

July 31, 2018

The Manager – Listing Department National Stock Exchange of India Limited Exchange Plaza, Bandra-Kurla-Complex, Bandra (East), Mumbai - 400 051 NSE Scrip Code: IDFC The Manager – Listing Department BSE Limited 1<sup>st</sup> Floor, P.J. Towers, Dalal Street, Mumbai - 400 001 BSE Scrip Code: 532659

### IDFC Limited – Presentation on Q1FY19-(Quarter ended June 30, 2018)

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, 2018.

This is for your information and records

Thanking you,

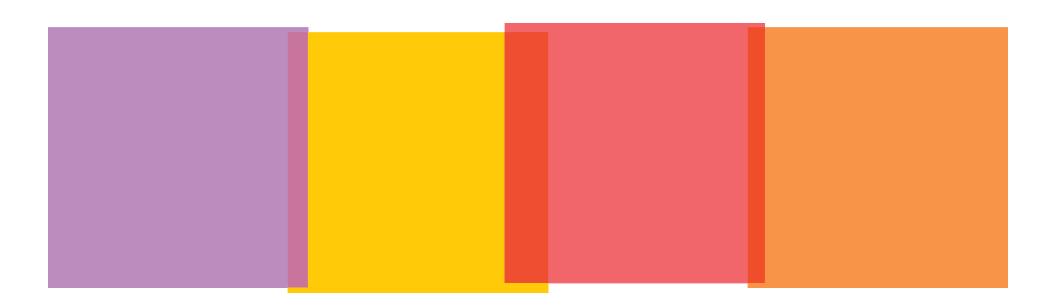
Yours faithfully, For IDFC Limited

Amol A. Ranade Company Secretary



# Q1FY19 FINANCIALS

JUNE 30, 2018





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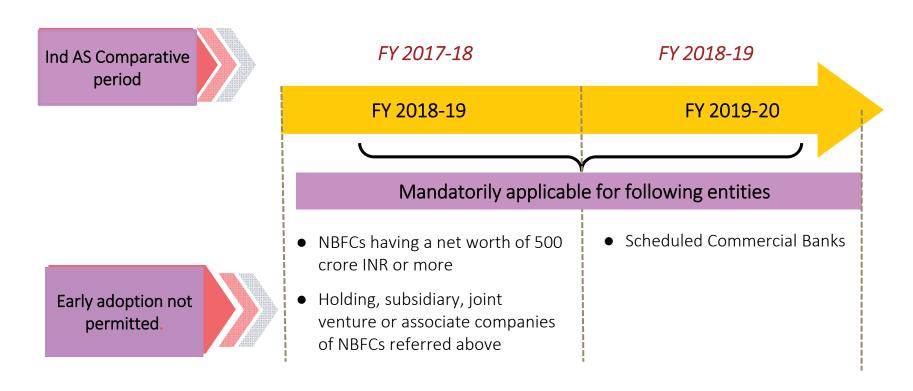


### First time adoption of Indian Accounting Standard (Ind-AS)

Ind AS applicable to IDFC Limited from April 1, 2018.

IDFC Limited to publish standalone Ind AS financials on quarterly basis. IDFC Limited will publish consolidated Ind AS results for the year ended March 31, 2019.

All subsidiaries of IDFC Limited are required to prepare Ind AS financials from April 1, 2018.





# Key Highlights

	Balance Sheet (Standalone) Ind AS ₹ 9,816 Cr		PAT  Standalone (Ind AS) –  ₹ 3 Cr
IDFC Bank  PAT (IGAAP)  ₹ 192 Cr (including profit of IBL)		IDFC Bank  CASA: ₹ 6,083 Cr  Retail: ₹ 2,078  Wholesale: ₹ 4,006 Cr	
	AMC QAAUM: ₹ 69,591 Cr (₹ 61,361 Cr) YoY 13%  Market Share: 3.0%  PAT (Ind AS): ₹ 14.32 Cr		Alternatives  Infra Vertical sale completed in July 18 PE/RE being sold  PAT (Ind AS): ₹ 36.98 Cr
IIFL Loan Book: ₹ 4,528Cr (₹ 2,893 Cr) YoY 56%  PAT (Ind AS): ₹ 23.9 Cr Capital Adequacy: 21.1%		Securities  Market Share:  MF 3.6% PY 4.0%  DII 4.0% PY 4.9%  FIIs 0.6% PY 0.9%  PAT (Ind AS): ₹ 4.25 Cr	<b>■</b> D

