IndusInd Bank

The Deputy General Manager

Corporate Relationship Dept.

Dalal Street, Fort, Mumbai - 400 001

1st Floor, New Trading Ring

Building, P. J. Towers

BSE Scrip Code: 532187

BSE Ltd.

January 14, 2020

The Asst. Vice President
Listing Department
National Stock Exchange of India Ltd.
Exchange Plaza, 5th Floor
Plot No. C/1, G Block
Bandra–Kurla Complex
Bandra (East), Mumbai – 400 051

NSE Symbol: INDUSINDBK

Chief Regulatory Officer, India International Exchange. 1st Floor, Unit No. 101, The Signature Building No.13B, Road 1C, Zone 1, GIFT SEZ, GIFT CITY, Gandhinagar - GJ 382355

Scrip Code: 1100027

Madam / Dear Sir,

Subject: <u>Disclosure under SEBI (Listing Obligations and Disclosure Requirements)</u>
Regulations, 2015 (Listing Regulations)

Pursuant to Regulation 30 of Listing Regulations, please find annexed to this letter the Investor Presentation on Q3 FY2019-20 dated January 14, 2020.

A copy of this letter and the Presentation is being uploaded on the Bank's website at www.indusind.com

Please take the same on record.

Thanking you,

Yours faithfully,

For IndusInd Bank Limited

Haresh Gajwani Company Secretary

Engl: 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 Road, Pune 411 001, India Tel.: (020) 2634 3201 Fax: (020) 2634 3241 Visit us at www.indusind.com CIN: L65191PN1994PLC076333



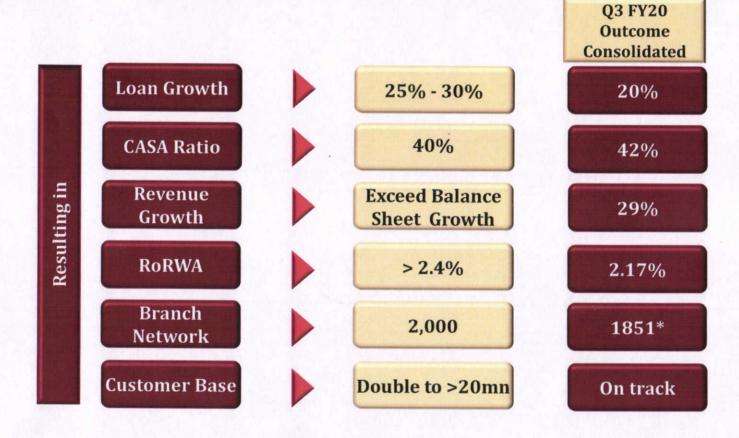
Investor Presentation Q3-2019-20



- Revenue growth of 29%; NII up by 34%; Fee up by 22%
- > PPOP at Rs. 2,758 crs, grew by 30% YoY; PPOP / Assets of 3.83% amongst the industry highest
- Consolidated PAT at Rs. 1,309 crs up by 33%
- Q3 PAT without accelerated provisions at Rs. 1,497 crs up by 52% YoY
- NIM up by 5 bps to 4.15% QoQ (3.83% LY)
- Balance Sheet footage crosses Rs. 3 trillion
- Credit growth up 20% and Deposit growth up 23%
- Strengthened Balance Sheet by improving PCR to 53% with accelerated provisions of Rs. 251 crs
- Loan book quality stable; GNPA at 2.18% and NNPA at 1.05%
- Capital Adequacy stands at 15.43% (incl 9M FY20 Profits)
- Client base grew by 2 million to touch 25 million



