

IndusInd Bank

June 12, 2018

**The Asst. Vice President
Listing Department
National Stock Exchange of India Ltd.**
Exchange Plaza, 5th Floor
Plot No.C/1, G Block
Bandra-Kurla Complex
Bandra (East),
Mumbai – 400 051

**The Deputy General Manager
Corporate Relationship Dept.
BSE Ltd.**
1st Floor, New Trading Ring
Rotunda Building, P. J. Towers
Dalal Street, Fort
Mumbai – 400 001

NSE Symbol: INDUSINDBK

BSE Scrip Code: 532187

Madam / Dear Sir,

Subject: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

We enclose herewith the Presentation on “Debt Investor” made in Hong Kong on June 12, 2018, at the HSBC Credit Conference.

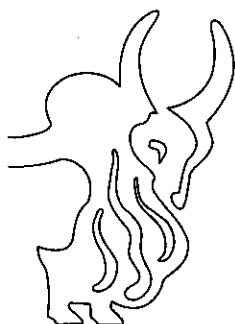
In compliance with the Regulation 46, the Presentation is also being hosted on the Bank's website at www.indusind.com.

Kindly take the same on record and oblige.

Thanking you,

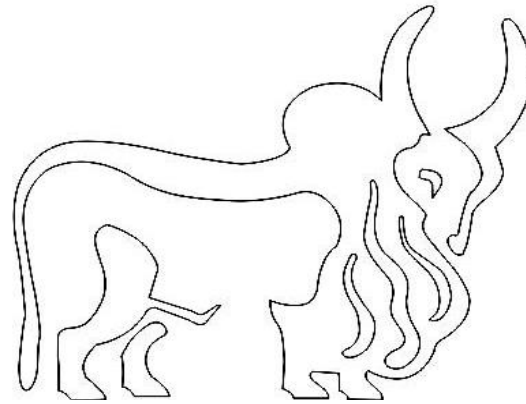
Yours faithfully,
For IndusInd Bank Limited

BS Mehta
**Bansari Mehta
Asst. Company Secretary**



IndusInd Bank Limited, 701-801 Solitaire Corporate Park, 167, Guru Hargovindji Marg, Andheri (E),
Mumbai - 400 093, Maharashtra, India Tel: (022) 66412200 Fax: (022) 66412224

Registered Office: 2401 Gen. Thimmayya Road, Pune 411 001, India
Tel.: (020) 2634 3201 Fax: (020) 2634 3241 Visit us at www.indusind.com
CIN: L65191PN1994PLC076333



IndusInd Bank

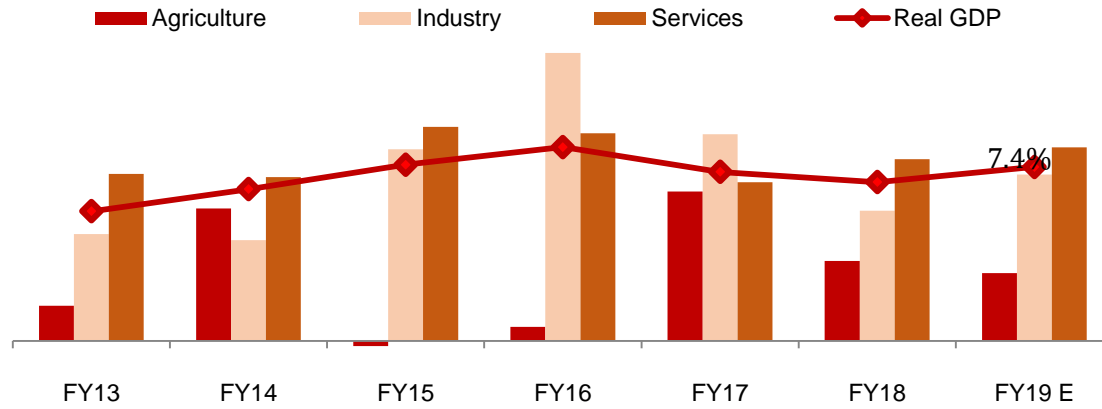
Debt Investor Presentation

June 2018

India – Some Macro Concerns, but Growth Remains Intact

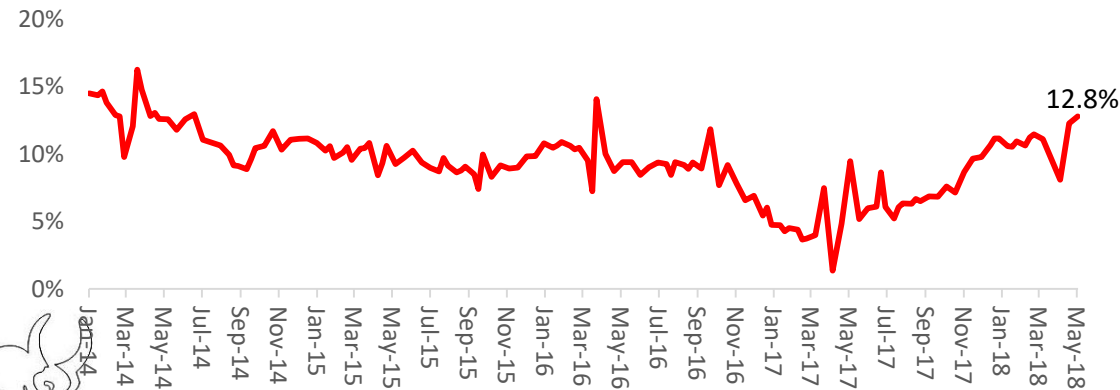
Positive

GDP growth bottomed out in H1FY18 and is picking up now



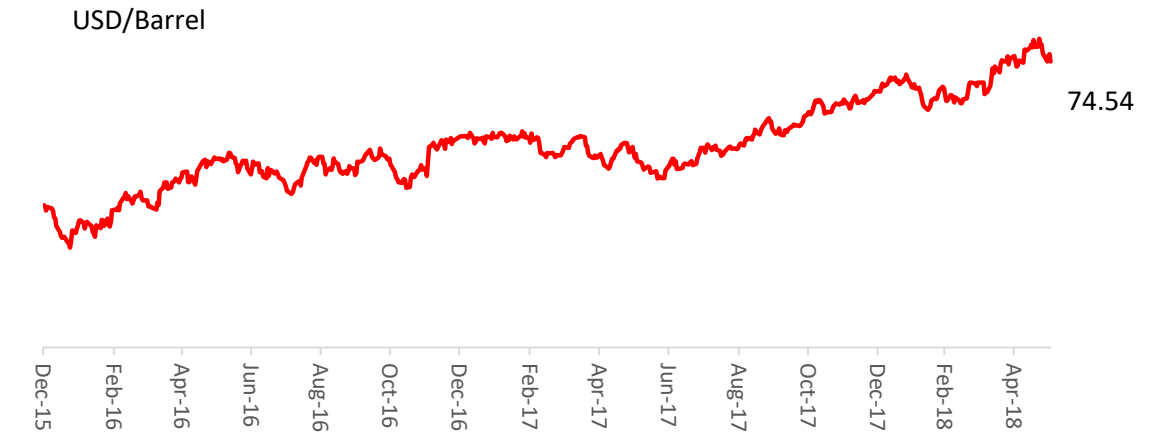
Credit growth back to double digits

Bank Credit Growth (YoY)

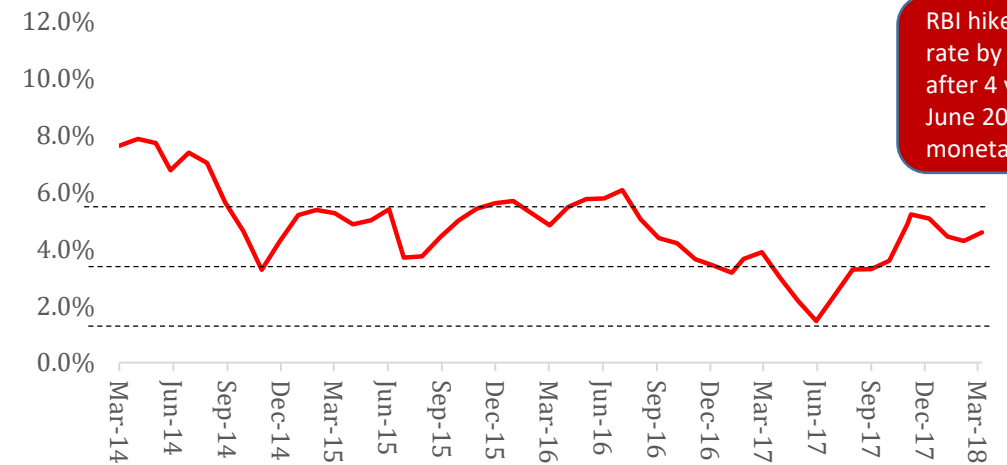


Negative

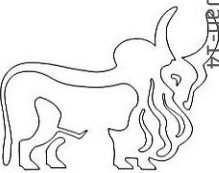
Oil price spike adds to fiscal, current account & inflationary pressures



Inflation within RBI mandate of 4% +/- 2% but upside risks remain



RBI hiked repo rate by 25 bps after 4 years in June 2018 monetary policy



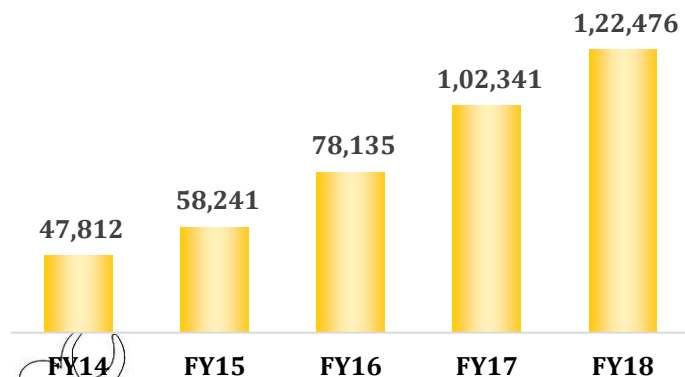
IndusInd Bank – Consistently Building Scale with Profitability

