



IDFC FIRST Bank | आई डी एफ सी फर्स्ट बैंक

BKC BRANCH

Investor Presentation – FY24

TABLE OF CONTENTS

1	Introduction to IDFC FIRST Bank	3
2	Market Opportunity	9
3	Products and Services	13
4	Financial Highlights	19
5	Deposits and Borrowings	21
6	Loans and Advances	30
7	Risk Management & Asset Quality	33
8	Profitability & Capital	46
9	Credit Rating	61
10	Board of Directors	63
11	Shareholding Pattern	68
12	Progress on ESG	71
13	Awards & Recognition	78

Building a world class Universal Bank

Strengths of the Bank



Universal Bank

Universal bank with pan- India presence & **wide range** of products including Retail, SME, Rural, Corporate, Trade, CMS, Wealth Management, NRI banking and Treasury solutions. **Total business crosses Rs. 4 lakh crore (USD 48 billion).**



Customer Friendly

Customer First Products - Zero Fee on all Savings Account services. Credit Cards with online Reward Point redemption, never expiring Reward Points and low APR



Positive Culture

High level of **Corporate Governance**, customer service digital capabilities and positive work culture



Granular Deposits

Strong **deposits franchise** growing at 39%, with healthy **CASA ratio of 47%**. Deposits cross **Rs. 2 lakh crore (USD 24 billion)**



Diversified Loan Book

Over 25 business lines. No segment >15% of book. **Loan book crosses Rs. 2 lakh crore (USD 24 billion)**



High Asset Quality

Consistently low GNPA and NNPA for 14 years. GNPA and NNPA of **1.88%** and **0.60%** respectively



Contemporary Technology

Bank built on **latest technology stack** that enables great UI UX resulting in excellent customer experience



Strong Profitability

FY24 Profit After Tax (PAT) at **Rs. 2,957 crore**, up 21% on FY23 PAT of Rs. 2,437 crore, based on strong fundamentals



ESG Commitment

Business inherently aligned with ESG goals. Significantly enhanced ESG ratings



Section 1: Introduction to IDFC FIRST Bank




IDFC FIRST Bank Vision


*“To build a **world class** bank in India,
guided by **ethics**,
powered by **technology**
and to be a force for **social good**.”*



Culture @ IDFC FIRST Bank

 In summary, we are building a world class bank with high levels of corporate governance, good risk management practices, consistent growth of 20-25% with high asset quality, contemporary technology, customer friendliness, a positive work culture and can reach high teens ROE in a sustainable manner. We are making steady progress in this direction.

(Annual Report 2022-23)

 We share with our employees that income from customers enters our homes through salary, incentives, or stock appreciation, and hence should be ethically earned. Where we charge, the fee structure should be easy to understand. When explained this way, the rank and file become sensitive about how we design our products, terms & conditions, and how and what they sell.

(Annual Report 2022-23)

for focussed attention on this matter. She has written a note for us on the initiatives of the bank in this report.

We believe we will have strong ROE, with the growth potential of a youthful-stage bank and strong technology orientation to leverage the future.

Yours sincerely,
V Vaidya
Managing Director
IDFC FIRST Bank

(Annual Report 2021-22)

We are a universal bank with highly diversified sources of income. Apart from lending, we have launched several other new businesses such as cash management, Trade Forex, Wealth management, toll and transit, credit card business, segmented current accounts, start-up banking, and distribution of insurance and investment products.

(Annual Report 2021-22)

After much debate, we settled in on three themes: Ethical Banking, Digital Banking and Social Good. This also goes well with our vision statement.

Coding the DNA: By making this seal and sharing with employees, we are attempting to code the DNA of our employees. That's because we are an early stage bank and the DNA code we build will affect the long

(Annual Report 2020-21)

Don't underestimate the power of the 50% CASA Bank with a powerful and tested lending machine attached to it.

I express our sincere thanks to our regulator the Reserve Bank of India who have constantly guided us on our approach and supported us throughout. Our Board members are

(Annual Report 2020-21)

We advise our product teams to design products in such a way that it is meant to be sold to our "near and dear" ones.

- Monthly credits:** We have started "monthly" credit of interest on savings accounts, against the industry practice of Quarterly credits. So, our customers

(Annual Report 2019-20)



History of creation of IDFC FIRST Bank

- **IDFC Limited**, a reputed Domestic Financial Institution, was awarded a commercial banking license and set up IDFC Bank. As part of this process, IDFC Limited transferred its corporate and infrastructure loans, infrastructure bonds and institutional borrowings to IDFC Bank in October 2015
- **IDFC Bank** was looking out for a profitable retail franchise to merge with to diversify away from Infrastructure and to gain profitability.
- **Capital First Limited** was an NBFC that specialized in Retail & MSME financing based on new technologies. The company grew from Rs. 935 crores in 2010 to Rs. 32,000 crores in March 2018. It had a NIM of 8.0%. Capital First had grown the loan book at a 5-year CAGR of 29%, had maintained high asset quality of GNPA of 2% and NNPA 1%, and had grown profits at a 5-year CAGR of 56%. Capital First was looking for a commercial banking license to convert to a Scheduled Commercial Bank.
- **Merger:** The two entities merged for their respective reasons in December 2018 and thus IDFC FIRST Bank was created.
- **Issues:** Because IDFC Bank was created from an infrastructure DFI, the merged entity had certain issues. As of December 31, 2018,
 - a) The Bank had low CASA at 8.68%*
 - b) The Bank had low NIM at 1.9% (H1 FY 19) and low PPOP (Pre-Provisioning Operating Profits) of 0.32% (H1 FY 19)*
 - c) Only 8.04% (Rs. 10,400 crores) was retail Deposits and the rest was institutional deposits & borrowings.*
 - d) The Bank had large exposure in infrastructure and corporate Loans*
- **Issues Addressed:** Between FY 19-FY 24, the bank has addressed all the issues relating to infrastructure and corporate loans. Infrastructure exposure has reduced from Rs. 21,459 crore to Rs. 2,830 crore, CASA has grown to 47.25%, and profitability has increased to 2,957 crores in FY24
- **Future:** With a strong foundation, the Bank now looks forward to sustained growth with profitability from here on.



Achievements of 5 Years since merger (December 31, 2018 to March 31, 2024)

Growing Deposits

Bank grew Retail deposits by 5-year CAGR of **67%**. Total Customer deposits grew by 5 years CAGR of **36%** since merger.

Developed PSL origination capabilities

Bank is growing its PSL book organically in a sustainable manner. PTC & RIDF subscription has gone down by **75%** from **Rs. 7,923 crore** at merger to **Rs. 2,015 crore**

Resolved Legacy Loans

Bank has successfully resolved or accounted for all legacy stress infrastructure financing portfolio

Built essential Infrastructure

Bank has invested in the essential infrastructure and has expanded its branch network to **944** branches and **1,164** ATMs across the country

Repaid Legacy Liabilities

Bank has already repaid high-cost legacy borrowings of **~Rs. 29,000 crore** and replaced with low-cost deposits

Launched new Products

The Bank has launched and scaled up several products across all segments, like retail, commercial and wholesale banking, rural products as well as fee-based products

Diversified the Loan Book

Retail, Rural and SME financing portfolio as a % to total loans and advances has grown from **35%** at merger to **83%** as on Mar-24

Implemented contemporary Technology

Bank is investing in modern tech and has built latest technology stack that enables great UI/UX, resulting in excellent customer experience

Diversified the Deposits Base

Similarly, Retail Deposits as % of total customer deposits increased from **27%** at merger to **78%**

Built ethical Banking culture

The Bank believes income earned unethically is not worth earning. Accordingly, it designs all products with no complicated jargon, and keeps customer interest in mind when designing products and services.

Guidance 2.0 (FY24 - FY29)

Particulars	31-Dec-2018	31-Dec-2023	5 Year CAGR (%)	31-Mar-2029
Deposits	First 5 years since after merger			
Branches (#)	206	897	34%	1700-1800
Customer Deposits (Rs Cr)	38,455	176,481	36%	585,000
- CASA Deposits (Rs Cr)	5,274	85,492	75%	2,85,000
- Term Deposits (Rs Cr)	33,181	90,990	22%	3,00,000
Assets				
Loans & Advances** (Rs Cr)	104,660	1,89,475	13%	5,00,000
Total Assets (Rs Cr)	156,916	270,738	12%	7,00,000
Asset quality				
GNPA %	1.97%	2.04%	-	1.5%
NNPA %	0.95%	0.68%	-	0.4%
Profitability				
Profit (Rs Cr)	-1,568	2,232*	-	12,000 – 13,000
ROA %	-	1.2%	-	1.9-2.0%
ROE %	-	10.7%	-	17-18%

- The Bank has exceeded or met or most likely to meet most targets as provided under Guidance 1.0.
- We have a strong proven business model that is incrementally very profitable.
- We are building a world class bank with highest levels of corporate governance, a consistent balance sheet growth of ~20%, with strong asset quality of GNPA < 1.5% and net NPA of < 0.4%, with ROE of 17-18%, with contemporary technology, unique business model, and high levels of Customer Centricity.

* For 9MFY24

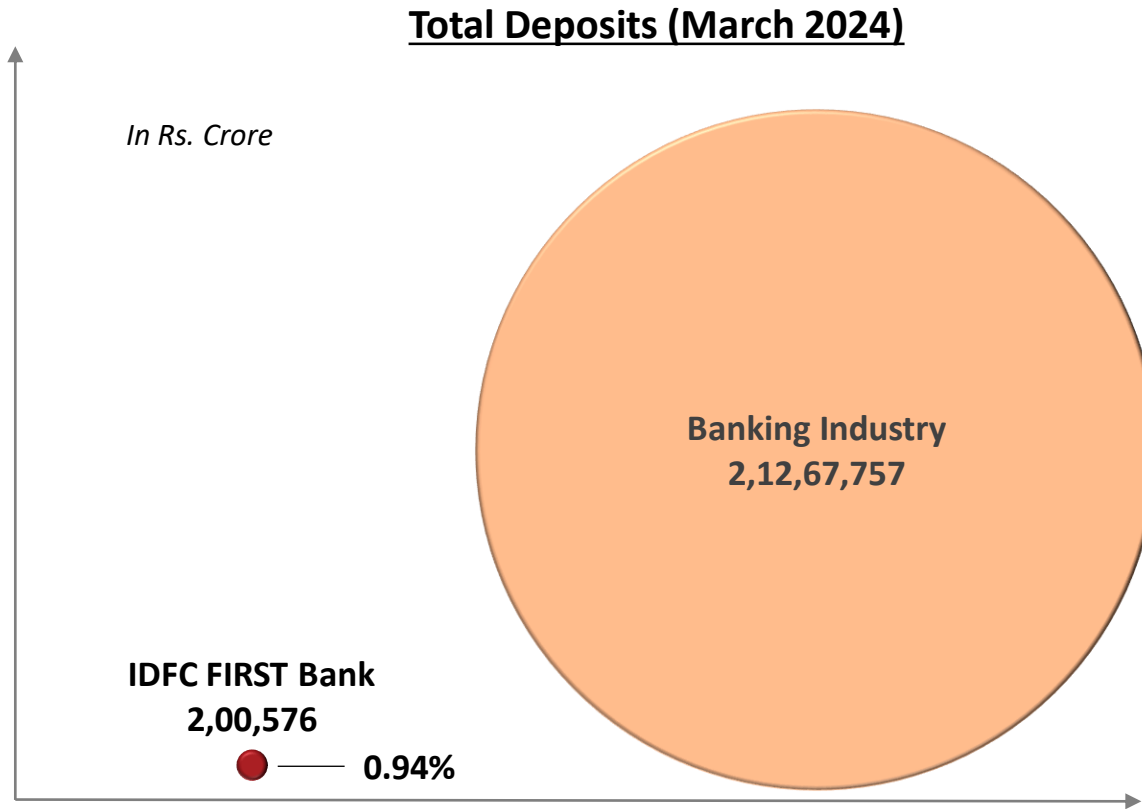
** (including Credit Substitutes)



Section 2: Market Opportunity



Market Opportunity (Deposits)



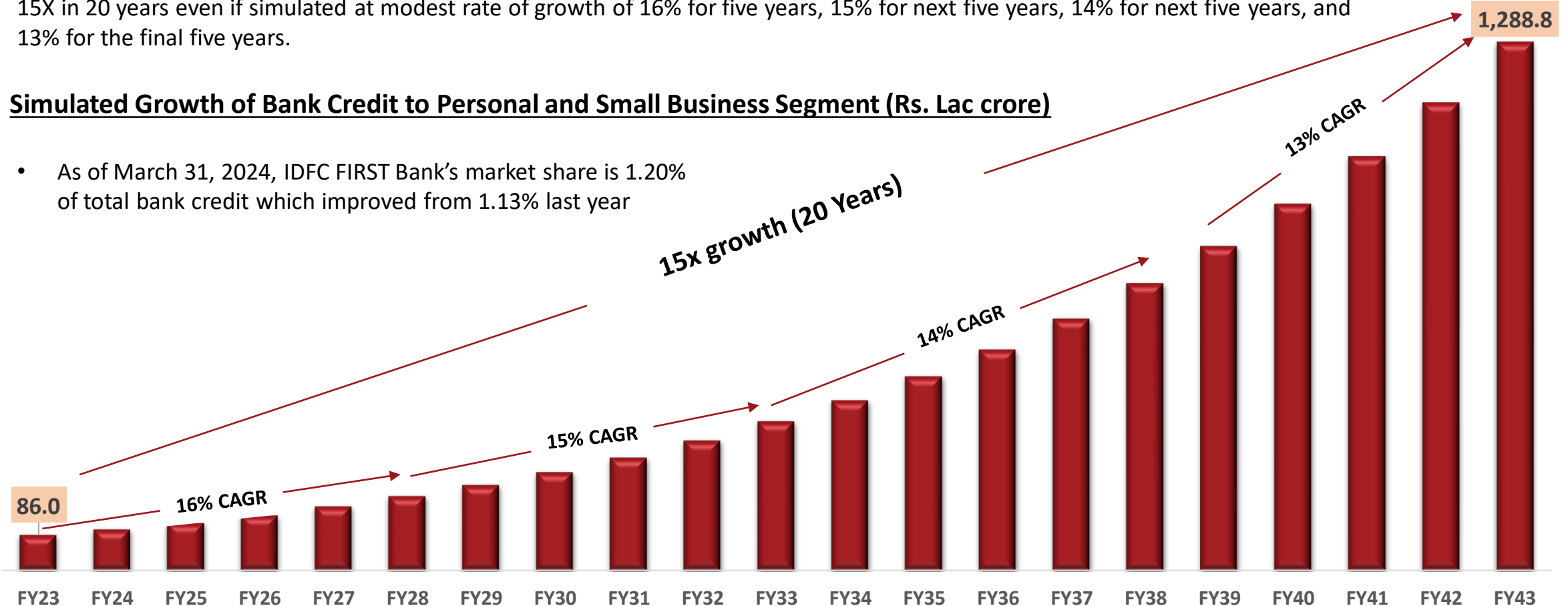
- The Bank has a small share in the overall bank deposits of the country and hence has a significant opportunity for growth.
- The Bank has built necessary capabilities to take advantage of this opportunity which include human capital, brand, distribution and digital innovation.
- The Bank has launched excellent customer friendly products and services for its customers

Market Opportunity (Retail, Rural & SME Loans)

Personal credit in India has grown by 15-20% in the last 5 years. Personal Credit to GDP in India is only 19% of GDP which has significant room for growth going forward. (Personal credit refers to credit availed for personal use like home loans, vehicle loans, personal loans etc.) Personal Credit, along with rural finance and small business credit, is Rs. 86 trillion (\$1.1 T), is simulated to grow 15X in 20 years even if simulated at modest rate of growth of 16% for five years, 15% for next five years, 14% for next five years, and 13% for the final five years.

Simulated Growth of Bank Credit to Personal and Small Business Segment (Rs. Lac crore)

- As of March 31, 2024, IDFC FIRST Bank's market share is 1.20% of total bank credit which improved from 1.13% last year

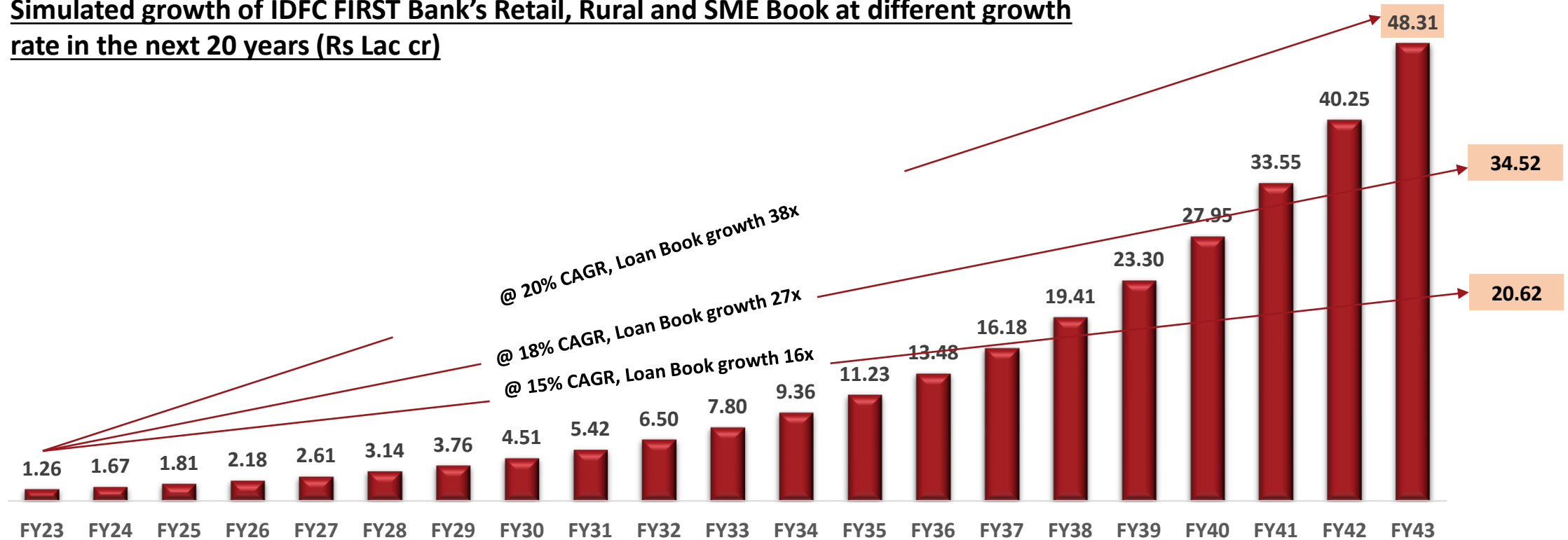


Source: RBI data on sectoral credit deployment, Internal Estimate, CIBIL Bureau data

Retail, Rural & SME Loans: Growth Opportunity for IDFC FIRST Bank

IDFC FIRST Bank has built the requisite capabilities with continuous innovation going forward for capturing this large opportunity provided by the Indian Banking Credit, especially for the Personal and SME business segments

Simulated growth of IDFC FIRST Bank's Retail, Rural and SME Book at different growth rate in the next 20 years (Rs Lac cr)



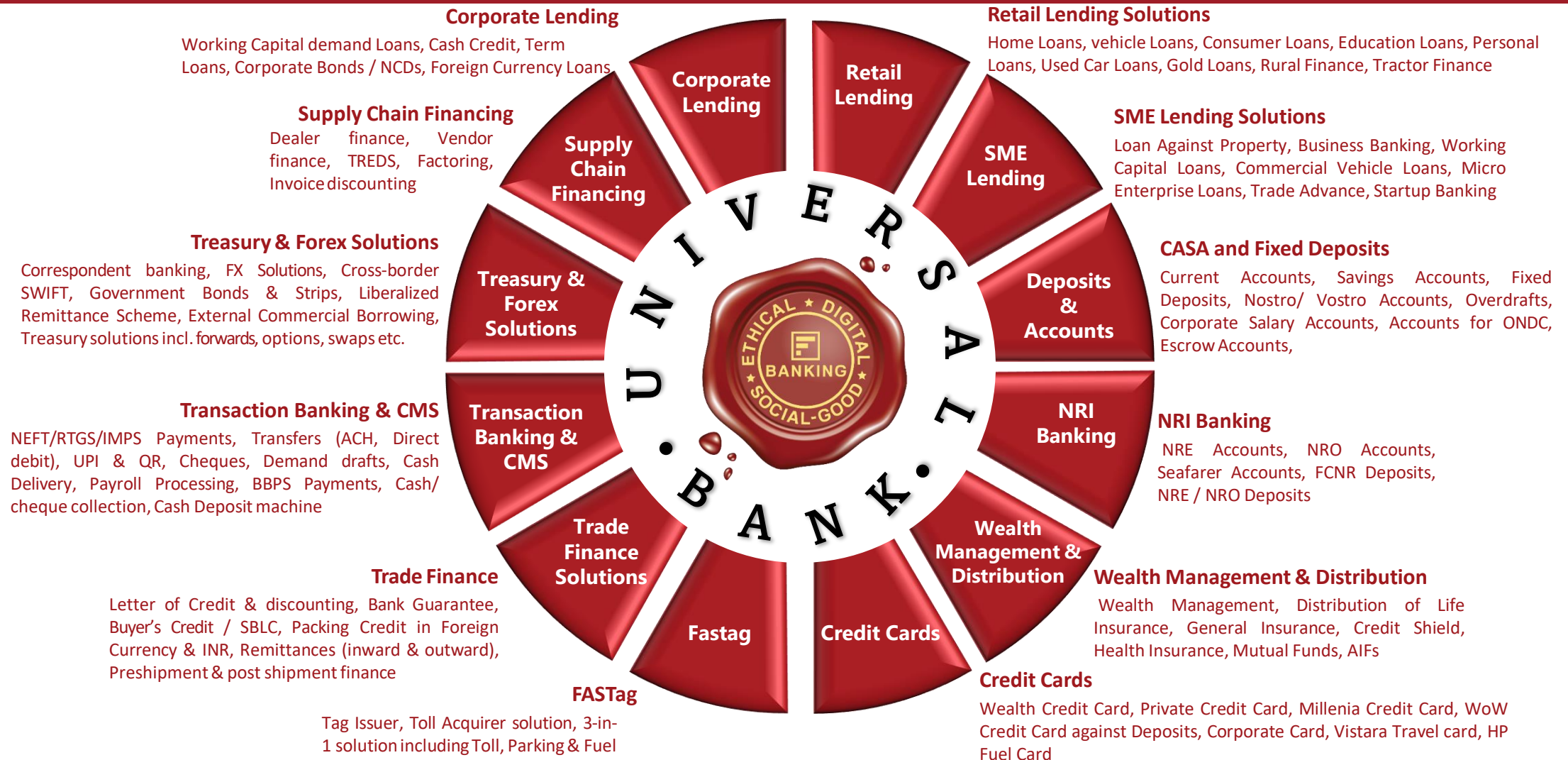
Section 3: Products and Services

Wide range of Fund and Non-Fund Based Products:

The Bank launched many new products and services in building a strong, sustainable, diversified deposit and asset franchise power by digital innovations



The Bank has developed a wide Product Suite of a Universal Bank



The Bank has built a wide bouquet of products for consumers, MSMEs and Corporates

Retail Banking: For salaried & self-employed individuals, the Bank provides various products to fulfill different financial needs.

