

IDFC BANK



Q1FY18 FINANCIALS

JULY 27, 2017

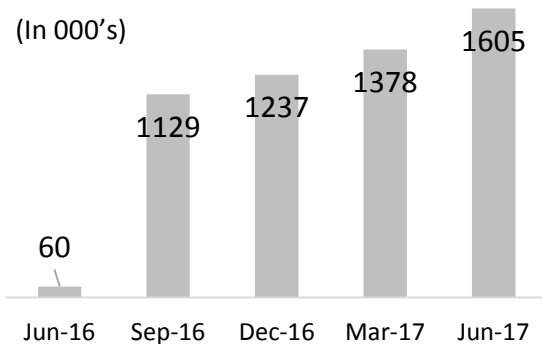


Key Highlights: Q1 FY18

No. of Customers

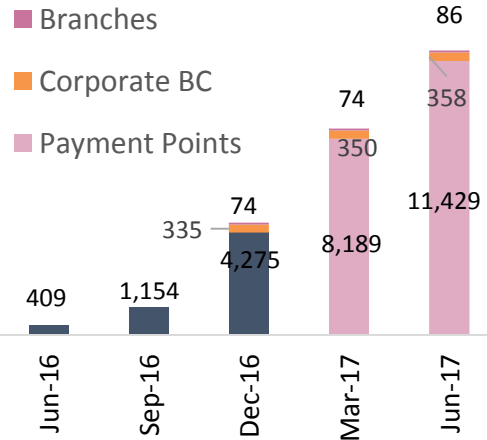
(Total: 16.0 lacs | IBL customers: 10.1 lacs)

(In 000's)

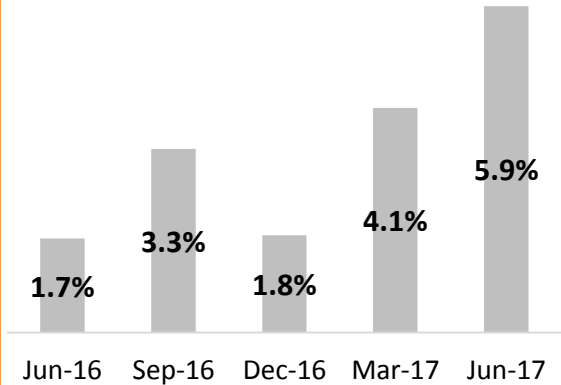


Customers acquired in the quarter ended June: 226K (B+: 68K; BB: 110K; IBL; 48K)

Network (11,873)



CASA/Gross Advances



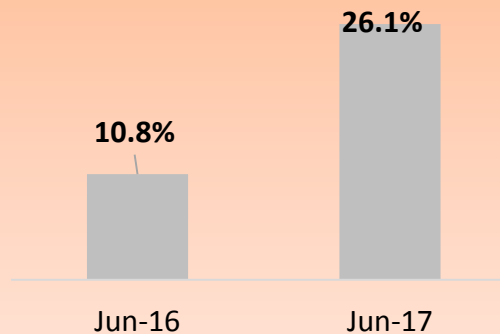
Non Interest Franchise Income /Total Non Interest Income

23.8%
(₹ 142.7 Cr)

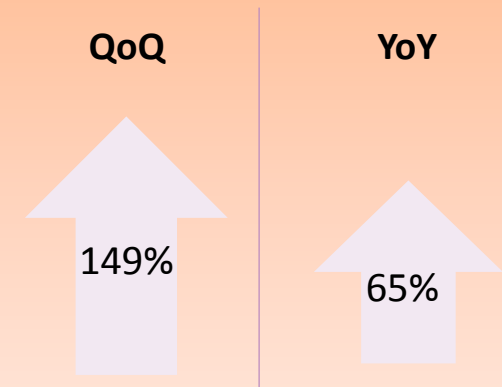
Non Interest Franchise Income /Total Operating Income

