



IDFC LIMITED

IDFC LIMITED : INVESTOR PRESENTATION (H1FY16)

OCTOBER 31, 2015

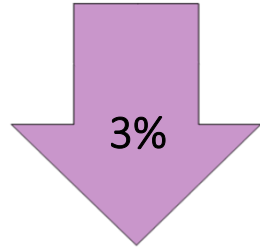




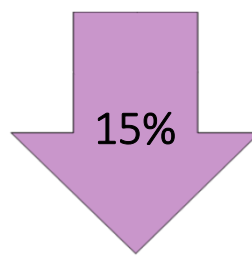
SNAPSHOT

Snapshot (Consol Financials)

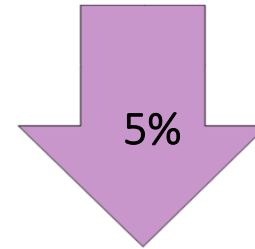
Balance Sheet
₹ 76,715 crore



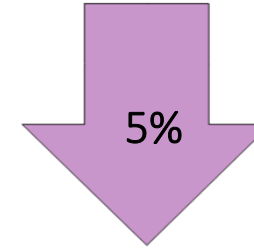
Loan Book
₹ 46,889 crore



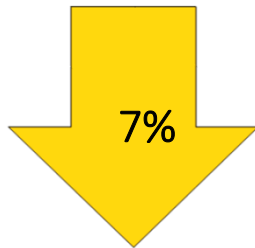
Borrowings
₹ 56,871 crore



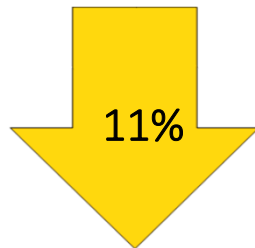
Networth
₹ 16,080 crore



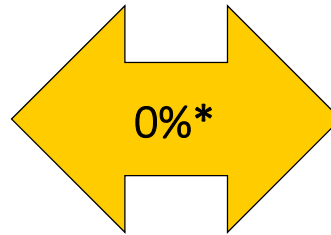
NII
₹ 1,241 crore



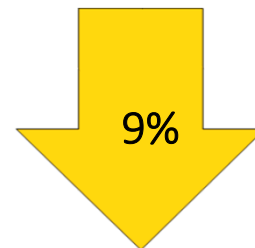
Non-Int Income
₹ 519 crore



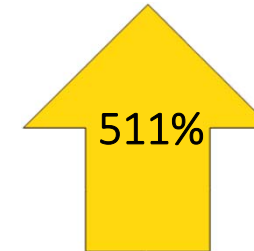
Op. Exp
₹ 299 crore



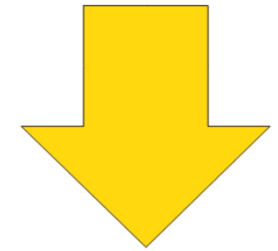
Pre Prov Op Profit
₹ 1,470 crore



Provisions
₹ 2,963 crore

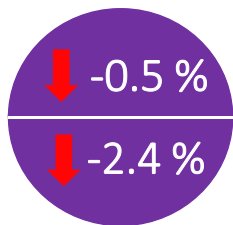


PAT
(₹1,215) crore

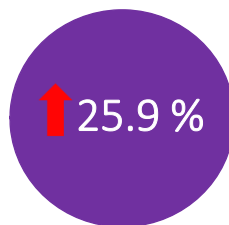


*Excl Bank Opex ₹ 244 cr (H1FY15 ₹ 38 cr), H1FY15 - Depr reversal ₹85 cr

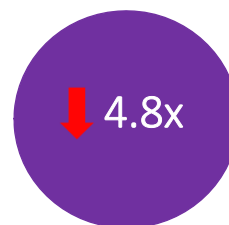
RoA*



RoE*

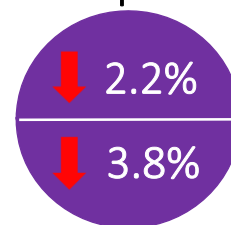


Cost / Income*



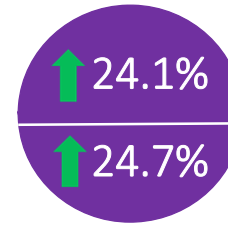
Leverage (Closing)

