

January 25, 2020

BSE Limited
Listing Department
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001

National Stock Exchange of India Limited
Listing Department
Exchange Plaza, 5th floor
Plot No. C/1, G Block
Bandra-Kurla Complex
Bandra (East)
Mumbai 400 051

Dear Sir,

Sub: Earnings call for quarter results ended December 31, 2019

This is further to our letter dated January 24, 2020 on the captioned subject.

Please find attached the investor presentation and the opening remarks for the analyst call for the Q3-2020 results. The same has also been uploaded on the website of the Bank and can be accessed on the link <https://www.icicibank.com/aboutus/qfr.page?#toptitle>.

Yours faithfully,
For ICICI Bank Limited



Vivek Ranjan
Chief Manager

Encl: As above



Q3-2020: Performance review

January 25, 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, 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.



Key highlights for Q3-2020

Profitability

- 23.8% y-o-y growth in core operating profit
- NII grew by 24.3% y-o-y

Healthy loan growth

- Domestic loan growth was 16.5% y-o-y
- Retail loan growth was 19.3% y-o-y

Stable funding profile

- 14.6% y-o-y growth in average CASA deposits in Q3-2020
- 23.6% y-o-y growth in term deposits at Dec 31, 2019

Asset quality

- Net NPA ratio decreased to 1.49% at Dec 31, 2019 from 1.60% at Sep 30, 2019
- Recoveries, upgrades and other deletions¹ of ₹ 40.88 bn
- Provision coverage ratio² of 76.2% at Dec 31, 2019

Distribution network

- Extensive footprint of 5,275 branches and 15,589 ATMs at Dec 31, 2019
- ~ 50% of branches in semi-urban and rural areas

Healthy capital position

- CET1³ ratio of 13.62% and Tier I ratio of 14.98% at Dec 31, 2019



1. Excluding write-offs
2. Excluding technical write-offs
3. Common Equity Tier 1

P&L trends: Q3-2020

Net interest margin (NIM)

NIM was 3.77% in Q3-2020

Fee income

17.4% y-o-y growth to ₹ 35.96 billion;
retail fee growth of 25.5% y-o-y

Operating expenses

Growth of 20.8% y-o-y to ₹ 55.71 billion

Core operating profit to average assets

2.84% in Q3-2020
(Q2-2020: 2.71%, Q3-2019: 2.58%)

Provisions

Declined by 50.9% y-o-y to ₹ 20.83 billion

Profit after tax

Increased to ₹ 41.46 billion in Q3-2020
from ₹ 16.05 billion in Q3-2019



Strong operating performance



Profit & loss statement

(₹ billion)	FY 2019	Q3- 2019	9M- 2019	Q2- 2020	Q3- 2020	9M- 2020	Q3-o-Q3 growth
Net interest income ¹	270.15	68.75	193.95	80.57	85.45	243.40	24.3%
Non-interest income	131.46	34.04	96.81	38.54	40.43	111.43	18.8%
- <i>Fee income</i>	119.89	30.62	88.11	34.78	35.96	101.12	17.4%
- <i>Dividend income from subsidiaries</i>	10.78	3.24	8.09	3.77	3.67	9.35	13.3%
- <i>Others</i>	0.79	0.18	0.61	(0.01)	0.80	0.96	-
Core operating income	401.61	102.79	290.76	119.11	125.88	354.83	22.5%
Operating exp.	180.89	46.12	130.81	53.78	55.71	158.23	20.8%
- <i>Employee exp.</i>	68.08	17.34	49.09	21.41	19.42	60.36	12.0%
- <i>Non-employee exp.</i>	112.81	28.78	81.72	32.37	36.29	97.87	26.1%
Core operating profit	220.72	56.67	159.95	65.33	70.17	196.60	23.8%



1. Includes interest on income tax refund of ₹ 0.16 bn in Q3-2020 and ₹ 2.42 bn in 9M-2020 (FY2019: ₹ 4.48 bn, Q3-2019: ₹ 0.21 bn, 9M-2019: ₹ 0.34 bn, Q2-2020: ₹ 0.42 bn)

Profit & loss statement

(₹ billion)	FY 2019	Q3- 2019	9M- 2019	Q2- 2020	Q3- 2020	9M- 2020	Q3-o-Q3 growth
Core operating profit	220.72	56.67	159.95	65.33	70.17	196.60	23.8%
Treasury income	13.66 ¹	4.79	12.10 ¹	3.41	5.31	10.51	10.9%
Operating profit	234.38	61.46	172.05	68.74	75.48	207.11	22.8%
Provisions	196.61	42.44	142.10	25.07	20.83	80.86	(50.9)%
Profit before tax	37.77	19.02	29.95	43.67	54.65	126.25	-
Tax	4.14	2.97	6.01	7.92	13.19	29.96	-
Re-measurement of deferred tax assets ²	-	-	-	29.20	-	29.20	-
Profit after tax	33.63	16.05	23.94	6.55	41.46	67.09	-



Segment-wise PBT: slide 39



Consolidated P&L: slides 40-41



1. Includes profit on sale of shareholding in subsidiaries of ₹ 11.10 billion in FY2019 and 9M-2019
2. Deferred tax asset re-measured at the revised marginal tax rate of 25.17%

Key ratios

Percent	FY2019	Q3-2019	9M-2019	Q2-2020	Q3-2020	9M-2020
Net interest margin ^{1,3}	3.42	3.40	3.31	3.64	3.77	3.68
Cost to income	44.8 ²	42.9	44.8 ²	43.9	42.5	43.3
Provisions/core operating profit	89.1	74.9	88.8	38.4	29.7	41.1
Provisions/average advances ³	3.67	3.05	3.59	1.67	1.34	1.79
Core operating profit/average assets	2.56	2.58	2.50	2.71	2.84	2.72
Return on average assets ³	0.39	0.73	0.37	0.27	1.68	0.93
Standalone return on equity ³	3.2	6.0	3.0	2.4	14.6	8.0
Consolidated return on equity ³	3.8	6.7	3.7	3.9	15.5	9.4
Weighted average EPS (₹) ³	5.2	9.9	4.9	4.0	25.5	13.8
Book value (₹)	168.1	166.4	166.4	171.4	177.8	177.8

Yield, cost and margin: slide 38

Consolidated ratios: slide 42



1. Includes interest on income tax refund of ₹ 0.16 bn in Q3-2020 and ₹ 2.42 bn in 9M-2020 (FY2019: ₹ 4.48 bn, Q3-2019: ₹ 0.21 bn, 9M-2019: ₹ 0.34 bn, Q2-2020: ₹ 0.42 bn)
2. Excludes gain on sale of stake in subsidiaries
3. Annualised for all interim periods

Balance sheet growth



Funding profile

(₹ billion)	Dec 31, 2018	Mar 31, 2019	Sep 30, 2019	Dec 31, 2019	Y-o-Y growth	% share at Dec 31, 2019
CASA	2,993.74	3,239.40	3,250.00	3,364.09	12.4%	47.0%
- Current	885.81	962.69	944.31	1,009.89	14.0%	14.1%
- Savings	2,107.93	2,276.71	2,305.69	2,354.20	11.7%	32.9%
Term	3,073.81	3,289.80	3,712.73	3,799.36	23.6%	53.0%
Total deposits	6,067.55	6,529.20	6,962.73	7,163.45	18.1%	100.0%
	Q3-2019	Q4-2019	Q2-2020	Q3-2020		
Average CASA ratio	46.0%	44.6%	42.2%	42.8%	-	-

- 23.6% y-o-y growth in average CA and 11.8% y-o-y growth in average SA in Q3-2020



Balance sheet-liabilities: slide 43-44



Consolidated balance sheet: slide 47



Extensive franchise: slide 52



Loan portfolio

(₹ billion)	Dec 31, 2018	Mar 31, 2019	Sep 30, 2019	Dec 31, 2019	Y-o-Y growth	% share at Dec 31, 2019
Advances	5,643.08	5,866.47	6,133.59	6,356.54	12.6%	100.0%
- Domestic book	4,971.44	5,236.14	5,533.24	5,790.67	16.5%	91.1%
- <i>Retail</i>	3,332.08	3,528.31	3,809.66	3,976.46	19.3%	62.6%
- <i>SME¹</i>	162.32	179.17	190.64	217.44	34.0%	3.4%
- <i>Corporate and others²</i>	1,477.03	1,528.66	1,532.94	1,596.77	8.1%	25.1%
- Overseas book ³	671.64	630.32	600.35	565.87	(15.7)%	8.9%

- Growth in performing domestic corporate portfolio was 12.1% y-o-y at Dec 31, 2019
- Including non-fund based outstanding, the share of retail portfolio was 52.0% of the total portfolio at Dec 31, 2019 (Sep 30, 2019: 49.9%)



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. Includes impact of exchange rate movement

