FINANCIAL HIGHLIGHTS
Key Highlights for Q2FY18

Sustained Financial Performance with steady expansion in NIMs and superior shareholder returns

- **1.7% RoA & 17.5% RoE**
  - Delivering Consistent Shareholder returns.
- **33.5% Y-o-Y**
  - Growth in NII
- **25.1% Y-o-Y**
  - Growth in PAT

Strong Growth resulting in increasing Share of Retail Fees, Liabilities & Advances

- **78% Y-o-Y**
  - Growth in Retail Banking
- **37.2% CASA Ratio**
  - Up from 30.3% in Q2FY17
- **61.7% Retail Deposits (CASA + Retail TDs)**

Strong Capital position with expanding Tier I and CET I ratios

- **13.2% TIER 1 Ratio**
  - Up from 10.1% in Q2FY17
- **11.4% CET 1 Ratio**
  - Up from 9.7% in Q2FY17
- **40.0 Bn.** Basel III Tier II Bonds.
- **54.1 Bn.** Basel III AT1 Issue.
  - Rated AA by CARE, ICRA & India Ratings

Investing in Technology for a Digital Future

- **BharatQR enabled on YES Mobile** for payments at merchant locations by scanning QR code
- **YES Bank has over 65% market share in UPI** merchant payment
- **Launch of Nashik SmartCity ‘SmartPay’**
  - Open loop Prepaid Cards
## Key Financial Highlights – Q2FY18

<table>
<thead>
<tr>
<th></th>
<th>NET INTEREST INCOME</th>
<th>NET PROFIT</th>
<th>TOTAL ASSETS</th>
<th>DEPOSITS</th>
<th>ADVANCES</th>
</tr>
</thead>
<tbody>
<tr>
<td>EPS of</td>
<td>₹ 4.38 (non-annualized)</td>
<td>₹ 10.0 Bn.</td>
<td>₹ 2,373.9 Bn.</td>
<td>₹ 1,579.9 Bn.</td>
<td>₹ 1,486.8 Bn.</td>
</tr>
<tr>
<td>Book Value of</td>
<td>₹ 102.2 (adjusted for 5:1 stock split)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- **NIMs**: 3.7%
- **ROA**: 1.7%
- **CET I* and TIER I***: 11.4% 13.2%
- **CASA RATIO**: 37.2%
- **GROSS NPA**: 1.82%
- **Retail TDs**: 24.5%
- **NET NPA**: 1.04%

- **NET INTEREST INCOME**: 33.5%
- **NET PROFIT**: 25.1%
- **TOTAL ASSETS**: 26.7%
- **DEPOSITS**: 23.4%
- **ADVANCES**: 34.9%

- **EPS of ₹ 4.38 (non-annualized)**
- **Book Value of ₹ 102.2 (adjusted for 5:1 stock split)**

* Including profit & excluding prorated Dividend

Robust earnings and growth with sustained margins
**Q2FY18 - Revenue and Profit growth**

<table>
<thead>
<tr>
<th>₹ Million</th>
<th>Q2FY18</th>
<th>Q2FY17</th>
<th>Growth</th>
<th>Q1FY18</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Interest Income</td>
<td>18,851</td>
<td>14,122</td>
<td>33.5%</td>
<td>18,089</td>
<td>4.2%</td>
</tr>
<tr>
<td>Non Interest Income</td>
<td>12,484</td>
<td>9,219</td>
<td>35.4%</td>
<td>11,322</td>
<td>10.3%</td>
</tr>
<tr>
<td><strong>Total Net Income</strong></td>
<td>31,335</td>
<td>23,340</td>
<td>34.3%</td>
<td>29,411</td>
<td>6.5%</td>
</tr>
<tr>
<td>Operating Expense</td>
<td>12,269</td>
<td>9,481</td>
<td>29.4%</td>
<td>12,369</td>
<td>-0.8%</td>
</tr>
<tr>
<td><strong>Operating Profit</strong></td>
<td>19,067</td>
<td>13,860</td>
<td>37.6%</td>
<td>17,042</td>
<td>11.9%</td>
</tr>
<tr>
<td>Provisions &amp; Contingencies</td>
<td>4,471</td>
<td>1,617</td>
<td>176.5%</td>
<td>2,858</td>
<td>56.4%</td>
</tr>
<tr>
<td>Provision for Tax</td>
<td>4,569</td>
<td>4,228</td>
<td>8.1%</td>
<td>4,529</td>
<td>0.9%</td>
</tr>
<tr>
<td><strong>Profit After Tax</strong></td>
<td>10,027</td>
<td>8,015</td>
<td>25.1%</td>
<td>9,655</td>
<td>3.9%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th>Q2FY18</th>
<th></th>
<th>Q1FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Return on Assets</td>
<td>1.7%</td>
<td>1.8%</td>
<td>1.8%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Return on Equity</td>
<td>17.5%</td>
<td>21.4%</td>
<td>17.4%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NIM</td>
<td>3.7%</td>
<td>3.4%</td>
<td>3.7%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cost to Income Ratio</td>
<td>39.2%</td>
<td>40.6%</td>
<td>42.1%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non Interest Income to Total Income</td>
<td>39.8%</td>
<td>39.5%</td>
<td>38.5%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>EPS (not annualized) ₹</td>
<td>4.4</td>
<td>3.8</td>
<td>4.2</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Strong growth in Income coupled with healthy Operational metrics resulted in PAT growth of 25%
## Balance Sheet & Key Ratios

