

Investor Presentation – Q2 FY 2013

October 2012

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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.dccb.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 87 branches across 28 cities and 331 ATMs (as on September 30, 2012)
<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 30.44% and CRAR of 13.97% under Basel II (as on September 30, 2012)
<p>Steady improvement in credit ratings</p>	<ul style="list-style-type: none"> • Rating agencies have re-affirmed the rating guidelines (as on September 30, 2012) • Crisil rating (Long term): BBB + / Positive, Crisil rating (Short term): A1 and 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 19.20% stake in DCB (as on September 30, 2012)
<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 - 32

Financial Performance

Highlights

DCB BANK

INR mn	Q2 FY 2013	Q2 FY 2012	Inc / (Dec)	FY 2012	FY 2011	Inc / (Dec)
Net Profit	221	133	66.0%	551	214	157.0%
Total Income	945	822	14.9%	3,281	3,012	8.9%
Operating Profit	265	208	27.0%	838	861	(2.6%)
Provisions	(44)	(75)	42.0%	(287)	(646)	55.57%
Cost to Income Ratio	71.95%	74.62%	-	74.45%	71.43%	-

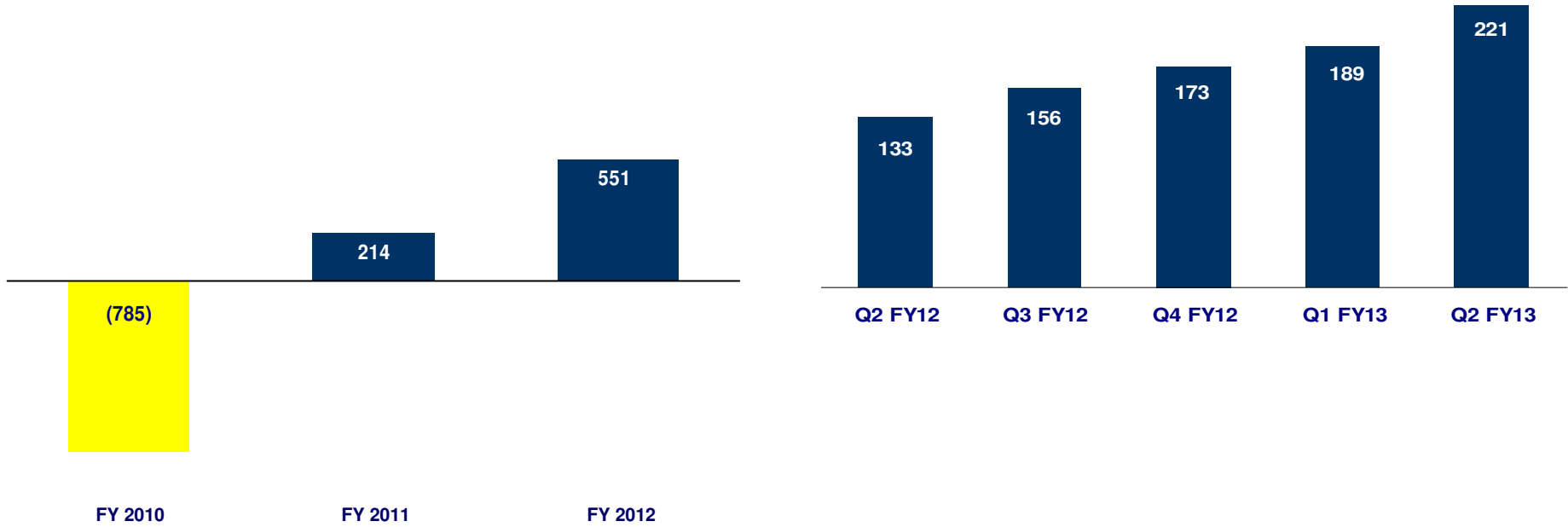
INR mn	September 30, 2012	September 30, 2011
Deposits	71,370	62,615
CASA	21,723	20,765
NRI Deposits	4,105	2,033
Advances	56,710	43,147

INR mn	September 30, 2012	September 30, 2011
CASA Ratio	30.44%	33.16%
Gross NPA Ratio	3.86%	5.75%
Net NPA Ratio	0.68%	0.97%
Provision Coverage Ratio	89.25%	87.89%
Credit/Deposit Ratio	79.46%	68.91%
ROA	0.96%	0.68%
ROE	9.97%	8.41%

