

January 19, 2018

The Manager - Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai - 400 051
NSE Scrip Code: IDFCBANK

The Manager - Listing Department
BSE Limited
1st Floor, P.J. Towers, Dalal Street,
Mumbai - 400 001
BSE Scrip Code: 539437

IDFC Bank Limited - Presentation on Q3 FY18 - (quarter and nine months ended December 31, 2017)

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 and nine months ended December 31, 2017.

This is for your information and records.

Thanking you,

Yours faithfully,
For IDFC Bank Limited


Mahendra N. Shah
Company Secretary & Chief Compliance Officer



Encl: as mentioned above



IDFC BANK

Q3FY18 FINANCIALS

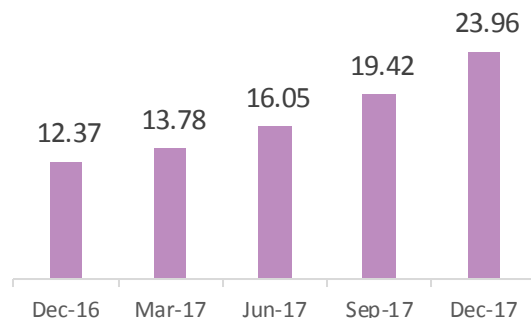
DECEMBER 31, 2017



Key Highlights: Q3 FY18 (1 of 2)

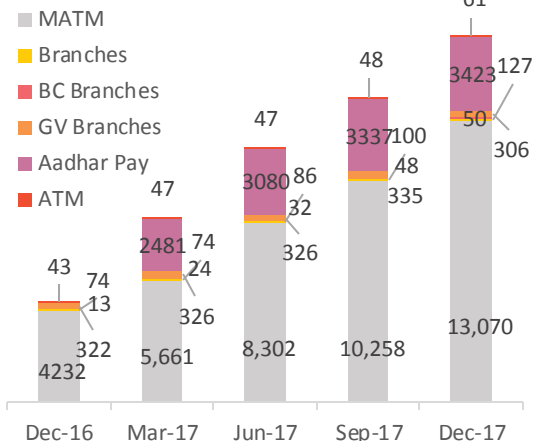
No. of Customers

(Total: 24 lacs | IBL customers: 13 lacs)
(In lacs)

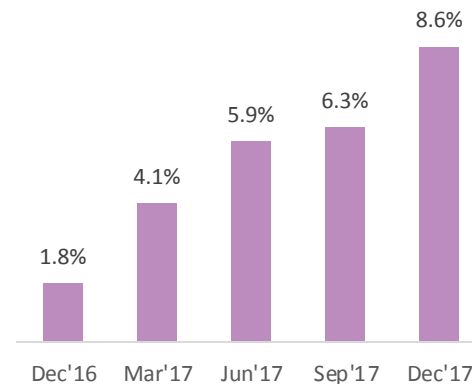


Customers acquired in Q3 FY18: 453K (B+: 75K; BB: 197K; IBL: 181k)

Network (17,037)



CASA/Gross Advances

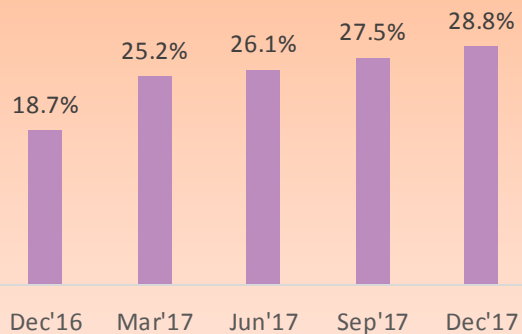


**Franchise Fee
/Total Non Interest Income**

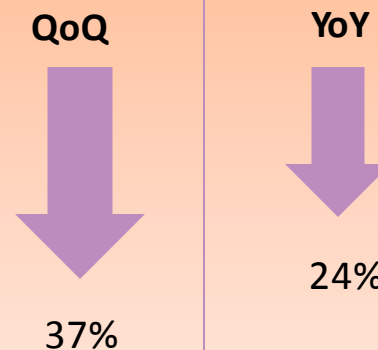
64.3%
(₹ 138 Cr)

