



ICICI Group

November 2017

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

1

Operating environment

2

ICICI Group: our approach

1

Operating environment

2

ICICI Group: our approach

Inflation and monetary policy

- Inflation at 3.6% in October 2017, within RBI's comfort level
- Aggregate policy rate cut of 200 bps since January 2015

External sector trends

- Stable currency vis-à-vis other emerging markets
- Foreign exchange reserves of ~ US\$ 400 billion; import cover of ~ 11 months

Fiscal consolidation

- Fiscal deficit at 3.5% of GDP in FY2017

Economic growth

- GDP growth strong at 7.1% in FY2017; slowdown in GDP growth to 5.7% in Q1-2018 reflecting alignment to structural reforms
- Signs of improvement in key variables in recent months

Growth in the corporate sector yet to see significant pick up

Continued weak IIP growth; growth of 2.5% in Apr-Sep 2017 compared to 5.8% in Apr-Sep 2016

Weak corporate sector investments; project pipeline yet to see traction

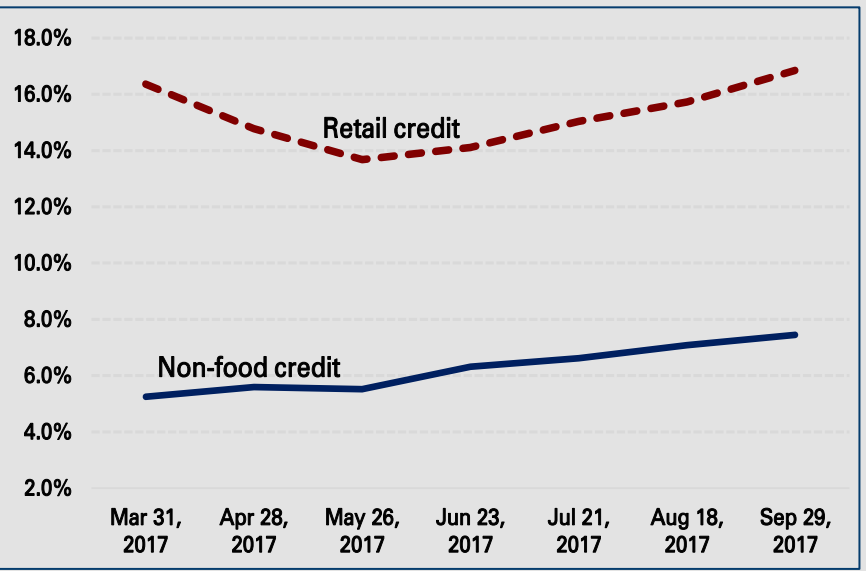
Resolution of stressed cases underway

₹ 2.11 trillion recapitalisation package announced

- Recapitalisation bonds of ₹ 1.35 trillion to be issued
- Budgetary support of ₹ 181 billion
- ₹ 580 billion through raising of capital by banks while diluting government equity

Likely to provide significant support to banks in resolving stressed cases and supporting credit growth going forward

Growth in credit (y-o-y %)



- Retail loan growth of 16.8% compared to overall credit growth of 7.4% at Sep 2017
- Credit cards and personal loans fastest growing segments
- Credit quality remains stable

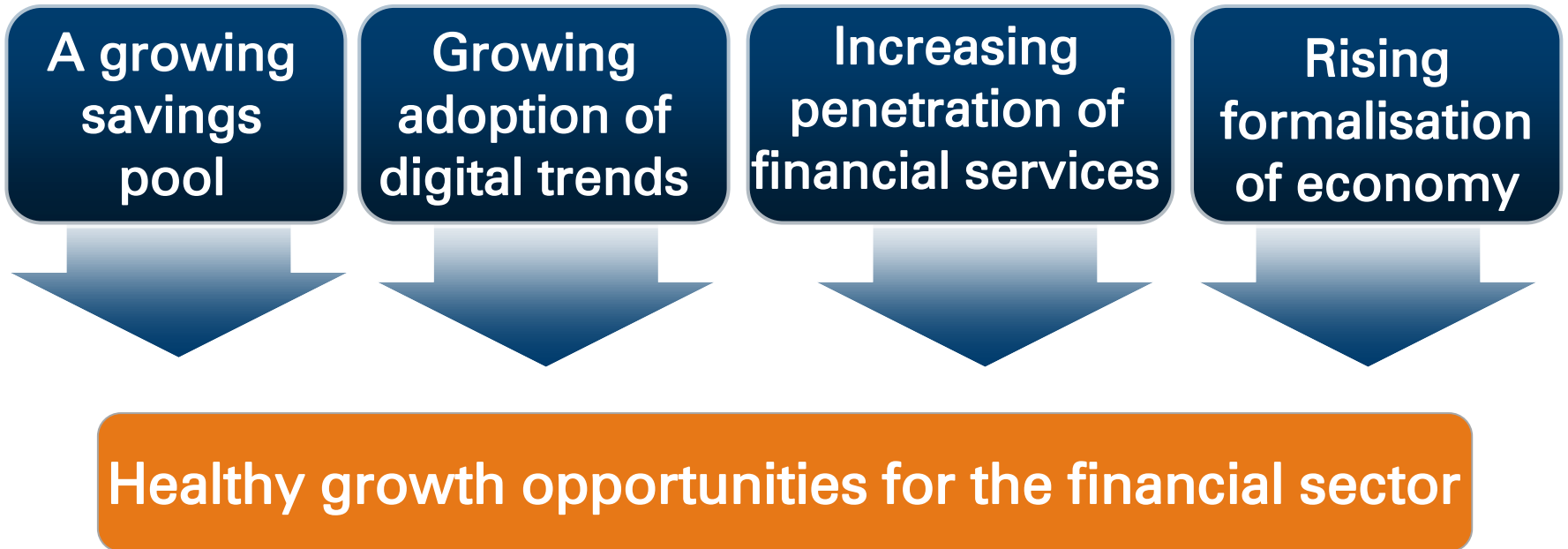
- Financial savings of households growing
- Bank deposits of households increased from 4.8% of GNDI¹ in FY2016 to over 7.0% in FY2017

