

# Performance Review: Q1-2015

July 31, 2014

Certain statements in these slides are forward-looking statements. These statements are based on management's current expectations and are subject to uncertainty and changes in circumstances. Actual results may differ materially from those included in these statements due to a variety of factors. More information about these factors is contained in ICICI Bank's filings with the US Securities and Exchange Commission.

All financial and other information in these slides, other than financial and other information for specific subsidiaries where specifically mentioned, is on an unconsolidated basis for ICICI Bank Limited only unless specifically stated to be on a consolidated basis for ICICI Bank Limited and its subsidiaries. Please also refer to the statement of unconsolidated, consolidated and segmental results required by Indian regulations that has, along with these slides, been filed with the stock exchanges in India where ICICI Bank's equity shares are listed and with the New York Stock Exchange and the US Securities and Exchange Commission, and is available on our website <a href="https://www.icicibank.com">www.icicibank.com</a>



# Q1-2015: Performance highlights

#### **Profitability**

- 16.8% increase in standalone profit after tax from ₹
   22.74 bn in Q1-2014 (April-June 2013) to ₹ 26.55 bn in Q1-2015 (April-June 2014)
  - Net interest income increased by 17.6% year-on-year; net interest margin improved from 3.27% in Q1-2014 to 3.40% in Q1-2015
- Consolidated profit after tax at ₹ 28.32 bn in Q1-2015; consolidated return on average networth (annualised) at 14.6%



## Q1-2015: Performance highlights

#### Balance sheet

- Advances increased by 15.2% year-on-year to ₹
   3,470.67 billion at June 30, 2014
  - Retail advances growth at 26.4% year-on-year at June 30, 2014
  - Domestic corporate loan growth at 7.7%
- Period end CASA ratio at 43.0% at June 30, 2014 compared to 43.2% at June 30, 2013 and 42.9% at March 31, 2014
  - Average CASA ratio at 39.5% for Q1-2015 compared to 39.1% in Q4-2014
- Net NPA ratio at 0.87% at June 30, 2014 (March 31, 2014: 0.82%; June 30, 2013: 0.69%)



#### Standalone results



## **Profit & loss statement**

(₹ billion)

_	Q1-2014	Q4-2014	Q1-2015	Q1-o-Q1 growth	FY2014
NII	38.20	43.57	44.92	17.6%	164.75
Non-interest income	24.84	29.76	28.50	14.7%	104.28
- Fee income	17.93	19.74	19.36	8.0%	77.58
- Other income	2.88	7.57 <sup>1</sup>	<i>5.26</i> <sup>1</sup>	82.0%	<i>16.53</i> <sup>1</sup>
- Treasury income	4.03	2.45	3.88	(3.7)%	10.17
Total income	63.04	73.33	73.42	16.5%	269.03
Operating expenses	24.90	28.79	28.25	13.4%	103.09
Operating profit	38.14	44.54	45.17	18.4%	165.94

 Includes ₹ 2.22 billion and ₹ 1.03 billion of exchange rate gains on repatriation of retained earnings from overseas branches in Q4-2014 and Q1-2015 respectively



### Profit & loss statement

(₹ billion)

				Q1-o-Q1	
	Q1-2014	Q4-2014	Q1-2015	growth	FY2014
Operating profit	38.14	44.54	45.17	18.4%	165.94
Provisions	5.93	7.14	7.26	22.4%	26.26
Profit before tax	32.21	37.40	37.91	17.7%	139.68
Tax	9.47	10.88 <sup>1</sup>	11.36 <sup>1</sup>	20.0%	41.58 <sup>1</sup>
Profit after tax	22.74	26.52	26.55	16.8%	98.10

1. The Reserve Bank of India (RBI), through its circular dated December 20, 2013, had advised banks to create deferred tax liability (DTL) on the amount outstanding in Special Reserve, as a matter of prudence. In accordance with RBI guidelines, during the year ended March 31, 2014 the Bank created DTL of ₹ 14.19 billion on Special Reserve outstanding at March 31, 2013, by reducing the reserves. Further, tax expense for Q4-2014, FY2014 and Q1-2015 includes impact of DTL on Special Reserve, of ₹ 0.89 billion, ₹ 3.04 billion and ₹ 0.95 billion respectively. No provision for DTL on Special Reserve was made in Q1-2014.



