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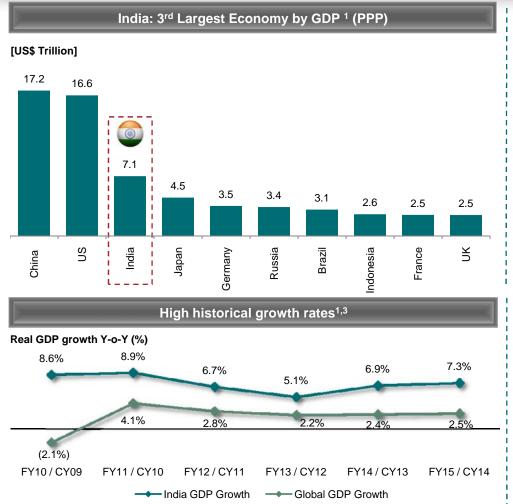
D. Performance Indicators

E. Growth Strategy

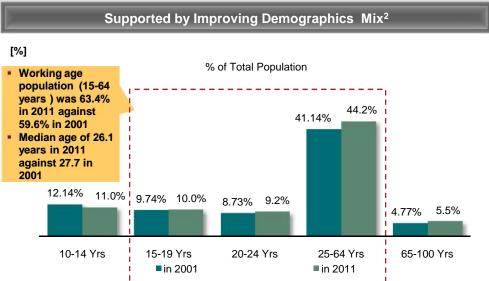


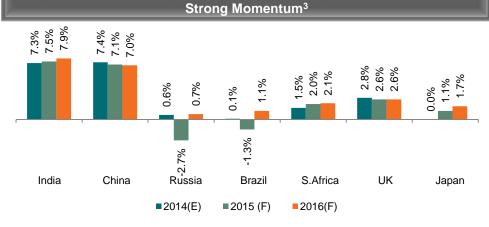
India Macroeconomic Overview

Strong Demographic Tailwinds Supporting Indian Growth Story



[Note: Fiscal year ending March 31 for India growth corresponds to calendar year ending December 31 for Global growth i.e. FY07 corresponds to CY06; India's GDP till FY13 is as per Base Year 2004-05 and from FY13 onwards is





Indian GDP Expected to increase Steadily, and continue the

Indian GDP expected to rebound, supported by strong demographic profile

Source:

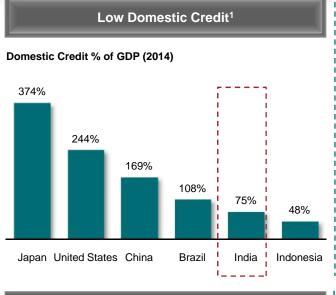
- World Bank
- India Census 2011

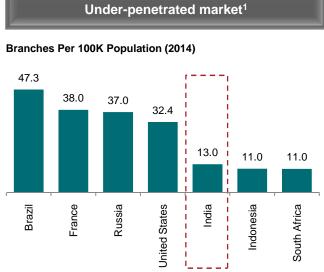
as per Base Year 2011-12]

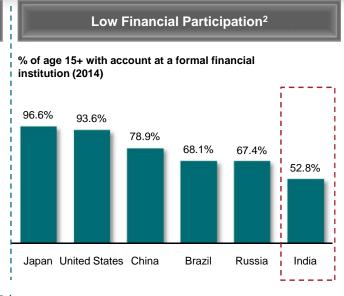
3. IMF World Economic Outlook, October 2014

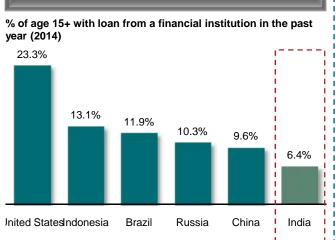
India Banking Sector Overview

Structural drivers in place

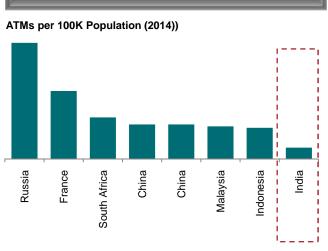




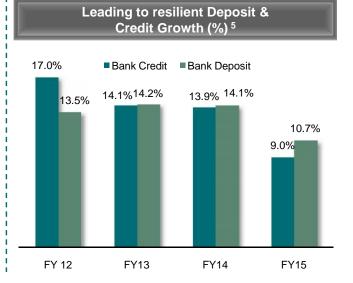




Under-penetration in Retail Segments²



Low ATM Penetration



Source

- 1. The World Bank World Development Indicators
- The World Bank Global Findex (Global Financial Inclusion Database)
- International Monetary Fund, World Economic Outlook Database, October 2014
- Economic Outlook, CMIE
- RBI Database on Indian Economy,



