

IndusInd Bank

July 27, 2021

National Stock Exchange of India Ltd. (Symbol: INDUSINDBK)

BSE Ltd. (Scrip Code: 532187)

India International Exchange (Scrip Code: 1100027)

Madam / Dear Sir,

Sub: Disclosure under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations')


In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation on the Financial Results of the Bank for quarter ended on June 30, 2021.

In compliance with Regulation 46 of Listing Regulations, the information is being hosted on the Bank's website at www.indusind.com

We request you to kindly take the above on record.

Thanking you,

Yours faithfully,
For IndusInd Bank Ltd.

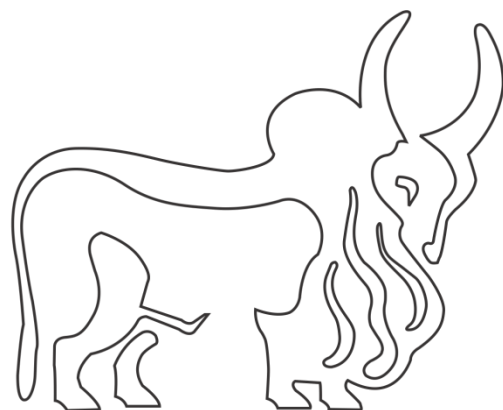

Haresh Gajwani
Company Secretary

Encl:a/a

Cc:
Singapore Stock Exchange
Luxembourg Stock Exchange


IndusInd Bank Limited, Building No. 7, Solitaire Corporate Park, Andheri-Gharkopar Link Road, Chakala, Andheri E, Mumbai - 400 093, India. Tel: (0022) 66412200

Registered Office: 2401 Gen. Thimmayya Road, Pune 411 001, India
Tel.: (020) 2634 3201 Fax: (020) 2634 3241 Visit us at www.indusind.com
CIN: I451010AN10049100271000



IndusInd Bank

**Investor Presentation
Q1-2021-22**

July 27, 2021

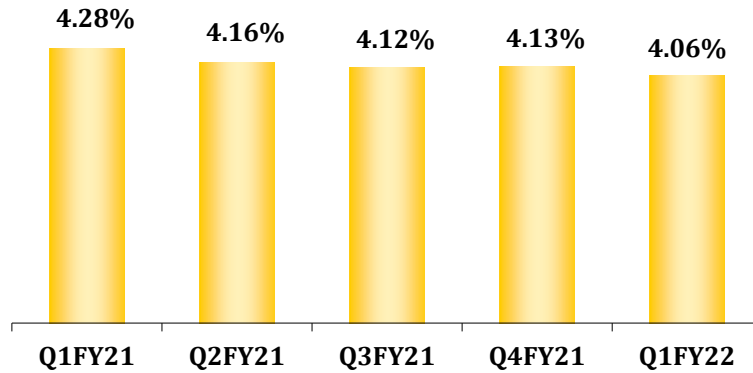
Q1 – FY22 Performance Highlights

- **Stable financial performance despite Covid 2nd wave**
- **PPOP at Rs. 3,185 crs, grew by 9% YoY; PPOP / Assets at 3.67%**
- **NII at Rs. 3,564 crs ; up by 8% YoY. NIM at 4.06% and Fee Income grew 18% YoY**
- **Consol PAT at Rs. 1,016 crs up by 99 % YoY and 10% QoQ**
- **PCR stands at 72% ; Total loan related provisions at 123% of GNPA and 3.60% of loans**
- **Loan book quality stable; GNPA and NNPA for Q1FY22 at 2.88% and 0.84% respectively**
- **CRAR at 17.57% ; well capitalized with adequate liquidity buffers**
- **Cost / Income at 40.48% (39.38% LY) amid continued investment in network & digital augmentation**
- **Liquidity Coverage Ratio (LCR) remains healthy at 146%**
- **Healthy growth in deposit (+26%) with 9,926 crs increase in retail LCR deposits QoQ & CASA (+33%)**
- **Client base at 29 million**

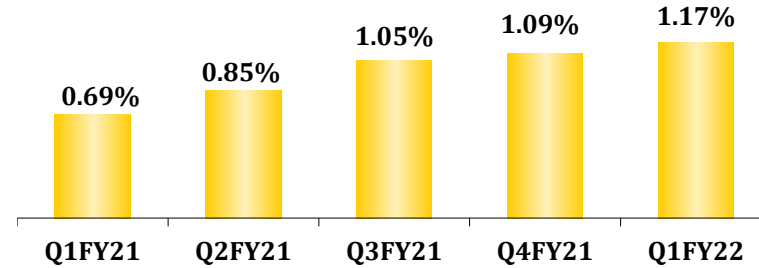


How We Measure Up On Key Metrics

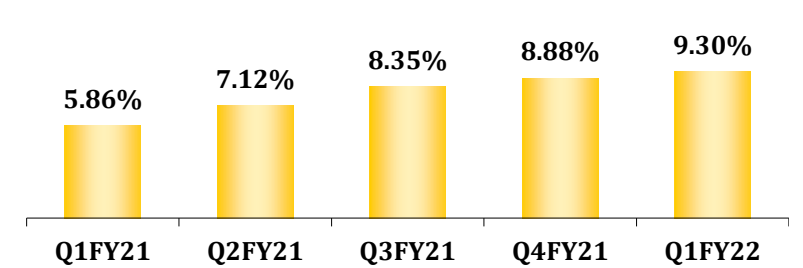
Net Interest Margin (NIM)



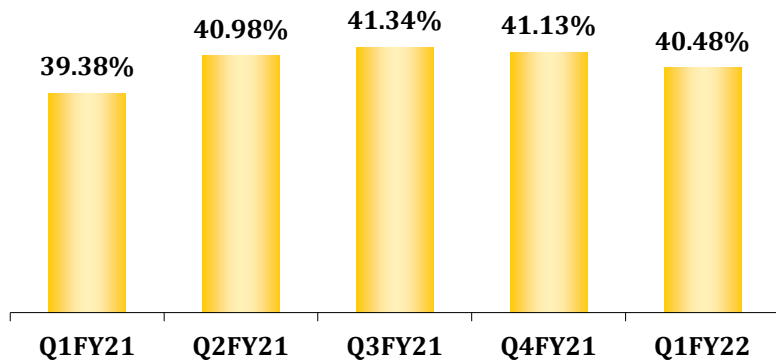
RoA



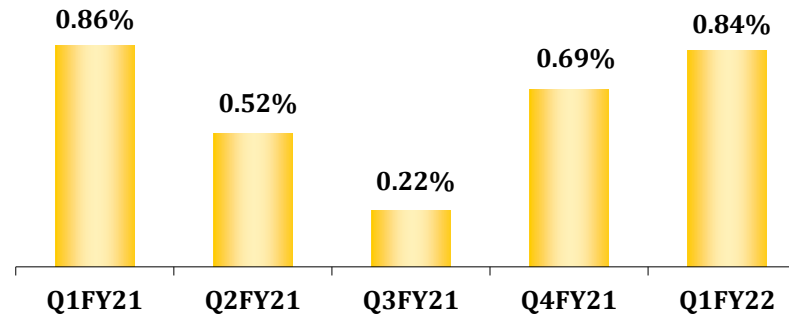
RoE



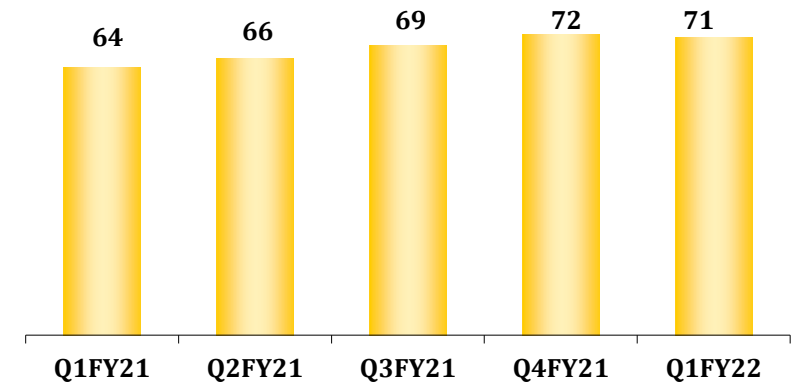
Cost / Income



Net NPA



Revenue / Employee (Rs Lakhs)



Consistent delivery of strong operating performance



Domestic Rating:

- **CRISIL AA +** for Infrastructure Bonds program
- **CRISIL AA** for Additional Tier I Bonds program
- **CRISIL A1+** for certificate of deposit program / short term FD programme
- **IND AA+** for Senior bonds program by India Ratings and Research
- **IND AA** for Additional Tier I Bonds program by India Ratings and Research
- **IND A1+** for Short Term Debt Instruments by India Ratings and Research

International Rating:

- **Ba1** for Senior Unsecured MTN programme by Moody's Investors Service



Consolidated Financial Performance



Steady Headline Numbers for Q1 FY22

		Y-o-Y Growth	Q-o-Q Growth
Net Interest Income	Rs. 3,564 crs	8%	1%
Total Fee Income	Rs. 1,788 crs	18%	-
Revenue	Rs. 5,352 crs	11%	1%
Operating Profit	Rs. 3,185 crs	9%	2%
Net Profit	Rs. 1,016 crs	99%	10%



		Y-o-Y Growth	Q-o-Q Growth
Advances	Rs. 210,727 crs	6%	(1%)
Deposits	Rs. 267,233 crs	26%	4%
CASA	Rs. 112,349 crs	33%	5%
TD	Rs. 154,884 crs	22%	4%
Borrowings	Rs. 49,294 crs	(17%)	(4%)



Balance Sheet

(Rs Crs)

	Q1FY22	Q1FY21	Y-o-Y (%)		Q4FY21	Q-o-Q (%)	
Capital & Liabilities							
Capital	774	694	12%	▲	773	-	▲
Reserves and Surplus	43,774	34,134	28%	▲	42,727	2%	▲
Share Warrant Subscription money	-	674	(100%)	▼	-	-	▲
Deposits	267,233	2,11,265	26%	▲	2,55,870	4%	▲
Borrowings	49,294	59,196	(17%)	▼	51,323	(4%)	▼
Other Liabilities and Provisions	11,921	11,953	-	▲	12,210	(2%)	▼
Total	372,996	3,17,916	17%	▲	3,62,903	3%	▲
Assets							
Cash and Balances with RBI	11,876	7,621	56%	▲	17,957	(34%)	▼
Balances with Banks	58,884	28,497	107%	▲	38,652	52%	▲
Investments	68,699	59,596	15%	▲	69,653	(1%)	▼
Advances	210,727	1,98,069	6%	▲	2,12,596	(1%)	▼
Fixed Assets	1,876	1,855	1%	▲	1,876	-	▼
Other Assets	20,934	22,278	(6%)	▼	22,169	(6%)	▼
Total	372,996	3,17,916	17%	▲	3,62,903	3%	▲
Business (Advances + Deposit)	477,960	4,09,333	17%	▲	4,68,466	2%	▲



Profit and Loss Account – Q1 FY22

(Rs Crs)

	Q1FY22	Q1FY21	Y-o-Y (%)		Q4FY21	Q-o-Q (%)	
Net Interest Income	3,564	3,310	8%	▲	3,535	1%	▲
Other Income	1,788	1,520	18%	▲	1,780	-	▲
Total Income	5,352	4,830	11%	▲	5,315	1%	▲
Operating Expenses	2,167	1,902	14%	▲	2,186	(1%)	▼
Operating Profit	3,185	2,928	9%	▲	3,129	2%	▲
Provisions & Contingencies	1,844	2,259	(18%)	▼	1,866	(1%)	▼
Profit before Tax	1,341	669	101%	▲	1,263	6%	▲
Provision for Tax	325	159	105%	▲	337	(3%)	▼
Profit after Tax	1,016	510	99%	▲	926	10%	▲



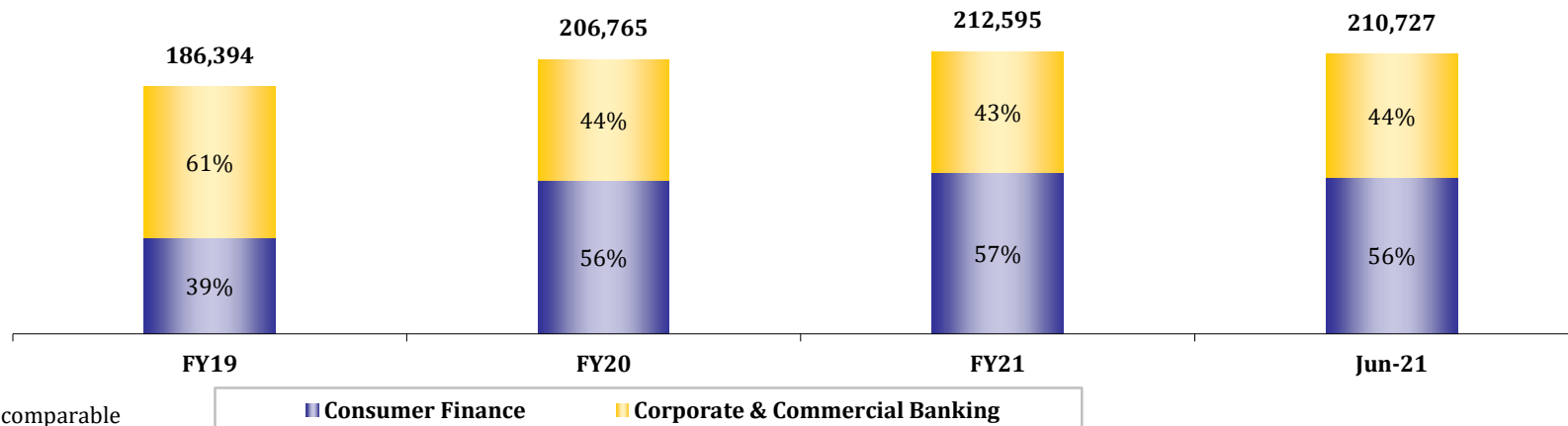
Key Financial Indicators

	Q1FY22	Q1FY21	Q4FY21
Return on Assets	1.17%	0.69%	1.09%
PPOP / Average Assets	3.67%	3.95%	3.68%
Return on Equity	9.30%	5.86%	8.88%
Cost / Income Ratio	40.48%	39.38%	41.13%
Net Interest Margin	4.06%	4.28%	4.13%
Net NPA	0.84%	0.86%	0.69%
EPS (annualized, Rs. per share)	52.56	29.44	48.44
Capital + Reserves (Excl. Revaluation Reserve) (Rs. in crs)	44,236	35,183	43,187



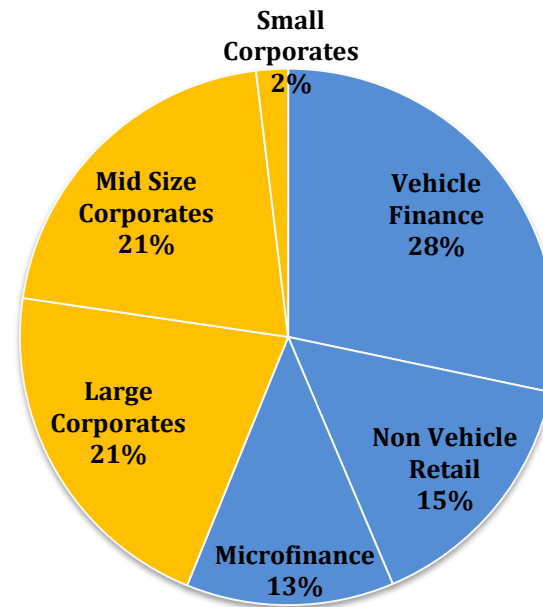
Well Diversified Loan Book

Loan Book (Rs crs)



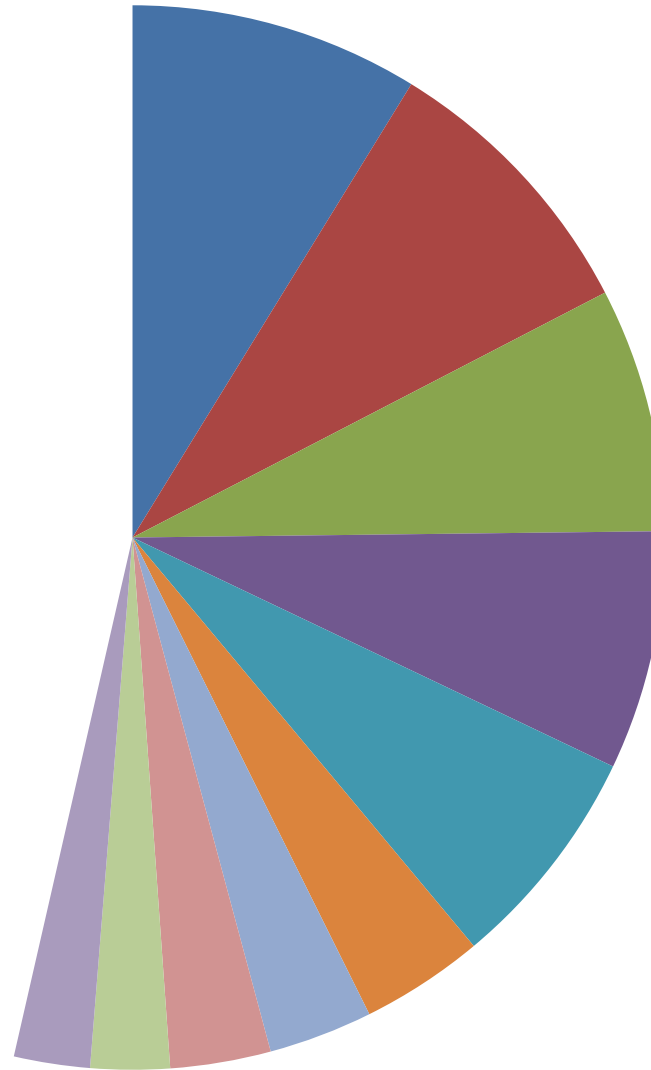
FY19 are not comparable due to reclassification of BBG & MFI

