



IDFC LIMITED

H1FY18 FINANCIALS

OCTOBER 30, 2017



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Key Highlights (IDFC Consol)

Balance Sheet

Sep17 : ₹ 126,720 Cr
Sep 16 : ₹ 114,710 Cr

IDFC (Consol)

PBT ₹ 1194 cr
(PY ₹ 1158 cr)
PAT(after MI and share of
associates)
₹ 480 Cr (PY ₹ 463 crore)

Net worth

Sep17 : ₹ 11,217 Cr
Sep 16 : ₹ 10,573 Cr

Alternatives

Fund Size : ₹17,716 Cr
No of Investments : 86
Revenue : ₹ 57 Cr
PAT: ₹ 3 Cr

AMC

QAAUM : ₹ 66,361 Cr
Revenue: ₹ 158 Cr
PAT : ₹ 43 Cr

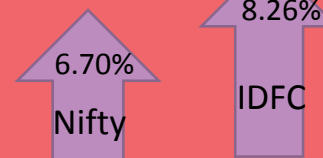
Securities

Market Share :
MF 10.8% PY 8.2%
DII 8.2% PY 8.5%
FIIs 9.5% PY 11.7%
Revenue : 59Cr
PAT : 22 Cr

IFL

Loan Book : ₹ 3,297 Cr
PAT : ₹ 35 Cr
Net Worth : ₹ 652 Cr

IDFC vs. Nifty



Entity wise P&L (H1FY18)

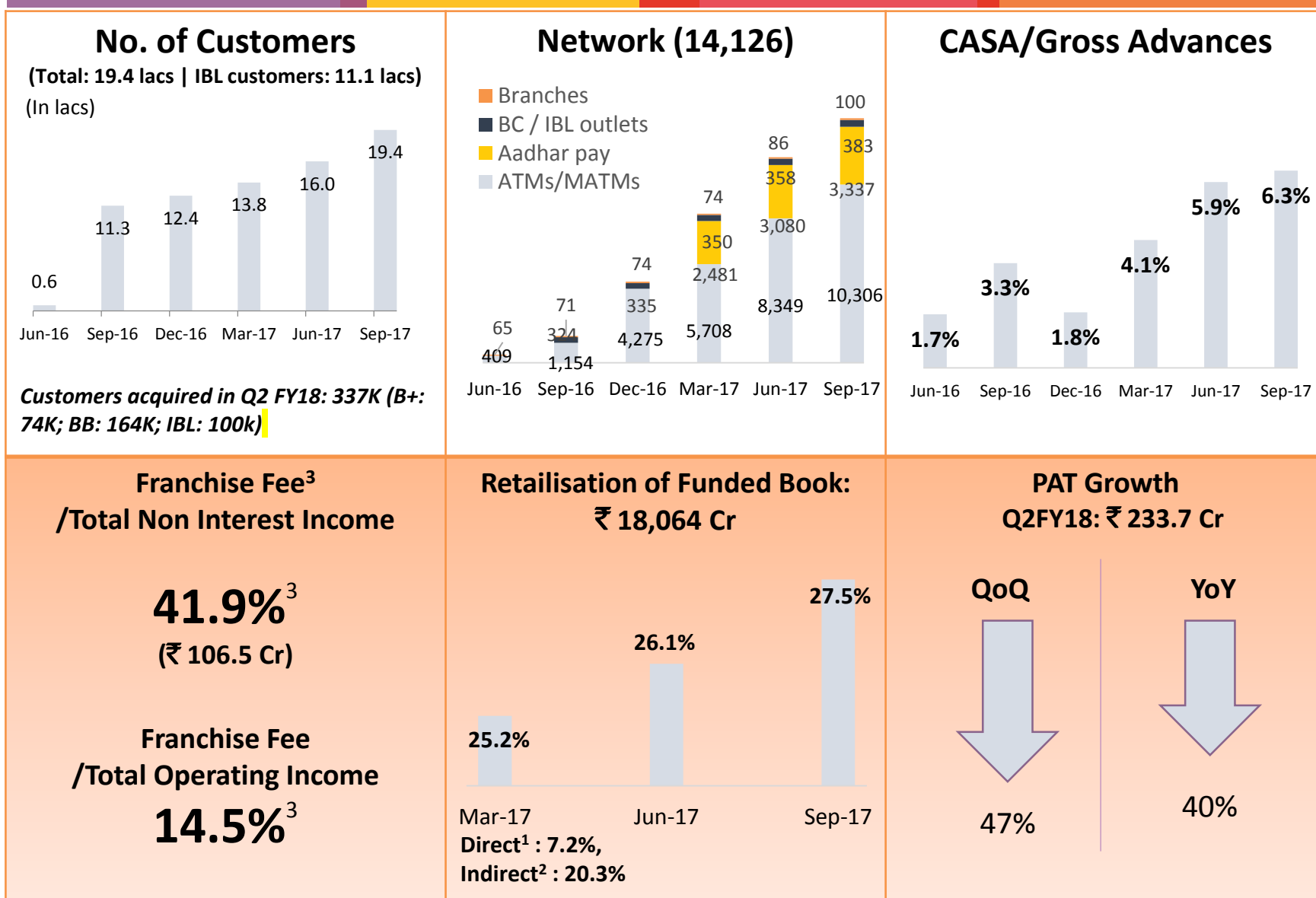
Particulars	IDFC	Bank	AMC	Alternatives [#]	IFL	Securities	Others *	Total H1FY18
Operating Income	178	1,783	158	57	53	59	208	2,496
Operating Expenses	17	752	92	45	7	26	9	948
Pre-Provisioning Operating Profit	161	1,032	66	12	45	33	199	1548
Provisions								-121
PBT								1158
Tax, MI & Others								678
PAT								480

