

INVESTOR PRESENTATION

Q1 - FY 2019-20





DISCLAIMER

This presentation has been prepared by Karur Vysya Bank Limited ("the Bank") solely by the Bank for information purposes only. This presentation is not a complete description of the Bank and the information contained herein is only current as of its date and has not been verified by anyone else. All financial numbers are based on the Audited Financials or the Reviewed Financial results or based on Management estimates. Figures for the previous period(s) have been regrouped wherever necessary; totals in columns / rows may not agree due to rounding off. The accuracy of this presentation is not quaranteed, it may be incomplete or condensed and it may not contain all material information concerning the Bank.

This presentation does not constitute an offer or invitation, directly or indirectly, to purchase or subscribe for any securities of the Bank by any person / entity based in India or in any other country. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities.

This presentation may contain statements that constitute forward-looking statements. All forward looking statements are subject to risks, uncertainties and assumptions that could cause actual results to differ materially include, inter-alia, changes or developments in the Bank's business, political, economic, legal and social conditions. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. Except as otherwise noted, all of the information contained herein is indicative and is based on management information, current plans and estimates / projections. Any opinion, estimate or projection in the presentation constitutes a judgment as of the date of this presentation and there can be no assurance that future results or events will be consistent with any such opinion, estimate or projection.

No representation or warranty, express or implied, is made as to, and no reliance should be placed on the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Further, past performance is not necessarily indicative of future results. Anyone placing reliance on the information contained in this presentation or any other communication by the Bank does so at his / her / their own risk. Neither the Bank nor anyone else shall be liable for any loss or damage caused pursuant to any act or omission based on or in reliance upon the information contained in the presentation.

The Bank may, at its sole discretion, alter, modify or otherwise change in any manner the contents of this presentation, without obligation to notify anyone of such change(s). This presentation is not to be distributed, redistributed, copied or disseminated in any manner whatsoever, either directly or indirectly.

Forward-looking statements speak only as of the date they are made, and the Company undertakes no obligation to update any forward-looking statement to reflect the impact of circumstances or events that arise after the date the forward-looking statement was made.



The Bank of choice - trusted by all



Over **7 million** individuals Over 450000 businesses Over 700000 agri customers

KVB – a unique franchise!

Bank of Choice, trusted by :

Customer service

he what

excellence the

differentiator

- Over 7 million individuals
- Over 450000 businesses
- Over 700000 customers involved in agriculture

Unmatched presence in India's fast growing hinterland

Category	No. of Branches
Metro	200
Urban	155
Semi Urban	297
Rural	126
Total	778

Category

Branches

ATM's + Cash

Recyclers

30.06.19

778

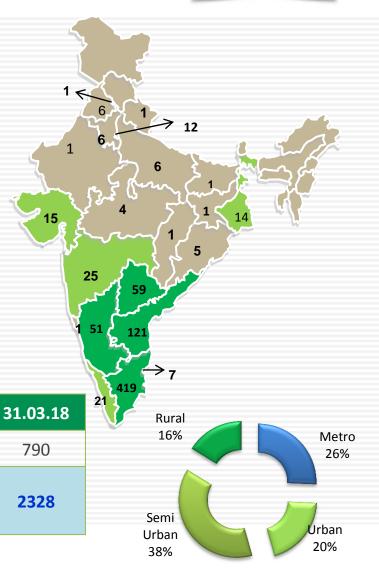
2177

31.03.19

778

2179









BUSINESS

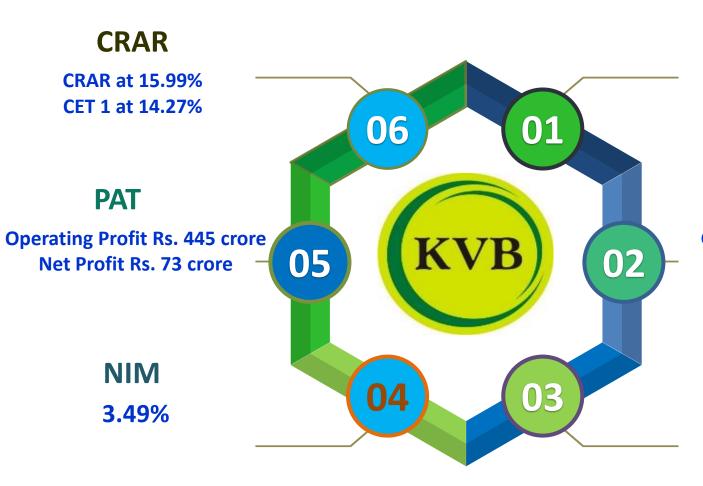
Total Business Up by 5% @ Rs. 1,10,893 crore

CREDIT

Gross Advances grew Y-o-Y by Rs. 1,296 crore to Rs. 49,182 crore

CASA

CASA share @ 30% Total Deposits up by 7% @ Rs. 61,711 crore



KVB DLite App



DLite	Account Opening
KVB Karur Vy Smart wa	r sya Bank 19 to bank
Step 2 of 3:	
Aadhaar, P.	AN and Residential
status	
Aadhaar Number	
Preferably the one linked	I with Aadhaar Card
PAN Number	
To keep you posted	
Residential Status	
Residential Status As per RBI FATCA decla CLICK HERE TO KNOW	aration is mandatory.
As per RBI FATCA decla CLICK HERE TO KNOW	aration is mandatory. / MORE
As per RBI FATCA decli CLICK HERE TO KNOW Please select one of th	aration is mandatory. / MORE ne option below
As per RBI FATCA decli CLICK HERE TO KNOW Please select one of th	aration is mandatory. / MORE ne option below :itizen and a TAX resident of only India
As per RBI FATCA decl. CLICK HERE TO KNOW Please select one of th I am an Indian c and no other co	aration is mandatory. / MORE ne option below :itizen and a TAX resident of only India
As per RBI FATCA decl. CLICK HERE TO KNOW Please select one of th and no other co I am a TAX resid	aration is mandatory. / MORE ne option below sitizen and a TAX resident of only India puntry.