Prime Home Loans



Car Loans



Personal Loans



Consumer Durable Loans



Affordable Home Loans



Education Loans



Credit Cards



Two Wheeler Loans



Rural Finance: Wide range of products to cater the needs of Rural India

JLG Loans - Microfinance



Gold Loans



Agri / Farmer Loans



Tractor Loans



SME Banking: The bank provides a wide range of solutions including working capital and business loans for businesses.

Loan against Property



Business Loans



Commercial Vehicle



Micro Business Loans



Professional Loans



Business Banking



Corporate Banking: Comprehensive funded and non-funded product solutions for Corporate customers

Working Capital Loans



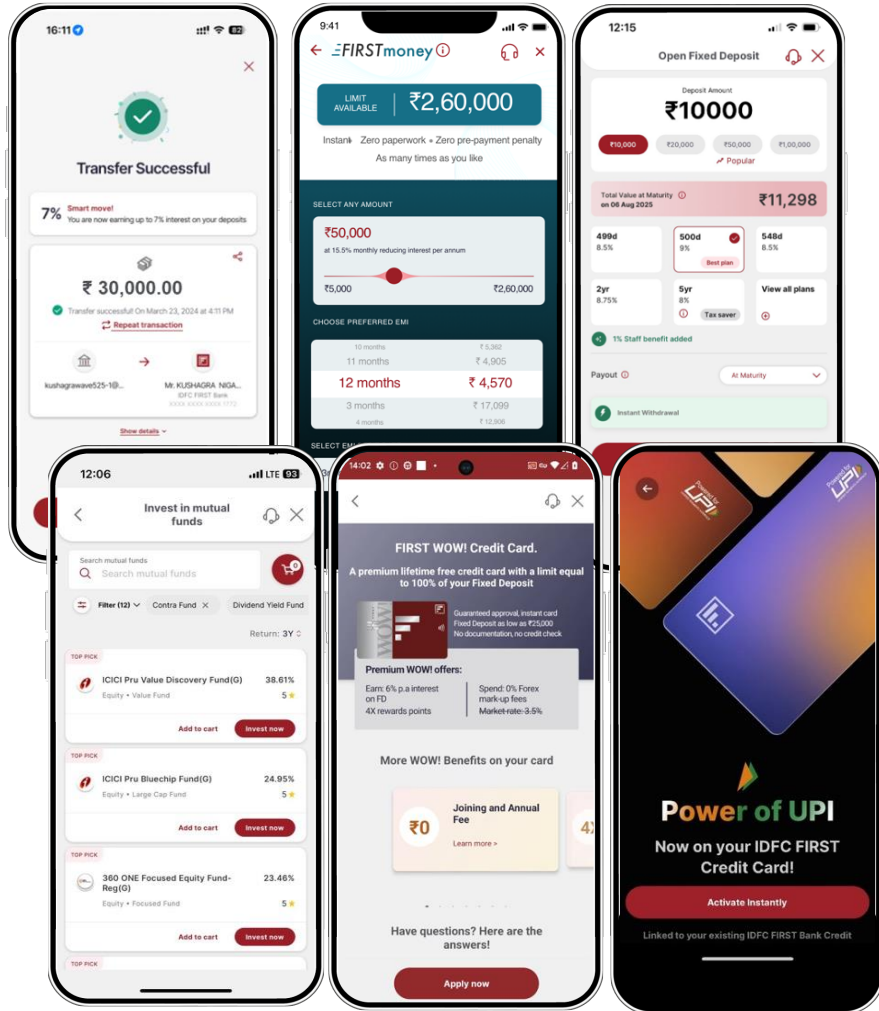
Trade Finance, Forex & CMS Solutions



Term Loans



Digital Applications – Mobile Banking App : One stop Financial Solution



- CREATE FD in 2 CLICKS
- FIRSTMONEY PL – ETB/NTB
- INVEST in MF / IPO
- SMART STATEMENT
- RUPAY CC on UPI
- PAY ABROAD
- RECHARGE & BILL PAY
- ACCOUNT AGGREGATOR
- FINANCIAL PLANNING
- TARVEL & SHOP

12 M +
USERS
ON APP



Only Indian bank to feature in Global Top-20 Banking Apps

The Forrester Digital Functionality Review: Indian Mobile Banking Apps, Q3 2023 →

5 M +
MONTHLY
ACTIVE

1 M +
MONTHLY
TRANSACTIONING

10 M +
MONTHLY
TRXNS



4.9



4.7



Our Digital Initiatives

Significant traction on electronic platforms

95%

Digital Transactions

95% of the overall transactions are digital



POS Transactions

YoY growth of **44%** in volume and **40%** in value

44%

62%

UPI Transactions (Value)

Growth of ~**62%** for FY24 over the last year



FASTag

Over **17 Mn** FASTags issued till March 24

17Mn+

58%

Credit Cards Spends

58% YoY Growth during FY24



Bharat Bill Payment System

Ranked 3rd amongst 35 biller operating units

3rd

39%

Debit Card Spends

Spends grew **39% YoY** over last year



API Tech Integration for CMS

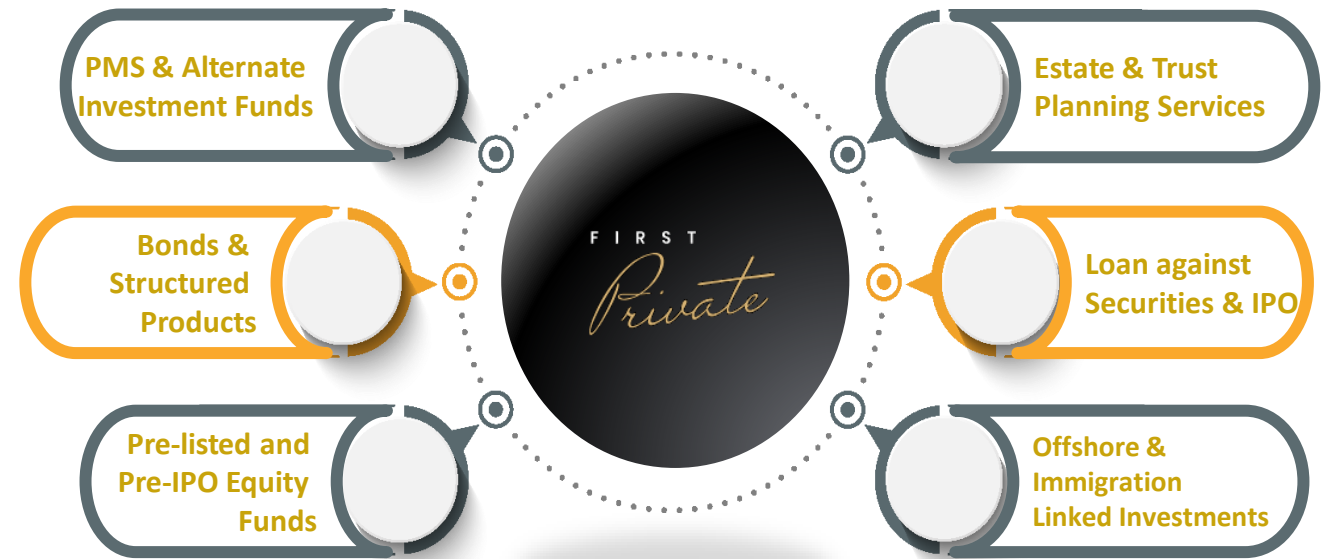
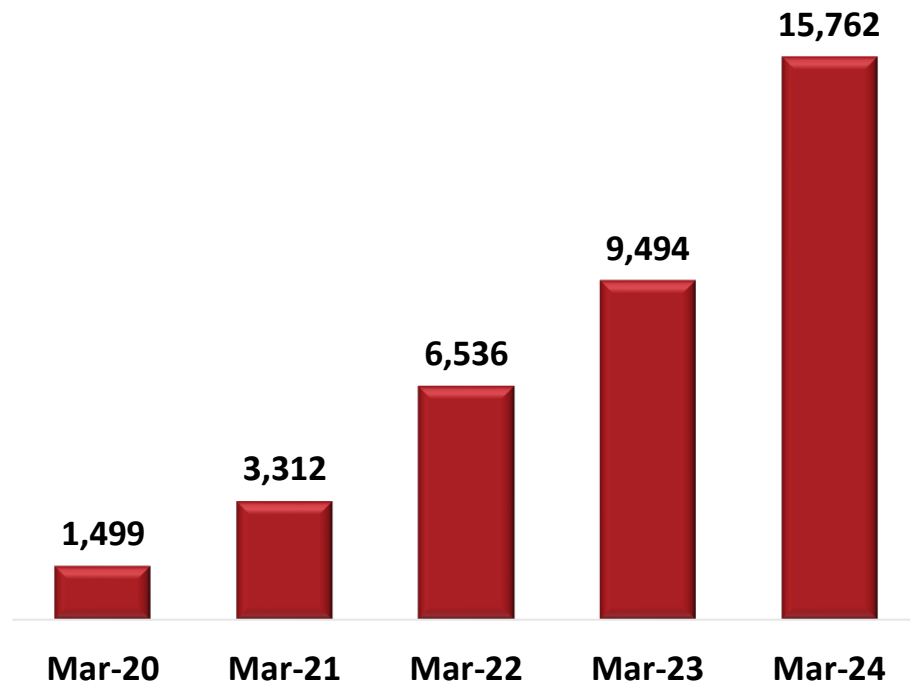
Growth of **87% YoY**

87%

Wealth Management AUM – Targeting Rs. 1 lakh crore in the next 10 years

- The Bank has created strong capabilities and wholistic customer propositions in Wealth Management and has grown the Wealth Management AUM from scratch to Rs. 15,762 crore in the last 5 years after merger
- In FY24, the Wealth Management AUM grew by 66% YOY.

Wealth Management AUM (Rs. Crore)



Section 4: Financial Highlights – FY24



Bank At a Glance, as of March 2024

Loans & Advances¹

Rs. 2,00,965 Cr (25.1% YoY) ▲



Customer Deposits

Rs. 1,93,753 Cr (41.6% YoY) ▲



Diversification

Retail Deposits at **78%** of customer deposits

CASA Ratio

47.2%



Asset Quality (Overall Bank level)

GNPA% : 1.88% | NNPA% : 0.60%

Asset Quality (Retail, Rural & SME)

GNPA% : 1.38% | NNPA% : 0.44%

Core Operating Income² (FY24)

Rs. 22,245 Cr (32.6% YoY) ▲

Core Operating Profit² (FY24)

Rs. 6,030 Cr (30.9% YoY) ▲



Profit After Tax (FY24)

Rs. 2,957 Cr (21.3% YoY) ▲



Return on Assets (FY24)

1.10% (FY23 : 1.13%)



Return on Equity (FY24)

10.30% (FY23 : 10.79%)



Capital Adequacy

16.11%

1 Note: Loans & Advances (including credit substitutes) are Net of IBPC; 2 Excluding Trading Gains

Section 5: Deposits and Borrowings

a. Customer Deposits

b. CASA Deposits

c. Diversification of Deposits

d. Summary of Deposits and Borrowings

e. Legacy High-Cost Borrowings

f. Credit to Deposit Ratio



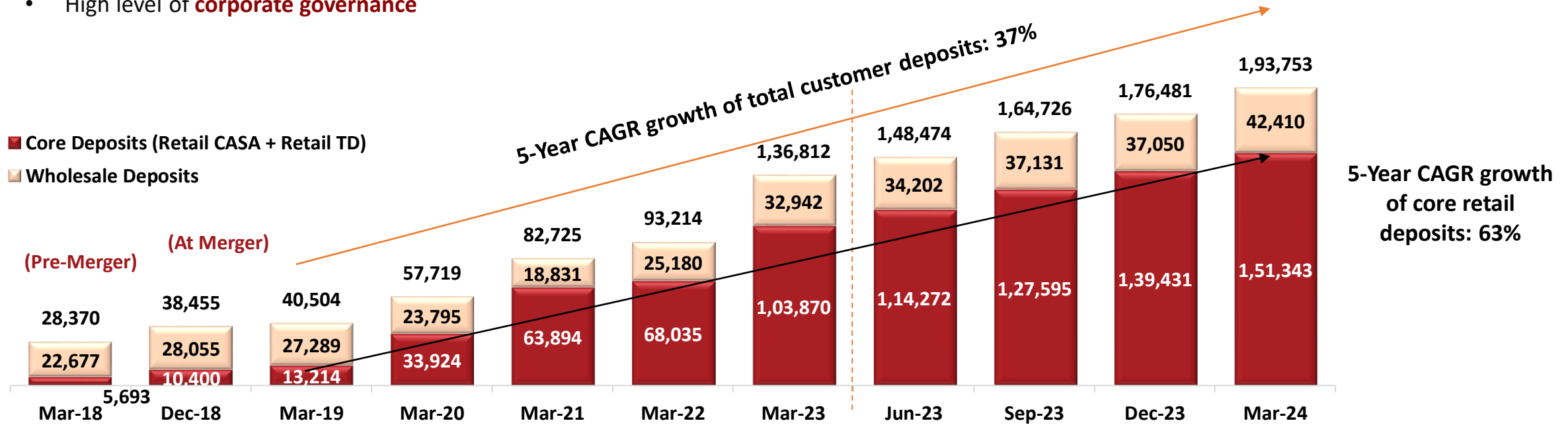
Deposits: Strong growth in Total Customer Deposits

The Bank has built strong capabilities to consistently grow its **Deposit Franchisee**. Some of the key factors are mentioned below:

- IDFC first bank is seen as an '**Institution**'
- High focus on **customer service**
- Customer friendly and **attractive product propositions**
- Strong **Digital capabilities**
- **Ethical Banking**
- High level of **corporate governance**

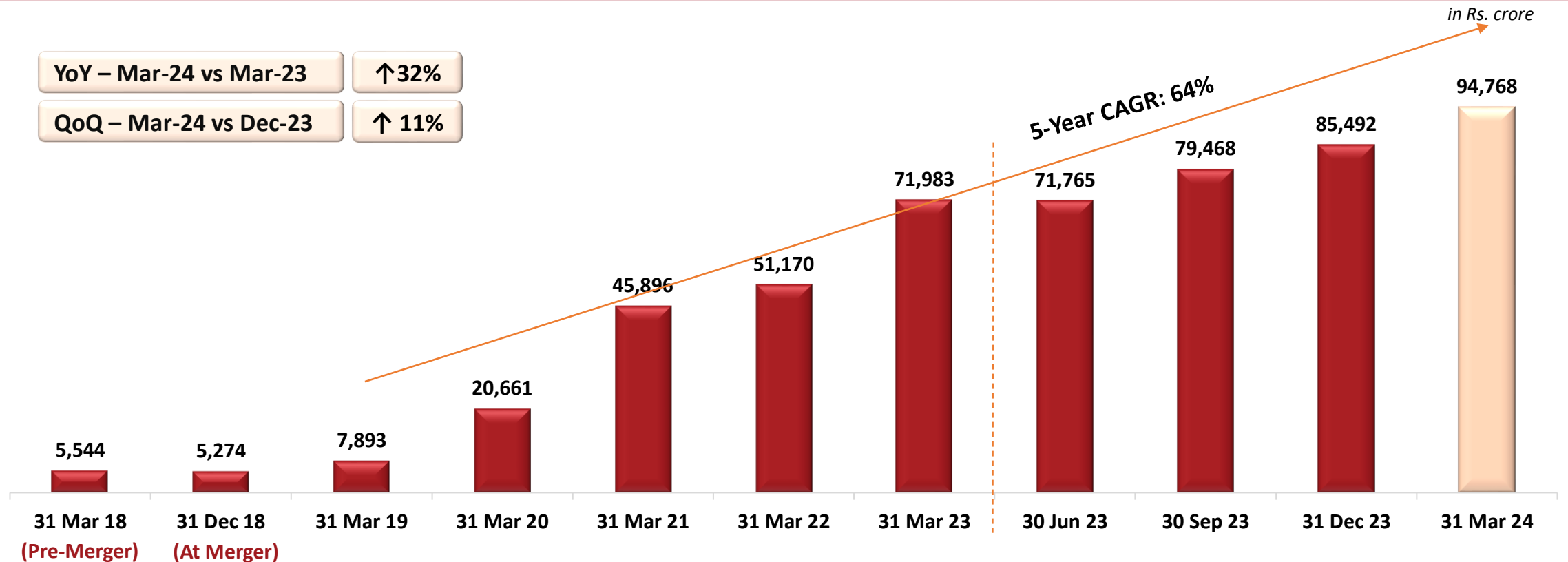
YoY – Mar-24 vs Mar-23 **↑42%**
 QoQ – Mar-24 vs Dec-23 **↑ 10%**

in Rs. crore



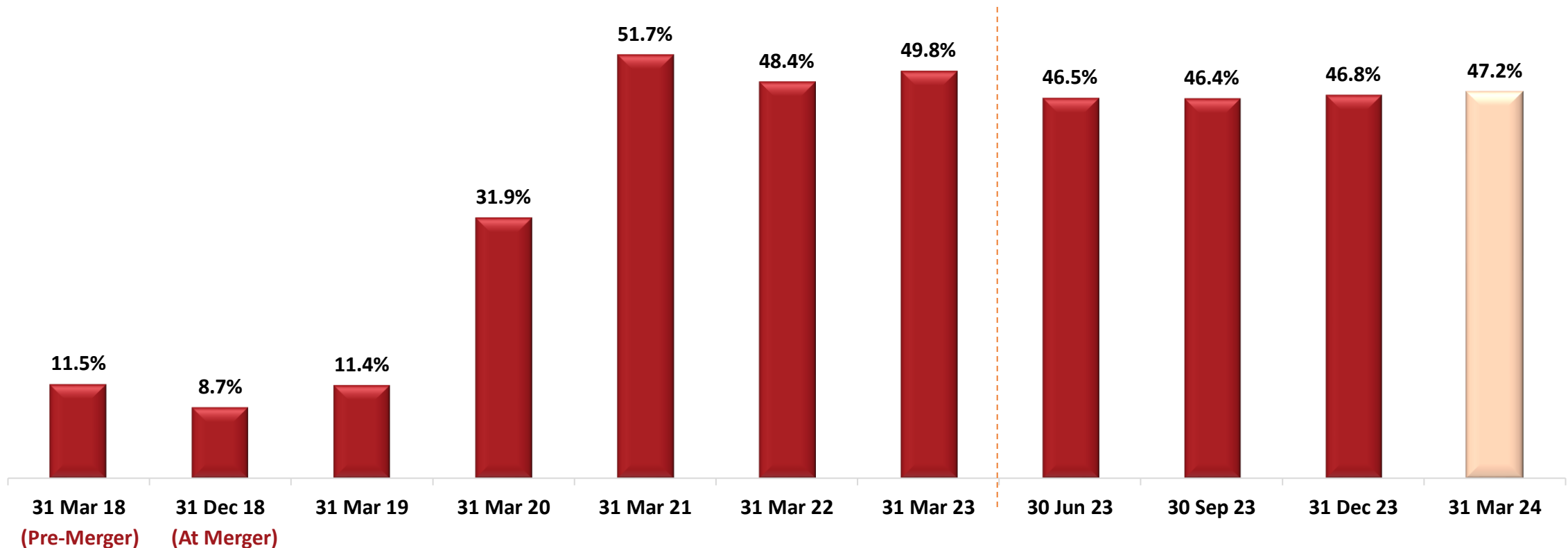
CASA Deposits - Bank has a demonstrated capability to grow CASA deposits

- The bank has reduced interest rates on savings account to only 3% for balances upto Rs. 1 lac.
- The CASA deposit growth continues to be strong, growth of 32% YOY as of March 31, 2024, driven by the granular retail CASA.
- Deposits of 31st March 2024 includes Rs. 2,812 crore (March-23 Rs. 2,131 crore) of Current Account Deposits received for short term from a large Government Banking client, excluding this CASA deposits grew 32% YoY.



Healthy CASA Ratio at 47.2%

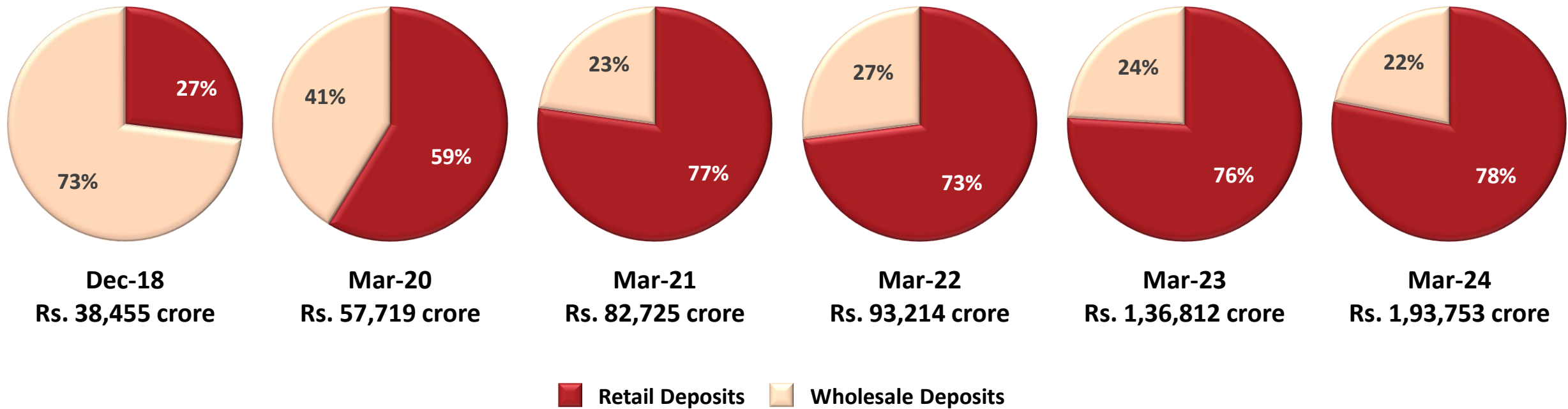
- CASA Ratio stable at 47.2% as of March 31, 2024.
- Average Daily Balance CASA Deposits for the bank grew by **28%** YoY during the year.
- Excluding the one-time short-term flow from a government banking client, CASA ratio as on March 31, 2024, would be 46.5%. Excluding the same for March-23 the CASA ratio was 49.0%.



