

ICICI Bank Limited ICICI Bank Towers Bandra Kurla Complex Mumbai 400 051

#### **News Release**

January 24, 2011

## Performance Review - Quarter ended December 31, 2010

- 30.5% year-on-year increase in profit after tax to ₹ 1,437 crore (US\$ 321 million) for the quarter ended December 31, 2010 (Q3-2011) from ₹ 1,101 crore (US\$ 246 million) for the quarter ended December 31, 2009 (Q3-2010)
- 77.5% year-on-year increase in consolidated profit after tax to ₹ 2,039 crore (US\$ 456 million) for Q3-2011 from ₹ 1,149 crore (US\$ 257 million) for Q3-2010
- 36.0% year-on-year increase in consolidated profit after tax to ₹ 4,525 crore (US\$ 1.0 billion) for the nine months ended December 31, 2010 (9M-2011) from ₹ 3,328 crore (US\$ 744 million) for the nine months ended December 31, 2009 (9M-2010)
- Current and savings account (CASA) ratio increased to 44.2% at December 31, 2010 from 39.6% at December 31, 2009
- Net non-performing asset ratio declined to 1.16% at December 31, 2010 from 2.19% at December 31, 2009
- Provision coverage ratio increased to 71.8% at December 31, 2010 from 69.0% at September 30, 2010 (51.2% at December 31, 2009)
- Strong capital adequacy ratio of 19.98% and Tier-1 capital adequacy of 13.72%

The Board of Directors of ICICI Bank Limited (NYSE: IBN) at its meeting held at Mumbai today, approved the audited accounts of the Bank for the quarter ended December 31, 2010.

#### **Profit & loss account**

- Profit after tax increased 30.5% to ₹ 1,437 crore (US\$ 321 million) for Q3-2011 from ₹ 1,101 crore (US\$ 246 million) for Q3-2010.
- Net interest income increased 12.3% to ₹ 2,312 crore (US\$ 517 million) in Q3-2011 from ₹ 2,058 crore (US\$ 460 million) in Q3-2010.
- Fee income increased 14.3% to ₹ 1,625 crore (US\$ 363 million) in Q3-2011 from ₹ 1,422 crore (US\$ 318 million) in Q3-2010.



- Operating expenses (including direct marketing agency expenses) increased 27.2% to ₹ 1,707 crore (US\$ 382 million) in Q3-2011 from ₹ 1,342 crore (US\$ 300 million) in Q3-2010, primarily due to costs relating to new branches added over the last year and full impact of cost of erstwhile Bank of Rajasthan (e-BOR) during the quarter.
- Provisions decreased 53.6% to ₹ 465 crore (US\$ 104 million) in Q3-2011 from ₹ 1,002 crore (US\$ 224 million) in Q3-2010.
- Profit after tax for 9M-2011 was ₹ 3,699 crore (US\$ 827 million) compared to ₹ 3,019 crore (US\$ 675 million) for 9M-2010.

# **Operating review**

The Bank has continued with its strategy of pursuing profitable credit growth by leveraging on its improved fund mix, lower credit costs and efficiency improvement and cost rationalisation. In this direction, the Bank continues to leverage its expanded branch network to enhance its deposit franchise and create an integrated distribution network for both asset and liability products. At December 31, 2010, the Bank had 2,512 branches, the largest branch network among private sector banks in the country.

## Credit growth

Advances increased by 15.3% year-on-year to ₹ 206,692 crore (US\$ 46.2 billion) at December 31, 2010 from ₹ 179,269 crore (US\$ 40.1 billion) at December 31, 2009.

### Deposit growth

Savings deposits increased by 26.5% year-on-year to ₹ 64,577 crore (US\$ 14.4 billion) at December 31, 2010 from ₹ 51,054 crore (US\$ 11.4 billion) at December 31, 2009 and the CASA ratio increased to 44.2% at December 31, 2010 from 39.6% at December 31, 2009.

