

April 30, 2021

To,

National Stock Exchange of India Ltd. (Symbol: INDUSINDBK)

BSE Ltd. (Scrip Code: 532187)

India International Exchange (Scrip Code: 1100027)

Singapore Stock Exchange

Luxembourg Stock Exchange

Madam / Dear Sir,

Sub: Disclosure under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations')

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation on the Financial Results of the Bank for quarter and year ended on March 31, 2021.

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

We request you to kindly take the above on record.

Thanking you,

Yours faithfully,

For IndusInd Bank Ltd.

Haresh Gajwani Company Secretary

Encl:a/a

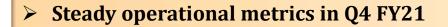


IndusInd Bank Limited, Building No. 7, Solitaire Corporate Park, Andheri-Ghatkopar Link Road, Chakala, Andheri E, Mumbai - 400 093, India. Tel: (0022) 66412200

Registered Office: 2401 Gen. ThImmayya Hoad, Pune 411 001, India Tel.: (020) 2634 3201 Fax: (020) 2634 3241 Visit us at www.indusind.com CIN: L65191PN1994PLC076333



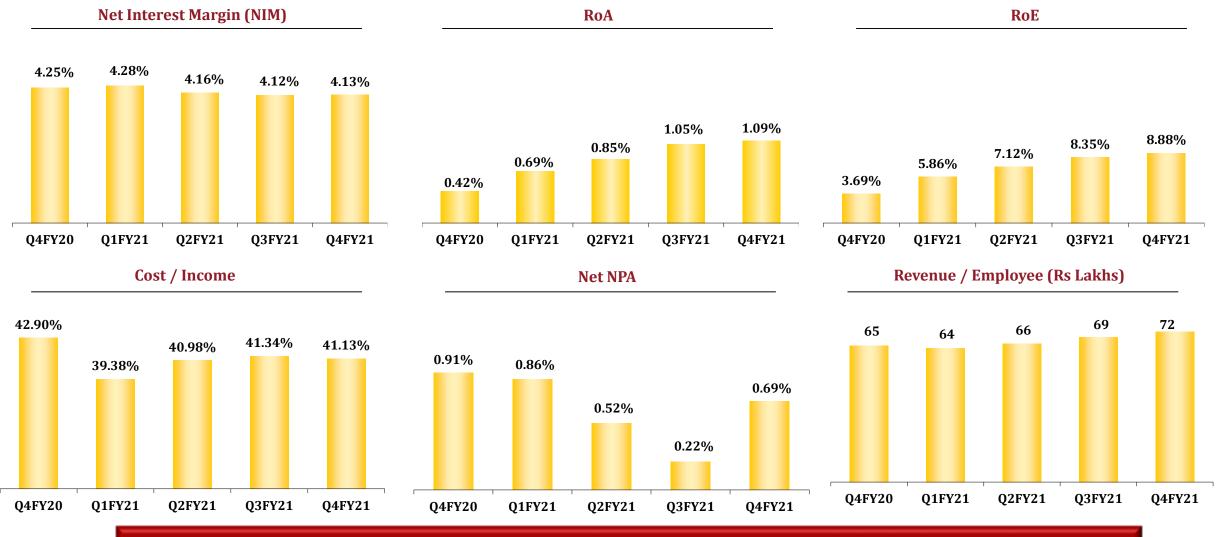
Investor Presentation Q4-2020-21



- > PPOP at Rs. 3,129 crs, grew by 10% YoY; PPOP / Assets at 3.68%
- NII at Rs. 3,535 crs; up by 9% YoY. NIM at 4.13% and Fee Income back to pre-Covid levels
- Consol PAT at Rs. 926 crs up by 194% YoY and 12% QoQ
- > PCR stands at 75%; Total loan related provisions at 122% of GNPA and 3.33% of loans
- **▶ Loan book quality stable; GNPA and NNPA for Q4FY21 at 2.67% and 0.69% respectively**
- CRAR at 17.38% post promoters contribution of Rs. 2,021 crs at Rs. 1,709 per share
- Cost / Income at 41.13% (42.90% LY) amid continued investment in network & digital augmentation
- Liquidity Coverage Ratio (LCR) stands at 145%,
- ➤ Healthy growth in deposit (+27%) with 9,907 crs increase in retail LCR deposits QoQ & CASA (+31%)
- Client base at 28 million



How We Measure Up On Key Metrics









Ratings

Domestic Rating:

- CRISIL AA + for Infrastructure 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:

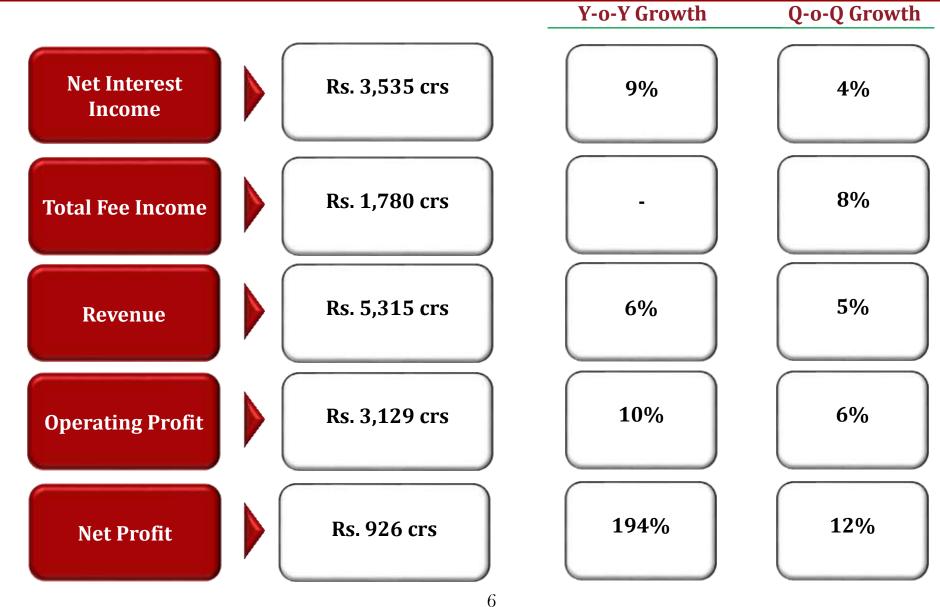
Ba1 for Senior Unsecured MTN programme by Moody's Investors Service



