



**Bandhan Bank**  
Aapka Bhalai, Sabki Bhalai.

**Bandhan Bank Limited**

Head Office: DN 32, Sector V, Salt Lake City, Kolkata 700 091 | CIN: U67190WB2014PLC204622  
Phone: +91-33-6609 0909, 4045 6456 | Fax: 033 6609 0502 | Website: www.bandhanbank.com

Ref no: BBL /065/19-20

May 02, 2019

**BSE Limited**

Dept of Corporate Services  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai - 400001  
**BSE Scrip Code: 541153**

**The National Stock Exchange of India Limited**

The Listing Department  
Exchange Plaza,  
Bandra Kurla Complex,  
Mumbai - 400051  
**NSE Symbol: BANDHANBNK**

Dear Sir/Madam,

**Sub: Investor Presentation - Audited Financial Results**

This is with reference to our letter of even date submitting the Audited Financial Results of the Bank for the quarter (Q4) and financial year ended March 31, 2019. We hereby enclose the Investor Presentation on the same.

All the above mentioned documents will be simultaneously posted on the Bank's website at [www.bandhanbank.com](http://www.bandhanbank.com).

You are requested to take note of the above.

Thanking you,

Yours faithfully,  
for **Bandhan Bank Limited**

**Indranil Banerjee**  
Company Secretary



*Encl.: as above*

# Investor Presentation – Q4 FY 2018-19

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**Bandhan**  
Bank

APRIL 2019

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# Key Highlights & Strengths



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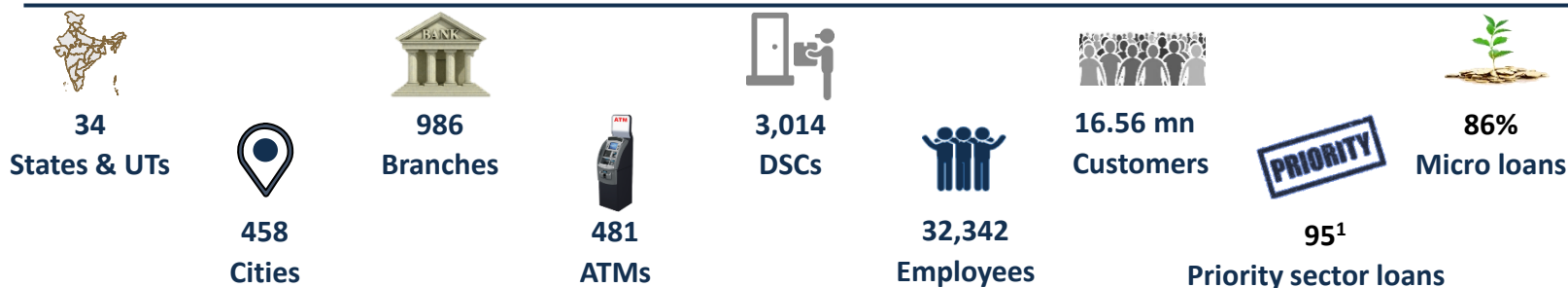
# Key Highlights

## Bandhan Bank - Overview

- Loan portfolio (on book + off book) for Q4FY 18-19 grew 38.46% Y-o-Y
- Deposits grew by 27.64% Y-o-Y in Q4 FY 18-19. Total fund raised (including IBPC) grew 33% Y-o-Y
- Retail Deposit to Total Deposit at 77.4%; CASA grew 51.57% Y-o-Y at Rs. 17,618 crore; CASA ratio at 40.8%
- Added 3.54 mn Customer during the year with total customer base reaching to 16.56 million (Micro Banking- 13.10 million and Non Micro– 3.46 million)
- During the FY19 ₹ 308.58 crore of PSLC income has been recognized of which ₹ 105.02 crore has been recognized during Q4FY19
- ILFS advances amounting to ₹ 384.95 crore is continued to be classified as non-performing asset and fully provided
- Material progress made on merger with Gruh Finance – SEBI,RBI,CCI approval in place, awaiting final approval from NCLT.

### Snapshot of operations (Q4 FY 18-19)

Total Deposits	₹ 432 bn
Total loans and advances	₹ 448 bn <sup>1</sup>
Net interest margin (NIM)	10.7%*
CASA ratio (%)	40.8 %
ROAA (%)	5.2%*
ROAE (%)	24.1%*



<sup>1</sup> Gross loan portfolio (on Book +off Book)

\* Annualised

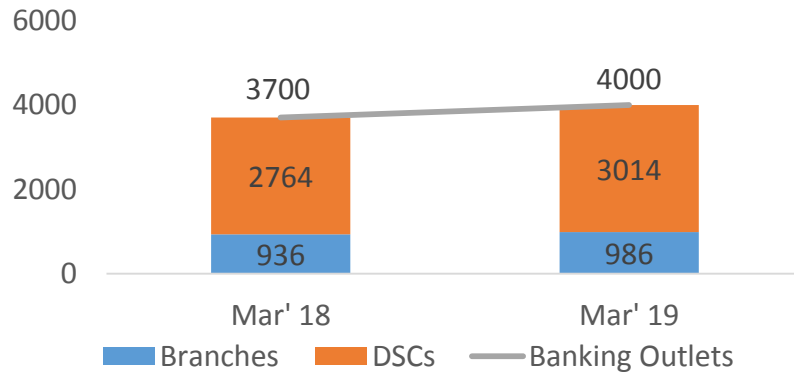
# Geographical Distribution



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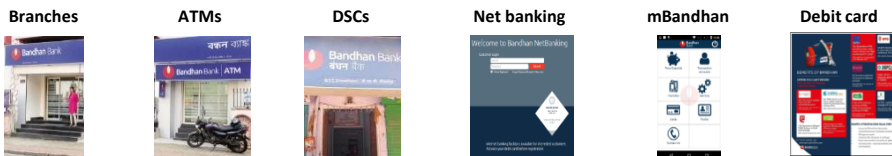
# Geographical Distribution

## Banking Outlets

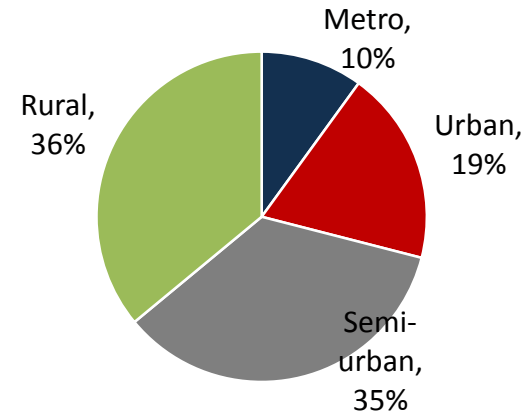


Received approval for opening 64 Branches out of which 48 branches were opened

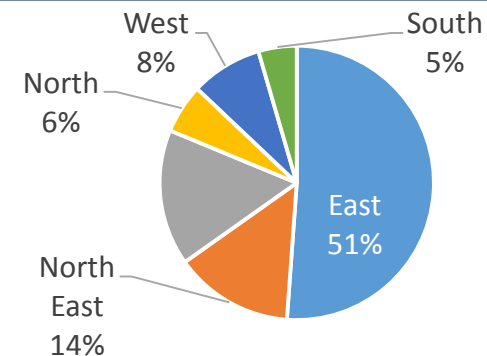
## Multi channel distribution network with a mix of branches and digital



