



IndusInd Bank

Investor Presentation

April 16, 2015

Q4 – FY15 Performance Highlights

- Key performance vectors remained stable
- Q-o-Q PAT growth ramps up to 11 per cent
- Non-Interest Income to revenue remains healthy at 42% with Core Fee growth at 29%
- NIM slightly higher at 3.68% sequentially
- Credit growth above industry - 25% Y-o-Y and 8% Q-o-Q
- Net NPA 0.31%
- Credit cost 13 bps for quarter
- Accelerated the pace of investment in branches - 199 branches opened during the year taking total branches at 801.



Plan vs Outcome

Planning Cycle 3 (2014-17)

			Q4-FY 15 Outcome
Resulting in	Loan Growth	▶ 25% - 30%	25%
	CASA Growth	▶ CASA > 35%	34%
	Fee Growth Core Fee Growth	▶ Exceed Loan Growth	26% 29%
	Branch Network	▶ To Double from 602	801
	Customer Base	▶ To Double	On track



Planning Cycle 3:Key New Initiatives

Tractor Financing

**Targeting “S” of
SME**

Retail Trade / FX

**Retail Assets
Ramp Up**

Real Estate

**Innovative
Customer Offerings**

**Asset
Reconstruction**

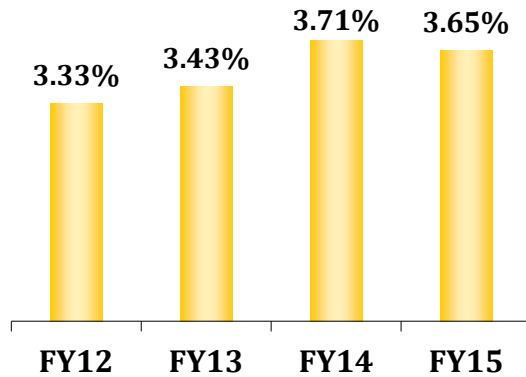
**Front and Back
Office optimization**

**Full suite of Rural
Products**

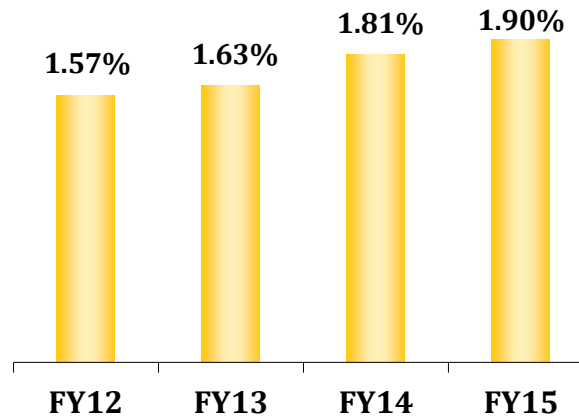


How We Measure Up On Key Metrics

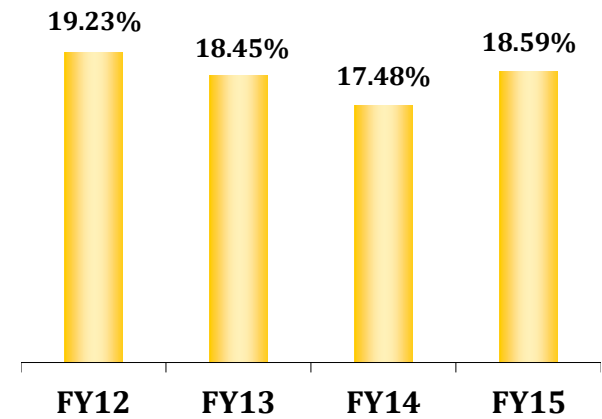
Net Interest Margin (NIM)



RoA

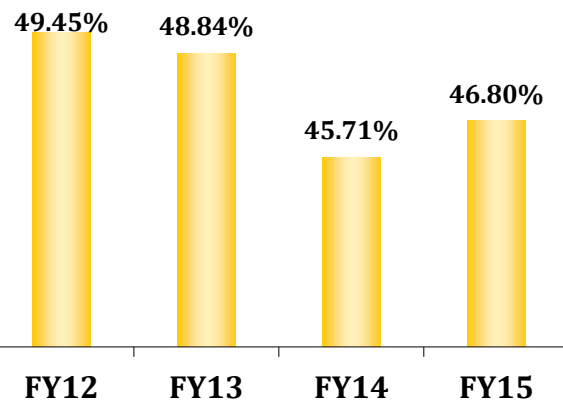


RoE*

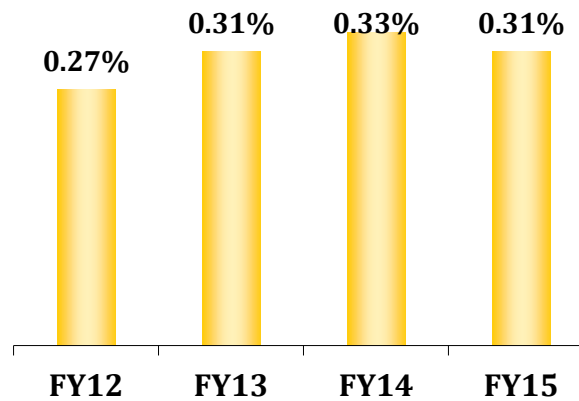


*on average equity

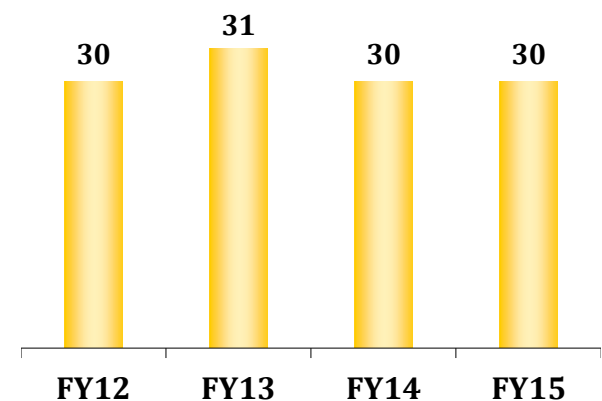
Cost/Income



Net NPA



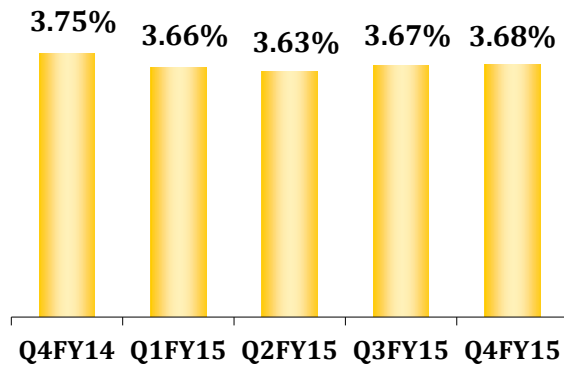
Revenue/Employee (Rs Lacs)



