



# **Q3-2015: Performance review**

**January 30, 2015**

***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](http://www.icicibank.com)***



# Q3-2015: Performance highlights

## Profitability

- 14.1% increase in standalone profit after tax from ₹ 25.32 bn in Q3-2014 (October-December 2013) to ₹ 28.89 bn in Q3-2015 (October-December 2014)
  - Net interest income increased by 13.1% year-on-year; net interest margin improved from 3.32% in Q3-2014 to 3.46% in Q3-2015
- 13.7% increase in consolidated profit after tax from ₹ 28.72 bn in Q3-2014 to ₹ 32.65 bn in Q3-2015; consolidated return on average networth (annualised) at 15.5%



# Q3-2015: Performance highlights

## Balance sheet

- Advances increased by 12.8% year-on-year to ₹ 3,753.45 billion at December 31, 2014
  - Retail advances growth at 25.6% year-on-year at December 31, 2014
- Period end CASA ratio at 44.0% at December 31, 2014 compared to 43.3% at December 31, 2013 and 43.7% at September 30, 2014
  - Average CASA ratio at 39.3% for Q3-2015
- Net NPA ratio at 1.12% at December 31, 2014 (September 30, 2014: 0.96%; December 31, 2013: 0.81%)



## Standalone results



# Profit & loss statement

₹ billion	FY 2014	Q3- 2014	9M- 2014	Q2- 2015	Q3- 2015	9M- 2015	Q3-o-Q3 growth
NII	164.75	42.55	121.19	46.57	48.12	139.60	13.1%
Non-interest income <sup>1</sup>	104.28	28.01	74.52	27.38	30.91	86.80	10.4%
- Fee income	77.58	19.97	57.84	21.03	21.10	61.50	5.7%
- Other income	16.53	3.57	8.97	4.98	5.38	15.63	50.7%
- Treasury income	10.17	4.47	7.71	1.37	4.43	9.67	-0.9%
<b>Total income</b>	<b>269.03</b>	<b>70.56</b>	<b>195.71</b>	<b>73.95</b>	<b>79.03</b>	<b>226.40</b>	<b>12.0%</b>
Operating expenses	103.09	26.17	74.30	26.97	28.66	83.88	9.5%
<b>Operating profit</b>	<b>165.94</b>	<b>44.39</b>	<b>121.41</b>	<b>46.98</b>	<b>50.37</b>	<b>142.52</b>	<b>13.5%</b>

1. Includes ₹ 2.22 billion, ₹ 1.65 billion and ₹ 1.92 billion of net exchange rate gains relating to overseas operations in FY2014, Q2-2015 and Q3-2015 respectively

# Profit & loss statement

₹ billion	FY 2014	Q3- 2014	9M- 2014	Q2- 2015	Q3- 2015	9M- 2015	Q3-o-Q3 growth
<b>Operating profit</b>	<b>165.94</b>	<b>44.39</b>	<b>121.41</b>	<b>46.98</b>	<b>50.37</b>	<b>142.52</b>	<b>13.5%</b>
Provisions	26.26	6.95	19.13	8.50	9.80	25.56	41.0%
<b>Profit before tax</b>	<b>139.68</b>	<b>37.44</b>	<b>102.28</b>	<b>38.48</b>	<b>40.57</b>	<b>116.96</b>	<b>8.4%</b>
Tax	41.58	12.12	30.70	11.39	11.68	34.43	(3.6)%
<b>Profit after tax</b>	<b>98.10</b>	<b>25.32</b>	<b>71.58</b>	<b>27.09</b>	<b>28.89</b>	<b>82.53</b>	<b>14.1%</b>

# Key ratios

## Movement in yield, costs & margins (Percent)

Yield on total interest earning assets<sup>1</sup>

Cost of funds<sup>1</sup>

Net interest margin<sup>1</sup>

FY 2014	Q3-2014	9M-2014	Q2-2015	Q3-2015	9M-2015
8.92	8.94	8.91	8.93	8.94	8.92
6.21	6.21	6.21	6.16	6.17	6.17
3.33	3.32	3.30	3.42	3.46	3.43

## Percent

Return on average networth<sup>1</sup>

Return on average assets<sup>1</sup>

Weighted average EPS<sup>1,2</sup>

Book value (₹)<sup>2</sup>

Fee to income

Cost to income

Average CASA ratio

FY 2014	Q3-2014	9M-2014	Q2-2015	Q3-2015	9M-2015
13.7	13.7	13.4	13.9	14.3	14.1
1.76	1.75	1.73	1.82	1.90	1.85
17.0	17.4	16.5	18.6	19.8	18.9
127	128	128	136	141	141
28.9	28.3	29.6	28.4	26.7	27.2
38.2	37.0	37.9	36.5	36.3	37.1
39.4	39.1	39.5	39.5	39.3	39.4

1. Annualised for all interim periods
2. One equity share of ₹ 10 has been sub-divided into five equity shares of ₹ 2 each. Accordingly, book value & EPS have been restated for all the previous periods





# Balance sheet: Assets

₹ billion	December 31, 2013	September 30, 2014	December 31, 2014	Y-o-Y growth
Cash & bank balances	325.26	473.78	333.91	2.7%
Investments	1,719.85	1,735.91	1,763.79	2.6%
- SLR investments	999.45	997.25	1,025.10	2.6%
- Equity investment in subsidiaries	120.23	120.23	120.23	-
- RIDF <sup>1</sup> and related	222.54	240.89	267.28	20.1%
Advances	3,326.32	3,617.57	3,753.45	12.8%
Fixed & other assets	369.83	284.17	319.83	(13.5)%
<b>Total assets</b>	<b>5,741.26</b>	<b>6,111.43</b>	<b>6,170.98</b>	<b>7.5%</b>