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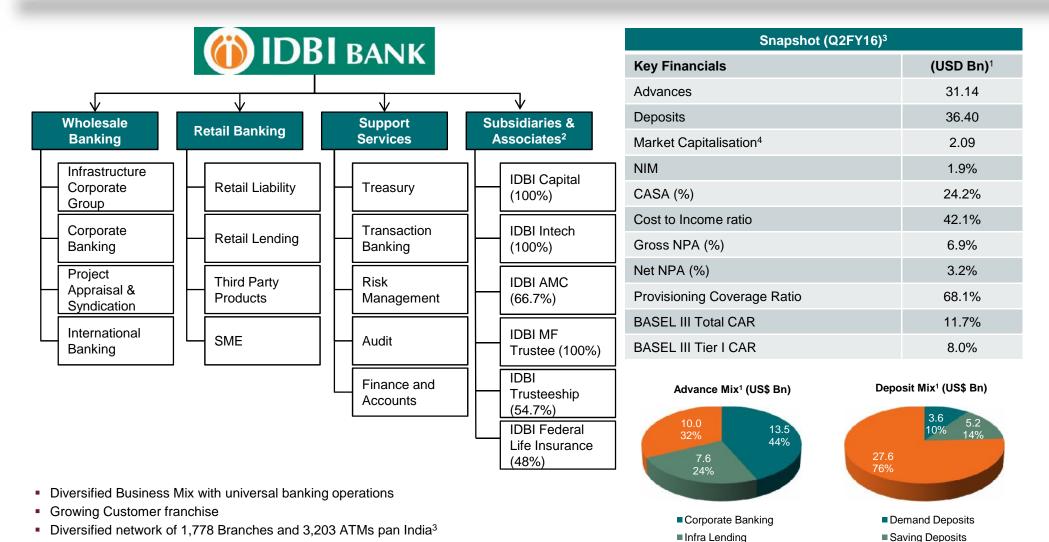
C. IDBI Bank: Key Considerations

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IDBI Bank | Universal Banking Franchise



IDBI Bank has obtained its Banking License through an Act of Parliament

■ Retail Banking

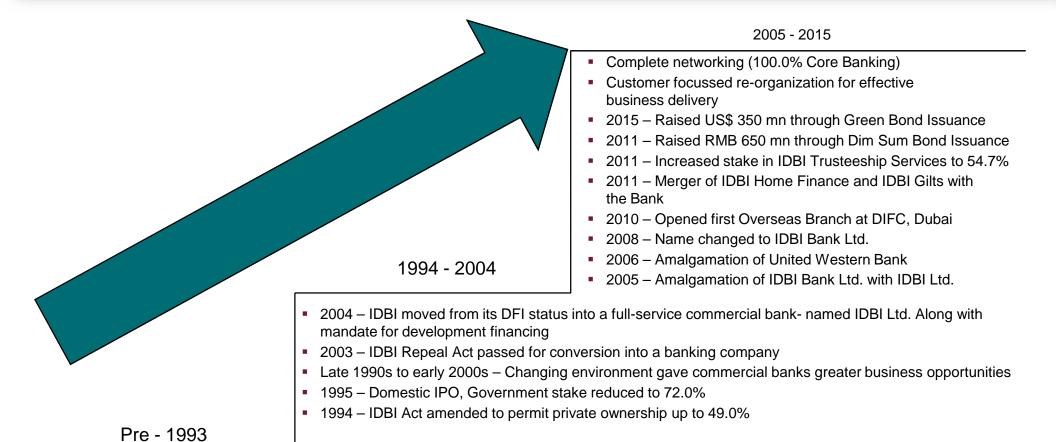
Reserve Bank of India's Reference Rate for the US Dollar is Rs. 65.7418 on September 30, 2015

Source: BSE, based on closing price for January 12, 2016; Reserve Bank of India's Reference Rate for the US Dollar is Rs.66.8905 on January 12, 2016

- As at end March 2015
- As at end September 2015

Term Deposits

IDBI Bank | Decades of Operating History



- 1990s Pioneer in setting up India's financial architecture
- 1987 Raised CHF 100 mn through Swiss Franc Bond Issuance
- 1976 Ownership transferred to the Government from the RBI
- 1964 IDBI Bank's predecessor entity IDBI, the DFI set up by an Act of Parliament as a subsidiary of RBI



Architect of Indian Financial Sector

- Played a key role in providing project finance over four decades India's No.1 Developmental Financial Institution (DFI)
- Policy bank for the Government of India in the area of industrial and infrastructure development
- Institution builder
 - ▶ Two of the existing DFIs EXIM Bank and SIDBI were carved out of IDBI
 - ▶ Helped in developing a new generation of entrepreneurs through establishment of Entrepreneurship Development Institute of India (EDII) and Technical Consultancy Organizations (TCOs)
 - ▶ IDBI Bank is a promoter of the following institutions



Electronic Stock
Exchange
(5.0% stake)



Funding Institution for MSMEs (19.2% stake)



National Securities
Depository Limited
Securities
Depository
(30.0% stake)



NSDL E-Governance Infrastructure Limited E-Governance (30.0% stake)



Asset
Reconstruction
Company
(19.2% stake)



Rating Agency (5.5% stake)



North Eastern
Development
Finance Corporation
For development of
North-East Region
(25.0% stake)



A bank to Finance Export Import (Equity Holding with GOI)



Stock Holding
Corporation
of India Limited
Depository
Participant,
E-stamping etc.



