

Investor Presentation – Q1 FY 2014

July 2013

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DCB BANK

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Financial numbers are rounded off to nearest whole number

<p>DCB Bank – at a glance</p>	<ul style="list-style-type: none"> • Development Credit Bank Ltd (DCB Bank) http://www.dcbbank.com is a modern emerging new generation private sector bank. Present since 1930s, DCB is the only co-operative bank in India to have been converted into a private sector commercial bank in 1995 • Distribution network of 101 branches across 51 locations and 260 ATMs
<p>Comprehensive product range & scalable infrastructure</p>	<ul style="list-style-type: none"> • Business model focused on achieving a balance between Micro SME, SME, Retail Mortgages, Commercial Vehicle, Gold Loans, mid-Corporate and Agri / Inclusive Banking • Comprehensive range of banking products across all businesses • Modern systems and infrastructure to support growth- Finacle, FinnOne, CMS, Internet and Mobile banking
<p>Traditional loyal customer base</p>	<ul style="list-style-type: none"> • Traditional sticky customer base helped by presence of branch network in key areas of Maharashtra, Gujarat and AP • Provides DCB Bank access to low cost deposits
<p>Focus on building low cost franchise</p>	<ul style="list-style-type: none"> • Continued focus on building a low cost Deposits and strong capital position • CASA of 27.50% and CRAR of 13.89% under Basel II and 13.75% under Basel III
<p>Steady improvement in credit ratings</p>	<ul style="list-style-type: none"> • Crisil upgraded rating to A-/Stable for Long term and A1+ for Short term • Brickwork Ratings: BWR A- (Stable)
<p>Robust promoter background</p>	<ul style="list-style-type: none"> • DCB's promoter, Aga Khan Fund for Economic Development (AKFED) http://www.akdn.org/akfed is present in 16 countries employing over 30,000 people • Promoter group holds 18.47% stake in DCB
<p>Pedigreed board and experienced management team</p>	<ul style="list-style-type: none"> • Nasser Munjee, Chairman: Ex- Executive Director – HDFC, instrumental in setting up IDFC & sits on the boards of many large Indian companies • Murali M. Natrajan, MD & CEO: worked in Standard Chartered Bank (Global Head – SME Banking), Citibank, American Express; strong Retail Banking & SME experience in India & abroad

For detailed 'Overview', please refer to pages 28 - 34

Financial Performance

Highlights

DCB BANK

INR mn	Q1 FY 2014	Q1 FY 2013	Inc / (Dec)	Q4 FY 2013	Inc / (Dec)
Net Profit	428	189	126%	341	26%
Total Income	1,282	914	40%	1,146	12%
Operating Profit	513	248	107%	430	19%
Provisions	(85)	(59)	(44%)	(89)	4%
Cost to Income Ratio	60.0%	72.8%	-	62.5%	-

INR mn	June 30, 2013	June 30, 2012
Deposits	83,196	68,294
CASA	22,880	20,662
NRI Deposits	5,606	3,707
Advances	64,715	54,491

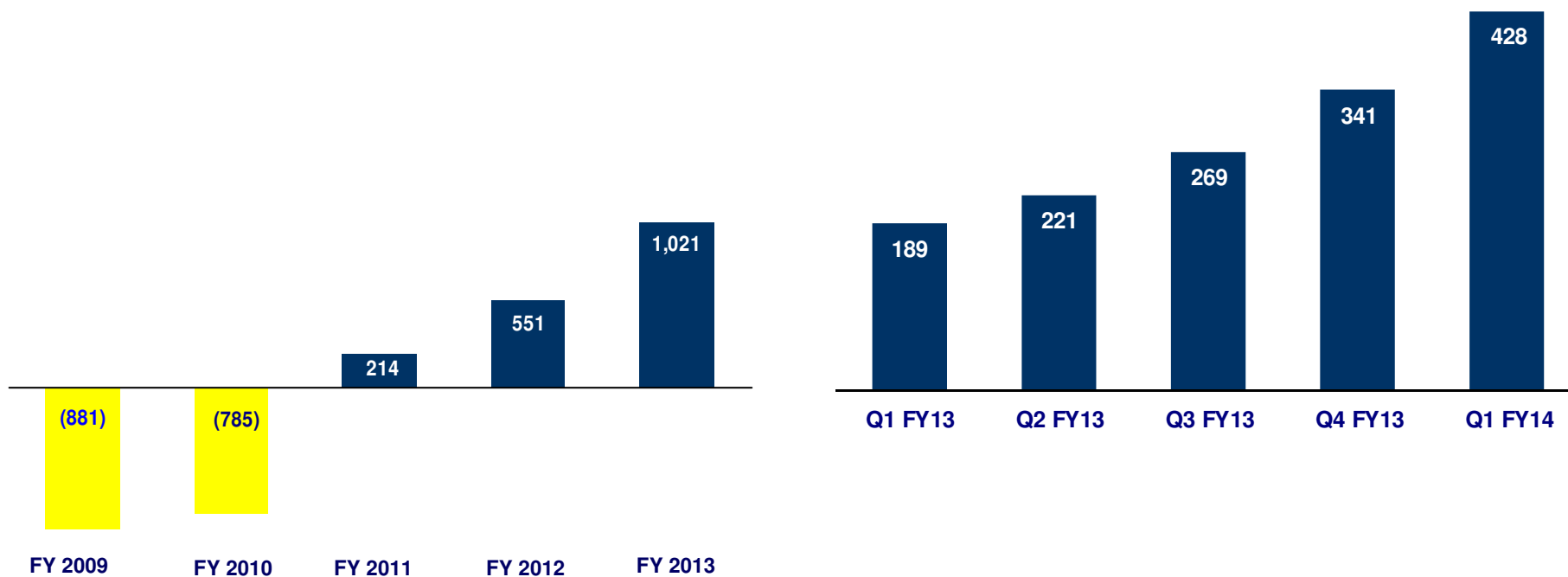
Quarter ended	June 30, 2013	June 30, 2012
CASA Ratio	27.50%	30.25%
Gross NPA Ratio	3.41%	4.18%
Net NPA Ratio	0.84%	0.75%
Provision Coverage Ratio	84.56%	88.50%
Credit/Deposit Ratio	77.79%	79.79%
ROA	1.55%	0.85%
ROE	16.68%	8.72%

Steady Improvement in Profits

DCB BANK

Net Profit / Loss *

INR mn



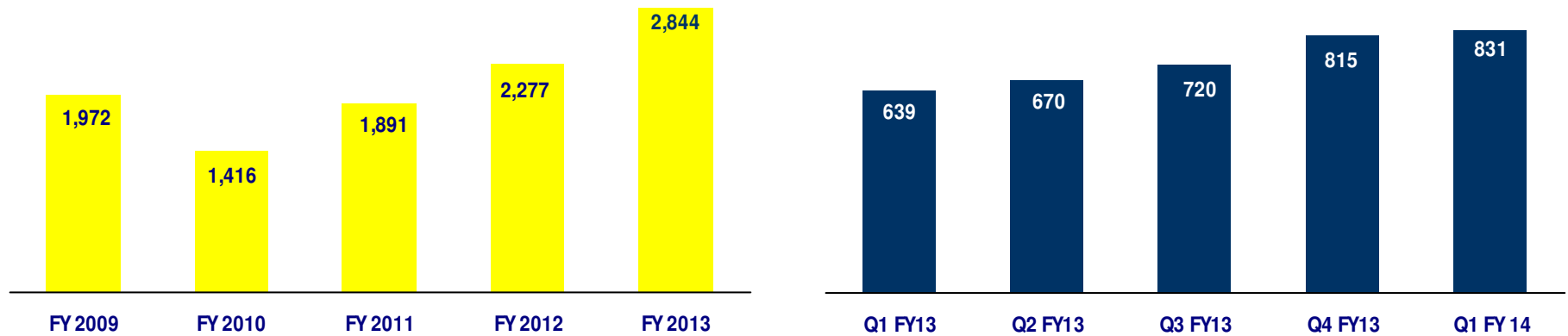
* Net Profit / (Loss) represents post tax numbers

