

January 20, 2023

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 20, 2023, 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, 2022.
2. Investor Presentation for the quarter and nine months ended December 31, 2022.

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

Further, pursuant to Regulation 30 and 46(2) of the SEBI Listing Regulations, the audio recording and transcript of the earnings call with analysts and investors held on January 20, 2023 on the unaudited financial results of the Bank for the quarter and nine months ended December 31, 2022, shall also be made available on the website of the Bank at <https://ir.rblbank.com/>.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For **RBL Bank Limited**

Niti Arya
Company Secretary

Encl: As above

PRESS RELEASE

RBL BANK ANNOUNCES UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 31st DECEMBER 2022

The Board of Directors of RBL Bank Limited approved the unaudited financial results for the quarter ended 31st December 2022 at its meeting held on Friday, 20th Jan 2023.

Results Summary for Q3FY23

- **Steady operating performance:**
 - Net Profit grew 34% YOY to ₹209 crore
 - Operating profit was ₹567 crore
 - Total Revenue grew 11% YOY to ₹1,767 crore
 - Net Interest Income grew 14% YOY to ₹1,148 crore; NIM was 4.74%
 - Other Income grew 6% YOY to ₹618 crore
 - Cost to Income was 67.9%

- **CASA and Deposits Growth:**
 - Total deposits grew 11% YOY to ₹81,746 crore
 - CASA grew 18% YOY to ₹29,948 crore. CASA ratio at 36.6% vs. 34.4% as at 31st Dec 2021
 - Retail Deposits (as per LCR definition) grew 25% YOY to ₹34,769 crore

- **Advances Growth:**
 - Net Advances book grew 15% YOY and 6% sequentially to ₹66,684 crore
 - Retail Advances book grew 13% YOY and 7% sequentially to ₹34,977 crore
 - Retail: Wholesale mix at 52:48

- **Well capitalized with sound liquidity:**
 - Overall capital adequacy (including 9M FY23 profits) was 17.0% and Common Equity Tier 1 ratio was 15.5%
 - Average Liquidity Coverage Ratio at 144%

- **Asset quality:**
 - Gross NPA ratio improved to 3.61% vs. 3.80% as at 30th Sep 2022 and Net NPA ratio was 1.18% vs. 1.26% as at 30th Sep 2022
 - Provision Coverage Ratio including technical write offs was 84.7% vs 84.3% as at 30th Sep 2022.

- **Network**
 - As of 31st Dec 2022, the Bank has 516 bank branches and 1,168 business correspondent branches, of which 298 are banking outlets. RBL Finserve Limited (“RBL Finserve”), a 100% subsidiary of the Bank, accounts for 821 business correspondent branches

Key Financials:

₹ in crore	Q3 FY23	Q3 FY22	YoY	Q2 FY23	QoQ	9M FY23	9M FY22
Net Interest Income	1,148	1,010	14%	1,064	8%	3,240	2,895
Other Income	618	583	6%	583	6%	1,815	1,829
Net Total Income	1,767	1,593	11%	1,648	7%	5,056	4,725
Operating Profit	567	631	(10%)	512	11%	1,609	2,088
Provisions (other than tax)	293	424	(31%)	241	21%	787	2,460
Net profit (after tax)	209	156	34%	202	4%	612	(273)

₹ in crore	Dec 31, 2022	Dec 31, 2021	YoY	Sep 30, 2022	QoQ
Advances (Net)	66,684	58,141	15%	62,942	6%
Retail Advances (Net)	34,977	30,900	13%	32,686	7%
Deposits	81,746	73,639	11%	79,404	3%
CASA	29,948	25,318	18%	28,718	4%
Investments (Net)	26,777	22,983	17%	25,813	4%

Key ratios:

Particulars (in %)	Q3 FY23	Q3 FY22	Q2 FY23	9M FY23	9M FY22
Net Interest Margin	4.74	4.34	4.55	4.55	4.25
Cost to Income	67.9	60.4	68.9	68.2	55.8
Return on Assets	0.78	0.61	0.77	0.77	(0.36)
Return on Equity	6.25	4.97	6.12	6.21	(2.89)
Gross NPA	3.61	4.84	3.80	3.61	4.84
Net NPA	1.18	1.85	1.26	1.18	1.85
PCR incl. Technical Write-offs	84.7	78.6	84.3	84.7	78.6
Actual PCR	68.0	62.9	67.8	68.0	62.9

Commenting on the performance, Mr. R Subramaniakumar, MD&CEO, RBL Bank said “We have had another quarter of improving operating performance and we are confident of continuing this trend in coming quarters. Our Business growth, driven by granular advances and deposits growth, continues to improve, in line with our strategy and execution. Our initiatives over the last six months on new product launches, and scale up of granular retail products are also starting to bear fruit. As these products scale up, we expect growth to become more broad based. Our asset quality and capital position continues to be healthy giving us the runway to accelerate profitable growth of the balance sheet.”

About RBL Bank

RBL Bank is one of India's leading private sector banks with an expanding presence across the country. The Bank offers specialized services under five business verticals namely: Corporate & Institutional Banking, Commercial Banking, Branch & Business Banking, Retail Assets and Treasury and Financial Markets Operations. It currently services over 12.00 million customers through a network of 516 branches; 1,168 business correspondent branches (of which 298 banking outlets) and 413 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

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₹1 crore = ₹10 million



Investor Presentation

Q3 FY 23

Jan 20, 2023



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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	MF	Mutual Funds
ATM	Automated Teller Machine	Mn	Million
BC	Business Correspondent	NFB	Non Fund Based
Bps	Basis Points	NIM	Net Interest Margin
BVPS	Book Value Per Share	NNPA	Net Non Performing Assets
C&IB	Corporate & Institutional Banking	NPA	Non Performing Assets
CAGR	Compounded Annual Growth Rate	PCR	Provision Coverage Ratio
CASA	Current Account and Savings Account	Q1	3 month period ended June 30(April 1 - June 30)
CB	Commercial Banking	Q2	3 month period ended September 30(July 1 - September 30)
CBDT	Central Board for Direct Taxes	Q3	3 month period ended December 31(October 1 - December 31)
CC	Credit Card	Q4	3 month period ended March 31(January 1 - March 31)
CEO	Chief Executive Officer	QoQ	Quarter on Quarter
CET1	Core Equity Tier 1	H1	6 month period ended September 30(April 1 - September 30)
Cr	Crore	9M	9 month period ended December 31(April 1 - December 31)
CRAR	Capital to Risk Weighted Assets Ratio	RBI	Reserve Bank of India
CSR	Corporate Social Responsibility	RoA	Return on Assets
FICC	Fixed Income, Currency and Commodity	RoE	Return on Equity
FPI	Foreign Portfolio Investor	RWA	Risk Weighted Assets
FY	12 month period ended March 31	SLR	Statutory Liquidity Ratio
GNPA	Gross Non Performing Assets	UPI	Unified Payments Interface
G-Sec	Government Securities	US	United States
GST	Goods and Services Tax	VCF	Venture Capital Funds
HUF	Hindu Undivided Family	YoY	Year on Year
RBL Finserve	RBL Finserve Ltd.	WCF	Working Capital Finance
RVF	Rural Vehicles Finance	PCR	Provision Coverage Ratio
NM	Not Meaningful		

Key Drivers of Business Performance in Q3FY23

Well Diversified Advances – Growth of 15% YoY and 6% sequentially

Strong Liability Franchise – CASA at 36.6%; Retail (as per LCR) at 42.5% of total deposits

Growing Profitability – PAT at Rs. 209 crore up 34% YoY

Stable Asset Quality with Prudent Provisioning – Net NPA at 1.18% with PCR at 68%

Healthy Capital Adequacy – CRAR at 17.0%; CET1 at 15.5%

Growing Distribution Network with 516 Branches and 1168 BC/ BOs

Experienced Board and Leadership Team

RBL Bank Q3 FY23 Snapshot

Improving Financial Metrics

- Net Profit grew 34% YoY to Rs. 209 crore
- NIM at 4.7%, improved by 19bps sequentially
- Other Income 35.0% of Total Income
- Core Fee Income 33% of Total Income at Rs. 590 crore

Diversified Advances with Growing Retail

- Total Advances grew 15% YoY & 6% QoQ to Rs. 66,684 crore
- Retail Advances grew 13% YoY and 7% QoQ to Rs. 34,977 crore
- **Diversifying Retail Mix**
Credit Cards : 23% of advances
Microfinance : 8% of advances
Housing Loans, Rural Vehicles & Small Business Loans : 8% of Advances

Growing Granular Deposits

- Total Deposits grew 11% YoY to Rs. 81,746 crore
- CASA grew 18% YoY
- CASA ratio at 36.6%
- Retail Deposits (as per LCR definition) grew 25% YoY, was 42.5% of total deposits
- Cost of Deposits at 5.5%

Healthy Capitalisation and Liquidity Levels

- CRAR at 17.0% and CET 1 at 15.5%
- Average LCR at 144% for the quarter

Improving Asset Quality

- GNPA reduced 19bps sequentially to 3.61%; NNPA at 1.18%
- Net Slippages at Rs. 383 crore
- PCR at 68.0%
- Net Restructured Advances reduced 33bps sequentially to 1.44%

Increasing customer base and distribution network

- Customer base at 12.00 mn increase of 0.24 million QoQ
- Distribution network of 516 branches, 413 ATMs and 1168 BC branches/Banking Outlets

Q3 FY23 Key Financial Highlights

Healthy Balance Sheet

Advances Rs. 66,684 crore

▲ 15% YoY ▲ 6% QoQ

Retail Advances Rs. 34,997 crore

▲ 13% YoY ▲ 7% QoQ

Deposits Rs. 81,746 crore*

▲ 11% YoY ▲ 3% QoQ

CASA Rs. 29,948 crore

▲ 18% YoY ▲ 4% QoQ

Growing Profitability

NII Rs. 1,148 crore

▲ 14% YoY ▲ 8% QoQ

Core Fee Income Rs. 590 crore

▲ 6% YoY ▲ 9% QoQ

Operating Profits Rs. 567 crore

▼ 10% YoY ▲ 11% QoQ

Profits Rs. 209 crore

▲ 34% YoY ▲ 4% QoQ

Improving Financial Ratios

NIM 4.7%

▲ 40bps YoY ▲ 19bps QoQ

CASA 36.6%

▲ 225bps YoY ▲ 47bps QoQ

NNPA 1.18%

▼ 67bps YoY ▼ 7bps QoQ

PCR 68.0%

▲ 507bps YoY ▲ 17bps QoQ

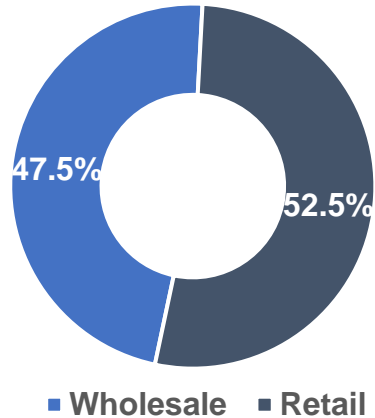
* Retail Deposits (as per LCR definition) grew 6% QoQ to Rs. 34,769 crore



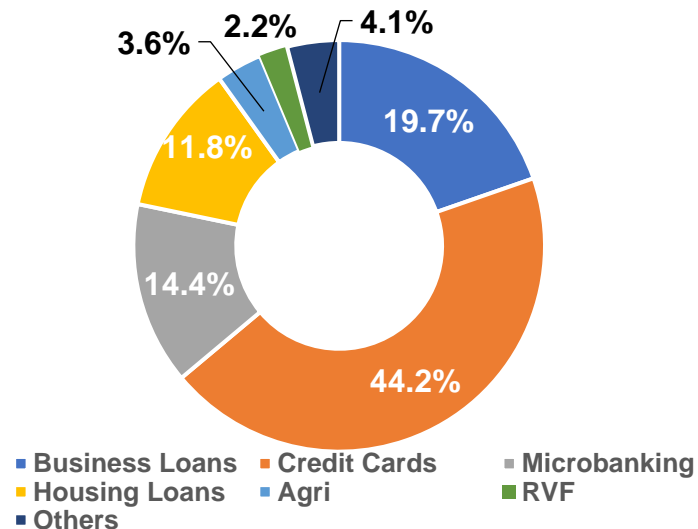
Well Diversified Advances

Well Diversified Advances

— Advances by Segment (%) —



— Retail Advances Breakup (%) —



- 83.3% of Wholesale Exposure is to A- or better rated customers
- Wholesale Exposure is well diversified across industries with top 10 industries accounting for only 29.2% of total exposure
- Bank amongst the largest Credit Card issuers in India with over 5% market share in Cards in Force
- Microfinance Lending is well diversified across geographies with top 5 states accounting for 66% of total microfinance advances
- Increasing Focus on Housing Loans , Vehicle Finance and Other Retail

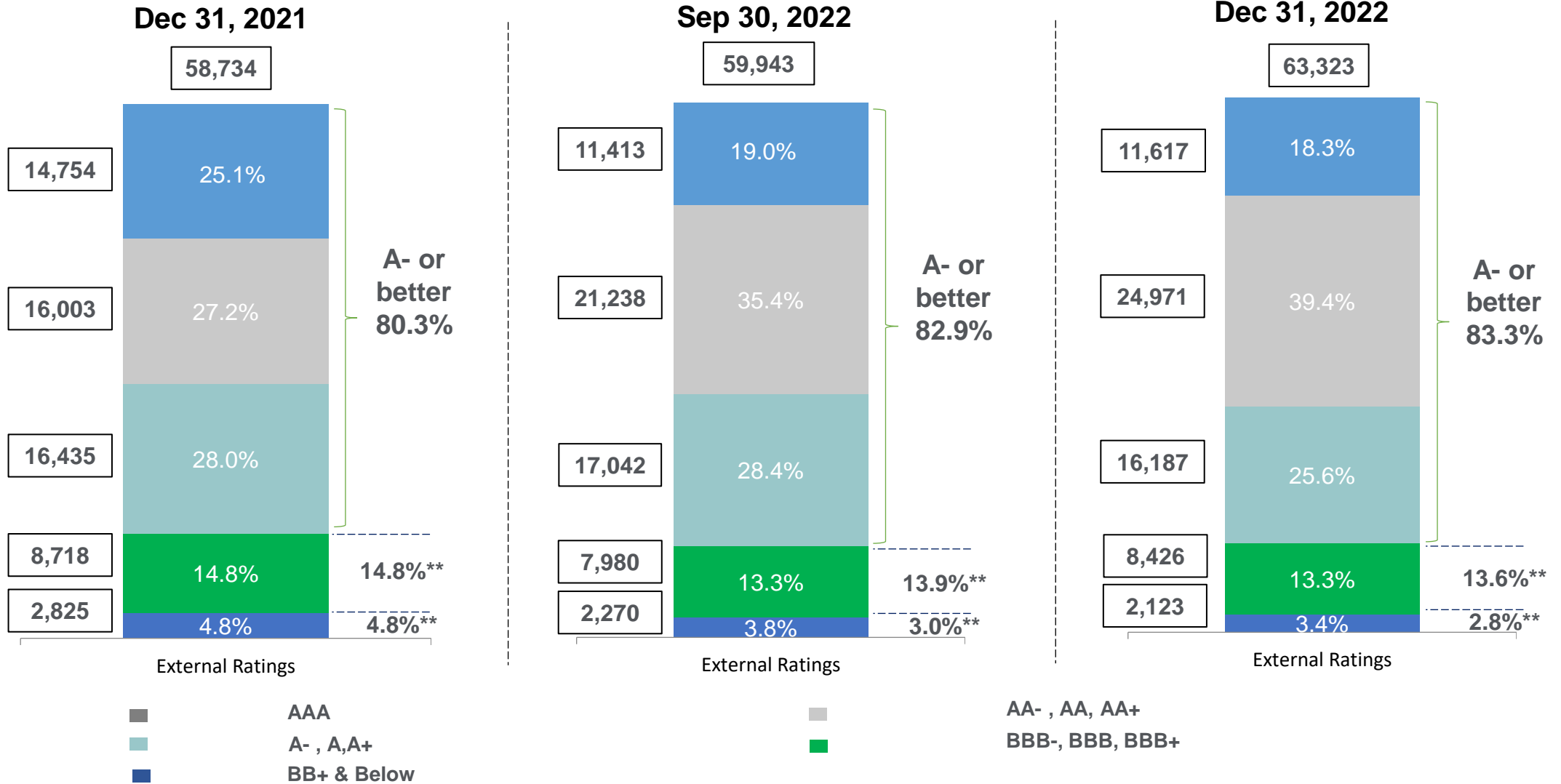
Advances Mix; Healthy Advances Growth

	Dec 31,2022	Dec 31,2021	YoY	Sep 30,2022	QoQ	Yield 9M FY23	Proportion
C&IB	24,214	20,901	16%	23,119	5%	7.1% (6.5%)	48%
CB	7,493	6,340	18%	7,137	5%		
Wholesale	31,707	27,241	16%	30,256	5%	15.5% (14.9%)	52%
Business Loans	6,882	8,676	(21%)	7,350	(6%)		
Credit Cards	15,471	13,189	17%	14,644	6%		
Micro-Banking	5,021	4,827	4%	4,584	10%		
Housing Loans	4,142	1,651	151%	3,450	20%		
Retail Agri	1,260	1,172	7%	1,213	4%		
Rural Vehicle Finance	777	188	313%	540	44%		
Others	1,425	1,197	19%	905	57%		
Retail	34,977	30,900	13%	32,686	7%		
Total	66,684	58,141	15%	62,942	6%		

