July 31, 2017

The Manager – Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra-Kurla-Complex,
Bandra (East), Mumbai - 400 051
NSE Scrip Code: IDFCBANK

The Manager – Listing Department
BSE Limited
1st Floor, P.J. Towers, Dalal Street,
Mumbai - 400 001
BSE Scrip Code: 539437

IDFC Bank Limited – Presentation on Q1 FY18 - (Quarter ended June 30, 2017)

Dear Sirs,

Pursuant to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached a copy of the presentation on the financials for the quarter ended June 30, 2017.

This is for your information and records.

Thanking you,

Yours faithfully,
For IDFC Bank Limited

IDFC BANK LTD. Mumbai

Mahendra N. Shah
Company Secretary & Chief Compliance Officer

Encl: as mentioned above

IDFC Bank Limited
Naman Chambers, C-32, G-Block, Bandra-Kurla Complex, Bandra (E), Mumbai 400 051 Tel: + 91 22 4222 2000/ 6147 8383
Registered Office: KRM Towers, 7th Floor, No.1, Harrington Road, Chetpet, Chennai 600 031 Tel: + 91 44 4564 4000 Fax: + 91 44 4564 4022
CIN: L65110TN2014PLC097792 bank.info@idfcbank.com www.idfcbank.com

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Q1FY18 FINANCIALS

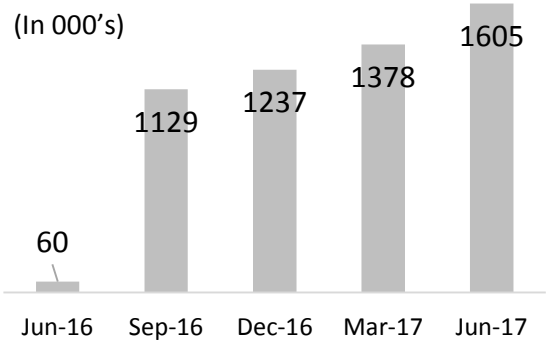
JULY 27, 2017

IDFC BANK

Key Highlights: Q1 FY18

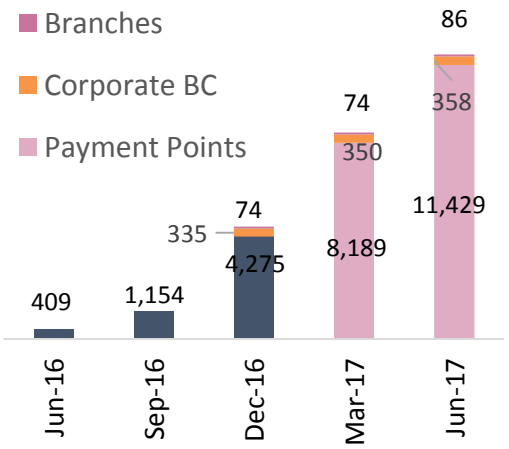
No. of Customers

(Total: 16.0 lacs | IBL customers: 10.1 lacs)

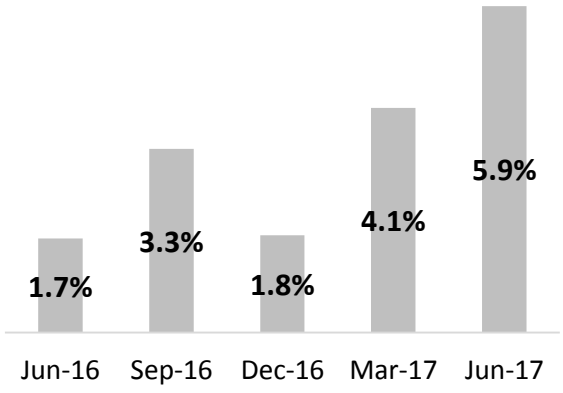


Customers acquired in the quarter ended June: 226K (B+: 68K; BB: 110K; IBL; 48K

Network (11,873)



CASA/Gross Advances



Non Interest Franchise Income /Total Non Interest Income

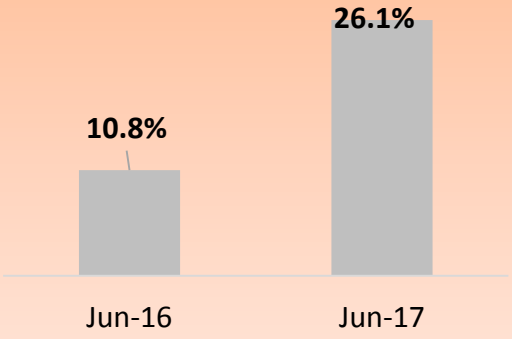
23.8%

(₹ 142.7 Cr)

Non Interest Franchise Income /Total Operating Income

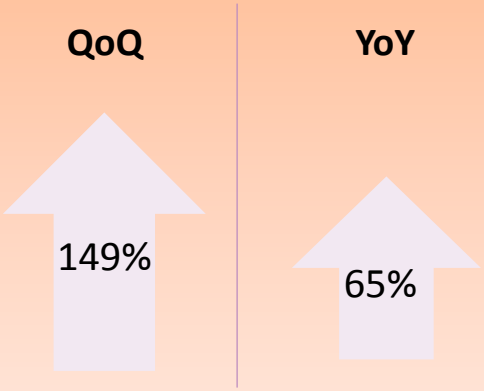
13.8%

Retailisation of Funded Book: ₹ 16,438 Cr



PAT Growth

Q1FY18: ₹ 438 Cr



Note: Grama Vidayal is now renamed as IDFC Bharat Limited (IBL)

IDFC BANK

Key Highlights: Q1 FY18 (2 of 2)

Credit Outstanding[1]

₹ 83,157 Cr

44% YoY

Net Adv: ₹ 46,205 Cr
Credit Inv: ₹ 16,470 Cr
LC/BG: ₹ 20,482 Cr

PAT

₹ 437.6 Cr

Q4 FY17: ₹ 176.0 Cr

RoA | RoE

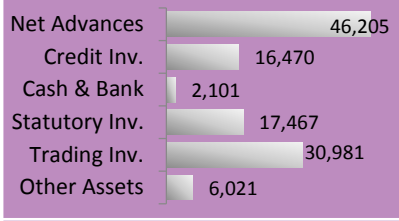
1.5% | 11.8%

Network & Customers

Network: 11,873
Branches: 86
BC & IBL : 358
ATMs: 47
Aadhar pay: 3,080
Micro ATMs: 8,302