Loan Spreads*



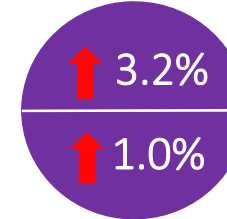
Loan NIMs*

Tier I



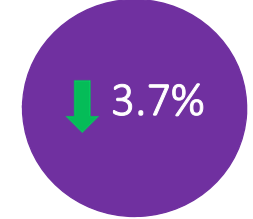
Cap Adeq

Gross NPL



Net NPL

Net RL^



^Net Restructured Loans

*Rolling 12 Months ending Sep-15

Business Highlights

Project Finance

- Approvals : ₹ 9,807 crore (5% YoY decrease – H1FY15 : ₹ 10,351 crore) ↓
- Disbursements: ₹ 5,353 crore (20% YoY decrease – H1FY15 : ₹ 6,678 crore) ↓
- Cumulative OS Approvals : ₹ 54,293 crore (26% YoY decrease) ↓
- Loan Book : ₹ 46,889 crore (15% YoY decrease , 12% Q-o-Q decrease)
- NII Loan Book : ₹ 938 crore (20% YoY decrease, 15% Q-o-Q decrease)
- Loan Related Fees : ₹ 35 crore (1% YoY increase)
- Loan Provisions : ₹ 2,891 crore (45IC and unrealized int on stressed assets : ₹ 2639 cr, Loan book provision 252 cr)
- Total Provisions / Loans Ratio : 10.2%

Fixed Income & Treasury

- NII Treasury : ₹ 304 crore (93% YoY increase)
- Fixed Income : ₹ (35) crore (H1FY15 : ₹ 26 crore)
- Treasury Assets : ₹ 25,115 crore (Sep'14 : ₹ 17,890 crore)

- Overall Spreads Rolling 12M ending Sep'15 : 1.3% (FY15 : 1.8%)
- Consolidated Capital Adequacy : 24.7% (of which Tier I : 24.1%)

Business Highlights

Investment Banking & Broking

- Institutional Broking and Investment Banking income : ₹ 37 crore (8% YoY decrease)

Alternatives

- Average AUM : ₹ 13,559 crore
 - Private Equity : ₹ 3,651 crore
 - Project Equity : ₹ 9,159 crore
 - Real Estate: ₹ 749 crore

Public Market AMC

- Average AUM H1FY16 : ₹ 56,664 crore (Debt : Equity – 72:28)
- 8th Rank AMC
- Market Share (H1FY16) : 4.3% ↓
- Asset management Fees from AMC : ₹ 156 crore (11% YoY increase)

Operating Expenses :

- HR expenses : ₹ 141 crore
- Non HR expenses : ₹ 158 crore
- Bank related expenses increased from ₹ 38 cr to ₹ 244 cr

Cost / Income for rolling 12M ending Sep '15 : 25.9%.



BALANCE
SHEET &
FINANCIALS

Consol Financials : Balance Sheet

₹ crore

Particular	Sep-15	Sep-14	% Growth	Mar-15	% Growth
Shareholders' Funds	16,080	16,945	-5%	17,275	-7%
Borrowings	56,871	59,564	-5%	66,252	-14%
Current Liabilities	3,765	2,751	37%	3,542	6%
TOTAL LIABILITIES	76,715	79,259	-3%	87,068	-12%
Net Loans	42,371	53,038	-20%	52,427	-19%
Gross Loans	46,889	54,851	-15%	54,745	-14%
Less Provisions	4,518	1,813	149%	2,319	95%
Treasury ¹	25,115	17,890	40%	27,651	-9%
Equity ^{1, 2}	2,534	3,998	-37%	3,141	-19%
Other Assets	6,694	4,334	54%	3,849	74%
TOTAL ASSETS	76,715	79,259	-3%	87,068	-12%