9M FY22 yields in brackets

INR Yields for Wholesale Advances was 7.6%

Borrower's External rating Profile



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

** Based on facility ratings

Exposure in Rs. crore

Diversified Industrial Concentration

Top 10 Industry*

Industry	Outstanding FB+NFB Exposure	FB-NFB Split	% of Outstanding FB+NFB Exposure
NBFC (ex. HFC & DFI)	3,690	99:1	4.4%
Construction	3,205	31:69	3.8%
Power	2,980	60:40	3.5%
HFC	2,677	100:0	3.2%
Retail/ Distribution	2,658	74:26	3.1%
Engineering	2,509	50:50	3.0%
Metals	1,975	66:34	2.3%
Pharma	1,883	77:23	2.2%
Oil and Gas	1,602	0:100	1.9%
Cement	1,494	86:14	1.8%

* As of Dec 31, 2022 based on actual outstanding

Non Fund Based Book

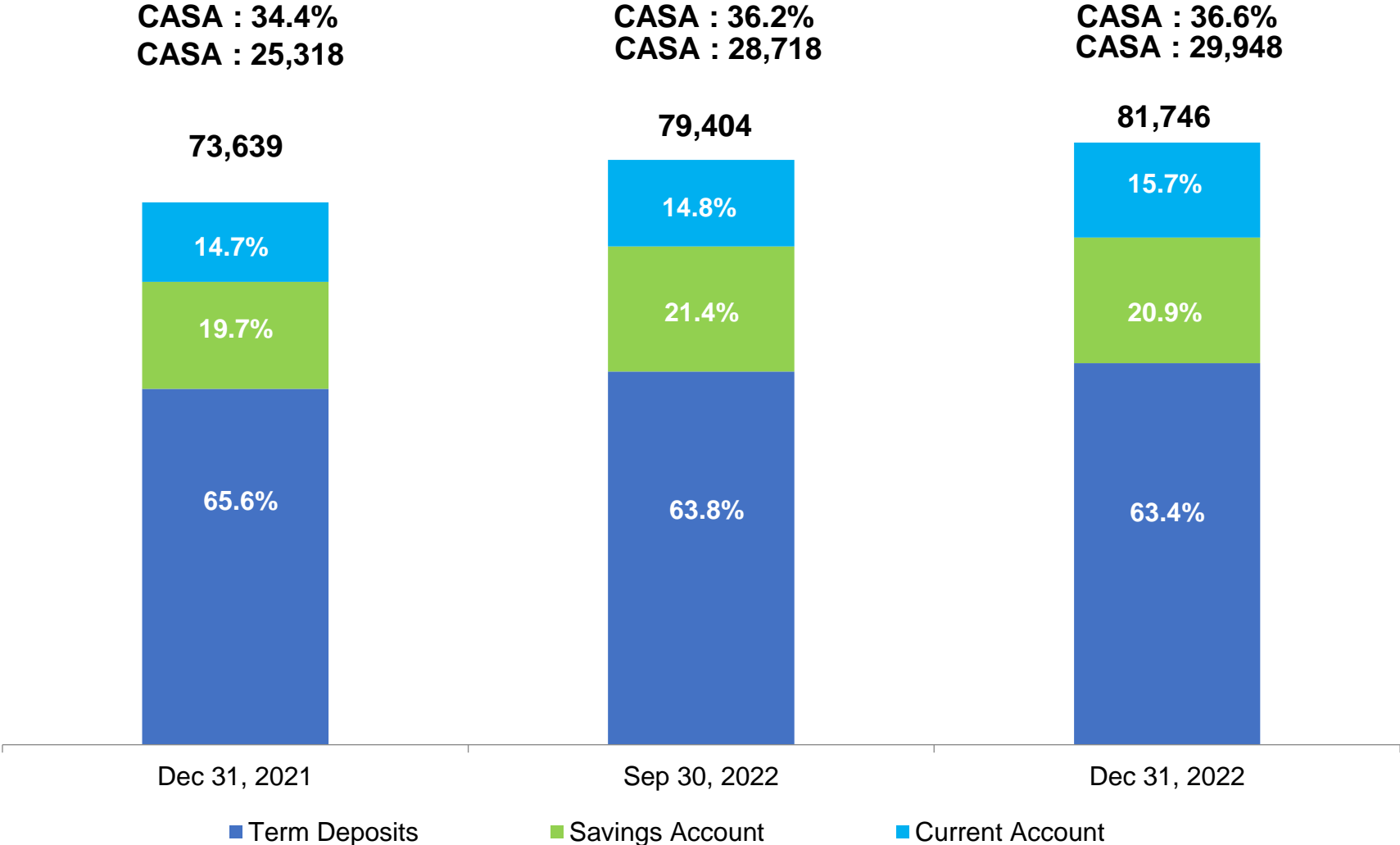
Particulars	Dec 31, 2022	Dec 31, 2021	Sep 30, 2022
Guarantees	11,286	10,217	11,474
Letter of Credit, Acceptances, Endorsements and other Obligations	4,803	5,505	4,478



Strong Liability Franchise

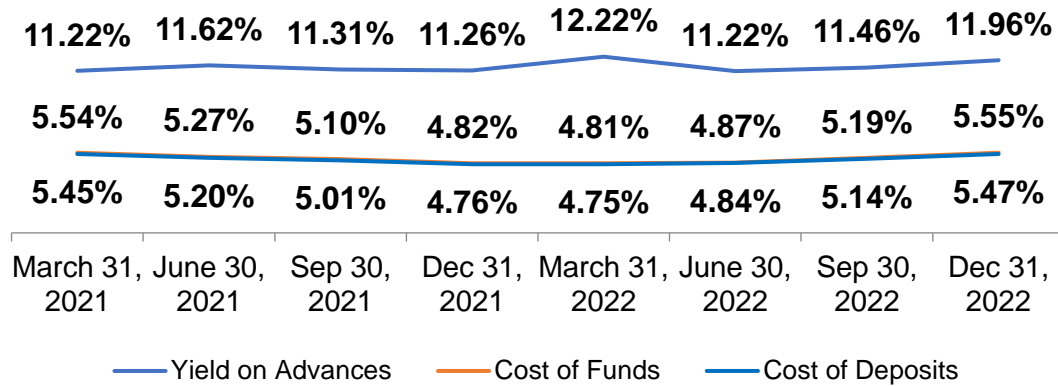
CASA & Total Deposits

18% YoY growth in CASA ; Total deposits grew by 11% YoY

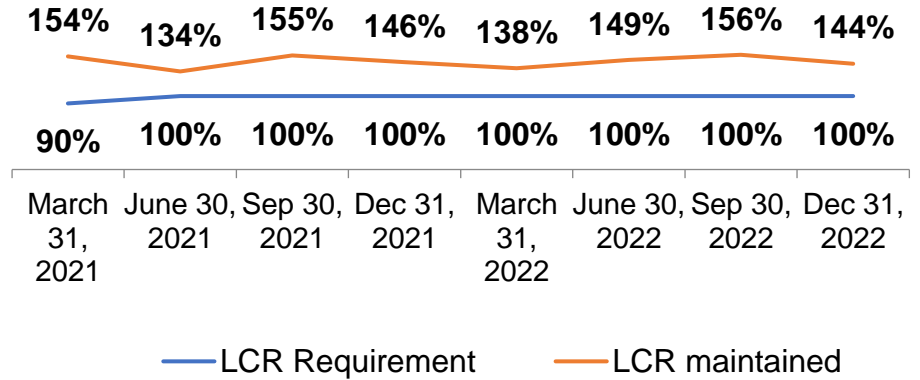


Deposits, Liquidity and Cost Trends

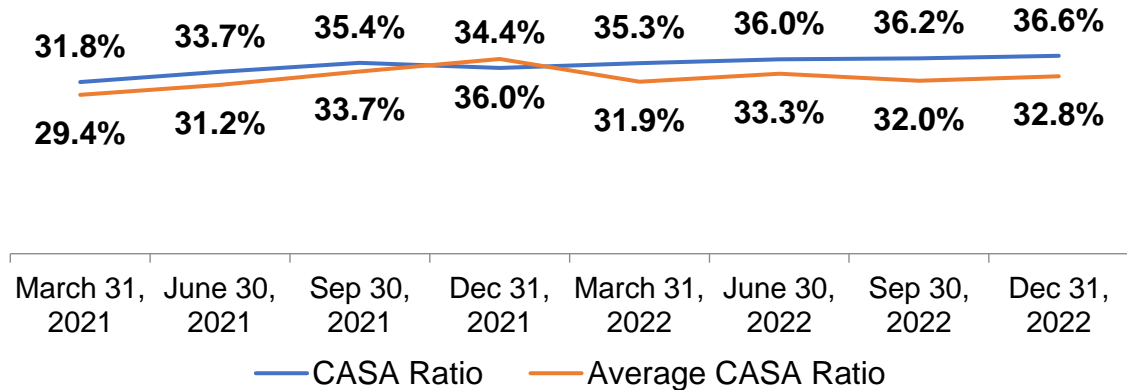
Yield and Cost



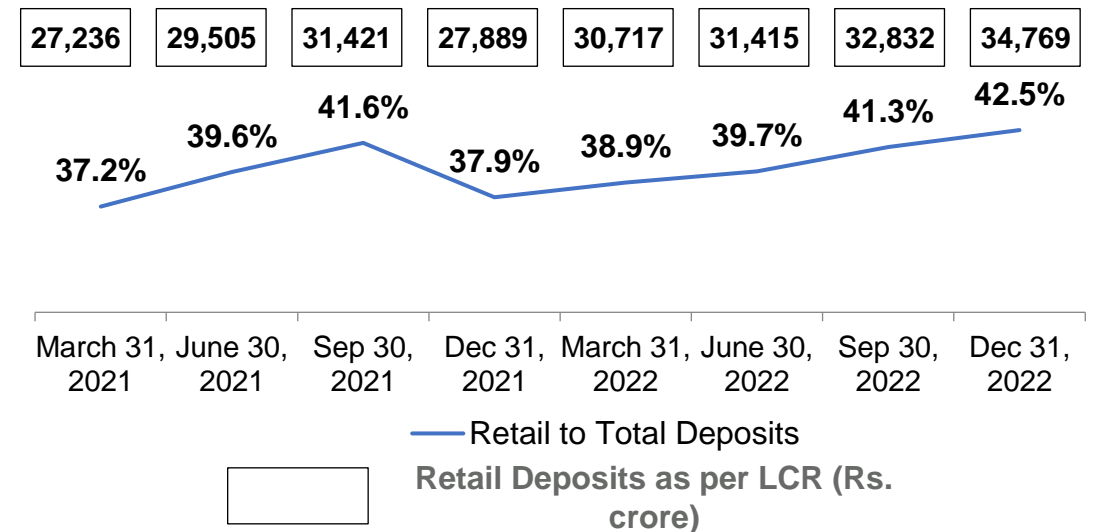
LCR Position



CASA Ratios



Share of Retail Deposits





Stable Financial Metrics

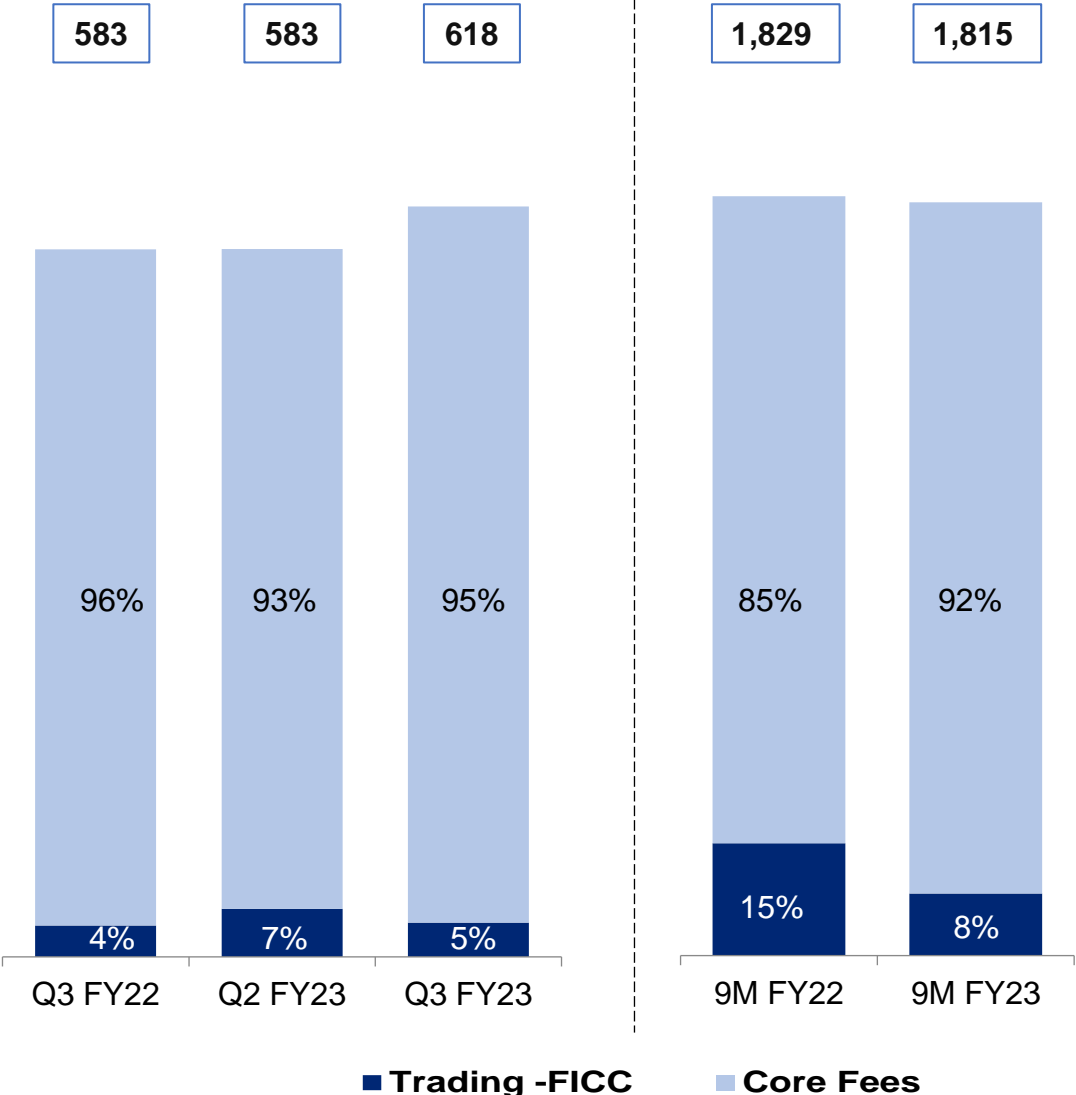
Improving Profitability QoQ

Parameter	Q3 FY23	Q3 FY22	YoY	Q2 FY23	QoQ	9M FY23	9M FY22
Net Interest Income	1,148	1,010	14%	1,064	8%	3,240	2,895
Other Income	618	583	6%	583	6%	1,815	1,829
Net Total Income	1,767	1,593	11%	1,648	7%	5,056	4,725
Operating Profit	567	631	(10%)	512	11%	1,609	2,088
Provisions (Other than Tax)	293	424	(31%)	241	21%	787	2,460
Net Profit / (Loss)	209	156	34%	202	4%	612	(273)

