

## Press Release Q4 FY 2007-08

**IndusInd Bank FY08 Operating Profit up 14.34%  
NII for the year up by 25.41 %; Fee based income up by 34.23%**

**Mumbai, June 24, 2008:** The Board of Directors of IndusInd Bank today adopted its Audited Financial Results for the fourth quarter ended March 31, 2008, as well as for the full year ended March 31, 2008.

**Performance highlights for the quarter ended March 31, 2008 are:**

- Gross Income was at Rs 591.04 crore as compared to Rs 483.34 crore in the corresponding quarter of the previous year, up 22.28%.
- Net Interest Income (NII) was at Rs 96.90 crore as compared to Rs 85.81 crore in the corresponding quarter of the previous year, up 12.92%.
- Other Income for the quarter stood at Rs 65.51 crore vis-à-vis Rs 56.82 crore in the corresponding quarter of the previous year, recording a jump of 15.29%.
- Operating Profit for the quarter was Rs 51.27 crore as against Rs 46.09 crore in the corresponding quarter of the previous year, up by 11.24%.
- Net Profit for the quarter was Rs 14.45 crore as against Rs 21.40 crore in Q4 last year due to higher NPA provisions and on account of higher depreciation against AFS investments
- Net Interest Margin (NIM) for the current quarter improved to 1.64% as against 1.41% in the corresponding quarter of the previous year.
- The Bank has recovered Rs 13.52 crore of bad debts during the quarter as against Rs 23.29 crore in the previous corresponding quarter.

**Performance highlights for the 12-month period ended March 31, 2008 are:**

- Gross Income was at Rs 2178.24 crore as against Rs 1744.39 crore last year recording a growth of 24.87%.
- Net Interest Income (NII) stood at Rs 340.37 crore as against Rs 271.41 crore in the previous year, recording a jump of 25.40%.
- Non Interest Income (net of bad debt recoveries) was up at Rs. 215.71 crore
- Total Other Income for the year stood at Rs 258.01 crores vis-à-vis Rs 244.13 crores in the last year, up 5.69%.
- Operating Profit was at Rs 196.19 crore as against Rs 171.58 crore in the previous year, up by 14.34%
- The Net Profit was Rs 75.05 crore as compared to Rs 68.22 crore last year, up 10.01%.
- The full year EPS works out to Rs 2.35 as against Rs 2.31 in the previous year.
- Capital Adequacy Ratio as on March 31, 2008 was 11.91%
- The Net NPA of the Bank was 2.27% as compared to 2.47% as on March 31, 2007.
- The Total Deposits of the Bank increased from Rs 17644.80 crore as on March 31, 2007 to Rs.19037.42 crore as on March 31, 2008 recording a growth rate of 7.89% for the year.
- Total Advances for the year stood at Rs. 12795.74 crore, recording a growth of 15.44% as against Rs 11084.20 crore recorded in the last year.
- As on March 31, 2008, IndusInd Bank had a total of 180 branches, spread over 147 geographical locations in 28 states across the country, as against 170 branches a year ago. In addition, IndusInd Bank also had a Representative Office each in Dubai and London. It also has tie-ups in place with the State Bank Group, MITR consortium and NFS, for the use of over 18000 ATMs for IndusInd Bank customers.
- The Bank raised Rs 50 crores of Tier II capital in Q2 FY08 through issue of Sub-ordinated Bonds.

The Bank witnessed a change in the top management during the last quarter of the financial year. Mr Romesh Sobti took over as MD & CEO of the Bank. Other important appointments made at top level included Mr. Paul Abraham as Chief Operating Officer, Mr. K S Sridhar as Chief Risk Officer, Mr. Sumant Kathpalia as Head - Consumer Banking and Mr. Suhail Chander as Head - Corporate & Commercial Banking and Mr. Ramesh Ganesan as Head- Transaction Banking.

Commenting on the performance, Mr. Romesh Sobti, Managing Director & CEO, said, 'Despite the difficult

interest rate scenario, the Bank has shown improved results. The NIM has also shown significant improvement of over 200 bps rise in yield on advances. The Bank also saw a good spurt in fee based income which improved by over 34% excluding NPA recovery. '

**During the year, the Bank announced the following key initiatives**

- A strategic tie-up with Religare Securities for offering a value-added 3-in-1 savings accounts-linked package to customers – comprising a savings bank account, a depository account, and an Internet trading account
- Signed an agreement with National Multi Commodity Exchange Ltd. (NMCE) to become their Clearing Bank; It already had such agreements with MCX and NCDEX
- Strategic partnership with Cholamandalam MS for bancassurance

Adding further, Mr. Sobti said, 'With a blended new and existing team of professionals in place, there will be a right thrust on the chosen Business Lines. The Bank will strengthen its Corporate Banking segment and bring about an optimum balance between Vehicle and other Consumer finance under its Consumer Banking segment. We endeavour to leverage on the wide network of branches to raise low cost resources and maximize fee based income through Transaction Banking services and distribution of third party products. '

**About IndusInd Bank**

IndusInd Bank Ltd. is one of the new-generation private-sector banks in India which commenced its operations in 1994. The Bank currently has a network of 180 branches, spread over 147 geographical locations in 28 states and union territories across the country. The Bank also has a Representative Office each in Dubai and London.

The Bank is driven by state-of-the-art technology since its inception. It has multi-lateral tie-ups with other banks providing access to more than 18000 ATMs for its customers. It enjoys clearing bank status for both major stock exchanges - BSE and NSE - and three major commodity exchanges in the country – MCX, NCDEX, and NMCE. It also offers DP facilities for stock and commodity segments.

IndusInd Bank has been awarded the highest A1+ rating for its Certificates of Deposits by ICRA and the highest P1+ rating for its FDs by CRISIL, which has also assigned the highest safety ratings to the Bank's Pass through Certificates for securitized assets.

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