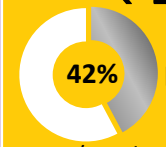
Customers
Total: 16.0 lacs
IBL: 10.1 lacs

Asset mix (₹ 1,19,245)



Operating Income

₹ 1,037 Cr



NII/Total

NII: ₹ 437.5 Cr
Non Int: ₹ 599.4 Cr

NIM

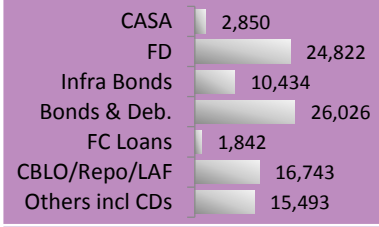
1.7%

Loan NIM: 2.4%

EPS | Book value

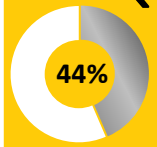
1.3 | 44.5

Funding mix (₹ 98,209)



Expenses

₹ 389 Cr



HR/Total

HR: ₹ 169.4 Cr
Others: ₹ 220.0 Cr

Cost/Income Ratio

37.6%

Headcount

4,194 (+7% QoQ)

Mar'17: 3,906

CASA Ratio[2]

6.8%

CASA[4]: ₹ 2850 Cr

- **Bharat: ₹ 138 Cr**
- **Bharat Plus: ₹ 565 Cr**
- **Wholesale: ₹ 2147 Cr**

Asset Quality

GNPL: 4.1%

NNPL: 1.7%

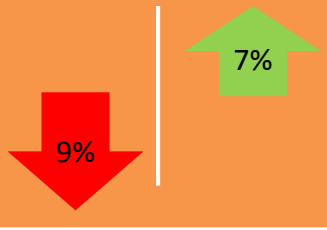
Net RSA: 1.0%

Capital Adequacy

18.6%

Tier 1: 18.3%

IDFC Bank vs. Bankex[3]



1. Credit Outstanding (FB+ NFB) grew 44% from ₹57,809 Cr as of 30th Jun, 16 to ₹83,157 Cr as on 30th Jun, 17. Funded Credit Outstanding grew 24% from ₹50,749 Cr as on 30th Jun 16 to ₹62,675 Cr as on 30th Jun, 17, 2. CASA Ratio = CASA / (CASA+FD+CD) 3. 1st April 17 to 30th Jun 17
4. Average SA balance per account: Bharat Plus = 21,483; Bharat Banking = 2,271

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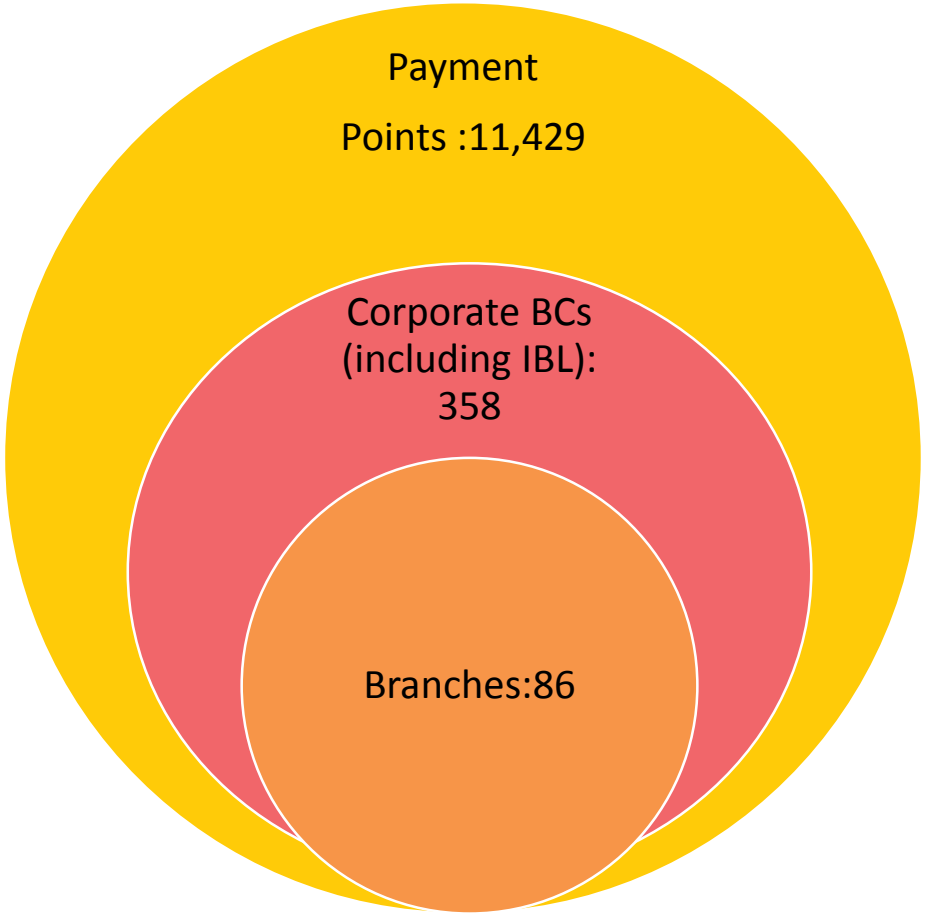
Network: 11,873 Points of presence