### Balance Sheet Growth

<table>
<thead>
<tr>
<th>₹ Million</th>
<th>Sep 30 2017</th>
<th>Sep 30 2016</th>
<th>y-o-y growth</th>
<th>Jun 30 2017</th>
<th>q-o-q growth</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td>2,373,941</td>
<td>1,873,088</td>
<td>26.7%</td>
<td>2,221,452</td>
<td>6.9%</td>
</tr>
<tr>
<td>Advances</td>
<td>1,486,753</td>
<td>1,102,162</td>
<td>34.9%</td>
<td>1,399,718</td>
<td>6.2%</td>
</tr>
<tr>
<td>Investments</td>
<td>539,078</td>
<td>495,739</td>
<td>8.7%</td>
<td>521,362</td>
<td>3.4%</td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td>2,373,941</td>
<td>1,873,088</td>
<td>26.7%</td>
<td>2,221,452</td>
<td>6.9%</td>
</tr>
<tr>
<td>Shareholders’ Funds</td>
<td>234,142</td>
<td>153,702</td>
<td>52.3%</td>
<td>223,874</td>
<td>4.6%</td>
</tr>
<tr>
<td>Total Capital Funds</td>
<td>356,903</td>
<td>231,172</td>
<td>54.4%</td>
<td>325,413</td>
<td>9.7%</td>
</tr>
<tr>
<td>Borrowings</td>
<td>448,300</td>
<td>345,885</td>
<td>29.6%</td>
<td>383,021</td>
<td>17.0%</td>
</tr>
<tr>
<td>Deposits</td>
<td>1,579,898</td>
<td>1,225,811</td>
<td>28.9%</td>
<td>1,502,409</td>
<td>5.2%</td>
</tr>
<tr>
<td>CASA</td>
<td>587,246</td>
<td>387,840</td>
<td>51.4%</td>
<td>552,151</td>
<td>6.4%</td>
</tr>
</tbody>
</table>

### Key Financial Performance Indicators

<table>
<thead>
<tr>
<th></th>
<th>Sep 30 2017</th>
<th>Sep 30 2016</th>
<th>Jun 30 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital Adequacy (Basel III)*</td>
<td>17.8%</td>
<td>15.0%</td>
<td>17.6%</td>
</tr>
<tr>
<td>Tier I Ratio (Basel III)*</td>
<td>13.2%</td>
<td>10.1%</td>
<td>13.8%</td>
</tr>
<tr>
<td>Book Value (₹)</td>
<td>102.2</td>
<td>72.9</td>
<td>97.9</td>
</tr>
<tr>
<td>Gross NPA</td>
<td>1.82%</td>
<td>0.83%</td>
<td>0.97%</td>
</tr>
<tr>
<td>Net NPA</td>
<td>1.04%</td>
<td>0.29%</td>
<td>0.39%</td>
</tr>
</tbody>
</table>

*Including profit & excluding prorated Dividend

Robust Y-o-Y growth in SA at 51.6% and CA at 51.1%
Income Growth Trends

**Steady growth in Net Interest Income (NII)**

- Strong growth in NII of 33.5% y-o-y, driven by growth in advances of 34.9% y-o-y and steady expansion in margins.
- NIM expanded to 3.7% y-o-y from 3.4% in Q2FY17

