CIN - L65191PN1994PLC076333

IndusInd Bank

October 13, 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

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

BSE Scrip Code: 532187

Dear Sir,

Investor Presentation – Unaudited Financial Results for the Quarter / Half-year ended September 30, 2016

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 / Half-year ended September 30, 2016.

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

We request you to take the same on record.

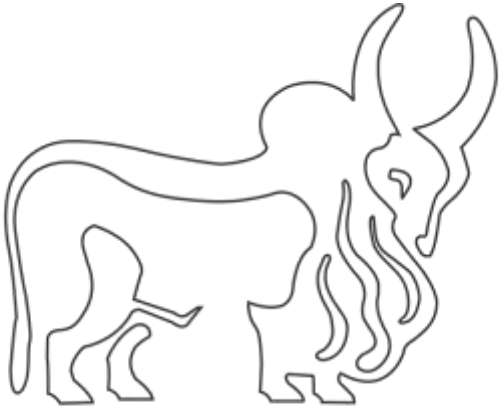
Yours faithfully,
For IndusInd Bank Limited

Haresh K. Gajwani
Company Secretary

Encl.: A/a

IndusInd Bank 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

Investor Presentation

October 12, 2016

Q2 – FY17 Performance Highlights

- Undeviating quarter with robust all round growth
- Persistent uptrend in Net Interest Income; Y-o-Y up by 33% and Q-o-Q up by 8%
- Y-o-Y PAT growth up by 26% ; Q-o-Q up by 6%
- Fee growth at 24% Y-o-Y; Non-Interest Income to revenue remains healthy at 40%
- NIM Y-o-Y up by 12 bps; hits the aspirational 4% mark for the first time
- Deposit and CASA growth above industry - 39% and 46% Y-o-Y respectively
- Credit growth above industry - 26% Y-o-Y and 6% Q-o-Q
- Net NPA at 0.37%; Credit cost 15 bps for quarter and 30 bps for half year
- Opened 31 branches during Q2; Network - 1,035 branches and 1,935 ATMs

Plan vs Outcome

Planning Cycle 3 (2014–17)

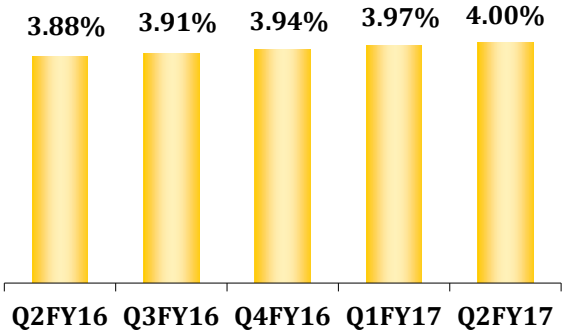
Resulting in

		Q2 FY 17 Outcome
Loan Growth	25% - 30%	26%
CASA Growth	CASA > 35%	36.54%
Fee Growth	Exceed Loan Growth	24%
Branch Network	To Double from 602	1035
Customer Base	To Double	On track

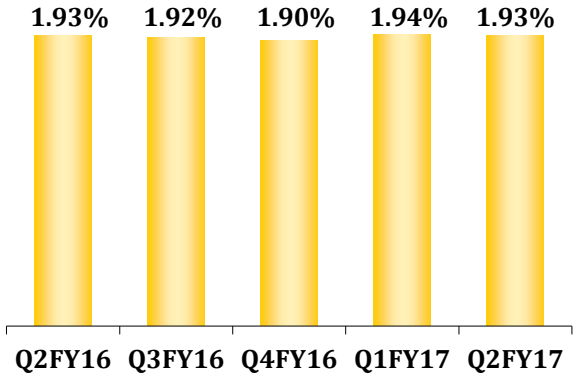
IndusInd Bank

How We Measure Up On Key Metrics

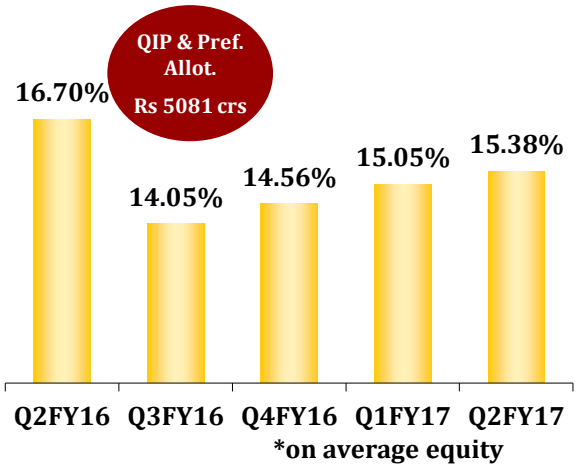
Net Interest Margin (NIM)



