



Investor Presentation

Q2 FY 25

October 19, 2024



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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
API	Application Programming Interface	MF	Mutual Funds
ATM	Automated Teller Machine	Mn	Million
BC	Business Correspondent	NFB	Non Fund Based
Bps	Basis Points	NIM	Net Interest Margin
BVPS	Book Value Per Share	NNPA	Net Non Performing Assets
C&IB	Corporate & Institutional Banking	NPA	Non Performing Assets
CAGR	Compounded Annual Growth Rate	PCR	Provision Coverage Ratio
CASA	Current Account and Savings Account	Q1	3 month period ended June 30(April 1 - June 30)
CB	Commercial Banking	Q2	3 month period ended September 30(July 1 - September 30)
CBDT	Central Board for Direct Taxes	Q3	3 month period ended December 31(October 1 - December 31)
CC	Credit Card	Q4	3 month period ended March 31(January 1 - March 31)
CEO	Chief Executive Officer	QoQ	Quarter on Quarter
CET1	Core Equity Tier 1	H1	6 month period ended September 30(April 1 - September 30)
Cr	Crore	9M	9 month period ended December 31(April 1 - December 31)
CRAR	Capital to Risk Weighted Assets Ratio	RBI	Reserve Bank of India
CSR	Corporate Social Responsibility	RoA	Return on Assets
FICC	Fixed Income, Currency and Commodity	RoE	Return on Equity
FPI	Foreign Portfolio Investor	RWA	Risk Weighted Assets
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
RBL Finserve	RBL Finserve Ltd.	WCF	Working Capital Finance
RVF	Rural Vehicles Finance		
NM	Not Meaningful		



Financial Results

Highlights for the H1/ Q2 FY25

Improving operating performance..

- Net Interest Income (NII) for H1 FY25 grew 14% YoY to Rs.3,315 crore, NIM was 5.35%; NII for Q2 FY25 grew 9% YoY to Rs. 1,615 crore, NIM was 5.04%
- Other Income for H1 FY25 grew 25% YoY to Rs. 1,733 crore; For Q2 FY25 it grew 32% YoY to Rs. 927 crore
- Operating Profit for H1 FY25 grew 28% YoY to Rs. 1,769 crore; For Q2 FY25 it grew 24% YoY to Rs. 910 crore
- Net Profit grew 2% to Rs. 594 crore; For Q2 FY25 at Rs. 223 crore
- RoA for H1 FY25 at 0.88% and RoE at 7.79%; ROA for Q2 FY25 at 0.64% and ROE at 5.76%

Retail led loan growth

- Advances grew by 15% YoY to Rs. 87,882 crore
- Retail advances grew by 24% YoY to Rs.54,723 crore
- Wholesale advances grew by 3% to Rs.33,160 crore; Commercial Banking (Mid-corporates & SME) grew faster at 17% YoY

Retail Deposit Growth...

- Overall deposits grew by 20% YoY to Rs. 1,07,959 crore; CASA ratio at 33.6%
- Granular Deposits (deposits less than Rs. 3 crore) grew by 22% YoY to Rs.52,223 crore ; accounts for 48.4% of total deposits

Healthy Capital Levels...

- Capital adequacy ratio & CET-1 as of 30th Sep 2024 (including H1 FY25 profits) improved to 15.9% & 14.2% vs 15.6% & 13.8% as of 30th June 2024
- Well capitalized for medium term growth

Asset quality Parameters..

- GNPA down 25 bps YoY to 2.88%, NNPA up 1 bps YoY to 0.79%
- PCR was 72.98%; PCR incl. Technical Write-off was 89.35%
- Credit cost for H1 FY25 at 140 bps; For Q2 FY25 at 80 bps

Key Parameters

Scale



Deposits up 20% YoY to
Rs. 107,959 crore

Advances up 15% YoY to
Rs. 87,882 crore

16.06 mn customers
across segments

Growth Drivers



Retail Assets up 24% YoY;
Comm. Banking up 17% YoY

Granular Deposits up 22%
YoY

~ 1.6 lakh net customers
added in the quarter

Balance Sheet



15.9% CRAR
14.2% CET 1

Avg. LCR for Q2 FY25 at
129%

PCR at 72.98%

Presence



550 branches; 406 ATMs

~1300+ BC Branches

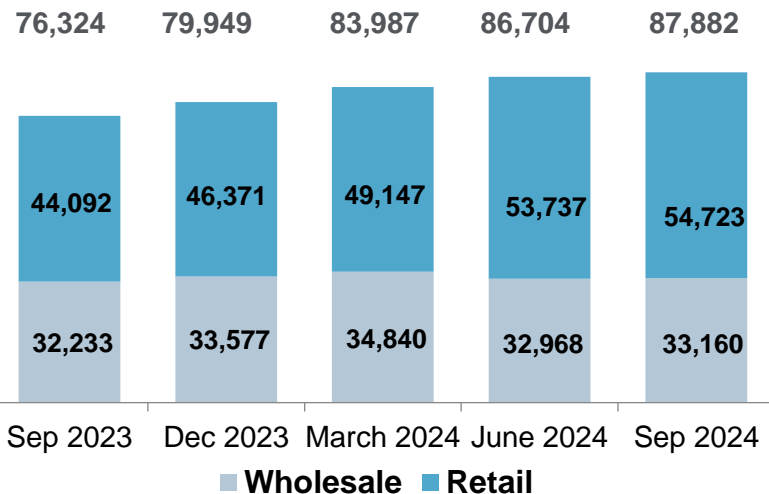
598 districts, servicing
18,000 pincodes

Profit & Loss Statement

Particulars	Q2 FY 24	Q1 FY 25	Q2 FY 25	YoY Growth	QoQ Growth	Remarks
NII	1,475	1,700	1,615	9%	-5%	
NII Excl One off of Income Tax Interest in Q1FY25	1,475	1,631	1,615	9%	-1%	NII impacted by interest reversals from slippages and lower disbursements in microfinance
Yield on Advances	14.03%	14.17%	13.54%			Yields lower QoQ due to interest reversals on slippages
Cost of Deposits	6.21%	6.53%	6.53%			Stable CoD and CoF
Cost of Funds	6.33%	6.63%	6.57%			
NIM %	5.54%	5.67%	5.04%			
Proforma NIM %	5.54%	5.43%	5.04%			Without one off Interest Income in Q1 FY25
Other Income	704	805	927	32%	15%	
<i>Core Fee</i>	678	769	822	21%	7%	Driven by better fee generation across FX, loan fees and credit card spend income
Total Income	2,180	2,505	2,542	17%	1%	
Proforma Total Income without One off of Income Tax Interest	2,180	2,436	2,542	17%	4%	Steady performance at total Income with fee income offsetting fall in NII
Opex	1,448	1,646	1,632	13%	-1%	
Operating Profit	731	859	910	24%	6%	
Proforma Operating Profit	731	790	910	24%	15%	Operating performance has remained steady
Reported Provisions Expense	640	366	618	-3%	69%	
Proforma Provisions Expense (Provisions ex-contingency provision in Q2FY24 and AIF provision reversal in Q1FY25)	388	457	618	59%	35%	Provisions increase driven by higher slippages in credit cards and microfinance. Provisioning in Q2 last year included Rs. 252 crore of contingent provisions still held by the Bank
Reported PBT	91	493	292	222%	-41%	
Proforma PBT	343	334	292	-15%	-13%	

Consistently delivering robust growth...

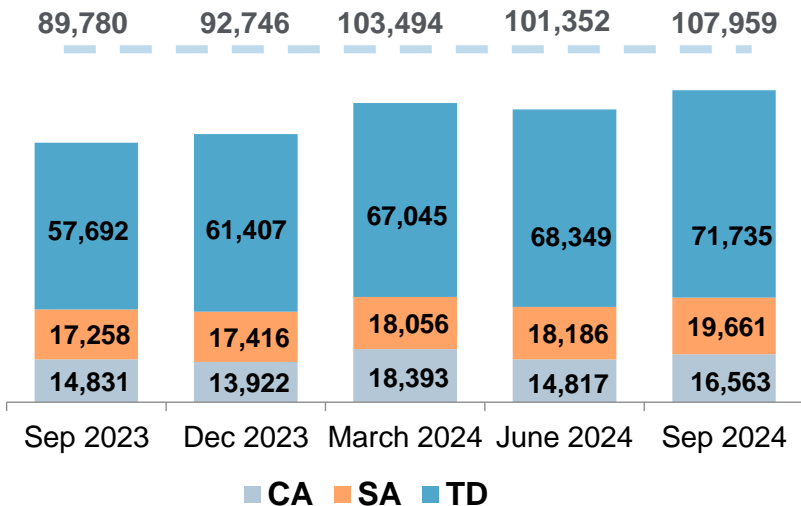
Advances



- HL + Business Loans up by 24% YoY
- RVF up by 58% YoY
- Commercial Banking up by 17% YoY

Sustaining retail advances growth momentum; moderating wholesale growth with focus on commercial banking

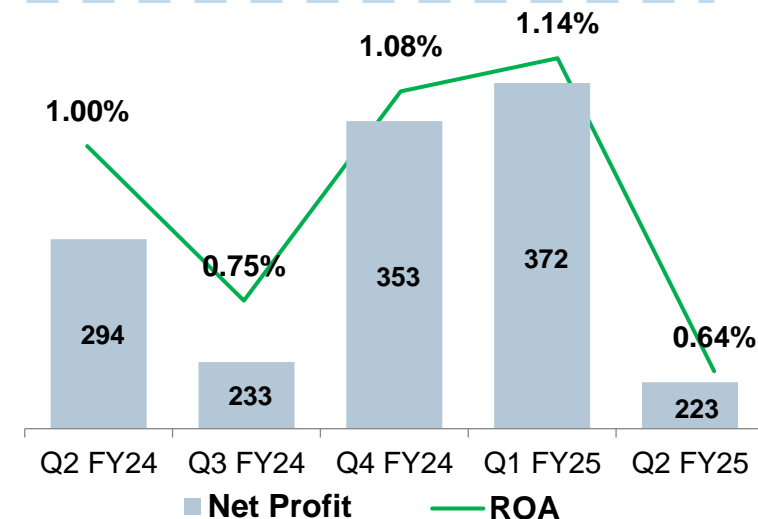
Deposits



- CASA + TD < Rs. 3 crore at 64% of Total Deposits
- ~65%+ FDs and SA sourced digitally

Deposits Less than 3 crore growth was 22% YoY

Profitability



- Q2 FY25 NII grew 9% YoY, NIM at 5.04%
- Core Fee Income up 21% YoY
- Operating Expenses up by 13% YoY

Operating Profits grew 24% YoY

Key Ratios

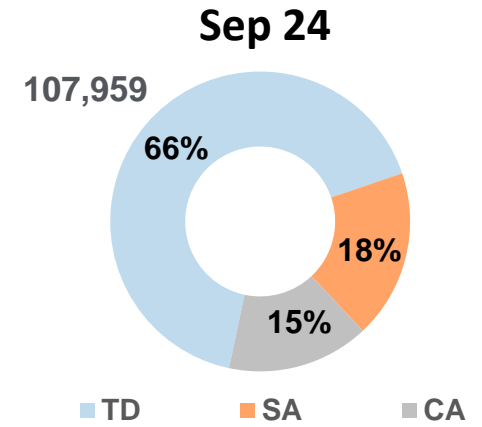
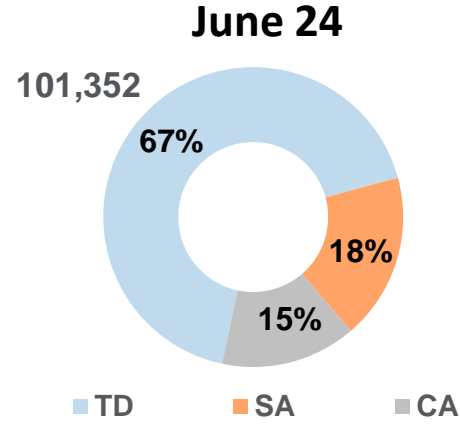
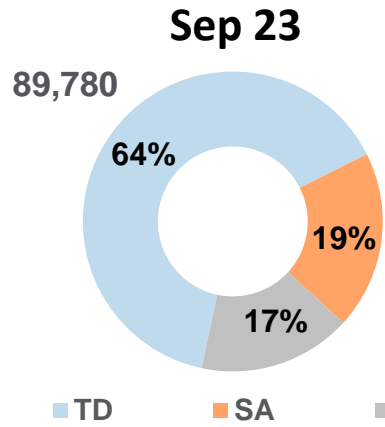
Parameter	Q2 23	Q3 23	Q4 23	Q1 24	Q2 24	Q3 24	Q4 24	Q1 25	Q2 25
Yield on Advances	12.2%	12.8%	13.5%	13.9%	14.0%	14.0%	14.1%	14.2%	13.5%
Cost of Deposits	5.1%	5.5%	5.7%	6.1%	6.2%	6.3%	6.4%	6.5%	6.5%
Cost of Funds	5.2%	5.6%	5.8%	6.1%	6.3%	6.5%	6.5%	6.6%	6.6%
Net Interest Margin	5.02%	5.27%	5.62%	5.53%	5.54%	5.52%	5.45%	5.67%	5.04%
Cost/Income	70.8%	70.1%	70.8%	69.3%	66.5%	67.1%	64.2%	65.7%	64.2%
Credit Cost (bps)#	39	39	29	39	90**	48	53	59	80
RoA	0.77%	0.78%	1.00%	1.01%	1.00%	0.75%	1.08%	1.14%	0.64%
RoE	6.12%	6.25%	8.11%	8.39%	8.38%	6.48%	9.73%	9.88%	5.76%

** Credit Cost includes Contingency Buffer on Credit Cards + Microfinance + Personal Loans of 37bps for Q2

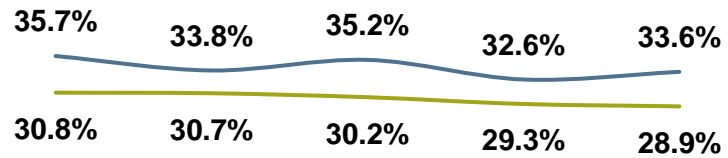
Credit Cost not annualized

Deposits growth led by granular deposits

Total deposits grew by 20% YoY; CASA Ratio at 33.6%



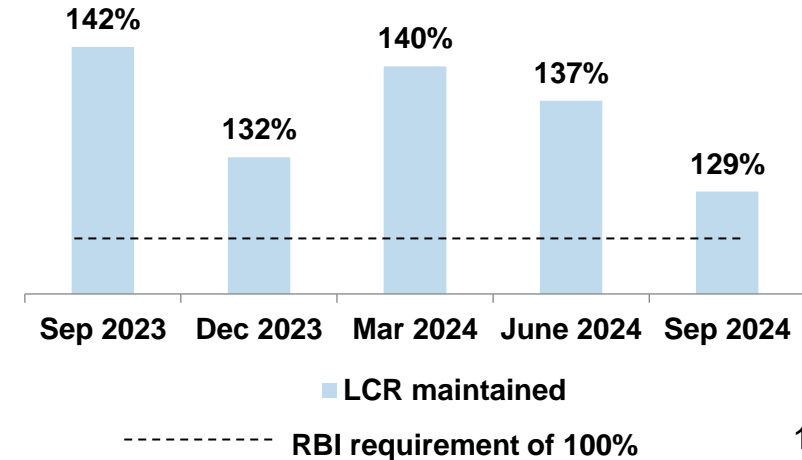
CASA Ratios



Deposits < Rs. 3 crore



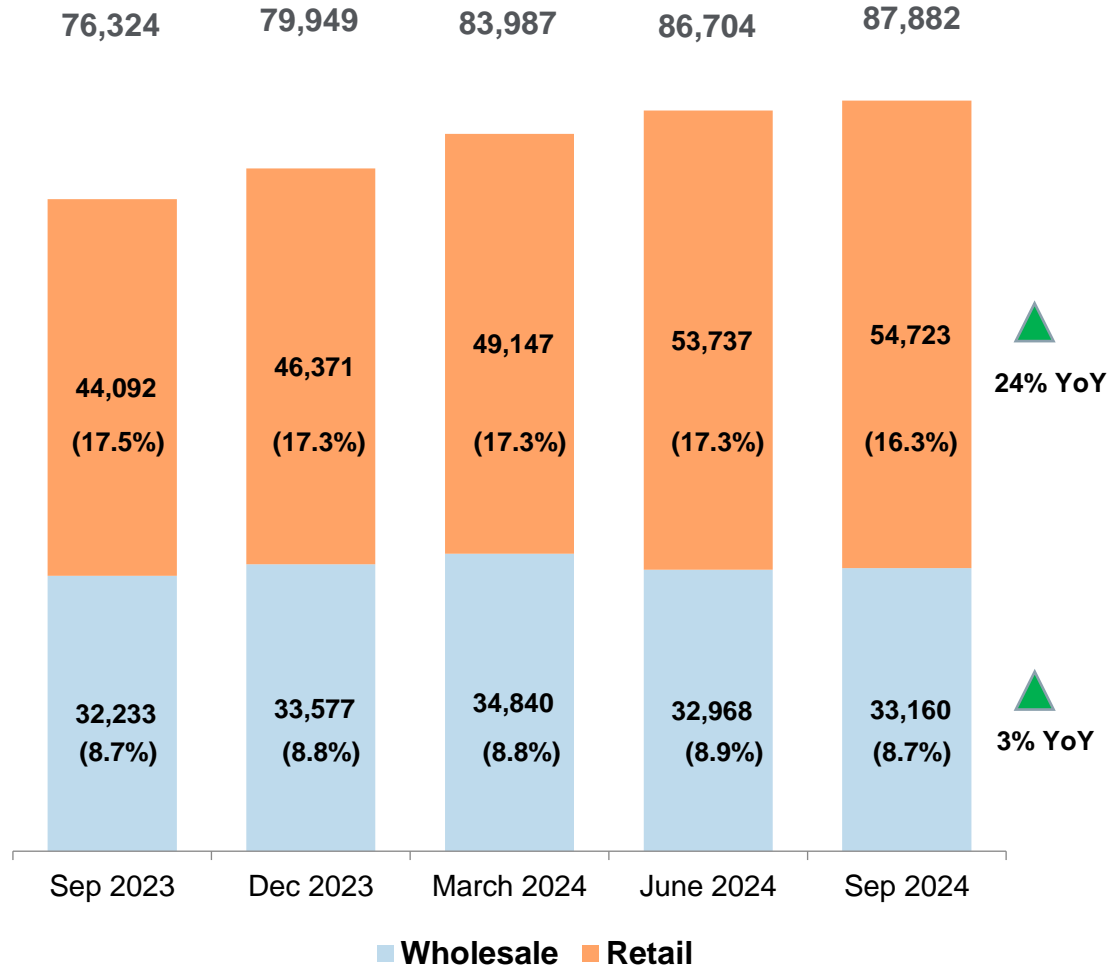
LCR Position



Well Diversified Advances; Growth led by Retail & Commercial Banking

Strong growth in Retail Advances;
Retail : Wholesale mix of 62:38

Net Funded Advances



(Yields for the Quarter)

Wholesale INR yields of 9.2% for Q2 FY25

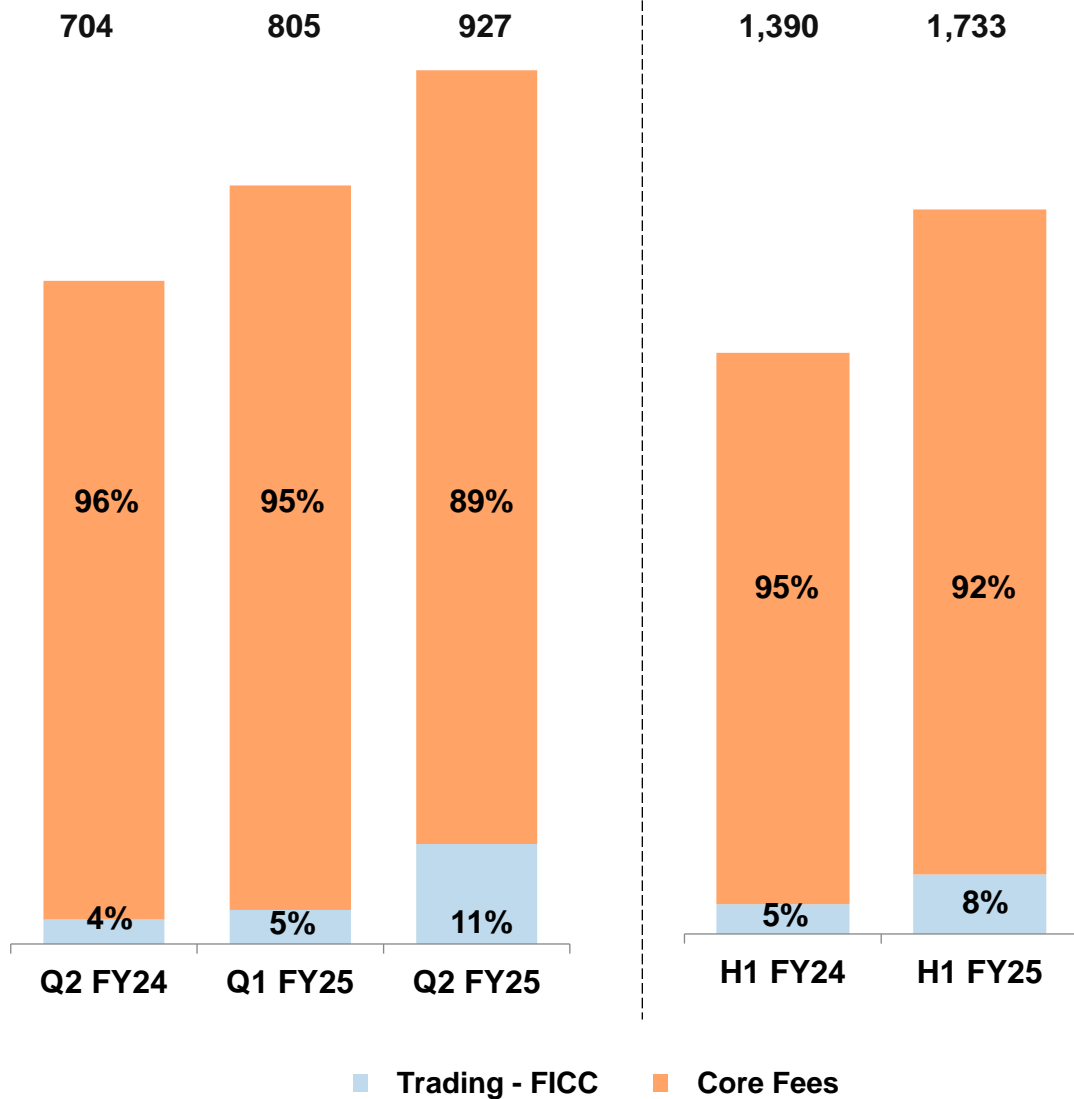
With focus on growing secured retail assets and commercial banking