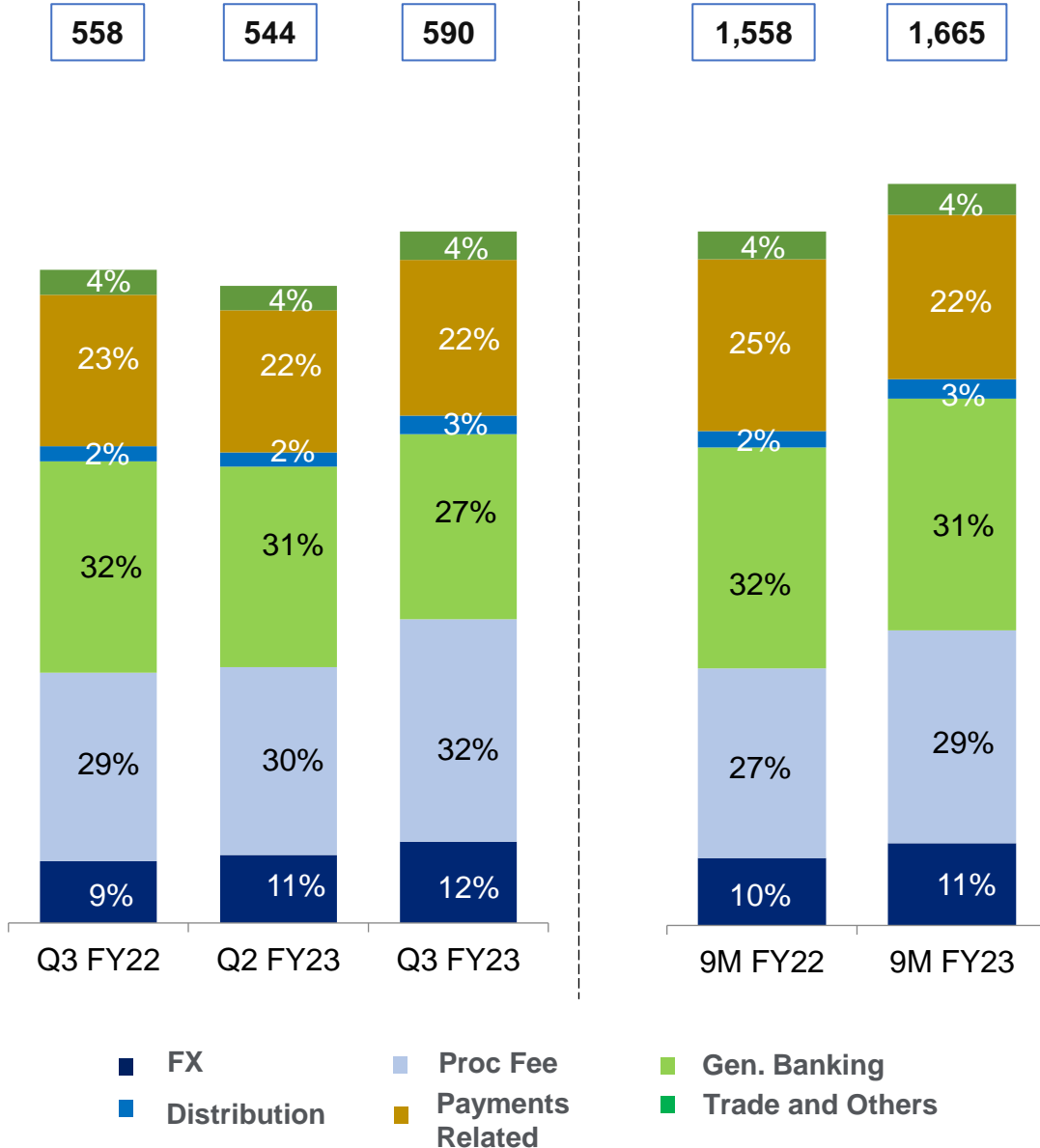
Parameter	Q3 FY23	Q3 FY22	Q2 FY23	9M FY23	9M FY22
Other Income/Total Income	35.0%	36.6%	35.4%	35.9%	38.7%
Cost/Income	67.9%	60.4%	68.9%	68.2%	55.8%
Net Interest Margin	4.7%	4.3%	4.5%	4.5%	4.3%
Credit Cost/Advances (bps)*	39	73	39	121	444
RoA	0.78%	0.61%	0.77%	0.77%	(0.36%)
RoE	6.25%	4.97%	6.12%	6.21%	(2.89%)

Core Fee Income increasing QoQ

Other Income

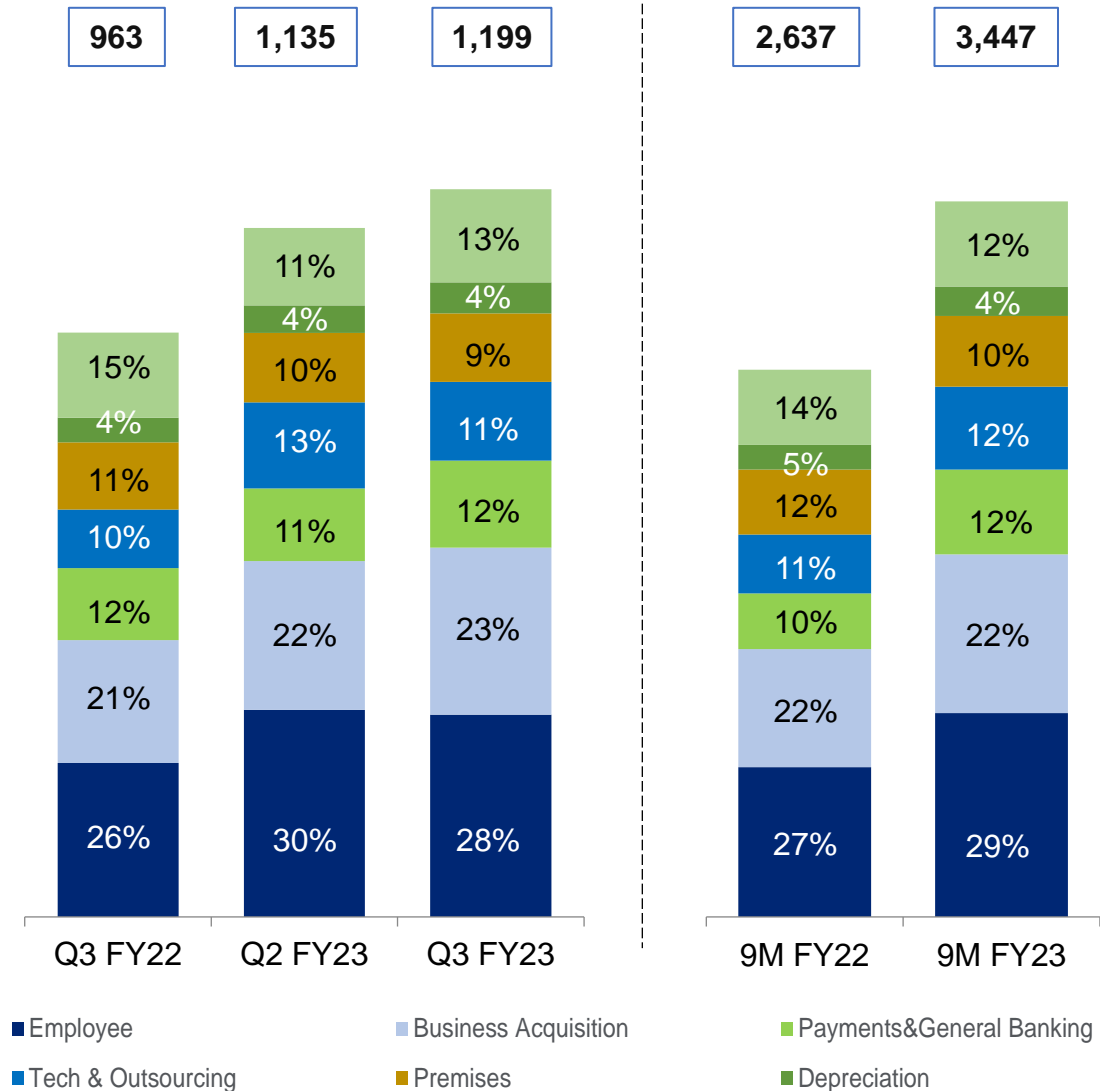


Core Fee Income Breakup

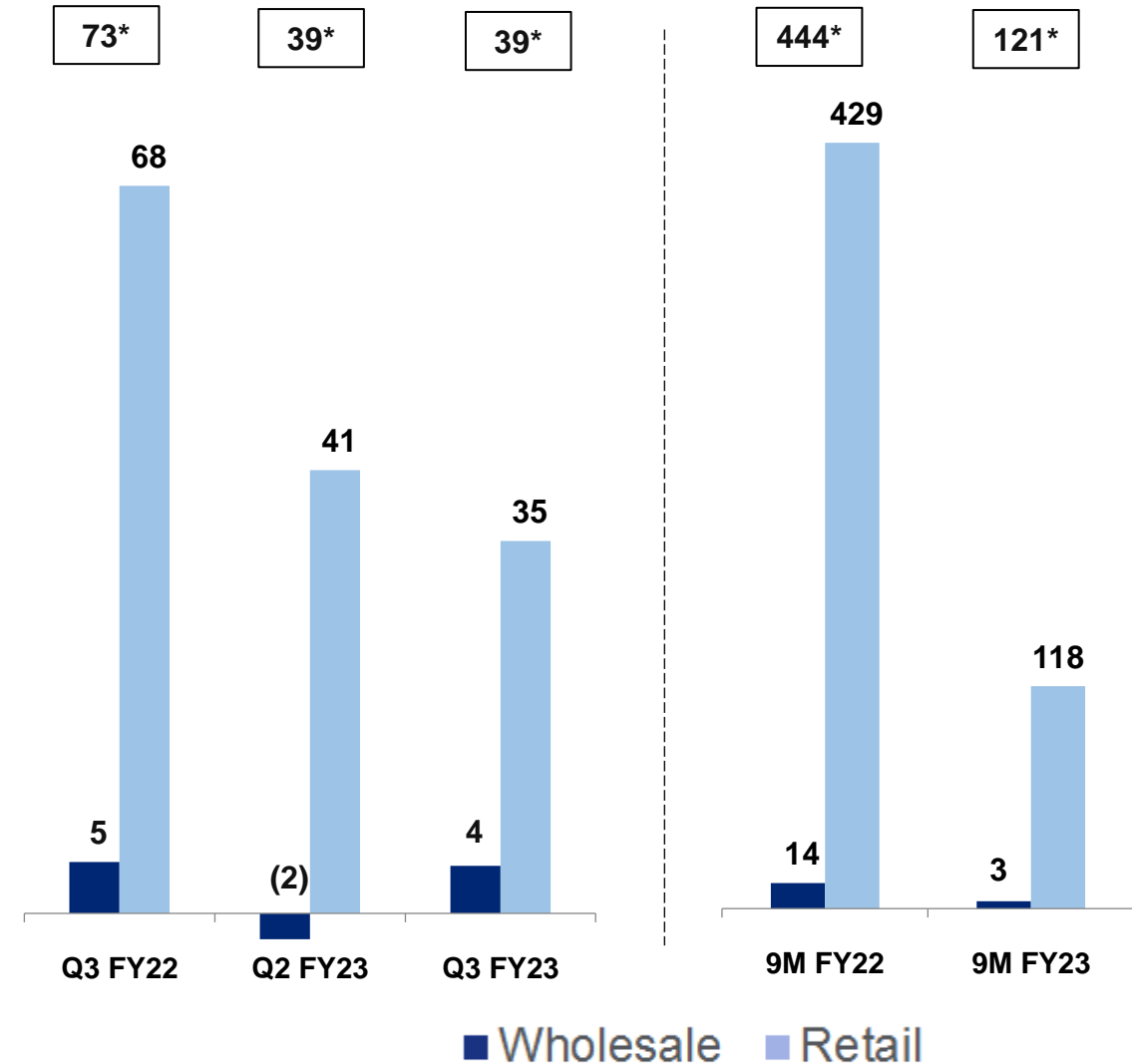


Operating Costs Increase Driven By Business Volume Growth; Credit Costs Lower QoQ

Operating Expenses



Net Credit Cost by Business (bps)





Asset Quality

Asset Quality Snapshot

	Quarter Ended				
	Dec 31, 2021	March 31, 2022	June 30, 2022	Sep 30, 2022	Dec 31, 2022
Movement of Gross NPAs					
Opening Balance	3,131	2,902	2,728	2,537	2,457
(+) Additions during the period	766	619	653	812	608
(-) Upgrade	181	105	192	149	99
(-) Recoveries	271	222	188	164	126
(-) Write Offs	542	465	465	578	371
Closing Balance	2,902	2,728	2,537	2,457	2,469
Gross NPA (%)	4.84%	4.40%	4.08%	3.80%	3.61%
Net NPA	1,076	807	697	790	790
Net NPA (%)	1.85%	1.34%	1.16%	1.26%	1.18%
Actual PCR	62.9%	70.4%	72.5%	67.8%	68.0%
PCR incl. Technical Write-offs	78.6%	83.4%	85.3%	84.3%	84.7%
Slippage Ratio	1.37%	1.07%	1.09%	1.35%	0.97%
Net Slippages	313	292	273	498	383
Net Slippage Ratio	0.56%	0.50%	0.46%	0.83%	0.61%
Net Restructured %	3.00%	2.69%	2.35%	1.87%	1.44%

• Net Security Receipts as a percentage of total advances at 0.17%

Asset Quality – NPA Position

Gross NPA by business segment

Business segment	Dec 31, 2021	March 31, 2022	June 30, 2022	Sep 30, 2022	Dec 31, 2022
Wholesale	1,010	1,044	1,087	1,183	1,172
Retail	1,892	1,684	1,450	1,274	1,297
Business Loans	353	378	377	426	473
Credit Cards	388	325	328	348	345
Micro-Banking	895	737	517	274	223
Retail Agri	158	147	163	163	176
Others	98	97	64	63	80
Total	2,902	2,728	2,537	2,457	2,469

Net NPA by business segment

Business segment	Dec 31, 2021	March 31, 2022	June 30, 2022	Sep 30, 2022	Dec 31, 2022
Wholesale	370	290	299	362	322
Retail	706	516	398	428	468
Business Loans	197	192	158	147	165
Credit Cards	150	104	83	84	82
Micro-Banking	225	89	65	102	112
Retail Agri	93	86	76	73	80
Others	40	44	16	22	30
Total	1,076	807	697	790	790

Slippages, Loan Provisions & Restructured Advances

Slippages Breakup

Particulars	Net Slippages*	Of which Restructured
Wholesale	(7)	-
Credit Card	199	5
Microfinance	102	65
Retail Assets	89	52
Total	383	122

* Slippages Net of Upgrades and Recovery

Loan Provisions Breakup

Particulars	As of 31 st Dec 2022	For Q3 FY23
NPA Specific Provision (towards PCR)	1,679	385
Restructured Provision (outside PCR)	156	(64)
Standard Provision (outside PCR)	329	18
Recovery on written off accounts	-	(95)
Total	2,163	244