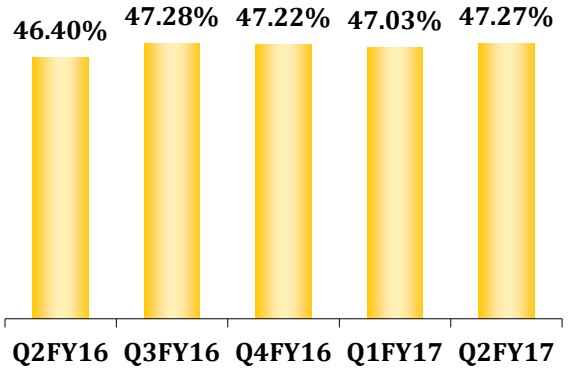
RoA



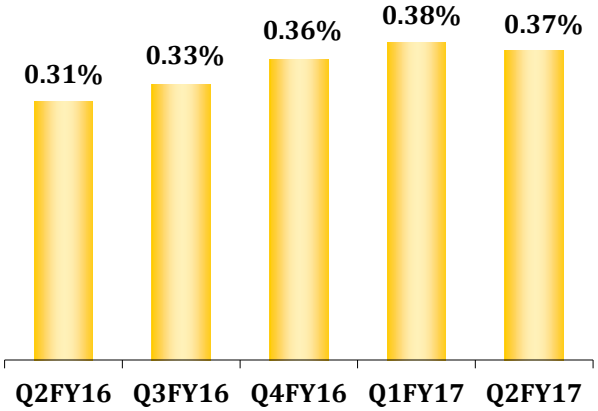
RoE*



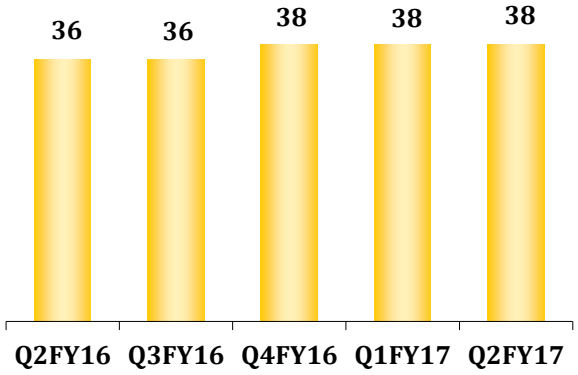
Cost /Income



Net NPA



Revenue / Employee (Rs. Lacs)



Consistent delivery of strong operating performance

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Ratings

- **ICRA AA** for Upper Tier II bond program by ICRA
- **CRISIL A1+** for certificate of deposit program by CRISIL
- **IND A1+** for Short Term Debt Instruments 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

Headline Numbers for Q2-FY17

		Y-o-Y Growth	Q-o-Q Growth
Net Interest Income	Rs 1,460 crs	33%	8%
Fee Income	Rs 971 crs	24%	-
Revenue	Rs 2,431 crs	29%	4%
Operating Profit	Rs 1,282 crs	27%	4%
Net Profit	Rs 704 crs	26%	6%

Headline Numbers for HY-FY17

		Y-o-Y Growth
Net Interest Income	Rs 2,817 crs	36%
Fee Income	Rs 1,943 crs	26%
Revenue	Rs 4,760 crs	31%
Operating Profit	Rs 2,515 crs	30%
Net Profit	Rs 1,366 crs	26%

Top line momentum

		Y-o-Y Growth	Q-o-Q Growth
Advances	Rs 98,949 crs	26%	6%
Corporate Advances	Rs 58,391 crs	26%	6%
Consumer Finance Advances	Rs 40,558 crs	27%	5%
Deposits	Rs 1,12,313 crs	39%	10%
CASA	Rs 41,034 crs	46%	17%
SA	Rs 20,567 crs	37%	8%
Borrowings	Rs 15,078 crs	(29%)	(12%)

Balance Sheet

(Rs Crs)

	Q2FY17	Q2FY16	Y-o-Y (%)		Q1FY17	Q-o-Q (%)	
Capital & Liabilities							
Capital	597	592	1%	↑	596	-	↑
Reserves and Surplus	18,518	16,178	14%	↑	17,786	4%	↑
Deposits	1,12,313	80,840	39%	↑	1,01,768	10%	↑
Borrowings	15,078	21,117	(29%)	↓	17,176	(12%)	↓
Other Liabilities and Provisions	7,332	7,152	3%	↑	8,424	(13%)	↓
Total	**1,53,838**	**1,25,879**	22%	↑	**1,45,750**	6%	↑
Assets							
Cash and Balances with RBI	5,760	4,630	24%	↑	5,224	10%	↑
Balances with Banks	5,394	5,673	(5%)	↓	6,193	(13%)	↓
Investments	32,549	26,755	22%	↑	28,740	13%	↑
Advances	98,949	78,294	26%	↑	93,678	6%	↑
Fixed Assets	1,297	1,180	10%	↑	1,276	2%	↑
Other Assets	9,889	9,347	6%	↑	10,639	(7%)	↓
Total	**1,53,838**	**1,25,879**	22%	↑	**1,45,750**	6%	↑
Business (Advances + Deposit)	2,11,262	1,59,134	33%	↑	1,95,446	8%	↑

Profit and Loss Account – Q2FY17

(Rs Crs)