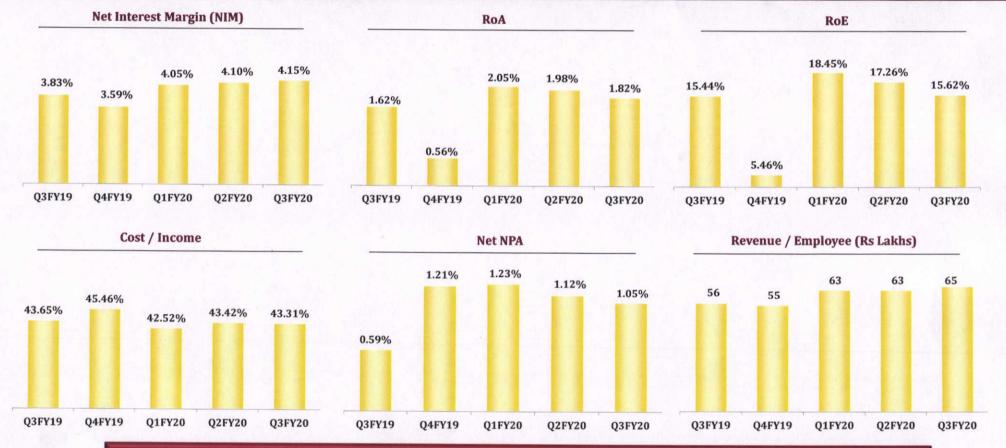
Planning Cycle 4 (2017-2020) - Plan vs Outcome





^{*} includes 123 banking outlets

How We Measure Up On Key Metrics





Consistent delivery of strong operating performance

IndusInd Bank

Ratings

Domestic Rating:

- CRISIL AA + for Infra Bonds program
- CRISIL AA for Additional Tier I Bonds program
- CRISIL A1+ for certificate of deposit program
- 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:

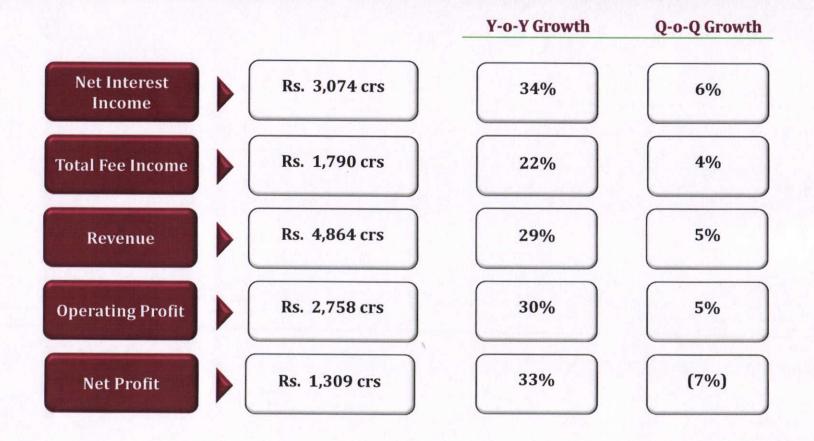
- Baa3 as Issuer, Bank Deposits and Senior Unsecured MTN ratings by Moody's Investors Service
- P3 as Short Term Issuer Rating by Moody's Investors Service