IDFC LIMITED

# IDFC Ltd Income Statement – Ind AS (Standalone)

Particulars	Ind AS
Revenue from operations	
Interest Income	1.24
Fees	0.11
Realised/ unrealised gain on investments	9.70
Others- Sale of power	3.44
Total Revenue from operations	14.49
Other Income	3.86
Total Income	18.35
Expenses	
Provisions on standard assets	0.54
Employee Benefits Expenses	5.48
Depreciation, amortization and	1.34
Others expenses	3.72
Total Expenses	11.08
Profit/(loss) before tax	7.27
Tax Expense:	
Current Tax	3.73
Deferred Tax	0.57
Profit/(loss) for the period	2.97
Other Comprehensive Income	
Items not be reclassified to profit or loss	0.05
Income tax on above	(0.01)
Other comprehensive income	0.03
Total comprehensive income	3.00



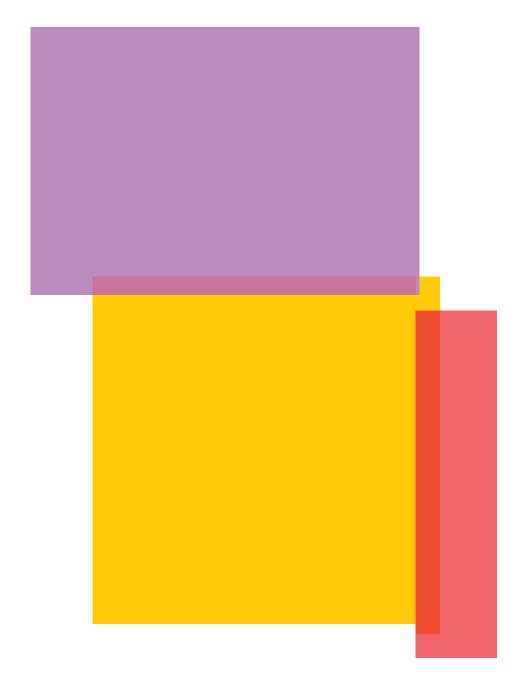
# Financial Performance by Legal Entities

Particulars	IDFC	Bank + IBL	AMC	Alternative	IIFL	Securities	FHCL*
Applicable Accounting Standard	Ind AS	IGAAP	Ind AS	Ind AS	Ind AS	Ind AS	Ind AS
% Holding		54.30%	100%	100%	81.48%	100%	100%
Income	18	756	74	54	106	16	56
Operating Expenses	11	496	52	17	82	11	2
<b>Pre Provisioning Operating Profit</b>	7	260	22	37	24	5	54
Provisions	-	23	-	-	-	-	-
Tax	4	46	8	-	-	1	-
PAT	3	192	14	37	24	4	54

