

January 27, 2022

BSE Limited,
1st Floor, Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400001
Script Code: 540065

National Stock Exchange of India Limited,
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra (E)
Mumbai -400051
Script Name: RBLBANK

Reg: Disclosure under relevant provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (“SEBI Listing Regulations”)

Further to our submission i.e. Outcome of Board Meeting dated January 27, 2022, please find enclosed the following:

1. Press Release on the unaudited standalone financial results of the Bank for the quarter and nine months ended December 31, 2021.
2. Investor Presentation for the quarter and nine months ended December 31, 2021.

Further, in compliance with the Regulation 46(2) of SEBI Listing Regulations, the information is being hosted on the Bank's Website at www.rblbank.com

Kindly take the same on record.

Thanking you,

Yours faithfully,

For **RBL Bank Limited**



Niti Arya
Company Secretary

Encl: As above

www.rblbank.com

RBL Bank Ltd.

Controlling Office : One World Centre, Tower 2B, 6th Floor, 841, Senapati Bapat Marg, Lower Parel, Mumbai - 400 013, Maharashtra, India | Tel: +91 22 43020600 | Fax: +91 22 43020520

Registered Office : 1st Lane, Shahupuri, Kolhapur - 416001, India | Tel.: +91 2316650214 | Fax : +91 2312657386

CIN : L65191PN1943PLC007308 . E-mail: customercare@rblbank.com

PRESS RELEASE

RBL BANK ANNOUNCES FINANCIAL RESULTS FOR THE QUARTER ENDED 31st DEC 2021

A TURNAROUND QUARTER IN PERFORMANCE

The Board of Directors of RBL Bank Limited approved the financial results for the quarter ended 31st Dec 2021 at its meeting held on Thursday, 27th Jan 2022.

Results Summary for Q3FY22

- **Healthy operating performance:**
 - Total Revenue grew 10% YOY to ₹1,630 crore
 - Net Interest Income grew 11% YOY to ₹1,010 crore; NIM at 4.3%
 - Other Income was ₹620 crore, up 8% YOY
 - Cost to Income was 61.3%
 - Operating profit was ₹631 crore
 - Net Profit was ₹156 crore vs. ₹ 31 crore in Q2FY22
- **CASA Continues Strong Growth:**
 - Total deposits grew 10% YOY to ₹73,639 crore
 - CASA grew 21% YOY to ₹25,318 crore. CASA ratio at 34.4% vs. 31.1% in Q3FY21
 - Retail Deposits (as per LCR definition) grew 14% YOY to ₹27,889 crore
- **Advances Growth:**
 - Advances book grew 3% YoY and 4% sequentially to ₹58,141 crore
 - Retail: Wholesale mix at 53:47
- **Well capitalized with sound liquidity:**
 - Overall capital adequacy at 16.6% with Common Equity Tier 1 ratio of 15.8%
 - Average Liquidity Coverage Ratio at 146%
- **Asset quality:**
 - Gross NPA ratio and Net NPA ratio at 4.84% and 1.85% vs. 5.40% and 2.14%, respectively in Q2FY22
 - Provision Coverage Ratio at 62.9% vs 61.7% in Q2FY22, up 1.28% QoQ
- **Network**
 - As of date, the Bank has 500 bank branches an increase of 55 branches from 30th September 2021
 - In addition, the Bank also has 1,424 business correspondent branches, of which 274 are banking outlets. RBL Finserve Limited (“RBL Finserve”), a 100% subsidiary of the Bank, accounts for 874 business correspondent branches

Key Financials:

₹ in crore	Q3 FY22	Q2 FY22	QoQ	Q3 FY21	YoY	9M FY22	9M FY21
Net Interest Income	1,010	915	10%	908	11%	2,895	2,882
Other Income	620	593	5%	576	8%	1,866	1,335
Net Total Income	1,630	1,508	8%	1,484	10%	4,761	4,217
Operating Profit	631	691	(9%)	801	(21%)	2,088	2,180
Provisions (other than tax)	424	651	(35%)	606	(30%)	2,460	1,601
Net profit (after tax)	156	31	407%	147	6%	(273)	432

₹ in crore	Dec 31, 2021	Sep 30, 2021	QoQ	Dec 31, 2020	YoY
Advances (Net)	58,141	56,009	4%	56,444	3%
Deposits	73,639	75,588	(3%)	67,184	10%
CASA	25,318	26,734	(5%)	20,867	21%
Investments (Net)	22,983	21,773	6%	24,939	(8%)

Key ratios:

Particulars (in %)	Q3 FY22	Q2 FY22	Q3 FY21	9M FY22	9M FY21
Net Interest Margin	4.34	4.06	4.19	4.25	4.53
Cost to Income	61.3	54.2	46.0	56.2	48.3
Return on Assets	0.61	0.12	0.62	(0.36)	0.62
Return on Equity	4.97	0.98	4.79	(2.89)	5.07
Gross NPA	4.84	5.40	1.84	4.84	1.84
Net NPA	1.85	2.14	0.71	1.85	0.71
Provision Coverage Ratio	78.6	76.6	86.4	78.6	86.4

Commenting on the performance, Mr. Rajeev Ahuja, MD&CEO (Interim), RBL Bank said “This has been a turnaround quarter as we have seen a sharp improvement in both profitability and asset quality. Our business and advances momentum are now firmly on a positive trajectory, and we expect this to continue with retail also returning to growth. As the stress from the pandemic abates and with the overall improvement in the economic environment, we are confident of continuing and improving this performance over the next fiscal. Today, we also reached the landmark of 500 bank branches, and we plan to continue to invest in expanding our physical and digital footprint.”

About RBL Bank

RBL Bank is one of India’s fastest growing private sector banks with an expanding presence across the country. The Bank offers specialized services under six business verticals namely: Corporate & Institutional Banking, Commercial Banking, Branch & Business Banking, Retail Assets and Treasury and Financial Markets Operations. It currently services over 10.66 million customers through a network of 500 branches; 1,424 business correspondent branches (of which 274 banking outlets) and 407 ATMs spread across 28 Indian states and Union Territories.

RBL Bank is listed on both NSE and BSE (RBLBANK). For further details, please visit www.rblbank.com

Ratings:

- ICRA AA- (Hyb) with a stable outlook for Basel III compliant Tier II subordinate debt program
- CARE AA- with a stable outlook for Basel III compliant Tier II subordinate debt program
- ICRA MAA with a stable outlook for Fixed (Medium Term) Deposits program
- ICRA A1+ for Fixed (Short Term) Deposits program
- ICRA A1+ for certificate of deposit program

Media Contact(s):

Abhijit Somvanshi	Saranya Shetty
Head – Marketing & Communications	VP – Marketing & Communications
RBL BANK	RBL BANK
T: +91 22-43020565 M: +91 9920915158	M: +91 9819460747
E: abhijit.somvanshi@rblbank.com	E: saranya.shetty@rblbank.com

Jyothi Goswami	Kejal Tolia
Group Head – Financial Services	Senior Account Manager- Financial Services
AdFactors PR	AdFactors PR
T: +91 22-67574325 M: +91 9987036388	T: +91 22-67574276 M: +91 9819710338
E: jyothi@adfactorspr.com	E: kejal.tolia@adfactorspr.com

₹1 crore = ₹10 million



Investor Presentation

Q3 FY 22

January 27, 2022



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ALL FIGURES IN THIS DOCUMENT ARE IN INR CRORE UNLESS MENTIONED OTHERWISE ; 1 CRORE = 10 MILLION

Glossary and Key Notes

AEPS	Aadhaar Enabled Payment System	INR	Indian Rupee
Agri	Agribusiness Banking	IPO	Initial Public Offering
API	Application Programming Interface	LAP	Loan Against Property
ARC	Asset Reconstruction Company	MF	Mutual Funds
ATM	Automated Teller Machine	Mn	Million
BC	Business Correspondent	MSME	Micro, Small and Medium Enterprises
BIL	Business Installment Loan	NABARD	National Bank for Agriculture and Rural Development
Bps	Basis Points	NFB	Non Fund Based
BVPS	Book Value Per Share	NIM	Net Interest Margin
C&IB	Corporate & Institutional Banking	NNPA	Net Non Performing Assets
CAGR	Compounded Annual Growth Rate	NPA	Non Performing Assets
CASA	Current Account and Savings Account	PCR	Provision Coverage Ratio
CB	Commercial Banking	PIL	Personal Installment Loan
CBDT	Central Board for Direct Taxes	Q1	3 month period ended June 30(April 1 - June 30)
CC	Credit Card	Q2	3 month period ended September 30(July 1 - September 30)
CEO	Chief Executive Officer	Q3	3 month period ended December 31(October 1 - December 31)
CET1	Core Equity Tier 1	Q4	3 month period ended March 31(January 1 - March 31)
Cr	Crore	QoQ	Quarter on Quarter
CRAR	Capital to Risk Weighted Assets Ratio	H1	6 month period ended September 30(April 1 - September 30)
CSR	Corporate Social Responsibility	9M	9 month period ended December 31(April 1 - December 31)
DB & FI	Development Banking & Financial Inclusion	RBI	Reserve Bank of India
FICC	Fixed Income, Currency and Commodity	RoA	Return on Assets
FPI	Foreign Portfolio Investor	RoE	Return on Equity
FY	12 month period ended March 31	RWA	Risk Weighted Assets
GNPA	Gross Non Performing Assets	SDR	Strategic Debt Restructuring
G-Sec	Government Securities	SLR	Statutory Liquidity Ratio
GST	Goods and Services Tax	UPI	Unified Payments Interface
HUF	Hindu Undivided Family	US	United States
IFI	Institutional Financial Inclusion	VCF	Venture Capital Funds
RBL Finserve	RBL Finserve Ltd.	YoY	Year on Year

Table of Contents

Topic	Page Number
Key Performance Highlights	5
Financial Performance	11
Distribution Network	29
Shareholding Pattern and Ratings	31
Micro-Banking and Retail Update	33
Credit Card Update	39
Payments Business Update	49
Annexures	53



Key Performance Highlights

Q3 FY22 Financial Highlights

- ▶ **QoQ Revenue growth of 8% aided by NII growth of 10%**
- ▶ **Net Profit at Rs. 156 crore for Q3 FY22 vs Rs. 31 crore for Q2FY22**
- ▶ **NIM at 4.3%, up 28 bps QoQ**
- ▶ **Wholesale Advances Grew 16% YoY; Retail : Wholesale mix at 53:47**
- ▶ **Deposit growth of 10% YoY to Rs. 73,639 crore; Average LCR at 146% for the quarter**
- ▶ **CASA growth of 21% YoY to Rs 25,318 crore; CASA Ratio at 34.4% vs. 31.1% in Q3FY21; Retail and Small business deposits ratio at 37.9%**
- ▶ **GNPA at 4.84% vs. 5.40% in Q2FY22, NNPA at 1.85% vs. 2.14% in Q2FY22**
- ▶ **PCR (incl tech w/off) sequentially increased by 202bps to 78.6% in Q3FY22 vs 76.6% in Q2FY22 ; PCR (excl. tech w/off) increased 128bps sequentially to 62.9%**
- ▶ **Total customer base of 10.66 million; addition of 0.68 million in the quarter**

Q3 FY22 Highlights Contd....

Strong Revenue Growth

- Total Revenue grew 10% YoY to 1630 crore
- Core Fee Income grew 24% YoY to Rs. 594 crore
- Operating profit at Rs. 631 crore

Deposits Stable

- Total Deposits grew 10% YoY
- CASA grew 21% YoY
- CASA ratio at 34.4%
- SA Deposits grew 19% YoY
- Retail Deposits (as per LCR definition) grew 14% Yoy to 37.9%

Healthy Capitalisation and Liquidity Levels

- CRAR improved 30bps QoQ, at 16.6% and CET 1 to 15.8%
- RWA/Total assets stable at 75.1%
- LCR at 146% for the quarter

Asset Quality

- GNPA reduced 56bps sequentially to 4.84%; NNPA down to 1.85%
- Gross Slippages down 37% QoQ to Rs. 766 crore vs Rs. 1,217 crore for Q2FY22
- PCR (incl tech w/off) sequentially increased by 202bps to 78.61%
- Net Restructured Advances to Net Advances down 35bps QoQ to 3.00%

Continued Increase in customer base and distribution network

- Customer base increased by 0.68 million QoQ, to 10.66 million
- Distribution network of 463 branches, 407 ATMs and 1424 BC branches

Digital Business Update

- Acquiring Merchant onboarding increased by 14% QoQ
- Coverage of 25.89 lakhs Merchants

Q3 FY22 Highlights

— YoY Growth —

Net interest Income

Rs. 1,010cr

11%

Core Fee Income

Rs. 594cr

24%

Net Total Income

Rs. 1,630cr

10%

Operating Profit

Rs. 631cr

(21%)

Net Profit / (Loss)

Rs. 156cr

6%

Q3 FY22 Highlights Contd....

— YoY Growth —

— QoQ Growth —

Advances

Rs. 58,141cr

3%

4%

**Wholesale
Advances**

Rs. 27,241cr

16%

8%

**Retail
Advances**

Rs. 30,900cr

(6%)

0%

Deposits

Rs. 73,639cr

10%

(3%)

CASA

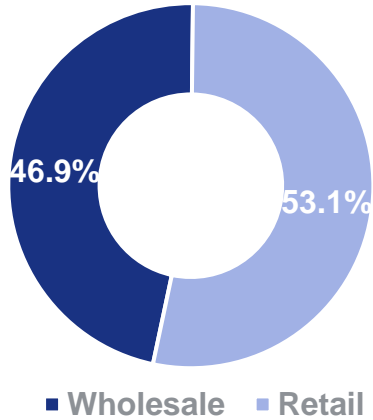
Rs. 25,318cr

21%

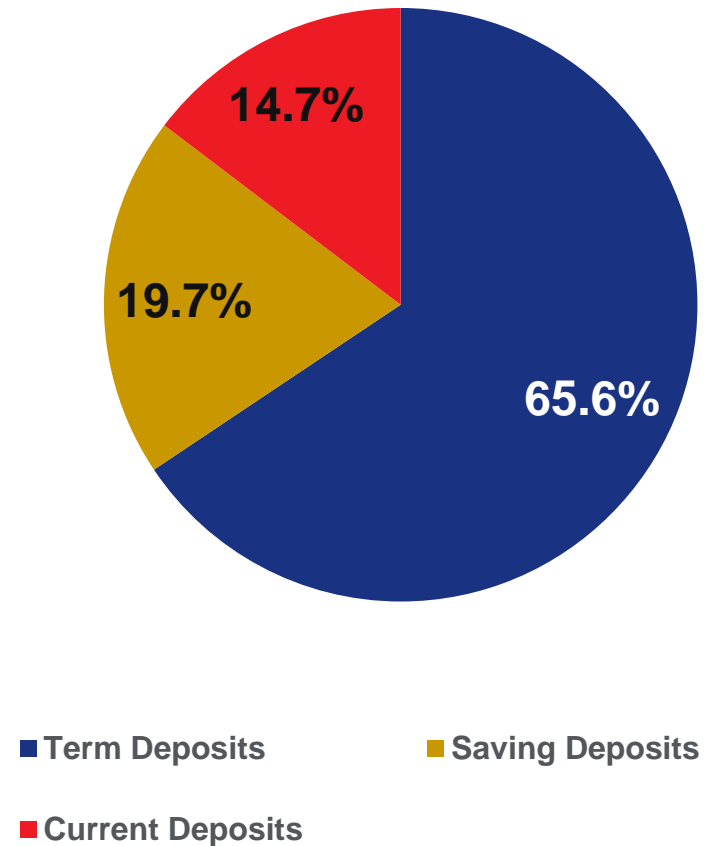
(5%)

Key Indicators – Business Breakup

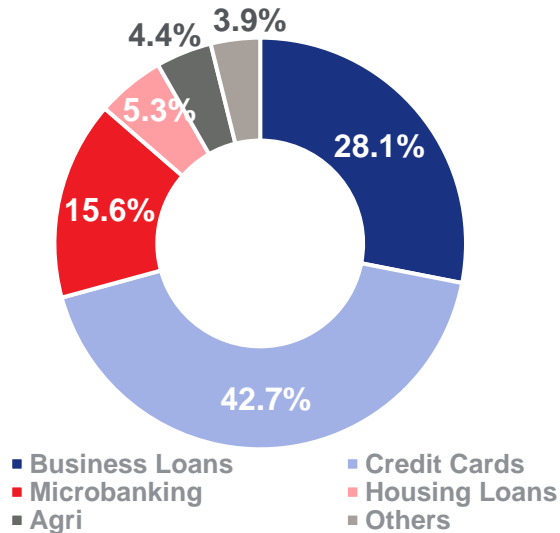
Advances by Segment (%)



Deposit Breakup (%)



Retail Advances Breakup (%)





Financial Performance

Total Income and NIMs Improve QoQ

Parameter	Q3 FY22	Q2 FY22	QoQ	Q3 FY21	YoY	9M FY22	9M FY21
Net Interest Income	1,010	915	10%	908	11%	2,895	2,882
Other Income	620	593	5%	576	8%	1,866	1,335
Net Total Income	1,630	1,508	8%	1,484	10%	4,761	4,217
Operating Profit	631	691	(9%)	801	(21%)	2,088	2,180
Provisions (Other than Tax)	424	651	(35%)	606	(30%)	2,460	1,601
Net Profit / (Loss)	156	31	407%	147	6%	(273)	432