Restructured Advances by business segment

Business segment	Gross	Net
Wholesale	15	10
Retail	1,101	950
Business Loans (Largely Secured)	959	835
Credit Cards	113	100
Micro-Banking	29	15
Total	1,116	960



Healthy Capital Adequacy

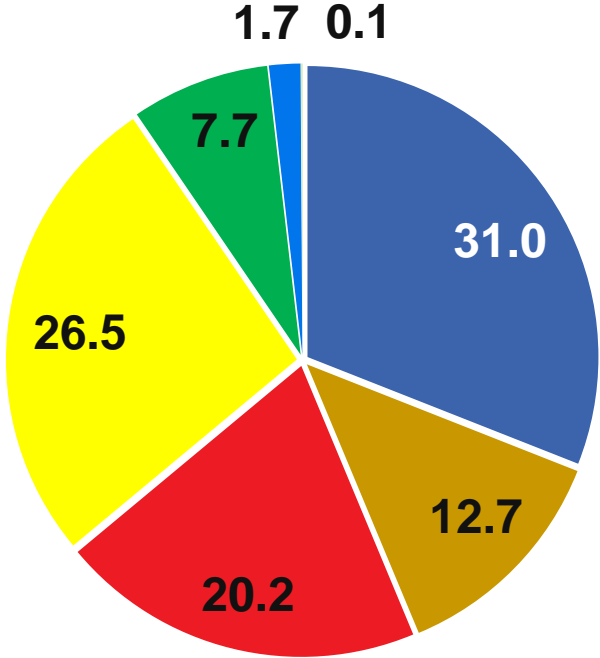
Capital Adequacy – Well Capitalized

Particulars	Dec 31, 2021	Sep 30, 2022	Dec 31, 2022
Tier 1 Capital Funds*	12,060	12,710	12,915
Tier 2 Capital Funds	623	1,216	1,242
Total Capital Funds*	12,683	13,926	14,158
Total RWA	76,510	80,187	83,353
Tier 1 CRAR*	15.8%	15.9%	15.5%
Total CRAR*	16.6%	17.4%	17.0%
RWA/Total Assets	75.1%	74.7%	76.1%

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

Diversified Shareholding & Strong Rating Profile

— Shareholding by category (%) —



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

Total Foreign holding – 40.3%.
Approved limit – 74%

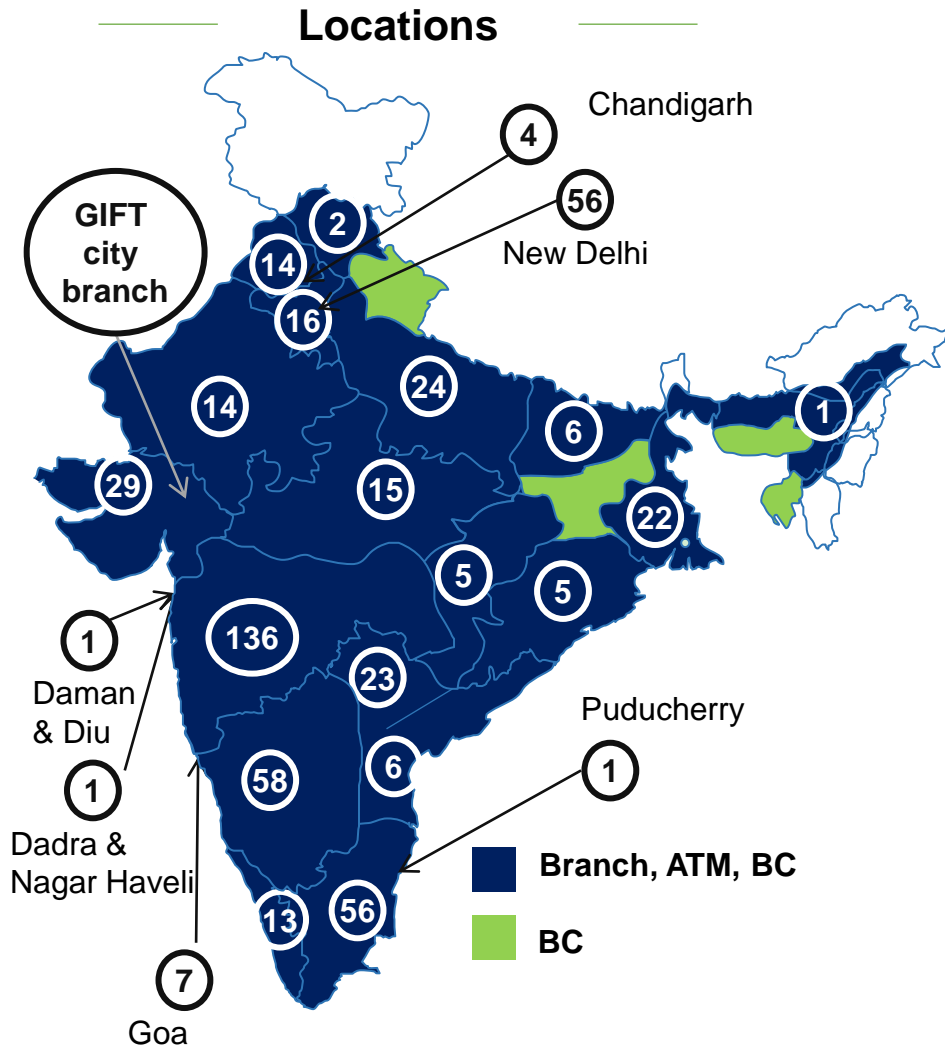
— Ratings —

Instrument	Rating
Basel III compliant Tier II bonds	ICRA AA- (Stable) (Re-affirmed dated Sep 9, 2022)
	CARE AA- (Stable) (Re-affirmed dated Oct 3, 2022)
Certificate of Deposits	ICRA A1+ (Re-affirmed dated Sep 9, 2022)
Fixed deposit programme	ICRA AA- (Stable) (Re-affirmed dated Sep 9, 2022)
Short term fixed deposit programme	ICRA A1+ (Re-affirmed dated Sep 9, 2022)

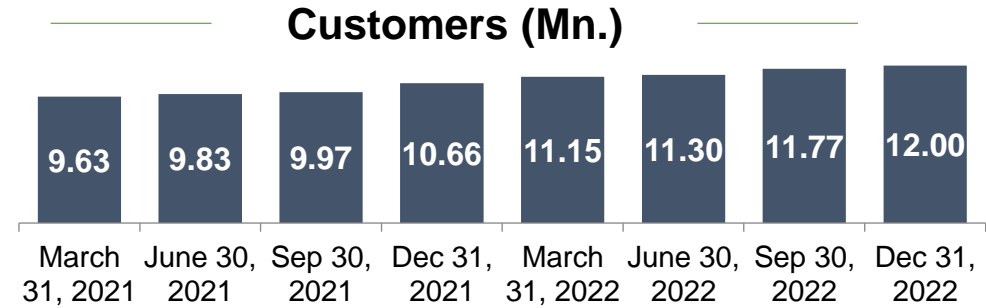


Growing Distribution Network

Our Growing, Multi-Layered Distribution Network

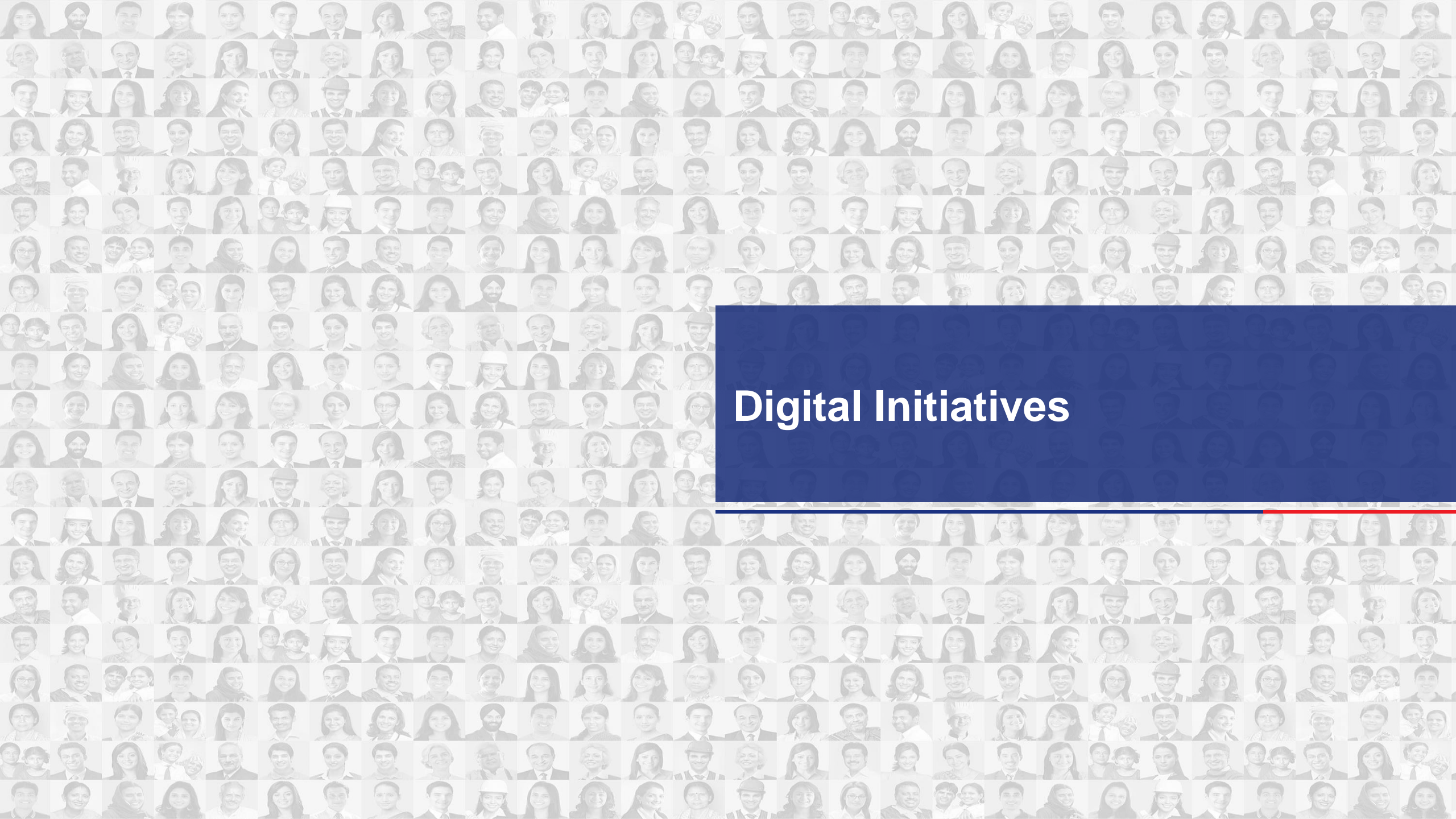


Figures in circles refer to number of branches in given state/union territory



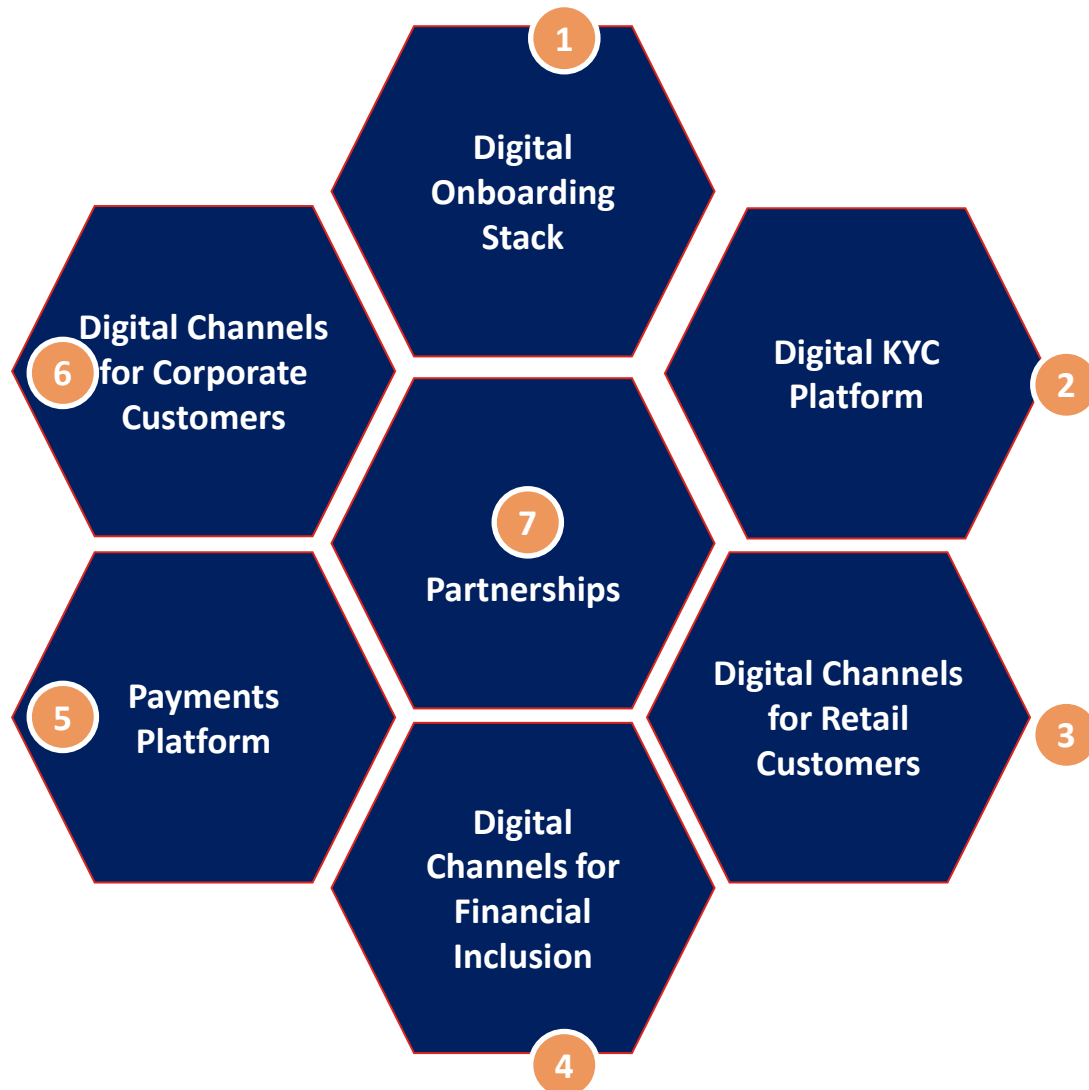
Channel Breakup

Channels	Number of transaction points		
	Dec 31, 2022	Sep 30, 2022	Dec 31, 2021
Branches	516	507	463
<i>Metro (incl. GIFT branch)</i>	299	294	256
<i>Urban</i>	75	72	66
<i>Semi-urban</i>	74	74	78
<i>Rural</i>	68	67	63
Banking Outlets (BOs)	298	289	274
BC Branches (incl. BOs)	1,168	1,204	1,424
<i>Of which RBL Finserve</i>	821	821	874
<i>Of which for Micro-Banking</i>	1,165	1,165	1,242
ATMs	413	413	407



Digital Initiatives

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



Enabler to provide Seamless Digital Experience to Customers

- A central unit focusing on building Digital Journeys for existing and new Products of the Bank
- Build common platforms interfacing customers to aid digital journeys for e.g. digital KYC platform, payments platform, rule based engines for customer assessment
- Continuous design to reflect changing customer experience and market benchmarks.
- Platform available to business units to synergise existing journeys to contextualise with new product variations
- Consolidate the delivery framework for building customer digital journeys
- Facilitate Cross Sell and UpSell

Digital Banking Framework

Vision to build and offer a unified digital platform focussing on B2C, B2B, B2BC platform



