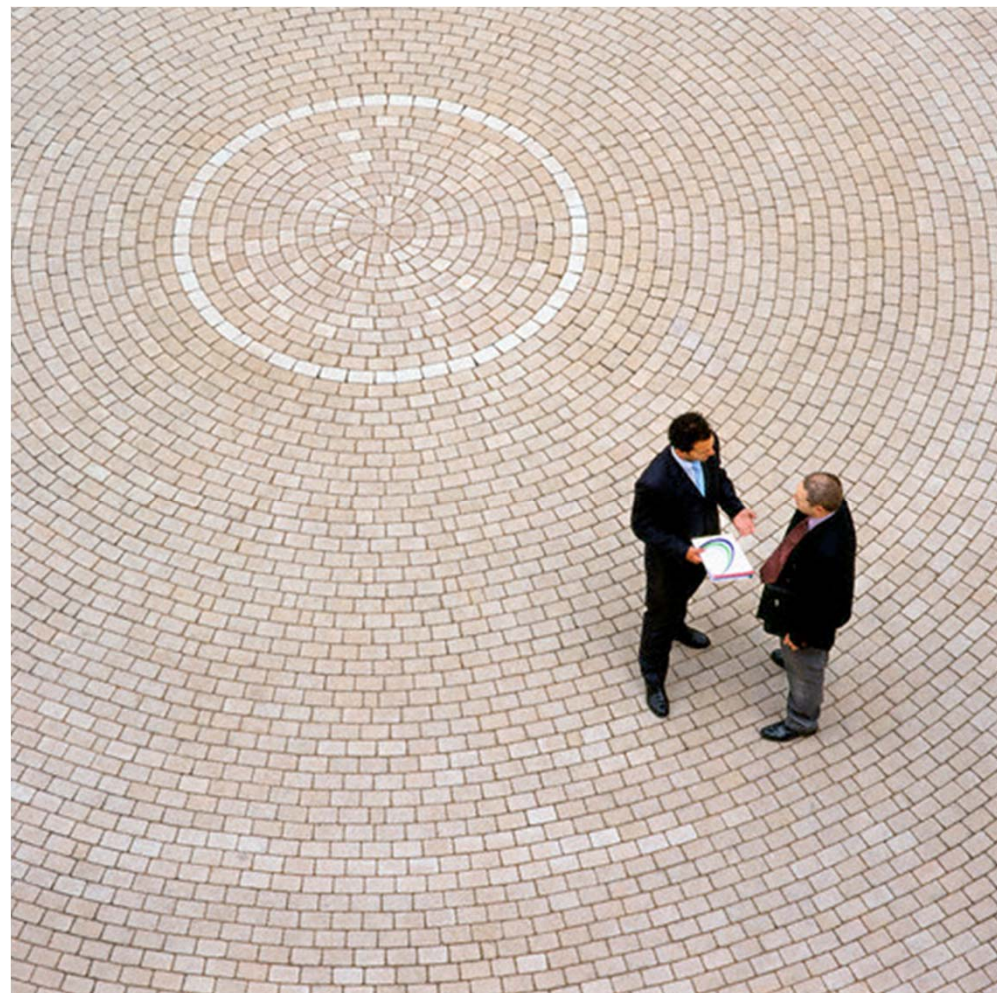




**IDFC**

## IDFC : Investor Presentation (FY15)

April 30, 2015



**1. Snapshot**

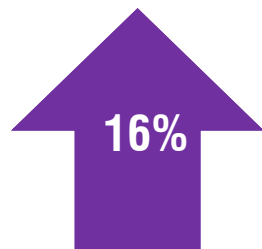
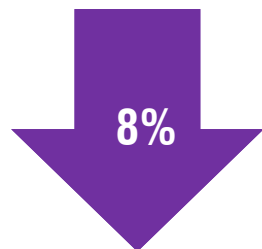
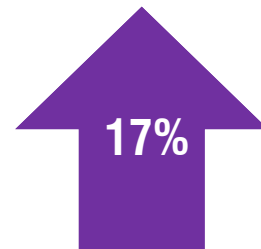
**2. Balance Sheet & Financials**

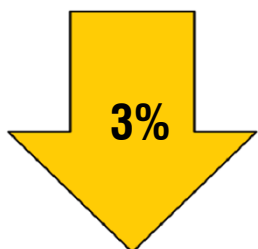
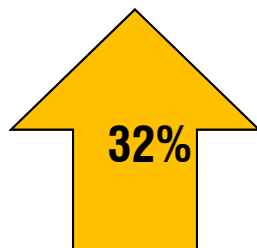
**3. Concentration and product analysis**

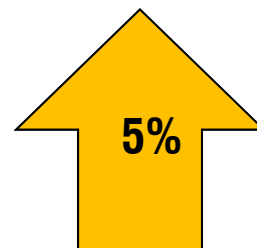
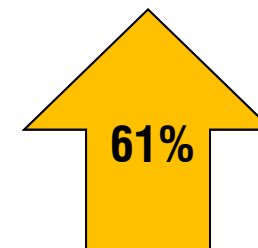
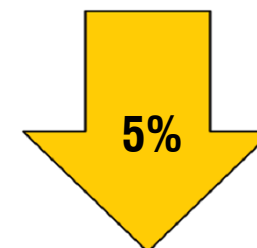
**4. Borrowings**

