



IDFC LIMITED

Q1FY18 FINANCIALS

JULY 27, 2017



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Key Highlights (IDFC Consol)

Balance Sheet

₹ 125,423 Cr

Securities

Revenue : 35 Cr
PAT : 15 Cr

Net worth

₹ 11,115 Cr

Alternatives

Fund Size : ₹17,716 Cr
No of Investments : 84
Revenue : ₹ 29 Cr
PAT: ₹ 2 Cr

AMC

AAUM : ₹ 61,361 Cr
Revenue: ₹ 76 Cr
PAT : ₹ 20 Cr

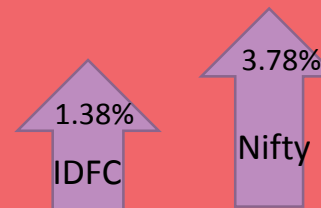
PBT ₹ 761 Cr

PAT(after MI and
share of associates)
₹ 299 Cr

IFL

Loan Book : ₹ 2,893 Cr
PAT : ₹ 22 Cr
Net Worth : ₹ 674 Cr

IDFC vs. Nifty



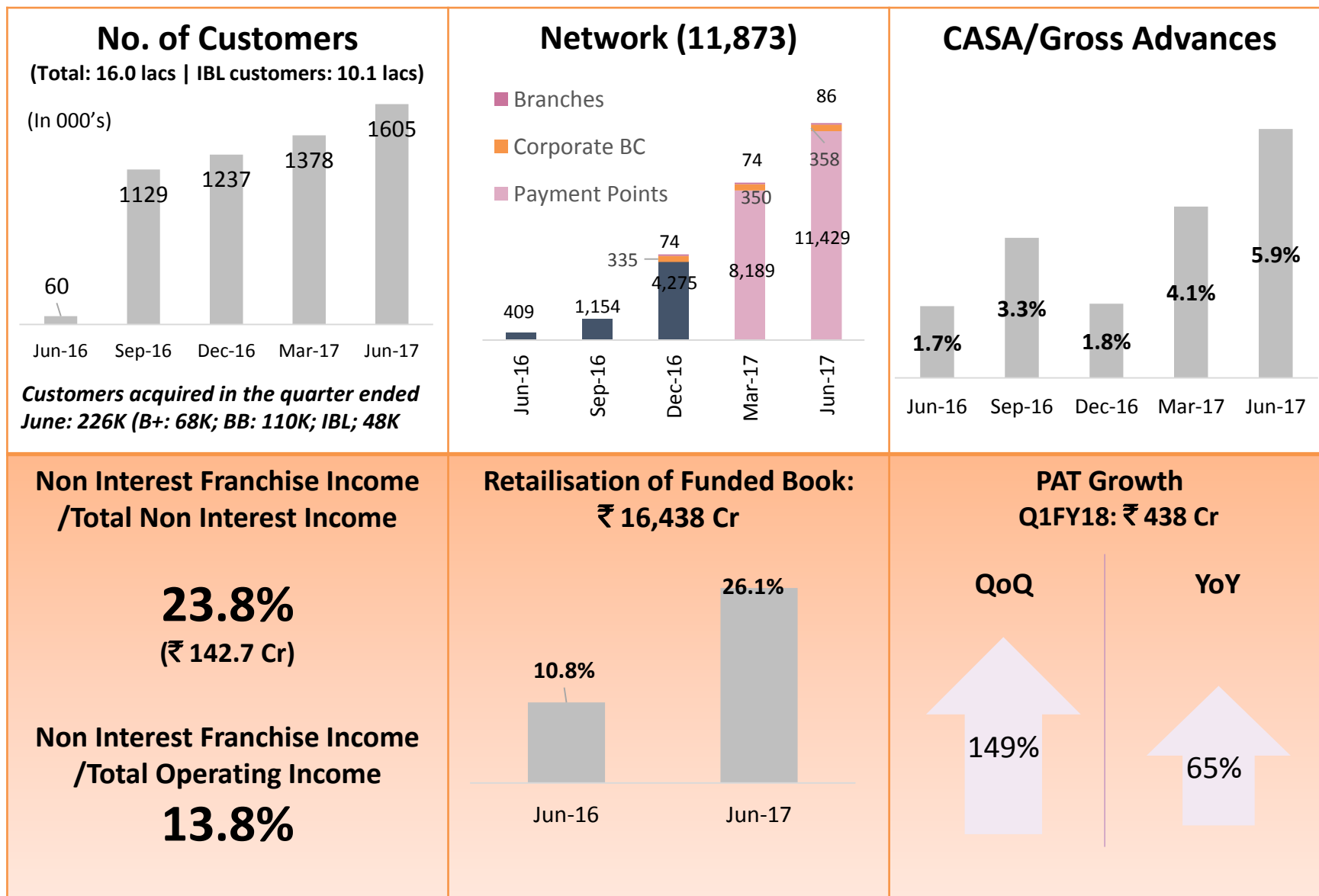
Entity wise P&L (Q1FY18)

