



ICICI Group: Strategy & Performance

May 2012

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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



Agenda

ICICI Bank: strategy & execution

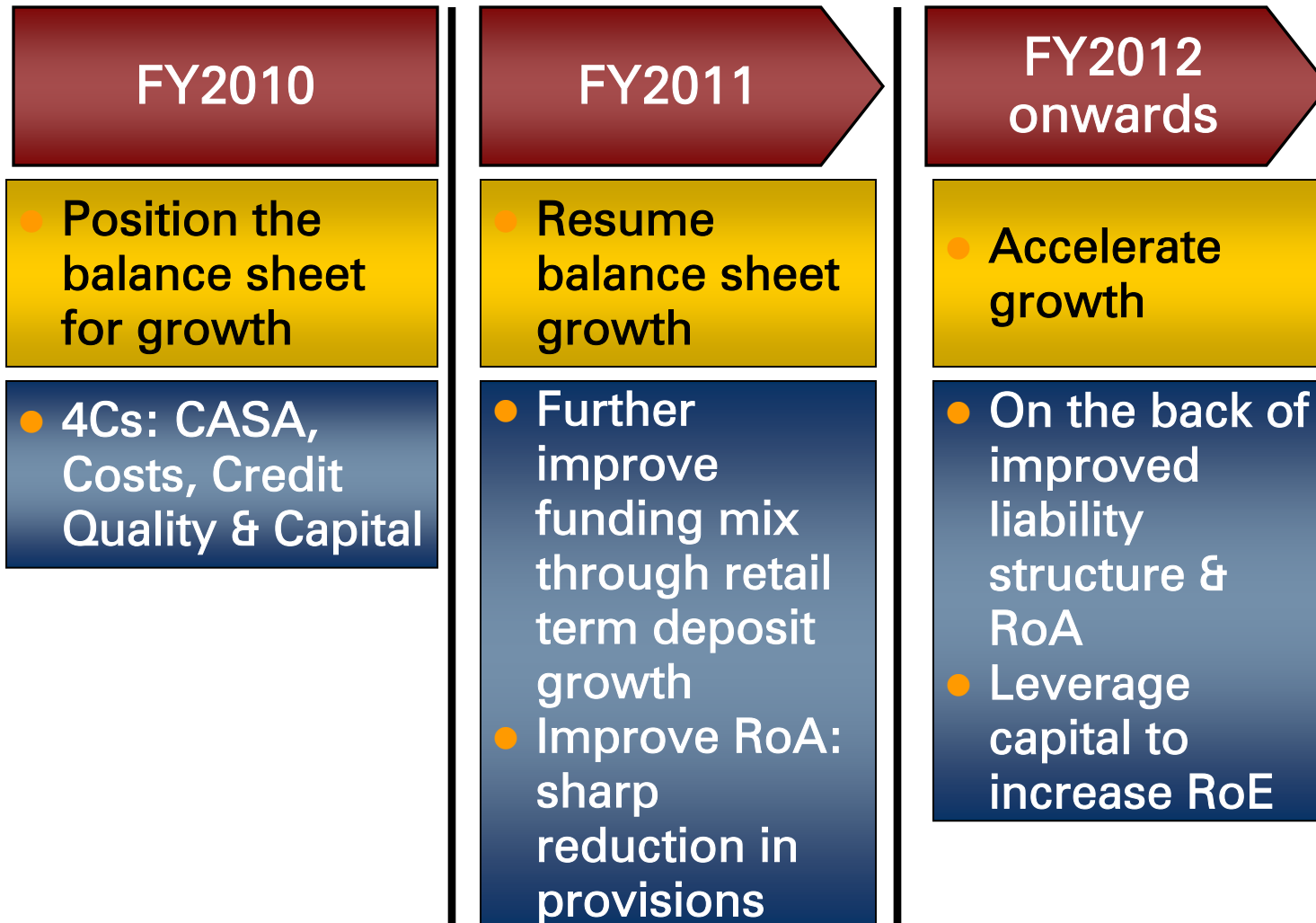
Operating environment

Strategy going forward

Financial results



Our strategic path



Based on long-term growth outlook for the Indian economy



Progress against strategy: funding profile

Improvement in funding profile

₹ in bn	March 31, 2009	March 31, 2012	CAGR
Savings deposits	410.36	760.46	23.8%
Current account deposits	216.32	349.73	17.4%
CASA ratio	28.7%	43.5%	

Among the top CASA franchises in India today



Progress against strategy: asset quality

Strengthening asset quality

₹ in bn	FY2010	FY2012	Change
Provisions	43.87	15.83	-63.9%
Unsecured retail / domestic loans	4.9%	1.4%	
Net NPA ratio	1.87%	0.62%	
Provisioning coverage	59.5%	80.4%	

Net NPA ratio well below industry average



Progress against strategy: efficiency improvements

Significant improvement in operating efficiency

₹ in bn	FY2008	FY2011	FY2012
Operating expenses	79.72	65.38	78.08
Cost/income	50.0%	41.9%	42.9%
Cost/average assets	2.2%	1.7%	1.8%

Despite significant scale up in branch network from 1,262 at March 2008 to 2,752 at March 2012

Cost ratios best in class among private sector peers



Resulting in improvement in profitability

	FY2009		FY2012
Standalone RoA	0.98%	→	1.50%
Standalone RoE	7.7%	→	11.1%
Consolidated RoE	7.8%	→	13.0%

Significant increase in return ratios; further improvement expected



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Economic conditions relatively healthy

Momentum in large economic segments maintained

- Services sector (> 60% of economy) growing at about 9%; agricultural sector (~15% of economy) growth continues at long term average levels
- Moderation in overall economic growth on account of slowdown in industrial growth
- GDP growth estimated for FY2013 at around 7.3%; among highest in the world
 - Continued consumption demand to drive growth

India continues to remain among the fastest growing economies in the world; long term fundamentals intact



