

January 12, 2018

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

**The Deputy General Manager  
Corporate Relationship Dept.  
BSE Ltd.**  
1<sup>st</sup> 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,

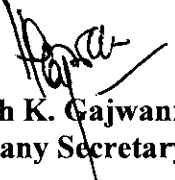
**Investor Presentation – Unaudited Financial Results for the Quarter and nine-months period ended December 31, 2017**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we forward herewith the Investor Presentation on the Unaudited Financial Results of the Bank for the Quarter and nine-months period ended December 31, 2017.

In compliance with Regulation 46, the information is being hosted on the Bank's website at [www.indusind.com](http://www.indusind.com).

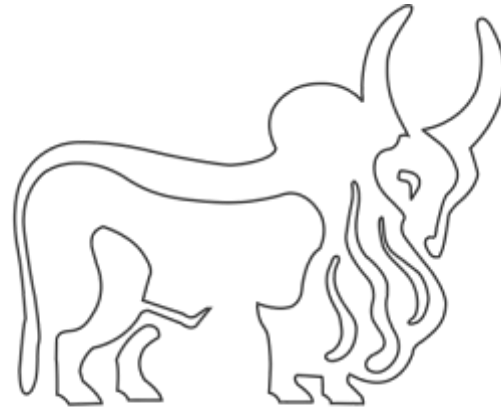
Kindly take the above information on record.

Yours faithfully,  
**For IndusInd Bank Limited**

  
**Haresh K. Gajwani  
Company Secretary**

Encl : a/a





***IndusInd Bank***

**Investor Presentation**

**January 11, 2018**

## Q3 - FY18 Performance Highlights

- Key performance indicators remained stable
- NII up 20% ; Core Fee growth at 22 % YoY
- YoY PAT growth up by 25 %
- NIM remained steady at 3.99%; ROA up 6 bps sequentially to 1.96%
- Deposit and CASA growth above industry 23% and 42% YoY respectively
- Credit growth above industry - 25% YoY
- Slight uptick in GNPA at 1.16% (increase of 8bps); Credit cost, however, down by 3 bps at 15 bps from 18 bps
- Client base approaches 11 million; on boarded 500k during the quarter
- EPS grows to Rs. 62.48 ; stock quoted at P/E of 26.39



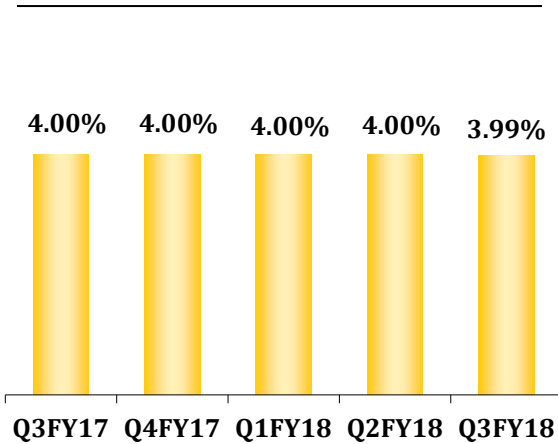
# Planning Cycle 4 (2017-2020) - Plan vs Outcome

			Q3-FY18 Outcome
Resulting in	Loan Growth	▶ 25% - 30%	25%
	CASA Ratio	▶ 40%	43%
	Revenue Growth	▶ Exceed Balance Sheet Growth	19%
	RoRWA	▶ > 2.4%	2.37%
	Branch Network	▶ 2,000	1320
	Customer Base	▶ Double to >20mn	On track

