

# Q2-2021: Performance review

October 31, 2020

Certain statements in this release relating to a future period of time (including inter alia concerning our future business plans or growth prospects) are forward-looking statements intended to qualify for the 'safe harbor' under applicable securities laws including the US Private Securities Litigation Reform Act of 1995. Such forward looking statements involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. These risks and uncertainties include, but are not limited to statutory and regulatory changes, international economic and business conditions, political or economic instability in the jurisdictions where we have operations, increase in non-performing loans, unanticipated changes in interest rates, foreign exchange rates, equity prices or other rates or prices, our growth and expansion in business, the adequacy of our allowance for credit losses, the actual growth in demand for banking products and services, investment income, cash flow projections, our exposure to market risks, changes in India's sovereign rating, and the impact of the Covid-19 pandemic which could result in fewer business opportunities, lower revenues, and an increase in the levels of non-performing assets and provisions, depending inter alia upon the period of time for which the pandemic extends, the remedial measures adopted by governments and central banks, and the time taken for economic activity to resume at normal levels after the pandemic, as well as other risks detailed in the reports filed by us with the United States Securities and Exchange Commission. Any forward-looking statements contained herein are based on assumptions that we believe to be reasonable as of the date of this release. ICICI Bank undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof. Additional risks that could affect our future operating results are more fully described in our filings with the United States Securities and Exchange Commission. These filings are available at www.sec.gov.



# Highlights for Q2-2021



# Key highlights for Q2-2021 (1/2)

- Core operating profit<sup>1</sup>
  - 18.1% y-o-y growth in core operating profit to ₹ 77.19 billion

### Strong deposit growth

- Average savings account deposits increased by 15.4% y-o-y
- Average current account deposits increased by 20.7% y-o-y
- Total deposits increased by 19.6% y-o-y at September 30, 2020

### Loan growth

- Domestic loans grew by 10.3% y-o-y and 4.5% q-o-q
- Retail loan book grew by 12.8% y-o-y and 6.2% q-o-q
- Non-India linked corporate portfolio<sup>2</sup> declined by 48.3% y-o-y and 19.6% q-o-q



- Profit before provision and taxes, excluding treasury income
- 2. Includes fund and non-fund based outstanding of overseas branches, net of cash/bank/insurance backed lending

# Key highlights for Q2-2021 (2/2)

### Asset quality

- Provision coverage ratio increased further to 81.5% at September 30, 2020
- Covid-19 related provisions of ₹87.72 billion at September 30, 2020
  - On a prudent basis, the Bank made provisions of ₹ 4.97 billion in Q2-2021 on loans of ₹ 14.10 billion which were not classified as NPA pursuant to the Supreme Court's interim order
- Expect normalisation of credit costs in FY2022 based on current expectations of economic activity and portfolio trends
- The Bank raised ₹ 150 billion of equity capital through a QIP¹
- Capital adequacy substantially strengthened with CET1<sup>2</sup> ratio of 16.54%<sup>3</sup>
- Profit after tax of ₹ 42.51 billion (Q2-2020: ₹ 6.55 billion<sup>4</sup>)



- 1. Qualified institutions placement
- 2. Common equity tier 1
- Includes profits for H1-2021
- 4. Includes impact of one-time additional charge due to re-measurement of accumulated deferred tax asset at the revised marginal tax rate

# Operating performance



### **P&L trends: Q2-2021**

### Net interest margin (NIM)

3.57% in Q2-2021

(Q1-2021: 3.69%, Q2-2020: 3.64%)

### **Operating expenses**

Decline of 4.6% y-o-y to ₹ 51.33 billon

### Fee income

Growth of 49.2% q-o-q to ₹ 31.39 billon

### Core operating profit to average assets

2.72% in Q2-2021

(Q1-2021: 2.58%, Q2-2020: 2.71%)

### **Provisions**

Provisions, other than Covid-19 related, were ₹ 24.98 billon

### Profit before tax

20.6% y-o-y growth to ₹ 52.66 billion



# **Profit & loss statement**

(₹ billion)	FY	Q2-	H1-	Q1-	Q2-	H1-	Q2-o-Q2
	2020	2020	2020	2021	2021	2021	growth
Net interest income <sup>1</sup>	332.67	80.57	157.94	92.80	93.66	186.46	16.2%
Non-interest income	151.56	38.54	71.01	23.80	34.86	58.66	(9.5)%
- Fee income	137.11	34.78	<i>65.17</i>	21.04	31.39	<i>52.43</i>	(9.7)%
- Dividend income from subsidiaries	12.73	3.77	5.68	1.87	3.34	5.21	(11.4)%
- Others	1.72	(0.01)	0.16	0.89	0.13	1.02	-
Core operating income	484.23	119.11	228.95	116.60	128.52	245.12	7.9%
Operating expenses	216.15	53.78	102.52	46.46	51.33	97.79	(4.6)%
- Employee expenses	82.71	21.41	40.94	21.66	19.67	41.33	(8.1)%
- Non-employee expenses	133.44	32.37	61.58	24.80	31.66	<i>56.46</i>	(2.2)%
Core operating profit	268.08	65.33	126.43	70.14	77.19	147.33	18.1%



Includes interest on income tax refund of ₹ 0.26 bn in Q2-2021 and ₹ 0.50 bn in H1-2021 (FY2020: ₹ 2.70 bn, Q2-2020: ₹ 0.42 bn, H1-2020: ₹ 2.26 bn, Q1-2021: ₹ 0.24 bn)

### **Profit & loss statement**

(₹ billion)	FY2020	Q2-2020	H1-2020	Q1-2021	Q2-2021	H1-2021	Q2-o-Q2
							growth
Core operating profit	268.08	65.33	126.43	70.14	77.19	147.33	18.1%
Treasury income	12.93	3.41	5.20	37.63 <sup>1</sup>	5.42 <sup>2</sup>	43.05 <sup>1,2</sup>	58.9%
Operating profit	281.01	68.74	131.63	107.77	82.61	190.38	20.2%
Covid-19 related provisions	27.25	-	-	55.50	4.97	60.47	-
Other provisions	113.28	25.07	60.03	20.44	24.98	45.42	(0.4)%
Profit before tax	140.48	43.67	71.60	31.83	52.66	84.48	20.6%
Tax	61.17 <sup>4</sup>	37.12 <sup>3</sup>	45.97 <sup>3</sup>	5.84	10.15	15.98	(72.7)%
Profit after tax	79.31	6.55	25.63	25.99	42.51	68.50	-

Segment-wise PBT: slide 49

Consolidated P&L: slides 50-51



- 1. Includes profit of ₹ 30.36 billion from sale of 1.5% shareholding in ICICI Life and 4.0% sale of shareholding in ICICI General
- 2. Includes profit of ₹ 3.05 billion from sale of 2.0% shareholding in ICICI Securities
- 3. Includes impact of one-time additional charge due to re-measurement of accumulated deferred tax asset at the revised marginal tax rate
- 4. The impact of the change in marginal tax rate including the one-time additional charge due to re-measurement of accumulated deferred tax asset and the tax expense at lower rate for FY2020 was ₹ 13.91 billion