Improvement in Income, quality

DCB BANK

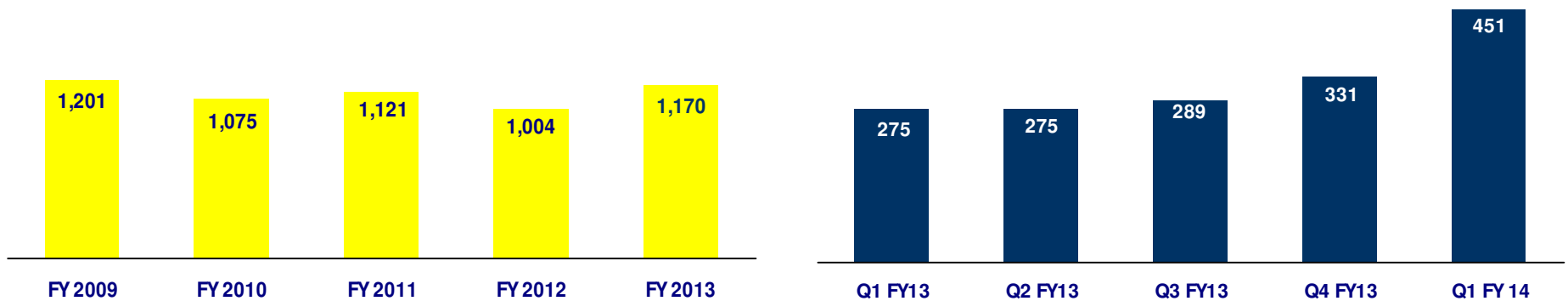
Net Interest Income

INR mn



Other Income

INR mn

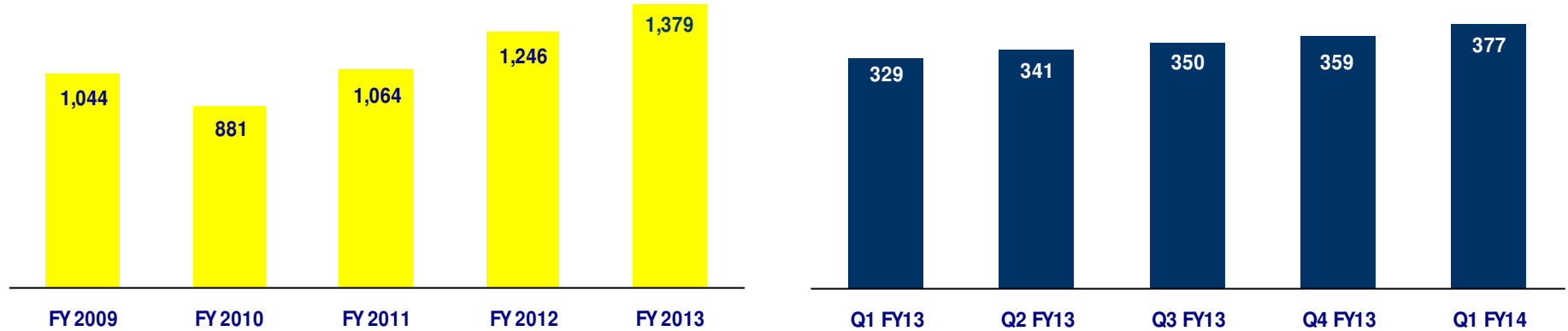


Staff Cost and Other Cost

DCB BANK

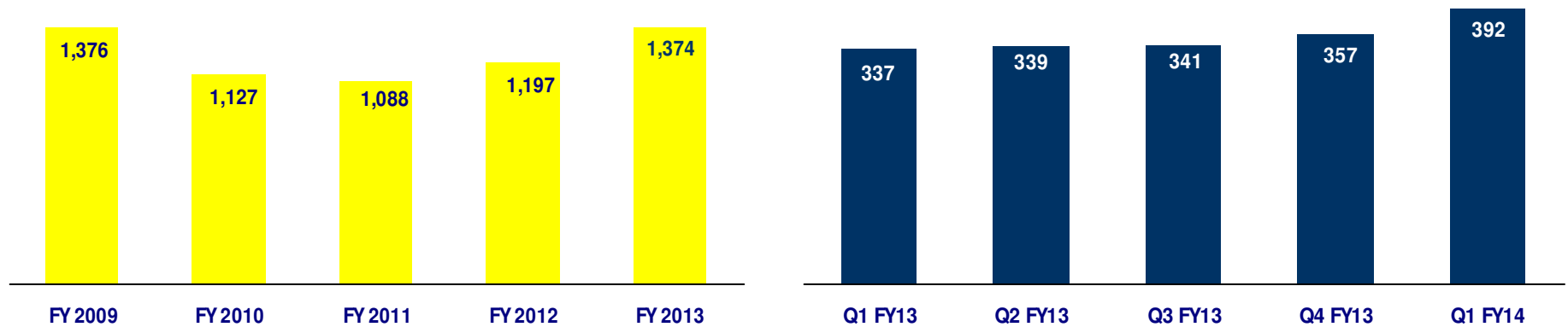
Staff Cost

INR mn



Other Cost

INR mn

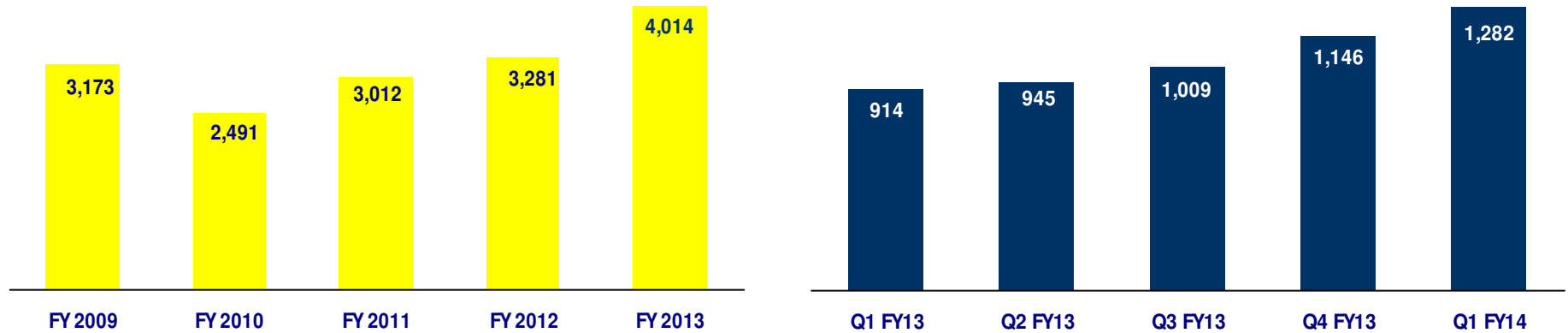


Operating Income and Cost to Income

DCB BANK

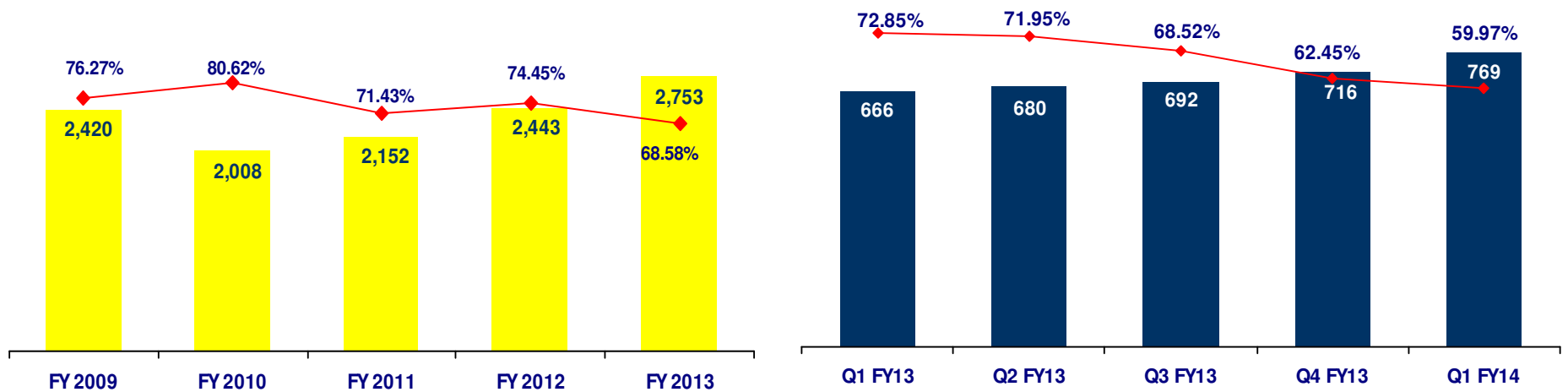
Operating Income

INR mn



Operating Cost

INR mn

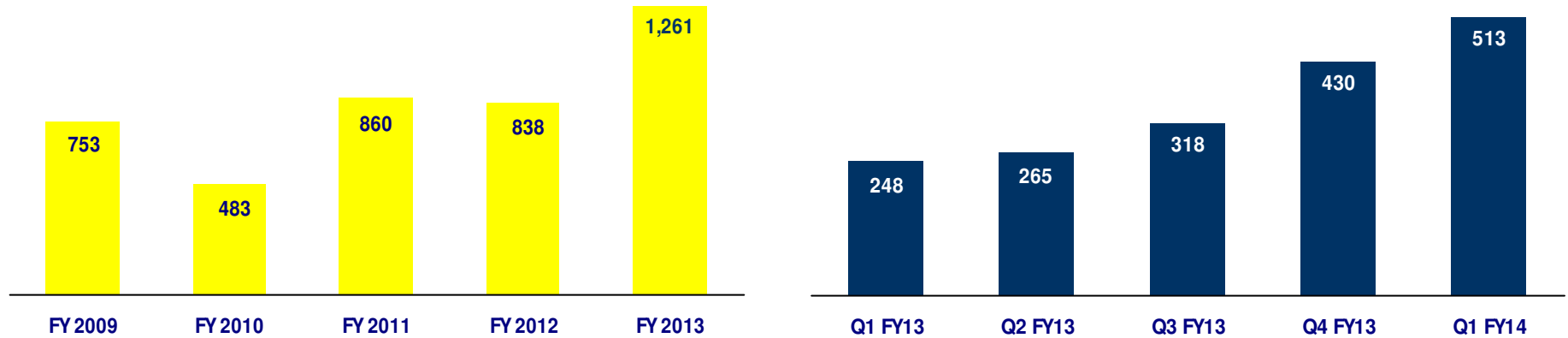


Operating Profit

DCB BANK

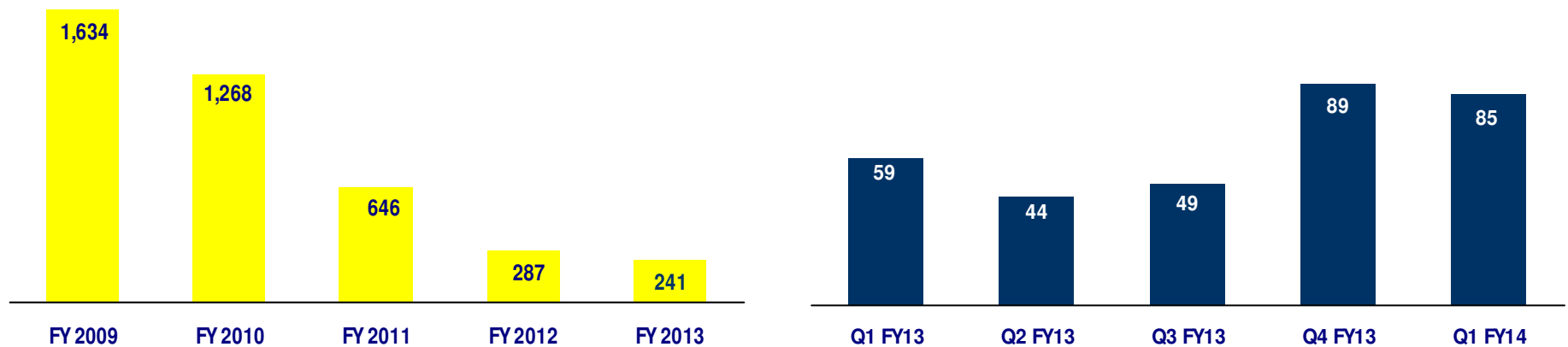
Operating Profit

INR mn



Provisions

INR mn



* Provisions include provisions for NPAs, standard assets, income tax, other assets, restructured advances etc Provisions also includes depreciation on investments and sacrifice of one time settlement

