

**Investor  
Presentation  
Q3 FY2020-21**

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**January 2021**



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# Key Highlights



**Bandhan**  
Bank

# Key Highlights

## Bandhan Bank - Overview

- Loan portfolio (on book + off book) for Q3 FY 20-21 grew 22.6% Y-o-Y
- Deposits grew by 29.7% Y-o-Y in Q3 FY 20-21; Retail Deposit to Total Deposit at 81%
- Gross NPA is at 1.1% & Net NPA is at 0.3%
- Added 1.66 million Customer during the quarter with total customer base reaching to 22.48 million (EEB- 17.13 million, Non EEB – 5.35 million)
- During the quarter, the Bank has made further provision of ₹ 10 billion on standard advances against the potential impact of COVID-19 taking the aggregate additional provision held by the bank to ₹ 31.2 bn

## Snapshot of operations Q3 FY 2020-21

Total Deposits ₹ 711.9 bn

Total Loans and advances ₹ 802.6 bn<sup>1</sup>

Net Interest Margin (NIM) 8.3%\*

CASA Ratio 42.9%

ROAA (%) 2.4%\*

ROAE (%) 14.6%\*



34  
States & UTs



548  
Cities



1,107  
Branches



487  
ATMs



4,090  
Banking Units



47,260  
Employees



22.48mn  
Customers



59.6%  
EEB\*\* Group  
based loans

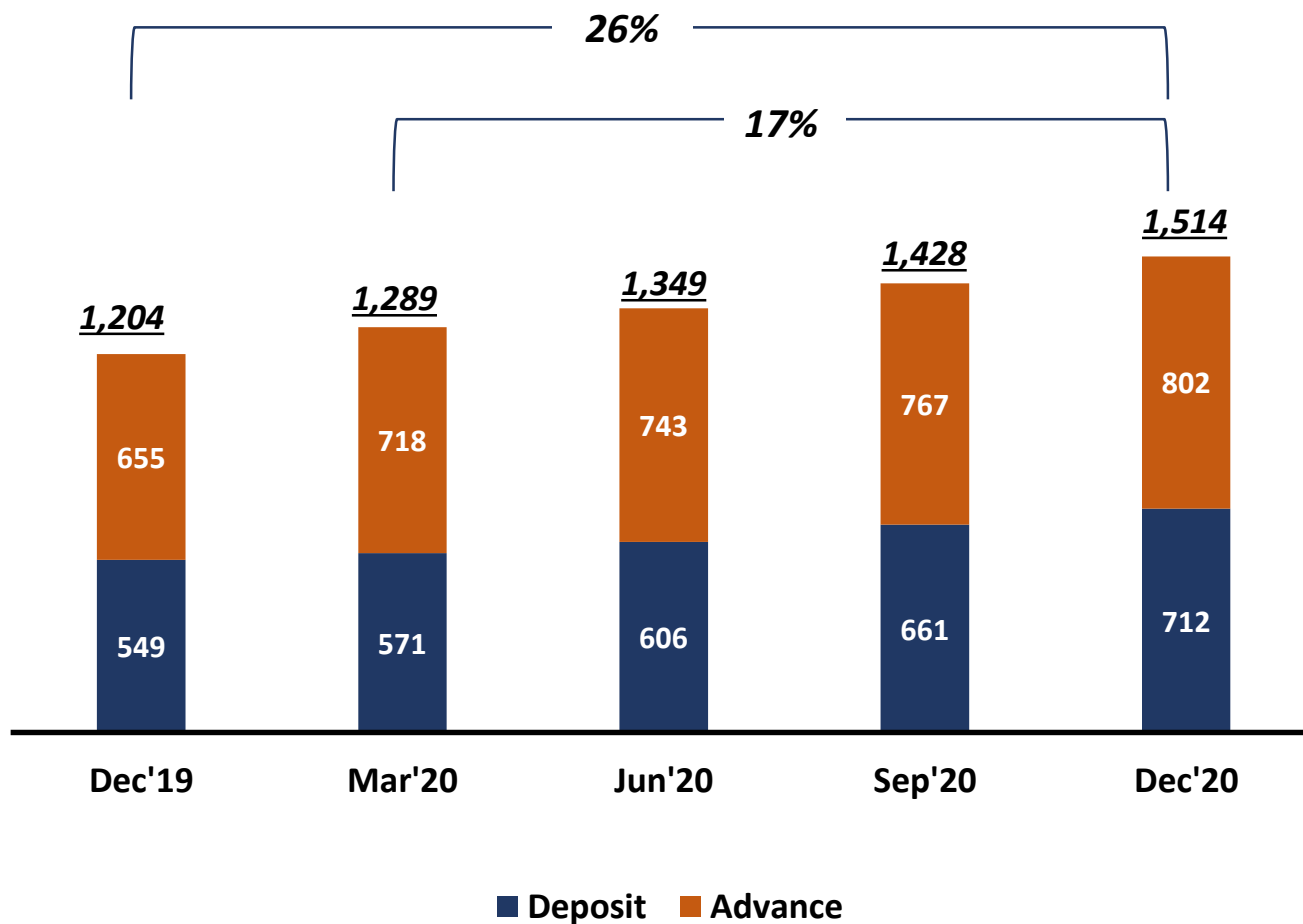
1. On book + Off Book (including TLTRO ₹ 5 bn)

\*Annualised

\*\*Emerging Entrepreneurs Business (Erstwhile Miro Banking Unit)

