

April 22, 2023

BSE Limited Listing Department Phiroze Jeejeebhoy Towers Dalal Street Mumbai 400 001 National Stock Exchange of India Limited Listing Department Exchange Plaza, 5th floor Plot No. C/1, G Block Bandra-Kurla Complex Bandra(East

Dear Sir/Madam,

Sub: Investor Presentation

Please find attached the investor presentation which will be referred during the earnings call with analysts and investors for the financial results of the Bank for the quarter and the financial year ended March 31, 2023.

Mumbai 400 051

The said presentation is being uploaded on the website of the Bank and can be accessed at https://www.icicibank.com/aboutus/qfr.page?#toptitle

This is for your records and information.

Yours sincerely,
For ICICI Bank Limited

Vivek Ranjan Assistant General Manager

Encl: As above

Copy to-

- (i) New York Stock Exchange (NYSE)
- (ii) Securities Exchange Commission (SEC)
- (iii) Singapore Stock Exchange
- (iv) Japan Securities Dealers Association
- (v) SIX Swiss Exchange Ltd.

ICICI Bank Limited ICICI Bank Towers Bandra-Kurla Complex

Mumbai 400 051, India.

Tel.: (91-22) 2653 1414 Fax: (91-22) 2653 1122 Website <u>www.icicibank.com</u>

CIN.: L65190GJ1994PLC021012

Regd. Office: ICICI Bank Tower,

Near Chakli Circle, Old Padra Road

Vadodara 390007. India



Q4-2023: Performance review

April 22, 2023

Certain statements in this release relating to a future period of time (including inter alia concerning our future business plans or growth prospects) are forward-looking statements intended to qualify for the 'safe harbor' under applicable securities laws including the US Private Securities Litigation Reform Act of 1995. Such forward looking statements involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. These risks and uncertainties include, but are not limited to statutory and regulatory changes, international economic and business conditions, political or economic instability in the jurisdictions where we have operations, increase in nonperforming loans, unanticipated changes in interest rates, foreign exchange rates, equity prices or other rates or prices, our growth and expansion in business, the adequacy of our allowance for credit losses, the actual growth in demand for banking products and services, investment income, cash flow projections, our exposure to market risks, changes in India's sovereign rating, and the impact of the Covid-19 pandemic which could result in fewer business opportunities, lower revenues, and an increase in the levels of nonperforming assets and provisions, depending inter alia upon the period of time for which the pandemic extends, the remedial measures adopted by governments and central banks, and the sustenance of economic activity as well as other risks detailed in the reports filed by us with the United States Securities and Exchange Commission. Any forward-looking statements contained herein are based on assumptions that we believe to be reasonable as of the date of this release. ICICI Bank undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof. Additional risks that could affect our future operating results are more fully described in our filings with the United States Securities and Exchange Commission. These filings are available at www.sec.gov.



Highlights for Q4-2023



Key highlights for Q4-2023 (1/2)

Earnings

- Core operating profit grew by 36.4% y-o-y to ₹ 138.66 bn in Q4-2023;
 28.1% y-o-y to ₹ 491.39 bn in FY2023
- Provisions of ₹ 16.19 bn in Q4-2023; FY2023: ₹ 66.66 bn
 - Contingency provision of ₹ 16.00 bn; FY2023: ₹ 56.50 bn
- Core operating profit less provisions, grew by 34.7% y-o-y to ₹ 122.47 bn in Q4-2023; 43.0% y-o-y to ₹ 424.73 bn in FY2023

Deposits

- Average current account deposits increased by 9.3% y-o-y and 3.4% q-o-q
- Average savings account deposits increased by 7.5% y-o-y and 0.4% q-o-q
- Period-end term deposits grew by 17.1% y-o-y and 4.3% q-o-q at March 31,
 2023

Advances



- Domestic loans grew by 20.5% y-o-y and 5.0% q-o-q
- Retail loans grew by 22.7% y-o-y and 5.4% q-o-q
- Business banking portfolio grew by 34.9% y-o-y and 7.8% q-o-q
- SME portfolio grew by 19.2% y-o-y and 6.2% q-o-q
- Domestic corporate portfolio grew by 21.2% y-o-y and 3.8% q-o-q

Key highlights for Q4-2023 (2/2)

Asset quality

- Net NPA ratio declined to 0.48% at Mar 31, 2023 from 0.55% at Dec 31, 2022
- Net additions of ₹ 0.14 bn to gross NPAs in Q4-2023 (Q3-2023: ₹ 11.19 bn)
- Provision coverage was 82.8% at Mar 31, 2023 (Dec 31, 2022: 82.0%)
- Fund based o/s of ₹ 45.08 bn (0.4% of advances) to all standard borrowers under resolution; provisions of ₹ 13.80 bn held against these borrowers
- Contingency provisions of ₹ 131.00 bn at Mar 31, 2023

Profit after tax and capital

- Profit after tax grew by 30.0% y-o-y to ₹ 91.22 bn in Q4-2023; 36.7% y-o-y to ₹ 318.96 bn in FY2023
- The Board has recommended a dividend of ₹8 per share, subject to requisite
- approvals
- Common Equity Tier 1 ratio of 17.12%¹



Operating performance



Profit & loss statement

(₹ billion)	FY2022	Q4- 2022	Q3- 2023	Q4- 2023	FY2023	Q4-o-Q4 (%)
Net interest income ¹	474.66	126.05	164.65	176.67	621.29	40.2%
Non-interest income	176.14	46.08	49.87	51.27	198.83	11.3%
- Fee income	<i>156.87</i>	43.66	44.48	48.30	180.01	10.6%
 Dividend income from subsidiaries/associates 	18.29	2.32	<i>5.16</i>	2.73	17.84	17.7%
- Others	0.98	0.10	0.23	0.24	0.98	140.0%
Core operating income	650.80	172.13	214.52	227.94	820.12	32.4%
Operating expenses	267.33	70.49	82.17	89.28	328.73	26.7%
- Employee expenses	96.73	24.29	29.21	<i>34.01</i> ²	120.60	40.0%
- Non-employee expenses	170.60	46.20	<i>52.96</i>	<i>55.27</i>	208.13	19.6%
Core operating profit	383.47	101.64	132.35	138.66	491.39	36.4%
Core operating profit excluding dividend income	365.18	99.32	127.18	135.93	473.55	36.9%



^{1.} Includes interest on income tax refund of ₹ 0.05 bn in Q4-2023 and ₹ 1.14 bn in FY2023 (FY2022: ₹ 2.43 bn, Q4-2022: ₹ 0.19 bn and Q3-2023: ₹ 0.03 bn)

^{2.} Includes a one-time expense of ₹ 3.35 billion for retirement benefit obligations on a conservative basis.

Profit & loss statement

₹ in billion	FY2022	Q4- 2022	Q3- 2023	Q4- 2023	FY2023	Q4-o-Q4 (%)
Core operating profit	383.47	101.64	132.35	138.66	491.39	36.4%
Net provisions	86.41 ¹	10.69	22.57 ²	16.19	66.66 ²	51.4%
- Contingency provisions	(0.25)	10.25	<i>15.00</i>	16.00	56.50	<i>56.1%</i>
- Other provisions	86.66	0.44	7.57	0.19	10.16	(56.8)%
Core operating profit less provisions	297.06	90.95	109.78	122.47	424.73	34.7%
Treasury income	9.03	1.29	0.36	(0.40)	(0.52)	(131.0)%
Profit before tax	306.09	92.24	110.14	122.07	424.21	32.3%
Tax	72.70	22.05	27.02	30.85	105.25	39.9%
Profit after tax	233.39	70.19	83.12	91.22	318.96	30.0%



^{..} Includes the impact of ₹ 11.27 bn due to adoption of more conservative provisioning norms

^{2.} Includes the impact of ₹ 11.96 bn due to adoption of more conservative provisioning norms