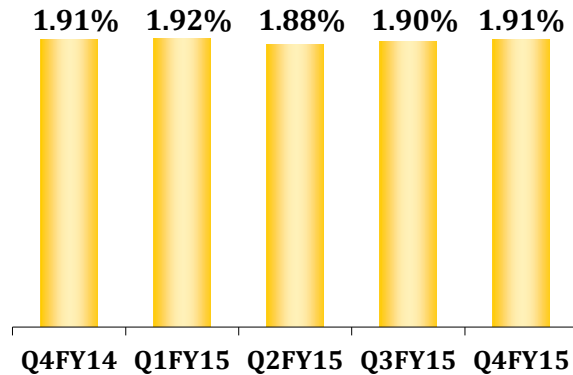
Consistent delivery of strong operating performance

How We Measure Up On Key Metrics

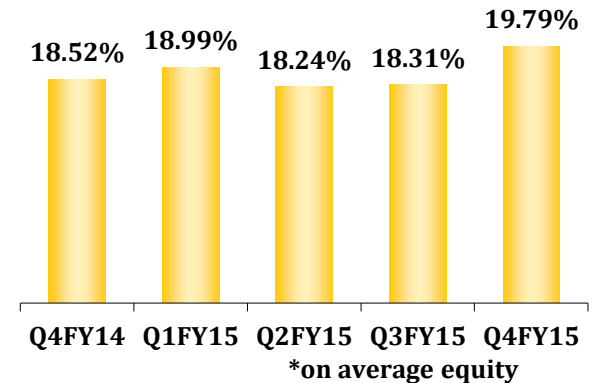
Net Interest Margin (NIM)



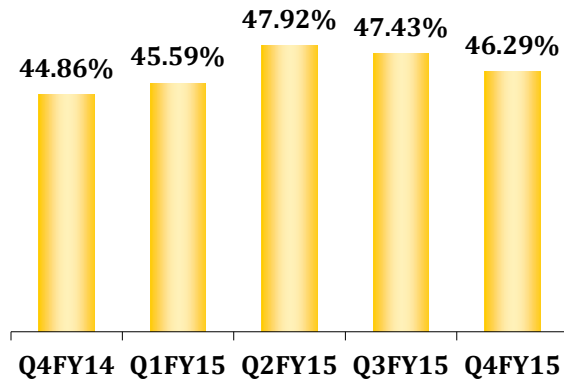
RoA



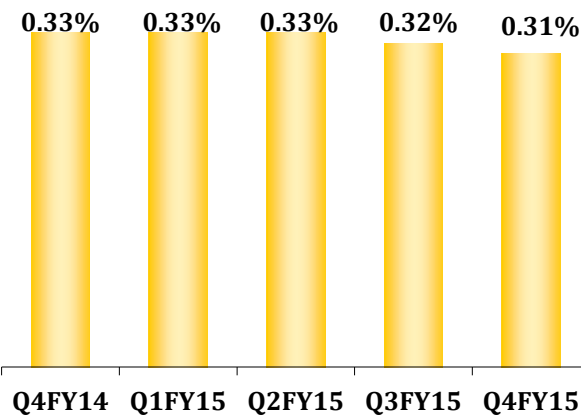
RoE*



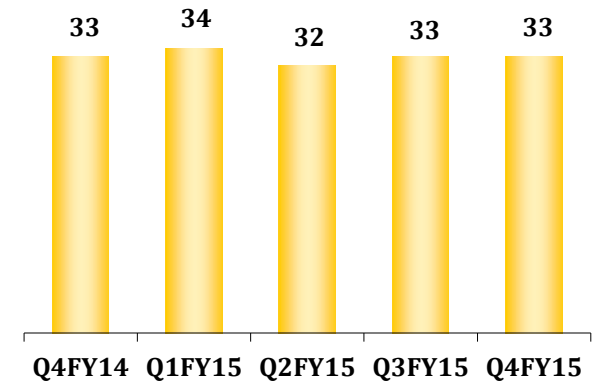
Cost /Income



Net NPA



Revenue / Employee(Rs. Lacs)



Consistent delivery of strong operating performance

Ratings

- **ICRA AA+** for Lower Tier II subordinate debt program by ICRA
- **ICRA AA** for Upper Tier II bond program by ICRA
- **CRISIL A1+** for certificate of deposit program by CRISIL
- **CARE AA+** for Lower Tier II subordinate debt program by CARE
- **IND A1+** for Short Term Debt Instruments by India Ratings and Research
- **IND AA+** for Lower Tier II subordinate debt program by India Ratings and Research
- **IND AA** for Upper Tier II bond program by India Ratings and Research
- **IND AA+** for Senior bonds program by India Ratings and Research



Financial Performance



Steady Headline Numbers for Q4-FY15

		Y-o-Y Growth	Q-o-Q Growth
Net Interest Income	Rs 925 crs	18%	7%
Other Income	Rs 658 crs	26%	8%
Core Fee Income	Rs 569 crs	29%	9%
Revenue	Rs 1,584 crs	21%	8%
Operating Profit	Rs 851 crs	18%	10%
Net Profit	Rs 495 crs	25%	11%



