

Investor Presentation Q4 FY2020-21

May 2021



Bandhan
Bank

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Key Highlights



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Key Highlights

Bandhan Bank - Overview

- Loan portfolio (on book + off book + TLTRO) for Q4 FY 20-21 grew 21.2% Y-o-Y
- Deposits grew by 36.6% Y-o-Y in Q4 FY 20-21; Retail Deposit to Total Deposit at 78.8%
- Gross NPA is at 6.8% & Net NPA is at 3.5%
- Added 0.52 million Customer during the quarter with total customer base reaching to 23.0 million (EEB- 17.5 million, Non EEB – 5.5 million)
- Accelerated technical write off of ₹19.3 bn during the quarter to strengthen the balance sheet
- The Board of Directors has proposed a dividend of ₹ 1 per share for the year ended March 31, 2021

Snapshot of operations FY 2020-21

Total Deposits ₹ 779.7 bn

Total Loans and advances ₹ 870.4 bn¹

Net Interest Margin (NIM) 7.8%

CASA Ratio 43.4%

ROAA (%) 2.1%

ROAE (%) 13.2%



34
States & UTs



548
Cities



1,147
Branches



487
ATMs



4,163
Banking Units



49,445
Employees



23.0mn
Customers



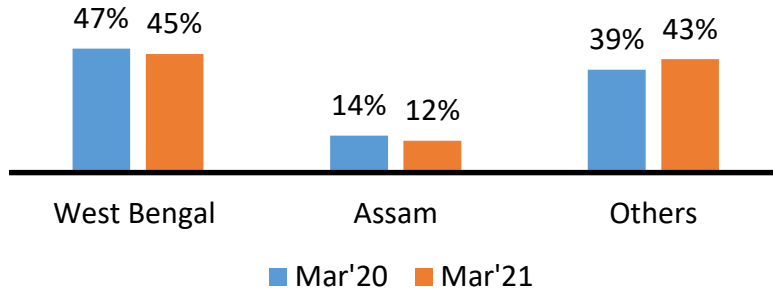
59.4%
EEB* Group
based loans

1. On book + Off Book (including TLTRO ₹ 4 bn)

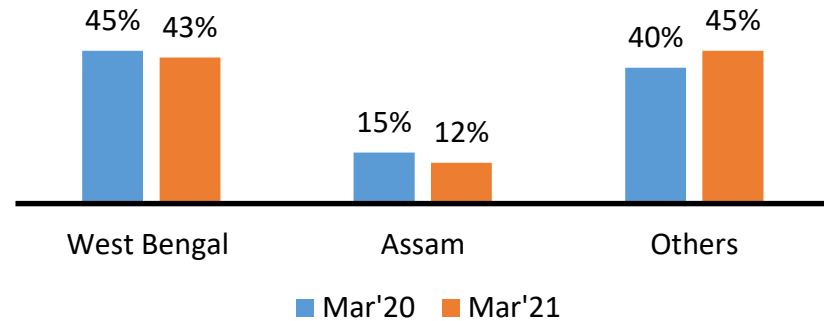
*Emerging Entrepreneurs Business (Erstwhile Miro Banking Unit)

Diversification of EEB Business

State wise Group plus individual loans portfolio share

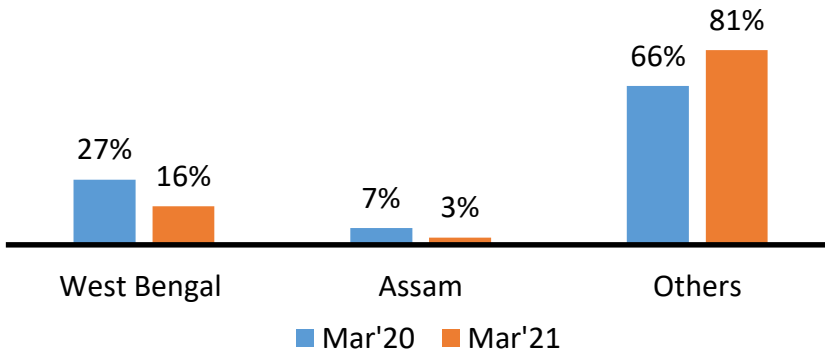


State wise group loan portfolio share



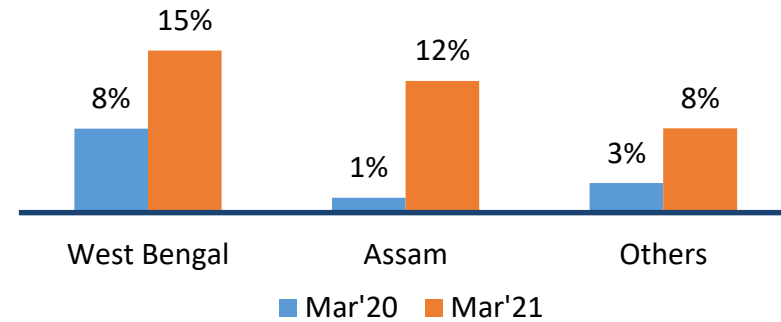
Continuous reduction in portfolio share for West Bengal and Assam

Newly Added Borrowers



81% of newly added borrowers are in states other than West Bengal and Assam

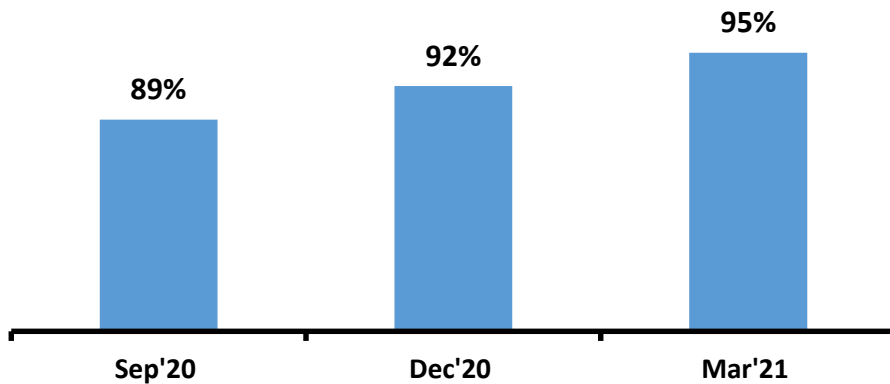
Increase in share of Individual loans



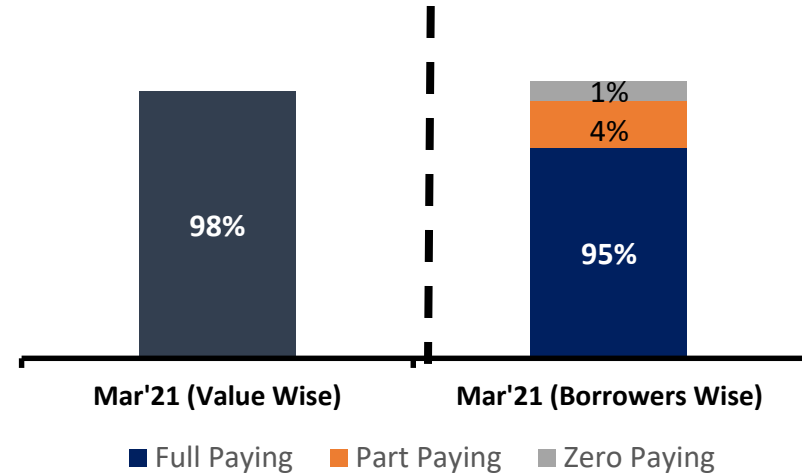
Eligible High vintage borrowers in West Bengal and Assam elevated to individual loans

EEB Collection Efficiency

Collection Efficiency (Excluding Arrears)
(including NPA and Written-off borrowers)