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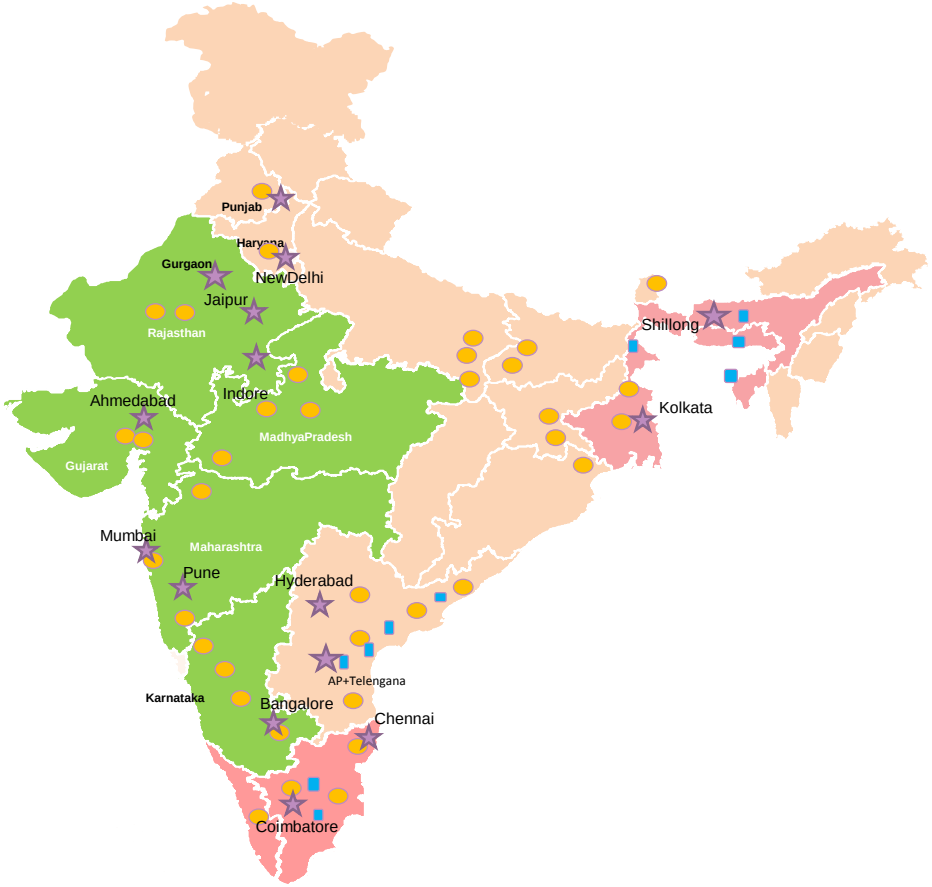
Network: National Footprint

25 states	321 districts	655 cities / towns	42,000 villages	11,873 Points of Presence



Priority states for Bharat branch network

- Madhya Pradesh
- Karnataka
- Rajasthan
- Gujarat
- Maharashtra

MicroATM, EPDS & Aadhar Pay Network

- Rural & Urban centres across India
- Receiving end of remittance corridors & DBT
- MicroATM Network around branches and in select districts

Light Branches in District HQ-Andhra Pradesh, Meghalaya, Tripura, West Bengal, Tamil Nadu

BC & IDFC Bharat Ltd. Partnerships : Micro loans & Small Savings through 358 branches

Branch network

IDFC BANK

Balance sheet: 17% YoY

Net retail & corporate assets grew by 24% YoY

(in Rs. Crores)	Jun-16	Mar-17	Jun-17	% Growth (QoQ)	% Growth (YoY)
Shareholders' Funds	13,903	14,678	15,125	3%	9%
Deposits	13,029	40,208	41,959	4%	222%
CASA	*869*	*2,094*	*2,850*	*36%*	*228%*
Fixed Deposits	*6,835*	*17,970*	*24,822*	*38%*	*263%*
Certificate of Deposits	*5,325*	*20,144*	*14,288*	*-29%*	*168%*
Borrowings	70,667	50,262	56,250	12%	-20%
Other liabilities and provisions	4,094	7,011	5,911	-16%	44%
Total Liabilities	**101,694**	**112,160**	**119,245**	**6%**	**17%**
Cash and Bank Balances	1,894	2,202	2,101	-5%	11%
Net Retail and Corporate Assets	50,749	66,567	62,675	-6%	24%
Net Advances	45,914	49,402	46,205	-6%	1%
Credit Investments	4,835	17,165	16,470	-4%	241%
Statutory Investments	12,718	19,264	17,467	-9%	37%
CRR	1,905	2,900	2,630	-9%	38%
SLR	10,813	16,364	14,837	-9%	37%
Trading Investments	31,620	16,942	30,981	83%	-2%
Fixed and Other Assets	4,713	7,184	6,021	-16%	28%
Total Assets	**101,694**	**112,160**	**119,245**	**6%**	**17%**

Note: Figures for the previous periods have been reclassified for consistency with the current period.

IDFC BANK

PAT growth of 65% YoY in Q1FY2018 (vs. Q1FY2017)

(in Rs. Crores)	Q1 FY17	Q4 FY17	Q1 FY18	% Growth (QoQ)	% Growth (YoY)
Operating Income	711.5	558.4	1,036.9	86%	46%
Net Interest Income	515.2	515.6	437.5	-15%	-15%
Non Interest Income	196.3	42.7	599.4	1302%	205%
Fee and Commission	71.6	69.7	142.7	105%	99%
Trading Gains (Debt & Equity)	121.9	(25.8)	456.3	NM	274%
Other Income	2.8	(1.2)	0.4	NM	-87%
Operating Expenses	276.6	298.1	389.4	31%	41%
HR	136.2	100.1	169.4	69%	24%
Non HR	140.4	197.9	220.0	11%	56%
Pre-Prov Op Profit (Ppop)	434.9	260.3	647.5	149%	49%
Provisions & Contingencies	23.6	4.8	(14.6)	NM	NM
Profit Before Tax	411.3	255.5	662.1	159%	61%
Tax	146.5	79.5	224.5	182%	53%
Profit After Tax	**264.8**	**176.0**	**437.6**	**149%**	**65%**

Note: Figures for the previous periods have been reclassified for consistency with the current period.

IDFC BANK

Financials: Key ratios

Particular	Q1 FY17	Q4 FY17	Q1 FY18
Return on Assets	1.1%	0.6%	1.5%
Return on Equity	7.7%	4.9%	11.8%
EPS (₹)	0.8	0.5	1.3
Book Value Per Share (₹)	41.0	43.2	44.5
NIMs	2.4%	2.0%	1.7%
Of which Loan NIMs	*3.2%*	*3.2%*	*2.4%*
Cost / Income	38.9%	53.4%	37.6%
HR Cost/ Income	19.1%	17.9%	16.3%
Capital Adequacy Ratio	20.4%	18.9%	18.6%
Of which Tier I	*19.9%*	*18.5%*	*18.3%*
Gross NPL (% of Loans)	6.1%	3.0%	4.1%
Net NPL (%)	2.3%	1.1%	1.7%
CASA / Gross Advances	1.7%	4.1%	5.9%
CASA/Total Deposits	6.7%	5.2%	6.8%

