CIN : L65191PN1994PLC076333

IndusInd Bank

January 12, 2016

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

NSE Symbol: INDUSINDBK
Email : cmlist@nse.co.in

Dear Sir,

Investor Presentation – Unaudited Financial Results

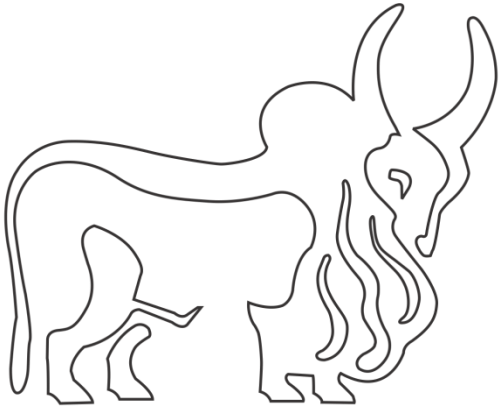
Pursuant to Regulation 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we forward herewith the Investor Presentation on the Unaudited Financial Results of the Bank for the Quarter and Nine-month period ended December 31, 2015.

We request you to take the same on record.

Yours faithfully,
For IndusInd Bank Limited

Haresh K. Gajwani
Company Secretary

Encl : a/a



IndusInd Bank

Investor Presentation

January 12, 2016

Q3 – FY16 Performance Highlights

- Key performance vectors remained stable
- Y-o-Y PAT growth up by 30% ; Q-o-Q up by 4%;
- Non-Interest Income to revenue remains healthy at 42%; Core Fee growth at 30% Y-o-Y
- NIM Y-o-Y up by 24 bps to 3.91%
- Deposit and CASA growth above industry - 25% and 28% Y-o-Y respectively
- Credit growth above industry - 29% Y-o-Y and 5% Q-o-Q
- Net NPA at 0.33% ; Credit cost 17 bps for quarter
- Accelerated the pace of investment in branches - 51 branches opened during the Q3; total count at 905 as on Dec 31, 2015.

Plan vs Outcome

Planning Cycle 3 (2014–17)

		Q3-FY 16 Outcome
Loan Growth	25% - 30%	29%
CASA Growth	CASA > 35%	35%
Fee Growth Core Fee Growth	Exceed Loan Growth	29% 30%
Branch Network	To Double from 602	905
Customer Base	To Double	On track

Resulting in

IndusInd Bank

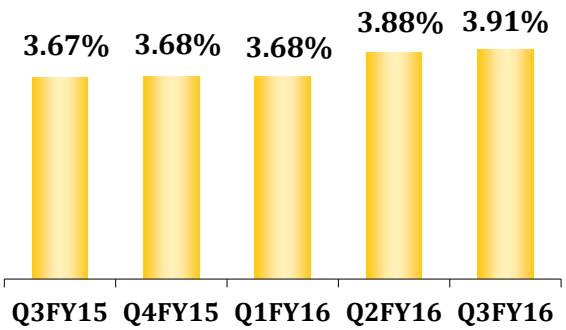
Planning Cycle 3:Key New Initiatives

Tractor Financing	**Targeting "S" of SME**	**Retail Trade / FX**
Retail Assets Ramp Up	**Real Estate**	**Innovative Customer Offerings**
Asset Reconstruction	**Front and Back Office optimization**	**Full suite of Rural Products**

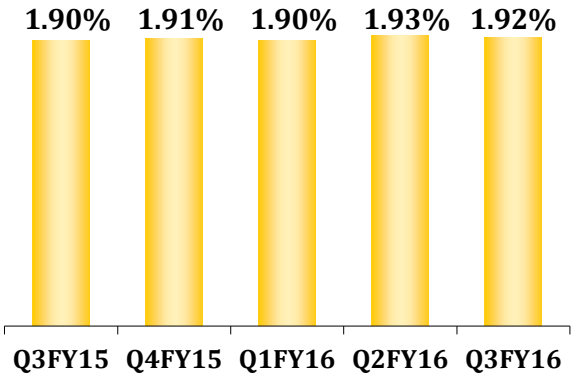
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How We Measure Up On Key Metrics

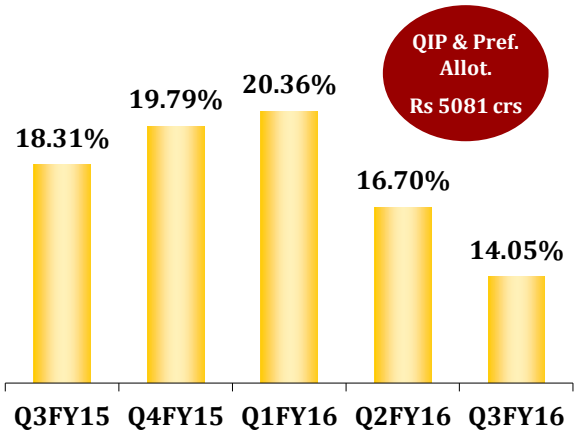
Net Interest Margin (NIM)



