



October 30, 2017

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
1st Floor, P.J. Towers, Dalal Street,
Mumbai - 400 001
BSE Scrip Code: 532659

IDFC Limited – Presentation on Q2-(Quarter ended September 30, 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 ended September 30, 2017.

This is for your information and records

Thanking you,

Yours faithfully,
For IDFC Limited

Ketan Kulkarni
Company Secretary

IDFC Limited

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IDFC LIMITED

H1FY18 FINANCIALS

OCTOBER 30, 2017



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Key Highlights (IDFC Consol)

Balance Sheet

Sep17 : ₹ 126,720 Cr
Sep 16 : ₹ 114,710 Cr

IDFC (Consol)

PBT ₹ 1194 cr
(PY ₹ 1158 cr)
PAT(after MI and share of
associates)
₹ 480 Cr (PY ₹ 463 crore)

Net worth

Sep17 : ₹ 11,217 Cr
Sep 16 : ₹ 10,573 Cr

Alternatives

Fund Size : ₹17,716 Cr
No of Investments : 86
Revenue : ₹ 57 Cr
PAT: ₹ 3 Cr

AMC

QAAUM : ₹ 66,361 Cr
Revenue: ₹ 158 Cr
PAT : ₹ 43 Cr

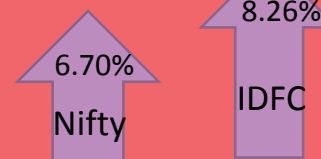
Securities

Market Share :
MF 10.8% PY 8.2%
DII 8.2% PY 8.5%
FIIs 9.5% PY 11.7%
Revenue : 59Cr
PAT : 22 Cr

IFL

Loan Book : ₹ 3,297 Cr
PAT : ₹ 35 Cr
Net Worth : ₹ 652 Cr

IDFC vs. Nifty



Entity wise P&L (H1FY18)

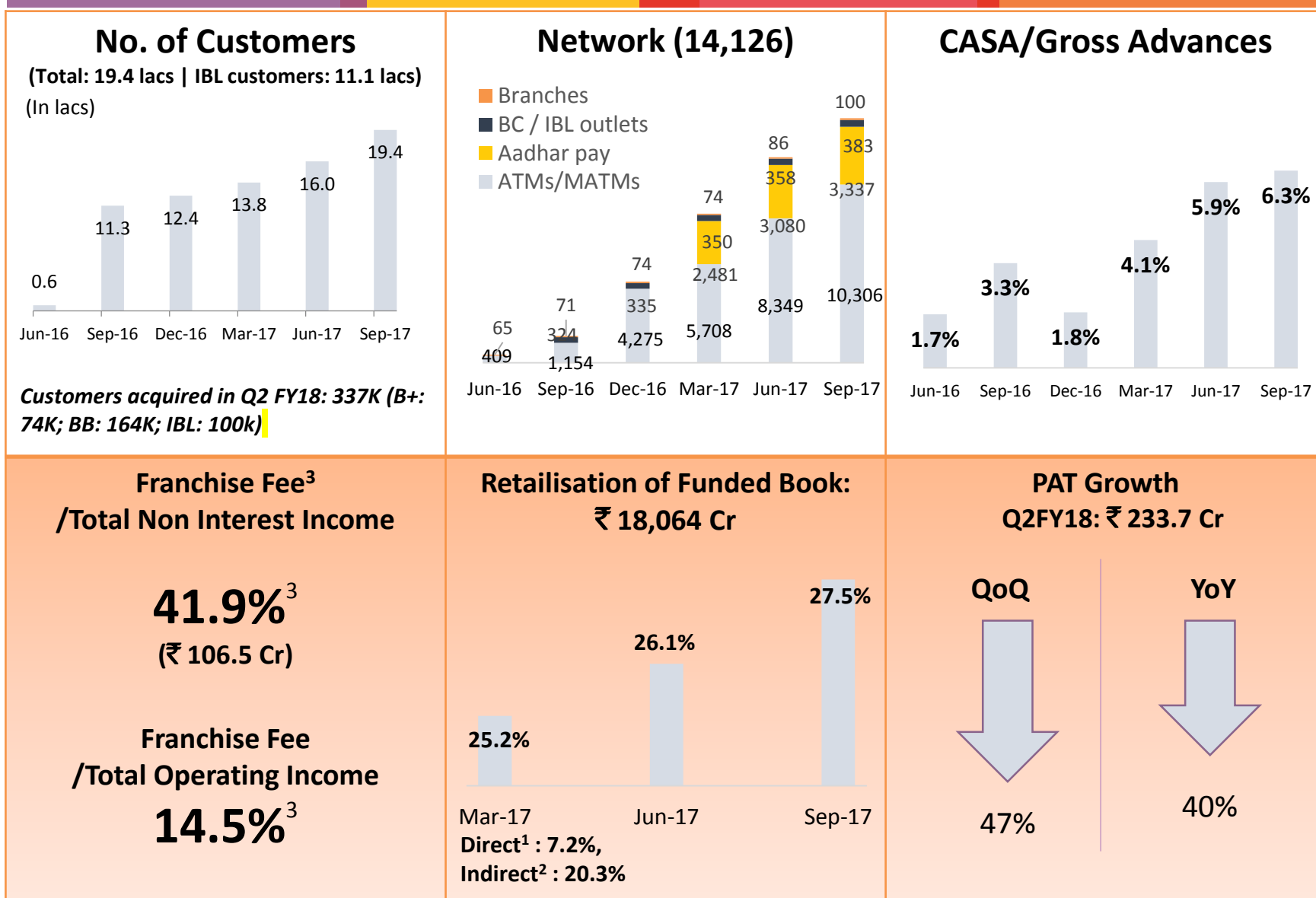
Particulars	IDFC	Bank	AMC	Alternatives [#]	IFL	Securities	Others *	Total H1FY18
Operating Income	178	1,783	158	57	53	59	208	2,496
Operating Expenses	17	752	92	45	7	26	9	948
Pre-Provisioning Operating Profit	161	1,032	66	12	45	33	199	1548
Provisions								-121
PBT								1158
Tax, MI & Others								678
PAT								480