- Instant account opening
- Multiple fund transfer modes
- Debit Card Management
- KVB Shoppy Online Shopping
- QR Code based payment
- Cheque Management
- Locker Management
- Demat Accounts
- Savings Accounts
- Mobile Recharge
- FASTag
- UPI
- E-ASBA
- Insurance

Blending Tradition with Modernity

Business model transformation progressing well - Digital product suites well received

- KVB DLite banking application has over 1.1 million downloads
 - Over 1.91 lakh average transactions per day @ INR 90 crore per day
 - Increasing account engagement through embedded shopping & universal bill payment functionality

Retail & Commercial Asset momentum increasing

- Retail loans digital origination increases 37% (numbers) & 30% (value)on a sequential basis
- Commercial loans digital origination increases 109% (numbers) and (2%) (value) on a sequential basis
 - » Mid Market (INR 2 15 crore) origination on digital platform scheduled to go live in August

• Digital 'Gold Loan' test launched

– Focus on enhancing speed (Reducing TAT) and reducing operational errors

• Outbound telephony engagement to client base initiated

Leveraging analytics to make offers to existing client base

Blending Tradition with Modernity



- ✓ Digital suite extension to 'self service' mode underway
- Non-branch Distribution Operations Commenced
- ✓ Risk based pricing implemented
 - Through the door booking yield (Weighted Average) in Q1
 - □ Retail @ 11.77%
 - **Commercial** @ 12.03%
- ✓ Risk & Compliance Architecture continues to be strengthened
 - > New Retail Credit Head Inducted
 - > New Compliance Head Inducted

Results Snapshot*



(Rs. crore)

Financial Indicators – 30.06.2019				
Parameter	Amount	YoY Growth %		
Total Deposits	61,711	7		
Gross Advances	49,182	3		
Total Business	1,10,893	5		
Total Operating Income	854	2		
Operating Profit	445	(3)		
Net Profit	73	59		

Other Business Parameters				
Gross NPA	4,511			
Net NPA	2,322			
Gross NPA %	9.17			
Net NPA %	4.94			
PCR %	59.05			
Basel III Capital	6,991			
CRAR %	15.99			
Tier I %	14.27			
Tier II %	1.72			
NIM %	3.49			
RoA %	0.40			

aineas Dava

Oth

-- D - -

Business Profile



Particulars	Q1 FY 19-20	Q1 FY 18-19	Y-o-Y %
Total Deposits	61,711	57,554	7
Demand	6,241	5,874	6
Savings	12,099	11,370	6
CASA	18,340	17,244	6
Term Deposits	43,371	40,310	8
CASA %	30	30	
Gross Advances	49,182	47,886	3
Net Advances	46,982	46,406	1
Total Business	1,10,893	1,05,440	5

Business Profile (Averages)

(Rs. crore)



Particulars	Q1	Q1	Y-o-Y Gr	owth
Particulars	FY 19-20	FY 18-19	Amount	%
Avg. Deposits	60,429	56,851	3,578	6
Avg. Demand Deposit	5,934	5,467	467	9
% to Total	10	10		
Avg. Savings Deposit	12,016	10,952	1,064	10
% to Total	20	19		
Avg. Time Deposit	42,478	40,432	2,046	5
% to Total	70	71		
CASA	17,950	16,419	1,531	9
% to average deposit	30	29		
Avg. Advances	49,065	46,080	2,985	6
Avg. CD Ratio (%)	81.19	81.05		

Balance Sheet

(Rs. crore)

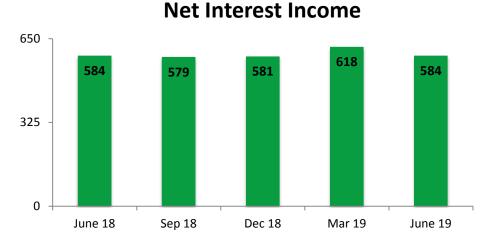
0

			KVB Karur Vysya Bank Smart way to bank
Particulars	Q1 FY 19-20	Q1 FY 18-19	Y-o-Y (%)
Capital & Liabilities			
Capital	160	145	10
Reserves and Surplus	6,336	6,165	3
Deposits	61,711	57,554	7
Borrowings	2,705	3,083	(12)
Other Liabilities and Provisions	1,503	1,336	13
Total	72,415	68,283	6
Assets			
Cash and Balances with RBI	3,278	3,002	9
Balances with Banks	2,865	845	-
Investments	16,983	16,108	5
Advances	46,982	46,406	1
Fixed Assets	571	550	4
Other Assets	1,736	1,372	27
Total	72,415	68,283	6

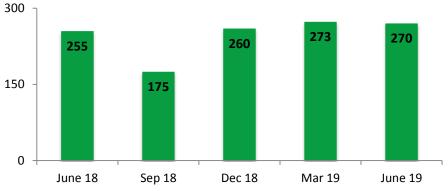
Income v/s Expenses (Qtr)



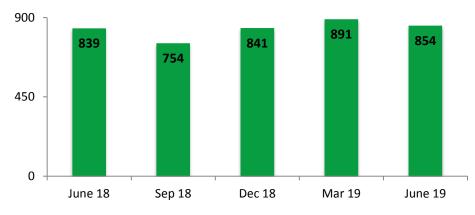
(Rs. crore)



Non Interest Income



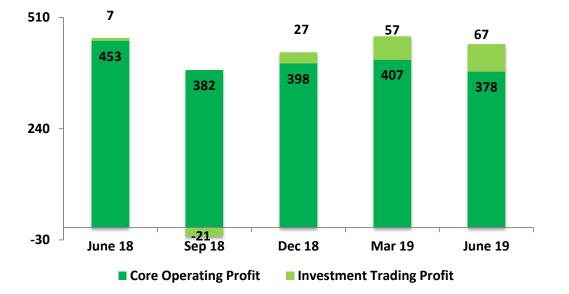
Total Operating Income



Operating Expenses

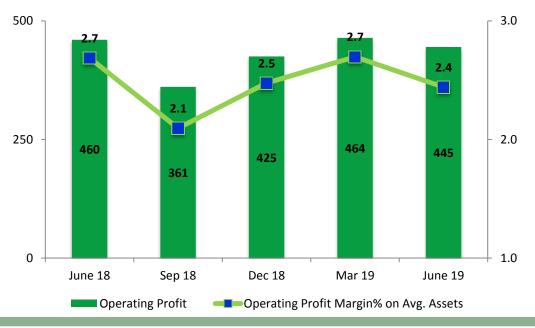


Operating Profit (Qtr)





(Rs. crore)