	Sep 2024	Sep 2023	YoY	June 2024	QoQ
Corporate Banking	23,395	23,888	(2%)	23,578	(1%)
Commercial Banking (Mid-corporates & SME)	9,765	8,345	17%	9,390	4%
Wholesale	33,160	32,233	3%	32,968	1%
Credit Cards*	17,538	14,969	17%	17,394	1%
Personal Loans*	3,881	3,699	5%	3,988	(3%)
Microfinance	6,971	6,785	3%	7,253	(4%)
Business Loans	8,837	8,375	6%	8,182	8%
Housing Loans	7,447	4,779	56%	6,696	11%
Rural Vehicle Finance	2,279	1,442	58%	2,159	6%
Others incl. Gold Loans, OD etc	6,353	2,683	137%	6,605	(4%)
Retail Agri	1,417	1,360	4%	1,458	(3%)
Retail	54,723	44,092	24%	53,737	2%
Total	87,882	76,324	15%	86,704	1%

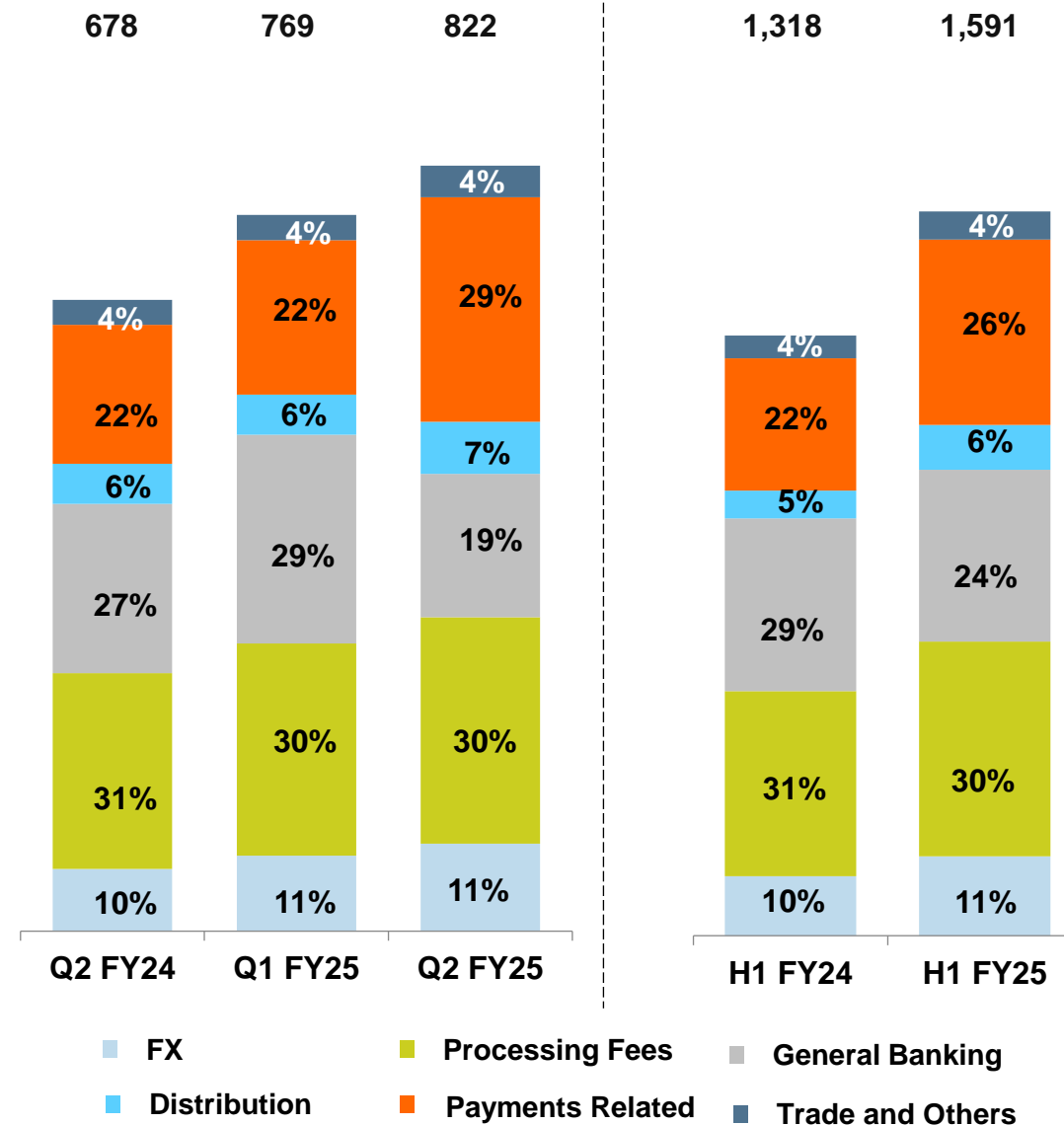
* Personal Loans is primarily Personal Loan to Credit Card Customers; shown as credit card advances in earlier presentations

Strong Core Fee Growth

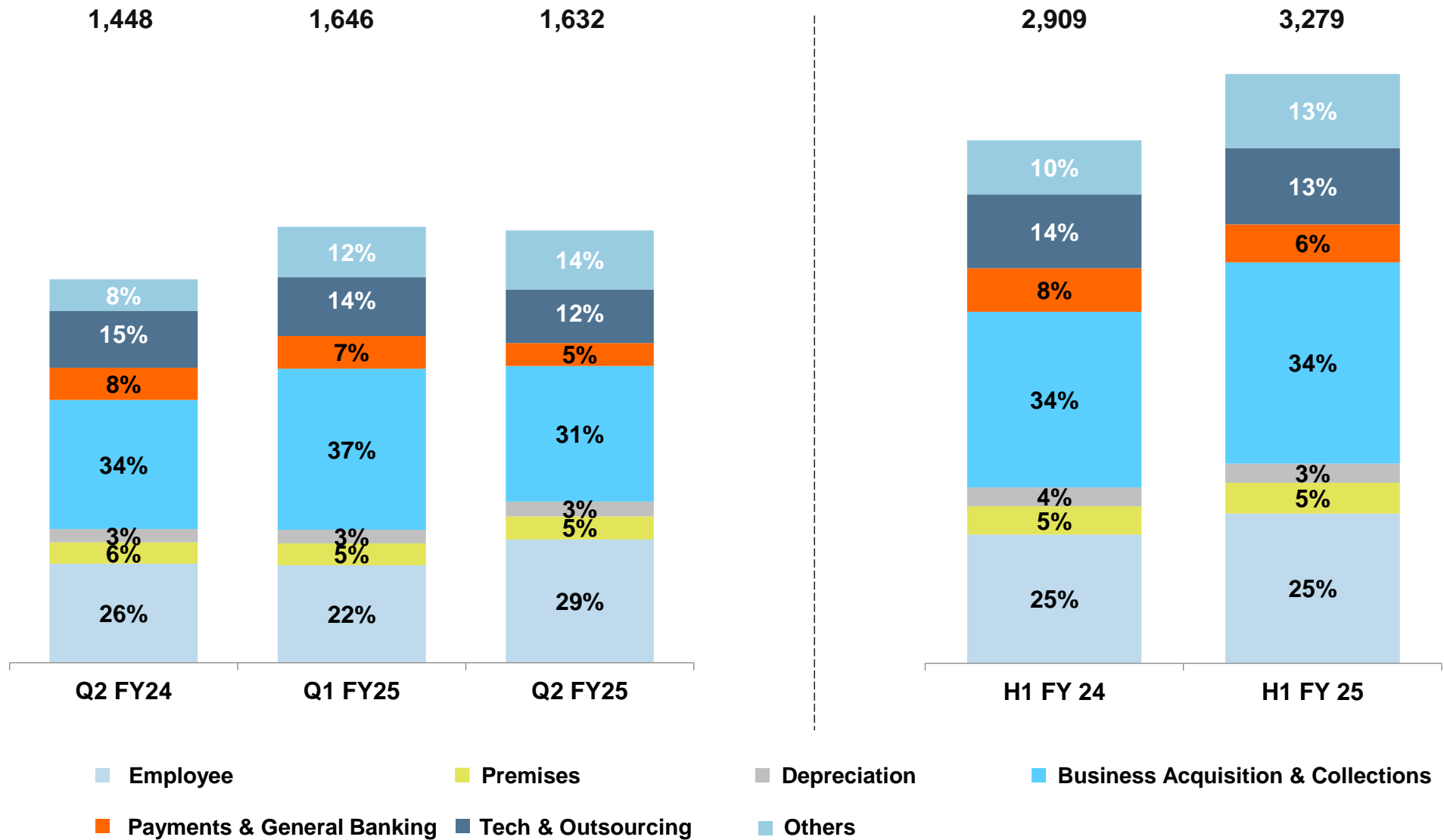
Other Income



Core Fee Income Breakup



Stable Operating Expenses QoQ

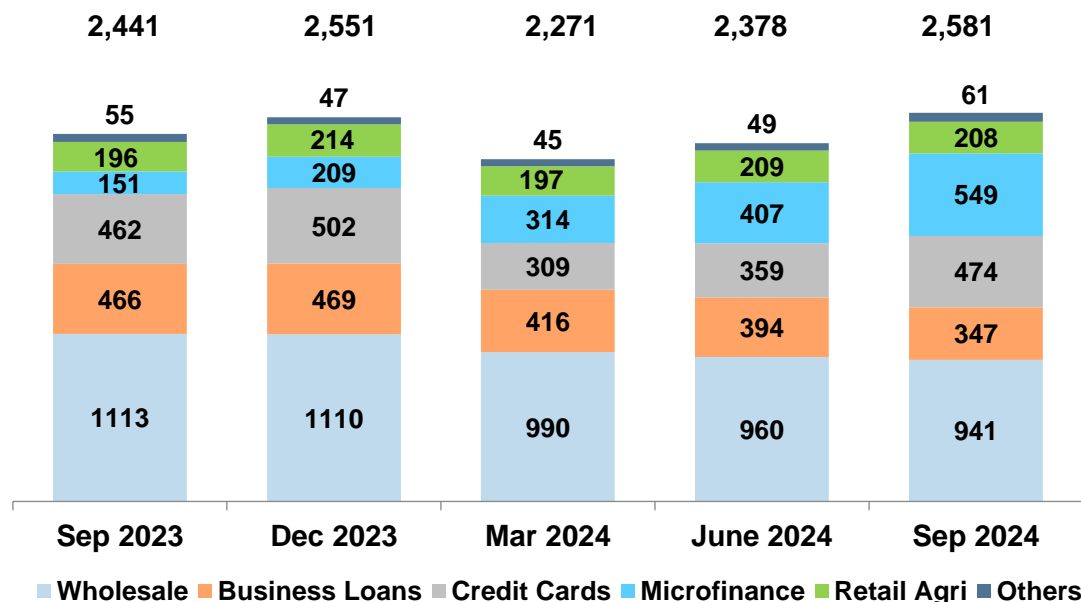


Asset Quality Snapshot

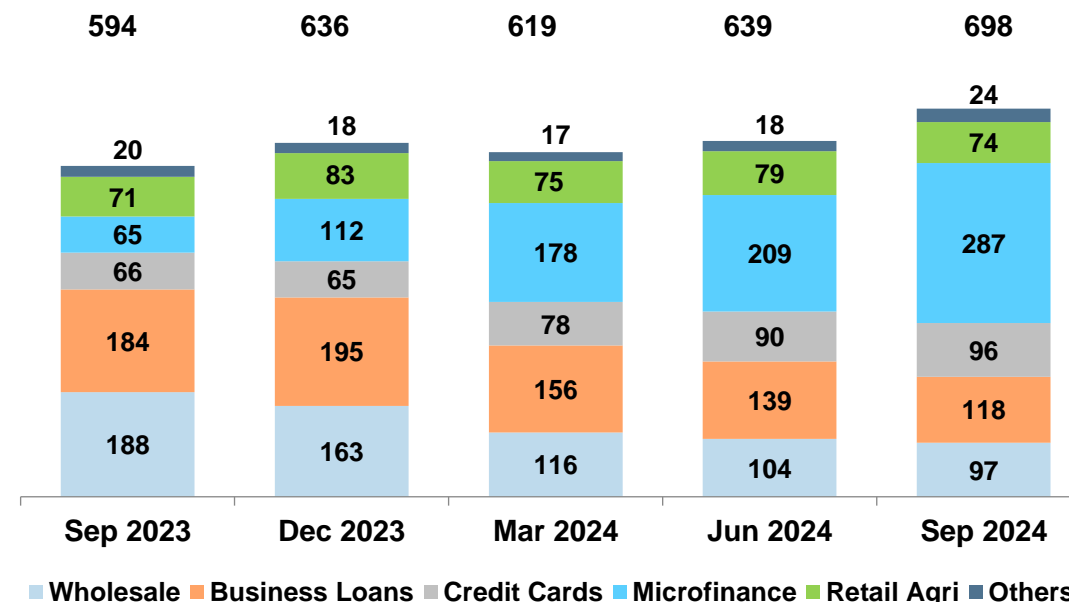
	Quarter Ended				
	Sep 2023	Dec 2023	Mar 2024	June 2024	Sep 2024

Opening Balance	2,404	2,441	2,551	2,271	2,378
(+) Additions during the period	541	666	680	720	1,026
(-) Upgrade	53	100	91	66	101
(-) Recoveries	113	100	148	126	108
(-) Write Offs	339	356	721	420	613
Closing Balance	2,441	2,551	2,271	2,378	2,581