Balance sheet-assets: slides 45-46

Portfolio composition: slide 49

Retail portfolio

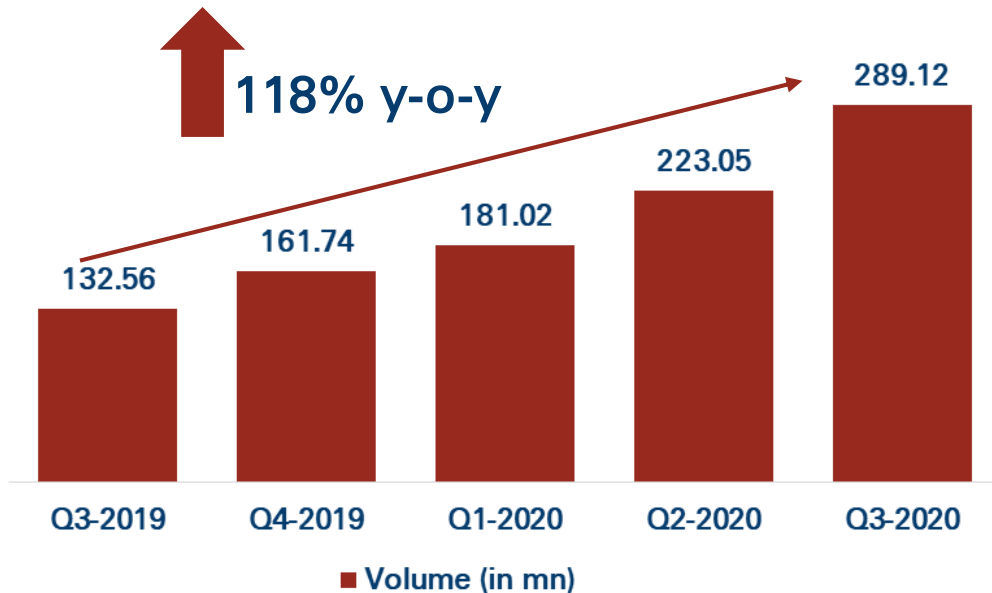
(₹ billion)	Dec 31, 2018	Mar 31, 2019	Sep 30, 2019	Dec 31, 2019	Y-o-Y growth	% share at Dec 31, 2019
Home loans	1,711.19	1,782.36	1,907.76	1,963.71	14.8%	49.4%
Vehicle loans	531.45	556.66	569.12	584.06	9.9%	14.7%
- <i>Auto finance</i>	309.11	314.36	315.17	323.84	4.8%	8.1%
- <i>Commercial business</i>	211.63	228.85	237.21	244.20	15.4%	6.1%
- <i>Two wheeler loans</i>	10.71	13.44	16.74	16.02	49.6%	0.4%
Business banking	170.74	188.45	227.43	251.10	47.1%	6.3%
Rural loans	462.61	499.60	519.20	540.66	16.9%	13.6%
Personal loans	277.85	310.15	377.56	420.41	51.3%	10.6%
Credit cards	114.19	123.04	146.96	163.07	42.8%	4.1%
Others	64.05	68.05	61.63	53.45	(16.5)%	1.3%
- <i>Dealer funding loans</i>	43.35	46.15	42.74	32.69	(24.6)%	0.8%
- <i>Loan against shares and others</i>	20.70	21.90	18.89	20.76	0.3%	0.5%
Total retail loans¹	3,332.08	3,528.31	3,809.66	3,976.46	19.3%	100.0%



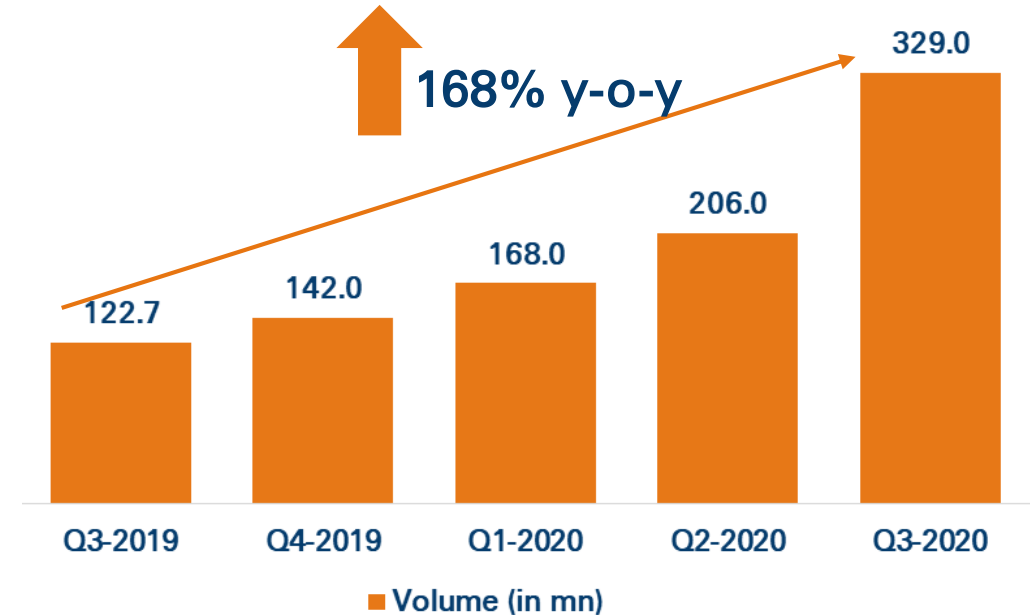
1. Includes buyouts of ₹ 68.52 billion at Dec 31, 2019 (Dec 31, 2018: ₹ 68.50 billion; Mar 31, 2019: ₹ 77.41 billion; Sep 30, 2019: ₹ 76.53 billion)

Digital transactions

Mobile banking



UPI



Electronic toll collection



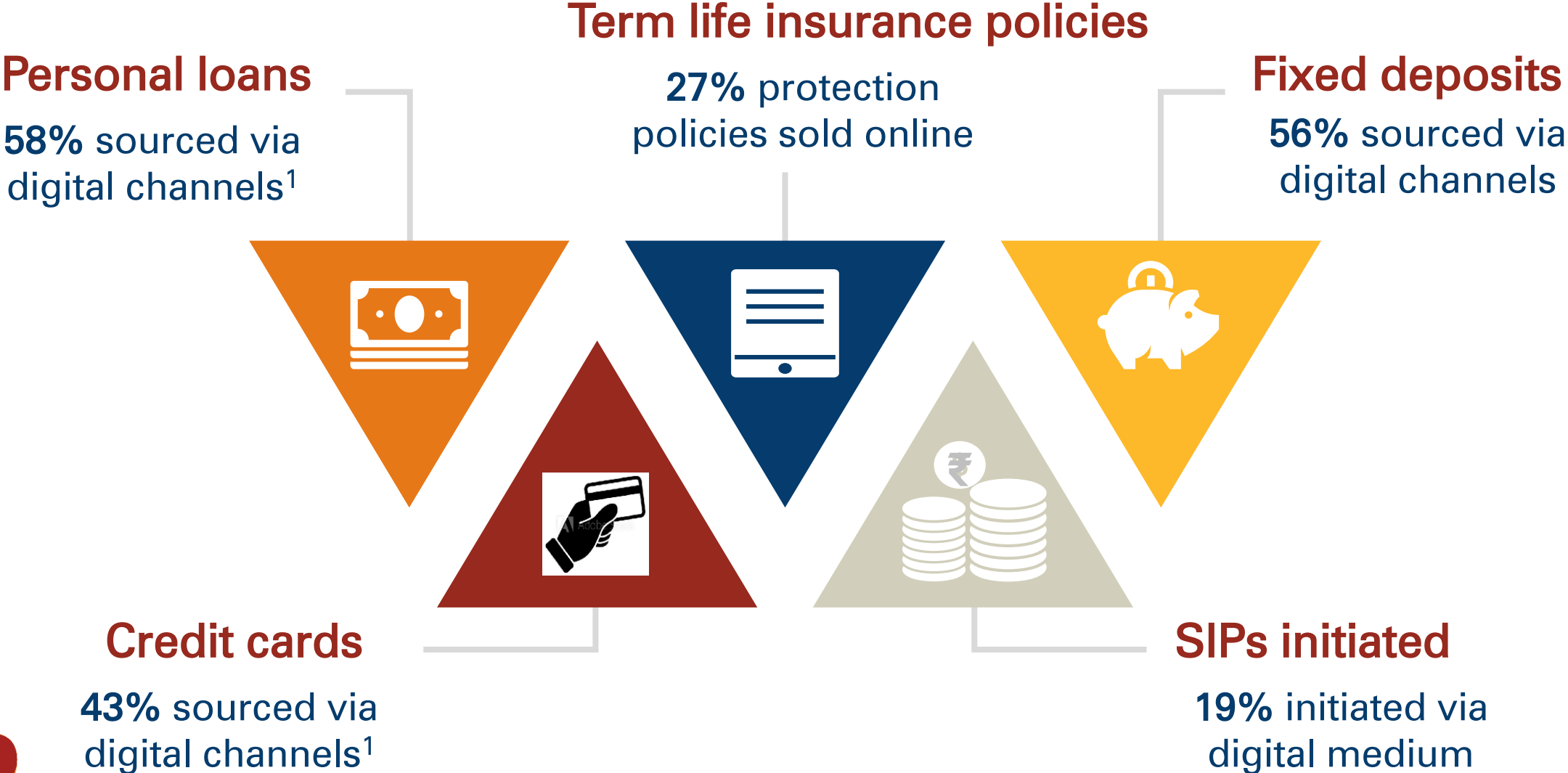
- Market leader with 51% acquiring and 57% issuing market share by value in 9M-2020
- The Bank has issued over 2.7 million tags till Dec 31, 2019