<sup>\*</sup> Includes subsidiary dividend of INR 53 cr

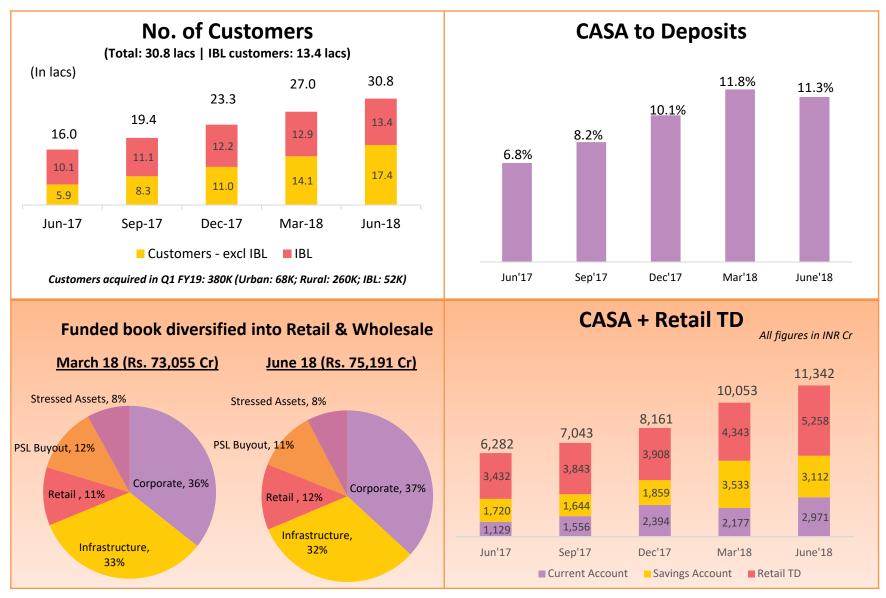


# **IDFC BANK**





### Key Highlights: Q1 FY19





## Q1 FY19 Brief Summary (MIS – Standalone + IBL)

Network Total: 19,138 (18,096) Branches: 170 (150) BC & IBL: 412 (387) Customer Access Points: 18,457 (17,474) ATM: 99 (85)	Funded & Nor Funded <sup>2</sup> : ₹ 75,1 (Mar FY18: ₹ 73 Non-funded (LC ₹ 26,200 Cr (Mar FY18: ₹ 27	191 Cr 3,055) C/BG/LoU):	Gross Asset Mix ₹ 125,970 Cr (FY18: ₹ 1,29,473 Cr)  Gross Advances Gross Credit Inv. Cash & Bank Cash & Bank Statutory Inv. Trading Inv. Other Assets 7,962	Funding mix ₹ 101,648 Cr  (FY18: ₹ 105,485 Cr)  CASA Retail TD Legacy long term Bonds Corp. fixed deposits Certificate of Deposits CBLO/Repo/LAF Others  CSUBD T 12,793 COTO TO	
CASA Ratio <sup>1</sup> 11.30% (Mar'18: 11.85%)  CASA: ₹ 6,083 Cr (₹5,710 Cr)  Retail: ₹ 2,078 (₹ 1,617 Cr)  Wholesale: ₹ 4,006 Cr (₹ 4,093 Cr)	Deposits  CASA: ₹ 6,083 (₹ 5,710)  Term Deposits: ₹ 26,888  (₹ 22,826)  Certificate of Deposits: ₹ 21,086 (₹ 19,662)		NIMs 2.0% (Q4 FY18: 1.7%)	Yields 9.1% (Q4 FY18: 8.9%)	
<b>Operating Income</b> ₹ 756 Cr (Q4 FY18: ₹ 686)  NII: ₹ 444Cr (₹ 338)  Non Int: ₹ 123 Cr (₹ 107)  Treasury Income: ₹ 32 Cr (₹ 35)  Asset Sale: ₹ 157 Cr (₹ 205)	Cost/Income  65.6% (Q4 FY18: 72.6%)		PAT  ₹ 192 Cr (Q4 FY18: ₹ 54 Cr, Q1 FY18: 438 Cr) Q1 FY18 Asset Sale higher by ₹ 324 Cr	RoA   RoE  0.6%   5.0% (Q4 FY18: 0.2%   1.4%)	
<b>EPS   BVPS 0.6   45.4</b> (Q4 FY18: 0.2   44.8)	Asset C GNPL: 3.2% (Mar' 18: 3.3%)  NNPL: 1.6% (Mar' 18: 1.7%)	Net RSA: 1.3% (Mar' 18: 1.0%) Net SR: 2.9% (Mar' 18: 3.0%)	Capital Adequacy <sup>2</sup> 19.3% (Mar FY18 18.0%)  Tier 1: 18.89% Tier2: 0.36%	Headcount  10,860 (Mar' 18: 9,670)  Standalone (Ex IBL): 6,590 (Mar' 18: 5,814)	

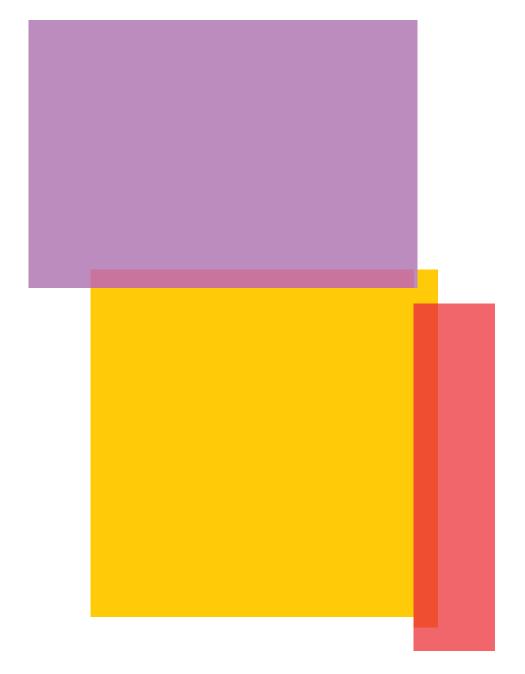
<sup>1.</sup> CASA Ratio = CASA/(CASA+TD+CD) 2. Net of Technical write-off and includes RIDF