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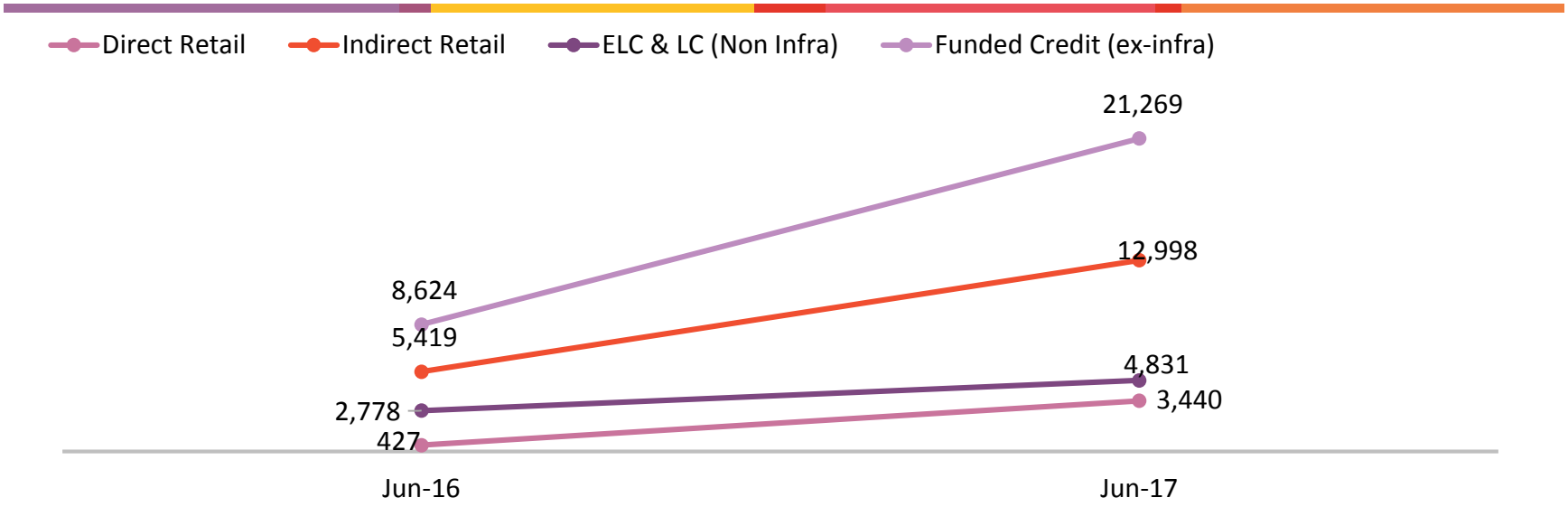
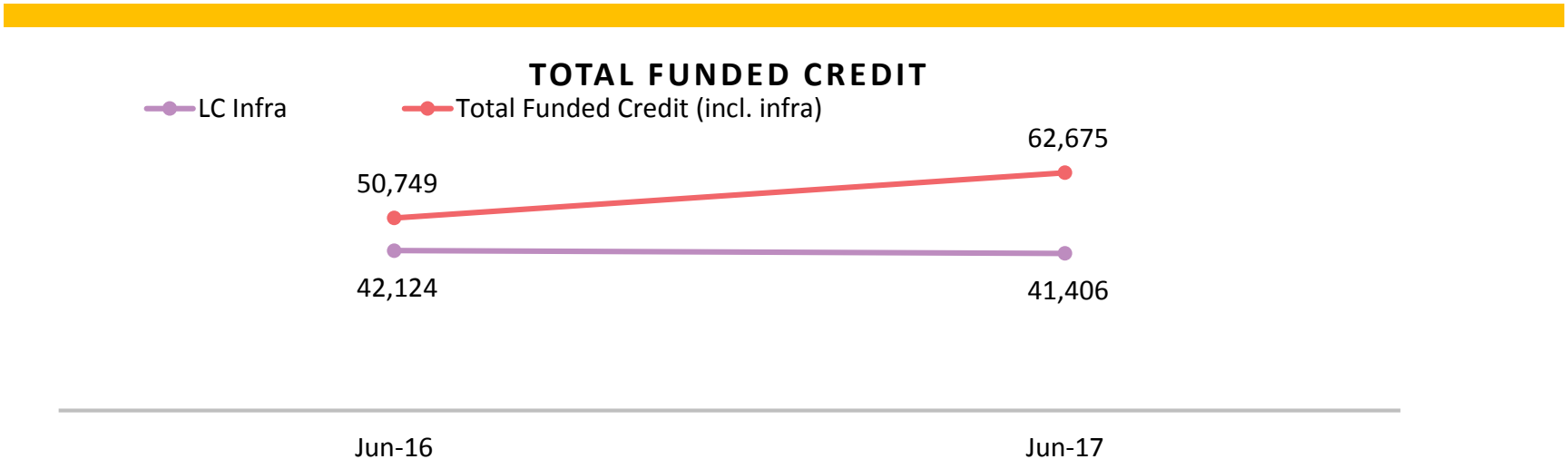
2.5x increase in Funded Credit (ex-infra)