# **Key ratios**

(Percent)

Movement in yield, costs & margins	Q1- 2014	Q4- 2014	Q1- 2015	FY 2014
Yield on total interest earning assets <sup>1</sup>	8.92	8.96	8.90	8.92
Cost of funds <sup>1</sup>	6.30	6.20	6.19	6.21
Net interest margin <sup>1</sup>	3.27	3.35	3.40	3.33

	Q1- 2014	Q4- 2014	Q1- 2015	FY 2014
Return on average networth <sup>1</sup>	13.3	14.6	14.3	13.7
Return on average assets <sup>1</sup>	1.75	1.86	1.82	1.76
Weighted avg EPS (₹)¹	79.1	93.1	92.2	85.0
Book value (₹)	607	634	657	634
Fee to income	28.5	27.0	26.4	28.9
Cost to income	39.4	39.2	38.4	38.2
Average CASA ratio	39.0	39.1	39.5	39.4



1. Annualised for all interim periods

## **Balance sheet: Assets**

(₹ billion)

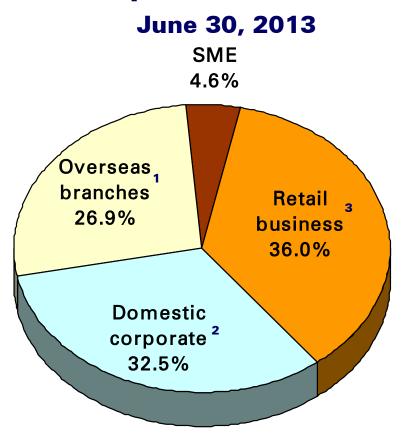
	June 30, 2013	March 31, 2014	June 30, 2014	Y-o-Y growth
Cash & bank balances	326.87	415.30	422.01	29.1%
Investments	1,746.25	1,770.22	1,701.53	(2.6)%
- SLR investments	994.21	951.65	967.40	(2.7)%
- Equity investment in subsidiaries	120.23	120.23	120.23	
- RIDF <sup>1</sup> and related	198.31	248.19	241.20	21.6%
Advances <sup>2</sup>	3,013.70	3,387.03	3,470.67	15.2%
Fixed & other assets	398.77	373.87	289.34	(27.4)%
Total assets <sup>2</sup>	5,485.59	5,946.42	5,883.55	7.3%

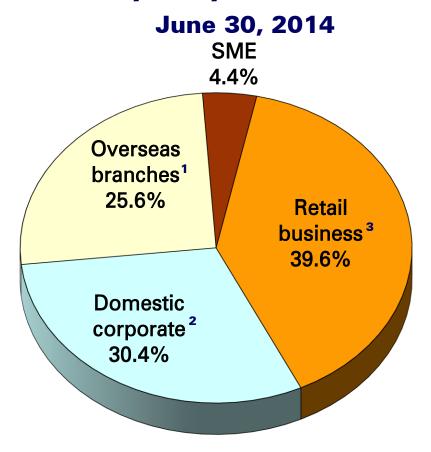
 Net investment in security receipts of asset reconstruction companies was ₹ 9.25 bn at June 30, 2014 (March 31, 2014: ₹ 8.84 bn)

- 1. Rural Infrastructure Development Fund
- 2. Including impact of exchange rate movement



