

# **Investor Presentation – Q2 FY 2012**

*October 2011*

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# DCB BANK

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Financial numbers are rounded off to nearest whole number

**DCB Bank – Overview**

**Business Strategy & Financials**

**Annexure**

<p><b>DCB Bank – at a glance</b></p>	<ul style="list-style-type: none"> <li>• Development Credit Bank Ltd (DCB Bank) <a href="http://www.dccb.com">http://www.dccb.com</a> 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</li> <li>• Distribution network of 82 branches across 28 cities and 140 ATMs (as on September 30, 2011)</li> </ul>
<p><b>Comprehensive product range &amp; scalable infrastructure</b></p>	<ul style="list-style-type: none"> <li>• Business model focused on achieving a balance between Retail Mortgages, Micro SME, SME, Agri / Microfinance and mid-Corporate</li> <li>• Comprehensive range of banking products across all businesses</li> <li>• Modern systems and infrastructure to support growth- Finacle, FinnOne, CMS, Internet and Mobile banking</li> </ul>
<p><b>Traditional loyal customer base</b></p>	<ul style="list-style-type: none"> <li>• Traditional sticky customer base helped by presence of branch network in select areas of Maharashtra, Gujarat and AP</li> <li>• Provides DCB Bank access to low cost deposits</li> </ul>
<p><b>Continued focus on building low cost franchise</b></p>	<ul style="list-style-type: none"> <li>• Continued focus on building a low cost deposit franchise with strong capital position</li> <li>• CASA of 33.16% and CRAR of 13.10% under Basel II (as on September 30, 2011)</li> </ul>
<p><b>Steady improvement in credit ratings</b></p>	<ul style="list-style-type: none"> <li>• Rating agencies have re-affirmed the rating guidelines for DCB Bank (as on September 30, 2011)</li> <li>• Crisil rating (Long term): BBB + / Stable, Crisil rating (Short term): A1 and Fitch rating: BBB / Stable</li> </ul>
<p><b>Robust promoter background</b></p>	<ul style="list-style-type: none"> <li>• DCB's promoter, Aga Khan Fund for Economic Development (AKFED) <a href="http://www.akdn.org/akfed">http://www.akdn.org/akfed</a> is present in 16 countries employing over 30,000 people</li> <li>• Promoter group holds 23.07% stake in DCB ( as on September 30, 2011)</li> </ul>
<p><b>Pedigreed board and experienced management team</b></p>	<ul style="list-style-type: none"> <li>• Nasser Munjee, Chairman: Ex- Executive Director – HDFC, instrumental in setting up IDFC &amp; sits on the boards of many large Indian companies</li> <li>• Murali M. Natrajan, MD &amp; CEO: worked in Standard Chartered Bank (Global Head – SME Banking), Citibank, American Express; strong Retail Banking &amp; SME experience in India &amp; abroad</li> </ul>

# 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 by HDFC and Khattar Holdings and others 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 to Al Bateen, TATA Capital, DCB Investments (SVG Capital) and others

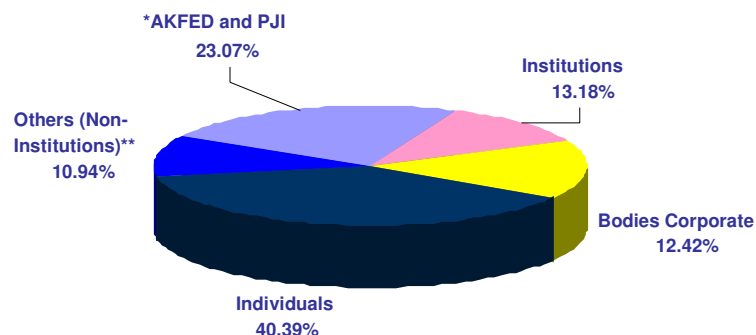
2009

- Raised INR 810 mn through QIP in November 2009 subscribed by life insurance companies, mutual funds and FIs

## Shareholding Pattern (September 30, 2011)

### DCB BANK

Shareholding Pattern



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

\*\*Includes Clearing Members (1.77%), Non Resident Indians (2.81%), Foreign Corporate Bodies (6.34%), Directors and their relatives (0.02%)

### Key non-promoter shareholders

- Al Bateen Investment Co. LLC: 3.69%
- Tata Capital Ltd.: 3.29%
- The India Fund, INC: 2.91%
- DCB Investments Ltd. (SVG Capital): 2.65%
- HDFC Ltd.: 2.02%
- Satpal Khattar: 1.62%
- Rising India Focus Fund Limited: 1.34%
- The Royal Bank of Scotland PLC as: 1.33%
- Depository of First State Indian Subcontinent Fund a Subfund of First State Investment
- Sundaram BNP Paribas Mutual Fund: 1.24%
- Girdharilal Lakhi: 1.23%
- Macquarie Bank Ltd.: 1.12%



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

## 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

## Murali M. Natrajan

*Managing Director & CEO*

Standard Chartered Bank, Citibank, American Express – \*28 yrs exp.

## Sukh Dev Nayyar

Associated with ANZ Grindlays Bank plc for over 30 yrs. Last assignment with Grindlays as Head - Corporate Banking & Investment Banking. Independent Director on the boards of Diamond Trust Bank Kenya and Greaves Cotton

## Amir Sabuwala

Specializes in Small Scale Industries. Set up several small-scale industries over the past 32 years which include - Premier Chemicals, Asian Industries, Life Technologies, etc

## 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.

## Board of Directors DCB BANK

## Darius Udwadia

Solicitor & Advocate of the Bombay High Court and Solicitor of the Supreme Court of England and Wales. Founder Partner of Udwadia & Udeshi. Independent Director on the Boards of several corporate entities

## Shabir Kassam

Certified Public Accountant from Australia and a Fellow of the Association of Chartered Accountants, United Kingdom. Banking consultant for the last eight years

## Narayan Seshadri

Specialization in the field of agriculture, SSI & Rural economy. Corporate consultant and is on the Board of a number of companies

## Rajab Momin

Bachelor of Commerce and Fellow of Institute of Chartered Accountants of India. Experience in the field of accounting and audit

## Nasim Devji

Fellow of the Institute of Chartered Accountants of England & Wales (FCA). Currently working as Managing Director of Diamond Trust Bank Kenya & Group CEO of Diamond Trust Banks in East Africa

# Strong Management Team

# DCB BANK

## Murali M. Natrajan

*Managing Director & CEO*  
Standard Chartered Bank, Citibank,  
American Express – \*28 yrs exp.

