

Investor Presentation Q4 FY2021-22

May 2022



Bandhan
Bank

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Key Highlights



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Key Highlights

Bandhan Bank - Overview

- Loan portfolio (on book + off book + TLTRO + PTC) for Q4 FY 21-22 grew 12.9% Q-o-Q and 14.1% Y-o-Y
- Deposits grew by 14.0% Q-o-Q and 23.5% Y-o-Y in Q4 FY 21-22; Retail Deposit to Total Deposit at 77.3%
- Gross NPA is at 6.5% & Net NPA is at 1.7% vs. 10.8% and 3.0% respectively in previous quarter
- Added 1.2 million Customer during the quarter with total customer base reaching to 26.3 million (EEB- 19.8 million, Non EEB – 6.5 million)
- Accelerated technical write off of ₹20.29 bn during the quarter to strengthen the balance sheet

Snapshot of operations Q4 FY 2021-22

Total Deposits ₹ 963.3 bn

Total Loans and advances ₹ 993.4 bn¹

Net Interest Margin (NIM) 8.7%

CASA Ratio 41.6%

ROAA (%) 6.0%

ROAE (%) 46.5%



34
States & UTs



548
Cities



1,189
Branches



471
ATMs



4,450
Banking Units



60,211
Employees



26.3mn
Customers

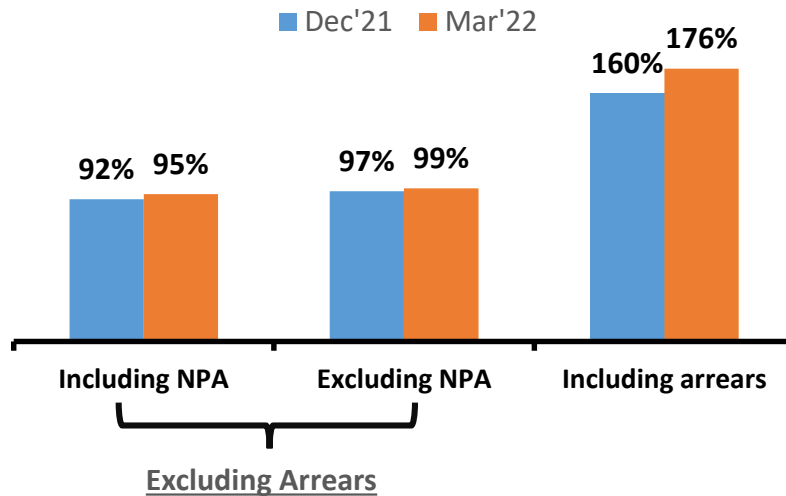


46.8%
EEB* Group based loans

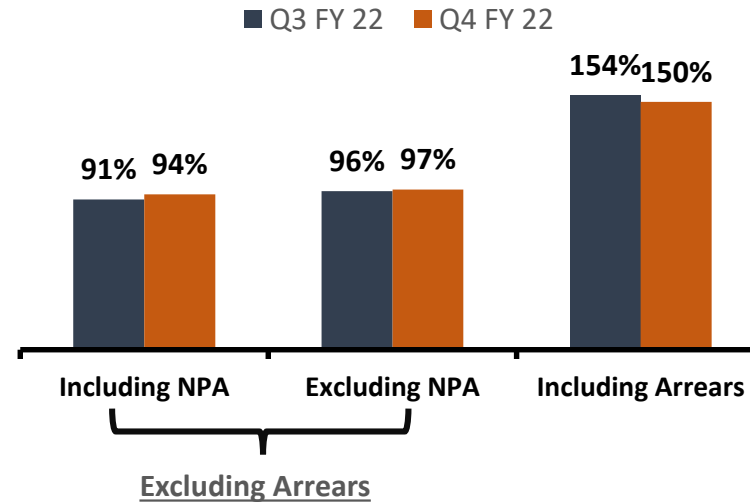
1. On book + Off Book (including TLTRO ₹ 2.4 bn and PTC of ₹ 3.1 bn)
*Emerging Entrepreneurs Business (Erstwhile Micro Banking Unit)

EEB Collection Efficiency

Collection Efficiency for the month



Collection Efficiency for the quarter



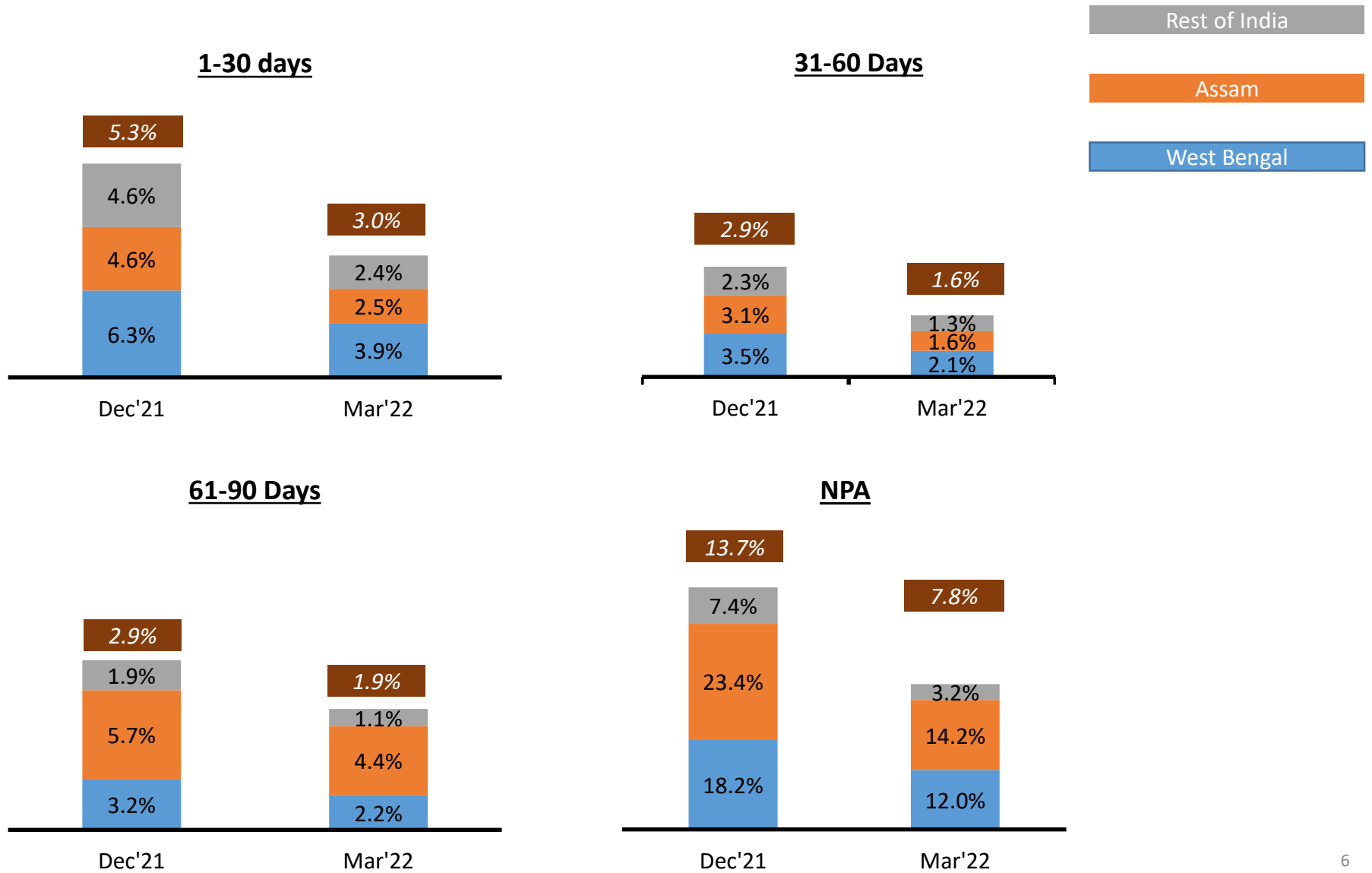
Collection Efficiency of top states

States	For the month of Dec'21	For the month of Mar'22	For Q3 FY 22	For Q4 FY 22
West Bengal	97%	99%	96%	97%
Assam	96%	98%	91%	93%
Rest of India	98%	99%	97%	97%
Total	97%	99%	96%	97%

Customer Paying Profile

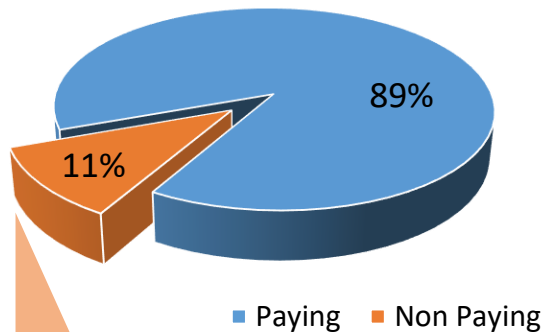
Category	For the month of Dec'21		For the month of Mar'22	
	Share of customers	Share of Receivables	Share of customers	Share of Receivables
Full Paying	88.6%	93.2%	93.0%	97.0%
Partial Paying	7.4%	6.3%	3.3%	2.5%
Non Paying	4.0%	0.5%	3.7%	0.5%
Total	100%	100%	100%	100%

