

IndusInd Bank

July 28, 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 Investor Presentation on the Financial Results of the Bank for the quarter ended on June 30, 2020.


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

We request you to take the above information on record.

Thanking you,

Yours faithfully,

For IndusInd Bank Limited

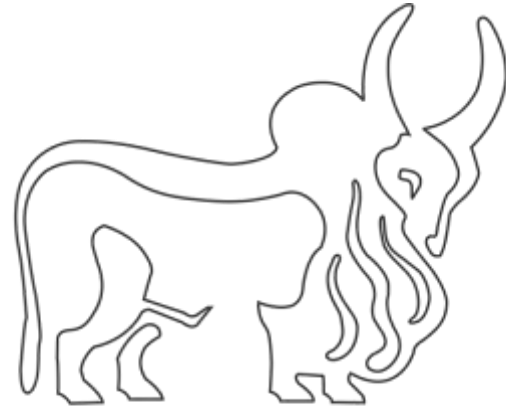

Haresh Gajwani
Company Secretary

Encl. A/a



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

**Investor Presentation
Q1-2020-21**

July 28, 2020

Q1 – FY21 Performance Highlights

- PPOP at Rs 2,928 crs, grew by 13% YoY; 2% QoQ ; PPOP at 3.95% amongst the industry highest
- NII up by 16% YoY ; 2% QoQ
- NIM at 4.28% up by 23 bps YoY and 3 bps sequentially
- Consol PAT at Rs. 510 crs after Covid provisions of Rs. 920 crs
- Credit growth 2% YoY and Deposit growth 5% YoY
- PCR improved to 67% ; Total loan related provisions at 96% of GNPA
- Covid provision at Rs. 1,203 crs
- Loan book quality stable; GNPA at 2.5% and NNPA improved to 0.86%
- Efficiency ratio at 39.38% from 42.90% QoQ; (42.52% LY)
- Capital Adequacy stands at 15.16%
- Client base at 26 million



Q1 FY 21 Outcome

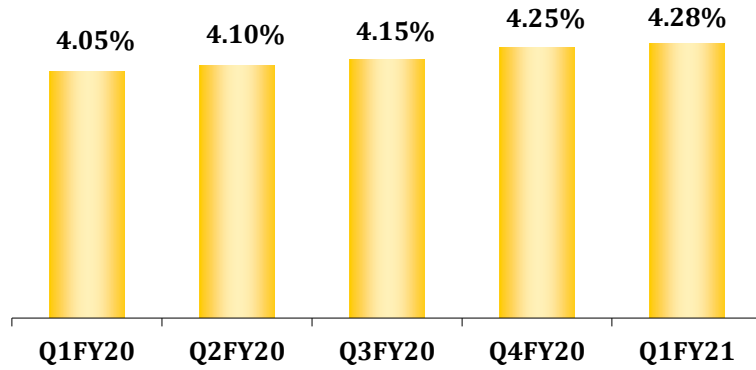


* includes 150 banking outlets

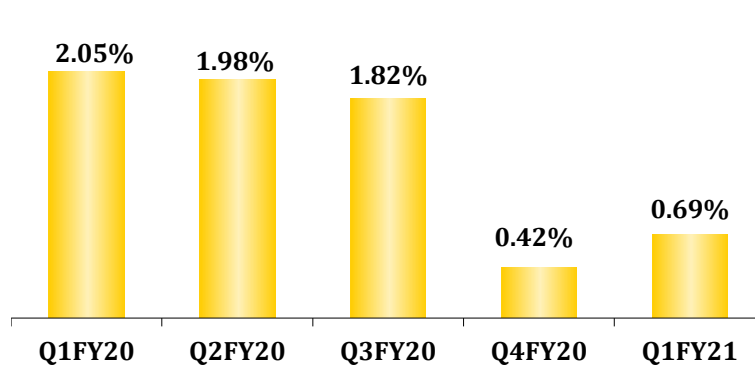


How We Measure Up On Key Metrics

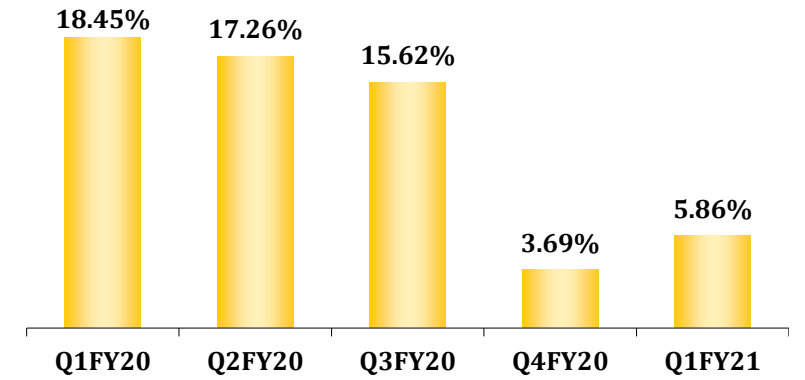
Net Interest Margin (NIM)



