

June 10, 2020

National Stock Exchange of India Ltd. (Symbol: INDUSINDBK)

BSE Ltd. (Scrip Code: 532187)

India International Exchange (Scrip Code: 1100027)

Madam / Dear Sir,

Subject: Disclosure under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations)

In Compliance to Regulation 30 of SEBI (Listing Obligation and Disclosure Requirements) Regulation 2015, we enclose herewith the Presentation on “Morgan Stanley Investor Conference” held on June 10, 2020.

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

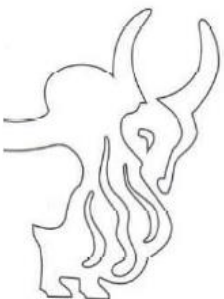
Kindly take the above information on record.

Thanking you,

Yours faithfully,

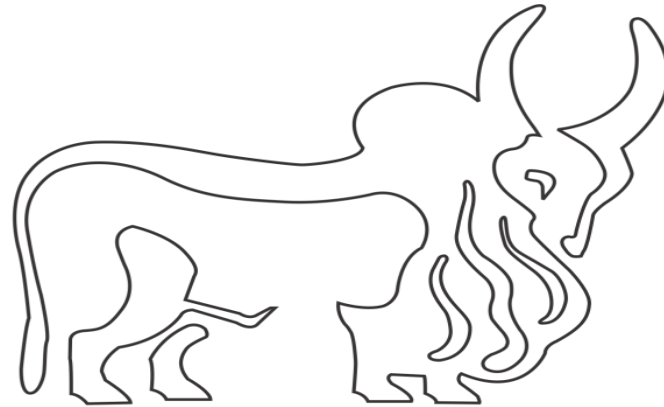
For IndusInd Bank Limited

Haresh Gajwani
Company Secretary



IndusInd Bank Limited, Building No. 7, Solitaire Corporate Park, Andheri-Gharkopar Link Road, Chakala, Andheri E, Mumbai - 400 093, India. Tel: (0022) 66412200