EEB DPD movement



EEB NPA and Restructured customer payment pattern analysis for Q4 FY 22

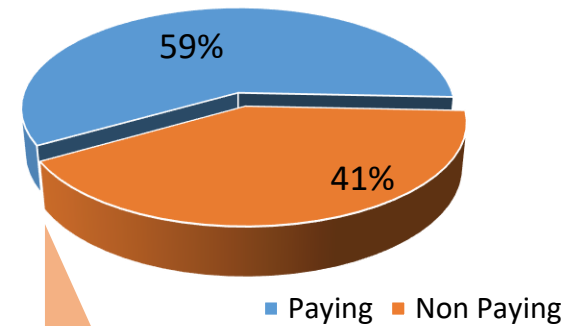
NPA customers payment pattern



States	Share of non paying customers
Assam	32%
Rest of India	68%
Total	100%

~90% of NPA customers continue to pay

Restructured customers payment pattern



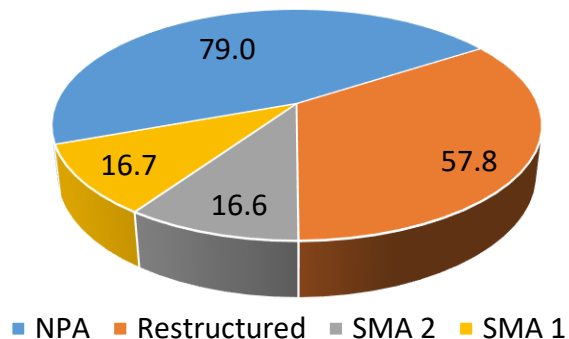
States	Share of non paying customers
Assam	35%
Rest of India	65%
Total	100%

Despite under moratorium, most of the customers have paid in Q4

EEB stress pool coverage analysis

All amount in ₹ Bn.

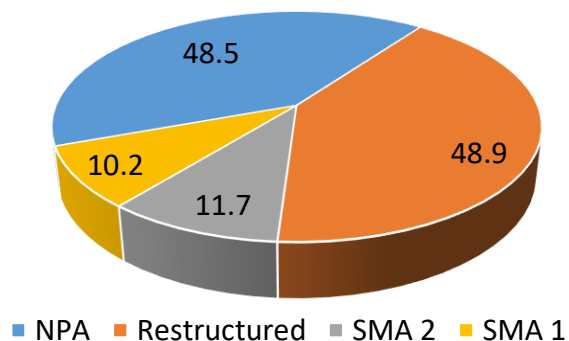
EEB Stress Pool - ₹ 170 Bn.



Dec'21

Coverage	Amount
Provision	91.7
Estimated recovery till 30 th June 2022 #	50
CGFMU recovery	25
Assam Relief Scheme*	Xx
Total	166.7

EEB Stress Pool - ₹ 119 Bn.

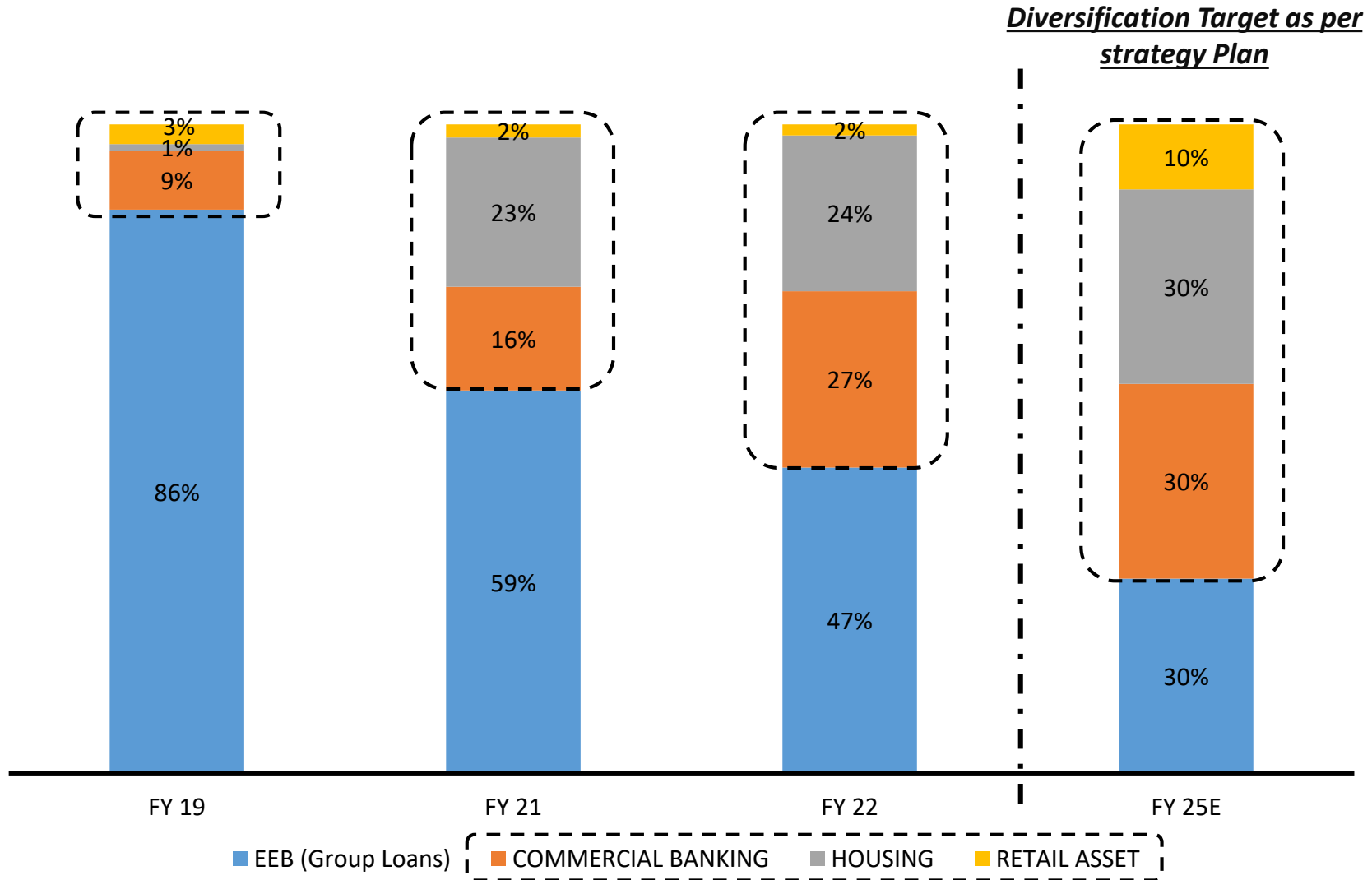


Mar'22

Coverage	Amount
Provision	69.7
Estimated recovery till 30 th Sep 2022 #	30
CGFMU recovery	25
Assam Relief Scheme*	Xx
Total	124.7

* Amount can't be ascertained today

Bank on track to achieve the diversification goal as envisaged in the strategy plan for FY 25



Non Group Loans

Note: EEB individual loans are reclassified under Commercial Banking and Housing segments as per plan