- 1. The shareholding of IDBI Bank in the above mentioned entities is as of March 31, 2015
- . IDBI Bank does not hold shares of EXIM Bank and Stock Holding Corporation of India Ltd as on March 31, 2015



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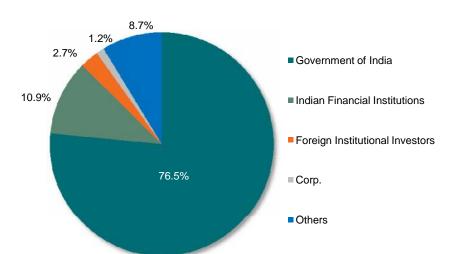
Key Considerations



Strong Government Support

Shareholding as on September 30, 2015

[%]



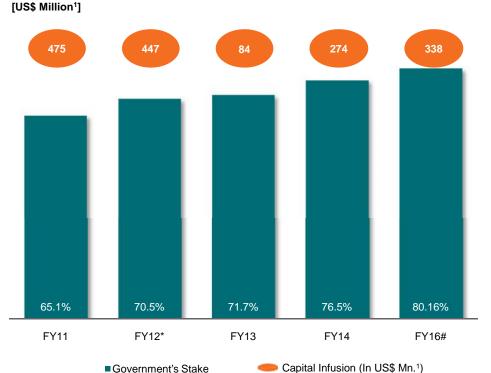
Majority Government ownership

Minimum Government shareholding at 51.0% [Memorandum and Articles of Association]

Demonstrated Government support

- ▶ Govt. stake increased from 65.1% in FY11 to 76.5% in FY14 by total equity infusion amounting to US\$ 806 Mn¹ & conversion of Tier I bonds into equity
- ▶ Govt. has recently infused US\$ 335 Mn¹ for FY16, consequently the shareholding of GoI has risen to 80.16%.
- Board of Directors comprises eminent personalities from diverse fields
 - ► Two full time directors appointed by GoI (MD & CEO and one Deputy Managing Director)
 - One key Government official from Finance Ministry and four independent directors

Sustained Government support



- * Infusion of fresh equity capital to the extent of US\$ 122 Mn¹ and conversion of Tier I Bonds of US\$ 319 Mn¹ into equity
- # Increase in Government's stake due to infusion of fresh equity capital



Board of Directors

	Name and Designation	Occupation/ Experience
	Shri. Kishor P Kharat MD& CEO	 Over 30 years of banking experience across all key banking segments and holds Graduate degree in Commerce, CAIIB and Law Dealt with various verticals of banking including credit, international business, information technology and general administration both in India and abroad Prior to joining IDBI, he was Executive Director of Union Bank of India He is also Chairman of the board of IDBI Capital Market Services Limited, IDBI Trusteeship Services Ltd, IDBI Asset Management Ltd, IDBI Intech Ltd. He is also Director of EXIM Bank, Chairman & Executive Trustee of Stressed Assets Stabilization Fund (SASF), President of Governing Council of Entrepreneurship Development Institute of India
	Shri. B.K. Batra Deputy Managing Director	 Over 32 years of banking experience across all major verticals He holds graduate degree in Commerce from Shriram College of Commerce, Delhi, Business Administration from FMS Delhi and CFA from ICFAI, Hyderabad He is also on the board of directors of IDBI Capital Market Services Limited, IDBI Mutual Fund Trustee Co. Limited, IDBI Intech Limited and Stressed Assets Stabilisation Fund
	Smt. Snehalata Shrivastava Government Director	 Over 30 years of experience in field of finance, telecom, highways, revenue and multilateral banks including World Bank and Asian Development Banks She is an IAS officer of 1982 batch, and is Special Secretary (FS), Department of Financial Services, Ministry of Finance Holds Post graduate degree in Geography
	Shri. S Ravi Independent Director	 Over 25 years of experience in the profession He is qualified as a chartered accountant from the Institute of Chartered Accountants, India and has also obtained a diploma in information systems audit from the same institute He was formally a Director of UCO Bank, Union Bank and BHEL.
	Shri. Ninad Karpe Independent Director	 He is MD & CEO of Aptech Ltd. He is qualified as a chartered accountant from the Institute of Chartered Accountants, India
O.	Shri. Pankaj Vats Independent Director	 Over 30 years of experience in running small scale industry He is a graduate in commerce from Shriram College of Commerce, Delhi
	Shri. G P Joshi Independent Director	 He is a former IAS officer Holds a graduate degree in science from Birla Institute of Technology and Science, Pilani, and a post graduate degree in science from Allahabad University



Pioneer in Infrastructure & Project Finance

Strong Core Competencies in Infrastructure, Project Financing and Loan Syndication

- Strong appraisal and loan syndication skills
 - Pioneer in Infrastructure financing
 - Foremost in financing PPP projects in almost every infrastructure sector
- Long standing relationship with all large Indian corporates
 - Assisted industrial units across a broad spectrum of sectors
- Completed debt syndication of about ~US\$ 41.03 billion¹ till end September, 30, 2015
- 9 Mandates under execution for debt syndication aggregating ~US\$ 1.84 billion ¹ for infrastructure and non infrastructure projects as of September, 2015.
- Committed Exposure of over ~USD 11.11 billion¹ to infrastructure projects (as on September 30, 2015)
- Member of advisory groups set up by Government of India and industry bodies for infrastructure projects

Indian	Indian Borrower Loans: Mandated Lead Arranger – 2015 ²							
No.	Underwriter	Volume [US\$ Mn¹]	Share [%]					
1	State Bank of India	17,134	50.46					
2	Axis Bank Ltd	3,735	11.00					
3	IDBI Bank Ltd	2,348	6.91					
4	Standard Chartered Bank	1,101	3.24					
5	Mizho Financial	803	2.36					