# Steady growth in overall Bank's business

All values are in ₹ Billions



## Industry growth

YTD	YoY
1.7%	6.1%
6.7%	11.3%

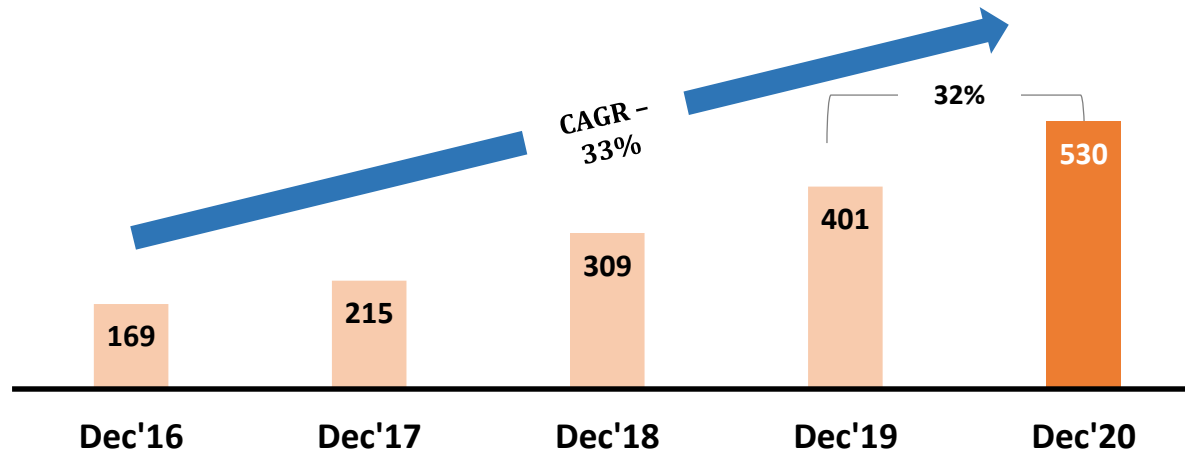
## Bandhan Growth

YTD	YoY
11.7%	22.6%
24.7%	29.6%

# Healthy growth in EEB portfolio with increased focus on Individual Loans

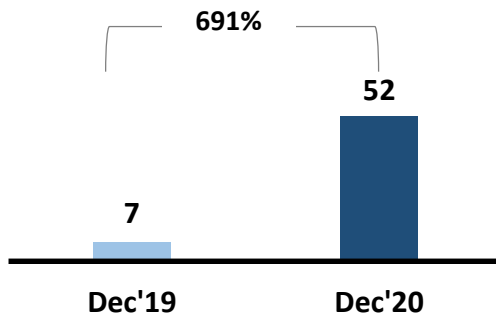
Portfolio values are in ₹ Billions

## EEB Portfolio Movement

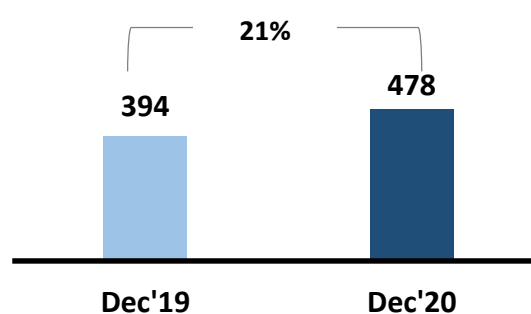


## EEB Individual vs. EEB Group Comparison

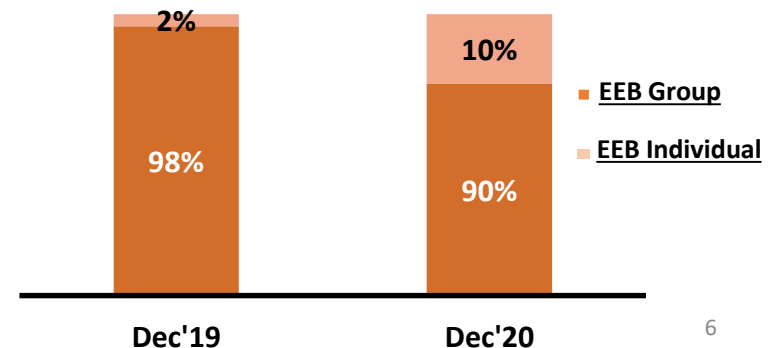
### EEB Individual Y-o-Y Growth



### EEB Group Y-o-Y Growth

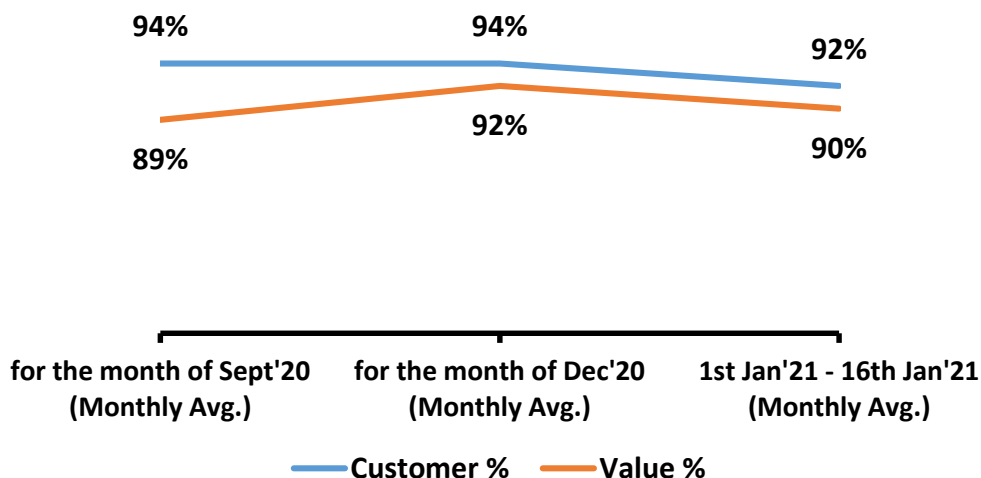


### Share of Group & Individual in EEB



# Steady Collection Efficiency

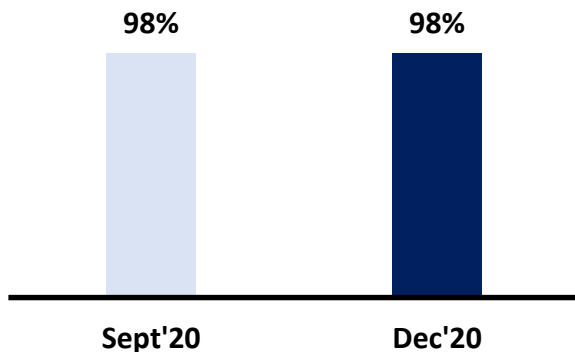
## EEB Collection Efficiency (Excluding arrears)



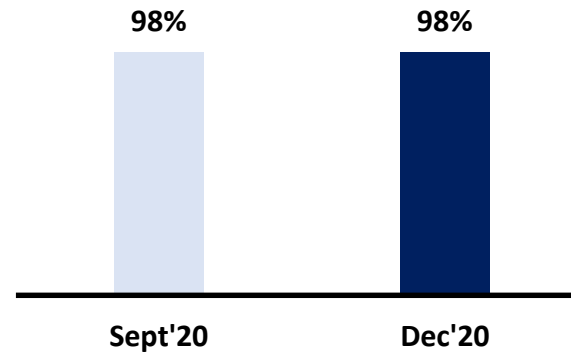
## EEB Collection Efficiency [Value%] of top states

States	Dec'20	1st - 16th Jan'21
West Bengal	90%	89%
Assam	88%	78%
Rest of India	94%	94%
<b>Total</b>	<b>92%</b>	<b>90%</b>

## Commercial Banking Collection Efficiency

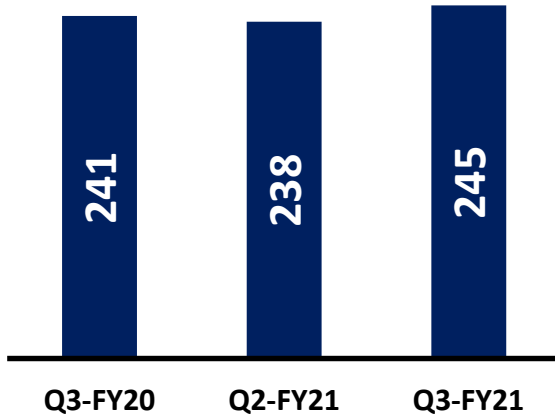


## Affordable Housing Collection Efficiency

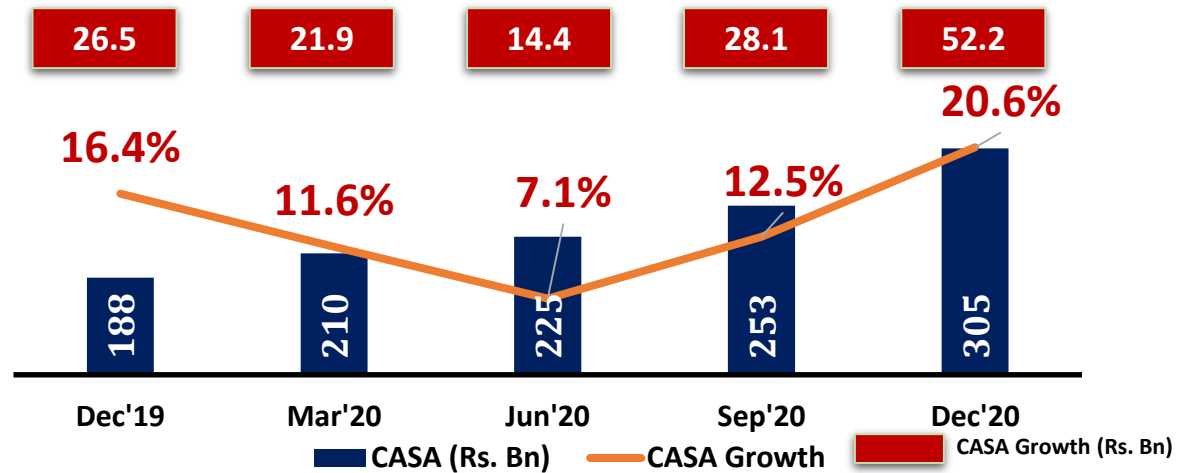


**Strong CASA growth backed by new customer acquisition and higher engagement with existing customer**

**New CASA Account Sourcing\***  
**(in '000')**



**CASA Balances (INR Bn.)**



*New CASA account opening crossed pre-Covid Levels*

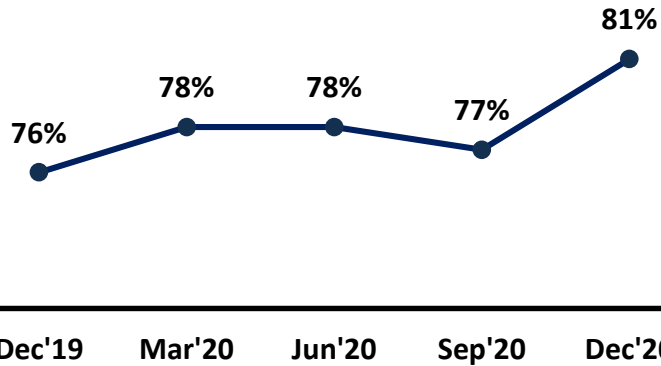
*Highest ever CASA growth in value and % in recent quarters*

