



Investor Presentation – 12M FY 2010

April 27, 2010

Snapshot

Balance Sheet & Financials

Concentration and product analysis

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Highlights

Consolidated highlights (FY 2010 vs. FY 2009)

Consolidated Balance Sheet

- ◆ Balance sheet increased by 13% from Rs. 29,752 crore to Rs. 33,562 crore
- ◆ Loan book increased by 22% from Rs. 20,596 crore to Rs. 25,031 crore
- ◆ Outstanding Borrowings increased by 13% from Rs. 23,548 crore to Rs. 26,544 crore
- ◆ Net NPAs – 0.2%
- ◆ Net worth – Rs. 7,010 crore

Consolidated Income Statement

- ◆ Operating income increased by 35% from Rs. 1,556 crore to Rs. 2,107 crore
- ◆ Net Interest Income increased by 21% from Rs. 922 crore to Rs. 1,117 crore
- ◆ Non-interest income increased by 55% from Rs. 613 crore to Rs. 950 crore
- ◆ Operating expenses increased by 50% from Rs. 367 crore to Rs. 549 crore
- ◆ PBT increased by 38% from Rs. 1,036 crore to Rs. 1,429 crore
- ◆ PAT increased by 42% from Rs. 750 crore to Rs. 1,062 crore
- ◆ EPS (diluted) increased by 40% from Rs. 5.78 to Rs. 8.12

Shareholding

- ◆ IDFC stock price moved from Rs.54.1 on March 31, 2009 to Rs. 160.9 as on March 31, 2010.
- ◆ Foreign holding (FII + FDI) as on as on March 31, 2010 – 45.4% (March 31, 2009 – 39.5%)

Consolidated highlights (12M FY10 vs. 12M FY09)

<p>Project Finance</p>	<ul style="list-style-type: none"> ◆ Loan book increased by 22% from Rs. 20,596 crore to Rs. 25,031 crore ◆ NII infrastructure increased by 35% from Rs. 758 crore to Rs. 1,021 crore ◆ Gross Approvals increased by 195% from Rs. 10,317 crore to Rs. 30,442 crore ◆ Gross Disbursements increased by 60% from Rs. 8,085 crore to Rs. 12,962 crore
<p>Treasury</p>	<ul style="list-style-type: none"> ◆ NII treasury decreased by 41% from Rs. 164 crore to Rs. 96 crore
<p>Principal Investments</p>	<ul style="list-style-type: none"> ◆ Equity book increased by 18% from Rs. 1,689 crore to Rs. 2,000 crore (excluding strategic investments) ◆ Principal Investments Income increased by 81% from Rs. 184 crore to Rs. 333 crore
<p>Asset Management</p>	<ul style="list-style-type: none"> ◆ Management fees increased by 42% from Rs. 203 crore to Rs. 290 crore ◆ AUM – Rs. 36,355 crore (USD 8.1 billion)
<p>Investment Banking & Broking</p>	<ul style="list-style-type: none"> ◆ Investment Banking & Broking Income increased by 59% from Rs. 115 crore to Rs. 183 crore
<p>Loan related & other fees</p>	<ul style="list-style-type: none"> ◆ Loan related & other fees increased by 30% from Rs. 110 crore to Rs 144 crore

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Balance Sheet

(Rs. crore)

Particulars	FY 2009	FY 2010	% Growth (Y-o-Y)
Sources of Funds			
Shareholders' Funds	6,176	7,010	14%
Capital	1,295	1,301	0%
Reserves & Surplus	4,881	5,709	17%
Loan Funds	23,548	26,544	13%
Minority Interest	28	7	-74%
Total Sources of Funds	29,752	33,562	13%
Application of Funds			
Goodwill	1,079	1,169	8%
Fixed Assets	454	433	-5%
Infrastructure Loans	20,596	25,031	22%
Gross Loans	20,999	25,539	22%
Less provisions	403	508	26%
Investments	7,362	7,043	-4%
Treasury	5,672	5,043	-11%
Equity	1,689	2,000	18%
Deferred Tax Asset	143	177	24%
Net Current Assets	119	-292	-346%
Total Applications of Funds	29,752	33,562	13%

Financials

(Rs. crore)