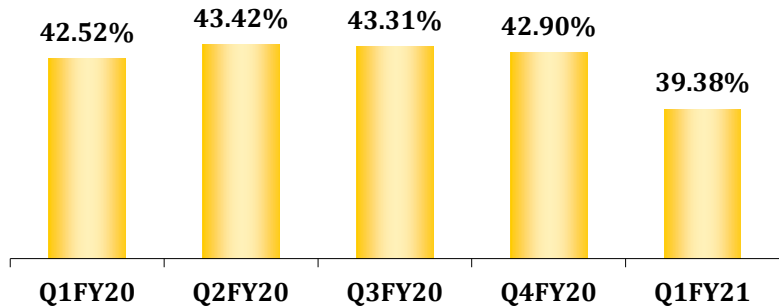
RoA



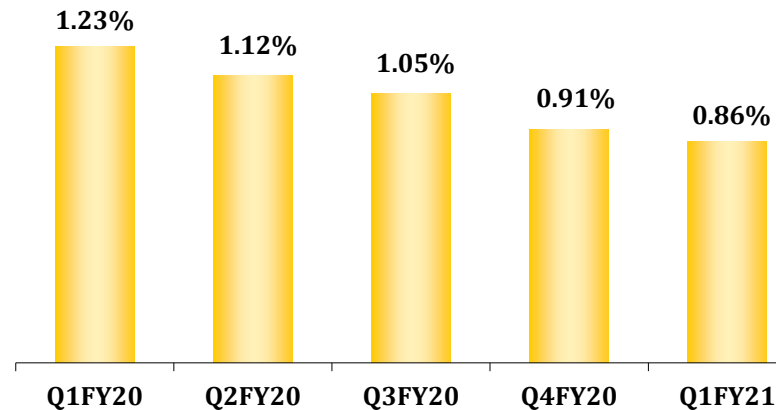
RoE



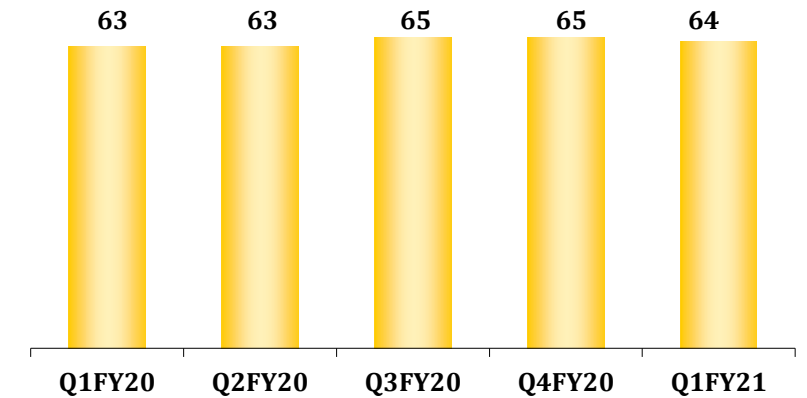
Cost / Income



Net NPA



Revenue / Employee (Rs Lakhs)



Consistent delivery of strong operating performance



Domestic Rating:

- **CRISIL AA +** for Infra Bonds program
- **CRISIL AA** for Additional Tier I Bonds program
- **CRISIL A1+** for certificate of deposit program / short term FD programme
- **IND AA+** for Senior bonds program by India Ratings and Research
- **IND AA** for Additional Tier I Bonds program by India Ratings and Research
- **IND A1+** for Short Term Debt Instruments by India Ratings and Research

International Rating:

- **Ba1** as Issuer and Senior Unsecured MTN ratings by Moody's Investors Service



Consolidated Financial Performance



Steady Headline Numbers for Q1 FY21

		Y-o-Y Growth	Q-o-Q Growth
Net Interest Income	Rs. 3,309 crs	16%	2%
Total Fee Income	Rs. 1,520 crs	(9%)	(14%)
Revenue	Rs. 4,830 crs	7%	(3%)
Operating Profit	Rs. 2,928 crs	13%	2%
Net Profit	Rs. 510 crs	(64%)	62%



		Y-o-Y Growth	Q-o-Q Growth
Advances	Rs. 1,98,069 crs	2%	(4%)
Deposits	Rs. 2,11,265 crs	5%	5%
CASA	Rs. 84,473 crs	(2%)	4%
TD	Rs. 1,26,791 crs	11%	5%
Borrowings	Rs. 59,196 crs	19%	(3%)



Balance Sheet

(Rs Crs)

	Q1FY21	Q1FY20	Y-o-Y (%)		Q4FY20	Q-o-Q (%)	
Capital & Liabilities							
Capital	694	693	-	▲	694	-	▲
Reserves and Surplus	34,134	31,365	9%	▲	33,381	2%	▲
Share Warrant Subscription money	674	-	-	▲	674	-	▲
Deposits	2,11,265	2,00,586	5%	▲	2,02,027	5%	▲
Borrowings	59,196	49,764	19%	▲	60,754	(3%)	▼
Other Liabilities and Provisions	11,953	10,638	12%	▲	9,700	23%	▲
Total	3,17,916	2,93,046	8%	▲	3,07,230	3%	▲
Assets							
Cash and Balances with RBI	7,621	9,797	(22%)	▼	13,683	(44%)	▼
Balances with Banks	28,497	11,645	145%	▲	2,372	1102%	▲
Investments	59,596	60,734	(2%)	▼	59,938	(1%)	▼
Advances	1,98,069	1,93,520	2%	▲	2,06,783	(4%)	▼
Fixed Assets	1,855	1,774	5%	▲	1,871	(1%)	▼
Other Assets	22,278	15,576	43%	▲	22,583	(1%)	▼
Total	3,17,916	2,93,046	8%	▲	3,07,230	3%	▲
Business (Advances + Deposit)	4,09,333	3,94,106	4%	▲	4,08,810	-	▲



Profit and Loss Account – Q1 FY21

(Rs Crs)

	Q1FY21	Q1FY20	Y-o-Y (%)		Q4FY20	Q-o-Q (%)	
Net Interest Income	3,310	2,844	16%	▲	3,232	2%	▲
Other Income	1,520	1,663	(9%)	▼	1,773	(14%)	▼
Total Income	4,830	4,507	7%	▲	5,005	(3%)	▼
Operating Expenses	1,902	1,916	(1%)	▼	2,148	(11%)	▼
Operating Profit	2,928	2,591	13%	▲	2,857	2%	▲
Provisions & Contingencies	2,259	431	424%	▲	2,441	(7%)	▼
Profit before Tax	669	2,160	(69%)	▼	416	61%	▲
Provision for Tax	159	728	(78%)	▼	101	57%	▲
Profit after Tax	510	1,433	(64%)	▼	315	62%	▲