## R. Venkatesh

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

## Bharat Sampat

*Chief Financial Officer*  
ABN Amro Bank, Standard Chartered  
Bank, ANZ Banking Group, Hoechst  
India – \*27 yrs exp.

## Praveen Kutty

*Head - Retail, SME Banking*  
Citibank – \*20 yrs exp.

## Rajesh Verma

*Head - Treasury & Corporate Banking*  
State Bank of India – \*32 yrs exp.

## J. K Vishwanath

*Chief Credit Officer*  
Fullerton India, Citigroup and Eicher  
Group – 18 yrs exp.

**Management**  
**DCB BANK**

## Abhijit Bose

*Head – Retail Assets*  
Standard Chartered Bank, Citibank,  
Eldeco Housing Industries and GIC  
Housing – \*19 yrs exp.

## Sridhar Seshadri

*Financial Controller*  
ICICI Bank, Syndicate Bank and State  
Bank of India – 29yrs exp.

## Ravi Kumar

*Chief Internal Auditor*  
Samba Financial Group, Ernst & Young  
– \*14 yrs exp.

## Gaurav Mehta

*Head – Marketing, Corporate  
Communication & Public Relations*  
HSBC India, Convergys, GE Capital and  
Taj Group of Hotels – 16 yrs exp.

## Sachin Patange

*Chief Compliance Officer*  
Reserve Bank of India – 21 yrs exp.

## Manoj Joshi

*Business Head – SME*  
ICICI Bank, Epcos Ferrites and  
Uniworth Group – 16 yrs exp.

## Hemant Barve

*Company Secretary*  
Ritchie Steuart Investments and Union  
Bank of India – 37 yrs exp.

## Narendranath Mishra

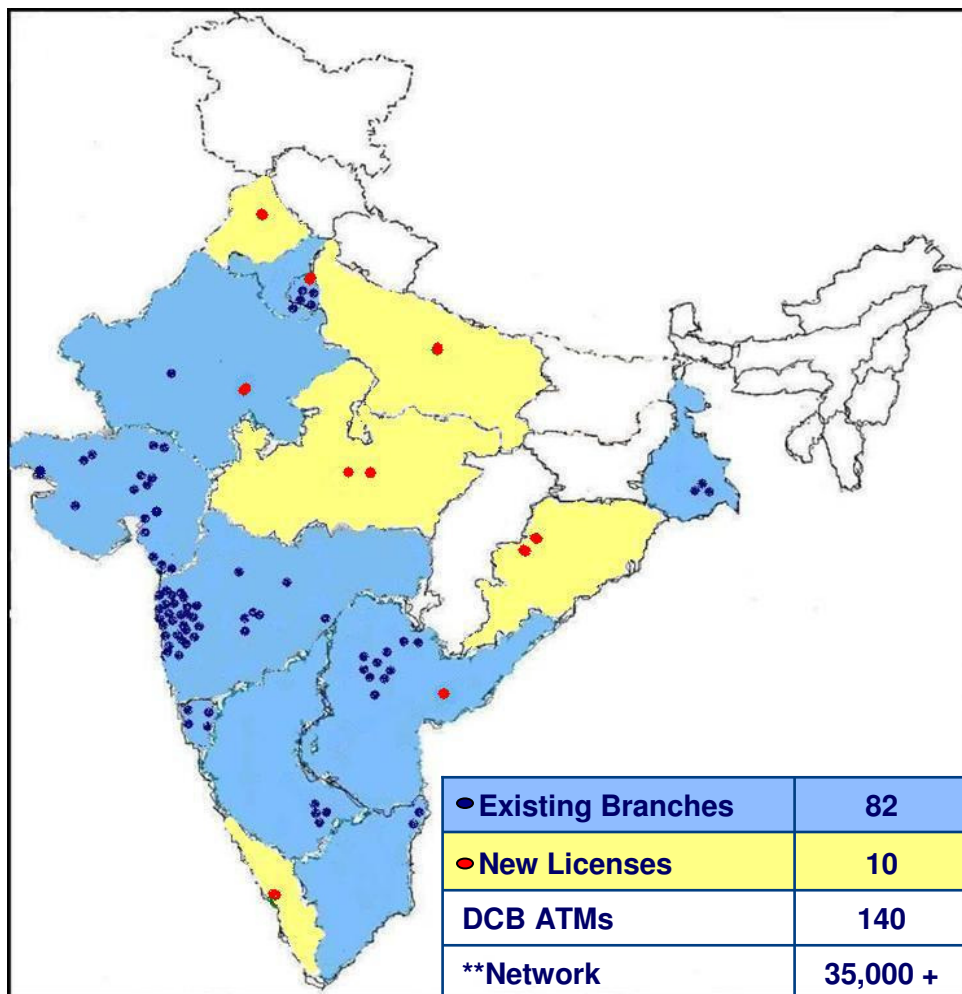
*Head - AIB*  
ICICI Bank and Rallis India – 12 yrs  
exp.



# 82 Branches, Strong Presence in the Western Region

# DCB BANK

## Branch Network



\* 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

### GOA: (4)

- Mapusa (1)
- Margao (1)
- Panaji (1)
- Vasco -Da-Gama (1)

### GUJARAT: (16)

- Ahmedabad (3)
- Ankleshwar (1)
- Bhuj (1)
- Daman (1)
- Dediapada (1)
- Gandhinagar (1)
- Mandvi (1)
- Netrang (1)
- Rajkot (1)
- Sidhpur (1)
- Silvassa (1)
- Surat (1)
- Vadodra (1)
- Vapi (1)

### MAHARASHTRA: (35)

- Aurangabad (1)
- Mumbai & Its Suburbs (28)
- Nanded (1)
- Nashik (1)
- Pune (4)

### ANDHRA PRADESH: (10)

- Hyderabad (8)
- Warangal (2)

### HARYANA: (1)

- Gurgaon (1)

### KARNATAKA: (4)

- Bengaluru (4)

### NEW DELHI: (6)

- Chandni Chowk (1)
- Connaught Place (1)
- Greater Kailash II (1)
- Kapashera Road (1)
- Kondli (1)
- Preet Vihar (1)

### RAJASTHAN: (1)

- Jodhpur (1)

### TAMIL NADU: (2)

- Chennai (2)

### WEST BENGAL: (3)

- Kolkata (3)

May-11:DCB Bank received permission from Reserve Bank of India to open 10 new branches (6 - metros and 4 - Semi urban / Rural)

## Retail Banking

### Deposit Products:

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

### Cards:

- ATM Card
- Debit Card
- Travel Card\*\*\*
- Secured Card\*\*\*
- Gift Card\*\*\*
- Credit Card\*

