

Investor Presentation Q3 FY2021-22

January 2022



Bandhan
Bank

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Key Highlights



Bandhan
Bank

Key Highlights

Bandhan Bank - Overview

- Loan portfolio (on book + off book + TLTRO + PTC) for Q3 FY 21-22 grew 7.8% Q-o-Q & 9.6% Y-o-Y
- Deposits grew by 18.7% Y-o-Y in Q3 FY 21-22; Retail Deposit to Total Deposit at 84.5%
- PPOP to Loan Book at 9.12%
- GNPA as on December 31, 2021 at 10.81% against 10.82% as on September 30, 2021
- Net NPAs as on December 31, 2021 at 3.01% against 3.04% as on September 30, 2021
- Added 0.8 million Customer during the quarter with total customer base reaching to 25.1 million (EEB- 19.5 million, Non EEB – 5.6 million)
- There is no restructuring done during the quarter
- Despite technical write off of ₹12 bn during the quarter, PCR improved from 74.1% as on September 30, 2021 to 74.4% as on December 31, 2021

Snapshot of operations Q3 FY 2021-22

Total Deposits	₹ 845 bn
Total Loans and advances	₹ 880 bn ¹
Net Interest Margin (NIM)	7.8%
CASA Ratio	45.6%
ROAA (%)*	2.8%
ROAE (%)*	22.2%



34
States & UTs



548
Cities



1,176
Branches



489
ATMs



4,450
Banking Units



55,341
Employees



25.13mn
Customers

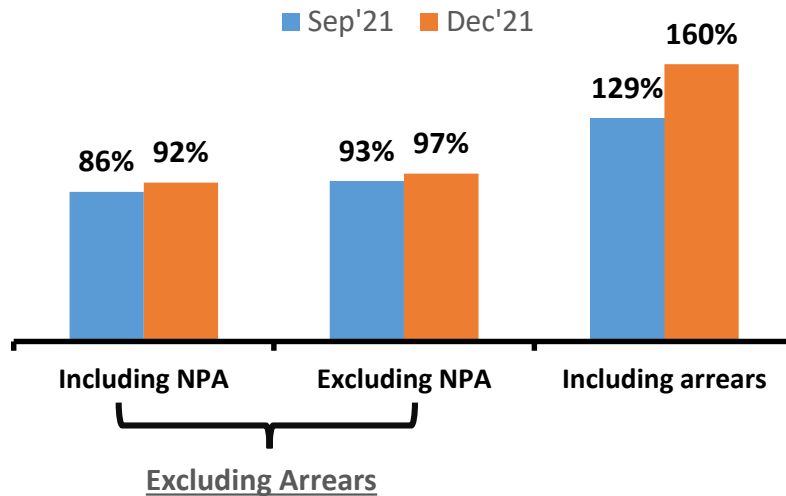


51.6%
EEB# Group based loans

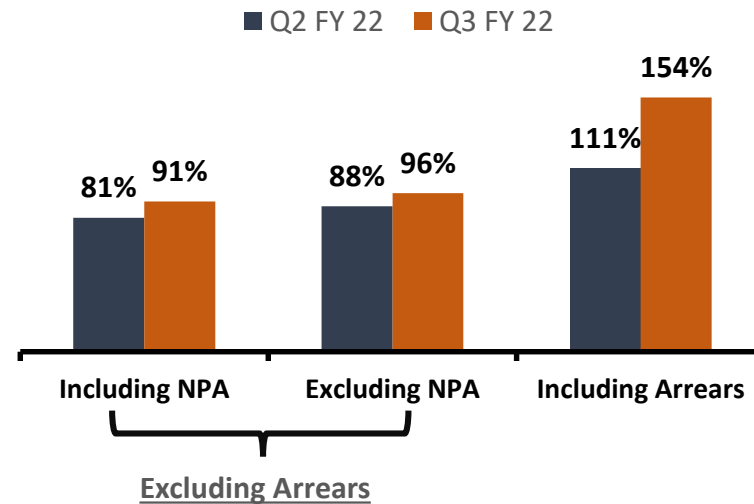
1. On book + Off Book+TLTRO+PTC; #Emerging Entrepreneurs Business (Erstwhile Miro Banking Unit)
2. *Annualised

EEB Collection Efficiency

Collection Efficiency for the month



Collection Efficiency for the quarter



Collection Efficiency of top states

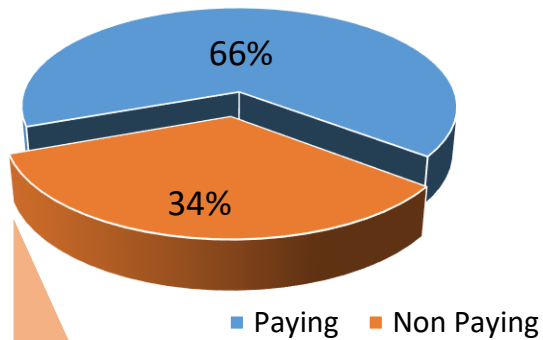
States	For the month of Sep'21	For the month of Dec'21	For Q2 FY 22	For Q3 FY 22
West Bengal	92%	97%	86%	96%
Assam	82%	96%	67%	91%
Rest of India	94%	98%	93%	97%
Total	93%	97%	88%	96%

Customer Paying Profile

Category	For the month of Sep'21		For the month of Dec'21	
	Share of customers	Share of Receivables	Share of customers	Share of Receivables
Full Paying	79%	84%	89%	93%
Partial Paying	17%	14%	7%	6%
Non Paying	4%	2%	4%	1%
Total	100%	100%	100%	100%