Particulars	FY 2009	FY 2010	% Growth (Y-o-Y)
Net Interest Income	922	1,117	21%
Infrastructure	758	1,021	35%
Treasury	164	96	-41%
Non-Interest Income	613	950	55%
Principal Investment	184	333	81%
Asset management	203	290	42%
Investment Banking	115	183	59%
Loan related & other fees	110	144	30%
Other Income	20	40	97%
OPERATING INCOME	1,556	2,107	35%
OPERATING EXPENSES	367	549	50%
PRE-PROVISIONING PROFITS	1,189	1,558	31%
Provisions	153	130	-15%
PBT	1,036	1,429	38%
Less : Provision for Tax, Profit in associate co, Minority interest, etc	286	366	28%
PAT	750	1,062	42%

■ RoA Tree (rolling 12 months)

(% of avg total assets)

Particulars	FY 2007	FY 2008	FY 2009	Jul 08 - Jun 09	Oct 08 - Sep 09	Jan 09 - Dec 09	FY 2010
Net Interest Income	2.8%	2.9%	3.1%	3.2%	3.5%	3.5%	3.6%
Infrastructure	2.6%	2.4%	2.6%	2.7%	2.9%	3.1%	3.3%
Treasury	0.2%	0.5%	0.6%	0.5%	0.5%	0.4%	0.3%
Non-Interest Income	1.7%	2.6%	2.1%	2.2%	2.3%	2.8%	3.0%
Principal Investment	0.9%	0.9%	0.6%	0.6%	0.5%	0.9%	1.1%
Asset management	0.3%	0.2%	0.7%	0.9%	0.9%	1.0%	0.9%
Investment Banking	0.0%	0.8%	0.4%	0.3%	0.4%	0.5%	0.6%
Loan related & other fees	0.5%	0.7%	0.4%	0.4%	0.4%	0.4%	0.5%
Other Income	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
OPERATING INCOME	4.7%	5.6%	5.2%	5.5%	5.8%	6.4%	6.7%
OPERATING EXPENSES	0.5%	1.1%	1.2%	1.3%	1.4%	1.5%	1.8%
PRE-PROVISIONING PROFITS	4.1%	4.5%	4.0%	4.2%	4.5%	4.9%	5.0%
Provisions	0.1%	0.3%	0.5%	0.4%	0.5%	0.6%	0.4%
PBT	4.0%	4.2%	3.5%	3.8%	4.0%	4.3%	4.6%
Less : Provision for Tax, Profit in associate co, Minority interest, etc	0.7%	1.1%	1.0%	1.1%	1.1%	1.1%	1.2%
PAT	3.3%	3.1%	2.5%	2.7%	2.9%	3.2%	3.4%

■ Key Indicators (rolling 12 months)

Particulars	FY 2007	FY 2008	FY 2009	Jul 08 - Jun 09	Oct 08 - Sep 09	Jan 09 - Dec 09	FY 2010
Overall Spread	1.9%	2.1%	2.4%	2.4%	2.6%	2.6%	2.8%
Cost to Income #	11.5%	19.2%	23.6%	23.8%	23.5%	23.5%	26.0%
Effective Tax Rate	20.1%	26.3%	27.7%	28.1%	27.5%	26.7%	25.7%
Loan Loss Reserve Ratio	1.6%	1.1%	1.8%	1.8%	1.8%	1.8%	1.8%
Leverage (Closing)	6.2 x	5.0 x	4.8 x	4.8 x	4.7 x	4.5 x	4.8 x
RoE	17.7%	15.6%	12.5%	13.0%	13.7%	14.6%	15.9%

Cost to Income : Operating Cost / Operating Income

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Concentration analysis (March '10 vis-à-vis March '09)

Exposure					Outstanding Disbursements				
Sector	March 31, 2009		March 31, 2010		Sector	March 31, 2009		March 31, 2010	
	Rs crore	%	Rs crore	%		Rs crore	%	Rs crore	%
Energy	12,499	41%	16,800	38%	Energy	8,217	36%	10,342	37%
Transportation	7,307	24%	8,676	20%	Transportation	5,793	25%	5,548	20%
Telecom	3,344	11%	10,705	24%	Telecom	3,252	14%	5,725	21%
Industrial & Commercial	3,390	11%	3,573	8%	Industrial & Commercial	2,977	13%	3,280	12%
Tourism	1,672	5%	958	2%	Tourism	1,217	5%	764	3%
Other misc	2,552	8%	3,129	7%	Other misc	1,653	7%	2,227	8%
Total	30,764		43,842		Total	23,109		27,885	
Growth (Y-o-Y)			43%		Growth (Y-o-Y)			21%	