Key ratios

Percent	FY 2022	Q4- 2022	Q3- 2023	Q4- 2023	FY 2023
Net interest margin ^{1,2}	3.96	4.00	4.65	4.90	4.48
Cost of deposits ²	3.53	3.48	3.65	3.98	3.66
Cost-to-income	40.5	40.6	38.2	39.2	40.1
Core operating profit/average assets ²	3.03	3.06	3.50	3.60	3.32
Provisions/core operating profit	22.5 ³	10.5	17.1 ⁴	11.7	13.6 ⁴
Provisions/average advances ²	1.12 ³	0.53	0.93^{4}	0.65	0.71^{4}
Return on average assets ²	1.84	2.11	2.20	2.37	2.16
Standalone return on equity ²	14.8	17.1	17.6	18.9	17.3
Weighted average EPS (₹)²	33.7	41.0	47.3	53.0	45.8
Book value (₹)	245.4	245.4	274.1	287.4	287.4

Yield, cost and margin: slide 57

Consolidated P&L and ratios: slide 58-60



- Impact of interest on income tax refund nil in Q4-2023 and 1 bp in FY2023 (2 bps in FY2022, 1 bp in Q4-2022, nil in Q3-2023)
- 2. Annualised for all interim periods
- 3. Includes the impact of ₹ 11.27 bn due to adoption of more conservative provisioning norms

Unconsolidated segment-wise PBT

Profit before tax (₹ billion)	FY2022	Q4-2022	Q3-2023	Q4-2023	FY2023
Retail	114.00	46.43	42.88	49.03	175.34
Wholesale	90.53	32.78	38.77	45.04	157.85
Treasury	98.20	23.24	42.58	42.35	142.72
Others	3.11	0.04	0.92	1.65	4.80
Unallocated ¹	0.25	(10.25)	(15.00)	(16.00)	(56.50)
Total	306.09	92.24	110.15	122.07	424.21



Balance sheet growth



Deposits

(₹ billion)	Mar 31, 2022	Dec 31, 2022	Mar 31, 2023	Y-o-Y growth	% share at Mar 31, 2023
CASA	5,184.37	5,088.42	5,412.62	4.4%	45.8%
- Current	1,584.80	1,456.26	1,614.86	1.9%	13.7%
- Savings	3,599.57	3,632.16	3,797.76	5.5%	32.1%
Term	5,461.35	6,132.08	6,395.79	17.1%	54.2%
Total deposits	10,645.72	11,220.49	11,808.41	10.9%	100.0%
	Q4-2022	Q3-2023	Q4-2023		
Average CASA ratio	45.2%	44.6%	43.6%	-	-

- Q4-2023: 9.3% y-o-y growth in average CA and 7.5% y-o-y growth in average SA
- FY2023: 13.5% y-o-y growth in average CA and 13.3% y-o-y growth in average SA



Balance sheet-liabilities: slide 61-62

Consolidated balance sheet: slide 63

Extensive franchise: slide 64

Loan portfolio

(₹ billion)	Mar 31, 2022	Dec 31, 2022	Mar 31, 2023	Y-o-Y growth	% share at Mar 31, 2023 ⁴
Retail	4,546.35	5,292.36	5,578.17	22.7%	53.9%
Rural loans	768.30	829.06	874.31	13.8%	8.4%
Business banking	534.37	668.83	721.12	34.9%	7.0%
SME ¹	404.50	454.24	482.21	19.2%	4.7%
Domestic corporate and others	1,937.34	2,261.83	2,348.18	21.2%	22.7%
BRDS/IBPC ²	(13.50)	(118.50)	(148.70)	-	-
Total domestic book	8,177.36	9,387.82	9,855.29	20.5%	96.7%
Overseas book ³	412.84	352.65	341.10	(17.4)%	3.3%
Total advances	8,590.20	9,740.47	10,196.39	18.7%	100.0%

- Including non-fund based outstanding, the share of retail portfolio was 45.7% of the total portfolio at Mar 31, 2023
- Of the total domestic loan book, 30% has fixed interest rate, 45% has interest rate linked to repo rate, 5% has interest rate linked to other external benchmarks and 20% has interest rate linked to MCLR and other older benchmarks



- 1. SME portfolio includes borrowers with turnover less than ₹ 2.50 billion
- 2. Bill rediscounting scheme/Interbank participatory certificate
- 3. Includes impact of exchange rate movement
- 4. Proportions are gross of BRDS/IBPC

Balance sheet-assets: slides 65-66

Portfolio composition: slide 67

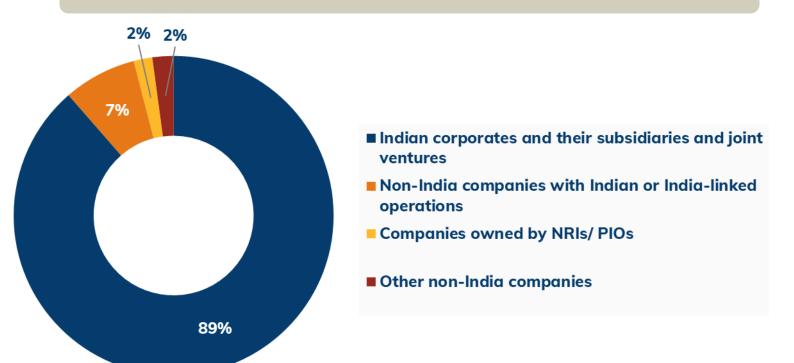
Retail portfolio

(₹ billion)	Mar 31,	Dec 31,	Mar 31,	Y-o-Y	% share at
	2022	2022	2023	growth	Mar 31, 2023
Mortgages	2,930.63	3,313.79	3,446.96	17.6%	61.8%
Vehicle loans	680.51	756.93	794.19	16.7%	14.2%
- Auto finance	403.20	472.63	496.87	23.2%	8.9%
 Commercial vehicle and equipment 	261.67	265.32	275.41	5.3%	4.9%
- Two wheeler loans	15.64	18.98	21.91	40.1%	0.4%
Personal loans	628.73	809.32	880.55	40.1%	15.8%
Credit cards	250.62	345.46	378.41	51.0%	6.8%
Others	55.86	66.85	78.05	39.7%	1.4%
- Dealer funding loans	38.54	45.34	55.14	43.1%	1.0%
Loan against shares and others	17.32	21.51	22.91	32.3%	0.4%
Total retail loans	4,546.35	5,292.35	5,578.17	22.7%	100.0%



Portfolio of overseas branches

Total outstanding¹ at Mar 31, 2023: USD 2.70 billion



The overseas non-India linked corporate portfolio reduced by 52.3% year-on-year or about USD 336 million and 20.0% sequentially or about USD 76 million at Mar 31, 2023

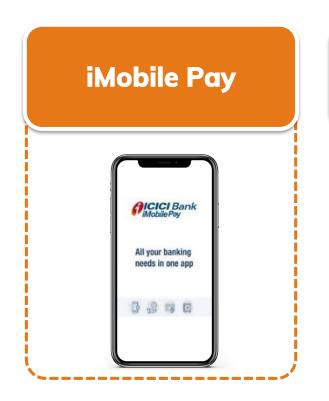


Growing digital platforms



Robust digital platforms

Reliable, seamless and scalable platforms, delivering best in class customer experience