(Rs crs)		
Corporate Banking	Jun-21	
Large Corporates	44,609	21%
Mid size Corporates	43,754	21%
Small Corporates	4,044	2%
Total Advances	92,407	44%



(Rs crs)		
Consumer Finance	Jun-21	
Vehicle Loans	59,645	28%
Comm. Vehicle Loans	22,853	11%
Utility Vehicle Loans	4,962	2%
Small CV	3,271	2%
Two Wheeler Loans	5,115	2%
Car Loans	7,764	4%
Tractor	6,849	3%
Equipment Financing	8,831	4%
Non-Vehicle Loans	32,284	15%
Business Banking	11,223	5%
Loan Against Property	8,761	4%
Credit Card	4,512	2%
BL, PL, AHL, Others	7,788	4%
Microfinance	26,391	13%
Total Advances	118,320	56%



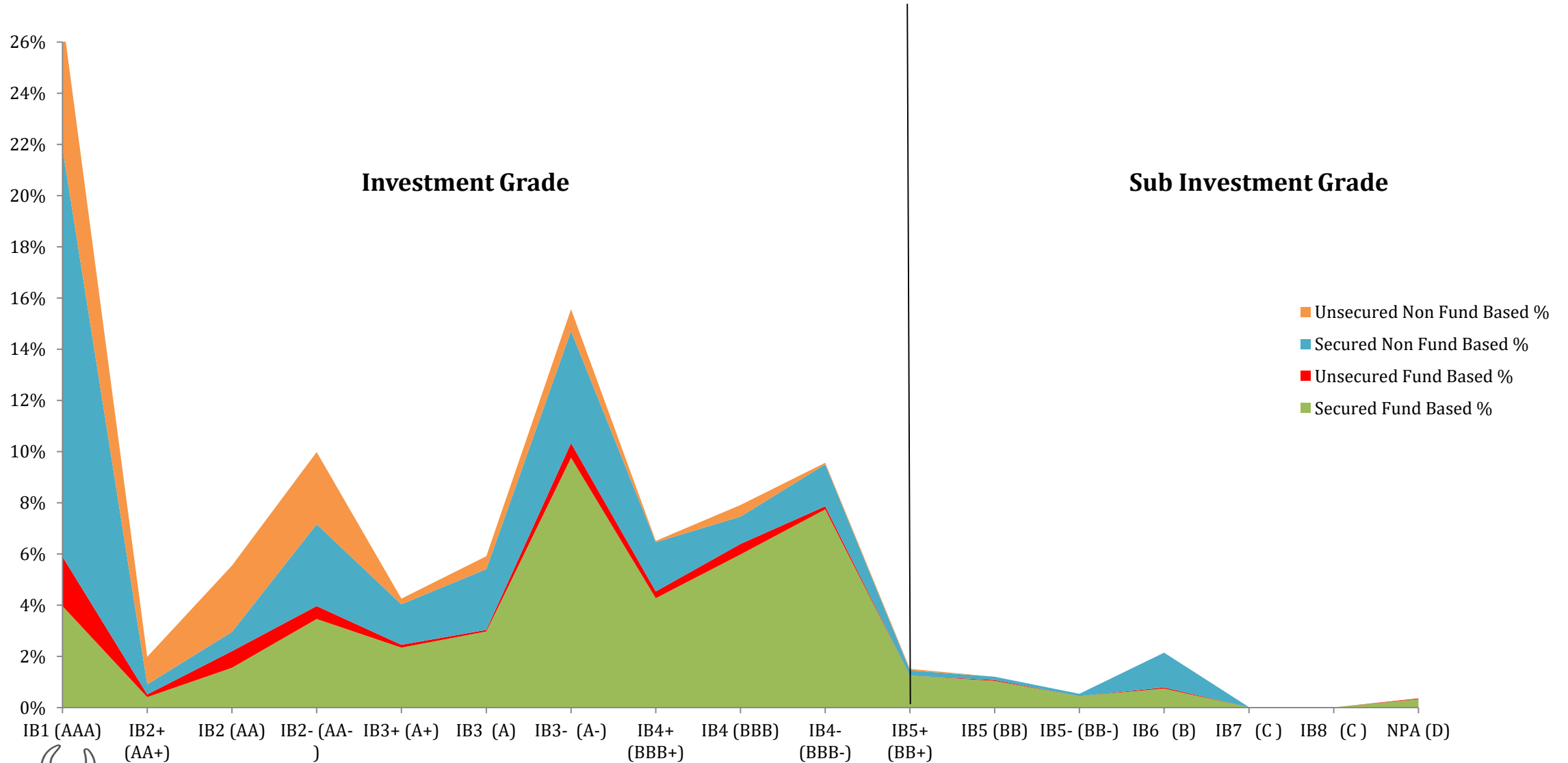


Sector	%
■ Gems and Jewellery	3.85%
■ NBFCs (other than HFCs)	3.78%
■ Lease Rental	3.26%
■ Real Estate - Commercial and Residential	3.19%
■ Steel	3.00%
■ Power Generation – Non Renewable	1.64%
■ Power Generation – Renewable	1.39%
■ Real Estate - Others	1.34%
■ Housing Finance Companies	1.05%
■ Food Beverages and Food processing	1.01%
Other Industry	20.36%
Corporate Banking	43.87%
Consumer Banking	56.13%
Total	100.00%



Well Rated Corporate Portfolio

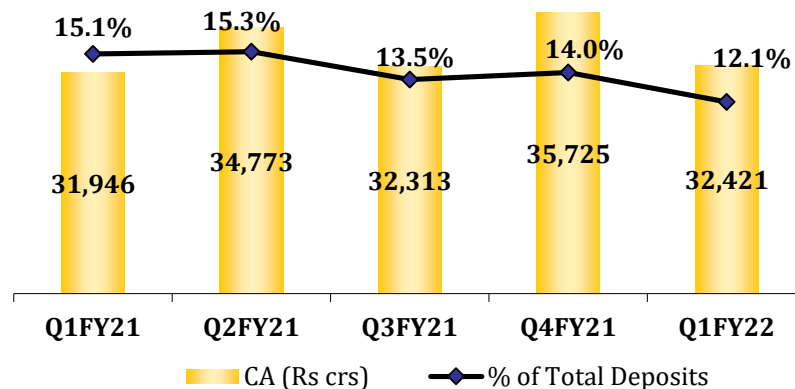
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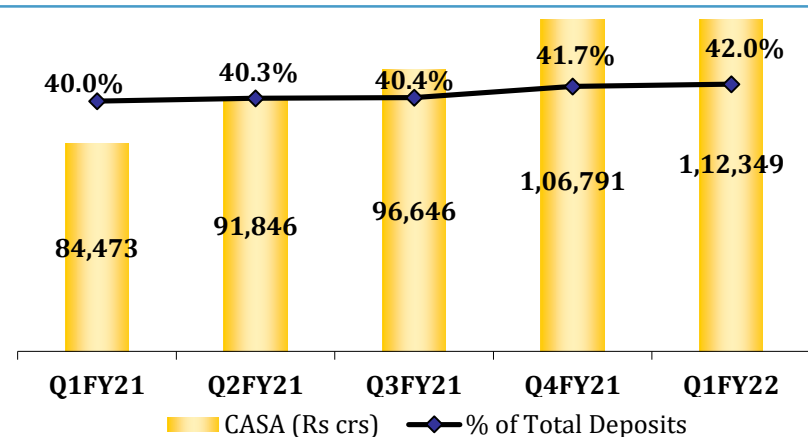
Improving Deposit Profile

- Expanding branch network
- Focus on target market segments
 - Growth driven by retail customer acquisitions
 - Scaling up new businesses – Affluent and NRI
 - Leverage BFIL for rural customers
 - Building Merchant Acquiring Business
 - Digital Partnerships & Alliances
- Innovative service propositions
- Building Brand Recognition across mass consumer base

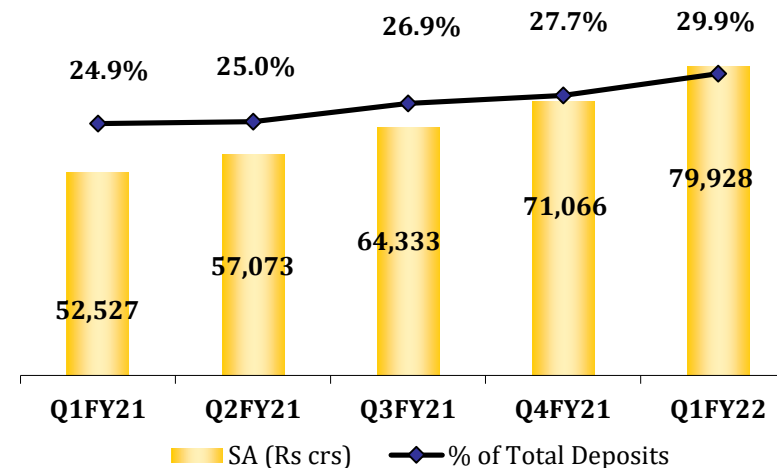
Current Account (CA)



CASA



Savings Account (SA)



Other Income

(Rs Crs)

	Q1FY22	Q1FY21	Y-o-Y (%)	Q4FY21	Q-o-Q (%)
Core Fee	1,214	682	78% ▲	1,508	(20%) ▼
Securities/MM/FX Trading/Others	574	838	(31%) ▼	273	111% ▲
Total	1,788	1,520	18% ▲	1,781	- ▲



Diverse Revenues from Core Fee Income

(Rs Crs)

	Q1FY22	Q1FY21	Y-o-Y(%)		Q4FY21	Q-o-Q(%)	
Trade and Remittances	170	116	47%	▲	219	(22%)	▼
Foreign Exchange Income	192	155	24%	▲	269	(29%)	▼
Distribution Fees (Insurance, MF, Cards)	311	174	79%	▲	399	(22%)	▼
General Banking Fees*	188	109	72%	▲	200	(6%)	▼
Loan Fees	286	99	189%	▲	357	(20%)	▼
Investment Banking	67	29	131%	▲	64	5%	▲
Total Core Fee Income	1,214	682	78%	▲	1,508	(20%)	▼

* Includes PSLC Income of Rs. 32 cr for Q1FY22, Rs. 39 crs for Q1FY21 and Rs. 52 cr for Q4FY21

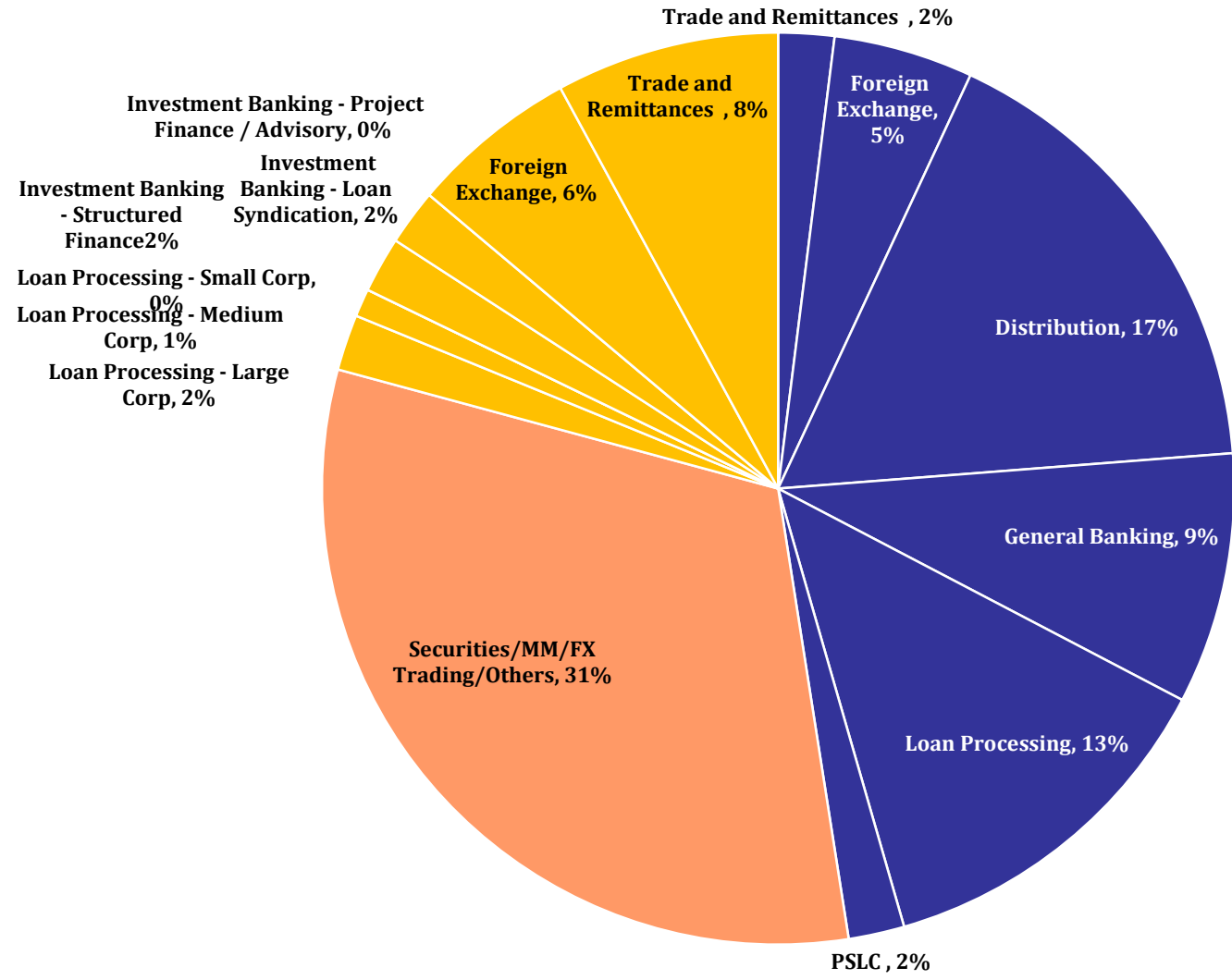


Diversified and Granular Fee Streams – Q1 FY22

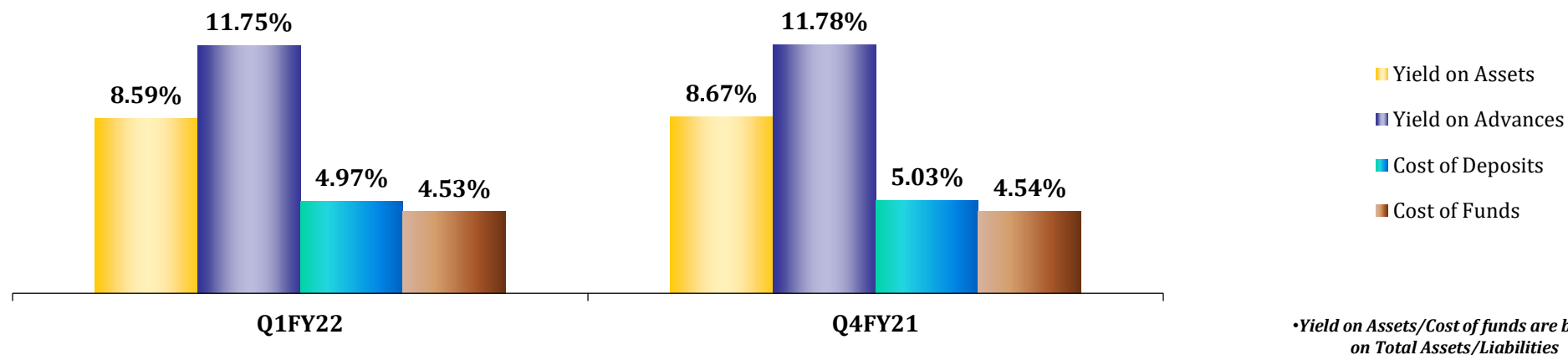
**Corporate Banking
(21%)**

**Consumer Banking
(48%)**

**Trading and Other Income
(31%)**



Yield / Cost Movement

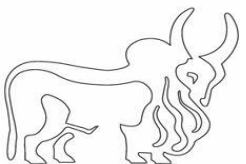


Segment-wise Yield

	Q1FY22		Q4FY21	
	Outstanding (Rs crs)	Yield (%)	Outstanding (Rs crs)	Yield (%)
Corporate Bank	92,407	8.36%	91,018	8.42%
Consumer Finance	118,320	14.36%	121,577	14.27%
Total	210,727	11.75%	2,12,595	11.78%