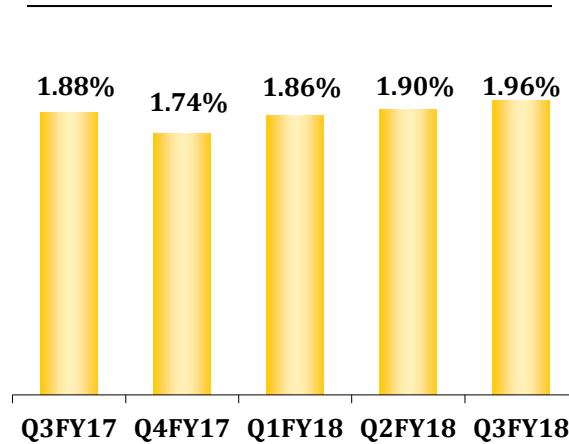


# How We Measure Up On Key Metrics

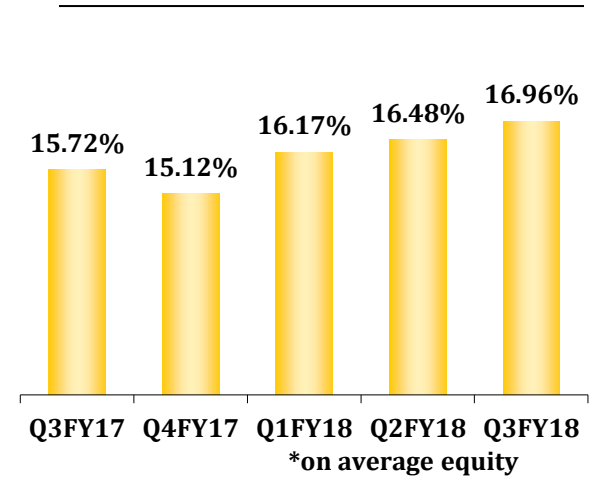
**Net Interest Margin (NIM)**



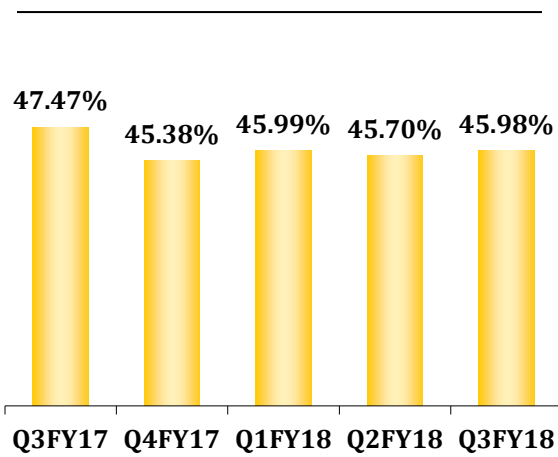
**RoA**



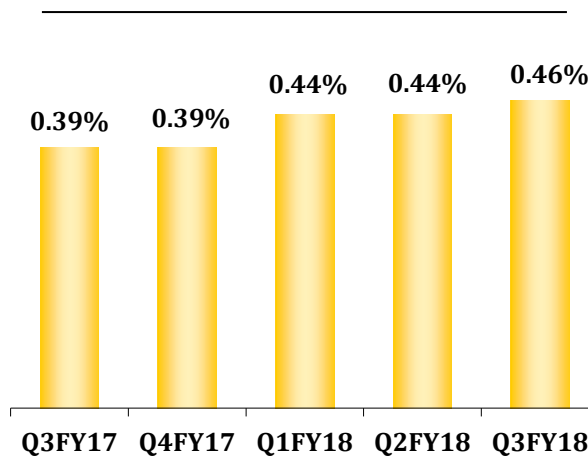
**RoE\***



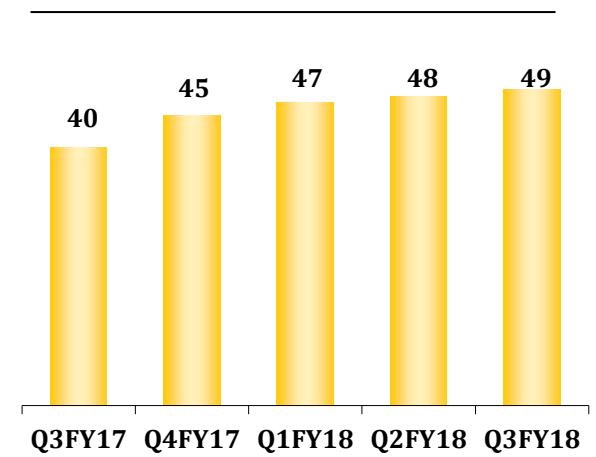
**Cost / Income**



**Net NPA**



**Revenue / Employee (Rs Lakhs)**



**Consistent delivery of strong operating performance**



# Ratings

- **CRISIL 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
- **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



# Financial Performance



# Steady Headline Numbers for Q3-FY18

		Y-o-Y Growth	Q-o-Q Growth
Net Interest Income	Rs 1,895 crs	20%	4%
Fee Income	Rs 1,187 crs	17%	-
Revenue	Rs 3,082 crs	19%	2%
Operating Profit	Rs 1,665 crs	22%	2%
Net Profit	Rs 936 crs	25%	6%





# Steady Headline Numbers for 9M-FY18

## Y-o-Y Growth

<b>Net Interest Income</b>	<b>Rs 5,490 crs</b>	<b>25%</b>
<b>Fee Income</b>	<b>Rs 3,542 crs</b>	<b>20%</b>
<b>Revenue</b>	<b>Rs 9,031 crs</b>	<b>23%</b>
<b>Operating Profit</b>	<b>Rs 4,887 crs</b>	<b>26%</b>
<b>Net Profit</b>	<b>Rs 2,653 crs</b>	<b>25%</b>



# Top line momentum

		Y-o-Y Growth	Q-o-Q Growth
Advances	Rs 1,28,542 crs	25%	4%
Corporate Advances	Rs 75,418 crs	26%	2%
Consumer Finance Advances	Rs 53,124 crs	24%	7%
Deposits	Rs 1,46,086 crs	23%	3%
CASA	Rs 62,616 crs	42%	5%
SA	Rs 42,246 crs	68%	5%
Borrowings	Rs 23,367 crs	15%	(1%)



# Balance Sheet

(Rs Crs)

	Q3FY18	Q3FY17	Y-o-Y (%)	Q2FY18	Q-o-Q (%)
<b>Capital &amp; Liabilities</b>					
Capital	600	597	1% ↑	599	- ↑
Reserves and Surplus	22,340	19,286	16% ↑	21,373	5% ↑
Deposits	1,46,086	1,19,218	23% ↑	1,41,441	3% ↑
Borrowings	23,367	20,303	15% ↑	23,558	(1%) ↓
Other Liabilities and Provisions	8,309	7,698	8% ↑	8,062	3% ↑
<b>Total</b>	<b>2,00,703</b>	<b>1,67,102</b>	<b>20% ↑</b>	<b>1,95,032</b>	<b>3% ↑</b>
<b>Assets</b>					
Cash and Balances with RBI	6,827	5,141	33% ↑	6,357	7% ↑
Balances with Banks	6,761	12,999	(48%) ↓	11,951	(43%) ↓
Investments	46,171	35,274	31% ↑	42,146	10% ↑
Advances	1,28,542	1,02,770	25% ↑	1,23,181	4% ↑
Fixed Assets	1,333	1,307	2% ↑	1,348	(1%) ↓
Other Assets	11,069	9,611	15% ↑	10,048	10% ↑
<b>Total</b>	<b>2,00,703</b>	<b>1,67,102</b>	<b>20% ↑</b>	<b>1,95,032</b>	<b>3% ↑</b>
Business (Advances + Deposit)	2,74,628	2,21,988	24% ↑	2,64,622	4% ↑