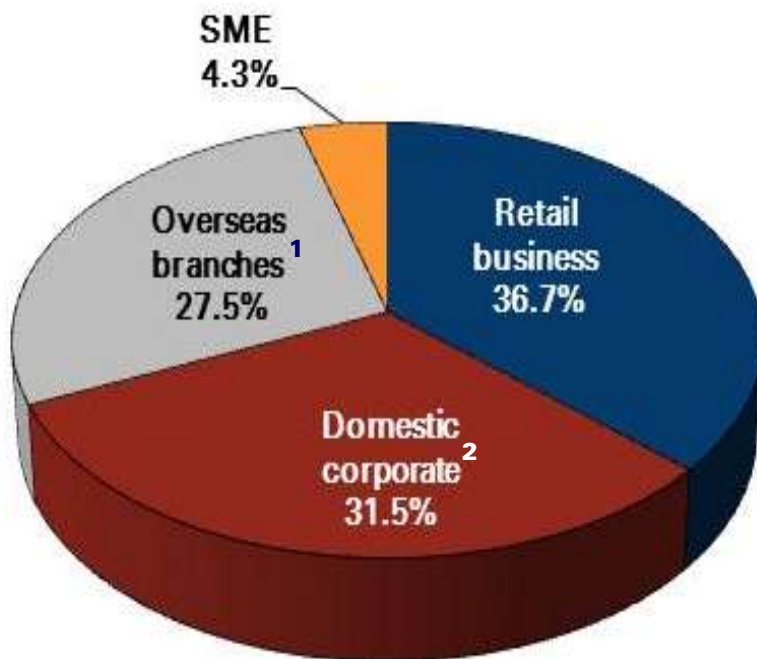
- Net investment in security receipts of asset reconstruction companies was ₹ 7.68 bn at December 31, 2014 (September 30, 2014: ₹ 7.77 bn)



1. Rural Infrastructure Development Fund

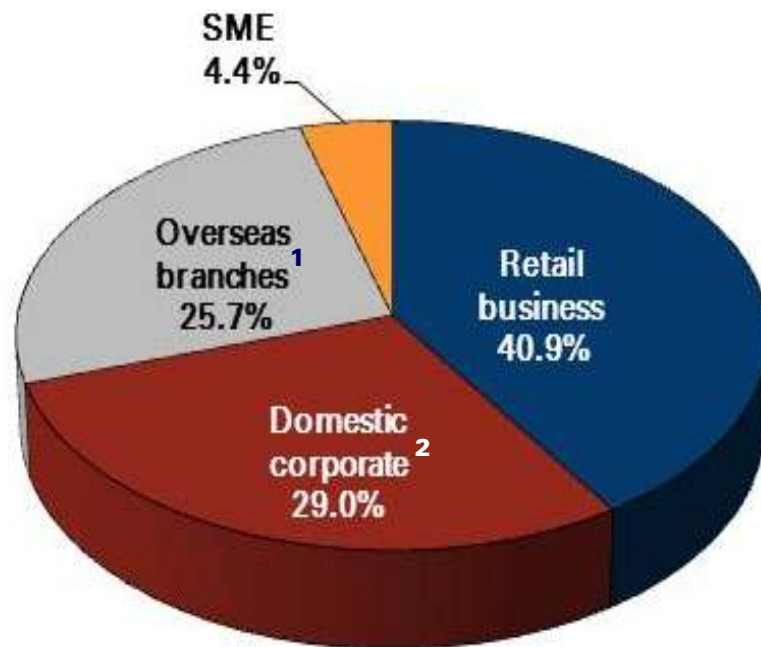
# Composition of loan book (y-o-y)

