



Investor Presentation

Q1 FY 25

July 20, 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		



Executive Summary

Major Highlights for Q1 FY25

Improving operating performance..

- Net Interest Income (NII) grew 20% YoY to Rs.1700 crore; NIM at 5.67%
- Other Income grew 18% YoY to Rs.805 crore
- Operating Profit grew 33% YoY to Rs. 859 crore
- Net Profit grew 29% YoY to Rs. 372 crore; RoA at 1.14% and RoE at 9.88%

Retail led loan growth

- Advances grew by 19% YoY to Rs.86,704 crore
- Retail advances grew by 31% to Rs.53,737crore
- Wholesale advances grew by 2% to Rs.32,968 crore; Commercial Banking (Mid-corporates & SME) grew faster at 25% YoY

Retail Deposit Growth...

- Overall deposits grew by 18% YoY to Rs.101,352 crore; CASA ratio at 32.6%
- Granular Deposits (deposits less than Rs. 3 crore) grew by 25% to Rs.49,980 crore; accounts for 49.3% of total deposits

Healthy Capital Levels...

- Capital adequacy ratio stood including Q1 FY25 profits at 15.56%; CET 1 at 13.85%
- Well capitalized for medium term growth

Stable Asset quality..

- GNPA down 53 bps YoY to 2.69%, NNPA down 26bps YoY to 0.74%
- PCR improved 348bps YoY to 73.13%; PCR incl. Technical Writeoff was 90.04%
- Credit cost at 59bps

Key Parameters

Scale



Deposits up 18% YoY to
Rs. 101,352 crore

Advances up 19% YoY to
Rs. 86,704 crore

15.90 mn customers
across segments

Growth Drivers



Retail Assets up 31% YoY;
Comm. Banking up 25% YoY

Granular Deposits up 25%
YoY

~3.2 lakh customers
added in the quarter

Balance Sheet



15.56% CRAR
13.85% CET 1

Avg. LCR for Q4 FY24 at
137%

PCR at 73.13%

Presence



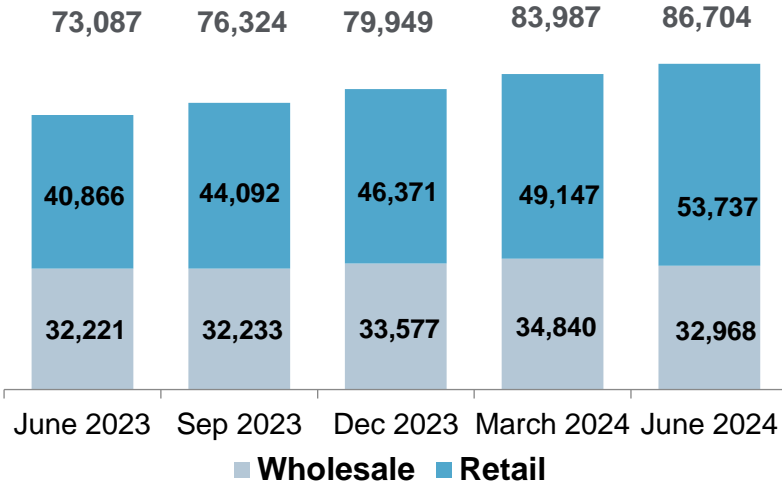
545 branches; 398 ATMs

~1250+ BC Branches

598 districts, servicing
18,000 pincodes

Consistently delivering robust growth and improving profitability...

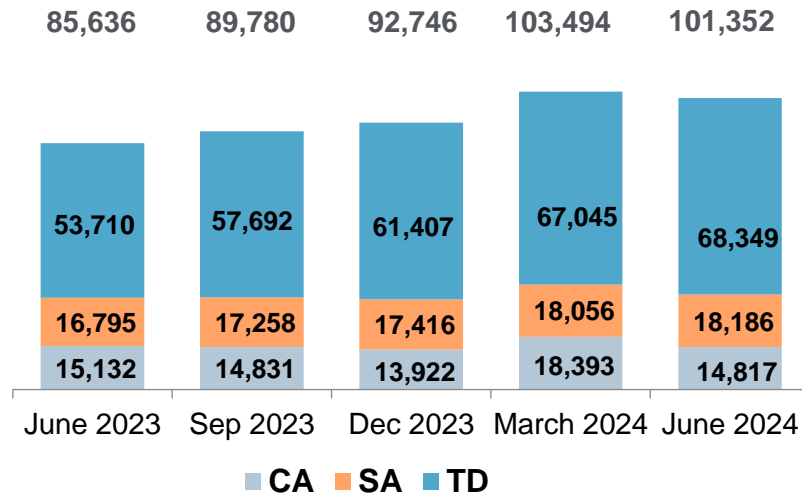
Advances



- HL + LAP up by 19% YoY
- RVF up by 74% YoY
- Commercial Banking up by 25% YoY

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

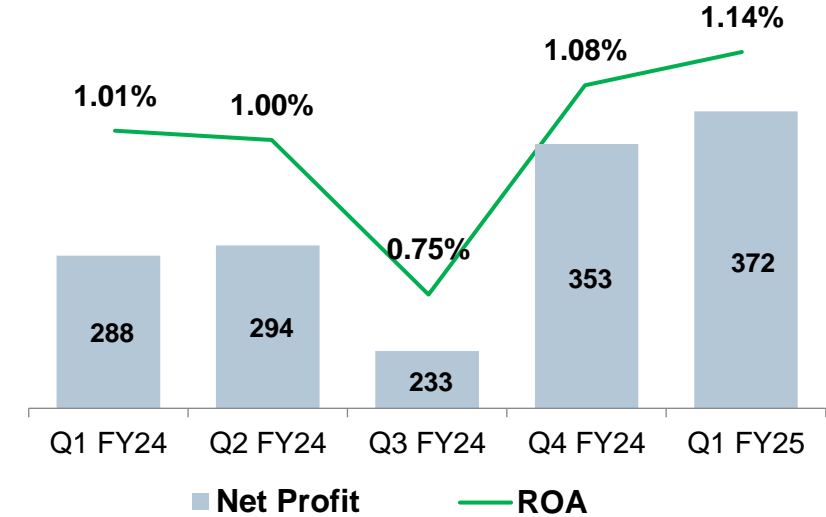
Deposits



- CASA + TD < Rs. 3 crore at 63% of Total Deposits
- ~60%+ FDs opened and SA sourced digitally

Deposits Less than 3 crore growth was 25% YoY

Profitability



- Total Income up 19% YoY
- NII up 20% YoY; NIM at 5.67%
- Core Fee Income up 20% YoY
- Operating Expenses up 13% YoY

PPOP growth of 33% YoY

Key Ratios

Parameter	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24	Q2 24	Q3 24	Q4 24	Q1 25
Yield on Advances	12.4%	12.2%	12.8%	13.5%	13.9%	14.0%	14.0%	14.1%	14.2%
Cost of Deposits	4.8%	5.1%	5.5%	5.7%	6.1%	6.2%	6.3%	6.4%	6.5%
Cost of Funds	4.9%	5.2%	5.6%	5.8%	6.1%	6.3%	6.5%	6.5%	6.6%
Net Interest Margin	5.04%	5.02%	5.27%	5.62%	5.53%	5.54%	5.52%	5.45%	5.67%
Cost/Income	70.7%	70.8%	70.1%	70.8%	69.3%	66.5%	67.1%	64.2%	65.7%
Credit Cost (bps)#	43	39	39	29	39	90**	48	53	59
RoA	0.75%	0.77%	0.78%	1.00%	1.01%	1.00%	0.75%	1.08%	1.14%
RoE	6.28%	6.12%	6.25%	8.11%	8.39%	8.38%	6.48%	9.73%	9.88%

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

Credit Cost not annualized

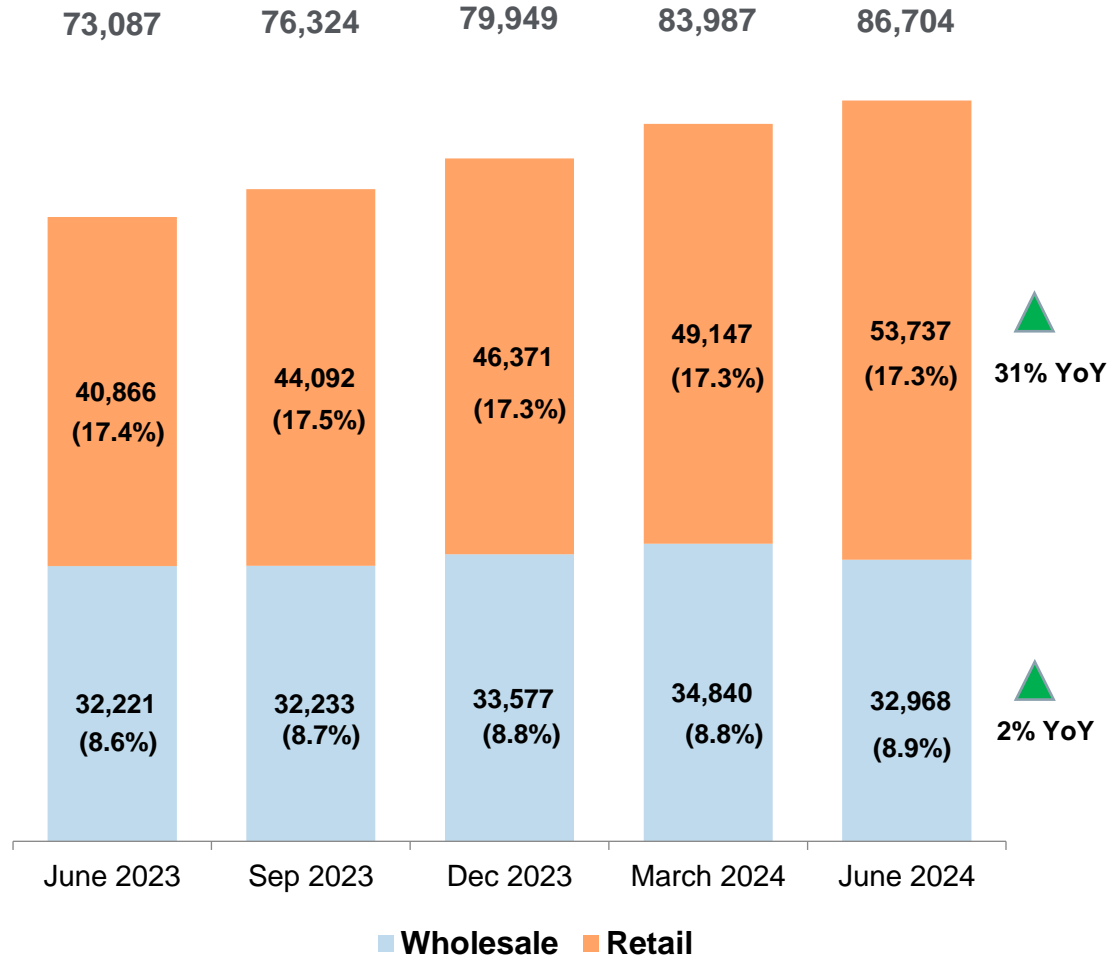


Advances and Deposits

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)

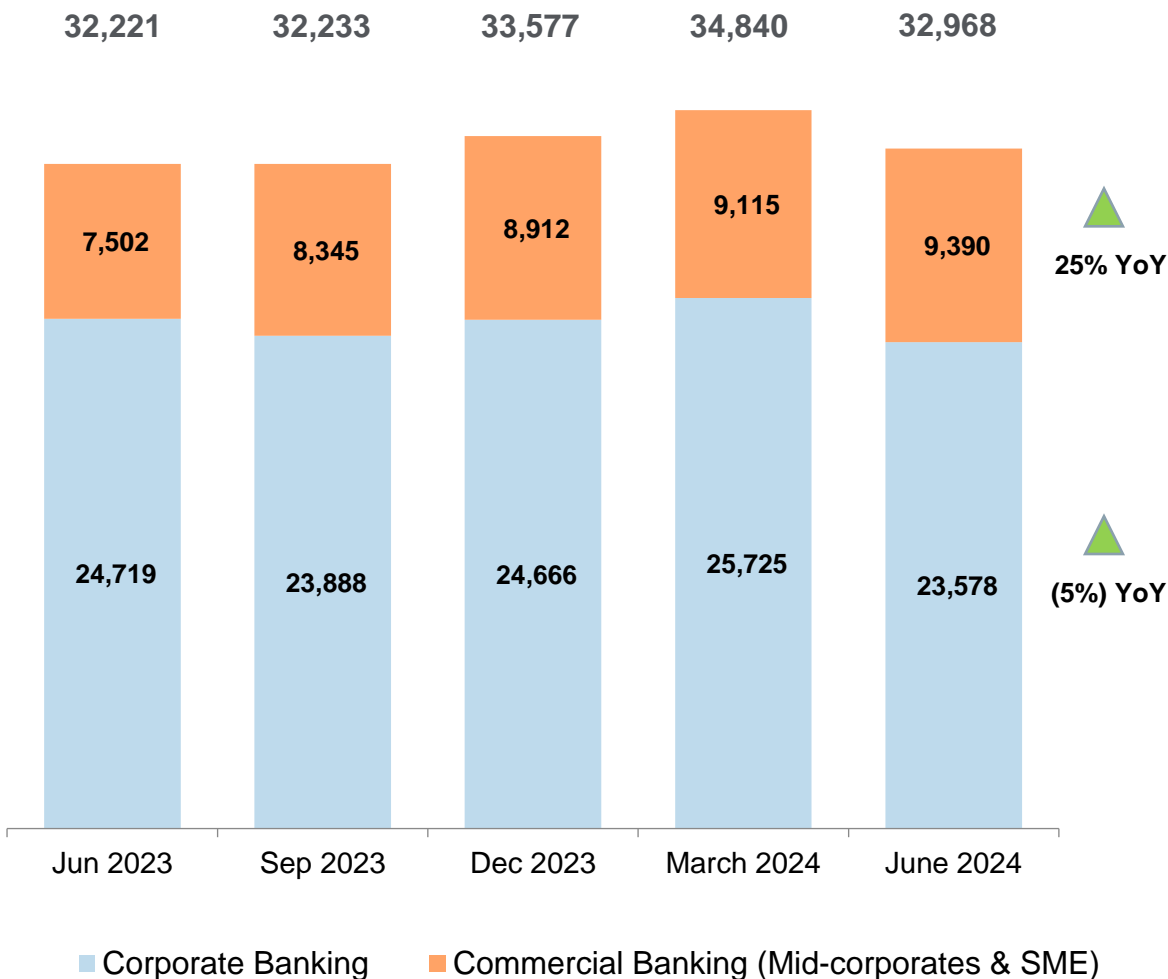
With focus on growing secured retail assets and commercial banking

	June 2024	June 2023	YoY	March 2024	QoQ
Corporate Banking	23,578	24,719	(5%)	25,725	(8%)
Commercial Banking (Mid-corporates & SME)	9,390	7,502	25%	9,115	3%
Wholesale	32,968	32,221	2%	34,840	(5%)
Credit Cards	17,394	14,208	22%	17,038	2%
Personal Loans*	3,988	3,571	12%	3,888	3%
Microfinance	7,253	6,517	11%	7,511	(3%)
Business Loans	8,182	8,077	1%	8,161	0%
Housing Loans	6,696	4,415	52%	6,260	7%
Rural Vehicle Finance	2,159	1,242	74%	2,221	(3%)
Others incl. Gold Loans, OD etc	6,605	1,484	345%	2,347	181%
Retail Agri	1,458	1,351	8%	1,721	(15%)
Retail	53,737	40,866	31%	49,147	9%
Total	86,704	73,087	19%	83,987	3%

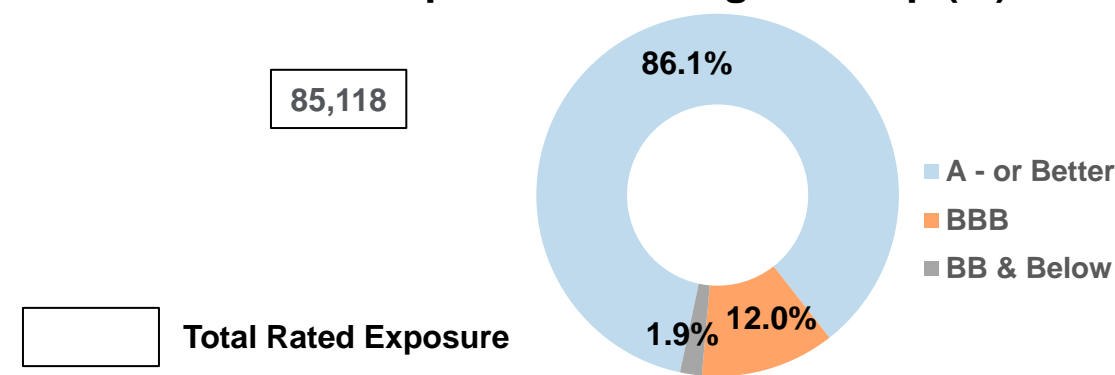
* Personal Loans is primarily Personal Loan to Credit Card Customers; shown as credit card advances in earlier presentations