Consolidated Financial Performance

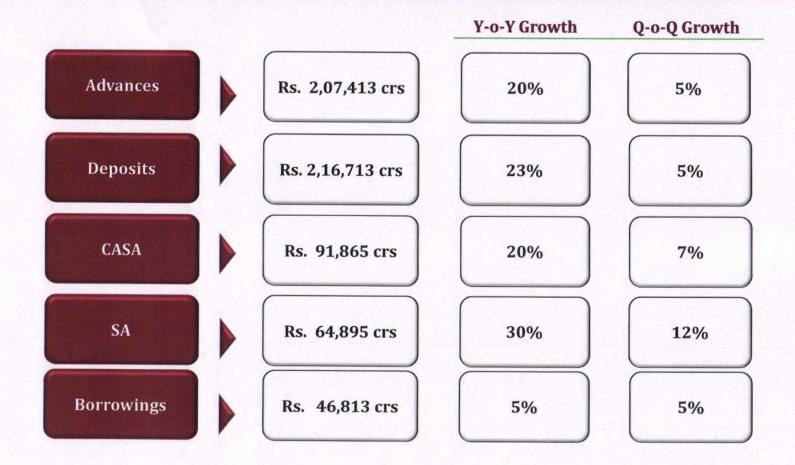


Steady Headline Numbers for Q3-FY20





Top line momentum





Balance Sheet

			-				(Rs Crs)
	Q3FY20	Q3FY19	Y-0-Y	(%)	Q2FY20	Q-o-Q (⁄o)
Capital & Liabilities	,						
Capital	693	602	15%		693	-	•
Reserves and Surplus	32,789	25,798	27%		32,171	2%	A
Share Warrant Subscription money	674	-	-		674	-	A
Deposits	2,16,713	1,75,701	23%	A	2,07,193	5%	A
Borrowings	46,813	44,536	5%		44,558	5%	•
Other Liabilities and Provisions	10,261	9,562	7%	•	9,644	6%	A
Total	3,07,943	2,56,199	20%	A	294,933	4%	A
Assets	•						
Cash and Balances with RBI	11,350	9,580	18%	•	9,973	14%	A
Balances with Banks	9,438	3,170	198%	A	5,306	78%	A
Investments	60,517	53,681	13%		63,540	(5%)	lacktriangledown
Advances	2,07,413	1,73,169	20%	A	1,97,113	5%	
Fixed Assets	1,832	1,699	8%	.	1,799	2%	A
Other Assets	17,393	14,900	17%	•	17,202	1%	A
Total	3,07,943	2,56,199	20%		2,94,933	4%	•
Business (Advances + Deposit)	4,24,127	3,48,870	22%	A	4,04,306	5%	A



Profit and Loss Account - Q3FY20

							(Rs Crs)		
	Q3FY20	Q3FY19	Y-0-Y (%	⁄o)	Q2FY20	Q-0-Q ((%)		
Net Interest Income	3,074	2,288	34%	A	2,909	6%	A		
Other Income	1,790	1,469	22%	A	1,727	4%	A		
Total Income	4,864	3,757	29%	A	4,636	5%	A		
Operating Expenses	2,106	1,640	28%	A	2,013	5%	A		
Operating Profit	2,758	2,117	30%	A	2,623	5%	A		
Provisions & Contingencies	1,044	607	72%	A	737	42%			
Credit Cost	576	338	70%		363	59%	A		
Others	468*	269	74%	A	374**	25%	A		
Profit before Tax	1,714	1,510	14%	•	1,886	(9%)	•		
Provision for Tax	405	525	(23%)	▼	485	(16%)	▼		
Profit after Tax	1,309	985	33%	A	1,401	(7%)	\blacksquare		
Profit after Tax (excluding Accelerated provision)	1,497	985	52%	A	1,667	(10%)	•		

^{*} Includes Rs. 251 crs of accelerated provisions

^{**} Includes Rs. 355 crs of accelerated provisions



Profit and Loss Account - 9M FY20

IIW. CIUIC		ore	'cr	Rs.	- 1
------------	--	-----	-----	-----	-----

			(12, 12, 14, 14)
	9M-FY20	9M-FY19	YoY (%)
Net Interest Income	8,828	6,614	33% ▲
Other Income	5,180	4,088	27% ▲
Total Income	14,008	10,702	31% ▲
Operating Expenses	6,036	4,681	29% ▲
Operating Profit	7,972	6,021	32% ▲
Provisions & Contingencies	2,212	1,547	43% ▲
Credit Cost	1,243	715	74% ▲
Others	969	832	16% ▲
Profit before Tax	5,760	4,474	29% ▲
Provision for Tax	1,618	1,533	6% ▲
Profit after Tax	4,142	2,941	41% ▲



Indusind Bank

Key Financial Indicators

	Q3FY20	Q3FY19	Q2FY20
Return on Assets	1.82%	1.62%	1.98%
PPOP / Average Assets	3.83%	3.49%	3.70%
Return on Equity	15.62%	15.44%	17.26%
Cost / Income Ratio	43.31%	43.65%	43.42%
Net Interest Margin	4.15%	3.83%	4.10%
Net NPA	1.05%	0.59%	1.12%
EPS (annualized, Rs. per share)	75.56	65.48	80.88
Capital + Reserves (Excl. Revaluation Reserve) (Rs. in crs)	33,832	26,042	33,216



IndusInd Bank

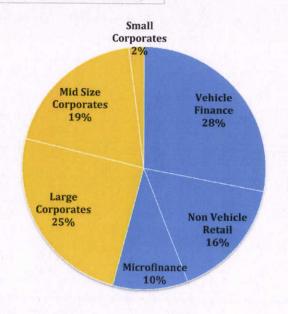
Well Diversified Loan Book



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

(Rs crs)

	(165 615)				
Corporate Banking	Dec-19				
Large Corporates	51,284	25%			
Mid size Corporates	39,677	19%			
Small Corporates	4,292	2%			
Total Advances	95,253	46%			