Consolidated Financial Performance

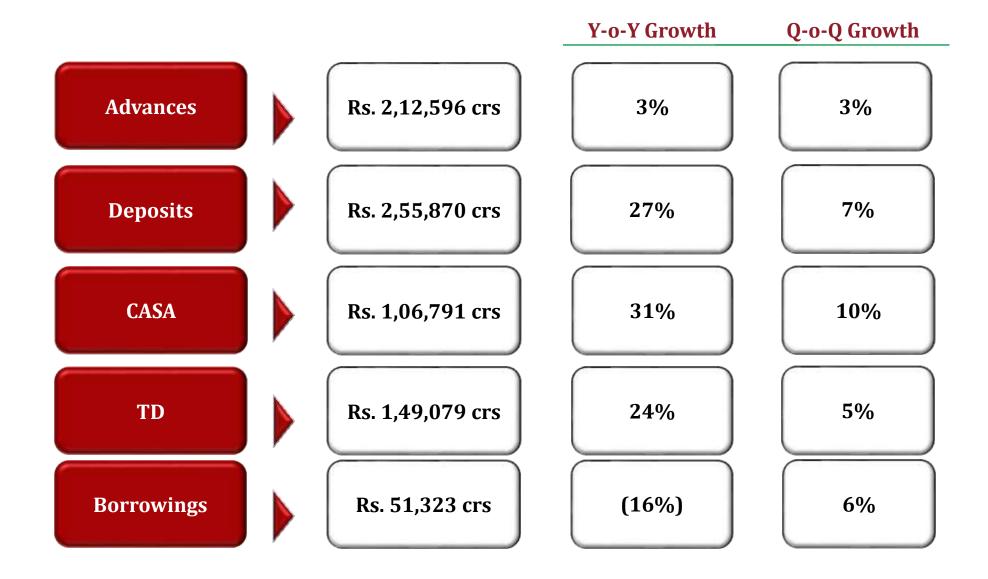


Steady Headline Numbers for Q4 FY21





Top line momentum





Balance Sheet

(Rs	Crs)
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	Q4FY21	Q4FY20	Y-o-Y (%)	Q3FY21	Q-o-Q (%)	
Capital & Liabilities						
Capital	773	694	12% ▲	757	2% ▲	
Reserves and Surplus	42,727	33,381	28% ▲	39,100	9%	
Share Warrant Subscription money	-	674	(100%) ▼	674	(100%) ▼	
Deposits	2,55,870	2,02,027	27% ▲	2,39,135	7% ▲	
Borrowings	51,323	60,754	(16%) ▼	48,622	6% ▲	
Other Liabilities and Provisions	12,210	9,700	26% ▲	13,158	(7%) ▼	
Total	3,62,903	3,07,230	18% ▲	3,41,446	6% ▲	
Assets						
Cash and Balances with RBI	17,957	13,683	31%	8,165	120%	
Balances with Banks	38,652	2,372	1530%	42,612	(9%) ▼	
Investments	69,653	59,938	16%	61,057	14%	
Advances	2,12,596	2,06,783	3% ▲	2,07,128	3%	
Fixed Assets	1,876	1,871	-	1,878	- 🔻	
Other Assets	22,169	22,583	(2%) ▼	20,606	8%	
Total	3,62,903	3,07,230	18% ▲	3,41,446	6% ▲	
Business (Advances + Deposit)	4,68,466	4,08,810	15 % ▲	4,46,263	5 % ▲	



Profit and Loss Account - Q4 FY21

							(Rs Crs)
	Q4FY21	Q4FY20	Y-o-Y (%)		%) Q3FY21		(%)
Net Interest Income	3,535	3,232	9%	A	3,406	4%	A
Other Income	1,780	1,773	-	A	1,646	8%	A
Total Income	5,315	5,005	6%	A	5,052	5%	A
Operating Expenses	2,186	2,148	2%	A	2,088	5%	A
Operating Profit	3,129	2,857	10%	A	2,964	6%	A
Provisions & Contingencies	1,866	2,440	(24%)	•	1,854	1%	A
Profit before Tax	1,263	416	203%	A	1,110	14%	A
Provision for Tax	337	101	233%	A	280	20%	A
Profit after Tax	926	315	193%	A	830	12%	A





Profit and Loss Account - FY FY21

				(Rs Crs)
	FY FY21	FY FY20	Y-o-Y (%	%)
Net Interest Income	13,528	12,059	12%	A
Other Income	6,501	6,953	(6%)	•
Total Income	20,029	19,011	5%	A
Operating Expenses	8,157	8,183	-	•
Operating Profit	11,872	10,829	10%	A
Provisions & Contingencies	7,943	4,652	71%	A
Profit before Tax	3,929	6,177	(36%)	▼
Provision for Tax	999	1,719	(42%)	▼
Profit after Tax	2,930	4,458	(34%)	▼

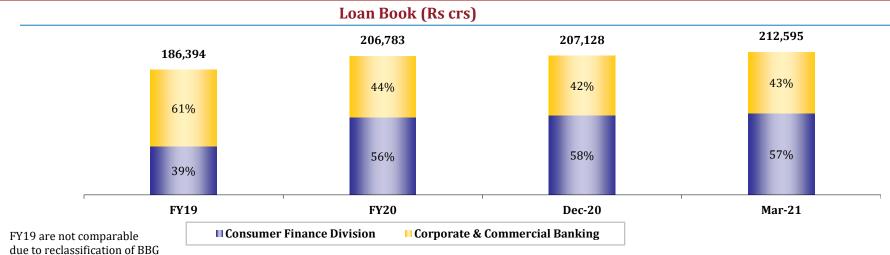




Key Financial Indicators

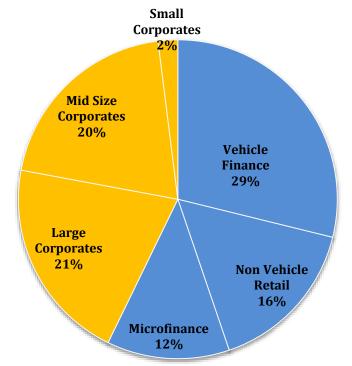
	FY21	Q4FY21	Q4FY20	Q3FY21	FY20
Return on Assets	0.93%	1.09%	0.42%	1.05%	1.56%
PPOP / Average Assets	3.75%	3.68%	3.84%	3.74%	3.79%
Return on Equity	7.55%	8.88%	3.69%	8.35%	14.67%
Cost / Income Ratio	40.73%	41.13%	42.90%	41.34%	43.04%
Net Interest Margin	4.17%	4.13%	4.25%	4.12%	4.14%
Net NPA	0.69%	0.69%	0.91%	0.22%	0.91%
EPS (annualized, Rs. per share)	40.03	48.44	18.19	43.90	64.33
Capital + Reserves (Excl. Revaluation Reserve) (Rs. in crs)	43,187	43,187	34,428	40,215	34,428

Well Diversified Loan Book



(Rs crs)

Corporate Banking	Mar-21	
Large Corporates	42,297	20%
Mid size Corporates	42,424	20%
Small Corporates	6,297	3%
Total Advances	91,018	43%



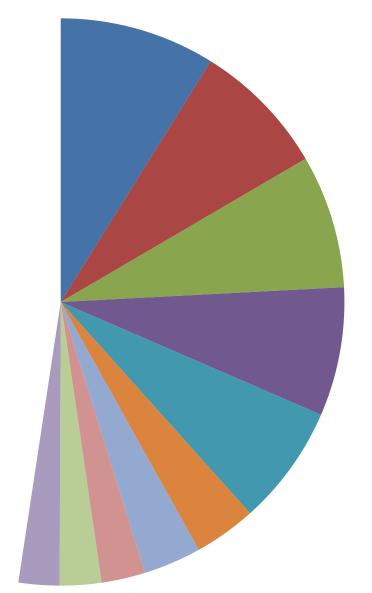
	(Rs crs)			
Consumer Finance	Mar-21			
<u>Vehicle Loans</u>	61,313	29%		
Comm. Vehicle Loans	23,600	11%		
Utility Vehicle Loans	4,988	2%		
Small CV	3,411	2%		
Two Wheeler Loans	5,644	3%		
Car Loans	7,946	4%		
Tractor	6,653	3%		
Equipment Financing	9,071	4%		
Non-Vehicle Loans	33,881	16%		
Business Banking	11,772	5%		
Loan Against Property	9,003	4%		
Credit Card	4,536	2%		
BL, PL, AHL, Others	8,570	5%		
Microfinance	26,383	12%		
Total Advances	121,577	57%		



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IndusInd Bank

Diversified Corporate Loan Book

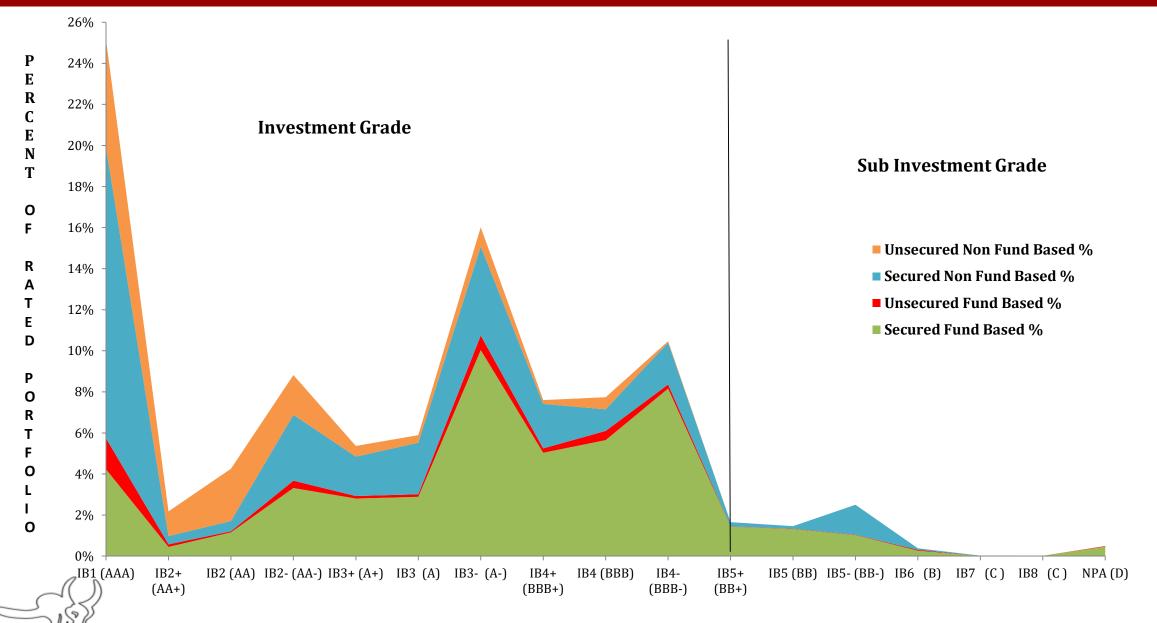


Sector	%
■ Gems and Jewellery	3.80%
■ Real Estate - Commercial and Residential	3.30%
■ Lease Rental	3.25%
■ NBFCs (other than HFCs)	3.14%
■ Steel	2.94%
■ Power Generation – Non Renewable	1.51%
■ Power Generation – Renewable	1.41%
■ Food Beverages and Food processing	1.07%
■ Housing Finance Companies	1.01%
■ Services	1.00%
Other Industry	20.38%
Corporate Banking	42.81%
Consumer Banking	57.19%
Total	100.00%