**December 31, 2013**



**Total loan book: ₹ 3,326 bn**

**December 31, 2014**



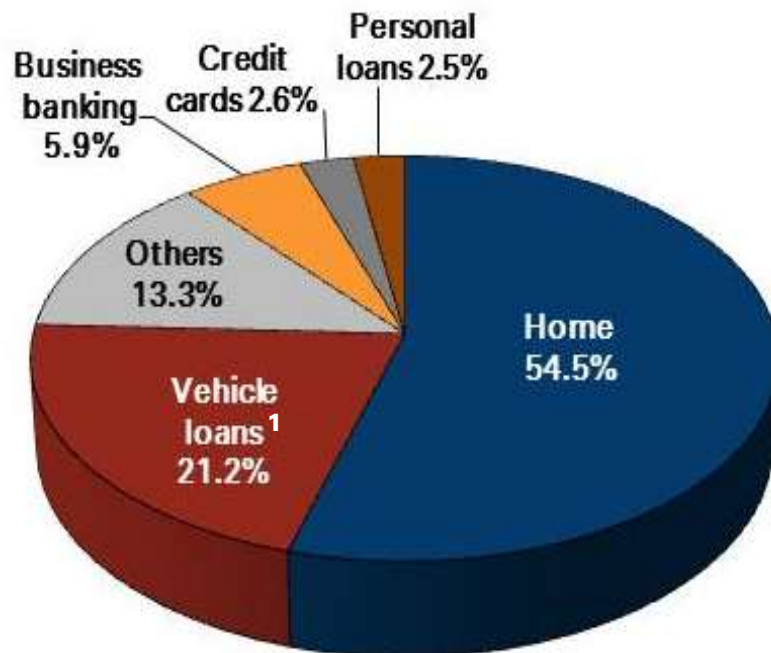
**Total loan book: ₹ 3,753 bn**

1. Including impact of exchange rate movement
2. Domestic corporate loans include builder finance

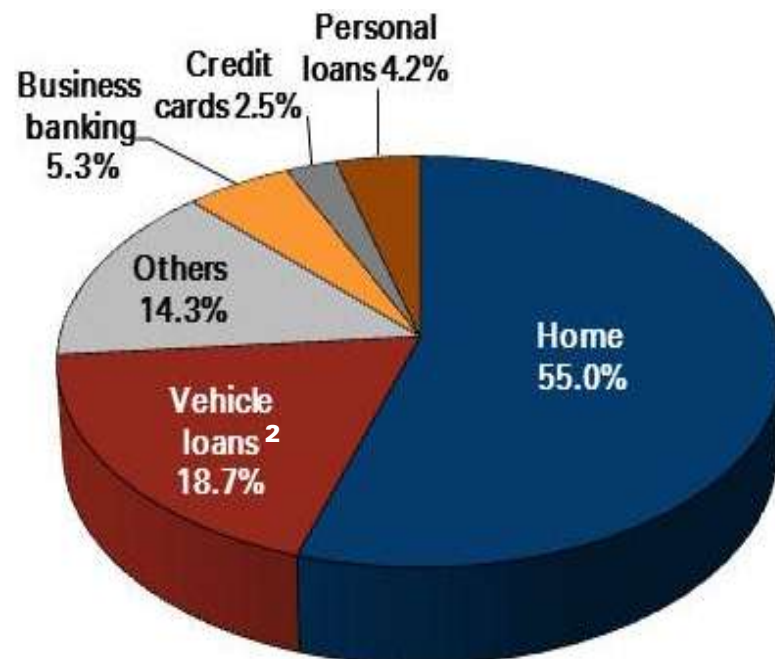


# Composition of retail loan book (y-o-y)

**December 31, 2013**



**December 31, 2014**



**Total retail loan book: ₹ 1,222 bn**

**Total retail loan book: ₹ 1,535 bn**

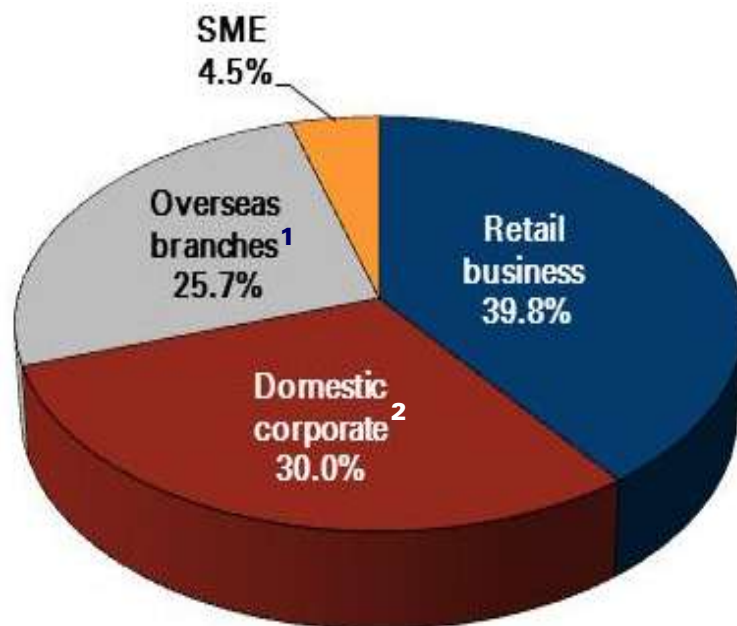
- Total retail advances growth of 25.6% y-o-y at December 31, 2014

1. December 31, 2013 :Vehicle loans includes auto loans 11.0%, commercial business 10.2%
2. December 31, 2014: Vehicle loans includes auto loans 11.6%, commercial business 7.1%



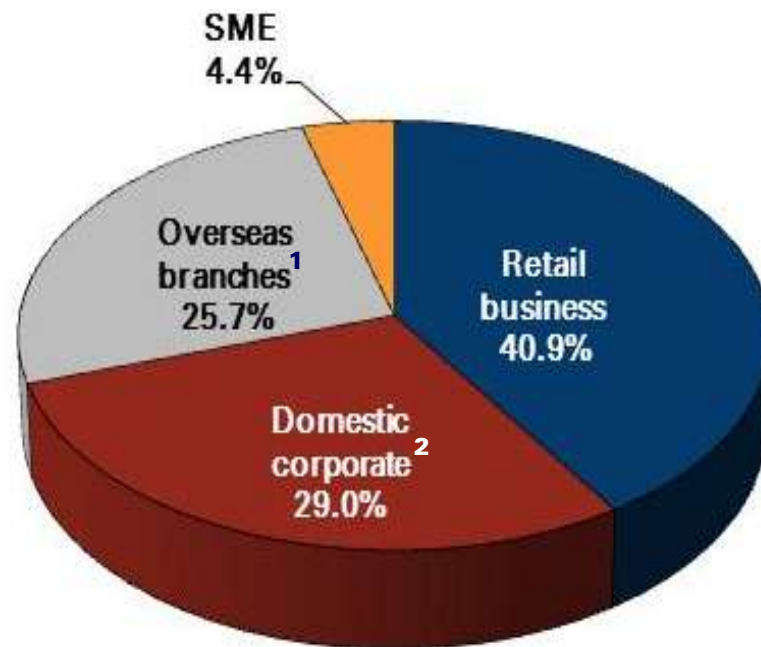
# Composition of loan book (q-o-q)

