

Investor Presentation

30.09.2017





Prepaid Card



Internet Banking



Smart way to Cashless Payments

Mobile Banking



Credit Card



Air ticket



RTGS/NEFT

Bill payments



Income tax payments



IMPS 24x7



Movie ticket booking

Mobile recharge



Train ticket booking through IRCTC



USSD

Dial





www.kvb.co.in | Helpline No. 1860 200 1916







POS Machine

About Us

- **✓** Banking tradition of 101 years
- ✓ Consistently earning profits since inception
- ✓ Uninterrupted dividend payment record
- √ 100% and above dividend for 14 consecutive years from 2004 (120% or higher for eleven years)
- ✓ First bank to get permission from RBI to issue bonus shares
- √ 752 branches and 1766 ATMs as on 30th September 2017
- **√** 6.61 million Customer Base
- **√** 100% CBS since 2005
- √ Full bouquet of e-banking & technology products
- **✓ Top Rating from CRISIL (A1+) and ICRA (A1+) for Short Term Borrowings**



H1FY18 Results Snapshot

Operating
Profit
Rs. 876 crore
(↑ 20%)

Net Profit Rs.224 crore (↓ 18%) Advances
Rs. 44,237 crore
(↑12%)

Deposits Rs. 56,400 crore (个8%)

ROA 0.71% NIM 3.78% (个 18 bps)

CRAR 12.22%

Net NPA 3.24 %

Profit & Loss Account (Q2 FY 18)

Particulars	Q2FY 2017- 18	Q2FY 2016-17	YoY%
Net Interest Income	556	495	12%
Other Income	230	217	6%
Total Income	786	712	10%
Operating Expenses	358	330	8%
Operating Profit	428	382	12%
Provisions	322	182	77%
Credit Related	297	156	90%
Others	25	26	-4%
Profit Before Tax	106	200	-47%
Tax	30	74	-59%
Net Profit	76	126	-40%

Profit & Loss Account (H1 FY 18)

Particulars	H1 FY 18	H1 FY 17	YoY%
Net Interest Income	1094	976	12%
Other Income	466	380	23%
Total Income	1560	1356	15%
Operating Expenses	683	627	9%
Operating Profit	877	729	20%
Provisions	555	312	78%
Credit Related	526	293	80%
Others	29	19	53%
Profit Before Tax	322	417	-23%
Tax	98	144	-32%
Net Profit	224	273	-18%

Breakup of Other Income (Quarter)

<u>Particulars</u>	Q2 FY 17-18	Q2 FY 16-17	<u>YoY %</u>
Total	230	218	5.50%
Fee Income	210	137	53.28%
Forex	11	8	37.50%
Commissions	149	116	28.45%
Other	50	13	-
Profit on Sale of Investments	20	81	(75.31)%

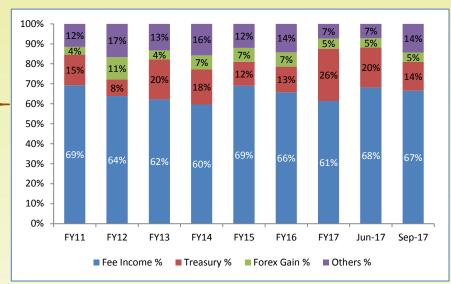
Breakup of Other Income (Half Year)

<u>Particulars</u>	<u>H1FY18</u>	<u>H1FY17</u>	<u>YoY %</u>
Total	466	380	22.63%
Fee Income	399	284	40.49%
Forex	22	18	22%
Commissions	310	240	29%
Other	67	26	-
Profit on Sale of Investments	67	96	(30.21)%

Healthy Other Income Profile

Growth in other income

Fee income consistently contributes ~ 67% of other income



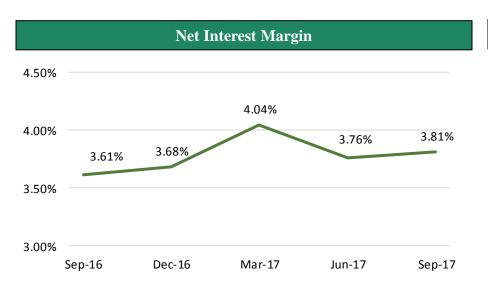
- Diverse sources of non interest income
- Non interest income contributed 14.34% to total income for 6 months of FY 2017-18

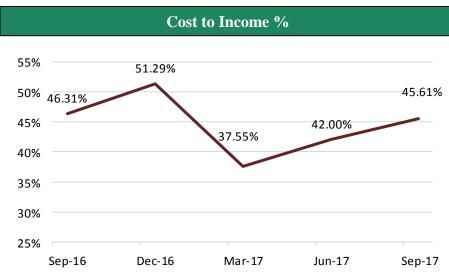


KVB's Fee income streams:

