

# Investor Presentation – Q1 FY 2019-20

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**Bandhan**  
Bank

July 2019

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# Key Highlights & Strengths



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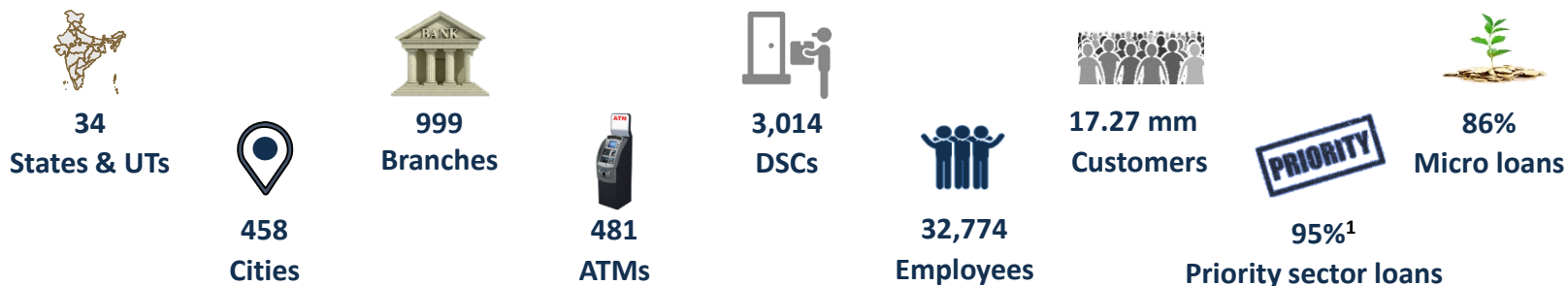
# Key Highlights

## Bandhan Bank - Overview

- Loan portfolio (on book + off book) for Q1FY 19-20 grew 39.36% Y-o-Y
- Deposits grew by 42.34% Y-o-Y in Q1 FY 19-20
- Net NPA at 0.56%
- Retail Deposit to Total Deposit at 76.09%
- Added 7.08 lakh Customer during the quarter with total customer base reaching to 17.27 million (Micro Banking- 13.58 million and Non Micro- 3.69 million)
- Income from PSLC of ₹3.70 Billion to be recognised over 4 quarters, hence booked ₹0.93 Billion in Q1 FY19-20

## Snapshot of operations (30<sup>th</sup> June 2019)

Total Deposits	₹ 437.01 bn
Total loans and advances	₹ 454.20 bn <sup>1</sup>
Net interest margin (NIM)	10.45%*
CASA ratio (%)	36.06%
ROAA (%)	4.89%*
ROAE (%)	24.43%*



\* Annualised

<sup>1</sup> On book + Off Book;

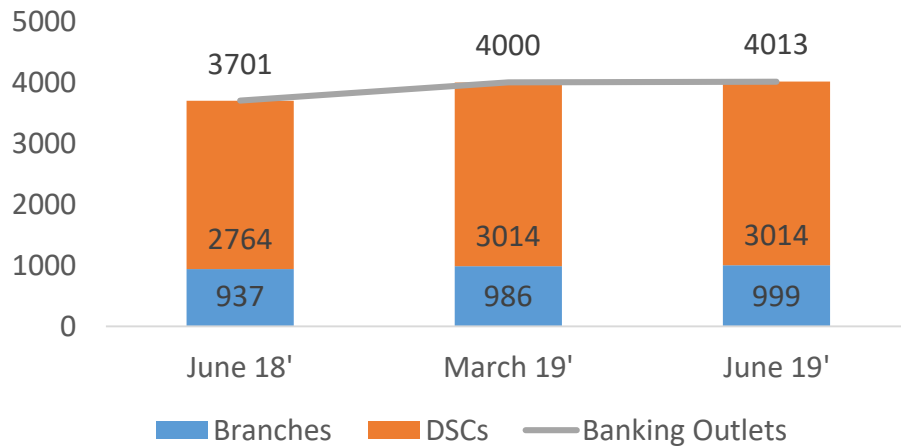
# Geographical Distribution



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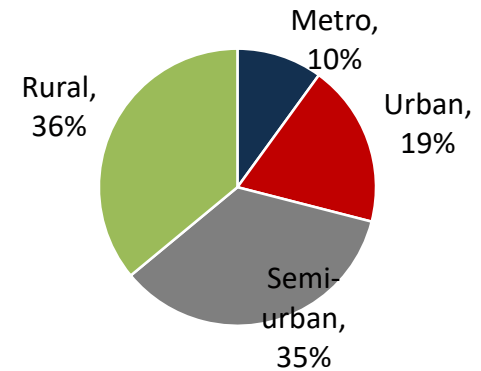
# Geographical Distribution

## Banking Outlets



## Focus on serving the rural & underbanked population

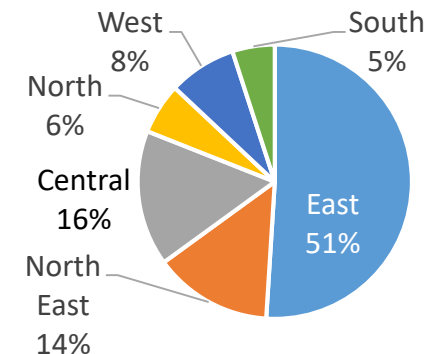
Banking Outlets as on 30<sup>th</sup> June 2019\*



