

Investor Information

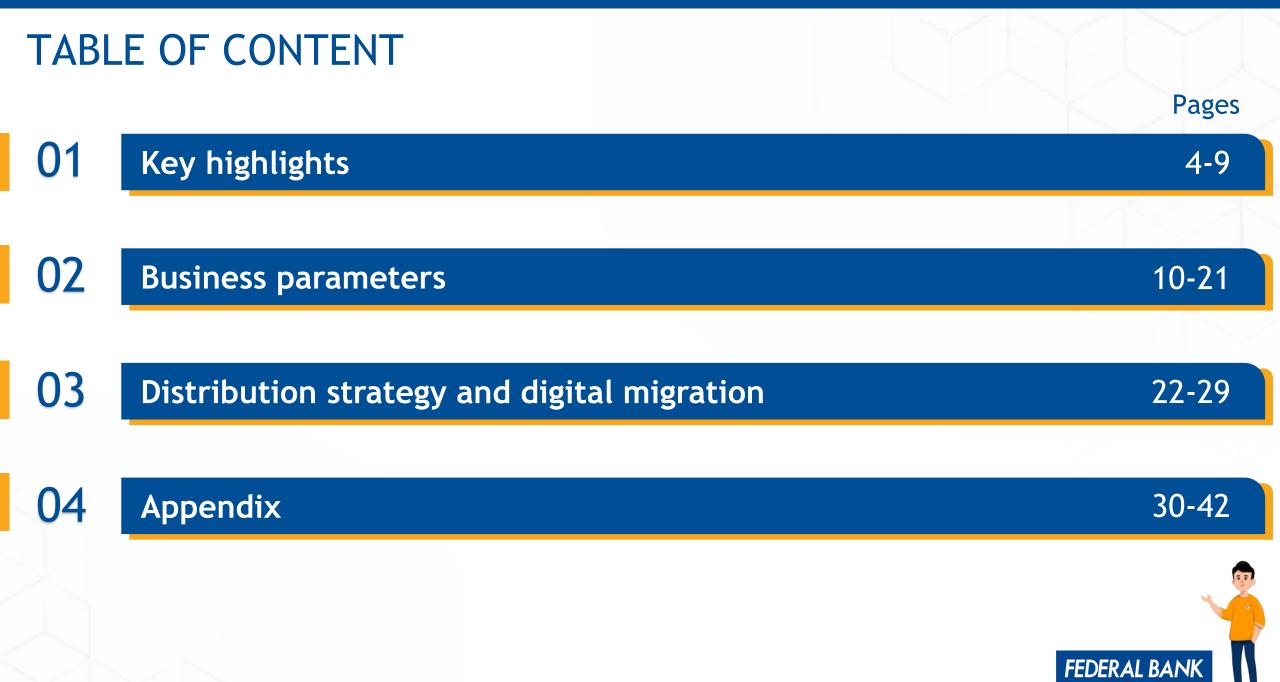
Q4 FY 2024



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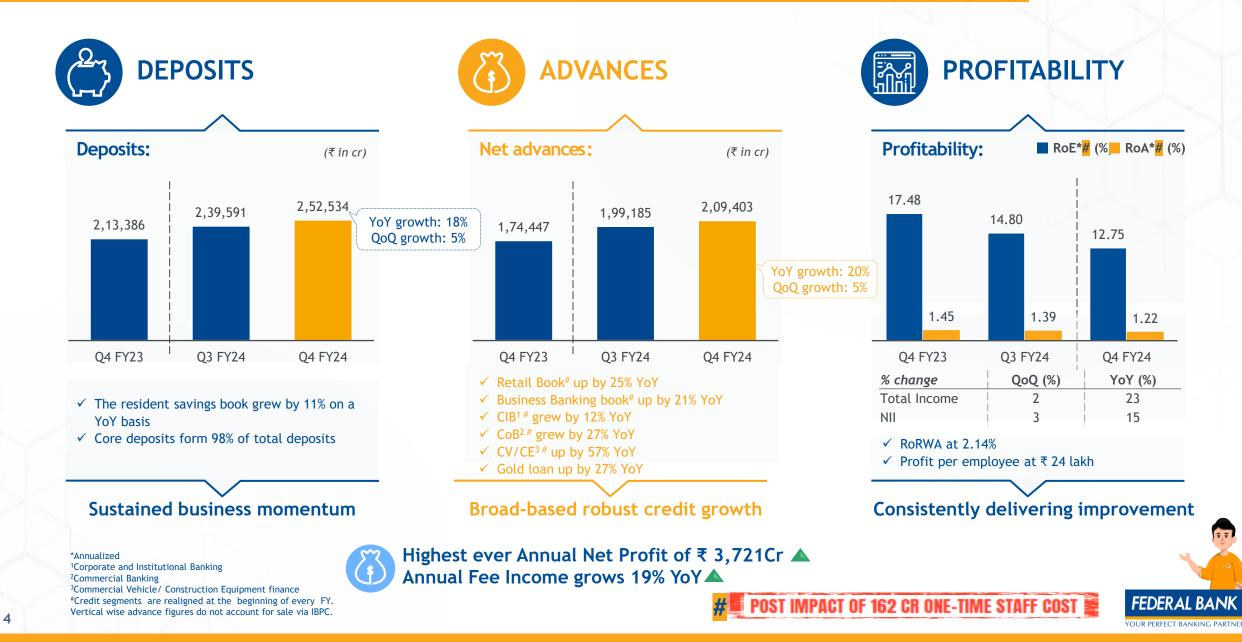
Except for the historical information contained herein, statements in this release which contain/may contain words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", "seek to", "future", "objective", "goal", "strategy", "philosophy", "project", "should", "will pursue" and similar expressions or variations of such expressions may constitute "forward-looking statements". These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, future levels of non-performing loans, our growth and expansion, the adequacy of our allowance for credit losses, our provisioning policies, technological changes, investment income, cash flow projections, our exposure to market risks as well as other risks. The Federal Bank Limited undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



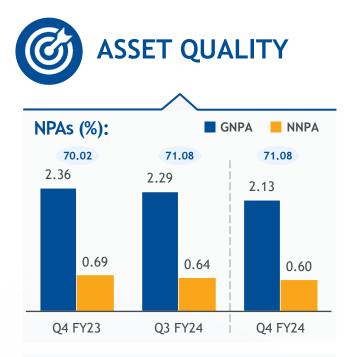




Consistently delivering robust growth and sustained profitability...



... while maintaining asset quality and expanding distribution capabilities



- ✓ GNPA improves by 23 bps on a YoY basis.
- ✓ NNPA improves by 9 bps on a YoY basis.
- ✓ PCR improves by 106 bps YoY.
- ✓ Collection Efficiency maintained: Recoveries & Upgradations of ₹366 Cr

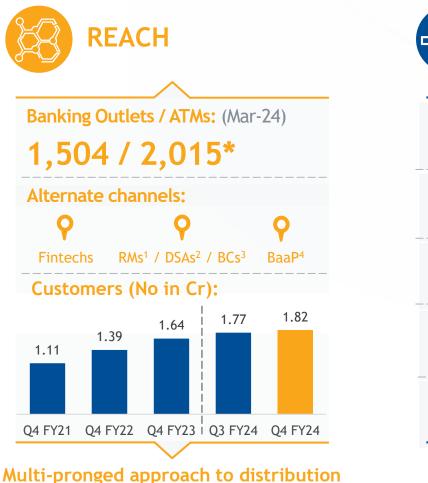
Asset quality - stable and improving

Provision Coverage ratio xx%

*Including Cash Recyclers and Mobile ATMs ¹Relationship Managers ²Direct Selling Agents ³Business Correspondents ⁴Bus as a Platform



Strong growth in branch network, added 140 new Outlets in FY24 Matured segment along with new businesses scaleup drives growth



KEY CALLOUTS

Massive drop in RIDF allocation.

RIDF allocation has reduced from Rs. 6144 Cr in FY 22 to Rs. 517 Cr in FY24.

Both CV/CE and MFI book crosses 3400 cr.

CV/CE book grows 57% and MFI book grows 141% on a YoY basis

Gold loan book crosses 25000 cr.

Grew by 27% on a YoY basis.

Credit Cost reduces by 17 bps YoY

Credit cost for the FY stands at 0.23%. Down from 0.40% for FY23.