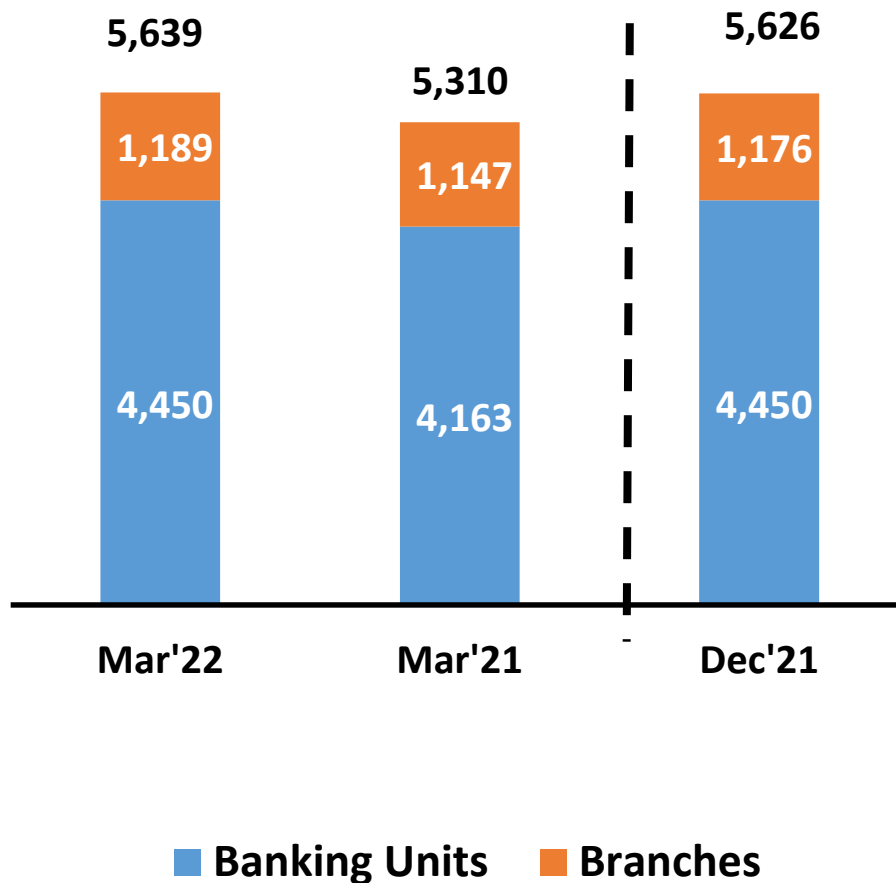
Business & Financial Overview



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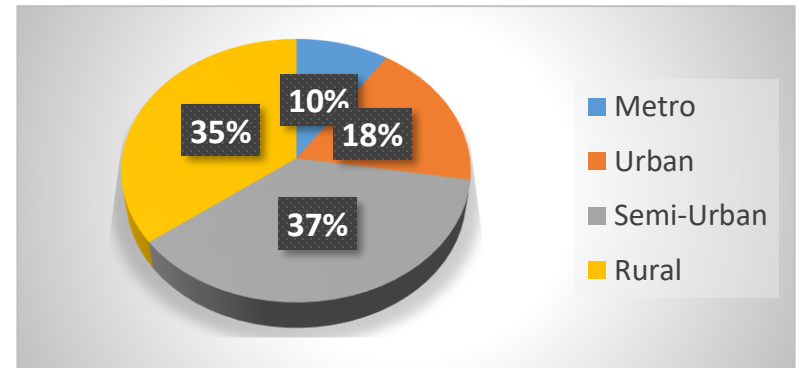
Geographical Distribution

Banking Outlets



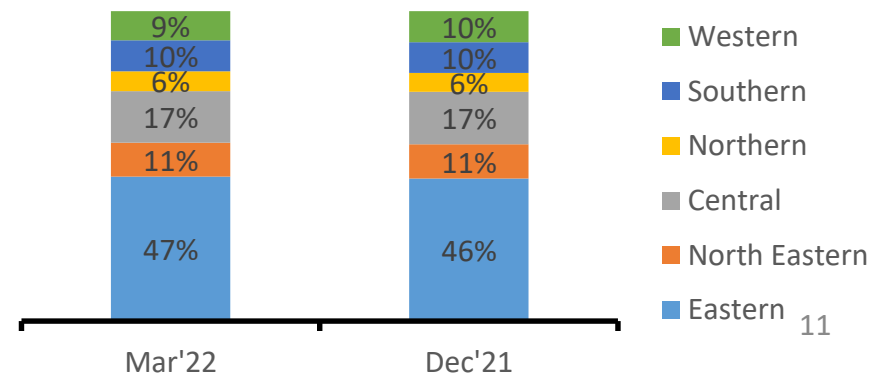
Focus on serving the rural & underbanked population

Banking Outlets as on 31st Mar 2022*



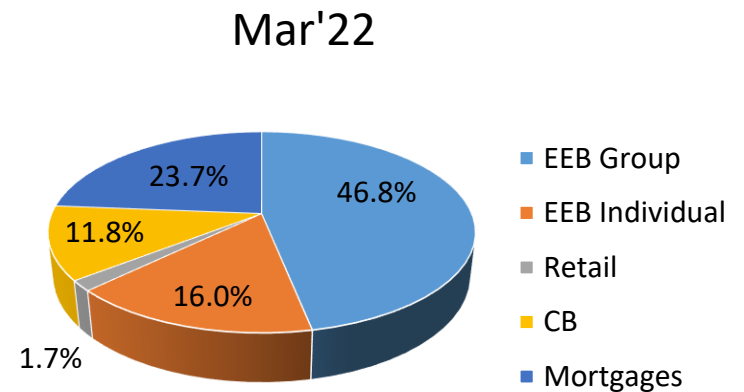
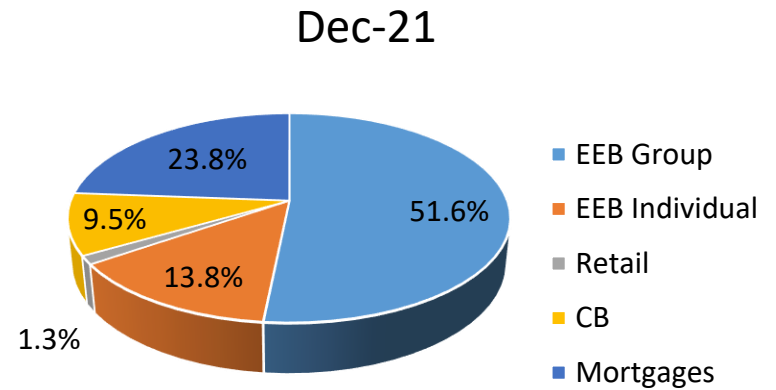
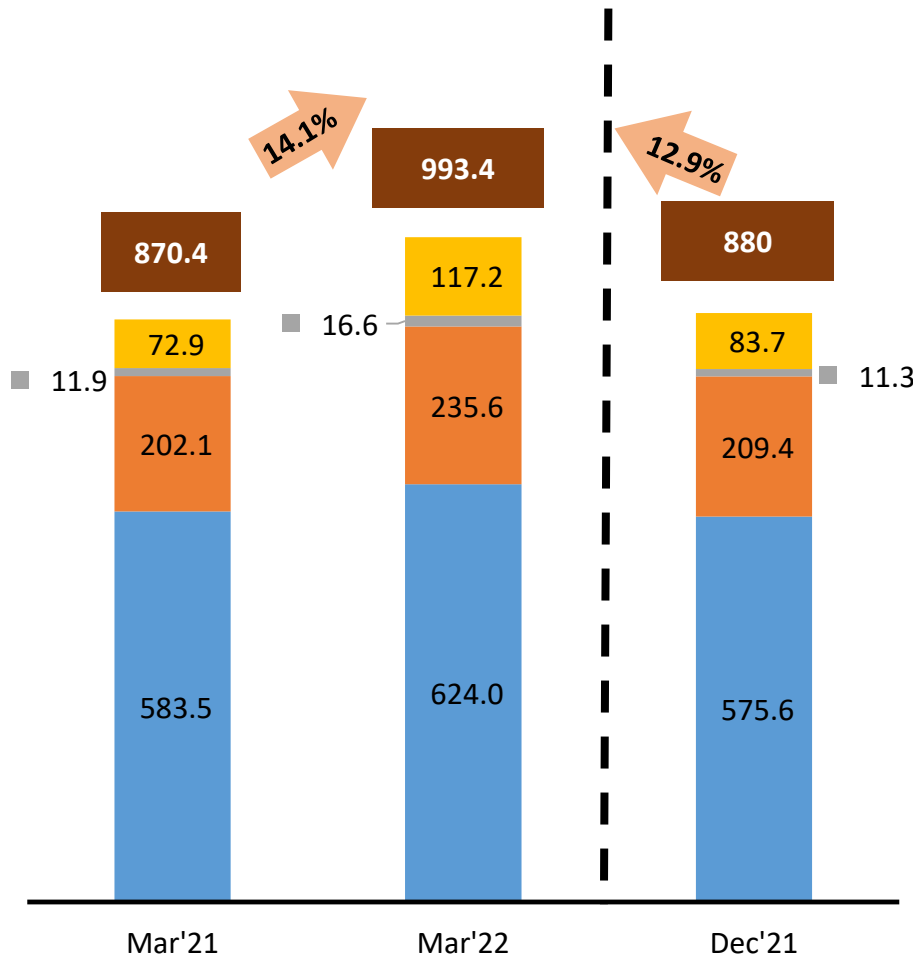
*Basis original classification at the time of opening

