ICICI Group:

Performance & Strategy

February 2017

Agenda

Indian economy and banking sector

ICICI Group

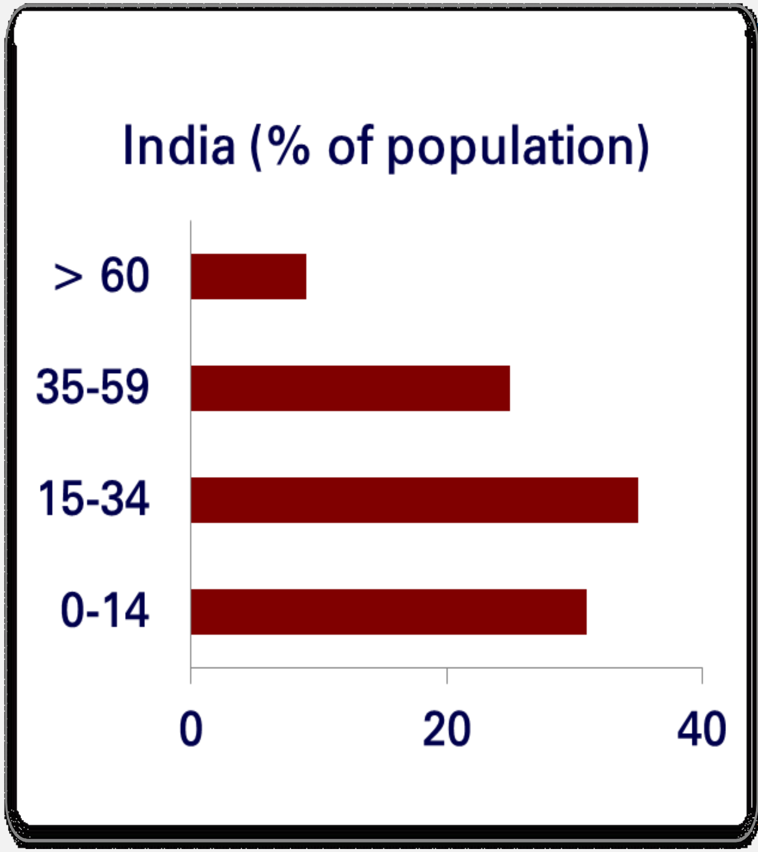
India: strong long term fundamentals

Key drivers of growth

- Favourable demographics
- Healthy savings & investment rates
- Rising per capita income
- High potential for infrastructure development

India: strong long-term fundamentals

Favourable demographic profile



A young population with median age of 25 years

Rising share of working age population
- Addition of around 12 million to the workforce every year for next five years
- Working age population exceeds 50% of total population

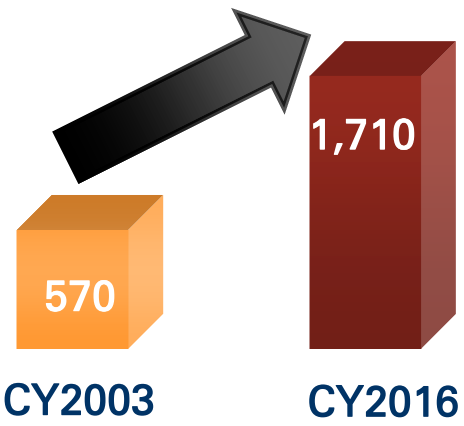
Dependency ratios to remain low till 2040

India: strong long-term fundamentals

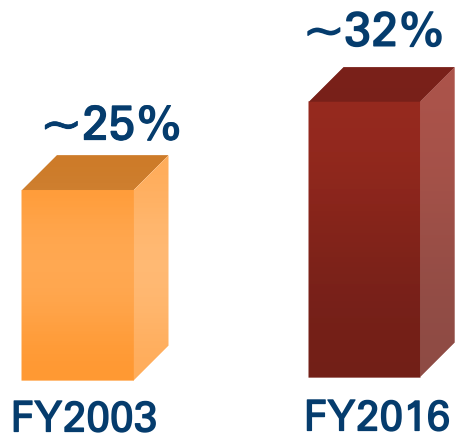
ICICI Bank

Healthy savings & investment rate

Per Capita GDP (USD)[1]



Investment rate[2]



Domestic consumption and investments driven by favourable demographics and rising income levels

1. Source: IMF
2. As % of GDP; Source: Ministry of Statistics and Programme Implementation, Government of India

Recent trends in the Indian economy

ICICI Bank

Inflation at 3.4% in December 2016; repo rate reduced by 175 basis points since January 2015

Strong external sector trends: BoP remains in surplus

- Current account deficit in control at 0.6% of GDP in Q2-2017
- Stable currency vis-à-vis other emerging markets
- Foreign exchange reserves of ~ US$ 361 billion; import cover of ~ 12 months

Focus on fiscal consolidation

- Fiscal deficit estimated at ~3.5% of GDP in FY2017; target of 3.2% and 3.0% in FY2018 and FY2019 respectively