\*CASA sourcing are for Non EEB Customers

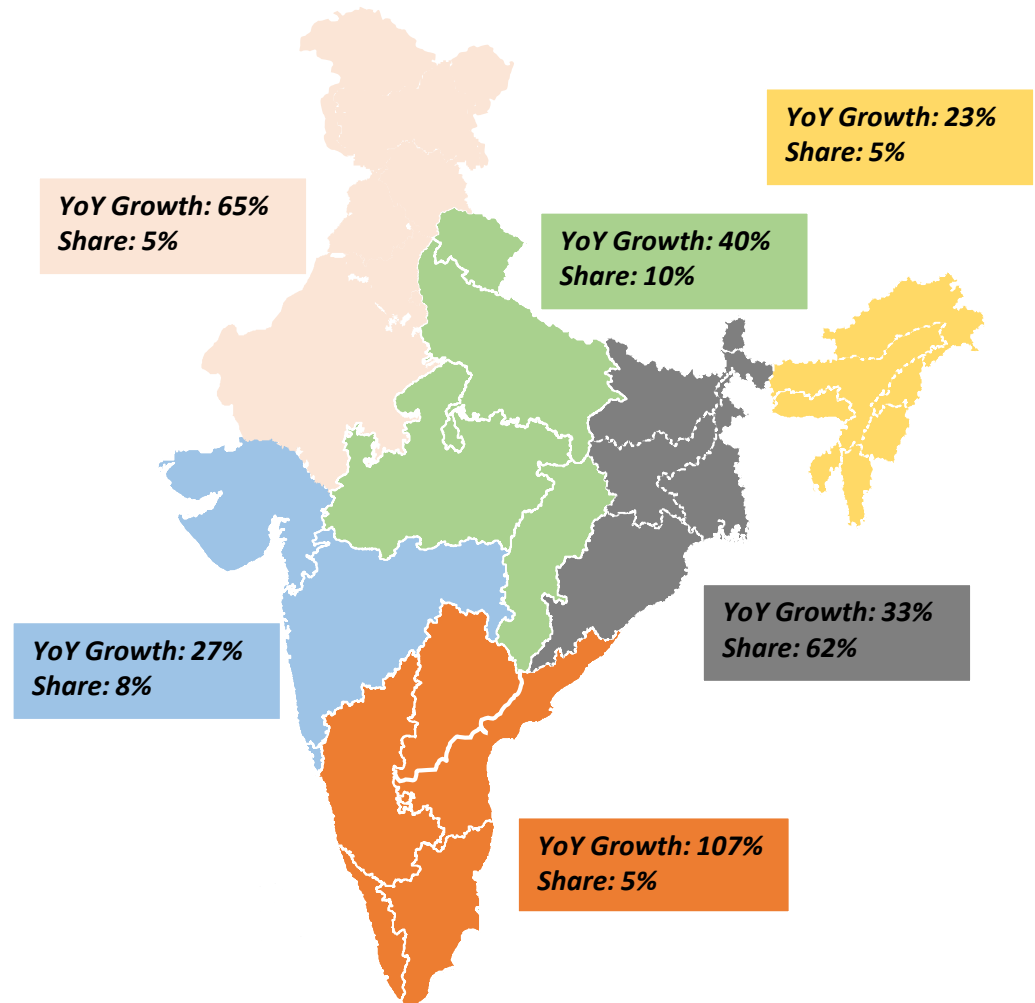


# Strong growth observed in retail deposit book across all regions in Q3FY21

## Retail Share %



## Retail Deposit Growth



Geo-Region	Share of Bank Branch %	Share of Retail Deposit %
East & N-East	64%	67%
Central	13%	10%
West	9%	8%
North	7%	5%
South	6%	5%

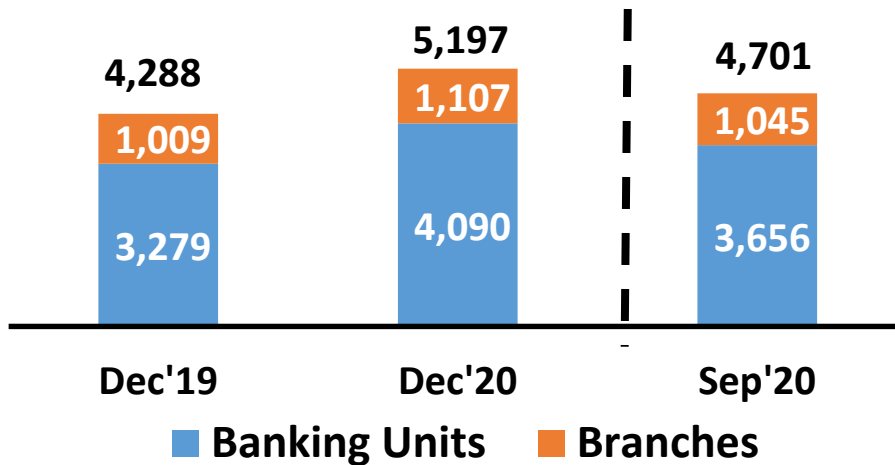
# Business & Financial Overview



**Bandhan**  
Bank

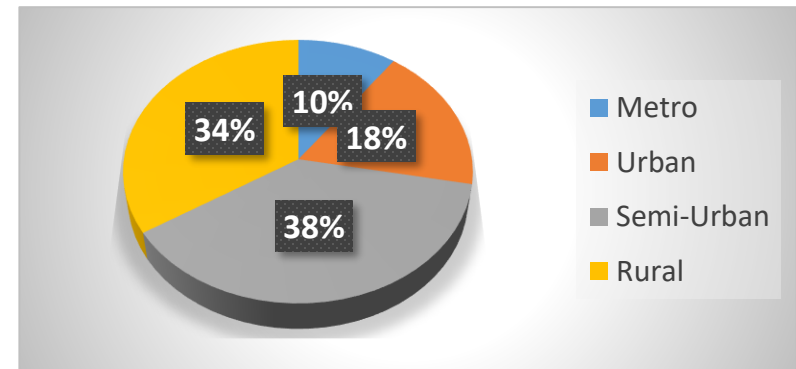
# Geographical Distribution

## Banking Outlets



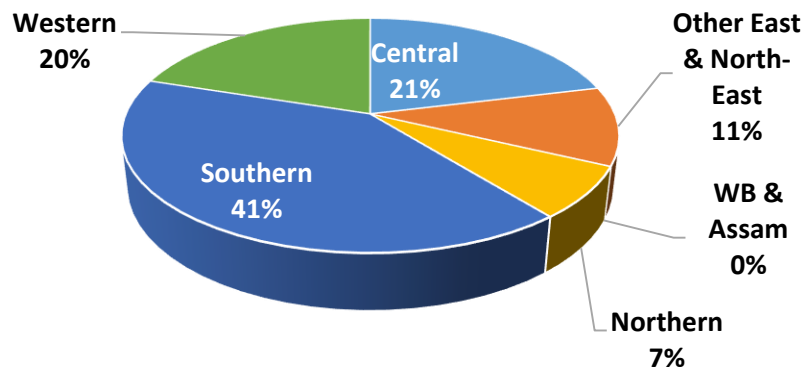
*Focus on serving the rural & underbanked population*

Banking Outlets as on 31<sup>st</sup> Dec 2020\*

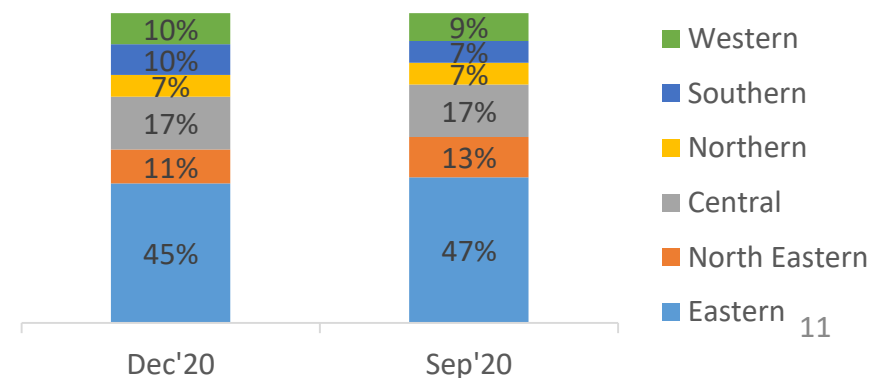


\*Basis original classification at the time of opening

## New BUs expansion focussing outside WB& Assam in Q3FY21

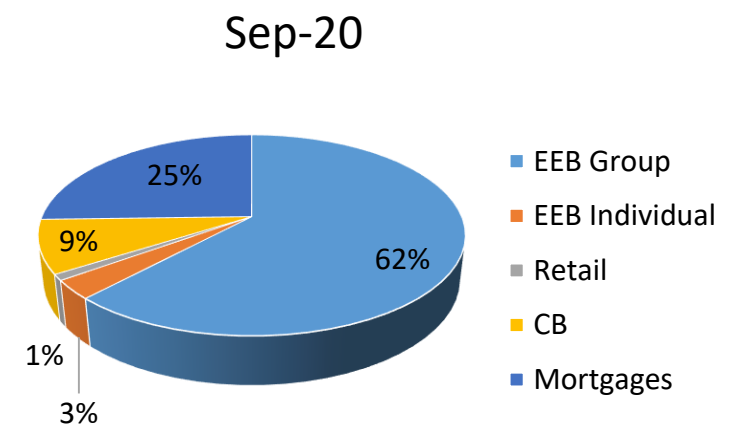
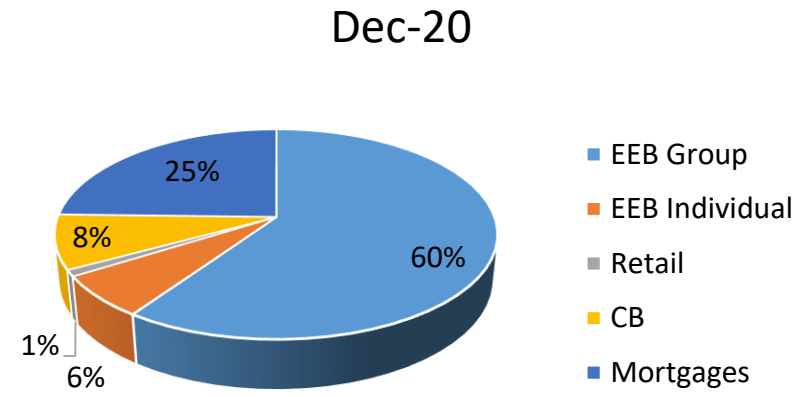
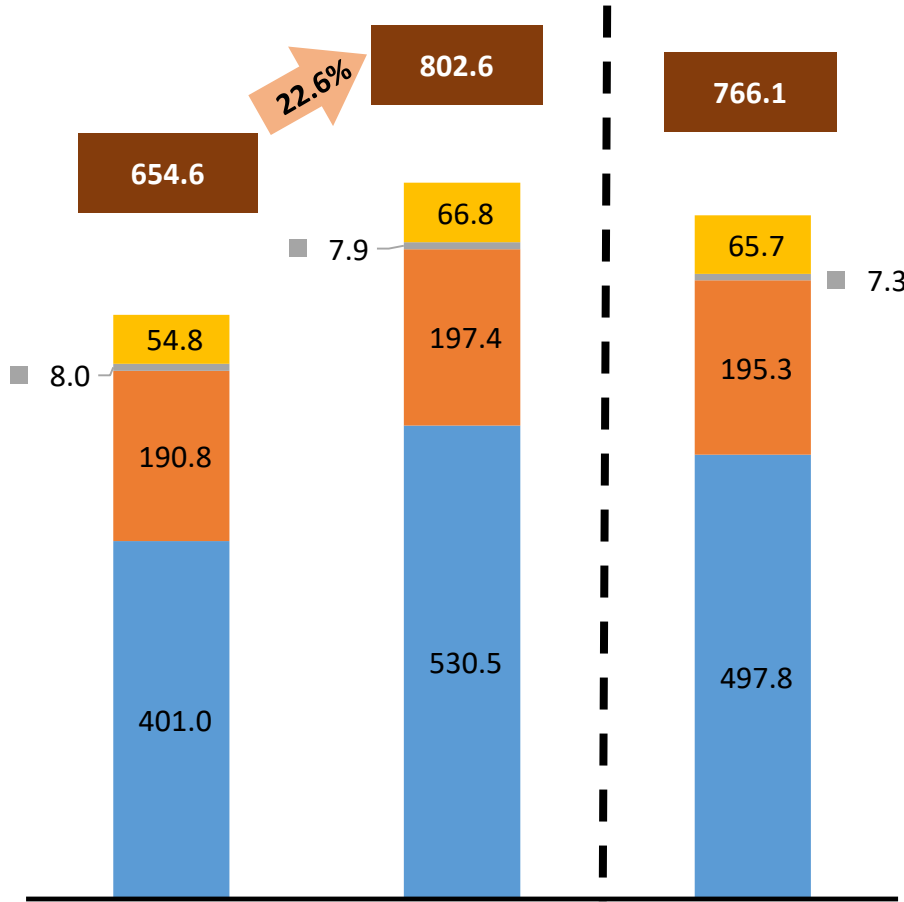


