October 19, 2022

National Stock Exchange of India Ltd. (Symbol: INDUSINDBK)
BSE Ltd. (Scrip Code: 532187)
Luxembourg Stock Exchange

Madam/ Dear Sir,

Sub: Disclosure under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (‘Listing Regulations’), we enclose herewith the Investor Presentation on the Financial Results of the Bank for the quarter and half-year ended September 30, 2022 (‘Presentation’).

In compliance with Regulation 46 of the Listing Regulations, the Presentation is being hosted on the Bank’s website at www.indusind.com

We request you to kindly take note of the above and arrange to bring the same to the notice of all concerned.

Thanking you,

Yours faithfully,

For IndusInd Bank Ltd.

[Signature]

Anand Kumar Das
Deputy Company Secretary

Encl: a/a
### IndusInd Bank at a Glance

<table>
<thead>
<tr>
<th>Category</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>5th Largest Private Bank</strong></td>
<td>with Disproportionately Large Distribution Network</td>
</tr>
<tr>
<td><strong>Universal Banking Approach</strong></td>
<td>with Diversified Loan &amp; Deposit Mix</td>
</tr>
<tr>
<td><strong>Strong Domain Expertise</strong></td>
<td>Long Vintage across Cycles</td>
</tr>
<tr>
<td><strong>Robust Balance Sheet</strong></td>
<td>with Strong Capital Adequacy &amp; Contingency Buffers</td>
</tr>
<tr>
<td><strong>Strong Profitability</strong></td>
<td>amongst highest in the Industry</td>
</tr>
<tr>
<td><strong>Total Loans</strong></td>
<td>₹2,60,129 crs</td>
</tr>
<tr>
<td><strong>Total Deposits</strong></td>
<td>₹3,15,532 crs</td>
</tr>
<tr>
<td><strong>Customers</strong></td>
<td>33 mn</td>
</tr>
<tr>
<td><strong>Group Network</strong></td>
<td>6,103</td>
</tr>
<tr>
<td><strong>Pan India</strong></td>
<td></td>
</tr>
<tr>
<td><strong>53:47 Loan Mix</strong></td>
<td>Retail VS Wholesale</td>
</tr>
<tr>
<td><strong>42% CASA</strong></td>
<td>Stable Low-cost Deposits</td>
</tr>
<tr>
<td><strong>33 mn Customers</strong></td>
<td>Across Segments</td>
</tr>
<tr>
<td><strong>6,103 Group Network</strong></td>
<td>Pan India</td>
</tr>
<tr>
<td><strong>Innovative Digital Approach</strong></td>
<td>Overall Digital Transaction Mix at 93%</td>
</tr>
<tr>
<td><strong>Vehicle Finance</strong></td>
<td>26% of the Loan Book</td>
</tr>
<tr>
<td><strong>Micro Finance</strong></td>
<td>11% of the Loan Book</td>
</tr>
<tr>
<td><strong>Gems &amp; Jewellery</strong></td>
<td>4% of the Loan Book</td>
</tr>
<tr>
<td><strong>53:47 Loan Mix</strong></td>
<td>Retail VS Wholesale</td>
</tr>
<tr>
<td><strong>18.01% CRAR</strong></td>
<td>Tier 1: 16.44%</td>
</tr>
<tr>
<td><strong>125% Average LCR</strong></td>
<td>Well above regulatory requirement</td>
</tr>
<tr>
<td><strong>72% PCR</strong></td>
<td>GNPA 2.11%</td>
</tr>
<tr>
<td><strong>4.24% Net Interest Margin</strong></td>
<td></td>
</tr>
<tr>
<td><strong>43.86% Cost to Income</strong></td>
<td></td>
</tr>
<tr>
<td><strong>5.7% Operating Profit Margin to Loans</strong></td>
<td></td>
</tr>
</tbody>
</table>
### Key Financial Highlights for Q2 FY23

<table>
<thead>
<tr>
<th>Balance Sheet</th>
<th>Loans</th>
<th>Deposits</th>
<th>CASA</th>
<th>Term Deposits</th>
<th>Total Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>₹2,60,129 crs</td>
<td>₹3,15,532 crs</td>
<td>₹1,33,525 crs</td>
<td>₹1,82,007 crs</td>
<td>₹4,26,575 crs</td>
</tr>
<tr>
<td></td>
<td>▲ 18% YoY ▲ 5% QoQ</td>
<td>▲ 15% YoY ▲ 4% QoQ</td>
<td>▲ 15% YoY ▲ 2% QoQ</td>
<td>▲ 14% YoY ▲ 6% QoQ</td>
<td>▲ 12% YoY ▲ 4% QoQ</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Profit &amp; Loss</th>
<th>Net Interest Income</th>
<th>Total Fee Income</th>
<th>Revenue</th>
<th>Operating Profit</th>
<th>Net Profit</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>₹4,302 crs</td>
<td>₹2,011 crs</td>
<td>₹6,313 crs</td>
<td>₹3,544 crs</td>
<td>₹1,805 crs</td>
</tr>
<tr>
<td></td>
<td>▲ 18% YoY ▲ 4% QoQ</td>
<td>▲ 9% YoY ▲ 4% QoQ</td>
<td>▲ 15% YoY ▲ 4% QoQ</td>
<td>▲ 10% YoY ▲ 3% QoQ</td>
<td>▲ 57% YoY ▲ 11% QoQ</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Key Ratios</th>
<th>Net Interest Margin</th>
<th>Return on Assets</th>
<th>Return on Equity</th>
<th>Cost to Income</th>
<th>Net NPA</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>4.24%</td>
<td>1.80%</td>
<td>14.45%</td>
<td>43.86%</td>
<td>0.61%</td>
</tr>
<tr>
<td></td>
<td>▲ 17 bps YoY ▲ 3 bps QoQ</td>
<td>▲ 51 bps YoY ▲ 7 bps QoQ</td>
<td>▲ 417 bps YoY ▲ 101 bps QoQ</td>
<td>▲ 245 bps YoY ▲ 50 bps QoQ</td>
<td>▲ 19 bps YoY ▲ 6 bps QoQ</td>
</tr>
</tbody>
</table>
## Consolidated Balance Sheet

<table>
<thead>
<tr>
<th>₹ in crs</th>
<th>Q2 FY23</th>
<th>Q2 FY22</th>
<th>Y-o-Y (%)</th>
<th>Q1 FY23</th>
<th>Q-o-Q (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Capital &amp; Liabilities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Capital</td>
<td>775</td>
<td>774</td>
<td>-</td>
<td>775</td>
<td>0%</td>
</tr>
<tr>
<td>Reserves and Surplus</td>
<td>50,109</td>
<td>44,552</td>
<td>12% ▲</td>
<td>48,932</td>
<td>2% ▲</td>
</tr>
<tr>
<td>Deposits</td>
<td>3,15,532</td>
<td>2,75,288</td>
<td>15% ▲</td>
<td>3,02,719</td>
<td>4% ▲</td>
</tr>
<tr>
<td>Borrowings</td>
<td>40,673</td>
<td>46,295</td>
<td>(12%) ▼</td>
<td>41,812</td>
<td>(3%) ▼</td>
</tr>
<tr>
<td>Other Liabilities and Provisions</td>
<td>19,486</td>
<td>13,585</td>
<td>43% ▲</td>
<td>15,862</td>
<td>23% ▲</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>4,26,575</td>
<td>3,80,495</td>
<td>12% ▲</td>
<td>4,10,100</td>
<td>4% ▲</td>
</tr>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Balances with RBI</td>
<td>47,922</td>
<td>59,239</td>
<td>(19%) ▼</td>
<td>56,153</td>
<td>(15%) ▼</td>
</tr>
<tr>
<td>Balances with Banks</td>
<td>11,303</td>
<td>7,891</td>
<td>43% ▲</td>
<td>6,615</td>
<td>71% ▲</td>
</tr>
<tr>
<td>Investments</td>
<td>75,994</td>
<td>69,245</td>
<td>10% ▲</td>
<td>72,487</td>
<td>5% ▲</td>
</tr>
<tr>
<td>Advances</td>
<td>2,60,129</td>
<td>2,20,808</td>
<td>18% ▲</td>
<td>2,47,960</td>
<td>5% ▲</td>
</tr>
<tr>
<td>Fixed Assets</td>
<td>1,960</td>
<td>1,903</td>
<td>3% ▲</td>
<td>1,952</td>
<td>0% ▲</td>
</tr>
<tr>
<td>Other Assets</td>
<td>29,267</td>
<td>21,410</td>
<td>37% ▲</td>
<td>24,933</td>
<td>17% ▲</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>4,26,575</td>
<td>3,80,495</td>
<td>12% ▲</td>
<td>4,10,100</td>
<td>4% ▲</td>
</tr>
</tbody>
</table>
## Consolidated Profit and Loss Account – Q2 & H1FY23