**Franchise Fee
/Total Operating Income**
19.0%

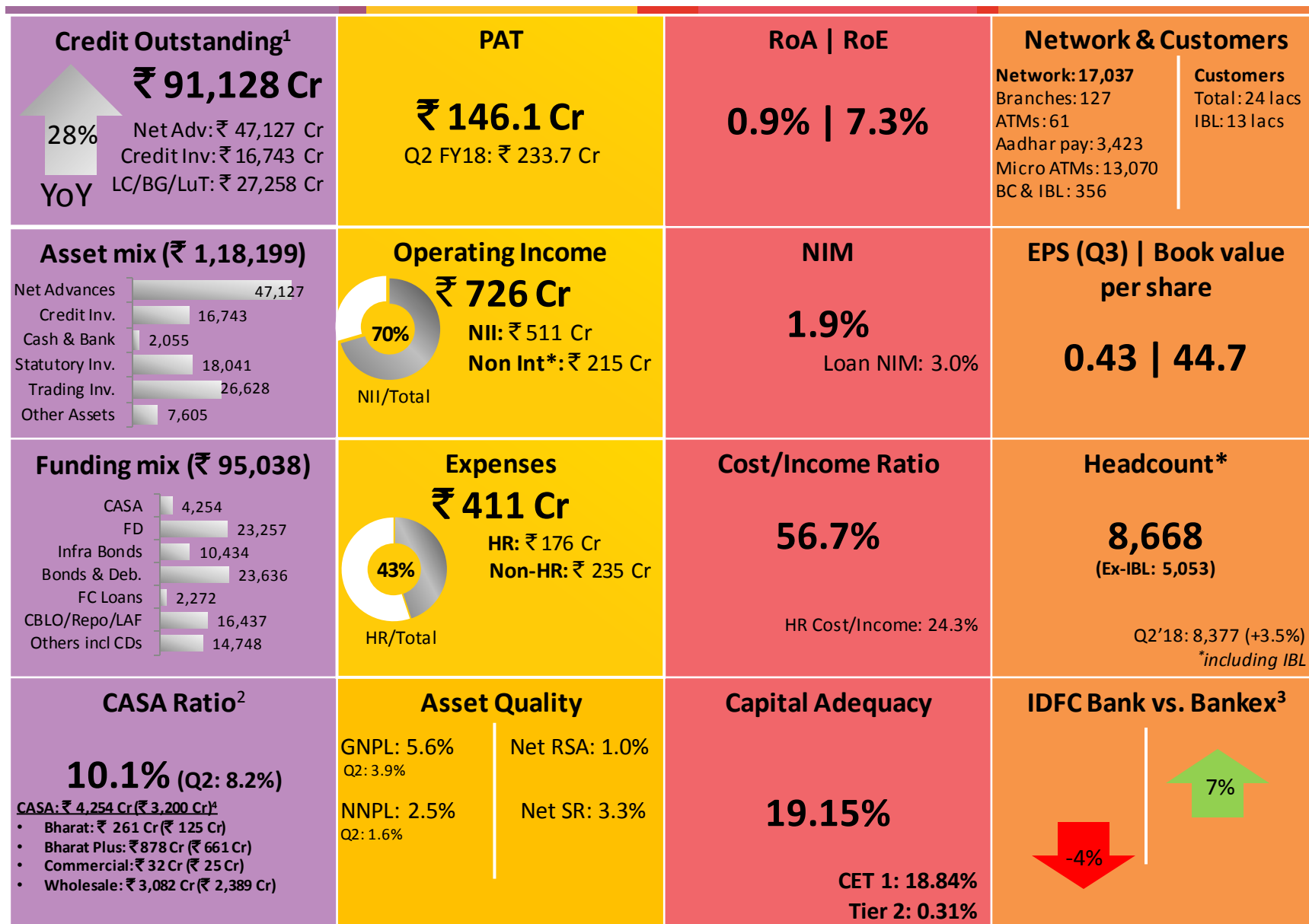
**Retailisation of Funded Book:
₹ 18,513 Cr**



**PAT Growth
Q3FY18: ₹ 146.2 Cr**



Key Highlights: Q3 FY18 (2 of 2)



1. Credit Outstanding (FB+ NFB) grew 0.18% to ₹91,128 Cr as of 31st Dec'17 from ₹90,598 Cr as of 30th Sep'17

2. CASA Ratio = CASA/(CASA+FD+CD) 3. Sep-17 to Dec-17 4. Avg. CASA per account; B+: Rs. 25,600 (# of A/Cs: 3.43 lacs); Bharat: Rs. 3,493 (# of A/Cs 7.5 lacs)