Particulars	IDFC	Bank	AMC	Alternatives [#]	IFL	Securities	Others *	Total Q1 FY18
Operating Income	16	1,037	76	29	27	35	6	1,225
Operating Expenses	7	389	45	23	4	13	6	486
Pre-Provisioning Operating Profit	8	648	31	6	23	23	-1	739
Provisions								-22
PBT								761
Tax, MI & Others								462
PAT								299

* Others Projects, Securities Singapore, IDFC FHCL etc.

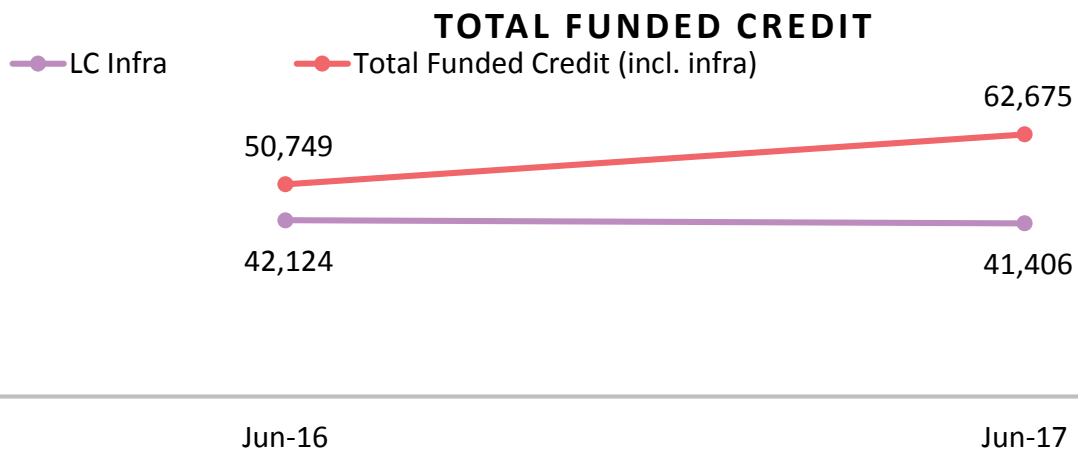
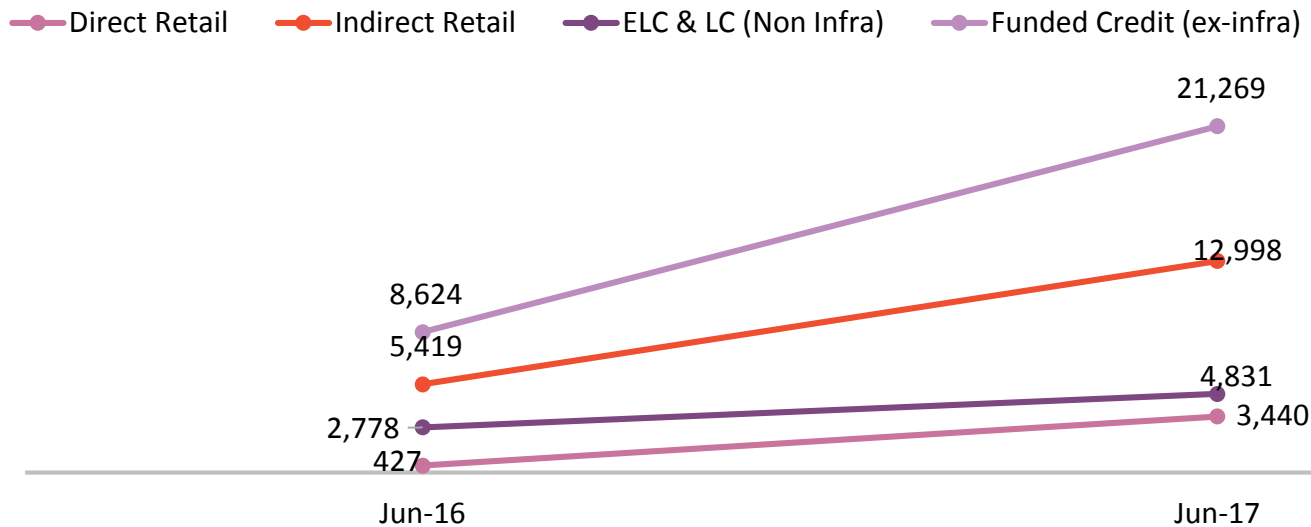
includes IDFC Capital (Singapore)