# Profit and Loss Account – Q3FY18

(Rs Crs)

	Q3FY18	Q3FY17	Y-o-Y (%)	Q2FY18	Q-o-Q (%)
Net Interest Income	1,895	1,578	20% ↑	1,821	4% ↑
Other Income	1,187	1,017	17% ↑	1,188	- ↓
<b>Total Income</b>	<b>3,082</b>	<b>2,595</b>	19% ↑	<b>3,009</b>	2% ↑
Operating Expenses	1,417	1,232	15% ↑	1,375	3% ↑
<b>Operating Profit</b>	<b>1,665</b>	<b>1,363</b>	22% ↑	<b>1,634</b>	2% ↑
Provisions & Contingencies	237	217	9% ↑	294	(20%) ↓
<b>Profit before Tax</b>	<b>1,428</b>	<b>1,146</b>	25% ↑	<b>1,340</b>	7% ↑
Provision for Tax	492	396	24% ↑	460	7% ↑
<b>Profit after Tax</b>	<b>936</b>	<b>751</b>	25% ↑	<b>880</b>	6% ↑



# Profit and Loss Account – 9M FY18

(Rs Crs)

	9M-FY18	9M-FY17	Y-o-Y (%)	
Net Interest Income	5,490	4,395	25%	↑
Other Income	3,542	2,960	20%	↑
<b>Total Income</b>	<b>9,032</b>	<b>7,355</b>	23%	↑
Operating Expenses	4,145	3,477	19%	↑
<b>Operating Profit</b>	<b>4,887</b>	<b>3,878</b>	26%	↑
Provisions & Contingencies	840	661	27%	↑
<b>Profit before Tax</b>	<b>4,047</b>	<b>3,217</b>	26%	↑
Provision for Tax	1,394	1,101	27%	↑
<b>Profit after Tax</b>	<b>2,653</b>	<b>2,116</b>	25%	↑



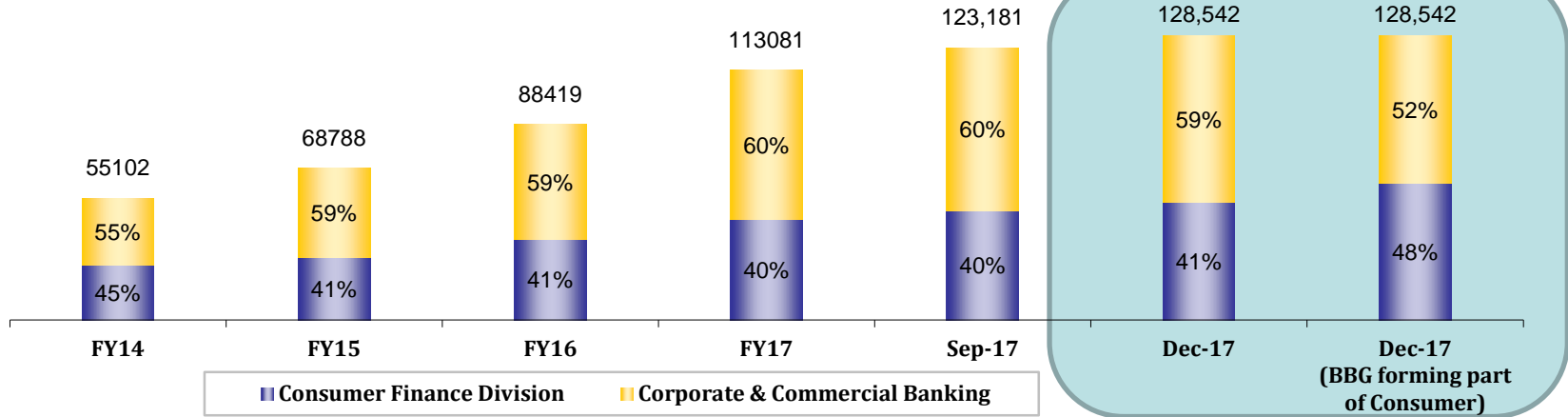
## Key Financial Indicators

	Q3FY18	Q3FY17	Q2FY18
Return on Assets	1.96%	1.88%	1.90%
ROE (On average equity)	16.96%	15.72%	16.48%
Cost / Income Ratio	45.98%	47.47%	45.70%
Net Interest Margin	3.99%	4.00%	4.00%
Net NPA	0.46%	0.39%	0.44%
EPS (annualized, Rs. per share)	62.48	50.28	58.80
Capital + Reserves (Excl. Revaluation Reserve) Rs. in crs	22,570	19,507	21,600