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

IndusInd 3.0 – Reinforcing Sustainability

Presentation at Morgan Stanley Investor Conference

June 10, 2020

IndusInd Bank

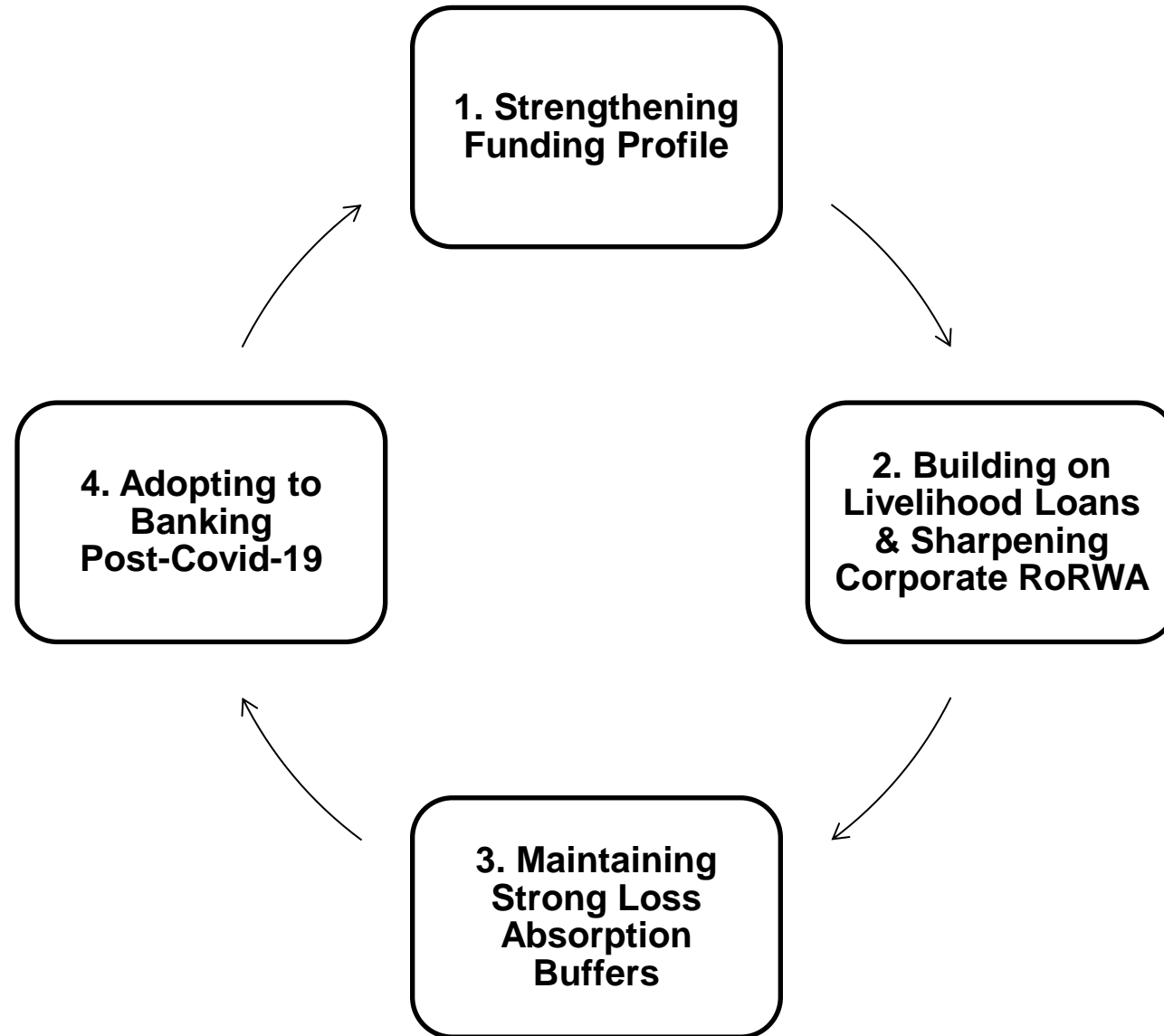


Economy Opening up Gradually – Rural to be Faster than Urban

- Ultra high frequency indicators such as power demand, E-Way bills, fuel consumption etc. showing visible signs of recovery from May 2020
- However, the economy is expected to show first contraction in 40 years, borne heavily by services compared to manufacturing
- Rural areas so far remain less affected vs. Urban India, as almost 55% of the positive cases are from 10 urban districts including metro cities.
- Prospects of rural economy also look good on another year of expected normal monsoon coupled with Government's thrust on improving rural incomes
- Government and the RBI have announced a slew of measures to ease liquidity, asset classification, rate cuts and more may follow.
- Banking industry has risen to the occasion with continuity of services despite challenging conditions



IBL 3.0 – Reinforcing Sustainability Across the Bank

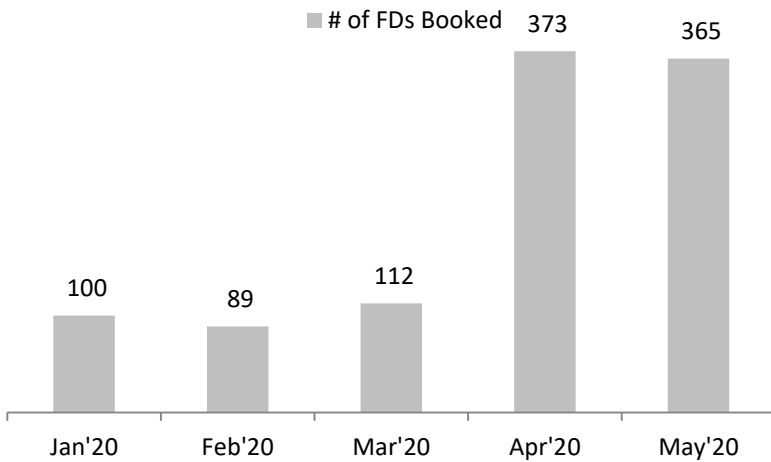


1 Retail Deposit Acquisition Ramped-up Despite the Lockdown

- Digital acquisition scaled up backed by targeted digital marketing and Video KYC launch
- Physical acquisition returning to normalcy with relaxation in lockdown
- Scaling up deposit partnerships with fin-tech players to further augment acquisitions
- Concentration of Top 20 Depositors reduced from 23% in March 2020 to 20% in May 2020