EEB NPA and Restructured customer payment pattern analysis for Q3 FY 22

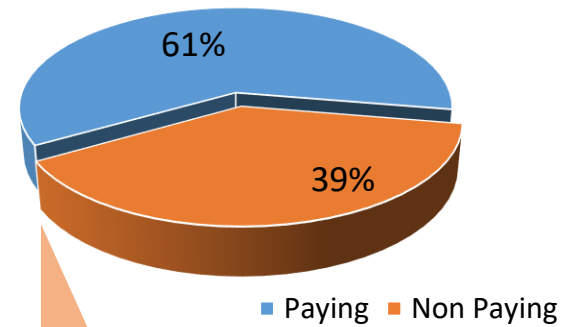
NPA customers payment pattern



States	Share of non paying customers
Assam	26%
Rest of India	74%
Total	100%

2/3rd of NPA customers continue to pay

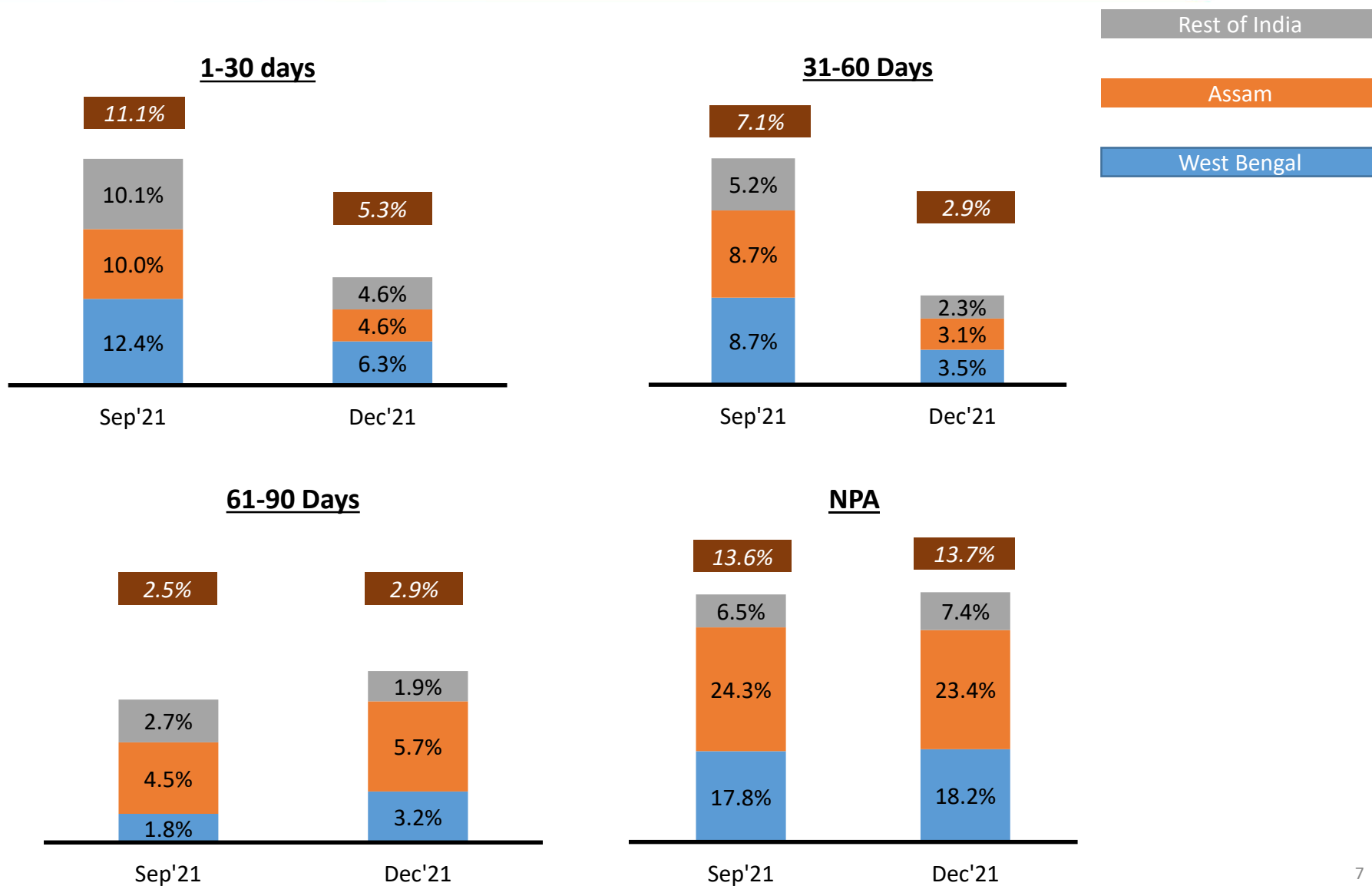
Restructured customers payment pattern



States	Share of non paying customers
Assam	34%
Rest of India	66%
Total	100%

Despite under moratorium, nearly 2/3rd of the customers continue to pay

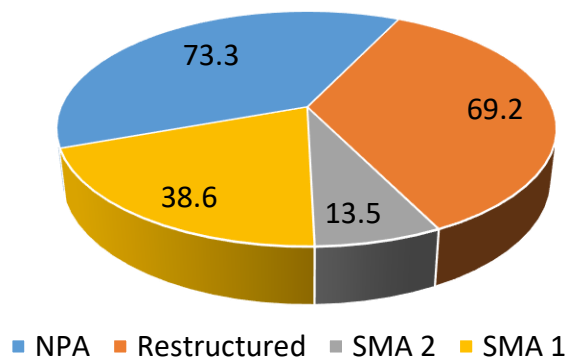
EEB DPD movement



EEB stress pool coverage analysis

All amount in ₹ Bn.

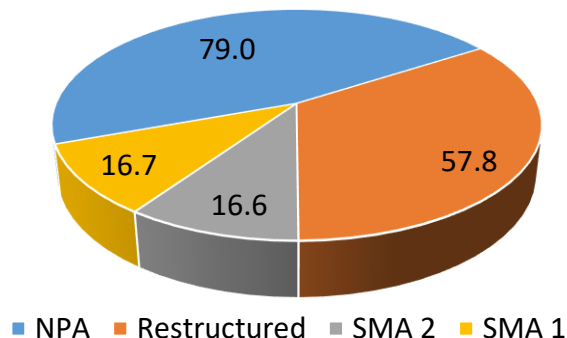
EEB Stress Pool - ₹ 195 Bn.



Sep'21

Coverage	Amount
Provision	95.5
Estimated recovery till 31 st March 2022 #	60
CGFMU recovery	30
Assam Relief Scheme*	xx
Total	185.5

EEB Stress Pool - ₹ 170 Bn.



Dec'21

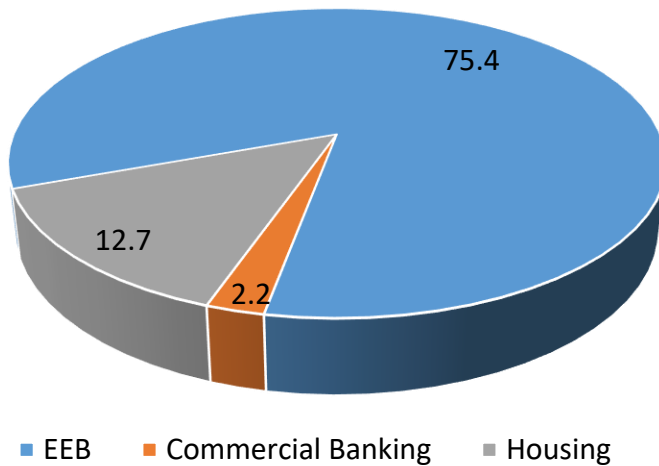
Coverage	Amount
Provision	91.7
Estimated recovery till 30 th June 2022 #	50
CGFMU recovery	25
Assam Relief Scheme*	Xx
Total	166.7

*Amount cannot be ascertained today

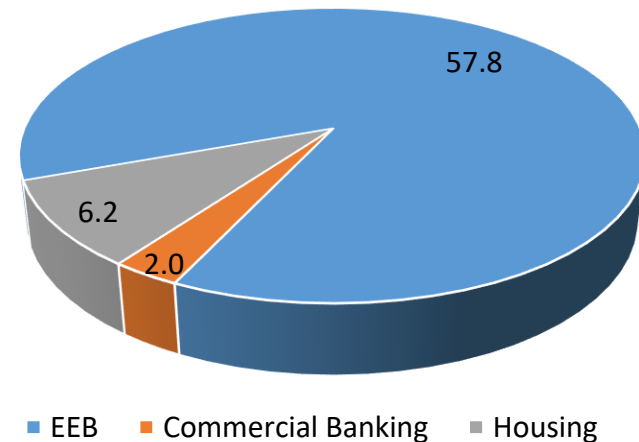
The recovery estimate is conservatively based on the actual recovery made from the stress pool in Q3 FY 22. Historically Q4 has always been the best quarter of the year in terms of recovery.

Restructured portfolio position

Exposure at the time of restructuring -
₹ 90.3 Bn.



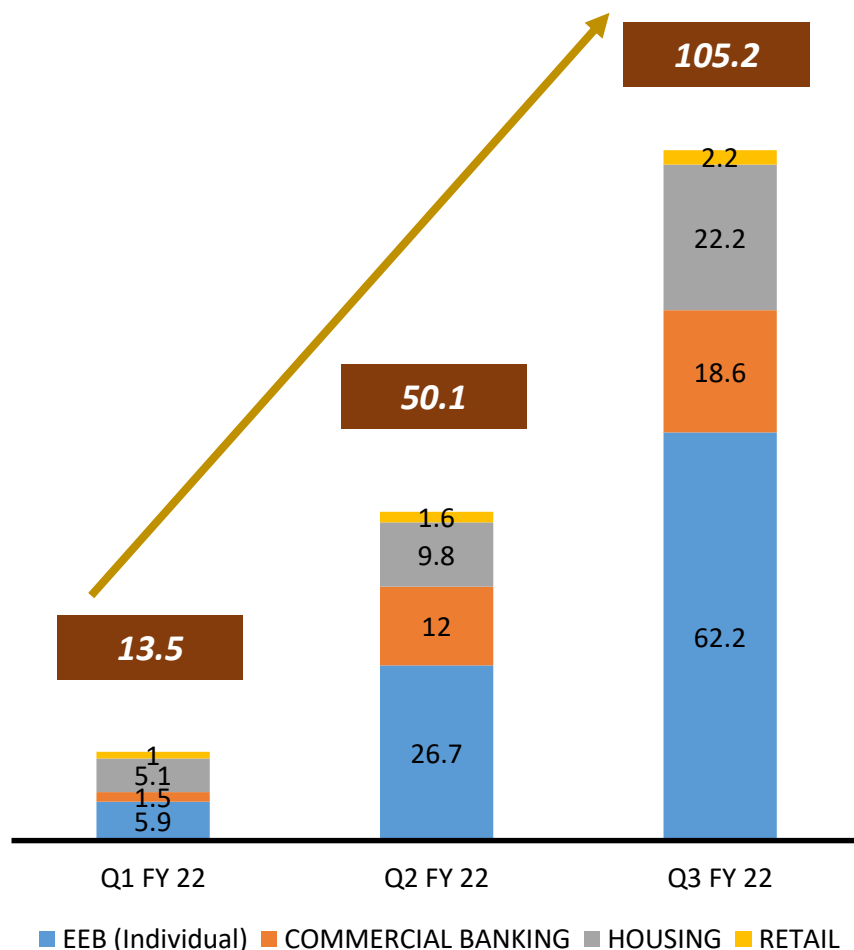
Exposure as on Dec'21 –
₹ 66.0 Bn.