* Others Projects, Securities Singapore, IDFC FHCL etc.

includes IDFC Capital (Singapore)

All figures in ₹ Crore

IDFC Bank - Key Highlights: Q2 FY18 (1 of 2)

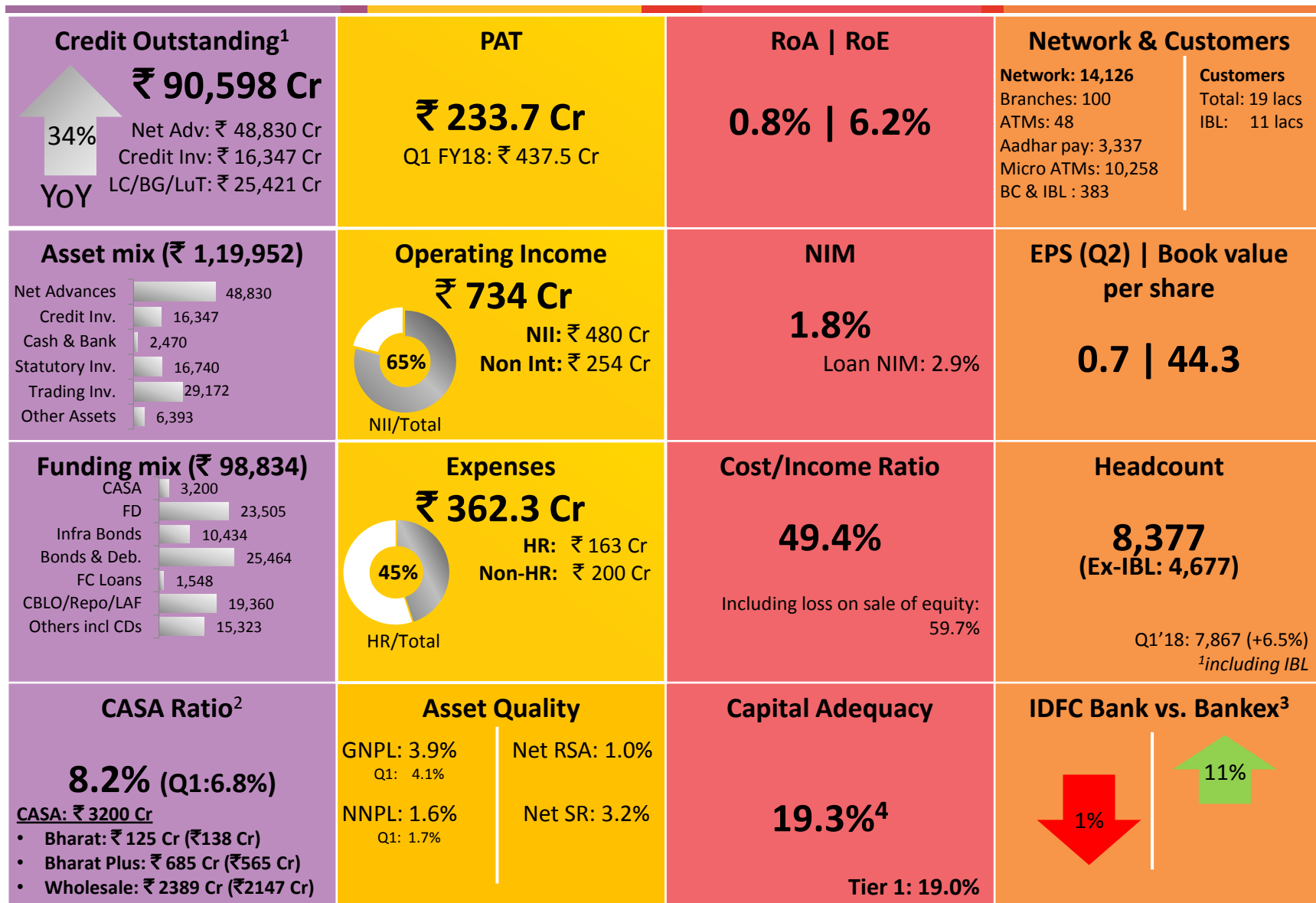


1. Direct Retail Funded Book = Bharat Plus, SME, BB excluding onlending

2. Indirect Retail Funded Book = Onlending, PTC, Buyout 3. Including loss on sale of equity: 83.7% AND 17.5%, respectively