Strength

- CRAR at 15.03%; CET1 at 13.42%
- Strong Asset Quality with impaired assets proportion amongst the lowest in Indian banks; Net NPAs at 0.51%
- In top decile on productivity, profitability and efficiency parameters in Indian banking industry

Note: Data as of March 2018

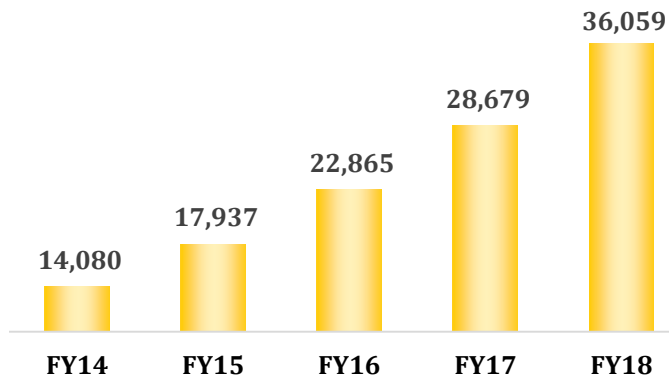
Revenue (Rs mn)



Growth

	3 Year CAGR	FY18
Loans	25%	28%
Deposits	28%	20%
Revenue	21%	20%
Profits	26%	26%
Networth	16%	16%

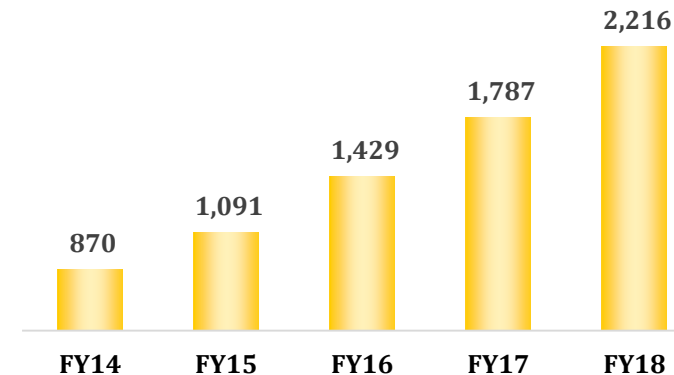
Net Profit (Rs mn)



Returns

- RoA = 1.90%
- RoE = 16.48%
- NIMs = 3.99%

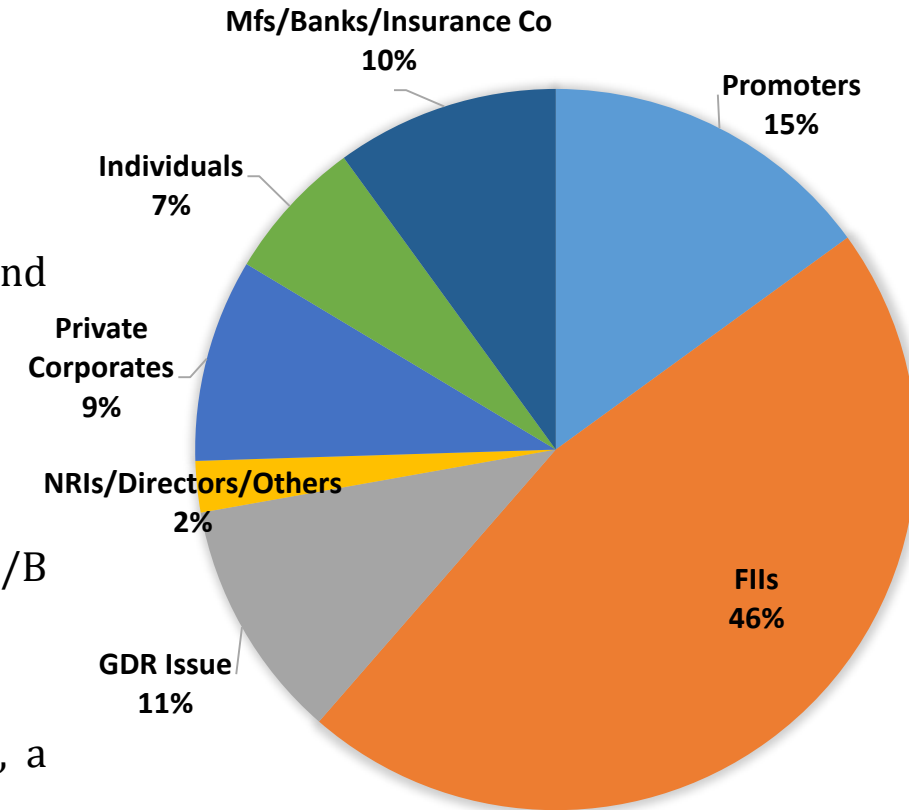
Total Assets (Rs bn)



Overview of the Bank

- Leading private sector bank and financial services company in India
- Incorporated in January, 1994; Current customer base of ~11 million⁽¹⁾ and Total Assets of over Rs 2,200 bn⁽¹⁾
- Pan India presence through a network of 1,400 branches and 2,203 ATMs⁽¹⁾
- Diversified loan book – Split between Corporate & Commercial Banking and Consumer Finance at 54% and 46% respectively⁽¹⁾
- Enterprise-wide Risk Management framework for effective management of risks
- Market Cap of over Rs 1,140bn⁽²⁾ implying trailing P/E multiple of 30x and P/B multiple of 4.9x
- Recently announced acquisition of Bharat Financial Inclusion Limited (BFIL), a leading Microfinance Non Bank Finance company

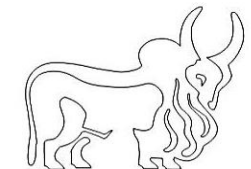
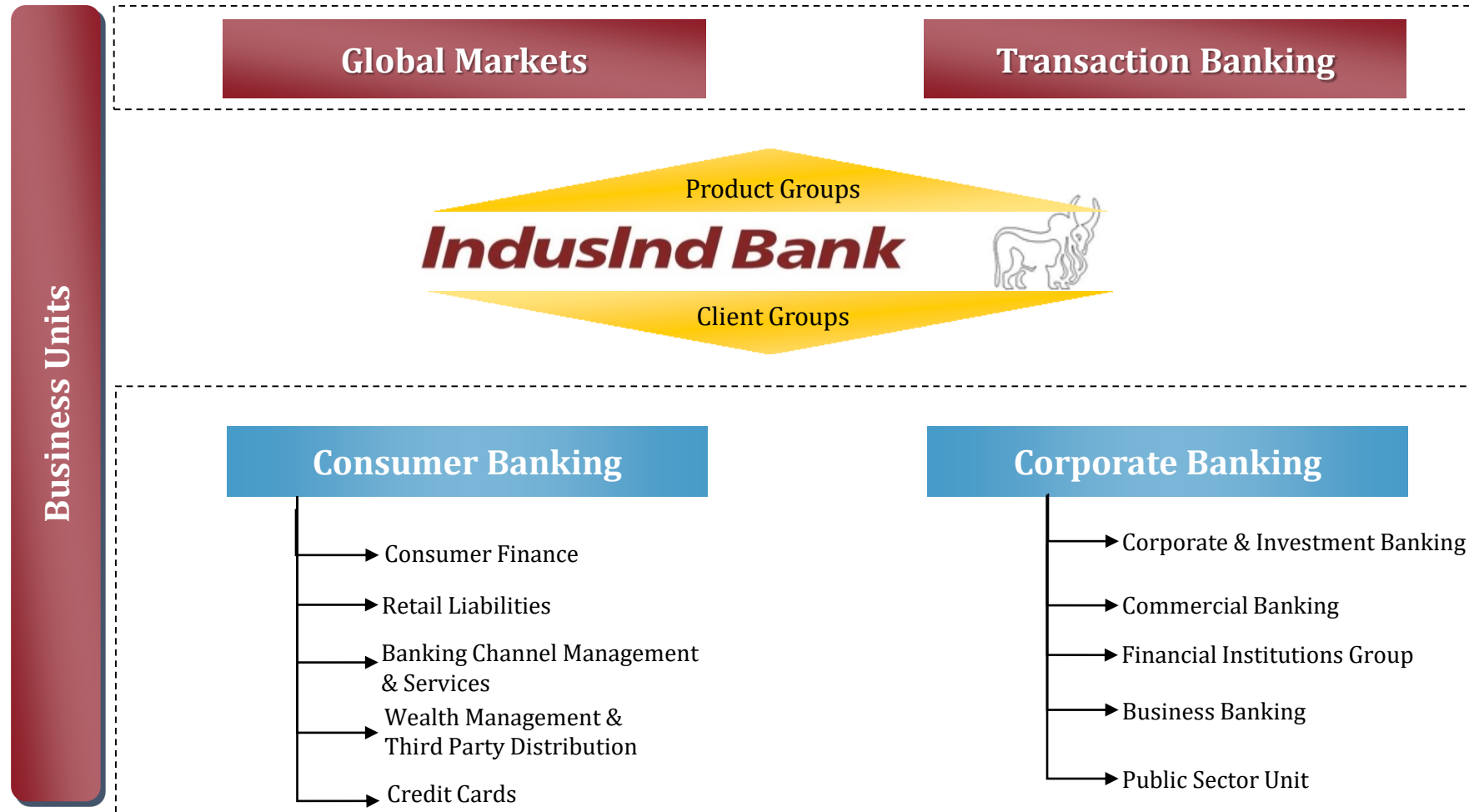
Shareholding ⁽¹⁾