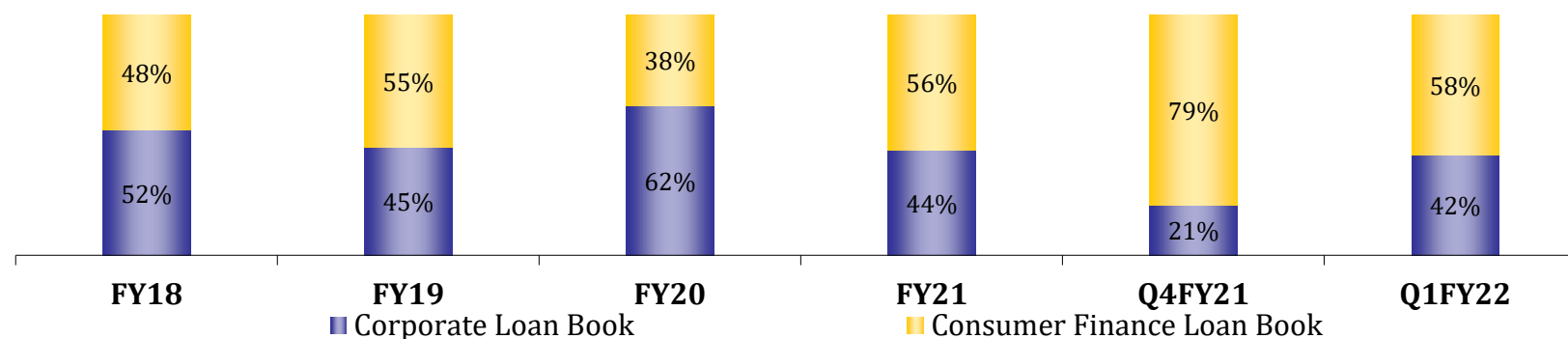
- Specific provision of Rs. 3,596 crs (towards PCR)
- Floating provisions of Rs. 70 crs other than related to COVID-19 (towards PCR)
- Counter-cyclical provision of Rs. 760 crs (towards PCR)
- Standard contingent provisions of Rs. 2,050 crs surplus outside PCR
- Standard asset provision of Rs. 969 crs other than related to COVID-19
- Other provisions of Rs. 150 crs on standard assets
- Provision Coverage Ratio at 72% and total loan related provisions at 123% of GNPA
- Loan related provisions of Rs. 7,595 crs are 3.60% of the loans



Credit Cost

(Rs Crs)

	FY18	FY19	FY20	FY21	Q4FY21	Q1FY22
Corporate Bank	468	2,134	1,893	2,106	542	473
Consumer Finance	433	585	1,136	2,691	2,044	659
Gross Credit Costs	901	2,719	3,029	4,797	2,586	1,132
Gross Credit Costs (Basis Points on Advances)	62	146	146	226	122	54
Net Credit Cost	856	2,689	2,973	4,740	2,574	1,120
Net Credit Costs (Basis Points on Advances)	59	144	144	223	121	53
PCR	56%	43%	63%	75%	75%	72%



Loan Portfolio - Movement in NPA and Restructured Advances

Rs cr	Q1FY22			Q4FY21		
	Corporate	Consumer	Total	Corporate	Consumer	Total
Opening Balance	2,800	2,995	5,795	2,231	1,420	3,651
Proforma NPA as on Dec 31,2020				413	2,095	2,508
Proforma Opening Balance				2,644	3,515	6,159
Fresh Additions	421	2342	2,762	2,235	1,594	3,829
Deductions	452	1,919	2,372	2,079	2,114	4,193
-Write-offs	188	750	938	144	1,206	1,350
-Upgrades	218	627	845	1,602	273	1,875
-Recoveries	46	543	589*	333	635	968
Gross NPA	2,767	3,418	6,186	2,800	2,995	5,795
Net NPA			1,760			1,477
% of Gross NPA			2.88%			2.67%
% of Net NPA			0.84%			0.69%
Provision Coverage Ratio (PCR)			72%			75%
Restructured Advances			2.7%			2.0%

*Sale to ARC Rs. 400 crs (830 crs)



NPA Composition – Consumer Finance

(Rs Crs)

Q1 FY22	Com. Vehicle	Utility	Const. Equip.	Small CV	TW	Cars	Tractor	BBG/LAP	HL/PL/Others	Cards	MFI	Total
Gross NPA	675	70	131	253	515	142	87	675	215	203	452	3,418
Gross NPA %	2.93%	1.40%	1.47%	7.62%	9.78%	1.82%	1.28%	3.34%	2.75%	4.37%	1.69%	2.85%

Q4 FY21	Com. Vehicle	Utility	Const. Equip.	Small CV	TW	Cars	Tractor	BBG/LAP	HL/PL/Others	Cards	MFI	Total
Gross NPA	717	67	107	100	392	105	79	709	247	73	399	2,995
Gross NPA %	3.00%	1.34%	1.18%	2.88%	6.73%	1.31%	1.17%	3.36%	2.84%	1.58%	1.49%	2.43%



Strong Balance Sheet & Profitability Buffers in Place

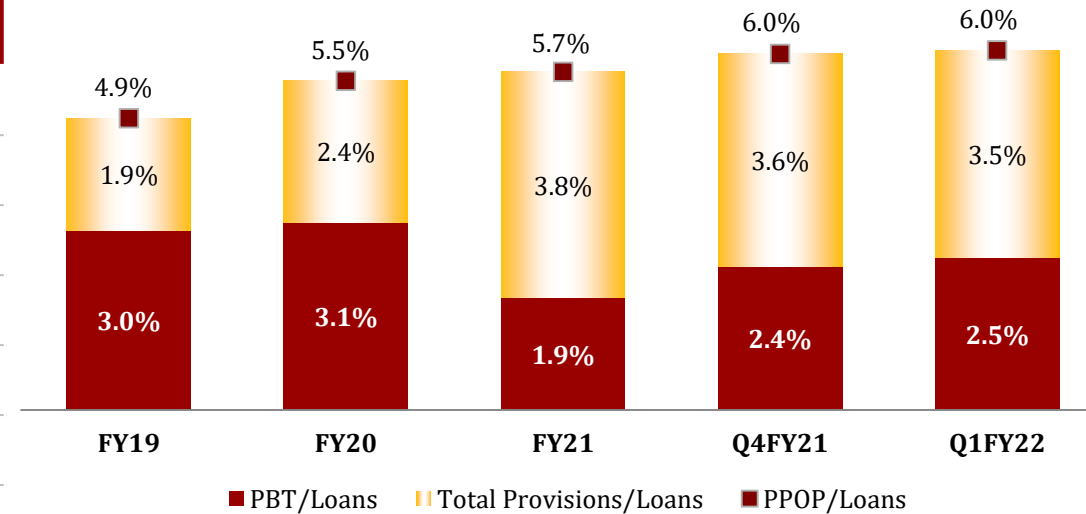
Capital Adequacy

(Rs. in Crores)

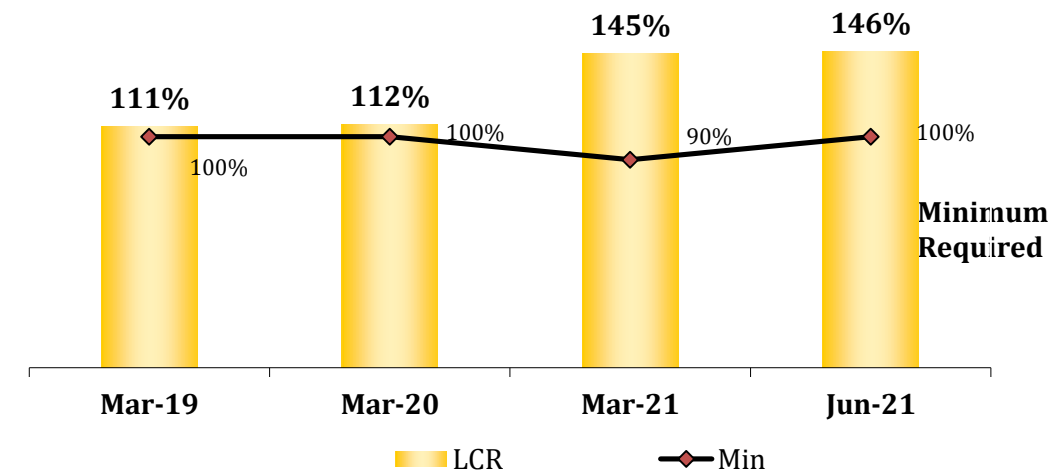
	30 Jun 21	31 Mar 21
Credit Risk, CVA and UFCE	229,559	2,30,602
Market Risk	9,688	9,190
Operational Risk	33,120	33,120
Total Risk Weighted Assets	272,367	2,72,912
Core Equity Tier 1 Capital Funds	42,472	42,433
Additional Tier 1 Capital Funds	3,490	3,490
Tier 2 Capital Funds	1,901	1,510
Total Capital Funds	47,863	47,433
CRAR	17.57%*	17.38%
CET1	15.59%*	15.55%
Tier 1	16.87%	16.83%
Tier 2	0.70%	0.55%

* CRAR at 17.89% and CET1 at 15.92% including Q1 FY 22 PAT

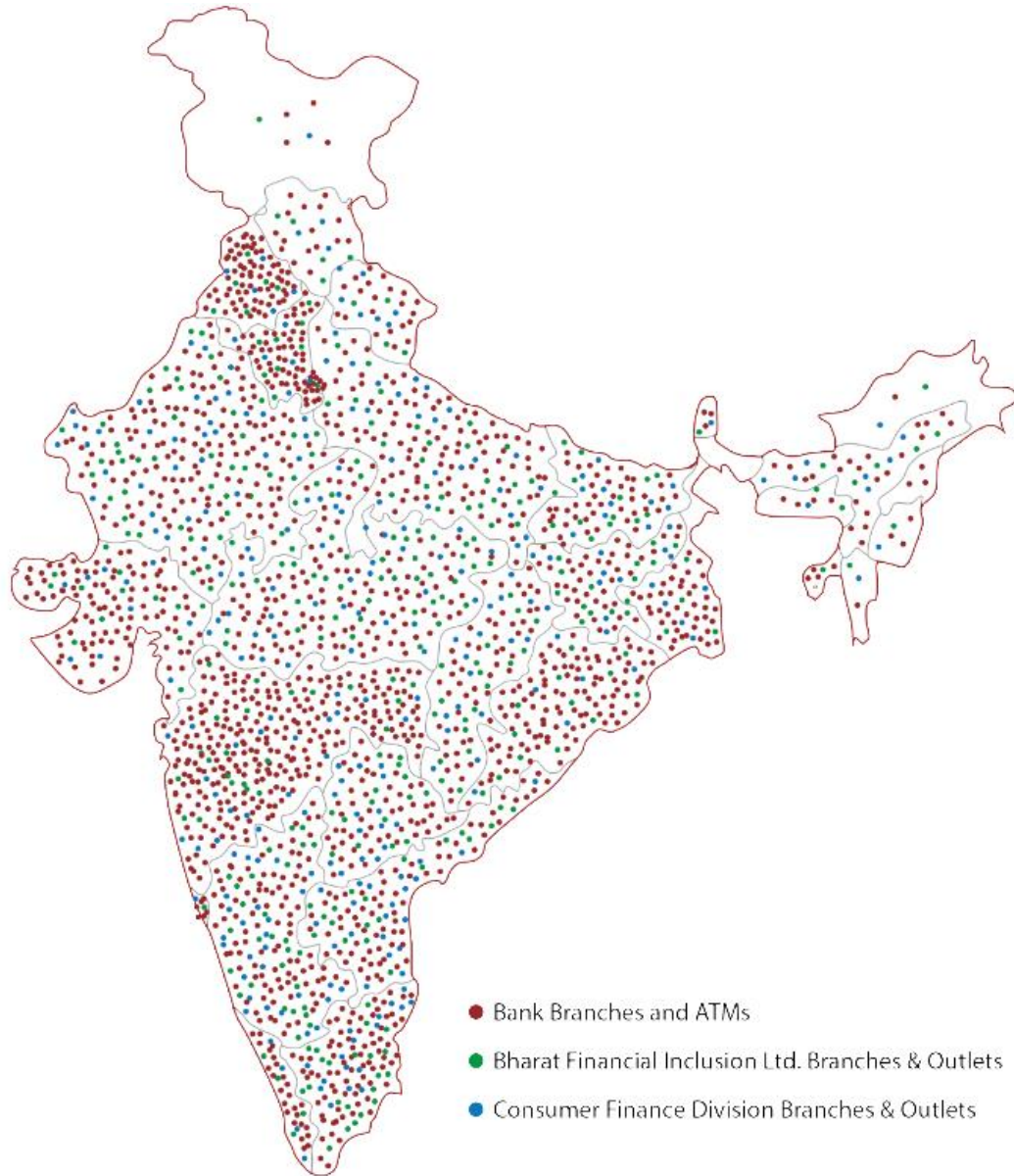
Pre Provision Operating Profit Margin



Liquidity Coverage Ratio



Distribution Expansion to Drive Growth



Strengthening Distribution Infrastructure

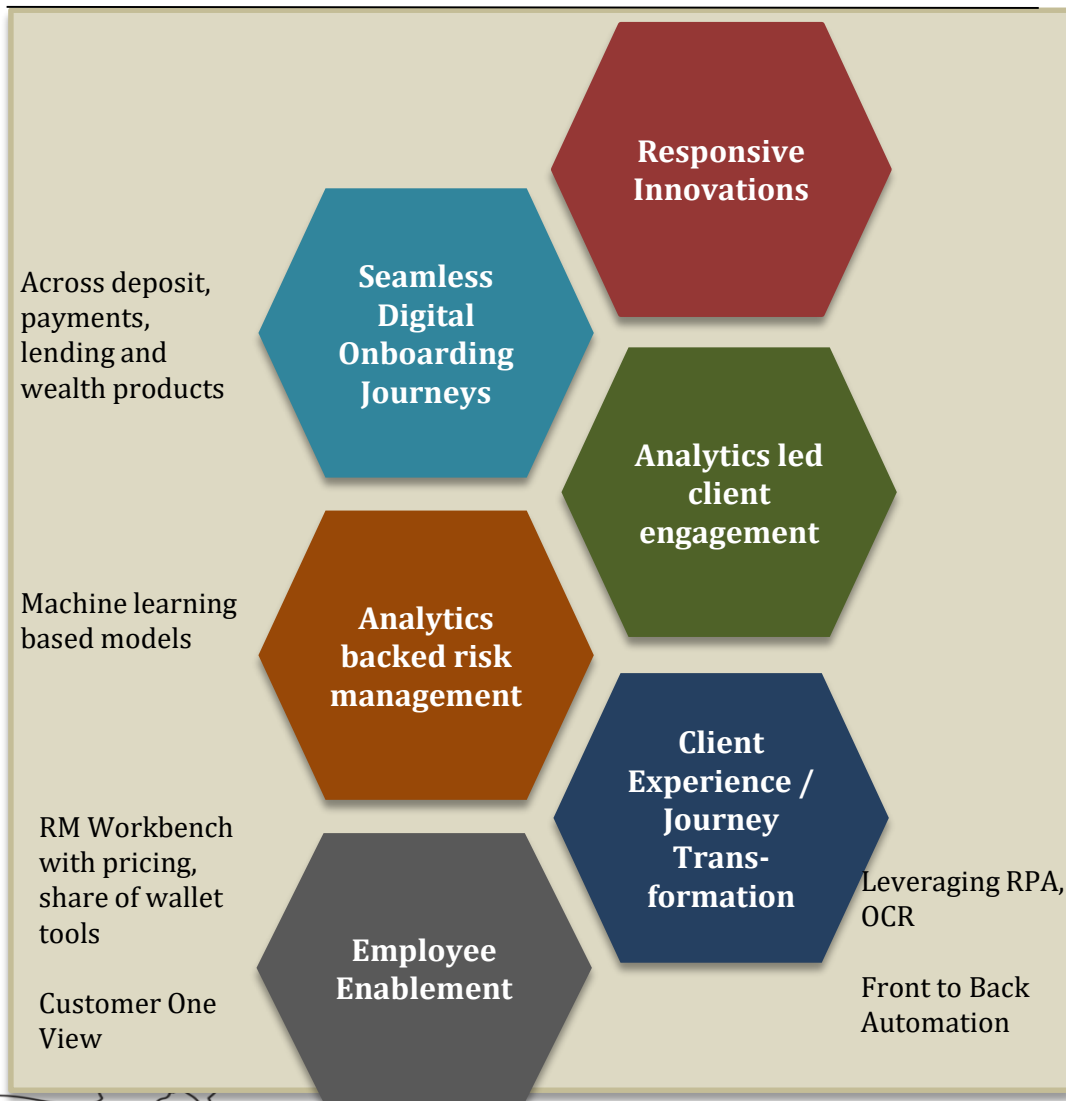
Particulars	Jun 30, 2020	Sep 30, 2020	Dec 31, 2020	Mar 31, 2021	Jun 30, 2021
Branches/Banking Outlets	1,911	1,910	1,915	2,015	2,015*
BFIL Branches	2,079	2,144	2,249	2,289	2,385
Vehicle Finance Marketing Outlets	854	841	840	828	821
Total	4,844	4,895	5,004	5,132	5,221
ATMs	2,721	2,785	2,835	2,872	2,870