**Consistent growth in Operating profit coupled with increasing Margins and Spreads**
## Non-Interest Income Highlights

### Non Interest Income Break-up

<table>
<thead>
<tr>
<th>₹ Million</th>
<th>Q2FY18</th>
<th>Q2FY17</th>
<th>Growth</th>
<th>Q1FY18</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corporate Trade &amp; Cash Management</td>
<td>1,439</td>
<td>1,034</td>
<td>39.1%</td>
<td>1,352</td>
<td>6.4%</td>
</tr>
<tr>
<td>Forex, Debt Capital Markets &amp; Securities</td>
<td>3,518</td>
<td>2,992</td>
<td>17.6%</td>
<td>3,221</td>
<td>9.2%</td>
</tr>
<tr>
<td>Corporate Banking Fees</td>
<td>4,768</td>
<td>3,097</td>
<td>54.0%</td>
<td>4,108</td>
<td>16.1%</td>
</tr>
<tr>
<td>Retail Banking Fees</td>
<td>2,718</td>
<td>2,096</td>
<td>29.7%</td>
<td>2,589</td>
<td>5.0%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>12,443</strong></td>
<td><strong>9,219</strong></td>
<td><strong>35.0%</strong></td>
<td><strong>11,322</strong></td>
<td><strong>9.9%</strong></td>
</tr>
</tbody>
</table>

# above breakup excludes ₹40Mn and ₹51Mn Million Recovery from Write Off in Q2FY18 and Q1FY18

### Retail Banking Fees Break-up

<table>
<thead>
<tr>
<th>₹ Million</th>
<th>Q2FY18</th>
<th>Q1FY18</th>
<th>Q4FY17</th>
<th>Q3FY17</th>
<th>Q2FY17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail Banking Fees:</td>
<td>2,718</td>
<td>2,589</td>
<td>3,131</td>
<td>2,143</td>
<td>2,096</td>
</tr>
<tr>
<td>Trade &amp; Remittance</td>
<td>977</td>
<td>795</td>
<td>791</td>
<td>588</td>
<td>719</td>
</tr>
<tr>
<td>Facility / Processing Fee</td>
<td>636</td>
<td>486</td>
<td>482</td>
<td>235</td>
<td>227</td>
</tr>
<tr>
<td>Third Party Sales</td>
<td>298</td>
<td>279</td>
<td>633</td>
<td>304</td>
<td>277</td>
</tr>
<tr>
<td>Interchange/Direct Banking Income</td>
<td>490</td>
<td>675</td>
<td>776</td>
<td>517</td>
<td>456</td>
</tr>
<tr>
<td>General Banking Fees</td>
<td>318</td>
<td>355</td>
<td>449</td>
<td>499</td>
<td>415</td>
</tr>
</tbody>
</table>

Healthy growth across Transactional Corporate, CMS and Granular Retail.
Healthy trends across Non Interest Income streams
Well-diversified Liability Franchise

Steady improvement in Granular Deposits

CASA+Retail FDs as % of Total Deposits stands at 61.7% as at Sep 30, 2017, up from 56.5% a year ago
Segmental Advance Mix - Improving Retail Share

As % of Total Advances
30th Sept, 2017

- Corporate Banking
- Medium Enterprises
- Small and Micro Enterprises
- Retail Banking

- Mortgage Backed Loan Group (MLG): 29%
- Business Equipment Loan Group (BELG): 10%
- Consumer Loan Group (CLG): 15%
- Vehicle Loan Group (VLG): 40%
- Direct Microfinance: 6%

MLG: Housing Loan, LAP, Affordable Housing.
CLG: Personal Loan, Gold Loan, LAS, Business Loan, Credit Card.
VLG: Auto Loan, Two Wheeler, Commercial Vehicles, Inventory Funding

Q-o-Q Disbursement Trend of Above Mentioned Sub Groups
Figures in ₹ Bn

<table>
<thead>
<tr>
<th>Sub Groups</th>
<th>30 Sep, 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mortgage Backed Loan Group (MLG)</td>
<td>29%</td>
</tr>
<tr>
<td>Business Equipment Loan Group (BELG)</td>
<td>10%</td>
</tr>
<tr>
<td>Consumer Loan Group (CLG)</td>
<td>15%</td>
</tr>
<tr>
<td>Vehicle Loan Group (VLG)</td>
<td>40%</td>
</tr>
<tr>
<td>Direct Microfinance</td>
<td>6%</td>
</tr>
</tbody>
</table>

Rapidly Expanding Retail Assets
Well diversified overall portfolio with significant deployment in YES Bank focused knowledge sectors.
ASSET QUALITY
Healthy Asset Quality and Stable Risk Profile

- Credit Costs at 29 bps for Q2FY18.

- During the quarter,
  - No new restructuring or S4A.
  - One account (₹161.0 Crores - 0.11% of Gross Advances) was upgraded from Restructured to Standard Asset due to satisfactory conduct during prescribed period.
  - One account (₹192.4 Crores - 0.13% of Gross Advances) was restructured under Outside Standard SDR scheme of RBI.
  - One account (₹89.5 Crores - 0.06% of Gross Advances) was refinanced under 5:25 scheme.