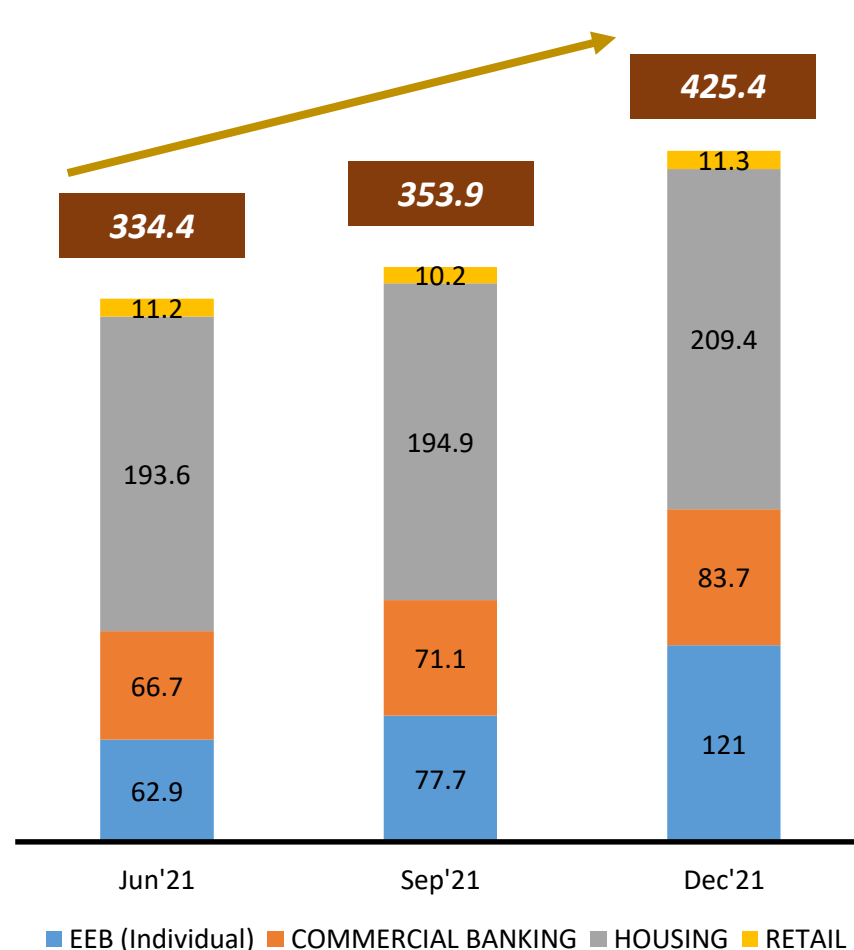
Despite portfolio under moratorium (Restructuring), Exposure has reduced by 27%

Strong traction outside EEB Group loans with a target to diversify the asset book

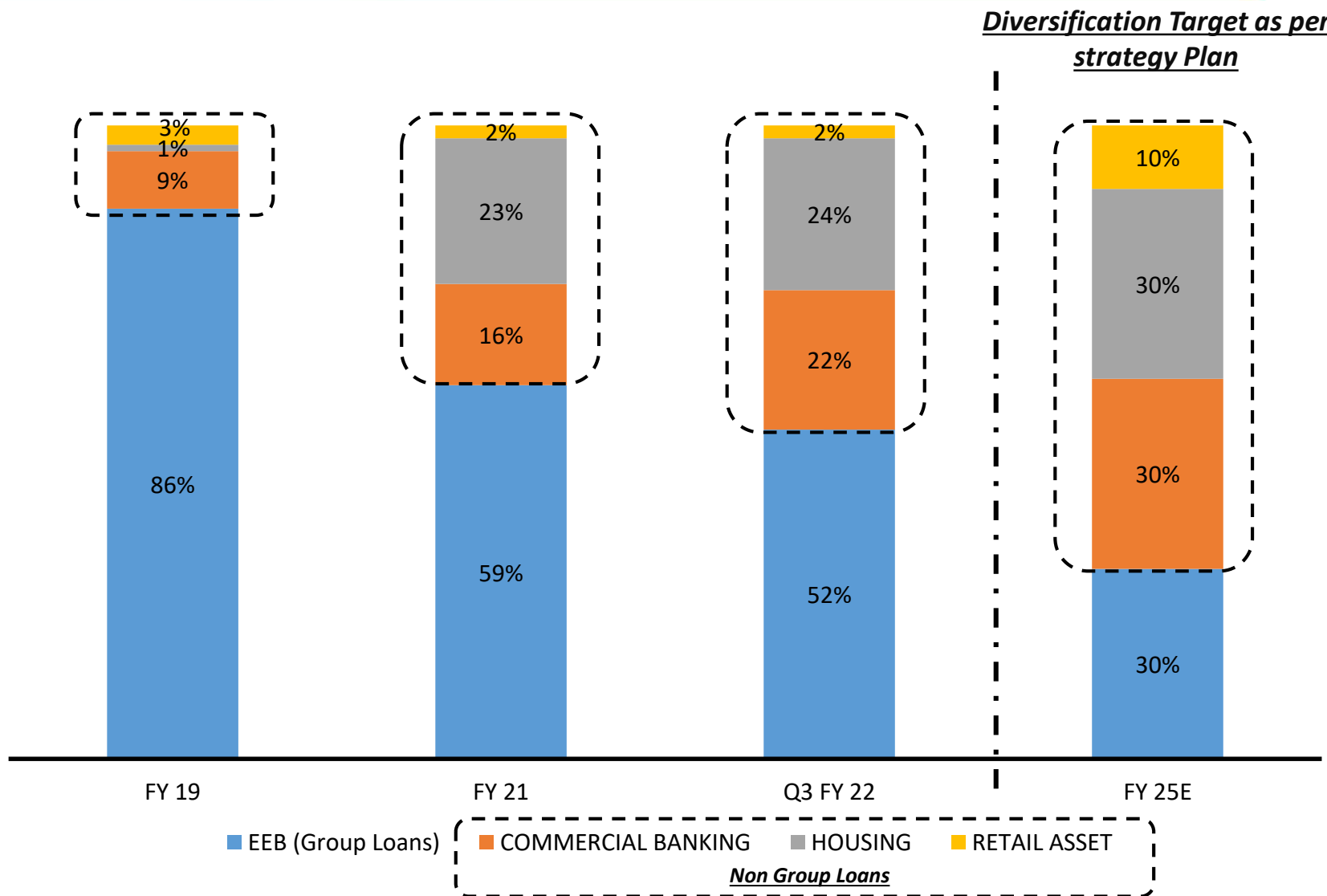
Disbursement



Advances



Bank on track to achieve the diversification goal as per stated strategy for FY 25



Note: EEB individual loans are reclassified under Commercial Banking as per stated strategy

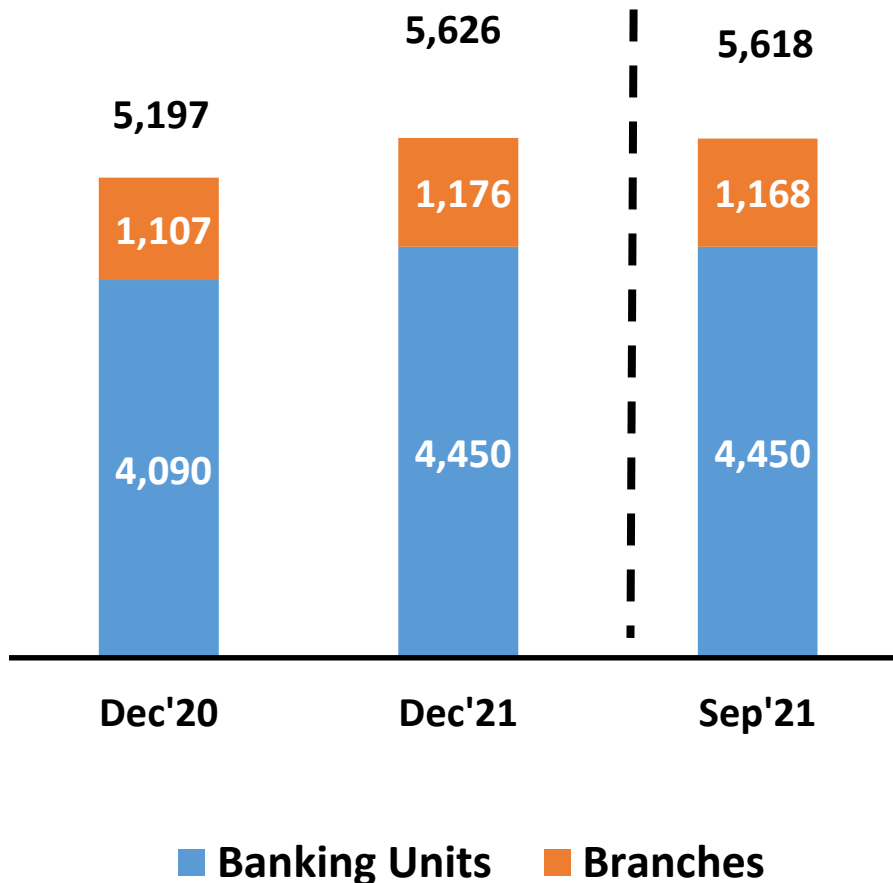
Business & Financial Overview



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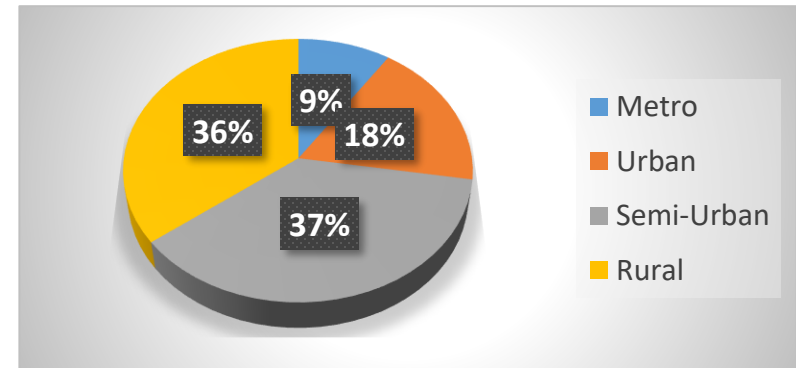
Geographical Distribution

