

October 23, 2018

The Secretary,  
Listing Department,  
BSE Limited,  
1<sup>st</sup> Floor, Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400001  
Script Code: 540065

The Manager,  
Listing Department,  
The National Stock Exchange Limited,  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex, Bandra (E)  
Mumbai -400051  
Script Name: RBLBANK

**Sub: Disclosure under relevant provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI LODR”)**

Dear Sir/Madam,

Pursuant to the applicable provisions of the SEBI LODR, this is to inform you that the Board of Directors of the Bank at its meeting held today has inter-alia approved the Unaudited Standalone Financial Results (Limited Reviewed) for the quarter and half year ended September 30, 2018.

In this regard, we enclose the following:

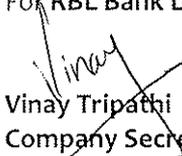
1. Unaudited Standalone Financial Results (Limited Reviewed) of the Bank, for the quarter and half year ended September 30, 2018, duly considered by the Audit Committee of the Board and which were approved by the Board of Directors in today's meeting.
2. Limited Review Report by the Statutory Auditors M/s. BSR & Co. LLP, Chartered Accountants (Registration No. 101248W/ W- 100022) on the aforesaid financial results.
3. Press Release on the Unaudited Standalone Financial Results of the Bank for the quarter and half year ended September 30, 2018.
4. Investor Presentation on the Unaudited Standalone Financial Results of the Bank for the quarter and half year ended September 30, 2018

Please note that the Board Meeting commenced at 10:45 a.m. and concluded at 11:45 am.

Kindly take the same on record and oblige.

Thank you.

Yours faithfully,  
For **RBL Bank Limited**



**Vinay Tripathi**  
Company Secretary

**Encl.: As above.**

[www.rblbank.com](http://www.rblbank.com)

**RBL Bank Limited**

Controlling Office: One Indiabulls Centre, Tower 2B, 6th Floor, 841, Senapati Bapat Marg, Lower Parel, Mumbai - 400 013, Maharashtra, India | Tel: +91 22 43020600 | Fax: +91 22 43020520

Registered Office: 1st Lane, Shahupuri, Kolhapur- 416 001, India. | Tel. : +91 231 6650214 | Fax : +91 231 2657386

CIN: L65191PN1943PLC007308 • E-mail: [customer@rblbank.com](mailto:customer@rblbank.com)

# B S R & Co. LLP

Chartered Accountants

5th Floor, Lodha Excelus,  
Apollo Mills Compound  
N. M. Joshi Marg, Mahalaxmi  
Mumbai - 400 011  
India

Telephone +91 (22) 4345 5300  
Fax +91 (22) 4345 5399

## **Limited review report on unaudited quarterly standalone financial results and standalone year-to-date results of RBL Bank Limited pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015**

### **To the Board of Directors of RBL Bank Limited**

1. We have reviewed the accompanying statement of unaudited standalone financial results of RBL Bank Limited (the 'Bank') for the quarter ended 30 September 2018 and year to date results for the period from 1 April 2018 to 30 September 2018 (the 'Financial Results'), attached herewith, being submitted by the Bank pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the 'SEBI Regulations'). The disclosures relating to "Pillar 3 under Basel III Capital Regulations" and those relating to "Leverage Ratio", "Liquidity Coverage Ratio" under Capital Adequacy and Liquidity Standards issued by Reserve Bank of India ('RBI') have been disclosed on the Bank's website and in respect of which a link has been provided in the Financial Results and have not been reviewed by us.
2. The Financial Results are the responsibility of the Bank's management and approved by the Board of Directors of the Bank in their meeting held on 23 October 2018. Our responsibility is to issue a report on the Financial Results based on our review.
3. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity* specified under section 143(10) of the Companies Act, 2013. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial results are free of material misstatement. A review is limited primarily to inquiries of Bank personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

MA

**Limited Review Report on the Unaudited Standalone Quarterly Financial Results and Standalone year to date Financial Results of RBL Bank Limited pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Continued)**

4. Based on our review conducted as mentioned above, nothing has come to our attention that causes us to believe that the accompanying Financial Results prepared in accordance with applicable accounting standards specified under Section 133 of the Companies Act 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014 and other recognized accounting practices and policies, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement or that it has not been prepared in accordance with the relevant prudential norms issued by the RBI in respect of income recognition, asset classification, provisioning and other related matters.

For **B S R & Co. LLP**  
*Chartered Accountants*

Firm's Registration No: 101248W/W-100022



**Manoj Kumar Vijai**  
*Partner*

Membership No: 046882

Mumbai  
23 October 2018

## RBL Bank Limited

Registered Office: 'Mahaveer', 179/E Ward, Shri Shahu Market Yard, Kolhapur - 416005

Corporate Office: One Indiabulls Centre, Tower 2B, 6th Floor, 841, Senapati Bapat Marg, Lower Parel (W), Mumbai - 400013

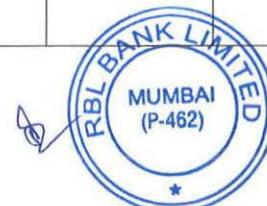
Tel.: +91 22 4302 0600, Fax: +91 22 4302 0520

Website: [www.rblbank.com](http://www.rblbank.com) | E-mail: [investorgrievances@rblbank.com](mailto:investorgrievances@rblbank.com) | CIN: L65191PN1943PLC007308

### UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2018

(₹ in Lacs)

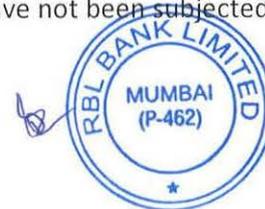
Sr. No.	Particulars	Quarter ended	Quarter ended	Quarter ended	Half Year ended	Half Year ended	Year ended
		30.09.2018	30.06.2018	30.09.2017	30.09.2018	30.09.2017	31.03.2018
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Interest earned (a)+(b)+(c)+(d)	146,343	136,422	109,129	282,765	213,407	450,757
(a)	Interest/ discount on advances/ bills	117,338	107,740	81,905	225,078	158,999	343,090
(b)	Income on investments	26,139	26,083	25,291	52,222	50,311	99,817
(c)	Interest on balances with Reserve Bank of India and other inter-bank funds	2,298	1,882	1,807	4,180	3,799	7,015
(d)	Others	568	717	126	1,285	298	835
2	Other Income	33,311	32,597	24,107	65,908	49,799	106,819
3	<b>Total Income (1+2)</b>	<b>179,654</b>	<b>169,019</b>	<b>133,236</b>	<b>348,673</b>	<b>263,206</b>	<b>557,576</b>
4	Interest Expended	87,046	81,152	67,113	168,198	133,553	274,128
5	<b>Operating Expenses (i)+(ii)</b>	<b>47,703</b>	<b>44,635</b>	<b>35,808</b>	<b>92,338</b>	<b>68,199</b>	<b>150,341</b>
(i)	Employees cost	15,091	15,300	14,354	30,391	27,655	55,068
(ii)	Other operating expenses	32,612	29,335	21,454	61,947	40,544	95,273
6	<b>Total Expenditure (4+5) excluding provisions and contingencies</b>	<b>134,749</b>	<b>125,787</b>	<b>102,921</b>	<b>260,536</b>	<b>201,752</b>	<b>424,469</b>
7	<b>Operating Profit before provisions and contingencies (3-6)</b>	<b>44,905</b>	<b>43,232</b>	<b>30,315</b>	<b>88,137</b>	<b>61,454</b>	<b>133,107</b>
8	Provisions (other than tax) and Contingencies	13,968	14,035	7,489	28,003	16,935	36,452
9	Exceptional Items	-	-	-	-	-	-
10	<b>Profit (+)/ Loss (-) from Ordinary Activities before tax (7-8-9)</b>	<b>30,937</b>	<b>29,197</b>	<b>22,826</b>	<b>60,134</b>	<b>44,519</b>	<b>96,655</b>
11	Tax expense	10,483	10,193	7,764	20,676	15,355	33,146
12	<b>Net Profit(+)/ Loss(-) from Ordinary Activities after tax (10-11)</b>	<b>20,454</b>	<b>19,004</b>	<b>15,062</b>	<b>39,458</b>	<b>29,164</b>	<b>63,509</b>
13	Extraordinary items (net of tax expense)	-	-	-	-	-	-
14	<b>Net Profit (+)/ Loss (-) for the period (12-13)</b>	<b>20,454</b>	<b>19,004</b>	<b>15,062</b>	<b>39,458</b>	<b>29,164</b>	<b>63,509</b>
15	Paid-up equity share capital (Face Value of ₹ 10/- each)	43,077	42,093	41,559	43,077	41,559	41,967
16	Reserves excluding Revaluation Reserves						626,336



Sr. No.	Particulars	Quarter ended 30.09.2018	Quarter ended 30.06.2018	Quarter ended 30.09.2017	Half Year ended 30.09.2018	Half Year ended 30.09.2017	Year ended 31.03.2018
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>17</b>	<b>Analytical Ratios</b>						
(i)	Percentage of shares held by Government of India	Nil	Nil	Nil	Nil	Nil	Nil
(ii)	Capital Adequacy Ratio (%) - Basel III	13.12	14.23	15.95	13.12	15.95	15.33
(iii)	Earnings Per Share (EPS) - (Basic and Diluted) - ₹						
(a)	- Basic EPS before / after Extraordinary items (not annualized)	4.84	4.52	3.78	9.36	7.53	15.79
(b)	- Diluted EPS before / after Extraordinary items (not annualized)	4.73	4.41	3.62	9.14	7.16	15.18
(iv)	NPA Ratios						
(a)	Gross NPA	64,497	59,594	48,724	64,497	48,724	56,673
	Net NPA	33,855	31,577	26,081	33,855	26,081	31,256
(b)	Gross NPA %	1.40	1.40	1.44	1.40	1.44	1.40
	Net NPA %	0.74	0.75	0.78	0.74	0.78	0.78
(c)	Return on Assets % (annualised)	1.26	1.26	1.19	1.26	1.19	1.21

**Notes:**

- These results have been reviewed by the Audit Committee and subsequently taken on record and approved by the Board of Directors of the Bank at its meeting held in Mumbai on October 23, 2018. These results for the quarter and half year ended September 30, 2018 have been subjected to limited review by the Statutory Auditors of the Bank. There are no qualifications in the auditor's limited review report for the quarter and half year ended September 30, 2018.
- The results for the quarter and half year ended September 30, 2018 have been arrived at after considering provision for standard assets including requirements for exposures to entities with Un-hedged Foreign Currency Exposures, Non-Performing Assets (NPAs), depreciation on investments, income-tax and other usual and necessary provisions.
- During the quarter and half year ended September 30, 2018, the Bank allotted 3,370,129 and 4,632,007 shares respectively, pursuant to the exercise of stock options under its Employees Stock Option Scheme.
- The business operations of the Bank are largely concentrated in India and for the purpose of segment reporting, the Bank is considered to operate only in domestic segment.
- RBI Circular DBR.No.BP.BC.1/21.06.201/2015-16 dated July 01, 2015, on 'Basel III Capital Regulations' read together with the RBI circular DBR.No.BP.BC.80/21.06.201/2014-15 dated March 31, 2015 on 'Prudential Guidelines on Capital Adequacy and Liquidity Standards – Amendments' requires banks to make applicable Pillar 3 disclosures including Leverage Ratio and Liquidity Coverage Ratio (LCR) under Basel III Framework. Accordingly, such applicable disclosures have been placed on the website of the Bank which can be accessed at the following link: <http://www.rblbank.com/BaselDisclosures.aspx>. These disclosures have not been subjected to limited review by the Statutory Auditors.



6. The Disclosures for NPA referred to in point 17 (iv) above correspond to Non Performing Advances.
7. The Bank has followed the same significant accounting policies in the preparation of these financial results as those followed in the annual financial statement for the year ended March 31, 2018.
8. Previous period / year figures have been regrouped / reclassified, where necessary to conform to current period / year classification.

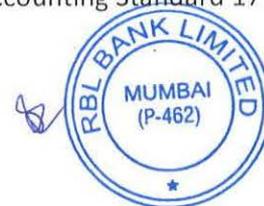
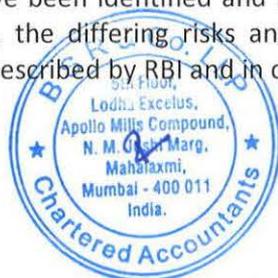


**SEGMENT REPORTING FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2018**

(₹ in Lacs)

Sr. No	Particulars	Quarter ended 30.09.2018 (Unaudited)	Quarter ended 30.06.2018 (Unaudited)	Quarter ended 30.09.2017 (Unaudited)	Half Year ended 30.09.2018 (Unaudited)	Half Year ended 30.09.2017 (Unaudited)	Year ended 31.03.2018 (Audited)
1	<b>Segment Revenue</b>						
(a)	Corporate/Wholesale Banking	93,687	87,302	70,310	180,989	139,528	291,054
(b)	Retail Banking	92,765	86,441	74,956	179,206	145,810	300,644
(c)	Treasury	108,342	102,938	88,628	211,280	178,827	364,869
(d)	Other Banking Operations	32,309	26,670	11,929	58,979	20,938	59,332
	<b>Total [ Items (a) to (d) ]</b>	<b>327,103</b>	<b>303,351</b>	<b>245,823</b>	<b>630,454</b>	<b>485,103</b>	<b>1,015,899</b>
	Less: Inter Segment Revenue	147,449	134,332	112,587	281,781	221,897	458,323
	<b>Total Income</b>	<b>179,654</b>	<b>169,019</b>	<b>133,236</b>	<b>348,673</b>	<b>263,206</b>	<b>557,576</b>
2	<b>Segment Results (Profit)(+)/ Loss (-) before tax and interest)</b>						
(a)	Corporate/Wholesale Banking	9,322	11,415	7,826	20,737	17,059	37,421
(b)	Retail Banking	12,906	9,468	6,509	22,374	8,384	24,226
(c)	Treasury	2,582	3,192	6,498	5,774	16,582	25,820
(d)	Other Banking Operations	6,132	5,120	1,691	11,252	2,199	8,902
	<b>Total [ Items (a) to (d) ]</b>	<b>30,942</b>	<b>29,195</b>	<b>22,524</b>	<b>60,137</b>	<b>44,224</b>	<b>96,369</b>
	Less: i) Interest	-	-	-	-	-	-
	ii) Other Un-allocable Expenditure net off	-	-	23	-	31	47
	(iii) Un-allocable income	5	(2)	(325)	3	(326)	(333)
	<b>Total Profit Before Tax</b>	<b>30,937</b>	<b>29,197</b>	<b>22,826</b>	<b>60,134</b>	<b>44,519</b>	<b>96,655</b>
3	<b>Segment Assets</b>						
(a)	Corporate/Wholesale Banking	2,975,525	2,736,533	2,263,963	2,975,525	2,263,963	2,660,544
(b)	Retail Banking	1,300,255	1,235,981	995,754	1,300,255	995,754	1,187,634
(c)	Treasury	1,967,253	1,882,375	1,728,797	1,967,253	1,728,797	1,993,604
(d)	Other Banking Operations	365,575	293,370	133,700	365,575	133,700	227,381
(e)	Unallocated	107,039	108,013	90,252	107,039	90,252	115,912
	<b>Total [ Items (a) to (e) ]</b>	<b>6,715,647</b>	<b>6,256,272</b>	<b>5,212,466</b>	<b>6,715,647</b>	<b>5,212,466</b>	<b>6,185,075</b>
4.	<b>Segment Liabilities</b>						
(a)	Corporate/Wholesale Banking	1,593,981	1,573,563	1,030,941	1,593,981	1,030,941	1,283,982
(b)	Retail Banking	2,461,691	2,202,207	2,028,337	2,461,691	2,028,337	2,191,031
(c)	Treasury	1,938,853	1,774,268	1,513,938	1,938,853	1,513,938	2,025,035
(d)	Other Banking Operations	12,644	10,769	4,010	12,644	4,010	16,095
(e)	Unallocated	4,537	6,516	6,006	4,537	6,006	535
(f)	Capital and Reserves	703,941	688,949	629,234	703,941	629,234	668,397
	<b>Total [ Items (a) to (f) ]</b>	<b>6,715,647</b>	<b>6,256,272</b>	<b>5,212,466</b>	<b>6,715,647</b>	<b>5,212,466</b>	<b>6,185,075</b>

Business Segments have been identified and reported taking into account the target customer profile, the nature products and services, the differing risks and returns, the organisation structure, the internal business report structure, guidelines prescribed by RBI and in compliance with the Accounting Standard 17 – “Segment Reporting”.