Channels

IB, MB, DB platform to engage and serve across customer segments



Payments

Scalable API driven Payments platform for corporate and retail customers



Liabilities & TPP

Digital product journeys



Retail Assets & Credit Card

Digital Product Journeys



Sales Support & Digital Service Enablers

Digital Solutions support across segments



Product & Project Support

Product governance & transaction monitoring. Unified KYC Platform

ABACUS 2.0

Anchored By

Operations

Digital Servicing + Servicing

Digital Risk

Support (Legal, Compliance)

B2C (Digital Journeys)

- Digital onboarding across Products & Services
- Engagement platform across lifecycle
- Value added services like Spend Analysis, Fastag, bill payments

Digital Journeys across all product portfolio of the bank in the next 3 to 5 years

B2B (Leverage on API Capabilities)

- API driven payments platform across INR and FX
- Escrow structures (PA, PPI, Managed)
- UPI (P2M), P2P), TPAP, Plugin Model
- Supply Chain Financing through digital/Trade Finance

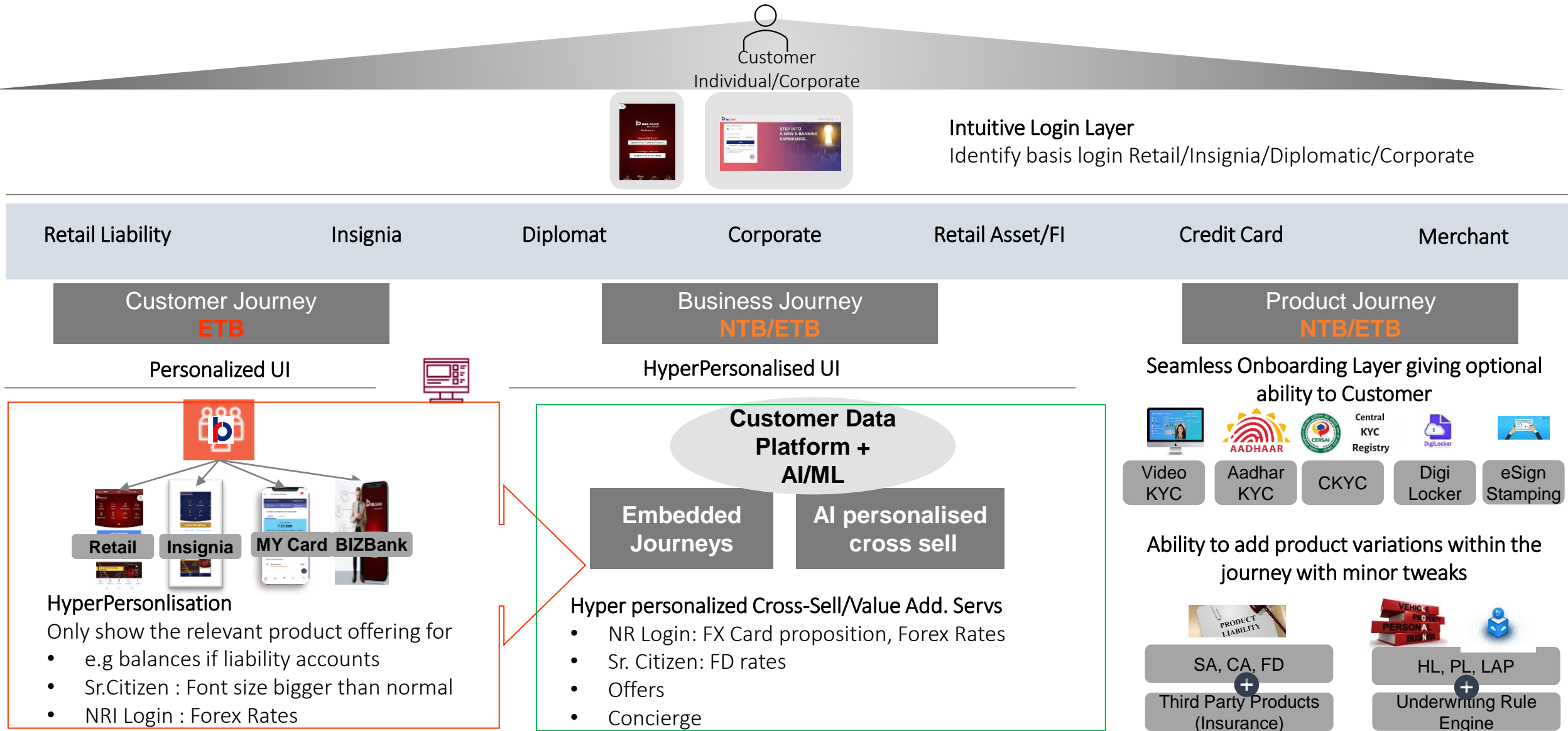
Intermediary relationships across (Payment Aggregation, PPI, Forex inwards (RDA) and Outwards (LRS))

B2B2C (Potential for B2C through Partnerships)

- Neobanking platform subject to regulatory clearances
- Digital Liability and Lending structures
- Cobranding Debit/Credit Card/Prepaid Programs
- Cross Sell

Neo Banking Tieups, Cross Sell structures for B2B

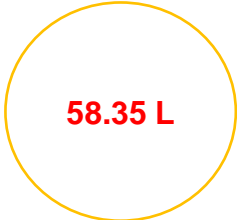
Customer Centric Digital Approach



Our Continual market standing in the digital space...

QOQ Increase in
Acquiring Txn Value~
11.05%

For period Oct-22 to Dec-22



Overall BAAS
Customers*



Total Transaction
Volume



Total Transaction
Value (in nos.)

21.5 L

No of
Merchants

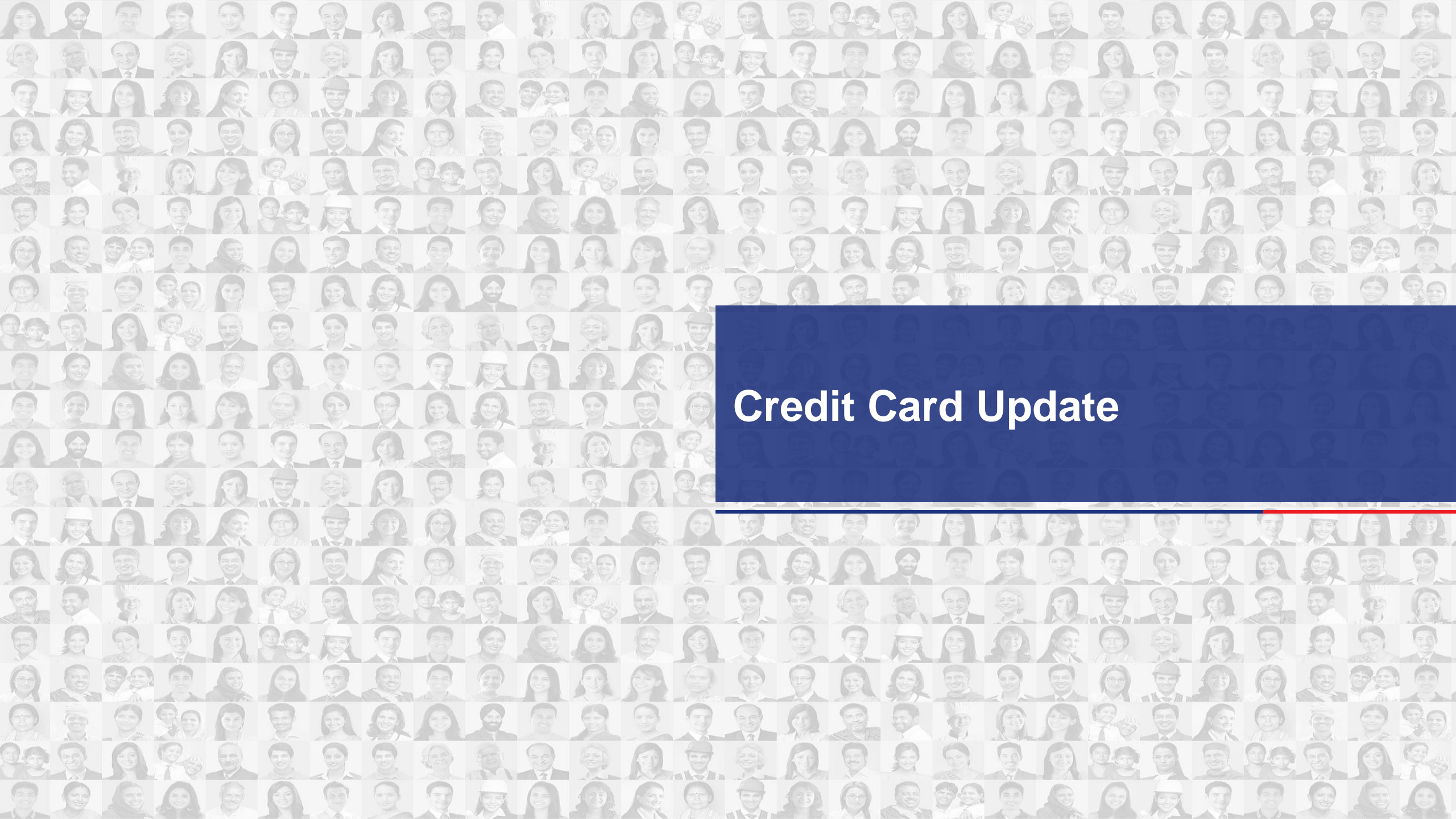
31.66 L

PPI Customers

1.85 L

Unique Customer
Service Points

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



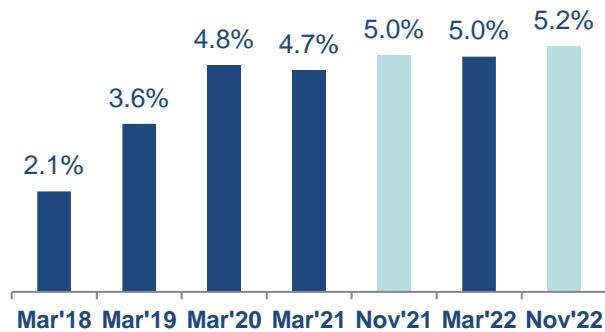
Credit Card Update

Growth & Market Share

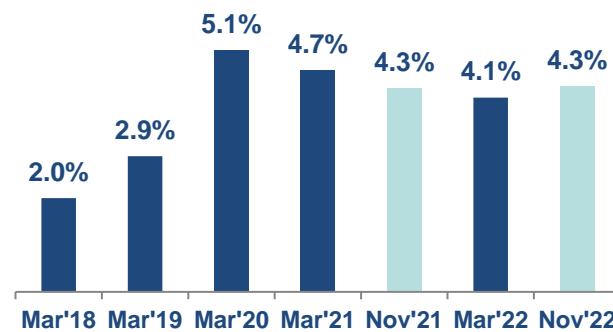
Source RBI Data

	Nov'21		Nov'22	
	RBL	Industry	RBL	Industry
CIF	3.4 M	67.9 M	4.2 M ▲ 24%	80.7 M ▲ 19%
Spends	3,863 Cr	89,493 Cr	5,008 Cr ▲ 30%	1,15,161 Cr ▲ 29%
Advances	13,520 Cr	1,38,688 Cr	15,693 Cr ▲ 16%	1,73,424 Cr ▲ 25%

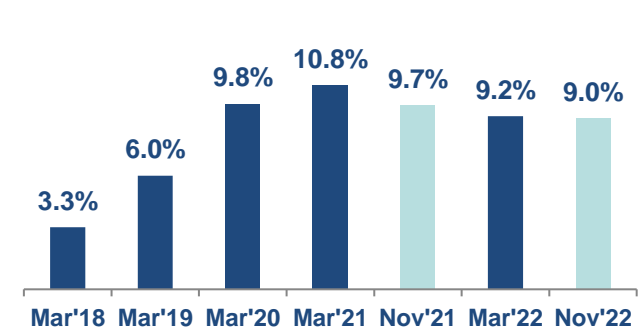
Market Share – Cards (#)



Market Share - Spends

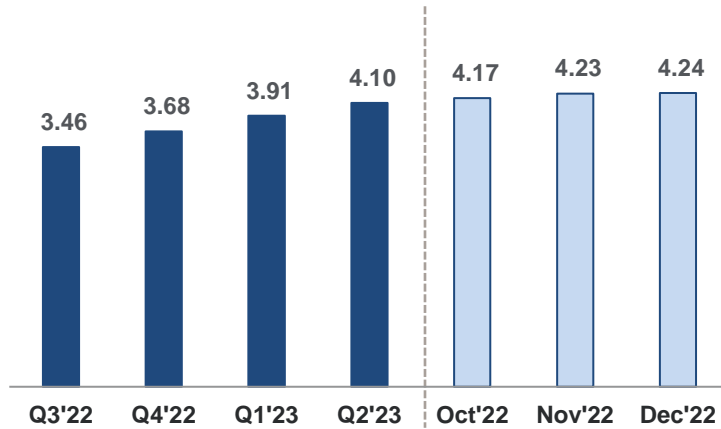


Market Share - Advances

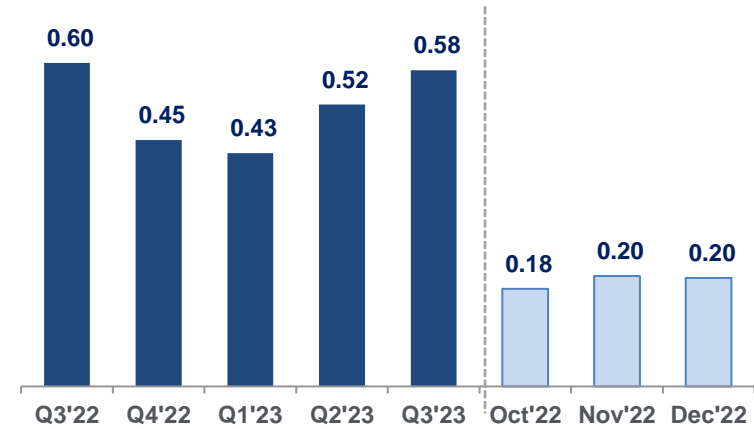


Credit Cards - Portfolio Trends

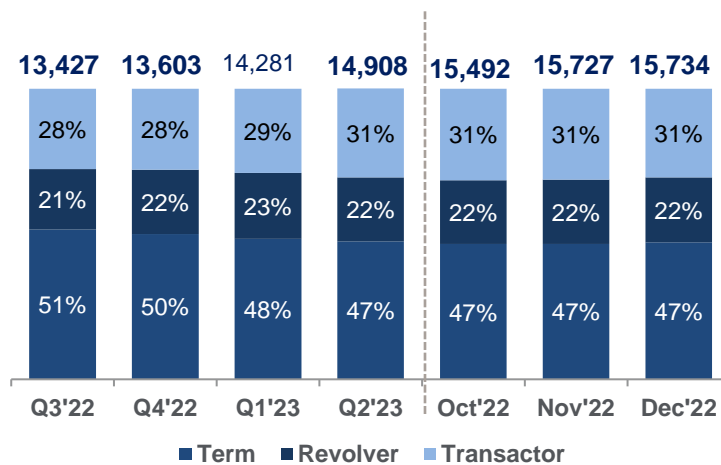
Cards in Force (Million)



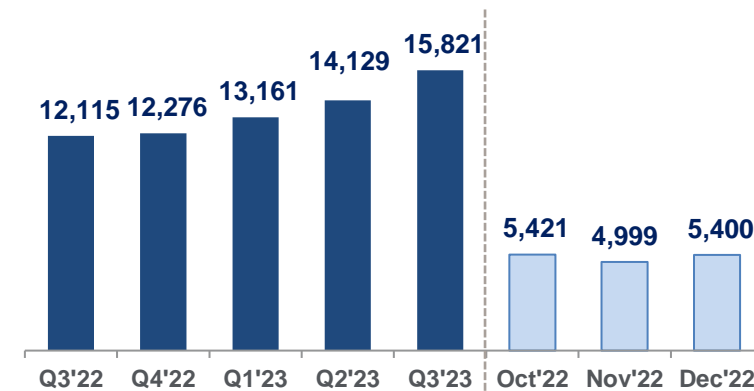
Acquisition (Million)