*includes 208 specialized branches and 155 Banking outlets

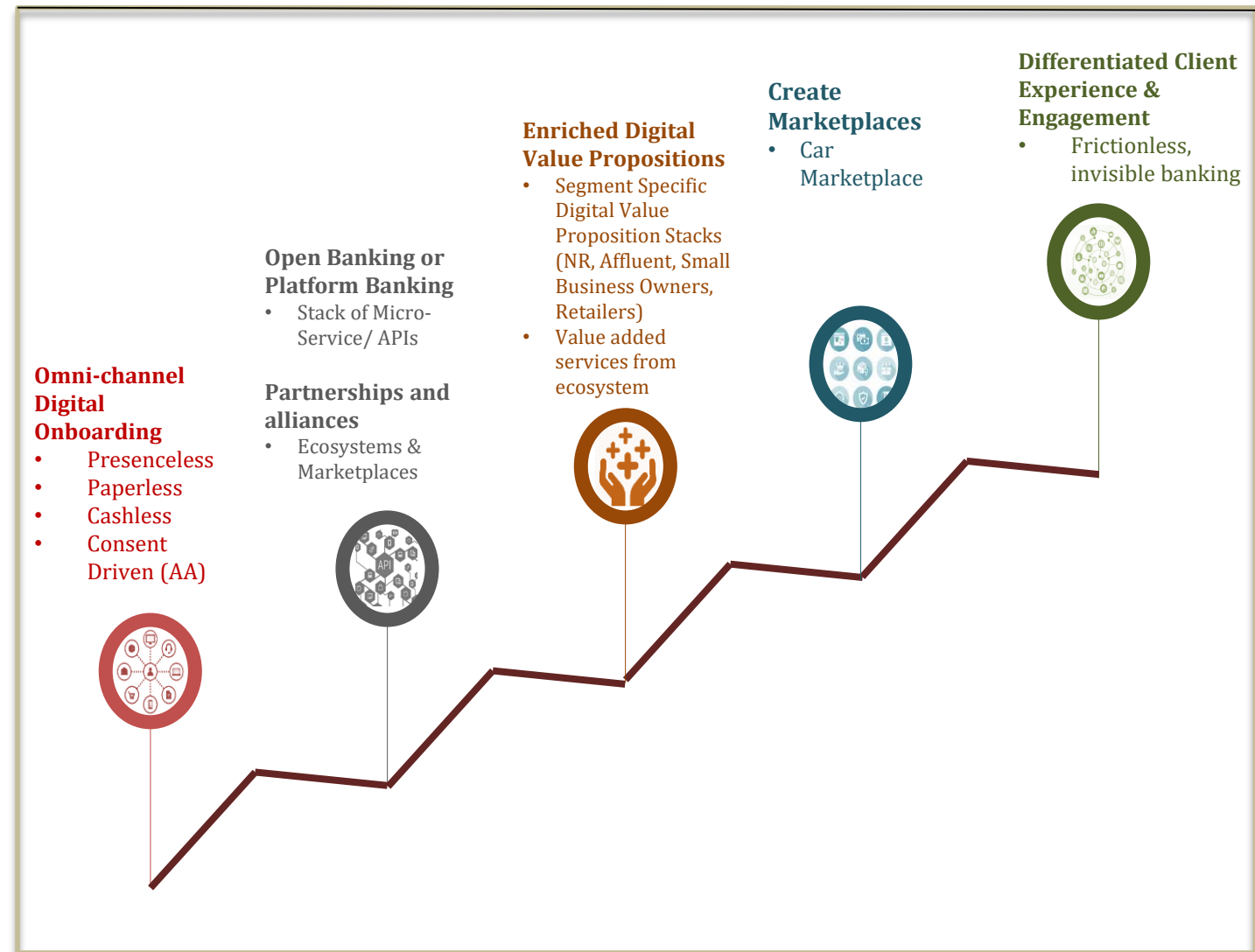


Digital Strategy: Digital 2.0 about client centric, segment specific value propositions, Open / API Banking and creating frictionless banking experience

Journey So Far

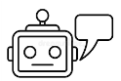


Way Forward



Creating future ready tech stacks and platforms – building cloud native, micro-services based API-led stacks

Creating future ready platforms and API stacks leveraging cloud native, micro-services based, data driven framework



Chatbots



Web



Mobile



Call Center



RM



Branch



Partnerships

API Management – Micro-services based, modular architecture providing agility and flexibility to integrate with partners; API Gateway, Sandbox environment / developer portals

Advanced Analytics & Machine Learning

Client Onboarding, Underwriting

Fraud Analytics

Pricing & wallet share

Pricing & wallet share

Personalized Engagement

Data Management for advanced analytics

- Structured as well as unstructured data
 - Cloud based data warehouse
 - Strong data governance model

Core Systems – “Hollowing” the core by externalizing the business logics and in some areas (eg: payments) moving to new age cloud native core stacks

Infrastructure – Cloud Native, Containerized for new age applications

Key Principles

Omni-Channel

- Self / Assisted
- Mobile / Web / TAB
- Connected workflows

Micro-Services / API Driven

- Modular
- Scalable

Building “Agile” Culture

Security

Reliability

Few Platform Examples ...

Indus easyCREDIT
For Individuals

Indus easyCREDIT
For Businesses

Indus MERCHANT SOLUTIONS

... and many more in pipeline

Digital Business Mix continues to grow on the back of seamless digital onboarding journeys powered by “IndiaStack” across products

Savings

96%

Non Resident

46%

Fixed Deposits

93%

Current Account

70%

Mutual Funds (IndusSmart)

92%

Personal Loans

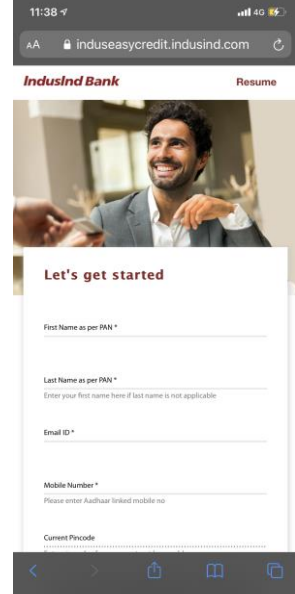
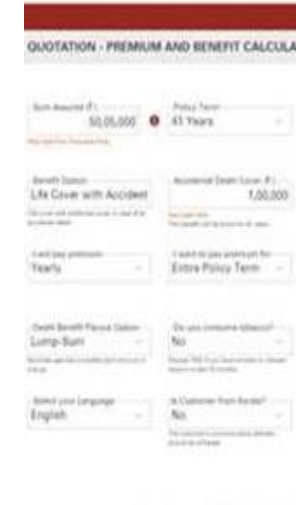
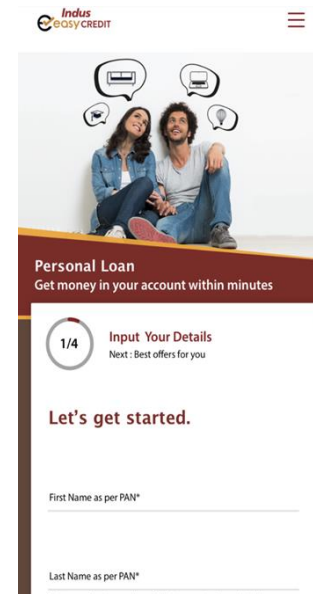
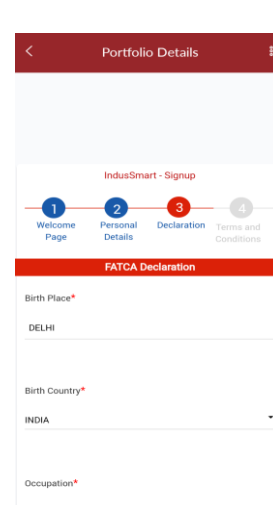
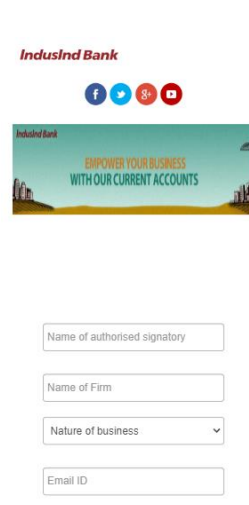
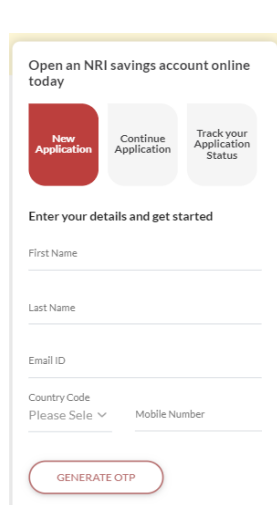
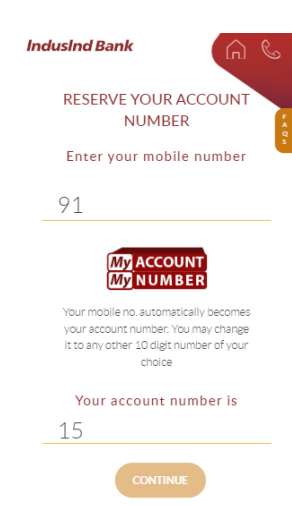
45%

Insurance (Life+Non Life)

85%

Credit Cards

50%

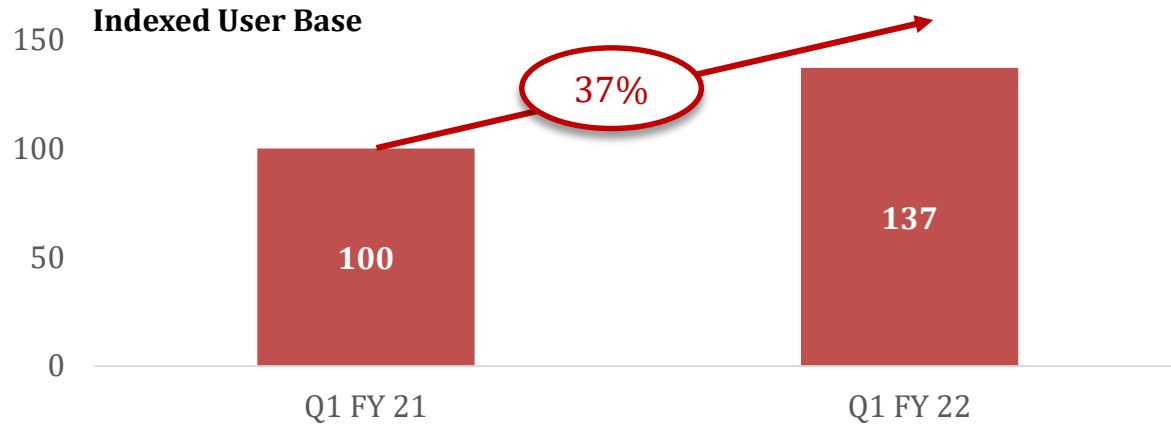


Q1 FY 22

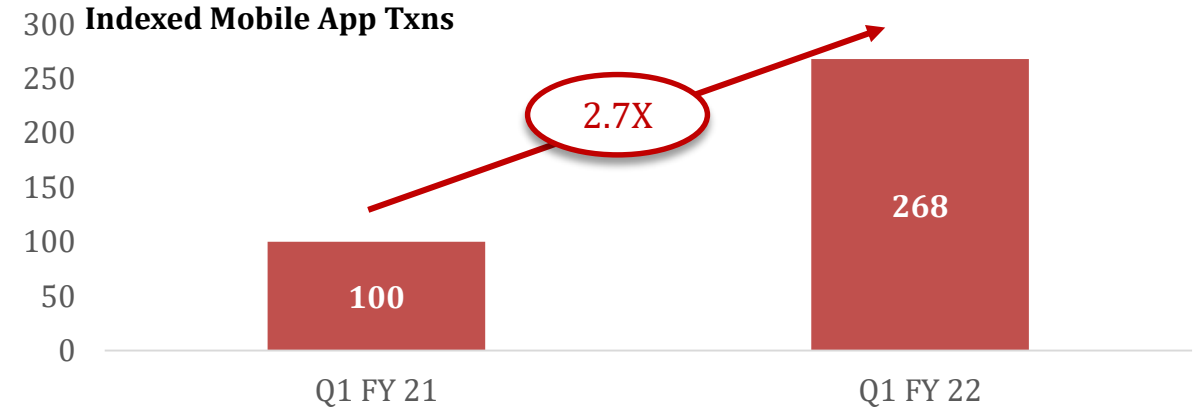
% Digital Sourcing for respective product

User Base and Transaction Volumes continue to show healthy growth across channels

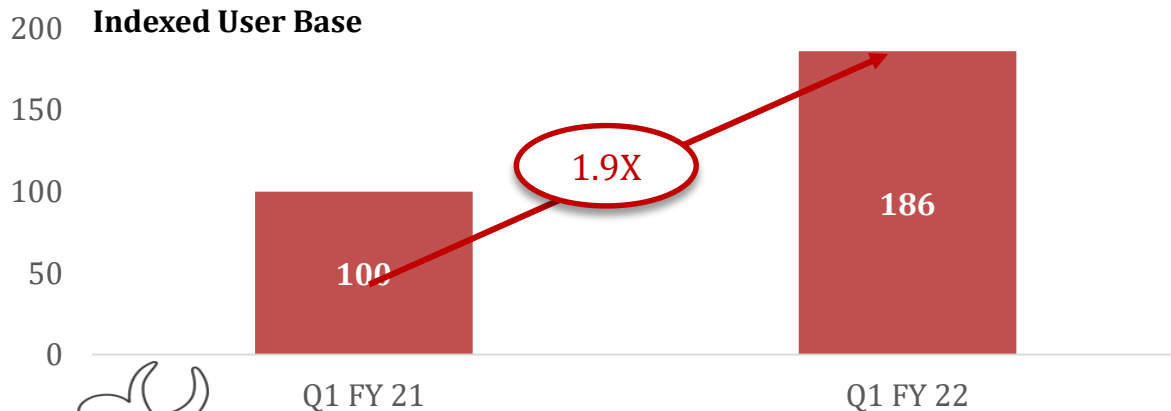
Mobile App User Base increased 37%



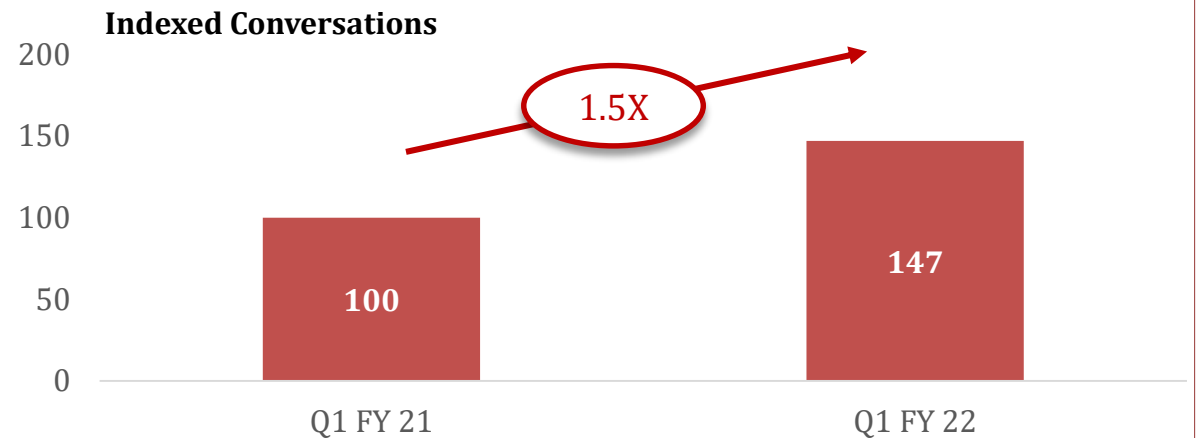
Average monthly mobile banking transactions grew 2.7X YoY