Parameter	Q3 FY22	Q2 FY22	Q3 FY21	9M FY22	9M FY21
Other Income/Total Income	38.0%	39.3%	38.8%	39.2%	31.7%
Cost/Income	61.3%	54.2%	46.0%	56.2%	48.3%
Net Interest Margin	4.3%	4.1%	4.2%	4.3%	4.5%
Credit Cost/Advances (bps)*	73	118	112	444	297
RoA	0.61%	0.12%	0.62%	(0.36%)	0.62%
RoE	4.97%	0.98%	4.79%	(2.89%)	5.07%

• Not Annualized

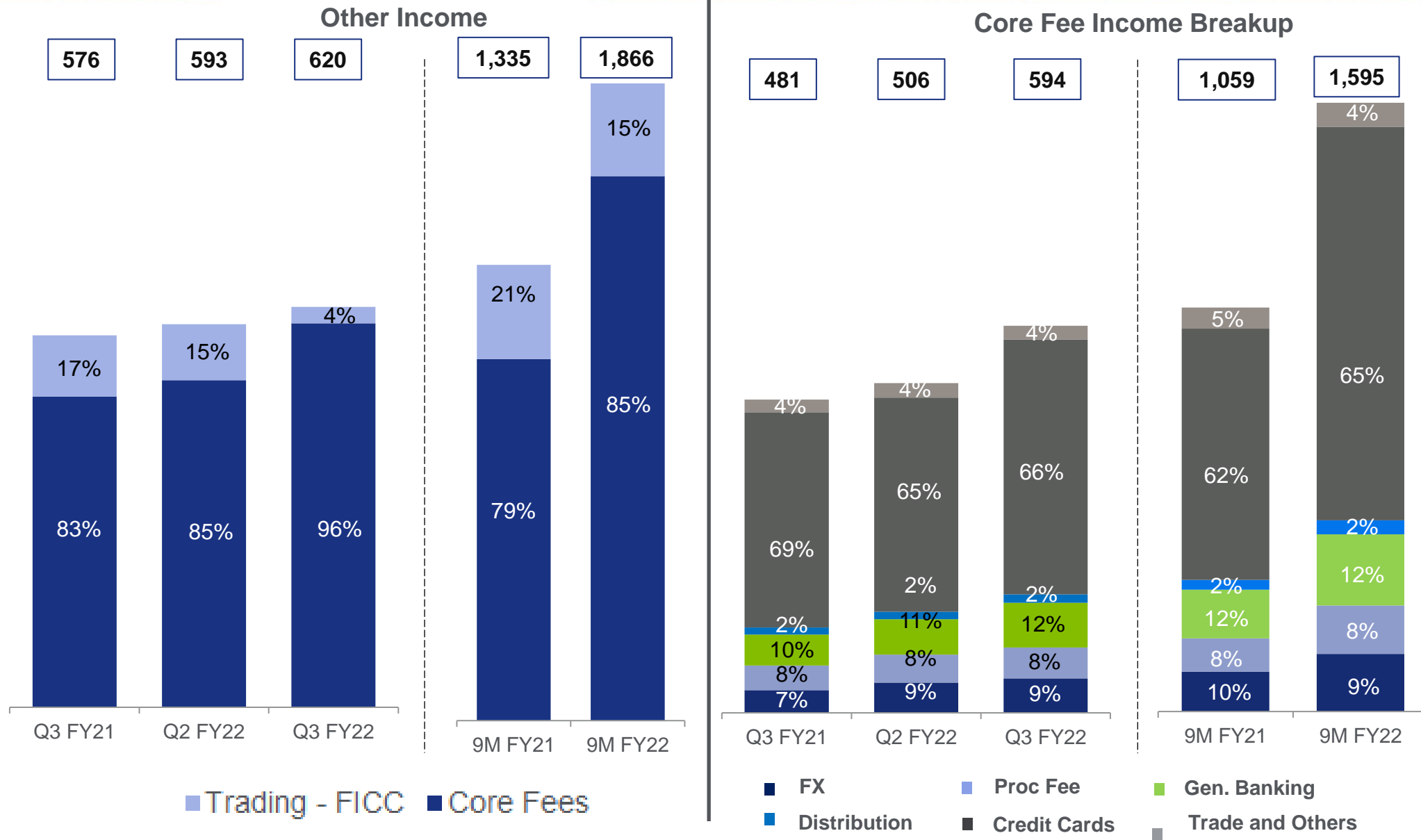
Balance Sheet Parameters

Parameter	Dec 31,2021	Dec 31,2020	YoY
Advances	58,141	56,444	3%
Deposits	73,639	67,184	10%
Investments	22,983	24,939	(8%)

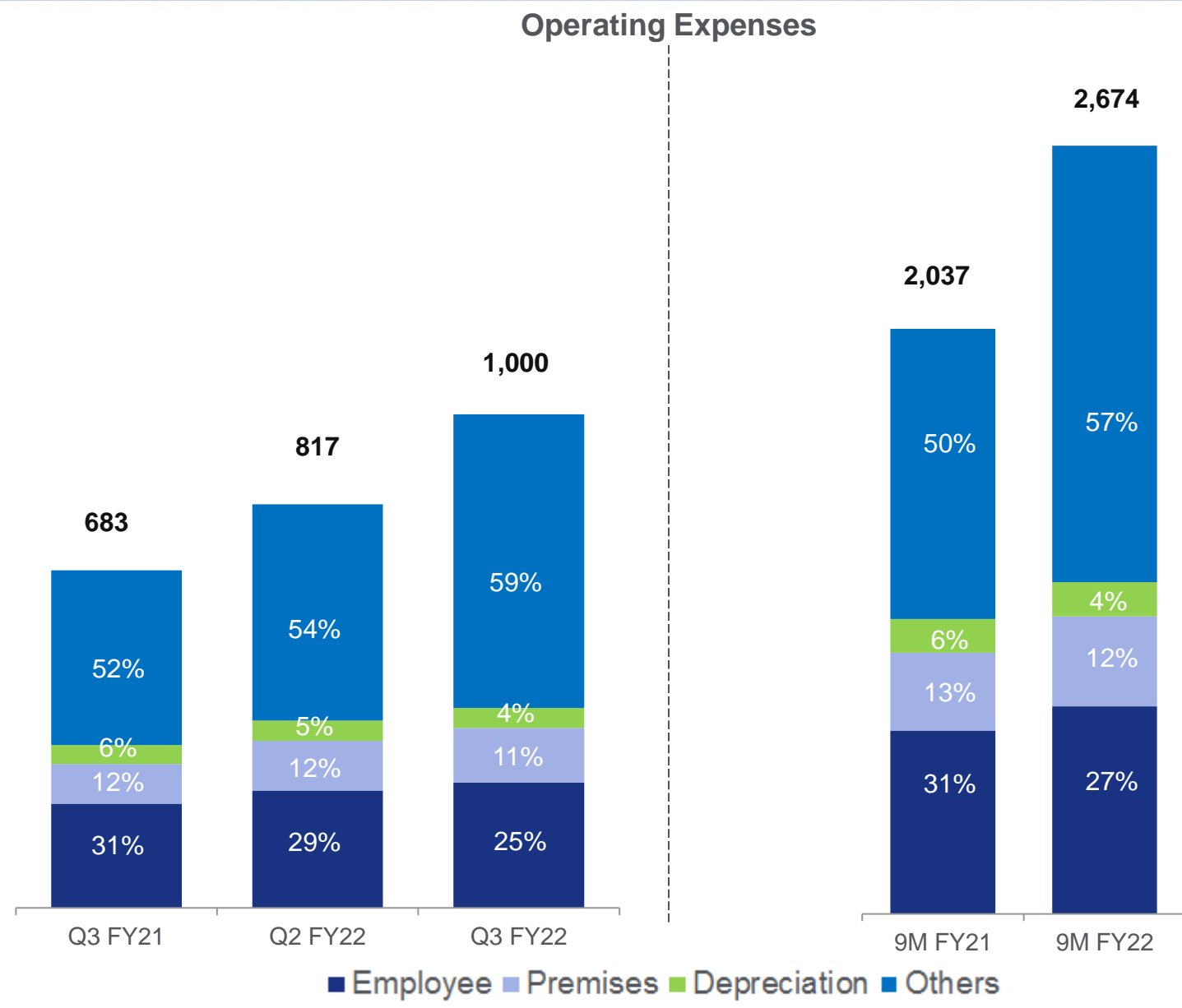
Parameter	Dec 31,2021	Sep 30,2021	Dec 31,2020
CASA	34.4%	35.4%	31.1%
GNPA	4.84%	5.40%	1.84%
NNPA	1.85%	2.14%	0.71%
PCR (incl. Technical Write-offs)	78.6%	76.6%	86.4%
PCR (excl. Technical Write-offs)	62.9%	61.7%	61.7%
CRAR*	16.6%	16.3%	17.9%

- CRAR for interim financial periods has been computed after including interim results for better comparison

Core Fee Income Trending Up QoQ

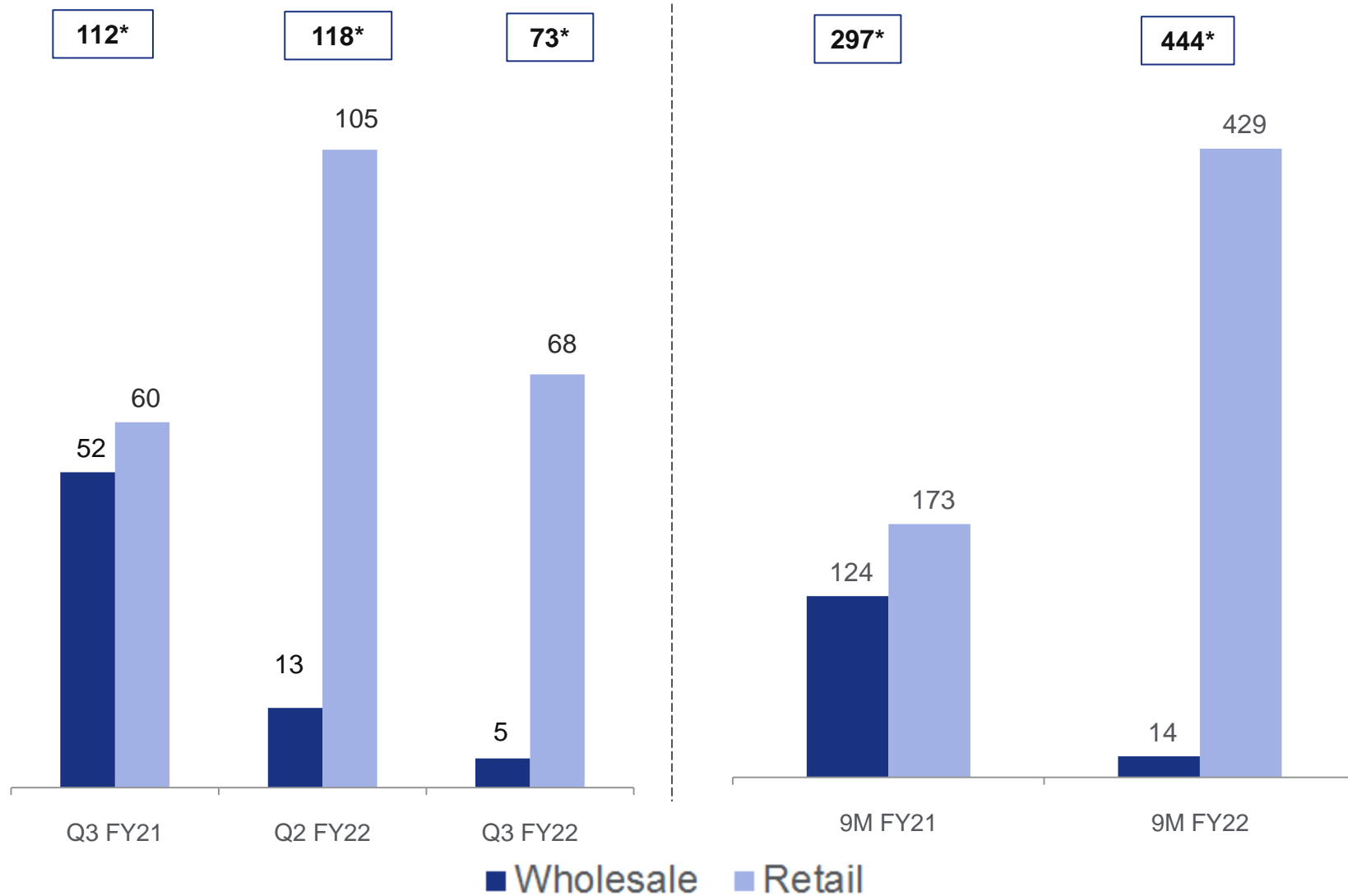


Operating Costs Increase QoQ Driven By Business Volume Growth



Credit Costs Lower QoQ as Slippages on Downward Trend

Net Credit Cost by Business (bps)

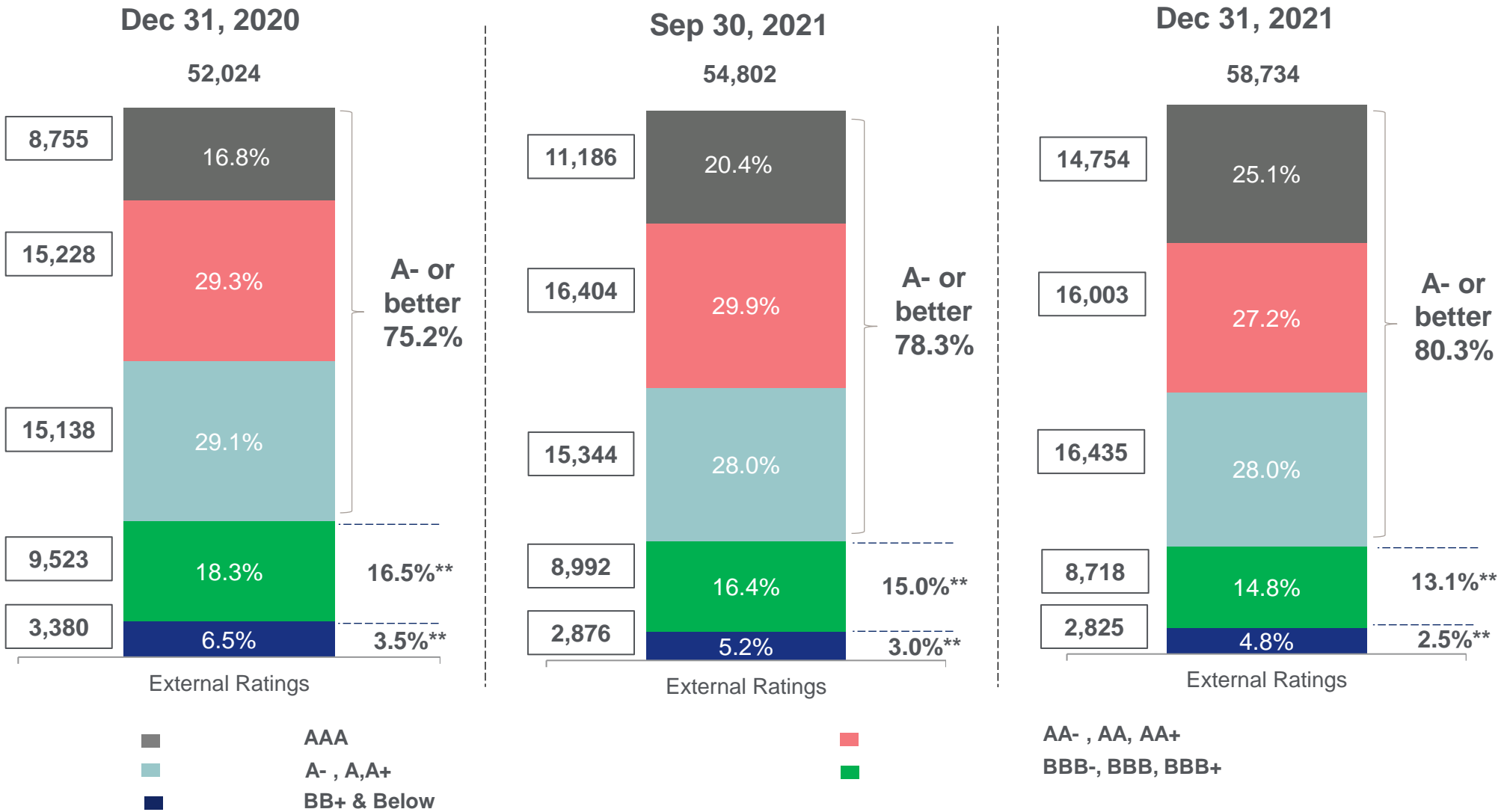


* Not Annualized for the bank or at individual segment level for the quarter

Advances Mix; Wholesale Drives YoY Growth

	Dec 31,2021	Dec 31,2020	YoY	Yield 9M FY22	Proportion
C&IB	20,901	17,812	17%	6.5% (7.9%)	47%
CB	6,340	5,694	11%		
Wholesale	27,241	23,506	16%		
<i>Business Loans</i>	<i>8,676</i>	<i>10,852</i>	<i>(20%)</i>	14.9% (15.6%)	53%
<i>Credit Cards</i>	<i>13,189</i>	<i>12,172</i>	<i>8%</i>		
<i>Micro-Banking</i>	<i>4,827</i>	<i>6,725</i>	<i>(28%)</i>		
<i>Housing Loans</i>	<i>1,651</i>	<i>607</i>	<i>172%</i>		
<i>Retail Agri</i>	<i>1,360</i>	<i>1,121</i>	<i>21%</i>		
<i>Others</i>	<i>1,197</i>	<i>1,461</i>	<i>(18%)</i>		
Retail	30,900	32,938	(6%)		
Total	58,141	56,444	3%	9M FY21 yields in brackets	