# Composition of loan book (y-o-y)





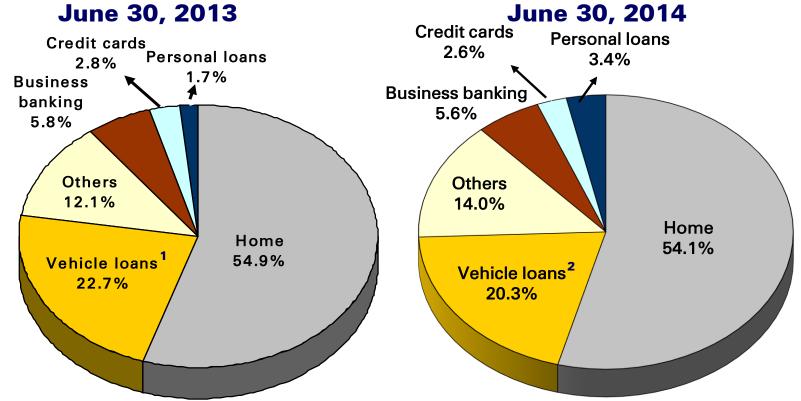
Total loan book: ₹ 3,014 bn

- Including impact of exchange rate movement
- 2. Domestic corporate loans include builder finance
- 3. Including buyouts & inter-bank participation certificates



Total loan book: ₹ 3,471 bn

Composition of retail loan book (y-o-y)

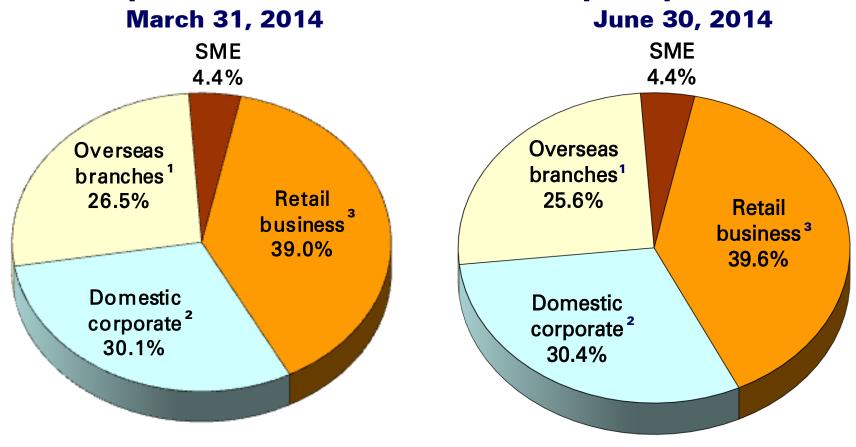


Total retail loan book: ₹ 1,085 bn Total retail loan book: ₹ 1,372 bn

- Total retail advances growth of 26.4%
- 1. June 30, 2013 : Vehicle loans includes auto loans 10.2%, commercial business 12.5%
- 2. June 30, 2014: Vehicle loans includes auto loans 11.8%, commercial business 8.5%



## Composition of loan book (q-o-q)



Total loan book: ₹3,387 bn

- 1. Including impact of exchange rate movement
- 2. Domestic corporate loans include builder finance
- 3. Including buyouts & inter-bank participation certificates

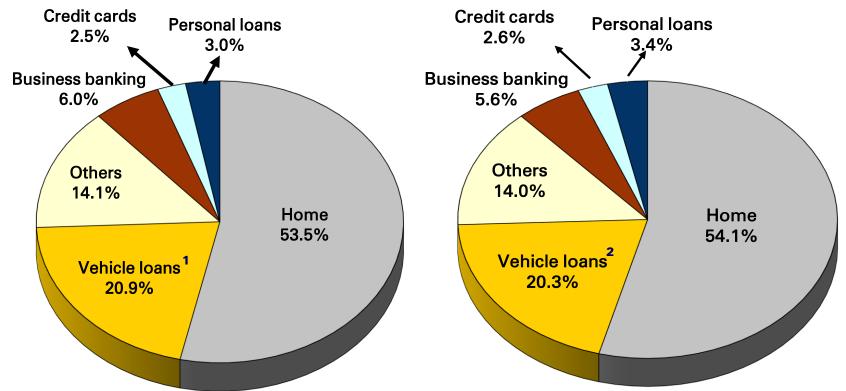


Total loan book: ₹ 3,471 bn

## Composition of retail loan book (q-o-q)



June 30, 2014



Total retail loan book: ₹ 1,320 bn Total retail loan book: ₹ 1,372 bn

- 1. March 31, 2014: Vehicle loans includes auto loans 11.5%, commercial business 9.4%
- 2. June 30, 2014: Vehicle loans includes auto loans 11.8%, commercial business 8.5%