GNPA Position

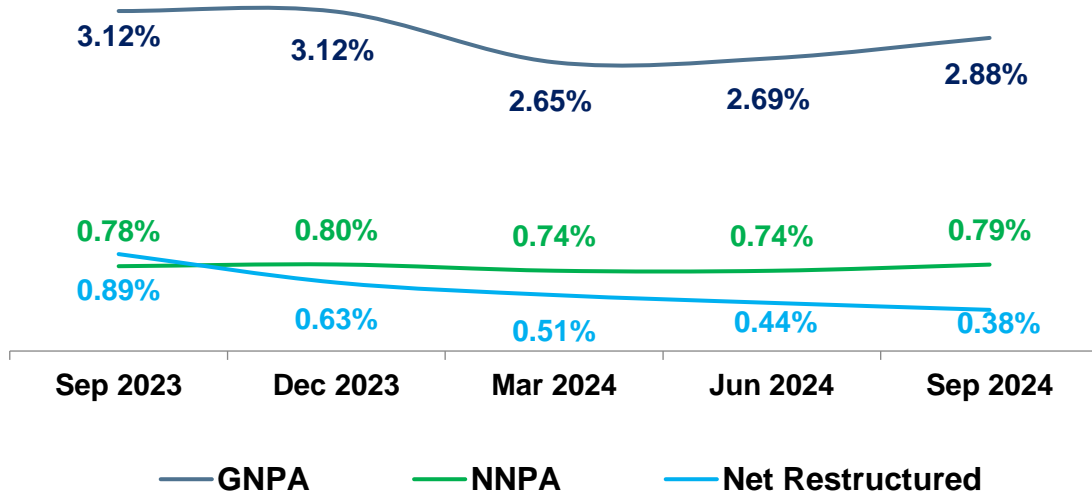


NNPA Position

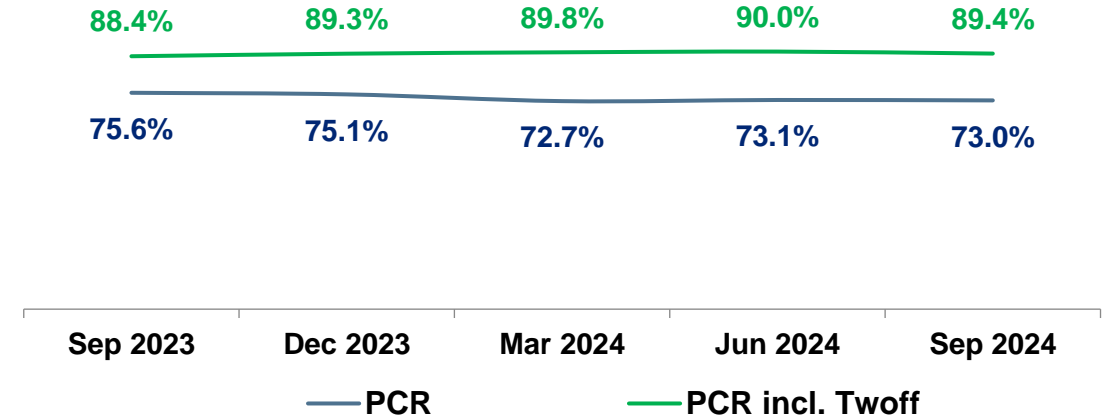


Asset Quality Trend

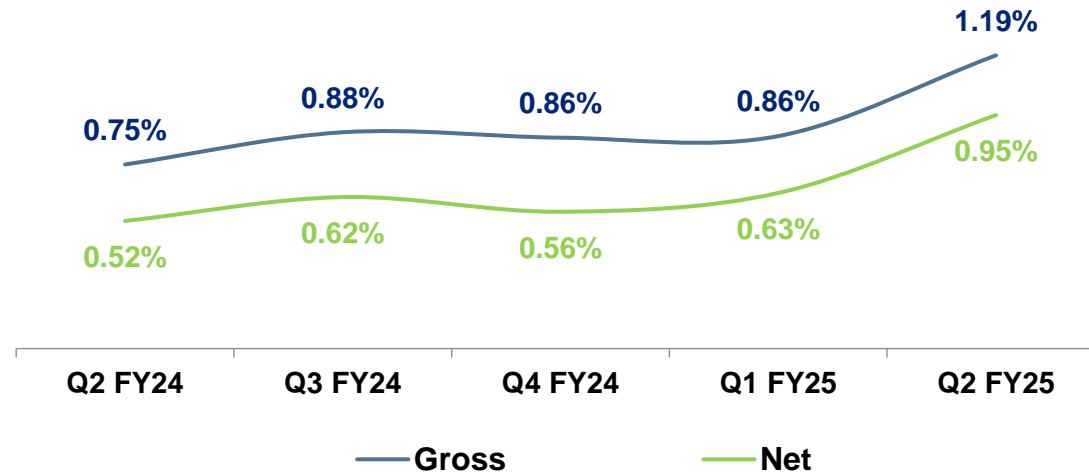
NPA Position



PCR

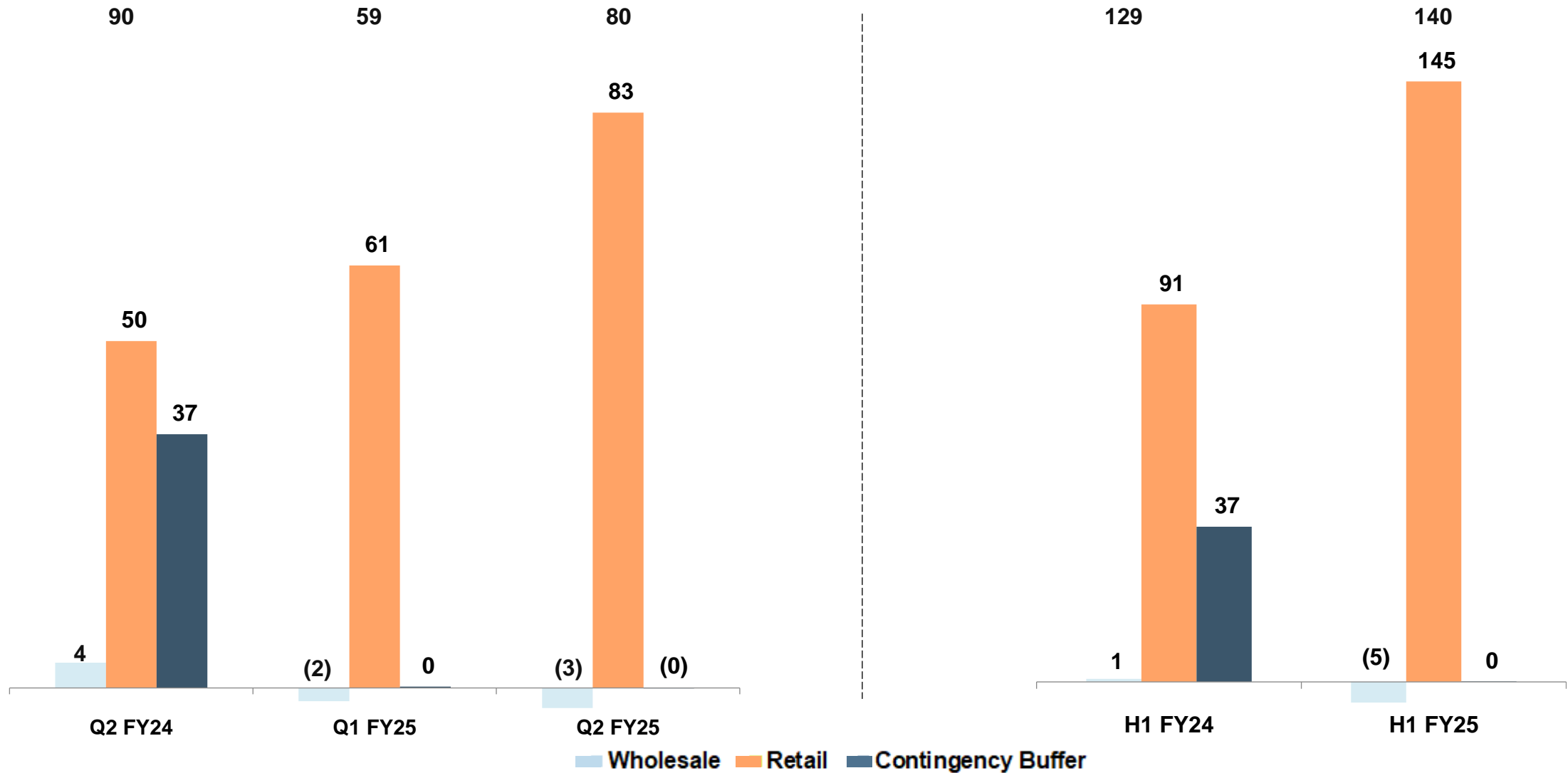


Slippages*



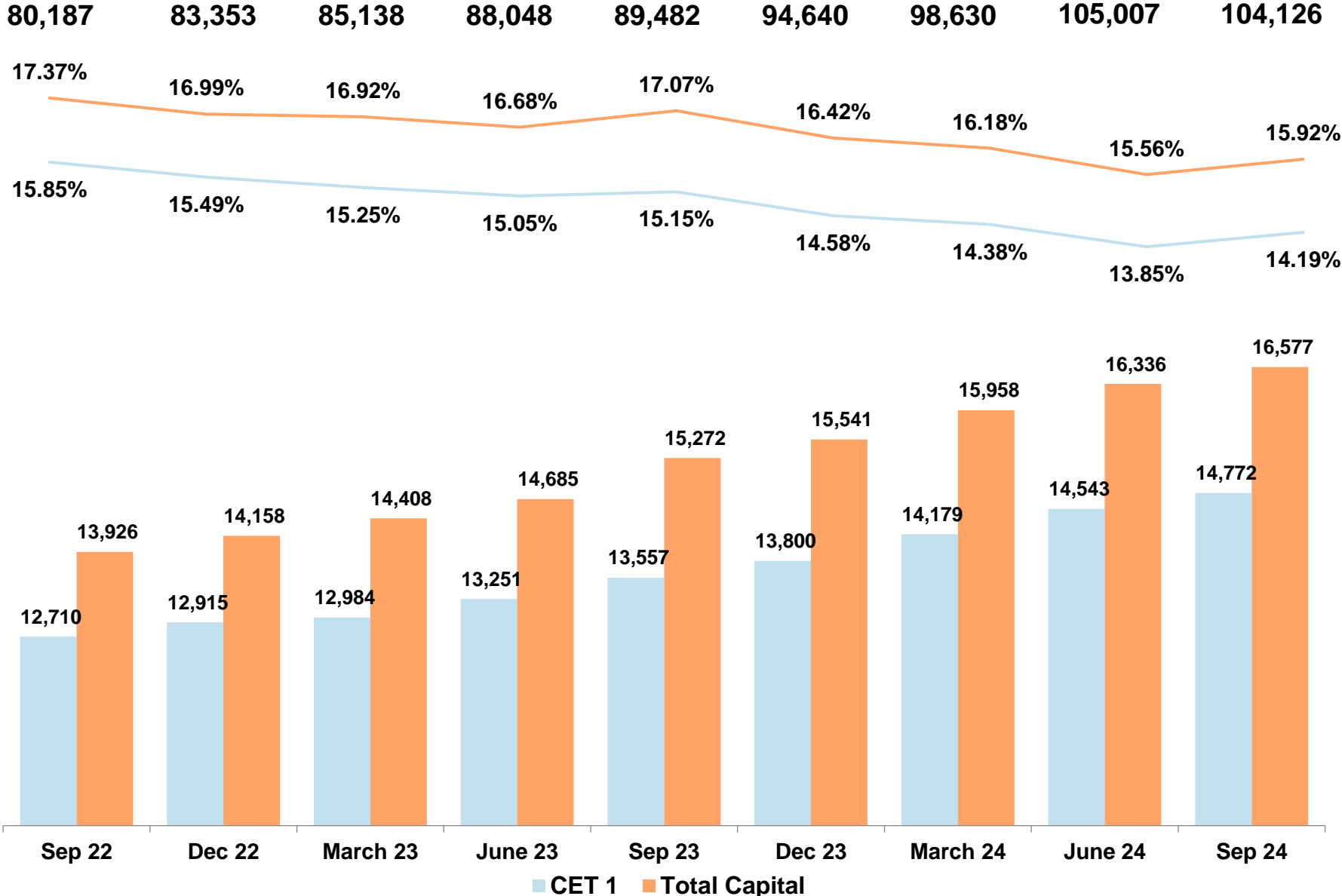
Credit Costs Trend

Net Credit Cost by Business (bps)*



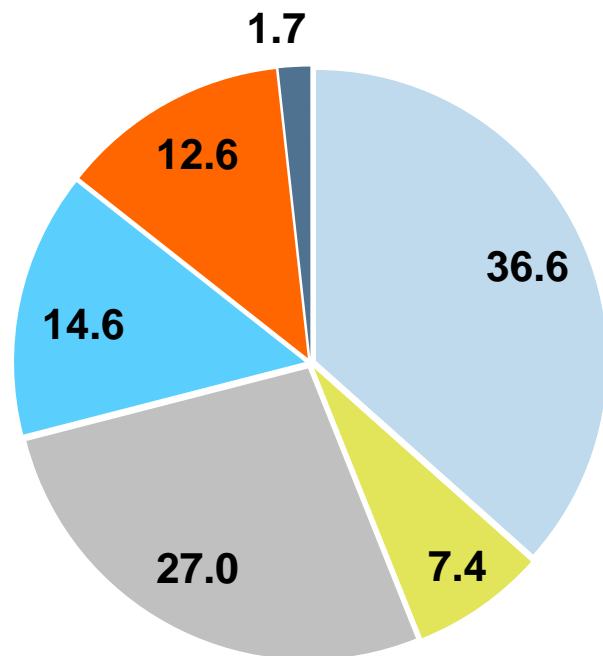
Adequately Capitalised for Growth

Q3FY24 saw the impact of the regulatory direction of the RBI in November 2023



Diversified Shareholding & Strong Rating Profile

— Shareholding by category (%) —



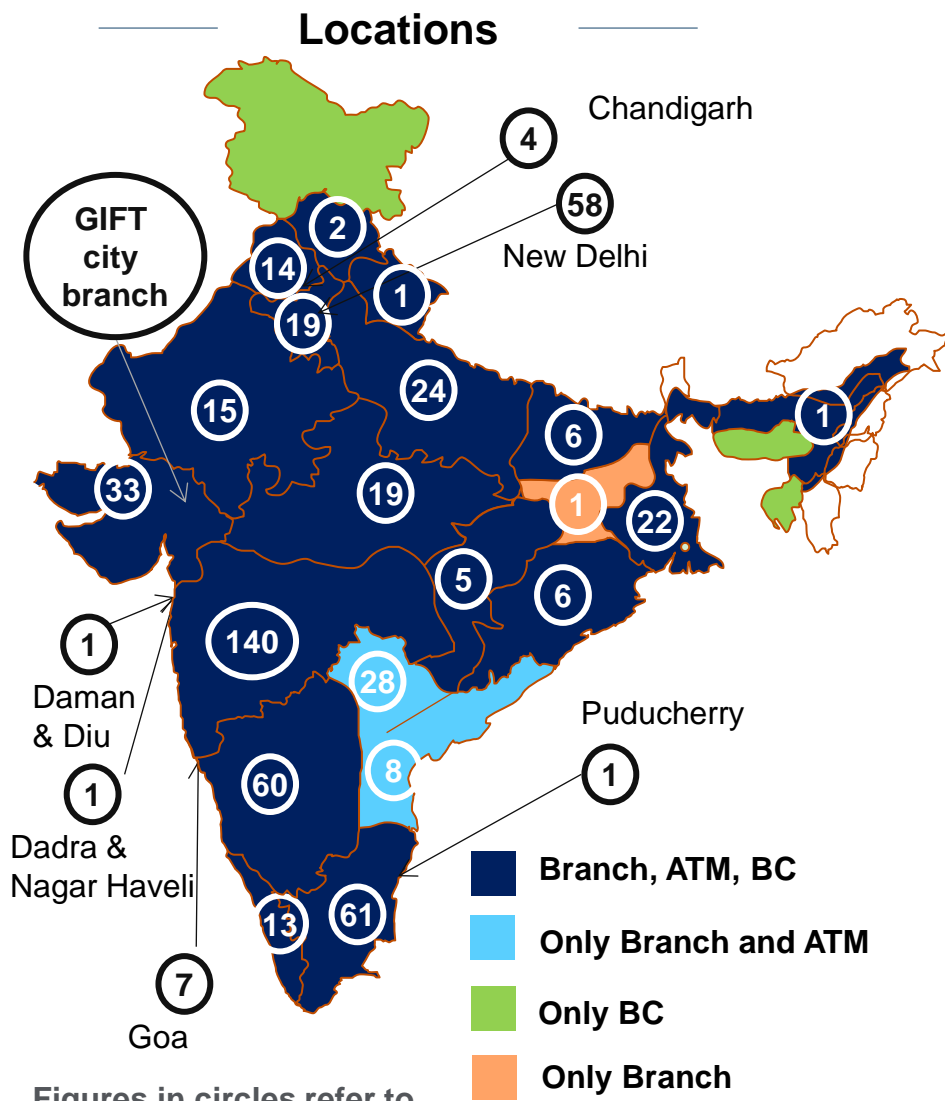
- Individual/HUFs
- Foreign Corporates
- VCF/MF/Pension Funds/Insurance
- FPI
- Body Corporates
- NRIs

Total Foreign holding – 23.7%.
Approved limit – 74%

— Ratings —

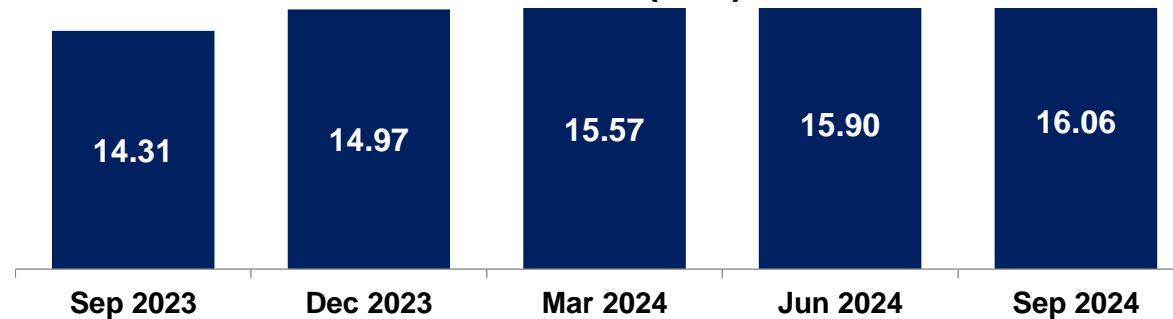
Instrument	Rating
Basel III compliant Tier II bonds	ICRA AA- (Stable) (Re-affirmed dated Aug 13, 2024)
Certificate of Deposits	CARE AA- (Stable) (Re-affirmed dated Sept 30, 2024)
Fixed deposit programme	ICRA A1+ (Re-affirmed dated Aug 13, 2024)
Short term fixed deposit programme	CARE A1+ (Re-affirmed dated Sept 30, 2024)
	ICRA AA- (Stable) (Re-affirmed dated Aug 13, 2024)
	ICRA A1+ (Re-affirmed dated Aug 13, 2024)

Our Growing, Multi-Layered Distribution Network



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

Customers (Mn.)



Channel Breakup

Channels	Number of transaction points		
	Sep 2023	June 2024	Sep 2024
Total Touchpoints	1,734	1,806	1,882
Branches	528	545	550
<i>Metro (incl. GIFT branch)</i>	304	311	315
<i>Urban</i>	86	94	98
<i>Semi-urban</i>	72	74	72
<i>Rural</i>	66	66	65
Banking Outlets (BOs)	296	297	297
BC Branches (incl. BOs)	1,206	1,261	1,332
<i>Of which RBL Finserve</i>	882	947	1,024
ATMs	408	398	406



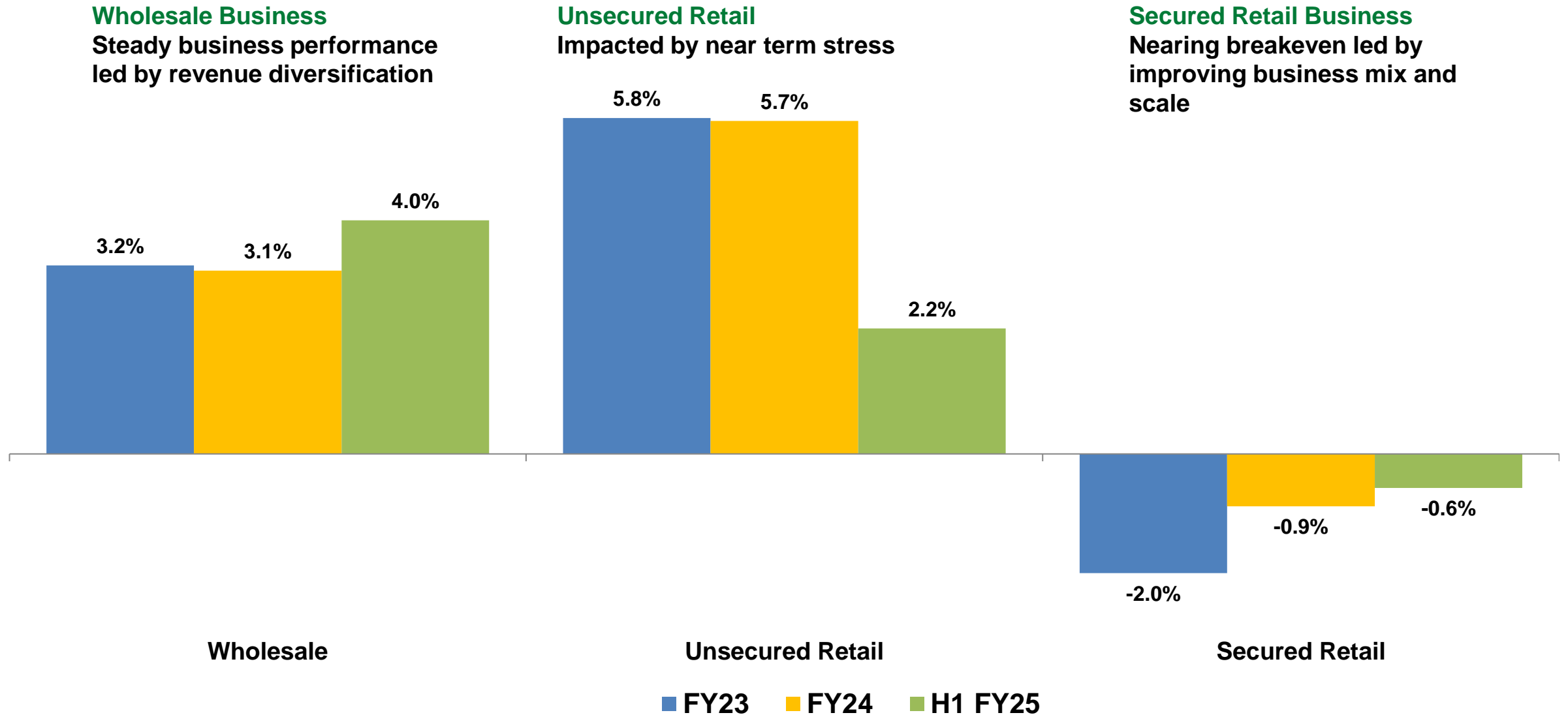
Our Aspirations For FY26

Our Progress towards Aspirations For FY 26

Key Financial Targets (FY 24 – FY 26)	
Advances	Deposits
20%+ CAGR	20%+ CAGR
Granular Deposits	Average CASA Growth
50%+	1-2% p.a.
Share of New Businesses	Retail Mix
30%	60-65%
PPOP Growth	RoA/RoE
Higher than advances growth	1.4-1.5% / 14-15% by FY26
Customer Count	Touchpoints
Double to 26 mn	2,600

Actuals (H1 FY 25)	
Advances	Deposits
15% YoY	20% YoY
Granular Deposits	Average CASA Growth
22%	(2%) YoY
Share of New Businesses	Retail Mix
12%	62%
PPOP Growth	RoA/RoE
28% YoY	0.88% / 7.79%
Customer Count	Touchpoints
16.06 mn	1,882

PBT RoA Breakup – Near Term Provision impact in Unsecured Retail



* PBT RoA is Profit Before Tax for the segment as a percentage of average advances for that segment

The above figures are approximations basis internal methodology & funds transfer pricing and are for providing and broad understanding of segment profitability.

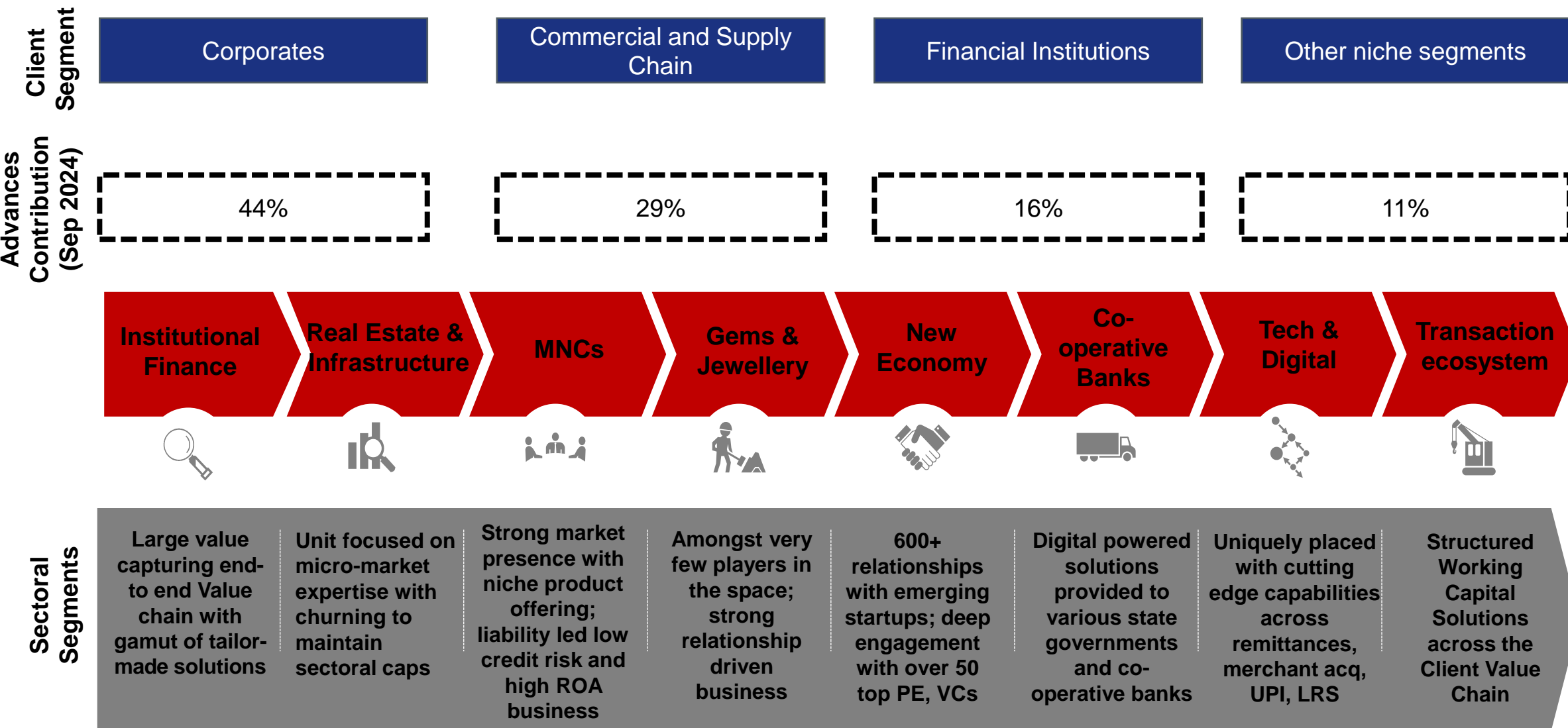


Business Segment Update



Wholesale Segment Update

Our Wholesale Segment landscape



Wholesale franchise built on a grounds-up scalable model

Growth Drivers

Commercial; Banking growing at ~20% YoY; building competitive advantage in specific clusters