1 Net of provision

2 Goodwill of Subsidiaries on account of consolidation as of Sep 30, 2015 - 957 crore

Consol Financials : Profit & Loss Account

₹ crore

Particular	H1FY16	H1FY15	% growth	Q2FY16	Q1FY16	% growth
OPERATING INCOME	1,768	1,921	-8%	1,057	711	49%
NII	1,241	1,331	-7%	615	627	-2%
Loans	938	1,173	-20%	432	506	-15%
Treasury	304	158	93%	183	121	51%
NON-INTEREST INCOME	519	583	-11%	439	80	447%
Principal Gains	255	277	-8%	288	-32	na
Asset Management Fees	227	205	11%	113	114	0%
IB & Broking	37	40	-8%	18	19	-9%
Fixed Income	-35	26	na	7	-42	Na
Loan Related Fees	35	35	1%	13	21	-38%
Other Income	8	8*	1%	4	4	-7%
OPERATING EXPENSES (Excl Banking Exp)	299	299*	0%	136	162	-16%
HR	141	150	-6%	58	83	-31%
Non-HR	158	149	6%	79	79	0%
PRE-PROV OP PROFIT (PPOP)	1,470	1,622	-9%	921	549	68%

* Adjusted for Interest on IT refund, Depreciation reversal, Banking Expenses

Consol Financials : Profit & Loss Account (Contd)

₹ crore

Particular	H1FY16	H1FY15	% growth	Q2FY16	Q1FY16	% growth
PRE-PROV OP PROFIT (PPOP)	1,470	1,622	-9%	921	549	68%
Provisions	325	485	-33%	262	62	320%
Loan Book related	252	516	-51%	118	134	-12%
Investments, Others	73	-31	na	144	-71	na
PBT (Pre Bank expenses and Other Adj)	1,145	1,137	1%	659	486	35%
Bank Exp and other adjustments	-2,883	114	na	-2,799	-84	na
Int on IT Refund	0	67	na	0	0	na
Depreciation Reversal	0	85	na	0	0	na
Banking Expenses	-244	-38	na	-160	-84	na
Provisions*	-2,639	0	na	-2,639	0	na
PBT (Post Bank expenses and Other Adj)	-1,738	1,251	na	-2,140	403	na
Tax	-566	325	na	-695	129	na
Minority Int	-43	-23	na	-24	-19	na
PAT	-1,215	903	na	-1,469	254	na

* 45 IC provision (₹2,500 cr) and provision for unrealised interest on stressed assets (₹138 cr)

➤ Adjusted PAT :

- H1FY16 (adjusted for One time provision) : ₹511 crore
- H1FY15 (Int on IT refund, Depreciation Reversal, IT prov reversal for earlier years: ₹741 crore


Consol Financials : RoA Tree

% of Avg Total Assets

Particular	Oct14 - Sep 15	Jul 14 - Jun 15	FY15	Jan 14 - Dec 14	Oct 13 - Sep 14	Jul13 - Jun 14	FY14
OPERATING INCOME	4.2%	4.5%	4.9%	5.0%	5.0%	4.9%	5.1%
NII	2.8%	3.0%	3.2%	3.4%	3.5%	3.7%	3.7%
Loans	2.3%	2.5%	2.8%	3.0%	3.1%	3.3%	3.4%
Treasury	0.5%	0.5%	0.4%	0.4%	0.4%	0.3%	0.3%
NON-INTEREST INCOME	1.4%	1.5%	1.6%	1.5%	1.4%	1.1%	1.4%
Principal Gains	0.6%	0.6%	0.7%	0.5%	0.6%	0.3%	0.4%
Asset Management Fees	0.5%	0.5%	0.5%	0.6%	0.5%	0.5%	0.5%
IB & Broking	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
Fixed Income	0.1%	0.1%	0.2%	0.2%	0.0%	0.0%	0.1%
Loan Related Fees	0.1%	0.1%	0.1%	0.1%	0.2%	0.1%	0.2%
Other Income	0.0%	0.0%	0.1%	0.1%	0.1%	0.1%	0.0%
OPERATING EXPENSES	1.1%	1.0%	0.9%	0.7%	0.7%	0.6%	0.7%
PRE-PROV OP PROFIT (PPOP)	3.1%	3.5%	4.1%	4.2%	4.3%	4.2%	4.4%
Provisions	3.9%	1.0%	1.2%	1.4%	1.3%	1.0%	0.9%
PBT	-0.7%	2.5%	2.8%	2.8%	3.0%	3.2%	3.5%
Tax, Minority Int, Asso co PAT	-0.3%	0.8%	0.8%	0.8%	0.8%	0.8%	1.0%
PAT	-0.5%	1.7%	2.1%	2.0%	2.2%	2.3%	2.5%