# Well Diversified Loan Book

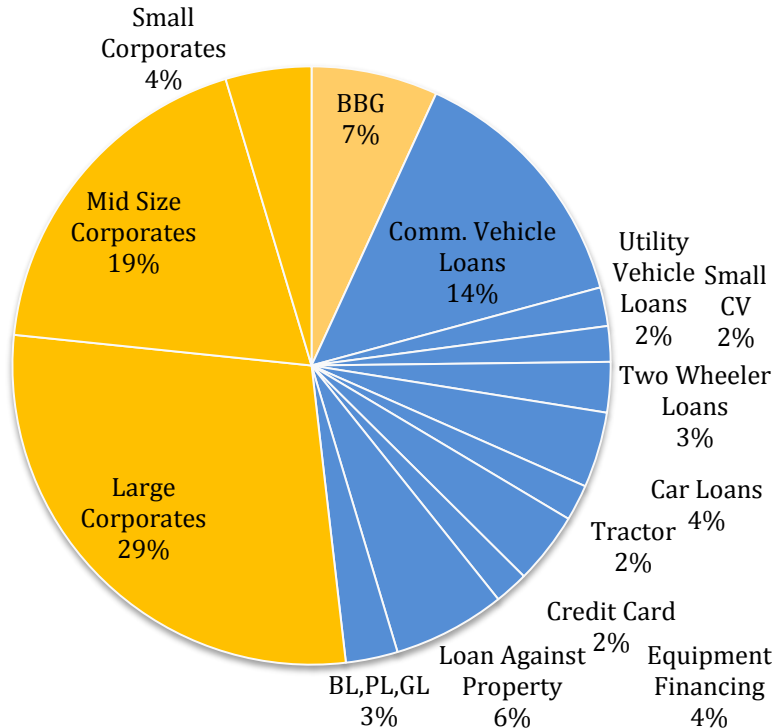
## Loan Book (Rs crs)



(Rs crs)

Corporate Banking	Dec-17	
Large Corporates	36,595	29%
Mid size Corporates	24,069	19%
Small Corporates*	14,754	11%
<b>Total Advances</b>	<b>75,418</b>	<b>59%</b>

\*Includes Business Banking  
Rs. 8,792 crs managed by  
Consumer Banking

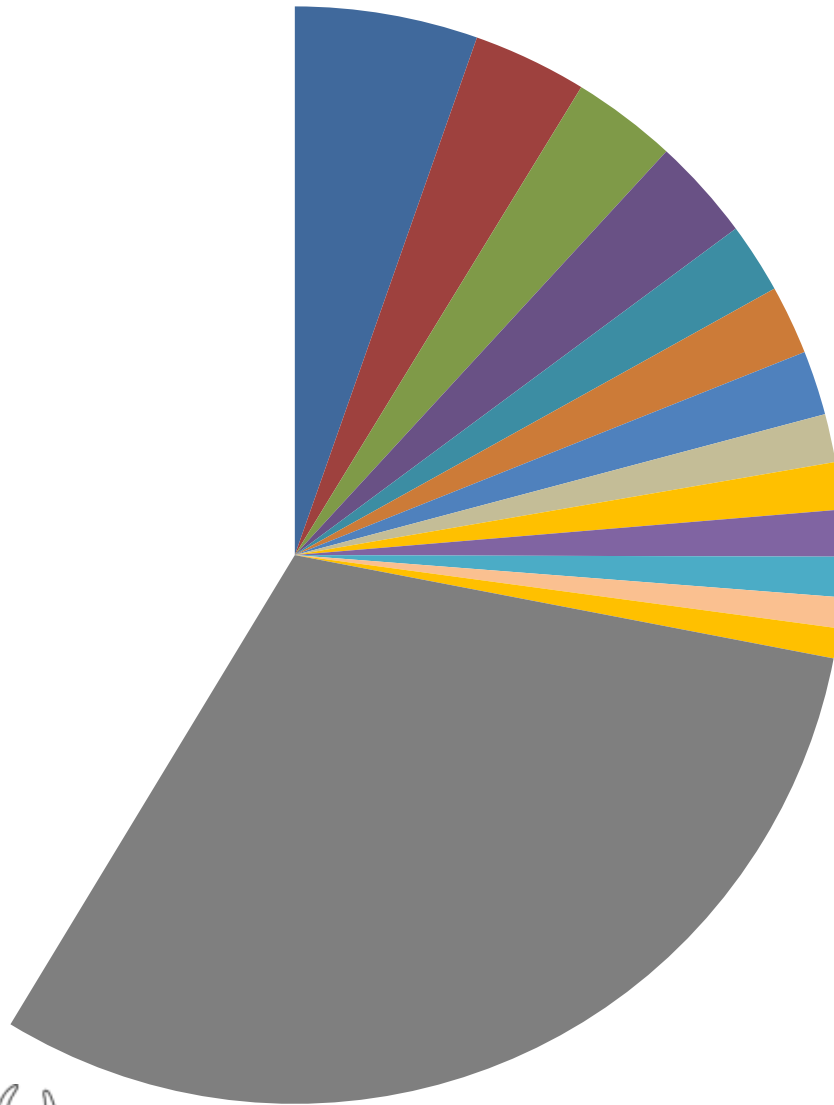


(Rs crs)

Consumer Finance	Dec-17	
Comm. Vehicle Loans	17,941	14%
Utility Vehicle Loans	2,686	2%
Small CV	2,467	2%
Two Wheeler Loans	3,495	3%
Car Loans	5,255	4%
Tractor	2,509	2%
Equipment Financing	4,983	4%
Credit Card	2,354	2%
Loan Against Property	7,824	6%
BL, PL, GL, Others	3,610	3%
<b>Total Advances</b>	<b>53,124</b>	<b>41%</b>