<table>
<thead>
<tr>
<th>₹In Crore</th>
<th>Q2FY23</th>
<th>Q2FY22</th>
<th>Y-o-Y (%)</th>
<th>Q1FY23</th>
<th>Q-o-Q (%)</th>
<th>H1FY23</th>
<th>H1FY22</th>
<th>Y-o-Y (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Interest Income</td>
<td>4,302</td>
<td>3,658</td>
<td>18% ▲</td>
<td>4,125</td>
<td>4% ▲</td>
<td>8,427</td>
<td>7,222</td>
<td>17% ▲</td>
</tr>
<tr>
<td>Other Income</td>
<td>2,011</td>
<td>1,841</td>
<td>9% ▲</td>
<td>1,932</td>
<td>4% ▲</td>
<td>3,943</td>
<td>3,565</td>
<td>11% ▲</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>6,313</td>
<td>5,500</td>
<td>15% ▲</td>
<td>6,057</td>
<td>4% ▲</td>
<td>12,370</td>
<td>10,787</td>
<td>15% ▲</td>
</tr>
<tr>
<td>Operating Expenses</td>
<td>2,769</td>
<td>2,277</td>
<td>22% ▲</td>
<td>2,626</td>
<td>5% ▲</td>
<td>5,395</td>
<td>4,444</td>
<td>21% ▲</td>
</tr>
<tr>
<td><strong>Operating Profit</strong></td>
<td>3,544</td>
<td>3,223</td>
<td>10% ▲</td>
<td>3,431</td>
<td>3% ▲</td>
<td>6,975</td>
<td>6,343</td>
<td>10% ▲</td>
</tr>
<tr>
<td>Provisions &amp; Contingencies</td>
<td>1,141</td>
<td>1,707</td>
<td>(33%) ▼</td>
<td>1,251</td>
<td>(9%) ▼</td>
<td>2,392</td>
<td>3,486</td>
<td>(31%) ▼</td>
</tr>
<tr>
<td><strong>Profit before Tax</strong></td>
<td>2,403</td>
<td>1,516</td>
<td>59% ▲</td>
<td>2,180</td>
<td>10% ▲</td>
<td>4,583</td>
<td>2,857</td>
<td>60% ▲</td>
</tr>
<tr>
<td>Provision for Tax</td>
<td>598</td>
<td>369</td>
<td>62% ▲</td>
<td>549</td>
<td>9% ▲</td>
<td>1,147</td>
<td>694</td>
<td>65% ▲</td>
</tr>
<tr>
<td><strong>Profit after Tax</strong></td>
<td>1,805</td>
<td>1,147</td>
<td>57% ▲</td>
<td>1,631</td>
<td>11% ▲</td>
<td>3,436</td>
<td>2,163</td>
<td>59% ▲</td>
</tr>
</tbody>
</table>
Key Strengths of the Bank

- Diversified Loan Book with Domain Expertise in Livelihood Loans
- Robust Liability Franchise
- Strong Product Groups
- Profitability amongst the Highest in Industry
- Stable Asset Quality with Conservative Provisioning
- Healthy Capital Adequacy
- Disproportionately Large Distribution Network
- Executing Digital 2.0 Strategy
- ESG – Core to the Business Philosophy
- Experienced Board and Management Team
Key Strengths of the Bank

- **Diversified**
  - Loan Book with Domain Expertise in Livelihood Loans

- **Robust**
  - Liability Franchise

- **Strong**
  - Product Groups

- **Profitability**
  - amongst the Highest in Industry

- **Stable**
  - Asset Quality with Conservative Provisioning

- **Healthy**
  - Capital Adequacy

- **Disproportionately**
  - Large Distribution Network

- **Executing Digital**
  - 2.0 Strategy

- **ESG**
  - Core to the Business Philosophy

- **Experienced**
  - Board and Management Team
Well Diversified Loan Book across Consumer and Corporate Products

Loan Book Mix (₹crs)

<table>
<thead>
<tr>
<th>Date</th>
<th>Consumer Banking</th>
<th>Corporate &amp; Commercial Banking</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sep-21</td>
<td>2,20,808</td>
<td>55%</td>
</tr>
<tr>
<td>Dec-21</td>
<td>2,28,583</td>
<td>54%</td>
</tr>
<tr>
<td>Mar-22</td>
<td>2,39,052</td>
<td>54%</td>
</tr>
<tr>
<td>Jun-22</td>
<td>2,47,960</td>
<td>54%</td>
</tr>
<tr>
<td>Sep-22</td>
<td>2,60,129</td>
<td>53%</td>
</tr>
</tbody>
</table>

Consumer Banking
- Vehicle Finance: 67,167 (26%)
- Commercial Vehicle: 25,340 (10%)
- Utility Vehicle: 7,467 (3%)
- Small CV: 3,196 (1%)
- Two-Wheeler: 4,334 (2%)
- Car: 9,326 (4%)
- Tractor: 8,611 (3%)
- Equipment Financing: 8,893 (3%)
- Non-Vehicle Finance: 41,579 (16%)
- Business Banking: 12,512 (5%)
- Loan Against Property: 9,248 (3%)
- Credit Card: 7,098 (3%)
- Personal Loans: 4,170 (2%)
- Merchant advances: 2,675 (1%)
- BL, AHL, Others: 5,875 (2%)
- Microfinance: 29,617 (11%)

Total Advances: 1,38,363 (53%)
Vehicle Finance: Granular Portfolio Across Vehicle Categories

Overview of Vehicle Finance Division

- **35+ Years of Vintage Across Credit Cycles**
- **Market Leader in Most Products Amongst Top 3**
- **Focus on Business Owner Segment**
- **Nimbleness of an NBFC With Dedicated Network**
- **Nationwide Presence Diversified Across States**
- **Strong Collateral Coverage Throughout the Loan Cycle**

Vehicle Finance Loan Book (₹crs)

- Q2 FY22: 59,302
- Q3 FY22: 60,608
- Q4 FY22: 61,923
- Q1 FY23: 64,583
- Q2 FY23: 67,167

- **13% YoY**
- **4% QoQ**

Diversified Vehicle Loan Book across Vehicle Categories (%)

- **Car** 14%
- **CV** 38%
- **Construction Equipment** 13%
- **Tractor** 13%
- **Utility Vehicle** 11%
- **Two Wheelers Small CV** 6%
- **Small CV** 5%

Disbursements (₹crs)