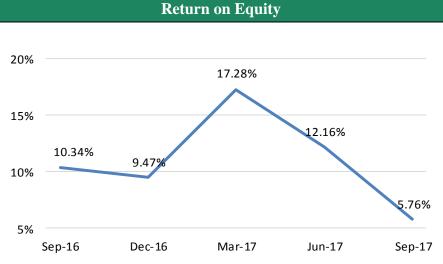
- Banking charges (Corporate, Commercial & Retail)
- Trade Finance
- Debit, Credit, Gift and Travel Card fees
- Bancassurance
- Other third party product sales

Key Ratios (Q2 2017-18)









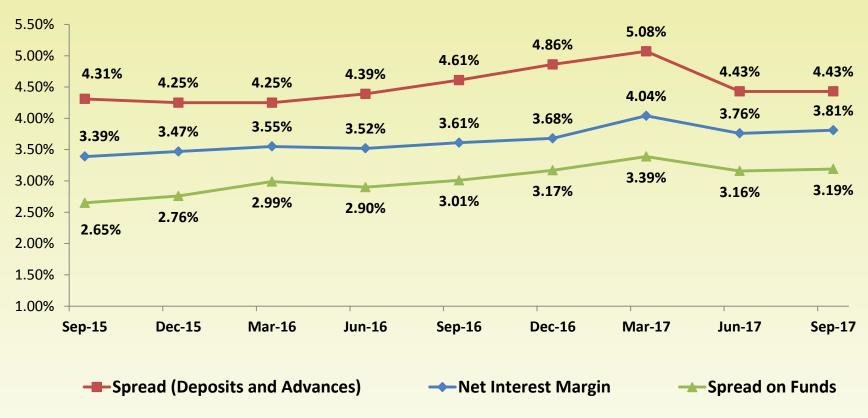
Key Ratios (Quarter)

<u>Particulars</u>	Q2 FY 17-18	Q2 FY 16-17
Cost of Deposits	6.08%	6.89%
Yield on Advances	10.51%	11.50%
Cost of Funds	6.00%	6.89%
Yield on Funds	9.19%	9.90%
Cost Income Ratio	45.61%	46.31%
Spread	3.19%	3.01%
NIM	3.81%	3.61%
Business/Emp. (Rs crore)	12.86	12.60
Profit/Emp. (Rs lakh)	3.90	6.95
No. of Employees	7,758	7,265

Key Ratios (H1 2018)

<u>Particulars</u>	H1 FY 17-18	H1 FY 16-17
Cost of Deposits	6.11%	6.93%
Yield on Advances	10.54%	11.41%
Cost of Funds	6.03%	6.88%
Yield on Funds	9.21%	9.87%
Cost Income Ratio	43.82%	46.26%
Spread	3.18%	2.99%
NIM	3.78%	3.60%
Business/Emp. (Rs crore)	12.86	12.60
Profit/Emp. (Rs lakh)	5.76	7.51
No. of Employees	7,758	7,265

Profitability Metrics (Quarterly)





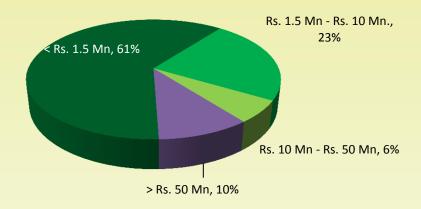
Deposits

<u>Particulars</u>	FY 17 -18	FY 16 -17	YoY %
Total Deposits	56,400	52,002	8.46%
CASA	15,574	12,963	20.14%
CASA Mix %	27.61%	24.93%	
Demand	5,404	4,524	19.45%
Savings	10,169	8,439	20.50%
Term Deposits	40,826	39,039	4.58%

Retail Liability Franchise – Granular and Sticky

Low dependence on wholesale deposits (FY 2017-18)

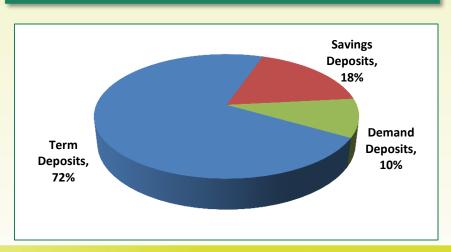
Term deposits are primarily retail deposits. Only 10% of term deposits are > Rs.50 Mn



Low concentration of deposits

13% 12% 13% 12% 9% 9% 7% 6% 7% 6% 7% 6% 7% 6% TY10 FY11 FY12 FY13 FY14 FY15 FY16 FY 17 Jun-17 Sep-17 Concentration of top 20 depositors %