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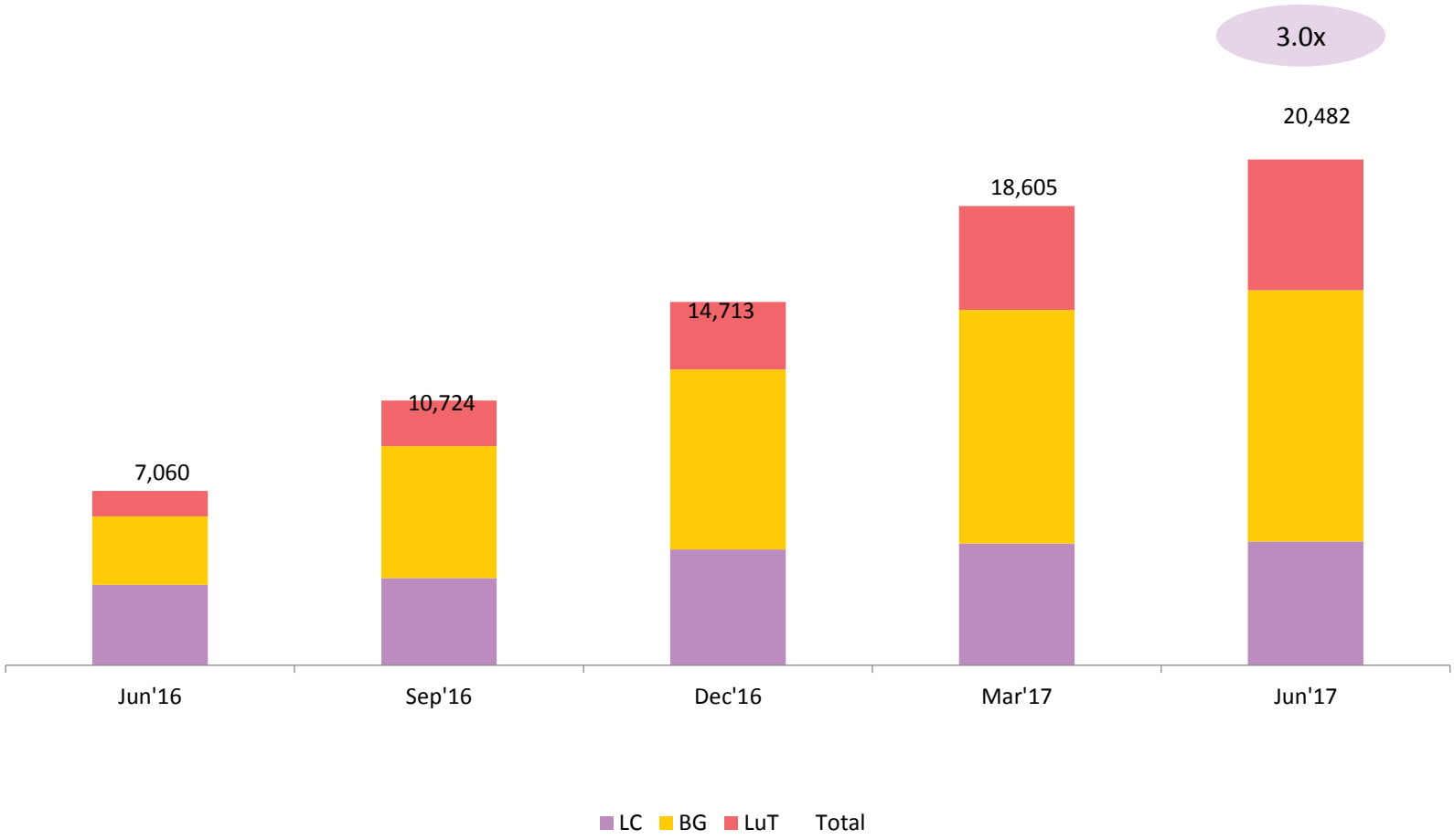
3.0x increase in Non-funded exposure



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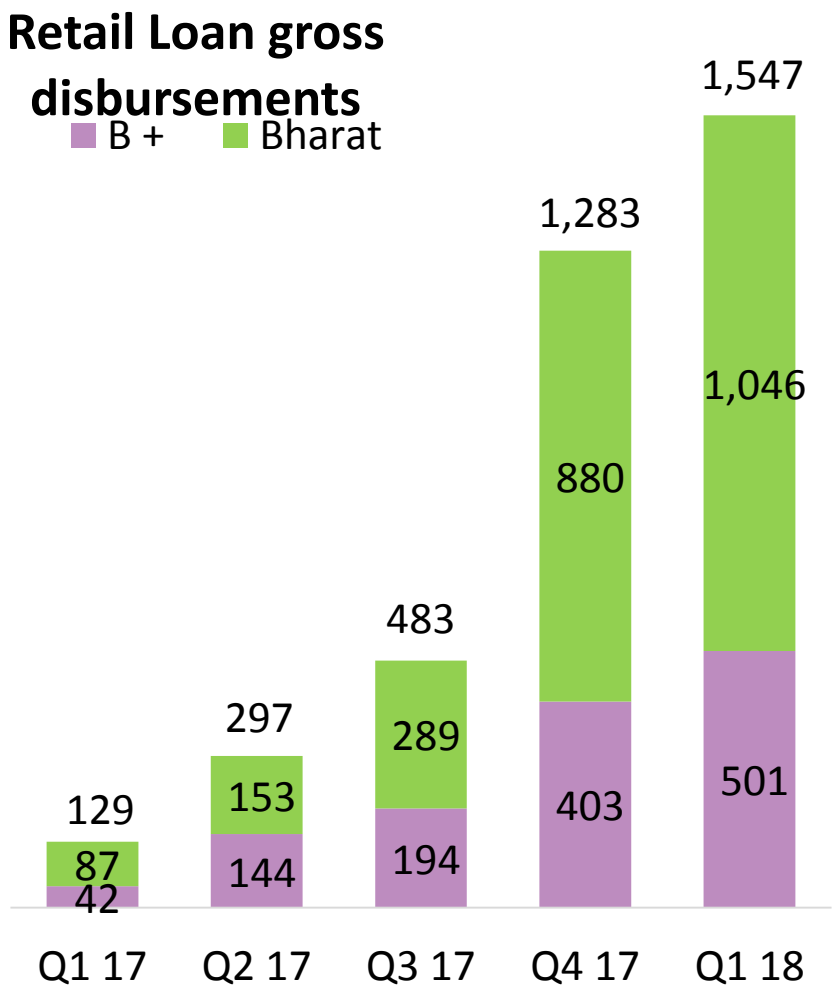
Retail disbursement rate > Rs. 1500 Cr / quarter & rising



- Monthly net disbursement run-rate:

Segment	(in Rs. Crores)
Bharat Plus	156
Bharat	107
Total	**263**

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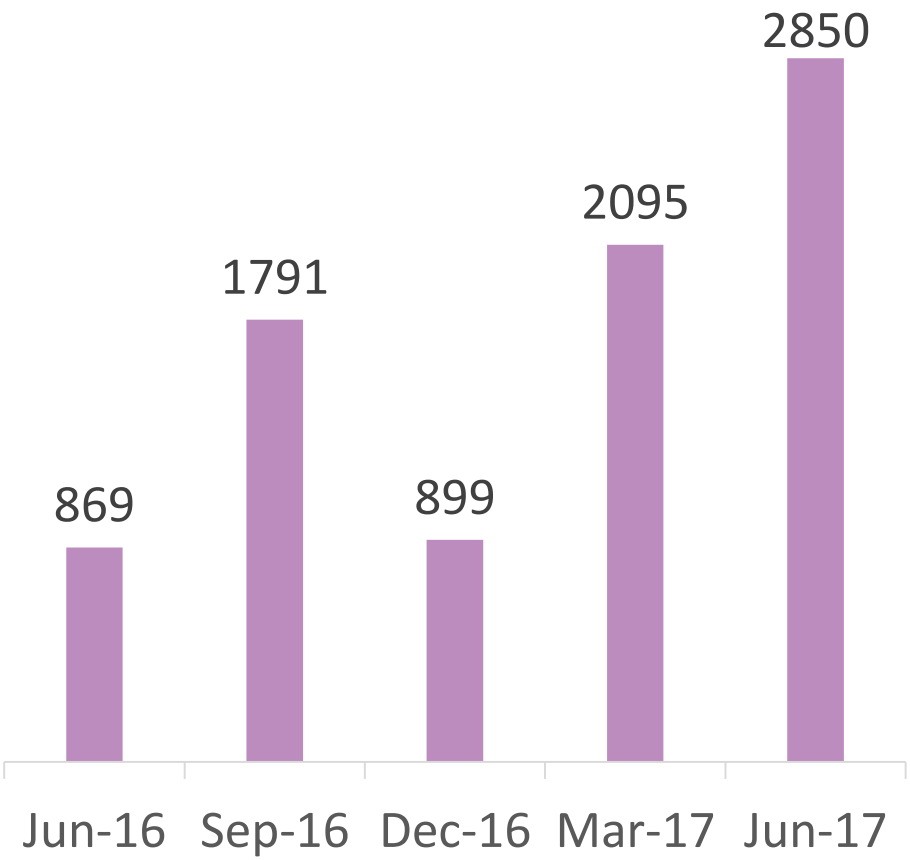
CASA increased 3.3x to INR 2,850 crore – Y-o-Y

Wholesale Bank: INR 2147 crore
B+: INR 565 crore
B: INR 138 crore

SA per retail customer: INR 10,731
B+: INR 21,483
B: INR 2,271

SA Q-o-Q
B+: Increased by INR 132 crore to INR 565 crore
B: Decreased by INR 15 crore to INR 138 crore

Current CASA acquisition run-rate: ~ INR 2500 crore / year
Retail: INR 1100 crore / year
Wholesale: INR 1400 crore / year



All figures in Rs Cr

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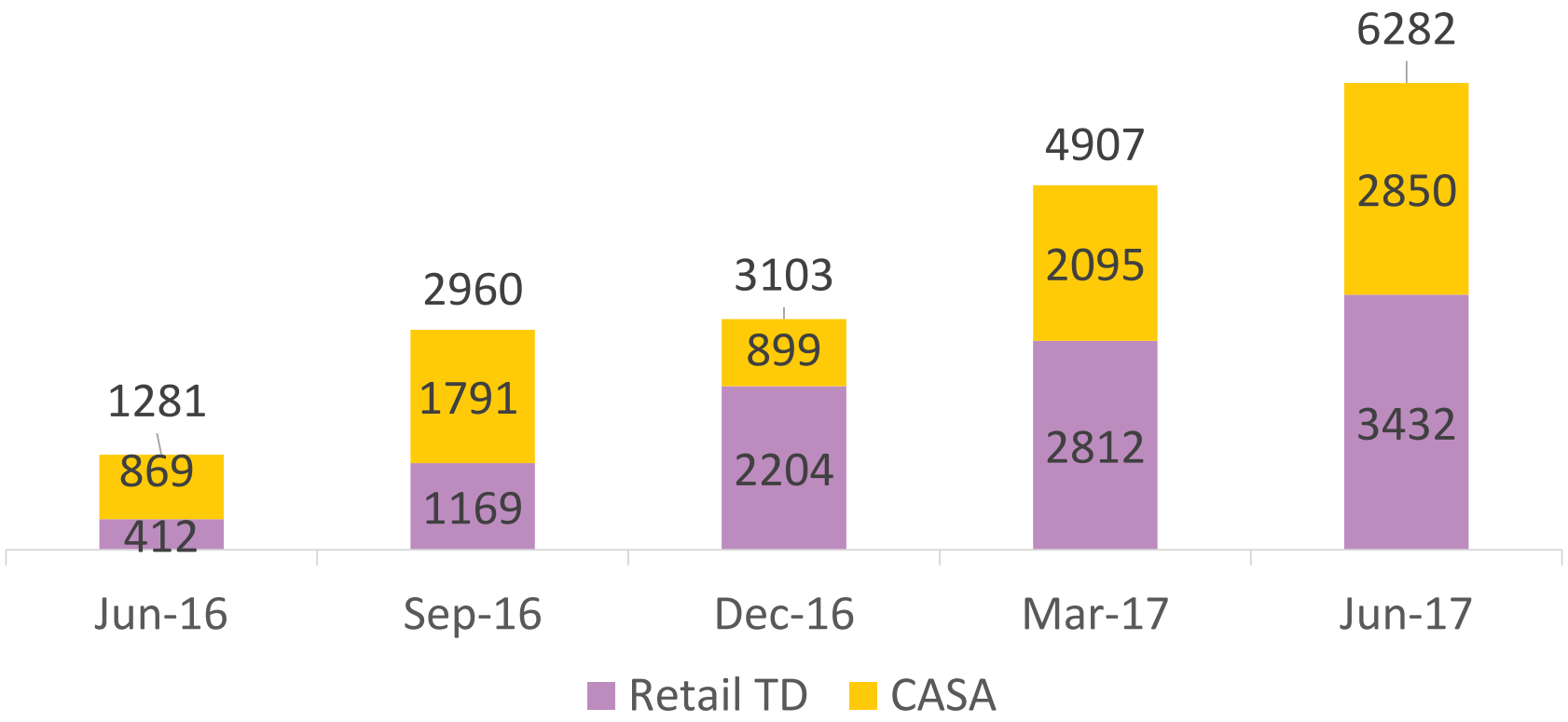
5x increase in core deposits (CASA + Retail TD) – Y-o-Y