Steady Headline Numbers for FY15

			Y-o-Y Growth
Net Interest Income	▶	Rs 3,420 crs	18%
Other Income	▶	Rs 2,404 crs	27%
Core Fee Income	▶	Rs 2,087 crs	30%
Revenue	▶	Rs 5,824 crs	22%
Operating Profit	▶	Rs 3,098 crs	19%
Net Profit	▶	Rs 1,794 crs	27%



Top line momentum

		Y-o-Y Growth	Q-o-Q Growth
Advances	Rs 68,788 crs	25%	8%
Corporate Advances	Rs 40,376 crs	33%	10%
Consumer Finance Advances	Rs 28,412 crs	15%	5%
Deposits	Rs 74,134 crs	23%	7%
CASA	Rs 25,300 crs	28%	7%
SA	Rs 12,944 crs	31%	6%
Borrowings	Rs 20,618 crs	40%	23%



Balance Sheet

(Rs Crs)

	Q4FY15	Q4FY14	Y-o-Y (%)	Q3FY15	Q-o-Q (%)
Capital & Liabilities					
Capital	530	526	1% ↑	529	- ↑
Reserves and Surplus	10,115	8,517	19% ↑	9,861	3% ↑
Deposits	74,134	60,502	23% ↑	69,376	7% ↑
Borrowings	20,618	14,762	40% ↑	16,752	23% ↑
Other Liabilities and Provisions	3,719	2,719	37% ↑	3,489	7% ↑
Total	1,09,116	87,026	25% ↑	1,00,007	9% ↑
Assets					
Cash and Balances with RBI	4,035	4,414	-9% ↓	3,533	14% ↑
Balances with Banks	6,744	2,356	186% ↑	4,891	38% ↑
Investments	24,859	21,563	15% ↑	23,158	7% ↑
Advances	68,788	55,102	25% ↑	63,847	8% ↑
Fixed Assets	1,158	1,016	14% ↑	1,119	3% ↑
Other Assets	3,532	2,575	37% ↑	3,459	2% ↑
Total	1,09,116	87,026	25% ↑	1,00,007	9% ↑
Business (Advances + Deposit)	1,42,922	1,15,604	24% ↑	1,33,223	7% ↑



Profit and Loss Account

(Rs Crs)

	Q4FY15	Q4FY14	Y-o-Y (%)	Q3FY15	Q-o-Q (%)
Net Interest Income	925.14	781.21	18% ↑	861.37	7% ↑
Other Income	658.48	522.92	26% ↑	610.75	8% ↑
Total Income	1,583.62	1,304.13	21% ↑	1,472.12	8% ↑
Operating Expenses	733.11	585.05	25% ↑	698.28	5% ↑
Operating Profit	850.51	719.08	18% ↑	773.84	10% ↑
Provisions & Contingencies	107.44	120.55	-11% ↓	98.01	10% ↑
Profit before Tax	743.07	598.53	24% ↑	675.83	10% ↑
Provision for Tax	247.80	202.48	22% ↑	228.64	8% ↑
Profit after Tax	495.27	396.05	25% ↑	447.19	11% ↑



Profit and Loss Account (FY 2014-15)

(Rs Crs)

	2014-15	2013-14	Y-o-Y (%)	
Net Interest Income	3,420.28	2,890.71	18%	↑
Other Income	2,403.87	1,890.53	27%	↑
Total Income	5,824.15	4,781.24	22%	↑
Operating Expenses	2,725.93	2,185.28	25%	↑
Operating Profit	3,098.22	2,595.96	19%	↑
Provisions & Contingencies	389.05	467.63	-17%	↓
Profit before Tax	2,709.17	2,128.33	27%	↑
Provision for Tax	915.45	720.31	27%	↑
Profit after Tax	1,793.72	1,408.02	27%	↑



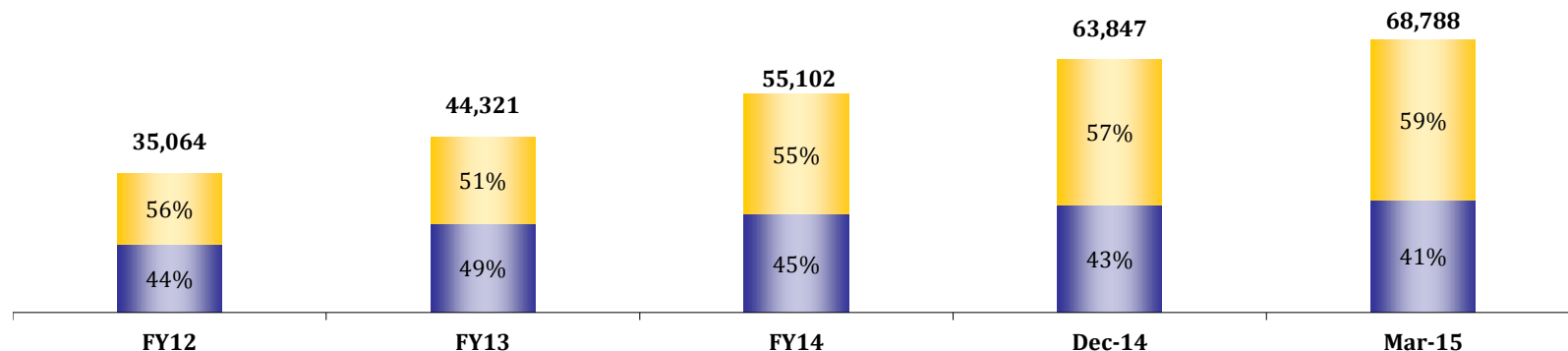
Key Financial Indicators

	Q4FY15	Q4FY14	Q3FY15
Return on Assets	1.91%	1.91%	1.90%
ROE (On average equity)	19.79%	18.52%	18.31%
Cost / Income Ratio	46.29%	44.86%	47.43%
Net Interest Margin	3.68%	3.75%	3.67%
Net NPA	0.31%	0.33%	0.32%
EPS (annualized, Rs. per share)	37.44	30.16	33.84
Capital + Reserves (Excl. Revaluation Reserve)	10,254	8,646	9,998



Well Diversified Loan Book

Loan Book (Rs crs)



