



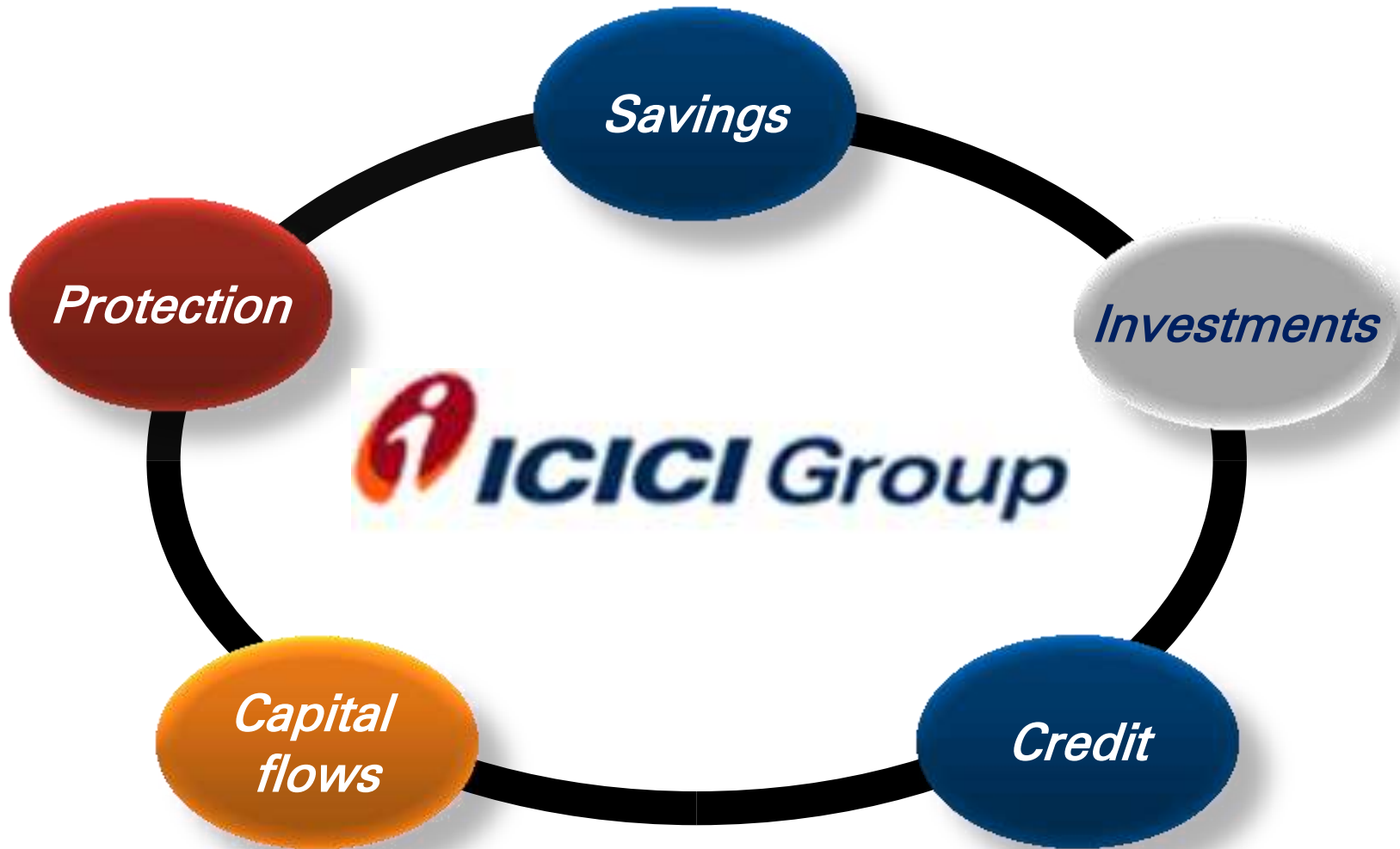
Q3-2018: Performance review

January 31, 2018

Certain statements in these slides are forward-looking statements. These statements are based on management's current expectations and are subject to uncertainty and changes in circumstances. Actual results may differ materially from those included in these statements due to a variety of factors. More information about these factors is contained in ICICI Bank's filings with the US Securities and Exchange Commission.

All financial and other information in these slides, other than financial and other information for specific subsidiaries where specifically mentioned, is on an unconsolidated basis for ICICI Bank Limited only unless specifically stated to be on a consolidated basis for ICICI Bank Limited and its subsidiaries. Please also refer to the statement of unconsolidated, consolidated and segmental results required by Indian regulations that has, along with these slides, been filed with the stock exchanges in India where ICICI Bank's equity shares are listed and with the New York Stock Exchange and the US Securities and Exchange Commission, and is available on our website www.icicibank.com





ICICI Bank

Scale & strength

₹ 10.5 trillion

**Consolidated
assets**

₹ 2.7 trillion

**Granular retail
portfolio**

19,122

**Largest branch +
ATM network
among private
sector banks**

50.4%

**Period-end CASA
ratio**

15.04%¹

**Tier-1 capital
adequacy**

₹ 51 billion

**Operating profit in
Q3-2018**

1. Standalone Bank; including profits for 9M-2018



Leadership in technology

~90%



Resolution rate
of AI¹ powered
chatbot iPal

Over 8.3 million²



Virtual
Payment
Addresses

88%

Market share in
prepaid RFID³ tags
for electronic toll
collection

44.8 million



Debit &
credit cards

~ 1.5 million
automated
transactions daily

SOFTWARE
ROBOTICS

~ 65%

Increase in volume
of mobile banking
transactions in
Q3-2018

Large scale initiatives spanning customer activities and
internal processes

1. Artificial Intelligence
2. Created using 'iMobile', 'Pockets' and partner platforms
3. Radio Frequency Identification



Q3-2018 review

Q3-2018 review

Highlights

Growth

Credit quality

P&L indicators

Subsidiaries

Capital



Q3-2018 review



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Q3-2018: Highlights (1/2)

Accelerated growth in loan portfolio

- Domestic loan growth improved to 15.6% at Dec 31, 2017 y-o-y from 12.8% y-o-y at Sep 30, 2017
- Retail loan growth increased to 22.2% y-o-y at Dec 31, 2017 from 18.6% y-o-y at Sep 30, 2017

Improving portfolio mix

- Proportion of retail loans increased to 54.2% at Dec 31, 2017 from 48.9% at Dec 31, 2016

Improving asset quality trends

- Continued decline in gross NPA additions
- Decline in net NPA ratio from 4.43% at Sep 30, 2017 to 4.20% at Dec 31, 2017
- 160 bps sequential increase in provision coverage ratio to 60.9%¹

1. Including cumulative technical/ prudential write-offs



Q3-2018: Highlights (2/2)

Healthy deposit growth

- 14% y-o-y growth in average CASA deposits during Q3-2018

Continued strong operating performance

- Domestic NIM maintained above 3.5%
- 9.7% y-o-y growth in core operating profit¹