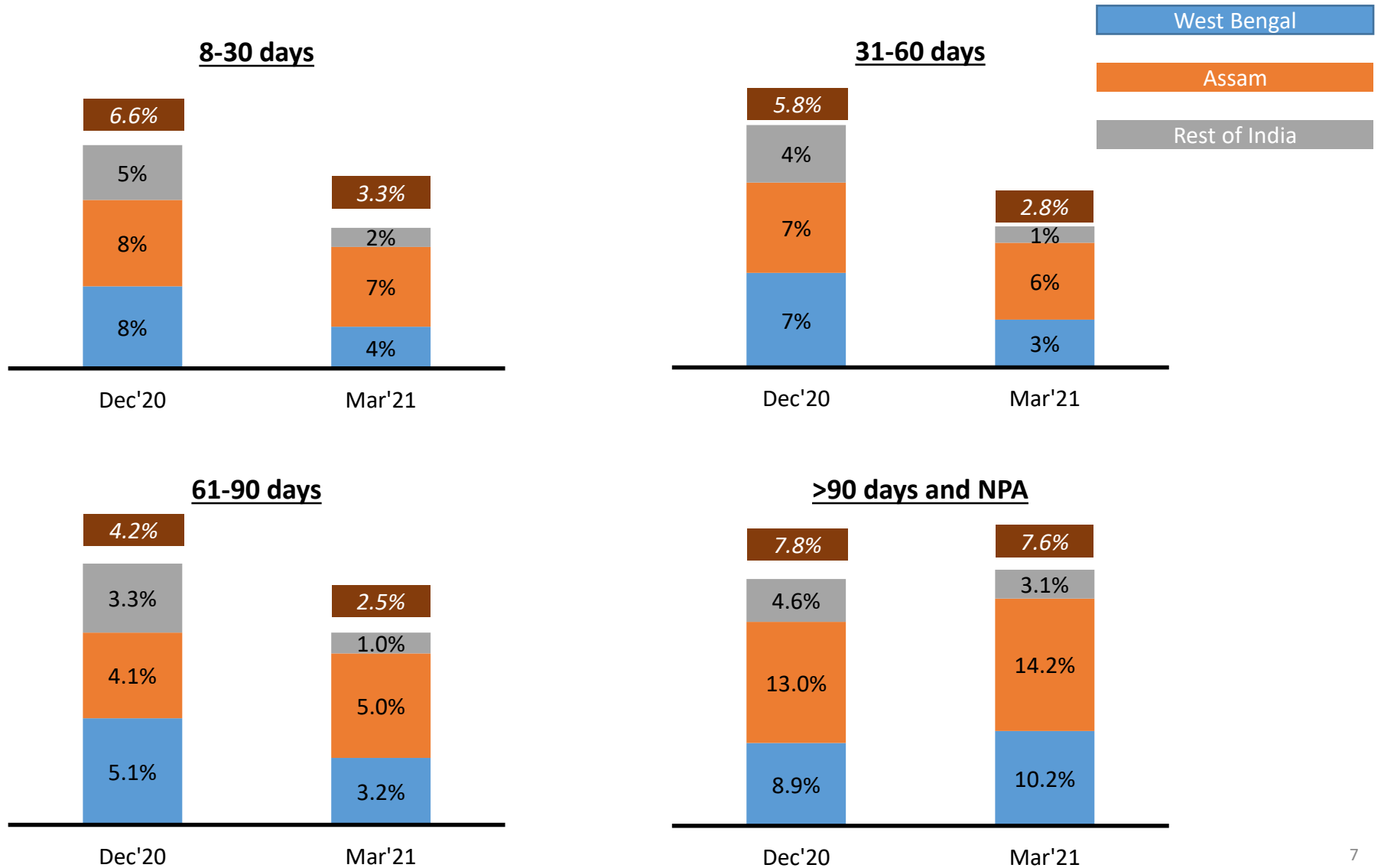
Collection Efficiency (Excluding arrears)
(excluding NPA and written-off borrowers)



Collection Efficiency of top states

States	Sep'20	Dec'20	Mar'21 (Incl WO and NPA)	Mar'21 (Excl WO and NPA)	New Borrowers added in FY 21
West Bengal	87%	90%	95%	98%	99.6%
Assam	75%	88%	83%	94%	98.5%
Rest of India	95%	94%	97%	99%	99.6%
Total	89%	92%	95%	98%	99.6%

EEB DPD movement

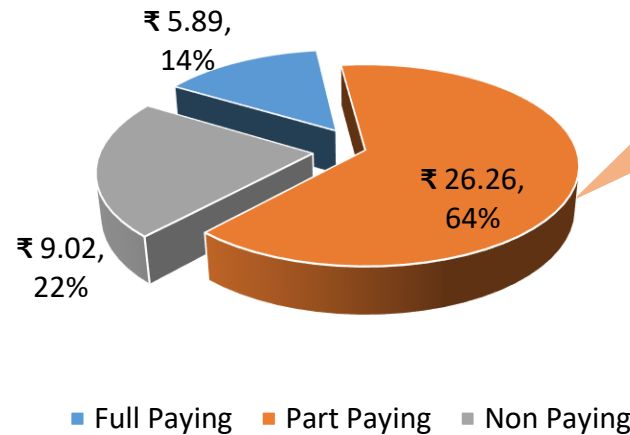
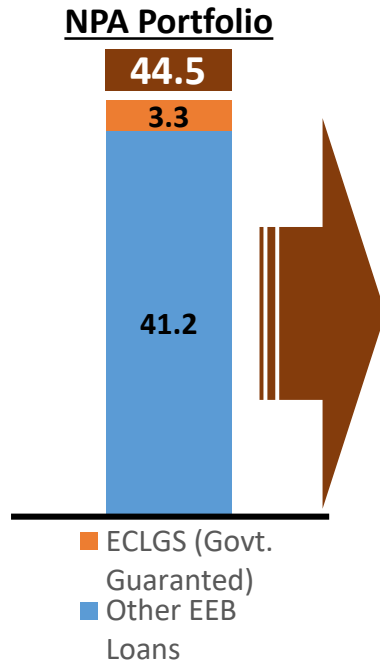


NPA and Risk analysis of EEB portfolio

All amount in INR Bn.

NPA portfolio analysis

Payment Behavior in NPA Portfolio in Mar'21



Part paying borrowers portfolio break-up

Up to 25%	9.3
> 25% to 50%	7.7
Above 50%	9.3

Provision details of EEB Portfolio (INR Bn)

NPA Provision	21.83
Addnl. Std Provision	3.88
Total	25.71

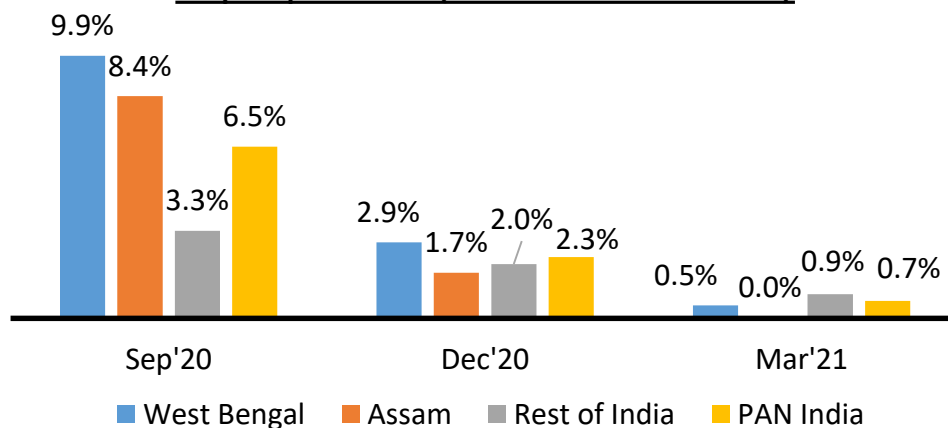
Risk estimate based on NPA analysis

<i>EEB Category</i>	<i>Provision Calculation</i>	<i>Risk Coverage with current provisions on EEB book (times)</i>
Provision as a % of Non paying NPA portfolio	25.7/9.02	2.85
Provision as a % of Non paying NPA portfolio + up to 25% paying NPA portfolio	25.7/18.3	1.40
Provision as a % of entire non paying borrower portfolio (across all dpd buckets)	25.7/15.2	1.69
Provision as a % of entire non paying borrower portfolio (across all dpd buckets)+ up to 25% paying entire portfolio(across all dpd buckets)	25.7/28.4	0.91

EEB Top Up Loans Movement

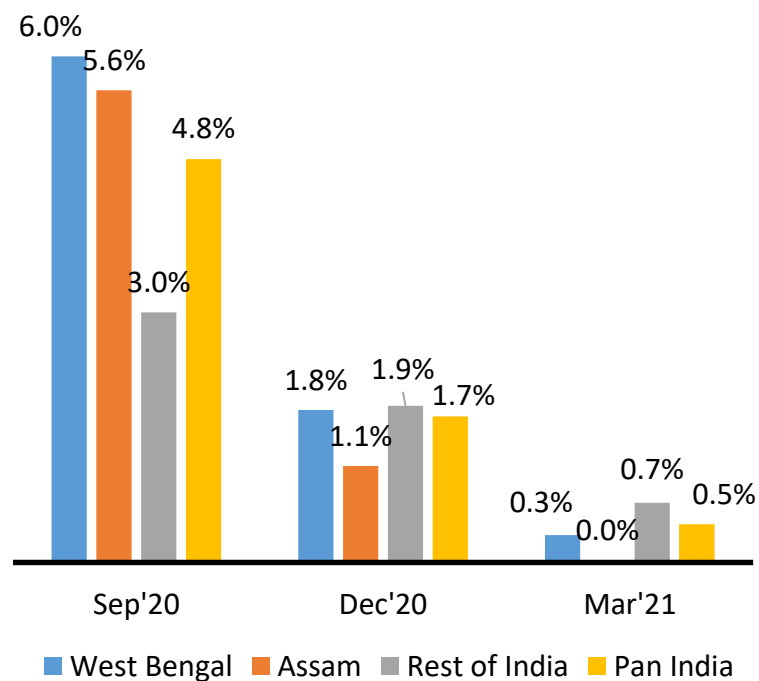
No of borrowers availed as % of borrower on that Quarter