* Others Projects, Securities Singapore, IDFC FHCL etc.

includes IDFC Capital (Singapore)

All figures in ₹ Crore

IDFC Bank - Key Highlights: Q2 FY18 (1 of 2)



1. Direct Retail Funded Book = Bharat Plus, SME, BB excluding onlending

2. Indirect Retail Funded Book = Onlending, PTC, Buyout 3. Including loss on sale of equity: 83.7% AND 17.5%, respectively

Note: Grama Vidiyal (GV) is now renamed as IDFC Bharat Ltd (IBL)

IDFC Bank - Key Highlights: Q2 FY18 (2 of 2)

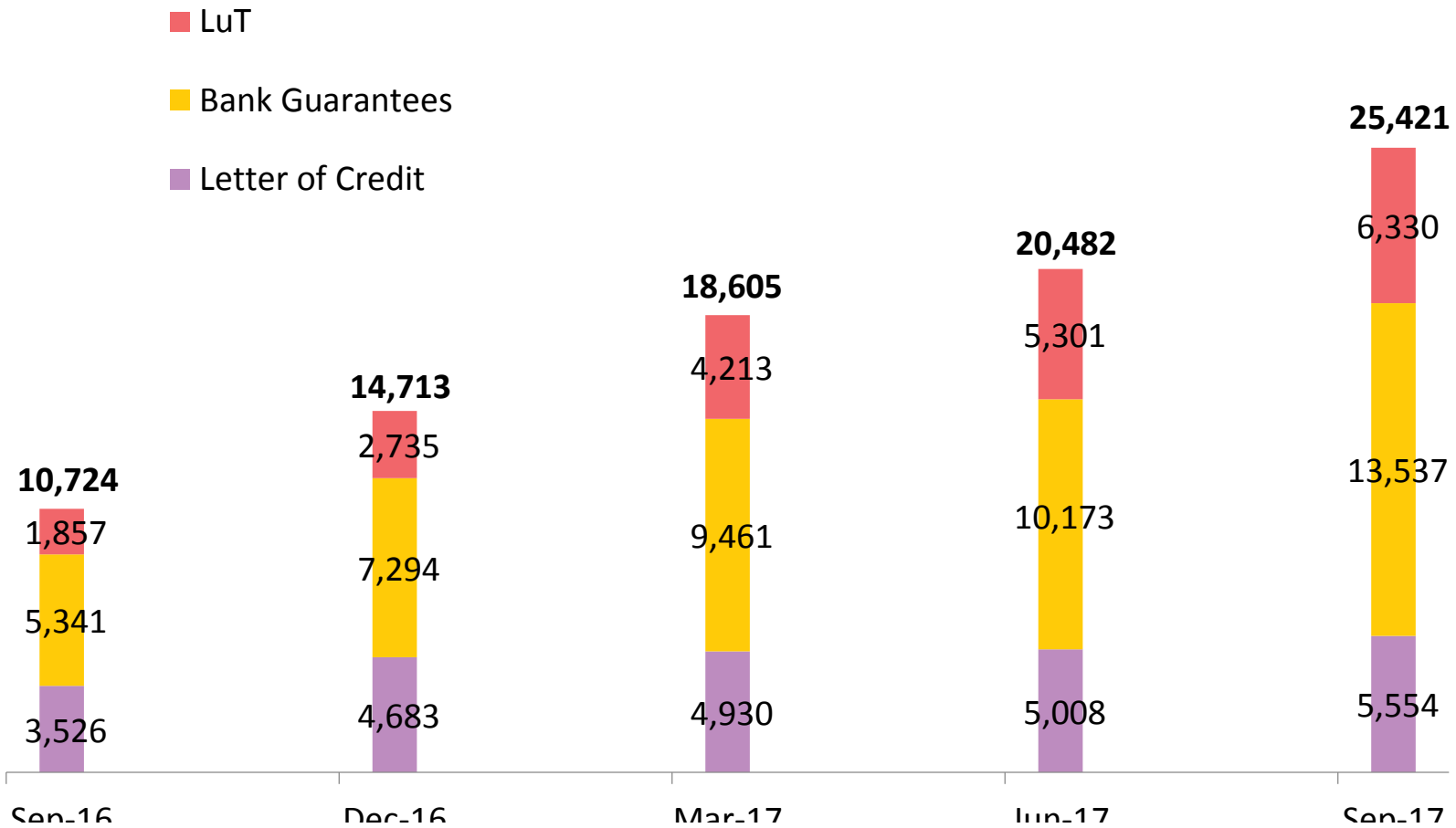
<p>Credit Outstanding¹</p> <p>₹ 90,598 Cr</p> <p>↑ 34% YoY</p> <p>Net Adv: ₹ 48,830 Cr Credit Inv: ₹ 16,347 Cr LC/BG/LuT: ₹ 25,421 Cr</p>	<p>PAT</p> <p>₹ 233.7 Cr</p> <p>Q1 FY18: ₹ 437.5 Cr</p>	<p>RoA RoE</p> <p>0.8% 6.2%</p>	<p>Network & Customers</p> <p>Network: 14,126 Branches: 100 ATMs: 48 Aadhar pay: 3,337 Micro ATMs: 10,258 BC & IBL : 383</p> <p>Customers Total: 19 lacs IBL: 11 lacs</p>
<p>Asset mix (₹ 1,19,952)</p> <p>Net Advances: 48,830 Credit Inv.: 16,347 Cash & Bank: 2,470 Statutory Inv.: 16,740 Trading Inv.: 29,172 Other Assets: 6,393</p>	<p>Operating Income</p> <p>₹ 734 Cr</p> <p>NII: ₹ 480 Cr Non Int: ₹ 254 Cr</p> <p>65% NII/Total</p>	<p>NIM</p> <p>1.8%</p> <p>Loan NIM: 2.9%</p>	<p>EPS (Q2) Book value per share</p> <p>0.7 44.3</p>