13.8%

Retailisation of Funded Book: ₹ 16,438 Cr

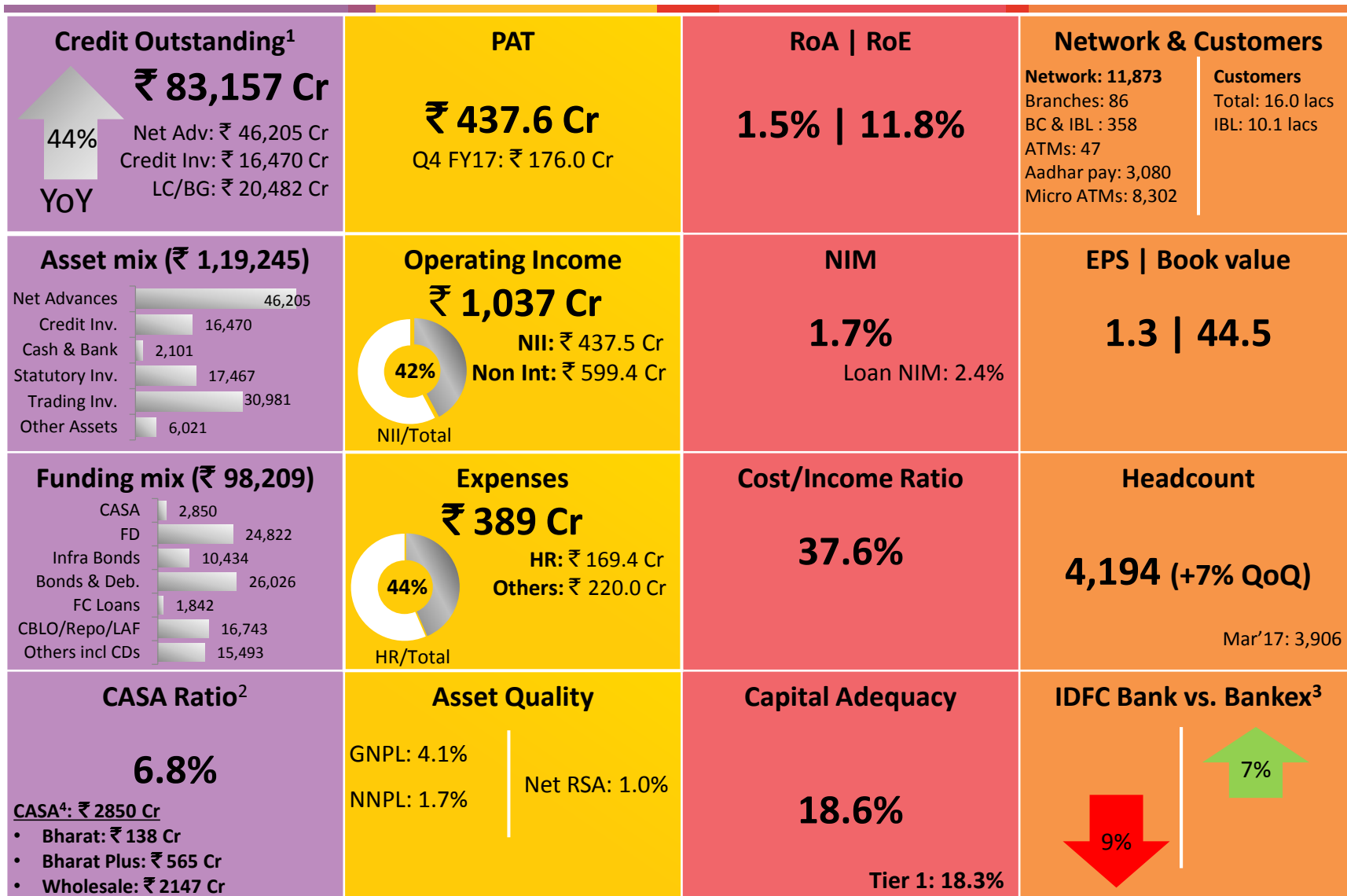


PAT Growth Q1FY18: ₹ 438 Cr



Note: Grama Vidyal is now renamed as IDFC Bharat Limited (IBL)

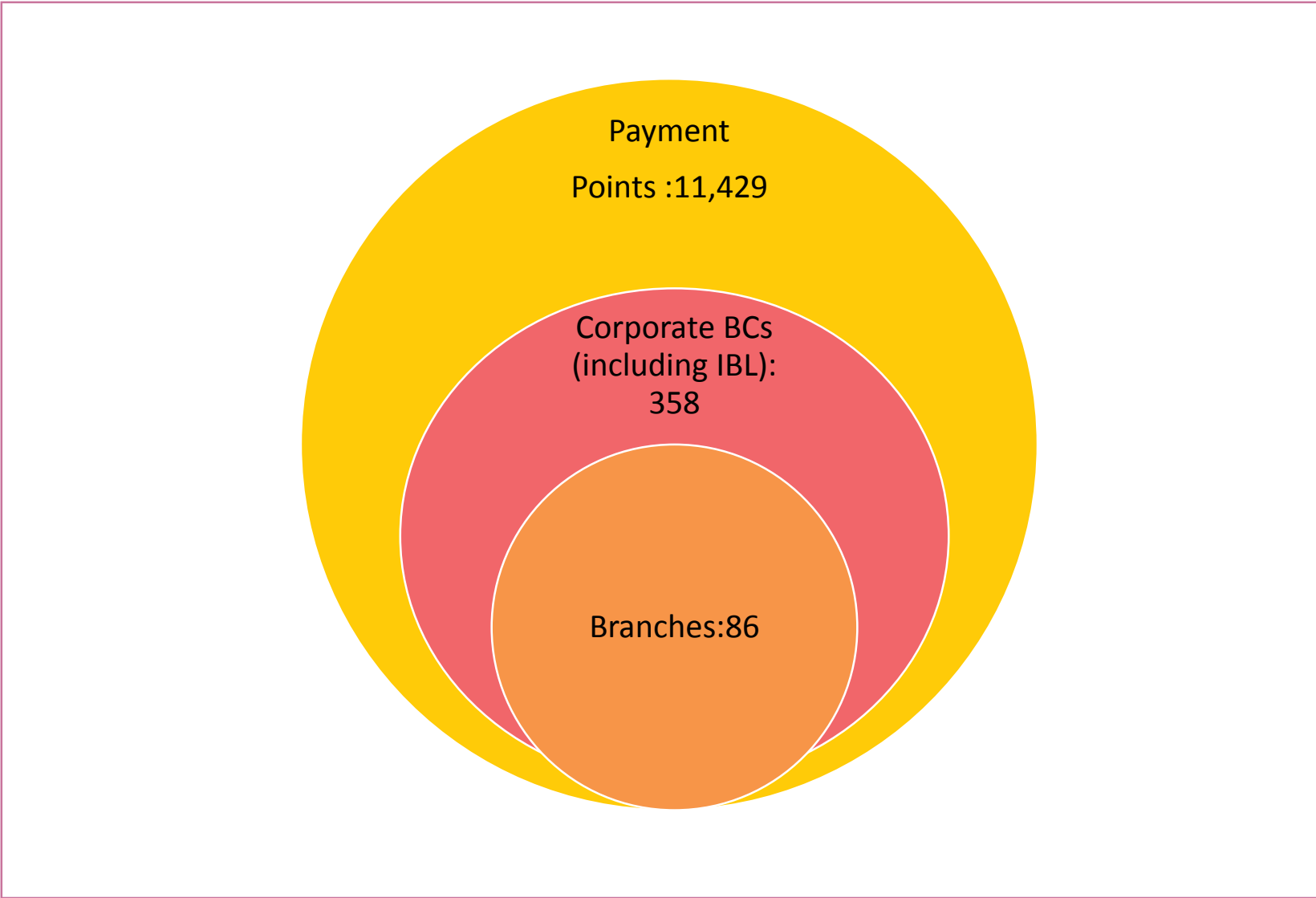
Key Highlights: Q1 FY18 (2 of 2)



1. Credit Outstanding (FB+ NFB) grew 44% from ₹57,809 Cr as of 30th Jun, 16 to ₹83,157 Cr as on 30th Jun, 17. Funded Credit Outstanding grew 24% from ₹50,749 Cr as on 30th Jun 16 to ₹62,675 Cr as on 30th Jun, 17. 2. CASA Ratio = CASA / (CASA+FD+CD) 3. 1st April 17 to 30th Jun 17