Growth in chosen Businesses

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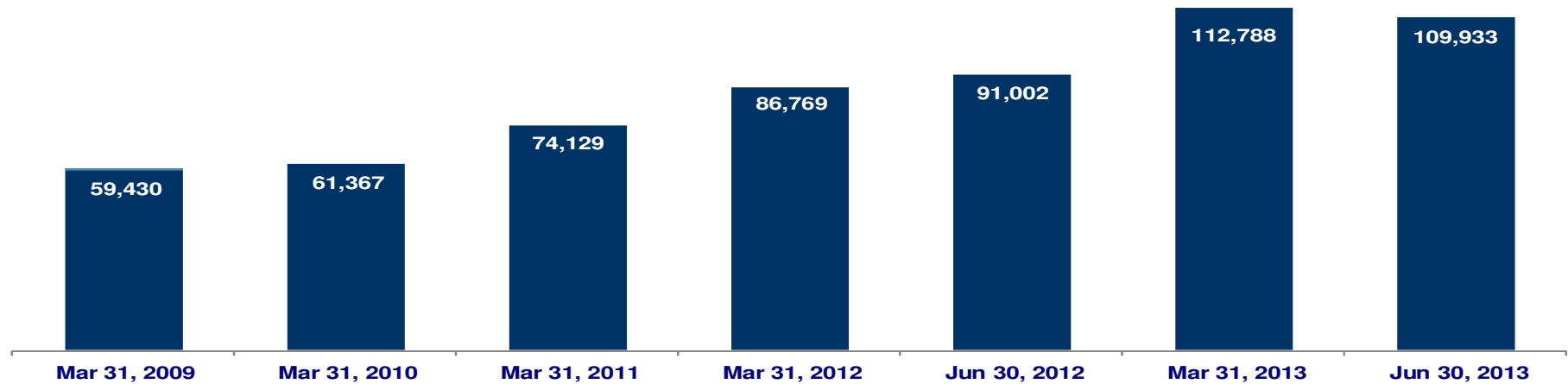
INR mn	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Jun 30, 2012	Mar 31, 2013	Jun 30, 2013
CASA	16,927	19,755	20,347	20,662	22,716	22,880
Retail Term Deposits	23,056	27,085	34,320	36,721	43,845	44,455
NRI Total Deposits	1,632	1,815	3,084	3,707	5,222	5,606
Mortgages	4,118	10,811	15,510	17,889	23,980	25,745
Commercial Vehicle	1,951	727	1,048	968	1,132	1,230
SME + Micro SME	6,004	10,219	14,038	13,943	14,877	13,923
Agri & Inclusive Banking	8,583	8,502	8,014	7,244	7,651	7,709
Corporate Banking	11,095	11,153	11,941	12,599	15,658	13,644

