



IDFC BANK

# FY18 FINANCIALS

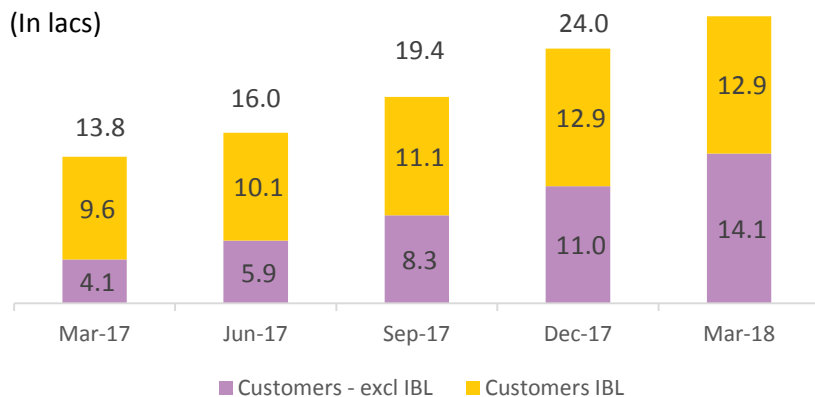
MARCH 31, 2018



# Key Highlights: FY18 (1 of 2)

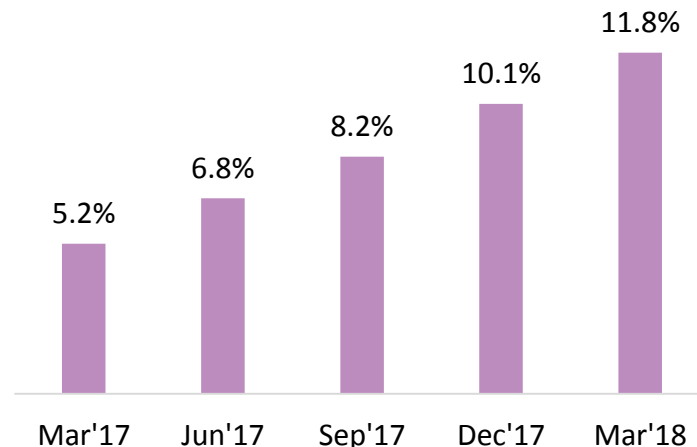
## No. of Customers

(Total: 27 lacs | IBL customers: 13 lacs)



Customers acquired in Q4 FY18: 309K (B+: 59K; BB: 250K)

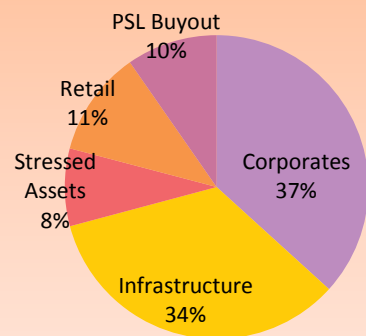
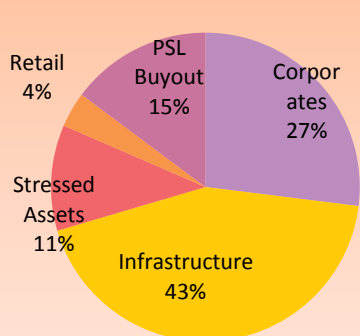
## CASA/Deposits



## Funded book diversified into Corporates & Retail

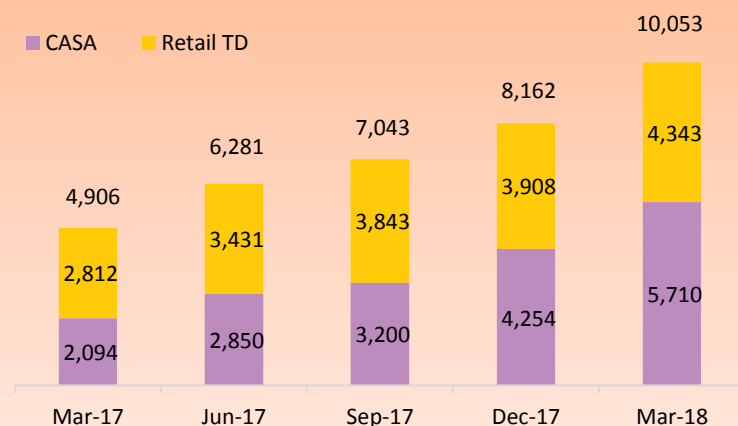
March 17 (Rs. 70,248 Cr)

March 18 (Rs. 70,932 Cr)

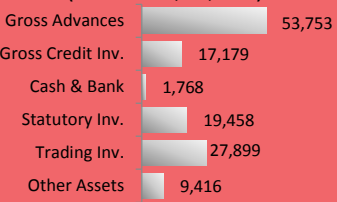
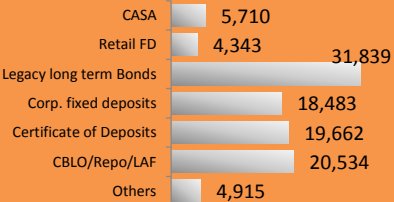