# **Key ratios**

Percent	FY 2020	Q2- 2020	H1- 2020	Q1- 2021	Q2- 2021	H1- 2021
Net interest margin <sup>1</sup>	3.73	3.64	3.63	3.69	3.57	3.63
Cost to income	43.5	43.9	43.8	37.5 <sup>2</sup>	39.22	38.4 <sup>2</sup>
Provisions/core operating profit	42.34	38.4	47.5	<b>29.1</b> <sup>3</sup>	<b>32.4</b> <sup>3</sup>	30.8 <sup>3</sup>
Provisions/average advances	1.864	1.67	2.03	1.30 <sup>3</sup>	1.58 <sup>3</sup>	1.44 <sup>3</sup>
Core operating profit/average assets	2.75	2.71	2.65	2.58	2.72	2.65
Return on average assets <sup>4</sup>	0.81	0.27	0.54	0.95	1.50	1.23
Standalone return on equity <sup>4</sup>	7.1	2.4	4.7	8.9	13.2	11.0
Consolidated return on equity <sup>4</sup>	8.1	3.9	6.3	10.0	14.2	12.1
Weighted average EPS (₹) <sup>4</sup>	12.3	4.0	7.9	16.1	25.2	20.8
Book value (₹)	180.0	171.4	171.4	183.2	199.6	199.6

Yield, cost and margin: slide 52







Includes interest on income tax refund of ₹ 0.26 bn in Q2-2021 and ₹ 0.50 bn in H1-2021 (FY2020: ₹ 2.70 bn, Q2-2020: ₹ 0.42 bn, H1-2020: ₹ 2.26 bn, Q1-2021: ₹ 0.24 bn)

Excludes gain on sale of stake in subsidiaries

- 4. Annualised for all interim periods

# Balance sheet growth



# Healthy funding profile

(₹ billion)	Sep 30, 2019	Jun 30, 2020	Sep 30, 2020	Y-o-Y growth	% share at Sep 30, 2020
CASA	3,250.00	3,406.16	3,645.80	12.2%	43.8%
- Current	944.31	957.80	1,075.17	13.9%	12.9%
- Savings	2,305.69	2,448.36	2,570.63	11.5%	30.9%
Term	3,712.73	4,610.07	4,683.56	26.1%	56.2%
Total deposits	6,962.73	8,016.22	8,329.36	19.6%	100.0%
	Q2-2020	Q1-2021	Q2-2021		
Average CASA ratio	42.2%	41.0%	40.3%	-	-
Cost of deposits	5.06%	4.53%	4.22%	-	-

20.7% y-o-y growth in average CA and 15.4% y-o-y growth in average SA in Q2-2021



Balance sheet-liabilities: slide 54-55

Consolidated balance sheet: slide 56



Extensive franchise: slide 57

# Loan portfolio

(₹ billion)	Sep 30, 2019	Jun 30, 2020	Sep 30, 2020	Y-o-Y growth	% share at Sep 30, 2020
Advances	6,133.59	6,312.15	6,526.08	6.4%	100.0%
- Domestic book	5,533.24	5,841.87	6,102.79	10.3%	93.5%
- Retail	3,809.66	4,045.76	4,295.81	12.8%	65.8%
- SME <sup>1</sup>	190.64	208.57	233.41	22.4%	3.6%
- Corporate and others <sup>2</sup>	1,532.94	1,587.54 <sup>3</sup>	<i>1,573.57</i> <sup>3</sup>	2.7%	24.1%
- Overseas book <sup>4</sup>	600.35	470.27	423.29	(29.5)%	6.5%

- Growth in performing domestic corporate portfolio was 7.2% y-o-y at Sep 30, 2020
- Including non-fund based outstanding, the share of retail portfolio was 53.6% of the total portfolio at Sep 30, 2020

Balance sheet-assets: slides 58-59



Portfolio composition: slide 60

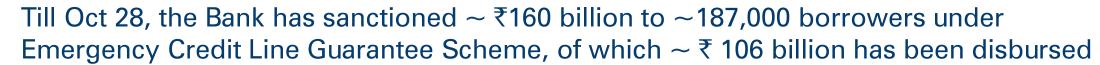




- 1. SME portfolio includes borrowers with turnover less than ₹ 2.50 billion
- 2. Includes SME borrowers with turnover of ₹ 2.50 billion ₹ 7.50 billion
- 3. Excludes investment in high-rated corporate securities under T-LTRO
- 4. Includes impact of exchange rate movement

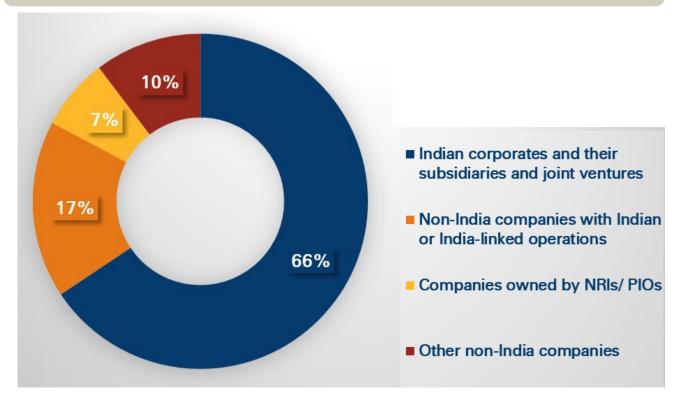
# Retail portfolio

(₹ billion)	Sep 30,	Jun 30,	Sep 30,	Y-o-Y	% share at
	2019	2020	2020	growth	Sep 30, 2020
Mortgage loans	1,907.76	2,011.11	2,117.34	11.0%	49.3%
Vehicle loans	569.12	575.32	597.87	5.1%	13.9%
- Auto finance	315.17	313.41	322.77	2.4%	7.5%
- Commercial business	237.21	247.96	261.52	10.2%	6.1%
- Two wheeler loans	16.74	13.96	13.58	(18.9)%	0.3%
Business banking	227.43	258.72	311.48	37.0%	7.3%
Rural loans	519.20	571.77	616.26	18.7%	14.3%
Personal loans	377.56	439.80	444.91	17.8%	10.4%
Credit cards	146.96	147.29	155.11	5.5%	3.6%
Others	61.63	41.75	52.84	(14.3)%	1.2%
- Dealer funding loans	42.74	26.95	38.39	(10.2)%	0.9%
- Loan against shares and others	18.89	14.80	14.45	(23.0)%	0.3%
Total retail loans <sup>1</sup>	3,809.66	4,045.76	4,295.81	12.8%	100.0%