Top-up loans (No. of borrowers)

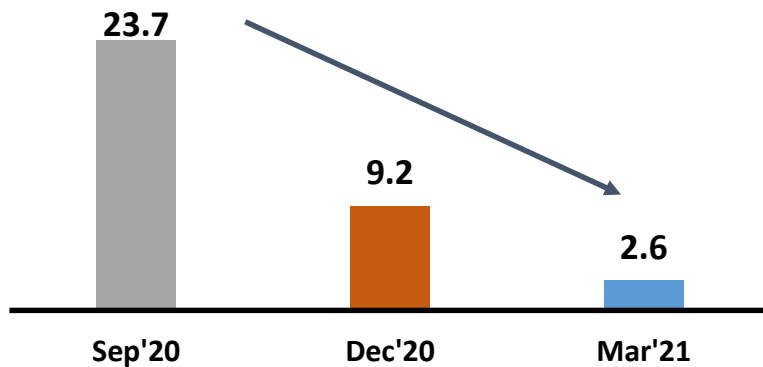


Top – Up Loans disbursements in key states - as % of portfolio as on that quarter

Top-up loans (value)



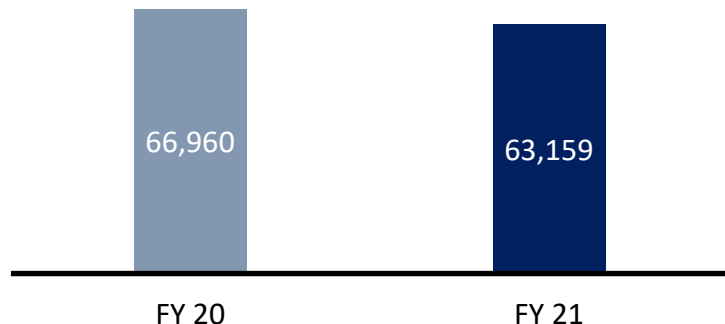
Top-up Loan Disbursement (₹ in Billion)



Bandhan Bank EEB Portfolio vis-à-vis Industry



ATS on Disbursement per borrower (INR)



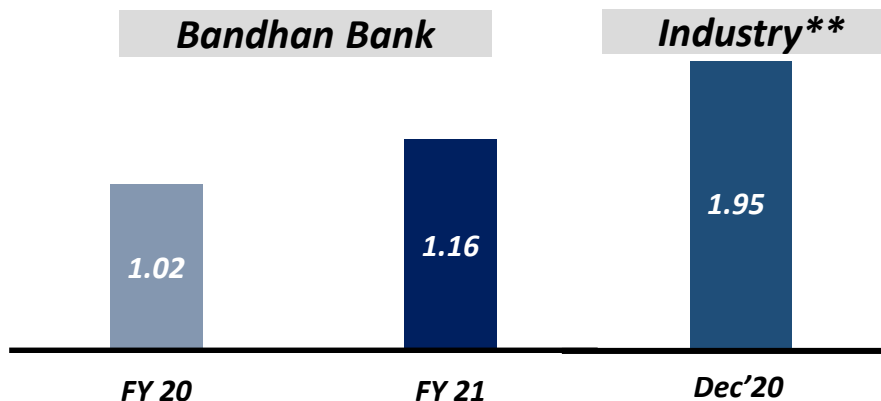
YoY, decline in ATS

ATS on Outstanding (INR)



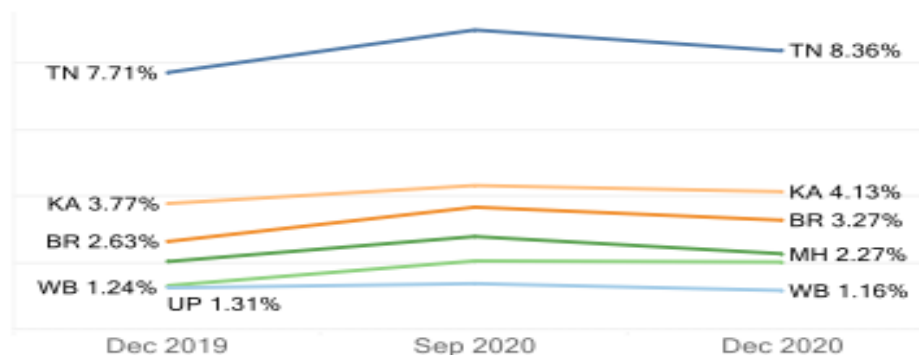
ATS at similar levels for both FY 20 and FY 21

No. of active loans per borrower



Increase in FY 21 on account of ECLGS disbursements, done in Q3FY21 of ₹18.3 bn to 1.72 mn customers; however significantly lower as compared to industry

Top States - Borrowers associated with 4 or more Lenders



*Among top states, only West Bengal has witnessed a fall in borrowers associated with 4 or more lenders

*Source: CRIF Micro lend report Dec'20, ** Micrometer Dec'20,

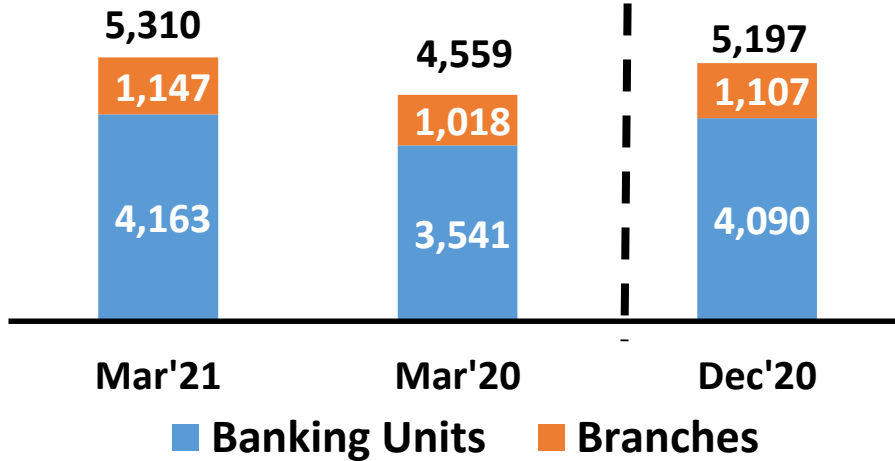
Business & Financial Overview



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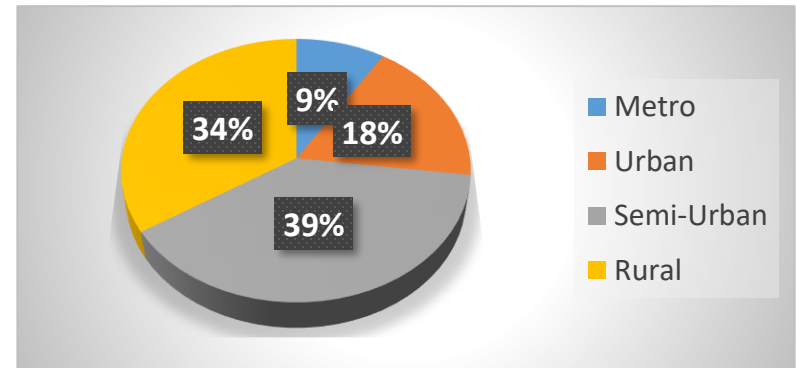
Geographical Distribution

Banking Outlets



Focus on serving the rural & underbanked population

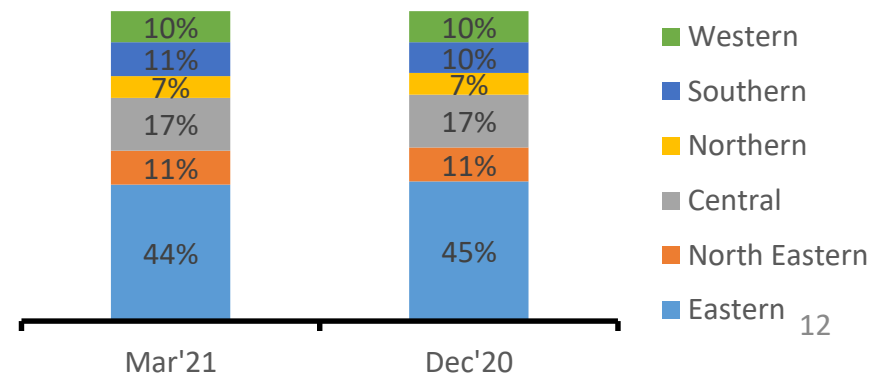
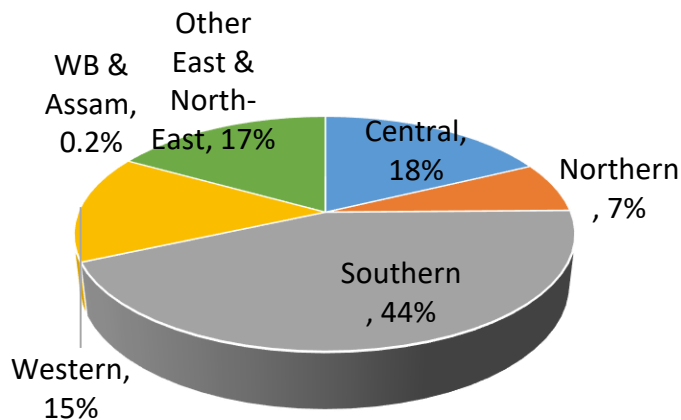
Banking Outlets as on 31st Mar 2021*