### Rating Profile

<table>
<thead>
<tr>
<th>Category</th>
<th>BB and Below</th>
<th>BBB</th>
<th>A</th>
<th>AA</th>
<th>AAA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Weightage (%)</td>
<td>19.70%</td>
<td>14.80%</td>
<td>41.10%</td>
<td>21.50%</td>
<td>2.90%</td>
</tr>
</tbody>
</table>

Overall Corporate portfolio continues to be well rated with over 75% portfolio rated ‘A’ or better (Based on Internal Corporate rating models mapped to external ratings) and well distributed across growth sectors.

### As a % of Advances

<table>
<thead>
<tr>
<th>Category</th>
<th>Sep 30, 2016</th>
<th>Jun 30, 2017</th>
<th>Sep 30, 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross NPA %</td>
<td>0.83%</td>
<td>0.97%</td>
<td>1.82% (₹2,720.3 Crs)</td>
</tr>
<tr>
<td>Net NPA %</td>
<td>0.29%</td>
<td>0.39%</td>
<td>1.04% (₹1,543.3 Crs)</td>
</tr>
<tr>
<td>Provision Coverage</td>
<td>64.8%</td>
<td>60.0%</td>
<td>43.3%</td>
</tr>
<tr>
<td>Restructured Advances %</td>
<td>0.46%</td>
<td>0.24%</td>
<td>0.08% (₹116.1 Crs)</td>
</tr>
<tr>
<td>Security Receipt (Net) %</td>
<td>0.23%</td>
<td>0.69%</td>
<td>0.94% (₹1,142.3 Crs)</td>
</tr>
<tr>
<td>Standard SDR</td>
<td>0.03%</td>
<td>0.20%</td>
<td>0.32% (₹477.1 Crs)</td>
</tr>
<tr>
<td>5:25 Refinancing</td>
<td>0.09%</td>
<td>0.10%</td>
<td>0.15% (₹228.3 Crs)</td>
</tr>
<tr>
<td>S4A</td>
<td>-</td>
<td>0.01%</td>
<td>0.01% (₹18.8 Crs)</td>
</tr>
</tbody>
</table>

### Sensitive Sector Disclosure

#### Iron & Steel
- Non-Renewable Electricity Generation: 3.4% (All Operational)
- NIL Exposures to SEBs

#### Electricity
- TOTAL: 2.00%, A OR ABOVE: 1.60%

#### Telecom
- TOTAL: 3.90%, A OR ABOVE: 3.70%

# Since September 30, 2017 exposure is down to 3.1%
RBI Risk Based Supervision Exercise:

- RBI’s Annual Risk Based Supervision (RBS) exercise (conducted for FY2017) was finalised in October 2017.
- Bank has fully absorbed the impact of such reclassifications in the results for Q2FY18.
- ~81% of the exposures has been repaid / resolved or classified as ‘Standard’ on account of their satisfactory conduct.

Bank’s exposure to select accounts referenced in RBI IBC/NCLT notification

- Total exposure of ₹ 14,345 million across 9 borrowers.
- Bank carries provision of 50% on the aggregate funded exposure of List 1 and 39% on the aggregate funded exposure of the subsequent list (NPA + Standard).
Robust Risk Management Process

<table>
<thead>
<tr>
<th>Process</th>
<th>CRM Based Origination</th>
<th>Joint Delegation/Approval Committee</th>
<th>Portfolio Analytics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Impact</td>
<td>Reducing Adverse Selection Bias</td>
<td>Joint Approval/Committee Approach - Highest Level of due diligence</td>
<td>Monitoring of Portfolio trends – Historical and Forward looking</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Process</th>
<th>Superior Structuring</th>
<th>Early Warning &amp; Problem Solving</th>
<th>Provisioning</th>
</tr>
</thead>
<tbody>
<tr>
<td>Impact</td>
<td>Higher recovery and lower NPAs</td>
<td>Effective and Timely Risk Mitigation</td>
<td>Contingent Provision Buffer</td>
</tr>
</tbody>
</table>

- Strong Selection Process and
- Strong Selection Process has resulted in YES BANK having a **healthy asset book**
- Portfolio Analytics and Early warning signals in conjunction with proactive problem solving approach has helped the bank **reduce outstanding** to stressed cases significantly
- Overall portfolio is well distributed with significant deployment in focused knowledge sectors by leveraging on sectoral expertise housed with specialized Relationship Managers, Product Managers and Risk Managers

**Robust Risk Management System in place to provide early identification of potential problem accounts**
TRENDS OF KEY PARAMETERS
Sustained Growth with preservation of Asset Quality

**CAGR**
Advances: 29%, Deposits: 25%, Total Assets: 23%

YES BANK has sustained growth of advances & deposits while maintaining best in class asset quality