Consol Financials : Ratios

Particular	Oct14 - Sep 15	Jul14 - Jun 15	FY15	Jan 14 - Dec 14	Oct 13 - Sep 14	Jul13 - Jun 14	FY14
RoA	-0.5%	1.7%	2.1%	2.0%	2.2%	2.3%	2.5%
RoE	-2.4%	8.7%	10.3%	9.9%	10.8%	11.5%	12.2%
EPS (₹)	-2.6	9.3	10.7	9.9	10.4	11.4	11.9
Leverage (Closing)	4.8 x	5.2 x	5.0 x	5.0 x	4.7 x	4.9 x	5.0 x
Book Value (₹)	100.9	110.0	108.5	109.2	106.6	102.4	99.2
Cost / Income	25.9%	22.6%	17.3%	14.9%	13.6%	13.2%	14.6%
HR / Operating Income	13.2%	11.2%	9.6%	8.5%	8.3%	8.3%	7.7%
Gross NPL (% of Loans)	3.2%	1.5%	0.7%	0.7%	0.6%	0.6%	0.6%
Net NPL (%)	1.0%	1.0%	0.2%	0.5%	0.4%	0.4%	0.4%
Total Loans Prov (% of Loans)	10.2%	4.9%	4.5%	3.9%	3.6%	3.1%	2.4%
Average Spreads	1.3%	1.5%	1.8%	2.0%	2.1%	2.3%	2.3%
<i>Of which Loans Spreads</i>	2.2%	2.4%	2.6%	2.7%	2.7%	2.8%	2.8%
NIMs	3.1%	3.2%	3.4%	3.7%	3.8%	4.0%	4.0%
<i>Of which Loans NIMs</i>	3.8%	4.0%	4.2%	4.3%	4.4%	4.5%	4.5%



CONCENTRATION AND PRODUCT ANALYSIS

Concentration Analysis (Sector)

Cumulative Outstanding Approval

(₹ crore)

Particular	Sep-15	% of Total	Mar-15	% of Total	Sep-14	% of Total
Energy	23,059	42%	28,016	37%	28,013	38%
Transportation	13,162	24%	17,737	23%	16,198	22%
Telecom	8,133	15%	18,279	24%	18,418	25%
Others	9,939	18%	11,540	15%	11,165	15%
TOTAL	54,293	100%	75,573	100%	73,793	100%

- Top 20 Companies : 39% of total
(Mar'15: 45%, Sep'14: 42%)
- Top 20 Industrial Groups : 65% of total
(Mar'15: 72%, Sep'14: 68%)

Outstanding Disbursements

(₹ crore)

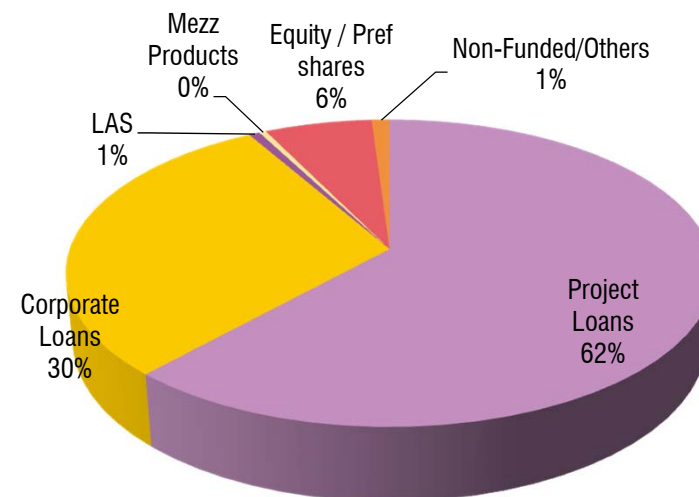
- Top 20 Companies : 43% of total
(Mar'15: 45%, Sep'14: 42%)
- Top 20 Industrial Groups : 68% of total
(Mar'15: 71%, Sep'14: 68%)