■ Consumer Finance Division ■ Corporate & Commercial Banking

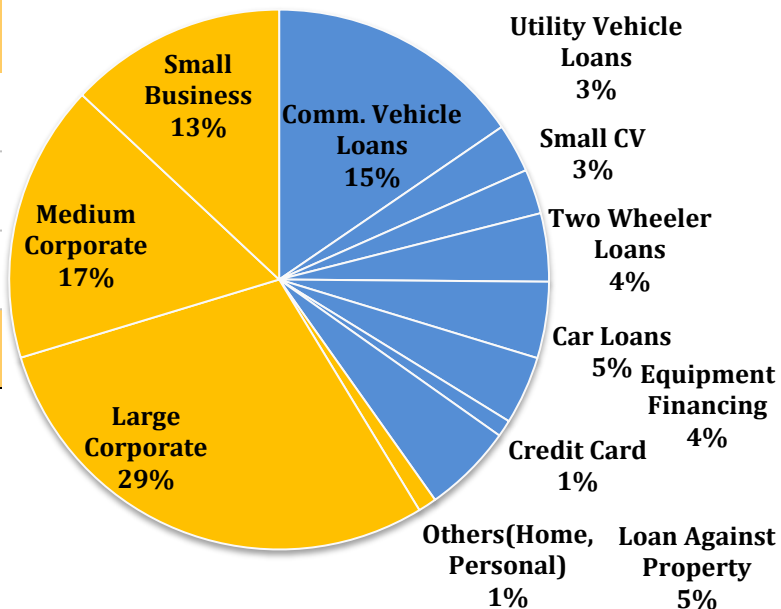
(Rs crs)

Corporate Banking*	Mar-15	
Large Corporates	19,964	29%
Mid size Corporates	11,455	17%
Small Corporates	8,957	13%
Total Advances	40,376	59%

*Includes Business Banking

(Consumer Bank) Rs. 4,694 crs

*After regrouping the Loan Mix stands at 52:48 for Corporate : Consumer

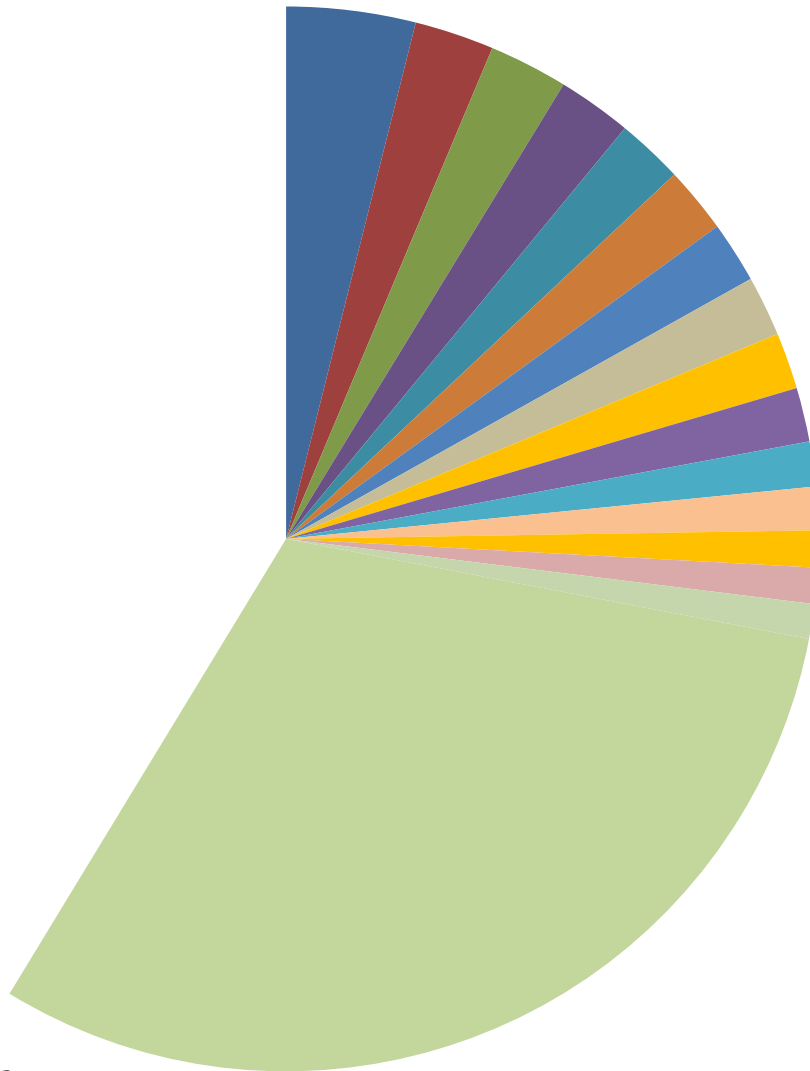


(Rs crs)

Consumer Finance	Mar-15	
Comm. Vehicle Loans	10,618	15%
Utility Vehicle Loans	2,017	3%
Small CV	1,843	3%
Two Wheeler Loans	2,808	4%
Car Loans	3,146	5%
Equipment Financing	2,816	4%
Credit Card	698	1%
Loan Against Property	3,705	5%
BL, PL, GL, etc	761	1%
Total Advances	28,412	41%