Consumption drivers robust

Per capita GDP (USD)	1980	2003	2007	2011
	266	549	1,009	1,527

Upward migration of household incomes

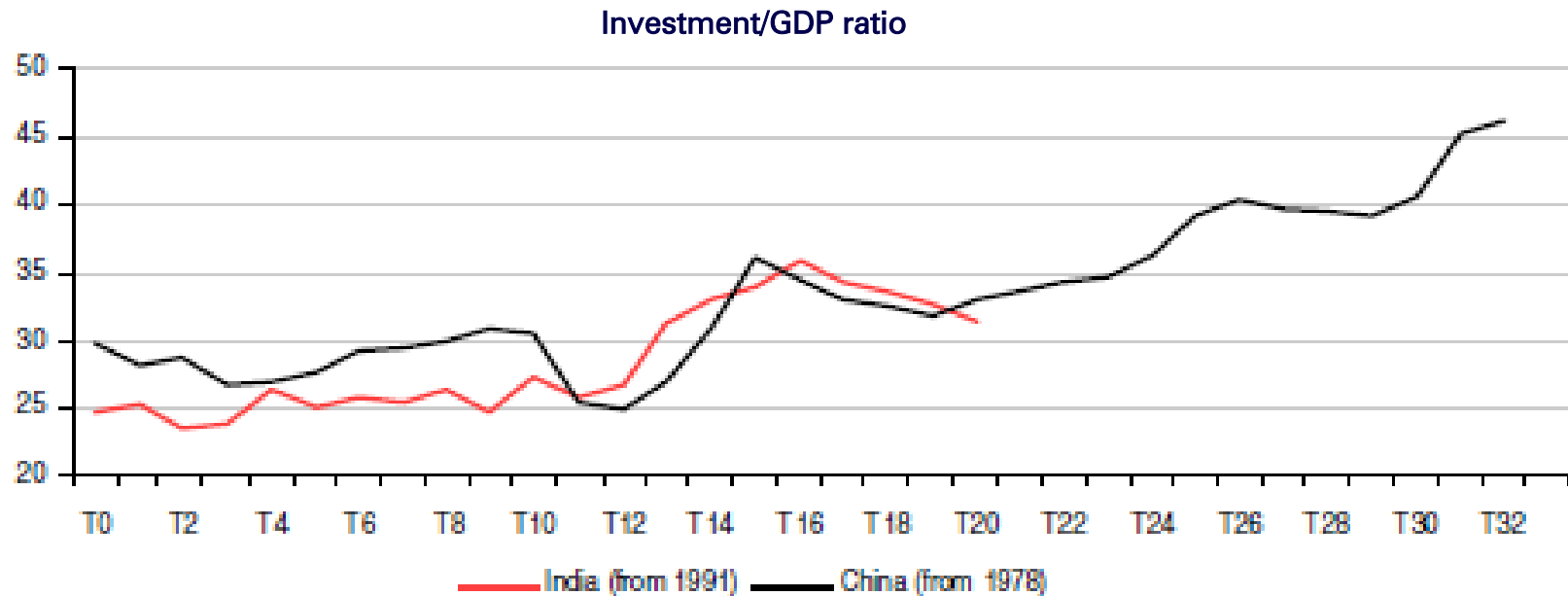
- Households with incomes of over USD 10,000 per annum to increase to ~82 million by 2018 from current ~34 million
- ~40 million households will move out of the deprived category (household income < USD 4,000 per annum)

Sustained drivers to drive consumption demand over long-term



Source: IMF, McKinsey & Co.

Investment cycle has potential to improve



- *India and China at comparable levels of investment to GDP at similar stages of reform*
- *Investments inherently viable given demand supply dynamics*
 - *Policy issues relating to investments to be addressed*



Challenges to growth

Challenges identified by RBI in its annual credit policy

- Supply bottlenecks across infrastructure, energy, minerals and labour
- Uncertain outlook for global commodity prices, especially crude oil with implications for domestic growth, inflation and current account deficit
- Elevated fiscal deficit and high fiscal slippage in FY2012
 - Large government borrowings have potential to crowd out credit to private sector
- Financing of current account deficit given projections of lower global capital flows in 2012

Source: RBI



Economic growth at healthy levels with potential to improve over the long term; 7% plus growth rates expected in near term

Outlook for banking sector in line with economic trends; 17% non-food credit growth & 16% deposit growth expected by RBI in FY2013



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*To continue focus on growth and
profitability, along with balanced approach
to risk management*



Focus on asset growth in target segments

Domestic
portfolio

- Targeting to accelerate growth to slightly above system levels
 - Driven by pick up in *retail credit*
 - Corporate credit growth likely to sustain driven by working capital demand and draw down of existing sanctions

Overseas
loans

- Growth to be calibrated to conditions in global debt markets



Retail credit as a key growth driver

Building growth momentum in targeted segments

Growth (%)	FY2012
Outstanding auto loans	14.4%
Outstanding commercial business loans	20.0%
Outstanding mortgages ¹	7.5%
Mortgage disbursements ¹	26.8%

Targeting accelerated growth in the portfolio in FY2013



1. Excluding builder finance

Focus on funding profile to be maintained

	Q4-2011	Q1-2012	Q2-2012	Q3-2012	Q4-2012
CASA ratio	45.1%	41.9%	42.1%	43.6%	43.5%

- Average CASA ratio at about 39.0%
- Strong momentum in retail term deposit mobilisation

Asset growth to be based on sustaining average CASA ratio and mobilisation of retail term deposits



Investing in enabling infrastructure

Large physical footprint

- Increased branch network to 2,752 at March 31, 2012; largest network among private sector banks
 - Supplemented by over 9,000 ATMs
- Focus on improving customer experience through segment-focused service differentiation

Continued innovation in electronic channels

- Expanding internet presence through social networking sites in addition to existing internet banking platform
- Mobile banking with wide range of services
- Enhanced ATM functionality – “Almost a Branch”

Key enablers for retail franchise already in place



Profitability: improvement in margins

	Q4- 2011	Q4- 2012	FY 2011	FY 2012
NIM	2.74%	3.01%	2.64%	2.73%
<i>Domestic</i>	3.10%	3.31%	2.98%	3.04%
<i>International</i>	0.89%	1.52%	0.88%	1.23%

- Improvement in overall NIM expected, driven by higher domestic margins; insignificant impact of securitisation losses in NII going forward
- Full year international margins to be maintained at a higher run rate as compared to last year



Fee income growth expected to be higher

Current fee trends

Retail (incl. remittances)
(~50% of total fees)

- Improvement in liability linked, third party distribution and remittance fees
- Retail asset fee to pick up with increase in lending

Corporate fees
(~50% of total fees)

- Lending linked fees have reduced as compared to FY2011; rebasing largely complete

Granular fees
(transaction banking, forex & derivatives)

- Significant momentum built in granular streams

Overall fee income growth expected to improve



Other profitability drivers

Operating expenses

- Focus on reduction in cost-to-income ratio

Provisions

- Sustaining asset quality and credit costs a key area of focus





Continued focus on growth with further improvement in RoA and RoE



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FY2012: Performance highlights

- 25.5% increase in standalone profit after tax from ₹ 51.51 bn in FY2011 (April 2010-March 2011) to ₹ 64.65 bn in FY2012 (April 2011-March 2012)
 - Net interest income increased by 19.0% year-on-year; full year NIM improved by 9 basis points to 2.73%
 - Fee income increased by 4.5%
 - 30.8% reduction in provisions to ₹ 15.83 bn
- 25.4% increase in consolidated profit after tax from ₹ 60.93 bn in FY2011 to ₹ 76.43 bn in FY2012, despite additional third party motor pool losses for ICICI General



Q4-2012: Performance highlights (1/2)

- 31.0% increase in standalone profit after tax from ₹ 14.52 bn in Q4-2011 (January-March 2011) to ₹ 19.02 bn in Q4-2012 (January-March 2012)
 - Net interest income increased by 23.7% year-on-year; net interest margin at 3.01% compared to 2.74% in Q4-2011
 - 35.8% year-on-year increase in non-interest income driven by increased dividends from subsidiaries
 - Increase in provisions on account of restructuring of exposures in Q4-2012



Q4-2012: Performance highlights (2/2)