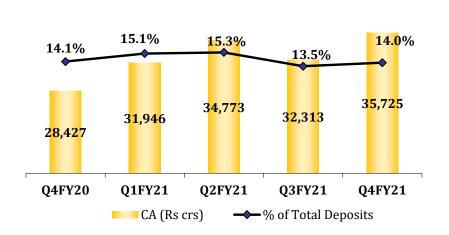
Well Rated Corporate Portfolio

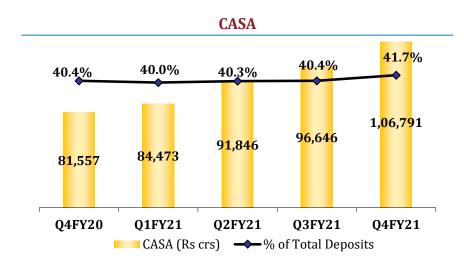


Improving Deposit Profile

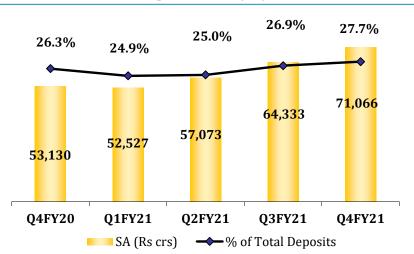
- Expanding branch network
- Focus on target market segments
 - Growth driven by retail customer acquisitions
 - Scaling up new businesses Affluent and NRI
 - ➤ Leverage BFIL for rural customers
 - ➤ Building Merchant Acquiring Business
 - Digital Partnerships & Alliances
- Innovative service propositions
- Building Brand Recognition across mass consumer base

Current Account (CA)





Savings Account (SA)







Other Income

(Rs Crs)

	Q4FY21	Q4FY20	Y-o-Y (%)	Q3FY21	Q-o-Q (%)
Core Fee	1,508	1,390	8% 🔺	1,389	9% ▲
Securities/MM/FX Trading/Others	273	383	(29%) ▼	257	6% ▲
Total	1,781	1,773	- 🛦	1,646	8% ▲



Diverse Revenues from Core Fee Income

(Rs Crs)

	Q4FY21	Q4FY20	Y-o-Y	(%)	Q3FY21	Q-o-Q	(%)	FY 21	FY 20	Y-o-Y	(%)
Trade and Remittances	219	189	16%	A	183	20%	A	751	720	4%	A
Foreign Exchange Income	269	248	9%	A	268	-	A	879	1,016	(13%)	•
Distribution Fees (Insurance, MF, Cards)	399	367	9%	A	370	8%	A	1,256	1,338	(6%)	•
General Banking Fees*	200	87	130%	A	188	6%	A	630	481	31%	A
Loan Fees	357	356	-	A	301	19%	A	968	1,442	(33%)	•
Investment Banking	64	143	(55%)	•	79	(19%)	•	195	788	(75%)	•
Total Core Fee Income	1,508	1,390	8%	A	1,389	9%	A	4,679	5,785	(19%)	•

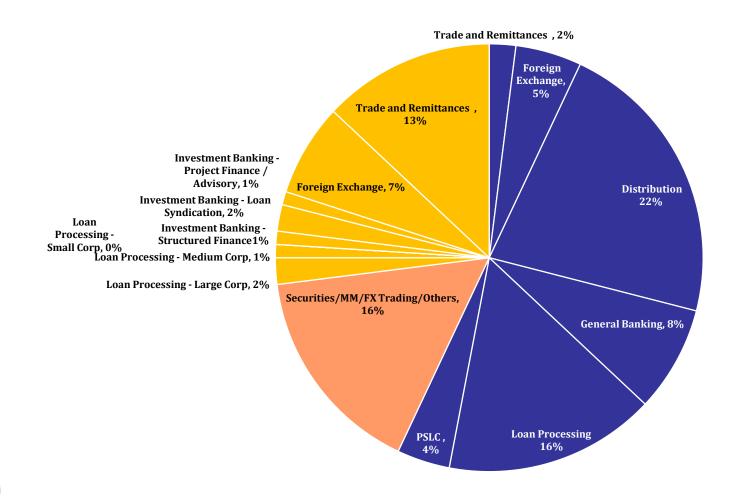
^{*} Includes PSLC Income of Rs. 52 cr for Q4FY21, Rs. 7 crs for Q4FY20 and Rs. 59 cr for Q3FY21



Corporate Banking (27%)

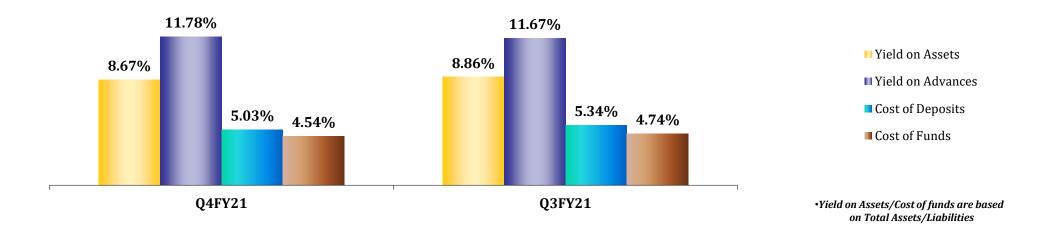
Consumer Banking (57%)

Trading and Other Income (16%)





Yield / Cost Movement



Segment-wise Yield

	Q4FY	21	Q3FY21			
	Outstanding (Rs crs)	Yield (%)	Outstanding (Rs crs)	Yield (%)		
Corporate Bank	91,018	8.42%	88,482	8.35%		
Consumer Finance	121,577	14.27%	1,18,646	14.08%		
Total	2,12,595	11.78%	2,07,128	11.67%		





Loan Related Provisions held as on March 31, 2021

- Specific provision of Rs. 3,488 crs (towards PCR)
- Floating provisions of Rs. 70 crs other than related to COVID-19 (towards PCR)
- Counter-cyclical provision of Rs. 760 crs (towards PCR)
- Standard contingent provisions of Rs. 1,600 crs surplus outside PCR
- Standard asset provision of Rs. 1,009 crs other than related to COVID-19
- Other provisions of Rs. 150 crs on standard assets
- Provision Coverage Ratio at 75% and total loan related provisions at 122% of GNPA
- Loan related provisions are 3.33% of the loans



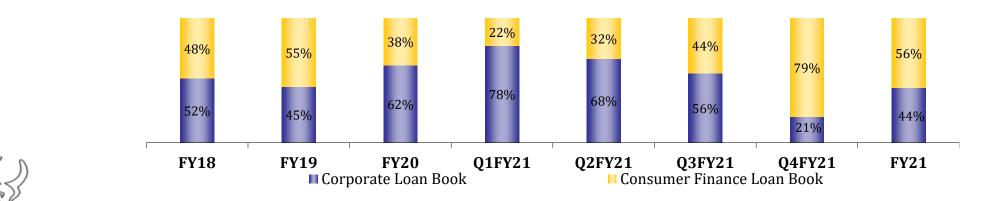


Credit Cost

(Rs Crs)

	FY18	FY19	FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY21
Corporate Bank	468	2,134	1,893	907	419	238	542	2,106
Consumer Finance	433	585	1,136	259	201	187	2,044	2,691
Gross Credit Costs	901	2,719	3,029	1,166	620	425	2,586*	4,797
Gross Credit Costs (Basis Points on Advances)	62	146	146	59	31	21	122	226
Net Credit Cost	856	2,689	2,973	1,157	602	407	2,574	4,740
Net Credit Costs (Basis Points on Advances)	59	144	144	58	30	20	121	223
PCR	56%	43%	63%	67%	77%	87%	75%	75%