■ Concentration analysis (March '10 vis-à-vis March '09)

- ◆ Top Exposures
 - Top 20 Company exposures constitute 38% of total exposure
 - March 31, 2009 : 36%
 - Top 20 Industrial Group exposures constitute 62% of total exposure
 - March 31, 2009 : 59%

- ◆ Top Outstanding Disbursements
 - Top 20 Company outstanding disbursements constitute 44% of total outstanding disbursements
 - March 31, 2009 : 38%
 - Top 20 Industrial Group outstanding disbursements constitute 58% of total outstanding disbursements
 - March 31, 2009 : 60%

Product analysis (March '10 vis-à-vis March '09)

Exposure					Outstanding Disbursements				
Sector	March 31, 2009		March 31, 2010		Sector	March 31, 2009		March 31, 2010	
	Rs crore	%	Rs crore	%		Rs crore	%	Rs crore	%
Loans / Debentures	27,291	89%	39,989	91%	Loans / Debentures	20,786	90%	25,174	90%
Project Loans	16,672	54%	23,999	55%	Project Loans	10,879	47%	13,799	49%
Corporate Loans	8,742	28%	14,540	33%	Corporate Loans	8,094	35%	9,925	36%
Loan Against Shares	1,877	6%	1,450	3%	Loan Against Shares	1,813	8%	1,450	5%
Mezzanine Products	264	1%	440	1%	Mezzanine Products	208	1%	362	1%
Equity / Pref Shares	2,634	9%	2,905	7%	Equity / Pref Shares	1,725	7%	2,057	7%
Non-Funded	575	2%	509	1%	Non-Funded	390	2%	291	1%
Total	30,764		43,842		Total	23,109		27,885	

Snapshot

Balance Sheet & Financials

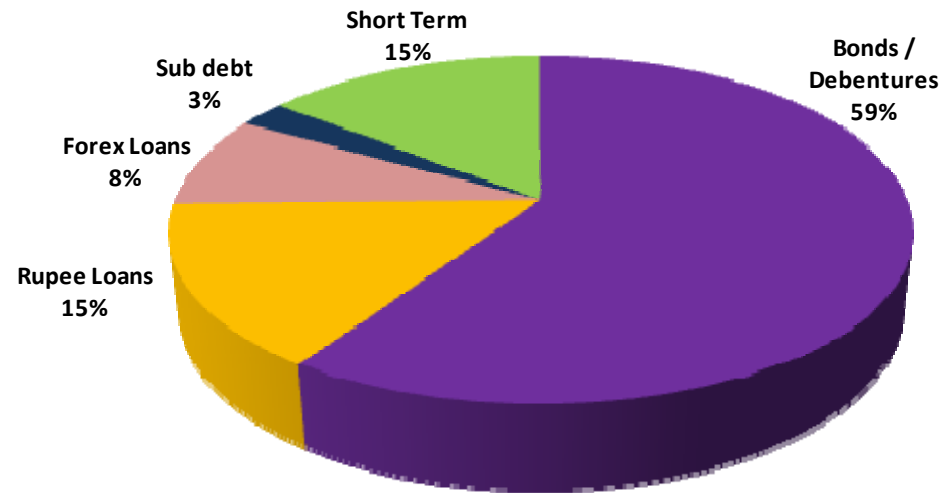
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Borrowing Analysis (March 31, 2010)



Sector	March 31, 2009		March 31, 2010	
	Rs crore	%	Rs crore	%
Long Term	20,889	89%	22,648	85%
Bonds / Debentures	11,789	50%	15,766	59%
Rupee Loans	5,822	25%	4,038	15%
Forex Loans	2,628	11%	2,194	8%
Sub debt	650	3%	650	2%
Short Term	2,659	11%	3,896	15%
Total	23,548		26,544	
Growth (Y-o-Y)			13%	