Borrowers' External Rating Profile* – Consistently Moving Up the Risk Curve



*Based on standard exposures; Unrated external ratings are mapped basis internal ratings

** Based on facility ratings

Exposure in Rs. crore

Diversified Industry Mix – Continued Low Industry Concentration

Top 10 Industry*

Industry	Outstanding FB+NFB Exposure	FB-NFB Split	% of Outstanding FB+NFB Exposure
NBFC (ex. HFC & DFI)	4,575	100:0	6.1%
Power	3,254	47:53	4.3%
Construction	2,574	32:68	3.4%
Retail/ Distribution	2,488	66:34	3.3%
HFC	2,325	100:0	3.1%
Real Estate	1,607	87:13	2.1%
Oil and Gas	1,606	2:98	2.1%
Metals	1,513	68:32	2.0%
Engineering	1,493	45:55	2.0%
Pharma	1,491	73:27	2.0%

* As of Dec 31, 2021 based on actual outstanding

Non Fund Based Book

Particulars	Dec 31, 2021	Dec 31, 2020	Sep 30, 2021
Guarantees	10,217	10,859	10,222
Letter of Credit, Acceptances, Endorsements and other Obligations	5,505	4,185	5,308

Asset Quality Snapshot

	Quarter Ended				
	Dec 31, 2021	Sep 30, 2021	June 30, 2021	March 31, 2021	Dec 31, 2020 (Proforma)
Movement of Gross NPAs					
Opening Balance	3,131	2,911	2,602	2,610	2,001
(+) Additions during the period	766	1,217	1,342	1,439	1,470
(-) Upgrade	181	180	157	322	5
(-) Recoveries	271	290	116	454	78
(-) Write Offs	542	527	759	671	779
Closing Balance	2,902	3,131	2,911	2,602	2,610
Gross NPA (%)	4.84%	5.40%	4.99%	4.34%	4.57%
Net NPA	1,076	1,200	1,137	1,241	1,408
Net NPA (%)	1.85%	2.14%	2.01%	2.12%	2.52%
PCR incl. Technical Write Offs (%)	78.6%	76.6%	76.3%	72.2%	68.8%
PCR excl. Technical Write Offs (%)	62.9%	61.7%	60.9%	52.3%	46.1%
Slippage Ratio	1.37%	2.15%	2.29%	2.57%	2.62%
Net Restructured %	3.00%	3.35%	1.80%	1.41%	0.91%

• Net Security Receipts as a percentage of total advances at 0.28%

Asset Quality –NPA Position Improves QoQ

Gross NPA by business segment

Business segment	Dec 31, 2021	Sep 30, 2021	June 30, 2021	Mar 31, 2021	Dec 31, 2020 (Proforma)
Wholesale	1,010	1,085	1,070	1,109	1,000
Retail	1,892	2,046	1,841	1,493	1,610
Business Loans	353	363	472	285	516
Credit Cards	388	574	520	702	692
Micro-Banking	895	839	584	267	181
Retail Agri	158	157	140	127	134
Others	98	114	124	112	88
Total	2,902	3,131	2,911	2,601	2,610

Net NPA by business segment

Business segment	Dec 31, 2021	Sep 30, 2021	June 30, 2021	Mar 31, 2021	Dec 31, 2020 (Proforma)
Wholesale	370	451	509	545	428
Retail	706	749	628	696	980
Business Loans	197	207	259	165	417
Credit Cards	150	239	128	254	281
Micro-Banking	225	162	98	133	123
Retail Agri	93	95	94	86	96
Others	40	47	50	58	63
Total	1,076	1,200	1,137	1,241	1,408

Restructured Loans & Loan Related Provisions on 31st Dec 2021

Restructured Loans by business segment

Business segment	Gross	Net
Wholesale	391	325
Retail	1,607	1,421
Business Loans	1,185	1,062
Credit Cards	91	81
Micro-Banking	332	278
Total	1,998	1,746

- **Specific provision of Rs. 1,826 crore (towards PCR)**
- **Restructured provision of Rs. 269 crore (outside PCR)**
- **Additional Covid Provision of Rs. 134 crore (outside PCR)**
- **Standard provision of Rs. 296 crore (outside PCR)**
- **Provision Coverage Ratio excl. Technical write offs of 62.9%**

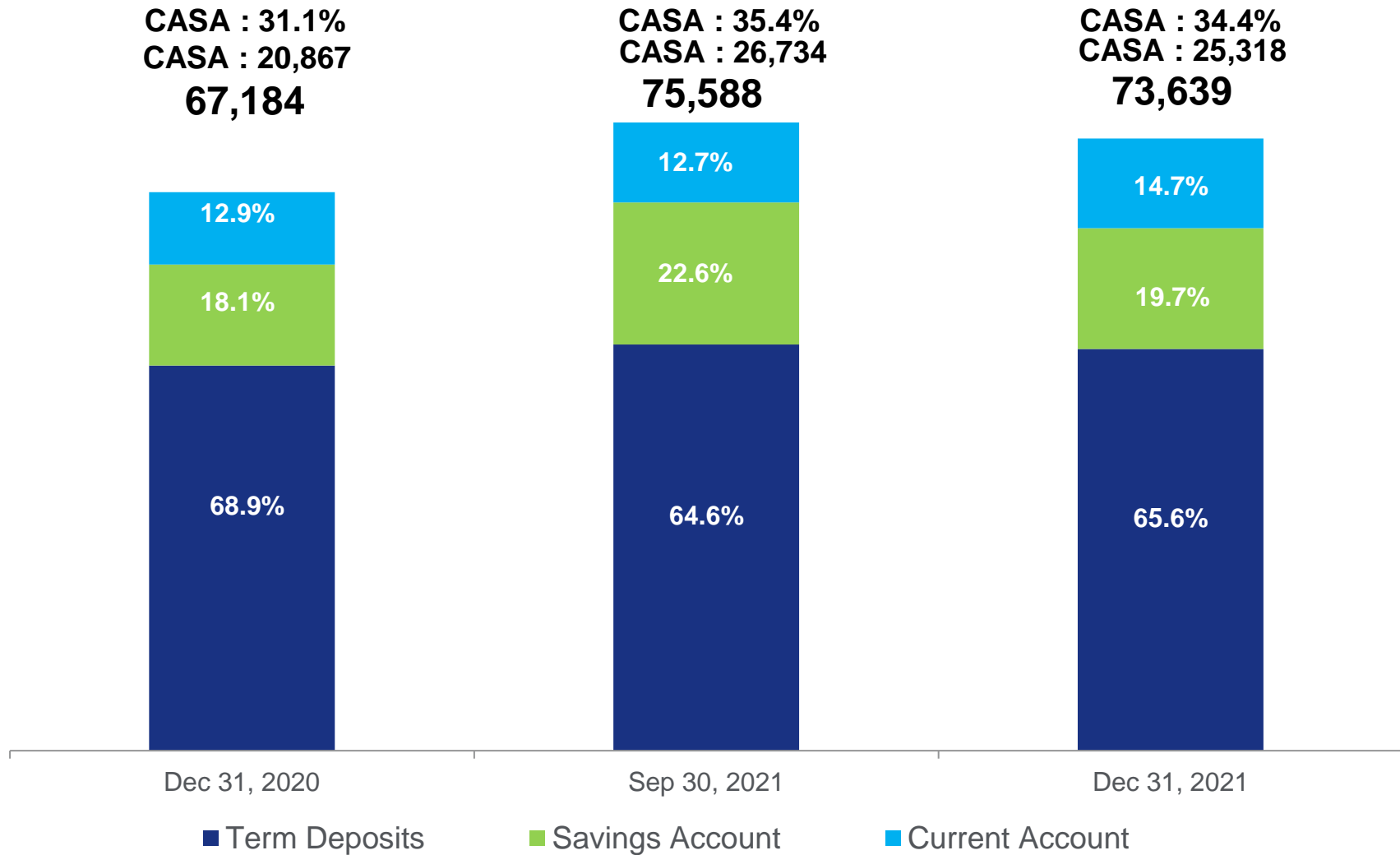
Capital Adequacy – Well Capitalized

Particulars	Dec 31, 2021	Dec 31, 2020	Sep 30, 2021
Tier 1 Capital Funds*	12,060	12,266	11,895
Tier 2 Capital Funds	623	611	610
Total Capital Funds*	12,683	12,877	12,504
Total RWA	76,510	71,818	76,564
Tier 1 CRAR*	15.8%	17.1%	15.5%
Total CRAR*	16.6%	17.9%	16.3%
RWA/Total Assets	75.1%	74.5%	73.3%

• Tier 1 and Total Capital Funds for interim financial periods has been computed after including interim results for better comparison

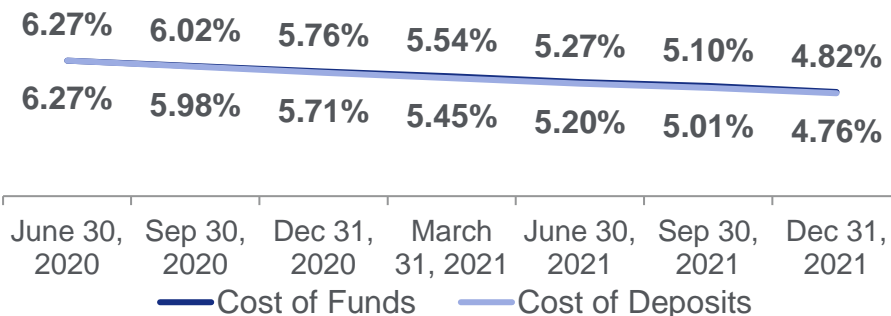
CASA & Total Deposits - Healthy Growth YoY

21% YoY growth in CASA ; Total deposits grew by 10% YoY

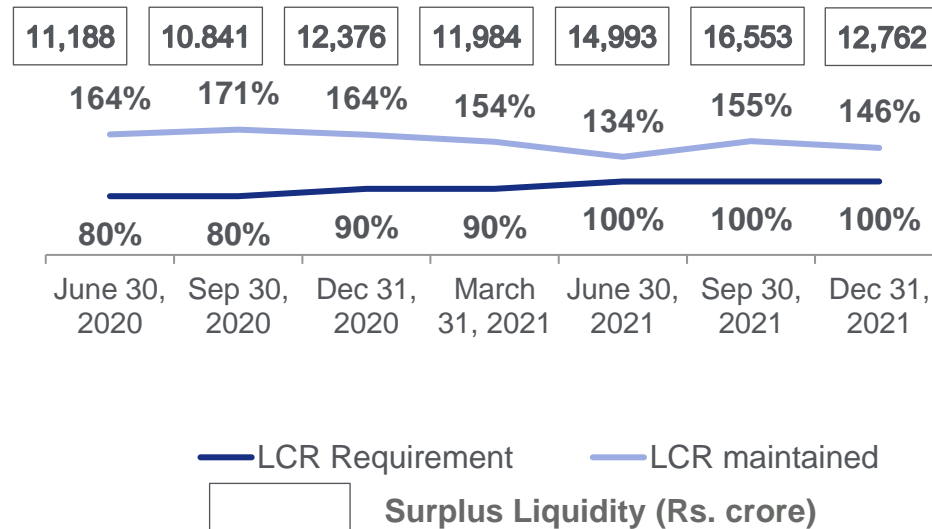


Deposits, Liquidity and Cost Trends

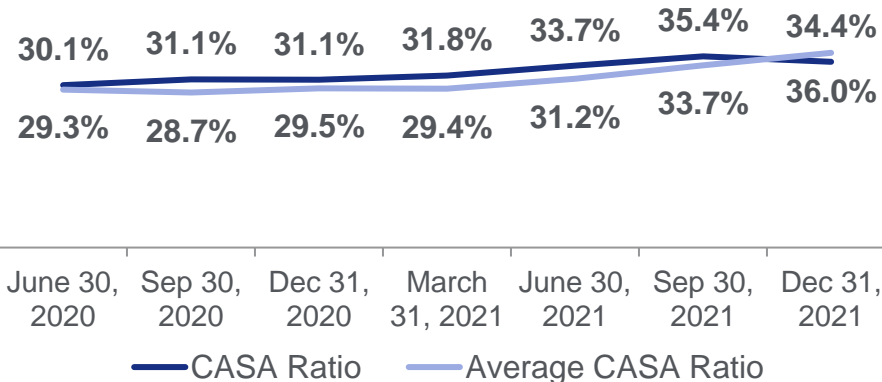
Declining Cost of Funds and Cost of Deposits