<p>Funding mix (₹ 98,834)</p> <p>CASA: 3,200 FD: 23,505 Infra Bonds: 10,434 Bonds & Deb.: 25,464 FC Loans: 1,548 CBLO/Repo/LAF: 19,360 Others incl CDs: 15,323</p>	<p>Expenses</p> <p>₹ 362.3 Cr</p> <p>HR: ₹ 163 Cr Non-HR: ₹ 200 Cr</p> <p>45% HR/Total</p>	<p>Cost/Income Ratio</p> <p>49.4%</p> <p>Including loss on sale of equity: 59.7%</p>	<p>Headcount</p> <p>8,377 (Ex-IBL: 4,677)</p> <p>Q1'18: 7,867 (+6.5%) ¹including IBL</p>
<p>CASA Ratio²</p> <p>8.2% (Q1:6.8%)</p> <p>CASA: ₹ 3200 Cr</p> <ul style="list-style-type: none"> Bharat: ₹ 125 Cr (₹138 Cr) Bharat Plus: ₹ 685 Cr (₹565 Cr) Wholesale: ₹ 2389 Cr (₹2147 Cr) 	<p>Asset Quality</p> <p>GNPL: 3.9% Q1: 4.1%</p> <p>NNPL: 1.6% Q1: 1.7%</p> <p>Net RSA: 1.0%</p> <p>Net SR: 3.2%</p>	<p>Capital Adequacy</p> <p>19.3%⁴</p> <p>Tier 1: 19.0%</p>	<p>IDFC Bank vs. Bankex³</p> <p>↓ 1%</p> <p>↑ 11%</p>

1. Credit Outstanding (FB+ NFB) grew 9% to ₹90,598 Cr as of 30th Sep'17 from ₹83,157 Cr as of 30th Jun'17. Funded Credit Outstanding grew 4% from ₹62,675 Cr as of 30th Jun'17 to ₹65,177 Cr as of 30th Sep'17

2. CASA Ratio = CASA/(CASA+FD+CD) 3. 1st April 17 to 30th Sep 17

4. Increase in capital adequacy due to change in risk-weights for certain category of assets due to RBI clarification received