**September 30, 2014**



**Total loan book: ₹ 3,618 bn**

**December 31, 2014**



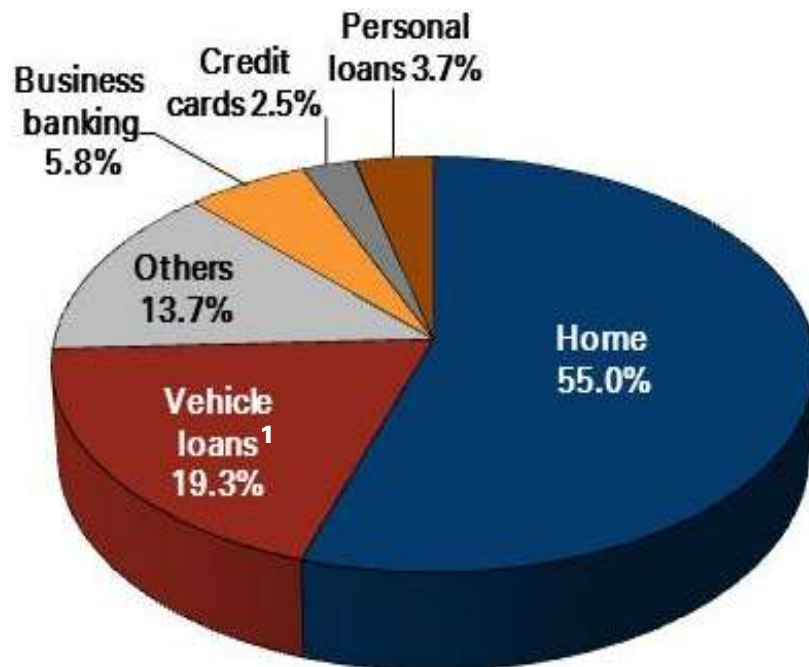
**Total loan book: ₹ 3,753 bn**

1. Including impact of exchange rate movement
2. Domestic corporate loans include builder finance

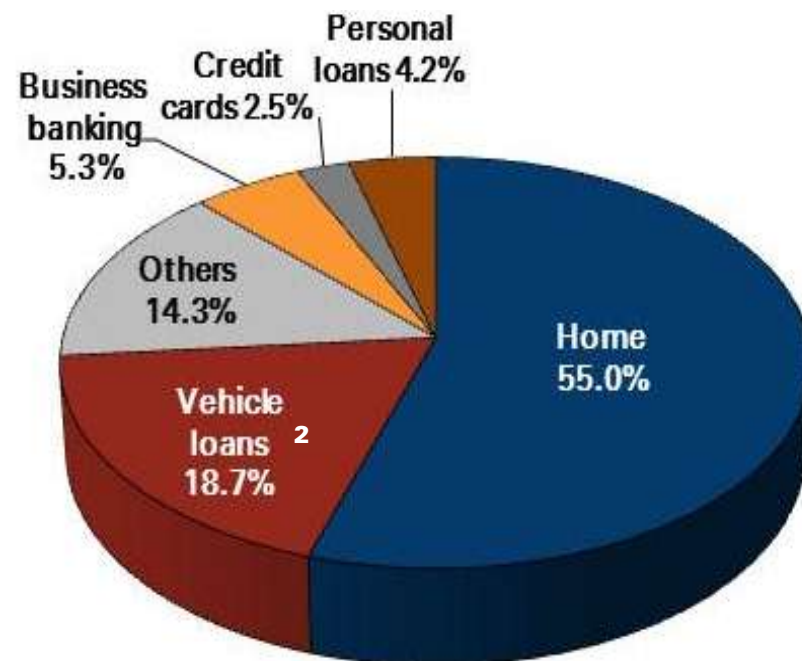


# Composition of retail loan book (q-o-q)

**September 30, 2014**



**December 31, 2014**



**Total retail loan book: ₹ 1,441 bn**

**Total retail loan book: ₹ 1,535 bn**

1. September 30, 2014: Vehicle loans includes auto loans 11.6%, commercial business 7.7%
2. December 31, 2014: Vehicle loans includes auto loans 11.6%, commercial business 7.1%



# Equity investment in subsidiaries

₹ billion	December 31, 2013	September 30, 2014	December 31, 2014
ICICI Prudential Life Insurance	35.93	35.93	35.93
ICICI Bank Canada	30.51	30.51	30.51
ICICI Bank UK	21.20	21.20	21.20
ICICI Lombard General Insurance	14.22	14.22	14.22
ICICI Home Finance	11.12	11.12	11.12
ICICI Bank Eurasia LLC	3.00	3.00	3.00
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
<b>Total</b>	<b>120.23</b>	<b>120.23</b>	<b>120.23</b>





# Balance sheet: Liabilities

₹ billion	December 31, 2013	September 30, 2014	December 31, 2014	Y-o-Y growth
Net worth	740.57	788.77	818.21	10.5%
- <i>Equity capital</i>	11.55	11.57	11.59	0.3%
- <i>Reserves</i>	729.02	777.20	806.62	10.6%
Deposits	3,169.70	3,520.55	3,553.40	12.1%
- <i>Savings</i>	957.25	1,056.07	1,105.33	15.5%
- <i>Current</i>	414.41	481.18	459.16	10.8%
Borrowings <sup>1,2</sup>	1,509.40	1,503.49	1,529.94	1.4%
Other liabilities	321.59	298.62	269.43	(16.2)%
<b>Total liabilities</b>	<b>5,741.26</b>	<b>6,111.43</b>	<b>6,170.98</b>	<b>7.5%</b>

1. Borrowings include preference shares amounting to ₹ 3.50 bn

2. Including impact of exchange rate movement

- Credit/deposit ratio of 81.2% on the domestic balance sheet at December 31, 2014



# Composition of borrowings

₹ billion	December 31, 2013	September 30, 2014	December 31, 2014
Domestic	692.17	632.28	649.42
- Capital instruments <sup>1</sup>	386.88	386.72	388.10
- Other borrowings	305.29	245.56	261.32
- <i>Long term infrastructure bonds</i>	-	45.89	45.89
Overseas <sup>2</sup>	817.23	871.21	880.52
- Capital instruments	20.97	20.97	21.41
- Other borrowings	796.26	850.25	859.11
<b>Total borrowings<sup>2</sup></b>	<b>1,509.40</b>	<b>1,503.49</b>	<b>1,529.94</b>

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

- Capital instruments constitute 59.8% of domestic borrowings





# Capital adequacy

Standalone Basel III	September 30, 2014		December 31, 2014	
	₹ bn	%	₹ bn	%
Total Capital	885.55	16.64%	888.61	16.39%
- Tier I	637.59	11.98%	638.72	11.78%
- Tier II	247.96	4.66%	249.89	4.61%
Risk weighted assets	5,321.74		5,421.06	
- On balance sheet	4,200.23		4,336.01	
- Off balance sheet	1,121.51		1,085.05	

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
2. Capital ratios at September 30, 2014 & December 31, 2014 include the impact of credit value adjustment on derivative exposures & capital charge required for borrowers with unhedged foreign currency exposures, in accordance with the RBI guidelines

- Including the profits for 9M-2015, the capital adequacy ratio for the Bank as per Basel III norms would have been 17.57% and the Tier I ratio would have been 12.96%



# Asset quality and provisioning

₹ billion	December 31, 2013	September 30, 2014	December 31, 2014
Gross NPAs	104.48	116.95	132.31
Less: Cumulative provisions	73.27	76.99	84.00
Net NPAs	31.21	39.97	48.31
Net NPA ratio	0.81%	0.96%	1.12%

- Gross retail NPLs at ₹ 34.94 bn and net retail NPLs at ₹ 9.33 bn at December 31, 2014 compared to ₹ 44.43 bn and ₹ 7.88 bn respectively at December 31, 2013
- Provisioning coverage ratio of 63.5% at December 31, 2014 computed in accordance with RBI guidelines
- Net loans to companies whose facilities have been restructured at ₹ 120.52 bn at December 31, 2014 compared to ₹ 110.20 bn at September 30, 2014 and ₹ 86.02 bn at December 31, 2013
- Outstanding general provision on standard assets: ₹ 22.70 bn at December 31, 2014



# Movement of NPA

₹ billion	Q3-2014	Q2-2015	Q3-2015
Opening gross NPA	100.78	110.01	116.95
Add: Gross additions	12.30	16.73	22.79
- of which: slippages from restructured assets	3.93	8.02	7.76
Less: Gross deletions	3.56	4.40	5.07
Net additions	8.74	12.33	17.72
Less: Write-offs & sale	5.04	5.39	2.36
Closing balance of gross NPAs	104.48	116.95	132.31
Gross NPA ratio <sup>1</sup>	2.66%	2.74%	3.00%