*Basis original classification at the time of opening

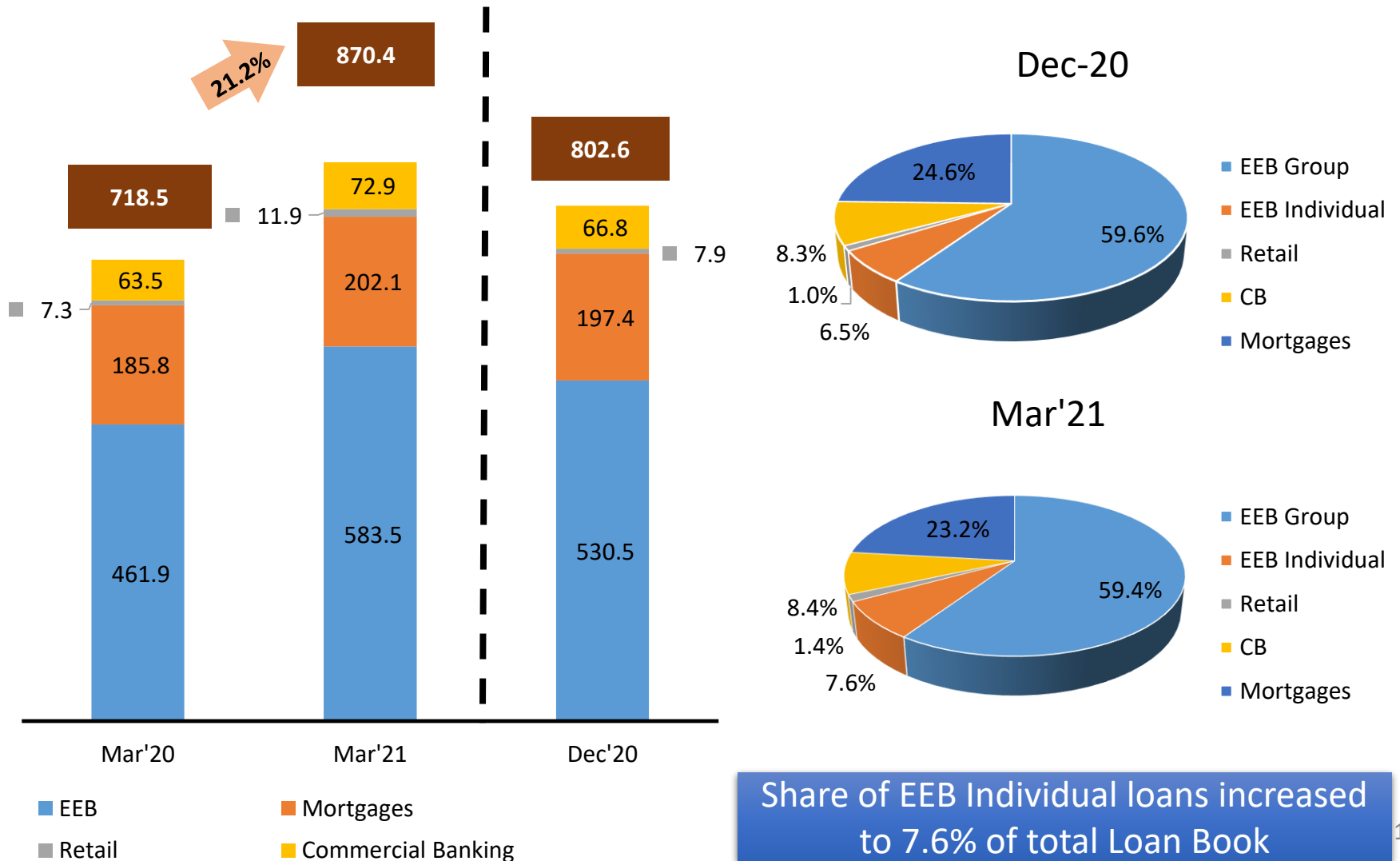
Diversifying presence with non-east increasing over 50% now

New BUs expansion focussing outside WB & Assam in FY21



Asset Book Mix

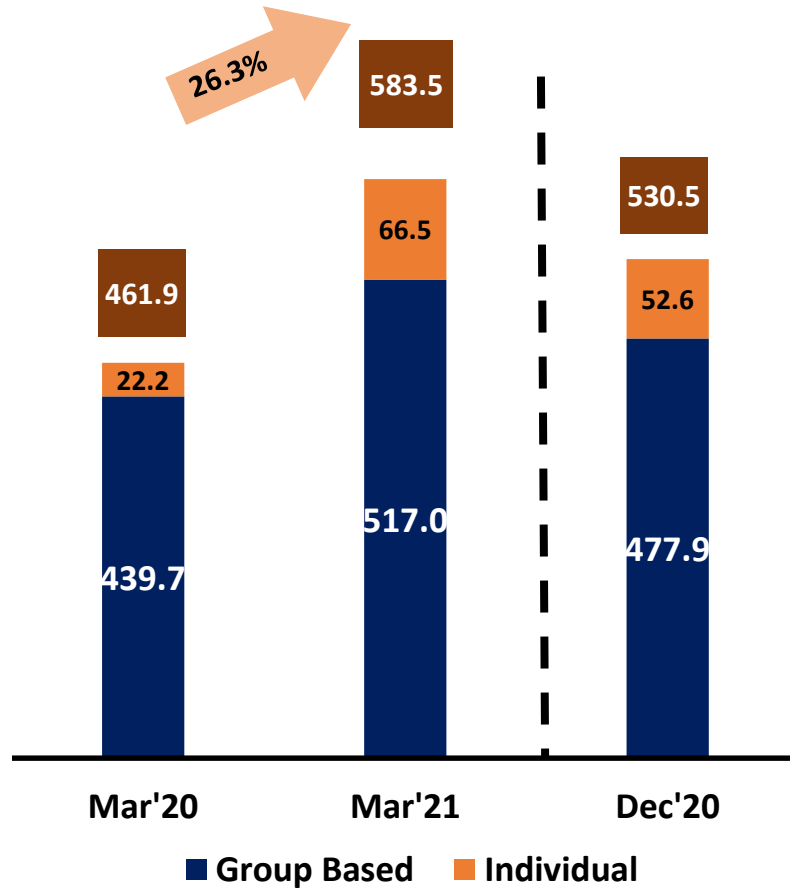
Total Advances (₹ in Billion)



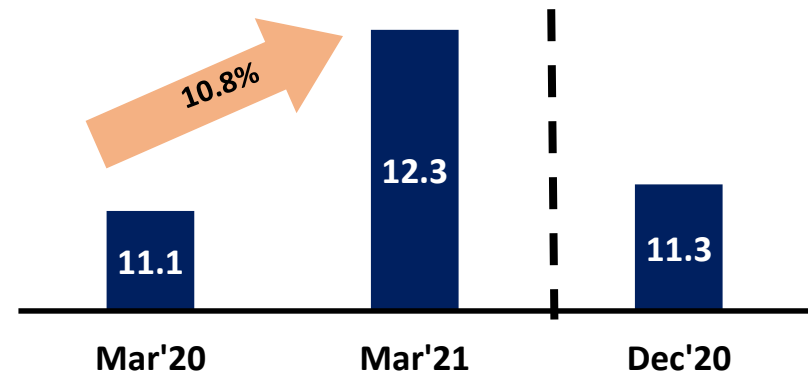
Share of EEB Individual loans increased to 7.6% of total Loan Book

Emerging Entrepreneurs Business

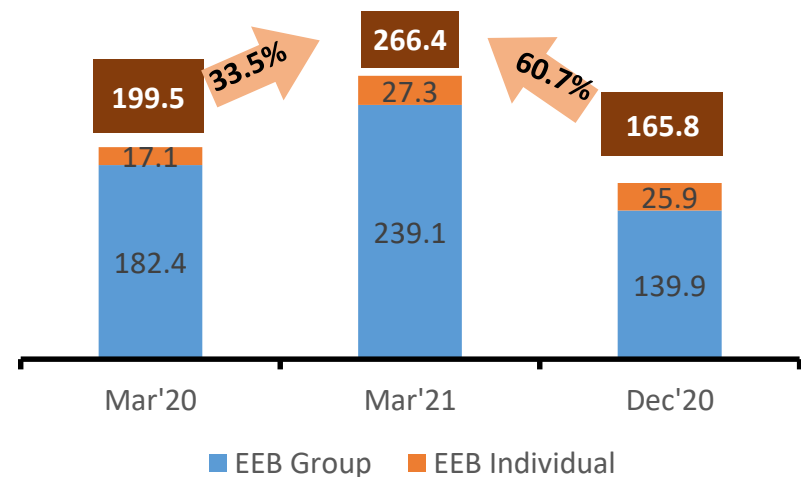
**Emerging Entrepreneurs Asset Growth
(₹ in Billion)**