## Focus on serving the rural & underbanked population



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

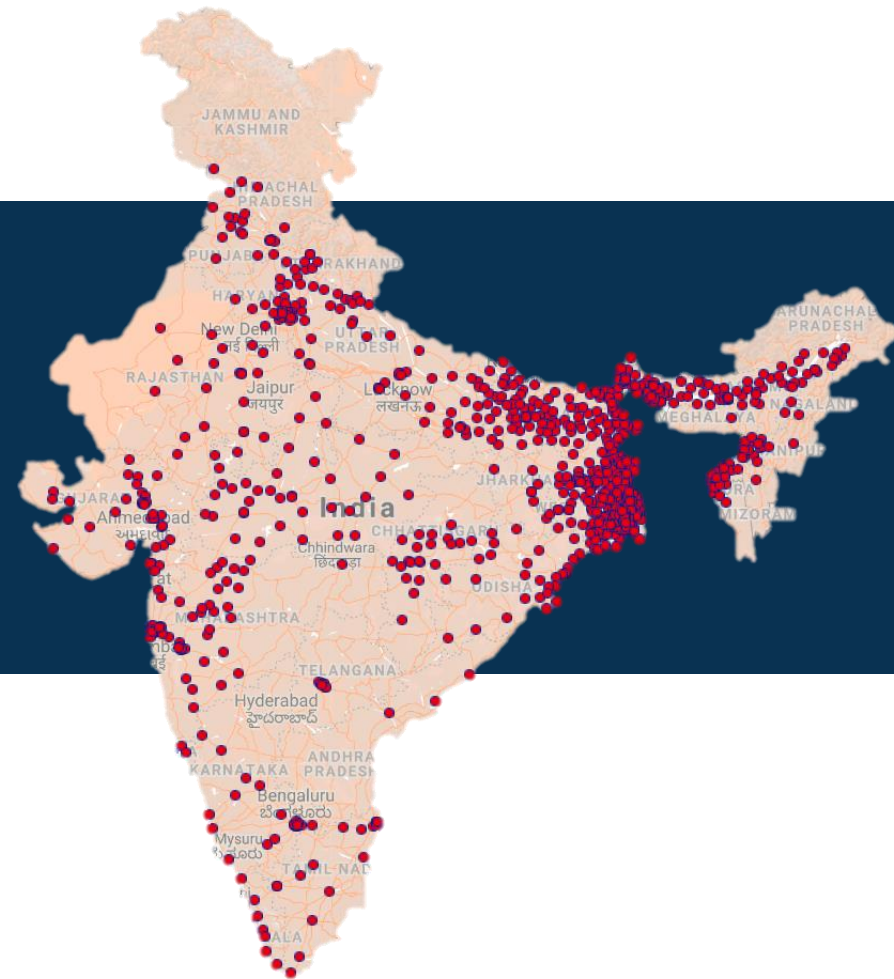


# Branch Mix



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

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



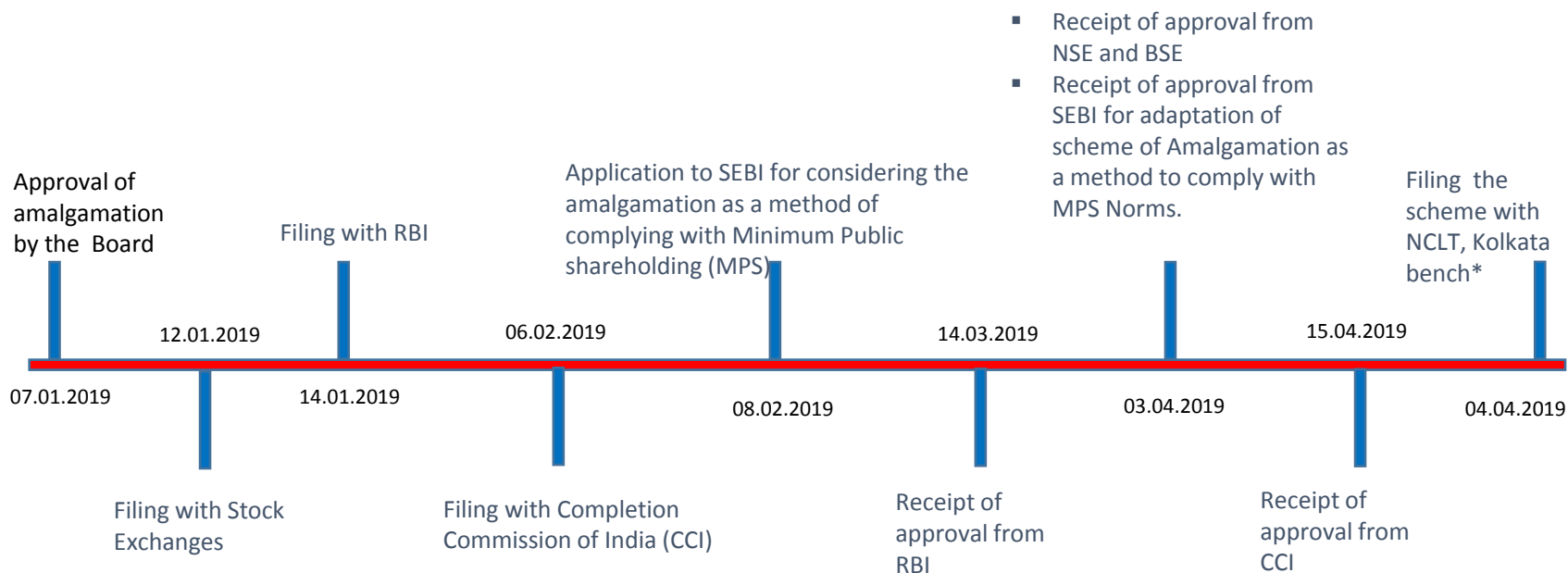


# Amalgamation Update



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



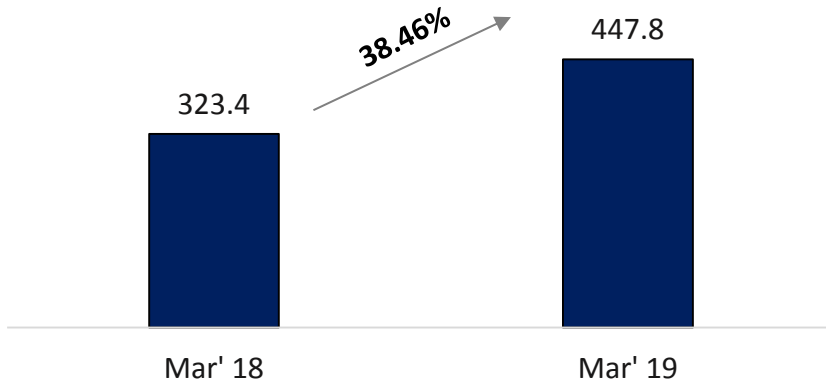
\* Approval from NCLT is awaited.