# Diversified Corporate Loan Book

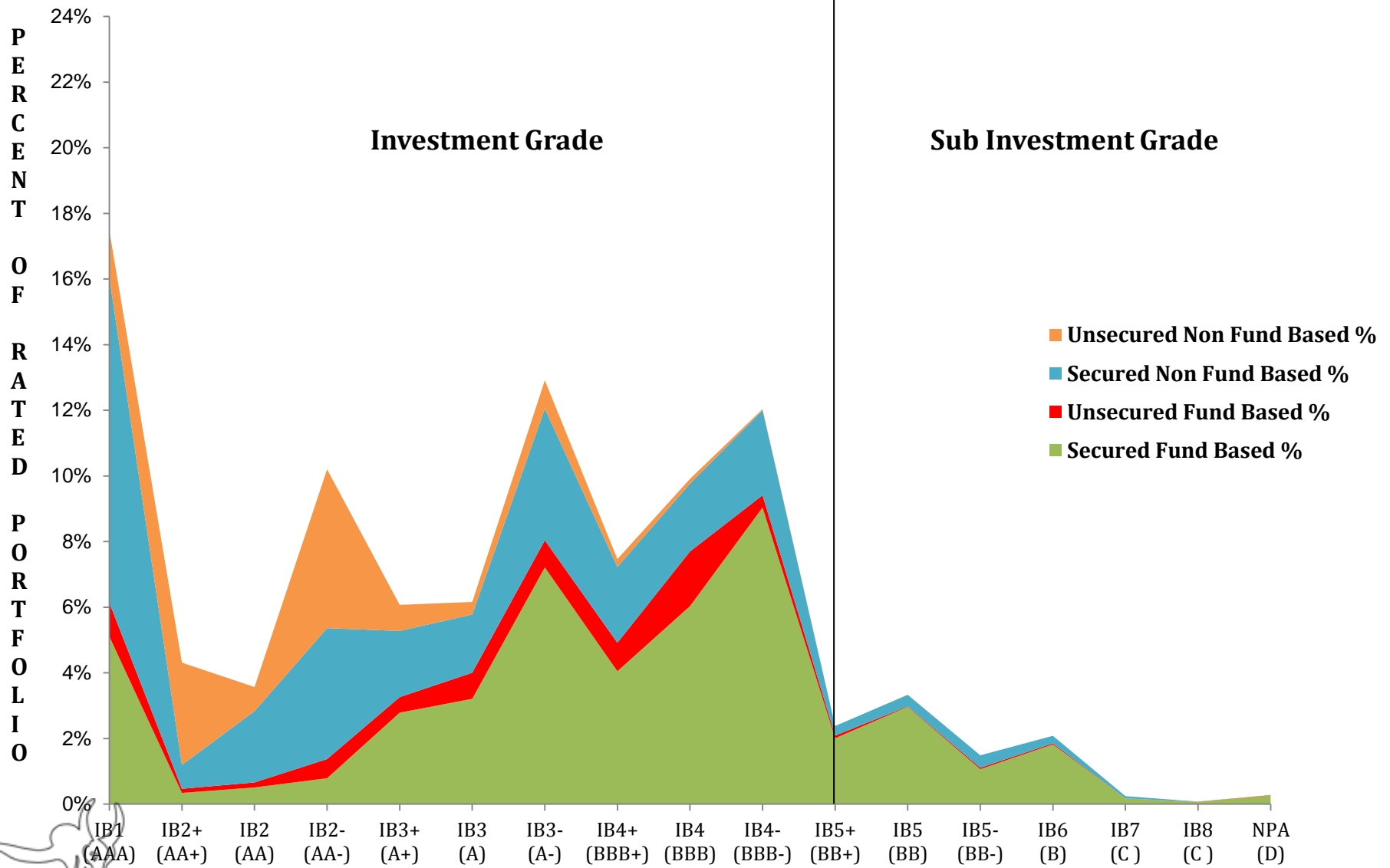


■ Gems and Jewellery	5.39%
■ Power Generation	3.36%
■ Lease Rental	3.10%
■ Real Estate	3.02%
■ Services	2.07%
■ Microfinance	2.04%
■ Steel	1.90%
■ Constn related to infra.- EPC	1.42%
■ Food Beverages and Food processing	1.39%
■ Contract Construction-Civil	1.37%
■ Telecom- Cellular	1.18%
■ Power Distribution	0.90%
■ Media,Entertainment & Advt	0.89%
■ Other Industry	30.65%