SCF business poised for healthy growth



Strong leadership team, deep bench strength driving productivity across wholesale business



Robust risk management framework and huge cross-sell potential; this will be aided by low opex ratio, better margins and larger market share



Business readiness

Client centric coverage - Strategically segmented in line with size of corporates

Broad-based Solutioning – Differentiated product offering to deliver industry specific solutions

Niche segments adding disproportionate symbiotic value through MNCs, NE, PE/VC, capital markets

1

Business engagement

Digitization at fore – Digitized products offered across wholesale segments

Ecosystem thinking – strong progress in last 2-3 years to capture B2C, B2M, B2B2C

Banker of choice for transaction banking business; service delivery differentiator

2

Business adoption

Risk management - Adaptive Risk and Policy framework, Robust & tiered due-diligence framework

Customer selection – inhouse developed Target Operating Model framework, minimum internal rating thresholds

Conservative underwriting approach; primary assessment of debt servicing ability is based on underlying cash flows

3

Safeguarding growth through proactive risk management

Implementation of robust Early Warning Signals (EWS) framework; Systems for taking timely remedial action

Tighter policy norms pertaining to complex & structured transactions to address inherent risks in the transactions

Well-defined credit underwriting norms with enhanced risk management framework

Digital channels and tools to address the rapidly evolving market dynamics and emerging risks



Strengthen Credit Quality assurance through dedicated stress identification team and tools

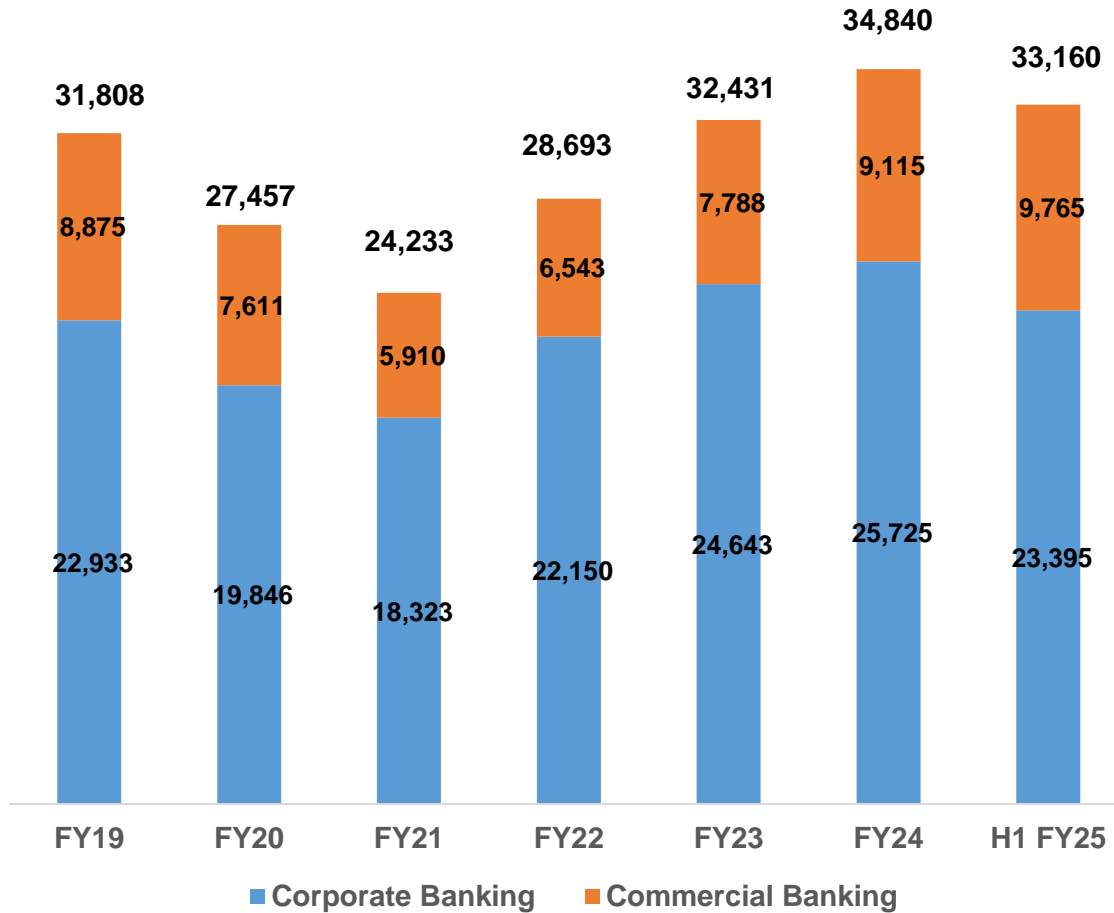
Conservative Capping of Sensitive Sector Exposures; stress testing at regular intervals

Re-orientation of business model to focus on granular acquisitions on both asset and liability side

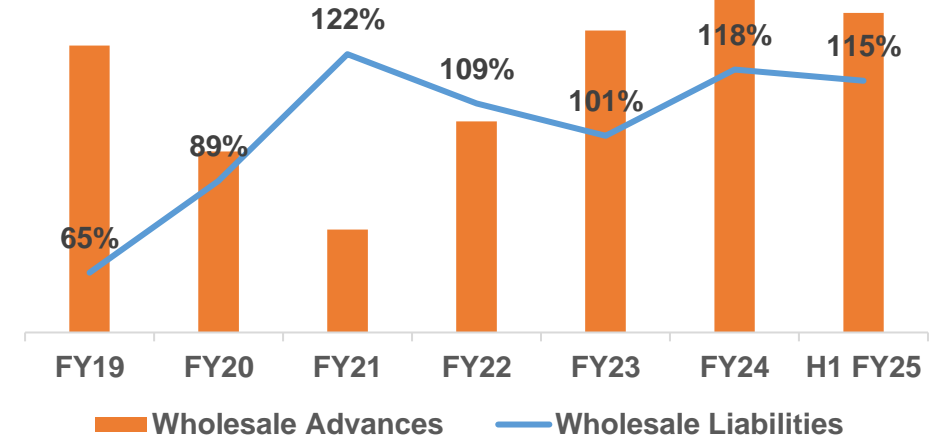
Enhancing rigor and frequency of internal reviews across Business & Credit

Improving Share of Commercial Banking; Liability Generation Through Cross Sell

Net Wholesale Advances



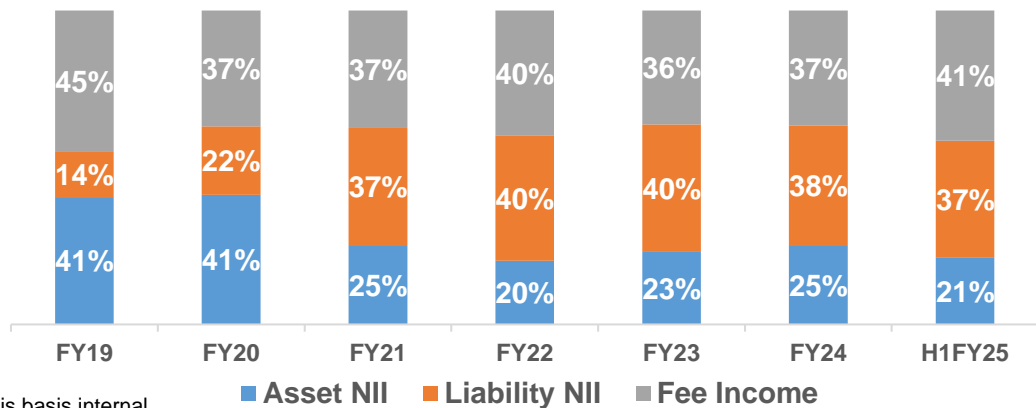
Self-funded Wholesale advances (gross)



Top 10 Industries	FB+NFB Outstanding	FB-NFB Split	% of Outstanding
NBFC (excl. HFC, MFI & DFI)	5,458	100:0	5.0%
POWER	4,800	51:49	4.4%
CONSTRUCTION	4,247	39:61	3.9%
TRADE/ DISTRIBUTORS	4,044	81:19	3.7%
PROFESSIONAL SERVICES	2,576	83:17	2.4%
ENGINEERING	2,519	37:63	2.3%
PHARMA	2,367	82:18	2.2%
METALS	2,277	69:31	2.1%
AUTO	2,191	79:21	2.0%
EDIBLE	1,951	12:88	1.8%
OILS/VANASPATI			

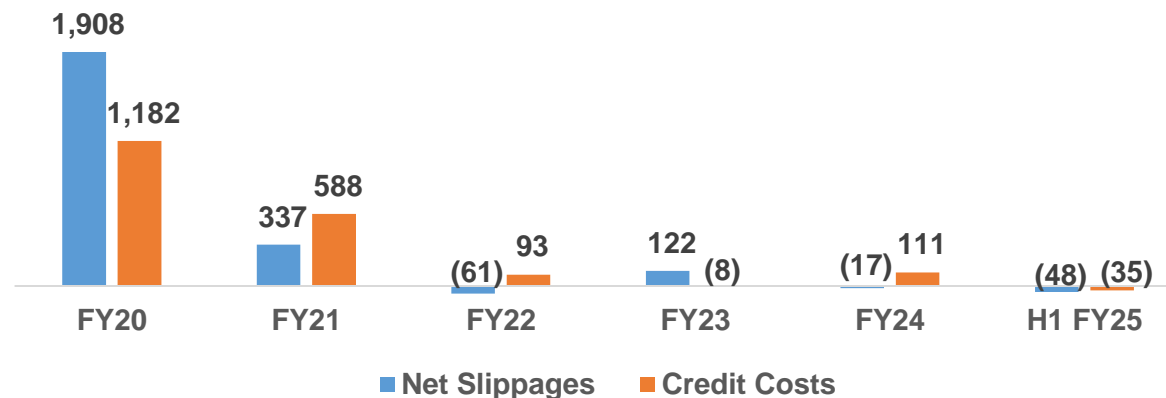
Diversified Income Pools Through Deepening Client Relationships With Better Rated Corporate Groups