4. Average SA balance per account: Bharat Plus = 21,483; Bharat Banking = 2,271

Network: 11,873 Points of presence



Network: National Footprint

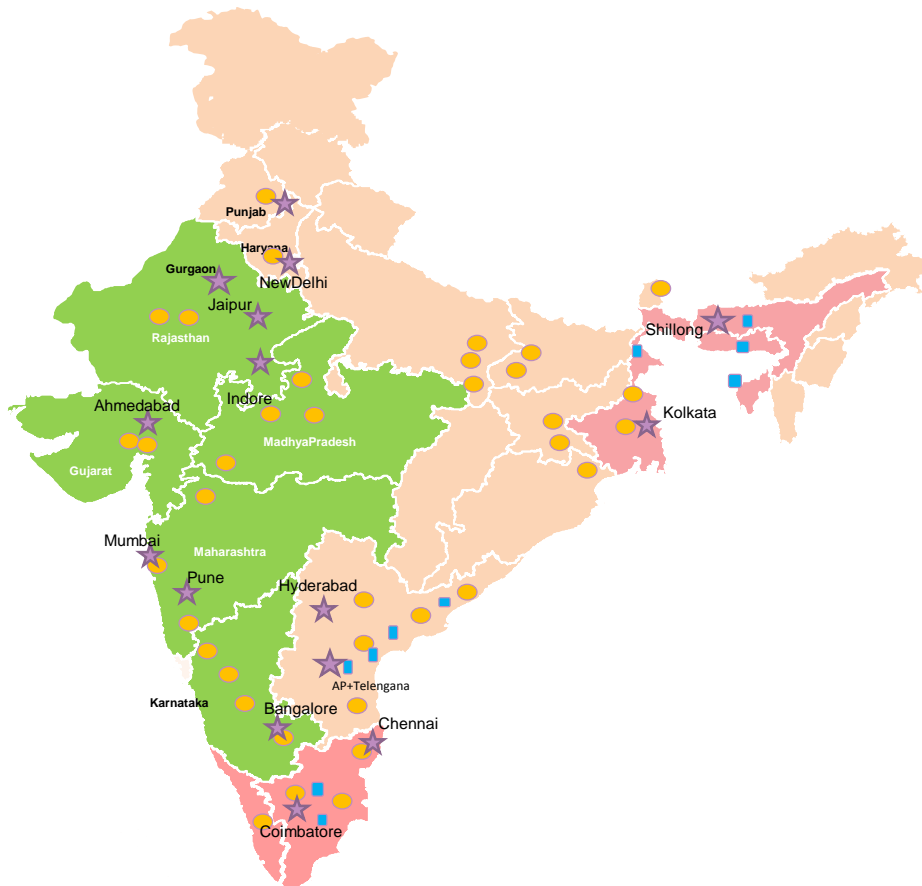
25 states

321 districts

655 cities / towns

42,000 villages

11,873 Points of Presence



Priority states for Bharat branch network

- Madhya Pradesh
- Karnataka
- Rajasthan
- Gujarat
- Maharashtra

MicroATM, EPDS & Aadhar Pay Network

- Rural & Urban centres across India
- Receiving end of remittance corridors & DBT
- MicroATM Network around branches and in select districts

Light Branches in District HQ-Andhra Pradesh, Meghalaya, Tripura, West Bengal, Tamil Nadu

BC & IDFC Bharat Ltd. Partnerships : Micro loans & Small Savings through 358 branches

★ Branch network

Balance sheet: 17% YoY

Net retail & corporate assets grew by 24% YoY

(in Rs. Crores)	Jun-16	Mar-17	Jun-17	% Growth (QoQ)	% Growth (YoY)
Shareholders' Funds	13,903	14,678	15,125	3%	9%
Deposits	13,029	40,208	41,959	4%	222%
CASA	869	2,094	2,850	36%	228%
Fixed Deposits	6,835	17,970	24,822	38%	263%
Certificate of Deposits	5,325	20,144	14,288	-29%	168%
Borrowings	70,667	50,262	56,250	12%	-20%
Other liabilities and provisions	4,094	7,011	5,911	-16%	44%
Total Liabilities	101,694	112,160	119,245	6%	17%
Cash and Bank Balances	1,894	2,202	2,101	-5%	11%
Net Retail and Corporate Assets	50,749	66,567	62,675	-6%	24%
Net Advances	45,914	49,402	46,205	-6%	1%
Credit Investments	4,835	17,165	16,470	-4%	241%
Statutory Investments	12,718	19,264	17,467	-9%	37%
CRR	1,905	2,900	2,630	-9%	38%
SLR	10,813	16,364	14,837	-9%	37%
Trading Investments	31,620	16,942	30,981	83%	-2%
Fixed and Other Assets	4,713	7,184	6,021	-16%	28%
Total Assets	101,694	112,160	119,245	6%	17%

Note: Figures for the previous periods have been reclassified for consistency with the current period.

PAT growth of 65% YoY in Q1FY2018 (vs. Q1FY2017)

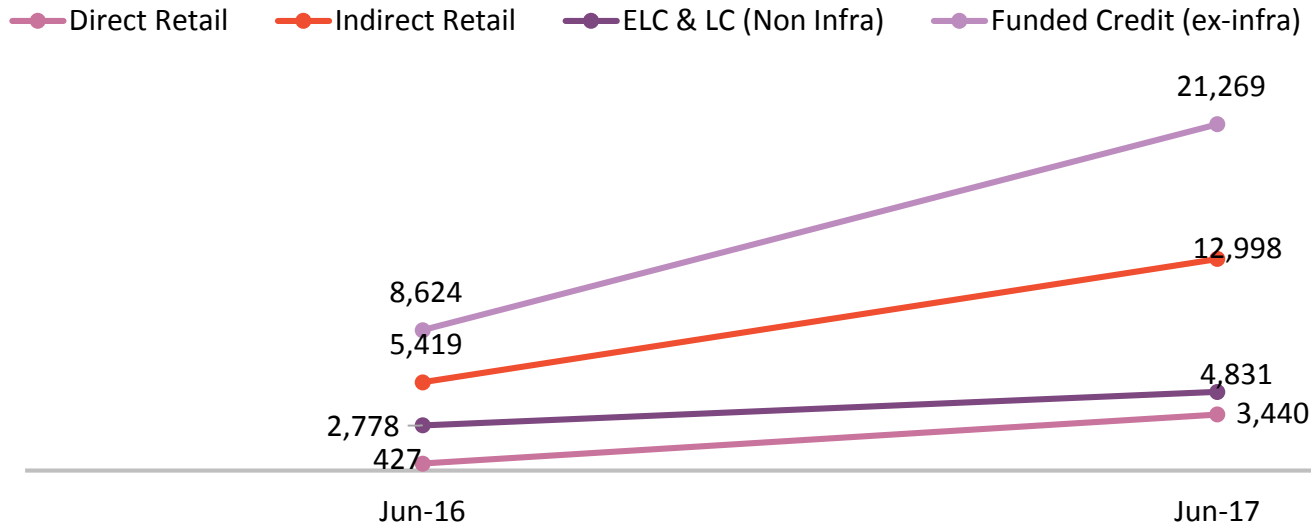
(in Rs. Crores)	Q1 FY17	Q4 FY17	Q1 FY18	% Growth (QoQ)	% Growth (YoY)
Operating Income	711.5	558.4	1,036.9	86%	46%
Net Interest Income	515.2	515.6	437.5	-15%	-15%
Non Interest Income	196.3	42.7	599.4	1302%	205%
Fee and Commission	71.6	69.7	142.7	105%	99%
Trading Gains (Debt & Equity)	121.9	(25.8)	456.3	NM	274%
Other Income	2.8	(1.2)	0.4	NM	-87%
Operating Expenses	276.6	298.1	389.4	31%	41%
HR	136.2	100.1	169.4	69%	24%
Non HR	140.4	197.9	220.0	11%	56%
Pre-Prov Op Profit (Ppop)	434.9	260.3	647.5	149%	49%
Provisions & Contingencies	23.6	4.8	(14.6)	NM	NM
Profit Before Tax	411.3	255.5	662.1	159%	61%
Tax	146.5	79.5	224.5	182%	53%
Profit After Tax	264.8	176.0	437.6	149%	65%