Wholesale Advances; growth led by Commercial Banking

Wholesale Advances

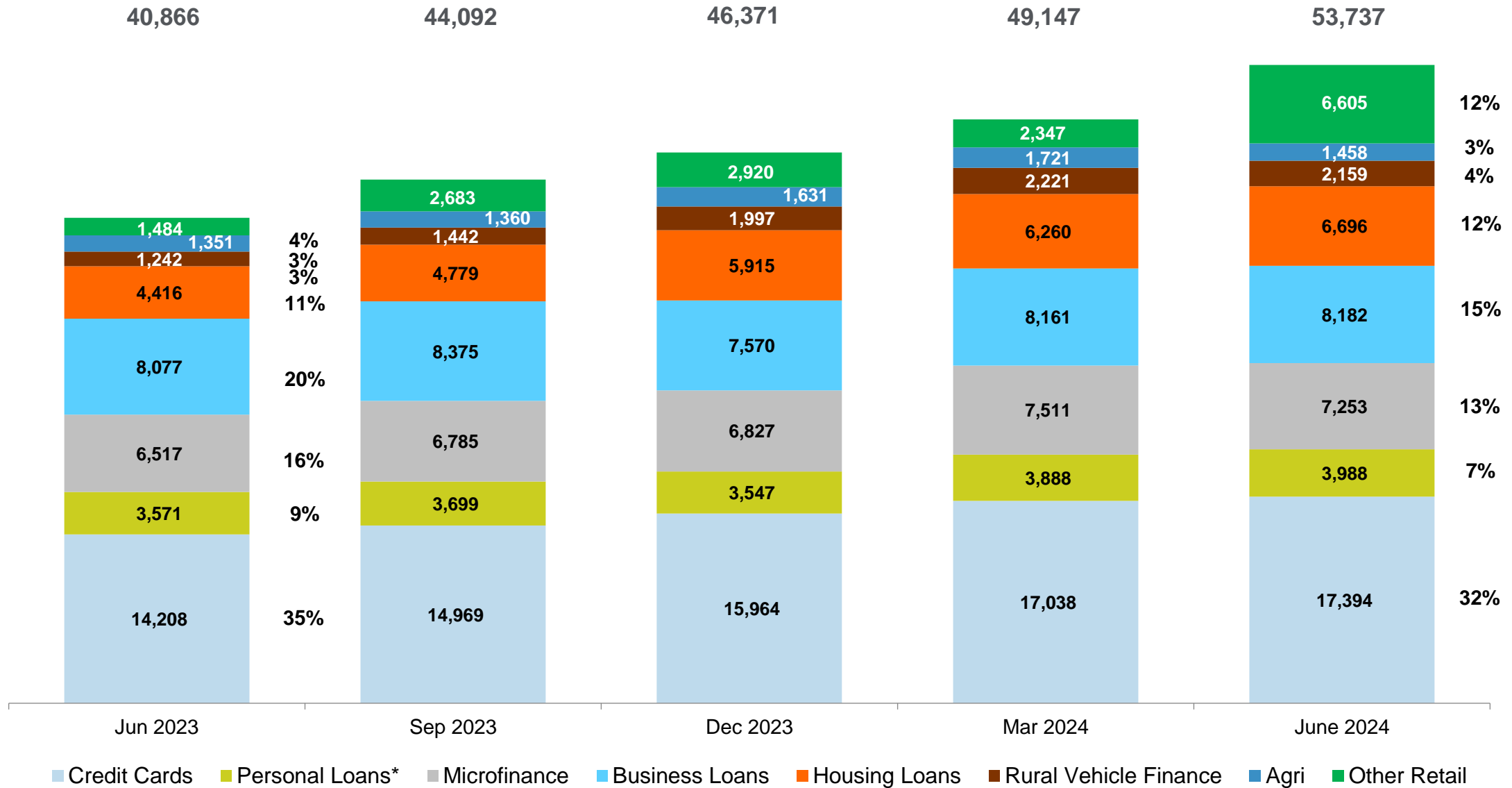


Wholesale Exposure - Rating Breakup (%)

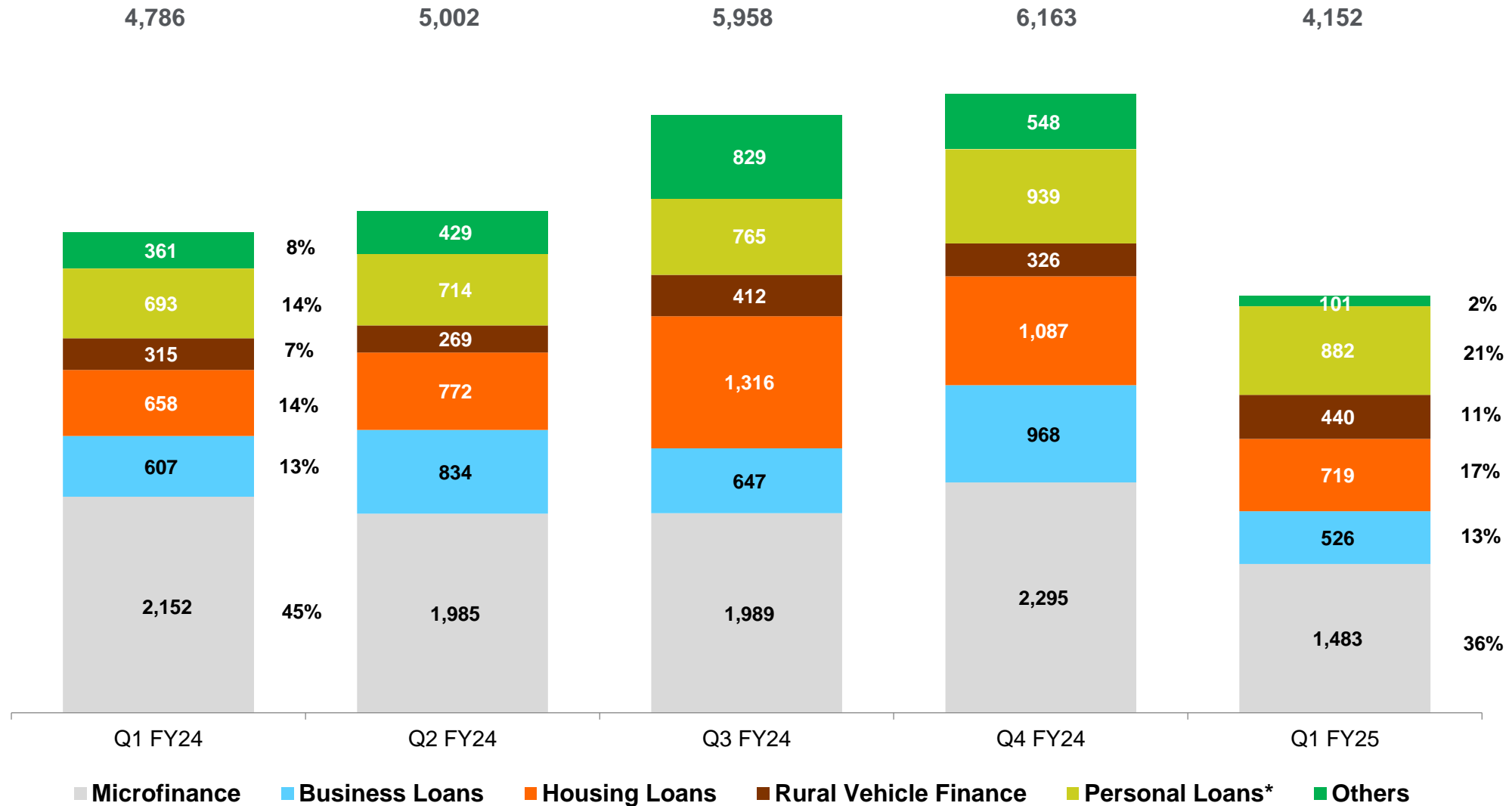


Top 10 Industries	FB+NFB Outstanding	FB-NFB Split	% of Outstanding
NBFC (excl. HFC, MFI & DFI)	5,398	100:0	5.0%
POWER	4,366	53:47	4.1%
CONSTRUCTION	3,898	36:64	3.6%
RETAIL/ DISTRIBUTION	3,129	74:26	2.9%
ENGINEERING	2,489	39:61	2.3%
METALS	2,158	63:37	2.0%
AUTO	1,926	72:28	1.8%
PHARMA	1,920	83:17	1.8%
PROFESSIONAL SERVICES	1,827	76:24	1.7%
NBFC-MFI	1,692	100:0	1.6%

Retail Advances growth of 31% YoY



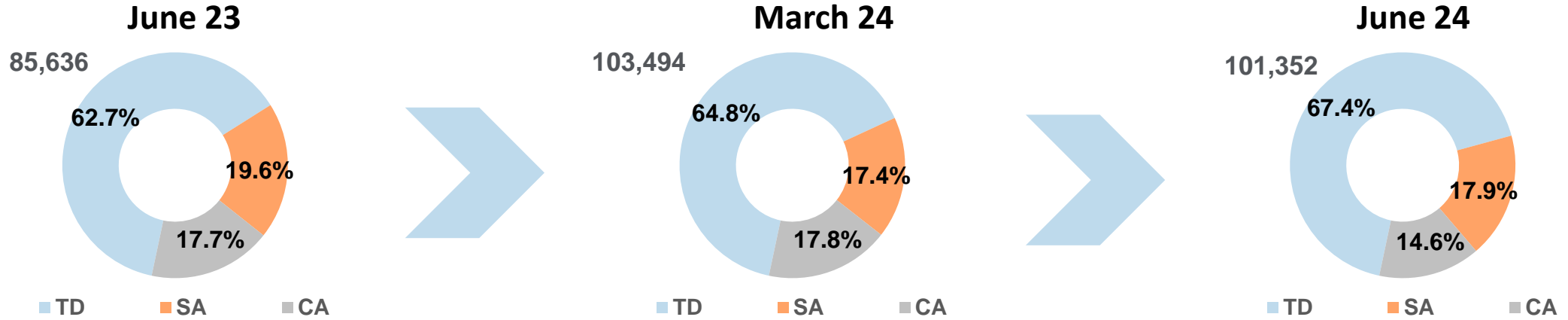
Retail Disbursement (Excl. Cards); Increased focus to grow secured retail assets



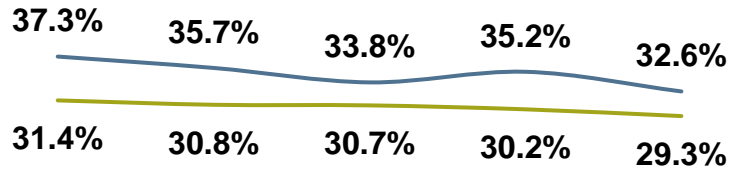
Percentage on the right is ratio to total retail disbursements

Deposits Breakup, growth led by granular deposits

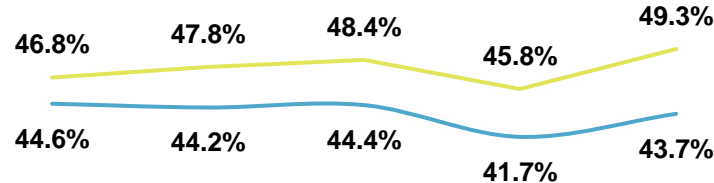
Total deposits grew by 18% YoY; CASA Ratio at 32.6%