- Over 87% of savings account transactions¹ in 9M-2020 through digital channels

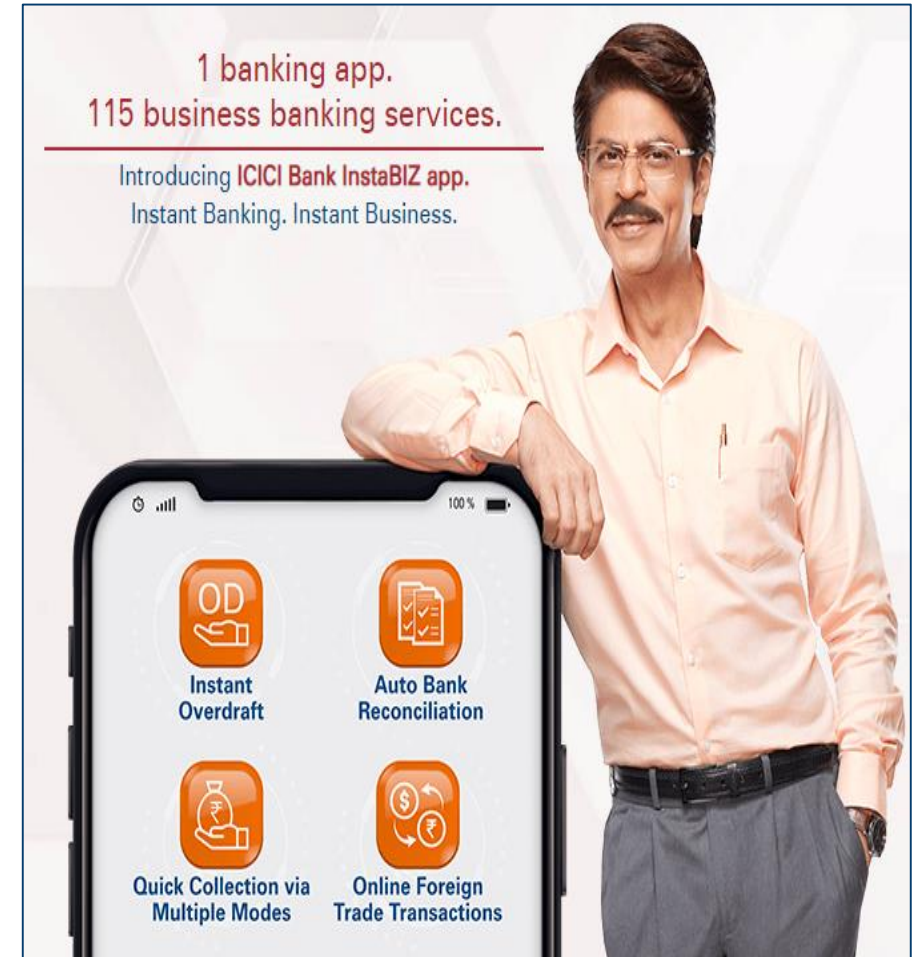
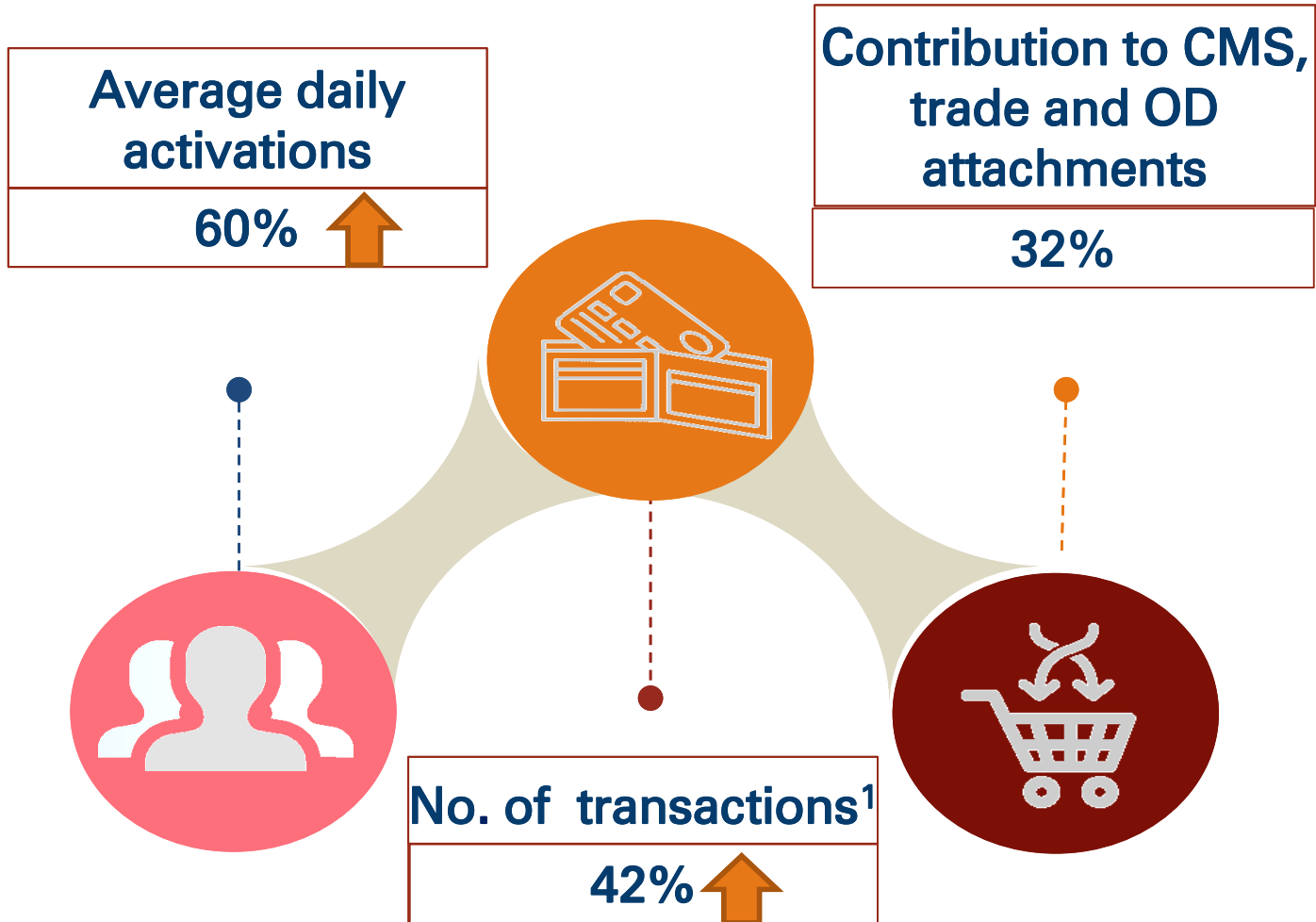
1. Includes internet, mobile, POS, touch banking, phone banking and debit cards e-commerce transactions

Digital sourcing of various products in 9M-2020



1. Percentage share based on count of customers. Digital includes insta and digitally sourced customers with physical KYC

InstaBIZ



1. Q3-2020 over Q1-2020

2. Non-ICICI Bank account holders can register digitally and instantly open CA digitally, get instant unsecured OD, collect payments and access business networking platform

Recent initiatives

Largest range of 250 APIs
Across financial
and non-financial
categories

Integrates multiple partners
Businesses, fintechs,
corporates and e-
commerce start-ups

Convenient access to APIs
Makes API banking
accessible to a large no. of
prospective partner
companies and developers

Ease of integration
Detailed workflow for
ease and quick
understanding of API



One-stop for integrating APIs
Industry first portal for
designing, testing and
going live

Enhances productivity
Reduces time taken to
develop a business
solution to a few days

eRM channel



- Virtual relationship managers managing customers remotely by providing banking solutions
- Using customer persona to provide customised recommendations
- Bank has ~1,000 e-RMs servicing ~1 million customers at Dec 31, 2019¹⁶

Asset quality trends



NPA trends

(₹ billion)	Dec 31, 2018	Sep 30, 2019	Dec 31, 2019
Gross NPAs ¹	515.91	456.39	434.54
Less: cumulative provisions ¹	353.39	347.23	330.65
Net NPAs¹	162.52	109.16	103.89
Gross NPA ratio ¹	7.75%	6.37%	5.95%
Net NPA ratio ¹	2.58%	1.60%	1.49%
Provision coverage ratio²	68.4%	76.1%	76.2%
Provision coverage ratio ³	76.3%	85.0%	85.7%

- Net investment in security receipts of ARCs was ₹ 20.87 billion at Dec 31, 2019 (Sep 30, 2019 : ₹ 32.76 billion)
- Outstanding general provision on standard assets⁴: ₹ 32.17 billion at Dec 31, 2019 (Sep 30, 2019: ₹ 30.92 billion)
- Net standard restructured loans of ₹ 2.99 billion at Dec 31, 2019 (Sep 30, 2019: ₹ 2.65 billion)



1. Based on customer assets
2. Excluding technical write-offs
3. Including technical write-offs
4. Excludes specific provision against standard assets

NPA addition trends

NPA movement ¹ (₹ billion)	FY2019	Q3-2019	Q2-2020	Q3-2020
Opening gross NPA	540.63	544.89	457.63	456.39
Add: gross additions	110.39	20.91	24.82	43.63
- Retail	35.96	10.71	13.23	18.90
- Corporate and SME	74.43	10.20	11.59	24.73
Less: recoveries, upgrades & others	47.16	19.16 ²	12.63	40.88
- Retail	20.68	5.80 ³	7.14	7.79 ³
- Corporate and SME	26.48	13.36	5.49	33.09 ⁴
Net additions	63.23	1.75	12.19	2.75
Less: write-offs	112.49	9.26	13.28	24.60
: sale of NPAs	28.45	21.47	0.15	-
Closing gross NPAs	462.92	515.91	456.39	434.54



1. Based on customer assets
2. Includes decrease in outstanding of ₹ 7.20 billion on existing NPAs due to rupee appreciation
3. Includes slippages from the kisan credit card portfolio of ₹ 3.12 billion in Q3-2020 (Q3-2019: ₹ 1.93 billion)
4. Includes conversion of non-performing loans of ₹ 8.45 billion to compulsorily convertible preference shares under debt restructuring scheme

Retail NPAs: slide 48

Corporate and SME: NPA additions¹

₹ billion	Q3-2020
- Corporate and SME	24.73
- Increase in outstanding on existing NPAs	0.80 ²
- BB and below portfolio	7.07
<i>of which: Devolvement of non-fund based o/s to existing NPAs</i>	2.25
<i>Other BB and below</i>	4.82
- Others	16.86 ³



1. Based on customer assets
2. Impact of rupee depreciation on foreign currency NPAs
3. Largely comprise a broking account (which has been fully provided) and a South India-based industrial company where servicing is regular, but where a refinancing undertaken in 2018 has now been assessed to be a restructuring, leading to a classification as non-performing by lenders to the company

Corporate and SME: BB and below

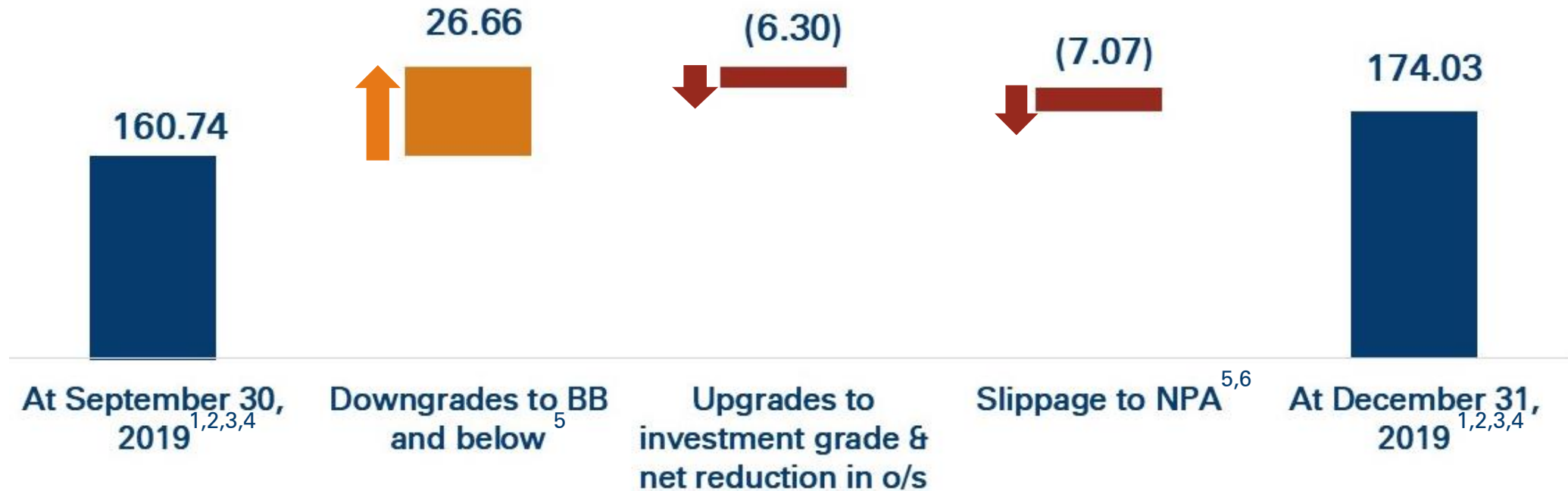
₹ billion	Mar 31, 2019	Jun 30, 2019	Sep 30, 2019	Dec 31, 2019
BB and below outstanding^{1,2,3}	175.25	153.55	160.74	174.03
- Fund and non-fund o/s to restructured loans	5.64	2.42	2.24	1.96
- Non-fund o/s to non-performing loans ⁴	42.20	36.27	33.71	39.19 ⁵
- Borrowers under RBI resolution schemes ⁵	39.95	40.03	39.29	38.94
- Other borrowers with o/s greater than ₹ 1.00 bn ⁵	38.05	31.86	46.62	59.78
- Other borrowers with o/s less than ₹ 1.00 bn ⁵	49.41	42.97	38.88	34.16