### Portfolio of overseas branches

Total outstanding<sup>1</sup> at Sep 30, 2020: USD 5.47 billion



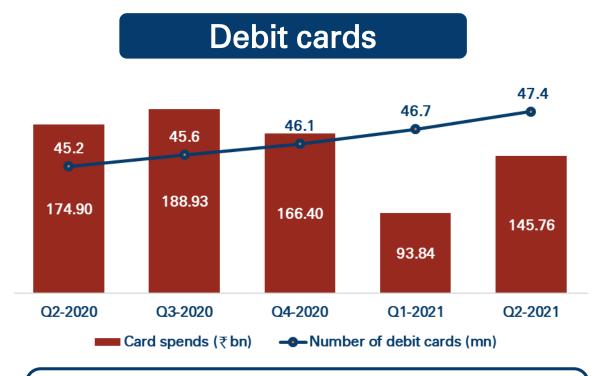
The overseas non-India linked corporate portfolio reduced by 48.3% year-on-year from USD 3.67 billion at Sep 30, 2019 to USD 1.90 at Sep 30, 2020; decreased 19.6% sequentially at Sep 30, 2020

Progressively exiting exposures that are not linked to India, in a planned manner

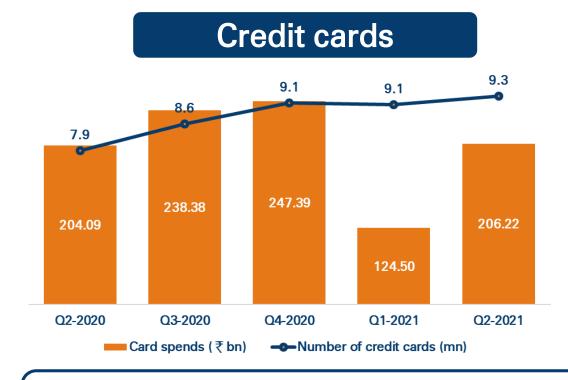
# Technology and digital trends



### Debit and credit cards



Card spends in September 2020 above 90% of pre-Covid levels

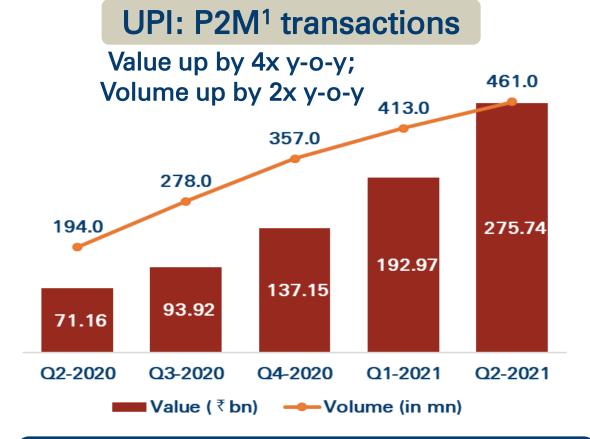


Card spends in September 2020 about 85% of pre-Covid levels



Festive bonanza including attractive offers with leading e-commerce players across multiple product categories from Oct 1-Nov 30, 2020

# **Growth in payments**



Market share by value was 21% in Sep 2020; ranked 3<sup>rd</sup> in the industry

# Electronic toll collections through FASTag



Market share by value was 38% in Sep 2020; ranked 1st in the industry

1. Payments to merchants

# Mobile banking

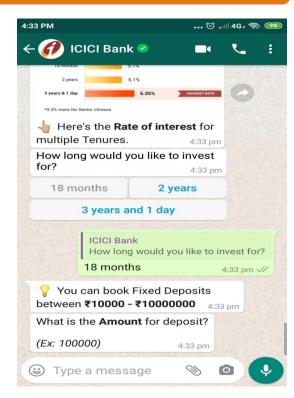
### Transaction volumes (mn)



### WhatsApp banking

Create fixed deposits, pay utility bills and access trade finance services instantly on WhatsApp





### Over 2 million users

Over 90% of savings account transactions<sup>1</sup> in H1-2021 through digital channels<sup>2</sup>

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

# Digital sourcing



Personal loans

53%¹ sourced via digital channels²



**Credit cards** 

**74%**¹ sourced via digital channels²



Term life insurance

**38%**<sup>1</sup> protection policies sold online



**Fixed deposits** 

**61%**<sup>1</sup> sourced via digital channels



**55%**¹ initiated via digital channels

### Video KYC



- Launched in June 2020, to onboard new savings account (including salary accounts), personal loan and credit card customers
- In Sep 2020, ~35% of salary account customers and ~31% of the credit card customers were onboarded using video KYC
- 1. In H1-2021
- 2. Percentage share based on count of customers. Digital includes insta and digitally sourced customers with physical KYC

# Recent digital initiatives

# iStartup 2.0: Instant current accounts for startups



- Instant generation of current account number during incorporation using the Bank's API integration with Ministry of Corporate Affairs
- Access to experts at a discounted price for services such as company registration, taxation, compliance through 'Set-up' concierge
- Offer services like website development, social media marketing to expand business digitally with 'Digital concierge'

# Forex on the move through InstaBIZ





 Forex deal booking solution for small business and corporate customers seamlessly through InstaBIZ platform

iTreasury: An intuitive, unified, oneview digital platform for treasury



# Asset quality trends



## **NPA** trends

(₹ billion)	Sep 30, 2019	Jun 30, 2020	Sep 30, 2020
Gross NPAs <sup>1</sup>	456.39	403.86	389.89
Less: cumulative provisions	347.23	317.11	318.01
Net NPAs <sup>1</sup>	109.16	86.75	71.88
Gross NPA ratio <sup>1</sup>	6.37%	5.46%	5.17%
Net NPA ratio <sup>1</sup>	1.60%	1.23%	1.00%
Provision coverage ratio	76.1%	78.6%	81.5%

- Including loans amounting to ₹ 14.10 billion which were not classified as NPA pursuant to the Supreme Court's interim order, the gross NPA ratio on a proforma basis would have been 5.36% and the net NPA ratio would have been 1.12% at September 30, 2020. On a prudent basis, the Bank made provisions of ₹ 4.97 billion on these loans in Q2-2021
- Net investment in security receipts of ARCs was ₹ 18.80 billion at Sep 30, 2020 (Jun 30, 2020 : ₹ 18.88 billion)
- Net restructured loans were ₹ 3.28 billion at Sep 30, 2020 (Jun 30, 2020 : ₹ 2.94 billion)

1. Based on customer ass

Retail NPAs: slide 61

### **NPA** movement

NPA movement¹ (₹ billion)	FY2020	Q2-2020	Q1-2021	Q2-2021
Opening gross NPA	462.92	457.63	414.09	403.86
Add: gross additions	142.95	24.82	11.60	30.17
- Retail	57.85	13.23	6.02	17.49
- Corporate and SME	<i>85.10</i>	11.59	5.58	12.68
Less: recoveries, upgrades & others	76.73	12.63	7.57	19.45
- Retail	27.20	7.14	4.17	6.83
- Corporate and SME	49.53	5.49	3.40	12.62
Net additions	66.22	12.19	4.03	10.72
Less: write-offs	113.00	13.28	14.26	24.69
: sale of NPAs	2.05	0.15	-	-
Closing gross NPAs	414.09	456.39	403.86	389.89

