<table>
<thead>
<tr>
<th><strong>IndusInd Bank at a Glance</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>5th Largest Private Bank</strong></td>
</tr>
<tr>
<td><strong>Universal Banking Approach</strong></td>
</tr>
<tr>
<td><strong>Strong Domain Expertise</strong></td>
</tr>
<tr>
<td><strong>Robust Balance Sheet</strong></td>
</tr>
<tr>
<td><strong>Strong Profitability</strong></td>
</tr>
<tr>
<td><strong>Innovative Digital Approach</strong></td>
</tr>
<tr>
<td><strong>Overall Digital Transaction Mix at 93%</strong></td>
</tr>
<tr>
<td><strong>Stable Low-cost Deposits</strong></td>
</tr>
</tbody>
</table>
## Key Financial Highlights for Q3 FY23

### Balance Sheet
- **Loans**: ₹2,72,754 crs, 19% YoY, 5% QoQ
- **Deposits**: ₹3,25,278 crs, 14% YoY, 3% QoQ
- **CASA**: ₹1,36,379 crs, 14% YoY, 2% QoQ
- **Term Deposits**: ₹1,88,899 crs, 15% YoY, 4% QoQ
- **Total Assets**: ₹4,44,485 crs, 14% YoY, 4% QoQ

### Profit & Loss
- **Net Interest Income**: ₹4,495 crs, 18% YoY, 4% QoQ
- **Total Fee Income**: ₹2,077 crs, 11% YoY, 3% QoQ
- **Revenue**: ₹6,572 crs, 16% YoY, 4% QoQ
- **Operating Profit**: ₹3,686 crs, 11% YoY, 4% QoQ
- **Net Profit**: ₹1,964 crs, 58% YoY, 9% QoQ

### Key Ratios
- **Net Interest Margin**: 4.27%, 17 bps YoY, 3 bps QoQ
- **Return on Assets**: 1.87%, 52 bps YoY, 7 bps QoQ
- **Return on Equity**: 15.23%, 435 bps YoY, 78 bps QoQ
- **Cost to Income**: 43.91%, 232 bps YoY, 5 bps QoQ
- **Net NPA**: 0.62%, 9 bps YoY, 1 bps QoQ
<table>
<thead>
<tr>
<th></th>
<th>Q3 FY23</th>
<th>Q3 FY22</th>
<th>Y-o-Y (%)</th>
<th>Q2 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>775</td>
<td>-</td>
<td>775</td>
<td>-</td>
</tr>
<tr>
<td>Reserves and Surplus</td>
<td>52,109</td>
<td>45,830</td>
<td>14%</td>
<td>▲ 50,109</td>
<td>4% ▲</td>
</tr>
<tr>
<td>Deposits</td>
<td>3,25,278</td>
<td>2,84,484</td>
<td>14%</td>
<td>▲ 3,15,532</td>
<td>3% ▲</td>
</tr>
<tr>
<td>Borrowings</td>
<td>47,284</td>
<td>45,669</td>
<td>4%</td>
<td>▲ 40,673</td>
<td>16% ▲</td>
</tr>
<tr>
<td>Other Liabilities and Provisions</td>
<td>19,039</td>
<td>13,806</td>
<td>38%</td>
<td>▲ 19,486</td>
<td>(2%) ◼</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>4,44,485</td>
<td>3,90,564</td>
<td>14%</td>
<td>▲ 4,26,575</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>54,158</td>
<td>55,447</td>
<td>(2%) ▼</td>
<td>47,922</td>
<td>13% ▲</td>
</tr>
<tr>
<td>Balances with Banks</td>
<td>11,073</td>
<td>11,085</td>
<td>0%</td>
<td>11,303</td>
<td>(2%) ◼</td>
</tr>
<tr>
<td>Investments</td>
<td>76,174</td>
<td>72,715</td>
<td>5% ▲</td>
<td>75,994</td>
<td>0%</td>
</tr>
<tr>
<td>Advances</td>
<td>2,72,754</td>
<td>2,28,583</td>
<td>19%</td>
<td>▲ 2,60,129</td>
<td>5% ▲</td>
</tr>
<tr>
<td>Fixed Assets</td>
<td>2,006</td>
<td>1,916</td>
<td>5% ▲</td>
<td>1,960</td>
<td>2% ▲</td>
</tr>
<tr>
<td>Other Assets</td>
<td>28,320</td>
<td>20,818</td>
<td>36%</td>
<td>▲ 29,267</td>
<td>(3%) ◼</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>4,44,485</td>
<td>3,90,564</td>
<td>14%</td>
<td>▲ 4,26,575</td>
<td>4% ▲</td>
</tr>
</tbody>
</table>
## Consolidated Profit and Loss Account – **Q3 & 9M FY23**