^{*} Of which Rs. 1,535 crores of standard provisions reclassified as credit costs towards prof-forma NPAs as of Dec-2020





Loan Portfolio - Movement in NPA and Restructured Advances

Do ou		Q4FY21	Q3FY21			
Rs cr	Corporate	Consumer	Total	Corporate	Consumer	Total
Opening Balance	2,231	1,420	3,651	2,930	1,602	4,532
Proforma NPA as on Dec 31,2020	413	2,095	2,508	-	-	-
Proforma Opening Balance	2,644	3,515	6,159			
Fresh Additions during Q4FY21	2,235	1,594	3,829	-	-	-
- Business as Usual Additions	336	1,594	1,930			
- OTR / Technical Slippages	1,899 ^(a)	-	1,899			
Deductions	2,079	2,114	4,193	735	205	940
-Write-offs	144	1,206	1,350			
-Upgrades	1,602 (b)	273	1,875			
-Recoveries	333	635	968 (c)			
Gross NPA	2,800	2,995	5,795	2,231	1,420	3,651 ^(b)
Net NPA			1,477			464
% of Gross NPA			2.67%			1.74%
% of Net NPA			0.69%			0.22%
Provision Coverage Ratio (PCR)			75%			87%
Restructured Advances		2.01% (1.8% I	Pandemic Related)			0.76%

⁽a) Includes Rs 1,067 crores towards two groups in retail and construction and being restructured



⁽b) Relates to the OTR/ Technical Slippages and upgraded during the quarter; balance OTR / technical slippages likely to be upgraded in Q1FY21

⁽c) Sale to ARC Rs. 830 crs (Nil); Net SR outstanding at 52 bps

NPA Composition – Consumer Finance

(Rs Crs)

Q4 FY21	Com. Vehicle	Utility	Const. Equip.	Small CV	TW	Cars	Tractor	BBG/LAP	HL/PL/ Others	Cards	MFI	Total
Gross NPA	717	67	107	100	392	105	79	709	247	73	399	2,995
Gross NPA %	3.00%	1.34%	1.18%	2.88%	6.73%	1.31%	1.17%	3.36%	2.84%	1.58%	1.49%	2.43%
Q3 FY21	Com. Vehicle	Utility	Const. Equip.	Small CV	TW	Cars	Tractor	BBG/LAP	HL/PL/ Others	Cards	MFI	Total
Gross NPA	378	46	68	58	189	56	43	188	31	10	353	1,420
Gross NPA %	1.58%	0.97%	0.78%	1.60%	3.08%	0.71%	0.70%	0.90%	0.37%	0.18%	1.51%	1.18%

Note: Q3 FY21 numbers are not comparable due to Honourable Supreme Court Embargo on recognition of NPA





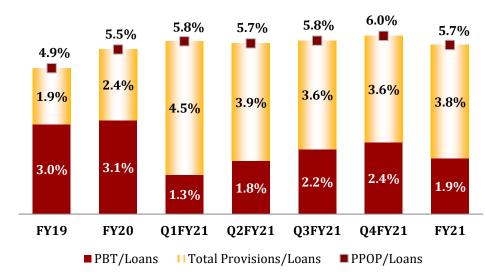
Strong Balance Sheet & Profitability Buffers in Place

Capital Adequacy

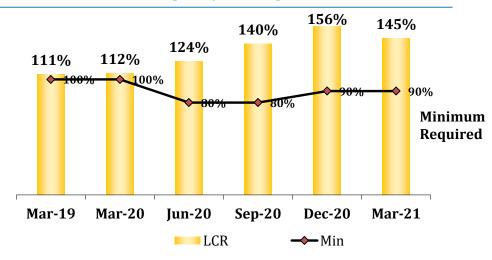
(Rs. in Crores)

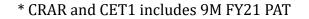
		,
	31 Mar 21	31 Dec 20
Credit Risk, CVA and UFCE	2,30,602	2,28,995
Market Risk	9,190	8,105
Operational Risk	33,120	28,353
Total Risk Weighted Assets	2,72,912	2,65,453
Core Equity Tier 1 Capital Funds	42,433	39,522
Additional Tier 1 Capital Funds	3,490	3,490
Tier 2 Capital Funds	1,510	1,918
Total Capital Funds	47,433	44,930
CRAR	17.38%	16.93%*
CET1	15.55%	14.89%*
Tier 1	16.83%	16.20%
Tier 2	0.55%	0.72%

Pre Provision Operating Profit Margin



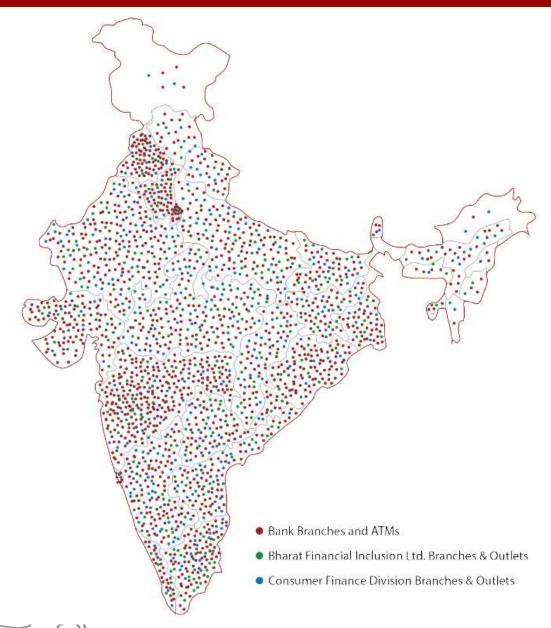
Liquidity Coverage Ratio







Distribution Expansion to Drive Growth



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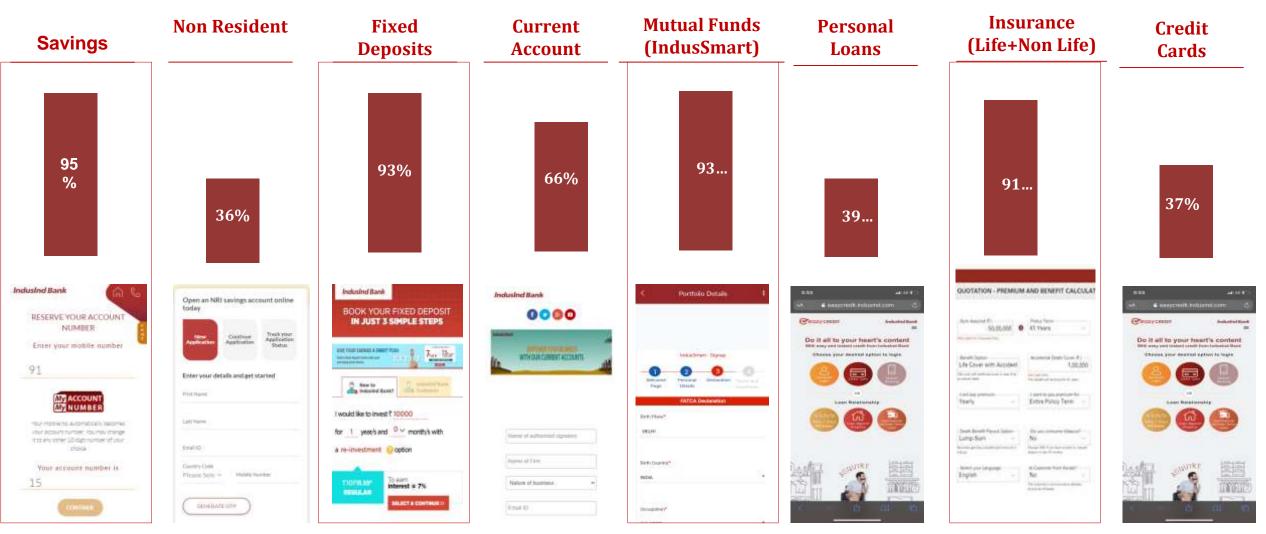
Particulars	Mar 31, 2020	Jun 30, 2020	Sep 30, 2020	Dec 31, 2020	Mar 31, 2021
Branches/Banking Outlets	1,911	1,911	1,910	1,915	2,015
BFIL Branches	2,071	2,079	2,144	2,249	2,289
Vehicle Finance Marketing Outlets	853	854	841	840	828
Total	4,835	4,844	4,895	5,004	5,132
ATMs	2,760	2,721	2,785	2,835	2,872