1. As on March 31, 2018; This split includes Business Banking as a part of consumer
2. As on June 6, 2018



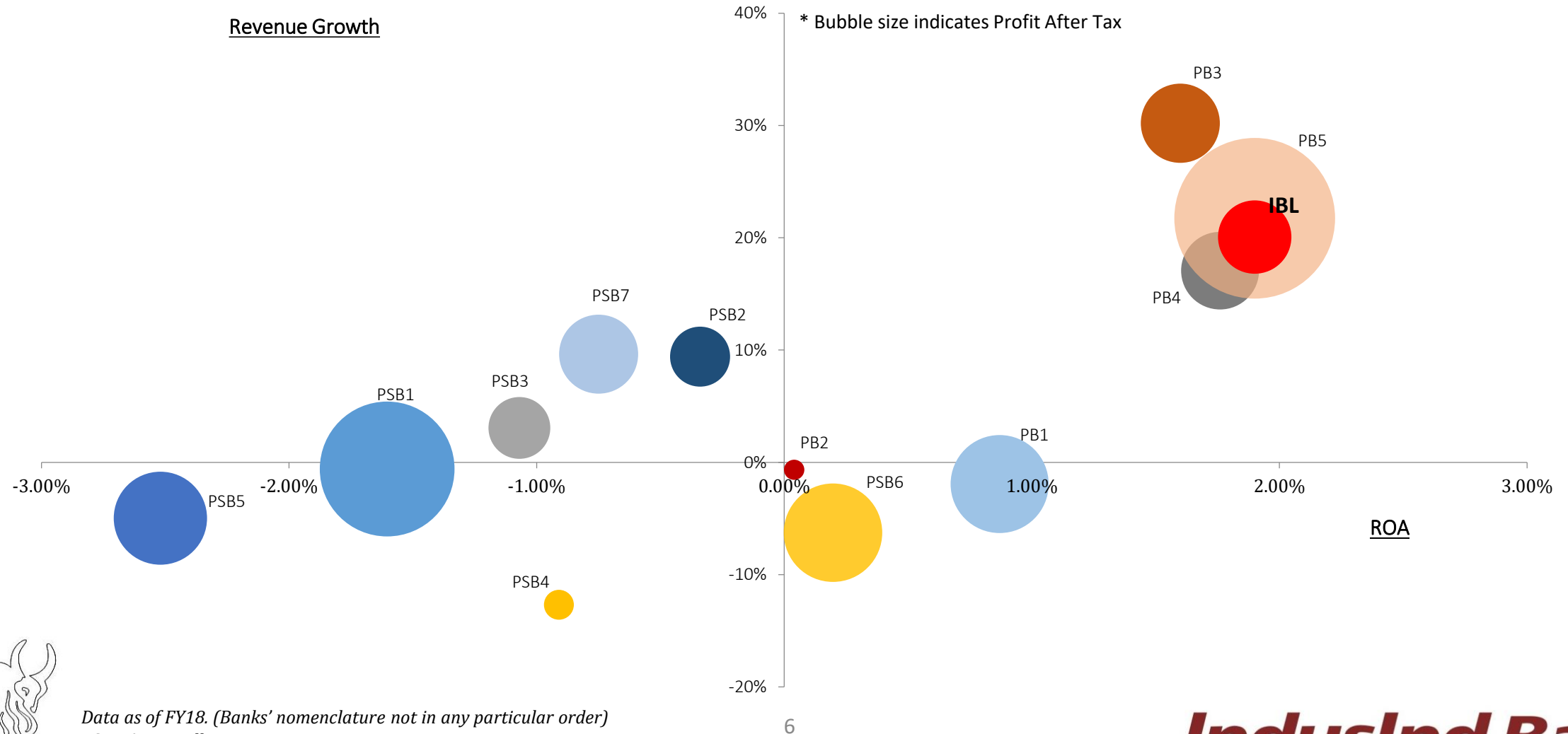
Organization Structure



Benchmarking Growth with Profitability

IBL is one of the leaders in growth with profitability in the Indian Banking Sector

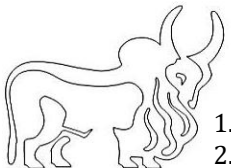
- ❑ A comparison of IBL with the top 7 Public Sector (PSU) and top 5 Private Sector Banks (PB)



Data as of FY18. (Banks' nomenclature not in any particular order)
PSB PAT are all negative

Domestic Ratings

- **CRISIL⁽¹⁾ AA +** for Infra Bonds program
- **CRISIL AA** for Additional Tier I Bonds program
- **CRISIL A1+** for certificate of deposit program
- **IND AA+** for Senior bonds program by India Ratings and Research ⁽²⁾
- **IND AA** for Additional Tier I Bonds program by India Ratings and Research
- **IND A1+** for Short Term Debt Instruments by India Ratings and Research



1. Indian subsidiary of S&P
2. Indian subsidiary of Fitch

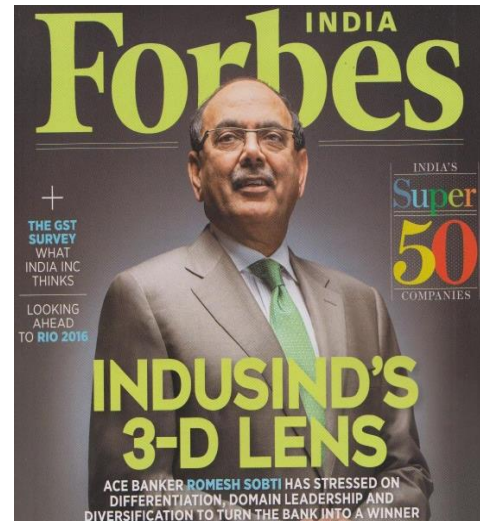
Award Winning Brand / Franchise

“The Best CEO (BFSI)”
Mr. Romesh Sobti



Business Today
2016

Forbes' Super 50
Companies in India



Forbes India
2016

Ranked 12th Most
Valuable Indian Brands

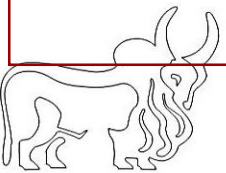


BrandZ Top 50
WPP Plc & Milward Brown
2017

Winner- Fraud
Management and
Cybersecurity



Celent Model Bank
2017



Presentation Path

➤ **Capital Adequacy**

1

➤ **Asset Quality**

2

➤ **Management Track Record & Strategy**

3

➤ **Earnings Update**

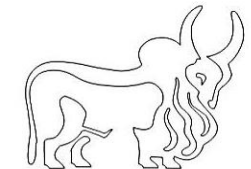
4

➤ **Liquidity & Funding Profile**

5

➤ **Building Sustainable Banking**

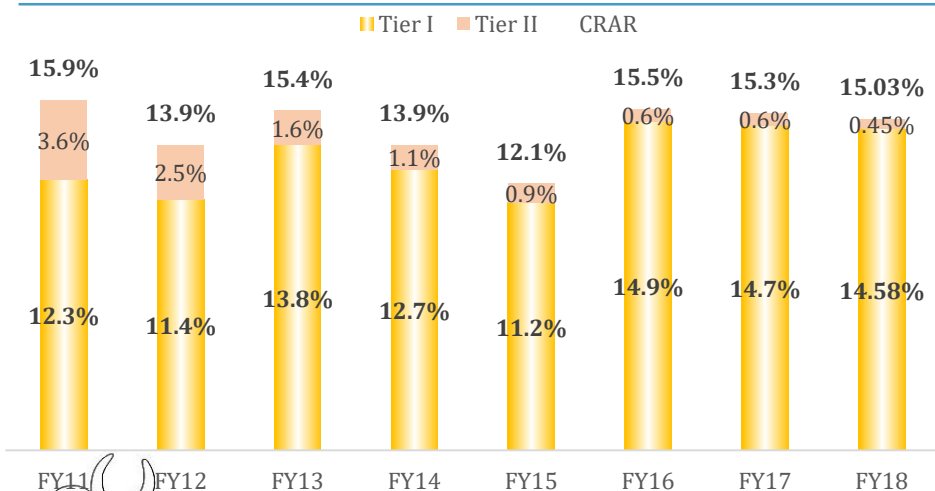
6



1. Strong Capital Adequacy

- Bank has maintained strong capital adequacy levels well in excess of the minimum regulatory requirement
- Raised Rs 10 billion of Additional Tier I (AT1) bonds in FY18 to augment the Tier I ratio and position itself strongly for the next phase of growth
- The Bank is valued at 4.9x of Mar-2018 book value ⁽¹⁾
- Merger with Bharat Financial Inclusion Limited is capital accretive

CRAR

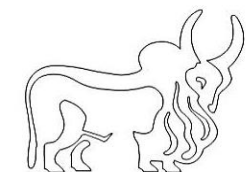
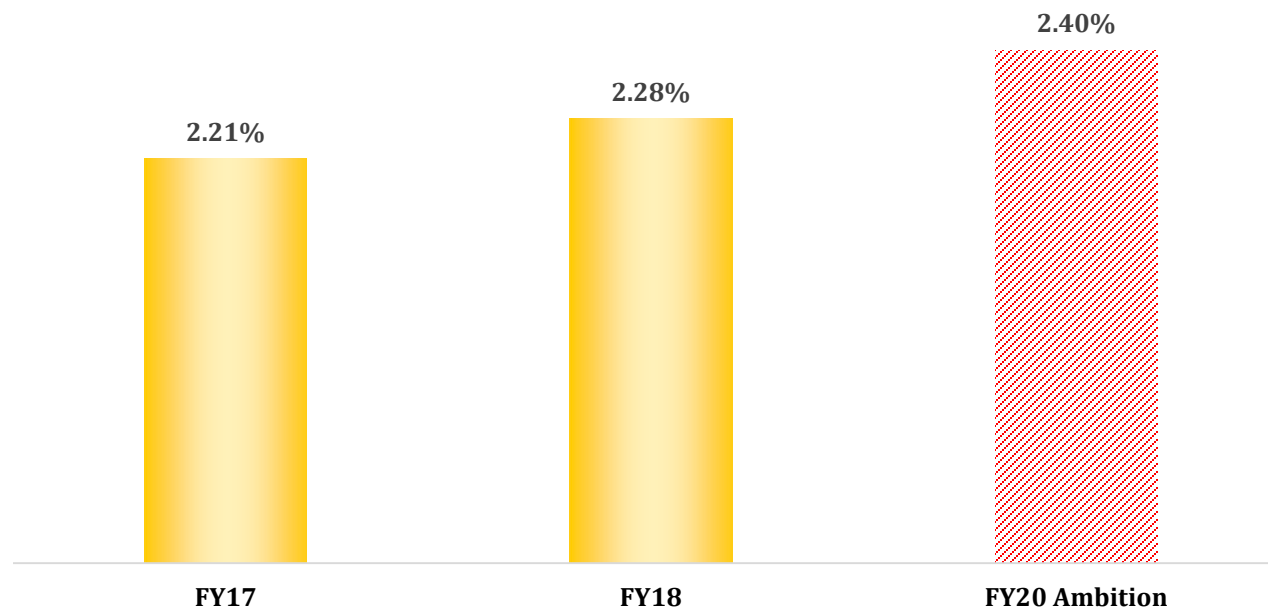