GDP Growth Data for India (y-o-y is taken from CIC database) GDP growth data for Q2FY18 is based on estimates
Income Growth With Consistent RoA & RoE Ratios

CAGR
Net Int Income: 29%, Non Int Income: 35%, Net Profit: 26%

Return on Assets (LHS) Return on Equity (RHS)

Growth with quality, improving productivity and efficiency
Capital Growth Through Internal Accretion

- **Raised ₹5,415 Crores** through issue of Basel III compliant Tier-I (ATI) perpetual bonds.
- **Total CRAR at 17.8%**
- **Tier I ratio of 13.2%**

- **Raised ₹4,000 Crores** through private placement of Basel III Tier II Bonds in two tranches.
- **CET I ratio at 11.4%**
- **Total Capital Funds stand at ₹356.9 bn as on Sep 30, 2017.**

Well capitalized position
Improved retail traction showcasing improved efficiency and operational leverage.
RATINGS & BORROWINGS
YES Bank’s Debt Ratings Journey

**International Rating**

<table>
<thead>
<tr>
<th>Moody's Investors Service</th>
<th>Long-term</th>
<th>Outlook</th>
<th>Short-term</th>
</tr>
</thead>
<tbody>
<tr>
<td>Baa3</td>
<td>Stable</td>
<td>Prime-3</td>
<td></td>
</tr>
</tbody>
</table>

**Domestic Rating**

<table>
<thead>
<tr>
<th>ICRA</th>
<th>Long-term</th>
<th>Outlook</th>
<th>Short-term</th>
</tr>
</thead>
<tbody>
<tr>
<td>AA</td>
<td>AA+</td>
<td>Positive</td>
<td>A1+</td>
</tr>
<tr>
<td>CARE</td>
<td>AA+</td>
<td>Stable</td>
<td></td>
</tr>
<tr>
<td>India Ratings</td>
<td>AA+</td>
<td>Stable</td>
<td></td>
</tr>
</tbody>
</table>

Ratings reflect a sustainable growth oriented financial model with robust risk management policies.
## Commitment from Leading Global Financial Institutions

### IFC
- **A World Bank group Development Financial Institution**
- Average tenor 9 years
- **USD 225 Million** Investment in YES BANK Upper Tier II & Long Term Senior loan
- **USD 50 Million** Investment in YES BANK Green Bond issue
- **USD 50 Million** Gender Financing
  - Loan to be used exclusively to lend to women-owned businesses

### OPIC
- **USD 265 Mn.*** Unsecured loan to increase lending to MSMEs
- **USD 150 Mn.*** Unsecured loan to increase lending to SMEs and women owned businesses
  - *Tenor 12 yrs, jointly arranged by Wells Fargo and OPIC

### ADB
- **USD 200 Million**
  - Tenor: 7 yrs
  - Unsecured Loan for Women Self Help Groups
  - Technical Assistance Grant for capacity building

### DEG (KfW Bankengruppe)
- **2017 - USD 30 Million**
- **2014 - USD 34 Million**
- **2009 - USD 20 Million**
- Long Term Senior loans
- A KfW Bankengruppe Development Financial Institution

### FMO (Entrepreneurial Development Bank)
- **USD 50 Million**
  - Tenor: 7 yrs
  - FMO – Dutch Development Bank
  - Placed ₹ 3.30 Bn Green Infrastructure Bonds.
  - FMO’s 1st investment in a Green Bond by a bank in India.

### GROUPE AGENCE FRANÇAISE DE DÉVELOPPEMENT (Proparco)
- **EUR 13.25 million**
  - Tenor: 10 yrs
  - An AfD Group
  - Development Financial Institution
  - Upper Tier II loan
Successive Successful Loan Syndications

- **2014**
  - Dual Currency Syndicated Loan Facility
  - USD 422 Mio
  - Participation from 21 banks from 14 countries

- **2013**
  - Dual Currency Syndicated Loan Facility
  - USD 255 Mio
  - Participation from 11 banks in Americas, Middle East, Europe & APAC

- **2012**
  - Dual Currency Syndicated Loan Facility
  - USD 155 Mio & EUR 50 Mio
  - Participation from 11 banks in Americas, Middle East, Europe & APAC

- **2016**
  - USD 165 Million 1 year Club Loan
  - Participation from 10 Taiwanese Banks

- **2017**
  - USD 130 Mio
  - 5 year loan from Taiwan

- **2016**
  - USD 255 Mio
  - Syndication led by CTBC Bank Co., Ltd and Taiwan Cooperative Bank Ltd. - 2016