RoA

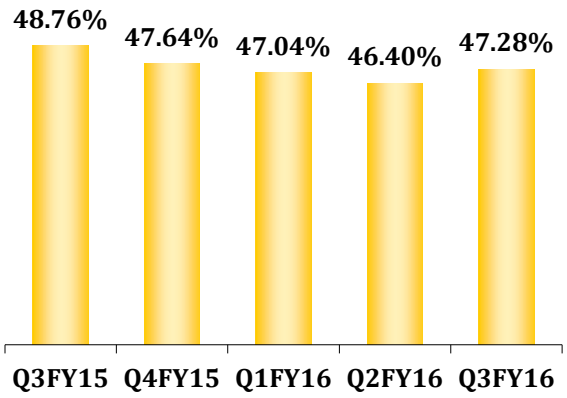


RoE*

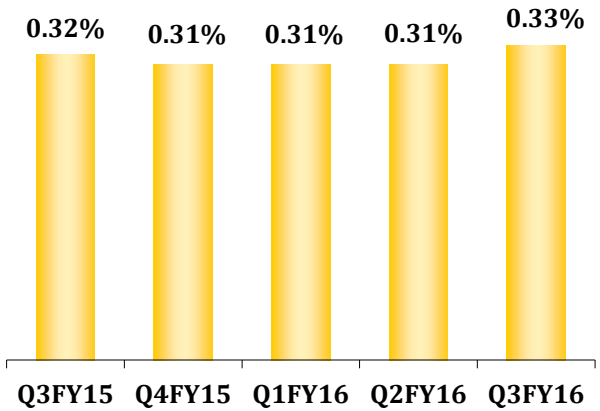


*on average equity

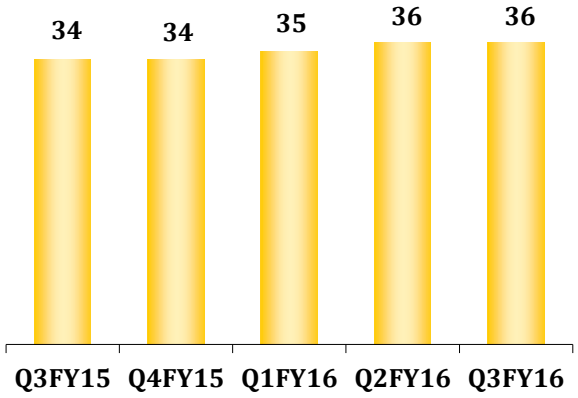
Cost /Income



Net NPA



Revenue / Employee (Rs. Lacs)



Consistent delivery of strong operating performance

IndusInd Bank

Ratings

- **ICRA AA+** for Lower Tier II subordinate debt program by ICRA
- **ICRA AA** for Upper Tier II bond program by ICRA
- **CRISIL A1+** for certificate of deposit program by CRISIL
- **CARE AA+** for Lower Tier II subordinate debt program by CARE
- **IND A1+** for Short Term Debt Instruments by India Ratings and Research
- **IND AA+** for Lower Tier II subordinate debt program by India Ratings and Research
- **IND AA** for Upper Tier II bond program by India Ratings and Research
- **IND AA+** for Senior bonds program by India Ratings and Research

Financial Performance



IndusInd Bank

Steady Headline Numbers for Q3-FY16

		Y-o-Y Growth	Q-o-Q Growth
Net Interest Income	Rs 1,173 crs	36%	7%
Other Income	Rs 839 crs	29%	7%
Core Fee Income	Rs 726 crs	30%	8%
Revenue	Rs 2,012 crs	33%	7%
Operating Profit	Rs 1,061 crs	37%	5%
Net Profit	Rs 581 crs	30%	4%

Steady Headline Numbers for 9M-FY16

		Y-o-Y Growth
Net Interest Income	Rs 3,248 crs	30%
Other Income	Rs 2,384 crs	29%
Core Fee Income	Rs 2,035 crs	26%
Revenue	Rs 5,633 crs	30%
Operating Profit	Rs 2,990 crs	33%
Net Profit	Rs 1,666 crs	28%

Top line momentum

		Y-o-Y Growth	Q-o-Q Growth
Advances	Rs 82,167 crs	29%	5%
Corporate Advances	Rs 47,918 crs	30%	3 %
Consumer Finance Advances	Rs 34,249 crs	27%	7 %
Deposits	Rs 86,423 crs	25%	7%
CASA	Rs 30,232 crs	28%	8%
SA	Rs 16,125 crs	32%	7%
Borrowings	Rs 20,321 crs	21%	(4%)



Balance Sheet

(Rs Crs)

	Q3FY16	Q3FY15	Y-o-Y (%)	Q2FY16	Q-o-Q (%)
Capital & Liabilities					
Capital	594	528	12% ↑	592	- ↑
Reserves and Surplus	16,777	9,862	70% ↑	16,178	4% ↑
Deposits	86,423	69,376	25% ↑	80,840	7% ↑
Borrowings	20,321	16,752	21% ↑	21,117	(4%) ↓
Other Liabilities and Provisions	4,071	3,489	17% ↑	4,580	(11%) ↓
Total	**128,186**	**100,007**	28% ↑	**123,307**	4% ↑
Assets					
Cash and Balances with RBI	4,081	3,533	16% ↑	4,630	(12%) ↓
Balances with Banks	5,479	4,891	12% ↑	5,673	(3%) ↓
Investments	28,177	21,312	32% ↑	26,755	5% ↑
Advances	82,167	63,847	29% ↑	78,294	5% ↑
Fixed Assets	1,198	1,119	7% ↑	1,180	2% ↑
Other Assets	7,084	5,305	34% ↑	6,775	5% ↑
Total	**128,186**	**100,007**	28% ↑	**123,307**	4% ↑
Business (Advances + Deposit)	168,590	133,223	27% ↑	159,134	6% ↑