Bank has a highly Diversified liabilities base with 78% Retail Customer Deposits

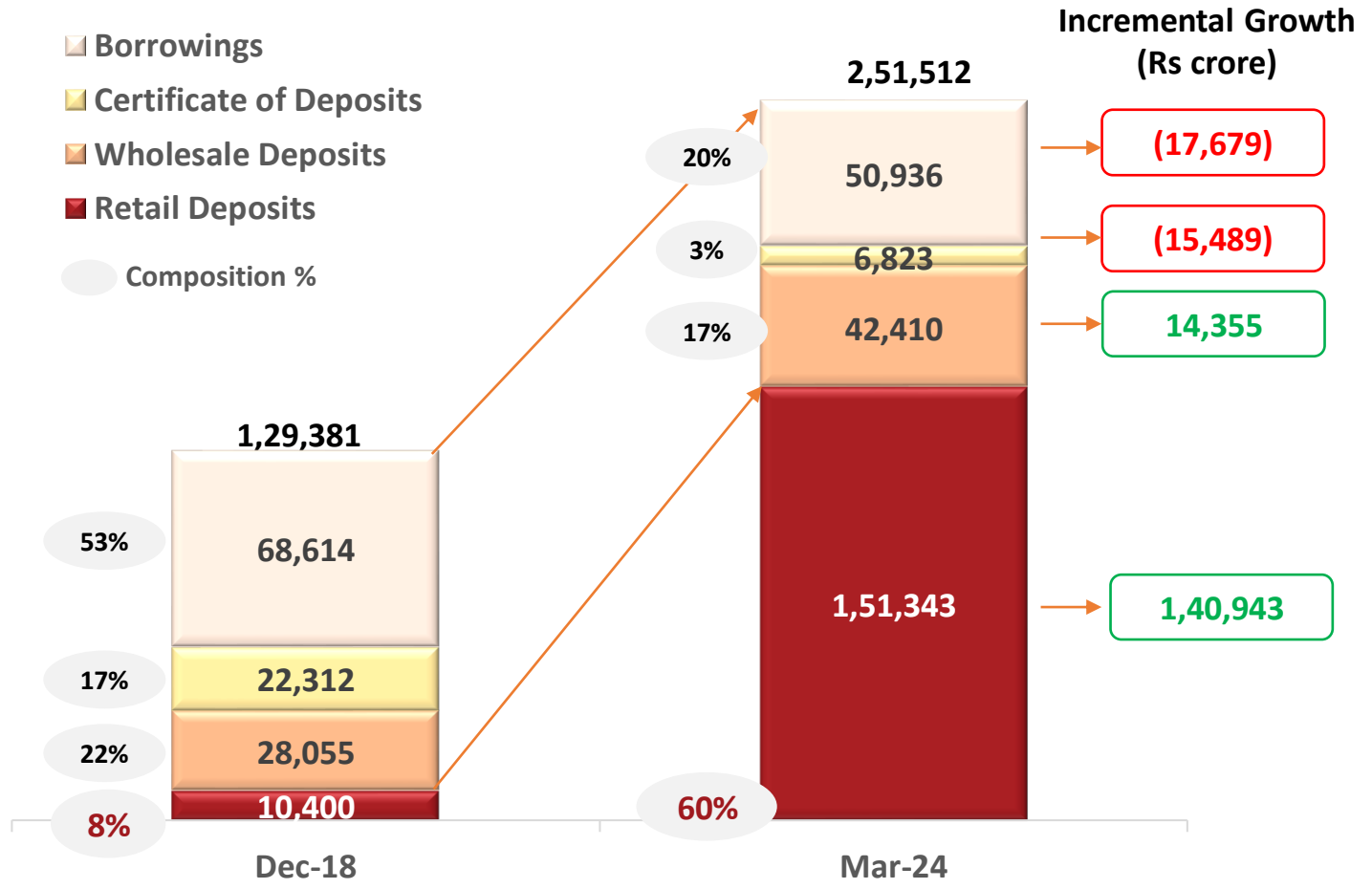
- It is a strategic priority of the Bank to diversify the liability in favour of retail deposits to stabilize and improve the sustainability of the balance sheet
- The Bank has transformed the liability profile in 5 years from wholesale to retail, in order to diversify the deposit base.
- Strong growth of **46% YoY** in retail deposits has significantly reduced dependency of the Bank on the wholesale deposits.
- Certificate of Deposits (short term money) has come down from Rs. 28,754 crores as of Mar 31, 2019 to Rs. 6,823 crores as of March 31, 2024.

Overall Customer Deposits



The Bank carried out transformation of the liability portfolio by incrementally replacing the institutional borrowings and deposits by granular retail deposits

Liability Mix (In Rs. crore)



- Retail Deposits were only 8% of the total deposits & borrowings as of December 31, 2018.
- The Bank incrementally mobilized Rs. 140,943 crore of retail deposits in the last 5 years and reduced dependency on institutional deposits & borrowings.
- As a result, Retail Deposits as % of total deposits and borrowings now improved to 60% as of March 31, 2024

Deposits & Borrowings Details

The Bank has grown its customer deposits by 42% YOY driven by the retail deposits which was utilized for repayment of the legacy borrowings and for the growth of assets.

Particulars (in Rs Cr)	Mar-23	Dec-23	Mar-24	YoY growth
Legacy Long Term Bonds	6,411	6,030	4,622	-28%
Legacy Infrastructure Bonds	6,915	5,899	5,510	-20%
Refinance	20,990	17,538	16,612	-21%
Other Borrowings	2,976	2,075	2,601	-13%
Tier II Bonds	3,000	4,500	4,500	50%
Total Borrowings (A)	40,292	36,042	33,845	-16%
CASA Deposits	71,983	85,492	94,768	32%
Term Deposits	64,829	90,990	98,985	53%
Total Customer Deposits (B)	1,36,812	1,76,481	1,93,753	42%
Certificate of Deposits (C)	7,826	6,068	6,823	-13%
Money Market Borrowings (D)	16,921	9,067	17,091	1%
Borrowings & Deposits (A) + (B) + (C) + (D)	2,01,849	2,27,658	2,51,512	25%
CASA Ratio (%)	49.8%	46.8%	47.2%	-252 bps
Average CASA Ratio % (On Daily Average Balance for the Quarter)	47.7%	45.7%	45.9%	-176 bps

Bank continues to successfully run down the legacy high cost long term borrowings

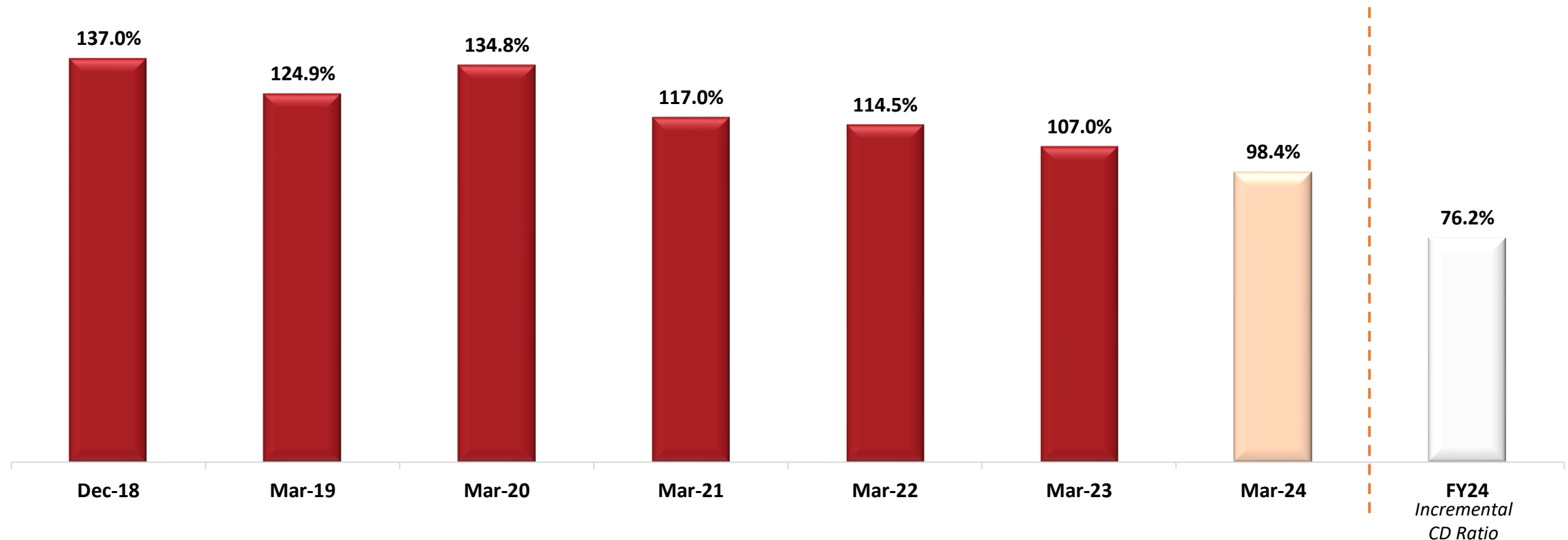
In Rs. Cr	Balance		Run off Schedule				RoI (%)
	As on Mar-23	As on Mar-24	H1-FY25	H2-FY25	FY26	Beyond FY26	
Infrastructure Bonds	6,915	5,510	1,979	2,711	820	-	8.94%
Long Term Legacy Bonds	6,411	4,622	732	394	3,496	-	8.95%
Other Bonds	1,533	747	123	-	298	326	9.07%
Refinance	2,814	930	930	-	-	-	8.25%
Total	17,673	11,809	3,765	3,104	4,614	326	8.90%

- Because we have a DFI background, the legacy borrowings are costing the bank 8.90%. The Bank plans to replace this with low-cost deposits.
- To simulate, if the Bank had replaced all high-cost legacy borrowings with the cost of funds, the return on equity for FY24 would be higher by ~95 bps.



Incremental CD ratio for FY24 is 76.2% for FY24

- Credit-Deposit ratio has improved consistently from 137% to 98.4% since merger and is likely to improve further going forward as the Bank continues to grow deposits
- At the time merger the bank had high Credit to Deposit ratio (CD ratio) because it was largely funded with bonds & borrowings.
- Bonds and borrowings are equally stable money as deposits, as they are repayable only on maturity dates.
- The bank has been continuously raising more deposits than loans disbursed on an incremental basis which is continuously reducing the CD ratio.



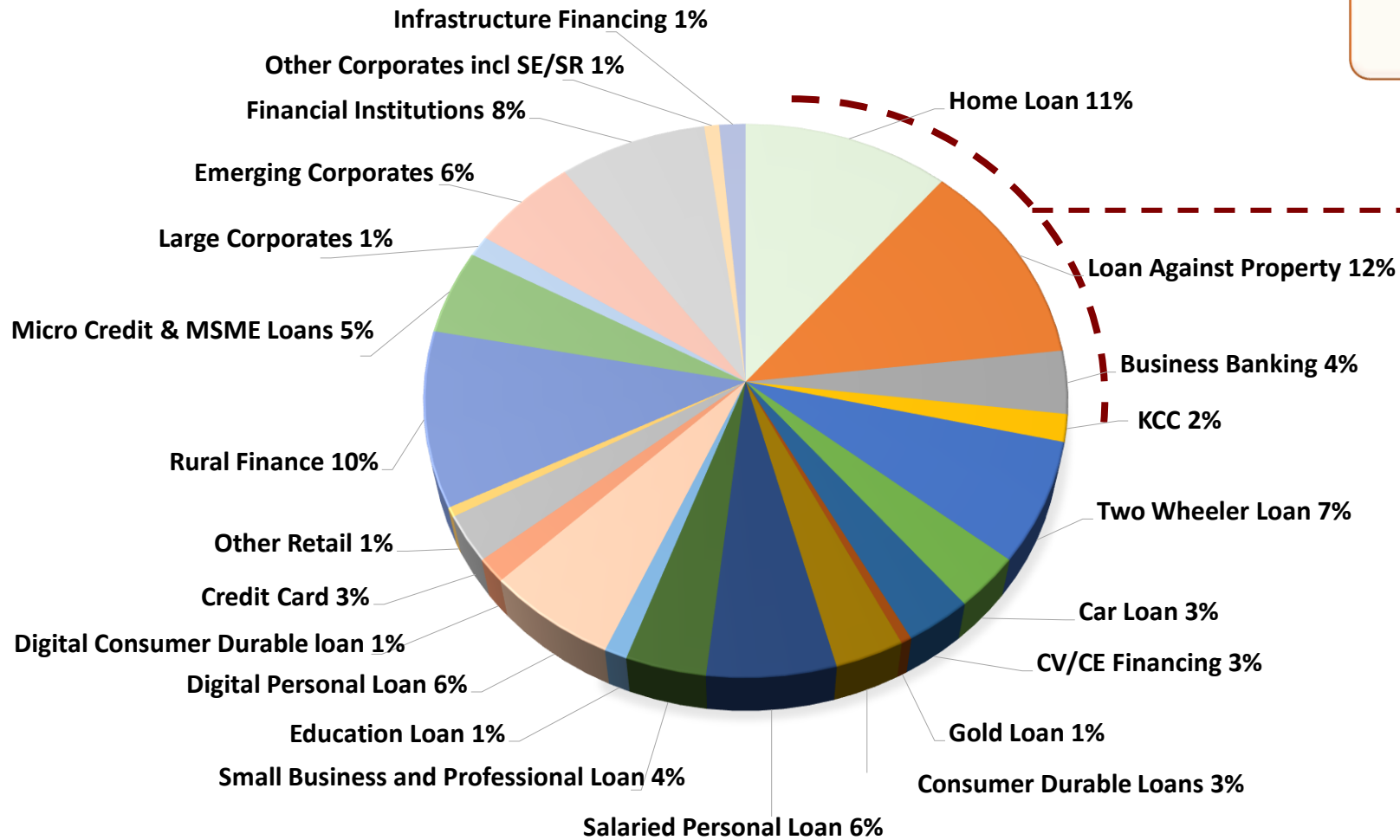
Section 6: Loans & Advances

Bank has a well diversified Credit Portfolio



The Bank has diversified its loan book across more than 25 business lines

Loan Book: March 31, 2024
Rs. 2,00,965 crore

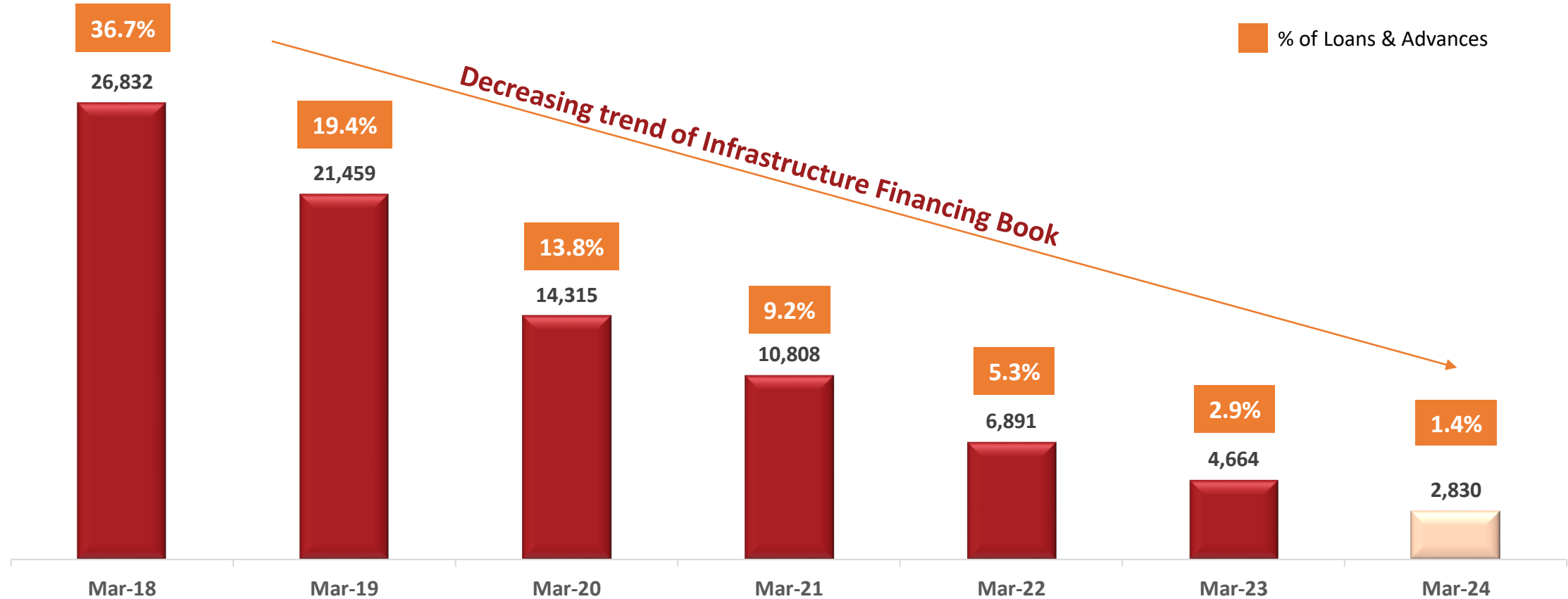


28.5% Backed by Mortgage



Infrastructure Project financing Book de-grew by 39% and is now below 1.5% of loans & advances

Infrastructure Financing Book (Rs. Crore)



Section 7: Risk Management & Asset Quality

a. Retail, Rural & SME Finance

i) Risk Management Funnel

ii) Underwriting Processes

iii) Trend of Bounce rates

iv) Trend of collection efficiency

v) SMA (1+2)

vi) Trend of NPA Ratios

vii) Product wise NPA Ratios as of 31 March 2024

b. Break-down of NPA across Business Segments

c. Wholesale Banking

i) Underwriting process

ii) Risk Management

d. Provision Coverage Ratio

e. Net Stressed Assets



The fundamental underwriting principle of the Bank explained

(This has helped the bank maintain high asset quality)

Cash Flow Assessment
(Bank statements, GST filings, Bureau Data etc.)



Debit Instruction to Bank



High Asset Quality

- The Bank lends on the basis of cash flow assessment –
 - A. Where the cash flow of the borrower is assessed
 - B. This is coupled with right to debit the bank account of the customer for repayment of EMI.
- Our experience is that this combination of A+B put together practically works as an escrow.
- This is a key reason for the bank portfolio continues to do well through the credit cycles.
- The credit model has been tested for over 12 years.
- During this time, the asset quality of the credit book remained pristine with GNPA at less than 2% and NNPA at less than 1% (except the COVID impact)
- Post COVID impact, the GNPA and NNPA in the retail, rural and SME credit has improved to 1.38% and 0.44% respectively as of March 31, 2024.

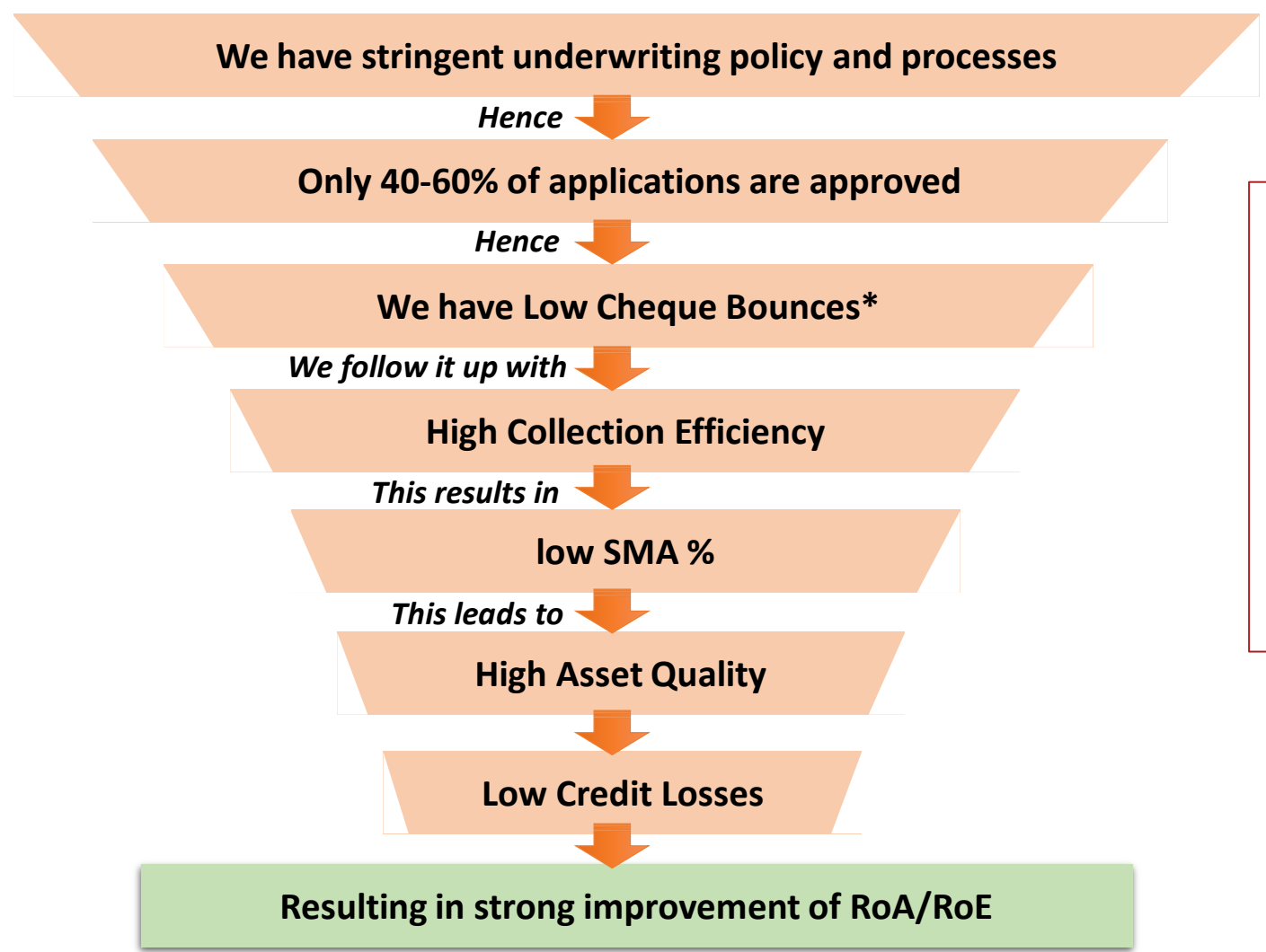


Bank has utilized the new Indian digital Ecosystem for better controls in lending

