

# IndusInd Bank

July 20, 2022

**National Stock Exchange of India Ltd. (Symbol: INDUSINDBK)  
BSE Ltd. (Scrip Code: 532187)  
Luxembourg Stock Exchange**

Madam / Dear Sir,

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

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations'), we enclose herewith the Investor Presentation on the Financial Results of the Bank for the quarter ended June 30, 2022.

In compliance with Regulation 46 of Listing Regulations, the information is being hosted on the Bank's website at [www.indusind.com](http://www.indusind.com)

We request you to kindly take note of the above and arrange to bring the same to the notice of all concerned.

Thanking you.

Yours faithfully,  
**For IndusInd Bank Ltd.**

**Anand Kumar Das**  
**Deputy Company Secretary**  
**FCS: 6950**

Encl:a/a



**Solitaire Corporate Park Office:** IndusInd Bank Limited, Building No.7, Solitaire Corporate Park  
Andheri- Ghatkopar Link Road, Chakala Andheri E Mumbai - 400 093, India Tel: (0022) 66412405






**Registered Office:** 2401 Gen. Thimmayya Road, Pune 411 001, India  
Tel.: (020) 2634 3201 Fax: (020) 2634 3241 Visit us at [www.indusind.com](http://www.indusind.com)  
CIN: L65191PN1994PLC076333



# Investor Presentation

Q1-FY23 | June 2022

## IndusInd Bank at a Glance

|   |  |   |  |  |
|---|--|---|--|--|
|    | <p><b>5<sup>th</sup> Largest Private Bank</b><br/>with Disproportionately<br/>Large Distribution Network</p> | <p><b>₹2,47,960 crs</b><br/><b>Loans</b><br/>Diversified Across Products and Geographies</p> <p><b>₹ 3,02,719 crs</b><br/><b>Deposits</b></p> | <p><b>32 mn</b><br/><b>Customers</b><br/>Across Segments</p>         | <p><b>5,939</b><br/><b>Branches/Outlets</b><br/>PAN India Network</p>                |
|    | <p><b>Universal Banking Approach</b><br/>with Diversified Loan &amp;<br/>Deposit Mix</p>                     | <p><b>54:46 Loan Mix</b><br/>Retail VS Wholesale</p>  | <p><b>43% CASA</b><br/>Stable Low-cost Deposits</p>                  | <p><b>Innovative Digital Approach</b><br/>Overall Digital Transaction Mix at 92%</p> |
|    | <p><b>Strong Domain Expertise</b><br/>Long Vintage across Cycles</p>   | <p><b>Vehicle Finance</b><br/>26% of the Loan Book</p>  | <p><b>Micro Finance</b><br/>12% of the Loan Book</p>                 | <p><b>Gems &amp; Jewellery</b><br/>4% of the Loan Book</p>                           |
|   | <p><b>Robust Balance Sheet</b><br/>with Strong Capital Adequacy<br/>&amp; Contingency Buffers</p>            | <p><b>18.14% CRAR</b><br/>Tier 1: 16.55%   Tier 2: 1.59%</p>  | <p><b>124% Average LCR</b><br/>Well above regulatory requirement</p> | <p><b>72% PCR</b><br/>GNPA 2.35%   NNPA 0.67%</p>                                    |
|  | <p><b>Strong Profitability</b><br/>amongst highest in<br/>the Industry</p>                                   | <p><b>4.21% Net Interest Margin</b></p>   | <p><b>43.36% Cost to<br/>Income</b></p>                              | <p><b>5.7% Operating Profit<br/>Margin to Loans</b></p>                              |



## Key Financial Highlights for Q1 FY23

|               |                                     |                                     |                                       |                                     |                                     |
|---------------|-------------------------------------|-------------------------------------|---------------------------------------|-------------------------------------|-------------------------------------|
| Balance Sheet | Loans                               | Deposits                            | CASA                                  | Term Deposits                       | Total Assets                        |
|               | ₹2,47,960 crs<br>▲ 18% YoY ▲ 4% QoQ | ₹3,02,719 crs<br>▲ 13% YoY ▲ 3% QoQ | ₹1,30,508 crs<br>▲ 16% YoY ▲ 4% QoQ   | ₹1,72,211 crs<br>▲ 11% YoY ▲ 2% QoQ | ₹4,10,100 crs<br>▲ 10% YoY ▲ 2% QoQ |
| Profit & Loss | Net Interest Income                 | Total Fee Income                    | Revenue                               | Operating Profit                    | Net Profit                          |
|               | ₹4,125 crs<br>▲ 16% YoY ▲ 4% QoQ    | ₹1,932 crs<br>▲ 12% YoY ▲ 1% QoQ    | ₹6,057 crs<br>▲ 15% YoY ▲ 3% QoQ      | ₹3,431 crs<br>▲ 10% YoY ▲ 2% QoQ    | ₹1,631 crs<br>▲ 61% YoY ▲ 16% QoQ   |
| Key Ratios    | Net Interest Margin                 | Return on Assets                    | Return on Equity                      | Cost to Income                      | Net NPA                             |
|               | 4.21%<br>▲ 15 bps YoY ▲ 1bps QoQ    | 1.73%<br>▲ 56 bps YoY ▲ 22 bps QoQ  | 13.44%<br>▲ 414 bps YoY ▲ 152 bps QoQ | 43.36%<br>▲ 238bpsYoY ▲ 75bps QoQ   | 0.67%<br>▼ 17bps YoY ▲ 3bps QoQ     |



## Balance Sheet

| ₹In crs                          | Q1 FY23         | Q1 FY22         | Y-o-Y (%)  |          | Q4 FY22         | Q-o-Q (%) |          |
|----------------------------------|-----------------|-----------------|------------|----------|-----------------|-----------|----------|
| <b>Capital &amp; Liabilities</b> |                 |                 |            |          |                 |           |          |
| Capital                          | 775             | 774             | -          | ▲        | 775             | -         | -        |
| Reserves and Surplus             | 48,932          | 43,774          | 12%        | ▲        | 47,252          | 4%        | ▲        |
| Deposits                         | 3,02,719        | 2,67,233        | 13%        | ▲        | 2,93,349        | 3%        | ▲        |
| Borrowings                       | 41,812          | 49,294          | (15%)      | ▼        | 47,323          | (12%)     | ▼        |
| Other Liabilities and Provisions | 15,862          | 11,921          | 33%        | ▲        | 13,268          | 20%       | ▲        |
| <b>Total</b>                     | <b>4,10,100</b> | <b>3,72,996</b> | <b>10%</b> | <b>▲</b> | <b>4,01,967</b> | <b>2%</b> | <b>▲</b> |
| <b>Assets</b>                    |                 |                 |            |          |                 |           |          |
| Cash and Balances with RBI       | 56,153          | 62,673          | (10%)      | ▼        | 60,198          | (7%)      | ▼        |
| Balances with Banks              | 6,615           | 8,087           | (18%)      | ▼        | 8,387           | (21%)     | ▼        |
| Investments                      | 72,487          | 68,699          | 6%         | ▲        | 70,930          | 2%        | ▲        |
| Advances                         | 2,47,960        | 2,10,727        | 18%        | ▲        | 2,39,052        | 4%        | ▲        |
| Fixed Assets                     | 1,952           | 1,876           | 4%         | ▲        | 1,929           | 1%        | ▲        |
| Other Assets                     | 24,933          | 20,934          | 19%        | ▲        | 21,471          | 16%       | ▲        |
| <b>Total</b>                     | <b>4,10,100</b> | <b>3,72,996</b> | <b>10%</b> | <b>▲</b> | <b>4,01,967</b> | <b>2%</b> | <b>▲</b> |



## Profit and Loss Account – Q1 FY23

| ₹In crs                    | Q1 FY23      | Q1 FY22      | Y-o-Y (%)  |          | Q4FY22       | Q-o-Q (%)  |          |
|----------------------------|--------------|--------------|------------|----------|--------------|------------|----------|
| Net Interest Income        | 4,125        | 3,564        | 16%        | ▲        | 3,985        | 4%         | ▲        |
| Other Income               | 1,932        | 1,723        | 12%        | ▲        | 1,903        | 1%         | ▲        |
| <b>Total Income</b>        | <b>6,057</b> | <b>5,287</b> | <b>15%</b> | <b>▲</b> | <b>5,888</b> | <b>3%</b>  | <b>▲</b> |
| Operating Expenses         | 2,626        | 2,166        | 21%        | ▲        | 2,508        | 5%         | ▲        |
| <b>Operating Profit</b>    | <b>3,431</b> | <b>3,121</b> | <b>10%</b> | <b>▲</b> | <b>3,380</b> | <b>2%</b>  | <b>▲</b> |
| Provisions & Contingencies | 1,251        | 1,780        | (30%)      | ▼        | 1,462        | (14%)      | ▼        |
| <b>Profit before Tax</b>   | <b>2,180</b> | <b>1,341</b> | <b>62%</b> | <b>▲</b> | <b>1,918</b> | <b>14%</b> | <b>▲</b> |
| Provision for Tax          | 549          | 325          | 69%        | ▲        | 517          | 6%         | ▲        |
| <b>Profit after Tax</b>    | <b>1,631</b> | <b>1,016</b> | <b>61%</b> | <b>▲</b> | <b>1,401</b> | <b>16%</b> | <b>▲</b> |



## Key Strengths of the Bank



**Diversified**  
Loan Book with Domain  
Expertise in Livelihood  
Loans



**Robust**  
Liability Franchise



**Strong**  
Product Groups



**Profitability**  
amongst the Highest  
in Industry



**Stable**  
Asset Quality  
with Conservative  
Provisioning



**Healthy**  
Capital Adequacy



**Disproportionately**  
Large Distribution  
Network



**Executing Digital**  
2.0 Strategy



**ESG**  
– Core to the Business  
Philosophy



**Experienced**  
Board and  
Management Team



# Key Strengths of the Bank



**Diversified**  
Loan Book with Domain  
Expertise in Livelihood  
Loans



**Robust**  
Liability Franchise



**Strong**  
Product Groups



**Profitability**  
amongst the Highest  
in Industry



**Stable**  
Asset Quality  
with Conservative  
Provisioning



**Healthy**  
Capital Adequacy



**Disproportionately**  
Large Distribution  
Network



**Executing Digital**  
2.0 Strategy



**ESG**  
– Core to the Business  
Philosophy

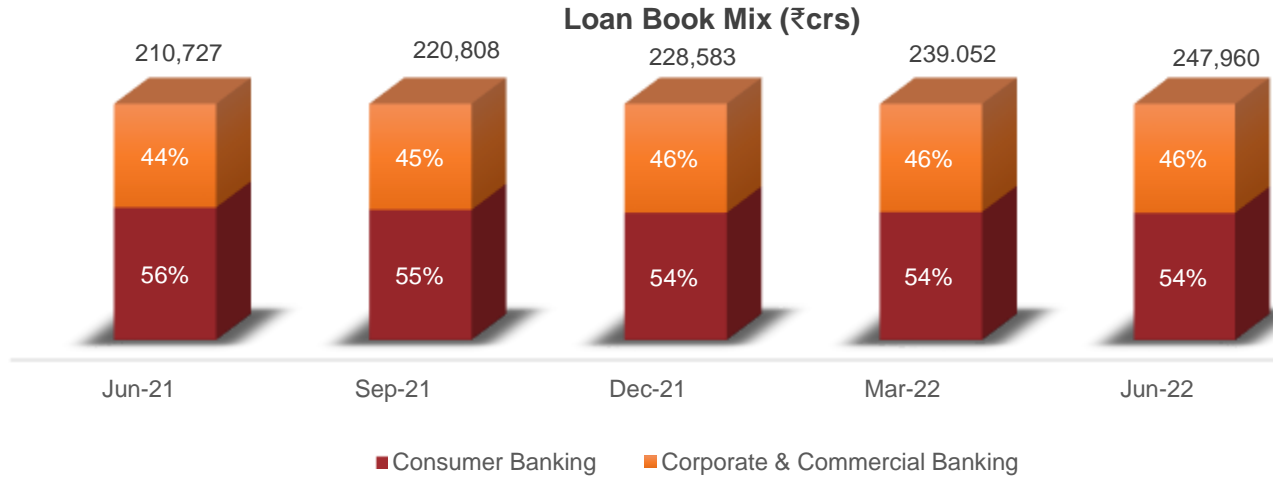


**Experienced**  
Board and  
Management Team

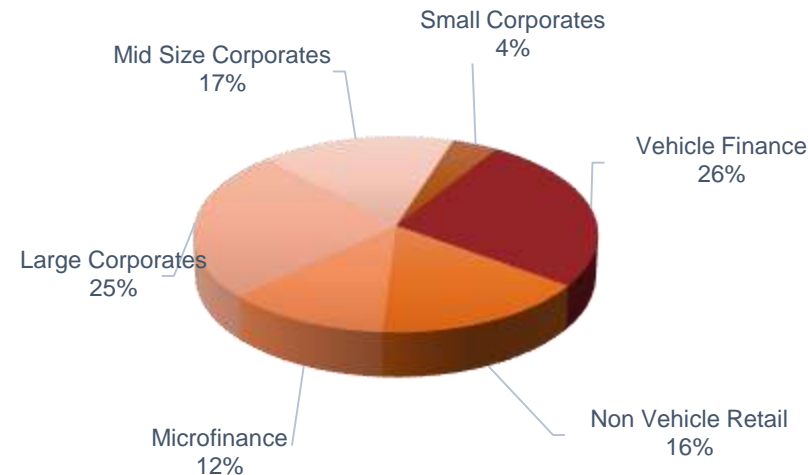




## Well Diversified Loan Book across Consumer and Corporate Products



| (₹crs)                |                 |            |
|-----------------------|-----------------|------------|
| Corporate Banking*    | Jun-22          | %          |
| Large Corporates      | 62,322          | 25%        |
| Mid Corporates        | 42,210          | 17%        |
| Small Corporates      | 9,897           | 4%         |
| <b>Total Advances</b> | <b>1,14,429</b> | <b>46%</b> |