Balance Sheet

DCB BANK

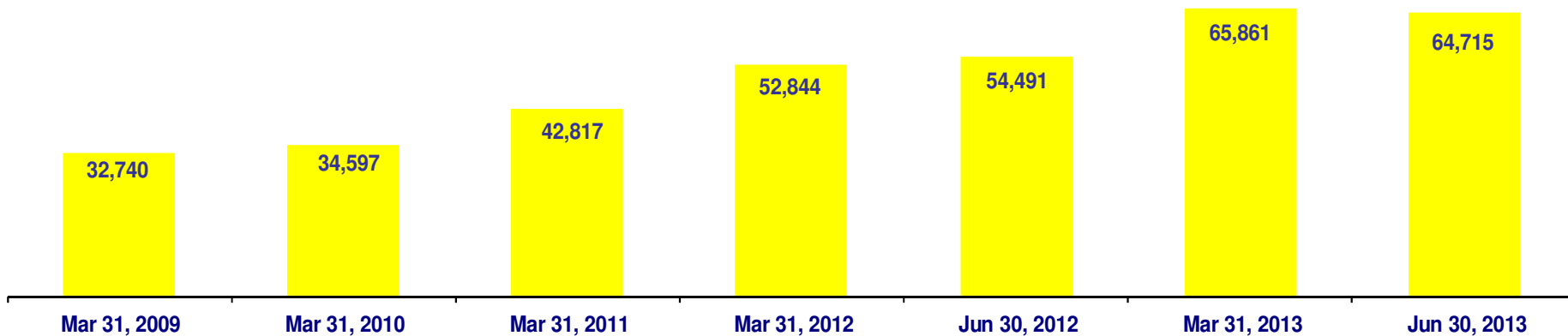
Total Assets

INR mn



Net Advances*

INR mn



* Net Advances – Gross advances less (net of) provisions

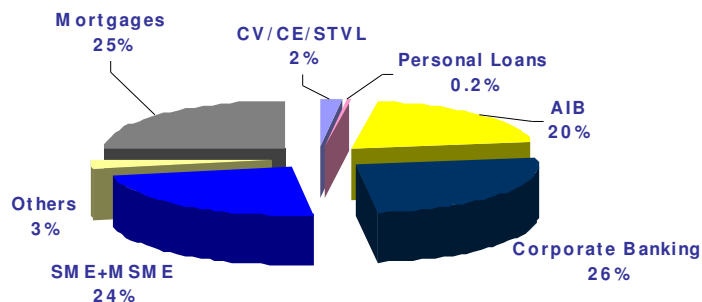
Private & Confidential

Development Credit Bank Limited

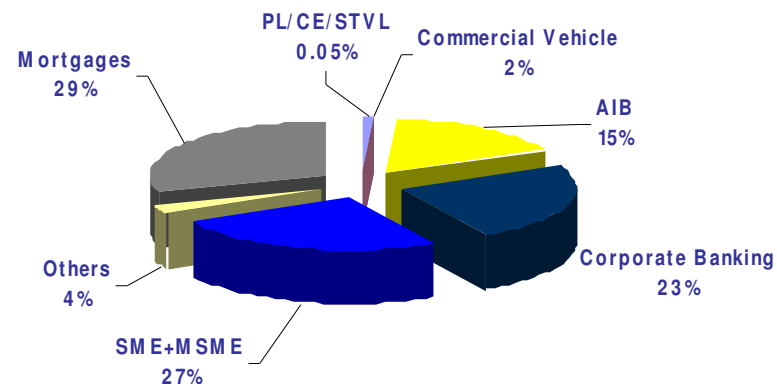
Diversified Portfolio

DCB BANK

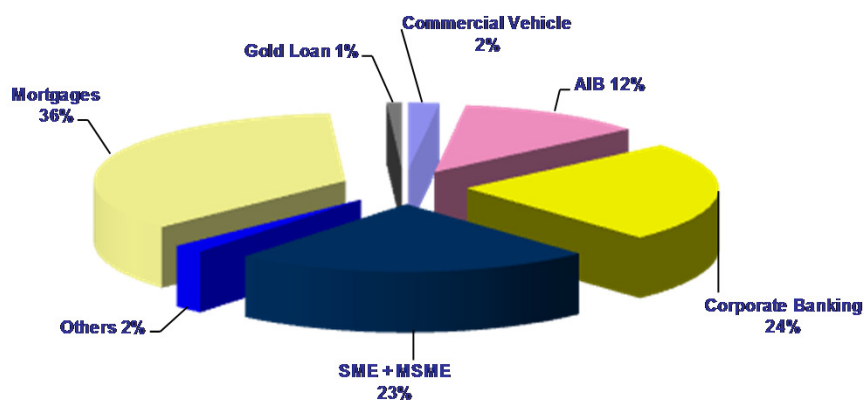
Portfolio* as on Mar 31, 2011



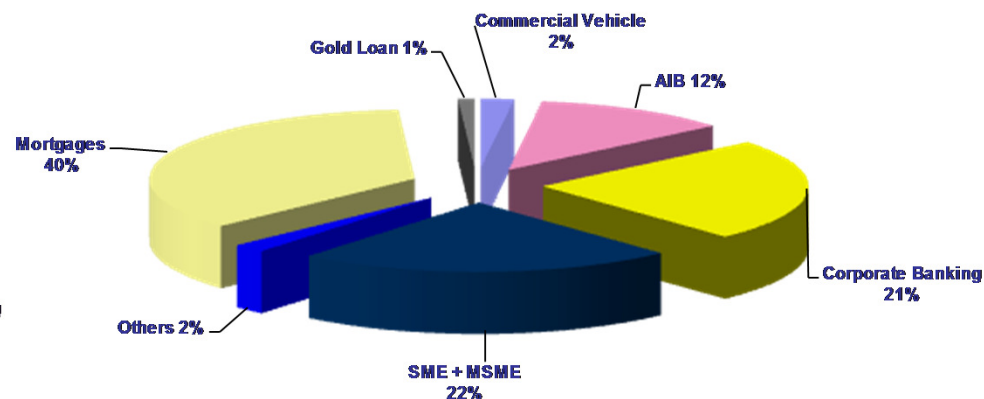
Portfolio* as on Mar 31, 2012



Portfolio* as on Mar 31, 2013



Portfolio* as on Jun 30, 2013



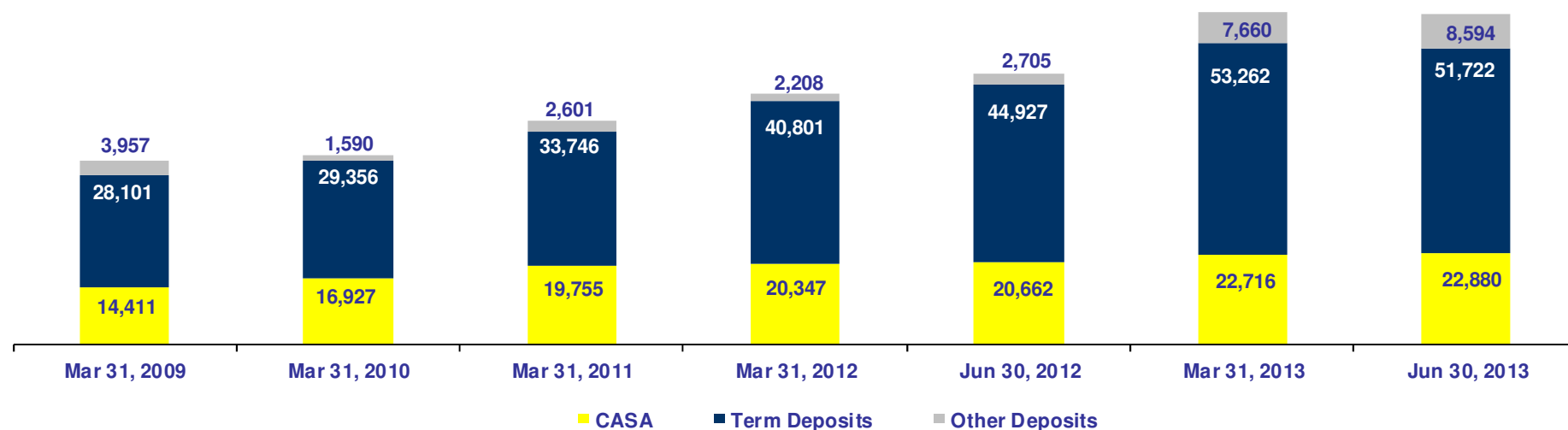
* AIB – Agri & Inclusive Banking, MSME – Micro SME, PL / CE / STVL – Personal Loan, Construction Equipment and Small Ticket Vehicle Loan