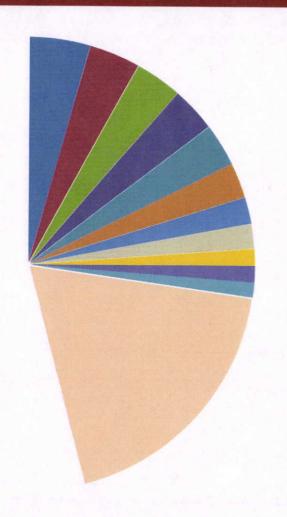


	(Rs crs)				
Consumer Finance	Dec-19				
Vehicle Loans	58,071	28%			
Comm. Vehicle Loans	24,977	12%			
Utility Vehicle Loans	4,264	2%			
Small CV	3,560	2%			
Two Wheeler Loans	5,296	3%			
Car Loans	7,336	3%			
Tractor	4,400	2%			
Equipment Financing	8,238	4%			
Non-Vehicle Loans	33,332	16%			
Business Banking	11,460	6%			
Loan Against Property	9,539	5%			
Credit Card	4,576	2%			
BL, PL, AHL Others	7,757	3%			
Microfinance*	20,757	10%			
Total Advances	1,12,160	54%			

^{*}includes BFIL



Diversified Corporate Loan Book



Sector	%	SMA2 (Rs. crs)
■ Lease Rental	4.36%	45
■ Real Estate	3.64%	23
Gems and Jewellery	3.34%	-
■ NBFCs (other than HFCs)	3.21%	
■ Power Generation	3.06%	
■ Steel	2.52%	13
Roads/other infra projects	1.91%	1
Services	1.76%	117
Telecom- Cellular	1.20%	-
■ Housing Finance Companies	1.18%	1 - 1-2
Food Beverages and Food processing	1.06%	17
Other Industry	18.68%	1,133
Corporate Banking	45.92%	1,348
Consumer Banking	54.08%	59
Total	100.00%	1,407

SMA 1 Outstanding: 0.64% of loans

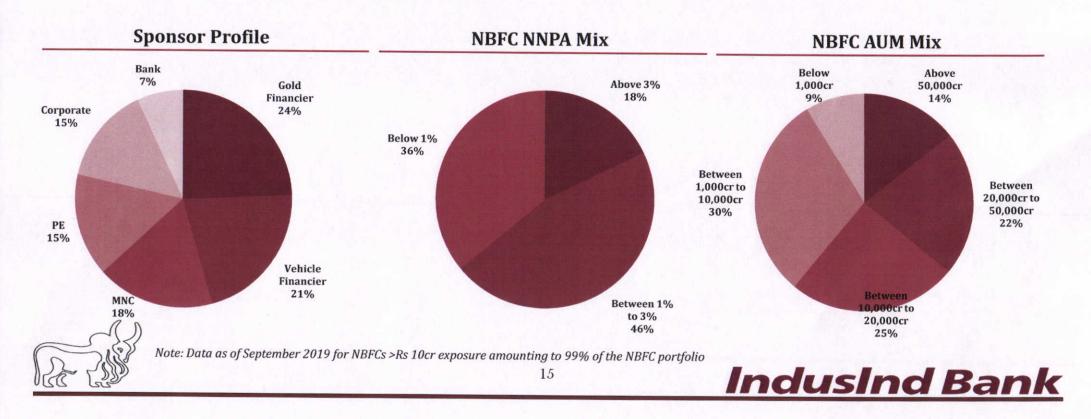
SMA 2 Outstanding: 0.53% of loans excluding overlap with the 3 Stressed Groups