(1) Book value as on June 06, 2018

Rs bn	31 Mar 16	31 Mar 17	31 Mar 18
Credit Risk, CVA and UFCE	994	1,220	1,350
Market Risk	55	67	96
Operational Risk	115	148	148
Total Risk Weighted Assets	1,163	1,435	1,594
CET 1 Capital Funds	174	201	224
Additional Tier 1 Capital Funds	-	10	20
Tier 2 Capital Funds	7	8	8
Total Capital Funds	180	220	252
CRAR	15.50%	15.31%	15.03%
CET1	14.92%	14.02%	13.42%
Tier 1	14.92%	14.72%	14.58%
Tier 2	0.58%	0.59%	0.45%

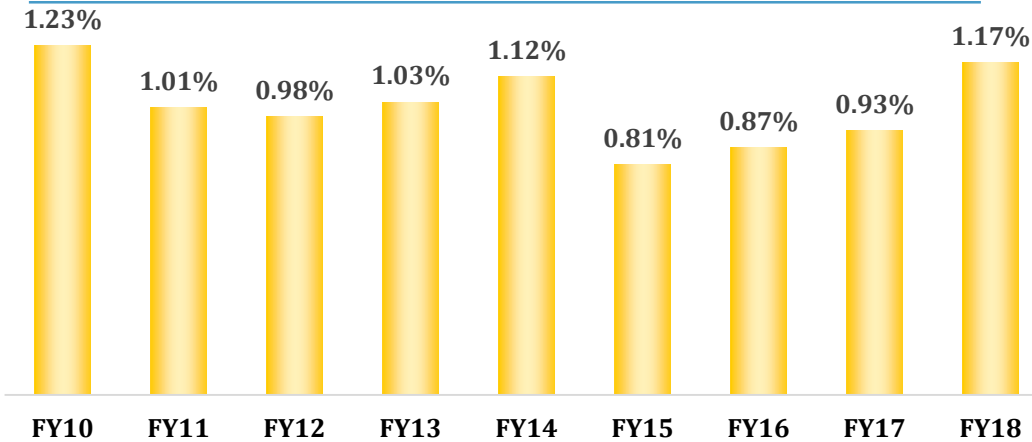
1. Deploying Capital Efficiently

Return on Risk Weighted Assets (RoRWA)