Steady Improvement in Profits

Net Profit / Loss *

INR mn

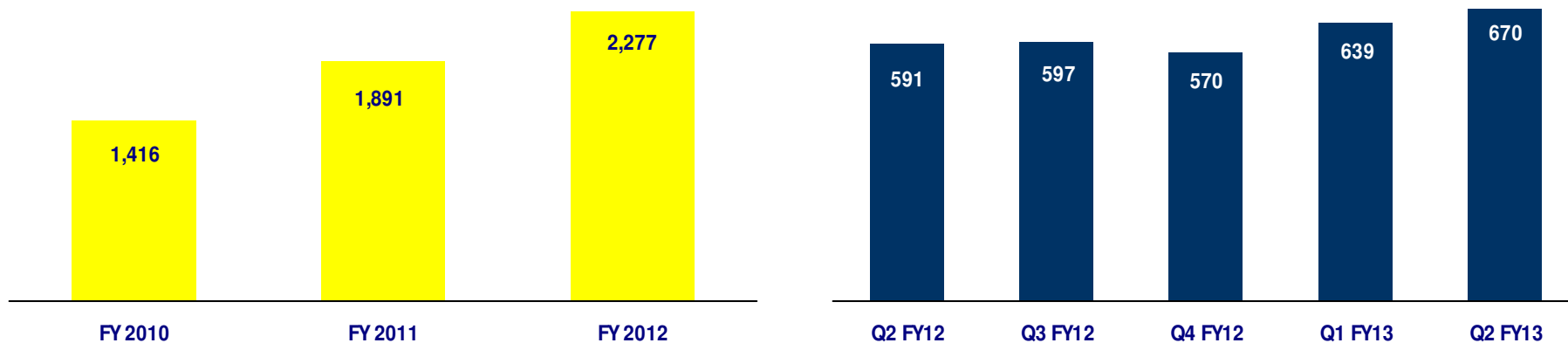


* Net Profit / (loss) represents post tax numbers

Improvement in Income, quality

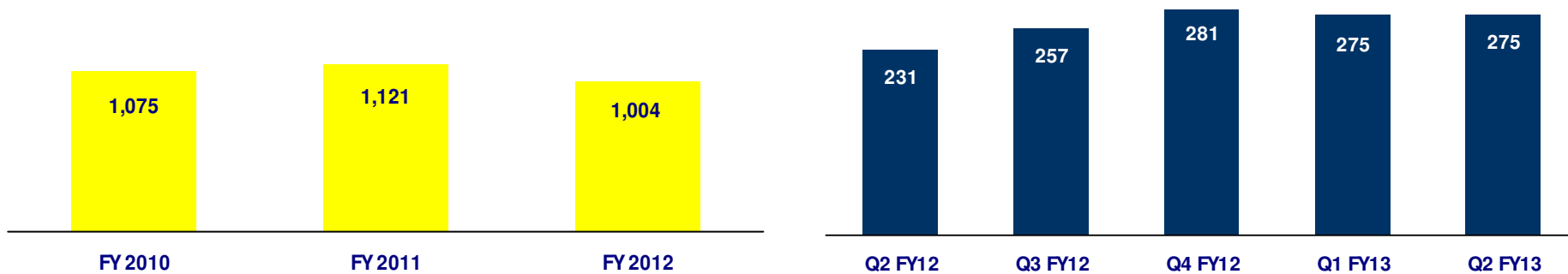
Net Interest Income

INR mn



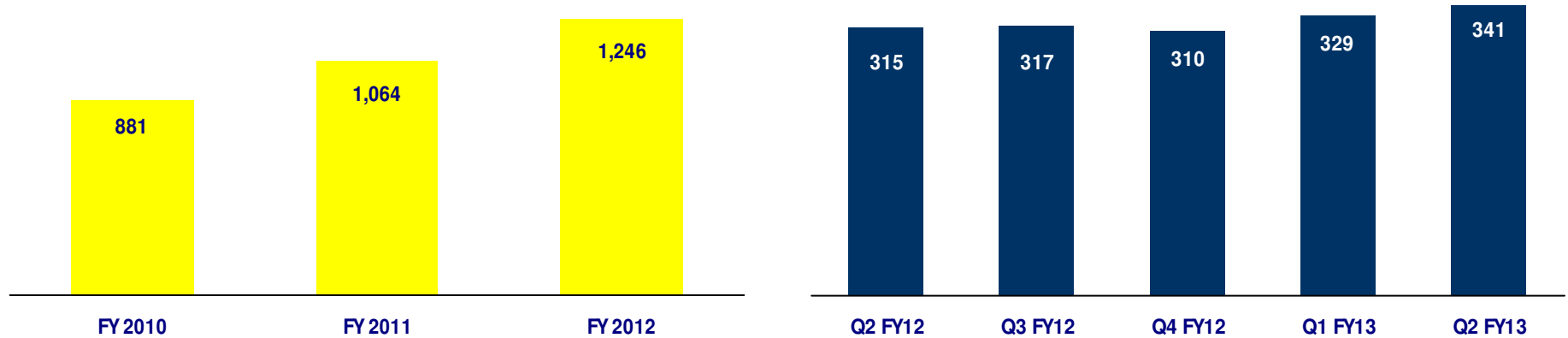
Other Income

INR mn



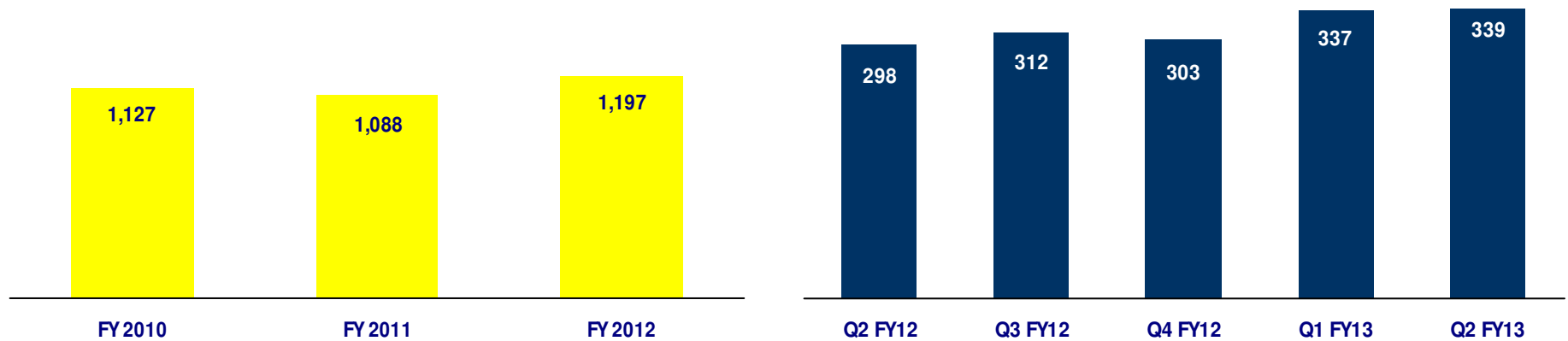
Staff Cost

INR mn



Other Cost

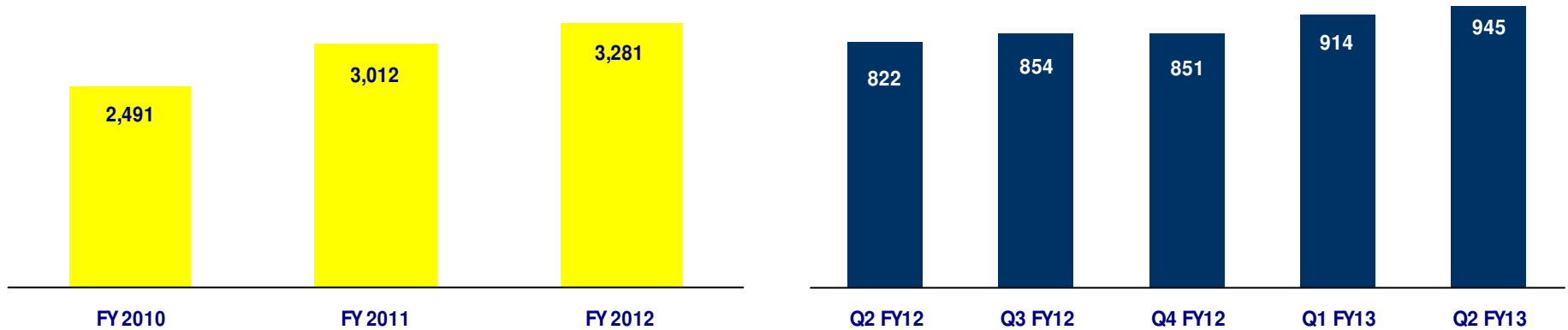
INR mn



Operating Income and Cost to Income

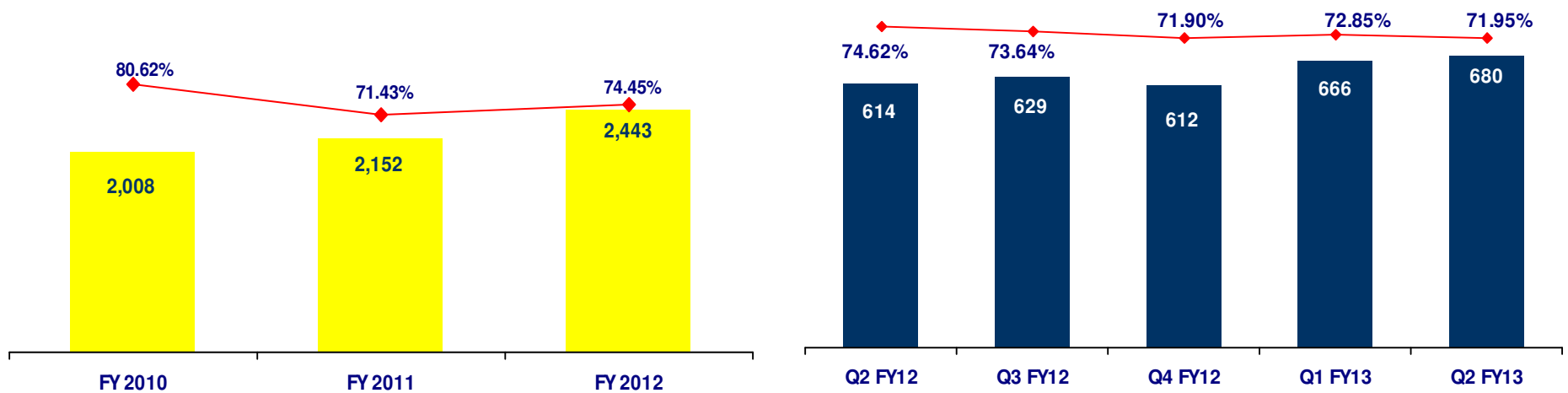
Operating Income

INR mn



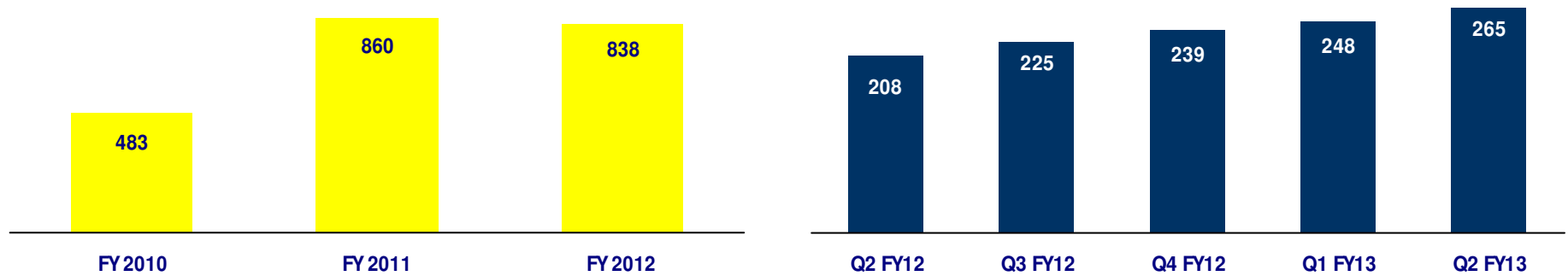
Operating Cost

INR mn