Particulars	Q1 FY 19-20	Q1 FY 18-19	YoY (%)
Net Interest Income	584	584	-
Other Income	270	255	6
Total Income	854	839	2
Operating Expenses	409	379	8
Operating Profit	445	460	(3)
Provisions	330	423	(22)
Credit Related	319	378	(16)
Others	11	45	-
Profit Before Tax	115	37	211
Тах	42	(9)	-
Net Profit	73	46	59

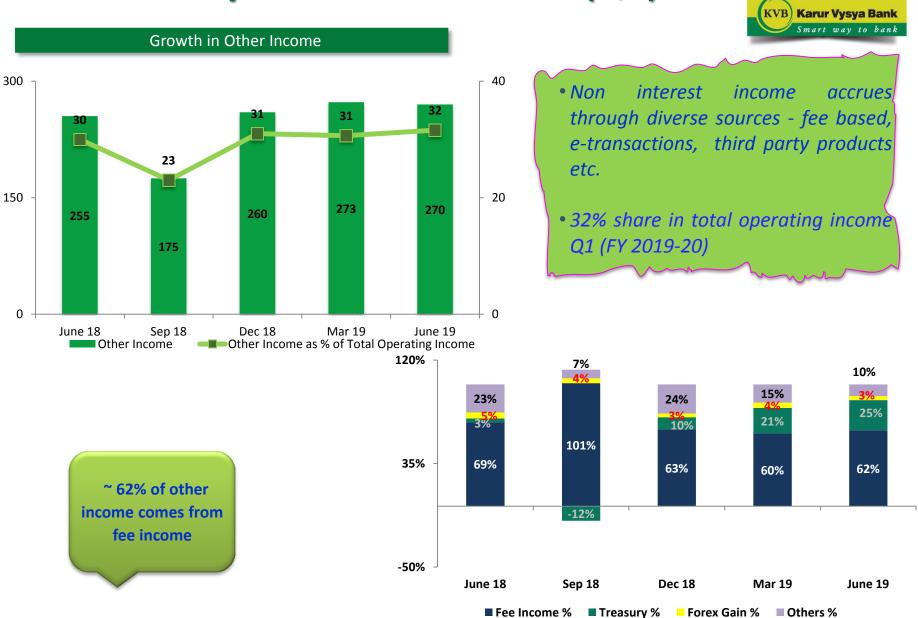




Particulars	Q1 FY 19-20	Q1 FY 18-19	YoY (%)
TOTAL NON-INT. INCOME	270	255	6
1) Fee Income	168	175	(4)
2) Investment trading profit	67	7	-
3) Forex Income	9	13	(31)
4) Others*	26	60	-

Healthy Other Income Profile (Qtr)

(Rs. crore)



Break Up of Operating Expenses

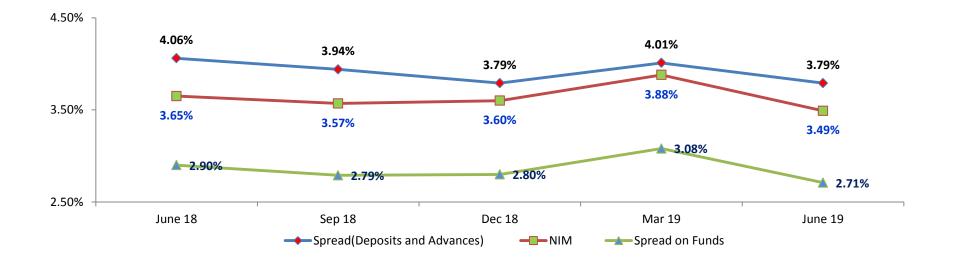
KVB	Karur	Vvs	val	Bank
	Smart			

Particulars	Q1 FY 19-20	Q1 FY 18-19	YoY (%)
Staff Expenses	204	179	14
<i>Of above –</i> Prov. for employee retirement benefits	36	29	24
	205	200	2
Other Operating Expenses	205	200	3
TOTAL OPG. EXPENSES	409	379	8



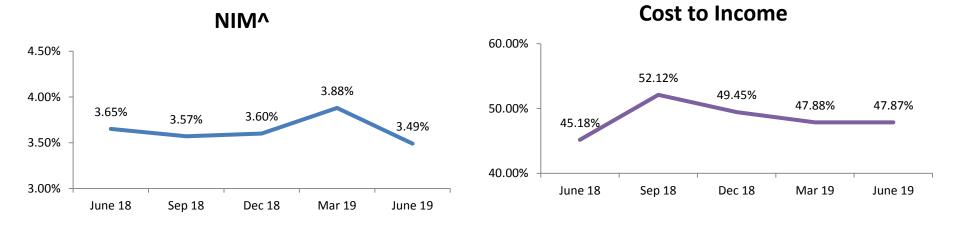
KVB Karur Vysya Bank Smart way to bank

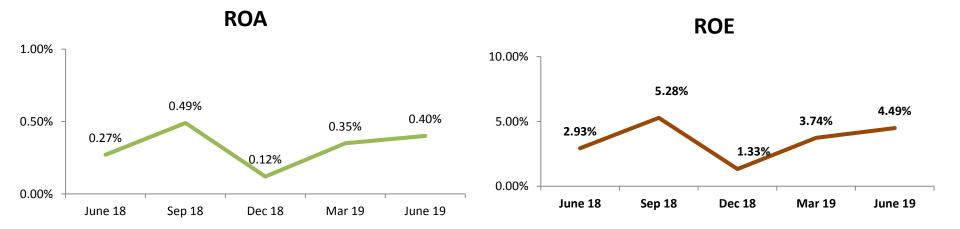
Particulars	Q1 FY 19-20	Q1 FY 18-19
Cost of Deposits	5.82%	5.79%
Yield on Advances	9.61%	9.85%
Cost of Funds	5.88%	5.80%
Yield on Funds	8.60%	8.70%
NIM	3.49%	3.65%
Spread	2.71%	2.90%



Key Ratios (Qtr)



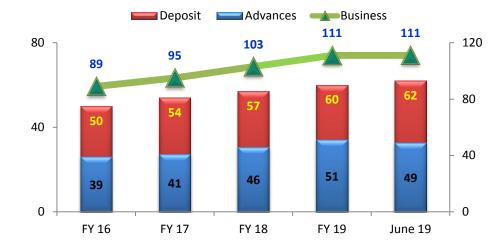


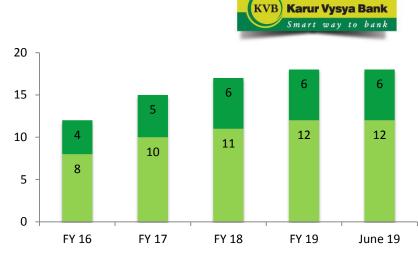


^ NIM for Mar 19 includes items of non-recurring nature

(Rs. thousand crore)