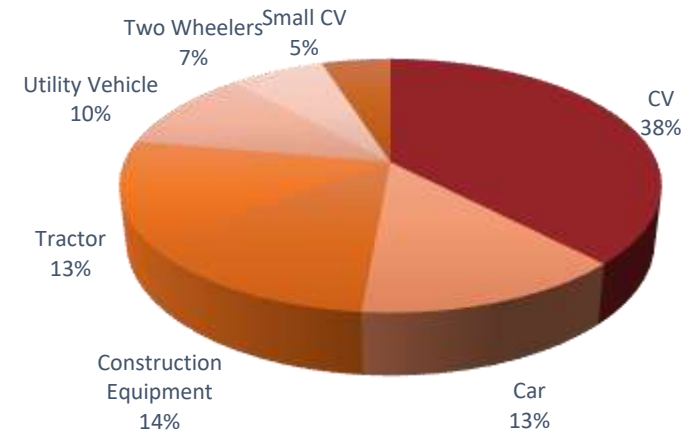
| (₹crs)                     |                 |            |
|----------------------------|-----------------|------------|
| Consumer Banking           | Jun-22          | %          |
| <b>Vehicle Finance</b>     | <b>64,583</b>   | <b>26%</b> |
| Commercial Vehicle         | 24,415          | 9%         |
| Utility Vehicle            | 6,797           | 3%         |
| Small CV                   | 3,184           | 1%         |
| Two-Wheeler                | 4,358           | 2%         |
| Car                        | 8,789           | 4%         |
| Tractor                    | 8,250           | 3%         |
| Equipment Financing        | 8,790           | 4%         |
| <b>Non-Vehicle Finance</b> | <b>39,545</b>   | <b>16%</b> |
| Business Banking           | 12,203          | 5%         |
| Loan Against Property      | 9,009           | 4%         |
| Credit Card                | 6,478           | 3%         |
| BL, PL, AHL, Others        | 11,855          | 4%         |
| <b>Microfinance</b>        | <b>29,403</b>   | <b>12%</b> |
| <b>Total Advances</b>      | <b>1,33,531</b> | <b>54%</b> |

# Vehicle Finance: Granular Portfolio Across Vehicle Categories

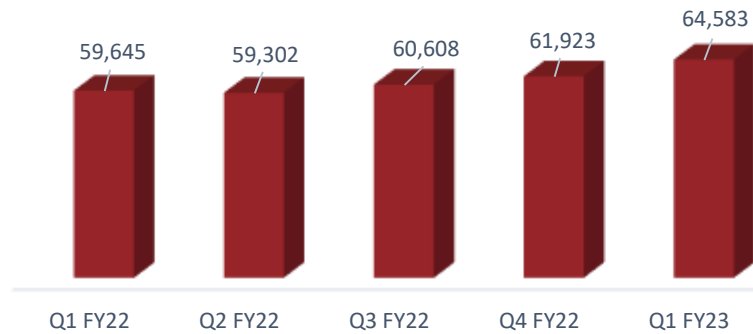
## Overview of Vehicle Finance Division

|  |   |  |
|--|---|--|
| <b>35+ Years of Vintage</b><br>Across Credit Cycles    | <b>Market Leader</b><br>in Most Products<br>Amongst Top 3 | <b>Focus on Business</b><br><b>Owner Segment</b>               |
| <b>Nimbleness of an NBFC</b><br>With Dedicated Network | <b>Nationwide Presence</b><br>Diversified Across States   | <b>Strong Collateral Coverage</b><br>Throughout the Loan Cycle |

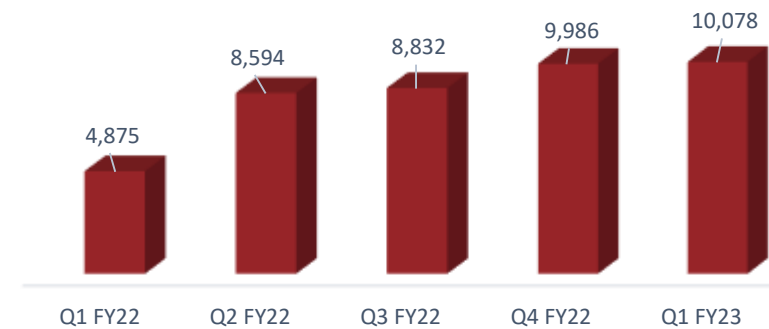
## Diversified Vehicle Loan Book across Vehicle Categories (%)



## Vehicle Finance Loan Book (₹crs)



## Disbursements (₹crs)



# Microfinance: Bridging the Financial Inclusion Gap



**2<sup>nd</sup> Largest**  
Micro Finance  
Lender



**10mn**  
Women Customers



**1.33 Lacs Villages**  
covered across 21  
States



**Tech/Data driven**  
Risk Management  
District/Branch  
level Monitoring

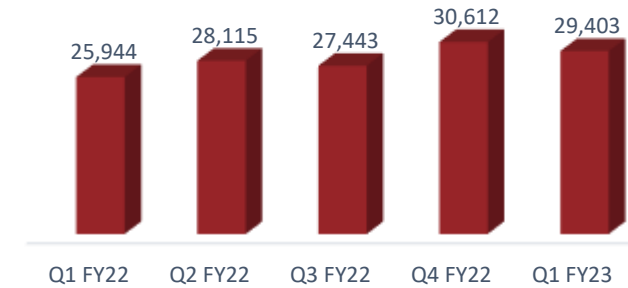


**94K+ Bharat**  
Money Stores  
Banking at  
doorstep in remote  
areas

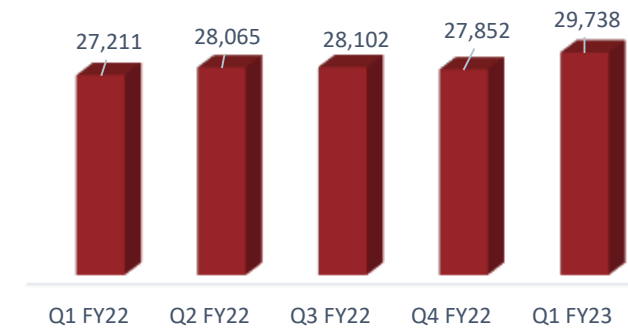


**380K+ Merchants**  
Onboarded  
Addressing the  
MSME banking  
needs

Micro Finance Loan Book (₹crs)

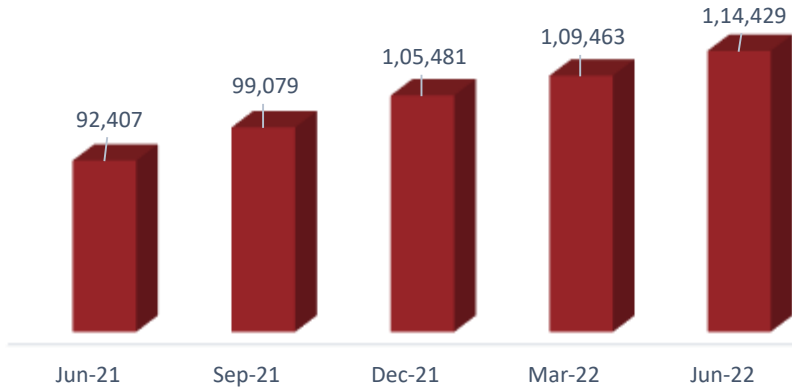


Average Ticket Size (₹)



# Corporate Portfolio – Focus on Granular, Higher Rated Customers

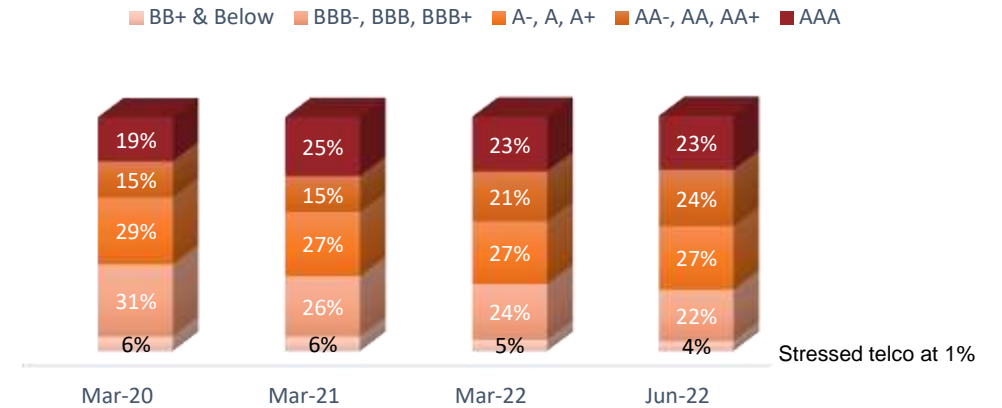
Corporate Loan Book (₹crs)



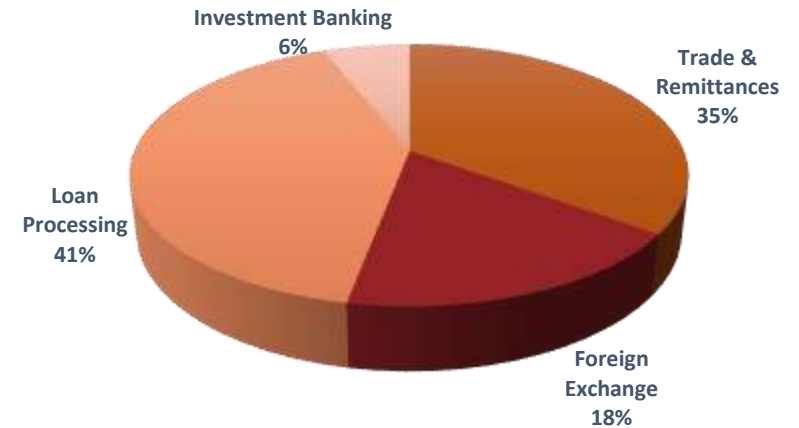
Sector-wise Loan Mix (% of Total Loans)

| Sector                                 | Q1 FY23        |
|--|----------------|
| NBFCs (other than HFCs )               | 4.55%          |
| Gems and Jewellery                     | 4.16%          |
| Real Estate – Commercial & Residential | 4.05%          |
| Steel                                  | 2.27%          |
| Lease Rental                           | 2.22%          |
| Power Generation – Non Renewable       | 1.61%          |
| Food Beverages and Food processing     | 1.53%          |
| Road Projects (Operational)            | 1.42%          |
| Power Generation – Renewable           | 1.14%          |
| Housing Finance Companies              | 1.09%          |
| Educational Institution                | 1.05%          |
| Services                               | 1.04%          |
| Others NBFCs (other than HFCs )        | 20.02%         |
| <b>Corporate Banking</b>               | <b>46.15%</b>  |
| <b>Consumer Banking</b>                | <b>53.85%</b>  |
| <b>Total</b>                           | <b>100.00%</b> |

Improving Risk Profile \*



Diversified Fee Mix Q1FY23

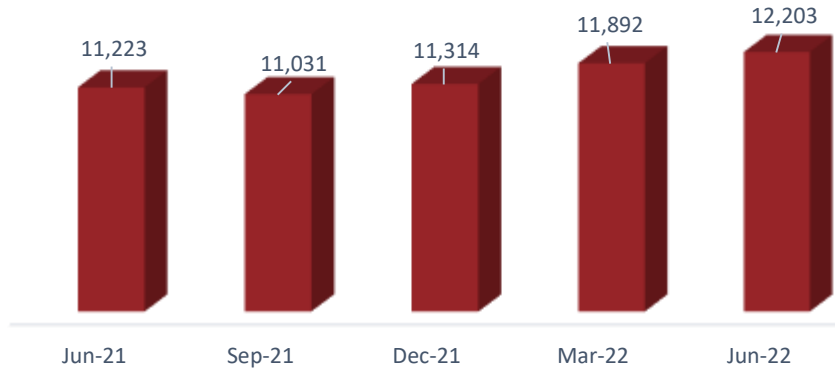


\* Includes fund and non-fund based exposure to corporate clients

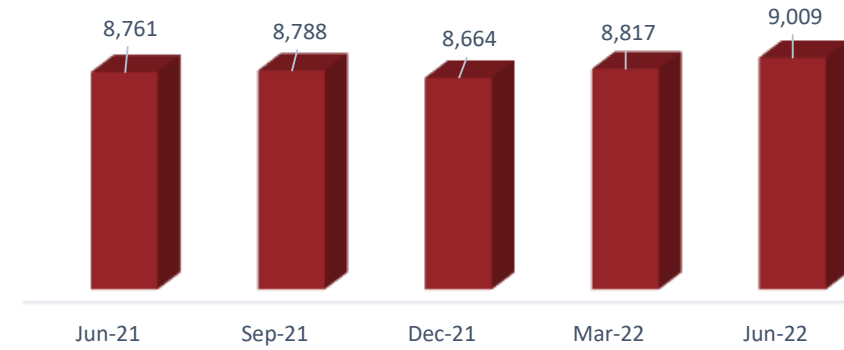


# Non-Vehicle Retail Loans – Risk Calibrated Growth Strategy

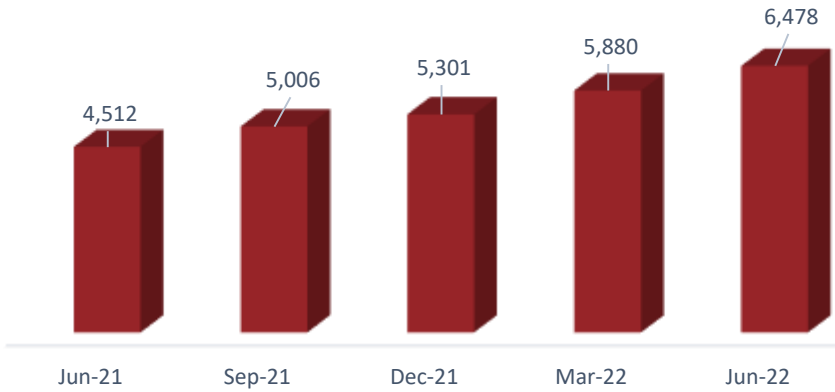
Business Banking (₹crs)