Balance sheet largely flat, Trading investments down 9% QoQ

In INR Cr.	Dec-16	Sep-17	Dec-17	% Growth (QoQ)	% Growth (YoY)
Shareholders' Funds	14,486	15,056	15,208	1%	5%
Deposits	27,001	38,890	42,259	9%	57%
Borrowings	68,445	59,944	54,506	(9%)	(20%)
Other liabilities and provisions	5,643	6,062	6,226	3%	10%
Total Liabilities	115,576	119,952	118,199	(1%)	2%
Cash and Bank Balances	3,880	2,470	2,055	(17%)	(47%)
Net Retail and Corporate Assets	56,641	65,177	63,870	(2%)	13%
Net Advances	46,983	48,830	47,127	(3%)	0%
Credit Investments	9,658	16,347	16,743	2%	73%
Statutory Investments	17,389	16,740	18,041	8%	4%
CRR	2,533	2,604	2,798	7%	10%
SLR	14,856	14,136	15,243	8%	3%
Trading Investments	30,078	29,172	26,628	(9%)	(11%)
Fixed and Other Assets	7,589	6,393	7,605	19%	0%
Total Assets	115,576	119,952	118,199	(1%)	2%

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

NII improves 7% on sequential basis driven by Loans & Advances

In INR Cr.	9M FY17	9M FY18	9M % Growth (YoY)	Q3 FY17	Q2 FY18	Q3 FY18	% Growth (QoQ)	% Growth (YoY)
Operating Income	2,473	2,509	1%	856	734	726	-1%	-15%
Net Interest Income	1,561	1,429	-8%	535	480	511	7%	-5%
Non Interest Income	913	1,081	18%	320	254	215	-16%	-33%
Fee and Commission	293	387	32%	109	107	138	30%	27%
Trading Gains (Debt & Equity)	616	693	13%	214	146	78	-47%	-64%
Other Income	4	1	-81%	-2	1	-1	-166%	-61%
Operating Expenses	979	1,163	19%	379	362	411	13%	9%
HR	497	508	2%	203	163	176	8%	-13%
Non HR	482	655	36%	176	200	235	18%	33%
Pre-Prov Op Profit (Ppop)	1,494	1,347	-10%	476	372	315	-15%	-34%
Provisions & Contingencies	278	133	-52%	232	27	109	309%	-53%
Profit Before Tax	1,217	1,213	0%	245	345	206	-40%	-16%
Tax	372	396	7%	53	112	60	-46%	13%
Profit After Tax	845	817	-3%	192	234	146	-37%	-24%