<table>
<thead>
<tr>
<th>₹ In Crore</th>
<th>Q3FY23</th>
<th>Q3FY22</th>
<th>Y-o-Y (%)</th>
<th>Q2FY23</th>
<th>Q-o-Q (%)</th>
<th>9M FY23</th>
<th>9M FY22</th>
<th>Y-o-Y (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Interest Income</strong></td>
<td>4,495</td>
<td>3,793</td>
<td>18%</td>
<td>▲ 4,302</td>
<td>4%</td>
<td>▲ 12,923</td>
<td>11,016</td>
<td>17%</td>
</tr>
<tr>
<td><strong>Other Income</strong></td>
<td>2,077</td>
<td>1,877</td>
<td>11%</td>
<td>▲ 2,011</td>
<td>3%</td>
<td>▲ 6,019</td>
<td>5,442</td>
<td>11%</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>6,572</td>
<td>5,670</td>
<td>16%</td>
<td>▲ 6,313</td>
<td>4%</td>
<td>▲ 18,942</td>
<td>16,458</td>
<td>15%</td>
</tr>
<tr>
<td><strong>Operating Expenses</strong></td>
<td>2,885</td>
<td>2,358</td>
<td>22%</td>
<td>▲ 2,769</td>
<td>4%</td>
<td>▲ 8,280</td>
<td>6,802</td>
<td>22%</td>
</tr>
<tr>
<td><strong>Operating Profit</strong></td>
<td>3,686</td>
<td>3,312</td>
<td>11%</td>
<td>▲ 3,544</td>
<td>4%</td>
<td>▲ 10,662</td>
<td>9,656</td>
<td>10%</td>
</tr>
<tr>
<td><strong>Provisions &amp; Contingencies</strong></td>
<td>1,065</td>
<td>1,654</td>
<td>(36%)</td>
<td>▼ 1,141</td>
<td>(7%)</td>
<td>▼ 3,457</td>
<td>5,141</td>
<td>(33%)</td>
</tr>
<tr>
<td><strong>Profit before Tax</strong></td>
<td>2,622</td>
<td>1,658</td>
<td>58%</td>
<td>▲ 2,403</td>
<td>9%</td>
<td>▲ 7,205</td>
<td>4,515</td>
<td>60%</td>
</tr>
<tr>
<td>** Provision for Tax**</td>
<td>658</td>
<td>416</td>
<td>58%</td>
<td>▲ 598</td>
<td>10%</td>
<td>▲ 1,805</td>
<td>1,111</td>
<td>62%</td>
</tr>
<tr>
<td><strong>Profit after Tax</strong></td>
<td>1,964</td>
<td>1,242</td>
<td>58%</td>
<td>▲ 1,805</td>
<td>9%</td>
<td>▲ 5,400</td>
<td>3,404</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
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- 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)

- **Consumer Banking**
  - Dec-21: 2,28,583 (46%)
  - Mar-22: 2,39,052 (46%)
  - Jun-22: 2,47,960 (46%)
  - Sep-22: 2,60,129 (47%)
  - Dec-22: 2,72,754 (47%)

- **Corporate & Commercial Banking**
  - Dec-21: 2,28,583 (54%)
  - Mar-22: 2,39,052 (54%)
  - Jun-22: 2,47,960 (54%)
  - Sep-22: 2,60,129 (53%)
  - Dec-22: 2,72,754 (53%)

**Corporate Banking**

- **Large Corporates**
  - Dec-22: 71,053 (27%)

- **Mid Corporates**
  - Dec-22: 44,201 (16%)

- **Small Corporates**
  - Dec-22: 11,756 (4%)

- **Total Advances**
  - Dec-22: 1,27,010 (47%)

**Consumer Banking**

- **Vehicle Finance**
  - Dec-22: 71,665 (26%)

- **Commercial Vehicle**
  - Dec-22: 26,819 (10%)

- **Utility Vehicle**
  - Dec-22: 8,311 (3%)

- **Small CV**
  - Dec-22: 3,365 (1%)

- **Two-Wheeler**
  - Dec-22: 4,749 (2%)

- **Car**
  - Dec-22: 9,993 (4%)

- **Tractor**
  - Dec-22: 9,159 (3%)

- **Equipment Financing**
  - Dec-22: 9,269 (3%)

- **Non-Vehicle Finance**
  - Dec-22: 44,391 (16%)

- **Loan Against Property**
  - Dec-22: 9,502 (3%)

- **Credit Card**
  - Dec-22: 7,714 (3%)

- **Personal Loans**
  - Dec-22: 4,756 (2%)

- **Merchant advances**
  - Dec-22: 3,094 (1%)

- **BL, AHL, Others**
  - Dec-22: 6,486 (2%)

- **Microfinance**
  - Dec-22: 29,688 (11%)

- **Total Advances**
  - Dec-22: 1,45,744 (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)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>₹crs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3 FY22</td>
<td>60,608</td>
</tr>
<tr>
<td>Q4 FY22</td>
<td>61,923</td>
</tr>
<tr>
<td>Q1 FY23</td>
<td>64,583</td>
</tr>
<tr>
<td>Q2 FY23</td>
<td>67,167</td>
</tr>
<tr>
<td>Q3 FY23</td>
<td>71,665</td>
</tr>
</tbody>
</table>

- 18% YoY
- 7% QoQ

Diversified Vehicle Loan Book across Vehicle Categories (%)

- CV 37%
- Tractor 13%
- Construction Equipment 13%
- Utility Vehicle 12%
- Small CV 5%
- Car 14%
- Two Wheelers 7%

Disbursements (₹crs)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>₹crs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3 FY22</td>
<td>8,832</td>
</tr>
<tr>
<td>Q4 FY22</td>
<td>9,986</td>
</tr>
<tr>
<td>Q1 FY23</td>
<td>10,078</td>
</tr>
<tr>
<td>Q2 FY23</td>
<td>10,664</td>
</tr>
<tr>
<td>Q3 FY23</td>
<td>12,713</td>
</tr>
</tbody>
</table>

- 44% YoY
- 19% QoQ
Microfinance: Bridging the Financial Inclusion Gap

2nd Largest Micro Finance Lender

10mn Women Customers

1.34 Lacs Villages covered across 21 States

Tech/Data driven Risk Management District/Branch level Monitoring

104K+ Active Bharat Money Stores Banking at doorstep in remote areas

492K+ Merchants (loan clients) Addressing the MSME banking needs

Micro Finance Loan Book (₹crs)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q3 FY22</th>
<th>Q4 FY22</th>
<th>Q1 FY23</th>
<th>Q2 FY23</th>
<th>Q3 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>▲ 8% YoY</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>▲ -% QoQ</td>
<td></td>
<td></td>
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<td></td>
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</tbody>
</table>