*Diversifying presence with non-east increasing over 50% now*



# Asset Book Mix

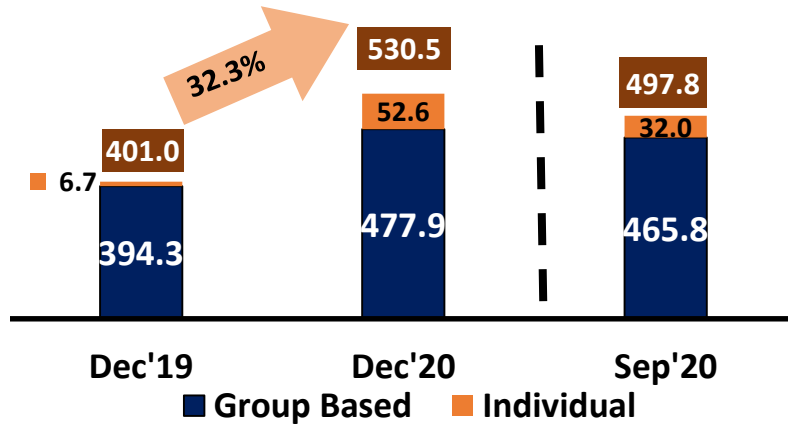
## Total Advances (₹ in Billion)



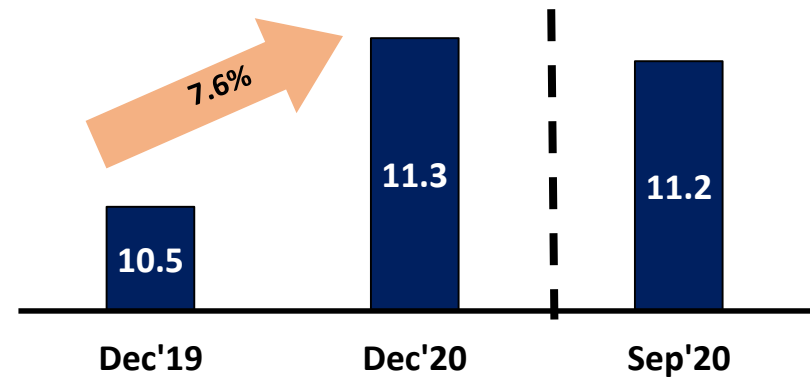
Share of EEB Individual loans more than doubled to 6.5% during this quarter

# Emerging Entrepreneurs Business

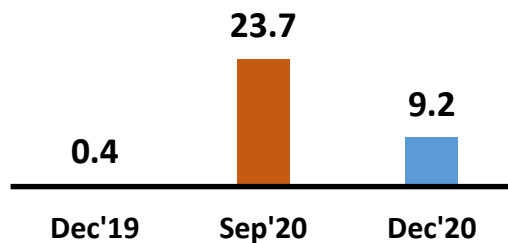
### Emerging Entrepreneurs Asset Growth (₹ in Billion)



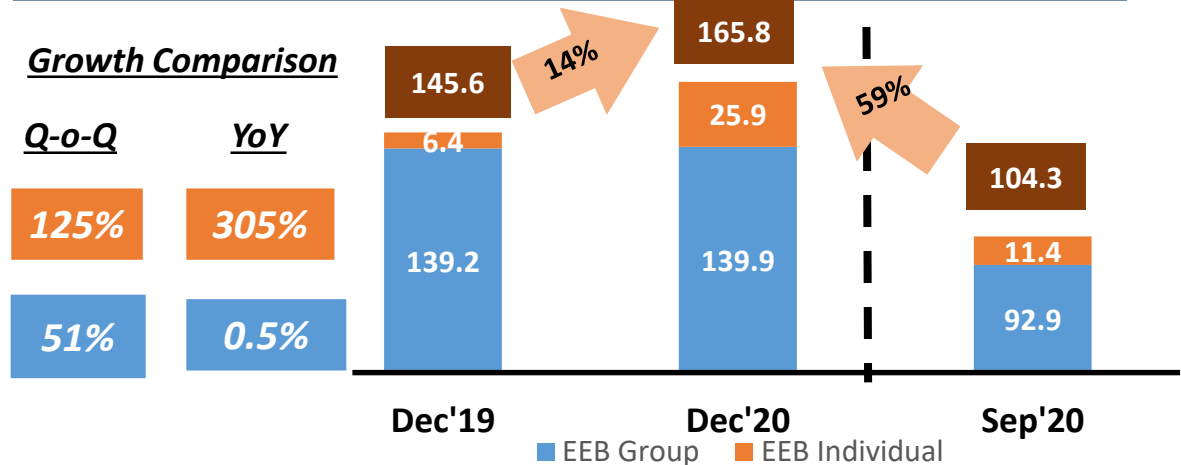
### Number of Active Borrowers (Mn)



### Top-up Loan Disbursement (₹ in Billion)

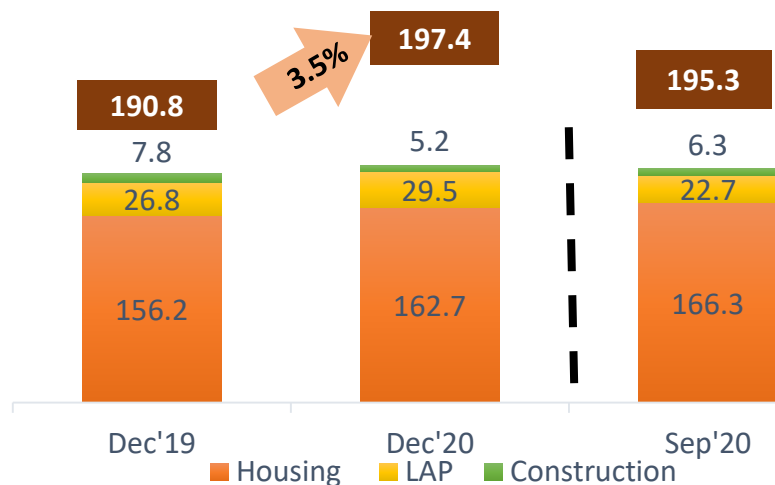


### EEB Loan Disbursement (₹ in Billion)



# Housing Finance

## Housing Asset Bifurcation (₹ in Billion)



## Housing Fin Growth Excluding Construction Fin

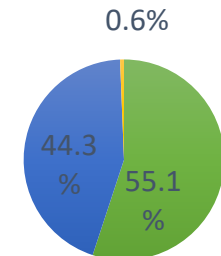
Housing Excluding Construction Fin  
Q-o-Q YoY

6.2%

5%

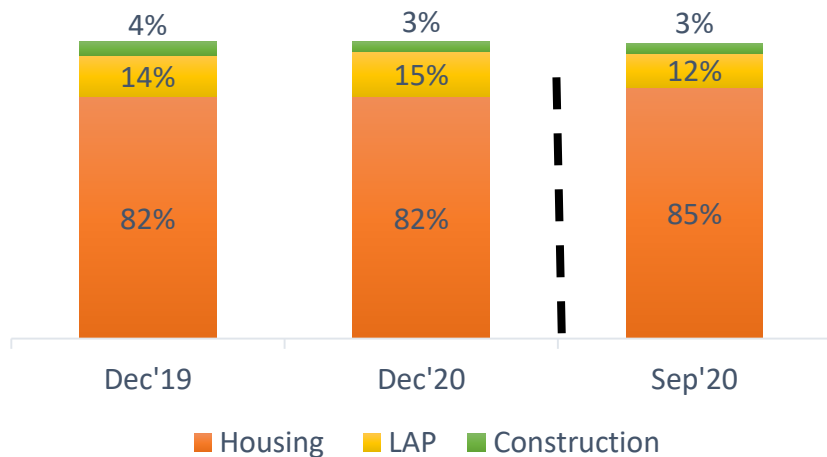
In 2020, CLSS Subsidy of ₹ 2.68 bn reduces book growth in spite of robust disbursements