**SUMMARISED STANDALONE STATEMENT OF ASSETS AND LIABILITIES**

(₹ in Lacs)

Particulars	As at	As at	As at
	September 30, 2018	September 30, 2017	March 31, 2018
	(Unaudited)	(Unaudited)	(Audited)
<b>CAPITAL AND LIABILITIES</b>			
Capital	43,077	41,559	41,967
Reserves and Surplus	660,864	587,675	626,430
Deposits	4,779,009	3,656,905	4,390,226
Borrowings	961,049	739,173	926,144
Other Liabilities and Provisions	271,648	187,154	200,308
<b>Total</b>	<b>6,715,647</b>	<b>5,212,466</b>	<b>6,185,075</b>
<b>ASSETS</b>			
Cash and Balances with Reserve Bank of India	357,597	169,624	258,933
Balances with banks and money at call & short notice	131,831	186,980	169,511
Investments (Net)	1,374,924	1,329,649	1,544,750
Advances (Net)	4,587,266	3,357,601	4,026,784
Fixed Assets	40,120	30,520	33,400
Other Assets	223,909	138,092	151,697
<b>Total</b>	<b>6,715,647</b>	<b>5,212,466</b>	<b>6,185,075</b>

Place : Mumbai

For RBL Bank Limited

Date : October 23, 2018


  
 Vishwavir Ahuja  
 Managing Director & CEO

For immediate release

**Financial Results for Q2 FY19**

**RBL Bank reports advances growth of 37% in Q2 FY19, Operating profit increase of 48% and Net Profit increase of 36% at ₹ 204.54 crore on a YoY basis**

**Key financial highlights:**

- Q2 FY19 Net Profit up by 36% to ₹ 204.54 crore
- Advances (Net) at ₹ 45,872.66 and Deposits at ₹ 47,790.09 up by 37% and 31% respectively on Year on Year (YoY) basis
- Net Interest Income (NII) up by 41% to ₹ 592.97 crore
- Other Income up by 38% to ₹ 333.11 crore
- Core fee income up by 60% to ₹ 325.24 crore
- NIM improves to 4.08% up from 3.74% in Q2 FY18. Cost to income ratio is at 51.51%
- Gross NPA ratio at 1.40% (1.44% in Q2 FY18); Net NPA ratio at 0.74% (0.78% in Q2 FY18); Provision coverage ratio increases to 61.45%
- Return on Assets at 1.26 % up from 1.19% in Q2 FY18

**Mumbai, October 23, 2018:** The Board of Directors of **RBL Bank Limited** at its meeting held today, approved the standalone unaudited financial results for the quarter and half year ended September 30, 2018.

**Key Financials:**

Rs. in crore	Q2 FY19	Q2 FY18	YoY	Q1 FY19	QoQ	H1 FY19	H1 FY18	YoY
Net Interest Income	592.97	420.16	41%	552.70	7%	1,145.67	798.54	43%
Other Income	333.11	241.07	38%	325.97	2%	659.08	497.99	32%
Net Total Income	926.08	661.23	40%	878.67	5%	1,804.75	1,296.53	39%
Operating Profit	449.05	303.15	48%	432.32	4%	881.37	614.54	43%
Net profit (after tax)	204.54	150.62	36%	190.04	8%	394.58	291.64	35%

Rs. in crore	September 30, 2018	September 30, 2017	YoY	June 30, 2018	QoQ
Advances (Net)	45,872.66	33,576.01	37%	42,198.09	9%
Deposits	47,790.09	36,569.05	31%	44,949.59	6%
Investments (Net)	13,749.24	13,296.49	3%	14,240.53	-3%

**Key ratios:**

Particulars (in %)	Q2 FY19	Q2 FY18	H1 FY19	H1 FY18
Net Interest Margin	4.08	3.74	4.06	3.64
Cost to Income	51.51	54.15	51.16	52.60
Return on Assets	1.26	1.19	1.26	1.19
Return on Equity	11.58	10.49	11.37	11.45
Gross NPA	1.40	1.44	1.40	1.44
Net NPA	0.74	0.78	0.74	0.78
Provision Coverage Ratio	61.45	58.27	61.45	58.27

**Performance highlights – Quarter ended September 30, 2018 (Q2 FY19):**

- Net Interest Income (NII) at ₹ 592.97 crore as against ₹ 420.16 crore in Q2 FY18, an increase of 41%
- Other Income at ₹ 333.11 crore as against ₹ 241.07 crore in Q2 FY18, an increase of 38%
- Core fee income at ₹ 325.24 crore as against ₹ 203.31 in Q2 FY18, an increase of 60%
- Operating profit at ₹ 449.05 crore as against ₹ 303.15 crore in Q2 FY18, an increase of 48%
- Net profit at ₹ 204.54 crore as against ₹ 150.62 crore in Q2 FY18, an increase of 36%
- Net Interest Margin (NIM) at 4.08% as against 3.74% in Q2 FY18, an improvement of 34 bps.
- Cost to Income ratio at 51.51% as against 54.15% in Q2 FY18, showing a significant decline.
- Return on Assets (RoA) at 1.26% as against 1.19% in Q2 FY18.
- Return on Equity (RoE) at 11.58% as against 10.49% in Q2 FY18.

**Performance highlights – Half year ended September 30, 2018 (H1 FY19):**

- Net Interest Income (NII) at ₹ 1,145.67 crore as compared to ₹ 798.54 crore in the half year ended September 30, 2017 (H1 FY18), registering an increase of 43%.
- Other Income at ₹ 659.08 crore as against ₹ 497.99 crore in H1 FY18, an increase of 32%.
- Operating profit at ₹ 881.37 crore as against ₹ 614.54 crore in H1 FY18, an increase of 43%.
- Net profit at ₹ 394.58 crore as against ₹ 291.64 crore in H1 FY18, showing an increase of 35%.
- Net Interest Margin (NIM) at 4.06% as against 3.64% in H1 FY18, showing an improvement of 42 basis points (bps).
- Cost to Income ratio at 51.16% as against 52.60% in H1 FY18, showing a significant decline.
- Return on Assets (RoA) at 1.26% as against 1.19% in H1 FY18.
- Return on Equity (RoE) at 11.37% as against 11.45% in H1 FY18.
- Net Advances as at September 30, 2018 stood at ₹ 45,872.66 crore as compared to ₹ 33,576.01 crore as at September 30, 2017, a growth of 37%.
- Gross NPA decreased to 1.40% as at September 30, 2018 against 1.44% as at September 30, 2017. Net NPA decreased to 0.74% as at September 30, 2018 against 0.78% as at September 30, 2017.
- Deposits as at September 30, 2018 stood at ₹ 47,790.09 crore as compared to ₹ 36,569.05 crore as at September 30, 2017, a growth of 31%.
- Current Accounts & Savings Accounts (CASA) ratio improved to 24.51% as at September 30, 2018 from 23.67% as at September 30, 2017.
- Capital Adequacy Ratio as per BASEL III Capital regulations as at September 30, 2018 was 13.12% against 15.95% as at September 30, 2017.
- The bank has 268 branches as of September 30, 2018. In addition the Bank also has 900 business correspondent branches, of which 213 are banking outlets.

## **Operating review**

### Asset growth and quality

The Bank's growth in advances portfolio continued to be robust at 37% on a year-on-year basis. The net advances as at September 30, 2018 were ₹ 45,872.66 crore as against ₹ 33,576.01 on September 30, 2017, with all-round growth observed in all business segments. The growth in the Corporate & Institutional segment and Commercial Banking (together termed as "Wholesale portfolio") was pegged at 33%, while that of other segments (Retail Assets and Development Banking & Financial Inclusion – together termed as ("Non-wholesale portfolio") was 43%. The non-wholesale portfolio constituted about 41% of the loan portfolio of the Bank as at September 30, 2018.

The gross NPA ratio has decreased to 1.40% as at September 30, 2018 from 1.44% as at September 30, 2017. The restructured standard assets portfolio has decreased to 0.07% as at September 30, 2018 from 0.41% as at September 30, 2017. The net NPA ratio has decreased to 0.74% as at September 30, 2018 from 0.78% as at September 30, 2017. The Bank's provisioning coverage ratio (including technical write-offs), increased to 61.45% as at September 30, 2018 as compared to 58.27% as at September 30, 2017.

### Deposit growth

The Bank's deposits growth on year on year basis was driven by strong growth in CASA deposits. Deposits grew to ₹ 47,790.09 crore as at September 30, 2018 as against ₹ 36,569.05 crore as at September 30, 2017. CASA ratio increased to 24.51% as at September 30, 2018 compared to 23.67% as at September 30, 2017.

### Capital adequacy

The Bank's capital adequacy ratio as at September 30, 2018 was 13.12% and Tier-1 capital adequacy ratio was 11.84%, significantly higher than the regulatory requirements.

Commenting on the performance, Mr. Vishwavir Ahuja, MD & CEO, RBL Bank said "We continue to consistently maintain our growth momentum and importantly have delivered higher margins and strong profitability with robust asset quality despite challenges in the operating environment. We continue to track well to our Vision 2020 goals."

### About RBL Bank

RBL Bank is one of India's fastest growing private sector banks with an expanding presence across the country. The Bank offers specialized services under six business verticals namely: Corporate & Institutional Banking, Commercial Banking, Branch & Business Banking, Retail Assets, Development Banking and Financial Inclusion, Treasury and Financial Markets Operations. It currently services over 5.33 million customers through a network of 268 branches, 213 banking outlets and 382 ATMs spread across 20 Indian states and Union Territories.

Over the last few years, RBL Bank has earned recognition in various national and international forums such as : CNBC IBLA Most Promising Company of the Year (2018); CNBC ASIA's India Talent Management Award (2017); India's Best Bank for five consecutive years (2012 – 2016) in the mid-sized segment (Growth) by a Business Today – KPMG Study; Business World's 'Fastest Growing Small Bank' consistently for five years (2013 – 2017) and recognized by the World Economic Forum as a 'Global Growth Company' (GGC).

RBL Bank is listed on both NSE and BSE (RBLBANK). For further details, please visit [www.rblbank.com](http://www.rblbank.com)

### Ratings:

- ICRA AA- (Hyb) with a stable outlook for Basel III compliant Tier II subordinate debt program
- CARE AA- with a stable outlook for Basel III compliant Tier II subordinate debt program
- ICRA MAA with a stable outlook for Fixed (Medium Term) Deposits program
- ICRA A1+ for Fixed (Short Term) Deposits program
- ICRA A1+ for certificate of deposit program

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Rs.1 crore = Rs.10 million



# Investor Presentation

## 2<sup>nd</sup> Quarter/Half Year FY 19

October 23, 2018



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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
ARC	Asset Reconstruction Company	LAF	Liquidity Adjustment Facility
ATM	Automated Teller Machine	LAP	Loan Against Property
BC	Business Correspondent	MF	Mutual Funds
BIL	Business Instalment Loan	Mn	Million
Bps	Basis Points	MSME	Micro, Small and Medium Enterprises
BVPS	Book Value Per Share	NABARD	National Bank for Agriculture and Rural Development
C&IB	Corporate & Institutional Banking	NFB	Non Fund Based
CAGR	Compounded Annual Growth Rate	NIM	Net Interest Margin
CASA	Current Account and Savings Account	NNPA	Net Non Performing Assets
CB	Commercial Banking	NPA	Non Performing Assets
CBDT	Central Board for Direct Taxes	PCR	Provision Coverage Ratio
CBLO	Collateralized Borrowing and Lending Obligation	PIL	Personal Installment Loan
CC	Credit Card	Q1	3 month period ended June 30( April 1 - June 30)
CEO	Chief Executive Officer	Q2	3 month period ended September 30( July 1 - September 30)
CET1	Core Equity Tier 1	Q3	3 month period ended December 31( October 1 - December 31)
Cr	Crore	Q4	3 month period ended March 31(January 1 - March 31)
CRAR	Capital to Risk Weighted Assets Ratio	QoQ	Quarter on Quarter
CSR	Corporate Social Responsibility	RBI	Reserve Bank of India
DB & FI	Development Banking & Financial Inclusion	RoA	Return on Assets
DBT	Direct Benefit Transfer	RoE	Return on Equity
FICC	Fixed Income, Currency and Commodity	RWA	Risk Weighted Assets
FPI	Foreign Portfolio Investor	SDR	Strategic Debt Restructuring
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
IFI	Institutional Financial Inclusion		

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# Key Performance Highlights

# Q2 19 / H1 19 Financial Highlights

- ▶ **Q2 19 / H1 19 continues to track well to RBL Vision 2020 goals**
- ▶ **Total Revenue growth in H1 19 of 39% YoY ( Q2 19 growth of 40% YoY); Net Profit growth in H1 19 of 35% YoY ( Q2 19 growth of 36% YoY)**
- ▶ **NII growth of 43% YoY in H1 19 ( Q2 19 growth of 41% YoY) ; Other Income growth of 32% YoY in H1 19 ( Q2 19 growth of 38% YoY)**
- ▶ **NIM continues upward trajectory – 4.04% in Q1 19 and 4.08% in Q2 19**
- ▶ **Advances growth of 37% YoY, Deposit growth of 31% YoY and CASA growth of 35% YoY**
- ▶ **GNPA stable at 1.40% ( flat QoQ), NNPA at 0.74% ( down from 0.75% in Q1 19)**
- ▶ **Overall stressed advances at 1.47% down from 1.50% in Q1 19**
- ▶ **PCR at 61.45% ( up from 60.41% in the previous quarter)**
- ▶ **RoA at 1.26% for Q2/H1 19 ; up from 1.19% in H1 18**
- ▶ **Total customer base of 5.3 million; addition of 0.4 million in Q2 19**