1. Excludes banks
2. Excludes investments
3. Excludes fund-based outstanding to NPAs
4. Provisions of ₹ 11.34 billion were held against non-fund o/s to non-performing loans at Dec 31, 2019 (Sep 30, 2019: ₹ 13.43 billion; Jun 30, 2019: ₹ 13.51 billion; Mar 31, 2019: ₹ 15.91 billion)
5. Fund-based and non-fund based outstanding

Movement in Corporate and SME BB and below in Q3-2020

(₹ billion)

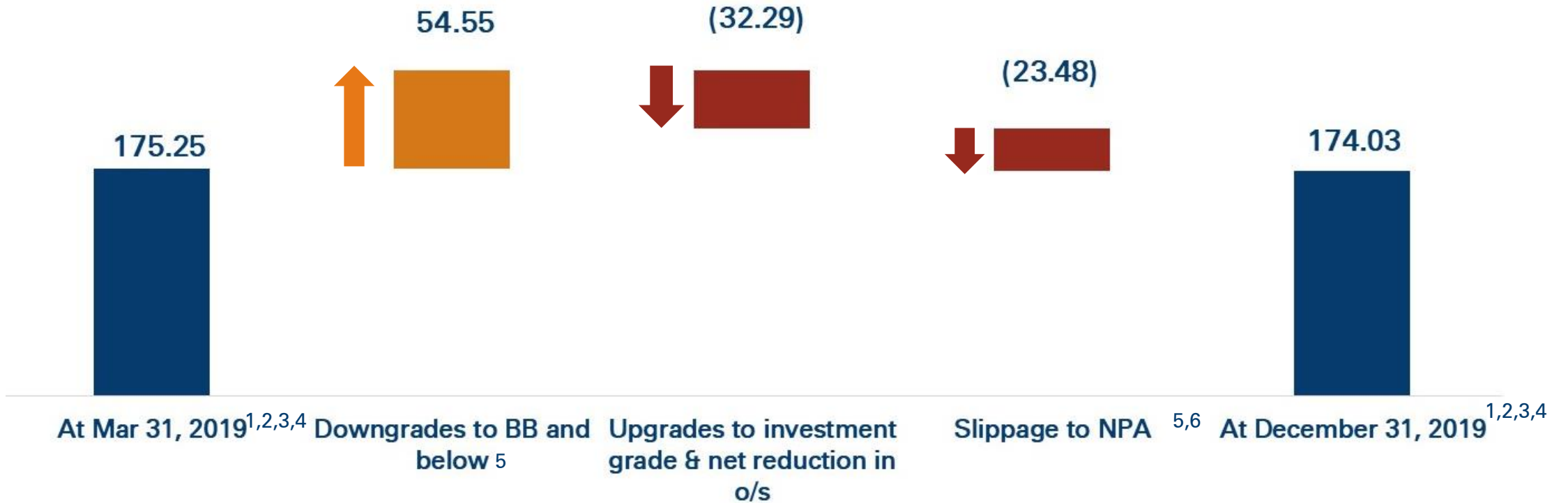


1. Fund-based and non-fund based outstanding
2. Excludes banks
3. Excludes investments
4. Excludes fund-based outstanding to NPAs
5. Excludes fund-based outstanding to accounts downgraded from investment grade during Q3-2020 and classified as non-performing during the same quarter
6. Includes devolvement of non-fund based outstanding to existing NPAs



Movement in Corporate and SME BB and below in 9M-2020

(₹ billion)



1. Fund-based and non-fund based outstanding
2. Excludes banks
3. Excludes investments
4. Excludes fund-based outstanding to NPAs
5. Excludes fund-based outstanding to accounts downgraded from investment grade during 9M-2020 and classified as non-performing during the same quarter
6. Includes devolvement of non-fund based outstanding to existing NPAs



Exposure to power sector

(₹ billion)	Sep 30, 2019	Dec 31, 2019	Share at Dec 31, 2019 (%)
Borrowers classified as NPA or part of BB and below portfolio ¹	110.36	92.17	28.6%
Other borrowers	223.70	229.88	71.4%
Total	334.06	322.05	100.0%

- Of the other borrowers aggregating ₹ 229.88 billion, excluding exposure to State Electricity Boards, ~77% was rated A- and above

Sector-wise exposures: slide 50



1. Including loans restructured or under a RBI resolution scheme

NBFCs, HFCs and builder portfolio

Outstanding (₹ billion)	Sep 30, 2019	Dec 31, 2019
NBFCs ¹	265.78	268.24
HFCs ¹	141.31	139.83
Builder portfolio (construction finance, lease rental discounting, term loans and working capital loans)	225.15	230.99



1. Includes loans, investment and non-fund based outstanding

Improving rating profile of overall loan book

Rating category ^{1,2}	Mar 31, 2016	Mar 31, 2017	Mar 31, 2018	Mar 31, 2019	Sep 30, 2019	Dec 31, 2019
AA- and above	30.6%	37.2%	42.4%	45.1%	44.9%	41.7%
A+, A, A-	21.3%	19.0%	20.1%	22.0%	21.4%	28.1%
A- and above	51.9%	56.2%	62.5%	67.1%	66.3%	69.8%
BBB+, BBB, BBB-	27.8%	28.7%	27.5%	28.2%	30.2%	26.9%
BB and below	16.6%	9.2%	4.0%	2.2%	1.6%	1.4%
Non-performing loans	3.0%	5.4%	5.4%	2.3%	1.7%	1.6%
Unrated	0.7%	0.5%	0.6%	0.2%	0.2%	0.2%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Total net advances (₹ billion)	4,353	4,642	5,124	5,866	6,134	6,357

- ~90% of the disbursements in 9M-2020 in the domestic and international corporate portfolio was to corporates rated A- and above



1. Based on internal ratings
2. For retail loans, ratings have been undertaken at the product level

Reduction in concentration risk

Details	Mar 31, 2016	Mar 31, 2017	Mar 31, 2018	Mar 31, 2019	Sep 30, 2019	Dec 31, 2019
Exposure to top 20 borrowers ¹ as a % of total exposure	13.3%	12.4%	12.5%	10.8%	11.1%	11.0%
Exposure to top 10 groups as a % of total exposure	18.5%	16.8%	14.3%	13.6%	13.3%	12.5%

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



1. Excludes banks

Capital



Strong capital position

	Sep 30, 2019 ¹		Dec 31, 2019 ²	
	(₹ billion)	%	(₹ billion)	%
Total capital	1,172.53	16.14%	1,215.70	16.50%
- Tier I	1,061.80	14.62%	1,103.86	14.98%
- <i>of which: CET1</i>	<i>961.82</i>	<i>13.24%</i>	<i>1,003.66</i>	<i>13.62%</i>
- Tier II	110.73	1.52%	111.84	1.52%
Risk weighted assets	7,263.56		7,369.73	
- <i>On balance sheet</i>	<i>6,375.49</i>		<i>6,488.58</i>	
- <i>Off balance sheet</i>	<i>888.07</i>		<i>881.15</i>	

- Capital adequacy ratios well above the minimum regulatory requirement of Tier I ratio of 9.08% and total capital adequacy ratio of 11.08%

Consolidated capital adequacy: slide 51



1. As per Basel III guidelines, includes profit for H1-2020
2. As per Basel III guidelines, includes profit for 9M-2020

Subsidiaries



Profit after tax of subsidiaries

Profit after tax (₹ billion)	FY2019	Q3-2019	Q2-2020	Q3-2020
ICICI Prudential Life Insurance	11.41	2.97	3.02	3.02
ICICI Lombard General Insurance	10.49	2.39	3.08	2.94
ICICI Prudential Asset Management ¹	6.83	1.96	3.05	3.05
ICICI Securities (Consolidated) ¹	4.91	1.01	1.35	1.37
ICICI Securities Primary Dealership ^{1,2}	0.78	1.19	1.40	0.97
ICICI Home Finance ¹	0.44	0.09	(0.61)	0.03
ICICI Venture	0.70	0.02	(0.04)	0.03
ICICI Bank UK (USD million)	(52.9)	(14.6)	11.9	8.0
ICICI Bank Canada (CAD million)	52.4	13.4	14.2	22.1

Details on subsidiaries: slides 53-58



1. As per Ind AS
2. Represents total comprehensive income

Insurance subsidiaries

ICICI Prudential Life Insurance

- VNB¹ grew by 24.7% y-o-y to ₹ 11.35 billion in 9M-2020; VNB margins increased from 17.0% in FY2019 to 21.0% in 9M-2020
- Protection annualised premium equivalent (APE) grew by 65.7% y-o-y to ₹ 7.64 billion in 9M-2020 and is 14.1% of APE in 9M-2020
- New business premium grew by 19.7% to ₹ 81.73 billion in 9M-2020

ICICI Lombard General Insurance

- GDPI² was ₹ 101.32 billion in 9M-2020 compared to ₹ 110.03 billion in 9M-2019
 - Excluding crop segment, GDPI grew by 13.2% y-o-y to ₹ 100.58 billion in 9M-2020; in line with the industry growth (excluding crop segment)
- Combined ratio was 100.5% in 9M-2020 compared to 98.7% in 9M-2019
- Return on average equity was 21.8%³ in 9M-2020



1. Value of New Business
2. Gross Direct Premium Income
3. Annualised

Environmental and social initiatives



Environmental and social initiatives (1/2)