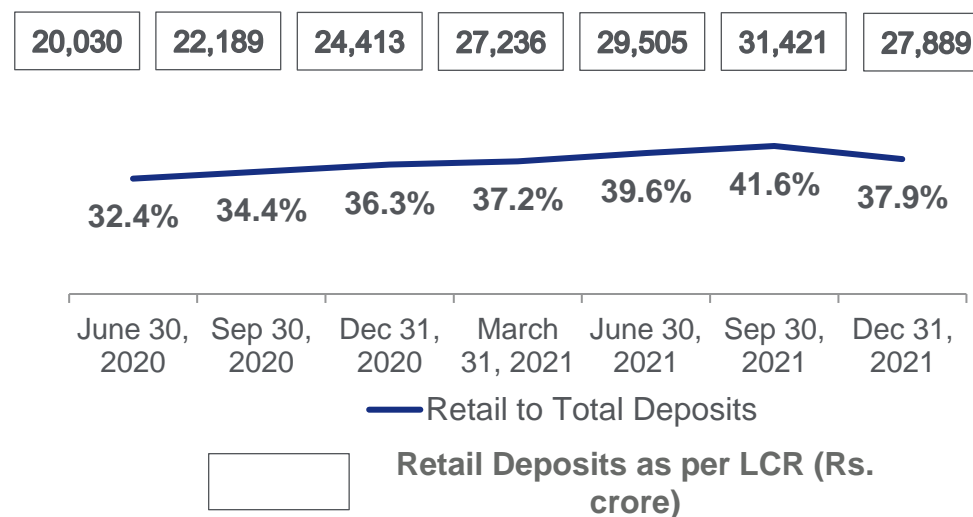
Surplus Liquidity Position



CASA Ratios

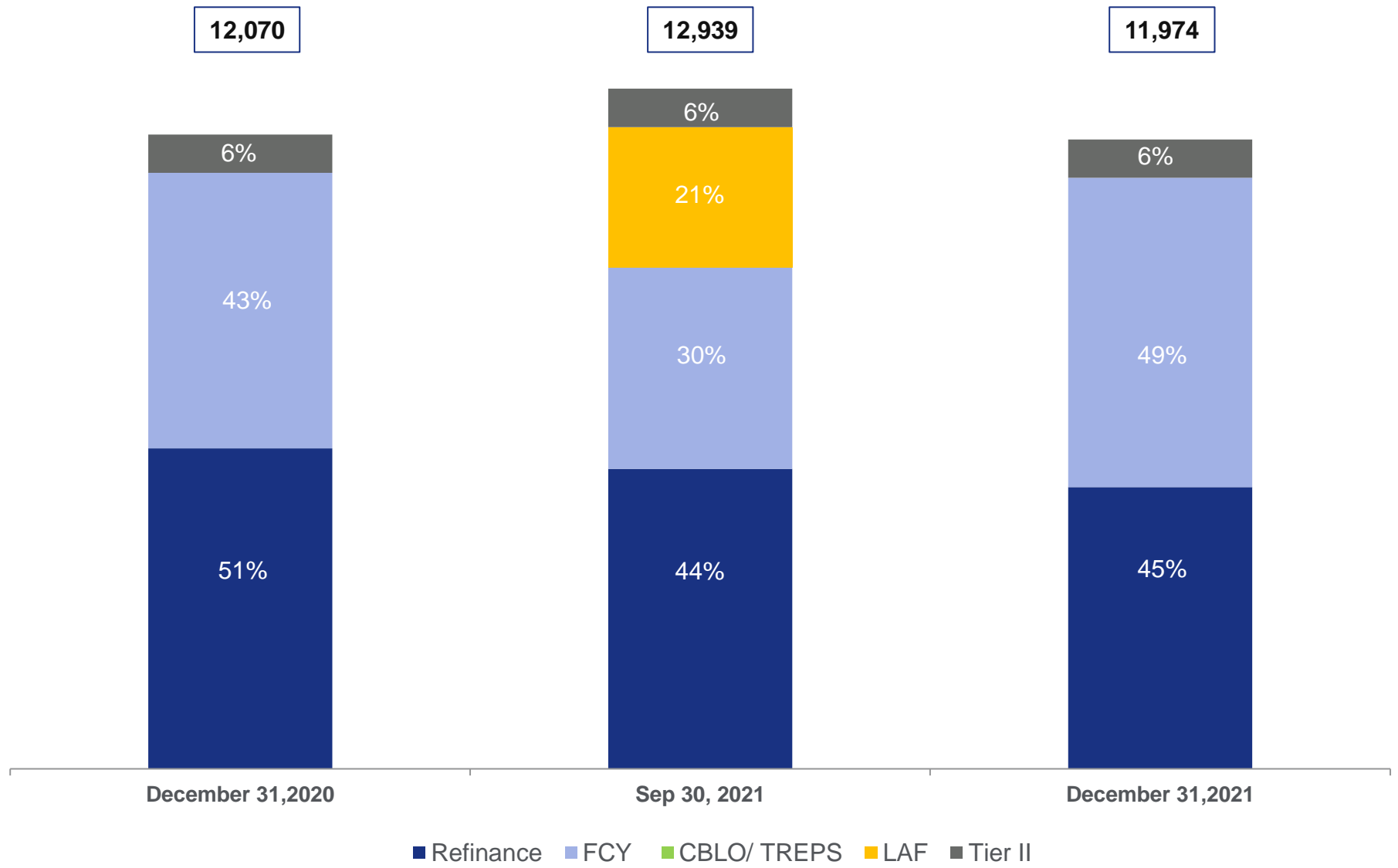


Share of Retail Deposits



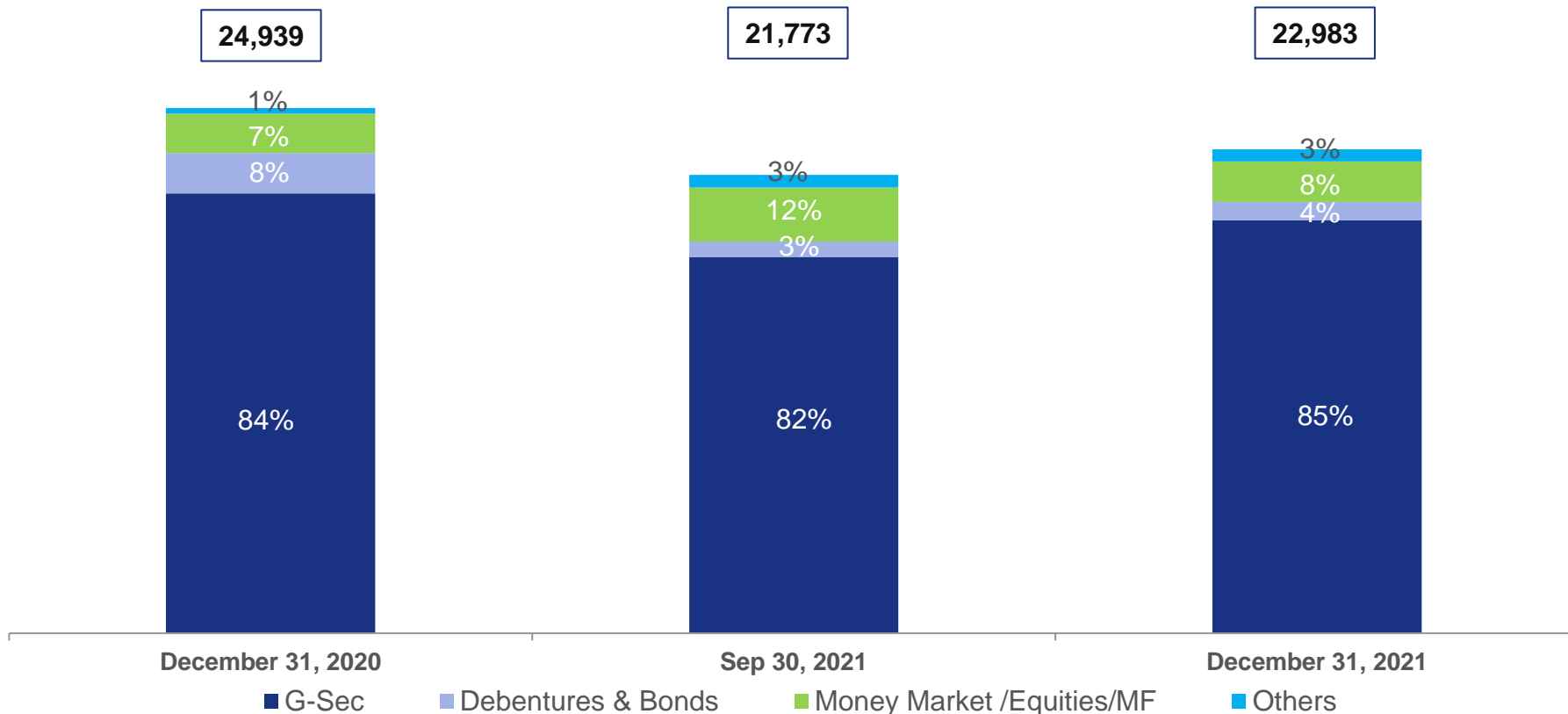
Borrowing Lower QoQ

Borrowing Breakup



Investment Book Higher QoQ

Investment Breakup



Yield (incl. RIDF)

Yield	Q3 FY22	Q2 FY22	Q3 FY21	9M FY22	9M FY21
Total Investments	5.3%	5.3%	6.0%	5.3%	6.5%
SLR	6.1%	6.0%	6.3%	6.1%	6.7%
Non SLR	4.1%	4.2%	6.5%	4.2%	7.5%

Cost of Deposits/ Cost of Funds Trending Lower QoQ

	Q1 20	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22
Yield on Advances	12.0%	12.1%	12.3%	12.5%	13.0%	12.3%	11.5%	11.2%	11.6%	11.3%	11.3%
Cost of Funds	7.0%	6.9%	6.8%	6.5%	6.3%	6.0%	5.8%	5.5%	5.3%	5.1%	4.8%
Cost of Deposits	7.0%	6.9%	6.7%	6.4%	6.3%	6.0%	5.7%	5.5%	5.2%	5.0%	4.8%



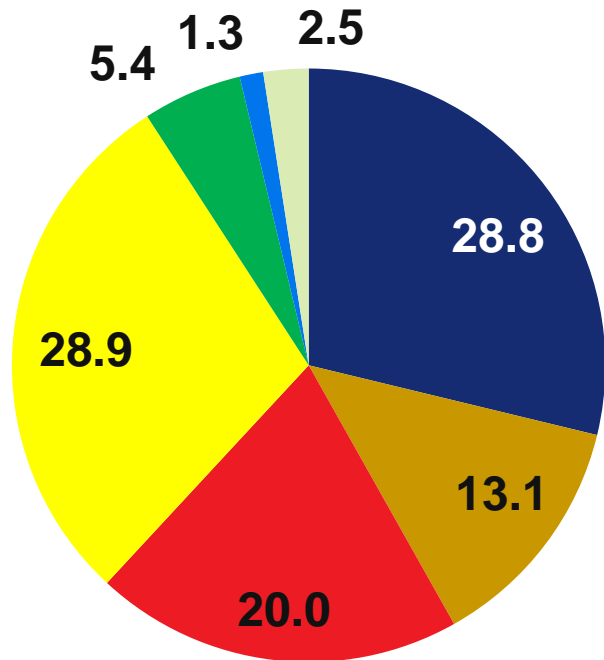
Distribution Network



Shareholding Pattern & Ratings

Diversified Shareholding & Strong Rating Profile

— Shareholding by category (%) —



- Individual/HUFs
- Foreign Corporates
- VCF/MF/Pension Funds/Insurance
- FPI
- Body Corporates
- NRIs
- Others

Total Foreign holding – 43.3%.
Approved limit – 74%

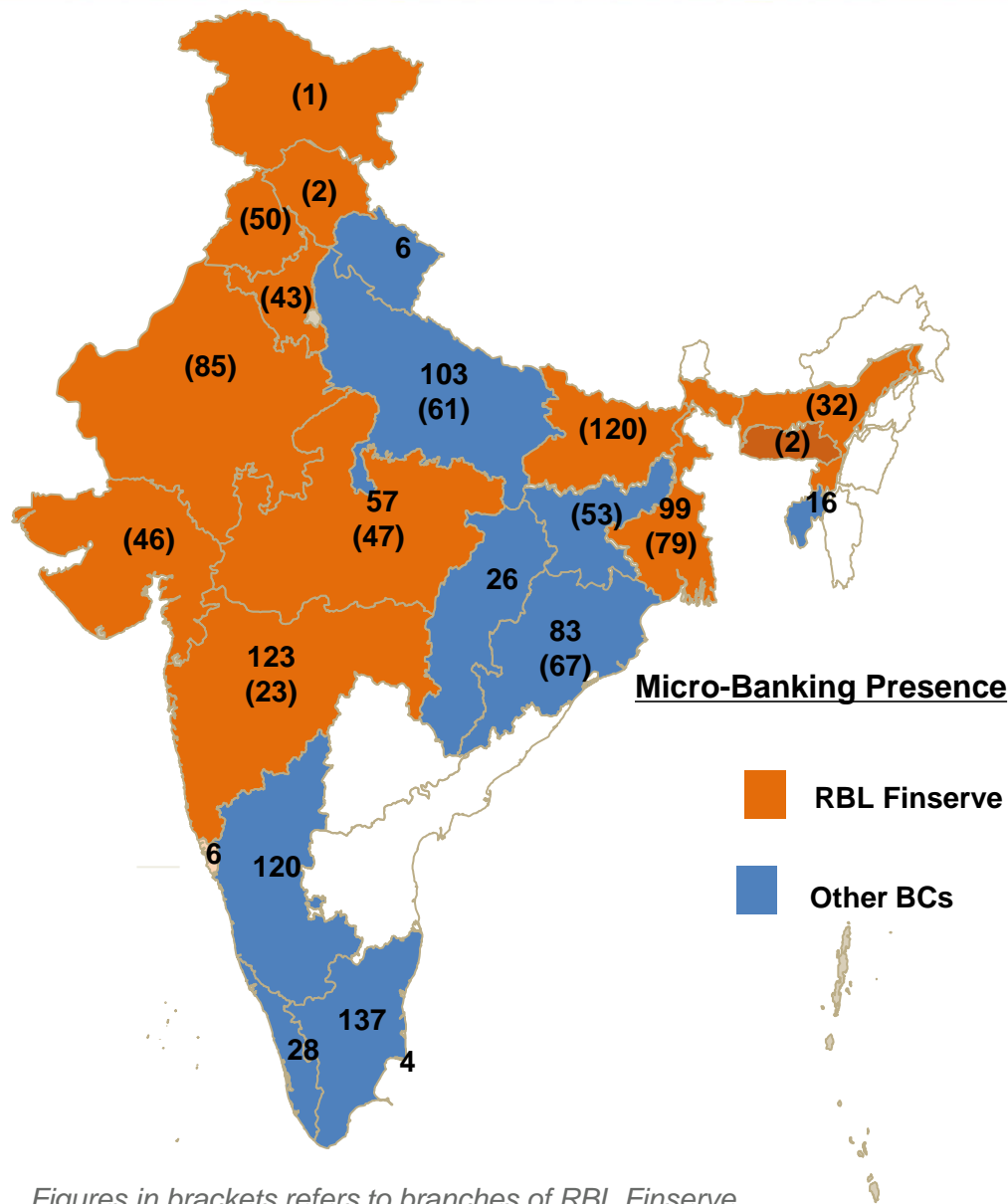
Ratings

Instrument	Rating
Basel III compliant Tier II bonds	ICRA AA- hyb (Stable) (Re-affirmed dated Feb 22, 2021)
	CARE AA- (Stable) (Re-affirmed dated Oct 6, 2021)
Certificate of Deposits	ICRA A1+ (Re-affirmed dated Feb 22, 2021)
Medium term fixed deposit programme	ICRA MAA (Stable) (Re-affirmed dated Feb 22, 2021)
Short term fixed deposit programme	ICRA A1+ (Re-affirmed dated Feb 22, 2021)



Micro-Banking and Retail Update

Micro-Banking Distribution Network



Figures in brackets refers to branches of RBL Finserve

BC Branches Opened in Q3-FY-22 : 16

State & District Presence:

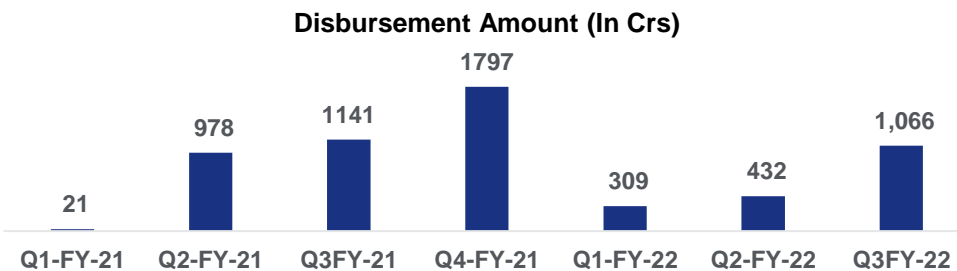
- 21 States and 2 Union Territory
 - New Union Territory Added: Jammu & Kashmir
- 411 Districts

Branches :

- Micro-Banking Branches : 1,242
 - RBL Finserve Branches: 711
- Banking Outlets: 274

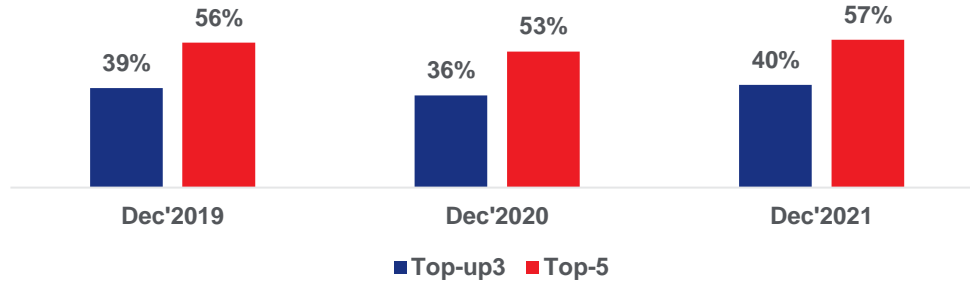
Disbursement Update:

- 1066 Cr Disbursement in Q3-FY22 vs 432 in Q2FY22

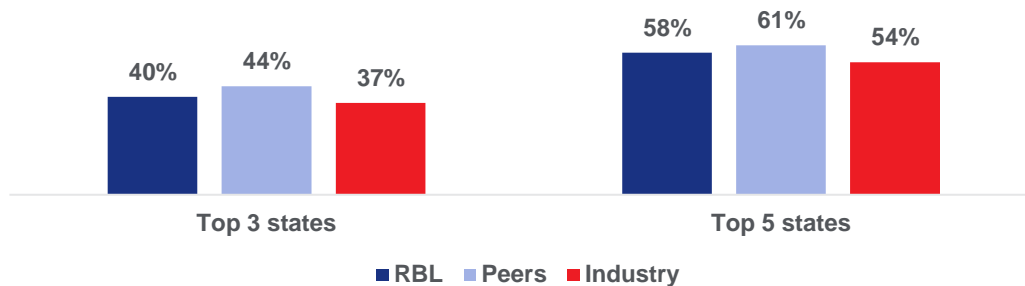


Micro-Banking - Portfolio Concentration

Top-3 & Top-5 Portfolio Contribution



Industry Comparison-Top3& Top5 State Concentration



State Name	% of Portfolio Dec'21	% of Portfolio Mar'21	% of Portfolio Dec'20	% of Portfolio Mar'20
Bihar	15.7%	12.8%	12.6%	14.7%
Rajasthan	13.0%	10.9%	8.5%	7.3%
Tamil Nadu	11.2%	13.0%	13.6%	13.4%
Uttar Pradesh	9.9%	7.8%	6.3%	3.4%
Karnataka	7.7%	9.0%	8.6%	8.8%
Maharashtra	6.8%	8.4%	9.6%	10.7%
West Bengal	6.2%	7.2%	8.4%	8.5%
Madhya Pradesh	4.9%	5.1%	5.0%	4.9%
Haryana	4.8%	3.8%	3.7%	3.9%
Odissa	4.5%	5.3%	5.9%	6.2%
Gujarat	4.3%	3.2%	3.1%	3.1%
Punjab	3.2%	3.6%	4.3%	4.6%
Jharkhand	2.9%	3.0%	2.9%	2.1%
Kerala	1.4%	1.6%	1.5%	1.5%
Assam	1.2%	1.9%	2.4%	2.8%
Chhattisgarh	0.8%	1.3%	1.4%	1.7%
Uttarakhand	0.6%	0.7%	0.7%	0.8%
Tripura	0.4%	0.5%	0.5%	0.5%
Goa	0.3%	0.4%	0.5%	0.6%
Puducherry	0.1%	0.4%	0.5%	0.4%
Meghalaya	0.0%	0.1%	0.1%	0.1%
Himachal Pradesh	0.0%	0.0%	0.0%	0.0%
Grand Total	100.0%	100.00%	100.0%	100.00%

- Geographical diversification and state / district caps ensure lower geographical concentration than Peers
- State concentration cap of 15%.
 - Bihar higher as disbursements in other states curtailed
- District Cap – 2%
 - 97% districts have < 1% contribution
 - 11 districts have between 1 to 1.5% contribution

