Investor Presentation 2nd Quarter/Half Year FY 19



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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
ARC	Asset Reconstruction Company	LAF	Liquidity Adjustment Facility
ATM	Automated Teller Machine	LAP	Loan Against Property
BC	Business Correspondent	MF	Mutual Funds
BIL	Business Instalment Loan	Mn	Million
Bps	Basis Points	MSME	Micro, Small and Medium Enterprises
BVPS	Book Value Per Share	NABARD	National Bank for Agriculture and Rural Development
C&IB	Corporate & Institutional Banking	NFB	Non Fund Based
CAGR	Compounded Annual Growth Rate	NIM	Net Interest Margin
CASA	Current Account and Savings Account	NNPA	Net Non Preforming Assets
СВ	Commercial Banking	NPA	Non Performing Assets
CBDT	Central Board for Direct Taxes	PCR	Provision Coverage Ratio
CBLO	Collateralized Borrowing and Lending Obligation	PIL	Personal Installment Loan
CC	Credit Card	Q1	3 month period ended June 30(April 1 - June 30)
CEO	Chief Executive Officer	Q2	3 month period ended September 30(July 1 - September 30)
CET1	Core Equity Tier 1	Q3	3 month period ended December 31(October 1 - December 31)
Cr	Crore	Q4	3 month period ended March 31(January 1 - March 31)
CRAR	Capital to Risk Weighted Assets Ratio	QoQ	Quarter on Quarter
CSR	Corporate Social Responsibility	RBI	Reserve Bank of India
DB & FI	Development Banking & Financial Inclusion	RoA	Return on Assets
DBT	Direct Benefit Transfer	RoE	Return on Equity
FICC	Fixed Income, Currency and Commodity	RWA	Risk Weighted Assets
FPI	Foreign Portfolio Investor	SDR	Strategic Debt Restructuring
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
IFI	Institutional Financial Inclusion		

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Q2 19 / H1 19 Financial Highlights

- Q2 19 / H1 19 continues to track well to RBL Vision 2020 goals
- Total Revenue growth in H1 19 of 39% YoY (Q2 19 growth of 40% YoY); Net Profit growth in H1 19 of 35% YoY (Q2 19 growth of 36% YoY)
- NII growth of 43% YoY in H1 19 (Q2 19 growth of 41% YoY); Other Income growth of 32% YoY in H1 19 (Q2 19 growth of 38% YoY)
- NIM continues upward trajectory 4.04% in Q1 19 and 4.08% in Q2 19
- Advances growth of 37% YoY, Deposit growth of 31% YoY and CASA growth of 35% YoY
- GNPA stable at 1.40% (flat QoQ), NNPA at 0.74% (down from 0.75% in Q1 19)
- Overall stressed advances at 1.47% down from 1.50% in Q1 19
- PCR at 61.45% (up from 60.41% in the previous quarter)
- RoA at 1.26% for Q2/H1 19; up from 1.19% in H1 18
- Total customer base of 5.3 million; addition of 0.4 million in Q2 19

Q2 FY19 Highlights

		— YoY Growth —	— QoQ Growth —
Net interest Income	Rs. 593cr	41%	7%
Core Fee Income	Rs. 325cr	60%	13%
Net Total Income	Rs. 926cr	40%	5%
Operating Profit	Rs. 449cr	48%	4%
Net Profit	Rs. 205cr	36%	8%

Half Year FY19 Highlights

		— YoY Growth —
Net interest Income	Rs. 1,146cr	43%
Core Fee Income	Rs. 614cr	59%
Net Total Income	Rs. 1,805cr	39%
Operating Profit	Rs. 881cr	43%
Operating Profit	KS. 00 ICI	4370
Net Profit	Rs. 395cr	35%
NGC 1 TOTAL	113. 00001	30 70

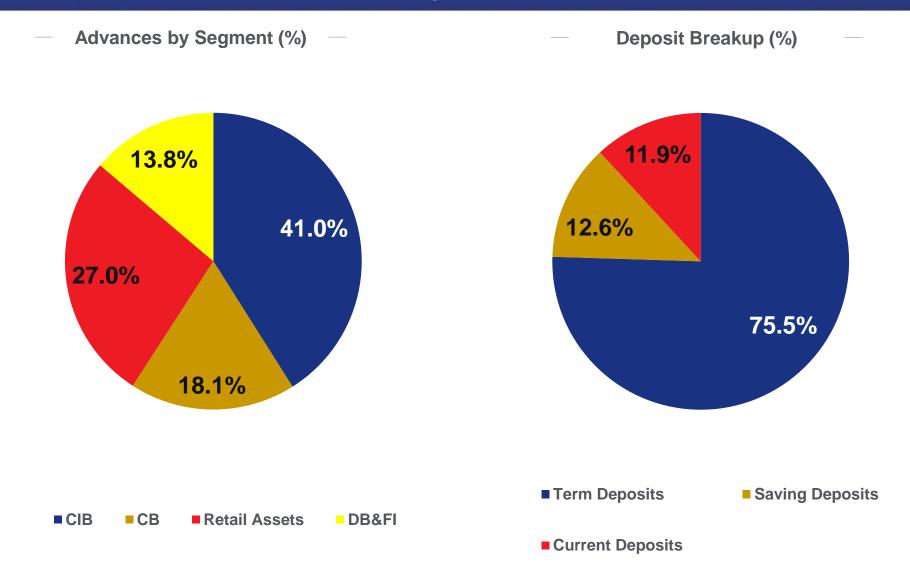
Half Year FY19 Highlights Contd....

Hall Feal FT 19 Highlights Conto						
		— YoY Growth —	— QoQ Growth —			
Advances	Rs. 45,873cr	37%	9%			
Wholesale Advances	Rs. 27,129cr	33%	9%			
Non-Wholesale Advances	Rs. 18,744cr	43%	9%			
Deposits	Rs. 47,790cr	31%	6%			
CASA	Rs. 11,712cr	35%	7%			

Key Indicators

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		Pre-IF	20		
	Advances	Deposits	Net Profit	RoA	BVPS
FY 11	1,905	2,042	12	0.5%	Rs. 50
FY 16	21,229	24,349	292	1.0%	Rs. 91
3)	34% CAGR FY 11-16) (6				
		Post Listing Pe	rformance)		
	Advances	YoY	NIM	Net Profit	RoA
Q3 17	26,773	46%	3.4%	129	1.17%
Q4 17	29,449	39%	3.5%	130	1.20%
Q1 18	31,108	40%	3.5%	141	1.19%
02.19	22 576	250/	2 70/	151	1 100/
Q2 18	33,576	35%	3.7%	151	1.19%
Q3 18	36,890	38%	3.9%	165	1.22%
40-10	00,000	2070	0.070	. 30	1.22 /0
Q4 18	40,268	37%	4.0%	178	1.25%
Q1 19	42,198	36%	4.0%	190	1.26%
Q2 19	45,873	37%	4.1%	205	1.26%