Profit and Loss Account

(Rs Crs)

	Q3FY16	Q3FY15	Y-o-Y (%)	Q2FY16	Q-o-Q (%)
Net Interest Income	1173.42	861.37	36% ↑	1,094.28	7% ↑
Other Income	839.00	649.00	29% ↑	783.54	7% ↑
Total Income	**2,012.42**	**1,510.37**	33% ↑	**1,877.82**	7% ↑
Operating Expenses	951.44	736.53	29% ↑	871.29	9% ↑
Operating Profit	**1,060.98**	**773.84**	37% ↑	**1,006.53**	5% ↑
Provisions & Contingencies	177.08	98.01	81% ↑	158.09	12% ↑
Profit before Tax	**883.90**	**675.83**	31% ↑	**848.44**	4% ↑
Provision for Tax	302.88	228.64	32% ↑	288.40	5% ↑
Profit after Tax	**581.02**	**447.19**	30% ↑	**560.04**	4% ↑

Profit and Loss Account (9M)

(Rs Crs)

	9M-FY16	9M-FY15	Y-o-Y (%)
Net Interest Income	3,248.36	2,495.14	30% ↑
Other Income	2,384.15	1,848.89	29% ↑
Total Income	**5,632.51**	**4,344.03**	**30%** ↑
Operating Expenses	2,642.28	2,096.32	26% ↑
Operating Profit	**2,990.23**	**2,247.71**	**33%** ↑
Provisions & Contingencies	458.50	281.61	63% ↑
Profit before Tax	**2,531.73**	**1,966.10**	**29%** ↑
Provision for Tax	865.63	667.65	30% ↑
Profit after Tax	**1,666.10**	**1,298.45**	**28%** ↑

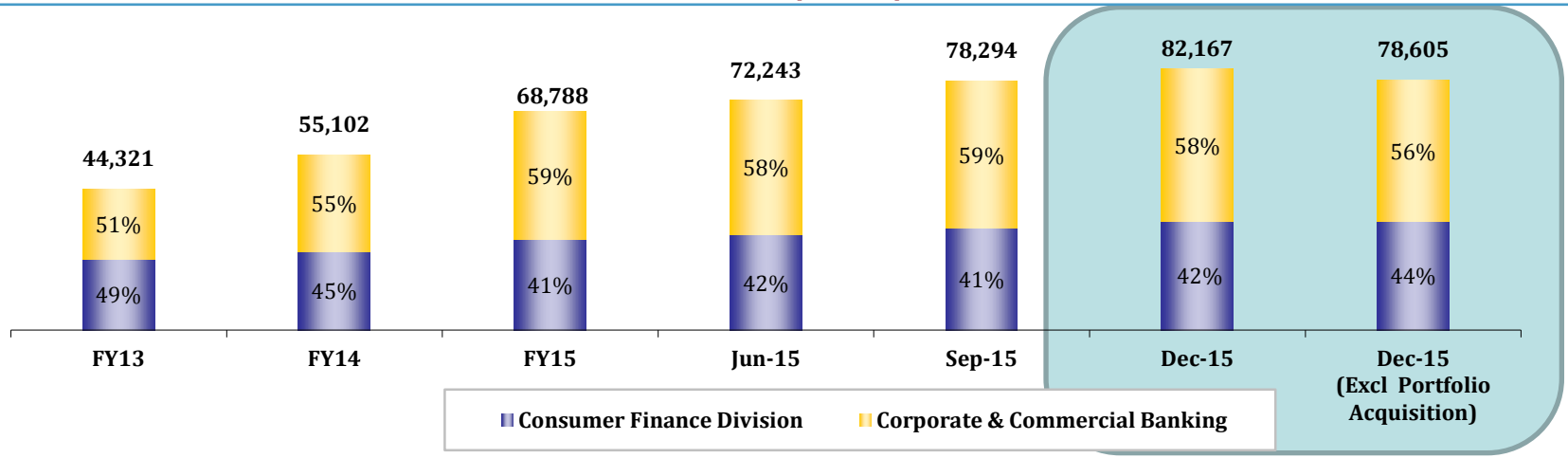
Key Financial Indicators

	Q3FY16	Q3FY15	Q2FY16
Return on Assets	1.92%	1.90%	1.93%
ROE (On average equity)	14.05%	18.31%	16.70%
Cost / Income Ratio	47.28%	48.76%	46.40%
Net Interest Margin	3.91%	3.67%	3.88%
Net NPA	0.33%	0.32%	0.31%
EPS (annualized, Rs. per share)	39.20	33.84	38.16
Capital + Reserves (Excl. Revaluation Reserve)	16,988	9,998	16,384