# Q2 FY19 Highlights

— YoY Growth —

— QoQ Growth —

**Net interest Income**

Rs. 593cr

41%

7%

**Core Fee Income**

Rs. 325cr

60%

13%

**Net Total Income**

Rs. 926cr

40%

5%

**Operating Profit**

Rs. 449cr

48%

4%

**Net Profit**

Rs. 205cr

36%

8%

# Half Year FY19 Highlights

— YoY Growth —

<b>Net interest Income</b>	Rs. 1,146cr	43%
<b>Core Fee Income</b>	Rs. 614cr	59%
<b>Net Total Income</b>	Rs. 1,805cr	39%
<b>Operating Profit</b>	Rs. 881cr	43%
<b>Net Profit</b>	Rs. 395cr	35%

# Half Year FY19 Highlights Contd....

— YoY Growth —

— QoQ Growth —

**Advances**

**Rs. 45,873cr**

**37%**

**9%**

**Wholesale  
Advances**

**Rs. 27,129cr**

**33%**

**9%**

**Non-Wholesale  
Advances**

**Rs. 18,744cr**

**43%**

**9%**

**Deposits**

**Rs. 47,790cr**

**31%**

**6%**

**CASA**

**Rs. 11,712cr**

**35%**

**7%**

# Key Indicators

## Pre-IPO

	Advances	Deposits	Net Profit	RoA	BVPS
FY 11	1,905	2,042	12	0.5%	Rs. 50
FY 16	21,229	24,349	292	1.0%	Rs. 91

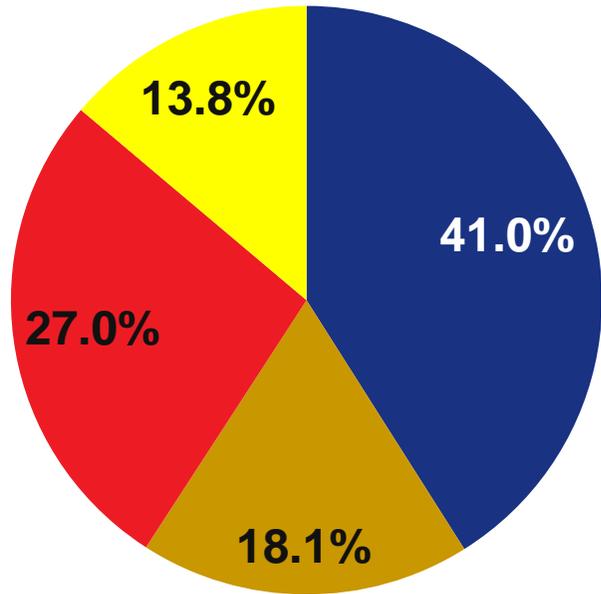
(84% CAGR FY 11-16) (64% CAGR FY 11-16) (88% CAGR FY 11-16)

## Post Listing Performance)

	Advances	YoY	NIM	Net Profit	RoA
Q3 17	26,773	46%	3.4%	129	1.17%
Q4 17	29,449	39%	3.5%	130	1.20%
Q1 18	31,108	40%	3.5%	141	1.19%
Q2 18	33,576	35%	3.7%	151	1.19%
Q3 18	36,890	38%	3.9%	165	1.22%
Q4 18	40,268	37%	4.0%	178	1.25%
Q1 19	42,198	36%	4.0%	190	1.26%
Q2 19	45,873	37%	4.1%	205	1.26%

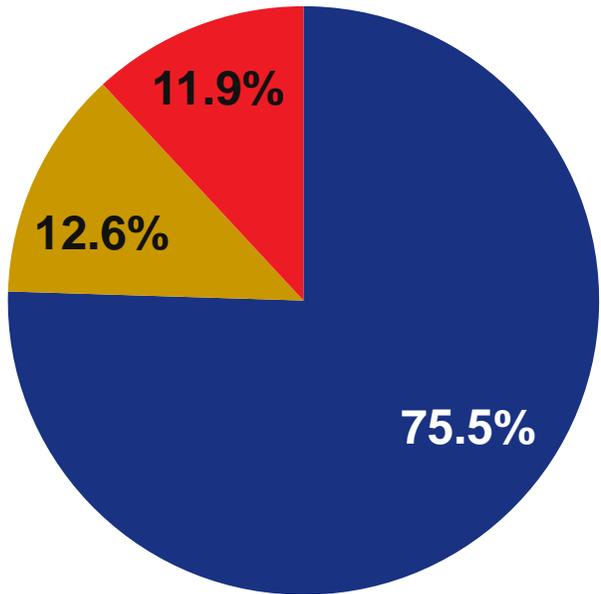
# Key Indicators – Business Breakup

— Advances by Segment (%) —



■ CIB   ■ CB   ■ Retail Assets   ■ DB&FI

— Deposit Breakup (%) —



■ Term Deposits   ■ Saving Deposits  
■ Current Deposits



# RBL Vision 2020

# Performance Tracking to Vision 2020 Goals

	RBL Vision 2020 (Post IPO/Sept 2016)	Actual Q2 19
Advances	30-35% CAGR	37%
CASA Ratio	0.75 - 1% increase every year	FY 16: 18.6%; FY 17: 22.0% FY 18: 24.3%; Q2 19: 24.5%
Other Income %	~ 1/3 <sup>rd</sup> of Net Total Income	36%
Operational Efficiency	Cost/Income ratio of 51% - 52% by 2020	FY 16: 58.6%; FY 17: 53.5% FY 18: 53.0%; Q2 19: 51.5%
Return Ratios	~ 1.50% RoA by 2020	FY 16 : 0.98%; FY 17: 1.08% FY 18: 1.21%; Q2 19: 1.26%

# Key Initiatives of Vision 2020



## Technology

### Leveraging technology to acquire, engage and service clients

*API banking, Abacus (Digital savings account); Fintech Partnerships (Moneytap, Zeta) ; Credit card partnerships (Bajaj Finserv, Book My Show, ET Money, Paisa Bazaar)*



## Distribution

### Enhancing distribution through a combination of owned branches, and BCs

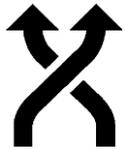
*268 own branches, 900 BC branches (including 213 Banking Outlets) serve over 5.3 Mn customers pan-India*



## Platforms

### Creation of Transaction and Payment platforms that leverage changes in ecosystem driven by Aadhaar, UPI, IndiaStack, GST etc.

*AEPS and UPI based mobile apps allow customers to transact through low cost channels  
Better availability of data for underwriting in case of retail and MSME businesses*



## Cross-sell

### Enhancing cross-sell across all businesses

*Strong analytics teams in place to analyze data to enhance cross sell and customer targeting*



## Mass Banking

### Increase presence in 'Mass Banking' - internal efforts, partnerships and acquisitions

*Extending network to individual loans in rural areas and offering deposits, insurance, DBT and remittance services*

*Pilot partnership underway in affordable housing*

# Our Fundamentals Have Resulted in Consistent Strong Performance

## Guiding Principles

*1. Focus on Effective Risk Management and Asset Quality*

*2. Prudent and profitable growth*

*3. Customer-centric and relationship approach*

*4. Focus on Operational Quality and Scalability*

*5. Leveraging Partnerships and Technology for Creating Customer Centric / Multi-channel Solutions*



## Key Pillars

**Robust corporate governance framework and processes**

**Broad Based Shareholder and Strong Capital Base**

**Professional and experienced management team**

**Eminent Board of Directors**



# Financial Performance

# Strong Profitability Momentum Continues

Parameter	Q2 19	Q2 18	YoY	Q1 19	QoQ	H1 19	H1 18
Net Interest Income	593	420	41%	553	7%	1,146	799
Other Income	333	241	38%	326	2%	659	498
Net Total Income	926	661	40%	879	5%	1,805	1,297
Operating Profit	449	303	48%	432	4%	881	615
Net Profit	205	151	36%	190	8%	395	292

Parameter	Q2 19	Q2 18	Q1 19	H1 19	H1 18
Other Income/Total Income	36.0%	36.5%	37.1%	36.5%	38.4%
Cost/Income	51.5%	54.2%	50.8%	51.2%	52.6%
Net Interest Margin	4.1%	3.7%	4.0%	4.1%	3.6%
Credit Cost/Advances (bps)*	26	22	25	51	52
RoA	1.26%	1.19%	1.26%	1.26%	1.19%
RoE	11.6%	10.5%	11.2%	11.4%	11.5%

\* Not Annualized

# Strong Growth in Business; Asset Quality Remains Stable

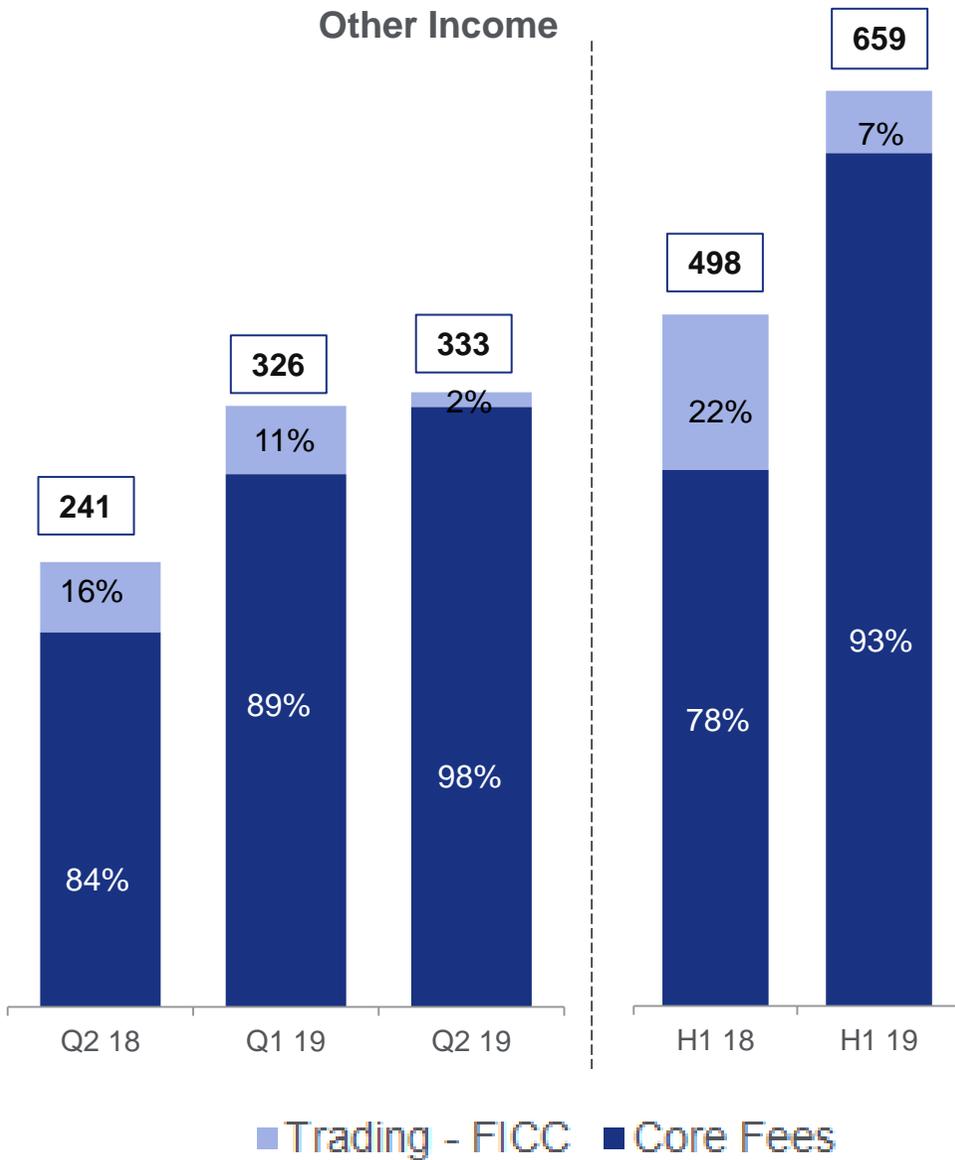
Parameter	September 30,2018	September 30,2017	YoY
Advances	45,873	33,576	37%
Deposits	47,790	36,569	31%
Investment	13,749	13,296	3%

Parameter	September 30,2018	September 30,2017	June 30,2018
CASA	24.5%	23.7%	24.4%
GNPA	1.40%	1.44%	1.40%
NNPA	0.74%	0.78%	0.75%
Total Stressed Assets	1.47%	1.85%	1.50%
PCR	61.5%	58.3%	60.4%
CRAR*	13.7%	16.6%	14.6%