**5. Shareholding**

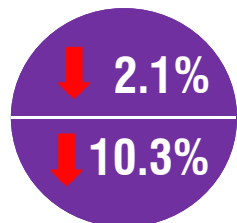
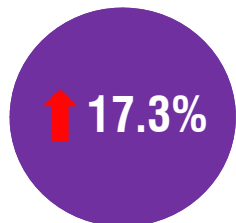
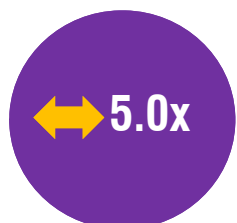
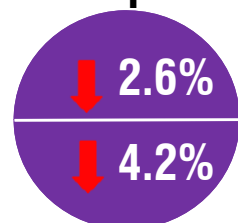
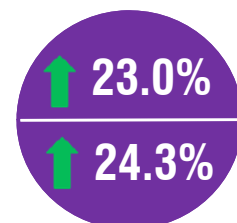
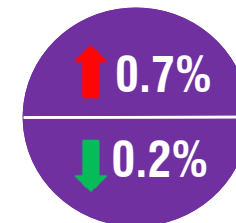
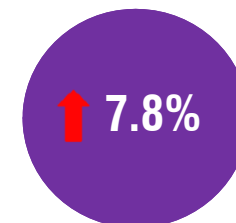
**6. Highlights**

**Balance Sheet**
**₹ 87,068 cr**

**Loan Book**
**₹ 54,745 cr**

**Borrowings**
**₹ 66,252 cr**

**Networth**
**₹ 17,275 cr**

**NII**  
**₹ 2,633 cr**

**Non-Int Income**  
**₹ 1,323 cr**

**Op. Expenses**  
**₹ 704 cr**

**Pre-Prov Op Profit**  
**₹ 3,360 cr**

**Provisions**  
**₹ 1,013 cr**

**PAT**  
**₹ 1,707 cr**


\* Adj for Dep write back & Bank related exp, Opex increased by 21% to ₹644 cr

**RoA**

**RoE**
**Cost / Income<sup>#</sup>**

**Cost / Income<sup>#</sup>**  
#Adjusted Cost / Income : 15.8%
**Leverage (Closing)**

**Loan Spreads**

**Loan NIMs**
**Tier I**

**Cap Adeq**
**Gross NPL**

**Net NPL**
**NRL<sup>^</sup>**

<sup>^</sup> Net Restructured Loans

## Business Highlights

### Project Finance

- Approvals : ₹ 23,930 crore (7% YoY decrease –FY14 : ₹ 25,683 crore)
- Disbursements : ₹ 13,830 crore (15% YoY decrease –FY14 : ₹ 16,296 crore)
- Cumulative OS Approvals : ₹ 75,573 crore (3% YoY decrease)
- Loan Book : ₹ 54,745 crore (8% YoY decrease , 1% Q-o-Q decrease)
- NII Loan Book : ₹ 2,291 crore (8% YoY decrease, 3% Q-o-Q increase)
- Loan Related Fees : ₹ 68 crore (41% YoY decrease)
- Loan Provisions : ₹ 1,055 crore (77% YoY increase)
- Total Provisions / Loans Ratio : 4.5%

### Fixed Income & Treasury

- NII Treasury : ₹ 343 crore (59% YoY increase)
- Fixed Income : ₹ 179 crore (FY14 – ₹ 102 crore)
- Treasury Assets : ₹ 27,651 crore (Mar 14 : ₹ 9,181 crore)

- Overall Spreads Rolling 12M ending Mar'15 : 1.8% (FY14 : 2.3%)
- Capital Adequacy : 24.3% (of which Tier I : 23.0%) vs 22.1% as on Mar'14

- IDFC successfully completed the creditor approval process for the demerger.
  - Obtained approval from 97% (approx.) of the bondholders (present & voting) by holding 28 debenture holder meetings over a 2 day period.
  - Approval received from 100% of domestic loan outstanding.
- Approvals received from all major ECB lenders including IFC, ADB, OPIC, JBIC, etc

## Business Highlights

### Investment Banking & Broking

- Institutional Broking and Investment Banking income : ₹ 80 crore (3% YoY increase)

### Alternatives

- Average AUM : ₹ 13,574 crore
  - Private Equity : ₹ 3,654 crore
  - Project Equity : ₹ 9,171 crore
  - Real Estate: ₹ 749 crore

### Public Market AMC

- Average AUM FY15 : ₹ 48,622 crore (Debt : Equity – 75:25)
- 8th Rank AMC
- Market Share (Q4FY15) : 4.4%
- Asset management Fees from AMC : ₹ 298 crore (6% YoY increase)

### Operating Expenses :

- HR expenses : ₹ 388 crore (35% YoY increase)
- Non HR expenses : ₹ 316 crore (23% YoY increase)
- Adjusted for depreciation write back and Bank related expenses, Operating Expenses increased by 21% to ₹ 644 crore.