Key Indicators – Business Breakup





Performance Tracking to Vision 2020 Goals

RBL Vision 2020 Actual Q2 19 (Post IPO/Sept 2016) **Advances** 30-35% CAGR 37% 0.75 - 1% increase FY 16: 18.6%; FY 17: 22.0% **CASA Ratio** FY 18: 24.3%; Q2 19: 24.5% every year Other Income % ~ 1/3rd of Net Total Income 36% Cost/Income ratio of FY 16: 58.6%; FY 17: 53.5% **Operational Efficiency** FY 18: 53.0%; Q2 19: 51.5% 51% - 52% by 2020 FY 16: 0.98%; FY 17: 1.08% **Return Ratios** ~ 1.50% RoA by 2020 FY 18: 1.21%; Q2 19: 1.26%

Key Initiatives of Vision 2020



Technology

Leveraging technology to acquire, engage and service clients

API banking, Abacus (Digital savings account); Fintech Partnerships (Moneytap, Zeta); Credit card partnerships (Bajaj Finserv, Book My Show, ET Money, Paisa Bazaar)



Enhancing distribution through a combination of owned branches, and BCs 268 own branches, 900 BC branches (including 213 Banking Outlets) serve over 5.3 Mn customers pan-India



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

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



Enhancing cross-sell across all businesses

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

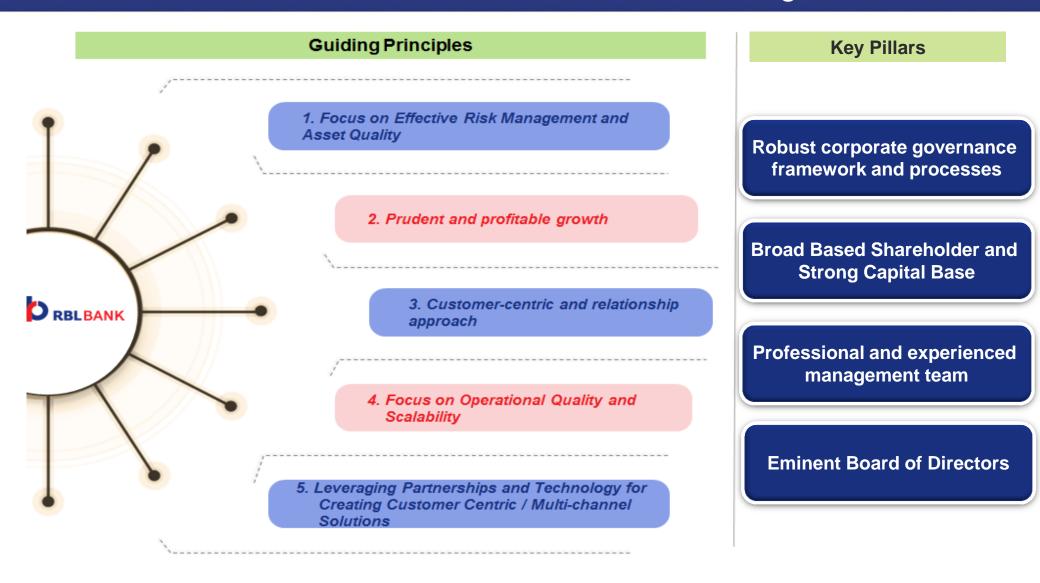


Mass Banking

Increase presence in 'Mass Banking' - internal efforts, partnerships and acquisitions Extending network to individual loans in rural areas and offering deposits, insurance, DBT and remittance services

Pilot partnership underway in affordable housing

Our Fundamentals Have Resulted in Consistent Strong Performance





Strong Profitability Momentum Continues

Parameter	Q2 19	Q2 18	YoY	Q1 19	QoQ	H1 19	H1 18
Net Interest Income	593	420	41%	553	7%	1,146	799
Other Income	333	241	38%	326	2%	659	498
Net Total Income	926	661	40%	879	5%	1,805	1,297
Operating Profit	449	303	48%	432	4%	881	615
Net Profit	205	151	36%	190	8%	395	292
Parameter	Q2 19		Q2 18	Q1 19	H1 ⁻	19	H1 18
Other Income/Total Income	36.0	%	36.5%	37.1%	36	6.5%	38.4%
Cost/Income	51.5	%	54.2%	50.8%	51	.2%	52.6%
Net Interest Margin	4.19	%	3.7%	4.0%	4.	.1%	3.6%
Credit Cost/Advances (bps)*	26		22	25		51	52
RoA	1.26	%	1.19%	1.26%	1.:	26%	1.19%
RoE	11.69	%	10.5%	11.2%	11	.4%	11.5%

^{*} Not Annualized

Strong Growth in Business; Asset Quality Remains Stable

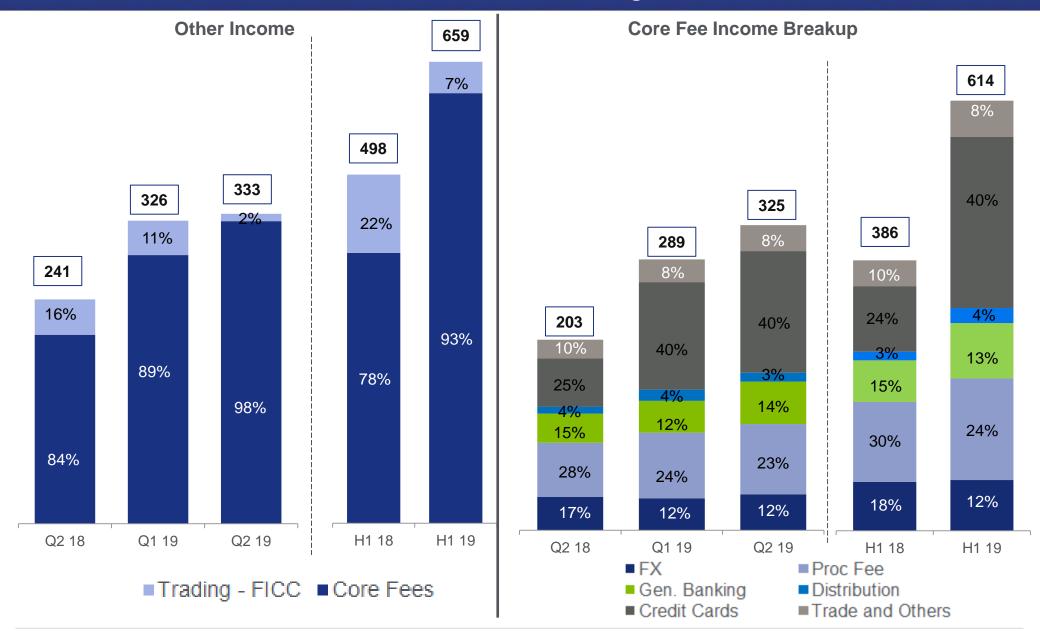
Parameter	September 30,2018	September 30,2017	YoY
Advances	45,873	33,576	37%
Deposits	47,790	36,569	31%
Investment	13,749	13,296	3%