1. Gross national disposable income

- Domestic consumption and investments driven by favourable demographics and rising income levels
 - Per capita GDP¹ crossed USD 1,700
- Government policies laying the foundation for sustainable growth
 - Goods & Services Tax
 - Focus on affordable housing
 - Focus on digitization
 - Push to infrastructure, especially roads
 - Enhanced ease of doing business

Moody's upgraded India's sovereign rating from Baa3 to Baa2 in Nov 2017 following continued economic and institutional reforms

1. Source: IMF data for CY2016



1

Operating environment

2

ICICI Group: our approach



Spanning the spectrum of financial services

₹ 10.2 trillion

Consolidated
assets

₹ 2.6 trillion

Granular retail
portfolio

18,648

Largest branch +
ATM network
among private
sector banks

49.5%

Period-end CASA
ratio

14.85%²

Tier-1 capital
adequacy

₹ 70 billion

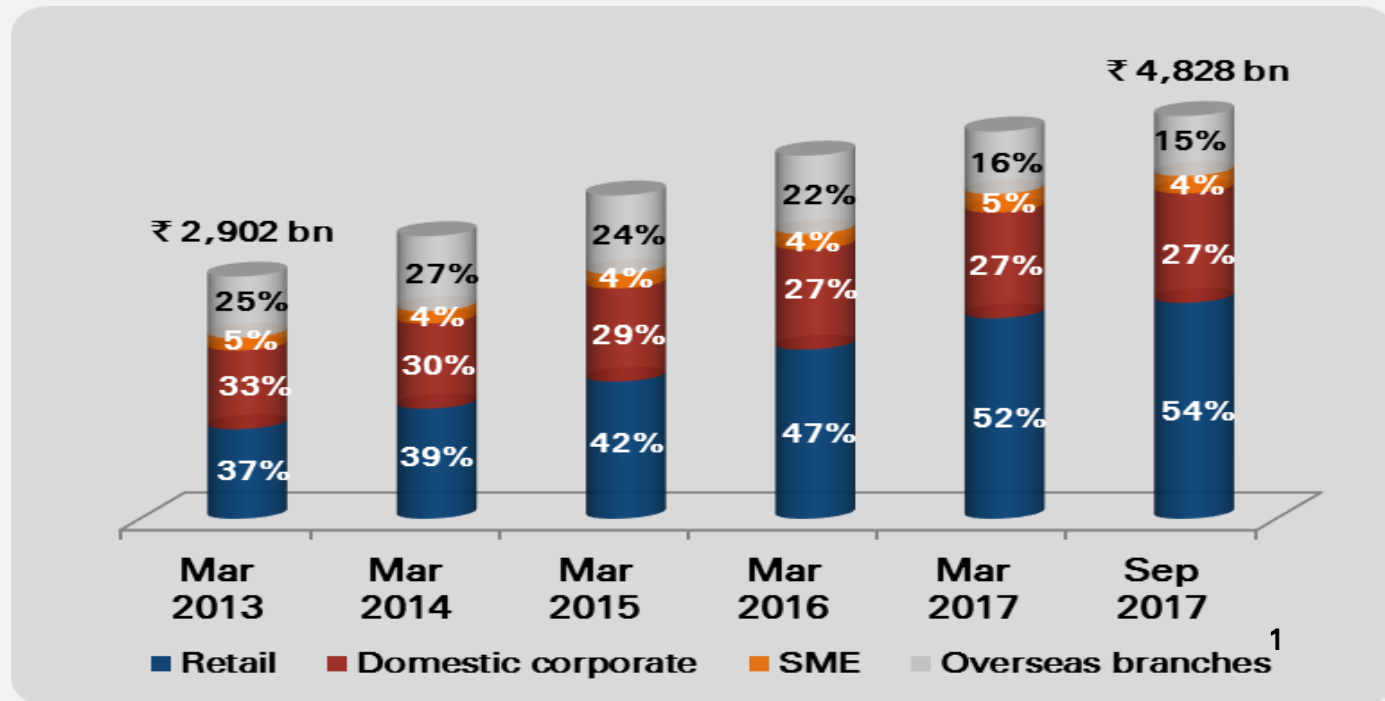
Operating profit³ in
Q2-2018

1. All numbers are for quarter ended September 30, 2017
2. Including profits for H1-2018
3. Operating profit (before provisions and taxes)