Diversifying presence with non-east increasing over 50% now



Asset Book Mix

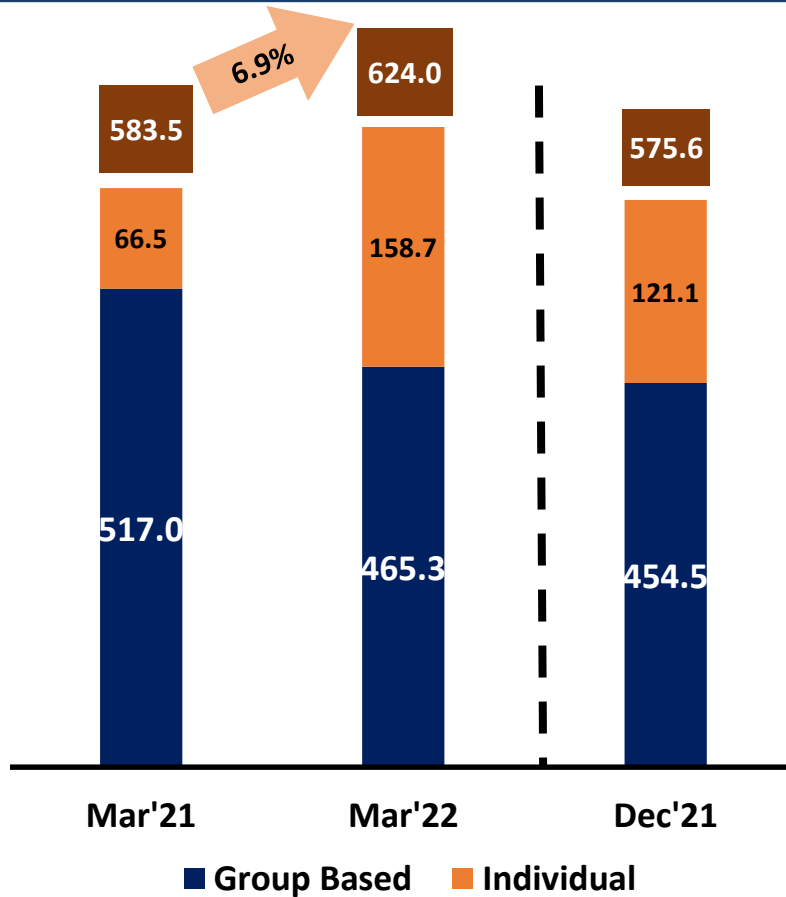
Total Advances (₹ in Billion)



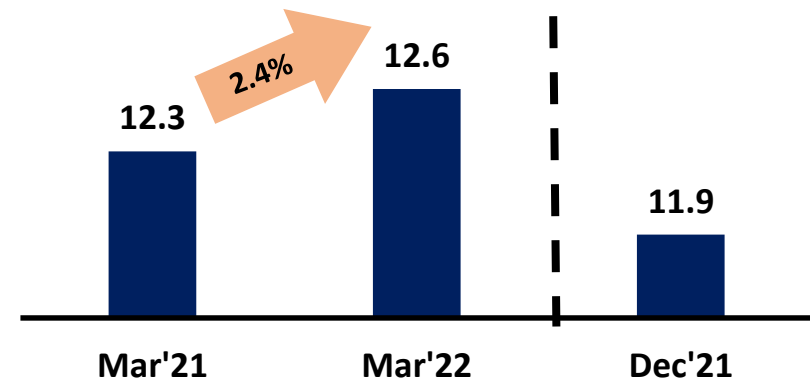
Share of EEB Individual loans increased to 16% of total Loan Book

Emerging Entrepreneurs Business

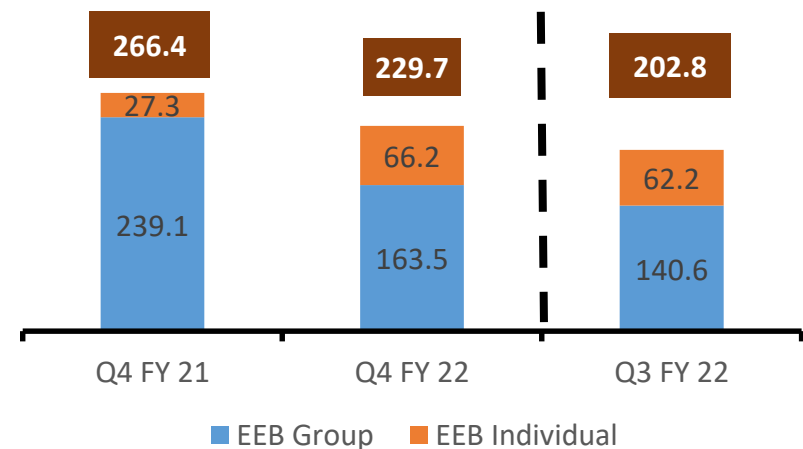
Emerging Entrepreneurs Asset Growth
(₹ in Billion)



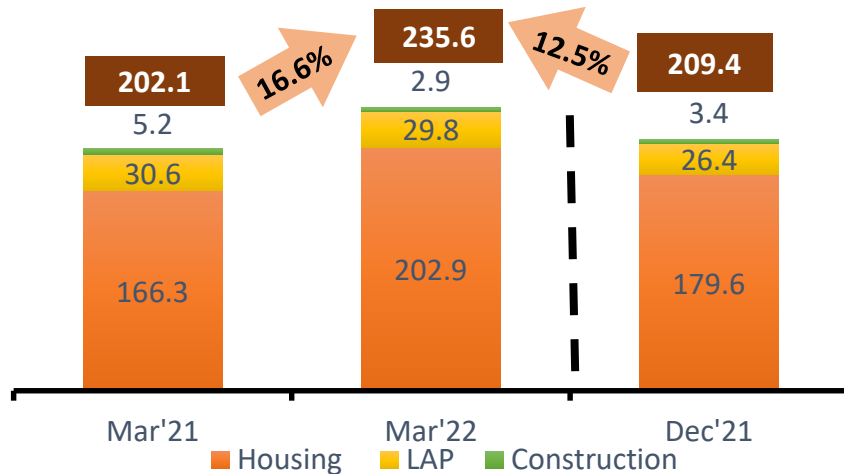
Number of Active Borrowers (Mn)



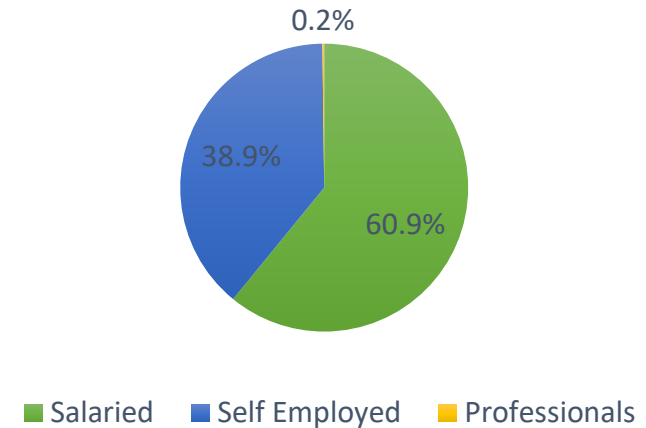
EEB Loan Disbursement (₹ in Billion)



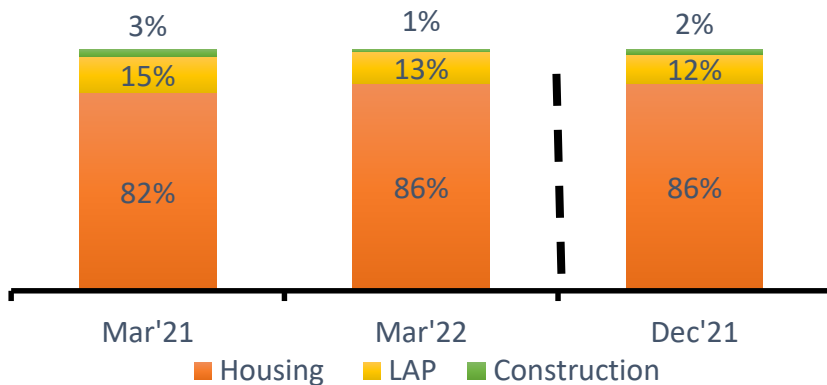
Housing Asset Bifurcation (₹ in Billion)



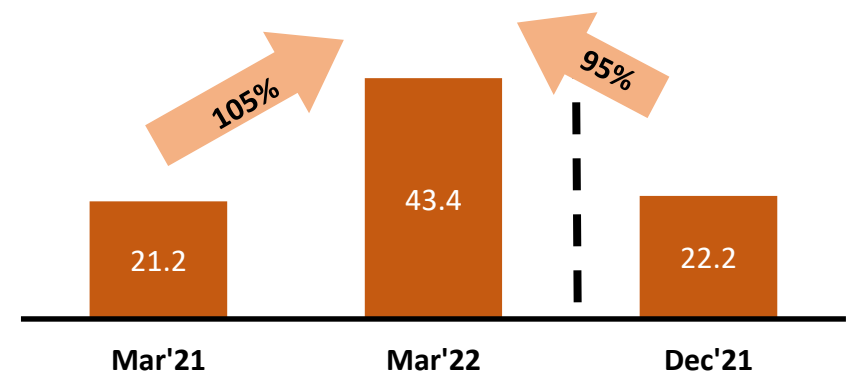
Borrowers Bifurcation – Mar'22



Housing Asset Segment wise (in %)