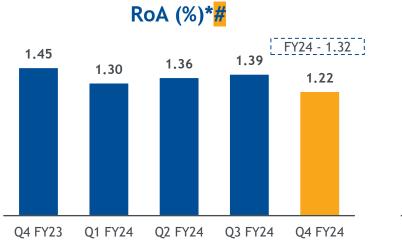
Pension related provisioning post 12th Bipartite settlement stands at 162.21 crs

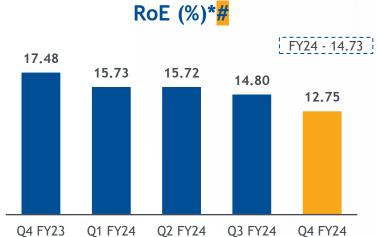


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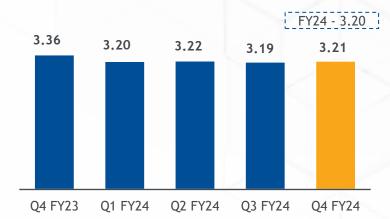
Key ratios

NIMs improve with ROA and ROE for FY24 at 1.32 and 14.73, respectively.

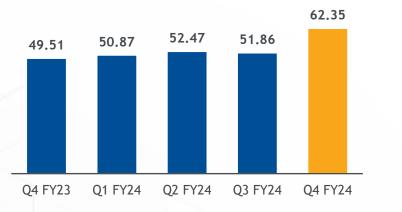




Net interest margin (%)*



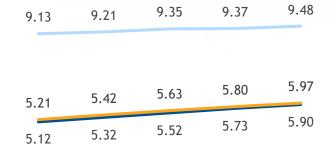
Cost to income ratio (%)#

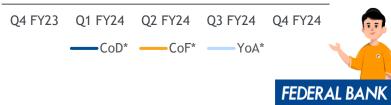


NNPA (%)



Cost of Deposits, Cost of Funds, Yield on Advances (%)





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*Annualized

POST IMPACT OF 162 CR ONE-TIME STAFF COST

6

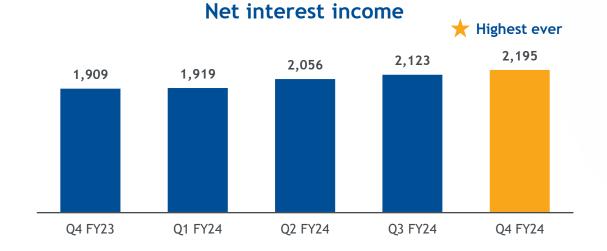
Key P&L parameters

Highest ever Net Interest Income with a 14% YoY increase in Fee Income

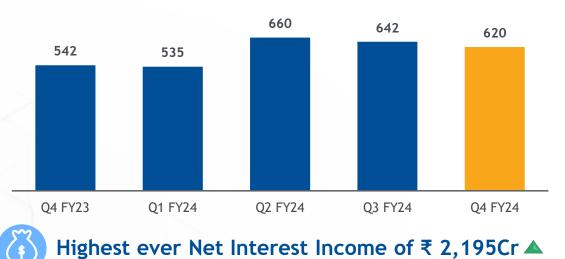
₹ in cr

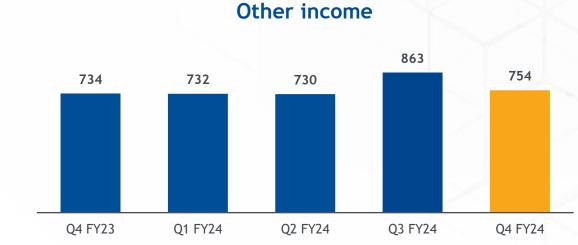
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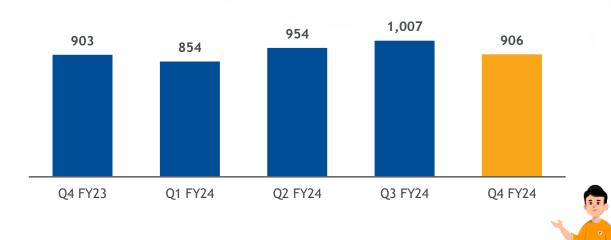


Fee income

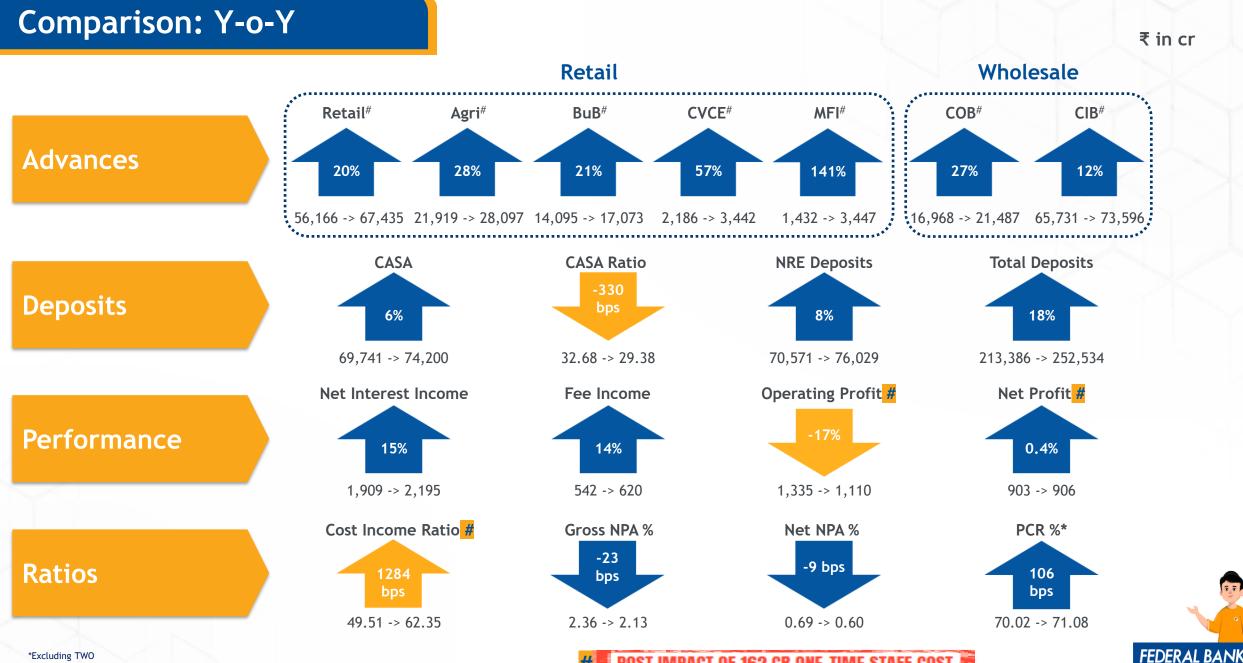




Net profit<mark>#</mark>



POST IMPACT OF 162 CR ONE-TIME STAFF COST 🚆



#Credit segments are realigned at the beginning of every FY. Vertical wise advance figures do not account for sale via IBPC.

POST IMPACT OF 162 CR ONE-TIME STAFF COST

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bps

2.29 -> 2.13

#

*Excluding TWO *Credit segments are realigned at the beginning of every FY. Vertical wise advance figures do not account for sale via IBPC.

1049

51.86 -> 62.35

Ratios

POST IMPACT OF 162 CR ONE-TIME STAFF COST

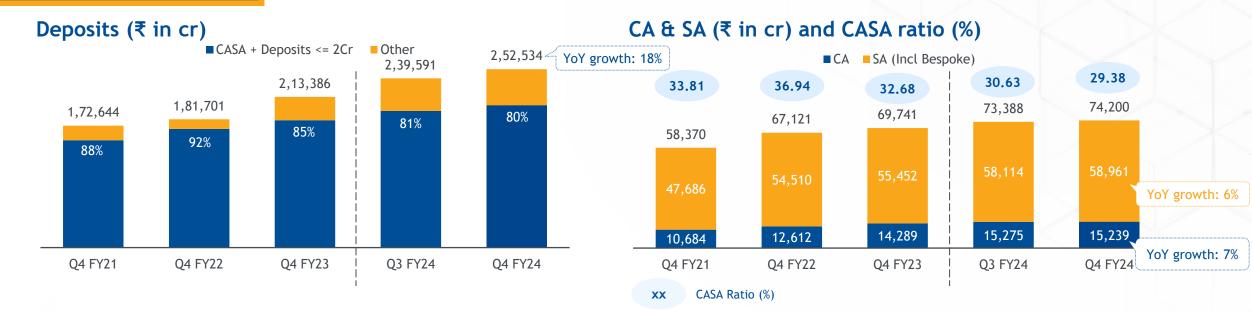
0.64 -> 0.60

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71.08 -> 71.08

Liability trends

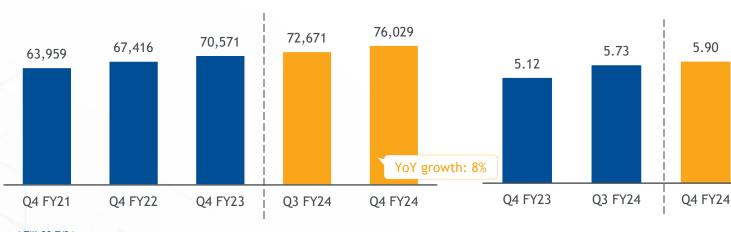
Total Deposits crosses the milestone figure of Rs.2.5 lakh crore with a 18% YoY growth.