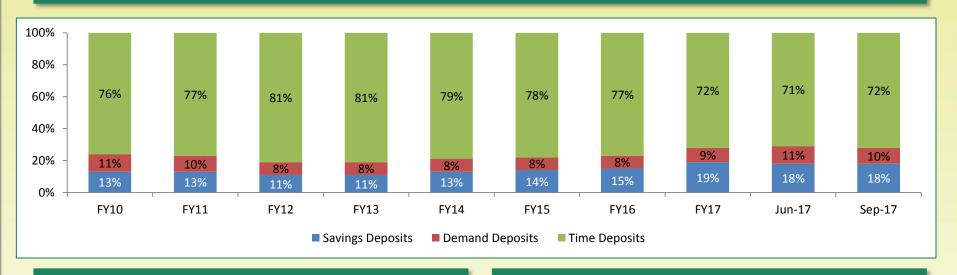
Breakup of deposits (FY18)



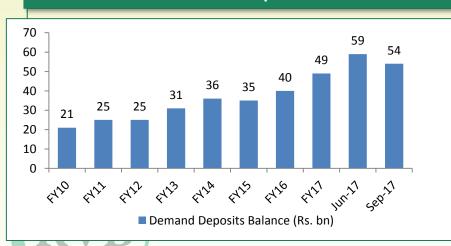
Karur Vysya Bank

Deposit Mix

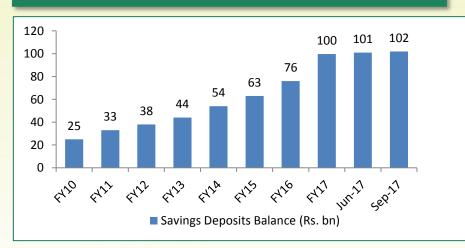
Break-up of deposit base (in %)



Growth in demand deposits since 2010



Consistent growth in Savings Deposits since FY10

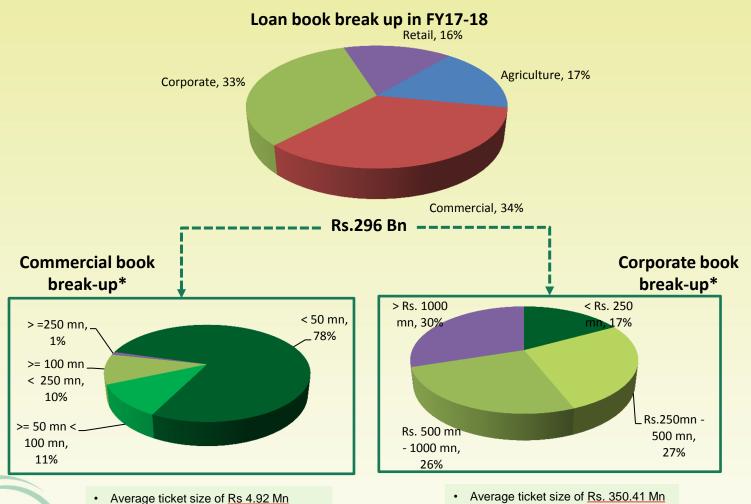


Karur Vysya Bank

Advances

<u>Particulars</u>	H1 17-18	H1 16-17	Units: Rs crore YOY %
Advances	44,237	39,537	11.89%
Corporate	14,514	13,114	10.68%
Commercial	15,042	13,303	13.07%
Agriculture	7,773	6,950	11.84%
Retail (Personal Banking)	6,908	6,170	11.96%
Jewel Loan (included in other segments)	6,725	6,356	5.81%

Granular Loan Portfolio



Commercial Loans: Exposures upto Rs. 250 Mn

· 78% of commercial loans are less than

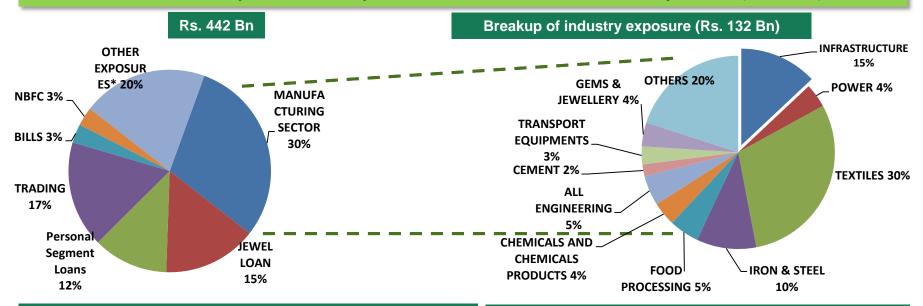
Rs. 50 Mn

Corporate Loans: Exposures above Rs. 250 Mn

- 70% of corporate exposure less than Rs. 1 Bn

Breakup of Advances

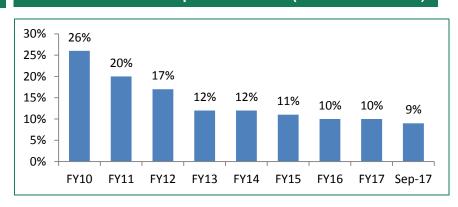
Sub-sectoral exposures well spread out; diversified industrial exposures (FY17-18)