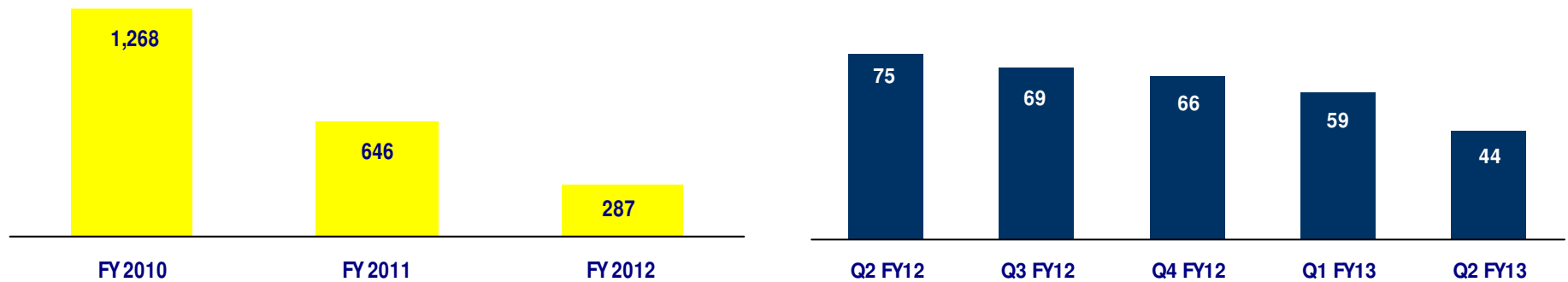
Operating Profit

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

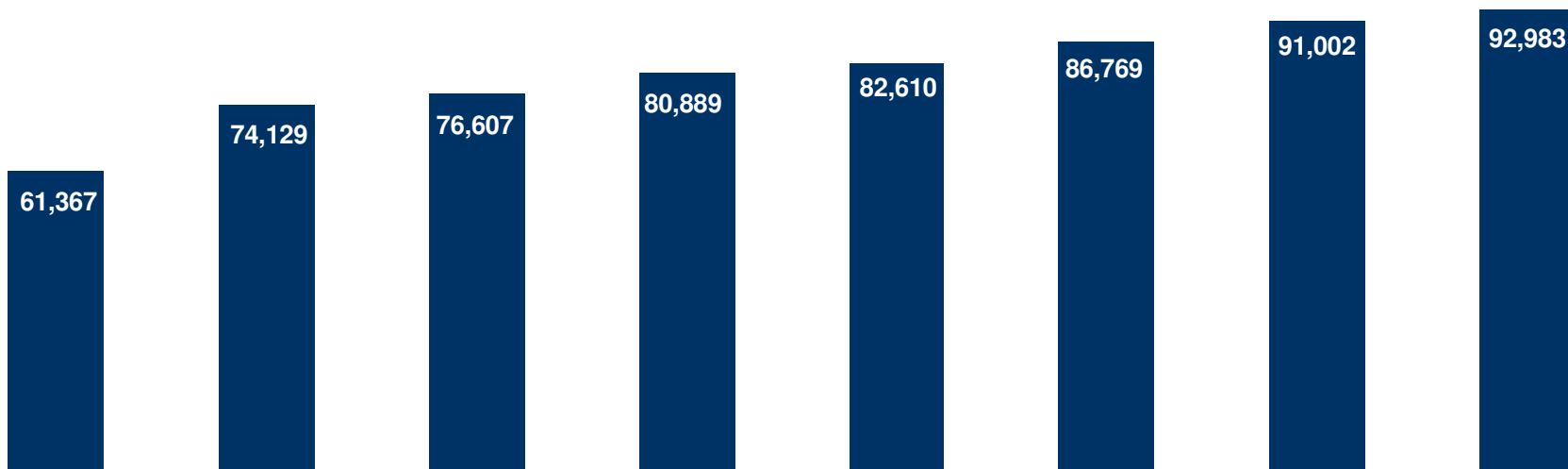
Growth in chosen Businesses continue

DCB BANK

INR mn	Mar 31, 2010	Mar 31, 2011	Sep 30, 2011	Mar 31, 2012	Jun 30, 2012	Sep 30, 2012
CASA	16,927	19,755	20,765	20,347	20,662	21,723
Retail Term Deposits	23,056	27,085	30,729	34,320	36,721	38,888
Mortgages (sourced & acquired)	4,118	10,811	15,242	15,510	17,889	19,494
SME + Micro SME	6,004	10,219	11,619	14,038	13,943	14,930
Agri & Inclusive Banking	8,583	8,502	4,011	8,014	7,244	6,115
Corporate Banking	11,095	11,153	9,497	11,941	12,599	13,097