Build Stable Deposit Base

DCB BANK

Deposits

INR mn



INR mn	Mar 31, 2009	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Jun 30, 2012	Mar 31, 2013	Jun 30, 2013
Total Deposits	46,469	47,873	56,102	63,356	68,294	83,638	83,196

	Mar 31, 2009	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Jun 30, 2012	Mar 31, 2013	Jun 30, 2013
Retail Deposits Vs Total Deposits	67.53%	81.54%	81.17%	84.42%	82.72%	77.39%	79.51%
CASA %	31.01%	35.36%	35.21%	32.12%	30.25%	27.16%	27.50%

Access to low cost stable funding source to support Advances growth without undue reliance on volatile wholesale funding

Deposits Per Branch

DCB BANK

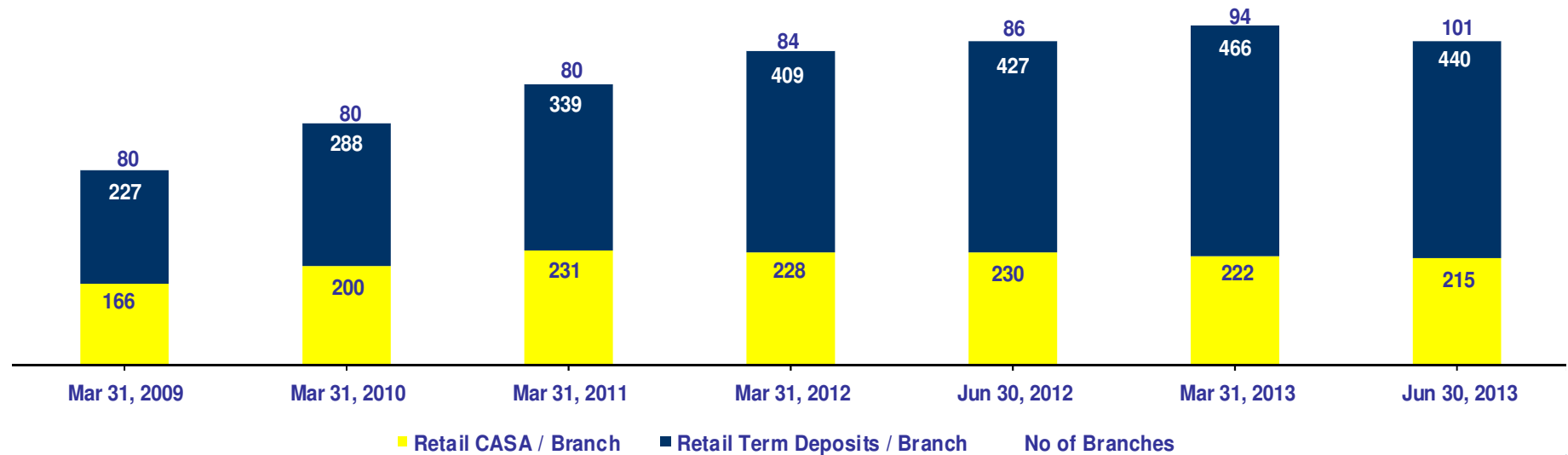
Retail CASA & Retail Term Deposits

INR mn



Retail Deposits / Branch

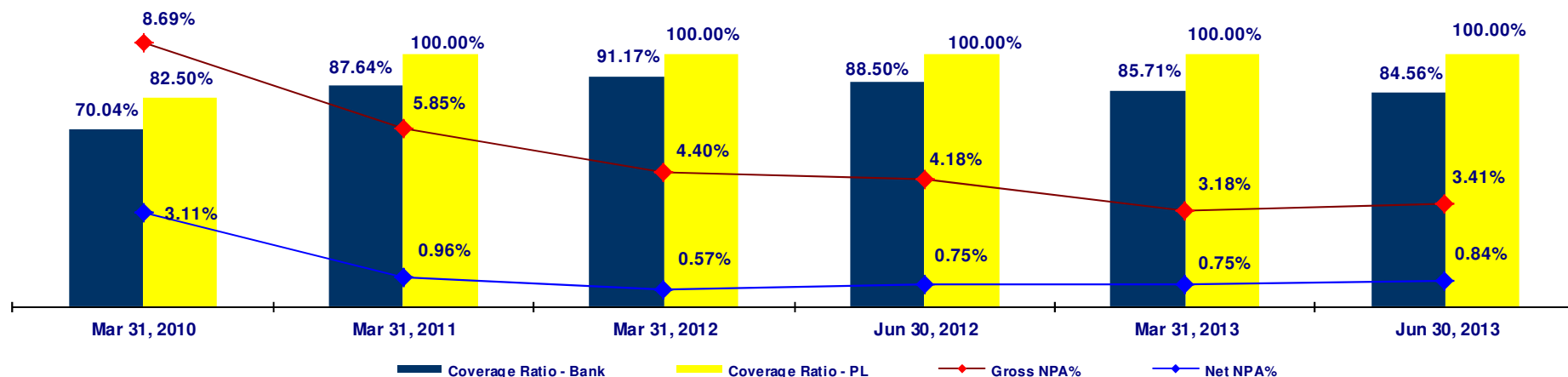
INR mn



Strong Provision Coverage

DCB BANK

Key Ratios



INR mn	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Jun 30, 2012	Mar 31, 2013	Jun 30, 2013
Personal Loans	1,694	1,293	1,196	968	620	604
CV/CE/STVL*	599	452	322	297	253	246
Corporate	594	588	627	624	473	569
SME + MSME	123	110	141	287	576	592
Mortgages	168	138	103	151	197	219
Others	14	55	29	35	31	34
Gross NPA	3,192	2,636	2,418	2,362	2,150	2,264
Net NPA**	1,076	412	302	409	491	543

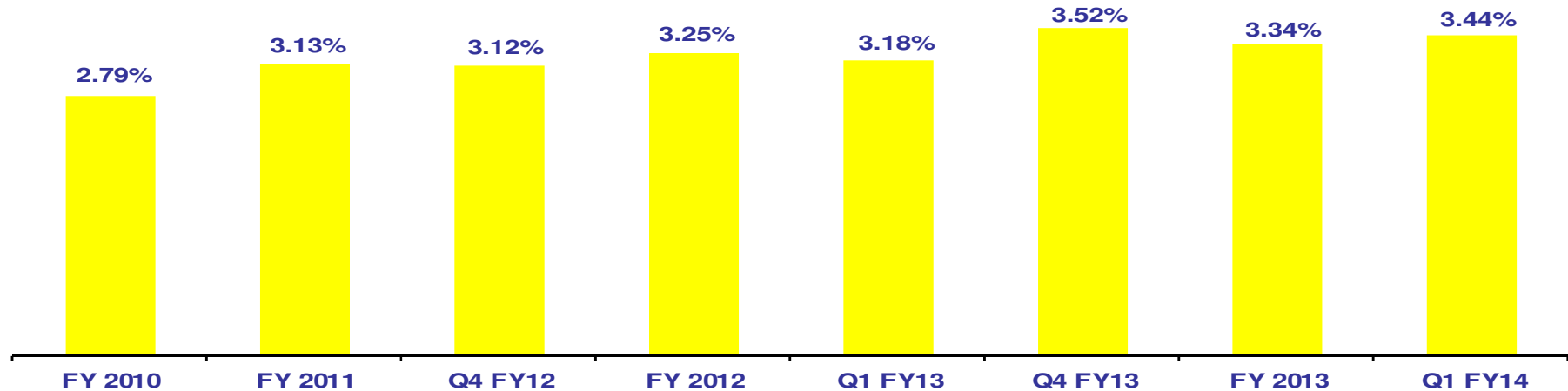
* CV / CE / STVL represents Commercial Vehicle, Construction Equipment and Small Ticket Vehicle Loan

** Net NPA = Gross NPA – (Balance in Interest Suspense account + DICGC/ECGC claims received and held pending adjustment + Part payment received and kept in suspense account + total provisions held)