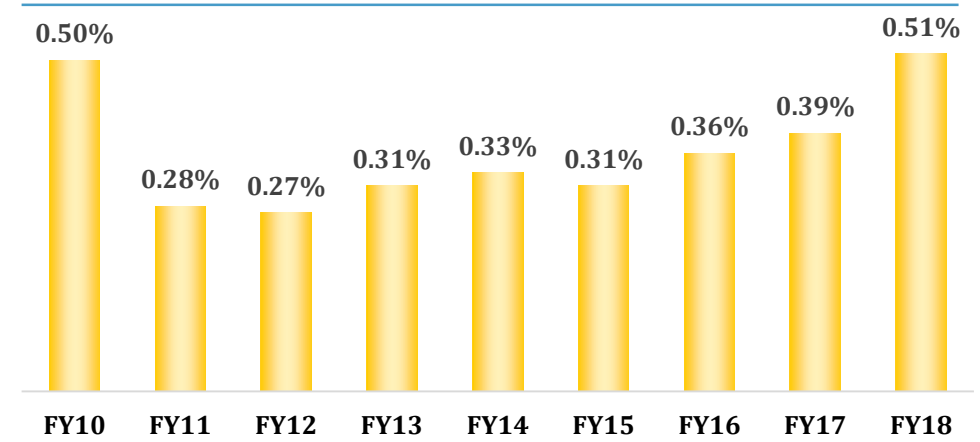


2. Asset Quality Stable Across Cycles

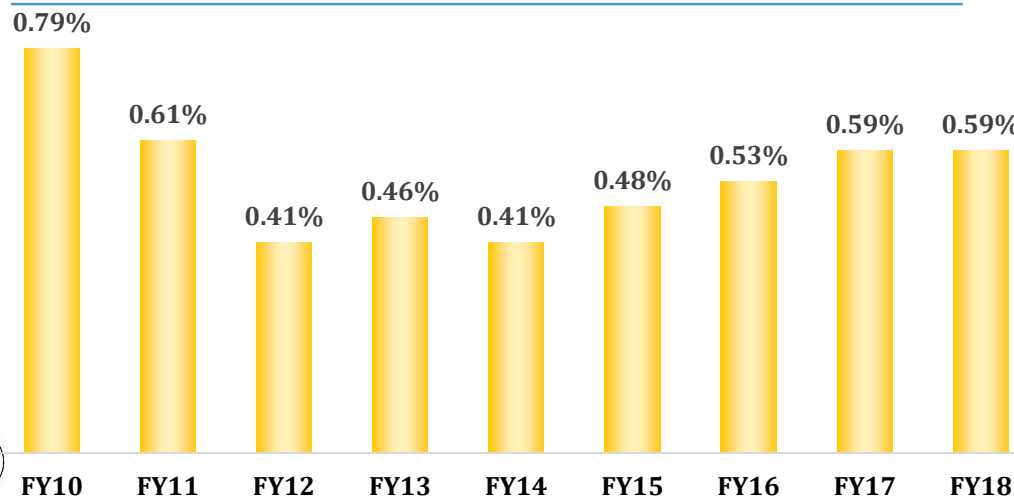
Gross NPA



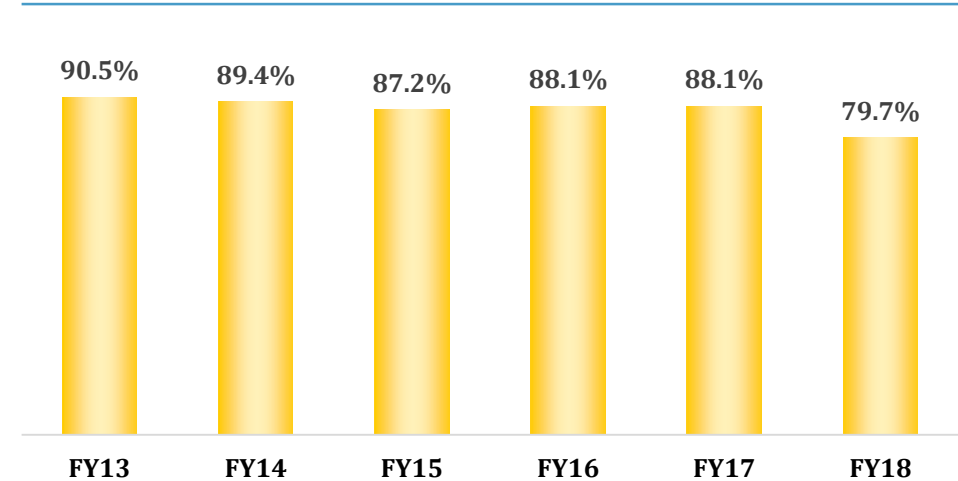
Net NPA



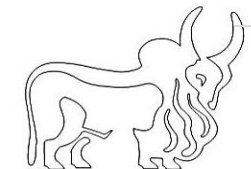
Credit Cost *



Predominantly Secured Lending

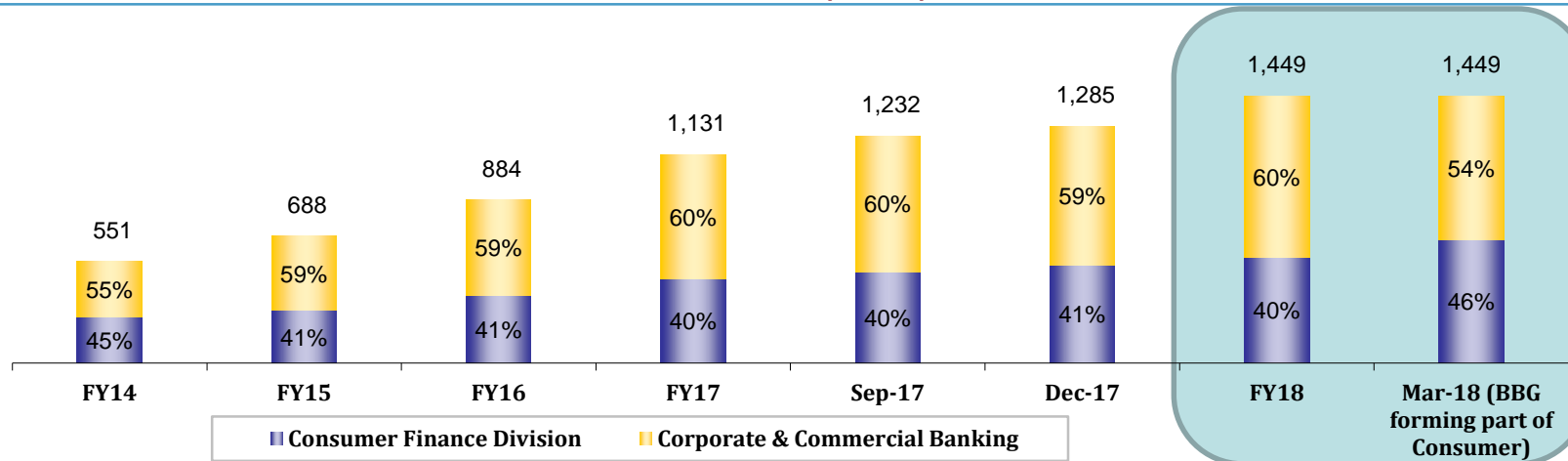


* Net of recoveries



2. Diversified Loan Book

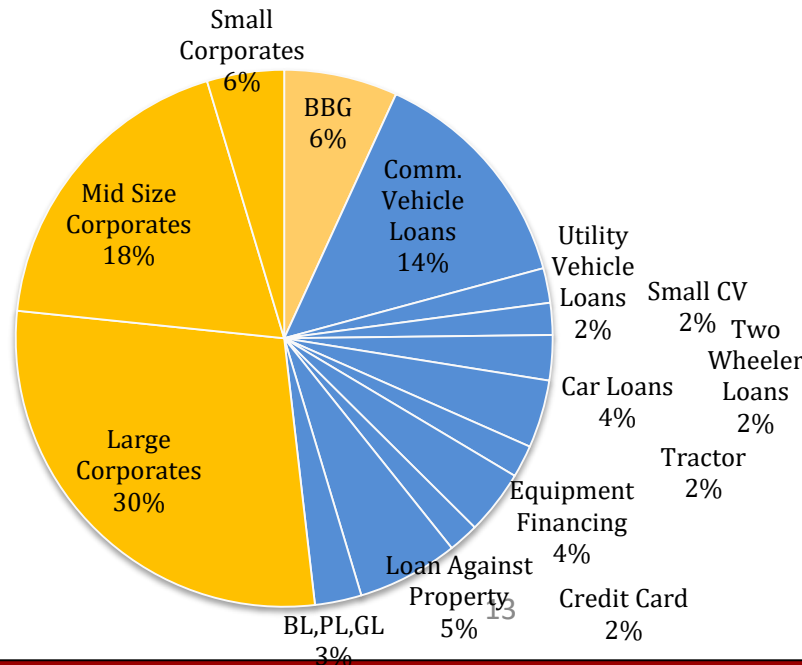
Loan Book (Rs bn)



(Rs bn)

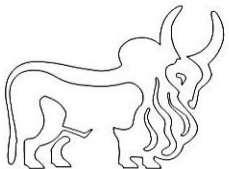
Corporate Banking	Mar-18	
Large Corporates	442.9	30%
Mid size Corporates	256.5	18%
Small Corporates*	177.8	12%
Total Advances	877.2	60%

*Includes Business Banking (BBG)
Rs. 95.9 bn managed by Consumer Banking

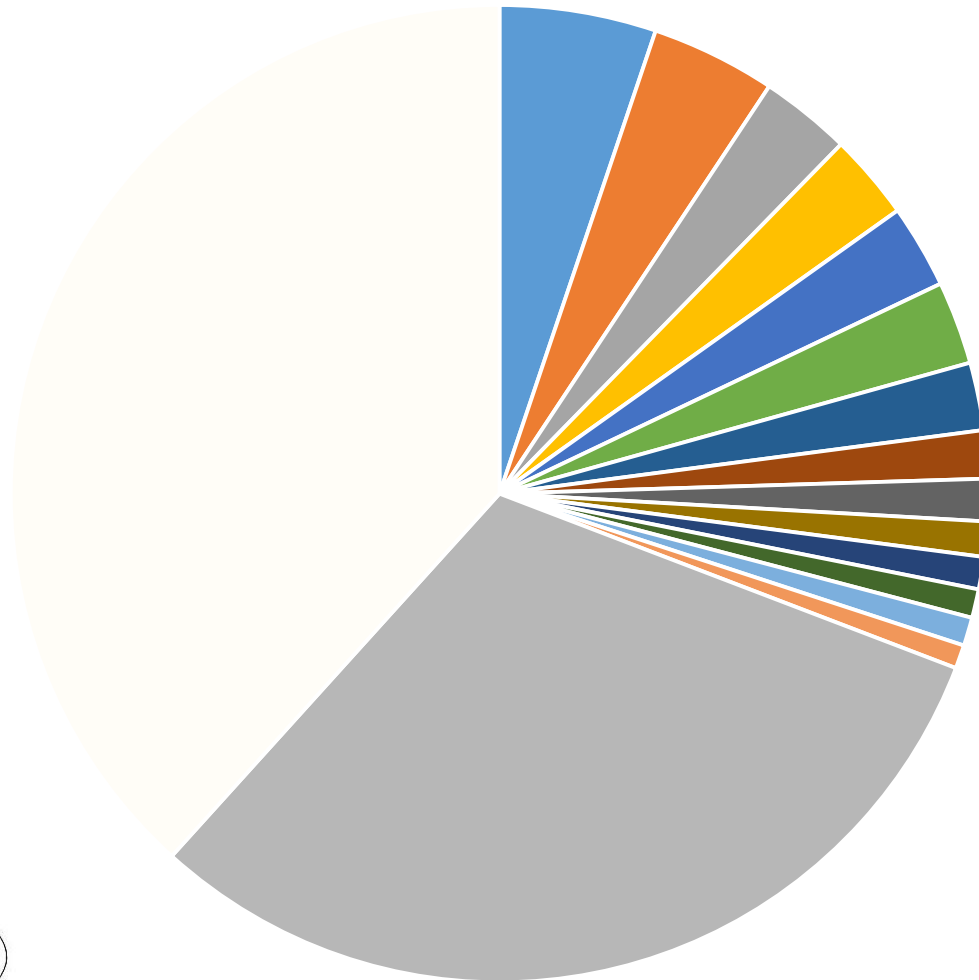


(Rs bn)

Consumer Finance	Mar-18	
Comm. Vehicle Loans	198.7	14%
Utility Vehicle Loans	28.7	2%
Small CV	25.3	2%
Two Wheeler Loans	35.9	2%
Car Loans	53.5	4%
Tractor	27.3	2%
Equipment Financing	54.8	4%
Credit Card	27	2%
Loan Against Property	80.1	5%
BL, PL, GL, Others	41.3	3%
Total Advances	572.4	40%

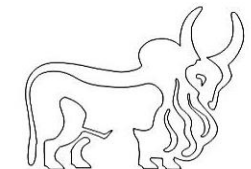


2. Diversified Corporate Portfolio

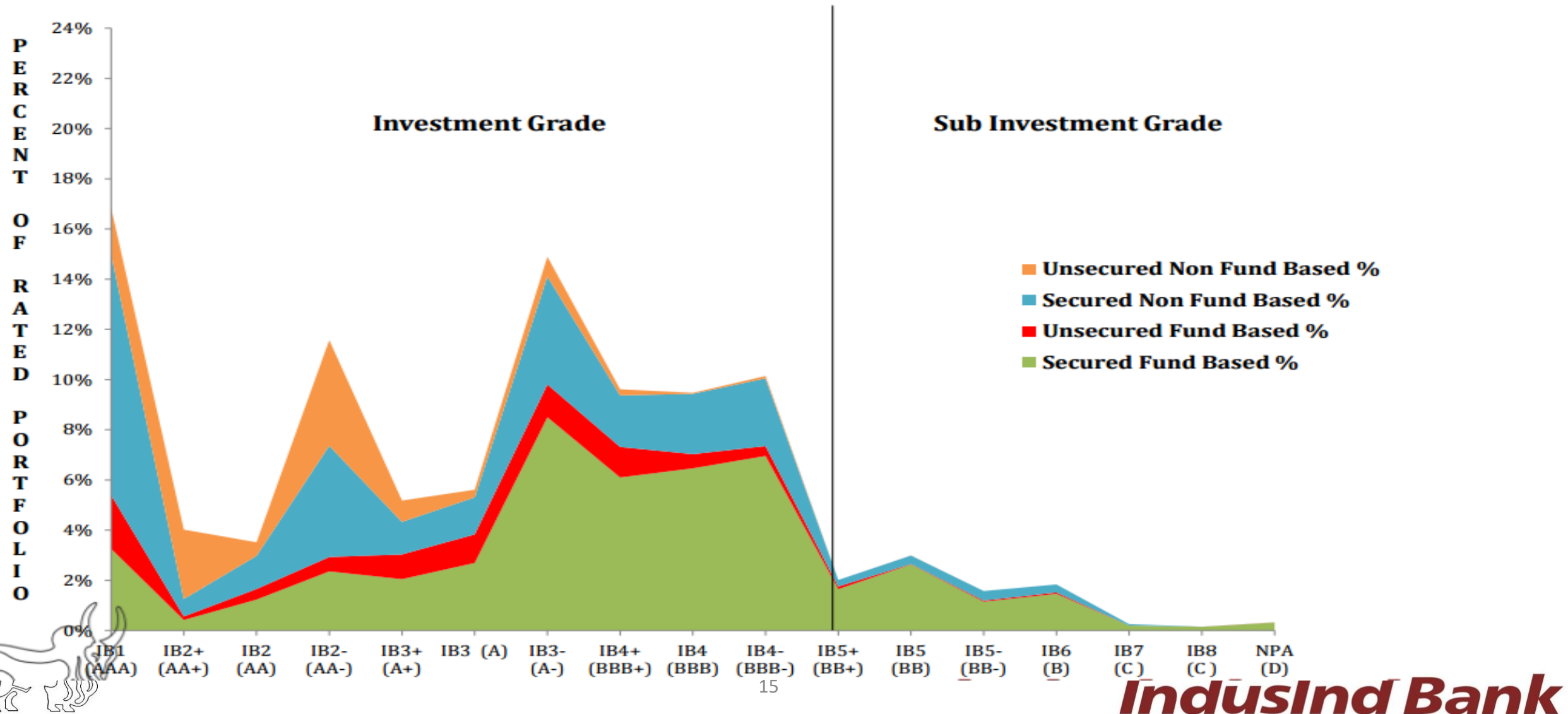


Gems and Jewellery	5.18%
Power Generation	4.13%
Lease Rental	3.01%
Microfinance	2.84%
Real Estate	2.77%
Construction related to infra.- EPC	2.75%
Services	2.24%
Steel	1.59%
Food Beverages and Food Processing	1.40%
Petroleum & Products	1.16%
Contract Construction - Civil	1.07%
Food Credit	0.95%
Power Transmission	0.94%
Engineering and Machinery	0.78%
Other Industry	30.89%