Particular	Sep-15	% of Total	Mar-15	% of Total	Sep-14	% of Total
Energy	21,634	44%	23,710	41%	24,865	43%
Transportation	11,517	23%	13,098	23%	13,953	24%
Telecom	8,133	16%	13,029	23%	11,383	19%
Others	8,097	16%	7,544	13%	8,302	14%
TOTAL	49,381	100%	57,381	100%	58,502	100%

Concentration Analysis (Product)

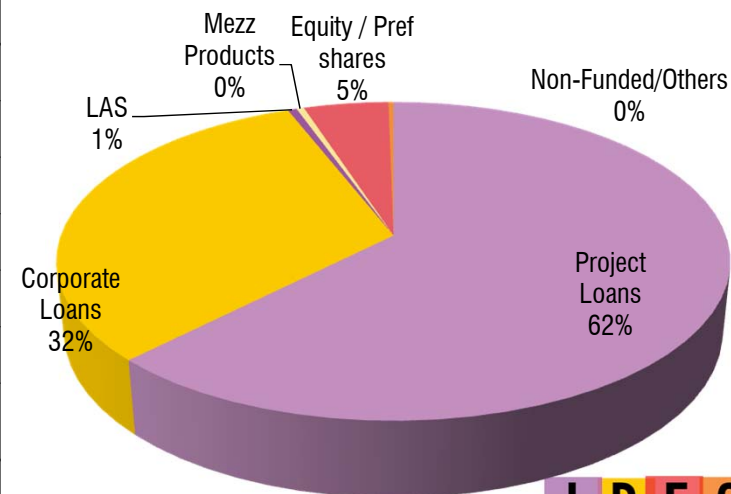
Product type	Amount in ₹ crore			% of total		
	Sep-15	Mar-15	Sep-14	Sep-15	Mar-15	Sep-14
Loans / Debentures	50,338	71,420	68,617	92.7%	94.5%	93.0%
<i>Project Loans</i>	33,536	42,616	41,362	61.8%	56.4%	56.1%
<i>Corporate Loans</i>	16,244	27,853	25,939	29.9%	36.9%	35.2%
<i>LAS</i>	342	719	1,070	0.6%	1.0%	1.4%
<i>Mezz Products</i>	216	231	246	0.4%	0.3%	0.3%
Equity / Pref shares	3,392	3,589	4,544	6.2%	4.7%	6.2%
Non-Funded/Others	564	565	632	1.0%	0.7%	0.9%
TOTAL	54,293	75,573	73,793	100.0%	100.0%	100.0%

Product wise Cum OS Approvals (Sep 30, 2015)