- Q2 FY22: 8,594
- Q3 FY22: 8,832
- Q4 FY22: 9,986
- Q1 FY23: 10,078
- Q2 FY23: 10,664

- **24% YoY**
- **6% QoQ**

IndusInd Bank

9
**Microfinance: Bridging the Financial Inclusion Gap**

- **2nd Largest Micro Finance Lender**
- **10mn Women Customers**
- **1.33 Lacs Villages covered across 21 States**
- **Tech/Data driven Risk Management**
  - District/Branch level Monitoring
- **86K+ Active Bharat Money Stores**
  - Banking at doorstep in remote areas
- **420K+ Merchants (loan clients)**
  - Addressing the MSME banking needs

### Micro Finance Loan Book (₹crs)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>FY22 Q2</th>
<th>FY22 Q3</th>
<th>FY22 Q4</th>
<th>FY23 Q1</th>
<th>FY23 Q2</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>28,115</td>
<td>27,443</td>
<td>30,612</td>
<td>29,403</td>
<td>29,617</td>
</tr>
</tbody>
</table>

- ▲ 5% YoY
- ▲ 1% QoQ

### Average Ticket Size (₹)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>FY22 Q2</th>
<th>FY22 Q3</th>
<th>FY22 Q4</th>
<th>FY23 Q1</th>
<th>FY23 Q2</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>28,065</td>
<td>28,102</td>
<td>27,852</td>
<td>29,738</td>
<td>29,089</td>
</tr>
</tbody>
</table>

- ▲ 4% YoY
- ▼ 2% QoQ

*IndusInd Bank*
Corporate Portfolio – Focus on Granular, Higher Rated Customers

Corporate Loan Book (₹crs)

<table>
<thead>
<tr>
<th></th>
<th>Sep-21</th>
<th>Dec-21</th>
<th>Mar-22</th>
<th>Jun-22</th>
<th>Sep-22</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>99,079</td>
<td>1,05,481</td>
<td>1,09,463</td>
<td>1,14,429</td>
<td>1,21,766</td>
</tr>
</tbody>
</table>

23% YoY
6% QoQ

Improving Risk Profile *

<table>
<thead>
<tr>
<th></th>
<th>BB+ &amp; Below</th>
<th>BBB-, BBB, BBB+</th>
<th>A-, A, A+</th>
<th>AA-, AA, AA+</th>
<th>AAA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar-21</td>
<td>25%</td>
<td>15%</td>
<td>27%</td>
<td>26%</td>
<td></td>
</tr>
<tr>
<td>Mar-22</td>
<td>23%</td>
<td>21%</td>
<td>27%</td>
<td>27%</td>
<td></td>
</tr>
<tr>
<td>Jun-22</td>
<td>23%</td>
<td>24%</td>
<td>27%</td>
<td>22%</td>
<td></td>
</tr>
<tr>
<td>Sep-22</td>
<td>22%</td>
<td>26%</td>
<td>23%</td>
<td>26%</td>
<td></td>
</tr>
</tbody>
</table>

Stressed telco at 1%

Sector-wise Loan Mix (% of Total Loans)

<table>
<thead>
<tr>
<th>Sector</th>
<th>Q2 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real Estate – Commercial &amp; Residential</td>
<td>4.67%</td>
</tr>
<tr>
<td>NBFCs (other than HFCs)</td>
<td>4.66%</td>
</tr>
<tr>
<td>Gems and Jewellery</td>
<td>4.45%</td>
</tr>
<tr>
<td>Steel</td>
<td>2.38%</td>
</tr>
<tr>
<td>Power Generation – Non Renewable</td>
<td>2.38%</td>
</tr>
<tr>
<td>Food Beverages and Food Processing</td>
<td>1.52%</td>
</tr>
<tr>
<td>Lease Rental</td>
<td>1.48%</td>
</tr>
<tr>
<td>Road Projects (Operational)</td>
<td>1.39%</td>
</tr>
<tr>
<td>Power Generation – Renewable</td>
<td>1.07%</td>
</tr>
<tr>
<td>Educational Institution</td>
<td>1.00%</td>
</tr>
<tr>
<td>Others</td>
<td>21.81%</td>
</tr>
<tr>
<td>Corporate Banking</td>
<td>46.81%</td>
</tr>
<tr>
<td>Consumer Banking</td>
<td>53.19%</td>
</tr>
<tr>
<td>Total</td>
<td>100.00%</td>
</tr>
</tbody>
</table>

Diversified Fee Mix Q2FY23

- Loan Processing: 39%
- Investment Banking: 4%
- Trade & Remittances: 37%
- Foreign Exchange: 20%
- Corporate Banking: 46.81%
- Consumer Banking: 53.19%

* Includes fund and non-fund based exposure to corporate clients
Non-Vehicle Retail Loans – Risk Calibrated Growth Strategy

Business Banking (₹crs)

<table>
<thead>
<tr>
<th></th>
<th>Sep-21</th>
<th>Dec-21</th>
<th>Mar-22</th>
<th>Jun-22</th>
<th>Sep-22</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>11,031</td>
<td>11,314</td>
<td>11,892</td>
<td>12,203</td>
<td>12,512</td>
</tr>
</tbody>
</table>

- 13% YoY
- 3% QoQ

Loan Against Property (₹crs)

<table>
<thead>
<tr>
<th></th>
<th>Sep-21</th>
<th>Dec-21</th>
<th>Mar-22</th>
<th>Jun-22</th>
<th>Sep-22</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>8,788</td>
<td>8,664</td>
<td>8,817</td>
<td>9,009</td>
<td>9,248</td>
</tr>
</tbody>
</table>

- 5% YoY
- 3% QoQ

Credit Cards (₹crs)

<table>
<thead>
<tr>
<th></th>
<th>Sep-21</th>
<th>Dec-21</th>
<th>Mar-22</th>
<th>Jun-22</th>
<th>Sep-22</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>5,006</td>
<td>5,301</td>
<td>5,880</td>
<td>6,478</td>
<td>7,098</td>
</tr>
</tbody>
</table>

- 42% YoY
- 10% QoQ

Business Loan, Personal Loan, Affordable Housing, Others (₹ crs)

<table>
<thead>
<tr>
<th></th>
<th>Sep-21</th>
<th>Dec-21</th>
<th>Mar-22</th>
<th>Jun-22</th>
<th>Sep-22</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>9,487</td>
<td>9,773</td>
<td>10,464</td>
<td>11,855</td>
<td>12,720</td>
</tr>
</tbody>
</table>

- 34% YoY
- 7% QoQ
Key Strengths of the Bank

- **Diversified**
  Loan Book with Domain Expertise in Livelihood Loans

- **Robust**
  Liability Franchise

- **Strong**
  Product Groups

- **Profitability**
  amongst the Highest in Industry

- **Stable**
  Asset Quality with Conservative Provisioning

- **Healthy**
  Capital Adequacy

- **Disproportionately Large**
  Distribution Network

- **Executing Digital**
  2.0 Strategy

- **ESG**
  – Core to the Business Philosophy

- **Experienced**
  Board and Management Team
Deposit Growth Driven by Granular Retail Deposits; Building Stable Low-Cost Deposit Book

**Deposits (₹crs)**

<table>
<thead>
<tr>
<th></th>
<th>Q2 FY22</th>
<th>Q3 FY22</th>
<th>Q4 FY22</th>
<th>Q1 FY23</th>
<th>Q2 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>2,75,288</td>
<td>2,84,484</td>
<td>2,93,349</td>
<td>3,02,719</td>
<td>3,15,532</td>
</tr>
</tbody>
</table>