Banking Outlets



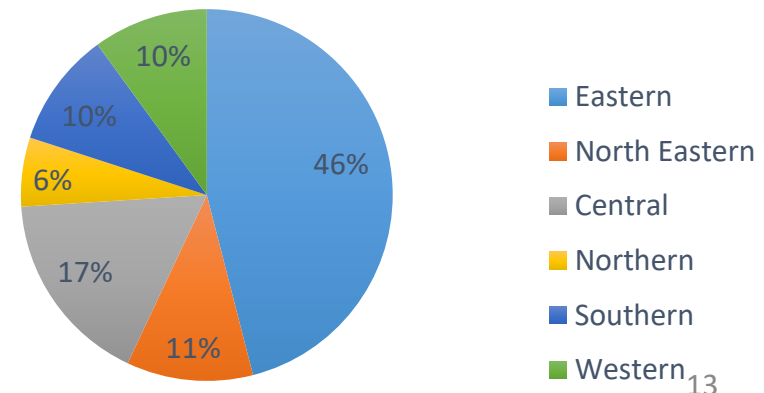
Focus on serving the rural & underbanked population

Banking Outlets as on 31st Dec 2021*



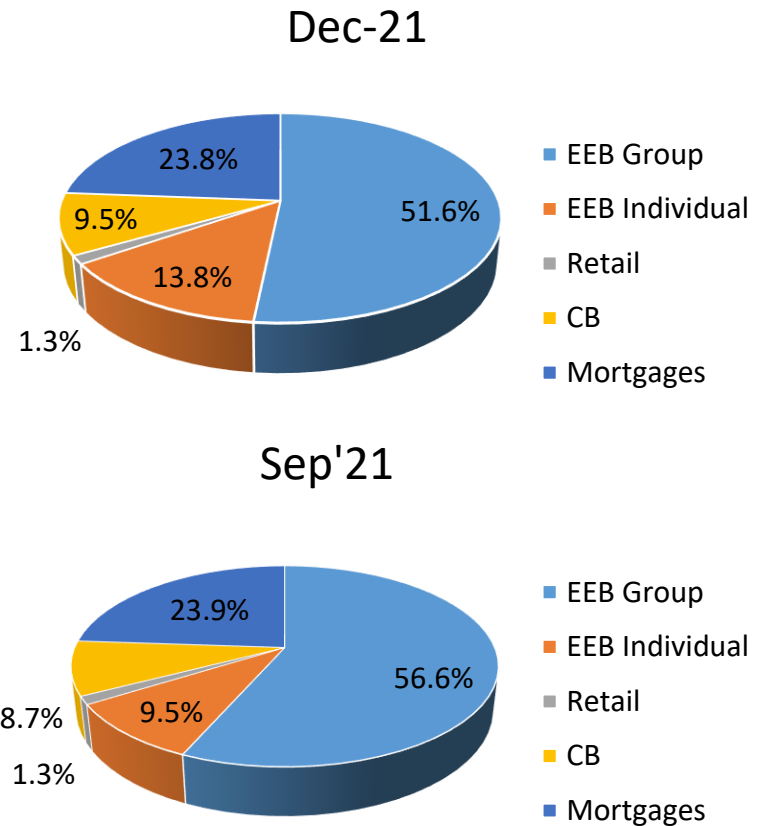
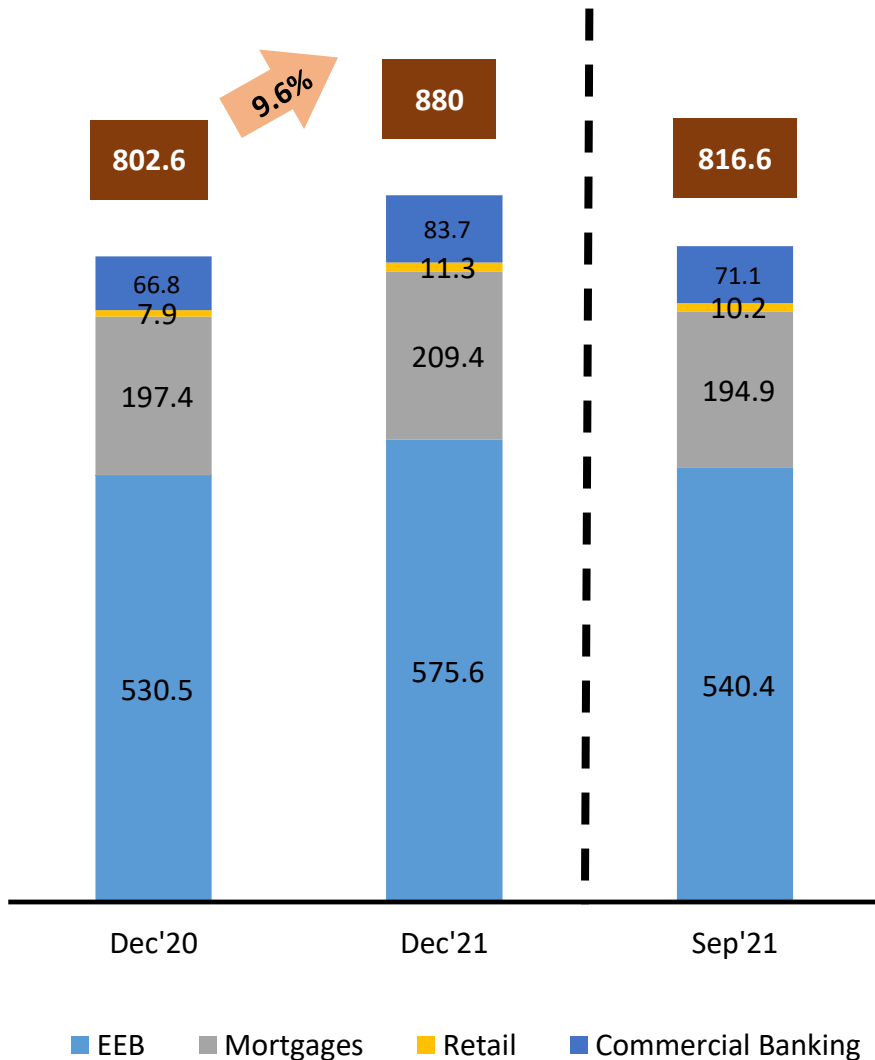
*Basis original classification at the time of opening

Geographic Distribution – Banking Outlets



Asset Book Mix

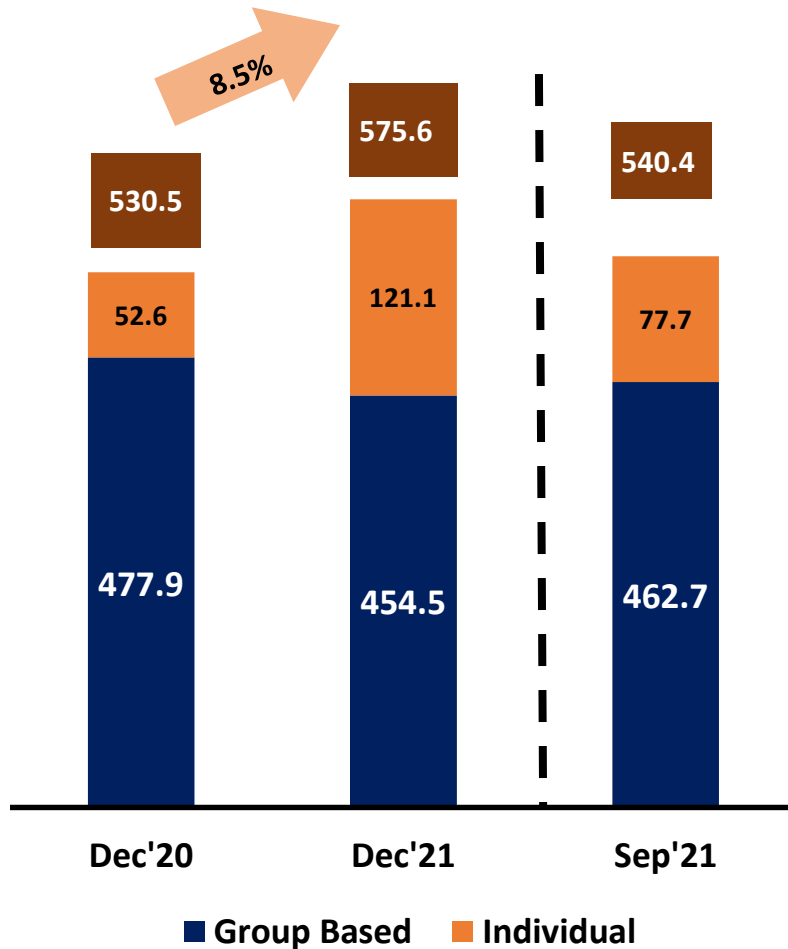
Total Advances (₹ in Billion)