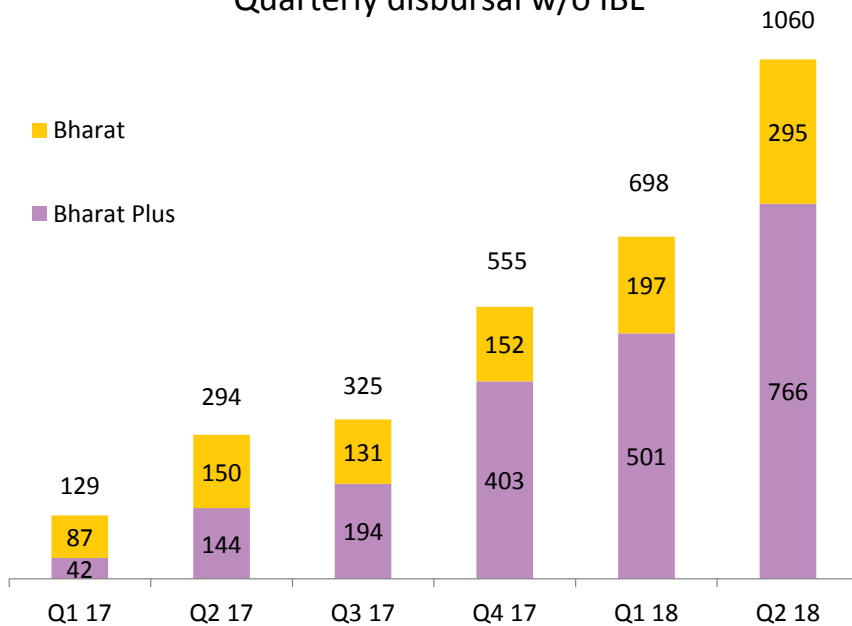
IDFC Bank - 2.5x increase in Non-funded exposure YoY



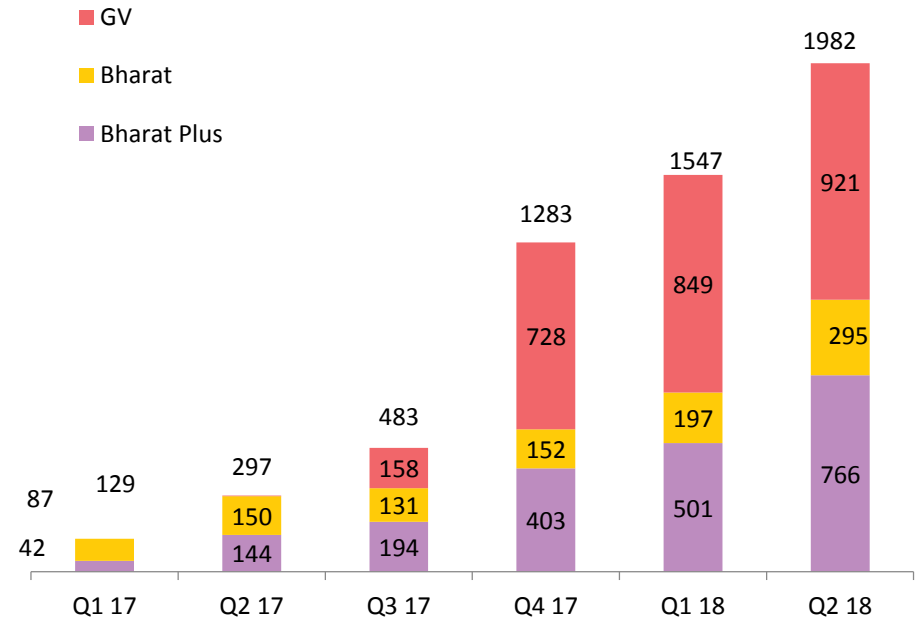
IDFC Bank - Retail disbursement rate > Rs. 650 Cr / month & rising