# Well Rated Corporate Portfolio

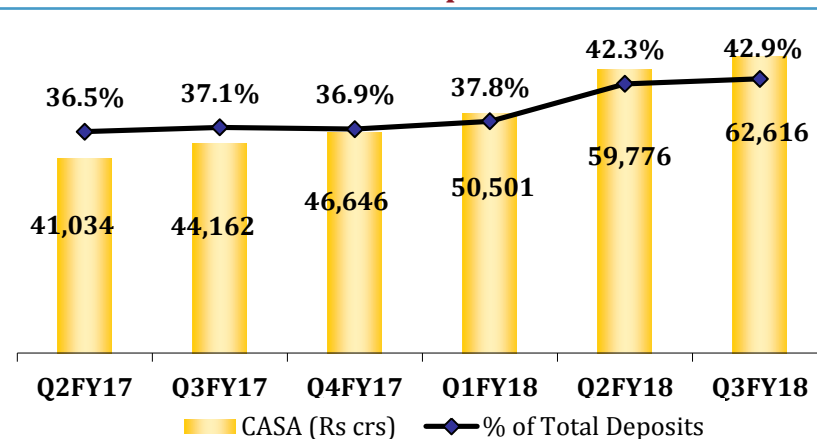


# Improving CASA profile

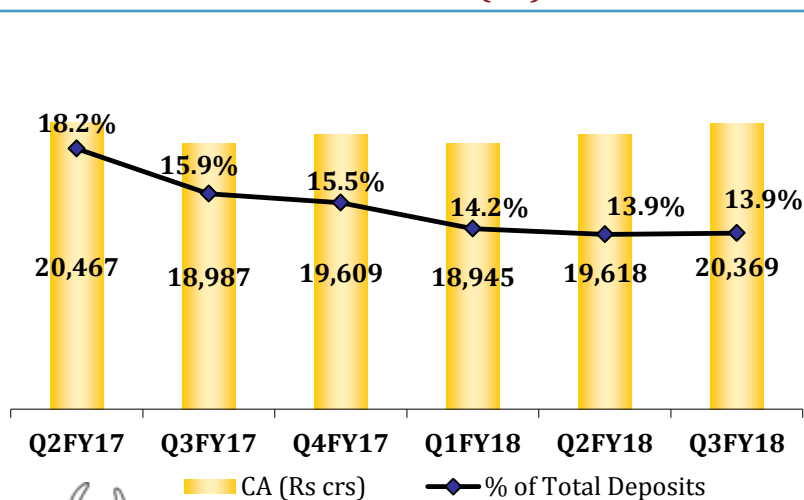
## Building CASA traction

- 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

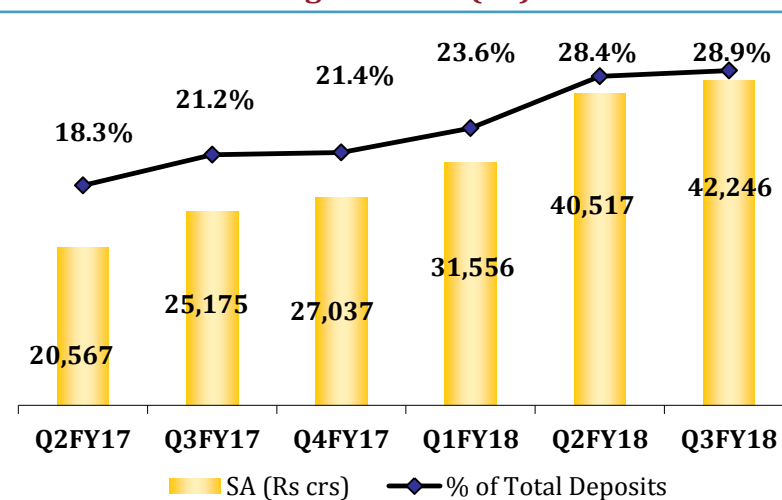
## CASA Uptick



## Current Account (CA)



## Savings Account (SA)



# Other Income

(Rs Crs)

	Q3FY18	Q3FY17	Y-o-Y (%)	Q2FY18	Q-o-Q (%)
Core Fee	1,077	885	22% ↑	1013	6% ↑
Securities/MM/FX Trading/Others	110	132	(17%) ↓	175	(37%) ↓
<b>Total</b>	<b>1,187</b>	<b>1,017</b>	<b>17% ↑</b>	<b>1,188</b>	<b>-</b>



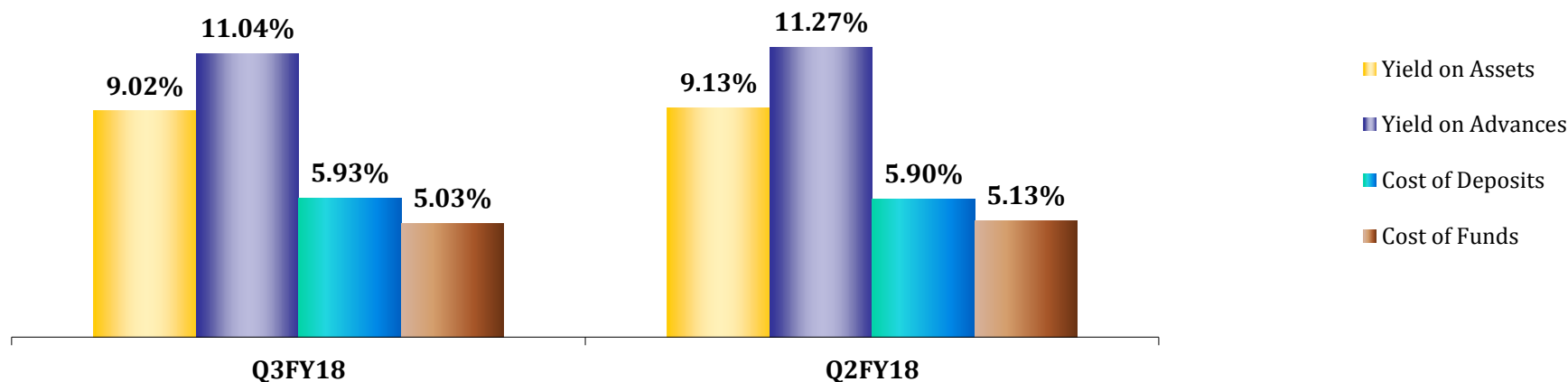
## Diverse Revenues from Core Fee Income