Parameter	September 30,2018	September 30,2017	June 30,2018
CASA	24.5%	23.7%	24.4%
GNPA	1.40%	1.44%	1.40%
NNPA	0.74%	0.78%	0.75%
Total Stressed Assets	1.47%	1.85%	1.50%
PCR	61.5%	58.3%	60.4%
CRAR*	13.7%	16.6%	14.6%

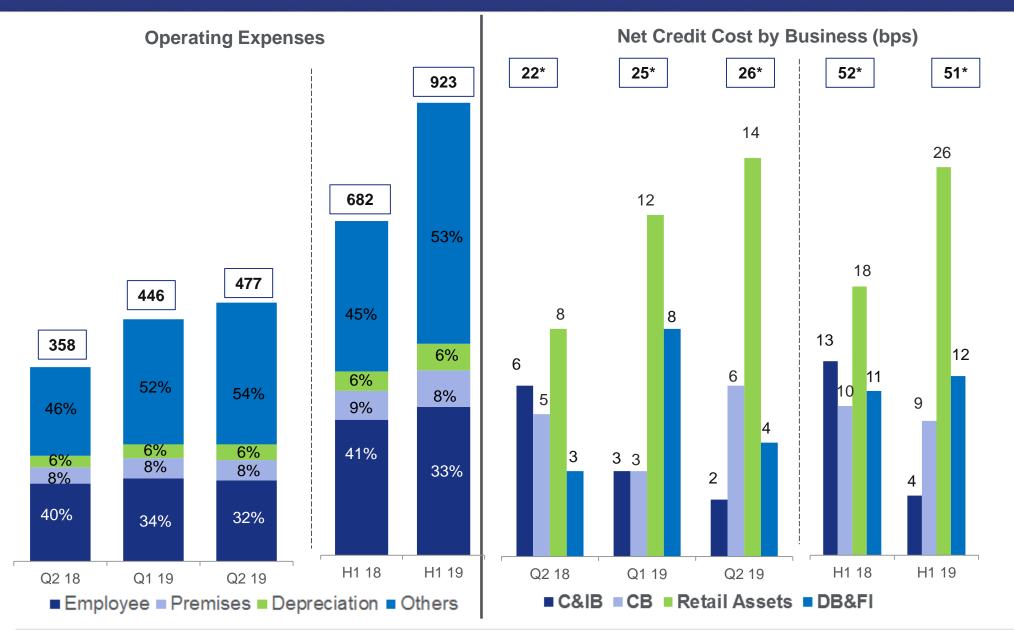
^{*} including interim profits

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Well Diversified Other Income Profile; Rising Core Fee Income



Cost Increase Driven by Business Expansion; Range Bound Credit Costs



^{*} Not Annualized for the bank or at individual segment level for the quarter/ half year; as bps of total advances

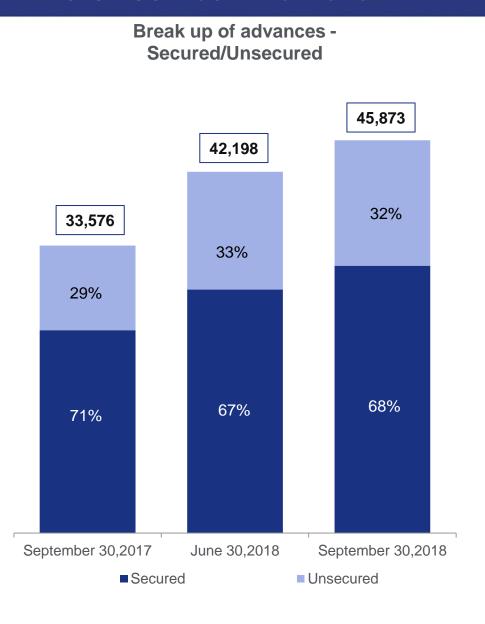
Changing Advances Mix Helping NIMs

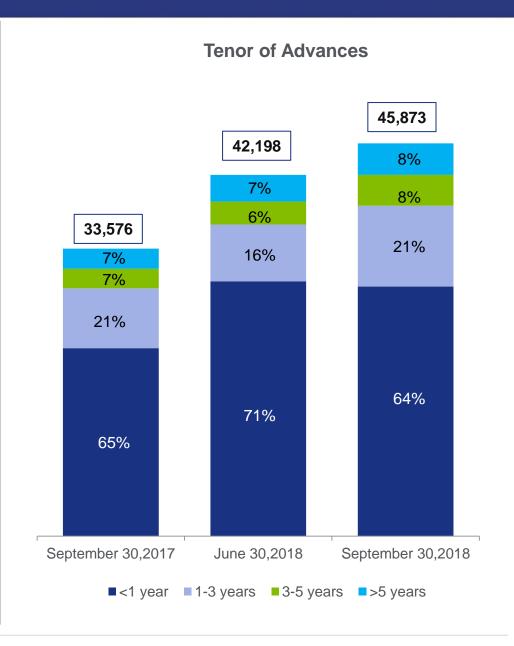
	September 30,2018	September 30,2017	YoY	Yield H1 19	Proportion
C&IB	18,826	13,895	35%	8.63%	
СВ	8,303	6,528	28%	(9.05%)	59%
Wholesale	27,129	20,423	33%		
Retail Assets	12,407	8,539	45%		
DB & FI	6,337	4,614	37%	14.10%	
Micro-banking	3,917	2,533	55%	(13.31%)	
IFI	1,669	1,616	3%		41%
MSME	751	465	62%		
Non-Wholesale	18,744	13,153	43%		
Total	45,873	33,576	37%	H1 18 yields in brac	ekets