Note: Figures for the previous periods have been reclassified for consistency with the current period.

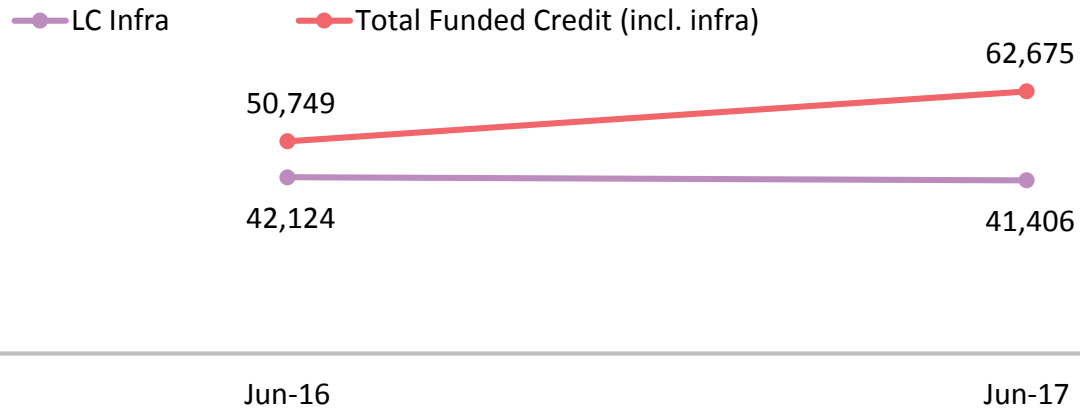
Financials: Key ratios

Particular	Q1 FY17	Q4 FY17	Q1 FY18
Return on Assets	1.1%	0.6%	1.5%
Return on Equity	7.7%	4.9%	11.8%
EPS (₹)	0.8	0.5	1.3
Book Value Per Share (₹)	41.0	43.2	44.5
NIMs	2.4%	2.0%	1.7%
<i>Of which Loan NIMs</i>	<i>3.2%</i>	<i>3.2%</i>	<i>2.4%</i>
Cost / Income	38.9%	53.4%	37.6%
HR Cost/ Income	19.1%	17.9%	16.3%
Capital Adequacy Ratio	20.4%	18.9%	18.6%
<i>Of which Tier I</i>	<i>19.9%</i>	<i>18.5%</i>	<i>18.3%</i>
Gross NPL (% of Loans)	6.1%	3.0%	4.1%
Net NPL (%)	2.3%	1.1%	1.7%
CASA / Gross Advances	1.7%	4.1%	5.9%
CASA/Total Deposits	6.7%	5.2%	6.8%

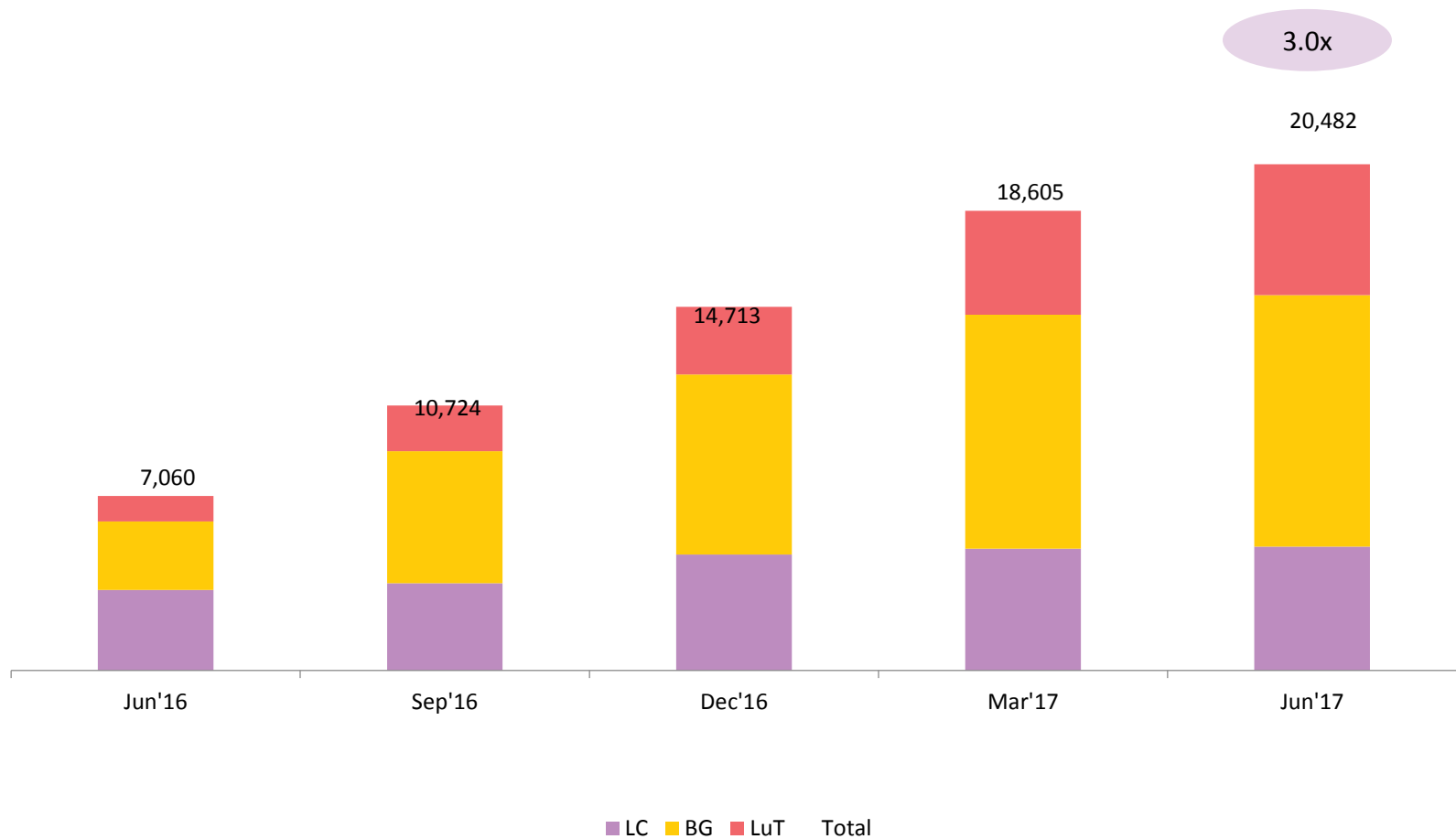
2.5x increase in Funded Credit (ex-infra)