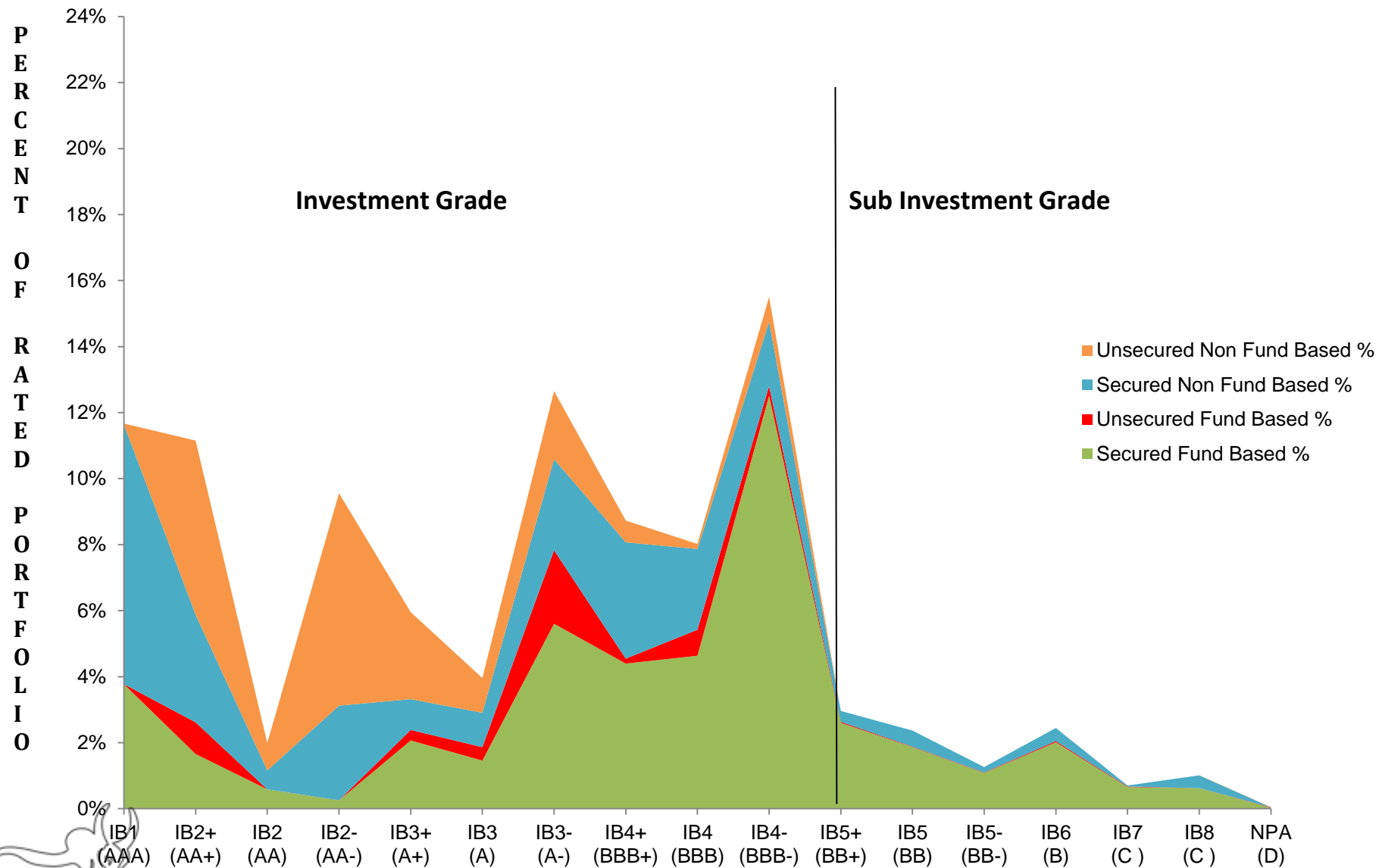
Diversified Corporate Loan Book



Lease Rental	3.92%
Real Estate	2.41%
Gems and Jewellery	2.39%
NBFCs (other than HFCs) /NBFC-MFI	2.25%
Telecom- Cellular	2.02%
Services	2.02%
Power Generation	1.86%
Media,Entertainment & Advt	1.83%
Housing Finance Companies	1.72%
Food Beverages and Food processing	1.64%
Steel	1.36%
Contract Construction-Civil	1.31%
Rubber & Rubber Products	1.12%
Constn related to infra.- EPC	1.09%
Food Credit	1.06%
Other Industry	30.68%



Well Rated Corporate Portfolio

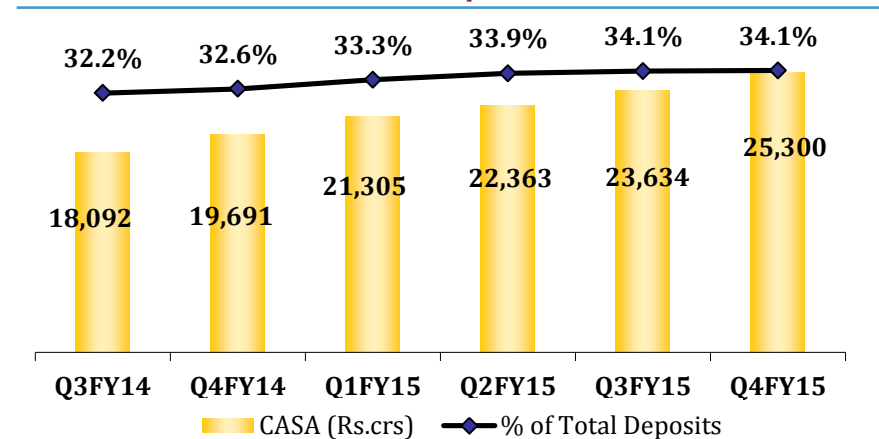


Improving CASA profile

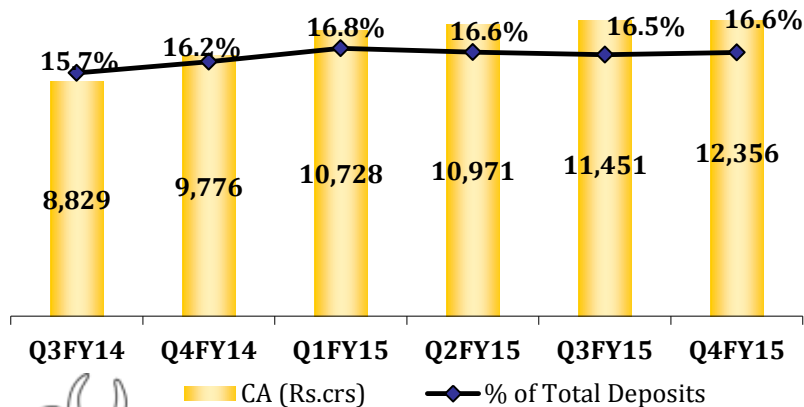
Building CASA traction

- Expanding branch network
- Focus on target market segments
 - Government business
 - Capital market flows
 - Key Non Resident markets
 - Self employed and Emerging Corporate businesses
- Differentiated Service Propositions