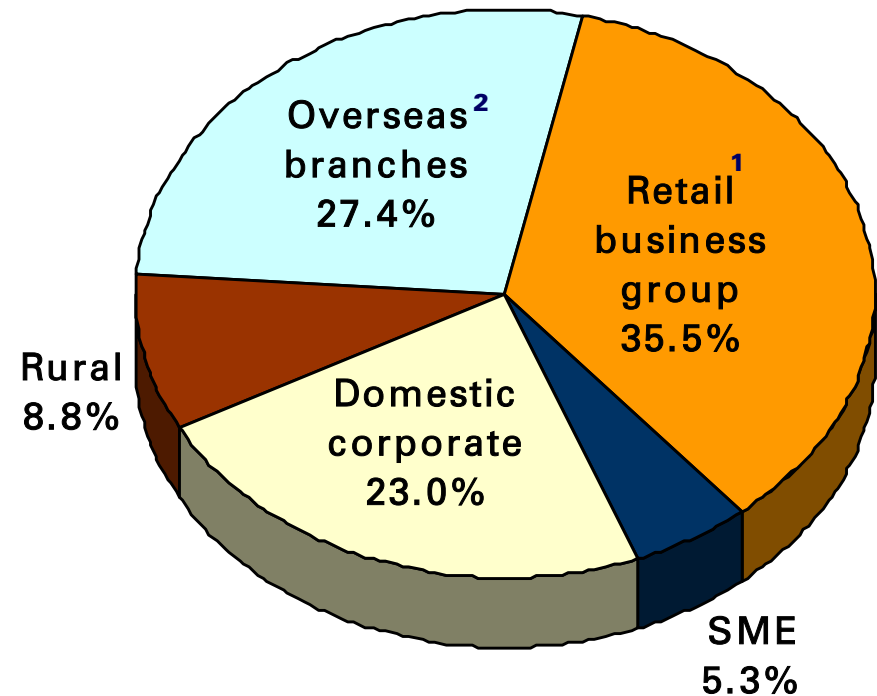
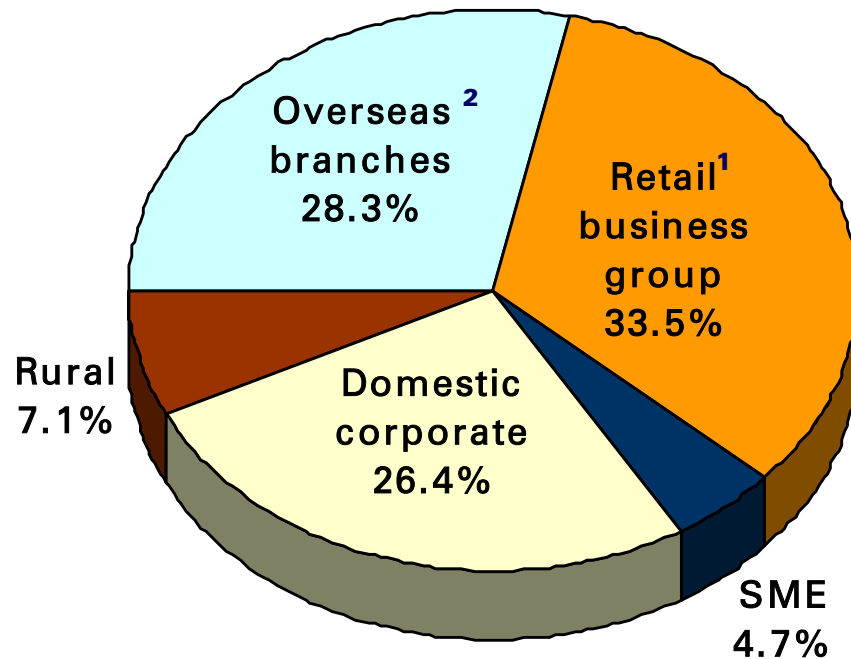
- Advances increased by 17.3% year-on-year to ₹ 2,537.28 billion at March 31, 2012
- CASA ratio at 43.5% at March 31, 2012; average CASA ratio at 39.0% in Q4-2012
- Net NPA ratio decreased to 0.62% at March 31, 2012 from 0.70% at December 31, 2011 (March 31, 2011: 0.94%)



Composition of total loan book

December 31, 2011

March 31, 2012



Total loan book: ₹ 2,462 bn

Total loan book: ₹ 2,537 bn

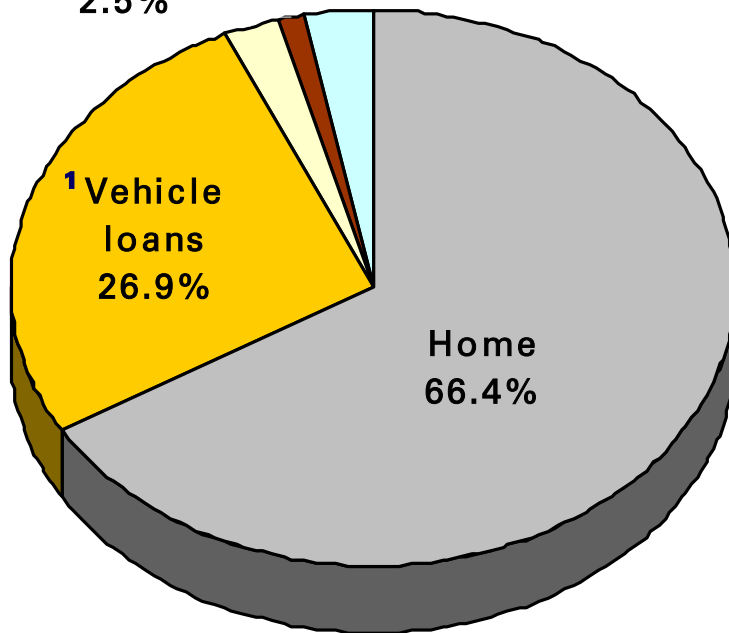
1. Retail business group includes builder loans and dealer funding
2. Including impact of exchange rate movement



Composition of retail loan book

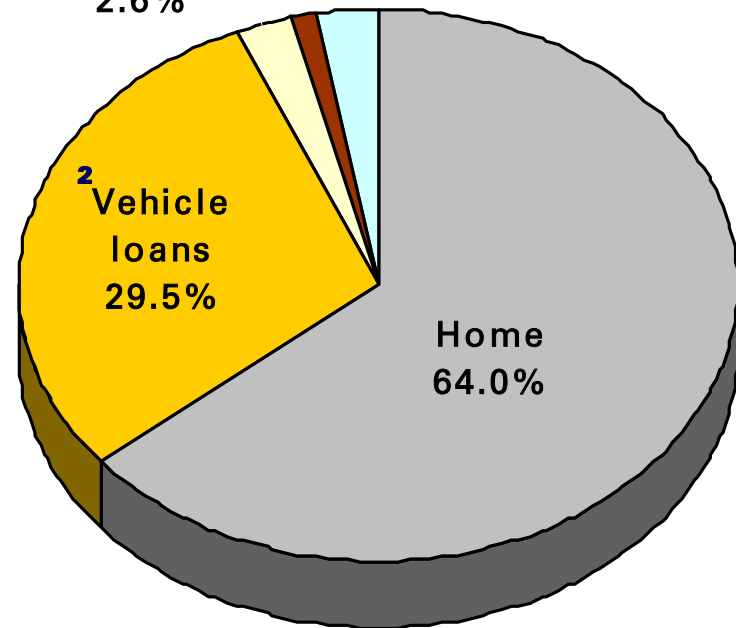
December 31, 2011

Personal Credit
 Other loans secured 1.2%
 cards 3.0%
 2.5%



March 31, 2012

Personal Credit
 Other loans secured 1.1%
 cards 2.8%
 2.6%



Total retail loan book: ₹ 824 bn

Total retail loan book: ₹ 901 bn

1. December 31, 2011 : Vehicle loans includes auto loans 9.7%, commercial business 17.1%
2. March 31, 2012 : Vehicle loans includes auto loans 9.7%, commercial business 19.7%