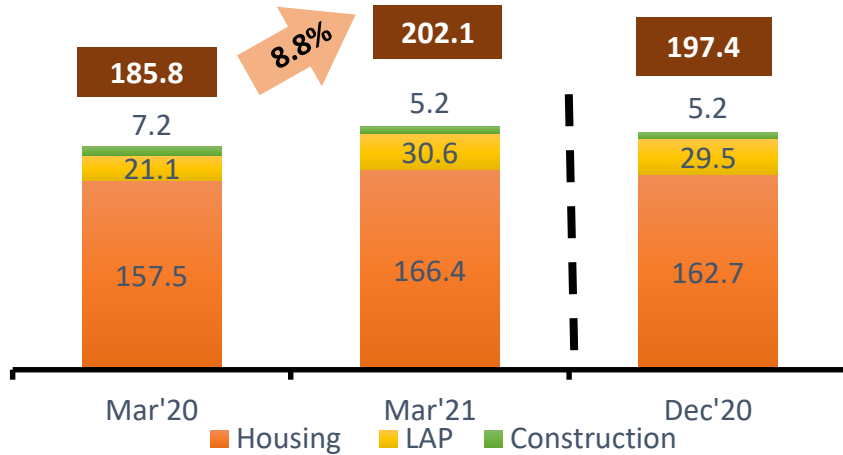
Number of Active Borrowers (Mn)



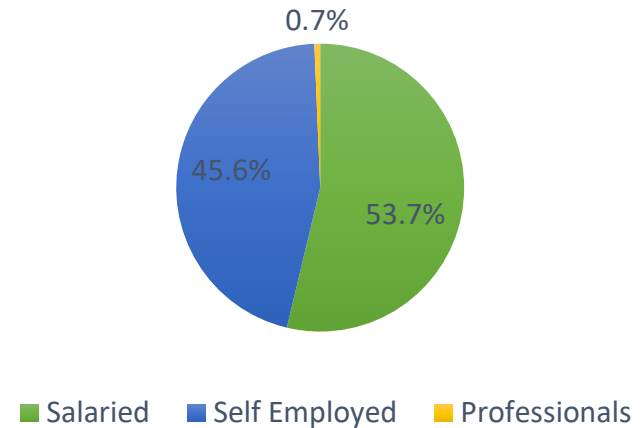
EEB Loan Disbursement (₹ in Billion)



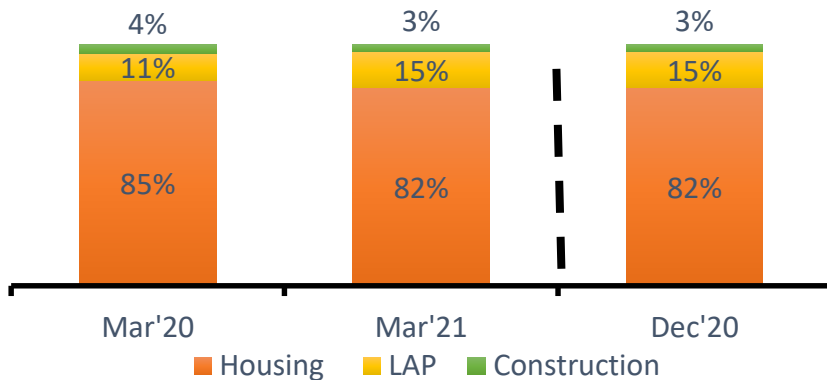
Housing Asset Bifurcation (₹ in Billion)



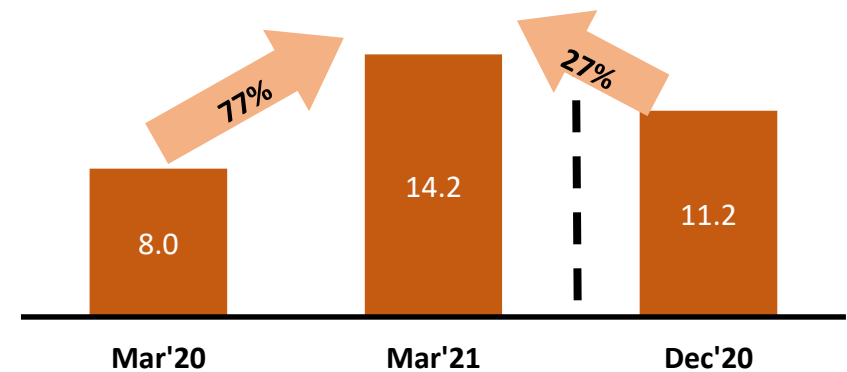
Customers Bifurcation – Mar'21



Housing Asset Segment wise (in %)



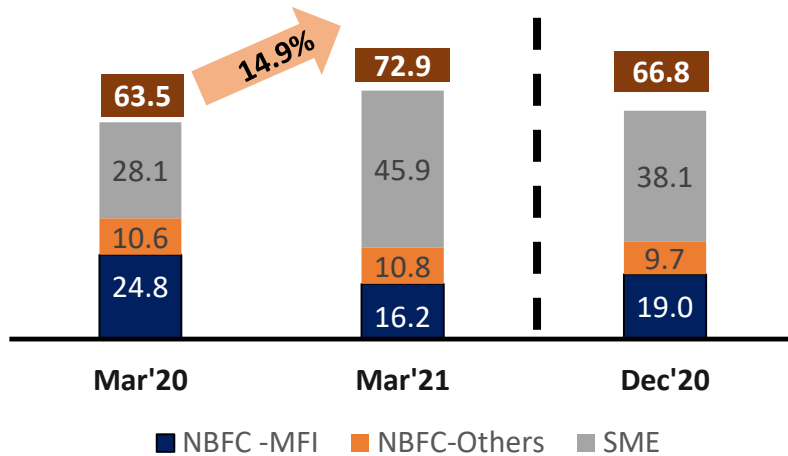
Housing Asset Disbursements (₹ in Billion)



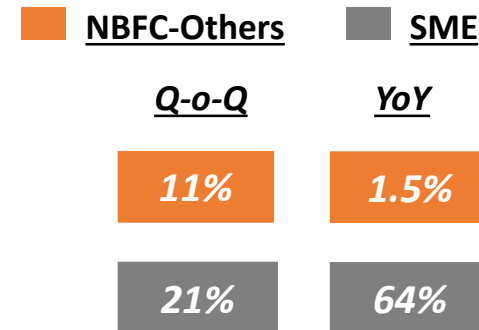
Restructuring to the tune of ₹ 6 Bn. has been done to support self employed customers

Commercial Banking (CB) & Retail Assets

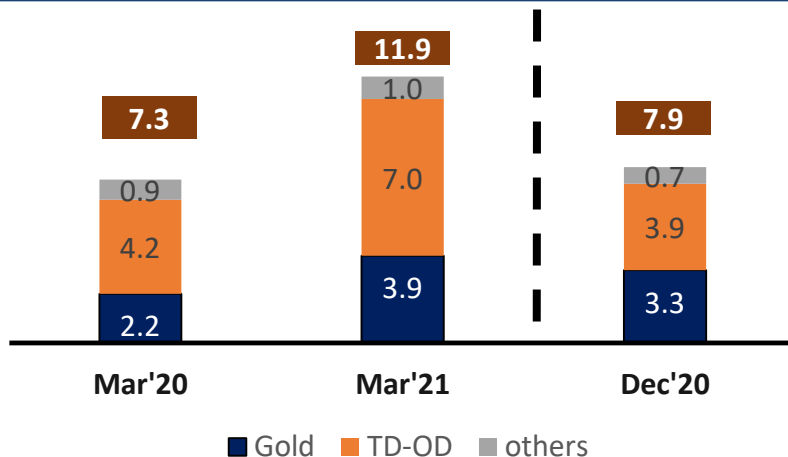
Product wise CB Assets (₹ in Billion)