Central Bank Digital Currency (CBDC) is available on Play store and App Store¹



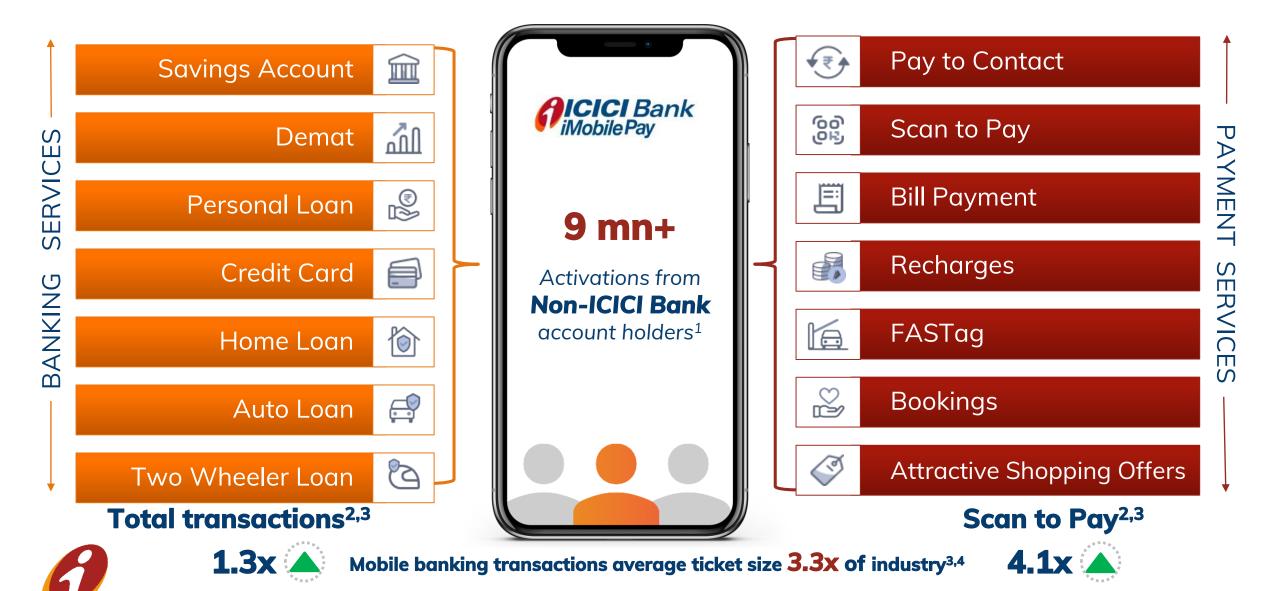
Digital Onboarding Intuitive Journeys

Secure and personalized

Ecosystem Banking Improved Engagement

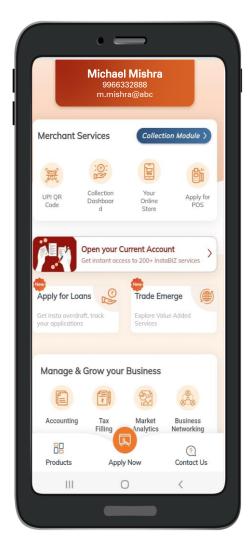
Data as of March 2023

iMobile Pay- Built for all, Built for scale



InstaBIZ: Universal app for small business







1.5 mn + active users³

 \sim 225,000 registrations^{3,4}



- Pre-approved
- 2. Video KYC
- 3. As of Mar 31, 2023
- 4. From non-ICICI bank account holders
- 5. By count
- 6. Merchants with non-ICICI Bank current accounts registered for collections on InstaBIZ

Key metrics

Customer 360



43% y-o-y InstaOD limit set-up³

Interoperable



~ 122,200

New-to-Bank merchants acquired^{3,6}

Transactions



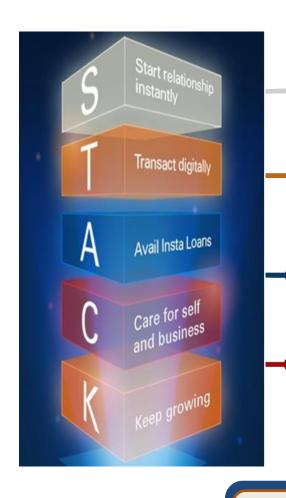
1 22% y-o-y in value of financial transactions in FY2023

1.8x average CA balances digitally active vs inactive customer³

~ 95%

Payment transactions done digitally (in March 2023)⁵

Digital solutions for merchant ecosystem



- **Super merchant account:** Zero balance, swipe based benefits
- Enabling Eazypay QR onboarding with the linkage of any Bank's account
- Digital POS solutions through Eazypay (POS, UPI, Cards, etc.)
 - PG: Eazypay Pro , POS: Eazypay Platinum 2.0
- Merchant module in InstaBIZ
- Value added services
 - Eazysound: Sound device for QR transaction confirmation
 - Tap on Phone: Tap n Pay on Android phone
- Merchant OD : Instant sanction and disbursement upto ₹ 2.5 mn
- Digital store management
- Buy now pay later- DC/CC EMI



69% growth in spends¹

23% YoY growth in active merchants²



API Connect - Embedded banking for MSMEs

API

One To One integrations

High transaction volume, full fledged ERP users





Bank Plugin

Plug-n-Play

Desktop accounting software users



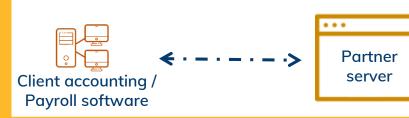
Y-o-Y growth in throughput value²

54%

Connected Banking

Pre-integrated

Cloud based on the fly solutions
- Accounting, Payroll





Growth in average CA balance³

Robust API Suite – Payments, Collections, Tax, Statement, Overdraft, Account Opening

Automated reconciliation

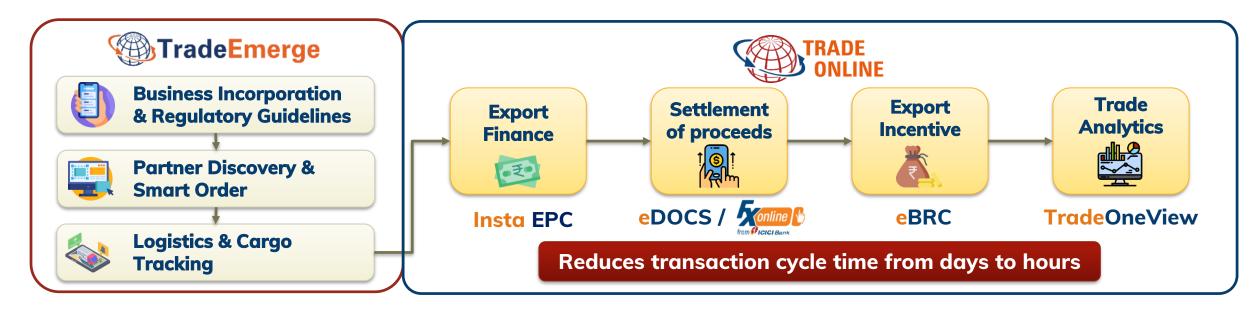
Low integration **TAT**¹ for APIs

Wide range of Partners on Connected Banking



- 1. Turn-around-time
- 2. FY2023 over FY2022
- 3. March 2023 over March 2022

Digital Solutions for Merchandise Exporters







- L. By count in FY2023
- 2. FY2023 over FY2022
- 3. Mar 31, 2023 vs. Mar 31, 2022

Supply chain solutions

Supply Chain Finance

Dealer Financing | Vendor financing

Digital sanction and disbursement

Multiple modes of integration

Real time status update dashboard Automated reconciliation of transactions

Receivables & payables solutions powered by digital platforms



Structured Trade Finance

Factoring | Reverse factoring
Payable financing | Purchase bill financing

Supply chain finance driven by anchor corporates

Short tenor, granular portfolio

Varied solutions customized to meet corporate ask Delivery through holistic technology stack

24%

Loan book¹

2.3x



1. Mar 31, 2023 over Mar 31, 2022

23

Start-up Ecosystem Banking

- Accounts: Foreign Currency Account in USD
- Deposits in foreign currencies (USD, GBP and EUR)
- Foreign Currency Escrow Account
- Dividend Account
- Corporate Internet Banking (CIB) to view balances & statements
- Cross-border Remittances to India & abroad
- Internal Fund Transfer
- Foreign Currency OD/WC/LC/BG/SBLC/Trade Credit
- Overdraft in Indian entity against Foreign Currency FD
- Forex, Forwards, Swaps and Derivatives
- Specialised branch in GIFT City
- Dedicated RM in GIFT City, complementing Indian relationship
- Solutions for PE/VC firms & their portfolio companies
- Capital Market & Custody services
- Efficient FDI handling with compliance support