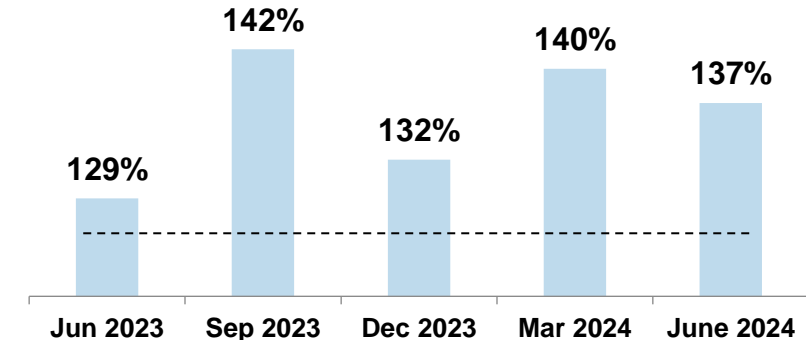
CASA Ratios



Share of Retail LCR Deposits & Deposits < Rs. 3 crore

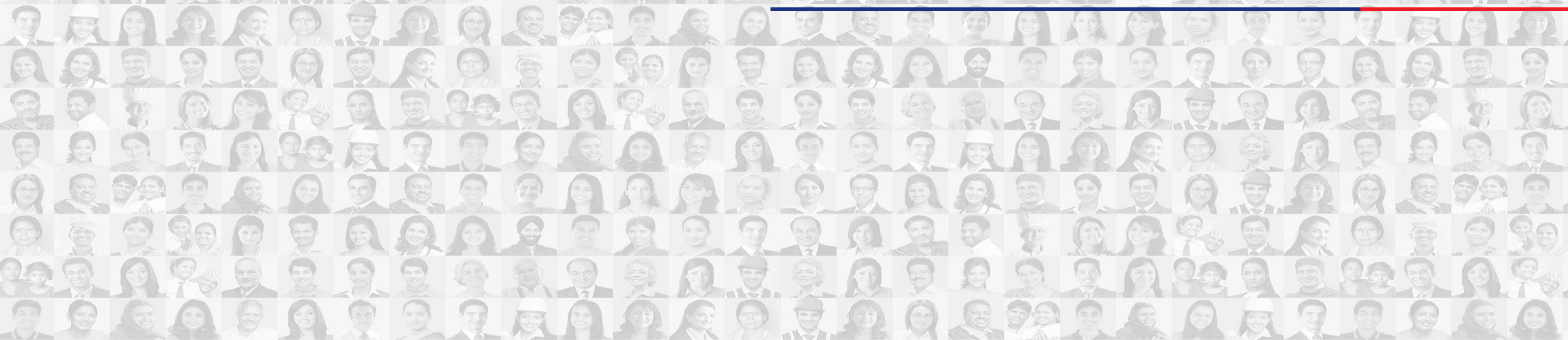


LCR Position



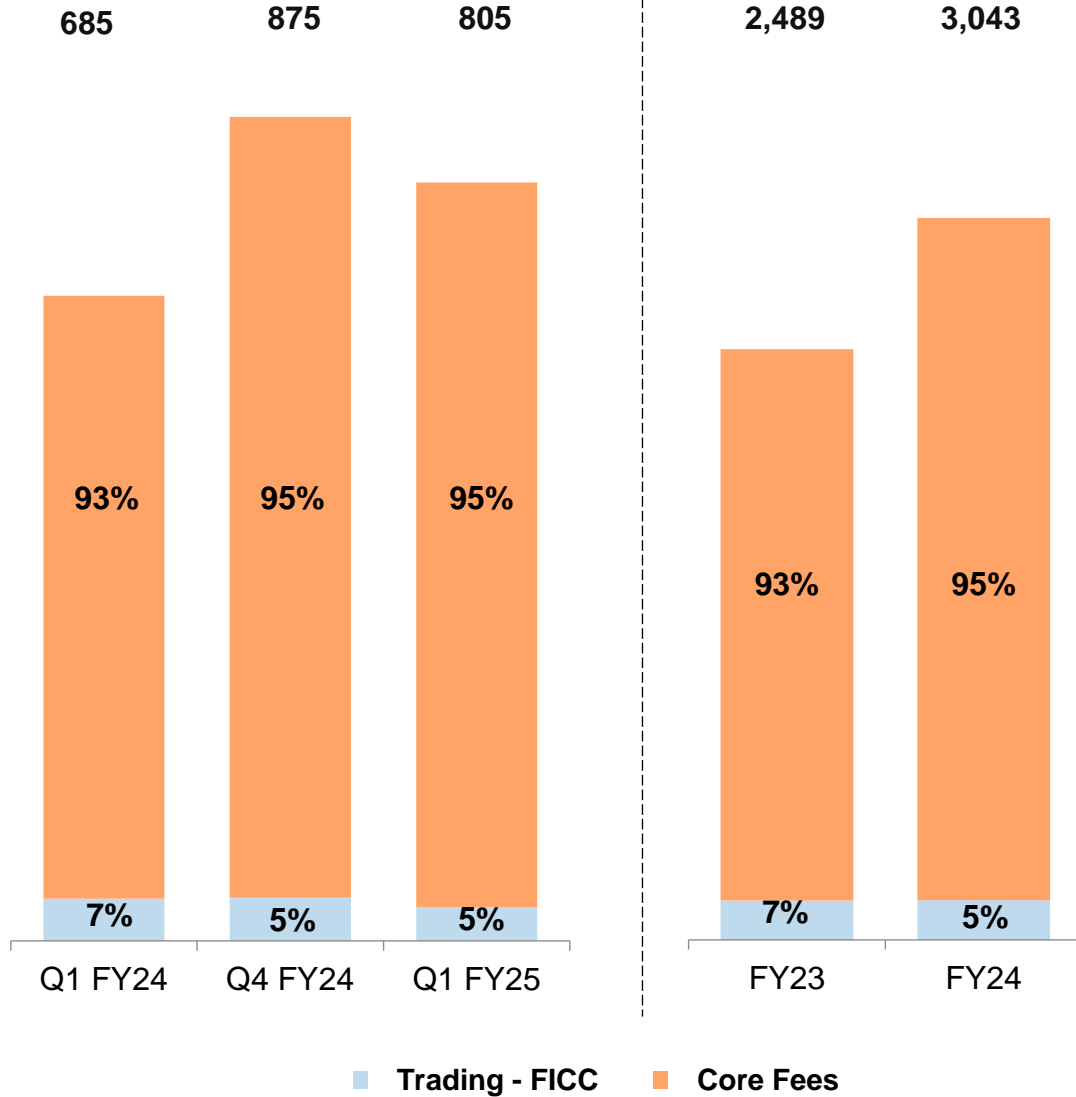


Improving Financial Metrics

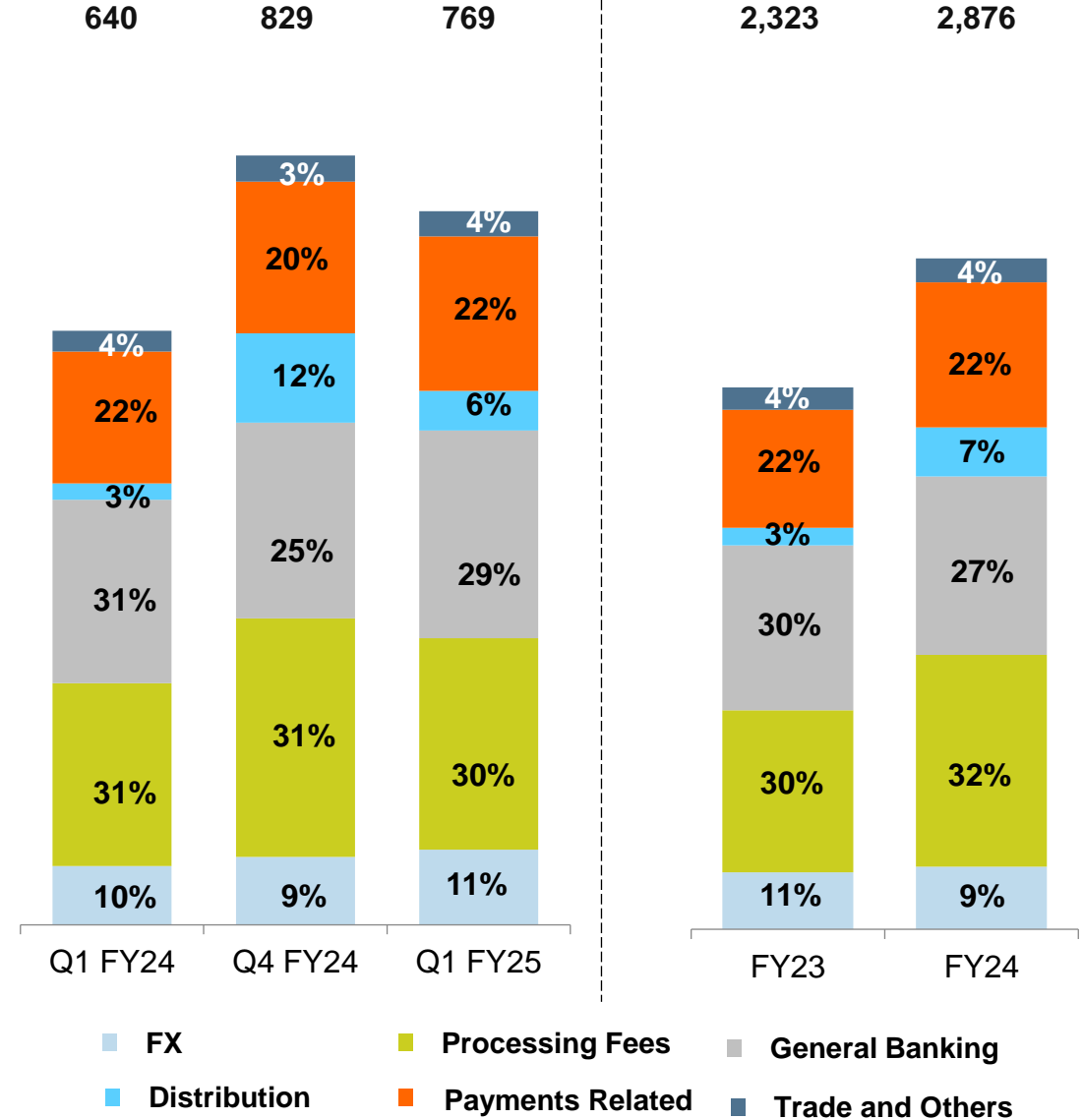


Fee Income Breakup

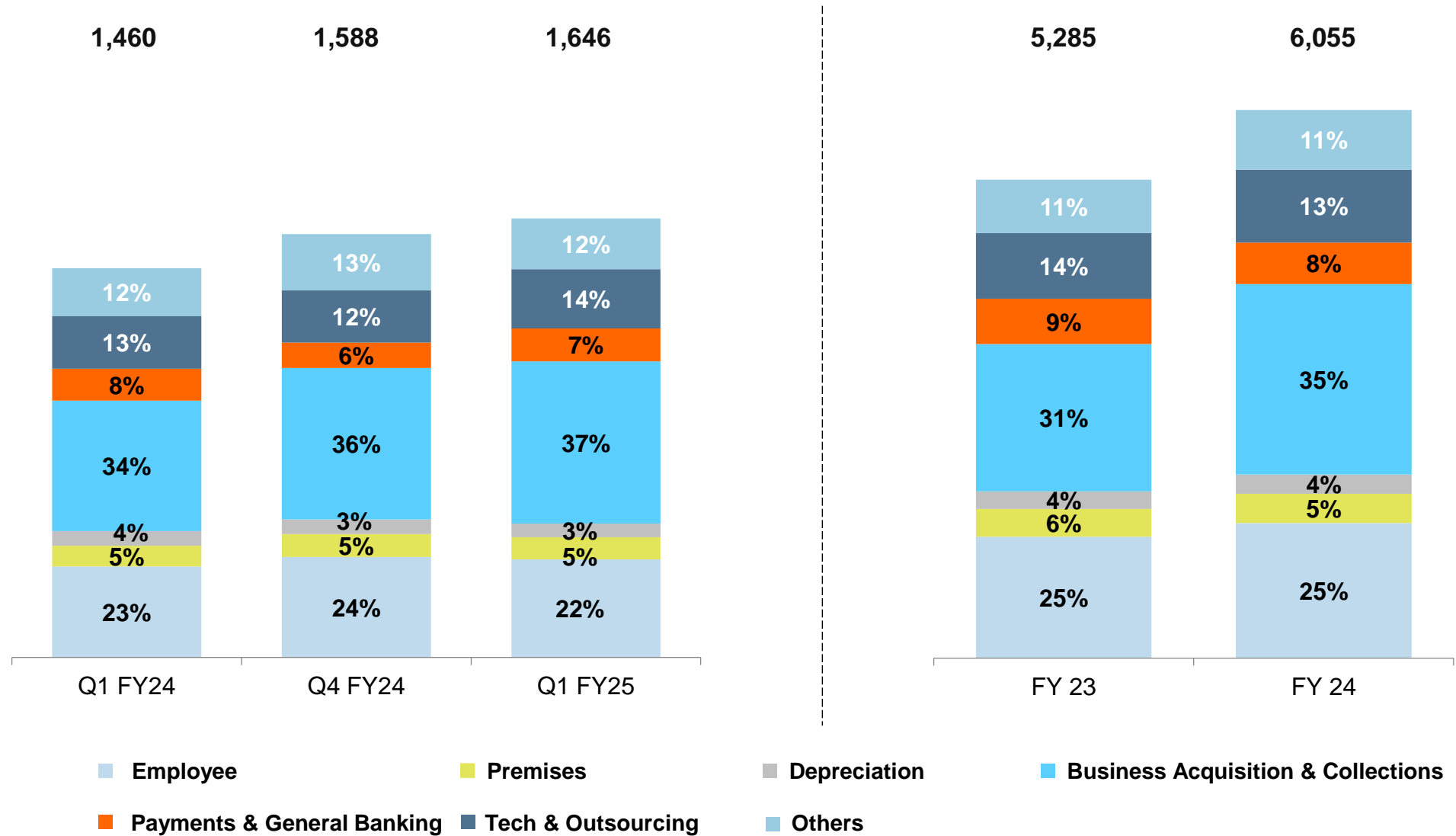
Other Income



Core Fee Income Breakup



Operating Costs Breakup





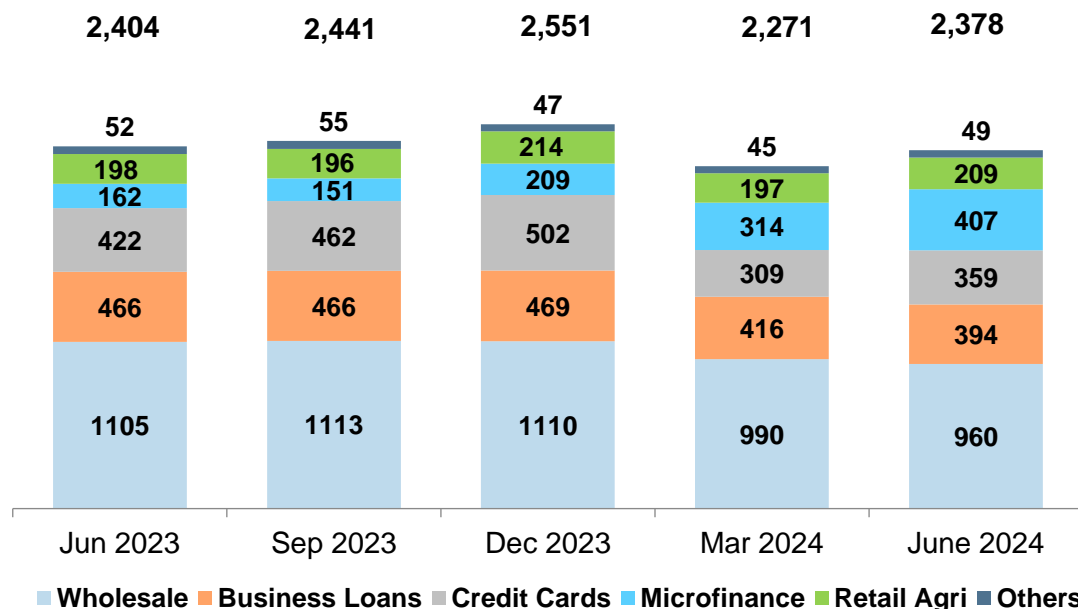
Stable Asset Quality

Asset Quality Snapshot

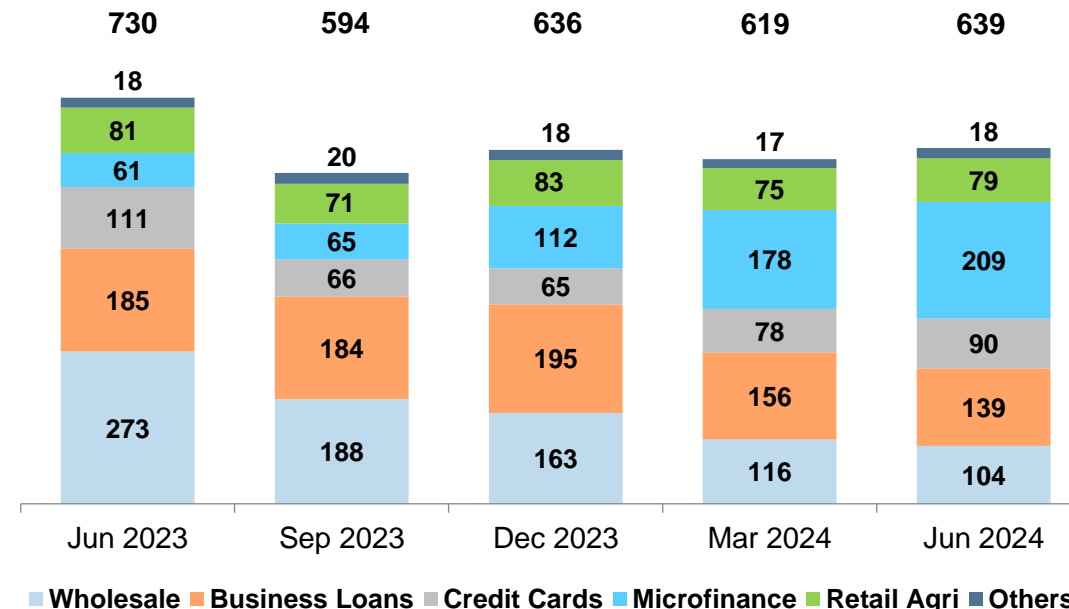
	Quarter Ended				
	Jun 2023	Sep 2023	Dec 2023	Mar 2024	June 2024

Opening Balance	2,420	2,404	2,441	2,551	2,271
(+) Additions during the period	555	541	666	680	720
(-) Upgrade	97	53	100	91	66
(-) Recoveries	169	113	100	148	126
(-) Write Offs	304	339	356	721	420
Closing Balance	2,404	2,441	2,551	2,271	2378