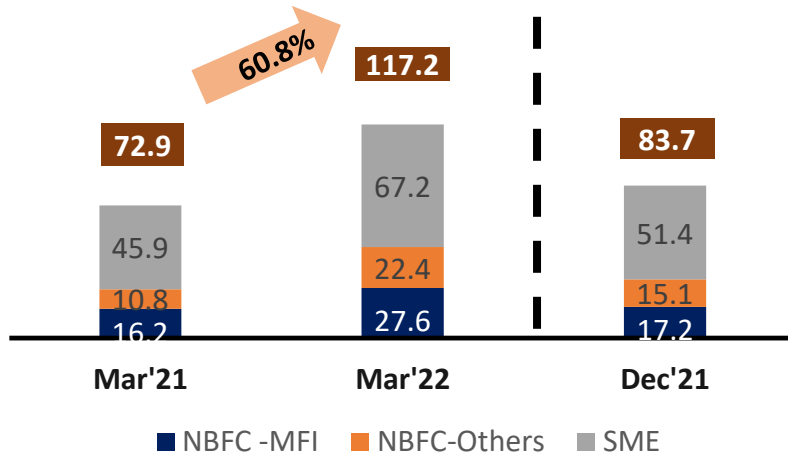
Housing Asset Disbursements (₹ in Billion)



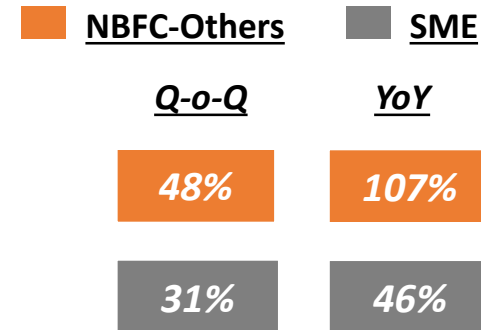
*Includes ₹7 Bn., ₹ 8.7 Bn. and ₹ 19.1 Bn. asset purchased under IBPC in Mar'21, Dec'21 and Mar'22 respectively

Commercial Banking (CB) & Retail Assets

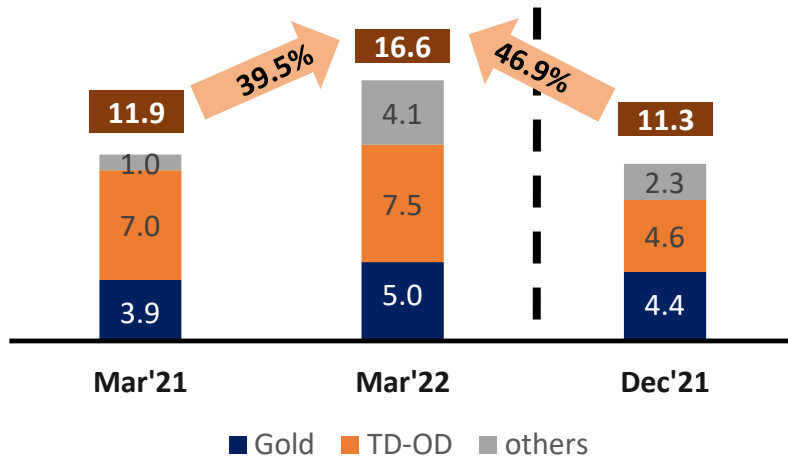
Product wise CB Assets (₹ in Billion)



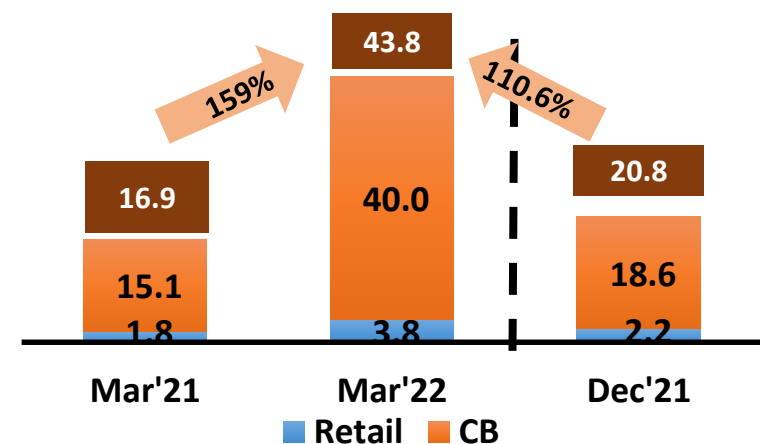
SME & NBFC Others Growth



Product wise Retail Assets (₹ in Billion)



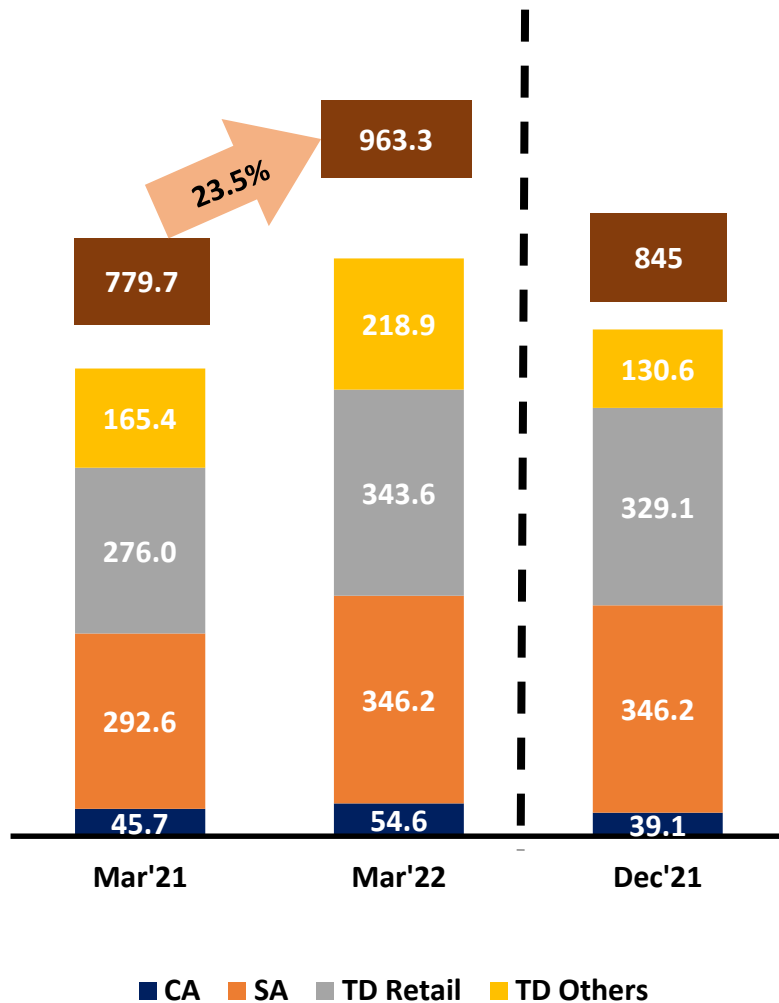
CB & Retail Disbursements# – (₹ in Billion)



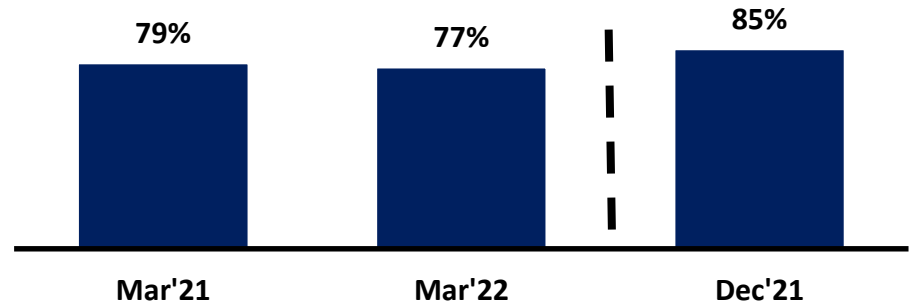
Term Loan disbursements Only

Liabilities Profile

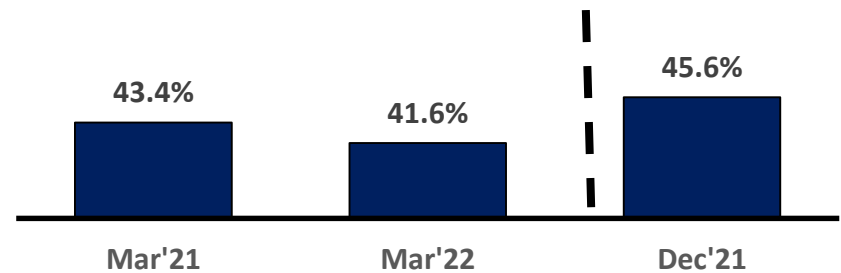
Deposits Growth (₹ in Billion)