GIFT City STACK

New

Comprehensive set of banking solutions for Startups and Funds from GIFT City

Key Features

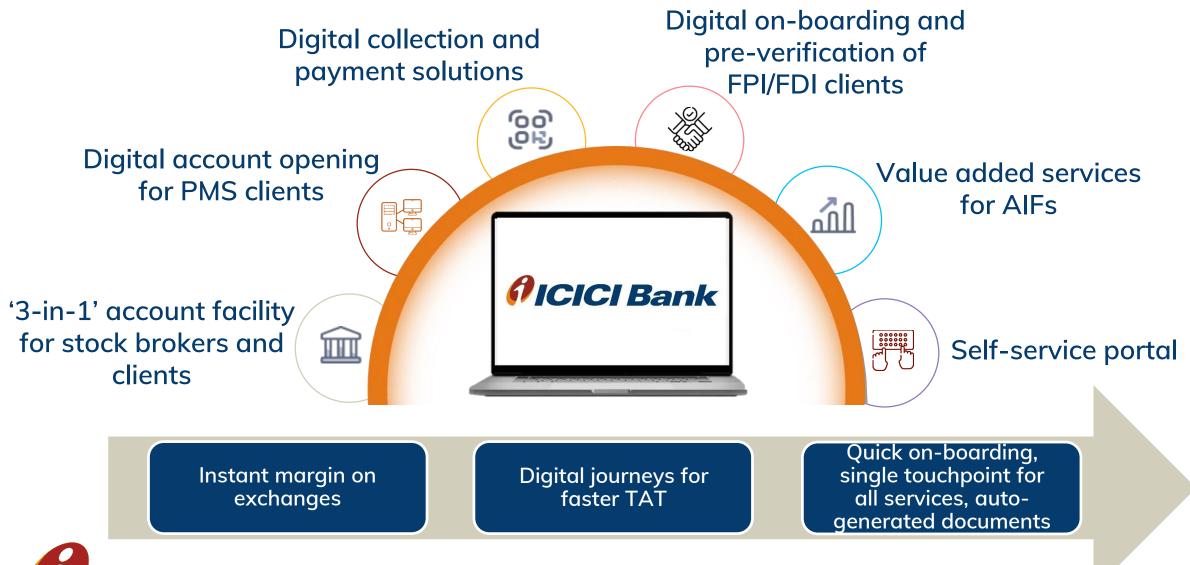


Financing solutions

Imports:
Buyers Credit | Import
Factoring
Reimbursement Financing

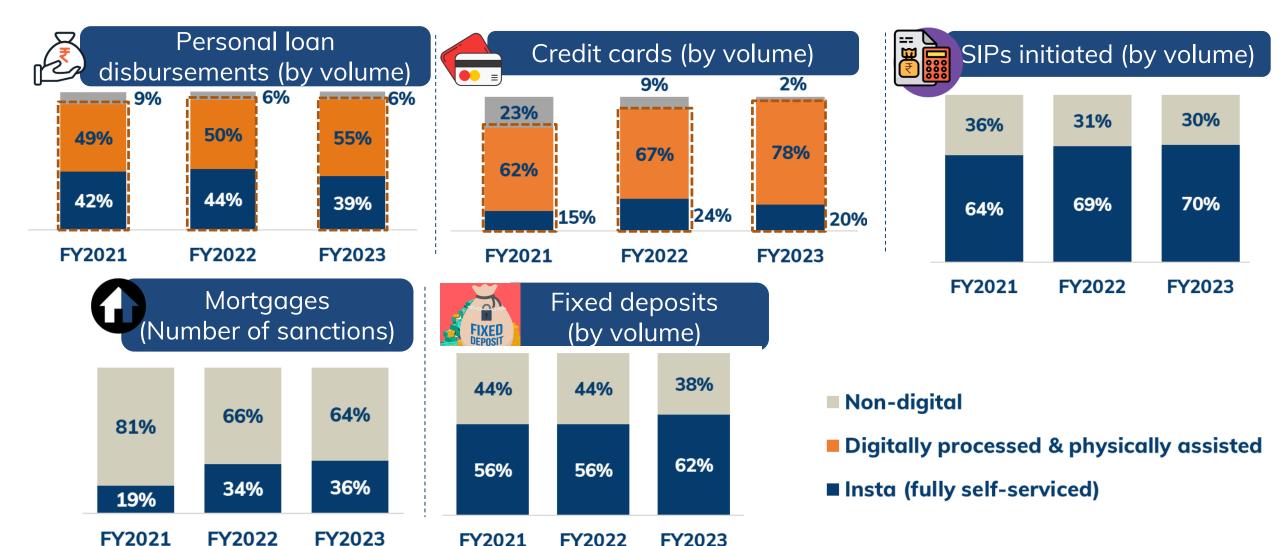
Exports:
Export Bill Re-discounting
Export Factoring

Capital Market and Custody Services



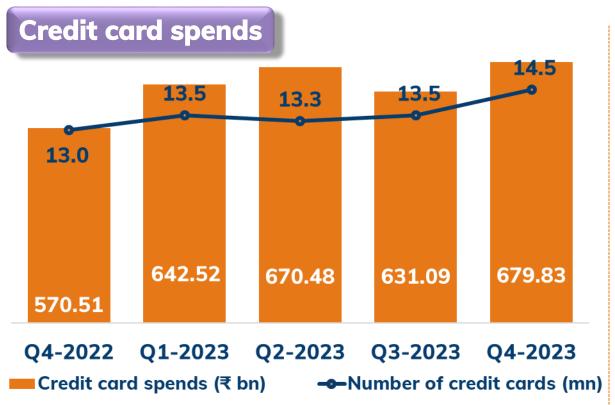


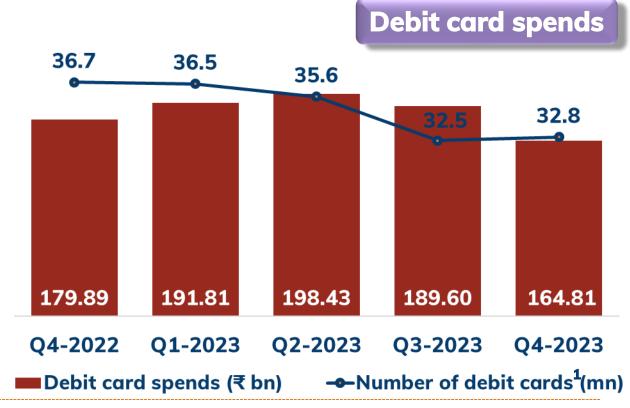
Digital sourcing for retail products in FY2023





Digital payments: credit and debit cards





Credit card partnerships

Issued **4.0 mn+**Amazon Pay cards

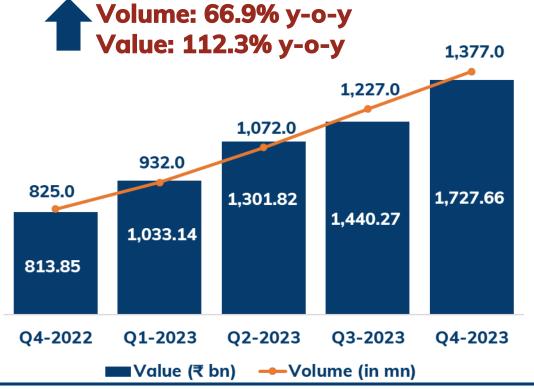






Digital payments

UPI: P2M¹ transactions



Market share by value was 19.3% in Mar 2023

Introduced easy EMI facility for UPI payments

Electronic toll collections





Market share by value was 30% in Q4-2023

1. Payments to merchants

Asset quality trends



NPA trends

(₹ billion)	Mar 31, 2022	Dec 31, 2022	Mar 31, 2023
Gross NPAs ¹	339.20	325.28	311.84
Less: cumulative provisions	269.59	268.77	260.29
Net NPAs ¹	69.61	56.51	51.55
Gross NPA ratio ¹	3.60%	3.07%	2.81%
Net NPA ratio ¹	0.76%	0.55%	0.48%
Provision coverage ratio	79.2%	82.0%	82.8%
Non-fund o/s to NPAs	36.40	38.69	37.80
Provisions on non-fund o/s to NPAs	20.51	19.93	20.05

• Net investment in security receipts of ARCs was ₹ 2.11 billion at Mar 31, 2023 (Dec 31, 2022: ₹ 4.90 billion; Mar 31, 2022: ₹ 8.07 billion)