## Core Deposits

All figures in ₹ Crores

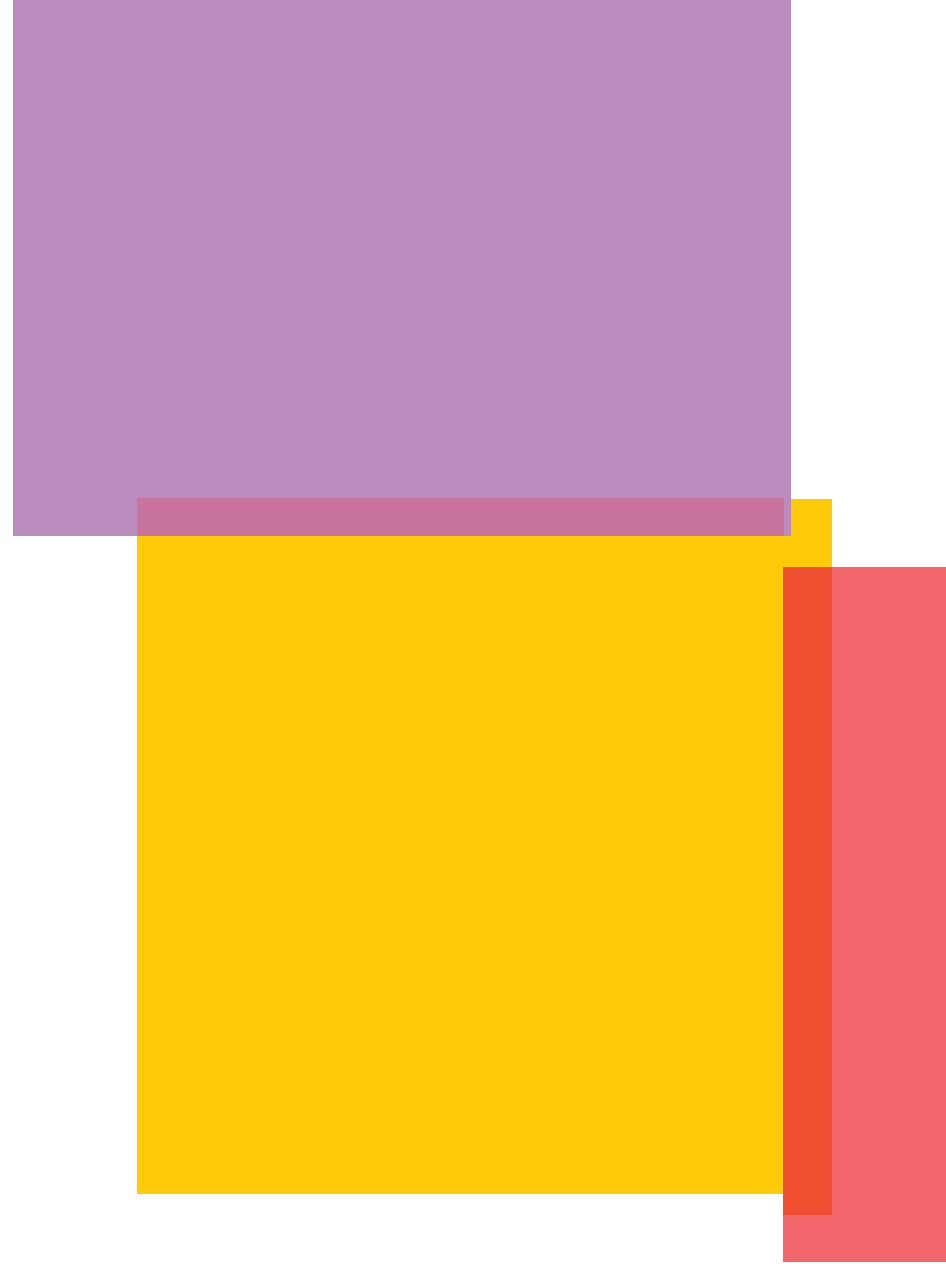


# Key Highlights: FY18 (2 of 2)

<p><b>Network</b></p> <p><b>18,096</b> (8,613)</p> <p>Branches: 150 (74)</p> <p>BC &amp; IBL : 387 (350)</p> <p>Merchant points: 17,474 (8,142)</p> <p>ATM: 85 (47)</p>	<p><b>Funded/Non Funded O/S</b></p> <p>Funded: ₹70,932 Cr (FY17: ₹ 70,248)</p> <p>Non-funded: ₹ 27,905 Cr (FY17: ₹18,605)</p>	<p><b>Asset mix ₹ 1,29,473 Cr<sup>3</sup></b></p> <p>(FY17: ₹ 1,15,840)</p> 	<p><b>Funding mix ₹105,485 Cr</b></p> <p>(FY17: ₹ 90,470)</p> 
<p><b>CASA Ratio<sup>1</sup></b></p> <p><b>11.8%</b> (FY17: 5.2%)</p> <p><b>CASA: ₹ 5,710 Cr (₹2,094 Cr)</b></p> <ul style="list-style-type: none"> <li>Retail: ₹ 1,617 (₹ 600)</li> <li>Wholesale: ₹ 4,093 Cr (₹ 1,495 Cr)</li> </ul>	<p><b>Deposits</b></p> <p>CASA: ₹ 5,710 (₹ 2,094)</p> <p>Term Deposits: ₹ 22,826 (₹ 17,970)</p> <p>Certificate of Deposits: ₹ 19,662 (₹ 20,144)</p>	<p><b>Loan NIMs: 2.4%</b></p> <p>(FY17: 3.1%)</p>	<p><b>Treasury NIMs: 1.1%</b></p> <p>(FY17: 1.0%)</p>
<p><b>Operating Income</b></p> <p><b>₹ 3,056 Cr</b></p> <p>(FY17: ₹ 3,030)</p> <p>NII: ₹ 1,859 Cr (₹ 2,076)</p> <p>Non Int: ₹ 1,197 Cr (₹ 954)</p>	<p><b>Cost/Income</b></p> <p><b>54.1%</b></p> <p>(FY17: 42.1%)</p> <p>HR Cost/Income: 22.9% (FY17: 19.7%)</p>	<p><b>PAT</b></p> <p><b>₹ 859 Cr</b></p> <p>(FY17: ₹ 1020 Cr)</p>	<p><b>RoA   RoE</b></p> <p><b>0.7%   5.7%</b></p> <p>(FY17: 1.0%   7.2%)</p>
<p><b>FY18 EPS   Book value per share</b></p> <p><b>2.5   44.8</b></p> <p>(FY17: 3.0   43.2)</p>	<p><b>Asset Quality</b></p> <p><b>GNPL: 3.3%</b> (FY17: 3.0%)</p> <p><b>Net RSA: 1.0%</b> (FY17: 1.3%)</p> <p><b>NNPL: 1.7%</b> (FY17: 1.1%)</p> <p><b>Net SR: 3.0%</b> (FY17: 3.3%)</p>	<p><b>Capital Adequacy</b></p> <p><b>18.00%</b></p> <p>(FY17: 18.9%)</p> <p>Tier 1: 17.67%</p> <p>Tier 2: 0.32%</p>	<p><b>Headcount</b></p> <p><b>5,814</b></p> <p>(FY17: 3,806)</p> <p>Including IBL: 9,670 (FY17: 7,338)</p>