Gradual recovery in economic activity

- GDP grew by 7.2% y-o-y in H1-2017, amongst the fastest growing economies
  - Growth in services sector remains healthy
  - Monsoon deficit of only 3.0% of long period average in FY2017

Significant structural reforms

- Withdrawal of legal tender of ₹ 500 and ₹ 1,000 currency notes to curb shadow economy and use of counterfeit notes
  - Temporary impact on growth but long term benefits to accrue:
    - Increase in formal financial savings
    - Decrease in interest rates
    - Increased tax compliance
    - Impetus to digital payments
- Progress made on implementation of GST; constitution amendment ratified by states, rate structure finalised by GST Council; plan to implement from FY2018

GST: Goods and services tax

Key challenges

- Weak global economic environment
- Decrease in commodity prices followed by some recent recovery
- Subdued private sector investments
- Industrial sector impacted by weak demand
- High leverage in certain sectors

Banking sector

Banking sector framework

Under penetrated sector

Growth potential

- Bank credit / GDP[1]: ~58%
- Retail credit / GDP[1]: ~10%
- Mortgage / GDP[1]: ~5%

Funding profile

- High proportion of deposit funding
- Conservative equity to assets

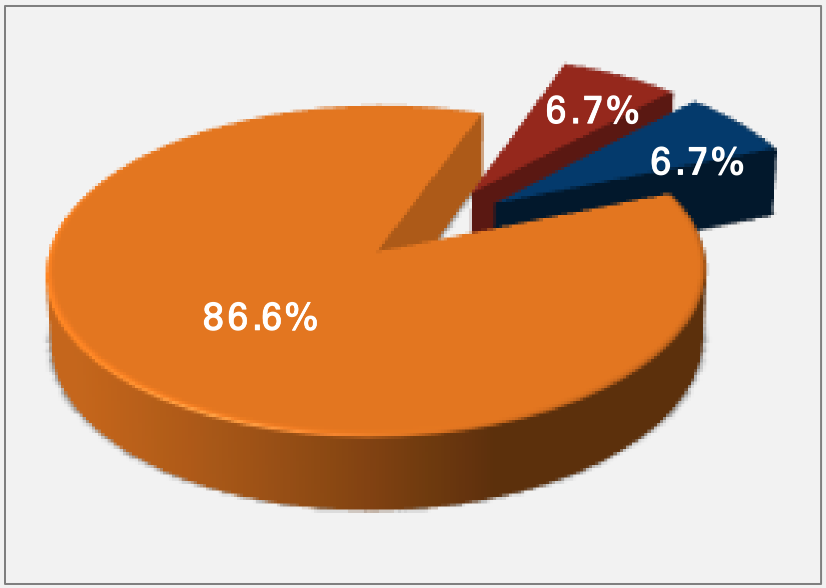
Asset profile

- 20.5% of net demand and time liabilities (NDTL) invested in government securities
- 4.00% of NDTL as cash reserve ratio with RBI
- Domestic oriented balance sheets

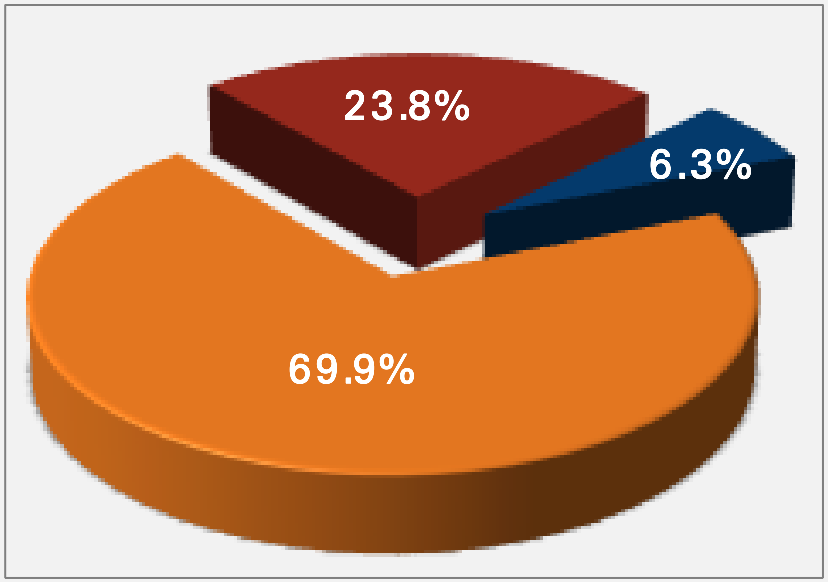
1. Source: Reserve Bank of India

Private sector banks gaining market share[1,2]

March 1995



March 2016



Public sector banks Private sector banks Foreign banks

1. Based on total assets
2. Source: Reserve Bank of India

Agenda

- Indian economy and banking sector
- ICICI Group

ICICI Group

Spanning the spectrum of financial services

Strong franchise

ICICI Prudential Life Insurance
- Sustained private sector market leadership[1]
- Strong profitability

ICICI Lombard General Insurance
- Sustained private sector market leadership[2]
- Healthy returns