## Multi channel distribution network with a mix of branches and digital



## Significant presence in under-penetrated East and North East India



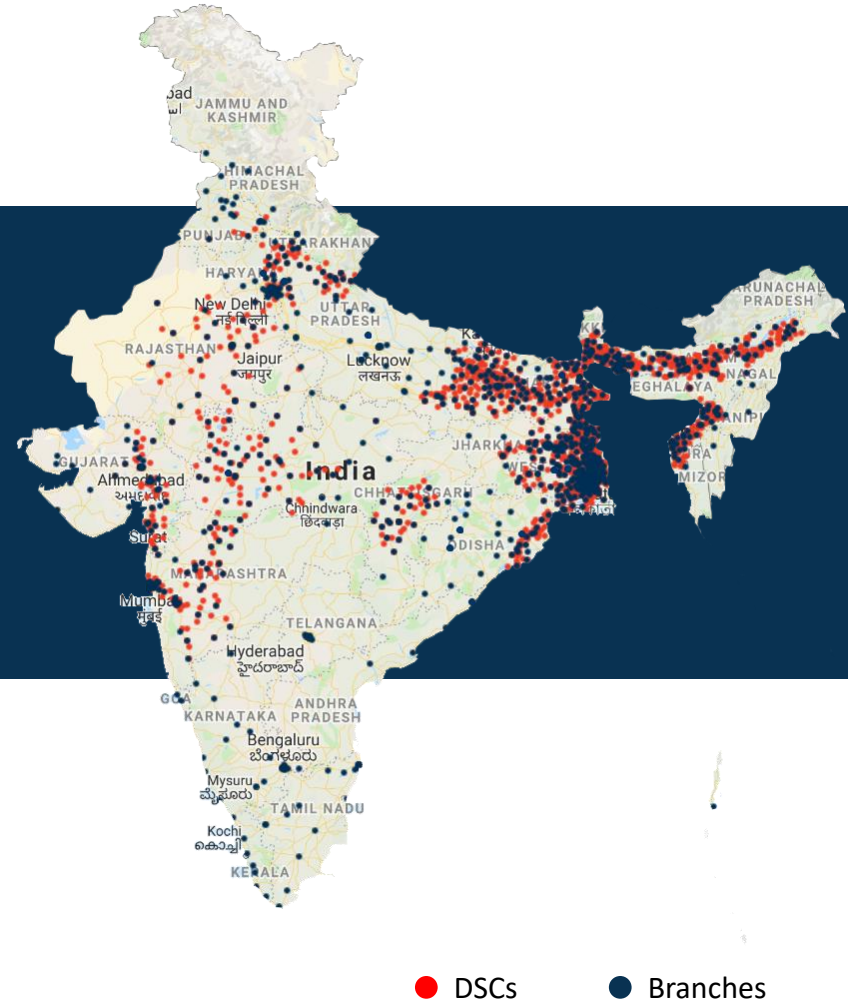
\*Basis original classification at the time of opening

# Geographical Distribution



Present in 34 of the 36 States and Union Territories of India.

Lakshadweep & Daman and Diu are the only ones that do not have a Bandhan Bank presence.



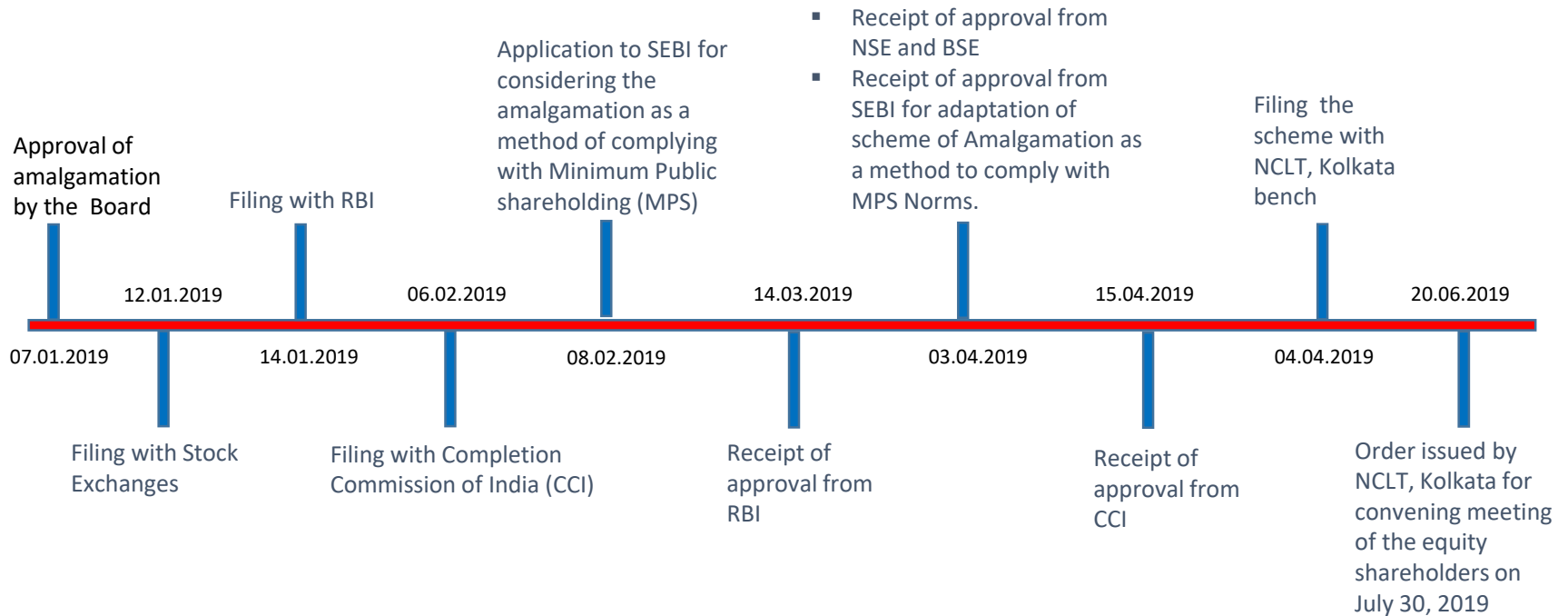
# Amalgamation Update



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# Update on Amalgamation of Gruh Finance into and with the Bank



