



ICICI Group:

Performance & Strategy

June 2015

Certain statements in these slides are forward-looking statements. These statements are based on management's current expectations and are subject to uncertainty and changes in circumstances. Actual results may differ materially from those included in these statements due to a variety of factors. More information about these factors is contained in ICICI Bank's filings with the US Securities and Exchange Commission.

All financial and other information in these slides, other than financial and other information for specific subsidiaries where specifically mentioned, is on an unconsolidated basis for ICICI Bank Limited only unless specifically stated to be on a consolidated basis for ICICI Bank Limited and its subsidiaries. Please also refer to the statement of unconsolidated, consolidated and segmental results required by Indian regulations that has, along with these slides, been filed with the stock exchanges in India where ICICI Bank's equity shares are listed and with the New York Stock Exchange and the US Securities and Exchange Commission, and is available on our website www.icicibank.com

Indian economy & banking sector

Key drivers of growth

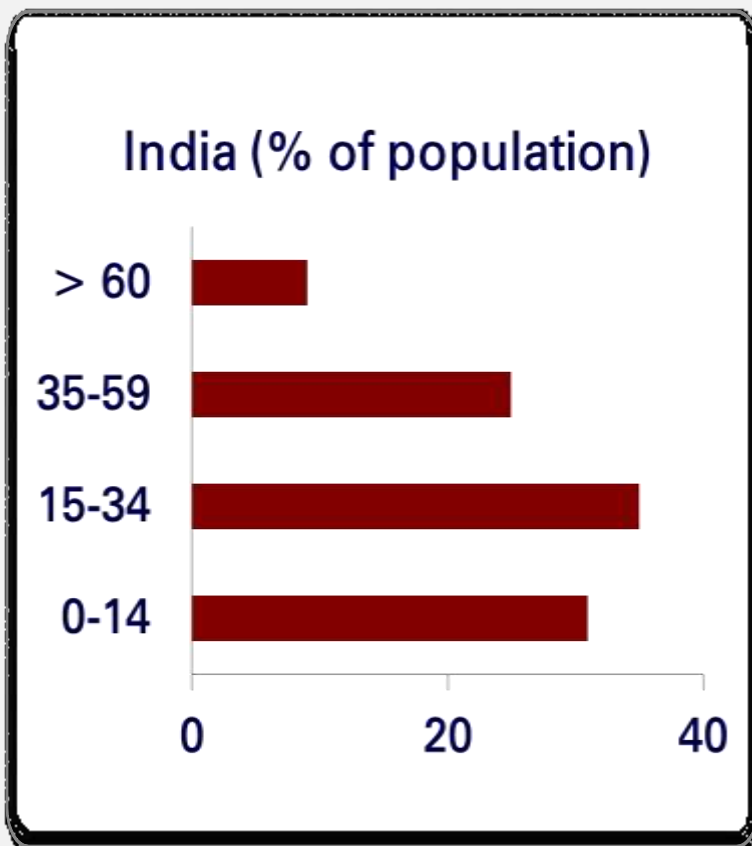
Favourable demographics

Healthy savings & investment rates

Rising per capita income

High potential for infrastructure development

Favorable demographic profile



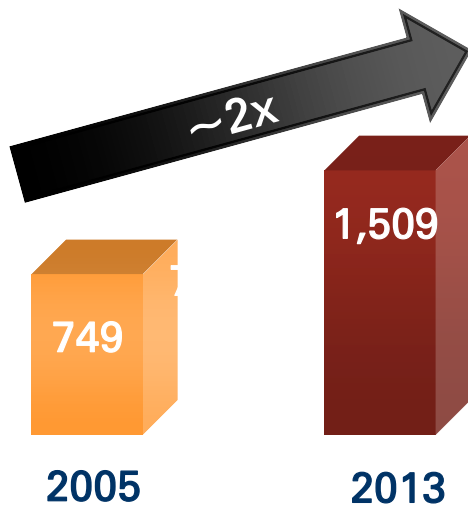
A young population with median age of 25 years

