



FY2018: Performance review

May 7, 2018

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 www.icicibank.com



Agenda



FY2018: Financial update

4x4 Agenda

Going forward

Profit and loss account



Profit & loss statement

₹ billion	FY2017	Q4-2017	Q3-2018	Q4-2018	FY2018
NII	217.37	59.62	57.05	60.22	230.26
Non-interest income	195.05	30.17	31.67	56.78	174.20
- Fee income	94.52	24.46	26.39	27.55	103.41
- Other income	14.76	0.68 ¹	4.62	2.38	12.77
- Treasury income	85.77 ²	5.03	0.66	26.85 ²	58.02 ²
Total income	412.42	89.79	88.72	117.00	404.46

1. As per the RBI guidelines dated Apr 18, 2017, banks are not permitted to recognise proportionate exchange gains or losses held in the FCTR in the P&L account. Other income includes net foreign exchange gain relating to overseas operations amounting to ₹ 2.88 bn in 9M-2017 which was reversed in Q4-2017
2. Includes profit on sale of shareholding in subsidiaries of ₹ 33.20 billion in Q4-2018 and ₹ 53.32 billion in FY2018 (FY2017: ₹ 56.82 billion)

Profit & loss statement

₹ billion	FY2017	Q4-2017	Q3-2018	Q4-2018	FY2018
Total income	412.42	89.79	88.72	117.00	404.46
Operating expenses	147.55	38.67	38.14	41.86	157.04
Operating profit	264.87	51.12	50.58	75.14	247.42
Provisions	152.08 ¹	28.98 ²	35.70	66.26	173.07
Profit before tax	112.79	22.14	14.88	8.88	74.35
Tax	14.78	1.89	(1.62)	(1.32)	6.58
Profit after tax	98.01	20.25	16.50	10.20	67.77

1. Drawdown from the collective contingency & related reserve of ₹ 36.00 billion in FY2017
2. Floating provisions of ₹ 15.15 billion utilised in Q4-2017

Core operating profit (profit before provisions and tax, excluding treasury income) of ₹ 48.29 billion in Q4-2018 (Q4-2017: ₹ 46.09 billion) and ₹ 189.40 billion in FY2018 (FY2017: ₹ 179.10 billion)



Yield, cost & margin

Movement in yield, costs & margins (Percent) ¹	FY2017	Q4-2017	Q3-2018	Q4-2018	FY2018
Yield on total interest-earning assets	8.09	8.13	7.53	7.67	7.71
- Yield on advances	8.88	8.89	8.47	8.68	8.63
Cost of funds	5.45	5.15	4.90	4.93	5.00
- Cost of deposits	5.39	5.12	4.74	4.79	4.87
Net interest margin	3.25	3.57	3.14	3.24	3.23
- Domestic	3.59	3.96	3.53	3.67	3.60
- Overseas	1.30	1.01	0.29	0.04	0.49

- Interest on income tax refund of ₹ 0.16 billion in Q4-2018 (Q4-2017: ₹ 2.00 billion) and ₹ 2.63 billion in FY2018 (FY2017: ₹ 4.51 billion)

1. Annualised for all interim periods



Other key ratios

Percent	FY 2017	Q4-2017	Q3-2018	Q4-2018	FY 2018
Return on average networth ¹	10.3	8.3	6.3	3.9	6.6
Return on average assets ¹	1.35	1.10	0.83	0.50	0.87
Weighted average EPS ^{1,2} (₹)	15.3	12.8	10.2	6.4	10.6
Book value ² (₹)	156.2	156.2	162.7	163.6	163.6
Fee to income	22.9 ³	27.2	29.7	23.6 ³	25.6 ³
Cost to income	35.8 ³	43.1	43.0	35.8 ³	38.8 ³
Average CASA ratio	43.7	46.5	45.7	45.9	45.6

1. Annualised for all interim periods
2. Shareholders of the Bank approved the issue of bonus shares in ratio of 1:10 through postal ballot on June 12, 2017. Prior period numbers have been re-stated.
3. Includes gain on sale of stake in subsidiaries



Consolidated profit & loss statement

₹ billion	FY2017	Q4-2017	Q3-2018	Q4-2018	FY2018
NII	261.04	70.97	69.40	73.23	279.00
Non-interest income	524.58	133.77	130.04	176.07	568.07
- Fee income	110.52	28.62	32.37	34.21	128.15
- Premium income	312.03	98.06	94.18	112.49	369.37
- Other income	102.03 ¹	7.09 ¹	3.49	29.37	70.55
Total income	785.62	204.74	199.44	249.30	847.07

1. As per the RBI guidelines dated Apr 18, 2017, banks are not permitted to recognise proportionate exchange gains or losses held in the FCTR in the P&L account. Other income includes net foreign exchange gain relating to overseas operations amounting to ₹ 2.88 bn in 9M-2017 which were reversed in Q4-2017



Consolidated profit & loss statement

₹ billion	FY 2017	Q4- 2017	Q3- 2018	Q4- 2018	FY 2018
Total income	785.62	204.74	199.44	249.30	847.07
Operating expenses	481.70	142.09	138.12	163.08	557.56
Operating profit	303.92	62.65	61.32	86.22	289.51
Provisions	165.82 ¹	34.63 ²	37.16	70.05	179.73
Profit before tax	138.10	28.02	24.16	16.17	109.78
Tax	24.69	4.04	1.37	1.46	18.79
Minority interest	11.52	3.15	3.85	3.29	13.87
Profit after tax	101.88	20.83	18.94	11.42	77.12

1. Drawdown from the collective contingency & related reserve of ₹ 36.00 billion in FY2017
2. Floating provisions of ₹ 15.15 billion utilised in Q4-2017



Key ratios (consolidated)

Percent	FY 2017	Q4-2017	Q3-2018	Q4-2018	FY2018
Return on average networth ^{1,2}	10.3	8.1	6.9	4.1	7.1
Weighted average EPS (₹) ^{2,3}	15.9	13.2	11.7	7.2	12.0
Book value (₹) ³	163	163	171	172	172

1. Based on quarterly average networth
2. Annualised for all interim periods
3. Shareholders of the Bank approved the issue of bonus shares in ratio of 1:10 through postal ballot on June 12, 2017. Prior period numbers have been restated



Balance sheet



Balance sheet: assets

₹ billion	March 31, 2017	December 31, 2017	March 31, 2018
Cash & bank balances	757.13	558.64	841.69
Investments ²	1,615.07	1,798.07	2,029.94
- <i>SLR investments</i>	1,085.40	1,248.46	1,384.27
- <i>Equity investment in subsidiaries</i>	103.23	102.90	98.32
Advances	4,642.32	5,053.87	5,123.95
Fixed & other assets	703.39	724.91	796.31
- <i>RIDF² and related</i>	241.13	249.44	269.25
Total assets	7,717.91	8,135.49	8,791.89

Credit/deposit ratio of 80.6% on the domestic balance sheet at March 31, 2018

1. Net investment in security receipts of ARCs was ₹ 34.38 billion at March 31, 2018 (March 31, 2017: ₹ 32.86 billion, December 31, 2017: ₹ 34.45 billion)
2. Rural Infrastructure Development Fund

Composition of retail loan portfolio: slide 78 



Equity investment in subsidiaries

₹ billion	March 31, 2017	December 31, 2017	March 31, 2018
ICICI Prudential Life Insurance	33.26	33.26	33.26
ICICI Bank Canada	22.74	22.74	18.74 ¹
ICICI Bank UK	18.05	18.05	18.05
ICICI Lombard General Insurance	13.81	13.49	13.49
ICICI Home Finance	11.12	11.12	11.12
ICICI Securities Limited	1.87	1.87	1.28
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 investment in subsidiaries	103.23	102.90	98.32