<sup>•</sup> Note: ( ) denotes Q4 FY18 numbers

<sup>2.</sup> Standalone

# FINANCIAL HIGHLIGHTS





### Balance sheet

In INR Cr.	Jun-17	Mar-18	Jun-18	% Growth (QoQ)	% Growth (YoY)
Shareholders' Funds	15,125	15,257	15,438	1%	2%
Deposits	41,959	48,198	54,057	12%	29%
Borrowings	56,250	57,287	47,591	(17%)	(15%)
Other liabilities and general provisions	5,911	5,778	5,934	3%	0%
Total Liabilities	119,245	126,520	123,021	(3%)	3%
Cash and Bank Balances	2,101	1,768	2,545	44%	21%
Net Retail and Wholesale Assets	62,675	70,099	72,240	3%	15%
Net Advances <sup>1</sup>	46,205	52,165	53,215	2%	15%
Gross Advances	48,488	53,753	54,809	2%	13%
Less: Specific Provisions	(2,283)	(1,588)	(1,594)	0%	(30%)
Credit Investments	16,470	17,934	19,025	6%	16%
Credit Book	14,482	16,136	17,279	7%	19%
Loan Equity	3,418	3,163	3,103	(2%)	(9%)
Less: Specific Provision	(1,430)	(1,365)	(1,356)	(1%)	(5%)
Statutory Investments	17,467	19,458	19,572	1%	12%
CRR	2,630	3,124	3,089	(1%)	17%
SLR	14,837	16,334	16,483	1%	11%
Trading Investments	29,618	27,899	20,701	(26%)	(30%)
Fixed and Other Assets	7,384	7,296	7,962	9%	8%
Total Assets	119,245	126,520	123,021	(3%)	3%



<sup>1.</sup> Gross Advances and Provisions are net of Technical write off of Rs. 1,000 crore.

### Funded Assets: Retail grows 17% QoQ; Corporate grows 6%

In INR Cr	Jun-17	Mar-18	Jun-18%	Growth (QoQ)	% Growth (YoY)
Retail	3,440	7,966	9,323	17%	171%
Wholesale	46,463	50,249	51,620	3%	11%
Corporate	18,157	26,059	27,696	6%	53%
Infrastructure	28,306	24,190	23,924	(1%)	(15%)
PSL Buyout	8,861	8,980	8,463	(6%)	(4%)
Stressed Assets	5,562	4,874	4,827	(1%)	(13%)
SRs	2,062	1,984	1,958	(1%)	(5%)
Technical Write offs	(0)	(998)	(1,000)	0%	NM
Total	66,388	73,055	75,191	3%	13%

### Non-Funded Assets

In INR Cr	Jun-17	Mar-18	Jun-18	% Growth (QoQ)	% Growth (YoY)
Trade Non Funded Assets	20,482	27,905	26,200	(6%)	28%
Forward and Derivative Contracts	162,775	187,428	209,938	12%	29%
Total	183,257	215,333	236,138	10%	29%



### **Retail Assets Overview**

In INR Cr	June'17	March'18	June'18	% Growth (QoQ)	% Growth (YoY)
Rural	1,785	3,219	3,619	12%	103%
JLG	1,737	3,042	3,384	11%	95%
Micro Enterprise Loan	45	158	205	30%	360%
Equipment Hypoth Loan	3	13	15	21%	342%
Micro Housing Loan	-	7	15	100%	NM
Urban	1,655	4,748	5,704	20%	245%
Home Loan	694	1,610	1,911	19%	175%
Loan Against Property	159	621	776	25%	388%
Personal Loan	125	374	483	29%	287%
Business Loan	-	24	59	147%	NM
Commercial Vehicle	124	538	571	6%	362%
Two-Wheeler Loan	17	44	46	4%	163%
SME	294	928	1,114	20%	279%
MSME	195	512	640	25%	229%
Working capital – Partnership	48	97	103	7%	114%
Retail (Funded)	3,440	7,966	9,323	17%	171%



### Wholesale Assets Overview

In INR Cr	Jun-17	Mar-18	Jun-18	% Growth (QoQ)	% Growth (YoY)
Wholesale Bank	46,463	50,249	51,620	3%	11%
Corporates	18,157	26,059	27,696	6%	53%
Conglomerates	3,318	3,941	3,289	-17%	0%
Health, Education, LRDs	3,181	4,127	4,373	6%	38%
LC	3,523	5,565	5,422	-3%	54%
ELC	3,295	6,829	7,174	5%	117%
MNC	733	637	711	12%	-3%
DFIG	4,106	4,960	6,728	39%	66%
Infrastructure	28,306	24,190	23,924	-1%	-15%
Good Infra	18,443	16,303	16,403	1%	-11%
Rundown Infra	9,862	7,887	7,521	-5%	-24%
PSL Buyout	8,861	8,980	8,463	-6%	-4%
PTC	6,840	6,206	5,570	-10%	-19%
DA	2,021	654	591	-10%	-71%
RIDF	-	2,120	2,302	9%	NM

<sup>\*</sup> Gross position as on  $30^{\mathrm{th}}$  June 2018 without considering technical write-off of Rs 990 Cr