# Equity investment in subsidiaries

	June 30, 2013	March 31, 2014	June 30, 2014
ICICI Prudential Life Insurance	35.93	35.93	35.93
ICICI Bank Canada	30.51	30.51	30.51
ICICI Bank UK	21.20	21.20	21.20
ICICI Lombard General Insurance	14.22	14.22	14.22
ICICI Home Finance	11.12	11.12	11.12
ICICI Bank Eurasia LLC	3.00	3.00	3.00
ICICI Securities Limited	1.87	1.87	1.87
ICICI Securities Primary Dealership	1.58	1.58	1.58
ICICI AMC	0.61	0.61	0.61
ICICI Venture Funds Mgmt	0.05	0.05	0.05
Others	0.14	0.14	0.14
Total	120.23	120.23	120.23



## **Balance sheet: Liabilities**

_	June 30, 2013	March 31, 2014	June 30, 2014	Y-o-Y growth
Net worth	700.79	732.14	758.99	8.3%
- Equity capital	11.54	11.55	11.56	0.2%
- Reserves <sup>1</sup>	689.25	720.59	747.43	8.4%
Deposits	2,911.85	3,319.14	3,357.67	15.3%
- Savings	888.53	991.33	1,027.36	15.6%
- Current	369.81	432.45	416.78	12.7%
Borrowings <sup>2,3</sup>	1,559.20	1,547.59	1,459.46	(6.4)%
Other liabilities	313.75	347.55	307.42	(2.0)%
Total liabilities <sup>3</sup>	5,485.59	5,946.42	5,883.55	7.3%

- 1. During the three months ended December 31, 2013, the Bank has created a DTL of ₹ 14.19 billion on Special Reserve outstanding at March 31, 2013, by reducing the reserves
- 2. Borrowings include preference shares amounting to ₹ 3.50 bn
- 3. Including impact of exchange rate movement
- Credit/deposit ratio of 80.5% on the domestic balance sheet at June 30, 2014



# **Composition of borrowings**

	June 30, 2013	March 31, 2014	June 30, 2014
Domestic	837.82	718.39	621.65
- Capital instruments <sup>1</sup>	384.74	385.01	385.45
- Other borrowings	453.08	333.38	236.21
Overseas <sup>2</sup>	721.38	829.20	837.81
- Capital instruments	20.15	20.34	20.43
- Other borrowings	701.23	808.86	817.38
Total borrowings <sup>2</sup>	1,559.20	1,547.59	1,459.46

- 1. Includes preference share capital ₹ 3.50 bn
- 2. Including impact of exchange rate movement
- Capital instruments constitute 62.0% of domestic borrowings



## Capital adequacy

Standalone Basel III	March 31, 2014		June 30,	2014 <sup>1,2</sup>
	₹ bn	%	₹ bn	%
Total Capital	882.51	17.70%	881.29	17.00%
- Tier I	<i>637.38</i>	12.78%	634.18	12.23%
- Tier II	<i>245.13</i>	4.92%	247.11	4.77%
Risk weighted assets	4,986.03		5,184.02	
-On balance sheet	3,930.53		4,055.52	
-Off balance sheet	1,055.49		1,128.50	

- In line with the applicable guidelines, the Basel III capital ratios reported by the Bank for the interim periods do not include profits for the period
- 2. Capital ratios at June 30, 2014 include the impact of credit value adjustment on derivative exposures and capital charge required for borrowers with unhedged foreign currency exposures, in accordance with the Reserve Bank of India guidelines
- Including the profits for Q1-2015, the capital adequacy ratio for the Bank as per Basel III norms would have been 17.39% and the Tier I ratio would have been 12.62%