✓ Progressively broader markets, higher number of participants with longer tenor and improved pricing
✓ Won the Asia Pacific Loan Market Association (APLMA) award in 2012 and 2013
RETAIL BUSINESS OVERVIEW
Three Pronged Customer Acquisition, Engagement and Retention Strategy

- Complete Suite of Retail Assets and Liabilities Products
- YES Securities 3 in 1 account
- Credit Cards
- Multiplier effect: Initial period of gestation for Retail Assets to be followed by Scale up and exponential Growth

Core is Key
Quality Customer acquisition is the strategy for developing a credible Retail Franchise

Product

Channels

Segments

- Ramp up Alternate Sales Management
- Implementation of New CBS and Advanced CRM + Analytics systems for highly focused customer targeting and enhancing productivity of acquisition and relationship teams
- Digital Channels: Web/ Mobile/ Contact Centre/ ATMs/ Self Service Kiosks/ Digital Branches to be at the forefront of Acquisition, Engagement, Servicing and Retention of Customers

Focused Segmented Approach:
- Senior Citizens
- Commercial Segment
- Y-Cops
- TASC
- HNI
  - YES First
  - YES Prosperity
- GIB
- OPDT
Retail Banking: Expanding the National Footprint

- 1040 Branches across key liability corridors as on Sep 30, 2017 up from 950 branches as of Sep 30, 2016
- Total ATM network stands at 1,823 as on Sep 30, 2017 including Bunch Note Acceptors (BNA)/ Cash Recyclers
- Covering all 53 Metro locations, 29 States and 7 Union Territories
- Higher density in top deposit centers
- 16 Metro/Urban and 3 dedicated RIBB regions and 250 Hubs
- Hub and Spoke model for faster maturity and greater efficiency of branch network
- Relationship Management & Service Excellence oriented strategy
- Substantial focus on North & West Regions (DMIC/Make in India/GIB corridor) with evolving network in South & East
- Specialized Focus on Rural & Inclusive Banking Strategy

A Clearly Articulated 2 Pronged Strategy: Metro + Urban & Semi-Urban + Rural to achieve 1800 Branches by FY20

• IBU Branch in GIFT city
• Rep office in Abu Dhabi
Strategic Pillars - Building Retail & SME Banking Assets

Human Capital
- Attracting and retaining best talent from the industry
- Skilled to scale team of dedicated employees built towards establishing quality franchise
- Seasoned experienced leadership now in place with appropriate structure

Distribution and creating franchise
- Leverage internal channels - Branch, ATM, Net Banking, Mobile Banking, Apps
- Creating franchise - Dealers and large External channels
- Partnership/Alliances - Key Manufacturers, Builders and New age channels (E-commerce)

Technology
- Invest in technology to create holistic customer acquisition platform through which all banking products can be offered to the customer on real time basis through all touch points

Digitization & Analytics Leadership
- Create innovative solutions and capabilities
- Focus on product innovation, delivery system enhancing customer experience
- Exclusive customer offering to both internal and NTB using analytics and behavioral information
- Seamless processing through digitization

Risk Management
- Risk management with good control over portfolio and focus on process & compliance with conscience
- Robust collection framework in place and build the manpower/vendor structure

Branding & Marketing
- Increasingly capturing customer mindshare through improved brand recall

Building a strong Consumer and SME platform for scalable growth
# MSME and Retail Strategy

<table>
<thead>
<tr>
<th>MSME</th>
<th>Commercial Retail &amp; Mortgage</th>
<th>Consumer Retail</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓ Smart Overdraft</td>
<td>✓ Commercial Vehicle</td>
<td>✓ Auto Loans</td>
</tr>
<tr>
<td>✓ Fast track lending Program</td>
<td>✓ Construction Equipment</td>
<td>✓ Two Wheeler Loans</td>
</tr>
<tr>
<td>✓ Scorecard Lending program</td>
<td>✓ LAP/LAS</td>
<td>✓ Gold Loan</td>
</tr>
<tr>
<td>✓ LGD Program (Linking Collateral with Rating for high ticket customers)</td>
<td>✓ Healthcare Finance</td>
<td>✓ Personal Loan</td>
</tr>
<tr>
<td></td>
<td>✓ Home Loans</td>
<td>✓ Credit Cards</td>
</tr>
<tr>
<td>✓ 14 Knowledge Sunrise Sectors including Automobile, Pharmaceutical, Textile, Printing &amp; Packaging</td>
<td></td>
<td></td>
</tr>
<tr>
<td>✓ CBB/ EBB/ SBB</td>
<td></td>
<td>✓ Salaried and Self Employed</td>
</tr>
<tr>
<td>✓ Building Granular MSME book</td>
<td>✓ Cash flow based Credit underwriting</td>
<td>✓ Tapping Liability customers</td>
</tr>
<tr>
<td>✓ CRM Based sourcing</td>
<td>✓ Adequate Collaterals</td>
<td>✓ Branch Channel</td>
</tr>
<tr>
<td>✓ Tapping Corporate linked Supply Chain – Channel Financing</td>
<td>✓ Risk based pricing</td>
<td>✓ Technology aided processing</td>
</tr>
<tr>
<td></td>
<td>✓ MSME rich lending program</td>
<td>✓ Focused activities</td>
</tr>
<tr>
<td></td>
<td>✓ PSL benefits</td>
<td>✓ Manufacture Tie-ups</td>
</tr>
</tbody>
</table>