Asset quality and provisioning

(₹ billion)

	March 31, 2011	December 31, 2011	March 31, 2012
Gross NPAs	101.14	98.20	95.63
Less: Cumulative provisions	76.55	77.38	76.69
Net NPAs	24.59	20.82	18.94
Net NPA ratio	0.94%	0.70%	0.62%

- Gross retail NPLs at ₹ 59.77 bn and net retail NPLs at ₹ 7.25 bn at March 31, 2012
- Provisioning coverage ratio of 80.4% at March 31, 2012 computed in accordance with RBI guidelines
- Net restructured loans of ₹ 42.56 bn at March 31, 2012
- Outstanding general provision on standard assets: ₹ 14.80 bn at March 31, 2012



Key ratios

(Percent)

	Q4- 2011	FY 2011	Q3- 2012	Q4- 2012	FY 2012
Return on average networth ^{1,2} (consolidated)	11.5 ³	11.6 ³	14.2	11.7 ³	13.0 ³
Return on average networth ²	10.7	9.6	11.5	12.6	11.1
Return on average assets ²	1.44	1.34	1.57	1.70	1.50
Weighted avg EPS (₹) ²	51.1	45.3	59.6	66.4	56.1
Book value (₹)	478	478	529	524	524
Net interest margin ²	2.74	2.64	2.70	3.01	2.73
Fee to income	43.3	41.2	37.0	32.5	36.9
Cost to income	44.3	41.9	41.5	41.6	42.9
Cost to average assets ²	1.82	1.70	1.74	1.98	1.81
CASA ratio	45.1	45.1	43.6	43.5	43.5

1. Based on quarterly average networth
2. Annualised for all interim periods
3. Includes impact of additional third party motor pool losses of ₹ 2.72 bn and ₹ 6.85 bn in FY2011 and FY2012 respectively for ICICI General





Thank you





Unconsolidated financials



Profit & loss statement

(₹ billion)

	Q4-2011	FY 2011	Q3-2012	Q4-2012	FY 2012	Q4-o-Q4 growth
NII	25.10	90.17	27.12	31.05	107.34	23.7%
Non-interest income	16.41	66.48	18.92	22.28	75.02	35.8%
- Fee income	17.91	64.19	17.01	17.28	67.07	-3.5%
- Other income	0.46	4.44	2.56	3.42	8.08	-
- Treasury income	(1.96)	(2.15)	(0.65)	1.58	(0.13)	-
Total income	41.51	156.65	46.04	53.33	182.36	28.5%
Operating expenses	17.89	63.81	18.70	21.60	76.48	20.7%
DMA expenses	0.45	1.57	0.37	0.53	1.60	17.8%
Lease depreciation	0.12	0.79	0.10	0.09	0.42	-25.0%
Operating profit	23.05	90.48	26.87	31.11	103.86	35.0%



Profit & loss statement

(₹ billion)

	Q4-2011	FY 2011	Q3-2012	Q4-2012	FY 2012	Q4-o-Q4 growth
Operating profit	23.05	90.48	26.87	31.11	103.86	35.0%
Provisions	3.84	22.87	3.41	4.69	15.83	22.1%
Profit before tax	19.21	67.61	23.46	26.42	88.03	37.5%
Tax	4.69	16.10	6.18	7.40	23.38	57.8%
Profit after tax	14.52	51.51	17.28	19.02	64.65	31.0%



Balance sheet: Assets

(₹ billion)

	March 31, 2011	December 31, 2011	March 31, 2012	Y-o-Y growth
Cash & bank balances	340.90	393.46	362.29	6.3%
Investments	1,346.86	1,497.91	1,595.60	18.5%
- SLR investments	641.42	769.38	869.39	35.5%
- Equity investment in subsidiaries	124.53	124.53	124.53	-
- RIDF ¹ and related	150.80	172.00	181.03	20.0%
Advances ²	2,163.66	2,461.57	2,537.28	17.3%
Fixed & other assets	210.92	239.99	241.30	14.4%
Total assets²	4,062.34	4,592.93	4,736.47	16.6%

- Net investment in security receipts of asset reconstruction companies was ₹ 18.32 bn at March 31, 2012
- Net credit derivative exposure (including off balance sheet exposure) was US\$ 201 mn at Mar 31, 2012 compared to US\$ 210 mn at December 31, 2011 and US\$ 869 mn at March 31, 2011
 - Underlying comprises of Indian corporate credits

1. Rural Infrastructure Development Fund
2. Including impact of exchange rate movement



Equity investment in subsidiaries

(₹ billion)

	March 31, 2011	December 31, 2011	March 31, 2012
ICICI Prudential Life Insurance	35.93	35.93	35.93
ICICI Bank Canada	33.50	33.50	33.50
ICICI Bank UK	23.25	23.25	23.25
ICICI Lombard General Insurance	13.48	13.48	13.48
ICICI Home Finance	11.12	11.12	11.12
ICICI Bank Eurasia LLC	3.00	3.00	3.00
ICICI Securities Primary Dealership	1.58	1.58	1.58
ICICI Securities Limited	1.87	1.87	1.87
ICICI AMC	0.61	0.61	0.61
ICICI Venture Funds Mgmt	0.05	0.05	0.05
Others	0.14	0.14	0.14
Total	124.53	124.53	124.53



Balance sheet: Liabilities

(₹ billion)

	March 31, 2011	December 31, 2011	March 31, 2012	Y-o-Y growth
Net worth	550.91	609.76	604.05	9.6%
- <i>Equity capital</i>	11.52	11.53	11.53	-
- <i>Reserves</i>	539.39	598.23	592.52	9.9%
Deposits	2,256.02	2,605.89	2,555.00	13.3%
- <i>Savings</i>	668.69	734.98	760.46	13.7%
- <i>Current</i>	347.78	400.39	349.73	0.6%
Borrowings ^{1,2}	1,095.94	1,222.81	1,401.65	27.9%
Other liabilities	159.38	154.47	175.77	10.3%
Total liabilities²	4,062.34	4,592.93	4,736.47	16.6%

1. Borrowings include preference shares amounting to ₹ 3.50 bn
 2. Including impact of exchange rate movement
- Credit/deposit ratio of 76.1% on the domestic balance sheet at March 31, 2012



Composition of borrowings

(₹ billion)

	March 31, 2011	December 31, 2011	March 31, 2012
Domestic	545.06	552.10	739.78
- Capital instruments ¹	352.31	351.88	362.40
- Other borrowings	192.75	200.22	377.38 ²
Overseas ³	550.48	670.71	661.87
- Capital instruments	15.11	18.00	17.24
- Other borrowings	535.38	652.71	644.62
Total borrowings³	1,095.54	1,222.81	1,401.65

1. Includes preference share capital ₹ 3.50 bn
 2. Transactions with RBI under LAF are accounted for as borrowing and lending transactions from the quarter ended March 31, 2012. These were previously accounted for as purchase and sale transactions
 3. Including impact of exchange rate movement
- Capital instruments constitute 49.0% of domestic borrowings



Capital adequacy (Basel II)