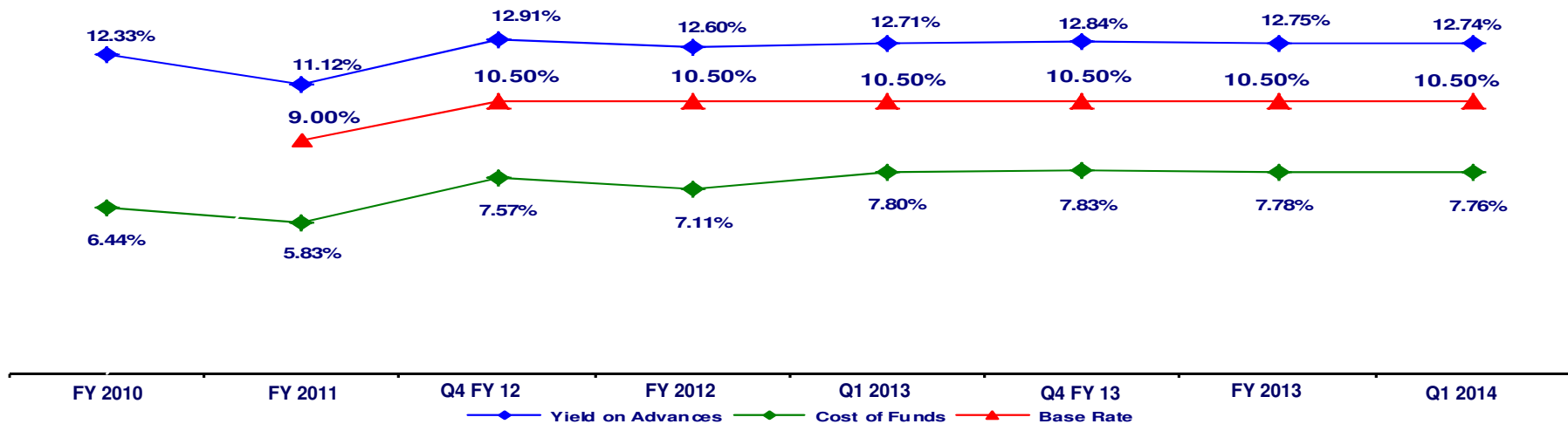
Yield, Cost of Funds and NIM

DCB BANK

Net Interest Margin



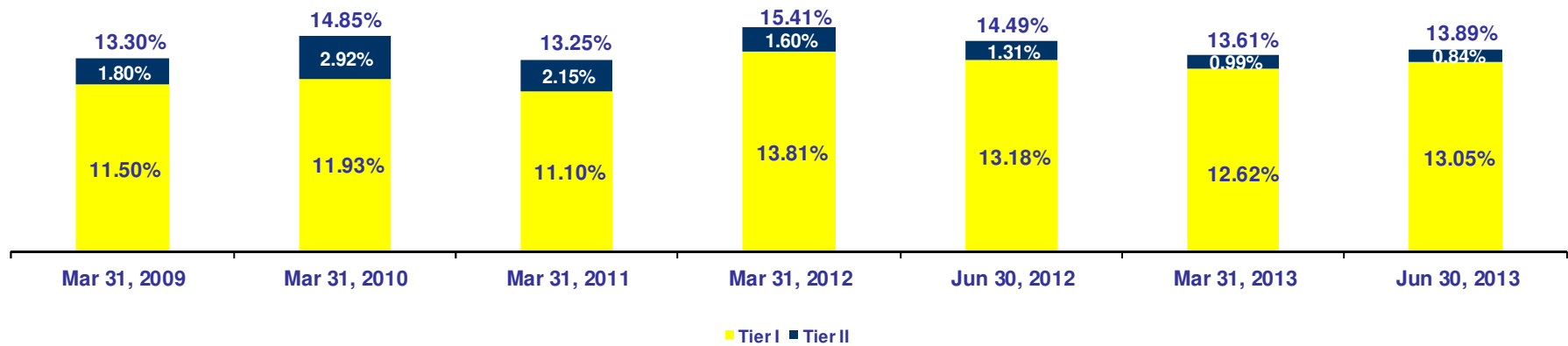
Yield on Advances, Base Rate & Cost of Funds



Capital Adequacy Ratios

DCB BANK

Capital Adequacy Ratios – Basel II



CRAR under Basel III as on June 30, 2013 is at 13.75%.

Other Income

DCB BANK

INR mn	FY 2010	FY 2011	FY 2012	Q1FY13	Q4FY13	FY 2013	Q1FY14
Commission, exchange and brokerage	682	683	786	206	248	893	224
Sale of investments	178	253	118	38	52	139	160
Sale of land, buildings and other assets	(3)	11	(28)	(2)	(14)	(17)	(2)
Exchange transactions	68	90	69	18	28	72	22
Bad Debt Recovered	14	6	10	10	10	53	37
Miscellaneous income	136	78	49	5	7	30	10
Total	1,075	1,121	1,004	275	331	1,170	451

INR mn	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Jun 30, 2012	Mar 31, 2013	Jun 30, 2013
SLR	15,789	17,512	20,219	21,624	24,332	24,935
Non-SLR	4,390	5,439	4,959	4,743	9,255	6,603
Total Investments *	20,179	22,951	25,178	26,367	33,587	31,538
HTM	16,890	18,847	20,845	21,366	23,606	23,479
AFS	3,263	3,029	3,541	1,578	5,155	4,094
HFT	26	1,075	792	3,423	4,826	3,965
Total Investments *	20,179	22,951	25,178	26,367	33,587	31,538

• Represents Net investments (HTM – Held To Maturity, AFS – Available For Sale, HFT – Held For Trading)

Balance Sheet

DCB BANK

INR mn	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Jun 30, 2012	Mar 31, 2013	Jun 30, 2013
Shareholder's Equity	6,011	6,215	8,614	8,801	10,031	10,457
Deposits	47,873	56,102	63,356	68,294	83,638	83,196
Borrowings ¹	5,035	8,607	11,235	10,101	15,256	12,036
Other Liabilities & Provisions ¹	2,447	3,205	3,565	3,807	3,863	4,245
Cash, Inter-bank, etc	3,324	4,871	4,566	5,804	8,833	9,012
Investments	20,179	22,951	25,178	26,367	33,587	31,538
Advances	34,597	42,817	52,844	54,491	65,861	64,715
Fixed Assets	1,358	1,275	1,846	1,844	2,395	2,364
Other Assets	1,909	2,215	2,335	2,496	2,114	2,304
Credit Deposit Ratio	72.27%	76.32%	83.41%	79.79%	78.74%	77.79%

INR mn	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Jun 30, 2012	Mar 31, 2013	Jun 30, 2013
CASA	16,927	19,755	20,347	20,662	22,716	22,880
Other Deposits	30,946	36,347	43,009	47,632	60,922	60,316
Total Deposits	47,873	56,102	63,356	68,294	83,638	83,196
CASA Ratio	35.36%	35.21%	32.12%	30.25%	27.16%	27.50%

1 : Subordinated Debt included in Borrowings since March 31, 2010 as per RBI guidelines, same included in Other Liabilities and Provisions in earlier periods

Profit & Loss

DCB BANK

INR mn	FY 2010	FY 2011	FY 2012	FY 2013
Net Interest Income	1,416	1,891	2,277	2,844
Other Income	1,075	1,121	1,004	1,170
Operating Income	2,491	3,012	3,281	4,014
Operating Expenses	(2,008)	(2,152)	(2,443)	(2,753)
Operating Profit	483	860	838	1,261
Total Provisions	(1,268)	(646)	(287)	(241)
PAT	(785)	214	551	1,021
Cost Income Ratio	80.62%	71.43%	74.45%	68.58%