(Rs crs)

	Q3FY18	Q3FY17	Y-o-Y(%)	Q2FY18	Q-o-Q(%)
Trade and Remittances	127	106	20% ↑	128	(1%) ↓
Foreign Exchange Income	202	179	13% ↑	183	10% ↑
Distribution Fees (Insurance, MF, Cards)	256	181	41% ↑	237	8% ↑
General Banking Fees	70	64	9% ↑	65	8% ↑
Loan Processing fees	242	195	24% ↑	214	13% ↑
Investment Banking	180	160	13% ↑	186	(3%) ↓
<b>Total Core Fee Income</b>	<b>1077</b>	<b>885</b>	<b>22% ↑</b>	<b>1013</b>	<b>6% ↑</b>



# Yield / Cost Movement



•Yield on Assets/Cost of funds are based on Total Assets/Liabilities

## Segment-wise Yield

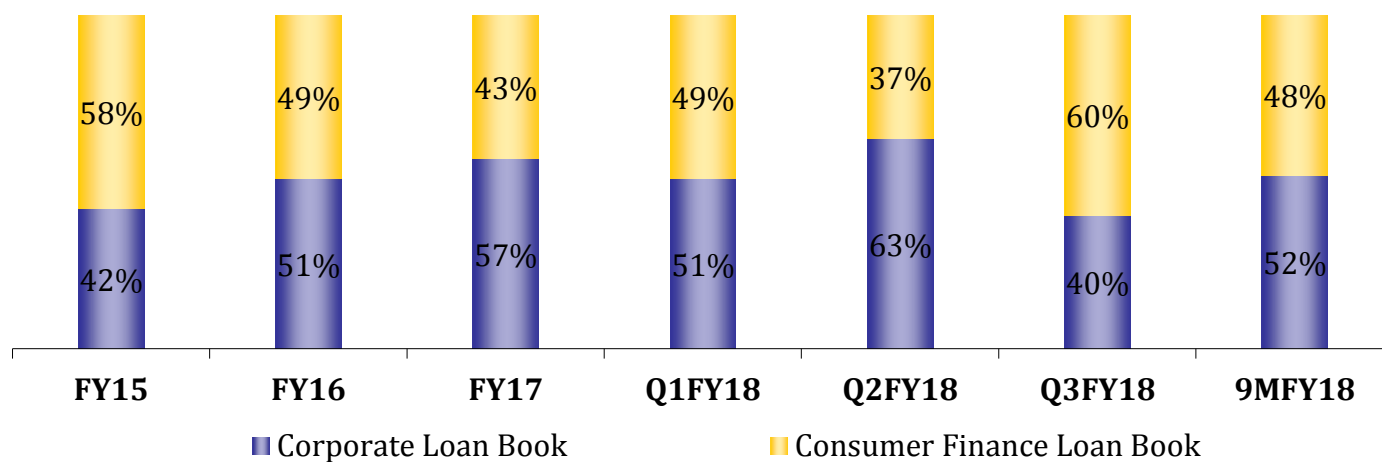
	Q3FY18		Q2FY18	
	Outstanding (Rs crs)	Yield (%)	Outstanding (Rs crs)	Yield (%)
Corporate Bank	75,418	8.96%	73,716	9.13%
Consumer Finance	53,124	14.04%	49,465	14.36%
<b>Total</b>	<b>128,542</b>	<b>11.04%</b>	<b>1,23,181</b>	<b>11.27%</b>



# Credit Cost

(Rs crs)

	FY15	FY16	FY17	Q1FY18	Q2FY18	Q3FY18	9MFY18
Corporate Bank	144	258	401	107	140	74	321
Consumer Finance	195	244	303	103	82	113	298
<b>Gross Credit Costs</b>	<b>339</b>	<b>502</b>	<b>704</b>	<b>210</b>	<b>222</b>	<b>187</b>	<b>619</b>
<b>Gross Credit Costs (Basis Points on Advances)</b>	<b>49</b>	<b>57</b>	<b>62</b>	<b>18</b>	<b>18</b>	<b>15</b>	<b>48</b>
<b>Net Credit Cost</b>	<b>323</b>	<b>468</b>	<b>672</b>	<b>198</b>	<b>214</b>	<b>177</b>	<b>589</b>
<b>Net Credit Costs (Basis Points on Advances)</b>	<b>48</b>	<b>53</b>	<b>59</b>	<b>17</b>	<b>17</b>	<b>14</b>	<b>46</b>
<b>PCR</b>	<b>63%</b>	<b>59%</b>	<b>58%</b>	<b>60%</b>	<b>60%</b>	<b>60%</b>	<b>60%</b>



# Loan Portfolio - Movement in NPA and Restructured Advances

(Rs crs)

	Q3FY18			Q2FY18		
	Corporate	Consumer	Total	Corporate	Consumer	Total
Opening Balance	823	523	1,346	682	590	1,272
Additions	142	266	408	285	213	498
Deductions	51	204	255	144	280	424
Gross NPA	914	585	1,499*	823	523	1,346*
Net NPA			592			537
% of Gross NPA			1.16%			1.08%
% of Net NPA			0.46%			0.44%
Provision Coverage Ratio (PCR)			60%			60%
Restructured Advances			(188)0.15%			(194)0.16%
Restructured + Gross NPA to Advances			1.31%			1.25%

\*After sale to ARC Rs. 40 crs (Rs. 102 crs)