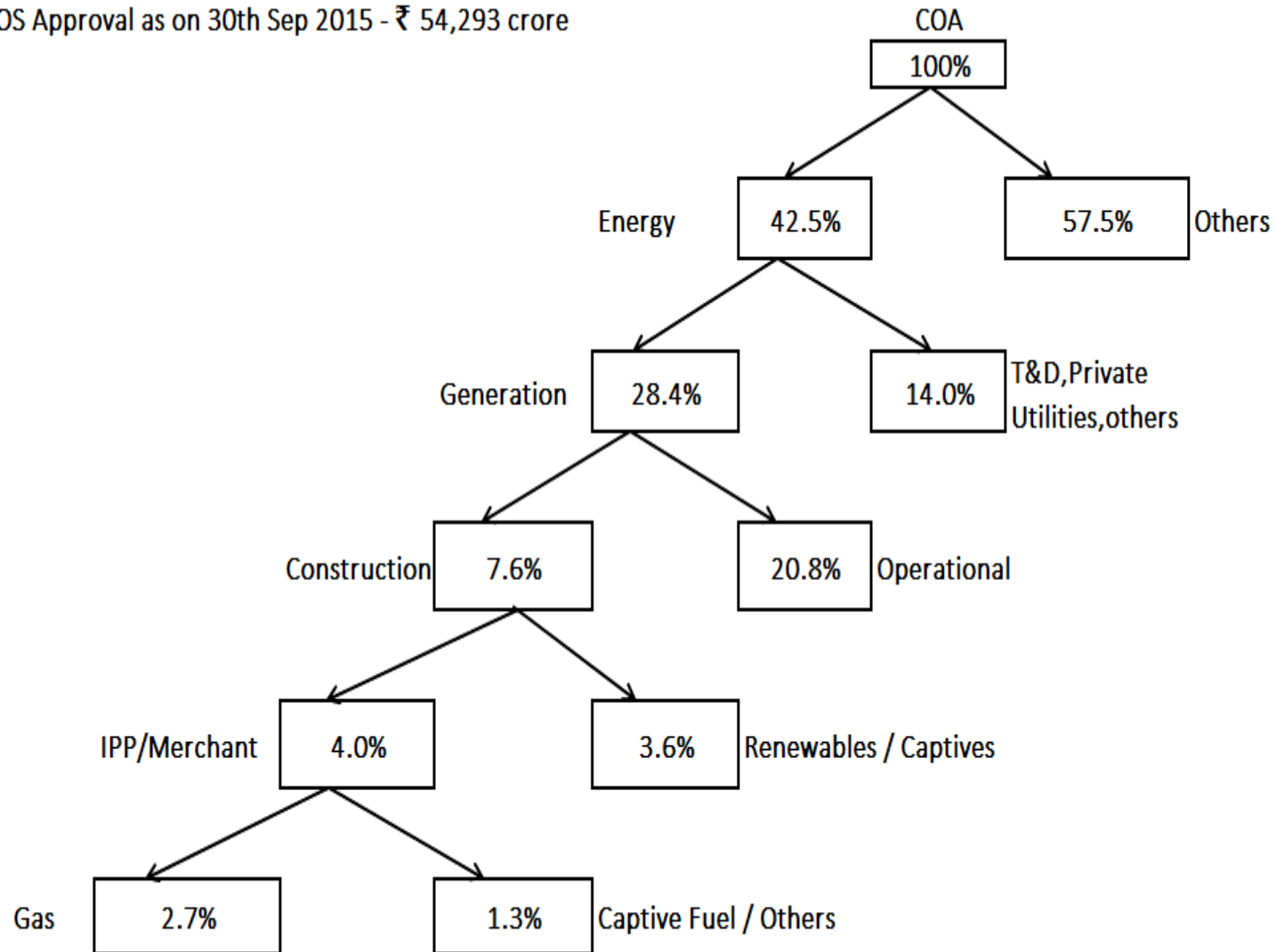
Product type	Amount in ₹ crore			% of total		
	Sep-15	Mar-15	Sep-14	Sep-15	Mar-15	Sep-14
Loans / Debentures	46,889	54,745	54,851	95.0%	95.4%	93.8%
<i>Project Loans</i>	30,826	34,467	34,416	62.4%	60.1%	58.8%
<i>Corporate Loans</i>	15,606	19,458	19,283	31.6%	33.9%	33.0%
<i>LAS</i>	250	597	915	0.5%	1.0%	1.6%
<i>Mezz Products</i>	207	223	237	0.4%	0.4%	0.4%
Equity / Pref shares	2,351	2,487	3,216	4.8%	4.3%	5.5%
Non-Funded/Others	141	149	434	0.3%	0.3%	0.7%
TOTAL	49,381	57,381	58,502	100.0%	100.0%	100.0%

Product wise OS Disbursements (Sep 30, 2015)