Cost / Income for rolling 12M ending Mar 15 : 17.3%. Adjusted for depreciation write back and Bank related expenses Cost / Income ratio : 15.8%

**1. Snapshot**

**2. Balance Sheet & Financials**

**3. Concentration and product analysis**

**4. Borrowings**

**5. Shareholding**

**6. Highlights**

## Consol Financials : Balance Sheet

₹ crore

Particular	Mar-15	Mar-14	% Growth	Dec-14	% Growth
Shareholders' Funds	17,275	15,040	15%	17,380	-1%
Borrowings	66,252	56,565	17%	65,974	0%
Current Liabilities	3,542	3,557	0%	3,034	17%
<b>TOTAL LIABILITIES</b>	<b>87,068</b>	<b>75,163</b>	<b>16%</b>	<b>86,388</b>	<b>1%</b>
Net Loans	52,427	58,546	-10%	52,006	1%
Gross Loans*	54,745	59,829	-8%	54,004	1%
Less Provisions	2,319	1,284	81%	1,997	16%
Treasury <sup>1</sup>	27,651	9,181	201%	25,462	9%
Equity <sup>1, 2</sup>	3,141	3,227	-3%	3,862	-19%
Other Assets	3,849	4,209	-9%	5,057	-24%
<b>TOTAL ASSETS</b>	<b>87,068</b>	<b>75,163</b>	<b>16%</b>	<b>86,388</b>	<b>1%</b>

<sup>1</sup> Net of provision

<sup>2</sup> Goodwill of Subsidiaries on account of consolidation as of Mar 31, 2015 – ₹ 957 crore

\*Excluding ST Loans (OS in FY14), Gross Loans decreased by 1.9%



## Consol Financials : Profit & Loss Account

₹ crore

Particular	FY15	FY14	% Growth (Y-o-Y)	Q4FY15	Q4FY14	% Growth (Q4-vs- Q4)	Q3FY15	% Growth (Q4 vs Q3)
<b>OPERATING INCOME</b>	<b>4,064</b>	<b>3,735</b>	<b>9%</b>	<b>1,094</b>	<b>972</b>	<b>13%</b>	<b>982</b>	<b>11%</b>
<b>NII</b>	<b>2,633</b>	<b>2,704</b>	<b>-3%</b>	<b>642</b>	<b>668</b>	<b>-4%</b>	<b>661</b>	<b>-3%</b>
Loans	2,291	2,488	-8%	551	605	-9%	567	-3%
Treasury	343	216	59%	90	63	44%	95	-4%
<b>NON-INTEREST INCOME</b>	<b>1,323</b>	<b>1,003</b>	<b>32%</b>	<b>423</b>	<b>285</b>	<b>48%</b>	<b>317</b>	<b>33%</b>
Principal Gains & Carry	557	318	75%	222	58	283%	57	289%
Asset Management Fees	440	390	13%	120	117	2%	115	5%
IB & Broking	80	77	3%	26	37	-29%	13	102%
Fixed Income	179	102	75%	25	11	na	128	-81%
Loan Related Fees	68	115	-41%	29	61	-52%	4	666%
Other Income	108	29	273%	30	19	53%	4	727%
<b>OPERATING EXPENSES*</b>	<b>704</b>	<b>544</b>	<b>29%</b>	<b>254</b>	<b>138</b>	<b>83%</b>	<b>198</b>	<b>28%</b>
HR	388	288	35%	116	64	80%	98	19%
Non-HR	316	256	23%	138	74	87%	101	37%
<b>PRE-PROV OP PROFIT (PPOP)</b>	<b>3,360</b>	<b>3,191</b>	<b>5%</b>	<b>840</b>	<b>834</b>	<b>1%</b>	<b>783</b>	<b>7%</b>
<b>Provisions</b>	<b>1,013</b>	<b>628</b>	<b>61%</b>	<b>375</b>	<b>483</b>	<b>-22%</b>	<b>153</b>	<b>145%</b>
Loans	1,055	595	77%	357	452	-21%	182	96%
Investments, Others	-41	34	na	18	31	na	-29	na
<b>PBT</b>	<b>2,346</b>	<b>2,563</b>	<b>-8%</b>	<b>465</b>	<b>351</b>	<b>32%</b>	<b>630</b>	<b>-26%</b>
Tax, Minority Int, Asso co PAT	639	760	-16%	83	93	-11%	209	-60%
<b>PAT</b>	<b>1,707</b>	<b>1,803</b>	<b>-5%</b>	<b>382</b>	<b>258</b>	<b>48%</b>	<b>422</b>	<b>-9%</b>

\* Opex (adjusted for depreciation write back and Bank related expenses) increased by 21% to ₹ 644 cr