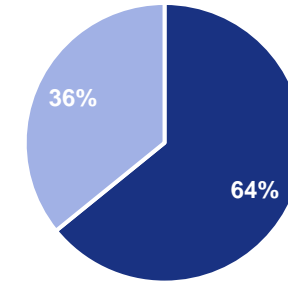
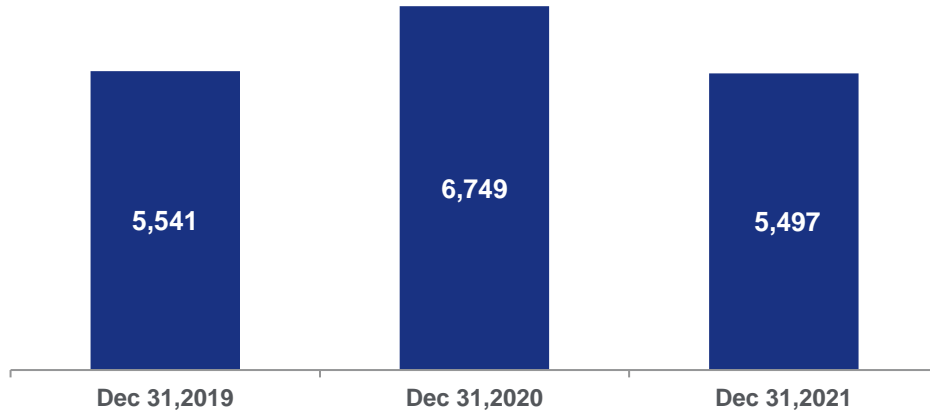
Portfolio declines on account of curtailed disbursements, low ticket size

3.05 Mn active loan accounts

In Rs. crores

Gross Advances

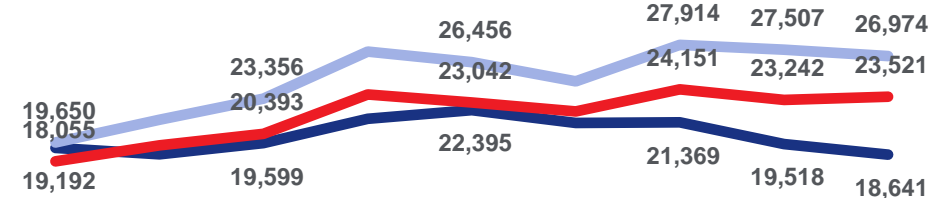
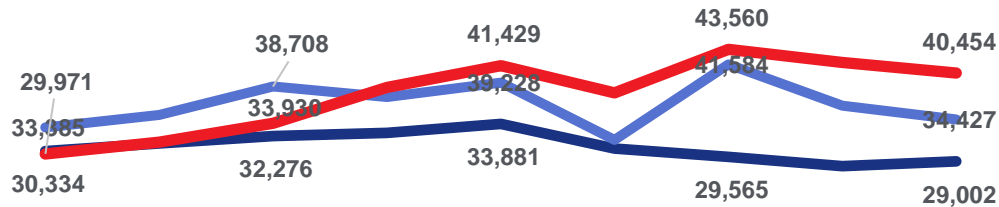
Portfolio Composition



■ New-Book-Post COVID ■ Old-Book-Pre-COVID

Average Ticket Size (ATS) of New Loans

Average OS Balance



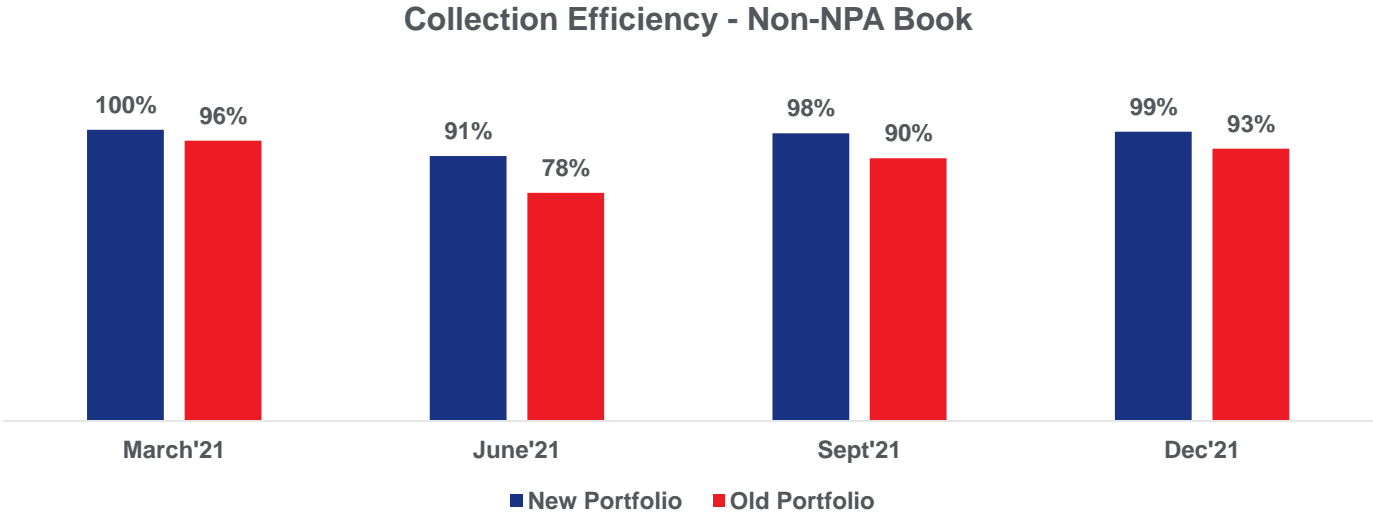
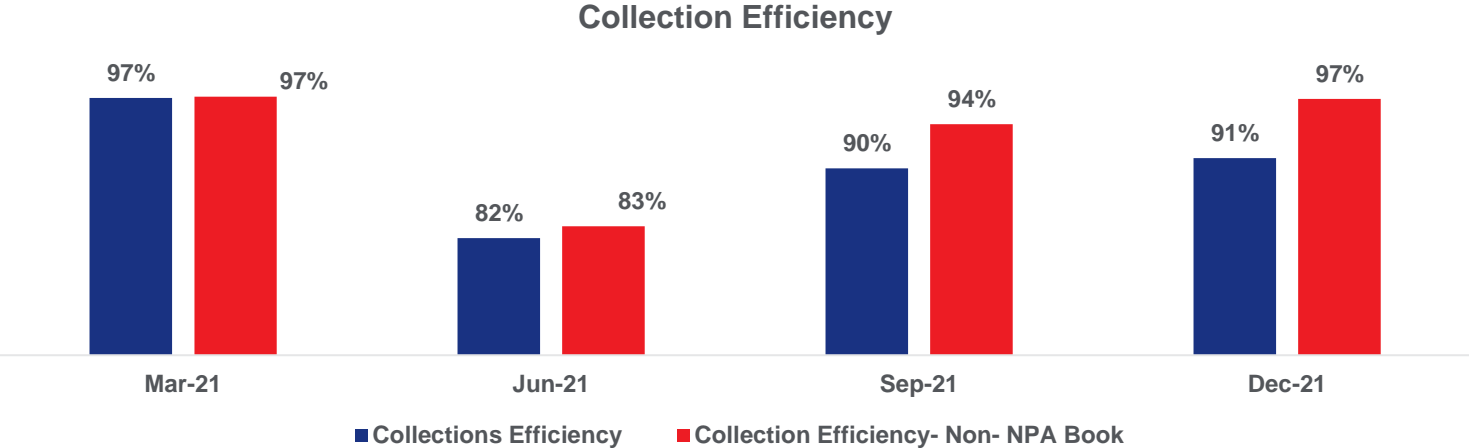
■ RBL ■ Peer ■ Industry

■ RBL ■ Peer ■ Industry

Source : Equifax

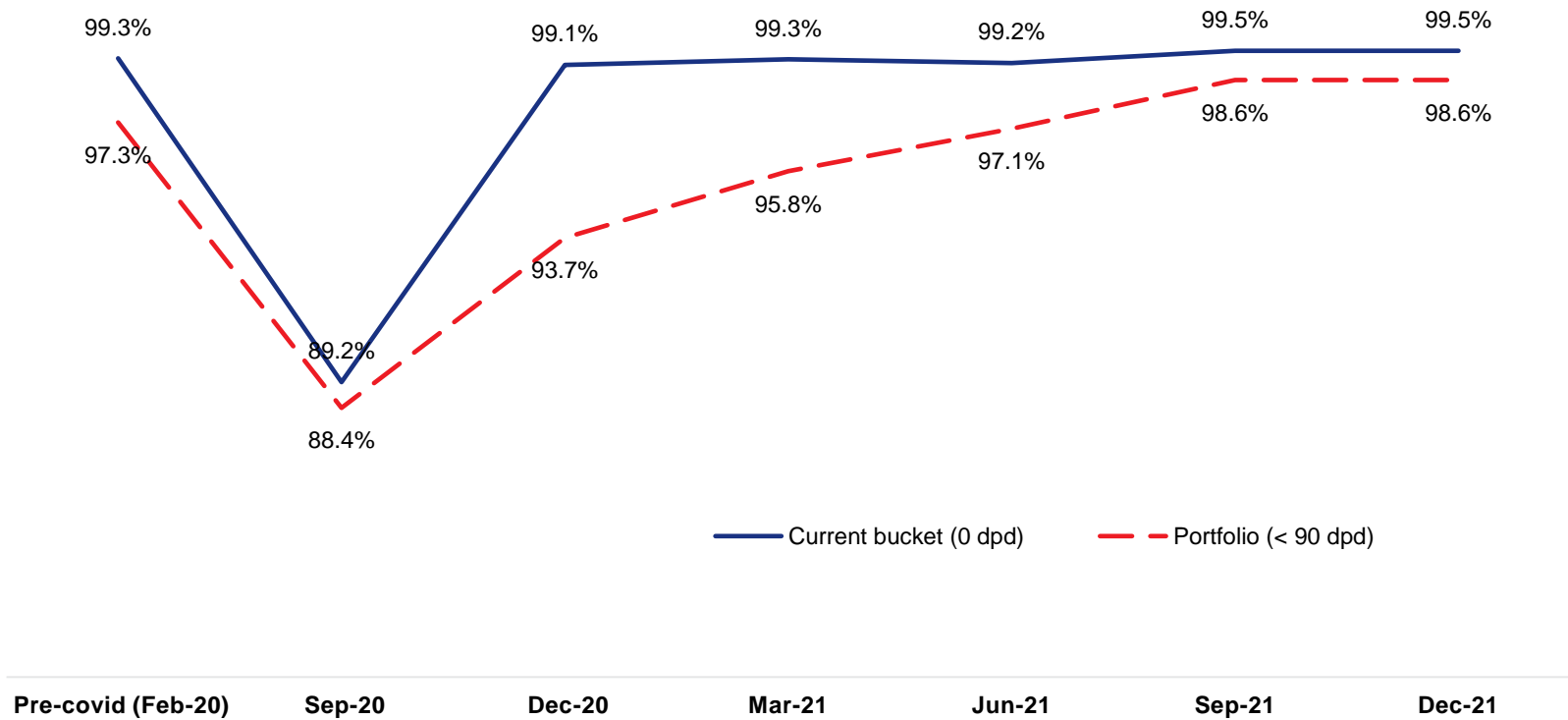
Peers : two largest banks, two SFB's and two prominent MFI's
 New-Portfolio: Portfolio Originated April-2020 onwards
 Old Portfolio: Portfolio Originated till March-2020

Collection Efficiency

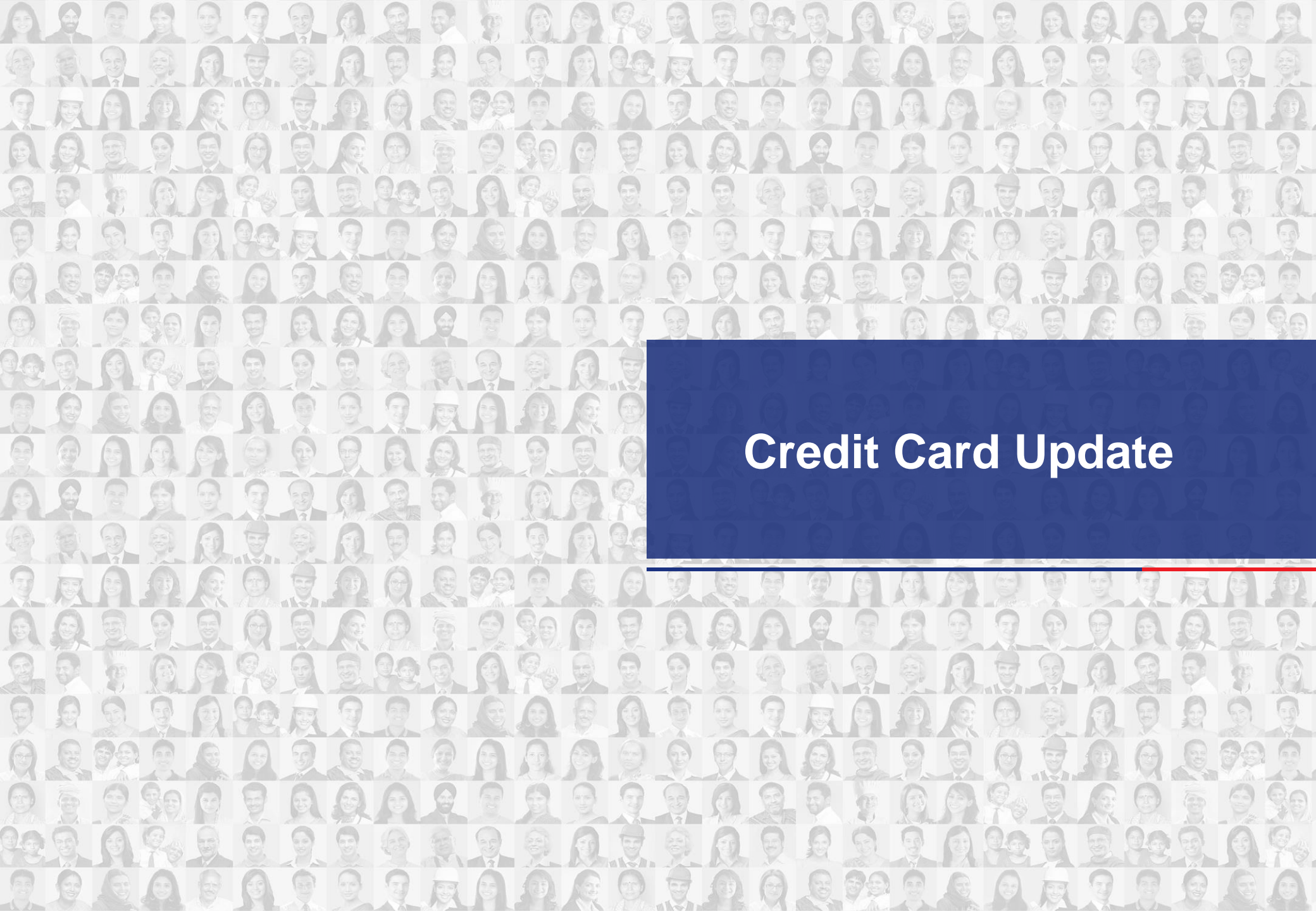


New-Portfolio: Portfolio Originated April-2020 onwards, Old Portfolio: Portfolio Originated till March-2020
 Collection efficiency : Collections received during the month divided by that month's demand (without arrears)

Collection Efficiency – Retail Loans



Collection efficiency in Retail Loans on the current bucket (0dpd) continues to be stable @99.5%. Portfolio collection efficiency also above Pre-covid levels.

