

Annexure B - Profile of Mr. Ajai Kumar

Mr. Ajai Kumar, aged 63 years, was appointed as Non-Executive Non-Independent Director of YES BANK on January 29, 2016. Prior to this, he was acting as Senior Strategic Advisor of the Bank (July 2014 to January 2016).

Mr. Ajai Kumar has a distinguished career in banking industry having more than forty years of experience in Public Sector Banking Industry holding eminent leadership positions in India and overseas (New York, USA) including as CMD of Corporation Bank, Executive Director of UCO Bank and as General Manager & Head of Technology and Retail Banking at Bank of Baroda.

As CMD of Corporation Bank (October 2011 to June 2013), he provided strong leadership to take Bank to next level of Business and Next Generation Technology, implemented turnaround strategies successfully by creation of strong business processes and structures in the form of Circle Offices for better efficiency and controls, launching SME Loan Centres, Agriculture Business Development Cells, and several Gold Loan Shoppes. Under his leadership, Corporation Bank emerged as the Bank with very strong financials, best productivity, best asset quality and best customer services among its peers. The Bank was ranked No. 1 in the country for its performance in MSME finance for the year 2012-13 and honored with National award by Prime Minister of India.

Prior to Corporation Bank, Mr. Ajai Kumar was Executive Director of UCO Bank wherein, he had developed significant improvements in structures, systems and controls in operations, credit monitoring and supervision.

He started his career with Bank of Baroda joining as a Direct Officer in the year 1973. In thirty-six years of service at Bank of Baroda, he held key responsibilities. He was in-Charge of New York operations covering compliance of US regulations and reporting to Federal Reserve bank, FDIC and NY State Banking Department. As head of Bank of Baroda Nassau, Bahamas Off Shore Operations, he was handling Investments, Money market operations, Forex trading, External Commercial Borrowings etc. He also headed Retail Banking business, responsible for setting up of unique retail asset finance concept of Retail Loan Factory and its roll out across the country which resulted in multi fold increase in efficiency with quality and created a benchmark in Banking industry for most customer friendly delivery model for retail products and services. He also launched Bancassurance for Life Insurance initiative of the Bank successfully and established the foundation of Life Insurance Business. As head Information Technology and IT Projects, successfully implemented the banking industry's most ambitious business Technology Enabled Business Transformation Program.

Mr. Ajai Kumar secured several awards and accolades in his illustrious career as a Banker and has also been honored with Outstanding Award for the paper submitted on "Knowledge Management - A Perspective for Public Sector Banks" in BECON 2003. He was also a Member of the Board of Directors at Indo Zambia Bank Ltd., and is currently holding



directorship in Multi-Commodity Exchange of India Limited and Nuclear Power Corporation of India Limited.

Mr. Ajai Kumar is a Law Graduate and a Post Graduate in Physics from University of Allahabad. He is a Certified Associate of Indian Institute of Bankers (CAIIB).