### Payments:

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

### Loans:

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

### Wealth Management:

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

### Services:

- 24/7 Phone Banking
- Any Branch Banking

### Privilege Banking

### Internet and 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 has tie up with HDFC Bank and Axis Bank to provide customers with cash management facilities at over 500 locations across india

\*\*\* Launched on trial basis

*Private & Confidential*

	Feb 28, 2009	Jul 31, 2009	Sep 30, 2011
<b>CRISIL</b>			
<b>- Long Term</b>	-	BBB/ <b>Stable</b>	BBB +/ <b>Stable</b>
<b>- Short Term</b>	P1	P1	A1
<b>FITCH</b>	BBB/ <b>Negative</b>	BBB/ <b>Negative</b>	BBB/ <b>Stable</b>
<b>Brickworks</b>	-	BWR A-/ <b>Stable</b>	BWR A-/ <b>Stable</b>

**DCB Bank – Overview**

**Business Strategy & Financials**

**Annexure**

- Grow Retail Mortgages, micro SME, SME, mid - Corporate and Agri & Inclusive Banking with a “customer centric approach”. Concentrate on secured lending & diversified portfolio

- Retail – branch centric
  - Low cost deposits (CASA / Term)
  - Secured lending (Home loans, Loan against property, Loan Against Term Deposit)
  - Micro SME
  - Traditional customer base
  - Third party fee income

- Treasury – Liquidity management, opportunity for gains within acceptable risks

- Relentless focus on Costs / Income Ratio and Service

- Stringent mechanism for managing Credit and Operational risks

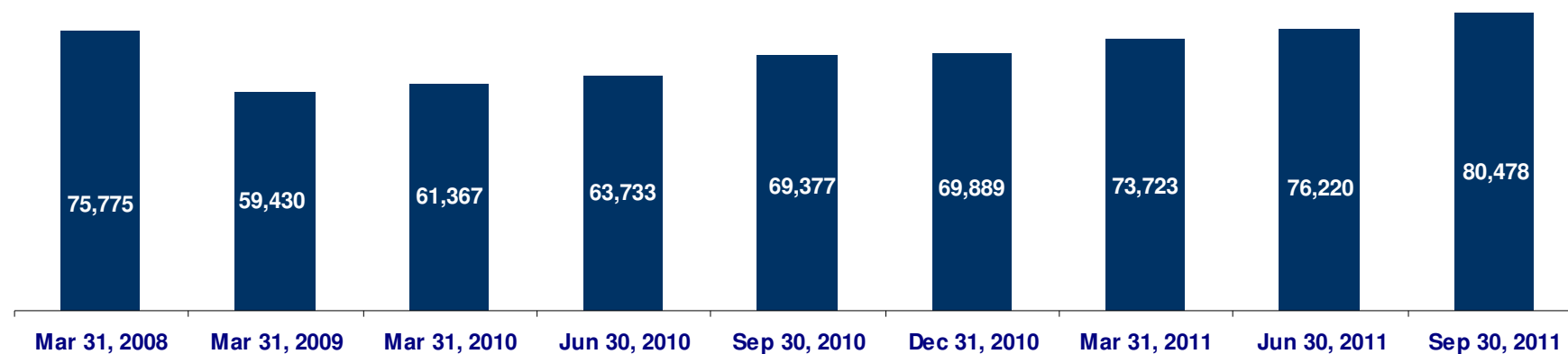
- Continuously improve people quality and delivery