IDFC Bank: Key Highlights: Q1 FY18

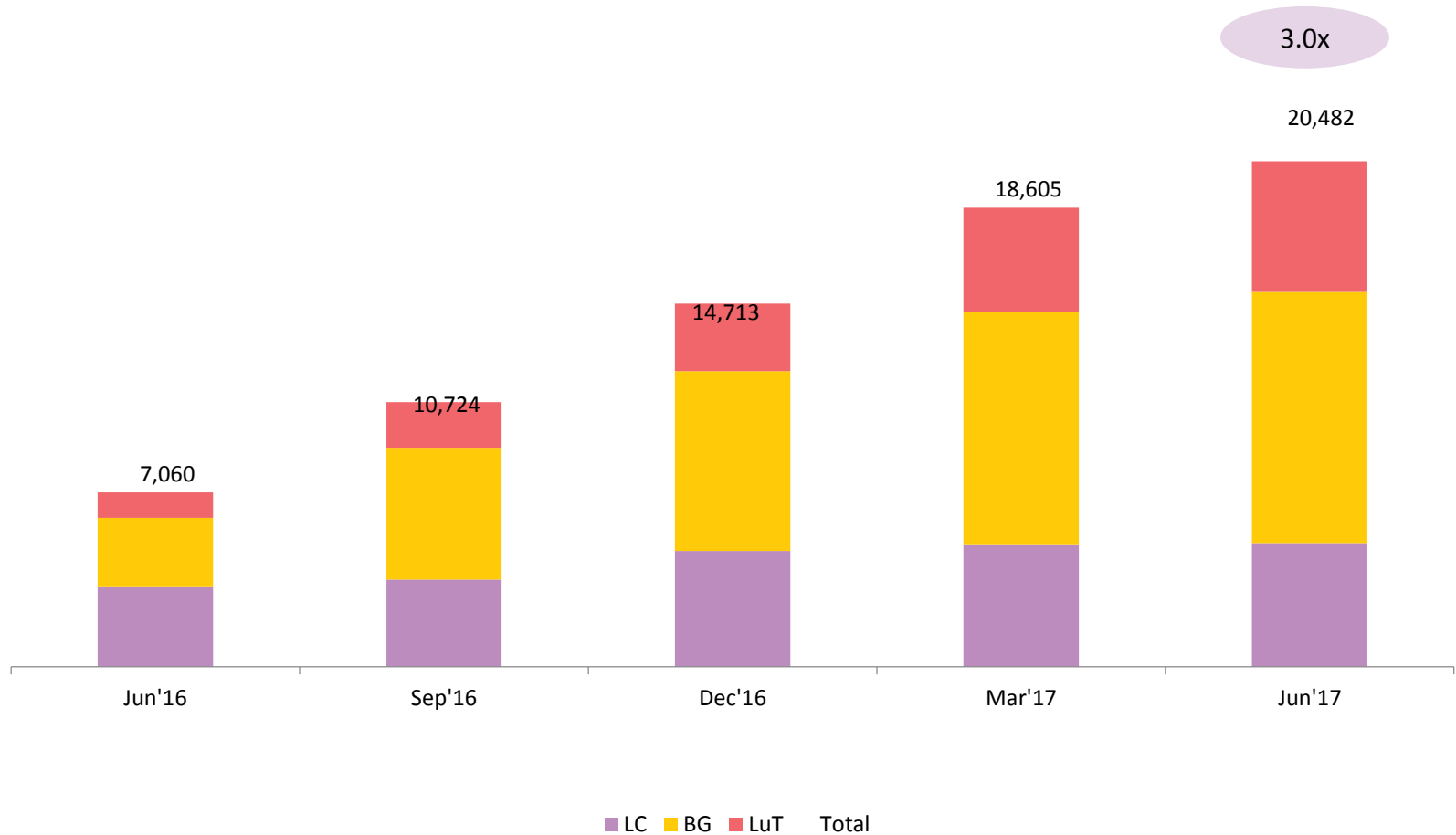


Note: Grama Vidyal is now renamed as IDFC Bharat Limited (IBL)

IDFC Bank: 2.5x increase in Funded Credit (ex-infra)