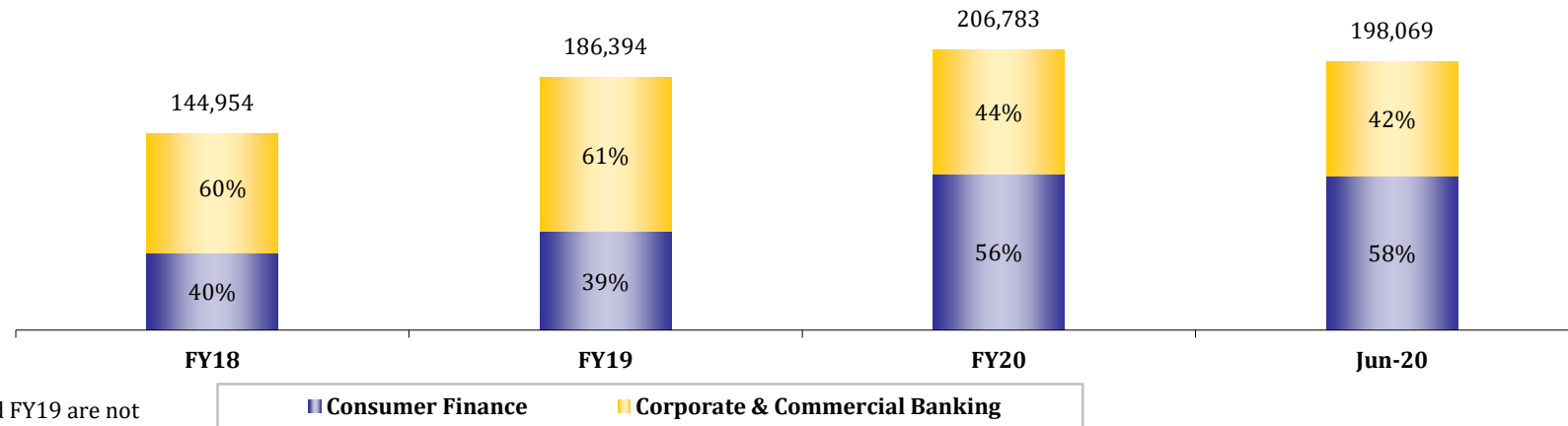
Key Financial Indicators

	Q1FY21	Q1FY20	Q4FY20
Return on Assets	0.69%	2.05%	0.42%
PPOP / Average Assets	3.95%	3.78%	3.84%
Return on Equity	5.86%	18.45%	3.69%
Cost / Income Ratio	39.38%	42.52%	42.90%
Net Interest Margin	4.28%	4.05%	4.25%
Net NPA	0.86%	1.23%	0.91%
EPS (annualized, Rs. per share)	29.44	82.74	18.19
Capital + Reserves (Excl. Revaluation Reserve) (Rs. in crs)	35,183	31,734	34,428



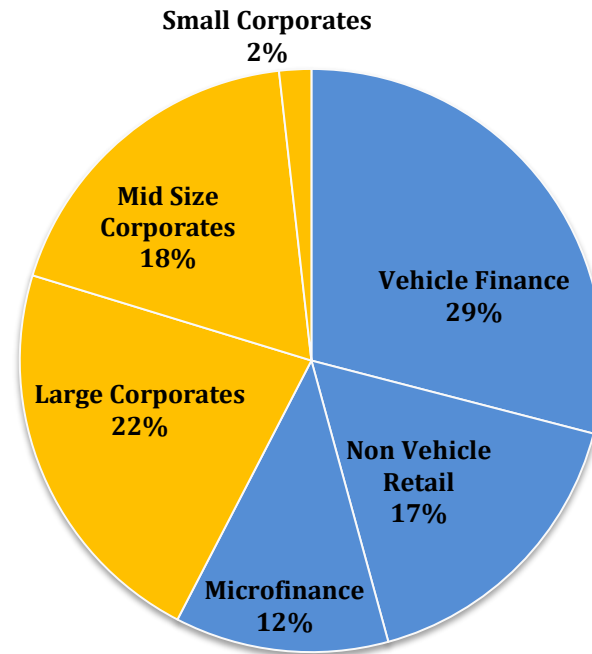
Well Diversified Loan Book

Loan Book (Rs crs)



FY18 and FY19 are not comparable due to reclassification of BBG & MFI

(Rs crs)		
Corporate Banking	Jun-20	
Large Corporates	43,819	22%
Mid size Corporates	36,649	18%
Small Corporates	3,518	2%
Total Advances	83,986	42%

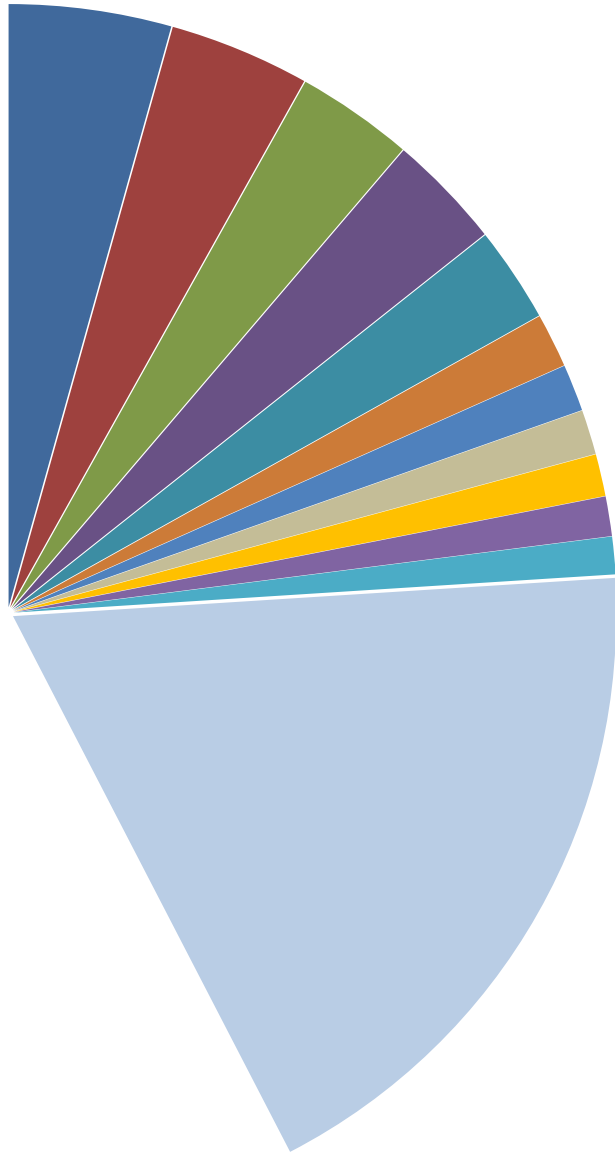


(Rs crs)		
Consumer Finance	Jun-20	
Vehicle Loans	57,506	29%
Comm. Vehicle Loans	23,737	12%
Utility Vehicle Loans	4,360	2%
Small CV	3,606	2%
Two Wheeler Loans	5,774	3%
Car Loans	7,245	4%
Tractor	4,673	2%
Equipment Financing	8,111	4%
Non-Vehicle Loans	33,111	17%
Business Banking	10,896	6%
Loan Against Property	9,469	5%
Credit Card	4,775	2%
BL, PL, AHL Others	7,971	4%
Microfinance*	23,466	12%
Total Advances	1,14,083	58%

*includes BFIL



Diversified Corporate Loan Book



Sector	%
Lease Rental	4.35%
Real Estate - Commercial and Residential	3.67%
Steel	3.14%
Gems and Jewellery	3.08%
NBFCs (other than HFCs)	2.56%
Power Generation – Renewable	1.45%
Telecom- Cellular	1.26%
Housing Finance Companies	1.20%
Services	1.13%
Food Beverages and Food processing	1.06%
Roads/other infra projects	1.01%
Other Industry	18.49%
Corporate Banking	42.40%
Consumer Banking	57.60%
Total	100.00%



BBB Fund and Non Fund Exposures

- The Bank's BBB exposures are granular / well collateralised with 5 year average slippages of 0.4% (excluding one large infra group NPA)
- The book includes certain portfolios such as RE, LRD and G&J which inherently get a BBB rating but have shown good credit outcomes.