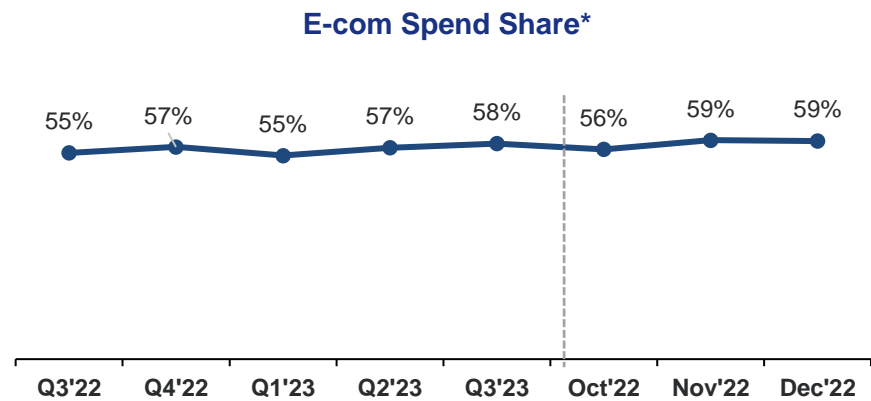
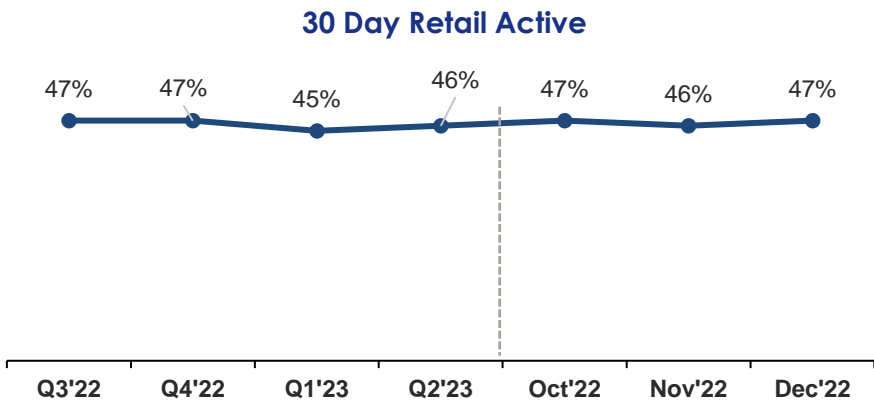
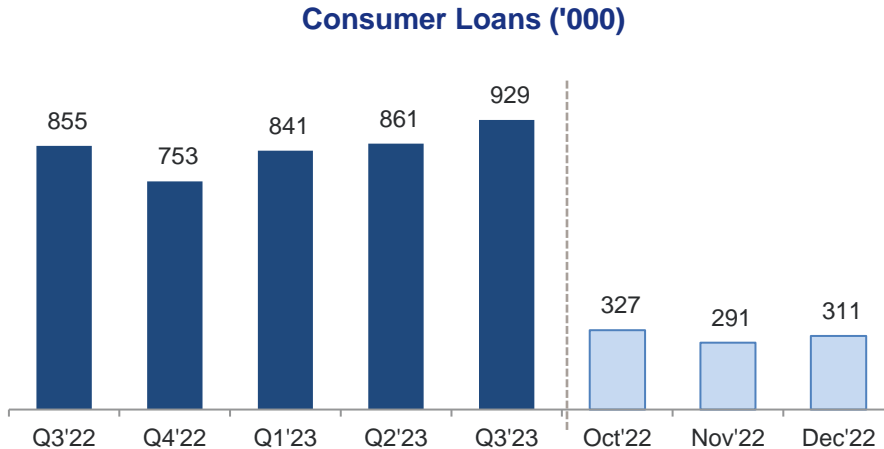
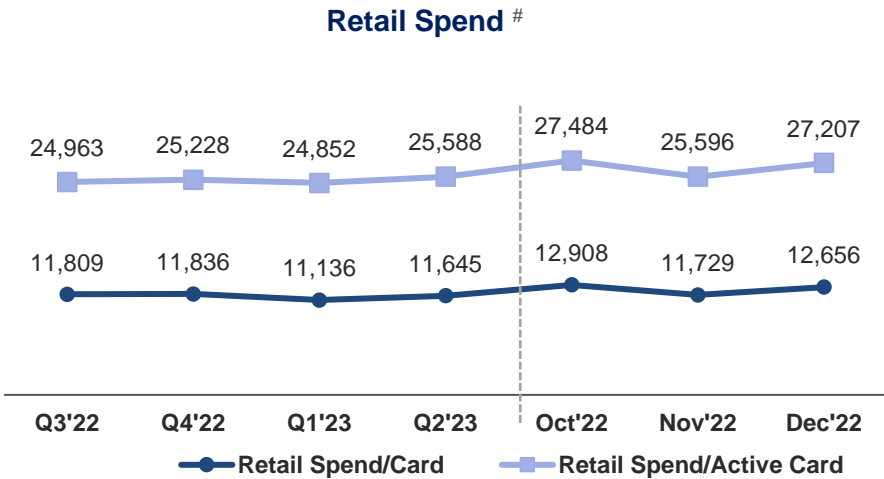
Gross Advances Breakup (Cr.)*



Total Spends (Cr.)



Credit Cards - Portfolio Trends



Retail spends Increased YoY and QoQ

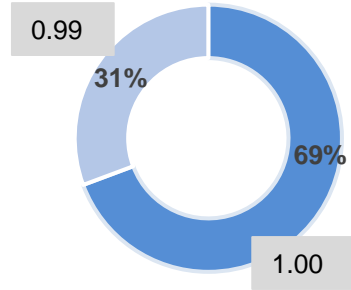
Retail Spend parameter are measured as of qtr end

* Q1'23 & Q2'23 values reinstated

Credit Cards – Customer Segment insights

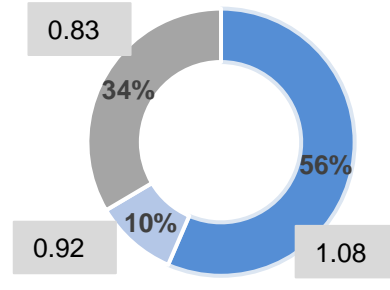
Cards-in-Force
As on 31st Dec
2022

Salaried : Self Employed (SE) mix



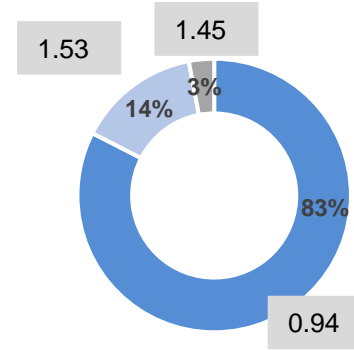
■ Salaried ■ Self Employed

City Tier Mix



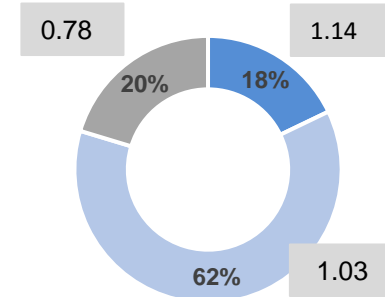
■ TIER 1 ■ TIER 2 ■ TIER 3

Carded Mix



■ Carded ■ Bureau Tested ■ NTC

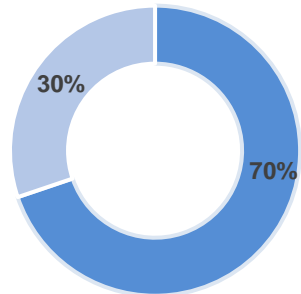
Age Group Mix



■ Under 30 ■ 31-45 ■ 45+

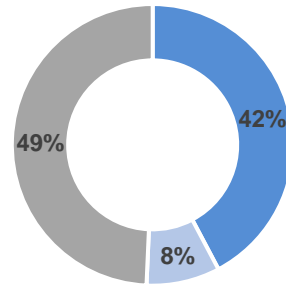
New Sourcing
For Q3 FY23

Salaried : Self Employed (SE) mix



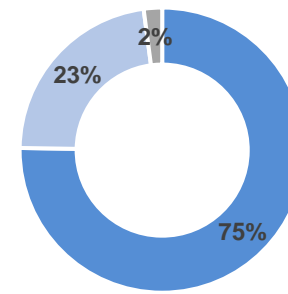
■ Salaried ■ Self Employed

City Tier Mix



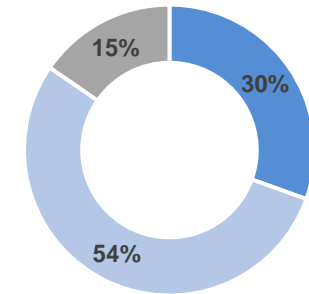
■ TIER 1 ■ TIER 2 ■ TIER 3

Carded Mix



■ Carded ■ Bureau Tested ■ NTC

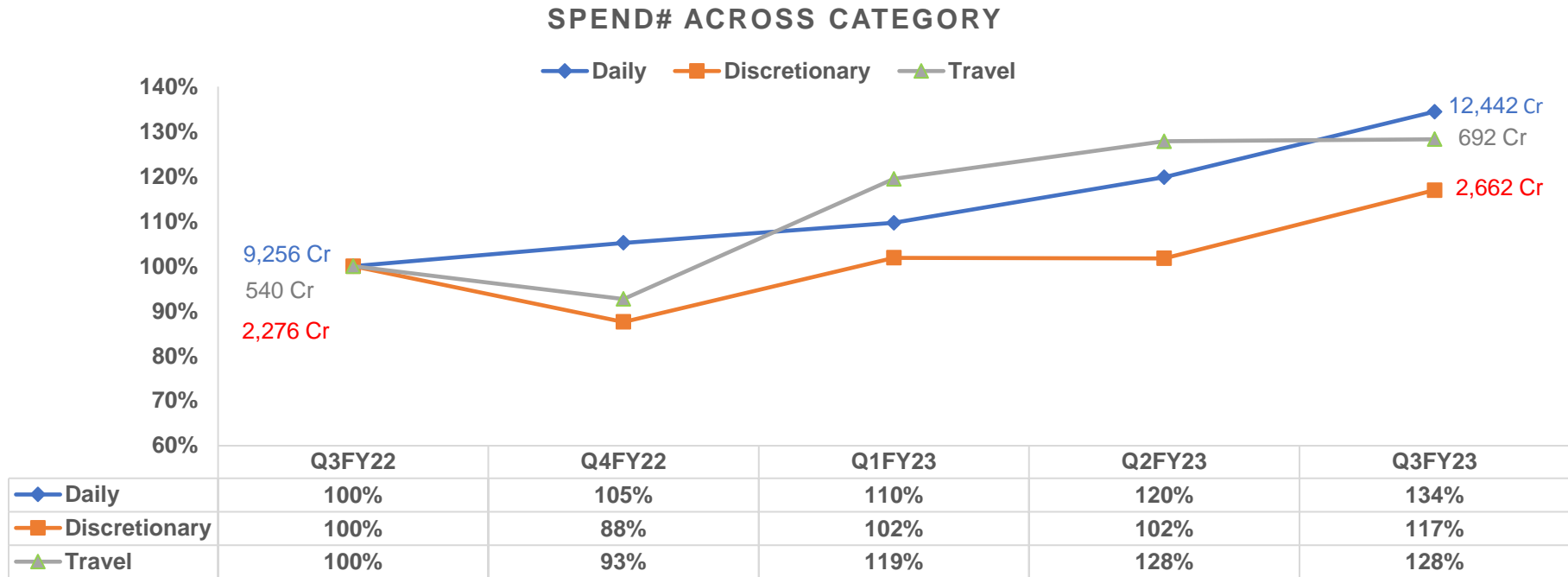
Age Group Mix



■ Under 30 ■ 31-45 ■ 45+

Diversified exposure, expansion outside Tier-1 cities.

Retail Spends Insights



- Q3 FY23 Over Previous 4 Quarters
- Oct'22 Spends has been all time high

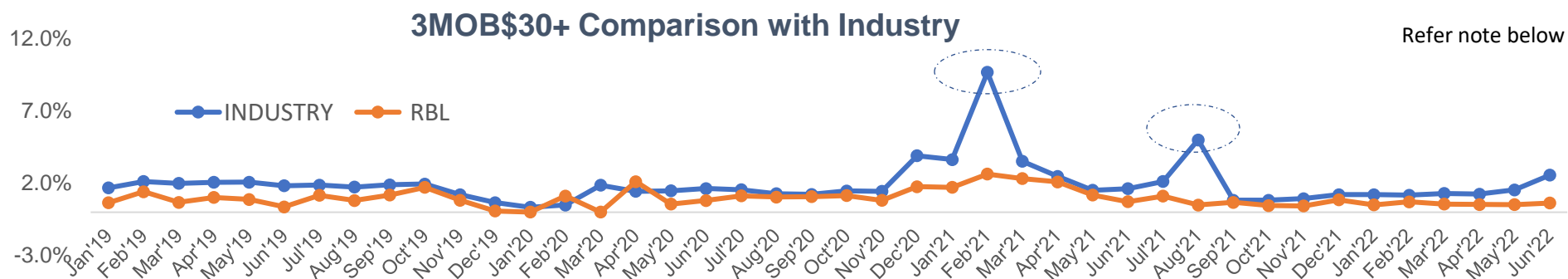
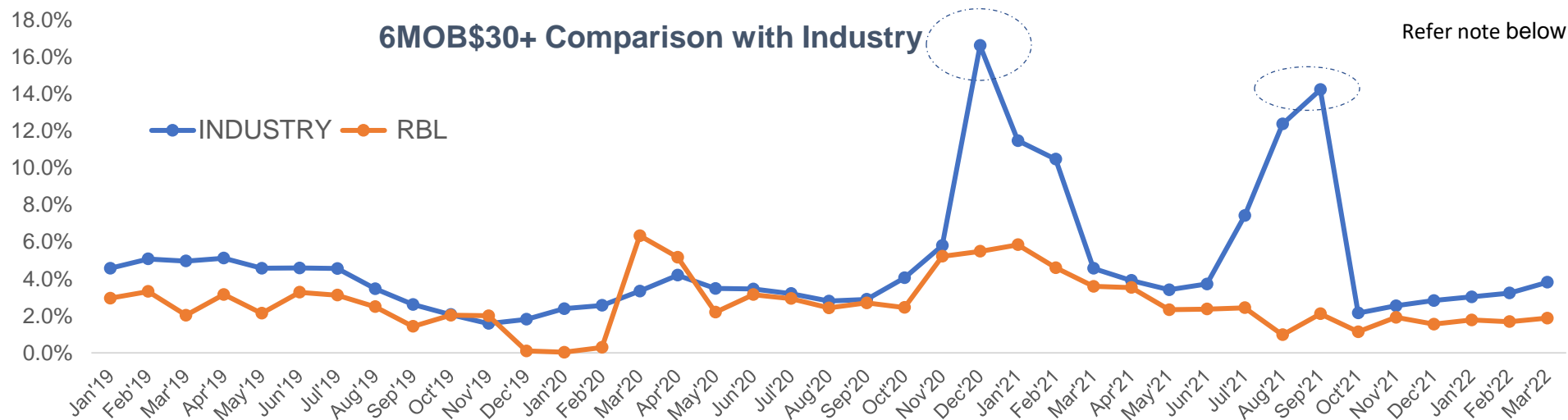
#Spend Type