	Q2FY17	Q2FY16	Y-o-Y (%)	Q1FY17	Q-o-Q (%)
Net Interest Income	1460.31	1,094.28	33% ↑	1,356.42	8% ↑
Other Income	970.42	783.54	24% ↑	972.97	- ↑
Total Income	**2,430.73**	**1,877.82**	29% ↑	**2,329.39**	4% ↑
Operating Expenses	1149.08	871.29	32% ↑	1,095.60	5% ↑
Operating Profit	**1,281.65**	**1,006.53**	27% ↑	**1,233.79**	4% ↑
Provisions & Contingencies	213.88	158.09	35% ↑	230.47	(7%) ↓
Profit before Tax	**1,067.77**	**848.44**	26% ↑	**1,003.32**	6% ↑
Provision for Tax	363.51	288.40	26% ↑	341.94	6% ↑
Profit after Tax	**704.26**	**560.04**	26% ↑	**661.38**	6% ↑

Profit and Loss Account – HY FY17

(Rs Crs)

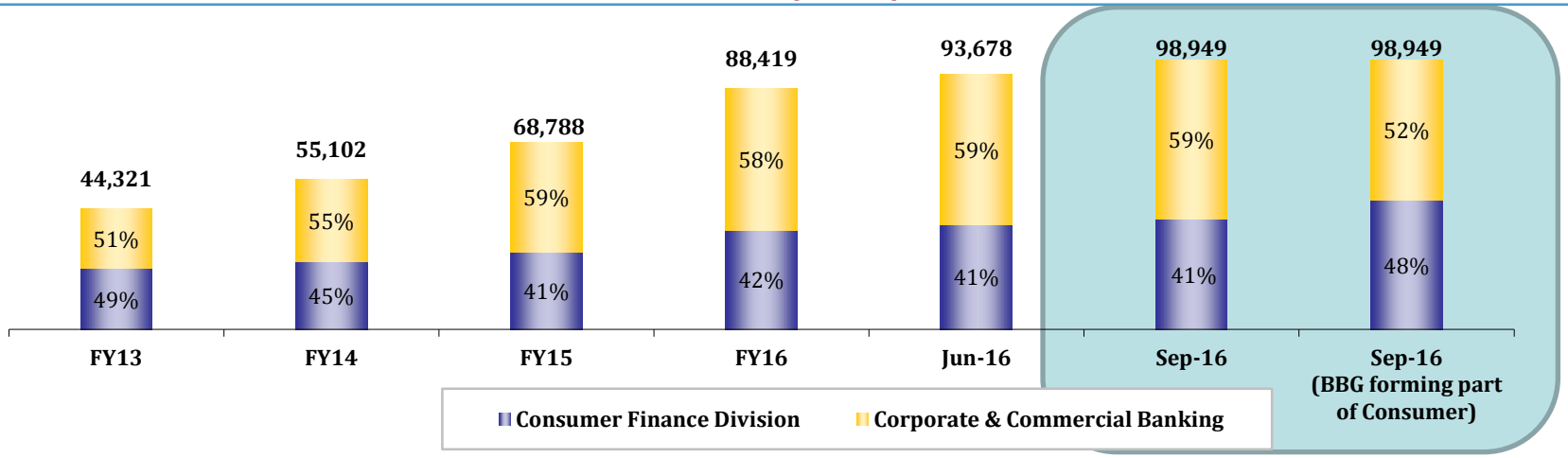
	HY-FY17	HY-FY16	Y-o-Y (%)
Net Interest Income	2,816.73	2,074.94	36% ↑
Other Income	1,943.39	1,545.15	26% ↑
Total Income	**4,760.12**	**3,620.09**	31% ↑
Operating Expenses	2,244.68	1,690.84	33% ↑
Operating Profit	**2,515.44**	**1,929.25**	30% ↑
Provisions & Contingencies	444.35	281.42	58% ↑
Profit before Tax	**2,071.09**	**1,647.83**	26% ↑
Provision for Tax	705.45	562.75	25% ↑
Profit after Tax	**1,365.64**	**1,085.08**	26% ↑

Key Financial Indicators

	Q2FY17	Q2FY16	Q1FY17
Return on Assets	1.93%	1.93%	1.94%
ROE (On average equity)	15.38%	16.70%	15.05%
Cost / Income Ratio	47.27%	46.40%	47.03%
Net Interest Margin	4.00%	3.88%	3.97%
Net NPA	0.37%	0.31%	0.38%
EPS (annualized, Rs. per share)	47.24	38.16	44.44
Capital + Reserves (Excl. Revaluation Reserve)	18,737	16,384	18,002

Well Diversified Loan Book

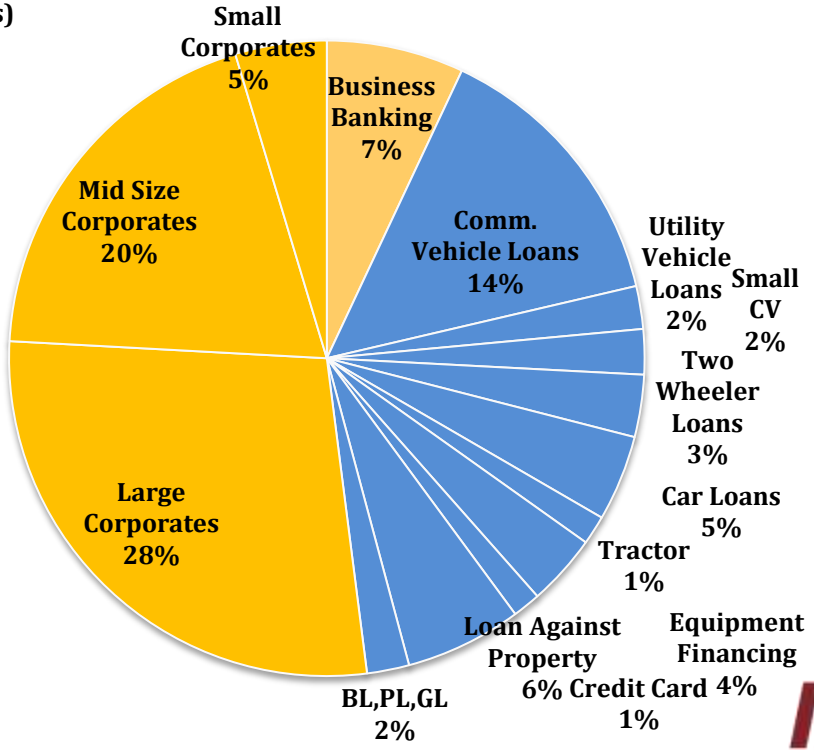
Loan Book (Rs crs)