1. CASA Ratio = CASA/(CASA+FD+CD)  
Note: ( ) denotes FY17 numbers

# FINANCIAL HIGHLIGHTS



Balance sheet (reported) grows by 13% YoY; Deposits increase 20% YoY, Gross advances up 9% QoQ

In INR Cr.	Mar-17	Dec-17	Mar-18	% Growth (QoQ)	% Growth (YoY)
Shareholders' Funds	14,678	15,208	15,257	0%	4%
Deposits	40,208	42,259	48,198	14%	20%
Borrowings	50,262	54,506	57,287	5%	14%
Other liabilities and provisions	7,011	6,226	5,778	(7%)	(18%)
<b>Total Liabilities</b>	<b>112,160</b>	<b>118,199</b>	<b>126,520</b>	<b>7%</b>	<b>13%</b>
Cash and Bank Balances	2,202	2,055	1,768	(14%)	(20%)
Net Retail and Corporate Assets	66,567	63,870	67,979	6%	2%
Net Advances <sup>1</sup>	49,402	47,127	52,165	11%	6%
<i>Gross Advances</i>	<i>51,631</i>	<i>49,398</i>	<i>53,753</i>	<i>9%</i>	<i>4%</i>
<i>Less: Provisions</i>	<i>(2,229)</i>	<i>(2,271)</i>	<i>(1,588)</i>	<i>(30%)</i>	<i>(29%)</i>
Credit Investments	17,165	16,743	15,814	(6%)	(8%)
<i>Credit Book</i>	<i>15,103</i>	<i>14,896</i>	<i>14,016</i>	<i>(6%)</i>	<i>(7%)</i>
<i>Loan Equity</i>	<i>3,515</i>	<i>3,194</i>	<i>3,163</i>	<i>(1%)</i>	<i>(10%)</i>
<i>Less: Provision</i>	<i>(1,452)</i>	<i>(1,347)</i>	<i>(1,365)</i>	<i>1%</i>	<i>(6%)</i>
Statutory Investments	19,264	18,041	19,458	8%	1%
CRR	2,900	2,798	3,124	12%	8%
SLR	16,364	15,243	16,334	7%	(0%)
Trading Investments	15,562	25,392	27,899	10%	79%
Fixed and Other Assets	8,564	8,841	9,416	7%	10%
<b>Total Assets</b>	<b>112,160</b>	<b>118,199</b>	<b>126,520</b>	<b>7%</b>	<b>13%</b>

1. Gross Advances and Provisions are net of Technical write off of Rs. 998 crore. Growth in Advances (ignoring Technical write off) was 11% QoQ and 6% YoY

## Profit & Loss Statement (reported)

In INR Cr	FY 17	FY 18	% Growth	Q3 FY18	Q4 FY18	% Growth
Operating Income	3,030	3,056	1%	726	546	(25%)
Net Interest Income	2,076	1,859	(10%)	511	431	(16%)
Non Interest Income	954	1,197	25%	215	116	(46%)
Fee and Commission	360	494	37%	138	106	(23%)
Trading Gains (Debt & Equity)	591	660	12%	78	(32)	NM
Other Income	3	43	1186%	(1)	42	NM
Operating Expenses	1,277	1,653	29%	411	490	19%
HR	597	699	17%	176	191	8%
Non HR	680	954	40%	235	299	27%
Pre-Prov Op Profit (Ppop)	1,753	1,403	(20%)	315	56	(82%)
Provisions & Contingencies	283	376	33%	109	242	123%
Profit Before Tax	1,471	1,027	(30%)	206	(186)	NM
Tax	451	168	(63%)	60	(228)	NM
<b>Profit After Tax</b>	<b>1,020</b>	<b>859</b>	<b>(16%)</b>	<b>146</b>	<b>42</b>	<b>(71%)</b>

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

All figures in ₹ Crores



IDFC BANK

## Funded Assets: Retail grows threefold; Corporate grows 38%

In INR Cr.	Mar'17	Dec'17	Mar'18	% Growth QoQ	% Growth YoY
Wholesale	49,477	46,514	50,249	8%	2%
Corporate	18,949	21,376	26,059	22%	38%
Infrastructure	30,528	25,138	24,190	(4%)	(21%)
Retail	2,598	5,991	7,966	33%	207%
PSL Buyout	10,391	7,670	6,860	(11%)	(34%)
SRs	2,120	1,997	1,984	(1%)	(6%)
Stressed Assets	5,662	5,317	4,874	(20%)	(25%)
Technical Write offs	0	0	(998)	n.m.	
<b>Total</b>	<b>70,248</b>	<b>67,488</b>	<b>70,932</b>	<b>5%</b>	<b>1%</b>