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Diversified Loan Portfolio

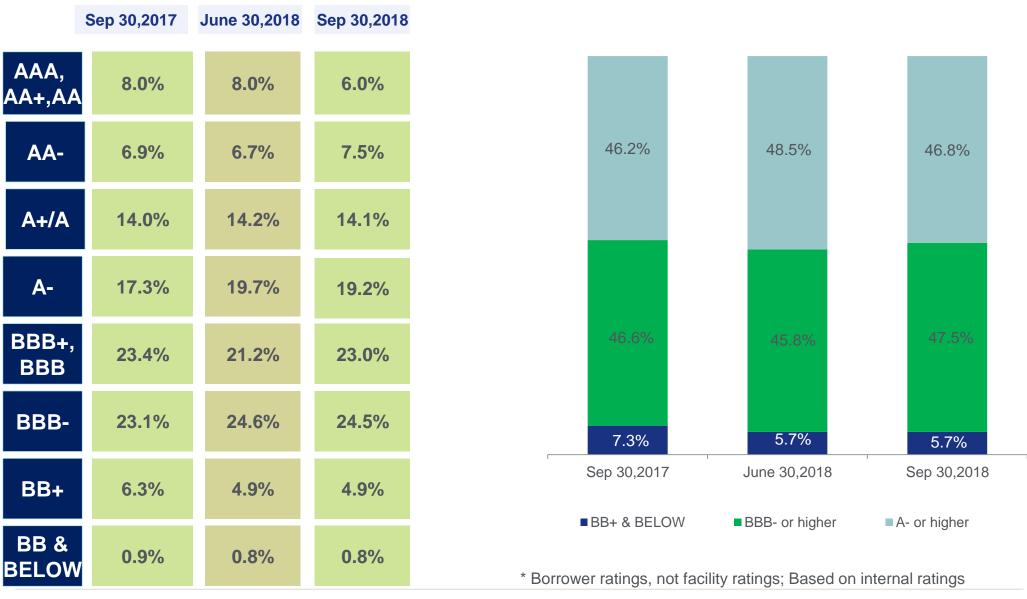




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Stable Internal Borrowers' Rating Profile

Breakup of internal rated exposures*



Diversified Industry Mix

Top 10 Industry *

Industry	Outstanding Loan Exposure	FB-NFB Split	% of Total
Retail / Distribution	3,686	78:22	6.0%
Construction	3,519	38:62	5.7%
Engineering	2,773	56:44	4.5%
NBFC (ex. HFC)	2,607	90:10	4.3%
Real Estate	2,287	93:7	3.7%
Professional Services	2,178	88:12	3.6%
Pharma	2,175	87:13	3.5%
Power	2,173	57:43	3.5%
Metals	1,964	53:47	3.2%
MFI	1,170	100:0	1.9%

^{*} As of September 30, 2018; based on actual o/s

Non Fund Based Book

Particulars	September 30,2018	September 30,2017	June 30,2018
Guarantees	10,101	8,849	9,811
Letter of Credit, Acceptances, Endorsement and other Obligations	4,745	1,986	3,156

Asset Quality Continues to Remain Strong

	Quarter Ended			— Gross NPA by business segment ——					
	September 30,2018	June 30,2018	September 30,2017	Business segment	September 30,2018	June 30,2018	September 30,2017		
	33,23.3	00,2010	55,2511	C&IB	92.1	92.3	102.8		
Movement of Gross NPAs				% of total advances	0.20%	0.22%	0.30%		
Opening Balance	596	567	458	CB*	255.1	218.7	127.9		
(+) Additions during the period	142	148	92	% of total advances	0.55%	0.51%	0.38%		
(-) Upgrade	2	0	0	Retail Assets	200.7	167.5	125.8		
(-) Recoveries	27	57	38	% of total advances	0.43%	0.39%	0.37%		
(-) Write Offs	65	61	25	LAP	28.9	30.6	25.4		
Closing Balance	645	596	487	BIL	25.4	32.3	18.6		
Gross NPA (%)	1.40%	1.40%	1.44%	PIL	16.6	15.9	7.7		
Net NPA	339	316	261	Cards	39.9	33.3	15.8		
Net NPA (%)	0.74%	0.75%	0.78%	Agri	68.0	39.0	22.1		
Provisioning Coverage				Others	22.0	16.4	36.2		
Ratio (PCR) (%)	61.45%	60.41%	58.27%	DB&FI	97.0	117.4	130.7		
Slippage Ratio	0.34%	0.37%	0.30%	% of total advances	0.21%	0.28%	0.39%		
Restructured %	0.07%	0.10%	0.41%	Total	645.0	595.9	487.2		
Total Stressed Assets%	1.47%	1.50%	1.85%	Total (%)	1.40%	1.40%	1.44%		
• Security Receipts as a percent		* CB includes agri value chain							

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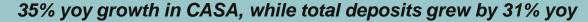
No ARC sale for the quarter

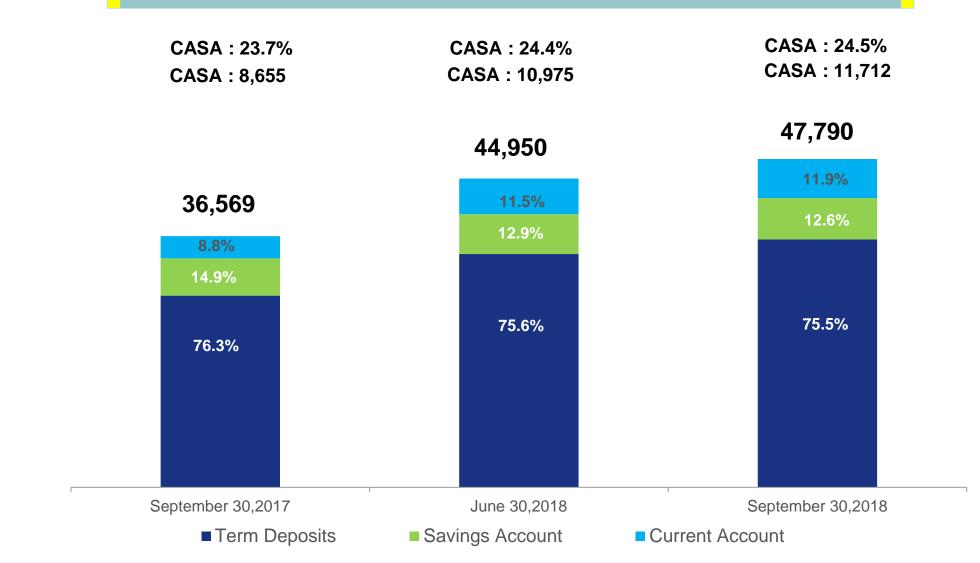
Capital Adequacy - Well Capitalized to Support Growth

Particulars	September 30,2018	September 30,2017	June 30,2018
Tier 1 Capital Funds*	6,969	6,242	6,728
Tier 2 Capital Funds	712	900	731
Total Capital Funds	7,681	7,142	7,459
Total RWA	55,867	43,137	51,219
Tier 1 CRAR*	12.5%	14.5%	13.1%
Total CRAR*	13.7%	16.6%	14.6%
RWA/Total Assets	83.2%	82.8%	81.9%