Average Ticket Size (₹)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q3 FY22</th>
<th>Q4 FY22</th>
<th>Q1 FY23</th>
<th>Q2 FY23</th>
<th>Q3 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>▲ 4% YoY</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>▲ 1% QoQ</td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
</tbody>
</table>
Corporate Portfolio – Focus on Granular, Higher Rated Customers

Corporate Loan Book (₹crs)

<table>
<thead>
<tr>
<th>Month</th>
<th>Amount (₹crs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-21</td>
<td>1,05,481</td>
</tr>
<tr>
<td>Mar-22</td>
<td>1,09,463</td>
</tr>
<tr>
<td>Jun-22</td>
<td>1,14,429</td>
</tr>
<tr>
<td>Sep-22</td>
<td>1,21,766</td>
</tr>
<tr>
<td>Dec-22</td>
<td>1,27,010</td>
</tr>
</tbody>
</table>

Dec-21: 5% YoY, 20% YoY
Mar-22: 4% QoQ, 4% QoQ

Improving Risk Profile *

<table>
<thead>
<tr>
<th>Rating</th>
<th>Mar-22</th>
<th>Jun-22</th>
<th>Sep-22</th>
<th>Dec-22</th>
</tr>
</thead>
<tbody>
<tr>
<td>BB+ &amp; Below</td>
<td>23%</td>
<td>23%</td>
<td>22%</td>
<td>22%</td>
</tr>
<tr>
<td>BBB-, BBB, BBB+</td>
<td>21%</td>
<td>24%</td>
<td>25%</td>
<td>24%</td>
</tr>
<tr>
<td>A-, A, A+</td>
<td>27%</td>
<td>27%</td>
<td>26%</td>
<td>28%</td>
</tr>
<tr>
<td>AA-, AA, AA+</td>
<td>24%</td>
<td>22%</td>
<td>23%</td>
<td>22%</td>
</tr>
<tr>
<td>AAA</td>
<td>5%</td>
<td>4%</td>
<td>4%</td>
<td>4%</td>
</tr>
</tbody>
</table>

Stressed telco at 1%

Diversified Fee Mix Q3FY23

<table>
<thead>
<tr>
<th>Sector</th>
<th>Q3 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corporate Banking</td>
<td>46.57%</td>
</tr>
<tr>
<td>Consumer Banking</td>
<td>53.43%</td>
</tr>
<tr>
<td>Total</td>
<td>100.00%</td>
</tr>
</tbody>
</table>

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

**Business Banking (₹crs)**
- Dec-21: 11,314
- Mar-22: 11,892
- Jun-22: 12,203
- Sep-22: 12,512
- Dec-22: 12,839

13% YoY, 3% QoQ

**Credit Cards (₹crs)**
- Dec-21: 5,301
- Mar-22: 5,880
- Jun-22: 6,478
- Sep-22: 7,098
- Dec-22: 7,714

46% YoY, 9% QoQ

**Loan Against Property (₹crs)**
- Dec-21: 8,664
- Mar-22: 8,817
- Jun-22: 9,009
- Sep-22: 9,248
- Dec-22: 9,502

10% YoY, 3% QoQ

**Other Retail Loans**
- Dec-21: 9,773
- Mar-22: 10,464
- Jun-22: 11,855
- Sep-22: 12,720
- Dec-22: 14,336

47% YoY, 13% 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>Quarter</th>
<th>Q3 FY22</th>
<th>Q4 FY22</th>
<th>Q1 FY23</th>
<th>Q2 FY23</th>
<th>Q3 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amount</td>
<td>2,84,484</td>
<td>2,93,349</td>
<td>3,02,719</td>
<td>3,15,532</td>
<td>3,25,278</td>
</tr>
<tr>
<td>YoY</td>
<td>▲ 14%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>QoQ</td>
<td>▲ 3%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Cost of Deposits (%)**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q3 FY22</th>
<th>Q4 FY22</th>
<th>Q1 FY23</th>
<th>Q2 FY23</th>
<th>Q3 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost</td>
<td>4.66%</td>
<td>4.60%</td>
<td>4.79%</td>
<td>5.10%</td>
<td>5.47%</td>
</tr>
<tr>
<td>YoY</td>
<td>▲ 81bps</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>QoQ</td>
<td>▲ 37bps</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Retail Deposits as per LCR (₹crs)**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q3 FY22</th>
<th>Q4 FY22</th>
<th>Q1 FY23</th>
<th>Q2 FY23</th>
<th>Q3 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amount</td>
<td>1,13,615</td>
<td>1,20,509</td>
<td>1,24,105</td>
<td>1,29,990</td>
<td>1,37,968</td>
</tr>
<tr>
<td>YoY</td>
<td>▲ 21%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>QoQ</td>
<td>▲ 6%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Share of Retail Deposits (%)**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q3 FY22</th>
<th>Q4 FY22</th>
<th>Q1 FY23</th>
<th>Q2 FY23</th>
<th>Q3 FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>%</td>
<td>40%</td>
<td>41%</td>
<td>41%</td>
<td>41%</td>
<td>42%</td>
</tr>
</tbody>
</table>