Retail, rural and business banking NPAs: slide 68

1. Based on customer assets

NPA movement¹

₹ in billion	FY2022	Q4-2022	Q3-2023	Q4-2023	FY2023
Opening gross NPA	413.73	370.53	325.71	325.28	339.20
Add: gross additions (1)	192.91	42.04	57.23	42.97	186.41
- Retail, rural and business banking	173.57	37.36	<i>41.59</i> ²	40.20	154.90^{2}
- Corporate and SME	19.34	4.68	15.64	2.77	31.51
Less: recoveries, upgrades and others (2)	163.63	46.93	46.04	42.83	166.03
- Retail, rural and business banking	132.93	36.13	31.84	31.47	124.14
- Corporate and SME	30.70	10.80	14.20	11.36	41.89
Net additions (1)-(2)	29.28	(4.89)	11.19	0.14	20.38
Less: write-offs	99.46	26.44	11.62	11.58	44.66
: sale of NPAs	4.35	-	_	2.01	3.08
Closing gross NPAs	339.20	339.20	325.28	311.84	311.84



- Based on customer assets Includes additions of ₹ 6.72 bn from kisan credit card portfolio

Resolution under RBI frameworks

(₹ billion)	31-Mar-22	31-Dec-22	31-Mar-23
Retail, rural and business banking ¹	60.43	41.90	38.33
Corporate and SME ¹	22.24	7.97	6.75
Total fund based o/s¹	82.67	49.87	45.08
Total fund based o/s as % of total advances	1.0%	0.5%	0.4%
Provisions held on loans under resolution	25.30	15.29	13.80



Standard asset and other provisions

(₹ billion)	Mar 31, 2022	Jun 30, 2022	Sep 30, 2022	Dec 31, 2022	Mar 31, 2023
Contingency provisions ¹	74.50	85.00	100.00	115.00	131.00
Provision on non-fund based o/s to NPAs	20.51	20.75	20.24	19.93	20.05
Provisions on fund based o/s to standard borrowers under resolution	25.30	22.90	20.59	15.29	13.80
General provisions on other standard assets and other provisions	58.87	59.05	59.76	63.18	61.50
Total	179.18	187.70	200.59	213.40	226.35
Total as a % of net advances	2.1%	2.1%	2.1%	2.2%	2.2%



Loan portfolio information

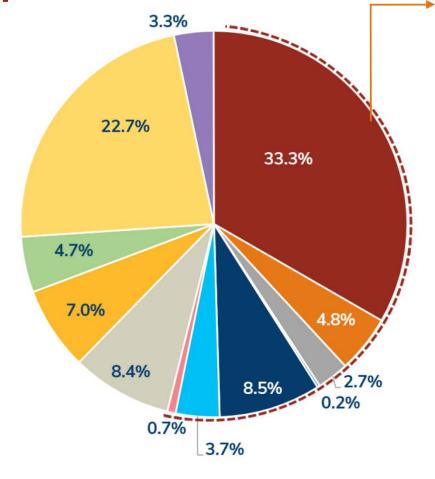


Diversified and granular loan book

Breakup of loan portfolio¹ at Mar 31, 2023

53.9% of total loans are retail³

- **■** Mortgages
- Auto finance
- Commercial vehicle and equipment
- Two wheeler loans
- Personal loans
- Credit cards
- Other retail loans²
- Rural loans
- Business banking
- SME
- Corporate and others
- Overseas book





- .. Proportions are gross of BRDS/IBPC
- 2. Includes dealer funding, loan against shares and others
- 3. Including non-fund based outstanding, the share of retail portfolio was 45.7% of the total portfolio at Mar 31, 2023

Rating-wise loan book, excluding retail and rural portfolio

Rating category ¹	Mar 31, 2020	Mar 31, 2021	Mar 31, 2022	Sep 30, 2022	Dec 31, 2022	Mar 31, 2023
AA- and above	27.3%	35.3%	36.1%	46.3%	45.3%	46.9%
A+, A, A-	36.9%	33.7%	35.7%	26.8%	27.8%	26.6%
A- and above	64.2%	69.1%	71.8%	73.1%	73.1%	73.5%
BBB+,BBB, BBB-	29.8%	25.6%	24.5%	23.8%	24.1%	24.3%
BB and below	3.0%	3.6%	2.2%	1.5%	1.2%	0.8%
Non-performing loans	2.4%	1.1%	0.7%	0.6%	0.5%	0.4%
Unrated	0.5%	0.5%	0.8%	1.0%	1.1%	1.0%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Total net loans, excluding retail and rural portfolio (₹ billion)	2,639	2,818	3,276	3,521	3,669	3,826



1. Based on internal ratings

Corporate and SME: BB and below

(₹ billion)	Mar 31, 2022	Dec 31, 2022	Mar 31, 2023
BB and below outstanding ¹	108.08	55.81	47.04
- Fund and non-fund o/s to borrowers with loans under resolution	23.89	8.79	7.74
- Other borrowers with o/s greater than ₹ 1.00 bn²	58.81	26.06	18.01
- Other borrowers with o/s less than ₹ 1.00 bn²	25.38	20.96	21.29

- The maximum single borrower outstanding in the BB and below portfolio was less than ₹ 5.00 billion at Mar 31, 2023
- At Mar 31, 2023, total provisions³ held on BB and below portfolio were ₹ 4.09 billion (Dec 31, 2022: ₹ 4.48 billion)



- L. Excludes banks, investments and fund and non-fund based outstanding to NPAs
- 2. Fund-based and non-fund based outstanding
- 3. Including provisions on loans under resolution

Movement in Corporate & SME BB and below: Q4-2023

(₹ billion)





- 1. Fund-based and non-fund based outstanding
- 2. Excludes banks, investments and fund and non-fund based outstanding to NPAs

Mortgage portfolio



Mortgage portfolio includes home loans ~71%, top-up loans given to existing home loan customers 6%, office premises loans ~5% and loan against property ~17%



Home loans are geographically well diversified, built on fundamental premises of cashflow assessment of underlying borrower + meeting the legal and technical standards of the Bank for the property being mortgaged

Loan against property portfolio has conservative loan to value ratios, lending based on cash flows of business/individuals with limited reliance on the value of collateral; valuation of the property is carried out internally



iLens, an integrated, end-to-end, retail lending solution, covering all facets of loan lifecycle starting from sourcing till disbursement for all kind of customers. It is a single interface for employees, third party agencies and sourcing channels

~85%

Mortgage customers have liability relationship size of home with the Bank

~ ₹ 3.4 mn

Average ticket loan

~65%

Average loanto-value ratio of home loan

~35%

Average loan-tovalue ratio of loan against property



Auto and two wheeler finance

Auto loan portfolio comprises 85% new vehicles and 15% used vehicles





Instant car loan disbursement, a industry first proposition, for pre-approved customers; delivery order is generated digitally in a seamless manner. The product won the 'Best Automobile/Car Loan Product Award' in 2021



ICICI Bank ICICIAuto.com, a one stop digital solution to assist customers in their car buying journey; offers superior and more personalised continued. reducing operating expenses

Two w keler loans - onboarding mobility solution provides an end-to-end digital journey for customers with instant approval; instant verification and rule engine based decisioning



Auto loan customers have ~75% a liability relationship with the Bank

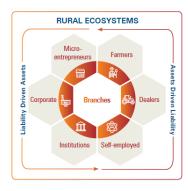
Digital sourcing ~85% and processing for new car loan



Rural and personal loan and credit card portfolio

Rural loans

Gold loans comprise ~2% and kisan credit cards comprise ~2% of the total loan book



Leverage opportunities for growt h in identified ecosystems such as farmers, dealers, self-employed, corporates, institutions and micro-entrepreneurs



Through API integration with Blarat Bill Payment System, customers can instantly pay interest on their overdraft facilities; eliminates branch visits to service their loans



Personal loans and credit cards



Personal loan disbursements increased sequentially in Q4-2023

Growt h in retail credit card spends driven by



- Improvement in discretionary spending
- higher activation rate through digital onboarding of customers, including Amazon Pay credit cards
- ~ **60%** Portfolio to existing customers
- ~ **85%** Portfolio of salaried individuals
- ~ 70% Salaried customers from well rated corporates, MNCs, and government entities