**Largely Secured Portfolio**

**Ramping up branches across the country to build up Retail Assets**
Digital Banking – Initiatives

- IMPS transactions grew exponentially by 355% y-o-y from Sept’16 (1.44 Mn) to Sept’17 (6.27 Mn)

- YES Bank has over 65% market share in UPI merchant payment

1. Mobile Banking
2. YES PAY
3. BBPS
4. UPI
5. Social Banking

- BHIM YES PAY app is now powered with India Stack API's and NPCI products, enabling services like BBPS, Bharat QR, RuPay card, IMPS, UPI and Aadhaar KYC

- Launched RuPay Classic Kisan Debit Card for disbursement of agricultural loans for farmer segment

- M-Bot, for acquisition of Consumer Retail Assets: Provides real time connection with Sales manager basis analysis by propriety algorithm for approval and disbursal of Consumer loans
Building the YES BANK Brand

**LARGE FORMAT EVENTS AND ADVERTISING**
- Indian Premier League
- INDIA BOLE YES
  - National campaign across print, Outdoors & digital mediums

**DIGITAL AND SOCIAL MEDIA MARKETING**
- Brand Campaigns
- Online Customer Acquisition
- SEO /SEM
- Online reputation management

**CUSTOMER AND COMMUNITY ENGAGEMENT**
- 800+ monthly YES COMMUNITY events
- Product Marketing
- Partnership & Alliances
- Catchment led Engagement

**KNOWLEDGE BANKING**
- Knowledge Events
- CFO Forum
- B2B Blogs
- Publications & Newsletters
- Advisory to Trade Associations

Broadening Customer **Mindshare**  ➔  Building **Market Share**
SOCIAL MEDIA LEADERSHIP

Highest Followed Bank Brand in the World
3.3 Million+ Followers

2nd Highest Followed Bank Brand in the World
7 Million+ Followers

Highest Followed Bank Brand in India
550k+ Followers

CFO FORUM
An apex body of India’s top CFOs across PSUs, Pvt. Sector & MNCs

YES MSME
Knowledge Banking platform for Micro, Small & Medium Enterprises

Followers | Page Likes | Followers
--- | --- | ---

*As published on October, 2017
Sustainable & Responsible Banking Leadership

VISION
Be the Benchmark Financial Institution for Inclusivity and Sustainability

First Indian Signatory
- Banking Commission member
- Global Steering Committee member, 2013-2016
- APAC Chair, 2013-2017

First Indian Signatory to the Carbon Disclosure Leaders Index for five consecutive years

First Only Indian Bank

ESG Leadership
- AAA rating on MSCI ESG Ratings 2016
- Included in FTSE4Good Emerging Index, June 2017

Environmental, Social & Governance (ESG) focused Supplier Code of Conduct

First Indian Bank to launch Green Bonds
- Launched India’s First Green Infrastructure Bonds raising INR 1000 crores in February 2015
- Green Masala Bonds - private placement by IFC for INR 315 crores in August 2015
- Issued INR 330 crores of Green Bonds with FMO, on a private placement basis in September 2016

First Bank Globally to migrate to ISO 14001:2015
- 447 locations across India certified with ISO 14001:2015 environment management stand

First & Only Indian Banking Signatory
- Chair of Natural Capital Finance Alliance Steering Committee

First Indian Bank to launch Green Bonds Impact Report
- Best Community Initiative in Water 2017
- Best Social Bank (mid-size) 2017
- Challengers Award – Mega Large Business’ 2016
Progress Widely Recognized By Leading Agencies

**Institutional Excellence**
- Best Bank in India
  - Asiamoney Corporate Client Choice Survey, Hong Kong, 2017
- Ranked #217, Climbed 129 places in 1 yr
  - The Banker 1000, London, 2017
- Ranked #1239, Gained 493 places in 1 yr
  - Forbes Global 2000, New York, 2017
- Best Mid-sized Bank
  - BT-KPMG India’s Best Banks, Mumbai, 2017
- Strongest Bank in India
  - The Asian Banker Awards, Geneva - 2016