Reducing Dependence on Asset Led Revenues

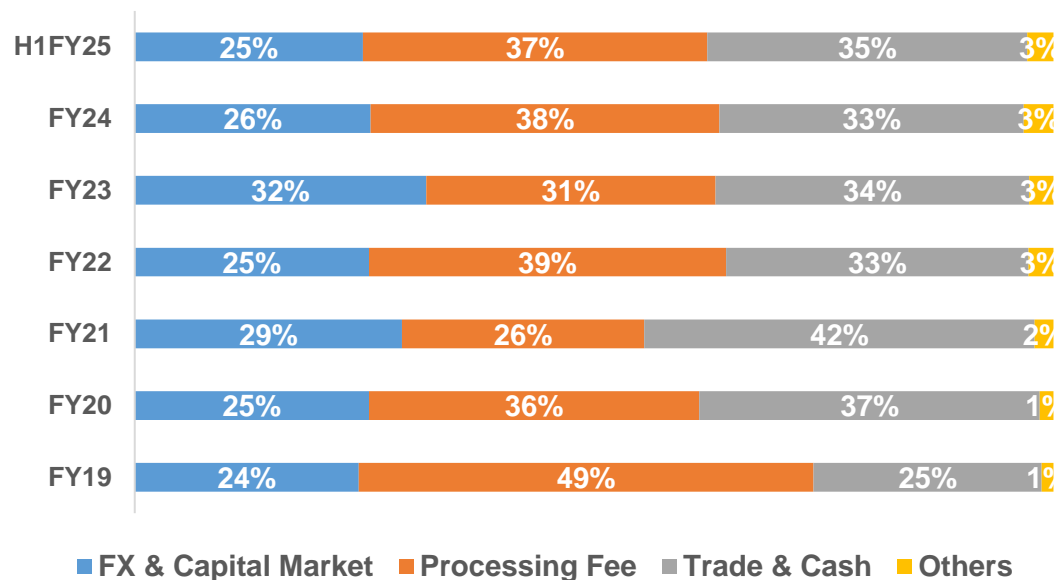


Note: NII is basis internal methodology & FTP

Recoveries and Low Slippages resulting in low credit costs

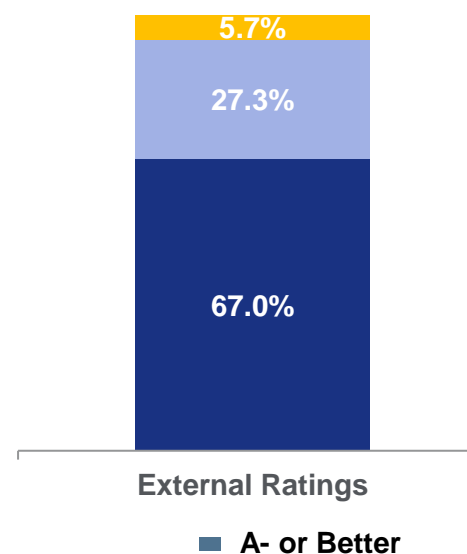


Fee growth led by transaction flows

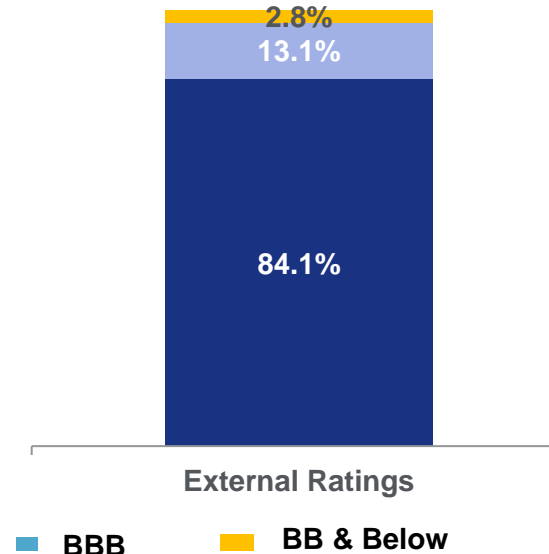


Improving Rating Profile

March 2019



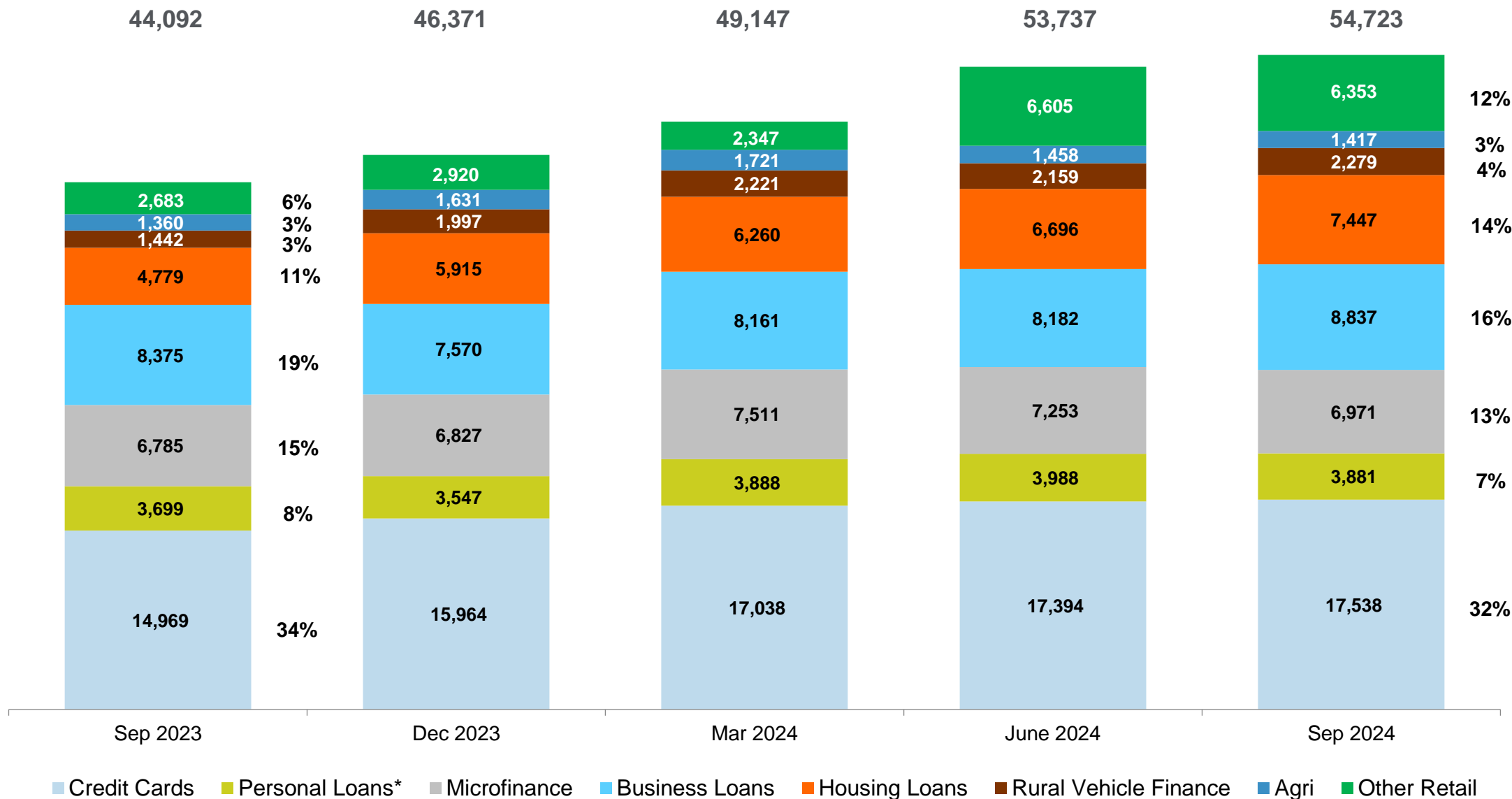
Sep 2024



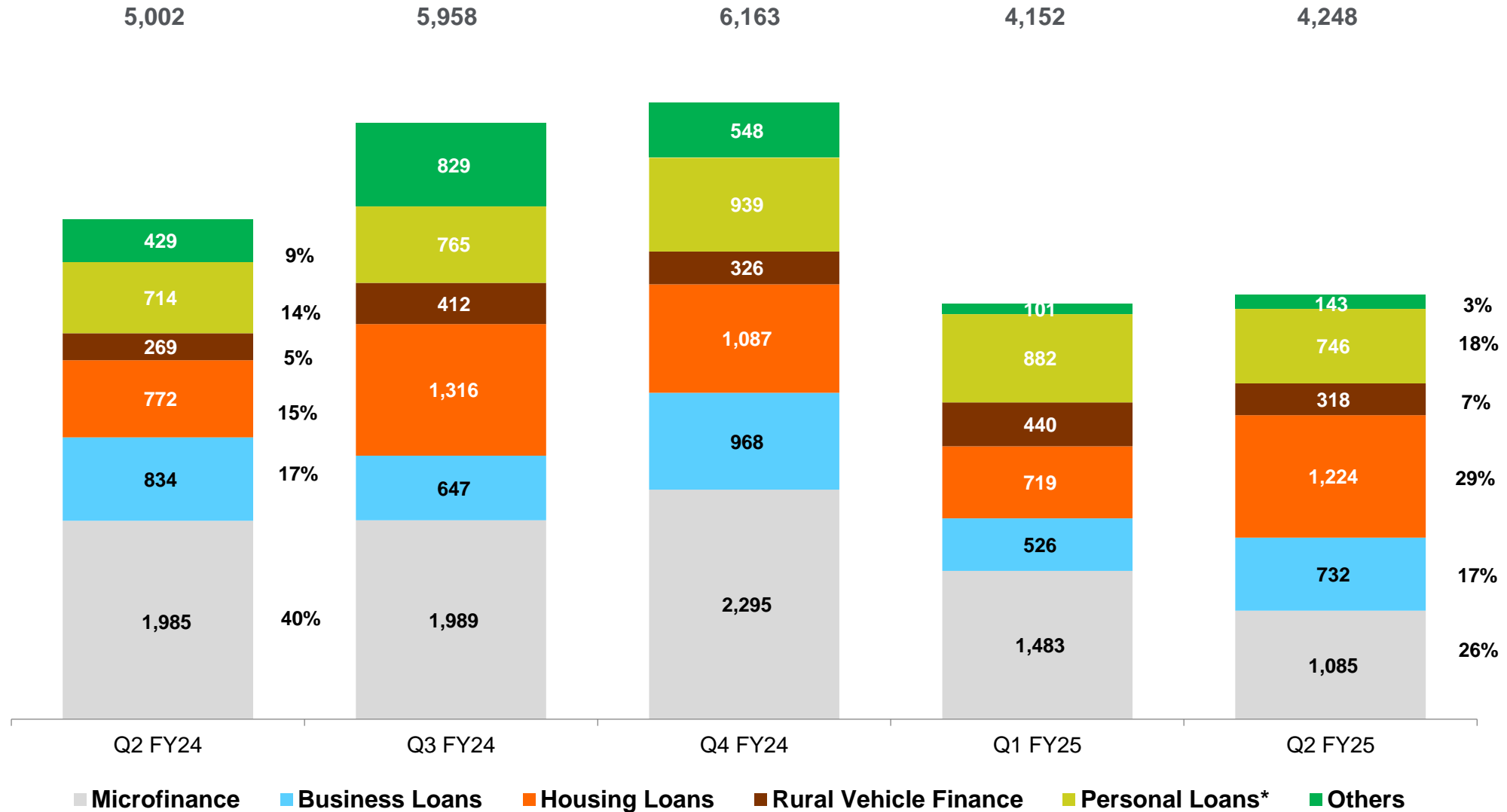


Retail Asset Segment Update

Retail Advances growth of 24% YoY

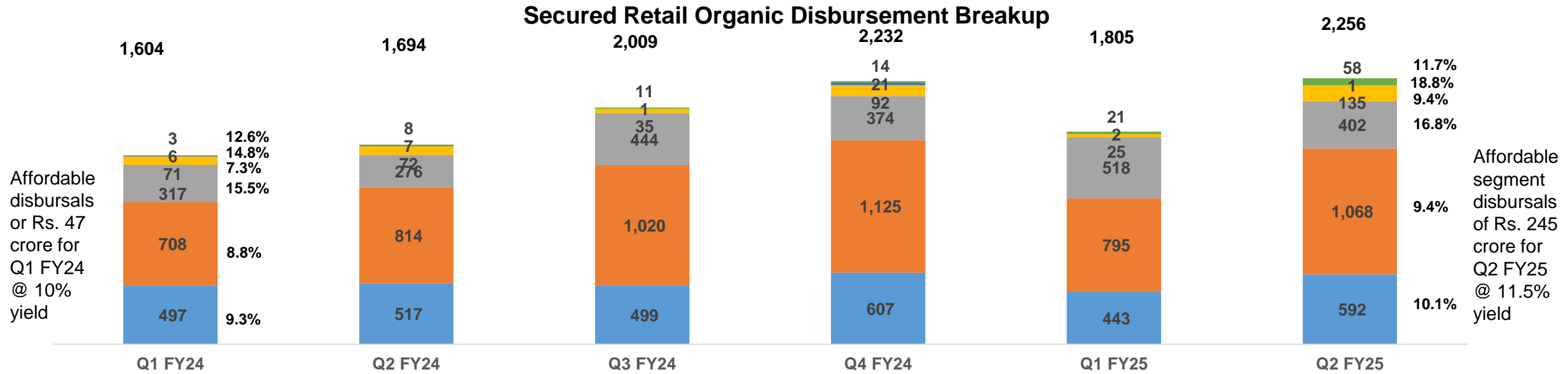


Retail Disbursement (Excl. Cards); Increased focus to grow secured retail assets



Percentage on the right is ratio to total retail disbursements

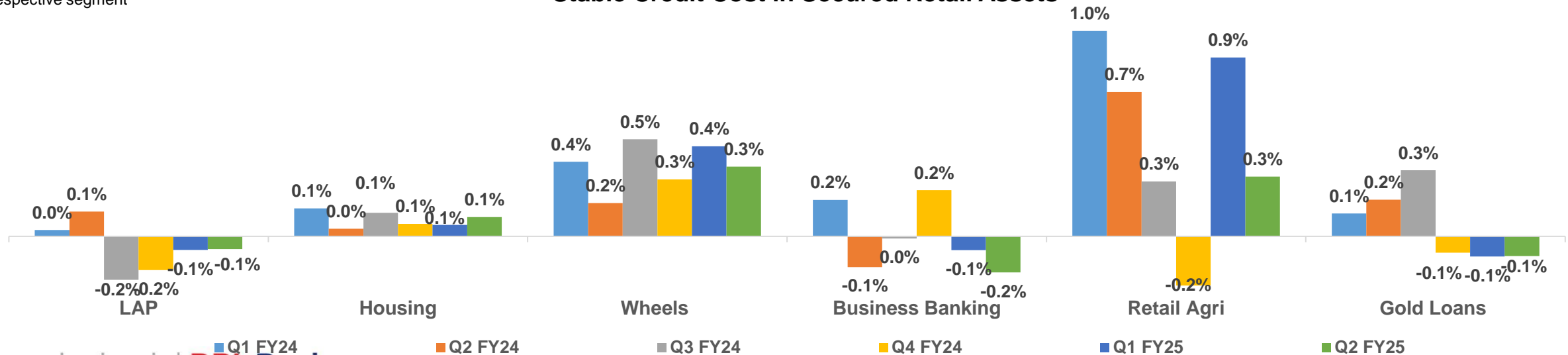
Secured Retail – Improving share of better yielding advances; Stable Credit Cost

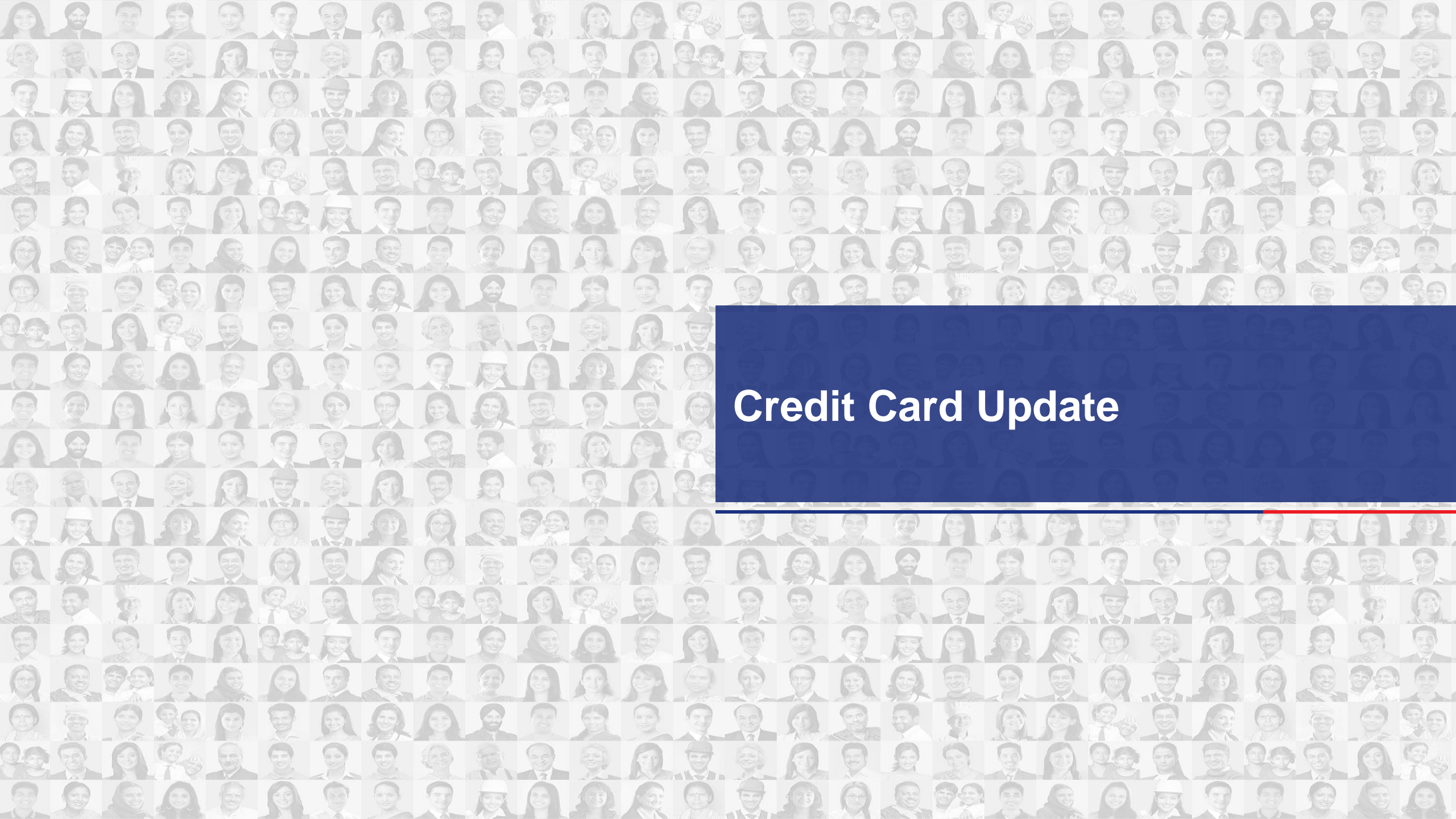


Numbers to the right of Q1 FY24 and Q2 FY25 represent yields in the respective segment

■ LAP ■ Housing ■ Wheels ■ Business Banking ■ Retail Agri ■ Gold Loans

Stable Credit Cost in Secured Retail Assets

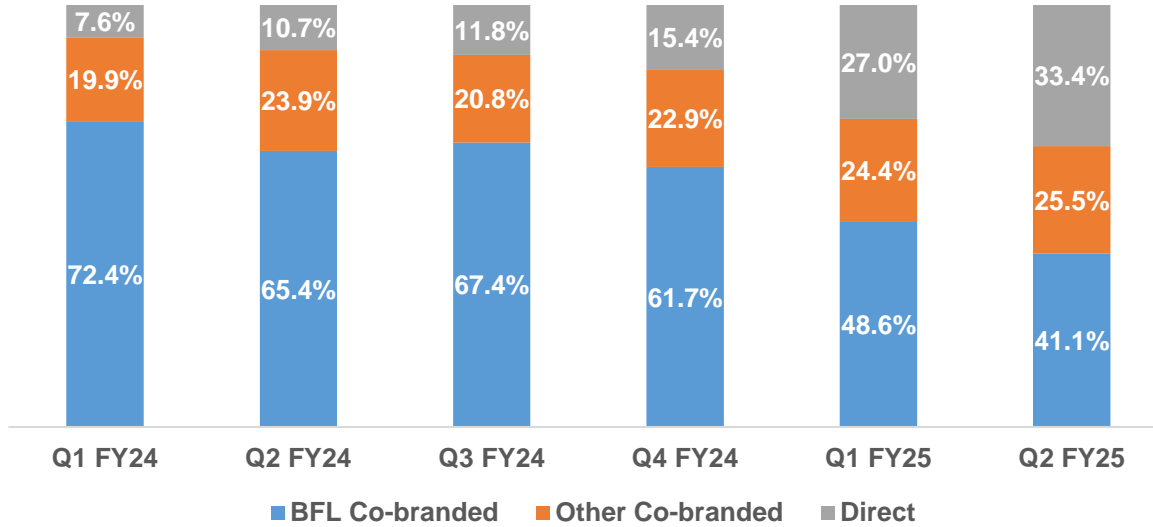




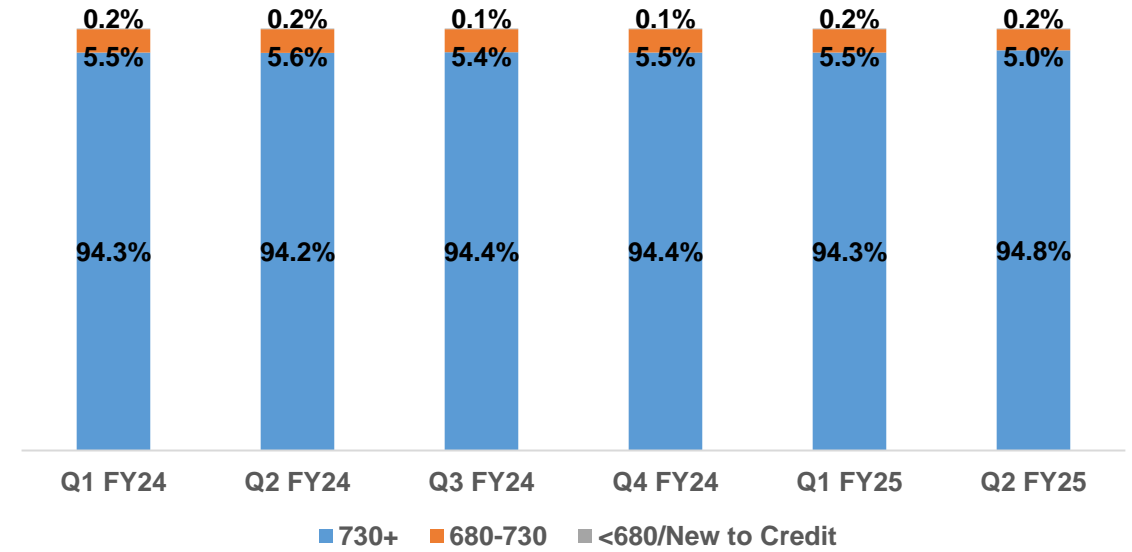
Credit Card Update

Diversifying Sourcing Mix; Near Term Stress Owing to Collection Transition

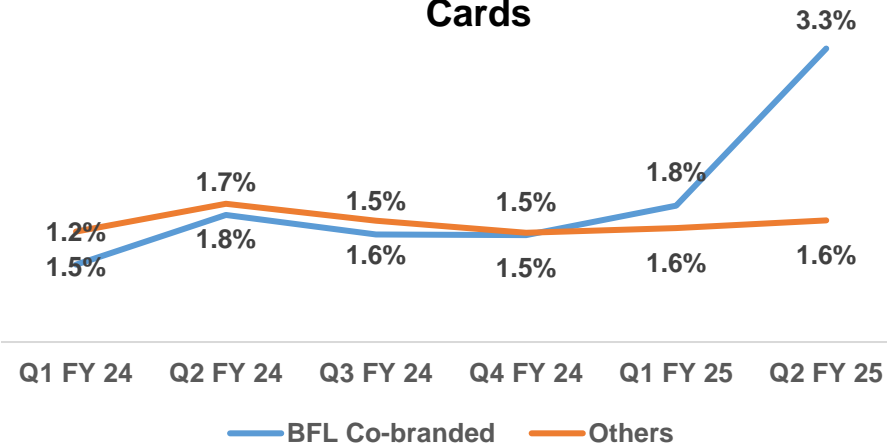
Increasing share of Direct Sourcing



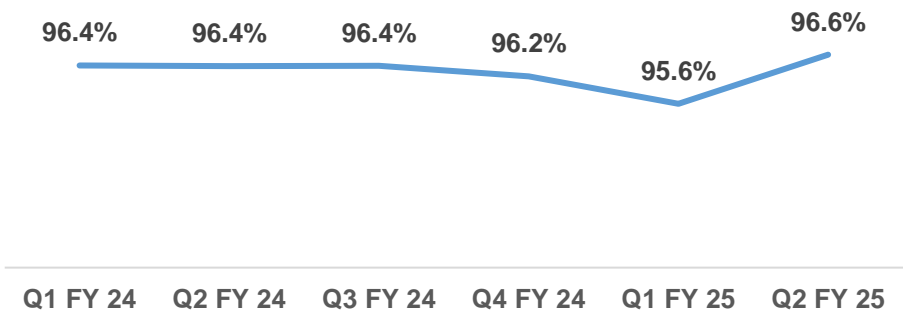
Quality sourcing consistently



Transition impacted Credit Costs in BFL Co-branded Cards



BFL Co-brand's early bucket collection efficiency trending to pre-transition levels



Growth & Market Share

Source RBI Data

	Aug'23		Aug'24	
	RBL	Industry	RBL	Industry
CIF	4.71 M	91.27 M	5.26 M ▲ 12%	105.49 M ▲ 16%
Spends*	6,360 Cr	1,48,985 Cr	7,332 Cr ▲ 15%	1,68,635 Cr ▲ 13%
Advances	14,776Cr	2,30,657 Cr	17,672Cr [#] ▲ 20%	2,76,576 Cr ▲ 20%

Business
Volumes Q2
FY25

New A/cs
3.6 lacs
▼ 38 % YoY
▼ 6 % QoQ

CIF
52.2 lacs
▲ 9 % YoY
▼ 1% QoQ

Spends
₹ 21,887 Cr
▲ 17 % YoY
▲ 1 % QoQ

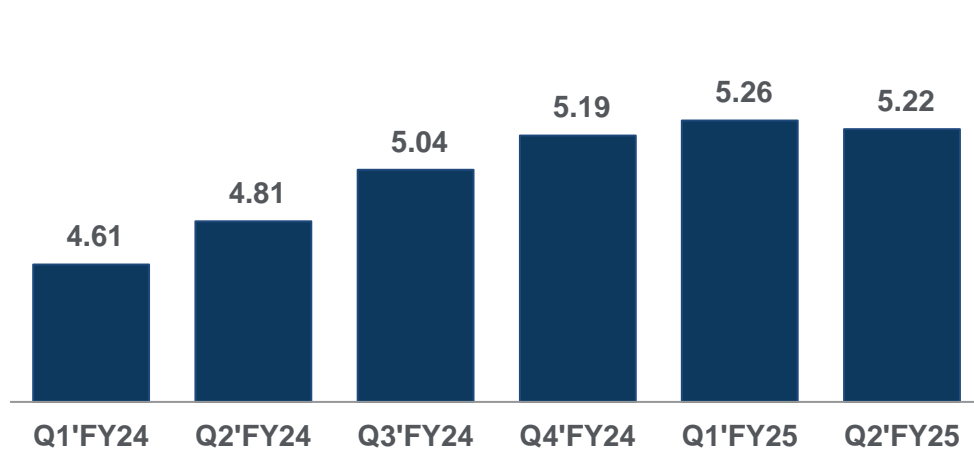
Receivables
₹ 17,811 Cr
▲ 17 % YoY
▲ 1% QoQ

*Spends includes gross only as per RBI definition

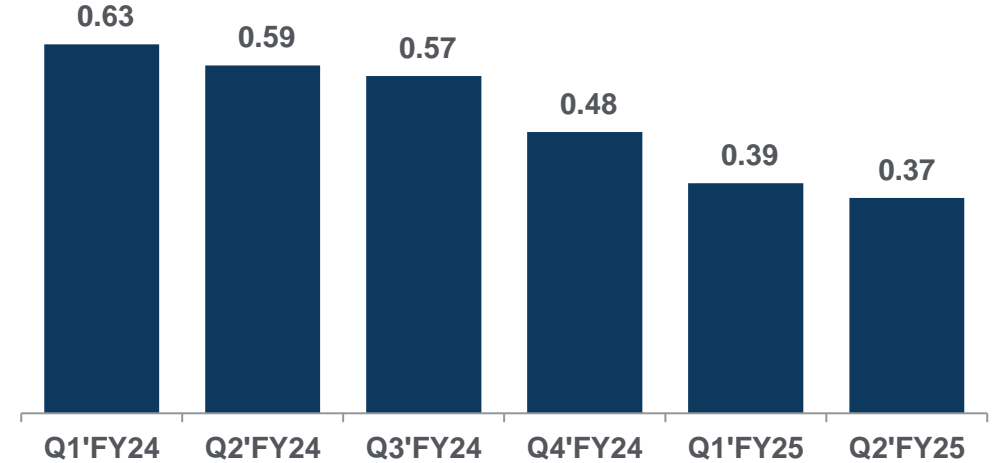
RBL Advances excluded PL on cards

Credit Cards - Portfolio Trends

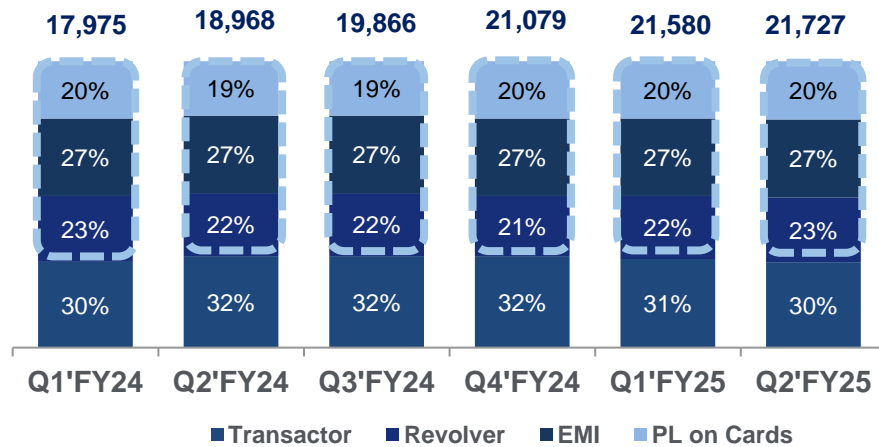
Cards in Force (Million)



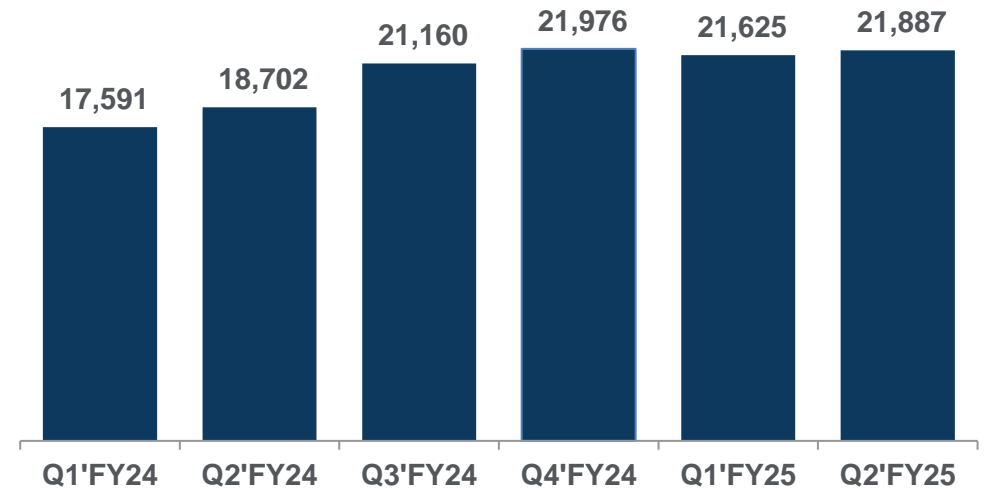
Acquisition (Million)



Gross Advances Breakup (Cr.)