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

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

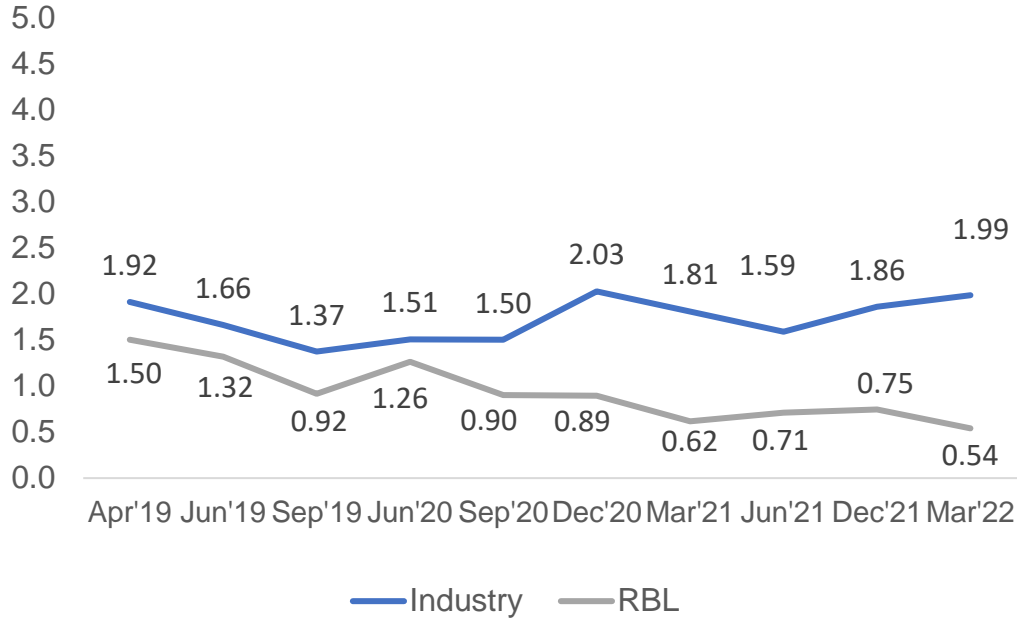


Note :

- In the bureau, higher uptick seen in industry delinquency rates in Dec'20-Feb'21 period 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.
- Second instance of uptick seen in industry delinquency rates in Jul'21-Aug'21 period on account of delayed booking of Moratorium-driven delinquencies by a large card issuer

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

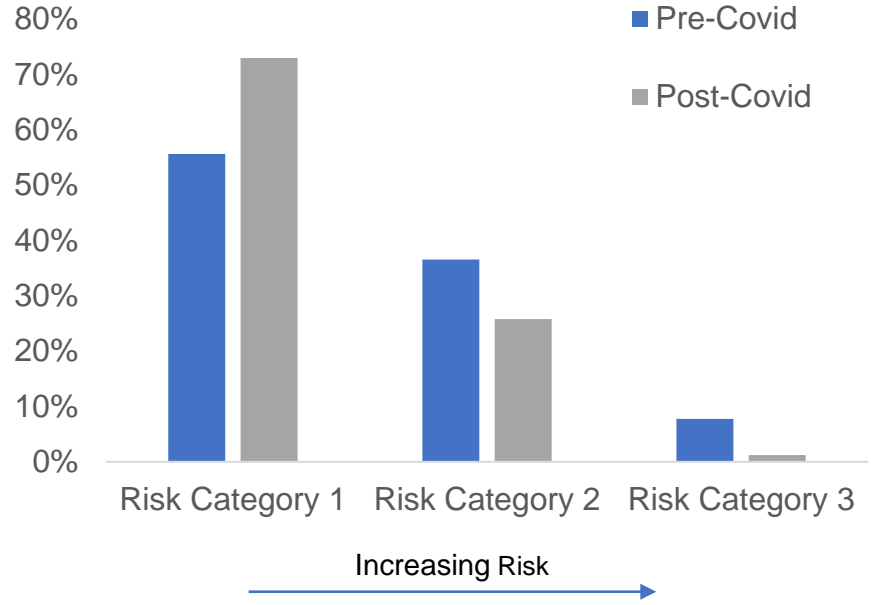
Lower value @ risk for same number delinquency vs industry*



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.

* Source : TransUnion / CIBIL

Recent Developments

Brand new Channel Partner & Card launched

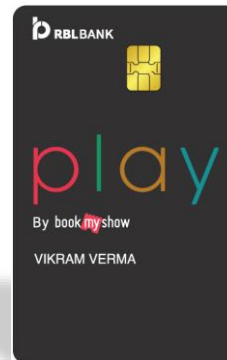
In association with LazyPay



RBL Bank LazyPay Credit Card is focused on rewarding customers with cashback. This card is available on the LazyPay application and provides 1% cashback on all online and offline spends.

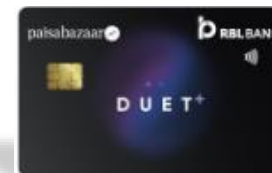
Launch of 2 new Credit Cards in partnership with our current E-commerce & Fintech partners

In association with BookMyShow



Available to customers on BookMyShow, this card comes with offers across Movies & live entertainment offerings, along with binge watching movies and TV series on BookMyShow Stream.

In association with PaisaBazaar

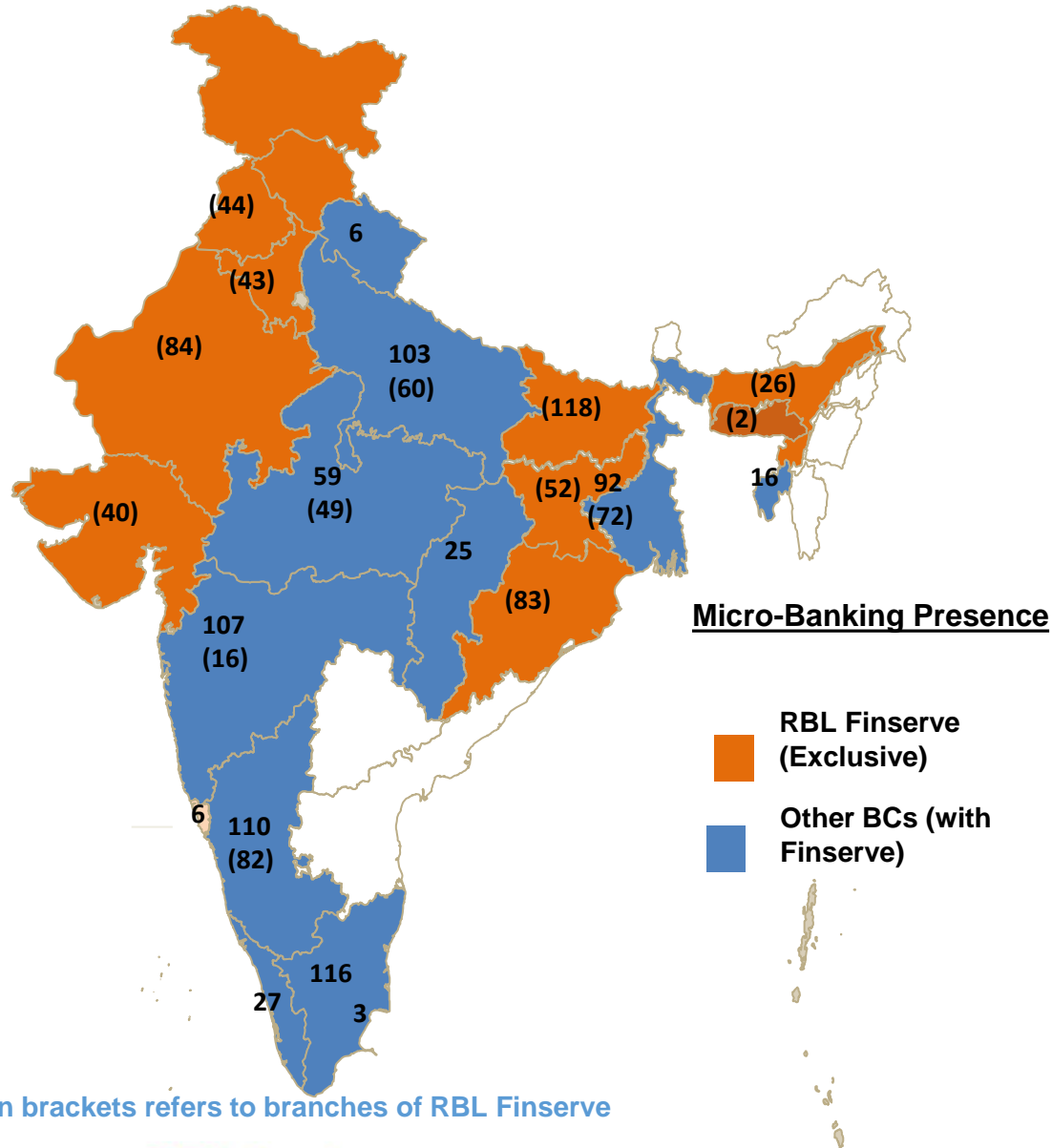


The newly-launched Paisabazaar Duet & Duet Plus credit cards, 2-in-1 lifetime free & offer cashback on purchases and also a line-of-credit from RBL Bank that enables instant transfer of money into the bank account.



Micro-Banking Update

Micro-Banking Distribution Network



Figures in brackets refers to branches of RBL Finserve

Active BC Partners: 3

State & District Presence:

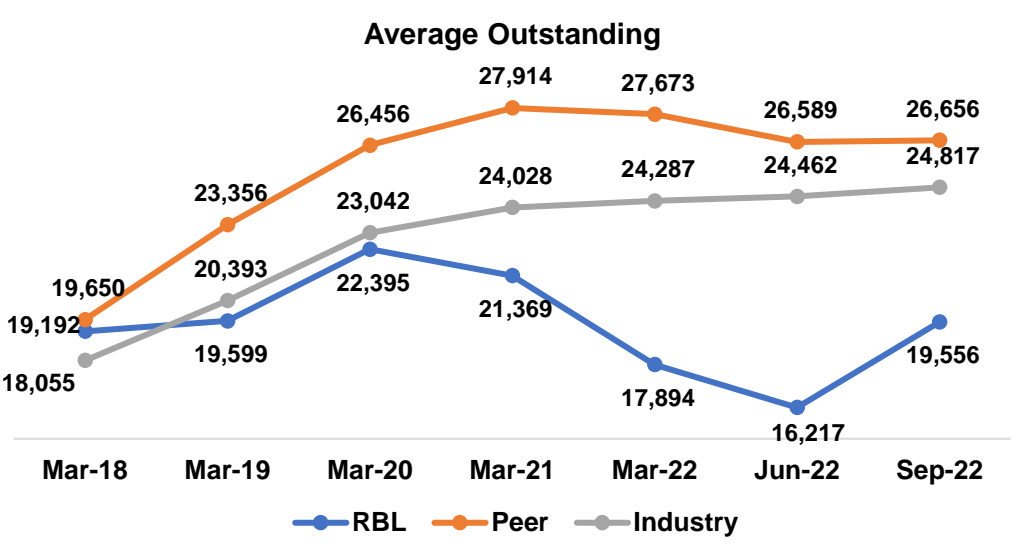
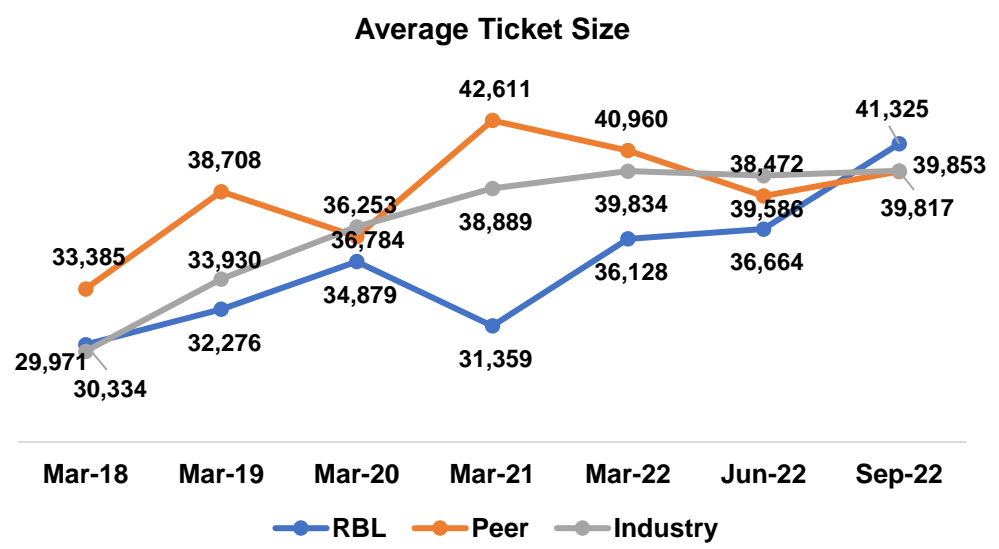
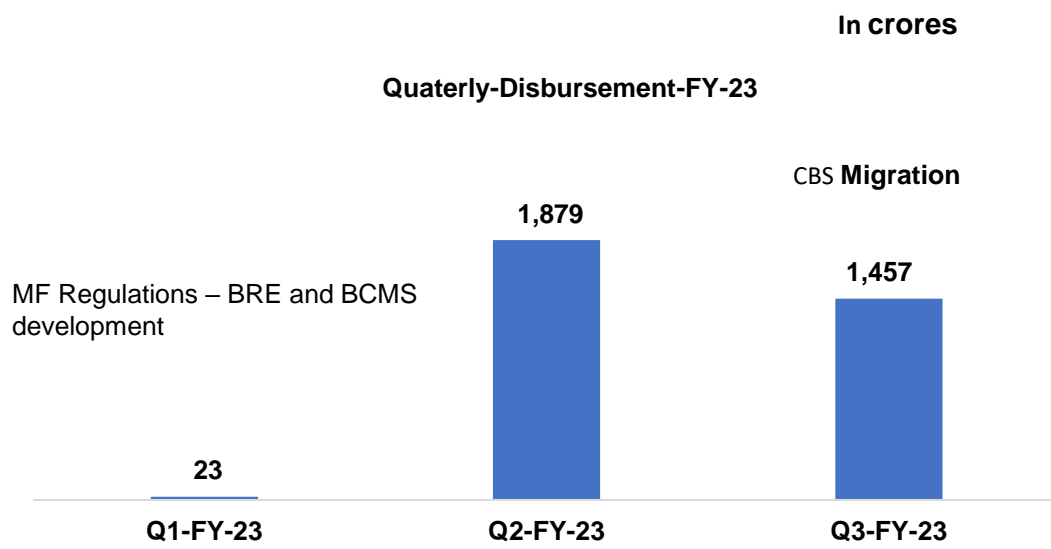
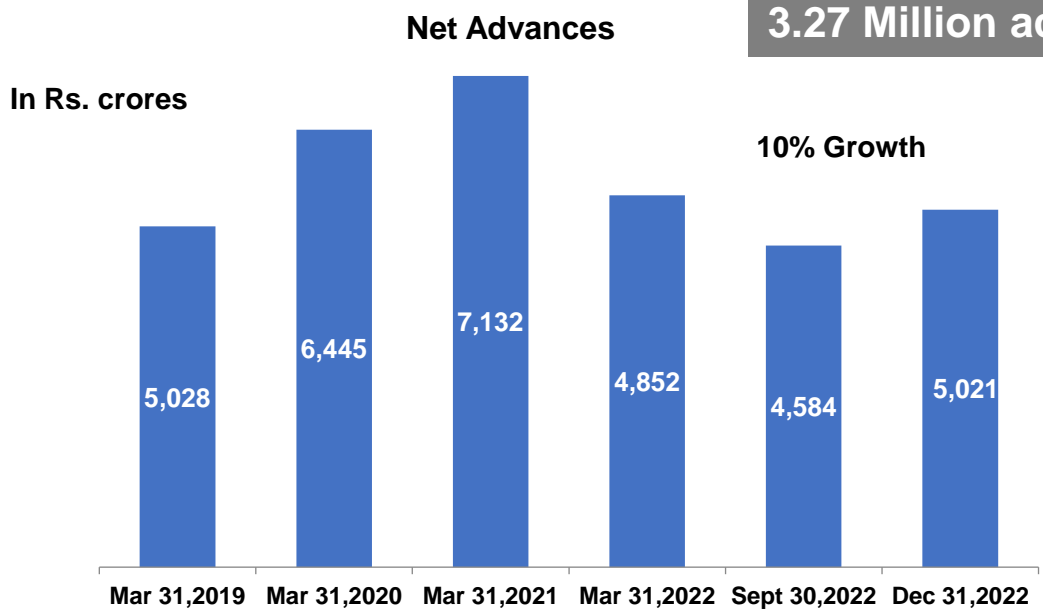
- 21 States and 2 Union Territory
- 407 Districts
- 60000+ villages covered