# Calibrated Growth in Balance Sheet

# DCB BANK

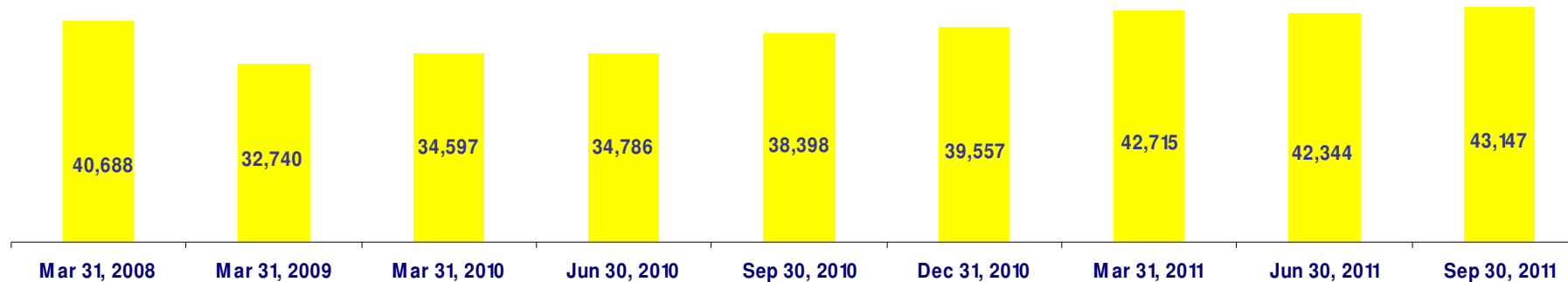
## Total Assets

INR mn



## Net Advances\*

INR mn



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

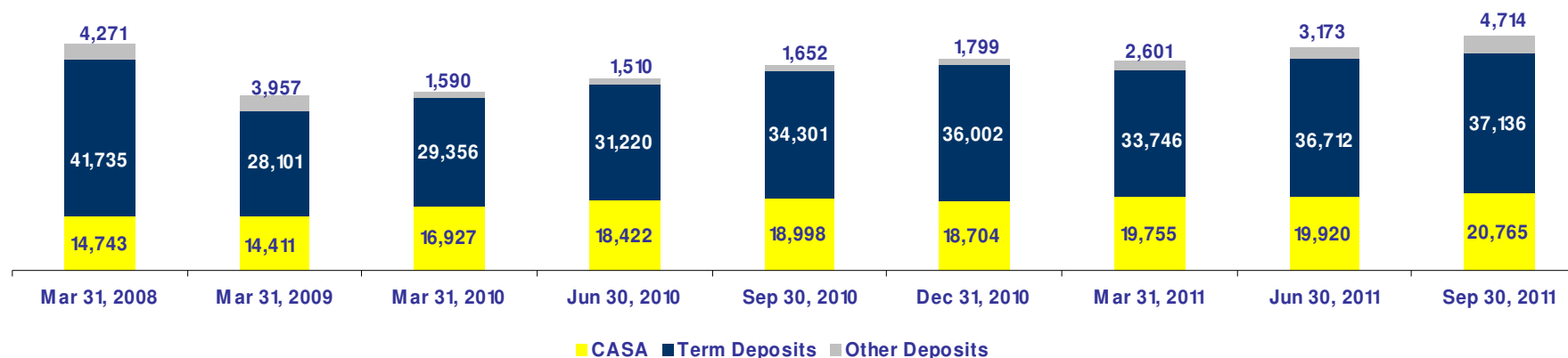
Private & Confidential

# Build Stable Deposit Base – Focus on CASA

# DCB BANK

## Deposits

INR mn



	Mar 31, 2008	Mar 31, 2009	Mar 31, 2010	Jun 30, 2010	Sep 30, 2010	Dec 31, 2010	Mar 31, 2011	Jun 30, 2011	Sep 30, 2011
<b>Retail Deposits/ Total Deposits</b>	51.95%	67.53%	81.54%	79.77%	78.65%	78.98%	81.17%	81.95%	80.76%
<b>CASA Ratio</b>	24.27%	31.01%	35.36%	36.02%	34.57%	33.10%	35.21%	33.31%	33.16%

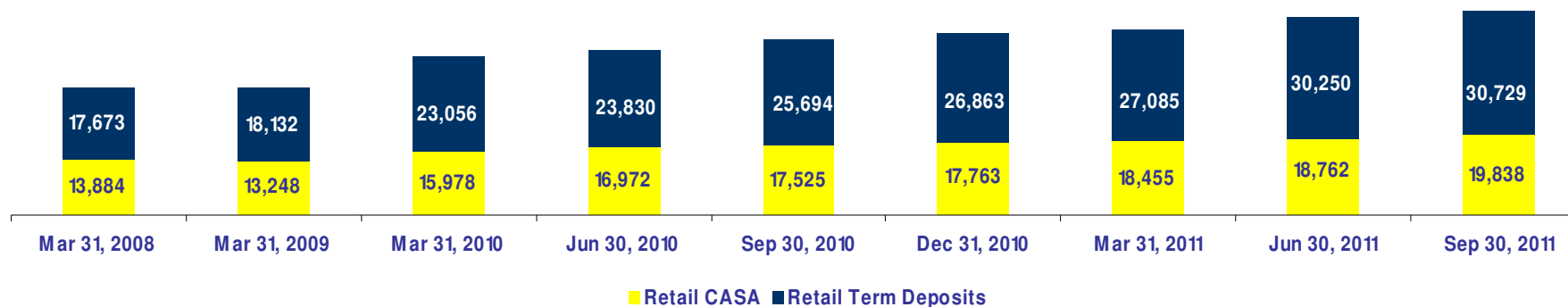
Access to low cost stable funding source to support advance growth without undue reliance on volatile wholesale funding

# Deposit Per Branch Improving

# DCB BANK

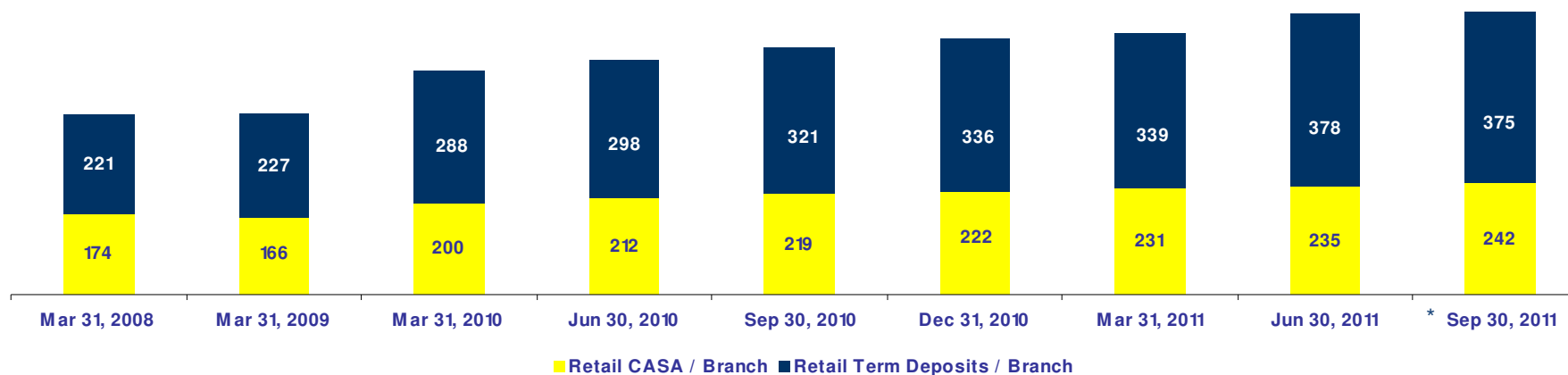
## Retail CASA & Retail Term Deposits

INR mn



## Retail Deposits / Branch

INR mn



\*Note: based on 82 branches

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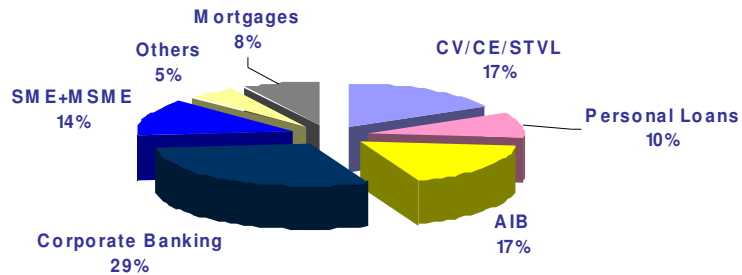
## Consistent Growth in Strategic Business Line

# DCB BANK

INR mn	Mar 31, 2008	Mar 31, 2009	Mar 31, 2010	Mar 31, 2011	Sep 30, 2011
<b>CASA</b>	14,743	14,411	16,927	19,755	<b>20,765</b>
<b>Retail Term Deposits</b>	17,502	18,132	23,056	27,085	<b>30,729</b>
<b>Mortgages (sourced &amp; acquired)</b>	2,464	2,626	4,118	10,811	<b>15,242</b>
<b>SME + Micro SME</b>	1,673	4,483	6,004	10,219	<b>11,879</b>
<b>Agri &amp; Inclusive Banking</b>	3,390	5,710	8,583	8,502	<b>4,011</b>
<b>Corporate Banking</b>	18,458	9,327	11,095	11,051	<b>9,497</b>