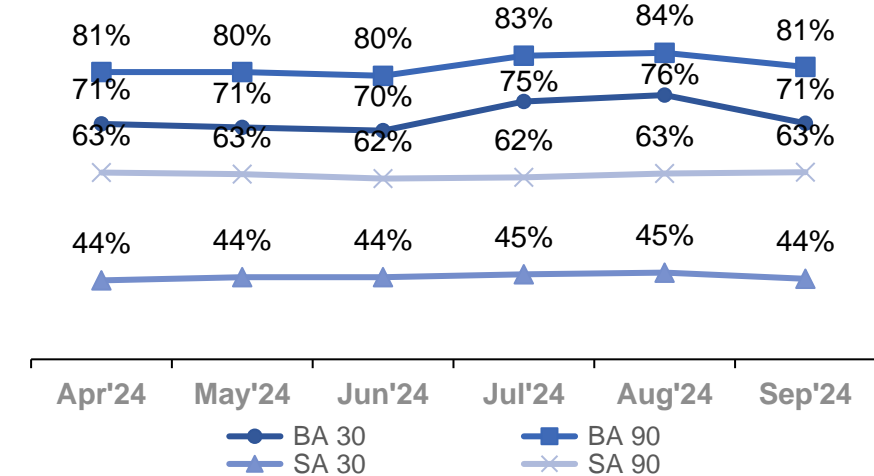
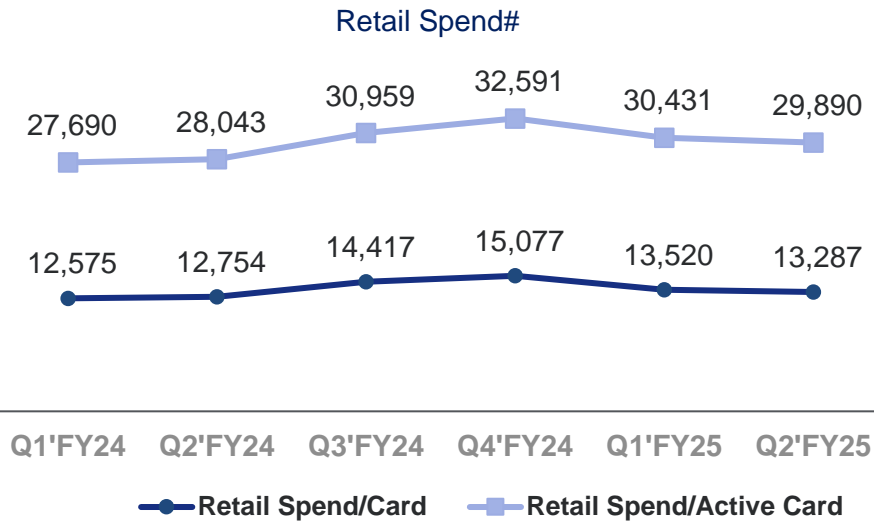


Total Spends (Cr.)

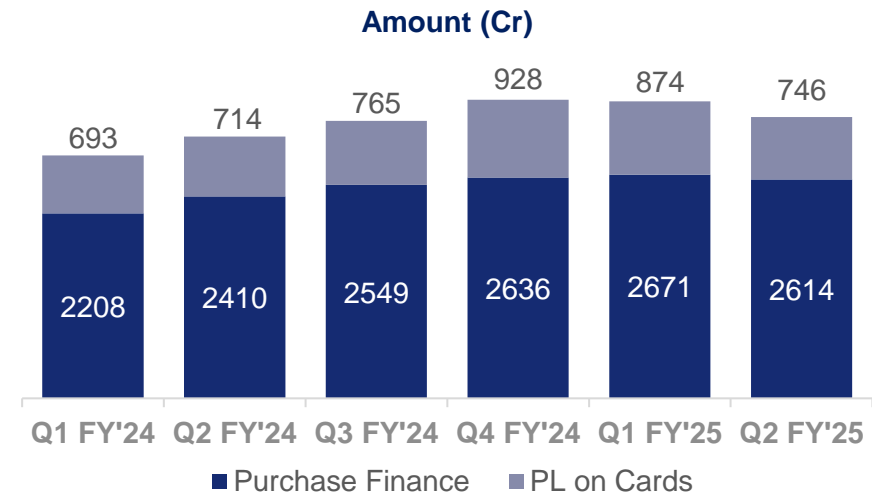
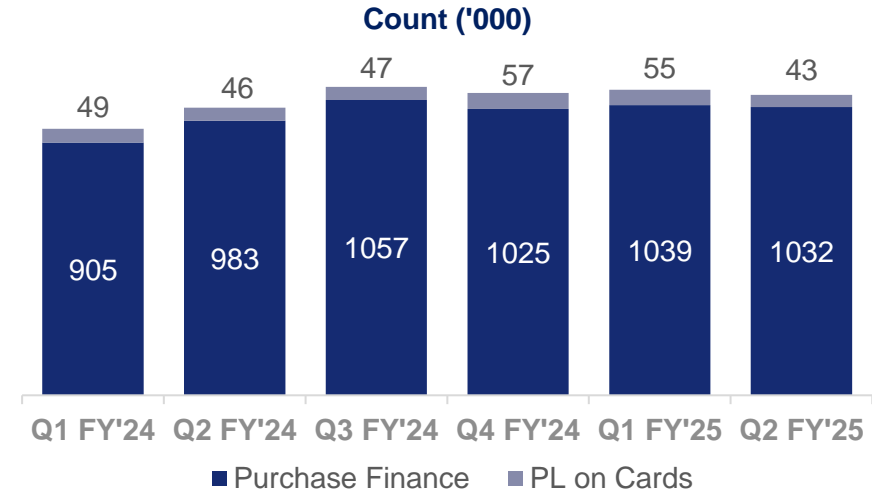


Interest Earning Receivables

Credit Cards - Portfolio Trends



Consumer Loans

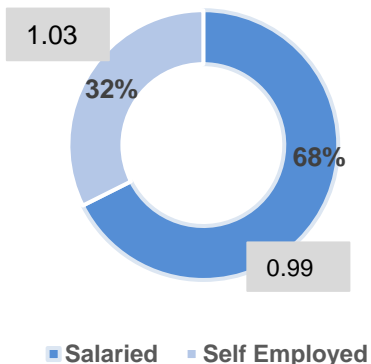


Retail spends Increased YoY and QoQ

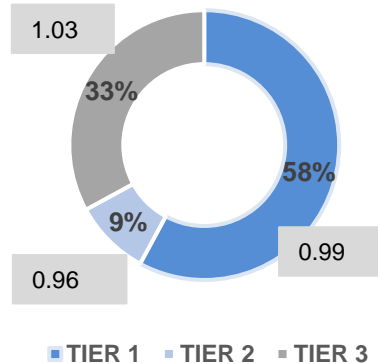
Credit Cards – Customer Segment insights(\$)

Cards-in-Force As on 30th Sep 2024

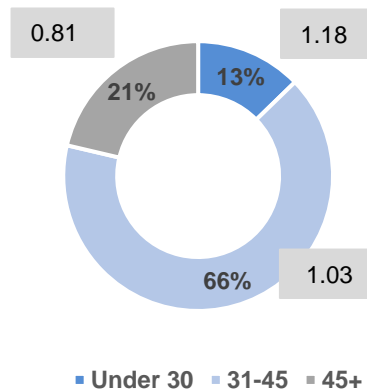
Salaried : Self Employed (SE) mix



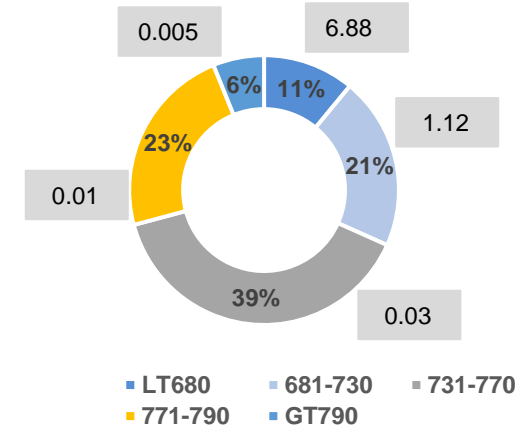
City Tier Mix



Age Group Mix

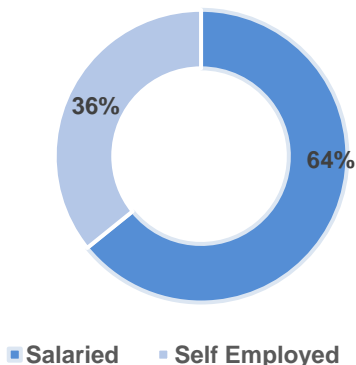


CIBIL

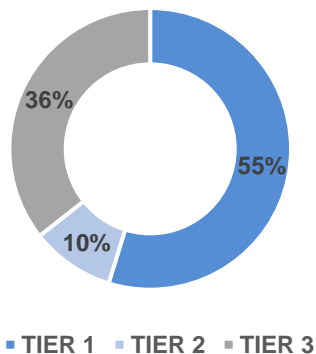


New Sourcing For Q2 FY25

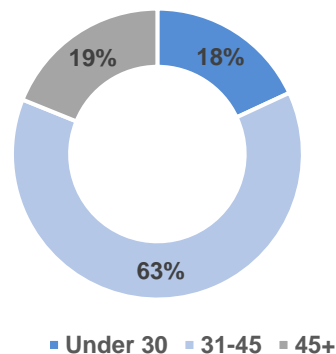
Salaried : Self Employed (SE) mix



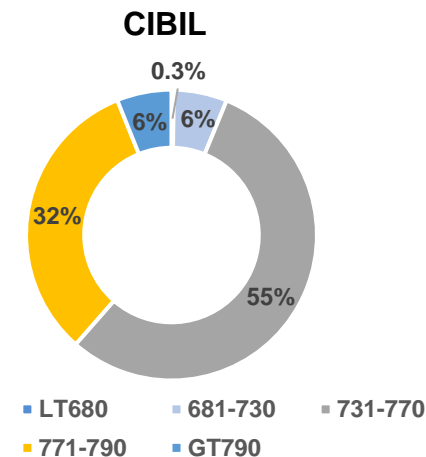
City Tier Mix



Age Group Mix



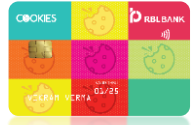
Indexed 90+



Diversified exposure, expansion outside Tier-1 cities.

RBL Bank Business Segments and Credit Cards

Millennial Products



Cookies
Monthly Fee: INR 100

Mass Products



Shoprite
Annual Fee: INR 500



Platinum Delight
Annual Fee: INR 1,000

Mass Affluent Products



Platinum Maxima Plus
Annual Fee: INR 2,500

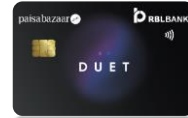


World Safari
Annual Fee: INR 3,000

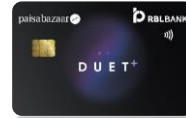


Icon
Annual Fee: INR 5,000

Co-Branded Products



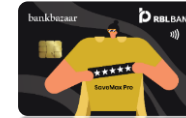
PaisaBazaar Duet
Annual Fee: LTF



PaisaBazaar Duet+
Annual Fee: INR 1,499



BankBazaar Save Max
Annual Fee: LTF



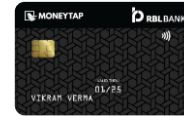
BankBazaar Save Max Pro
Annual Fee: INR 1,499



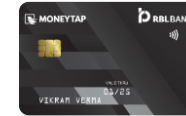
BookMyShow Play
Annual Fee: INR 500



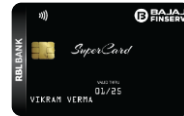
Lazy Pay
Annual Fee: LTF



MoneyTap
Annual Fee: INR 500



MoneyTap Black
Annual Fee: INR 3,000



Super Card Multiple Variants
Annual Fee: INR 499-4999

Affluent Products



Insignia
Annual Fee: INR 7,000

Co-Brand Partnership Update

Fintech





Consumer



NBFC



 Live for sourcing

 Co-Brand agreement executed; expected launch in coming months

Commercial Card Program Launch Update

Key Highlights of the Launch

- Bank launched the program in Q4FY24, initially targeting existing wholesale relationships
- Business has onboarded 20+ ETB clients and would now scale the business to wider ETB and NTB client segments
- Strong traction for both Travel as well as Purchase cards from the new age and mid-market segment
- Average monthly spends in the INR6-8 crore range, targeting to increase it to INR70 crores by fiscal end, with focus on building new distribution channels:
 - leveraging branch banking to tap SMEs
 - Partner with strategic partners / co-brands to source secured-card business & new corporates.

Initial Pilot has shown strong engagement traction

Pilot launch has provided following evidence:

- Higher engagement as a value-added service
- Increase in wallet share by 3-5% with the client
- Increase in yields by 10-20 bps
- Stronger relationships with corporate CXOs resulting into potential upsell / cross sell of other retail products

Scale up plan for H2 and FY26

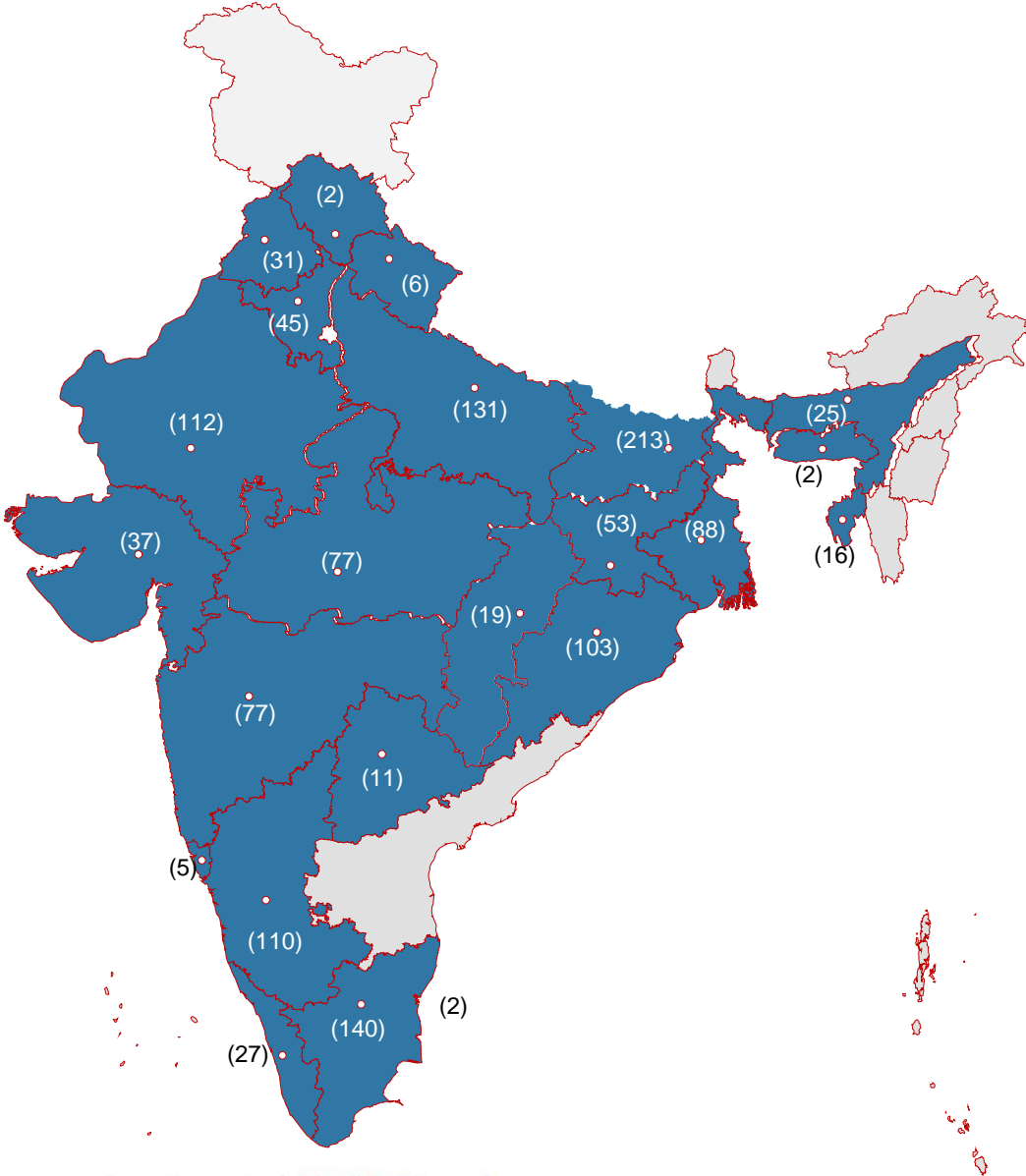
Business seeks to increase its distribution and achieve following milestones:

- Acquisition of 100+ clients and spend run rate of INR70 crores p.m. by March 2025
- Achieve monthly corporate acquisition run rate of 50



Microfinance Update

Microfinance Distribution Network



22
States and **1** UT



413
Districts



1,10,000 +
Villages



Micro-Banking Branches Network 1332

RBL Finserve



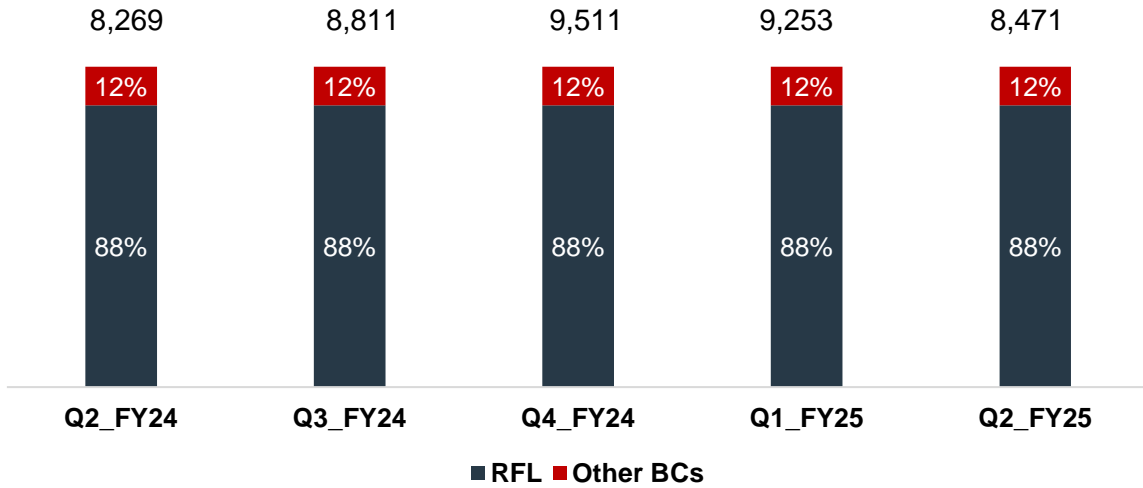
Other BCs



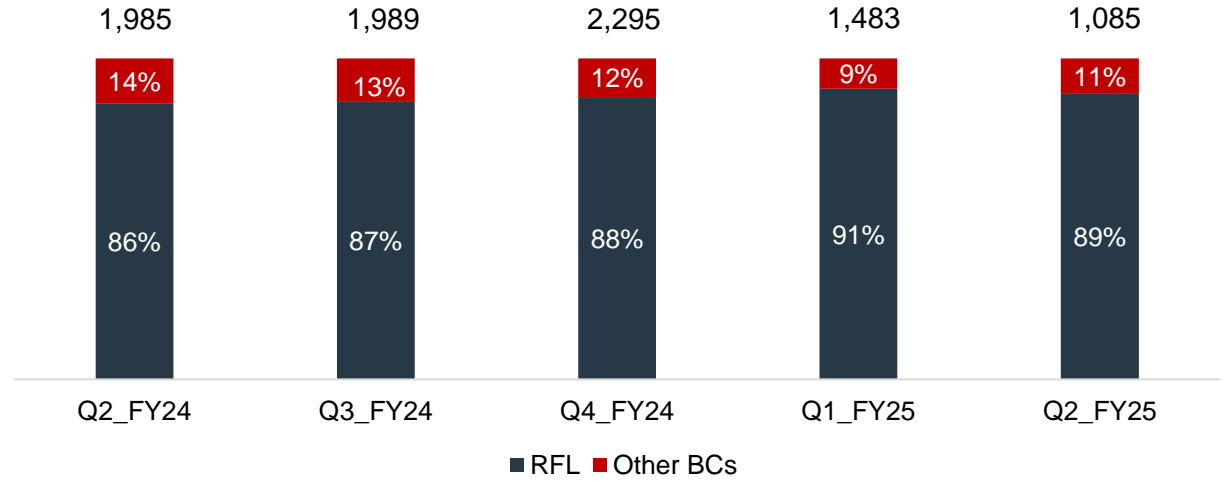
■ Branches ■ Banking Outlet

Portfolio Update

AUM* (Cr.)

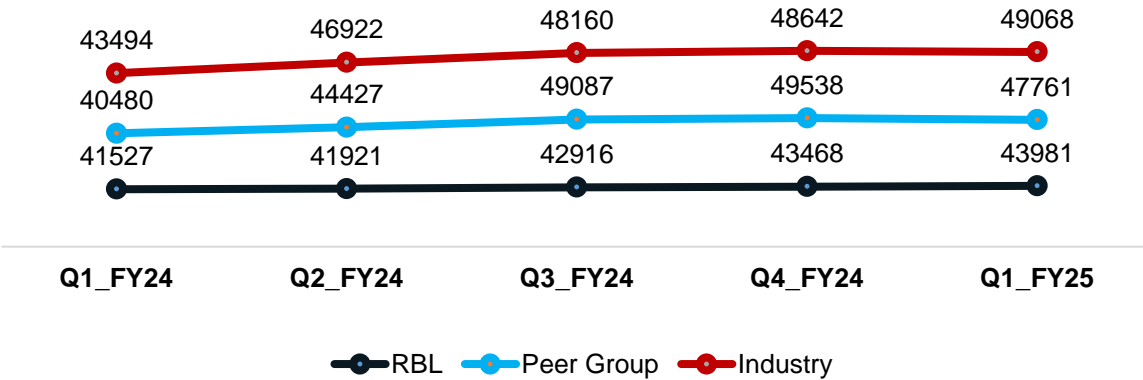


Disbursements (Cr.)