1. In Q4-2018, ICICI Bank Canada repatriated equity capital of CAD 100 million



Balance sheet: liabilities

₹ billion	March 31, 2017	December 31, 2017	March 31, 2018
Net worth	999.51	1,045.01	1,051.60
- <i>Equity capital</i>	11.65	12.85	12.86
- <i>Reserves</i>	987.86	1,032.16 ¹	1,038.74 ¹
Deposits	4,900.39	5,174.03	5,609.75
- <i>Savings</i>	1,718.38	1,858.51	2,009.67
- <i>Current</i>	749.83	747.84	889.58
Borrowings ^{2,3}	1,475.56	1,581.76	1,828.59
Other liabilities	342.45	334.69	301.95
Total liabilities	7,717.91	8,135.49	8,791.89

1. The Bank has classified three borrower accounts in the gems and jewellery sector with fund-based outstanding of ₹ 7.95 billion as fraud and non-performing and during Q4-2018 made a provision of ₹ 2.90 billion through P&L account and ₹ 5.05 billion by debiting reserves and surplus, as permitted by RBI. Additionally, during Q4-2018, the Bank has also made provision for certain other fraud and non-performing cases by debiting reserves and surplus amounting to ₹ 0.20 billion, as permitted by RBI. The provision made by debiting reserves and surplus will be reversed and accounted through the P&L account over the subsequent quarters of FY2019.
2. Borrowings include preference shares amounting to ₹ 3.50 billion, which were redeemed in April 2018
3. Including impact of exchange rate movement



Consolidated balance sheet

₹ billion	March 31, 2017	December 31, 2017	March 31, 2018
Cash & bank balances	804.91	617.22	889.99
Investments	3,043.73	3,450.38	3,722.08
Advances	5,153.17	5,597.41	5,668.54
Fixed & other assets	855.44	871.76	962.20
Total assets	9,857.25	10,536.77	11,242.81
Net worth	1,046.32	1,100.83	1,106.30
Minority interest	48.65	57.62	60.08
Deposits	5,125.87	5,403.87	5,857.96
Borrowings	1,882.87	2,042.54	2,294.02
Liabilities on policies in force	1,154.97	1,307.46	1,314.88
Other liabilities	598.57	624.45	609.57
Total liabilities	9,857.25	10,536.77	11,242.81



Asset quality



Movement of NPA (1/2)

- The gross additions to NPA declined sequentially during the first three quarters of FY2018
- Gross NPA additions declined from ₹ 49.76 billion in Q1-2018 to ₹ 46.74 billion in Q2-2018 and ₹ 43.80 billion in Q3-2018
- During Q4-2018, the gross additions to NPA were ₹ 157.37 billion in Q4-2018. This included ₹ 99.68 billion of loans which were under RBI schemes and classified as standard under at December 31, 2017. The Revised Framework for Resolution of Stressed Assets issued in February 2018 discontinued these schemes.



Movement of NPA (2/2)

₹ billion	FY 2017	Q4-2017	Q3-2018	Q4-2018	FY 2018
Opening gross NPA	267.21	380.85	444.89	460.39	425.52
Add: gross additions	335.44	112.89	43.80	157.37	287.30
- of which: slippages from					
-restructured assets	45.20	18.03	1.97	3.27	22.84
-drilldown	194.95	79.57	6.14	117.76	139.21 ¹
- Existing NPA ² & non-fund devolvment ³	19.35	0.40	1.46	6.55	6.80
- Loans under RBI schemes other than above	0.32	0.32	20.22	8.77	30.23
Less: recoveries & upgrades	25.38	14.13	11.08	42.34	81.07
Net additions	310.06	98.76	32.72	115.03	206.23
Less: write-offs & sale	151.75	54.09	17.22	34.79	91.12
Closing gross NPAs	425.52	425.52	460.39	540.63	540.63
Gross NPA ratio	7.89%	7.89%	7.82%	8.84%	8.84%

1. Includes addition of ₹ 8.79 billion of loan to a central public sector owned power company
2. Increase in outstanding of existing NPA due to exchange rate movement
3. Relating to accounts classified as NPA in prior periods
4. Based on customer assets



Asset quality and provisioning (1/2)

₹ billion	March 31, 2017	December 31, 2017	March 31, 2018
Gross NPAs	425.52	460.39	540.63
Less: cumulative provisions	171.01	222.29	261.77
Net NPAs	254.51	238.10	278.86
Net NPA ratio	4.89%	4.20%	4.77%

Retail NPAs (₹ billion)	March 31, 2017	December 31, 2017	March 31, 2018
Gross retail NPAs	36.67	46.86	47.12
- as a % of gross retail advances	1.51%	1.69%	1.61%
Net retail NPAs	12.47	18.48	18.85
- as a % of net retail advances	0.52%	0.67%	0.65%

Provisioning coverage ratio at 60.5% including cumulative technical/ prudential write-offs



Asset quality and provisioning (2/2)

- Non-fund outstanding to NPAs: ₹ 29.80 billion at March 31, 2018
- Non-fund outstanding to restructured assets: ₹ 3.96 billion at March 31, 2018
- Outstanding general provision on standard assets: ₹ 25.91¹ billion at March 31, 2018
 - Includes additional general provision of ₹ 1.91 billion on standard loans to borrowers

1. Excludes specific provisions against standard assets



Loans under RBI schemes¹

March 2018	Standard restructured	Drilldown	Others	Total
Change in management for project under implementation				
- Implemented	-	-	2.35	2.35
Flexible structuring under the 5/25 scheme				
- Implemented		7.52	13.68 ²	21.20
S4A implemented³	0.94	-	5.66⁴	6.60

1. Excludes NPA
2. Includes central public sector owned undertaking upgraded from NPA during Q4-2018
3. Represents loans, credit substitutes and shares under S4A package
4. In addition, non-fund based outstanding to these borrowers aggregated ₹ 14.97 billion



NPA and restructuring trends

₹ billion	March 31, 2017	December 31, 2017	March 31, 2018
Net NPAs (A)	254.51	238.10	278.86
Net restructured loans (B)	42.65	18.15	15.53
Total (A+B)	297.16	256.25	294.39
Total as a % of net customer assets	5.70%	4.52%	5.03%



Asset quality

₹ billion	March 31, 2018
Gross restructured loans	15.95
Non-fund o/s to restructured loans	3.96
Non-fund o/s to non-performing loans	29.80 ¹
Drill-down list	47.28
Other loans under RBI schemes not included above	21.69
Non-fund o/s to borrowers where S4A has been implemented	14.97
Total	133.65

1. Includes non-fund o/s at Mar 31, 2018 to borrowers classified as non-performing from the drilldown list; part of the drilldown list in prior periods



Portfolio trends and approach



Portfolio composition over the years

% of total advances	March 31, 2012	March 31, 2013	March 31, 2014	March 31, 2015	March 31, 2016	March 31, 2017	Mar 31, 2018
Retail	38.0%	37.0%	39.0%	42.4%	46.6%	51.8%	56.6%
Domestic corporate	28.6%	32.5%	30.1%	28.8%	27.5%	27.3%	25.8%
SME	6.0%	5.2%	4.4%	4.4%	4.3%	4.8%	5.0%
International ¹	27.4%	25.3%	26.5%	24.3%	21.6%	16.1%	12.6%
Total advances (₹ billion)	2,537	2,902	3,387	3,875	4,353	4,642	5,124