Whatsapp (WA) Banking user base increased 1.9X



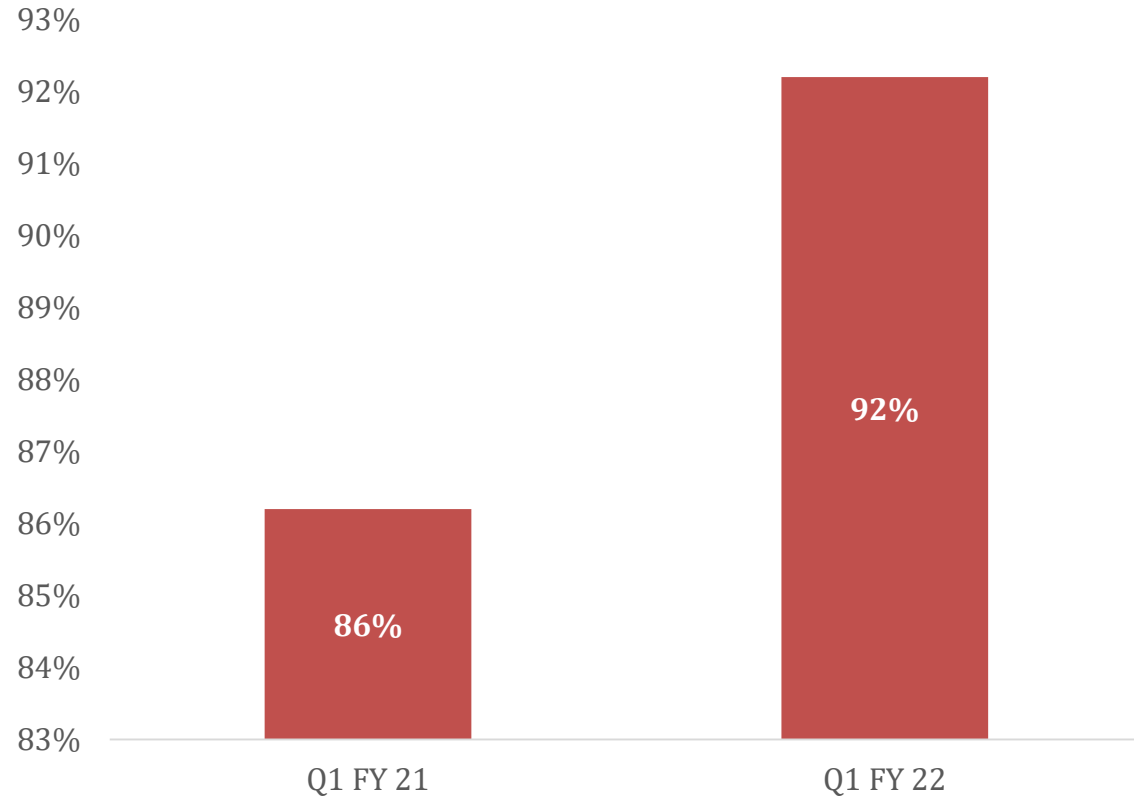
Whatsapp (WA) Banking conversations increased 1.5X YoY



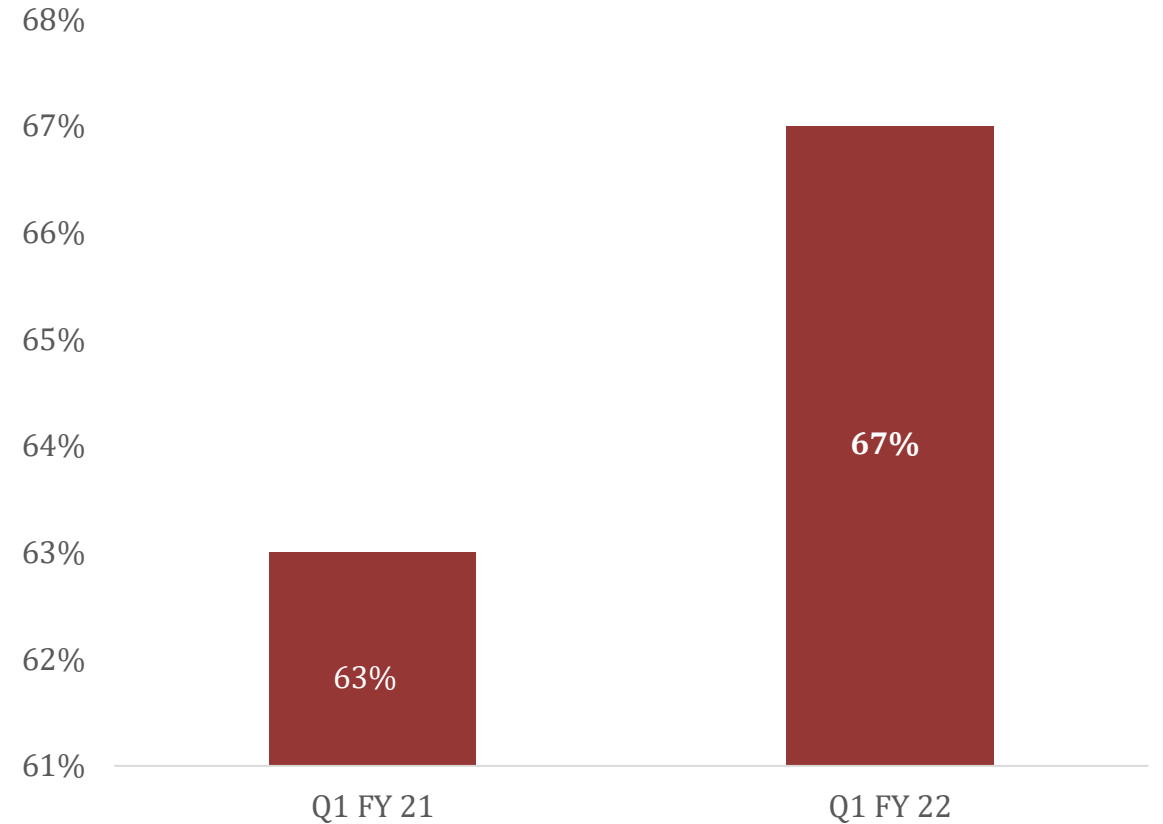
Basis average monthly run rate for the respective quarter; user base as of end of quarter 28

Digital Transaction Mix continues to grow with 92% of transactions happening digitally and 67% of service requests processed digitally

Overall Digital Transaction mix at 92% up from 86% by volume



Digital service requests* (% of total SRs) increased to 67% reducing cost to serve



*Includes service requests such as email statement, debit card hot listing, pin generation, etc; ^other channels includes branch, contact centre, ATMs

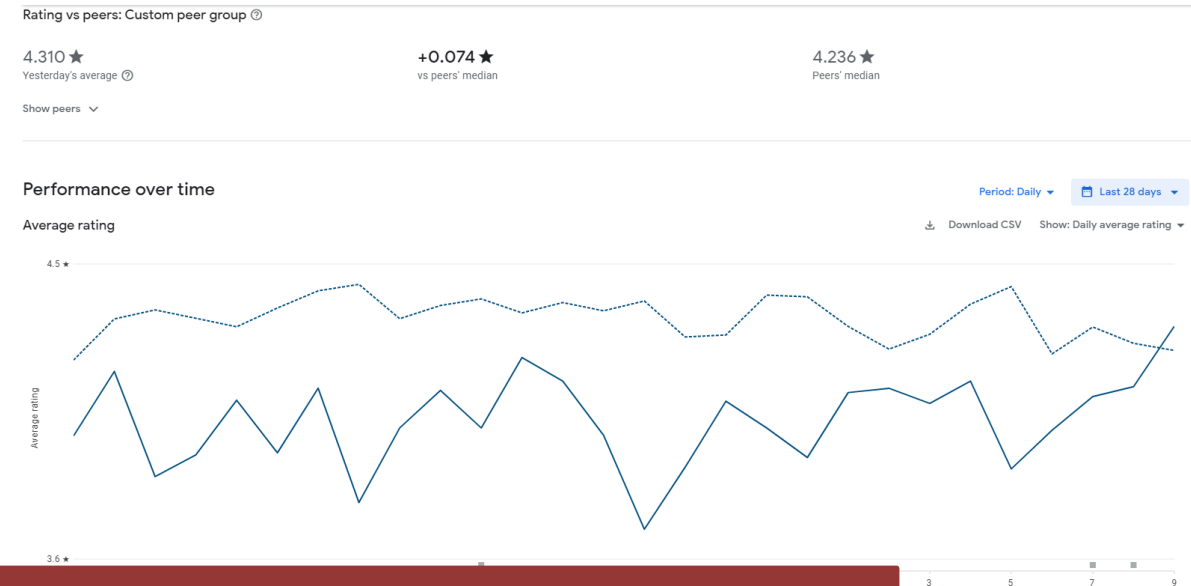


Launched all new IndusMobile: Improved app Rating from 3.8 to 4.0 within 3 months; 85% of users rate latest release 5 Stars

IndusMobile Ratings on Android Playstore

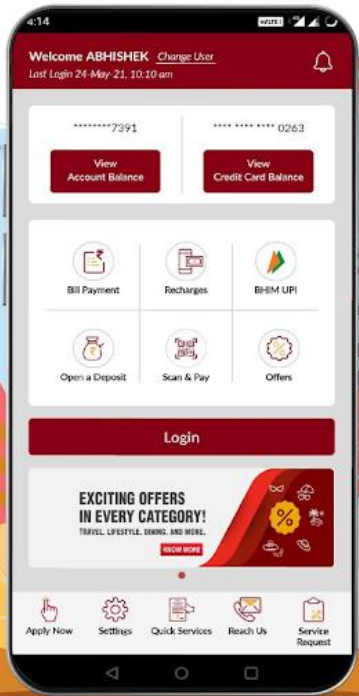


IndusMobile Ratings crossed peer average



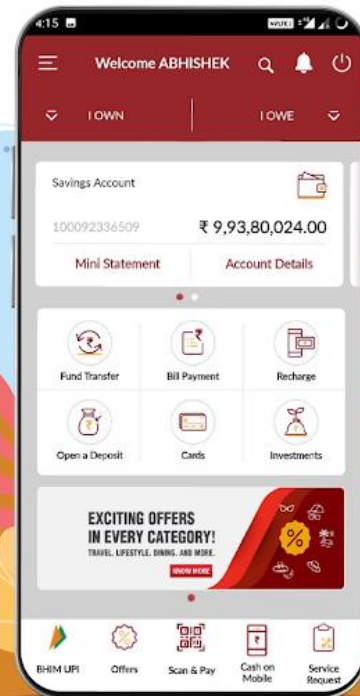
ALL NEW LOGIN PAGE

FOR QUICK ACCESS



ALL NEW

SIMPLIFIED DASHBOARD



- ✓ Faster response time on login
- ✓ Multiple User Access

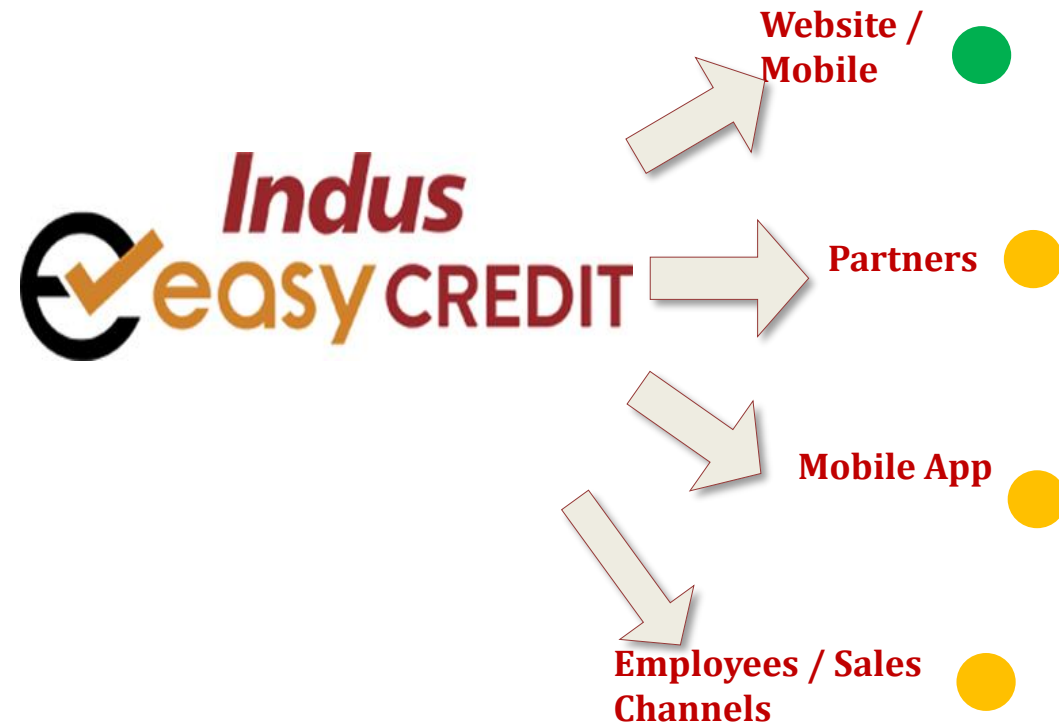
Performance Sprint 2 underway to improve interfaces for cards, bill payments, offers and further response time improvement



Launched Indus Easy credit :Instant personal loan and credit cards in a completely digital end to end journey

Micro-services based API Stack that will be leveraged across Client, Sales Assisted, Partner Led journeys

Unique one of its kind client journey in the industry, leveraging the power of 'Indiastack'



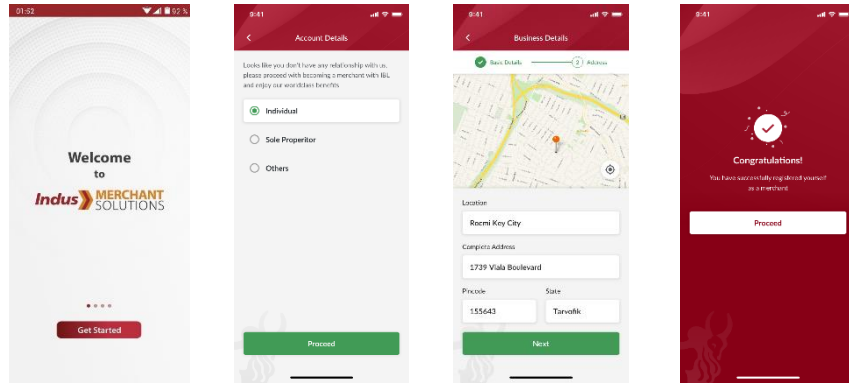
- ✓ Fully digital end to end paperless, presenceless, cashless journey for new to bank clients seeking personal loans or credit cards.
- ✓ Digital Checks for KYC, AML, Employment Verification
- ✓ Real Time Bank Statement Analysis
- ✓ Real Time Underwriting
- ✓ Video-KYC enabled
- ✓ E-agreement, E-sign, E-stamping and E-nach setup
- ✓ Leverages 35+ internal and external interfaces to power the journey

- **Automation of field verification, fraud checks, elimination of scanning and data entry to reduce cost of processing per application by 85-90%**
 - **Move PL & Cards to 95%+ digital sourcing**



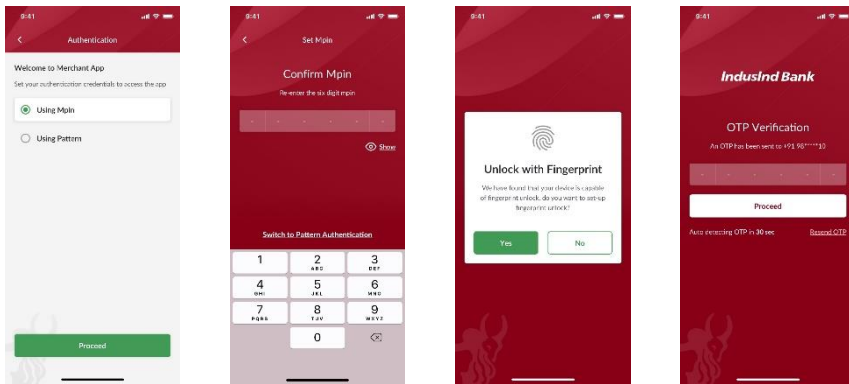
Run your business with : India's first all-in-one Merchant solutions (Going Live Shortly)

Digital Self - Onboarding

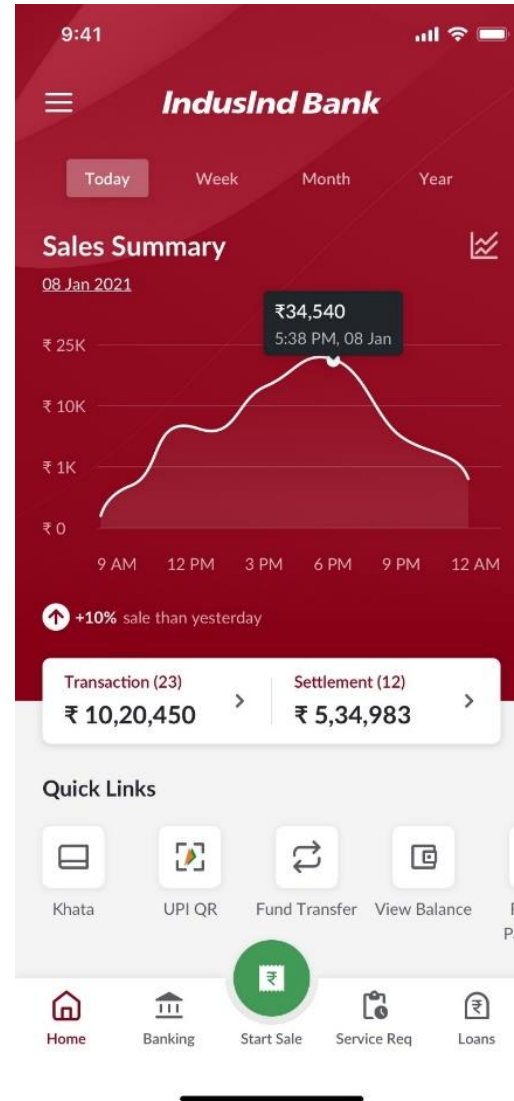


- ✓ Digital account opening & merchant onboarding
- ✓ DIY / Assisted / Partner led