Energy Sector Cumulative OS Approvals

Total Cumulative OS Approval as on 30th Sep 2015 - ₹ 54,293 crore





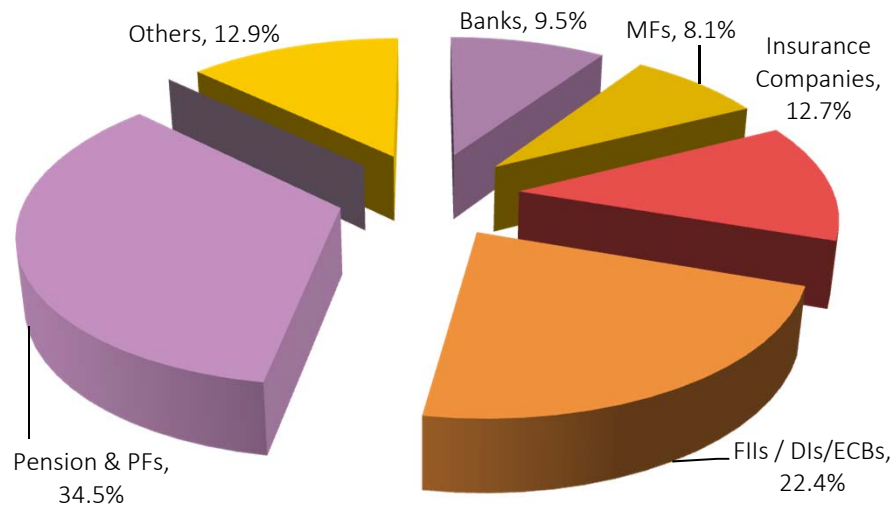
BORROWINGS

Borrowings Analysis

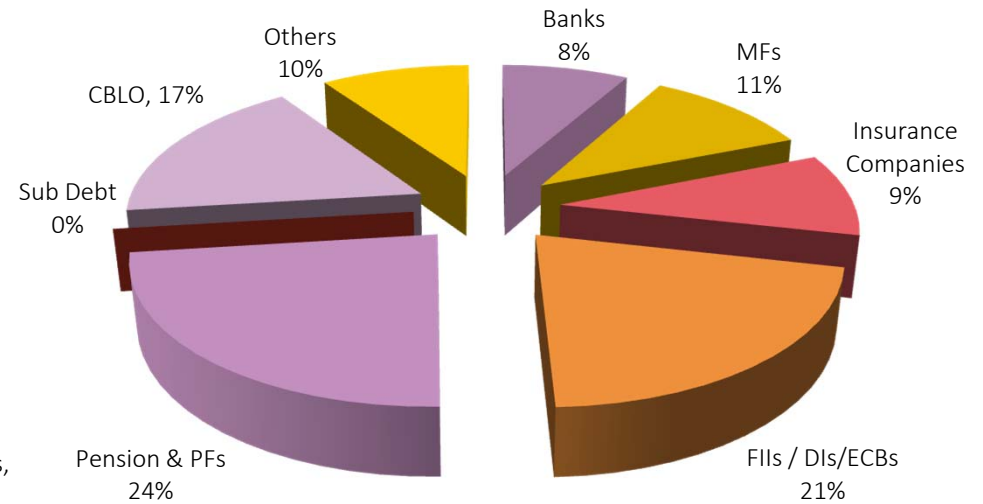
(Amounts in ₹ crore)

Particular	Amount			% of total			% Growth	
	30-Sep-15	31-Mar-15	30-Sep-14	30-Sep-15	31-Mar-15	30-Sep-14	Y-o-Y	YTD
LT Rupee Loans	2,458	4,301	4,862	4%	6%	8%	-49%	-43%
LT Bonds / Debentures	43,776	41,232	34,854	77%	62%	59%	26%	6%
Sub Debt	0	0	650	0%	0%	1%	na	na
Foreign Currency Loans	7,822	8,632	8,806	14%	13%	15%	-11%	-9%
Short Term	2,815	12,086	10,392	5%	18%	17%	-73%	-77%
TOTAL	56,871	66,252	59,564	100%	100%	100%	-5%	-14%

Borrowings - Lender wise (September 30, 2015)



Borrowings - Lender wise (March 31, 2015)