## Customers

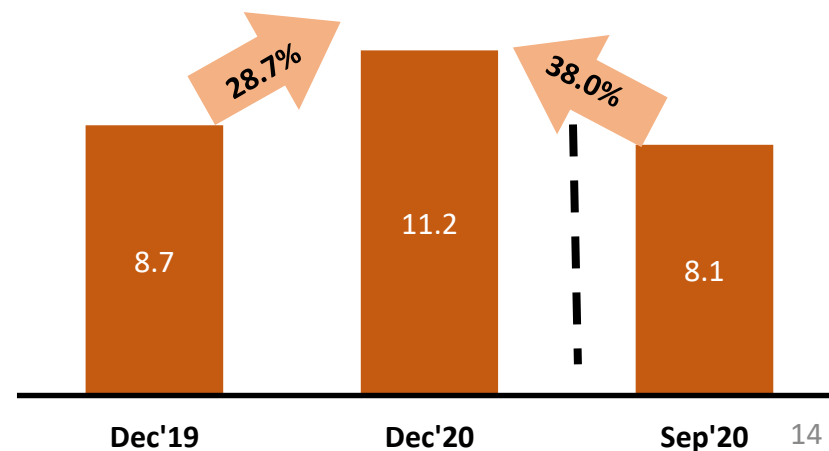


- Salaried
- Self Employed
- Professionals

## Housing Asset Segment wise (in %)

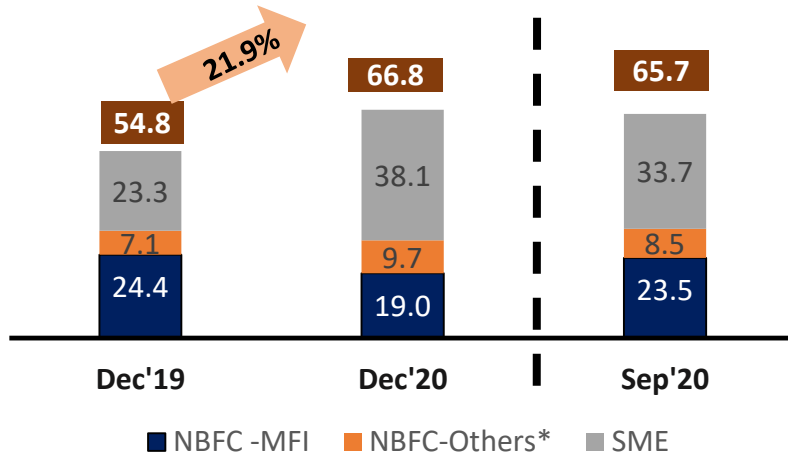


## Housing Asset Disbursements (₹ in Billion)

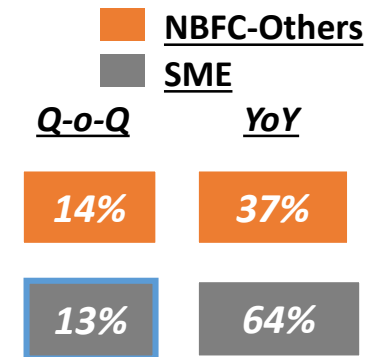


# Commercial Banking (CB) & Retail Assets

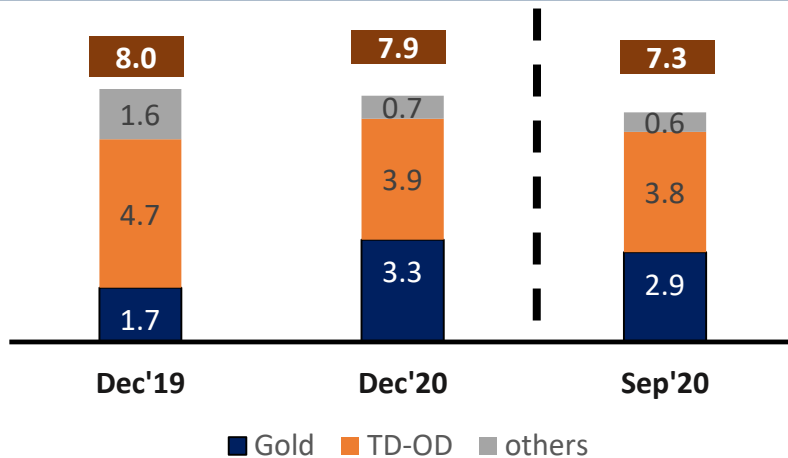
## Product wise CB Assets (₹ in Billion)



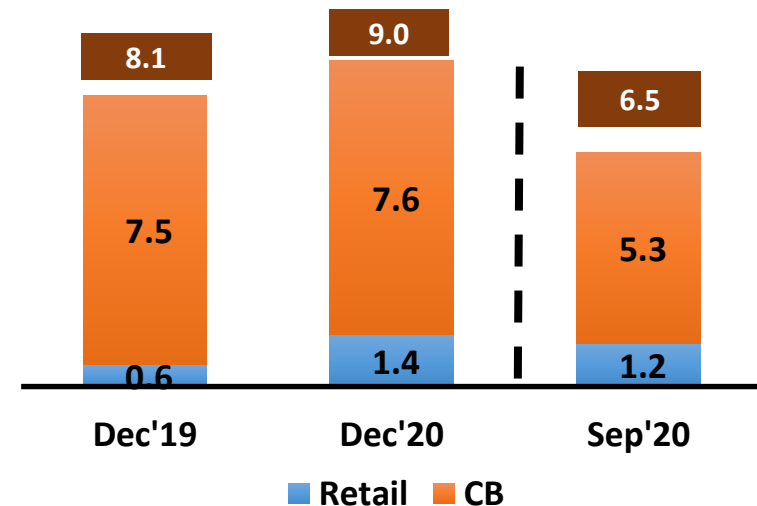
## SME & NBFC Others Growth



## Product wise Retail Assets (₹ in Billion)



## CB & Retail Disbursements# – (₹ in Billion)

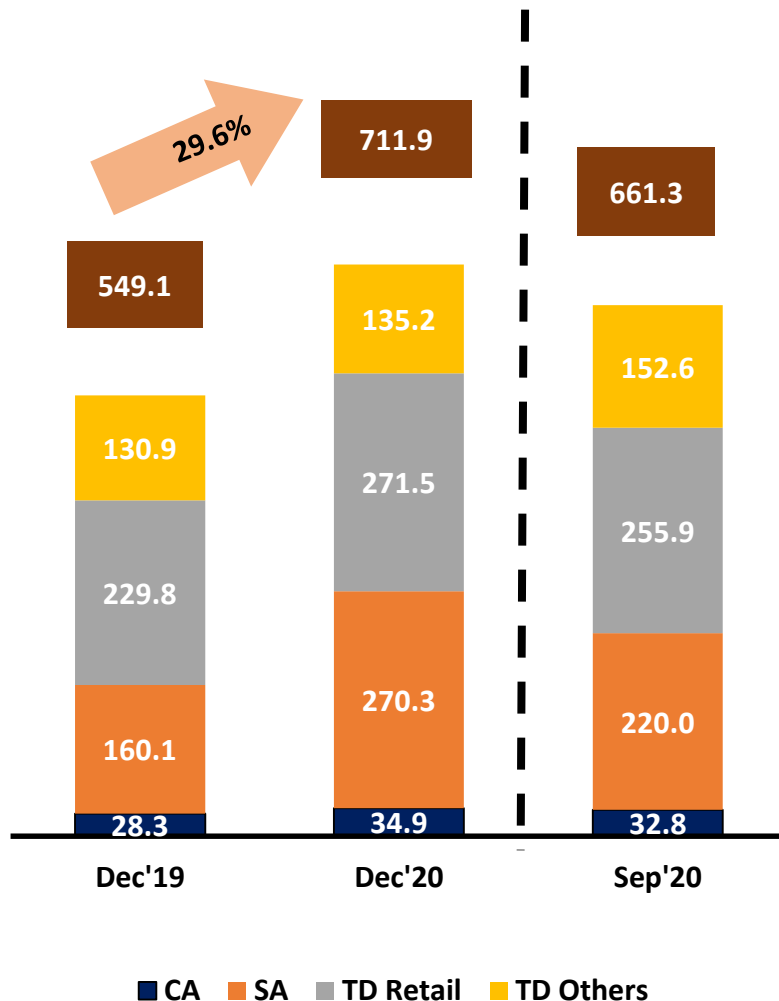


\*Includes ILF&S exposure of ₹ 3.85 billion which is fully provided

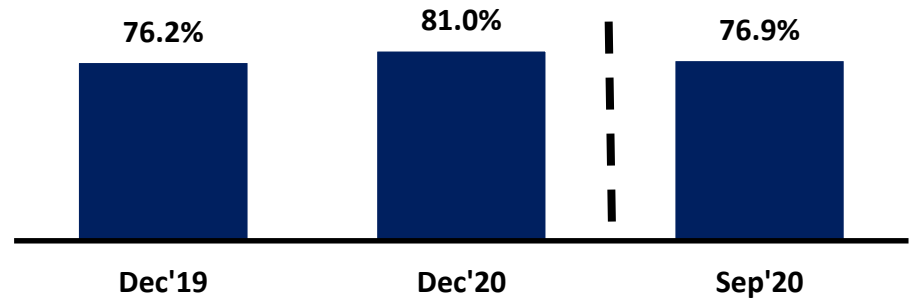
# Term Loan disbursements Only

# Liabilities Profile

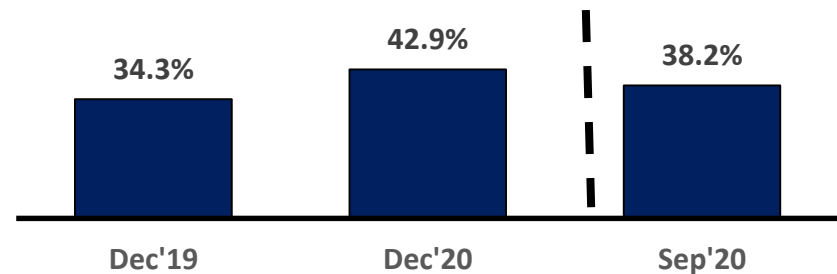
## Deposits Growth (₹ in Billion)