Stage of Loan Processing	Earlier	New Ecosystem	Now	Benefit
KYC	<ul style="list-style-type: none"> • Physical - copies of Passport, Ration Card, etc. 	Identity is Biometric	<ul style="list-style-type: none"> • Biometric KYC - eKYC, cKYC, Aadhaar OTP based KYC 	High Quality Identity check
Risk Scorecards	<ul style="list-style-type: none"> • Regression and Judgement based models 	AI / ML	<ul style="list-style-type: none"> • Advanced Scorecards based on Logistic Regression and Machine Learning algorithms 	Better Risk management
Bureau	<ul style="list-style-type: none"> • Low seasoning of Bureau • Lesser records (300m) • Low awareness of credit bureau 	Bureau is evolved	<ul style="list-style-type: none"> • High seasoning, better data quality • More records (600m) • High awareness and sensitivity among customers 	Reduced credit risk
Fraud Control	<ul style="list-style-type: none"> • Static Photo test • Traditional eyeballing method for Frauds • No Fraud database, Scorecard 	Advanced real time fraud check mechanism	<ul style="list-style-type: none"> • Live Facial recognition technology, latitude-longitude marker • Automated identification of fraudulent transactions • Availability of Fraud Database and Scorecards 	Better fraud management
Cash Flow and Financial Analysis	<ul style="list-style-type: none"> • Physical copies of financials, bank statements, salary slips, Income Tax Returns • No alternative data sources • Manual calculation of financial ratios basis photocopied document 	Bank statements, GST records are electronic	<ul style="list-style-type: none"> • Digitized .pdf bank statement, salary slips, tax returns • Digitized alternate data sources like GST, Telecom, etc. • Automated calculation of financial ratios and cash flow analysis 	More accurate cash flow analysis
Repayment Mandate	<ul style="list-style-type: none"> • PDCs/ SI/ NACH for repayment 	NACH is electronic	<ul style="list-style-type: none"> • Electronic mandate through- NACH 	Better collections
Collections	<ul style="list-style-type: none"> • Tele-calling, field collections 	UPI, BOT	<ul style="list-style-type: none"> • Collection through sending UPI link, calling using bots to customer 	Frictionless, lesser use of tele-calling
Monitoring	<ul style="list-style-type: none"> • Batch Mode, once a month 	Analytics is real time	<ul style="list-style-type: none"> • Real time monitoring of portfolio by various cuts 	Better quality of portfolio



Risk Management Funnel for Retail, Rural & SME Loans

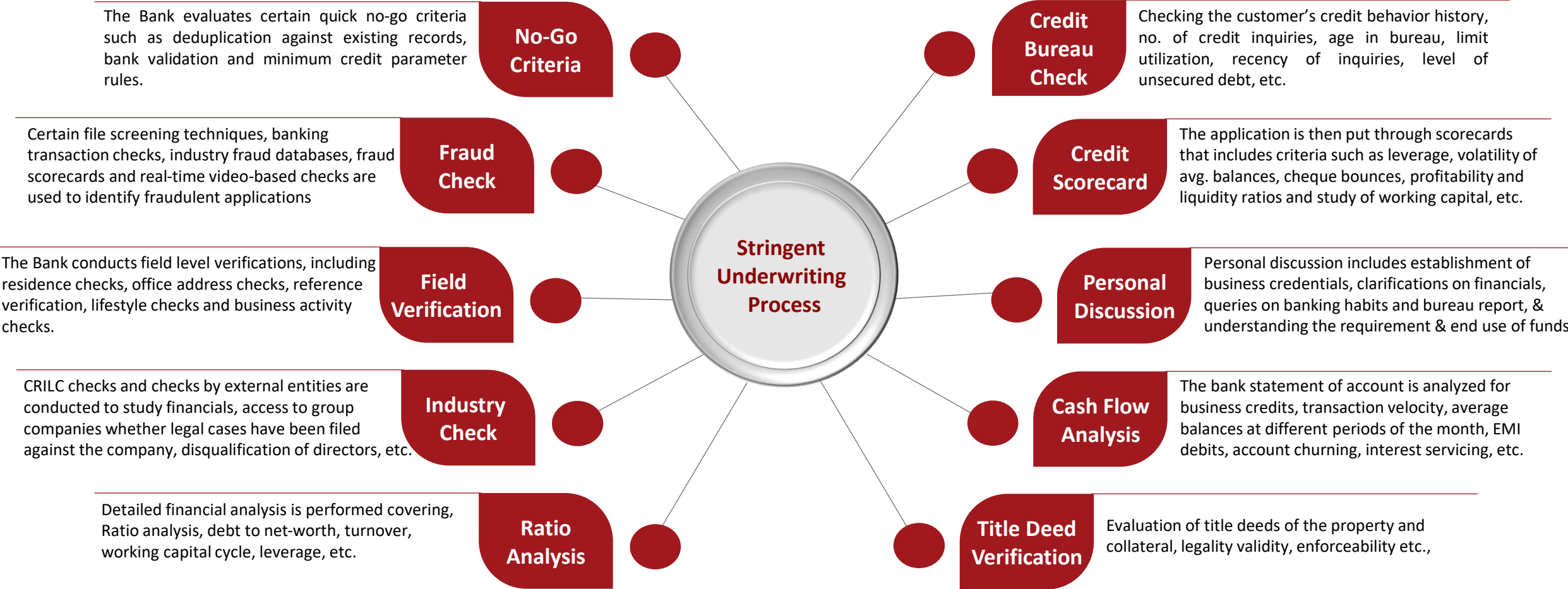


This slide explains the rigorous processes we follow to maintain low Gross NPA, low Net NPA and low credit costs for over a decade.

* Cheque / ECS / NACH bounces on first EMI presentation

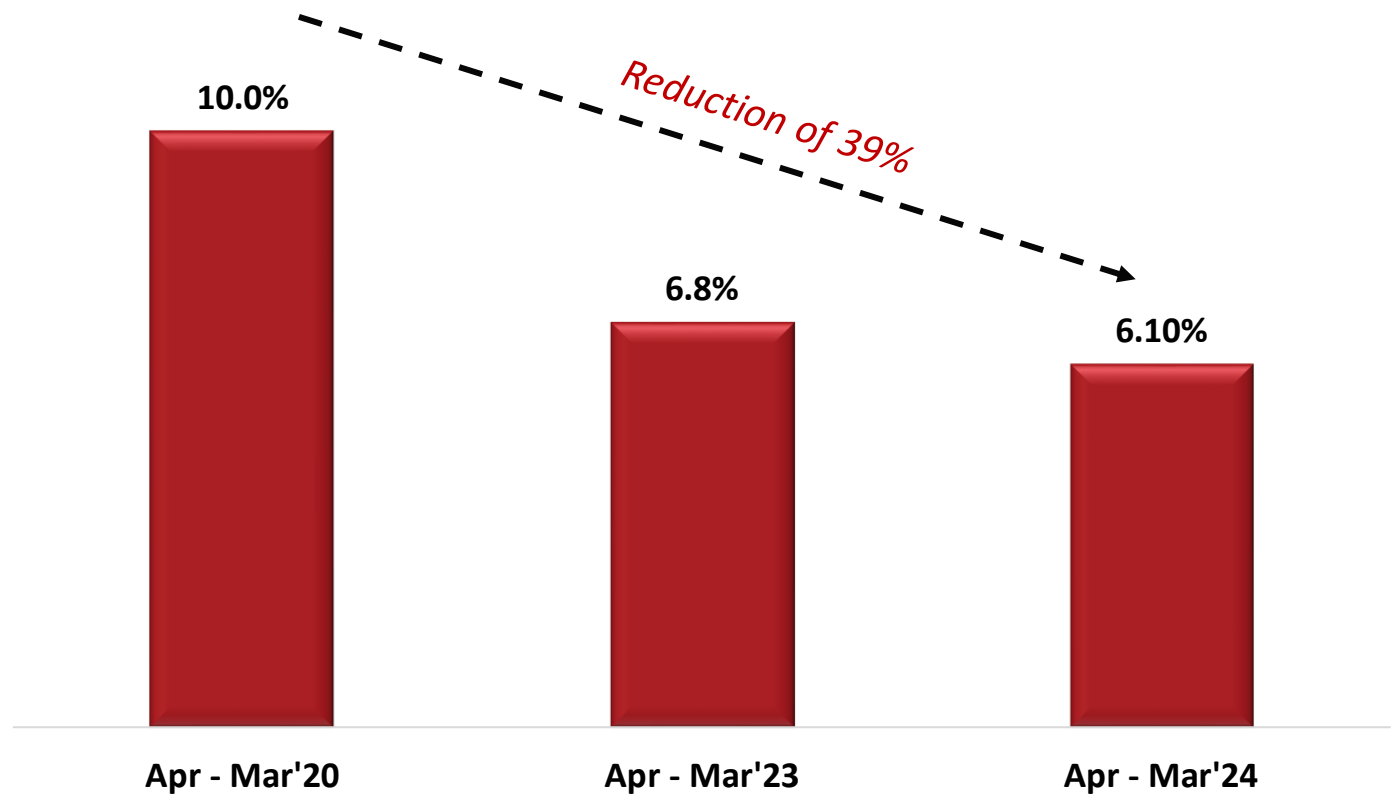


The Bank has a 10 Step Stringent Underwriting Process



Bank has tightened underwriting norms across all products, which resulted in improved quality of loans originated

First EMI Cheque / Mandate Bounce Rates of Presentation



- First EMI (FEMI) represents Cheque returns in the FIRST month after Booking. It is thus a direct indicator of the Quality of Booking.
- These returns are collected from customers in the remainder of the month (see next slide for collection efficiency).
- Our First EMI cheque Bounce has consistently remained low indicating high quality of bookings.

Note: Bounce figures are weighted average of trailing 12 month averages.

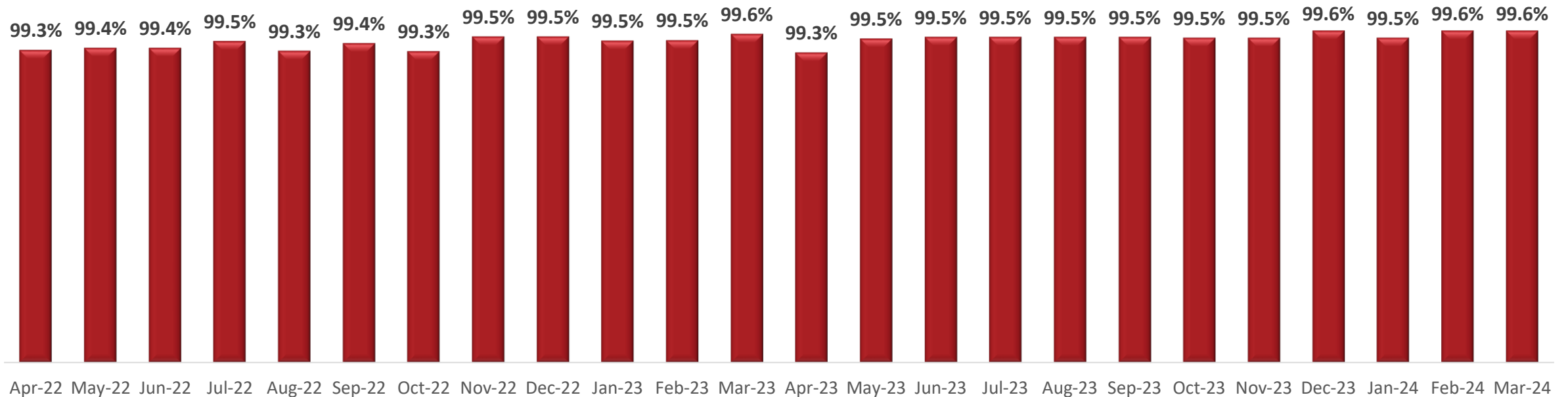


The Bank maintains high collection efficiency at 99.6%, steady for last 24 months

Definition:

Collection Efficiency % = (Pos of EMI Collected for the Month)/(Pos of EMI Due for the month)* 100

Note: Collections does not include any arrear collections, or prepayment collections in these calculations, and hence represents the true picture of collections efficiency.

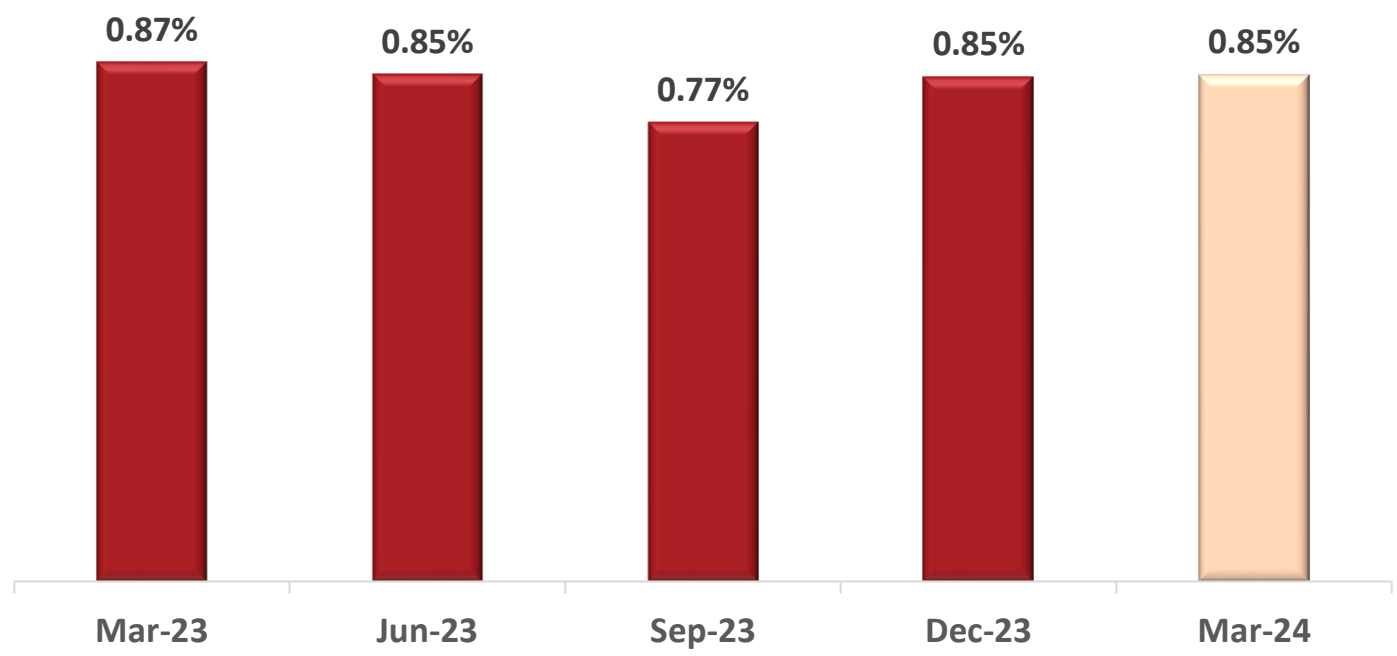


Note: Above numbers pertain to collection efficiency (early-bucket) in Retail portfolio (excluding rural financing) which is the majority of the Book. Similar experience is observed in the Rural financing also.



SMA (pre-NPA) portfolio continues to remain low; hence we expect low NPA formation going forward

SMA-1 & SMA-2 portfolio as % of total Retail, Rural & SME Loan Book

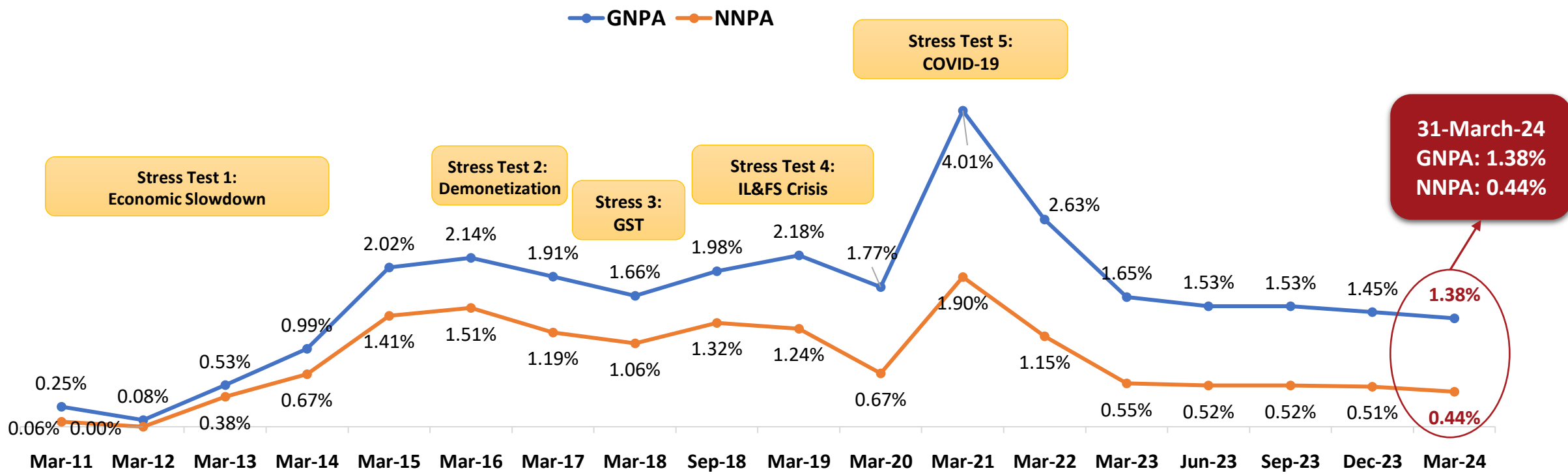


- SMA 1 is the overdue portfolio in Bucket 31-60 days, and SMA 2 is the overdue portfolio in 61-90 days.
- SMA 1 (31-60 days overdue) and SMA 2 (61-90 days overdue), put together are around 0.85% of the Book in Retail, Rural & SME segment.
- The SMA is broadly stable.
- Based on low SMA, we expect a lower level of NPA formation in future.



Bank has maintained High Retail asset quality GNPA of ~2% and NNPA ~1% for a decade across cycles

- In this segment, asset quality maintained through Economic slowdown, demonetization, GST, ILFS Crisis.
- In Retail, Rural & SME Finance portfolio, GNPA and NNPA have come down to 1.38% and 0.44% respectively



Note: "Bank" and "Decade" here pertains to combined history of both Capital First and IDFC Bank. The figures till Sep-18 pertains to the retail portfolio at Capital First Limited.



All retail, rural and SME product segments continue to have low NPA ratios

Segment	Gross Advances Breakup (Rs. Crore)	Gross NPA	Net NPA
Home Loan	22,325	0.75%	0.33%
Loan Against Property	24,247	1.59%	0.67%
Vehicles	20,827	1.52%	0.59%
Consumer Loans	28,659	1.72%	0.52%
Rural Finance	23,882	1.01%	0.20%
Digital, Gold & Others	17,527	1.80%	0.41%
Credit Cards	5,546	1.76%	0.39%
SME Finance	23,591	1.20%	0.38%
Corporate (Non-Infra)	28,213	2.55%	0.26%
Infrastructure Finance	2,643	26.45%	15.55%
Overall Bank	1,97,459	1.88%	0.60%
Bank (Excluding Infra)	1,94,816	1.55%	0.42%

Retail, Rural & SME

Gross NPA

Net NPA

1.38%

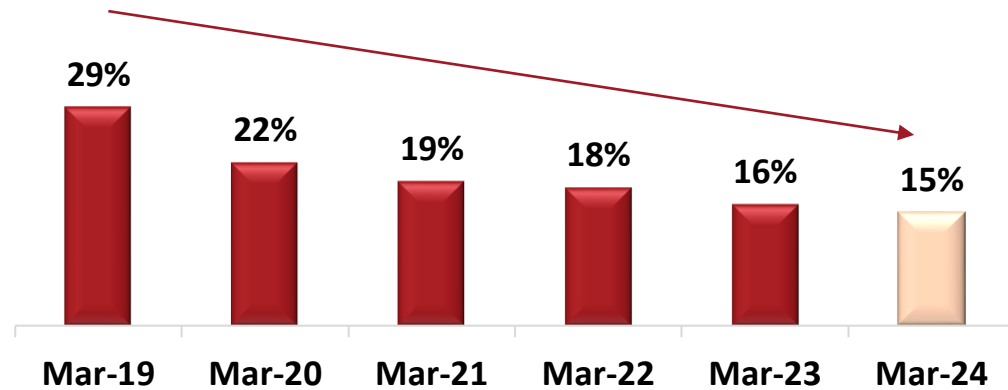
0.44%

- The significant and growing part of the book, i.e. the Retail, Rural and SME business financing business has low NPA levels because of high-quality underwriting, credit bureaus, technology, cash-flow based lending capabilities.