Working capital focus enables quicker repricing of loans

100% 12% 17% 17% 21% 21% 21% 20% 80%^{32%} 30% 33% 60% 88% 83% 40% 80% 79% 79% 79% 70% 67% 20% 0% **FY10 FY11** FY14 FY12 FY13 FY15 FY16 FY17 Jun-17 Sep-17 ■ Working Capital Loans ■ Term Loans

Low concentration: Top 20 borrowers (% of overall loans)



Advances – Category wise

Particulars	Amou	Amount (Rs. in crore) % to Total Advance					Growth over Sep - 16	
	Sep-17	Sep-16	Mar-17	Sep-17	Sep-16	Mar-17	Amount	%
MANUFACTURING SECTOR	13,195	12,056	12,688	29.83	30.48	30.62	1139	9.45
JEWEL LOAN	6,725	6,356	6,159	15.20	16.07	14.86	369	5.81
PERSONAL SEGMENT LOANS @	5,667	5,482	4,847	12.81	13.87	11.70	185	3.37
TRADING	7,416	5,878	6,889	16.76	14.87	16.63	1538	26.17
BILLS	1,349	1,137	1,592	3.05	2.88	3.84	212	18.65
NBFC	1,306	1,311	1,159	2.95	3.32	2.80	(5)	(0.38)
OTHER EXPOSURES*	8,579	7,317	8,101	19.40	18.51	19.55	1262	17.25
TOTAL ADVANCES	44,237	39,537	41,435	100.00	100.00	100.00	4700	11.89

[@] Vehicle, Housing, Deposit loans

^{*} includes Commercial Real estate, Capital Market and exposure to other service sectors, etc.

Manufacturing Sector - Breakup

INDUSTRY	Amount (Rs. in crore)			% to Total Advance			Growth 09-17/09-16	
	Sep-17	Sep-16	Mar-17	Sep-17	Sep-16	Mar-17	Abs.	%
INFRASTRUCTURE	2,779	2,857	2,964	6.28	7.23	7.15	(78)	(2.73)
TEXTILES	3,893	3,313	3,769	8.80	8.38	9.10	580	17.51
BASIC METAL & METAL PRODUCTS	1,343	1,358	1,194	3.04	3.43	2.88	(15)	(1.10)
FOOD PROCESSING	596	564	536	1.35	1.43	1.29	32	5.67
CHEMICALS & CHEMICAL PRODUCTS	597	487	522	1.35	1.23	1.26	110	22.59
ALL ENGINEERING	607	428	513	1.37	1.08	1.24	179	41.82
GEMS & JEWELLERY	573	385	445	1.30	0.97	1.07	188	48.83
TRANSPORTATION SECTOR	398	395	397	0.90	1.00	0.96	3	0.76
RUBBER & PLASTIC PRODUCTS	360	273	355	0.81	0.69	0.86	87	31.87
MINING & QUARRYING	177	320	304	0.40	0.81	0.73	(143)	(44.69)
WOOD & WOOD PRODUCTS	272	286	268		0.72	0.65	(14)	(4.90)
CONSTRUCTION	429	375	371	0.97	0.95	0.90	54	14.40
PAPER & PAPER PRODUCTS	209	242	195	0.47	0.61	0.47	(33)	(13.64)
CEMENT & CEMENT PRODUCTS	319	381	385	0.72	0.96		(62)	(16.27)
BEVERAGES & TOBACCO	165	117	112	0.37	0.30	0.27	48	41.03
PETROLEUM	14	13	34	0.03	0.03	0.08	1	7.69
GLASS & GLASSWARE	49	32	40	0.11	0.08	0.10	17	53.13
LEATHER & LEATHER PRODUCTS	50	31	37	0.11	0.08	0.09	19	61.29
OTHER INDUSTRIES	365	199	247	0.83	0.50	0.60	166	83.42
Total Manufacturing	13,195	12,056	12,688	29.83	30.49	30.62	1139	9.45

Karur Vysya Bank

Retail Advances

Commont		Amount (Rs. in crore)							
Segment	Mar-11	Mar-12	Mar-13	Mar-14	Mar-15	Mar-16	Mar-17	Jun-17	Sep-17
Housing Loan	436	611	971	1,387	1,757	2,094	2,330	2,425	2,553
Mortgage Loan (LAP)	_	_	_	381	568	787	965	1,045	1,178
Vehicle Loan	387	492	677	735	782	831	921	962	1,003
Jewel Loan	481	584	832	802	793	703	596	601	592
Personal Loan	257	319	341	353	356	354	316	309	306
Educational Loan	78	104	133	169	207	245	266	265	273
Retail (Others)	413	428	591	464	779	904	946	985	1,003
Total	2,052	2,538	3,545	4,291	5,242	5,918	6,340	6,592	6,908