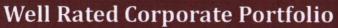
Accounts in SMA1 & SMA2: 101

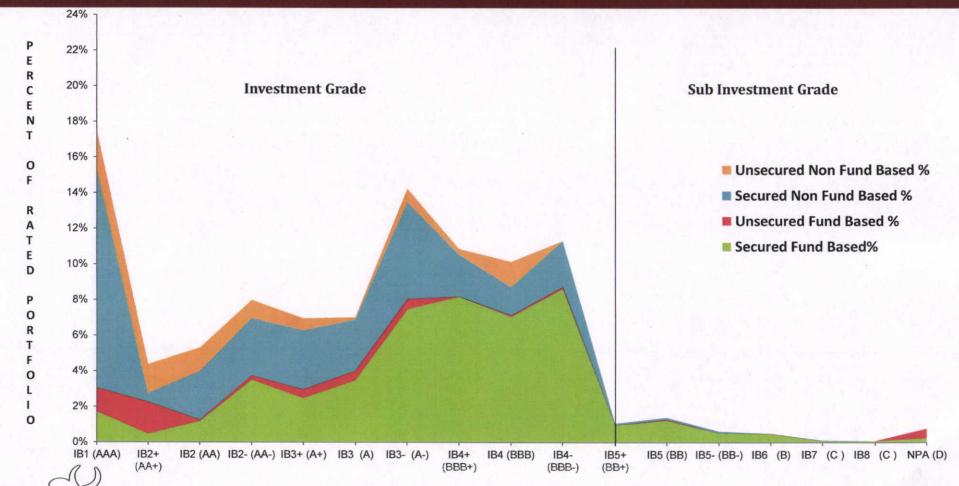


NBFC Exposure

- Loans to NBFCs (other than HFCs and MFIs) at 3.2% of the total loan book (3.7% previous quarter)
- Portfolio spread across entities with strong sponsors typically in niche retail businesses
- Resilient portfolio performance despite the sector facing a tough operating environment

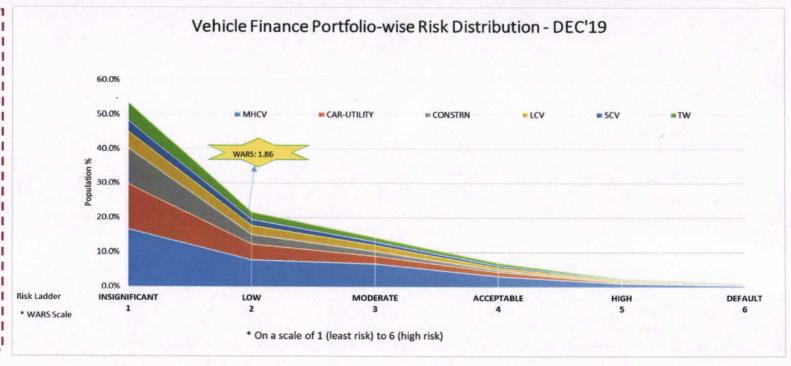






Behavioural Scoring affirms quality of Vehicle Financing Portfolio

- Behavioural Score (Bscore) measures post disbursement credit quality using long range historical data.
- B-score assesses every borrower risk using Current and Historical DPD, LTV, Geography, Loan tenor, Customer type, etc.
- B-score is used for credit / portfolio quality assessment, improving collection efficiency, cross-sell and is a lead indicator of credit cost.



Q-o-Q Movement in Weighted Average Risk Score (WARS):

Quarter	Sep'17	Dec'17	Mar'18	Jun'18	Sep'18	Dec'18	Mar'19	Jun'19	Sep'19	Dec'19
WARS	1.89	1.84	1.73	1.77	1.80	1.82	1.75	1.82	1.86	1.86





Market rumours / comments on Exposure to Potentially Stressed Groups

- Three stressed groups, one each in Media / Diversified / Housing Finance sectors
- Bank's net funded and non-funded exposure to these groups is 0.47% of the loan book net of provisions held as under:

% of Loans	Q4FY19	Q1FY20	Q2FY20	Q3FY20
Media Group	0.4%	0.4%	0.3%	$0.27\%^{(1)}$
Diversified Group	1.0%	1.0%	0.5%	0.21%
HFC	0.4%	0.3%	0.3%	_ (2)
Total	1.9%	1.7%	1.1%	0.47%

Note 1: Holding Company exposures at 0.14% and OpCo Cash Flow exposures at 0.12%

Note 2: Exposure 100% provided of which 25% debited to P&L and 75% drawn down from the Reserves (drawn down amount shall be debited to P&L equally over the next 3 quarters).