- ▲ 15% YoY
- ▲ 4% QoQ

**Cost of Deposits (%)**

<table>
<thead>
<tr>
<th></th>
<th>Q2 FY22</th>
<th>Q3 FY22</th>
<th>Q4 FY22</th>
<th>Q1 FY23</th>
<th>Q2 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>4.85%</td>
<td>4.66%</td>
<td>4.60%</td>
<td>4.79%</td>
<td>5.10%</td>
</tr>
</tbody>
</table>

- ▲ 25bps YoY
- ▲ 31bps QoQ

**Retail Deposits as per LCR (₹crs)*

<table>
<thead>
<tr>
<th></th>
<th>Q2 FY22</th>
<th>Q3 FY22</th>
<th>Q4 FY22</th>
<th>Q1 FY23</th>
<th>Q2 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>1,11,749</td>
<td>1,13,615</td>
<td>1,20,509</td>
<td>1,24,105</td>
<td>1,29,990</td>
</tr>
</tbody>
</table>

- ▲ 16% YoY
- ▲ 5% QoQ

**Key Focus Areas**

- Expanding branch network
- Focus on target market segments
  - Growth driven by retail customer acquisitions
  - Scaling up new businesses – Affluent and NRI
  - Leverage BFIL for rural customers
  - Building Merchant Acquiring Business
  - Digital Partnerships & Alliances
- Innovative service propositions
- Executing Digital 2.0 with planned Individual and SME launches

---

* Retail deposits and deposits from small business customers as defined by LCR as at period end.
Healthy Share of CASA; Strong Liquidity Profile

CASA (₹crs)

- **Share of CASA %**
  - Q2 FY22: 42%
  - Q3 FY22: 42%
  - Q4 FY22: 43%
  - Q1 FY23: 43%
  - Q2 FY23: 42%

- **CASA**
  - Q2 FY22: 1,15,863
  - Q3 FY22: 1,19,894
  - Q4 FY22: 1,25,333
  - Q1 FY23: 1,30,508
  - Q2 FY23: 1,33,525

- **YoY Growth**: 15%
- **QoQ Growth**: 2%

SA (₹crs)

- **Share of SA %**
  - Q2 FY22: 30%
  - Q3 FY22: 30%
  - Q4 FY22: 30%
  - Q1 FY23: 31%
  - Q2 FY23: 28%

- **SA**
  - Q2 FY22: 83,276
  - Q3 FY22: 86,615
  - Q4 FY22: 88,826
  - Q1 FY23: 95,243
  - Q2 FY23: 89,368

- **YoY Growth**: 7%
- **QoQ Growth**: 6%

CA (₹crs)

- **Share of CA %**
  - Q2 FY22: 12%
  - Q3 FY22: 12%
  - Q4 FY22: 12%
  - Q1 FY23: 12%
  - Q2 FY23: 14%

- **CA**
  - Q2 FY22: 32,587
  - Q3 FY22: 33,279
  - Q4 FY22: 36,507
  - Q1 FY23: 35,265
  - Q2 FY23: 44,157

- **YoY Growth**: 36%
- **QoQ Growth**: 25%

Liquidity Coverage Ratio (%)

- **CASA (YoY)**
  - Q2 FY22: 148%
  - Q3 FY22: 137%
  - Q4 FY22: 127%
  - Q1 FY23: 124%
  - Q2 FY23: 125%

- **SA (YoY)**
  - Q2 FY22: 6%
  - Q3 FY22: 6%
  - Q4 FY22: 6%
  - Q1 FY23: 6%
  - Q2 FY23: 6%
Borrowings Constituted by **Long Term Sources**

### Borrowings (₹crs)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Borrowings (₹crs)</th>
<th>% of Total Liabilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 FY22</td>
<td>46,295</td>
<td>13%</td>
</tr>
<tr>
<td>Q3 FY22</td>
<td>45,669</td>
<td>12%</td>
</tr>
<tr>
<td>Q4 FY22</td>
<td>47,323</td>
<td>12%</td>
</tr>
<tr>
<td>Q1 FY23</td>
<td>41,812</td>
<td>10%</td>
</tr>
<tr>
<td>Q2 FY23</td>
<td>40,673</td>
<td>10%</td>
</tr>
</tbody>
</table>

### Borrowings Mix (%)

- **Long Term FCY** (30%)
- **Refinance from Development Finance Institutions** (50%)
- **Institutions** (30%)
- **Infrastructure Bonds** (4%)
- **AT1 Bonds** (4%)
- **Short-Term FCY (less than 12 months)** (5%)
- **Tier 2 Bonds** (7%)

---

16
Key Strengths of the Bank

- **Diversified**
  Loan Book with Domain Expertise in Livelihood Loans

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- **Strong**
  Product Groups

- **Profitability**
  amongst the Highest in Industry

- **Stable**
  Asset Quality with Conservative Provisioning

- **Healthy**
  Capital Adequacy

- **Disproportionately**
  Large Distribution Network

- **Executing Digital**
  2.0 Strategy

- **ESG**
  – Core to the Business Philosophy

- **Experienced**
  Board and Management Team
Strong Product Groups with Efficient Capital Deployment

Low RWA Consumption (₹crs)

- Notional Amount
- Risk Weighted Assets

- Derivatives + FX Contracts + Options: 11,29,838
  - Notional: 81,674
  - Risk Weighted: 25,436

- LC and Guarantees: 9,482

LC-BG Mix

- LC - Usance: 18%
- LC - Sight: 10%
- Financial Guarantees: 34%
- Performance Guarantees: 38%

LC-BG Rating Profile

- Below investment grade: 4%
- Cash Backed: 12%
- Secured by Counter Guarantees of Correspondent Bank: 6%
- Above investment grade: 78%

FX-Derivatives Exposure Type

- Others Counterparties: 17%
- Counterparties with Collateralised Arrangements (CSA): 22%
- Central Counterparty (Guaranteed Settlements): 47%

- Exposure against Banks (Non Collateralised): 14%

One of the largest treasuries in Indian banks with best-in-class risk management systems

Robust framework for measurement of risks through Client Suitability Tests, VaR, PV01, Stop-loss limits, MTM of marketable portfolios, Exposure limits, etc.

Exposures predominantly to public sector, cash backed transactions and strong sponsors

*Stressed telecom contributes 1%
Key Strengths of the Bank

- Diversified Loan Book with Domain Expertise in Livelihood Loans
- Robust Liability Franchise
- Strong Product Groups
- Profitability amongst the Highest in Industry
- Stable Asset Quality with Conservative Provisioning
- Healthy Capital Adequacy
- Disproportionately Large Distribution Network
- Executing Digital 2.0 Strategy
- ESG – Core to the Business Philosophy
- Experienced Board and Management Team
Yield / Cost Movement

Segment-wise Yield:

<table>
<thead>
<tr>
<th>Segment</th>
<th>Outstanding (₹crs)</th>
<th>Yield (%)</th>
<th>Outstanding (₹crs)</th>
<th>Yield (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corporate Banking</td>
<td>1,21,766</td>
<td>8.20%</td>
<td>1,14,429</td>
<td>7.80%</td>
</tr>
<tr>
<td>Consumer Banking</td>
<td>1,38,363</td>
<td>14.34%</td>
<td>1,33,531</td>
<td>14.33%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>2,60,129</strong></td>
<td><strong>11.51%</strong></td>
<td><strong>2,47,960</strong></td>
<td><strong>11.39%</strong></td>
</tr>
</tbody>
</table>

*Yield on Assets/Cost of funds are based on Total Assets/Liabilities*
## Diversified and Granular Fee and Other Income Streams