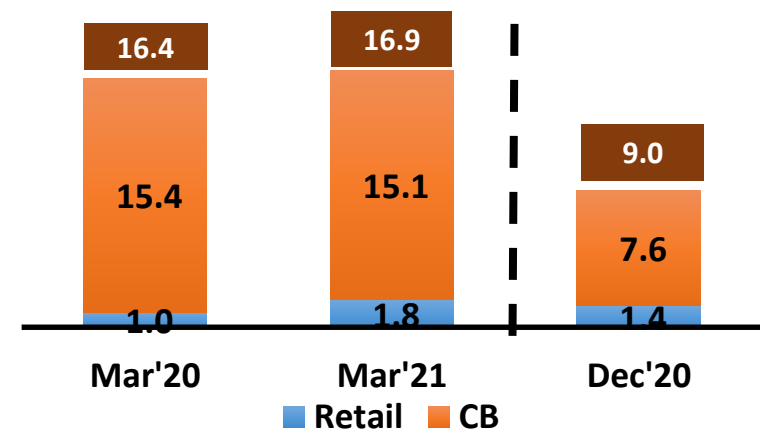
SME & NBFC Others Growth



Product wise Retail Assets (₹ in Billion)



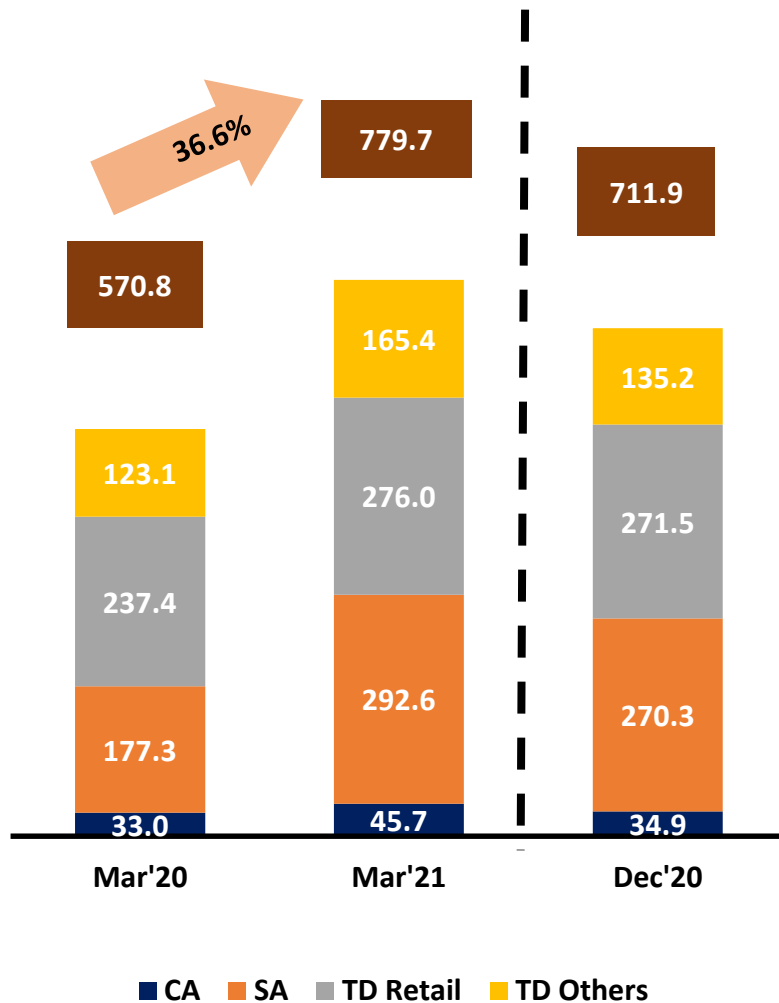
CB & Retail Disbursements# – (₹ in Billion)



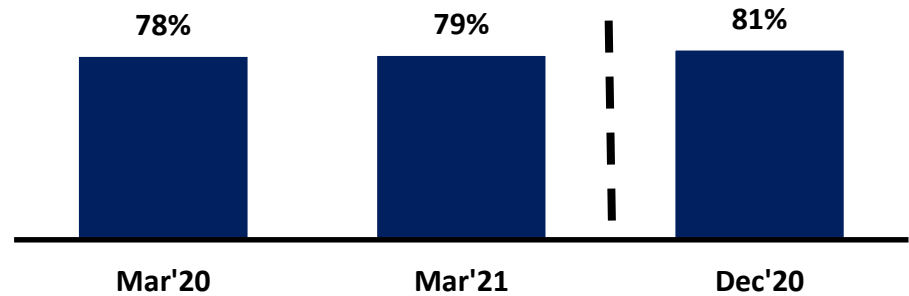
Term Loan disbursements Only

Liabilities Profile

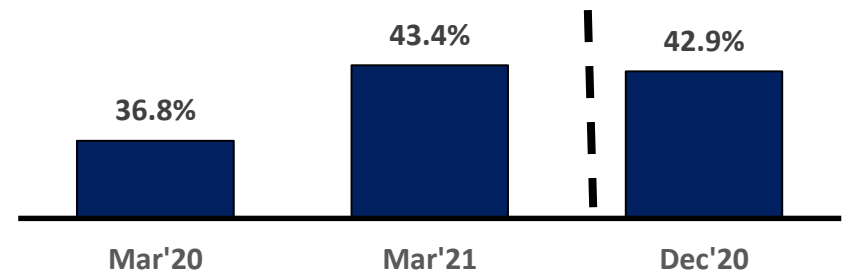
Deposits Growth (₹ in Billion)



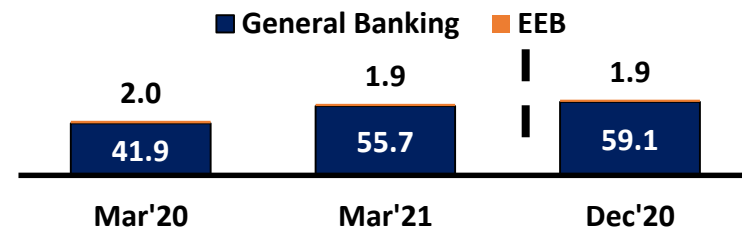
Retail to Total Deposits (%)



CASA (%)



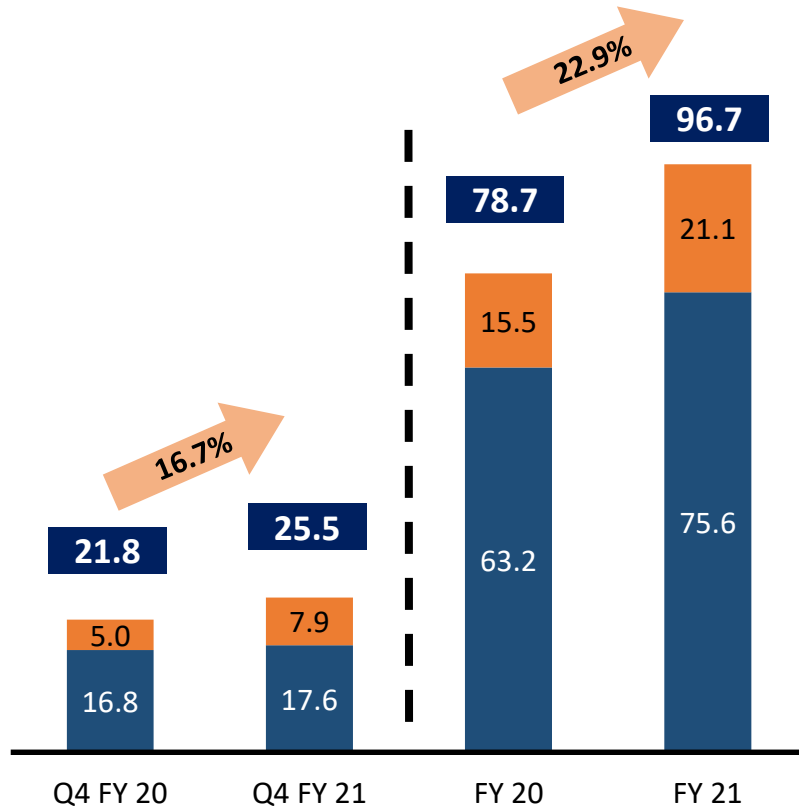
Average SA Balance Per Customer (₹ in 000')



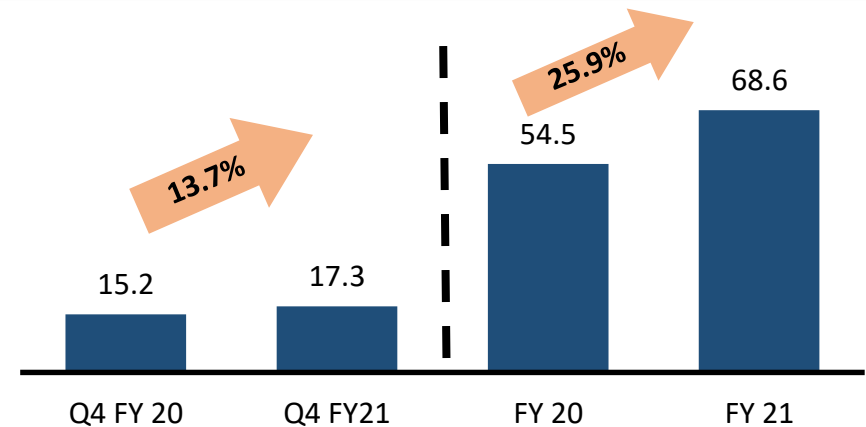
Financial Performance

Total income (₹ in Billion)