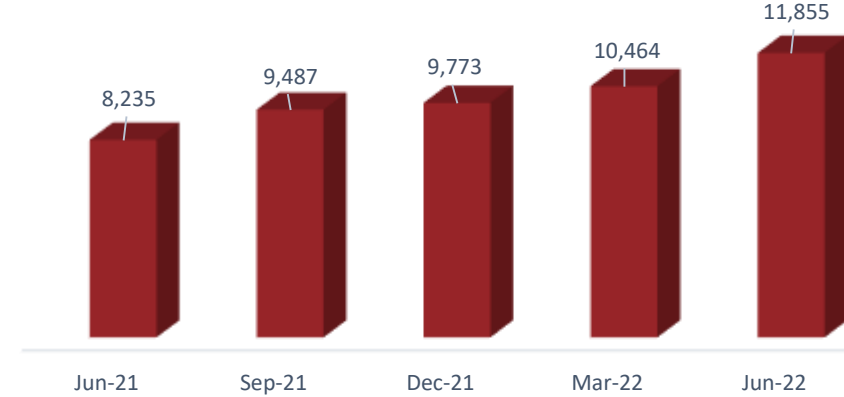
Loan Against Property (₹crs)



Credit Cards (₹crs)



Business Loan, Personal Loan, Affordable Housing, Others (₹ crs)



# Key Strengths of the Bank



**Diversified**  
Loan Book with Domain  
Expertise in Livelihood  
Loans



**Robust**  
Liability Franchise



**Strong**  
Product Groups



**Profitability**  
amongst the Highest  
in Industry



**Stable**  
Asset Quality  
with Conservative  
Provisioning



**Healthy**  
Capital Adequacy



**Disproportionately**  
Large Distribution  
Network



**Executing Digital**  
2.0 Strategy



**ESG**  
– Core to the Business  
Philosophy

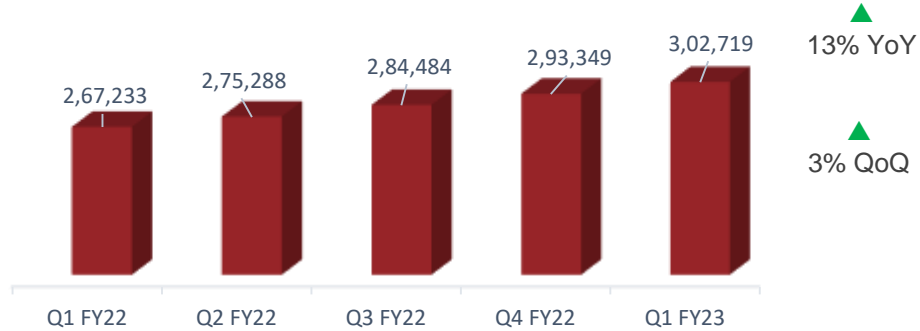


**Experienced**  
Board and  
Management Team

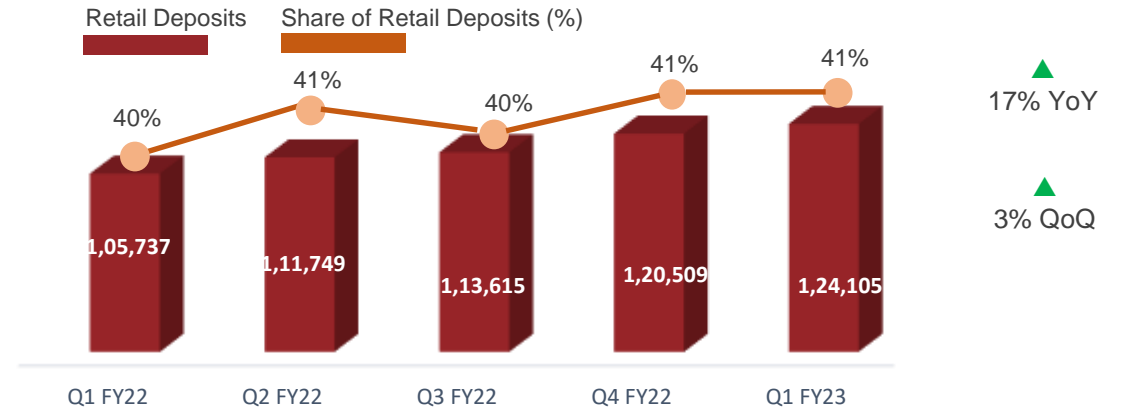


# Deposit Growth Driven by Granular Retail Deposits; Building Stable Low-Cost Deposit Book

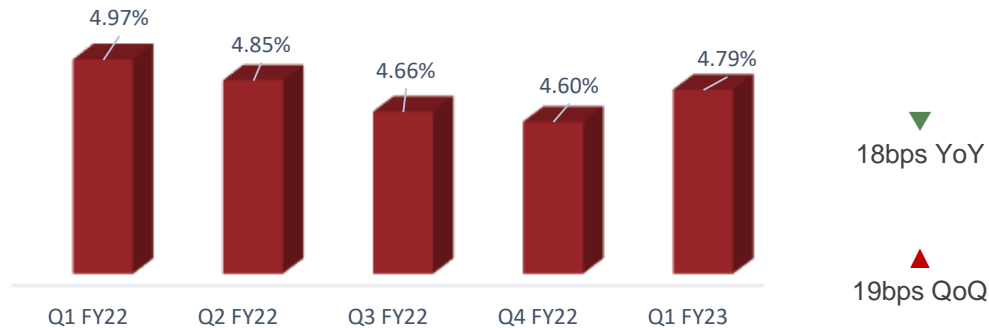
Deposits (₹crs)



Retail Deposits as per LCR (₹crs)\*



Cost of Deposits (%)

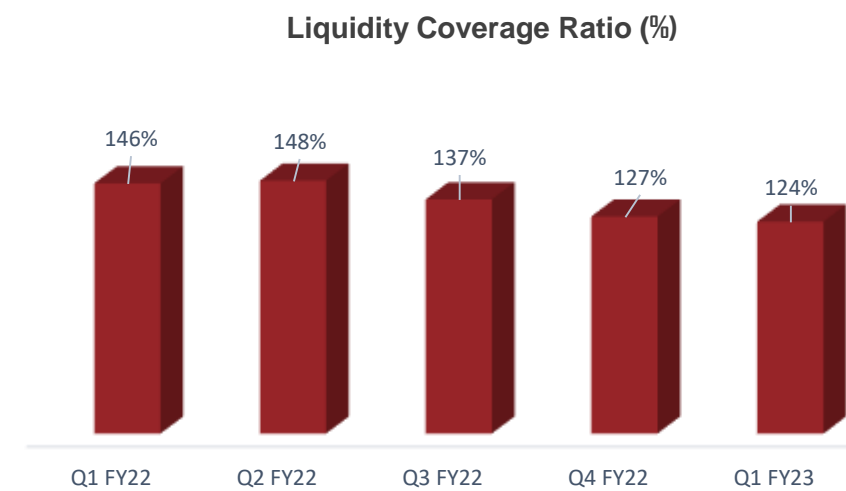
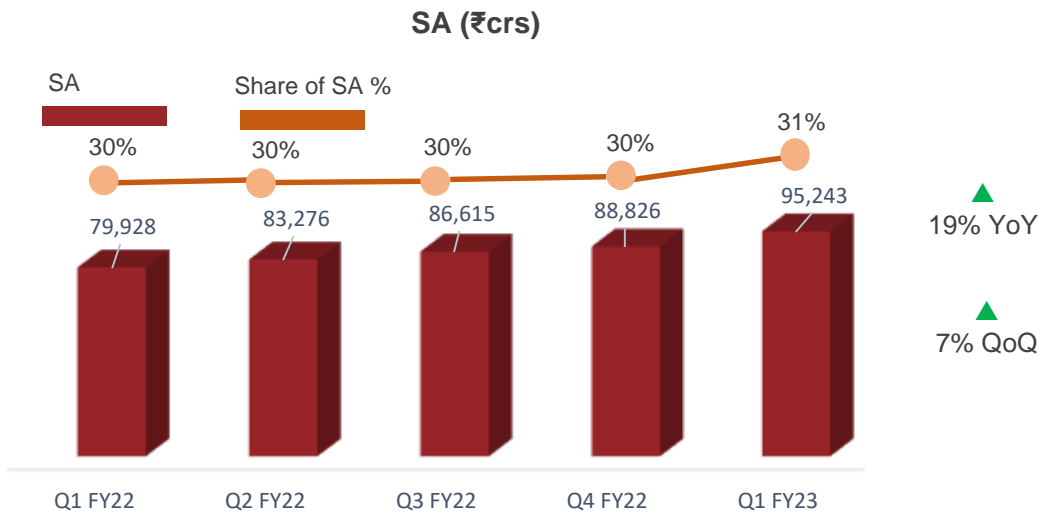
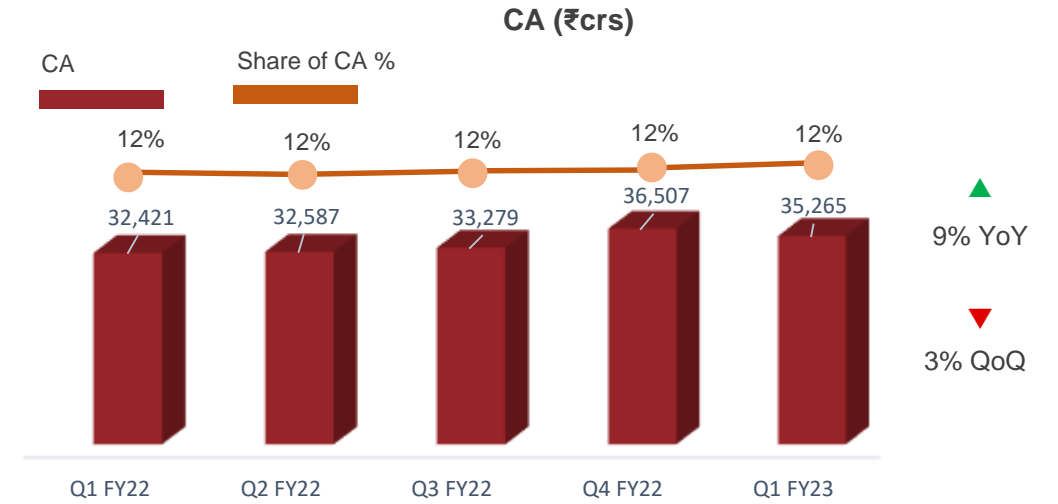
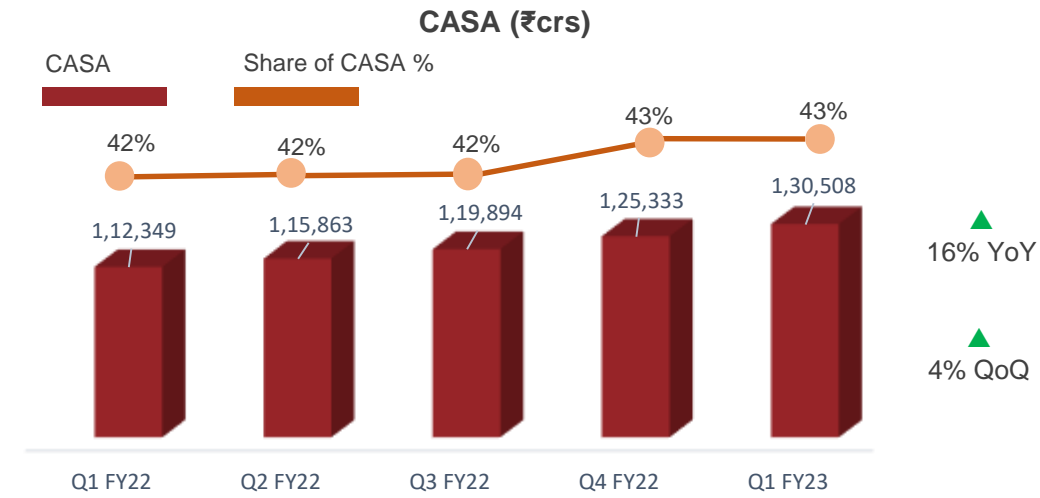


## Key Focus Areas

- 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
- Executing Digital 2.0 with planned Individual and SME launches

\*As at period end.

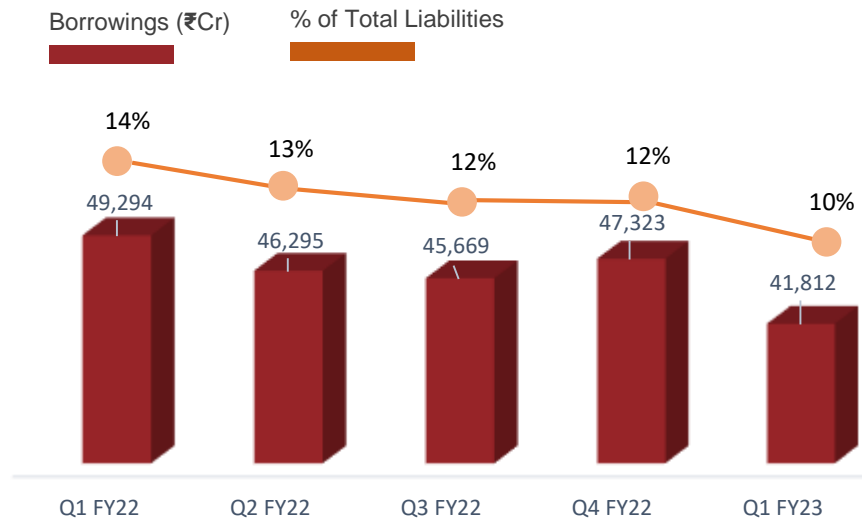
# Healthy Share of CASA; Strong Liquidity Profile