SME and business banking portfolio





Growth driven by **leveraging branch network** and **digital platforms** such as InstaBIZ, Merchant STACK and Trade Online and efforts towards process decongestion such as esigning of disbursement documents through **EazySign**

Focus on parameterised and programme based lending, granularity, collateral and robust monitoring; well diversified portfolio across sectors and geographies



Primary collateral in the business banking portfolio in the form of **charge on current assets** and backed by property

~ ₹ 95 million

Average ticket size of the incremental sanctions in SME in Q4-2023

₹ 10-15 mn

Average ticket size of business banking loan

~ 90%

Of business banking book fully collateralized with a collateral cover of >100%



Exposure to power sector

(₹ billion)	Mar 31,	Dec 31,	Mar 31,	Share at Mar
	2022	2022	2023	31, 2023 (%)
Borrowers classified as NPA or part of BB and below portfolio ¹	73.24	50.98	45.03	9.4%
Other borrowers	327.47	387.58	432.19	90.6%
Total	400.71	438.56	477.22	100.0%

• Of the other borrowers aggregating ₹ 432.19 billion, excluding exposure to State Electricity Boards, about 90% was rated A- and above





NBFCs, **HFCs** and builder portfolio

Outstanding (₹ billion)	Mar 31, 2022	Dec 31, 2022	Mar 31, 2023
NBFCs ¹	601.44	660.45	725.93
HFCs ¹	84.88	104.95	108.97
Builder portfolio (construction finance, lease rental discounting, term loans and working capital)	269.48	360.11	398.87

- Proportion of the NBFC and HFC portfolio internally rated BB and below or non-performing at Mar 31, 2023 was < 0.5% (similar level as Dec 31, 2022)
- 4.6% of the builder portfolio at Mar 31, 2023 was either internally rated BB and below or classified as non-performing (Dec 31, 2022: 5.6%)
- Sequential increase in the outstanding to NBFCs and HFCs is mainly due to disbursements to entities having long vintage and entities owned by well-established corporate groups.



Concentration risk ratios

Advances	Mar 31, 2020	Mar 31, 2021	Mar 31, 2022	Sep 30, 2022	Dec 31, 2022	Mar 31, 2023
Exposure to top 20 borrowers ¹ as a % of total exposure	11.0%	12.1%	9.6%	8.7%	8.8%	8.5%
Exposure to top 10 groups as a % of total exposure	12.1%	11.6%	10.3%	10.1%	10.0%	10.1%

• All top 20 borrowers as of Mar 31, 2023 are rated A- and above internally

Deposits	Mar 31,	Mar 31,	Mar 31,	Sep 30,	Dec 31,	Mar 31,
	2020	2021	2022	2022	2022	2023
Exposure to top 20 depositors ¹ as a % of total deposits	4.88%	5.38%	5.26%	4.40%	3.75%	3.46%



1. Excludes banks

Capital



Strong capital position

	Dec 31, 2	.022 ¹	Mar 31, 2023 ²		
	(₹ billion)	%	(₹ billion)	%	
Total capital	1,693.57	16.26	1,962.82	18.34	
- Tier I	1,615.27	15.51	1,884.17	17.60	
- of which: CET1	1,564.05	15.02	1,832.77	17.12	
- Tier II	78.30	0.75	78.65	0.74	
Risk weighted assets	10,413.78		10,705.15		
- On balance sheet	9,430.33		9,679.49		
- Off balance sheet	983.45		1,025.66		

• Including profits for 9M-2023, CET1 ratio was 17.09%, Tier I ratio was 17.58% and total capital adequacy ratio was 18.33% at Dec 31, 2022



Consolidated capital adequacy: slide 70

Group companies



Profit after tax of key subsidiaries and associates

Profit after tax (₹ billion)	FY2022	Q4- 2022	Q3- 2023	Q4- 2023	FY2023
ICICI Prudential Life Insurance	7.54	1.85	2.21	2.35	8.11
ICICI Lombard General Insurance	12.71	3.13	3.53	4.37	17.29
ICICI Prudential Asset Management ¹	14.54	3.57	4.20	3.85	15.16
ICICI Securities (Consolidated) ¹	13.83	3.40	2.81	2.63	11.18
ICICI Securities Primary Dealership ^{1,2}	3.30	0.42	0.12	0.05	1.28
ICICI Home Finance ¹	1.64	0.53	1.05	0.96	3.02
ICICI Venture	0.00 ³	0.16	0.10	0.04	0.06
ICICI Bank UK (USD million)	10.9	3.1	3.1	5.0	13.0
ICICI Bank Canada (CAD million)	29.2	4.3	11.5	15.6	46.4

Details on key subsidiaries and associates: slides 71-76



- As per Ind AS
- 2. Represents total comprehensive income
- 3. Insignificant amount

Insurance entities

ICICI Prudential Life Insurance

- Value of new business (VNB) increased by 27.8% y-o-y to ₹ 27.65 billion in FY2023
- VNB margin increased to 32% in FY2023 from 28.0% in FY2022
- Annualised premium equivalent (APE) grew by 11.7% y-o-y to ₹86.40 billion in FY2023
- New business sum assured grew by 34.7% y-o-y in FY2023
 - Market share at 15.0% in FY2023

ICICI Lombard General Insurance

- Gross direct premium income (GDPI) grew by 17.0% y-o-y to ₹210.25 billion in FY2023
- Leading private sector non-life insurer in India with a market share¹ of 8.2% at March 31, 2023

50

1 Based on GDPI



ICICI Securities and ICICI AMC

ICICI Securities¹

- Retail equity market share increased from 10.0% in Q4-2022 to 11.0% in Q4-2023
- Retail derivative market share increased from 3.3% in Q4-2022 to 3.6% in Q4-2023
- Market share in commodity trading segment increased from 4.1% in Q4-2022 to 6.1% in Q4-2023
- NSE active clients² market share at 7.1% at March 31, 2023

ICICI AMC

- AAUM³ grew by 6.7% y-o-y to ₹ 4,996 billion in Q4-2023
- Market leader in equity and hybrid AUM with market share of 13.3% at March 31, 2023



- On a consolidated basis
- Active in trailing 12 months
- 3. Average assets under management (excluding fund of funds); source: Association of Mutual Funds in India (AMFI) website

Environmental, Social and Governance (ESG) initiatives



Update on ESG (1/2)

Progress on various ESG initiatives during FY2023

Strengthened governance through oversight of Board Risk Committee



Policies and Frameworks

- The Board approved Environmental, Social and Governance Policy disclosed on the Bank's website
- Framework for Sustainable Financing established for better focus and for identifying portfolio meeting sustainable goals
- Supplier Code of Conduct established for improving sustainable procurement practices; initiated awareness sessions with vendors





Sustainability in own operations

- 4.45 million square feet across 154 sites (one-third of Bank's premises), were IGBC-certified at March 31, 2023
- Evaluating options for increased sourcing of energy through renewable sources
- Awareness sessions & capability building on ESG aspects being undertaken for various teams across the Bank





Update on ESG (2/2)



Social initiatives

Lending to rural women and promoting entrepreneurship; credit provided to 10.0 million women through over 7.85 lakh SHG loans as on March 31, 2023





CSR Initiatives

- Impacted 10.9 mn+ individuals in 250+ districts and 37 aspirational districts across all state & union territory of India
- Strengthening health infrastructure and improving access to health facilities; support extended to over 400 hospitals benefiting 1.5 million people
- 2.6 million+ trees planted and intervention in 41 forests to improve biodiversity
- Over 17 billion litres of annual water harvesting potential created through water management projects
- Rainwater harvesting projects undertaken in over 3,500 schools
- Solid waste management projects in 8 states; 200 e-vehicles provided for waste disposal
- Provided skill development training to more than 7 lakh individuals through various programmes