0.00%

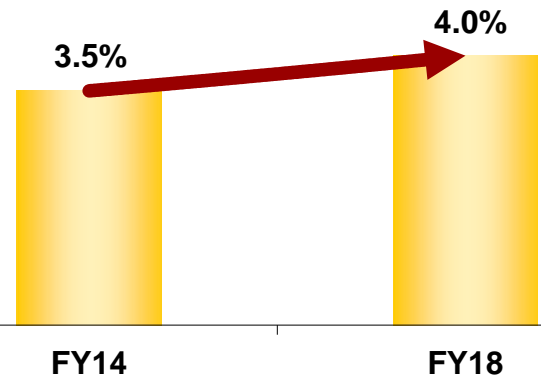


2. Well Rated Corporate Portfolio

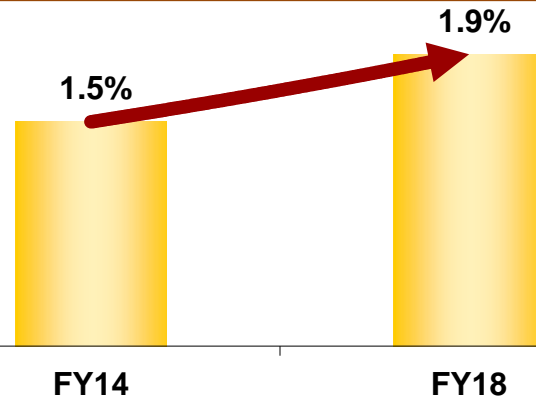


3. Management Track Record

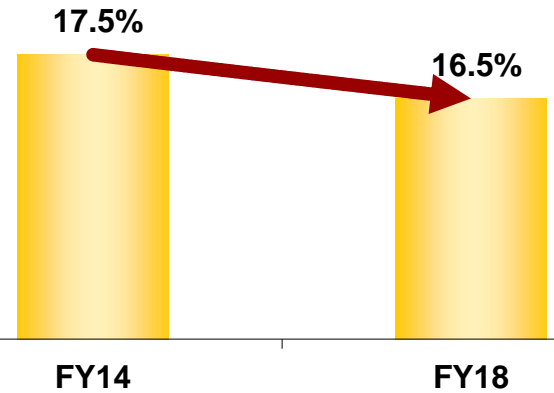
NIM (Net Interest Margin)



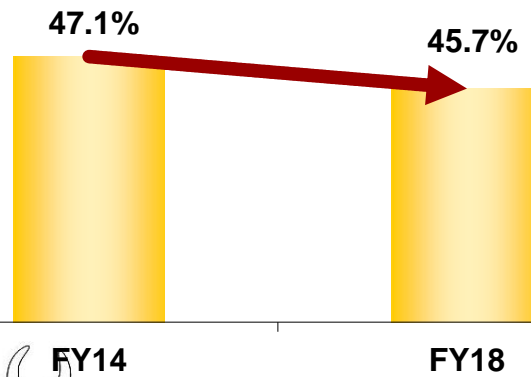
RoA (%)



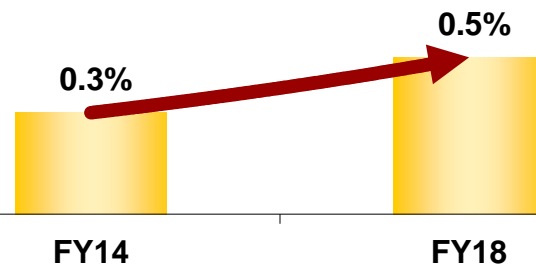
RoE (%)



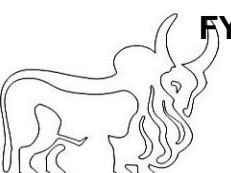
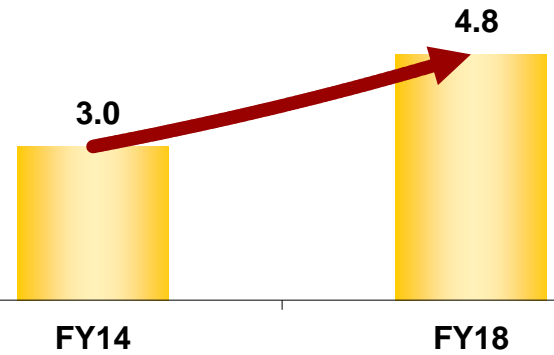
Cost/Income (%)



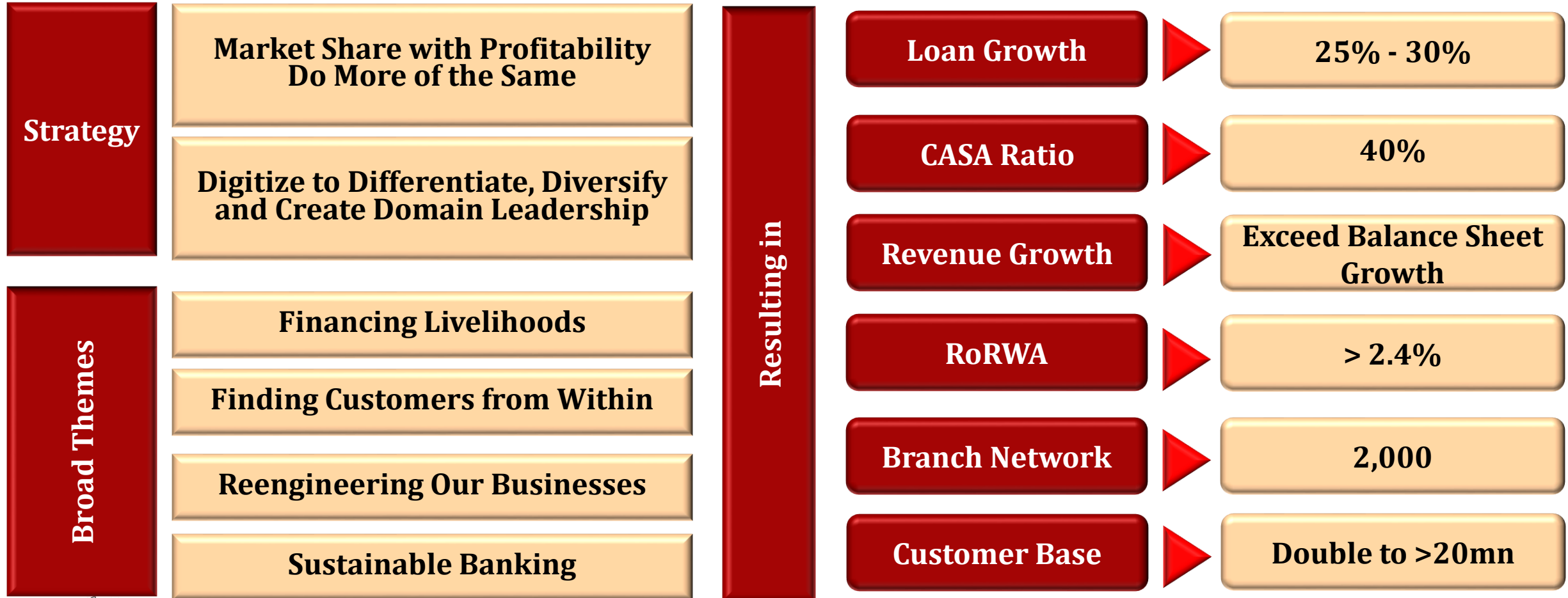
Net NPA (%)



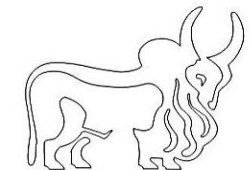
Revenue per Employee (Rs. Mn)



3. Planning Cycle 4 Strategy (FY17-FY20)



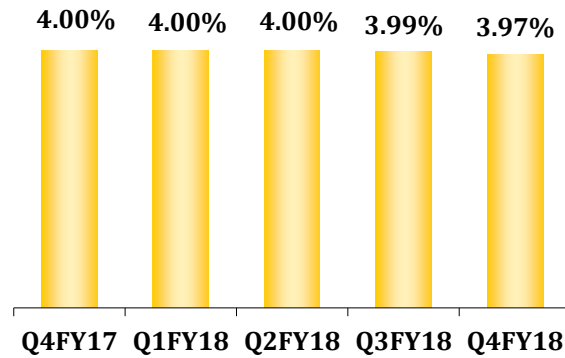
3. Strategic Themes



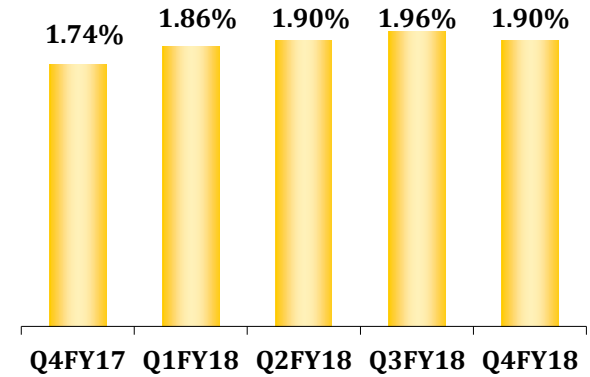
4. Earnings Update

	FY18 Outcome
Loan Growth	28%
CASA Ratio	44%
Revenue Growth	20%
PAT Growth	26%
RoRWA	2.28%
Customer Base	~11.2mn

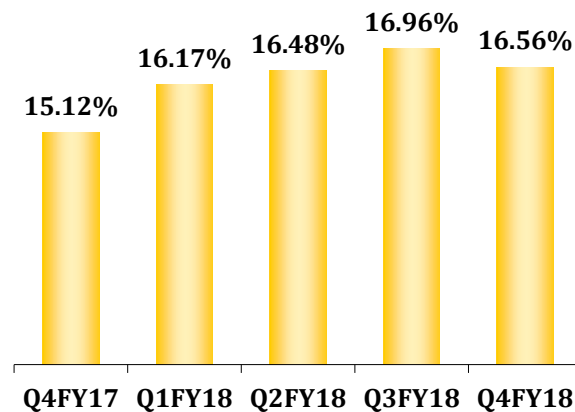
Net Interest Margin (NIM)