## Non Funded Assets

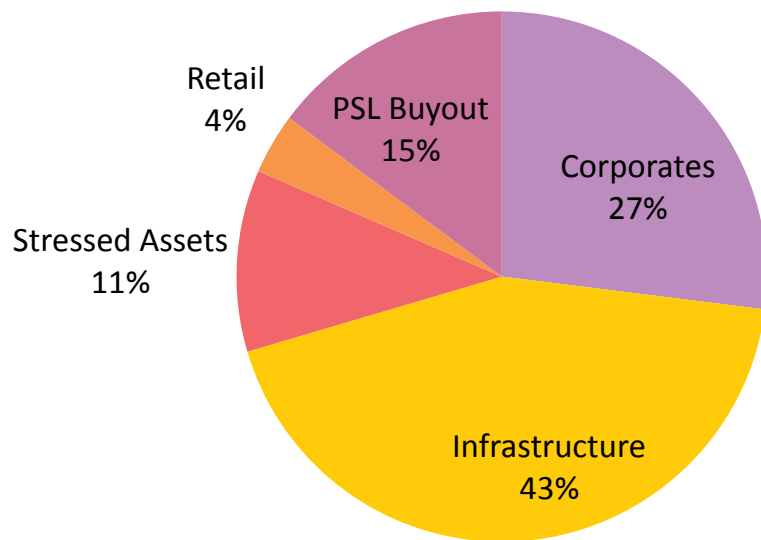
Particulars	Mar-17	Dec-17	Mar-18	% Growth (QoQ)	% Growth (YoY)
Trade Non Funded	18,605	27,258	27,905	2%	50%
Fx	184,520	203,363	187,428	(8%)	2%
Others	487	464	356	(23%)	(27%)
<b>Total</b>	<b>203,611</b>	<b>231,085</b>	<b>215,690</b>	<b>(7%)</b>	<b>6%</b>

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

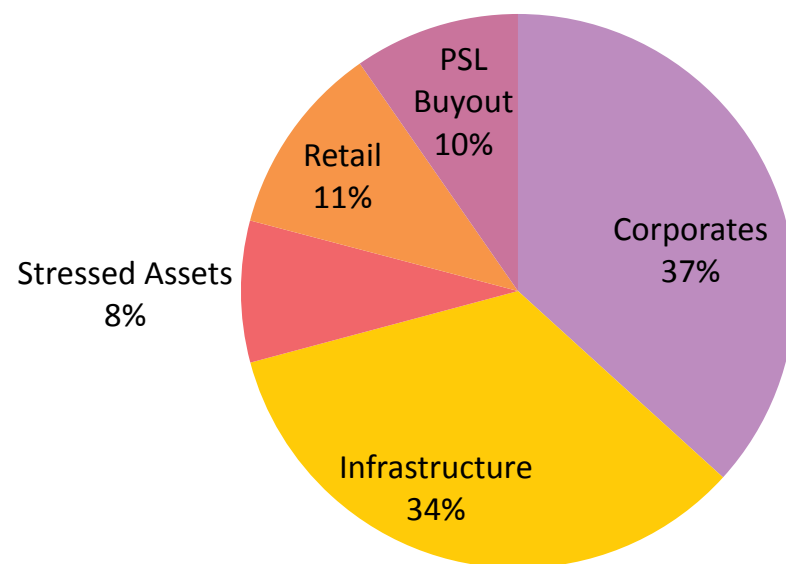


# Funded book diversified into Corporate & Retail

**March 17 (Rs. 70,248 Cr)**



**March 18 (Rs. 70,932 Cr)**



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

# Wholesale Overview

Funded Outstanding			
	Mar-17	Mar-18	% Growth (YoY)
<b>A) Wholesale Banking (I+II)</b>	<b>49,477</b>	<b>50,249</b>	<b>2%</b>
<b>I ) Corporate Banking (a+b+c+d)</b>	<b>18,949</b>	<b>26,059</b>	<b>38%</b>
a) Conglomerates	3,680	3,941	7%
b) LC	3,909	5,565	42%
c) ELC	3,002	6,829	127%
d) Others	8,358	9,724	16%
<b>II) Infrastructure</b>	<b>30,528</b>	<b>24,190</b>	<b>-21%</b>

\* Gross position as on 31 Mar 2018 without considering technical write-off of Rs 990 Cr