**Retail Deposits Share of Retail Deposits (%)**

- 40%
- 41%
- 41%
- 41%
- 42%

**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)**

- **Q3 FY22**: 1,19,894
- **Q4 FY22**: 1,25,333
- **Q1 FY23**: 1,30,508
- **Q2 FY23**: 1,33,525
- **Q3 FY23**: 1,36,379

- Share of CASA %: 42% (Q3 FY22), 43% (Q4 FY22), 43% (Q1 FY23), 42% (Q2 FY23), 42% (Q3 FY23)

- **YoY**: 14%
- **QoQ**: 2%

**SA (₹crs)**

- **Q3 FY22**: 86,615
- **Q4 FY22**: 88,826
- **Q1 FY23**: 95,243
- **Q2 FY23**: 89,368
- **Q3 FY23**: 86,372

- Share of SA %: 30% (Q3 FY22), 30% (Q4 FY22), 31% (Q1 FY23), 28% (Q2 FY23), 27% (Q3 FY23)

- **YoY**: 0%
- **QoQ**: -3%

**CA (₹crs)**

- **Q3 FY22**: 33,279
- **Q4 FY22**: 36,507
- **Q1 FY23**: 35,265
- **Q2 FY23**: 44,157
- **Q3 FY23**: 50,007

- Share of CA %: 12% (Q3 FY22), 12% (Q4 FY22), 12% (Q1 FY23), 14% (Q2 FY23), 15% (Q3 FY23)

- **YoY**: 13%
- **QoQ**: 50%

**Liquidity Coverage Ratio (%)**

- **Q3 FY22**: 137%
- **Q4 FY22**: 127%
- **Q1 FY23**: 124%
- **Q2 FY23**: 125%
- **Q3 FY23**: 117%
Borrowings Constituted by **Long Term Sources**

**Borrowings (₹crs)**

- **Q3 FY22**: 45,669 (12%)
- **Q4 FY22**: 47,323 (12%)
- **Q1 FY23**: 41,812 (10%)
- **Q2 FY23**: 40,673 (10%)
- **Q3 FY23**: 47,284 (11%)

**Borrowings Mix (%)**

- Refinance from Development Finance Institutions: 52%
- Long-Term FCY: 30%
- Infrastructure Bonds: 3%
- Short-Term FCY (less than 12 months): 6%
- Tier 2 Bonds: 6%
- AT1 Bonds: 3%
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

IndusInd Bank
Strong Product Groups with Efficient Capital Deployment

- 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

**Low RWA Consumption (₹crs)**

- Notional Amount
- Risk Weighted Assets

<table>
<thead>
<tr>
<th>Derivatives + FX Contracts + Options</th>
<th>LC and Guarantees</th>
</tr>
</thead>
<tbody>
<tr>
<td>13,20,269</td>
<td>10,634</td>
</tr>
<tr>
<td>0.6%#</td>
<td>79,844</td>
</tr>
<tr>
<td>1.6%#</td>
<td>25,627</td>
</tr>
</tbody>
</table>

**LC-BG Mix**

- Financial Guarantees 36%
- Performance Guarantees 39%
- LC - Usance 17%
- LC - Sight 8%

**LC-BG Rating Profile**

- Below investment grade 4%
- Above investment grade 77%
- Secured by Counter Guarantees of Correspondent Bank 7%
- Cash Backed 12%

**FX-Derivatives Exposure Type**

- Exposure against Banks (Non Collateralised) 5%
- Counterparties with Collateralised Arrangements (CSA) 21%
- Central Counterparty (Guaranteed Settlements) 51%
- Others Counterparties 22%

**Above investment grade**

- *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>1,27,010</td>
<td>8.57%</td>
<td>1,21,766</td>
<td>8.20%</td>
</tr>
<tr>
<td>Consumer Banking</td>
<td>1,45,744</td>
<td>14.50%</td>
<td>1,38,363</td>
<td>14.34%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>2,72,754</strong></td>
<td><strong>11.75%</strong></td>
<td><strong>2,60,129</strong></td>
<td><strong>11.51%</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>₹In crs</th>
<th>Q3FY23</th>
<th>Q3FY22</th>
<th>Y-o-Y(%)</th>
<th>Q2FY23</th>
<th>Q-o-Q(%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trade and Remittances</td>
<td>201</td>
<td>188</td>
<td>7%</td>
<td>189</td>
<td>6%</td>
</tr>
<tr>
<td>Foreign Exchange Income</td>
<td>249</td>
<td>228</td>
<td>9%</td>
<td>268</td>
<td>(7%)</td>
</tr>
<tr>
<td>Cards and Distribution Fees</td>
<td>619</td>
<td>388</td>
<td>59%</td>
<td>559</td>
<td>11%</td>
</tr>
<tr>
<td>General Banking Fees</td>
<td>248</td>
<td>239</td>
<td>4%</td>
<td>307</td>
<td>(19%)</td>
</tr>
<tr>
<td>Loan Processing Fees</td>
<td>604</td>
<td>382</td>
<td>58%</td>
<td>532</td>
<td>13%</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>20</td>
<td>94</td>
<td>(78%)</td>
<td>17</td>
<td>20%</td>
</tr>
<tr>
<td>Total Core Fee Income</td>
<td>1,941</td>
<td>1,519</td>
<td>28%</td>
<td>1,872</td>
<td>4%</td>
</tr>
<tr>
<td>Securities/MM/FX Trading/Others</td>
<td>136</td>
<td>358</td>
<td>(62%)</td>
<td>139</td>
<td>(2%)</td>
</tr>
<tr>
<td>Total Fee Income</td>
<td>2,077</td>
<td>1,877</td>
<td>11%</td>
<td>2,011</td>
<td>3%</td>
</tr>
</tbody>
</table>