# Asset quality and provisioning

	June 30, 2013	March 31, 2014	June 30, 2014
Gross NPAs	100.57	105.54	110.01
Less: Cumulative provisions	75.85	72.53	75.27
Net NPAs	24.72	33.01	34.74
Net NPA ratio	0.69%	0.82%	0.87%

- Gross retail NPLs at ₹ 37.89 bn and net retail NPLs at ₹ 8.46 bn at June 30, 2014 compared to ₹ 54.11 bn and ₹ 7.76 bn respectively at June 30, 2013
- Provisioning coverage ratio of 68.4% at June 30, 2014 computed in accordance with RBI guidelines
- Net loans to companies whose facilities have been restructured at ₹ 112.65 bn at June 30, 2014 compared to ₹ 105.58 bn at March 31, 2014 and ₹ 59.15 bn at June 30, 2013
- Outstanding general provision on standard assets: ₹ 20.36 bn at June 30, 2014¹
  - Including general provisions on standard restructured loans



## **Movement of NPA**

(₹ billion)

	Q1-2014	Q4-2014	Q1-2015
Opening gross NPA	96.47	104.48	105.54
Add: Gross additions	11.16	12.41	11.95
Less: Gross deletions	3.10	4.16	3.56
Net additions	8.06	8.25	8.39
Less: Write-offs & sale	3.96	7.19	3.92
Closing balance of gross NPAs	100.57	105.54	110.01
Gross NPA ratio <sup>1</sup>	2.76%	2.56%	2.69%

Based on customer assets



## Distribution network

	At March 31, 2012	At March 31, 2013	At March 31, 2014	At June 30, 2014	% of mix at Jun 30, 2014
Branches					
Metro	816	865	935	940	25.0%
Urban	720	782	865	865	23.0%
Semi Urban	904	989	1,114	1,114	29.6%
Rural	312	464	839	844	22.4%
Total branches	2,752	3,100	3,753	3,763	100.0%
ATMs					
Total ATMs	9,006	10,481	11,315	11,447	-



#### Consolidated results



# Consolidated profit & loss statement

	Q1-2014	Q4-2014	Q1-2015	FY2014	Q1-o-Q1 growth
NII	45.75	52.38	53.51	197.69	17.0%
Non-interest income	66.81	88.07	69.20	300.85	3.6%
- Fee income	20.32	22.29	22.77	<i>87.75</i>	12.1%
- Premium income	37.61	59.77	39.41	193.32	4.8%
- Other income	8.88	6.01	7.02	19.78	(20.9)%
Total income	112.56	140.45	122.71	498.54	9.0%
Operating expenses	65.76	91.76	71.53	306.67	8.8%
Operating profit	46.80	48.69	51.18	191.87	9.4%



# Consolidated profit & loss statement

_	01 2014	Q4-2014	01 2015	EV2014	Q1-o-Q1 growth
Oneveting profit					
Operating profit	46.80	48.69	51.18	191.87	9.4%
Provisions	6.57	8.12	8.14	29.00	23.9%
Profit before tax	40.23	40.57	43.04	162.87	7.0%
Tax	11.08	11.84	13.22	46.10	19.3%
Minority interest	1.68	1.49	1.50	6.36	(10.7)%
Profit after tax	27.47	27.24	28.32	110.41	3.1%



## Consolidated balance sheet

	June 30, 2013	March 31, 2014	June 30, 2014	Y-o-Y growth
Cash & bank balances	411.60	482.58	506.43	23.0%
Investments	2,587.01	2,676.09	2,668.17	3.1%
Advances	3,441.08	3,873.42	3,960.23	15.1%
Fixed & other assets	482.58	443.17	356.95	(26.0)%
Total assets	6,922.27	7,475.26	7,491.78	8.2%
Net worth	726.05	764.30	794.52	9.4%
Minority interest	18.48	20.11	22.20	20.1%
Deposits	3,145.27	3,595.13	3,639.17	15.7%
Borrowings	1,834.67	1,835.42	1,763.91	(3.9)%
Liabilities on policies in force	694.29	749.27	801.98	15.5%
Other liabilities	503.51	511.03	470.00	(6.7)%
Total liabilities	6,922.27	7,475.26	7,491.78	8.2%