All figures in Rs Cr

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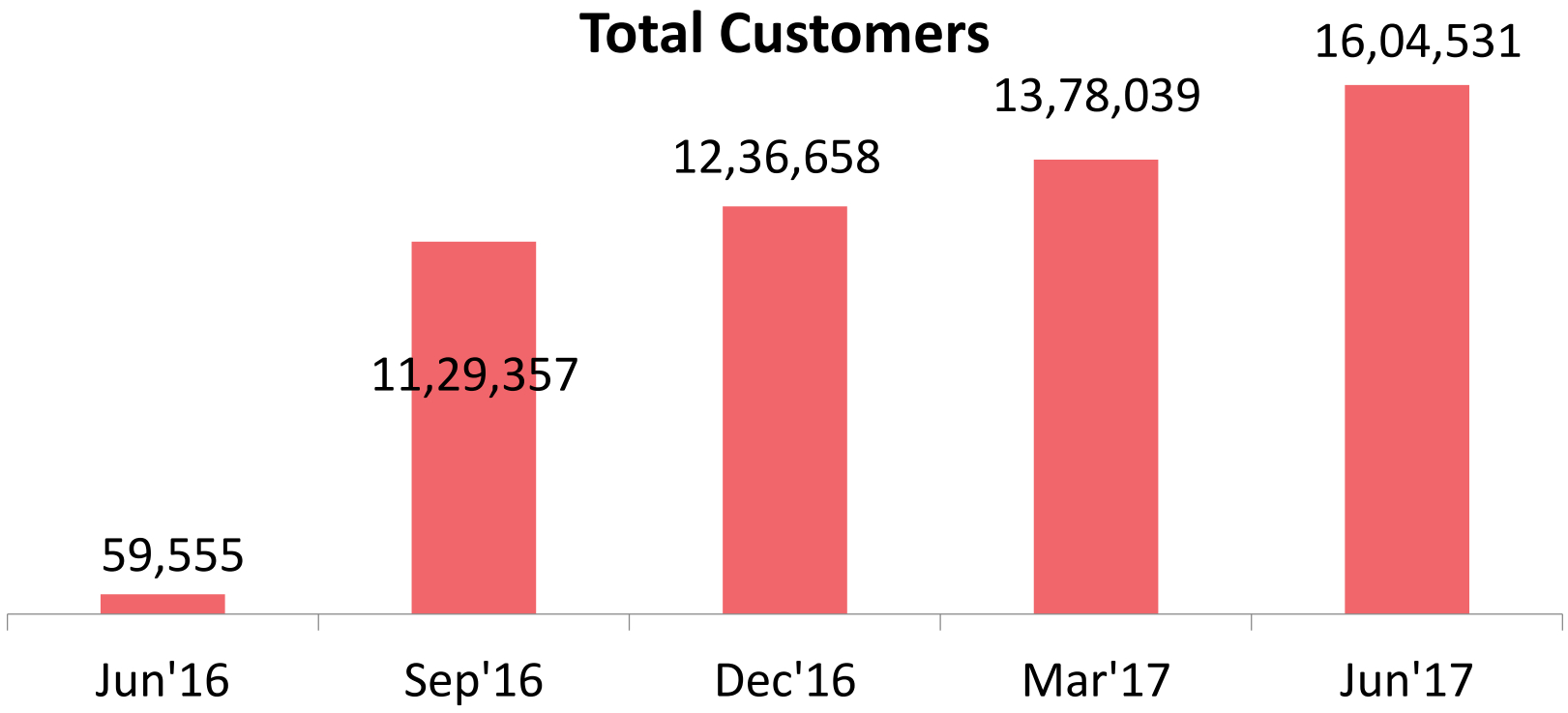
16 lac customers; Current customer acquisition run-rate of 79k per month



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BUSINESS HIGHLIGHTS

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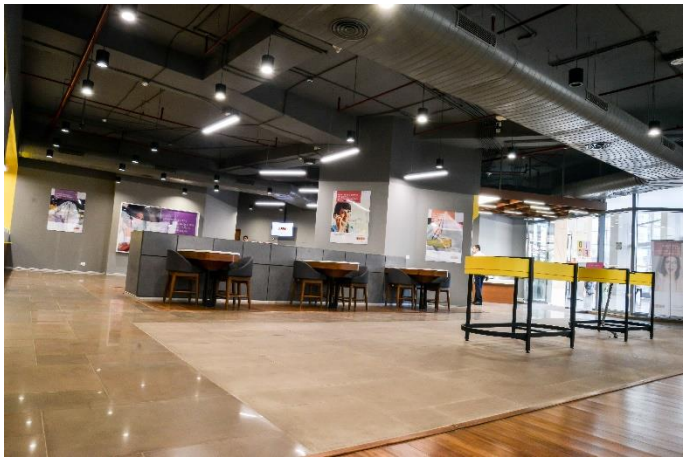
Bharat Plus Snapshot



Branch Network

17 Branches

- Presence across 8 cities in India
- Mumbai, Delhi, Bangalore, Chennai, Pune, Hyderabad, Kolkata & Ahmedabad.

Assets & AUM (End June 2017)

- Total funded advances ₹ 1,608 Cr
- **Wealth AUM is** ₹376 Cr

- Breakup of total funded advances:
  - Home loans - ₹ 694 Cr
  - Working Capital- Funded book - ₹ 511 Cr
  - Loan against property - ₹ 157 Cr
  - Personal loan - ₹ 125 Cr
  - Commercial Vehicle - ₹ 121 Cr
- Non funded book as of 30 June 2017 is ₹ 358 Cr

Liabilities

- ~ 2,03,000 customers
- ~ 1,98,000 CASA accounts

- ₹ 3,808 Cr deposit book as of 30 June 2017 comprising of:
  - ₹ 565 Cr of Current & Savings Account Deposits
  - ₹ 3,243 Cr of Fixed Deposits