GNPA Position

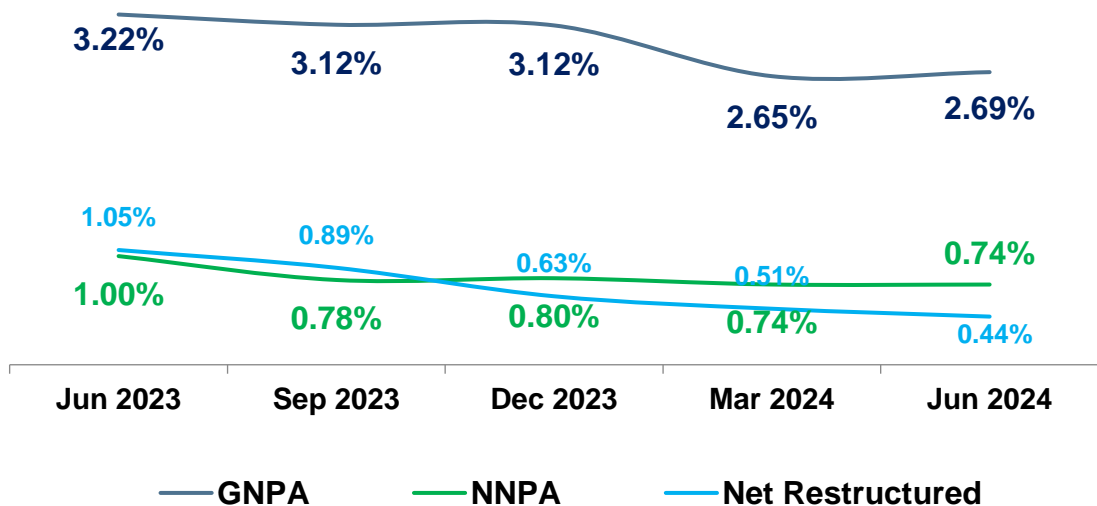


NNPA Position

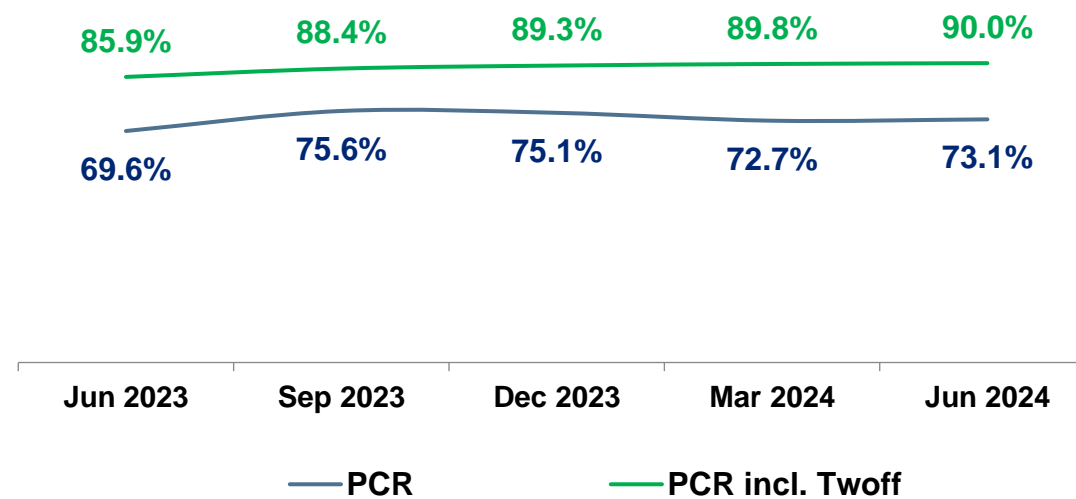


Stable Asset Quality

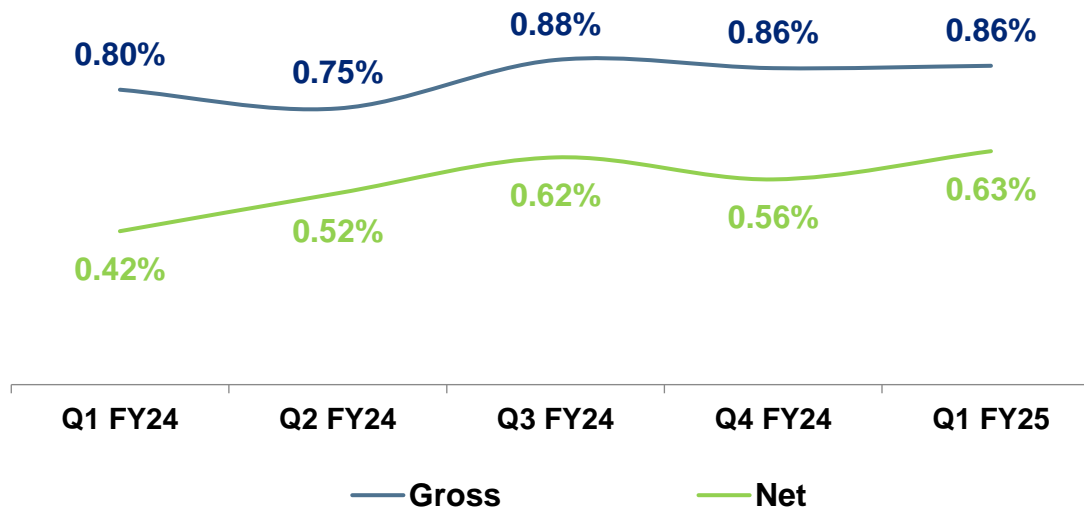
NPA Position



PCR

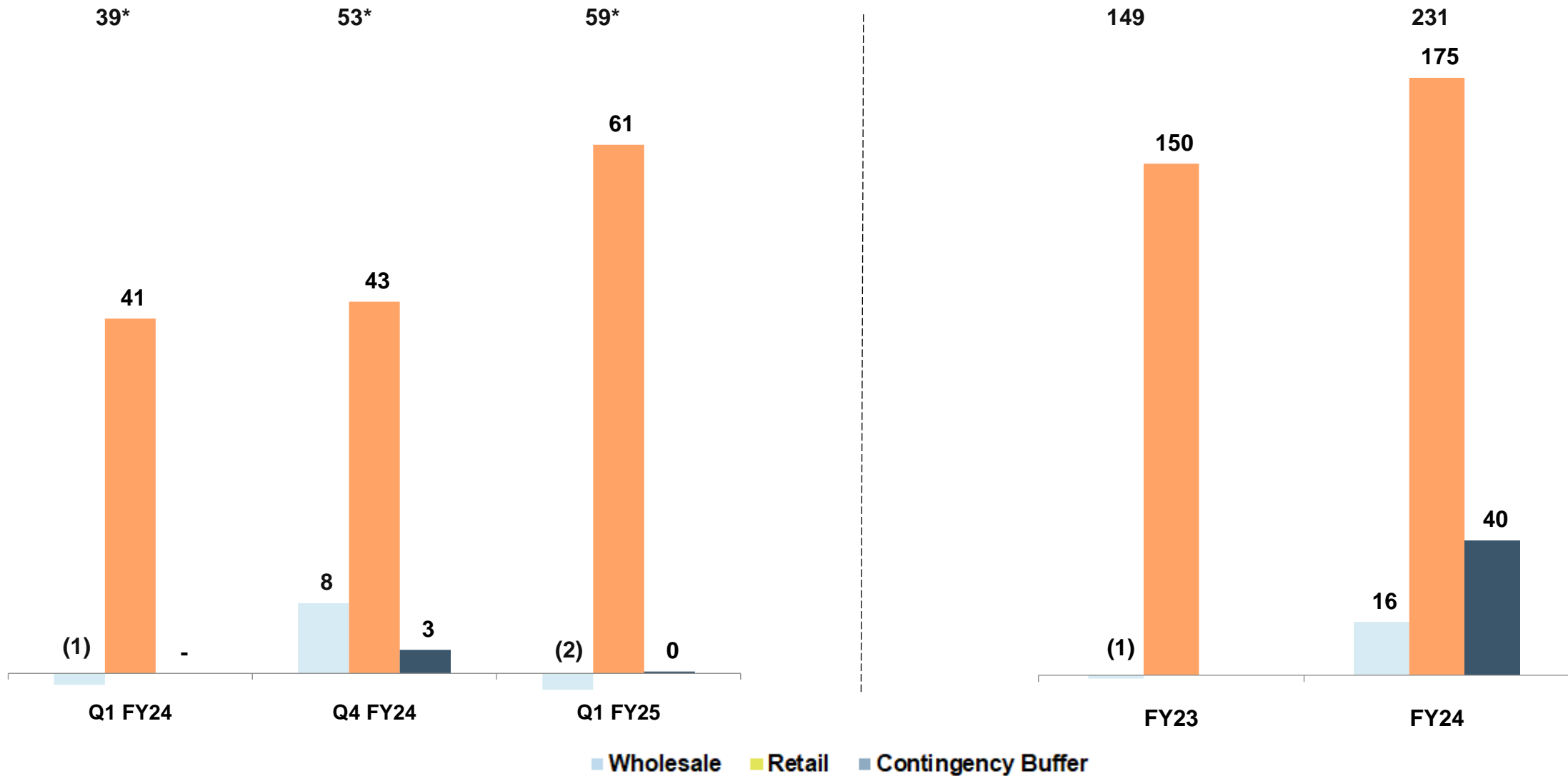


Slippages*



Credit Costs Trend

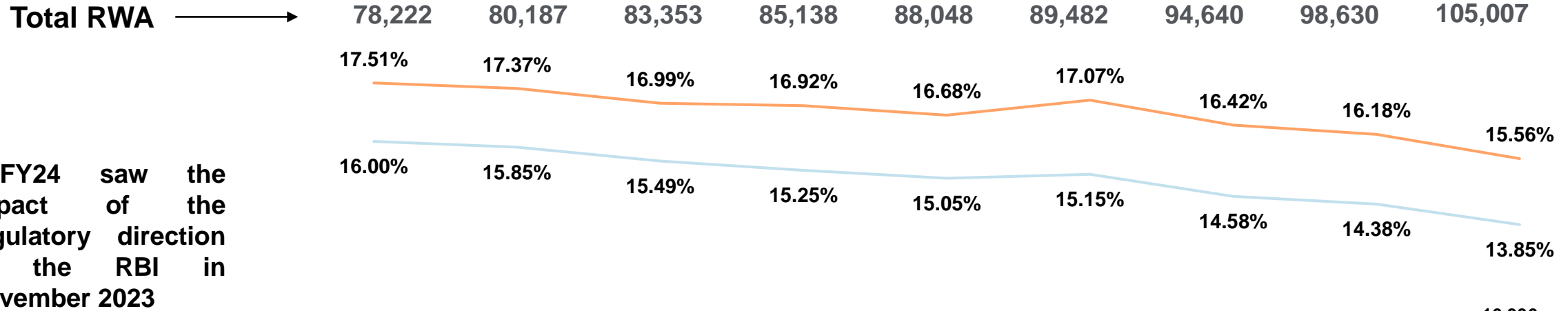
Net Credit Cost by Business (bps)





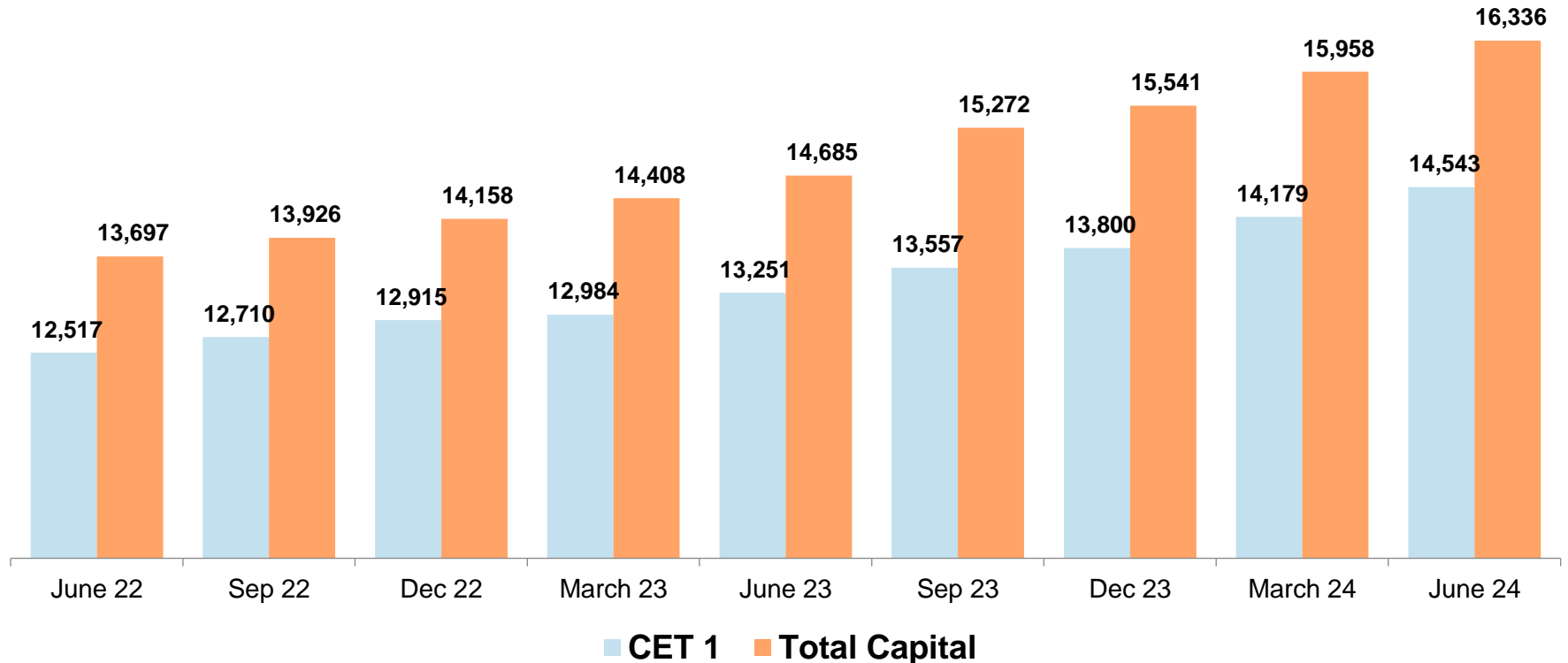
Healthy Capital Adequacy

Adequately Capitalised for Growth



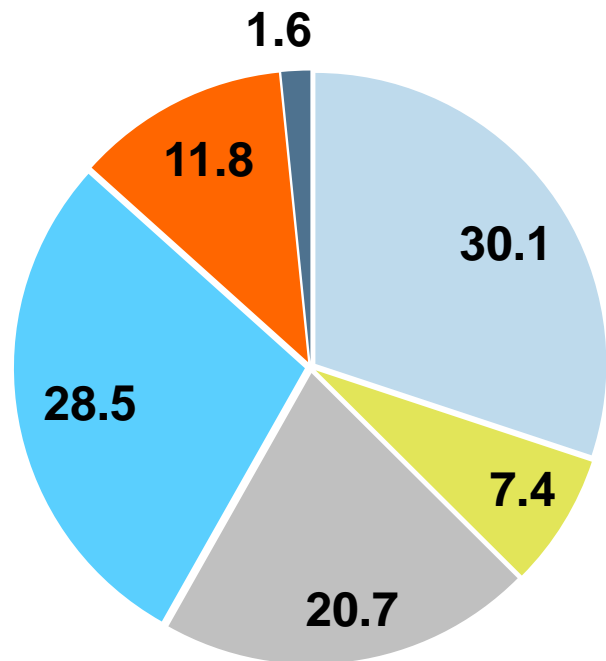
Q3FY24 saw the impact of the regulatory direction of the RBI in November 2023

In Q1FY25, there was impact of change in Operational Risk RWA



Diversified Shareholding & Strong Rating Profile

— Shareholding by category (%) —



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

Total Foreign holding – 35.3%.
Approved limit – 74%

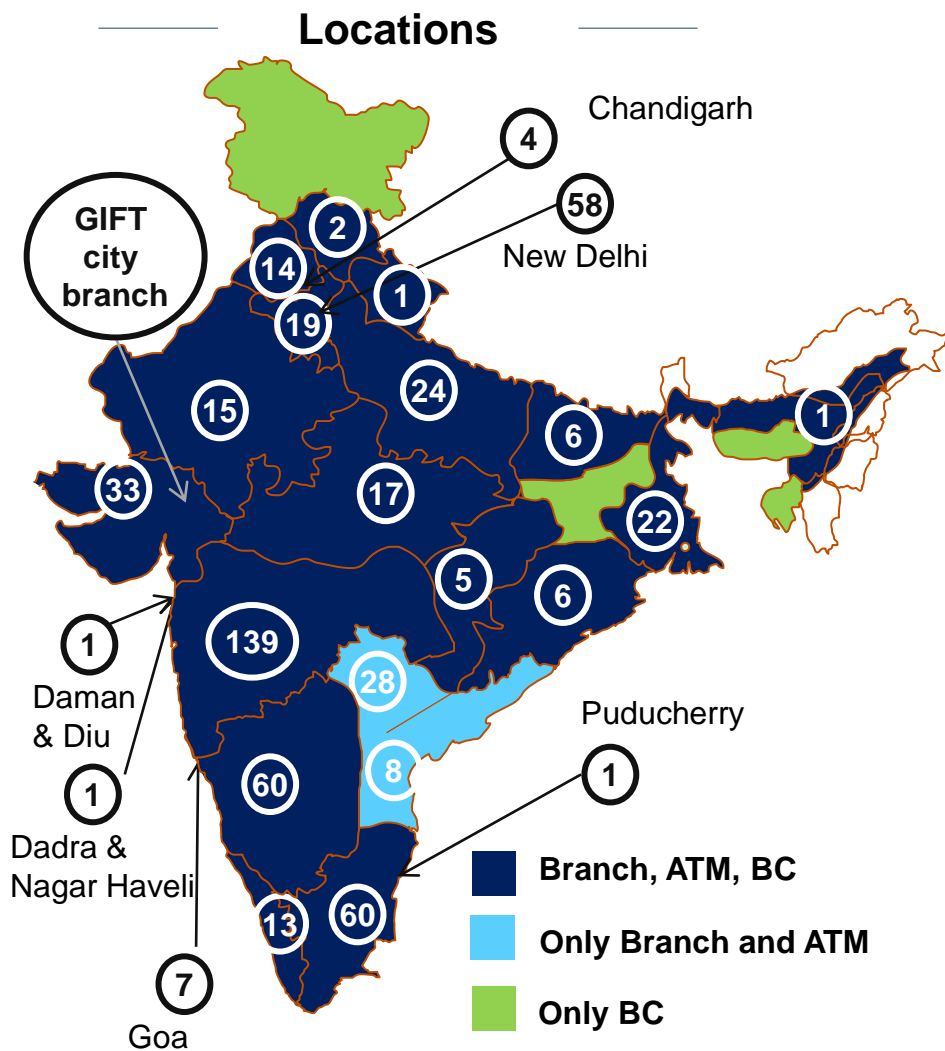
— Ratings —

Instrument	Rating
Basel III compliant Tier II bonds	ICRA AA- (Stable) (Re-affirmed dated Aug 11, 2023)
Certificate of Deposits	CARE AA- (Stable) (Re-affirmed dated March 15, 2024)
Fixed deposit programme	ICRA A1+ (Re-affirmed dated Aug 11, 2023) CARE A1+ (Assigned dated March 21, 2024)
Short term fixed deposit programme	ICRA AA- (Stable) (Re-affirmed dated Aug 11, 2023)
	ICRA A1+ (Re-affirmed dated Aug 11, 2023)



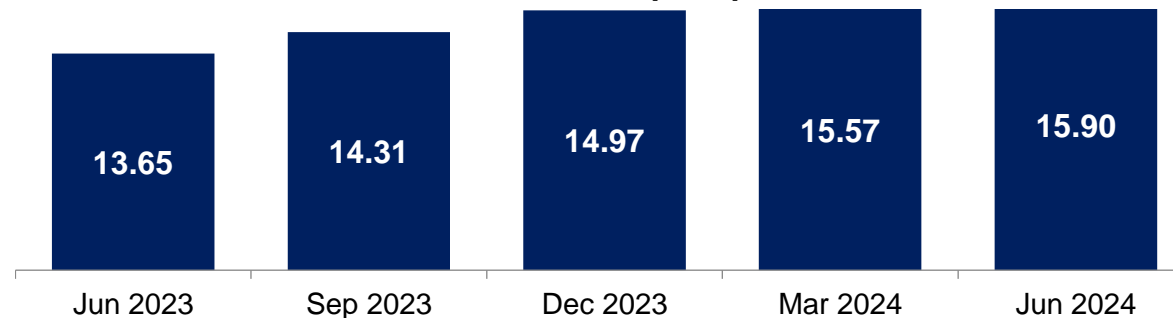
Growing Distribution Network

Our Growing, Multi-Layered Distribution Network



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

Customers (Mn.)