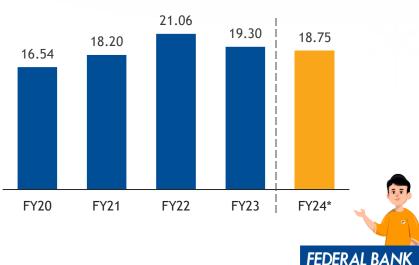


NRE deposits (₹ in cr)



Remittance Market share (%)²





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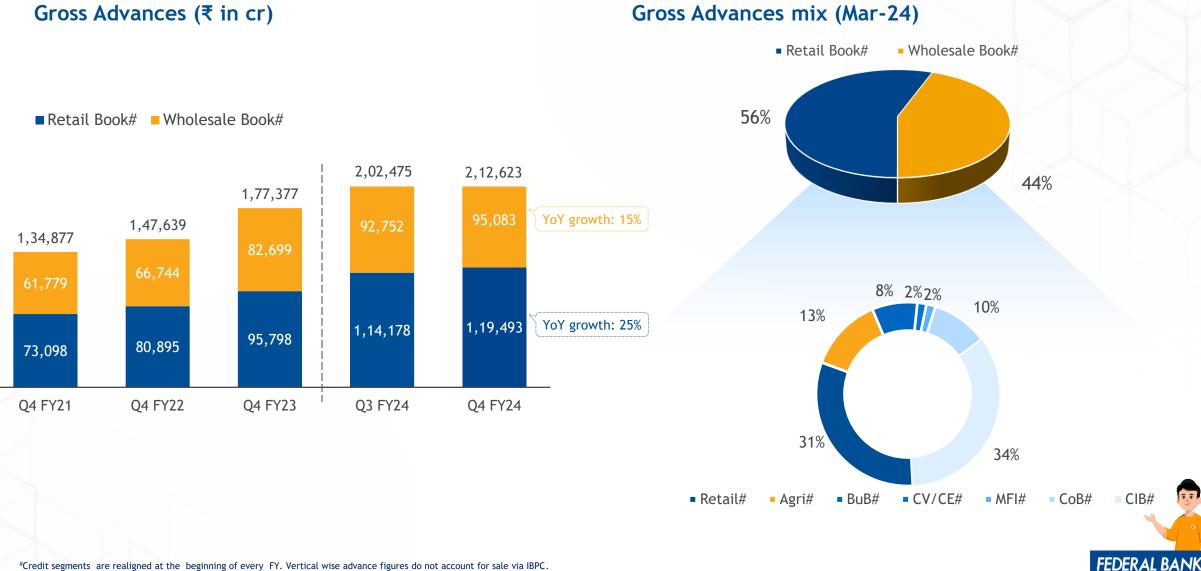
* Till Q3 FY24

² Market share calculated based on (i) Federal Bank's remittances data, and (ii) Preliminary data from RBI report on balance of payment (Statement II: Standard

Presentation of India's Balance of Payments)

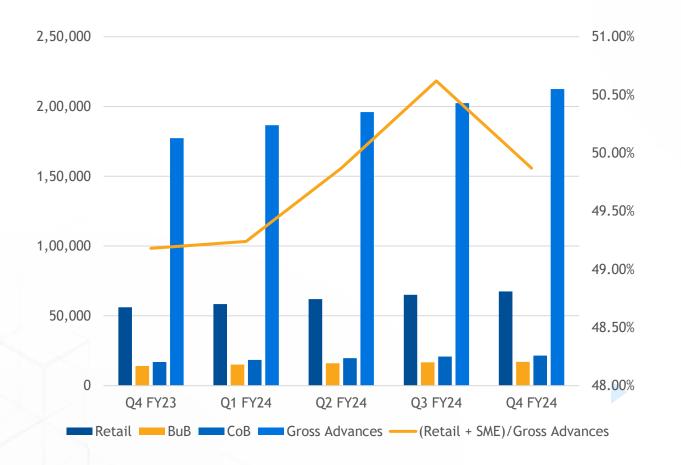
Retail book share grows by 100 bps with 25% YoY growth.

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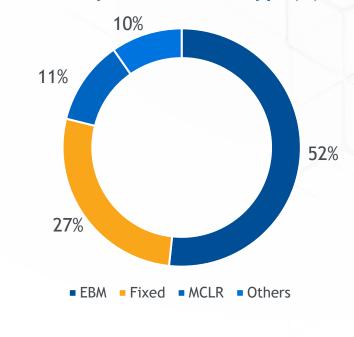


Credit portfolio distribution

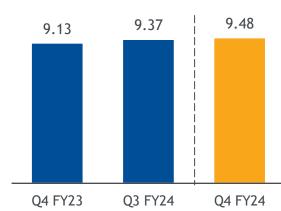
Retail & SME as % of loan book (₹ in cr)



Loan book by interest rate type(%)



Yield on advances (%)

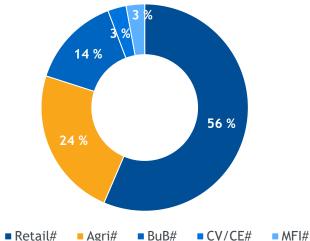




Retail Banking

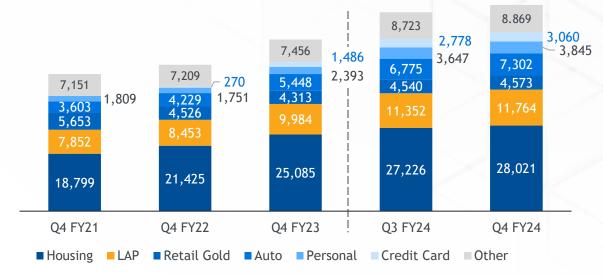
Stable consistent growth in established verticals with exponential growth in new businesses

Retail advances mix (Mar-24)



Retail advances (₹ in cr) 3,447 2,754 3,442 3,057 1,432 17,073 16.680 2,186 444 14,095 28,097 1,275 26,647 12.529 910 11,280 21.919 18,78 16,041 67,434 65,041 56,166 47,863 44,866 Q4 FY21 Q4 FY22 04 FY23 Q3 FY24 04 FY24 ■ Retail# ■ Agri# ■ BuB# ■ CV/CE# ■ MFI#

Retail advances mix (Excl Agri, BuB, CV/CE & MFI) (₹ in cr)



- CV/CE book grew at 57% YoY and 13% QoQ
- Retail loans grew at 20% YoY and 4% QoQ
- BuB loans grew at 21% YoY and 2% QoQ
- MFI book grew at 141% YoY and 25% QoQ

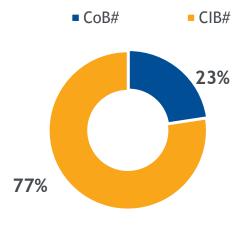


*Other includes Staff loans, Retail Assignments, Education loans, AAD/AAS etc #Credit segments are realigned at the beginning of every FY. Vertical wise advance figures do not account for sale via IBPC.