#### Capital adequacy

The Bank's capital adequacy at December 31, 2010 as per Reserve Bank of India's guidelines on Basel II norms was 19.98% and Tier-1 capital adequacy was 13.72%, well above RBI's requirement of total capital adequacy of 9.0% and Tier-1 capital adequacy of 6.0%.



# Asset quality

Net non-performing assets decreased by 34.9% to ₹ 2,873 crore (US\$ 643 million) at December 31, 2010 from ₹ 4,416 crore (US\$ 988 million) at December 31, 2009. The Bank's net non-performing asset ratio decreased to 1.16% at December 31, 2010 from 2.19% at December 31, 2009. The Bank's provisioning coverage ratio computed in accordance with the RBI guidelines at December 31, 2010 was 71.8% compared to 51.2% at December 31, 2009.

## **Consolidated profits**

Consolidated profit after tax of the Bank increased by 36.0% to ₹ 4,525 crore (US\$ 1.0 billion) for 9M-2011 compared to ₹ 3,328 crore (US\$ 744 million) for 9M-2010. Consolidated profit after tax for Q3-2011 increased by 77.5% to ₹ 2,039 crore (US\$ 456 million) compared to ₹ 1,149 crore (US\$ 257 million) for Q3-2010. This includes transfer of surplus in the non-participating policyholders' funds of ICICI Prudential Life Insurance Company (ICICI Life) on a quarterly basis, as compared to an annual basis as permitted earlier, as per Insurance Regulatory and Development Authority (IRDA) circular dated December 27, 2010. The Bank's consolidated profit after tax for 9M-2011 and Q3-2011 include ₹ 384 crore (US\$ 86 million) on account of this transfer.

## Insurance subsidiaries

ICICI Life maintained its position as the largest private sector life insurer based on new business retail weighted received premium during April-November 2010. ICICI Life's new business premium increased by 21.3% to ₹ 4,650 crore (US\$ 1,040 million) in 9M-2011 from ₹ 3,833 crore (US\$ 857 million) in 9M-2010. ICICI Life's unaudited new business profit (NBP) in 9M-2011 was ₹ 579 crore (US\$ 130 million). Assets held increased by 23.7% to ₹ 66,334 crore (US\$ 14.8 billion) at December 31, 2010 from ₹ 53,619 crore (US\$ 12.0 billion) at December 31, 2009. ICICI Life's profit after tax for 9M-2011 was ₹ 513 crore (US\$ 115 million). ICICI Life's NBP and profit after tax for Q3-2011 were ₹ 100 crore (US\$ 22 million) and ₹ 614 crore (US\$ 137 million) respectively. ICICI Life's profit after tax for 9M-2011 and Q3-2011 include ₹ 520 crore (US\$ 116 million) on account of transfer of surplus in the non-participating policyholders' funds on a quarterly basis, as compared to an annual basis as permitted earlier, as per Insurance Regulatory and Development Authority (IRDA) circular dated December 27, 2010.



ICICI Lombard General Insurance Company (ICICI General) maintained its leadership in the private sector during 9M-2011 with a market share of 9.8%. ICICI General's premium income in 9M-2011 increased by 29.4% to ₹ 3,250 crore (US\$ 727 million) from ₹ 2,512 crore (US\$ 562 million) in 9M-2010. ICICI General's profit after tax was ₹ 210 crore (US\$ 47 million) in 9M-2011 compared to ₹ 132 crore (US\$ 30 million) in 9M-2010. ICICI General's profit after tax for Q3-2011 was ₹ 74 crore (US\$ 17 million).