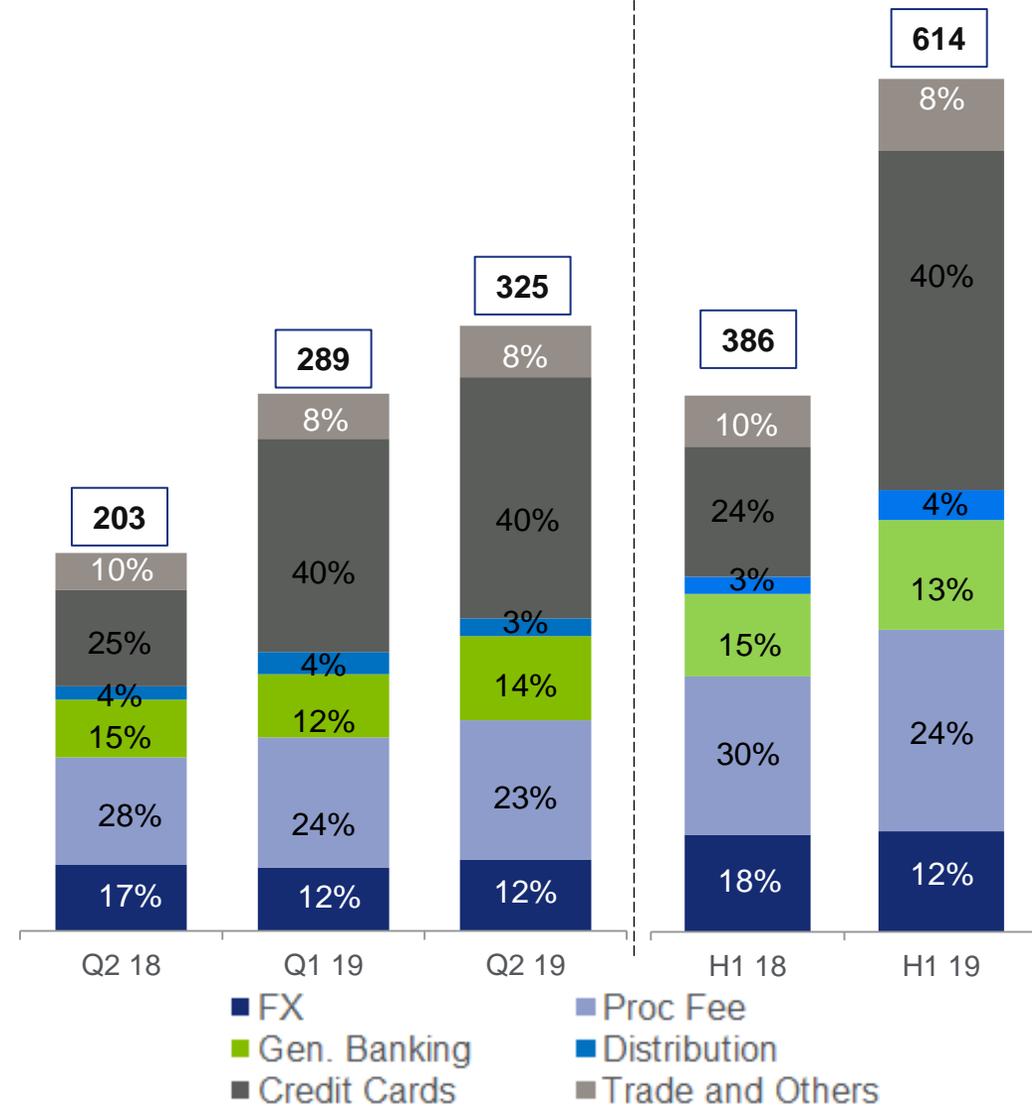
\* including interim profits

# Well Diversified Other Income Profile; Rising Core Fee Income

## Other Income

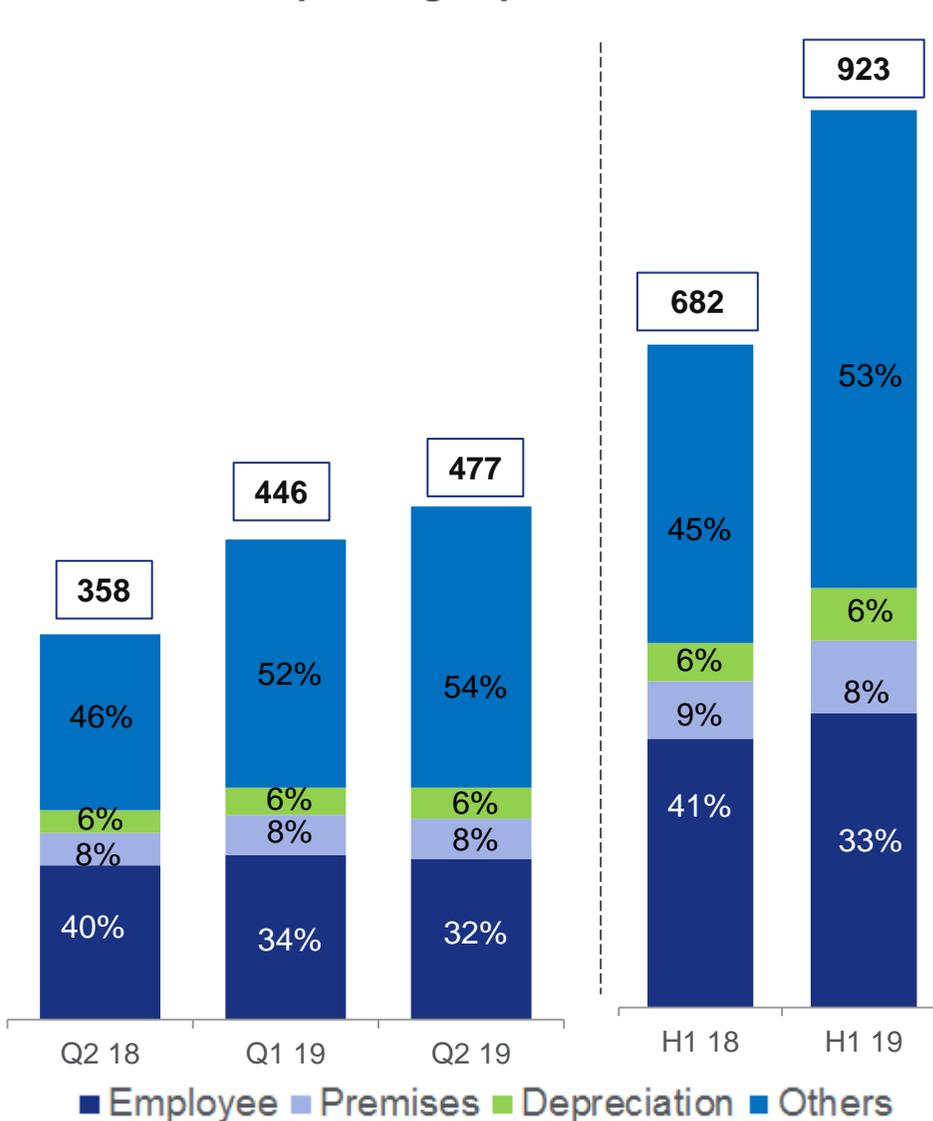


## Core Fee Income Breakup

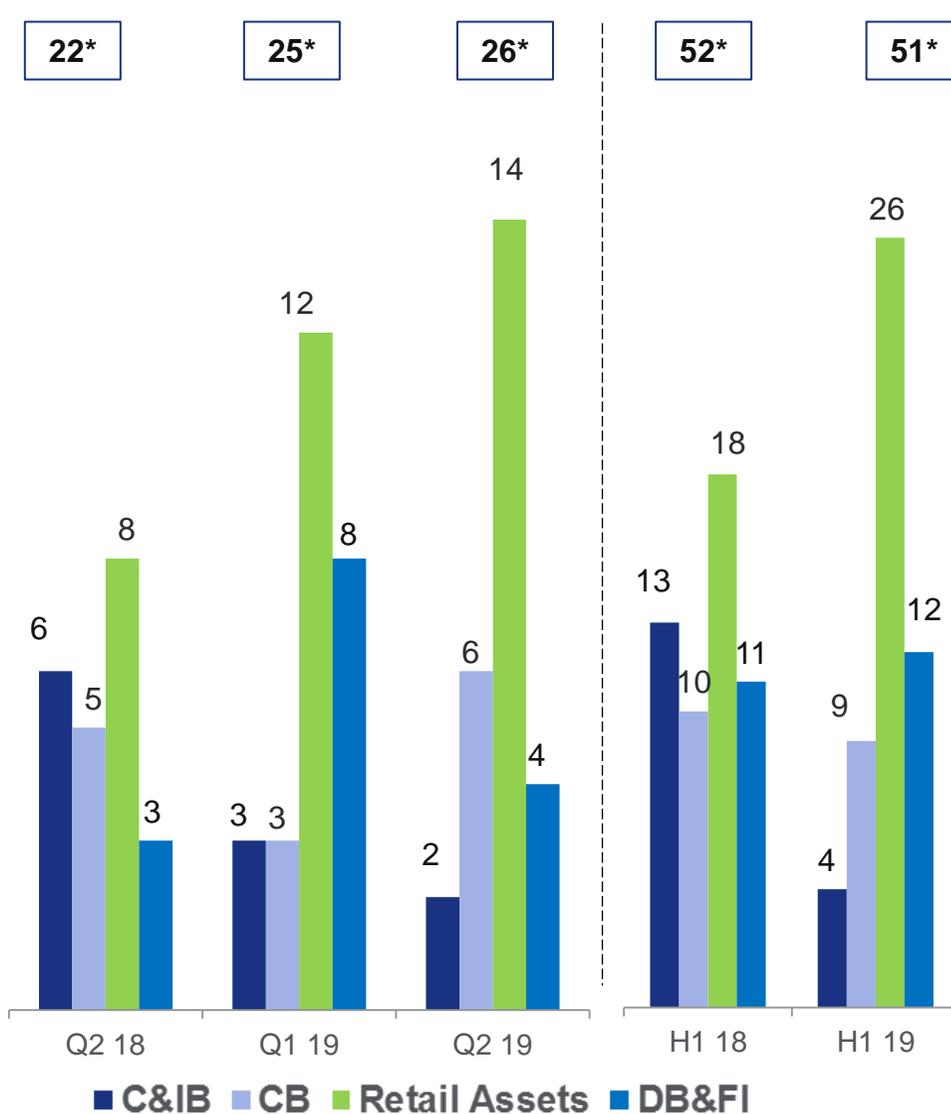


# Cost Increase Driven by Business Expansion; Range Bound Credit Costs

## Operating Expenses



## Net Credit Cost by Business (bps)



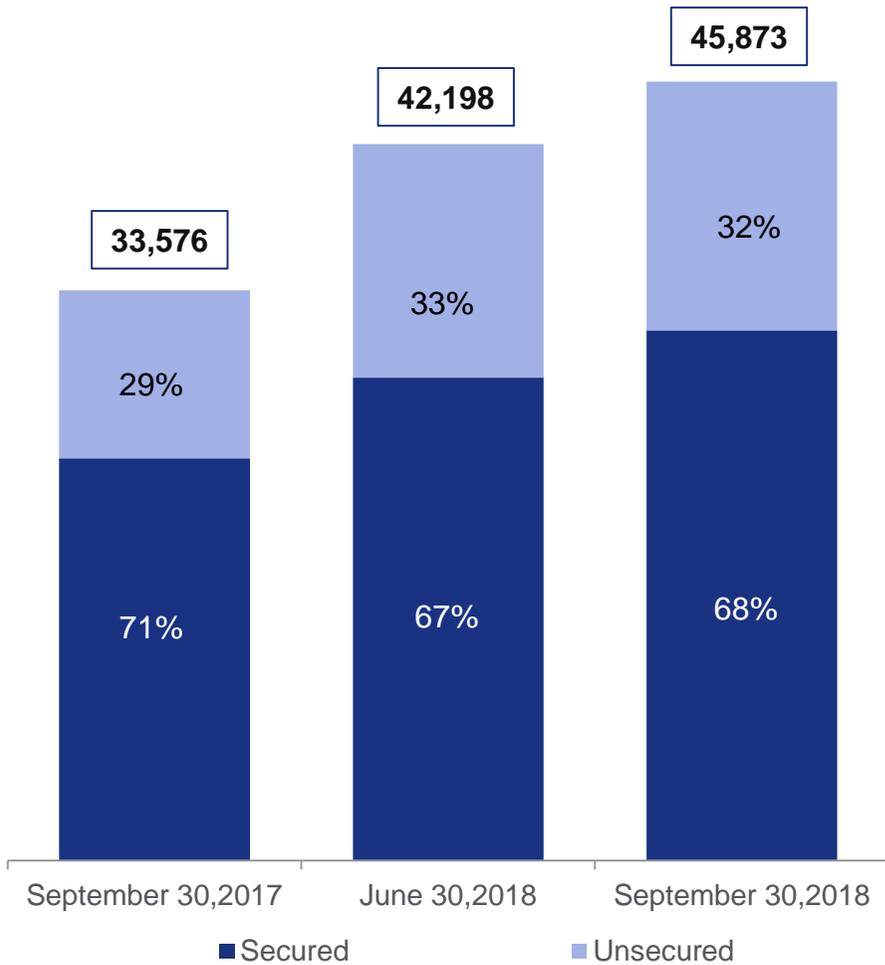
# Changing Advances Mix Helping NIMs

	September 30,2018	September 30,2017	YoY	Yield H1 19	Proportion
<b>C&amp;IB</b>	18,826	13,895	35%	8.63% (9.05%)	59%
<b>CB</b>	8,303	6,528	28%		
<b>Wholesale</b>	27,129	20,423	33%	14.10% (13.31%)	41%
<b>Retail Assets</b>	12,407	8,539	45%		
<b>DB &amp; FI</b>	6,337	4,614	37%		
<i>Micro-banking</i>	3,917	2,533	55%		
<i>IFI</i>	1,669	1,616	3%		
<i>MSME</i>	751	465	62%		
<b>Non-Wholesale</b>	18,744	13,153	43%		
<b>Total</b>	45,873	33,576	37%		