<table>
<thead>
<tr>
<th></th>
<th>₹ In crs</th>
<th>Q2FY23</th>
<th>Q2FY22</th>
<th>Y-o-Y(%)</th>
<th>Q1FY23</th>
<th>Q-o-Q(%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trade and Remittances</td>
<td>189</td>
<td>200</td>
<td>(6%) ▼</td>
<td>189</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Foreign Exchange Income</td>
<td>268</td>
<td>221</td>
<td>21% ▲</td>
<td>220</td>
<td>22% ▲</td>
<td></td>
</tr>
<tr>
<td>Cards and Distribution Fees</td>
<td>559</td>
<td>360</td>
<td>55% ▲</td>
<td>507</td>
<td>10% ▲</td>
<td></td>
</tr>
<tr>
<td>General Banking Fees</td>
<td>307</td>
<td>234</td>
<td>31% ▲</td>
<td>334</td>
<td>(8%) ▼</td>
<td></td>
</tr>
<tr>
<td>Loan Processing Fees</td>
<td>532</td>
<td>424</td>
<td>25% ▲</td>
<td>511</td>
<td>4% ▲</td>
<td></td>
</tr>
<tr>
<td>Investment Banking</td>
<td>17</td>
<td>68</td>
<td>(75%) ▼</td>
<td>25</td>
<td>(32%) ▼</td>
<td></td>
</tr>
<tr>
<td>Total Core Fee Income</td>
<td>1,872</td>
<td>1,506</td>
<td>24% ▲</td>
<td>1,786</td>
<td>5% ▲</td>
<td></td>
</tr>
<tr>
<td>Securities/MM/FX Trading/Others</td>
<td>139</td>
<td>335</td>
<td>(59%) ▼</td>
<td>146</td>
<td>(5%) ▼</td>
<td></td>
</tr>
<tr>
<td>Total Fee Income</td>
<td>2,011</td>
<td>1,841</td>
<td>9% ▲</td>
<td>1,932</td>
<td>4% ▲</td>
<td></td>
</tr>
</tbody>
</table>

### Fee Income Mix

- **CONSUMER BANKING**: 71%
- **CORPORATE BANKING**: 22%
- **TRADING & OTHER INCOME**: 7%
Operating Profit Margins Amongst the Highest in Industry

Net Interest Margin (%)

- Q2 FY22: 4.07%
- Q3 FY22: 4.10%
- Q4 FY22: 4.20%
- Q1 FY23: 4.21%
- Q2 FY23: 4.24%

Total Fee to Asset Ratio (%)

- Q2 FY22: 1.9%
- Q3 FY22: 1.9%
- Q4 FY22: 1.9%
- Q1 FY23: 1.9%
- Q2 FY23: 1.9%

Cost to Income Ratio (%)

- Q2 FY22: 41.4%
- Q3 FY22: 41.6%
- Q4 FY22: 42.6%
- Q1 FY23: 43.4%
- Q2 FY23: 43.9%

Operating Profit Margin (%)

- Q2 FY22: 6.0%
- Q3 FY22: 3.6%
- Q4 FY22: 3.6%
- Q1 FY23: 3.5%
- Q2 FY23: 3.5%

■ % of Average Loans  ■ % of Average Assets
Key Financial Indicators

Return on Assets (%)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>FY22</th>
<th>FY22</th>
<th>FY22</th>
<th>FY23</th>
<th>FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2</td>
<td>1.29%</td>
<td>1.35%</td>
<td>1.51%</td>
<td>1.73%</td>
<td>1.80%</td>
</tr>
<tr>
<td>Q3</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q4</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Return on Equity (%)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>FY22</th>
<th>FY22</th>
<th>FY22</th>
<th>FY23</th>
<th>FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2</td>
<td>10.28%</td>
<td>10.88%</td>
<td>11.92%</td>
<td>13.44%</td>
<td>14.45%</td>
</tr>
<tr>
<td>Q3</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q4</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Earning Per Share – Annualized (₹)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>FY22</th>
<th>FY22</th>
<th>FY22</th>
<th>FY23</th>
<th>FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2</td>
<td>59.2</td>
<td>64.1</td>
<td>72.3</td>
<td>84.2</td>
<td>93.2</td>
</tr>
<tr>
<td>Q3</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q4</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Net Worth (₹ crs)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>FY22</th>
<th>FY22</th>
<th>FY22</th>
<th>FY23</th>
<th>FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2</td>
<td>42,751</td>
<td>43,833</td>
<td>45,817</td>
<td>47,265</td>
<td>48,186</td>
</tr>
<tr>
<td>Q3</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q4</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
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- **Experienced**
  Board and Management Team
## Movement in Non-Performing Assets

<table>
<thead>
<tr>
<th>₹In crs</th>
<th>Corporate</th>
<th>Consumer</th>
<th>Total</th>
<th>Corporate</th>
<th>Consumer</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opening Balance</td>
<td>2,492</td>
<td>3,441</td>
<td>5,933</td>
<td>2,528</td>
<td>2,989</td>
<td>5,517</td>
</tr>
<tr>
<td>Fresh Additions</td>
<td>179</td>
<td>1,393</td>
<td>1,572</td>
<td>602</td>
<td>1,648</td>
<td>2,250</td>
</tr>
<tr>
<td>-from Standard</td>
<td>66</td>
<td>926</td>
<td>992</td>
<td>272</td>
<td>1,058</td>
<td>1,330</td>
</tr>
<tr>
<td>-from Restructured</td>
<td>113</td>
<td>467</td>
<td>580</td>
<td>330</td>
<td>590</td>
<td>921</td>
</tr>
<tr>
<td>Deductions</td>
<td>420</td>
<td>1,518</td>
<td>1,938</td>
<td>638</td>
<td>1,196</td>
<td>1,834</td>
</tr>
<tr>
<td>-Write-offs</td>
<td>287</td>
<td>881</td>
<td>1,168</td>
<td>449</td>
<td>781</td>
<td>1,230</td>
</tr>
<tr>
<td>-Upgrades</td>
<td>46</td>
<td>183</td>
<td>229</td>
<td>169</td>
<td>193</td>
<td>363</td>
</tr>
<tr>
<td>-Recoveries *</td>
<td>87</td>
<td>454</td>
<td>541</td>
<td>20</td>
<td>222</td>
<td>241</td>
</tr>
<tr>
<td>Gross NPA</td>
<td>2,251</td>
<td>3,316</td>
<td>5,567</td>
<td>2,492</td>
<td>3,441</td>
<td>5,933</td>
</tr>
<tr>
<td>Net NPA</td>
<td></td>
<td></td>
<td>1,584</td>
<td></td>
<td>1,661</td>
<td></td>
</tr>
<tr>
<td>% of Gross NPA</td>
<td></td>
<td></td>
<td>2.11%</td>
<td></td>
<td>2.35%</td>
<td></td>
</tr>
<tr>
<td>% of Net NPA</td>
<td></td>
<td></td>
<td>0.61%</td>
<td></td>
<td>0.67%</td>
<td></td>
</tr>
<tr>
<td>Provision Coverage Ratio (PCR)</td>
<td></td>
<td></td>
<td>72%</td>
<td></td>
<td>72%</td>
<td></td>
</tr>
<tr>
<td>Restructured Advances</td>
<td></td>
<td></td>
<td>1.5%</td>
<td></td>
<td>2.1%</td>
<td></td>
</tr>
</tbody>
</table>

*Q2 FY23 Sale to ARC is 190 crs (Q1 FY23 Sale to ARC is NIL)
**NPA Composition – Consumer Banking**