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

Growth with profitability



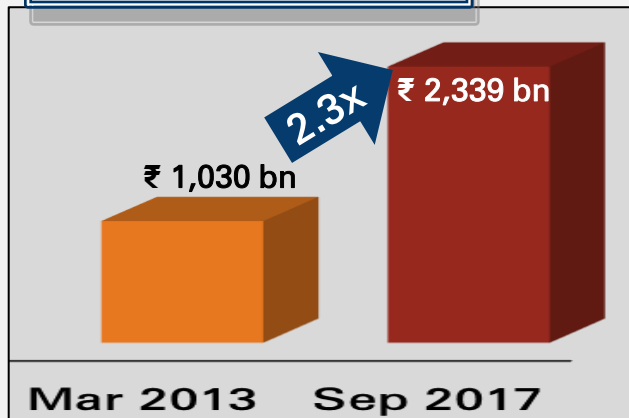
Retail loans growing at a CAGR² of over 22%

Share of retail loans in total loans increased from ~37% at March 2013 to ~54% at September 2017

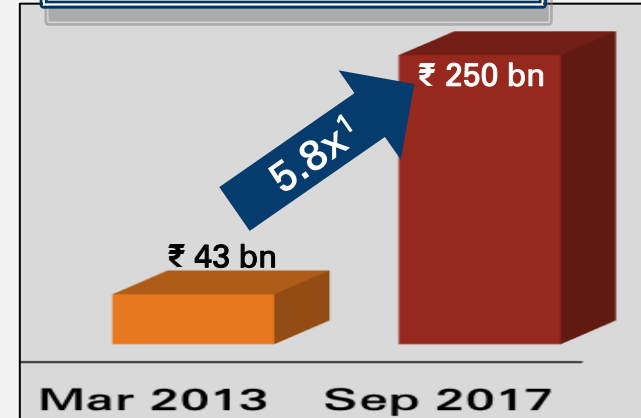
1. Movement in share of overseas branches includes impact of exchange rate
2. CAGR: compounded annual growth rate

Strong growth across retail products

Secured loans



Unsecured loans



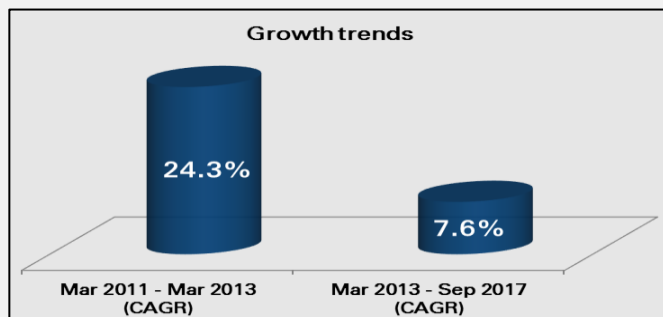
- Home loans comprise about 53% of retail loans
- Proportion of unsecured loans in retail loans at 9.6% at September 30, 2017

Increased focus on growth in the business banking segment, personal loans and credit cards

Focus on incremental disbursements to existing customers and sourcing through internal channels

Corporate business

Strategy to enhance quality of portfolio and quality of earnings



Quality of portfolio: focus on

- Concentration risk reduction
- Syndication
- Lending to higher rated corporates

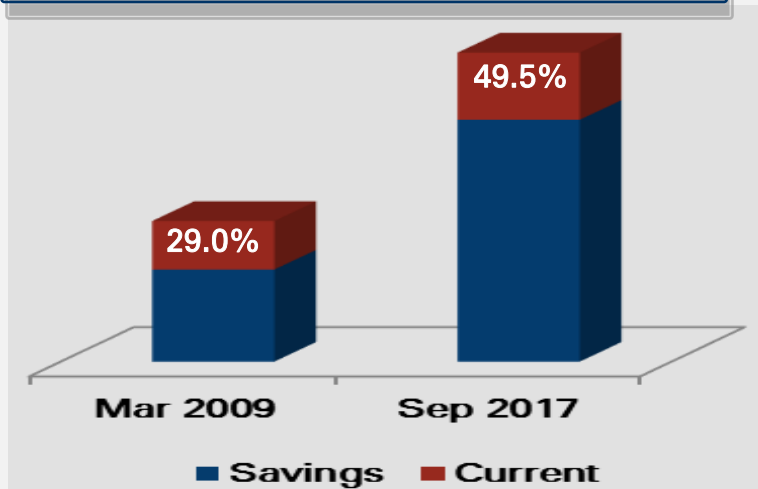
- ~90% disbursement in the domestic corporate portfolio in H1-2018 were to corporates rated A- and above

- Quality of earnings: increase non-credit income along with sustainability and granularity of income