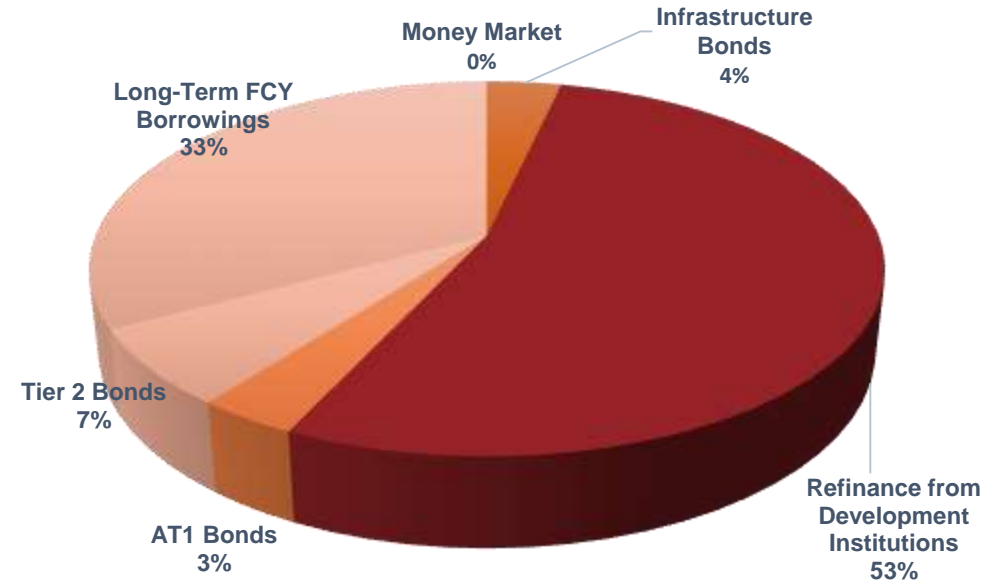


# Borrowings Constituted by Long Term Sources

Borrowings (₹crs)



Borrowings Mix (%)



# Key Strengths of the Bank



**Diversified**  
Loan Book with Domain  
Expertise in Livelihood  
Loans



**Robust**  
Liability Franchise



**Strong**  
Product Groups



**Profitability**  
amongst the Highest  
in Industry



**Stable**  
Asset Quality  
with Conservative  
Provisioning



**Healthy**  
Capital Adequacy



**Disproportionately**  
Large Distribution  
Network



**Executing Digital**  
2.0 Strategy



**ESG**  
– Core to the Business  
Philosophy

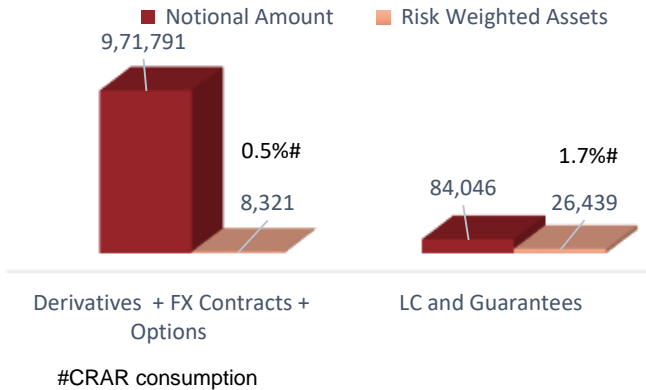


**Experienced**  
Board and  
Management Team

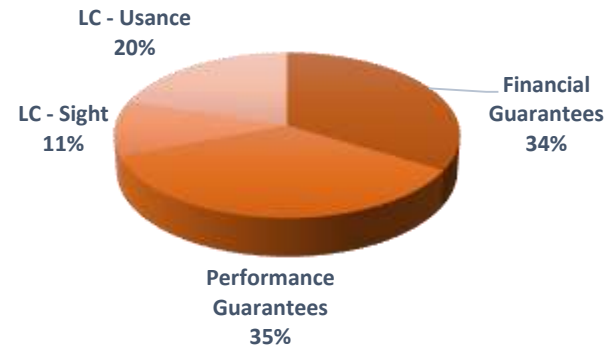


# Strong Product Groups with Efficient Capital Deployment

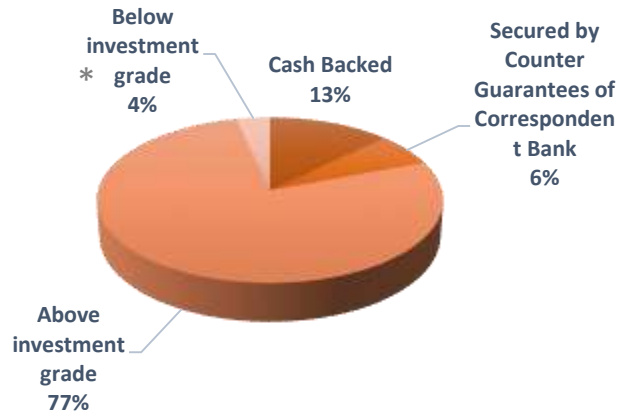
Low RWA Consumption (₹crs)



LC-BG Mix

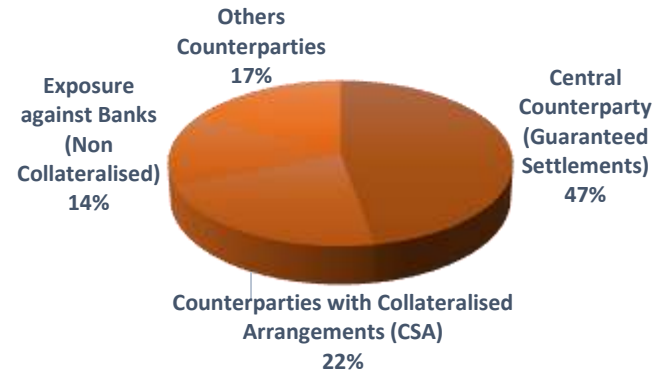


LC-BG Rating Profile



\*Stressed telecom contributes 1%

FX-Derivatives Exposure Type



- One of the largest treasuries in Indian banks with best-in-class risk management systems
- Robust framework for measurement of risks through Client Suitability Tests, VaR, PV01, Stop-loss limits, MTM of marketable portfolios, Exposure limits, etc.
- Exposures predominantly to public sector, cash backed transactions and strong sponsors

# Key Strengths of the Bank



**Diversified**  
Loan Book with Domain  
Expertise in Livelihood  
Loans



**Robust**  
Liability Franchise



**Strong**  
Product Groups



**Profitability**  
amongst the Highest  
in Industry



**Stable**  
Asset Quality  
with Conservative  
Provisioning



**Healthy**  
Capital Adequacy



**Disproportionately**  
Large Distribution  
Network



**Executing Digital**  
2.0 Strategy



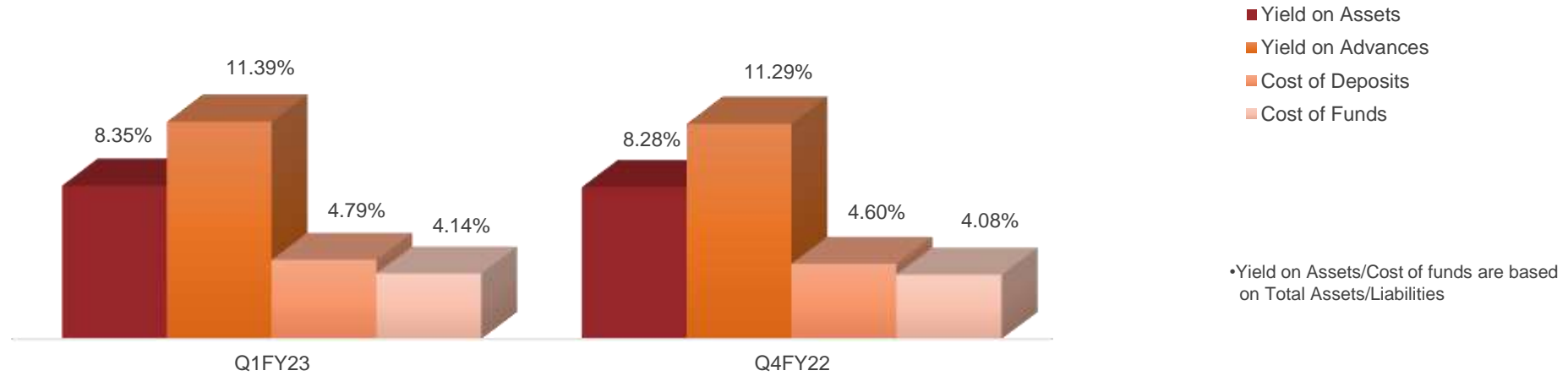
**ESG**  
– Core to the Business  
Philosophy



**Experienced**  
Board and  
Management Team



## Yield / Cost Movement



### Segment-wise Yield:

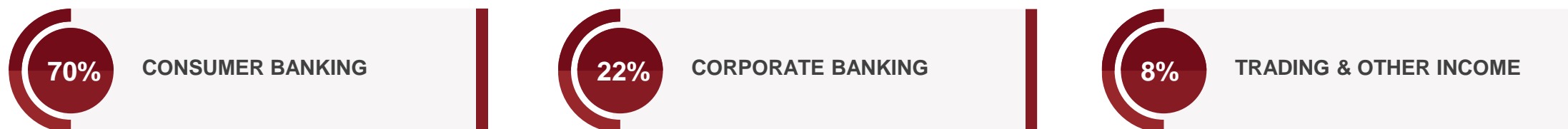
|                   | Q1FY23             |               | Q4FY22             |               |
|-------------------|--------------------|---------------|--------------------|---------------|
|                   | Outstanding (₹crs) | Yield (%)     | Outstanding (₹crs) | Yield (%)     |
| Corporate Banking | 1,14,429           | 7.80%         | 1,09,463           | 7.73%         |
| Consumer Banking  | 1,33,531           | 14.33%        | 1,29,589           | 14.18%        |
| <b>Total</b>      | <b>2,47,960</b>    | <b>11.39%</b> | <b>2,39,052</b>    | <b>11.29%</b> |



## Diversified and Granular Fee and Other Income Streams

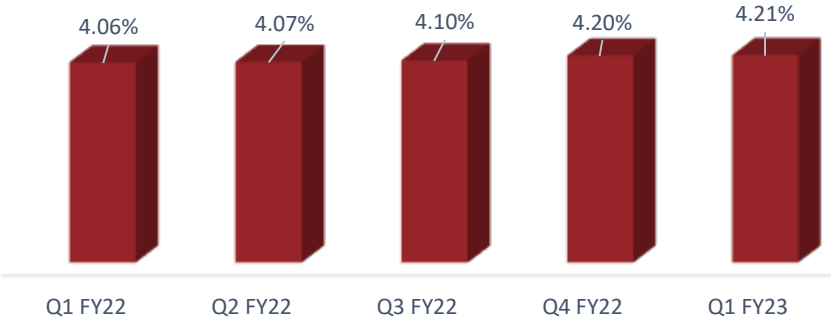
| ₹In crs                                  | Q1FY23       | Q1FY22       | Y-o-Y(%)   |   | Q4FY22       | Q-o-Q(%)  |   |
|--|--------------|--------------|------------|---|--------------|-----------|---|
| Trade and Remittances                    | 189          | 170          | 11%        | ▲ | 199          | (5%)      | ▼ |
| Foreign Exchange Income                  | 220          | 192          | 15%        | ▲ | 234          | (6%)      | ▼ |
| Distribution Fees (Third Party Products) | 507          | 311          | 63%        | ▲ | 470          | 8%        | ▲ |
| General Banking Fees                     | 334          | 188          | 78%        | ▲ | 209          | 60%       | ▲ |
| Loan Processing Fees                     | 511          | 339          | 51%        | ▲ | 504          | 1%        | ▲ |
| Investment Banking                       | 25           | 14           | 79%        | ▲ | 28           | (9%)      | ▼ |
| <b>Total Core Fee Income</b>             | <b>1,786</b> | <b>1,214</b> | <b>47%</b> | ▲ | <b>1,644</b> | <b>9%</b> | ▲ |
| Securities/MM/FX Trading/Others          | 146          | 509          | (71%)      | ▼ | 259          | (44%)     | ▼ |
| <b>Total Fee Income</b>                  | <b>1,932</b> | <b>1,723</b> | <b>12%</b> | ▲ | <b>1,903</b> | <b>1%</b> | ▲ |