Channel Breakup

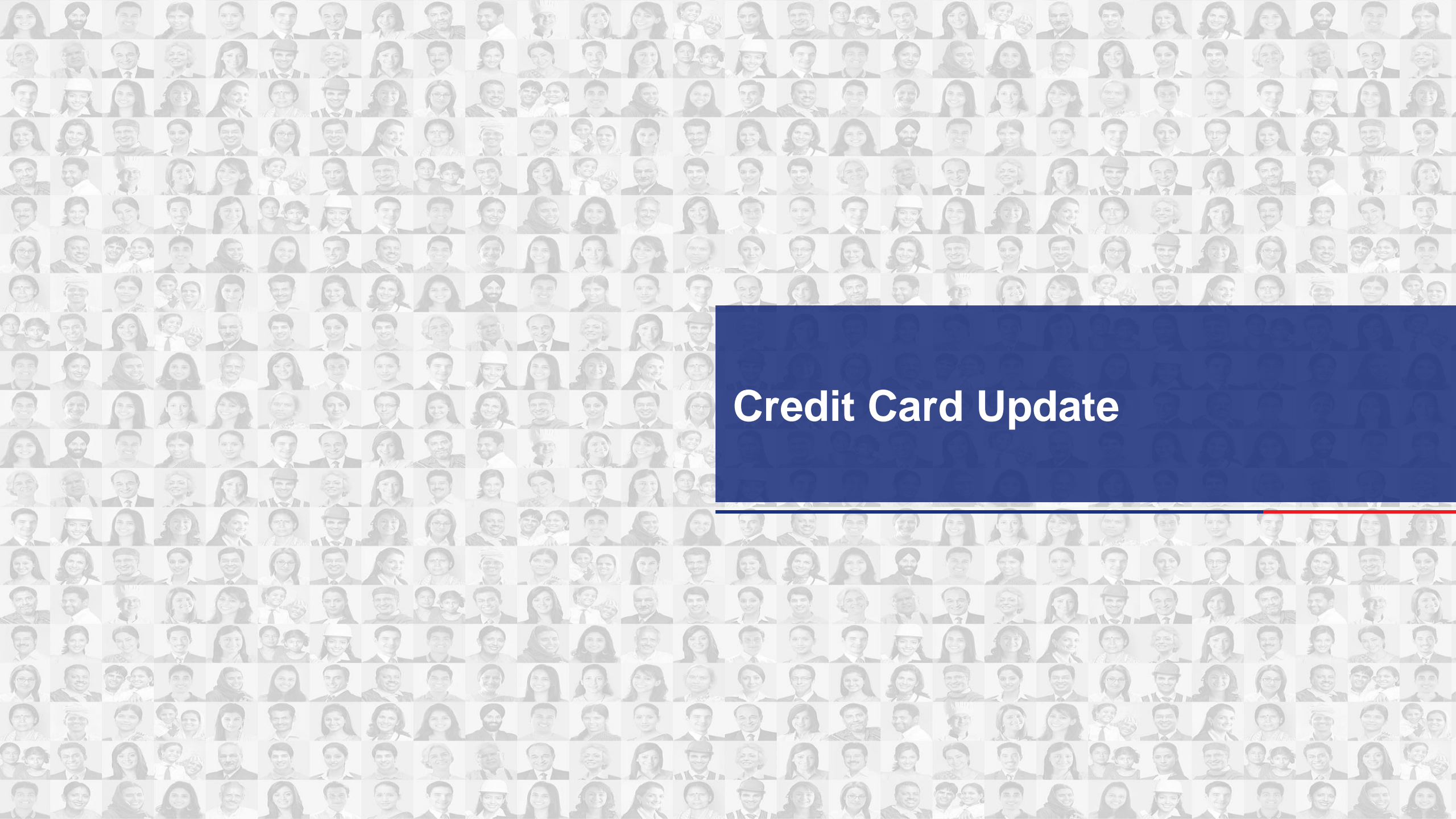
Channels	Number of transaction points		
	June 2023	March 2024	June 2024
Total Touchpoints	1,635	1,817	1,806
Branches	520	545	545
<i>Metro (incl. GIFT branch)</i>	303	311	311
<i>Urban</i>	79	94	94
<i>Semi-urban</i>	72	74	74
<i>Rural</i>	66	66	66
Banking Outlets (BOs)	298	297	297
BC Branches (incl. BOs)	1,115	1,272	1,261
<i>Of which RBL Finserve</i>	795	952	947
ATMs	414	395	398



Our Aspirations For FY26

Our Progress towards Aspirations For FY 26

Key Financial Targets (FY 24 – FY 26)		Actuals (Q1 FY 25)	
Advances	Deposits	Advances	Deposits
20%+ CAGR	20%+ CAGR	19% YoY	18% YoY
Granular Deposits	Average CASA Growth	Granular Deposits	Average CASA Growth
50%+	1-2% p.a.	25%	(2%) YoY
Share of New Businesses	Retail Mix	Share of New Businesses	Retail Mix
30%	60-65%	12%	62%
PPOP Growth	RoA/RoE	PPOP Growth	RoA/RoE
Higher than advances growth	1.4-1.5% / 14-15% by FY26	33% YoY	1.14% / 9.88%
Customer Count	Touchpoints	Customer Count	Touchpoints
Double to 26 mn	2,600	15.90 mn	1,806



Credit Card Update

Growth & Market Share

Source RBI Data

	May'23		May'24	
	RBL	Industry	RBL	Industry
CIF	4.56 M	87.75 M	5.23 M ▲ 15%	103.30 M ▲ 18%
Spends*	6,049 Cr	1,41,026 Cr	7,515 Cr ▲ 24%	1,65,396 Cr ▲ 17%
Advances	14,121Cr	2,12,410 Cr	17,574Cr [#] ▲ 24%	2,67,979 Cr ^{**} ▲ 26%

Business
Volumes

New A/cs 3.9 lacs
▼ 38 % YoY
▼ 18 % QoQ

CIF 52.6 lacs
▲ 14 % YoY
▲ 1% QoQ

Spends ₹ 21,625 Cr
▲ 23 % YoY
▼ 2 % QoQ

Receivables ₹ 17,574 Cr
▲ 22 % YoY
▲ 2% QoQ

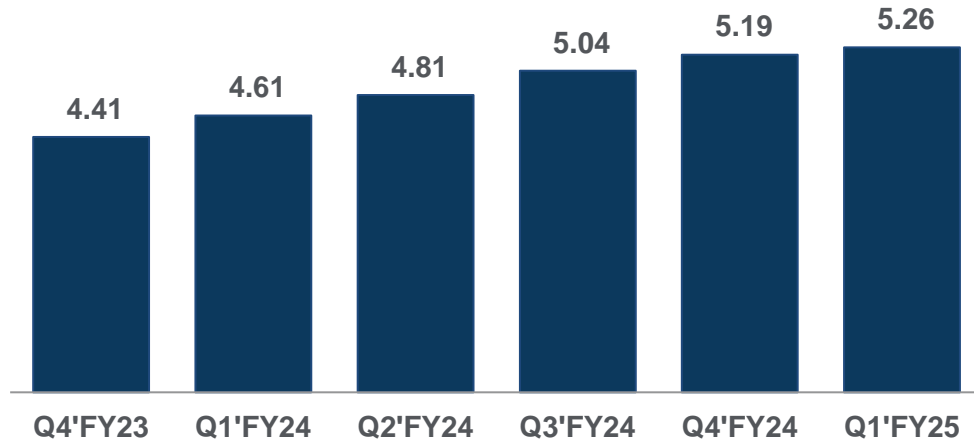
*Spends includes gross only as per RBI definition

** Industry advances number and growth are updated till May'24 instead of Jun'24.

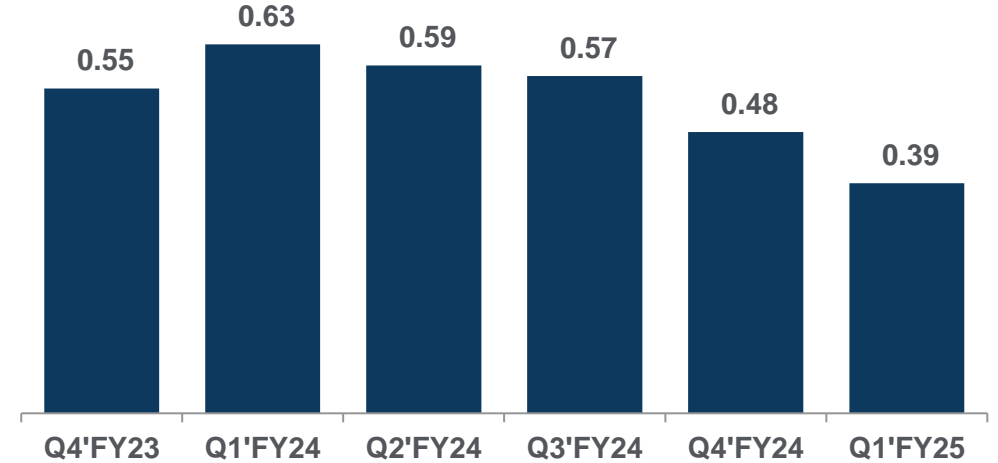
RBL Advances excluded PL on cards

Credit Cards - Portfolio Trends

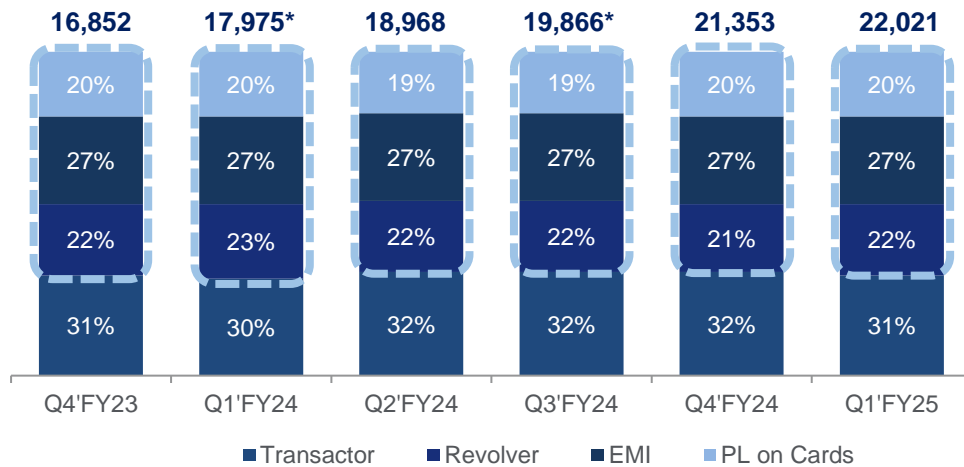
Cards in Force (Million)



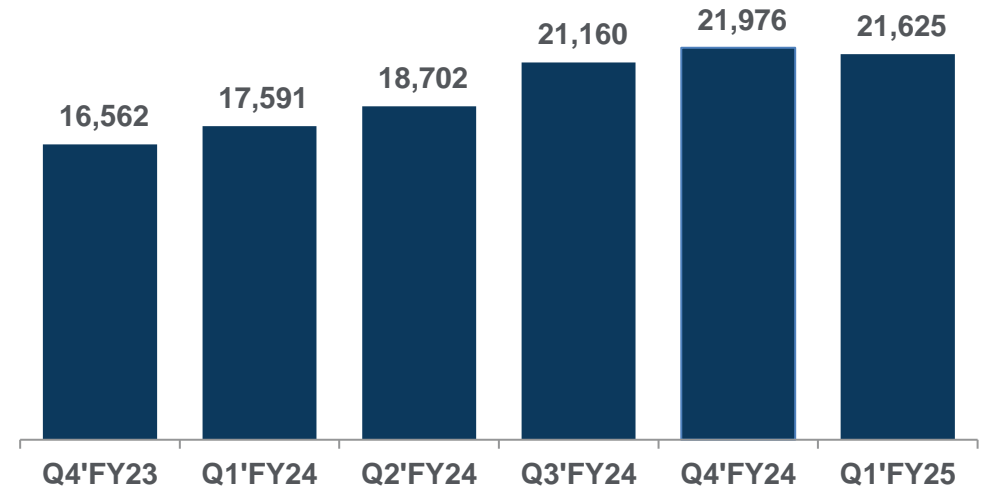
Acquisition (Million)



Gross Advances Breakup (Cr.)

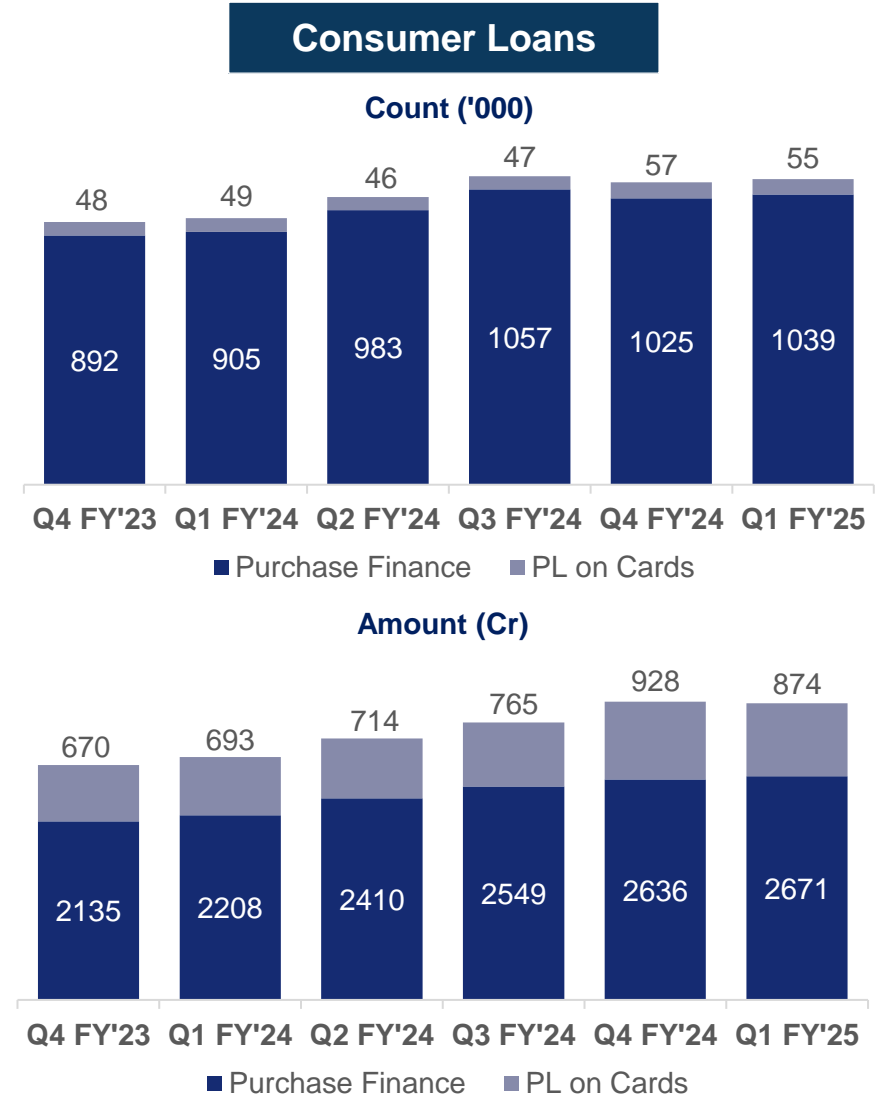
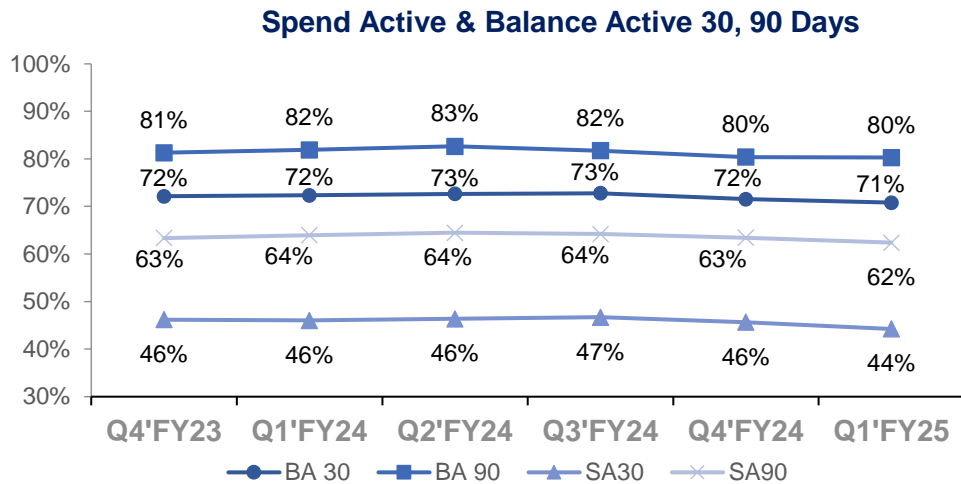
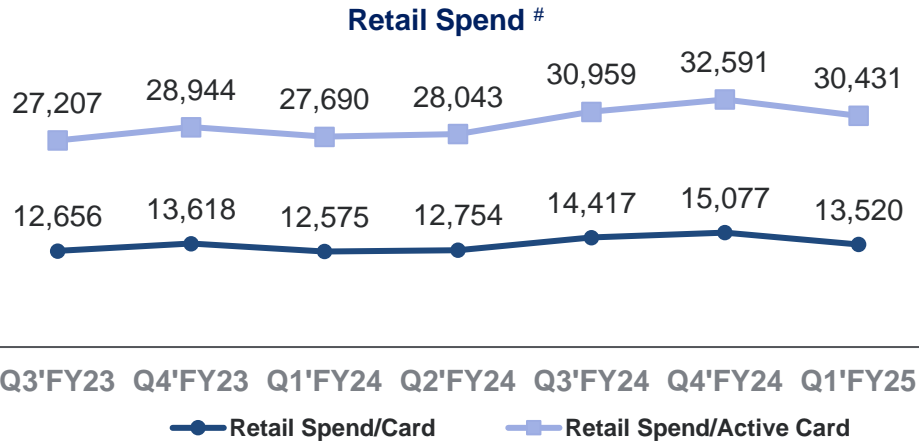


Total Spends (Cr.)