Branches :

- Micro-Banking Branches : 1,165
 - RBL Finserve Branches: 821
- Banking Outlets: 298
 - 9 New Banking Outlet Added in Q3-FY-23

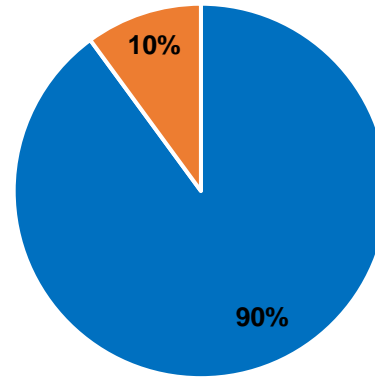
Portfolio growth driven by new customers, ticket size growth moderate

3.27 Million active loan accounts



Portfolio Concentration & Delinquency Trend

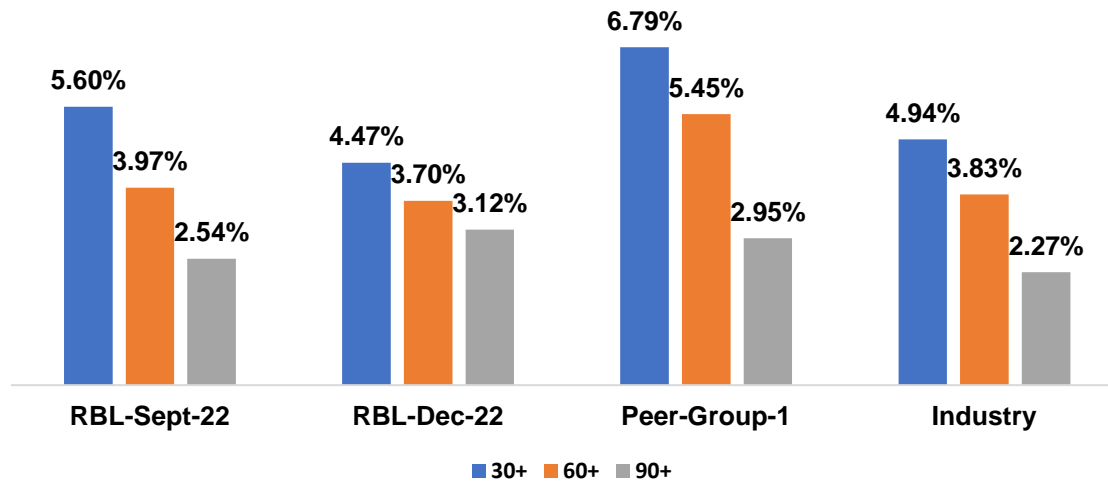
Portfolio-Composition



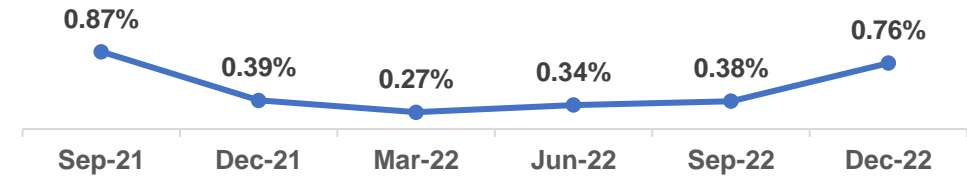
■ New Book- Post COVID ■ Old Book-Pre-COVID

New-Book-90+ Less than 1%

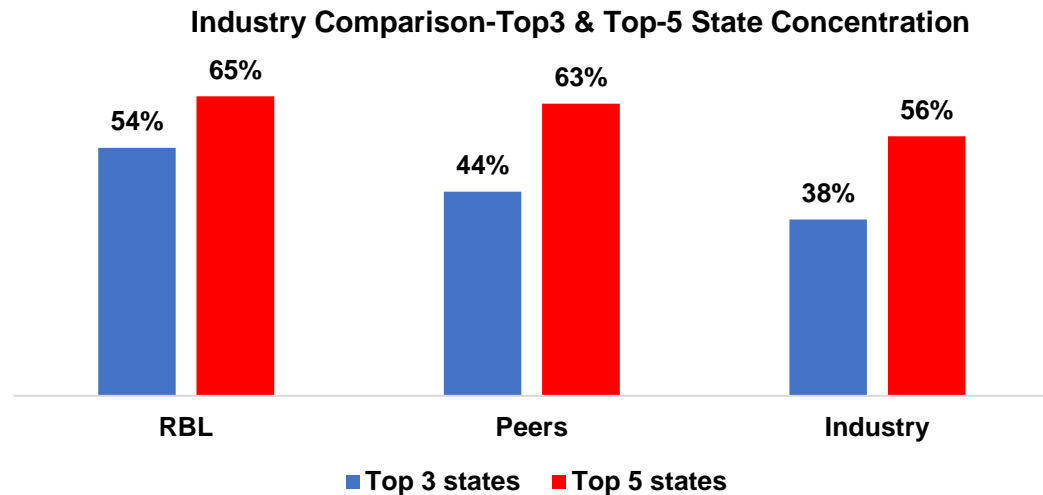
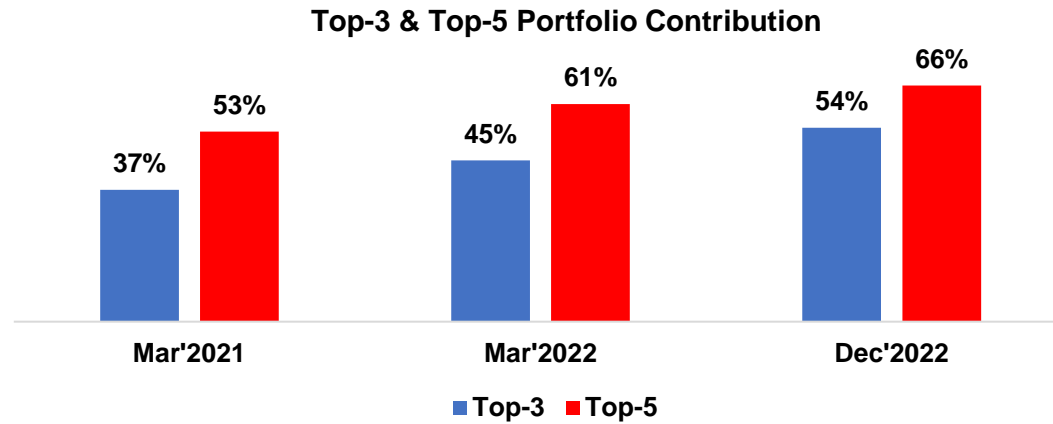
PAR-Trend-RBL-VS-Industry



New-Book-90+



Micro banking - Portfolio Concentration



State Name	% of Portfolio Dec'22	% of Portfolio Mar'22	% of Portfolio Mar'21	% of Portfolio Mar'20
Bihar	25.2%	18.9%	12.8%	14.7%
Uttar Pradesh	14.6%	11.2%	7.8%	3.4%
Rajasthan	14.1%	14.7%	10.9%	7.3%
Odisha	6.1%	4.0%	5.3%	6.2%
Haryana	5.6%	5.7%	3.8%	3.9%
Jharkhand	5.2%	3.1%	3.0%	2.1%
Tamil Nadu	4.8%	9.2%	13.0%	13.4%
Karnataka	4.8%	6.4%	9.0%	8.8%
Madhya Pradesh	4.4%	4.7%	5.1%	4.9%
Gujarat	3.9%	4.8%	3.2%	3.1%
West Bengal	3.4%	4.9%	7.2%	8.5%
Punjab	3.1%	2.9%	3.6%	4.6%
Maharashtra	2.4%	5.3%	8.4%	10.7%
Kerala	0.8%	1.2%	1.6%	1.5%
Uttarakhand	0.4%	0.6%	0.7%	0.8%
Chhattisgarh	0.3%	0.6%	1.3%	1.7%
Tripura	0.2%	0.4%	0.5%	0.5%
Puducherry	0.2%	0.3%	0.4%	0.4%
Goa	0.2%	0.3%	0.4%	0.6%
Himachal Pradesh	0.0%	0.1%	0.0%	0.0%
Assam	0.0%	0.5%	1.9%	2.8%
Jammu & Kashmir	0.0%	0.0%	0.0%	0.0%
Meghalaya	0.0%	0.0%	0.1%	0.1%
Grand Total	100.0%	100.0%	100.0%	100.0%



Experienced Board and Leadership Team

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

*Executive Director
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. Ishan Raina

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



Dr. Somnath Ghosh

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



Mr. R Subramaniakumar

*Managing Director and CEO
A veteran banker with 40 years of experience; Previously,
associated with PNB, Indian Bank and Indian Overseas Bank*



Ms. Ranjana Agarwal

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



Mr. Vimal Bhandari

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



Mr. Chandan Sinha

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



Mr. Manjeev Singh Puri

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

Board of Directors (Contd.)



Mr. Yogesh Dayal

Additional Director (Appointed by RBI)

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



Mr. Gopal Jain

Non-Executive Non-Independent Director

Managing Partner and Founder of Gaja Capital, Founded Gaja Capital in 2004



Dr. Sivakumar Gopalan

Non-Executive Independent Director

Faculty of the Department of Computer Science and Engineering, IIT Bombay, since 1991

Professional and Experienced Leadership Team



Mr. R Subramaniakumar
Managing Director and CEO
A veteran banker with 40 years of experience; Previously, associated with PNB, Indian Bank and Indian Overseas Bank (40)



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



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 (25)



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



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



Mr. Deepak Gaddhyan
Head – Branch & Business Banking
Previously, associated with ICICI Bank, Yes Bank (27)



Mr. Alok Rastogi
Head - Corporate Centre
Previously, associated with Yes Bank, CRISIL and CITI Bank (27)



Mr. Ravi Pichan
Chief Information Officer
Previously, associated with HDFC Life, Larsen & Toubro Infotech, Capgemini, (28)

Figures in brackets are years of work experience in financial services

Professional and Experienced Leadership Team (Contd.)



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

(25)



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. R. Rajagopalan
Head – Internal Audit
Previously, associated with HDFC Bank, Kotak Mahindra Bank

(30)



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



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

(30)

Figures in brackets are years of work experience in financial services

Strengthening of Leadership Team with induction of Mr. Ravi Pichan



Annexures

Balance Sheet

Particulars	Dec 31, 2022	Sep 30, 2022	Dec 31, 2021
<u>Liabilities</u>			
Capital	600	600	599
Reserves and Surplus	12,695	12,470	11,814
Deposits	81,746	79,404	73,639
Borrowings	10,623	10,776	11,974
Other Liabilities	3,891	4,151	3,877
Total	109,555	107,402	101,903
<u>Assets</u>			
Cash & Balances with RBI	5,010	5,228	10,957
Balances with other banks	3,054	5,745	3,516
Investments (Net)	26,777	25,813	22,983
Advances (Net)	66,684	62,942	58,141
Fixed and Other Assets	8,029	7,673	6,307
Total	109,555	107,402	101,903

Profit & Loss Statement

Particulars	Q3 FY23	Q3 FY22	Q2 FY23	9M FY23	9M FY22
Income					
Interest Earned	2,369	2,044	2,176	6,634	6,045
Interest Expended	1,220	1,034	1,111	3,393	3,149
Net Interest Income	1,148	1,010	1,064	3,240	2,895
Other Income	618	583	583	1,815	1,829
Total Income	1,767	1,593	1,648	5,056	4,725
Expenditure					
Operating Expenses	1,199	963	1,135	3,447	2,637
Employee Cost	333	253	341	983	723
Premises Cost	113	111	114	340	312
Depreciation	51	41	46	143	119
Other Operating Expenses	702	558	634	1,981	1,483
Operating Profit	567	631	512	1,609	2,088
Provisions	293	424	241	787	2,460
On advances	244	403	226	718	2,412
On others	49	21	16	69	48
Profit Before Tax	274	207	271	821	(372)
Tax	65	51	69	210	(99)
Profit After Tax	209	156	202	612	(273)

Consolidated Balance Sheet

Particulars	Dec 31, 2022	Sep 30, 2022	Dec 31, 2021
<u>Liabilities</u>			
Capital	600	600	599
Reserves and Surplus	12,617	12,376	11,759
Deposits	81,745	79,404	73,637
Borrowings	10,628	10,781	11,975
Other Liabilities	3,913	4,194	3,899
Total	109,502	107,355	101,870
<u>Assets</u>			
Goodwill on Consolidation	41	41	41
Cash & Balances with RBI	5,010	5,228	10,957
Balances with other banks	3,062	5,753	3,524
Investments (Net)	26,632	25,668	22,838
Advances (Net)	66,656	62,921	58,141
Fixed and Other Assets	8,102	7,743	6,370
Total	109,502	107,355	101,870

Consolidated Profit & Loss Statement

Particulars	Q3 FY23	Q3 FY22	Q2 FY23	9M FY23	9M FY22
<u>Income</u>					
Interest Earned	2,467	2,107	2,263	6,933	6,244
Interest Expended	1,221	1,034	1,111	3,394	3,149
Net Interest Income	1,247	1,073	1,152	3,540	3,096
Other Income	624	584	585	1,823	1,839
Total Income	1,871	1,657	1,737	5,363	4,934
<u>Expenditure</u>					
Operating Expenses	1,288	1,060	1,239	3,745	2,905
Employee Cost	407	336	420	1,217	955
Premises Cost	119	155	121	360	331
Depreciation	56	45	50	156	131
Other Operating Expenses	706	524	647	2,012	1,488
Operating Profit	583	596	498	1,618	2,030
Provisions	293	424	241	787	2,460
On advances	244	403	226	718	2,412
On others	49	21	16	69	48
Profit Before Tax	290	172	257	831	(430)
Tax	65	51	69	210	(99)
Profit After Tax	225	122	188	621	(331)

Historical Performance

Particulars	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16	FY 17	FY 18	FY19	FY20	FY21	FY22	9M FY23
Net Worth	1,075	1,131	1,594	2,012	2,224	2,960	4,242	6,544	7,336	10,290	12,254	12,006	12,708*
Deposits	2,042	4,739	8,341	11,599	17,099	24,349	34,588	43,902	58,394	57,812	73,121	79,007	81,746
Advances (Net)	1,905	4,132	6,376	9,835	14,450	21,229	29,449	40,268	54,308	58,019	58,623	60,022	66,684
Investments (Net)	892	2,334	5,571	6,518	9,792	14,436	13,482	15,448	16,840	18,150	23,230	22,274	26,777
Net Profit	12	66	92	93	207	292	446	635	867	506	508	(75)	612
CRAR (%)	56.4	23.2	17.1	14.6	13.1	12.9	13.7	15.3	13.5	16.4	17.5	16.8	17.0
Gross NPA (%)	1.12	0.80	0.40	0.79	0.77	0.98	1.20	1.4	1.38	3.62	4.34	4.40	3.61%
Net NPA (%)	0.36	0.20	0.11	0.31	0.27	0.59	0.64	0.78	0.69	2.05	2.12	1.34	1.18%
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	15.0	13.8
No. of employees	907	1,328	1,859	2,798	3,465	3,872	4,902	5,300	5,843	7,221	7,816	9,257	10,771
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	(0.07)	0.78
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	(0.60)	6.25
BVPS	49.99	52.62	63.03	71.3	75.77	91.17	113.07	155.99	171.93	202.29	204.90	200.27	211.96*

Thank you