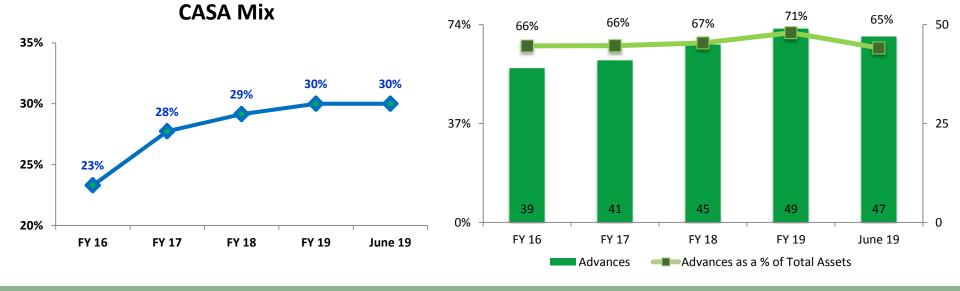
Business Growth



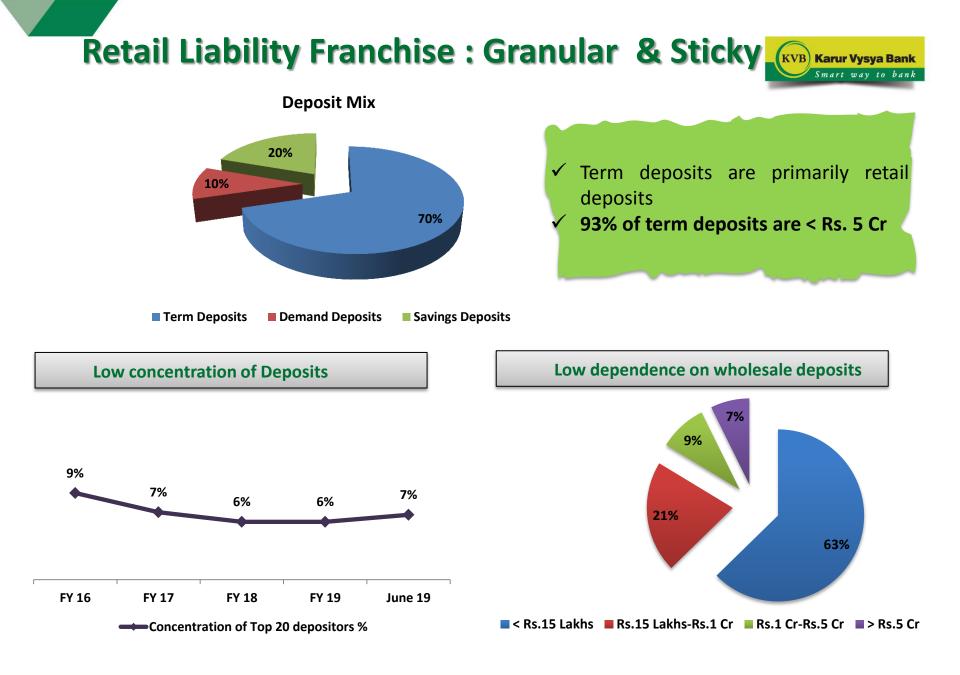


Savings Demand

Loans and Advances

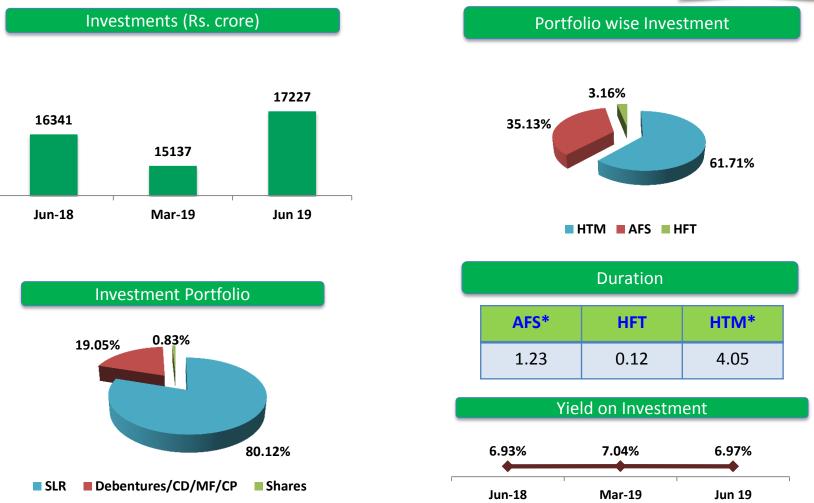


21



Investment Portfolio





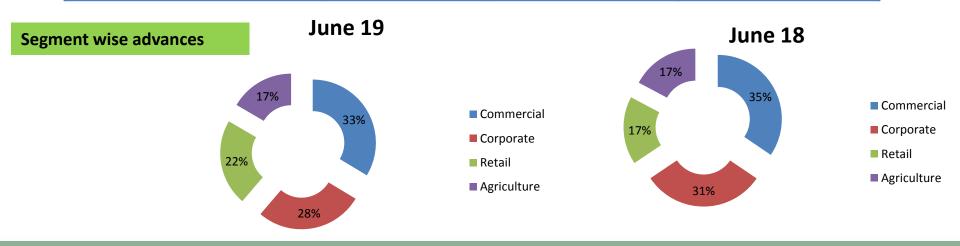
Debentures/CD/MF/CP includes SRs of Rs. 416.91 crore (2.42%)

* AFS Duration Mar 19 was 1.96, Dec 18 was 1.82 ; HTM Duration Mar 19 was 3.89, Dec 18 was 4.05.