- The aggregate net NPAs and net restructured loans increased by ₹ 30.24 billion from ₹ 138.59 billion at March 31, 2014 to ₹ 168.83 billion at December 31, 2014

1. Based on customer assets



# Distribution network

Branches	At March 31, 2012	At March 31, 2013	At March 31, 2014	At Dec 31, 2014	% of mix at Dec 31, 2014
Metro	816	865	935	959	24.9%
Urban	720	782	865	892	23.2%
Semi urban	904	989	1,114	1,138	29.6%
Rural	312	464	839	861	22.4%
<b>Total branches</b>	<b>2,752</b>	<b>3,100</b>	<b>3,753</b>	<b>3,850</b>	<b>100.0%</b>
ATMs					
<b>Total ATMs</b>	<b>9,006</b>	<b>10,481</b>	<b>11,315</b>	<b>12,091</b>	-

## Consolidated results



# Consolidated profit & loss statement

₹ billion	FY 2014	Q3-2014	9M-2014	Q2-2015	Q3-2015	9M-2015	Q3-o-Q3 growth
NII	197.69	50.94	145.31	55.52	57.06	166.09	12.0%
Non-interest income	300.85	77.04	212.78	85.51	91.45	246.16	18.7%
- Fee income	87.75	22.76	65.45	24.32	24.87	71.96	9.3%
- Premium income	193.32	47.68	133.55	55.38	56.27	151.06	18.0%
- Other income	19.78	6.60	13.78	5.81	10.31	23.14	56.3%
<b>Total income</b>	<b>498.54</b>	<b>127.98</b>	<b>358.09</b>	<b>141.03</b>	<b>148.51</b>	<b>412.25</b>	<b>16.0%</b>
Operating expenses	306.67	76.68	214.91	86.14	87.83	245.50	14.5%
<b>Operating profit</b>	<b>191.87</b>	<b>51.30</b>	<b>143.18</b>	<b>54.89</b>	<b>60.68</b>	<b>166.75</b>	<b>18.3%</b>

# Consolidated profit & loss statement

₹ billion	FY 2014	Q3-2014	9M-2014	Q2-2015	Q3-2015	9M-2015	Q3-o-Q3 growth
<b>Operating profit</b>	<b>191.87</b>	<b>51.30</b>	<b>143.18</b>	<b>54.89</b>	<b>60.68</b>	<b>166.75</b>	<b>18.3%</b>
Provisions	29.00	7.58	20.88	9.16	12.35	29.65	62.9%
<b>Profit before tax</b>	<b>162.87</b>	<b>43.72</b>	<b>122.30</b>	<b>45.73</b>	<b>48.33</b>	<b>137.10</b>	<b>10.5%</b>
Tax	46.10	13.45	34.26	13.32	13.66	40.20	1.6%
Minority interest	6.36	1.55	4.87	1.76	2.02	5.28	30.3%
<b>Profit after tax</b>	<b>110.41</b>	<b>28.72</b>	<b>83.17</b>	<b>30.65</b>	<b>32.65</b>	<b>91.62</b>	<b>13.7%</b>

# Consolidated balance sheet

₹ billion	December 31, 2013	September 30, 2014	December 31, 2014	Y-o-Y growth
Cash & bank balances	403.27	542.00	404.81	0.4%
Investments	2,588.37	2,769.01	2,865.19	10.7%
Advances	3,839.31	4,109.81	4,270.84	11.2%
Fixed & other assets	441.41	364.44	390.07	(11.6)%
<b>Total assets</b>	<b>7,272.36</b>	<b>7,785.26</b>	<b>7,930.91</b>	<b>9.1%</b>
Net worth	772.97	827.56	860.04	11.3%
Minority interest	19.67	22.35	24.11	22.6%
Deposits	3,450.19	3,790.15	3,810.27	10.4%
Borrowings	1,823.07	1,833.83	1,917.44	5.2%
Liabilities on policies in force	717.06	846.83	884.00	23.3%
Other liabilities	489.409	464.54	435.05	(11.1)%
<b>Total liabilities</b>	<b>7,272.36</b>	<b>7,785.26</b>	<b>7,930.91</b>	<b>9.1%</b>





# Key ratios (consolidated)

Percent	FY 2014	Q3- 2014	9M- 2014	Q2- 2015	Q3- 2015	9M- 2015
Return on average network <sup>1,2</sup>	14.9	15.0	15.1	15.1	15.5	15.1
Weighted average EPS (₹) <sup>2,3</sup>	19.1	19.7	19.1	21.0	22.4	21.0
Book value (₹) <sup>3</sup>	132	134	134	143	148	148

1. Based on quarterly average network
2. Annualised for all interim periods
3. One equity share of ₹ 10 has been sub-divided into five equity shares of ₹ 2 each. Accordingly, book value & EPS have been restated for all the previous periods

Consolidated Basel III (Percent)	September 30, 2014 <sup>1</sup>	December 31, 2014 <sup>1</sup>
Total Capital	17.22%	16.83%
- Tier I	12.27%	11.97%
- Tier II	4.95%	4.86%

- Including the profits for 9M-2015, the capital adequacy ratio on the consolidated basis as per Basel III norms would have been 17.99% and the Tier I ratio would have been 13.13%