### Fee Income Mix

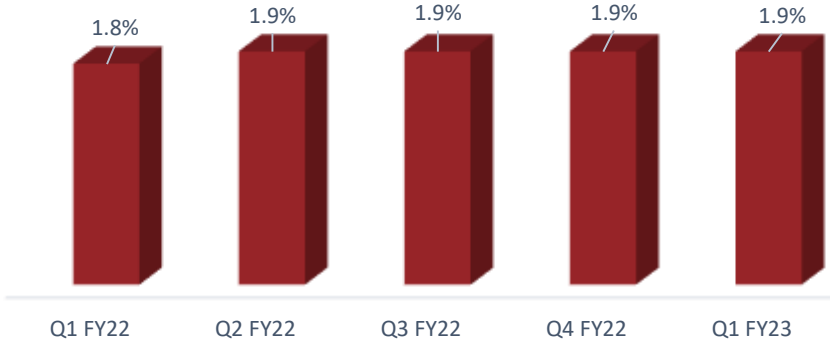


# Operating Profit Margins Amongst the Highest in Industry

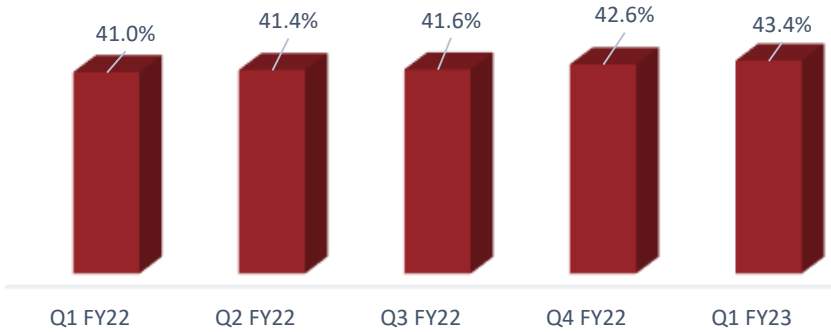
**Net Interest Margin (%)**



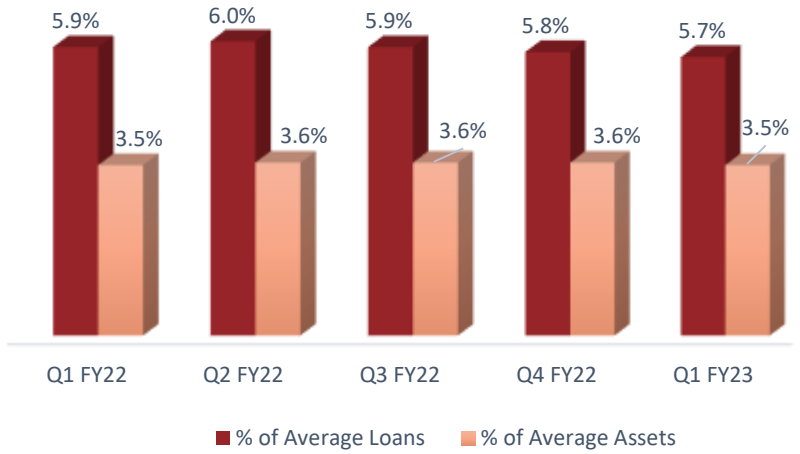
**Total Fee to Asset Ratio (%)**



**Cost to Income Ratio (%)**

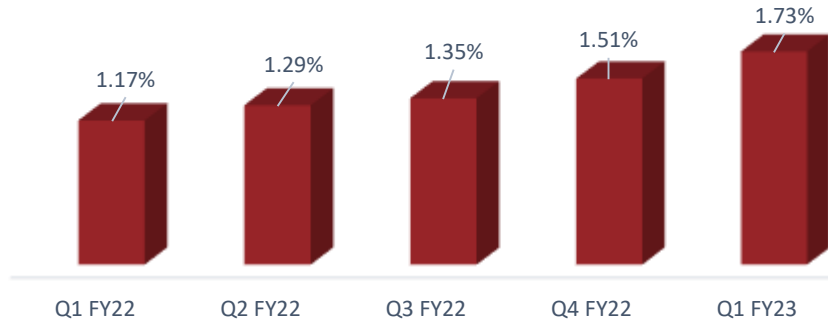


**Operating Profit Margin (%)**

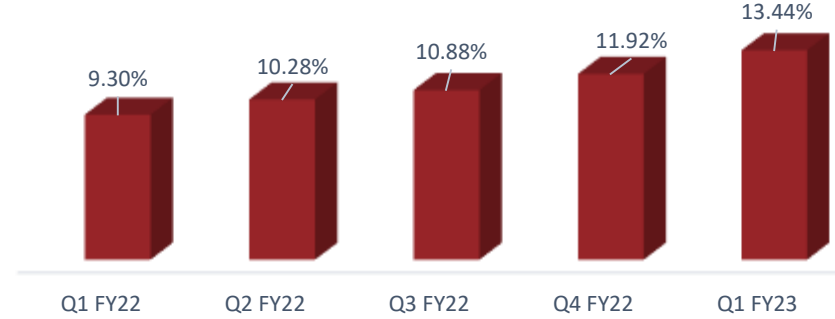


# Key Financial Indicators

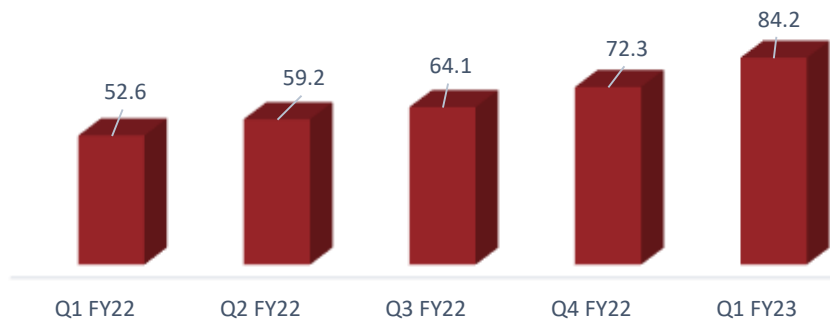
### Return on Assets (%)



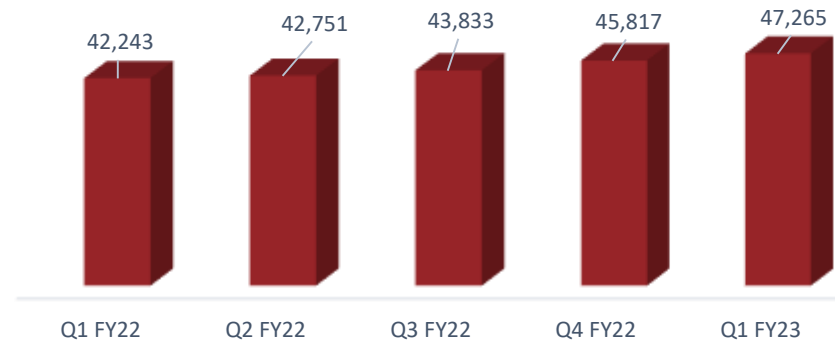
### Return on Equity (%)



### Earning Per Share – Annualized (₹)



### Net Worth (₹ crs)





## Key Strengths of the Bank



**Diversified**  
Loan Book with Domain  
Expertise in Livelihood  
Loans



**Robust**  
Liability Franchise



**Strong**  
Product Groups



**Profitability**  
amongst the Highest  
in Industry



**Stable**  
Asset Quality  
with Conservative  
Provisioning



**Healthy**  
Capital Adequacy



**Disproportionately**  
Large Distribution  
Network



**Executing Digital**  
2.0 Strategy



**ESG**  
– Core to the Business  
Philosophy



**Experienced**  
Board and  
Management Team



## Movement in Non-Performing Assets

| ₹In crs                        | Q1FY23       |              |              | Q4FY22       |              |              |
|--------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                                | Corporate    | Consumer     | Total        | Corporate    | Consumer     | Total        |
| <b>Opening Balance</b>         | <b>2,530</b> | <b>2,987</b> | <b>5,517</b> | <b>2264</b>  | <b>3,515</b> | <b>5,779</b> |
| <b>Fresh Additions</b>         | <b>603</b>   | <b>1,647</b> | <b>2,250</b> | <b>346</b>   | <b>1,742</b> | <b>2,088</b> |
| -from Standard                 | 272          | 1,058        | <b>1,330</b> | 187          | 1,511        | <b>1,698</b> |
| -from Restructured             | 331          | 590          | <b>921</b>   | 159          | 231          | <b>390</b>   |
| <b>Deductions</b>              | <b>638</b>   | <b>1196</b>  | <b>1834</b>  | <b>80</b>    | <b>2,270</b> | <b>2,350</b> |
| -Write-offs                    | 449          | 781          | <b>1,230</b> | 1            | 1,352        | <b>1,353</b> |
| -Upgrades                      | 169          | 193          | <b>363</b>   | 41           | 240          | <b>281</b>   |
| -Recoveries *                  | 20           | 222          | <b>241</b>   | 38           | 678          | <b>716</b>   |
| <b>Gross NPA</b>               | <b>2,494</b> | <b>3,439</b> | <b>5,933</b> | <b>2,530</b> | <b>2,987</b> | <b>5,517</b> |
| Net NPA                        |              |              | <b>1,661</b> |              |              | <b>1,530</b> |
| % of Gross NPA                 |              |              | <b>2.35%</b> |              |              | <b>2.27%</b> |
| % of Net NPA                   |              |              | <b>0.67%</b> |              |              | <b>0.64%</b> |
| Provision Coverage Ratio (PCR) |              |              | <b>72%</b>   |              |              | <b>72%</b>   |
| Restructured Advances          |              |              | <b>2.1%</b>  |              |              | <b>2.6%</b>  |

\*Sale to ARC is NIL (Q4 FY22 Rs.375 crs)



## NPA Composition – Consumer Banking

(₹crs)

| Q1 FY23     | CV    | Utility | CE    | Small CV | TW    | Cars  | Tractor | BBG/LAP | HL/PL/Others | Cards | MFI   | Total        |
|-------------|-------|---------|-------|----------|-------|-------|---------|---------|--------------|-------|-------|--------------|
| Gross NPA   | 486   | 39      | 145   | 69       | 353   | 68    | 146     | 752     | 208          | 149   | 1,024 | <b>3,439</b> |
| Gross NPA % | 1.98% | 0.58%   | 1.64% | 2.14%    | 7.89% | 0.77% | 1.76%   | 3.48%   | 1.73%        | 2.25% | 3.38% | <b>2.54%</b> |

| Q4 FY22     | CV    | Utility | CE    | Small CV | TW    | Cars  | Tractor | BBG/LAP | HL/PL/Others | Cards | MFI   | Total        |
|-------------|-------|---------|-------|----------|-------|-------|---------|---------|--------------|-------|-------|--------------|
| Gross NPA   | 401   | 26      | 97    | 65       | 421   | 55    | 119     | 647     | 199          | 188   | 769   | <b>2,987</b> |
| Gross NPA % | 1.72% | 0.42%   | 1.10% | 2.11%    | 9.15% | 0.65% | 1.50%   | 3.07%   | 1.82%        | 3.31% | 2.45% | <b>2.27%</b> |



## Loan Related Provisions held as on June 30, 2022

- Specific provision of ₹ 4,202 crs (towards PCR)
- Floating provisions of ₹ 70 crs other than related to COVID-19 (towards PCR)
- Standard contingent provisions of ₹ 3,003 crs surplus outside PCR
- Standard asset provision of ₹ 1,095 crs other than related to COVID-19
- Provision Coverage Ratio at 72% and total loan related provisions at 141% of GNPA
- Loan related provisions of ₹ 8,370 crs are 3.38 % of the loans



# Key Strengths of the Bank



**Diversified**  
Loan Book with Domain  
Expertise in Livelihood  
Loans



**Robust**  
Liability Franchise



**Strong**  
Product Groups



**Profitability**  
amongst the Highest  
in Industry



**Stable**  
Asset Quality  
with Conservative  
Provisioning



**Healthy**  
Capital Adequacy



**Disproportionately**  
Large Distribution  
Network



**Executing Digital**  
2.0 Strategy



**ESG**  
– Core to the Business  
Philosophy



**Experienced**  
Board and  
Management Team

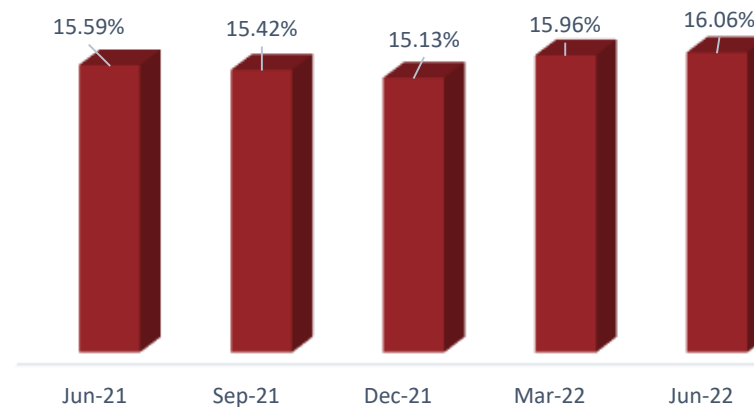


## Healthy Capital Adequacy

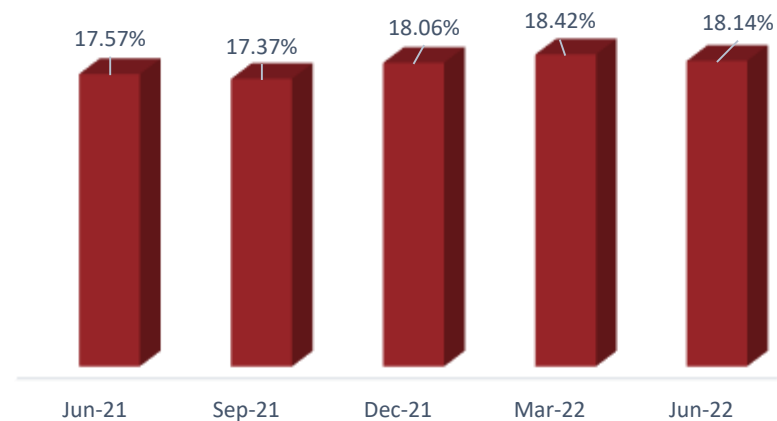
### Capital Adequacy

| ₹In crs                           | 30 Jun 22       | 31 Mar 22       |
|-----------------------------------|-----------------|-----------------|
| Credit Risk, CVA and UFCE         | 2,56,767        | 2,47,567        |
| Market Risk                       | 8,325           | 9,538           |
| Operational Risk                  | 38,026          | 38,026          |
| <b>Total Risk Weighted Assets</b> | <b>3,03,118</b> | <b>2,95,131</b> |
| Core Equity Tier 1 Capital Funds  | <b>48,666</b>   | <b>47,103</b>   |
| Additional Tier 1 Capital Funds   | <b>1,490</b>    | <b>2,490</b>    |
| Tier 2 Capital Funds              | <b>4,826</b>    | <b>4,778</b>    |
| <b>Total Capital Funds</b>        | <b>54,982</b>   | <b>54,371</b>   |
| <b>CRAR</b>                       | <b>18.14%</b>   | <b>18.42%</b>   |
| CET1                              | 16.06%          | 15.96%          |
| Tier 1                            | 16.55%          | 16.80%          |
| Tier 2                            | 1.59%           | 1.62%           |