Focus

Creating a positive impact while building sustainable business and ensuring value creation for all stakeholders

Key priorities

- Sound risk management practices underlying the business strategy of growing core operating profits
- Supporting environment-friendly projects based on appropriate assessment of risks
- Continuous efforts towards operational efficiency and minimising impact on environment
 - The Bank is ensuring IGBC¹ green building features in all new offices and branches at the time of set up; 11 offices awarded Platinum rating by IGBC
- Continued efforts towards providing skill training and sustainable livelihood opportunities through ICICI Foundation
- Meeting the complete financial requirements of the rural customers and their ecosystem



Environmental and social initiatives (2/2)



Environment

- Commissioned a 1MWp solar power plant at our Disaster Recovery Data Centre
 - Plant to generate 1.6 million kWh of power annually and avoid 1,312 tons of CO₂ emissions
- Total 2.8 MWp of onsite renewable energy capacity at Dec 31, 2019; account for ~8% of overall energy consumption
- ICICI Foundation's extensive community engagement in the rural ecosystem; 385,000 native trees planted across 950 locations in 9M-2020



1. RSETI: Rural Self-Employment Training Institute



Social

- Empowering women entrepreneurs; credit provided to 6.7 million women through 519,000 SHGs till Dec 31, 2019
- Skill training provided to over 485,000 individuals through the skill development initiatives of ICICI Foundation
- The two RSETIs¹ run by ICICI Foundation rated as top two in the country by Ministry of Rural Development (MoRD)



Thank you

Additional financial information



Yield, cost and margin

Movement in yield, costs & margins (Percent) ¹	FY2019	Q3-2019	9M-2019	Q2-2020	Q3-2020	9M-2020
Yield on total interest-earning assets	8.03	8.06	7.87	8.39	8.40	8.40
- Yield on advances	8.96	9.00	8.84	9.52	9.52	9.47
Cost of funds	5.10	5.14	5.04	5.19	5.06	5.16
- Cost of deposits	4.87	4.88	4.82	5.06	4.92	5.02
Net interest margin	3.42	3.40	3.31	3.64	3.77	3.68
- Domestic	3.77	3.72	3.66	3.92	4.04	3.96
- Overseas	0.30	0.77	0.38	0.41	0.38	0.37

- Includes interest on income tax refund of ₹ 0.16 bn in Q3-2020 and ₹ 2.42 bn in 9M-2020 (FY2019: ₹ 4.48 bn, Q3-2019: ₹ 0.21 bn, 9M-2019: ₹ 0.34 bn, Q2-2020: ₹ 0.42 bn)



Unconsolidated segment-wise PBT

Profit before tax (₹ billion)	FY2019	Q3-2019	9M-2019	Q2-2020	Q3-2020	9M-2020
Retail	82.23	19.53	61.20	25.69	25.58	70.94
Wholesale	(102.42)	(20.92)	(74.52)	5.13	12.30	12.39
Treasury	51.65	19.94	41.79	11.39	15.66	37.81
Others	6.31	0.47	1.48	1.46	1.11	5.11
Total	37.77	19.02	29.95	43.67	54.65	126.25



Consolidated profit & loss statement

(₹ billion)	FY2019	Q3-2019	9M-2019	Q2-2020	Q3-2020	9M-2020	Q3-o-Q3 growth
Net interest income	328.04	83.70	236.53	97.72	103.26	294.54	23.4%
Non-interest income	593.25	149.17	420.44	163.19	167.48	465.70	12.3%
- <i>Fee income</i>	<i>143.63</i>	<i>36.39</i>	<i>106.67</i>	<i>40.95</i>	<i>42.01</i>	<i>119.93</i>	<i>15.4%</i>
- <i>Premium income</i>	<i>420.94</i>	<i>103.93</i>	<i>290.65</i>	<i>112.36</i>	<i>115.11</i>	<i>320.14</i>	<i>10.8%</i>
- <i>Other income</i>	<i>28.68</i>	<i>8.85</i>	<i>23.12</i>	<i>9.88</i>	<i>10.36</i>	<i>25.63</i>	<i>17.1%</i>
Total income	921.29	232.87	656.97	260.91	270.74	760.24	16.3%
Operating expenses	642.59	160.27	452.47	177.27	181.77	509.97	13.4%
Operating profit	278.70	72.60	204.50	83.64	88.97	250.27	22.5%



Consolidated profit & loss statement

(₹ billion)	FY2019	Q3-2019	9M-2019	Q2-2020	Q3-2020	9M-2020	Q3-o-Q3 growth
Operating profit	278.70	72.60	204.50	83.64	88.97	250.27	22.5%
Provisions	204.62	43.81	147.22	27.26	21.32	84.16	(51.3)%
Profit before tax	74.08	28.79	57.28	56.38	67.65	166.11	-
Tax	17.19	6.44	15.66	10.84	16.51	40.29	-
Re-measurement of deferred tax asset ¹	-	-	-	29.70	-	29.70	-
Minority interest	14.35	3.61	10.78	4.53	4.44	12.97	23.0%
Profit after tax	42.54	18.74	30.84	11.31	46.70	83.15	-



1. Deferred tax asset re-measured at the revised marginal tax rate of 25.17%

Key ratios (consolidated)

Percent	FY2019	Q3-2019	9M-2019	Q2-2020	Q3-2020	9M-2020
Weighted average EPS ¹	6.6	11.6	6.4	7.0	28.7	17.1
Book value (₹)	177	175	175	181	189	189



1. Annualised for all interim periods

Balance sheet: liabilities

(₹ billion)	Dec 31, 2018	Mar 31, 2019	Sep 30, 2019	Dec 31, 2019
Net worth	1,071.67	1,083.68	1,106.10	1,150.01
- <i>Equity capital</i>	12.88	12.89	12.92	12.94
- <i>Reserves</i>	1,058.79	1,070.79	1,093.18	1,137.07
Deposits	6,067.55	6,529.20	6,962.73	7,163.45
- <i>Savings</i>	2,107.93	2,276.71	2,305.69	2,354.20
- <i>Current</i>	885.81	962.69	944.31	1,009.89
- <i>Term</i>	3,073.81	3,289.80	3,712.73	3,799.36
Borrowings ¹	1,642.93	1,653.20	1,510.33	1,373.75
Other liabilities	341.49	378.51	390.95	383.47
Total liabilities	9,123.64	9,644.59	9,970.11	10,070.68

- Credit/deposit ratio of 81.7% on the domestic balance sheet at Dec 31, 2019 (Sep 30, 2019: 80.1%)



1. Including impact of rupee depreciation

Composition of borrowings

(₹ billion)	Dec 31, 2018	Mar 31, 2019	Sep 30, 2019	Dec 31, 2019
Domestic	860.85	905.42	860.19	754.66
- <i>Capital instruments</i>	282.40	270.25	245.33	232.35
- <i>Other borrowings</i>	578.45	635.17	614.86	522.32
- <i>Long term infrastructure bonds</i>	194.97	194.97	194.97	194.97
Overseas borrowings ¹	782.08	747.78	650.14	619.08
Total borrowings	1,642.93	1,653.20	1,510.33	1,373.75



1. Including impact of rupee depreciation

Balance sheet: assets

(₹ billion)	Dec 31, 2018	Mar 31, 2019	Sep 30, 2019	Dec 31, 2019
Cash & bank balances	664.59	802.96	716.39	704.37
Investments	1,977.30	2,077.33	2,233.76	2,274.80
- <i>SLR investments</i>	1,432.06	1,479.10	1,661.44	1,680.50
- <i>Equity investment in subsidiaries</i>	98.03	98.03	98.03	98.03
Advances	5,643.08	5,866.47	6,133.59	6,356.54
Fixed & other assets ¹	838.67	897.83	886.37	734.97
- <i>RIDF² and related</i>	289.95	292.55	284.21	275.02
Total assets	9,123.64	9,644.59	9,970.11	10,070.68

- Floating rate loan book was ~69% of total domestic loans at Dec 31, 2019; of which ~81% is linked to MCLR and ~8% is linked to repo rate



1. Non-banking assets (net of provisions) acquired in satisfaction of claims were nil at Dec 31, 2019 (₹ 13.45 billion at Dec 31, 2018; ₹ 10.04 billion at Mar 31, 2019 and ₹ 3.32 billion at Sep 30, 2019)
2. Rural Infrastructure Development Fund

Equity investment in subsidiaries

(₹ billion)	Dec 31, 2018	Mar 31, 2019	Sep 30, 2019	Dec 31, 2019
ICICI Prudential Life Insurance	32.97	32.97	32.97	32.97
ICICI Bank Canada	18.74	18.74	18.74	18.74
ICICI Bank UK	18.05	18.05	18.05	18.05
ICICI Lombard General Insurance	13.49	13.49	13.49	13.49
ICICI Home Finance	11.12	11.12	11.12	11.12
ICICI Securities Limited	1.28	1.28	1.28	1.28
ICICI Securities Primary Dealership	1.58	1.58	1.58	1.58
ICICI AMC	0.61	0.61	0.61	0.61
ICICI Venture Funds Mgmt	0.05	0.05	0.05	0.05
Others	0.14	0.14	0.14	0.14
Total	98.03	98.03	98.03	98.03



Consolidated balance sheet

(₹ billion)	Dec 31, 2018	Mar 31, 2019	Sep 30, 2019	Dec 31, 2019
Cash & bank balances	728.21	873.91	798.02	793.96
Investments	3,780.49	3,982.01	4,281.14	4,352.63
Advances	6,250.25	6,469.62	6,754.52	7,004.74
Fixed & other assets	1,016.03	1,062.40	1,047.22	897.78
Total assets	11,774.98	12,387.94	12,881.90	13,049.11
Net worth	1,128.15	1,142.53	1,172.77	1,222.35
Minority interest	63.03	65.81	69.48	70.59
Deposits	6,354.46	6,813.17	7,255.83	7,467.87
Borrowings	2,142.03	2,103.24	2,045.42	1,893.03
Liabilities on policies in force	1,423.57	1,523.79	1,578.16	1,638.57
Other liabilities	663.74	739.40	761.24	756.70
Total liabilities	11,774.98	12,387.94	12,881.90	13,049.11



Retail NPAs

Retail NPAs (₹ billion)	Dec 31, 2018	Sep 30, 2019	Dec 31, 2019
Gross retail NPAs	59.01	75.39	85.99
- as a % of gross retail advances	1.75%	1.96%	2.14%
Net retail NPAs	25.28	32.17	37.89
- as a % of net retail advances	0.76%	0.84%	0.95%