Indian Borrower Loans: Book runner– 2015 ²							
No.	Underwriter	Volume [US\$ Mn ¹]	Share [%]				
1	State Bank of India	12,181	48.48				
2	Axis Bank Ltd	3,805	15.14				
3	IDBI Bank Ltd	1,581	6.29				
4	Standard Chartered Bank	1,227	4.88				
5	Bank of India	707	2.81				

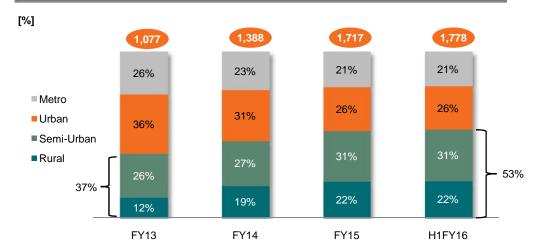


[.] Reserve Bank of India's Reference Rate for the US Dollar is Rs. 65.7418 on September 30, 2015

^{2.} Bloomberg – India Capital Market s League Table 1st 3Q 2015

Pan India Distribution Network¹

Expanding & Diversified Distribution of Branch Network*



^{*}includes one Overseas Branch

ATMs	1,702	2,301	3,000 ⁴
Employees	15,465	16,438	16,555

Reach

- Large Customer Base
 - Large Corporate customer base
 - Long standing relationships with India's top corporate groups
 - Large Retail customer base
- Internet, Tab, Point of Sale and Mobile banking
- Network of²: RAC (75); CCU (29); RPU (6); CC (11); E-lounges (13)



International Operations

- One overseas branch at DIFC, Dubai
- International Banking Unit (IBU) at GIFT, Gujarat (RBI approval in place)
- Global Expansion Plans, particularly in Singapore and Shanghai
- Increasing branch network in rural/ semi urban areas with progressive use of alternate channels (e-lounges, kiosks, Business correspondents, Business facilitators etc.)

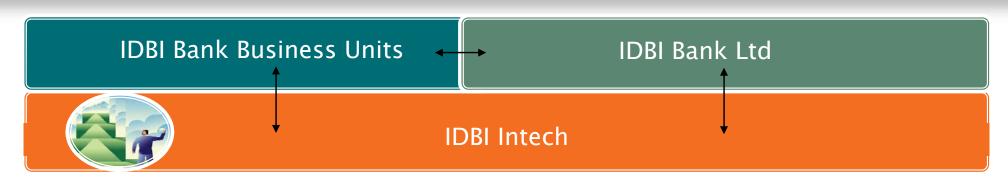
Young workforce (Average age of 33 years) leading the Bank's Expansion Drive

Note:

- As at end- September 2015
- RAC: Retail Asset Centre; CCU: Currency Clearing Units; RPU: Regional Processing Unit; CC: Currency Chests
- 3. Map not to scale
- Map not to scale
 As on April 6, 2015



IDBI Intech - Backbone of IDBI Group's IT function











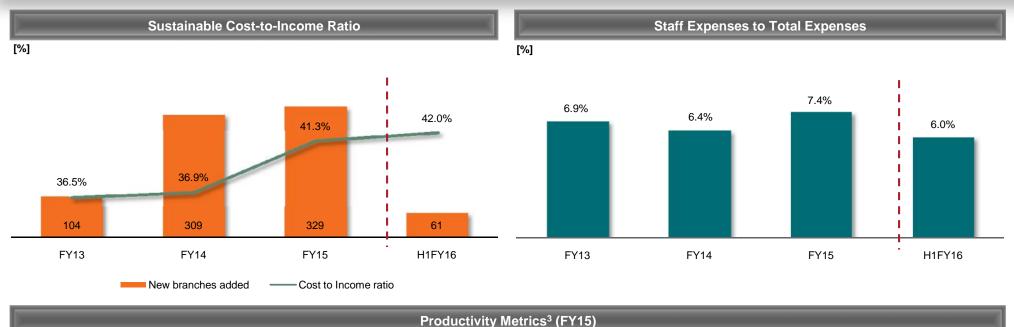




✓ "Skoch Order-of-Merit" Award for Abhay Card App during FY 2015-16. ✓ "Banking Frontier's Finnoviti Award" for IDBI Samriddhi portal for innovation



High Productivity







- 1. Business = Advances + Deposits
- 2. Reserve Bank of India's Reference Rate for the US Dollar is Rs. 65.7418 on September 30, 2015
- 3. Nationalized Banks: Source: RBI