TOTAL FUNDED CREDIT



3.0x increase in Non-funded exposure

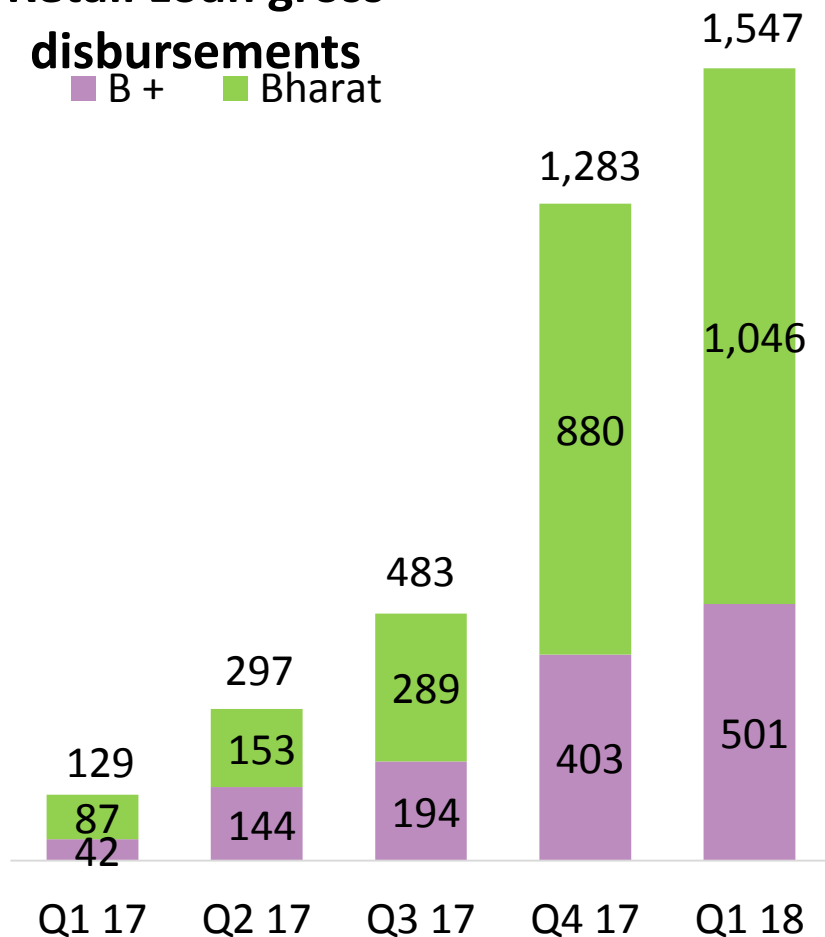


Retail disbursement rate > Rs. 1500 Cr / quarter & rising

Retail Loan gross

disbursements

■ B + ■ Bharat



- Monthly net disbursement run-rate:

Segment	(in Rs. Crores)
Bharat Plus	156
Bharat	107
Total	263

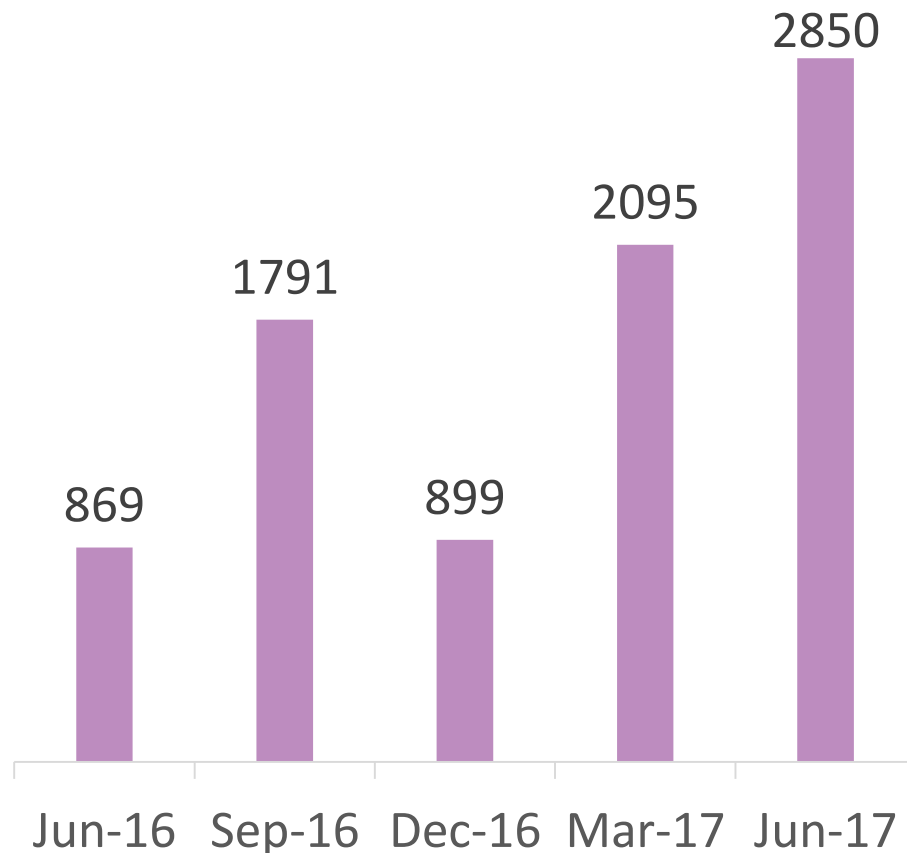
CASA increased 3.3x to INR 2,850 crore – Y-o-Y