<table>
<thead>
<tr>
<th></th>
<th>Q2 FY23</th>
<th>CV</th>
<th>Utility</th>
<th>CE</th>
<th>Small CV</th>
<th>TW</th>
<th>Cars</th>
<th>Tractor</th>
<th>BBG/LAP</th>
<th>HL/PL/Others</th>
<th>Cards</th>
<th>MFI</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross NPA</td>
<td></td>
<td>511</td>
<td>34</td>
<td>128</td>
<td>67</td>
<td>358</td>
<td>55</td>
<td>140</td>
<td>773</td>
<td>205</td>
<td>160</td>
<td>885</td>
<td>3,316</td>
</tr>
<tr>
<td>Gross NPA %</td>
<td></td>
<td>2.00%</td>
<td>0.45%</td>
<td>1.44%</td>
<td>2.09%</td>
<td>8.02%</td>
<td>0.59%</td>
<td>1.62%</td>
<td>3.48%</td>
<td>1.59%</td>
<td>2.23%</td>
<td>2.91%</td>
<td>2.36%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Q1 FY23</th>
<th>CV</th>
<th>Utility</th>
<th>CE</th>
<th>Small CV</th>
<th>TW</th>
<th>Cars</th>
<th>Tractor</th>
<th>BBG/LAP</th>
<th>HL/PL/Others</th>
<th>Cards</th>
<th>MFI</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross NPA</td>
<td></td>
<td>486</td>
<td>39</td>
<td>145</td>
<td>69</td>
<td>353</td>
<td>68</td>
<td>146</td>
<td>752</td>
<td>208</td>
<td>149</td>
<td>1,024</td>
<td>3,439</td>
</tr>
<tr>
<td>Gross NPA %</td>
<td></td>
<td>1.98%</td>
<td>0.58%</td>
<td>1.64%</td>
<td>2.14%</td>
<td>7.89%</td>
<td>0.77%</td>
<td>1.76%</td>
<td>3.48%</td>
<td>1.73%</td>
<td>2.25%</td>
<td>3.38%</td>
<td>2.54%</td>
</tr>
</tbody>
</table>
Loan Related Provisions held as on September 30, 2022

- Specific provision of ₹ 3,913 crs for non-performing accounts (towards PCR)
- Floating provisions of ₹ 70 crs (towards PCR)
- Standard contingent provisions of ₹ 2,653 crs surplus outside PCR
- Standard asset provisions of ₹ 1,155 crs other than contingent provisions
- Provision Coverage Ratio at 72% and total loan related provisions at 140% of GNPA
- Loan related provisions of ₹ 7,791 crs are 3.0% of the loans
Key Strengths of the Bank

- Diversified Loan Book with Domain Expertise in Livelihood Loans
- Robust Liability Franchise
- Strong Product Groups
- Profitability amongst the Highest in Industry
- Stable Asset Quality with Conservative Provisioning
- Disproportionately Large Distribution Network
- Executing Digital 2.0 Strategy
- ESG – Core to the Business Philosophy
- Experienced Board and Management Team
- Healthy Capital Adequacy
Healthy Capital Adequacy

Capital Adequacy

<table>
<thead>
<tr>
<th>₹ in crs</th>
<th>30 Sep 22</th>
<th>30 Jun 22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Credit Risk, CVA and UFCE</td>
<td>2,65,073</td>
<td>2,56,767</td>
</tr>
<tr>
<td>Market Risk</td>
<td>8,372</td>
<td>8,325</td>
</tr>
<tr>
<td>Operational Risk</td>
<td>38,026</td>
<td>38,026</td>
</tr>
<tr>
<td>Total Risk Weighted Assets</td>
<td>3,11,471</td>
<td>3,03,118</td>
</tr>
</tbody>
</table>

Core Equity Tier 1 Capital Funds 49,727 48,666
Additional Tier 1 Capital Funds 1,490 1,490
Tier 2 Capital Funds 4,887 4,826
Total Capital Funds 56,104 54,982

CRAR 18.01% 18.14%
CET1 15.97% 16.06%
Tier 1 16.44% 16.55%
Tier 2 1.57% 1.59%
Shareholding Pattern and Credit Ratings

Credit Ratings

Domestic Rating:
- CRISIL AA+ for Infrastructure Bonds program/Tier 2 Bonds
- CRISIL AA for Additional Tier 1 Bonds program
- CRISIL A1+ for certificate of deposit program / short term FD programme
- IND AA+ for Senior bonds program/Tier 2 Bonds by India Ratings and Research
- IND AA for Additional Tier 1 Bonds program by India Ratings and Research
- IND A1+ for Short Term Debt Instruments by India Ratings and Research

International Rating:
- Ba1 for Senior Unsecured MTN programme by Moody’s Investors Service

* Includes FPIs
### Key Strengths of the Bank

<table>
<thead>
<tr>
<th>Strength</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diversified</td>
<td>Loan Book with Domain Expertise in Livelihood Loans</td>
</tr>
<tr>
<td>Robust</td>
<td>Liability Franchise</td>
</tr>
<tr>
<td>Strong</td>
<td>Product Groups</td>
</tr>
<tr>
<td>Profitability</td>
<td>amongst the Highest in Industry</td>
</tr>
<tr>
<td>Stable</td>
<td>Asset Quality with Conservative Provisioning</td>
</tr>
<tr>
<td>Healthy</td>
<td>Capital Adequacy</td>
</tr>
<tr>
<td>Disproportionately</td>
<td>Large Distribution Network</td>
</tr>
<tr>
<td>Executing Digital</td>
<td>2.0 Strategy</td>
</tr>
<tr>
<td>ESG</td>
<td>– Core to the Business Philosophy</td>
</tr>
<tr>
<td>Experienced</td>
<td>Board and Management Team</td>
</tr>
</tbody>
</table>
**Disproportionately Large Distribution Network with Unparalleled Rural Presence**

**Distribution Network with Deep Rural Presence**

- ~33 mn Customer Base
- ~1,33,000 Villages Covered
- 6,103 Group Network
- 2,807 ATMs

**Regional Breakdown of Branches**

- **Urban**
  - 569 (25%)
- **Semi-Urban**
  - 476 (20%)
- **Metro**
  - 740 (32%)
- **Rural**
  - 535 (23%)

**Geographical Breakdown of Branches**

- **Southern**
  - 563 (24%)
- **Western**
  - 428 (19%)
- **Central**
  - 309 (13%)
- **Eastern**
  - 453 (20%)
- **Northern**
  - 567 (24%)

**Strengthening Distribution Infrastructure**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Branches/Banking Outlets</td>
<td>2,015</td>
<td>2,103</td>
<td>2,265</td>
<td>2,286</td>
<td>2,320</td>
</tr>
<tr>
<td>BFIL Branches</td>
<td>2,665</td>
<td>2,778</td>
<td>2,795</td>
<td>2,836</td>
<td>2,978</td>
</tr>
<tr>
<td>Vehicle Finance Marketing Outlets (IMFS)</td>
<td>827</td>
<td>825</td>
<td>816</td>
<td>817</td>
<td>805</td>
</tr>
<tr>
<td>ATMs</td>
<td>2,886</td>
<td>2,861</td>
<td>2,767</td>
<td>2,783</td>
<td>2,807</td>
</tr>
</tbody>
</table>
Key Strengths of the Bank

- Diversified Loan Book with Domain Expertise in Livelihood Loans
- Robust Liability Franchise
- Strong Product Groups
- Profitability amongst the Highest in Industry
- Stable Asset Quality with Conservative Provisioning
- Healthy Capital Adequacy
- Disproportionately Large Distribution Network
- Executing Digital 2.0 Strategy
- ESG – Core to the Business Philosophy
- Experienced Board and Management Team
Digital Sourcing % continues to grow and digital unassisted* business models gaining momentum