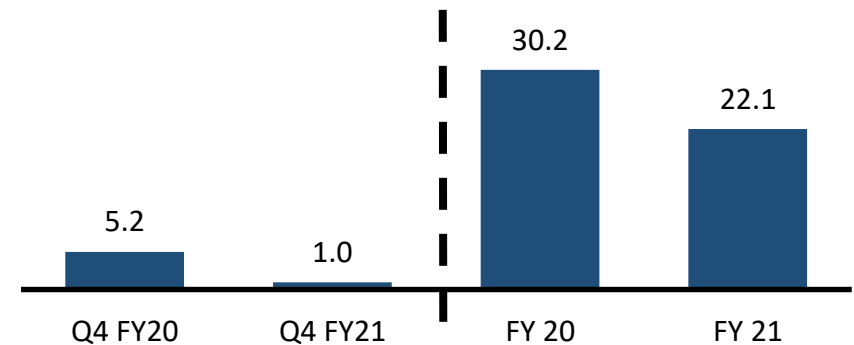
Net interest Income Other Income Total Income



Operating Profit (₹ in Billion)

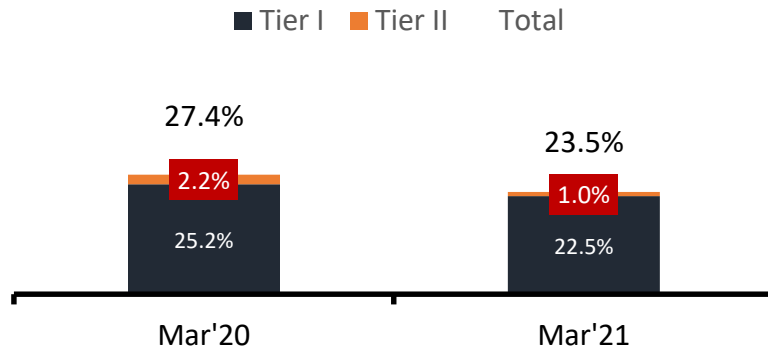


PAT (₹ in Billion)

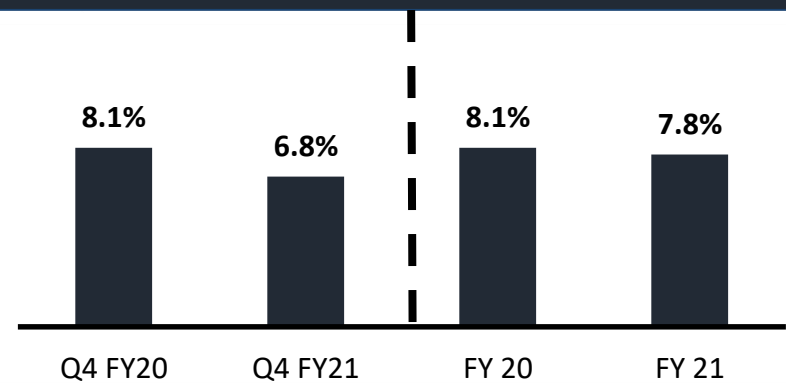


One time interest reversal on NPA recognition amounting to ₹ 5.25 bn and interest on interest above ₹2bn outstanding loan amounting to ₹0.13bn in Q4 FY 21

Capital Adequacy Ratio (CRAR)

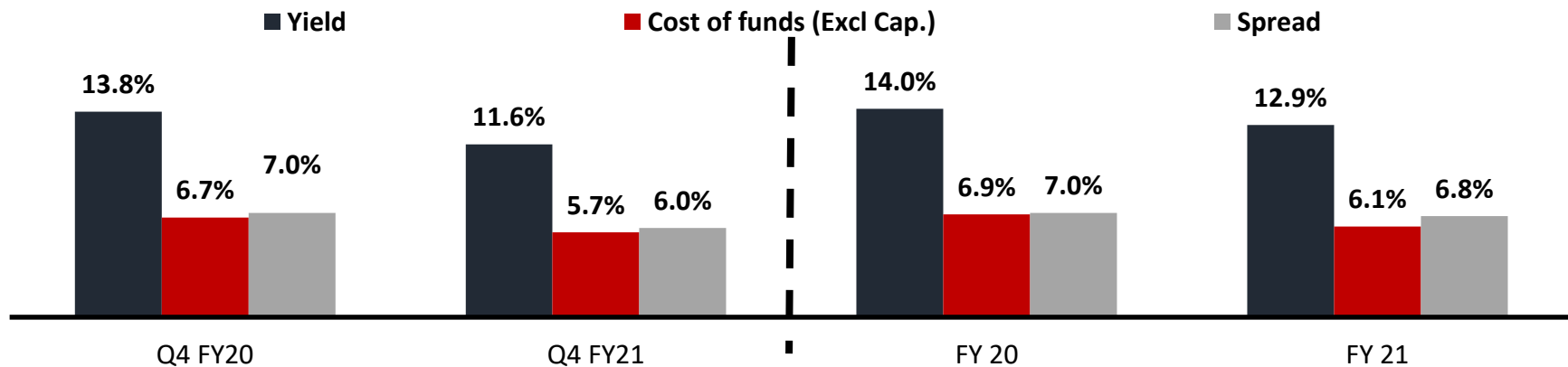


NIM (Annualized)



NIM in Q4 FY 21 at 8.8% excluding one time interest reversal on NPA recognition amounting to ₹ 5.25 bn and interest on interest above ₹2bn outstanding loan amounting to ₹0.13bn in Q4 FY 21

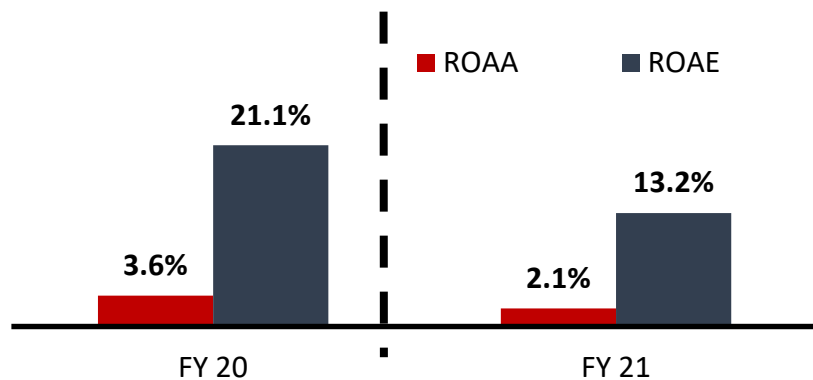
Spread (Annualized)



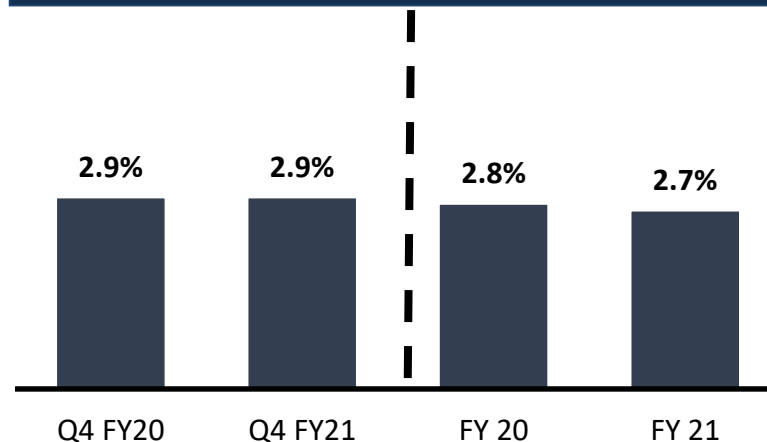
Yield in Q4 FY 21 at 13.5% & Spread in Q4 FY 21 at 7.8%; excluding one time interest reversal on NPA recognition amounting to ₹ 5.25 bn in Q4 FY21 and interest on interest above ₹2bn outstanding loan amounting to ₹0.13bn

Financial Performance

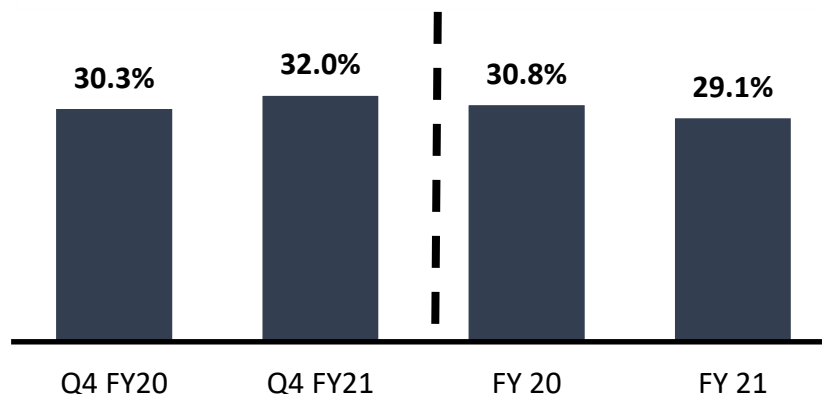
ROAA & ROAE



Operating expenses to Average Assets (Annualized)