Portfolio composition

	Dec 31, 2018	Mar 31, 2019	Sep 30, 2019	Dec 31, 2019
Domestic	81.6%	83.0%	84.2%	85.0%
International	18.4%	17.0%	15.8%	15.0%
Total consolidated advances (₹ billion)	6,250	6,470	6,755	7,005



Sector-wise exposures

Top 10 sectors ¹ : % of total exposure of the Bank	Mar 31, 2016	Mar 31, 2017	Mar 31, 2018	Mar 31, 2019	Sep 30, 2019	Dec 31, 2019
Retail finance	27.1%	31.9%	34.2%	37.3%	39.4%	40.2%
Services – finance	4.9%	6.2%	7.0%	7.3%	7.0%	7.5%
Banks	8.0%	6.0%	8.4%	7.9%	7.5%	7.0%
Electronics & engineering	7.3%	6.9%	6.7%	6.6%	6.2%	6.0%
Crude petroleum/refining & petrochemicals	5.7%	5.5%	5.6%	5.7%	6.1%	5.8%
Road, port, telecom, urban development & other infra	5.8%	5.3%	4.2%	4.6%	4.5%	4.3%
<i>of which: Telecom</i>	<i>1.6%</i>	<i>1.7%</i>	<i>1.5%</i>	<i>2.0%</i>	<i>1.8%</i>	<i>1.7%</i>
Wholesale/retail trade	2.8%	2.5%	2.8%	3.1%	3.0%	2.9%
Services - non finance	4.9%	4.0%	3.3%	3.1%	2.9%	2.7%
Power	5.4%	5.1%	4.6%	3.3%	2.9%	2.7%
Construction	3.4%	3.1%	3.2%	2.9%	2.7%	2.6%
Total (₹ billion)	9,428	9,372	10,265	11,207	11,613	11,956



1. Top10 based on position at December 31, 2019

Consolidated capital adequacy

Basel III (%)	Sep 30, 2019 ¹	Dec 31, 2019 ²
Total capital	15.81%	16.12%
- Tier I	14.30%	14.64%
- of which: CET 1	13.07%	13.43%
- Tier II	1.51%	1.48%



1. As per Basel III guidelines, includes profit for H1-2020
2. As per Basel III guidelines, includes profit for 9M-2020

Extensive franchise

Branches	At Mar 31, 2017	At Mar 31, 2018	At Mar 31, 2019	At Sep 30, 2019	At Dec 31, 2019	% share at Dec 31, 2019
Metro	1,440	1,443	1,438	1,563	1,580	30%
Urban	990	991	991	1,064	1,068	20%
Semi urban	1,444	1,449	1,453	1,527	1,543	29%
Rural	976	984	992	1,074	1,084	21%
Total branches	4,850	4,867	4,874	5,228	5,275	100%
Total ATMs	13,882	14,367	14,987	15,159	15,589	-



Insurance subsidiaries

ICICI Life (₹ billion)	FY2019	Q3-2019	Q2-2020	Q3-2020
Annualised premium equivalent	77.99	19.62	18.99	20.38
- Of which: protection	7.22	1.95	2.83	2.67
Total premium	309.30	75.66	81.91	82.64
Assets under management	1,604.10	1,499.81	1,655.12	1,719.53
Expense ratio ¹	15.0%	14.2%	16.3%	16.7%

ICICI General (₹ billion)	FY2019	Q3-2019	Q2-2020	Q3-2020
Gross written premium	147.89	37.69	30.31	37.69
Combined ratio	98.5%	95.9%	102.6%	98.7%
Return on average equity ²	21.3%	19.0%	22.0%	20.3%



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

ICICI Bank UK

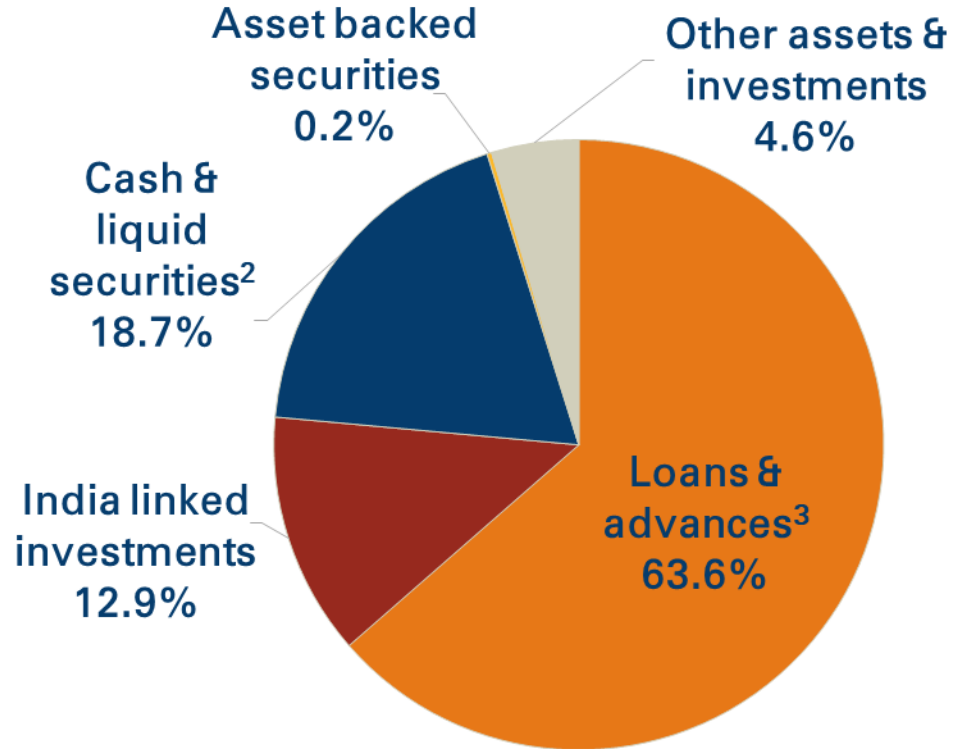
(USD million)	FY2019	Q3-2019	Q2-2020	Q3-2020
Net interest income	70.5	17.2	15.3	16.0
Loans and advances	2,442.5	2,390.0	2,319.2	2,463.5
Deposits	2,140.8	1,894.2	2,022.7	2,144.9
- <i>Retail term deposits</i>	<i>677.1</i>	<i>608.8</i>	<i>593.0</i>	<i>645.3</i>
Capital adequacy ratio	16.8%	17.1%	17.9%	17.7%
- <i>Tier I</i>	<i>12.9%</i>	<i>13.1%</i>	<i>14.3%</i>	<i>14.4%</i>

- Net impaired loans was USD 55.1 million at Dec 31, 2019 compared to USD 54.3 million at Sep 30, 2019



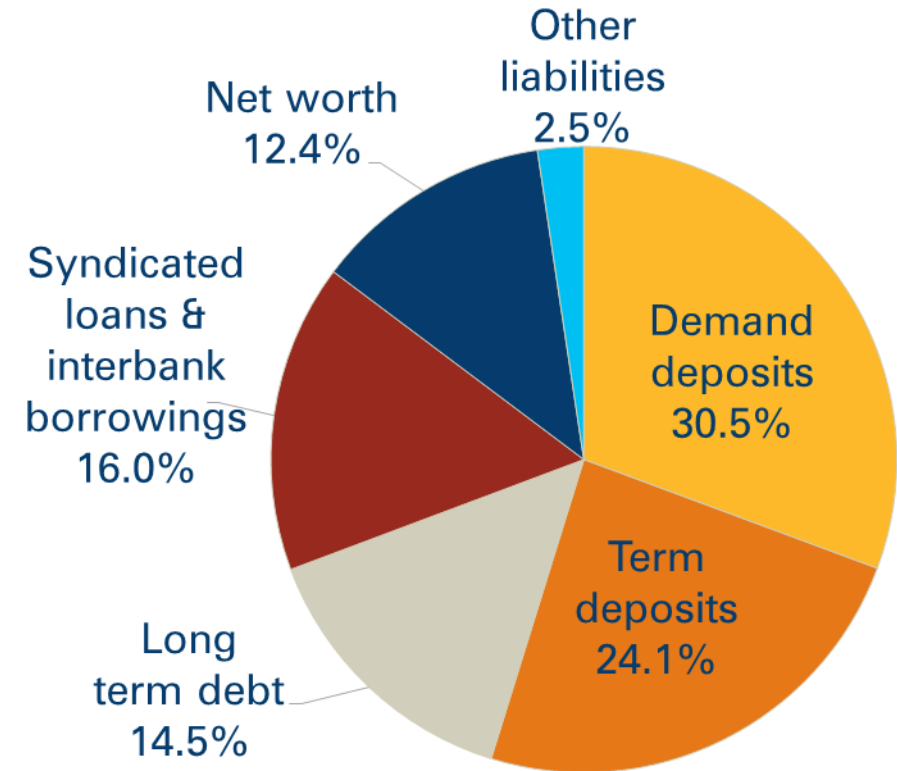
ICICI Bank UK¹

Asset profile



Total assets: USD 3.92 bn

Liability profile



Total liabilities: USD 3.92 bn



1. At Dec 31, 2019
2. Includes cash & advances to banks and T Bills
3. Includes securities re-classified to loans & advances