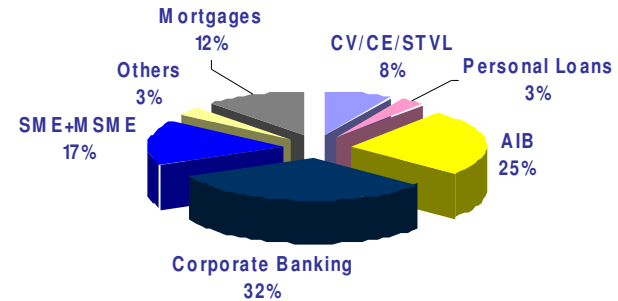
**Portfolio\* as on Mar 31, 2009**

**Retail Banking - 40%**



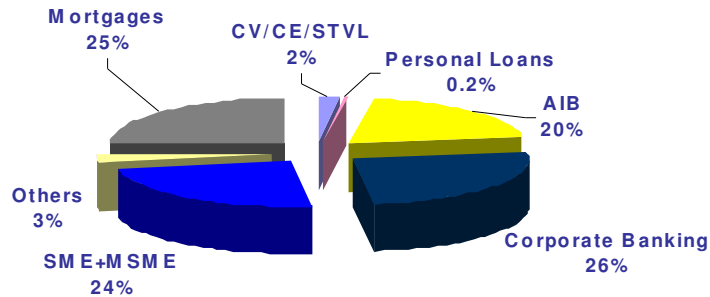
**Portfolio\* as on Mar 31, 2010**

**Retail Banking - 26%**



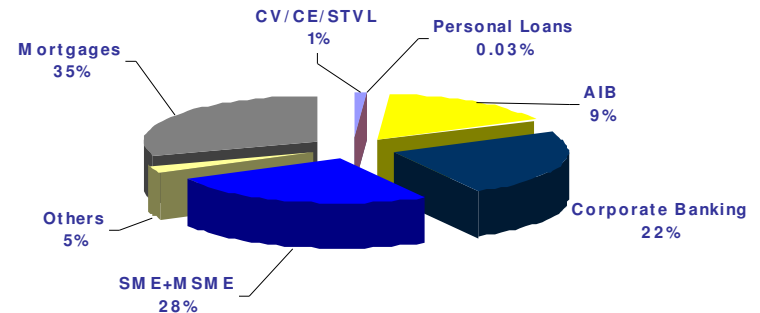
**Portfolio\* as on Mar31, 2011**

**Retail Banking - 30%**



**Portfolio\* as on Sep 30, 2011**

**Retail Banking - 41%**

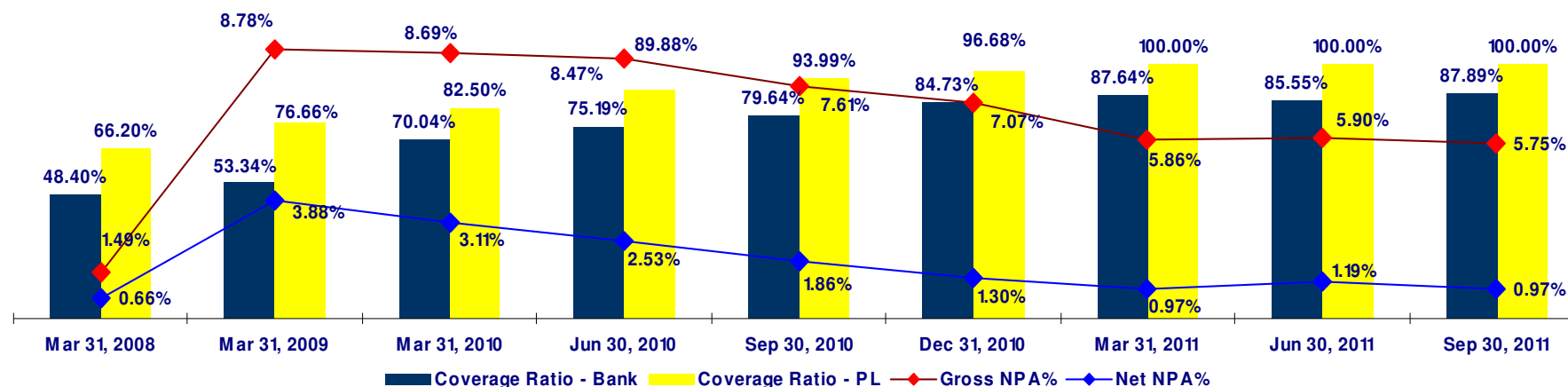


\* AIB – Agri & Inclusive Banking, MSME – Micro SME, CV / CE / STVL – Commercial Vehicle, Corporate Equipment and Small Ticket Vehicle Loan

# Strong Provision Coverage

# DCB BANK

## Key Ratios



INR mn	Mar 31, 2008	Mar 31, 2009	Mar 31, 2010	Sep 30, 2010	Mar 31, 2011	Jun 30, 2011	Sep 30, 2011
<b>Personal Loans</b>	338	1,326	1,694	1,617	1,293	1,267	1,245
<b>CV/CE/STVL*</b>	71	533	599	540	452	426	394
<b>Corporate</b>	162	988	594	654	588	660	681
<b>Others</b>	63	209	305	296	303	270	285
<b>Gross NPA</b>	634	3,056	3,192	3,107	2,636	2,623	2,605
<b>Net NPA**</b>	270	1,270	1,076	714	412	504	421

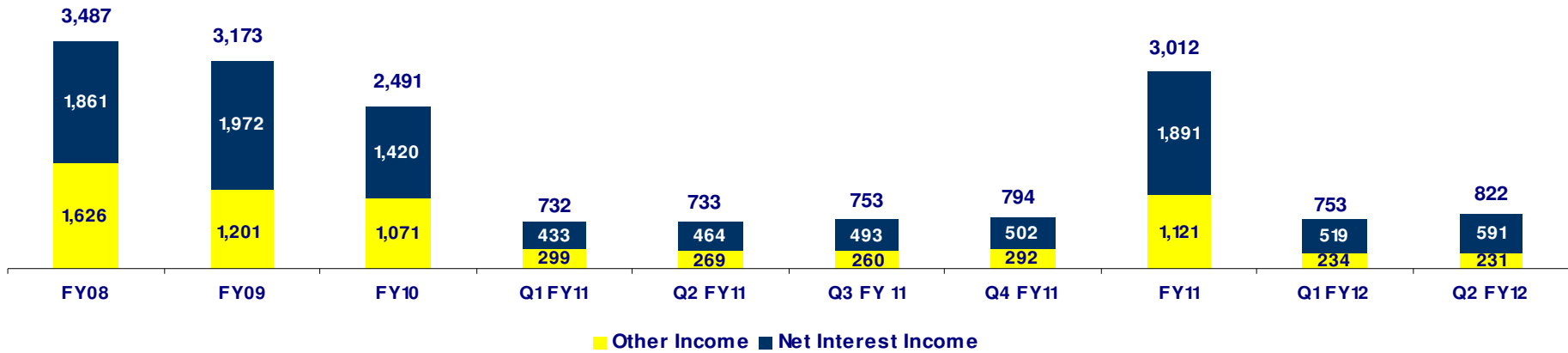
\* CV / CE / STVL represents Commercial Vehicle, Construction Equipment and Small Ticket Vehicle Loan