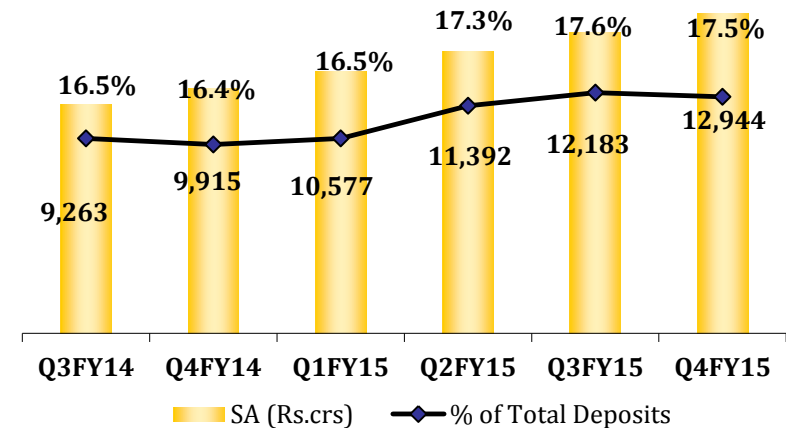
CASA Uptick



Current Account (CA)



Savings Account (SA)



Other Income

(Rs crs)

	Q4FY15	Q4FY14	Y-o-Y (%)	Q3FY15	Q-o-Q(%)
Core Fee	568.57	441.87	29% ↑	522.27	9% ↑
Securities/MM/FX Trading/Others	89.91	81.05	11% ↑	88.48	2% ↑
Total	658.48	522.92	26% ↑	610.75	8% ↑



Diverse Revenues from Core Fee Income

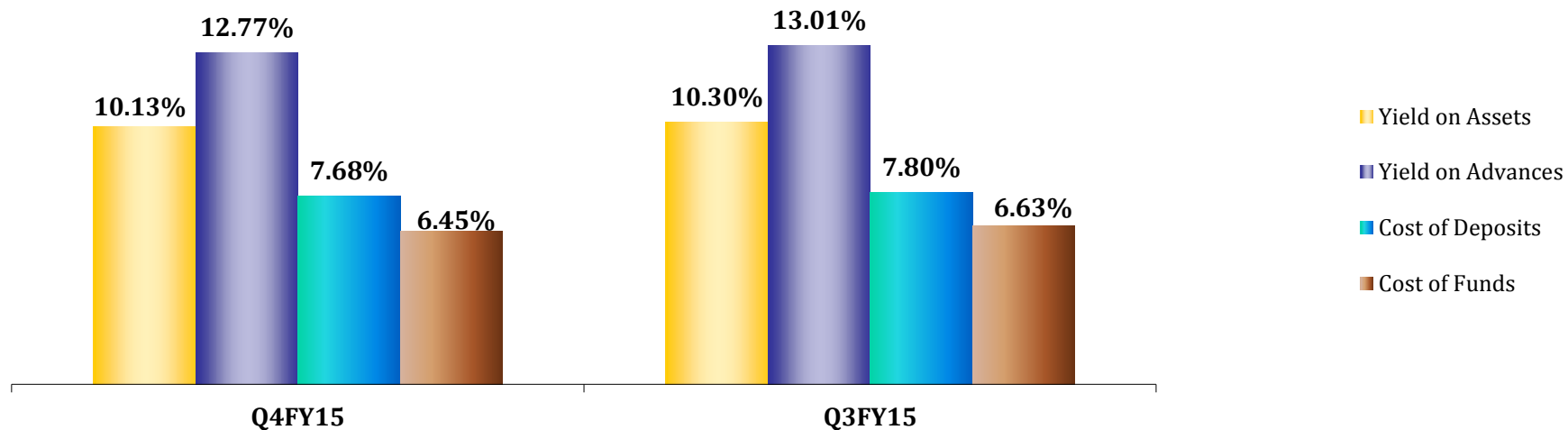
(Rs crs)

	Q4FY15	Q4FY14	Y-o-Y(%)	Q3FY15	Q-o-Q(%)
Trade and Remittances	79.80	60.05	33% ↑	62.35	28% ↑
Foreign Exchange Income	110.20	109.09	1% ↑	168.78	(34%) ↓
Distribution Fees (Insurance, MF, Cards)	127.37	77.45	64% ↑	97.95	30% ↑
General Banking Fees	45.04	37.66	20% ↑	42.42	6% ↑
Loan Processing fees	110.62	89.58	23% ↑	91.36	21% ↑
Investment Banking	95.54	68.04	40% ↑	59.41	61% ↑
Total Core Fee Income	568.57	441.87	29% ↑	522.27	9% ↑