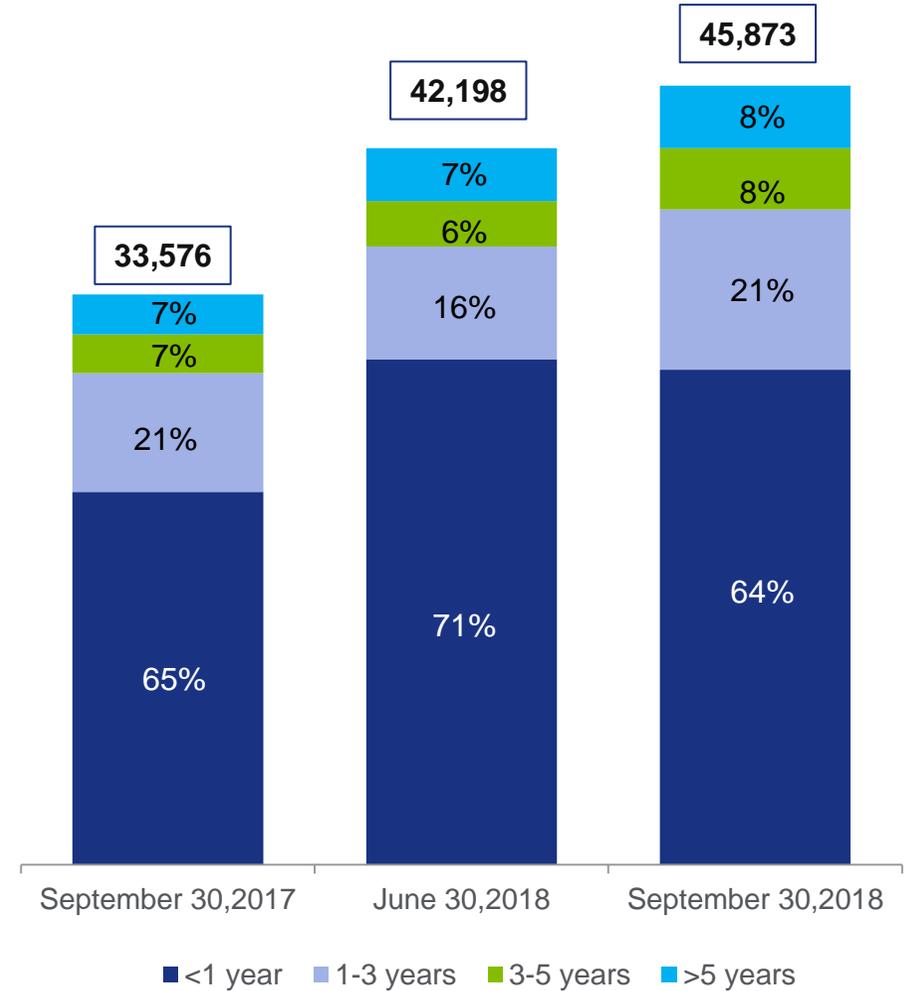
H1 18 yields in brackets

# Diversified Loan Portfolio

Break up of advances - Secured/Unsecured



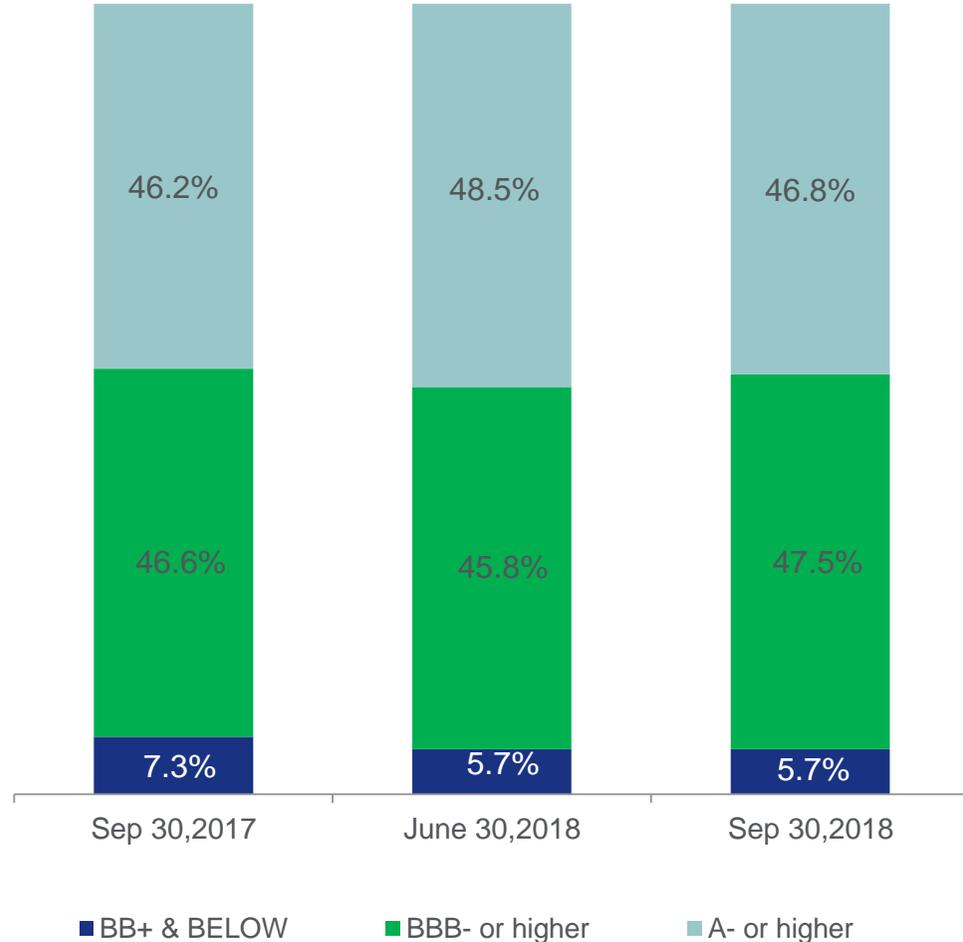
Tenor of Advances



# Stable Internal Borrowers' Rating Profile

Breakup of internal rated exposures\*

	Sep 30,2017	June 30,2018	Sep 30,2018
<b>AAA, AA+,AA</b>	8.0%	8.0%	6.0%
<b>AA-</b>	6.9%	6.7%	7.5%
<b>A+/A</b>	14.0%	14.2%	14.1%
<b>A-</b>	17.3%	19.7%	19.2%
<b>BBB+, BBB</b>	23.4%	21.2%	23.0%
<b>BBB-</b>	23.1%	24.6%	24.5%
<b>BB+</b>	6.3%	4.9%	4.9%
<b>BB &amp; BELOW</b>	0.9%	0.8%	0.8%



\* Borrower ratings, not facility ratings; Based on internal ratings

# Diversified Industry Mix

## Top 10 Industry \*

Industry	Outstanding Loan Exposure	FB-NFB Split	% of Total
Retail / Distribution	3,686	78:22	6.0%
Construction	3,519	38:62	5.7%
Engineering	2,773	56:44	4.5%
NBFC (ex. HFC)	2,607	90:10	4.3%
Real Estate	2,287	93:7	3.7%
Professional Services	2,178	88:12	3.6%
Pharma	2,175	87:13	3.5%
Power	2,173	57:43	3.5%
Metals	1,964	53:47	3.2%
MFI	1,170	100:0	1.9%

\* As of September 30, 2018; based on actual o/s

## Non Fund Based Book

Particulars	September 30,2018	September 30,2017	June 30,2018
Guarantees	10,101	8,849	9,811
Letter of Credit, Acceptances, Endorsement and other Obligations	4,745	1,986	3,156

# Asset Quality Continues to Remain Strong

	Quarter Ended		
	September 30, 2018	June 30, 2018	September 30, 2017
Movement of Gross NPAs			
Opening Balance	596	567	458
(+) Additions during the period	142	148	92
(-) Upgrade	2	0	0
(-) Recoveries	27	57	38
(-) Write Offs	65	61	25
Closing Balance	645	596	487
Gross NPA (%)	1.40%	1.40%	1.44%
Net NPA	339	316	261
Net NPA (%)	0.74%	0.75%	0.78%
Provisioning Coverage Ratio (PCR) (%)	61.45%	60.41%	58.27%
Slippage Ratio	0.34%	0.37%	0.30%
Restructured %	0.07%	0.10%	0.41%
Total Stressed Assets%	1.47%	1.50%	1.85%

- Security Receipts as a percentage of total advances at 0.06%
- No ARC sale for the quarter

## — Gross NPA by business segment —

Business segment	September 30, 2018	June 30, 2018	September 30, 2017
C&IB	92.1	92.3	102.8
% of total advances	0.20%	0.22%	0.30%
CB*	255.1	218.7	127.9
% of total advances	0.55%	0.51%	0.38%
Retail Assets	200.7	167.5	125.8
% of total advances	0.43%	0.39%	0.37%
LAP	28.9	30.6	25.4
BIL	25.4	32.3	18.6
PIL	16.6	15.9	7.7
Cards	39.9	33.3	15.8
Agri	68.0	39.0	22.1
Others	22.0	16.4	36.2
DB&FI	97.0	117.4	130.7
% of total advances	0.21%	0.28%	0.39%
<b>Total</b>	<b>645.0</b>	<b>595.9</b>	<b>487.2</b>
<b>Total (%)</b>	<b>1.40%</b>	<b>1.40%</b>	<b>1.44%</b>

\* CB includes agri value chain

# Capital Adequacy - Well Capitalized to Support Growth

Particulars	September 30,2018	September 30,2017	June 30,2018
Tier 1 Capital Funds*	6,969	6,242	6,728
Tier 2 Capital Funds	712	900	731
<b>Total Capital Funds</b>	<b>7,681</b>	<b>7,142</b>	<b>7,459</b>
<b>Total RWA</b>	<b>55,867</b>	<b>43,137</b>	<b>51,219</b>
Tier 1 CRAR*	12.5%	14.5%	13.1%
<b>Total CRAR*</b>	<b>13.7%</b>	<b>16.6%</b>	<b>14.6%</b>
RWA/Total Assets	83.2%	82.8%	81.9%

\* CRAR and Tier 1 Capital Funds for interim financial periods has been computed after adding interim profit for better comparison

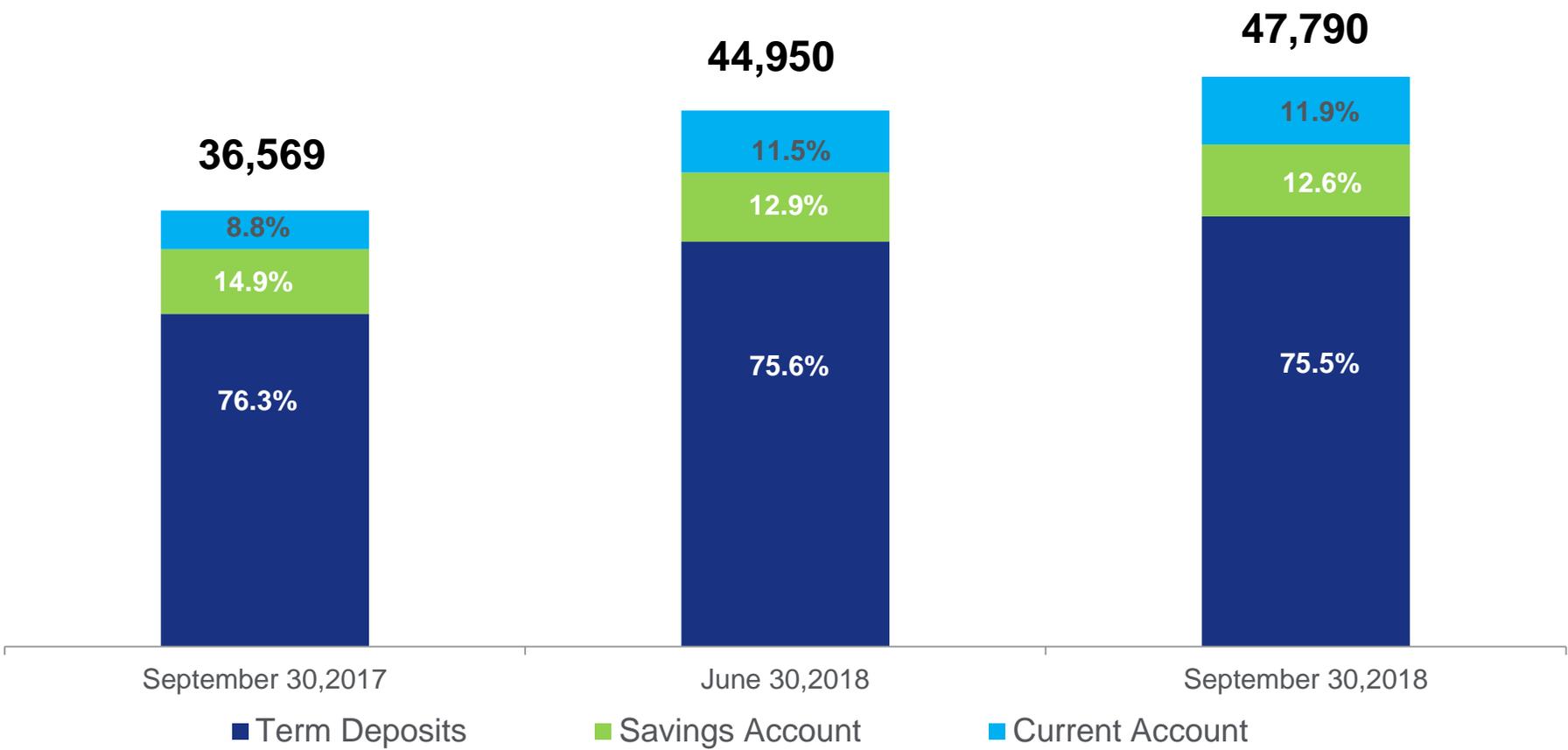
# Sustained Growth in Deposits, Led by CASA