Well Diversified Loan Book

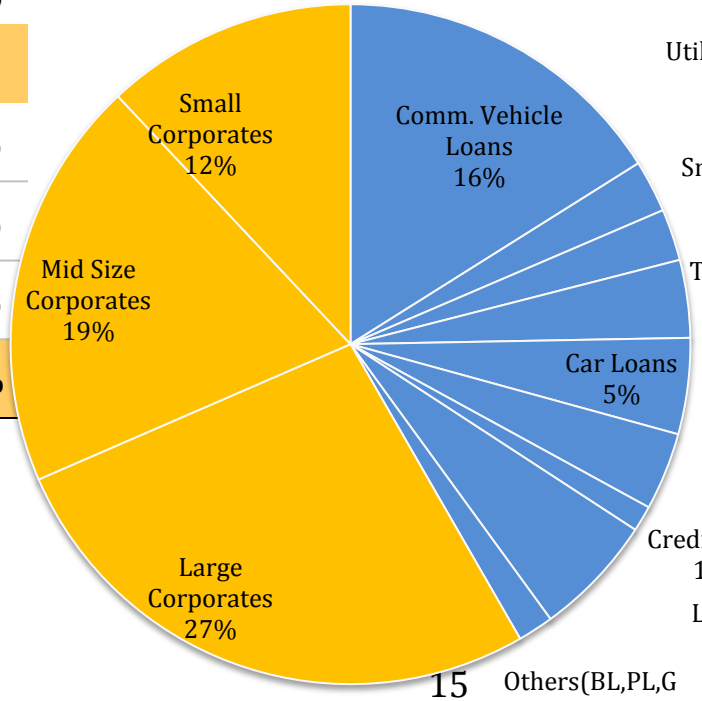
Loan Book (Rs crs)



(Rs crs)

Corporate Banking	Dec-15	
Large Corporates	22,022	27%
Mid size Corporates	16,042	19%
Small Corporates*	9,854	12%
Total Advances	**47,918**	**58%**

***Includes Business Banking (Consumer Bank) Rs. 5,445 crs**
After regrouping the Loan Mix stands at 52:48 for Corporate : Consumer

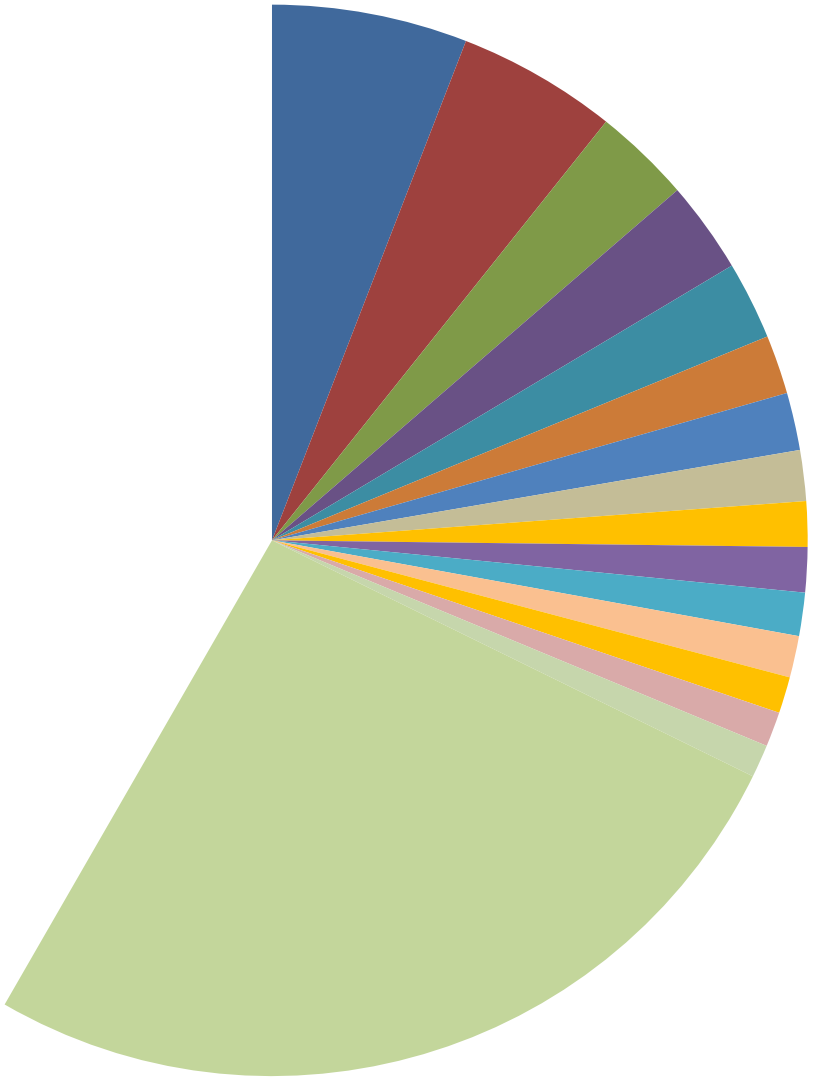


(Rs crs)

Consumer Finance	Dec-15	
Comm. Vehicle Loans	13,204	16%
Utility Vehicle Loans	2,041	2%
Small CV	2,019	2%
Two Wheeler Loans	3,034	4%
Car Loans	3,754	5%
Equipment Financing	3,036	4%
Credit Card	1,008	1%
Loan Against Property	4,759	6%
BL, PL, GL, etc	1,393	2%
Total Advances	34,249	42%