Wholesale Bank: INR 2147 crore
B+: INR 565 crore
B: INR 138 crore

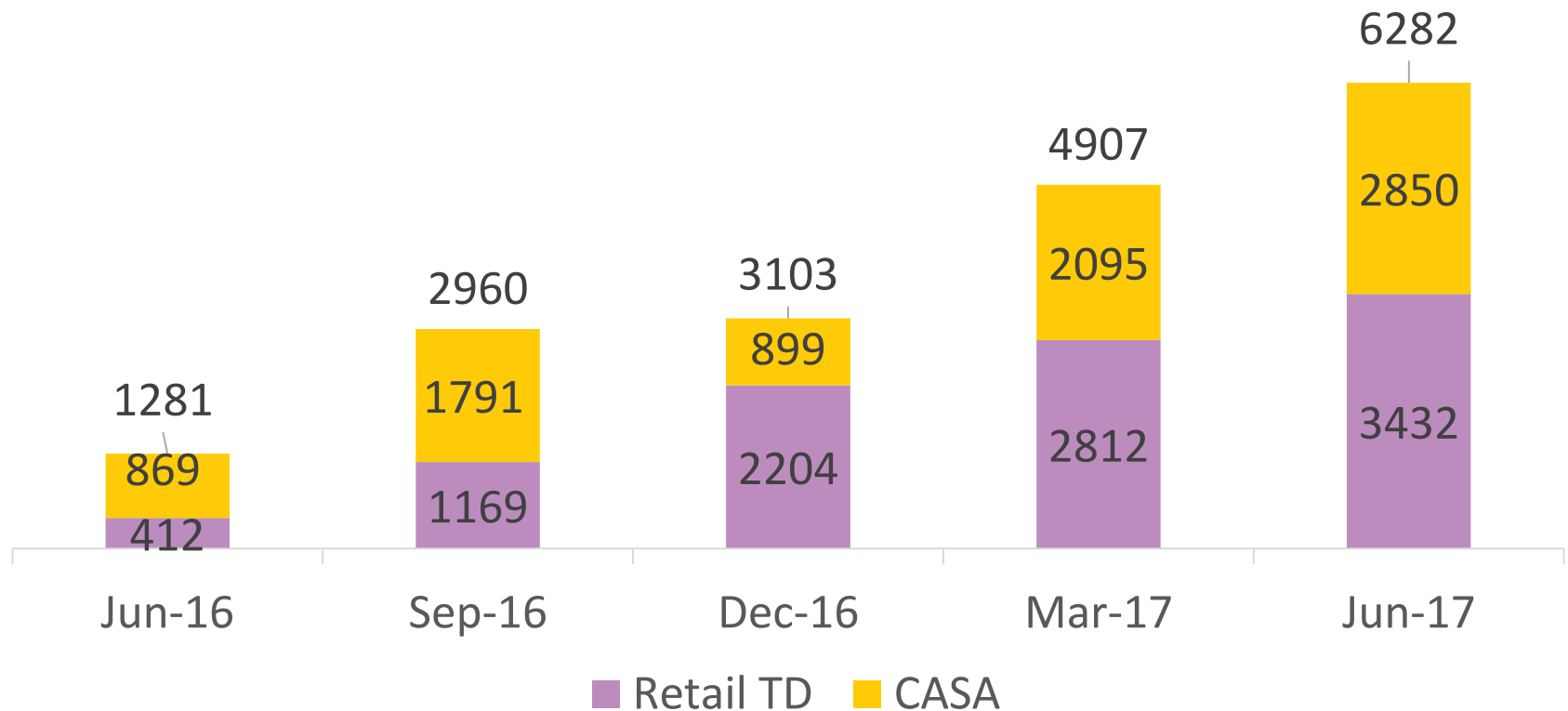
SA per retail customer: INR 10,731
B+: INR 21,483
B: INR 2,271

SA Q-o-Q
B+: Increased by INR 132 crore to INR 565 crore
B: Decreased by INR 15 crore to INR 138 crore

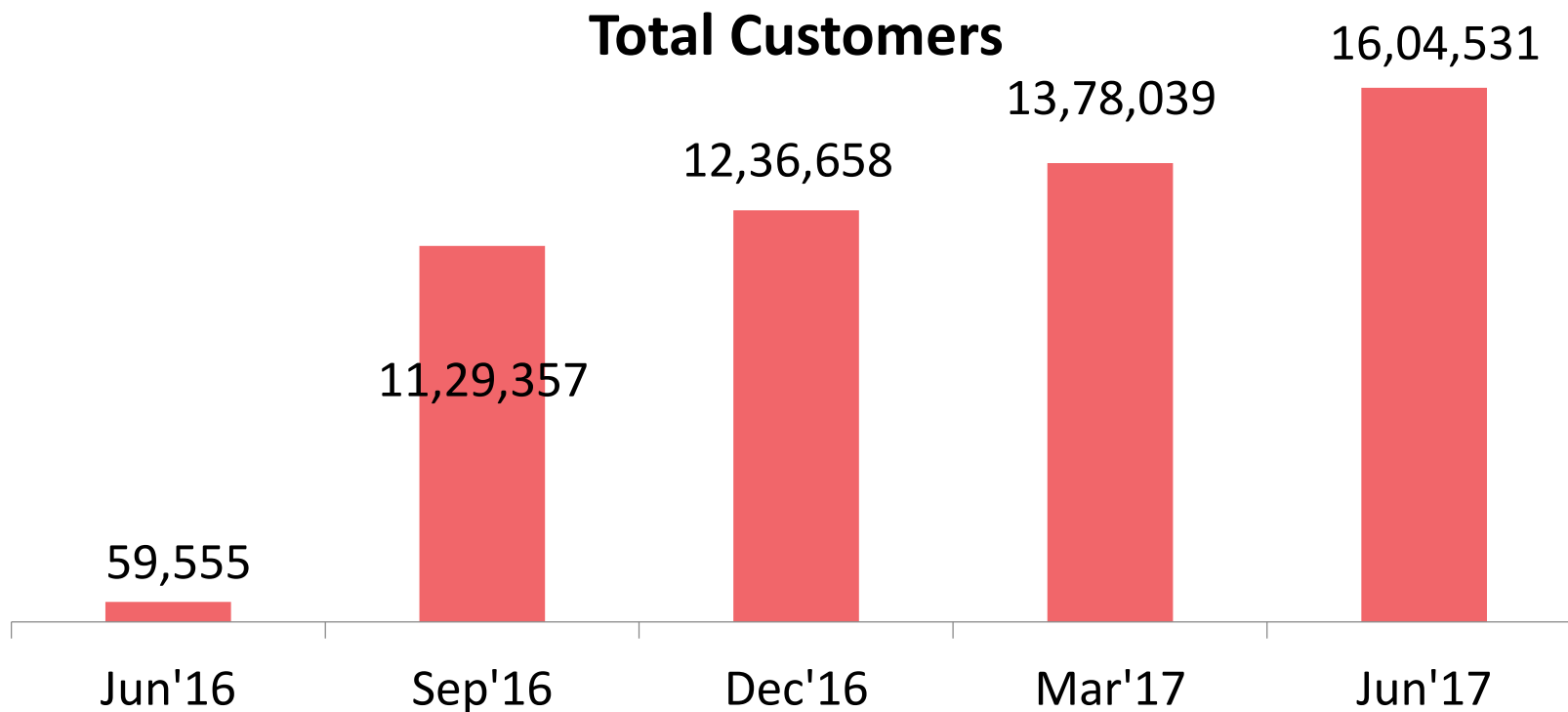
Current CASA acquisition run-rate: ~ INR 2500 crore / year
Retail: INR 1100 crore / year
Wholesale: INR 1400 crore / year



