



Press Release

IndusInd Bank full year profit rises 39 % to Rs. 802.61 crore

Highlights Q4 FY 2012

- Core Fee Income up by 60 %
- Improved Loan Book quality
 - a) Gross NPAs fall to 0.97% and Net to 0.27%
 - b) Cost of Credit at 41 bp against 61 bp last year
- RoA rises to 1.60 percent and RoE to 20 percent

Mumbai, April 19, 2012: The Board of Directors of IndusInd Bank Ltd. today approved and adopted its Financial Results for the fourth quarter and full year ended March 31, 2012.

Performance Highlights at a glance:

	Q4 FY12	Q4 FY11	YoY growth (%)	12 months FY12	12 months FY11	YoY growth (%)
Net Profit (Rs. crore)	223.38	171.76	30 ↑	802.61	577.32	39 ↑
Operating Profit (Rs. crore)	379.09	298.03	27 ↑	1373.03	1081.67	27 ↑
Net Interest Income (Rs. crore)	464.40	388.08	20 ↑	1704.25	1376.49	24 ↑
Total Non Interest Income (Rs. crore)	292.05	181.63	61 ↑	1011.78	713.66	42 ↑
Core Fee Income (Rs. crore)	263.96	164.85	60 ↑	913.24	629.43	45 ↑
EPS (Rs.) (not annualised)	4.78	3.69	30 ↑	17.20	13.16	31 ↑

**Key Ratios:**

Particulars (in %)	Q4 FY12	Q4 FY11
Return on Assets (RoA)	1.60	1.55
Return on Equity (RoE)	20.00	18.13
Capital Adequacy Ratio (CAR)	13.85	15.89
Capital Adequacy Ratio- Tier I	11.37	12.29
Net NPA	0.27	0.28
Provision Coverage Ratio	72.72	72.61
Net Interest Margin	3.29	3.50

Performance highlights for the quarter ended March 31, 2012 are:

- Net Profit for the quarter was Rs. 223.38 crore as against Rs. 171.76 crore in the corresponding quarter of the previous year, showing a robust growth of 30 %.
- Operating Profit for the quarter was Rs. 379.09 crore as against Rs. 298.03 crore in the corresponding quarter of the previous year, up by 27 %.
- Net Interest Income (NII) was Rs. 464.40 crore as compared to Rs. 388.08 crore in the corresponding quarter of the previous year, up by 20%
- Total Non Interest Income was Rs 292.05 crore as compared to Rs 181.63 crore in the corresponding quarter of the previous year, showing a spectacular growth of 61%. Core Fee Income was Rs 263.96 crore as against Rs 164.85 crore, registering a growth of 60%
- Total Revenue improved to Rs. 756.45 crore as compared to Rs 569.71 crore in the corresponding quarter of the previous year, an increase of 33%
- Net Interest Margin (NIM) for the current quarter was 3.29 % as against 3.50% in the corresponding quarter of the previous year

Performance highlights for the 12-month period ended March 31, 2012 are:

- Net Profit was Rs. 802.61 crore as against Rs. 577.32 crore in the corresponding period of the previous year, recording a jump of 39 %
- Operating Profit was Rs. 1373.03 crore as against Rs. 1081.67 crore in the corresponding period of the previous year, up 27 %
- Net Interest Income (NII) was Rs. 1704.25 crore as compared to Rs. 1376.49 crore in the corresponding period of the previous year, up 24 %.



- Total Non Interest Income was Rs 1011.78 crore as compared to Rs 713.66 crore in the corresponding period of the previous year, an increase by 42%. Core Fee Income was Rs 913.24 crore as against Rs 629.43 crore, registering a growth of 45%
- Total Revenue improved to Rs. 2,716.03 crore as compared to Rs 2,090.15 crore, an increase of 30%
- CASA improved to 27.30 % as against 27.15% in 2010-11.
- Net NPA was 0.27 % as compared to 0.28% as on March 31, 2011.
- Total Deposits increased to Rs. 42,362 crore from Rs. 34,365 crore as on March 31, 2011, recording a growth of 23 % for the year.
- Total Advances for the year stood at Rs. 35,064 crore, recording a growth of 34% as against Rs. 26,166 crore recorded in the last year.
- The full year EPS works out to Rs. 17.20 as against Rs. 13.16 in the previous year.
- Net worth improves to Rs. 4522.37 crore
- Branch Network significantly increased to 400 as against 300 branches, the previous year. The Bank's ATMs increased to 692 from 594 ATMs, the previous year.
- Announces a dividend of 22 % as against 20%, the previous year.

Commenting on the performance, **Mr. Romesh Sobti, MD & CEO**, IndusInd Bank said, “The Financial year 2011-12 has been a year of challenges – against a backdrop of weak global and a sluggish domestic market, we have shown a sustained growth of 39% Net Profit. Core Fee Income has gone up robustly by 45%. Despite a tough operating environment, NII has grown by 24%. We continue to emphasize on Scale with profitability. Our branch expansion plan is on track and we will have 650-700 branches by 2014. This year, the Bank has been conferred with series of awards which reinforces our strength and motivates us to perform better.”

He further added, “Our theme of Responsive Innovation and a constant endeavour to provide customer unique propositions, have reinforced our commitment to give best-of-class services to our customers.”

About IndusInd Bank

IndusInd Bank, which commenced its operations in 1994, caters to the needs of both consumer and corporate customers. It has a robust technology platform supporting multi-channel delivery capabilities. IndusInd Bank has 400 branches, and 692 ATMs spread across 270 geographic locations of the country as on March 31, 2012. The Bank also has 2 Representative offices, one each in London and Dubai.



The Bank believes in driving its business through technology. It has multi-lateral tie-ups with other banks providing access to their 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. The Bank has been bestowed with the mandate of being a Settlement Banker for six tea auction centres.

AWARDS FY 2011-12:

- 'Star Brand 2011' ICMR Star Brands of India Survey
- 'Best Bank in New Generation Category' by the STATE FORUM OF BANKERS CLUB, KERALA
- Winner of India Best Mid-Sized Bank Award by Business World - PwC Best Banks Survey and Business Today- KPMG, Best Banks Survey.
- Panasonic Green Globe foundation Award 2012 in the "Business Enterprise Services" (UNEP/TERI/KPMG)
- NASSCOM IT User Award 2012 for "Environmental Sustainability" (Frost & Sullivan)
- The CII Environmental Best Practice Award 2012 for the "Most Innovative Project"
- Most Improved Bank Performance of the Year" at Financial Leadership Awards 2012 (Bloomberg UTV)
- M.IT.R- 50 Marketing & IT Recognition Program amongst top 50 brands- (Paul Writer & IBM)

RATINGS:

'ICRA AA' for Lower Tier II subordinate debt program and 'ICRA AA-' for Upper Tier II bond program by ICRA. 'CRISIL A1+' for certificate of deposit program by CRISIL. 'CARE AA' for Lower Tier II subordinate debt program by CARE. 'Fitch AA-' for Long Term Debt Instruments and 'Fitch A1+' for Short Term Debt Instruments by Fitch Ratings.

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