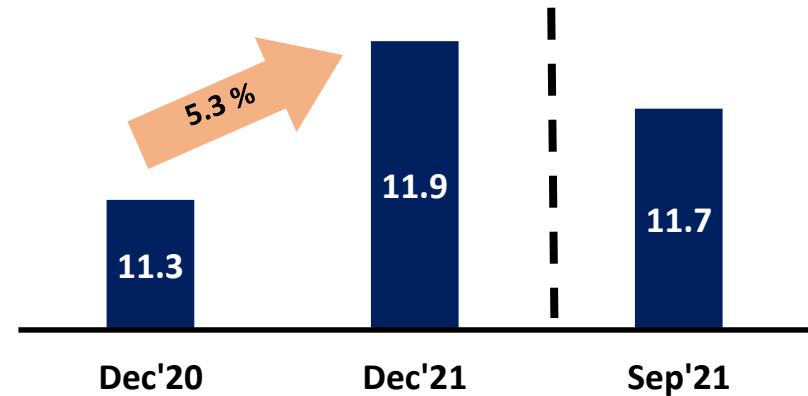
Share of EEB Individual loans increased to 13.8% of total Loan Book

Emerging Entrepreneurs Business (EEB)

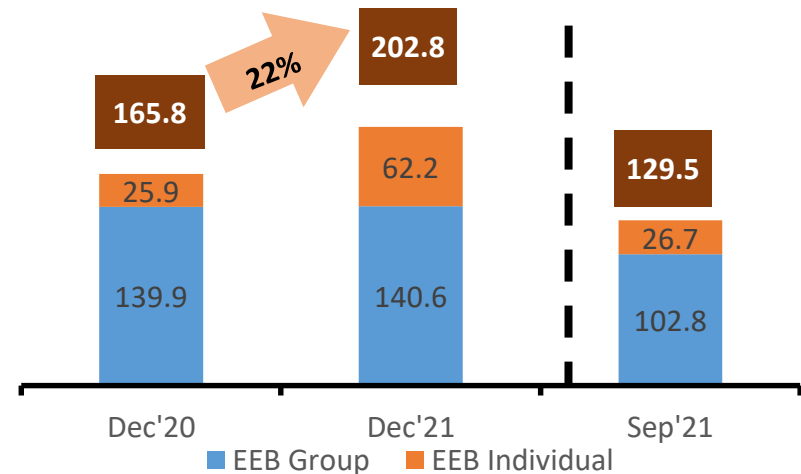
**Emerging Entrepreneurs Asset Growth
(₹ in Billion)**



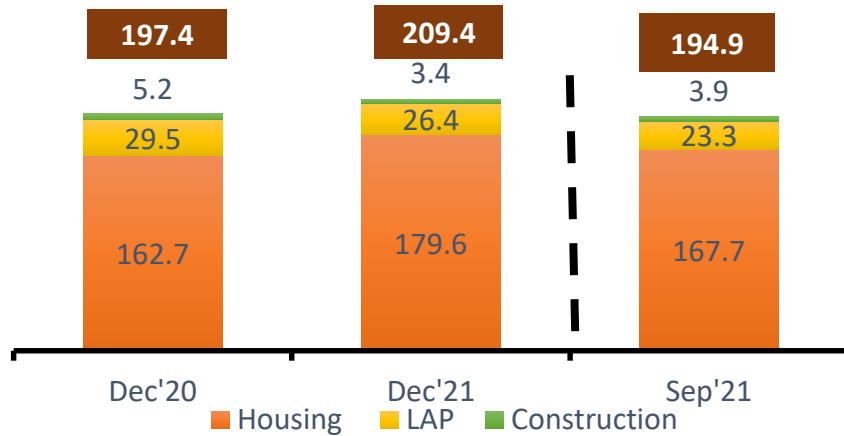
Number of Active Borrowers (Mn)



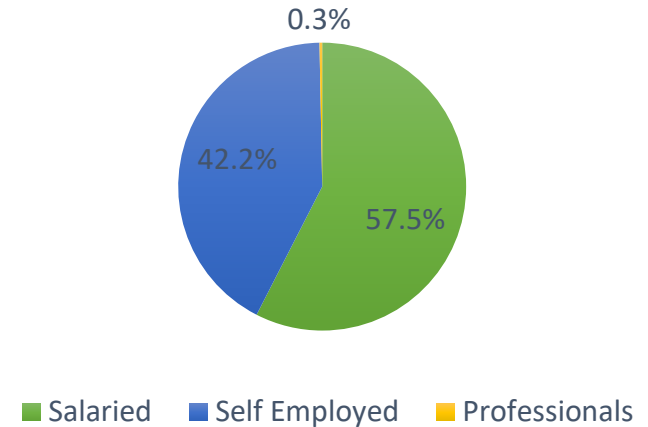
EEB Loan Disbursement (₹ in Billion)



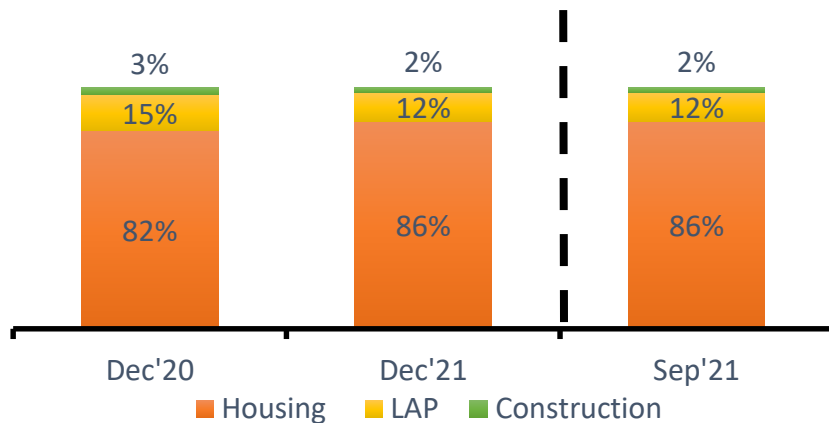
Housing Asset Bifurcation (₹ in Billion)



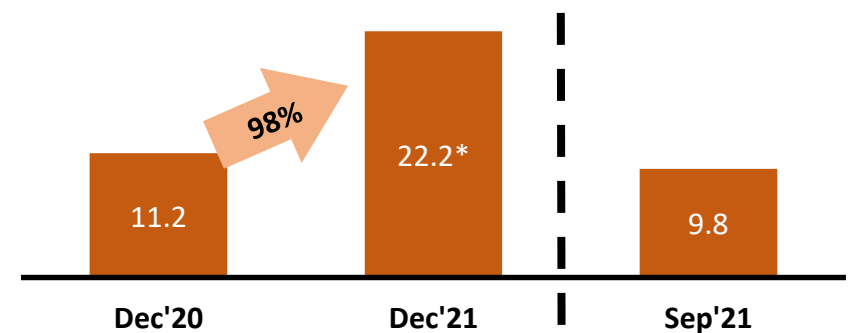
Customers Bifurcation – Dec'21



Housing Asset Segment wise (in %)



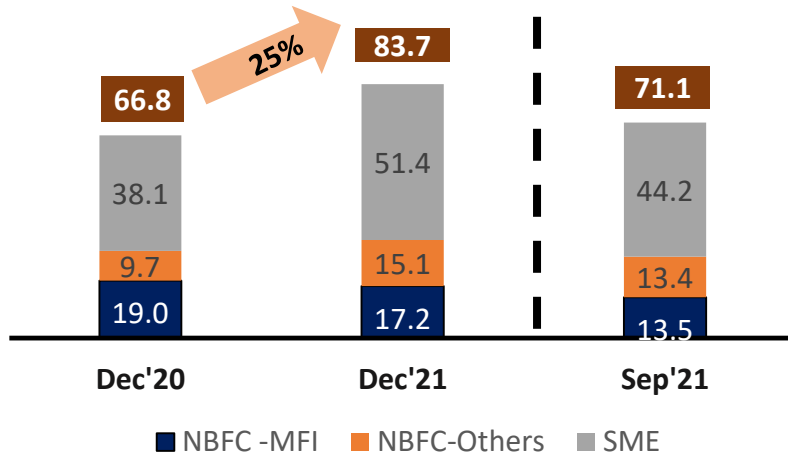
Housing Asset Disbursements (₹ in Billion)



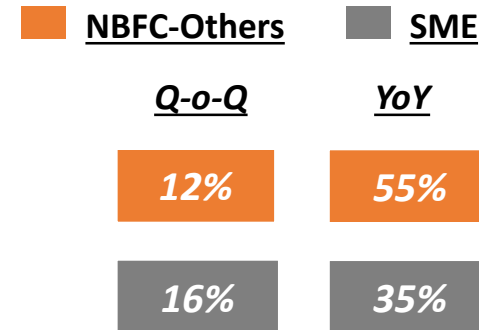
*includes ₹ 8.7 Bn. asset purchased under IBPC

Commercial Banking (CB) & Retail Assets

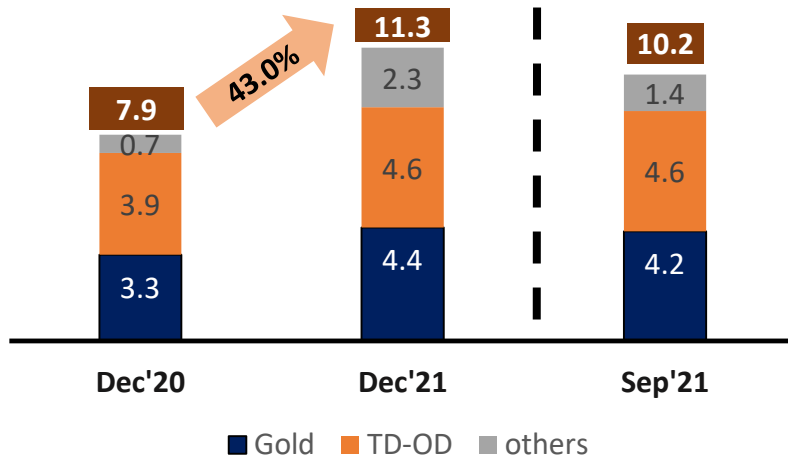
Product wise CB Assets (₹ in Billion)