Advances Portfolio

кув	Karur Vysya Bank					
	Smart	way	t o	bank		

Particulars	Q1 FY 19-20	Q1 FY 18-19	Y-o-Y Growth %
Gross Advances	49,182	47,886	3
Commercial	16,539	16,510	-
Corporate	13,589	14,893	(9)
Retail (Personal Banking)*	10,893	8,232	32
Agriculture	8,161	8,251	(1)
Jewel Loans (incl. in above)	7,890	7,388	7

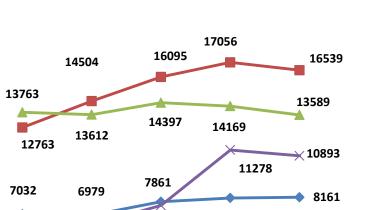


*Includes IBPC of Rs. 1,100 Cr and Rs.500 Cr for June 19 and June 18 respectively. Growth excl. IBPC is 27%

(Rs. crore)

Advances – Business Verticals

KVB Karur Vysya Bank Smart way to bank

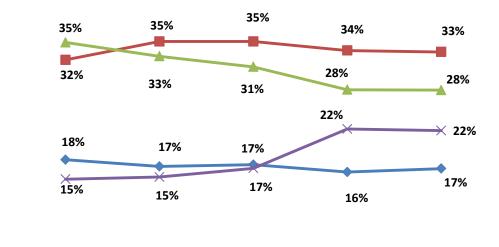


7620

8113

Advances by value terms







6340

×

FY 16	FY 17	FY 18	FY 19	June 19
		EBGCI	G 🔶 PBG	

Banking Groups							
ABG – Agri	CBG – Commercial	CIG – Corporate	PBG – Personal				

Retail Portfolio

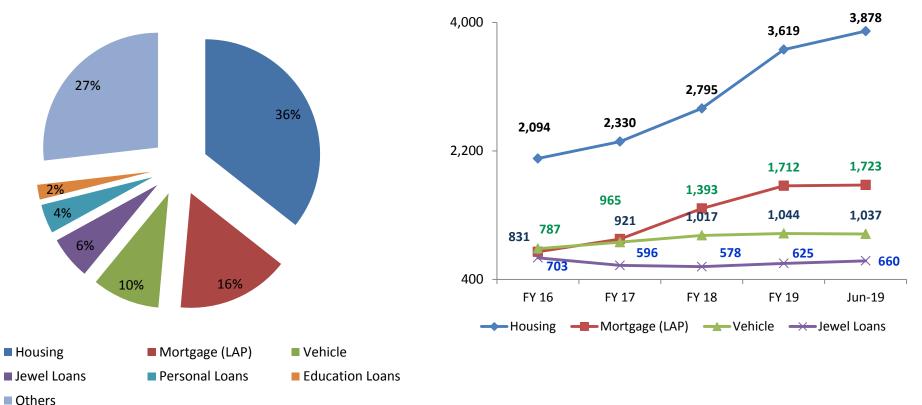


Sogmont	Advances outstanding as at							
Segment	June – 19	Mar-19	June - 18	Mar-18	Mar-17	Mar-16		
Housing	3,878	3,619	2,977	2,795	2,330	2,094		
Mortgage (LAP)	1,723	1,712	1,470	1,393	965	787		
Vehicle	1,037	1,044	1,051	1,017	921	831		
Jewel Loans	660	625	596	578	596	703		
Personal Loans	447	424	296	296	316	354		
Education Loans	227	235	252	261	266	245		
Others*	2,921	3,620	1,592	1,280	946	904		
Total	10,893	11,278	8,232	7,620	6,340	5,918		

*Includes IBPC of Rs.1,100 Cr, Rs.2050 Cr and Rs.200 Cr for June 19, Mar 19 and Mar,18 respectively.

Robust Growth in Retail Segment

Retail Segment June- 2019

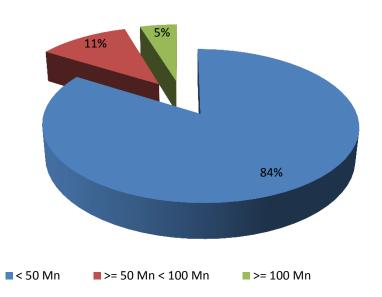




(Rs. crore)

Granular Loan Book



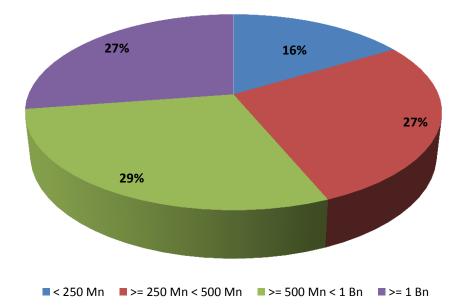


Commercial book

Corporate Loans : Exposures above Rs. 250 Mn

- Average ticket size of Rs. 4 Mn
- 84% of commercial loans are less than Rs. 50 Mn

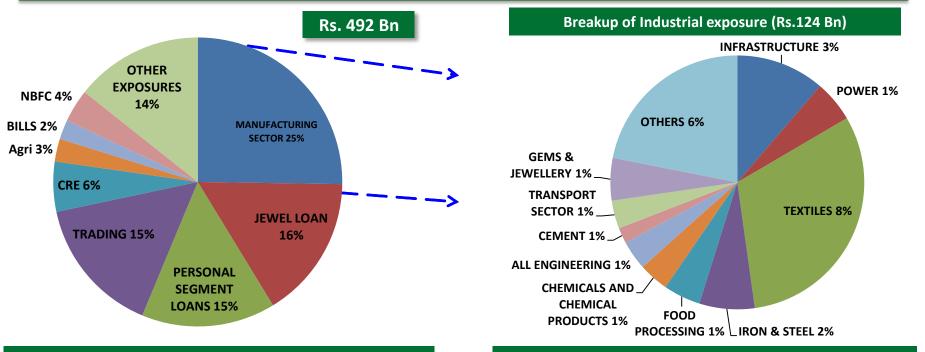
Corporate book



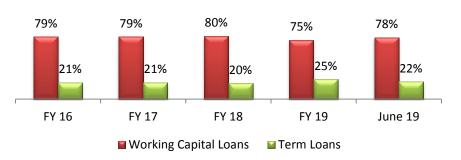
- Average ticket size of Rs. 355 Mn
- 73 % of corporate loans are less than Rs.1 Bn
- SMA 1 & 2 in corporate credit is ~0.84% of the book

Advances – Composition

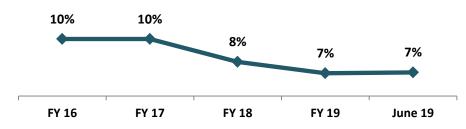
Well spread sub-sectorial exposures & diversified industrial exposures