**35% yoy growth in CASA, while total deposits grew by 31% yoy**

**CASA : 23.7%**  
**CASA : 8,655**

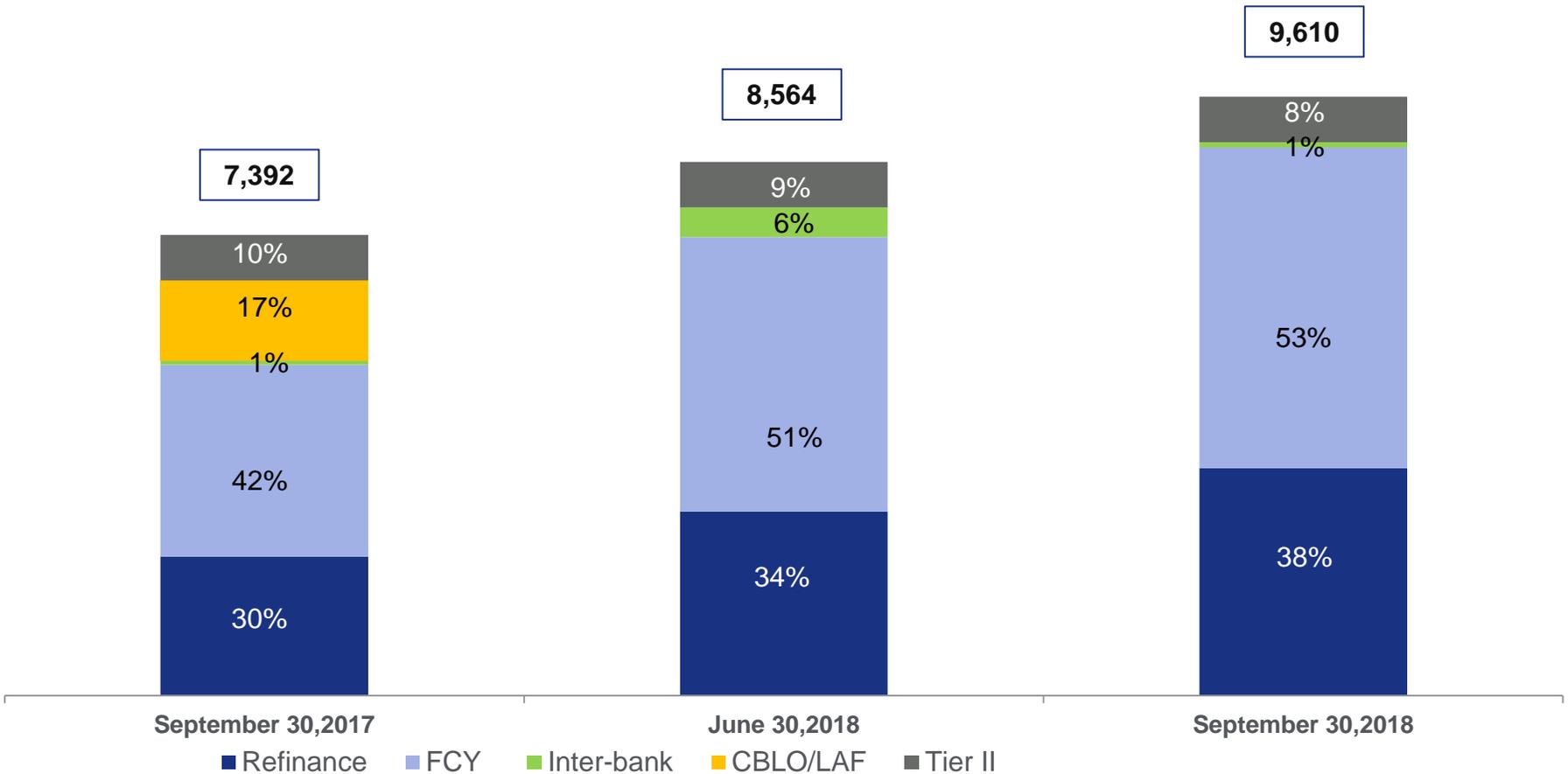
**CASA : 24.4%**  
**CASA : 10,975**

**CASA : 24.5%**  
**CASA : 11,712**



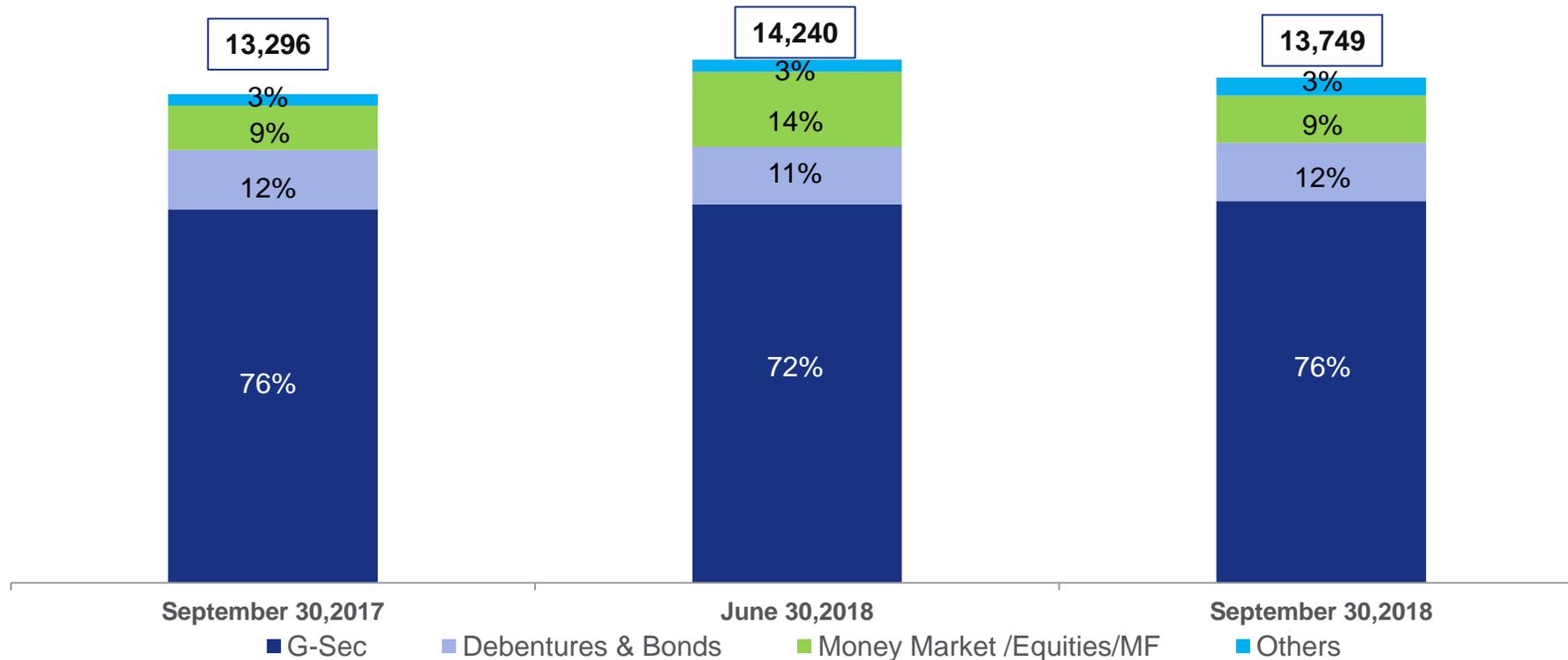
# Diversified Borrowing Streams

## Borrowing Breakup



Average contractual maturity of 3+ years

## Investment Breakup



## Yield

Yield	Q2 19	Q2 18	Q1 19	H1 19	H1 18
Total Investments	7.4%	7.4%	7.3%	7.3%	7.6%
SLR	7.4%	7.4%	7.4%	7.4%	7.5%
Non SLR	9.6%	10.2%	9.1%	9.3%	10.1%

# NIM Improvement Helped by Increasing Yields

## Pre-IPO

	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16
Yield on Advances	10.9%	12.6%	13.1%	12.9%	12.3%	11.7%
Cost of Funds	5.8%	8.3%	9.6%	9.4%	8.4%	7.6%
Cost of Deposits	5.8%	8.1%	8.9%	8.8%	8.3%	7.7%

## Post Listing Performance

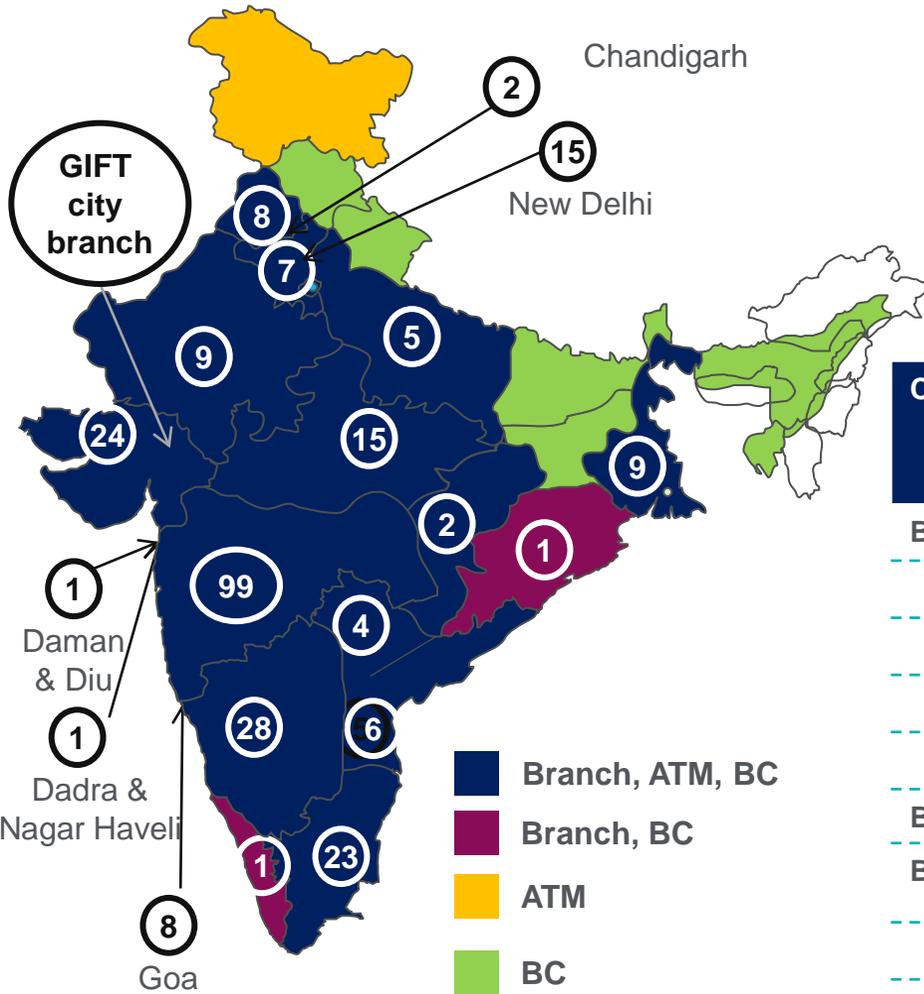
	Q3 17	Q4 17	Q1 18	Q2 18	Q3 18	Q4 18	Q1 19	Q2 19
Yield on Advances	11.3%	10.8%	10.6%	10.6%	10.4%	10.5%	10.8%	10.9%
Cost of Funds	6.9%	6.7%	6.5%	6.4%	6.2%	6.2%	6.4%	6.4%
Cost of Deposits	7.0%	6.8%	6.7%	6.6%	6.4%	6.5%	6.6%	6.7%



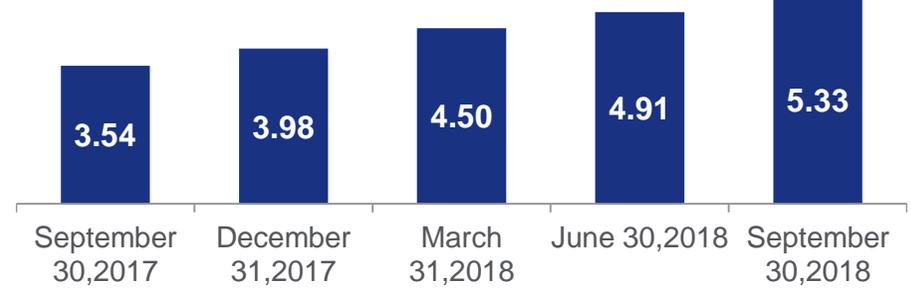
# Distribution Network

# Our Growing, Multi-Layered Distribution Network

## Locations



## Customers (Mn.)



## Channel Breakup

Channels	Number of transaction points		
	September 30, 2018	June 30, 2018	September 30, 2017
<b>Branches</b>	268	266	246
<i>Metro</i>	93	93	83
<i>Urban</i>	44	43	41
<i>Semi-urban</i>	76	76	67
<i>Rural</i>	55	54	55
<b>Banking Outlets (BOs)</b>	213	199	171
<b>BC Branches (incl. BOs)</b>	900	847	677
<i>Of which Swadhaar</i>	375	348	242
<b>ATMs</b>	382	369	388

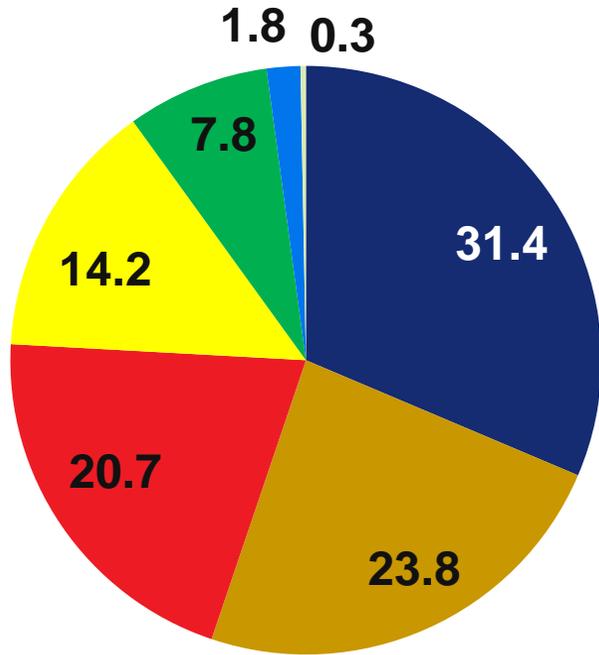
Figures in circles refer to number of branches in given state/union territory



# Shareholding Pattern & Ratings

# Diversified Shareholding & Strong/Improving Rating Profile

— Shareholding by category (%) —



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

Total Foreign holding – 39.8%.  
Approved limit – 74%

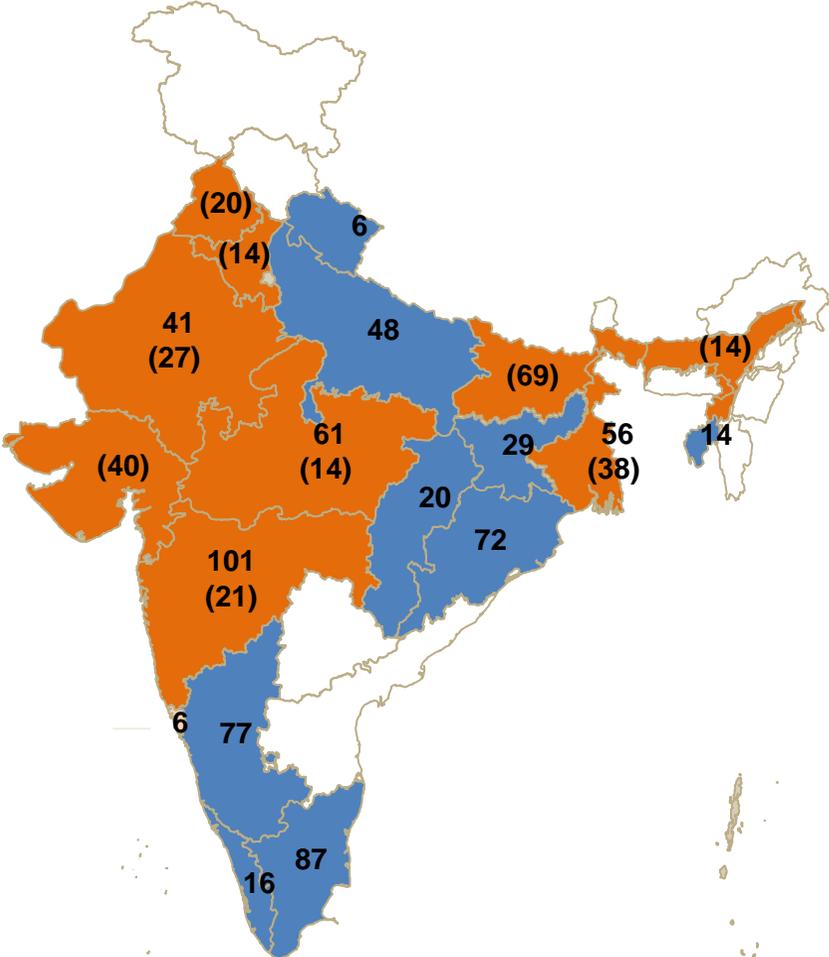
— Ratings —

Instrument	Rating
Basel III compliant Tier II bonds	ICRA AA- hyb (Stable) CARE AA- (Stable)
Certificate of Deposits	ICRA A1+
Medium term fixed deposit programme	ICRA MAA (Stable)
Short term fixed deposit programme	ICRA A1+