## Consol Financials : RoA Tree

% of Avg Total Assets

Particular	FY15	Jan 14 - Dec 14	Oct 13 - Sep 14	Jul 13 - Jun 14	FY14	Jan13 - Dec13	Oct12 - Sep13	Jul12 - Jun13	FY13
<b>OPERATING INCOME</b>	<b>4.9%</b>	<b>5.0%</b>	<b>5.0%</b>	<b>4.9%</b>	<b>5.1%</b>	<b>5.2%</b>	<b>5.3%</b>	<b>5.3%</b>	<b>5.2%</b>
<b>NII</b>	<b>3.2%</b>	<b>3.4%</b>	<b>3.5%</b>	<b>3.7%</b>	<b>3.7%</b>	<b>3.7%</b>	<b>3.8%</b>	<b>3.8%</b>	<b>3.8%</b>
Loans	2.8%	3.0%	3.1%	3.3%	3.4%	3.4%	3.5%	3.5%	3.5%
Treasury	0.4%	0.4%	0.4%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%
<b>NON-INTEREST INCOME</b>	<b>1.6%</b>	<b>1.5%</b>	<b>1.4%</b>	<b>1.1%</b>	<b>1.4%</b>	<b>1.5%</b>	<b>1.5%</b>	<b>1.5%</b>	<b>1.3%</b>
Principal Gains & Carry	0.7%	0.5%	0.6%	0.3%	0.4%	0.5%	0.5%	0.4%	0.3%
Asset Management Fees	0.5%	0.6%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.4%
IB & Broking	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
Fixed Income	0.2%	0.2%	0.0%	0.0%	0.1%	0.2%	0.3%	0.4%	0.2%
Loan Related Fees	0.1%	0.1%	0.2%	0.1%	0.2%	0.1%	0.2%	0.2%	0.3%
Other Income	0.1%	0.1%	0.1%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>OPERATING EXPENSES</b>	<b>0.9%</b>	<b>0.7%</b>	<b>0.7%</b>	<b>0.6%</b>	<b>0.7%</b>	<b>0.8%</b>	<b>0.8%</b>	<b>0.8%</b>	<b>0.8%</b>
<b>PRE-PROV OP PROFIT (PPOP)</b>	<b>4.1%</b>	<b>4.2%</b>	<b>4.3%</b>	<b>4.2%</b>	<b>4.4%</b>	<b>4.5%</b>	<b>4.5%</b>	<b>4.6%</b>	<b>4.4%</b>
Provisions	1.2%	1.4%	1.3%	1.0%	0.9%	0.4%	0.5%	0.4%	0.5%
PBT	2.8%	2.8%	3.0%	3.2%	3.5%	4.0%	4.0%	4.1%	3.9%
Tax, Minority Int, Asso co PAT	0.8%	0.8%	0.8%	0.8%	1.0%	1.2%	1.2%	1.2%	1.1%
<b>PAT</b>	<b>2.1%</b>	<b>2.0%</b>	<b>2.2%</b>	<b>2.3%</b>	<b>2.5%</b>	<b>2.9%</b>	<b>2.9%</b>	<b>2.9%</b>	<b>2.8%</b>

## Consol Financials : Ratios

Particular	FY15	Jan 14 - Dec 14	Oct 13 - Sep 14	Jul 13 - Jun 14	FY14	Jan 13 - Dec 13	Oct 12 - Sep 13	Jul 12 - Jun 13	FY13
<b>RoA</b>	<b>2.1%</b>	<b>2.0%</b>	<b>2.2%</b>	<b>2.3%</b>	<b>2.5%</b>	<b>2.9%</b>	<b>2.9%</b>	<b>2.9%</b>	<b>2.8%</b>
<b>RoE</b>	<b>10.3%</b>	<b>9.9%</b>	<b>10.8%</b>	<b>11.5%</b>	<b>12.2%</b>	<b>14.4%</b>	<b>14.5%</b>	<b>14.9%</b>	<b>13.9%</b>
EPS (₹)	10.7	9.9	10.4	11.4	11.9	13.7	13.4	13.3	12.1
Leverage (Closing)	5.0 x	5.0 x	4.7 x	4.9 x	5.0 x	4.6 x	4.7 x	5.0 x	5.2 x
Book Value (₹)	108.5	109.2	106.6	102.4	99.2	100.6	97.3	94.1	90.3
<b>Cost / Income*</b>	<b>17.3%</b>	<b>14.9%</b>	<b>13.6%</b>	<b>13.2%</b>	<b>14.6%</b>	<b>14.8%</b>	<b>15.0%</b>	<b>14.7%</b>	<b>15.1%</b>
HR / Operating Income	9.6%	8.5%	8.3%	8.3%	7.7%	7.9%	8.1%	7.9%	8.4%
<b>Gross NPL (% of Loans)</b>	<b>0.7%</b>	<b>0.7%</b>	<b>0.6%</b>	<b>0.6%</b>	<b>0.6%</b>	<b>0.6%</b>	<b>0.3%</b>	<b>0.3%</b>	<b>0.2%</b>
Net NPL (%)	0.2%	0.5%	0.4%	0.4%	0.4%	0.5%	0.2%	0.2%	0.1%
Total Loans Prov (% of Loans)	4.5%	3.9%	3.6%	3.1%	2.4%	2.0%	2.0%	1.9%	1.8%
<b>Average Spreads</b>	<b>1.8%</b>	<b>2.0%</b>	<b>2.1%</b>	<b>2.3%</b>	<b>2.3%</b>	<b>2.3%</b>	<b>2.4%</b>	<b>2.4%</b>	<b>2.5%</b>
<i>of which Loan spreads</i>	2.6%	2.7%	2.7%	2.8%	2.8%	2.8%	2.9%	2.8%	2.9%
<b>NIMs</b>	<b>3.4%</b>	<b>3.7%</b>	<b>3.8%</b>	<b>4.0%</b>	<b>4.0%</b>	<b>4.0%</b>	<b>4.1%</b>	<b>4.1%</b>	<b>4.1%</b>
<i>of which Loan NIMs</i>	4.2%	4.3%	4.4%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%