# **Key ratios (consolidated)**

(Percent)

	Q1- 2014	Q4- 2014	Q1- 2015	FY 2014
Return on average networth <sup>1,2</sup> (consolidated)	15.6	14.2	14.6	14.9
Weighted avg EPS (₹)²	95.5	95.7	98.3	95.7
Book value (₹)	628	660	686	660

- 1. Based on quarterly average networth
- 2. Annualised for all interim periods

Consolidated Basel III	March 31, 2014	June 30, 2014 <sup>1</sup>
Total Capital	18.34%	17.57%
- Tier I	13.11%	12.52%
- Tier II	5.23%	5.05%

- 1. In line with the applicable guidelines, the Basel III capital ratios reported by the Bank for the interim periods do not include profits for the period
- Including the profits for Q1-2015, the capital adequacy ratio for the Bank as per Basel III norms would have been 17.95% and the Tier I ratio would have been 12.90%



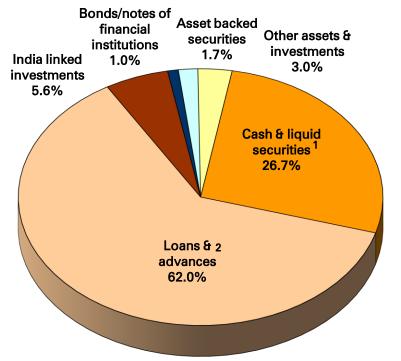
#### Overseas subsidiaries

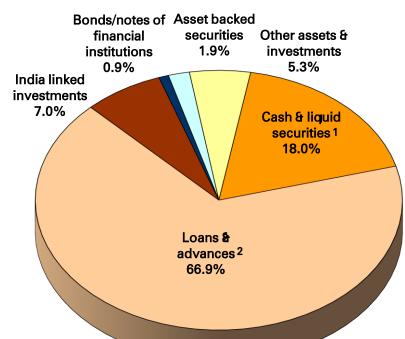


## ICICI Bank UK asset profile

March 31, 2014







Total assets: USD 4.5 bn

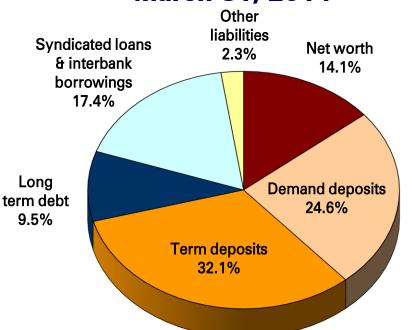
Total assets: USD 4.1 bn

- Includes cash & advances to banks, T Bills
- Includes securities re-classified to loans & advances

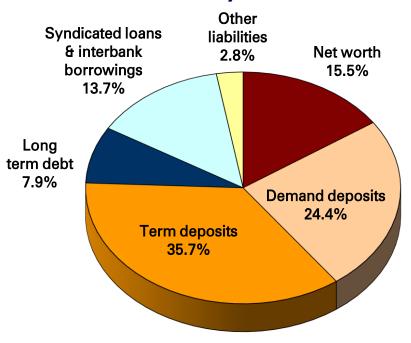


## ICICI Bank UK liability profile





**June 30, 2014** 



Total liabilities: USD 4.5 bn

Total liabilities: USD 4.1 bn

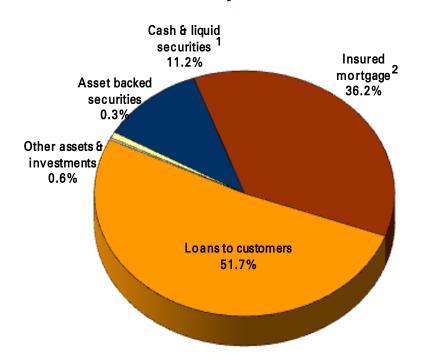
- Profit after tax of US\$ 6.3 mn in Q1-2015 compared to US\$ 5.4 mn in Q1-2014
- Capital adequacy ratio at 23.3%
- Proportion of retail term deposits in total deposits at 42% at June 30, 2014