1. Including impact of exchange rate movement



Sector-wise exposures

Top 10 sectors ¹ : % of total exposure of the Bank	March 31, 2013	March 31, 2014	March 31, 2015	March 31, 2016	March 31, 2017	March 31, 2018
Retail finance	18.9%	22.4%	24.7%	27.1%	31.9%	34.2%
Banks	8.8%	8.6%	7.8%	8.0%	6.0%	8.4%
Services – finance	6.0%	4.9%	4.2%	4.9%	6.2%	7.0%
Electronics & engineering	8.3%	8.2%	7.6%	7.3%	6.9%	6.7%
Crude petroleum/refining & petrochemicals	6.6%	6.2%	7.0%	5.7%	5.5%	5.6%
Power	6.4%	5.9%	5.5%	5.4%	5.1%	4.6%
Road, port, telecom, urban development & other infra	6.0%	6.0%	5.9%	5.8%	5.3%	4.2%
Services - non finance	5.1%	5.2%	5.0%	4.9%	4.0%	3.3%
Construction	4.2%	4.4%	4.0%	3.4%	3.1%	3.2%
Wholesale/retail trade	2.1%	2.2%	2.2%	2.8%	2.5%	2.8%
Total (₹ billion)	7,585	7,828	8,535	9,428	9,372	10,265

1. Top 10 based on position at Mar 31, 2018



Aggregate exposure to key sectors

% of total exposure of the Bank	March 31, 2013	March 31, 2014	March 31, 2015	March 31, 2016	March 31, 2017	March 31, 2018
Power	6.4%	5.9%	5.5%	5.4%	5.1%	4.6%
Iron/steel	5.1%	5.0%	4.8%	4.5%	3.6%	2.8%
Mining	1.7%	1.7%	1.5%	1.6%	1.8%	1.5%
Others ¹	1.9%	2.2%	2.0%	1.8%	1.5%	1.2%
Total exposure of the Bank to key sectors	15.1%	14.8%	13.8%	13.3%	12.0%	10.1%

In April 2016, the Bank had identified power, iron & steel, mining, cement and rigs sectors as the key sectors impacted by the uncertainties and challenges in the operating environment

1. 'Others' includes exposure to cement & rigs sectors



Further drilldown: approach

- 1 All internally 'below investment grade' rated companies in key sectors across domestic corporate, SME and international branches portfolios
- 2 Promoter entities internally 'below investment grade' where the underlying is partly linked to the key sectors
- 3 Fund-based limits and non-fund based outstanding to above categories considered
- 4 5/25 refinancing relating to key sectors included
- 5 Loans already classified as restructured and non-performing excluded

Further drilldown: sector-wise details

₹ billion	At December 31, 2017		At March 31, 2018	
	Exposure ^{1,2}	% of total exposure	Exposure ^{1,2,3}	% of total exposure
Iron/steel	44.27	0.4%	30.33	0.3%
Power	65.26	0.7%	12.06	0.1%
Mining	57.78	0.6%	4.46	0.0%
Others ⁵	4.15	0.0%	0.43	0.0%
Promoter entities ⁴	19.16	0.2%	-	-

1. Aggregate fund based limits and non-fund based outstanding
2. Includes investment exposure
3. Excludes non-fund based outstanding of ₹ 12.34 billion at March 31, 2018 in respect of accounts included in the drilldown exposure where the fund based outstanding has been classified as non-performing during earlier periods. Including the same, the total non-fund based outstanding to borrowers classified as non-performing was ₹ 29.80 bn at March 31, 2018
4. Includes promoter entities where underlying is partly linked to the key sectors
5. 'Others' includes exposure to cement & rigs sectors



Further drilldown: movement

Aggregate exposure ^{1,2,3}	Q4-2018	FY2018
Opening balance	190.62	190.39
Less: Net reduction in exposure	8.39	20.25
Upgrades to 'investment grade'	0.09	0.17
Add: Downgrades to 'below investment grade'	-	25.16
Less: Classified as non-performing ⁴	122.52	135.50
Less: Non-fund outstanding at March 31, 2018 to NPAs downgraded from drilldown list	12.34 ⁵	12.34 ⁵
Closing balance at March 31, 2018	47.28	47.28

1. Aggregate fund based limits and non-fund based outstanding
2. Includes investment exposure
3. Includes promoter entities where underlying is partly linked to the key sectors
4. Includes investment exposure relating to accounts classified as non-performing
5. Including the same, the total non-fund based outstanding to borrowers classified as non-performing was ₹ 29.80 bn at March 31, 2018



Subsidiaries



ICICI Life (1/2)

₹ billion	FY2017	Q4-2017	Q3-2018	Q4-2018	FY2018
New business premium	78.63	25.60	23.17	25.81	92.12
Renewal premium	144.91	50.20	45.39	61.48	178.57
Total premium	223.54	75.79	68.56	87.29	270.69
Profit after tax	16.82	4.08	4.52	3.41	16.20
Assets under management	1,229.19	1,229.19	1,383.04	1,395.32	1,395.32
Annualized premium equivalent (APE)	66.25	21.67	20.05	22.13	77.92
Expense ratio ¹	15.1%	13.5%	13.9%	12.9%	13.7%

1. All expenses (including commission) / (Total premium – 90% of single premium)



ICICI Life (2/2)

- Proportion of protection business increased from 3.9% in FY2017 to 5.7% in FY2018
- Value of New Business (VNB) margins¹ increased from 8.0% in FY2016 and 10.1% in FY2017 to 16.5% in FY2018
- Indian Embedded Value at ₹ 187.88 billion at March 31, 2018 compared to at ₹ 161.84 billion at March 31, 2017

1. Based on actual costs



ICICI General

₹ billion	FY2017	Q4-2017	Q3-2018	Q4-2018	FY2018
Gross written premium	109.60	27.10	30.02	29.70	126.00
Profit before tax	9.10	2.49	3.22	2.87	11.96
Profit after tax	7.02	1.80	2.32	2.12	8.62
Combined ratio	103.9%	97.1%	96.0%	99.5%	100.2%

Sustained leadership in private sector with an overall market share of 8.2%¹ and private sector market share of 16.8¹ in FY2018

1. Source: General Insurance Council



Other subsidiaries

Profit after tax (₹ billion)	FY2017	Q4- 2017	Q3- 2018	Q4- 2018	FY2018
ICICI Prudential Asset Management	4.80	1.21	1.61	1.67	6.26
ICICI Securities (Consolidated)	3.39	0.83	1.53	1.59	5.58
ICICI Securities Primary Dealership	4.12	(0.17)	(0.31)	0.24	1.12
ICICI Home Finance	1.83	0.58	0.30	0.02	0.64
ICICI Venture	0.09	0.08	0.02	0.11	0.11

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ICICI Bank UK

USD million	FY2017	Q4-2017	Q3-2018	Q4-2018	FY2018
Net interest income	65.6	15.9	17.1	17.0	66.9
Profit/(loss) after tax	(16.1)	(20.5)	1.8	(31.7)	(25.5)
Loans and advances	2,362.4	2,362.4	2,535.0	2,373.8	2,373.8
Deposits	1,648.6	1,648.6	1,660.9	1,748.8	1,748.8
- <i>Retail term deposits</i>	<i>407.7</i>	<i>407.7</i>	<i>310.0</i>	<i>297.5</i>	<i>297.5</i>
Capital adequacy ratio	18.4%	18.4%	16.9%	16.5%	16.5%
- <i>Tier I</i>	<i>15.5%</i>	<i>15.5%</i>	<i>14.4%</i>	<i>14.0%</i>	<i>14.0%</i>

Asset and liability composition: slide 74



ICICI Bank Canada

CAD million	FY2017	Q4-2017	Q3-2018	Q4-2018	FY2018
Net interest income	77.2	18.1	19.6	21.8	79.2
Profit/(loss) after tax	(33.0)	6.2	8.4	11.2	44.2
Loans and advances	5,593.6	5,593.6	5,577.7	5,733.2	5,733.2
- Residential mortgages	3,457.7	3,457.7	3,365.8	3,387.0	3,387.0
Deposits	2,556.1	2,556.1	2,576.5	2,818.4	2,818.4
Capital adequacy ratio	21.8%	21.8%	21.1%	17.3%	17.3%
- Tier I	21.8%	21.8%	21.1%	16.7%	16.7%