ICICI Prudential Mutual Fund
- India's largest mutual fund[3]
- Strong fund performance

ICICI Securities / ICICI Securities Primary Dealership Limited
- Largest online retail broking platform
- Strong franchises; market-linked businesses

ICICI Bank
- Strong and growing retail franchise
- Well established corporate franchise along with overseas presence

1. Based on retail weighted received premium for Q3-2017
2. Based on gross written premium for Q3-2017
3. Based on average AUM for the quarter ended December 31, 2016

ICICI Bank

Largest private sector bank in India in terms of total assets[1]

Tier I capital adequacy of 13.33%[2] at December 31, 2016 as per RBI's guidelines on Basel III norms

Diversified loan portfolio

Large physical footprint in India: 4,504 branches and 14,146 ATMs

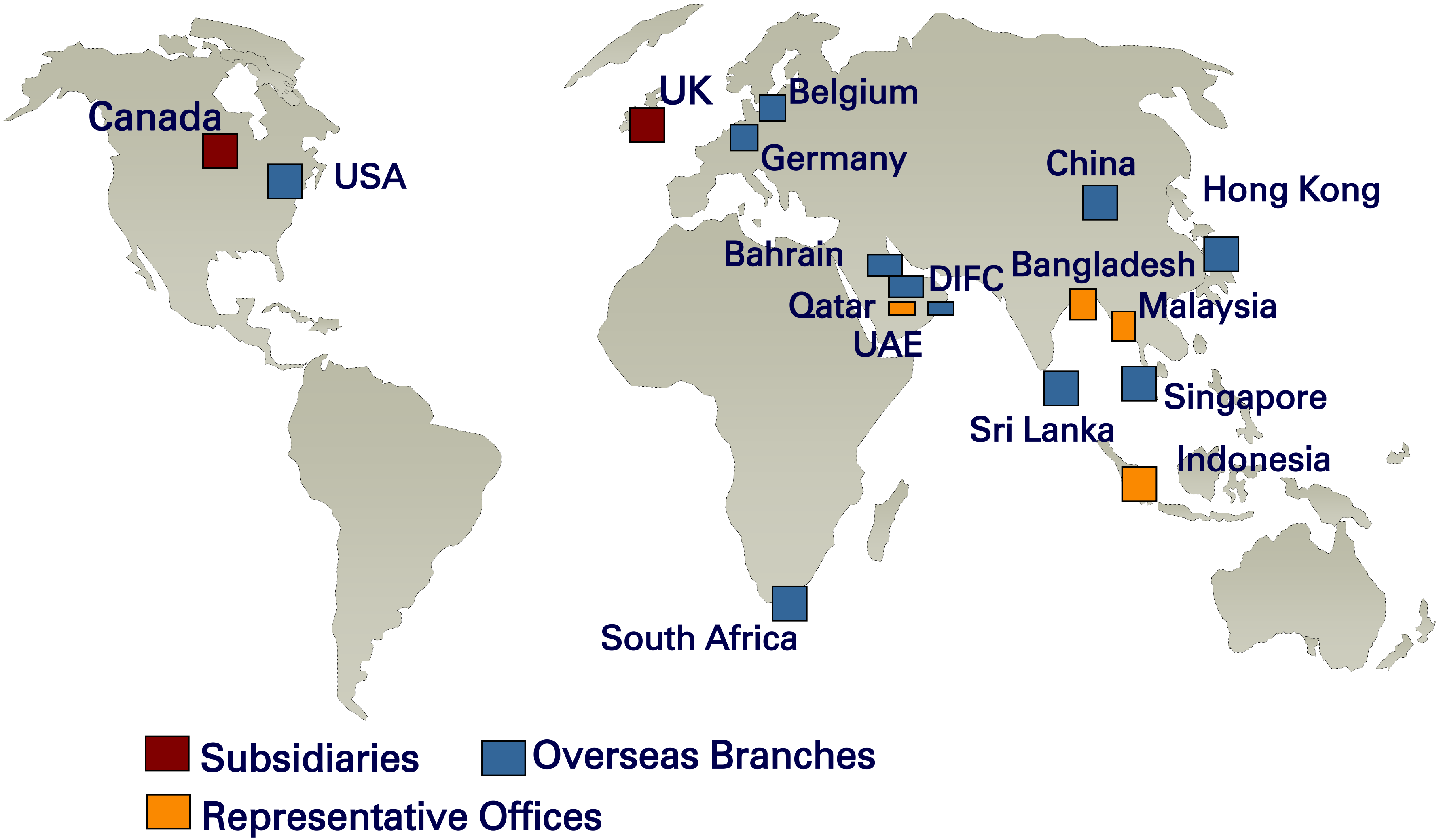
Leadership in technology

Global presence in 17 countries (including India)

Investment grade ratings from Moody's and S&P

1. Based on consolidated assets
2. For the standalone bank including profits for 9M-2017

Global presence



Performance highlights

Continued healthy retail loan growth

Loan portfolio	Y-o-Y growth (%)
Total domestic	12.0%
Retail	17.8%
SME	6.6%
Corporate	4.0%
Overseas[1]	(16.1)%