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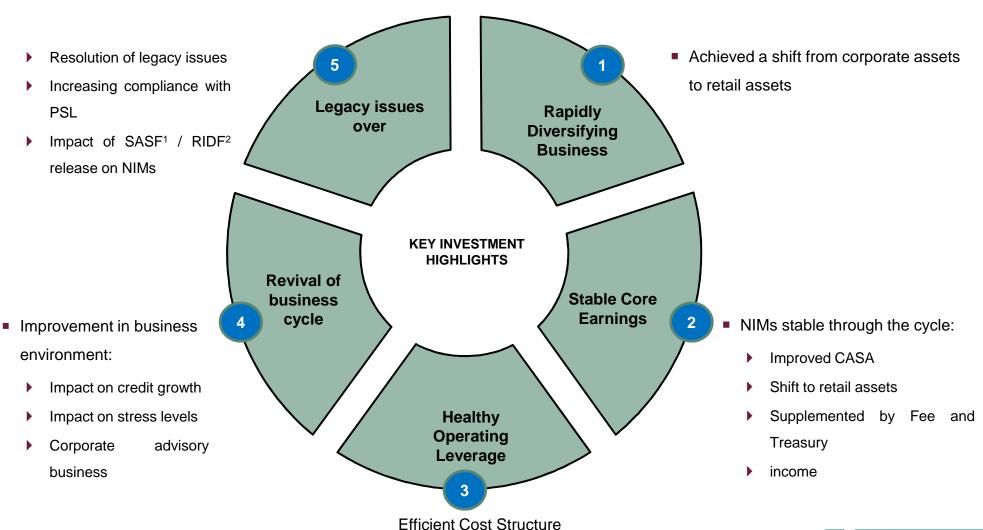
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Key Financial Matrices

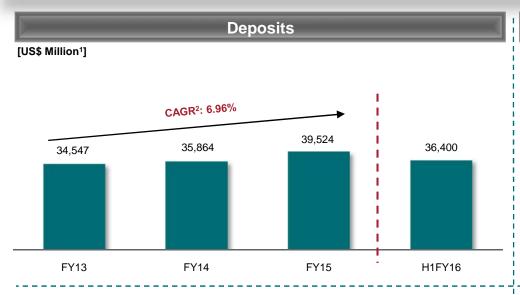
Well Geared To Chart A New Course

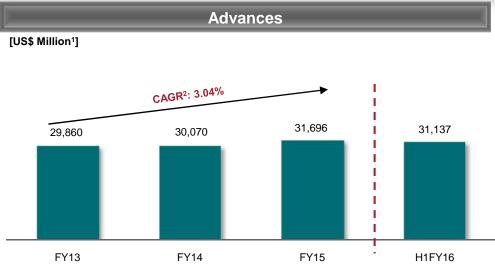


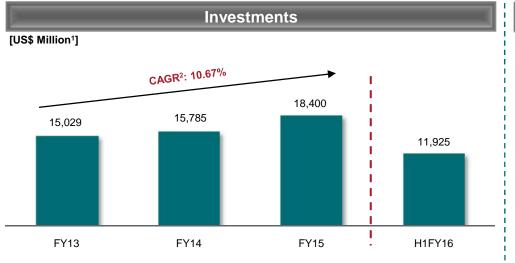
Notes:

- 1. SASF = Stressed Asset Stabilization Fund
- RIDF = Rural Infrastructure Development Fund

Steady Growth in Overall Business







Key Underpinnings

- Reduced dependence on bulk deposits
- Rebalancing the advances mix between corporate and retail clients
 - Rebalancing strategy supported by network expansion
 - Retail focus and network expansion contributing to PSL³
- PSL³ increased from 27.8% in Q2FY15 to 34.8% in Q2FY16 of ANBC⁴
- Impact of revision in PSL³ guidelines on RIDF

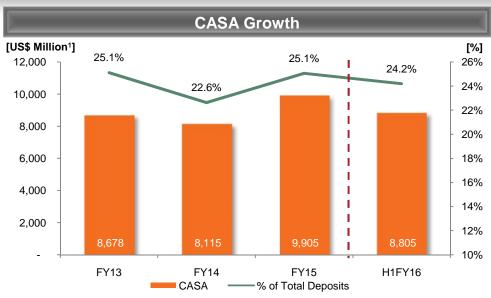
3 Rs - Rebalance, Repositioning and Resources focus

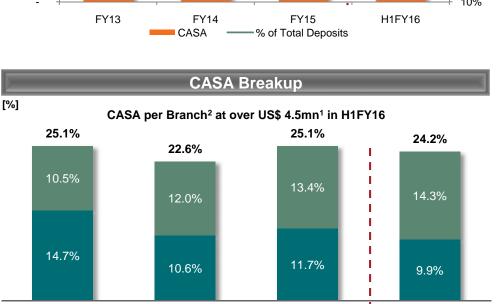
Notes:

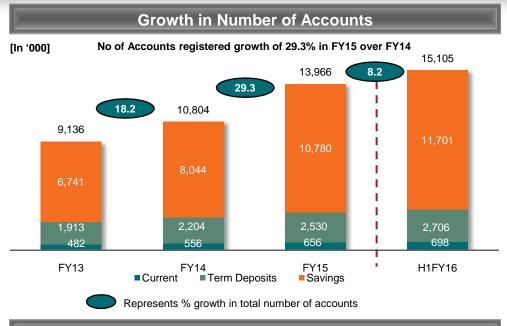
- . Reserve Bank of India's Reference Rate for the US Dollar is Rs. 65.7418 on September 30, 2015
- 2. CAGR: Compounded Average Growth Rate from FY13- FY15
- 3. PSL: Priority Sector Lending
- ANBC: Adjusted Net Bank Credit



Rebalancing the CASA Profile







CASA Growth Strategy

- CASA growth is in line with the Bank's Rebalancing strategy further driven by network expansion
- CASA for the Bank grew at 21.9% y-o-y in FY15 vs. 9.1%³ for Nationalized Banks
- BC, BF, e-Lounges, etc are low cost modes for increasing CASA
- Steadily increasing Average CASA and Average Total Deposits
- Introduction of "Flexi Current Account", opening of accounts online