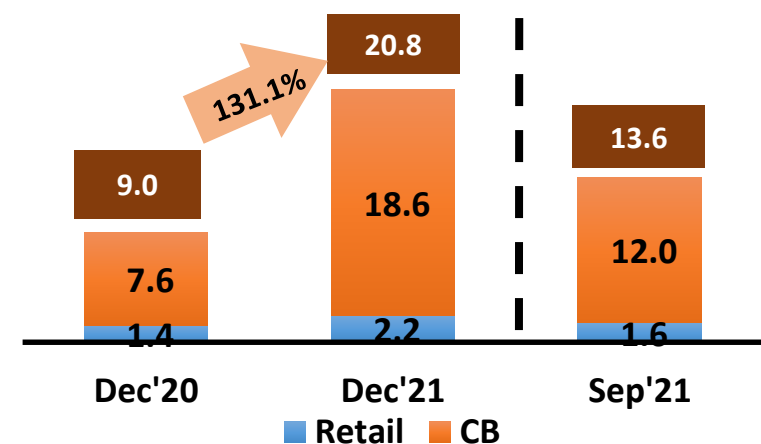
SME & NBFC Others Growth



Product wise Retail Assets (₹ in Billion)



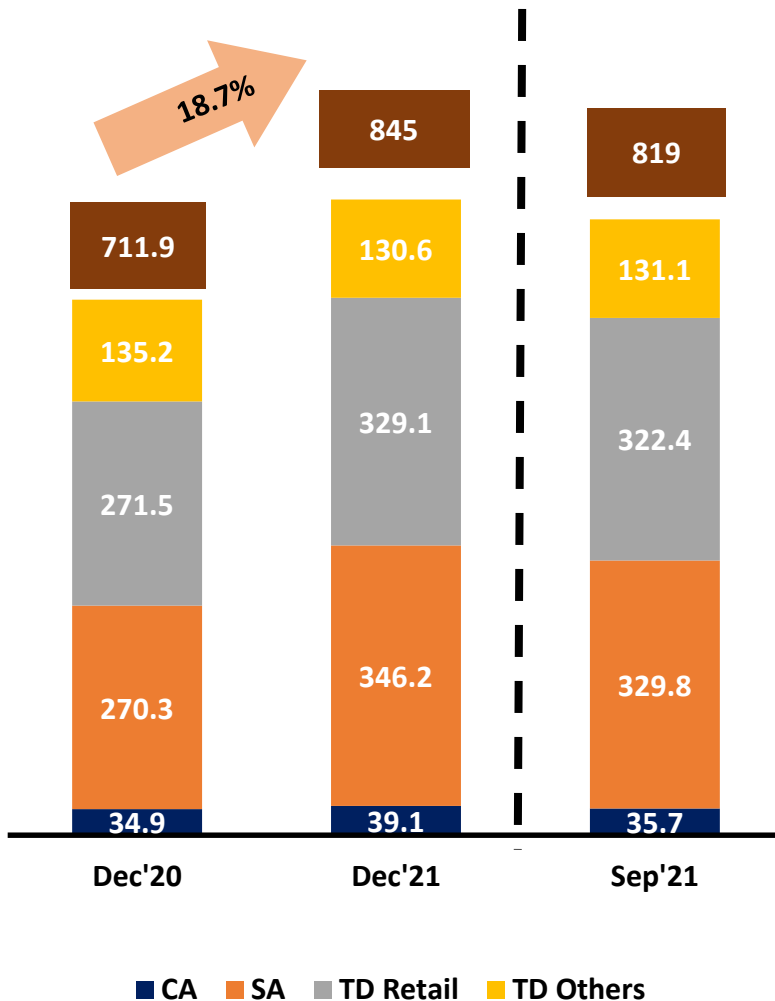
CB & Retail Disbursements# – (₹ in Billion)



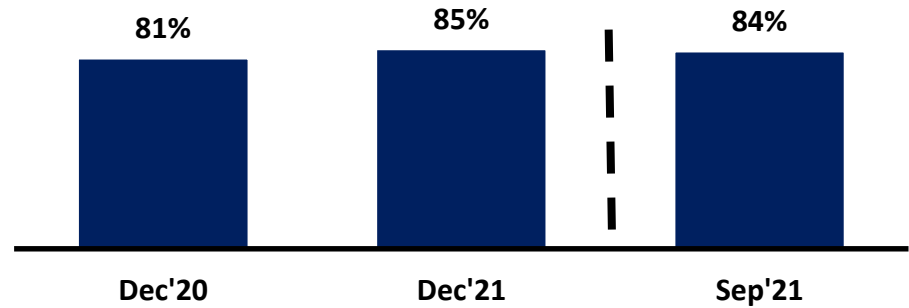
Term Loan disbursements Only

Liabilities Profile

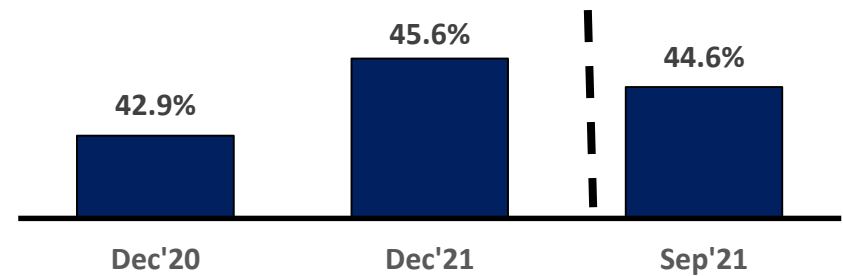
Deposits Growth (₹ in Billion)



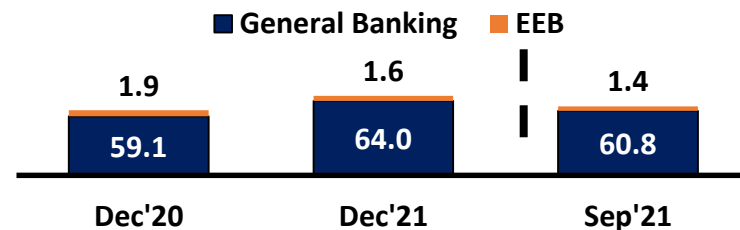
Retail to Total Deposits (%)



CASA (%)

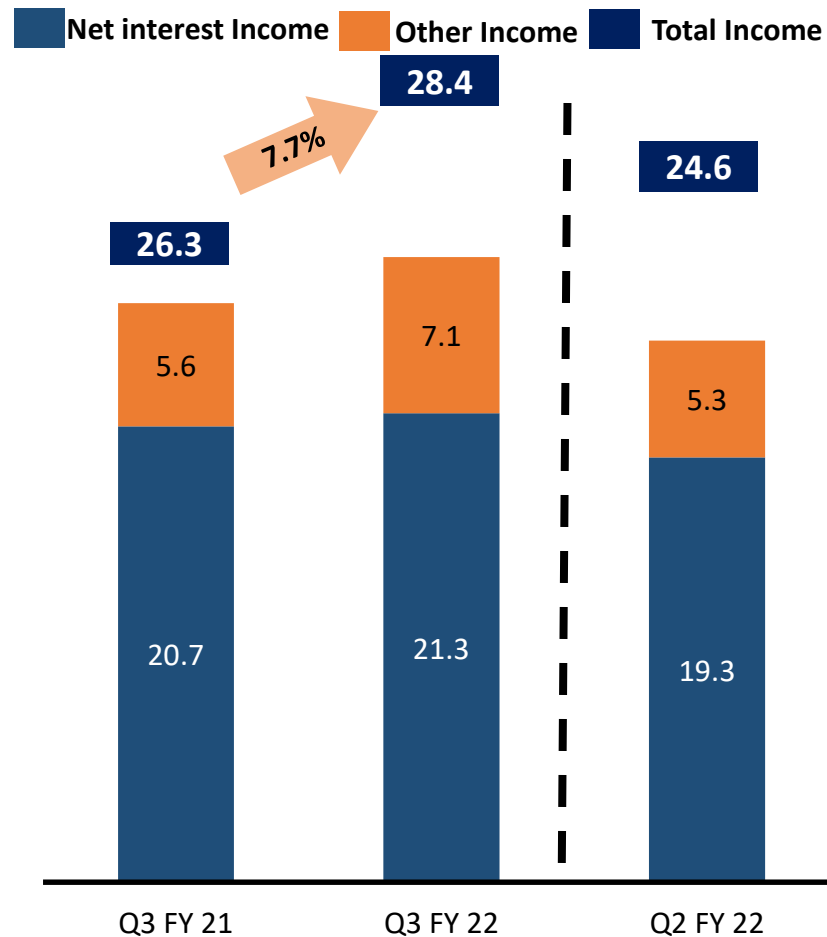


Average SA Balance Per Customer (₹ in 000')