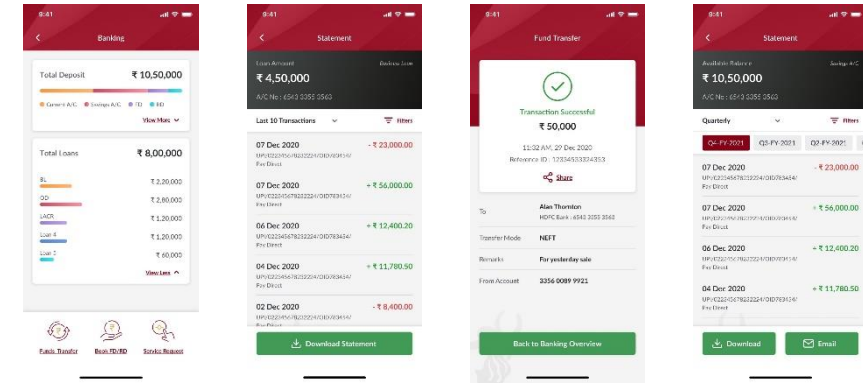
Safe and Secure Banking



- ✓ Two Factor Authentication
- ✓ End to End Data Encryption

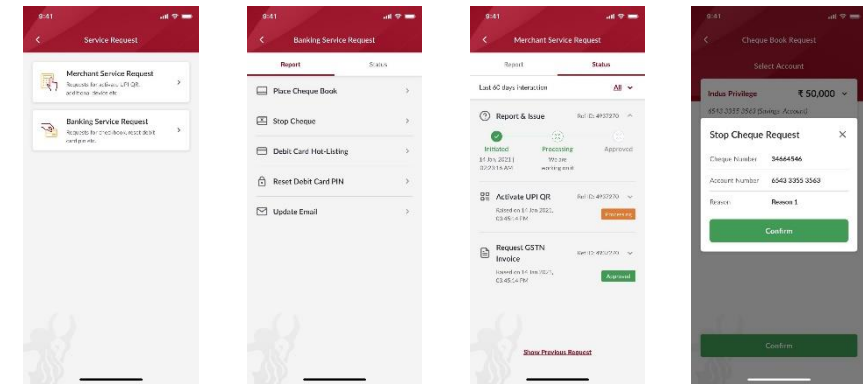


All your banking needs in one App Payments. Banking. Loans.



- ✓ 3-in-1: Payment Collections, Banking & Loans
- ✓ State-of-art features: Digital Khata, UPI QR Scan & Pay

Digital Service Requests & Execution

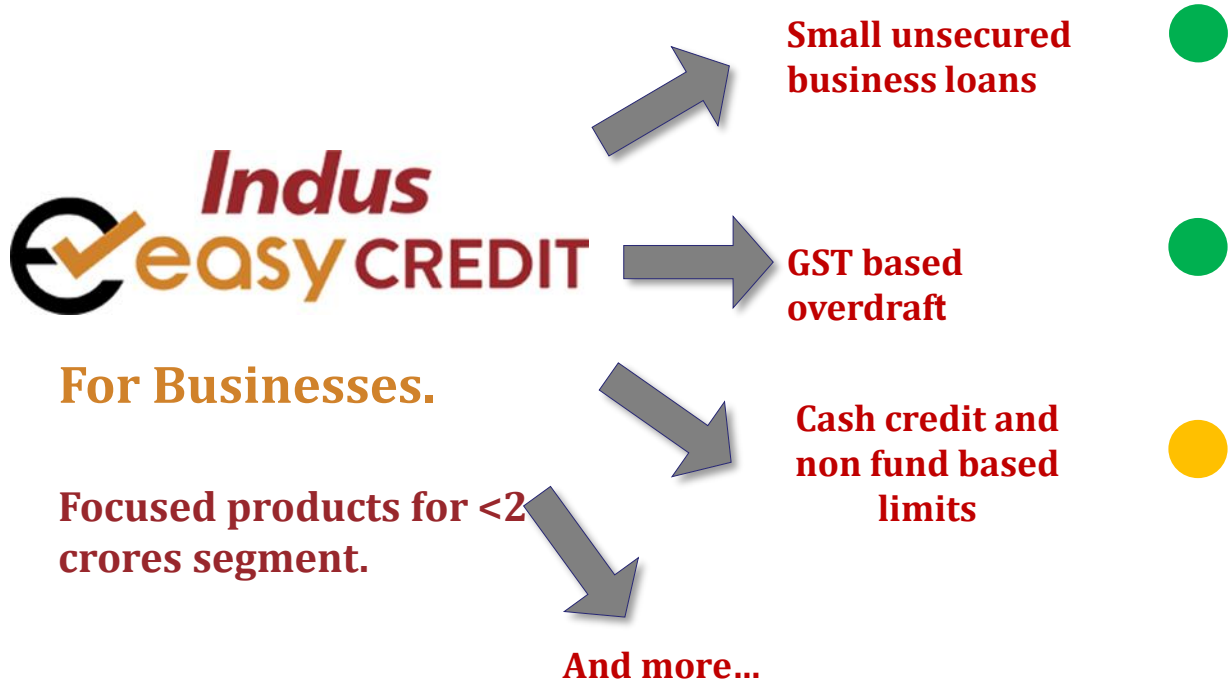


- ✓ Merchant and banking service requests, straight from the app

Launching Indus Easy Credit for Businesses: Focused digital products for SME segment going live soon

Building the “Digital SME Stack” by leveraging microservices based APIs

Delivering completely digital, assisted and partner led journeys across channels



- ✓ Easy and simplified product, overdraft up to Rs. 2 crores
- ✓ 100% digital origination for small business lending up to 2 crores, for all customers
- ✓ Real time underwriting leveraging GST, Banking, Bureau - **Instant decisioning and same day sanction**
- ✓ Using **state-of-art algorithms** for credit scorecards
- ✓ Simple assessment norms on the basis of GST returns
- ✓ No financial documents required
- ✓ **Digital authentication** and **verification** checks
- ✓ **Digital signing, stamping and mandates** for seamless disbursements
- ✓ Cutting edge tech supporting multiple channels