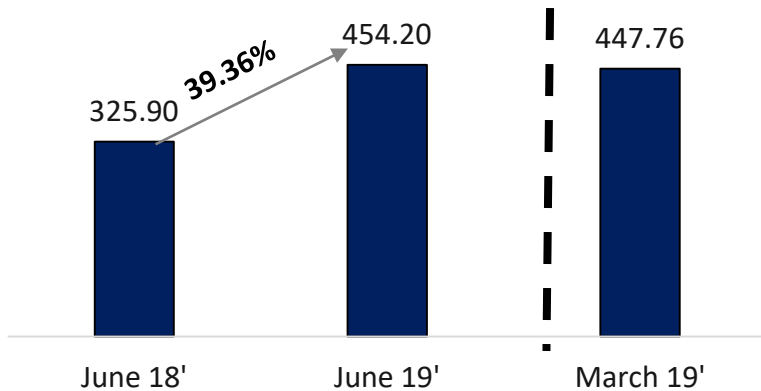
# Business Overview



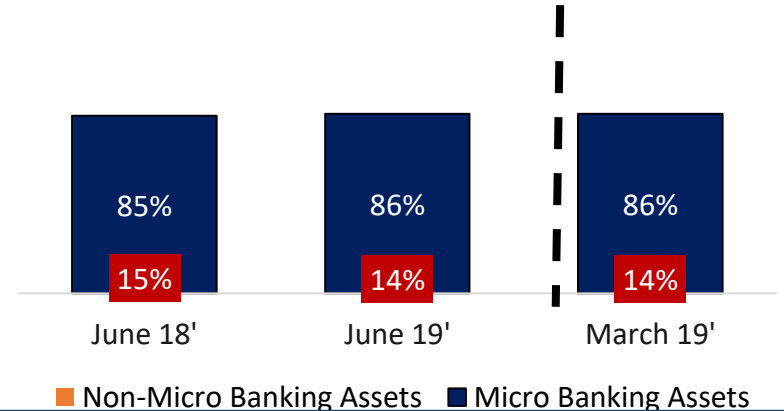
# Asset Overview



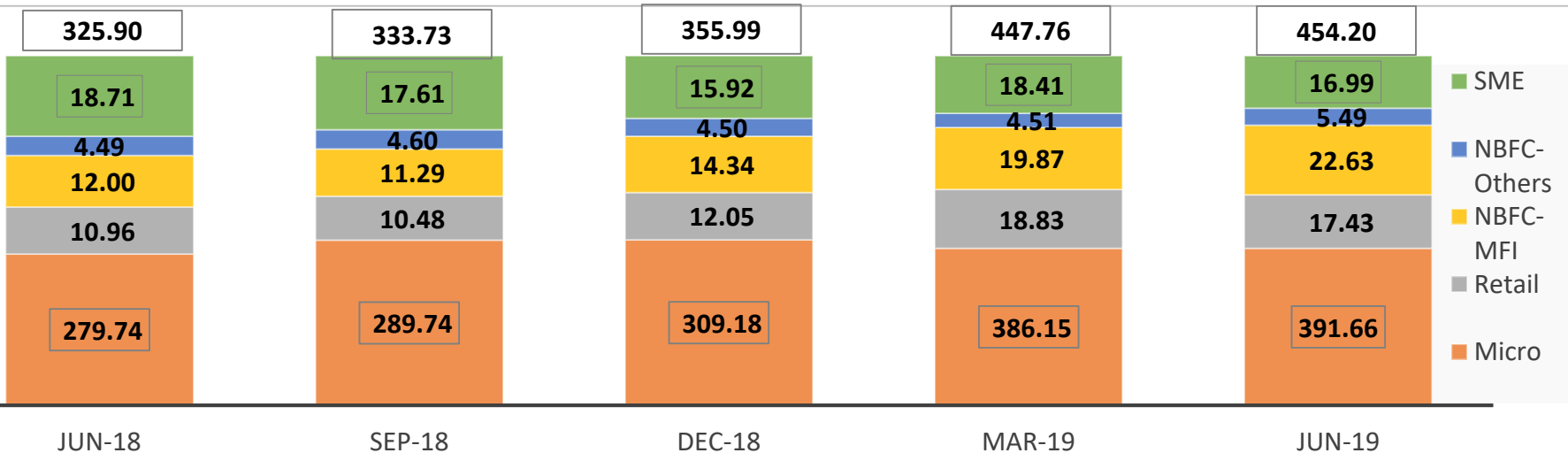
## Advances Growth (₹ in Billion)



## Composition of Advances (in %)



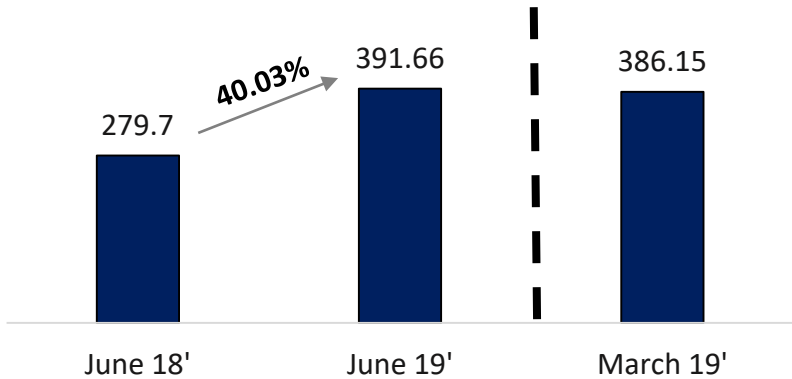
## Total Advances (₹ in Billion)