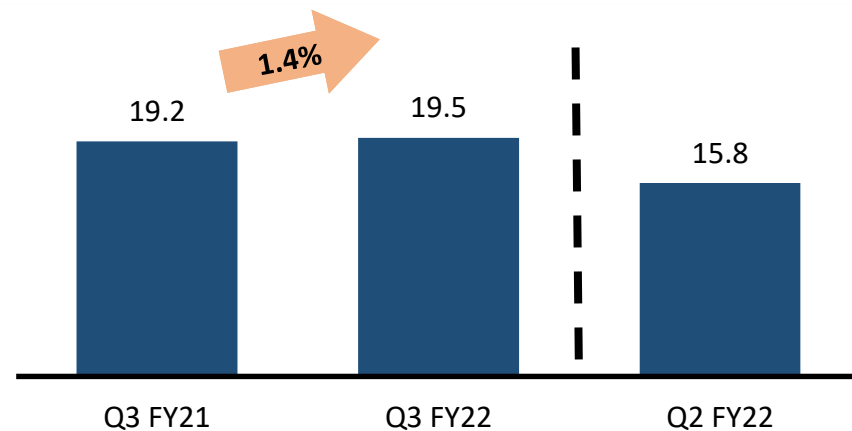


Financial Performance

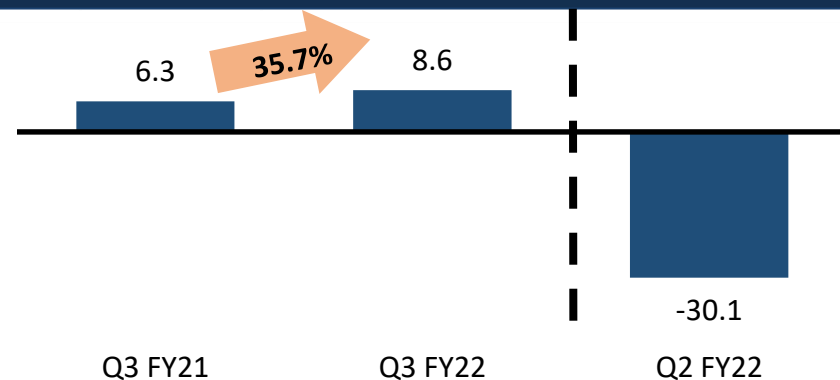
Total income (₹ in Billion)



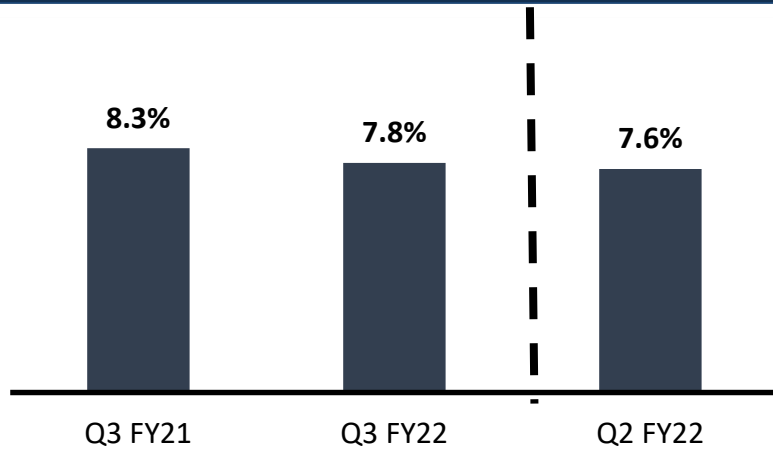
Operating Profit (₹ in Billion)



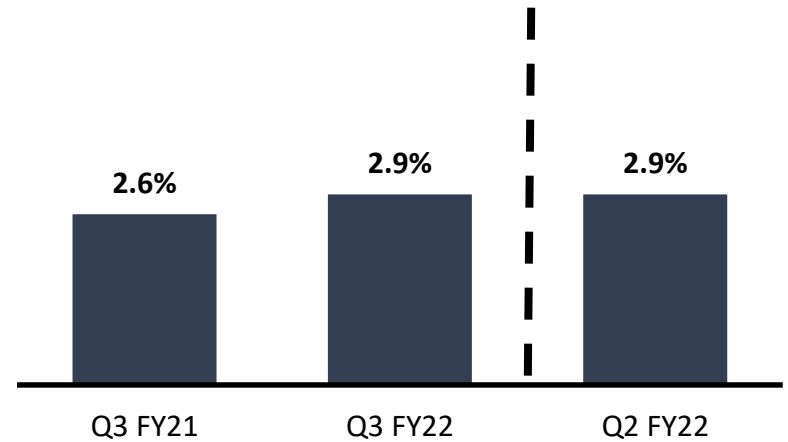
PAT (₹ in Billion)



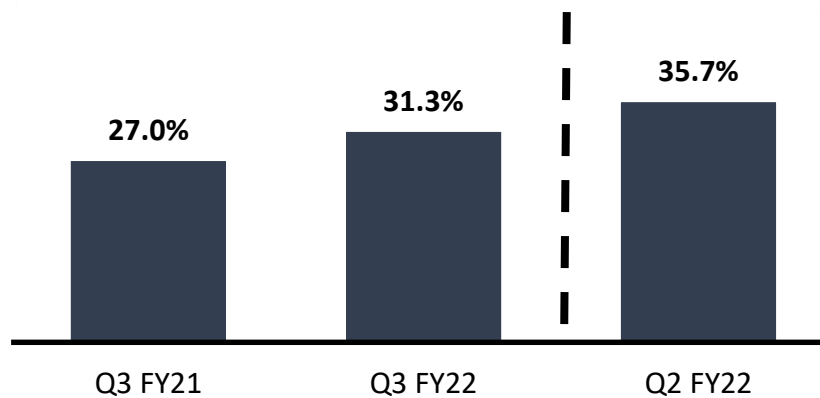
NIM (Annualized)



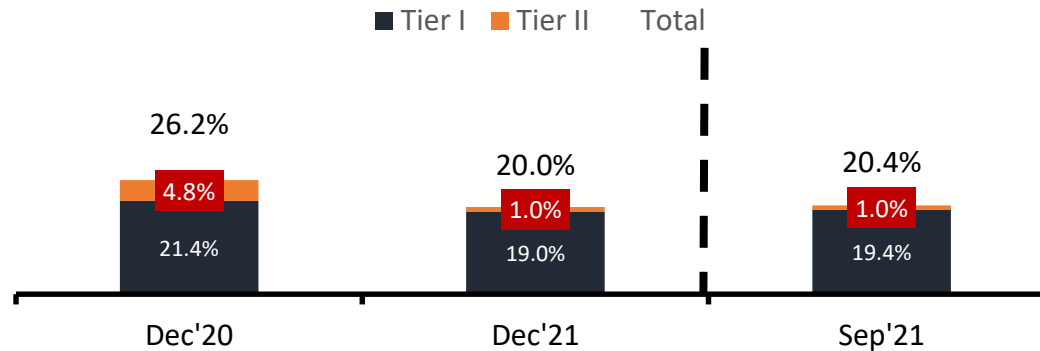
Operating expenses to Average Assets (Annualized)