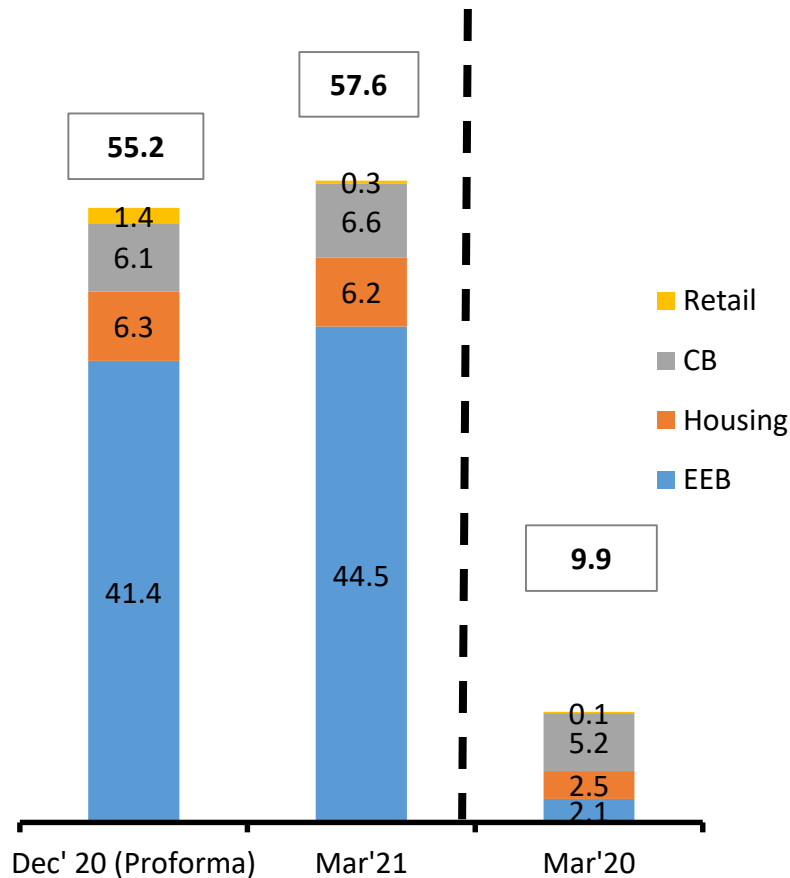


Cost to Income Ratio

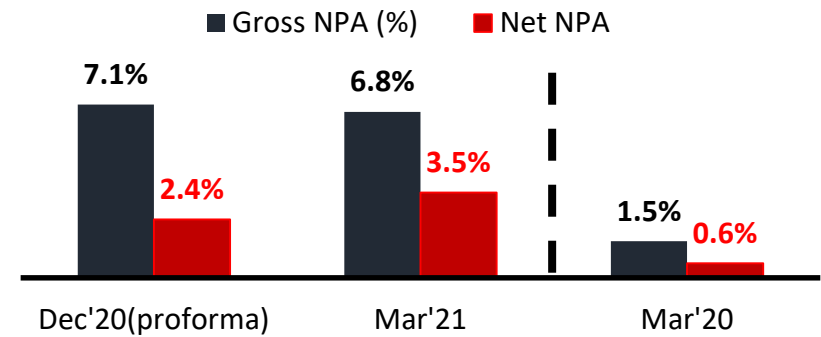


Cost to income in Q4 FY 21 at 26.4% excluding one time interest reversal on NPA recognition amounting to ₹ 5.25 bn and interest on interest above ₹2bn outstanding loan amounting to ₹0.13bn in Q4 FY 21

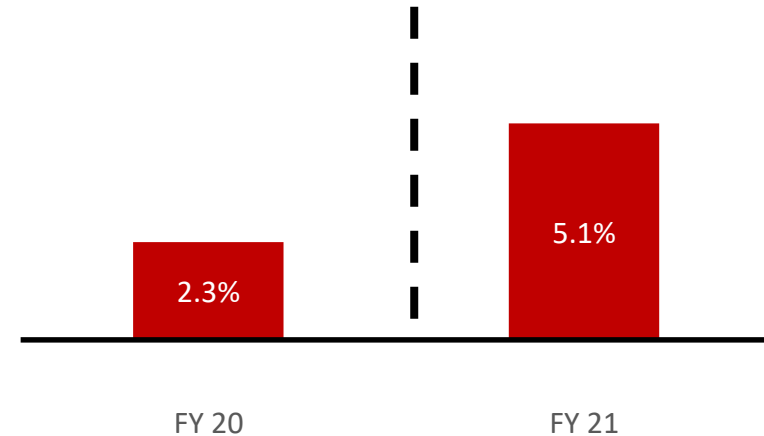
Segmental GNPA movement - (₹ in Billion)



Gross NPA and Net NPA



Credit Cost



On account of accelerated write off and provisioning

Profit & Loss Statement (IN ₹ Bn)

Particulars	Q4 FY 21	Q3 FY 21	QoQ%	Q4 FY 20	YoY%	FY 21	FY 20	YoY%
Interest Income	30.01	33.08	-9.28%	28.46	5.45%	125.24	108.86	15.05%
Interest expenses	12.44	12.36	0.65%	11.66	6.69%	49.61	45.62	8.75%
Net Int. Income (NII)	17.57	20.72	-15.20%	16.8	4.58%	75.63	63.24	19.59%
Non Interest Income	7.87	5.53	42.31%	5	57.40%	21.09	15.49	36.15%
Total Income	25.44	26.25	-3.09%	21.8	16.70%	96.72	78.73	22.85%
Operating Expenses	8.15	7.11	14.63%	6.59	23.67%	28.17	24.27	16.07%
Operating Profit	17.29	19.14	-9.67%	15.21	13.68%	68.55	54.46	25.87%
Provision (Std. + NPA)	15.94	10.69	49.14%	8.28	92.55%	39.07	13.93	180.45%
Profit before tax	1.35	8.45	-84.06%	6.93	-80.57%	29.48	40.53	-27.25%
Tax	0.32	2.12	-85.06%	1.76	-82.00%	7.43	10.29	-27.76%
Profit after tax	1.03	6.33	-83.73%	5.17	-80.08%	22.05	30.24	-27.08%

Balance Sheet (IN ₹Billion)

Particulars	As at	As at	% Change
	31st Mar 2021	31 st Mar 2020	
Capital & Liabilities			
Capital	16.11	16.10	0.06%
Reserves & Surplus	157.98	135.85	16.29%
Shareholder Funds	174.09	151.95	14.57%
Deposits	779.72	570.82	36.60%
Borrowings	169.60	163.79	3.55%
Other liabilities and provisions	26.52	30.62	-13.39%
Total	1,149.93	917.18	25.38%
Assets			
Cash and balances with Reserve Bank of India	52.35	63.45	-17.49%
Balance with Banks and Money at call and short notice	9.58	20.08	-52.29%
Investments	251.55	153.52	63.85%
Advances	816.13	666.30	22.49%
Fixed Assets	4.87	3.69	31.98%
Other Assets	15.45	10.14	52.37%
Total	1,149.93	917.18	25.38%

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	16.00
Subordinated Debt #	CRISIL AA/Stable	CRISIL	0.35

*Rating of ICRA is for ₹ 30 bn only

**Rating of ICRA is for ₹ 1.96 bn only

#erstwhile GRUH Finance Limited transferred to Bandhan Bank Ltd.

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



Arvind Singla
Head-Operations & Technology

- 26+ years experience in banking Industry and IT Sector .
- Previously worked as Director and Head, Consumer Operations for Citi 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



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



Suresh Srinivasan Iyer
Head-Housing Finance

- 23+ years experience in financial industry.
- Previously served as critical role in creating and managing the affordable housing finance portfolio at GRUH Finance Limited.

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



Chandra Shekhar Ghosh
MD & CEO

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



Dr. A S Ramasastrri
Independent 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
Independent Director

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



Ranodeb Roy
Non-Executive Non-Independent Director

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



Santanu Mukherjee
Independent Director

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



Snehomoy Bhattacharya
Independent Director

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



Subrata Dutta Gupta
Additional (Independent) Director

- Significant experience in Asset-based Financing including mortgage finance in Asia
- Recently retired as the Principal Financial Officer of IFC



Suhail Chander
Additional (Independent) Director

- He is a veteran banker
- Retired as the Head of Corporate and Institutional Banking at IndusInd Bank



T. S. Raji Gain
Independent Director

- Significant experience in the field of agricultural and rural development, Previously, she has worked with BIRD
- Currently, CCM & State in Charge – MP, NABARD



Vijay N Bhatt
Independent 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

investor.relations@bandhanbank.com



**Bandhan
Bank**