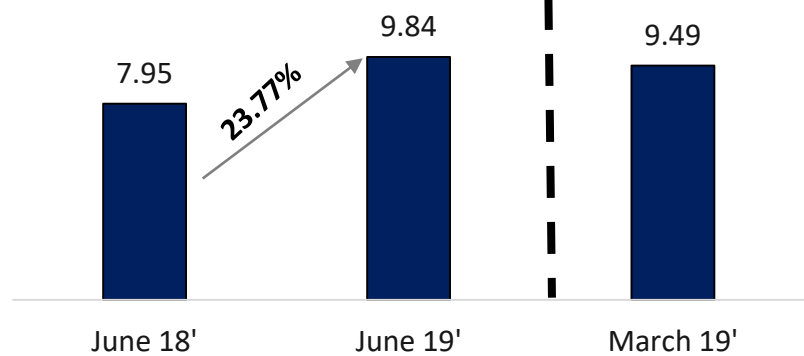
# Micro Banking Assets



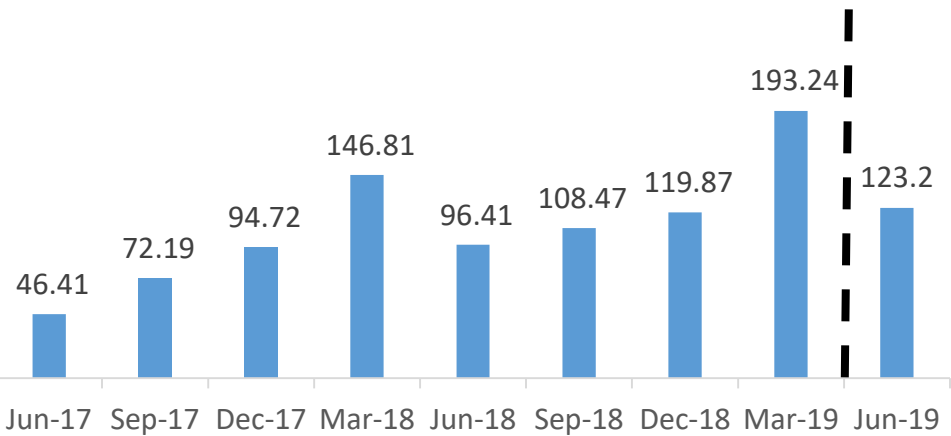
Micro Banking Asset Growth (₹ in Billion)



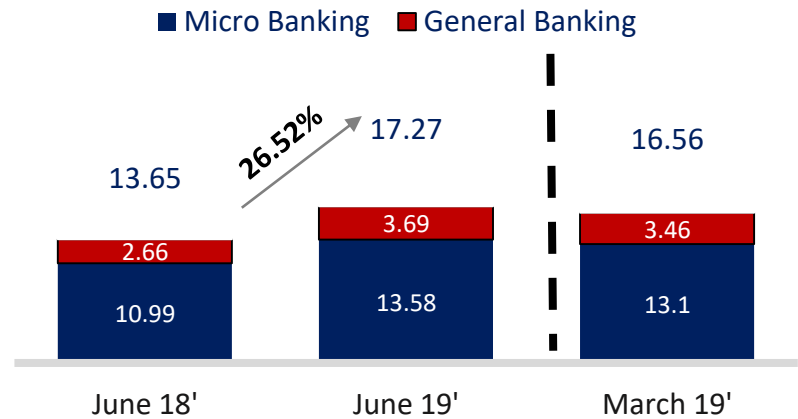
Number of Active Micro Borrowers (Mn)



Micro Loan Disbursement (₹ in Billion)

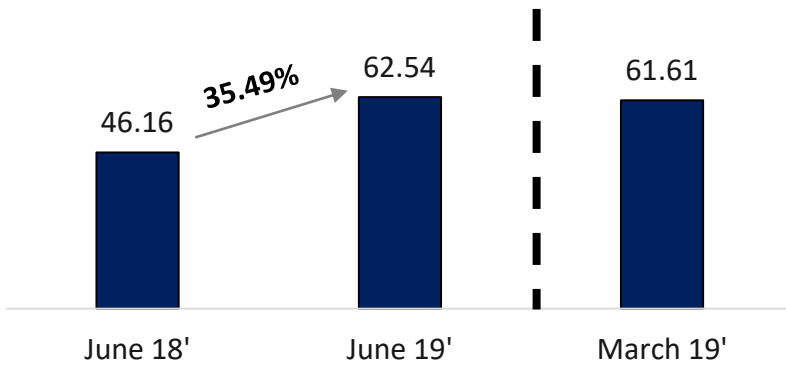


Number of Customers (in Million)

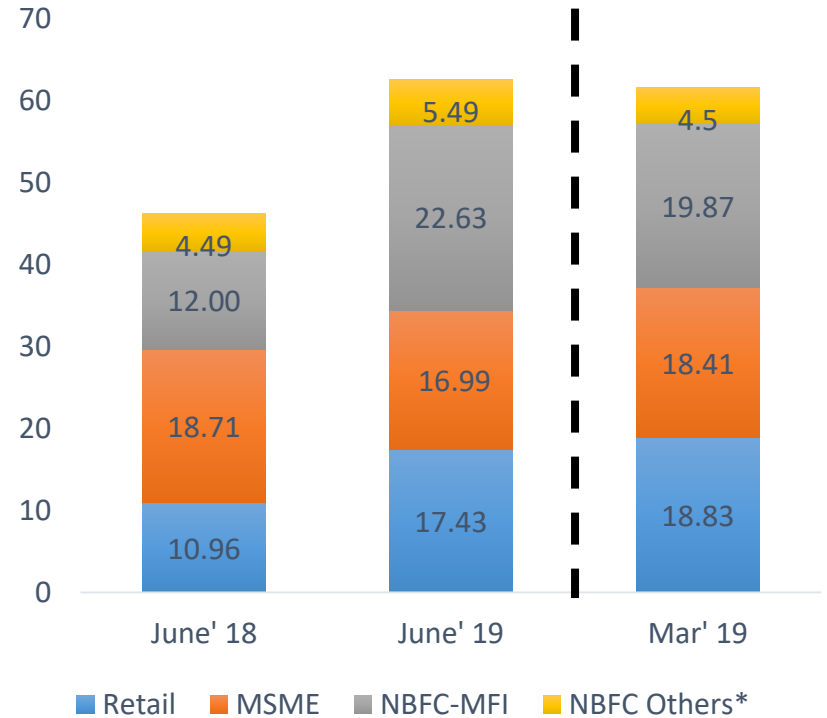


# Non Micro Assets

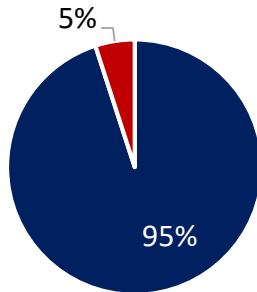
## Non Micro Banking Asset growth (₹ in Billion)