\* Adjusted for depreciation write back and Bank related expenses Cost / Income for rolling 12M ending Mar 15 : 15.8%

1. Snapshot
2. Balance Sheet & Financials
3. Concentration and product analysis
4. Borrowings
5. Shareholding
6. Highlights

## Concentration Analysis (Sector)

### Cumulative OS Approvals

(Amounts in ₹ crore)

Particular	Mar-15	% of Total	Dec-14	% of Total	Mar-14	% of Total
Energy	28,016	37%	27,709	37%	28,602	37%
Transportation	17,737	23%	16,261	22%	17,194	22%
Telecom	18,279	24%	18,162	24%	22,075	28%
Others	11,540	15%	12,738	17%	9,765	13%
<b>TOTAL</b>	<b>75,573</b>	<b>100%</b>	<b>74,871</b>	<b>100%</b>	<b>77,636</b>	<b>100%</b>

- Top 20 Companies : 45% of total (Mar'14: 41%, Dec'14: 44%)
- Top 20 Industrial Groups : 72% of total (Mar'14: 65%, Dec'14: 72%)

### Outstanding Disbursement

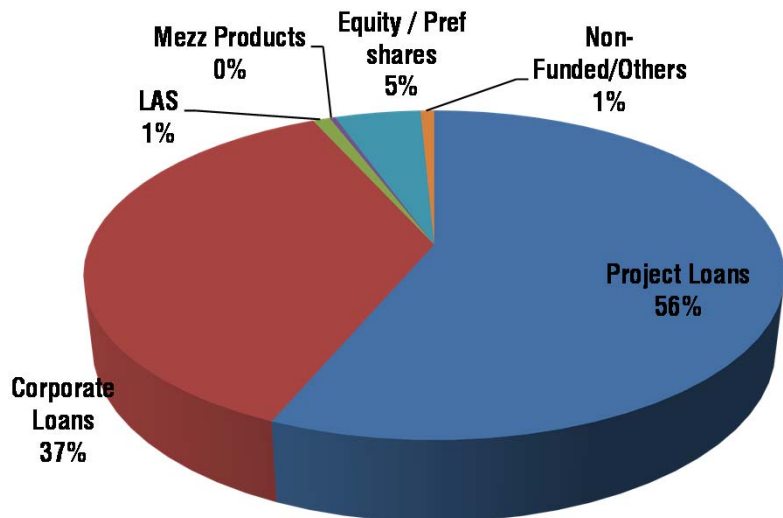
(Amounts in ₹ crore)

Particular	Mar-15	% of Total	Dec-14	% of Total	Mar-14	% of Total
Energy	23,710	41%	23,768	41%	25,206	40%
Transportation	13,098	23%	13,366	23%	13,715	22%
Telecom	13,029	23%	12,312	21%	16,882	26%
Others	7,544	13%	7,948	14%	7,938	12%
<b>TOTAL</b>	<b>57,381</b>	<b>100%</b>	<b>57,394</b>	<b>100%</b>	<b>63,741</b>	<b>100%</b>

- Top 20 Companies : 45% of total (Mar'14: 44%, Dec'14: 44%)
- Top 20 Industrial Groups : 71% of total (Mar'14: 65%, Dec'14: 71%)

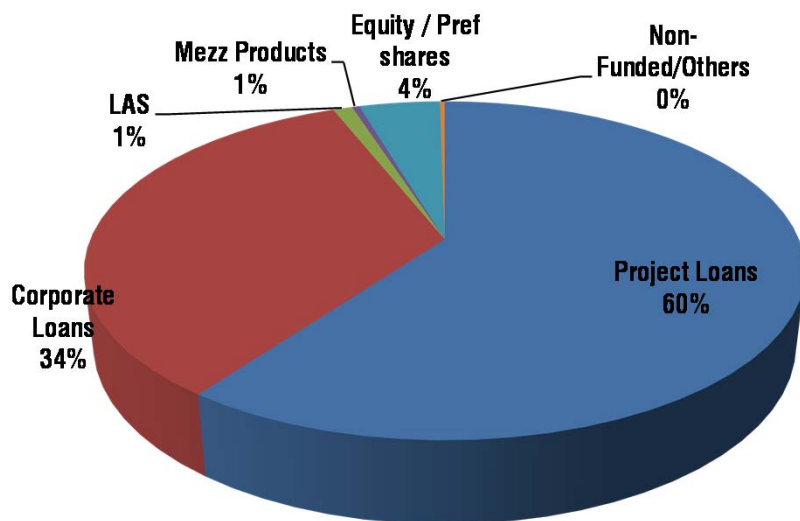
## Concentration Analysis (Product)