Profit & Loss

DCB BANK

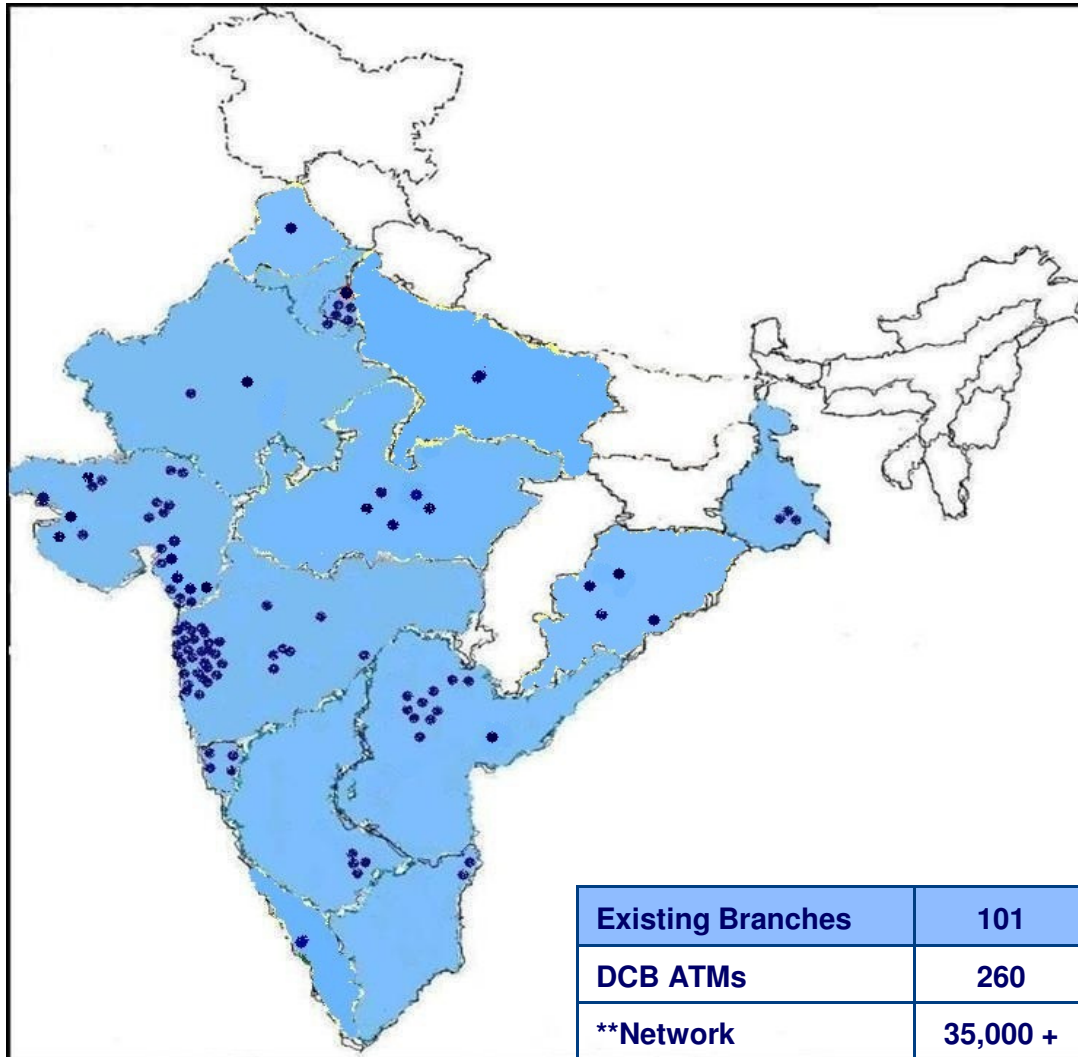
INR mn	Q1 FY13	Q2 FY13	Q3 FY13	Q4 FY13	Q1 FY14
Net Interest Income	639	670	720	815	831
Other Income	275	275	289	331	451
Operating Income	914	945	1,009	1,146	1,282
Operating Expenses	(666)	(680)	(692)	(716)	(769)
Operating Profit	248	265	318	430	513
Total Provisions	(59)	(44)	(49)	(89)	(85)
PAT	189	221	269	341	428
Cost Income Ratio	72.85%	71.95%	68.52%	62.45%	59.97%

Business Strategy

Strong Presence in the Western Region

DCB BANK

Branch Network



ANDHRA PRADESH: (12)

GOA: (4)

GUJARAT: (20)

HARYANA: (1)

KARNATAKA: (4)

KERALA: (1)

MADHYA PRADESH: (4)

MAHARASHTRA: (34)

- Mumbai & Its Suburbs (27)

NEW DELHI: (6)

ORISSA: (5)

PUNJAB: (1)

RAJASTHAN: (2)

TAMIL NADU: (2)

UTTAR PRADESH: (2)

WEST BENGAL: (3)

* Branch locations as shown on the map are approximate may not represent the exact location

** Tie up with Euronet enables DCB Bank customers to access VISA ATMs across the world

Products & Services

DCB BANK

Retail Banking

Deposit Products:

- Current and Savings
- Term Deposits
- NRI Deposits
- Corporate Salary
- POS Terminals
- Lockers

Cards:

- ATM Card
- Debit Card
- Gift Card
- Secured Card
- Credit Card*
- Co-branded Prepaid Card**

Payments:

- Remittances
- Bill / Utility Payments
- RTGS / NEFT
- On-line Share Trading/Demat
- Tax Payments
- Visa Money Transfer

Loans:

- Auto Loans*
- Commercial Vehicle*
- Construction Equipment*
- Gold Loans
- Home Loans
- Loan Against Property
- Loan Against Shares
- Tractor Loans

Wealth Management:

- Investment Advice
- Mutual Funds
- Life Insurance and General Insurance

Services:

- 24/7 Phone Banking
- Any Branch Banking

Privilege Banking

Internet Banking

Mobile Banking

SME, Corporate Banking, NBFCs, Co-operative Banks

- Current Account
- Trade Current Account
- Working Capital
- Term Loans
- Supply Chain
- Portfolio Buyout
- Import /Export

- Bills Collection
- Foreign Exchange
- Letters of Credit
- Guarantees

- Cash Management***
- RTGS /NEFT
- Internet Banking

Treasury, NBFCs, Co-operative Banks

- Statutory Reserves Management
- Liquidity Management
- Trading in Government Securities
- Foreign Exchange
- Corporate Bonds
- CDs
- Equity Investment

DCB offers a comprehensive range of products and services

*Offered to existing customers only. **DCB Bank launched its prepaid card with ITZ Cash, which is sourced from select ITZ outlet. *** DCB Bank has tie up with HDFC Bank and Axis Bank to provide customers with cash management facilities at over 500 locations across india.

- Rely mainly on Retail Deposits (Term, CASA) for funding. Expand branches in Tier 2 to Tier 6.
- Grow Retail Mortgages, MSME, SME, Commercial Vehicle, Tractors, Gold Loans, mid- Corporate and Agri Loans. Create a diversified portfolio. Limit unsecured lending and lumpy exposures.
- Increase fee income by cross selling insurance, wealth, trade and cash management
- Continuously strengthen credit processes, recoveries and portfolio management
- Relentless focus on Liquidity, Costs, Operational Risks, People and Customer Service. Improve continuously

Overview

Key Milestones

DCB BANK

In Existence Since 1930s

1981

- Amalgamation of Masalawala Co-operative Bank and Ismailia Co-operative Bank into Development Co-operative Bank Ltd.