### **Stressed Assets**

Particular	Jun-17	Mar'18	Jun'18
Stressed Assets <sup>1</sup>	5,564	4,874	4,827
NPL	2,004	2,769	2,765
Others Loans	2,204	927	918
Stressed Equity	1,356	1,178	1,144
Provisions	3,458	3,707	3,717
NPL	1,200	1,878	1,884
Others Loans	1,160	814	825
Stressed Equity	1,098	1,015	1,008
PCR	62%	76%	77%
NPL (% of stressed assets)	36.0%	56.8%	57.3%
GNPL <sup>2</sup>	4.1%	3.3%	3.2%
NNPL	1.7%	1.7%	1.6%



Without considering technical write-off
 Considering technical write-off

## **Treasury Assets**

Particulars	30-Jun-17	31-Mar-18	30-Jun-18	% Growth (QoQ)	% Growth (YoY)
CRR	2,630	3,124	3,089	-1%	17%
нтм	14,442	14,661	16,008	9%	11%
Trading Investments (A+B+C-D)*	30,013	29,575	21,176	-28%	-29%
SLR + LCR (Non - repoable) - A	3,760	3,614	3,473	-4%	-8%
Central Govt Securities	922	2,241	2,241	0%	143%
State Govt Secutrities	605	1,373	913	-34%	51%
Treasury Bills	2,233	-	319	NM	-86%
Bonds (Non - Repoable) - B	5,899	5,438	4,020	-26%	-32%
Certificate of Deposit	74	249	-	-100%	-100%
Commercial Paper	9	524	24	-95%	167%
Bonds & Debentures (ex Tax free)	2,086	2,046	1,367	-33%	-34%
Tax Free Bonds	2,580	2,619	2,629	0%	2%
Mutual Funds	1,150	-	-	NM	-100%
Trading Book (Repoable) - C	20,366	20,548	13,787	-33%	-32%
Central Govt Securities	7,432	17,349	10,279	-41%	38%
State Govt Securities	1,087	3,171	1,970	-38%	81%
Treasury Bills	11,847	28	1,538	5393%	-87%
(Less) Provision - D	12	25	104	322%	751%
Net Book value	47,085	47,360	40,273	-15%	-14%

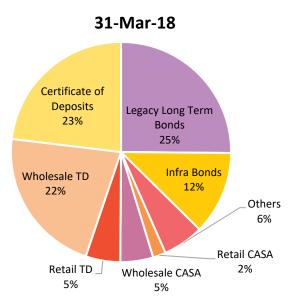
<sup>\*</sup> HFT + AFS (subject to MTM)

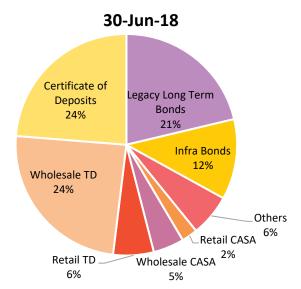


### Borrowing & Deposit analysis

In INR Cr	30-Jun-17	31-Mar-18	30-Jun-18	% Growth (QOQ)	% Growth (YOY)
Legacy Long Term Bonds	26,026	21,405	18,909	(12%)	(27%)
Infra Bonds	10,434	10,434	10,434	0%	0%
Others (ECB / FCY / Term Loans)	3,047	5,109	5,456	7%	79%
CASA	2,850	5,710	6,083	7%	115%
- Retail	704	1,617	2,078	29%	195%
- Wholesale	2,146	4,093	4,006	(2%)	87%
Term Deposits	24,822	22,826	26,887	18%	8%
- Retail	3,447	4,343	5,258	21%	53%
- Wholesale	21,375	18,483	21,629	17%	1%
Certificate of Deposits	14,288	19,662	21,086	7%	48%
Borrowings + Deposits	81,467	85,146	88,855	4%	9%
Money Market (CBLO / REPO)	16,743	20,339	12,793	(37%)	(24%)
Total Borrowings	98,210	105,485	101,648	(4%)	4%

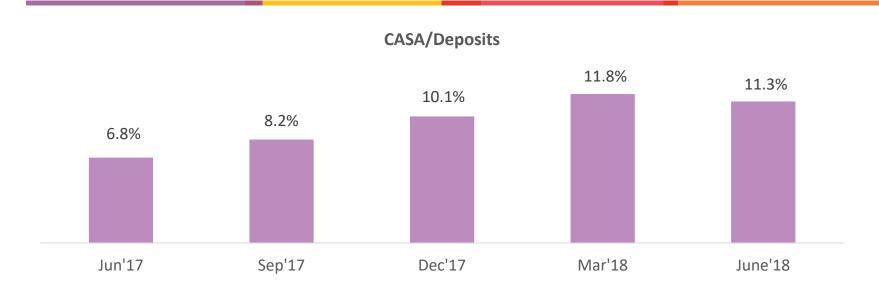
### Composition of Borrowing (Excl CBLO / REPO)