Product wise Cum OS Approvals (March 31, 2015)



Product type	Amount in ₹ crore			% of total		
	Mar-15	Dec-14	Mar-14	Mar-15	Dec-14	Mar-14
Loans / Debentures	71,420	69,800	72,439	94.5%	93.2%	93.3%
<i>Project Loans</i>	42,616	42,265	38,093	56.4%	56.5%	49.1%
<i>Corporate Loans</i>	27,853	26,483	32,596	36.9%	35.4%	42.0%
<i>LAS</i>	719	809	1,505	1.0%	1.1%	1.9%
<i>Mezz Products</i>	231	243	246	0.3%	0.3%	0.3%
Equity / Pref shares	3,589	4,491	3,516	4.7%	6.0%	4.5%
Non-Funded/Others	565	579	1,680	0.7%	0.8%	2.2%
<b>TOTAL</b>	<b>75,573</b>	<b>74,871</b>	<b>77,636</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

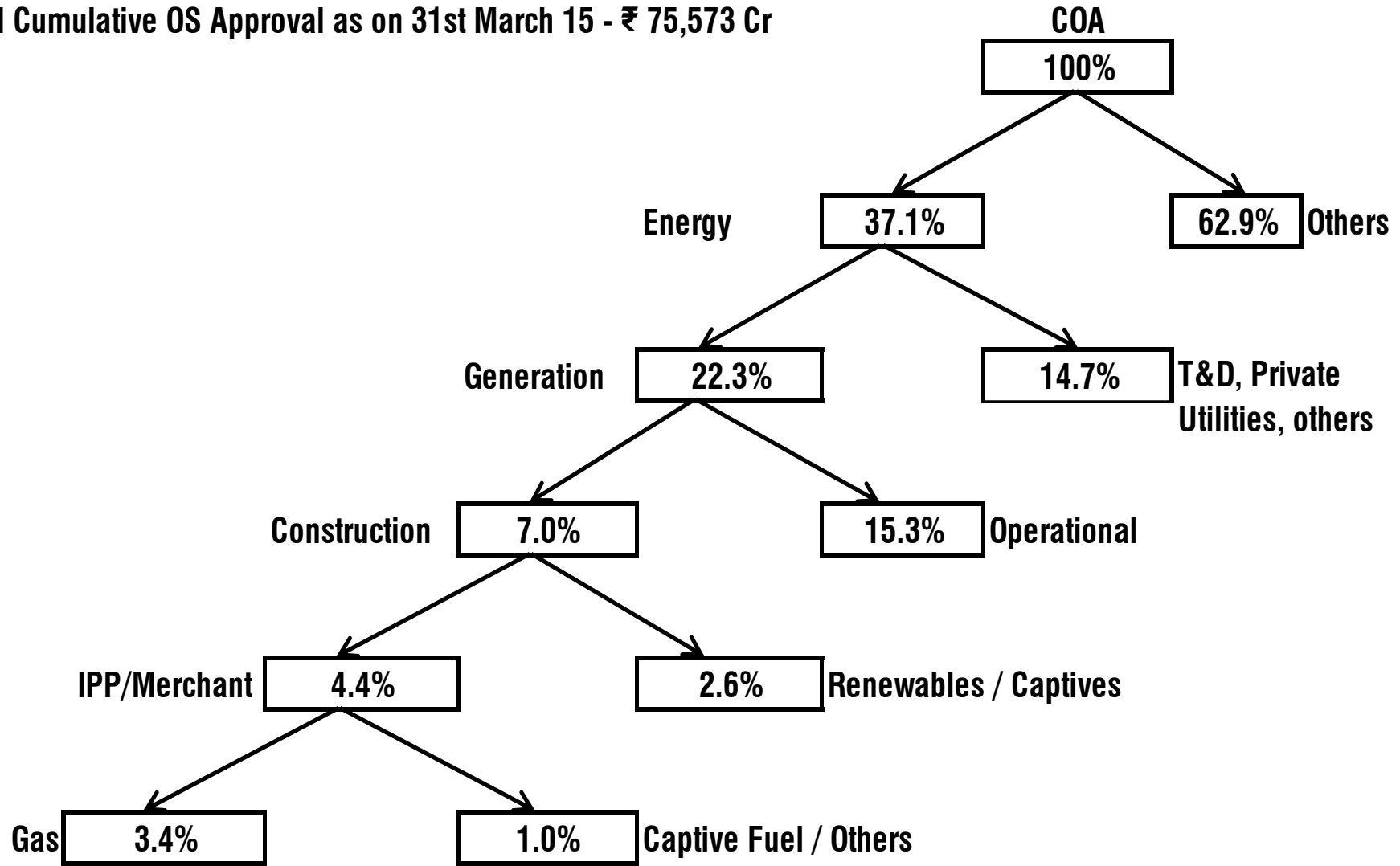
Product wise OS Disbursements (March 31, 2015)