- Rising share of working age population
- Addition of around 12 million to the workforce every year for next five years
 - Working age population to exceed 50% of total population in 2025

Dependency ratios to remain low till 2040

Strong domestic demand

Per Capita GDP (USD)

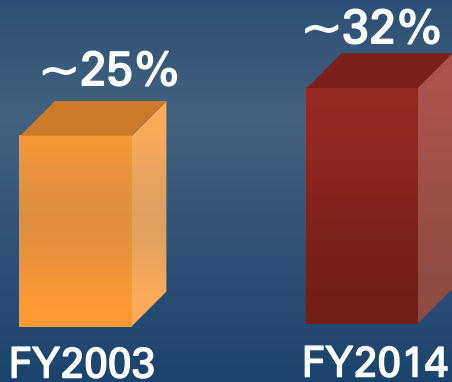


Rising per capita GDP accelerating domestic demand

Healthy private consumption driven by favourable demographics and rising income levels

Healthy savings & investment rate

Investment rate



Savings & investment rates
continue to be in excess of 30%

Under penetrated sector

Growth potential

- Bank credit / GDP: ~59%
- Retail credit / GDP: ~10%
- Mortgage / GDP: ~5%

Funding profile

- High proportion of deposit funding
- Conservative equity to assets

Asset profile

- 21.5% of net demand and time liabilities (NDTL) invested in government securities
- 4.00% of NDTL as cash reserve ratio with RBI
- Domestic oriented balance sheets

Conservative regulatory framework

Capital adequacy

- Average capital adequacy for the system ~13%
- Implementation of Basel III in FY2014
 - Capital requirements 1% higher as compared to BCBS

Asset classification

- From April 1, 2015 loan restructurings will lead to the asset being classified as non-performing, other than for project loans

ICICI Bank: an overview

Largest private sector bank in India in terms of total assets

Tier I capital adequacy of 12.78% at March 31, 2015 as per RBI's guidelines on Basel III norms

Diversified loan portfolio

Large customer base

Global presence in 17 countries (including India)

Investment grade ratings from Moody's and S&P

ICICI Bank: focus & objectives

Balance sheet strength

- Robust funding profile
- Diversified loan mix with increasing share of retail

Profitability improvement

- Granular & stable income streams
- Efficiency of operations

Achieved sustained improvement in return ratios

Balance sheet strength

- Robust funding profile
- Diversified loan mix with increasing share of retail
- *Leverage capital for growth*

Profitability improvement

- Granular & stable income streams
- Efficiency of operations
- *Normalisation of credit costs*

Focus on improvement in return on equity

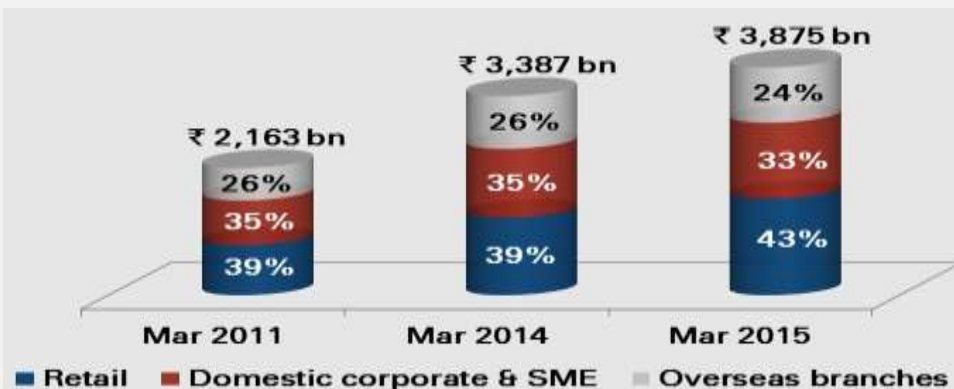
Healthy balance sheet growth

Robust funding profile



- ~17% CAGR in CASA deposits since Mar 2009
- Retail deposits as % of domestic deposits increased from ~50% at Mar 2009 to ~76% at Mar 2015