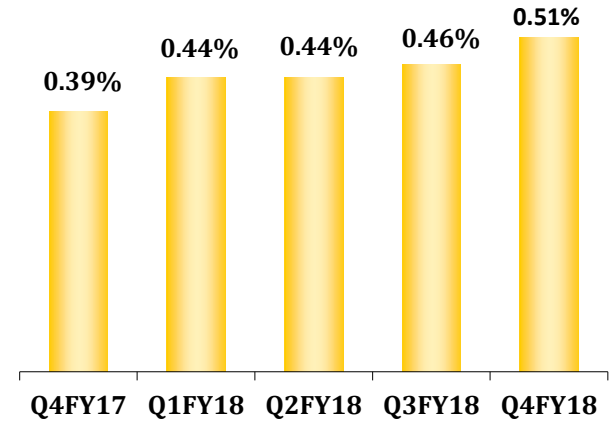
RoA



RoE

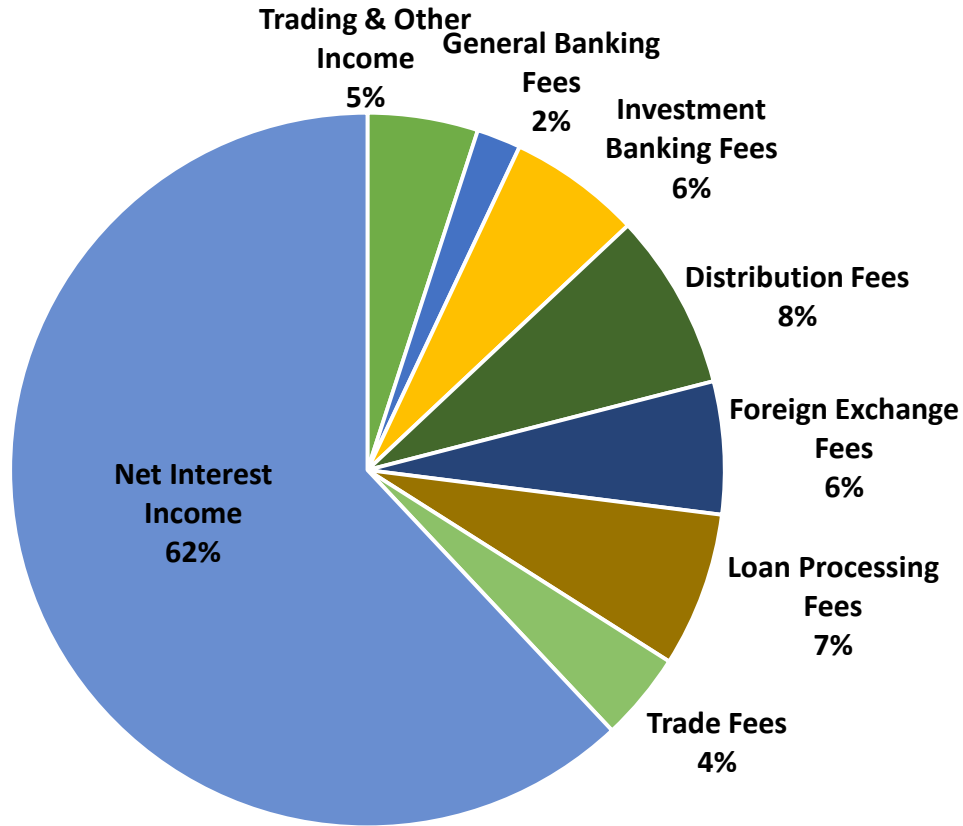


Net NPA

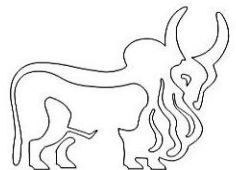
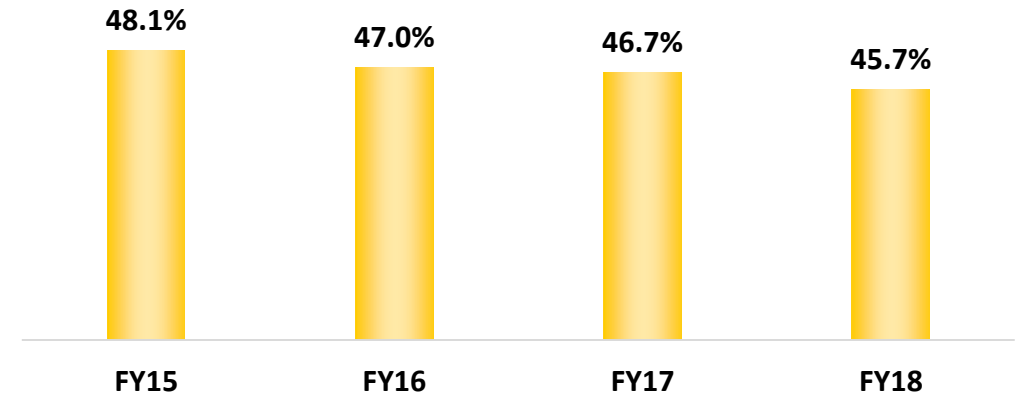


4. Diversified Revenue Streams, Opex Trend Improving

Net Revenue Streams (FY18)

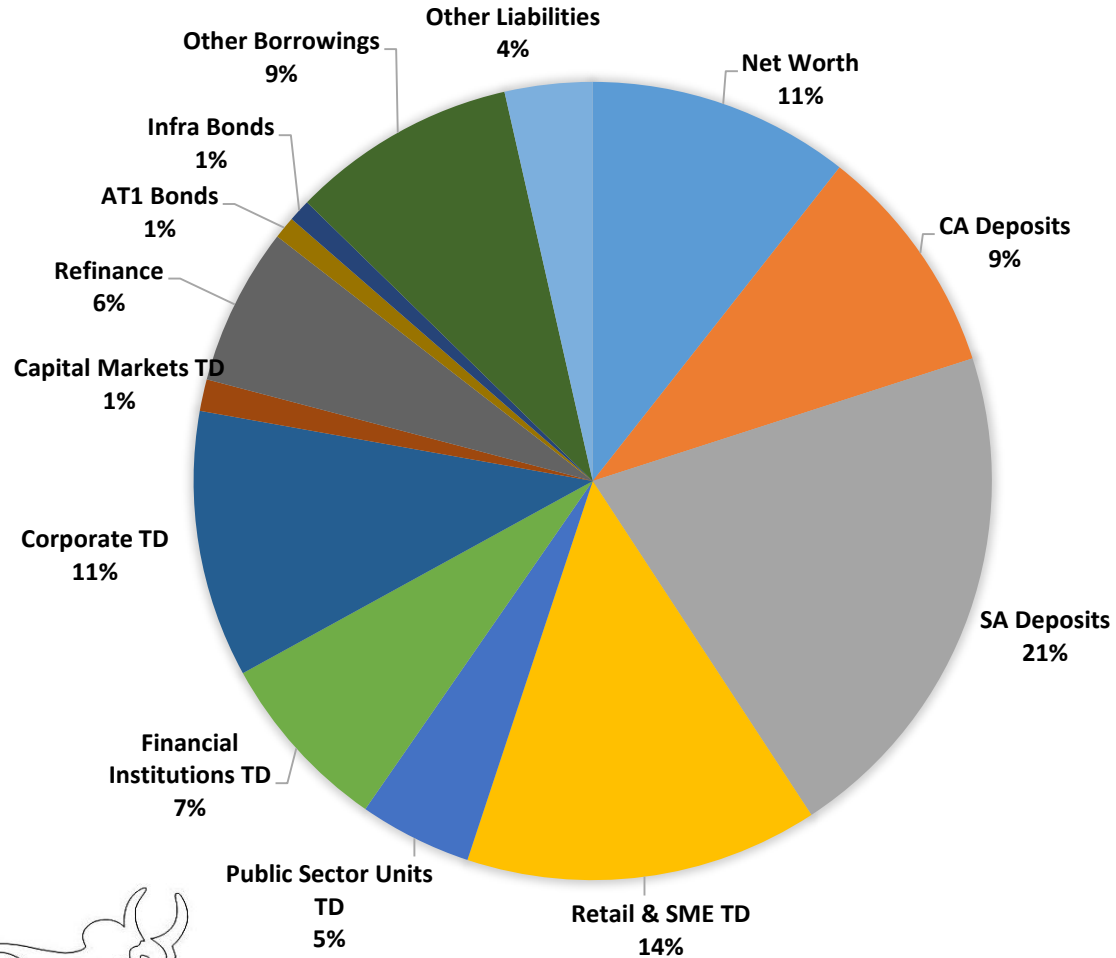


Cost / Income Trajectory

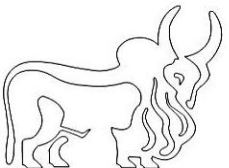
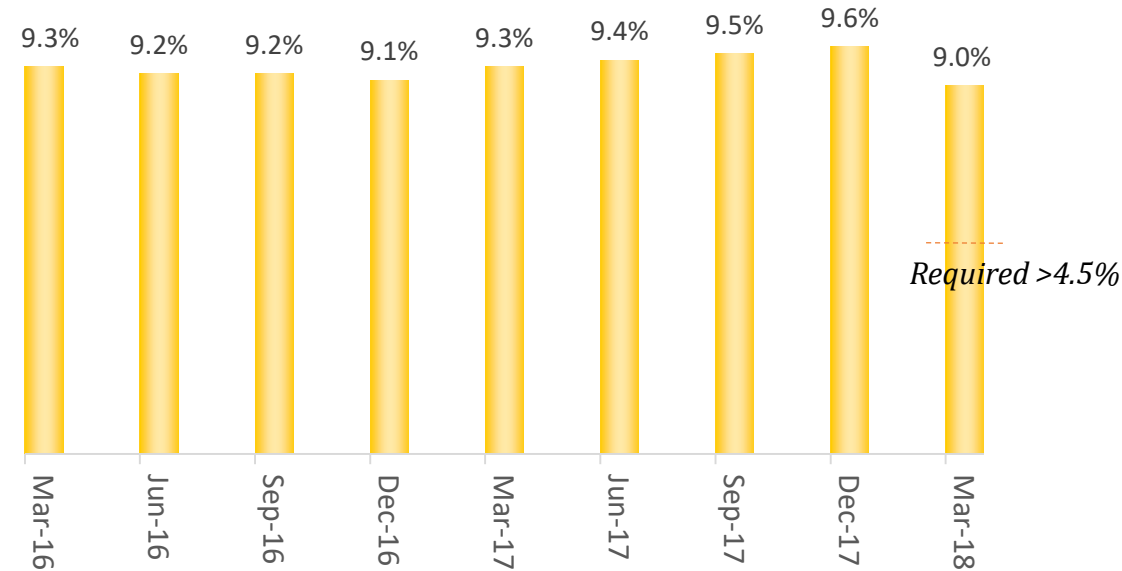