# Business Overview

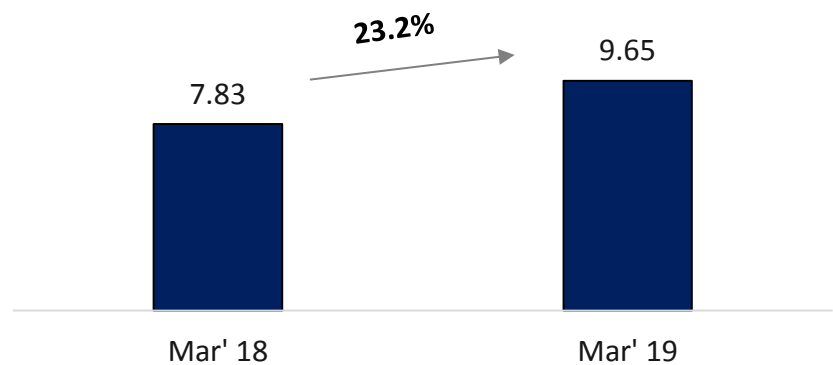


# Asset Overview

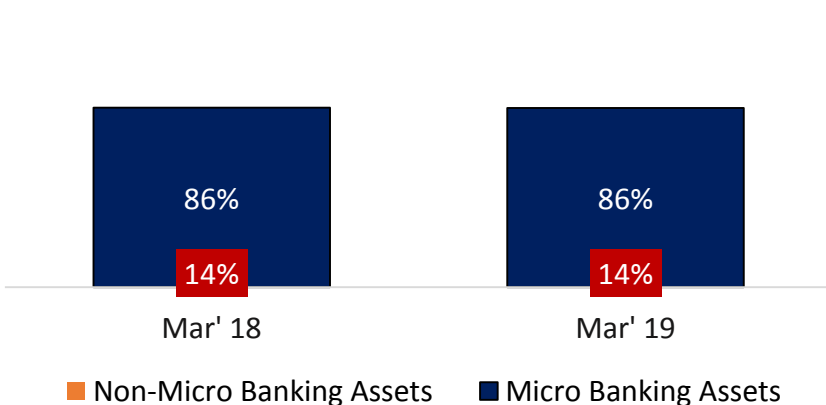
## Advances\* Growth (₹ in Billion)



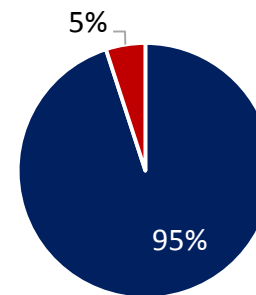
## Number of Total Active Borrowers (in Million)



## Composition of Advances (in %)



## Higher PSL Portfolio \*



### Priority sector advances (as a % of advances) – Q4 FY2019

■ PSL Assets    ■ Non PSL Assets

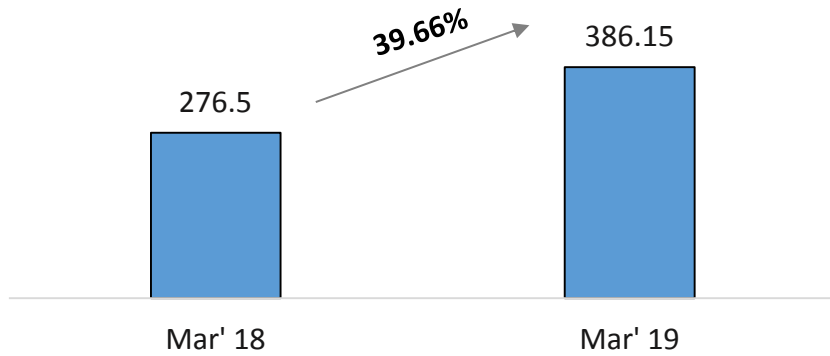
\*On Book + Off Book

\* Before IBPC & PSLC

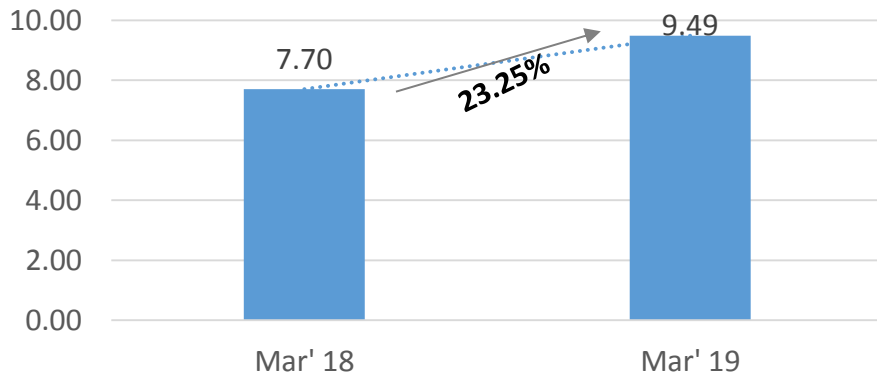
# Asset Overview



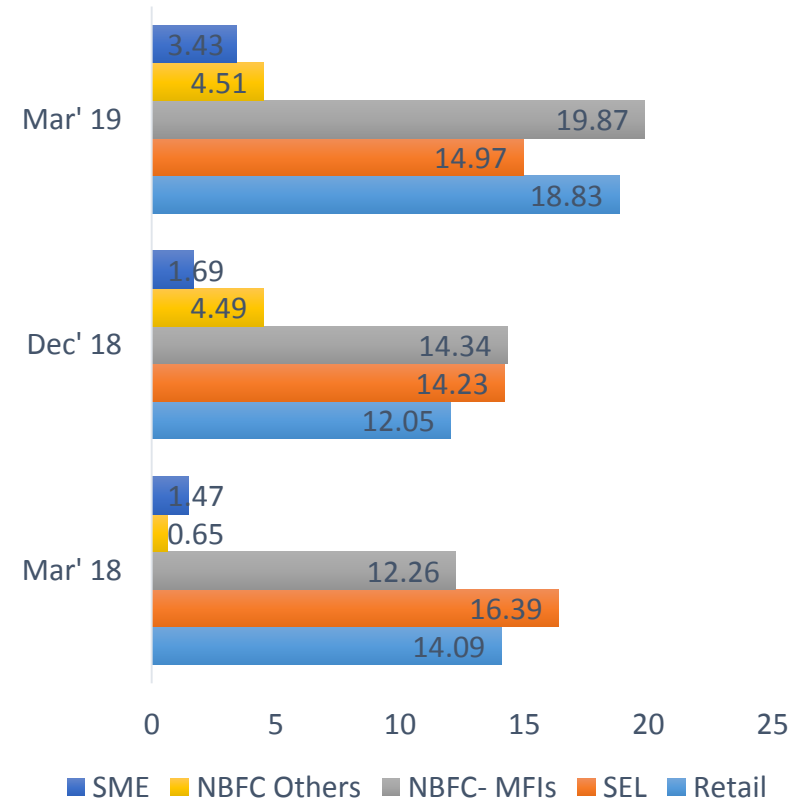
Micro Banking Asset\* Growth (₹ in Billion)