Product type	Amount in ₹ crore			% of total		
	Mar-15	Dec-14	Mar-14	Mar-15	Dec-14	Mar-14
Loans / Debentures	54,745	54,004	59,829	95.4%	94.1%	93.9%
<i>Project Loans</i>	34,467	34,619	32,219	60.1%	60.3%	50.5%
<i>Corporate Loans</i>	19,458	18,453	26,009	33.9%	32.2%	40.8%
<i>LAS</i>	597	697	1,363	1.0%	1.2%	2.1%
<i>Mezz Products</i>	223	234	239	0.4%	0.4%	0.4%
Equity / Pref shares	2,487	3,165	2,513	4.3%	5.5%	3.9%
Non-Funded/Others	149	225	1,399	0.3%	0.4%	2.2%
<b>TOTAL</b>	<b>57,381</b>	<b>57,394</b>	<b>63,741</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

## Energy Sector Cumulative OS Approvals

Total Cumulative OS Approval as on 31st March 15 - ₹ 75,573 Cr



1. Snapshot
2. Balance Sheet & Financials
3. Concentration and product analysis
4. Borrowings
5. Shareholding
6. Highlights

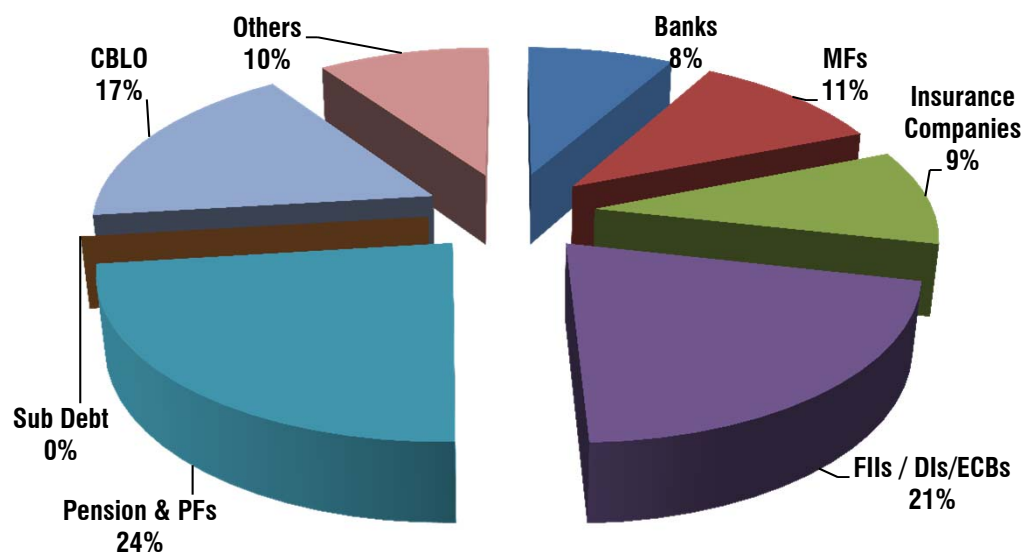


## Borrowings Analysis

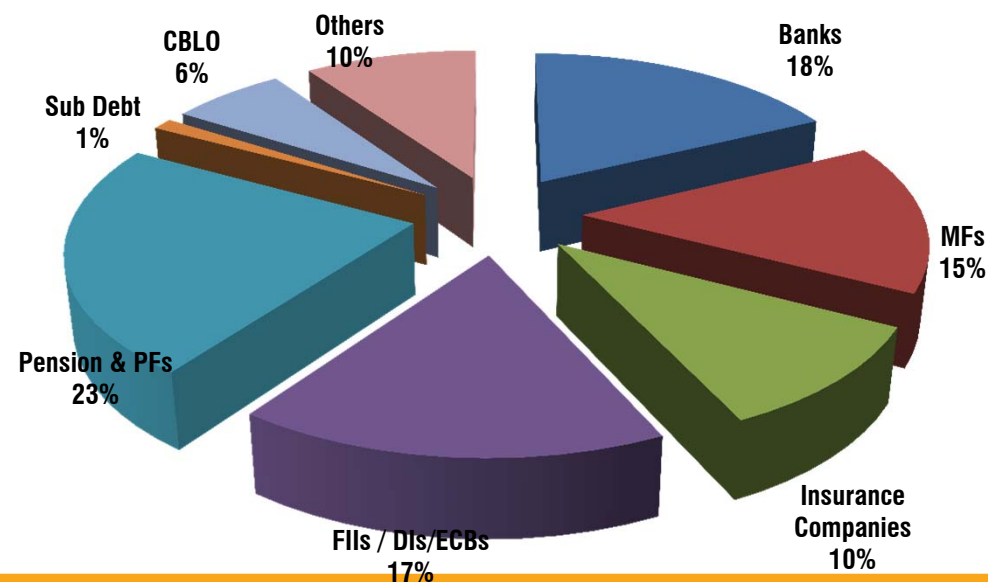
(Amounts in ₹ crore)