➤ Other Exposures

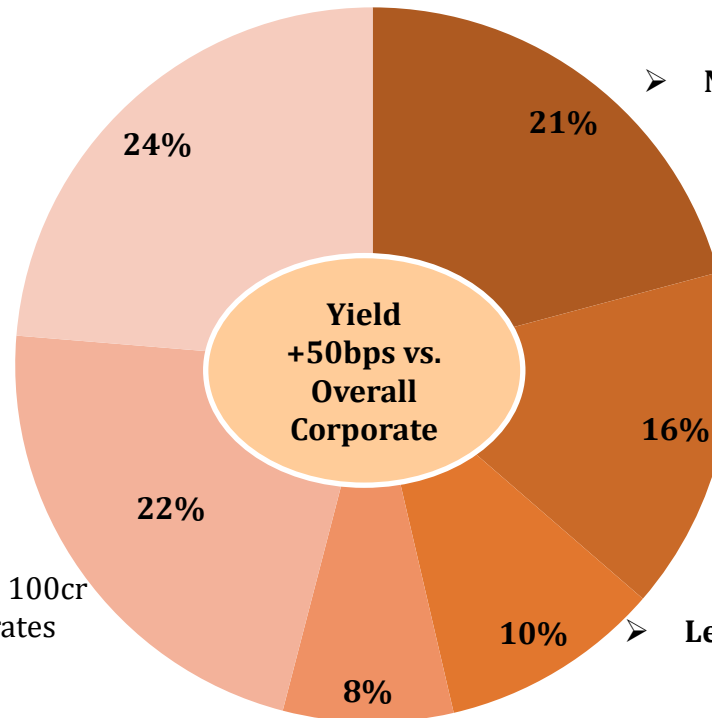
- Exposure spread over >50 clients
- 97% of the exposure fully secured
- No SMA1/SMA2 overdues for 98% of the exposure in the last 4 quarters

➤ Small Corporates with Exposures < Rs 100cr

- Over 300 clients with exposure between 10cr to 100cr
- Mapped on same rating scale as for large corporates
- Key Segments – Trading, Services, Education

➤ Gems & Jewellery

- Working Capital Lines to Diamond Manufacturers
- Acquired from RBS India – No NPAs in the last several years



➤ Non Fund Exposure

- Mix of 26% LCs & 74% Bank Guarantees
- 70% exposure with <6 month residual maturity and 97% exposure with <12month residual maturity
- Cumulative NPAs of Rs 126cr in the last 5 years

➤ Real Estate

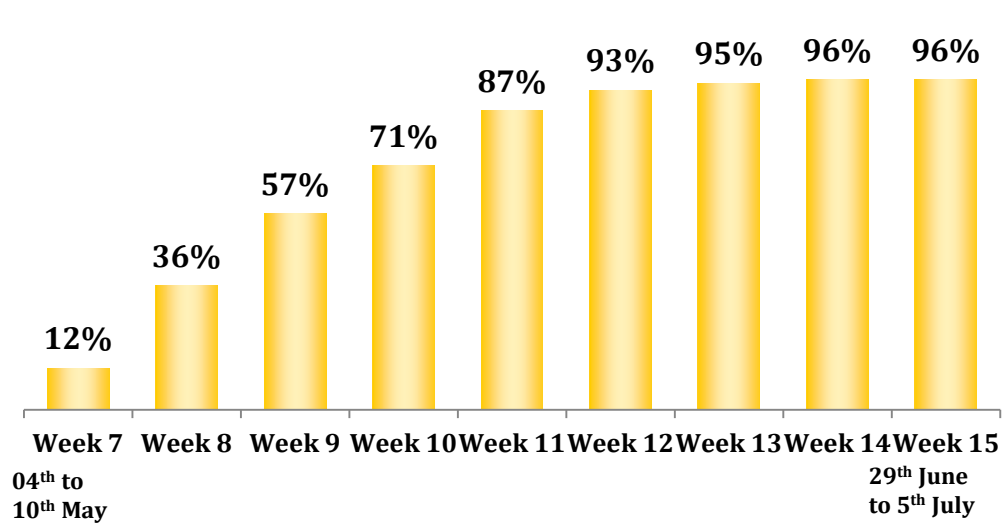
- Exposure is diversified across 65 projects with average ticket size of INR 105 cr
- No NPAs in this book

➤ Lease Rental Discounting

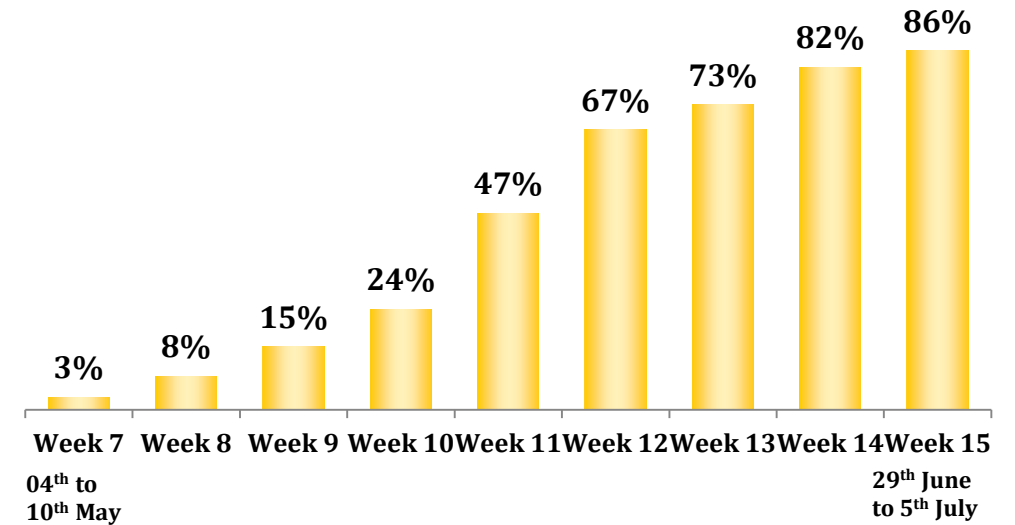
- LRD exposure is diversified across 72 projects with average ticket size of INR 66 cr
- Exposures are effectively to cashflows of lessee, typically across industries such as MNC hubs & IT
- No NPAs in this book