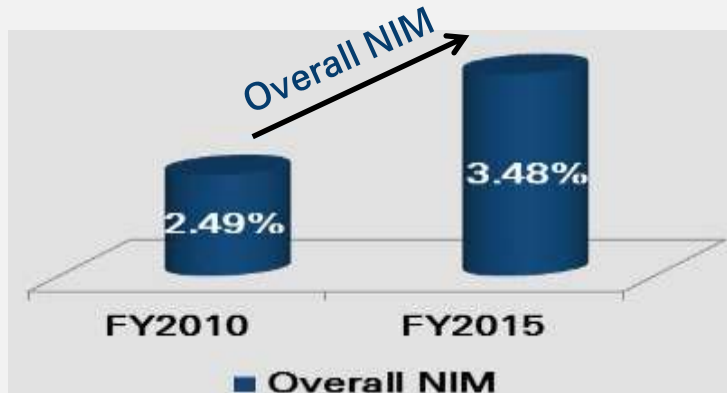
Diversified loan mix



- ~16% CAGR in domestic loans since Mar 2011
 - ~20% CAGR in retail loans since Mar 2012

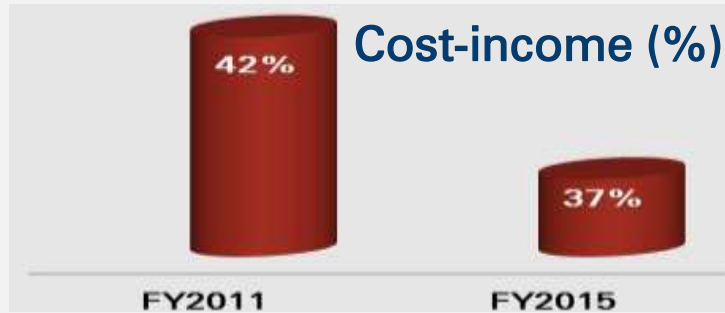
Strong core operating performance

Granular revenue streams



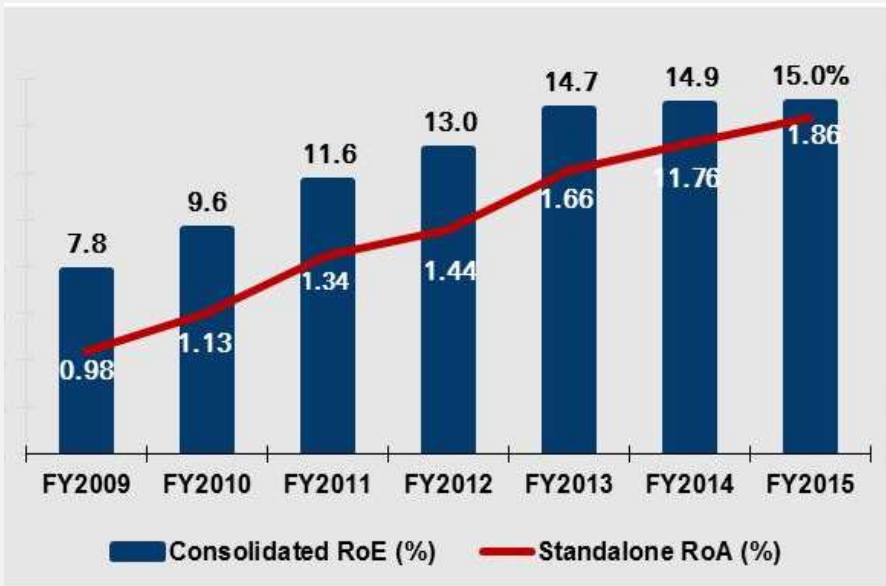
- Margin improvement driven by focus across businesses
 - Domestic margins improved by ~100 bps since FY2010
 - Overseas margins improved from 0.41% in FY2010 to 1.65% in FY2015

Improvement in operating efficiency



- Costs contained while continuing scale up in distribution & investments in technology