Number of Active Micro Borrowers (in Mn)



Product wise Advances – Non Micro (₹ in Billion)

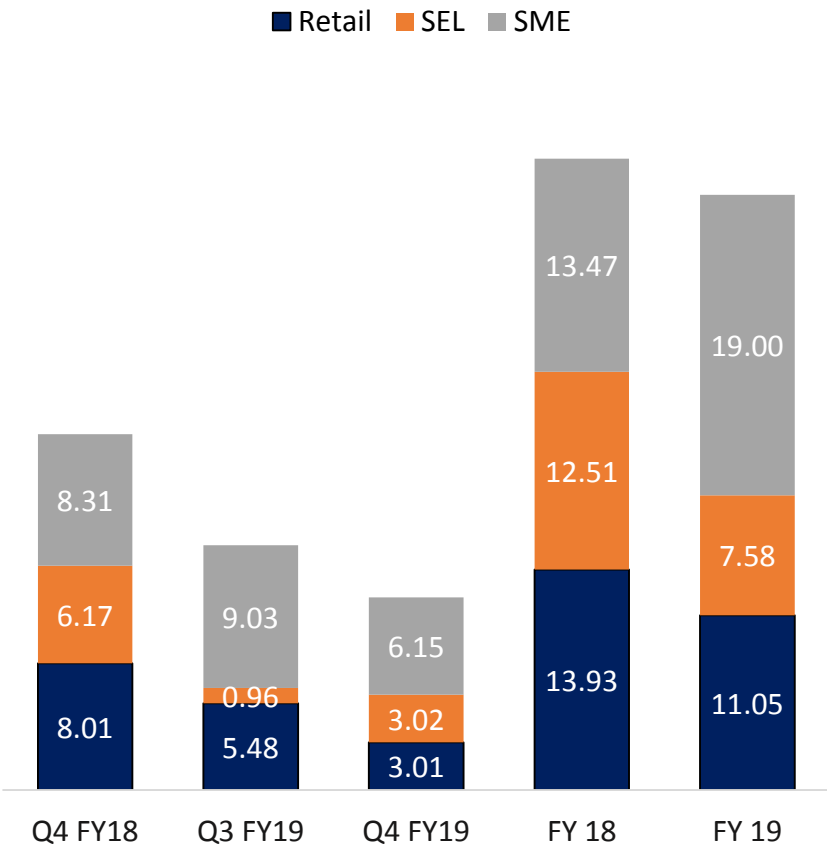


\*On Book + Off Book

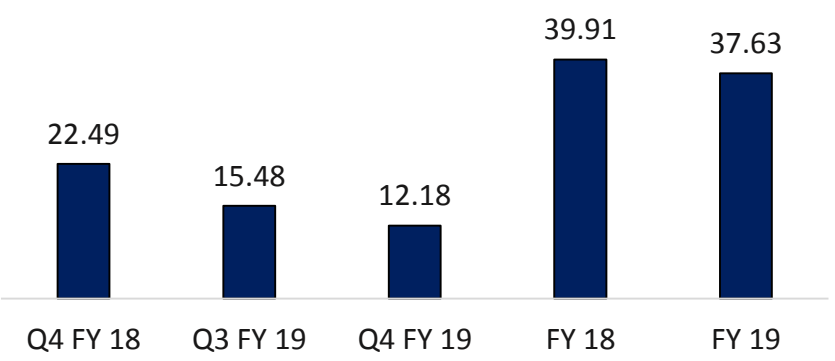
# Disbursement



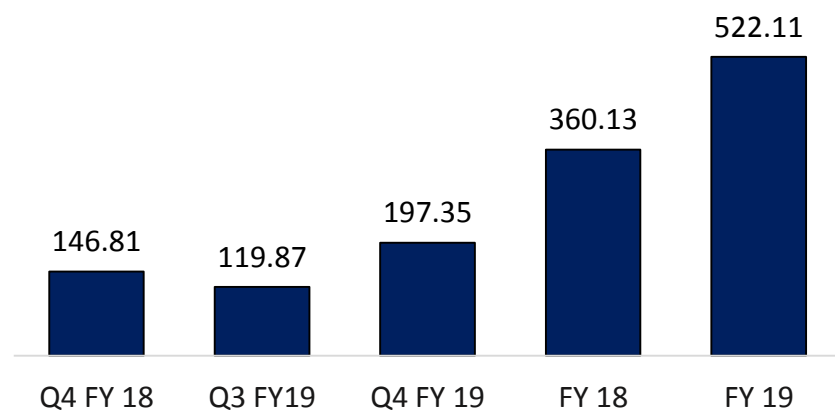
Product wise Disbursements – Non Micro (₹ in Billion)



Total Disbursement - Non Micro Banking Asset (₹ in Billion)



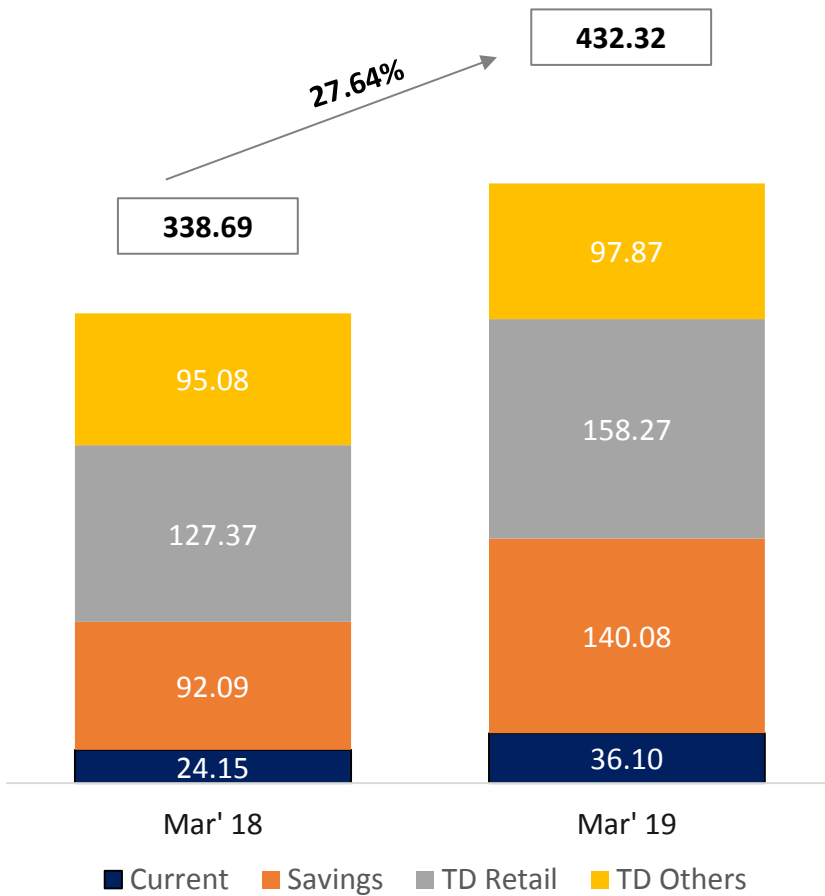
Micro Loan Disbursements (₹ in Billion)