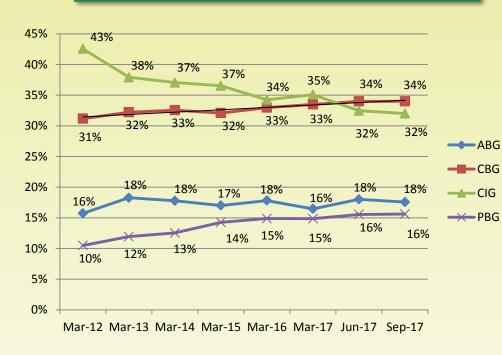
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Advances Mix

Advances in Value (Rs.in crore)

16000 14000 12000 10000 8000 6000 CIG 4000 PBG

Advances Mix (in %)

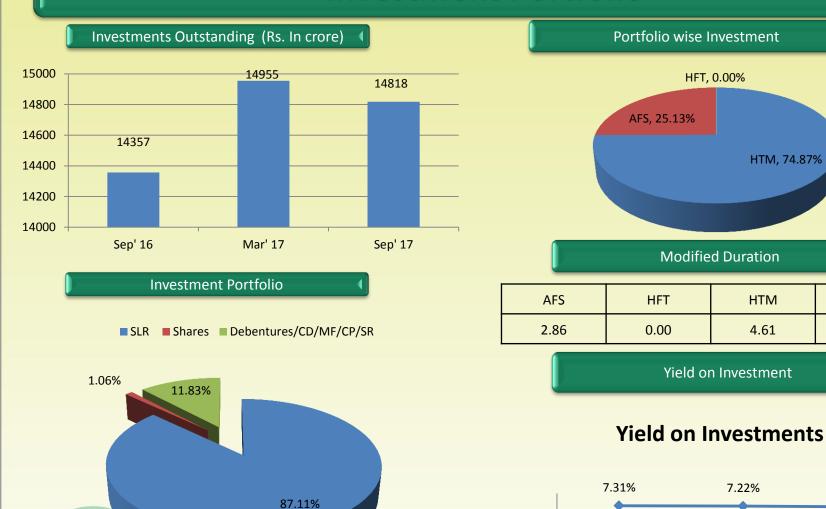


ABG- Agri Banking, CBG - Commercial Banking, CIG - Corporate Banking, PBG - Personal Banking

Increased focus on Commercial, SME & Retail Advances over the period



Investment Portfolio



out of 11.83% of Deb/CD/MF/CP/SR - Security Receipts constitutes 3.37% (Rs.499.74 Crores)

Karur Vysya Bank

Mar' 17

Total

4.20

7.04%

Sep' 17

1.00%

Sep' 16

Stress Accounts

	Rs. in Crore
SDR Outstanding (2 accounts)	96.09
5/25 (1 account)	78.80
S4A Accounts (3 accounts)	235.09
Sale to ARC in Q2 of FY 17-18	Nil



Sector Wise Restructured Advances

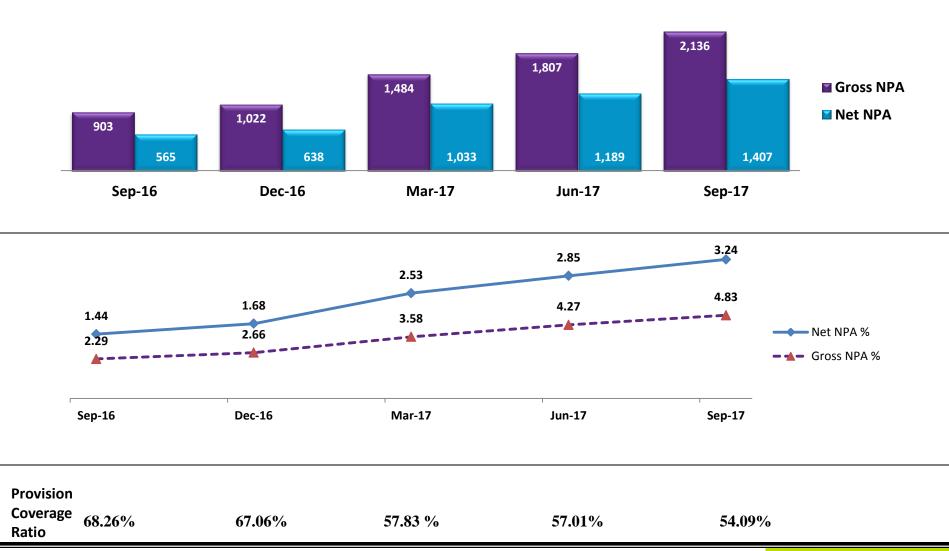
		АМО	UNT	(%) to Total Rest. Adv		
S.NO	SECTOR	(Rs. in	crore)			
		Sep-17	Sep-16	Sep-17	Sep-16	
1	AGRICULTURE	7.52	11.53	1.07	0.93	
2	INFRASTRUCTURE	356.00	712.54	50.60	57.23	
3	TEXTILES	43.32	198.41	6.16	15.94	
4	AUTO LOANS	32.67	0.55	4.64	0.04	
5	EDUCATIONAL LOANS	0.14	0.65	0.02	0.05	
6	FOOD PROCESSING	236.72	228.79	33.64	18.38	
7	OTHERS	27.25	92.54	3.87	7.43	
TOTAL		703.62	1245.01	100.00	100.00	
% to Total Standard Advance		1.59%	3.15%	100.00	100.00	