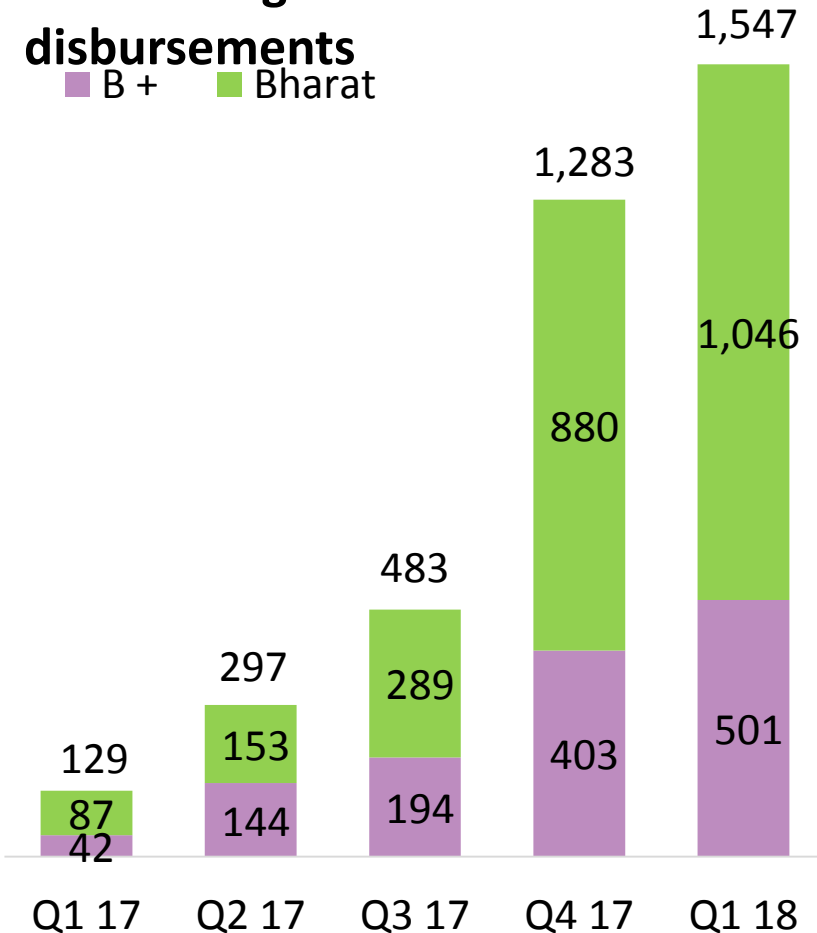


IDFC Bank: 3.0x increase in Non-funded exposure



IDFC Bank: Retail disbursement rate > Rs. 1500 Cr / quarter & rising

Retail Loan gross disbursements



- Monthly net disbursement run-rate:

Segment	(in Rs. Crores)
Bharat Plus	156
Bharat	107
Total	263

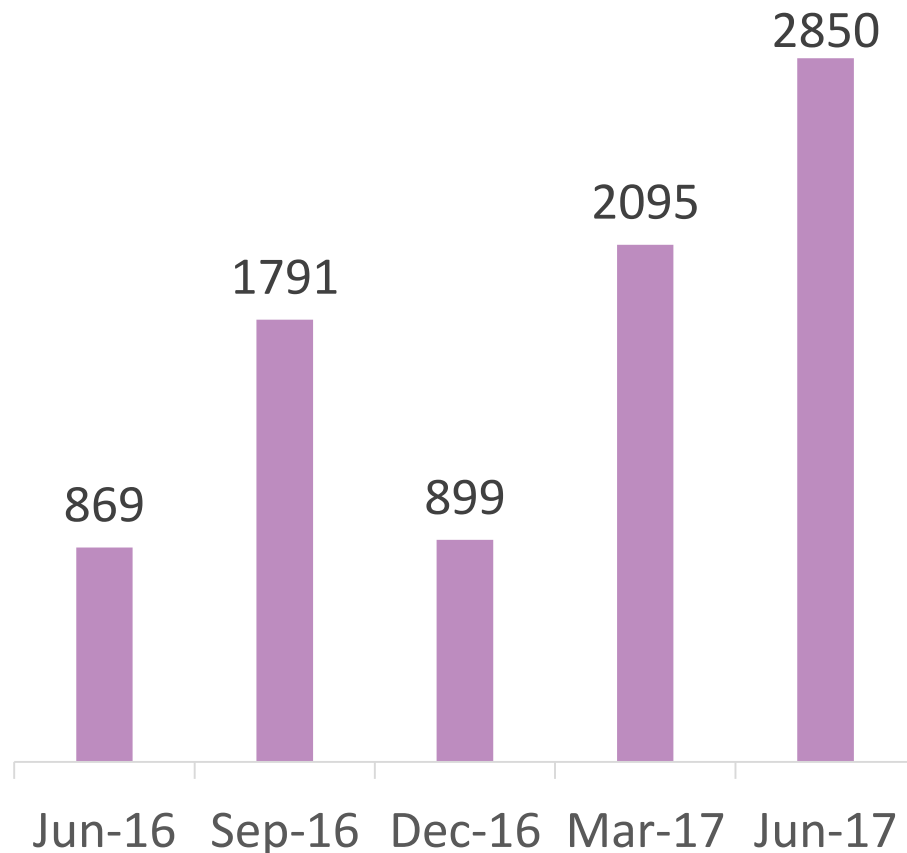
IDFC Bank: CASA increased 3.3x to INR 2,850 crore – Y-o-Y