## Product wise Advances – Non Micro (₹ in Billion)



## Higher PSL Portfolio



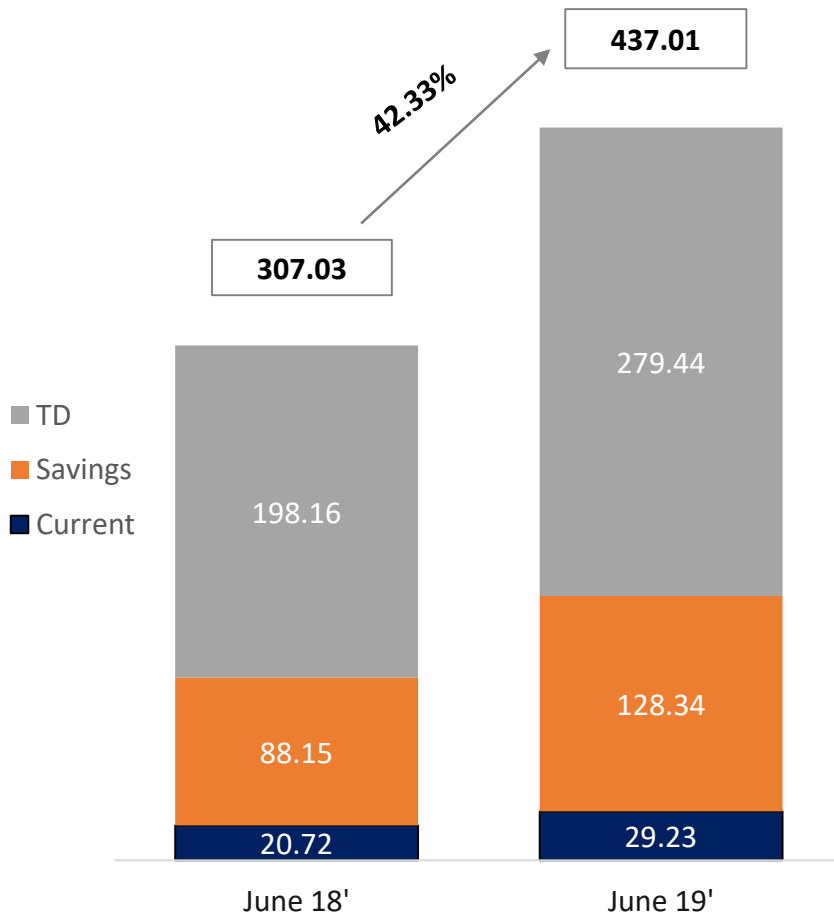
## Priority sector advances (as a % of advances) – Q1 FY2020

- PSL Assets
- Non PSL Assets

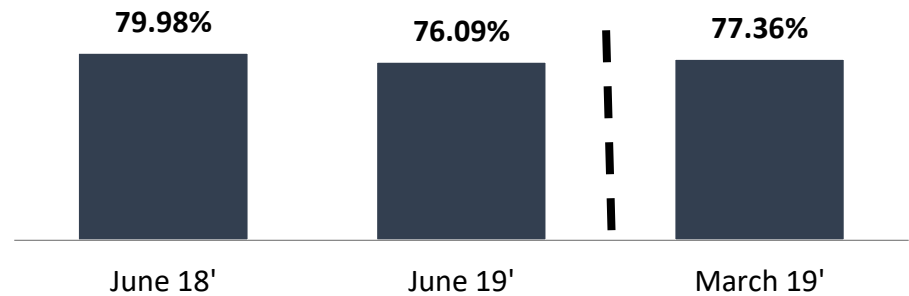
\*Includes ILF&S exposure of Rs 3.85 billion

# Liabilities Profile

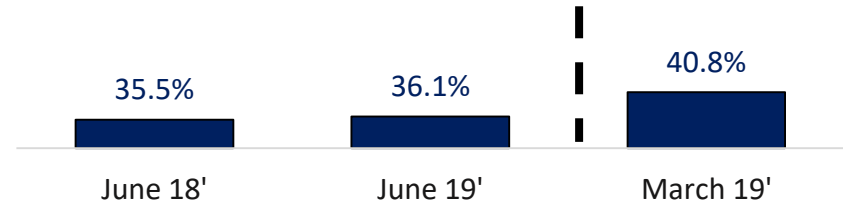
## Deposits Growth (₹ in Billion)



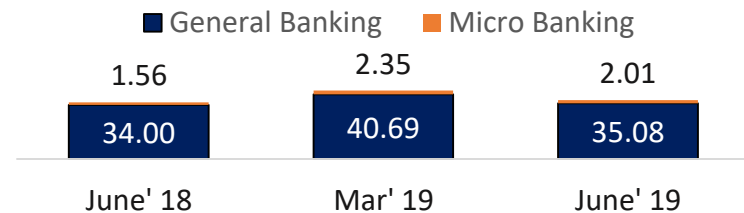
## Retail to total Deposits (%)



## CASA (%)



## Average SA Balance (₹ in 000')



# Credit Rating

Rating of Bank's Financial Securities			
Instrument	Rating	Rating Agency	Amount (₹ in Billion)
Unsecured Subordinated Non - Convertible Debenture	CARE AA-; (Double A Minus) Outlook: Credit watch with developing implications)	CARE Ratings	1.60
	[ICRA]AA (Double A; Outlook: placed on rating watch with developing implications)	ICRA	
Term Loans From Bank	[ICRA]AA (Double A; Outlook: placed on rating watch with developing implications)	ICRA	0.80
Certificate of Deposit	[ICRA] A1+	ICRA	30.00