## Retail Overview

	Mar'17	Dec'17	Mar'18	YoY Growth (%)
<b>Rural</b>	<b>1,379</b>	<b>2,646</b>	<b>3,218</b>	<b>133%</b>
<i>JLG (incl BCs)</i>	<i>1,343</i>	<i>2,533</i>	<i>3,040</i>	<i>126%</i>
<i>Micro Enterprise Loan</i>	<i>33</i>	<i>101</i>	<i>158</i>	<i>379%</i>
<i>Equipment Hypoth Loan</i>	<i>3</i>	<i>9</i>	<i>13</i>	<i>333%</i>
<i>Micro Housing Loan</i>	<i>0</i>	<i>3</i>	<i>7</i>	
<b>Others</b>	<b>1,219</b>	<b>3,345</b>	<b>4,748</b>	<b>290%</b>
<i>Home Loan</i>	<i>441</i>	<i>1,243</i>	<i>1,610</i>	<i>265%</i>
<i>Loan Against Property</i>	<i>93</i>	<i>456</i>	<i>621</i>	<i>568%</i>
<i>Personal Loan</i>	<i>75</i>	<i>267</i>	<i>374</i>	<i>399%</i>
<i>Business Loan</i>	<i>0</i>	<i>5</i>	<i>24</i>	<i>NM</i>
<i>Business Loan – Partnership</i>	<i>28</i>	<i>80</i>	<i>97</i>	<i>246%</i>
<i>Commercial Vehicle</i>	<i>97</i>	<i>273</i>	<i>538</i>	<i>455%</i>
<i>Two-Wheeler Loan</i>	<i>14</i>	<i>38</i>	<i>44</i>	<i>214%</i>
<i>SME</i>	<i>316</i>	<i>627</i>	<i>928</i>	<i>194%</i>
<i>MSME</i>	<i>153</i>	<i>357</i>	<i>512</i>	<i>235%</i>
<b>Retail (Funded)</b>	<b>2,598</b>	<b>5,991</b>	<b>7,966*</b>	<b>207%</b>
Non Funded Retail	318	492	652	105%
<b>Retail (Funded + Non Funded)</b>	<b>2,916</b>	<b>6,483</b>	<b>8,618</b>	<b>195%</b>

- Retail funded grew 3.1x
- Home Loan grew 3.6X , LAP grew 6.6X, CV grew 5.5X since Mar'17
- JLG grew 2.3X since March'17. Quarterly growth at 20%

Note: Non Funded includes SME & MSME

Note2: DA-622 Cr, PTC 6242 Cr not included

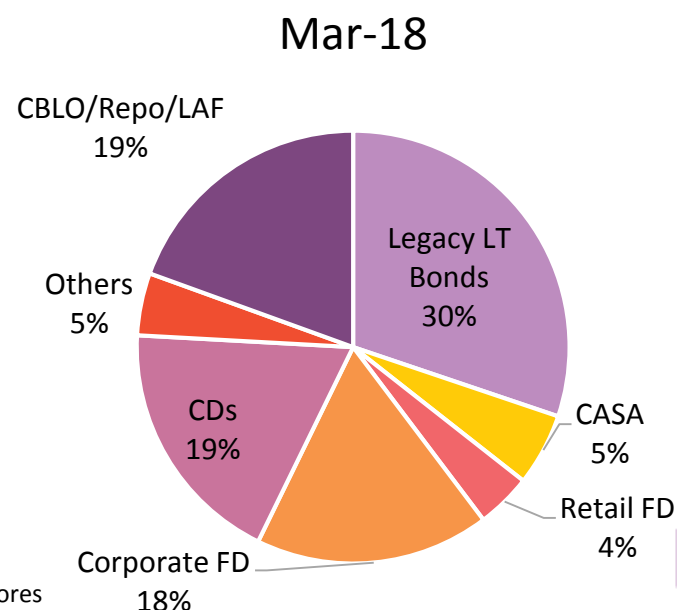
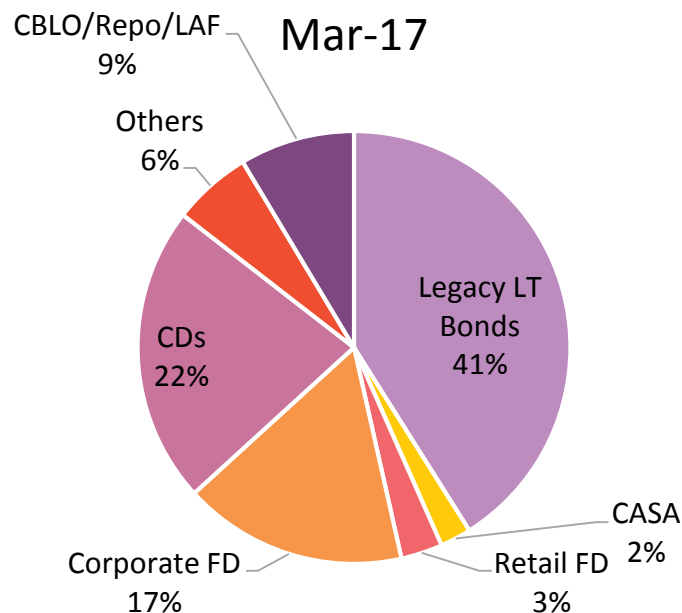
# Treasury

Particular	31-Mar-17	31-Dec-17	31-Mar-18	% Growth (QoQ)	% Growth(YOY)
CRR	2,900	2,798	3,124	12%	8%
SLR & Treasury Investments	31,925	40,634	44,236	9%	39%
<i>Central Govt. Securities</i>	21,523	26,778	31,526	18%	46%
<i>State Govt. Securities</i>	3,332	5,339	7,245	36%	117%
<i>Treasury Bill</i>	0	2,650	28	-99%	NM
<i>Certificate of Deposits</i>	0	0	249	NM	NM
<i>Commercial Paper</i>	55	639	525	-18%	854%
<i>Bond and Debentures</i>	5,014	5,228	4,664	-11%	-7%
<i>Mutual Fund</i>	2,000	0	0	NM	NM
<b>Total</b>	<b>34,826</b>	<b>43,433</b>	<b>47,357</b>	<b>9%</b>	<b>36%</b>