- 98% of savings accounts opened digitally
- 32% of savings accounts digitally unassisted*
- 35% of fixed deposits digitally unassisted*
- 98% of mutual funds sourced digitally
- 100% of life insurance sourced digitally
- 83% of non life insurance sourced digitally
- 92% of Cards sourced digitally
- 57% of personal loans opened digitally
- 46% of Small Business Banking (upto 2 Cr exposure) business sourced digitally
- 61% of Retail Forex digital via indusforex
- 63% of current accounts opened digitally

1.2L+ Clients on-boarded using VKYC every month

*Digital Unassisted refers to customer initiated and self service led % from retail customers (excluding clients of Bharat Financial and Vehicle Finance Division)
Focusing on building sustainable, profitable digital unassisted (Customer Do It Yourself led) business models

**Digitally Acquired Savings Accounts**

Indexed DIY Volume – Savings Account

- Q2 FY’22: 100
- Q2 FY’23: 177

- Indexed DIY Volume: 77%

**Digitally Acquired Personal Loans**

Indexed DIY Volume – Personal Loans

- Q2 FY’22: 100
- Q1 FY’23: 288

- Indexed DIY Volume: 2.9X

**Digitally Acquired Credit Cards**

Indexed DIY Volume – Credit Cards

- Q2 FY’22: 100
- Q1 FY’23: 707

- Indexed DIY Volume: 7X

**Digitally Acquired Current Accounts**

Indexed DIY Volume – Current Account

- Mar’22: 100
- Jun’22: 210
- Sep’22: 376

- Indexed DIY Volume: 3.8X

**Digitally Acquired Business Loans**

Indexed DIY Volume – Business Loans

- Mar’22: 100
- Jun’22: 300
- Sep’22: 700

- Indexed DIY Volume: 7X

Includes only direct digital unassisted or customer do it yourself (DIY) journey led business
IndusMobile: Went live with tokenization and MAU and transactions continue to grow

Live with tokenization on mobile app. Customers can:
- View existing tokens
- Suspend existing token
- Delete existing token
- Resume suspended token

IBL Mobile+UPI transaction volumes increased ~2X
Indexed mobile transaction volumes

Source:
IndusMobile monthly active users up 28% YoY
Indexed mobile active client base

*Service Requests include account maintenance requests such as adhoc statements, PIN set / reset, card hotlisting, updation of address, email ID, etc. Requests processed digitally via channels excludes requests originated on Branch / ATM / Contact Centre and includes only self service

70% of Bank’s service requests* processed straight through digitally via channels as self service

93% of Bank’s transactions are digital
Whatsapp Banking & Chatbots

**Whatsapp Banking:** Registered Base of 5.3 Mn - up 71% YoY

- **Q2'FY22:** 3.1 million
- **Q2'FY23:** 5.3 million

**Indexed monthly active user base**

- **Q2'FY22:** 100
- **Q2'FY23:** 135

**Chatbots:** Monthly active users up 120% YoY

- **Q2'FY22:** 100
- **Q2'FY23:** 220

**Total Utterances increased by ~ 2.5X**

- **Indexed utterances**
  - **Q2'FY22:** 100
  - **Q2'FY23:** 243
Key Strengths of the Bank

- **Diversified**
  Loan Book with Domain Expertise in Livelihood Loans

- **Robust**
  Liability Franchise

- **Strong**
  Product Groups

- **Profitability**
  amongst the Highest in Industry

- **Stable**
  Asset Quality with Conservative Provisioning

- **Healthy**
  Capital Adequacy

- **Disproportionately**
  Large Distribution Network

- **Executing Digital**
  2.0 Strategy

- **ESG**
  – Core to the Business Philosophy

- **Experienced**
  Board and Management Team
Sustainability: Core to Bank’s PC 5 Strategy

Outlined a comprehensive ESG Strategy in 2022 integrating ESG with Business, Operations, Risk & Products

**Business**
- Enhanced exposure to ESG positive sectors
- ESG sector development
- Explore partnerships with key industry players and DFIs for Climate Finance

**Operations**
- Governance & Policies
- Monitor & Reduce Bank’s GHG intensity
- Sustainable Procurement policy
-GREENING IBL branches
- Carbon Neutrality

**Products**
- Sustainable banking products launch across Business Units
  - Launched: Green Fixed Deposits, EV Finance program
  - Launches under way: Sustainable Agri program, Platform for Women Entrepreneurs, Roof Top solar loans
- Risk sharing & Blended Finance products

**Risk**
- Board approved Environment and Social Management System (ESMS)
- Integration of ESG Risk Assessment with Credit Risk Assessment process
- Monitor and manage bank’s exposure to High ESG Risk industries
Select ESG initiatives for FY23

Planning for Carbon Neutrality by 2032

Increase exposure to Green & Climate Finance to 3.5% of book from the current 3.26%*

Increase share of Climate & Social Finance to 45% in next 2 years from current 43%*

Diversity & Inclusion: Increase women participation in workforce to 22%

Reduce Bank’s carbon emissions by 20% over the new baseline in FY23

Support tree plantation, rain water harvesting structure and solar solutions

Launch ESG Theme Products
- Women Entrepreneurship - Focus in Retail Banking
- Finance for Water Sector - SME & Corporate Bank
- EV Car Finance – Vehicle finance
- Solar Rooftop Finance – Personal Loan

Accorded ‘Market leaders in ESG’ status by Euromoney for FY 2022

*Assurance Certification Underway
Key Strengths of the Bank

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<table>
<thead>
<tr>
<th>Name</th>
<th>Nature of Directorship</th>
<th>Special Knowledge /Expertise</th>
<th>Prior Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mr. Arun Tiwari</td>
<td>Non-Executive, Non-Independent, Part-time Chairman</td>
<td>Banking, Finance, Human Resource, Risk Management and Business Management.</td>
<td>Previously, CMD of Union Bank of India, Executive Director of Allahabad Bank, Various leadership roles at Bank of Baroda, served on the Boards of various companies and associations.</td>
</tr>
<tr>
<td>Mr. Shanker Annaswamy</td>
<td>Non-Executive Independent Director</td>
<td>Information Technology, Human Resource, Risk Management and Business Management.</td>
<td>Previously, MD of IBM India Private Limited, President and Chief Executive Officer for GE Medical Systems, South Asia, MD of Wipro-GE Medical Systems, served on the Boards of various councils and associations.</td>
</tr>
<tr>
<td>Dr T T Ram Mohan</td>
<td>Non-Executive Independent Director</td>
<td>Banking, Finance, Economics and Risk Management.</td>
<td>Retd. Professor of Finance &amp; Economics at IIM Ahmedabad, Previously, Divisional Manager, Tata Economic Consultancy Services, Head of Strategy, Standard Chartered Bank, India, Vice President Bear Stearns, Hong Kong, and Head of Research, Birla Marlin Securities.</td>
</tr>
<tr>
<td>Mrs. Akila Krishnakumar</td>
<td>Non-Executive Independent Director</td>
<td>Information Technology, Payments &amp; Settlement Systems, Human Resource &amp; Business Management</td>
<td>Previously, President – Global Technology at SunGard – a Fortune 500 Company and a global leader in Financial Services Software. One of the Founder- Promoters of Mindtree Ltd. (since divested).</td>
</tr>
<tr>
<td>Mr. Rajiv Agarwal</td>
<td>Non-Executive Independent Director</td>
<td>Small Scale Industry</td>
<td>Promoter in several small-scale ventures, primarily manufacturing concerns with 38 years of experience in ‘Small Scale Industries’ segment, Presently, a Senior Partner with M/s Crawford Bayley &amp; Co., one of India’s oldest Law Firm. Specializes in the fields of M&amp;A, cross-border M&amp;A, joint ventures, private equity and capital markets.</td>
</tr>
<tr>
<td>Mr. Sanjay Asher</td>
<td>Non-Executive Independent Director</td>
<td>Law and Accountancy</td>
<td>Previously, Partner at KPMG India, Served on various Committees of Institute of Chartered Accountants of India (ICAI).</td>
</tr>
<tr>
<td>Mrs. Bhavna Doshi</td>
<td>Non-Executive Independent Director</td>
<td>Accountancy and Risk Management.</td>
<td>Previously, Director of Agriculture, Maharashtra State, Held many important positions in the Department of Agri, Maharashtra.</td>
</tr>
<tr>
<td>Mr. Jayant Deshmukh</td>
<td>Non-Executive Independent Director</td>
<td>Agriculture and Rural Economy and Cooperation.</td>
<td>Currently senior advisor to KPMG India Chairman and CEO. Previously, Senior Partner at KPMG India, which he co-founded 27 years ago. Held various senior positions including Global roles in KPMG.</td>
</tr>
<tr>
<td>Mr. Pradeep Udhas</td>
<td>Non-Executive Independent Director</td>
<td>Finance, Information Technology and Business Management.</td>
<td>Career banker with years of rich experience in large multi-national banks such as Citibank, Bank of America and ABN AMRO.</td>
</tr>
<tr>
<td>Mr. Sumant Kathpalia</td>
<td>Managing Director &amp; CEO</td>
<td>Banking and Accountancy, Risk Management and Business Management.</td>
<td></td>
</tr>
</tbody>
</table>
Experienced and Well-knit Management Team