All figures in ₹ Crores

Quarterly disbursal w/o IBL



Quarterly disbursal with IBL



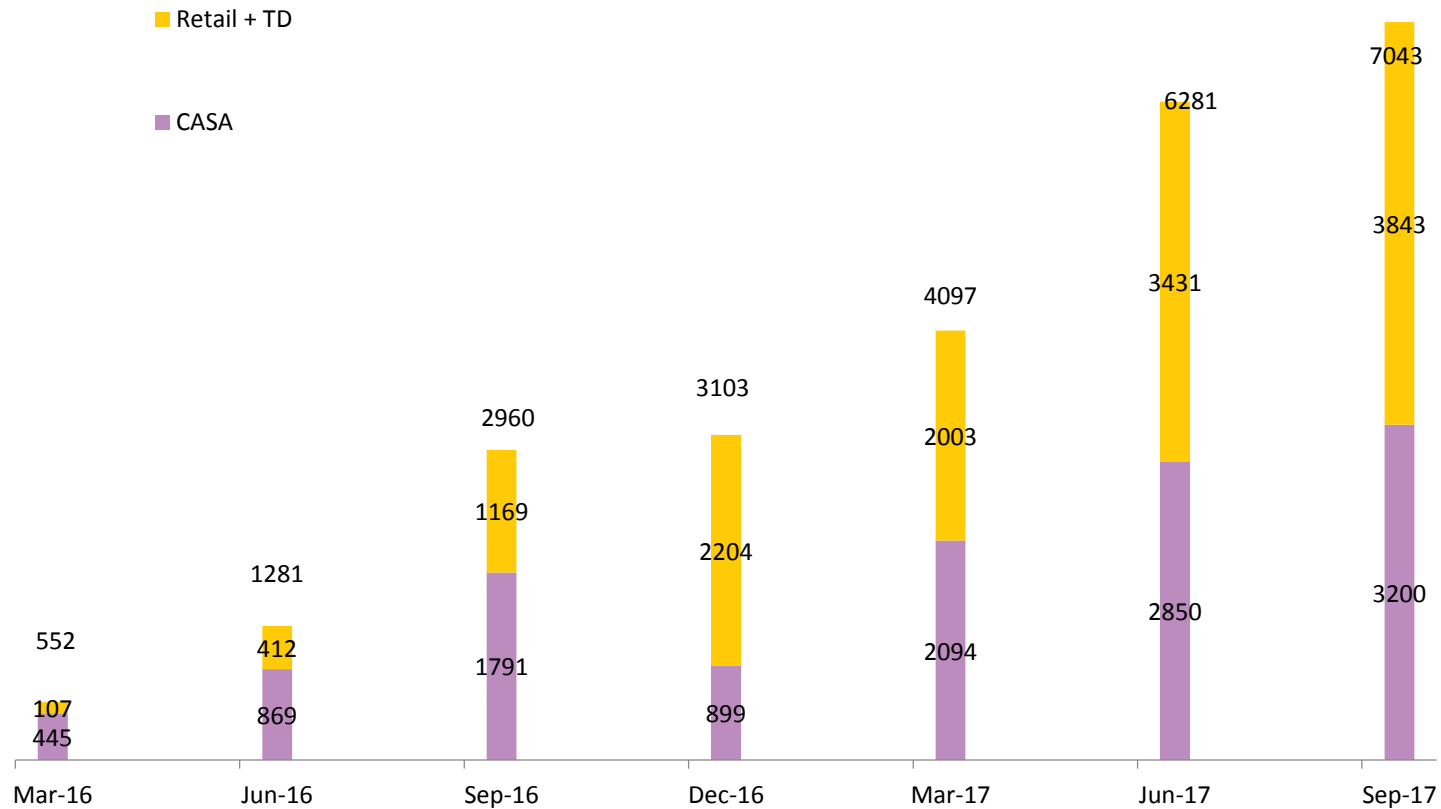
- Monthly asset disbursement run-rates¹:

Segment	(in Rs. Crores)
IBL	307
Bharat	98
Bharat plus	255
Total	660

1. Run rate defined as monthly average in last 3 months

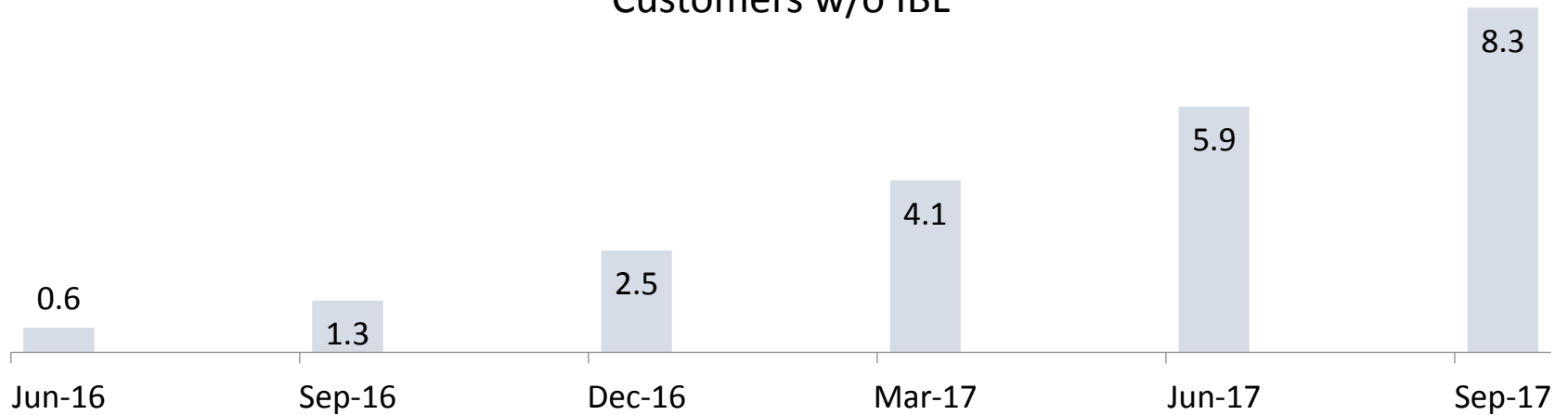
IDFC Bank -140% increase in core deposits (CASA + Retail TD) YoY & 12% QoQ