Strong capital position

- Tier I ratio of 15.04%² at Dec 31, 2017

1. Excluding treasury gains and exchange gains related to overseas operations
2. Including profits for 9M-2018



Q3-2018 review

Highlights



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Loan growth led by retail

Loan portfolio	Y-o-Y growth (%)
Total domestic	15.6%
Retail	22.2%
SME	15.2%
Corporate	4.2%
Overseas ¹	(14.5)%

Excluding non-performing loans, restructured loans and loans to companies included in drilldown exposures, growth in the domestic corporate portfolio was ~ 15%

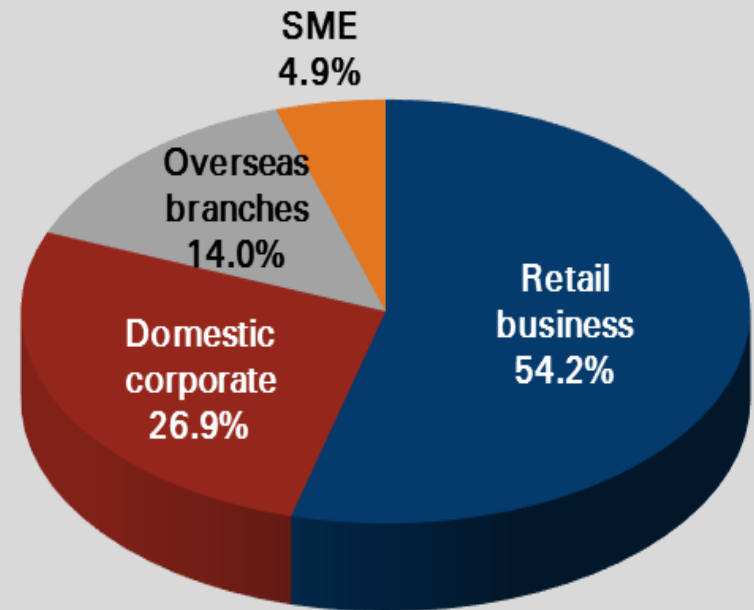
Total loans of ₹ 5,053.87 billion at December 31, 2017; y-o-y growth of 10.5%

1. Overseas portfolio decreased by 9.1% y-o-y in US\$ terms



Increasing share of retail loans

Share of retail loans in total loans increased from 48.9% at Dec 31, 2016 to 54.2% at Dec 31, 2017

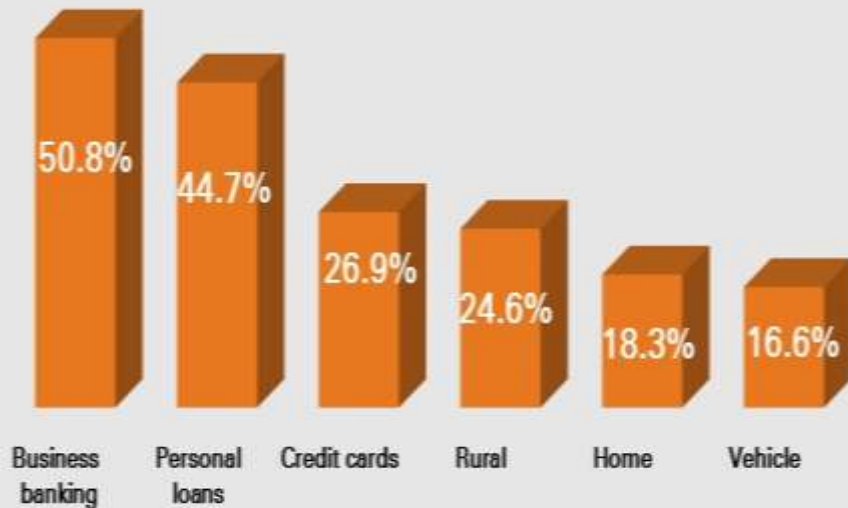


Balance sheet (assets): slide 57



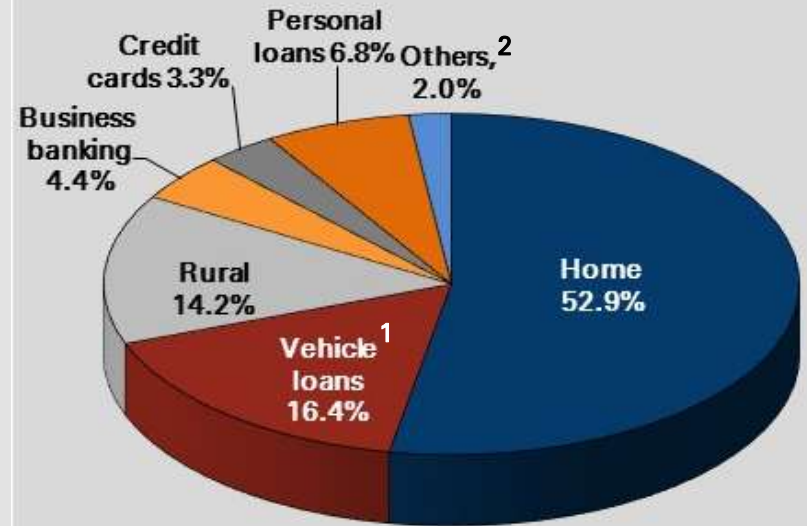
Growth across retail products

Y-o-Y retail loan growth (%)



**Retail loan growth at 22.2%
y-o-y**

Portfolio composition

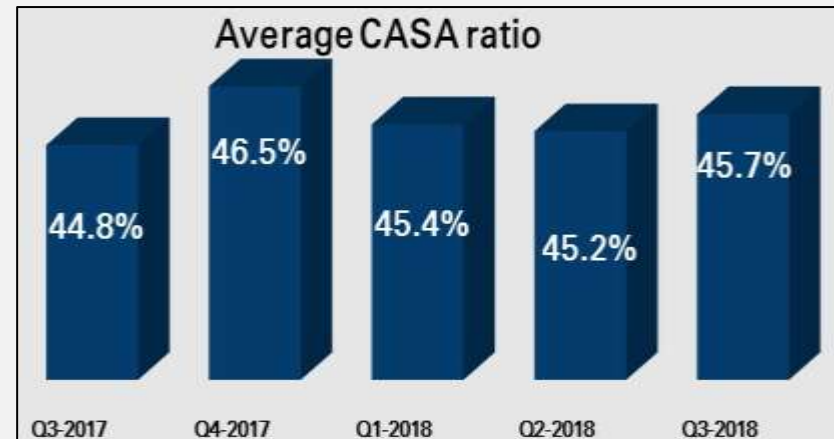
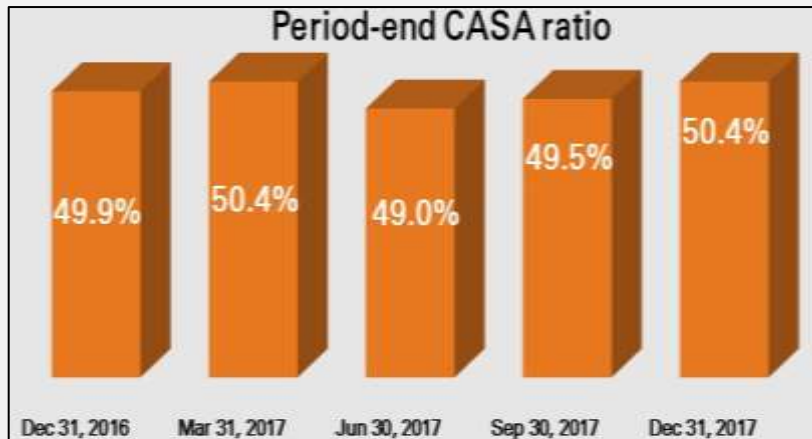