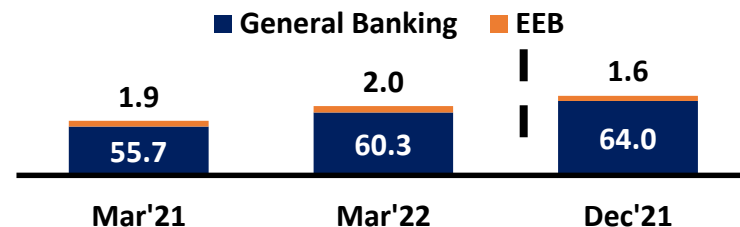
Retail to Total Deposits (%)



CASA (%)



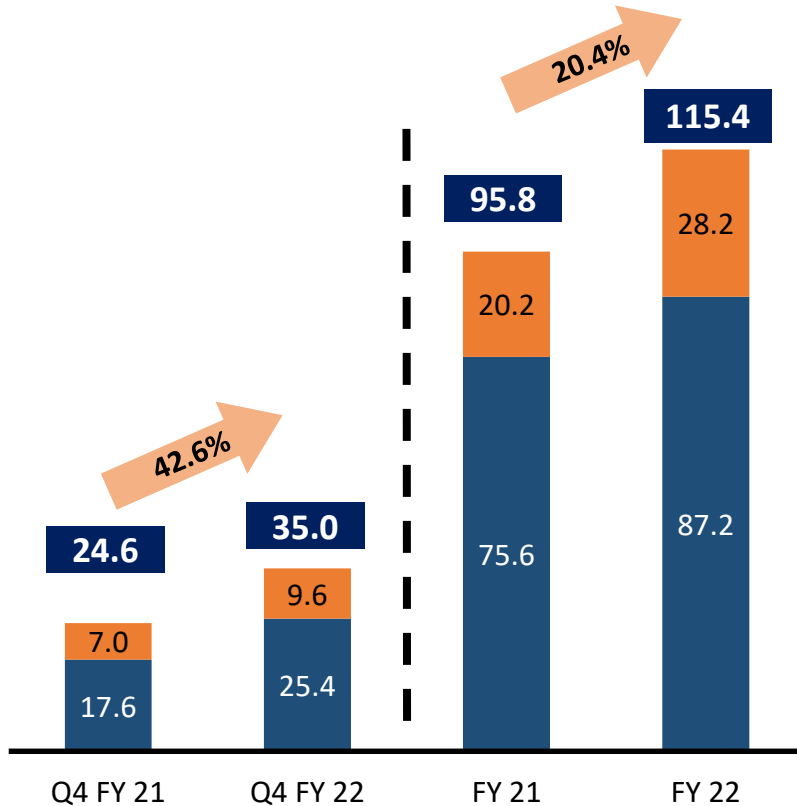
Average SA Balance Per Customer (₹ in 000')



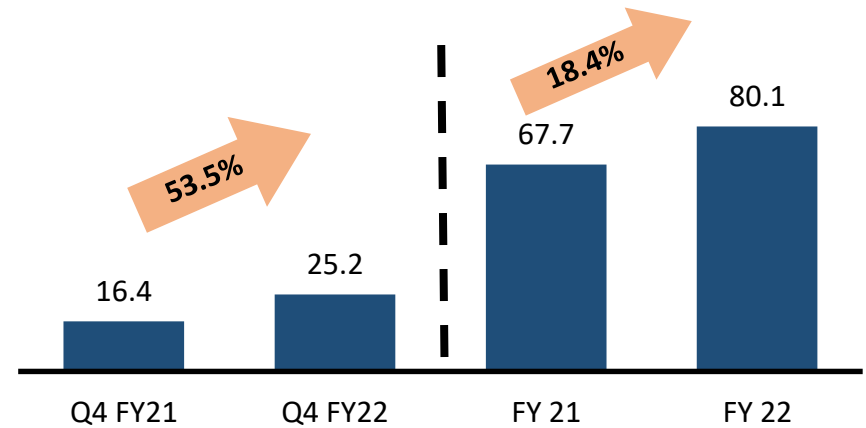
Financial Performance

Total income (₹ in Billion)

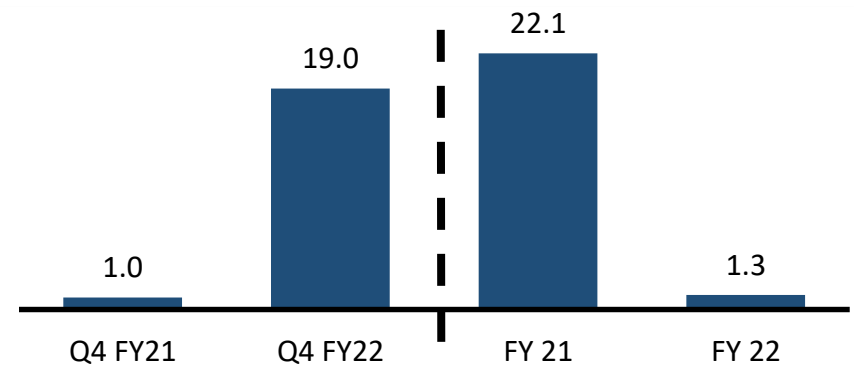
Net interest Income Other Income Total Income



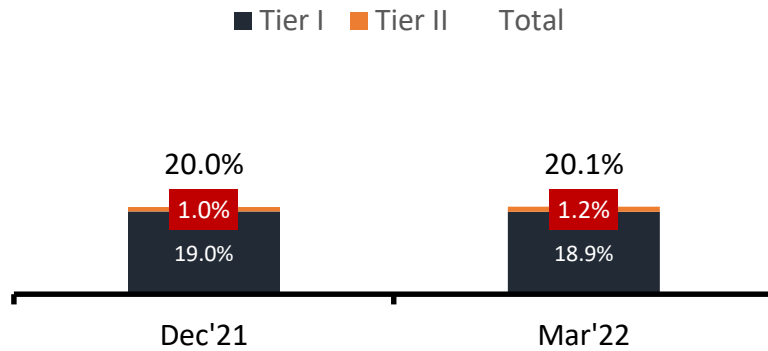
Operating Profit (₹ in Billion)



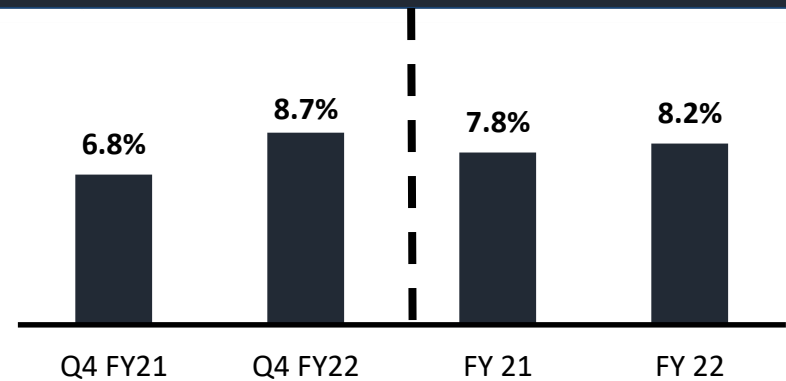
PAT (₹ in Billion)



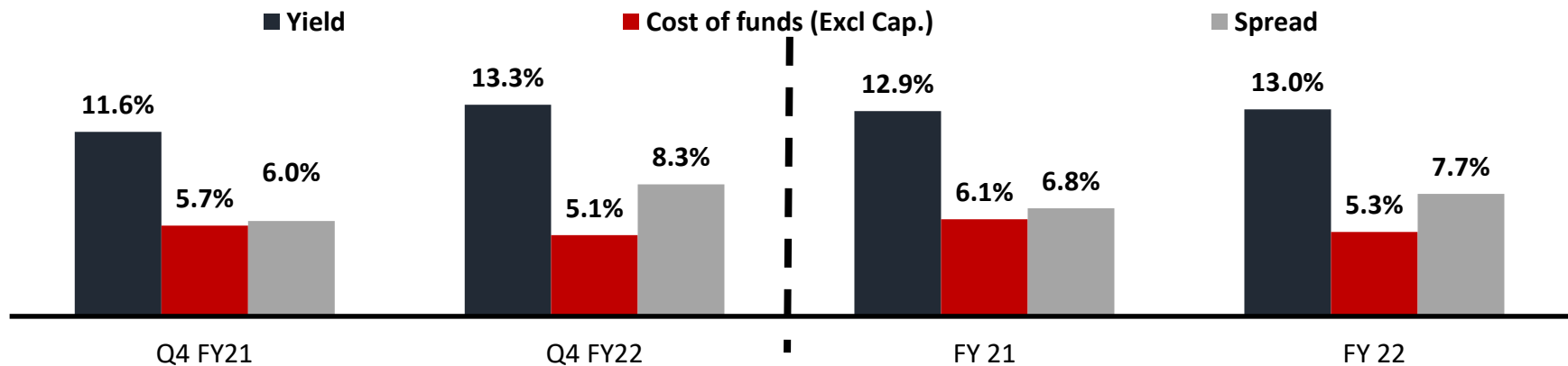
Capital Adequacy Ratio (CRAR)