# Financial Overview

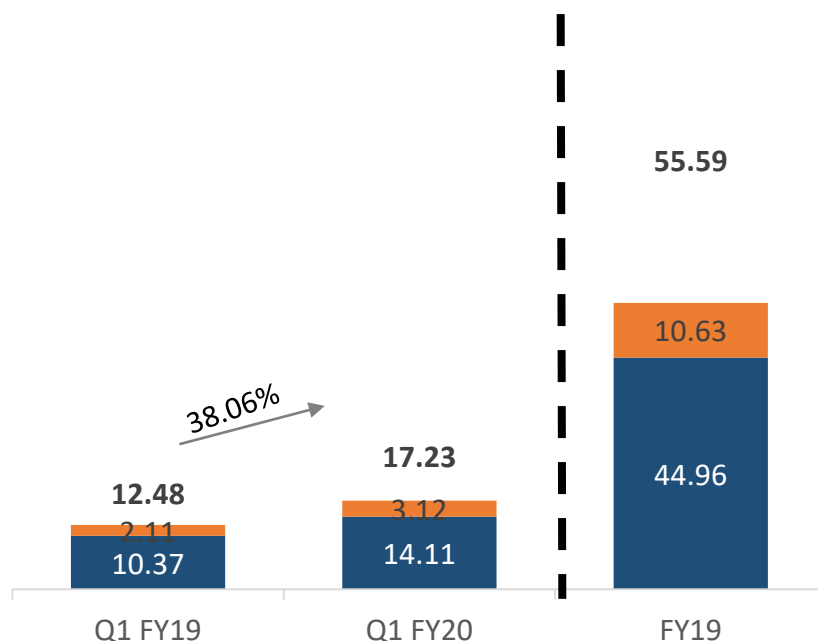




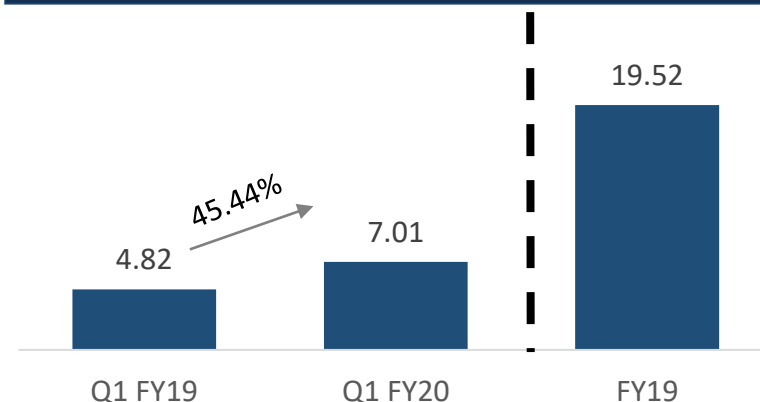
# Financial Performance

## Total income (₹ in Billion)

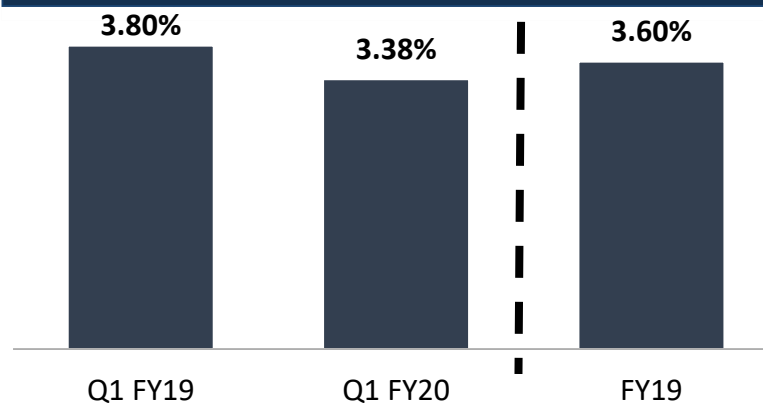
■ Net Interest Income ■ Other Income Total Income



## PAT (₹ in Billion)



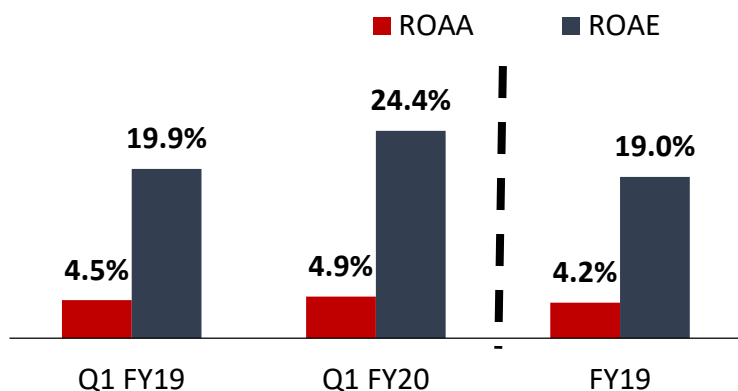
## Operating expenses to Average Assets (%)