In Q4-2018, ICICI Bank Canada repatriated equity capital of CAD 100.0 mn

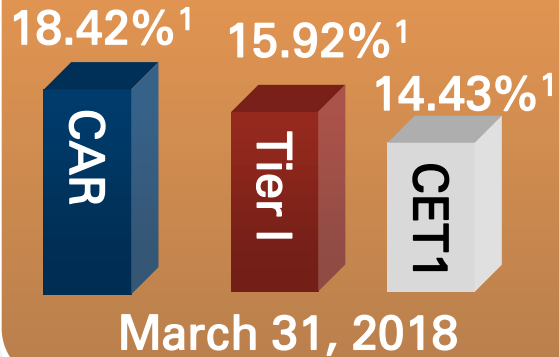
Asset and liability composition: slide 75



Capital

Capital adequacy

Standalone



- Capital ratios significantly higher than regulatory requirements
- Substantial scope to raise Additional Tier-1 and Tier-2 capital

Excess Tier-1 ratio of 6.94% over the minimum requirement of 8.98% as per current RBI guidelines

Risk weighted assets grew by 1.6% y-o-y

During the quarter, the Bank raised ₹ 40.00 billion by way of issuance of Additional Tier-I bonds

1. After reckoning the impact of recommended dividend

Capital adequacy ratios: slide 76



Recommendation of dividend

- The Board has recommended a dividend of ₹ 1.50 per share
- The record/book closure dates will be announced in due course

Agenda

FY2018: Financial update



4x4 Agenda

Going forward

4 x 4 Agenda

Portfolio quality

Monitoring focus

Improvement in portfolio mix

Concentration risk reduction

Resolution of stress cases

Enhancing franchise

Robust funding profile

Digital leadership & strong customer franchise

Continued cost efficiency

Focus on capital efficiency including value unlocking



4 x 4 Agenda

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Portfolio Quality: key highlights

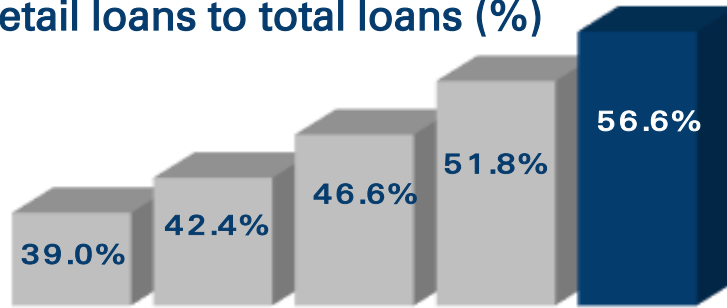
- 1** Proportion of retail loans increased from 39.0% at March 31, 2014 to 56.6% at March 31, 2018
- 2** Healthy incremental corporate portfolio quality: high proportion of disbursements to corporates rated A- and above
- 3** Significant reduction in proportion of exposure to key sectors under stress; significant resolutions achieved

Improvement in portfolio mix (1/2)

1

Increasing proportion of retail loans

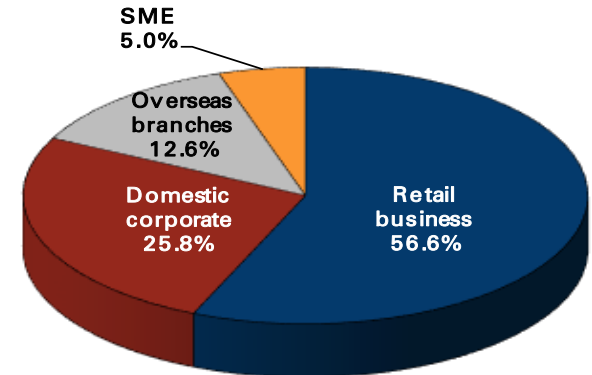
Retail loans to total loans (%)



Mar 14 Mar 15 Mar 16 Mar 17 Mar 18

Proportion of overseas loans decreased from 26.5% at March 2014 to 12.6% at March 2018

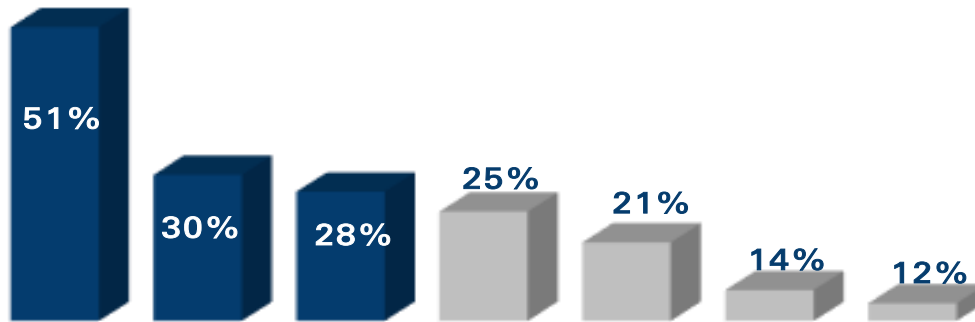
Portfolio composition at March 2018



2

Strong growth across retail segments

4-year CAGR across segments (%)



Personal loans Credit cards Business banking Rural Home Vehicle Others

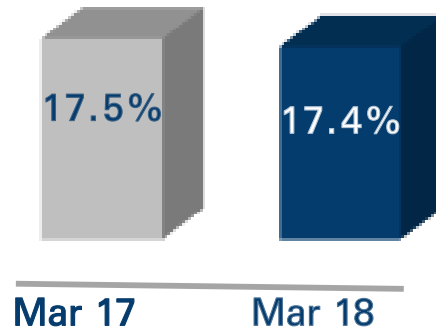
Focus on growing higher yielding loans within well defined risk parameters



Improvement in portfolio mix (2/2)

Focus on quality of corporate lending

Growth in domestic corporate loans¹



Disbursements² to corporates rated A- and above



1. Other than NPAs, restructured loans and loans to companies included in drilldown exposures
2. Including domestic and overseas portfolio

Concentration risk reduction

1

Reduction in concentration risk ratios

Exposure to top 10 borrower groups/Total exposure



Exposure to top 20 borrowers¹/Total exposure



2

Incremental business within the revised concentration risk management framework

3

Proportion of top 20 borrowers rated A- and above increased from 68.7% at March 31, 2016 to 96.0% at March 31, 2018

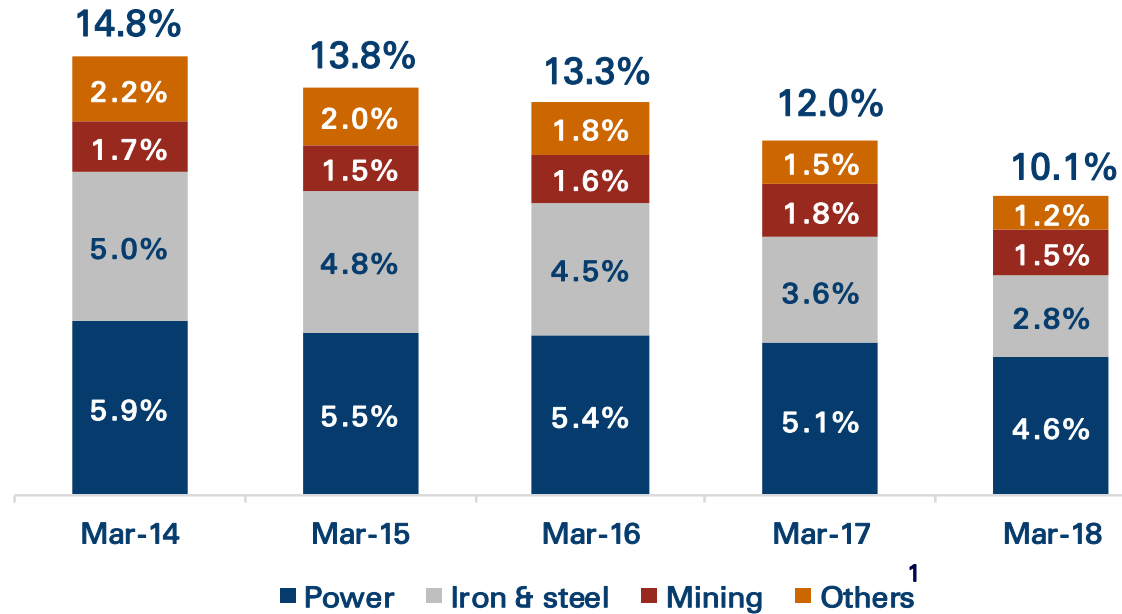
1. Excludes banks



Resolution of stress cases

1

Reduction in exposure to key sectors



2

Over 3x increase in recoveries and upgrades in FY2018; played a key role in some of the large asset resolutions