^{*}includes 208 specialized branches and 155 Banking outlets





Digital Business Mix continues to grow on the back of seamless digital onboarding journeys powered by "IndiaStack" across products



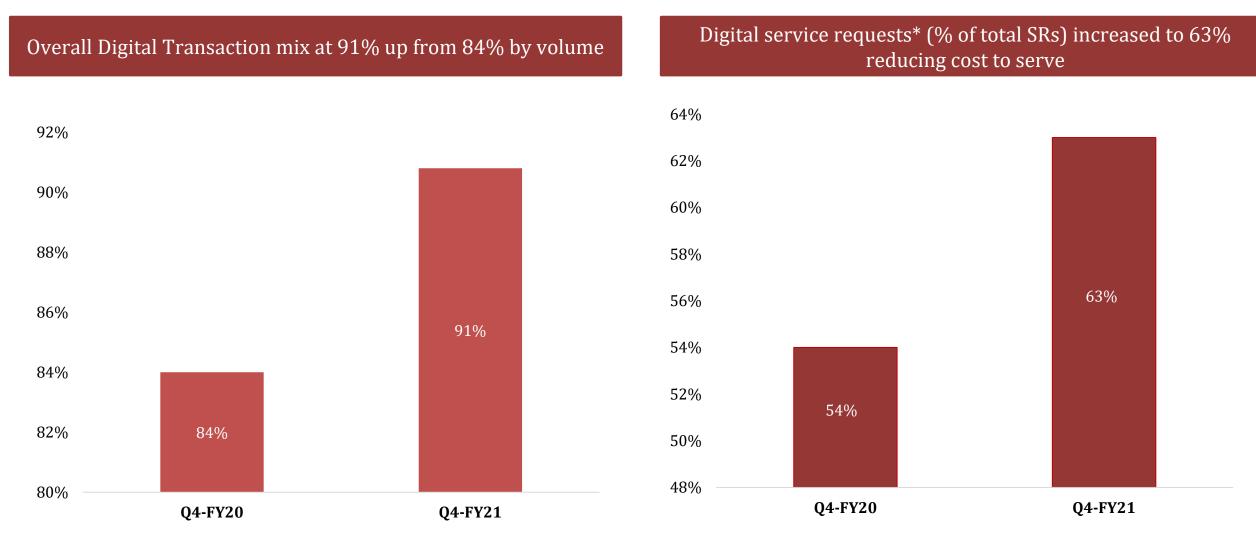


% Digital Sourcing for respective product



Q4 FY 21

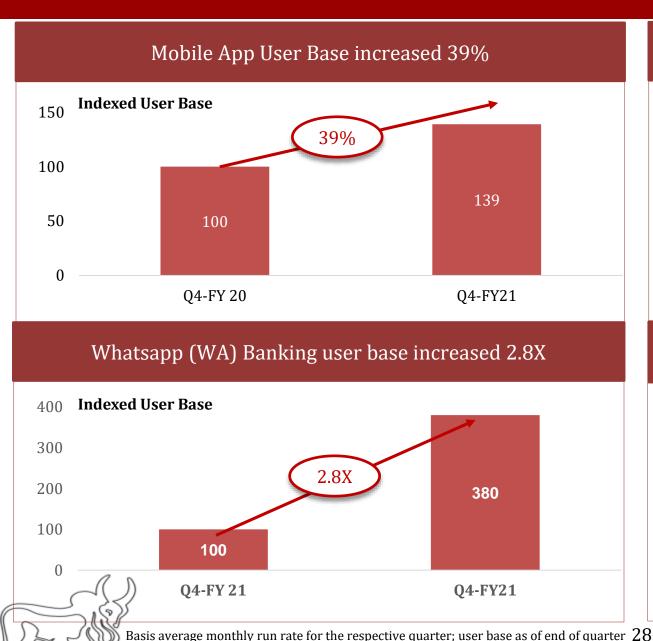
Digital Transaction Mix continues to grow with 91% of transactions happening digitally and 63% of service requests processed digitally



^{*}Includes service requests such as email statement, debit card hot listing, pin generation, etc; ^other channels includes branch, contact centre, ATMs



User Base and Transaction Volumes continue to show healthy growth across channels





IndusInd Bank

Key Platforms and Digital Client Value Propositions going live shortly

Easycredit for Individuals





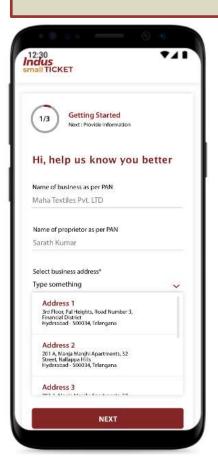


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End to end digital journey for Personal Loans & Cards with:

- KYC/AML checks
- Employment verification
- Machine Learning led underwriting
- Bank Statement Analyzer
- Video KYC
- E-Nach
- E-agreement
- E-stamping

Easycredit for Businesses



End to end digital journey for Small Ticket Business Loans leveraging:

- GST
- Banking
- Bureau
- Digital Underwriting
- Video PD
- KYC / Fraud / AML checks
- E-agreement
- E-stamping
- E-nach

Indus Merchant Solutions

Indusind Bank 12 Sales Summary 334.549 410% sac than ecitionby Transaction (23) Settlement (12) ₹ 5,34,983 ₹ 10,20,450 Quick Links B Khata Fund Transfer View Relance