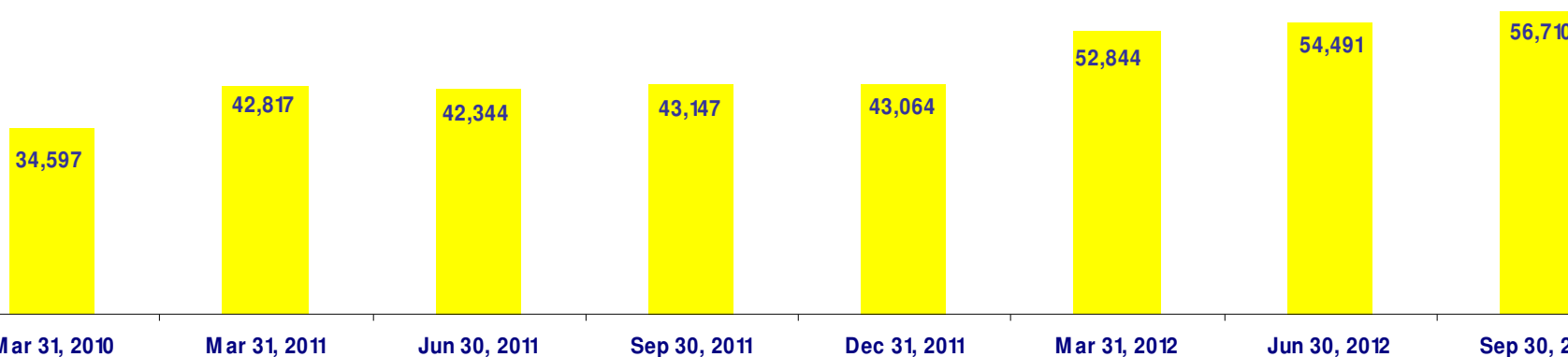
Total Assets

INR mn



Net Advances*

INR mn



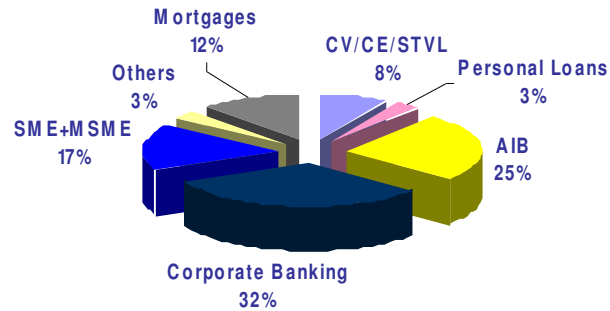
* Net Advances – Gross advances less (net of) provisions