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

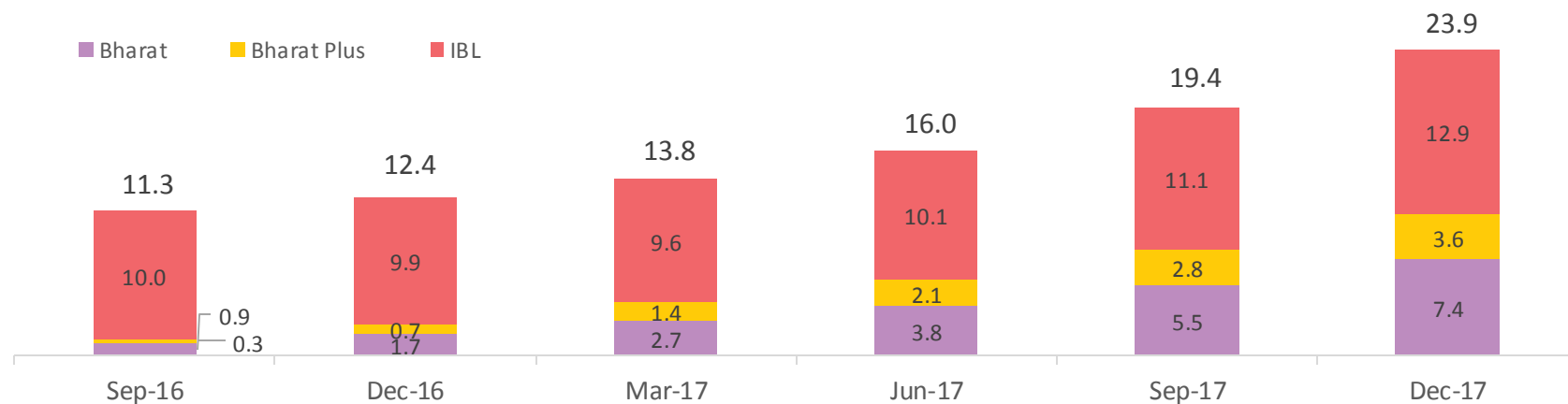
All figures in ₹ Crores

Financials: Key ratios

	Q3 FY17	Q2 FY18	Q3 FY18	9M FY18
Return on Assets	0.7%	0.8%	0.5%	0.9%
Return on Equity	5.3%	6.1%	3.8%	7.3%
EPS (Rs.)	0.6	0.7	0.4	2.4
Book Value Per Share (Rs.)	42.7	44.3	44.7	44.7
NIMs	2.1%	1.8%	1.9%	1.8%
<i>Of which Loan NIMs</i>	<i>3.1%</i>	<i>2.9%</i>	<i>3.0%</i>	<i>2.8%</i>
Cost / Income	44.3%	49.4%	56.6%	46.3%