Interest Earning Receivables

Credit Cards - Portfolio Trends contd.

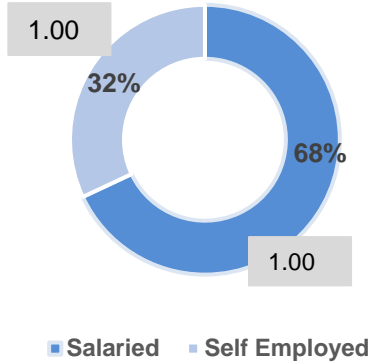


Retail spends Increased YoY and QoQ

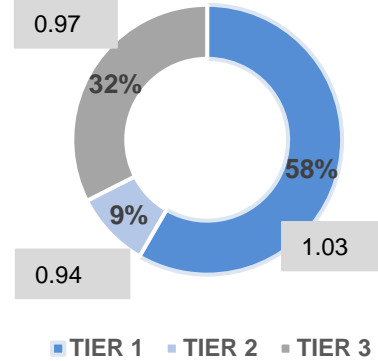
Credit Cards – Customer Segment insights(\$)

Cards-in- Force As on 30th Jun 2024

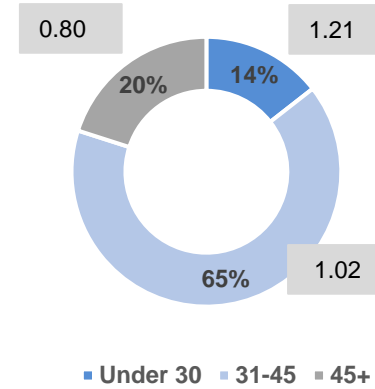
Salaried : Self Employed (SE) mix



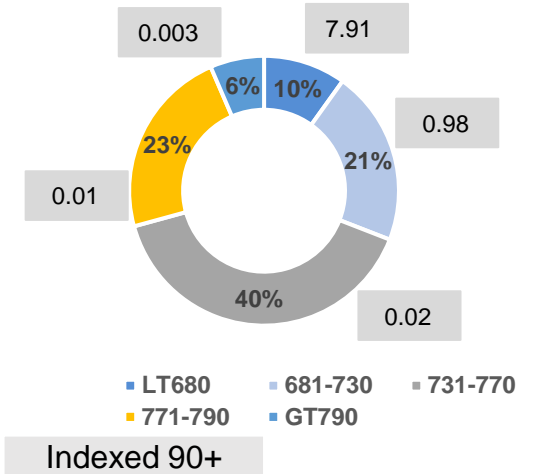
City Tier Mix



Age Group Mix

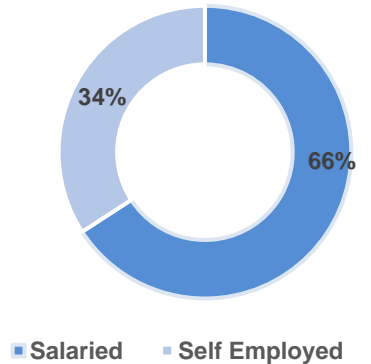


CIBIL

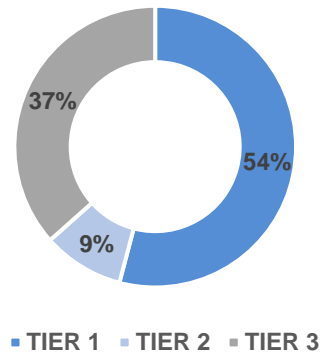


New Sourcing For Q1 FY25

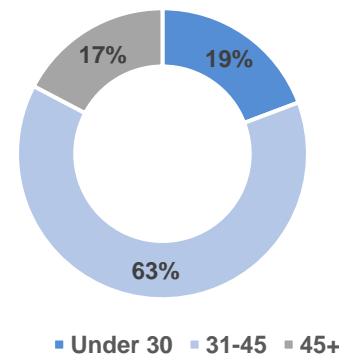
Salaried : Self Employed (SE) mix



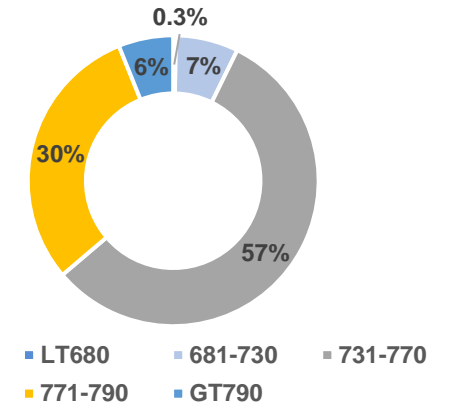
City Tier Mix



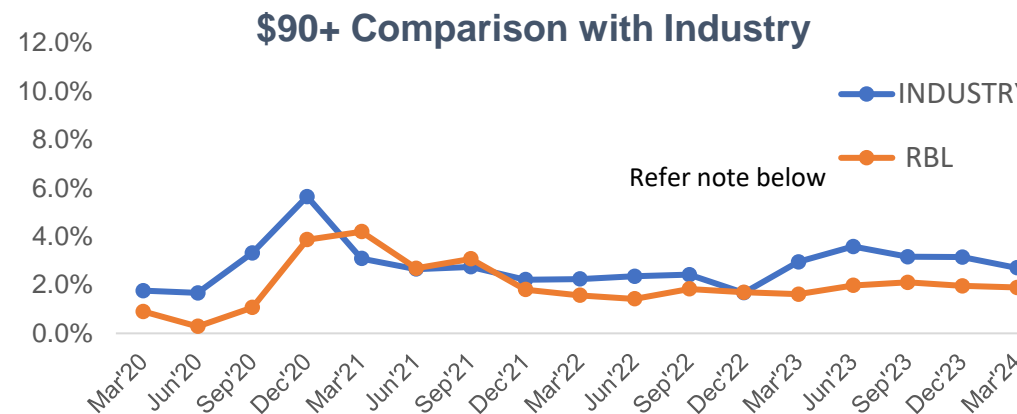
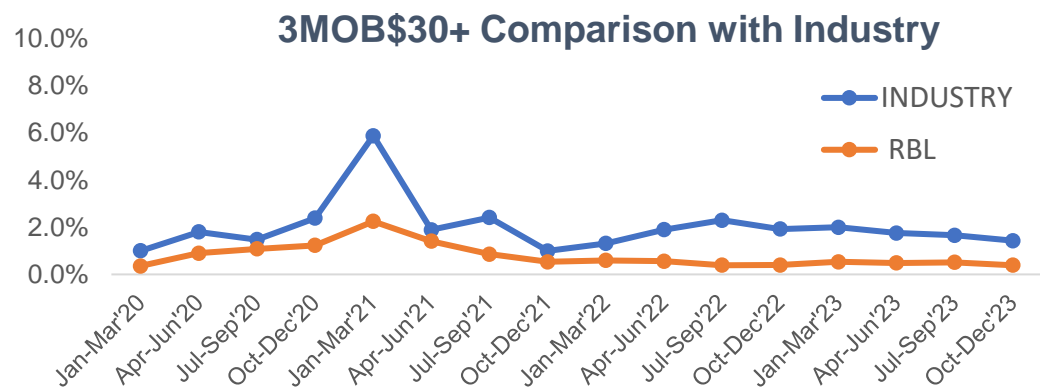
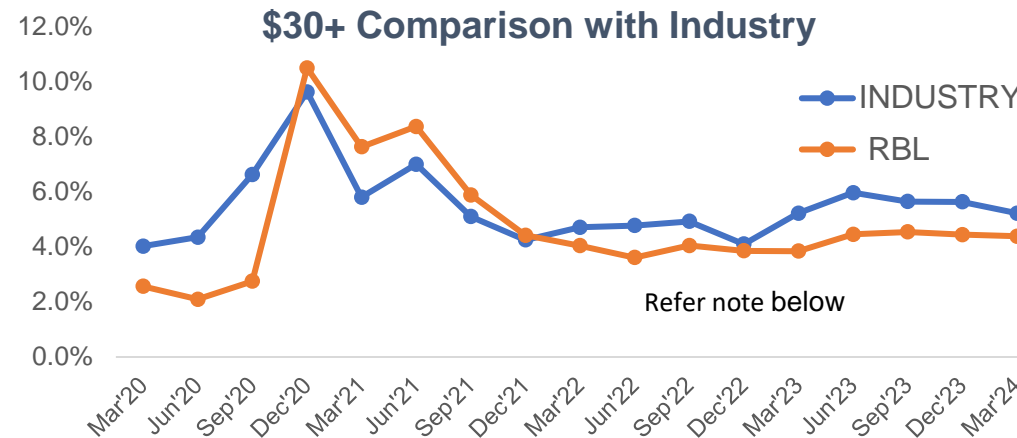
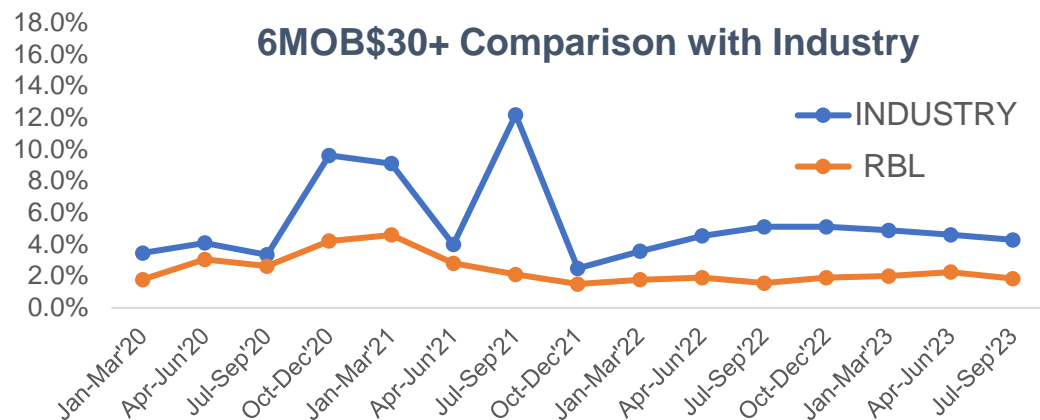
Age Group Mix



CIBIL


























Credit Cards – tighter control on new bookings resulting in delinquencies in line with industry.



Note :

- In the bureau, higher uptick seen in industry delinquency rates in Dec'20-Feb'21 period on account of a likely data submission issue by a large card issuer. If we remove that, the industry and RBL numbers are in line with each other.
- Second instance of uptick seen in industry delinquency rates in Jul'21-Aug'21 period on account of delayed booking of Moratorium-driven delinquencies by a large card issuer

Co-Brand Partnership Update

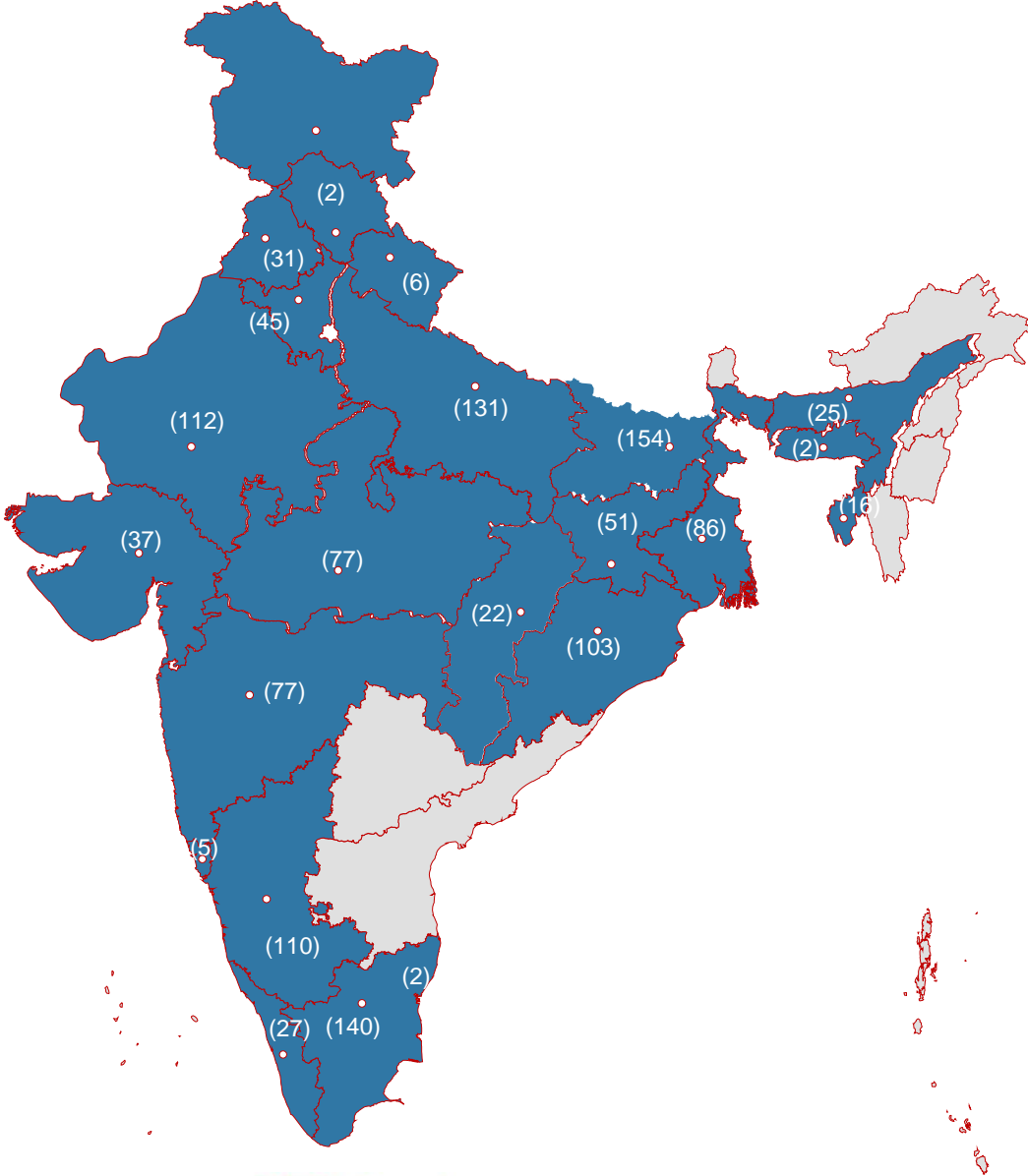
Partner	Vertical	Partner	Vertical
 	NBFC	 bankbazaar.com	Fintech
 	Fintech	 bookmyshow	Entertainment
 	Fintech	 	Fuel
 paisabazaar.com	Fintech	 	Fintech
 	NBFC	 	Fintech
 	NBFC	 	FMCG
 	Fintech		