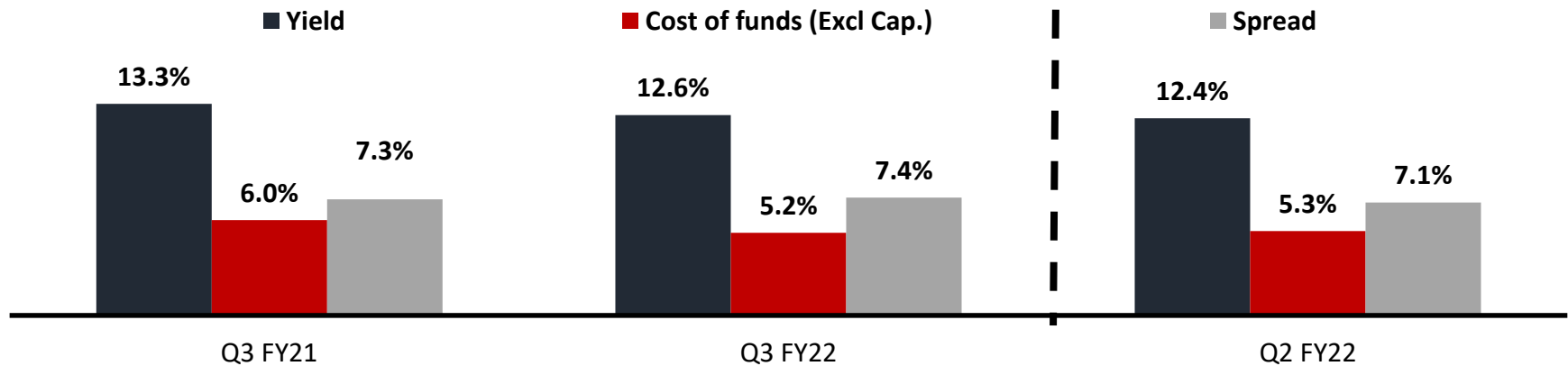
Cost to Income Ratio



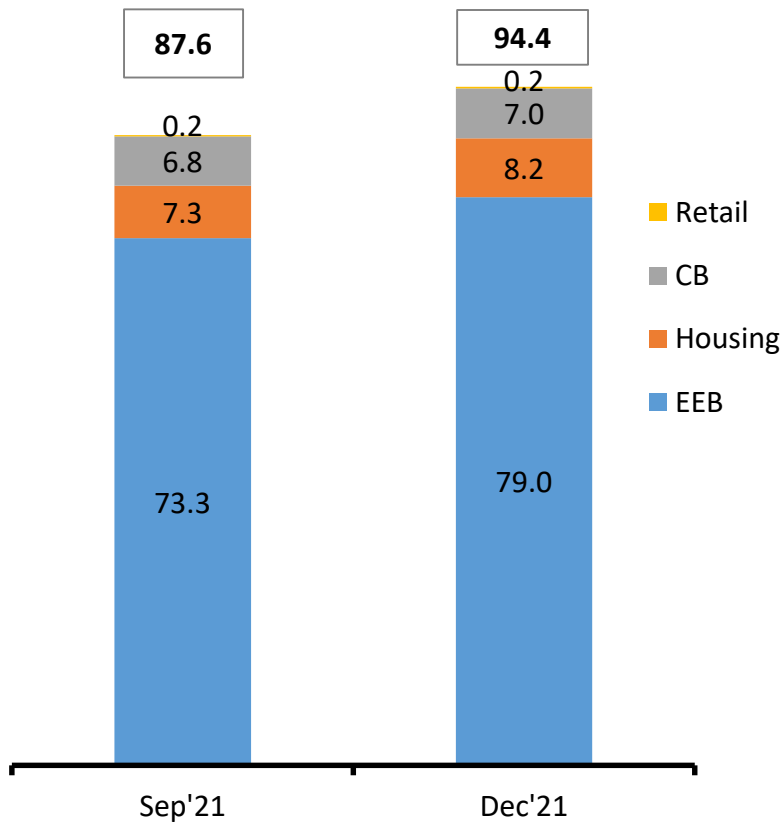
Capital Adequacy Ratio (CRAR)



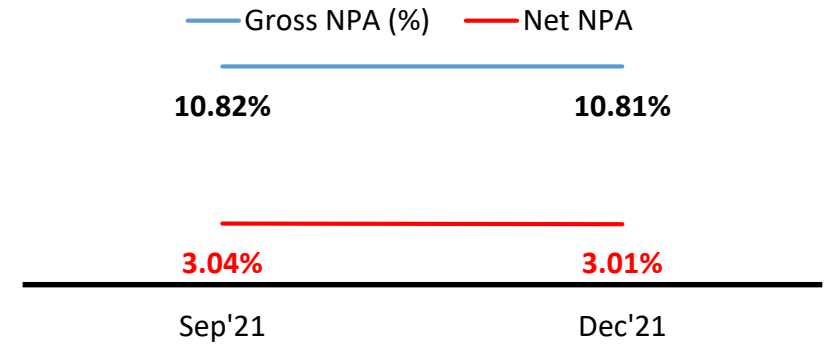
Spread (Annualized)



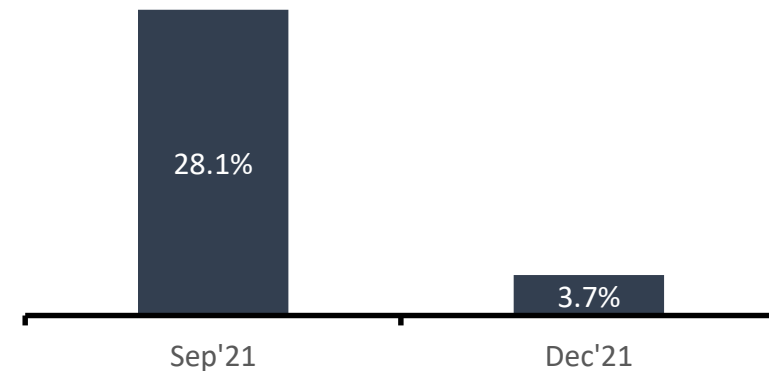
Segmental GNPA movement - (₹ in Billion)



Gross NPA and Net NPA



Credit Cost (Annualized)



Profit & Loss Statement (IN ₹ Bn)

Particulars	Q3 FY 22	Q2 FY 22	QoQ%	Q2 FY 21	YoY%
Interest Income	34.09	31.81	7.17%	33.08	3.05%
Interest expenses	12.84	12.46	3.05%	12.36	3.88%
Net Int. Income (NII)	21.25	19.35	9.82%	20.72	2.56%
Non Interest Income	7.12	5.27	35.10%	5.62	26.69%
Total Income	28.37	24.62	15.23%	26.34	7.71%
Operating Expenses	8.87	8.78	1.03%	7.11	24.75%
Operating Profit	19.50	15.84	23.11%	19.23	1.40%
Provision (Std. + NPA)	8.06	56.13	-85.64%	10.78	-25.23%
Profit before tax	11.44	-40.29	-	8.45	35.38%
Tax	2.85	-10.20	-	2.12	34.43%
Profit after tax	8.59	-30.09	-	6.33	35.70%

Balance Sheet (IN ₹Billion)

Particulars	As at	As at	% Change
	31 st Dec 2021	31 st Mar 2021	
Capital & Liabilities			
Capital	16.11	16.11	0.00%
Reserves & Surplus	138.66	157.98	-12.23%
Shareholder Funds	154.77	174.09	-11.10%
Deposits	845.00	779.72	8.37%
Borrowings	163.82	169.60	-3.41%
Other liabilities and provisions	48.87	26.52	84.28%
Total	1,212.46	1,149.93	5.44%
Assets			
Cash and balances with Reserve Bank of India	70.74	52.35	35.13%
Balance with Banks and Money at call and short notice	11.90	9.58	24.22%
Investments	291.09	251.55	15.72%
Advances	802.79	816.13	-1.63%
Fixed Assets	5.52	4.87	13.35%
Other Assets	30.42	15.45	96.89%
Total	1,212.46	1,149.93	5.44%

Rating of Bank's Financial Securities			
Instrument	Rating	Rating Agency	Amount (₹ in Billion)
Non-Convertible Debenture #	[ICRA] AA; Negative	ICRA	20.53**
	CRISIL AA/Negative	CRISIL	
Term Loans From Bank	ICRA]AA Negative	ICRA	0.80
Certificate of Deposit	CRISIL A1+	CRISIL	60.00*
	[ICRA] A1+	ICRA	
Fixed Deposit Program #	CRISIL FAAA/Negative	CRISIL	16.00

*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...

Management Team



Chandra Shekhar Ghosh
MD & CEO

- Founder of BFSL, has 30 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.



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



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



Indranil Banerjee
Company Secretary

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



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



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.



Biswajit Das
Chief Risk Officer

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



Ronti Kar
Chief Information Officer

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



Kamal Batra
Head - Assets

- 25+ years of experience at a banking industry
- Previously served as Executive Vice President and Head, Business Banking and Secured Assets at IndusInd Bank



Satyajit Ghosh
Incharge-Emerging Entrepreneurs Business

- 26+ years of experience in the field of microfinance industry.
- Previously served as Area Manager at V.W.S India.



Sudheer Reddy Govula
Chief Compliance Officer

- 26+ years experience in banking industry.
- Previously served as Senior Vice President – Compliance at HDFC Bank 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 portfolio at GRUH Finance Limited.

... backed by a strong independent Board



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 Ramasastry

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

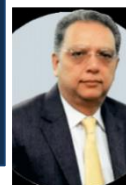
- Significant experience in public and private banking sector
- Previously worked as Executive Director – Corporate Affairs, Axis Bank



Subrata Dutta Gupta

Independent Director

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



Suhail Chander

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
- Recently retired as 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

At Magna Awards 2019 organised by Businessworld, Bandhan Bank won two awards.

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.

Awards and accolades

Dun & Bradstreet Corporate Awards 2021

Dun & Bradstreet honoured the torchbearers among Indian corporates at its annual 'Corporate Awards 2021' held on July 16, 2021.

The awards were virtually presented across 30+ categories.

Bandhan Bank was recognised in the category of **Best Growth Performance Bank -2021**.



Campaigns

Home Loan

Bandhan Bank introduced an attractive interest rate of 6.4% p.a. on Home Loans for customers who meet the criteria based on credit score and amount of loan sought. This was highlighted through a large-scale OOH campaign across 31 cities.



Campaigns

Assam Brand Campaign

Assam being an important market for the Bank, it hired Zubeen Garg as its brand ambassador in Assam. Zubeen is one of the most famous, respected and loved celebrity in the state.

As a part of the campaign, the Bank released a music video with Zubeen that received widespread visibility and feedback on ground. The campaign was also carried out on digital, print, TV, radio and OOH media.



View the Axom Amaar music video here:
<https://www.youtube.com/watch?v=32DC53XPGgM>

View the customer testimonial video here:
<https://www.youtube.com/watch?v=t44Yv386A5s>

Thank You

investor.relations@bandhanbank.com



**Bandhan
Bank**