Center Meetings Conducted %



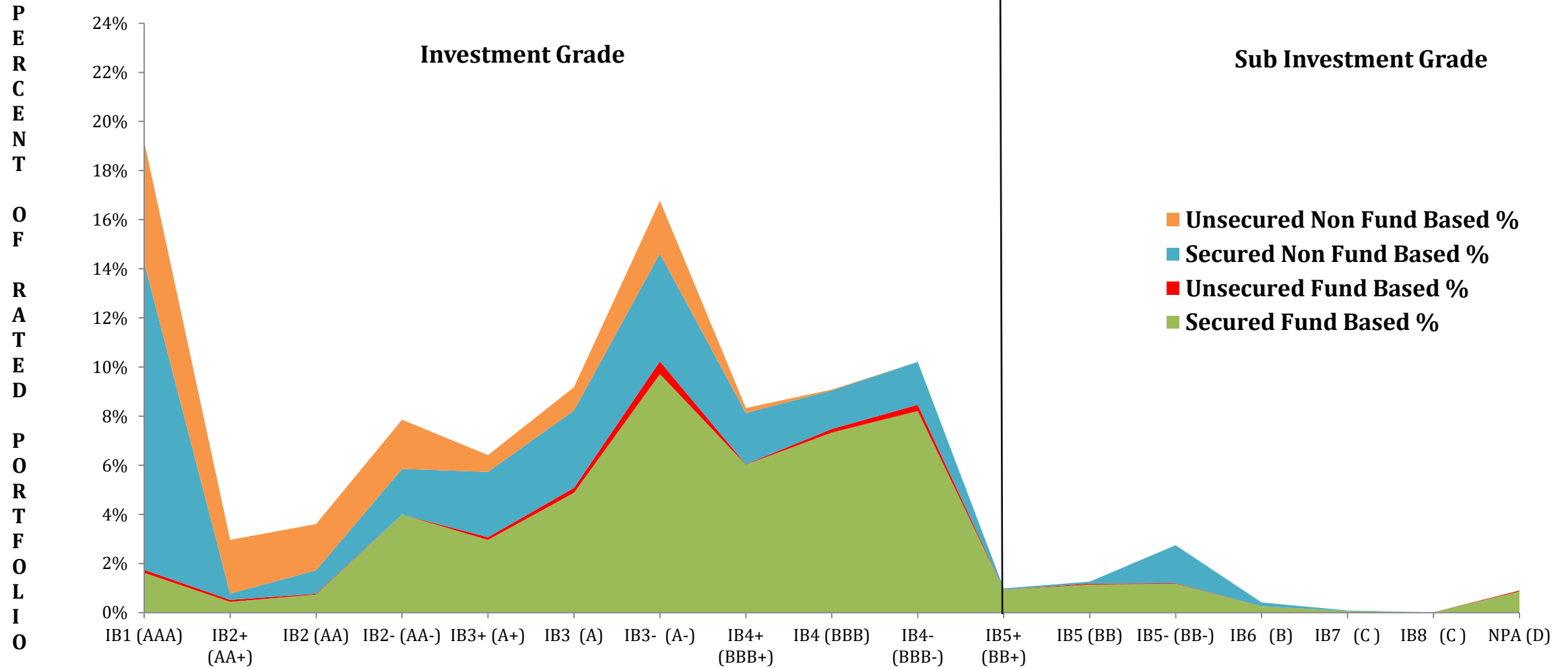
Collection Efficiency %



Note: The above data is for opened branches, Considering all branches, Center Meetings conducted % would be 89% for the recent week.



Well Rated Corporate Portfolio

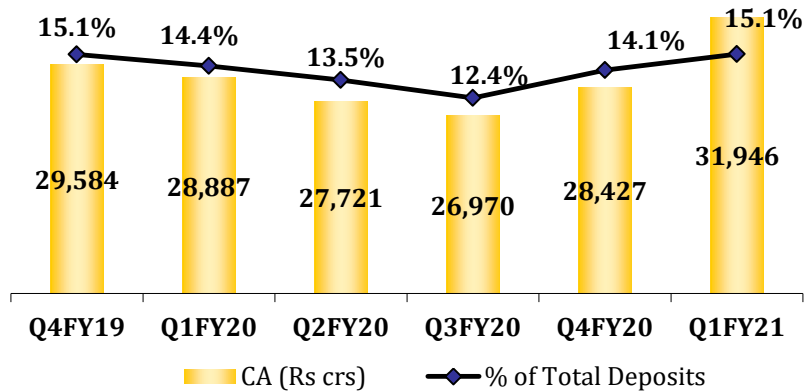


Improving CASA profile

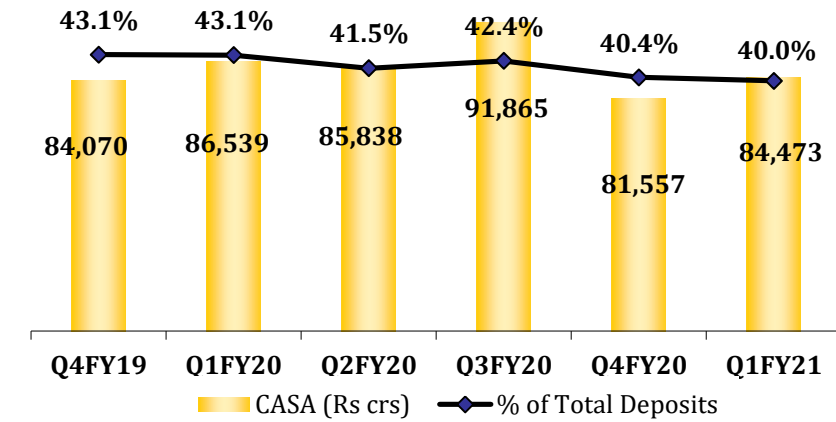
Building CASA traction

- Expanding branch network
- Focus on target market segments
 - Government business
 - Capital market flows
 - Key Non Resident markets
 - Launched branded Wealth offering “Pioneer”
 - Self employed and Emerging Corporate businesses
 - Transaction Banking and CMS Mandates
- Differentiated service propositions
- Digital distribution

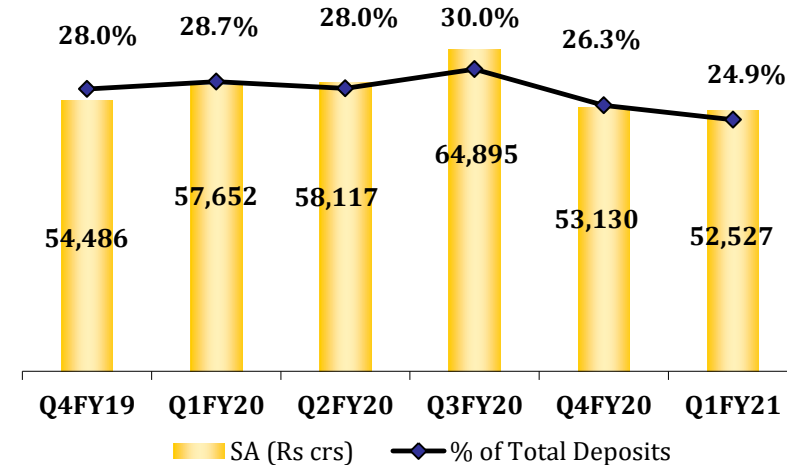
Current Account (CA)