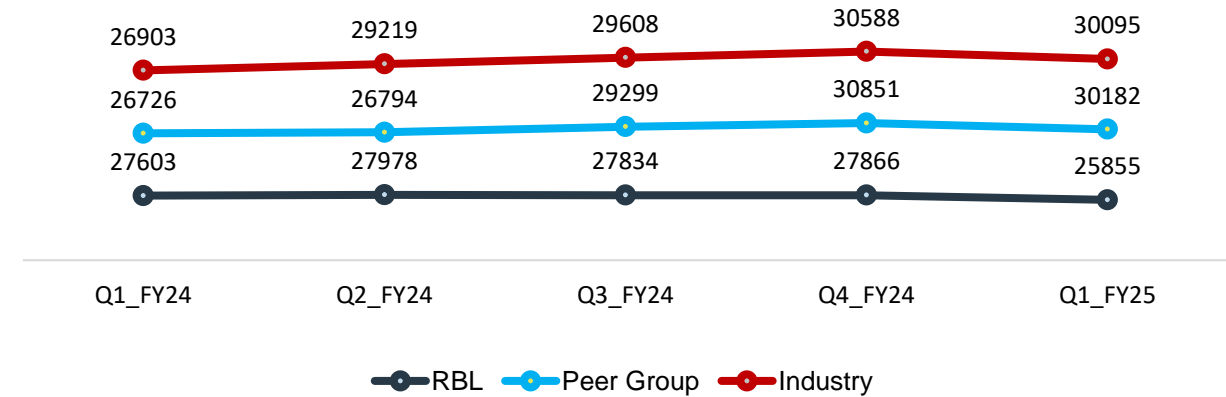


*Including IBPC Portfolio

Average Ticket Size*

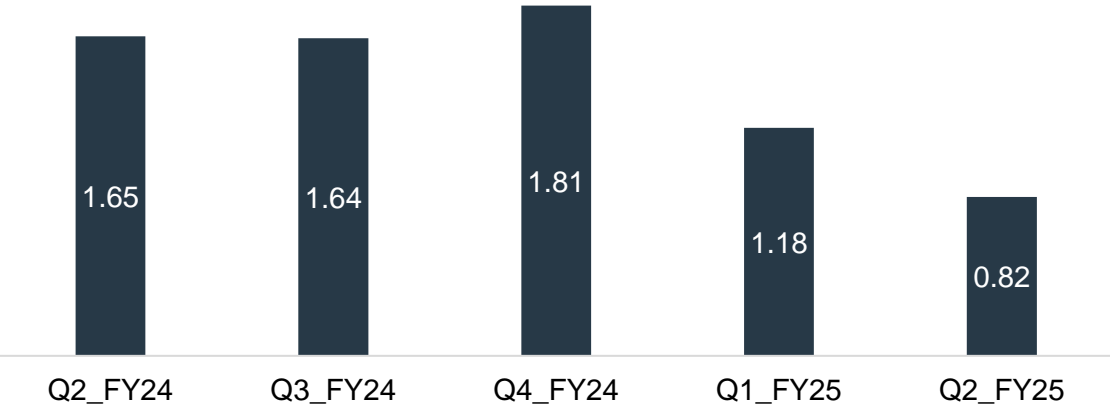


Average Portfolio Outstanding*

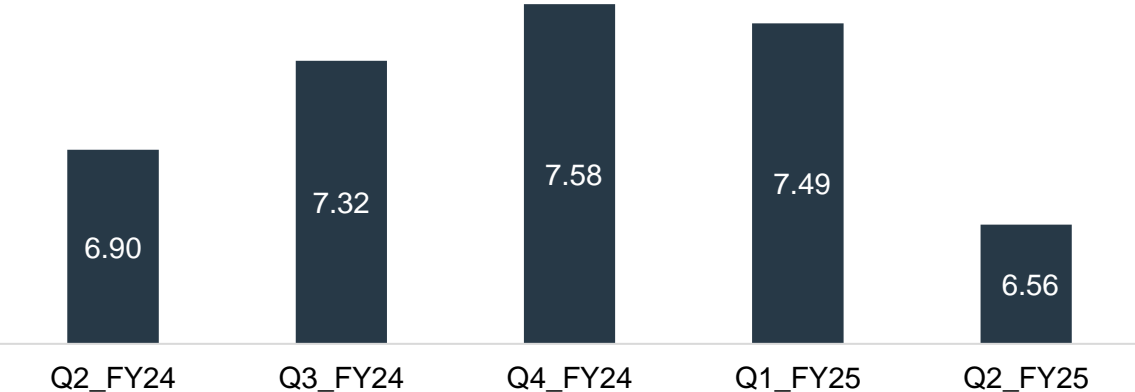


Microfinance Productivity

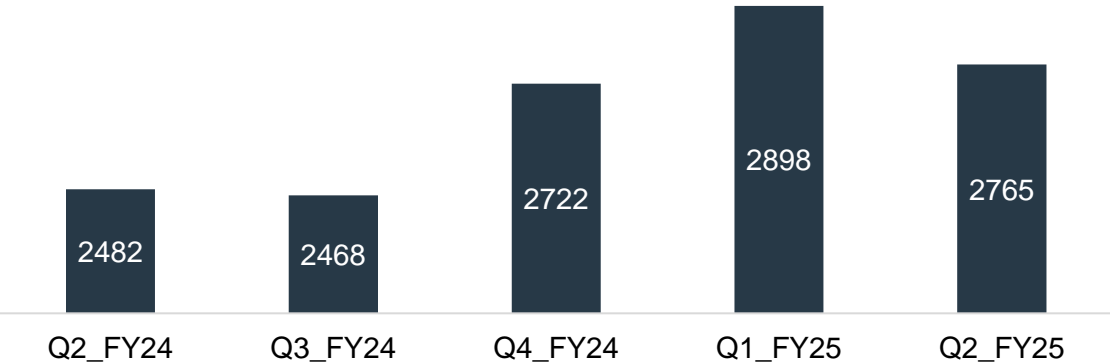
Quarterly Disbursement/Branch (Cr.)



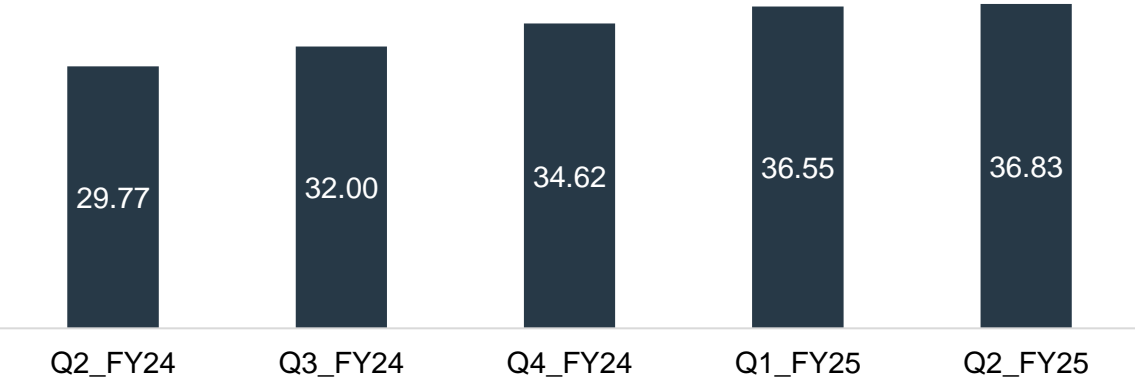
AUM/Branch (Cr.)



Borrower/Branch

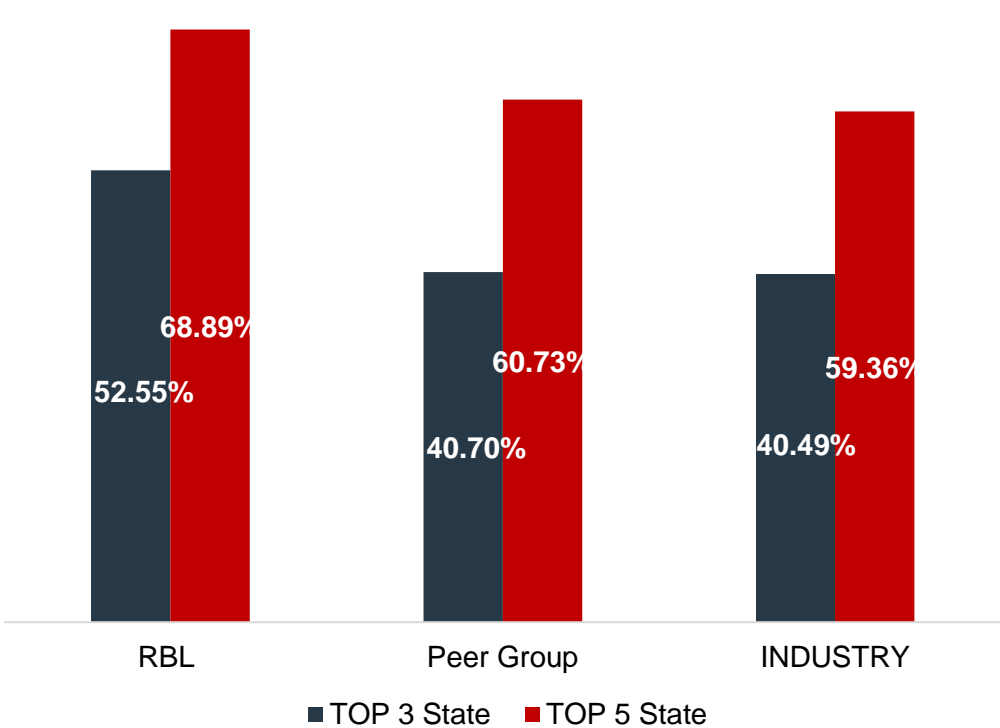


Borrower (Lakh)

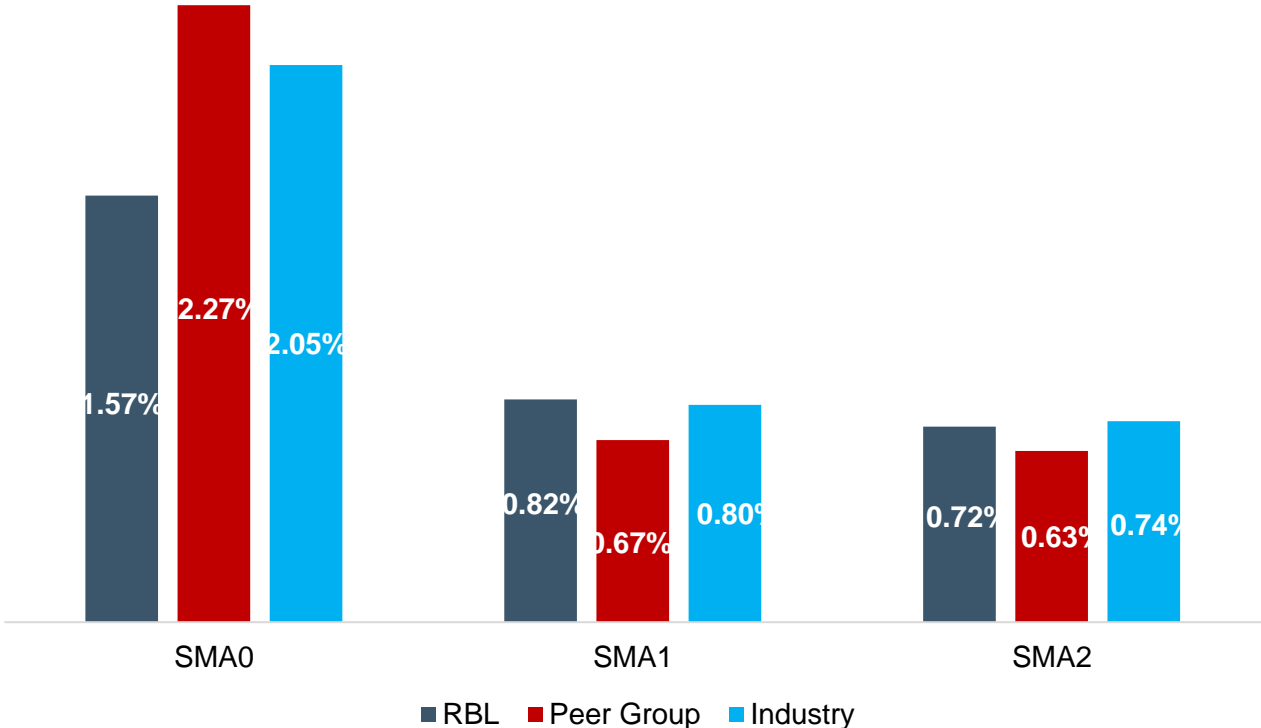


Portfolio Concentration and PAR Bucket

Portfolio Contribution %

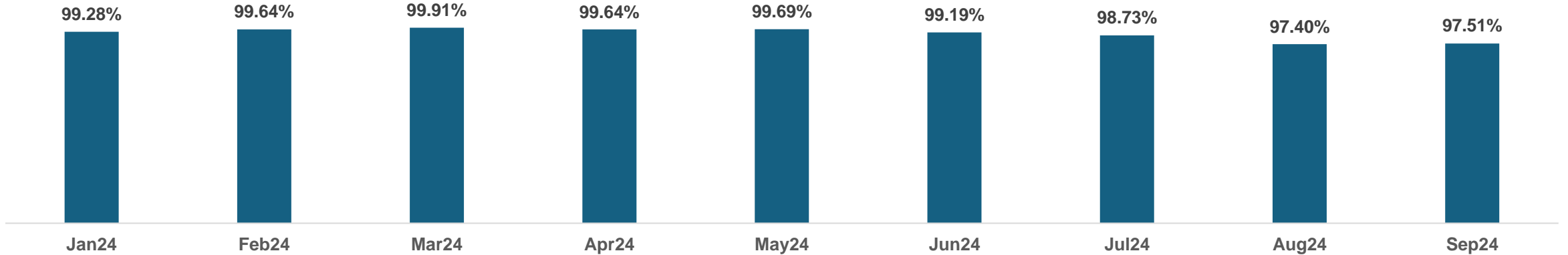


PAR Buckets %



Current Bucket Collection Efficiency & SMA Trend

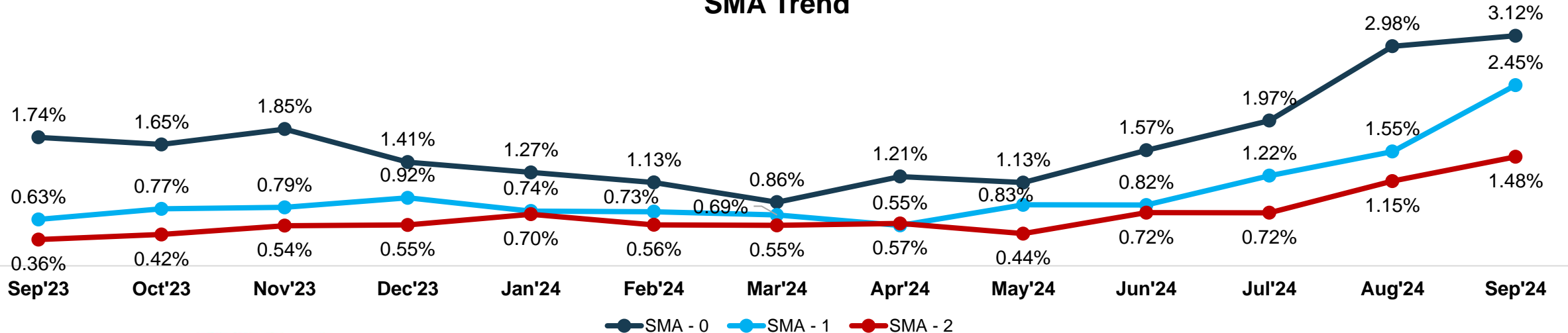
MoM Collection Efficiency



Collection efficiency is collection in the current bucket as a percentage of current month demand

- States such as Rajasthan, Punjab, Haryana & Jharkhand which were problematic for a long time in particular showing an upswing in Sep 24
- Bihar, our largest state, was also on course for improving August performance before the impact of flood in the last week of Sep 24 severely restricted movement for large parts of the state

SMA Trend

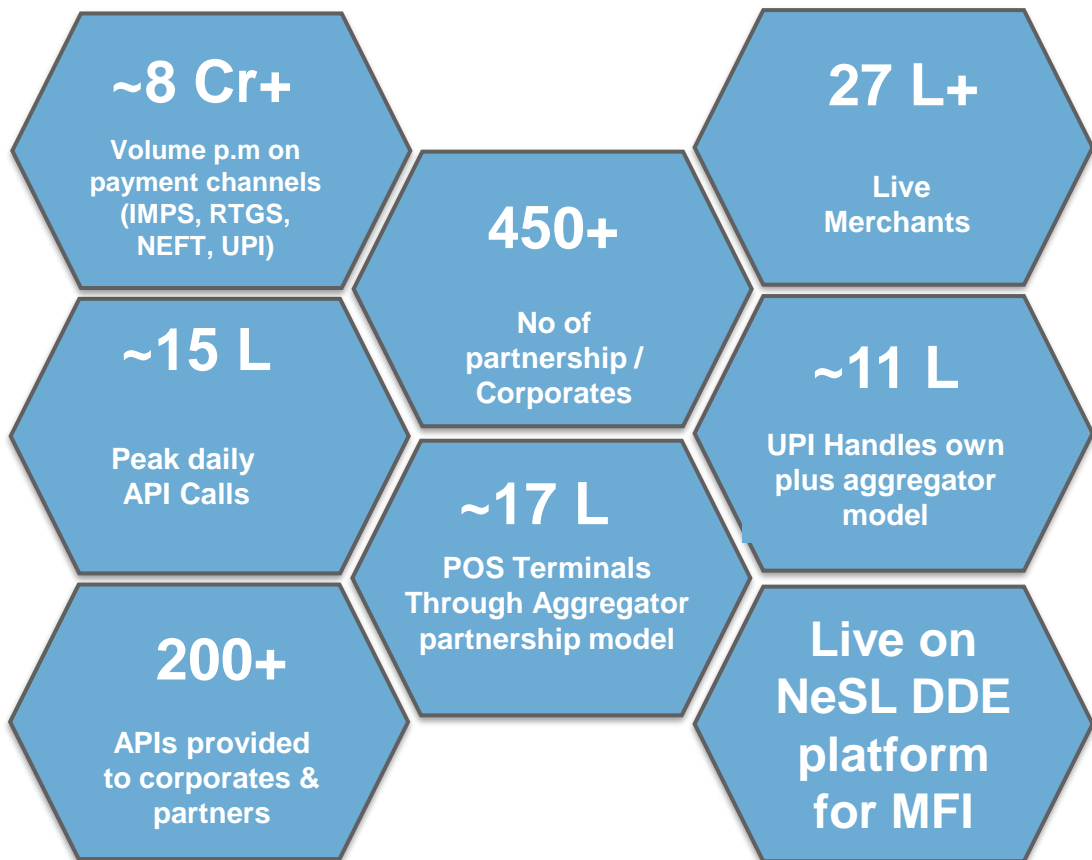




Digital Banking Update

Our digital capabilities.. built to scale...

A unified digital platform offering - B2C, B2B, B2BC platform catering to customers across segments..



B2B

Leverage our strong API capabilities

- Payments platform for INR, Fx, RDA
- Escrow services (PA, PPI, Managed)
- UPI – P2M, P2P, TPAP, Plugin Model, In-house Switch capabilities, Delegate payments

Intermediary relationships across (Payment Aggregation, PPI, Forex inwards (RDA) and Outwards (LRS))

B2B
2C

Multi-pronged delivery leveraging our partnership base

- Transit/PPI – BMRCL
- Zero KYC PPI launched
- Corporate BC enabled remittance corridors
- Onboarded as settlement bank for ONDC Network Participants

Open & Connected Banking solutions, Co-branding, Third party service providers

B2C

Augmenting Digital services across channels

- Digital onboarding, servicing & implementation
- AePS Cash Deposit Launched
- Engagement platform across lifecycle
- Live on Rupay CC, account aggregator

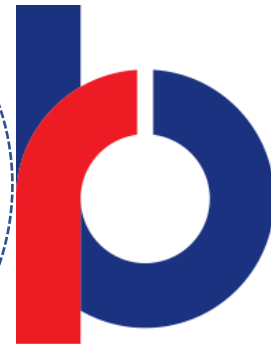
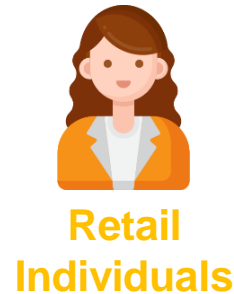
Digital/DIY Journeys across liability and asset portfolios, Whatsapp banking

Curated & Expansive Digital Interface

Retail Internet Banking

Revamped, Simplified and Futuristic Net Banking Service

RBL Buddy Your friend on the field - WhatsApp based knowledge BOT enhanced for ready reference of RMs



Corporate & MSME Banking

Revamped, Simplified and Futuristic Online & Mobility Service



API



MSMEs & Corporate



Prepaid Instrument (PPI) - Transit, Expense solution

Partnership Banking

Digital Onboarding, Account management and value added services through partnerships to MSMEs and Corporates

Connected Banking (BaaS)

Dedicated programme for Connected Banking with leading fintechs through our API platform

API Banking (BaaS)

Expansive and growing API Banking Services for New Age Businesses

RBL BizBank App & Corporate Internet Banking

Digital Banking Applications

Merchant Collection

PG, POS, QR Code (UPI / CBDC), Cash & Cheque Solutions for Merchants and Retailers for Digital Collections

Continuous enhancements across digital channels...