\*\* 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)

# Investment in Front Line for CASA Growth

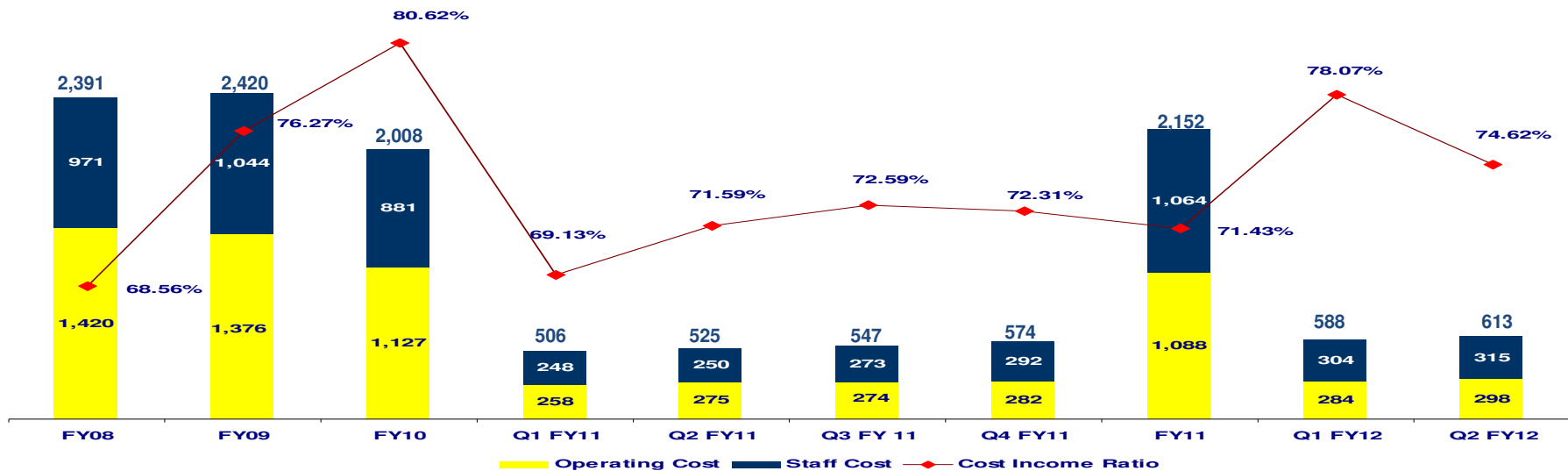
## Operating Income

INR mn



## Operating Cost

INR mn

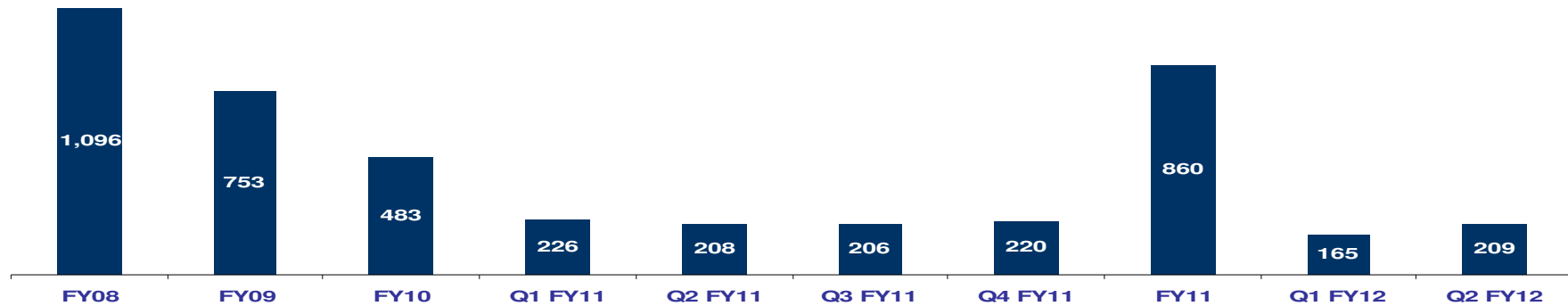


# Consistent Operating Performance

# DCB BANK

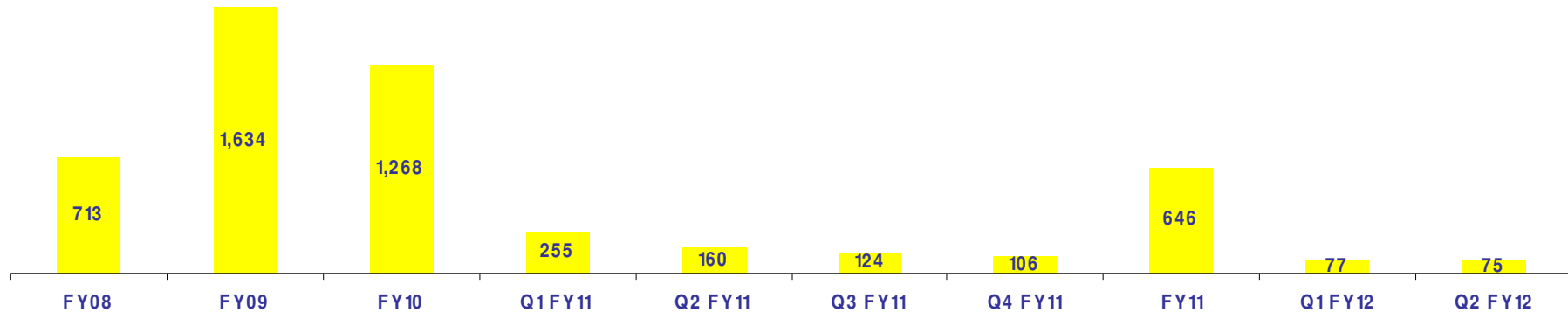
## Operating Profit

INR mn



## Provisions

INR mn



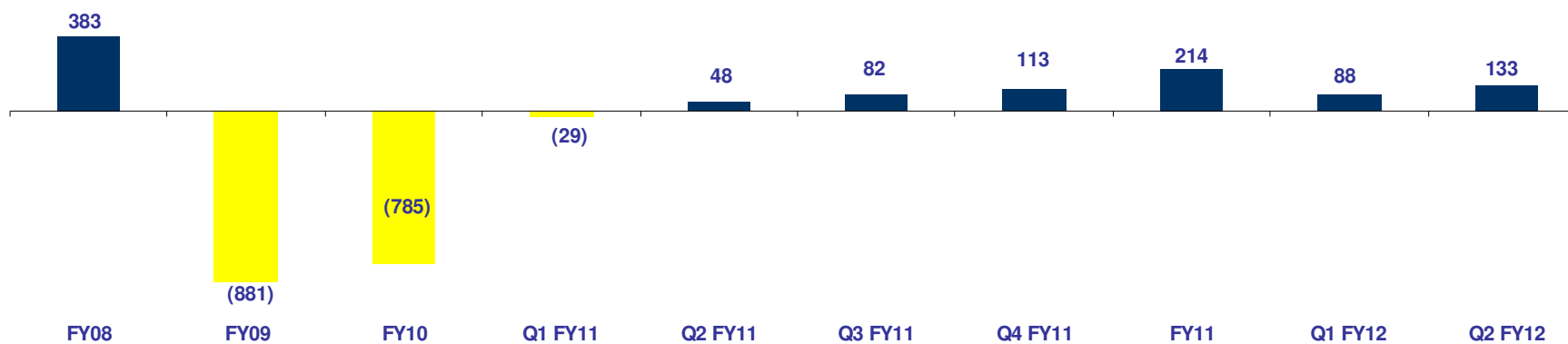
\* Provisions include provisions for NPAs, standard assets, income tax, fringe benefit tax, other assets, restructured advances etc  
Provisions also includes depreciation on investments and sacrifice of one time settlement