- Consolidated security cover of 169% for the exposures held by us, of which marketable security in the form of listed shares covers 27% of the total exposure as on date
- All above accounts remain standard in the Bank's books

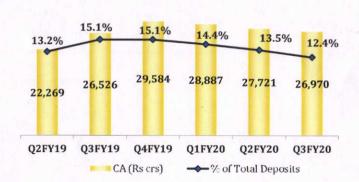


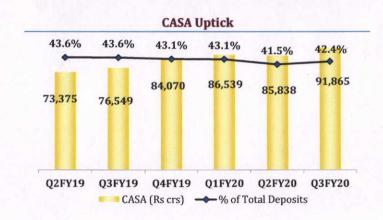
Improving CASA profile

Building CASA traction

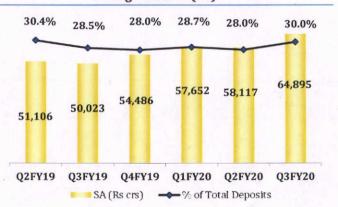
- Expanding branch network
- Focus on target market segments
 - ➤ Government business
 - > Capital market flows
 - > Key Non Resident markets
 - > Launched branded Wealth offering "Pioneer"
 - > Self employed and Emerging Corporate businesses
 - > Transaction Banking and CMS Mandates
- Differentiated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

Current Account (CA)













Other Income

(Rs Crs)

	Q3FY20	Q3FY19	Y-0-Y (%)	Q2FY20	Q-o-Q (%)
Core Fee	1,506	1,266	19% ▲	1,468	3% ▲
Securities/MM/FX Trading/Others	284	203	40% ▲	259	10% ▲
Total	1,790	1,469	22% ▲	1,727	4% ▲



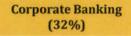
Diverse Revenues from Core Fee Income

						(F	Rs Crs
经验过多数的	Q3FY20	Q3FY19	Y-o-Y(%	6)	Q2FY20	Q-o-Q(%)	
Trade and Remittances	185	155	19%	A	182	2%	A
Foreign Exchange Income	241	275	(12%)	•	277	(13%)	•
Distribution Fees (Insurance, MF, Cards)	347	268	29%	•	322	8%	A
General Banking Fees	85	91	(7%)	•	90	(6%)	•
Loan Fees	388	261	49%	•	360	8%	A
Investment Banking	209	201	4%	A	201	4%	•
PSLC	51	15	235%	A	36	39%	A
Total Core Fee Income	1,506	1,266	19%	A	1,468	3%	_



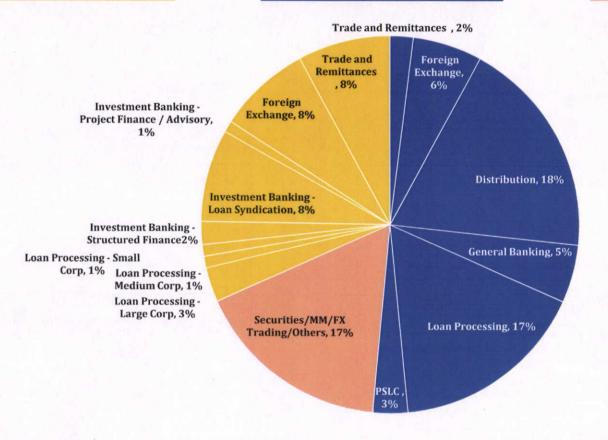


Diversified and Granular Fee Streams - Q3-FY20



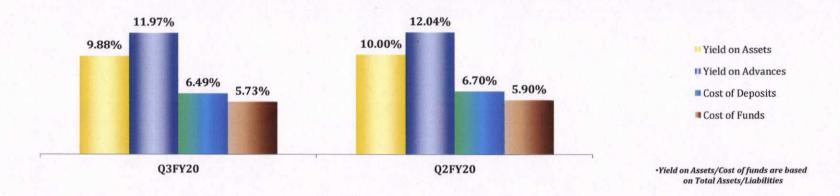
Consumer Banking (51%)

Trading and Other Income (17%)





Yield / Cost Movement



Segment-wise Yield

第一位的基础	Q3FY20		Q2FY20			
	Outstanding (Rs crs)	Yield (%)	Outstanding (Rs crs)	Yield (%)		
Corporate Bank	95,253	8.87%	89,661	9.02%		
Consumer Finance	1,12,160	14.67%	1,07,452	14.65%		
Total	2,07,413	11.97%	1,97,113	12.04%		

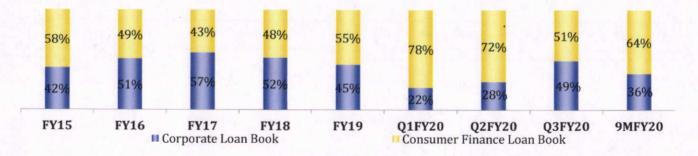


Credit Cost

(Rs Crs)