Basel II	March 31, 2011		December 31, 2011		March 31, 2012	
	₹ bn	%	₹ bn	%	₹ bn	%
Total Capital	667.25	19.54%	726.35	18.88%	738.13	18.52%
- Tier I	449.75	13.17%	505.32	13.13%	505.18	12.68%
- Tier II	217.50	6.37%	221.03	5.75%	232.95	5.84%
Risk weighted assets	3,414.98		3,848.13		3,985.86	
-On balance sheet	2,621.81		2,888.64		3,043.23	
-Off balance sheet	793.17		959.49		942.63	



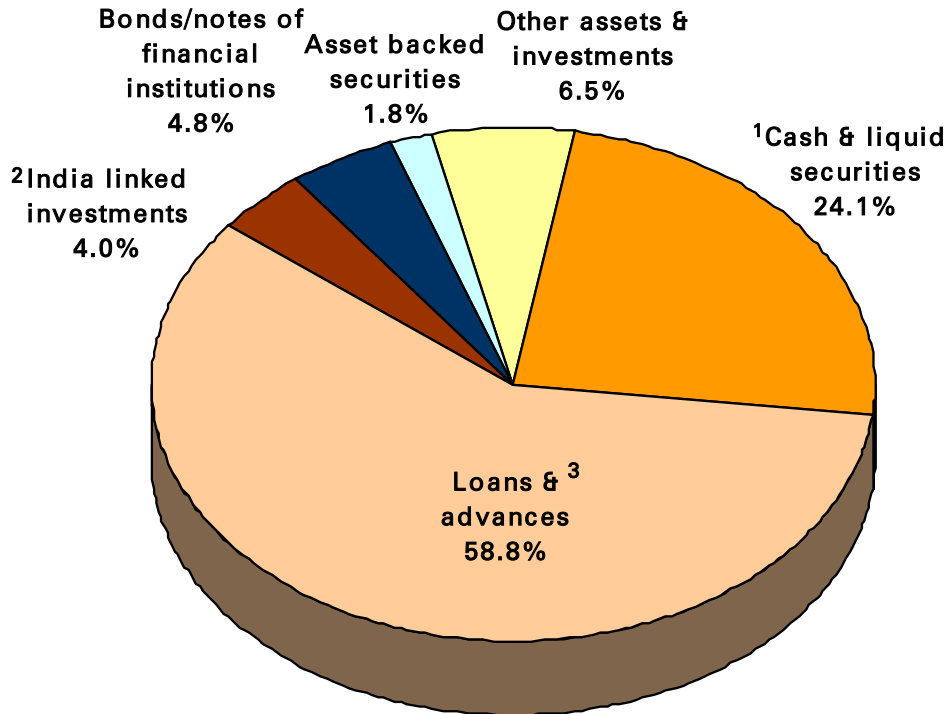


Overseas subsidiaries



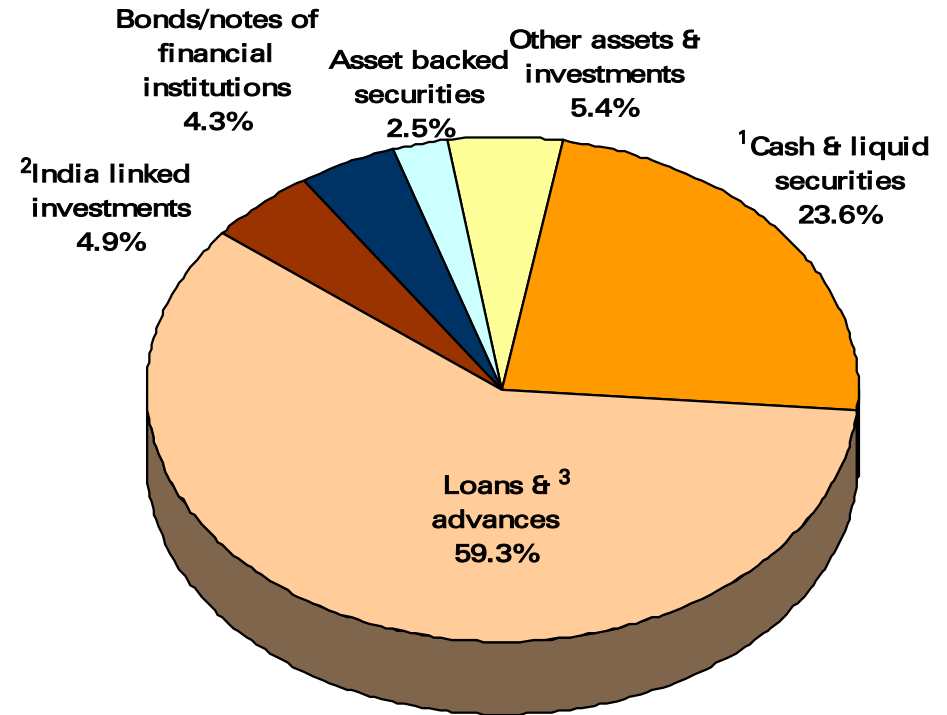
ICICI Bank UK asset profile

December 31, 2011



Total assets: USD 4.8 bn

March 31, 2012



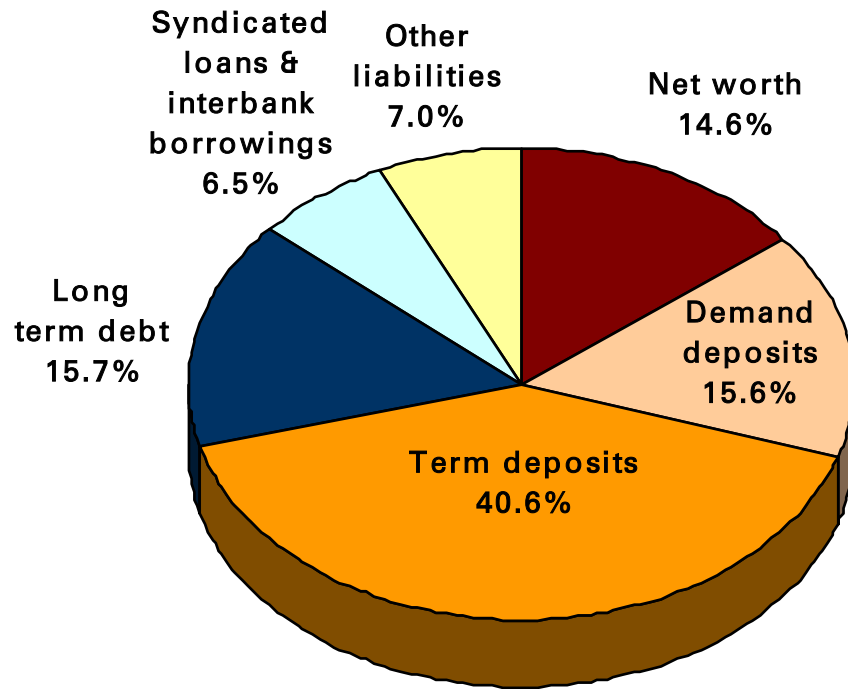
Total assets: USD 4.1 bn

1. Includes cash & advances to banks, T Bills and CDs
2. Includes India-linked credit derivatives of US\$ 14 mn at March 31, 2012 (US\$ 14 mn at December 31, 2011)
3. Includes securities re-classified to loans & advances