1. Cement and rigs



4 x 4 Agenda

Portfolio quality

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Improvement in portfolio mix

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Robust funding profile

Digital leadership & strong customer franchise

Continued cost efficiency

Focus on capital efficiency including value unlocking

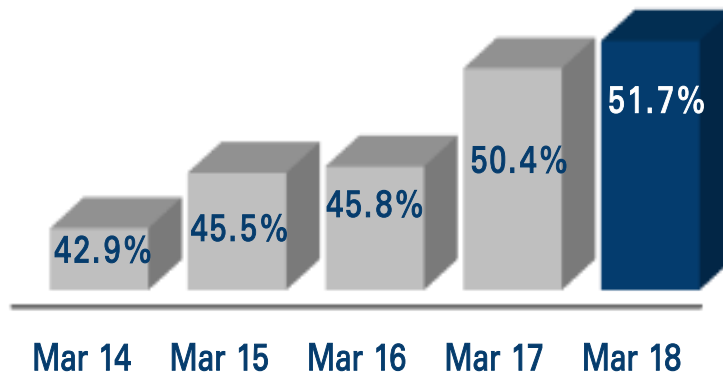


Robust funding profile: key highlights

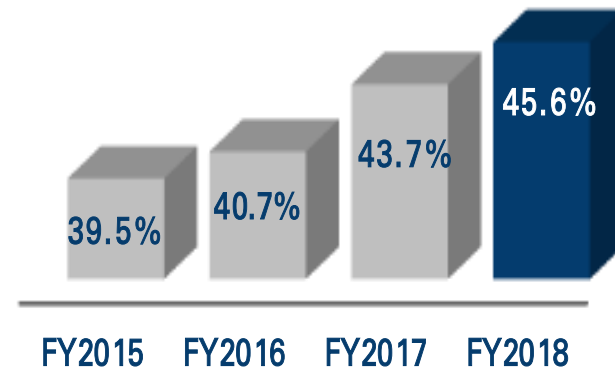
- 1 Average CASA ratio increased from 39.5% in FY2015 to 45.6% in FY2018
- 2 Robust growth in CASA deposits resulted in a decline in cost of deposits; cost of deposits in FY2018 lowest in the last decade

Robust funding profile

Outstanding CASA ratio



Average CASA ratio



Cost of deposits in FY2018 lowest in the last decade



Digital leadership and strong customer franchise: key highlights

- 1 Continued focus on digitizing acquisition, digitizing operations and digitizing service
- 2 Sustained growth in digital transactions with share of digital channels in savings account transactions increasing to 81.7% in FY2018



Digital leadership

Digitizing Acquisition

- Insta personal loans and Insta credit cards launched for pre-approved customers
- Online instant opening of small savings accounts such as PPF and NPS

Digitizing Operations

- Software robotics deployed in over 750 business process functions
- 2.0 mn transactions performed daily by software robots
- ~ 60% improvement in efficiency

Digitizing Service

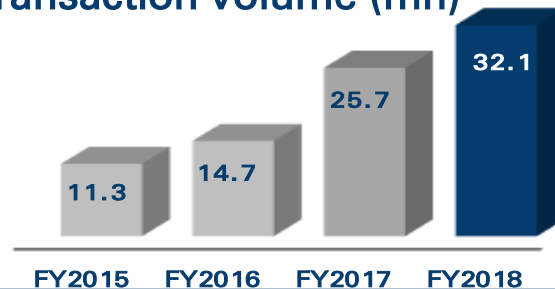
- 1.2 mn queries per month handled by AI powered chatbot iPal
- 37% overall reduction in live chats



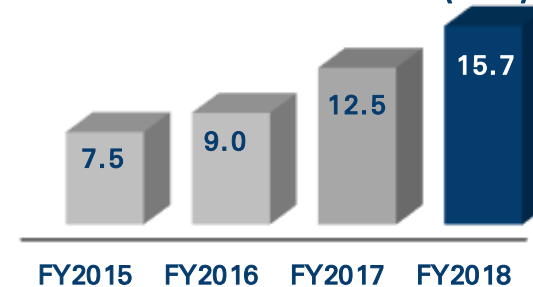
Sustained growth in digital transactions

1 Debit and credit card transaction volumes

Average monthly debit card transaction volume (mn)



Average monthly credit card transaction volume (mn)



2 Digital channels¹ account for 81.7% of savings account transactions² in FY2018 compared to 67.8% in FY2016

3 Sustained momentum in digital payments

UPI

- Over 13 mn UPI IDs created using various platforms

IMPS

- Market leader with 17% market share

1. Includes touch banking, phone banking, and debit cards e-commerce transactions
2. Financial and non-financial transactions



Continued cost efficiency

	FY2015	FY2016	FY2017	FY2018
Cost-to-income ratio	36.8%	34.7%¹	35.8%¹	38.8%¹

1. Including gains on sale of shareholding in subsidiaries; excluding gains on sale of shareholding, the cost-to-income ratio was 38.2%, 41.5% and 44.7% in FY2016, FY2017 and FY2018 respectively

Operating expenses CAGR of 11% in the last four years compared to a CAGR of 22% in the retail loan portfolio



Focus on capital efficiency including value unlocking: key highlights

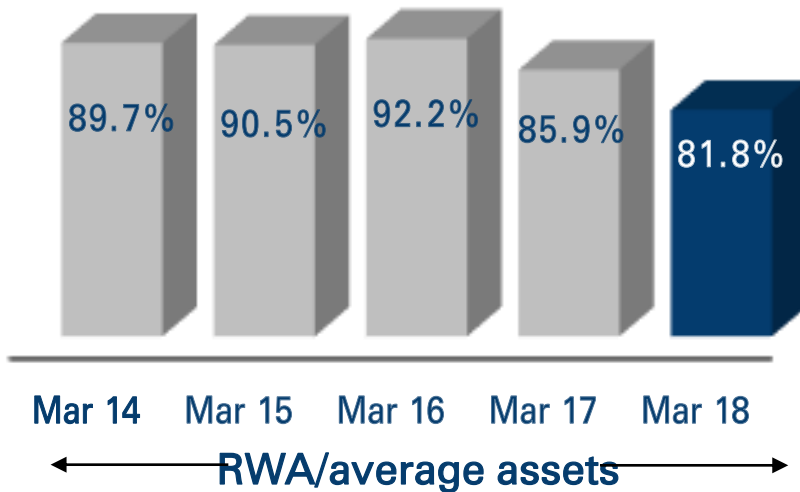
- 1 Gradual de-risking of the balance sheet reflected in a decline in RWA/ average assets ratio
- 2 Tier 1 ratio of 15.92%¹ significantly higher than regulatory requirements
- 3 Demonstrated significant value created in subsidiaries; market capitalisation of listed subsidiaries more than ₹ 1,000² billion