Note:

Reserve Bank of India's Reference Rate for the US Dollar is Rs. 65.7418 on September 30, 2015

FY14

■ Savings Account

FY15

■ Current Account

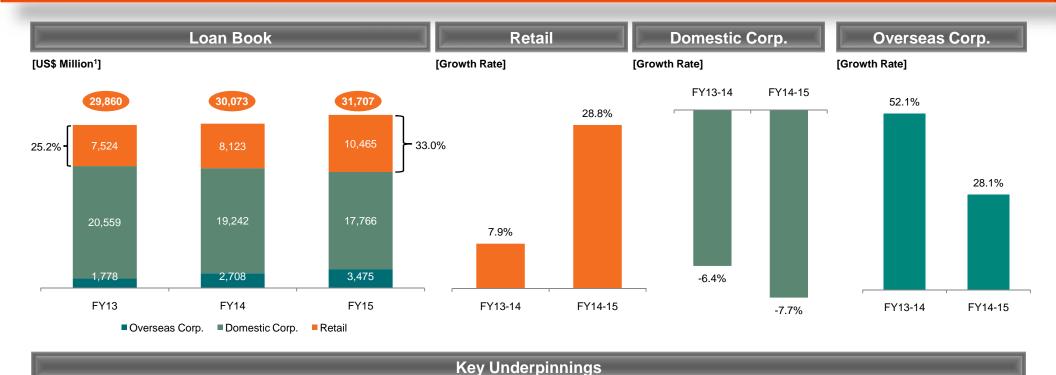
H1FY16

- CASA per Branch = Total CASA/ Total Branches
- 3. Source RBI

FY13



Diversified Loan Book & Risk Management

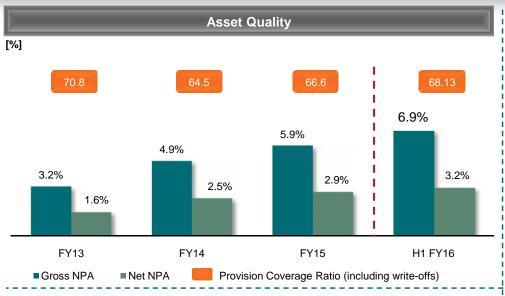


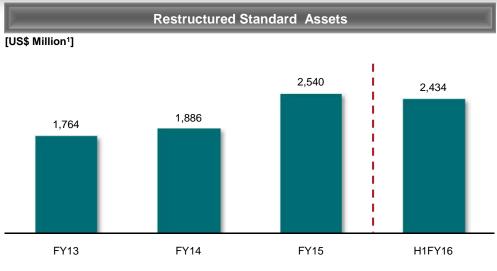
- Focus on maintaining a quality SRA² portfolio
- Targeting Retail and PSL expansion through Retail Banking Group and a rapidly expanding distribution network
- Key focus on Home Loans
- Financing agricultural, rural and MSME sectors provides diversification benefits and stability to earnings
- Merger of Priority Sector Group with Retail Banking Group to speed up PSL credit delivery



^{1.} Reserve Bank of India's Reference Rate for the US Dollar is Rs. 65.7418 on September 30, 2015

Asset Quality





Sector-wise NPAs ²

[US\$ Million1]

S No	Sector	Gross NPA	GNPA % of Outstanding Sectoral Advances
1	Agri And Allied Activities	201.1	11.11
2	Industry	1,480.0	8.79
3	Services	313.3	7.79
4	Personal Loans	64.6	1.27
5	Others	185.7	3.95
	Grand Total	2,244.8	6.92

Sector-wise Restructured Standard Assets²

[US\$ Million¹]

S No	Sector	Standard Assets
1	Infrastructure	761.8
2	Electricity Generation	339.2
3	Electrical Machinery	190.0
4	Ship Building	177.4
5	Metal Industry	153.5
6	Sugar	93.4
7	Glass Manufacturing	81.7
8	Textiles	68.1
9	Telecommunications	56.3
10	Pharmaceuticals	51.7
11	Others	464.5
	Total	2,437.6

Note:

- . Reserve Bank of India's Reference Rate for the US Dollar is Rs. 65.7418 on September 30, 2015
- 2. As at end- September 2015



Asset Quality | NPA Movement

[US\$ Million¹]

Parameters	FY13	FY14	FY15	Q4FY15	Q1FY16	Q2FY16
Gross NPAs: Opening Balance	692.3	981.1	1,515.0	1,846.6	1,929.5	2,146.6
Add: Slippages	416.8	867.9	928.0	352.7	245.5	208.8
Less: Deductions						
1.Write Off	58.3	211.9	244.7	130.8	0.2	63.9
2.Upgradation	31.5	5.6	92.5	37.7	13.5	28.7
3.Recoveries	38.2	116.5	176.3	101.5	14.8	17.9
Total Deductions	127.9	334.0	513.5	270.0	28.4	110.6
Gross NPAs	981.1	1,515.0	1,929.5	1,929.5	2,146.6	2,244.8

Key Underpinnings

- Reduction in slippages in past three quarters
- Upgradations have increased y-o-y in FY15
- Pace of recoveries has increased