# Summary Profit and Loss Statement (as per unconsolidated Indian GAAP accounts)

₹ crore

	FY2010	Q3-2010	9M-2010	Q2-2011	Q3-2011	9M-2011
Net interest income	8,114	2,058	6,079	2,204	2,312	6,507
Non-interest income	7,478	1,673	5,587	1,578	1,749	5,007
- Fee income	5,650	1,422	4,128	1,590	1,625	4,628
- Lease and other income	<i>647</i> <sup>1</sup>	<i>277</i> <sup>1</sup>	474 <sup>1</sup>	132	103	398
- Treasury income	1,181	(26)	985	(144)	21	(19)
Less:						
Operating expense	5,593	1,311	4,134	1,500	1,667	4,592
Expenses on direct market agents (DMAs) <sup>2</sup>	125	31	80	35	40	112
Lease depreciation	142	20	119	35	11	68
Operating profit	9,732	2,369	7,333	2,212	2,343	6,742
Less: Provisions	4,387	1,002	3,397	641	465	1,903
Profit before tax	5,345	1,367	3,936	1,571	1,878	4,839
Less: Tax	1,320	266	917	335	441	1,140
Profit after tax	4,025	1,101	3,019	1,236	1,437	3,699

- Includes profit of ₹ 203 crore related to transfer of merchant acquiring operations to new entity 81% owned by First Data.
- 2. Represents commissions paid to direct marketing agents (DMAs) for origination of retail loans. These commissions are expensed upfront.
- 3. Results for Q2-2011, Q3-2011 and 9M-2011 take into account the impact of amalgamation of erstwhile Bank of Rajasthan from close of business on August 12, 2010.
- 4. Prior period figures have been regrouped/re-arranged where necessary.



# **Summary Balance Sheet**

₹ crore

	March 31, 2010	December 31, 2009	December 31, 2010
Assets			
Cash & bank balances	38,874	30,578	31,461
Advances	181,206	179,269	206,692
Investments	120,893	123,409	133,703
Fixed & other assets	22,427	22,972	21,041
Total	363,400	356,228	392,897
Liabilities			
Net worth	51,618	52,240	55,429
- Equity capital	1,115	1,114	1,151
- Reserves	50,503	51,126	<i>54,278</i>
Deposits	202,017	197,653	217,747
CASA ratio	41.7%	39.6%	44.2%
Borrowings <sup>1</sup>	94,264	91,829	105,327
Other liabilities	15,501	14,506	14,394
Total	363,400	356,228	392,897

- 1. Borrowings include preference shares amounting to ₹350 crore.
- 2. Figures for December 31, 2010 take into account the impact of amalgamation of erstwhile Bank of Rajasthan from close of business on August 12, 2010.

All financial and other information in this press release, 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 audited unconsolidated, consolidated and segmental results required by Indian regulations that has, along with this release, 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 Exchange Commission, and is available on our website www.icicibank.com.

Except for the historical information contained herein, statements in this release which contain words or phrases such as 'will', 'expected to', etc., and similar expressions or variations of such expressions may constitute 'forward-looking statements'. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to, the actual growth in demand for banking and other financial products and services in the countries that we operate or where a material number of our customers reside, our ability to successfully implement our strategy, including our use of the Internet and other technology, our rural expansion, our exploration of merger and acquisition opportunities, our ability to integrate recent or future mergers or acquisitions into

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our operations and manage the risks associated with such acquisitions to achieve our strategic and financial objectives, our ability to manage the increased complexity of the risks we face following our rapid international growth, future levels of impaired loans, our growth and expansion in domestic and overseas markets, the adequacy of our allowance for credit and investment losses, technological changes, investment income, our ability to market new products, cash flow projections, the outcome of any legal, tax or regulatory proceedings in India and in other jurisdictions we are or become a party to, the future impact of new accounting standards, our ability to implement our dividend policy, the impact of changes in banking regulations and other regulatory changes in India and other jurisdictions on us, the bond and loan market conditions and availability of liquidity amongst the investor community in these markets, the nature or level of credit spreads, interest spreads from time to time, including the possibility of increasing credit spreads or interest rates, our ability to roll over our short-term funding sources and our exposure to credit, market and liquidity risks as well as other risks that are detailed in the reports filed by us with the United States Securities and Exchange Commission. ICICI Bank undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

This release does not constitute an offer of securities.

For further press queries please call Charudatta Deshpande at 91-22-2653 8208 or e-mail: <a href="mailto:charudatta.deshpande@icicibank.com">charudatta.deshpande@icicibank.com</a>.

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1 crore = 10.0 million US\$ amounts represent convenience translations at US\$1= ₹ 44.71