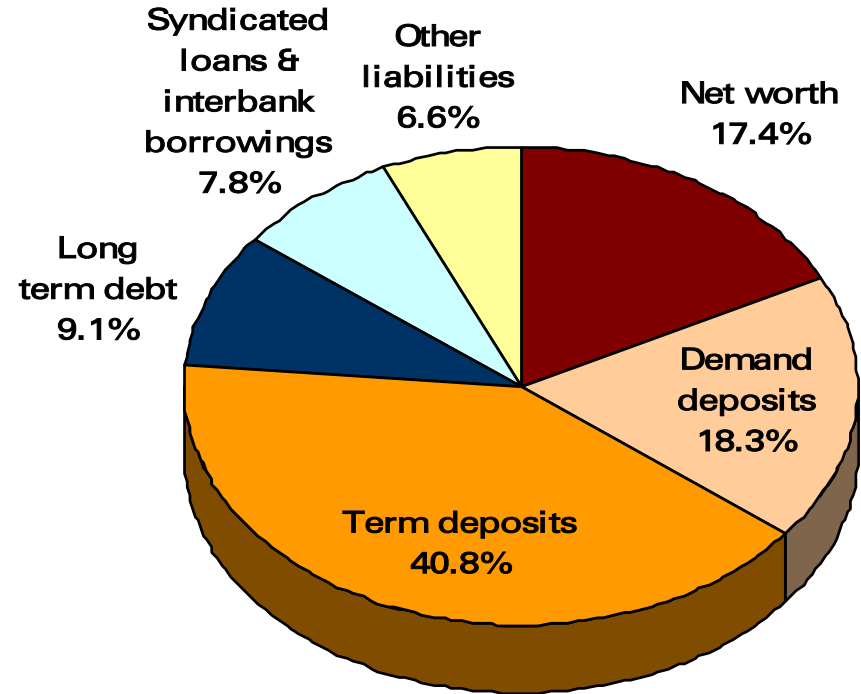
ICICI Bank UK liability profile

December 31, 2011



Total liabilities: USD 4.8 bn

March 31, 2012



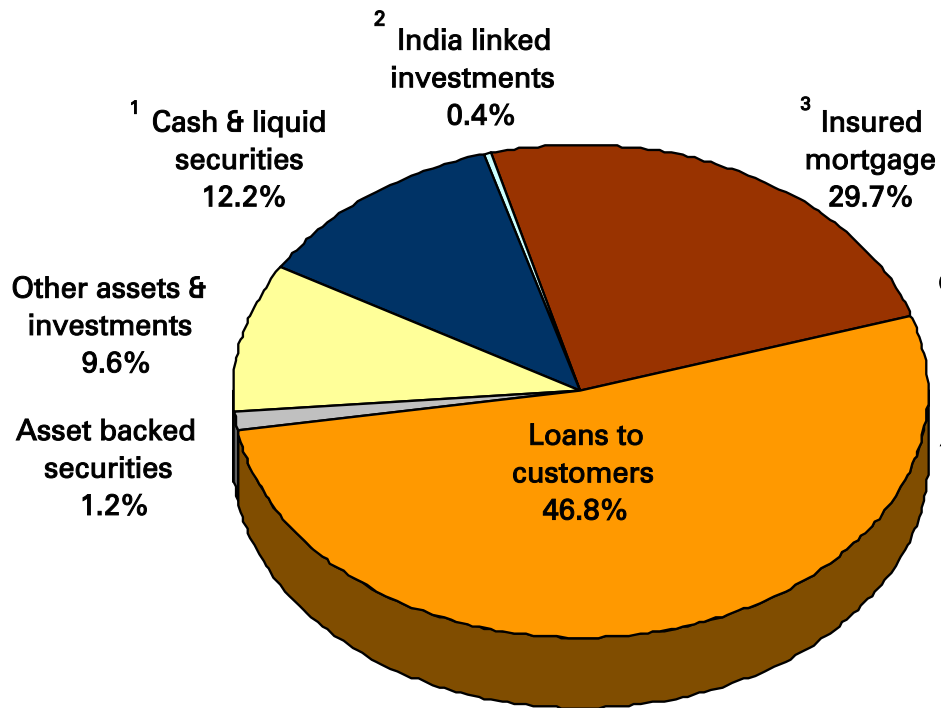
Total liabilities: USD 4.1 bn

- Profit after tax of US\$ 25.4 mn in FY2012 compared to US\$ 36.6 mn in FY2011
- Capital adequacy ratio at 32.4%
- Proportion of retail term deposits in total deposits at 61% at March 31, 2012