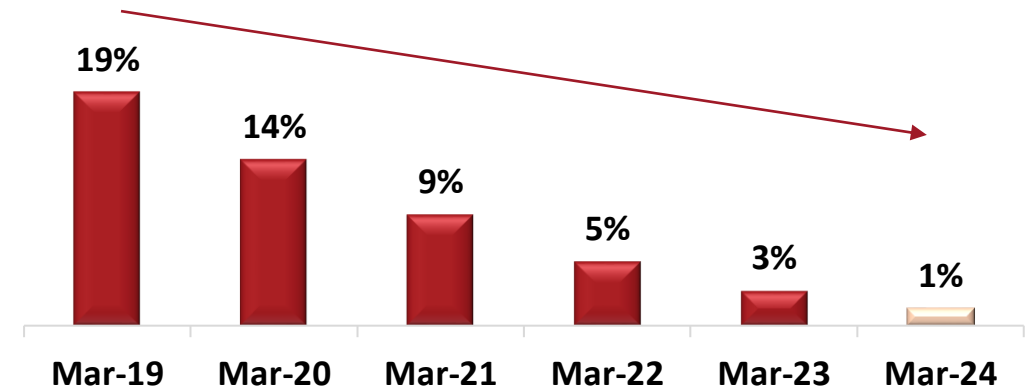
- Gross Slippages for Q4-FY24 were Rs. 1,347 crore compared to Rs. 1,422 crore in Q3-FY24
- Net Slippages for Q4-FY24 were Rs. 724 crore compared to Rs. 866 crore in Q3-FY24

Bank follows stringent underwriting process including customer selection, due diligence with focus on cash flows, smell check, granular exposure and risk-based approvals which has reduced concentration risk in Wholesale lending

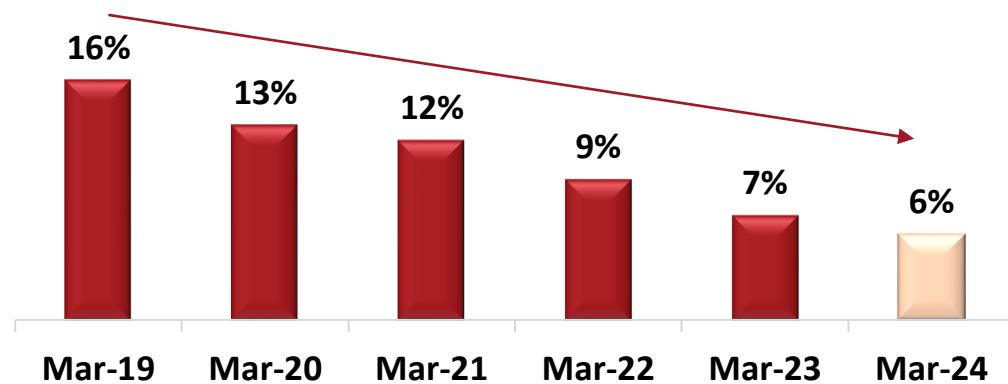
The Bank has reduced its corporate (non-infra) book from 29% in Mar-19 to 15% in Mar-24



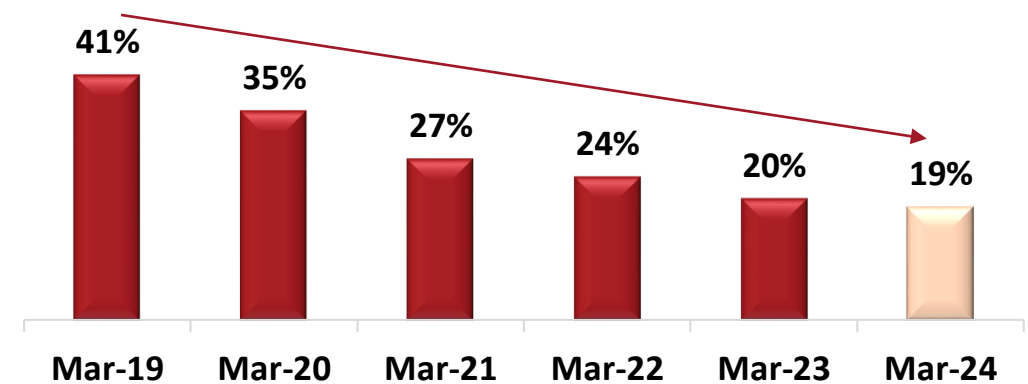
Similarly, the Bank has reduced its infrastructure financing portfolio from 19% in Mar-19 to 1.4% in Mar-24



Also, the exposure to top 20 single borrowers reduced from 16% in Mar-19 to 6% in Mar-24

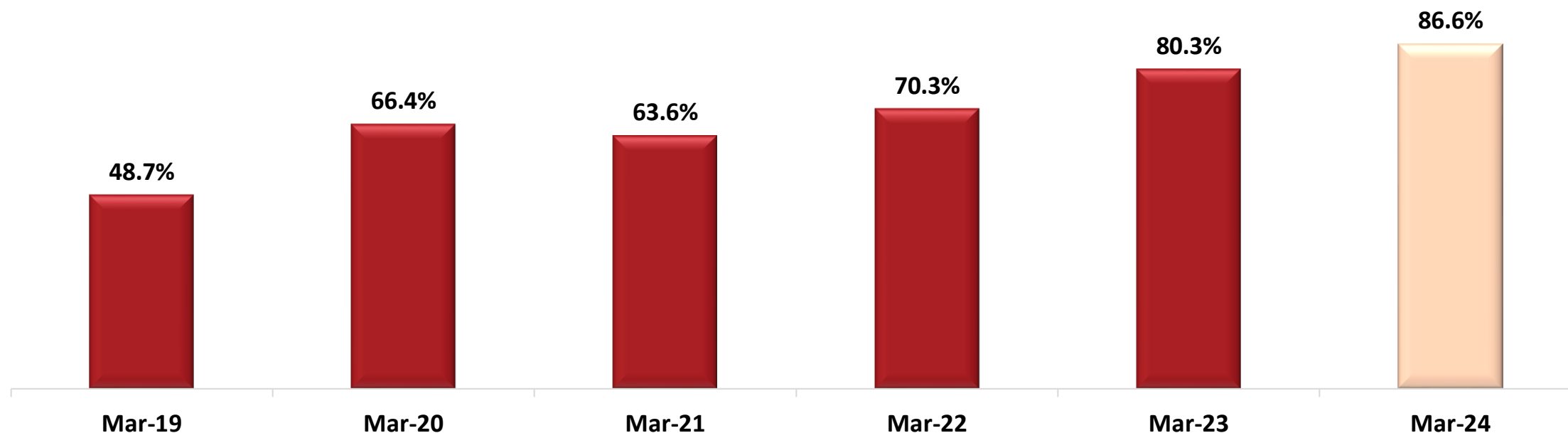


Further, the exposure to top 5 industries also reduced from 41% Mar-19 to 19% in Mar-24 which has further strengthened the balance sheet.



Provision Coverage Ratio increased to 86.6% for the Bank

Provision Coverage (Including technical write-offs)

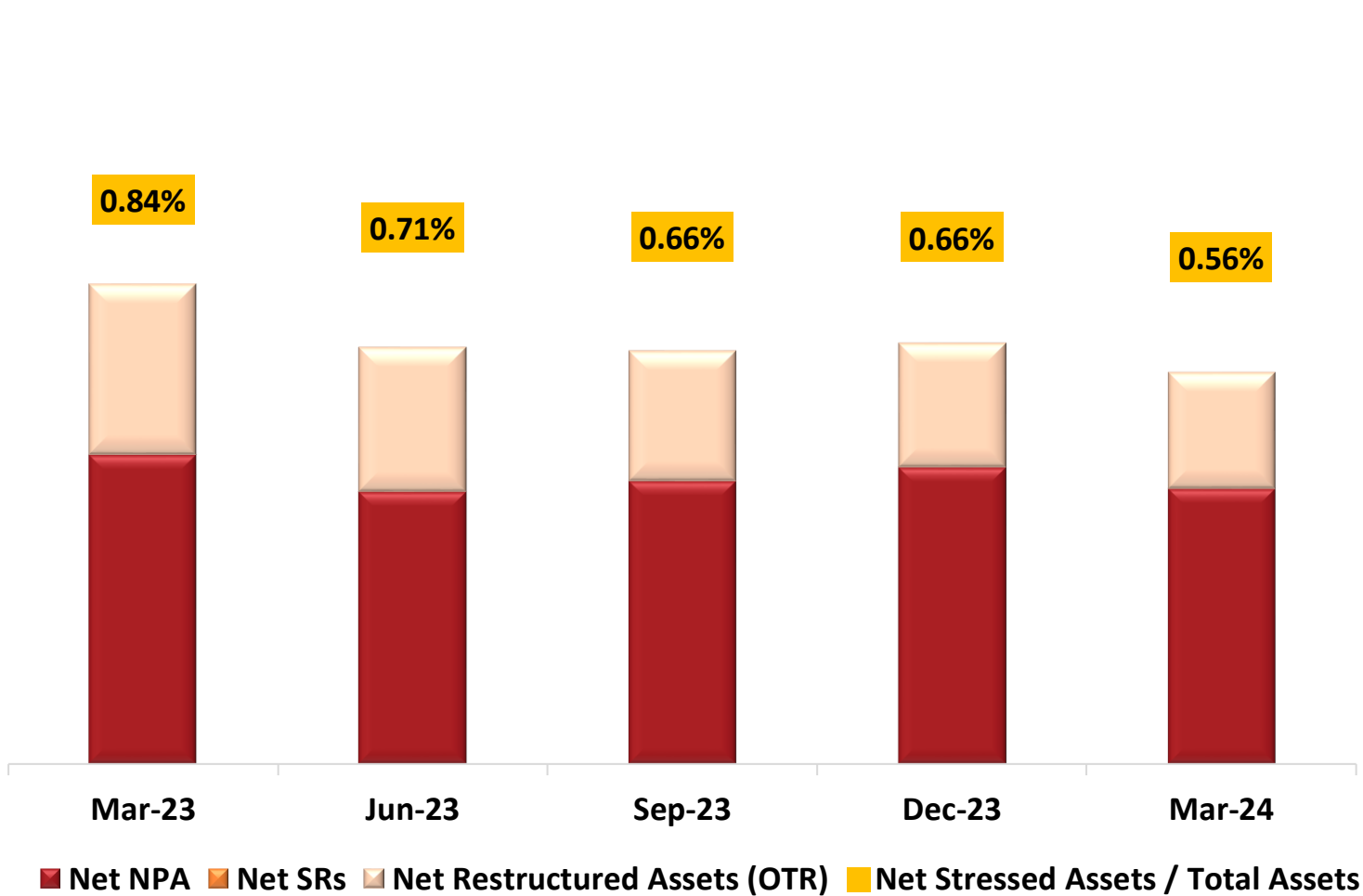


- Provision Coverage Ratio (excluding technical write-offs) improved to 68.8% as on March 31, 2024 from 66.9% as on December 31, 2023; and compared to 66.4% as on March 31, 2023.
- **Provision Coverage Ratio as mentioned above after excluding infrastructure finance book was at 73.4% as on March 31, 2024**



Net Stressed Assets reduced to only 0.56% of total Assets

Net stressed Assets = Net NPA + Net SRs + Net Restructured Assets (OTR)



- The Bank has reduced the net stressed assets, both in absolute value and as % of the total assets. This indicates lower NPA levels going forward.
- The restructured pool of the Bank has reduced by 36% since March 31, 2023.
- Standard restructured Book is 0.31% of the total funded assets as of March 31, 2024.



Section 8: Profitability & Capital

a. Net Interest Income

b. Fee and Other Income

c. Cost to Income

d. Trend of Core Operating Profit

e. Trend of Profitability and Return Ratios

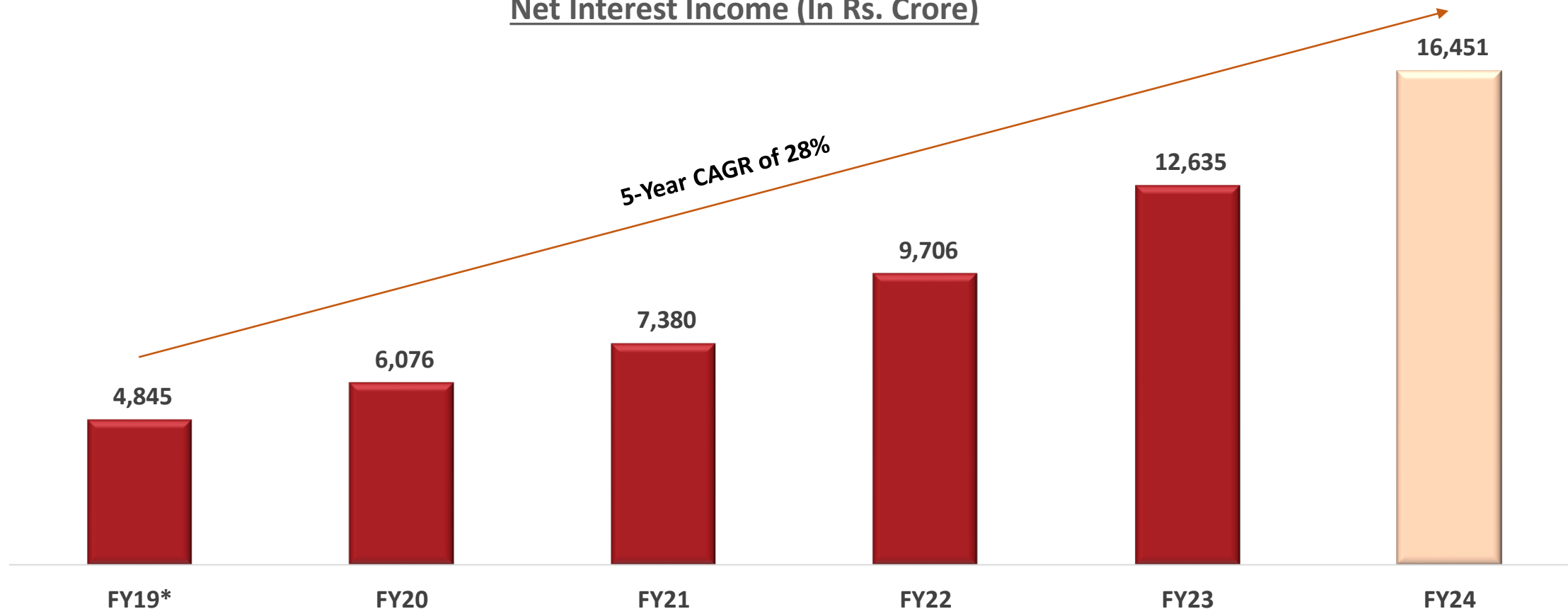
f. Financial Statements

g. Capital Adequacy



30% YoY growth in Net Interest Income during FY24 against balance sheet growth of 23%

Net Interest Income (In Rs. Crore)



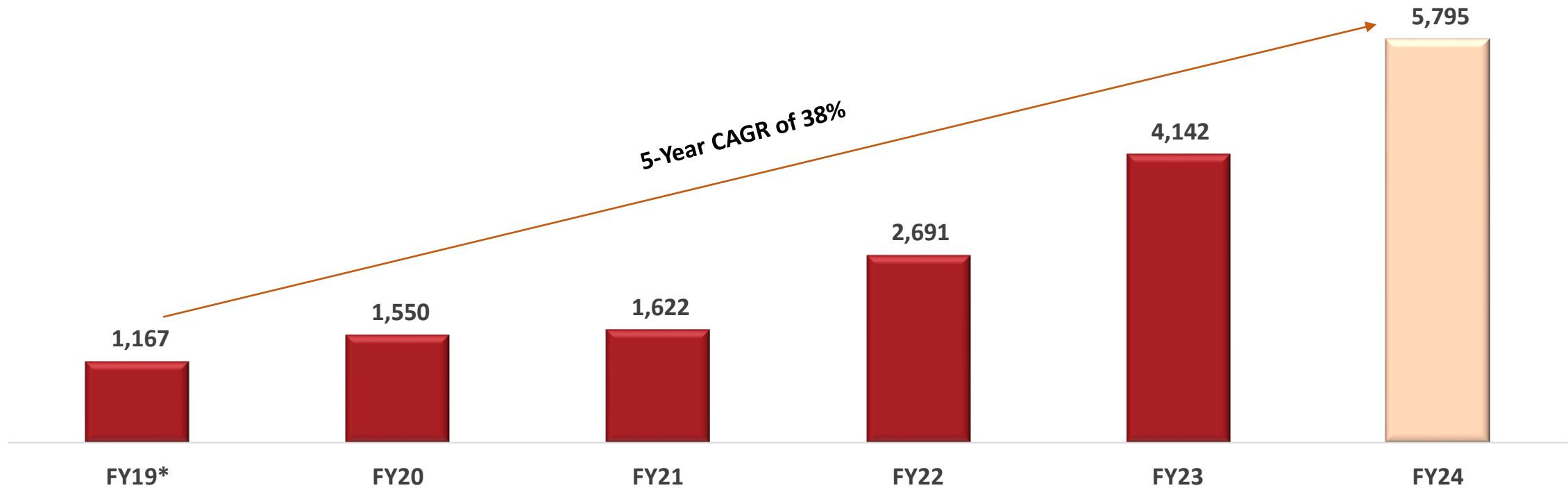
- Net Interest Margin (NIM) on AUM for FY24 was 6.36% as compared to 6.05% in FY23; for Q4-FY24 NIM stood at 6.35%
- Cost of Funds for Q4-FY24 was 6.43%, marginally improved from 6.44% in Q3-FY24
- Cost of Deposits for Q4-FY24 was at 6.27% as compared to 6.20% for Q3-FY24

* H2-FY19 actual annualized



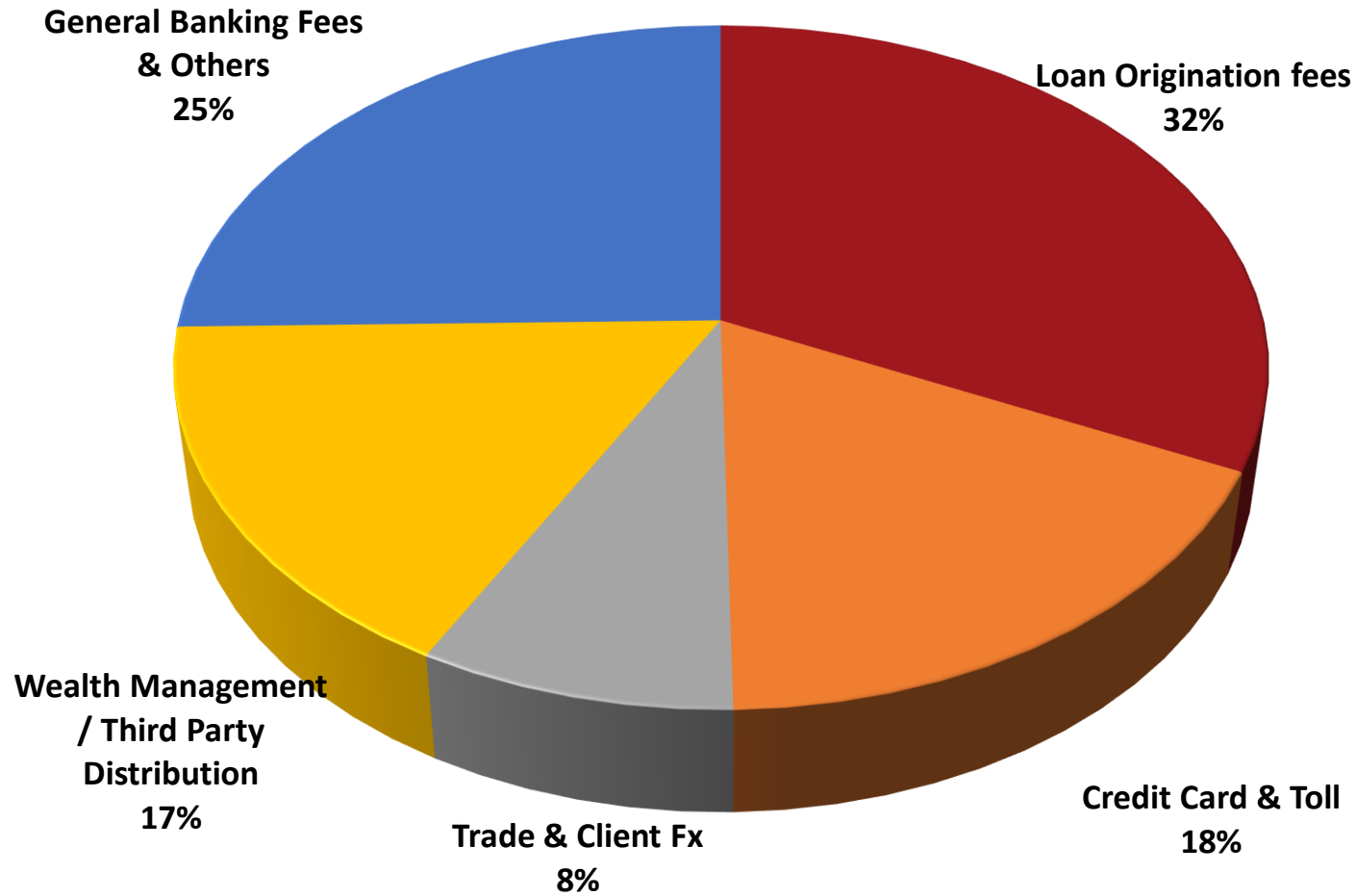
40% YoY growth in Fee & Other Income during FY24

Fee and Other Income (In Rs. Crore)



- Fee and other income as a % of total average assets improved from 1.93% in FY23 to 2.16% in FY24

Breakup of Fee & Other Income – FY24



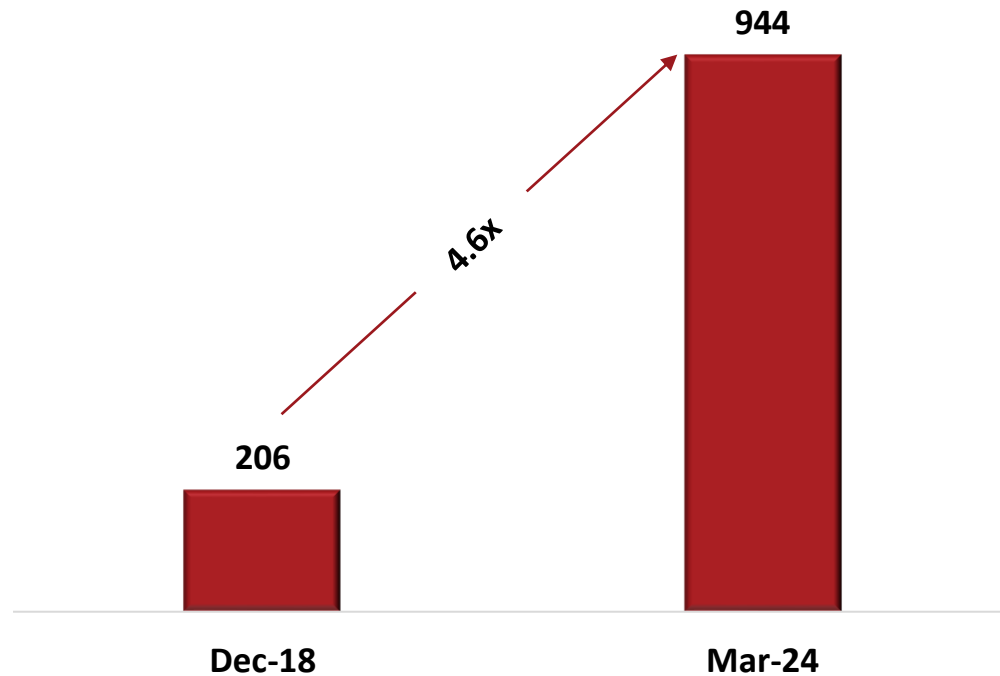
- The Bank has launched and scaled up many fee-based products in the last 5 years.
- Many of these products are in the early stage of their lifecycle and have the potential to grow significantly going forward.
- **93%** of the fee income & other income is from retail banking operations which is granular and sustainable.