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

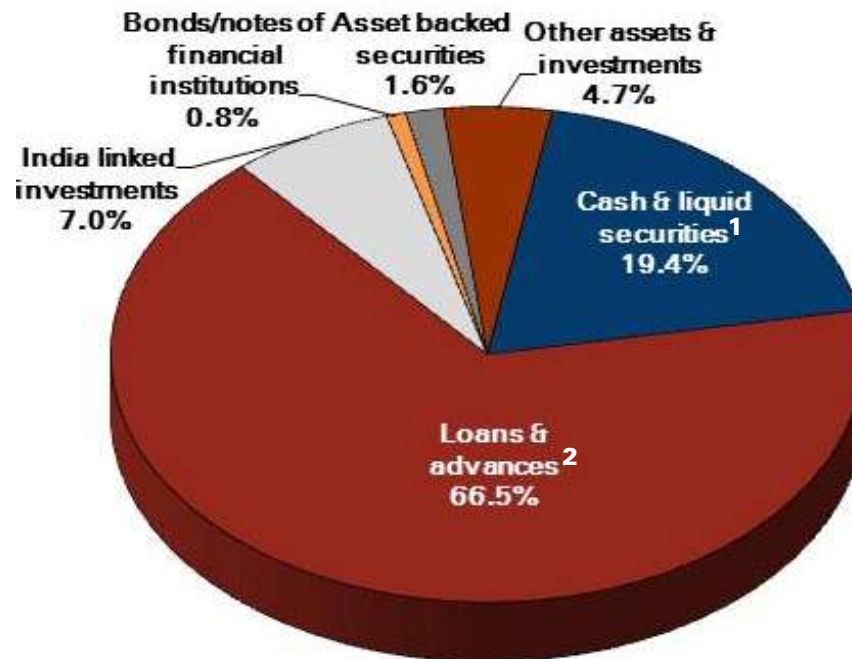


## Overseas subsidiaries



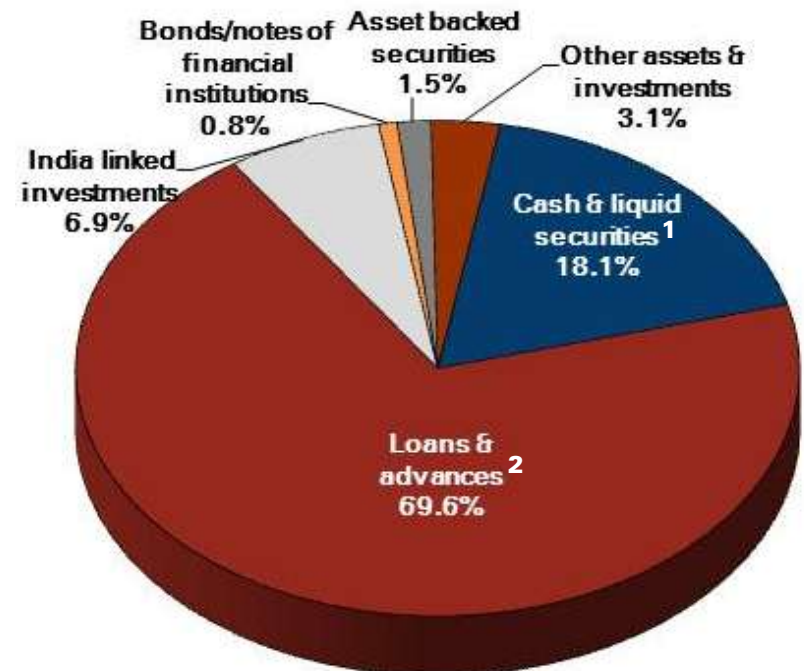
# ICICI Bank UK asset profile

**September 30, 2014**



**Total assets: USD 4.2 bn**

**December 31, 2014**



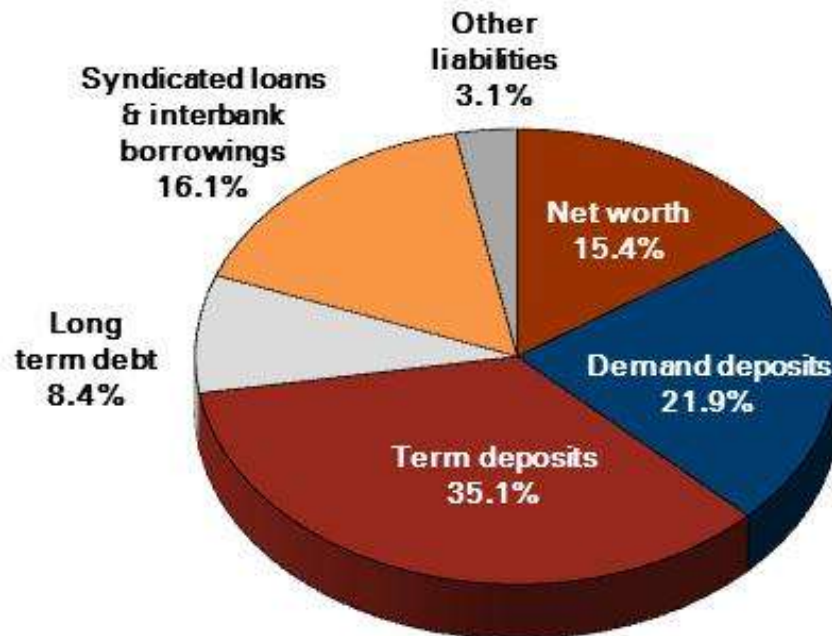
**Total assets: USD 4.2 bn**

1. Includes cash & advances to banks, T Bills
2. Includes securities re-classified to loans & advances



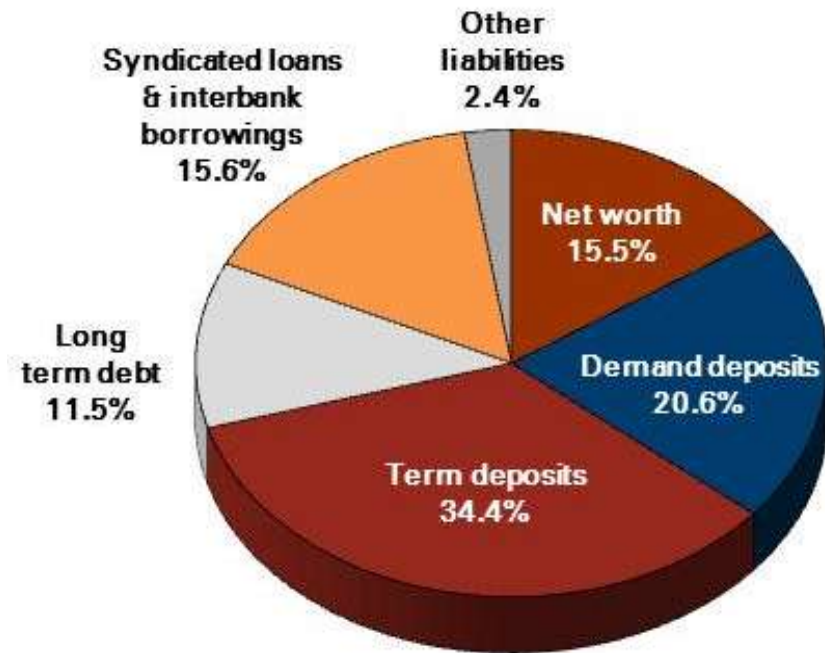
# ICICI Bank UK liability profile

**September 30, 2014**



**Total liabilities: USD 4.2 bn**

**December 31, 2014**



**Total liabilities: USD 4.2 bn**

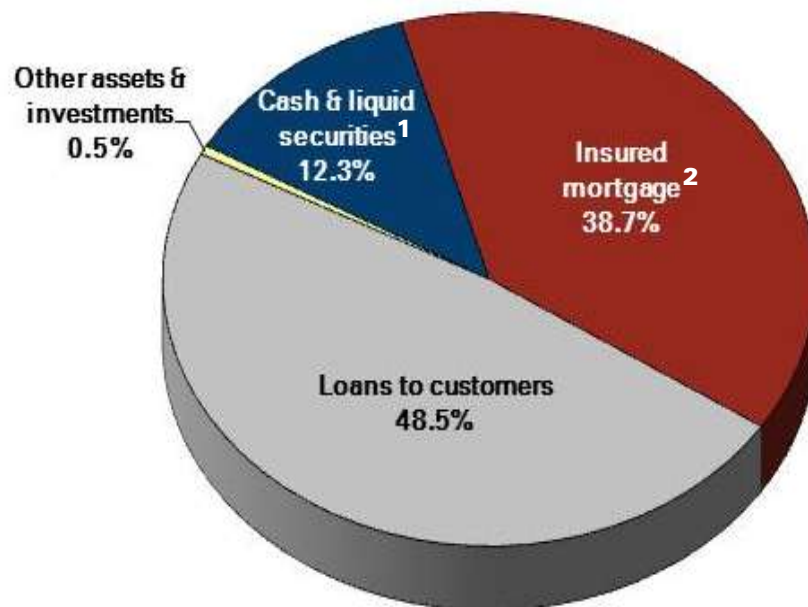