1. After reckoning the impact of proposed dividend
2. At May 4, 2018

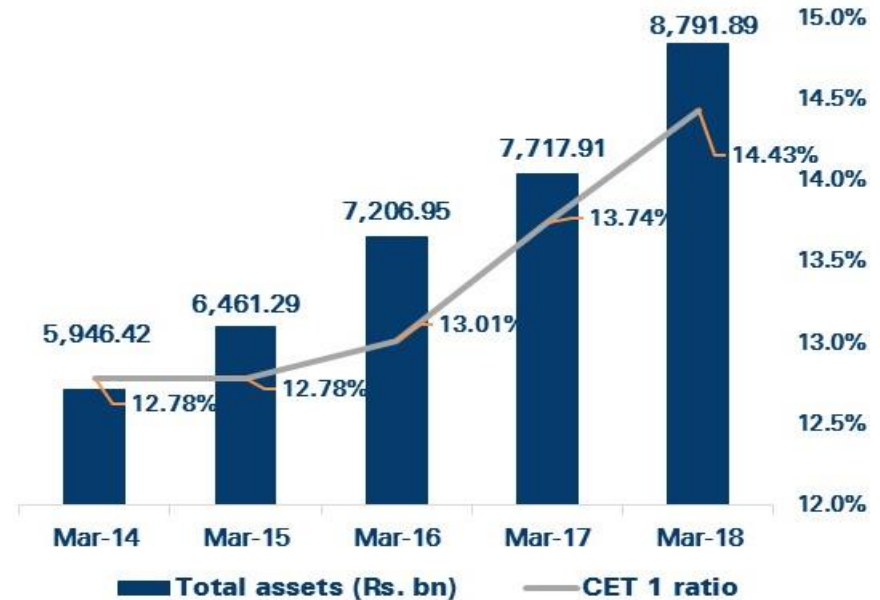


Increased capital efficiency

De-risking the asset book RWA/ average assets



Capital-efficient growth



Total CRAR of 18.42%¹, Tier 1 ratio of 15.92%¹; capital adequacy ratios significantly higher than regulatory requirements

1. After reckoning the impact of recommended dividend



Unlocking of value from subsidiaries

	In ₹ bn, except percentages	Stake sale	Aggregate gains	Market valuation
FY2016	ICICI Life	6.0%	18.64 ¹	325.00 ²
	ICICI General	9.0%	15.10 ¹	172.25 ²
FY2017	ICICI Life	12.63%	56.82	624.39 ³
FY2018	ICICI General	7.00%	20.12	328.00 ³
	ICICI Securities	20.78%	33.20	118.92 ³

Market cap of listed companies more than ₹ 1,000 billion

Since FY2015, an aggregate amount of CAD 295.0 million and USD 75.0 million of equity share capital has been repatriated from ICICI Bank Canada and ICICI Bank UK respectively

1. Pre-tax gains
2. At the time of stake sale
3. At May 4, 2018



Agenda

FY2018: Financial update

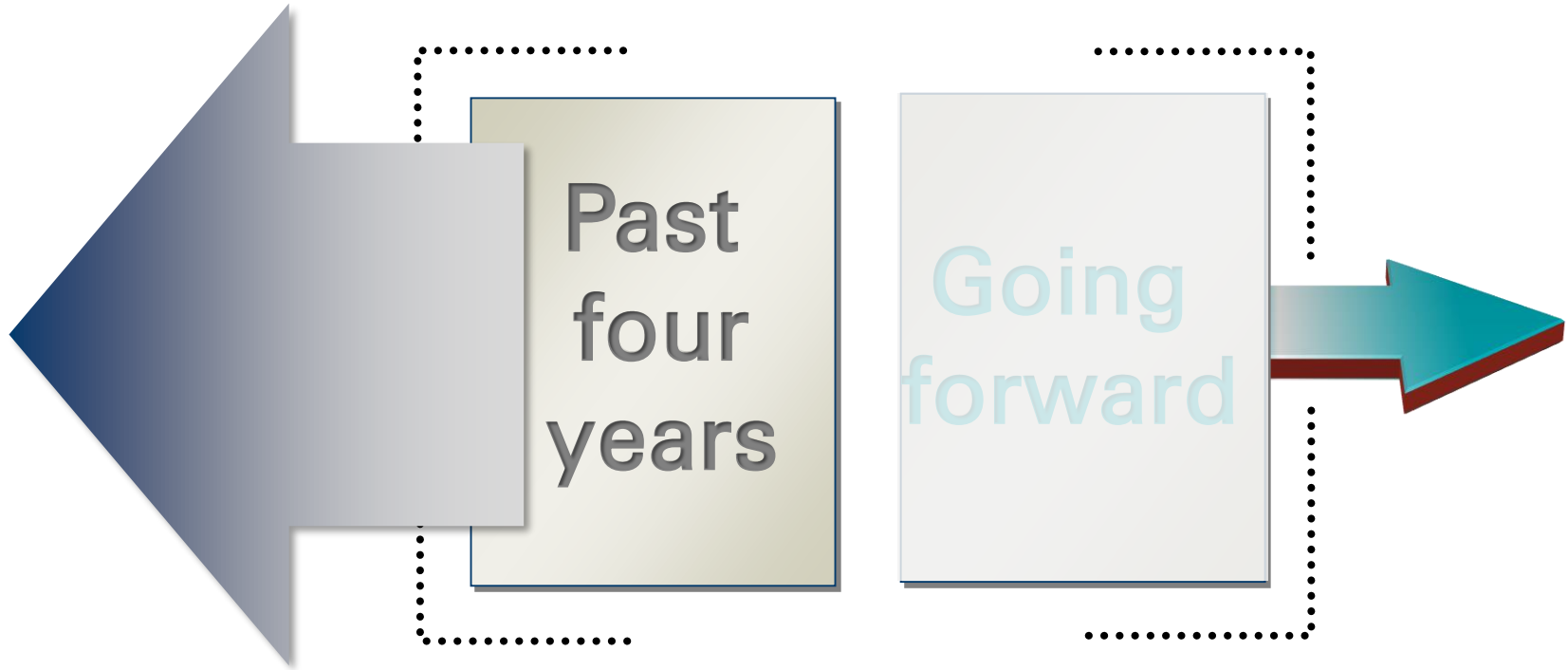
4x4 Agenda

▶ Going forward

ICICI Bank Strategy

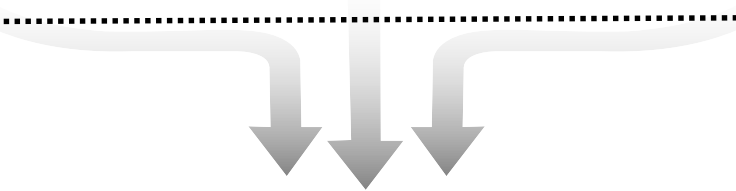


ICICI Bank Strategy



Taking stock

- Significant progress made in de-risking balance sheet
- Steps taken in last four years are expected to impart stability to credit costs as current cycle abates
- Continued to enhance franchise: would support growth in business and core operating profits with increasing granularisation



Well positioned to grow core operating profits while reducing credit costs

ICICI Bank Strategy



Looking ahead: FY2020

Our anchors

GROW

CHANGE

PRESERVE



Looking ahead: the next two years

Focus areas

GROW

- Core operating profits
- Loan portfolio
- Beyond banking: financial services

CHANGE

- Corporate lending: new approach
- Portfolio mix
- Asset quality
- Provision coverage

PRESERVE

- Robust funding base
- Digital leadership



Preserve

Robust funding franchise

- Maintain average CASA ratio of about 45%
- Maintain proportion of retail to total deposits at over 70%

Digital leadership

- Best in-class digital offerings for customers
- Continue to automate internal processes for increased efficiency



Change

Corporate lending: new approach

- Hard limit on borrower groups based on rating and track record
- Group limits (other than selected highly rated Indian and global conglomerates) substantially lower than the regulatory limits