# Microbanking Update

# Microbanking Distribution Network

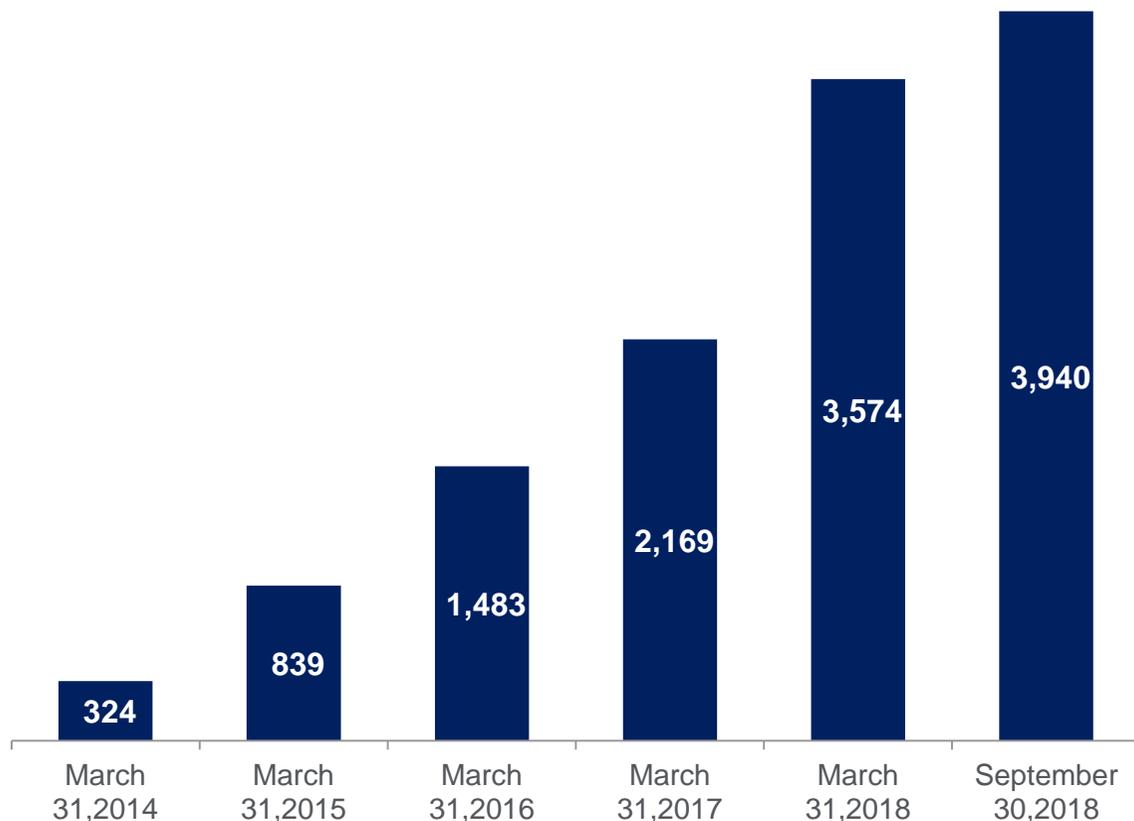


State Name	% of Portfolio
Bihar	15%
Tamil Nadu	15%
Maharashtra	13%
Karnataka	10%
Odisha	8%
Rajasthan	6%
Madhya Pradesh	5%
Gujarat	5%
West Bengal	5%
Jharkhand	4%
Punjab	3%
Haryana	2%
Chhattisgarh	2%
Uttarakhand	2%
Assam	1%
Kerala	1%
Goa	1%
Uttar Pradesh	1%
Tripura	1%
Grand Total	100%

Figures in brackets refers to branches of Swadhaar

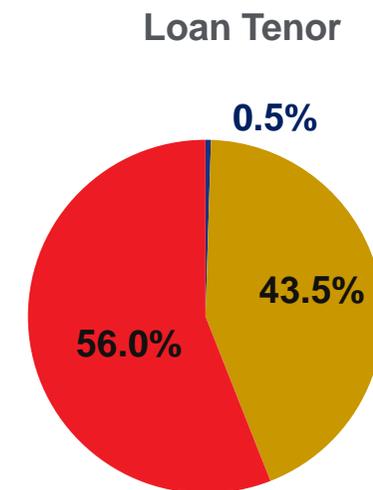
# Microbanking - Portfolio Growth

In Rs. crores



- Post Jan 2017 – 90+DPD : 0.33
- 2.19 Mn active loan accounts

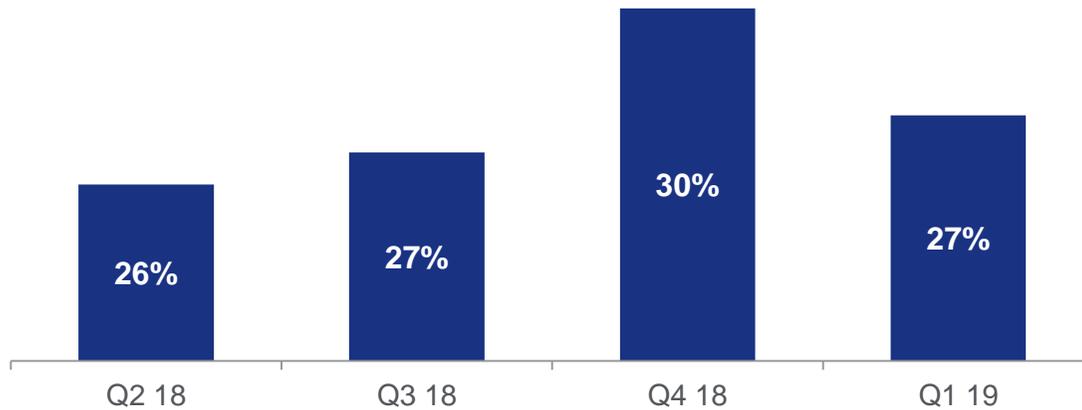
Portfolio Mix	September 30, 2018
Pre-Jan 2017	2.3%
Post Jan 2017	97.7%



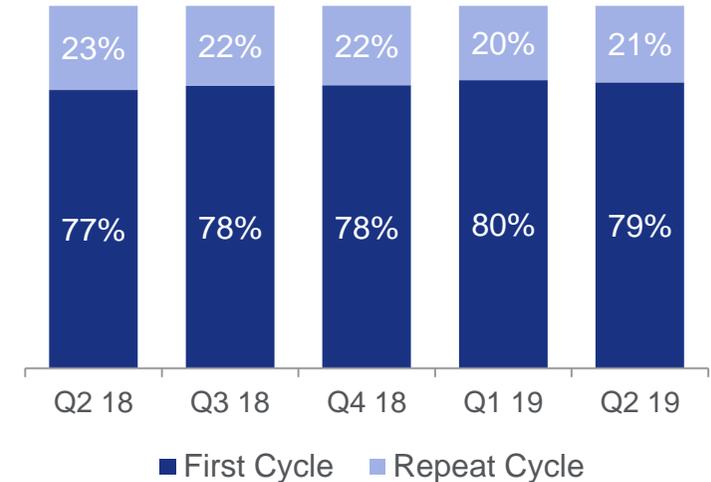
■ 12 months ■ 18 months ■ 24 months

# Microbanking - Through The Door Mix

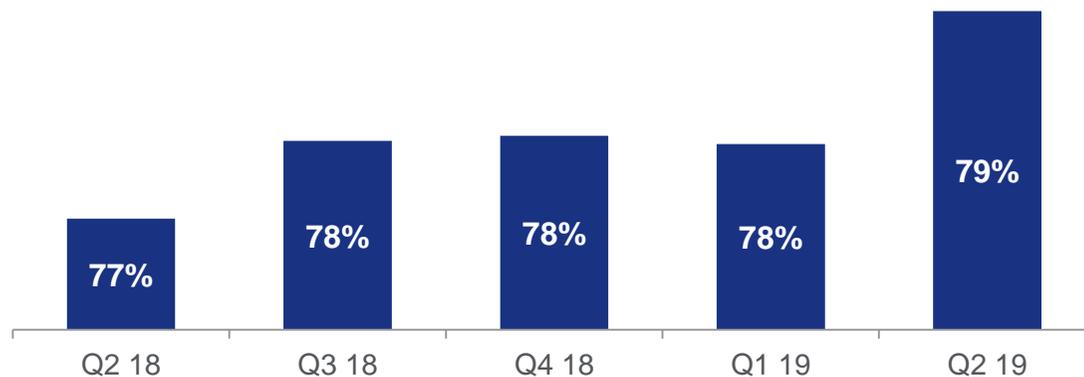
## Bureau Rejection Rate



## Borrowing Cycle with RBL Bank

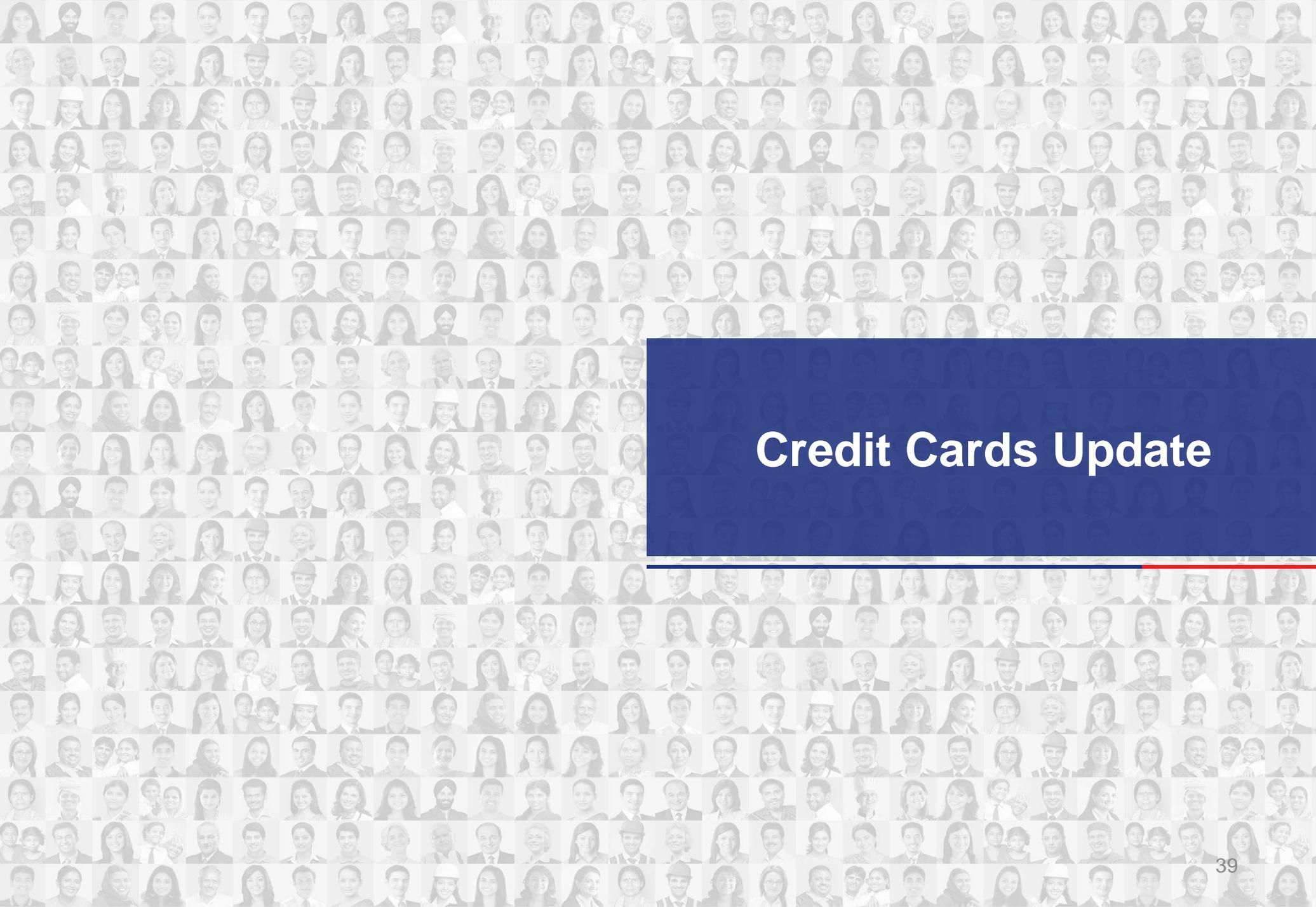


## Hit Rate



- Growth in volumes through new customers from newer geographies (eastern and northern India)
- At application stage, Bureau penetration stable at 78%, new to credit still around 22%
- Rejection rates not seeing any significant increase on account of new geographies & state level caps

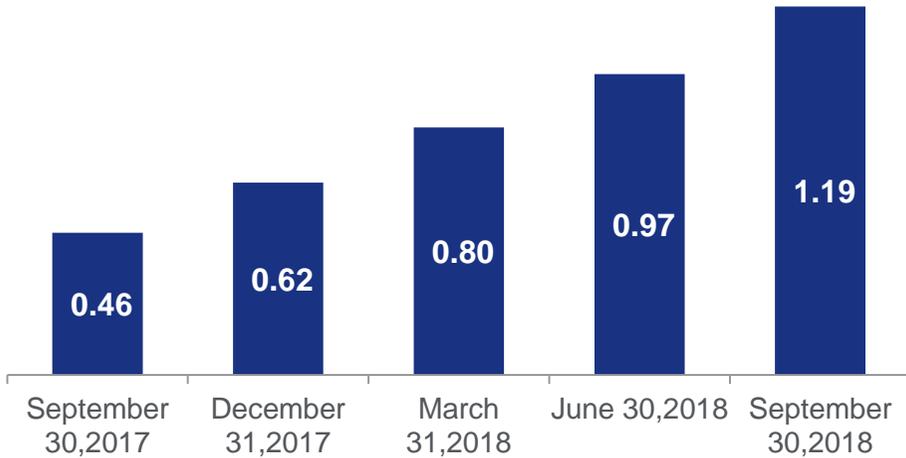
^ Hit Rate= % of loan application with matching records with Credit Bureau



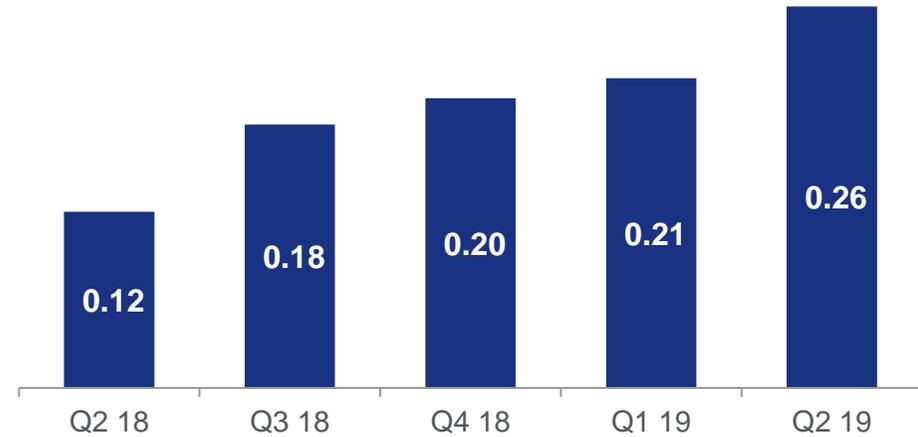
# Credit Cards Update

# Credit Card Base Increasing Steadily

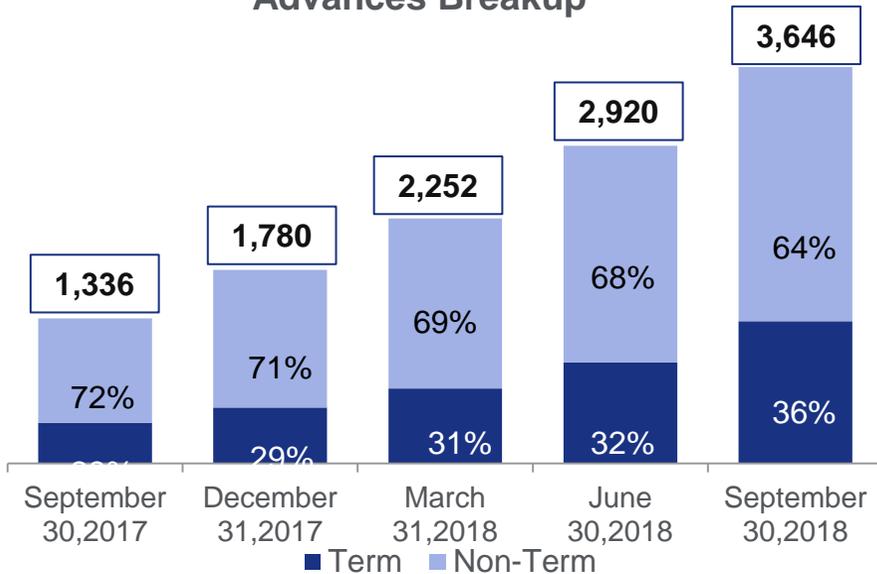
## Cards in Force ( In Mn)