HR Cost/ Income	23.7%	22.2%	24.3%	20.2%
Capital Adequacy Ratio	18.4%	19.3%	19.1%	19.2%
<i>Of which Tier I</i>	<i>18.0%</i>	<i>19.0%</i>	<i>18.8%</i>	<i>18.8%</i>
Gross NPL (% of Loans)	7.0%	3.9%	5.6%	5.6%
Net NPL (%)	2.6%	1.6%	2.5%	2.5%
CASA / Gross Advances	1.8%	6.3%	8.6%	8.6%
CASA/Total Deposits	3.3%	8.2%	10.1%	10.1%

Customers & Network

Customers :

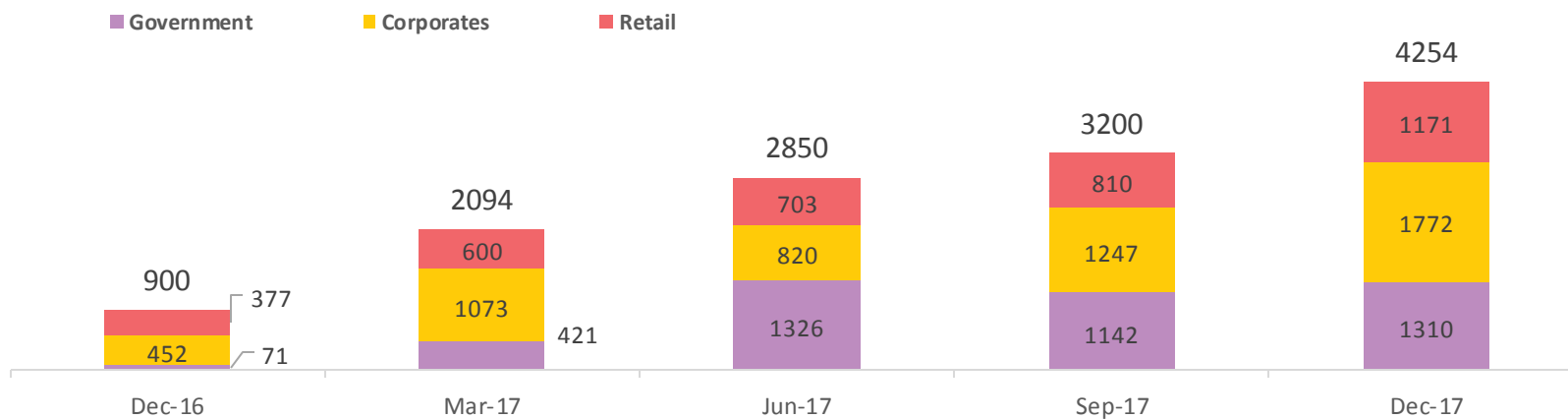
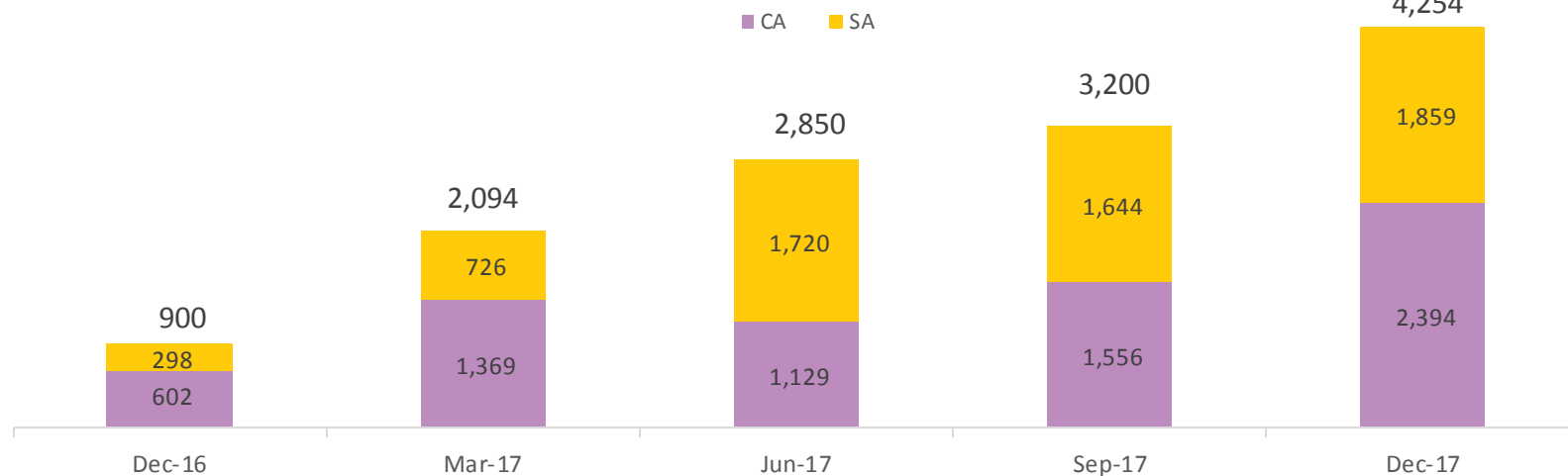