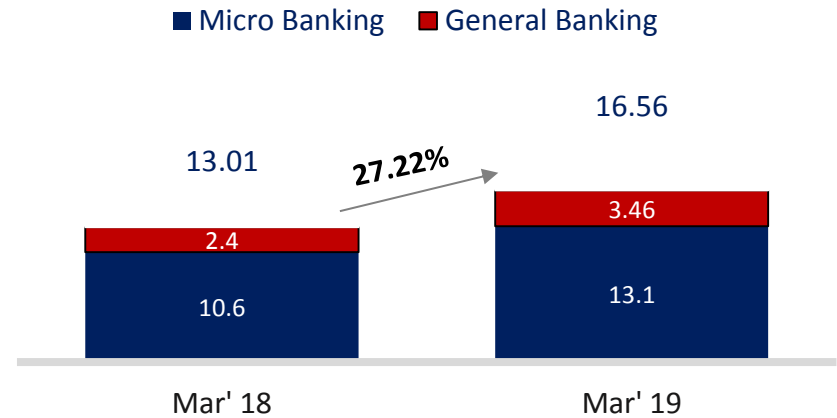
# Liabilities Profile



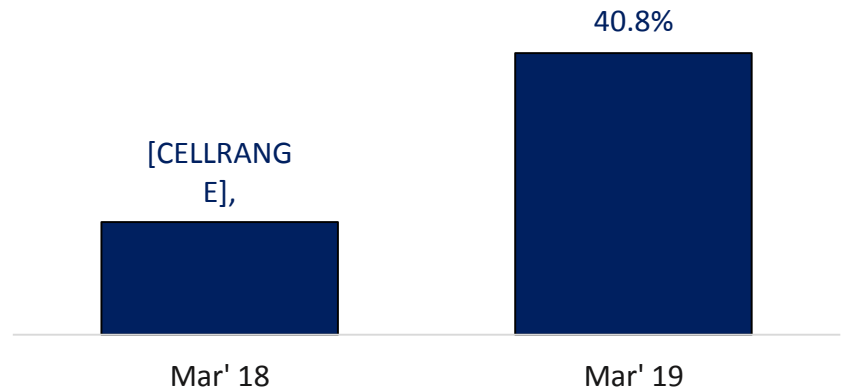
Deposits Growth (₹ in Billion)



Number of Customers (in Million)



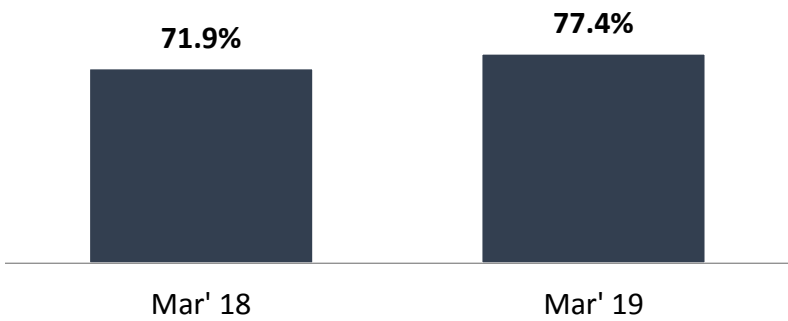
CASA (%)



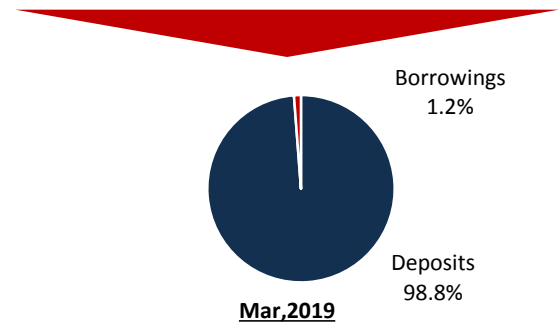
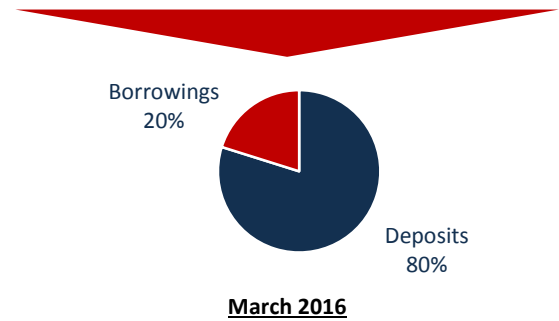
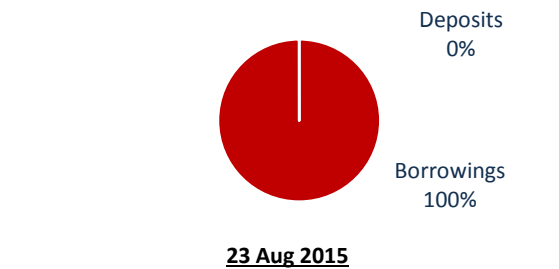
# Liabilities Profile



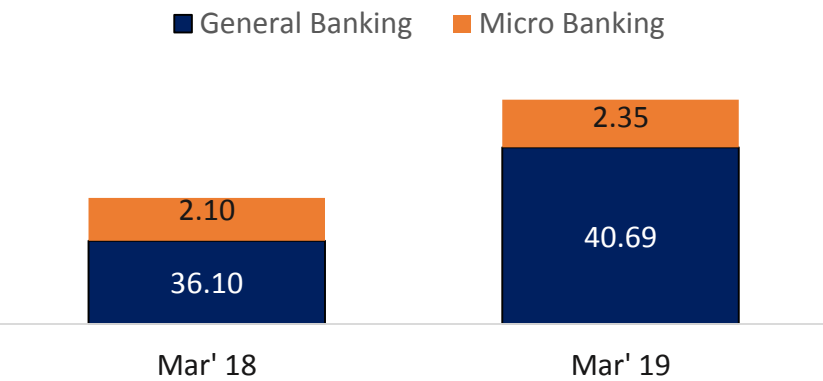
## Retail to total Deposits (%)