## Card Additions ( In Mn)



## Advances Breakup



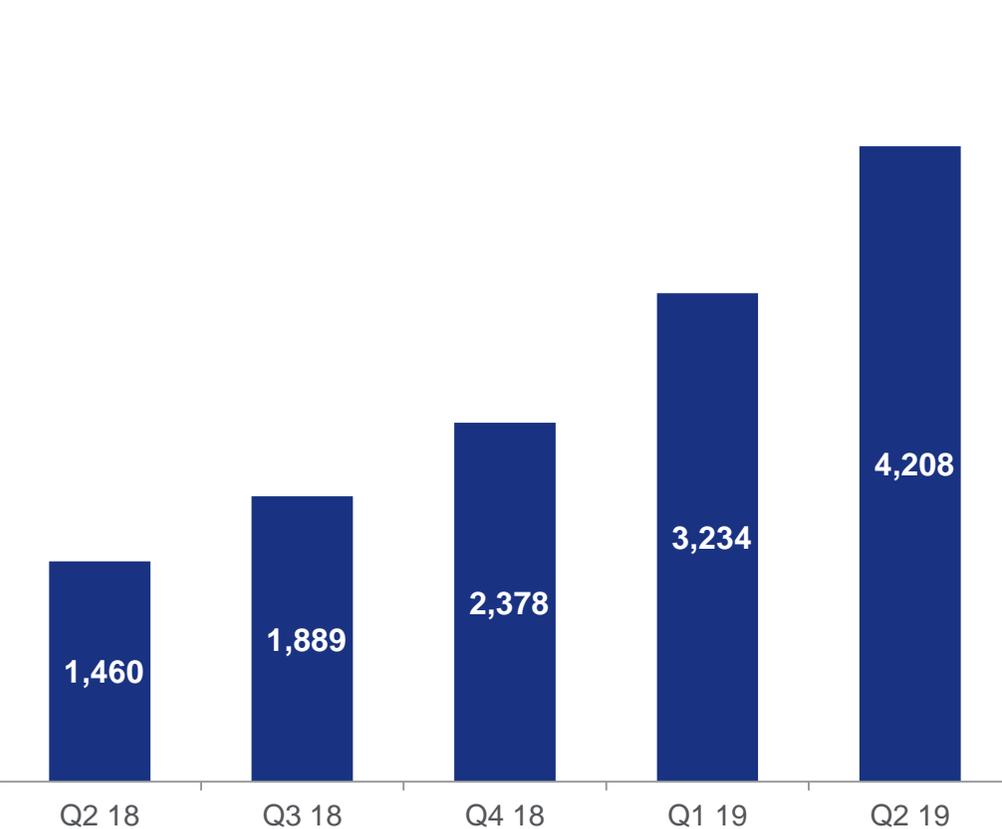
## Customer Metrics

Key Metrics	September 2018
Retail Spend Per Card*	Rs. 9,452
Balance per Card	Rs. 31,197
Fee Income (as % of revenue)	42%
Geographical Concentration ( Top 8 Cities vs. Others)	69% : 31%

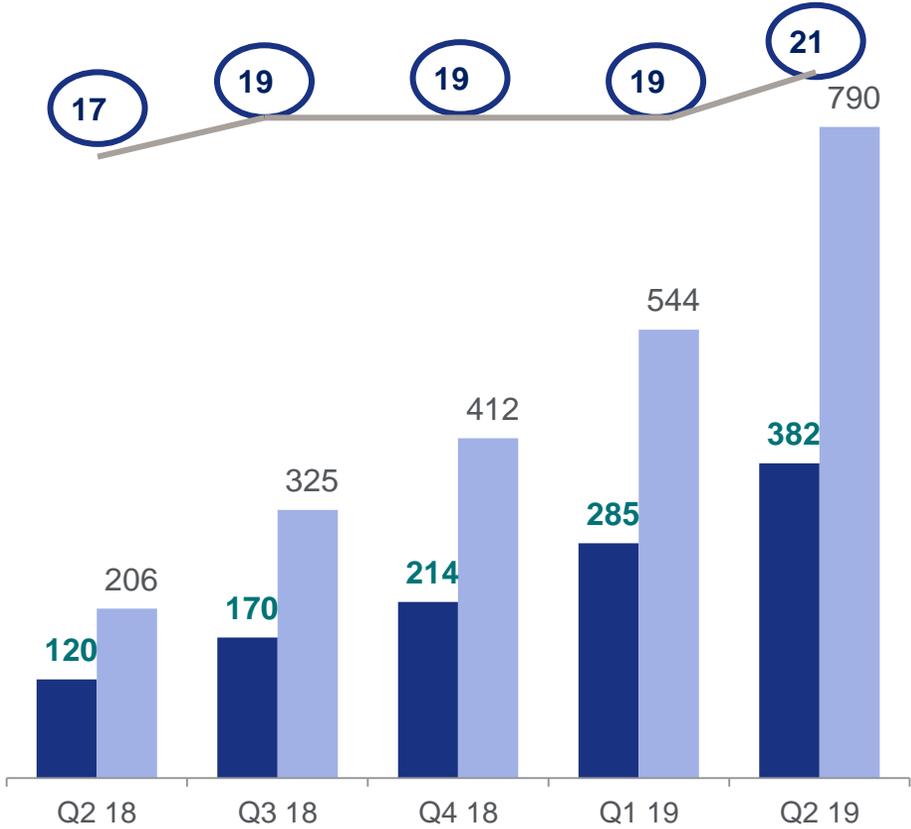
\* Does not include corporate card spends

# Credit Cards - Sticky Customer Spends

Total Spends (In Rs crore)



Consumer Loans



■ No. of Loans ('000)   
 ■ Loans Booked (Rs. Crore)  
 Average Ticket Size (Rs. '000)

**Conversion Of Spends Into Consumer Loans Provides Stability to Portfolio**



# Annexures

# Board of Directors



**Mr. Vishwavir Ahuja**

*Managing Director and CEO*

*Previously, Managing Director & Country Executive Officer of Bank of America for Indian Sub-continent*



**Mr. Prakash Chandra**

*Non – Executive 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*



**Mr. Jairaj Purandare**

*Independent Director*

*Previously, Regional Managing Partner of PWC*



**Mr. Palepu Sudhir Rao**

*Independent Director*

*Currently, associated with a Number of Corporates including Aditya Birla Money Ltd and Radhakrishna Foodland Pvt Ltd*



**Ms. Rama Bijapurkar**

*Independent Director*

*Wide Experience in Market Research, Market Strategy and Management Consulting*



**Mr. Sivanandhan Dhanushkodi**

*Independent Director*

*Currently, Part-Time Security Advisor to RBI*

*Previously, Director General of Police, Maharashtra*



**Mr. Ishan Raina**

*Independent Director*

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



**Mr. Vijay Mahajan**

*Non-Executive Director*

*Previously, Founder of Basix Social Enterprise Group*

# Professional and Experienced Leadership Team



**Mr. Vishwavir Ahuja**

*Managing Director and CEO*

*Managing Director & Country Executive Officer of Bank of America for Indian Sub-continent from 2007-2009*

(35)



**Mr. Rajeev Ahuja**

*Executive Director*

*Previously, associated with Citibank India, Bank of America, India and Bankers Trust Company*

(31)



**Mr. R. Gurumurthy**

*Head – Risk & 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*

(32)



**Mr. Andrew Gracias**

*Head - Financial Markets*

*Previously, associated with Bank of America and UBS*

(22)



**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*

(31)



**Mr. Jaideep Iyer**

*Head - Strategy*

*Previously, Group President and Deputy CFO – Yes Bank*

(20)



**Mr. Harjeet Toor**

*Head - Retail, Inclusion and Rural Business, Credit Cards, Retail and MSME Lending*

*Previously, associated with Bank of America, ABN AMRO Bank and Fullerton India Credit Company*

(23)



**Mr. Vincent Valladares**

*Head - Commercial Banking*

*Previously, Middle East Head – Commercial Banking, Citibank*

(20)



**Mr. Surinder Chawla**

*Head – Geography, Branch and Business Banking*

*Previously, associated with Standard Chartered Bank, ABN Amro Bank and HDFC Bank*

(25)



**Ms. Shanta Vallury Gandhi**

*Head - HR, CSR & Internal Branding*

*Previously, Vice President of Acquisitions and Partnerships Division in American Express Bank Ltd (Gurgaon)*

(25)

Figures in brackets are years of work experience in financial services

# Professional and Experienced Leadership Team (Contd.)



**Mr. Ramnath Krishnan**  
*Chief Risk Officer*  
*Previously, Country Chief Risk Officer , HSBC Malaysia Berhad*  
(31)



**Mr. Shrinath Bolloju**  
*Chief Operations Officer*  
*Previously, Global Head Securities Transformation – Deutsche Bank Singapore*  
(25)



**Mr. Ujwal George**  
*Chief of Staff and Head of Transformation*  
*Previously, associated with Abu Dhabi Commercial Bank and Barclays Bank*  
(23)



**Mr. Bhavtaran Singh (Sunny) Uberai**  
*Head – Client Services*  
*Previously, associated with ABN Amro Bank and Arete Financial Partners, Singapore*  
(32)



**Mr. Mohit Kapoor**  
*Head - Legal*  
*Previously, associated with Hewitt Associates, Max New York Life, Citibank India*  
(25)



**Ms. Neeta Mukerji**  
*Chief Credit Officer*  
*Previously, associated with ICICI Bank, Asset Reconstruction Company (India) and GE Capital*  
(28)



**Mr. Sankarson Banerjee**  
*Chief Information Officer*  
*Previously, Chief Technology Officer , National Stock Exchange*  
(23)

Figures in brackets are years of work experience in financial services

# Profit & Loss Statement

Particulars	Q2 19	Q2 18	Q1 19	H1 19	H1 18
<b><u>Income</u></b>					
Interest Earned	1,463	1,091	1,364	2,828	2,134
Interest Expended	870	671	812	1,682	1,336
Net Interest Income	593	420	553	1,146	799
Other Income	333	241	326	659	498
<b>Total Income</b>	<b>926</b>	<b>661</b>	<b>879</b>	<b>1,805</b>	<b>1,297</b>
<b><u>Expenditure</u></b>					
Operating Expenses	477	358	446	923	682
Employee Cost	151	144	153	304	277
Premises Cost	38	30	37	75	59
Depreciation	29	21	26	54	40
Other Operating Expenses	260	163	231	490	307
<b>Operating Profit</b>	<b>449</b>	<b>303</b>	<b>432</b>	<b>881</b>	<b>615</b>
<b>Provisions</b>	<b>140</b>	<b>75</b>	<b>140</b>	<b>280</b>	<b>169</b>
On advances	109	66	101	210	157
On others	31	9	39	70	12
<b>Profit Before Tax</b>	<b>309</b>	<b>228</b>	<b>292</b>	<b>601</b>	<b>445</b>
<b>Tax</b>	<b>105</b>	<b>78</b>	<b>102</b>	<b>207</b>	<b>153</b>
<b>Profit After Tax</b>	<b>205</b>	<b>151</b>	<b>190</b>	<b>395</b>	<b>292</b>

# Balance Sheet Statement

Particulars	September 30,2018	June 30,2018	September 30,2017
<b><u>Liabilities</u></b>			
Capital	431	421	416
Reserves and Surplus	6,609	6,469	5,877
Deposits	47,790	44,950	36,569
Borrowings	9,610	8,564	7,392
Other Liabilities	2,716	2,159	1,872
<b>Total</b>	<b>67,156</b>	<b>62,563</b>	<b>52,125</b>
<b><u>Assets</u></b>			
Cash & Balances with RBI	3,576	2,854	1,696
Balances with other banks	1,318	1,188	1,870
Investments (Net)	13,749	14,241	13,296
Advances (Net)	45,873	42,198	33,576
Fixed and Other Assets	2,640	2,082	1,686
<b>Total</b>	<b>67,156</b>	<b>62,563</b>	<b>52,125</b>

# Our Recent History

Particulars	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16	FY 17	FY 18	H1 19
Net Worth	1,075	1,131	1,594	2,012	2,224	2,960	4,242	6,546	6,848
Deposits	2,042	4,739	8,341	11,599	17,099	24,349	34,588	43,902	47,790
Advances (Net)	1,905	4,132	6,376	9,835	14,450	21,229	29,449	40,268	45,873
Investments (Net)	892	2,334	5,571	6,518	9,792	14,436	13,482	15,448	13,749
Net Profit	12	66	92	93	207	292	446	635	395
CRAR (%)	56.4	23.2	17.1	14.6	13.1	12.9	13.7	15.3	13.7
Gross NPA (%)	1.12	0.80	0.40	0.79	0.77	0.98	1.20	1.4	1.4
Net NPA (%)	0.36	0.20	0.11	0.31	0.27	0.59	0.64	0.78	0.74
Business per employee	4.4	6.7	7.9	7.7	9.1	11.8	13.1	15.9	16.9
No. of employees	907	1,328	1,859	2,798	3,465	3,872	4,902	5,300	5,539
Return on Assets (%)	0.53	1.33	1.05	0.66	1.02	0.98	1.08	1.21	1.26
Return on Equity (%)	1.7	5.9	6.73	5.44	9.58	11.32	11.67	10.95	11.30

# Thank you

**Contact us at:**

**[ir@rblbank.com](mailto:ir@rblbank.com)**

**+91-22-4302 0600**

**Please email us your contact details at the above id to get added to our investor relations mailing list**

**Please visit our Investor Relations website – <https://ir.rblbank.com/>**