Wholesale Bank: INR 2147 crore
B+: INR 565 crore
B: INR 138 crore

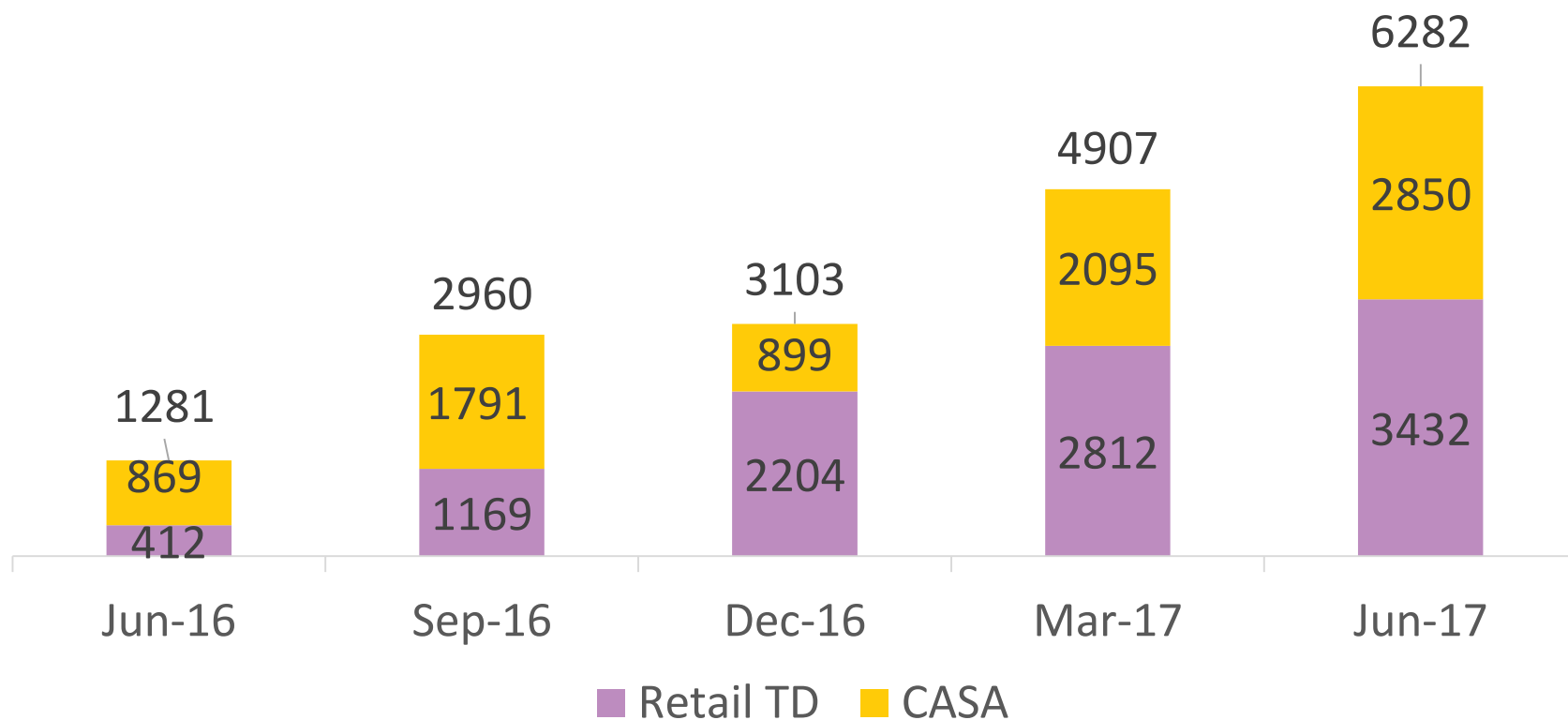
SA per retail customer: INR 10,731
B+: INR 21,483
B: INR 2,271

SA Q-o-Q
B+: Increased by INR 132 crore to INR 565 crore
B: Decreased by INR 15 crore to INR 138 crore