Thank you

Additional financial information



Yield, cost and margin

Movement in yield, costs & margins (Percent) ¹	FY2022	Q4-2022	Q3-2023	Q4-2023	FY2023
Yield on total interest-earning assets ²	7.21	7.19	8.07	8.60	7.87
- Yield on advances	8.27	8.31	9.13	9.75	8.94
Cost of funds	3.71	3.68	3.95	4.29	3.93
- Cost of deposits	3.53	3.48	3.65	3.98	3.66
Net interest margin ²	3.96	4.00	4.65	4.90	4.48
- Domestic	4.07	4.12	4.79	5.02	4.61
- Overseas	0.29	0.35	0.63	1.03	0.61



slide 9



2. Impact of interest on income tax refund nil in Q4-2023 and 1 bp in FY2023 (2 bps in FY2022, 1 bp in Q4-2022, nil in Q3-2023)

Consolidated profit & loss statement

(₹ billion)	FY2022	Q4-2022	Q3-2023	Q4-2023	FY2023	Q4-o-Q4 growth
Net interest income	542.40	143.66	186.41	199.59	705.23	38.9%
Non-interest income	621.29	178.34	162.41	194.84	651.12	9.3%
- Fee income	203.35	55.30	57.09	60.69	228.72	9.7%
- Premium income	389.60	119.34	101.53	131.77	411.37	10.4%
- Other income	28.34	3.70	3.79	2.38	11.03	(35.7)%
Total income	1,163.69	322.00	348.82	394.43	1,356.35	22.5%
Operating expenses	731.52	206.72	205.12	242.37	824.39	17.2%
Operating profit	432.17	115.28	143.70	152.06	531.96	31.9%



Consolidated profit & loss statement

(₹ billion)	FY2022	Q4- 2022	Q3- 2023	Q4- 2023	FY2023	Q4-o-Q4 growth
Operating profit	432.17	115.28	143.70	152.06	531.96	31.9%
Contingency provisions	(0.25)	10.25	15.00	16.00	56.50	56.1%
Other provisions	90.02	0.79	9.34	1.22	12.90	54.4%
Profit before tax	342.40	104.24	119.36	134.84	462.56	29.4%
Tax	84.56	25.13	30.00	34.98	117.92	39.2%
Share in profit of associates	7.54	1.78	2.29	2.51	9.98	41.0%
Minority interest	14.28	3.70	3.73	3.84	14.25	3.8%
Profit after tax	251.10	77.19	87.92	98.53	340.37	27.6%



Key ratios (consolidated)

Percent	FY2022	Q4-2022	Q3-2023	Q4-2023	FY2023
Return on equity ¹	14.8	17.5	17.5	19.1	17.3
Weighted average EPS¹ (₹)	36.2	45.1	50.0	57.3	48.9
Book value (₹)	262	262	293	307	307





Balance sheet: liabilities

(₹ billion)	Mar 31, 2022	Dec 31, 2022	Mar 31, 2023
Net worth	1,705.12	1,912.69	2,007.16
- Equity capital	13.90	13.96	13.97
- Reserves	1,691.22	1,898.73	1,993.19
Deposits	10,645.72	11,220.49	11,808.41
- Current	1,584.80	1,456.26	1,614.86
- Savings	3,599.57	3,632.16	3,797.76
- Term	5,461.35	6,132.08	6,395.79
Borrowings ¹	1,072.31	1,305.50	1,193.25
Other liabilities	689.83	778.80	833.25
Total liabilities	14,112.98	15,217.48	15,842.07

 Credit/deposit ratio of 84.5% on the domestic balance sheet at Mar 31, 2023 (Dec 31, 2022: 84.7%; Mar 31, 2022: 77.5%)

Composition of borrowings

(₹ billion)	Mar 31, 2022	Dec 31, 2022	Mar 31, 2023
Domestic	753.10	999.65	935.11
- Capital instruments	138.51	82.60	82.81
- Other borrowings	614.59	917.05	852.30
- Long term infrastructure bonds	387.84	459.04	459.04
- Refinance	182.26	292.77	355.95
Overseas borrowings¹	319.21	305.85	258.14
Total borrowings	1,072.31	1,305.50	1,193.25



1. Including impact of rupee depreciation

Consolidated balance sheet

(₹ billion)	Mar 31, 2022	Dec 31, 2022	Mar 31, 2023
Cash & bank balances	1,831.26	1,398.80	1,364.56
Investments	5,670.98	6,125.58	6,395.52
Advances	9,203.08	10,380.91	10,838.66
Fixed & other assets	821.05	966.80	986.16
Total assets	17,526.37	18,872.09	19,584.90
Net worth	1,820.52	2,045.93	2,144.98
Minority interest	59.81	65.73	66.87
Deposits	10,913.66	11,523.25	12,108.32
Borrowings	1,616.03	1,924.97	1,890.62
Liabilities on policies in force	2,288.27	2,399.75	2,388.67
Other liabilities	828.08	912.46	985.44
Total liabilities	17,526.37	18,872.09	19,584.90





Branch and ATM network

Branches	Mar 31, 2020	Mar 31, 2021	Mar 31, 2022	Sep 30, 2022	Dec 31, 2022	Mar 31, 2023	% share at Mar 31, 2023
Metro	1,585	1,542	1,567	1,610	1,645	1,709	29.0%
Urban	1,067	1,063	1,074	1,101	1,125	1,160	19.7%
Semi urban	1,546	1,537	1,599	1,652	1,676	1,712	29.0%
Rural	1,126	1,124	1,178	1,251	1,272	1,319	22.3%
Total branches	5,324	5,266	5,418	5,614	5,718	5,900	100.0%
Total ATMs	15,688	14,136	13,626	13,254	13,186	13,031	
Total CRMs	1,808	2,698	2,983	3,240	3,370	3,619	





Balance sheet: assets

(₹ billion)	Mar 31, 2022	Dec 31, 2022	Mar 31, 2023
Cash & bank balances	1,678.22	1,224.71	1,194.38
Investments	3,102.41	3,370.51	3,623.30
- SLR investments	2,563.78	2,867.42	3,057.69
- Equity investment in subsidiaries1	67.13	69.78	69.78
Advances	8,590.20	9,740.47	10,196.38
Fixed & other assets	742.14	881.79	828.01
- RIDF ² and related	264.19	225.67	216.22
Total assets	14,112.98	15,217.48	15,842.07



In addition, the Bank's equity investment in ICICI Lombard General Insurance Company Limited was ₹ 13.31 billion.
The company ceased to be a subsidiary of the Bank during Q2-2022

[.] Rural Infrastructure Development Fund

Equity investment in subsidiaries

(₹ billion)	Mar 31, 2022	Dec 31, 2022	Mar 31, 2023
ICICI Prudential Life Insurance	32.75	32.75	32.75
ICICI Bank Canada	9.96	9.96	9.96
ICICI Bank UK	9.70	9.70	9.70
ICICI Home Finance	11.12	13.62	13.62
ICICI Securities Limited	1.22	1.22	1.22
ICICI Securities Primary Dealership	1.58	1.58	1.58
ICICI AMC	0.61	0.61	0.61
ICICI Venture Funds Mgmt	0.05	0.05	0.05
Others	0.14	0.29	0.29
Total	67.13	69.78	69.78



Portfolio composition

	Mar 31, 2022	Dec 31, 2022	Mar 31, 2023
Domestic	91.2%	92.8%	93.2%
International	8.8%	7.2%	6.8%
Total consolidated advances (₹ billion)	9,203	10,381	10,839





Retail, rural and business banking NPAs

₹ in billion	Mar 31, 2022	Dec 31, 2022	Mar 31, 2023
Gross retail, rural and business banking NPAs	128.32	122.45	121.13
- as a % of gross advances	2.17%	1.78%	1.67%
Net retail, rural and business banking NPAs	53.05	43.51	42.04
- as a % of net advances	0.91%	0.64%	0.59%