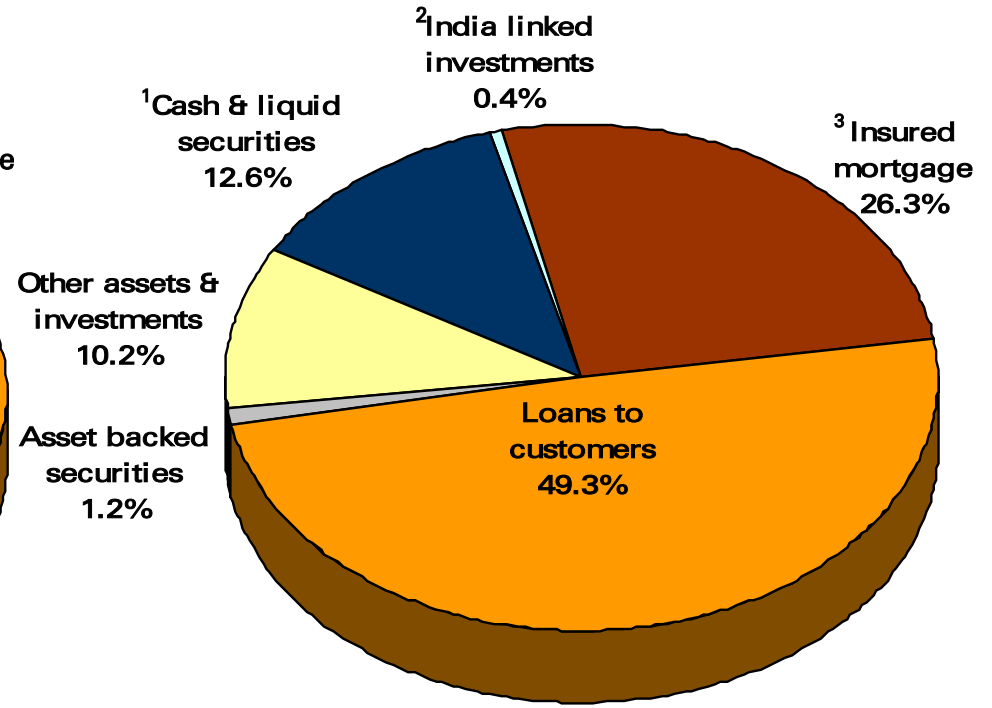
ICICI Bank Canada asset profile

December 31, 2011



Total assets: CAD 5.3 bn

March 31, 2012



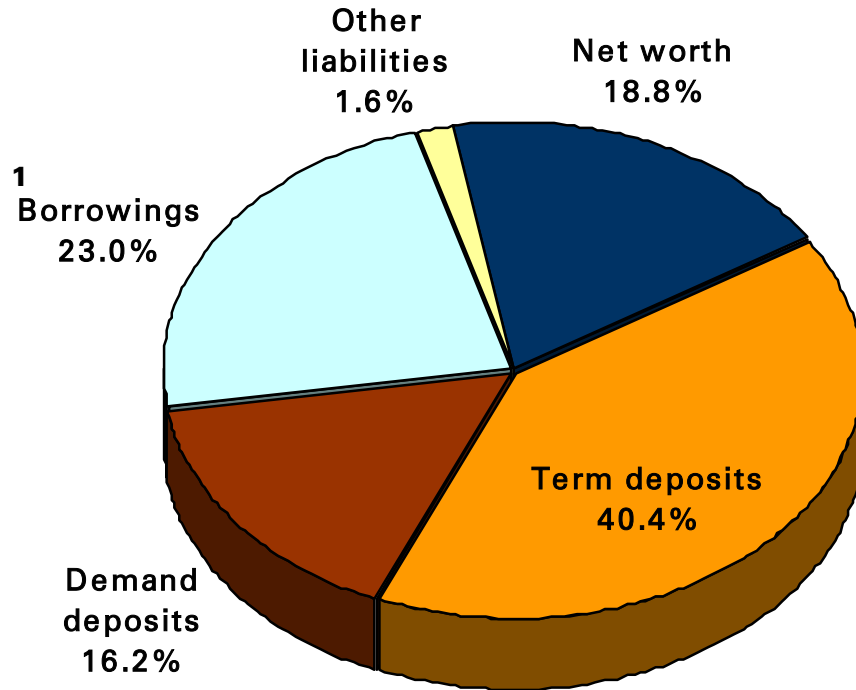
Total assets: CAD 5.2 bn

1. Includes cash & advances to banks and government securities
2. Includes India-linked credit derivatives of CAD 15 million at March 31, 2012 (CAD 15 million at December 31, 2011)
3. Based on IFRS, securitised portfolio of CAD 1,137 million and CAD 1,231 million considered as part of Insured mortgage portfolio at December 31, 2011 and March 31, 2012 respectively

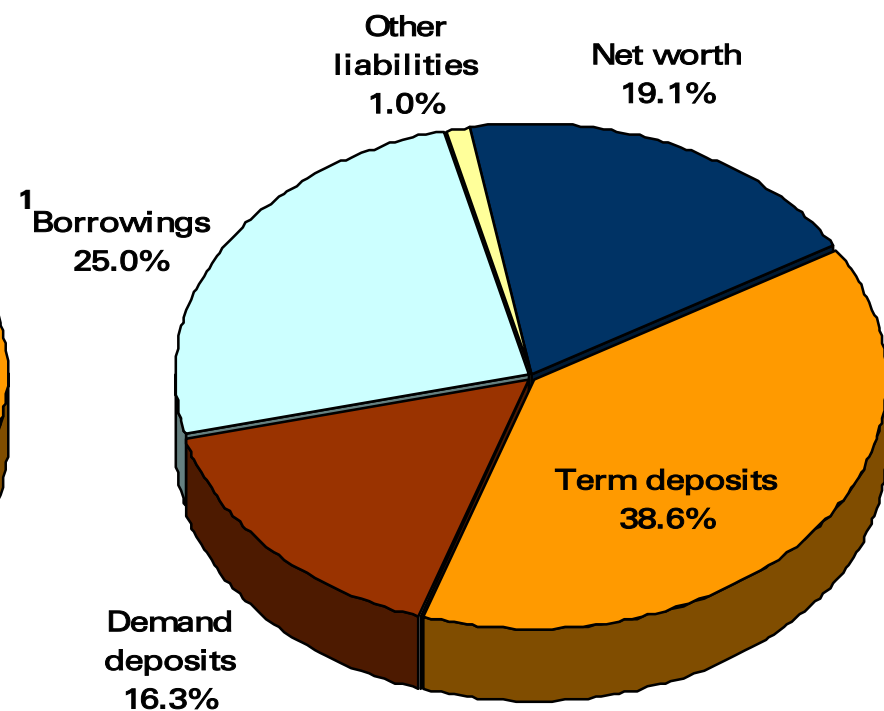


ICICI Bank Canada liability profile

December 31, 2011



March 31, 2012



Total liabilities: CAD 5.3 bn

Total liabilities: CAD 5.2 bn

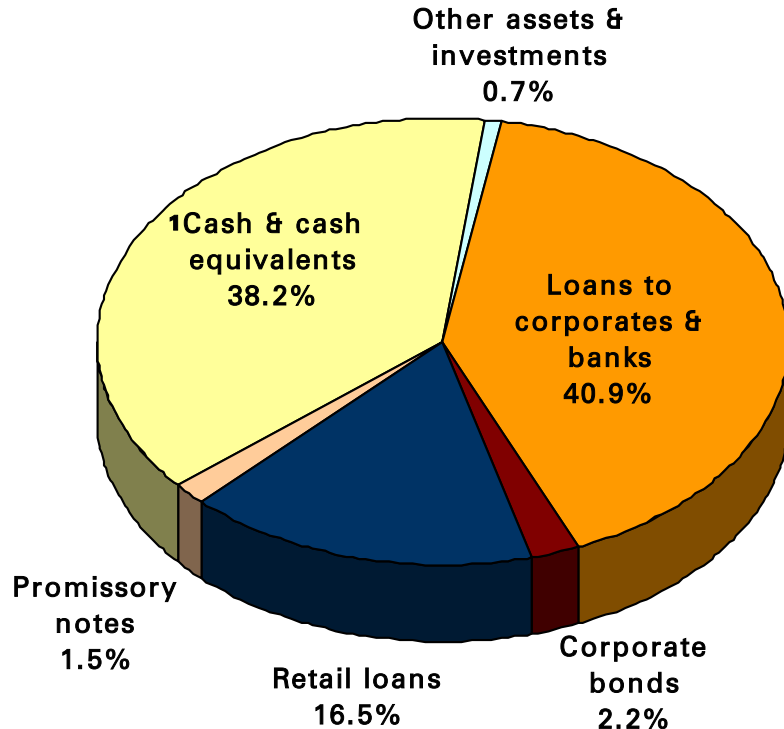
- Profit after tax of CAD 34.4 mn in FY2012 compared to CAD 32.4 mn in FY2011
- Capital adequacy ratio at 31.7%

1. As per IFRS, proceeds of CAD 1,141 million and CAD 1,236 million from sale of securitised portfolio considered as part of borrowings at December 31, 2011 and March 31, 2012 respectively