## Moving towards a more stable and cheaper source of funding



## Average SA Balance (₹ in 000')





# Credit Rating

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

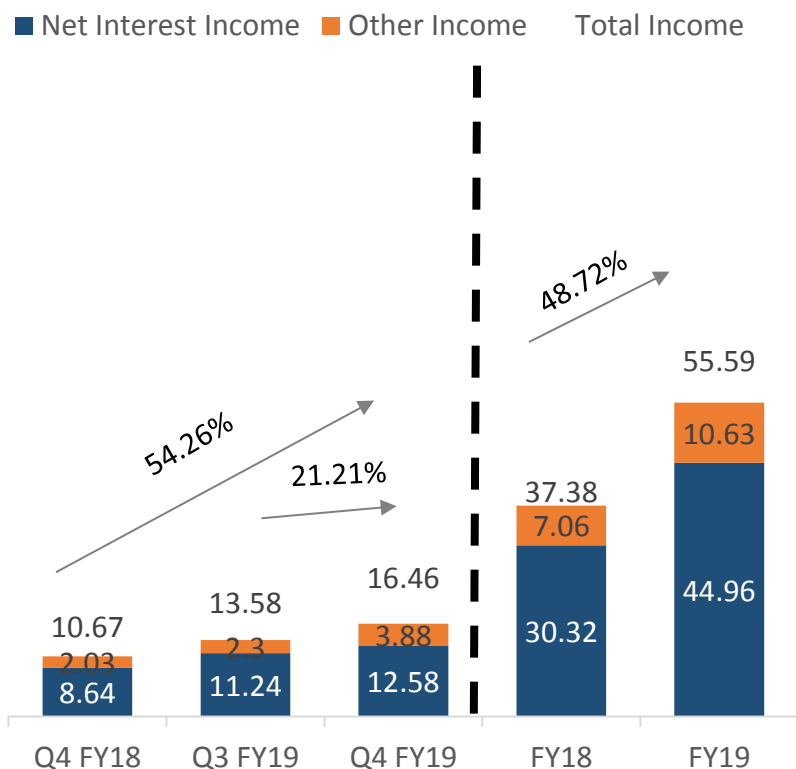
# Financial Overview



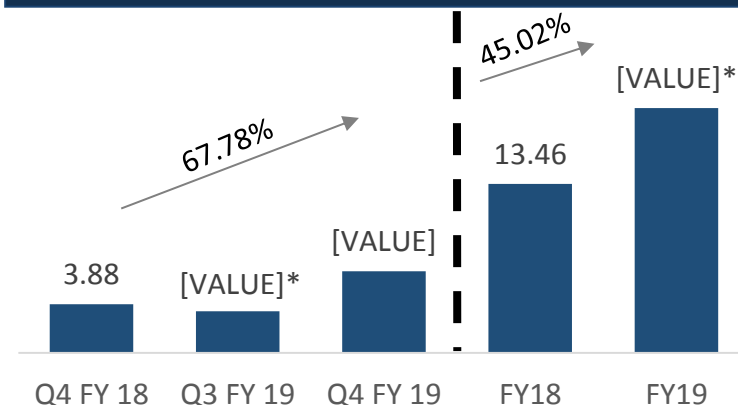
**Bandhan**  
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# Financial Performance

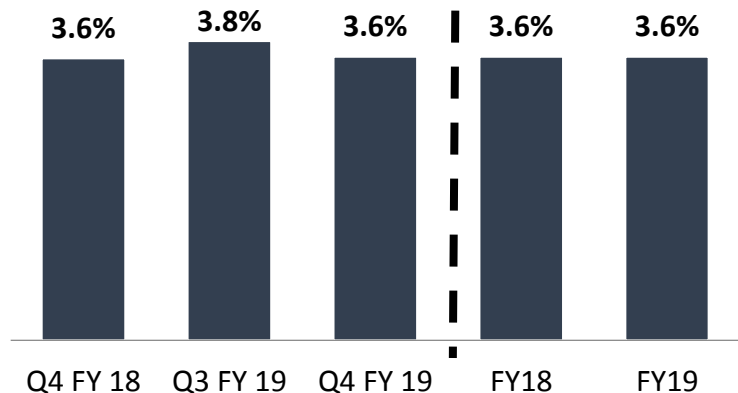
## Total income (₹ in Billion)



## PAT (₹ in Billion)



## Operating expenses to Average Assets (%) (On Book + Off Book)

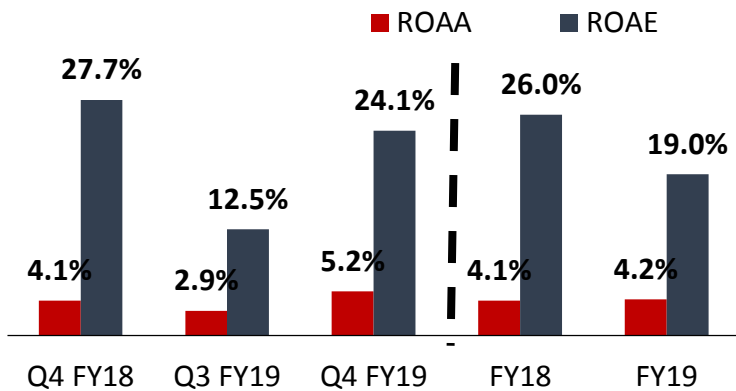


\*Includes one time provision on one large Infrastructure finance company amounting to Rs. 3.85 billion