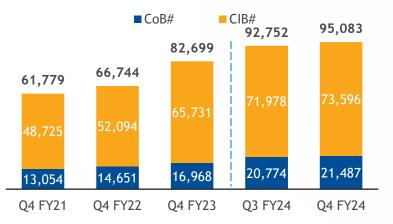
Wholesale Banking

Significant step towards being a Banker than a Lender

Wholesale advances mix (Mar-24)



Wholesale advances (₹ in cr)

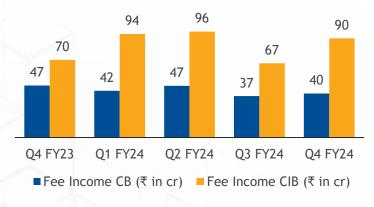


Success Snippets

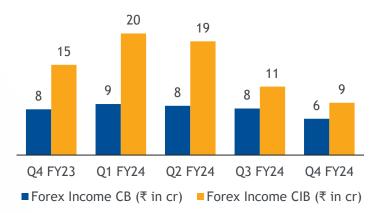
- Auto ancillary company, based out of North India had a BBB- rating for its small scale of operations. The client exhibited a robust financial foundation and promising business prospects with a growth/turnaround story on cards. Based on which we onboarded the client in 2019.
- Presently, the company has an A rating (4 notches upgrade in 5 years) and has expanded 4x with 2.5x EBITDA margins post our engagement as its banker. Today we are one of the primary bankers to the company with majority of exports being routed through us.

From Lender to Preferred Financial Products partner

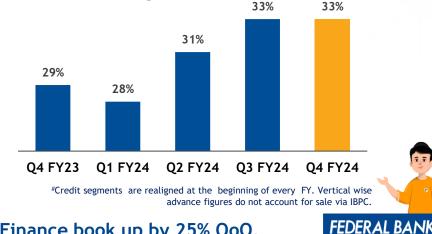
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From Lender to Preferred Forex partner



Wholesale Banking Self-Funding Ratio



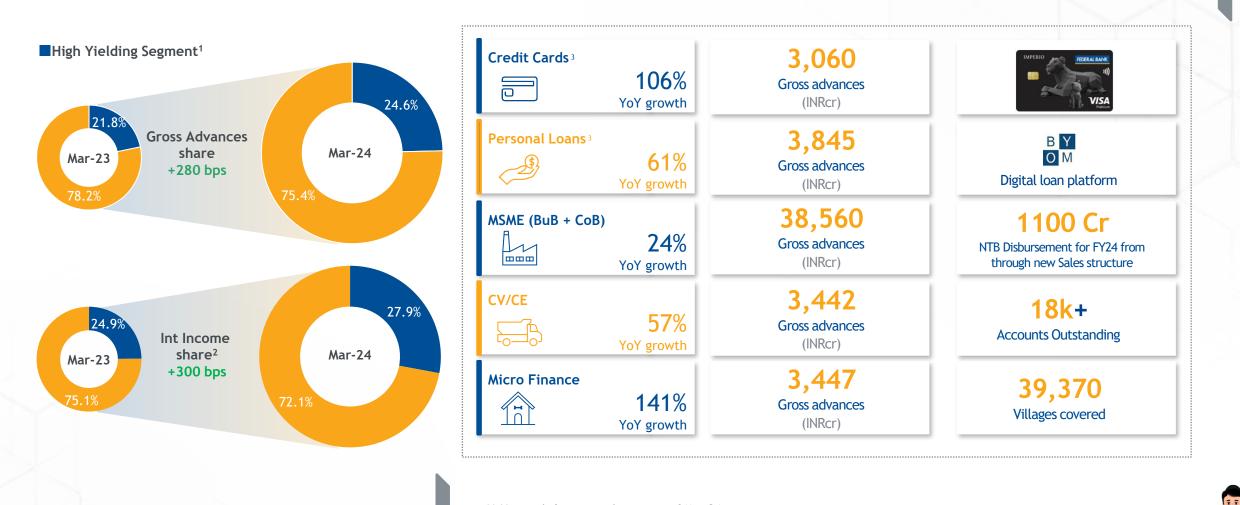
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CIB grew by 12% YoY

CoB grew by 27% YoY

Supply Chain Finance book up by 25% QoQ.

High margin lending products



YoY growth for gross advances as of Mar-24

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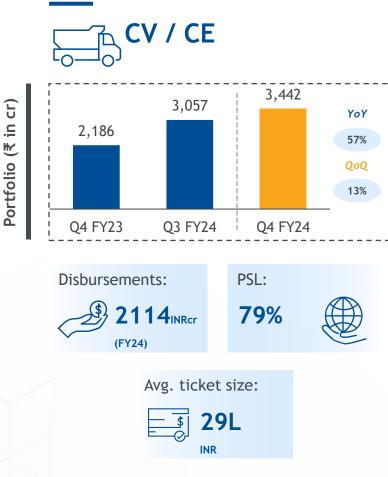
 1 High margin lending products: Credit cards, Personal loans, MSME, CV/CE and Micro Finance

² Int Income = Share of Interest income out of Total Interest Income from Advances

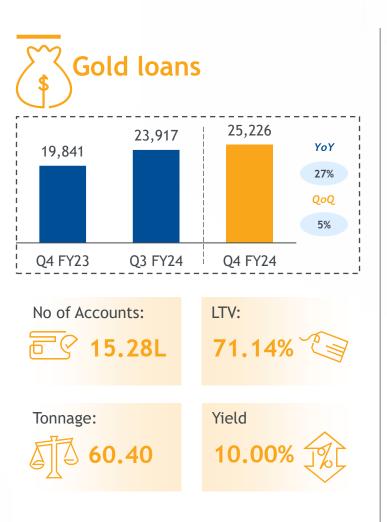
³ Figures show numbers including partnerships

15

Select high margin lending products



✓ Tie-up with all major OEMs

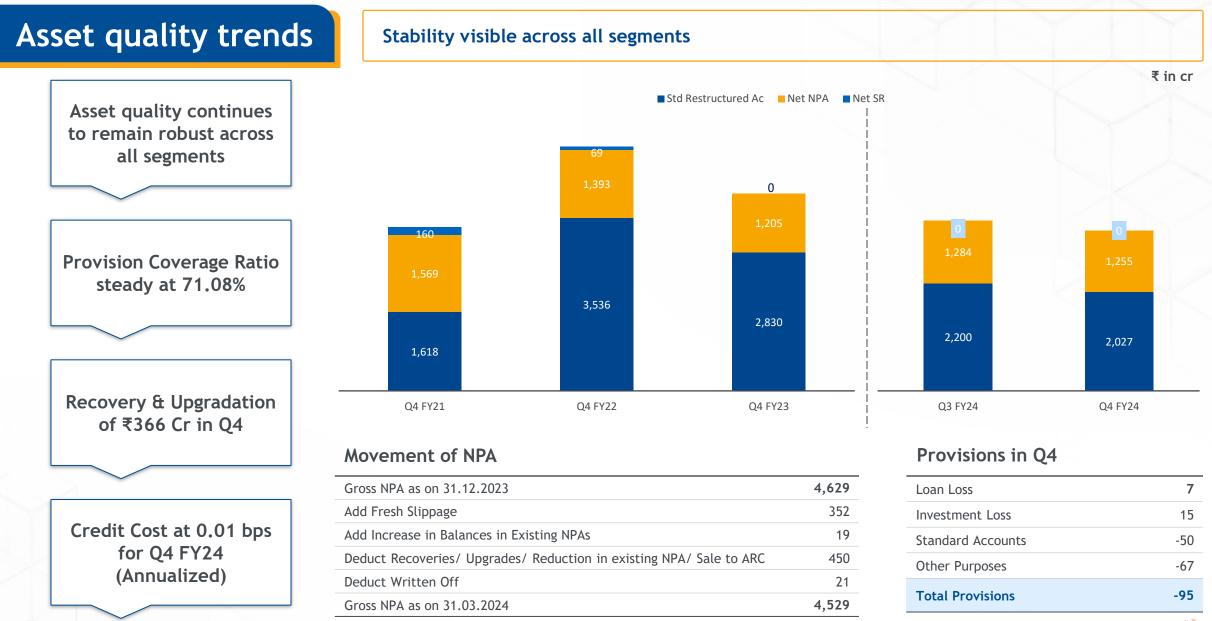


Micro finance 3,447 2,754 YoY 141% 1,432 QoQ 25% Q3 FY24 Q4 FY23 Q4 FY24 Reach: No of Accounts: 8.90L 16 states 2 **2** UT Vs 3.53L (FY23) No of customers: Network: 9.44L 205 **20** BC partners Vs 3.53L (FY23) 673 BC branches Women customers 292 Districts M 99%+