**Total retail loans at ₹ 2,740
billion at Dec 31, 2017**

1. Vehicle loans include auto loans: 10.3%, commercial business: 6.0% and two-wheeler loans: 0.1%
2. Others include dealer funding: 1.3% and loan against securities: 0.7%

Healthy funding mix maintained

- CASA deposits increased by 12.4% y-o-y at Dec 31, 2017
- Period-end CASA ratio at 50.4%



Total deposits grew by 11.2% y-o-y at Dec 31, 2017

Balance sheet (liabilities): slide 59

Branch network: slide 62

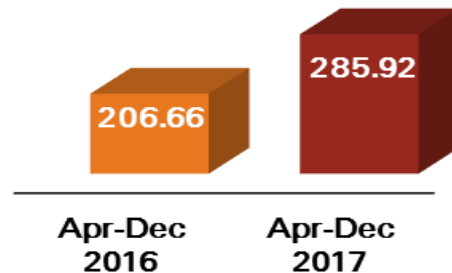


Debit card transaction growth

Debit card transactions

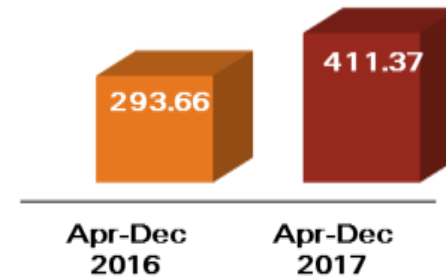
9M-o-9M ↑ 38%

Total transaction volume (in mn)



9M-o-9M ↑ 40%

Total transaction value (in Rs. bn)

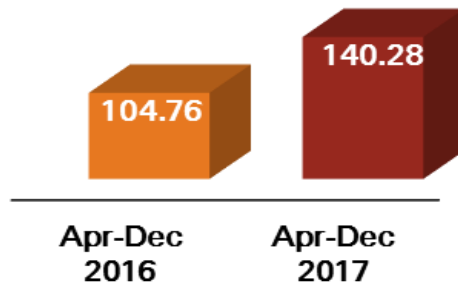


Credit card transaction growth

Credit card transactions

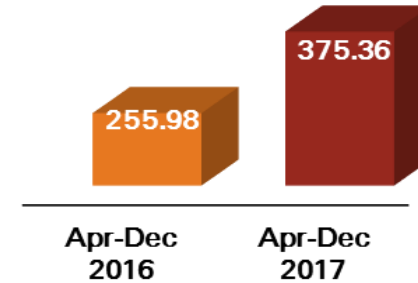
9M-o-9M ↑ 34%

Total transaction volume (in mn)



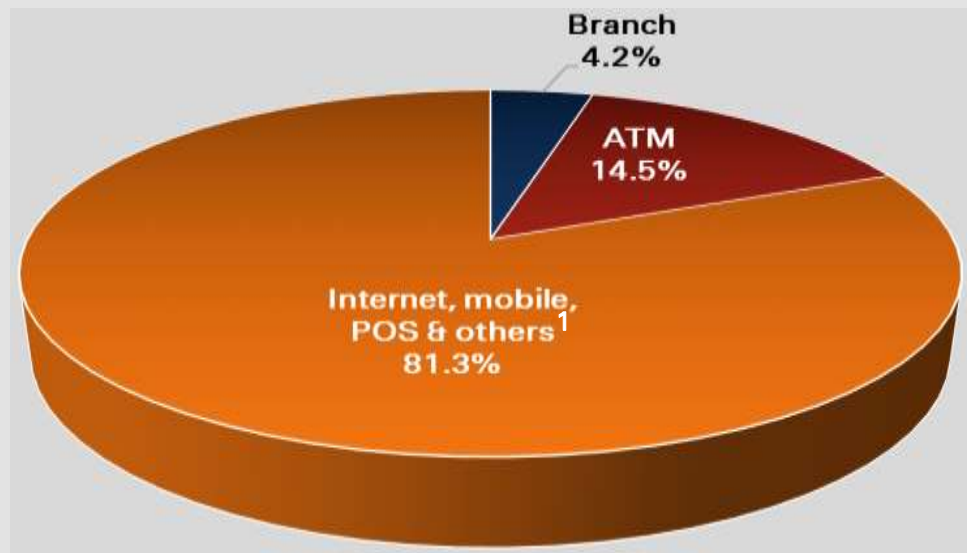
9M-o-9M ↑ 47%

Total transaction value (in Rs. bn)



Adoption of digital offerings

Digital channels¹ accounted for 81.3% of the savings account transactions² in 9M-2018 compared to 75.3% in FY2017



Increase primarily driven by mobile banking

1. Includes touch banking, phone banking & debit cards e-commerce transactions
2. Financial and non-financial transactions of savings account customers

Q3-2018 review

Highlights

Growth

▶ Credit quality

P&L indicators

Subsidiaries

Capital

Movement of NPA (1/2)

₹ billion	FY 2017	Q3-2017	Q4-2017	Q1-2018	Q2-2018	Q3-2018
Opening gross NPA	267.21	325.48	380.85	425.52	431.48	444.89
Add: gross additions	335.44	70.37	112.89	49.76	46.74	43.80
- of which: slippages from						
-restructured assets	45.20	2.39	18.03	14.76	3.72	1.97
-drilldown	194.95	29.43	79.57	3.59	11.35 ¹	6.14
- Existing NPA ² & non-fund devolvment ³	19.35	20.40	0.40	1.95	2.20	1.46
- Loans under RBI resolution schemes	0.32	-	0.32	1.11	1.92	20.22
Less: recoveries & upgrades	25.38	6.25	14.13	27.75	10.29	11.08
Net additions	310.06	64.12	98.76	22.01	36.45	32.72
Less: write-offs & sale	151.75	8.75	54.09	16.05	23.04	17.22
Closing gross NPAs	425.52	380.85	425.52	431.48	444.89	460.39
Gross NPA ratio	7.89%	7.20%	7.89%	7.99%	7.87%	7.82%

1. Includes addition of ₹ 8.79 billion of loan to a central public sector owned power company
2. Increase in outstanding of existing NPA due to exchange rate movement
3. Relating to accounts classified as NPA in prior periods
4. Based on customer assets



Movement of NPA (2/2)

Of the non-retail gross NPA additions of ₹ 35.87 billion, about ₹ 29.79 billion came from restructured loans; the drilldown list; devolvement of non-fund based exposure to existing NPAs and increase in outstanding due to exchange rate movement¹; and loans under RBI dispensation schemes

The balance gross NPA additions were ₹ 6.08 billion in Q3-2018 compared to ₹ 21.25 billion in Q2-2018 and ₹ 19.84 billion in Q1-2018