Diversified Portfolio

DCB BANK

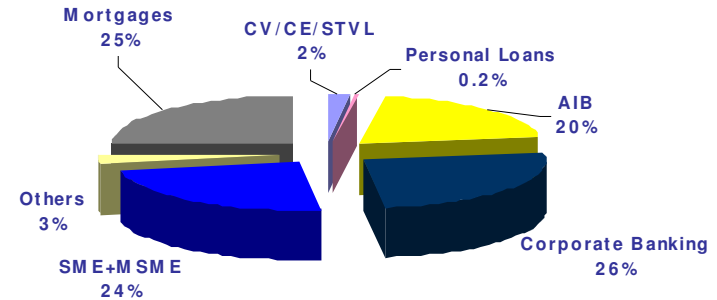
Portfolio* as on Mar 31, 2010

Retail Banking - 26%



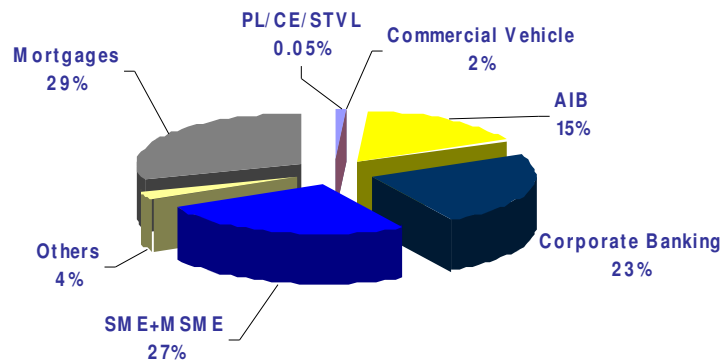
Portfolio* as on Mar 31, 2011

Retail Banking - 30%



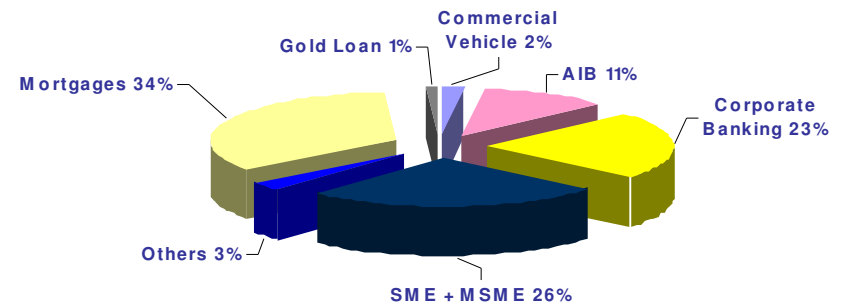
Portfolio* as on Mar 31, 2012

Retail Banking - 35%



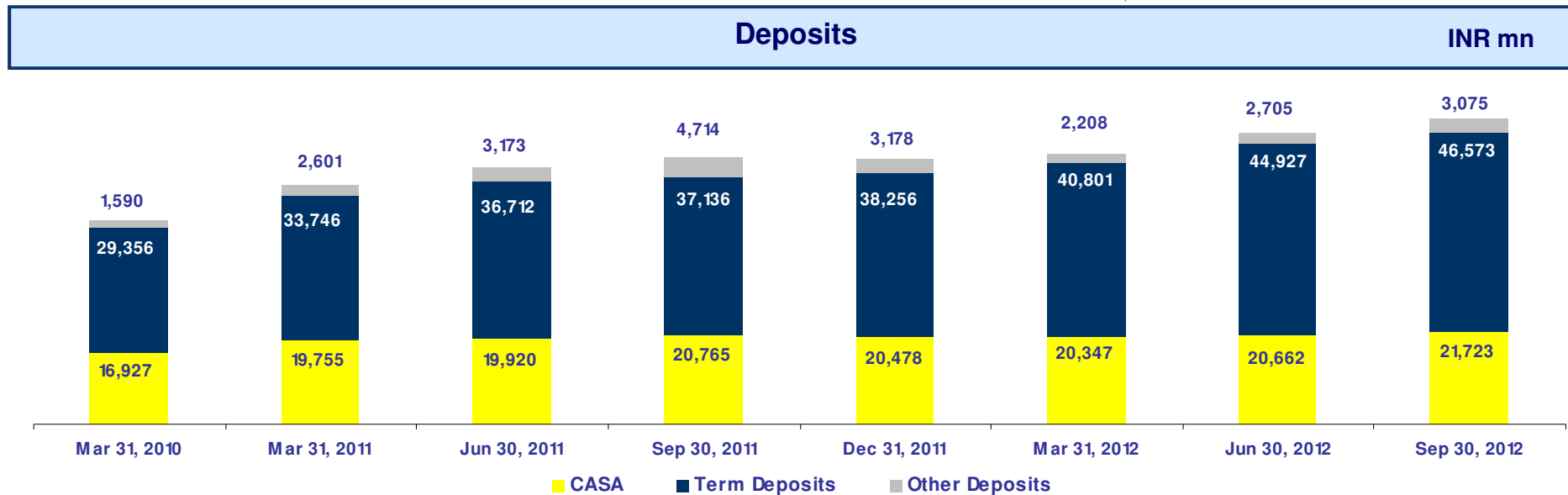
Portfolio* as on Sep 30, 2012

Retail Banking - 40%



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

Build Stable Deposit Base – Focus on CASA



Retails Deposits Vs Total Deposits

Mar 31, 2010	Mar 31, 2011	Sep 30, 2011	Dec 31, 2011	Mar 31, 2012	Jun 30, 2012	Sep 30, 2012
81.54%	81.17%	80.76%	82.91%	84.42%	82.72%	83.22%

CASA

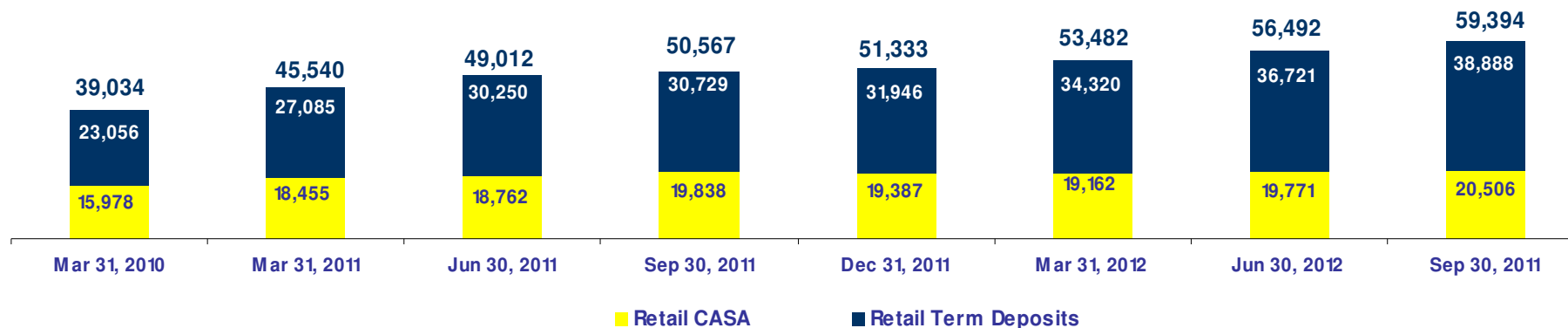
Mar 31, 2010	Mar 31, 2011	Sep 30, 2011	Dec 31, 2011	Mar 31, 2012	Jun 30, 2012	Sep 30, 2012
35.36%	35.21%	33.16%	33.08%	32.12%	30.25%	30.44%