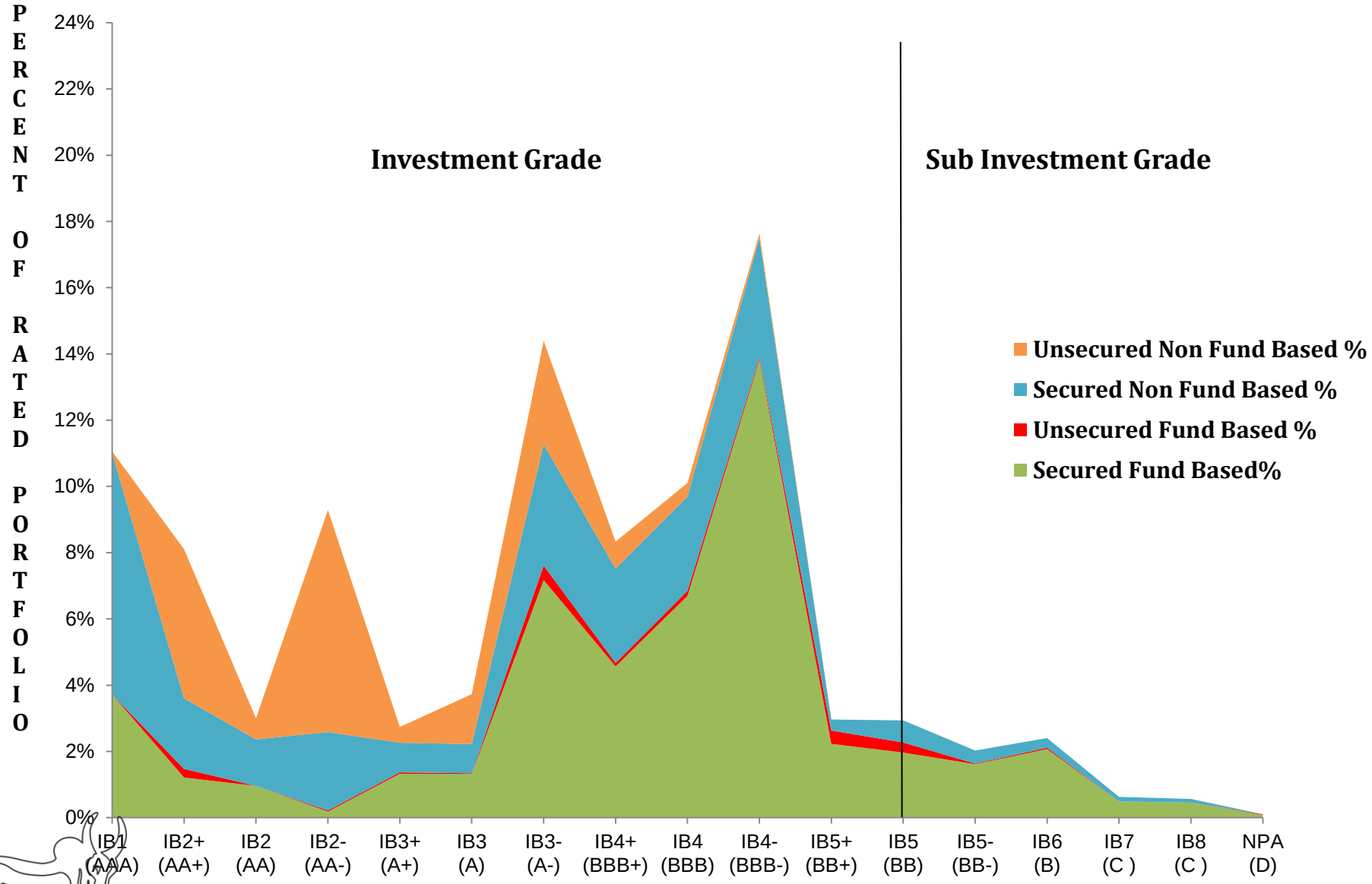
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Diversified Corporate Loan Book



Gems and Jewellery	5.90%
Lease Rental	4.82%
Telecom- Cellular	2.94%
Real Estate Developer	2.77%
Power Transmission	2.36%
NBFCs (other than HFCs) /NBFC-MFI	1.78%
Media,Entertainment & Advt	1.73%
Housing Finance Companies	1.53%
Power Generation	1.37%
Contract Construction-Civil	1.36%
Steel	1.31%
Services	1.26%
Constn related to infra.- EPC	1.10%
Food Credit	1.05%
Food Beverages and Food processing	0.99%
Other Industry	26.06%

Well Rated Corporate Portfolio



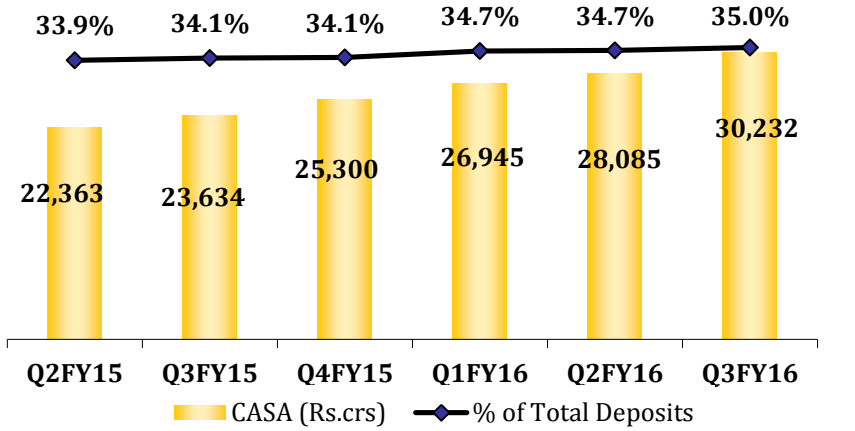
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Improving CASA profile