Portfolio mix in March 2020

- Retail loans as a % of total loans would be over 60.0%
- Proportion of overseas loan portfolio in total loans would reduce to below 10.0%

Net NPA ratio to reduce to below 1.5% at March 2020

Provision coverage ratio of over 70% at March 2020



Grow

- Drive growth in core operating profits
- Domestic loan growth of above 15%
- Retail loan growth of above 20%; growth of
 - 35% in business banking
 - Over 40% in personal loans and credit cards
 - 15% in mortgages
- Drive Group synergy: Insurance, asset management & securities businesses to focus on savings and protection opportunities along with market leadership and value creation



Targeting growth with quality and sustainability

Consolidated RoE of 15% by June 2020



Thank you



Loans under RBI schemes¹

December 2017	Standard restructured	Drilldown	Others	Total
Strategic debt restructuring (SDR)				
- Implemented	3.27	24.59	3.62	31.48
- Invoked	-	-	0.71	0.71
Change in management outside SDR³				
- Implemented	-	63.99	-	63.99
- Invoked	-	-	6.06	6.06
Flexible restructuring under the 5/25 scheme				
- Implemented		24.78 ²	1.97	26.75
S4A implemented⁴	0.94	-	5.88	6.82

1. Excludes NPA
2. Loans aggregating ₹ 17.26 billion also under SDR or change in management outside SDR
3. Including project under implementation
4. Represents loans, credit substitutes and shares under S4A package

Loans under RBI resolution schemes: slide 22



ICICI Home Finance

₹ billion	March 31, 2017	December 31, 2017	March 31, 2018
Loans and advances	89.73	94.47	96.46
Capital adequacy ratio	27.0%	24.5%	23.8%
Net NPA ratio	0.75%	2.20%	2.14%

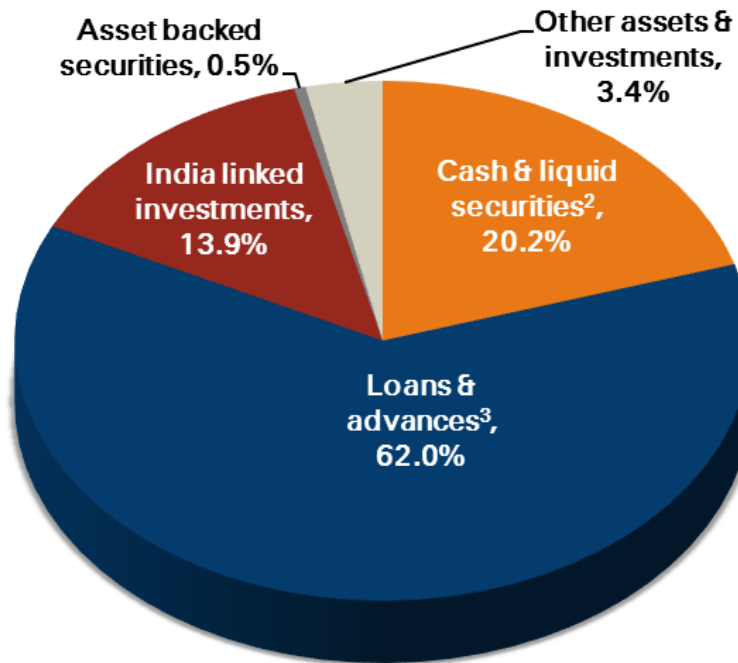


Other subsidiaries: slide 36



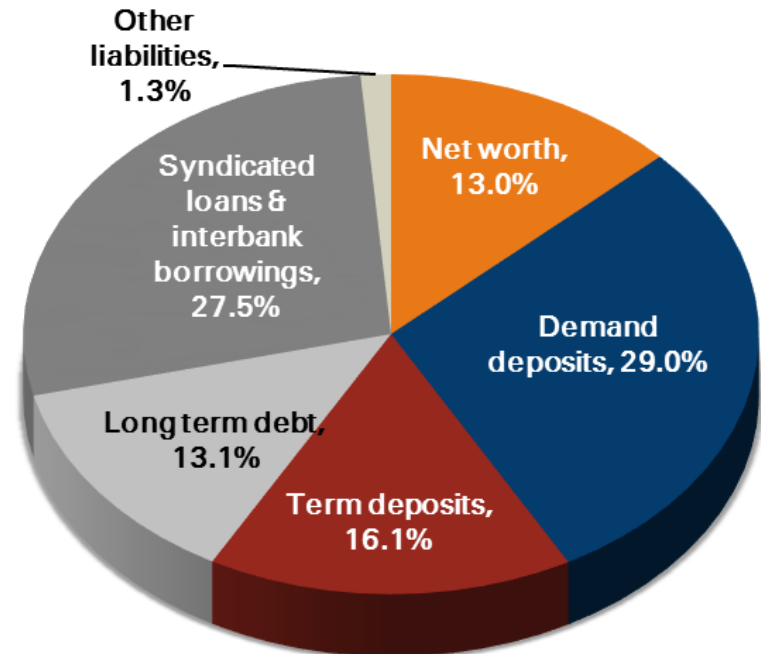
ICICI Bank UK¹

Asset profile



Total assets: USD 3.9 bn

Liability profile



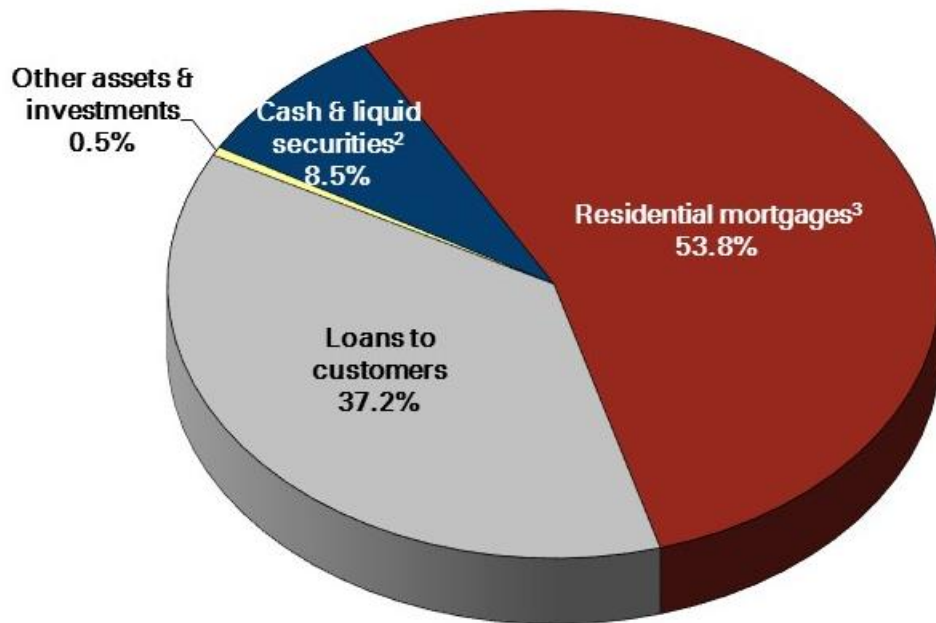
Total liabilities: USD 3.9 bn

1. At March 31, 2018
2. Includes cash & advances to banks, T Bills
3. Includes securities re-classified to loans & advances