Domestic loan growth approximately 7% higher than system at end-Dec 2016

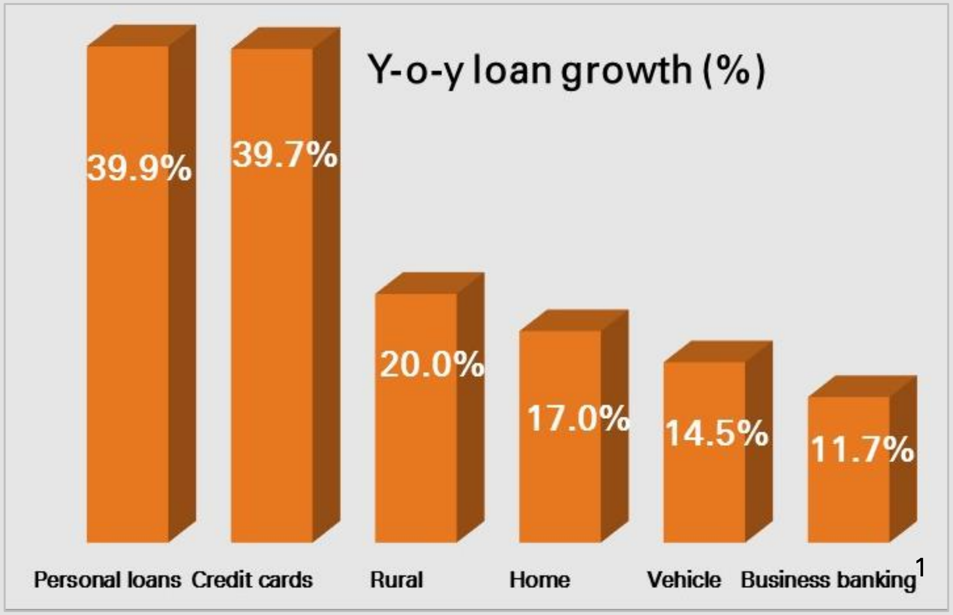
Maturity of ~US$ 870 mn of overseas loans against FCNR deposits in Q3-2017

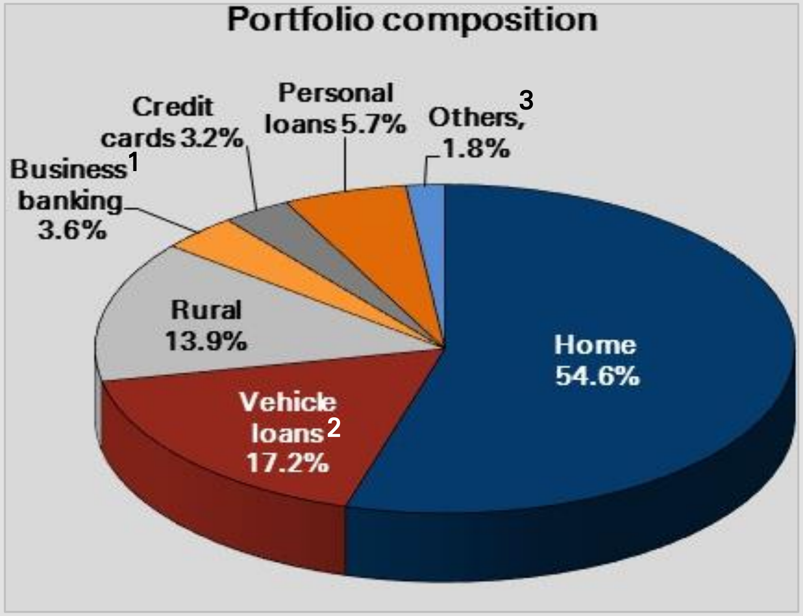
Overall loan growth at 5.2% y-o-y at December 31, 2016

1. Overseas portfolio decreased by 18.3% y-o-y in US$ terms

Balance sheet (assets): slide 33

Growth trends for retail segments





Retail loan growth at 17.8% y-o-y; sequential increase of 2.8%

Total retail loans at ₹ 2,243 billion at Dec 31, 2016

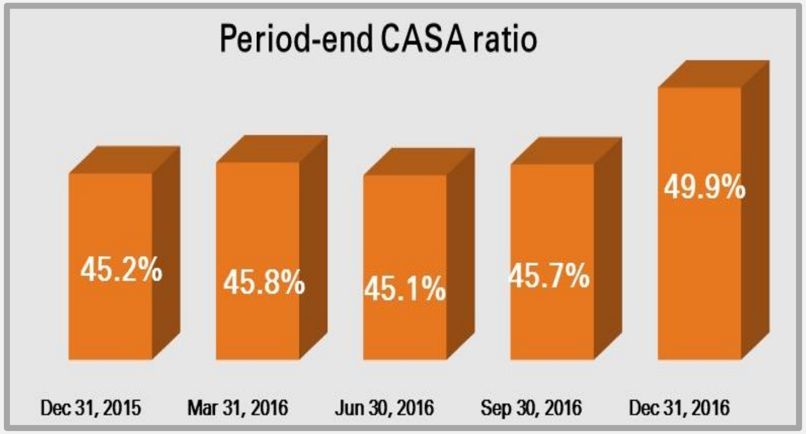
1. Dealer funding loans were reclassified from 'Business banking' to 'Others' in June 2016
2. Vehicle loans include auto loans: 10.9%, commercial business: 6.2% and two-wheeler loans: 0.1%
3. Others include dealer funding: 1.1% and loan against securities: 0.7%