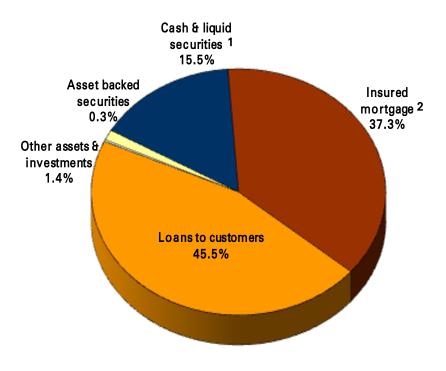


## **ICICI Bank Canada asset profile**

March 31, 2014

June 30, 2014





Total assets: CAD 5.5 bn

Total assets: CAD 5.6 bn

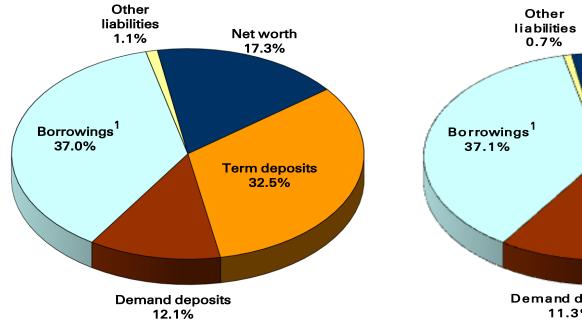
- 1. Includes cash & advances to banks and government securities
- 2. Based on IFRS, securitised portfolio of CAD 1,973 mn and CAD 2,035 mn considered as part of Insured mortgage portfolio at March 31, 2014 and June 30, 2014 respectively

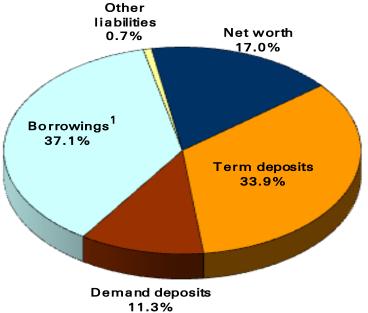


## **ICICI Bank Canada liability profile**

March 31, 2014

June 30, 2014





Total liabilities: CAD 5.5 bn

Total liabilities: CAD 5.6 bn

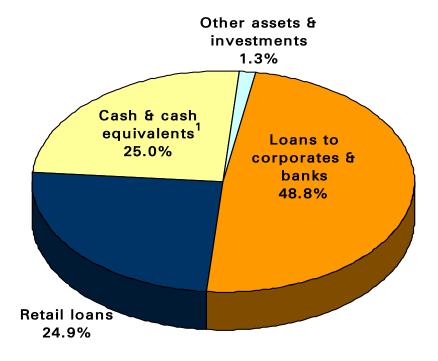
- Profit after tax of CAD 14.0 mn in Q1-2015 compared to CAD 14.4 mn in Q1-2014
- Capital adequacy ratio at 30.6%
- 1. As per IFRS, proceeds of CAD 1,967 mn and CAD 2,039 mn from sale of securitised portfolio considered as part of borrowings at March 31, 2014 and June 30, 2014 respectively