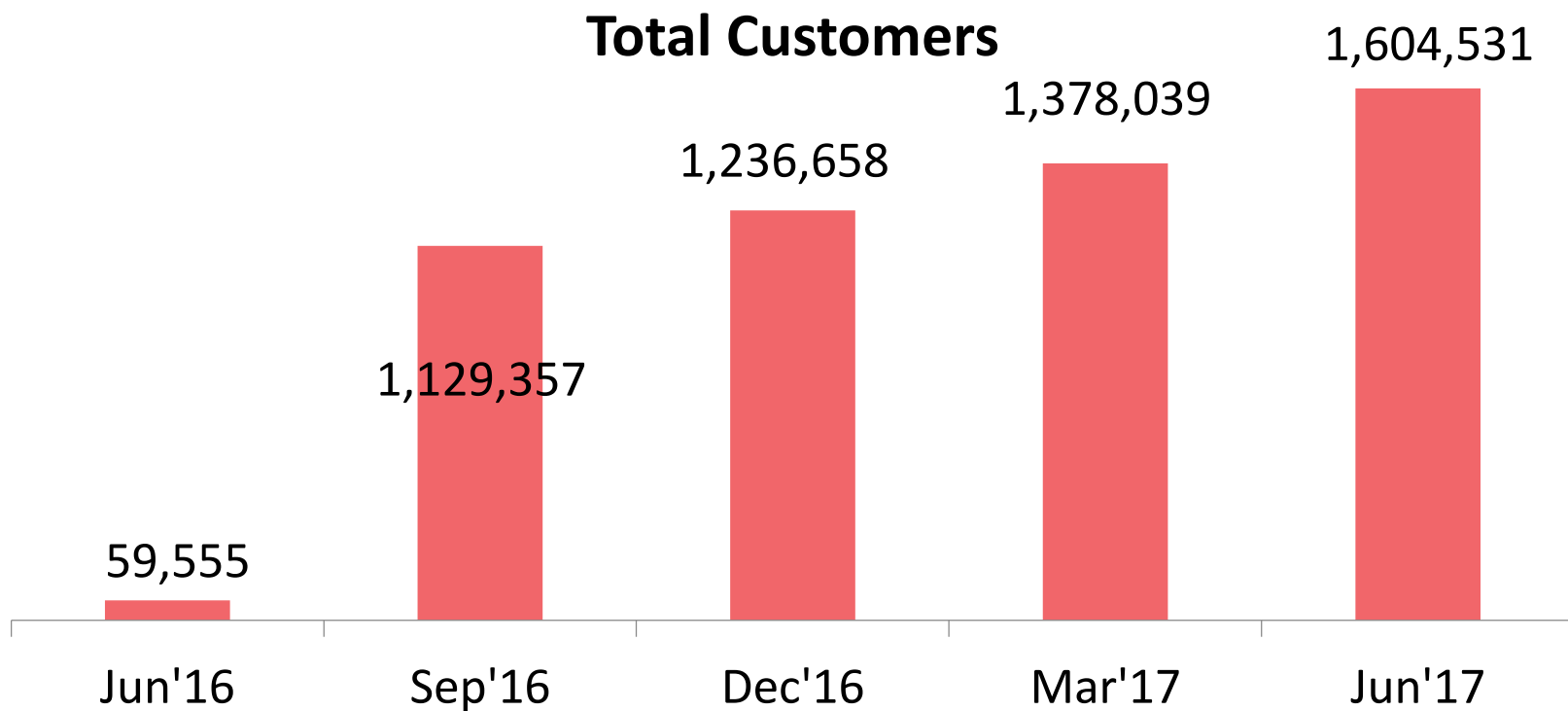
Current CASA acquisition run-rate: ~ INR 2500 crore / year
Retail: INR 1100 crore / year
Wholesale: INR 1400 crore / year



IDFC Bank: 5x increase in core deposits (CASA + Retail TD) – Y-o-Y



IDFC Bank: 16 lac customers; Current customer acquisition run-rate of 79k per month



Business Highlights – IDFC Infrastructure Finance Ltd

- Rs. 296 crores gross disbursements during quarter ending June 30, 2017
- Loan book grew to Rs 2,893 cr as of Q1 FY18 from Rs 2,683 cr in FY17
- Fee income: Rs 2.5 cr in Q1 FY18
- PBT/ PAT: Rs 22 crs
- Well diversified portfolio across 36 assets in multiple sectors
 - renewables, roads, IT SEZs, healthcare, transmission, education, telecom etc.
- Healthy asset quality with zero overdues
- Incremental funds raised during the quarter by way of bonds - Rs 287 cr
- Rating reaffirmed by both, CARE & ICRA : AAA for Rs. 4,000 cr debentures (from Rs. 2,500 cr) and ICRA A1+ for Rs. 400 cr CPs (from Rs. 200 cr)

Business Highlights – IDFC AMC

Particular	Mar-16	Jun-16	Sep-16	Dec-16	Mar-17	Jun-17
AAUM (For the month) ₹	52,460	55,080	58,548	59,489	59,585	61,491
MF	51,448	54,134	57,726	58,715	58,817	61,117
IA	1,012	946	822	774	768	374
Equity AUM (incl Arb) (%)	24%	23%	23%	22%	22%	23%

All figures in ₹ Crore

Business Highlights – IDFC AMC

	Q1 FY18 Actual	Q4 FY17 Actual	Variance
Active Distributors (#)	2,702	2,206	22%
Folios Added (#)	19,327	11,399	70%
Equity Gross Sales (INR cr)	1,212	914	33%
New SIPs (#)	39,559	32,400	22%