Pursuant to the Supreme Court's interim order dated Sep 3, 2020, loans
 amounting to ₹ 14.10 billion were not classified as NPA in Q2-2021

1. Based on customer assets

# Corporate and SME: NPA additions<sup>1</sup>

₹billion	Q2-2021
BB and below portfolio	12.12
Of which: Devolvement of non-fund based o/s to existing NPAs	0.98
Borrowers under RBI resolution schemes	2.33
Other BB and below	8.81
Others	0.56
Total corporate and SME gross NPA additions	12.68



# Provisions not considered in provision coverage ratio

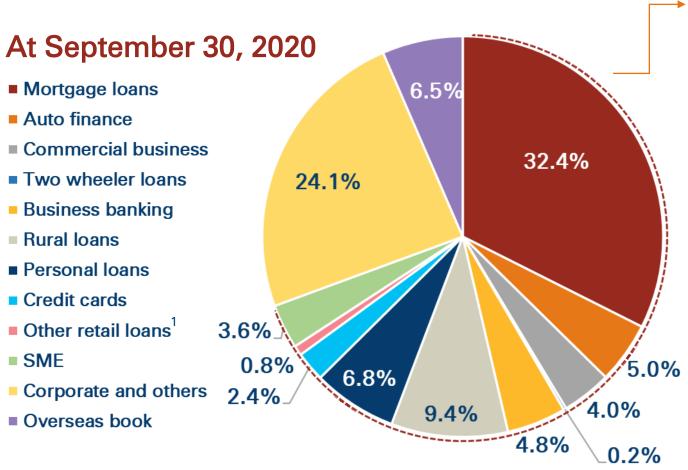
- Provisions of ₹ 147.31 billion (2.26% of outstanding loans) at Sep 30, 2020
  - Provision of ₹87.72 billion related to Covid-19
  - General provision on standard assets and other provisions of ₹ 45.22 billion (other than Covid-19 related)
  - Provision of ₹ 14.37 billion on non-fund based outstanding to NPAs



# Loan portfolio information



# Diversified and granular loan book



65.8% of total loans are retail<sup>2</sup>

Retail portfolio largely secured and built on proprietary data and analytics in addition to bureau checks and well-priced in relation to risk

Focus on granular exposures and higher rated corporates; provide full suite of banking products to corporate clients and their ecosystems



- 1. Includes dealer funding, loan against shares and others
- 2. Including non-fund based outstanding, the share of retail portfolio was 53.6% of the total portfolio at Sep 30, 2020

# Rating profile of overall loan book

Rating category <sup>1,2</sup>	Mar 31, 2017	Mar 31, 2018	Mar 31, 2019	Mar 31, 2020	Jun 30, 2020	Sep 30, 2020
AA- and above	37.2%	42.4%	45.1%	44.4%	45.5%	47.3%
A+, A, A-	19.0%	20.1%	22.0%	25.8%	24.6%	24.3%
A- and above	56.2%	62.5%	67.1%	70.2%	70.1%	71.6%
BBB+, BBB, BBB-	28.7%	27.5%	28.2%	26.6%	26.8%	25.6%
BB and below	9.2%	4.0%	2.2%	1.4%	1.6%	1.5%
Non-performing loans	5.4%	5.4%	2.3%	1.5%	1.3%	1.1%
Unrated	0.5%	0.6%	0.2%	0.3%	0.2%	0.2%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Total net advances (₹ billion)	4,642	5,124	5,866	6,453	6,312	6,526



I. Based on internal ratings

<sup>2.</sup> For retail loans, ratings have been undertaken at the product level

# Mortgage portfolio



Total mortgage portfolio includes home loans  $\sim$ 70%, top-up loans given to existing home loan customers 6%, office premises loans  $\sim$ 5% and loan against property  $\sim$ 19%



Home loan disbursements in August and September higher than pre-Covid levels; supported by seamless onboarding experience and digital sanctions



Launched 'Home Utsav', a virtual property exhibition showcasing real estate projects by renowned developers across key cities. Healthy registrations through exhibition, of which 30% were done digitally



Launched Express Home loans, a user friendly digital platform, to get a provisional sanction letter online by following a few simple steps; facility is available to both new to bank and existing bank customers

70%

~ ₹ 3.5 mn

65%

55%



mortgage customers have liability relationship with the Bank

Average ticket size of home loan

Average loan-tovalue ratio of home loan Average loan-to-value ratio of loan against property

### Vehicle loans

### Auto finance



Auto loan comprises 86% new vehicles and 14% used vehicles



Disbursements continue to rise since June; reached pre-Covid levels in September reflecting the rise in sale of passenger cars

### 50%

New vehicle customers have an existing relationship with the Bank

### 40%

Used vehicle customers have an existing relationship with the Bank

### **Commercial business**



Disbursements grew in Q2-2021 compared to Q1-2021, yet continue to remain below pre-Covid levels

**Growth** attributed to **pent-up demand** and gradual resumption of supply chain + demand from the **rural areas** for agriculture and infrastructure related activities

### 3%

Contribution of top 20 customers in the commercial vehicle portfolio

#### 60%

vintage, well
seasoned and have
witnessed multiple
business cycles



# Rural and personal loan and credit card portfolio

### **Rural loans**

Gold loans and kisan credit cards comprise 3% each of the total loan book; overall micro finance loans are negligible





Disbursements across portfolio crossed pre-Covid levels in Aug and Sep driven by gold loans







Satellite data used to measure parameters for land, irrigation, crop patterns in combination with demographic and financial parameters for expeditious lending decisions; credit assessment done in a few days compared to 15 days earlier

### Personal loans and credit cards



Disbursements in personal loans grew in Q2-2021 compared to Q1-2021, yet continue to remain below pre-Covid levels



Credit card spends recovered to about 85% of pre-Covid levels in September led by spends in health & wellness, electronics and e-commerce

70%
Portfolio to existing customers

85%
Portfolio
comprises of
salaried
individuals

75%
Of salaried
customers from well
rated corporates,
MNCs, and
government entities

# SME and business banking portfolio



Focus on parameterised and programme based lending, digital channels, granularity, collateral and robust monitoring; well diversified portfolio across sectors and geographies



Customer sourcing in SME portfolio largely through the internal channels of branches, wealth management and private banking



Primary collateral in the business banking portfolio in the form of charge on current assets and backed by self-occupied residential or commercial or industrial property



Average daily credit summations in the overdraft accounts of the SME and business banking customers in aggregate have reached pre-Covid levels in Sep