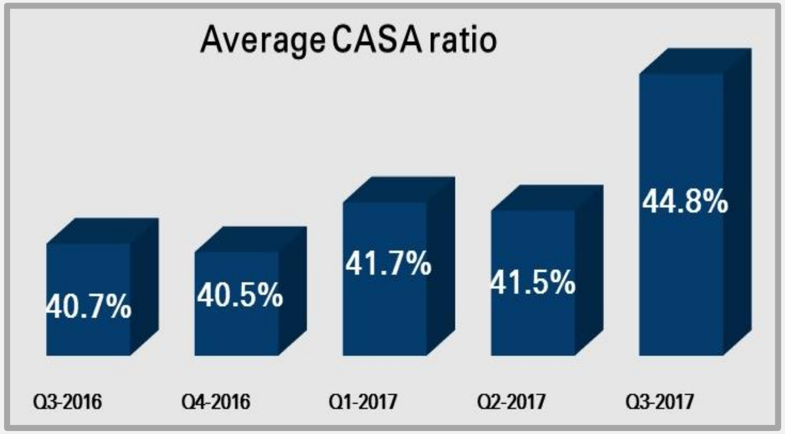
Corporate business: focus on selective lending

Continued focus on lending to higher rated corporates

Growth in domestic corporate portfolio at 4.0% y-o-y; growth in corporate loans, other than non-performing loans, restructured loans and loans to companies included in drilldown exposures, was higher

Robust increase in deposits





- 26.0% y-o-y growth in period-end CASA deposits; 30.3% y-o-y growth in period-end SA deposits
  - Accretion of ₹ 185.12 billion to SA deposits and ₹ 81.93 billion to CA deposits in Q3-2017

- Overall deposit growth healthy at 14.2% y-o-y; maturity of FCNR deposits of about US$ 1.75 billion in Q3-2017
- Proportion of retail deposits at about 78%

Balance sheet (liabilities): slide 34

Leadership in technology

Digital leadership driven by:

1. Simplified, personalised digital experiences
2. On-the-go payments & transactions
3. Improved customer service
4. Efficient operations
5. Digital acquisition & engagement

Supported by scalable, secure & reliable systems

Unique digital offerings

ICICI Bank

Mobile banking

pockets BY ICICI Bank

- Best-in-class mobile application
- More than 165 services
- Highest overall score in 2016 India Mobile Banking Functionality Benchmark study conducted by Forrester
- Pockets: comprehensive digital wallet
  - Amongst the top 4 wallet apps in terms of time spent on the app[1]

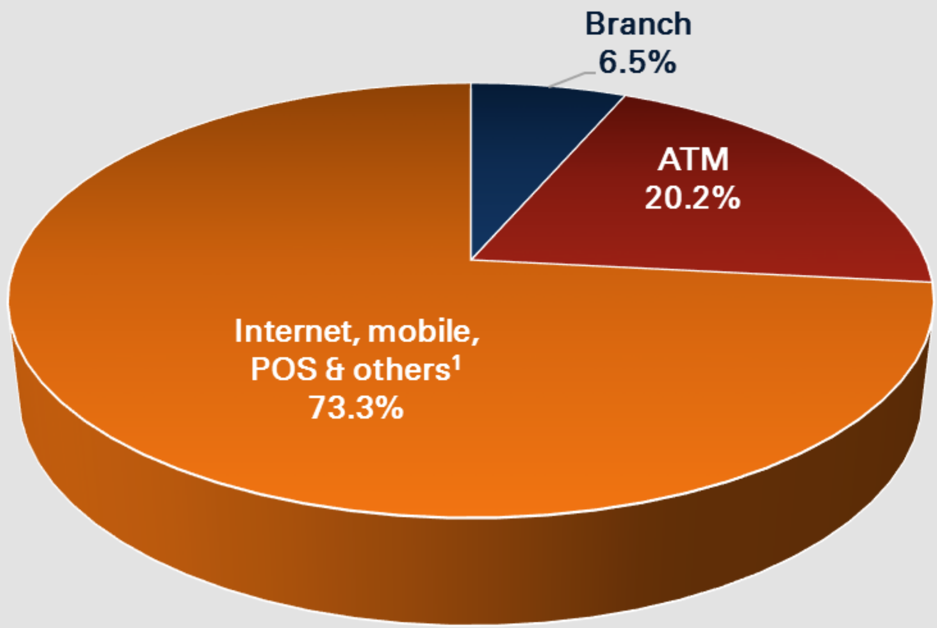
Payment solutions

UPI UNIFIED PAYMENTS INTERFACE

- Over 2.4 mn[2] VPAs on UPI have been created using 'iMobile' and 'Pockets'
- Launch of Eazypay
  - Single mobile-based application for merchants to collect payments using several options
  - ~64,000[3] merchants added