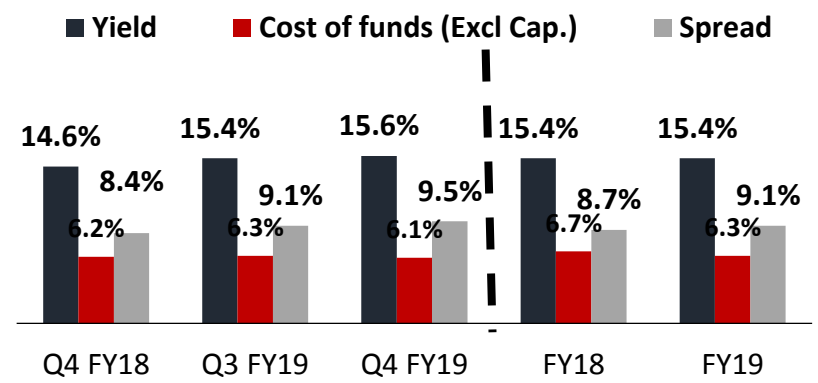
# Financial Performance



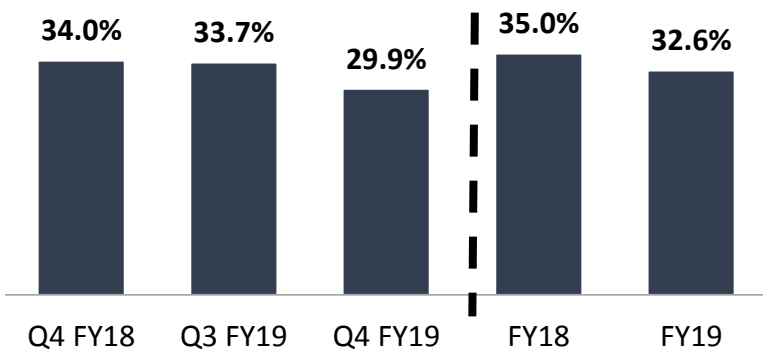
## ROAA & ROAE\*



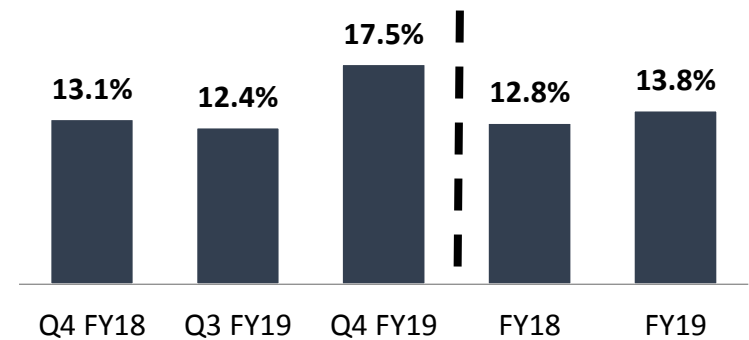
## Spread %



## Cost to Income Ratio



## Fee Income to Total Income Ratio

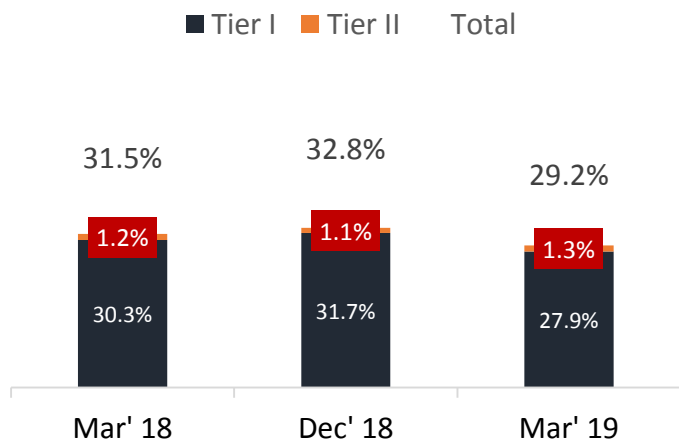


\*Quarterly numbers are annualised

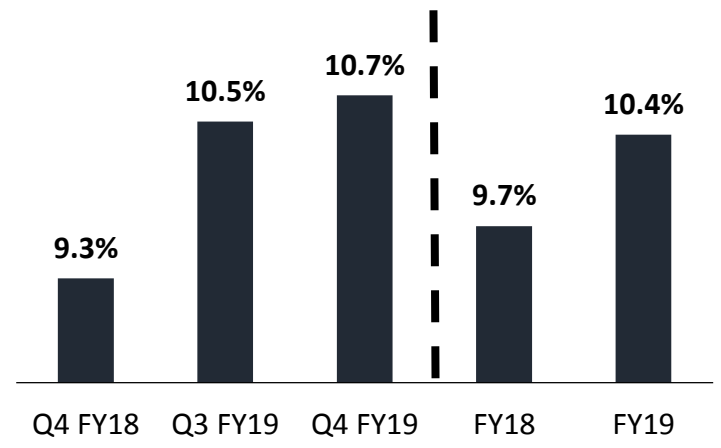
# Financial Performance



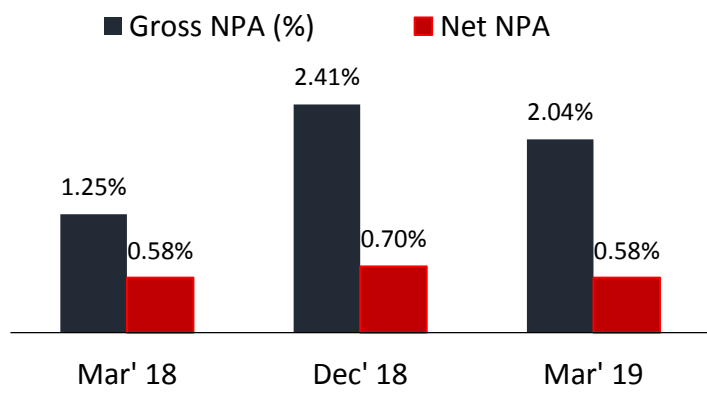
## Capital Adequacy Ratio



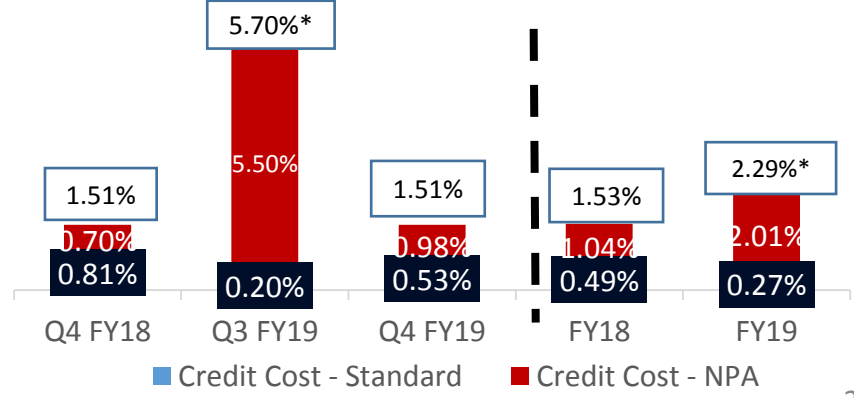
## NIM



## Gross NPA and Net NPA



## Credit Cost



\*Includes one time provision on one large Infrastructure finance company amounting to Rs. 3.85 billion

# Profit & Loss Statement (IN ₹ million)



Particulars	Q4 FY 19	Q4 FY 18	YoY%	Q3 FY 19	Q0Q%	Mar-19	Mar-18	YoY%
Interest Income	18,327	13,506	35.69%	16,496	11.10%	66,441	48,023	38.35%
Interest expenses	5,752	4,872	18.07%	5,255	9.46%	21,480	17,701	21.35%
<b>Net Int. Income (NII)</b>	<b>12,575</b>	<b>8,634</b>	<b>45.64%</b>	<b>11,241</b>	<b>11.87%</b>	<b>44,961</b>	<b>30,322</b>	<b>48.28%</b>
Non Interest Income	3,878	2,034	90.69%	2,341	65.67%	10,630	7,062	50.53%
<b>Total Income</b>	<b>16,453</b>	<b>10,668</b>	<b>54.23%</b>	<b>13,582</b>	<b>21.14%</b>	<b>55,591</b>	<b>37,384</b>	<b>48.70%</b>
Operating Expenses	4,921	3,630	35.57%	4,577	7.51%	18,110	13,083	38.42%
<b>Operating Profit</b>	<b>11,532</b>	<b>7,038</b>	<b>63.85%</b>	<b>9,004</b>	<b>28.07%</b>	<b>37,482</b>	<b>24,301</b>	<b>54.24%</b>
Provision (Std. + NPA)	1,537	1,031	49.08%	4,741	-67.59%	7,729	3,291	134.85%
MTM Loss on Investments	-4	60	-106.67%	-965	-99.59%	-378	451	-183.81%
<b>Profit before tax</b>	<b>9,999</b>	<b>5,947</b>	<b>68.13%</b>	<b>5,228</b>	<b>91.27%</b>	<b>30,131</b>	<b>20,559</b>	<b>46.56%</b>
Tax	3,491	2,069	68.73%	1,916	82.21%	10,616	7,103	49.44%
<b>Profit after tax</b>	<b>6,509</b>	<b>3,879</b>	<b>67.81%</b>	<b>3,312</b>	<b>96.51%</b>	<b>19,515</b>	<b>13,456</b>	<b>45.03%</b>