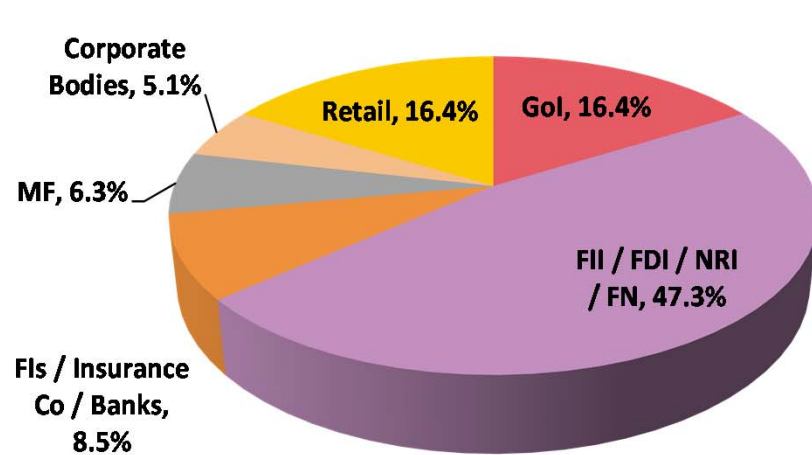




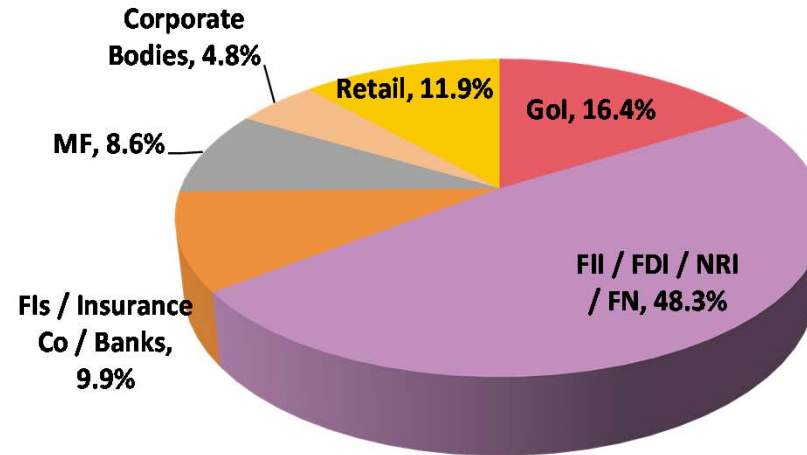
SHAREHOLDING

Shareholding

Shareholding : 30-September-15



Shareholding : 31-March-15



% of Top 10 shareholders

Sr No	Name	Category	Sep-15	Mar-15
1	Government Of India	Gol	16.4%	16.4%
2	Sipadan Investments (Mauritius)	FII	9.5%	9.5%
3	The Royal Bank Of Scotland	FII	5.9%	4.7%
4	Actis Hawk Limited	FII	2.3%	2.3%
5	Orbis Sicav - Asia Ex-Japan Equity Fund	FII	2.2%	2.0%
6	Life Insurance Corporation Of India	IFI	1.8%	2.9%
7	First State Investments	FII	1.8%	0.9%
8	CLSA Global Markets Pte. Ltd.	FII	1.7%	0.9%
9	UTI MF	MF	1.5%	0.7%
10	J.P. Morgan	FII	1.4%	0.9%



OTHER
HIGHLIGHTS

Other Highlights

■ Adjusted Duration :

- Assets : 2.2 years (Mar 31, 2015 : 1.9 years)
- Liabilities : 2.2 years (Mar 31, 2015 : 1.7 years)

■ Assets Under Management :

Fund Name	AUM (Sep 30, 2015)	
	₹ Crore	USD* (bn)
IDFC Private Equity*	3,651	0.8
<i>Fund II</i>	1,209	0.3
<i>Fund III</i>	2,442	0.5
IDFC Project Equity Fund*	9,159	1.8
<i>India Infrastructure Fund</i>	3,659	0.9
<i>India Infrastructure Fund II</i>	5,500	0.9
IDFC Real Estate Yield Fund	749	0.1
IDFC Mutual Fund (AAUM)	56,664	8.6
<i>Equity</i>	16,264	2.5
<i>Debt</i>	40,400	6.1
Total	70,223	11.3

*Exchange rate: Pvt & Proj Eq - rate prevailing at the time of Fund Close; Others 1 USD = ₹ 65.74 as on Sep 30, 2015.



THANK YOU