### CET1 Ratio (%)

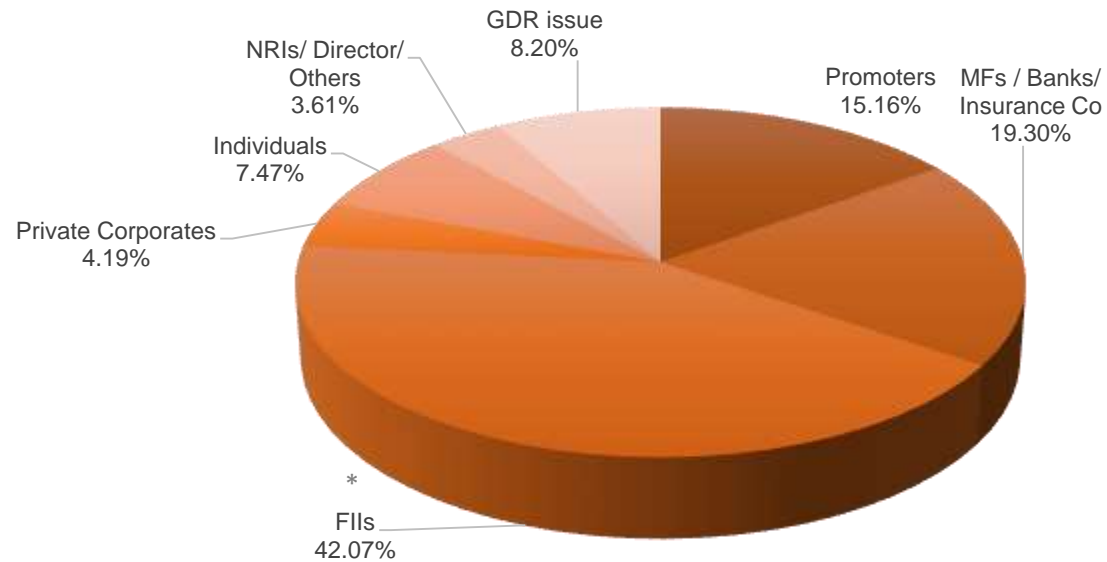


### CRAR (%)



# Shareholding Pattern and Credit Ratings

## Diversified Shareholding



\* Includes FPIs

## Credit Ratings

### Domestic Rating:

- **CRISIL AA +** for Infrastructure Bonds program/Tier 2 Bonds
- **CRISIL AA** for Additional Tier 1 Bonds program
- **CRISIL A1+** for certificate of deposit program / short term FD programme
- **IND AA+** for Senior bonds program/Tier 2 Bonds by India Ratings and Research
- **IND AA** for Additional Tier 1 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



## Key Strengths of the Bank



**Diversified**  
Loan Book with Domain  
Expertise in Livelihood  
Loans



**Robust**  
Liability Franchise



**Strong**  
Product Groups



**Profitability**  
amongst the Highest  
in Industry



**Stable**  
Asset Quality  
with Conservative  
Provisioning



**Healthy**  
Capital Adequacy



**Disproportionately**  
Large Distribution  
Network



**Executing Digital**  
2.0 Strategy



**ESG**  
– Core to the Business  
Philosophy



**Experienced**  
Board and  
Management Team





# Disproportionately Large Distribution Network with Unparalleled Rural Presence

## Distribution Network with Deep Rural Presence



**~32 mn**  
Customer Base



**~1,33,000**  
Villages Covered



**5,939**  
Branches/Outlets

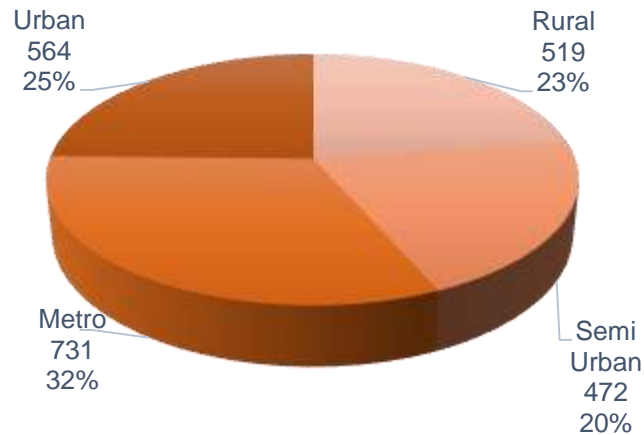


**2,783**  
ATMs

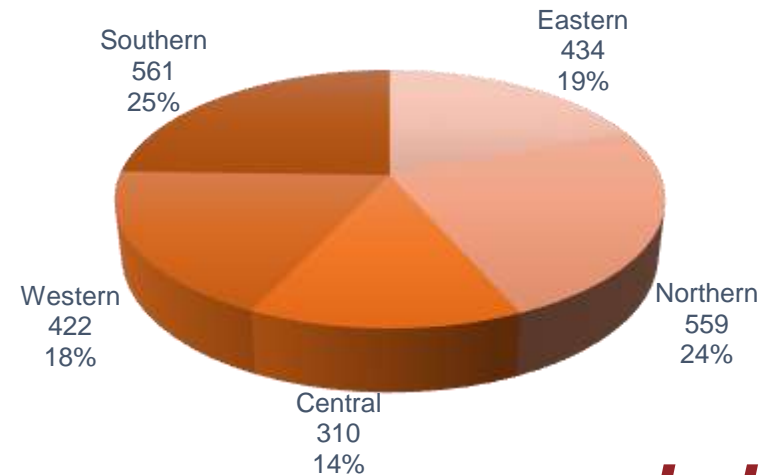
## Strengthening Distribution Infrastructure

| Particulars                       | Jun 30, 2021 | Sep 30, 2021 | Dec 31, 2021 | Mar 31, 2022 | Jun 30, 2022 |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| Branches/Banking Outlets          | 2,015        | 2,015        | 2,103        | 2,265        | 2,286        |
| BFIL Branches                     | 2,385        | 2,665        | 2,778        | 2,795        | 2,836        |
| Vehicle Finance Marketing Outlets | 821          | 827          | 825          | 816          | 817          |
| <b>Total</b>                      | <b>5,221</b> | <b>5,507</b> | <b>5,706</b> | <b>5,876</b> | <b>5,939</b> |
| ATMs                              | 2,870        | 2,886        | 2,861        | 2,767        | 2,783        |

## Geographical Breakdown of Branches



## Regional Breakdown of Branches



## Key Strengths of the Bank



**Diversified**  
Loan Book with Domain  
Expertise in Livelihood  
Loans



**Robust**  
Liability Franchise



**Strong**  
Product Groups



**Profitability**  
amongst the Highest  
in Industry



**Stable**  
Asset Quality  
with Conservative  
Provisioning



**Healthy**  
Capital Adequacy



**Disproportionately**  
Large Distribution  
Network



**Executing Digital**  
2.0 Strategy



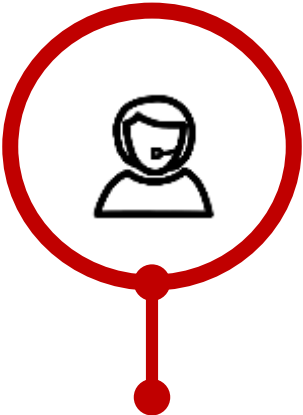
**ESG**  
– Core to the Business  
Philosophy



**Experienced**  
Board and  
Management Team



# Digital Sourcing % continues to grow and digital unassisted\* business models gaining momentum

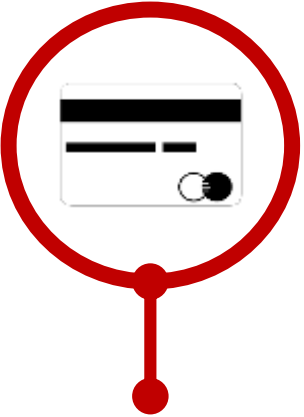


**200,000+ Clients** on-boarded using **VKYC** during the quarter

**96%** of **deposits** (savings and fixed deposit) opened digitally

**30%** of savings accounts **digitally unassisted\***

**42%** of fixed deposits **digitally unassisted\***



**90%** of **Cards** sourced digitally

Scaling up **digitally unassisted\*** model with easycredit steadily

**54%** of **personal loans** opened digitally

Scaling up **digitally unassisted\*** model with easycredit steadily



**98%** of **mutual funds** sourced digitally

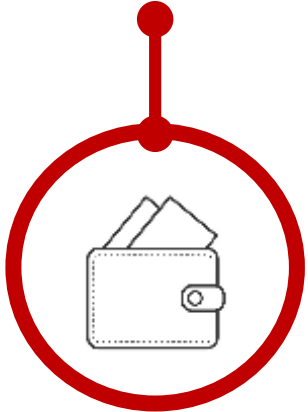
**100%** of **life insurance** sourced digitally

**85%** of **non life insurance** sourced digitally

**70%** of **current accounts** opened digitally



**57%** of **Retail Forex** digital via indusforex

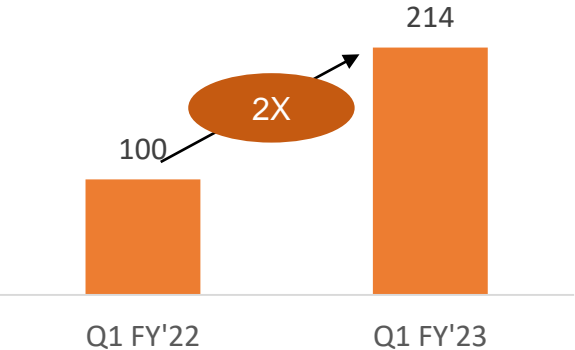


\*Digital Unassisted refers to customer initiated and self service led % from retail customers (excluding clients of Bharat Financial and Vehicle Finance Division)

# Focusing on building sustainable, profitable digital unassisted (Customer Do It Yourself led) business models

## Digitally Acquired Savings Accounts

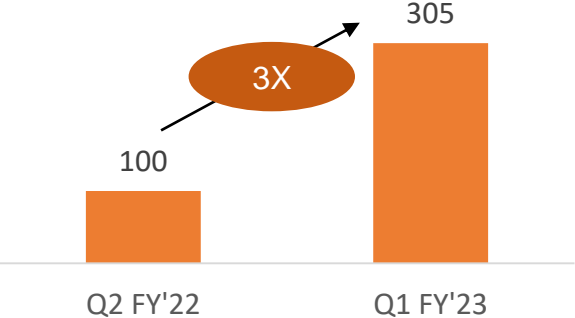
Indexed DIY Volume – Savings Account



## IndusEasycredit – Digitally Acquired Personal Loans



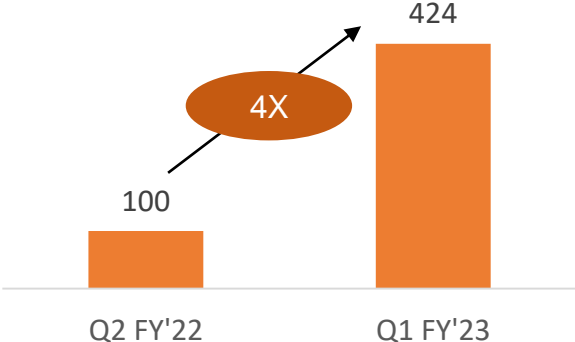
Indexed DIY Volume – Personal Loans



## IndusEasycredit – Digitally Acquired Credit Cards



Indexed DIY Volume – Credit Cards



Includes only direct digital unassisted or customer do it yourself (DIY) journey led business  
\*operating income = yield – cost of funds – cost of acquisition – cost of processing ; \*\* BAU = Business As Usual (offline / channel partner led business)

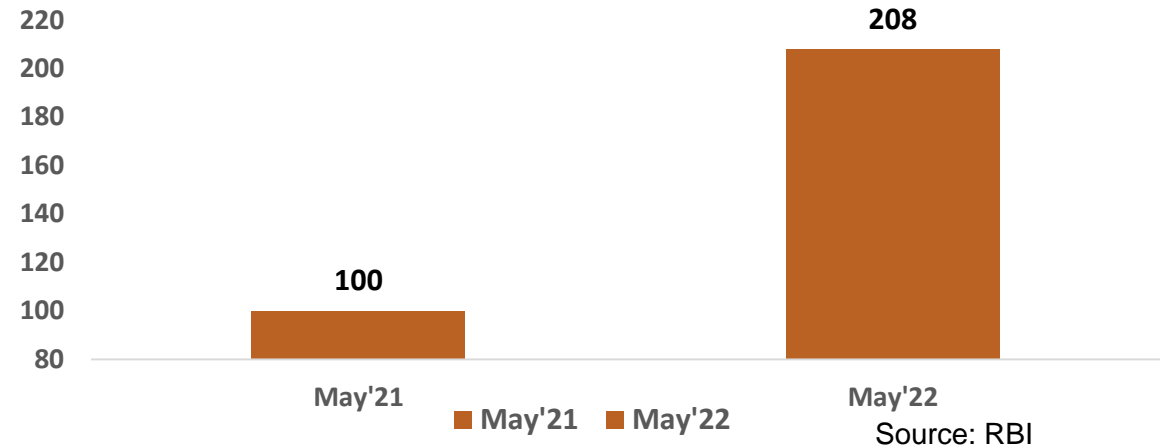
# Driving digital client engagement and digital transaction intensity

**70%**  
of Bank's **service requests\*** processed  
straight through **digitally** via channels as self  
service

**92%**  
of Bank's **transactions** are **digital**

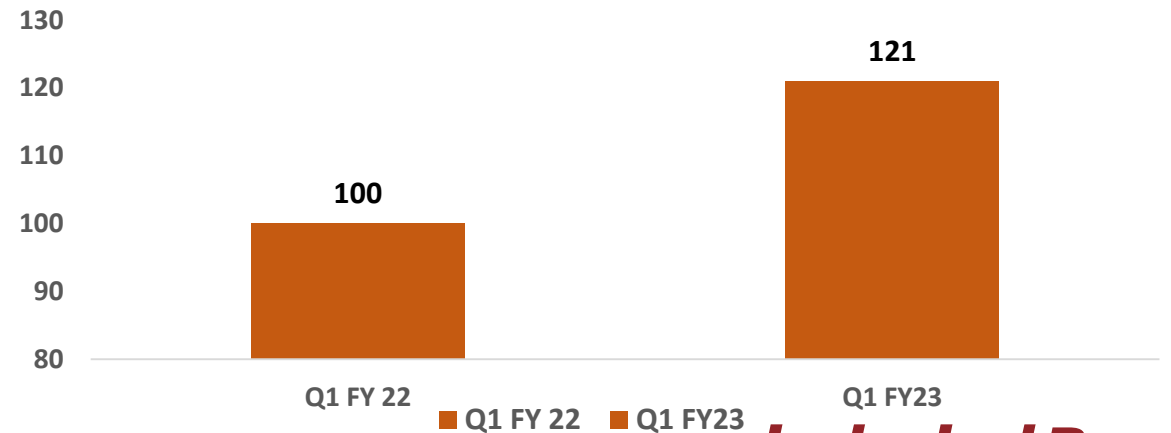
## IBL Mobile+UPI transaction volumes increased ~2X