Note: Grama Vidiyal (GV) is now renamed as IDFC Bharat Ltd (IBL)

IDFC Bank - Key Highlights: Q2 FY18 (2 of 2)



1. Credit Outstanding (FB+ NFB) grew 9% to ₹90,598 Cr as of 30th Sep'17 from ₹83,157 Cr as of 30th Jun'17. Funded Credit Outstanding grew 4% from ₹62,675 Cr as of 30th Jun'17 to ₹65,177 Cr as of 30th Sep'17

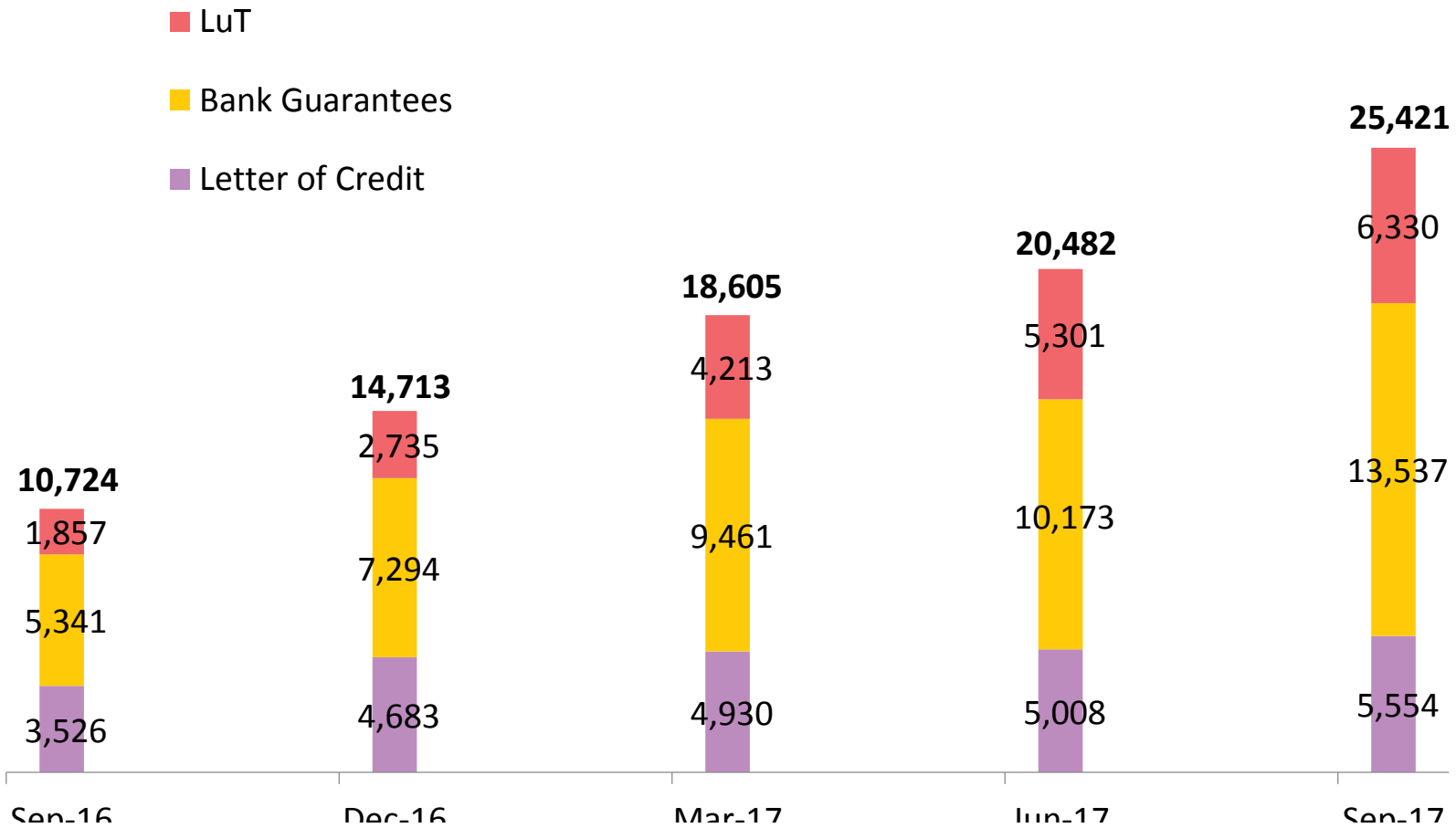
2. CASA Ratio = CASA/(CASA+FD+CD) 3. 1st April 17 to 30th Sep 17