Working capital focus enables quicker repricing of loans



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



KVB Karur Vysya Bank

Advances – Composition



Particulars	Amount			% to Tota	l Advance	Growth Over Q1 FY18-19	
	Q1 FY 19-20	Q1 FY 18-19	Q4 FY 18-19	Q1 FY 19-20	Q1 FY 18-19	Amt	%
Manufacturing	12,412	13,484	13,162	25	28	(1,072)	(8)
Trading	7,560	8,195	7,979	15	17	(635)	(8)
Jewel loan	7,890	7,388	7,781	16	15	502	7
Personal loans @	7,374	6,345	6,942	15	13	1,029	16
CRE	2,754	2,793	2,832	6	6	(39)	(1)
Agri (other than Jewel Loan)	1,250	1,734	1,293	3	4	(484)	(28)
Bills	1,080	1,593	1,427	2	3	(513)	(32)
NBFC	1,802	1,324	1,669	4	3	478	36
Capital market	1	78	1	-	-	(77)	-
Others*	7,059	4,952	7,530	14	11	2,107	43
Total Advances	49,182	47,886	50,616	100	100	1,296	3

@ Vehicle, Housing, Deposit loans & Insta Loans *Exposure to other service sectors.

Manufacturing Sector - Industry Wise 🜈

(Rs. crore)

KVB	Karur	Vys	ya I	Bank	
	Smart	way	t o	bank	

Inductor	Amo	ount	% to Total Advance		Y-o-Y Growth	
Industry	Jun-19	Jun-18	Jun-19	Jun-18	Amount	%
Textile	3 <i>,</i> 876	4,033	7.9	8.4	(157)	(4)
Infrastructure	2,056	2,628	4.2	5.5	(572)	(22)
Basic Metal & Metal Products	875	1,172	1.8	2.4	(297)	(25)
Food Processing	587	952	1.2	2.0	(365)	(38)
Gems & Jewelry	672	636	1.4	1.3	36	6
All Engineering	463	528	0.9	1.1	(65)	(12)
Chemical & chemical Products	475	476	1.0	1.0	(1)	-
Rubber and Plastic Products	574	417	1.2	0.9	157	38
Construction	426	402	0.9	0.8	24	6
Wood & Wood Products	473	395	1.0	0.8	78	20
Transport Sector	444	391	0.9	0.8	53	14
Paper & Paper Products	328	301	0.7	0.6	27	9
Cement & Cement products	247	297	0.5	0.6	(50)	(17)
Other Products *	917	856	1.8	1.8	61	7
TOTAL	12,412	13,484	25.2	28.2	(1,071)	(8)
Break-up	of Infrastr	ucture Adv	vances	_		
Power	653	461	1.33	0.96	192	42
Road	483	421	0.98	0.88	62	15
Infra Others	920	1,746	1.87	3.65	(826)	(47)
TOTAL	2,056	2,628	4.18	5.49	(572)	(22)

Only major industries are listed . * Other industries include : beverages & tobacco, mining & quarrying, petroleum, glass & glassware, leather & leather products. 31

(Rs. crore)

Security Coverage

KVB Karur Vysya Bank Smart way to bank

Nature of security		30.06.19	
Exposure backed by -			
Letter of Credit		398	
Liquid Assets ^		8,930	
Vehicles		2,733	
Commodities		637	
	Total (1)		12,698
Exposure secured by Immovable Property (% Coverage)			
> 100%		22,973	
90% to <100%		7,449	
75% to <90%		1,715	
50% to <75%		3,678	
<50%		2,459	38,274
	Total (2)		
Exposure without Immovable property as security			
Corporate, Consortium, Government, IBPC etc.		2,245	
Unsecured Exposure		534	
	Total (3)		2,779
Total Risk Assets outstanding – Fund and Non Funded (1+2+3)*			53,751
* Total risk assets excluding technical write off accounts ^Liquid Assets - Cash, Jewels, NSC/Insurance policies & other liquid assets			

Coverage defined as (Value of Security)/Loan Principal O/s; & is based on available valuation.

(Rs. crore)

KVB) Karur Vysya Bank Smart way to bank

73.79

Sector-wise Restructured Advances

S. N.

1

2

3

4

5

6

7

8

9

10

% to Total Advances

					Smart way to bank
		Am	ount	% to Total Restructure June -19	Advances
•	SECTOR	Q1 FY 19-20	Q1 FY 18-19	3.13 9.69	TextilesHousing loan
Infrastruct	ure	-	41.55	0.81	Food Processing
Food Proce	essing	36.55	-	41.07	Chemical & chemical
Textile		13.08	-	4.27 5.23	Products Transport sector
Transport	sector	8.35	-	2.54 6.18	Wood & & Wood
Chemical 8	& chemical Products	7.06			Products All Engineering
Wood & W	/ood Products	5.77	-		Others
Agriculture	e	4.23	0.95		
All Engine	ering	3.43	4.05	% to Total Restru June -18	uctured Advances
Housing Lo	oan	1.10	-	1.69	
Others		56.42	5.78		Agri
٦	TOTAL	135.99	52.33	7.19 17.33	InfraAll Engineering
% to To	tal Advances	0.20	0 11		 Others

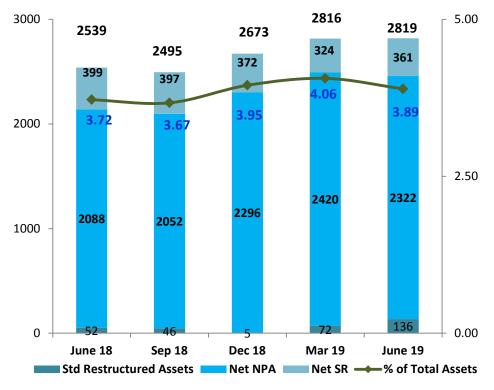
0.11

0.28

Stressed Book Analysis

(Rs. crore)





Position under restructuring programs

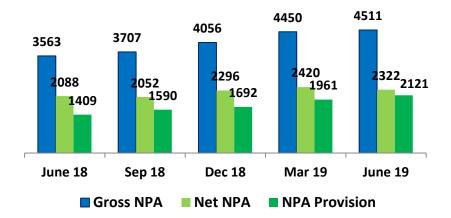
Category	Q1 FY 19-20	Q1 FY 18-19		
5/25	76	76		
MSME Package	135	-		