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Service Reg

One of its kind value proposition for merchants and retailers

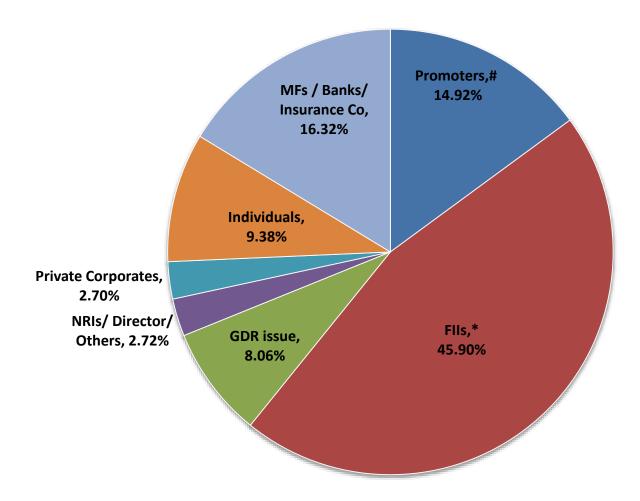
Digital First

Unified stack for payments, banking, lending and other value added services



Shareholding Pattern

Paid up Capital as of March 31, 2021







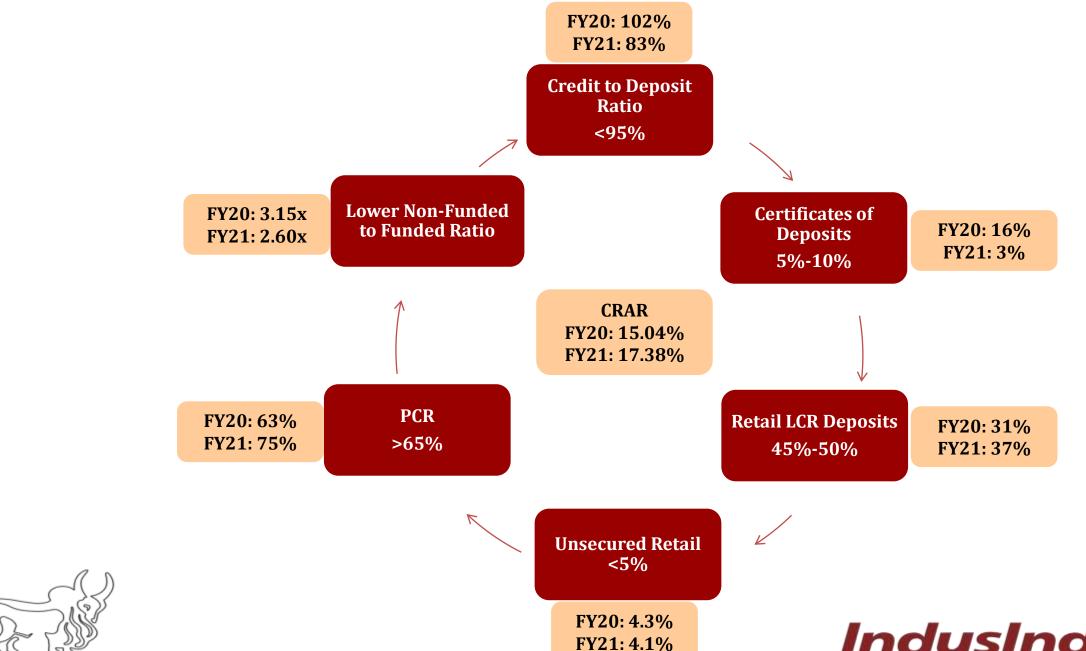


Planning Cycle 5 - FY21 Update





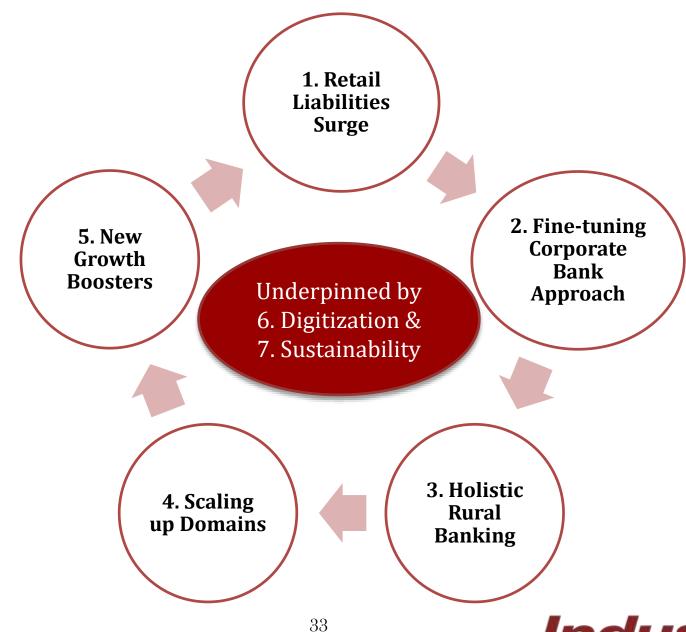
Scale with Sustainability – Strengthened Balance Sheet





IndusInd Bank

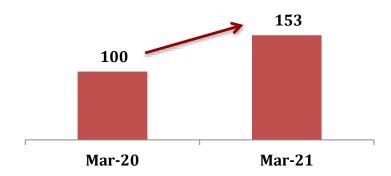
PC5 Strategic Priorities



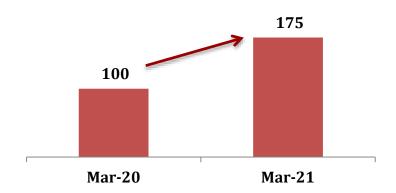


1. Retail Liabilities Surge – Improved Retail Mix

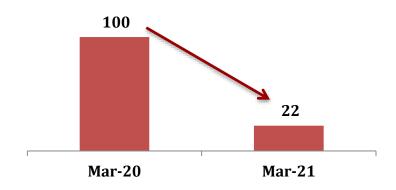




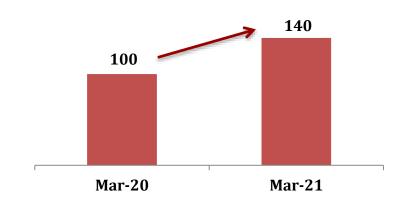
Term Deposits < 2 cr



Certificates of Deposits



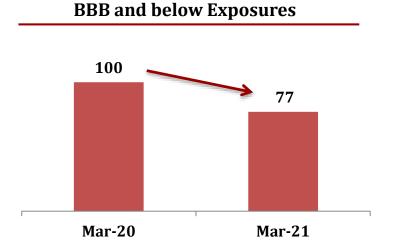
Deposits Sourced by Consumer BU



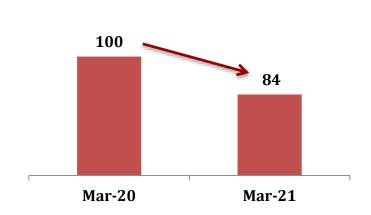




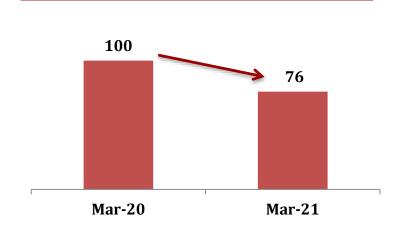
2. Fine-tuning Large Corporate Bank Approach – Proactive Steps Yielding Results



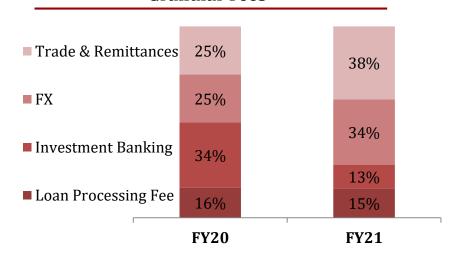




Tenure > 3 Years



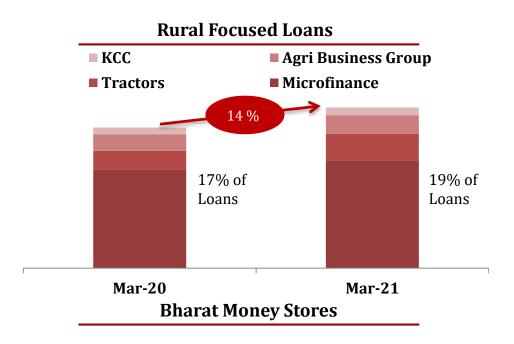
Granular Fees

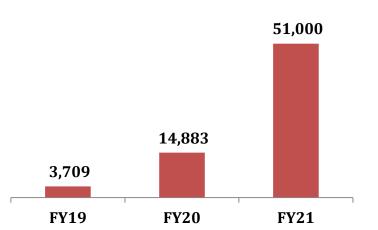


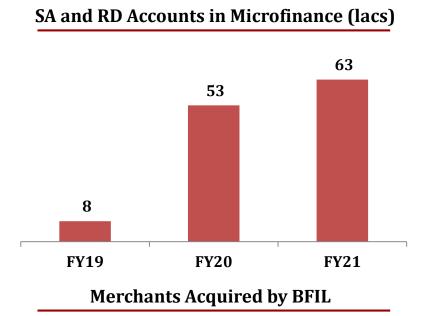
A and Above Rated Clients accounted for 81% of FY21 and 95% of Q4FY21 New Disbursements