Particular	Amount			% of total			% Growth	
	31-Mar-15	31-Dec-14	31-Mar-14	31-Mar-15	31-Dec-14	31-Mar-14	Y-o-Y	YTD
LT Rupee Loans	4,301	3,959	6,336	6%	6%	11%	-32%	9%
LT Bonds / Debentures	41,232	36,351	34,552	62%	55%	61%	19%	13%
Sub Debt	0	650	650	0%	1%	1%	na	na
Foreign Currency Loans	8,632	8,992	7,201	13%	14%	13%	20%	-4%
Short Term	12,086	16,022	7,826	18%	24%	14%	54%	-25%
<b>TOTAL</b>	<b>66,252</b>	<b>65,974</b>	<b>56,565</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>17%</b>	<b>0%</b>

Borrowings - Lender wise (Mar 31, 2015)



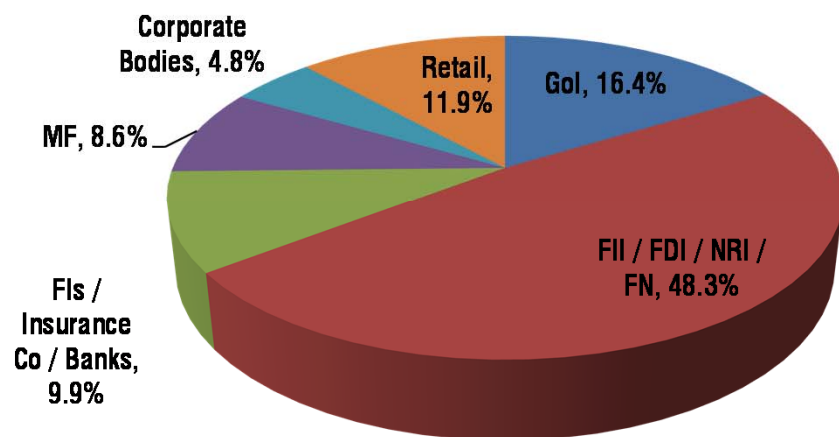
Borrowings - Lender wise (Mar 31, 2014)



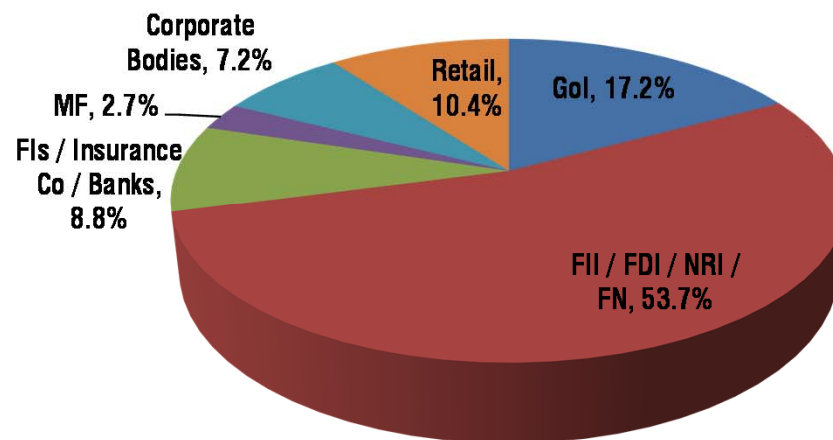
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## Shareholding

Shareholding : 31-March-15



Shareholding : 31-March-14



### % of Top 10 shareholders

Sr No	Name	Category	Mar-15	Mar-14
1	Government Of India	Gol	16.4%	17.2%
2	Sipadan Investments (Mauritius)	FII	9.5%	10.0%
3	The Royal Bank Of Scotland	FII	4.7%	6.8%
4	Life Insurance Corporation Of India	IFI	2.9%	6.8%
5	Platinum Investment Management	FII	2.4%	2.4%
6	Actis Hawk Limited	FII	2.3%	2.4%
7	Orbis Sicav - Asia Ex-Japan Equity Fund	FII	2.0%	2.1%
8	JP Morgan	FII	1.5%	2.3%
9	Reliance Capital	MF	1.4%	0.5%
10	Prudential ICICI Trust Ltd.	MF	1.4%	0.1%

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## Other Highlights

- **Adjusted Duration :**

- Assets : 1.9 years (Dec 31, 2014 : 1.9 years)
- Liabilities : 1.7 years (Dec 31, 2014 : 1.6 years)

- **Assets Under Management :**

Fund Name	AUM (March 31, 2015)	
	₹ Crore	USD* (bn)
IDFC Private Equity*	3,654	0.8
<i>Fund II</i>	1,210	0.3
<i>Fund III</i>	2,445	0.5
IDFC Project Equity Fund*	9,171	1.8
<i>India Infrastructure Fund</i>	3,671	0.9
<i>India Infrastructure Fund II</i>	5,500	0.9
IDFC Real Estate Yield Fund	749	0.1
IDFC Mutual Fund (AAUM)	48,622	7.8
<i>Equity</i>	13,044	2.1
<i>Debt</i>	35,577	5.7
<b>Total</b>	<b>62,196</b>	<b>10.5</b>

\*Exchange rate: Pvt & Proj Eq - rate prevailing at the time of Fund Close; Others 1 USD = ₹ 62.59 as on March 31, 2015.