All figures in Rs Cr

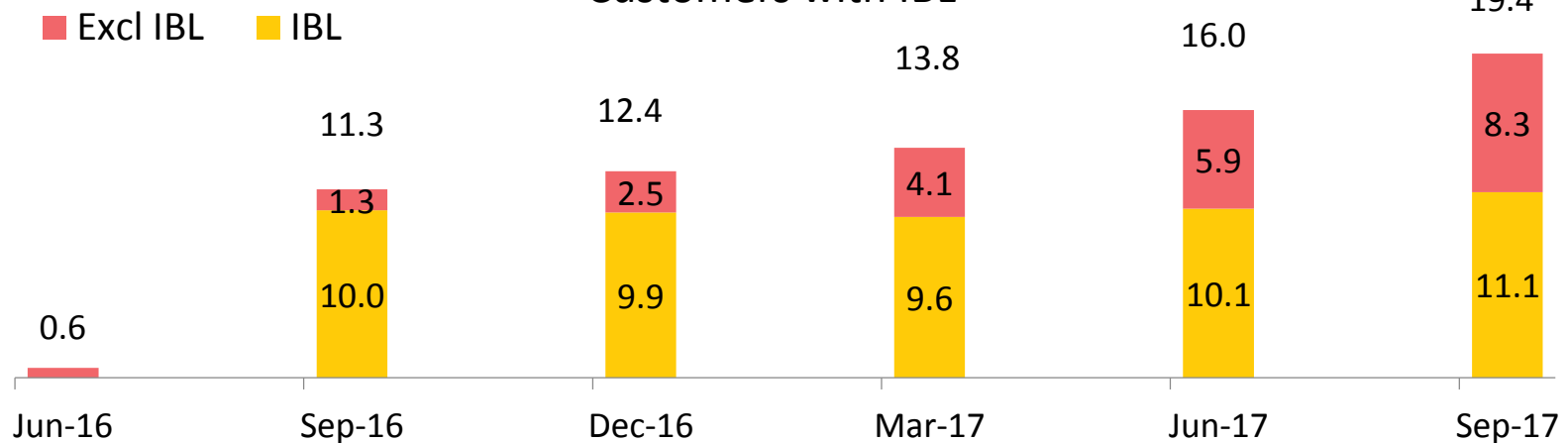


IDFC Bank - >19 lac customers (of which 8.3 lac excl. IBL); Current customer acquisition run-rate of 113k per month (excl IBL: 79k)