Strategies for managing NPAs

- Pro-active Monitoring of NPAs, dedicated NPA
 Management Group
- One Time Settlements/ Negotiated Settlements (OTS/NS)
- Enforcement action under the SARFAESI Act
- Resolution through Debts Recovery Tribunal (DRT)
- Sale to Asset Reconstruction Companies (ARCs)



Strong Corporate Governance & Risk Oversight

Audit Committee	Business Review Committee	Customer Service Committee	Executive Committee	Frauds Monitoring Committee	HR Steering Committee	Information Technology Committee	Recovery Review Committee		Stake holders' Relationship Committee
Oversees the Bank's financial reporting process and the disclosures of its financial information to ensure that the financial information is correct, sufficient and credible	Constituted to have focused discussion in review and reporting items and items for information submitted to the Board	Looks in to customer grievances and effectively services customers in the retail banking segment	Takes into account the matters including approvals of loans and advances	Detects, monitors & address frauds	Deals with the matters related to human resources	Puts in place an effective technology platform in the Bank	Reviews NPAs, stressed accounts, writto n-off cases, OL cases, DRT cases, etc	Assesses various risks associated with the bank's business, their mitigation and also addresses the issues related to asset liability mismatch	Looks into redressal of stakeholders' & investors' grievances

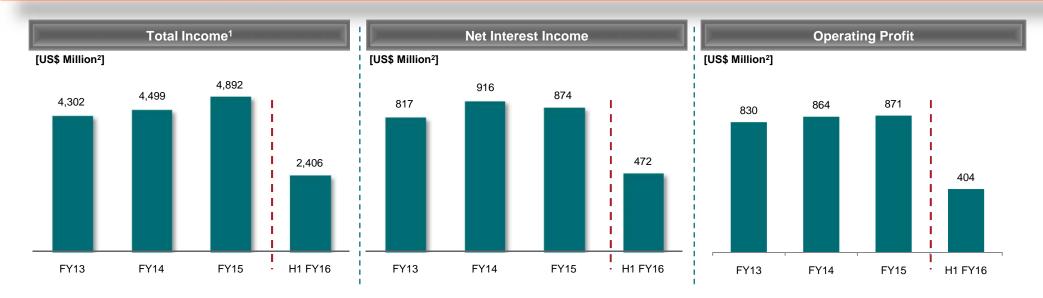


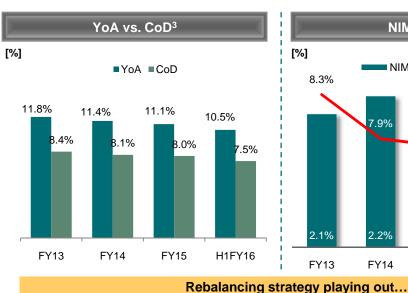
- Credit risk managed & monitored by
 - ▶ In-house rating models
 - Committee based loan approvals
 - Exposure limits

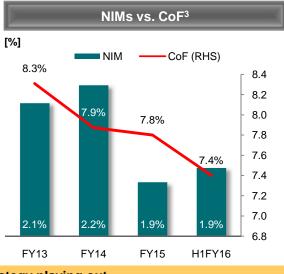
- Broad-based decision making process through Internal Committees
 - Credit Committee and Investment Committee set up with appropriate Delegation of Powers
 - ▶ Empowerment across levels for effective credit delivery



Operational Metrics







Maturity Profile	Advances	Borrowings	Deposits
Upto 6 months	3,168	2,615	15,658
> 6 months to 1 year	1,787	190	3,588
> 1 years to 3 years	12,256	1,559	11,541
> 3 years to 5 years	4,575	1,898	2,084
> 5 years	9,343	3,324	3,524
Total	31,131	9,586	36,395

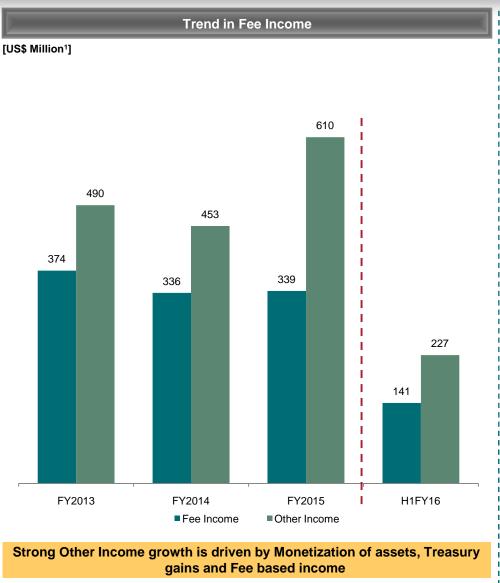
Maturity Profile (US\$ Million2)

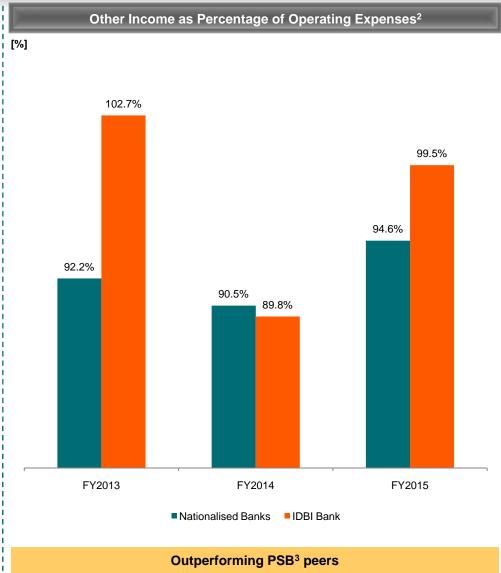
RSL⁴ maturing faster than the RSA⁴ have a positive impact in the falling interest rate scenario