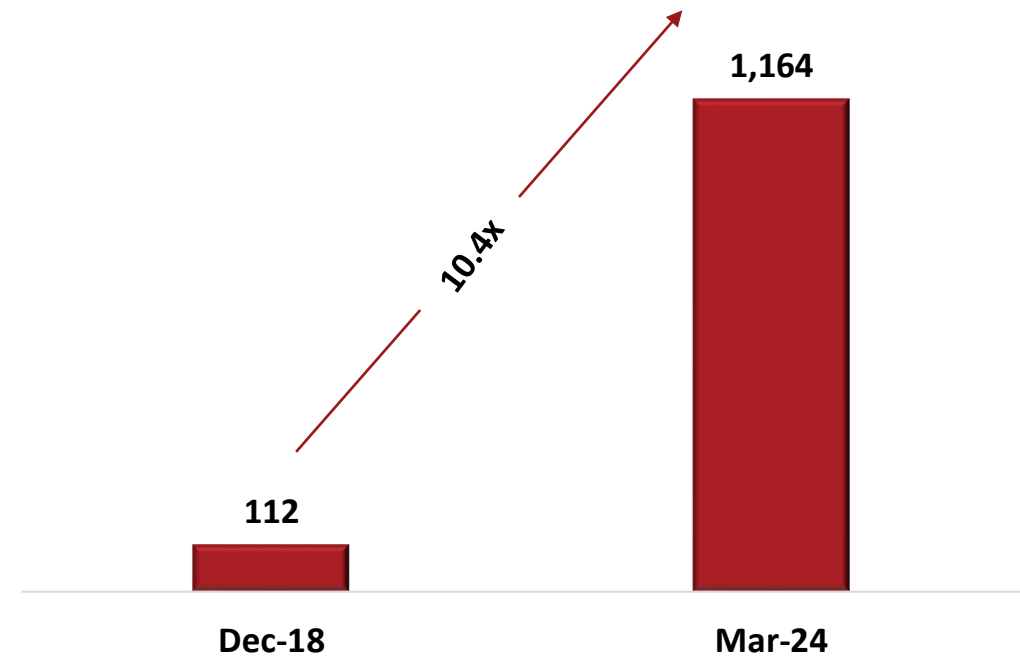
Cost to Income ratio – Investment Requirements

- At merger, the Bank had a low CASA at 8.68%. Our total deposits & borrowings were Rs. 1,29,381 crores, of which only Rs. 10,400 crores (8.04%) were retail Deposits and Rs. 1,18,981 crores (91.96%) were institutional borrowing and deposits.
- To address this issue and raise retail deposits, the Bank opened 738 branches and 1052 ATMs since merger
- The Bank also had to incorporate the new technology wave in its business model

Branches



ATMs (Including Recyclers)



Bank has launched and scaled up many new products in the last 2 years

Retail Assets	Commercial Credit & Wholesale Banking	Rural Products	Retail Fee Businesses
Prime Home Loans	Commercial Vehicle Loans	Gold Loans	Wealth Management
New Car Loans	Construction Equipment Loans	KCC	FASTag
Credit Card	Cash Management	Agri / Farmer Loans	Forex Card
Digital Loans	Trade Finance	Tractor Loans	
Education Loans	Forex Solutions		
	Transaction Banking		

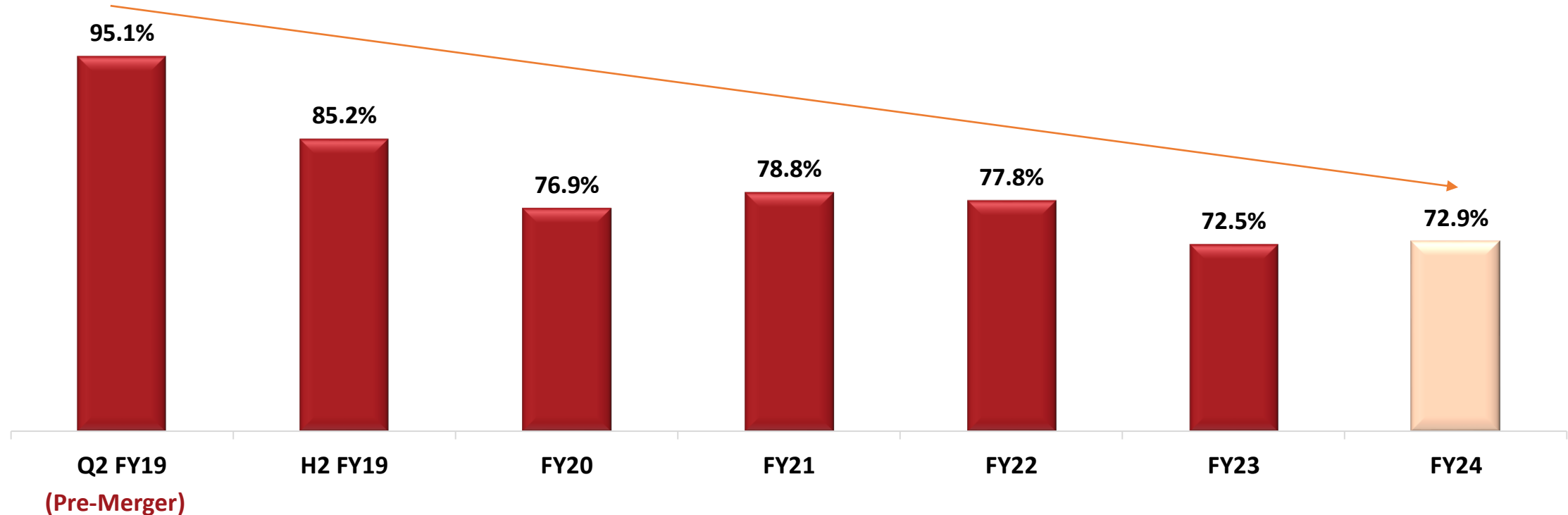
- Most of above businesses are currently not profitable but launched in the interest of in the long-term interest, to build a comprehensive bank.
- Over next few years we expect all these businesses to turn profitable which will add to overall profitability of the bank in due course.



Bank has reduced Cost to Income ratio from 95.1% to 72.9% in 5 years

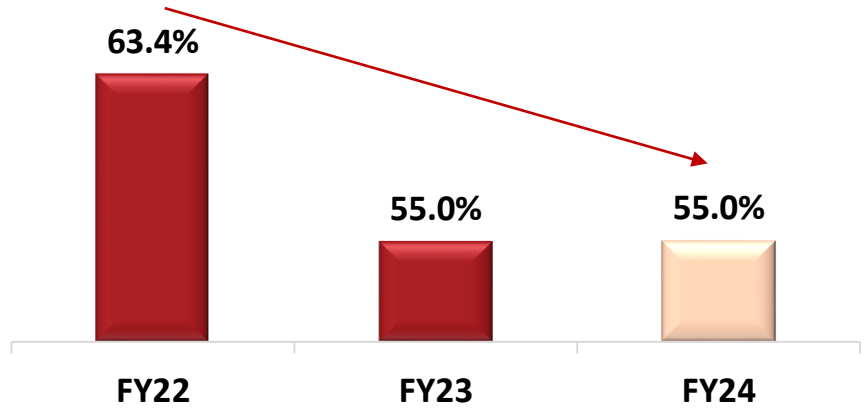
- During the last three years the bank had to make significant investments in building liabilities and credit card franchise
- Despite this, the cost income ratio has come down from 95.1% to 72.9% because of the strong incremental unit economics at the bank which is allowing the bank to make the investments to build the Bank
- Cost to income ratio for Q4 FY24 was at **73.2%** as compared to **73.7%** for Q3 FY24
- Cost to income will further come down with scale

Core Cost to Income (excluding Trading Gains) Ratio %

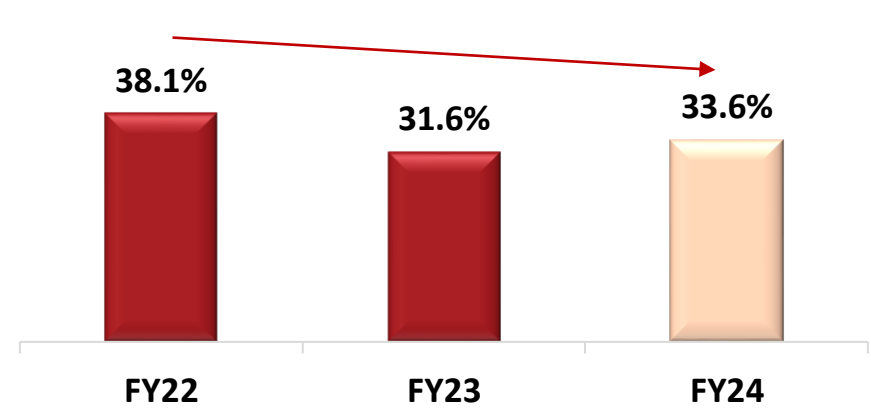


Cost to Income Ratio has been improving for all business segments as they scale up

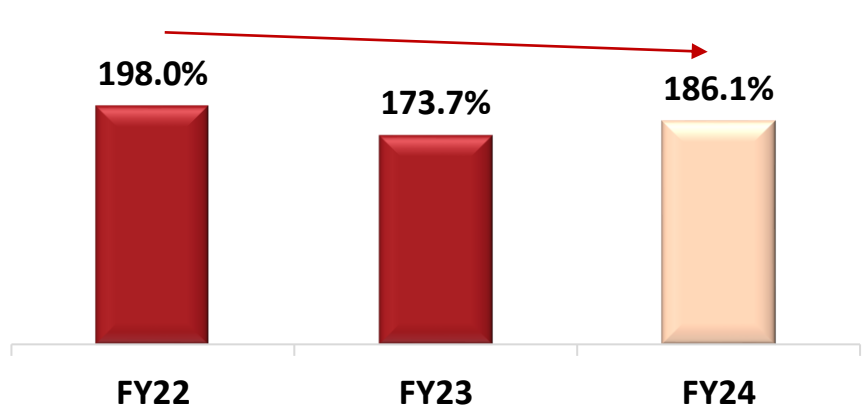
Retail, Rural & SME



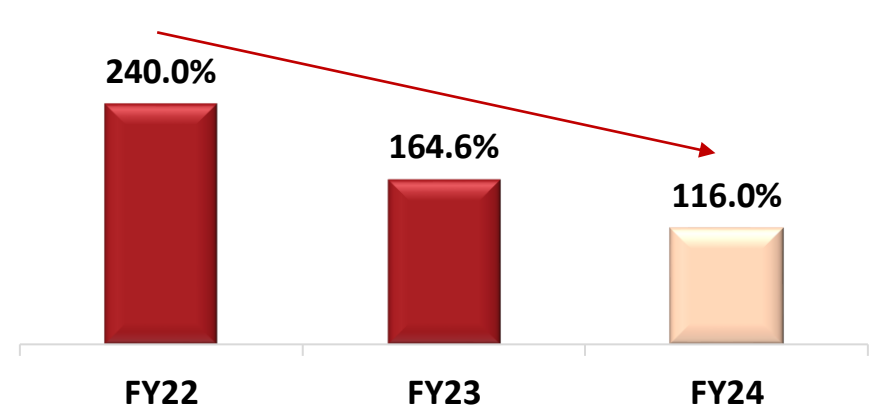
Wholesale Banking



Liabilities



Credit Cards

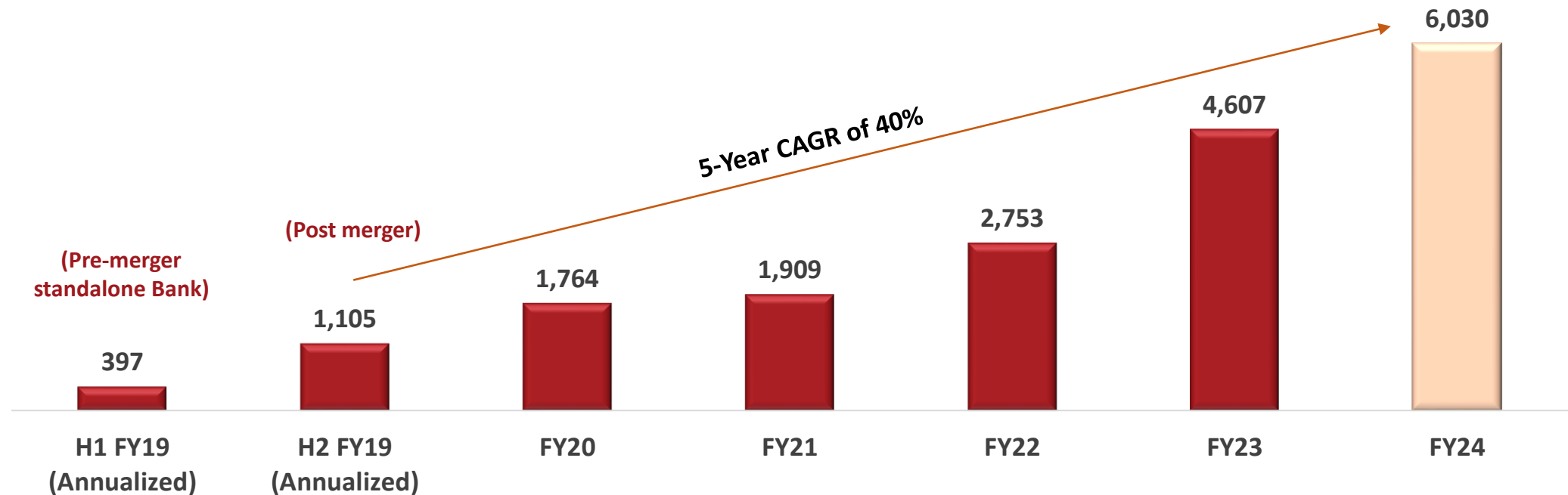


31% YoY growth in Core Operating Profit (excluding trading gains) during FY24

- The core operating profit (excluding trading gains) of the Bank is growing higher than the overall balance sheet growth. This demonstrates the power of incremental profitability of the core business model.

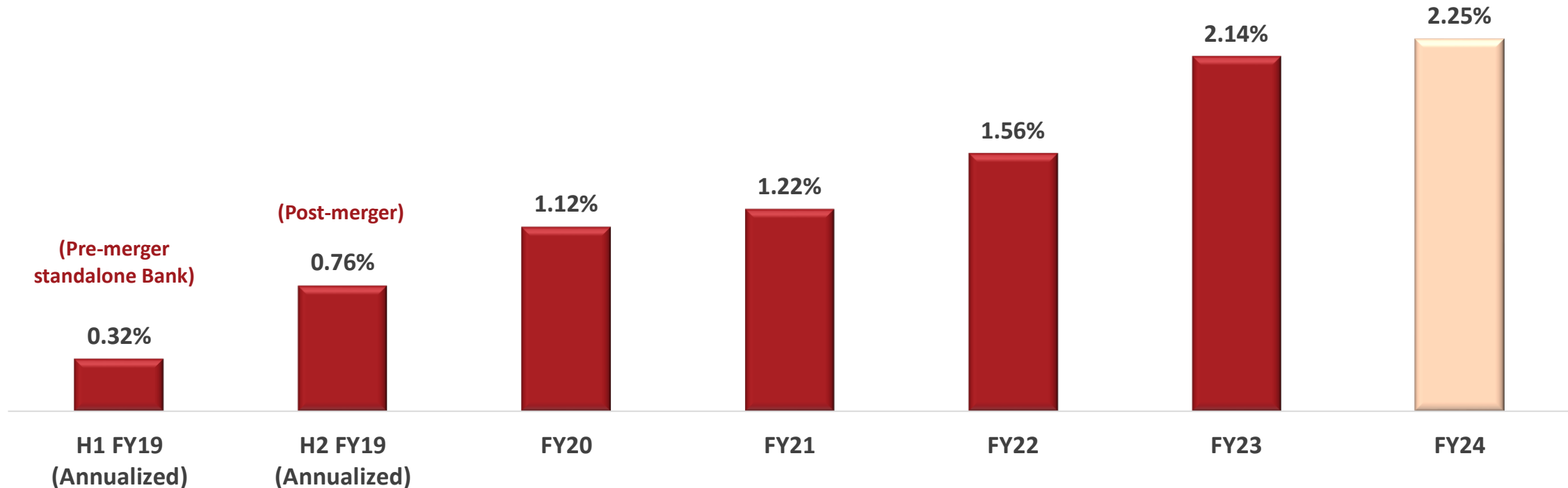
Core Pre-Provisioning Operating Profit (In Rs. Crore)

Loan book has grown at a 5Year CAGR of 13% while the operating profit has grown at the 5Year CAGR of 40%



Improving Operating Profit as % of total assets

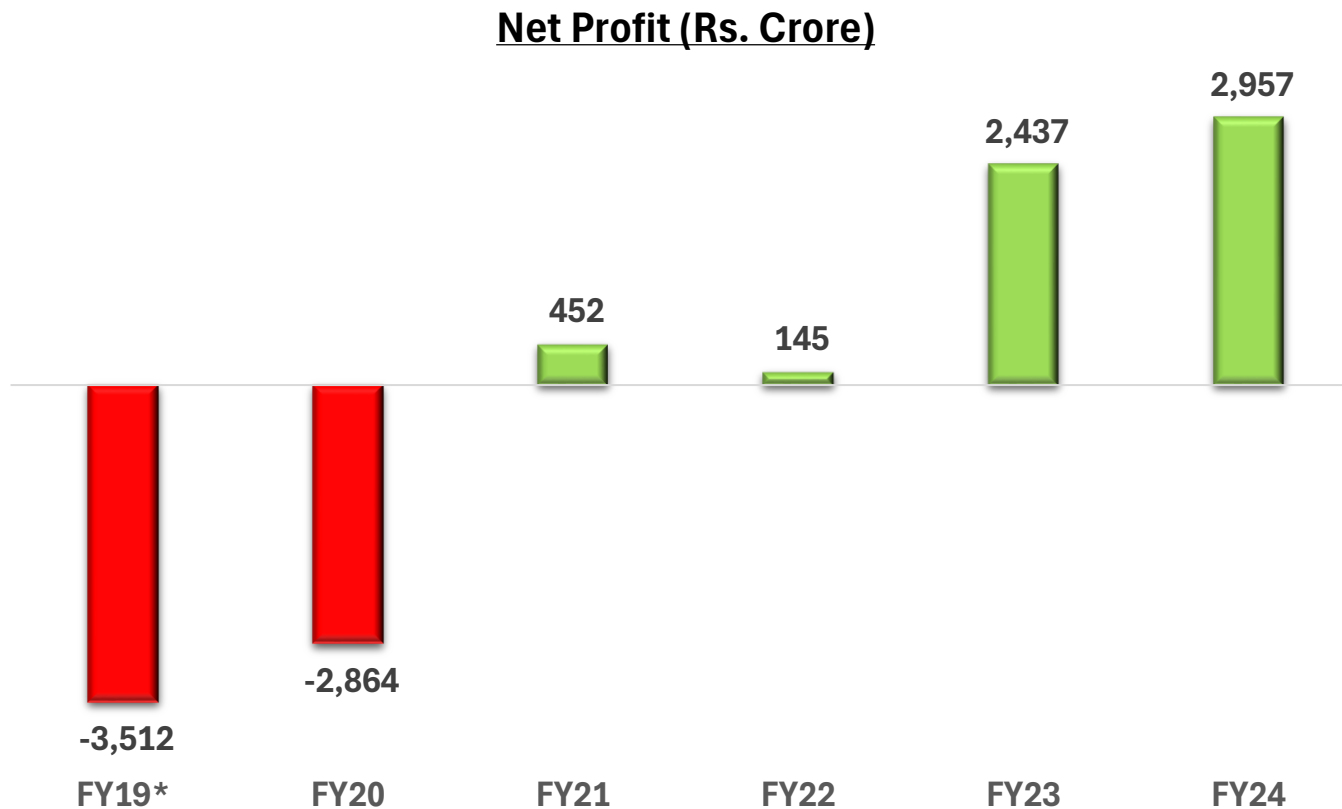
Core Pre-Provisioning Operating Profit (PPOP) as a % of Average Total Assets



- The bank has improved the core pre-provisioning operating profit despite investment in growing the bank. This was made possible as the retail lending business is profitable with more than 20% incremental ROE.

* H2-FY19 actual annualized

Bank has turned profitable on sustained basis based on strong Operating Profits and low credit costs



- The Bank posted 6 quarters of losses consecutively in FY19 and FY20 due to provision on legacy infrastructure portfolio and large corporate loans as well as goodwill write-off on merger.
- In FY21 and early FY22, the Bank had to sustain the impact of the COVID wave while as an early stage bank, the core PPOP of the Bank was low and the Bank was building the necessary infrastructures and capabilities at that stage.
- As the foundations pillars were built and businesses scaled up driving retail deposits and asset growth, the Bank started posting sustainable levels of profitability starting from FY23 and continued the same in FY24.