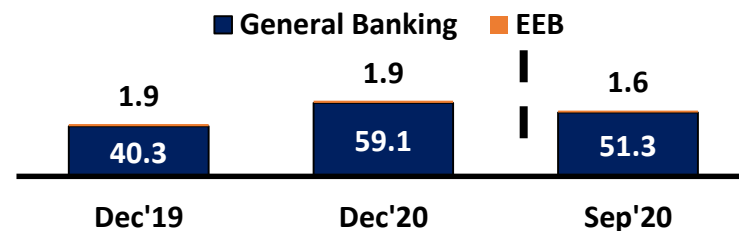
## Retail to Total Deposits (%)



## CASA (%)



## Average SA Balance Per Customer (₹ in 000')

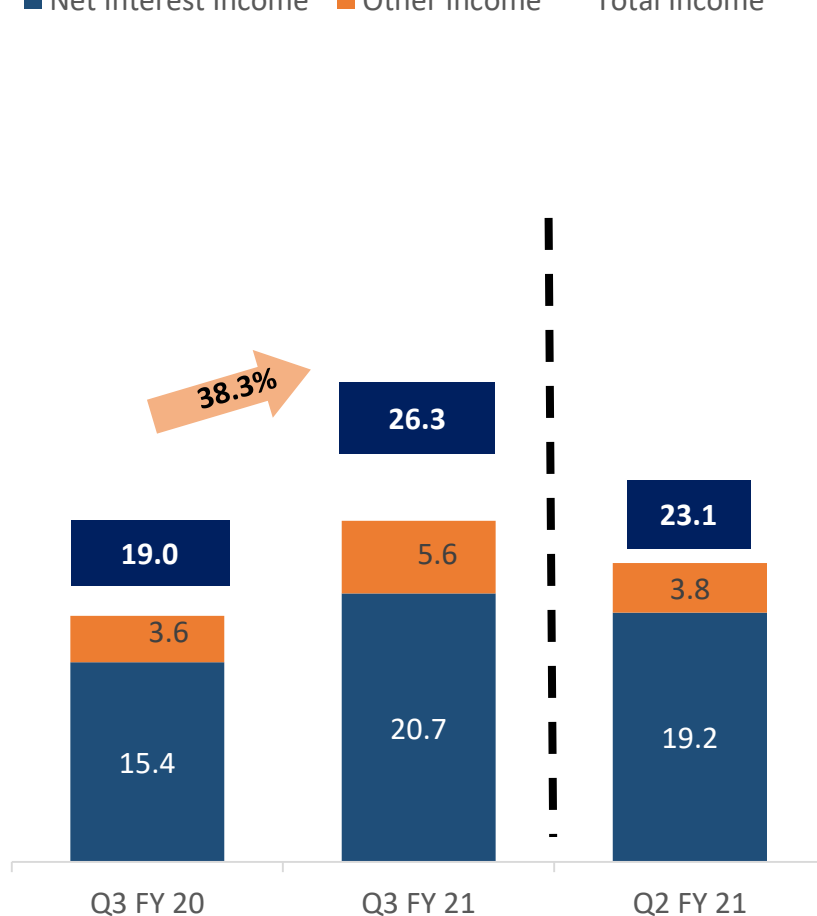




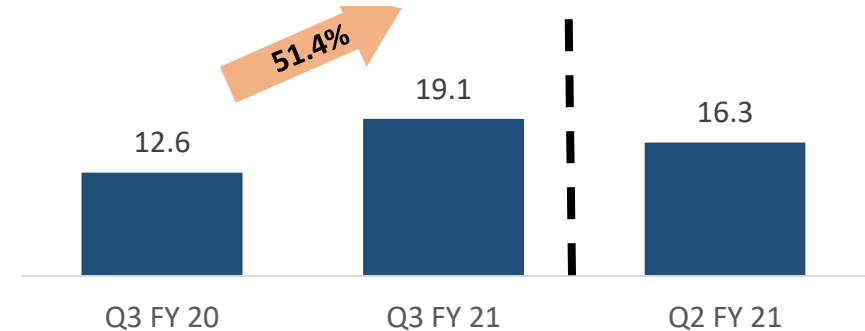
# Financial Performance

## Total income (₹ in Billion)

■ Net Interest Income ■ Other Income Total Income

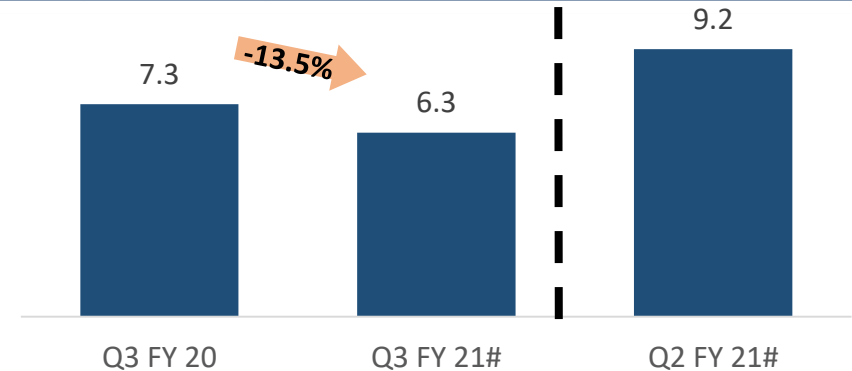


## Operating Profit (₹ in Billion)



Strong Operating Profit growth on account of higher NIMs & Non-interest income

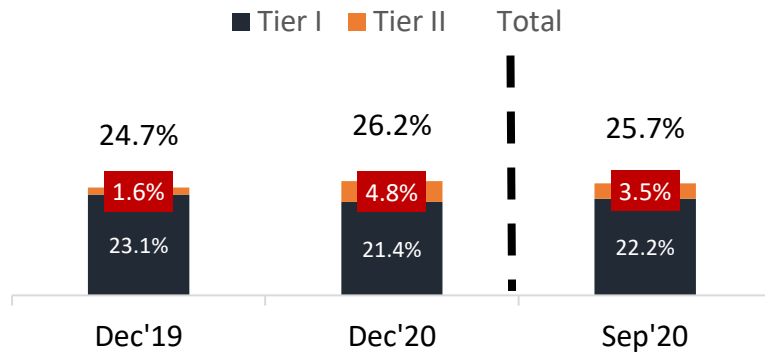
## PAT (₹ in Billion)



# PAT for Q3 FY21 is after taking accelerated additional COVID 19 related provision on standard advances of ₹ 10 bn and in Q2FY21 amounting to ₹3 bn