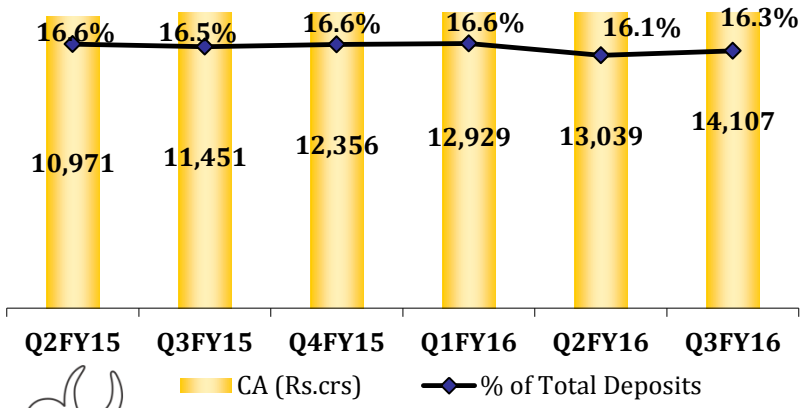
Building CASA traction

- 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

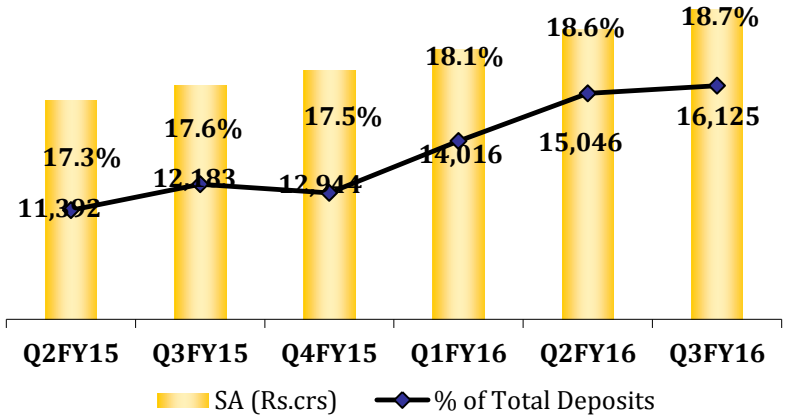
CASA Uptick



Current Account (CA)



Savings Account (SA)



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Other Income

(Rs crs)

	Q3FY16	Q3FY15	Y-o-Y (%)	Q2FY16	Q-o-Q(%)
Core Fee	725.90	560.52	30% ↑	673.30	8% ↑
Securities/MM/FX Trading/Others	113.10	88.48	28% ↑	110.24	3% ↑
Total	**839.00**	**649.00**	**29%** ↑	**783.54**	**7%** ↑

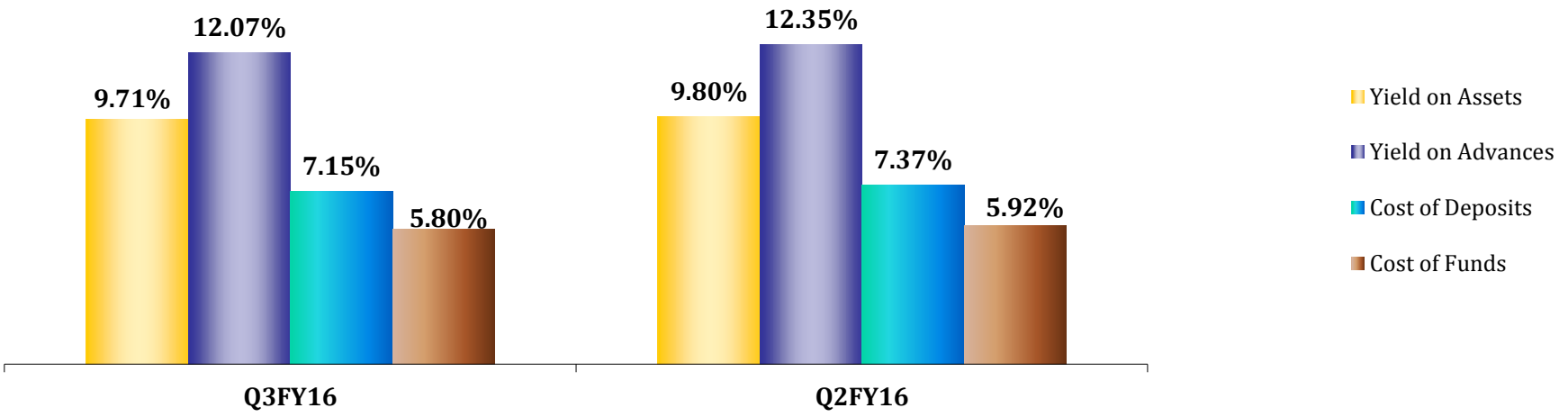
Diverse Revenues from Core Fee Income

(Rs crs)

	Q3FY16	Q3FY15	Y-o-Y(%)	Q2FY16	Q-o-Q(%)
Trade and Remittances	85.05	62.35	36% ↑	84.35	1% ↑
Foreign Exchange Income	170.14	168.78	1% ↑	169.57	1% ↑
Distribution Fees (Insurance, MF, Cards)	125.99	97.95	29% ↑	119.21	6% ↑
General Banking Fees	46.29	42.42	9% ↑	41.39	12% ↑
Loan Processing fees	185.44	129.61	43% ↑	144.78	28% ↑
Investment Banking	112.99	59.41	90% ↑	114.00	(1%) ↓
Total Core Fee Income	**725.90**	**560.52**	**30% ↑**	**673.30**	**8% ↑**