Fee Income Mix

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

**Net Interest Margin (%)**
- Q3 FY22: 4.10%
- Q4 FY22: 4.20%
- Q1 FY23: 4.21%
- Q2 FY23: 4.24%
- Q3 FY23: 4.27%

**Total Fee to Asset Ratio (%)**
- Q3 FY22: 1.9%
- Q4 FY22: 1.9%
- Q1 FY23: 1.9%
- Q2 FY23: 1.9%
- Q3 FY23: 1.9%

**Cost to Income Ratio (%)**
- Q3 FY22: 41.6%
- Q4 FY22: 42.6%
- Q1 FY23: 43.4%
- Q2 FY23: 43.9%
- Q3 FY23: 43.9%

**Operating Profit Margin (%)**
- Q3 FY22: 5.9%
- Q4 FY22: 5.8%
- Q1 FY23: 5.7%
- Q2 FY23: 5.7%
- Q3 FY23: 5.7%

[Graphs showing the above metrics for each quarter from Q3 FY22 to Q3 FY23]
Key Financial Indicators

Return on Assets (%)

Q3 FY22: 1.35%
Q4 FY22: 1.51%
Q1 FY23: 1.73%
Q2 FY23: 1.80%
Q3 FY23: 1.87%

Return on Equity (%)

Q3 FY22: 10.88%
Q4 FY22: 11.92%
Q1 FY23: 13.44%
Q2 FY23: 14.45%
Q3 FY23: 15.23%

Earning Per Share – Annualized (₹)

Q3 FY22: 64.1
Q4 FY22: 72.3
Q1 FY23: 84.2
Q2 FY23: 93.2
Q3 FY23: 101.3

Net Worth (₹ crs)

Q3 FY22: 43,833
Q4 FY22: 45,817
Q1 FY23: 47,265
Q2 FY23: 48,186
Q3 FY23: 50,686
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
## 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>2,251</td>
<td>3,316</td>
<td>5,567</td>
<td>2,492</td>
<td>3,441</td>
<td>5,933</td>
</tr>
<tr>
<td>Fresh Additions</td>
<td>119</td>
<td>1,348</td>
<td>1,467</td>
<td>179</td>
<td>1,393</td>
<td>1,572</td>
</tr>
<tr>
<td>- from Standard</td>
<td>80</td>
<td>1,055</td>
<td>1,135</td>
<td>66</td>
<td>926</td>
<td>992</td>
</tr>
<tr>
<td>- from Restructured</td>
<td>39</td>
<td>293</td>
<td>332</td>
<td>113</td>
<td>467</td>
<td>580</td>
</tr>
<tr>
<td>Deductions</td>
<td>501</td>
<td>822</td>
<td>1,323</td>
<td>420</td>
<td>1,518</td>
<td>1,938</td>
</tr>
<tr>
<td>- Write-offs</td>
<td>314</td>
<td>481</td>
<td>795</td>
<td>287</td>
<td>881</td>
<td>1,168</td>
</tr>
<tr>
<td>- Upgrades</td>
<td>71</td>
<td>104</td>
<td>175</td>
<td>46</td>
<td>183</td>
<td>229</td>
</tr>
<tr>
<td>- Recoveries *</td>
<td>116</td>
<td>237</td>
<td>353</td>
<td>87</td>
<td>454</td>
<td>541</td>
</tr>
<tr>
<td>Gross NPA</td>
<td>1,869</td>
<td>3,842</td>
<td>5,711</td>
<td>2,251</td>
<td>3,316</td>
<td>5,567</td>
</tr>
<tr>
<td>Net NPA</td>
<td></td>
<td></td>
<td></td>
<td>1,681</td>
<td></td>
<td>1,584</td>
</tr>
<tr>
<td>% of Gross NPA</td>
<td></td>
<td></td>
<td></td>
<td>2.06%</td>
<td></td>
<td>2.11%</td>
</tr>
<tr>
<td>% of Net NPA</td>
<td></td>
<td></td>
<td></td>
<td>0.62%</td>
<td></td>
<td>0.61%</td>
</tr>
<tr>
<td>Provision Coverage Ratio (PCR)</td>
<td></td>
<td></td>
<td></td>
<td>71%</td>
<td></td>
<td>72%</td>
</tr>
<tr>
<td>Restructured Advances</td>
<td></td>
<td></td>
<td></td>
<td>1.25%</td>
<td></td>
<td>1.49%</td>
</tr>
</tbody>
</table>

*Q3 FY23 Sale to ARC is Nil (Q2 FY23 Sale to ARC is Rs. 190 crs)
# NPA Composition – Consumer Banking

<table>
<thead>
<tr>
<th>Q3 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 (₹crs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross NPA</td>
<td>597</td>
<td>38</td>
<td>176</td>
<td>75</td>
<td>368</td>
<td>65</td>
<td>171</td>
<td>814</td>
<td>226</td>
<td>159</td>
<td>1,153</td>
<td>3,842</td>
</tr>
<tr>
<td>Gross NPA %</td>
<td>2.21%</td>
<td>0.46%</td>
<td>1.88%</td>
<td>2.21%</td>
<td>7.54%</td>
<td>0.64%</td>
<td>1.86%</td>
<td>3.56%</td>
<td>1.56%</td>
<td>2.03%</td>
<td>3.75%</td>
<td>2.60%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<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 (₹crs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross NPA</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>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>
Loan Related Provisions held as on December 31, 2022