# Bottom Line Improvement

# DCB BANK

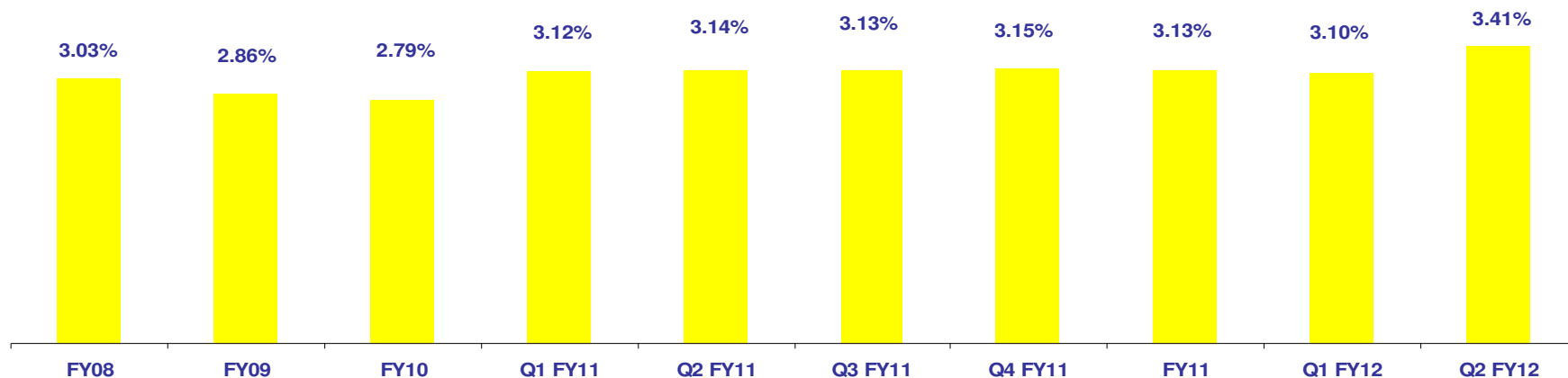
Net Profit / Loss \*

INR mn

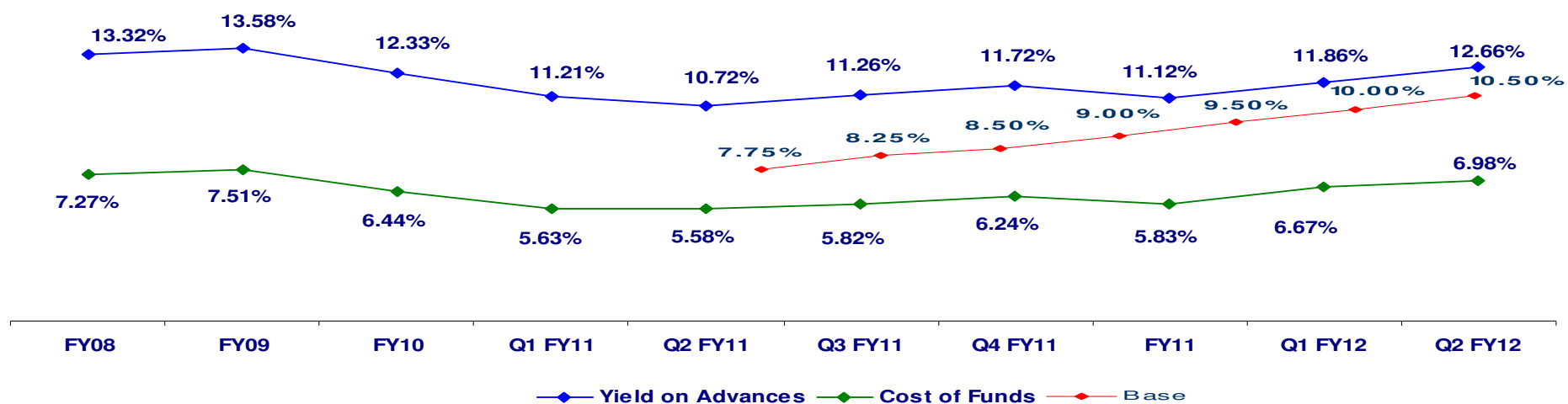


\* Net Profit / (loss) represents post tax numbers

## Net Interest Margin



## Yield on Advances, Base Rate & Cost of Funds



## Other Income

# DCB BANK

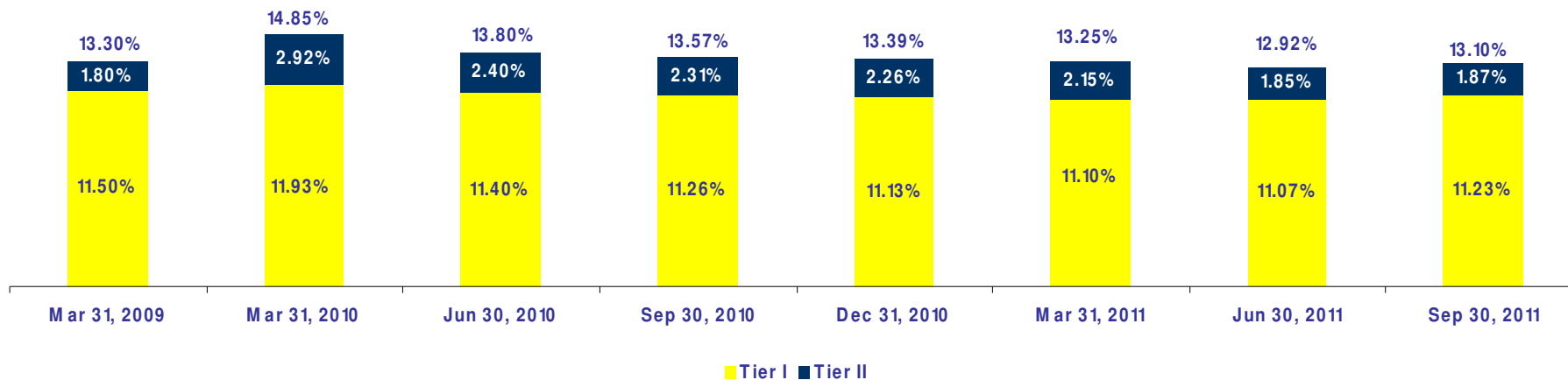
INR mn	FY 08	FY09	FY10	Q2FY11	FY11	Q1FY12	Q2FY12
Commission, exchange and brokerage	845	768	664	175	661	170	173
Sale of investments	15	20	178	36	253	48	25
Sale of land, buildings and other assets	102	47	(3)	(2)	11	(14)	(1)
Exchange transactions	229	224	64	29	90	21	9
Lease income	7	-	9	-	-	-	-
Miscellaneous income	428	142	159	31	106	10	25
<b>Total</b>	<b>1,626</b>	<b>1,201</b>	<b>1,071</b>	<b>269</b>	<b>1,121</b>	<b>235</b>	<b>231</b>



INR mn	Mar 31, 2008	Mar 31, 2009	Mar 31, 2010	Mar 31, 2011	Sep 30, 2011
SLR	17,145	12,675	15,789	17,512	21,600
Non-SLR	4,201	3,542	4,390	5,439	6,056
<b>Total Investments *</b>	<b>21,346</b>	<b>16,217</b>	<b>20,179</b>	<b>22,951</b>	<b>27,656</b>
HTM	7,688	10,808	16,890	18,847	19,700
AFS	12,585	4,630	3,263	3,029	5,387
HFT	1,072	779	26	1,075	2,569
<b>Total Investments *</b>	<b>21,346</b>	<b>16,217</b>	<b>20,179</b>	<b>22,951</b>	<b>27,656</b>

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

## Capital Adequacy Ratios – Basel II



**DCB has following approvals for raising capital in the future:**

- Tier I – QIP not exceeding INR 3,000 mn
- Tier I – Rights not exceeding INR 2,000 mn

**DCB Bank – Overview**

**Business Strategy & Financials**

**Annexure**

# Balance Sheet

# DCB BANK

INR mn	Mar 31, 2008	Mar 31, 2009	Mar 31, 2010	Jun 30, 2010	Sep 30, 2010	Dec 31, 2010	Mar 31, 2011	Jun 30, 2011	Sep 30, 2011
Shareholder's Equity	6,343	5,957	5,990	5,960	6,003	6,086	6,187	6,273	6,405