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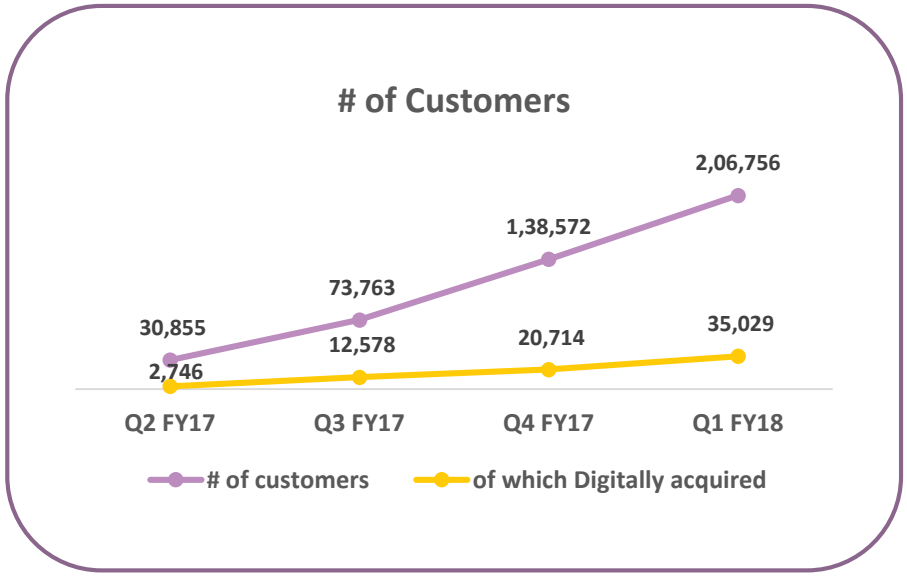
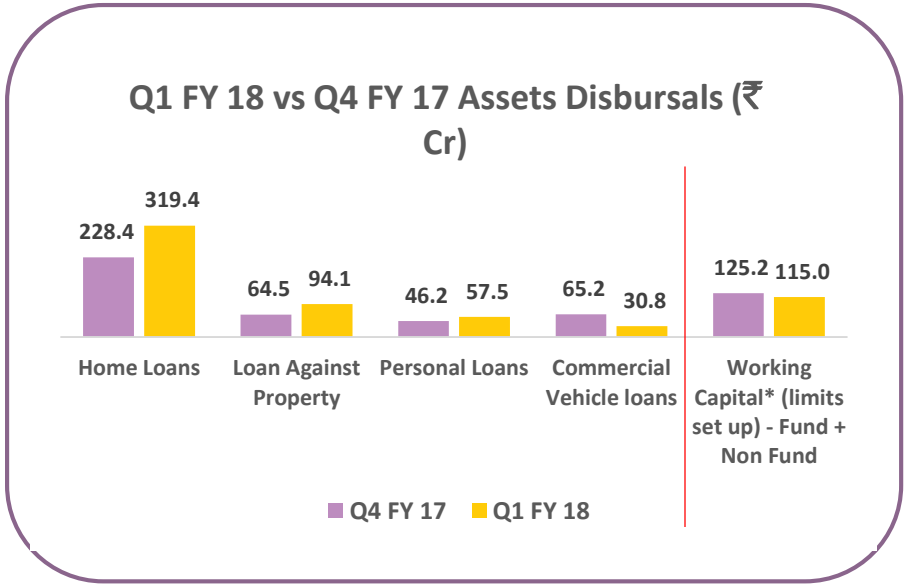
Bharat Plus: Q1 Highlights



Strong ramp up in customer acquisition continues in Q1 FY 18

Significant traction in assets disbursement in Q1 compared to a traditionally strong Q4



* new limits set up for business banking customers only

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Bharat: ~14 Lacs customers acquired and serviced through branches and Micro ATMs

Customer Touchpoints

- 11,310 Customer Points
- 326 IBL locations
- 32 Partnership BC locations

- 69 Branches across MP, Karnataka, AP, Gujarat, Rajasthan, Tamilnadu, Tripura & Meghalaya
- 7,777 MATMs
- 3,080 Aadhar Pay (Merchant Points)
- 28 ATMs

Customer Network

- 14.0 lacs unique customers (10.1 Lacs of IBL)
- 2.6 lacs Liability & 1.6 lacs asset customers sourced through Branches & MATM

- More than 3.8 Lacs customers acquired through Branches and MATMs
- No. of loan accounts reached 12 lacs

Assets & Liabilities

- ₹ 1,833 Cr of advances(1,481 Crs of IBL)
- ₹ 327 Cr of deposit balances
- ₹ 1,047 Cr disbursed in FY18

- Branch Based advances are at ₹ 273 Cr
- MSME assets are at ₹ 25.9 Cr, JLG BC assets are at ₹ 1,534 Cr including IBL

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Wholesale bank

Transaction Highlights

BBPS (Bharat Bill Payment System) mandate from leading company

We won our first ever BBPS (Bharat Bill Payment System) mandate from a large corporate to act as the primary Biller Operating Unit. In this capacity, we will be the collecting bank for the bills paid by company's consumers via BBPS network.

Selected as Nodal Transaction Bank for National Housing Bank

Appointed as nodal transactional banker by National Housing Bank, the nodal agency for running the major centrally sponsored housing schemes and schemes under the flagship mission of 'Housing for All'.

TReDS

A scheme for setting up and operating the institutional mechanism for facilitating the financing of trade receivables of MSMEs from corporate buyers by way of discounting through market mechanism. The entire exposure on TReDS will qualify for PSL lending. We have completed registration on all 3 exchanges set up for this – a) RXIL (JV between NSE and SIDBI), b) A TREDS (subsidiary of Axis Bank) and c) M1 Exchange (Mynd Solutions Ltd). We have initiated discounting on 2 of these exchanges.

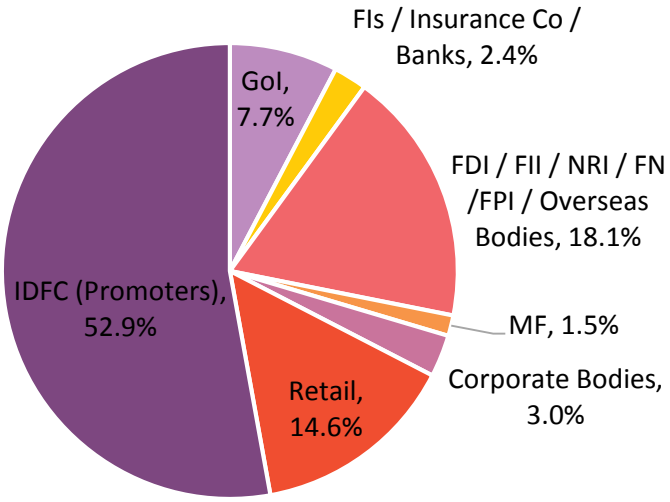
India's first Infra Investment Trust fund

Successfully closed the Rs. 5033 Cr. IPO for India's 1st Infrastructure investment trust (InvIT) launched by IRB InvIT Fund (IRB InvIT) as the left-lead global coordinator & book running lead manager. With this, IDFC Group continues to demonstrate its strength of introducing new products in capital markets.

Shareholding pattern

% of Top 10 shareholders			
Sr No	Name	Category	Jun-17
1	IDFC (Promoters)	Promoter	52.9%
2	GoI	Government	7.7%
3	Blackrock Fund	FII / FDI	1.7%
4	Platinum Investment Management	FII / FDI	1.4%
5	Vanguard	FII / FDI	1.3%
6	Emerging Markets Funds	FII / FDI	1.1%
7	Capital Group Inc	FII / FDI	1.0%
8	The Royal Bank Of Scotland	FII / FDI	1.0%
9	LIC	Insurance Company	0.9%
10	Wellington Trust Company National Association	FII / FDI	0.6%

Shareholding as on 30th Jun 2017



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THANK YOU