Growth momentum continues on regular fee flows

Yield / Cost Movement



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

Segment-wise Yield

	Q3FY16		Q2FY16	
	Outstanding (Rs crs)	Yield (%)	Outstanding (Rs crs)	Yield (%)
Corporate Bank	47,918	9.98%	46,339	10.10%
Consumer Finance	34,249	15.06%	31,955	15.38%
Total	**82,167**	**12.07%**	**78,294**	**12.35%**

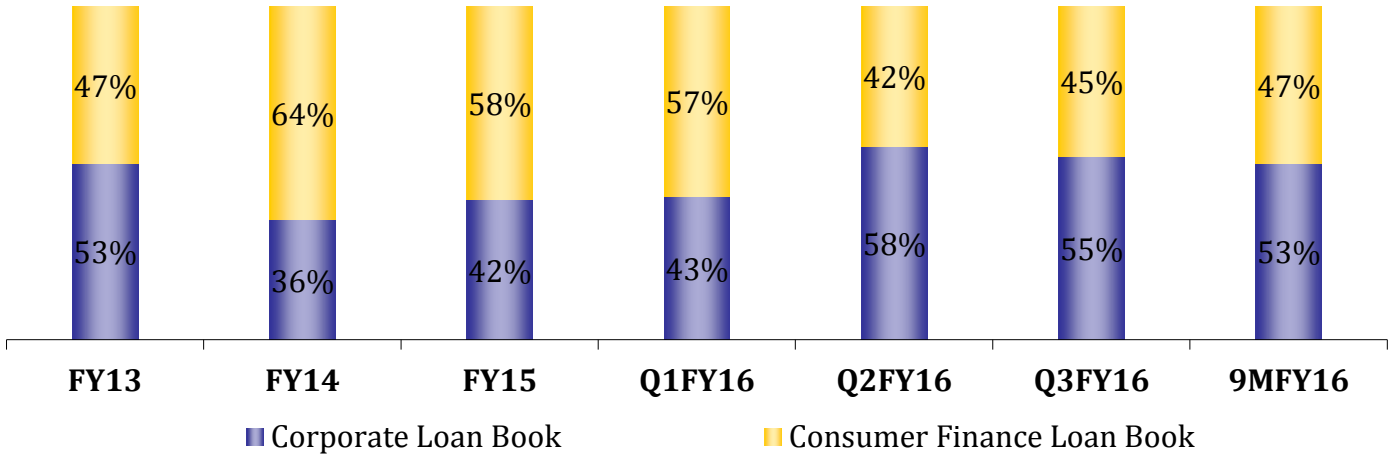
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Credit Cost

(Rs crs)

	FY13	FY14	FY15	Q1FY16	Q2FY16	Q3FY16	9MFY16
Corporate Bank	116.51	93.70	143.74	39.67	69.97	77.64	187.28
Consumer Finance	103.10	169.97	195.19	51.54	50.44	63.74	165.72
Gross Credit Costs	**219.61**	**263.67**	**338.93**	**91.21**	**120.41**	**141.38**	**353.00**
Gross Credit Costs *(Basis Points on Advances)*	**50**	**48**	**49**	**13**	**15**	**17***	**43**
Net Credit Cost	**204.81**	**227.94**	**323.19**	**86.52**	**116.49**	**121.62**	**324.63**
Net Credit Costs (Basis Points on Advances)	**46**	**41**	**48**	**12**	**15**	**15**	**40**
PCR	**70%**	**70%**	**63%**	**61%**	**60%**	**60%**	**60%**

***includes carried forward cost of credit of 4 bps**



IndusInd Bank

Loan Portfolio - Movement in NPA and Restructured Advances

(Rs crs)

	Q3FY16			Q2FY16		
	Corporate	Consumer	Total	Corporate	Consumer	Total
Opening Balance	252	350	**602**	225	345	**570**
Additions	113	139	**252**	73	116	**189**
Deductions	55	118	**173**	46	111	**157**
Gross NPA	311	370	**681***	252	350	**602***
Net NPA			**273**			**241**
% of Gross NPA			**0.82%**			**0.77%**
% of Net NPA			**0.33%**			**0.31%**
Provision Coverage Ratio (PCR)			**60%**			**60%**
Restructured Advances			**0.58%**			**0.63%**

***After sale to ARC Rs. 53 crs (Rs.41 crs)**

NPA Composition – Consumer Finance - Vehicles

(Rs crs)

Q3-FY16	Com. Vehicle	Utility	Const. Equip.	Small CV	TW	Cars	LAP/HL /PL	Cards	Total
Gross NPA	139	20	44	16	91	15	30	15	**370**
Gross NPA %	1.05%	1.00%	1.45%	0.81%	2.95%	0.39%	0.57%	1.48%	**1.08%**

Q2-FY16	Com. Vehicle	Utility	Const. Equip.	Small CV	TW	Cars	LAP/HL /PL	Cards	Total
Gross NPA	136	21	45	17	82	14	23	12	**350**
Gross NPA %	1.10%	1.03%	1.57%	0.84%	2.83%	0.41%	0.41%	1.35%	**1.09%**

CRAR

(Rs Crs)