1. As per Nielsen whitepaper on wallets
2. Till Jan 27, 2016

Adoption of digital offerings



Channel mix of transactions[2] for 9M-2017

1. Includes touch banking, phone banking & debit cards POS transactions
2. Financial and non-financial transactions of savings account customers

Credit quality

NPA and restructuring trends

₹ billion	March 31, 2015	March 31, 2016	December 31, 2016
Net NPAs (A)	63.25	132.97	201.55
Net restructured loans (B)	110.17	85.73	64.07
Total (A+B)	173.42	218.70	265.62
Total as a % of net customer assets	3.84%	4.40%	5.21%

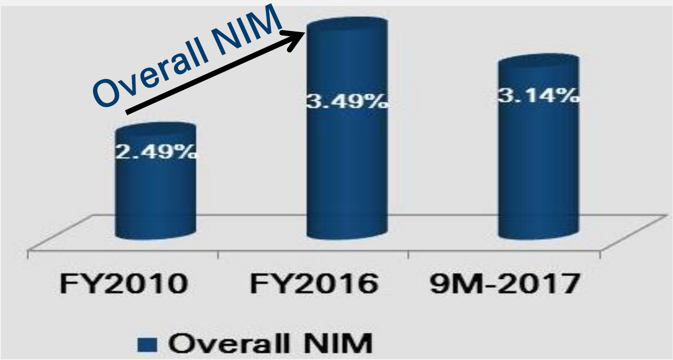
- Asset quality in corporate sector impacted by challenging operating environment
- Retail asset quality continues to be stable across segments

Provisioning coverage ratio at 57.1% including cumulative technical/ prudential write-offs and floating provisions

Portfolio trends and approach: slide 35

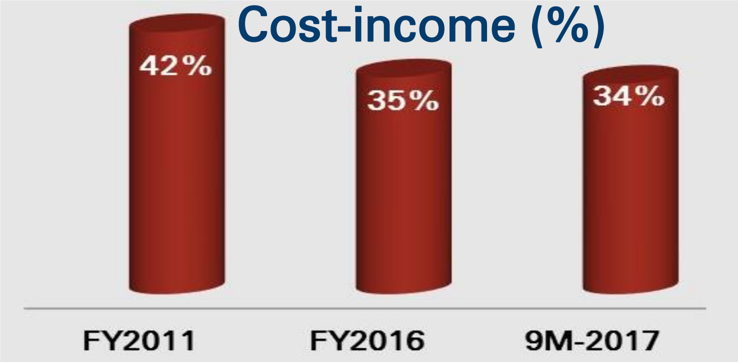
Operating performance

Granular revenue streams



- Margins were lower in 9M-2017 primarily on account of non-accrual of interest income on NPAs
- Focus on margins for incremental business

Healthy operating efficiency



- Excluding gain on sale of shares of ICICI Life, the cost-income ratio was 41.0% in 9M-2017

Profit & loss statement: slide 41

Key ratios: slide 43

Significant value in subsidiaries (1/2)

FY2016

The Bank sold 6.0% stake in ICICI Prudential Life Insurance Company Limited (ICICI Life) and 9.0% stake in ICICI Lombard General Insurance Company Limited (ICICI General) in FY2016; aggregate gains of about ₹ 33.74 billion

ICICI Life valued at ~₹ 325 billion and ICICI General valued at ~₹ 172 billion at the time of sale

Significant value in subsidiaries (2/2)

ICICI Bank

H1-2017

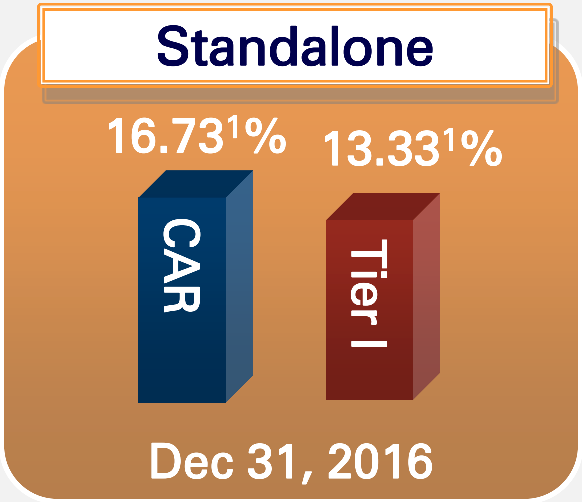
Completed initial public offer of ICICI Life in Q2-2017

The Bank sold 12.63% stake in the IPO and realised gains of about ₹ 56.82 billion in Q2-2017; shareholding of 54.9% after the sale

ICICI Life had market capitalisation of ₹ 511.62 billion on Feb 9, 2017; among eleven largest financial services companies[1] in India based on market capitalisation