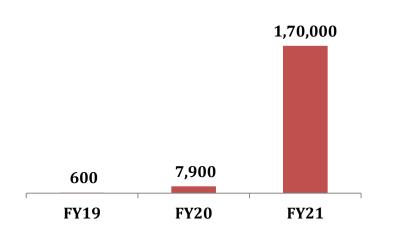


3. Holistic Rural Banking – Leveraging BFIL & Vehicle Distribution



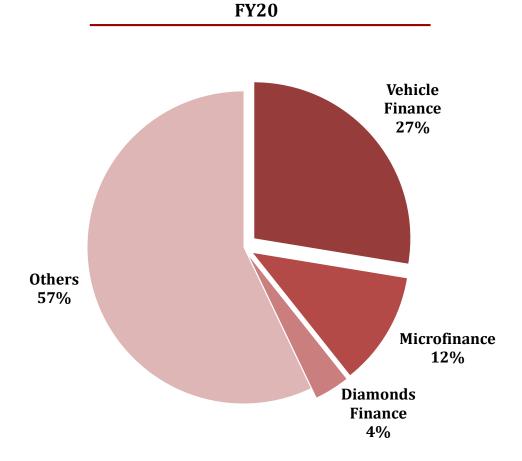


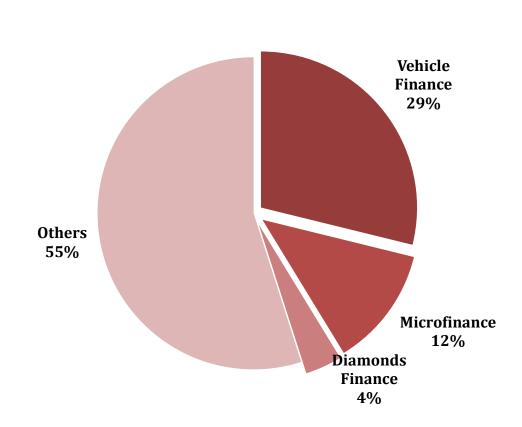






4. Scaling up Domains - Loan Growth Driven by Areas of Expertise

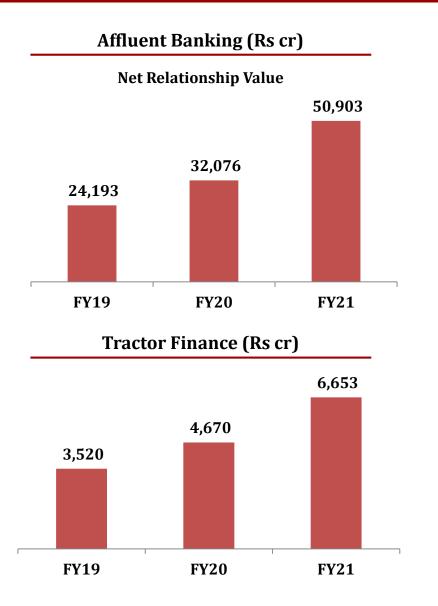


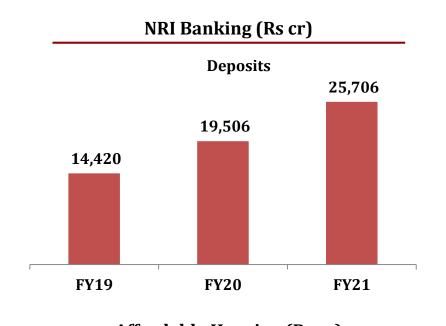


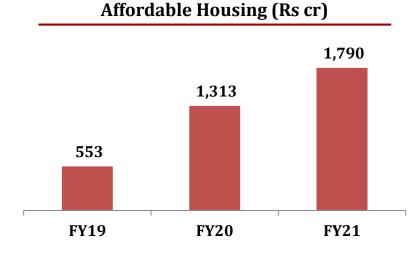
FY21



5. New Growth Boosters – Scaled PC-5 and PC-4 New Initiatives







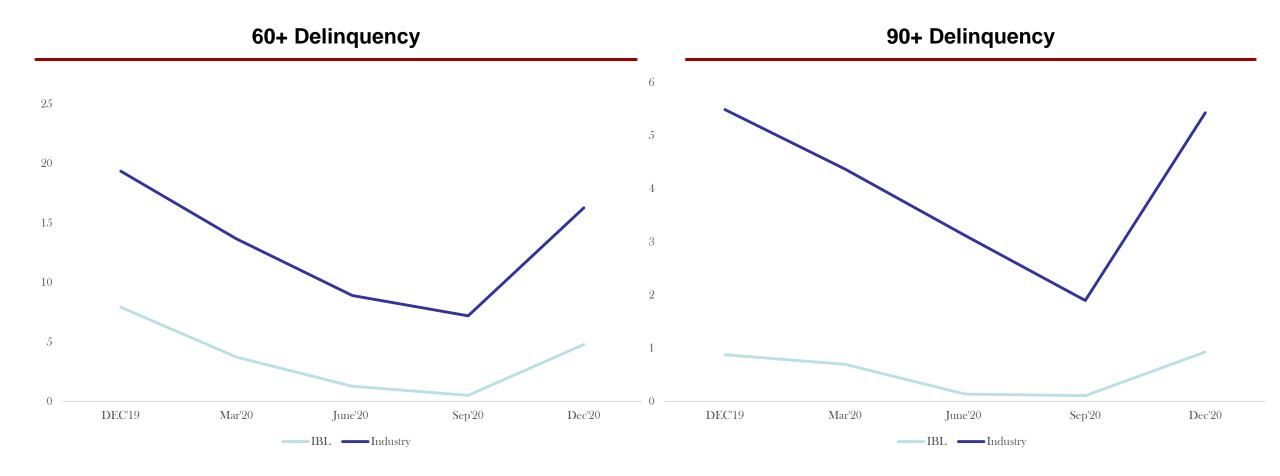




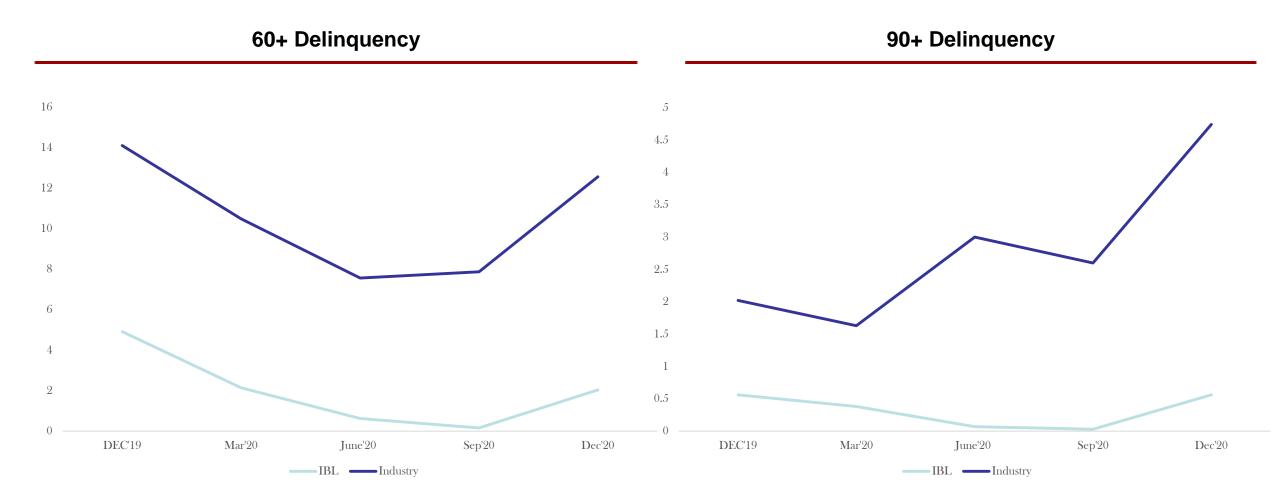
Appendix



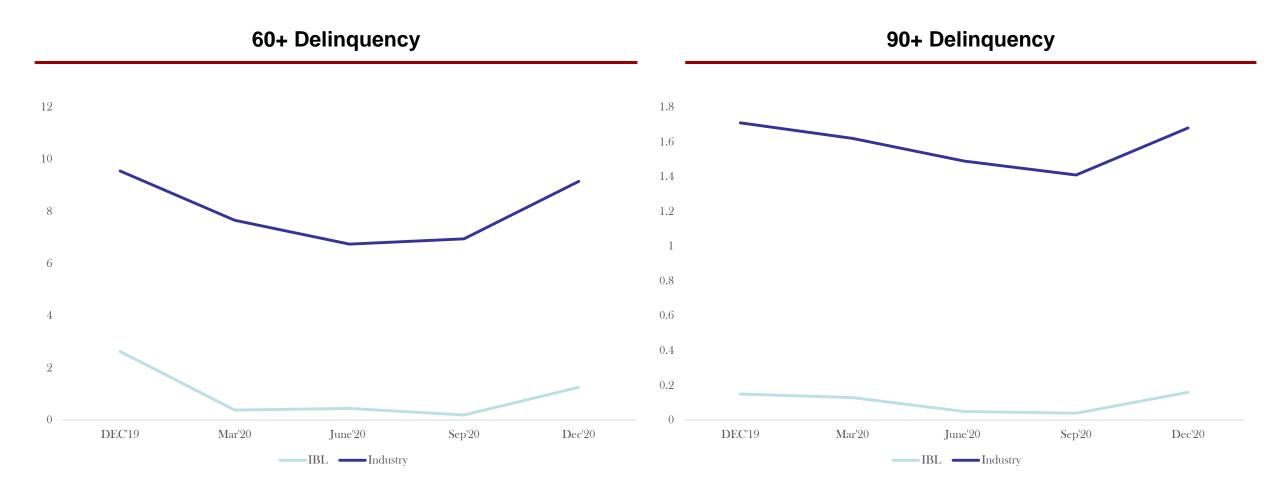
CV Portfolio – As per a Leading Bureau



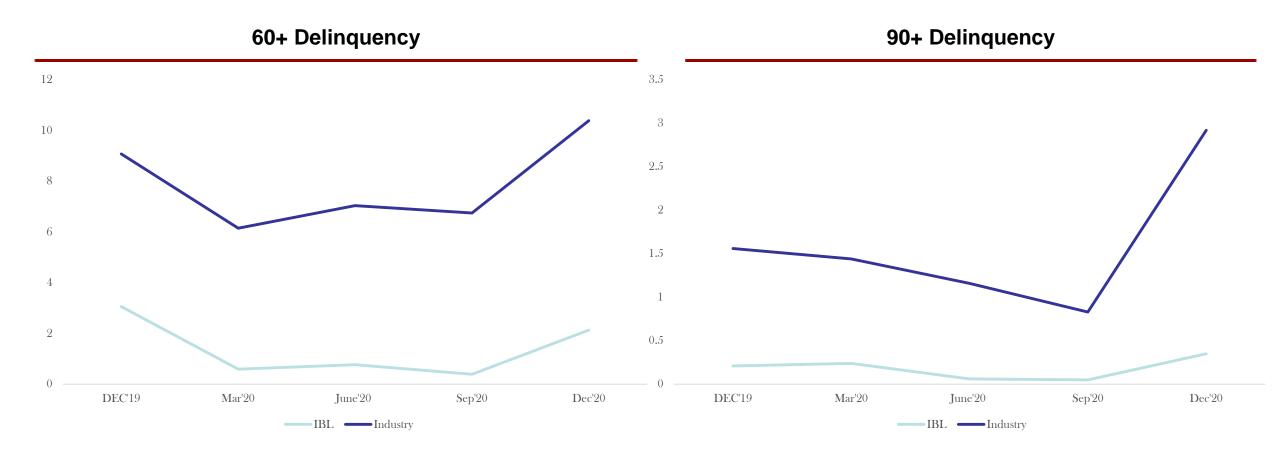
CE Portfolio – As per a Leading Bureau