- The Return on Average Total Asset of the Bank for FY24 was 1.10% as compared to 1.13% in FY23
- The Return on Average Equity of the Bank for FY24 was 10.30% as compared to 10.79% in FY23

* Net Profit for H2-FY19 annualized

Balance Sheet

In Rs. Crore	Mar-23	Dec-23	Mar-24	Growth (%) (YoY)
Shareholders' Funds	25,721	31,451	32,161	25.0%
Deposits	1,44,637	1,82,549	2,00,576	38.7%
- CASA Deposits	71,983	85,492	94,768	31.7%
- Term Deposits	72,655	97,057	1,05,808	45.6%
Borrowings	57,212	45,109	50,936	-11.0%
Other liabilities and provisions	12,371	11,629	12,442	0.6%
Total Liabilities	2,39,942	2,70,738	2,96,115	23.4%
Cash and Balances with Banks and RBI	13,898	11,433	12,480	-10.2%
Net Retail and Wholesale Loans & Advances*	1,55,109	1,85,503	1,97,763	27.5%
Investments	57,809	60,396	71,540	23.8%
Fixed Assets	2,090	2,502	2,619	25.3%
Other Assets	11,035	10,904	11,713	6.1%
Total Assets	2,39,942	2,70,738	2,96,115	23.4%

*includes credit investments (Non-Convertible Debentures, PTC, SRs and Loan Converted into Equity)

Annual Income Statement

In Rs. Crore	FY23	FY24	Growth (%) YoY
Interest Income	22,728	30,323	33%
Interest Expense	10,092	13,872	37%
Net Interest Income	12,635	16,451	30%
Fee & Other Income	4,142	5,795	40%
Trading Gain	325	207	-36%
Operating Income	17,102	22,453	31%
Operating Income (Excl Trading Gain)	16,777	22,245	33%
Operating Expense	12,170	16,216	33%
Operating Profit (PPOP)	4,932	6,237	26%
Operating Profit (Ex. Trading gain)	4,607	6,030	31%
Provisions	1,665	2,382	43%
Profit Before Tax	3,267	3,855	18%
Tax	830	899	8%
Profit After Tax	2,437	2,957	21%

- Excluding Trading gains, the net profit for FY24 grew 28% YOY

Quarterly Income Statement

In Rs. Crore	Q4 FY23	Q3 FY24	Q4 FY24	Growth (%) YoY
Interest Income	6,424	7,879	8,219	28%
Interest Expense	2,828	3,593	3,750	33%
Net Interest Income	3,597	4,287	4,469	24%
Fee & Other Income	1,181	1,469	1,610	36%
Trading Gain	216	48	32	-85%
Operating Income	4,994	5,803	6,111	22%
Operating Income (Excl Trading Gain)	4,778	5,755	6,079	27%
Operating Expense	3,436	4,241	4,447	29%
Operating Profit (PPOP)	1,559	1,562	1,664	7%
Operating Profit (Ex. Trading gain)	1,342	1,515	1,632	22%
Provisions	482	655	722	50%
Profit Before Tax	1,076	908	942	-13%
Tax	274	192	217	-21%
Profit After Tax	803	716	724	-10%

- Excluding Trading gains, the net profit for Q4 FY24 grew 9% YOY and by 3% QOQ

Capital Adequacy Ratio is strong at 16.11% as on March 31, 2024

In Rs. Crore	Mar-23	Dec-23	Mar-24
Common Equity	24,816	30,496	30,940
Tier 2 Capital Funds	4,585	6,075	6,367
Total Capital Funds	29,401	36,571	37,307
Total Risk Weighted Assets	1,74,762	2,18,608	2,31,576
CET-1 Ratio (%)	14.20%	13.95%	13.36%
Total CRAR (%)	16.82%	16.73%	16.11%

- Recent RBI circular impact on exposure towards consumer retail credit, credit card outstanding and exposures to NBFCs (rated better than BBB) had an impact of ~100 bps on the capital buffers.
- Excluding the above the CET would have been about ~14.2% and Overall CRAR would have been about 17.1%



Section 9: Credit Rating



Bank's Long Term Credit Rating has been recently upgraded by CARE, CRISIL and ICRA

Rating Agency	Long Term Credit Rating	Month of Rating Review
CARE Ratings	AA (stable) to AA+ (stable)	October' 23
CRISIL	AA (stable) to AA+ (stable)	June '23
ICRA	AA (stable) to AA+ (stable)	May '23
India Ratings	AA+ (negative) to AA+ (stable)	December' 22



Section 10: Board of Directors



Board of Directors: MD & CEO Profile



Vaidyanathan aspires to create “a world-class Bank, which offers high-quality affordable and ethical banking, for India”.

Mr. V. Vaidyanathan took over as the Managing Director and CEO of IDFC FIRST Bank in December 2018 after the merger of Capital First and IDFC Bank.

He worked with Citibank from 1990-2000. He joined ICICI Bank in 2000 and set up its Retail Banking division. He was appointed to the Board of Directors of ICICI Bank in 2006 at age 38. He took the branch network to 1411, built a large CASA book, and built retail lending including mortgages, auto loans, and credit cards of ₹ 1.35 trillion (\$30 bn) by 2009. He became the MD and CEO of ICICI Prudential Life insurance in 2009.

Chasing an entrepreneurial opportunity, he left the ICICI group in 2010 and acquired about 10% equity in a small, listed, real-estate financing NBFC with a market cap of ₹ 780 crores (\$140m, 2012) with an idea to convert it to a commercial Bank. To raise the required funds of ₹ 78 crores (\$14m), he pledged the purchased stock and his home as collateral.

He then discontinued the NBFC’s existing businesses of Real Estate financing, equity broking, and Forex Business and instead started financing Retail & MSME clients for ₹ 5000 to ₹ 1 crore(\$100-\$200K), using tech-led algorithms.

He demonstrated the proof of concept of Retail and MSME financing to Private Equity players and raised fresh equity of ₹ 810 crores (\$140m) in 2012, recapitalised the company, and became its Chairman and CEO. He then reconstituted the Board and renamed the company Capital First.

Capital First successfully lent to 7 million customers and grew the retail loan book from ₹ 94 crores (\$14 m) in 2010 to ₹ 29,600 crores (\$4 b) by 2018, with high asset quality of Gross and net NPA of around 2% and 1% respectively for over 8 years. Between 2010 and 2018, the Company turned around from losses of ₹ 30 crores (\$5 m) to profit of ₹ 358 crores (\$50 m). The share price increased 7X from ₹ 122 (2010) to ₹ 845 (2018), and the market cap increased 10X from ₹ 780 crores (\$120 m) to ₹ 8200 crores (\$1.2 b).

Since his ownership in the company was acquired by him through leverage, he sold 1.5% of Capital First in 2017 at ₹ 688 a share to partially close the loan taken to acquire the shares.

Having built Capital First to scale, he looked out for a commercial banking license to convert it to a Bank. In 2018, opportunity struck in the form of an offer for merger from IDFC Bank. He led the integration of the two institutions and took over as the MD and CEO of the merged bank, renamed to IDFC FIRST Bank.

Since merger in 2018, he has increased the loan book to ₹ 2,00,965 crores (\$24b), of which retail, commercial and rural finance grew to ₹ 1,66,604 crore (\$20b). Between December 2018 to March 2024, the customer deposits increased from ₹ 38,455 crore (\$4.5b) to ₹ 1,93,793 crore (\$23 b), CASA ratio increased from 8.7% to 47.2%, NIM increased from 2.9% to 6.4%, and the bank turned into profits (FY 24 PAT = ₹ 2957 crore, \$355m).

He aspires to make IDFC FIRST Bank “a world-class bank Indian Bank, guided by ethics, powered by technology, and a force for Social Good”.

He has received the EY "Entrepreneur of the Year" Award 2022 for Financial Services, "Entrepreneur of the Year" 2020 by CNBC Awaaz, "Most Inspirational Leveraged Management Buyout, India 2018" by CFI Awards, London, "Most Innovative Company of the Year" 2017 by CNBC Asia, "Entrepreneur of the Year 2016 and 2017" from Asia Pacific Entrepreneurship Award, "Most Promising Business Leaders of Asia" by Economic Times in 2016, Business Today - India's Most Valuable Companies 2016 & 2015, Economic Times 500 India's Future Ready Companies 2016, Fortune India's Next 500 Companies 2016.

Board of Directors



MR. SANJEEB CHAUDHURI – PART-TIME NON-EXECUTIVE CHAIRPERSON (INDEPENDENT DIRECTOR)

Mr. Sanjeeb Chaudhuri is a Board member and Advisor to global organizations across Europe, the US and Asia. He has most recently been Regional Business Head for India and South Asia for Retail, Commercial and Private Banking and also Global Head of Brand and Chief Marketing Officer at Standard Chartered Bank. Prior to this, he was CEO for Retail and Commercial Banking for Citigroup, Europe, Middle East and Africa. He is an MBA in Marketing and has completed an Advanced Management Program.



MR. AASHISH KAMAT - INDEPENDENT DIRECTOR

Mr. Aashish Kamat has over 32 years of experience in the corporate world, with 24 years being in banking & financial services & 6 years in public accounting. He was the Country Head for UBS India, from 2012 until his retirement in January 2018. Prior to that he was the Regional COO/CFO for Asia Pacific at JP Morgan based out of Hong Kong. Before moving to Hong Kong, he was in New York, where he was the Global Controller for the Investment Bank (IB) at JP Morgan in New York; & at Bank of America as the Global CFO for the IB, and, Consumer and Mortgage Products. Mr. Kamat started his career with Coopers & Lybrand, a public accounting firm, in 1988 before he joined JP Morgan in 1994.



MR. PRAVIR VOHRA - INDEPENDENT DIRECTOR

Mr. Pravir Vohra is a postgraduate in Economics from St. Stephen's College, University of Delhi & a Certified Associate of the Indian Institute of Bankers. He began his career in banking with SBI where he worked for over 23 years. He held various senior level positions in business as well as technology within the bank, both in India & abroad. The late 1990s saw Mr. Vohra as Vice President in charge of the Corporate Services group at Times Bank Ltd. In January 2000, he moved to the ICICI Bank group where he headed a number of functions like the Retail Technology Group & Technology Management Group. From 2005 till 2012 he was the President and Group CTO at ICICI Bank.

Board of Directors



MR. S GANESH KUMAR - INDEPENDENT DIRECTOR

Mr. S Ganesh Kumar was the Executive Director of the Reserve Bank of India. He was with the Reserve Bank of India for more than three decades. His most recent responsibilities included the entire gamut of Payment and Settlement Systems, creation and development of strategic plans for the Bank and to take care of the external investments and manage the foreign exchange reserves with the central bank. Mr. Kumar is a post graduate in Management having experience in varied fields such as marketing, market research, banking, finance, law, and Information Technology.



DR. (MRS.) BRINDA JAGIRDAR - INDEPENDENT DIRECTOR

Dr. (Mrs.) Brinda Jagirdar, is an independent consulting economist with specialization in areas relating to the Indian economy and financial intermediation. She is on the Governing Council of Treasury Elite, a knowledge sharing platform for finance and treasury professionals. She is a member, Banking and Finance Committee, Indian Merchants Chamber and also nominated as member, Depositor Education and Awareness (DEA) Fund Committee by the RBI. She retired as General Manager and Chief Economist, SBI, based at its Corporate Office in Mumbai. She has a brilliant academic record, with a Ph.D. in Economics from the Department of Economics, University of Mumbai, M.S. in Economics from the University of California at Davis, USA, M.A. in Economics from Gokhale Institute of Politics and Economics, Pune and B.A. in Economics from Fergusson College, Pune. She has attended an Executive Programme at the Kennedy School of Government, Harvard University, USA and a leadership programme at IIM Lucknow.



MS. MATANGI GOWRISHANKAR - INDEPENDENT DIRECTOR

Ms. Matangi Gowrishankar, a career business & human resources professional, has over four decades of experience in senior leadership roles in business and HR, both in India and overseas. She is an experienced Independent Director and has worked with large multinational corporations, in diverse sectors like Banking, IT, Financial services, Manufacturing, Sports & Fitness and Oil & Gas. As an Executive Coach, she had worked with a wide range of top leadership individuals and teams across several career stages and is actively involved in coaching and mentoring senior leaders across several organizations. She holds a BA in sociology and a post-graduate degree in Personnel Management and Industrial Relations from XLRI, Jamshedpur.

Board of Directors



DR. JAIMINI BHAGWATI - NON-EXECUTIVE NON INDEPENDENT DIRECTOR

Dr. Jaimini Bhagwati is a former IFS officer, economist and foreign policy expert. He received his PhD in Finance from Tufts University, USA. He did his Master's in Physics from St Stephen's College, Delhi and a Master's in Finance from the Massachusetts Institute of Technology, USA. He was the High Commissioner to the UK and Ambassador to the European Union, Belgium and Luxembourg. Dr. Bhagwati has served in senior positions in the Government of India, including in foreign affairs, finance and atomic energy. In his earlier role at the World Bank, he was a specialist in international bond and derivatives markets and was the RBI chair professor at ICRIER. He is currently a Distinguished Fellow at a Delhi based think-tank called the Centre for Social and Economic Progress (CSEP).



Mr. Mahendra N. Shah – NON-EXECUTIVE NON INDEPENDENT DIRECTOR

Mr. Mahendra N. Shah was the Group Company Secretary & Group Chief Compliance Officer of IDFC Bank Limited and had been the Group Head - Governance, Compliance & Secretarial and Senior Advisor- Taxation at IDFC Limited for more than two decades. In this role, Mr. Shah was responsible for Secretarial, Governance and Compliance functions for over 26 companies/entities of IDFC Group. Mr. Shah was the Company Secretary & Compliance Officer of IDFC Limited since May 24, 2019 and currently has been the Managing Director of IDFC Limited with effect from August 24, 2022. Prior to joining IDFC in 2001, Mr. Shah worked with International Paper Limited for a period of six years as Director Finance and Company Secretary. He has worked as Head of Taxation in SKF Bearings India Limited. He also worked for a short period with Pfizer Ltd as Finance Officer. He completed his articleship training for CA with M/s. Bansi S. Mehta & Co, CA for 3 years. He is a qualified member of the Institute of Chartered Accountants of India (ICAI), the Institute of Cost & Management Accountants of India (ICWA) and the Institute of Company Secretaries of India (ICSI)



MR. VISHAL MAHADEVIA – NON-EXECUTIVE NON INDEPENDENT DIRECTOR

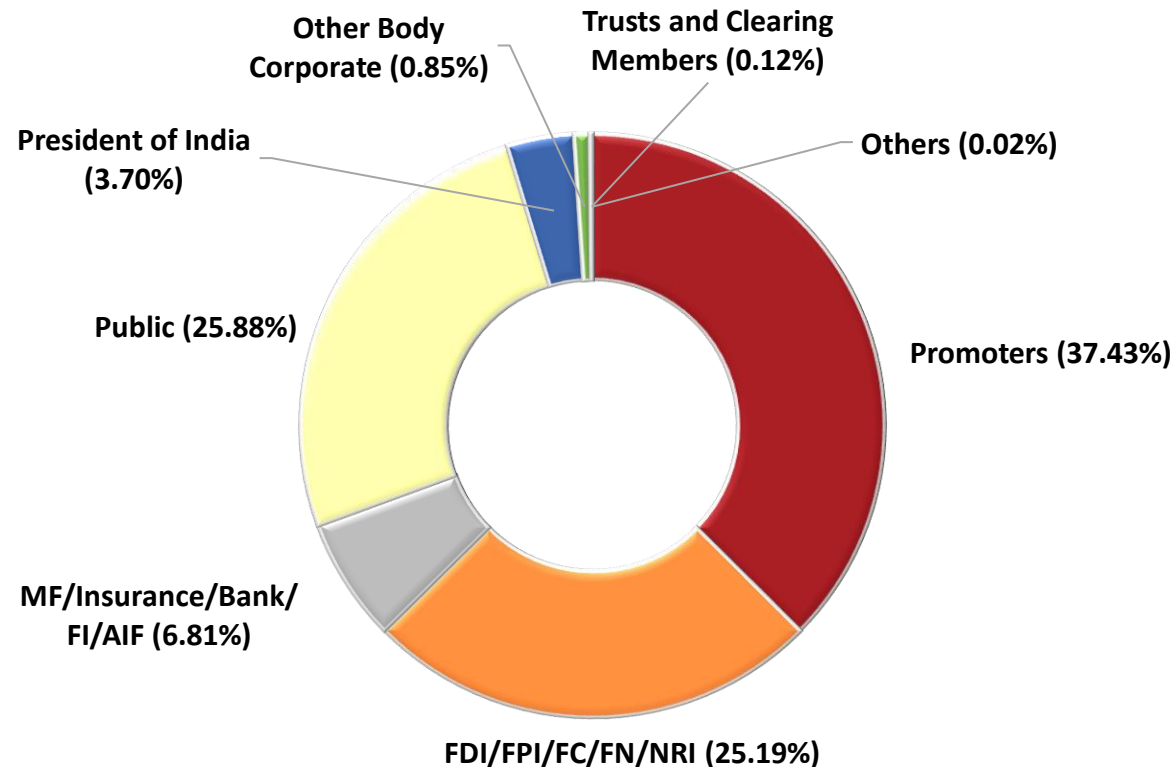
Mr. Vishal Mahadevia joined Warburg Pincus in 2006 and is Managing Director, Head of India and is a member of the firm's executive management group. Previously, he was a Principal at Greenbriar Equity Group, a fund focused on private equity investments in the transportation sector. Prior to that, Mr. Mahadevia worked at Three Cities Research, a New York-based PE fund, & as a consultant with McKinsey & Company. He received a B.S. in economics with a concentration in finance & B.S. in electrical engineering from the University of Pennsylvania.

Section 11: Shareholding



Shareholding Pattern as of March 31, 2024

Scrip Name: IDFC FIRST Bank (BSE: 539437, NSE:IDFCFIRSTB)



Total # of shares as of Mar 31, 2024

706.99 Cr

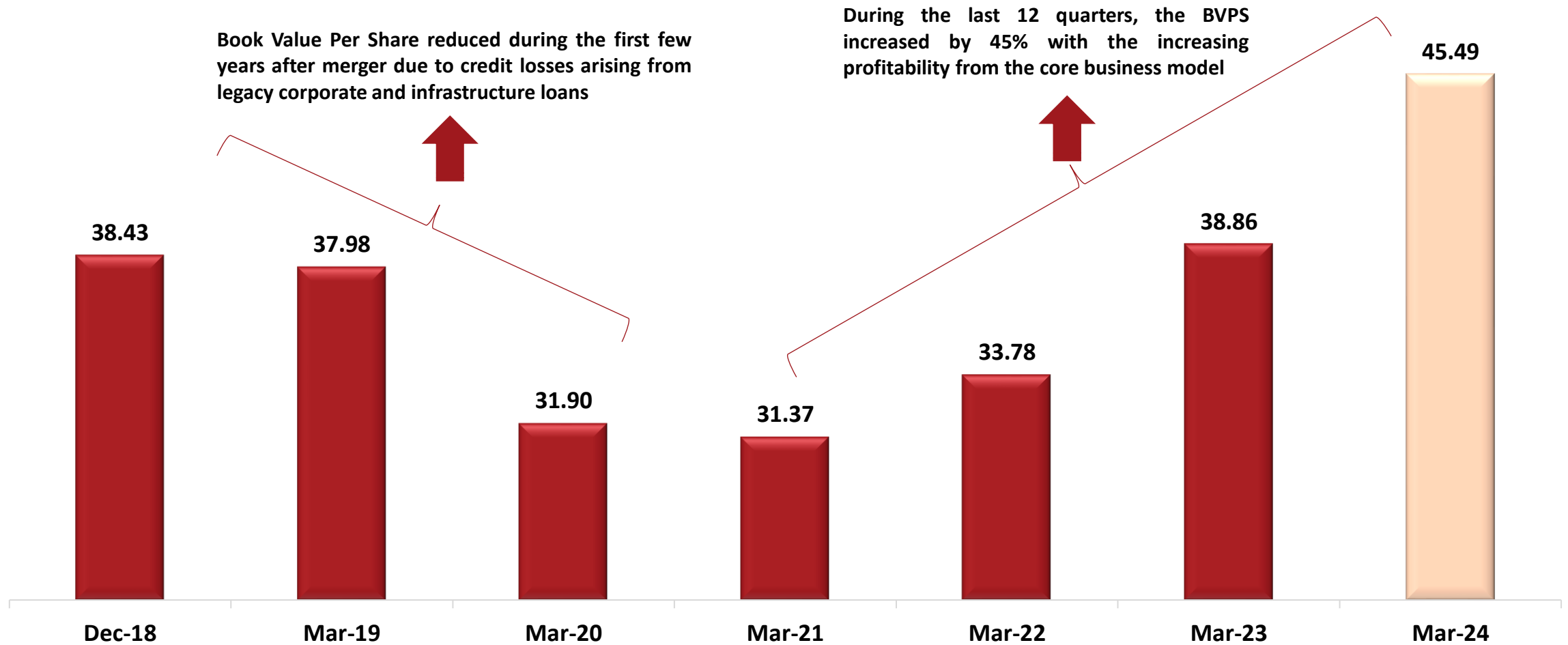
Book Value per Share (Mar 31, 2024)

Rs. 45.49

Basic EPS (FY24)

Rs. 4.18

Growth in book value per share



Section 12: Progress on ESG



Our ESG Priorities Align with Our Corporate Vision

Our Vision: To Build A World-Class Bank in India

Guided by Ethics

powered by Technology

and be a force for Social Good

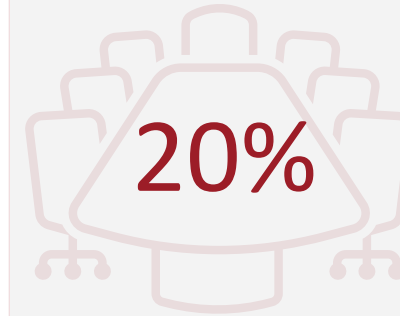


ESG Highlights – Q4 FY24

Employee learning hours
(25% y-o-y growth)



One tree
being
planted for
every new
Home Loan



20%

Women
Directors
on Board

14,000+
active users of
mental wellness
services

~55%
Rural borrowers are
women



60%

Independent
Directors on Board

Environmental and Awareness Initiatives



Green infrastructure



EV charging infra for employees



Customer awareness



EV financing

Green buildings

- Five Large offices, including the Head Office successfully certified under **ISO 14001 and 45001 certifications** for safety, facilities and environment.
- **IGBC & LEED certification for five of our large offices** across Mumbai, Delhi and Hyderabad.
- **IDFC FIRST Bank Tower HO** (The Square, BKC) has been recertified with highest rating of **IGBC Platinum**.
- **EV charging infrastructure for employees** in three offices; encouraging EV adoption among employees.
- IDFC FIRST HO (The Square, BKC) is fully powered by **Green Energy**.

Water efficiency

- Optimization of water usage in facilities in key offices, saving **4,300+ kL** water every year.

EV financing

- **Over 1.96 lakh EV two wheelers financed** (live portfolio).
- **5,100+ EV 3 wheelers financed** in Rural areas for last mile connectivity.
- Leading financier with maximum finance tie ups; introduced industry first end-to-end digital journeys.

Customer awareness

- Fully digitized customer journeys for multiple products to save paper.

Building a culture of sustainability

- **Employees** actively involved in the Bank's journey towards sustainability, driving awareness.
- Awareness sessions and workshops for employees on carbon, waste and other environmental and social aspects.

Social and Governance initiatives

Social

Diversity

- Accelerating employee diversity through iBelong initiative.

Responsible lending

- Consciously increasing lending to **socially inclusive and environmentally responsible** sectors.

Customer access

- Universal bank with **944 branches**.

CSR and community programmes (FY24)

- Programmes spanning **entrepreneurship, sports, health, education, disaster management initiatives**.
- **350** scholars awarded with MBA Scholarships for higher education.
- **9,690** households covered under solid waste mgmt. services (Swachh Worli Koliwada Program).
- **20,000** families provided with disaster support kits as part of Sahayam Flood Relief.
- **29,264** dairy farmers supported with Shwetdhara Program.
- **48,536** individuals impacted via Lend A Shoulder employee volunteering.

Governance

Strong and experienced Board

- **11 Board Committees**; majorly chaired and constituted by Independent Directors.
- Highly competent Board with over 30 years of average experience.
- Dynamic and engaged Board, with high frequency of Board meetings.
- **100% average Board attendance**.
- Board training conducted on **ESG and Climate Action**.