### ₹ 100 million

average ticket size of the incremental sanctions in SME

### ₹ 10-15 mn

Average ticket size of business banking loan

#### 85%

Of business banking book fully collateralized with a collateral cover of >100%



# Corporate and SME: BB and below

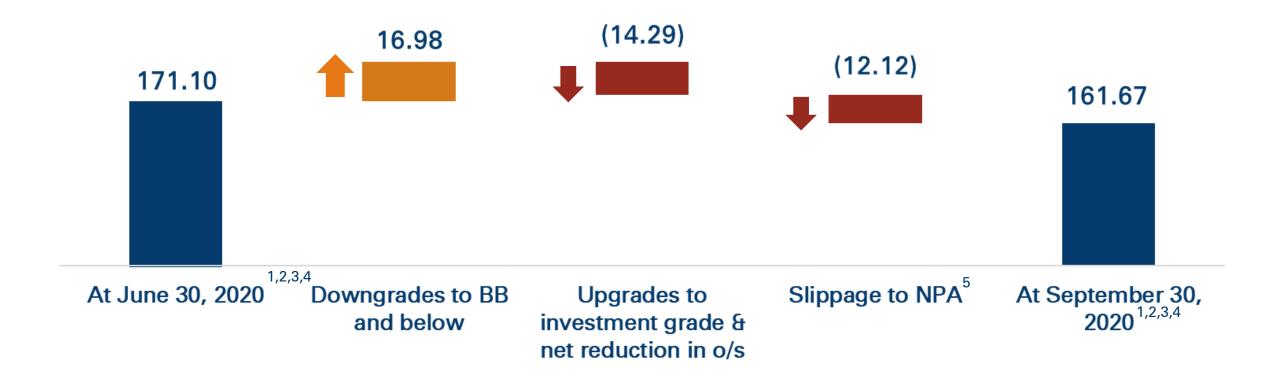
₹ billion	Sep 30, 2019	Jun 30, 2020	Sep 30, 2020
BB and below outstanding <sup>1,2,3</sup>	160.74	171.10	161.67
- Fund and non-fund o/s to restructured loans	2.24	1.68	2.08
- Non-fund o/s to non-performing loans <sup>4</sup>	33.71	48.29	42.38
- Borrowers under RBI resolution schemes <sup>5</sup>	39.29	14.60	12.35
- Other borrowers with o/s greater than ₹ 1.00 bn <sup>5</sup>	46.62	70.69	68.45
- Other borrowers with o/s less than ₹ 1.00 bn <sup>5</sup>	38.88	35.84	36.41

- Other than two accounts, one each in telecom and construction sectors, the
  maximum single borrower outstanding in the BB and below portfolio was less than ₹
  6 billion at Sep 30, 2020
  - 1. Excludes banks
  - 2. Excludes investments
  - 3. Excludes fund-based outstanding to NPAs
  - 4. Provisions of ₹ 14.37 billion were held against non-fund o/s to non-performing loans at Sep 30, 2020 (Sep 30, 2019: ₹ 13.43 billion; Jun 30, 2020: ₹ 13.98 billion)
  - 5. Fund-based and non-fund based outstanding



# Movement in Corporate and SME BB and below in Q2-2021

(₹ billion)

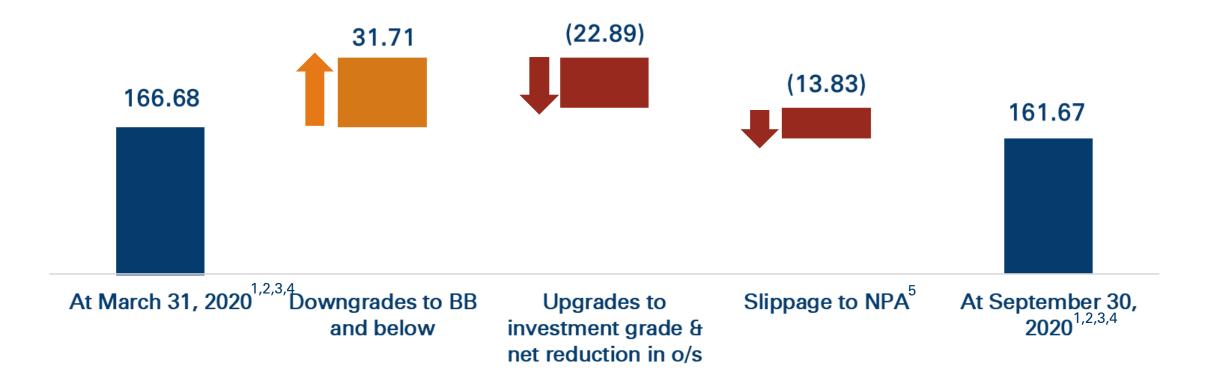




- 1. Fund-based and non-fund based outstanding
- Excludes banks
- 3. Excludes investments
- 4. Excludes fund-based outstanding to NPAs
- 5. Includes devolvement of non-fund based outstanding to existing NPAs

# Movement in Corporate and SME BB and below in H1-2021

(₹ billion)





- 1. Fund-based and non-fund based outstanding
- 2. Excludes banks
- 3. Excludes investments
- 4. Excludes fund-based outstanding to NPAs
- 5. Includes devolvement of non-fund based outstanding to existing NPAs

# Exposure to power sector

(₹ billion)	Sep 30, 2019	Jun 30, 2020	Sep 30, 2020	Share at Sep 30, 2020 (%)
Borrowers classified as NPA or part of BB and below portfolio <sup>1</sup>	110.36	86.83	86.43	25.8%
Other borrowers	223.70	267.63	248.89	74.2%
Total	334.06	354.46	335.32	100.0%

 Of the other borrowers aggregating ₹ 248.89 billion, excluding exposure to State Electricity Boards, ~81% was rated A- and above





# NBFCs, HFCs and builder portfolio

Outstanding (₹ billion)	Sep 30, 2019	Jun 30, 2020	Sep 30, 2020
NBFCs <sup>1</sup>	265.78	300.65	363.35
HFCs <sup>1</sup>	141.31	140.97	137.96
Builder portfolio (construction finance, lease rental discounting, term loans and working capital loans)	225.15	218.48	231.86

- Proportion of the NBFC and HFC portfolio internally rated BB and below or nonperforming at Sep 30, 2020 was about 1%
- About 12% of the builder portfolio at Sep 30, 2020 was either internally rated BB and below internally or classified as non-performing



# Reduction in concentration risk

Details	Mar 31, 2017	Mar 31, 2018	Mar 31, 2019	Mar 31, 2020	Jun 30, 2020	Sep 30, 2020
Exposure to top 20 borrowers <sup>1</sup> as a % of total exposure	12.4%	12.5%	10.8%	11.0%	10.8%	10.8%
Exposure to top 10 groups as a % of total exposure	16.8%	14.3%	13.6%	12.1%	12.1%	12.4%

 Hard limit on borrower groups based on turnover and track record, lower than the regulatory limits



1. Excludes banks 39

# Capital



# Strong capital position

	Jun 30,	2020 <sup>1</sup>	Sep 30, 2020 <sup>2</sup>		
	(₹ billion)	%	(₹ billion)	%	
Total capital	1,222.33	16.00%	1,371.58	18.47%	
- Tier I	1,115.88	14.61%	1,264.13	17.02%	
- of which: CET1	1,014.68	13.29%	1,163.96	15.67%	
- Tier II	106.45	1.39%	107.45	1.45%	
Risk weighted assets	7,635.83		7,428.65		
- On balance sheet	6,764.69		6,621.24		
- Off balance sheet	871.14		807.41		