- Profit after tax of USD 6.1 mn in Q3-2015 compared to USD 8.5 mn in Q3-2014 and USD 5.1 million in Q2-2015
- Capital adequacy ratio at 21.8%
- Proportion of retail term deposits in total deposits at 42% at December 31, 2014



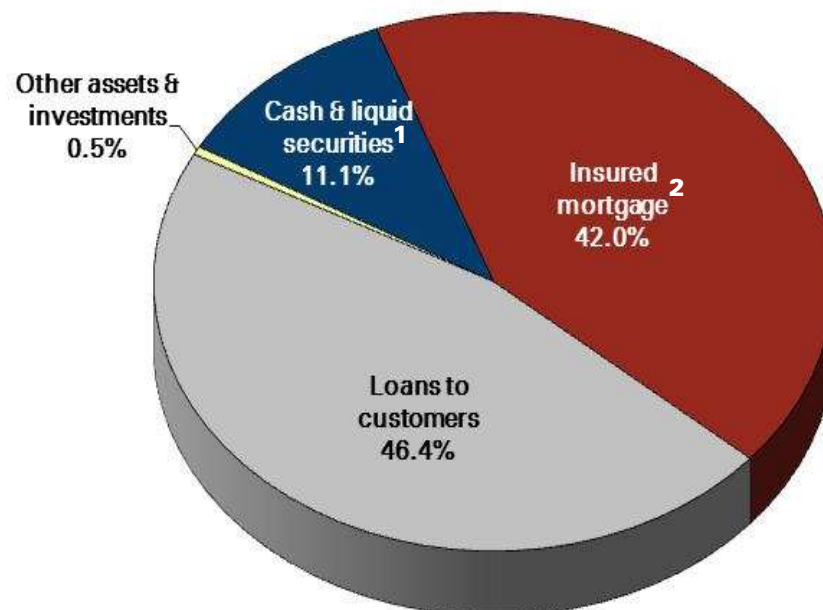
# ICICI Bank Canada asset profile

**September 30, 2014**

**December 31, 2014**



**Total assets: CAD 5.5 bn**



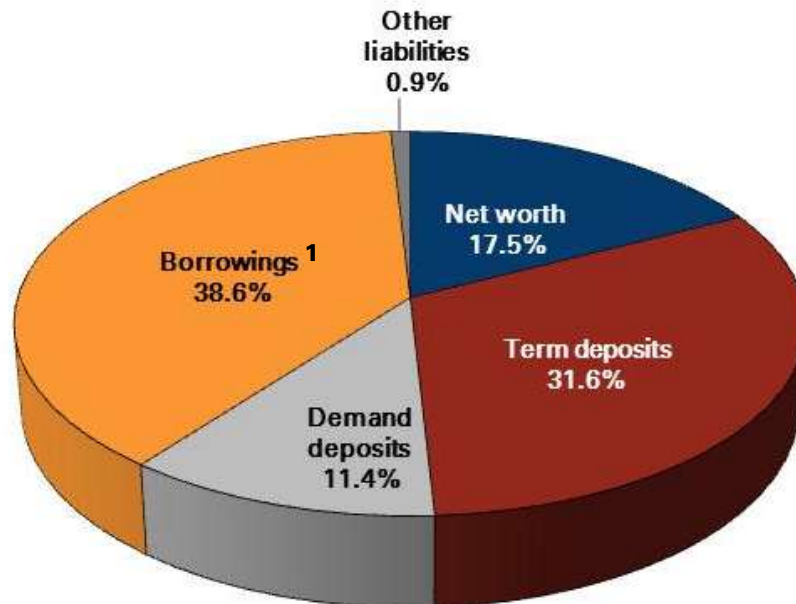
**Total assets: CAD 5.6 bn**

1. Includes cash & advances to banks and government securities
2. Based on IFRS, securitised portfolio of CAD 2,051 mn and CAD 2,316 mn considered as part of Insured mortgage portfolio at September 30, 2014 and December 31, 2014 respectively