# Balance Sheet (IN ₹Million)



Particulars	As at 31 <sup>st</sup> March 2019	As at 31 <sup>st</sup> March 2018	YoY%
<b>Capital &amp; Liabilities</b>			
Capital	11931	11928	0.02%
Reserves & Surplus	100087	81891	22.22%
<b>Shareholder Funds</b>	<b>112018</b>	<b>93819</b>	<b>19.40%</b>
Deposits	432316	338690	27.64%
Borrowings	5214	2850	82.93%
Other liabilities and provisions	14869	7742	92.06%
<b>Total</b>	<b>5,64,417</b>	<b>4,43,101</b>	<b>27.38%</b>
<b>Assets</b>			
Cash and balances with Reserve Bank of India	38792	28371	36.73%
Balance with Banks and Money at call and short notice	19235	26735	-28.05%
Investments	100375	83719	19.89%
Advances	396434	297130	33.42%
Fixed Assets	3312	2381	39.10%
Other Assets	6269	4765	31.56%
<b>Total</b>	<b>5,64,417</b>	<b>4,43,101</b>	<b>27.38%</b>

# Our Board & Management



**Bandhan**  
Bank



# Experienced and professional team...



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

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



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

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



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

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



**Santanu Banerjee**  
**Head, HR**

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



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

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



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

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



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

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



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

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



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

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



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

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



**Sourav Kar**  
**Chief Compliance Officer**

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



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

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



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

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



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

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

# ... backed by a strong independent Board



## Board of Directors



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

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



**Bhaskar Sen**  
*Director*

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



**Sisir Kumar Chakrabarti**  
*Director*

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



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

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



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

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



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

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



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

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



**Chintaman Dixit**  
*Director*

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



**Snehomoy Bhattacharya**  
*Director*

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



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

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



**Santanu Mukherjee**  
*Director*

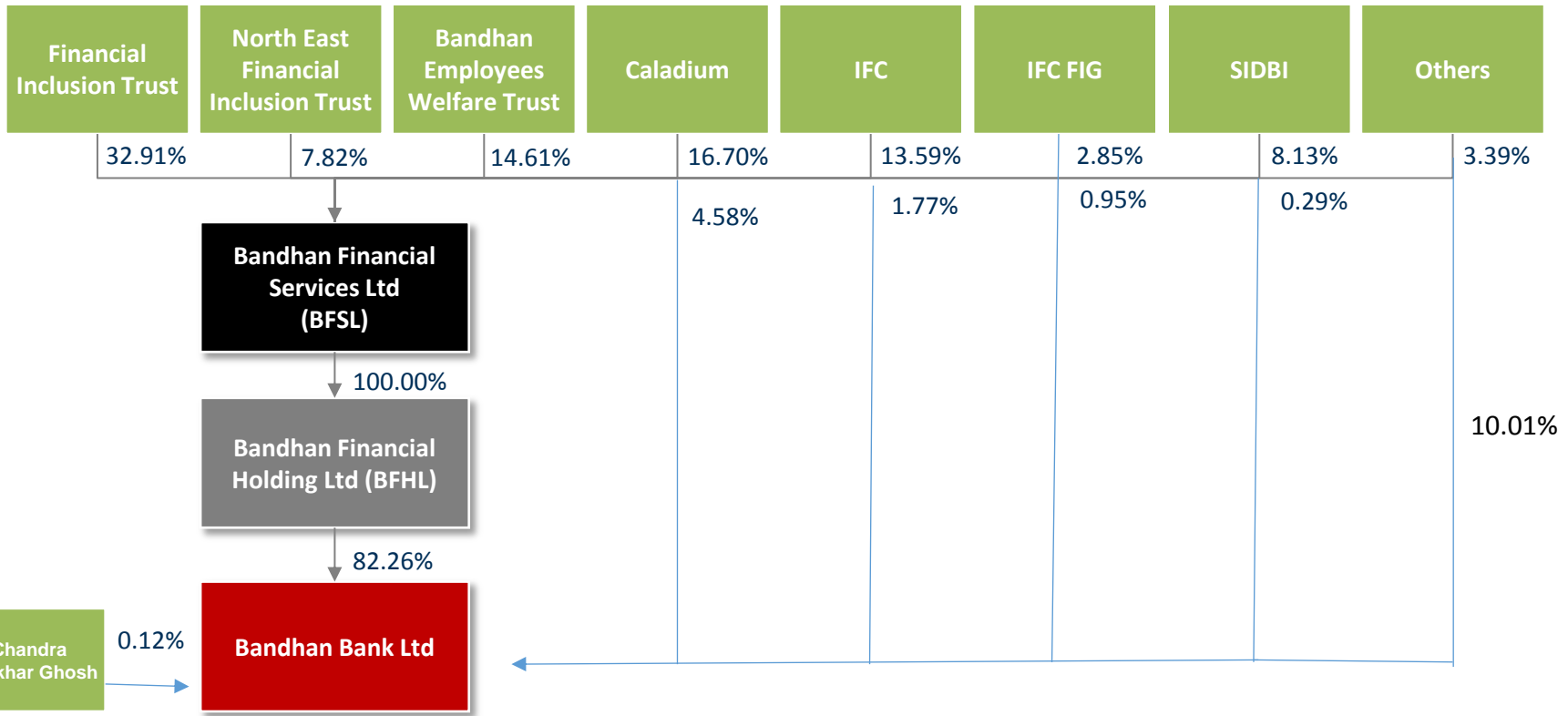
- Significant experience in public sector Banking in various capacities in SBI Group
- Former MD of State Bank of Hyderabad



**Harun Rashid Khan**  
*Director*

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

# Bandhan Group structure & shareholding



# Awards and accolades



## Best Bank of the Year 2018

Bandhan Bank was declared the **Best Bank of the Year 2018** at Moneycontrol's 'The Wealth Creator Awards'. Shri Suresh Prabhu, Minister of Commerce & Industry, and Civil Aviation, graced the event as the Chief Guest and gave away the awards.



## MFIN Microfinance Award 2018

Bandhan Bank received the MFIN Microfinance Award 2018 – In Pursuit of Excellence' in the following two categories:

1. Risk and Resilience Framework
2. Microfinance Plus Activities

# Awards and accolades



## Entrepreneur with Social Impact

Bandhan Bank won the 'Entrepreneur with Social Impact' Award at the first edition of the CNBC-AWAAZ CEO Awards 2018 presented by the Chhattisgarh Government.

The event was graced by Honourable Chief Minister of Chhattisgarh, Shri Raman Singh,.

## Aadhaar Excellence Awards 2018

Bandhan Bank bagged Aadhaar Excellence Awards in the following categories :

- Best Performing Bank in terms of Aadhaar Generation and update using online client
- Ranked 4<sup>th</sup> in Achievers awards for opening highest percentage of Aadhar Centre as per given target.



**Thank You**



**Bandhan  
Bank**