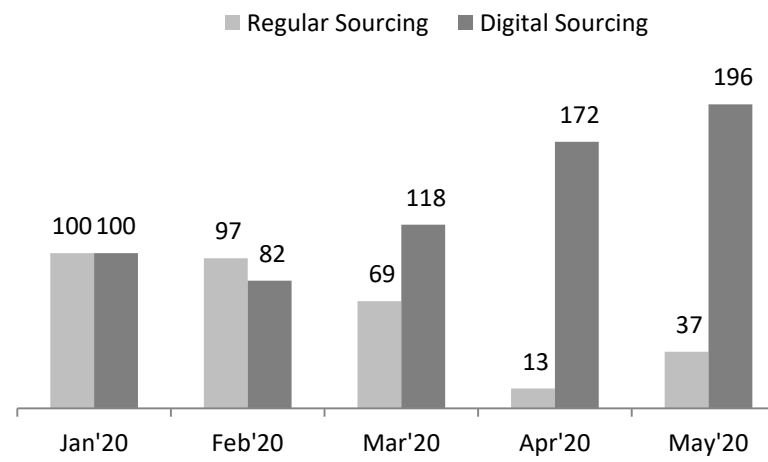
Retail Fixed Deposit Acquisition (#)

(Indexed)

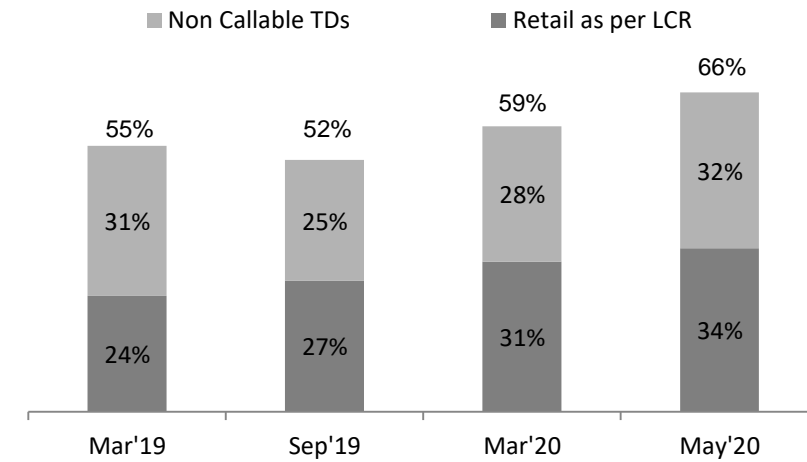


Retail CASA Deposit Acquisition (#)

(Indexed)