Customers w/o IBL



Customers with IBL



IDFC Infrastructure Finance Ltd - Business Highlights

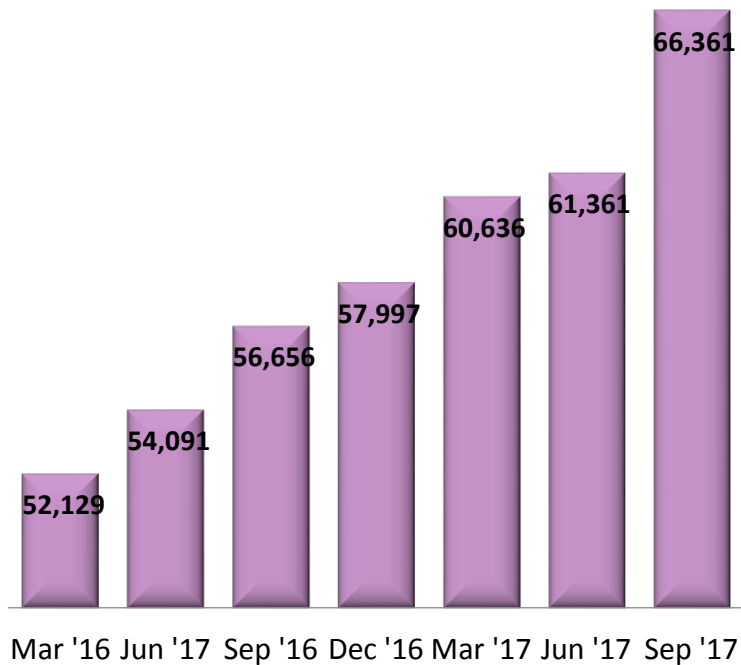
- Rs 1,278 crores of gross sanctions and Rs 822 crores of gross disbursements during half year ending September 30, 2017
- Loan book grew to Rs 3,297 cr from Rs 2,683 cr in FY17
 - Prepayments of Rs 145 cr & repayments of Rs. 64 cr
- Fee income: Rs 3.97 cr in half year FY18
- PBT/ PAT: Rs 42.7 crs
- Well diversified portfolio across 41 assets in multiple sectors
 - renewables, roads, IT SEZs, hospitals, transmission, education, telecom etc.
- Healthy asset quality with zero overdues
- Incremental funds raised during the quarter by way of bonds - Rs 744 cr

IDFC AMC - Highlights

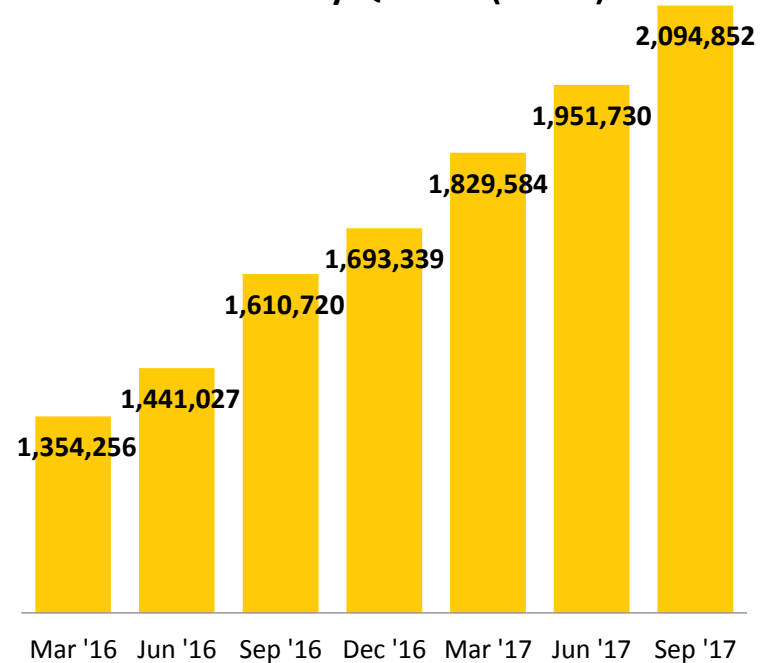
- Quarterly Average AUM of ₹ 66,361 crore, Average AUM for Sep 2017 was Rs. 68,000 crore
- Equity AUM comprises 23% (including arbitrage) of total AUM
- In Q2 FY18 IDFC AMC was the 7th fastest growing AMC among the Top 15 AMCs
- Achieved record equity gross sales - crossed Rs 750 cr in Sep'17
- Added over 1000 active IFAs during the quarter, and new client folios increased by 90% over last quarter
- AUM of Corporate Bond Fund crossed INR 10,000 cr, Classic Equity crossed INR 1,500 cr and Balanced Fund crossed INR 1,000 cr
- Leveraged Marketing & PR initiatives to help build visibility and presence across a wider market segment

IDFC AMC - QAAUM: We grew faster than industry in Q2'18

IDFC QAAUM (INR cr)



Industry QAAUM (INR cr)



IDFC AMC - QAAUM: We were the 7th fastest growing AMC among the Top 15 AMCs

Fund House	INR Cr			
	Q1 2018	Q2 2018	% Growth	Rank by % Gr
ICICI Prudential	260,225	279,066	7.2%	8
HDFC	253,044	269,781	6.6%	9
Reliance	216,107	225,864	4.5%	12
Birla Sun Life	205,715	224,650	9.2%	5
SBI	168,816	188,030	11.4%	2
UTI	145,340	150,669	3.7%	13
Kotak Mahindra	101,197	110,630	9.3%	4
Franklin Templeton	90,619	94,747	4.6%	11
DSP Blackrock	70,991	77,819	9.6%	3
Axis	63,599	69,088	8.6%	6
IDFC	61,361	66,361	8.1%	7
L&T	44,484	52,749	18.6%	1
Tata	42,148	44,897	6.5%	10
Sundaram	32,178	33,150	3.0%	14
DHFL Pramerica	25,720	25,191	-2.1%	15
Top 15	1,781,546	1,912,692	7.4%	