5. Liquidity & Funding Profile

Diversified Funding Sources



Basel III Leverage Ratio



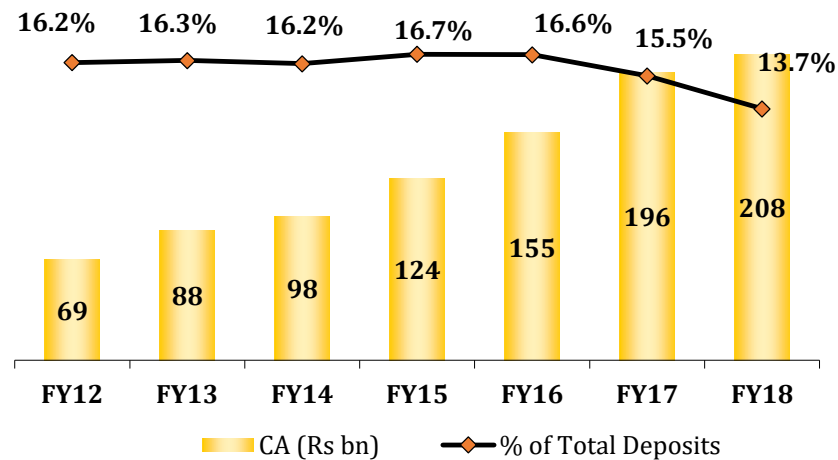
Note: Data as on Mar 2018

5. Improving CASA profile

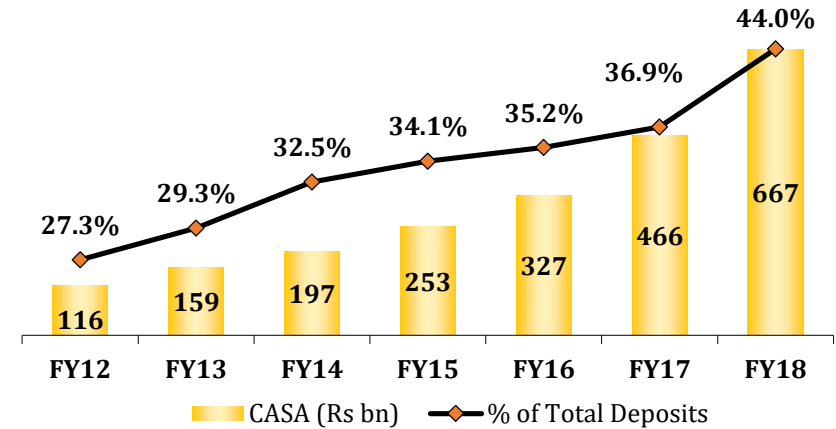
Building CASA traction

- Expanding branch network
- Focus on target market segments
 - Government business
 - Capital market flows
 - Key Non Resident markets
 - Self employed and Emerging Corporate businesses
 - Transaction Banking and CMS Mandates
- Differentiated service propositions

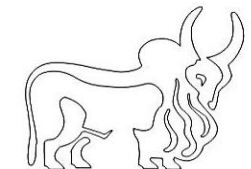
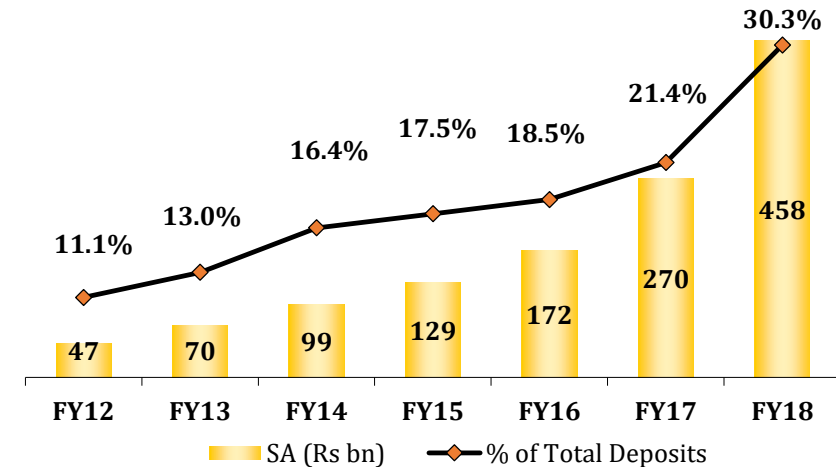
Current Account (CA)



CASA Uptick



Savings Account (SA)



6. Sustainable Banking: Good Ecology is good Economics!

Regulatory Compliance

- ✓ Operational Compliance
- ✓ Market Risk Management
- ✓ Liquidity Management
- ✓ AT-1 Capital Issuance
- ✓ IT & Information Security
- ✓ Reputation Risk Management
- ✓ Strategic Risk Management

Environmental

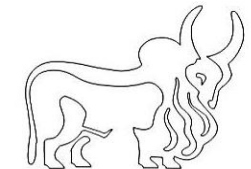
- ✓ Solar ATMs
- ✓ Thin Servers
- ✓ Waste Management
- ✓ Green champions
- ✓ LEEDs certified building
- ✓ Financing Renewable Energy
- ✓ Afforestation Projects
- ✓ ESMS Policy

Social

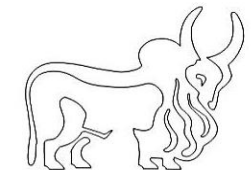
- ✓ Water rejuvenation projects
- ✓ Micro Credit
- ✓ Rural Branches
- ✓ Para Champions
- ✓ Priority sector compliance
- ✓ Legal and Financial literacy
- ✓ Critical care support

Governance

- ✓ Board Level CSR Committee
- ✓ 7 Years of Sustainability Reporting
- ✓ Participation in CDP, DJSI Surveys
- ✓ Environmental Lending Policy
- ✓ Integrated Financial Reporting

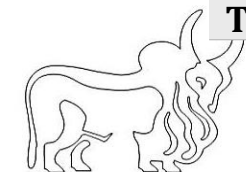


Additional Information



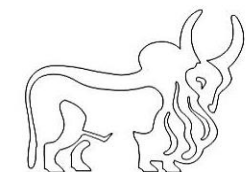
Balance Sheet

In Rs bn	FY18	FY17	Y-o-Y (%)
Capital & Liabilities			
Capital	6	6	-%
Reserves and Surplus	232	200	16% ↑
Deposits	1,516	1,266	20% ↑
Borrowings	383	225	71% ↑
Other Liabilities and Provisions	79	90	(12)% ↓
Total	2,216	1,786	24% ↑
Assets			
Cash and Balances with RBI	109	77	41% ↑
Balances with Banks	23	109	(79)% ↓
Investments	501	367	36% ↑
Advances	1450	1,131	28% ↑
Fixed Assets	13	13	-%
Other Assets	120	89	35% ↑
Total	2,216	1,786	24% ↑



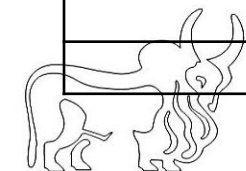
Profit and Loss Statement

In Rs bn	FY18	FY17	Y-o-Y (%)	
Net Interest Income	74.9	60.6	24%	↑
Other Income	47.5	41.7	14%	↑
Total Income	122.5	102.3	20%	↑
Operating Expenses	55.9	47.8	17%	↑
Operating Profit	66.6	54.5	22%	↑
Provisions & Contingencies	11.8	10.9	8%	↑
Profit before Tax	54.8	43.6	26%	↑
Provision for Tax	18.8	14.9	26%	↑
Profit after Tax	36.1	28.7	26%	↑



Outline of Existing Borrowings

Name	Issue Date	Tenor	Related Info	Amount
Long Term Senior Infrastructure Bonds	Mar-15	7 years	AA+/ Stable by CRISIL and IND AA+/ Stable by India Ratings	Rs.5 bn (equiv. USD 77mm)
Long Term Senior Infrastructure Bonds	Dec-16	10 years	AA+/ Stable by CRISIL and IND AA+/ Stable by India Ratings	Rs.15 bn (equiv. USD 232mm)
Additional Tier 1 Bonds	Mar-17 Apr-17	Perpetual (Call option after 5 years)	AA/Stable by CRISIL Ltd and IND AA/ Stable by India Ratings & Research Private Ltd	Rs.20 bn (equiv. USD 310mm)
Refinance - Development Financial Institution	May-17	3 years	Against portfolio of eligible assets constituting of Agri & SME	Rs 195 bn (equiv. USD 3bn)
Overseas Private Investment Corporation (OPIC)	Jun-17	8 years (3 years moratorium)	Against funding for MSME	USD 325mm (100mm drawdown in progress)
Asian development Bank (ADB)	Sep-17	7 years (2 years moratorium)	Against funding to eligible women borrowers and borrowers from eligible states	USD 200mm
Syndicated Loan (4 banks)	July 17	3 years	Unrated	USD 300mm
Inter bank Money Market Borrowings	Nov -17	Up to 6 months	Unrated	Upto USD 200mm
Syndicated Loan (5 banks)	Jan-18	3 years	Unrated	USD 500mm
Inter-bank Money Market Borrowings	Apr-18	Up to 6 months	Unrated	Upto USD 350mm
Bilateral Loans	May-18	1 year	Unrated	USD 375mm
Bilateral Loan	May-18	18 months	Unrated	USD 100mm



Thank You

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