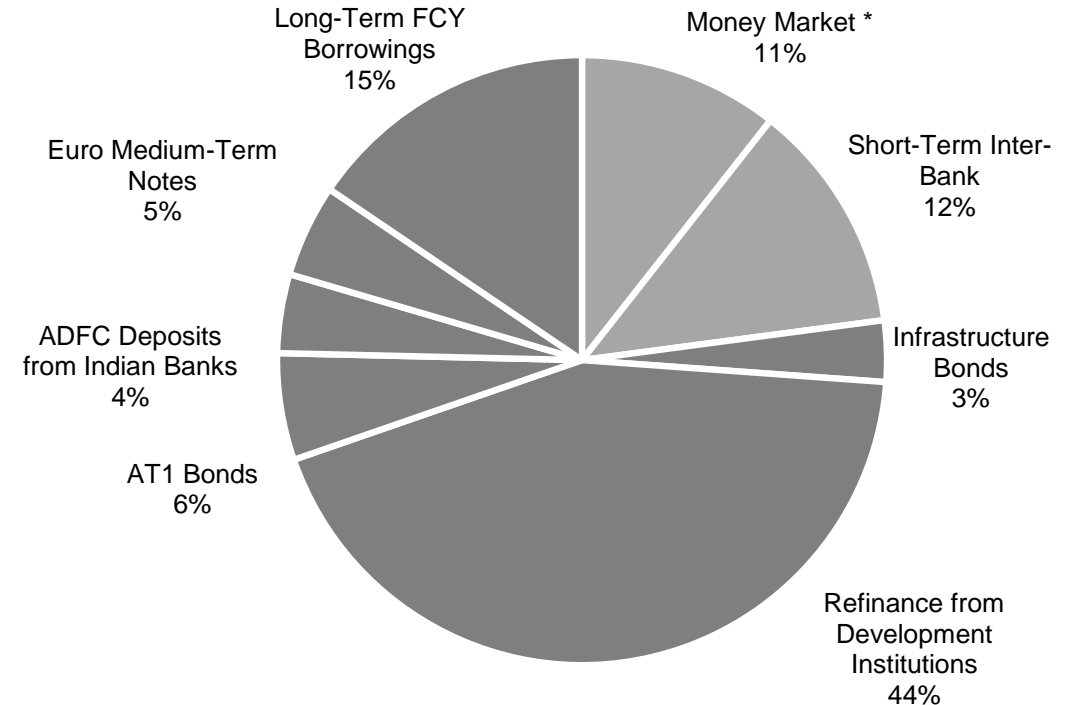
Share of Non Callable & LCR Retail Deposits



1 Durable Borrowings to Complement Deposits

- Borrowings book provides stable & durable liquidity
- Priority sector loan portfolios such as Microfinance, Vehicle Finance and MSME generate refinance from domestic and international developmental institutions with average tenure >2 years
- FCY borrowings are deployed for FCY loans or fully hedged and converted into INR liquidity
- Short term market borrowings at 10%-12% only
- Share of borrowings to remain range-bound going forward

Borrowing Mix (May 2020)