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

Deposits Per Branch

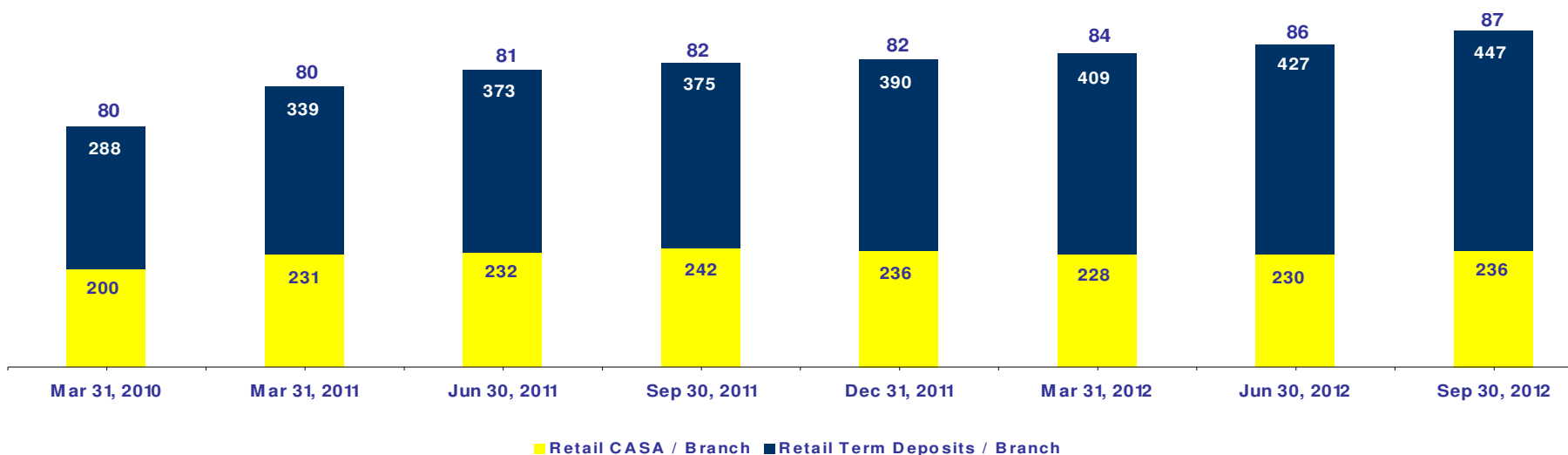
Retail CASA & Retail Term Deposits

INR mn



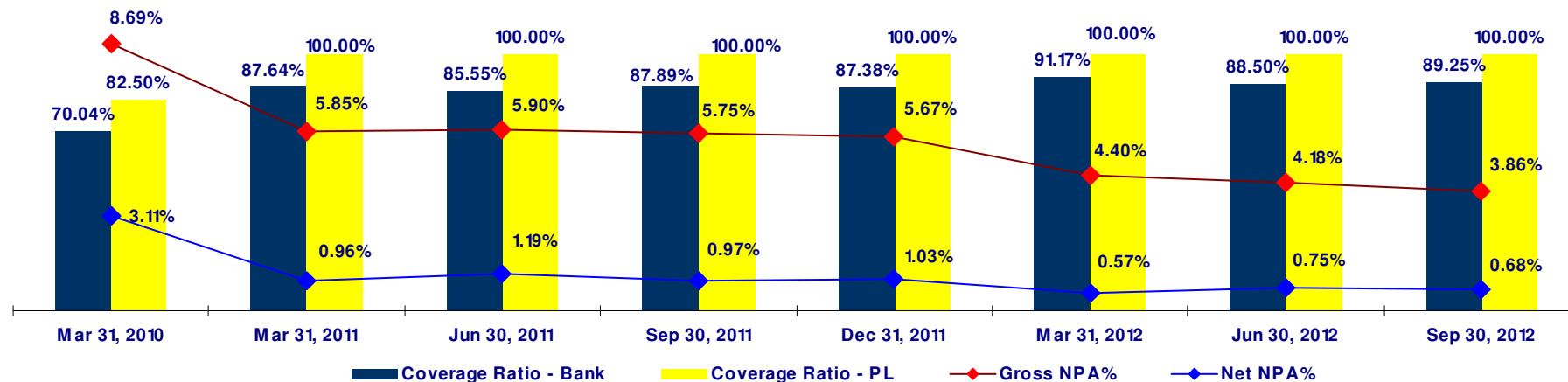
Retail Deposits / Branch

INR mn



Strong Provision Coverage

Key Ratios

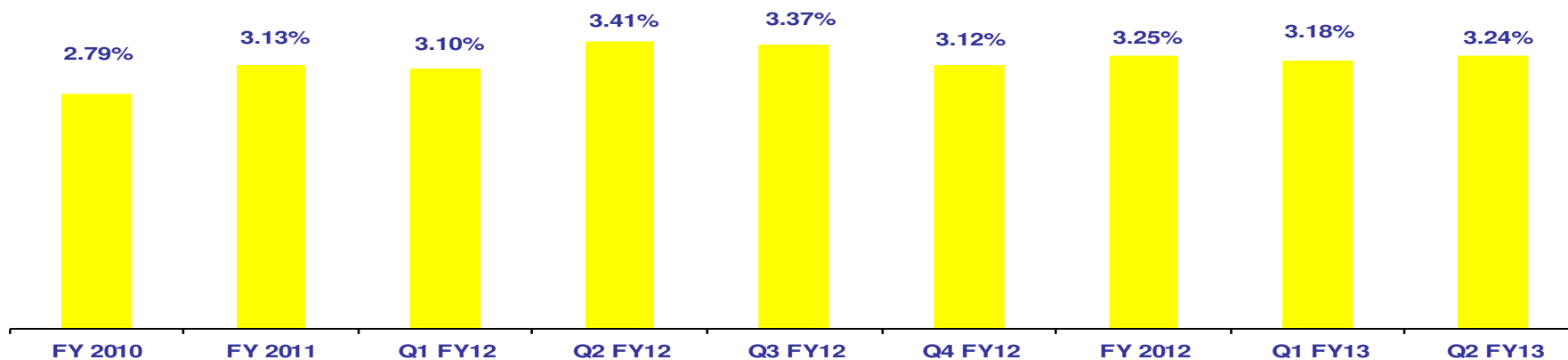


INR mn	Mar 31, 2010	Mar 31, 2011	Jun 30, 2011	Sep 30, 2011	Dec 31, 2011	Mar 31, 2012	Jun 30, 2012	Sep 30, 2012
Personal Loans	1,694	1,293	1,267	1,245	1,222	1,196	968	945
CV/CE/STVL*	599	452	426	394	350	322	297	278
Corporate	594	588	660	681	686	627	624	499
Others	305	303	270	285	306	273	473	538
Gross NPA	3,192	2,636	2,623	2,605	2,564	2,418	2,362	2,260
Net NPA**	1,076	412	504	421	443	302	409	384

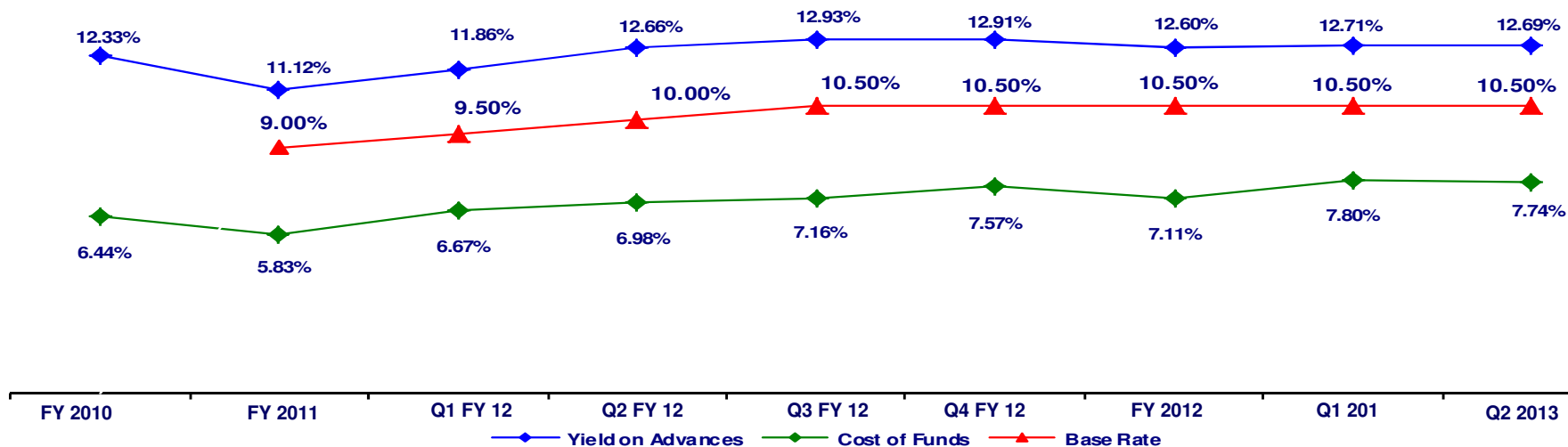
* CV / CE / STVL represents Commercial Vehicle, Construction Equipment and Small Ticket Vehicle Loan