THE RESERVE OF THE PERSON NAMED IN	CONTRACTOR OF THE PARTY OF THE		22 V 2 V 1	NE LE MESE				(in our
FY15	FY16	FY17	FY18	FY19	Q1FY20	Q2FY20	Q3FY20	9MFY20
144	258	401	468	2,134	67	101	283	450
195	244	303	433	585	237	262	293	793
339	502	704	901	2,719	304	363	576*	1,243
49	57	62	62	146	16	18	28*	60
323	468	672	856	2,689	293	348	575*	1,216
48	53	59	59	144	15	18	28*	59
63%	59%	58%	56%	43%	43%	50%	53%	53%
	144 195 339 49 323	144 258 195 244 339 502 49 57 323 468 48 53	144 258 401 195 244 303 339 502 704 49 57 62 323 468 672 48 53 59	144 258 401 468 195 244 303 433 339 502 704 901 49 57 62 62 323 468 672 856 48 53 59 59	144 258 401 468 2,134 195 244 303 433 585 339 502 704 901 2,719 49 57 62 62 146 323 468 672 856 2,689 48 53 59 59 144	144 258 401 468 2,134 67 195 244 303 433 585 237 339 502 704 901 2,719 304 49 57 62 62 146 16 323 468 672 856 2,689 293 48 53 59 59 144 15	144 258 401 468 2,134 67 101 195 244 303 433 585 237 262 339 502 704 901 2,719 304 363 49 57 62 62 146 16 18 323 468 672 856 2,689 293 348 48 53 59 59 144 15 18	144 258 401 468 2,134 67 101 283 195 244 303 433 585 237 262 293 339 502 704 901 2,719 304 363 576* 49 57 62 62 146 16 18 28* 323 468 672 856 2,689 293 348 575* 48 53 59 59 144 15 18 28*

^{*} Excluding accelerated provision of Rs. 251 crs





Loan Portfolio - Movement in NPA and Restructured Advances

(Rs Crs)

		Q3FY20		Q2FY20			
	Corporate	Consumer	Total	Corporate	Consumer	Total	
Opening Balance	2,932	1,438	4,370	2,903	1,297	4,200	
Additions	1,237(1)	708	1,945	479	623	1,102	
Deductions	1,119 ⁽²⁾	618	1,737	450	482	932	
Gross NPA	3,050	1,528	4,578*	2,932	1,438	4,370*	
Net NPA	:		2,173			2,203	
% of Gross NPA	!		2.18%	· · · · · · · · · · · · · · · · · · ·		2.19%	
% of Net NPA			1.05%			1.12%	
Provision Coverage Ratio (PCR)			53%			50%	
Restructured Advances			0.06%			0.11%	
Restructured + Gross NPA to Advances			2.27%			2.33%	

^{*}After sale to ARC Rs. 200 crs (Rs.103 crs)

Note 1: Slippages above Rs 100cr include a Travel company (Rs 282cr), a Diversified Group from 3 Stressed Groups (Rs 250cr; fully recovered), a Paper company (Rs 177cr)

Note 2: Deductions include Upgrades of Rs 187cr, Recovery of Rs 345cr, Sale to ARC of Rs 70cr and Write-offs of Rs 516cr (including Rs 250cr for the large infrastructure NBFC, which was classified as NPA in Q4FY19)



NPA Composition – Consumer Finance

(Rs Crs)

Q3-FY20	Com. Vehicle	Utility	Const. Equip.	Small CV	TW	Cars	Tractor	BBG/LAI	, HL/PL/O thers	Cards	MFI	Total
Gross NPA	415	47	82	60	155	52	69	217	87	118	226	1,528
Gross NPA %	1.65%	1.08%	1.00%	1.66%	2.88%	0.70%	1.56%	1.03%	1.12%	2.57%	1.08%	1.35%

Q2-FY20	! Com. Vehicle	Utility	Const. Equip.	Small CV	TW	Cars	' Tractor	BBG/LAP	HL/PL/O thers	Cards	MFI	Total
Gross NPA	361	48	79	59	155	52	65	258	81	102	178	1,438
Gross NPA %	1.43%	1.20%	0.0504	4 5007	24604	0.73%	1.57%	1.27%	1.04%	2.40%	0.94%	1.34%



(Rs Crs)