Sustained improvement in return ratios



- About 90 bps improvement in Standalone RoA over FY2009
- Consolidated RoE improved from less than 8% in FY2009 to 15.0% in FY2015

Driven by focused execution of articulated strategy

Operating performance remained robust; healthy funding profile and strong retail portfolio growth maintained

NII grew by 16%

**Non-interest income
grew by 17%**

- NIM improved by 15 bps to 3.48%
- Retail fee growth remained healthy
- ~20% growth in dividend income

Operating efficiency

- Cost-to-income ratio improved from 38.2% in FY2014 to 36.8% in FY2015

Slippages from restructured loans increased given prolonged economic weakness & slow recovery

₹ billion	FY2014	FY2015
Gross NPA additions	45.40	80.78
Less: slippages from restructured loans	7.27	45.29
New NPA formation	38.13	35.49
Restructuring additions	66.33	53.94
New NPA formation and restructuring	104.46	89.43

Aggregate new NPA formation and restructuring additions lower than FY2014

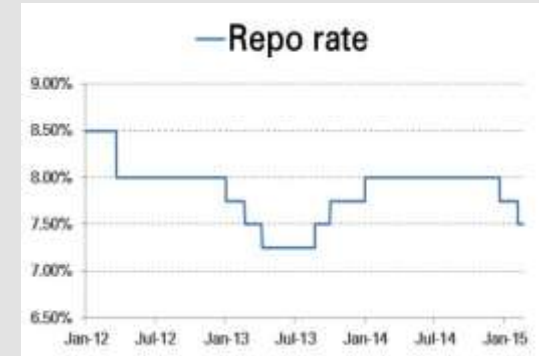
Standalone RoA improved by 10 bps to 1.86% despite higher credit costs

Consolidated RoE at 15.0%

Looking ahead

Renewed optimism regarding India's growth prospects

Signs of improvement in economic indicators



- However, positive trends in private sector cash flows & investments yet to be seen

- Inflation eased from 8.5% in April 2014 to 5.2% in March 2015

- RBI initiated policy rate reduction; Repo rate cut by 50 bps to 7.5%

Revival in economic growth will present several opportunities

Focus on manufacturing, infrastructure & urbanisation

Opportunities across all financial services businesses

Rising incomes & positive demographics

Continued opportunities for retail financial services

Buoyancy in markets & capital flows into India

Opportunities for insurance, asset management, securities & private equity



Spanning the spectrum of financial services

Strong franchise across business segments



- Strong and growing retail franchise
- Well established corporate franchise along with overseas presence