Network	Sep-16	Dec-16	Mar-17	Jun-17	Sep-17	Dec-17
Branches	58	74	74	86	100	127
BC Branches	324	335	350	358	383	356*
MATM	727	4,232	5,661	8,302	10,258	13,070

* To achieve operational efficiency 29GV branches were closed during the quarter.

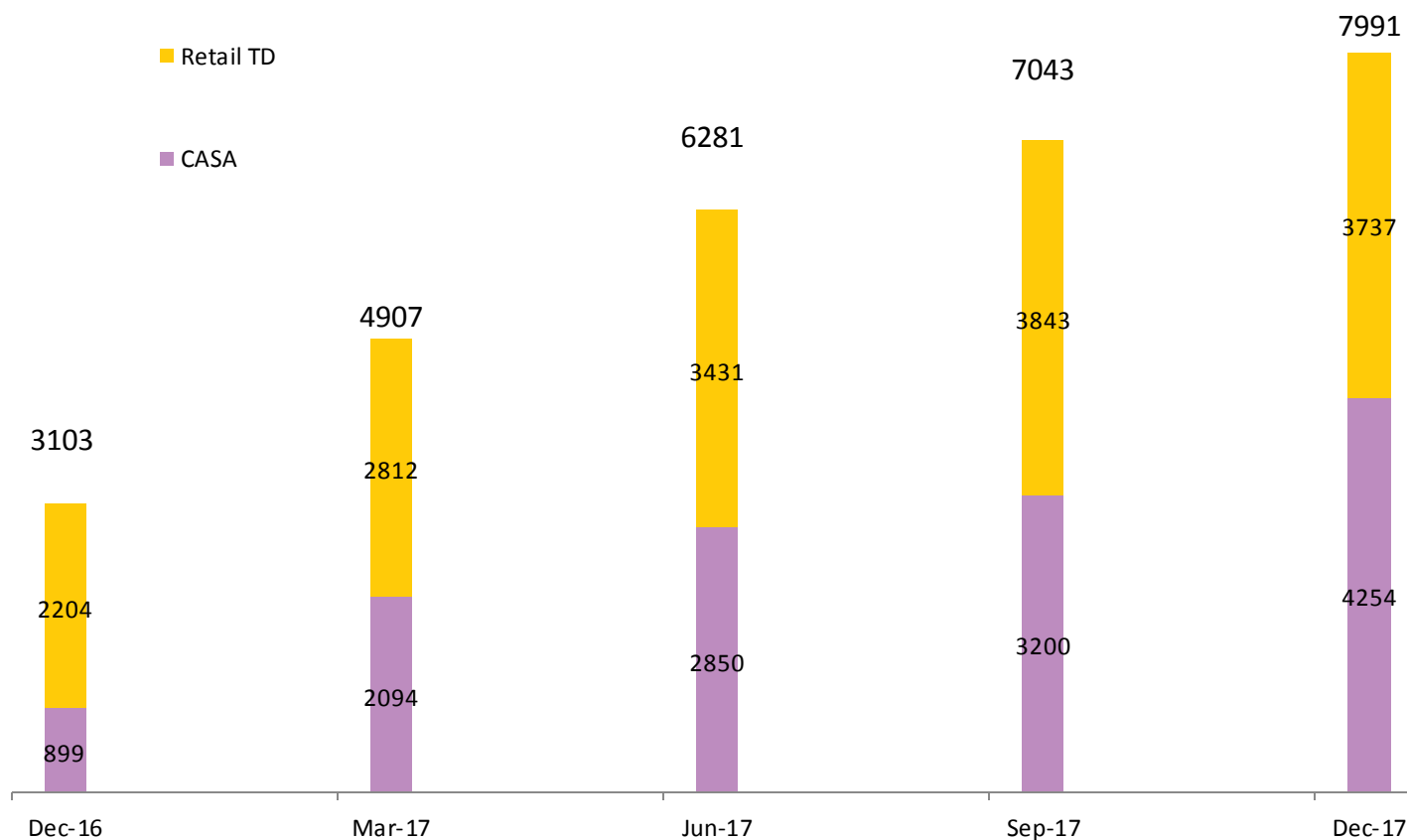
CASA increased Rs. 1054 Cr. to Rs. 4,254 Cr. QoQ (+33%)