- Specific provision of ₹ 3,959 crs for non-performing accounts (towards PCR)
- Floating provisions of ₹ 70 crs (towards PCR)
- Standard contingent provisions of ₹ 2,192 crs surplus outside PCR
- Standard asset provisions of ₹ 1,214 crs other than contingent provisions
- Provision Coverage Ratio at 71% and total loan related provisions at 130% of GNPA
- Loan related provisions of ₹ 7,435 crs are 2.7% 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

- **Healthy**
  Capital Adequacy

- **Disproportionately**
  Large Distribution Network

- **Executing Digital**
  2.0 Strategy

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

- **Experienced**
  Board and Management Team
## Healthy Capital Adequacy

### Capital Adequacy

<table>
<thead>
<tr>
<th>₹ in crs</th>
<th>31 Dec 22</th>
<th>30 Sep 22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Credit Risk, CVA and UFCE</td>
<td>2,76,259</td>
<td>2,65,073</td>
</tr>
<tr>
<td>Market Risk</td>
<td>8,199</td>
<td>8,372</td>
</tr>
<tr>
<td>Operational Risk</td>
<td>38,026</td>
<td>38,026</td>
</tr>
<tr>
<td><strong>Total Risk Weighted Assets</strong></td>
<td><strong>3,22,484</strong></td>
<td><strong>3,11,471</strong></td>
</tr>
<tr>
<td>Core Equity Tier 1 Capital Funds</td>
<td>51,639</td>
<td>49,727</td>
</tr>
<tr>
<td>Additional Tier 1 Capital Funds</td>
<td>1,490</td>
<td>1,490</td>
</tr>
<tr>
<td>Tier 2 Capital Funds</td>
<td>4,956</td>
<td>4,887</td>
</tr>
<tr>
<td><strong>Total Capital Funds</strong></td>
<td><strong>58,085</strong></td>
<td><strong>56,104</strong></td>
</tr>
</tbody>
</table>

### CRAR

<table>
<thead>
<tr>
<th></th>
<th>Dec-21</th>
<th>Mar-22</th>
<th>Jun-22</th>
<th>Sep-22</th>
<th>Dec-22</th>
</tr>
</thead>
<tbody>
<tr>
<td>CRAR</td>
<td>18.01%</td>
<td>18.01%</td>
<td>18.01%</td>
<td>18.01%</td>
<td>18.01%</td>
</tr>
<tr>
<td>CET1</td>
<td>16.01%</td>
<td>15.97%</td>
<td>16.01%</td>
<td>16.01%</td>
<td>16.01%</td>
</tr>
<tr>
<td>Tier 1</td>
<td>16.47%</td>
<td>16.44%</td>
<td>16.47%</td>
<td>16.47%</td>
<td>16.47%</td>
</tr>
<tr>
<td>Tier 2</td>
<td>1.54%</td>
<td>1.57%</td>
<td>1.54%</td>
<td>1.54%</td>
<td>1.54%</td>
</tr>
</tbody>
</table>

### CET1 Ratio (%)

<table>
<thead>
<tr>
<th></th>
<th>Dec-21</th>
<th>Mar-22</th>
<th>Jun-22</th>
<th>Sep-22</th>
<th>Dec-22</th>
</tr>
</thead>
<tbody>
<tr>
<td>15.13%</td>
<td>15.96%</td>
<td>16.06%</td>
<td>15.97%</td>
<td>16.01%</td>
<td>16.01%</td>
</tr>
</tbody>
</table>
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><strong>Diversified</strong></td>
<td>Loan Book with Domain Expertise in Livelihood Loans</td>
</tr>
<tr>
<td><strong>Robust</strong></td>
<td>Liability Franchise</td>
</tr>
<tr>
<td><strong>Strong</strong></td>
<td>Product Groups</td>
</tr>
<tr>
<td><strong>Profitability</strong></td>
<td>amongst the Highest in Industry</td>
</tr>
<tr>
<td><strong>Stable</strong></td>
<td>Asset Quality with Conservative Provisioning</td>
</tr>
<tr>
<td><strong>Healthy</strong></td>
<td>Capital Adequacy</td>
</tr>
<tr>
<td><strong>Disproportionately</strong></td>
<td>Large Distribution Network</td>
</tr>
<tr>
<td><strong>Executing Digital</strong></td>
<td>2.0 Strategy</td>
</tr>
<tr>
<td><strong>ESG</strong></td>
<td>– Core to the Business Philosophy</td>
</tr>
<tr>
<td><strong>Experienced</strong></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
- **~1,34,000** Villages Covered
- **6,352** Group Network
- **2,894** ATMs

**Geographical Breakdown of Branches**

- Urban: 2,103 branches
- Semi Urban: 2,265 branches
- Rural: 2,286 branches
- Metro: 2,320 branches
- ~1,34,000 Villages Covered

**Regional Breakdown of Branches**

- Eastern: 2,384 branches
- Southern: 2,320 branches
- Western: 2,384 branches
- Northern: 2,320 branches
- Central: 2,384 branches

**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>2,103</td>
<td>2,265</td>
<td>2,286</td>
<td>2,320</td>
<td>2,384</td>
</tr>
<tr>
<td>BFIL Branches</td>
<td>2,778</td>
<td>2,795</td>
<td>2,836</td>
<td>2,978</td>
<td>3,176</td>
</tr>
<tr>
<td>Vehicle Finance Marketing Outlets (IMFS)</td>
<td>825</td>
<td>816</td>
<td>817</td>
<td>805</td>
<td>792</td>
</tr>
<tr>
<td>ATMs</td>
<td>2,861</td>
<td>2,767</td>
<td>2,783</td>
<td>2,807</td>
<td>2,894</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 Strategy at IndusInd continues to drive impact across 3 primary Business Objectives