(Rs crs)

Corporate Banking	Sep-16	
Large Corporates	27,588	28%
Mid size Corporates	19,284	19%
Small Corporates*	11,519	12%
Total Advances	**58,391**	**59%**

*Includes Business Banking Rs. 6,916 crs managed by Consumer Banking



(Rs crs)

Consumer Finance	Sep-16	
Comm. Vehicle Loans	14,208	15%
Utility Vehicle Loans	2,157	2%
Small CV	2,274	2%
Two Wheeler Loans	3,134	3%
Car Loans	4,324	5%
Tractor	1,460	1%
Equipment Financing	3,597	4%
Credit Card	1,408	1%
Loan Against Property	5,872	6%
BL, PL, GL, Others	2,124	2%
Total Advances	40,558	41%

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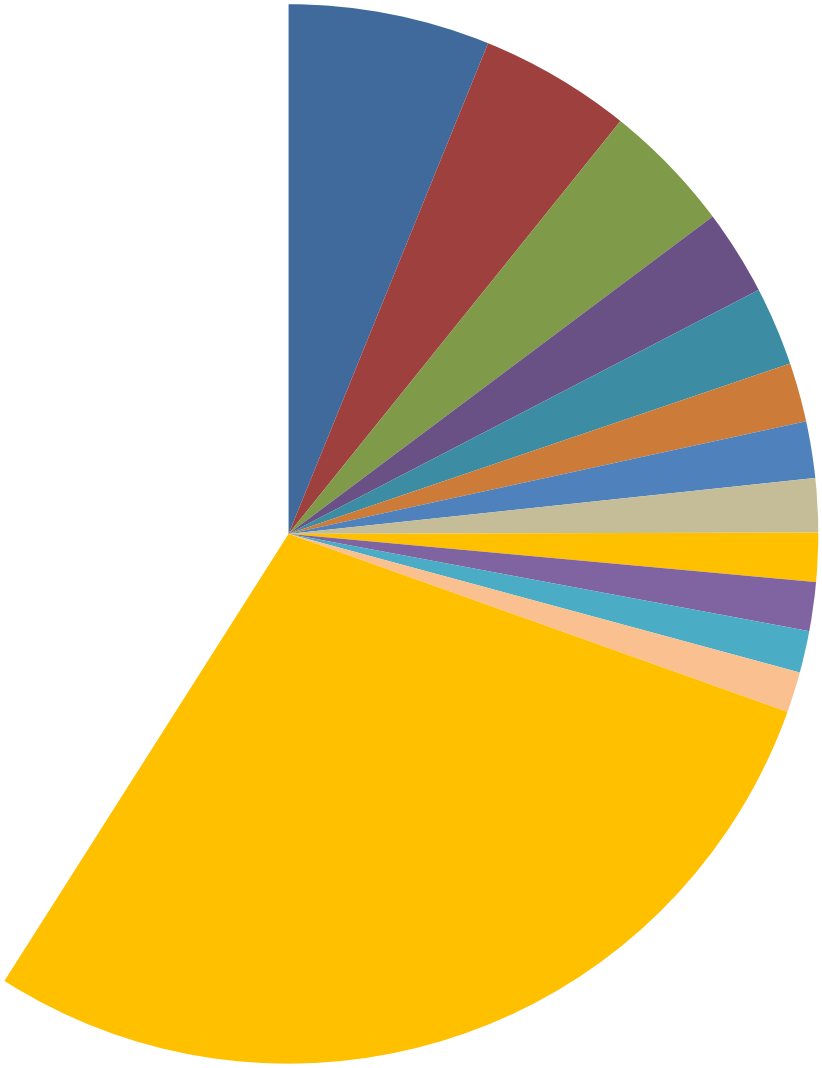
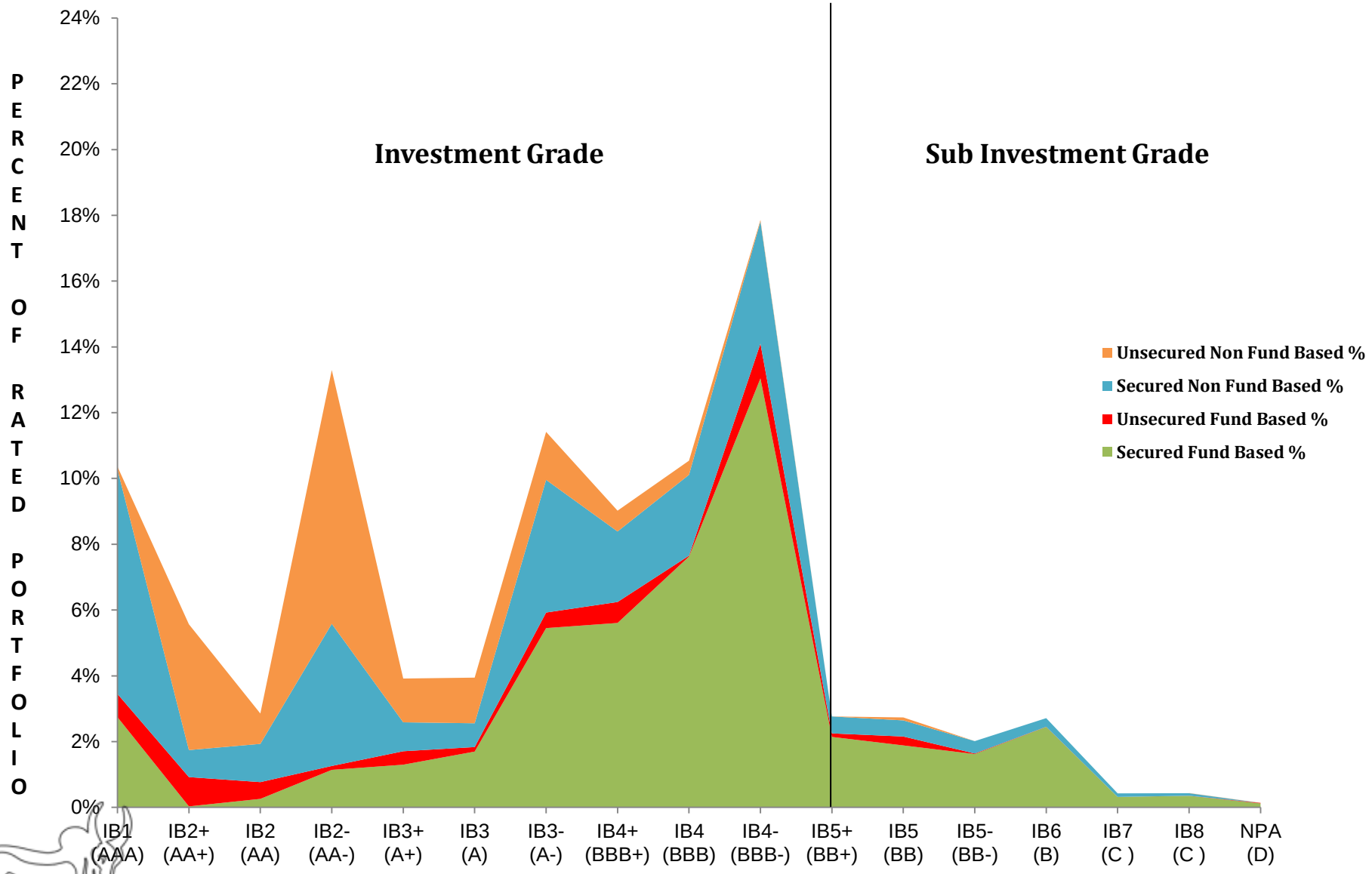
Diversified Corporate Loan Book



Gems and Jewellery	6.15%
Lease Rental	4.63%
Telecom- Cellular	4.00%
Microfinance	2.61%
Real Estate	2.41%
Steel	1.80%
Power Generation	1.73%
Housing Finance Companies	1.64%
Media,Entertainment & Advt	1.49%
Constn related to infra.- EPC	1.49%
Services	1.27%
Contract Construction-Civil	1.24%
Other Industry	28.56%

Well Rated Corporate Portfolio



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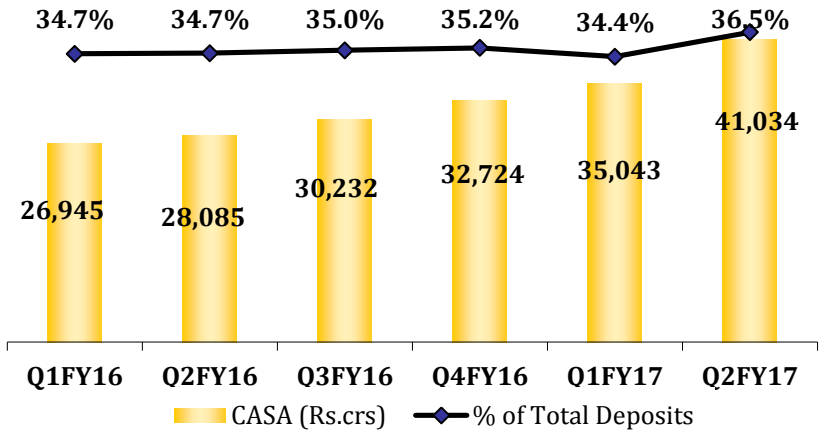
Improving CASA profile