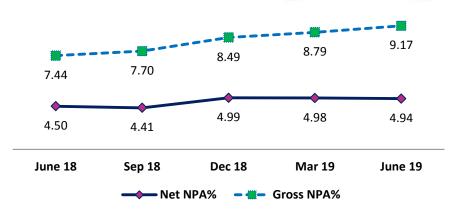
Movement of Restructured Advances

Particulars		to Jun- L9	Apr 18 to Jun- 18		
T di cicularo	A/c's	Amt.	A/c's	Amt.	
A. Position at the beginning of the period	34	72.09	22	262.43	
B. Addition during the period	29	66.80	-	-	
C. Additions in existing A/c's		1.23	-	-	
D. Addition through upgradation from NPA			-	-	
E. Accounts closed during the period	-	0.86	4	7.79	
F. Accounts ceasing to attract higher provision (upgradation)	-	-	-	-	
G. Recoveries during the period	-	1.33	-	1.59	
H. Slippages during the period	2	1.94	4	200.72	
Position at the end of the period A+B+C+D-(E+F+G+H)	61	135.99	14	52.33	

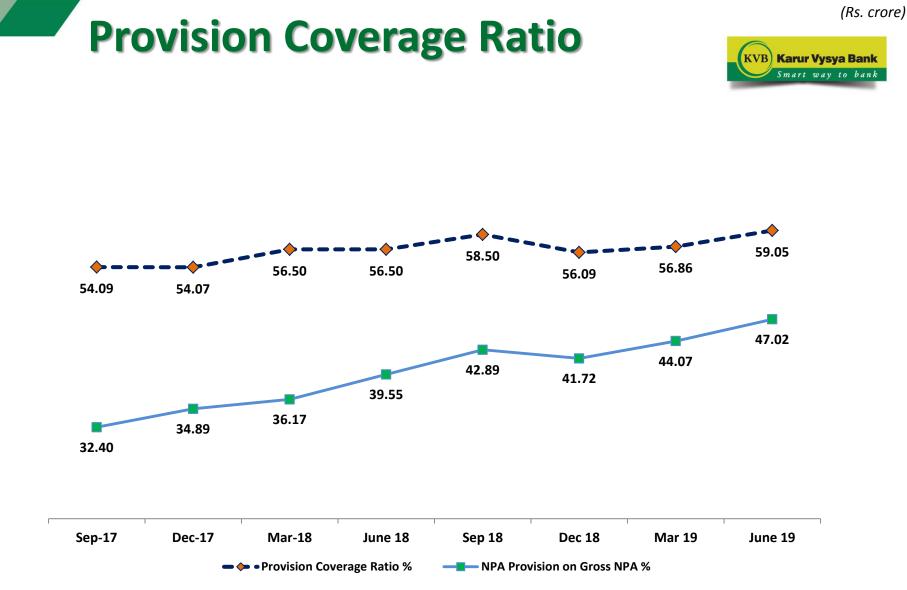
KVB Karur Vysya Bank Smart way to bank

NPAs & Provisions





VERTICAL	Advances O/s. June 19	Net NPA Addition Q1	Total NPA June 19	Accretion rate (%) Q1 (annld.)
COMMERCIAL	16,539	191	1,266	4.62
CORPORATE	13,589	(215)	2,849	(6.33)
AGRICULTURE	8,161	43	187	2.11
RETAIL (Per. Banking)	10,893	42	210	1.54
TOTAL	49,182	61	4,511	0.50



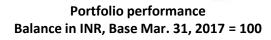
Movement of NPA

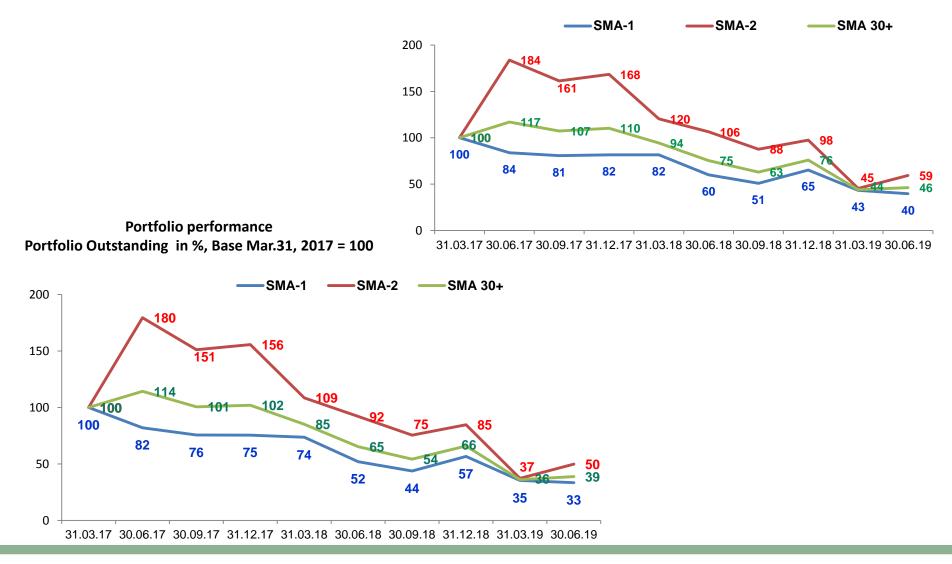
кув	Karur Vysya Bank						
	Smart	way	to	bank			

Particulars	Apr 19 – Jun 19	Apr 18 - Jun 18					
Gross NPAs							
Opening Balance	4,450	3,016					
Additions during the period	474	785					
Reductions during the period	413	238					
Closing Balance	4,511	3,563					
Net NPAs							
Opening Balance	2,420	1,863					
Additions during the period	132	362					
Reductions/write off during the period	230	137					
Closing Balance	2,322	2,088					
Provisions							
Opening Balance	1,961	1,091					
Provn. made during the period	361	419					
Write off/Write back of excess provn.	201	101					
Closing Balance	2,121	1,409					

Portfolio performance







Provisions and Contingencies

(Rs. crore)