- Sustained private sector market leadership
- RoE > 30%



- Sustained private sector market leadership
- RoE ~ 20%



- Improved market position
- Strong fund performance

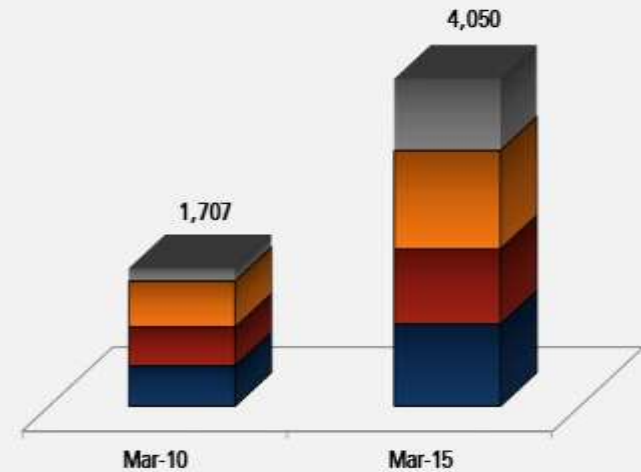


- Strong franchises capitalising on favourable markets
- Focus on profitability

Extensive geographical presence



■ Metro ■ Urban ■ Semi Urban ■ Rural



~52% of branches in semi-urban and rural areas

Supplemented by
~12,450 ATMs

Leadership in technology

Key initiatives: focus on customer experience



24*7 Touch Banking branches



Refreshed & intuitive internet banking website



Rich mobile banking app



India's First Digital Bank

e-wallet for all - whether customer or not



Banking on Social media

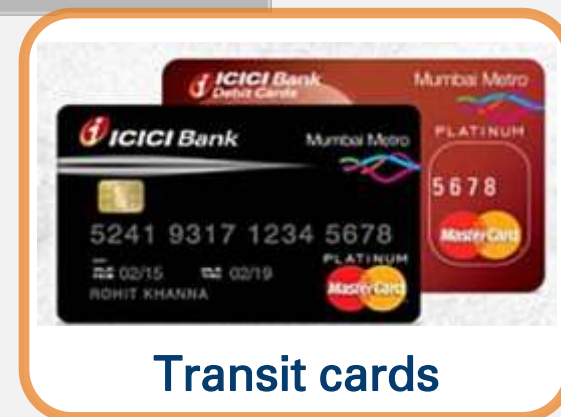


Leadership in technology

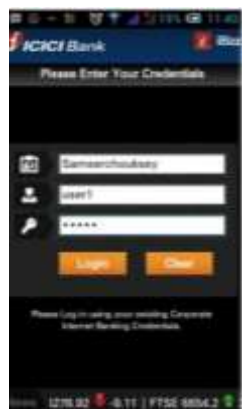
Key initiatives: focus on payments



Contactless cards



Transit cards



i-Bizz

Trade online

FX online



Corporate clients

Dedicated solutions for government clients

e-Auction

Strong capital position

Standalone capital

17.02%



12.78%



March 31, 2015

Consolidated Basel III total capital adequacy ratio at 17.20%, Tier 1 ratio at 12.88% at March 31, 2015

Sustain strong funding profile

Focus on leveraging investments made so far

Expanded branch network

Significant investments made in technology

Focus on sustaining average CASA ratio in 38-40% range

Sustain domestic loan growth of 3-4% higher than banking system

Continue focus on diversification & granularity

Retail assets: segment wise priorities

Home loans

- Sustain momentum while maintaining healthy mix

Vehicle loans

- Auto: Focus on improving profitability
- CV: Recovery in economic activity to provide push

Business banking loans

- Focus on scaling up growth; closely linked to current account deposits

Unsecured loans

- Continue to grow while monitoring risks

Targeting continued strong portfolio growth

Key priorities going forward

Focus on rural & semi-urban markets

Network

Branches

Gramin Branches

BCs & CSPs

Partner linkages

2,106 branches

~20 mn basic banking a/cs

Diverse product suite

~15% of retail loans

~35% y-o-y growth in FY2015

Approach to lending

Selective geographical approach

Collateral based lending

Granular portfolio

Focus on growth to continue while monitoring risks

Corporate & SME lending: selective approach to credit growth

- Focus on granular lending
- Increase lending to high rated clients
- Continued close monitoring and proactive action

International business: focus on profitability and returns

Branches

Lending primarily to Indian corporates

- Growth calibrated to global funding markets & Indian corporate credit demand
- Focus on commercial banking, including working capital lines for Indian companies abroad & MNCs engaged in trade with India
- Non-resident Indians a key customer segment

Subsidiaries

Investments reduced to <6% of net worth

- Continued focus on optimising capital
- Focus on working capital lines, trade & transaction banking products to MNCs, select local market corporates & Indian companies abroad

Sustained focus on strengthening franchise

Achieved significant improvement in balance sheet & operating parameters

2009 onwards

Driving structural improvements

Scaled up retail business; continued investments in distribution & technology

2011 onwards

Focus on growth; enhancing franchise

In summary: key priorities

Continue to expand retail franchise

Maintain technology leadership

Sustain operating efficiency

Selectively grow corporate portfolio with focus on
granularity & higher rated clients

Improve capital efficiency

Focus on profitability of subsidiaries & return on capital

**Targeting
higher
consolidated
RoE**

Thank you