In INR Cr.

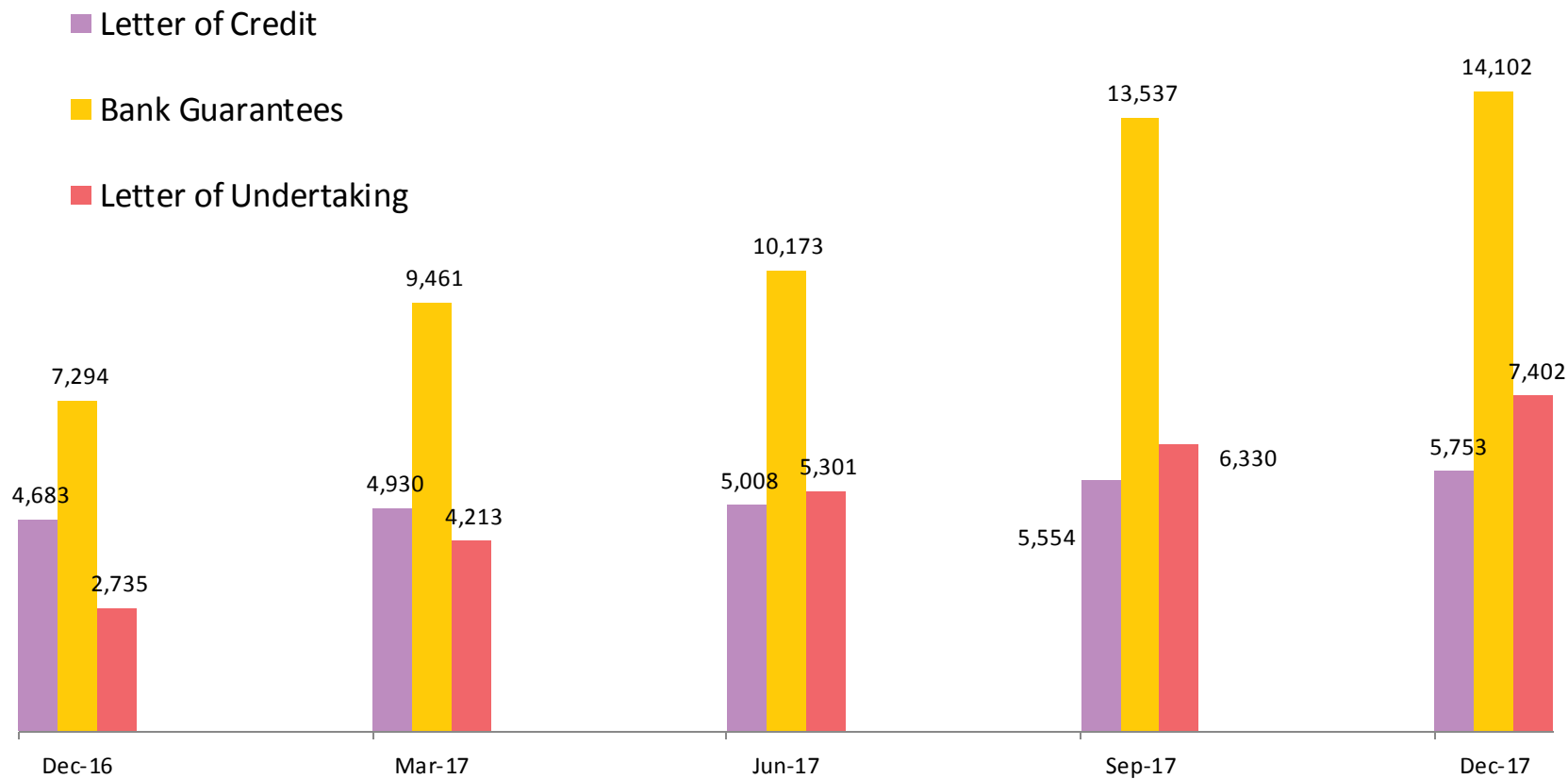


158% increase in core deposits (CASA + Retail TD) YoY & 13.5% QoQ

All figures in Rs Cr



Trade related contingent liabilities grow at 7% (QoQ)



BUSINESS HIGHLIGHTS

Retail (urban) snapshot



Rajkot Branch



Surat Branch



Coimbatore Branch

Branch Network

31 Branches

Assets & AUM (End December 2017)

- Total advances ₹ 2,300 Cr
- Wealth AUM is ₹654 Cr

Liabilities

- ~ 3,55,000 customers
- ~ 3,44,000 CASA accounts

- 14 new branches launched in December increasing the presence to 22 cities

➤ Breakup of total funded advances:

- Home loans - ₹ 1,241 Cr
- Loan against property - ₹ 442 Cr
- Personal loan - ₹ 271 Cr
- Working Capital- Funded book of ₹ 266 Cr
- Alliances - ₹ 80 Cr

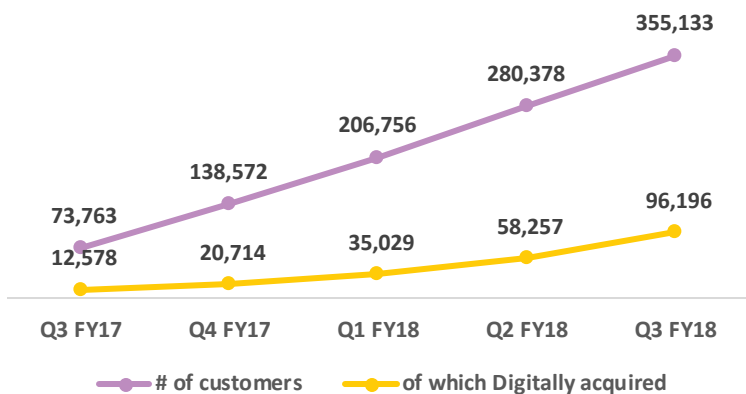
- Non funded book as on 31 Dec is ₹ 78 Cr

➤ ₹ 4,323 Cr deposit book as on 31 Dec 2017 comprising of:

- ₹ 878 Cr of Current & Savings Account Deposits
- ₹ 3,445 Cr of Fixed Deposits

Retail (urban) Q3 Highlights

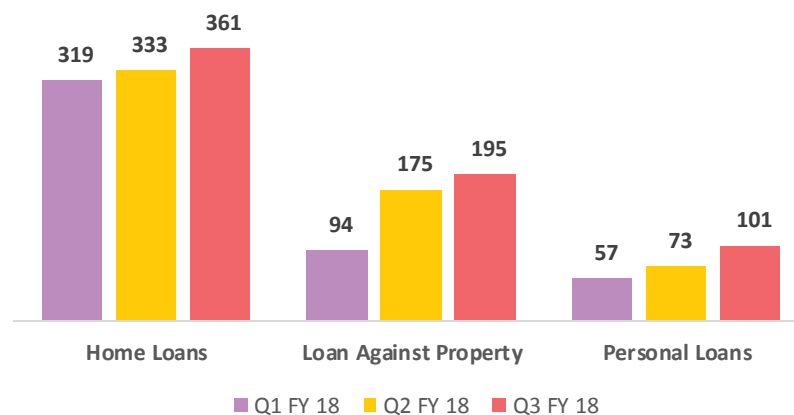
of Customers



Strong ramp up in customer acquisition continues in Q3 FY 18

Sustained momentum on assets disbursement continues in Q3

Assets Disbursals (Rs Cr)