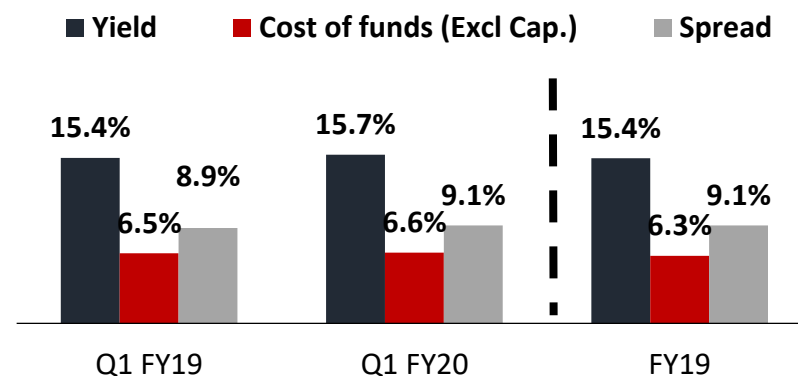
# Financial Performance



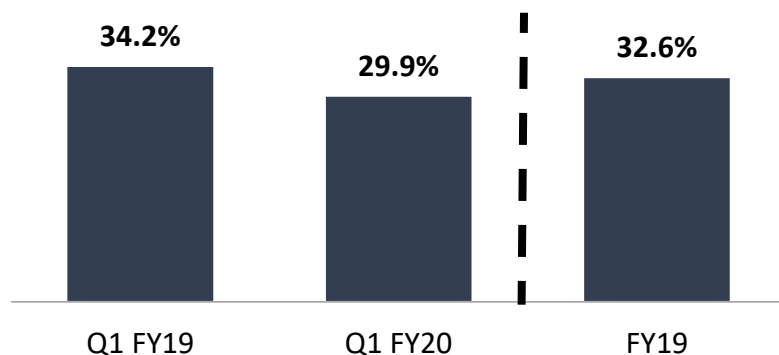
## ROAA & ROAE\*



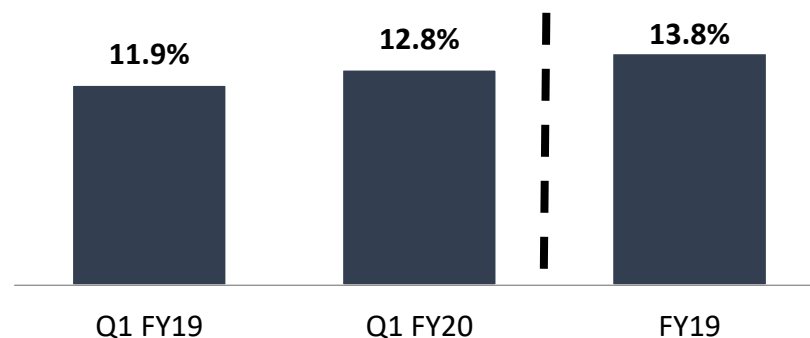
## Spread %



## Cost to Income Ratio



## Fee Income to Total Income Ratio

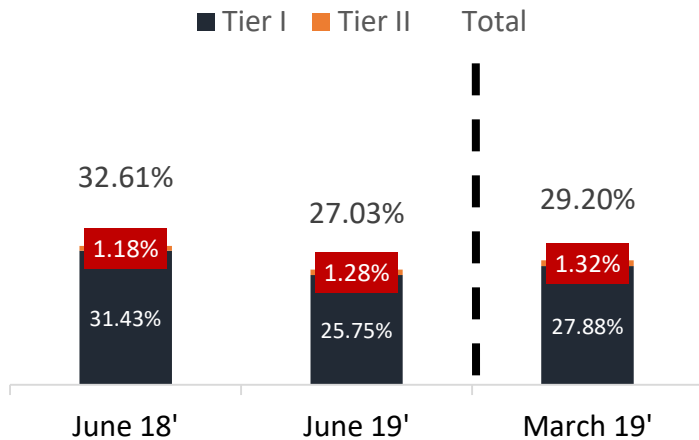


\* Annualised; Monthly Average

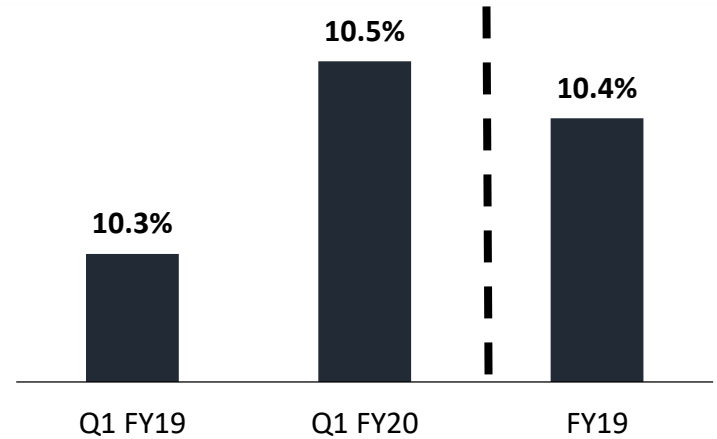
# Financial Performance



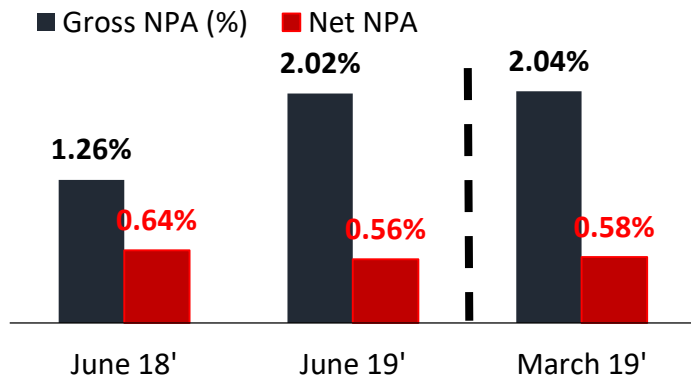
## Capital Adequacy Ratio



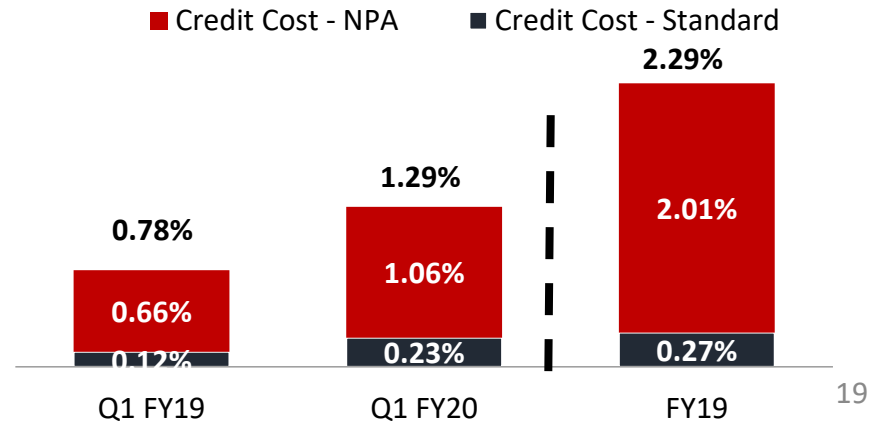
## NIM



## Gross NPA and Net NPA



## Credit Cost



# Profit & Loss Statement (IN ₹ Billion)



Particulars	Q1 FY20	Q1 FY19	YoY%	Q4 FY19	QOQ%	Mar-19
Interest Income	21.21	15.56	36.31%	18.33	15.71%	66.44
Interest expenses	7.1	5.19	36.80%	5.75	23.48%	21.48
<b>Net Int. Income (NII)</b>	<b>14.11</b>	<b>10.37</b>	<b>36.07%</b>	<b>12.58</b>	<b>12.16%</b>	<b>44.96</b>
Non Interest Income	3.12	2.11	47.87%	3.88	-19.59%	10.63
<b>Total Income</b>	<b>17.23</b>	<b>12.48</b>	<b>38.06%</b>	<b>16.46</b>	<b>4.68%</b>	<b>55.59</b>
Operating Expenses	5.15	4.27	20.61%	4.92	4.67%	18.11
<b>Operating Profit</b>	<b>12.08</b>	<b>8.21</b>	<b>47.14%</b>	<b>11.54</b>	<b>4.68%</b>	<b>37.48</b>
Provision (Std. + NPA)	1.34	0.82	63.41%	1.55	-13.55%	7.73
MTM Loss on Investments	-0.09	-0.02	350.00%	-0.01	800.00%	-0.38
<b>Profit before tax</b>	<b>10.83</b>	<b>7.41</b>	<b>46.15%</b>	<b>10</b>	<b>8.30%</b>	<b>30.13</b>
Tax	3.82	2.59	47.49%	3.49	9.46%	10.61
<b>Profit after tax</b>	<b>7.01</b>	<b>4.82</b>	<b>45.44%</b>	<b>6.51</b>	<b>7.68%</b>	<b>19.52</b>