1984

- Multi-State Co-operative Bank

1988

- Acquired "Scheduled" status from Reserve Bank of India

1995

- Conversion to Development Credit Bank Ltd.
- Secured Foreign Exchange License & became an Authorized Dealer

2004

- Classified as a "New Generation Private Sector Bank" by the RBI

2006

- IPO

Tier I Capital Raising

2005

- Private Equity Investment by AKFED (Principal Promoter) of INR 1.38 bn in March 2005

2006

- Private Equity investment of INR 519.9 mn in February 2006

2006

- Raised INR 1.86 bn through IPO, issue oversubscribed 35 times

2007

- Preferential Allotment of INR 2.8 bn in Aug 2007

2009

- Raised INR 810 mn through QIP in November 2009 subscribed

2012

- Raised INR 940 mn through QIP and INR 988 mn through Preferential Allotment in March 2012. The Bank raised INR 402 mn via Preferential Allotment in December 2012

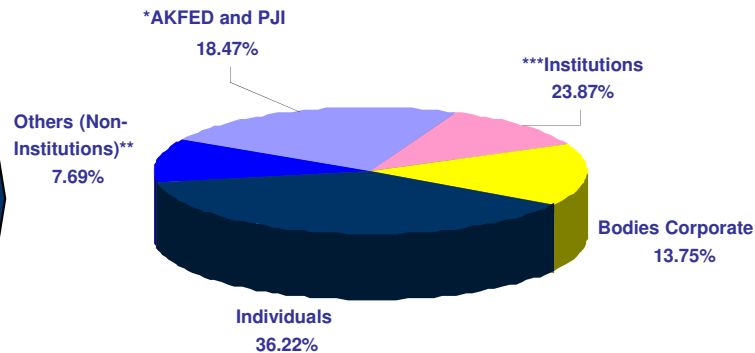
Strong Investor Profile

DCB BANK

Shareholding Pattern (June 30, 2013)

DCB BANK

Shareholding
Pattern



*AKFED – Aga Khan Fund for Economic Development and PJI – Platinum Jubilee Investment Ltd.

**Includes Clearing Members (0.057%), Non Resident Indians (2.39%), Foreign Corporate Bodies (4.70%), Directors and their relatives (0.03%)

***Institutions includes 11.38% held by FII

Key non-promoter shareholders

- Tano Mauritius India FVCI II : **4.77%**
- WCP Holdings III : **4.70%**
- Ambit Corporate Finance Pvt. LTd.: **4.01%**
- The South India Bank Ltd : **3.57%**
- Tata Capital Financial Services Ltd: **2.63%**
- TVS Shriram Growth Fund India : **2.51%**
- Sundaram Mutual Fund A/c Sundaram Select Midcap : **2.20%**
- HDFC Ltd: **1.62%**
- Satpal Khattar & Shareen Khattar: **1.30%**
- ICICI Prudential Life Insurance Company Ltd.:**1.29%**
- College Retirement Equities Fund – Stock Account: **1.17%**
- Dimensional Emerging Markets Value Fund: **1.12%**
- Girdharilal V Lakhi and Vandana G lakhi: **1.01%**



Aga Khan Fund for
Economic Development

- DCB Bank is promoted by the Aga Khan Fund for Economic Development (AKFED) <http://www.akdn.org/akfed>
- AKFED is an international development enterprise. It is dedicated to promoting entrepreneurship and building economically sound companies
- AKFED operates as a network of affiliates with more than 90 separate project companies employing over 30,000 people. The Fund is active in 16 countries in the developing world

Experienced Board

DCB BANK

Nasser Munjee
Non- Executive
Chairman

Ex-Executive Director –
HDFC, instrumental in
setting up IDFC. Sits on 15
corporate Boards in India
including HDFC, Tata
Motors, etc.

Amin Manekia	Pioneered in concept of automatic beverage vending machines in India. More than 20 years in various capacities in different institutions of AKDN for the social-economic upliftment of the poor.
Altaf Jiwani	With expertise in Foreign Exchange, Risk Management and Trade Finance. He is currently in-charge of two business segments namely power and carbo-chemicals.
C Narasimhan	A professional Banker. With SBI, held very senior level responsibilities across all important functions. He was a permanent invitee of SBI's Central Board and Audit Committees and on the Boards of SBI Group Cos.
Darius Udwadia	Solicitor & Advocate of the Bombay High Court and Solicitor of the Supreme Court of England and Wales. Founder Partner of Udwadia and Udeshi. Independent Director on the Boards of several corporate entities.
Imran Contractor	Qualified Chartered Accountant and Cost Accountant. Advisor to several Corporate Managements and High Net worth Individuals on investment strategy and acted as consultant to reputed Mutual Fund.
Jamal Pradhan	A Commerce Graduate with specialization in the areas of exports and small scale industry. He is a promoter director of Pradhan Mercantile Private Limited and has experience of over two decades in export and small & medium manufacturing industry.
Keki Elavia	Rich experience in accounting, audit and finance. Partner of over 37 years with M/s. Kalyaniwala & Mistry, a C. A. firm. Independent Director on the Boards of several corporate entities and boards of Public Trusts.
Murali M Natrajan <i>Managing Director & CEO</i>	Standard Chartered Bank, Citibank, American Express – *29 years experience.
Nalin Shah	Retired partner of Deloitte Haskins & Sells and S. B. Billimoria Co. Member of Expert Advisory Committee and Past member of Accounting Standards Board of ICAI and Company Law Committee of the Bombay Chambers.
Suhail Nathani	Founder Partner of Economic Laws Practice, a law firm. Serves as an Independent Director on the Board of Phoenix Mills, India Advisory Board of Duke University, etc.
S Sridhar	Retired as Chairman and Managing Director of Central Bank of India. Has also served as the Chairman and Managing Director of National Housing Bank (NHB) and Executive Director of EXIM Bank. Started career with SBI.
Sukh Dev Nayyar	Associated with ANZ Grindlays Bank plc for over 30 years. Last assignment with Grindlays as Head – Corporate Banking & Investment Banking. Independent Director on the Boards of Diamond Trust Bank Kenya & Greaves Cotton.

* Worked in India & Abroad

Private & Confidential

Development Credit Bank Limited

Strong Management Team

DCB BANK

Ajay Mathur

Head – Collections
CGSL and Citibank – 20 yrs exp

Abhijit Bose

Head – Retail Assets & Strategic Alliances
Standard Chartered Bank, Citibank,
Eldeco Housing Industries and GIC
Housing – *20 yrs exp.

Gaurav Mehta

Head – Marketing, Corporate
Communication & Public Relations
HSBC India, Convergys, GE Capital and
Taj Group of Hotels – 17 yrs exp.

J. K Vishwanath

Chief Credit Officer
Fullerton India, Citigroup and Eicher
Group – 19 yrs exp.

Bharat Sampat

Chief Financial Officer
ABN Amro Bank, Standard Chartered
Bank, ANZ Banking Group, Hoechst
India – *28 yrs exp.

Manoj Joshi

Business Head – SME & MSME Banking
ICICI Bank, Epcos Ferrites and Uniworth
Group – 17 yrs exp.

Narendranath Mishra

Head - AIB
ICICI Bank and Rallis India – 13 yrs
exp.

Murali M. Natrajan

Managing Director & CEO
Standard Chartered Bank, Citibank,
American Express – *29 yrs exp.

Praveen Kutty

Head – Retail & SME Banking
Citibank – *21 yrs exp.

Rajesh Verma

Head - Treasury & Corporate Banking
State Bank of India – *33 yrs exp.

R. Venkatesh

Head - HR, IT & Operations
Standard Chartered Bank, ANZ
Grindlays Bank, Hindustan Petroleum –
22 yrs exp.

Ravi Kumar

Chief Internal Auditor
Samba Financial Group, Ernst & Young
– *15 yrs exp.

Sachin Patange

Chief Compliance Officer
Reserve Bank of India – 22 yrs exp.

Sridhar Seshadri

Financial Controller
ICICI Bank, Syndicate Bank and State
Bank of India – 30 yrs exp.

Hemant Barve

Company Secretary
Ritchie Stuart Investments and Union
Bank of India – 38 yrs exp.

	Jul 31, 2009	Sep 30, 2011	Dec 31, 2012	Feb 28, 2013	June 30, 2013
CRISIL					
- Long Term	BBB/Stable	BBB +/Stable	BBB +/Positive	A-/Stable	A-/Stable
- Short Term	P1	A1	A1	A1+	A1+*
Brickworks	BWR A- /Stable	BWR A- /Stable	BWR A- /Stable	BWR A- /Stable	BWR A- /Stable

* CRISIL Rating has enhanced the Certificate of Deposit (CD) programme for INR 10,000 mn from INR 5,000 mn

Thank you