	31 Dec 19	31 Dec 19	30 Sep 19	30 Sep 19
	Basel - III	Incl. 9M FY 20 PAT	Basel - III	Incl. H1 FY 20 PAT
Credit Risk, CVA and UFCE	2,14,105	2,14,105	2,04,955	2,04,955
Market Risk	8,761	8,761	9,282	9,282
Operational Risk	22,986	22,986	22,986	22,986
Total Risk Weighted Assets	2,45,852	2,45,852	2,37,223	2,37,223
Core Equity Tier 1 Capital Funds	29,673	33,389	30,363	32,912
Additional Tier 1 Capital Funds	3,490	3,490	3,490	3,490
Tier 2 Capital Funds	1,048	1,048	1,016	1,016
Total Capital Funds	34,211	37,927	34,869	37,418
CRAR	13.92%	15.43%	14.70%	15.77%
CET1	12.07%	13.58%	12.80%	13.87%
Tier 1	13.49%	15.00%	14.27%	15.34%
Tier 2	0.43%	0.43%	0.43%	0.43%
	05		_	



IndusInd Bank

Distribution Expansion to Drive Growth



Note: Numbers given above are total branches in each state

Strengthening Distribution Infrastructure

Particulars	Dec. 31, 2018	Mar. 31, 2019	Jun. 30, 2019	Sep. 30, 2019	Dec. 31, 2019
IBL Branches/Banking Outlets	1,558	1,665	1,701	1,753	1,851*
BFIL Branches	-	1	1,938	2,028	2,163
Vehicle Finance Marketing Outlets	869	845	855	842	859
Total Branches/Outlets	2,427	2,510	4,494	4,623	4,873
ATMs	2,453	2,545	2,605	2,662	2,721

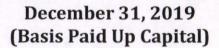
^{*}includes 208 specialized branches and 123 Banking outlets

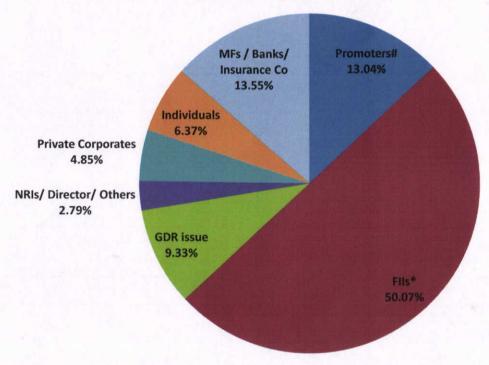






Shareholding Pattern







*includes FPIs #14.68% with diluted capital including warrants/ESOP



Initiatives for FY20

BFIL Merger	Liabilities Surge	Fee Growth	Retail Asset Growth
 Merger consummation Scaling up liabilities & RDSP (Kirana Stores) pilot 	 Pioneer – Banking for well-off Retailisation via Household acquisition ramp-up Non-Resident Indians Match liabilities growth with asset growth 	 Distribution fees for wealth products Ramp up retail Trade & FX fees 	 Continued market share gains in vehicle finance LAP / BBG to accelerate Calibrated growth on unsecured
Digital / Alternate Channels	Productivity	Corporate Risk Management Unit	Para-banking
Superior Client Experience	Cost efficient branch expansion	Business level Portfolio	Insurance (Life & General)

· Robot based Process

and Technology

· Continued investments in Talent

Automation



· Intensive collaboration with

· Scale up digital sourcing of assets

FinTech ecosystem

· Regulatory clarity awaited

Asset Management

· Retail Broking

Monitoring Unit

· Diversification by ticket size,

geographies, sectors, tenure

· Specialization in select domains





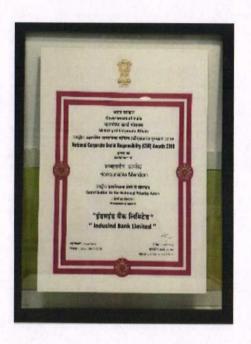
IndusInd Bank was honored at 6th **CSR Impact Awards 2019** in the Special Categories Project





IndusInd Bank was awarded as the Best Corporate in the Environment, Climate & Forest Category at the CSR Times Awards 2019





IndusInd Bank's sports initiatives under the National Priority Areas have received an 'Honorable mention' by the Ministry of Corporate Affairs (MCA), Govt. of India



Thank You



Disclaimer

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.