Retail (semi-urban & rural): ~19.7 Lacs customers acquired and serviced through branches and Micro ATMs



Customer Touchpoints

- 16,450 Customer Points
- 306 IBL locations
- 50 BC locations

- 96 Branches across MP, Karnataka, AP, Gujarat, Rajasthan, Tamilnadu, Tripura & Meghalaya
- 12,546 MATMs
- 3,423 Aadhar Pay (Merchant Points)
- 31 ATMs



Customer Network

- 19.7 lacs customers (incl 12.2 Lacs of IBL)
- 5.7 lacs Liability & 2.8 lacs asset customers sourced through Branches & MATM

- More than 7.4 Lacs customers acquired through Branches and MATMs
- No. of loan accounts reached 15.3 lacs



Assets & Liabilities

- Rs 2,799 Cr of advances (2,097 Crs of IBL)
- Rs. 553 Cr of deposit balances
- Rs. 3,526 Cr disbursed in YTD Dec18

- Branch Based advances are at Rs. 497 Cr
- Assets :MSME - Rs. 90.9 Cr, JLG BC - Rs. 114.7 Cr, and IBL are at Rs. 2,097

Wholesale bank

Transaction Highlights

IB Transactions

Successfully closed the INR 9,600 Cr Initial Public Offering (IPO) for India's largest general insurance company

Successfully led the INR 543 Crore Initial Public Offering (IPO) for a footwear firm as the Book Running Lead Manager. IDFC Bank dominated the anchor book with 62% share.

We have always been a leader in bringing out unique stories in the market. IDFC was the Book Running Lead Manager for one of the supply chain IPOs.

Strengthened our dominance in healthcare delivery stories with the 3rd consecutive Healthcare IPO. IDFC dominated the anchor book with 38% share in the 3 bank syndicate. Issue Size: INR 505 cr

DCM Transactions

IDFC Bank continued to be a preferred partner to one of the Infra group for its large project financing needs. IDFC Bank underwrote the entire rupee debt of INR 800 Cr for **its subsidiary** and subsequently underwrote the entire loan conversion into a bond issuance with tenors going out to 21 years.

This end-to-end solution emphasizes IDFC Bank's superior capabilities in structuring and underwriting complex, long tenor financing transactions across loan and debt capital market products.

Marquee Deals



TReDS

IDFC Bank became the top financier with 35% for M1 Exchange. This is one of 3 exchanges who have been granted license by RBI for undertaking TReDS financing.

Dealer Finance

We have started Dealer Finance transaction with motor company by booking INR 50 crore during December 2017 across 3 dealers.

Buyers Credit

IDFC Bank successfully won 2 back to back Buyers credit bid from an oil refinery leading to an outstanding of 100 Million USD in this marquee name.

Host to Host Payment

We have gone live with Host-2-Host Domestic Payment Mode for two companies under a conglomerate group. With this mandate, we will be able to integrate ourselves into the entire group to manage their payments and collections.

FX Deal

One of the natural resource major has routed their first Export inward amounting to USD 144 Mn. Company was very happy with the way the entire transaction was handled by our Bank

Shareholding pattern

% of Top 10 shareholders			
Sr. no	Shareholder Name	Category	31.12.17
1	Gol	Gol	7.7%
2	Blackrock Fund	FII / FDI	1.8%
3	Platinum Investment Management	FII / FDI	1.4%
4	Vanguard	FII / FDI	1.4%
5	LIC	FIs / Insurance Co / Banks	0.9%
6	Emerging Markets Funds	FII / FDI	0.8%
7	Capital Group Inc	FII / FDI	0.8%
8	Wellington Trust Company National Association	FII / FDI	0.7%
9	Kotak	MF	0.5%
10	Reliance Capital	MF	0.5%

Shareholding Dec'17