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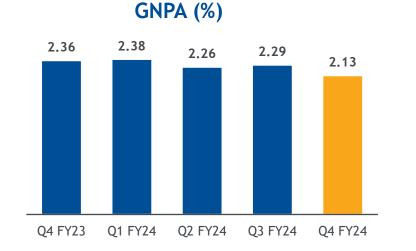
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Asset quality trends (cont'd)



NNPA (%)

0.64

0.64

Q3 FY24

0.60

Q4 FY24

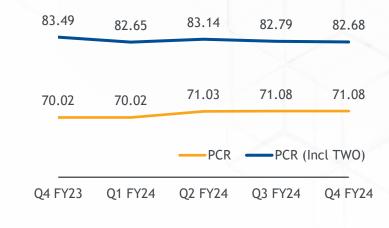
0.69

Q1 FY24

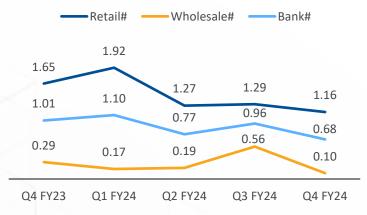
0.69

Q4 FY23





Slippage rate (%)



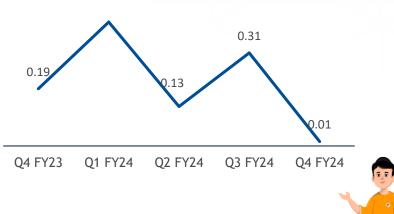
Risk adjusted NIM (%)*

Q2 FY24



Credit costs (%)*

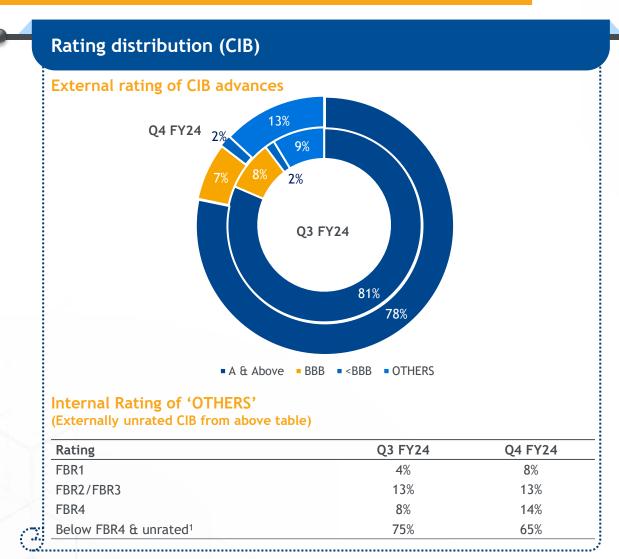
0.41



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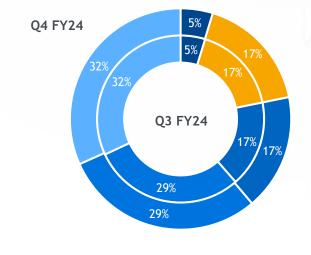
Asset quality - rating distribution



Rating distribution (advances excluding CIB)



14.



• 1) FBR1 • 2) FBR2/FBR3 • 3) FBR4 • 4) FBR5/FBR6 • 5) OTHERS

1.2

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¹ Includes exempted category (Eg Loans against liquid security). Does not account for sale via IBPC

Diversified and granular fee income

₹ in Cr	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	QoQ	YoY
Loan processing fee	132	158	175	149	186	25% 🔺	41%
Cards	137	153	175	181	207	14% 🔺	51% 🔺
Para banking	45	27	52	63	56	-12% 🔻	23%
Banking commissions & exchanges	92	65	73	72	70	-2% 🔻	-23% 🔻
General service charges	110	102	103	118	54	-54% 🔻	-50% 🔻
Net Profit on Foreign Exchange Transactions	26	30	82	59	47	-21% 🔻	80% 🔺
Fee income	542	535	660	642	620	-3% 🔻	14% 🔺
Net Profit on sale of Investments	40	33	18	154	42	-73% 🔻	6% 🔺
Recovery from written off assets, P/L on Revaluation of Investment & Other Receipts	152	164	52	67	92	38% 🔺	-40%
Total other income	734	732	730	863	754	-13%	3%

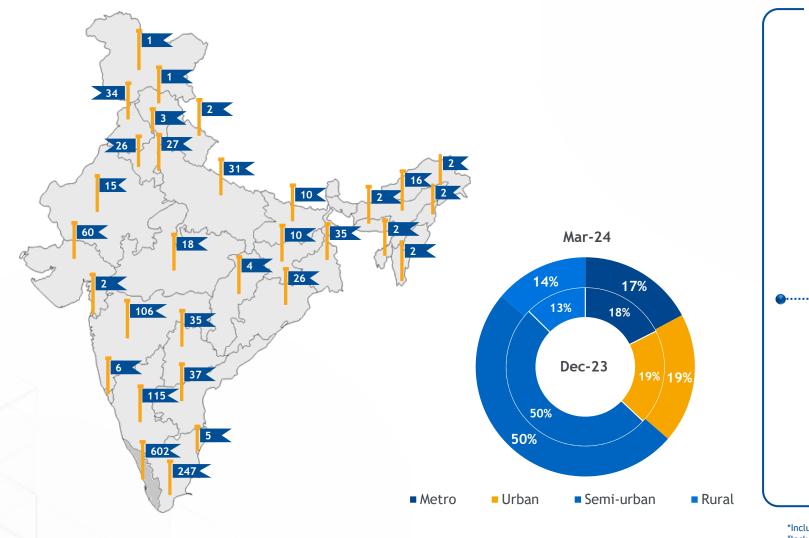


Robust capital position marked by a self-sustaining capital structure and ample buffers.

₹ in Cr	Dec-23	Mar-24
Risk weighted assets		
Credit risk	158,981	167,469
Market risk	7,100	7,228
Operational risk	14,992	14,992
Total RWA	181,073	189,690
Tier-I capital funds	24,402	27,707
Tier-II capital funds	2,797	2,889
Total capital funds	27,199	30,596
CRAR	15.02%	16.13%
Tier-I	13.48%	14.61%
Tier-II	1.54%	1.52%



Distribution: Deriving efficiency from footprint



Continuous investment in expanding Pan India footprint Mar-23 **Mar-24** Banking 1,372 1,504 Outlets# ATMs/ 1,916 2,015 **Recyclers* LITE BRANCH HEAVY DISTRIBUTION** Driven by alternate channels **RMs** 1,071 927 **Direct Sales Business Correspondents** Agents *Including Cash Recyclers and Mobile ATMs #Includes Extension counters

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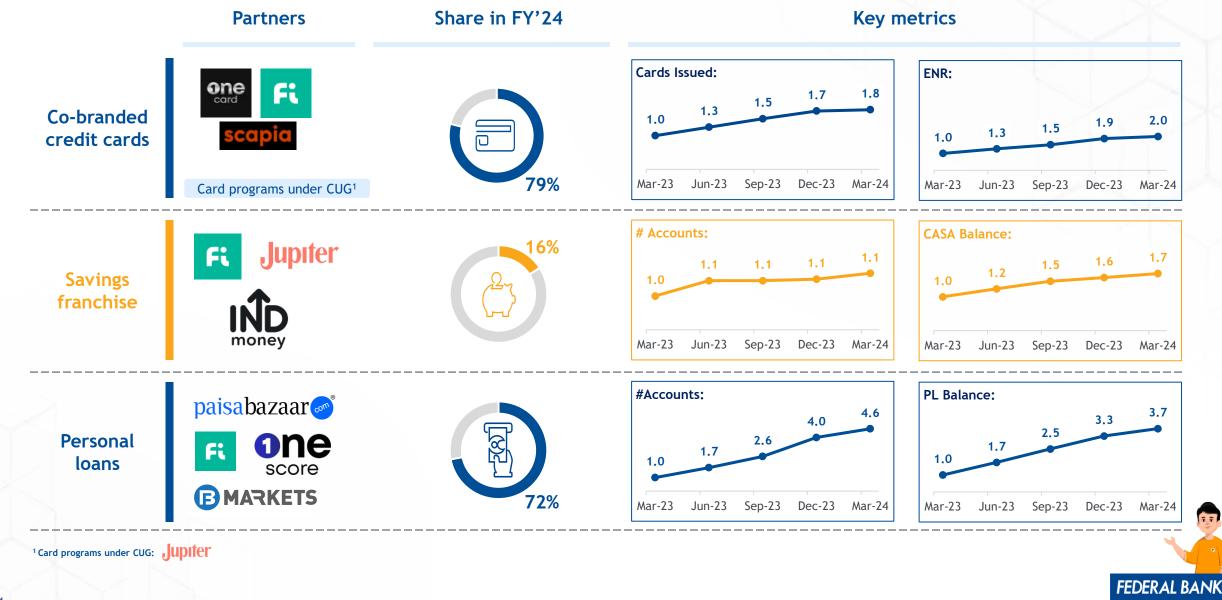
*Branches as on 31st March 2024

Innovation through partnerships



1 =

Growth through partnerships



1 . .