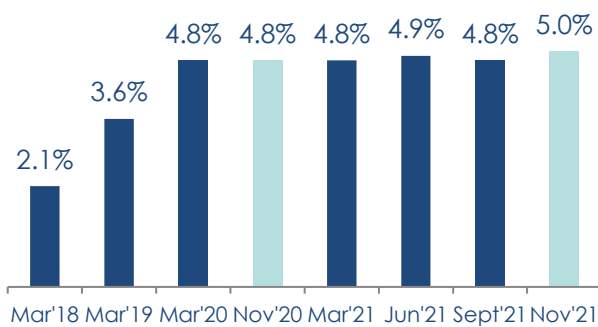


Credit Card Update

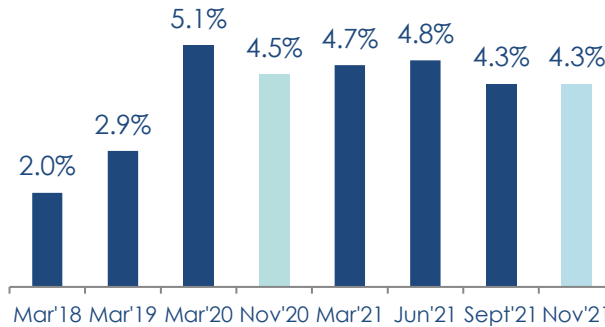
Growth & Market Share

	Nov'20		Nov'21	
	RBL	Industry	RBL	Industry
CIF	2.9 M	60.1 M	3.4 M ▲ 17%	67.6 M ▲ 12%
Spends	2,828 Cr	62,581 Cr	3,863 Cr ▲ 37%	89,493 Cr ▲ 43%
Advances	12,360 Cr	1,14,307 Cr	13,504 Cr ▲ 9%	1,22,111 Cr ▲ 7%

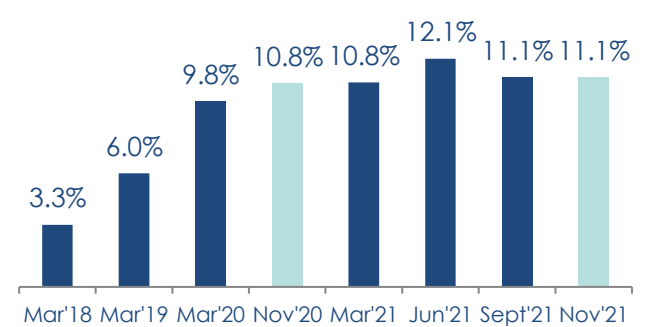
Market Share – Cards (#)



Market Share - Spends



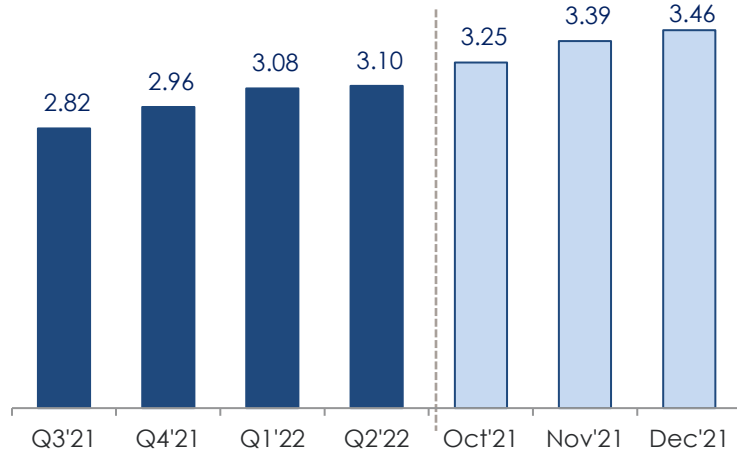
Market Share - Advances



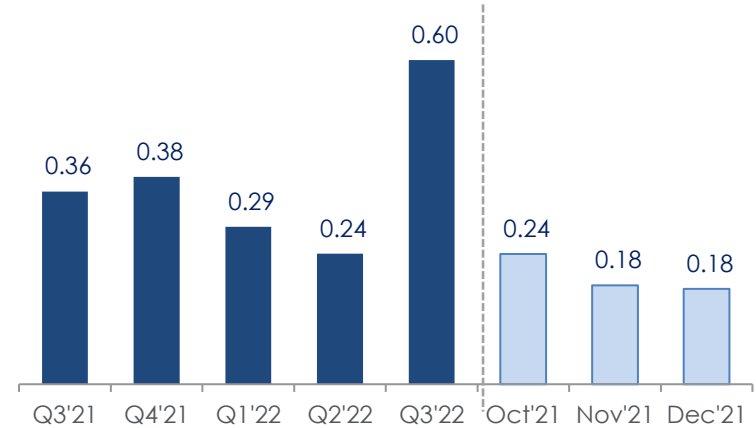
Source RBI Data

Credit Cards - Portfolio Trends

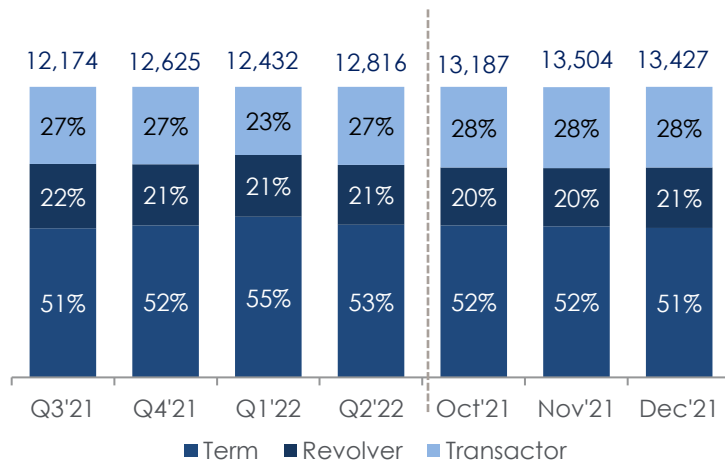
Cards in Force (Million)



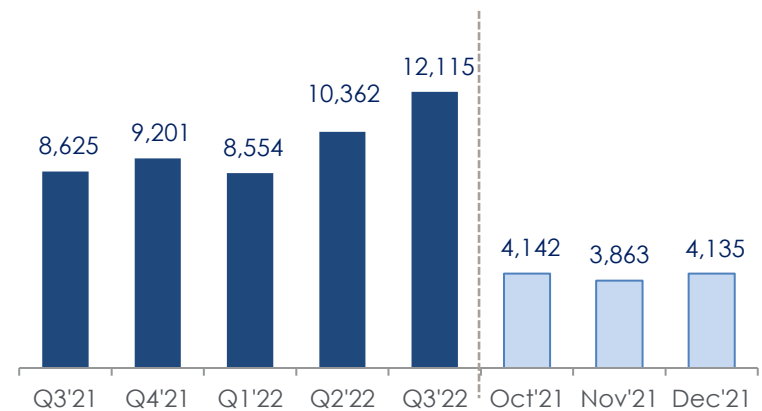
Acquisition (Million)



Gross Advances Breakup (Cr.)

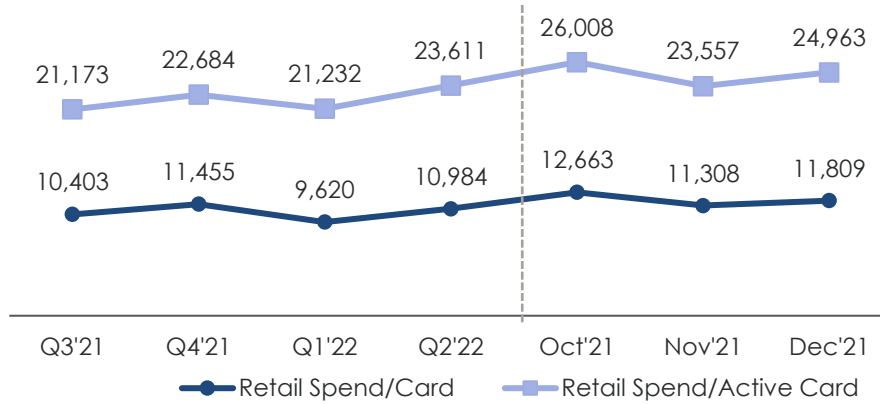


Total Spends (Cr.)

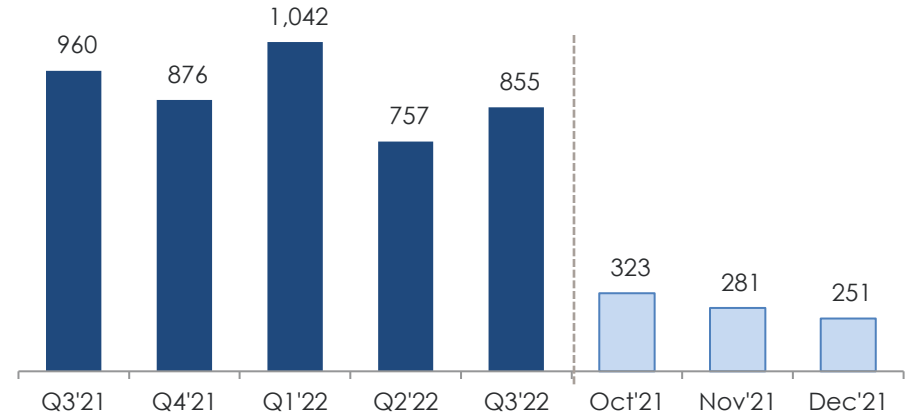


Credit Cards - Portfolio Trends

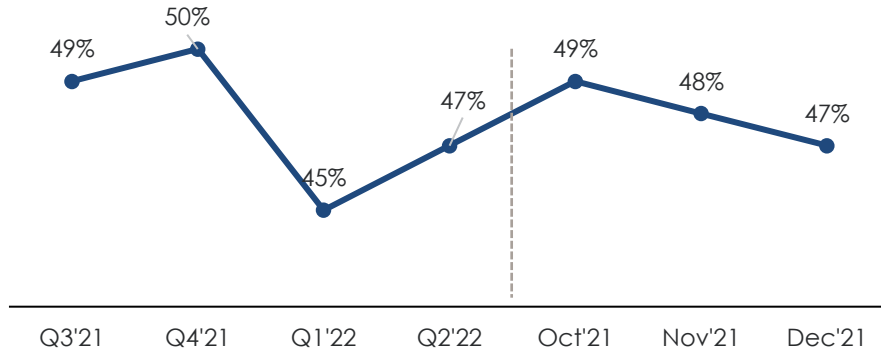
Retail Spend



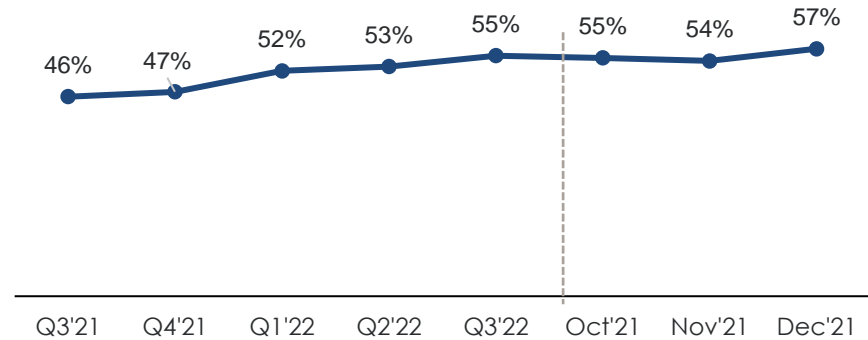
Consumer Loans ('000)



30 Day Retail Active



E-com Spend Share

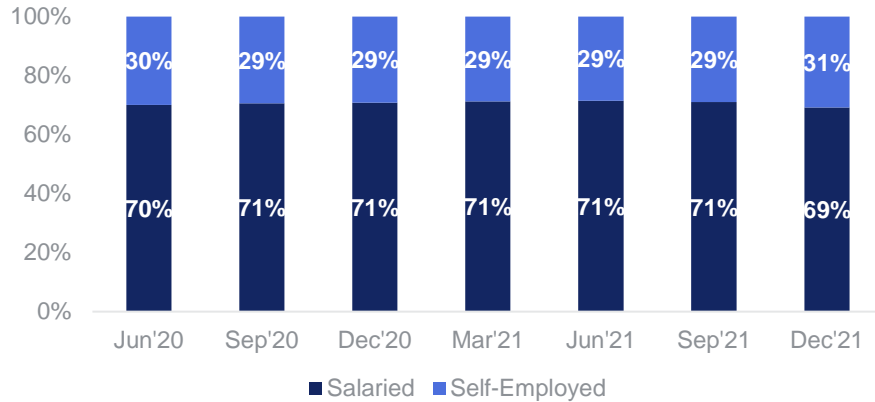


Retail spends Increased YoY and QoQ

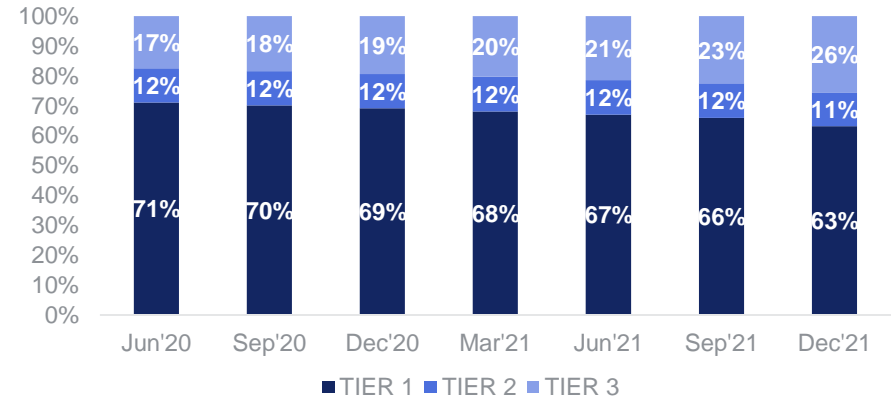
Retail Spend parameter are measured as of qtr end

Credit Cards – Customer Segment insights

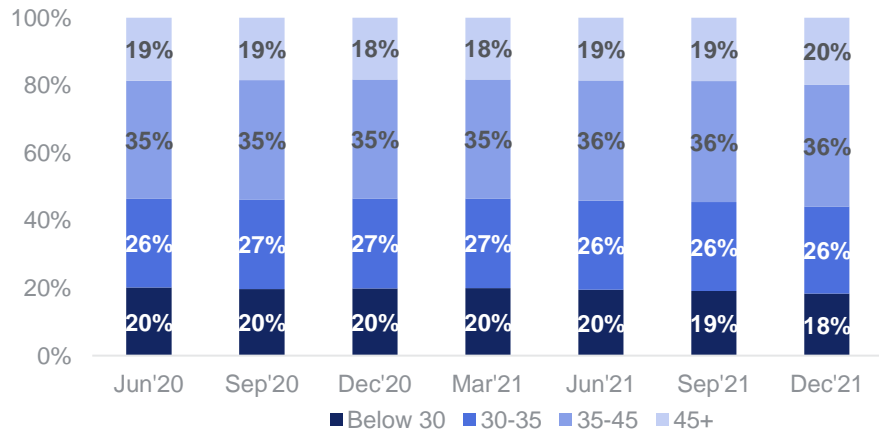
Salaried : Self Employed (SE) mix



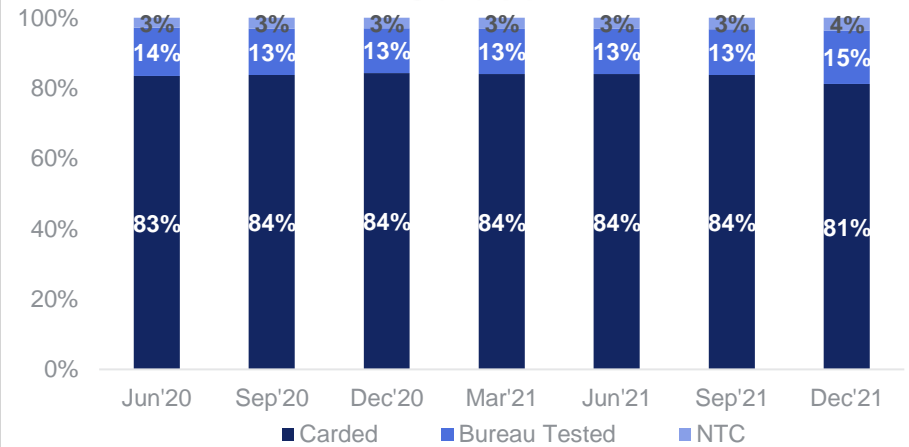
City Tier Mix



Age Group Mix



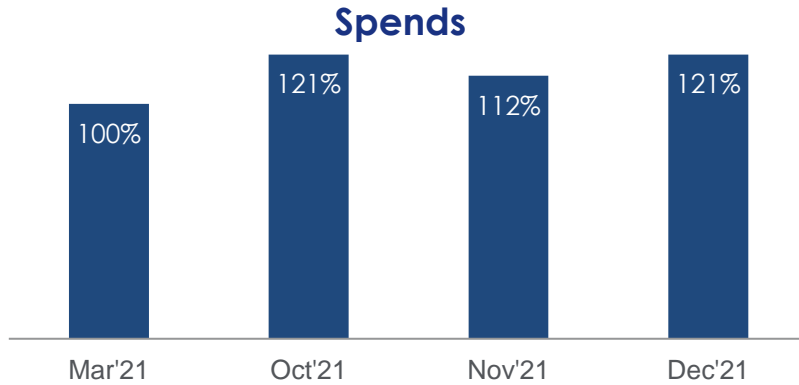
Carded Mix



Contribution of Tier 3 being increased in new acquisition – lower leverage customers

Spend Recovery

Spend Impact and Recovery



- Oct'21 Spends has been all time high

#Spend Type

Daily: Grocery/Stores, Telecom, Utility, Education, Health & Insurance, Wallet Load, Fuel & Cab

Discretionary: Lifestyle & Apparel, Dining & Food Delivery, Entertainment, Durables