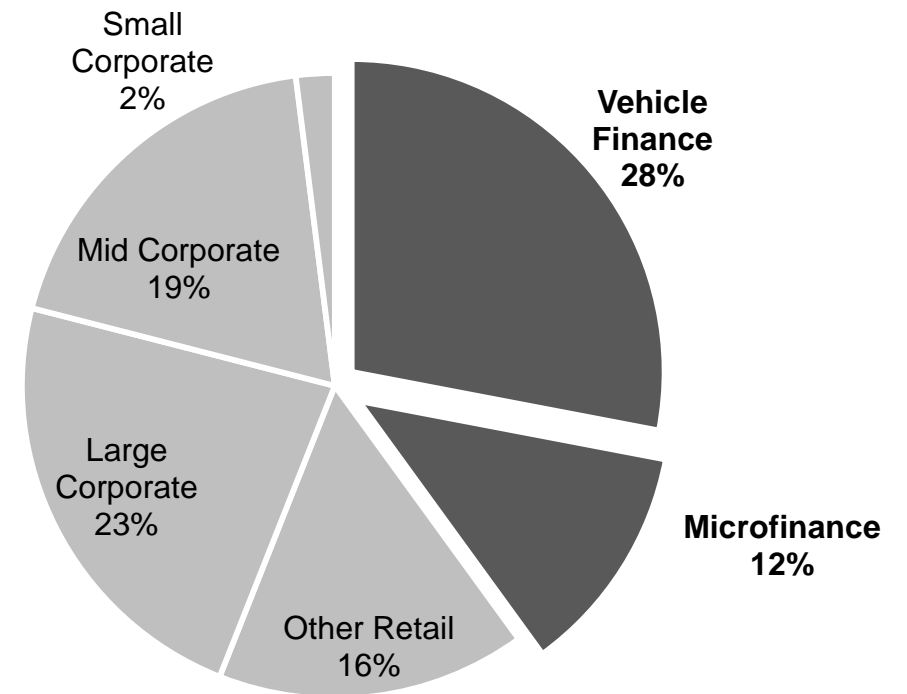
* Largely against liquid collaterals

LCR increased from 112% in Mar-2020 to 123% for May-2020



- Expertise in Vehicle and Micro Finance is our key strength
- Belief in strong risk adjusted returns across the cycle
- Historical and early delinquency performance better than the industry
- Important facet of our “Social” contribution with financing livelihoods for over 10mn families

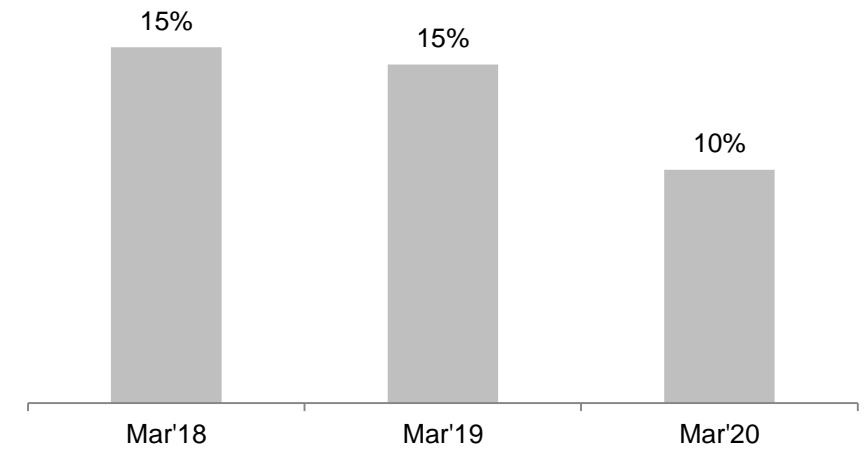
Loan Mix (March 2020)



2 Sharper Focus on Wholesale RORWA

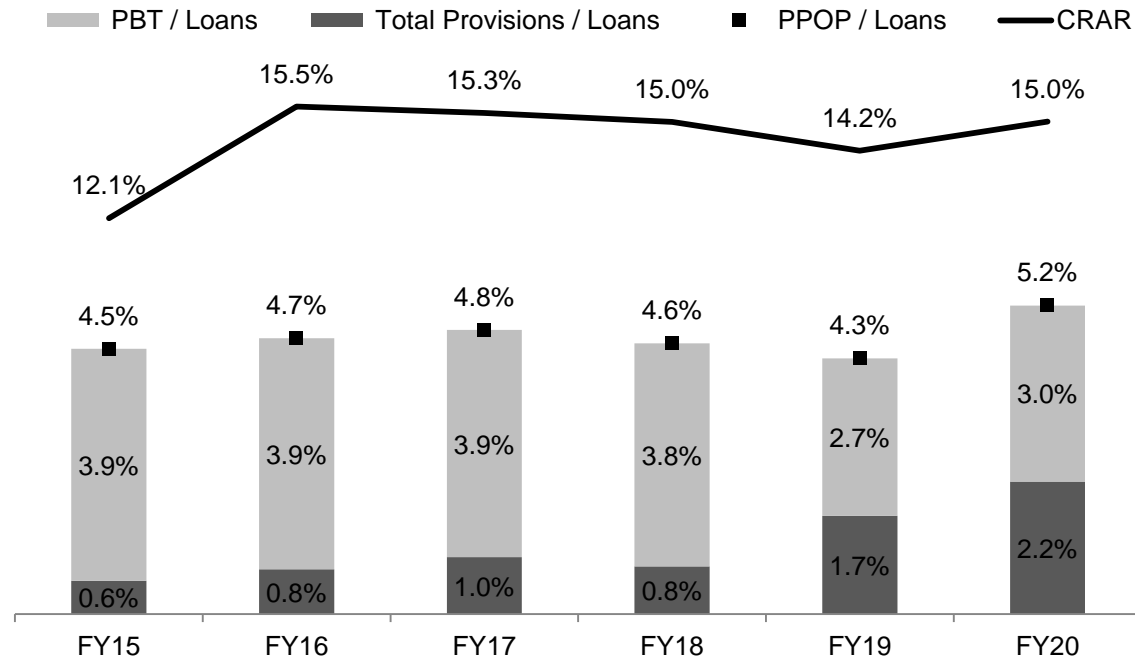
- Well-run business for a decade, however, certain learnings from the recent past
- Focus on building granularity and sustainability across cycles
- Independent Portfolio Monitoring Unit reporting to the MD & CEO
- Delinquency experience from BBB book and off balance sheet has historically been in line with overall Corporate book
- Faster recognition and provisioning for stressed assets