ICICI Bank Canada

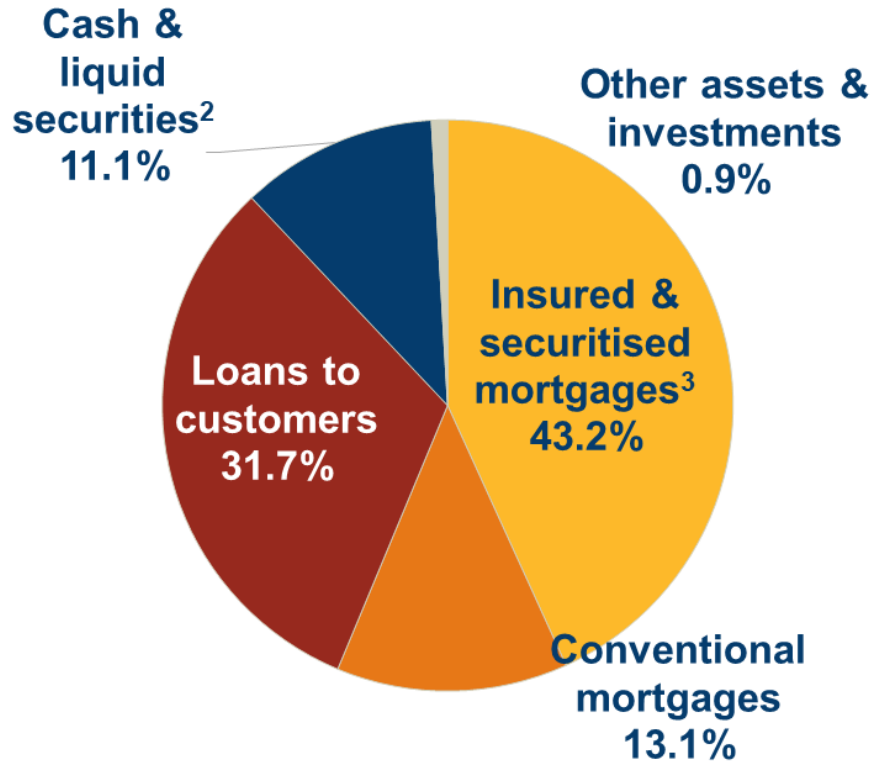
(CAD million)	FY2019	Q3-2019	Q2-2020	Q3-2020
Net interest income	91.4	24.0	24.9	27.5
Loans and advances	5,771.6	6,015.6	5,664.4	5,673.6
- Residential mortgages	3,546.6	3,487.4	3,566.4	3,631.5
Deposits	3,195.0	3,191.4	3,036.6	2,993.7
Capital adequacy ratio	17.1%	16.6%	18.9%	19.6%
- Tier I	16.6%	16.0%	18.4%	19.1%

- Net impaired loans decreased from CAD 6.4 million at Sep 30, 2019 to CAD 3.7 million at Dec 31, 2019



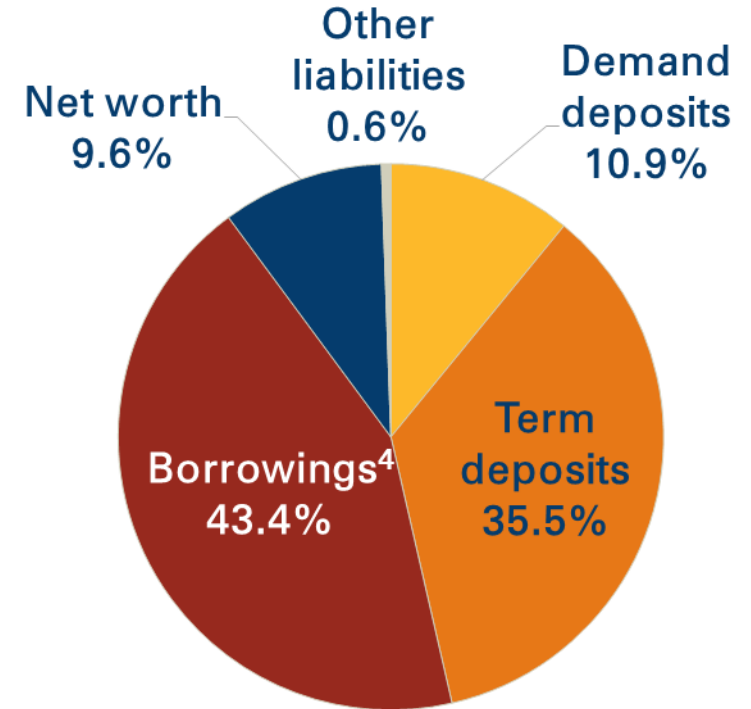
ICICI Bank Canada¹

Asset profile



Total assets: CAD 6.45 bn

Liability profile



Total liabilities: CAD 6.45 bn



1. At Dec 31, 2019
2. Includes cash & placements with banks and government securities
3. Insured mortgages include CAD 2,635.0 million at Dec 31, 2019 (Sep 30, 2019: CAD 2,617.9) of securitised mortgages
4. As per IFRS, proceeds of CAD 2,608.3 million at Dec 31, 2019 (Sep 30, 2019: CAD 2,592.0 million) on securitisation of residential mortgages are considered a part of borrowings

ICICI Home Finance¹

(₹ billion)	Sep 30, 2019	Dec 31, 2019
Loans and advances	151.36	154.13
Gross impaired loans (stage 3) ²	8.12	8.28
Net impaired loans (stage 3)	4.65	4.76
Capital adequacy ratio ³	15.02%	14.43%



1. As per Ind AS
2. Includes commercial real estate loans of ₹ 4.73 billion at Dec 31, 2019 (Sep 30, 2019: ₹ 4.72 billion)
3. As per NHB guidelines

Analyst call on January 25, 2020: opening remarks

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, 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.

Mr. Bakhshi's opening remarks

Good afternoon to all of you and welcome to the ICICI Bank Earnings Call to discuss the Q3-2020 results. Joining us today on this call are Vishakha, Anup, Sandeep Batra, Rakesh and Anindya.

Our core operating profit increased by 23.8% year-on-year to 70.17 billion Rupees in Q3 of 2020. The profit after tax was 41.46 billion Rupees in the current quarter compared to 16.05 billion Rupees in Q3 of 2019.

We continue to see healthy growth in our funding. As we had indicated earlier, the growth in term deposits has outpaced the growth in CASA deposits reflecting the systemic trends. Term deposits grew by 23.6% year-on-year to 3.8 trillion Rupees at December 31, 2019 while average CASA deposits increased by 14.6% year-on-year in this quarter.

On the assets side, the domestic loan book grew by 16.5% year-on-year at December 31, 2019 driven by retail loans, which grew by 19.3% year-on-year. The overall loan growth was 12.6% year-on-year.

Expanding our digital capabilities and leveraging partnerships are key focus areas for us. We have recently launched India's largest API Banking portal consisting of 250 APIs which enables developers of businesses, fintechs, corporates and e-commerce start-ups to easily partner with the Bank and co-create innovative

solutions in a frictionless manner, with the convenience of a single portal.

Coming to asset quality, gross NPA additions were 43.63 billion Rupees this quarter. As you are aware, during the quarter there were certain developments with respect to a broking company. Our exposure to the company has been classified as non-performing and fully provided on a prudent basis. The corporate NPA additions in this quarter also include an exposure to a South India-based industrial company where servicing is regular, but where a refinancing undertaken in 2018 has now been assessed to be a restructuring, leading to classification as non-performing by lenders to the company. The company is backed by reputed promoters and investors. Recoveries, upgrades and other deletions, excluding write-offs were 40.88 billion Rupees in Q3 of 2020. Recoveries and upgrades include a large steel account which was resolved under the IBC.

The annual supervision process of the Bank by RBI for FY2019 was concluded during Q3 of 2020. No disclosure on divergence in asset classification and provisioning for NPAs is required to be made in terms of the RBI guidelines.

We had mentioned on our previous calls that credit costs in FY2020 were expected to reduce significantly compared to FY2019 and be in the range of 1.2% to 1.3% of average advances. The credit cost for 9M of 2020 was 1.79% or 41.1% of the core operating profit. As mentioned on our previous calls, the credit

cost guidance for FY2020 assumed a couple of large recoveries, including the steel account which was under insolvency proceedings. While the steel account under IBC has been resolved, recoveries from other accounts have not materialised in line with expectations. Further there was some impact on credit cost due to unanticipated developments with respect to the broking company and the industrial company mentioned earlier. As a result, the credit cost for FY2020 is likely to be similar compared to 9M of 2020.

Overall on asset quality,

- Net NPA ratio declined from 2.58% at December 31, 2018 to 1.49% at December 31, 2019
- Despite higher additions to NPA in this quarter and write-back of provisions on the steel account, the provision coverage ratio excluding technical write-offs was 76.2%, similar to the last quarter.
- We would continue to target a normalised credit cost of about 25.0% of the core operating profit.

There have been a couple of press articles in the past few months about a potential capital raise by the Bank, and we have also been getting queries from investors and analysts regarding the same. We have clarified that we are not in the process of raising capital. You would have seen that the current capital ratios are at a comfortable level with CET-1 ratio of 13.62% at December 31, 2019. We will keep evaluating the capital position and

requirements depending on the market conditions, growth opportunities and regulatory developments.

As we have mentioned in the past, our focus is on growing the core operating profit in a risk calibrated manner and delivering consistent and predictable return to shareholders.

With these opening remarks, I will now hand the call over to Rakesh.

Mr. Jha's remarks

Thank you, Sandeep. I will talk about the P&L details, our performance on growth, credit quality, performance of subsidiaries and capital during Q3 of 2020.

A. P&L Details

Net interest income increased by 24.3% year-on-year to 85.45 billion Rupees, driven by both loan growth and an increase in margins. The net interest margin was at 3.77% compared to 3.64% in the previous quarter and 3.40% in Q3 of last year. Interest on income tax refund was 0.16 billion Rupees this quarter compared to 0.42 billion Rupees in the previous quarter and 0.21 billion Rupees in Q3 of last year. The impact of interest on income tax refund and interest collections from NPAs was about 10 basis points this quarter compared to 6 basis points in Q2 of 2020.

The domestic NIM was at 4.04% in Q3 of 2020 compared to 3.92% in Q2 of 2020 and 3.72% in Q3 of 2019. International margins were at 0.38% in Q3 of 2020.

Total non-interest income was 45.74 billion Rupees in the current quarter compared to 38.83 billion Rupees in Q3 of last year.

- Fee income grew by 17.4% year-on-year to 35.96 billion Rupees in Q3 of 2020. Retail fee income grew by 25.5%

year-on-year and constituted about 76.5% of overall fees in the current quarter.

- Treasury recorded a profit of 5.31 billion Rupees this quarter compared to 4.79 billion Rupees in Q3 of 2019. Treasury gains this quarter were higher compared to the last few quarters.
- Dividend income from subsidiaries was 3.67 billion Rupees in Q3 of 2020 compared to 3.24 billion Rupees in Q3 of 2019.

On Costs: The Bank's operating expenses increased by 20.8% year-on-year in Q3 of 2020. The employee expenses increased by 12.0% year-on-year and non-employee expenses increased by 26.1% year-on-year in Q3 of 2020. The Bank had 100,422 employees at December 31, 2019. During the quarter there was a write-back in provisions for retirals due to increase in yields on government securities. The increase in non-employee expenses reflects the growth and franchise building in the retail business. For the nine months ended December 31, 2019, employee expenses increased by 23.0% year-on-year and non-employee expenses increased by 19.8% year-on-year. We will continue to make investments in people, technology, distribution and building our brand. Our endeavour would be to ensure that revenues grow at a faster pace than expenses.