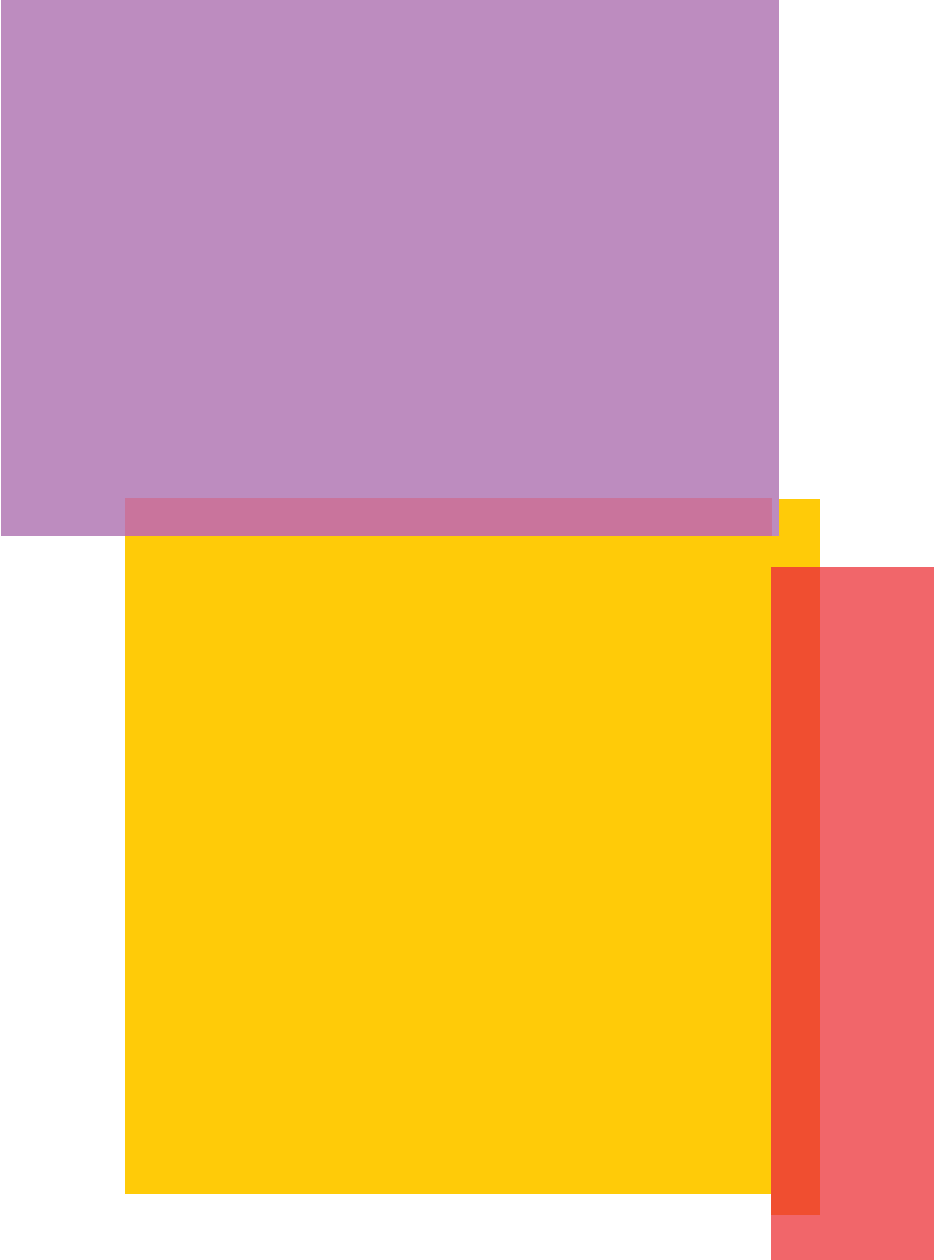
5x increase in core deposits (CASA + Retail TD) – Y-o-Y



16 lac customers; Current customer acquisition run-rate of 79k per month



BUSINESS HIGHLIGHTS



Bharat Plus Snapshot



Branch Network

17 Branches

- Presence across 8 cities in India
- Mumbai, Delhi, Bangalore, Chennai, Pune, Hyderabad, Kolkata & Ahmedabad.