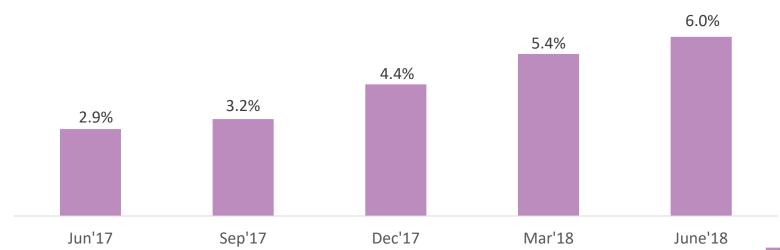




### CASA to Deposit Ratio

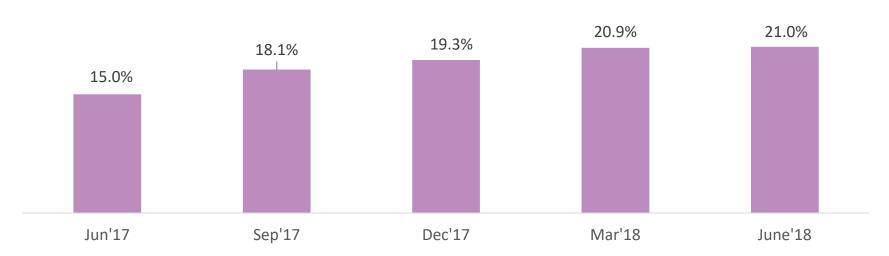


### CASA/(Deposits+Borrowings)

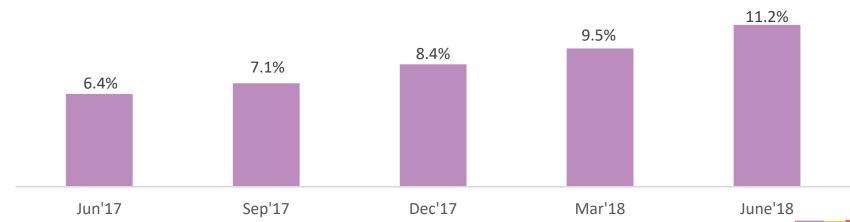




### (CASA + Retail TD)/Deposits



### (CASA + Retail TD)/(Deposits+Borrowings)





### Profit & Loss Statement (MIS-Standalone + IBL)

Particulars	FY 18	Q1 FY18	Q4 FY18	Q1 FY19	% Growth (QoQ)	% Growth (YoY)
Operating Income	2,391	604	481	599	25%	(1%)
Net Interest Income	1,575	371	338	444	31%	20%
Wholesale	1,204	317	258	323	25%	2%
Retail	519	96	159	183	15%	91%
PSL Drag	(148)	(24)	(62)	(26)	NM	NM
SRs	(140)	(36)	(33)	(34)	NM	NM
Stressed Assets	140	17	16	(2)	NM	NM
Non Interest Income	495	143	107	123	15%	(14%)
Recurring Fees	375	94	98	120	22%	28%
Loan Related Fees	141	50	28	41	48%	(17%)
Trade & Cash Mgt Fees	122	26	33	40	22%	57%
Client Fx Margins Debit Cards & Digital Trans.	63	11	18	20	11%	88%
Fees	30	3	13	13	3%	287%
Wealth Management	8	2	3	3	(14%)	74%
Other Retail Fees	11	2	3	2	(20%)	17%
Other Fees	120	50	9	3	(68%)	(94%)
IB Fees	61	31	8	1	(83%)	(96%)
DCM & Syndication fees	58	19	0	2	`NM <sup>´</sup>	`NM <sup>´</sup>
Other Income	1	0	1	(1)	NM	NM
Treasury Income	321	90	35	32	(9%)	(65%)
Operating Expenses	1,757	423	497	496	(0%)	17%
HR	699	169	191	205	8%	21%
Non HR	914	221	272	247	(9%)	12%
IBL Expenses	144	33	35	44	25%	32%
PPOP	633	181	(17)	104	NM	(43%)
Specific Provision	338	(10)	315	13	(96%)	NM
Other Provisions	13	(4)	24	10	(58%)	NM
PBT (Excl Asset Sale)	282	195	(357)	81	NM	(59%)
Asset Sale/one offs	833	481	205	157	(24%)	(67%)
РВТ	1,116	676	(152)	237	NM	(65%)
Tax	235	238	(206)	46	NM	(81%)
PAT	881	438	54	192	252%	(56%)

FY18 numbers have been reinstated for consistency with the current period. Following are the major changes to the FY 18 numbers shared last quarter

- Retail NII has been grossed up with the Commission paid to IBL and Other BCs and the same has been shown in opex line.
- Some of the Operating expenses items such as DICGC premium, brokerage, etc which were netted off from NII earlier have been moved to Operating expenses.