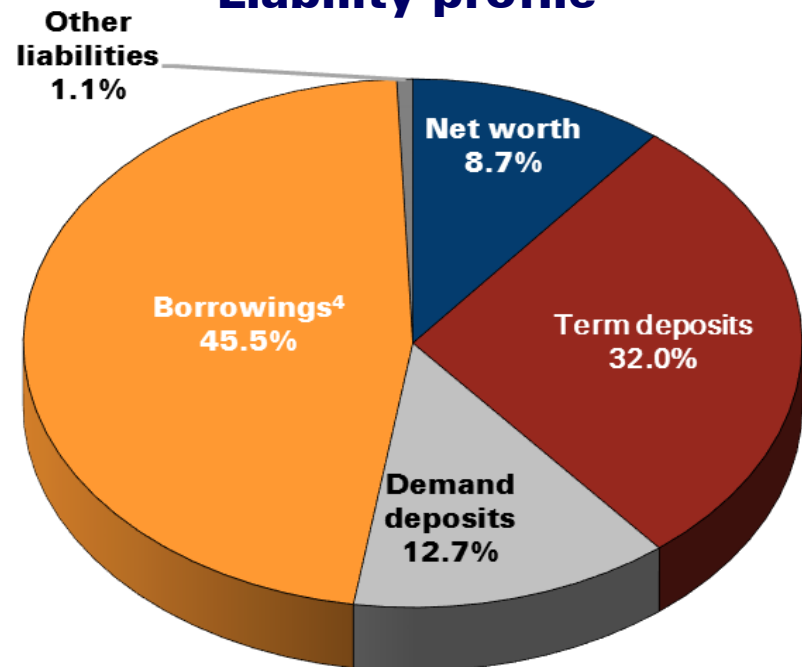
ICICI Bank Canada¹

Asset profile



Total assets: CAD 6.3 bn

Liability profile



Total liabilities: CAD 6.3 bn

1. At March 31, 2018
2. Includes cash & placements with banks and government securities
3. Based on IFRS, securitised insured portfolio of CAD 2,832.2 mn considered as part of residential mortgage portfolio at March 31, 2018
4. As per IFRS, proceeds of CAD 2,802.2 mn from sale of securitised portfolio considered as part of borrowings at March 31, 2018



ICICI Bank Canada key performance highlights: slide 38



Standalone capital adequacy

Basel III	March 31, 2017		March 31, 2018 ¹	
	₹ billion	%	₹ billion	%
Total capital	1,086.66	17.39%	1,169.78	18.42%
- Tier I	897.25	14.36%	1,010.64	15.92%
- of which: CET1	858.39	13.74%	915.87	14.43%
- Tier II	189.41	3.03%	159.14	2.50%
Risk weighted assets	6,248.02		6,349.08	
- On balance sheet	5,344.11		5,562.03	
- Off balance sheet	903.91		787.05	

1. After reckoning the impact of recommended dividend

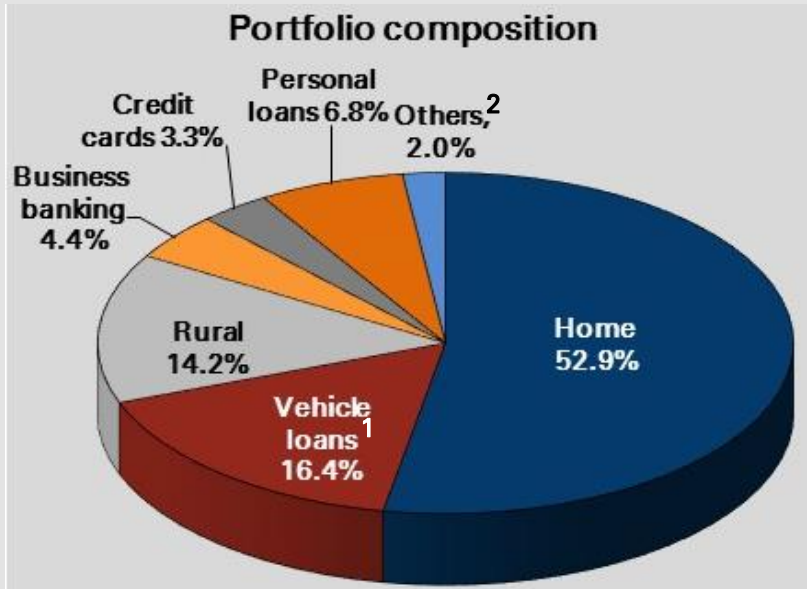
Consolidated capital adequacy

Basel III	March 31, 2017	March 31, 2018 ¹
	%	%
Total capital	17.26%	17.90%
- Tier I	14.39%	15.56%
- Tier II	2.87%	2.34%

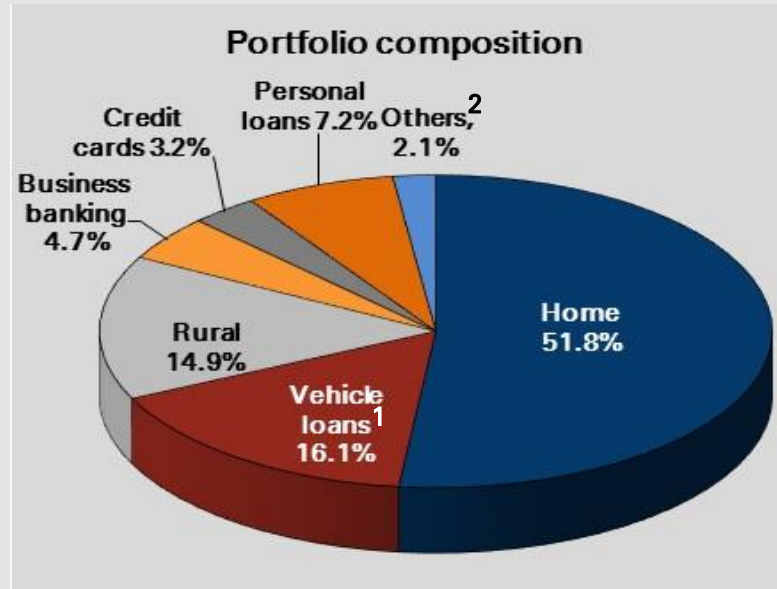
1. After reckoning the impact of recommended dividend



Composition of retail loan portfolio



Total retail loans at ₹ 2,740 billion at Dec 31, 2017



Total retail loans at ₹ 2,899 billion at Mar 31, 2018

- Vehicle loans at March 31, 2018 include auto loans: 10.0% (December 31, 2017: 10.3%), commercial business: 6.0% (December 31, 2017: 6.0%) and two-wheeler loans: 0.1% (December 31, 2017: 0.1%)
- Others at March 31, 2018 include dealer funding: 1.3% (December 31, 2017: 1.3%) and loan against securities: 0.8% (December 31, 2017: 0.7%)

◀ Balance sheet: assets



Composition of borrowings

₹ billion	March 31, 2017	December 31, 2017	March 31, 2018
Domestic	672.08	775.22	1,014.64
- Capital instruments ¹	345.90	295.38	318.34
- Other borrowings	326.17	479.84	696.30
- <i>Long term infrastructure bonds</i>	<i>172.55</i>	<i>194.92</i>	<i>194.94</i>
Overseas ²	803.48	806.54	813.95
- Capital instruments	-	-	-
- Other borrowings	803.48	806.54	813.95
Total borrowings²	1,475.56	1,581.76	1,828.59

1. Includes preference share capital of ₹ 3.50 billion which was redeemed on April 20, 2018
2. Including impact of exchange rate movement

Raised ₹ 40.00 billion by way of issuance of Additional Tier-1 bonds in Q4-2018



Balance sheet: liabilities



Extensive franchise

Branches	At Mar 31, 2015	At Mar 31, 2016	At Mar 31, 2017	At Mar 31, 2018	% share at Mar 31, 2018
Metro	1,011	1,159	1,287	1,289	26.5%
Urban	933	997	1,050	1,052	21.6%
Semi urban	1,217	1,341	1,442	1,449	29.8%
Rural	889	953	1,071	1,077	22.1%
Total branches	4,050	4,450	4,850	4,867	100.0%
Total ATMs	12,451	13,766	13,882	14,367	-