** 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)

Net Interest Margin

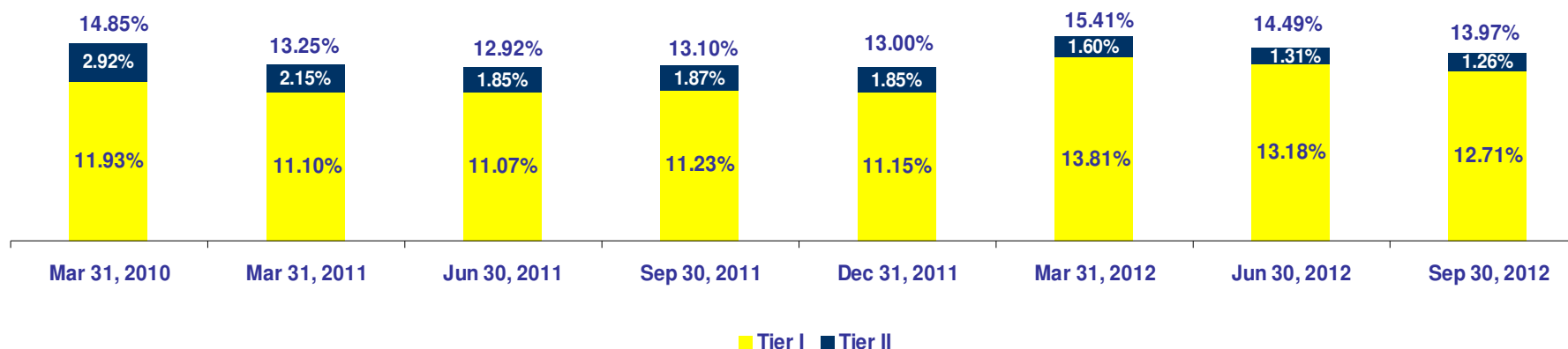


Yield on Advances, Base Rate & Cost of Funds



Capital Adequacy Ratios

Capital Adequacy Ratios – Basel II



In Q4 FY 2012 - DCB Bank raised approximately INR 940 million through QIP and INR 988 million via Preferential Allotment to increase its Tier I Capital

Other Income

DCB BANK

INR mn	FY 2010	FY 2011	Q2FY12	Q4FY12	FY 2012	Q1FY13	Q2FY13
Commission, exchange and brokerage	682	683	178	230	786	206	217
Sale of investments	178	253	25	26	118	38	22
Sale of land, buildings and other assets	(3)	11	(1)	(13)	(28)	(2)	(1)
Exchange transactions	68	90	9	21	69	18	6
Bad Debt Recovered	14	6	1	7	10	10	19
Miscellaneous income	136	78	19	10	49	5	12
Total	1,075	1,121	231	281	1,004	275	275

INR mn	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Sep 30, 2012
SLR	15,789	17,512	20,219	21,637
Non-SLR	4,390	5,439	4,959	4,675
Total Investments *	20,179	22,951	25,178	26,312
HTM	16,890	18,847	20,845	22,048
AFS	3,263	3,029	3,541	2,997
HFT	26	1,075	792	1,267
Total Investments *	20,179	22,951	25,178	26,312

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

Balance Sheet

DCB BANK

INR mn	Mar 31, 2010	Mar 31, 2011	Jun 30, 2011	Sep 30, 2011	Dec 31, 2011	Mar 31, 2012	Jun 30, 2012	Sep 30, 2012
Shareholder's Equity	5,990	6,187	6,273	6,405	6,561	8,585	8,772	8,990
Deposits	47,873	56,102	59,805	62,615	61,912	63,356	68,294	71,370
Borrowings ¹	5,035	8,607	7,238	8,464	10,455	11,235	10,101	8,801
Other Liabilities & Provisions ¹	2,447	3,205	3,263	3,376	3,652	3,565	3,807	3,792
Cash, Inter-bank, etc	3,324	4,871	6,407	5,995	7,643	4,566	5,804	5,334
Investments	20,179	22,951	24,274	27,656	27,246	25,178	26,367	26,312
Advances	34,597	42,817	42,344	43,147	43,064	52,844	54,491	56,710
Fixed Assets	1,358	1,275	1,238	1,651	1,809	1,846	1,844	2,376
Other Assets	1,909	2,215	2,344	2,440	2,847	2,335	2,496	2,250
Credit Deposit Ratio	72.27%	76.32%	70.80%	68.91%	69.56%	83.41%	79.79%	79.46%

INR mn	Mar 31, 2010	Mar 31, 2011	Jun 30, 2011	Sep 30, 2011	Dec 31, 2011	Mar 31, 2012	Jun 30, 2012	Sep 30, 2012
CASA	16,927	19,755	19,920	20,765	20,478	20,347	20,662	21,723
Other Deposits	30,946	36,347	39,885	41,850	41,434	43,009	47,632	49,647
Total Deposits	47,873	56,102	59,805	62,615	61,912	63,356	68,294	71,370
CASA Ratio	35.36%	35.21%	33.31%	33.16%	33.08%	32.12%	30.25%	30.44%

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

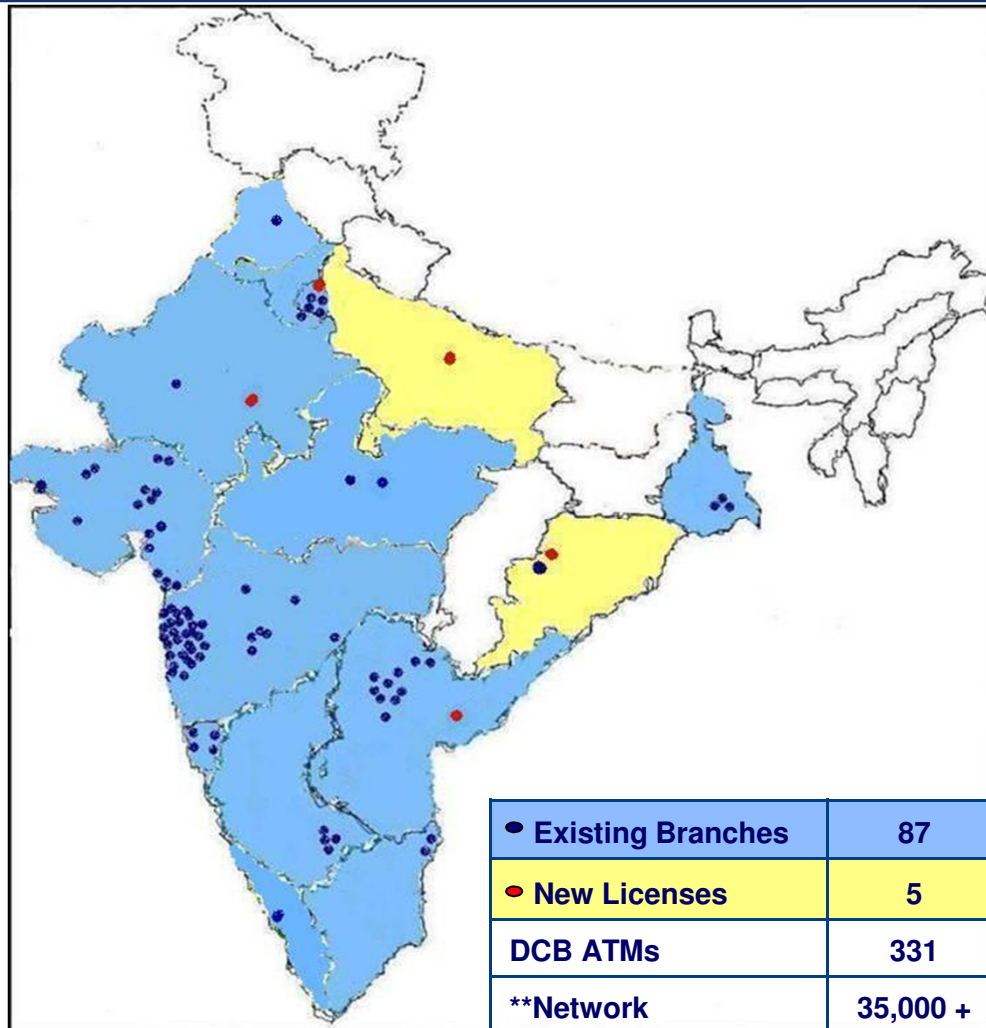
INR mn	FY 2010	FY 2011	Q1 FY12	Q2 FY12	Q3 FY12	Q4 FY12	FY 2012	Q1 FY13	Q2 FY13
Net Interest Income	1,416	1,891	519	591	597	570	2,277	639	670
Other Income	1,075	1,121	234	231	257	281	1,004	275	275
Operating Income	2,491	3,012	753	822	854	851	3,281	914	945
Operating Expenses	(2,008)	(2,152)	(588)	(614)	(629)	(612)	(2,443)	(666)	(680)
Operating Profit	483	860	165	208	225	239	838	248	265
Total Provisions	(1,268)	(646)	(77)	(75)	(69)	(66)	(287)	(59)	(44)
PAT	(785)	214	88	133	156	173	551	189	221
Cost Income Ratio	80.62%	71.43%	78.07%	74.62%	73.64%	71.90%	74.45%	72.85%	71.95%