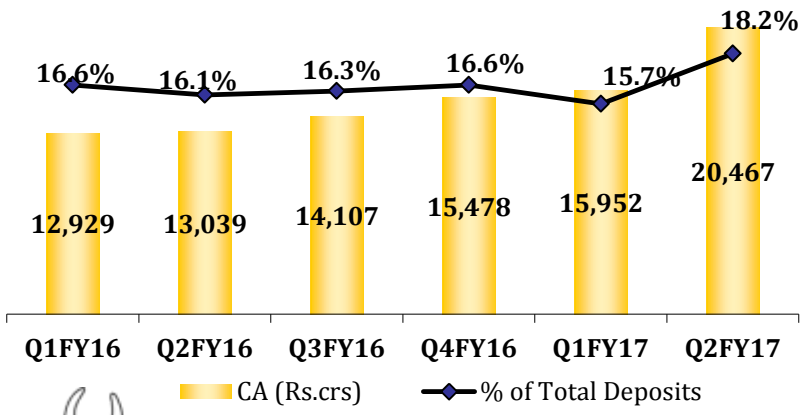
Building CASA traction

- 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

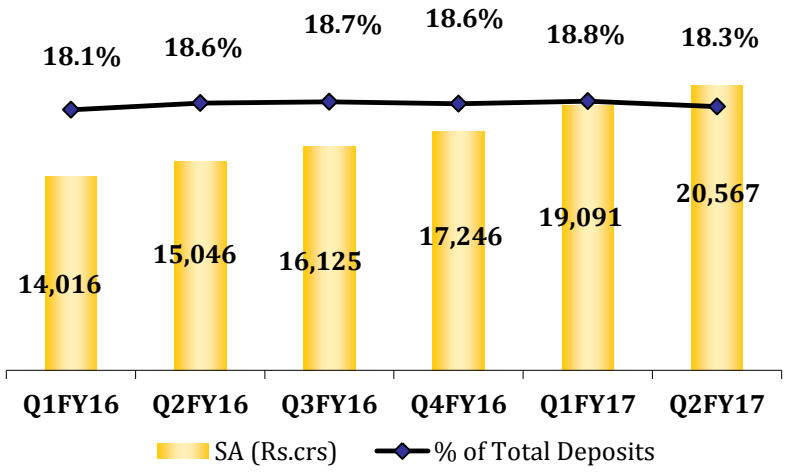
CASA Uptick



Current Account (CA)



Savings Account (SA)



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Other Income

(Rs crs)

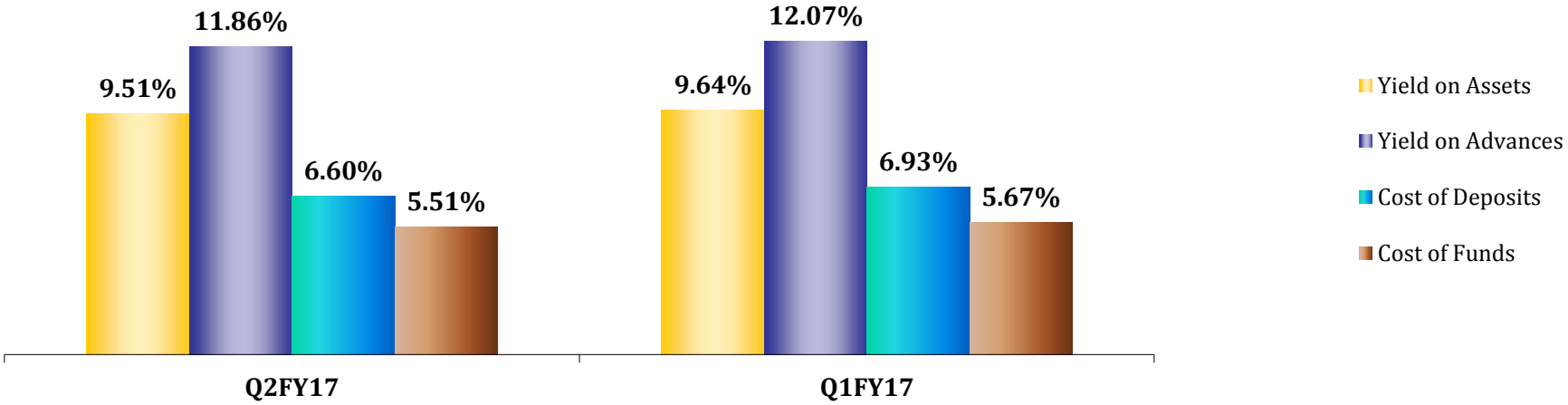
	Q2FY17	Q2FY16	Y-o-Y (%)	Q1FY17	Q-o-Q(%)
Core Fee	825.57	673.30	23% ↑	781.91	6% ↑
Securities/MM/FX Trading/Others	144.85	110.24	31% ↑	191.06	(24%) ↓
Total	**970.42**	**783.54**	**24% ↑**	**972.97**	**-**

Diverse Revenues from Core Fee Income

(Rs crs)