Indexed mobile transaction volumes



## IBL mobile active client base up 21% YoY

Indexed mobile active client base



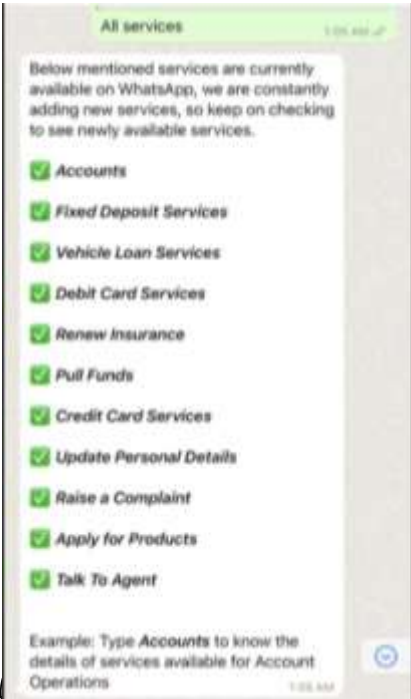
\*Service Requests include account maintenance requests such as adhoc statements, PIN set / reset, card hotlisting, updation of address, email ID, etc. Requests processed digitally via channels excludes requests originated on Branch / ATM / Contact Centre and includes only self service



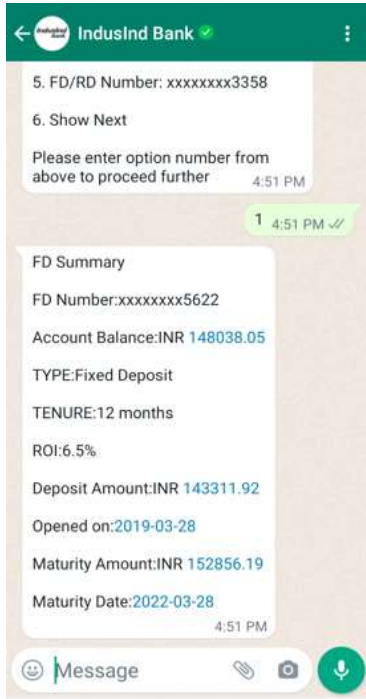
# Whatsapp Banking: ~5.1 mn clients enjoy the list of 50+ services now available on the channel

**WhatsApp Banking: Offer 50+ services for clients across segments**

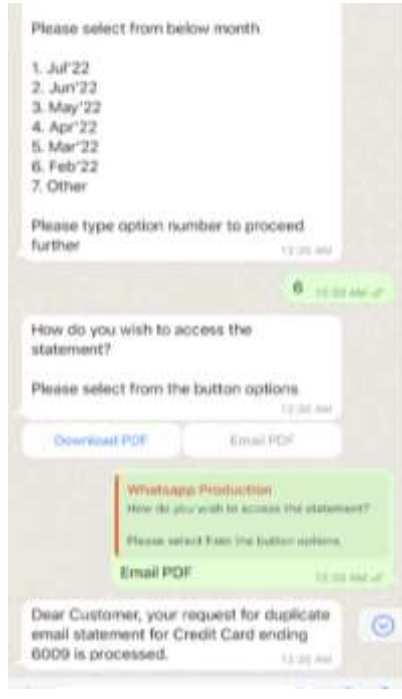
- Talk to Agent
- FD/RD Summary
- Chequebook Request
- CC Statement
- Block/Unblock CC



Multiple new Services added

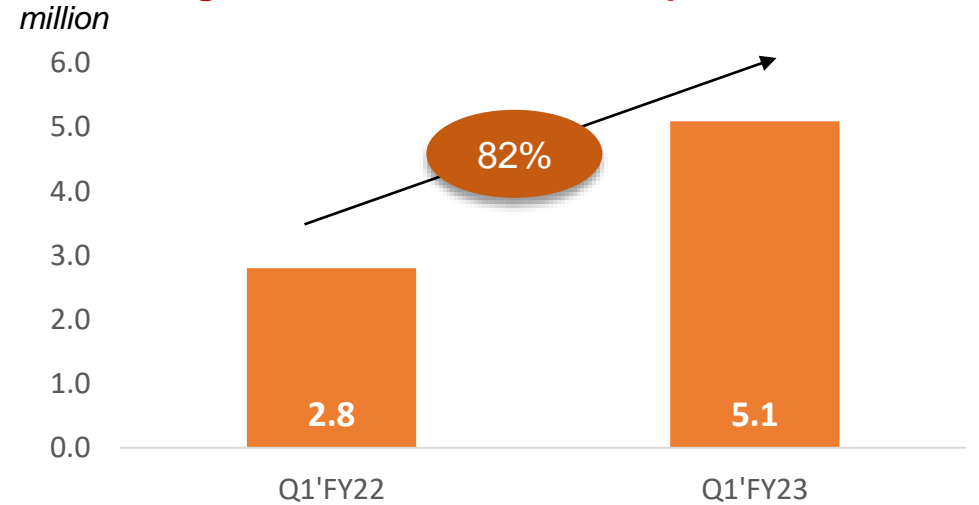


FD/RD Summary

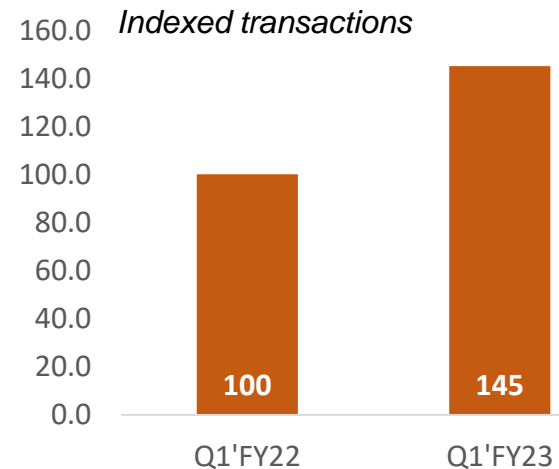


CC Statement Download/Email

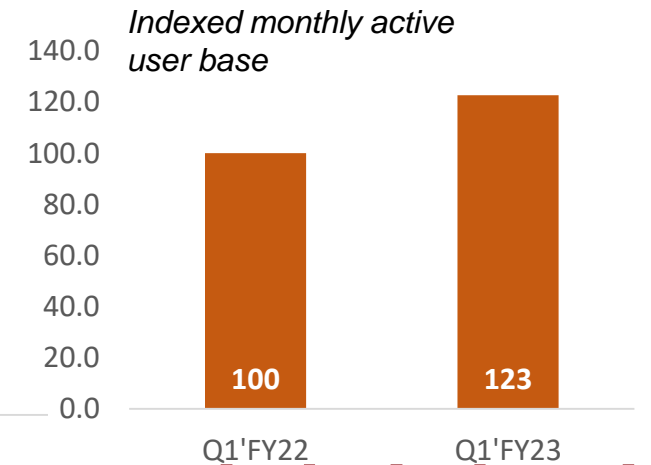
**Registered Base of 5.1 Mn - up 82% YoY**



**Transactions up by 45% YOY**



**Monthly active users up 23% YoY**



# Scaling up Credit Card and Personal Loan sourcing on the back of IndusEasyCredit



- ❑ **Powered by IndiaStack** - Digital Checks for KYC, AML, Employment Verification & Real Time Bank Statement Analysis
- ❑ **E-agreement, E-sign, E-stamping and E-nach setup** for STP real time disbursement in account
- ❑ **V-KYC enabled process**

## Q1 Initiatives:

- ❑ Superior client engagement and real time nudges through **Mo-Engage on DIY\* platform**
- ❑ **Co-browsing assistance** implementation to manage drop offs from DIY\*
- ❑ **Easydiner Cobrand Card** Launched
- ❑ Launch of easycredit on **Personal Loans**

## Easycredit Platform Impact on Credit Card Business

### TAT to Decision

*Instant*

### Saving/Application

*~60-70%  
lower cost*

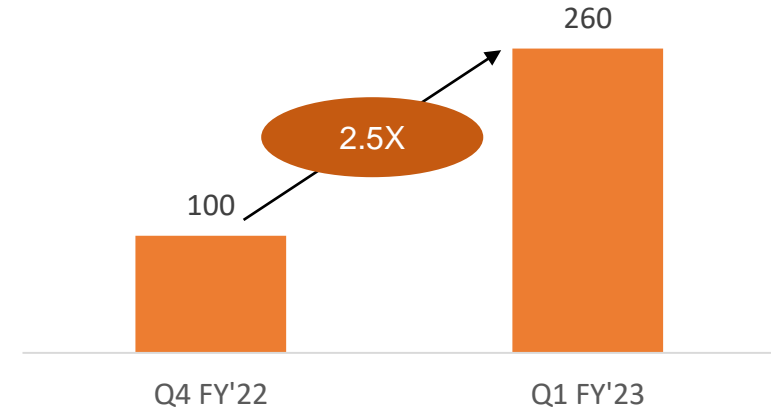
### STP%

*~15-20%*

### Productivity Increase %

*~30-40%*

### Offline Channel Partner - Indexed Volumes Credit Card Volumes growth post platform adoption



- ✓ Easycredit (assisted model led): **100,000+ cards dispatched in last 6 months**
- ✓ 200+ Offline Partners live
- ✓ 1200+ Partner Sales Team
- ✓ 275+ Bank Sales team
- ✓ 50+ Branches and 500+ employees in branches

**IndusInd Bank**

# Indus Merchant Solutions: Garnered substantial interest from new to bank customers; current focus on strengthening the offering and boosting growth

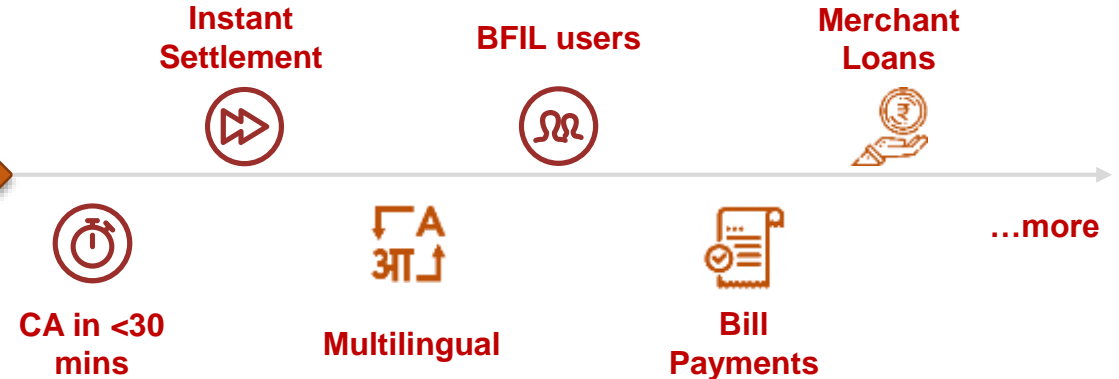


4.4 app rating  
Android

**Holistic Merchant Stack** with 40+ services integrated **DIY CA Opening + Merchant Onboarding**

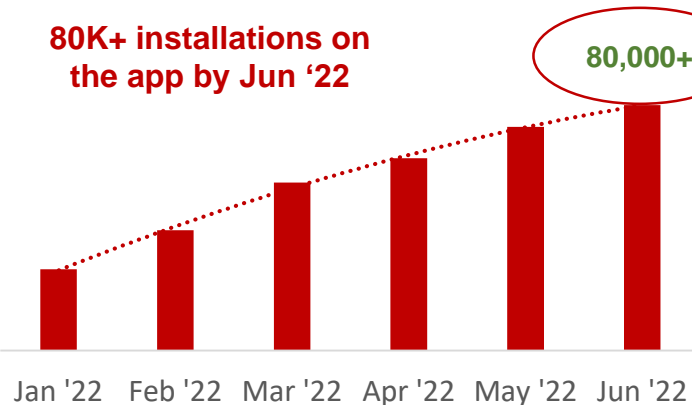
|          |   |
|----------|---|
| Banking  | Sales Dashboard, Transfers, Service Requests, FD / RD, Statements & more... |
| Payments | UPI, Payment Links, Khaata and more...                                      |
| Loans    | STP enabled pre approved collateral free loans                              |

Coming Soon



## Constantly ranked amongst the top merchant apps in the country

80K+ installations on the app by Jun '22



Every 2<sup>nd</sup> user on the app is a potential new customer



Installations

NTB:ETB Split

## Now, scaling up through an effective mix of paid and organic media

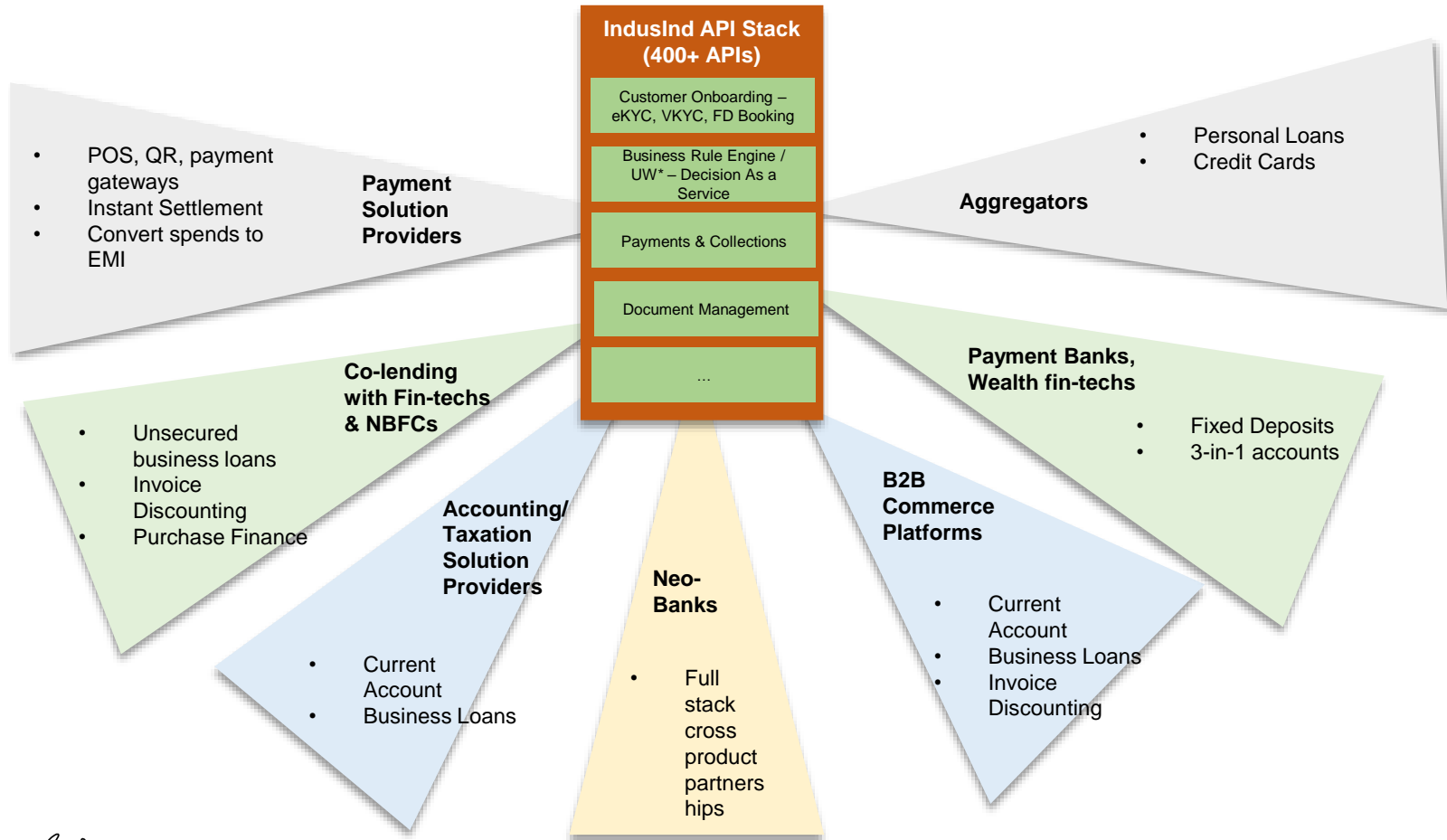
|               |  |
|---------------|--|
| 2:1           | Maintaining a healthy mix of organic to paid media during scale-up                     |
| Martech Stack | Driving analytics, attribution and campaign automation through modern growth tools<br> |
| SEO + Content | Amping-up SEO efforts through focus on content marketing strategy                      |