All figures in ₹ Crores

# Borrowing & Deposit analysis

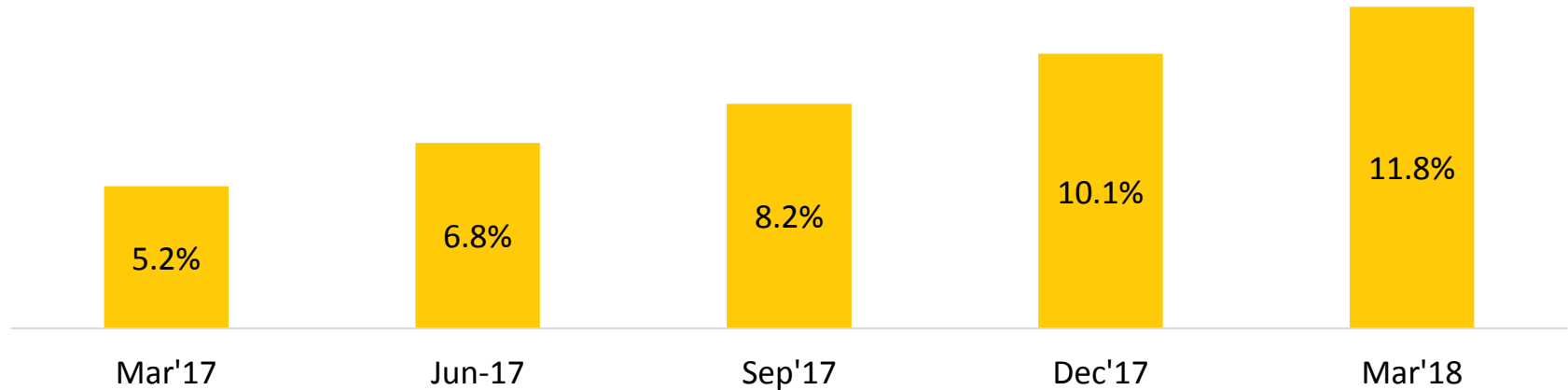
Particulars	31-Mar-17	31-Dec-17	31-Mar-18	% Growth (QoQ)	% Growth (YoY)
Legacy Long Term Bonds	37,140	34,070	31,839	-7%	-14%
CASA	2,094	4,254	5,710	34%	173%
Retail Fixed Deposits	2,812	3,737	4,343	16%	54%
Corporate Fixed Deposits	15,158	19,520	18,483	-5%	22%
Certificate of Deposits	20,144	14,748	19,662	33%	-2%
Others	5,346	3,998	4,915	23%	-8%
CBLO/Repo/LAF	7,776	16,437	20,534	25%	164%
<b>Total Borrowings + Deposits</b>	<b>90,470</b>	<b>96,765</b>	<b>105,485</b>	<b>9%</b>	<b>17%</b>