CASA



Savings Account (SA)



Other Income

(Rs Crs)

	Q1FY21	Q1FY20	Y-o-Y (%)	Q4FY20	Q-o-Q (%)
Core Fee	682	1,422	(52%) ▼	1,390	(51%) ▼
Securities/MM/FX Trading/Others	838	241	248% ▲	383	119% ▲
Total	1,520	1,663	(9%) ▼	1,773	(14%) ▼



Diverse Revenues from Core Fee Income

(Rs Crs)

	Q1FY21	Q1FY20	Y-o-Y(%)	Q4FY20	Q-o-Q(%)
Trade and Remittances	116	164	(29%) ▼	189	(38%) ▼
Foreign Exchange Income	155	250	(38%) ▼	248	(37%) ▼
Distribution Fees (Insurance, MF, Cards)	174	302	(42%) ▼	367	(53%) ▼
General Banking Fees	70	90	(22%) ▼	80	(12%) ▼
Loan Fees	99	337	(71%) ▼	356	(72%) ▼
Investment Banking	29	235	(88%) ▼	143	(80%) ▼
PSLC	39	43	(9%) ▼	7	479% ▲
Total Core Fee Income	682	1,422	(52%) ▼	1,390	(51%) ▼

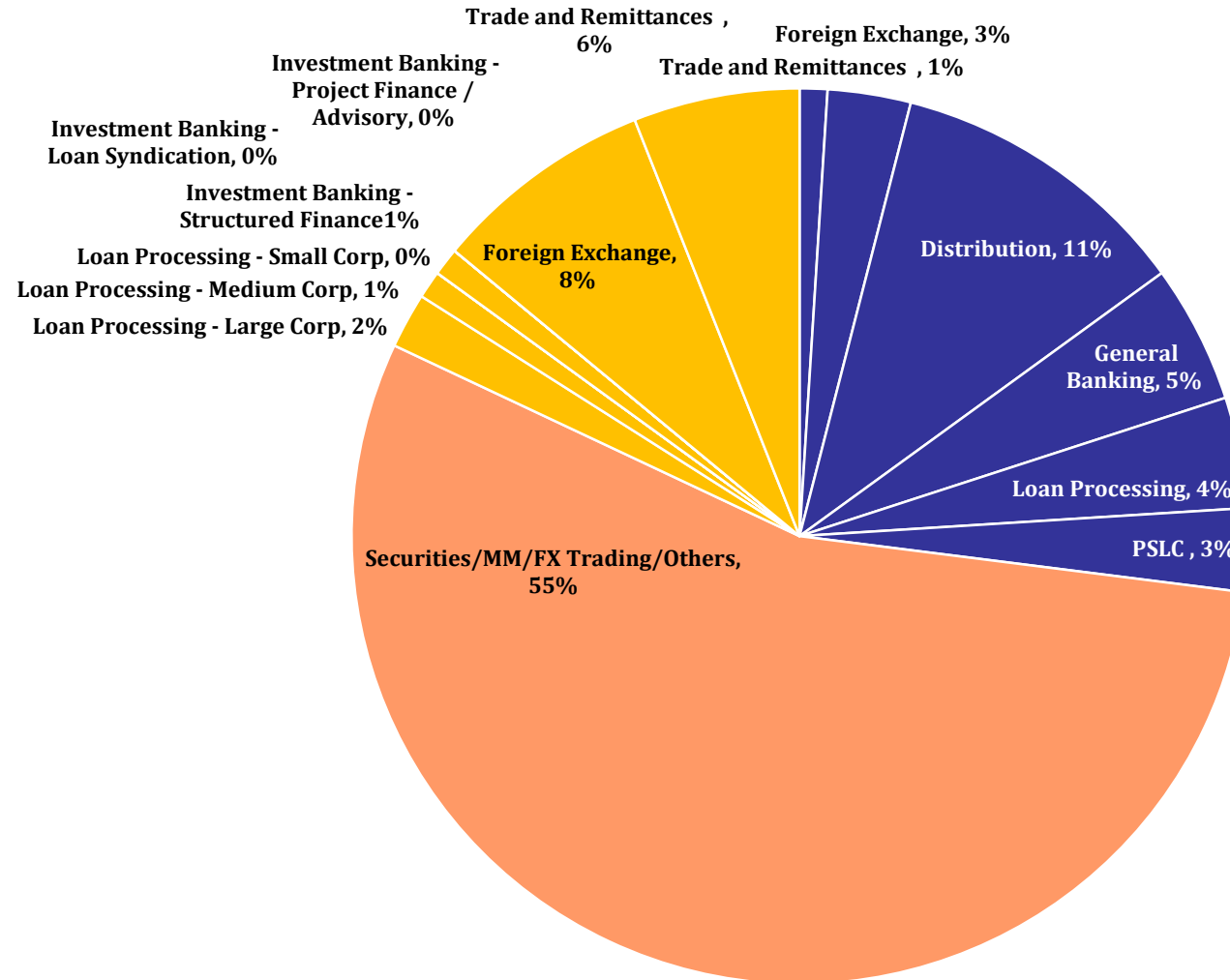


Diversified and Granular Fee Streams – Q1 FY21

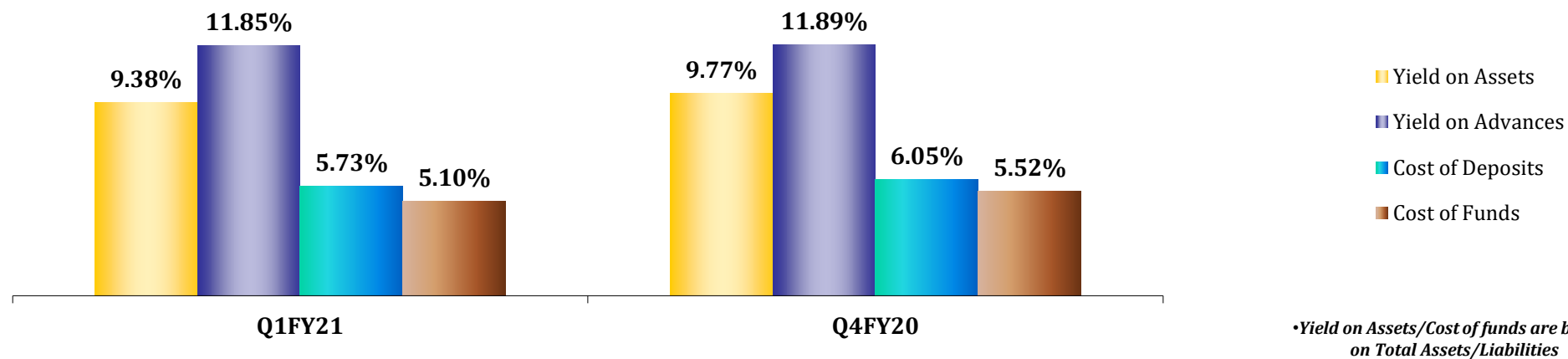
**Corporate Banking
(18%)**

**Consumer Banking
(27%)**

**Trading and Other Income
(55%)**



Yield / Cost Movement



Segment-wise Yield

	Q1FY21		Q4FY20	
	Outstanding (Rs crs)	Yield (%)	Outstanding (Rs crs)	Yield (%)
Corporate Bank	83,986	8.56%	91,334	8.81%
Consumer Finance	1,14,083	14.49%	1,15,449	14.59%
Total	1,98,069	11.85%	2,06,783	11.89%