Microfinance Update

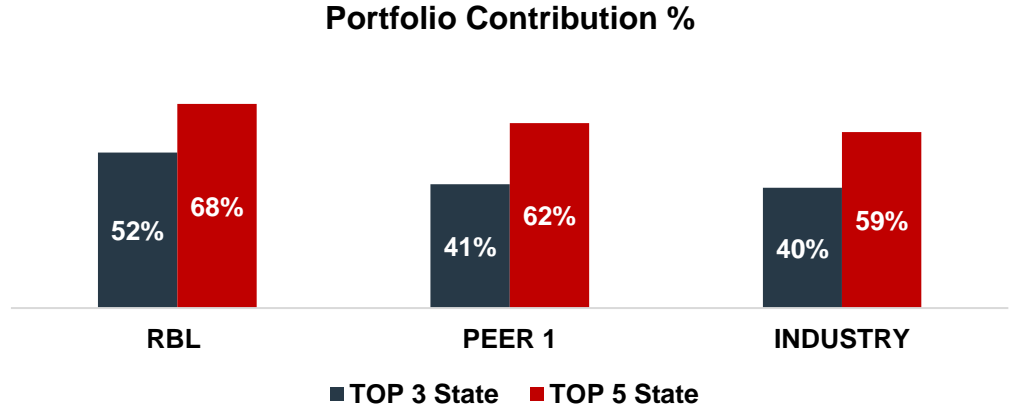
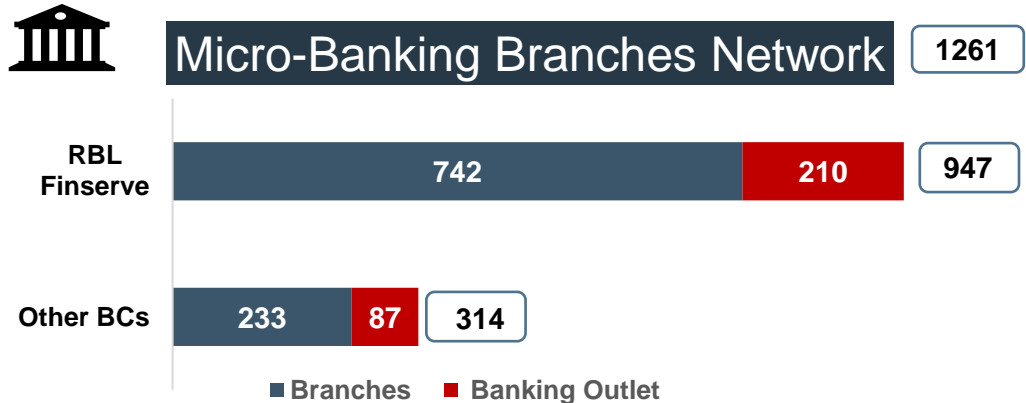
Microfinance Distribution Network



 **21**
State and 2 UTs

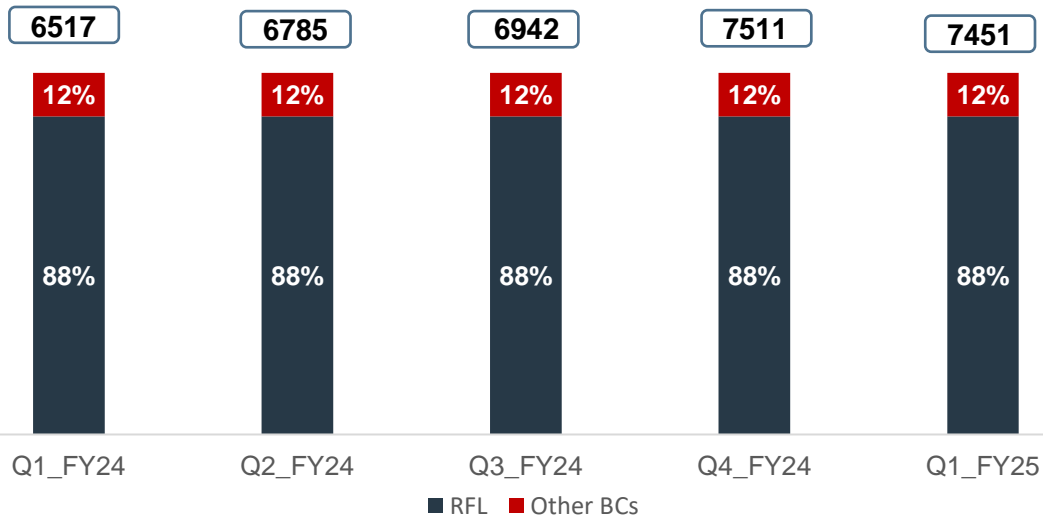
 **405**
Districts

 **1,10,000 +**
Villages

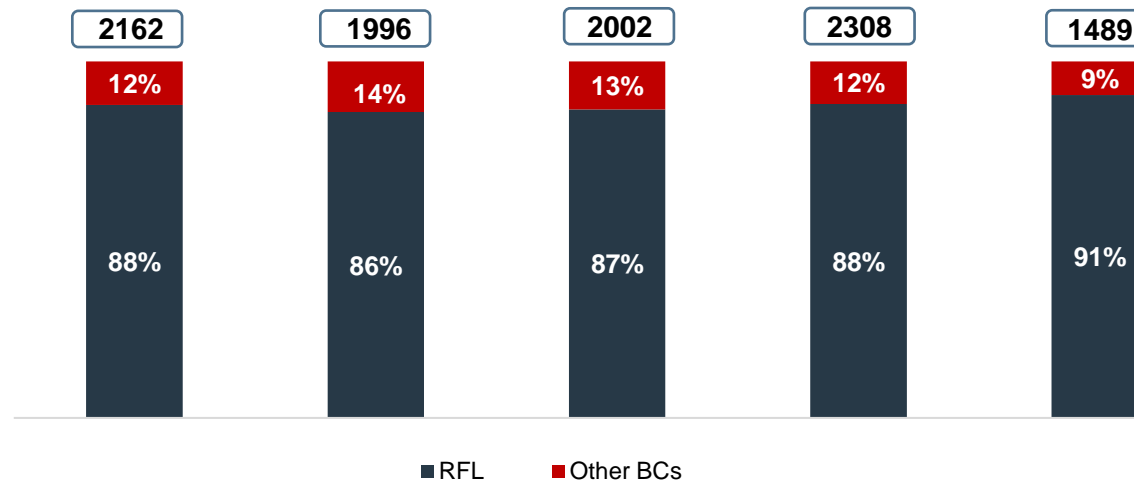


Portfolio Update

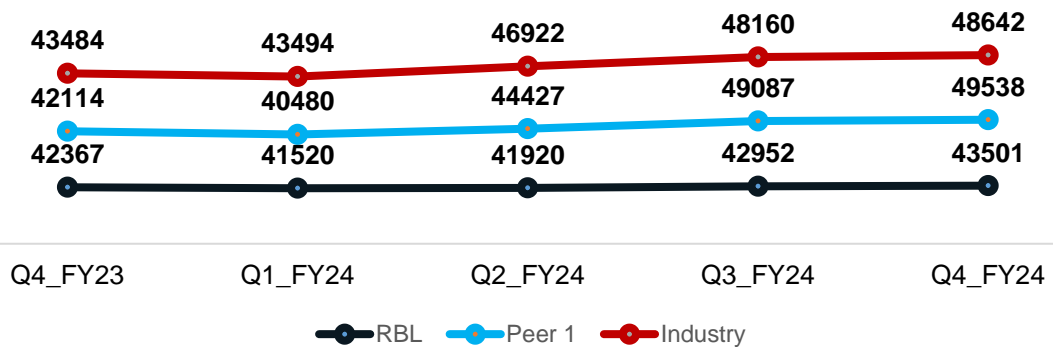
Net Advances In Cr



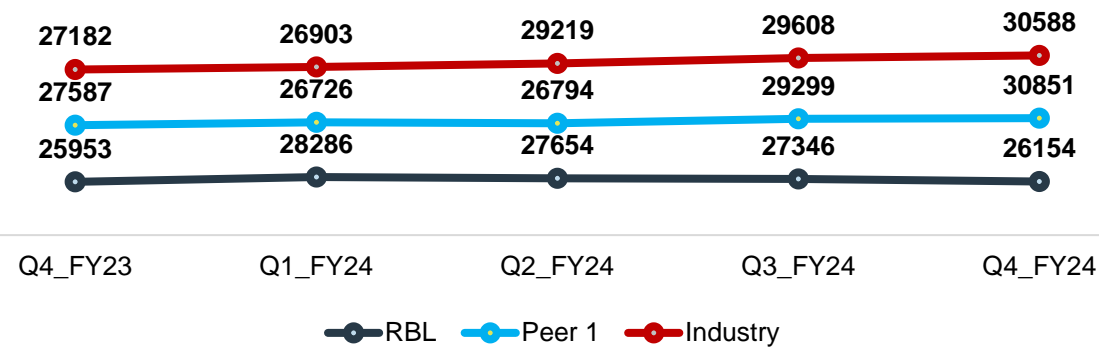
Disbursements In Cr



Average Ticket Size*



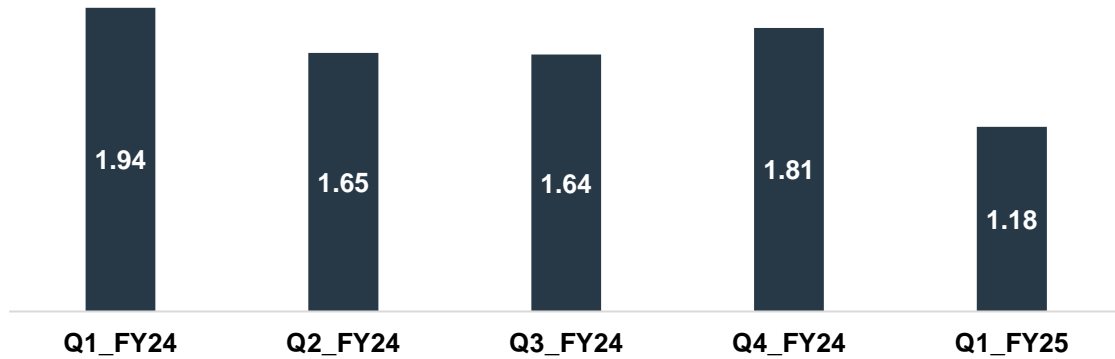
Average Portfolio Outstanding*



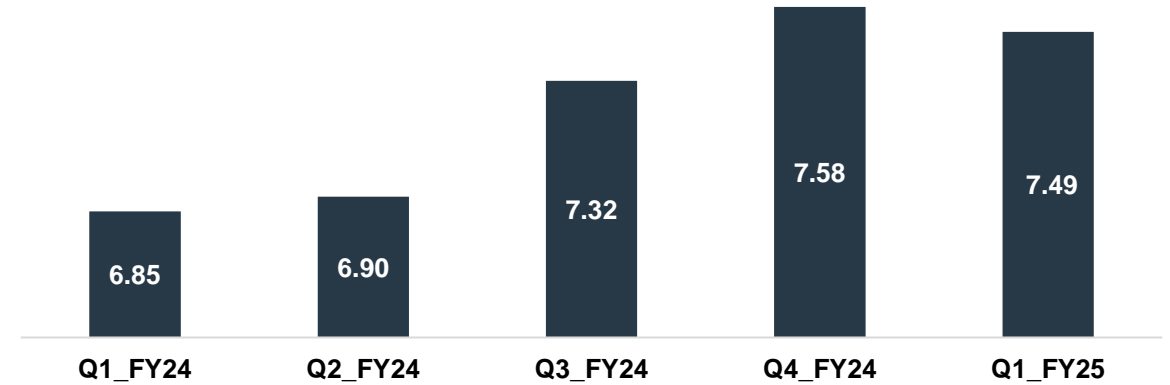
*Source : Equifax Data as of Mar'24

Branch Productivity

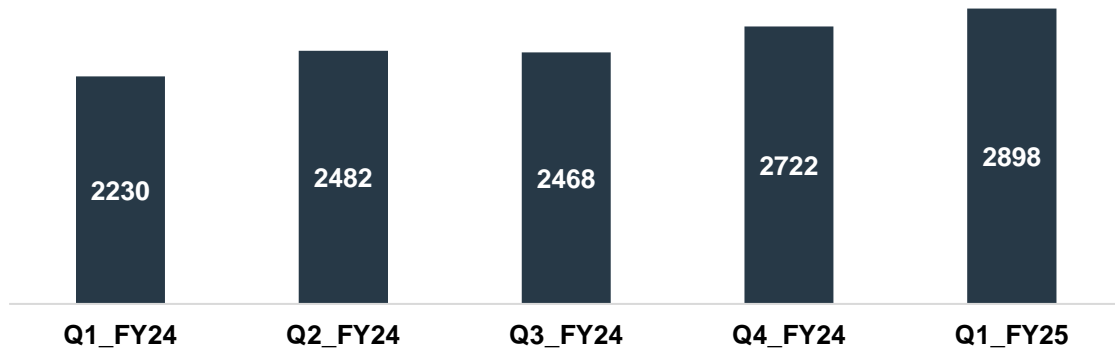
Disbursement/Branch (Cr.)



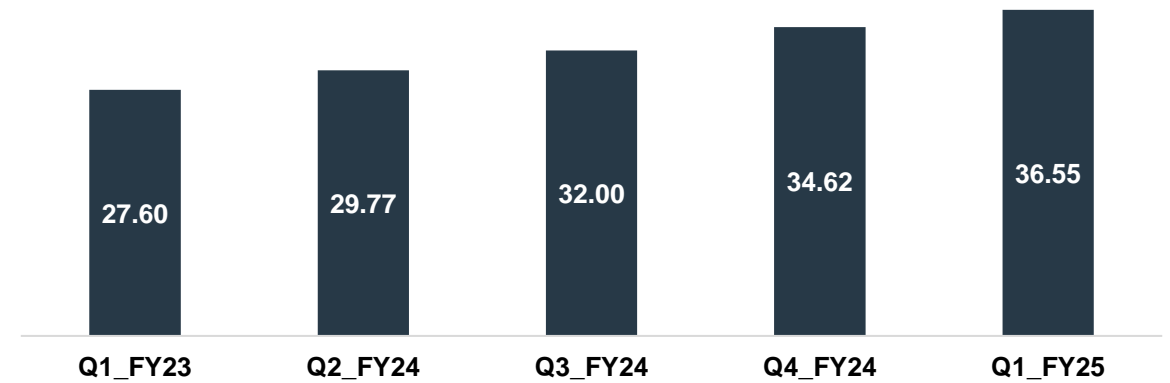
AUM/Branch (Cr.)



Borrower/Branch



Borrower (Lakh)

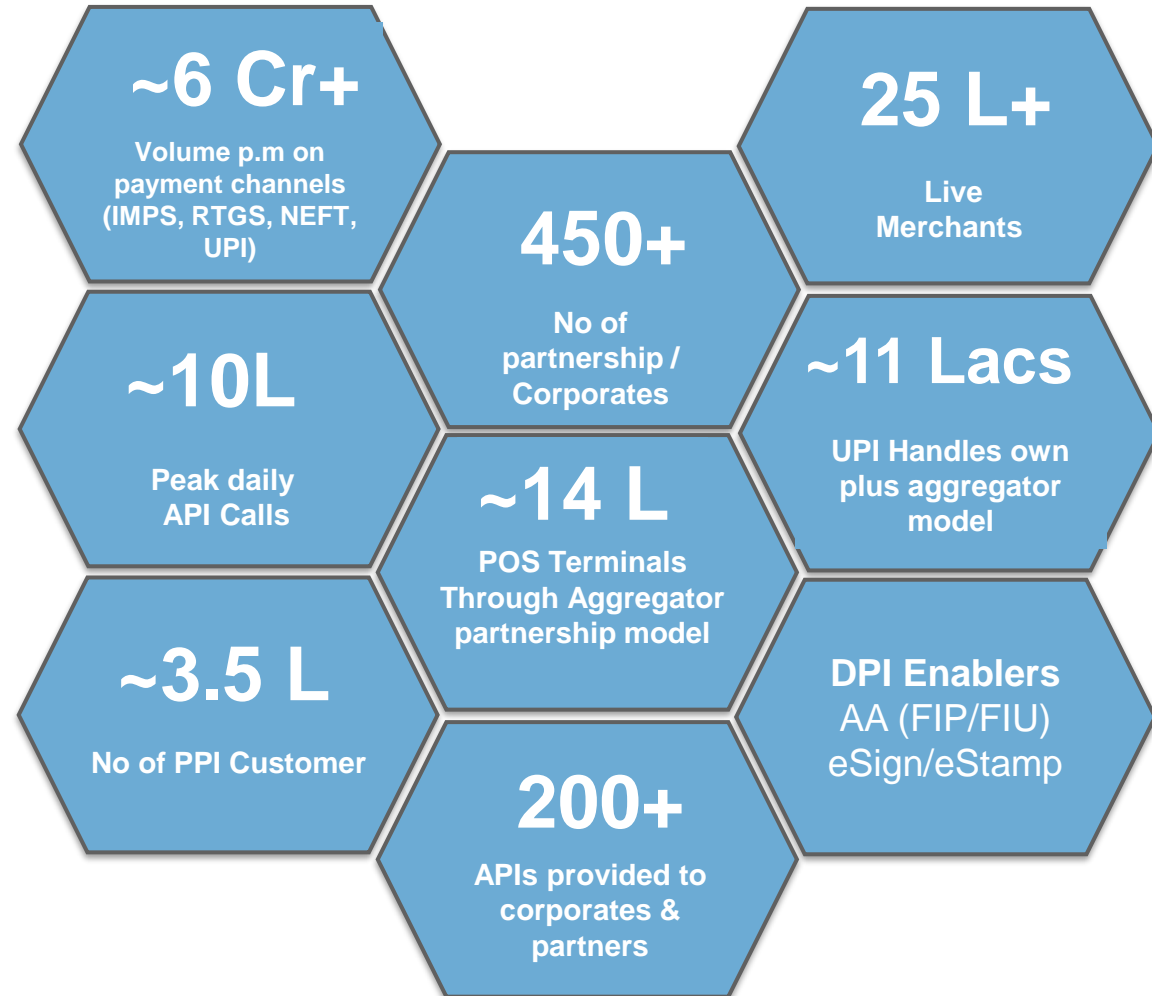




Digital Banking Update

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

B2B
2C

Multi-pronged delivery leveraging our partnership base

- Transit/PPI – BMRCL
- Zero KYC PPI launched
- Corporate BC enabled remittance corridors

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

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

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

Curated & Expansive Digital Interface



Retail Internet Banking

Revamped, Simplified and Futuristic Net Banking Service

Corporate & MSME Banking

Revamped, Simplified and Futuristic Online & Mobility Service

Partnership Banking

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

RBL Buddy Your friend on the field - WhatsApp based knowledge BOT launched for employees



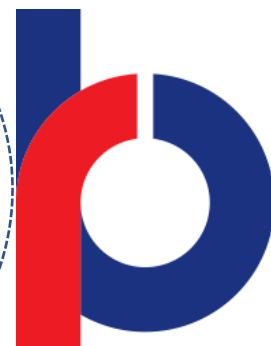
'Tap & Pay' option for our Signature + debit card customers on MoBank & Retail Internet Banking



Whatsapp Banking – Convenient, secure inquiry & transacting Banking Channel



Retail Individuals



MSMEs & Corporate



Embedded Banking (BaaS)

SDKs to provide seamless Digital experience for SuperApps / NeoBanks and Fintechs

API

API Banking (BaaS)

Expansive and growing API Banking Services for New Age Businesses

RBL MoBank, MyCard, Diplomat Mobile Banking Apps



SMS Banking

Convenient, mass banking



IVR Banking -

Customer Service, Voice bot

Prepaid Instrument (PPI) - Corporate Expense Solution,



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

Wallet Services, Travel, Gift and Fleet Mgmt.