1. Listed on National Stock Exchange

Strong capital position



- Capital ratios significantly higher than regulatory requirements
- Tier-1 capital is composed almost entirely of core equity capital
- Substantial scope to raise Additional Tier-1 and Tier-2 capital

Excess Tier-1 ratio of 5.65% over the minimum requirement of 7.68% as per current RBI guidelines

4.9% y-o-y growth in risk weighted assets compared to 7.9% y-o-y growth in total assets

1. Including profits for 9M-2017

Way forward: 4x4 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

Thank you

Balance sheet: assets

₹ billion	December 31, 2015	September 30, 2016	December 31, 2016	Y-o-Y growth
Cash & bank balances	377.00	525.64	611.67	62.2%
Investments	1,635.43	1,743.49	1,689.87	3.3%
- SLR investments	*1,147.71*	*1225.40*	*1,227.35*	*6.9%*
- Equity investment in subsidiaries	*110.32*	*105.82*	*105.82*	*(4.1)%*
Advances	4,348.00	4,542.56	4,574.69	5.2%
Fixed & other assets	662.08	707.71	701.74	5.9%
- RIDF [1] and related	*289.37*	*263.73*	*260.58*	*(9.9)%*
Total assets	**7,022.51**	**7,519.40**	**7,577.97**	**7.9%**

Net investment in security receipts of asset reconstruction companies was ₹ 28.11 billion at December 31, 2016 (Sep 30, 2016: ₹ 28.29 billion)

1. Rural Infrastructure Development Fund

Loan growth: slide 18

Balance sheet: liabilities

₹ billion	December 31, 2015	September 30, 2016	December 31, 2016	Y-o-Y growth
Net worth	895.92	950.16	975.14	8.8%
- Equity capital	*11.63*	*11.64*	*11.64*	*0.1%*
- Reserves	*884.30*	*938.52*	*963.50*	*9.0%*
Deposits	4,073.14	4,490.71	4,652.84	14.2%
- Savings	*1,269.18*	*1,468.99*	*1,654.11*	*30.3%*
- Current	*571.81*	*583.57*	*665.50*	*16.4%*
Borrowings[1,2]	1,771.61	1,717.57	1,590.98	(10.2)%
Other liabilities	281.84	360.96	359.01	27.4%
Total liabilities	**7,022.51**	**7,519.40**	**7,577.97**	**7.9%**

Credit/deposit ratio of 82.2% on the domestic balance sheet at December 31, 2016

1. Borrowings include preference shares amounting to ₹ 3.50 billion
2. Including impact of exchange rate movement

Funding profile: slide 21

Portfolio composition over the years

% of total advances	March 31, 2012	March 31, 2013	March 31, 2014	March 31, 2015	March 31, 2016	December 31, 2016[1]
Retail	38.0%	37.0%	39.0%	42.4%	46.6%	48.9%
Domestic corporate	28.6%	32.5%	30.1%	28.8%	27.5%	28.4%
SME	6.0%	5.2%	4.4%	4.4%	4.3%	4.6%
International[2]	27.4%	25.3%	26.5%	24.3%	21.6%	18.1%
Total advances (₹ billion)	**2,537**	**2,902**	**3,387**	**3,875**	**4,353**	**4,575**

1. Based on advances gross of floating provisions
2. Including impact of exchange rate movement

Sector-wise exposures

Top 10 sectors[1]: % of total exposure of the Bank	March 31, 2012[2]	March 31, 2013[2]	March 31, 2014	March 31, 2015	March 31, 2016	Dec 31, 2016
Retail finance	16.2%	18.9%	22.4%	24.7%	27.1%	30.0%
Electronics & engineering	8.1%	8.3%	8.2%	7.6%	7.3%	6.9%
Banks	10.1%	8.8%	8.6%	7.8%	8.0%	5.9%
Road, port, telecom, urban development & other infra	5.8%	6.0%	6.0%	5.9%	5.8%	5.8%
Crude petroleum/refining & petrochemicals	5.5%	6.6%	6.2%	7.0%	5.7%	5.5%
Power	7.3%	6.4%	5.9%	5.5%	5.4%	5.4%
Services – finance	6.6%	6.0%	4.9%	4.2%	4.9%	5.4%
Services - non finance	5.5%	5.1%	5.2%	5.0%	4.9%	4.3%
Iron/steel & products	5.2%	5.1%	5.0%	4.8%	4.5%	3.8%
Construction	4.3%	4.2%	4.4%	4.0%	3.4%	3.2%
Total exposure of the Bank (₹ billion)	**7,133**	**7,585**	**7,828**	**8,535**	**9,428**	**9,319**

1. Top 10 based on position at December 31, 2016
2. Figures may not be fully comparable with subsequent periods due to certain reclassifications effective 2013