IDFC AMC - Operating Plan Priorities

- 1 Expand Retail Distribution coverage**
- 2 Increase focus on SIP and Direct Investors**
- 3 Improve Efficiency, foster Excellence**
- 4 Add Key Capabilities to Diversify**

IDFC AMC - Capabilities implemented during the quarter

Investments to support growth and operational efficiency



1

2

3

- GST requirements implemented smoothly
- 'Insta-Redemption' – a new online transaction feature enabled for immediate redemption from Cash Fund
- Marketing Automation Platform has been implemented which assists in campaign management and speedy dissemination of information to investors
- Purchase of multiple schemes with a single cheque enabled
- Launch of 'Return of One Idiot' created distributor and client engagement opportunities



32 Cities.
41 Shows.
Over **6200** viewers and counting...



IDFC
IDFC MUTUAL FUND

RETURN OF
ONE IDIOT

IDFC Alternatives - Fund Snapshot

Particular	Private Equity				Infra		Office Fund *	RE		Total
	Fund I *	Fun II	Fund III	Fund IV	IIF1	IIF2		REYF	SCORE	
Fund Size ₹	844	1,858	2,903	576	3,837	5,500	688	749	761	17,716
Number of Investments	12	17	12	2	17	12	2	8	4	86
Number of Exit Events (Full & Partial)	12	17	7	-	9	-	2	7	-	54

* Completely Exited

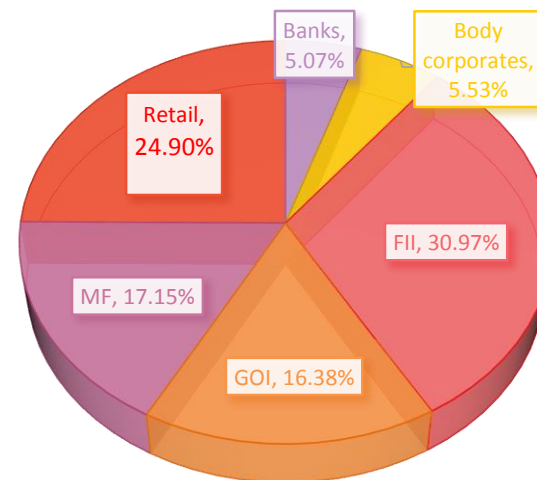
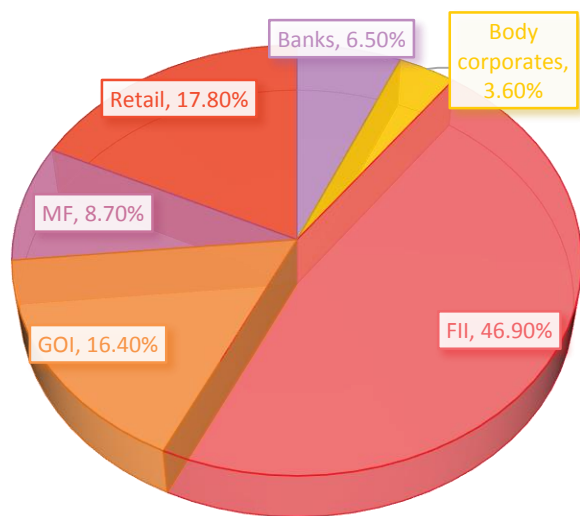
IDFC Securities - Business Highlights

- Increase in market share & Revenues in MF segment
- Healthy deal pipeline – Investment banking
- Aiming to increase Brokerage revenue

Shareholding

% of Top 10 shareholders

Sr No	Name	Category	31-Mar-17	30-Sep-17
1	Government of India	GOI	16.38%	16.38%
2	Sipadan Investments (Mauritius) Ltd.	FPI	9.47%	9.47%
3	Ashwin Dhawan	PUB	2.62%	2.62%
4	Orbis Sicav - Asia Ex-Japan Equity Fund	FPI	3.18%	2.60%
5	East Bridge Capital Master Fund Limited	FPI	2.43%	2.49%
6	ICICI Balanced Prudential Fund	MF	1.41%	2.18%
7	Aksah Bhansali	MF	0.05%	1.86%
8	Birla Sun Life	MF	0.56%	1.79%
9	Platinum Asia Fund	FII	1.38%	1.20%
10	ICICI Prudential Dynamic Plan	MF	1.06%	1.13%





THANK YOU