	Q2FY17	Q2FY16	Y-o-Y(%)	Q1FY17	Q-o-Q(%)
Trade and Remittances	102.50	84.35	22% ↑	109.34	(6%) ↓
Foreign Exchange Income	155.63	169.57	(8%) ↓	150.97	3% ↑
Distribution Fees (Insurance, MF, Cards)	155.77	119.21	31% ↑	136.69	14% ↑
General Banking Fees	49.43	41.39	19% ↑	55.53	(11%) ↓
Loan Processing fees	201.48	144.78	39% ↑	215.06	(6%) ↓
Investment Banking	160.75	114.00	41% ↑	114.32	41% ↑
Total Core Fee Income	**825.57**	**673.30**	**23% ↑**	**781.91**	**6% ↑**

Yield / Cost Movement



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

Segment-wise Yield

	Q2FY17		Q1FY17	
	Outstanding (Rs crs)	Yield (%)	Outstanding (Rs crs)	Yield (%)
Corporate Bank	58,391	9.92%	55,087	10.18%
Consumer Finance	40,558	14.57%	38,591	14.62%
Total	**98,949**	**11.86%**	**93,678**	**12.07%**

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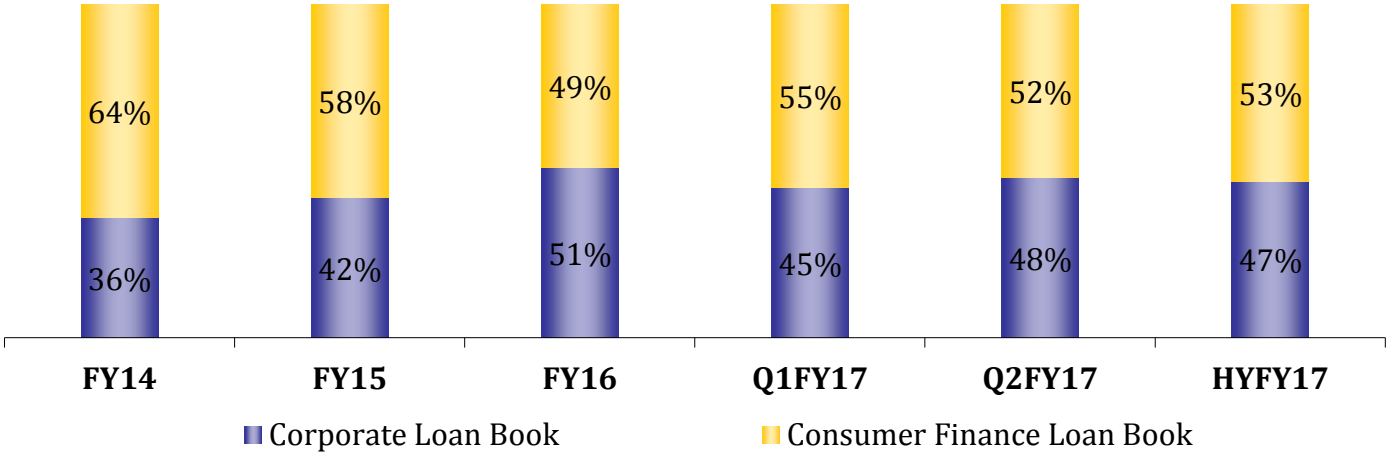
Credit Cost

(Rs crs)

	FY14	FY15	FY16	Q1FY17	Q2FY17	HYFY17
Corporate Bank	93.70	143.74	257.68	64.65	73.57	138.22
Consumer Finance	169.97	195.19	243.82	79.70	78.13	157.83
Gross Credit Costs	**263.67**	**338.93**	**501.50**	**144.35**	**151.70**	**296.05**
Gross Credit Costs *(Basis Points on Advances)*	**48**	**49**	**57**	**15**	**15**	**30**
Net Credit Cost	**227.94**	**323.19**	**468.00**	**138.70**	**143.29**	**281.99**
Net Credit Costs (Basis Points on Advances)	**41**	**48**	**53**	**15**	**14**	**28**
PCR	**70%**	**63%**	**59%**	**59%**	**59%**	**59%**



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Loan Portfolio - Movement in NPA and Restructured Advances

(Rs crs)

	Q2FY17			Q1FY17		
	Corporate	Consumer	Total	Corporate	Consumer	Total
Opening Balance	420	441	**861**	382	395	**777**
Additions	73	188	**261**	94	159	**253**
Deductions	69	154	**223**	56	113	**169**
Gross NPA	424	475	**899***	420	441	**861***
Net NPA			**369**			**356**
% of Gross NPA			**0.90%**			**0.91%**
% of Net NPA			**0.37%**			**0.38%**
Provision Coverage Ratio (PCR)			**59%**			**59%**
Restructured Advances			**0.44%**			**0.49%**

***After sale to ARC Rs. 41crs (Rs. 17 crs)**

NPA Composition – Consumer Finance - Vehicles

(Rs crs)

Q2-FY17	Com. Vehicle	Utility	Const. Equip.	Small CV	TW	Cars	LAP & others	Tractor	Cards	Total
Gross NPA	152	25	51	22	116	21	57	7	24	**475**
Gross NPA %	1.07%	1.17%	1.40%	0.97%	3.62%	0.49%	0.71%	0.49%	1.68%	**1.17%**

Q1-FY17	Com. Vehicle	Utility	Const. Equip.	Small CV	TW	Cars	LAP & others	Tractor	Cards	Total
Gross NPA	150	27	48	23	98	20	50	3	22	**441**
Gross NPA %	1.08%	1.27%	1.39%	1.05%	3.15%	0.49%	0.68%	0.24%	1.73%	**1.14%**