1. Related to accounts classified as non-performing in prior periods



Proceedings under IBC

- During Q2-2018, RBI directed banks to initiate insolvency resolution process for additional accounts under the provisions of IBC by December 31, 2017 if a resolution plan where the residual debt is not rated investment grade by two external credit rating agencies is not implemented by December 13, 2017
- At December 31, 2017, the Bank had outstanding loans and non-fund facilities amounting to ₹ 100.61 billion and ₹ 13.35 billion respectively
- The provisions held against these outstanding loans increased from 31.5% at September 30, 2017 to 36.4% at December 31, 2017
- Of the above 18 accounts, insolvency proceedings in respect of 16 accounts have been initiated under the provisions of the IBC



Asset quality and provisioning (1/2)

₹ billion	December 31, 2016	September 30, 2017	December 31, 2017
Gross NPAs	380.85	444.89	460.39
Less: cumulative provisions	179.30	203.59	222.29
Net NPAs	201.55	241.30	238.10
Net NPA ratio	3.96%	4.43%	4.20%

Retail NPAs (₹ billion)	December 31, 2016	September 30, 2017	December 31, 2017
Gross retail NPAs	39.69	43.51	46.86
- as a % of gross retail advances	1.75%	1.66%	1.69%
Net retail NPAs	13.59	16.60	18.48
- as a % of net retail advances	0.61%	0.64%	0.67%

Provisioning coverage ratio at 60.9% including cumulative technical/ prudential write-offs



Asset quality and provisioning (2/2)

- Net investment in security receipts of ARCs was ₹ 34.45 billion at December 31, 2017 (September 30, 2017 : ₹ 34.78 billion)
- Non-fund outstanding to restructured assets: ₹ 4.10 billion at December 31, 2017 (September 30, 2017 : ₹ 4.15 billion)
- Outstanding general provision on standard assets: ₹ 25.70¹ billion at December 31, 2017
 - Includes additional general provision of ₹ 1.99 billion made in 9M-2018 on standard loans to borrowers

1. Excludes specific provisions against standard assets



Loans under RBI resolution schemes¹

December 2017	Standard restructured	Drilldown	Others	Total
Strategic debt restructuring (SDR)				
- Implemented	3.27	24.59	3.62	31.48
- Invoked	-	-	0.71	0.71
Change in management outside SDR³				
- Implemented	-	63.99	-	63.99
- Invoked	-	-	6.06	6.06
Flexible restructuring under the 5/25 scheme				
- Implemented		24.78 ²	1.97	26.75
S4A implemented⁴	0.94	-	5.88	6.82

1. Excludes NPA
2. Loans aggregating ₹ 17.26 billion also under SDR or change in management outside SDR
3. Including project under implementation
4. Represents loans, credit substitutes and shares under S4A package

Loans under RBI resolution schemes at Sep 30, 2017: slide 60



NPA and restructuring trends

₹ billion	December 31, 2016	September 30, 2017	December 31, 2017
Net NPAs (A)	201.55	241.30	238.10
Net restructured loans (B)	64.07	20.29	18.15
Total (A+B)	265.62	261.59	256.25
Total as a % of net customer assets	5.21%	4.80%	4.52%

Portfolio trends and approach

Portfolio composition over the years

% of total advances	March 31, 2012	March 31, 2013	March 31, 2014	March 31, 2015	March 31, 2016	March 31, 2017	Dec 31, 2017
Retail	38.0%	37.0%	39.0%	42.4%	46.6%	51.8%	54.2%
Domestic corporate	28.6%	32.5%	30.1%	28.8%	27.5%	27.3%	26.9%
SME	6.0%	5.2%	4.4%	4.4%	4.3%	4.8%	4.9%
International ¹	27.4%	25.3%	26.5%	24.3%	21.6%	16.1%	14.0%
Total advances (₹ billion)	2,537	2,902	3,387	3,875	4,353	4,642	5,054

1. Including impact of exchange rate movement



Sector-wise exposures

Top 10 sectors ¹ : % of total exposure of the Bank	March 31, 2013	March 31, 2014	March 31, 2015	March 31, 2016	March 31, 2017	Dec 31, 2017
Retail finance	18.9%	22.4%	24.7%	27.1%	31.9%	33.9%
Electronics & engineering	8.3%	8.2%	7.6%	7.3%	6.9%	7.0%
Services – finance	6.0%	4.9%	4.2%	4.9%	6.2%	6.9%
Banks	8.8%	8.6%	7.8%	8.0%	6.0%	6.7%
Crude petroleum/refining & petrochemicals	6.6%	6.2%	7.0%	5.7%	5.5%	5.4%
Power	6.4%	5.9%	5.5%	5.4%	5.1%	4.8%
Road, port, telecom, urban development & other infra	6.0%	6.0%	5.9%	5.8%	5.3%	4.3%
Construction	4.2%	4.4%	4.0%	3.4%	3.1%	3.4%
Services - non finance	5.1%	5.2%	5.0%	4.9%	4.0%	3.4%
Iron/steel & products	5.1%	5.0%	4.8%	4.5%	3.6%	3.1%
Total (₹ billion)	7,585	7,828	8,535	9,428	9,372	9,849

1. Top 10 based on position at Dec 31, 2017



In April 2016, the Bank had identified power, iron & steel, mining, cement and rigs sectors as the key sectors impacted by the uncertainties and challenges in the operating environment

Aggregate exposure to key sectors

% of total exposure of the Bank	March 31, 2012	March 31, 2013	March 31, 2014	March 31, 2015	March 31, 2016	March 31, 2017	Dec 31, 2017
Power	7.3%	6.4%	5.9%	5.5%	5.4%	5.1%	4.8%
Iron/steel	5.2%	5.1%	5.0%	4.8%	4.5%	3.6%	3.1%
Mining	2.0%	1.7%	1.7%	1.5%	1.6%	1.8%	1.6%
Others ¹	1.7%	1.9%	2.2%	2.0%	1.8%	1.5%	1.3%
Total exposure of the Bank to key sectors	16.2%	15.1%	14.8%	13.8%	13.3%	12.0%	10.8%

1. 'Others' includes exposure to cement & rigs sectors



Further drilldown: approach

- 1 All internally 'below investment grade' rated companies in key sectors across domestic corporate, SME and international branches portfolios
- 2 Promoter entities internally 'below investment grade' where the underlying is partly linked to the key sectors
- 3 Fund-based limits and non-fund based outstanding to above categories considered
- 4 SDR and 5/25 refinancing relating to key sectors included
- 5 Loans already classified as restructured and non-performing excluded

Further drilldown: sector-wise details

	At September 30, 2017		At December 31, 2017	
₹ billion	Exposure ^{1,2,3}	% of total exposure	Exposure ^{1,2,3}	% of total exposure
Power	68.37	0.7%	65.26	0.7%
Mining	57.50	0.6%	57.78	0.6%
Iron/steel	40.14	0.4%	44.27	0.4%
Promoter entities ⁴	25.83	0.3%	19.16	0.2%
Others ⁵	4.06	0.0%	4.15	0.0%