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

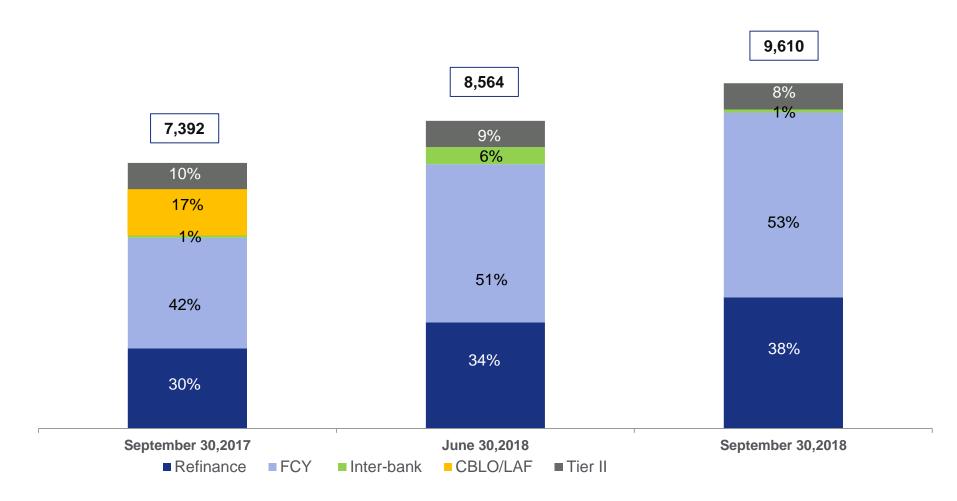
Sustained Growth in Deposits, Led by CASA





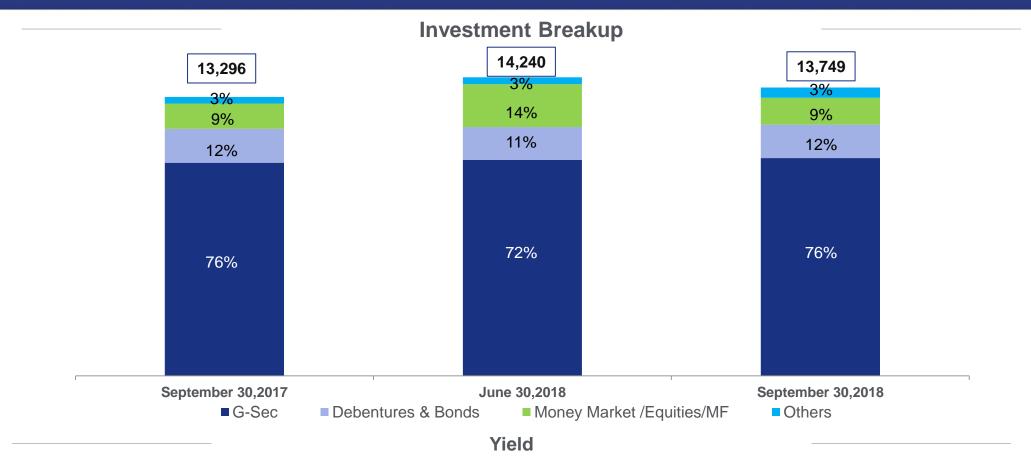
Diversified Borrowing Streams





Average contractual maturity of 3+ years

Steady Investment Book



Yield	Q2 19	Q2 18	Q1 19	H1 19	H1 18
Total Investments	7.4%	7.4%	7.3%	7.3%	7.6%
SLR	7.4%	7.4%	7.4%	7.4%	7.5%
Non SLR	9.6%	10.2%	9.1%	9.3%	10.1%

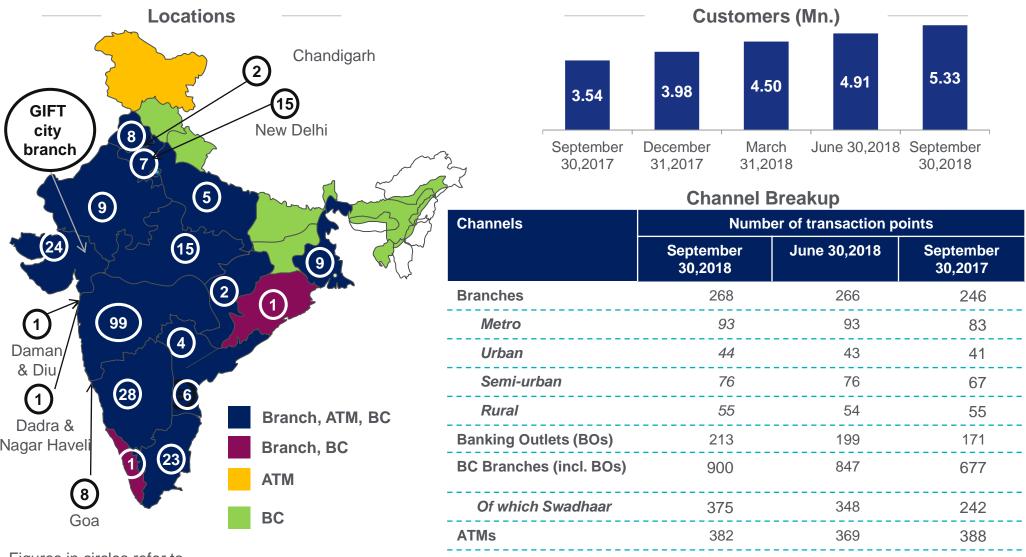
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NIM Improvement Helped by Increasing Yields

	FY 11	FY 1	2	FY 13		FY 14		FY 15		FY 16
Yield on Advances	10.9%	12.6	%	13.1%		12.9%		12.3%		11.7%
Cost of Funds	5.8%	8.3%	′ o	9.6%		9.4%		8.4%		7.6%
Cost of Deposits	5.8%	8.1%	6	8.9%		8.8%		8.3%		7.7%
Post Listing Performance										
	Q3 17	Q4 17	Q1 18	Q2	18	Q3 18	Q	4 18	Q1 19	Q2 19
Yield on Advances	11.3%	10.8%	10.6%	10.	6%	10.4%	10).5%	10.8%	10.9%
Cost of Funds	6.9%	6.7%	6.5%	6.4	1%	6.2%	6	.2%	6.4%	6.4%
Cost of Deposits	7.0%	6.8%	6.7%	6.0	6%	6.4%	6	.5%	6.6%	6.7%