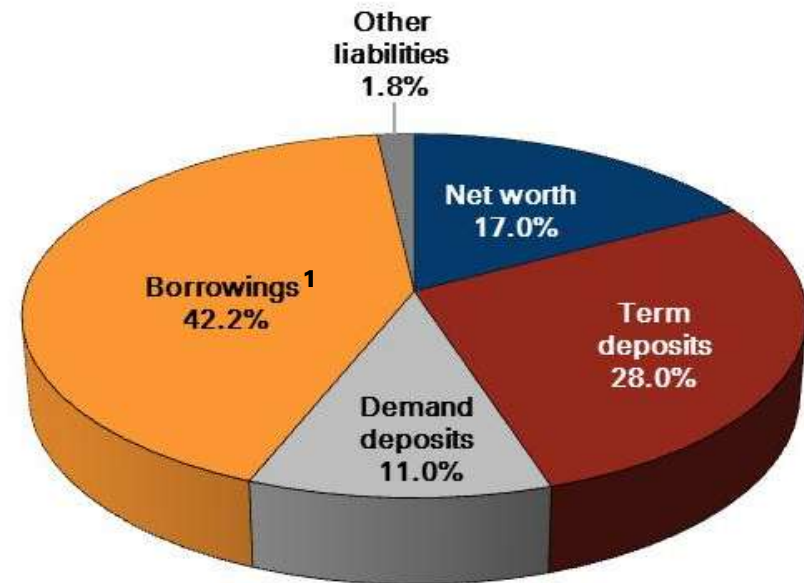
# ICICI Bank Canada liability profile

**September 30, 2014**



**Total liabilities: CAD 5.5 bn**

**December 31, 2014**



**Total liabilities: CAD 5.6 bn**

- Profit after tax of CAD 3.0 mn in Q3-2015 compared to CAD 10.0 mn in Q3-2014 and CAD 9.2 mn in Q2-2015
- Capital adequacy ratio at 33.2%

1. As per IFRS, proceeds of CAD 2,069 mn and CAD 2,331 mn from sale of securitised portfolio considered as part of borrowings at September 30, 2014 and December 31, 2014 respectively





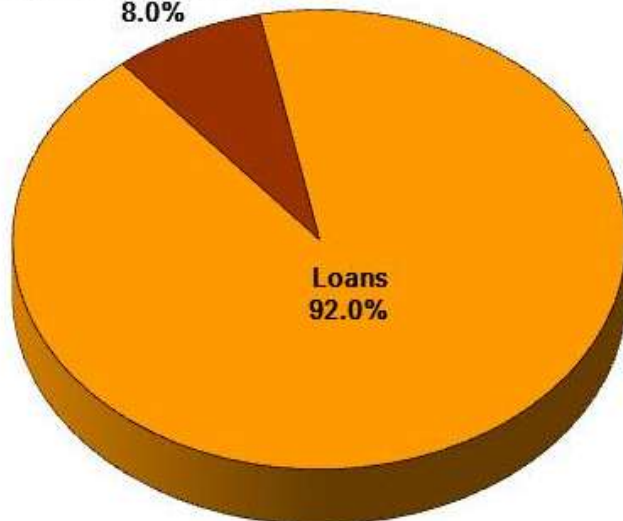
## Domestic subsidiaries



# ICICI Home Finance

**September 30, 2014**

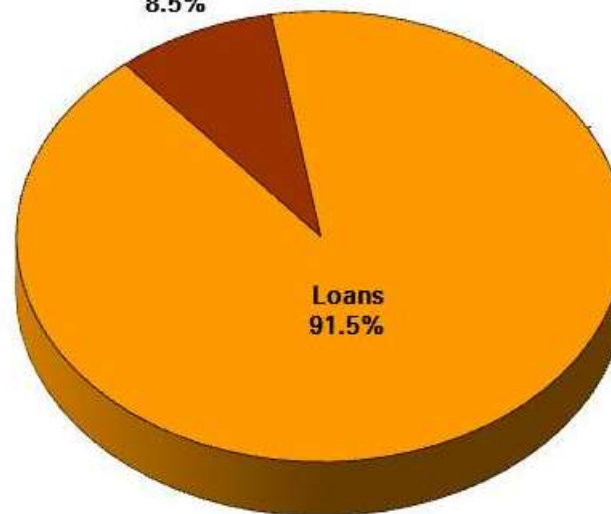
Investments and other assets  
8.0%



**Total assets: ₹ 77.32 bn**

**December 31, 2014**

Investments and other assets  
8.5%



**Total assets: ₹ 80.80 bn**

- Profit after tax of ₹ 497.5 mn in Q3-2015 compared to ₹ 516.7 mn in Q3-2014
- Capital adequacy ratio of 27.3% at December 31, 2014
- Net NPA ratio: 0.8%
- At December 31, 2014: Net worth ₹ 14.93 bn; Deposits ₹ 2.81 bn and Borrowings & other liabilities ₹ 63.07 bn





# ICICI Life

₹ billion	Q3-2014	Q3-2015	FY2014
New business received premium	9.33	13.59	37.60
Renewal premium	20.95	25.17	86.69
Total premium	30.28	38.76	124.29
Annualised premium equivalent (APE)	8.68	12.90	34.44
New Business Profit (NBP) <sup>1</sup>	0.95	1.47	4.27
NBP margin	10.9%	11.4%	12.4%
Statutory profit	4.28	4.62	15.67
Assets Under Management	773.93	945.93	805.97
Expense ratio <sup>2</sup>	18.2%	15.7%	18.8%

- Sustained leadership in private space with an overall market share of 10.3%<sup>3</sup> for H1-2015
  - Private sector market share increased to 23.6% in H1-2015 from 19.9% in H1-2014

1. On Traditional Embedded Value basis; post tax
2. All expenses (including commission) / (Total premium – 90% of single premium)
3. Source: IRDA (new business retail weighted premium)



# ICICI General

₹ billion	Q3-2014	Q3-2015	FY2014
Gross premium <sup>1</sup>	17.38	17.08	71.34
PAT	0.76	1.76	5.11

1. Excluding remittances from motor declined pool and including premium on reinsurance accepted

# Other subsidiaries

Profit after tax (₹ billion)	Q3-2014	Q3-2015	FY2014
ICICI Prudential Asset Management	0.47	0.67	1.83
ICICI Securities Primary Dealership	0.48	0.75	1.32
ICICI Securities (Consolidated)	0.35	0.76	0.91
ICICI Venture	0.04	0.05	0.33

- ICICI AMC: 42.6% year-on-year increase in profit after tax to ₹ 0.67 billion in Q3-2015
  - Sustained market position as 2nd largest AMC in India
- Profit after tax for ICICI Securities increased from ₹ 0.35 billion in Q3-2014 to ₹ 0.76 billion in Q3-2015

**Thank you**