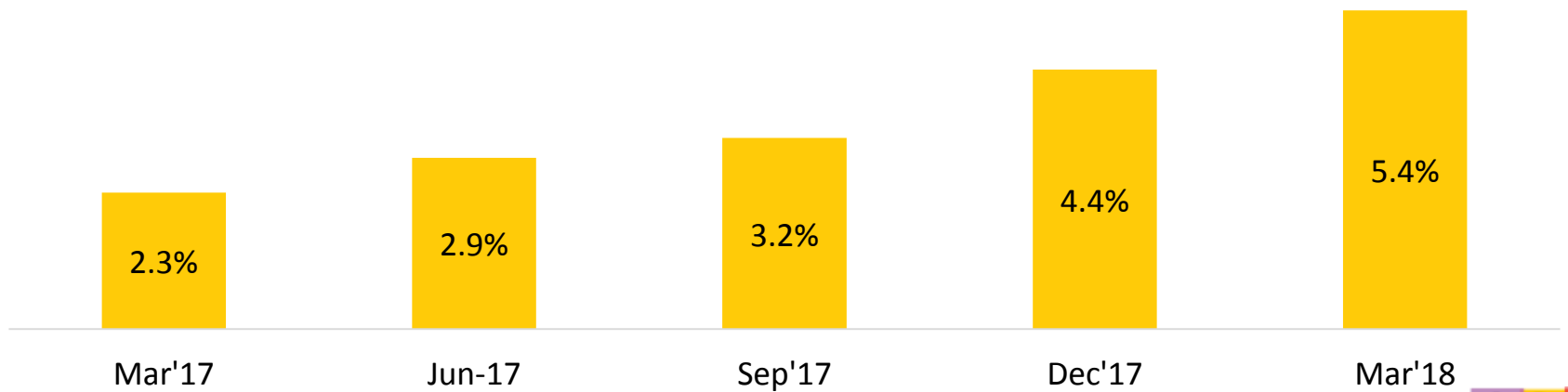
All figures in ₹ Crores

## Strong CASA trend

### CASA/Deposits

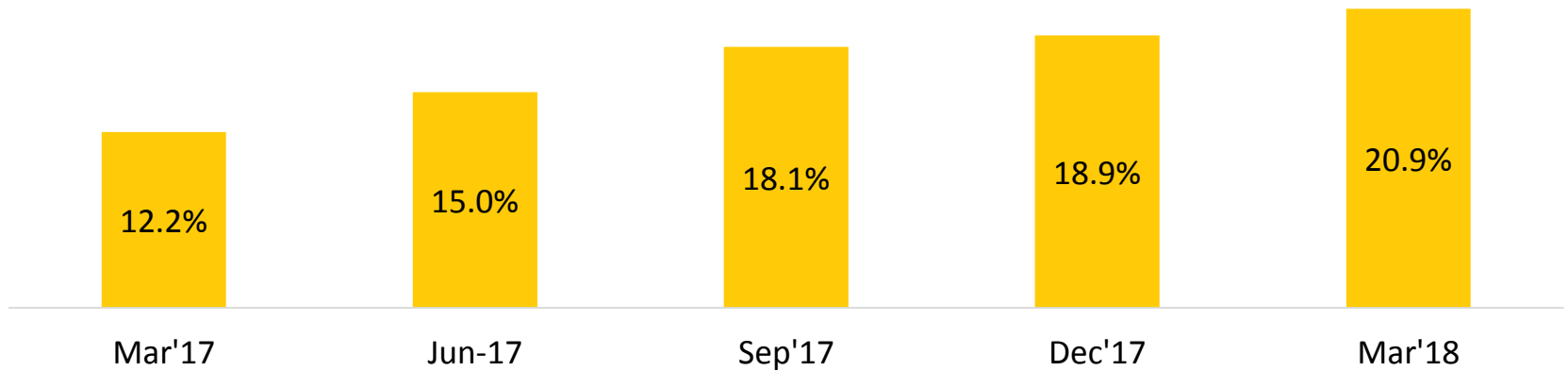


### CASA/(Deposits+Borrowings)

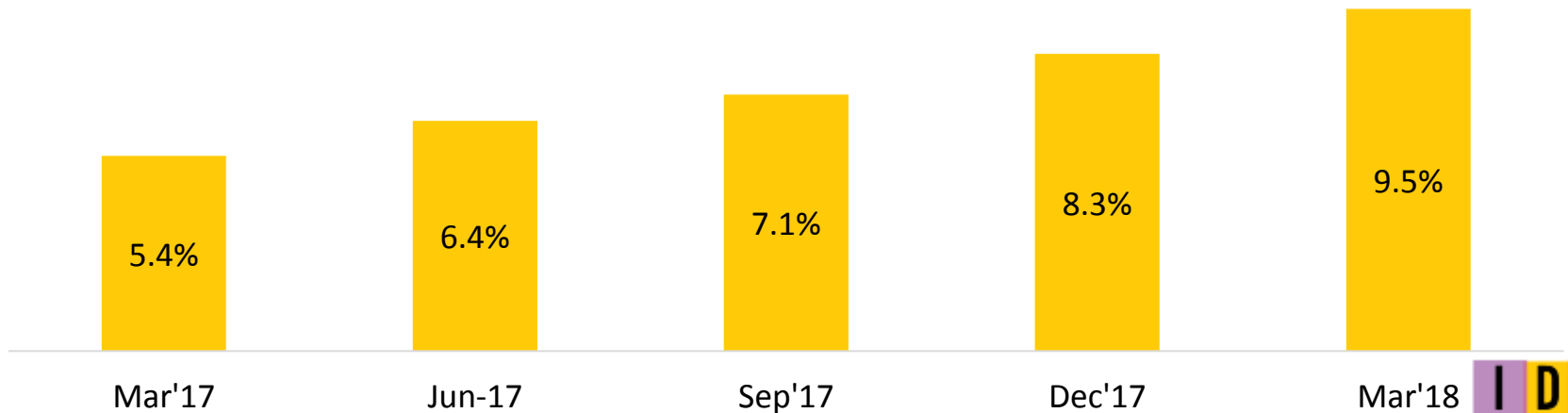


## Strong Core Deposits trend

### Core Deposits/Deposits



### Core Deposits/(Deposits+Borrowings)



## Profit & Loss Statement (MIS)

Particulars	FY 17	FY 18	% Growth
Operating Income	2,659	2,094	(21%)
Net Interest Income	1,654	1,328	(20%)
<i>Wholesale</i>	1,168	1,138	(3%)
<i>Retail</i>	179	338	89%
<i>PSL Drag</i>	(23)	(148)	553%
<i>SRs</i>	(33)	(140)	318%
<i>Stressed Assets</i>	364	140	(62%)
Non Interest Income	357	495	39%
Recurring Income	279	375	34%
<i>Loan Related Fees</i>	143	147	3%
<i>Trade &amp; Cash Management Fees</i>	65	122	88%
<i>Client Fx Margins</i>	61	63	3%
<i>Wealth Management</i>	1	8	559%
<i>Other Retail Fees</i>	9	35	273%
Others	78	120	55%
<i>IB, DCM &amp; Syndication fees</i>	81	119	46%
<i>Other Income</i>	(4)	1	(136%)
Treasury Income	648	271	(58%)
<i>Treasury NII</i>	382	427	12%
<i>Trading Gain (incl MTM)</i>	266	(156)	(159%)
Operating Expenses	1,237	1,549	25%
<i>HR</i>	597	699	17%
<i>Non HR</i>	640	850	33%
PPOP	1,422	545	(62%)
Provisions	283	351	24%
Asset Sale/one offs	331	833	151%
PBT	1,471	1,027	(30%)
Tax	451	168	(63%)
PAT	1,020	859	(16%)

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



## Spread Analysis

Particulars	FY17	FY 18
<b>Yields</b>	<b>9.7%</b>	<b>8.9%</b>
WB	10.4%	9.5%
<i>Corporate Banking</i>	9.9%	9.0%
<i>Infrastructure</i>	10.7%	9.8%
Retail	14.7%	12.6%
PSL Buyout	8.1%	6.8%
SRs	0.0%	0.0%
Stressed Assets	6.4%	4.1%
<b>Average Cost of Funds</b>	<b>8.2%</b>	<b>7.6%</b>
Core Deposits	6.2%	5.6%
Corporate Deposits	6.9%	6.5%
Legacy Borrowings	8.9%	9.0%
<b>Spreads</b>	<b>1.5%</b>	<b>1.3%</b>