4. Increase in capital adequacy due to change in risk-weights for certain category of assets due to RBI clarification received



IDFC BANK

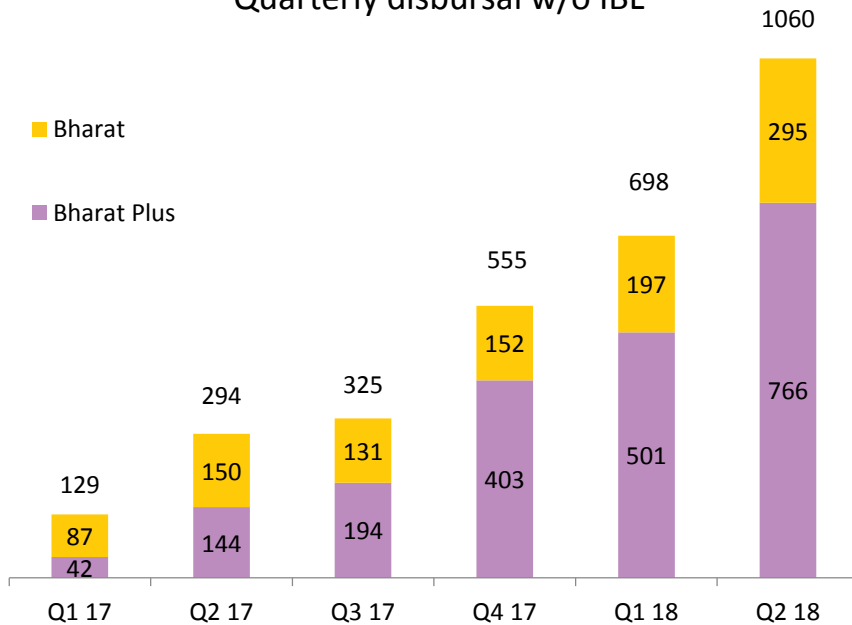
IDFC Bank - 2.5x increase in Non-funded exposure YoY



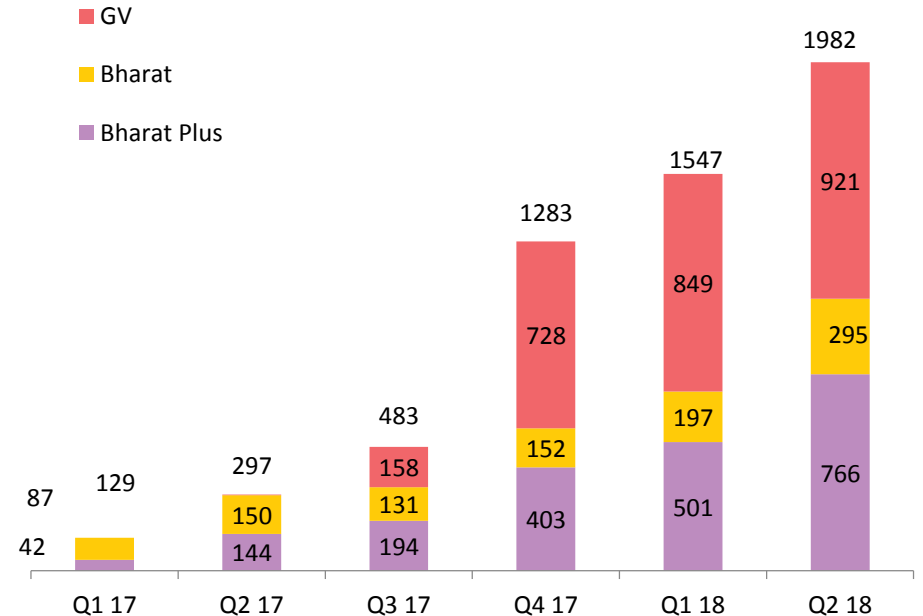
IDFC Bank - Retail disbursement rate > Rs. 650 Cr / month & rising