Notes

- I. Total Income = Interest Income + Other Income
- 2. Reserve Bank of India's Reference Rate for the US Dollar is Rs. 65.7418 on September 30, 2015
- 3. YoA: Yield on Advances; CoD: Cost of Deposits; NIM: Net Interest Margin; CoF: Cost of Funds
- RSL: Rate Sensitive Liabilities; RSA: Rate Sensitive Assets

Fee Income & Other Income





Notes:

- 1. Reserve Bank of India's Reference Rate for the US Dollar is Rs. 65.7418 on September 30, 2015
- 2. Source: Indian Bank's Association (IBA) Key Statistics
- 3. PSB: Public Sector banks
- Al PSBs: Data for 27 Public Sector Banks provided by IBA Key Statistics



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A. Indian Economy & Banking Sector: Industry Dynamics

B. IDBI Bank: Overview & History

C. IDBI Bank: Key Considerations

D. Performance Indicators

E. Growth Strategy



Shift in Focus to Leverage Core Strength

Story so far

- □ Developed important financial institutions including
 SIDBI, CARE, EXIM
 Bank, NSE, NSDL, CCIL, NeDFI, SHCIL etc.
- Forayed into commercial banking through merger of its subsidiary IDBI bank in Oct 2004
- Developmental role diluted and stiff competition with established commercial banks, both PSBs & Pvt.
 Banks
- □ Difficulty in catching up with the pace of regulatory requirement of meeting PSL sub-targets by growing its asset base
- Adopted the strategy of consolidation and calibrated business growth in last couple of years

Way ahead

- ✓ Indian economy is one of the fastest growing economies in the world
- ✓ Bank would leverage its core competencies i.e., Project Appraisal, Loan Syndication and Underwriting
- Transform the domestic operations as its two broad pillars i.e., Wholesale Banking segment and Retail Banking segment
- Further strengthen the Retail Franchise



Multipronged Growth Strategy

Leveraging the "IDBI" Brand

Leveraging Wholesale Banking Franchise

Grow Retail Banking Business

Presence across the Value Chain

Leveraging intra-group synergies

Forging alliances and providing third party services









Thank You









Annexures

Standalone Financials

Balance Sheet Summary						
				[US\$ Million ¹]		
Balance Sheet	FY13	FY14	FY15	H1 FY16		
Cash & Balance with RBI	1,603.2	1,933.3	1,983.5	1,767.5		
Balances with Bank & Money at Call & Short Notice	1,122.6	625.2	226.6	1,096.7		
Investments	15,028.5	15,784.5	18,399.3	11,927.0		
Advances	29,860.8	30,070.7	31,696.7	31,130.9		
Fixed Assets	445.7	453.3	465.5	474.6		
Other Assets	1,035.9	1,175.8	1,384.2	5,086.6		
Total Assets	49,096.6	50,042.7	54,155.8	51,483.2		
Paid-up Capital	202.3	243.4	243.4	243.4		
Reserves & Surplus	3,027.0	3,352.5	3,454.4	3,489.4		
Employee Stock Option (grants) outstanding	0.0	0.0	0.0	0.0		
Deposits	34,547.3	35,863.0	39,524.3	36,396.9		
Borrowings	10,010.4	9,149.4	9,405.0	9,584.5		
Other Liabilities & Provisions	1,309.7	1,434.4	1,528.7	1,769.0		

49,096.6

50,042.7

Source: IDBI Bank Annual Reports and Half Yearly Results ended September 30, 2015.



54,155.8

Total Liabilities

51,483.2

Standalone Financials

Profit and Loss Summary					
				[US\$ Million ¹]	
Income Statement	FY13	FY14	FY15	H1 FY16	
Interest Earned	3,812.5	4,045.8	4,282.5	2,179.9	
Interest Expended	2,995.2	3,129.8	3,408.8	1,707.4	
Net Interest Income	817.3	916.0	873.7	472.5	
Other Income	489.8	453.1	609.7	226.0	
Operating Income	1,307.1	1,369.0	1,483.4	698.5	
Operating Expenses	476.7	504.9	612.5	294.3	
Operating Profit	830.4	864.1	870.8	404.2	
Net Profit	286.3	170.5	132.8	38.8	
	Key Ratios (Standalone	e)			
	FY13	FY14	FY15	H1 FY16	
Net Interest Margin	2.1%	2.2%	1.9%	1.9%	
Cost Income Ratio	36.5%	36.9%	41.3%	42.1%	
Gross NPA Ratio	3.2%	4.9%	5.9%	6.9%	
Net NPA Ratio	1.6%	2.5%	2.9%	3.1%	
Return on Assets	0.7%	0.4%	0.3%	0.2%	
Return on Equity	10.4%	5.6%	3.9%	2.2%	

Source: IDBI Bank Annual Reports and Half Yearly Results ended September 30, 2015.



^{1.} Reserve Bank of India's Reference Rate for the US Dollar is Rs. 65.7418 on September 30, 2015