Digital transaction intensity continues to grow and more and more of existing business moving digital

### Drive Superior Customer Experience and Engagement

<table>
<thead>
<tr>
<th>Metric</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>93%</td>
<td>Transactions processed digitally</td>
</tr>
<tr>
<td>74%</td>
<td>Service requests processed digitally</td>
</tr>
<tr>
<td>26% YoY growth</td>
<td>IndusMobile MAU*</td>
</tr>
<tr>
<td>94% YoY growth</td>
<td>Mobile transaction volumes*</td>
</tr>
</tbody>
</table>

### Transform existing lines of businesses

<table>
<thead>
<tr>
<th>Metric</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>80K+ clients</td>
<td>Boarded using VKYC every month across SA, Cards, PL</td>
</tr>
<tr>
<td>32%</td>
<td>Savings accounts opened digitally</td>
</tr>
<tr>
<td>98%</td>
<td>Savings accounts opened unassisted**</td>
</tr>
<tr>
<td>96%</td>
<td>Mutual funds sourced digitally</td>
</tr>
<tr>
<td>100%</td>
<td>Life insurance sourced digitally</td>
</tr>
<tr>
<td>88%</td>
<td>Non life insurance sourced digitally</td>
</tr>
<tr>
<td>77%</td>
<td>Personal loans sourced digitally</td>
</tr>
<tr>
<td>47%</td>
<td>Small Business Banking (upto 2 cr exposure) sourced digitally</td>
</tr>
</tbody>
</table>

* MAU = Monthly Active Users; # Source; RBI data as of Nov’22; Pvt peer group includes top 4 private banks
** Digital Unassisted refers to customer initiated and Do It Yourself led % from retail customers (excluding clients of Bharat Financial and Vehicle Finance Division)
Digital Strategy at IndusInd continues to drive impact across 3 primary Business Objectives

Direct platform led business continues to grow at a robust pace

| Do It Yourself (DIY) Direct Platform led Business: Assets grew 450% YoY, Liabilities grew 53% YoY |
| Open Banking / BaaS led business: Digital Partnerships AUM (Assets + Liabilities) grew 3X YoY |

Create scalable, profitable Do It Yourself / Open Banking led business models

**Platform Marketing / Do It Yourself Business**

- Assets ENR Indexed (Rs Cr): Q3 FY 22 - 100, Q3 FY 23 - 550 (5.5x growth)
- Liabilities ENR Indexed (in Cr): Q3 FY 22 - 100, Q3 FY 23 - 150 (1.5x growth)

**Open Banking / BaaS led business**

- Indexed AUM (Assets + Liab): Q3'22 - 100, Q3'23 - 531 (5.3x growth)
- Indexed Client Base: Q3'22 - 100, Q3'23 - 297 (3x growth)

**IndusInd API Stack**

- Cloud Native
- Secure with token management, authorisation and authentication mechanism
- High scalability and resiliency by design

**Use Cases:**

- KYC / On-boarding
- Decision as a Service
- Documentation Push
- Deposit management
- …

**Multiple products:**

- Personal loans
- Deposits
- Credit Cards
- Consumer Finance

BaaS = Banking as a Service
Digital Stack for Individuals: Stack getting increasingly robust to drive superior customer experience and DIY, STP & BaaS agenda

<table>
<thead>
<tr>
<th>Mobile Banking</th>
<th>Credit Cards</th>
<th>Personal Loans</th>
</tr>
</thead>
<tbody>
<tr>
<td>~60% YoY reduction in frauds through various product enhancements</td>
<td>Co-browsing enabled for CC DIY to increase lead conversion and tele-sales staff productivity by ~20%</td>
<td>Migration of personal loans to easycredit</td>
</tr>
<tr>
<td>Integration of new event based engagement stack: Mo-Engage</td>
<td>Enabled ‘APIs in a Box’ and enabled fintech partnerships to drive new business via easycredit</td>
<td>Instant real time decisioning</td>
</tr>
<tr>
<td>Real-time email / download feature for CASA &amp; CC statements</td>
<td>Overall 35%+ QoQ growth achieved for Credit Cards in Q3 via platform</td>
<td>Lower processing cost by ~70%</td>
</tr>
<tr>
<td>Among the first few banks to go-live with card tokenization feature</td>
<td>Increased STP % in cards from ~10% to 30% on the back of analytics</td>
<td>70+ offline channel partners and 2,700+ sales team members enabled on easycredit for PL</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Indus Mobile MAU Growth YoY</th>
<th>QoQ growth (Dispatched cases)</th>
<th>QoQ growth (Disbursed cases)</th>
</tr>
</thead>
<tbody>
<tr>
<td>indexed values</td>
<td>indexed values</td>
<td>indexed values</td>
</tr>
<tr>
<td>Q3 FY’22</td>
<td>Q3 FY’23</td>
<td>Q3 FY’23</td>
</tr>
<tr>
<td>100</td>
<td>+24%</td>
<td>100</td>
</tr>
<tr>
<td>Q2 FY’23</td>
<td>+35%</td>
<td>+210%</td>
</tr>
<tr>
<td>124</td>
<td>135</td>
<td>310</td>
</tr>
</tbody>
</table>
Digital Stack for MSME: Continue to enhance capabilities on Digital MSME Stack
Digital current account with VKYC now live, digitized renewals and enabled real time decisioning for small ticked unsecured business loans

Launched Digital Current Account via VKYC

- End to end digital journey to open CA in less than 30 mins
- Integrated 25+ APIs in the digital journey to run real time bureau checks on exposure, validate PAN, GST, entity details, etc