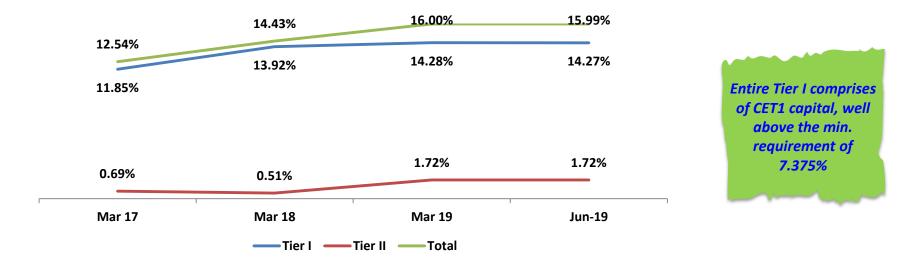
Provision for	Q1 FY 19-20	Q1 FY 18-19	
NPA	318	403	
Standard Assets	(1)	6	
Restructured Advances	2	(9)	
SDR, S4A, 5/25 etc.	-	(10)	
NCLT (specific a/c's)	-	(12)	
Others (incl. NPI)	12	39	
Investment Depreciation	(1)	6	
Total Provisions (excl. Tax)	330	423	
Tax Expense	42	(9)	
Total Provisions	372	414	

Capital Adequacy – Basel III

(Rs. crore)



Nature	Capital as at							
Nature	June - 19	Mar-19	Mar-18	Mar-17	Mar-16			
Tier I	6,241	6,245	6,145	4,790	4,064			
Tier II	750	752	226	278	330			
Total	6,991	6,996	6,371	5,068	4,394			



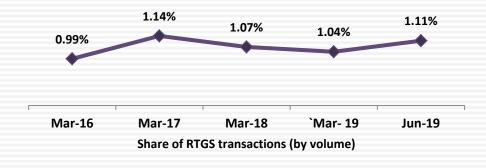
Leveraging Technology - Delivery Channels

Market share in RTGS transactions

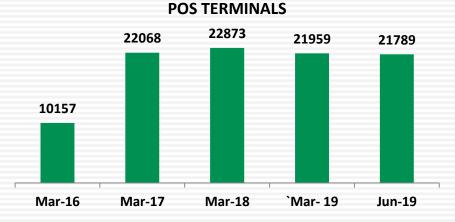
POS Terminals

KVB

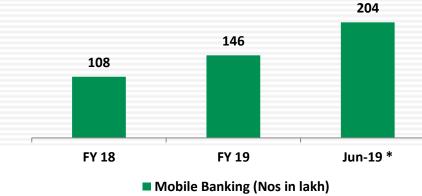
Karur Vysya Bank Smart way to bank



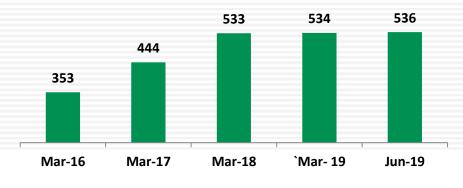
Exponential growth in Mobile transactions



Cash Deposit Machines



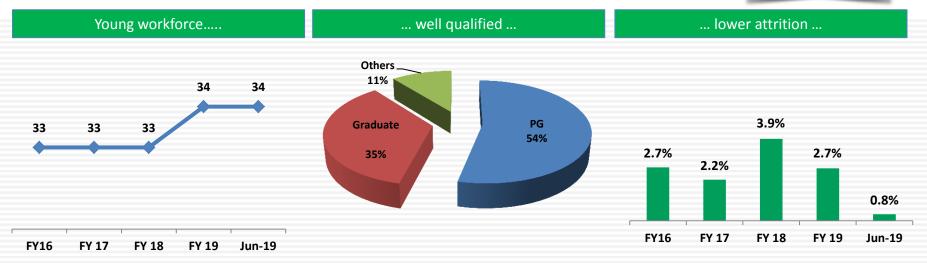
Cash Deposit Machines (Nos.)



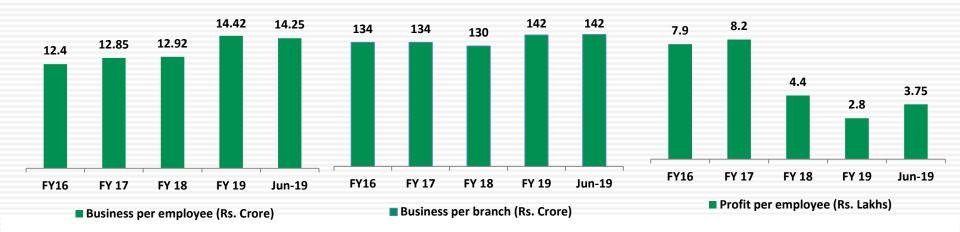
* On annualised basis

Human Resources





... leading to improved productivity



A Decade of Progress

Year	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19
Paid up Capital	54	94	107	107	107	122	122	122	145	160
Reserves	1,566	2,020	2,601	2,978	3,219	4,124	4,451	4,723	6,066	6,205
Owned funds	1,620	2,114	2,708	3,085	3,326	4,246	4,573	4,845	6,211	6,365
CRAR - Basel II (%)	14.49	14.41	14.33	14.41	12.77	14.63	12.26			
Basel III (%)					12.60	14.62	12.17	12.54	14.43	16.00
Deposits	19,272	24,722	32,112	38,653	43,758	44,690	50,079	53,700	56,890	59,868
Advances	13,675	18,052	24,205	29,706	34,226	36,691	39,476	41,435	45,973	50,616
Total Business	32,947	42,774	56,317	68,359	77,984	81,381	89,555	95,135	102,863	1,10,484
Total Income	2,005	2,482	3,621	4,695	5,680	5,977	6,150	6,405	6,600	6,779
Operating Profit	463	600	726	849	838	943	1,303	1,571	1,777	1,711
Net Profit	336	416	502	550	430	464	568	606	346	211
Dividend (%)	120	120	140	140	130	130	140	130	30	30
Branches (No.)	335	369	451	551	572	629	667	711	790	778
EPS (Rs.)	62.23	44.90	46.81	51.35	40.08	39.86	46.59	9.95*	4.78	2.64
Return on Assets (%)	1.76	1.71	1.56	1.35	0.86	0.88	1.03	1.00	0.53	0.31
Book Value(Rs.)	297.60	193.04	252.68	287.85	308.91	348.42	375.25	79.51*	85.49	79.56
No of Employees	4,175	4,574	5,673	6,730	7,339	7,197	7,211	7,400	7,956	7,663

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

KVB Karur Vysya Bank Smart way to bank



Blending Tradition with Modernity