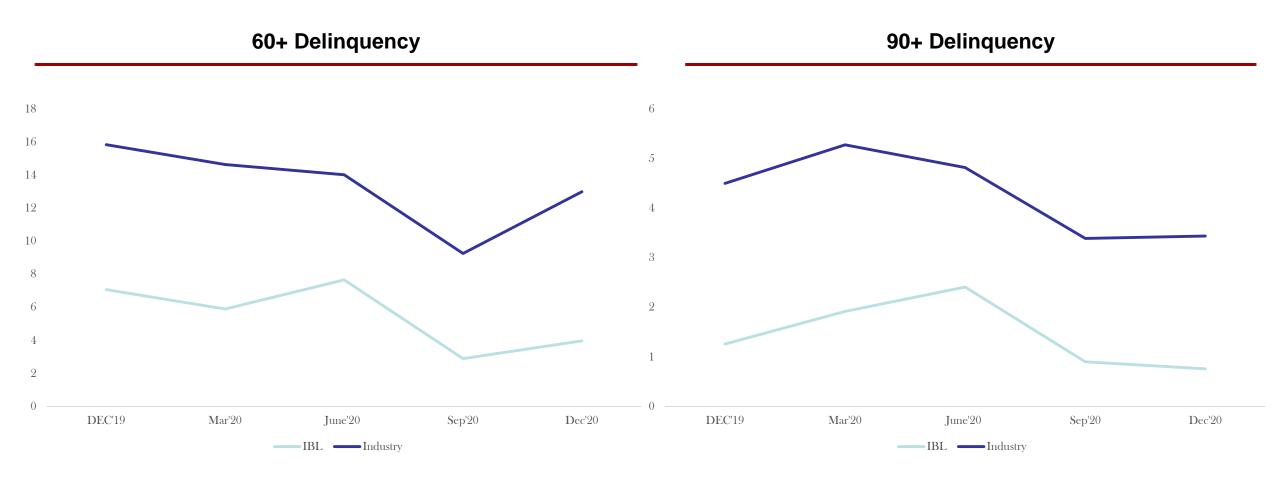
PV Portfolio – As per a Leading Bureau



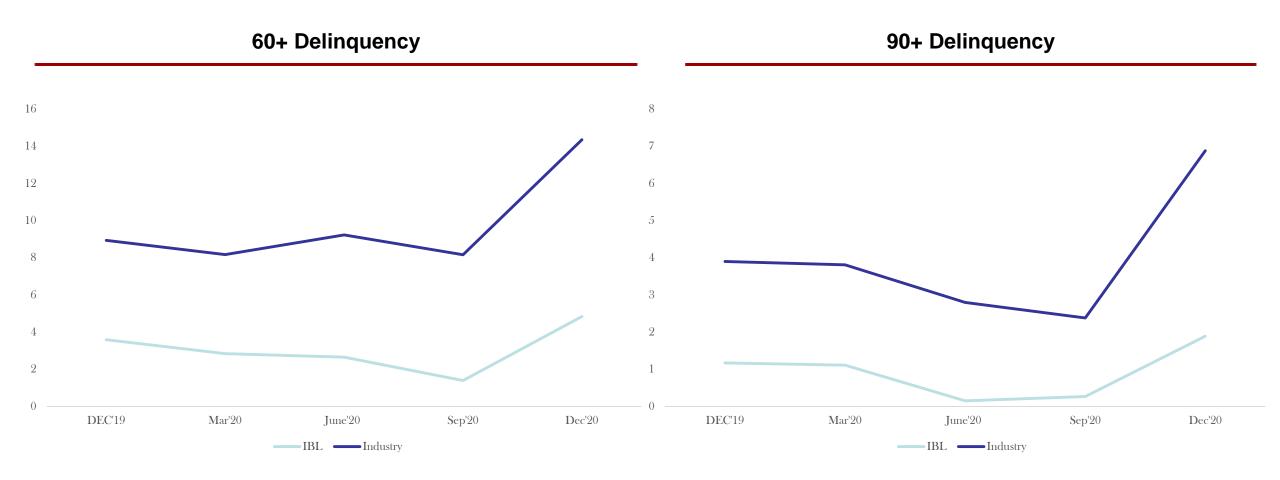
Used PV Portfolio - As per a Leading Bureau



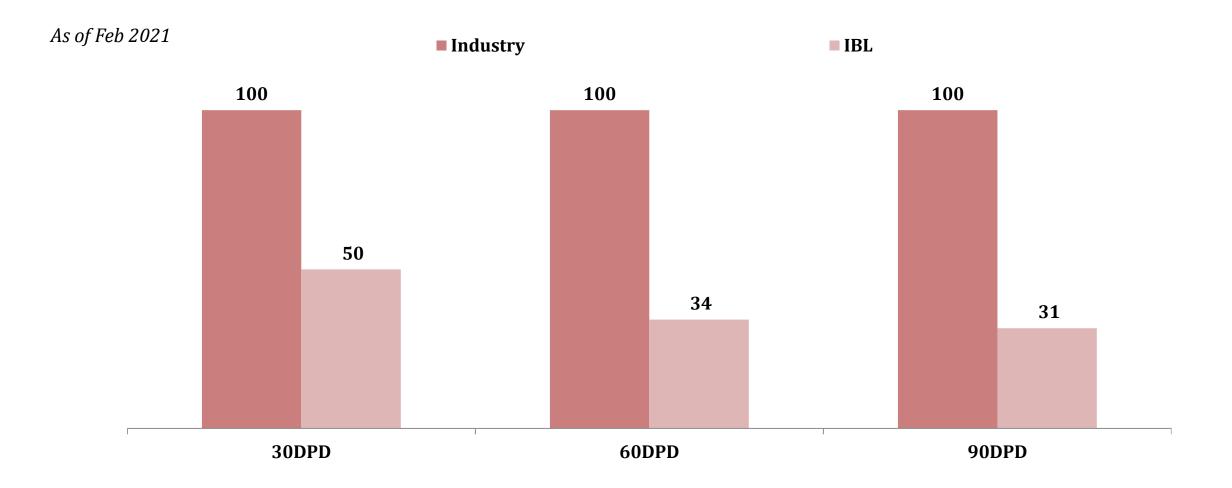
Tractor Portfolio - As per a Leading Bureau



TW Portfolio – As per a Leading Bureau



Microfinance – As per a Leading Bureau



Accolades



Awards and Accolades

IndusInd Bank retains its top position in Carbon Disclosure Project (CDP) 'A' list for 6th Consecutive year





Awards and Accolades

Yearbook. IndusInd Bank is the only Indian bank and one of the 55 banks globally to be included in the Yearbook. The Bank is one of 21 Indian companies to be a part of the Yearbook.





Thank You



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