Provisions declined by 50.9% year-on-year to 20.83 billion Rupees in Q3 of 2020 compared to 42.44 billion Rupees in Q3 of 2019 and 25.07 billion Rupees in Q2 of 2020. This reflects the impact of full provision on the broking company exposure and provision on the industrial company that Sandeep mentioned, as well as recovery from the steel exposure under IBC.

The growth in core operating profit and reduction in credit costs resulted in an increase in profit before tax from 19.02 billion Rupees in Q3 of 2019 to 54.65 billion Rupees in Q3 of 2020.

The profit after tax was 41.46 billion Rupees in Q3 of 2020 compared to 16.05 billion Rupees in Q3 of previous year. This also reflects the impact of reduction in corporate tax rates in fiscal 2020.

B. Growth

The domestic loan growth was 16.5% year-on-year as of December 31, 2019 driven by a 19.3% year-on-year growth in the retail business. Within the retail portfolio, the mortgage loan portfolio grew by 15% to 1.96 trillion Rupees, auto loans by 5%, business banking by 47%, rural lending by 17% and commercial vehicle and equipment loans by 15% year-on-year. The personal loan and credit card portfolio grew by 49% year-on-year, off a relatively small base, to 583.48 billion Rupees and was 9.2% of the overall loan book as of December 31, 2019.

The SME business comprising of borrowers having a turnover of less than 2.5 billion Rupees grew by 34% year-on-year to 217.44 billion Rupees as of December 31, 2019. The relatively high growth in business banking and SME reflects the low base and market share. Our focus in these segments is on parameterized and programme based lending, digital channels, granularity, collateral and robust monitoring.

Growth of the performing domestic corporate portfolio was about 12.1% year-on-year. The Bank is focusing on meeting the commercial banking needs of its corporate clients, including foreign exchange and derivatives, trade finance, payments and collections, as well as tapping opportunities across corporate ecosystems, including the supply chain and the employees.

The net advances of the overseas branches decreased by 15.7% year-on-year in Rupee terms and 17.6% year-on-year in US dollar terms as of December 31, 2019. The decline in overseas book reflects the maturity of loans against FCNR deposits.

As a result of the above, the overall loan portfolio grew by 12.6% year-on-year as of December 31, 2019.

Retail loans as a proportion of total loans were 62.6% as of December 31, 2019. Including non-fund based outstanding, the share of the retail portfolio was 52.0% of the total portfolio as of December 31, 2019. The international loan portfolio was 8.9% of the overall loan book as of December 31, 2019.

Coming to the funding side: Average savings account deposits increased by 11.8% year-on-year and average current account deposits increased by 23.6% year-on-year during the quarter. Total deposits grew by 18.1% year-on-year to 7.2 trillion Rupees at December 31, 2019.

C. Credit Quality

Gross NPA additions during the quarter were 43.63 billion Rupees. This includes additions of 24.73 billion Rupees from the corporate and SME portfolio. There were slippages of 7.07 billion Rupees from corporate and SME borrowers rated BB and below at September 30, 2019 including 2.25 billion Rupees on account of devolvement of non-fund based outstanding to existing NPAs. The balance corporate and SME NPA additions virtually entirely comprise the broking company and the industrial company mentioned earlier.

The gross NPA additions from the retail portfolio were 18.90 billion Rupees. The credit trends in the overall retail portfolio continue to be stable. The delinquency parameters across vintages in the personal loan and credit card portfolios have been stable and well within the internally defined thresholds. The increase over the preceding quarter primarily reflects NPA additions in the kisan credit card portfolio and the commercial vehicle loan portfolio. As communicated on our previous calls, we typically see higher NPA additions from the kisan credit card

portfolio in the first and third quarter of a fiscal year. After considering recoveries and upgrades of 7.79 billion Rupees, there were net NPA additions of 11.11 billion Rupees in the retail portfolio, compared to 10.02 billion Rupees in the first quarter of this fiscal. The KCC portfolio was about 204 billion Rupees or 3% of our total loan book at December 31, 2019.

Recoveries, upgrades and other deletions, excluding write-offs were 40.88 billion in the current quarter. Gross NPA deletions during the quarter also include conversion of non-performing loans of an account amounting to 8.45 billion Rupees to compulsory convertible preference shares as a part of the debt restructuring scheme. The gross NPAs written-off during the quarter aggregated to 24.60 billion Rupees. The Bank did not sell any NPAs during the quarter.

The total net non-performing assets were 103.89 billion Rupees at December 31, 2019 compared to 109.16 billion Rupees at September 30, 2019. The net non-performing assets declined by about 36% compared to December 31, 2018. The gross NPA ratio declined from 6.37% at September 30, 2019 to 5.95% at December 31, 2019. The net NPA ratio declined from 1.60% at September 30, 2019 to 1.49% at December 31, 2019.

Net investment in security receipts of asset reconstruction companies decreased from 32.76 billion at September 30, 2019 to 20.87 billion at December 31, 2019 due to the redemption of

security receipts related to the steel account which was resolved during Q3 of 2020.

The loans and non-fund based outstanding to borrowers rated BB and below (excluding NPAs) were 174.03 billion Rupees at December 31, 2019 compared to 175.25 billion Rupees at March 31, 2019 and 160.74 billion Rupees at September 30, 2019, of which:

- The non-fund based outstanding to non-performing loans, was 39.19 billion Rupees as of December 31, 2019 compared to 33.71 billion Rupees as of September 30, 2019. The Bank holds provisions of 11.34 billion Rupees as of December 31, 2019 against this non-fund based outstanding.
- The fund and non-fund based outstanding to borrowers under RBI resolution schemes was 38.94 billion Rupees as of December 31, 2019 compared to 39.29 billion Rupees as of September 30, 2019.
- The fund and non-fund outstanding to restructured loans was 1.96 billion Rupees at December 31, 2019.
- The balance 93.94 billion Rupees of fund-based and non-fund based outstanding to borrowers rated BB and below, includes 59.78 billion Rupees related to cases with an outstanding greater than 1.00 billion Rupees and 34.16 billion Rupees related to cases with an outstanding of less than 1.00 billion Rupees.

On slide 22 and 23 of the presentation, we have provided the movement in our BB and below portfolio during Q3 of 2020 and 9M of 2020.

- The rating downgrades from investment grade categories (excluding fund-based outstanding to accounts that were also downgraded to NPA in the same period) were 26.66 billion Rupees in Q3 of 2020 and 54.55 billion Rupees in 9M of 2020. We had mentioned in our previous quarter earnings call that given the macro context, additions to the BB and below portfolio could be somewhat higher over the next couple of quarters. An account in the telecom sector was downgraded in Q3 of 2020 pursuant to the Supreme Court ruling on AGR related dues in the telecom sector. Other downgrades were spread across sectors, including construction.
- There were rating upgrades to the investment grade categories and a net decrease in outstanding of 6.30 billion Rupees in Q3 of 2020 and 32.29 billion Rupees in 9M of 2020.
- Lastly, there was a reduction of 7.07 billion Rupees in Q3 of 2020 and 23.48 billion Rupees in 9M of 2020 due to slippage of some borrowers into the non-performing category and devolvement of non-fund based outstanding to existing NPAs.

The builder portfolio including construction finance, lease rental discounting, term loans and working capital loans was 230.99

billion Rupees at December 31, 2019 compared to 225.15 billion Rupees at September 30, 2019. Our builder portfolio is about 4% of our total loan portfolio. The loans to NBFCs and HFCs were about 5% of our total outstanding loans at December 31, 2019 and the details are given on slide 25 of the investor presentation.

D. Subsidiaries

The details of the financial performance of subsidiaries is covered in slides 31 to 32 and 53 to 58 in the investor presentation. I will briefly talk about the major highlights.

Value of new business of ICICI Life increased by 24.7% year-on-year to 11.35 billion Rupees in 9M of 2020. The new business margin increased from 17.0% in FY2019 to 21.0% in 9M of 2020. The protection based annualised premium equivalent increased by 65.7% year-on-year to 7.64 billion Rupees and accounted for 14.1% of the total annualised premium equivalent in 9M of 2020. The new business premium grew by 19.7% to 81.73 billion Rupees in 9M of 2020.

The Gross Direct Premium Income of ICICI General was 101.32 billion Rupees in 9M of 2020 compared to 110.03 billion Rupees in 9M of 2019. Excluding the crop segment, Gross Direct Premium Income increased by 13.2% year-on-year in 9M of 2020 to 100.58 billion Rupees in line with the industry growth (excluding crop growth). The company's combined ratio was 100.5% in 9M of 2020 compared to 98.7% in 9M of 2019 primarily

on account of long-term motor policies and losses from catastrophic events in the previous quarters. The return on average equity on an annualised basis was 21.8% in 9M of 2020.

The profit after tax of ICICI AMC increased from 1.96 billion Rupees in Q3 of last year to 3.05 billion Rupees in the current quarter.

The profit after tax of ICICI Securities, on a consolidated basis, was 1.37 billion Rupees in the current quarter compared to 1.01 billion Rupees in Q3 of last year.

ICICI Bank Canada had a profit after tax of 22.0 million Canadian dollars in Q3 of 2020 compared to 14.2 million Canadian dollars in Q2 of 2020 and 13.4 million Canadian dollars in Q3 of 2019. The profit after tax was higher in Q3 of 2020 due to recoveries from India-linked impaired corporate loans.

ICICI Bank UK had a net profit of 8.0 million US dollars this quarter compared to 11.9 million US dollars in Q2 of 2020 and a loss of 14.6 million US dollars in Q3 of 2019. Net profit was higher in Q2 of 2020 compared to this quarter due to recoveries from India-linked impaired loans.

ICICI Home Finance had a profit after tax of 0.03 billion Rupees in the current quarter compared to a loss of 0.61 billion Rupees in Q2 of 2020 and a profit after tax of 0.09 billion Rupees in Q3 of 2019.

The consolidated profit after tax was 46.70 billion Rupees in Q3 of 2020 compared to 11.31 billion Rupees in Q2 of 2020 and 18.74 billion Rupees in Q3 of 2019.

E. Capital

As per Basel III norms, including profits for the nine months ended December 31, 2019, the Bank on a standalone basis had a CET-1 ratio of 13.62%, Tier 1 capital adequacy ratio of 14.98% and total capital adequacy ratio of 16.50%. On a consolidated basis, the Bank's Tier 1 capital adequacy ratio was 14.64% and the total capital adequacy ratio was 16.12%.

With this, I conclude my opening remarks and we will now be happy to take your questions.