- Strategic focus area is equity
- In Equity, record gross sales achieved - crossing Rs 500 cr in Jun'17.
- Our Corporate Bond Fund (launched Jan'16) crossed INR 8,000cr; IDFC Classic (relaunched Feb'16) crossed INR 1,200 cr; our Balanced Fund (launched Dec'16) crossed INR 800 cr and Credit Opp Fund (launched Feb'17) crossed INR 600 cr
- Retail Sales Expansion initiatives helped add over 600 new distributors in Q1, helping total active distributors to grow 22% in the quarter.
- Focused marketing and distribution to gain new clients helped increase new investor folios by 70% and new SIPs by 22% over last quarter
- Increased media visibility with proactive PR efforts, social media and select outdoor marketing is helping us build our brand share-of-voice

Fund Snapshot – IDFC Alternatives

Particular	Private Equity				Infra		Office	RE		Total
	Fund I *	Fun II	Fund III	Fund IV	IIF1	IIF2	Fund *	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	1	17	12	2	8	3	84
Number of Exit Events (Full & Partial)	12	13	6	-	9	-	2	7	-	48

* Completely Exited

Business Highlights – IDFC Securities

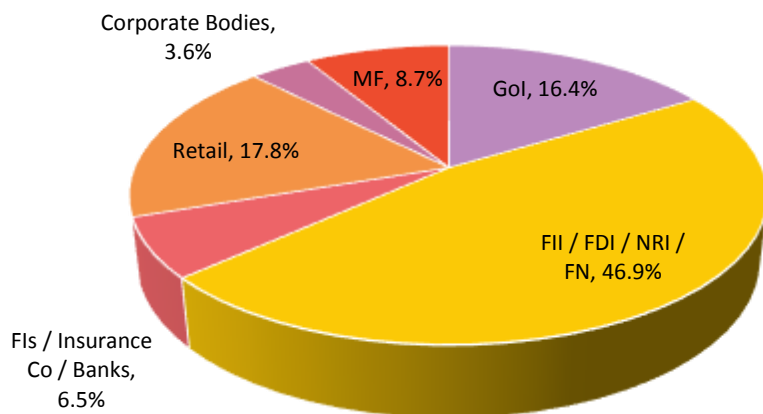
- Increase in market share & Revenues in FII, MF and DII segment
- Healthy deal pipeline – Investment banking
- Aiming to increase Brokerage revenue

Shareholding

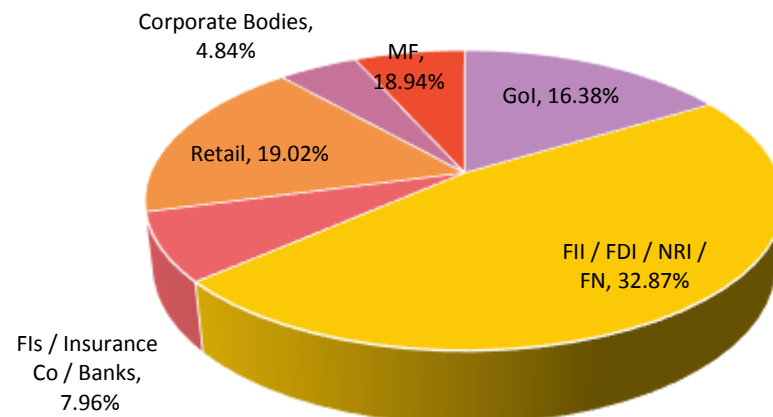
% of Top 10 shareholders

Sr No	Name	Category	31-Mar-17	30-Jun-17
1	Government of India	GOI	16.38%	16.38%
2	Sipadan Investments (Mauritius) Ltd.	FPI	9.47%	9.47%
3	Orbis Sicav - Asia Ex-Japan Equity Fund	FPI	3.18%	2.90%
4	Ashwin Dhawan	PUB	2.62%	2.62%
5	East Bridge Capital Master Fund Limited	FPI	2.43%	2.49%
6	ICICI Balanced Prudential Fund	MF	1.41%	2.37%
7	Birla Sun Life	MF	0.56%	1.65%
8	ICICI Prudential Dynamic Plan	MF	1.06%	1.57%
9	Platinum Asia Fund	FII	1.38%	1.20%
10	Orbis Global Equity Fund LTD	FPI	1.12%	1.08%

Shareholding as on 31st Mar, 2017



Shareholding as on 30th Jun, 2017





THANK YOU