Business Strategy

87 Branches, Strong Presence in the Western Region

DCB BANK

Branch Network



ANDHRA PRADESH: (10)

- Hyderabad (8)
- Warangal (2)

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)

HARYANA: (1)

- Gurgaon (1)

KARNATAKA: (4)

- Bengaluru (4)

Kerala: (1)

- Kochi (1)

MADHYA PRADESH: (2)

- Itarsi (1)
- Pipariya (1)

MAHARASHTRA: (35)

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

NEW DELHI: (6)

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

ORISSA: (1)

- Bargarh (1)

PUNJAB: (1)

- Ludhiana (1)

RAJASTHAN: (1)

- Jodhpur (1)

TAMIL NADU: (2)

- Chennai (2)

WEST BENGAL: (3)

- Kolkata (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

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
- 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. **** Launched on trial basis

- Grow Micro SME, SME, Retail Mortgages, Commercial Vehicle, Gold Loans, 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, Gold Loans, 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

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 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

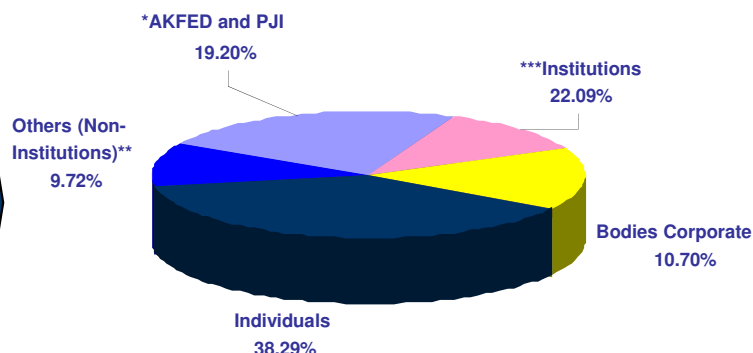
2012

- Raised INR 940 mn through QIP and INR 988 mn through Preferential Allotment in March 2012 subscribed by life insurance companies, mutual funds and PEs.

Shareholding Pattern (September 30, 2012)

DCB BANK

Shareholding Pattern



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

**Includes Clearing Members (1.56%), Non Resident Indians (2.50%), Foreign Corporate Bodies (5.62%), Directors and their relatives (0.04%)

***Institutions includes 7.64% held by FII

Key non-promoter shareholders

- The South India Bank Ltd : **3.82%**
- Tano Mauritius India FVCI II : **3.42%**
- Al Bateen Investment Co LLC: **3.07%**
- Tata Capital Financial Services Ltd: **2.74%**
- TVS Shriram Growth Fund India : **2.61%**
- WCP Holdings III : **2.55%**
- Sundaram Mutual Fund A/c Sundaram Select Midcap : **2.01%**
- HDFC Ltd: **1.68%**
- Bajaj Allianz Life Insurance Company Ltd.: **1.53%**
- Satpal Khattar & Shareen Khattar: **1.35%**
- ICICI Prudential Life Insurance Company Ltd.: **1.29%**
- Sundaram Mutual Fund A/c Sundaram Equity Multiplier Fund : **1.17%**
- Girdharilal V Lakhi and Vandana G lakhi: **1.05%**
- Dimensional Emerging Markets Value Fund: **1.03%**



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

Murali M Natrajan
Managing Director &
CEO

Standard Chartered Bank,
Citibank, American Express
– *29 years experience.

Abhijit Bose

Head – Retail Assets & Strategic Alliances: Standard Chartered Bank, Citibank, Edelco Housing Industries and GIC Housing – *20 years experience.

Bharat Sampat

Chief Financial Officer: ABN Amro Bank, Standard Chartered Bank, ANZ Banking Group, Hoechst India - *28 years experience.

J K Vishwanath

Chief Credit Officer: Fullerton India, Citigroup and Eicher Group – 19 years experience.

Manoj Joshi

Head – SME & MSME Banking: ICICI Bank, Epcos Ferrites and Uniworth Group – 17 years experience.

Narendranath Mishra

Head – AIB Banking: ICICI Bank and Rallis India – 13 years experience.

Praveen Kutty

Head – Retail & SME Banking: Citibank - *21 years experience.

R. Venkatesh

Head – HR, IT & Operations: Standard Chartered Bank, ANZ Grindlays Bank, Hindustan Petroleum – 22 years experience.

Rajesh Verma

Head – Treasury & Corporate Banking: State Bank of India - *33 years experience.

Ravi Kumar

Chief Internal Auditor: Samba Financial Group, Ernst & Young - *15 years experience.

Sachin Patange

Chief Compliance Officer: Reserve Bank of India – 22 years experience.

Sridhar Seshadri

Financial Controller: ICICI Bank, Syndicate Bank and State Bank of India – 30 years experience.

Gaurav Mehta

Head – Marketing, Corporate Communications & Public Relations: HSBC India, Convergys, GE Capital and Taj Group of Hotels – 17 years experience.

Hemant Barve

Company Secretary: Ritchie Stuart Investments and Union Bank of India – 38 years experience.

* Worked in India & Abroad
Only key profiles represented

	Jul 31, 2009	Sep 30, 2011	Sep 30, 2012
CRISIL			
- Long Term	BBB/Stable	BBB +/-Stable	BBB +/-Positive
- Short Term	P1	A1	A1
Brickworks	BWR A-/Stable	BWR A-/Stable	BWR A-/Stable

Thank you