1. Aggregate fund based limits and non-fund based outstanding
2. Includes investment exposure
3. Includes non-fund based outstanding in respect of accounts included in the drilldown exposure where the fund based outstanding has been classified as non-performing during earlier periods
4. Includes promoter entities where underlying is partly linked to the key sectors
5. 'Others' includes exposure to cement & rigs sectors
6. In addition to above, the non-fund based outstanding to borrowers classified as non-performing was ₹ 22.02 bn at December 31, 2017 compared to ₹ 21.19 bn at September 30, 2017

Further drilldown: movement

₹ billion

Aggregate exposure ^{1,2,3,4}	Q3-2018
Opening balance	195.90
Net decrease in exposure	(4.86)
Upgrades to 'investment grade'	(0.08)
Downgrades to 'below investment grade'	6.49
Classified as non-performing ⁵	(6.83)
Closing balance	190.62

1. Aggregate fund based limits and non-fund based outstanding
2. Includes investment exposure
3. Includes promoter entities where underlying is partly linked to the key sectors
4. Includes non-fund based outstanding in respect of accounts included in the drilldown exposure where the fund based outstanding has been classified as non-performing during earlier periods
5. Includes investment exposure relating to accounts classified as non-performing
6. In addition to above, the non-fund based outstanding to borrowers classified as non-performing was ₹ 22.02 bn at December 31, 2017 compared to ₹ 21.19 bn at September 30, 2017



Q3-2018 review

Highlights

Growth

Credit quality

▶ P&L indicators

Subsidiaries

Capital

Profit & loss statement

₹ billion	FY 2017	Q3- 2017	9M- 2017	Q2- 2018	Q3- 2018	9M- 2018
NII	217.37	53.63	157.75	57.09	57.05	170.04
Non-interest income	195.05	39.39	164.88	51.86	31.67	117.41
- <i>Fee income</i>	94.52	24.95	70.07	25.70	26.39	75.86
- <i>Other income¹</i>	14.76	5.51	14.08	4.23	4.62	10.38
- <i>Treasury income²</i>	85.77	8.93	80.73	21.93	0.66	31.17
Total income	412.42	93.02	322.63	108.95	88.72	287.45

1. As per the RBI guidelines dated Apr 18, 2017, banks are not permitted to recognize proportionate exchange gains or losses held in the FCTR in the P&L account. Other income includes net foreign exchange gain relating to overseas operations amounting to ₹ 2.88 bn in 9M-2017 which was reversed in Q4-2017
2. Includes profit on sale of shareholding in insurance subsidiaries of ₹ 56.82 billion in 9M-2017 and ₹ 20.12 billion in 9M-2018

Profit & loss statement

₹ billion	FY 2017	Q3- 2017	9M- 2017	Q2- 2018	Q3- 2018	9M- 2018
Total income	412.42	93.02	322.63	108.95	88.72	287.45
Operating expenses	147.55	37.78	108.88	39.09	38.14	115.18
Operating profit	264.87	55.24	213.75	69.86	50.58	172.27
Provisions ¹	152.08	27.13	123.11	45.03	35.70	106.81
Profit before tax	112.79	28.11	90.64	24.83	14.88	65.46
Tax	14.78	3.69	12.88	4.25	(1.62)	7.89
Profit after tax	98.01	24.42	77.76	20.58	16.50	57.57

1. Drawdown from the collective contingency & related reserve of ₹ 36.00 billion in FY2017

9.7% y-o-y growth in core pre-provision operating profit (excluding treasury gains and exchange gains related to overseas operations) during Q3-2018



Yield, cost & margin

Movement in yield, costs & margins (Percent) ¹	FY2017	Q3-2017	9M-2017	Q2-2018	Q3-2018	9M-2018
Yield on total interest-earning assets	8.09	7.92	8.07	7.78	7.53	7.72
- Yield on advances	8.88	8.76	8.88	8.67	8.47	8.61
Cost of funds	5.45	5.39	5.55	5.04	4.90	5.03
- Cost of deposits	5.39	5.30	5.48	4.91	4.74	4.90
Net interest margin	3.25	3.12	3.14	3.27	3.14	3.23
- Domestic	3.59	3.51	3.46	3.57	3.53	3.57
- Overseas	1.30	0.83	1.38	0.95	0.29	0.65

- No interest on income tax refund in Q3-2018 compared to ₹ 0.79 billion in Q2-2018 (₹ 4.51 billion in FY2017, ₹ 1.39 billion in Q3-2017)

1. Annualised for all interim periods



Other key ratios

Percent	FY 2017	Q3- 2017	9M- 2017	Q2- 2018	Q3- 2018	9M- 2018
Return on average networth ^{1,2}	10.3	10.1	11.0	8.0	6.3	7.5
Return on average assets ¹	1.35	1.30	1.43	1.08	0.83	1.00
Weighted average EPS ^{1,3}	15.3	15.1	16.1	12.7	10.2	11.9
Book value ³ (₹)	156.2	152.3	152.3	160.2	162.7	162.7
Fee to income	22.9 ⁴	26.8	21.7 ⁴	23.6 ⁴	29.7	26.4 ⁴
Cost to income	35.8 ⁴	40.6	33.7 ⁴	35.9 ⁴	43.0	40.1 ⁴
Average CASA ratio	43.7	44.8	42.7	45.2	45.7	45.5

1. Annualised for all interim periods
2. According to the revised AS 4 – 'Contingencies and events occurring after the balance sheet date' as notified by the Ministry of Corporate Affairs through amendments to Companies (Accounting Standards) Amendment Rules, 2016, the Bank did not account for proposed dividend (including dividend distribution tax) as a liability for FY2017. However, the Bank had reduced proposed dividend for determining capital funds for computing capital adequacy ratio at March 31, 2017
3. Shareholders of the Bank approved the issue of bonus shares in ratio of 1:10 through postal ballot on June 12, 2017. Prior period numbers have been restated.
4. Includes gain on sale of stake in insurance subsidiaries



Consolidated profit & loss statement

₹ billion	FY2017	Q3-2017	9M-2017	Q2-2018	Q3-2018	9M-2018
NII	261.04	64.55	190.07	69.32	69.40	205.77
Non-interest income	524.58	125.66	390.81	148.04	130.04	392.00
- Fee income	110.52	29.65	81.90	31.48	32.37	93.94
- Premium income	312.03	80.04	213.97	91.72	94.18	256.88
- Other income	102.03 ¹	15.97 ¹	94.94 ¹	24.84	3.49	41.18
Total income	785.62	190.21	580.88	217.36	199.44	597.77

- As per the RBI guidelines dated Apr 18, 2017, banks are not permitted to recognize proportionate exchange gains or losses held in the FCTR in the P&L account. Other income includes net foreign exchange gain relating to overseas operations amounting to ₹ 2.88 bn in 9M-2017 which were reversed in Q4-2017

Consolidated profit & loss statement

₹ billion	FY 2017	Q3- 2017	9M- 2017	Q2- 2018	Q3- 2018	9M- 2018
Total income	785.62	190.21	580.88	217.36	199.44	597.77
Operating expenses	481.70	123.50	339.61	140.03	138.12	394.48
Operating profit	303.92	66.71	241.27	77.33	61.32	203.29
Provisions ¹	165.82	31.24	131.19	45.67	37.16	109.68
Profit before tax	138.10	35.47	110.08	31.66	24.16	93.61
Tax	24.69	5.88	20.65	7.57	1.37	17.33
Minority interest	11.52	3.48	8.37	3.38	3.85	10.58
Profit after tax	101.88	26.11	81.06	20.71	18.94	65.70