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Balance Sheet & Financials

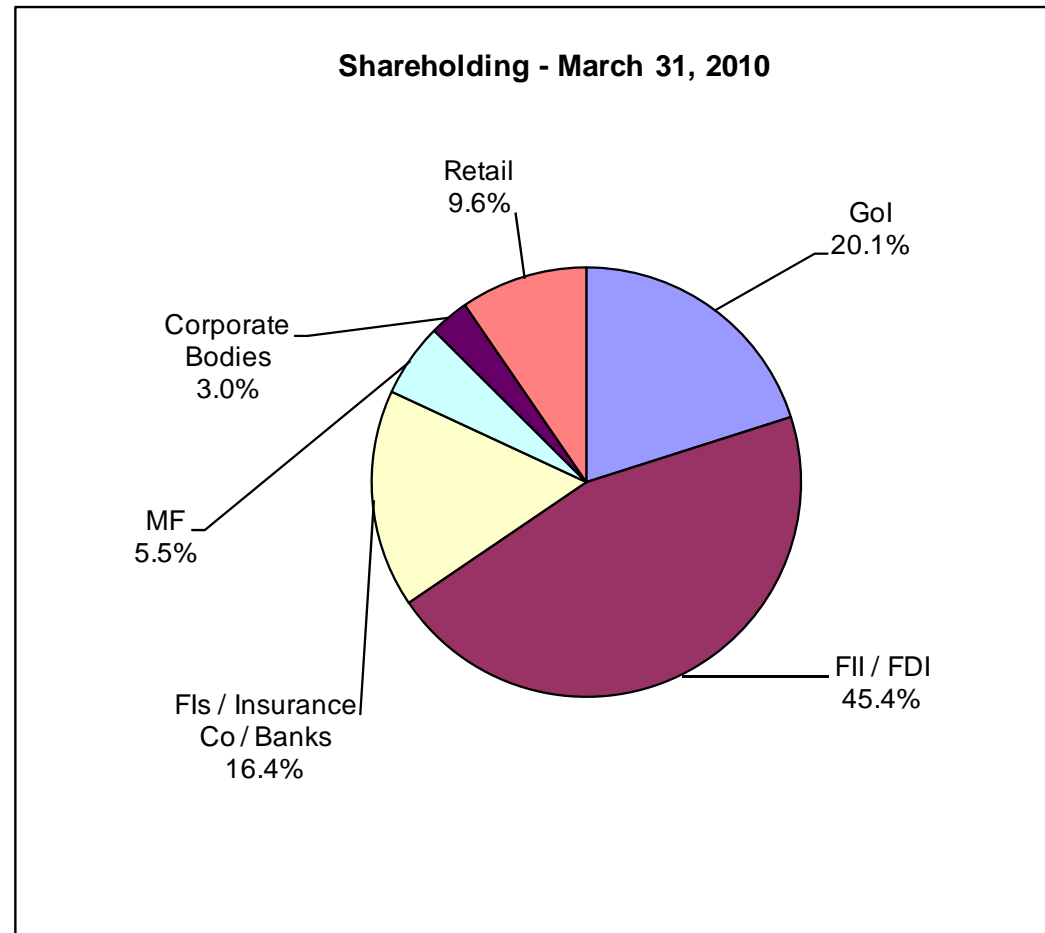
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Shareholding Pattern (March 31, 2010)



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Other Highlights

- ◆ Duration
 - Assets – 1.95 years (March 31, 2009 – 1.65 years)
 - Liabilities – 1.75 years (March 31, 2009 – 1.56 years)

- ◆ Assets under management :

Fund Name	AUM	
	(Rs. Crore)	USD* (bn)
IDFC Private Equity	5,992	1.33
Fund I	844	0.2
Fund II	1,988	0.4
Fund III	3,160	0.7
IDFC Project Equity Fund	3,837	0.9
IDFC Mutual Fund	26,527	5.9
Total	36,355	8.1

*Exchange rate: 1 USD = INR 44.94 as on March 31, 2010.



Thank You

- **Project Finance**

- **Principal Investment**

- Treasury

- Equity

- **Asset Management**

- Alternative Asset Management

- Private Equity

- Project Equity

- Fund – of – Funds

- Mutual Fund

- **Investment Banking**

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