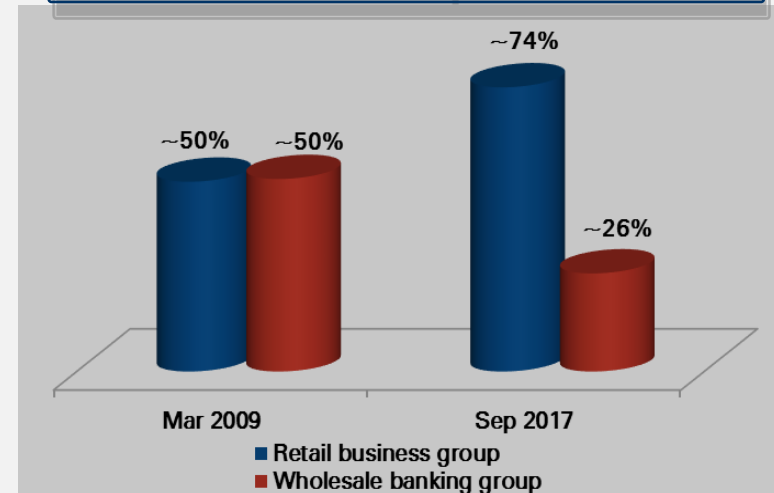
SME

Focus on granular exposures, collateral-based lending and active portfolio management

Period-end CASA ratio



Retail deposits



Average CASA ratio at 45.2% in Q2-2018

~18% CAGR in CASA deposits since March 2009

Cost of deposits at 4.98% in H1-2018, lowest level since FY2005



Stable net interest margin

	FY2017	H1-2018
Net interest margin	3.27%	3.27%

Strong control on operating expenses

	FY2017	H1-2018
Cost growth	16.3%	8.4%

Cost-to-income ratio of 38.8% in H1-2018¹

1. Excluding gains relating to sale of shares of insurance subsidiaries, cost-to-income ratio was 43.1% in H1-2018

Improving asset quality trends

Declining trends in NPA additions

₹ billion	Q1-2017	Q2-2017	Q3-2017	Q4-2017	Q1-2018	Q2-2018
Gross NPA additions	82.49	80.29	70.37	112.89	49.76	46.74

Sequential decline in gross and net NPA ratios

- Gross NPA ratio declined from 7.99% on Q1-2018 to 7.87% in Q2-2018
- Net NPA ratio declined from 4.86% in Q1-2018 to 4.43% in Q2-2018

- 410 bps sequential increase in provision coverage ratio¹ to 59.3% further strengthening the balance sheet

1. Including cumulative technical/ prudential write-offs



Recoveries/ net reduction in exposure of over ₹ 75.00 billion¹ in the drilldown list² of ₹ 440.65 billion at March 30, 2016

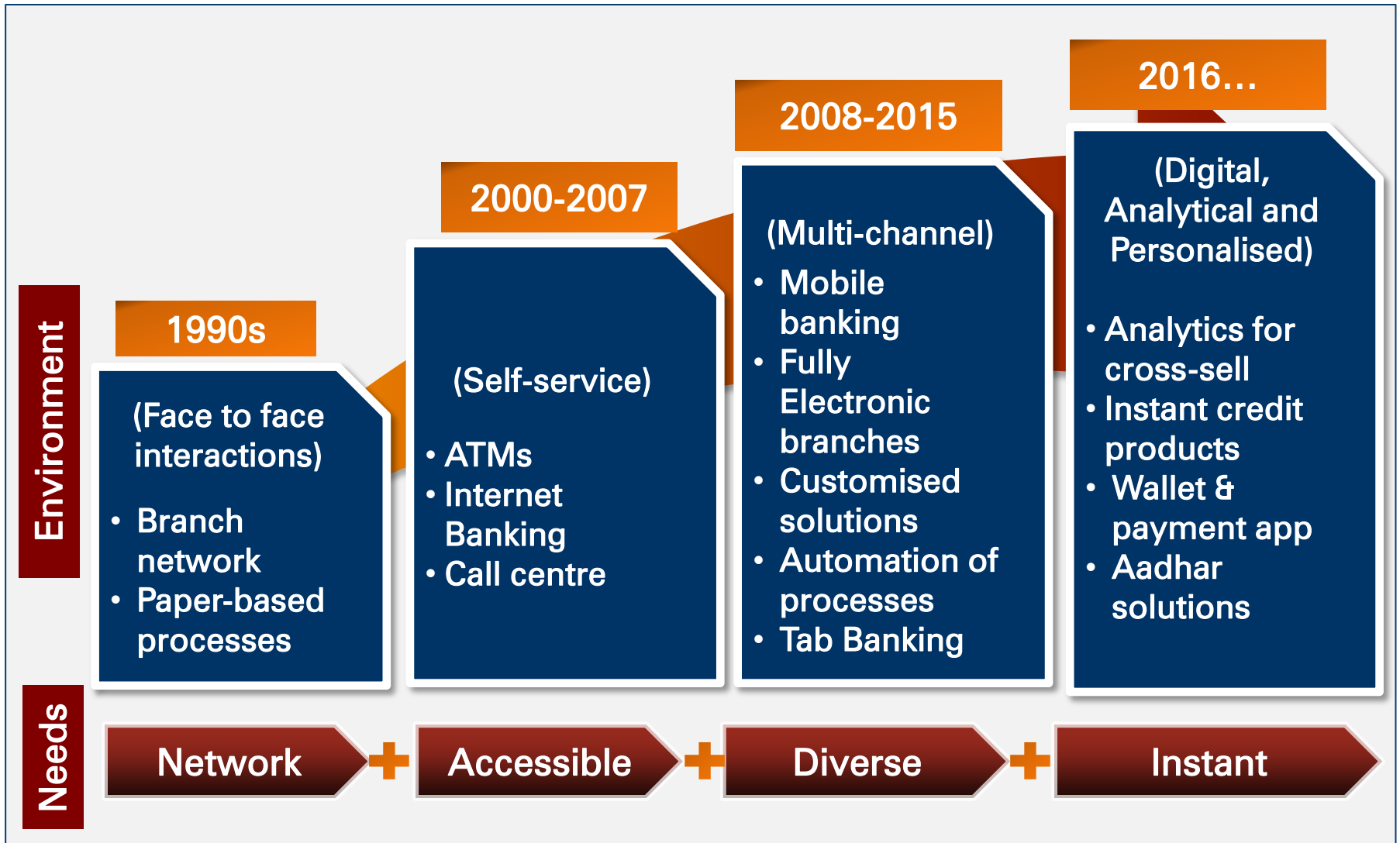
Significant recoveries from non-performing loans; recoveries and upgrades from non-performing loans aggregated ₹ 10.29 billion in Q2-2018