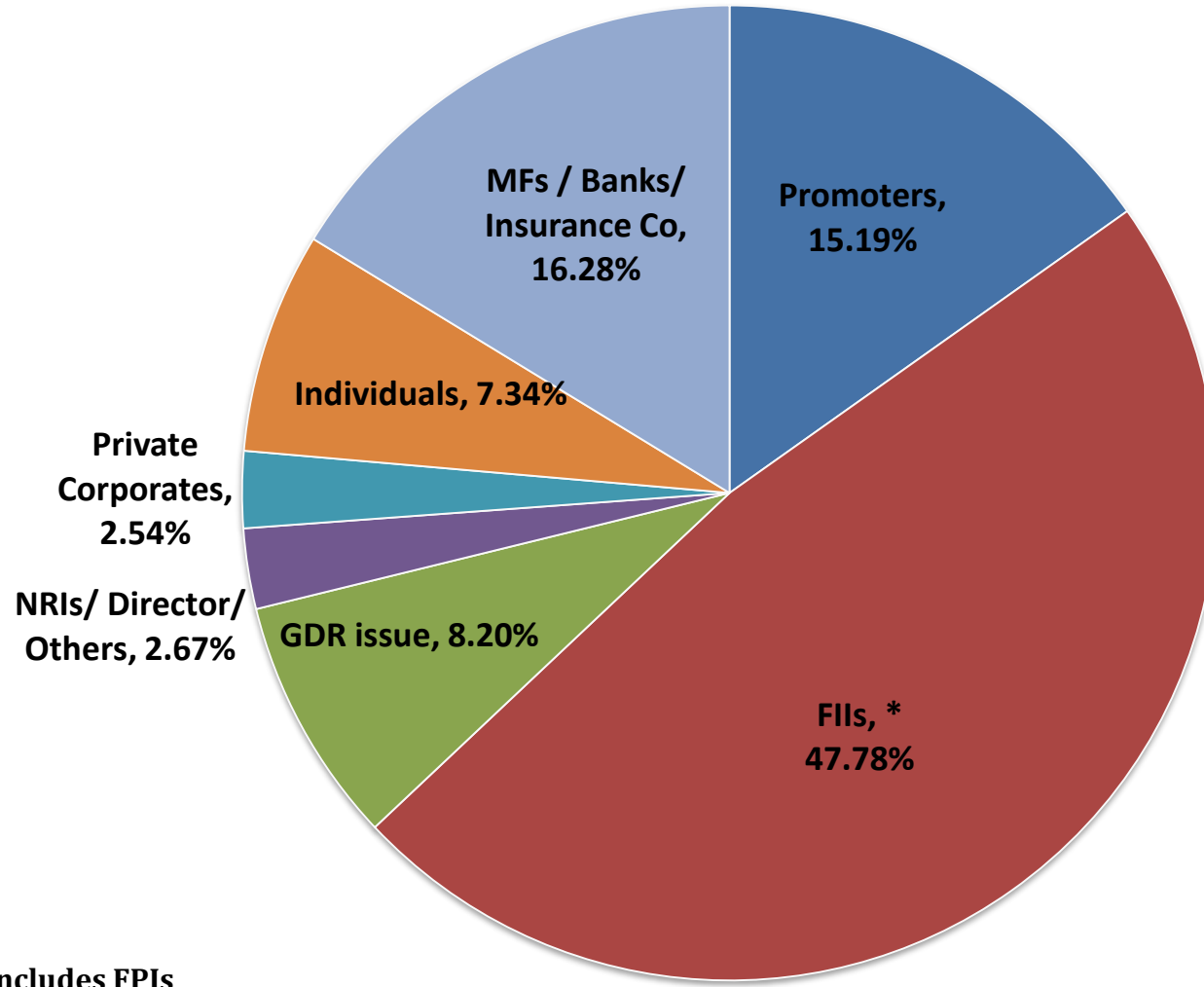


Web 33

- Mobile
- Call Center
- RM
- Branch
- Partnerships

IndusInd Bank

Paid up Capital as of June 30, 2021

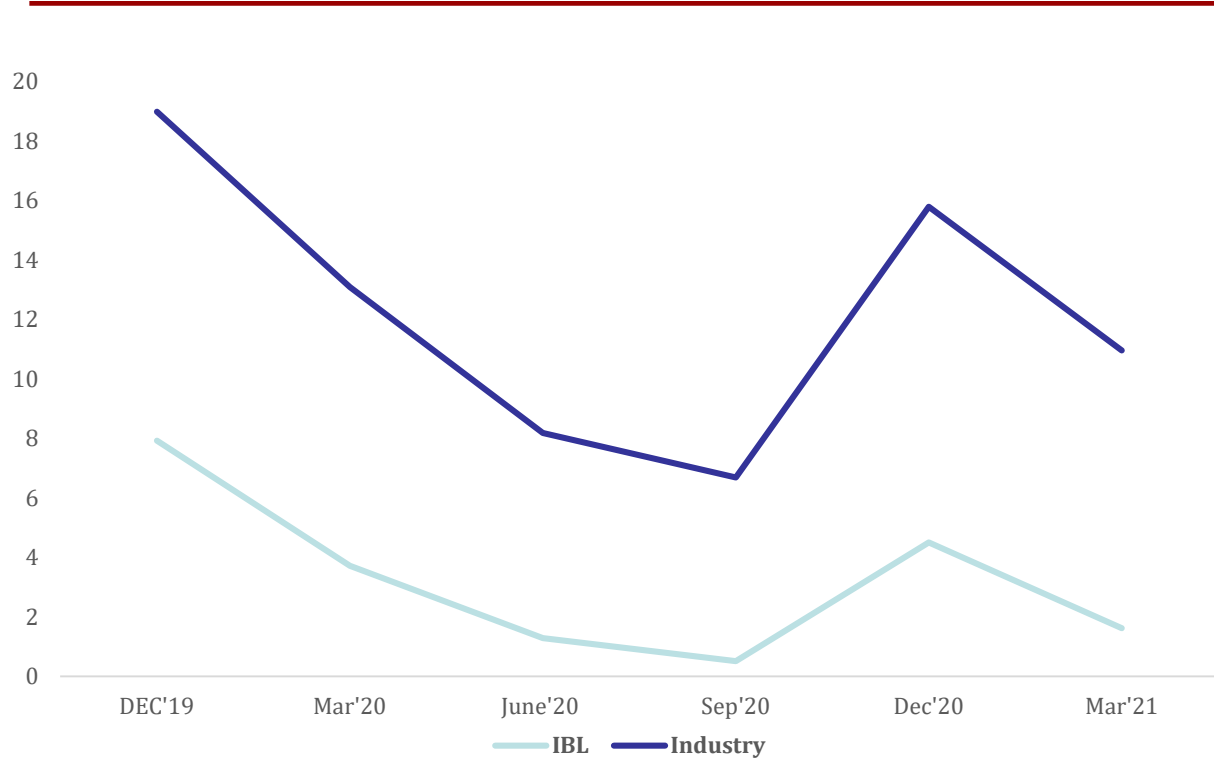


Appendix

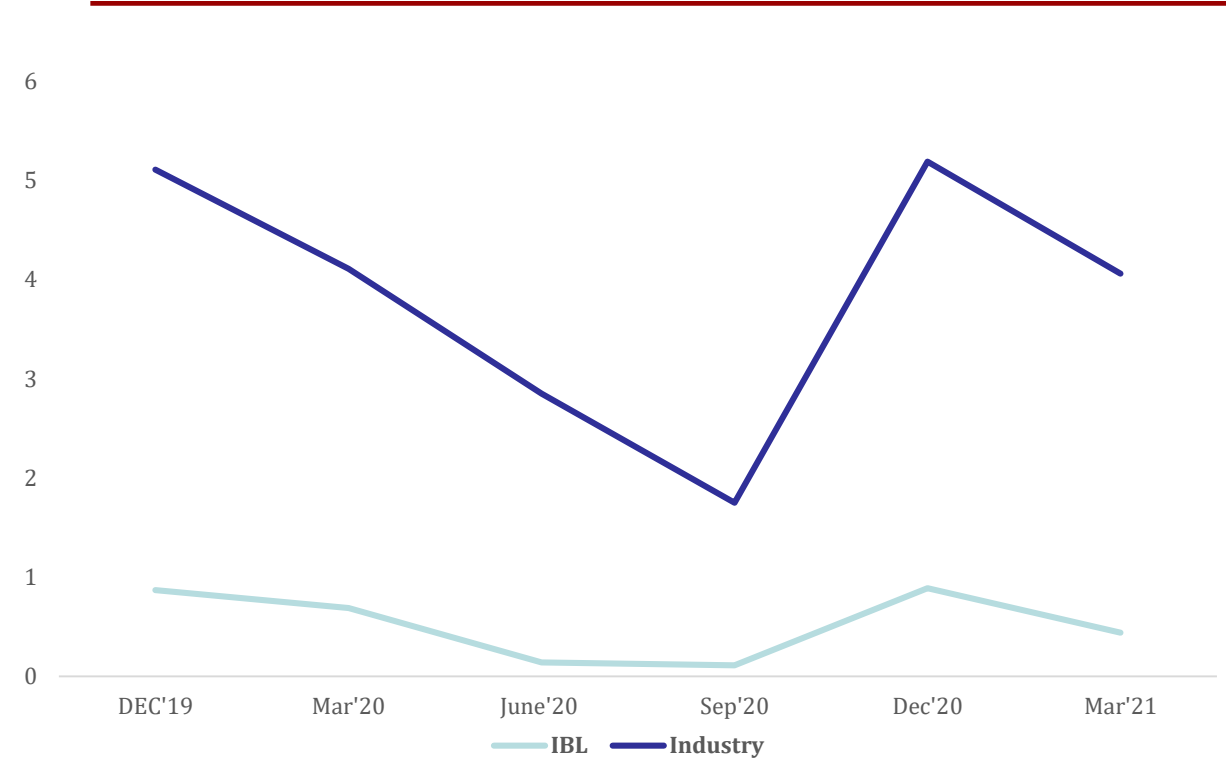


CV Portfolio – As per a Leading Bureau

60+ Delinquency



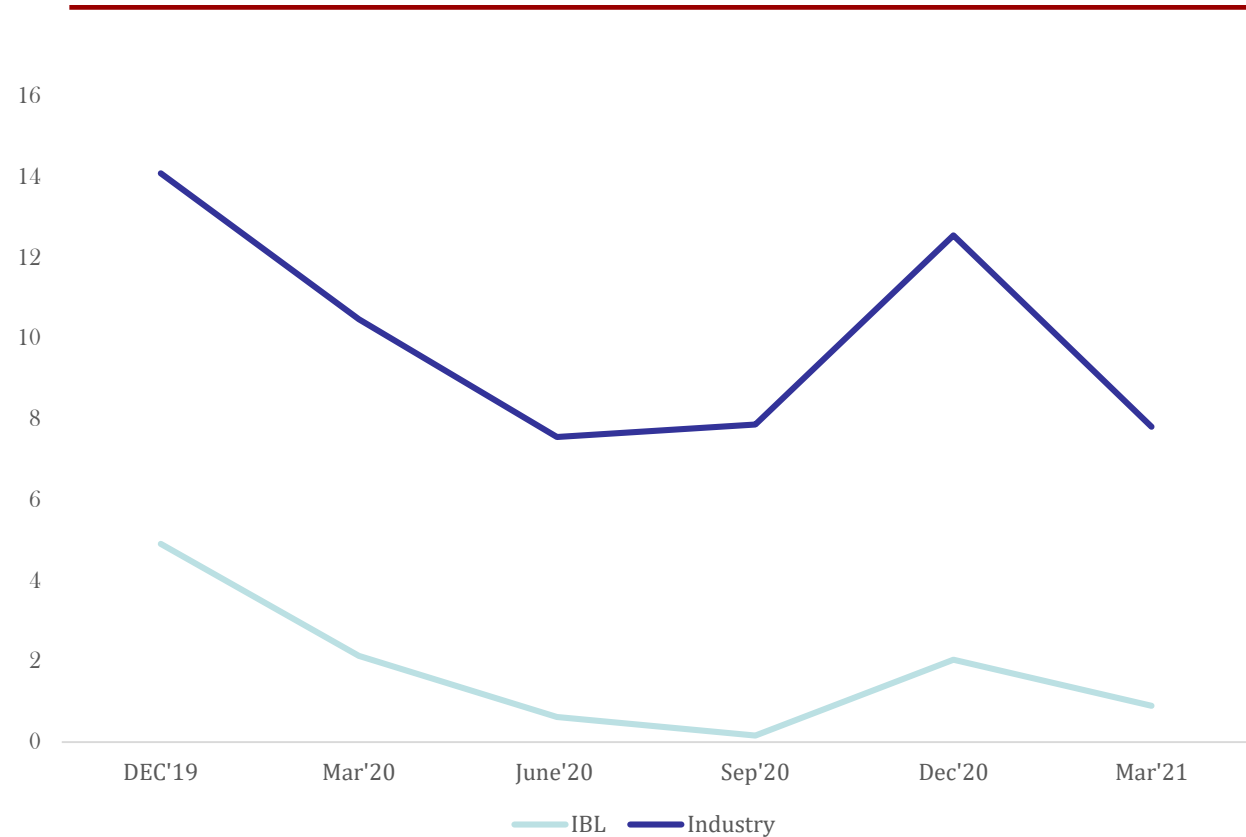
90+ Delinquency



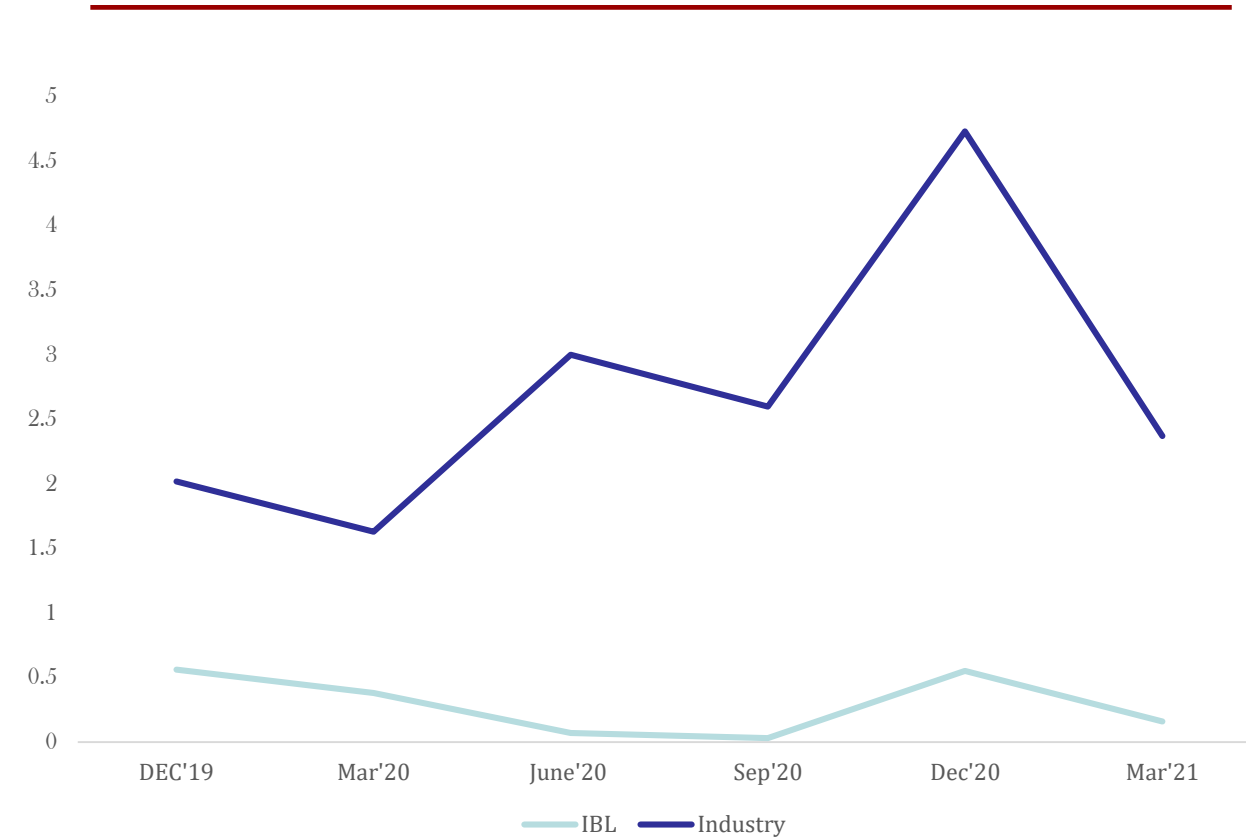
- **Strong portfolio performance (60+ and 90+ QoQ) compared to competition and market**

CE Portfolio – As per a Leading Bureau

60+ Delinquency



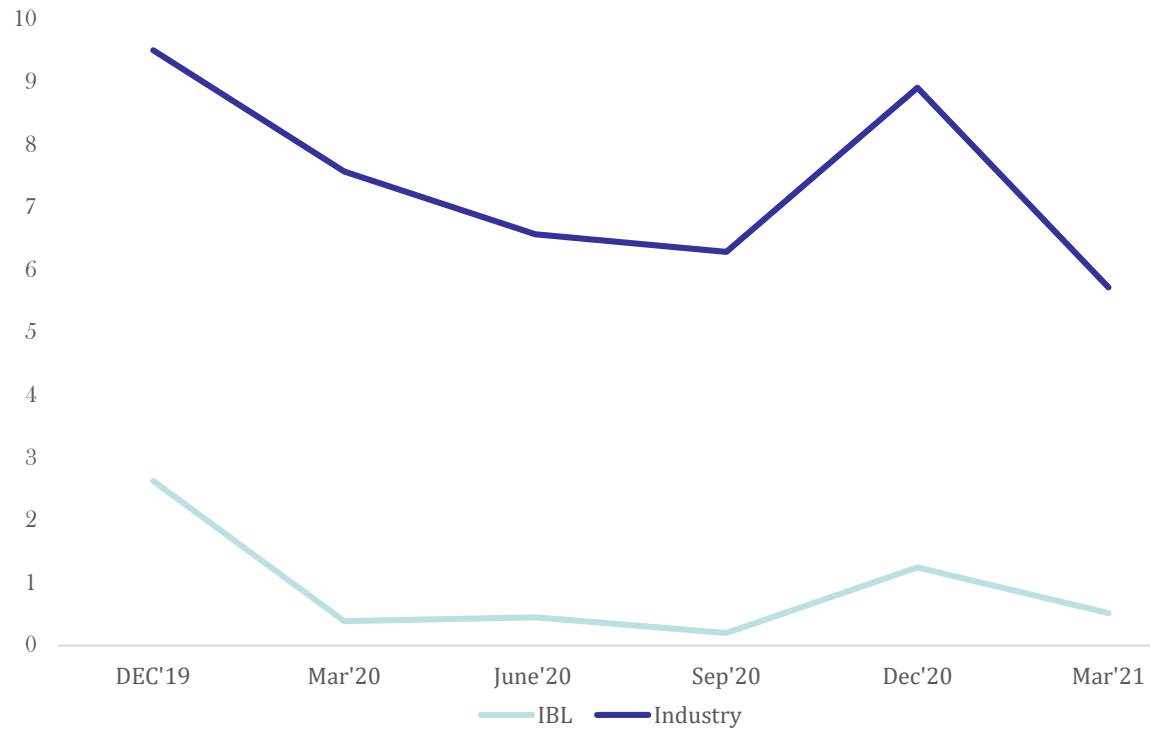
90+ Delinquency



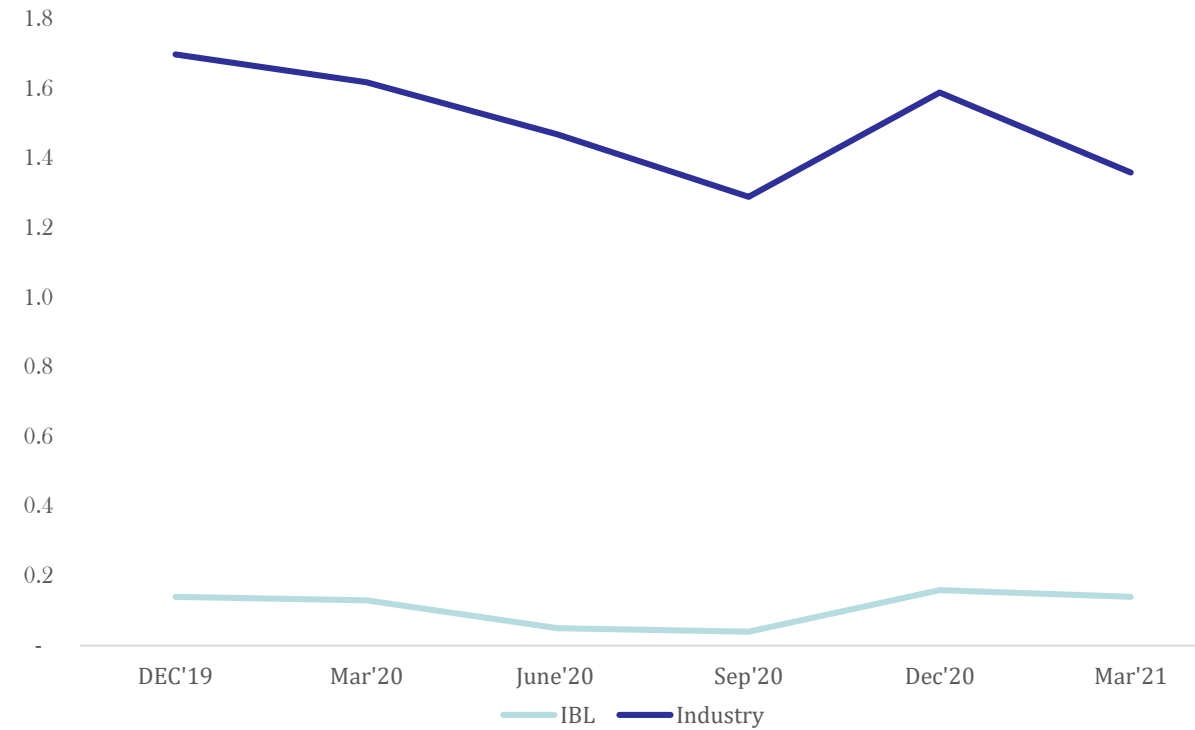
- **Strong portfolio performance (60+ and 90+ QoQ) compared to competition and market**

PV Portfolio – As per a Leading Bureau

60+ Delinquency



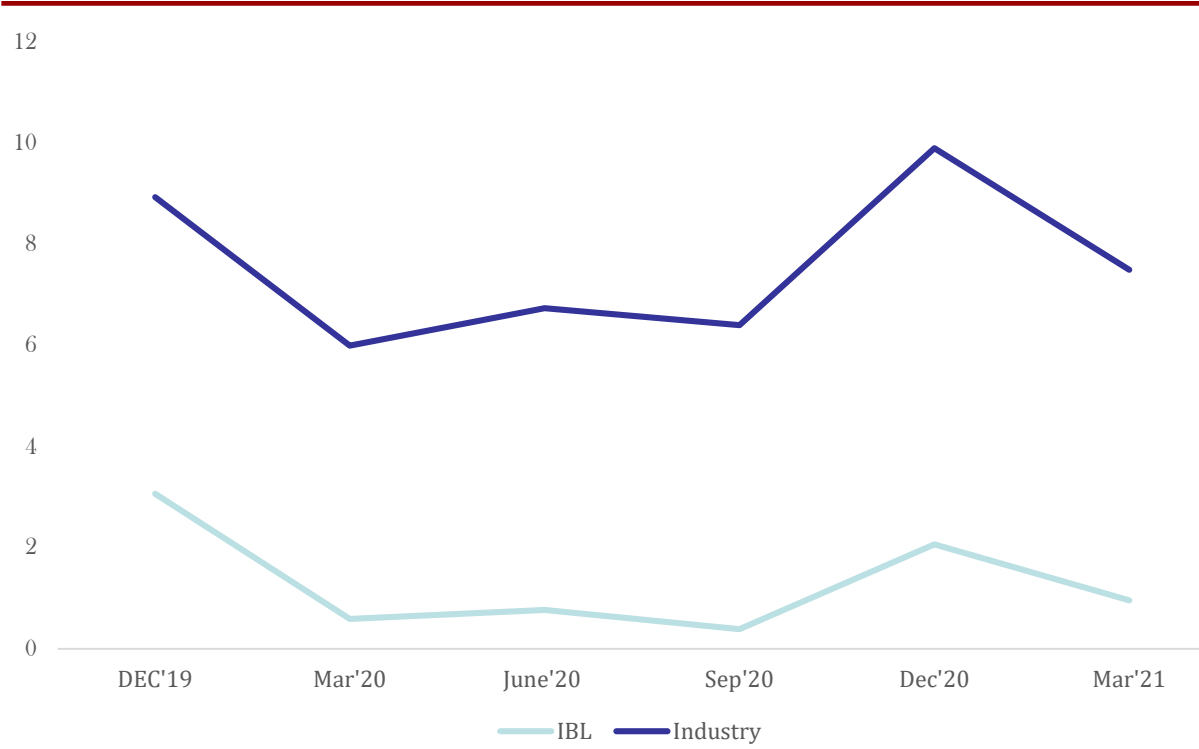
90+ Delinquency



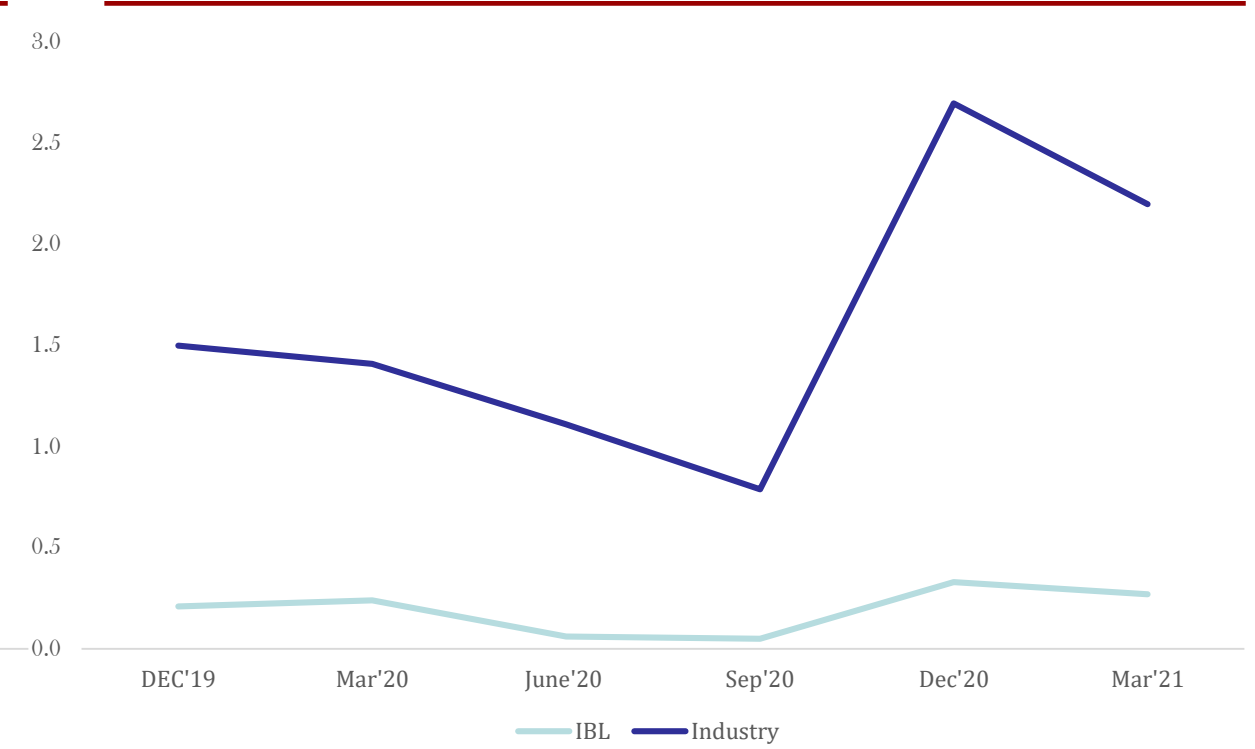
- **Strong portfolio performance (60+ and 90+ QoQ) compared to competition and market**