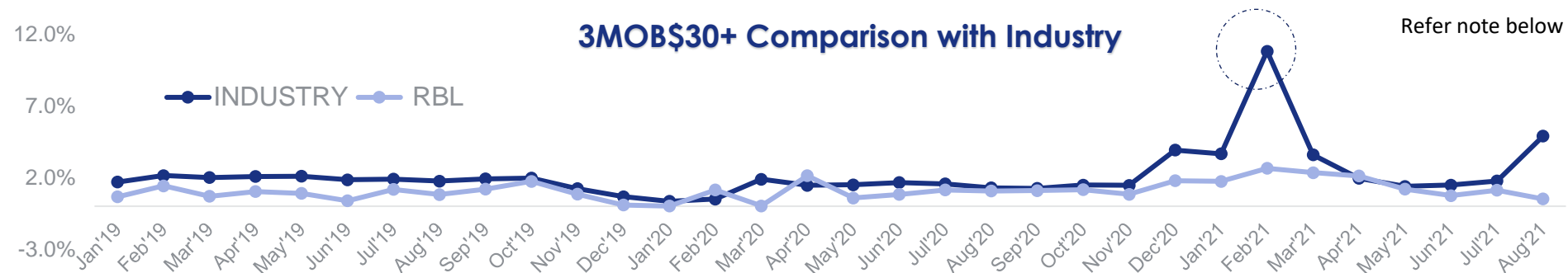
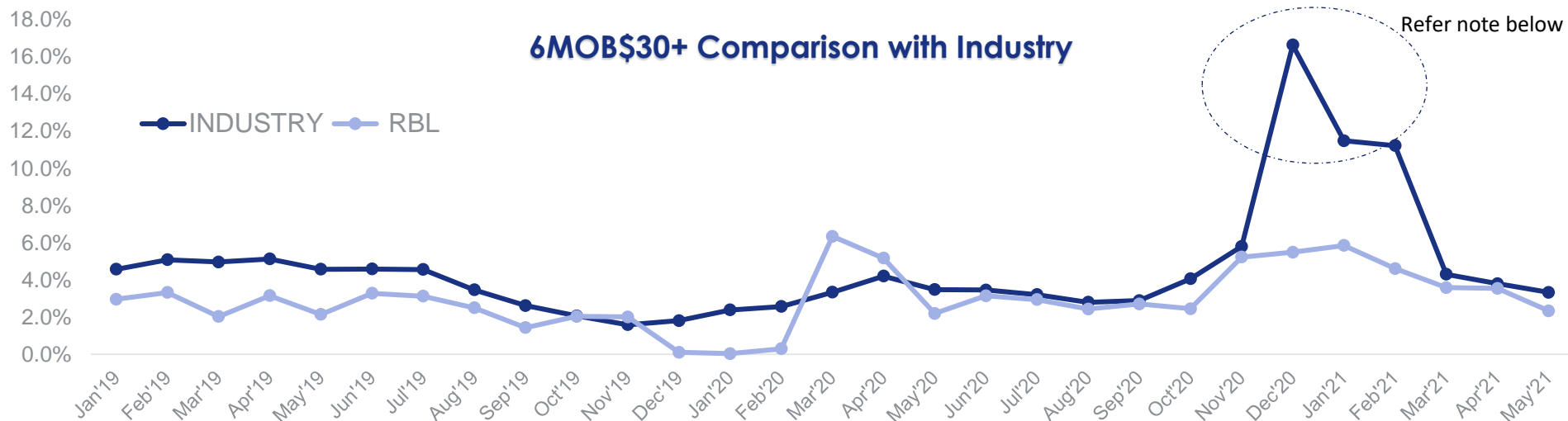
Travel: Hotel, Travel Agency, Airlines, Railway etc

*Spends by category

Spend Type	Mar'21	Jun'21	Sept'21	Dec'21	Spend per Card Indexed (Dec'21 vs Mar'21)
Daily	76%	80%	79%	79%	1.08
Ecom	53%	57%	60%	64%	1.29
POS	47%	43%	40%	36%	0.83
Discretionary	20%	16%	16%	17%	0.87
Ecom	21%	31%	23%	22%	0.92
POS	79%	69%	77%	78%	0.85
Travel	4%	4%	5%	4%	1.00
Ecom	61%	52%	63%	63%	1.04
POS	39%	48%	37%	37%	0.93
Total	100%	100%	100%	100%	1.03
Ecom	47%	53%	54%	54%	1.25
POS	53%	47%	46%	46%	0.84

*** Spends are exclusive of Corporate spends**

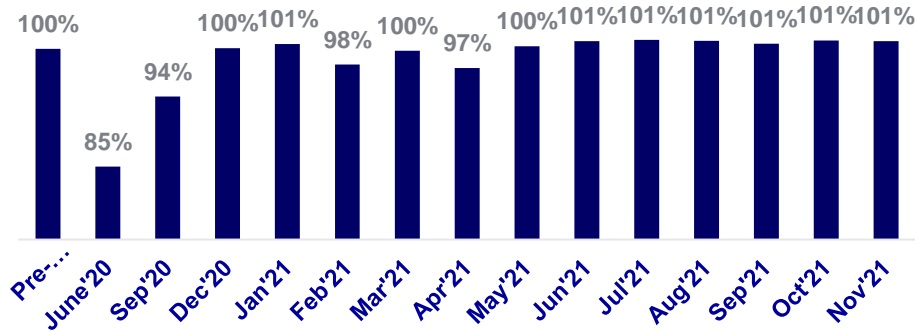
Credit Cards – tighter control on new bookings resulting in early vintage delinquencies in line with industry.



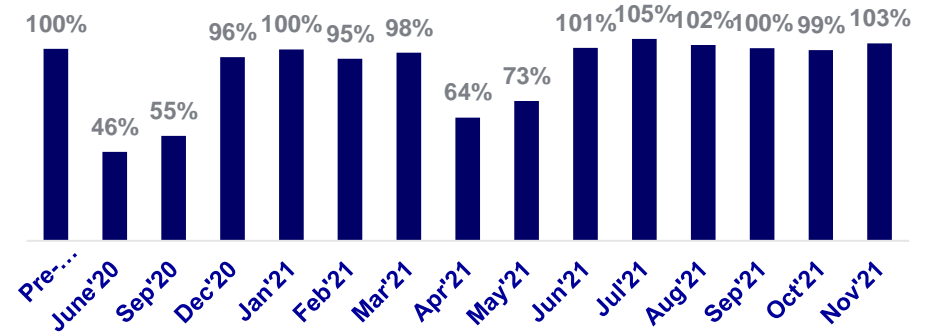
Note : In the bureau, higher uptick seen in industry delinquency rates on account of a likely data submission issue by a large card issuer. If we remove that, the industry and RBL numbers are in line with each other.

Collection Efficiency

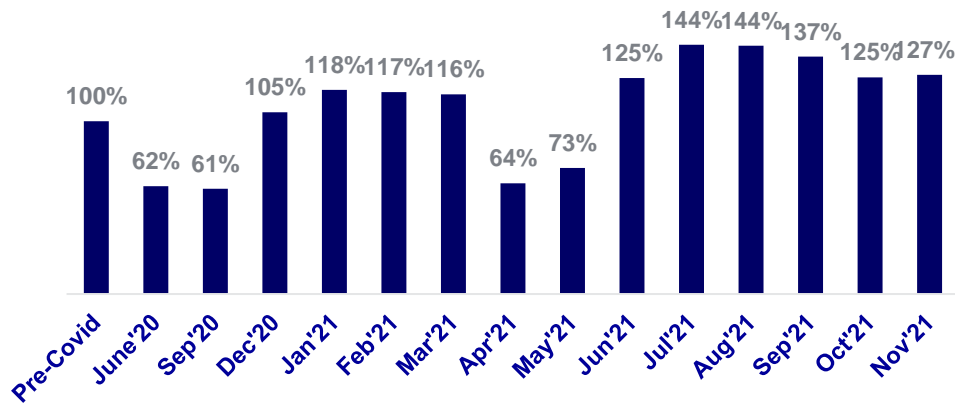
Resolution Rate Bucket-0



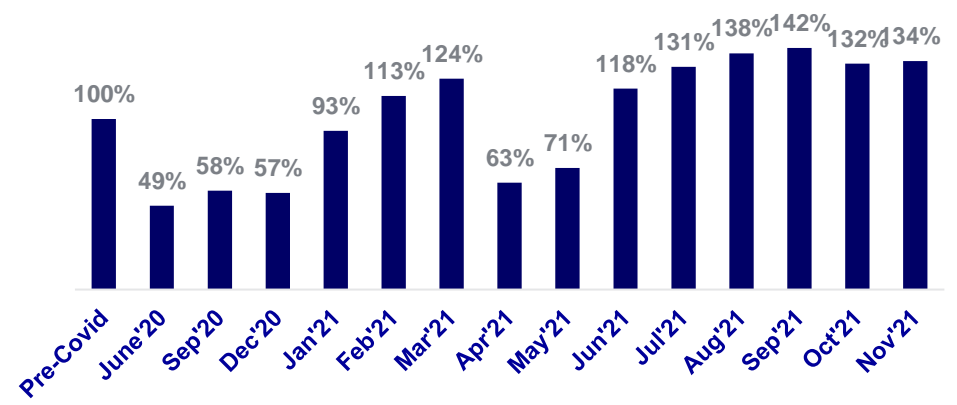
Resolution Rate Bucket-1



Resolution Rate Bucket-2



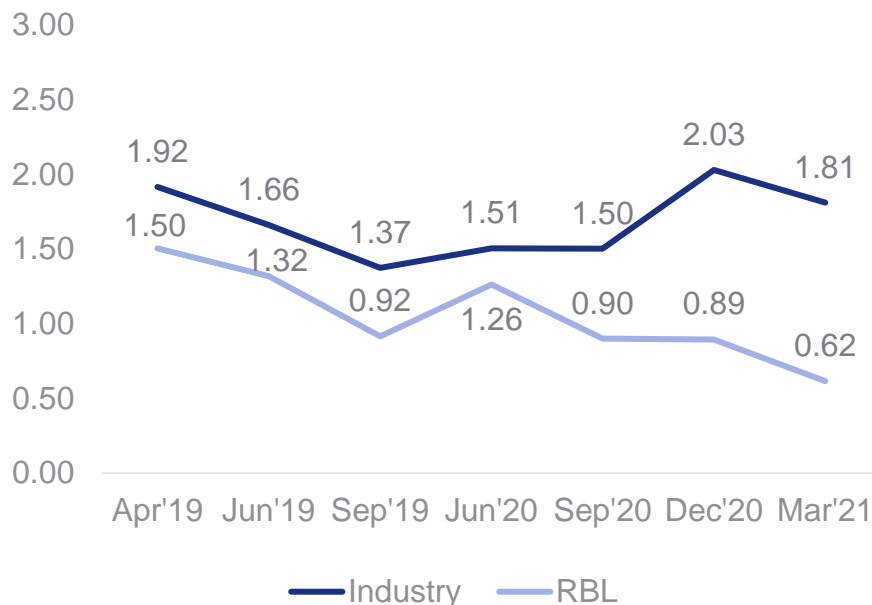
Resolution Rate Bucket-3



Collection Efficiency for Delinquent buckets significantly above Pre-covid levels

Tighter risk measures on new acquisition – lowering risk in the portfolio

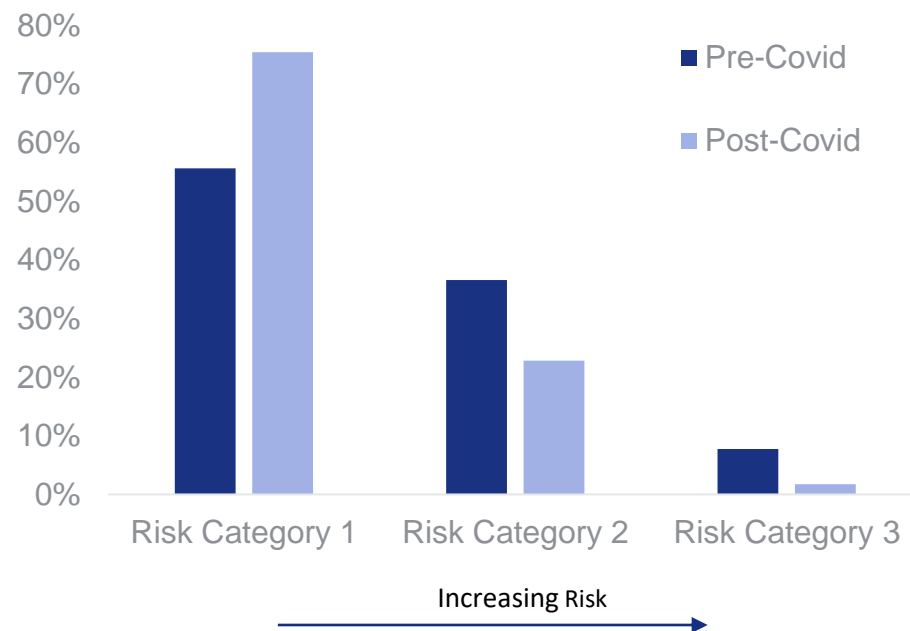
Lower value @ risk for same number delinquency vs industry*



Sharper exposure management across risk bands leading to lower value at risk for same number delinquency.

Measured as Ratio of 6 MOB 30+ (\$) / 6 MOB 30+ (#)

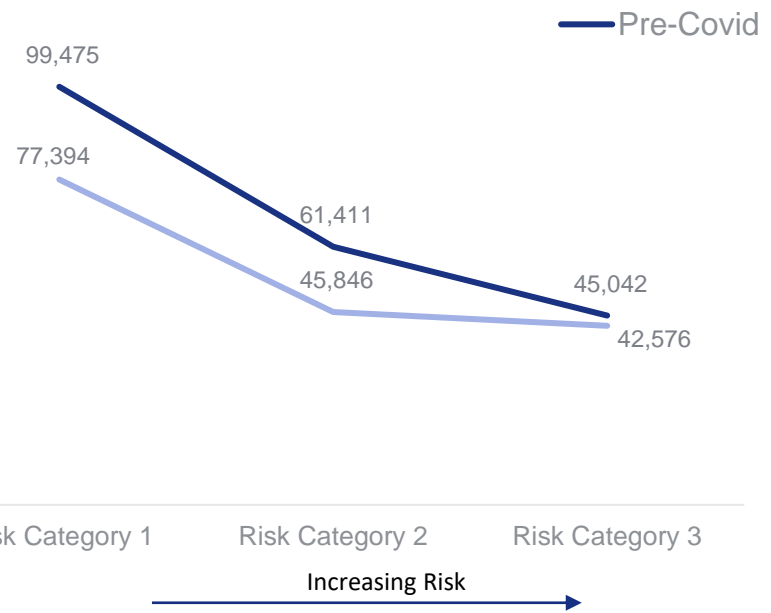
Higher proportion of low risk clients



Significantly tighter risk filters – higher proportion of lower risk.

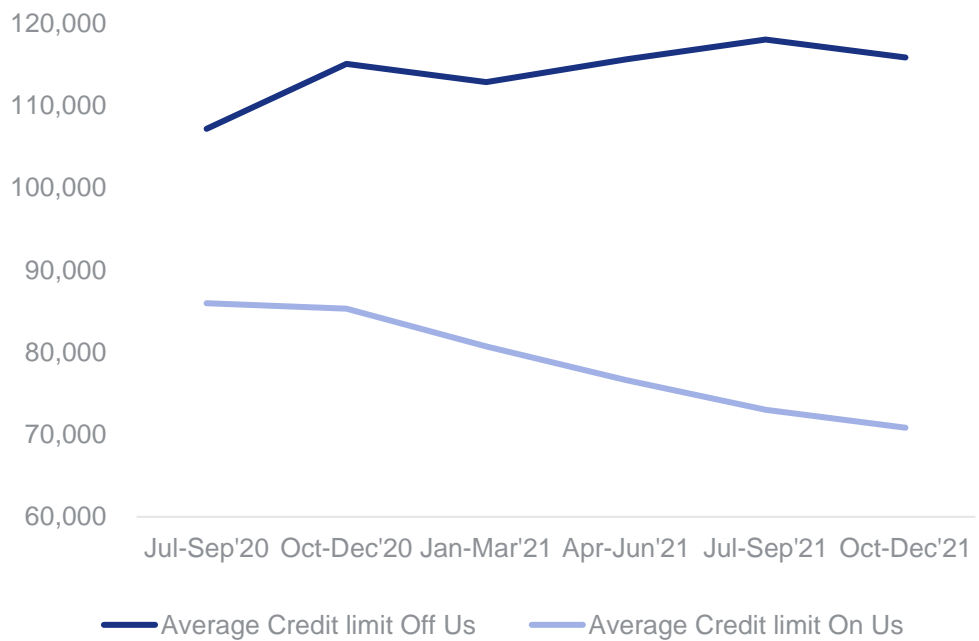
Conservative exposure strategy post Covid on new acquisition - lower value at risk

Prudent Credit limit assignment



Reduction in exposure through conservative limit assignment on new cards – reducing value at risk

Average Credit Limit for new customers

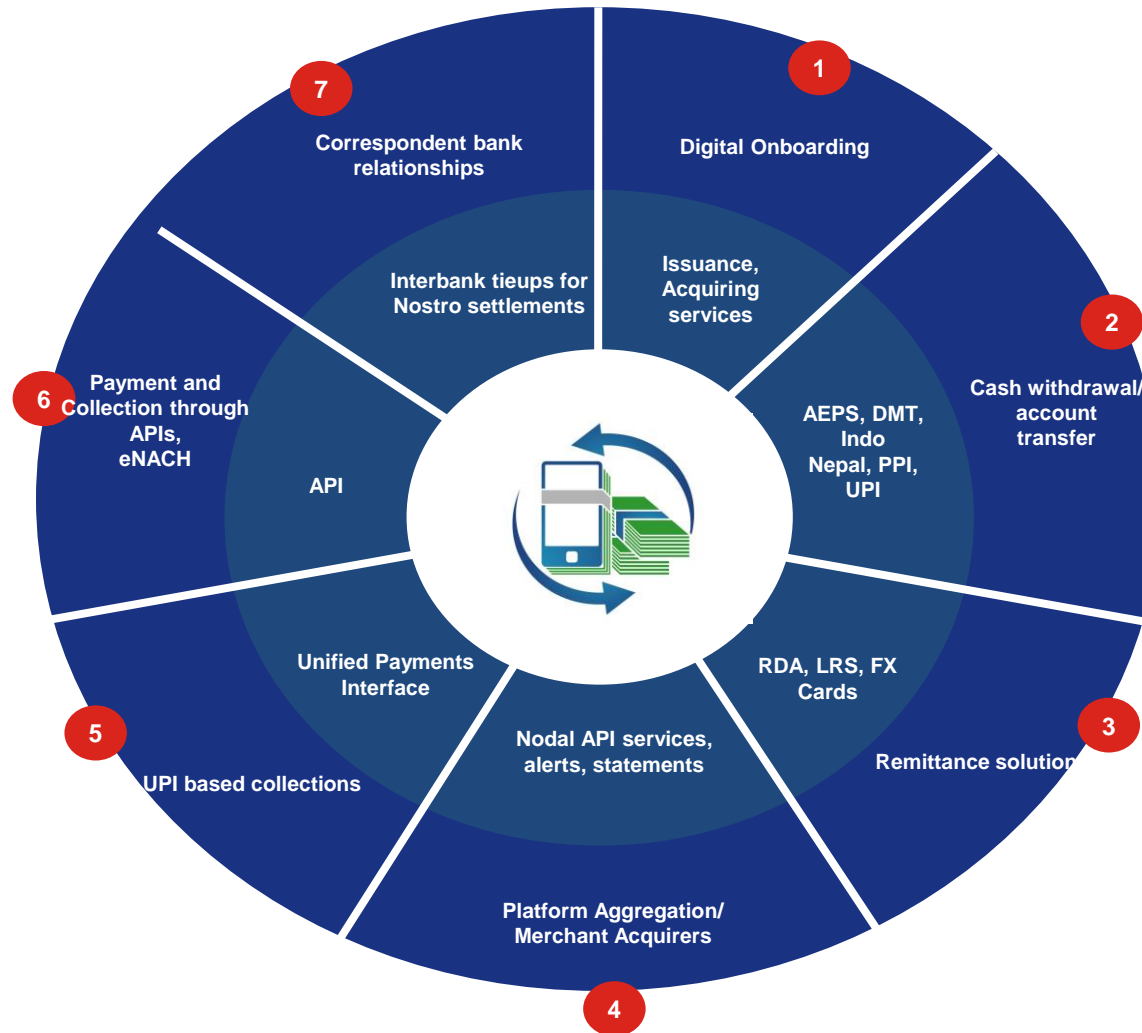


Limit assignment much lower than other cards held by the customer – build up exposure basis risk profile post six months



Payments Business Update

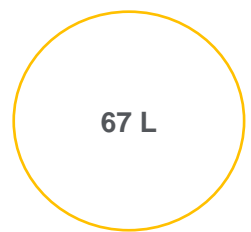
Deeper Connect by enhancing the value proposition in the payments landscape...