Karur Vysya Bank

Movement of Restructured Assets

	Apr-17	' to Jun-17	Jul-17 to Sep-17		
Particulars	No. of A/c	Amount (Rs. in Cr)	No. of A/c	Amount (Rs. in Cr)	
Restructured accounts at the beginning of the period - [A]	33	841.81	36	807.85	
Addition during the period - [B]	5	0.12	0	0	
Addition of facilities in existing restructured A/Cs - [C]		15.42		12.12	
Addition through upgradation from NPA – [D]	0	0	0	0	
Accounts closed during the period - [E]	1	11.00	1	24.97	
Accounts ceases to attract higher provision (upgradation)— [F]	0	0	0	0	
Amount recovered during the period – [G]	0	0	0	0	
Accounts slipped into NPA during the period - [H]	1	38.50	2	91.38	
Restructured accounts as on 30.09.2017 A+B+C+D-(E+F+G+H)	36	807.85	33	703.62	

NPA Position



Movement of NPA

(Rs. in crore)

Particulars	Apr 17 - Jun 17	Jul 17 - Sep 17	Apr 16 - Sep 16
Movement of Gross NPAs			
Opening Balance	1,483.81	1,807.01	511.18
Additions during the period	389.24	426.84	617.83
Reductions during the period	66.04	97.66	226.27
Closing Balance	1,807.01	2,136.19	902.74
Movement of Net NPAs			
Opening Balance	1,033.46	1,189.16	216.17
Additions during the period	211.90	312.56	405.89
Reductions during the period	56.20	94.42	56.92
Closing Balance	1,189.16	1,407.30	565.14
Movement of Provision for NPA			
Opening Balance	428.74	585.70	285.00
Provn made during the period	156.96	106.00	202.00
Write off/Write back of excess provn	0.00	0.00	169.35
Closing Balance	585.70	691.70	317.65

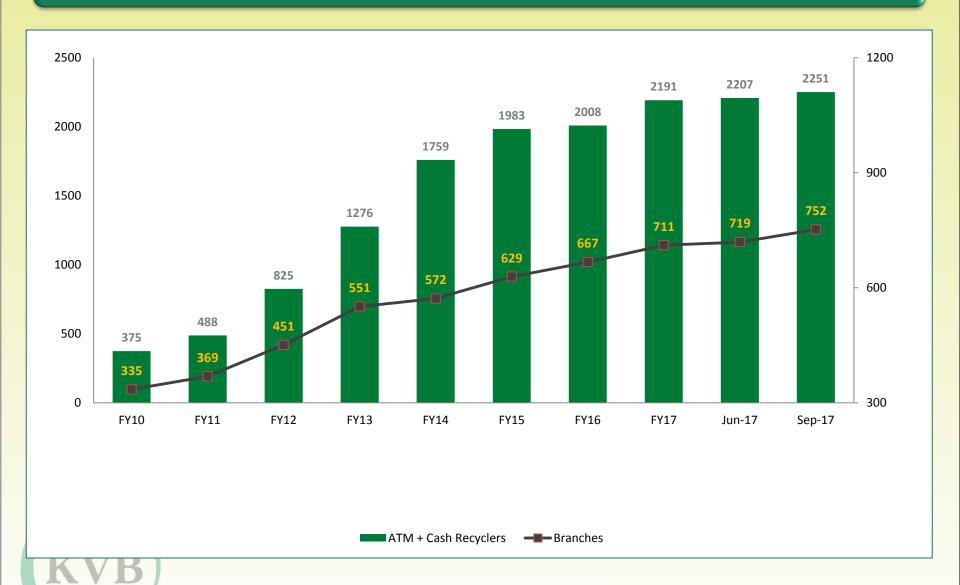
Breakup of Provisions (Other than Tax)

<u>Particulars</u>	Q2 FY 17-18	Q2 FY 16-17
Total Provisions	321	182
NPA	106	96
Standard Assets	4	
A/c's referred to NCLT (Std. Assets)	54	
Restructured (SDR, S4A, 5/25 etc.)	11	
Investment	35	23
Others (including amortisation of loss on sale of assets to ARC)	111	63