Assets & AUM (End June 2017)

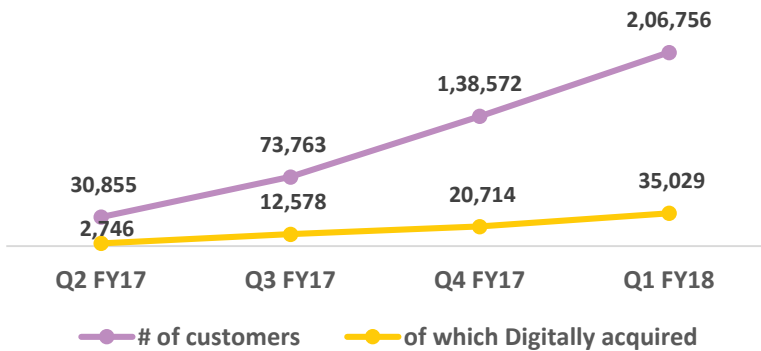
- Total funded advances ₹ 1,608 Cr
 - **Wealth AUM is ₹376 Cr**
- Breakup of total funded advances:
 - Home loans - ₹ 694 Cr
 - Working Capital- Funded book - ₹ 511 Cr
 - Loan against property - ₹ 157 Cr
 - Personal loan - ₹ 125 Cr
 - Commercial Vehicle - ₹ 121 Cr
 - Non funded book as of 30 June 2017 is ₹ 358 Cr

Liabilities

- ~ 2,03,000 customers
 - ~ 1,98,000 CASA accounts
- ₹ 3,808 Cr deposit book as of 30 June 2017 comprising of:
 - ₹ 565 Cr of Current & Savings Account Deposits
 - ₹ 3,243 Cr of Fixed Deposits

Bharat Plus: Q1 Highlights

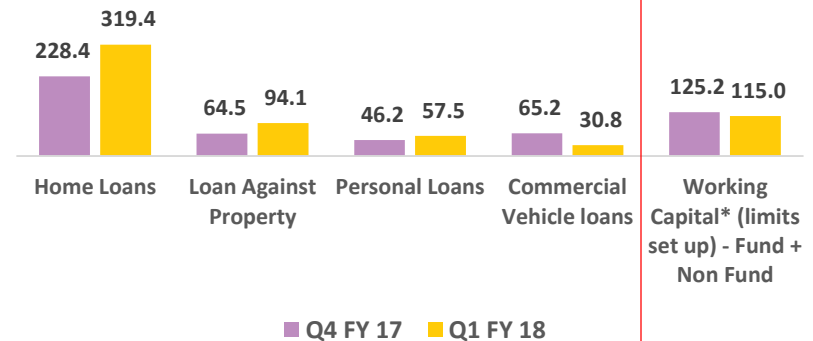
of Customers



Strong ramp up in customer acquisition continues in Q1 FY 18

Significant traction in assets disbursement in Q1 compared to a traditionally strong Q4

Q1 FY 18 vs Q4 FY 17 Assets Disbursals (₹ Cr)



* new limits set up for business banking customers only

Bharat: ~14 Lacs customers acquired and serviced through branches and Micro ATMs



Customer Touchpoints

- 11,310 Customer Points
- 326 IBL locations
- 32 Partnership BC locations

- 69 Branches across MP, Karnataka, AP, Gujarat, Rajasthan, Tamilnadu, Tripura & Meghalaya

- 7,777 MATMs

- 3,080 Aadhar Pay (Merchant Points)

- 28 ATMs



Customer Network

- 14.0 lacs unique customers (10.1 Lacs of IBL)
- 2.6 lacs Liability & 1.6 lacs asset customers sourced through Branches & MATM

- More than 3.8 Lacs customers acquired through Branches and MATMs

- No. of loan accounts reached 12 lacs



Assets & Liabilities

- ₹ 1,833 Cr of advances (1,481 Crs of IBL)
- ₹ 327 Cr of deposit balances
- ₹ 1,047 Cr disbursed in FY18

- Branch Based advances are at ₹ 273 Cr

- MSME assets are at ₹ 25.9 Cr, JLG BC assets are at ₹ 1,534 Cr including IBL

Wholesale bank

Transaction Highlights



BBPS (Bharat Bill Payment System) mandate from leading company

We won our first ever BBPS (Bharat Bill Payment System) mandate from a large corporate to act as the primary Biller Operating Unit. In this capacity, we will be the collecting bank for the bills paid by company's consumers via BBPS network.



TReDS

A scheme for setting up and operating the institutional mechanism for facilitating the financing of trade receivables of MSMEs from corporate buyers by way of discounting through market mechanism. The entire exposure on TReDS will qualify for PSL lending. We have completed registration on all 3 exchanges set up for this – a) RXIL (JV between NSE and SIDBI), b) A TReDS (subsidiary of Axis Bank) and c) M1 Exchange (Mynd Solutions Ltd). We have initiated discounting on 2 of these exchanges.



Selected as Nodal Transaction Bank for National Housing Bank

Appointed as nodal transactional banker by National Housing Bank, the nodal agency for running the major centrally sponsored housing schemes and schemes under the flagship mission of 'Housing for All'.



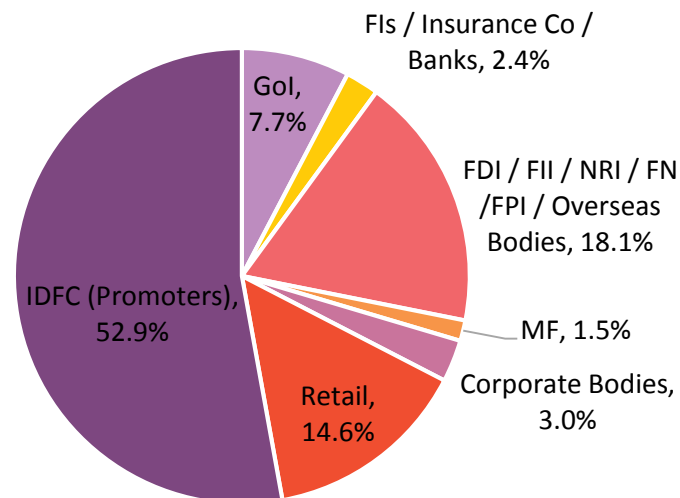
India's first Infra Investment Trust fund

Successfully closed the Rs. 5033 Cr. IPO for India's 1st Infrastructure investment trust (InvIT) launched by IRB InvIT Fund (IRB InvIT) as the left-lead global coordinator & book running lead manager. With this, IDFC Group continues to demonstrate its strength of introducing new products in capital markets.

Shareholding pattern

% of Top 10 shareholders			
Sr No	Name	Category	Jun-17
1	IDFC (Promoters)	Promoter	52.9%
2	Gol	Government	7.7%
3	Blackrock Fund	FII / FDI	1.7%
4	Platinum Investment Management	FII / FDI	1.4%
5	Vanguard	FII / FDI	1.3%
6	Emerging Markets Funds	FII / FDI	1.1%
7	Capital Group Inc	FII / FDI	1.0%
8	The Royal Bank Of Scotland	FII / FDI	1.0%
9	LIC	Insurance Company	0.9%
10	Wellington Trust Company National Association	FII / FDI	0.6%

Shareholding as on 30th Jun 2017





THANK YOU