Continued focus on recovery and resolution while cases referred to the NCLT³ under IBC⁴ remain a key monitorable

1. Includes a borrower in the cement sector which was classified as non-performing in Q4-2017 and partly recovered in H1-2018
2. Exposure to below to investment grade rated entities in key sectors and promoter entities (where underlying is partly linked to the key sectors)
3. National Company Law Tribunal
4. Insolvency and Bankruptcy Code

Leadership in technology & digital initiatives

Customer's emerging expectations



- **Acquisition Digitization:** deposit account and loan origination digitization through tablets and smartphones
- **Operations Digitization:** Operations processes automated through software robotic systems
- **Sales Digitization:** Sales process automated through Sales CRM
- **Customer Service Digitization:** Customer service automation through straight NLU¹ and AI²



1. Natural Language Understanding
2. Artificial intelligence



About 85% of new savings accounts sourced through tab banking

Account opened within a day as against about four days earlier

- Aadhaar based biometric authentication for KYC
- Demo videos for products and services
- Upsell of mutual fund & insurance
- Faster processing of home loans

Launched instant personal loans of upto ₹ 1.5 million through ATMs to pre-approved customers

First bank in the country and among few, globally, to roll-out 'Software robotic systems'



Over 500 software robotic systems perform over 1.5 million banking transactions every working day

Reduced response time for customers by up to 60%; improved productivity



- First bank in India and among few globally to successfully exchange and authenticate remittance transaction messages and original international trade documents using blockchain technology
- Bespoke models for blockchain in remittance and trade transactions in advanced stages of testing, to enable commercial adoption

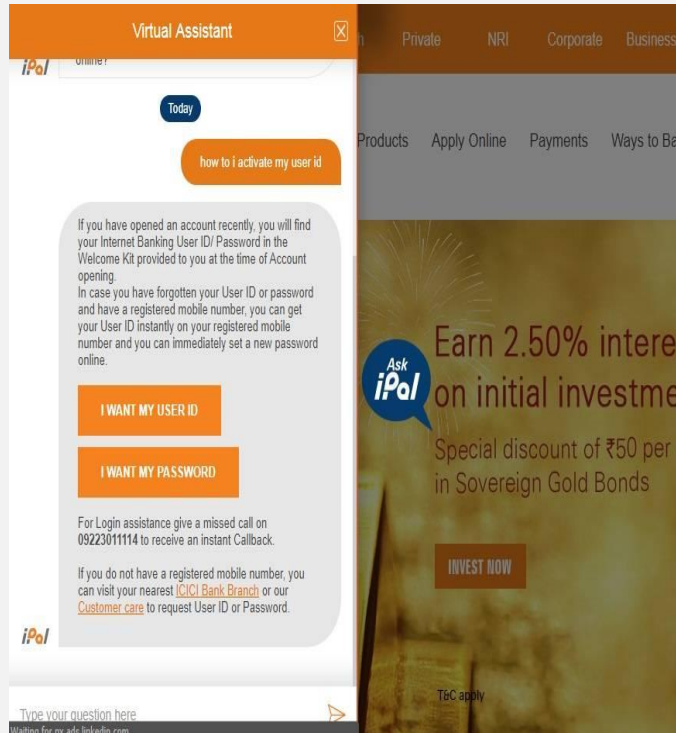
Committed to working on expanding the blockchain ecosystem