Used PV Portfolio – As per a Leading Bureau

60+ Delinquency



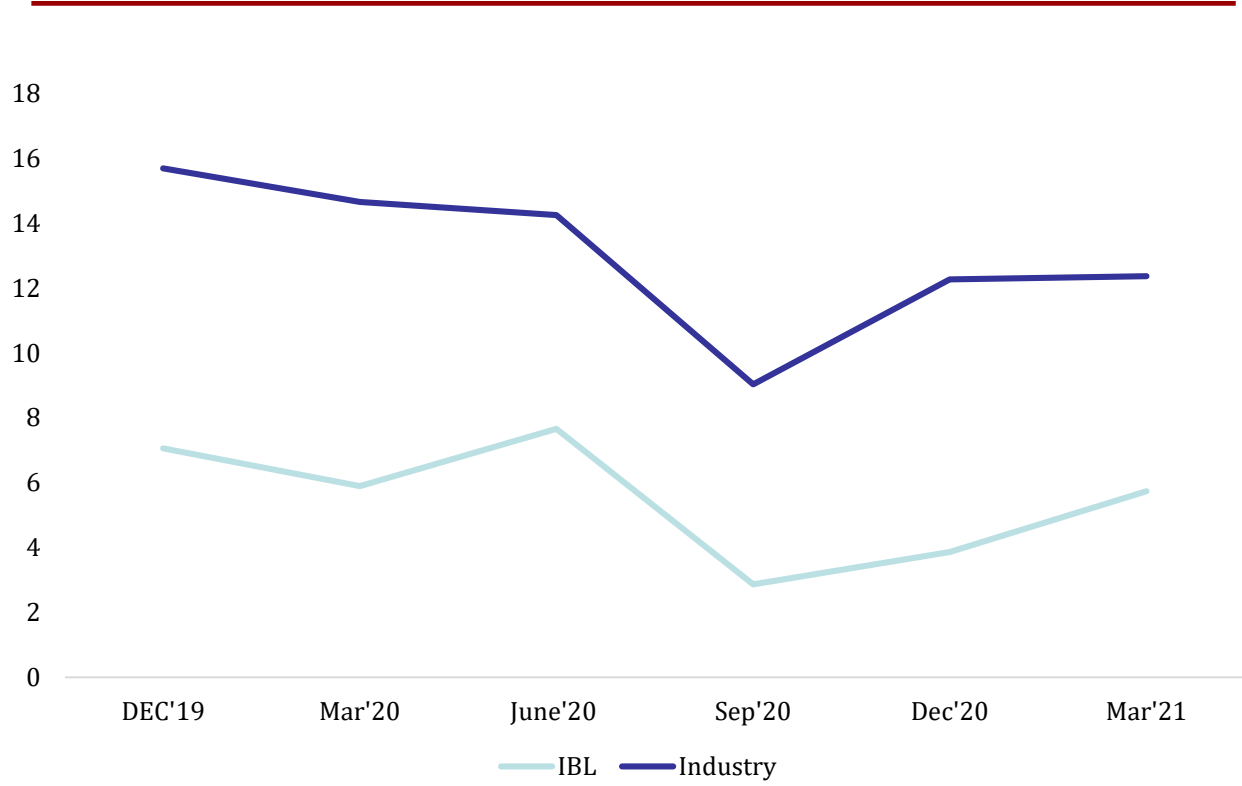
90+ Delinquency



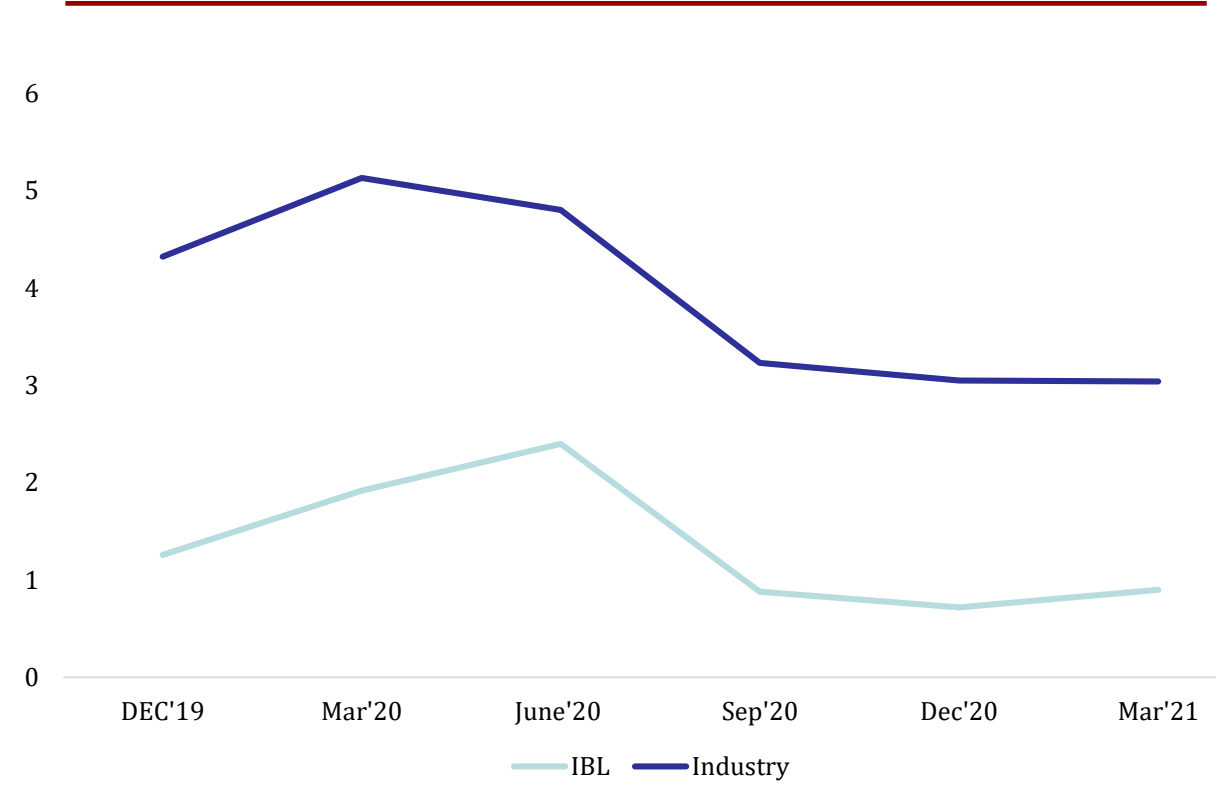
- **Strong portfolio performance (60+ and 90+ QoQ) compared to competition and market**

Tractor Portfolio – As per a Leading Bureau

60+ Delinquency



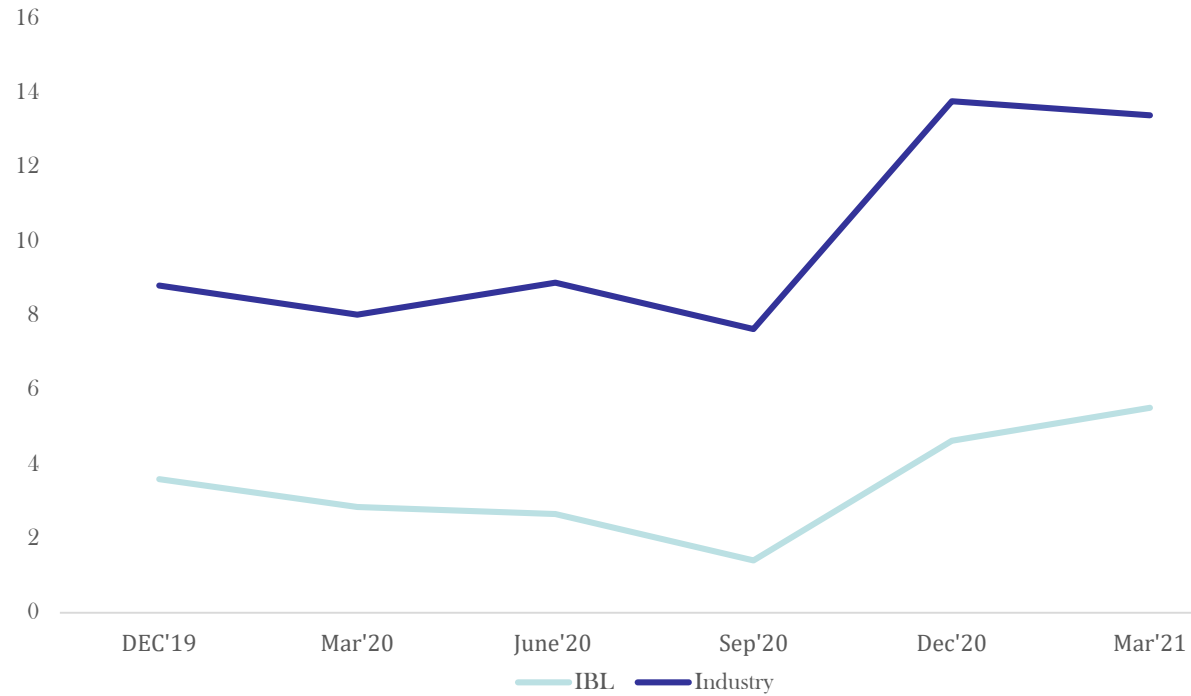
90+ Delinquency



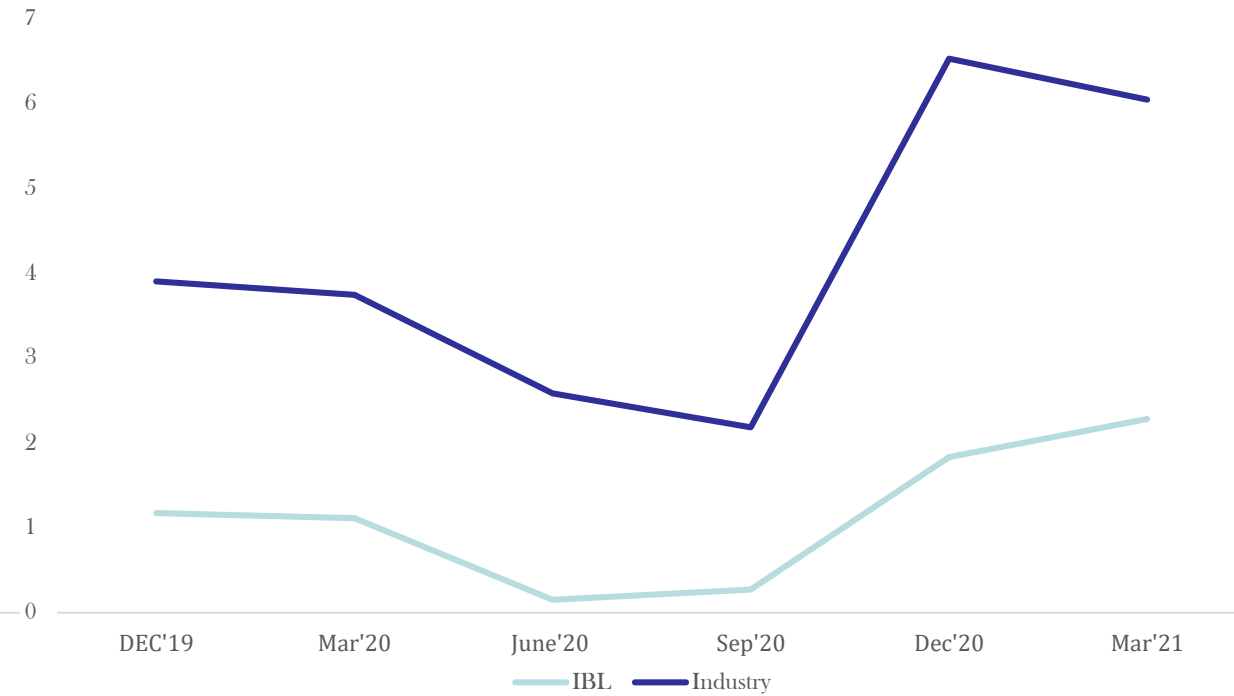
- **Strong portfolio performance (60+ and 90+ QoQ) compared to competition and market**

TW Portfolio – As per a Leading Bureau

60+ Delinquency



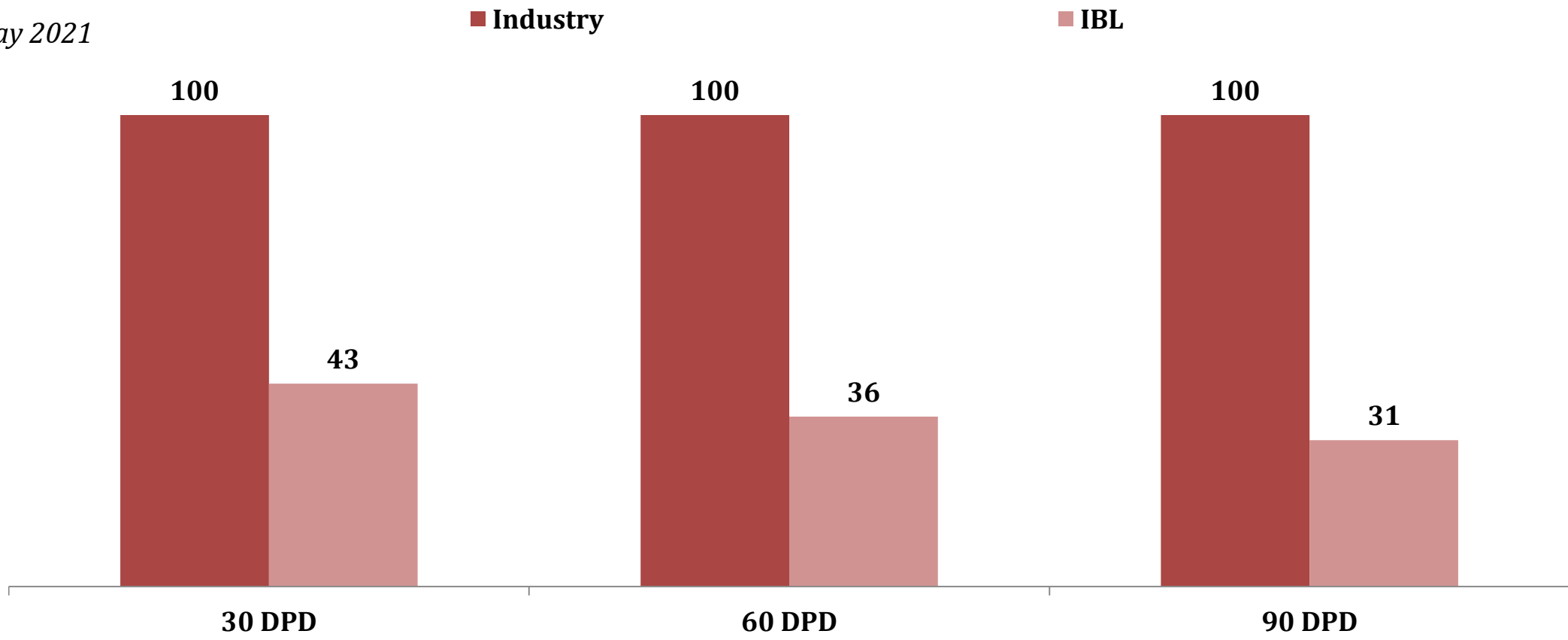
90+ Delinquency



- **Strong portfolio performance (60+ and 90+ QoQ) compared to competition and market**

Microfinance – As per a Leading Bureau

As of May 2021

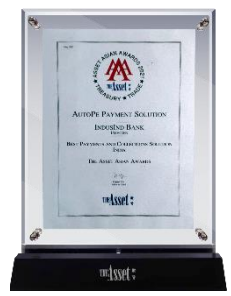


Accolades



IndusInd Bank is bestowed with the Asset Asian Triple Awards 2021

Treasury, Payment and Working Capital Category



Best in Treasury and Working Capital Public Sector India

Best Payment and Collection Solution India AutoPe Payment Solution

Best Payment and Collection Solution India Cashfree Payments India



Best Payment and Collection Solution India - Nupay



Best Payment and Collection Solution India - Maharashtra State Co-operative Cotton Growers Marketing Federation

Supply Chain Finance Category



Best Service Provider (India) Distribution Finance 3rd Year in row



Best Supply Chain Solution: India - Dell India



Best Supply Chain Solution: India - Haler Appliances (India) P. Ltd.



Best Supply Chain Solution: India - APL Apollo Tubes Ltd.



IndusInd Bank ranked 2nd in the Ashok Leyland Product Funding during the year 2020 at Annual Financier Award 2020 from Ashok Leyland



Thank You



IndusInd Bank

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