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Digitization as a Multiplier

Edu. Institutions onboarded to Fee collection Solution "Careerbook"

411

24K ₹ cr

Retail Mobile Banking Volume/Month

47K₹ cr

Corporate Digital Applications Volume/Month

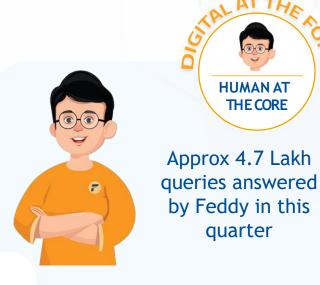
326 **RPA** Process 94% running transactions Serviced **Digitally** (Retail 550 + Corporate) **APIs made** available 83% Of Corporate **Txns serviced** Digitally

No of unique

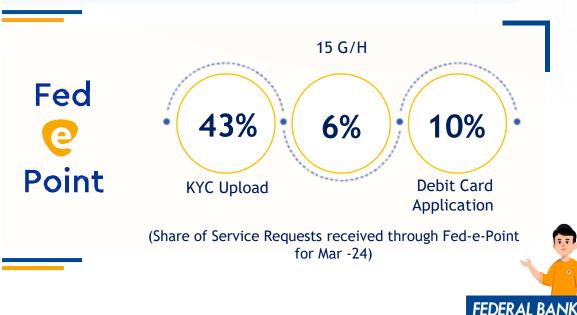
QR Merchants

14L Active FedMobile

Users (Monthly)



Digital Assistant - Feddy



HUMAN AT

THE CORE

quarter

Feddy is Live on

122

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Note: Data as at Mar-24 unless specified otherwise

Major Initiatives



Conversational Banking with Feddy:

- Feddy has now evolved with new Banking Functionalities.
- Effortless fund transfers while chatting with Feddy.
- Mobile recharge with a simple command.
- Cheque book requests managed by Feddy.
- Convenient bill payments through WhatsApp conversation.

Improving Digital Footprint across channels.



Non-Individual Savings Accounts in FedCorp:

- Savings Accounts maintained by Non-Individual constitutions like Trust, Association, Society & Clubs can now register for FedCorp.
- All operative accounts coming under any constitution other than individual constitution can register for FedCorp.



Sourcing of Pre-Approved Credit Card through WhatsApp:

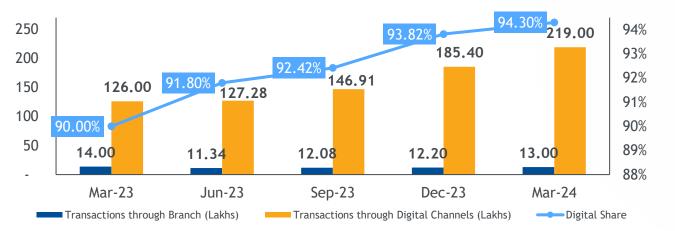
Customers with pre-approved offer for our Credit Cards can now effortlessly apply for the same through WhatsApp application.

- 1. Business Initiated Banks send WhatsApp messages to eligible customers for preapproved credit cards.
- 2. User Initiated Customers sends a message (e.g., Hi, Hello) to Bank's WhatsApp lending number +91-9633600800.

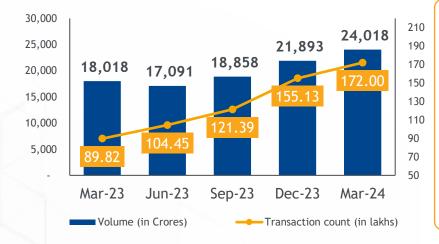


Digital migration

Branch vs. Digital Transactions (₹ in Lakh)*

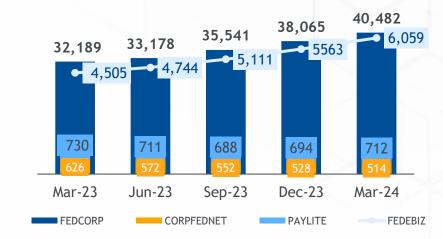


Mobile Banking Volume & Txn Count

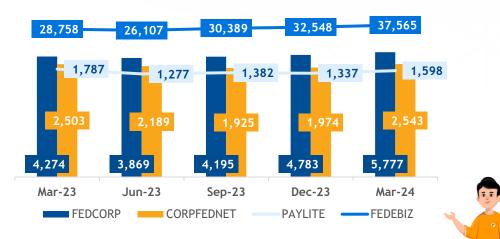


- Digital transactions have seen a **74%** YOY growth
- Mobile Banking txn count stands at 172 lakhs, YOY growth of 91%
- Digital Share stands above 94% for the month of March-24

Corporate Digital Products - Active Users¹



Corporate Txn Volume (₹ in Cr)



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Strengthening our presence in Transaction Banking offerings

Enhanced Adoption of Digital Channels across Corporate Clients

Improving Digital Volumes

More than 10 Mn NEFT payments processed through various digital channels in Mar '24

Growing eNACH Collections

2.5 times growth in eNACH based digital collection volume as compared to Mar '23

Growth in UPI volumes

68% growth in overall UPI transaction volume - 341 Mn (in Mar '23) to 574 Mn (in Mar '24)

Improving Adoption

95.18% of the total transactions are processed digitally in Mar '24

Growing Trade Solutions

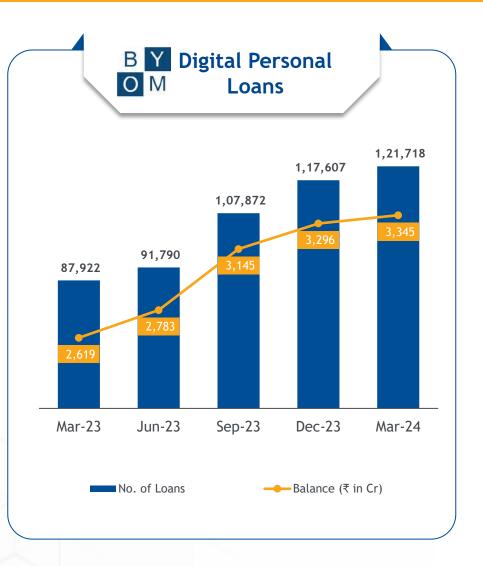
- Handled first export transaction for existing customer via blockchain platform using eBL.
- Started arranging RA Financing through IBU - GIFT under LC issued by other banks. (Growing product suite by IBU)

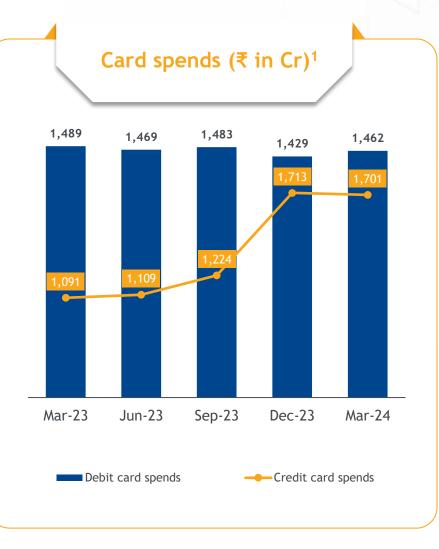
Adoption of RBI CBDC

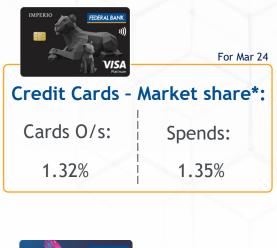
Live on RBI led Digital Currency (CBDC) initiative for both retail and wholesale use-cases