Top 20 Advances (%)



3 Maintaining Strong Loss Absorption Capability

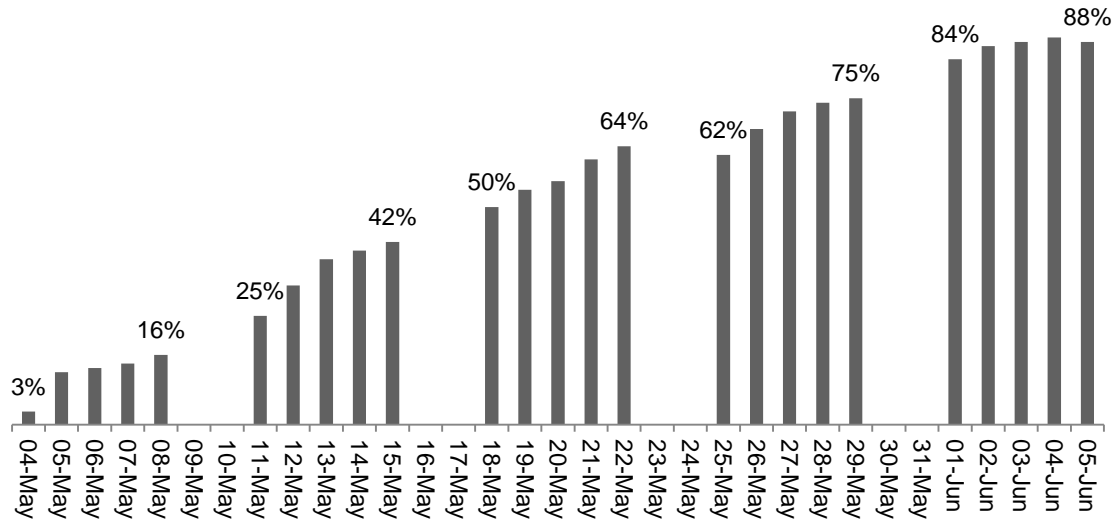
- Operating Profit Margin provides ability to absorb significant stress vs. historical run-rates
- Focus on cost initiatives to counter revenue headwinds due to Covid-19
- Ambition to maintain elevated levels of capital adequacy at all times