# NPA Composition – Consumer Finance

(Rs crs)

Q3-FY18	Com. Vehicle	Utility	Const. Equip.	Small CV	TW	Cars	LAP/HL/PL	Tractor	Cards	Total
Gross NPA	168	34	53	30	135	33	64	29	39	<b>585</b>
Gross NPA %	0.93%	1.25%	1.06%	1.22%	3.78%	0.62%	0.56%	1.15%	1.65%	<b>1.10%</b>

Q2-FY18	Com. Vehicle	Utility	Const. Equip.	Small CV	TW	Cars	LAP/HL/PL	Tractor	Cards	Total
Gross NPA	167	35	45	27	119	34	40	24	32	<b>523</b>
Gross NPA %	1.02%	1.37%	0.97%	1.10%	3.55%	0.68%	0.37%	1.06%	1.48%	<b>1.19%</b>





# CRAR

(Rs Crs)

	31 Dec 17	30 Sept 17
	Basel - III	Basel - III
Credit Risk, CVA and UFCE	1,34,957	1,32,915
Market Risk	9,603	8,314
Operational Risk	14,824	14,824
<b>Total Risk Weighted Assets</b>	<b>1,59,384</b>	<b>1,56,053</b>
Core Equity Tier 1 Capital Funds	22,423	21,554
Additional Tier 1 Capital Funds	2,000	2,000
Tier 2 Capital Funds	800	833
<b>Total Capital Funds</b>	<b>25,223</b>	<b>24,387</b>
<b>CRAR</b>	<b>15.83%</b>	<b>15.63%</b>
CET1	14.07%	13.81%
Tier 1	15.33%	15.09%
Tier 2	0.50%	0.54%



# Distribution Expansion to Drive Growth



## Strengthening Distribution Infrastructure

Particulars	Mar 31, 2017	June 30, 2017	Sept. 30, 2017	Dec. 31, 2017
Branch Network	1,200	1,210	1,250	1,320*
ATMs	2,036	2,090	2,146	2,162

\*includes 162 specialized branches



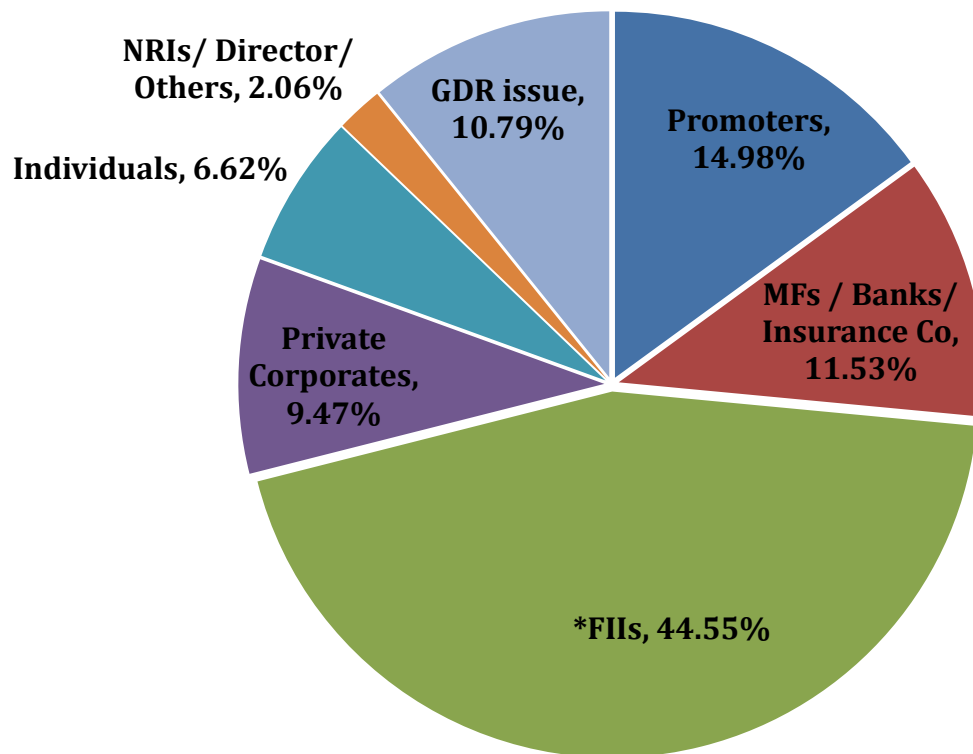
Note: Numbers given above are total branches in each state

- Branch/Representative Office
- Strategic Alliance



# Shareholding Pattern

December 31, 2017



\*includes FPIs



# Accolades





IT Excellence Awards 2017,  
by VMWare

Innovative Company Award





## Infosys Finacle Client Innovation Awards 2017

- 1) For API Based Innovation
- 2) For Development of Innovative Custom Component





CMO ASIA Retail Excellence Awards 2017, Singapore

Retailer of the Year (BFSI) Award for IndusForex.com





## CSR JOURNAL THE EXCELLENCE AWARD 2017

Excellence Award 2017 in the  
'Sports' category for the Para  
Champions Programme', in  
association with GoSports  
Foundation





**Thank you**



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*Figures for the previous period / year have been regrouped wherever necessary to conform to the current period’s / year’s presentation. Total in some columns / rows may not agree due to rounding off.*

*Note: All financial numbers in the presentation are from Audited Financials or Limited Reviewed financials or based on Management estimates.*