225+ services across channels



Internet banking integration for tax payments (Direct tax, Custom duty)



Forex deals booking on Corporate Internet Banking



Convert credit card transactions into EMI now on WhatsApp channel



80% channel penetration



>65% FDs being booked digitally



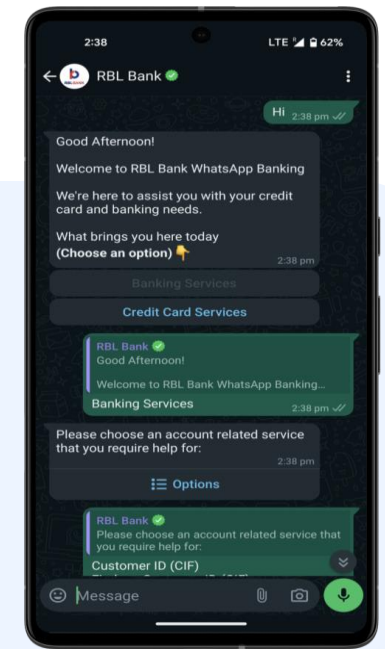
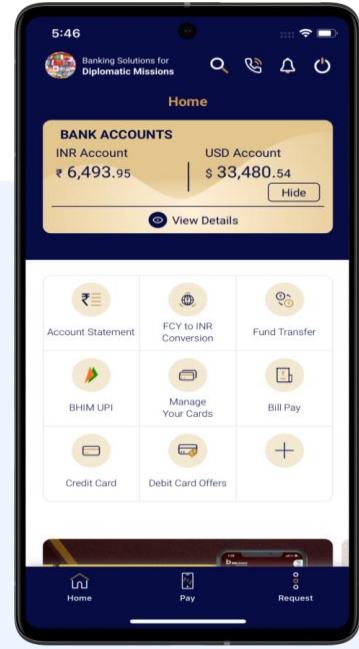
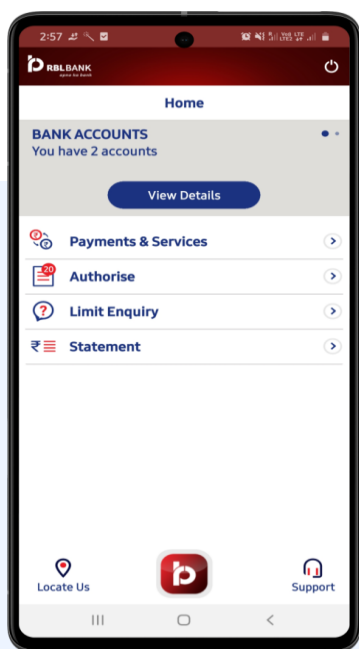
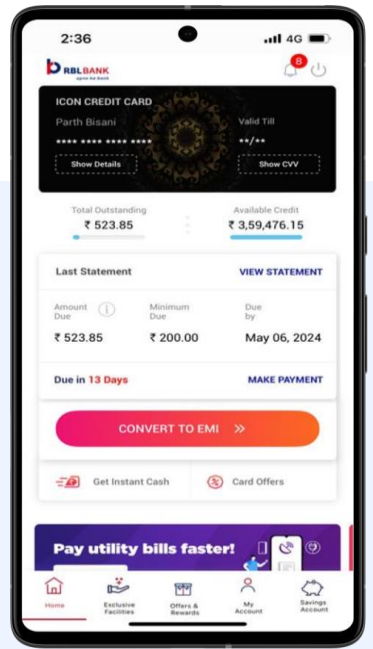
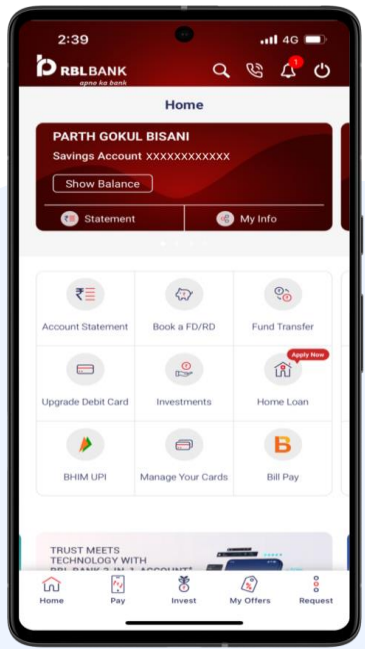
Enhanced security features on BizBank app

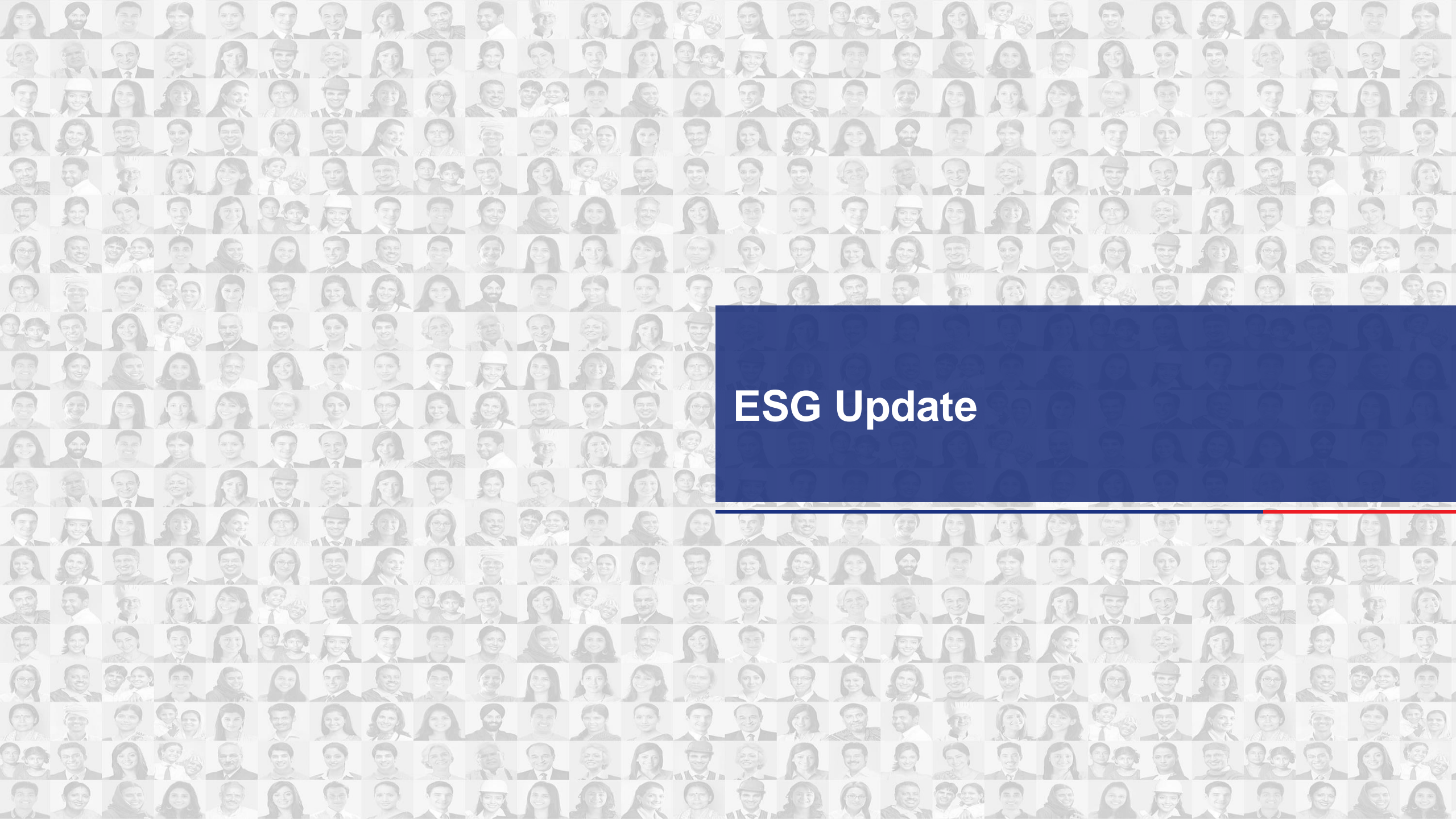


Dual User Corporate Banking App (BizBank)

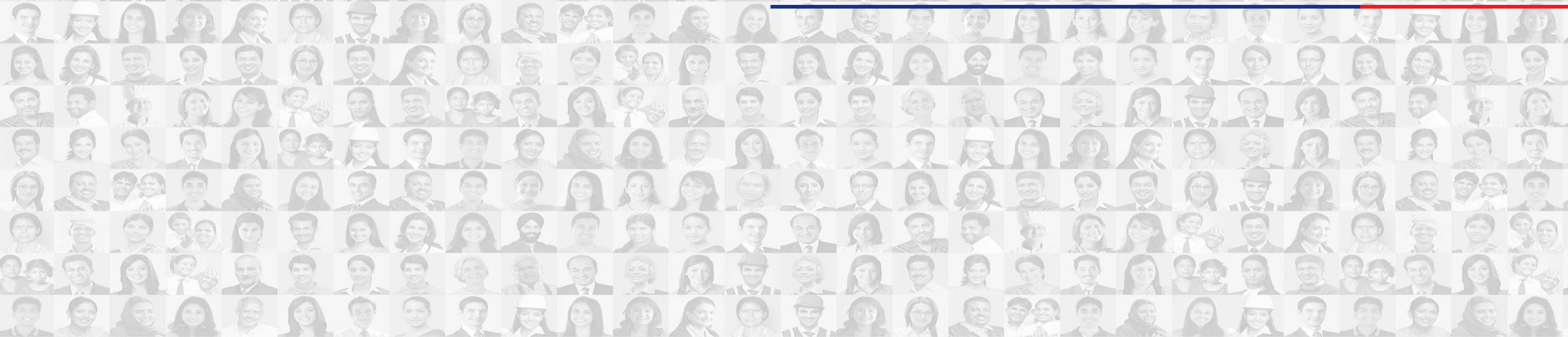


Form 15G/H submission now on Whatsapp





ESG Update



ESG @ RBL - grow sustainably..

Sustainability continues to be at the core of what we do and make it an integral part of our business practices, including Risk Management practices.

○ Policy stipulation for managing Bank's own E&S footprint, and impact of lending as per IFC Performance Standards

○ Bank is rated 60+ score (out of 100) by CRISIL and REFINITIV in ESG performance, disclosures and quantitative progress;

○ CDP Climate Change 2023, Bank has received a 'B-', higher than the Global and regional average of C

○ Climate risk management: Thresholds are defined to contain exposure to "high carbon emitting" industries (wef July 2023)

○ Voluntary target and plan to achieve Carbon Neutrality (within own operations) by FY 35

○ Adopted Coal Policy to cap financing in coal based thermal power generation to reduce to zero by FY 2034

○ The overall women representation in the bank is at 25%+



1

2

3

Financial literacy:

- Bank runs flagship 'Saksham' program with NGO partners
- The program creates awareness on savings, budgeting, safety, responsible borrowings etc.
- 100% of the beneficiaries under this program are women in residing in rural locations

Sustainable Finance & financial inclusion products

- Climate smart loans
- Strong micro banking portfolio aimed at hitherto unbanked women
- Financial literacy activities to empower women with financial knowledge
- Funding Sustainable Agricultural Practices and Business

Corporate Social Responsibility

- Asia Money recognized RBL as India's best bank for CSR 2023
- Bank has funded projects across 3 thematic areas, namely 3 projects in **Health**, 6 projects in **Education** and 5 projects in **Livelihoods Opportunities** (**H.E.L.O.** acronym)

Read more on: <https://www.rblbank.com/sustainability-framework/>



Annexures

Experienced Board of Directors



Mr. Chandan Sinha

*Non-Executive Independent Director (Part Time Chairman)
Previously, Executive Director, RBI. Career – Central Banker for 35 years*



Mr. Rajeev Ahuja

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



Ms. Veena Mankar

*Non-Executive Non-Independent Director
Previously, Chairperson of RBL Finserve Ltd, Founder of Swadhaar Finserve Pvt. Ltd. And Swadhaar FinAccess*



Dr. Somnath Ghosh

*Non-Executive Independent Director
Retired Professor and Founding Dean (Academics) from Indian Institute of Management Kashipur*



Mr. Gopal Jain

*Non-Executive Non-Independent Director
Managing Partner and Founder of Gaja Capital, Founded Gaja Capital in 2004*



Mr. R Subramaniakumar

*Managing Director and CEO
A veteran banker with 40 years of experience; Previously, associated with PNB, Indian Bank and Indian Overseas Bank*



Ms. Ranjana Agarwal

*Non-Executive Independent Director
Founder and managing partner of Vaish & Associates, Chartered Accountants*



Mr. Manjeev Singh Puri

*Non-Executive Independent Director
Former Indian Diplomat, former Ambassador to the European Union, Belgium, Luxembourg, Nepal and United Nations*



Mr. Murali Ramakrishnan

*Non-Executive Independent Director
Previously, Managing Director & CEO of South Indian Bank, Associated with ICICI Bank Limited for more than two decades*



Dr. Sivakumar Gopalan

*Non-Executive Independent Director
Faculty of the Department of Computer Science and Engineering, IIT Bombay, since 1991*

Leadership – Core Management Team



Mr. R Subramaniakumar
Managing Director and CEO
A veteran banker with 40 years of experience; Previously, associated with PNB, Indian Bank and Indian Overseas Bank **(40)**



Mr. Rajeev Ahuja
Executive Director
Previously, associated with Citibank India, Bank of America, India and Bankers Trust Company **(35)**



Mr. Bharat Rungta
Head - Wholesale Bank
Previously, associated with Yes Bank, Standard Chartered Bank & ICICI Bank Limited **(25)**



Mr. Jaideep Iyer
Head - Strategy
Previously, Group President and Deputy CFO – Yes Bank **(27)**



Mr. Deepak Gaddhyan
Head – Branch & Business Banking
Previously, associated with ICICI Bank, Yes Bank **(27)**



Mr. Deepak Kumar
Chief Risk Officer
Previously, associated with State Bank of India and member of RBI committees **(37)**



Mr. Bikram Yadav
Head – Credit Cards
Previously, associated with GE Capital, India **(21)**



Mr. Kingshuk Guha
Whole-Time Director & CEO, RBL Finserve
Previously, associated with ABN Amro, RBS, Tata Tele Services, Fullerton India **(28)**



Mr. Kamal Sabhlok
Head – Secured Retail & Microfinance Business
Previously, associated with Standard Chartered Bank, Barclays Finance, Diageo, United Breweries **(24)**



Mr. Buvanesh Tharashankar
Chief Financial Officer
Previously, associated with Jana Small Finance Bank and Citi Bank **(28)**

Figures in brackets are years of work experience

Leadership – Core Management Team (Contd.)



Mr. R. Rajagopalan

Head – Internal Audit

Previously, associated with HDFC Bank, Kotak Mahindra Bank

(30)



Mr. Prakash Gupta

Chief Compliance Officer

Previously, associated with Barclays, Credit-Suisse and Rabobank

(26)



Mr. Ravi Pichan

Chief Information Officer

Previously, associated with Larsen & Toubro Infotech, Capgemini, Barclays & Bank of America

(28)



Mr. Alok Rastogi

Head - Corporate Centre

Previously, associated with Yes Bank, CRISIL and Citi Bank

(27)



Mr. Vishal Kukreja

Head - Human Resources

Previously, associated with Dhanlaxmi Bank, IDFC Ltd. And HDFC Bank

(22)



Mr. Abhijit Somvanshi

Head - Marketing, Communications & Customer Service

Previously, associated with ICICI Bank, IL&FS, HSBC, and the Daiwa Group

(23)



Mr. Anshul Chandak

Head - Treasury

Previously, associated with HDFC Bank and Kotak Mahindra Bank

(18)

Figures in brackets are years of work experience

Profit & Loss Statement

Particulars	Q2 FY25	Q2 FY24	Q1 FY25	H1 FY 25	H1 FY 24
<u>Income</u>					
Interest Earned	3,531	3,008	3,496	7,027	5,864
Interest Expended	1,916	1,533	1,796	3,712	2,967
Net Interest Income	1,615	1,475	1,700	3,315	2,897
Other Income	927	704	805	1,733	1,390
Total Income	2,542	2,179	2,505	5048	4,287
<u>Expenditure</u>					
Operating Expenses	1,632	1,448	1,646	3,279	2,909
Employee Cost	465	375	368	833	716
Other Operating Expenses	1,168	1074	1,278	2,445	2,193
Operating Profit	910	731	859	1,769	1,378
Provisions	618	640	366	985	907
On advances	662	622	461	1124	881
On others	(44)	19	(95)	(139)	25
Profit Before Tax	292	91	493	784	472
Tax	69	(203)	121	190	(110)
Profit After Tax	223	294	372	594	582

Balance Sheet

Particulars	Sep 2024	June 2024	Sep 2023
<u>Liabilities</u>			
Capital	608	606	601
Reserves and Surplus	14,859	14,673	13,520
Deposits	1,07,959	1,01,352	89,780
Borrowings	14,679	13,577	15,302
Other Liabilities	5,782	5,576	4,941
Total	1,43,885	1,35,784	1,24,144
<u>Assets</u>			
Cash & Balances with RBI	12,634	7,240	8,036
Balances with other banks	2,768	1,926	1,284
Investments (Net)	30,373	29,726	29,643
Advances (Net)	87,882	86,704	76,324
Fixed and Other Assets	10,227	10,187	8,857
Total	1,43,885	1,35,784	1,24,144

Consolidated Profit & Loss Statement

Particulars	Q2 FY25	Q2 FY24	Q1 FY25	H1 FY 25	H1 FY 24
<u>Income</u>					
Interest Earned	3,531	3,008	3,497	7,028	5,863
Interest Expended	1,916	1,533	1,796	3,712	2,966
Net Interest Income	1,615	1,475	1,701	3,316	2,897
Other Income	928	713	775	1,703	1,407
Total Income	2,543	2,188	2,476	5,019	4,304
<u>Expenditure</u>					
Operating Expenses	1,620	1,423	1,634	3,254	2,854
Employee Cost	567	461	469	1,035	890
Other Operating Expenses	1,053	961	1,165	2,219	1,964
Operating Profit	923	765	842	1,765	1,450
Provisions	618	640	366	985	907
On advances	662	622	461	1,124	881
On others	(44)	19	(95)	(139)	25
Profit Before Tax	304	125	475	780	543
Tax	73	(206)	124	197	(107)
Profit After Tax	232	331	351	583	651

Consolidated Balance Sheet

Particulars	Sep 2024	June 2024	Sep 2023
<u>Liabilities</u>			
Capital	608	606	601
Reserves and Surplus	14,888	14,693	13,538
Deposits	1,07,952	1,01,341	89,730
Borrowings	14,680	13,578	15,302
Other Liabilities	5,776	5,580	4,936
Total	1,43,904	1,35,798	1,24,108
<u>Assets</u>			
Goodwill on Consolidation	41	41	41
Cash & Balances with RBI	12,634	7,240	8,036
Balances with other banks	2,775	1,933	1,291
Investments (Net)	30,271	29,623	29,498
Advances (Net)	87,882	86,704	76,324
Fixed and Other Assets	10,301	10,257	8,918
Total	1,43,904	1,35,798	1,24,108

Historical Performance

Particulars	FY 14	FY 15	FY 16	FY 17	FY 18	FY19	FY20	FY21	FY22	FY23	FY24	H1 FY25
Net Worth	2,012	2,224	2,960	4,242	6,544	7,336	10,290	12,254	12,006	12,996	14,206	14,847
Deposits	11,599	17,099	24,349	34,588	43,902	58,394	57,812	73,121	79,007	84,887	103,494	1,07,959
Advances (Net)	9,835	14,450	21,229	29,449	40,268	54,308	58,019	58,623	60,022	70,209	83,987	87,882
Investments (Net)	6,518	9,792	14,436	13,482	15,448	16,840	18,150	23,230	22,274	28,875	29,576	30,373
Net Profit	93	207	292	446	635	867	506	508	(75)	883	1,168	594
CRAR (%)	14.6	13.1	12.9	13.7	15.3	13.5	16.4	17.5	16.8	16.9	16.2	15.9
Gross NPA (%)	0.79	0.77	0.98	1.20	1.4	1.38	3.62	4.34	4.40	3.37	2.65	2.88
Net NPA (%)	0.31	0.27	0.59	0.64	0.78	0.69	2.05	2.12	1.34	1.10	0.74	0.79
Business per employee	7.7	9.1	11.8	13.1	15.9	19.3	16.0	16.9	15.0	14.1	15.0	13.25
No. of employees	2,798	3,465	3,872	4,902	5,300	5,843	7,221	7,816	9,257	11,032	12,473	14,777
Return on Assets (%)	0.66	1.02	0.98	1.08	1.21	1.27	0.59	0.54	(0.07)	0.83	0.96	0.88
Return on Equity (%)	5.44	9.58	11.32	11.67	10.95	12.15	5.74	4.35	(0.60)	6.69	8.25	7.79
BVPS	71.3	75.77	91.17	113.07	193.82	200.56	214.28	159.72	200.27	216.76	234.77	244.32

Thank you