Digital lending and card spends











Appendix



Balance sheet & shareholding pattern

₹ in Cr	Dec-23	Mar-24
LIABILITIES		
Capital	487	487
Reserves & surplus	27,685	28,607
Deposits	2,39,591	2,52,534
Borrowings	17,317	18,026
Other liabilities & provisions	11,133	8,657
TOTAL	2,96,213	3,08,312
ASSETS		
Cash & balance with RBI	13,758	11,494
Balances with banks, money at call	7,467	7,469
Investments	57,373	60,860
Advances	1,99,185	2,09,403
Fixed assets	999	1,020
Other assets	17,431	18,066
TOTAL	2,96,213	3,08,312

Share holding pattern (Mar-24) 31% 35% 3% 3% 28% Mutual Funds = FIs/Banks = FIIs = Corporates = Others

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Financials

₹ in Cr	Q4 FY23	Q3 FY24	Q4 FY24	Q-o-Q	Y-o-Y
Interest income	4,721	5,730	5,978	4%	27%
Interest expenses	2,811	3,607	3,783	5%	35%
Net interest income	1,909	2,123	2,195	3%	15%
Other income	734	863	754	-13%	3%
Operating expense	1,309	1,549	1,839	19 %	41%
Total income	5,455	6,593	6,732	2%	23%
Total expense	4,120	5,155	5,622	9 %	36%
Operating profit	1,335	1,437	1,110	-23%	-17%
Total provisions (inc. tax)	432	431	204	-53%	-53%
Net profit	903	1,007	906	-10%	0.4%



Key Indicators

		Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24
Characharl damage has	Book Value (Per Share in ₹)	101.22	105.04	110.70	115.41	119.45
Shareholder value	EPS (annualized)	17.30	16.22	16.57	16.54	14.97
Granularity	CASA + Deposits <= ₹2cr (% of Total Deposits)	84%	82%	81%	81%	80%
	ROA %	1.45	1.30	1.36	1.39	1.22
Profitability (Annualized)	RoRWA %	2.66	2.36	2.50	2.49	2.14
(Annualized)	ROE %	17.48	15.73	15.72	14.80	12.75
Efficiency	Cost / Income %	49.51	50.87	52.47	51.86	62.35
	Net NPA %	0.69	0.69	0.64	0.64	0.60
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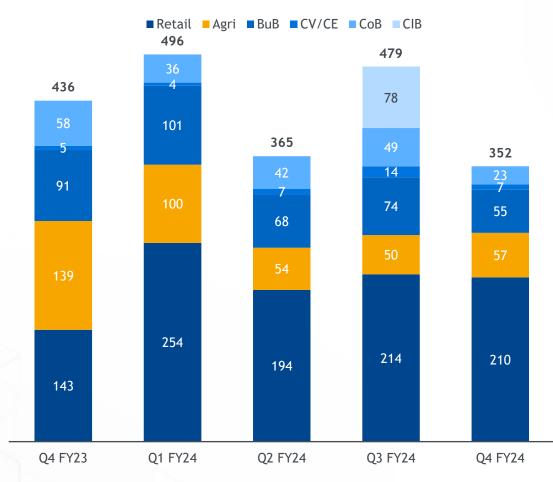
Fresh slippages break up

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Fresh slippages



NPA Composition

	Q3 FY24	Q4 FY24
Business	NPA	NPA
Gross NPA		
Retail	1,515	1,580
Agri	934	900
BuB	998	940
CV/CE	51	51
СоВ	681	602
Corporate	450	456
Total	4,629	4,529
Net NPA	1,284	1,255
	:	:

Security receipts



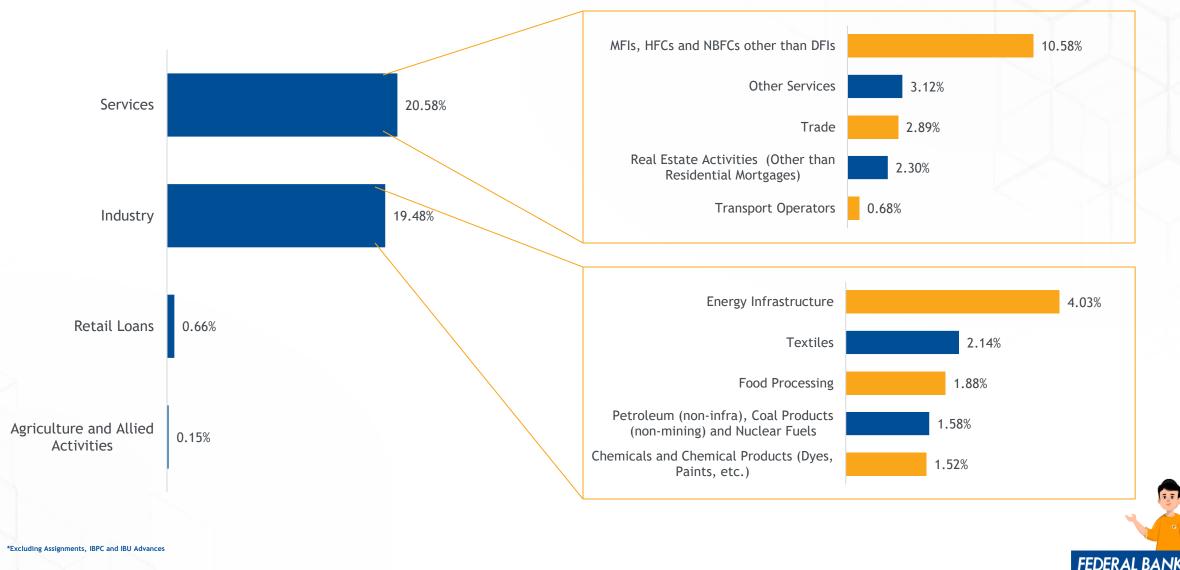
Restructured book

	Q3 FY24		Q4 FY24		
Туре	Balance Of which Bonds		Balance	Of which Bonds	
Standard	2,200	60	2,027	60	
Net NPA	901	78	827	76	
Total	3,101	138	2,854	136	

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Top Sectors in Wholesale Advance Portfolio