- Including profits for H1-2021, CET1 ratio was 16.54%, Tier I ratio was 17.89% and total capital adequacy ratio was 19.33%
- Capital adequacy ratios well above the minimum regulatory requirement of CET1 ratio of 7.58%, Tier I ratio of 9.08% and total capital adequacy ratio of 11.08%
- During Q2-2021, the Bank raised ₹ 150 billion of equity capital through a QIP
  - 1. Excluding profits for Q1-2021
  - 2. Excluding profits for H1-2021

# Subsidiaries



## Profit after tax of subsidiaries

Profit after tax (₹ billion)	FY2020	Q2-2020	Q1-2021	Q2-2021
ICICI Prudential Life Insurance	10.69	3.02	2.88	3.03
ICICI Lombard General Insurance	11.94	3.08	3.98	4.16
ICICI Prudential Asset Management <sup>1</sup>	10.46	3.05	2.57	2.82
ICICI Securities (Consolidated) <sup>1</sup>	5.42	1.35	1.93	2.78
ICICI Securities Primary Dealership <sup>1,2</sup>	3.31	1.40	3.46	0.26
ICICI Home Finance <sup>1</sup>	0.003	(0.61)	0.01	0.02
ICICI Venture	0.13	(0.04)	0.26	(80.0)
ICICI Bank UK (USD million)	23.2	11.9	5.0	4.9
ICICI Bank Canada (CAD million)	40.6	14.2	4.8	5.1

Details on subsidiaries: slides 64-69



- 1. As per Ind AS
- 2. Represents total comprehensive income
- 3. Insignificant amount

### Insurance subsidiaries

#### **ICICI Prudential Life Insurance**

- VNB¹ was ₹ 4.01 billion in Q2-2021, at a similar level compared to Q2-2020; VNB margins increased from 21.7% in FY2020 to 27.4% in Q2-2021
- Embedded value was ₹ 257.11 billion at Sep 30, 2020 (Sep 30, 2019: ₹ 226.80 billion)
- Protection annualised premium equivalent was ₹ 2.32 billion in Q2-2021 compared to ₹ 2.83 billion in Q2-2020
- New business premium was ₹ 29.57 billion in Q2-2021 compared to ₹ 29.26 billion in Q2-2020

#### **ICICI Lombard General Insurance**

- GDPI<sup>2</sup> grew by 8.0% y-o-y to ₹ 31.89 billion in Q2-2021 from to ₹ 29.53 billion in Q2-2020
- Combined ratio was 99.7% in Q2-2021 compared to 102.6% in Q2-2020



- Value of New Business
- 2. Gross Direct Premium Income

# Environmental, Social and Governance initiatives



### **ESG at ICICI Bank**

**Purpose** 

Building a sustainable and responsible business and creating a positive impact on the economy, society and the environment



#### **Environment**

- Evaluating opportunities for lending to positive impact sectors; funded new renewable energy projects during the year
- Addition of 8 KWp of rooftop solar capacity; total 2.9 MWp of onsite renewable energy capacity at Bank's premises





#### Social

- Reached out to 551 districts across all states and UTs in the fight against Covid-19
- Focus on digital medium for skill development by ICICI Foundation
- Empowering rural women entrepreneurs; credit provided to 7.4 million women through 570,000 SHGs till September 30, 2020



#### Governance

- Board-approved Environment, Social and Governance Framework
- Majority independent Board to oversee critical areas and functions of executive management
- Separation of Board's supervisory role from the executive management



# Thank you

# Additional financial information



# Unconsolidated segment-wise PBT

Profit before tax (₹ billion)	FY2020	Q2-2020	H1-2020	Q1-2021	Q2-2021	H1-2021
Retail	89.93	25.69	45.37	27.59	30.12	57.71
Wholesale	9.27	5.13	0.09	10.16	6.84	17.00
Treasury	50.55	11.39	22.15	48.89	20.16	69.04
Others	5.83	1.46	3.99	0.69	0.51	1.20
Unallocated	$(15.10)^1$	-	-	$(55.50)^1$	(4.97)	(60.47)
Total	140.48	43.67	71.60	31.83	52.66	84.48



# Consolidated profit & loss statement

(₹ billion)	FY2020	Q2-2020	H1-2020	Q1-2021	Q2-2021	H1-2021	Q2-o-Q2 growth
Net interest income	401.70	97.72	191.29	110.76	112.81	223.57	15.4%
Non-interest income	649.50	163.19	298.22	155.16	170.96	326.12	4.8%
- Fee income	162.59	40.95	77.92	28.73	39.96	68.69	(2.4)%
- Premium income	455.01	112.36	205.03	85.25	118.05	203.30	5.1%
- Other income	31.90	9.88	15.27	<i>41.18</i> <sup>1</sup>	<i>12.95</i> <sup>2</sup>	<i>54.13</i> <sup>1,2</sup>	31.1%
Total income	1,051.20	260.91	489.51	265.92	283.77	549.69	8.8%
Operating expenses	715.18	177.27	328.20	143.00	184.54	327.54	4.1%
Operating profit	336.02	83.64	161.31	122.92	99.23	222.15	18.6%



<sup>.</sup> Includes profit of ₹ 27.16 billion from sale of 1.5% shareholding in ICICI Life and 4.0% sale of shareholding in ICICI General

# Consolidated profit & loss statement

(₹ billion)	FY2020	Q2-2020	H1-2020	Q1-2021	Q2-2021	H1-2021	Q2-o-Q2 growth
Operating profit	336.02	83.64	161.31	122.92	99.23	222.15	18.6%
Covid-19 related provisions	27.25	-	-	55.50	4.97	60.47	-
Other provisions	122.89	27.26	62.84	21.55	25.53	47.08	(6.3)%
Profit before tax	185.88	56.38	98.47	45.87	68.73	114.60	21.9%
Tax	73.63 <sup>1</sup>	40.54 <sup>1</sup>	53.49	10.00	14.47	24.47	(64.3)%
Minority interest	16.59	4.53	8.53	4.69	5.44	10.13	20.1%
Profit after tax	95.66	11.31	36.45	31.18	48.82	80.00	-





<sup>1.</sup> Includes impact of one-time additional charge due to re-measurement of accumulated deferred tax asset at the revised marginal tax rate

# Yield, cost and margin

Movement in yield, costs & margins (Percent) <sup>1</sup>	FY2020	Q2-2020	H1-2020	Q1-2021	Q2-2021	H1-2021
Yield on total interest-earning assets	8.38	8.39	8.40	7.93	7.47	7.70
- Yield on advances	9.45	9.52	9.44	9.30	8.88	9.09
Cost of funds	5.09	5.19	5.21	4.61	4.35	4.48
- Cost of deposits	4.96	5.06	5.07	4.53	4.22	4.37
Net interest margin	3.73	3.64	3.63	3.69	3.57	3.63
- Domestic	4.01	3.92	3.92	3.91	3.72	3.81
- Overseas	0.35	0.41	0.37	0.33	0.26	0.29