CRM

- 360 degree view of customer profile, sales trending and forecasting
- Real time data feeds from multiple systems
- Offers based on customer response and interest

Launched CRM mobile app on both
Android & iOS





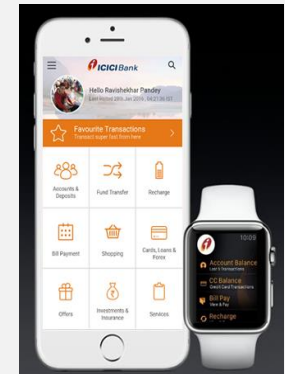
- AI powered chatbot iPal handles ~ 1 million queries/ chats monthly on both website and mobile app with nearly 90% resolution
- Services involve simple FAQs, financial transactions & helping discover new features

Leveraging technologies like AI and machine learning to enhancing customer experience and organisational efficiency

Ranked amongst top 20 banks globally in mobile banking¹

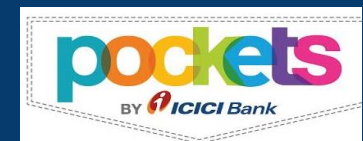
Ranked as best bank in India in internet and mobile banking categories¹

Over 250 services across internet and mobile banking



12.0 million digitally active customers at Sep 30, 2017

6.7 million downloads; significant interest from non-ICICI Bank users



'Mera iMobile': India's first mobile banking application for rural customers in 11 different languages

1. Benchmark studies conducted by Forrester, 2017

Over 95% of financial and non-financial transactions of our savings account customers are now done outside the branches

Share of digital channels like internet & mobile banking, POS and call centre in total savings account transactions increased to 81% in H1-2018



- Over 5.0 mn UPI IDs have been created using 'iMobile' and 'Pockets'
- Enabled both online and offline acceptance for merchants



- Single mobile-based application for merchants to collect payments using several options
- Over 145,000 merchants added

Touch & Pay: Mobile Based NFC¹ payments



Enabled Bharat QR and Aadhaar Pay on both iMobile and Pockets



Subsidiaries

Sustained leadership in private sector

- Private market share of 24.6%¹ and overall market share of 13.7%¹ in H1-2018

Focus on increasing value of new business

- Expanding protection business; proportion increased from 3.9% in FY2017 to 4.2% in H1-2018
- VNB margins² increased from 8.0% in FY2016 and 10.1% in FY2017 to 11.7% in H1-2018

Growth in AUM

- AUM of ~ ₹ 1,306 billion at Sep 30, 2017

- The Bank holds 55.9% stake in ICICI Life
- ICICI Life had market capitalisation of ₹ 547.20 billion on Nov 16, 2017

Indian Embedded Value of ₹ 172.10 billion at Sep 30, 2017

1. Based on retail weighted received premium
2. Value of new business, based on management forecast of cost for FY2018

- Completed initial public offer of ICICI Lombard General Insurance Company Limited in Q2-2018
- The Bank continues to have 55.9% shareholding
- ICICI General had market capitalisation of ₹ 307.66 billion on Nov 16, 2017

ICICI General

Sustained leadership in private sector

₹ billion

Q2-2017

Q2-2018

Gross written premium

27.53

32.34

Profit after tax

1.71

2.04

Overall market share of 8.9%¹ and private sector market share of 18.6%¹ in H1-2018

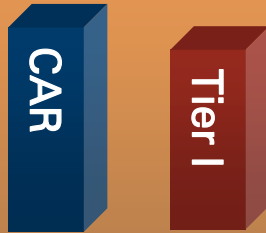
ICICI AMC	₹ billion	Q2-2017	Q2-2018
Sustained position of largest mutual fund in the country	Assets under management	2,160	2,791
	Profit after tax	1.30	1.56

ICICI Securities	₹ billion	Q2-2017	Q2-2018
	Profit after tax	0.99	1.31

Announced initial public offer of ICICI Securities

Standalone

17.89%¹ 14.85%¹



Sep 30, 2017

- 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 6.50% over the minimum requirement of 8.35% as per current RBI guidelines

Risk weighted assets increased by 0.1% y-o-y compared to 4.8% y-o-y growth in total assets

Thank you

Profit & loss statement (1/2)

₹ billion	FY 2017	Q2- 2017	H1- 2017	Q1- 2018	Q2- 2018	H1- 2018
NII	217.37	52.53	104.12	55.90	57.09	112.99
Non-interest income	195.05	91.20	125.49	33.88	51.86	85.74
- <i>Fee income</i>	94.52	23.56	45.12	23.77	25.70	49.47
- <i>Other income</i>	14.76	3.52	8.57 ¹	1.53	4.23	5.76
- <i>Treasury income</i> ²	85.77	64.12	71.80	8.58	21.93	30.51
Total income	412.42	143.73	229.61	89.78	108.95	198.73

1. As per the RBI guidelines dated Apr 18, 2017, banks are not permitted to recognize 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 ₹ 2.06 bn in H1-2017 which were reversed in Q4-2017
2. Includes profit on sale of shareholding in insurance subsidiaries of ₹ 56.82 billion in Q2-2017 and ₹ 20.12 billion in Q2-2018