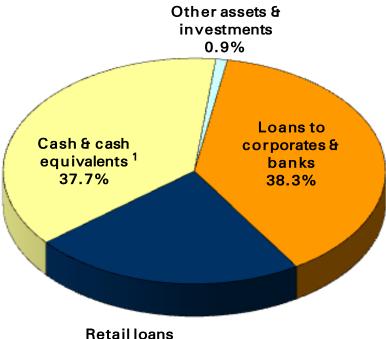


## ICICI Bank Eurasia asset profile

March 31, 2014

June 30, 2014





Retail Ioan 23.1%

Total assets: USD 118 mn

Total assets: USD 127 mn

- Total borrowings of USD 53 mn at June 30, 2014
- Capital adequacy of 48.0% at June 30, 2014
- Net profit of USD 0.2 mn in Q1-2015 compared to USD 0.9 mn in Q1-2014
- 1. Includes cash & call placements with banks, balances with central bank, government securities and nostro balances

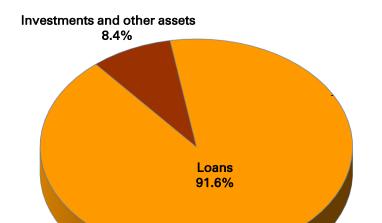


#### Domestic subsidiaries

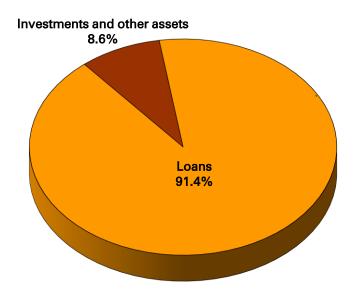


## **ICICI Home Finance**

March 31, 2014



June 30, 2014



Total assets: ₹ 72.58 bn

Total assets: ₹ 74.83 bn

- Profit after tax of ₹ 499.7 mn in Q1-2015 compared to ₹ 575.6 mn in Q1-2014
- Capital adequacy ratio of 30.9% at June 30, 2014
- Net NPA ratio: 0.8%
- At June 30, 2014: Net worth ₹ 14.66 bn; Deposits ₹ 3.59 bn and Borrowings & other liabilities ₹ 56.58 bn



## **ICICI** Life

	Q1-2014	Q1-2015	FY2014
New business received premium	5.65	7.82	37.60
Renewal premium	15.29	15.62	86.69
Total premium	20.94	23.44	124.29
Annualised premium equivalent (APE)	5.41	6.59	34.44
New Business Profit (NBP) <sup>1</sup>	0.81	0.72	4.27
NBP margin	15.0%	10.9%	12.4%
Statutory profit	3.64	3.82	15.67
Assets Under Management	748.40	861.10	805.97
Expense ratio <sup>2</sup>	23.1%	20.4%	18.8%

- Sustained leadership in private space with an overall market share of 7.2%<sup>3</sup> for FY2014
  - Private sector market share increased to 18.9% in FY2014 from 18.5% in FY2013
- 1. On Traditional Embedded Value basis; post tax
- 2. All expenses (including commission) / (Total premium 90% of single premium)
- 3. Source: IRDA (new business retail weighted premium)



## **ICICI** General

	Q1-2014	Q1-2015	FY2014
Gross premium <sup>1</sup>	18.59	18.47	71.34
PAT	2.03	0.72	5.11

- Market share based on gross written premium was 9.6%<sup>2</sup> for April-May 2014
- 1. Excluding remittances from motor declined pool and including premium on reinsurance accepted
- 2. Source: IRDA



#### Other subsidiaries

Profit after tax	Q1-2014	Q1-2015	FY2014
ICICI Prudential Asset Management	0.37	0.61	1.83
ICICI Securities Primary Dealership	1.20	0.46	1.32
ICICI Securities (Consolidated)	0.13	0.61	0.91
ICICI Venture	0.19	0.11	0.33

- ICICI AMC: 64.9% year-on-year increase in profit after tax to ₹ 0.61 billion in Q1-2015
  - Sustained market position as 2nd largest AMC in India
- Profit after tax for ICICI Securities increased from ₹ 0.13 billion in Q1-2014 to ₹ 0.61 billion in Q1-2015



## Thank you