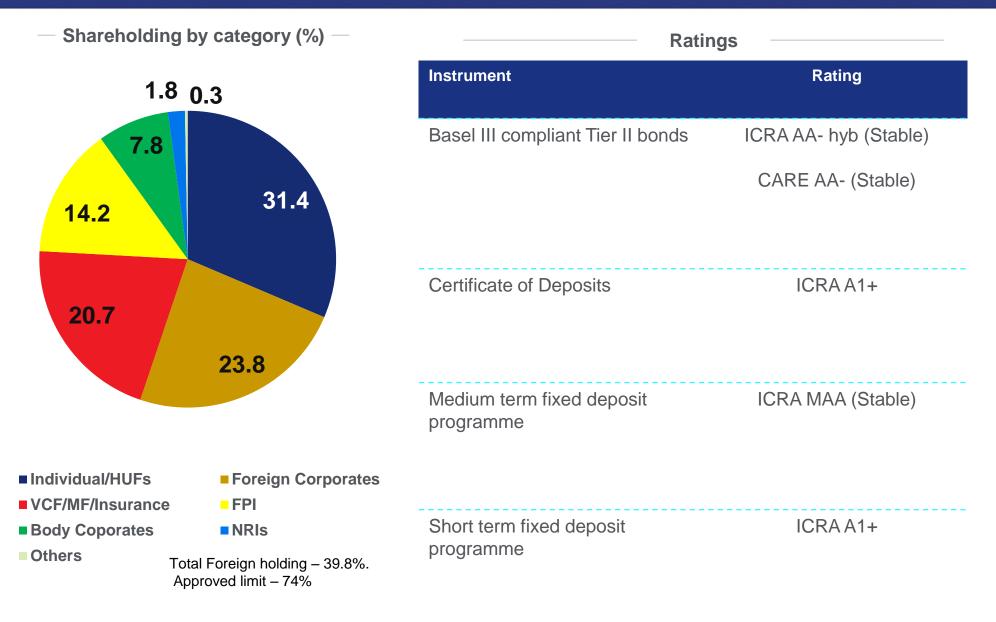
Our Growing, Multi-Layered Distribution Network



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

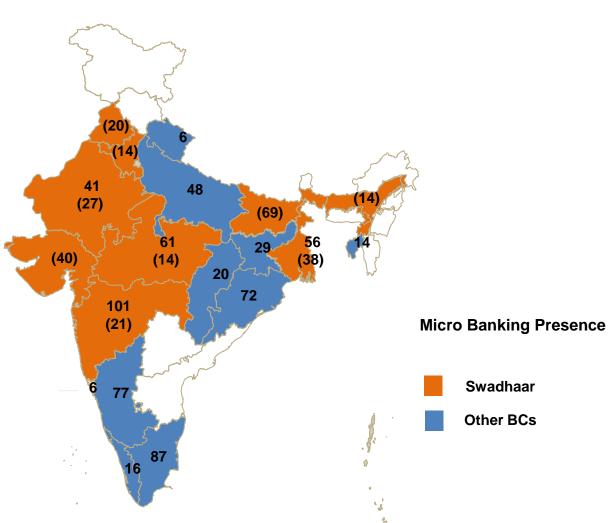
Shareholding Pattern & Ratings

Diversified Shareholding & Strong/Improving Rating Profile



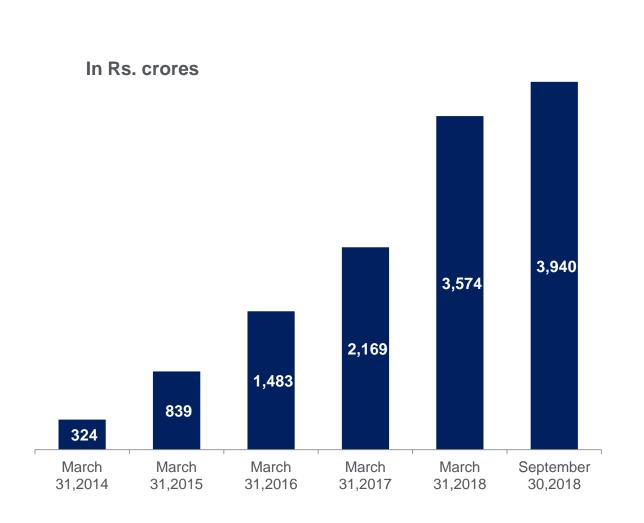


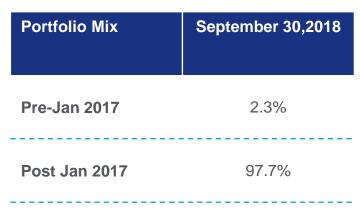
Microbanking Distribution Network

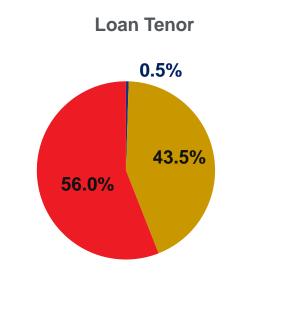


State Name	% of Portfolio						
Bihar	15%						
Tamil Nadu	15%						
Maharashtra	13%						
Karnataka	10%						
Odisha	8%						
Rajasthan	6%						
Madhya Pradesh	5%						
Gujarat	5%						
West Bengal	5%						
Jharkhand	4%						
Punjab	3%						
Haryana	2%						
Chhattisgarh	2%						
Uttarakhand	2%						
Assam	1%						
Kerala	1%						
Goa	1%						
Uttar Pradesh	1%						
Tripura	1%						
Grand Total	100%						

Microbanking - Portfolio Growth





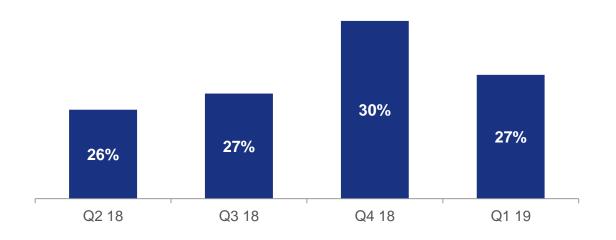


■12 months ■18 months ■24 months

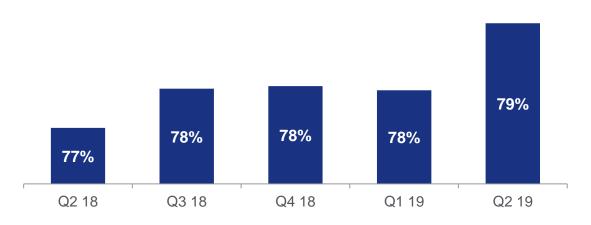
- Post Jan 2017 90+DPD: 0.33
- 2.19 Mn active loan accounts