- 4 lakh+ Bharat Super Stores merchants on the app to go live shortly
- 30% QoQ growth through direct merchant app led merchant acquisition
- Campaigns to drive acceptance via IndusInd Bank QR led to increase in transactions by 18%

Enabled Unsecured Small Ticket Business Loans (upto 20 lacs) for all existing clients with real time decisioning

- Real time decisioning backed by ML algorithm basis GST, Bureau and Banking
- Do It Yourself journey to get a small ticket loan within 24 hrs – pre-approved as well as instant decisioning led

Digitised Renewals for Working Capital Loans (OD) in Small Business Banking upto 2 Cr – same day renewals with digital instant documentation

Unsecured Business Loans for up to 20L for New To Bank Customers

- Digitisation of CC, Term and Non Fund based facilities
- Extension of stack for exposure up to 5Cr

(*) Going live in January

IndusEasyCredit for Businesses Awarded in SME Connect Category at the 5th India BFSI Awards 2022 by Governance Now
Data backed analytics is becoming core of all customer engagement and risk decisions

2. Cloud Native Infra
- Azure and SAS Viya powered data analytics platform.
- Change Data Capture Tool
- 100+ compute nodes
- 1000+ people using to fuel growth
- 100 Terabyte of data handling

1. Data Universe
Batch and Realtime data ingestion from wide number of data sources:
- App, clickstream and web data (Semistructured and unstructured)
- Banking data (~20M+ consumers)
- Alternate data from Partners
  - Bureau data (5-10m/ month)
  - GST
  - Account aggregators
  - Other partners

3. Machine learning
- Models for hyperpersonalization
- 30+ ML models (Gini range:40-60%) covering customer life cycle across all retail assets
- Product Cross-Sell and Upsell through recommendation engine.

4. Impact
- Digital Underwriting increase by ~50%
- Risk cost reduction by ~40%
- Reduction in Customer acquisition costs by ~40%
- Realtime business performance monitoring
Continue to invest in MarTech capabilities to lower cost of acquisition and to drive customer engagement.

Further strengthening of MarTech...

- **Omni-channel Real Time Event Driven Engagement Platform**
  - Marketing analytics & attribution platform
  - **AppsFlyer**
  - Google Ads
  - Google Tag Manager

- **Data: Single Source of Truth**
- **Personalization Engine**

- **Personalization Engine**
- **Data: Single Source of Truth**

- **Cross platform implementation**
  - 1,000+ Nudge Variants
  - 150+ Use Cases
  - Run automated smart campaigns with real-time data feedback loop
  - Drive cross-sell of products across internal / external platforms
  - Customer journey orchestration with seamless hand-off across devices & platforms
  - Omnichannel communication and customer engagement

...and driving Impact

- **Cost of acquisition for CC went down by 43%**
  - Cards CAC
    - Q2 FY 23: 100
    - Q3 FY 23: 57
  - +42%

- **Campaign to Drive Bank QR usage by merchants**
  - Txn Vol
    - Q2 FY 23: 100
    - Q3 FY 23: 142
  - +42%
Key Strengths of the Bank

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  Board and Management Team
ESG highlights for Q3 of FY23

**ESG Ratings**
- Highest ranked among the top 5 Indian Private sector banks in CDP and S&P global rankings for FY22

**Carbon Neutrality**
- Board approved the Bank aim to become **Carbon Neutral by 2032**

**ESMS framework**
- Bank’s Board approved an **upgraded and robust ESG Risk Assessment Policy and governance framework for Corporate exposures**

**Developing New ESG linked products**
- Holistic platform for supporting **Women Entrepreneurs**
- Green loans for **Solar Roof top finance**

**Partnerships**
- Only Bank selected for pilot exercise of **TNFD – A UN supported initiative for Sustainable Agriculture**

- **ESG highlights for Q3 of FY23**
Key Strengths of the Bank

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  Board and Management Team
# Board of Directors with Varied Expertise

<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>
<tr>
<td>Name</td>
<td>Designation</td>
<td>Exp (Yrs)</td>
<td>Prior Experience</td>
</tr>
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</tr>
<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>
<tr>
<td>Mr. Murlidhar Lakhara</td>
<td>Chief Compliance Officer</td>
<td>26+</td>
<td>Has worked with Bank’s like RBI, ABN AMRO NV, Deutsche Bank and First Rand Bank in the Compliance domain, prior to joining IndusInd Bank in 2017. Has been with IndusInd Bank since 2013, prior to 2013 he has been associated with Nomura India and with Cognizant.</td>
</tr>
<tr>
<td>Mr. Indrajit Yadav</td>
<td>Head - Investor Relations and Strategy</td>
<td>14+</td>
<td></td>
</tr>
</tbody>
</table>
IndusInd Bank was honoured as "Most Preferred Workplace 2022–23 by Marksmen".

IndusInd Bank is proud to be ranked as a Market Leader for ESG in India by Euromoney 2022.

Global Transaction Banking Innovation Awards 2022

- Best Transaction Banking Innovation Lab
- Best ERP Integration Initiative
- Outstanding Use of Technology in Cash and Liquidity Management
Campaigns/Announcements

Launch of the #CheerForThemToHear campaign during the T20 Cricket World Cup for the Blind in Dec 2022.

This was a campaign we ran with the following objectives:

- To position IndusInd as a responsible brand by creating awareness about the Bank’s support for Blind Cricketers in India.
- Make known the players representing India at the World Cup
- Encourage internal and external audiences to support Team India
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