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

## Stressed Assets

Particular	Mar'17	Jun-17	Sep'17	Dec'17	Mar'18
Stressed Assets (Net of SRs) <sup>1</sup>	5,662	5,564	5,344	5,316	4,874
<i>NPL</i>	1,192	1,189	1,187	2,777	2,769
<i>Others Loans</i>	3,075	3,019	2,960	1,342	927
<i>Stressed Equity</i>	1,395	1,356	1,197	1,197	1,178
Provisions (Net of SRs)	3,458	3,458	3,361	3,399	3,707
<i>NPL</i>	862	867	863	1,570	1,878
<i>Others Loans</i>	1,475	1,493	1,505	814	814
<i>Stressed Equity</i>	1,121	1,098	992	1,015	1,015
PCR	61%	62%	63%	64%	76%
NPL (% of stressed assets)	21.1%	21.4%	22.2%	52.2%	56.8%
GNPL <sup>2</sup>	3.0%	4.1%	3.9%	5.6%	3.3%
NNPL	1.1%	1.7%	1.6%	2.5%	1.7%

1. Without considering technical write off : 998 cr

2. Considering technical write-off

## Financials: Key ratios

	Q4 FY17	Q3 FY18	Q4 FY18	FY17	FY18
Return on Assets	0.6%	0.5%	0.1%	1.0%	0.7%
Return on Equity	4.9%	3.8%	1.1%	7.2%	5.7%
EPS (Rs.)	0.5	0.4	0.1	3.0	2.5
Book Value Per Share (Rs.)	43.2	44.7	44.8	43.2	44.8
NIMs	2.0%	1.9%	1.5%	2.1%	1.7%
<i>Of which Loan NIMs</i>	3.2%	3.0%	1.7%	3.1%	2.4%
Cost/Income	53.4%	56.6%	89.7%	42.1%	54.1%
Capital Adequacy Ratio	18.9%	19.2%	17.8%	18.9%	18.0%
<i>Of which Tier I</i>	18.5%	18.8%	17.5%	18.5%	17.7%
Gross NPL (% of Loans)	3.0%	5.6%	3.3%	3.0%	3.3%
Net NPL (%)	1.1%	2.5%	1.7%	1.1%	1.7%
CASA/Total Deposits	5.2%	10.1%	11.8%	5.2%	11.8%
CASA/Gross Advances	4.1%	8.6%	10.6%	4.1%	10.6%
Price/Book	1.4x	1.2x	1.1x	1.4x	1.1x

**NIMs (Ex SSMG):**

FY 18: 1.8%

FY 17: 2.1%

**Loan NIMs (Ex SSMG)**

FY 18: 2.9%

FY 17: 3.3%

**Gross NPL:**

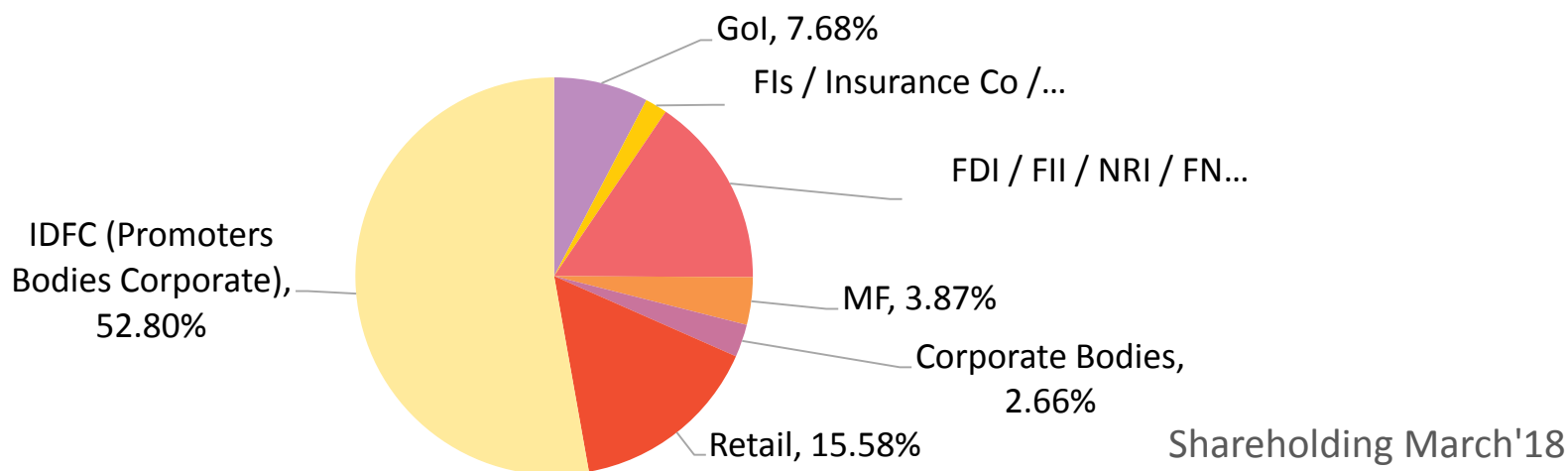
Mar'18 ₹ 1,779 Cr  
(Dec'17 ₹ 1,542 Cr),

**Net NPL:**

Mar'18 ₹ 891 Cr  
(Dec'17 ₹ 576 Cr)

# Shareholding pattern

% of top 10 shareholders			
Sr. No	Shareholder Name	Category	% Of total Equity
1	Gol	Gol	7.7%
2	Blackrock Fund	FII / FDI	1.9%
3	Platinum Investment Management	FII / FDI	1.5%
4	Vanguard	FII / FDI	1.4%
5	Emerging Markets Funds	FII / FDI	0.9%
6	LIC	FIs / Insurance Co / Banks	0.8%
7	Wellington Trust Company National Association	FII / FDI	0.7%
8	Reliance Capital	MF	0.6%
9	Capital Group Inc	FII / FDI	0.6%
10	Kotak	MF	0.6%





THANK YOU