**IndusInd Bank**

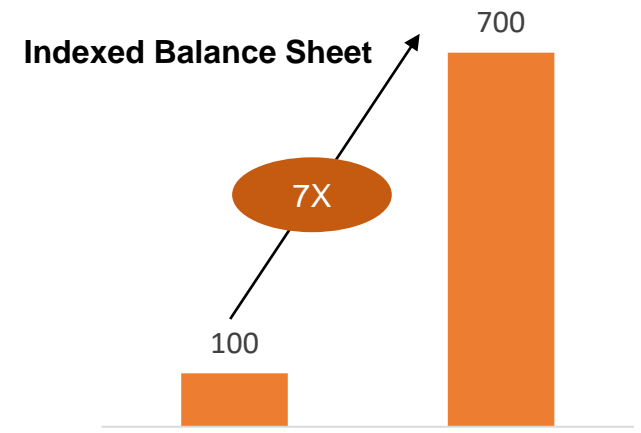
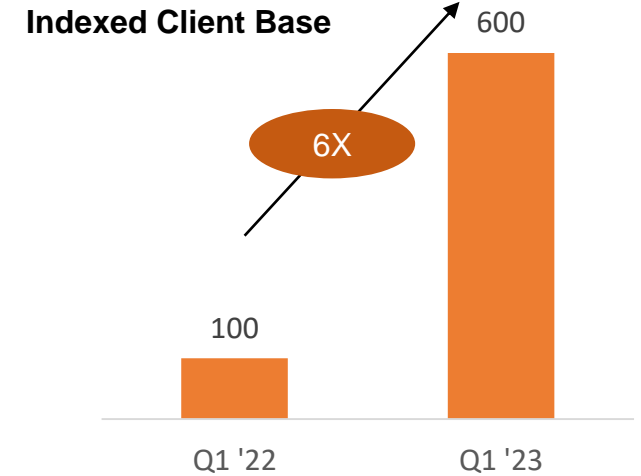


# Collaborating with ecosystem players to generate business digitally (BaaS\* models)

## Steadily Scaling up the Open / API Banking led model with partners



## Retail Client Base and Balance Sheet acquired via partners scaled up steadily scaling Open / API Banking led models



## Extending APIs from across platforms to partners

\*BaaS = Banking as a Service

# Key Strengths of the Bank



**Diversified**  
Loan Book with Domain  
Expertise in Livelihood  
Loans



**Robust**  
Liability Franchise



**Strong**  
Product Groups



**Profitability**  
amongst the Highest  
in Industry



**Stable**  
Asset Quality  
with Conservative  
Provisioning



**Healthy**  
Capital Adequacy



**Disproportionately**  
Large Distribution  
Network



**Executing Digital**  
2.0 Strategy



**ESG**  
– Core to the Business  
Philosophy



**Experienced**  
Board and  
Management Team



# Sustainability: Core to Bank's PC 5 Strategy

Outlined a comprehensive ESG Strategy in 2022 integrating ESG with Business, Operations, Risk & Products



# Awarded Best Bank ESG in India - 2022 by Asia Money

## 2022 Highlights

- Integration of ESG Risk with Credit Risk
- Launch of ESG Theme Products
  - Green Fixed Deposit
  - Risk Sharing with Multilateral Agencies
  - NR Home Coming with Akshay Patra Foundation
- GHG Intensity down from 3.8 to 3.1 MT of CO<sub>2</sub>e / Rs crore revenue in 2 years
- Growth in Climate Finance book from 2.85% to 3.26 % of Bank's book\*
- Only Indian Bank to be included in Dow Jones Sustainability Year Book
- Highest rating amongst Indian Banks in Refinitiv ESG Rankings

## 2023 New Initiatives

- Carbon Neutrality by 2032
- Embed ESG targets in KPIs of Top Management & Business Heads
- Launch ESG Theme Products
  - Women Entrepreneurship - Focus in Retail Banking
  - Finance for Water Sector - SME & Corporate Bank
  - EV Car Finance – Vehicle finance
- Diversity & Inclusion

\*Assurance Certification Underway

## We are winning at What Really Matters

IndusInd Bank is proud to be the 'Best Bank for ESG - India' at Asia Money Best Bank Awards



# Key Strengths of the Bank



**Diversified**  
Loan Book with Domain  
Expertise in Livelihood  
Loans



**Robust**  
Liability Franchise



**Strong**  
Product Groups



**Profitability**  
amongst the Highest  
in Industry



**Stable**  
Asset Quality  
with Conservative  
Provisioning



**Healthy**  
Capital Adequacy



**Disproportionately**  
Large Distribution  
Network



**Executing Digital**  
2.0 Strategy



**ESG**  
– Core to the Business  
Philosophy



**Experienced**  
Board and  
Management Team



## Board of Directors with Varied Expertise

| Name                    | Nature of Directorship                             | Special Knowledge /Expertise  | Prior Experience   |
|-------------------------|--|---|--|
| Mr. Arun Tiwari         | Non-Executive, Non-Independent, Part-time Chairman | Banking, Finance, Human Resource, Risk Management and Business Management.                  | Previously, CMD of Union Bank of India, Executive Director of Allahabad Bank, Various leadership roles at Bank of Baroda, served on the Boards of various companies and associations   |
| Mr. Shanker Annaswamy   | Non-Executive Independent Director                 | Information Technology, Human Resource, Risk Management and Business Management             | Previously, MD of IBM India Private Limited, President and Chief Executive Officer for GE Medical Systems, South Asia, MD of Wipro-GE Medical Systems, served on the Boards of various councils and associations   |
| Dr T T Ram Mohan        | Non-Executive Independent Director                 | Banking, Finance, Economics and Risk Management.  | Retd. Professor of Finance & Economics at IIM Ahmedabad, Previously, Divisional Manager, Tata Economic Consultancy Services, Head of Strategy, Standard Chartered Bank, India, Vice President Bear Stearns, Hong Kong, and Head of Research, Birla Marlin Securities |
| Mrs. Akila Krishnakumar | Non-Executive Independent Director                 | Information Technology, Payments & Settlement Systems, Human Resource & Business Management | Previously, President – Global Technology at SunGard – a Fortune 500 Company and a global leader in Financial Services Software. One of the Founder- Promoters of Mindtree Ltd. (since divested).  |
| Mr. Rajiv Agarwal       | Non-Executive Independent Director                 | Small Scale Industry  | Promoter in several small-scale ventures, primarily manufacturing concerns with 38 years of experience in ‘Small Scale Industries’ segment,  |
| Mr. Sanjay Asher        | Non-Executive Independent Director                 | Law and Accountancy   | Presently, a Senior Partner with M/s Crawford Bayley & Co., one of India’s oldest Law Firm. Specializes in the fields of M&A, cross-border M&A, joint ventures, private equity and capital markets   |
| Mrs. Bhavna Doshi       | Non-Executive Independent Director                 | Accountancy and Risk Management.  | Previously, Partner at KPMG India, Served on various Committees of Institute of Chartered Accountants of India (ICAI)  |
| Mr. Jayant Deshmukh     | Non-Executive Independent Director                 | Agriculture and Rural Economy and Cooperation.  | Previously, Director of Agriculture, Maharashtra State, Held many important positions in the Department of Agri, Maharashtra   |
| Mr. Pradeep Udhas       | Non-Executive Independent Additional Director      | Finance, Information Technology and Business Management.                                    | Currently senior advisor to KPMG India Chairman and CEO. Previously, Senior Partner at KPMG India, which he co-founded 27 years ago. Held various senior positions including Global roles in KPMG  |
| Mr. Sumant Kathpalia    | Managing Director & CEO                            | Banking and Accountancy, Risk Management and Business Management                            | Career banker with years of rich experience in large multi-national banks such as Citibank, Bank of America and ABN AMRO.  |



## Experienced and Well-knit Management Team

| Name                       | Designation   | Exp (Yrs) | Prior Experience  |
|----------------------------|---|-----------|---|
| Mr. Sumant Kathpalia       | Managing Director & CEO                                     | 30+       | Career banker with years of rich experience in large multi-national banks such as Citibank, Bank of America and ABN AMRO  |
| Mr. Arun Khurana           | Deputy CEO  | 28+       | Regional Head Corporate Solutions Asia-Pacific Markets of RBS Singapore   |
| Mr. S.V. Zaregaonkar       | Chief Operating Officer (COO)                               | 43+       | Joined IndusInd Bank in 1995 as Head – Operations; Chief Manager Dena Bank  |
| Mr. S.V. Parthasarathy     | Mentor - Consumer Finance                                   | 41+       | Executive Director, Ashok Leyland Finance Limited   |
| Mr. Sanjeev Anand          | Head - Corporate, Commercial, Rural & Inclusive Banking     | 29+       | Head – Commercial Banking, ABN AMRO Bank (India)  |
| Mr. Ramesh Ganesan         | Head - Technology and Corporate & Global Market Operation   | 30+       | Executive Director, ABN AMRO Bank (India)   |
| Mr. Zubin Mody             | Chief Human Resources Officer                               | 28+       | Head – HR, ICICI Lombard General Insurance Company Limited  |
| Mr. Ramaswamy Meyyappan    | Chief Risk Officer  | 28+       | Chief Risk Officer at JP Morgan Chase Bank NA, Mumbai   |
| Ms. Roopa Satish           | Head - Portfolio Management & CSR                           | 28+       | Head – Mid Markets (Western Region), ABN AMRO Bank (India)  |
| Mr. Bijayananda Pattanayak | Head - Gems & Jewellery                                     | 35+       | Managing Director and Member, Global Management Team IDGJ of ABN AMRO   |
| Mr. Soumitra Sen           | Head - Consumer Banking & Marketing                         | 30+       | Leadership positions at ABN AMRO Bank NV, RBS, Deutsche Bank AG & Nestle  |
| Mr. Anil M. Rao            | Head - Consumer Operations & Solution Delivery              | 26+       | Various positions at ABN AMRO Bank, RBS and Bank of America   |
| Mr. Anish Behl             | Head – Wealth & Para Banking                                | 25+       | Executive Director, Bancassurance - Asia at ABN AMRO Bank NV  |
| Mr. Samir Dewan            | Head - Affluent Banking & International Business            | 25+       | COO - Private Banking, Asia at RBC, leadership positions with Bank of America, ANZ, and ABN AMRO.   |
| Mr. Rana Vikram Anand      | Head - Pan Bank Liability Group, Customer Service & Synergy | 30+       | CEO at Cointribe (leading fintech), Various leadership positions at ABN AMRO Bank NV, ANZ & RBL   |
| Mrs. Charu Sachdeva Mathur | Head- Digital Banking & Strategy (Existing Business)        | 15+       | Financial services and telecom advisory at Boston Consultancy Group (BCG)   |
| Mr. Siddharth Banerjee     | Head - Global Markets and FIG                               | 25+       | Various position at HSBC, Deutsche Bank, HDFC Bank, ABN AMRO NV, and ANZ Bank   |
| Mr. Gobind Jain            | Chief Financial Officer                                     | 29+       | Joint President Group Account & MIS, Kotak Mahindra Bank; held prior positions at ICICI Bank, Bank of America, Bank Internasional Indonesia and RBI               |
| Mr. A. G. Sriram           | Head – Consumer Finance                                     | 29+       | Multiple roles across Credit, Operations and Sales including leading Construction and Commercial Vehicle Segment.   |
| Mr. Jyoti Prasad Ratho     | Head - Inspection & Audit                                   | 32+       | Was associated with YES Bank as Senior Group President & Country Head – Internal Audit.. Managed multiple roles in area of Audit & Governance, Risk and Controls. |

## Accolades



### DIGITAL CX AWARD

IndusInd Bank was bestowed with highly Acclaimed award for **Outstanding Digital CX – Payments & Collection Services”** at the Digital CX Awards 2022

### ASIAMONEY BEST BANK AWARD 2022



IndusInd Bank was adjudged as the **BEST BANK FOR ESG – INDIA** at the ASIAMONEY BEST BANK AWARD 2022

### CELENT MODEL BANK 2022



IndusInd Bank recognized as ‘Celent Model Bank’ award under the category – **‘Payments System Transformation’** for building a best-in-class Enterprise Payments Hub (EPH)





## 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.*