Deposits	60,749	46,469	47,873	51,152	54,951	56,506	56,102	59,805	62,615
Borrowings <sup>1</sup>	4,268	3,455	5,035	3,840	5,648	4,534	8,607	7,238	8,464
Other Liabilities & Provisions <sup>1</sup>	4,361	3,523	2,447	2,754	2,747	2,736	2,800	2,876	2,965
Cash, Inter-bank, etc	10,615	6,534	3,324	5,647	6,177	5,162	4,871	6,407	5,995
Investments	21,346	16,217	20,179	20,057	20,975	21,771	22,951	24,274	27,656
Advances	40,688	32,740	34,597	34,786	38,398	39,557	42,715	42,344	43,147
Fixed Assets	998	1,489	1,358	1,326	1,308	1,294	1,275	1,238	1,227
Other Assets	2,128	2,450	1,909	1,918	2,518	2,106	1,912	1,957	2,454
Credit Deposit Ratio	66.98%	70.46%	72.27%	68.00%	69.88%	70.00%	76.14%	70.80%	68.91%

INR mn	Mar 31, 2008	Mar 31, 2009	Mar 31, 2010	Jun 30, 2010	Sep 30, 2010	Dec 31, 2010	Mar 31, 2011	Jun 30, 2011	Sep 30, 2011
CASA	14,743	14,411	16,927	18,422	18,998	18,704	19,755	19,920	20,765
Other Deposits	46,006	32,058	30,946	32,730	35,953	37,802	36,347	39,885	41,850
Total Deposits	60,749	46,469	47,873	51,152	54,951	56,506	56,102	59,805	62,615
CASA Ratio	24.27%	31.01%	35.36%	36.02%	34.57%	33.10%	35.21%	33.31%	33.16%

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	FY08	FY09	FY10	Q1 FY11	Q2 FY11	Q3 FY11	Q4 FY11	FY11	Q1 FY12	Q2 FY12
Net Interest Income	1,861	1,972	1,420	433	464	493	502	1,891	519	591
Other Income	1,626	1,201	1,071	299	269	260	292	1,121	234	231
Operating Income	3,487	3,173	2,491	732	733	753	794	3,012	753	822
Operating Expenses	(2,391)	(2,420)	(2,008)	(506)	(525)	(547)	(574)	(2,152)	(588)	(614)
Operating Profit	1,096	753	483	226	208	206	220	860	165	208
Total Provisions	(713)	(1,634)	(1,268)	(255)	(160)	(124)	(107)	(646)	(77)	(75)
PAT	383	(881)	(785)	(29)	48	82	113	214	88	133
Cost Income Ratio	68.56%	76.27%	80.62%	69.13%	71.59%	72.59%	72.31%	71.43%	78.07%	74.62%

**Thank you**