All figures in ₹ Crores

Quarterly disbursal w/o IBL



Quarterly disbursal with IBL



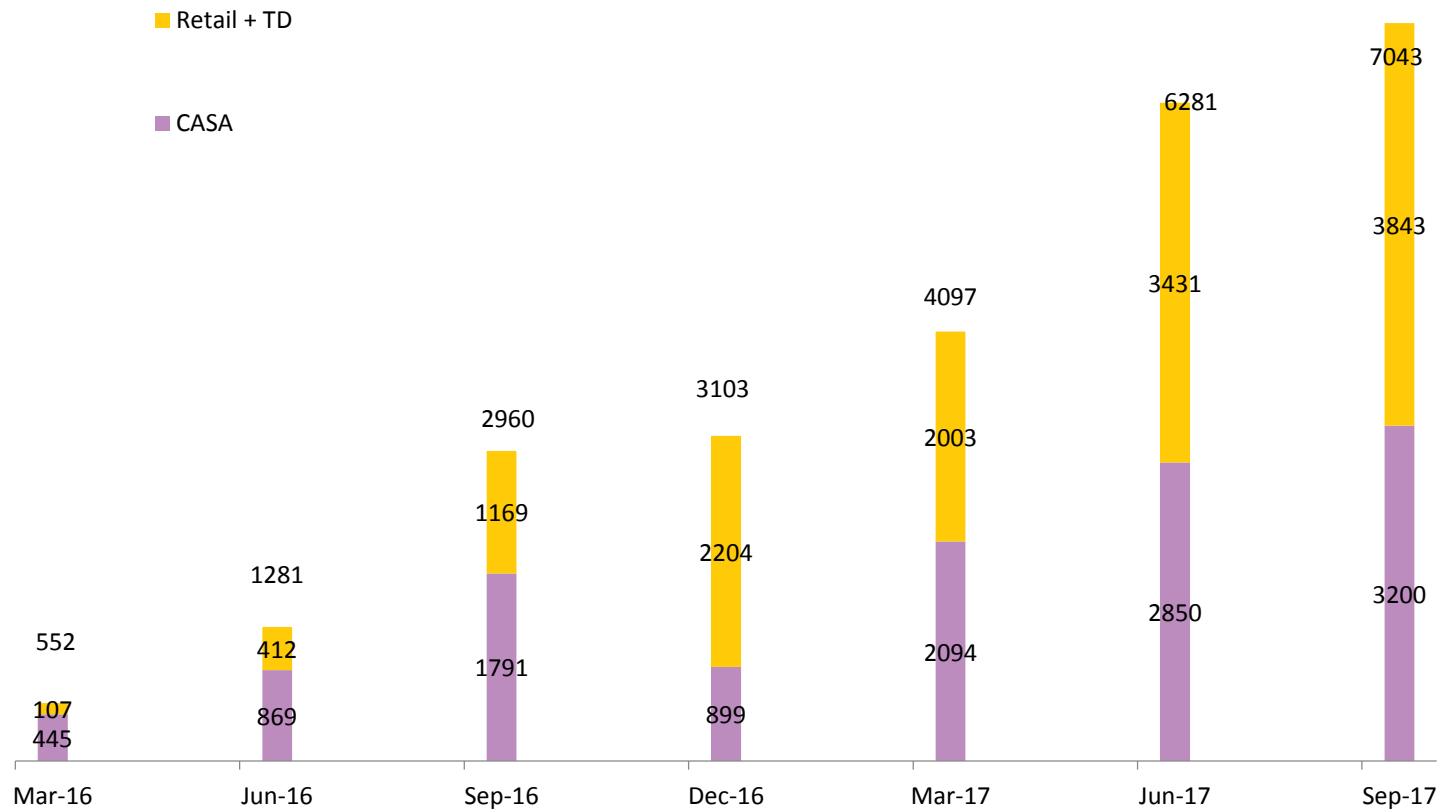
- Monthly asset disbursement run-rates¹:

Segment	(in Rs. Crores)
IBL	307
Bharat	98
Bharat plus	255
Total	660

1. Run rate defined as monthly average in last 3 months

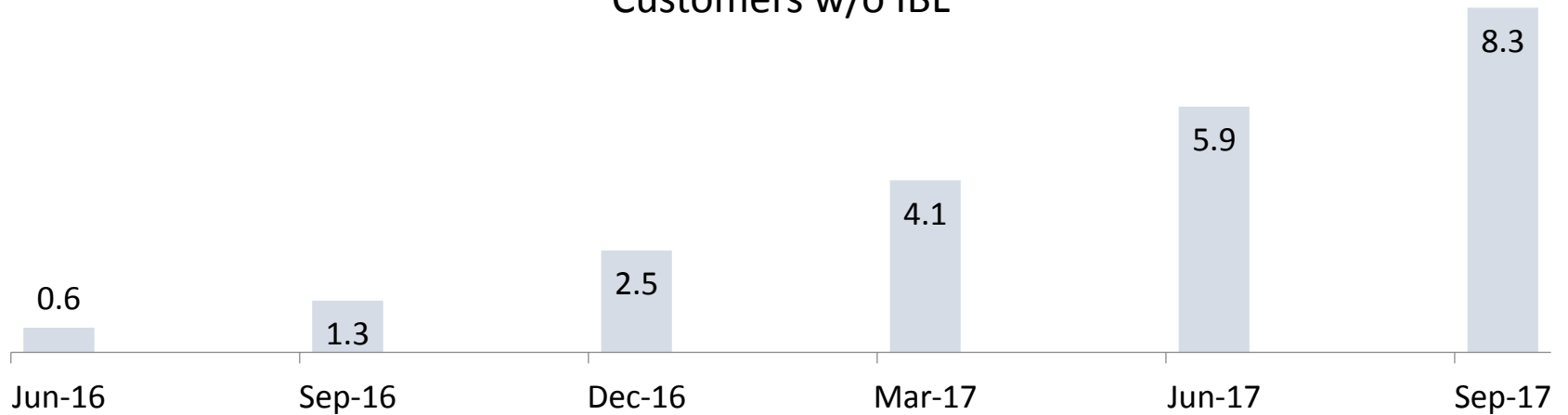
IDFC Bank -140% increase in core deposits (CASA + Retail TD) YoY & 12% QoQ

All figures in Rs Cr

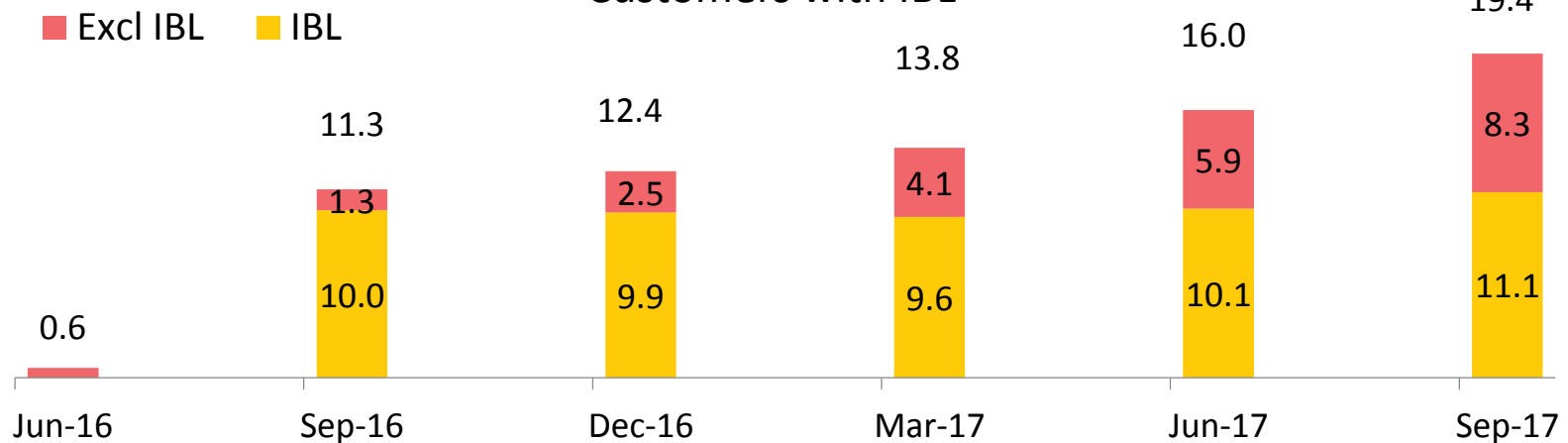


IDFC Bank - >19 lac customers (of which 8.3 lac excl. IBL); Current customer acquisition run-rate of 113k per month (excl IBL: 79k)