**Technology, Innovation & Service**
- Transaction Bank of the Year - APAC
  - Supply Chain Finance - Global Winner, The Banker- Transaction Banking Awards 2017, Sibos, Toronto
- Best Trade Finance Bank in India - 2017
  - Third year in a row
  - The Asian Banker Achievement Awards, Vietnam 2017
- Best Bank in Asia Pacific for Payments and Collections
  - Global Finance, New York, 2017
- ‘Best Technology Bank of the Year’ - Medium Banks
  - Indian Banks’ Association’s (IBA) Banking Technology Awards 2017, Mumbai

**Sustainability & CSR Excellence**
- Best Innovation & Sustainable Financial Products & Services
  - Karlsruhe Sustainable Finance Awards, Germany, 2017
- Asia’s Best Bank For Corporate Social Responsibility
  - Euromoney Excellence Awards, Hong Kong -2016
- Continues to be the First and Only Indian Bank included in
- India’s Best Bank For Corporate Social Responsibility
  - Asiaweston Excellence Awards, Hong Kong - 2017
- AAA rating for Environment, Social and Governance Excellence
  - MSCI ESG, October, 2016
Human Capital Management

Making YES BANK a Great Place to Work

University & Schools Relationship Management
‘Preferred Employer of Choice’

- Facebook@Work launched in May 2016 – YES BANK became the 1st Bank in Asia to launch this with 100% activations within 45 days of launch
- YES League of Excellence - an online Recognition, Appreciation & Engagement platform
- Structured engagement with over 1000 B-Schools

HCM Strategy

- Competitive C&B to attract, motivate and retain talent
- ‘Professional Entrepreneurship’ Culture based on values to sustain competence, collaboration and compliance.
- Robust & Diversified Talent Acquisition
- World class HCM Service Delivery & Process
- Initiatives to continuously enhance organizational and individual productivity/effectiveness/cost management

Flat Organization Structure (5 levels)

Total: 20,932*

- Top 100
- Senior 215
- Middle 3,165
- Junior 10,164
- General 7,288

Average Age

- 46
- 41
- 37
- 32
- 28

*As of Sep 30, 2017

✓ Average Age – 31 years
✓ Headcount increase of 726 as compared to March 2017
✓ Average vintage in YES BANK: 7 yrs for Top Management & 6 years for Sr. Management
✓ Wealth creation through ESOPs
✓ Talent acquisition from Peer Private Sector & MNC Banks
✓ Building a ‘Leadership Supply Chain’
✓ Ranked no 2. in Dream Companies to Work For by Times Ascent
Distinguished Board

<table>
<thead>
<tr>
<th>Name</th>
<th>Designation</th>
<th>Background</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mr. Ashok Chawla</td>
<td>Non-Executive Independent Chairman</td>
<td>Former Chairman of Competition Commission of India and a distinguished civil servant</td>
</tr>
<tr>
<td>Mr. Brahm Dutt</td>
<td>Independent Director</td>
<td>Former Secretary, Ministry of Road Transport and Highways, GOI</td>
</tr>
<tr>
<td>Lt Gen (Dr.) Mukesh Sabharwal (Retd.)</td>
<td>Independent Director</td>
<td>Former Lt General in Indian Army</td>
</tr>
<tr>
<td>Mr. Saurabh Srivastava</td>
<td>Independent Director</td>
<td>Former Member of Advisory Board-Imperial Business School, London. Chairman &amp; Co-founder, NASSCOM</td>
</tr>
<tr>
<td>Mr. Vasant Gujrathi</td>
<td>Independent Director</td>
<td>Former Partner – PwC</td>
</tr>
<tr>
<td>Mr. Ajai Kumar</td>
<td>Non - Executive Non-Independent Director</td>
<td>Ex-CMD of Corporation Bank and a veteran Banker</td>
</tr>
<tr>
<td>Ms. Debjani Ghosh</td>
<td>Independent Director</td>
<td>Ex-MD of Intel, South East Asia</td>
</tr>
<tr>
<td>Mr. Rana Kapoor</td>
<td>MD &amp; CEO</td>
<td>Promoter/Professional Entrepreneur</td>
</tr>
</tbody>
</table>

- 8 eminent professionals as Directors with varied backgrounds, pioneers in respective fields
- Well structured performance evaluation process for its Directors including MD & CEO
- 12 Board level Committees with specialized functions including Risk Monitoring Committee and Corporate Social Responsibility Committee
- Best Corporate Governance and Transparency:
- Majority of Board constituted by Independent Directors
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