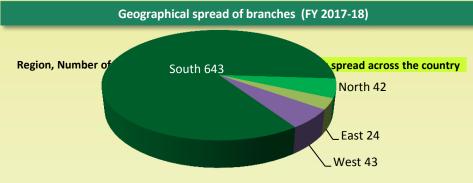
Breakup of Provisions (Other than Tax)

<u>Particulars</u>	H1 FY 17-18	H1 FY 16-17
Total Provisions	555	312
NPA	263	190
Standard Assets	5	(-) 4
A/c's referred to NCLT (Std. Assets)	54	
Restructured (incl. SDR, S4A, 5/25 etc.)	19	(-) 6
Investment	39	16
Others (including amortisation of loss on sale of assets to ARC)	175	116

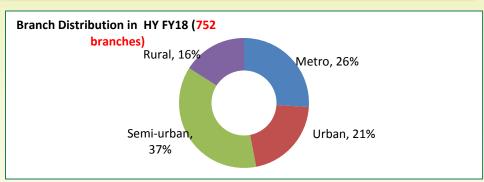
Branch and ATM / Cash Recyclers Network



Branch Network - Diversified Across the Country



Dominant presence (53%) in semi-urban and rural locations



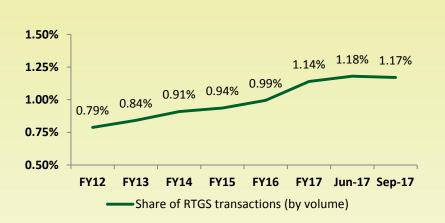
Number of customers (Millions) 2.6 2.9 3.3 3.8 4.5 5.2 5.6 6.29 6.43 6.61 FY10 FY11 FY12 FY13 FY14 FY15 FY16 FY17 Jun-17 Sep-17

State /UT	Sep-17 - Branches (Nos)
TAMILNADU	399
ANDHRA PRADESH	110
TELANGANA	57
KARNATAKA	51
MAHARASHTRA	27
GUJARAT	15
WEST BENGAL	16
KERALA	19
DELHI	14
PUNJAB	7
UTTARPRADESH	6
ORISSA	5
HARYANA	6
PONDICHERY	7
M.P.	4
RAJASTHAN	3
JHARKHAND	2
CHANDIGARH	1
CHATTISGARH	1
UTARAKHAND	1
GOA	1
Total	752

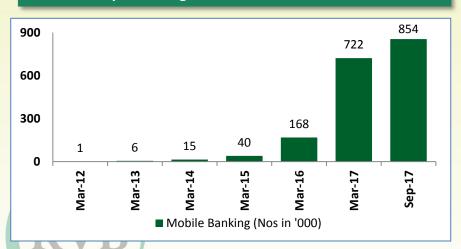
Karur Vysya Bank

Leveraging Technology – Alternate Banking Channels

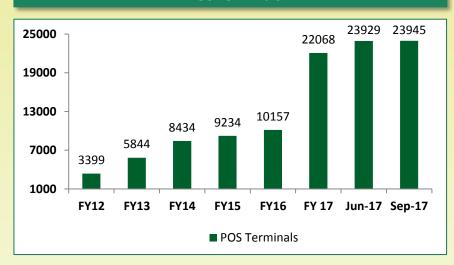
Volume of RTGS transactions



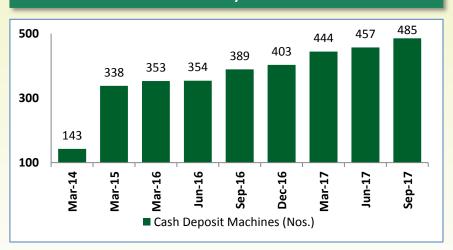
Exponential growth in Mobile transactions



POS Terminals

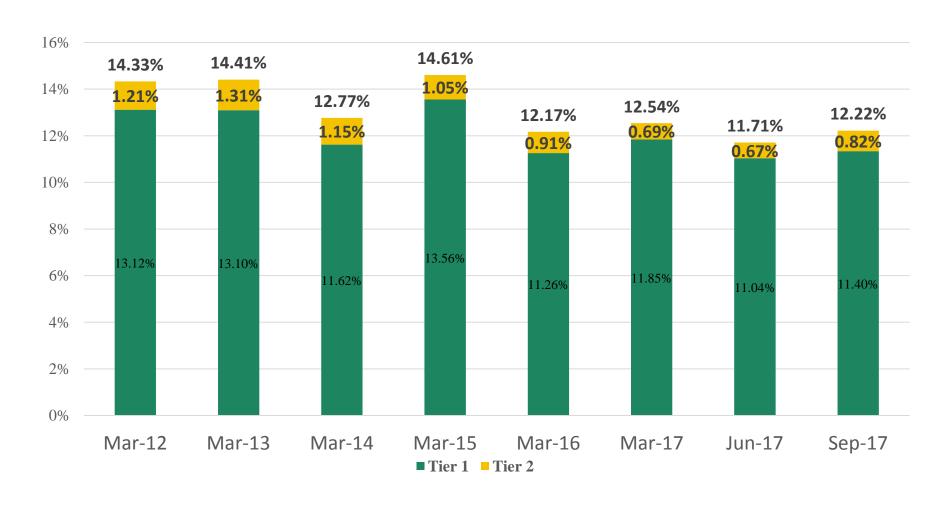


Bunch Note Recycler Machines



Capital Adequacy

Capital Adequacy Ratio (FY 12 to FY 14 Basel II and FY 15 onwards Basel III)