Microbanking - Through The Door Mix

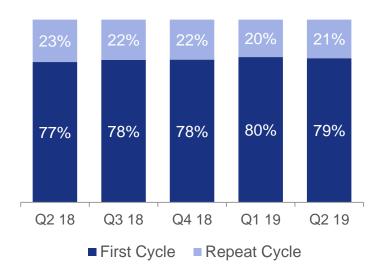
Bureau Rejection Rate



Hit Rate

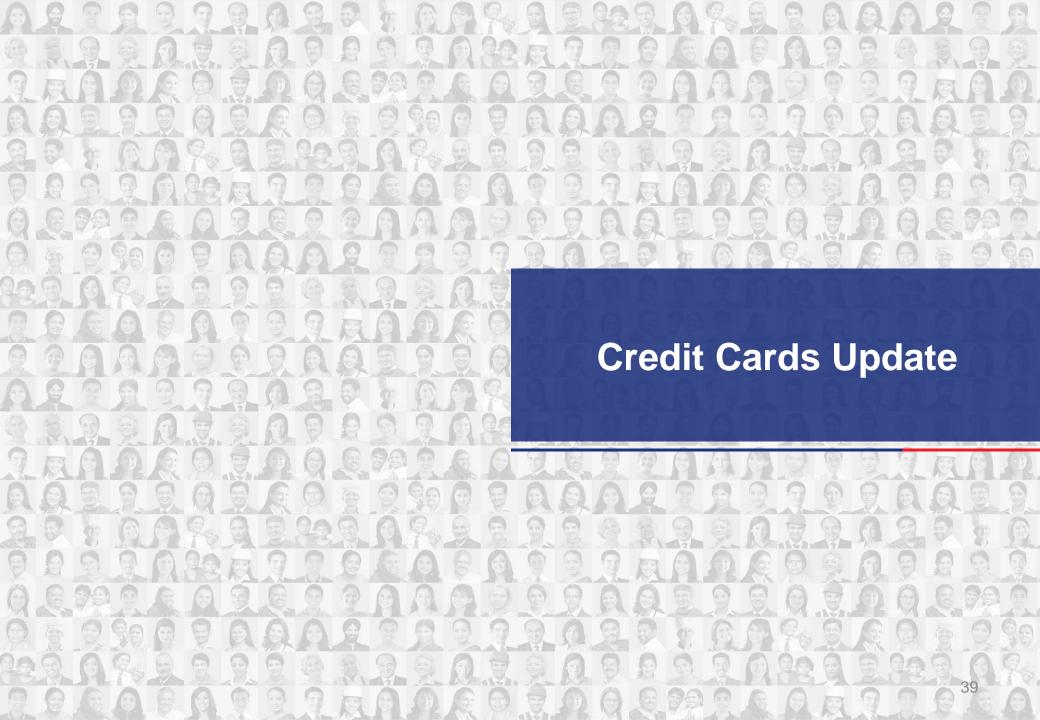


Borrowing Cycle with RBL Bank

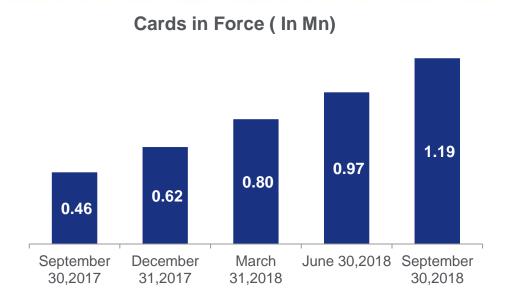


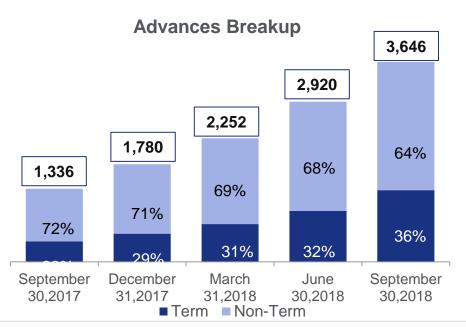
- Growth in volumes through new customers from newer geographies (eastern and northern India)
- At application stage, Bureau penetration stable at 78%, new to credit still around 22%
- Rejection rates not seeing any significant increase on account of new geographies & state level caps

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



Credit Card Base Increasing Steadily





0.12 O.20 O.21 O.26

Customer Metrics

Q4 18

Q1 19

Q2 19

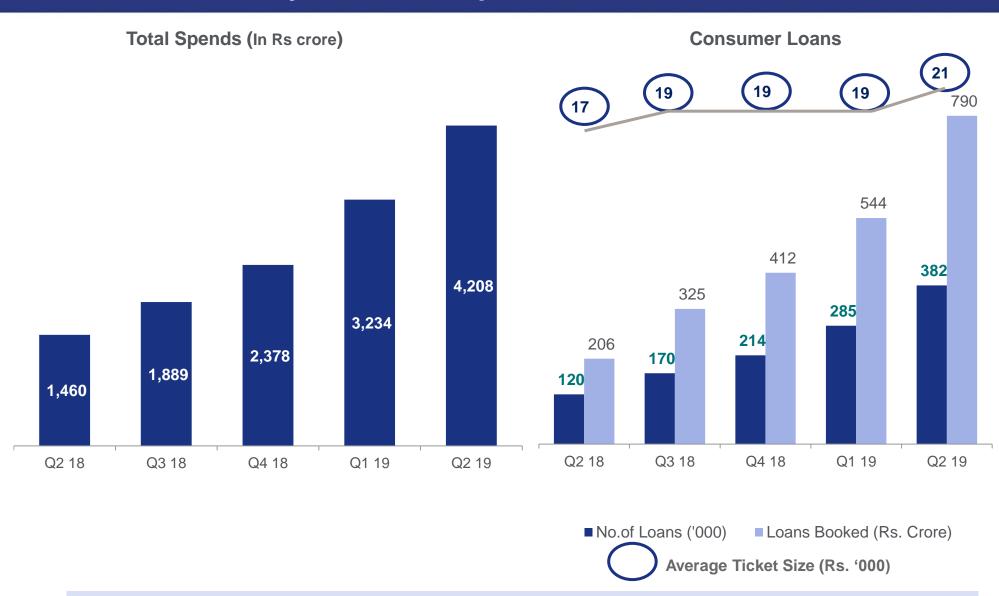
Key Metrics	September 2018			
Retail Spend Per Card*	Rs. 9,452			
Balance per Card	Rs. 31,197			
Fee Income (as % of revenue)	42%			
Geographical Concentration (Top 8 Cities vs. Others)	69% : 31%			