Our Continual market standing in the digital space...



For period Oct 21 to Dec 21



Overall BAAS Reach/Touchpoints*



Total Transaction Volume (in nos.)

25.89 L No of Merchants

37.41 L PPI Customers

3.7 L Unique Customer Service Points

* Overall number of Payment Initiators, Wallet holders, AEPS and DMT CSPs.

Issuance Products



- Commenced development and testing a state of art Video KYC facility for PPI customers
- Work in progress towards development of a Metro Prepaid Card

INR Remittances



- Increase in Indo Nepal Volumes by ~3.34% Q-o-Q.
- 3.7 Lac Unique Customer Service Points registered with Bank for AEPS and DMT Services as on Dec'21.
- New Product 'Cash at BC' expected to go live in Q4.
- Full KYC based DMT expected to go live in Q4.

FX Products



- 3.3% growth in value QOQ
- Launched outward remittance product for a large MTO.
- Onboarded two major Exchange Houses for inward remittance (integration in progress) & 1 deal is in pipeline

Acquiring & Aggregation

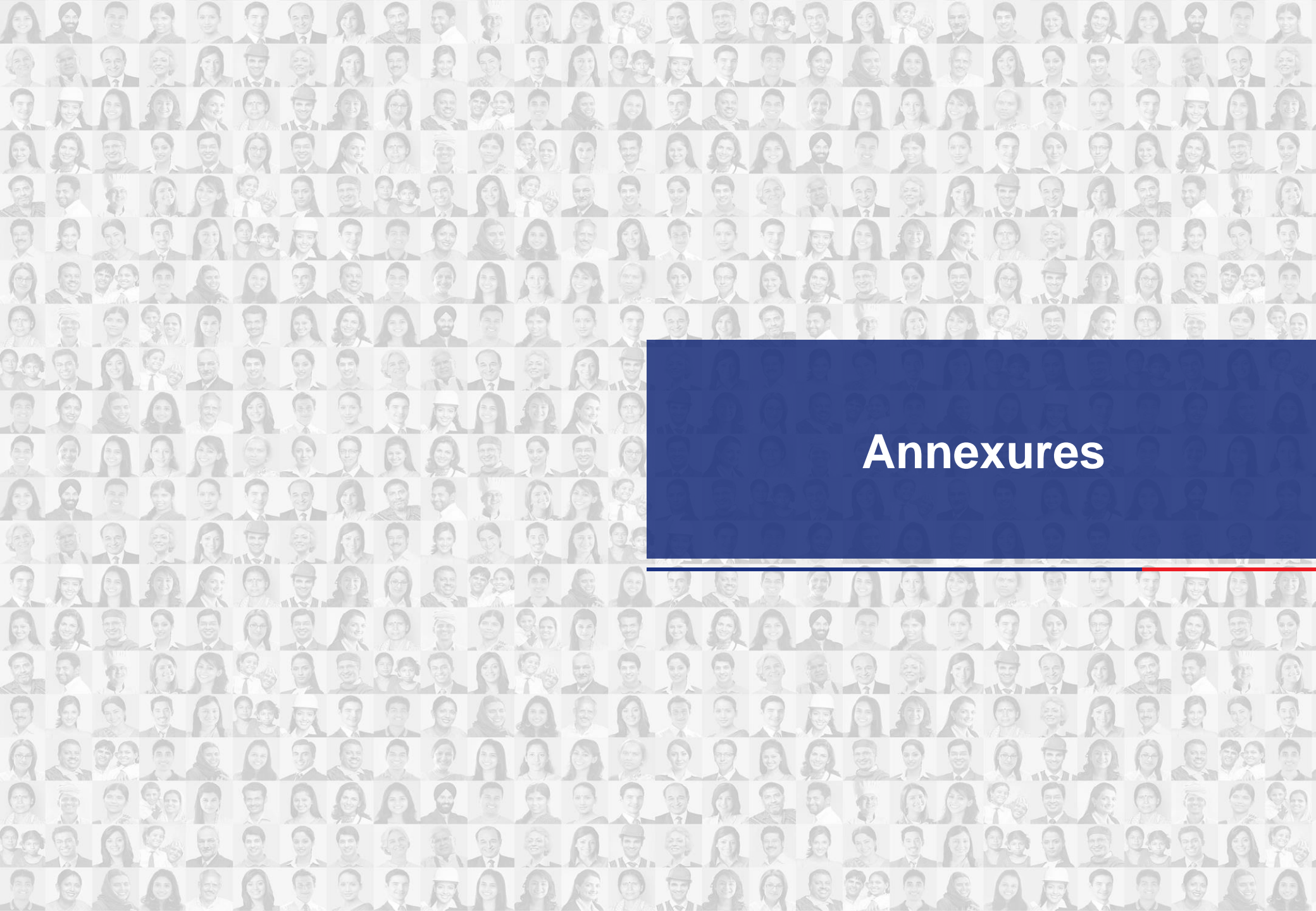


- Simplified Merchant Onboarding Process
- Implemented centralized reporting framework to regulatory authorities
- Commencement of Cost reduction program
- Robust pipeline

API, UPI & Others



- ~25% market share of disbursements
- UPI integration initiated for one of the large PSP App as third bank.



Annexures

Board of Directors



Mr. Prakash Chandra

*Non – Executive Independent Director (Part Time Chairman)
Previously, Chairman of Central Board of Direct Taxes (CBDT)*



Mr. Rajeev Ahuja

*Managing Director and CEO (Interim)
Previously, associated with Citibank India, Bank of America, India
and Bankers Trust Company*



Ms. Veena Mankar

*Non-Executive Non Independent Director
Currently, Chairman of RBL Finserve Ltd. Previously, Founder of
Swadhaar Finserve Pvt. Ltd. And Swadhaar FinAccess*



Mr. Vijay Mahajan

*Non-Executive Non Independent Director
Previously, Founder of Basix Social Enterprise Group*



Mr. Ishan Raina

*Non-Executive Independent Director
Previously, Founder of Out of Home (OOH) India, Associated with J.
Walter Thompson (JWT) and Lintas Advertising*



Ms. Ranjana Agarwal

*Non-Executive Independent Director
Founder and managing partner of Vaish & Associates, Chartered
Accountants*



Dr. Somnath Ghosh

*Non-Executive Independent Director
Retired Professor and Founding Dean (Academics) from Indian
Institute of Management Kashipur*



Mr. Vimal Bhandari

*Non-Executive Non Independent Director
Executive Vice Chairman and CEO with Arka Fincap Limited (AFL)*



Mr. Manjeev Singh Puri

*Non-Executive Independent Director
Former Indian Diplomat, former Ambassador to the European Union,
Belgium, Luxembourg, Nepal and United Nations*



Mr. Chandan Sinha

*Non-Executive Independent Director
Previously, Executive Director, RBI. Career – Central Banker for 35
years*



Mr. Vishwvir Ahuja

*On leave
Previously, Managing Director & Country Executive Officer of Bank
of America for Indian Sub-continent*



Mr. Yogesh Dayal

*Additional Director
A career Central Banker with 25 years of experience with RBI.
Currently Chief General Manager and in charge of Department of
Communications, RBI.*

Professional and Experienced Leadership Team



Mr. Rajeev Ahuja
Managing Director and CEO (Interim)
Previously, associated with Citibank India, Bank of America, India and Bankers Trust Company (35)



Mr. Vishwavir Ahuja
On leave
Managing Director & Country Executive Officer of Bank of America for Indian Sub-continent from 2007-2009 (38)



Mr. R. Gurumurthy
Head – Governance
Previously, associated with Standard Chartered Bank, Bank of America, Credit Lyonnais and State Bank of India with leadership roles in India and Asia-Pacific region (36)



Mr. Brijesh Mehra
Head – Corporate, Institutional & Transaction Banking
Previously, Country Manager, Royal Bank of Scotland N.V. and prior to that associated with Grindlays Bank Public Limited Company (35)



Mr. Jaideep Iyer
Head - Strategy
Previously, Group President and Deputy CFO – Yes Bank (23)



Ms. Shanta Vallury Gandhi
Head - HR, CSR & Internal Branding
Previously, Vice President of Acquisitions and Partnerships Division in American Express Bank Ltd (Gurgaon) (29)



Mr. Harjeet Toor
Head - Retail, Inclusion and Rural Business
Previously, associated with Bank of America, ABN AMRO Bank and Fullerton India Credit Company (27)



Mr. Surinder Chawla
Head –Branch Banking
Previously, associated with Standard Chartered Bank, ABN Amro Bank and HDFC Bank (29)



Mr. Sankarson Banerjee
Chief Information Officer
Previously, Chief Technology Officer , National Stock Exchange (24)



Mr. Deepak Kumar
Chief Risk Officer
Previously, associated with State Bank of India and member of RBI committees (37)

Figures in brackets are years of work experience in financial services

Professional and Experienced Leadership Team (Contd.)



Mr. Bhavtaran Singh (Sunny) Uberai
Head – Client Services
Previously, associated with ABN Amro Bank and Arete Financial Partners, Singapore (35)



Mr. Pankaj Sharma
Chief Operations Officer
Previously, Head Retail Operations, Axis Bank (21)



Mr. Sanker Parameswaran
Head - Legal
Previously, associated with ICICI Bank, Indian Hotels, Amway India (35)



Mr. Deepak Gaddhyan
Chief Credit Officer (Wholesale)
Previously, associated with ICICI Bank, Yes Bank (27)



Mr. Prakash Gupta
Chief Compliance Officer
Previously, associated with Barclays, Credit-Suisse and Rabobank (26)



Mr. R. Rajagopalan
Head – Internal Audit
Previously, associated with HDFC Bank, Kotak Mahindra Bank (30)



Mr. Anand Bagri
Head – Domestic Markets Group
Previously, associated with Axis Bank (20)



Mr. N Hari Prakash
Head – Enterprise Risk
Previously, associated with RBS Plc. India, ABN Amro Bank N.V., ICICI Bank and HDFC Bank (30)



Mr. Amrut Palan
Chief Financial Officer
Previously, associated with Citibank, HSBC, ING Vysya, Kotak Mahindra Bank and Airtel Payments Bank (25)



Mr. Vijay Anandh
Chief Credit Officer - Retail
Previously, associated with Barclays Finance, ICICI Bank (25)

Figures in brackets are years of work experience in financial services

Profit & Loss Statement

Particulars	Q3 FY22	Q3 FY21	Q2 FY22	9M FY22	9M FY21
Income					
Interest Earned	2,044	2,008	1,975	6,045	6,364
Interest Expended	1,034	1,099	1,059	3,149	3,482
Net Interest Income	1,010	908	915	2,895	2,882
Other Income	620	576	593	1,866	1,335
Total Income	1,630	1,484	1,508	4,761	4,217
Expenditure					
Operating Expenses	1,000	683	817	2,674	2,037
Employee Cost	253	211	238	723	638
Premises Cost	111	80	101	312	270
Depreciation	41	39	41	119	117
Other Operating Expenses	595	353	438	1,520	1,010
Operating Profit	631	801	691	2,088	2,180
Provisions	424	606	651	2,460	1,601
On advances	403	604	627	2,412	1,610
On others	21	2	25	48	(9)
Profit Before Tax	207	195	39	(372)	579
Tax	51	48	9	(99)	146
Profit After Tax	156	147	31	(273)	432

Balance Sheet Statement

Particulars	Dec 31, 2021	Sep 30, 2021	Dec 31, 2020
<u>Liabilities</u>			
Capital	599	599	598
Reserves and Surplus	11,814	11,653	11,986
Deposits	73,639	75,588	67,184
Borrowings	11,974	12,939	12,070
Other Liabilities	3,877	3,695	4,600
Total	101,903	104,474	96,437
<u>Assets</u>			
Cash & Balances with RBI	10,957	18,538	6,295
Balances with other banks	3,516	2,295	3,751
Investments (Net)	22,983	21,773	24,939
Advances (Net)	58,141	56,009	56,444
Fixed and Other Assets	6,307	5,859	5,009
Total	101,903	104,474	96,437

Consolidated Profit & Loss Statement

Particulars	Q3 FY22	Q3 FY21	Q2 FY22	9M FY22	9M FY21
Income					
Interest Earned	2,107	2,089	2,034	6,244	6,618
Interest Expended	1,034	1,099	1,059	3,149	3,481
Net Interest Income	1,073	990	975	3,096	3,138
Other Income	621	571	595	1,876	1,324
Total Income	1,693	1,561	1,570	4,971	4,462
Expenditure					
Operating Expenses	1,097	761	900	2,942	2,260
Employee Cost	336	282	310	955	830
Premises Cost	117	86	107	331	285
Depreciation	45	42	45	131	125
Other Operating Expenses	598	351	439	1,525	1,021
Operating Profit	596	801	670	2,030	2,201
Provisions	424	606	651	2,460	1,601
On advances	403	604	627	2,412	1,610
On others	21	2	25	48	(9)
Profit Before Tax	172	195	18	(430)	600
Tax	51	48	9	(99)	146
Profit After Tax	122	147	10	(331)	454

Consolidated Balance Sheet Statement

Particulars	Dec 31, 2021	Sep 30, 2021	Dec 31, 2020
Liabilities			
Capital	599	599	598
Reserves and Surplus	11,759	11,633	11,990
Deposits	73,637	75,560	67,105
Borrowings	11,975	12,940	12,070
Other Liabilities	3,899	3,713	4,642
Total	101,870	104,444	96,404
Assets			
Goodwill on Consolidation	41	41	41
Cash & Balances with RBI	10,957	18,538	6,298
Balances with other banks	3,524	2,309	3,758
Investments (Net)	22,838	21,627	24,793
Advances (Net)	58,141	56,009	56,444
Fixed and Other Assets	6,370	5,920	5,071
Total	101,870	104,444	96,404

Our Recent History

Particulars	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16	FY 17	FY 18	FY19	FY20	FY21	Q3 FY22
Net Worth	1,075	1,131	1,594	2,012	2,224	2,960	4,242	6,544	7,336	10,290	12,254	11,792
Deposits	2,042	4,739	8,341	11,599	17,099	24,349	34,588	43,902	58,394	57,812	73,121	73,639
Advances (Net)	1,905	4,132	6,376	9,835	14,450	21,229	29,449	40,268	54,308	58,019	58,623	58,141
Investments (Net)	892	2,334	5,571	6,518	9,792	14,436	13,482	15,448	16,840	18,150	23,230	22,983
Net Profit	12	66	92	93	207	292	446	635	867	506	508	156
CRAR (%)	56.4	23.2	17.1	14.6	13.1	12.9	13.7	15.3	13.5	16.4	17.5	16.6
Gross NPA (%)	1.12	0.80	0.40	0.79	0.77	0.98	1.20	1.4	1.38	3.62	4.34	4.84
Net NPA (%)	0.36	0.20	0.11	0.31	0.27	0.59	0.64	0.78	0.69	2.05	2.12	1.85
Business per employee	4.4	6.7	7.9	7.7	9.1	11.8	13.1	15.9	19.3	16.0	16.9	14.3
No. of employees	907	1,328	1,859	2,798	3,465	3,872	4,902	5,300	5,843	7,221	7,816	9,185
Return on Assets (%)	0.53	1.33	1.05	0.66	1.02	0.98	1.08	1.21	1.27	0.59	0.54	0.61
Return on Equity (%)	1.7	5.9	6.73	5.44	9.58	11.32	11.67	10.95	12.15	5.74	4.35	4.97

Thank you

Contact us at:

ir@rblbank.com

+91-22-4302 0600

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