1. Drawdown from the collective contingency & related reserve of ₹ 36.00 billion in FY2017

Equity investment in subsidiaries: slide 58



Key ratios (consolidated)

Percent	FY 2017	Q3- 2017	9M- 2017	Q2- 2018	Q3- 2018	9M- 2018
Return on average networth ^{1,2,3}	10.3	10.4	11.0	7.7	6.9	8.2
Weighted average EPS (₹) ^{1,4}	15.9	16.2	16.8	12.8	11.7	13.6
Book value (₹) ³	163	159	159	168	171	171

1. Based on quarterly average networth
2. Annualised for all interim periods
3. According to the revised AS 4 – 'Contingencies and events occurring after the balance sheet date' as notified by the Ministry of Corporate Affairs through amendments to Companies (Accounting Standards) Amendment Rules, 2016, the Bank had not accounted for proposed dividend (including dividend distribution tax) as a liability for FY2017. However, the Bank had reduced proposed dividend for determining capital funds for computing capital adequacy ratio at March 31, 2017
4. Shareholders of the Bank approved the issue of bonus shares in ratio of 1:10 through postal ballot on June 12, 2017. Prior period numbers have been restated



Q3-2018 review

Highlights

Growth

Credit quality

P&L indicators

► Subsidiaries

Capital

Leadership across financial sector

Life Insurance		▪ Market capitalisation of ~ ₹ 595 billion ¹
General Insurance		▪ Market capitalisation of ~ ₹ 362 billion ¹
AMC		▪ Sustained position of largest mutual fund in the country
Securities broking		▪ Largest online retail broking platform
Primary dealership		▪ Leading fixed income player

1. Source: BSE; at January 30, 2018



Domestic subsidiaries



ICICI Life (1/2)

₹ billion	FY2017	Q3-2017	Q2-2018	Q3-2018
New business premium	78.63	20.97	22.80	23.17
Renewal premium	144.91	36.49	43.19	45.39
Total premium	223.54	57.46	65.99	68.56
Profit after tax	16.82	4.50	4.21	4.52
Assets under management	1,229.19	1,136.11	1,305.91	1,383.04
Annualized premium equivalent (APE)	66.25	18.45	18.69	20.05
Expense ratio ¹	15.1%	14.0%	14.1%	13.9%

The company continues to retain its market leadership among the private players with an overall market share of 13.1%² and private market share of 23.3%² in 9M-2018

1. All expenses (including commission) / (Total premium – 90% of single premium)
2. Source: IRDAI, Life insurance council; Retail weighted received premium basis



ICICI Life (2/2)

- Proportion of protection business increased from 3.9% in FY2017 to 4.1% in 9M-2018
- Value of New Business (VNB) margins¹ increased from 8.0% in FY2016 and 10.1% in FY2017 to 13.7% in 9M-2018
- Indian Embedded Value at ₹ 172.10 billion at September 30, 2017 compared to at ₹ 161.84 billion at March 31, 2017

1. FY2016 and FY2017 based on actual costs; for 9M-2018, based on management forecast of costs for FY2018



ICICI General

₹ billion	FY2017	Q3-2017	Q2-2018	Q3-2018
Gross written premium	109.60	25.42	32.34	30.02
Profit before tax	9.10	2.25	2.86	3.22
Profit after tax	7.02	2.20	2.04	2.32

Sustained leadership in private sector with an overall market share of 8.7%¹ and private sector market share of 17.9%¹ in 9M-2018

1. Source: General Insurance Council



Other subsidiaries

Profit after tax (₹ billion)	FY2017	Q3-2017	Q2-2018	Q3-2018
ICICI Prudential Asset Management	4.80	1.32	1.56	1.61
ICICI Securities Primary Dealership	4.12	1.82	0.52	(0.31)
ICICI Home Finance	1.83	0.36	0.14	0.30
ICICI Venture	0.09	0.03	(0.01)	0.02

Profit after tax of ICICI Securities on a consolidated basis was ₹ 1.53 bn in Q3-2018

Overseas subsidiaries

ICICI Bank UK

USD million	FY2017	Q3-2017	Q2-2018	Q3-2018
Net interest income	65.6	15.6	16.9	17.1
Profit/(loss) after tax	(16.1)	1.7	2.4	1.8
Loans and advances	2,362.4	2,331.3	2,583.4	2,535.0
Deposits	1,648.6	1,725.6	1,617.5	1,660.9
- <i>Retail term deposits</i>	<i>407.7</i>	<i>491.4</i>	<i>324.1</i>	<i>310.0</i>
Capital adequacy ratio	18.4%	19.8%	16.2%	16.9%
- <i>Tier I</i>	<i>15.5%</i>	<i>16.7%</i>	<i>14.2%</i>	<i>14.4%</i>

Asset and liability composition: slide 64



ICICI Bank Canada

CAD million	FY2017	Q3-2017	Q2-2018	Q3-2018
Net interest income	77.2	18.5	19.0	19.6
Profit/(loss) after tax	(33.0)	(34.6)	12.8	8.4
Loans and advances	5,593.6	5,755.7	5,579.5	5,577.7
- <i>Insured mortgages</i>	3,454.3	3,093.2	3,223.5	3,112.8
Deposits	2,556.1	2,595.7	2,529.6	2,576.5
Capital adequacy ratio	21.8%	24.7%	21.2%	21.1%
- <i>Tier I</i>	21.8%	24.7%	21.2%	21.1%

Asset and liability composition: slide 65



Q3-2018 review

Highlights

Growth

Credit quality

P&L indicators

Subsidiaries



Capital

Capital adequacy

Standalone



- Capital ratios significantly higher than regulatory requirements
- Tier-1 capital is composed almost entirely of core equity capital
- Substantial scope to raise Additional Tier-1 and Tier-2 capital

Excess Tier-1 ratio of 6.69% over the minimum requirement of 8.35% as per current RBI guidelines

Risk weighted assets flat y-o-y compared to 7.4% y-o-y growth in total assets

During the quarter, the Bank raised ₹ 4.75 billion by way of issuance of Additional Tier-I bonds

1. Including profits for 9M-2018

Capital adequacy ratios: slide 67



Sharp focus on strategic priorities: 4x4 agenda

Portfolio quality	Monitoring focus	Improvement in portfolio mix
	Concentration risk reduction	Resolution of stress cases
Enhancing franchise	Robust funding profile	Digital leadership & strong customer franchise
	Continued cost efficiency	Focus on capital efficiency including value unlocking

Thank you



Balance sheet: assets

₹ billion	December 31, 2016	September 30, 2017	December 31, 2017
Cash & bank balances	611.67	533.62	558.64
Investments	1,689.87	1,799.35	1,798.07
- <i>SLR investments</i>	<i>1,227.35</i>	<i>1,231.49</i>	<i>1,248.46</i>
- <i>Equity investment in subsidiaries</i>	<i>105.82</i>	<i>102.90</i>	<i>102.90</i>
Advances	4,574.69	4,827.80	5,053.87
Fixed & other assets	701.74	717.25	724.91
- <i>RIDF ¹ and related</i>	<i>260.58</i>	<i>238.71</i>	<i>249.44</i>
Total assets	7,577.97	7,878.02	8,135.49