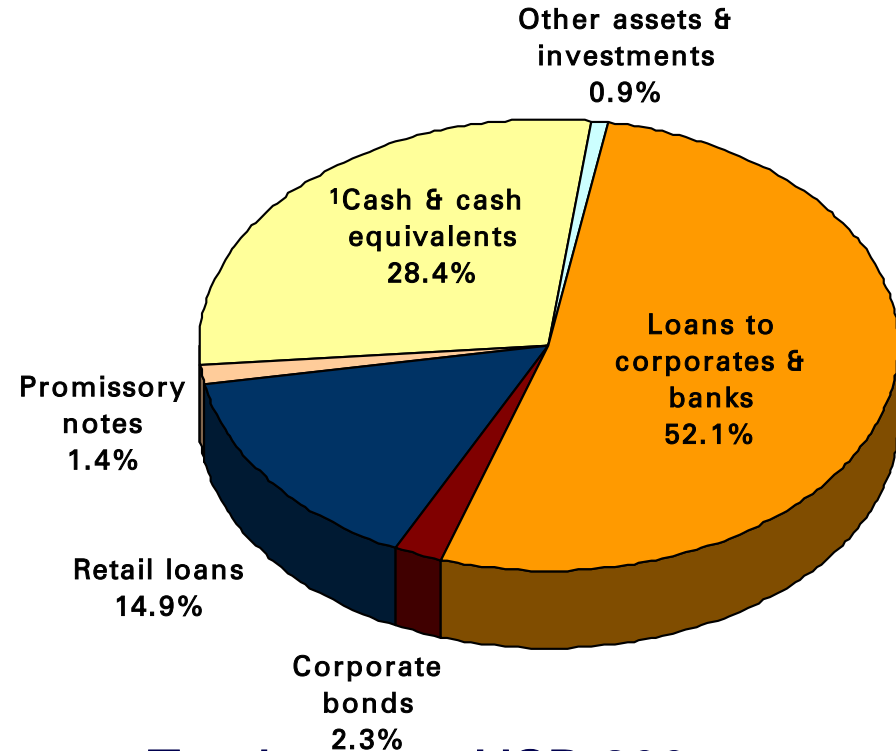
ICICI Bank Eurasia asset profile

December 31, 2011



Total assets: USD 283 mn

March 31, 2012



Total assets: USD 300 mn

- Total borrowings of USD 171 mn at March 31, 2012
- Capital adequacy of 27.7% at March 31, 2012
- Net profit of USD 4.3 mn in FY2012

1. Includes cash & call placements with banks, balances with central bank, government securities and nostro balances





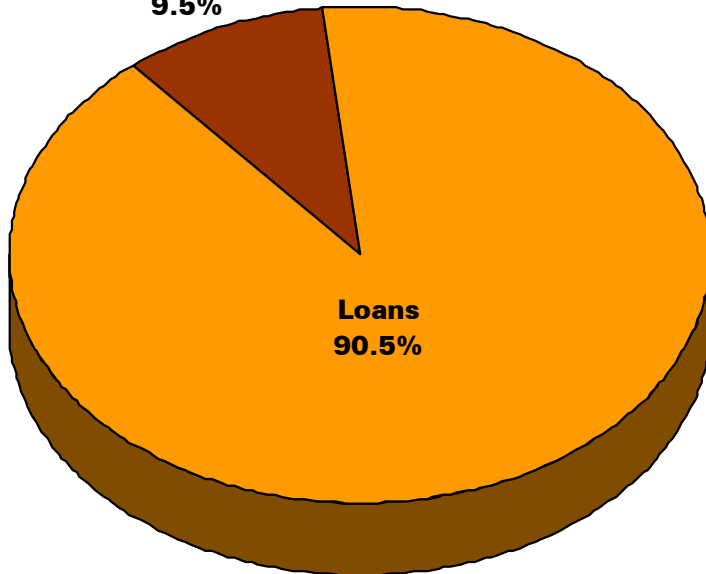
Domestic subsidiaries



ICICI Home Finance

December 31, 2011

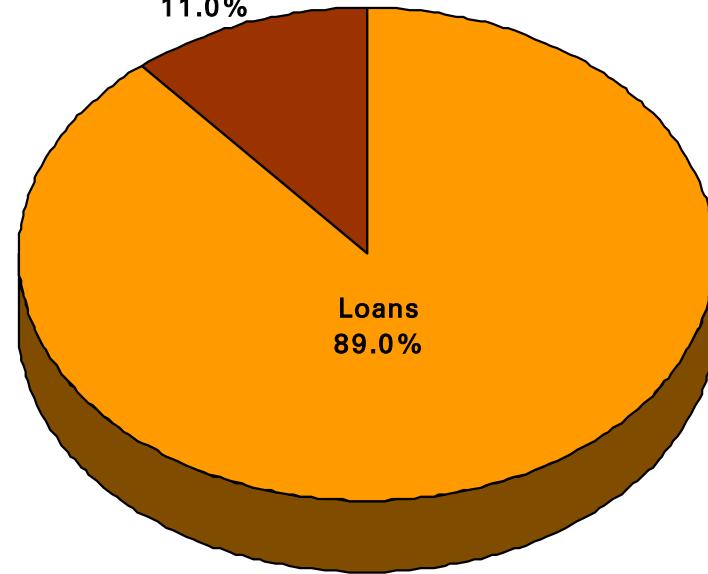
Investments and other
assets
9.5%



Total assets: ₹ 77.64 bn

March 31, 2012

Investments and other
assets
11.0%



Total assets: ₹ 74.22 bn

- Profit after tax of ₹ 2.60 bn in FY2012 compared to ₹ 2.33 bn in FY2011
- Capital adequacy ratio of 28.6% at March 31, 2012
- Net NPA ratio: 1.2%
- At March 31, 2012: Networth ₹ 14.09 bn; Deposits ₹ 5.95 bn and Borrowings ₹ 50.00 bn



ICICI Life

(₹ billion)

	FY2011	FY2012
New business received premium	74.39	44.41
Renewal premium	104.42	95.80
Total premium	178.81	140.22
Annualised premium equivalent (APE)	39.75	31.18
New Business Profit (NBP)	7.13	5.00
NBP margin	17.9%	16.0%
Statutory profit/(loss)	8.08	13.84
Assets Under Management	681.50	707.71
Expense ratio ¹	16.0%	17.9%

- Profit after tax of ₹ 13.84 billion for FY2012 compared to ₹ 8.08 billion for FY2011
- Sustained leadership in private space with a market share of 5.9%² for April 2011-March 2012

1. Expense ratio: All expenses (including commission and excluding unit costs) / (Total premium – 90% of Single Premium)
2. Source: IRDA (based on new business retail weighted premium)



ICICI General

(₹ billion)

	FY2011	FY2012
Gross premium ¹	44.08	53.58
PAT	(0.80) ²	(4.16) ³

- Market share based on gross weighted premium was 9.4%⁴ for FY2012

1. Excluding remittances from third party motor pool (the Pool) and including premium on reinsurance accepted
2. As per IRDA order dated March 12, 2011, all general insurance companies were required to provide for motor pool losses at a provisional loss ratio of 153% (from FY2008 to FY2011) compared to earlier loss ratios of 122-127%. The profits of ICICI General for FY2011 includes an impact of ₹ 2.72 billion on account of the above
3. IRDA through its orders dated December 23, 2011, January 3, 2012 and March 22, 2012 had directed the dismantling of the Pool on a clean cut basis and advised recognition of Pool liabilities as per the loss ratios estimated by GAD UK ("GAD Estimates") for all underwriting years commencing from the year ended March 31, 2008 to year ended March 31, 2012, with the option to recognise the same over a three year period. ICICI General has decided to recognise the additional liabilities of the Pool in the current year and therefore, the loss after tax of ICICI General of ₹ 4.16 bn for FY2012 and ₹ 6.13 bn for Q4-2012 includes the impact of additional Pool losses of ₹ 6.85 bn
4. Source: IRDA



Other subsidiaries

(₹ billion)

Profit after tax	FY2011	FY2012
ICICI Securities Ltd	1.13	0.77
ICICI Securities Primary Dealership	0.53	0.86
ICICI Venture	0.74	0.68
ICICI Prudential Asset Management	0.72	0.88

- 25.4% increase in consolidated profit after tax from ₹ 60.93 bn in FY2011 to ₹ 76.43 bn in FY2012
- Consolidated return on average net worth for FY2012 at 13.0% compared to 11.6% in FY2011