Growth momentum continues on regular fee flows



Yield / Cost Movement



•Yield on Assets/Cost of funds are based on Total Assets/Liabilities

Segment-wise Yield

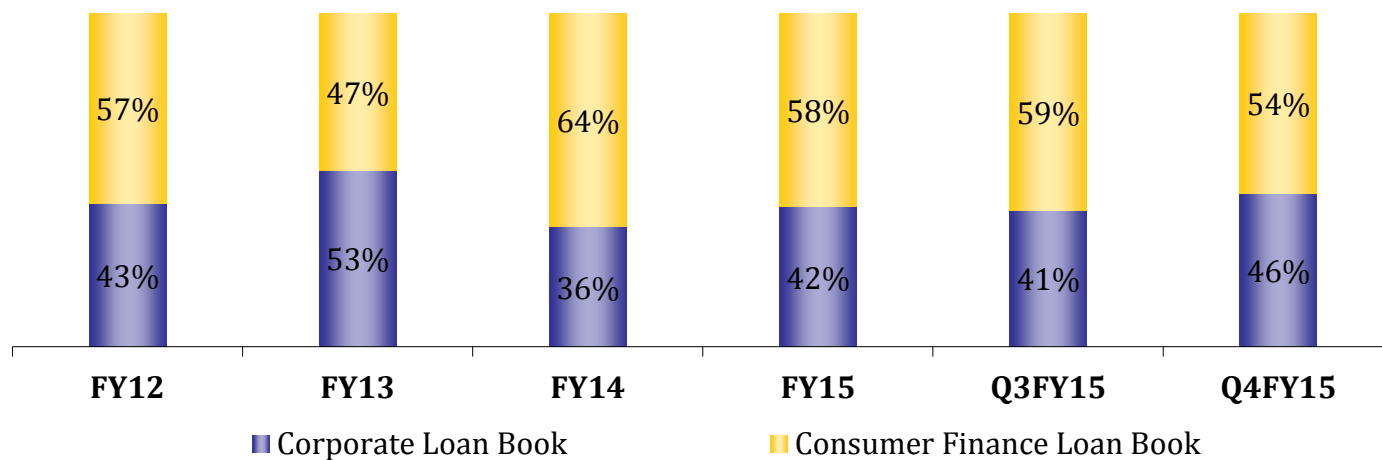
	Q4FY15		Q3FY15	
	Outstanding (Rs crs)	Yield (%)	Outstanding (Rs crs)	Yield (%)
Corporate Bank	40,376	10.58%	36,836	10.93%
Consumer Finance	28,412	15.78%	27,011	15.82%
Total	68,788	12.77%	63,847	13.01%



Credit Cost

(Rs crs)

	FY12	FY13	FY14	FY15	Q3FY15	Q4FY15
Corporate Bank	61.11	116.51	93.70	143.74	48.91	40.22
Consumer Finance	81.46	103.10	169.97	195.19	56.77	47.15
Gross Credit Costs	142.57	219.61	263.67	338.93	105.68	87.37
Gross Credit Costs (Basis Points on Advances)	41	50	48	49	17	13
Net Credit Cost	133.12	204.81	227.94	323.19	99.28	84.48
Net Credit Costs (Basis Points on Advances)	38	46	41	48	16	12
PCR	73%	70%	70%	63%	70%	63%



Loan Portfolio - Movement in NPA and Restructured Advances

(Rs crs)

	Q4FY15			Q3FY15		
	Corporate	Consumer	Total	Corporate	Consumer	Total
Opening Balance	340	333	673	337	318	655
Additions	316	133	449	21	140	161
Deductions	*422	137	559	18	125	143
Gross NPA	234	329	563	340	333	673
Net NPA			210			202
% of Gross NPA			0.81%			1.05%
% of Net NPA			0.31%			0.32%
Provision Coverage Ratio (PCR)			62.61%			70.04%
Restructured Advances			0.53%			0.55%

*Includes sale to ARC as permitted vide RBI Circular dated Feb.26,2014



NPA Composition – Consumer Finance - Vehicles

(Rs crs)

Q4-FY15	Com. Vehicle	Utility	Const. Equip.	Small CV	TW	Cars	LAP/HL /PL	Cards	Total
Gross NPA	135	22	41	17	72	18	15	9	329
Gross NPA %	1.27%	1.08%	1.44%	0.92%	2.53%	0.56%	0.33%	1.24%	1.15%

Q3-FY15	Com. Vehicle	Utility	Const. Equip.	Small CV	TW	Cars	LAP/HL /PL	Cards	Total
Gross NPA	146	20	46	17	68	14	12	9	332
Gross NPA %	1.44%	0.97%	1.64%	0.90%	2.36%	0.48%	0.32%	1.53%	1.22%



	31 March 15	31 Dec 14
	Basel - III	Basel - III
Risk Weighted Assets		
- Credit Risk	76,718	74,764
- Market Risk	4,356	3,798
- Operational Risk	7,855	6,131
- Total RWA	88,929	84,693
Tier I Capital Funds	9,975	9,746
Tier II Capital Funds	776	750
Total Capital Funds	10,751	10,496
CRAR	12.09%	12.39%
Tier I	11.22%	11.51%
Tier II	0.87%	0.88%



Distribution Expansion to Drive Growth



Note: Numbers given above are total branches in each state

Strengthening Distribution Infrastructure

Particulars	June 30, 2014	Sept 30, 2014	Dec 31, 2014	Mar 31, 2015
Branch Network	638	685	727	801*
ATMs	1,238	1,277	1,350	1,487