1. Rural Infrastructure Development Fund



Increasing share of retail loans: slide 13



Equity investment in subsidiaries

₹ billion	December 31, 2016	September 30, 2017	December 31, 2017
ICICI Prudential Life Insurance	33.26	33.26	33.26
ICICI Bank Canada	25.31	22.74	22.74
ICICI Bank UK	18.05	18.05	18.05
ICICI Lombard General Insurance	13.81	13.49	13.49
ICICI Home Finance	11.12	11.12	11.12
ICICI Securities Limited	1.87	1.87	1.87
ICICI Securities Primary Dealership	1.58	1.58	1.58
ICICI AMC	0.61	0.61	0.61
ICICI Venture Funds Mgmt	0.05	0.05	0.05
Others	0.14	0.14	0.14
Total	105.82	102.90	102.90



Consolidated profit & loss statement: slide 41



Balance sheet: liabilities

₹ billion	December 31, 2016	September 30, 2017	December 31, 2017
Net worth	975.14	1,027.88 ¹	1,045.01 ¹
- <i>Equity capital</i>	11.64	12.84	12.85
- <i>Reserves</i>	963.50	1,015.04	1,032.16
Deposits	4,652.84	4,986.43	5,174.03
- <i>Savings</i>	1,654.11	1,784.80	1,858.51
- <i>Current</i>	665.50	683.96	747.84
Borrowings ^{2,3}	1,590.98	1,507.02	1,581.76
Other liabilities	359.01	356.69	334.69
Total liabilities	7,577.97	7,878.02	8,135.49

Credit/deposit ratio of 84.8% on the domestic balance sheet at December 31, 2017

1. Capital and reserves reflect the change due to bonus shares issued by the Bank.
2. Borrowings include preference shares amounting to ₹ 3.50 billion
3. Including impact of exchange rate movement



Loans under RBI resolution schemes¹

September 2017	Standard restructured	Drilldown	Others	Total
Strategic debt restructuring (SDR)				
- Implemented	4.99	24.70	10.10	39.78
- Invoked	0.13	-	0.18	0.31
Change in management outside SDR				
- Implemented	-	55.66	-	55.66
- Invoked	-	9.58	16.55	26.13
Flexible restructuring under the 5/25 scheme				
- Implemented		24.78 ²	1.97	26.75
S4A implemented	0.95	-	2.74	3.69

1. Excludes NPAs
2. Loans aggregating ₹ 17.26 billion also under SDR or change in management outside SDR
3. Represents loans, credit substitutes and shares under S4A package

Loans under RBI resolution schemes at Dec 31, 2017: slide 25



Composition of borrowings

₹ billion	December 31, 2016	September 30, 2017	December 31, 2017
Domestic	713.52	720.25	775.22
- Capital instruments ¹	315.83	296.48	295.38
- Other borrowings	397.62	423.77	479.84
- <i>Long term infrastructure bonds</i>	172.25	194.97	194.92
Overseas ²	877.46	786.77	806.54
- Capital instruments	-	-	-
- Other borrowings	877.46	786.77	806.54
Total borrowings²	1,590.98	1,507.02	1,581.76

1. Includes preference share capital ₹ 3.50 billion
2. Including impact of exchange rate movement

Raised ₹ 4.75 billion by way of issuance of Additional Tier-1 bonds in Q3-2018



Healthy funding mix maintained: slide 15



Extensive franchise

Branches	At Mar 31, 2015	At Mar 31, 2016	At Mar 31, 2017	At Dec 31, 2017	% share at Dec 31, 2017
Metro	1,011	1,159	1,287	1,288	26.5%
Urban	933	997	1,050	1,051	21.6%
Semi urban	1,217	1,341	1,442	1,448	29.8%
Rural	889	953	1,071	1,073	22.1%
Total branches	4,050	4,450	4,850	4,860	100.0%
Total ATMs	12,451	13,766	13,882	14,262	-



Healthy funding mix maintained: slide 15



ICICI Home Finance

₹ billion	FY2017	Q3-2017	Q2-2018	Q3-2018
Loans and advances	89.73	90.03	91.16	94.47
Capital adequacy ratio	27.0%	26.5%	25.6%	24.5%
Net NPA ratio	0.75%	1.43%	2.19%	2.20%