Strong suite of platforms and applications catering to all customer segments..

✓ 200 + services across channels

✓ New biller category on CIB customers i.e. Rental

✓ New feature to block RIB credentials directly our website

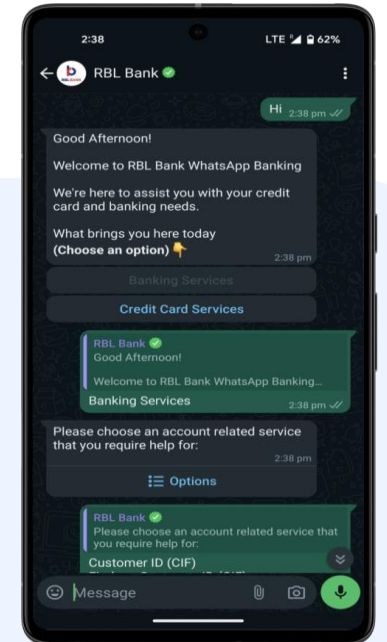
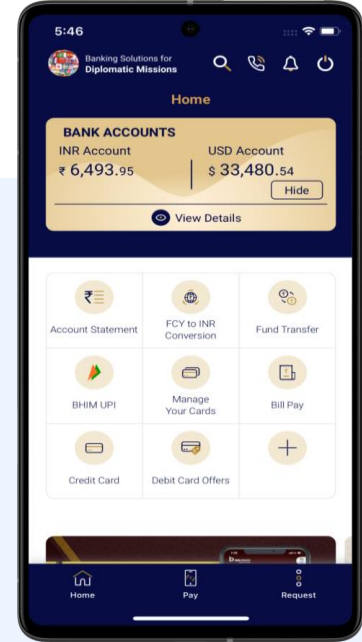
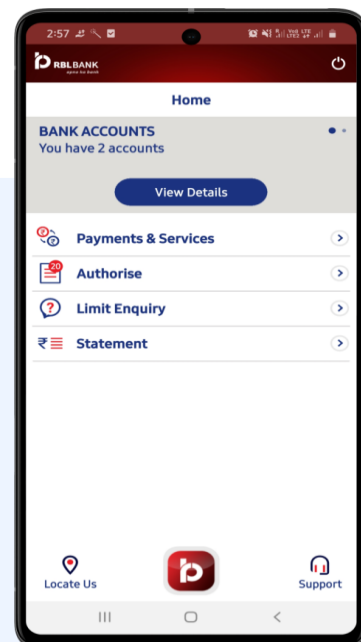
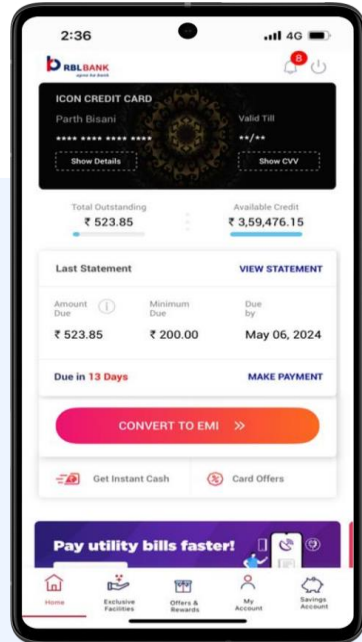
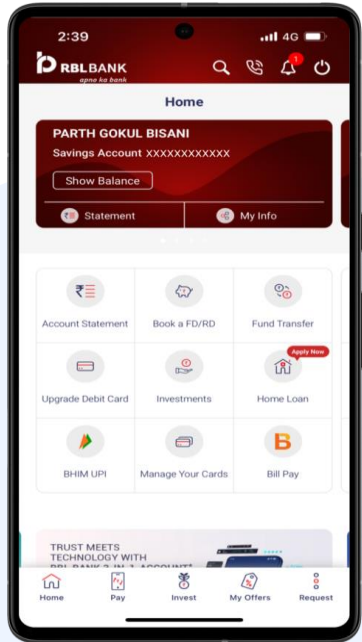
✓ Digital user base growth by 15% in FY 24
80% channel penetration

✓ >60% FDs being booked digitally

✓ Dedicated App for Diplomatic segment

✓ Dual User Corporate Banking App

✓ Industry First Feature: OTP on WhatsApp





Marketing Update

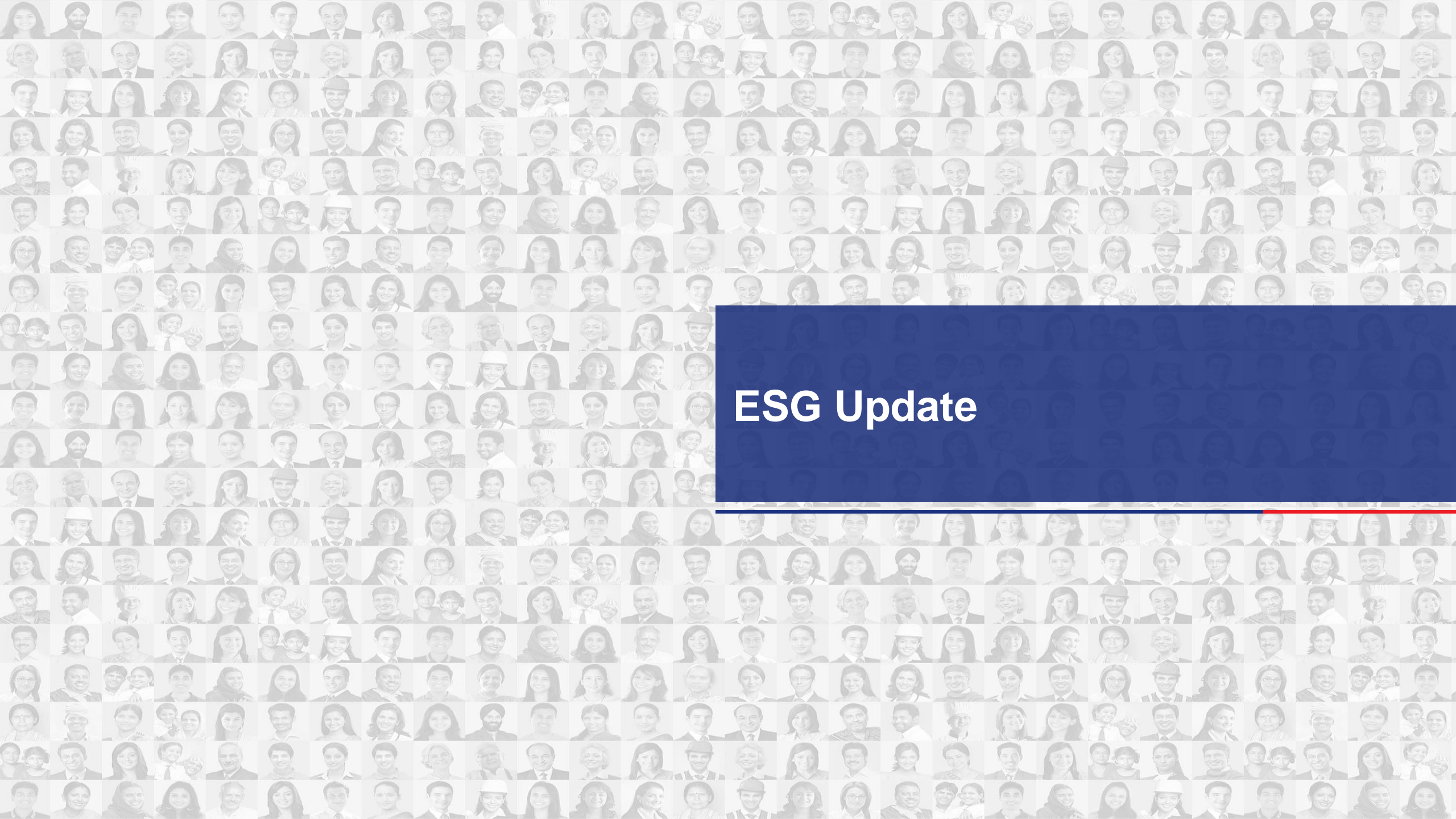


RBL BANK
Ranks among the
TOP 100
BRANDS OF
INDIA

Brand Finance India Top 100 list for 2023 & 2024

Brand Finance 

RBL Bank is proud to be listed in the Top 100 Brands of India for the second year in a row. This recognition by Brand Finance, a leading global brand valuation firm, is a testament to the strong brand equity and growth of RBL Bank over the last couple of years.



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

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

2

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

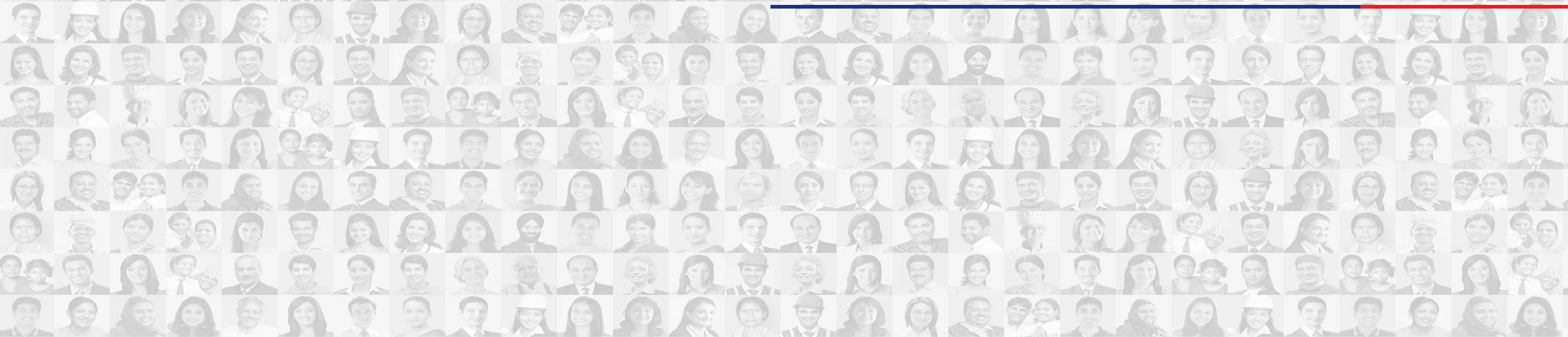
3

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)



Annexures



Experienced Board of Directors



Mr. Prakash Chandra

*Non – Executive Independent Director (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*



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*



Dr. Sivakumar Gopalan

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



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. Chandan Sinha

*Non-Executive Independent Director
Previously, Executive Director, RBI. Career – Central Banker for 35 years*



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*

Professional and Experienced Leadership 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 **(35)**



Mr. Jaideep Iyer
Head - Strategy
Previously, Group President and Deputy CFO – Yes Bank **(25)**



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
Managing Director & CEO, RBL Finserve
Previously, associated with ABN Amro, RBS, Tata Tele Services, Fullerton India **(28)**



Mr. Kamal Sabhlok
Head – Secured Retail & Microfinance Business, Credit Cards Collection
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 in financial services

Professional and Experienced Leadership 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. N Hari Prakash

Head - Risk Control

Previously, associated with RBS Plc. India, ABN Amro Bank N.V., ICICI Bank and HDFC Bank

(30)



Mr. Alok Rastogi

Head - Corporate Centre

Previously, associated with Yes Bank, CRISIL and CITI Bank

(27)



Mr. Ravi Pichan

Chief Information Officer

Previously, associated with HDFC Life, Larsen & Toubro Infotech, Capgemini

(28)



Mr. Bhavtaran Singh (Sunny) Uberai

Chief of Staff

Previously, associated with ABN Amro Bank and Arete Financial Partners, Singapore

(35)

Figures in brackets are years of work experience in financial services

Profit & Loss Statement

Particulars	Q1 FY25	Q1 FY24	Q4 FY24	FY 24	FY 23
<u>Income</u>					
Interest Earned	3,496	2,856	3,339	12,394	9,677
Interest Expended	1,796	1,434	1,739	6,351	4,678
Net Interest Income	1,700	1,422	1,600	6,043	4,998
Other Income	805	685	875	3,043	2,489
Total Income	2,505	2,108	2,475	9,086	7,488
<u>Expenditure</u>					
Operating Expenses	1,646	1,460	1,588	6,055	5,285
Employee Cost	368	341	377	1,492	1,340
Other Operating Expenses	1,278	1,119	1,211	4,563	3,945
Operating Profit	859	647	887	3,031	2,202
Provisions	366	266	414	1,778	1,022
On advances	461	260	293	1,644	900
On others	(95)	6	121	135	122
Profit Before Tax	493	381	473	1,252	1,181
Tax	121	93	121	84	298
Profit After Tax	372	288	353	1,168	883

Balance Sheet

Particulars	June 2024	March 2024	June 2023
<u>Liabilities</u>			
Capital	606	605	600
Reserves and Surplus	14,673	14,191	13,277
Deposits	1,01,352	1,03,494	85,636
Borrowings	13,577	14,184	14,775
Other Liabilities	5,576	5,958	4,064
Total	1,35,784	1,38,432	1,18,353
<u>Assets</u>			
Cash & Balances with RBI	7,240	12,071	6,055
Balances with other banks	1,926	2,346	1,576
Investments (Net)	29,726	29,576	29,171
Advances (Net)	86,704	83,987	73,087
Fixed and Other Assets	10,187	10,453	8,464
Total	1,35,784	1,38,432	1,18,353

Historical Performance

Particulars	FY 12	FY 13	FY 14	FY 15	FY 16	FY 17	FY 18	FY19	FY20	FY21	FY22	FY23	FY24	Q1FY25
Net Worth	1,131	1,594	2,012	2,224	2,960	4,242	6,544	7,336	10,290	12,254	12,006	12,996	14,206	14,646
Deposits	4,739	8,341	11,599	17,099	24,349	34,588	43,902	58,394	57,812	73,121	79,007	84,887	103,494	1,01,352
Advances (Net)	4,132	6,376	9,835	14,450	21,229	29,449	40,268	54,308	58,019	58,623	60,022	70,209	83,987	86,704
Investments (Net)	2,334	5,571	6,518	9,792	14,436	13,482	15,448	16,840	18,150	23,230	22,274	28,875	29,576	29,726
Net Profit	66	92	93	207	292	446	635	867	506	508	(75)	883	1,168	372
CRAR (%)	23.2	17.1	14.6	13.1	12.9	13.7	15.3	13.5	16.4	17.5	16.8	16.9	16.2	15.6
Gross NPA (%)	0.80	0.40	0.79	0.77	0.98	1.20	1.4	1.38	3.62	4.34	4.40	3.37	2.65	2.69
Net NPA (%)	0.20	0.11	0.31	0.27	0.59	0.64	0.78	0.69	2.05	2.12	1.34	1.10	0.74	0.74
Business per employee	6.7	7.9	7.7	9.1	11.8	13.1	15.9	19.3	16.0	16.9	15.0	14.1	15.0	14.1
No. of employees	1,328	1,859	2,798	3,465	3,872	4,902	5,300	5,843	7,221	7,816	9,257	11,032	12,473	13,353
Return on Assets (%)	1.33	1.05	0.66	1.02	0.98	1.08	1.21	1.27	0.59	0.54	(0.07)	0.83	0.96	1.14
Return on Equity (%)	5.9	6.73	5.44	9.58	11.32	11.67	10.95	12.15	5.74	4.35	(0.60)	6.69	8.25	9.88
BVPS	52.62	63.03	71.3	75.77	91.17	113.07	193.82	200.56	214.28	159.72	200.27	216.76	234.77	241.58

Thank you