Customers w/o IBL



Customers with IBL



IDFC Infrastructure Finance Ltd - Business Highlights

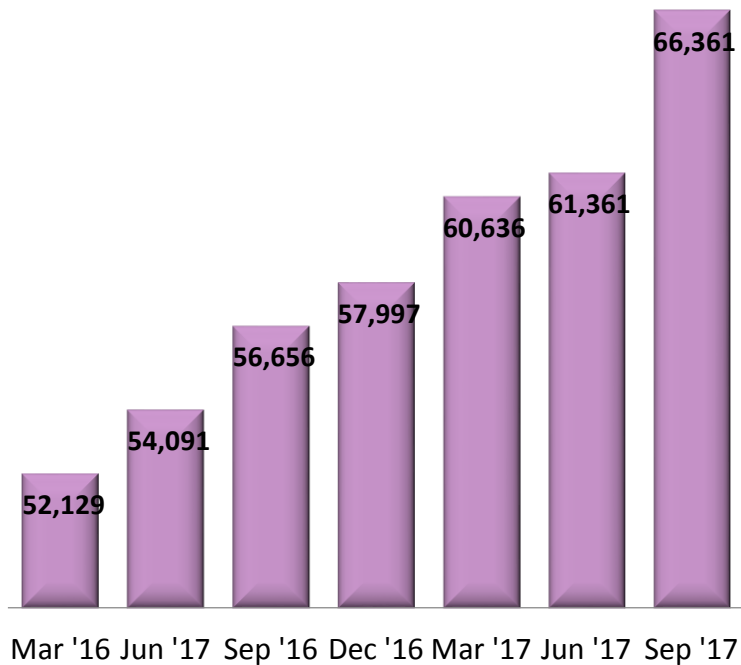
- Rs 1,278 crores of gross sanctions and Rs 822 crores of gross disbursements during half year ending September 30, 2017
- Loan book grew to Rs 3,297 cr from Rs 2,683 cr in FY17
 - Prepayments of Rs 145 cr & repayments of Rs. 64 cr
- Fee income: Rs 3.97 cr in half year FY18
- PBT/ PAT: Rs 42.7 crs
- Well diversified portfolio across 41 assets in multiple sectors
 - renewables, roads, IT SEZs, hospitals, transmission, education, telecom etc.
- Healthy asset quality with zero overdues
- Incremental funds raised during the quarter by way of bonds - Rs 744 cr

IDFC AMC - Highlights

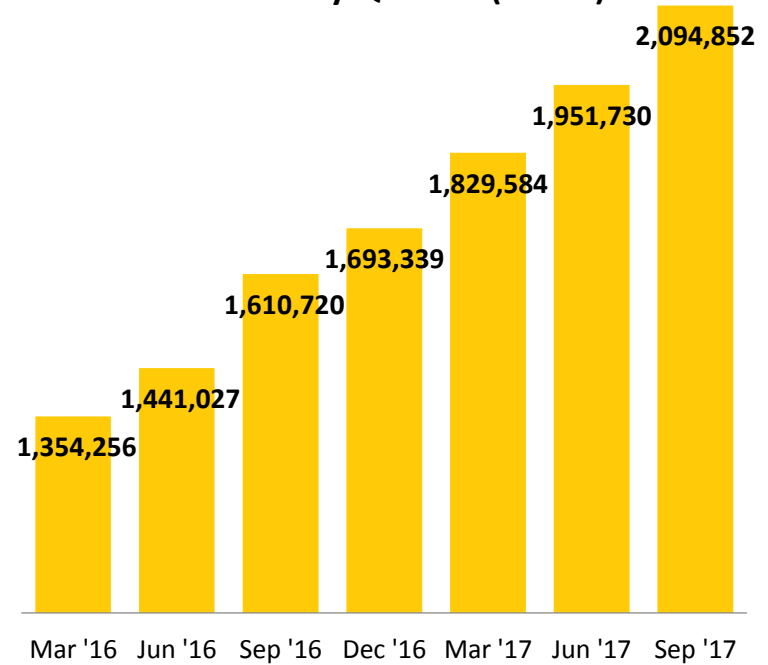
- Quarterly Average AUM of ₹ 66,361 crore, Average AUM for Sep 2017 was Rs. 68,000 crore
- Equity AUM comprises 23% (including arbitrage) of total AUM
- In Q2 FY18 IDFC AMC was the 7th fastest growing AMC among the Top 15 AMCs
- Achieved record equity gross sales - crossed Rs 750 cr in Sep'17
- Added over 1000 active IFAs during the quarter, and new client folios increased by 90% over last quarter
- AUM of Corporate Bond Fund crossed INR 10,000 cr, Classic Equity crossed INR 1,500 cr and Balanced Fund crossed INR 1,000 cr
- Leveraged Marketing & PR initiatives to help build visibility and presence across a wider market segment

IDFC AMC - QAAUM: We grew faster than industry in Q2'18

IDFC QAAUM (INR cr)



Industry QAAUM (INR cr)



IDFC AMC - QAAUM: We were the 7th fastest growing AMC among the Top 15 AMCs

Fund House	INR Cr			
	Q1 2018	Q2 2018	% Growth	Rank by % Gr
ICICI Prudential	260,225	279,066	7.2%	8
HDFC	253,044	269,781	6.6%	9
Reliance	216,107	225,864	4.5%	12
Birla Sun Life	205,715	224,650	9.2%	5
SBI	168,816	188,030	11.4%	2
UTI	145,340	150,669	3.7%	13
Kotak Mahindra	101,197	110,630	9.3%	4
Franklin Templeton	90,619	94,747	4.6%	11
DSP Blackrock	70,991	77,819	9.6%	3
Axis	63,599	69,088	8.6%	6
IDFC	61,361	66,361	8.1%	7
L&T	44,484	52,749	18.6%	1
Tata	42,148	44,897	6.5%	10
Sundaram	32,178	33,150	3.0%	14
DHFL Pramerica	25,720	25,191	-2.1%	15
Top 15	1,781,546	1,912,692	7.4%	