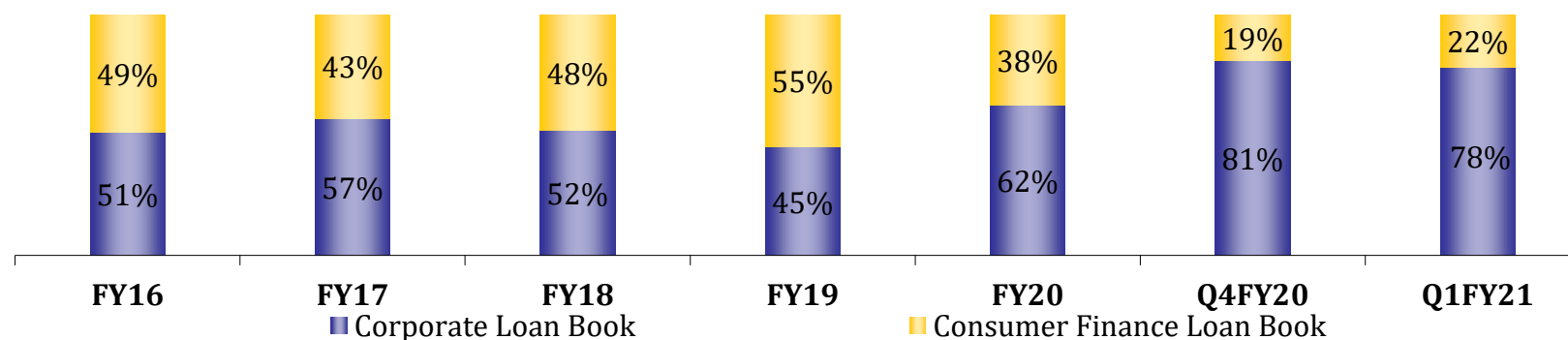
- Specific provision of Rs. 2,566 crs related to non-performing loans
- Provision of Rs. 1,203 crs related to COVID-19
- Floating provisions of Rs. 70 crs other than related to COVID-19
- Standard asset provision of Rs. 922 crs other than related to COVID-19
- Other provisions of Rs. 150 crs on standard assets
- Total loan related provisions at 96% of GNPA
- Loan related provisions are 2.5% of the loans



Credit Cost

(Rs Crs)

	FY16	FY17	FY18	FY19	FY20	Q4FY20	Q1FY21
Corporate Bank	258	401	468	2,134	1,893	1,442	907
Consumer Finance	244	303	433	585	1,136	344	259
Gross Credit Costs	502	704	901	2,719	3,029	1,786	1,166
Gross Credit Costs (Basis Points on Advances)	57	62	62	146	146	86	59
Net Credit Cost	468	672	856	2,689	2,973	1,757	1,157
Net Credit Costs (Basis Points on Advances)	53	59	59	144	144	85	58
PCR	59%	58%	56%	43%	63%	63%	67%



Loan Portfolio - Movement in NPA and Restructured Advances

(Rs Crs)

	Q1FY21			Q4FY20		
	Corporate	Consumer	Total	Corporate	Consumer	Total
Opening Balance	3,416	1,731	5,147	3,050	1,528	4,578
Additions	1,225 ⁽¹⁾	312	1,537	1,249	808	2,058
Deductions	1,253 ⁽²⁾	332	1,585	884	606	1,490
Gross NPA	3,388	1,711	5099*	3,416	1,731	5,147*
Net NPA			1,703			1,887
% of Gross NPA			2.53%			2.45%
% of Net NPA			0.86%			0.91%
Provision Coverage Ratio (PCR)			67%			63%
Restructured Advances			0.05%			0.04%
Restructured + Gross NPA to Advances			2.58%			2.49%

*After sale to ARC Rs .26 crs (Rs.137 crs)

Note 1 : Slippages from 3 Stressed Groups, a coffee group, a healthcare provider amount to Rs. 1,090 crs

Note 2: Deductions include Upgrades of Rs. 2 crs , Recovery of Rs. 2 crs and Write-offs of Rs. 1,250crs (including Rs. 1,220 crs for the large infrastructure NBFC group, which was classified as NPA in Q4FY19)



NPA Composition – Consumer Finance

(Rs Crs)

Q1 FY21	Com. Vehicle	Utility	Const. Equip.	Small CV	TW	Cars	Tractor	BBG/LAP	HL/PL/Others	Cards	MFI	Total
Gross NPA	524	51	90	66	154	58	67	253	43	38	367	1,711
Gross NPA %	2.19%	1.16%	1.11%	1.82%	2.62%	0.80%	1.43%	1.23%	0.54%	0.79%	1.55%	1.48%

Q4 FY20	Com. Vehicle	Utility	Const. Equip.	Small CV	TW	Cars	Tractor	BBG/LAP	HL/PL/Others	Cards	MFI	Total
Gross NPA	466	45	85	63	167	52	58	257	78	92	368	1,731
Gross NPA %	1.94%	1.03%	1.05%	1.78%	3.14%	0.71%	1.23%	1.21%	0.93%	1.93%	1.51%	1.49%