Profit & loss statement (2/2)

₹ billion	FY 2017	Q2- 2017	H1- 2017	Q1- 2018	Q2- 2018	H1- 2018
Total income	412.42	143.73	229.61	89.78	108.95	198.73
Operating expenses	147.55	37.37	71.10	37.94	39.09	77.03
Operating profit	264.87	106.36	158.51	51.84	69.86	121.70
Provisions ¹	152.08	70.83	95.98	26.09	45.03	71.12
Profit before tax	112.79	35.53	62.53	25.75	24.83	50.58
Tax	14.78	4.51	9.19	5.26	4.25	9.51
Profit after tax	98.01	31.02	53.34	20.49	20.58	41.07

1. Drawdown from the collective contingency & related reserve of ₹ 8.65 billion in Q1-2017, ₹ 6.80 billion in Q2-2017 and ₹ 36.00 billion in FY2017



Balance sheet: assets

₹ billion	September 30, 2016	June 30, 2017	September 30, 2017
Cash & bank balances	525.64	425.11	533.62
Investments	1,743.49	1,854.08	1,799.35
- <i>SLR investments</i>	1,225.40	1,327.39	1,231.49
- <i>Equity investment in subsidiaries</i>	105.82	103.23	102.90
Advances	4,542.56	4,640.75	4,827.80
Fixed & other assets	707.71	689.23	717.25
- <i>RIDF¹ and related</i>	263.73	236.67	238.71
Total assets	7,519.40	7,609.16	7,878.02

Net investment in security receipts of asset reconstruction companies was ₹ 34.78 billion at September 30, 2017
(June 30, 2017 : ₹ 34.05 billion)

Balance sheet: liabilities

₹ billion	September 30, 2016	June 30, 2017	September 30, 2017
Net worth	950.16	1,006.24 ¹	1,027.88 ¹
- <i>Equity capital</i>	11.64	12.83	12.84
- <i>Reserves</i>	938.52	993.41	1,015.04
Deposits	4,490.71	4,862.54	4,986.43
- <i>Savings</i>	1,468.99	1,699.50	1,784.80
- <i>Current</i>	583.57	680.73	683.96
Borrowings ^{2,3}	1,717.57	1,414.60	1,507.02
Other liabilities	360.96	325.78	356.69
Total liabilities	7,519.40	7,609.16	7,878.02

Credit/deposit ratio of 83.5% on the domestic balance sheet at September 30, 2017

1. Capital and reserves reflect the change due to bonus shares issued by the Bank. Further, the reserves at June 30, 2017, were net of dividend paid.
2. Borrowings include preference shares amounting to ₹ 3.50 billion
3. Including impact of exchange rate movement

Key ratios

Percent	FY 2017	Q2- 2017	H1- 2017	Q1- 2018	Q2- 2018	H1- 2018
Return on average networth ^{1,2}	10.3	13.2	11.5	8.2	8.0	8.1
Return on average assets ¹	1.35	1.70	1.49	1.09	1.08	1.08
Weighted average EPS ^{1,3}	15.3	19.2	16.6	12.8	12.7	12.8
Book value ³ (₹)	156 ²	148	148	157	160	160
Fee to income	22.9	16.4	19.6	26.5	23.6	24.9
Cost to income	35.8 ⁴	26.0 ⁴	31.0 ⁴	42.3	35.9 ⁴	38.8 ⁴
Average CASA ratio	43.7	41.5	41.6	45.4	45.2	45.3
Net Interest Margin (NIM)	3.25	3.13	3.15	3.27	3.27	3.27

1. Annualised for all interim periods
2. According to the revised AS 4 – ‘Contingencies and events occurring after the balance sheet date’ as notified by the Ministry of Corporate Affairs through amendments to Companies (Accounting Standards) Amendment Rules, 2016, the Bank did not account for proposed dividend (including dividend distribution tax) as a liability for FY2017. However, the Bank had reduced proposed dividend for determining capital funds for computing capital adequacy ratio at March 31, 2017
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.
4. Includes gain on sale of stake in insurance subsidiaries

Asset quality trends (1/2)

Movement of NPA

₹ billion	FY 2017	Q2- 2017	Q3- 2017	Q4- 2017	Q1- 2018	Q2- 2018
Opening gross NPA	267.21	275.63	325.48	380.85	425.52	431.48
Add: gross additions	335.44	80.29	70.37	112.89	49.76	46.74
- of which: slippages from						
-restructured assets	45.20	12.31	2.39	18.03	14.76	3.72
-drilldown	194.95	45.55	29.43	79.57	3.59	2.56
-loans to central PSU owned power company	-	-	-	-	-	8.79 ¹
- Existing NPA ² & non-fund devolvement ³	19.35	0.89	20.05	0.40	1.95	2.20
Less: recoveries & upgrades	25.38	8.00	6.25	14.13	27.75	10.29
Net additions	310.06	72.29	64.12	98.76	22.01	36.45
Less: write-offs & sale	151.75	22.44	8.75	54.09	16.05	23.04
Closing gross NPAs	425.52	325.48	380.85	425.52	431.48	444.89
Gross NPA ratio	7.89%	6.12%	7.20%	7.89%	7.99%	7.87%