*includes 58 specialized branches

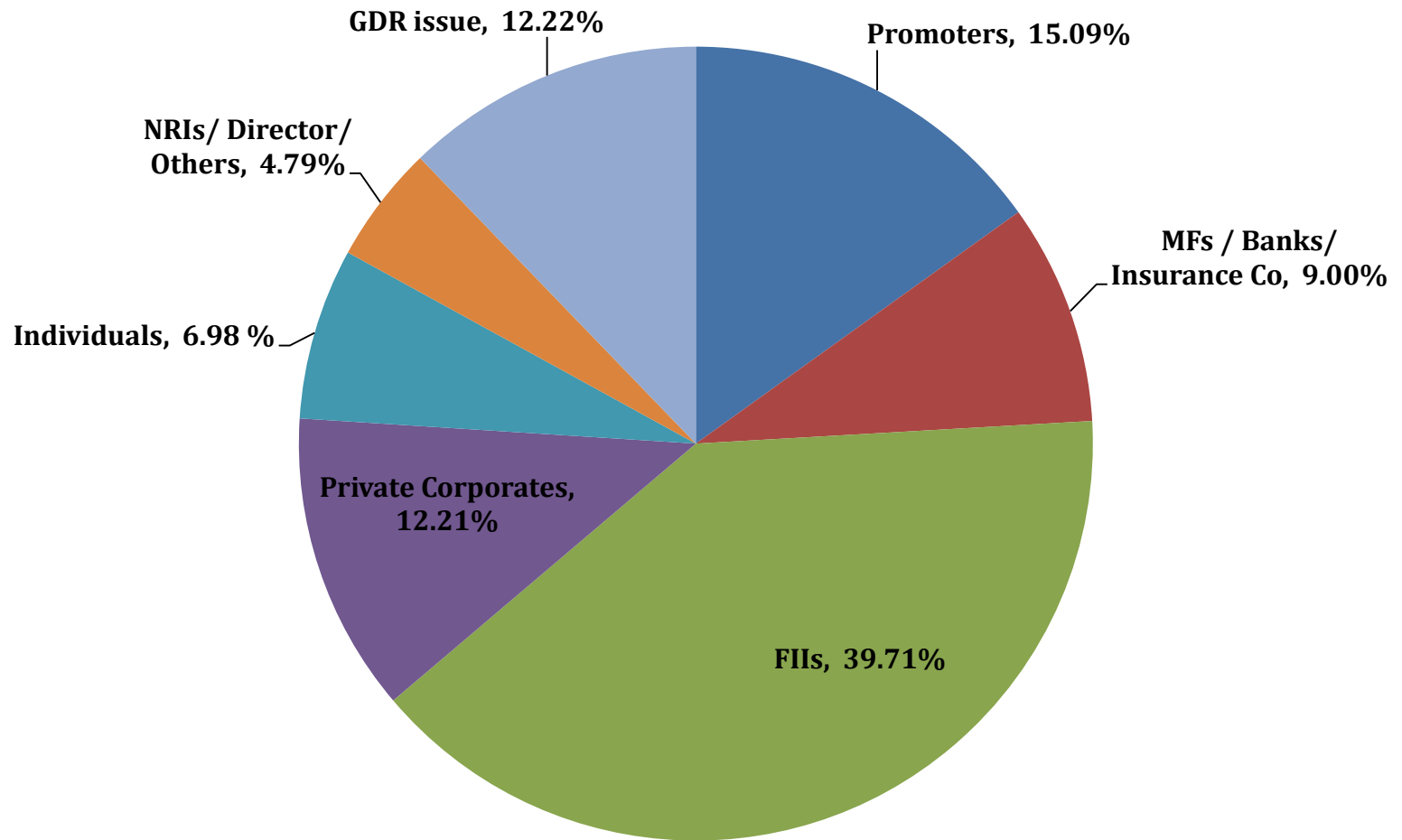


- Branch/Representative Office
- Strategic Alliance



Shareholding Pattern

March 31, 2015



Accolades



Accolades



Mr. Romesh Sobti,
Managing Director & CEO
was adjudged as the
“Banker of the Year” by
Business Standard





BW BUSINESSWORLD

IndusInd Bank was awarded **Best Mid-size Bank** and **Fastest Growing Mid- size Bank** at BW BUSINESSWORLD – Magna Awards 2015



Accolades



RETAIL BANKER
INTERNATIONAL
Asia Trailblazer Awards 2015
Excellence in Service Innovation

Winner: Excellence in Service Innovation

Highly Commended award:
Excellence in Communication
and Client On-boarding



Overall Excellence in category
of 'Best Bank financing the
Industry Highest Growth of
limits sanctioned' at India
Gems and Jewellery Awards
2013-14



Accolades



Best Payment Initiatives award
(2nd Runner up) at Banking
Technology Awards 2015 by
Indian Banks' Association(IBA)



Best Branchless Banking Award
at BFSI Leadership Summit &
Awards 2015



Accolades



Project 'IndusInd Bank Partnership Program' declared as Winner for Financial Inclusion and Payment Systems (FIPS) Awards 2014.



IndusInd Bank was awarded the "Top Performer" in Active Accounts (Rising DPs) by National Securities Depository Limited (NSDL)



Accolades



IndusInd Bank has been ranked 19th in the Top 50 Most Valuable Indian Brand 2014 as per the BrandZ Top 50 Ranking powered by WPP Plc and Millward Brown



IndusInd Bank has been ranked 39th in the Best Indian Brands 2014 as per the Economic Times and Interbrand Best Indian Brand Study



Accolades



ACI Universal Payment ACI Excellence Award 2014 - Operational Excellence.

The award is for Bank's ATM features namely Cash on Mobile, PIN reset on IVR and Stop cheque on ATMs



Talisma Insight "Excellence in Innovation" award for the implementation of "Always On" technology from Microsoft that helped building high availability and DR for Talisma application.



Accolades



“Best Bank Award for Managing IT Risk” among the small banks category (classification based on business as on 31st March 2013) by the Institute for Development and Research in Banking Technology IDRBT.



The Bank has been awarded as Winner for Excellent Performance in National Automated Clearing House (NACH) under midsize bank category.



CSR Accolades



Special Commendation at
Golden Peacock Award for
Sustainability 2014, London



Best CSR excellence in category
protecting the environment by
CSR Awards-We Care – Amity
Chandigarh



CSR Accolades

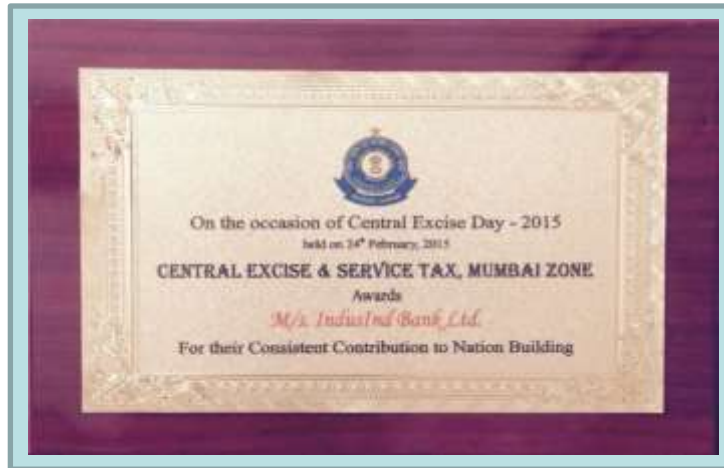


Top CSR Advocates in Asia at Asia Corporate Excellence & Sustainability Awards 2014, Singapore



Best Rural Outreach Award at Asian Sustainability Leadership Awards 2014, Dubai





Received award from Central Excise and Service Tax, Mumbai Zone for "Consistent Contribution to Nation Building" which was handed over by Hon. CM, Maharashtra



Thank you



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Note: All financial numbers in the presentation are from Audited Financials or Limited Reviewed financials or based on Management estimates.