NIM (Annualized)

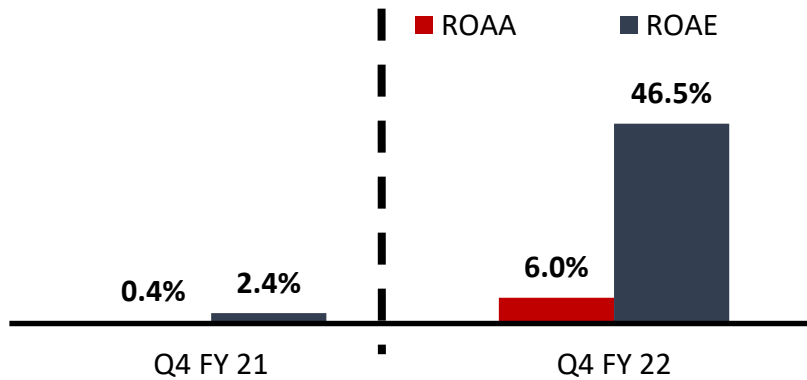


Spread (Annualized)

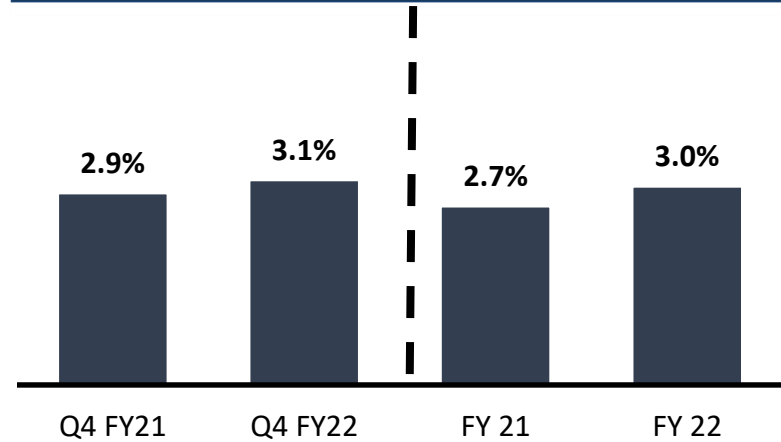


Financial Performance

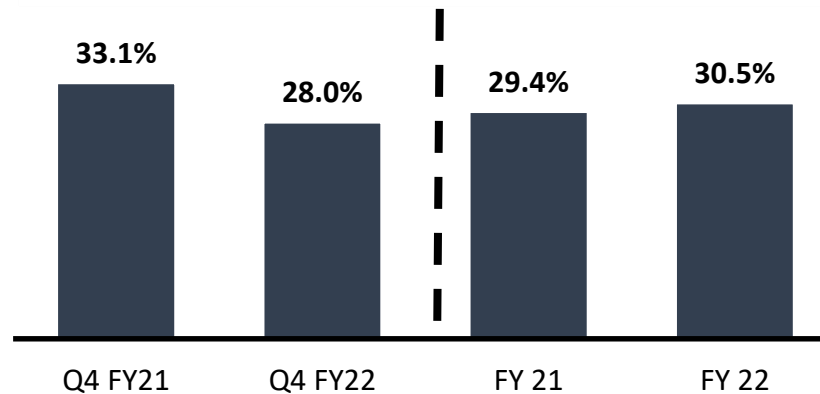
ROAA & ROAE



Operating expenses to Average Assets (Annualized)

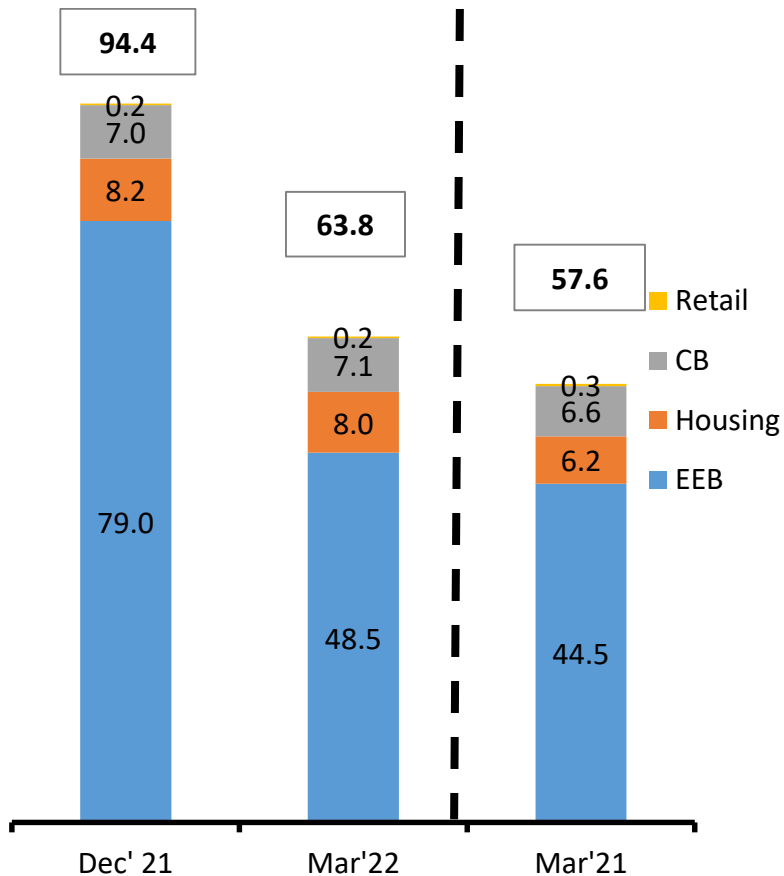


Cost to Income Ratio

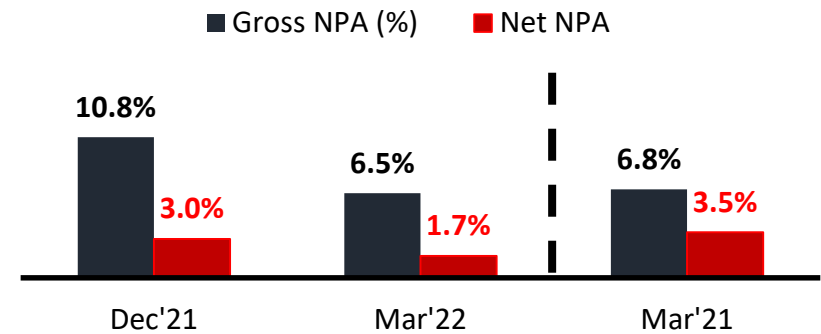


Financial Performance

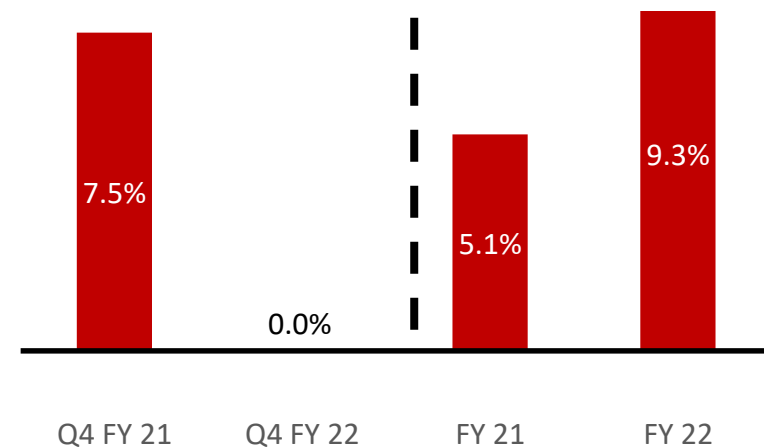
Segmental GNPA movement - (₹ in Billion)



Gross NPA and Net NPA



Credit Cost



Includes accelerated write off and provisioning

Profit & Loss Statement (IN ₹ Bn)