1. Net exposure to the central power company was being disclosed as a footnote to the drilldown list disclosure
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

NPA and restructuring trends

₹ billion	September 30, 2016	June 30, 2017	September 30, 2017
Gross NPAs	325.48	431.48	444.89
Less: cumulative provisions	160.65	178.42	203.59
Net NPAs	164.83	253.06	241.30
Net NPA ratio	3.21%	4.86%	4.43%

Retail NPAs (₹ billion)	September 30, 2016	June 30, 2017	September 30, 2017
Gross retail NPAs	42.98	41.40	43.51
- as a % of gross retail advances	1.94%	1.65%	1.66%
Net retail NPAs	14.27	15.66	16.60
- as a % of net retail advances	0.65%	0.63%	0.64%

Provisioning coverage ratio at 59.3% including cumulative technical/ prudential write-offs



Loans under RBI resolution schemes¹

September 2017	Standard restructured	Drilldown	Others	Total
Strategic debt restructuring (SDR)				
- Implemented	4.99	24.70	10.10	39.78
- Invoked	0.13	-	0.18	0.31
Change in management outside SDR				
- Implemented	-	55.66	-	55.66
- Invoked	-	9.58	16.55	26.13
Flexible restructuring under the 5/25 scheme				
- Implemented		24.78 ²	1.97	26.75
S4A implemented	0.95	-	2.74	3.69

1. Excludes NPA

2. Loans aggregating ₹ 17.26 billion also under SDR or change in management outside SDR



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	Sep 30, 2017
Retail finance	18.9%	22.4%	24.7%	27.1%	31.9%	32.4%
Electronics & engineering	8.3%	8.2%	7.6%	7.3%	6.9%	6.8%
Banks	8.8%	8.6%	7.8%	8.0%	6.0%	6.8%
Services – finance	6.0%	4.9%	4.2%	4.9%	6.2%	6.5%
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%	5.1%
Road, port, telecom, urban development & other infra	6.0%	6.0%	5.9%	5.8%	5.3%	4.7%
Services - non finance	5.1%	5.2%	5.0%	4.9%	4.0%	3.8%
Iron/steel & products	5.1%	5.0%	4.8%	4.5%	3.6%	3.3%
Construction	4.2%	4.4%	4.0%	3.4%	3.1%	3.3%
Total (₹ billion)	7,585	7,828	8,535	9,428	9,372	9,760

1. Top 10 based on position at Sep 30, 2017



Aggregate 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	March 31, 2017	Sep 30, 2017
Power	7.3%	6.4%	5.9%	5.5%	5.4%	5.1%	5.1%
Iron/steel	5.2%	5.1%	5.0%	4.8%	4.5%	3.6%	3.3%
Mining	2.0%	1.7%	1.7%	1.5%	1.6%	1.8%	1.7%
Others ¹	1.7%	1.9%	2.2%	2.0%	1.8%	1.5%	1.2%
Total exposure of the Bank to key sectors	16.2%	15.1%	14.8%	13.8%	13.3%	12.0%	11.3%

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



- 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** SDR and 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 June 30, 2017		At September 30, 2017	
	Exposure ^{1,2,3}	% of total exposure	Exposure ^{1,2,3,4}	% of total exposure
Power	70.76	0.8%	68.37	0.7%
Mining	55.90	0.6%	57.50	0.6%
Iron/steel	39.93	0.4%	40.14	0.4%
Promoter entities ⁵	33.34	0.4%	25.83	0.3%
Others ⁶	3.65	0.0%	4.06	0.0%

1. Aggregate fund based limits and non-fund based outstanding
2. Includes investment exposure
3. 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 during earlier periods
4. Unutilised limits of ₹ 0.98 bn cancelled subsequent to September 30, 2017
5. Includes promoter entities where underlying is partly linked to the key sectors
6. 'Others' includes exposure to cement & rigs sectors
7. In addition to above, the non-fund based outstanding to borrowers classified as non-performing was ₹ 21.19 bn at September 30, 2017 compared to ₹ 21.35 bn at June 30, 2017



Further drilldown: movement

₹ billion

Aggregate exposure ^{1,2,3,4}	Q2-2018
Opening balance	203.58
Net decrease in exposure	(9.60)
Upgrades to 'investment grade'	-
Downgrades to 'below investment grade'	4.48 ⁵
Classified as non-performing ⁶	(2.56)
Closing balance	195.90

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 non-fund based outstanding in respect of accounts included in the drilldown exposure where the fund based outstanding has been classified as non-performing during earlier periods
5. Unutilised limits of ₹ 0.98 bn cancelled subsequent to Sep 30, 2017
6. Includes investment exposure relating to accounts classified as non-performing
7. In addition to above, the non-fund based outstanding to borrowers classified as non-performing was ₹ 21.19 bn at September 30, 2017 compared to ₹ 21.35 bn at June 30, 2017