IDFC AMC - Operating Plan Priorities

- 1 Expand Retail Distribution coverage**
- 2 Increase focus on SIP and Direct Investors**
- 3 Improve Efficiency, foster Excellence**
- 4 Add Key Capabilities to Diversify**

IDFC AMC - Capabilities implemented during the quarter

Investments to support growth and operational efficiency



1

2

3

- GST requirements implemented smoothly
- 'Insta-Redemption' – a new online transaction feature enabled for immediate redemption from Cash Fund
- Marketing Automation Platform has been implemented which assists in campaign management and speedy dissemination of information to investors
- Purchase of multiple schemes with a single cheque enabled
- Launch of 'Return of One Idiot' created distributor and client engagement opportunities



32 Cities.
41 Shows.
Over **6200** viewers and counting...



IDFC
IDFC MUTUAL FUND

RETURN OF ONE IDIOT

IDFC Alternatives - Fund Snapshot

Particular	Private Equity				Infra		RE			Total
	Fund I *	Fun II	Fund III	Fund IV	IIF1	IIF2	Office Fund *	REYF	SCORE	
Fund Size ₹	844	1,858	2,903	576	3,837	5,500	688	749	761	17,716
Number of Investments	12	17	12	2	17	12	2	8	4	86
Number of Exit Events (Full & Partial)	12	17	7	-	9	-	2	7	-	54

* Completely Exited

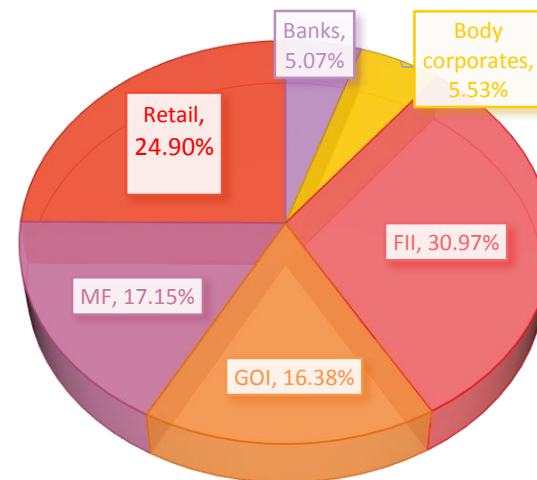
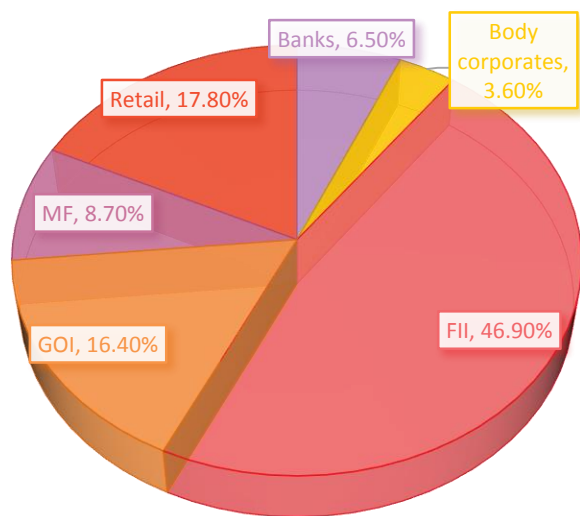
IDFC Securities - Business Highlights

- Increase in market share & Revenues in MF segment
- Healthy deal pipeline – Investment banking
- Aiming to increase Brokerage revenue

Shareholding

% of Top 10 shareholders

Sr No	Name	Category	31-Mar-17	30-Sep-17
1	Government of India	GOI	16.38%	16.38%
2	Sipadan Investments (Mauritius) Ltd.	FPI	9.47%	9.47%
3	Ashwin Dhawan	PUB	2.62%	2.62%
4	Orbis Sicav - Asia Ex-Japan Equity Fund	FPI	3.18%	2.60%
5	East Bridge Capital Master Fund Limited	FPI	2.43%	2.49%
6	ICICI Balanced Prudential Fund	MF	1.41%	2.18%
7	Aksah Bhansali	MF	0.05%	1.86%
8	Birla Sun Life	MF	0.56%	1.79%
9	Platinum Asia Fund	FII	1.38%	1.20%
10	ICICI Prudential Dynamic Plan	MF	1.06%	1.13%





THANK YOU