Strong Balance Sheet & Profitability Buffers in Place

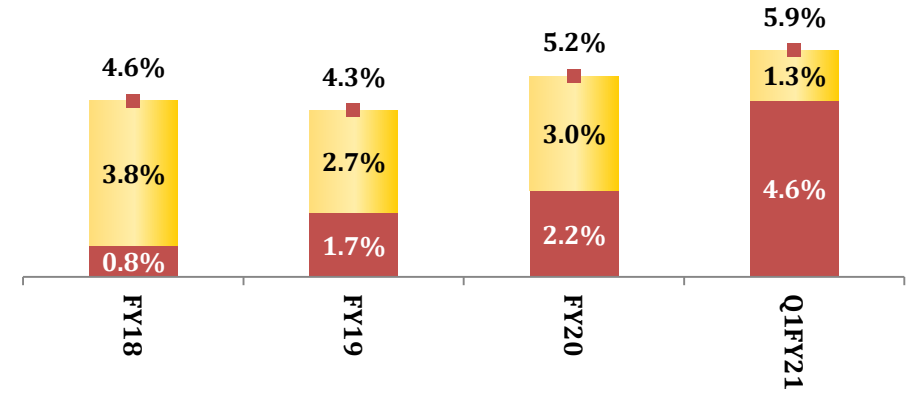
Capital Adequacy

	(Rs Crs)	
	30 Jun 20	31 Mar 20
Credit Risk, CVA and UFCE	222,384	222,175
Market Risk	10,985	8,077
Operational Risk	28,353	28,353
Total Risk Weighted Assets	261,722	258,605
Core Equity Tier 1 Capital Funds	34,435	34,196
Additional Tier 1 Capital Funds	3,490	3,490
Tier 2 Capital Funds	1,749	1,210
Total Capital Funds	39,674	38,896
CRAR	15.16%*	15.04%
CET1	13.16%	13.22%
Tier 1	14.49%	14.57%
Tier 2	0.67%	0.47%

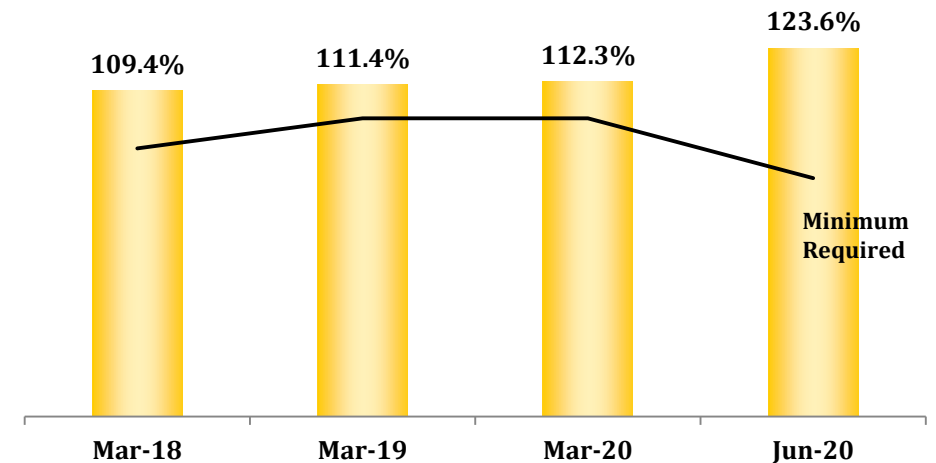
* CRAR at 15.28% and CET1 at 13.28% including Q1 FY 21 PAT

Pre Provision Operating Profit Margin

■ PBT / Loans ■ Total Provisions / Loans ■ PPOP / Loans



Liquidity Coverage Ratio



Distribution Expansion to Drive Growth

Strengthening Distribution Infrastructure



Particulars	Sep 30, 2019	Dec 31, 2019	Mar 31, 2020	Jun 30, 2020
Branches/Banking Outlets	1,753	1,851	1,911	1,911*
BFIL Branches	2,028	2,163	2,071	2,088
Vehicle Finance Marketing Outlets	842	859	853	854
Total	4,623	4,873	4,835	4,853
ATMs	2,662	2,721	2,760	2,721

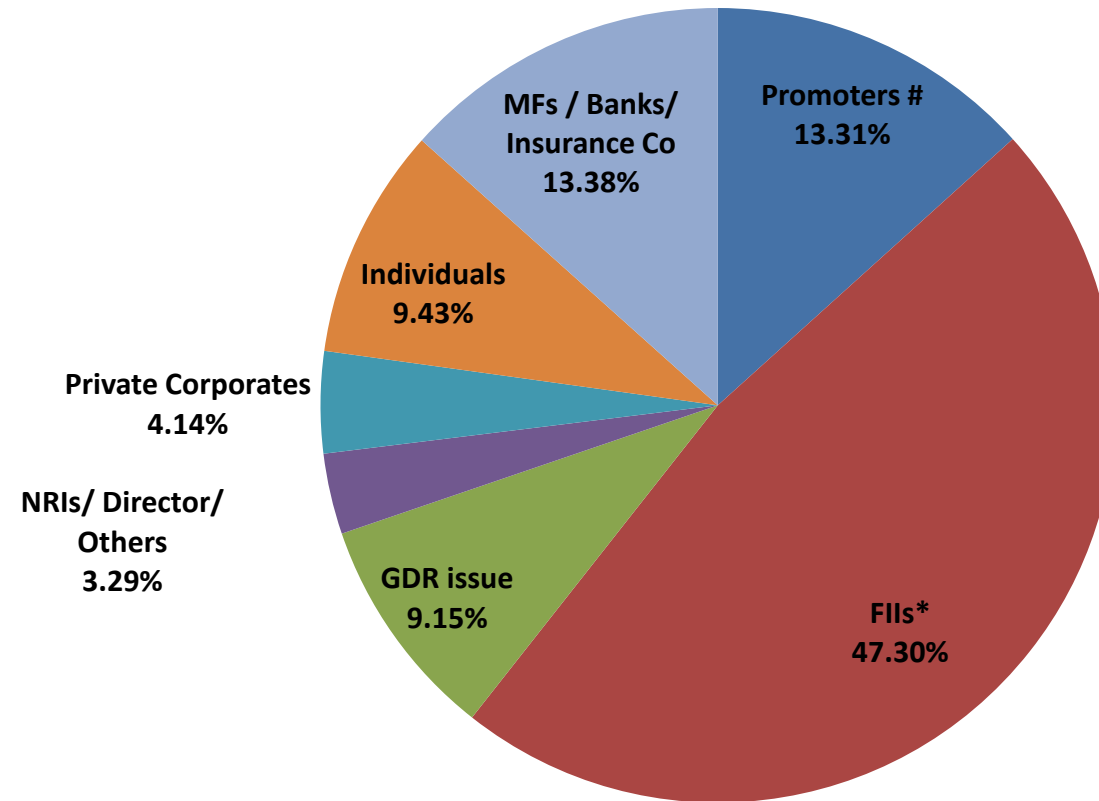
*includes 208 specialized branches and 150 Banking outlets



- Branch/Representative Office
- Strategic Alliance



June 30, 2020
(Basis Paid Up Capital)



*includes FPIs
14.94% with diluted capital including warrants/ESOP



Accolades





IndusInd Bank is presented with 2 awards at the Finacle Innovations Awards 2020 for technology implementations

- Product Innovation
- Transformation Excellence



IndusInd Bank is awarded with the Infosys Finacle Client Innovations Awards 2020 for Alexa and Chatbot Implementations



Thank You



IndusInd Bank

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.