### **Spread Analysis**

Particulars	FY18	Q1 FY18	Q4 FY18	Q1 FY19
Yields	9.2%	9.1%	8.9%	9.1%
Retail	16.2%	17.8%	15.7%	14.8%
Wholesale Bank (incl. PSL Buyout)	9.1%	9.2%	8.6%	8.8%
Corporate Banking	9.0%	9.2%	8.7%	8.9%
Infrastructure	9.8%	10.0%	9.2%	9.4%
Wholesale Bank (excl. PSL Buyout)	9.5%	9.7%	9.0%	9.1%
PSL Buyout	6.8%	6.7%	6.7%	6.7%
Stressed Assets	4.1%	2.6%	3.3%	2.5%
Average Cost of Funds	7.5%	7.4%	7.3%	7.3%
Core Deposits	5.6%	5.6%	5.4%	5.3%
Corporate Deposits	6.5%	6.5%	6.7%	6.8%
Legacy Borrowings	8.9%	8.8%	9.1%	8.8%
Spreads	1.7%	1.7%	1.6%	1.8%

<sup>\*</sup> Yields excluding SRs

- Yields grossed up for commission paid to IBL and other BCs
- Yields and Cofs excluding treasury assets and CBLO / REPO borrowings respectively

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

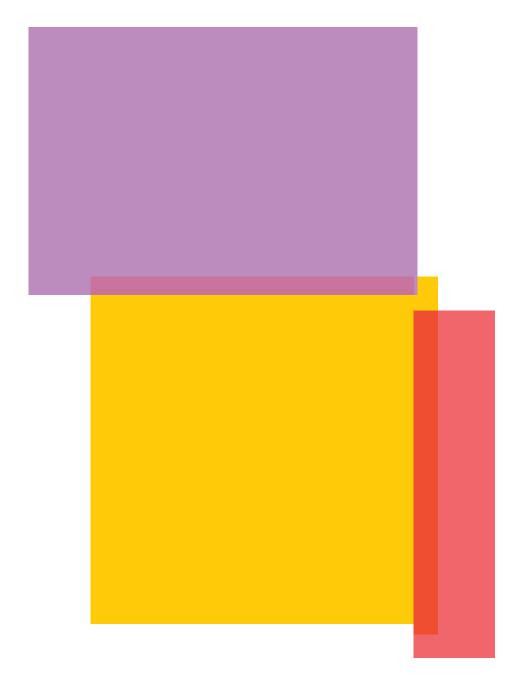


# Financials: Key ratios (MIS – Standalone + IBL)

Particular	Q1 FY18	Q4 FY18	Q1 FY19
Return on Assets	1.5%	0.2%	0.6%
Return on Equity	11.8%	1.4%	5.0%
EPS (Rs.)	1.3	0.2	0.6
Book Value Per Share (Rs.)	44.5	44.8	45.4
NIMs	1.8%	1.7%	2.0%
Cost / Income	39.0%	72.6%	65.6%
Capital Adequacy Ratio	18.6%	18.0%	19.3%
Of which Tier I	18.3%	17.7%	18.9%
Gross NPL (% of Loans)	4.1%	3.3%	3.2%
Net NPL (%)	1.7%	1.7%	1.6%
CASA / Gross Advances	5.9%	10.6%	11.1%
CASA/Total Deposits	6.8%	11.8%	11.3%
Price/Book	1.2	1.1	0.9



# **IDFC AMC**

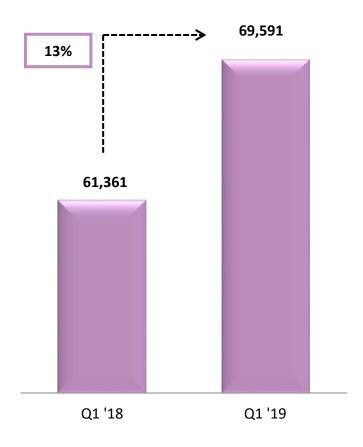




### **Key Highlights**

- Average AUM for Q1'19 was Rs. 69,591cr (+13% YoY, -0.5% QoQ), maintaining our market share of 3.0% (vs Q4'18) despite unfavourable environmental conditions
- Equity funds QAAUM was Rs. 21,612 cr (+50% YoY, +7% QoQ)
- Fixed Income QAAUM was Rs. 47,980 (+2% YoY, -3.5% QoQ)
  - Investor allocations moved away from Income
     Funds to the Liquid space, adding almost Rs. 56,000
     cr in Liquid Funds (+15% QoQ)
  - In line with our stated strategy, we participated in the liquid space in a limited manner growing 6.4% over the quarter
- SEBI Product re-categorisation exercise was completed in Q1'19
- SEBI mandated TER reduction can impact revenue margin