Top Sector wise CB,CIB Balance O/s as a % of Gross Advances (Mar-24)*

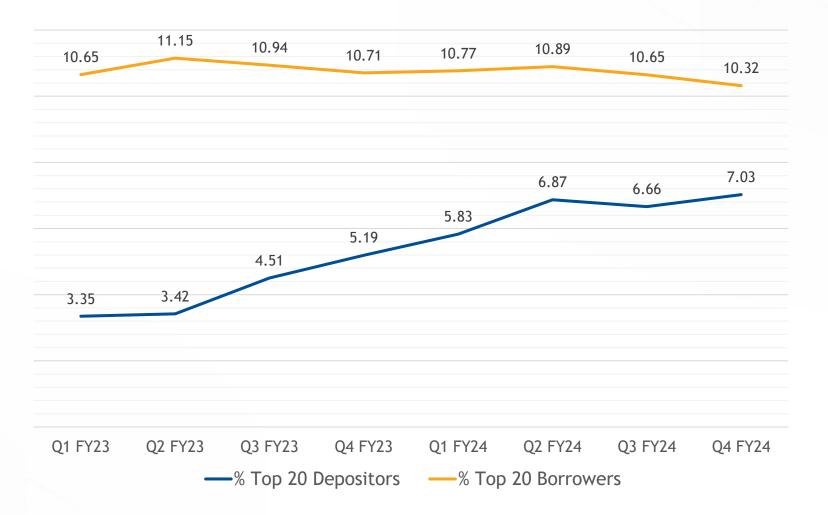


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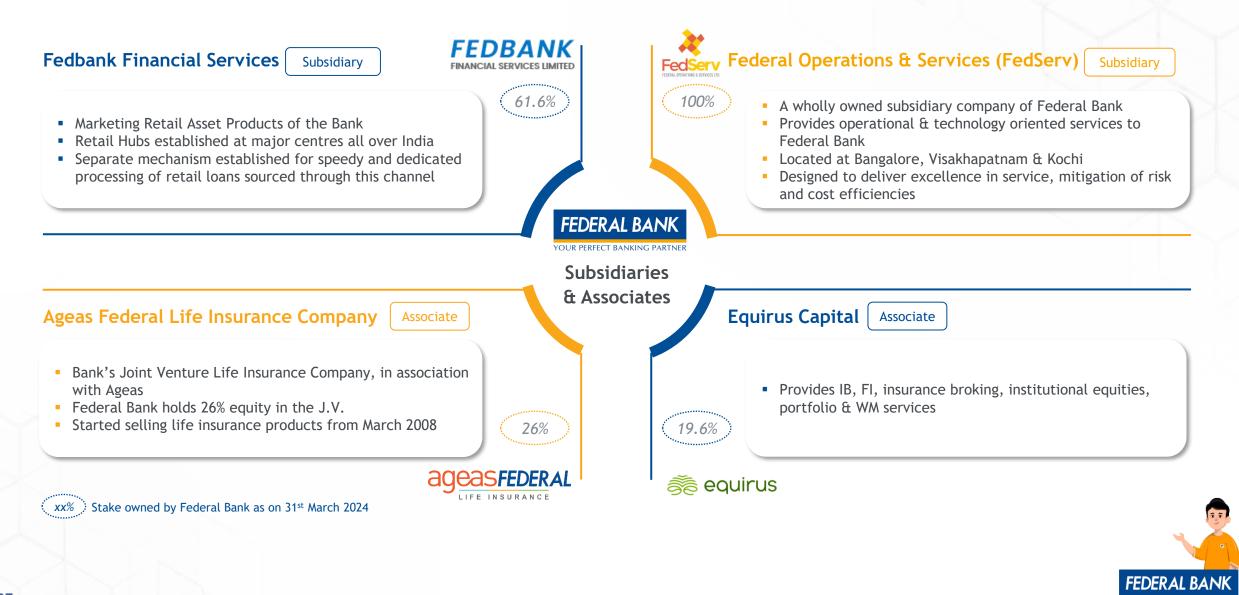
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Top 20 exposure as a % of portfolio

Top 20 Depositors and Borrowers exposure as a % of total portfolio





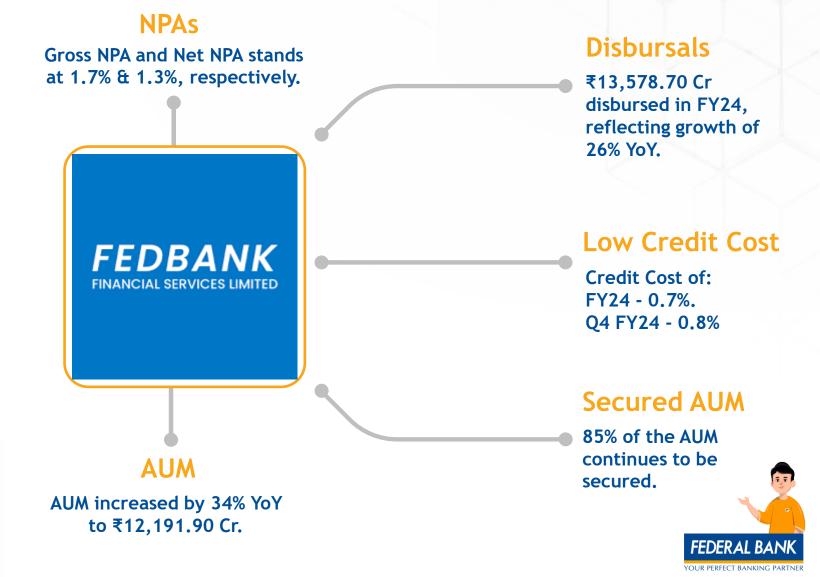


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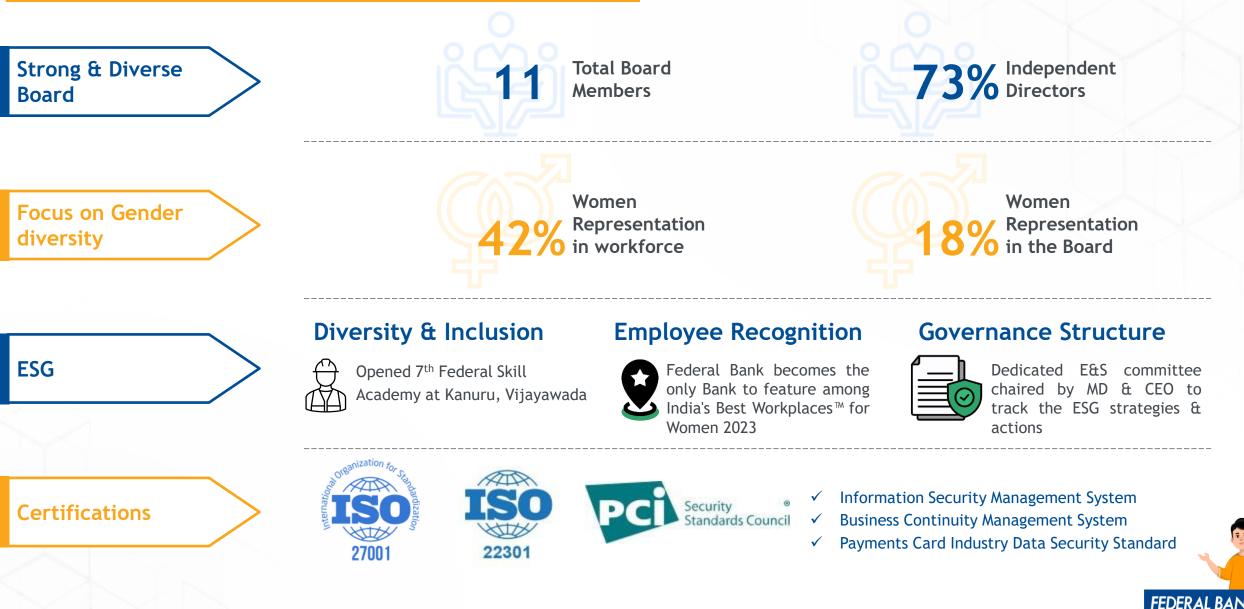
Subsidiaries - Q4FY24 update

KEY HIGHLIGHTS

- 61.6% stake held by Federal Bank Limited
- For FY24, ROA and ROE reported at 2.4% and 13.5%, respectively.
- Distribution of 621 branches across 18 states and 2 UTs.
- Capital Adequacy for FY24 stands at 23.5%.



Corporate governance & ESG snapshot



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ESG performance snapshot

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	Grow green portfolio size	In-house solar power generation capacity	Water conservation capacity	Finance women entrepreneurs – BC Channel	Bank Premises to be green certified	Gender diversity ratio (Women)
Target metric	₹ 13,000 Cr	500KW	1 Lakh Litre	10.00 Lakh	At least 10%	Greater than or equal to 40%
Target date	December 2025	March 2025	March 2025	March 2028	March 2028	Continuing target
Mar-23	₹ 3,222 Cr	300KW	84,000 Litre	3.50 Lakh	Nil	41%
Mar-24	₹ 6,962 Cr	380KW	1,18,500 Litre	8.81 Lakh	6	42%
	Focused efforts to build green portfolio resulting in 116% YoY growth	Added additional solar capacity of 80KWp during the FY	Added 34,500 Litre capacity during the FY	150% growth in no. of women beneficiaries across 16 states & 2 UTs	First IGBC Green certification for Bank premises obtained during the FY. Total 6 premises certified as on March 2024.	Maintained on an ongoing basis

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Award-winning franchise & other initiatives / highlights of Q4

Received HR Award for "Future of Work, Workforce and Workplace (Large Segment) " at People Pioneers Award 2024

Recognized Best Bank in Fintech initiative -Business Today

Becomes the first India-based bank to execute a blockchain based cross-border trade transaction.



Ranked 13th in "Future Ready Workplaces" By Fortune India and CIEL HR.

ESG Champions - India Commercial Banks Category D&B ESG Leadership Summit



Recognized as <u>Best AI & ML Bank</u> by Indian Banks Association Green is Our Gold Standard

Indian Banks' Association announces 19th Annual echnology Conference, Expo & Citation 2022-2023 And Federal Bank wins big!

Other initiatives / **Second** highlights Federal Bank launches <u>FlashPay</u>. A smart key chain which allows you to make contactless payments.



Launched <u>Stellar</u> - a wellness focused cutting-edge savings account.



Federal Bank opens its seventh Federal Skill Academy at Kanuru, Vijayawada.





External ratings



Fixed Deposits (short term) and Certificate of Deposits enjoy highest rating in that class



Thank You