^{*} Does not include corporate card spends

Q3 18

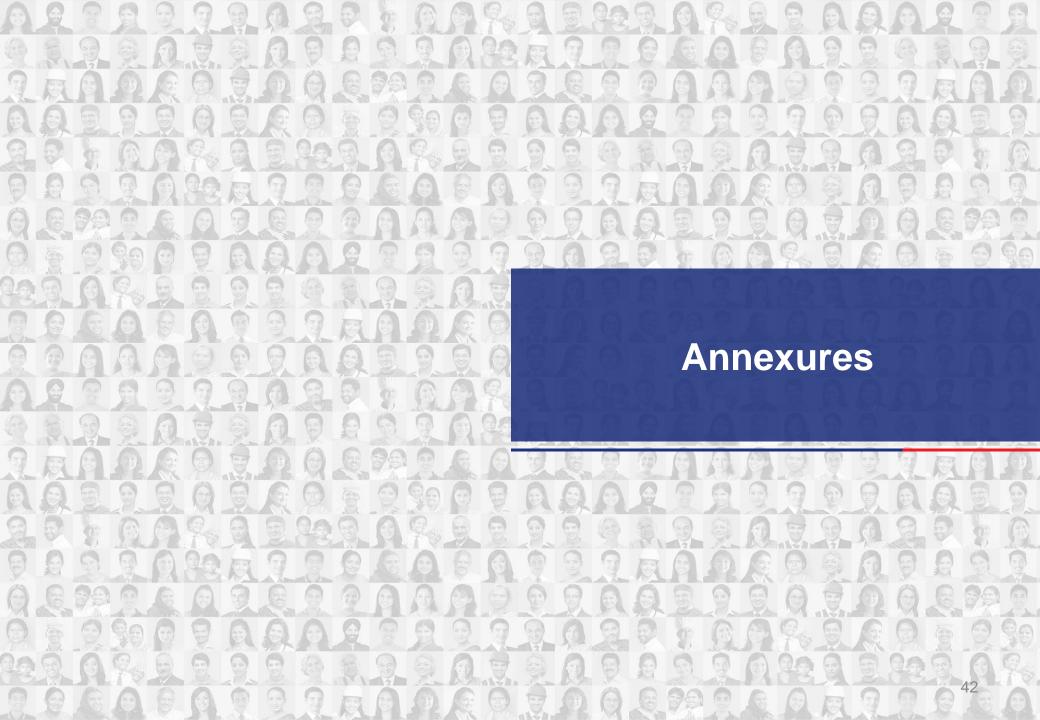
Q2 18

Credit Cards - Sticky Customer Spends



Conversion Of Spends Into Consumer Loans Provides Stability to Portfolio

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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. Prakash Chandra

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



Mr. Rajeev Ahuja

Executive Director

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



Mr. Jairaj Purandare

Independent Director

Previously, Regional Managing Partner of PWC



Mr. Palepu Sudhir Rao

Independent Director

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



Ms. Rama Bijapurkar

Independent Director

Wide Experience in Market Research, Market Strategy and Management Consulting



Mr. Sivanandhan Dhanushkodi

Independent Director

Currently, Part-Time Security Advisor to RBI

Previously, Director General of Police, Maharashtra



Mr. Ishan Raina

Independent Director

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



Mr. Vijay Mahajan

Non-Executive Director

Previously, Founder of Basix Social Enterprise Group

Professional and Experienced Leadership Team



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



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



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



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

(22)



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



Mr. Jaideep Iver Head - Strategy Previously, Group President and Deputy CFO - Yes Bank

(20)



Head - Retail, Inclusion and Rural Business, Credit Cards, Retail and MSME Lending Previously, associated with Bank of America, ABN AMRO Bank and



Mr. Vincent Valladares Head - Commercial Banking

Previously, Middle East Head - Commercial Banking, Citibank

(20)

(25)



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

Figures in brackets are years of work experience in financial services

Mr. Harjeet Toor

Fullerton India Credit Company

Professional and Experienced Leadership Team (Contd.)



Mr. Ramnath Krishnan
Chief Risk Officer
Previously, Country Chief Risk Officer , HSBC Malaysia Berhad
(31



Mr. Shrinath Bolloju
Chief Operations Officer
Previously, Global Head Securities Transformation – Deutsche Bank
Singapore (25)



Mr. Ujual George
Chief of Staff and Head of Transformation
Previously, associated with Abu Dhabi Commercial Bank and
Barclays Bank
(23)



Mr. Bhavtaran Singh (Sunny) Uberai

Head – Client Services

Previously, associated with ABN Amro Bank and Arete Financial

Partners, Singapore (32)



Mr. Mohit Kapoor

Head - Legal

Previously, associated with Hewitt Associates, Max New York Life,
Citibank India (25)



Ms. Neeta Mukerji
Chief Credit Officer
Previously, associated with ICICI Bank, Asset Reconstruction
Company (India) and GE Capital
(28)



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

(23)

Figures in brackets are years of work experience in financial services

Profit & Loss Statement

Particulars	Q2 19	Q2 18	Q1 19	H1 19	H1 18
Income					
Interest Earned	1,463	1,091	1,364	2,828	2,134
Interest Expended	870	671	812	1,682	1,336
Net Interest Income	593	420	553	1,146	799
Other Income	333	241	326	659	498
Total Income	926	661	879	1,805	1,297
Expenditure					
Operating Expenses	477	358	446	923	682
Employee Cost	151	144	153	304	277
Premises Cost	38	30	37	75	59
Depreciation	29	21	26	54	40
Other Operating Expenses	260	163	231	490	307
Operating Profit	449	303	432	881	615
Provisions	140	75	140	280	169
On advances	109	66	101	210	157
On others	31	9	39	70	12
Profit Before Tax	309	228	292	601	445
Tax	105	78	102	207	153
Profit After Tax	205	151	190	395	292

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Balance Sheet Statement

Particulars	September 30,2018		September 30,2017	
<u>Liabilities</u>				
Capital	431	421	416	
Reserves and Surplus	6,609	6,469	5,877	
Deposits	47,790	44,950	36,569	
Borrowings	9,610	8,564	7,392	
Other Liabilities	2,716	2,159	1,872	
Total	67,156	62,563	52,125	
<u>Assets</u>				
Cash & Balances with RBI	3,576	2,854	1,696	
Balances with other banks	1,318	1,188	1,870	
Investments (Net)	13,749	14,241	13,296	
Advances (Net)	45,873	42,198	33,576	
Fixed and Other Assets	2,640	2,082	1,686	
Total	67,156	62,563	52,125	

Our Recent History

Particulars	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16	FY 17	FY 18	H1 19
Net Worth	1,075	1,131	1,594	2,012	2,224	2,960	4,242	6,546	6,848
Deposits	2,042	4,739	8,341	11,599	17,099	24,349	34,588	43,902	47,790
Advances (Net)	1,905	4,132	6,376	9,835	14,450	21,229	29,449	40,268	45,873
Investments (Net)	892	2,334	5,571	6,518	9,792	14,436	13,482	15,448	13,749
Net Profit	12	66	92	93	207	292	446	635	395
CRAR (%)	56.4	23.2	17.1	14.6	13.1	12.9	13.7	15.3	13.7
Gross NPA (%)	1.12	0.80	0.40	0.79	0.77	0.98	1.20	1.4	1.4
Net NPA (%)	0.36	0.20	0.11	0.31	0.27	0.59	0.64	0.78	0.74
Business per employee	4.4	6.7	7.9	7.7	9.1	11.8	13.1	15.9	16.9
No. of employees	907	1,328	1,859	2,798	3,465	3,872	4,902	5,300	5,539
Return on Assets (%)	0.53	1.33	1.05	0.66	1.02	0.98	1.08	1.21	1.26
Return on Equity (%)	1.7	5.9	6.73	5.44	9.58	11.32	11.67	10.95	11.30

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Thank you

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

Please visit our Investor Relations website - https://ir.rblbank.com/