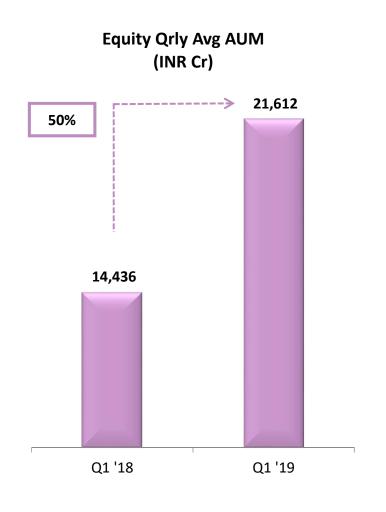


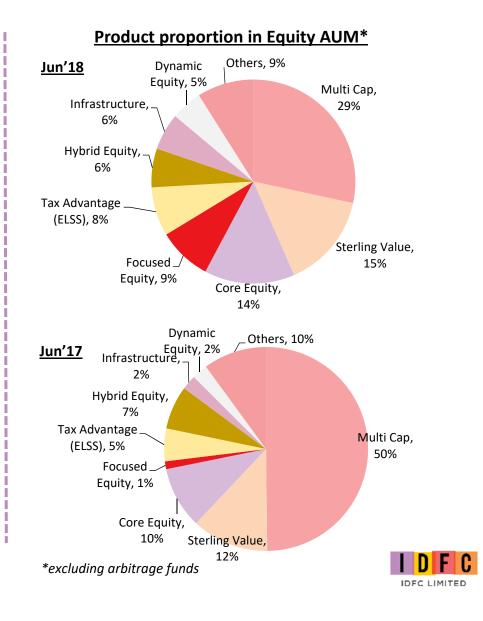




### Equity

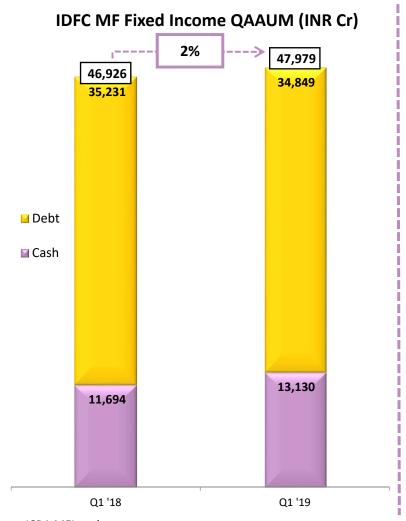
Our Equity assets grew ~50% over the last one year across a diversified book





### Fixed Income

In a challenged Fixed Income environment, we focused on maintaining our non-cash Fixed Income AUM with higher than industry portfolio credit quality



# Portfolio Credit Rating Distribution\* A/BBB, 0% IDFC AA/AA-, 3% AAA Equivalent / AA+, 97% Portfolio Credit Rating Distribution\* -

AAA
Equivalent/
AA+, 85%

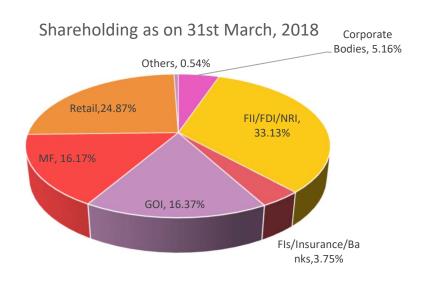
Industry data includes top 15 AMCs excluding IDFC AMC

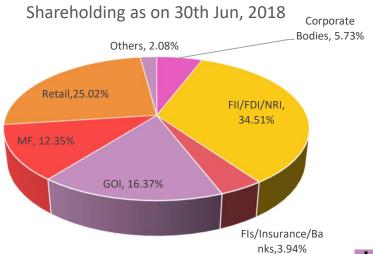
Source: ICRA MFI explorer \*as on June, 2018



# **IDFC Shareholding**

% of Top 10 shareholders						
Sr No	Name	Category	31-Mar-18	30-Jun-18		
1	Government of India	GOI	16.37%	16.37%		
2	Sipadan Investments (Mauritius) Ltd.	FPI	9.47%	9.47%		
3	Theleme Master Fund Limited	FPI	4.98%	4.98%		
4	Orbis Sicav - Asia Ex-Japan Equity Fund	FPI	3.69%	4.51%		
5	Ashwin Dhawan	PUB	3.06%	3.32%		
6	East Bridge Capital Master Fund Limited	FPI	2.48%	2.48%		
7	Aditya Birla Sun Life Trustee	MF	1.68%	1.68%		
8	Akash Bhansali	PUB	1.63%	1.63%		
9	Government Pension Fund Global	FPI	1.19%	1.56%		
10	Platinum Asia Fund	FII	0.66%	1.20%		







# THANK YOU