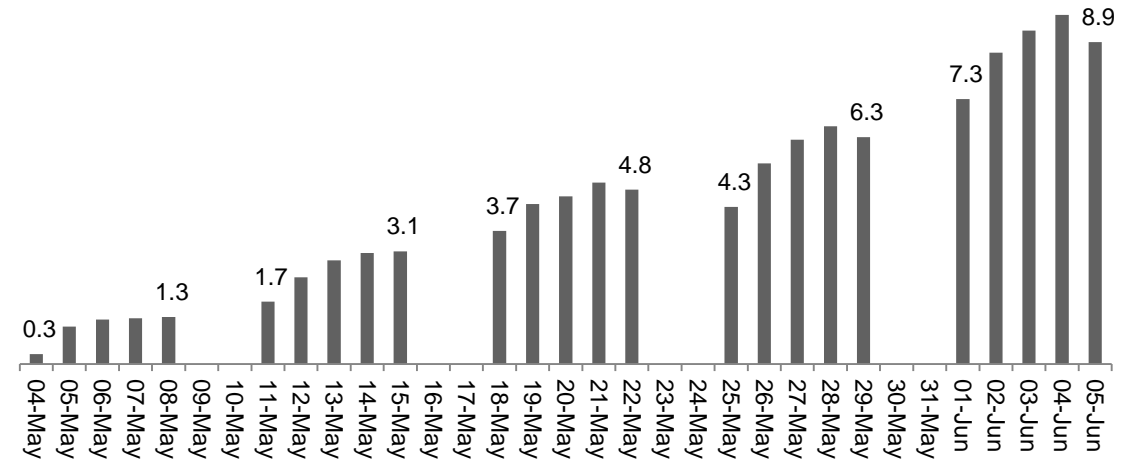
3 Building Covid-19 Buffers

- Creating provisions ahead of the NPA formation
- Raised PCR from 53% to 63% in Q4FY20
- Calibrating our approach from Moratorium 1.0 to Moratorium 2.0
- Early signs of rural economy opening up evident from microfinance operations

MFI Centre Meetings



Number of Customers Met (Lac)



- Accelerating Digital Journey
 - Re-engineering process to facilitate digital banking
 - Building market places & partnership with fin-tech ecosystem
- Improving Employee Efficiency
 - Flexibility of Work-from-Home as a continued option
 - Continued vigilance on health and safety
- Reassessing Operating Expenses
 - Investment in digital workplaces
 - Revisiting cost structures for travel & conveyance, branch layouts etc.
- Tightening Underwriting Approach
 - Building Covid-19 as a constant risk for the foreseeable future
 - Identify segments most vulnerable to primary and secondary effects of outbreak
- Rigorous Monitoring
 - Safeguarding systems against cyber security risks and frauds



Thank You



Disclaimer

This presentation has been prepared by IndusInd Bank Limited (the “Bank”) solely for information purposes, without regard to any specific objectives, financial situations or informational needs of any particular person. All information contained has been prepared solely by the Bank. No information contained herein has been independently verified by anyone else. This presentation may not be copied, distributed, redistributed or disseminated, directly or indirectly, in any manner.

This presentation does not constitute an offer or invitation, directly or indirectly, to purchase or subscribe for any securities of the Bank by any person in any jurisdiction, including India and the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. Any person placing reliance on the information contained in this presentation or any other communication by the Bank does so at his or her own risk and the Bank shall not be liable for any loss or damage caused pursuant to any act or omission based on or in reliance upon the information contained herein.

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Further, past performance is not necessarily indicative of future results.

This presentation is not a complete description of the Bank. This presentation may contain statements that constitute forward-looking statements. All forward looking statements are subject to risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated by the relevant forward-looking statement. Important factors that could cause actual results to differ materially include, among others, future changes or developments in the Bank’s business, its competitive environment and political, economic, legal and social conditions. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Bank disclaims any obligation to update these forward-looking statements to reflect future events or developments.

Except as otherwise noted, all of the information contained herein is indicative and is based on management information, current plans and estimates in the form as it has been disclosed in this presentation. Any opinion, estimate or projection herein constitutes a judgment as of the date of this presentation and there can be no assurance that future results or events will be consistent with any such opinion, estimate or projection. The Bank may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes. The accuracy of this presentation is not guaranteed, it may be incomplete or condensed and it may not contain all material information concerning the Bank.

This presentation is not intended to be an offer document or a prospectus under the Companies Act, 2013 and Rules made thereafter, as amended, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended or any other applicable law.

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.