1. Includes interest on income tax refund of ₹ 0.26 bn in Q2-2021 and ₹ 0.50 bn in H1-2021 (FY2020: ₹ 2.70 bn, Q2-2020: ₹ 0.42 bn, H1-2020: ₹ 2.26 bn, Q1-2021: ₹ 0.24 bn)



slide 10

<sup>1.</sup> Annualised for all interim periods

# Key ratios (consolidated)

Percent	FY2020	Q2-2020	H1-2020	Q1-2021	Q2-2021	H1-2021
Weighted average EPS <sup>1</sup>	14.8	7.0	11.3	19.3	28.9	24.2
Book value (₹)	190	181	181	195	212	212



1. Annualised for all interim periods

### **Balance sheet: liabilities**

(₹ billion)	Sep 30, 2019	Jun 30, 2020	Sep 30, 2020
Net worth	1,106.10	1,186.19	1,376.52
- Equity capital	12.92	12.95	13.79
- Reserves	1,093.18	1,173.24	1,362.73
Deposits	6,962.73	8,016.22	8,329.36
- Current	944.31	957.80	1,075.17
- Savings	2,305.69	2,448.36	2,570.63
- Term	3,712.73	4,610.07	4,683.56
Borrowings <sup>1</sup>	1,510.33	1,649.18	1,364.27
Other liabilities	390.95	534.54	559.56
Total liabilities	9,970.11	11,386.13	11,629.71

 Credit/deposit ratio of 73.9% on the domestic balance sheet at Sep 30, 2020 (Jun 30, 2020: 73.6%)



# **Composition of borrowings**

(₹ billion)	Sep 30, 2019	Jun 30, 2020	Sep 30, 2020
Domestic	860.19	1,124.52	975.83
- Capital instruments	245.33	193.41	193.39
- Other borrowings	614.86	931.11	782.44
- Long term infrastructure bonds	194.97	194.92	194.97
Overseas borrowings <sup>1</sup>	650.14	524.66	388.43
Total borrowings	1,510.33	1,649.18	1,364.27



# Consolidated balance sheet

(₹ billion)	Sep 30, 2019	Jun 30, 2020	Sep 30, 2020
Cash & bank balances	798.02	1,331.72	1,480.10
Investments	4,281.14	5,197.93	5,116.18
Advances	6,754.52	6,926.17	7,133.59
Fixed & other assets	1,047.22	979.94	1,030.27
Total assets	12,881.90	14,435.76	14,760.14
Net worth	1,172.77	1,261.48	1,460.26
Minority interest	69.48	78.63	84.83
Deposits	7,255.83	8,336.29	8,631.39
Borrowings	2,045.42	2,220.54	1,899.41
Liabilities on policies in force	1,578.16	1,618.07	1,726.85
Other liabilities	761.24	920.75	957.40
Total liabilities	12,881.90	14,435.76	14,760.14





# **Extensive franchise**

Branches	Mar 31, 2018	Mar 31, 2019	Mar 31, 2020	Jun 30, 2020	Sep 30, 2020	% share at Sep 30, 2020
Metro	1,443	1,438	1,585	1,585	1,554	30%
Urban	991	991	1,067	1,067	1,063	20%
Semi urban	1,449	1,453	1,546	1,546	1,545	29%
Rural	984	992	1,126	1,126	1,126	21%
Total branches	4,867	4,874	5,324	5,324	5,288	100%
Total ATMs	14,367	14,987	15,688	15,661	15,158	-





### **Balance sheet: assets**

(₹ billion)	Sep 30, 2019	Jun 30, 2020	Sep 30, 2020
Cash & bank balances	716.39	1,212.51	1,365.92
Investments	2,233.76	3,018.50	2,896.23
- SLR investments	1,661.44	2,258.36	2,275.88
- Equity investment in subsidiaries	98.03	97.63	97.60
Advances	6,133.59	6,312.15	6,526.08
Fixed & other assets	886.37	842.96	841.48
- RIDF <sup>1</sup> and related	284.21	282.18	285.88
Total assets	9,970.11	11,386.13	11,629.71

• Floating rate loan book was  $\sim$ 69.5% of total domestic loans at Sep 30, 2020; of which  $\sim$ 55.7% is linked to MCLR and  $\sim$ 33.7% is linked to repo rate/T-bills





# Equity investment in subsidiaries

(₹ billion)	Sep 30, 2019	Jun 30, 2020	Sep 30, 2020
ICICI Prudential Life Insurance	32.97	32.75	32.75
ICICI Bank Canada	18.74	18.74	18.74
ICICI Bank UK	18.05	18.05	18.05
ICICI Lombard General Insurance	13.49	13.31	13.31
ICICI Home Finance	11.12	11.12	11.12
ICICI Securities Limited	1.28	1.28	1.25
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	98.03	97.63	97.60





# Portfolio composition

	Sep 30, 2019	Jun 30, 2020	Sep 30, 2020
Domestic	84.2%	86.5%	87.8%
International	15.8%	13.5%	12.2%
Total consolidated advances (₹ billion)	6,755	6,926	7,134





# **Retail NPAs**

Retail NPAs (₹ billion)	Sep 30, 2019	Jun 30, 2020	Sep 30, 2020
Gross retail NPAs	75.39	83.71	92.63
- as a % of gross retail advances	1.96%	2.04%	2.13%
Net retail NPAs	32.17	30.40	33.73
- as a % of net retail advances	0.84%	0.75%	0.79%





# Sector-wise exposures

Top 10 sectors <sup>1</sup> : % of total exposure of the Bank	Mar 31, 2017	Mar 31, 2018	Mar 31, 2019	Mar 31, 2020	Jun 30, 2020	Sep 30, 2020
-						
Retail finance	31.9%	34.2%	37.3%	40.5%	41.0%	41.9%
Services – finance	6.2%	7.0%	7.3%	8.4%	8.5%	9.5%
Banks	6.0%	8.4%	7.9%	6.4%	6.2%	7.7%
Crude petroleum/refining &	5.5%	5.6%	5.7%	5.9%	6.3%	5.6%
petrochemicals						
Electronics & engineering	6.9%	6.7%	6.6%	6.0%	5.4%	5.1%
Road, port, telecom, urban	5.3%	4.2%	4.6%	4.3%	3.8%	3.4%
development & other infra						
of which: Telecom	1.7%	1.5%	2.0%	1.7%	1.4%	1.3%
Power	5.1%	4.6%	3.3%	3.1%	2.9%	2.7%
Services - non finance	4.0%	3.3%	3.1%	2.7%	2.7%	2.6%
Wholesale/retail trade	2.5%	2.8%	3.1%	3.3%	2.9%	2.5%
Construction	3.1%	3.2%	2.9%	2.5%	2.4%	2.5%
Total (₹ billion)	9,372	10,265	11,207	12,446	12,319	12,644





slide 37

# Consolidated capital adequacy

Basel III (%)	Jun 30, 2020 <sup>1</sup>	Sep 30, 2020 <sup>2</sup>
Total capital	15.62%	17.95%
- Tier I	14.24%	16.52%
- of which: CET 1	13.05%	15.31%
- Tier II	1.38%	1.43%