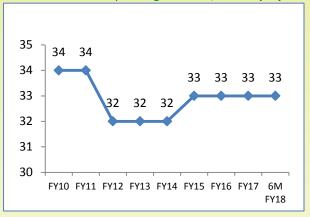
Human Resources

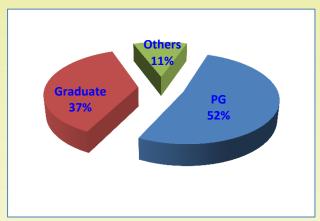
Young workforce (average 33 years).....

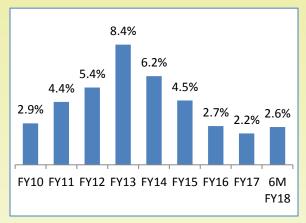
... and well qualified work force...

...with lower attrition ...

40% below 30 yrs of age out of 7,758 employees

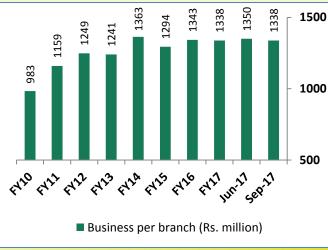


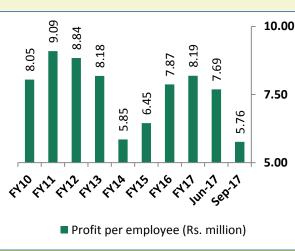




...leading to improving productivity







Karur Vysya Bank

A Decade of Progress

Year	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Paid up Capital	53.94	53.95	54.44	94.49	107.18	107.18	107.18	121.63	121.86	121.86
Reserves	1136.06	1296.21	1565.54	2020.05	2601.04	2978.01	3219.16	4124.4	4451.09	4723.16
Owned funds	1190	1350.16	1619.98	2114.54	2708.22	3085.19	3326.34	4246.03	4572.95	4845.02
CRAR - Basel III (%)	-	-	-	-	-	-	12.60	14.62	12.17	12.54
CRAR - Basel II (%)	-	14.92	14.49	14.41	14.33	14.41	12.77	14.63	12.26	-
Deposits	12550	15101	19272	24722	32112	38653	43758	44690	50079	53700
Advances	9569	10563	13675	18052	24205	29706	34226	36691	39476	41435
Total Income	1289	1711	2005	2482	3621	4695	5680	5977	6150	6405
Operating Profit	308	418	463	600	726	849	838	943	1303	1571
Net Profit	208	236	336	416	502	550	430	464	568	606
Dividend (%)	120	120	120	120	140	140	130	130	140	130
Branches (No.)	288	312	335	369	451	551	572	629	667	711
EPS (Rs.)	38.62	43.71	62.23	44.9	46.81	51.35	40.08	39.86	46.59	9.95 (*)
Return on Assets (%)	1.63	1.49	1.76	1.71	1.56	1.35	0.86	0.88	1.03	1.00
Book Value(Rs.)	220.61	250.25	297.6	193.04	252.68	287.85	308.91	348.42	375.25	79.51 (*)
No of Employees	3580	3941	4175	4574	5673	6730	7339	7197	7211	7400

^(*) During the Financial Year 2016-17, one Equity Share face value of Rs.10/- each was subdivided into five Equity Shares face value of Rs.2/- each

DISCLAIMER

"The Karur Vysya Bank Limited, ("Bank"), is proposing, subject to market conditions and other considerations, a rights issue of its equity shares (the "Issue"), and has in this regard, filed a letter of offer dated October 11, 2017, ("Letter of Offer"), with the designated stock exchange, namely, the National Stock Exchange of India Limited ("NSE") and the Securities and Exchange Board of India, ("SEBI"), on October 11, 2017. The Letter of Offer is available on the websites of the SEBI, the NSE and the Lead to the Issue, i.e. IIFL Holdings Limited at <u>www.sebi.gov.in</u>, www.nseindia.com and www.iiflcap.com, respectively. Investors should note that investment in equity shares involves a high degree of risk and for details relating to the same, please see the section entitled "Risk Factors" on page 10 of the Letter of

Offer."