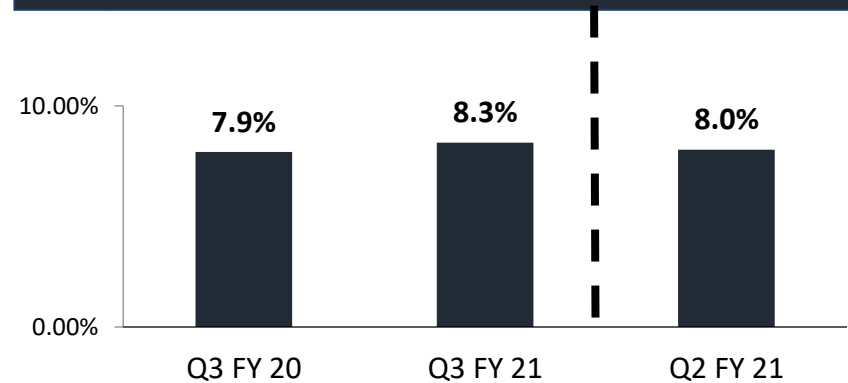
# Financial Performance

## Capital Adequacy Ratio (CRAR)

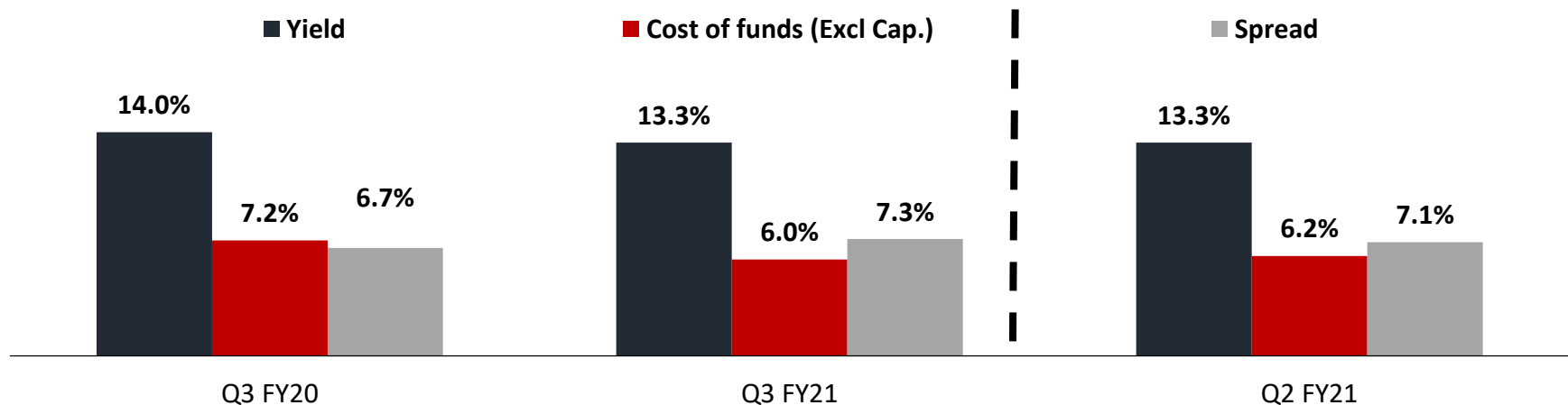


CRAR for Dec'20 after considering 9M FY21 Profits is 29.2%

## NIM (Annualized)

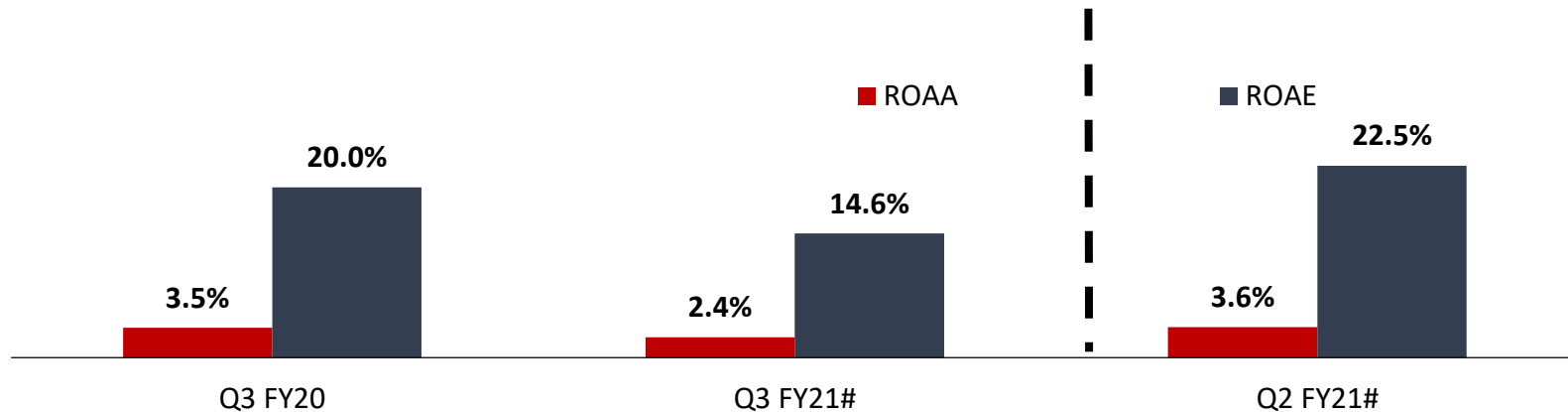


## Spread (Annualized)

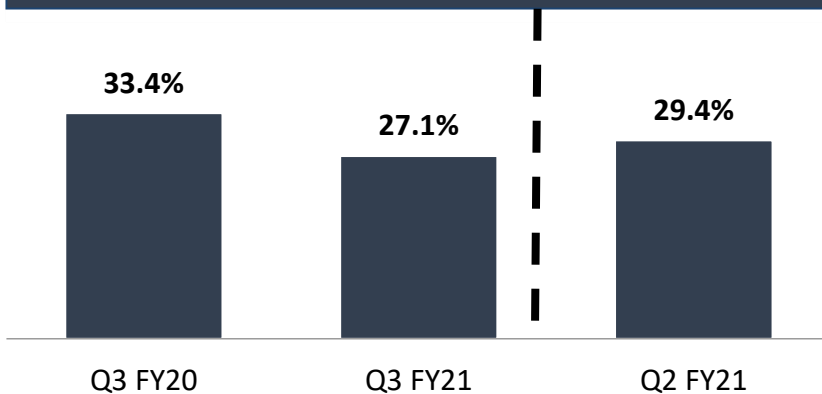


# Financial Performance

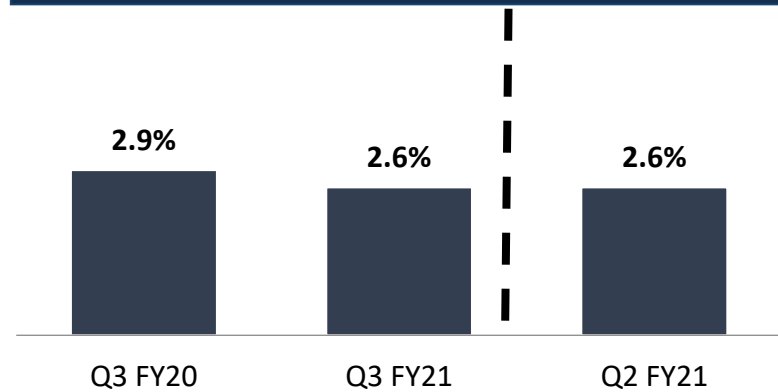
## ROAA & ROAE (Annualized)#



## Cost to Income Ratio



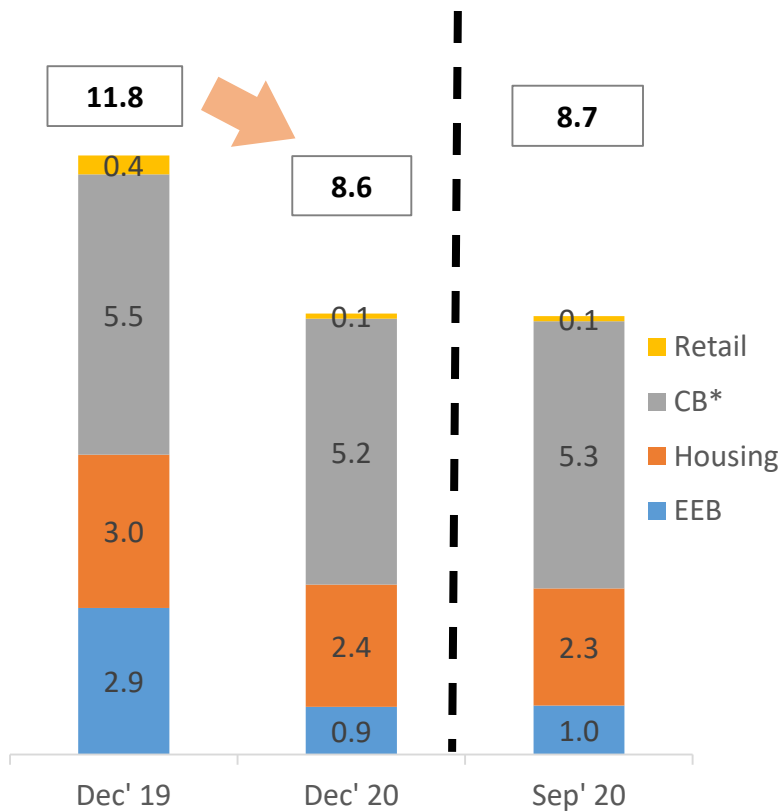
## Operating expenses to Average Assets (Annualized)



# ROAA & ROAE for Q3 FY21 is after taking accelerated additional COVID 19 related provision on standard advances of ₹ 10 bn and in Q2FY21 amounting to ₹3 bn