CRAR

(Rs Crs)

	30 Sep 16	30 Jun 16
	Basel – III	Basel – III
Risk Weighted Assets		
- Credit Risk, CVA and UFCE	1,09,512	1,05,027
- Market Risk	6,377	5,091
- Operational Risk	11,466	11,466
- Total RWA	**1,27,355**	**1,21,584**
Core Equity Tier 1 / Tier 1 Capital Funds	18,697	18,000
Tier 2 Capital Funds	814	744
Total Capital Funds	**19,512**	**18,744**
CRAR	**15.32%**	**15.42%**
CET1 / Tier 1	14.68%	14.81%
Tier 2	0.64%	0.61%

Distribution Expansion to Drive Growth

Note: Numbers given above are total branches in each state

Strengthening Distribution Infrastructure

Particulars	Dec. 31, 2015	Mar. 31, 2016	June 30, 2016	Sept 30, 2016
Branch Network	905	1,000	1,004	1,035*
ATMs	1,621	1,800	1,885	1,935

*includes 70 specialized branches

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

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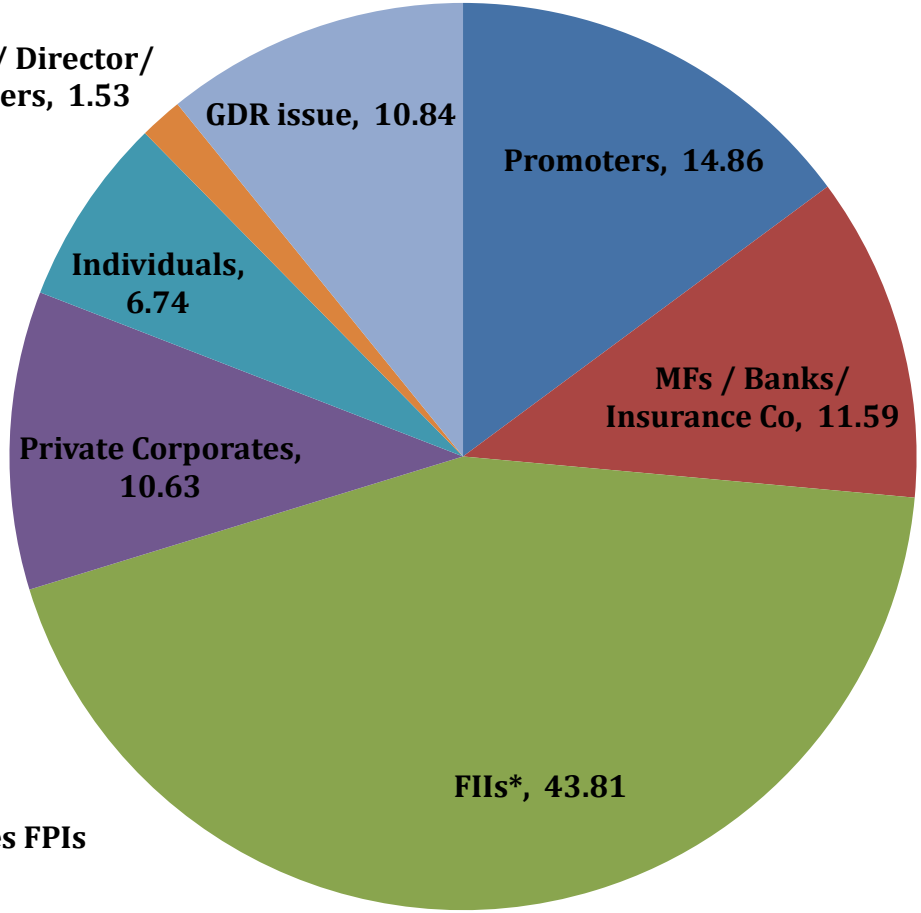
Shareholding Pattern

September 30, 2016



*includes FPIs

IndusInd Bank

Accolades

Accolades

IndusInd Bank features among Forbes' Super 50 Companies in India.

IndusInd Bank Awarded the "Best Bank Award" for Innovative Use of Technology at the 12th IDRBT Banking Technology Excellence Awards 2015-16.

IndusInd Bank

Accolades

Mr. Romesh Sobti was awarded as 'The Banker of the Year' at the Financial Express Best Banks Awards 2015.

IndusInd Bank received 'Runner-up award' - New Private Sector Bank' category, at the Financial Express Best Banks Awards 2015.

Accolades

IndusInd Bank has been ranked No. 12 in the prestigious 'Brandz Top 50 Most Valuable Indian Brands 2016'as adjudged by Kantar Millward Brown and WPP with a brand value of $ 1.80 bn - a growth of 18% from last year.

IndusInd Bank was recognized as a 'Symbol of Excellence' in the Banking category, at Economic Times Best BFSI Brands 2016.

Accolades

IndusInd Bank was honoured with the CNBC Asia's Corporate Social Responsibility Award.

The Bank was recognized as the Best Private Sector Bank for Retail Growth Performance at Dun & Bradstreet "India's Leading SME Companies & SME Business Excellence Awards 2016".

Thank you

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