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

Exposure to key sectors

% of total exposure of the Bank	March 31, 2012	March 31, 2013	March 31, 2014	March 31, 2015	March 31, 2016	Dec 31, 2016
Power	7.3%	6.4%	5.9%	5.5%	5.4%	5.4%
Iron/steel	5.2%	5.1%	5.0%	4.8%	4.5%	3.8%
Mining	2.0%	1.7%	1.7%	1.5%	1.6%	1.6%
Cement	1.2%	1.4%	1.4%	1.5%	1.2%	1.1%
Rigs	0.5%	0.5%	0.8%	0.5%	0.6%	0.5%
Total exposure of the Bank to key sectors	**16.2%**	**15.1%**	**14.8%**	**13.8%**	**13.3%**	**12.4%**

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. Largely includes 5/25 and SDR in key sectors
5. Loans already classified as restructured and non-performing excluded

Further drilldown: exposure

	At December 31, 2016	
₹ billion	Exposure [1,2,3]	% of total exposure
Power	83.48	0.9%
Mining	55.51	0.6%
Iron/steel	44.91	0.5%
Cement	56.80	0.6%
Rigs	0.45	-
Promoter entities[3]	34.21	0.4%

1. Aggregate fund based limits and non-fund based outstanding
2. Excludes net exposure of ₹ 5.31 bn to central public sector owned undertaking
3. Includes promoter entities where underlying is partly linked to the key sectors
4. Includes non-fund based outstanding in respect of accounts included in the drilldown exposure where the fund based outstanding has been classified as non-performing
5. In addition to the above, the non-fund based outstanding to borrowers classified as non-performing was ₹ 15.84 bn at Dec 31, 2016

Credit quality: slide 26

Profit & loss statement (1/2)

₹ billion	FY 2016	Q3-2016	9M-2016	Q2-2017	Q3-2017	9M-2017	Q3-o-Q3 growth
NII	212.24	54.53	158.20	52.53	53.63	157.75	(1.7)%
Non-interest income	153.22	42.17	102.14	91.20	39.39	164.88	(6.6)%
- Fee income	*88.20*	*22.62*	*66.07*	*23.56*	*24.95*	*70.07*	*10.3%*
- Other income[1]	*24.42*	*5.13*	*17.36*	*3.52*	*5.51*	*14.08*	*7.4%*
- Treasury income[2]	*40.60*	*14.42*	*18.71*	*64.12*	*8.93*	*80.73*	*(38.1)%*
Total income	**365.46**	**96.70**	**260.34**	**143.73**	**93.02**	**322.63**	**(3.8)%**
Operating expenses	126.83	31.10	92.78	37.37	37.78	108.88	21.5%
Operating profit	**238.63**	**65.60**	**167.56**	**106.36**	**55.24**	**213.75**	**(15.8)%**

1. Includes net foreign exchange gains relating to overseas operations of ₹ 9.41 bn in FY2016, ₹ 1.43 bn in Q3-2016, nil in Q2-2017, ₹ 0.82 bn in Q3-2017 and ₹ 2.88 bn in 9M-2017
2. Includes profit on sale of shareholding in ICICI Life and ICICI General of ₹ 33.74 bn in FY2016 and profit on sale of shareholding in ICICI Life of ₹ 12.43 bn, ₹ 56.82 billion and ₹ 56.82 bn in Q3-2016, Q2-2017 and 9M-2017 respectively

Profit & loss statement (2/2)

₹ billion	FY 2016	Q3-2016	9M-2016	Q2-2017	Q3-2017	9M-2017	Q3-o-Q3 growth
Operating profit	**238.63**	**65.60**	**167.56**	**106.36**	**55.24**	**213.75**	**(15.8)%**
Additional provisions	-	-	-	35.88	-	35.88	-
Collective contingency & related reserve	36.00	-	-	-	-	-	-
Other provisions[1]	80.67	28.44	47.42	34.95	27.13	87.23	(4.6)%
Profit before tax	**121.96**	**37.16**	**120.14**	**35.53**	**28.11**	**90.64**	**(24.4)%**
Tax	24.70	6.98	29.90	4.51	3.69	12.88	(47.1)%
Profit after tax	**97.26**	**30.18**	**90.24**	**31.02**	**24.42**	**77.76**	**(19.1)%**

1. Drawdown from the collective contingency & related reserve of ₹ 6.80 bn in Q2-2017, ₹ 5.27 bn in Q3-2017 and ₹ 20.72 bn in 9M-2017

Operating performance: slide 27

Key ratios

Movement in yield, costs & margins (Percent)[1]	FY 2016	Q3-2016	9M-2016	Q2-2017	Q3-2017	9M-2017
Yield on total interest-earning assets	8.67	8.65	8.76	8.14	7.92	8.07
- Yield on advances	*9.47*	*9.35*	*9.57*	*8.82*	*8.76*	*8.88*
Cost of funds	5.85	5.78	5.91	5.63	5.39	5.55
- Cost of deposits	*5.88*	*5.81*	*5.93*	*5.52*	*5.30*	*5.48*
Net interest margin	3.49	3.53	3.53	3.13	3.12	3.14
- Domestic	*3.83*	*3.86*	*3.86*	*3.41*	*3.51*	*3.46*
- Overseas	*1.86*	*1.94*	*1.94*	*1.65*	*0.83*	*1.38*

Operating performance: slide 27