# Balance Sheet (IN ₹Billion)



Particulars	As at 30 <sup>th</sup> June 2019	As at 31 <sup>st</sup> March 2019	QoQ%
<b>Capital &amp; Liabilities</b>			
Capital	11.93	11.93	0.00%
Reserves & Surplus	102.79	100.09	2.70%
<b>Shareholder Funds</b>	<b>114.72</b>	<b>112.02</b>	<b>2.4103%</b>
Deposits	437.01	432.32	1.08%
Borrowings	4.58	5.21	-12.09%
Other liabilities and provisions	30.37	14.87	104.24%
<b>Total</b>	<b>586.68</b>	<b>564.42</b>	<b>3.94%</b>
<b>Assets</b>			
Cash and balances with Reserve Bank of India	33.52	38.79	-13.59%
Balance with Banks and Money at call and short notice	21.13	19.24	9.82%
Investments	107.37	100.37	6.97%
Advances	414.86	396.43	4.65%
Fixed Assets	3.40	3.31	2.72%
Other Assets	6.40	6.28	1.91%
<b>Total</b>	<b>586.68</b>	<b>564.42</b>	<b>3.94%</b>

# Our Board & Management



**Bandhan**  
Bank

# Experienced and professional team...



## Management 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



**Mahendra Mohan Gupta**  
**Head, Legal**

- 34+ years experience in the legal, finance and banking industry
- Previously worked as DGM- Legal at ICICI Bank



**Deepankar Bose**  
**Head, Corporate Centre**

- 36+ years experience in banking industry
- Previously served as Chief General Manager and Head Of Wealth Management business, at SBI



**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



**Sunil Samdani**  
**Chief Financial Officer**

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



**Vijay kumar Ramakrishna**  
**Chief Information Officer**

- 22+ years of experience in the field of technology
- Previously worked as Group Manager of Intuit India and as Chief Technology Officer of Yes Bank



**Biswajit Das**  
**Chief Risk Officer**

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



**Subhro Kumar Gupta**  
**Chief Audit Executive**

- 35+ years experience in Banking Industry.
- Previously served as Head Audit at ICICI Bank

# Experienced and professional team...



## Management Team



**Arvind Kanagasabai**  
**Head, Treasury**

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



**Nand Kumar Singh**  
**Head, Banking Operations and Customer Services**

- 27+ years experience in banking industry
- Previously served as Retail Banking Head, Patna Circle, at Axis Bank



**Sourav Kar**  
**Head – Fraud Risk Management**

- 27+ years of experience in banking industry
- Previously served as Regional Business Manager - Liability Sales at ING Vysya Bank



**Nicky Sharma**  
**Chief Strategy Officer**

- 10+ years of experience in the field of technology & Finance
- Previously served as Associate Director at PWC, Gurgaon



**Indranil Banerjee**  
**Company Secretary**

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



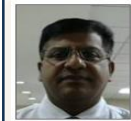
**Saurabh Jain**  
**Head – Wholesale Banking**

- 17+ years of experience in banking industry
- Previously served as Vice President & Head – Business Banking Products, Private & Commercial Clients at Deutsche Bank AG



**Dhruva Jyoti Chaudhuri**  
**Head - Corporate Services**

- 28+ years experience in Administration, Infrastructure & Facilities field.
- Previously served as Infrastructure Head at ICICI Bank Ltd.



**Srinivasan Balachander**  
**Chief Compliance Officer**

- 20+ years experience in banking industry.
- Previously served as Chief Compliance Officer at Axis Bank Ltd.



# ... backed by a strong independent Board

## Board of Directors



**Chandra Shekhar Ghosh**  
*MD & CEO*

- Has significant experience in the field of microfinance
- Awarded 'Outstanding Leadership Award' by Dhaka University



**Bhaskar Sen**  
*Director*

- Retired as Chairman & MD of United Bank of India
- Previously, Executive Director of Dena Bank



**Sisir Kumar Chakrabarti**  
*Director*

- Previously, Deputy Managing Director at Axis Bank
- Also worked with State Bank of Bikaner and Jaipur prior to joining Axis Bank



**Ranodeb Roy**  
*Non-executive Director*

- Founder of RV Capital Management Private Limited, Singapore, he was earlier heading Fixed Income Asia Pacific in Morgan Stanley (Asia) Singapore



**Dr. A S Ramasastry**  
*Director*

- Director, Institute for Development & Research of Banking Technology;
- Chairman of IFTAS; company promoted by IDRBT to provide technology services in Banking & financial sectors



**Dr. Holger Dirk Michaelis**  
*Nominee Director*

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



**Dr. Anup Kumar Sinha**  
*Part-time Chairman*

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



**Chintaman Mahdeo Dixit**  
*Director*

- Significant experience in finance and accountancy sector
- Previously, he has worked at Life Insurance Corporation and Indian Bank



**Snehomoy Bhattacharya**  
*Director*

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



**T. S. Raji Gain**  
*Director*

- Significant experience in the field of agricultural and rural development, Previously, she has worked with NABARD
- Currently, Executive Director BIRD



**Santanu Mukherjee**  
*Director*

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



**Harun Rashid Khan**  
*Director*

- Retired as Deputy Governor of Reserve Bank of India
- Instrumental in formulation of Payments system Vision 2018 of RBI



## Businessworld Magna Awards 2019

Bandhan Bank won two awards in the small size bank category at the glittering ceremony of Magna Awards 2019 organised by Businessworld magazine in Mumbai.

1. Best Bank
2. Fastest Growing Bank

**'Banker of the Year' award was conferred upon Mr. Chandra Shekhar Ghosh.**

# Thank You

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[Investor.relations@bandhanbank.com](mailto:Investor.relations@bandhanbank.com)



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