Particulars	Q4 FY 22	Q3 FY 22	QoQ%	Q4 FY 21	YoY%	FY 22	FY 21	YoY%
Interest Income	38.72	34.09	13.58%	30.01	29.04%	138.71	125.24	10.76%
Interest expenses	13.32	12.84	3.74%	12.44	7.10%	51.57	49.61	3.95%
Net Int. Income (NII)	25.4	21.25	19.53%	17.57	44.56%	87.14	75.63	15.22%
Non Interest Income	9.64	7.12	35.39%	7	37.63%	28.23	20.22	39.61%
Total Income	35.04	28.37	23.51%	24.57	42.59%	115.37	95.85	20.36%
Operating Expenses	9.83	8.87	10.82%	8.15	20.67%	35.23	28.17	25.08%
Operating Profit	25.21	19.5	29.28%	16.43	53.45%	80.13	67.68	18.40%
Provision (Std. + NPA)	0.05	8.06	-99.38%	15.08	-99.67%	78.85	38.2	106.41%
Profit before tax	25.16	11.44	119.93%	1.35	1,761.31%	1.29	29.48	-95.64%
Tax	6.14	2.85	115.44%	0.32	-	0.03	7.43	-
Profit after tax	19.02	8.59	121.42%	1.03	1,746.60%	1.26	22.05	-94.30%

Balance Sheet (IN ₹Billion)

Particulars	As at	As at	% Change
	31st Mar 2022	31 st Mar 2021	
Capital & Liabilities			
Capital	16.11	16.11	0.00%
Reserves & Surplus	157.70	157.98	-0.18%
Shareholder Funds	173.81	174.09	-0.16%
Deposits	963.31	779.72	23.55%
Borrowings	199.21	169.60	17.46%
Other liabilities and provisions	52.34	26.75	95.66%
Total	1,388.67	1,150.16	20.74%
Assets			
Cash and balances with Reserve Bank of India	49.43	33.35	48.22%
Balance with Banks and Money at call and short notice	43.79	28.93	51.37%
Investments	290.79	251.55	15.60%
Advances	939.75	816.13	15.15%
Fixed Assets	5.88	4.87	20.74%
Other Assets	59.03	15.33	285.06%
Total	1,388.67	1,150.16	20.74%

Rating of Bank's Financial Securities			
Instrument	Rating	Rating Agency	Amount (₹ in Billion)
Non-Convertible Debenture #	[ICRA]AA (Negative)	ICRA	20.53**
	CRISIL AA/Negative	CRISIL	
Term Loans From Bank	[ICRA]AA (Negative)	ICRA	0.80
Certificate of Deposit	CRISIL A1+	CRISIL	60.00*
	[ICRA] A1+	ICRA	
Fixed Deposit Program #	FAAA/Negative	CRISIL	16.00

*Rating of ICRA is for ₹ 30 bn only

**Rating of ICRA is for ₹ 1.96 bn only

#erstwhile GRUH Finance Limited transferred to Bandhan Bank Ltd.

Our Board & Management



Bandhan
Bank

Experienced and professional team...



Chandra Shekhar Ghosh
MD & CEO

- Founder of BFSL, has 27 years of experience in the field of microfinance and development
- Awarded 'Entrepreneur of the Year' by Forbes and ET in 2014



Arvind Singla
Head-Operations & Technology

- 26+ years experience in banking Industry and IT Sector .
- Previously worked as Director and Head, Consumer Operations for Citi Bank.



Sunil Samdani
Chief Financial Officer

- 23+ years of experience in financial industry
- Previously served as Head of Business Analytics and Strategy at Development Credit Bank and as CFO at Karvy



Sanjeev Naryani
Head , Business

- 33+ years of experience in banking Industry
- Previously worked as Chief General Manager and Head of Real Estate and Housing Business Unit at SBI



Indranil Banerjee
Company Secretary

- 20+ years experience in financial industry
- Previously served as Company Secretary at Energy Development Company



Santanu Banerjee
Head, HR

- 27+ years of experience in the field of banking and finance
- Previously worked as Head of HR Business Relationship at Axis bank



Siddhartha Sanyal
Chief Economist and Head Research

- 21+ years of experience in the field of Macro Economic
- Previously served as Director and Chief India Economist at Barclays Bank PLC.



Biswajit Das
Chief Risk Officer

- 28 years of experience in banking industry
- Previously served as Head-RBS and regulatory reporting at ICICI Bank



Ronti Kar
Chief Information Officer

- 27+ years of experience in IT Sector.
- Previously served as Project Manager at Cognizant Technology Solution



Kamal Batra
Head - Assets

- 25+ years of experience in banking industry
- Previously served as Executive Vice President and Head, Business Banking and Secured Assets at IndusInd Bank



Satyajit Ghosh
Incharge-Emerging Entrepreneurs Business

- 26+ years of experience in the field of microfinance industry.
- Previously served as Area Manager at V.W.S India.



Sudheer Reddy Govula
Chief Compliance Officer

- 26+ years experience in banking industry.
- Previously served as Senior Vice President – Compliance at HDFC Bank Ltd.



Arvind Kanagasabai
Head, Treasury

- 30+ years of experience at a PSU Bank
- Previously served as CFO at SBI DFHI Limited, Mumbai



Suresh Srinivasan Iyer
Head-Housing Finance

- 23+ years experience in financial industry.
- Previously served as critical role in creating and managing the affordable housing portfolio at GRUH Finance Limited.

Board of Directors



Dr. Anup Kumar Sinha

Non-executive Chairman

- Economist with Ph.D from University of Southern California
- Served as Professor of Economics at IIM Calcutta for 25 years



Chandra Shekhar Ghosh

MD & CEO

- Has more than 30 years of experience in microfinance & development terrain
- Awarded 'Outstanding Leadership Award' by Dhaka University



Dr. A S Ramasastry

Independent Director

- Previously, Director of Institute for Development & Research of Banking Technology (IDRBT);
- Prior to IDRBT, he was the CGM-in-charge of Department of IT at RBI



Dr. Holger Dirk Michaelis

Nominee Director

- Significant experience in private equity and as strategic advisor to financial services companies
- Currently, he is working with GIC



N V P Tendulkar

Independent Director

- Significant experience in finance, accounts and management
- Former Whole time Director – Finance, Hewlett Packard (India)



Divya Krishnan

Additional Non-Executive Non-Independent Director (Nominee of NOFHC)

- Finance and investment banking professional
- Former Chief Investment Officer and Head of Investment at SBI Mutual Fund



Santanu Mukherjee

Independent Director

- Significant experience in Banking at various capacities in SBI Group
- Former MD of State Bank of Hyderabad



Snehomoy Bhattacharya

Independent Director

- Significant experience in public and private banking sector
- Previously worked as Executive Director – Corporate Affairs, Axis Bank



Subrata Dutta Gupta

Independent Director

- Significant experience in Asset-based Financing including mortgage finance in Asia
- Recently retired as the Principal Financial Officer of IFC



Suhail Chander

Independent Director

- He is a veteran banker
- Retired as the Head of Corporate and Institutional Banking at IndusInd Bank



T. S. Raji Gain

Independent Director

- Significant experience in the field of agricultural and rural development, Previously, she has worked with BIRD
- Ex-CCM & State in Charge – MP, NABARD



Vijay N Bhatt

Independent Director

- Significant experience in accounting, audit and assurance
- Former Sr. Independent Director of BSR & Co., Chartered Accountants

Awards and accolades



Businessworld Magna Awards 2019

At Magna Awards 2019 organised by Businessworld, Bandhan Bank won two awards.

1. **Best Bank**
2. **Fastest Growing Bank**

Mr. Ghosh also won the 'Banker of the Year' award.



Banker of the Year by Business Standard

Mr. Chandra Shekhar Ghosh, Managing Director and Chief Executive Officer was declared as the Business Standard 'Banker of the Year' for 2018-19 on November 14, 2019.



The Economic Times ET Bengal Corporate Awards

Bandhan recognised as the 'Fastest Growing Company', and also received the award for 'Excellence in Business Performance' in the category of companies with turnover of Rs.3,000 crore.



Emerging Company of the Year by Economic Times

Bandhan Bank recognized as the Emerging Company of the Year by Economic Times Awards for Corporate Excellence, 2019.

Awards and accolades

Dun & Bradstreet Corporate Awards 2021

Dun & Bradstreet honoured the torchbearers among Indian corporates at its annual 'Corporate Awards 2021' held on July 16, 2021.

The awards were virtually presented across 30+ categories.

Bandhan Bank was recognised in the category of **Best Growth Performance Bank -2021**.



Awards and accolades

Forbes Worlds Best Banks 2022

Bandhan Bank featured in Forbes World Best Bank's list for the year 2022. Market research was conducted by leading firm 'Statista'.



e4m Pride of India Brands 2022

Bandhan Bank received Pride of India Brands awards organized by Exchange for Media, the awards were recognised and celebrated for setting new standards of innovation and excellence in their products, processes and marketing practices.



Thank You

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**Bandhan
Bank**