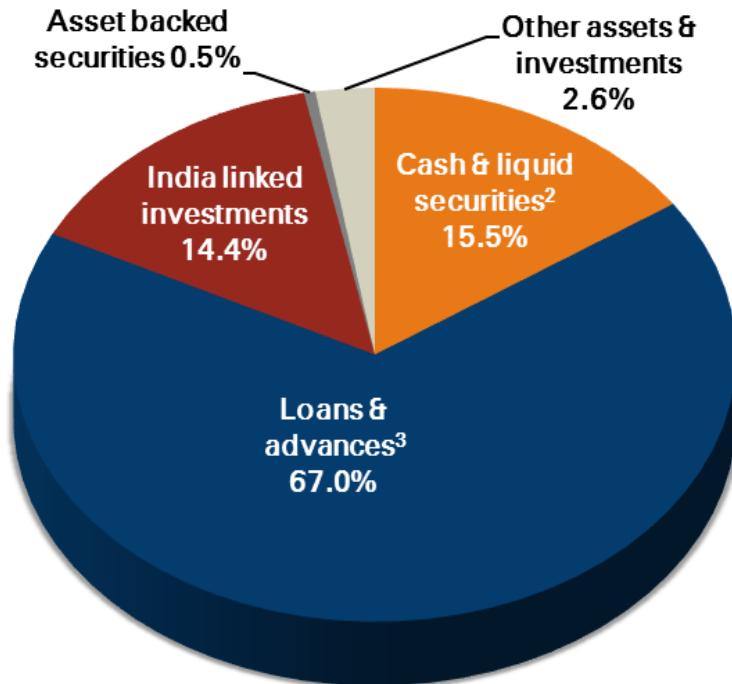


Other subsidiaries: slide 49



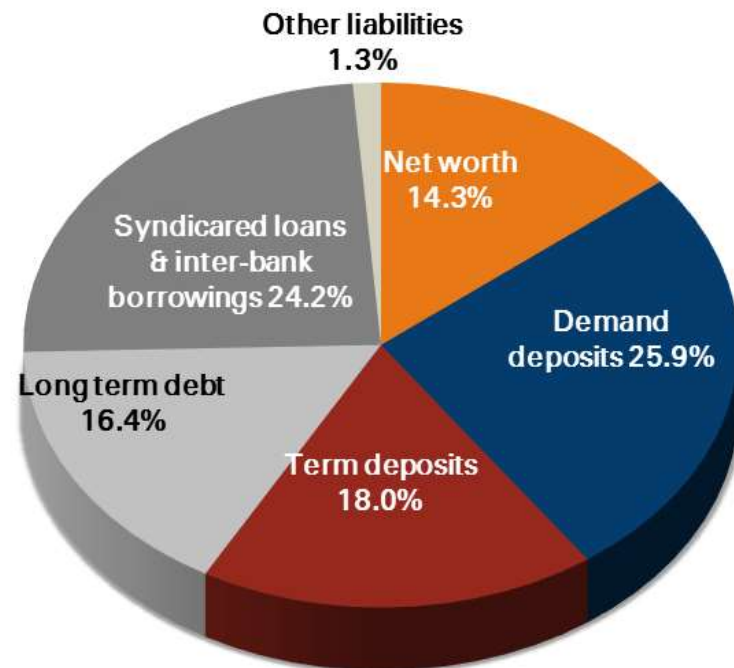
ICICI Bank UK¹

Asset profile



Total assets: USD 3.8 bn

Liability profile

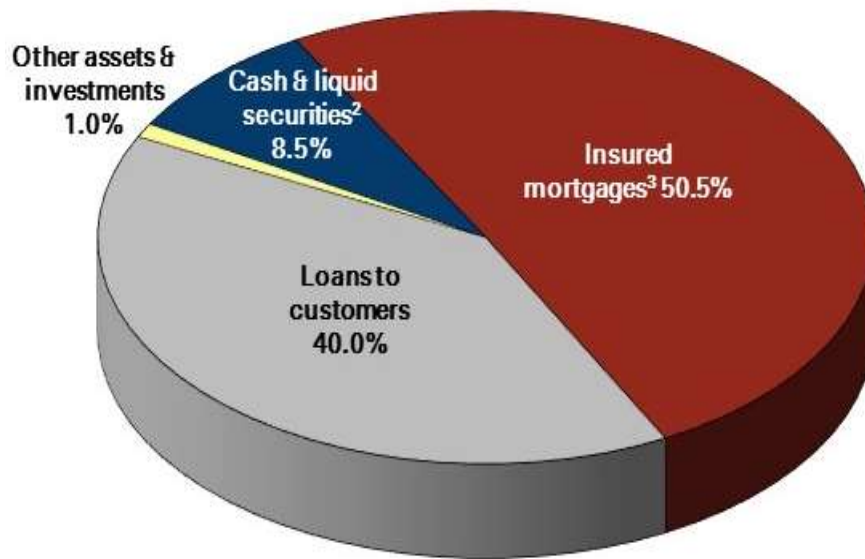


Total liabilities: USD 3.8 bn

1. At December 31, 2017
2. Includes cash & advances to banks, T Bills
3. Includes securities re-classified to loans & advances

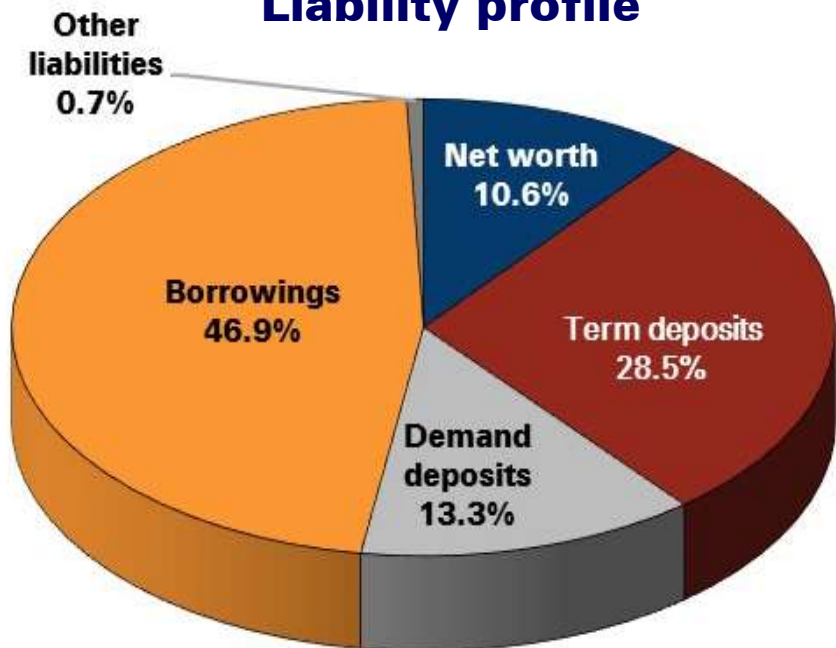
ICICI Bank Canada¹

Asset profile



Total assets: CAD 6.2 bn

Liability profile



Total liabilities: CAD 6.2 bn

1. At Dec 31, 2017
2. Includes cash & placements with banks and government securities
3. Based on IFRS, securitised portfolio of CAD 2,924.9 mn considered as part of insured mortgage portfolio at December 31, 2017
4. As per IFRS, proceeds of CAD 2,891.8 mn from sale of securitised portfolio considered as part of borrowings at September 30, 2017



ICICI Bank Canada key performance highlights: slide 52

ICICI Bank

Consolidated balance sheet

₹ billion	December 31, 2016	September 30, 2017	December 31, 2017
Cash & bank balances	663.53	570.07	617.22
Investments	3,047.21	3,400.52	3,450.38
Advances	5,107.04	5,382.04	5,597.41
Fixed & other assets	811.19	856.05	871.76
Total assets	9,628.97	10,208.68	10,536.77
Net worth ¹	1,020.32	1,081.04	1,100.83
Minority interest	45.36	56.29	57.62
Deposits	4,895.21	5,217.81	5,403.87
Borrowings	2,000.27	1,995.42	2,042.54
Liabilities on policies in force	1,070.90	1,230.08	1,307.46
Other liabilities	596.91	628.04	624.45
Total liabilities	9,628.97	10,208.68	10,536.77

1. Capital and reserves reflect the change due to bonus shares issued by the Bank.



Key ratios (consolidated): slide 42



Standalone capital adequacy

Basel III	September 30, 2017 ¹		December 31, 2017 ¹	
	₹ billion	%	₹ billion	%
Total capital	1,100.40	17.56%	1,100.61	17.65%
- Tier I	908.50	14.50%	908.54	14.57%
- of which: CET1	859.91	13.72%	854.66	13.71%
- Tier II	191.90	3.06%	192.07	3.08%
Risk weighted assets	6,267.62		6,235.52	
- On balance sheet	5,427.82		5,436.10	
- Off balance sheet	839.80		799.42	

1. In line with the applicable guidelines, the Basel III capital ratios reported by the Bank for the interim periods do not include profits for the period

Including the profits for 9M-2018, the standalone capital adequacy ratio for the Bank as per Basel III norms would have been 18.10%, the Tier I ratio would have been 15.04% and CET1 ratio would have been 14.19% at December 31, 2017



Consolidated capital adequacy

Basel III	September 30, 2017 ¹	December 31, 2017 ¹
	%	%
Total capital	17.14%	17.24%
- Tier I	14.30%	14.37%
- Tier II	2.84%	2.87%

1. In line with the applicable guidelines, the Basel III capital ratios reported by the Bank for the interim periods do not include profits for the period

Including the profits for 9M-2018, the consolidated capital adequacy ratio for the Bank as per Basel III norms would have been 17.72% and the Tier I ratio would have been 14.87% at December 31, 2017