Sector-wise exposures

Top 10 sectors ¹ : % of total exposure of the Bank	Mar 31, 2020	Mar 31, 2021	Mar 31, 2022	Sep 30, 2022	Dec 31, 2022	Mar 31, 2023
Retail finance ²	32.2%	33.9%	36.3%	37.5%	37.8%	38.3%
Services – finance	8.4%	9.9%	8.9%	8.4%	8.9%	8.7%
Banks	6.4%	7.9%	7.9%	7.6%	6.6%	6.0%
Rural	4.9%	6.3%	5.8%	6.2%	6.2%	6.2%
Wholesale/retail trade	3.9%	3.4%	3.3%	3.9%	4.1%	4.0%
Electronics & engineering	6.1%	4.5%	4.2%	4.0%	3.9%	4.0%
Crude petroleum/refining & petrochemicals	5.9%	4.9%	4.1%	3.8%	3.7%	3.8%
Road, port, telecom, urban development & other infra	4.3%	3.5%	3.2%	3.4%	3.2%	3.0%
of which: Telecom	1.7%	1.6%	1.4%	1.5%	1.4%	1.4%
Services - non finance	3.0%	2.8%	3.0%	3.1%	3.1%	3.3%
Construction	2.6%	2.3%	2.3%	2.3%	2.4%	2.3%
Power	3.1%	2.5%	2.4%	2.3%	2.3%	2.4%
Total (₹ billion)	12,446	14,223	16,648	18,406	19,307	20,245





Top 10 based on position at Mar 31, 2023

From Mar 31, 2022, the Bank has started reporting rural portfolio separately from retail finance. Previous period numbers have been reclassified

Consolidated capital adequacy

Basel III (%)	Dec 31, 2022 ¹	Mar 31, 2023 ²
Total capital	16.02%	18.09%
- Tier I	15.25%	17.33%
- of which: CET 1	14.80%	16.88%
- Tier II	0.76%	0.76%

Including profits for 9M-2023, CET 1 ratio was 16.77%, Tier I ratio was 17.23% and total capital adequacy ratio was 17.99% at Dec 31, 2022





- Excludes profit for 9M-2023
- After reckoning the impact of proposed dividend

Insurance entities

ICICI Life (₹ billion)	FY2022	Q4-2022	Q3-2023	Q4-2023	FY2023
Annualised premium equivalent	77.33	26.08	18.21	33.00	86.40
- Of which: protection	13.13	4.57	3.40	4.54	15.04
Assets under management	2,404.92	2,404.92	2,518.84	2,511.91	2,511.91
Expense ratio ¹	18.6%	20.6%	19.5%	22.9%	21.5%
ICICI General (₹ billion)	FY2022	Q4-2022	Q3-2023	Q4-2023	FY2023
Gross written premium	185.62	50.01	56.00	53.40	217.72
Combined ratio	108.8%	103.2%	104.4%	104.2%	104.5%
Return on average equity ²	14.7%	14.0%	14.3%	17.2%	17.7%



All expenses (including commission) / (Total premium – 90% of single premium) Annualised for all interim periods

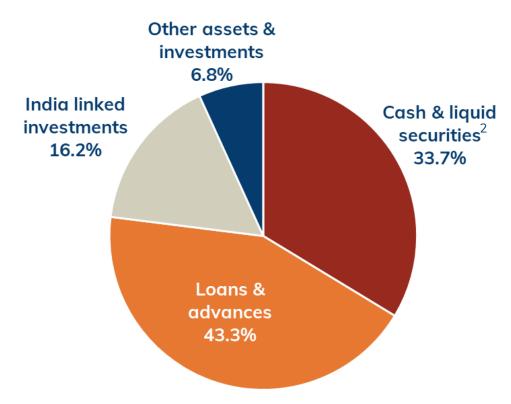
ICICI Bank UK

(USD million)	FY2022	Q4-2022	Q3-2023	Q4-2023	FY2023
Net interest income	40.5	10.0	13.8	16.0	52.6
Operating profit	14.4	4.3	7.9	9.9	21.7
Loans and advances	1,244.3	1,244.3	1,021.9	997.2	997.2
Deposits	1,542.0	1,542.0	1,529.8	1,617.4	1,617.4
- Retail term deposits	240.0	240.0	494.9	650.2	650.2
Capital adequacy ratio	23.0%	23.0%	25.4%	27.1%	27.1%
- Tier I	17.8%	17.8%	20.1%	21.5%	21.5%
Net impaired loans	25.4	25.4	20.9	32.4	32.4



ICICI Bank UK¹

Asset profile



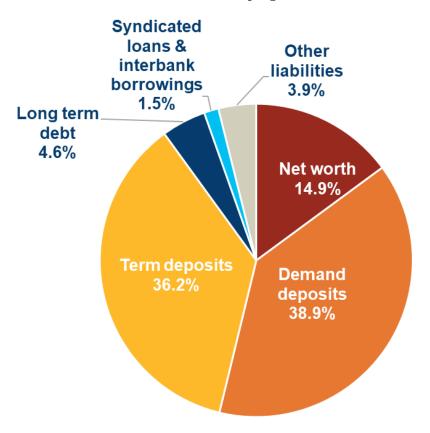
Total assets: USD 2.14 bn

9

1. At Mar 31, 2023

2. Includes cash & advances to banks and T Bills

Liability profile



Total liabilities: USD 2.14 bn

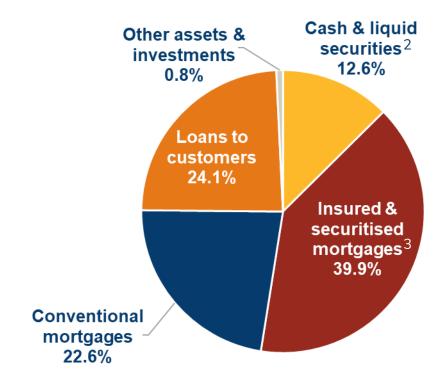
ICICI Bank Canada

(CAD million)	FY2022	Q4-2022	Q3-2023	Q4-2023	FY2023
Net interest income	44.0	11.5	25.0	26.8	84.2
Operating profit	34.1	8.0	19.3	20.7	65.6
Loans and advances	4,984.1	4,984.1	5,153.0	5,182.1	5,182.1
- Residential mortgages	3,692.5	3,692.5	3,752.9	3,741.5	3,741.5
Deposits	2,851.7	2,851.7	3,238.7	3,176.7	3,176.7
Capital adequacy ratio	17.2%	17.2%	17.6%	17.3%	17.3%
- Tier I	16.5%	16.5%	16.8%	16.5%	16.5%
Net impaired loans	0.3	0.3	1.8	4.4	4.4



ICICI Bank Canada¹

Asset profile

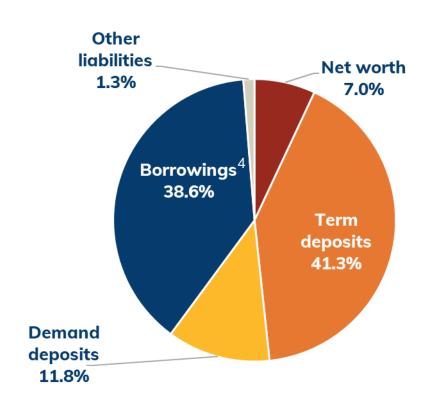


Total assets: CAD 5.98 bn

1. At Mar 31, 2023

- 2. Includes cash & placements with banks and government securities
- B. Insured mortgages include CAD 2,336.1 million of securitised mortgages at Mar 31, 2023 (Dec 31, 2022: CAD 2,359.9 million)
- 1. As per IFRS, proceeds of CAD 2,308.7 million at Mar 31, 2023 (Dec 31, 2022: CAD 2,330.0 million) on securitisation of residential mortgages are considered a part of borrowings

Liability profile



Total liabilities: CAD 5.98 bn

ICICI Home Finance¹

(₹ billion)	Dec 31, 2022	Mar 31, 2023	
Loans and advances	164.68	175.44	
Gross impaired loans (stage 3) ²	7.61	5.61	
Net impaired loans (stage 3)	4.51	3.56	
Capital adequacy ratio	24.14%	23.47%	

• At March 31, 2023, loans to borrowers where resolution was implemented as per the framework announced by RBI in August 2020 and May 2021 were ₹ 6.36 billion (₹ 6.90 billion at December 31, 2022); provisions held on these loans were ₹ 0.71 billion (₹ 0.77 billion at December 31, 2022)





- As per Ind AS
- 2. Includes commercial real estate loans of ₹ 0.82 billion at Mar 31, 2023 (Dec 31, 2022: ₹ 1.59 billion)