• Including profits for H1-2021, CET1 ratio was 16.22%, Tier I ratio was 17.42% and total capital adequacy ratio was 18.85%



- I. Excludes profit for Q1-2021
- 2. Excludes profit for H1-2021

## Insurance subsidiaries

ICICI Life (₹ billion)	FY2020	Q2-2020	Q1-2021	Q2-2021
Annualised premium equivalent	73.81	18.99	8.23	14.65
- Of which: protection	11.16	2.83	2.14	2.32
Total premium	334.31	81.91	57.47	87.33
Assets under management	1,529.68	1,655.12	1,700.06	1,814.92
Expense ratio <sup>1</sup>	15.9%	16.3%	14.8%	13.9%
ICICI General (₹ billion)	FY2020	Q2-2020	Q1-2021	Q2-2021
Gross written premium	135.92	30.31	33.94	32.55
Combined ratio	100.4%	102.6%	99.7%	99.7%
Return on average equity <sup>2</sup>	20.8%	22.0%	25.1%	24.7%





All expenses (including commission) / (Total premium – 90% of single premium) Annualised for all interim periods

### **ICICI Bank UK**

(USD million)	FY2020	Q2-2020	Q1-2021	Q2-2021
Net interest income	64.3	15.3	13.5	12.9
Operating profit	40.9	10.3	4.6	8.3
Loans and advances	2,089.6	2,319.2	1,983.8	1,980.6
Deposits	2,042.2	2,022.7	2,256.6	2,126.0
- Retail term deposits	606.2	593.0	589.3	538.0
Capital adequacy ratio	18.6%	17.9%	19.5%	19.8%
- Tier I	15.0%	14.3%	16.0%	16.5%

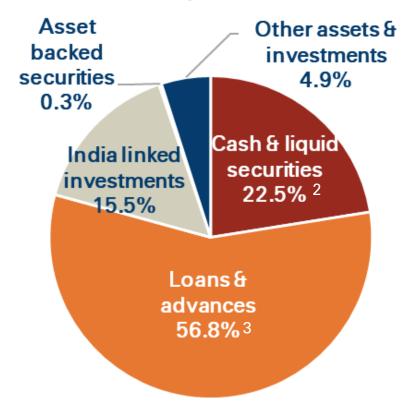
Net impaired loans were USD 77.8 million at Sep 30, 2020 compared to USD 82.4 million at Jun 30, 2020 and USD 54.3 million at Sep 30, 2019





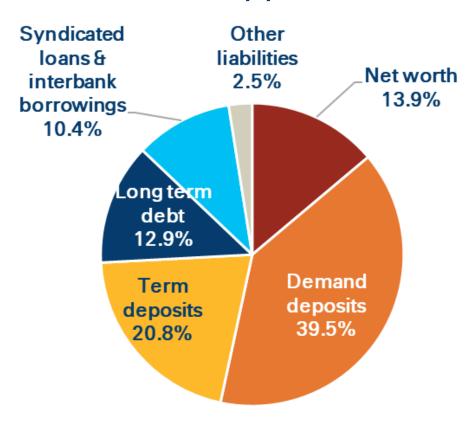
### ICICI Bank UK<sup>1</sup>

#### Asset profile



Total assets: USD 3.52 bn

#### Liability profile



Total liabilities: USD 3.52 bn



- 1. At Sep 30, 2020
- 2. Includes cash & advances to banks and T Bills
- 3. Includes securities re-classified to loans & advances

### **ICICI Bank Canada**

(CAD million)	FY2020	Q2-2020	Q1-2021	Q2-2021
Net interest income	95.3	24.9	14.1	11.8
Operating profit	76.1	20.1	8.3	7.3
Loans and advances	5,742.6	5,664.4	5,604.2	5,451.8
- Residential mortgages	3,686.5	3,566.4	3,674.9	3,689.9
Deposits	3,015.4	3,036.6	3,024.4	2,889.3
Capital adequacy ratio	19.1%	18.9%	20.2%	21.4%
- Tier I	18.4%	18.4%	19.4%	20.6%

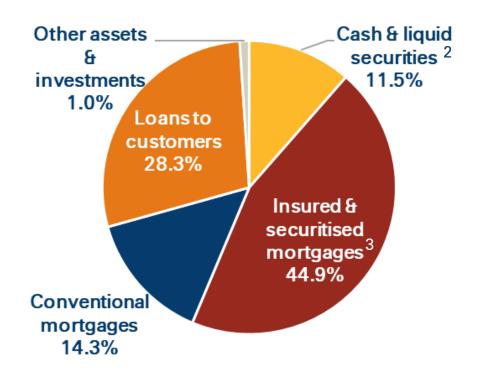
 Net impaired loans at Sep 30, 2020 was CAD 26.3 million compared to CAD 18.4 million at Jun 30, 2020 and CAD 6.4 million at Sep 30, 2019





### ICICI Bank Canada<sup>1</sup>

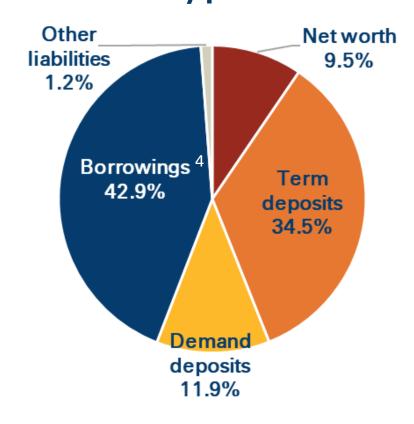
#### **Asset profile**



#### Total assets: CAD 6.23 bn



#### **Liability profile**



Total liabilities: CAD 6.23 bn

- 1. At Sep 30, 2020
- Includes cash & placements with banks and government securities
- Insured mortgages include CAD 2,515.8 million at Sep 30, 2020 (Jun 30, 2020: CAD 2,547.7 million) of securitised mortgages
- As per IFRS, proceeds of CAD 2,488.8 million at Sep 30, 2020 (Jun 30, 2020: CAD 2,521.8 million) on securitisation of residential mortgages are considered a part of borrowings 68



### ICICI Home Finance<sup>1</sup>

(₹ billion)	Jun 30, 2020	Sep 30, 2020
Loans and advances	140.80	142.16
Gross impaired loans (stage 3) <sup>2</sup>	7.91	7.68
Net impaired loans (stage 3)	4.57	4.42
Capital adequacy ratio <sup>3</sup>	14.76%	15.43%

 Loans amounting to ₹ 547.4 million were not classified as NPA pursuant to the Supreme Court's interim order. On a prudent basis, ICICI Home Finance held a provision of ₹ 80.8 million on these loans at Sep 30, 2020





- 1. As per Ind AS
- 2. Includes commercial real estate loans of ₹ 4.18 billion at Sep 30, 2020 (Jun 30, 2020: ₹ 4.43 billion)
- 3. As per NHB guidelines