<table>
<thead>
<tr>
<th>Name</th>
<th>Designation</th>
<th>Exp (Yrs)</th>
<th>Prior Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mr. Sumant Kathpalia</td>
<td>Managing Director &amp; CEO</td>
<td>30+</td>
<td>Career banker with years of rich experience in large multi-national banks such as Citibank, Bank of America and ABN AMRO</td>
</tr>
<tr>
<td>Mr. Arun Khurana</td>
<td>Deputy CEO</td>
<td>28+</td>
<td>Regional Head Corporate Solutions Asia-Pacific Markets of RBS Singapore</td>
</tr>
<tr>
<td>Mr. Sanjeev Anand</td>
<td>Head - Corporate, Commercial, Rural &amp; Inclusive Banking</td>
<td>29+</td>
<td>Head - Commercial Banking, ABN AMRO Bank (India)</td>
</tr>
<tr>
<td>Mr. Bijayananda Pattanayak</td>
<td>Head - Gems &amp; Jewellery</td>
<td>35+</td>
<td>Managing Director and Member, Global Management Team IDGJ of ABN AMRO</td>
</tr>
<tr>
<td>Mr. A. G. Sriram</td>
<td>Head - Consumer Finance</td>
<td>29+</td>
<td>Multiple roles across Credit, Operations and Sales including leading Construction and Commercial Vehicle Segment.</td>
</tr>
<tr>
<td>Mr. Soumitra Sen</td>
<td>Head - Consumer Banking &amp; Marketing</td>
<td>30+</td>
<td>Leadership positions at ABN AMRO Bank NV, RBS, Deutsche Bank AG &amp; Nestle</td>
</tr>
<tr>
<td>Mr. Samir Dewan</td>
<td>Head - Affluent Banking &amp; International Business</td>
<td>25+</td>
<td>COO - Private Banking, Asia at RBC, leadership positions with Bank of America, ANZ, and ABN AMRO.</td>
</tr>
<tr>
<td>Mr. Siddharth Banerjee</td>
<td>Head - Global Markets and FIG</td>
<td>25+</td>
<td>Various position at HSBC, Deutsche Bank, HDFC Bank, ABN AMRO NV, and ANZ Bank</td>
</tr>
<tr>
<td>Mr. Rana Vikram Anand</td>
<td>Head - Pan Bank Liability Group, Customer Service &amp; Synergy</td>
<td>30+</td>
<td>CEO at Cointribe (leading fintech), Various leadership positions at ABN AMRO Bank NV, ANZ &amp; RBL</td>
</tr>
<tr>
<td>Mr. Gobind Jain</td>
<td>Chief Financial Officer</td>
<td>29+</td>
<td>Joint President Group Account &amp; MIS, Kotak Mahindra Bank; held prior positions at ICICI Bank, Bank of America, Bank Internasional Indonesia and RBI</td>
</tr>
<tr>
<td>Mr. Ramaswamy Meyyappan</td>
<td>Chief Risk Officer</td>
<td>28+</td>
<td>Chief Risk Officer at JP Morgan Chase Bank NA, Mumbai</td>
</tr>
<tr>
<td>Mr. Ramesh Ganesan</td>
<td>Head - Technology and Corporate &amp; Global Market Operation</td>
<td>30+</td>
<td>Executive Director, ABN AMRO Bank (India)</td>
</tr>
<tr>
<td>Mr. Zubin Mody</td>
<td>Chief Human Resources Officer</td>
<td>28+</td>
<td>Head - HR, ICICI Lombard General Insurance Company Limited</td>
</tr>
<tr>
<td>Mr. Anil M. Rao</td>
<td>Head - Consumer Operations &amp; Solution Delivery</td>
<td>26+</td>
<td>Various positions at ABN AMRO Bank, RBS and Bank of America</td>
</tr>
<tr>
<td>Mr. Anish Behl</td>
<td>Head - Wealth &amp; Para Banking</td>
<td>25+</td>
<td>Executive Director, Bancassurance - Asia at ABN AMRO Bank NV</td>
</tr>
<tr>
<td>Mrs. Charu Sachdeva Mathur</td>
<td>Head - Digital Banking &amp; Strategy (Existing Business)</td>
<td>15+</td>
<td>Financial services and telecom advisory at Boston Consultancy Group (BCG)</td>
</tr>
<tr>
<td>Ms. Roopa Satish</td>
<td>Head - Portfolio Management &amp; CSR</td>
<td>28+</td>
<td>Head - Mid Markets (Western Region), ABN AMRO Bank (India)</td>
</tr>
<tr>
<td>Mr. Jyoti Prasad Ratho</td>
<td>Head - Inspection &amp; Audit</td>
<td>32+</td>
<td>Was associated with YES Bank as Senior Group President &amp; Country Head - Internal Audit.. Managed multiple roles in area of Audit &amp; Governance, Risk and Controls.</td>
</tr>
</tbody>
</table>
Accolades

ET CX AWARD 2022

IndusInd Bank was recognized as one of the most customer centric brand and was awarded at the 3rd Edition of ET CX Summit 2022

‘Governance Now 5th India BFSI Conclave & Awards’

IndusInd Bank awarded by ‘Governance Now’ under the category – ‘SME Connect’ for initiating ‘Indus Credit for Business’.

The Asset Triple Asian Awards 2022

IndusInd Bank awarded Best SCF Solution for various clients at The Asset Triple Asian Awards 2022

MeitY - Digidhan Dashboard for Digital Payments

MeitY has ranked IndusInd Bank #1 amongst Private Banks for FY22 on its Digidhan Dashboard for Digital Payments
Launch of #BankOnHappiness Festive campaign – Debit and Credit cards

• To commemorate the festive season, IndusInd Bank recently launched its offers campaign, #BankOnHappiness.

• The campaign brings to the Bank’s customers, a gamut of offers on a wide variety of brands. This basket of benefits comprising of discounts and cashbacks can be availed through usage of the Bank’s credit and debit cards. The campaign theme has also been extended to loan products and other business segments of the Bank.
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