	31 Dec. 15	30 Sept. 15
	Basel – III	Basel – III
Risk Weighted Assets		
- Credit Risk, CVA and UFCE	93,371	88,294
- Market Risk	4,182	4,425
- Operational Risk	8,837	8,837
- Total RWA	**106,390**	**101,556**
Core Equity Tier 1 / Tier 1 Capital Funds	16,641	15,961
Tier 2 Capital Funds	836	819
Total Capital Funds	**17,477**	**16,780**
CRAR	**16.43%**	**16.52%**
CET 1/ Tier 1	15.64%	15.72%
Tier 2	0.79%	0.80%

Distribution Expansion to Drive Growth



Note: Numbers given above are total branches in each state

Strengthening Distribution Infrastructure

Particulars	Mar 31, 2015	June 30, 2015	Sept. 30, 2015	Dec. 31, 2015
Branch Network	801	811	854	905*
ATMs	1,487	1,543	1,578	1,621

*includes 58 specialized branches

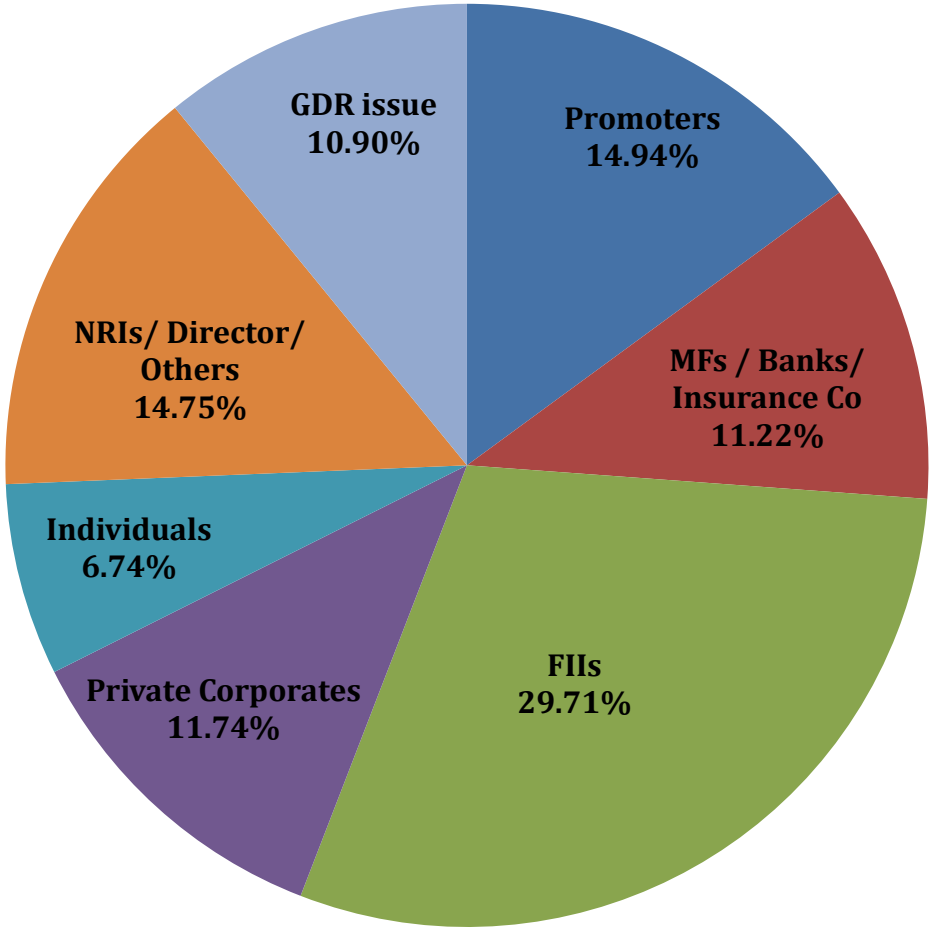


- *Branch/Representative Office*
- *Strategic Alliance*

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Shareholding Pattern

December 31, 2015



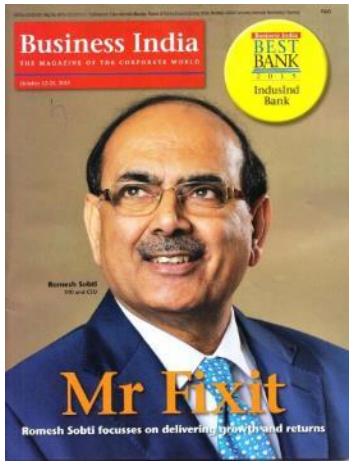
IndusInd Bank

Accolades



IndusInd Bank

Accolades



IndusInd Bank was awarded as the Best Bank 2015 by Business India



Golden Peacock Award for Innovation Management presented at the 15th London Global Convention on Corporate Governance & Sustainability

IndusInd Bank

Accolades



Best Bank Award for Electronic Payment System among Mid-sized Banks by IDRBT for the year 2014-15



IndusInd Bank won top honors at the Cyber Security for Business Impact conference and awards ceremony organized by CSOFORUM for implementing security projects having positive Business Impact and enabled the Bank to quickly launch new online services by significantly reducing the security assurance cycle while ensuring continuous protection

IndusInd Bank

Accolades



IndusInd Bank was awarded as - Winner in "Small Banks Category" - for excellent performance in NFS ATM Network at the National Payments Excellence Awards 2015



IndusInd Bank was awarded as – Joint Runner up - in "Small Banks Category" - for excellent performance in NACH at the National Payments Excellence Awards 2015

IndusInd Bank

Thank you

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