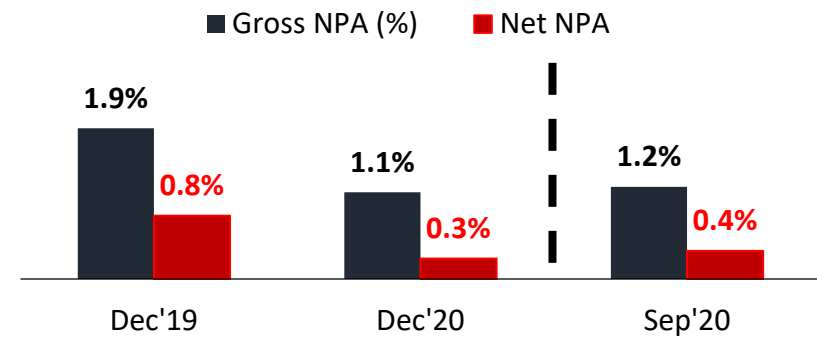
# Financial Performance

## Segmental GNPA movement - (₹ in Billion)

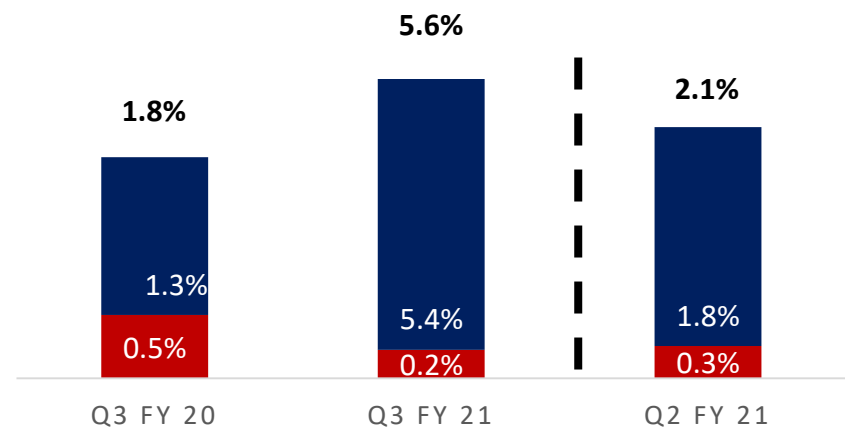


\*Others includes ₹ 3.85 bn of IL&FS

## Gross NPA and Net NPA



## Credit Cost (Annualized)



■ Credit Cost - NPA ■ Credit Cost - Standard

# Profit & Loss Statement (IN ₹ Bn)

Particulars	Q3 FY 21	Q2 FY 21	QoQ%	Q3 FY 20	YoY%	FY 20
Interest Income	33.08	31.98	3.44%	27.18	21.71%	108.86
Interest expenses	12.36	12.75	-3.06%	11.77	5.01%	45.62
<b>Net Int. Income (NII)</b>	<b>20.72</b>	<b>19.23</b>	<b>7.75%</b>	<b>15.41</b>	<b>34.46%</b>	<b>63.24</b>
Non Interest Income	5.53	3.82	44.76%	3.58	54.47%	15.49
<b>Total Income</b>	<b>26.25</b>	<b>23.05</b>	<b>13.88%</b>	<b>18.99</b>	<b>38.23%</b>	<b>78.73</b>
Operating Expenses	7.11	6.77	5.02%	6.34	12.15%	24.27
<b>Operating Profit</b>	<b>19.14</b>	<b>16.28</b>	<b>17.57%</b>	<b>12.65</b>	<b>51.30%</b>	<b>54.46</b>
<b>Provision (Std. + NPA)</b>	<b>0.69</b>	<b>0.95</b>	<b>-27.37%</b>	<b>2.94</b>	<b>-76.53%</b>	<b>7.03</b>
<b>COVID 19 Provision</b>	<b>10.00</b>	<b>3.00</b>	<b>233.33%</b>	<b>-</b>	<b>-</b>	<b>6.90</b>
<b>Profit before tax</b>	<b>8.45</b>	<b>12.33</b>	<b>-31.47%</b>	<b>9.71</b>	<b>-12.98%</b>	<b>40.53</b>
Tax	2.12	3.13	-32.27%	2.40	-11.67%	10.29
<b>Profit after tax</b>	<b>6.33</b>	<b>9.20</b>	<b>-31.20%</b>	<b>7.31</b>	<b>-13.41%</b>	<b>30.24</b>

# Balance Sheet (IN ₹Billion)

Particulars	As at	As at	% Change
	31st Dec. 2020	31 <sup>st</sup> Mar 2020	
<b>Capital &amp; Liabilities</b>			
Capital	16.10	16.10	0.00%
Reserves & Surplus	156.90	135.85	15.50%
<b>Shareholder Funds</b>	<b>173.00</b>	<b>151.95</b>	<b>13.85%</b>
Deposits	711.88	570.82	24.71%
Borrowings	126.67	163.79	-22.66%
Other liabilities and provisions	61.43	30.62	100.62%
<b>Total</b>	<b>1,072.98</b>	<b>917.18</b>	<b>16.99%</b>
<b>Assets</b>			
Cash and balances with Reserve Bank of India	42.73	63.45	-32.66%
Balance with Banks and Money at call and short notice	16.54	20.08	-17.63%
Investments	224.09	153.52	45.97%
Advances	767.75	666.30	15.23%
Fixed Assets	4.45	3.69	20.60%
Other Assets	17.42	10.14	71.79%
<b>Total</b>	<b>1,072.98</b>	<b>917.18</b>	<b>16.99%</b>

# Credit Rating

Rating of Bank's Financial Securities			
Instrument	Rating	Rating Agency	Amount (₹ in Billion)
Subordinated Tier II Non - Convertible Debenture	CARE AA-; Stable	CARE Ratings	1.60
	[ICRA]AA; Stable	ICRA	
Non-Convertible Debenture #	[ICRA] AA; Stable	ICRA	50.75**
	CRISIL AA/Stable	CRISIL	
Term Loans From Bank	ICRA]AA Stable	ICRA	0.80
Certificate of Deposit	CRISIL A1+	CRISIL	60.00*
	[ICRA] A1+	ICRA	
Fixed Deposit Program #	CRISIL FAAA/Stable	CRISIL	1.60
Subordinated Debt #	CRISIL AA/Stable	CRISIL	0.35

\*Rating of ICRA is for ₹ 30 bn only

\*\*Rating of ICRA is for ₹ 2.26 bn only

#erstwhile GRUH Finance Limited transferred to Bandhan Bank Ltd.

# Our Board & Management



**Bandhan**  
Bank



# Experienced and professional team...

**Management Team**



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

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



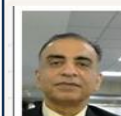
**Sudhin Choksey**  
*Head, Housing Finance*

- 41+ years experience in financial industry.
- Previously served as Managing Director at GRUH Finance Limited.



**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



**Sanjeev Naryani**  
*Head, Business*

- 32+ years of experience in banking Industry
- Previously worked as Chief General Manager and Head of Real Estate and Housing Business Unit at SBI



**Sunil Samdani**  
*Chief Financial Officer*

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



**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



**Indranil Banerjee**  
*Company Secretary*

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



**Biswajit Das**  
*Chief Risk Officer*

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



**Siddhartha Sanyal**  
*Chief Economist and Head Research*

- 20+ years of experience in the field of Macro Economic
- Previously served as Director and Chief India Economist at Barclays Bank PLC.



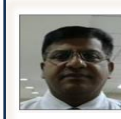
**Nand Kumar Singh**  
*Head, Banking Operations and Customer Services*

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



**Kumar Ashish**  
*Head, Emerging Entrepreneurs Business*

- 26+ years experience in the field of Banking and Finance.
- Previously served as North Zone Head of ICICI Bank and as Group Director at Airtel Money.



**Srinivasan Balachander**  
*Chief Compliance Officer*

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



**Ronti Kar**  
*Chief Information Officer*

- 27+ years of experience in IT Sector.
- Previously served as Project Manager at Cognizant Technology Solution



**Rahul Dhanesh Parikh**  
*Chief Marketing & Digital Officer*

- 20+ years experience in Financial Industry.
- Previously served as Chief Executive Officer at Bajaj Capital Ltd.



**Arvind Kanagasabai**  
*Head, Treasury*

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

# ... backed by a strong independent Board

## Board of Directors



**Dr. Anup Kumar Sinha**

**Non-executive Chairman**

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



**Bhaskar Sen**

**Director**

- Retired as Chairman & MD of United Bank of India
- Previously, Executive Director of Dena Bank
- Having significant experience in Banking.



**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**

- Previously, Director of Institute for Development & Research of Banking Technology (IDRBT);
- Prior to IDRBT, he was the CGM-in-charge of Department of IT at RBI



**Dr. Holger Dirk Michaelis**

**Nominee Director**

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



**N V P Tendulkar**

**Director**

- Significant experience in finance, accounts and management
- Former Whole time Director – Finance, Hewlett Packard (India)



**Chandra Shekhar Ghosh**

**MD & CEO**

- Has significant experience in the field of microfinance
- Awarded 'Outstanding Leadership Award' by Dhaka University
- Having more than 30 years of experience in microfinance & development terrain



**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 BIRD
- Currently, CCM & State in Charge – MP, NABARD



**Santanu Mukherjee**

**Director**

- Significant experience in Banking at 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
- Previously, Nominee Director of RBI on the Board of several Banks NABARD, NHB



**Vijay N Bhatt**

**Director**

- Significant experience in accounting, audit and assurance
- Former Sr. Independent Director of BSR & Co., Chartered Accountants

# Awards and accolades



## Businessworld Magna Awards 2019

Bandhan Bank won two awards in the small size bank category at Magna Awards 2019 by Businessworld.

1. **Best Bank**
2. **Fastest Growing Bank**

Mr. Ghosh also won the 'Banker of the Year' award.



## Banker of the Year by Business Standard

Mr. Chandra Shekhar Ghosh, Managing Director and Chief Executive Officer was declared as the Business Standard '**Banker of the Year**' for 2018-19 on November 14, 2019.



## The Economic Times ET Bengal Corporate Awards

Bandhan recognised as the 'Fastest Growing Company', and also received the award for 'Excellence in Business Performance' in the category of companies with turnover of Rs.3,000 crore.



## Emerging Company of the Year by Economic Times

Bandhan Bank recognized as the Emerging Company of the Year by Economic Times Awards for Corporate Excellence, 2019.

Thank You

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**Bandhan**  
**Bank**