Being customer first

- Unique customer-friendly services, including fee-free services for savings account customers; FIRST Money, a Smart Personal Loan variant, launched with zero foreclosure charges.

Quality of portfolio

- Stringent Credit and Provisioning Policy.
- Strong Capital Adequacy, LCR, PCR, Credit Rating.

Information security

- Certified with **ISO 27001** (Information Security Management System).

Governance around social responsibility

- Information on social parameters **ISO 26000** certified in accordance with ISAE 3000 (revised).



ESG Commitments, Ratings and Governance

ESG Commitments

- FY 2023 annual disclosures published through the Bank's first **Integrated Report**, aligned with **Int'l IR framework, GRI and SASB**
- Official Participant of **United Nations Global Compact (UNGC)**
- One of the initial official supporters of **Task Force on Climate-Related Financial Disclosures (TCFD)** (now under IFRS Sustainability) in the Indian Banking sector

★ ESG Ratings

★	CSA ESG Score (DJSI)		★	Sustainalytics		
2023	48	↑	2024	21.2 <small>Lower is better</small>		↑
2022	44		2023	2022	26.6	38.8

★	MSCI		★	CRISIL ESG Score		★	LSEG (Refinitiv)	
2023	A	↑	2022	62 (Strong) <small>Started 2022</small>		2023	64	↑
2021	BBB		2021	-		2022	60	



ESG Governance Structure

Board Level Committee

- Board Committee: Stakeholders Relationship, ESG and Customer Service Committee - Chaired by an Independent Board member


Management Level Committee

- Chaired by MD & CEO
- Drives the strategic integration of sustainability within the Bank
- Constitutes executive members including heads of Group functions

Steering Committee and Working Group

- Specific working groups with cross-functional composition and expertise responsible for delivering on the ESG agenda
- Facilitated by a dedicated ESG team

Recognitions for ESG Efforts



Dun & Bradstreet India
Leading Listed ESG Entity
Mar 2024



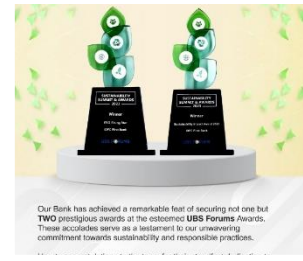
The European
Most ESG Responsible Banking Service – India Dec 2023



Institute of Directors India
Golden Peacock Award in ESG
Sep 2023 (National)




Capital Finance International
Outstanding Commitment to ESG Performance India Sep 2023



UBS Forums
ESG Rising Star & Sustainability Impact Award May 2023



Transformance Forums
Best Bank Leading the Way in ESG Apr 2023



ET BFSI Excellence Awards
Best CSR Sustainability Award
Feb 2023



Navabharat BFSI Award
Best Sustainable Bank Strategy
Oct 2022



The European
Social Impact Bank of the Year
Sep 2022



World Finance Organisation
Best Corporate Governance, India Jun 2022



Section 13: Awards and Recognition



Awards and Recognition



Best Corporate Governance 2023 - World Finance
India's Leading Private Bank (Mid) – Dun & Bradstreet (BFSI & FinTech 2024)
Innovation In Banking - Aegis Graham Bell (14th edition – 2024)
Best Digital Bank 2023 - Financial Express India's Best Banks Awards 2023
Innovative Payment Solution of the Year for FIRSTAP 2023 - Gadgets Now
Excellence in BFSI 2023 - National Awards for Excellence
Dream company to work for HR 2023 - National Awards for Excellence
Best Corporate Governance, India 2022 - World Finance Corporation
Most Innovative Digital Transformation Bank 2022 - The European
Most Promising Brand Awards 2022 - ET BFSI
Social Impact Bank of the Year 2022 - The European
Best Payments & Collections Solution Award 2021 - Asset Asian Awards
Best Innovative Payment Solution - Phi Commerce
Best Consumer Digital Bank in India – 2021 - Global Finance Magazine
Best Wealth management provider for Digital CX - Digital CX
Excellence in User Experience – Website - Digital CX
Best BFSI Brands in Private Bank Category - ET BFSI
Most Trusted Brands of India 2021 - CNBC TV18
Most Harmonious Merger Award - The European
Most Trusted Companies Awards 2021 - IBC
Outstanding Digital CX - Internet Banking (WM) - Digital CX
ET Most Inspiring CEO Award - by Economic Times



IDFC FIRST Bank



We are building a world class bank with:

- Highest levels of corporate governance
- Stable balance sheet growth of ~20%,
- Robust asset quality of GNPA less than 2% and net NPA of < 1%
- High teens ROE
- Contemporary technology and
- High levels of Customer Centricity.



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Certain statements contained in this presentation that are not statements of historical fact constitute “forward-looking statements.” You can generally identify forward-looking statements by terminology such as “aim”, “anticipate”, “believe”, “continue”, “could”, “estimate”, “expect”, “intend”, “may”, “objective”, “goal”, “plan”, “potential”, “proforma”, “project”, “pursue”, “shall”, “should”, “will”, “would”, or other words or phrases of similar import. These forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company’s actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements or other projections. Important factors that could cause actual results, performance or achievements to differ materially include, among others: (a) material changes in the regulations governing our businesses; (b) the Company's inability to comply with the capital adequacy norms prescribed by the RBI; (c) decrease in the value of the Company's collateral or delays in enforcing the Company's collateral upon default by borrowers on their obligations to the Company; (d) the Company's inability to control the level of NPAs in the Company's portfolio effectively; (e) certain failures, including internal or external fraud, operational errors, systems malfunctions, or cyber security incidents; (f) volatility in interest rates and other market conditions; and (g) any adverse changes to the Indian economy.

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Thank You

Annexure 1

Performance of the Bank against the stated goals



The Bank is performing well on the guidance given for FY 25 at the time of the merger

	Particulars	Dec-18 (At Merger)	Guidance for FY24-FY25	Mar-24	Status
Capital	CET – 1 Ratio	16.14%	>12.5 %	13.36%	On Track
	Capital Adequacy (%)	16.51%	>13.0 %	16.11%	On Track
Liability	CASA as a % of Deposits (%)	8.7%	30% (FY24), 50% thereafter	47.2%	Achieved
	Branches (#)	206	800-900	944	Achieved
	CASA + Term Deposits<5 crore (% of Customer Deposits)	39%	85%	81%	On Track
	Certificate of Deposits of % of total deposits & borrowings	17%	<10% of liabilities	3%	Achieved
	Quarterly Avg. LCR (%)	123%	>110%	114%	Achieved
Assets	Retail, Rural and SME Finance (Net of IBPC)	Rs. 36,927 Cr	Rs. 100,000 Cr	Rs. 1,66,604 Cr	Achieved
	Retail, Rural and SME Finance as a % of Total Loans & Advances	35%	70%	83%	Achieved
	Wholesale Loans & Advances ¹	Rs. 56,770 Cr	< Rs. 40,000 Cr	Rs. 33,137 Cr	Achieved
	- of which Infrastructure loans	Rs. 22,710 Cr	Nil in 5 years	Rs. 2,830 Cr	On Track

1. Excluding Security Receipts, Loan converted into Equity, RIDF and PTC.

Some new guidance has been included for greater clarity. No guidance given at the time of the merger has been amended
-- No guidance provided earlier for these parameters



The Bank is performing well on the guidance given for FY 25 at the time of the merger

	Particulars	Dec-18 (At Merger)	Guidance for FY24-FY25	FY24	Status
Asset Quality	Top 10 borrowers as % of Total Loans & Advances (%)	12.8%	< 5%	2.00%	Achieved
	GNPA (%)	1.97%	2.0% - 2.5%	1.88%	Achieved
	NNPA (%)	0.95%	1.0% - 1.2%	0.60%	Achieved
	Provision Coverage Ratio ³ (%)	53%	~70%	87%	Achieved
Profitability	Net Interest Margin (%)	3.10%	5.0% - 5.5%	6.36% ¹	Achieved
	Cost to Income Ratio ² (%)	81.56%	65% ^	72.89%	Behind Schedule
	Return on Asset (%)	-3.70%	1.4-1.6%	1.10%	On Track
	Return on Equity (%)	-36.81%	13-15%	10.30%	On Track

1. Gross of IBPC & Sell-down

2. Excluding Trading Gains

3. Including technical write-offs.

Note: Earnings for Dec-18 are for the quarter, NIM, ROA, ROE are annualized for the corresponding quarter.

^ guidance for Q4-FY25,



Annexure 2

Breakup of the loans & advances with YoY growth



Analysis of Loans & Advances by nature of business (Personal vs Business finance)

Gross Loans & Advances (In Rs. Crore)	Mar-23	Dec-23	Mar-24	YoY (%)	QoQ (%)
Retail Finance	91,027	1,11,397	1,19,131	30.9%	6.9%
- Home Loan	19,552	21,126	22,325	14.2%	5.7%
- Loan Against Property	20,199	21,834	24,247	20.0%	11.0%
- Vehicle Loans	14,823	18,206	20,827	40.5%	14.4%
- Consumer Loans	19,886	26,624	26,499	33.3%	-0.5%
- Education Loans	933	1,989	2,160	131.5%	8.6%
- Credit Card	3,510	4,946	5,546	58.0%	12.1%
- Gold Loan*	256	775	1,029	301.3%	32.9%
- Others	11,866	15,897	16,498	39.0%	3.8%
Rural Finance*	19,181	23,955	23,882	24.5%	-0.3%
SME & Corporate Finance	45,728	51,129	55,122	20.5%	7.8%
- of which CV/CE Financing*	3,668	5,115	6,286	71.3%	22.9%
- of which Business Banking*	5,073	6,699	7,405	46.0%	10.5%
- of which Corporate Loans	25,894	28,152	30,306	17.0%	7.6%
Infrastructure	4,664	2,994	2,830	-39.3%	-5.5%
Total Gross Loans & Advances	1,60,599	1,89,475	2,00,965	25.1%	6.1%

* Rural Finance, CV/CE Financing, Business Banking, Gold Loans, Home Loans (< Rs. 30 Lacs) largely contribute to the PSL requirements of the Bank and hence are focus areas

1. The figures above are net of Inter-Bank Participant Certificate (IBPC) transactions & includes credit substitutes
2. Lending to commercial banking businesses and SMEs through working capital loans, business banking, commercial vehicle, trade advances, term loans, security receipts, loan converted to equity etc. have been combined with corporate banking as these are all pertaining to financing businesses.
3. Home Loans, vehicle finance, education loans, gold loans, credit cards, etc have been combined under Retail banking as this represents financing to individuals. Loan against property has been retained as part of retail banking as is the convention in the banking system reporting.
4. Consumer loans include Salaried Personal Loans, Small Business & Professional Loans and Consumer Durable Loans
5. Others include digital personal loans, digital consumer durables loans, retail portfolio buyout etc.



Annexure 3

Background of IDFC FIRST Bank – Merger of IDFC Bank and Capital FIRST



IDFC FIRST Bank was created by merger of IDFC Bank and Capital First

- **IDFC FIRST Bank** was created by the merger of Erstwhile IDFC Bank and Erstwhile Capital First on December 18, 2018.
- **Erstwhile IDFC Bank** started its operation as a Bank after demerger from IDFC Ltd, a premier, successful infrastructure Financing Domestic Financial Institution since 1997. The loan assets and borrowings of IDFC limited were transferred to IDFC Bank at inception of IDFC Bank.
- **Erstwhile Capital First** was a successful consumer and MSME financing entity since 2012 with strong track record of growth, profits and asset quality.
- On merger, the Bank was renamed **IDFC FIRST Bank**.



On merger, 13.9 shares of IDFC Bank were issued for every share of Capital First as part of the merger scheme in December 2018



Annexure 4

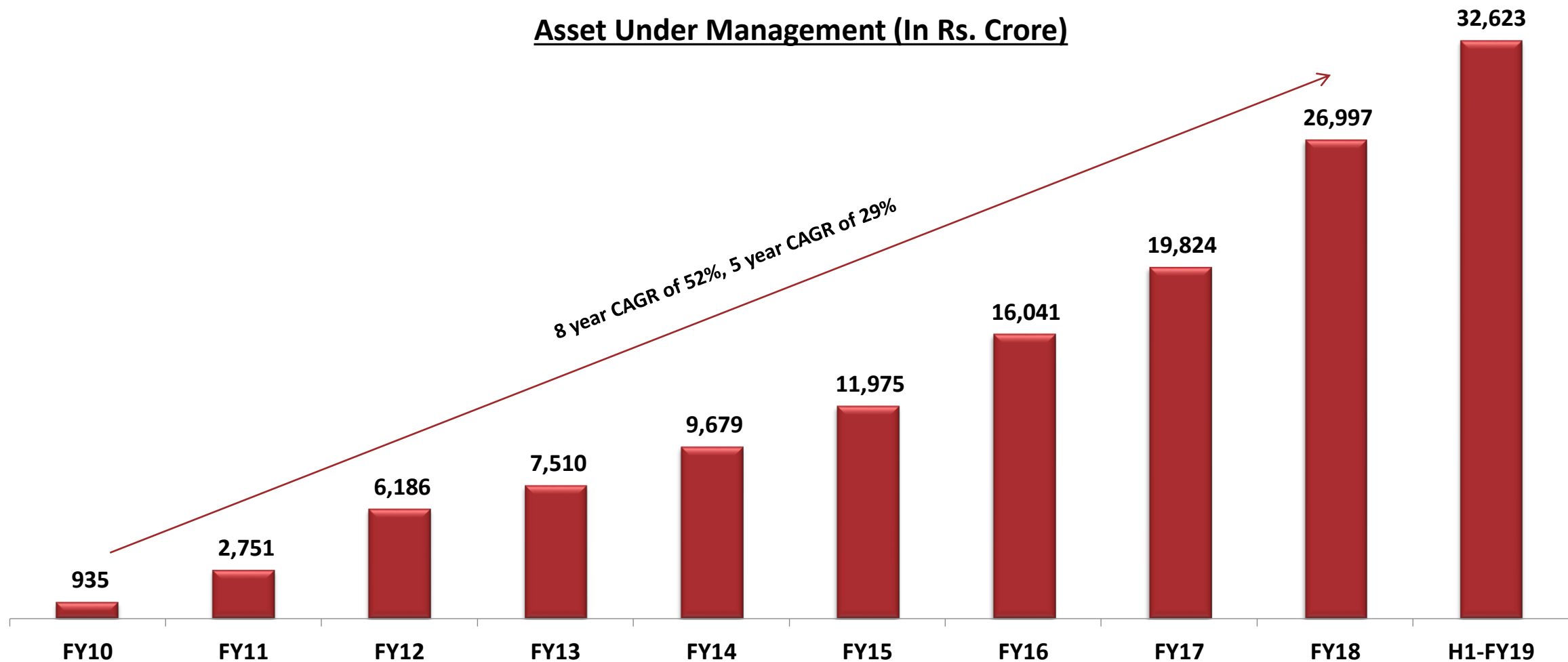
Since the business model of Capital First is an important part of the business being built in the merged bank, the brief history and the progress of Capital First is being provided for ready reference to investors.



Successful Trajectory of Growth and Profits at Capital First

Financial Performance: The Asset Under Management has consistently grown at 5-Year CAGR of 29%

Asset Under Management (In Rs. Crore)



Successful Trajectory of Growth and Profits at Capital First

Financial Performance: Yearly Trend of Profit After Tax

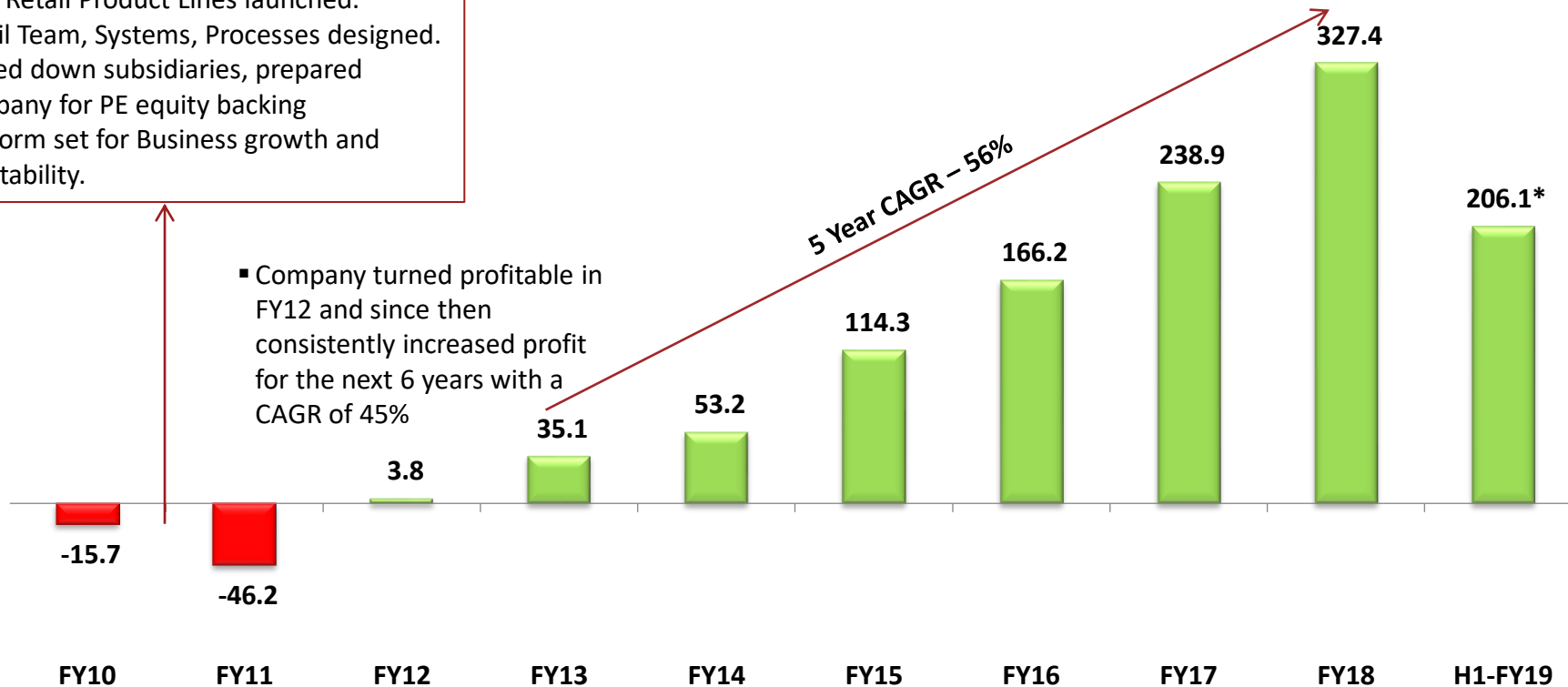
In FY 08 and 09, the Company had made losses. Even after the new leadership took over, for two years the company continued to post losses as the building blocks for new age retail lending were prepared. Once the company got scale, Capital First posted a CAGR growth in profits of 56% for last 5 years.

- New Leadership takes over in 2010.
- New Retail Product Lines launched.
- Retail Team, Systems, Processes designed.
- Closed down subsidiaries, prepared company for PE equity backing
- Platform set for Business growth and Profitability.

▪ Company turned profitable in FY12 and since then consistently increased profit for the next 6 years with a CAGR of 45%

Profit After Tax (Normalized) – Rs. crore

* For Half Year H1-FY19

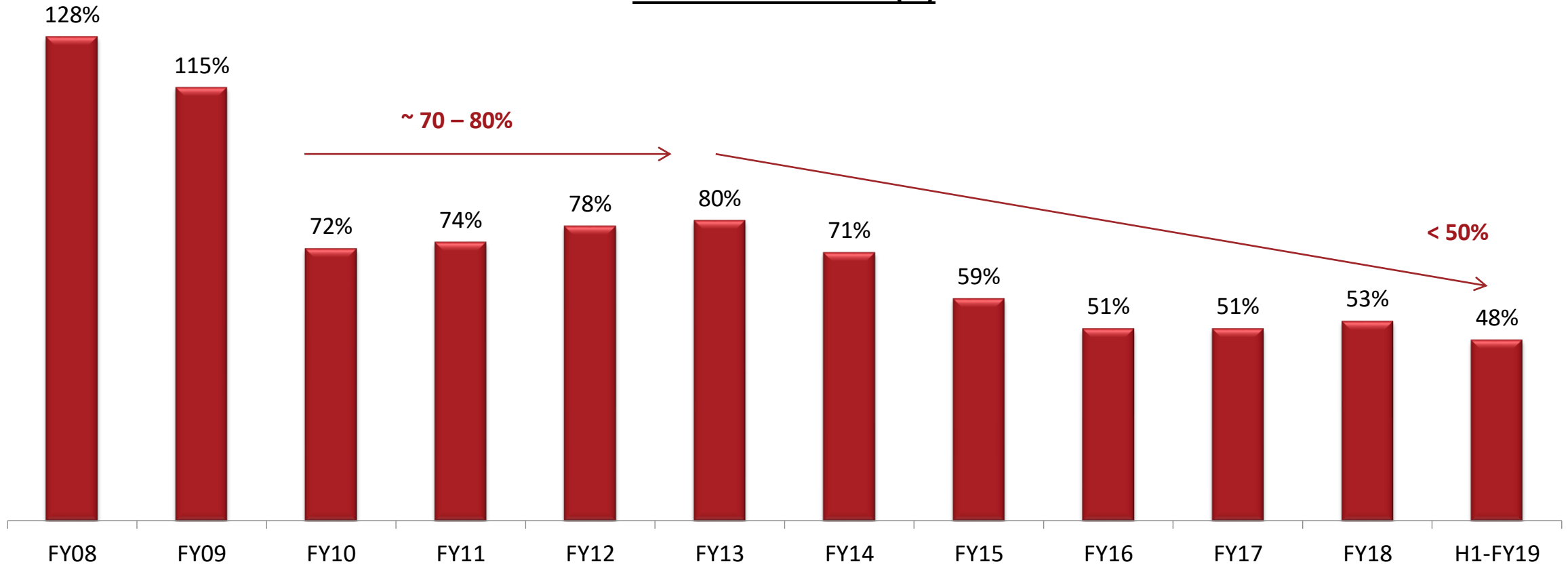


Successful Trajectory of Growth and Profits at Capital First

This page is an extract from Capital First investor Presentation of September 2018, which is the last quarter prior to merger. Presented here to demonstrate the capability of the core loan book and the track record of growth and profitability.

The Cost to Income ratio, which was high at ~130% in the early stages of the company, reduced to <50% once the business model stabilized over the years.

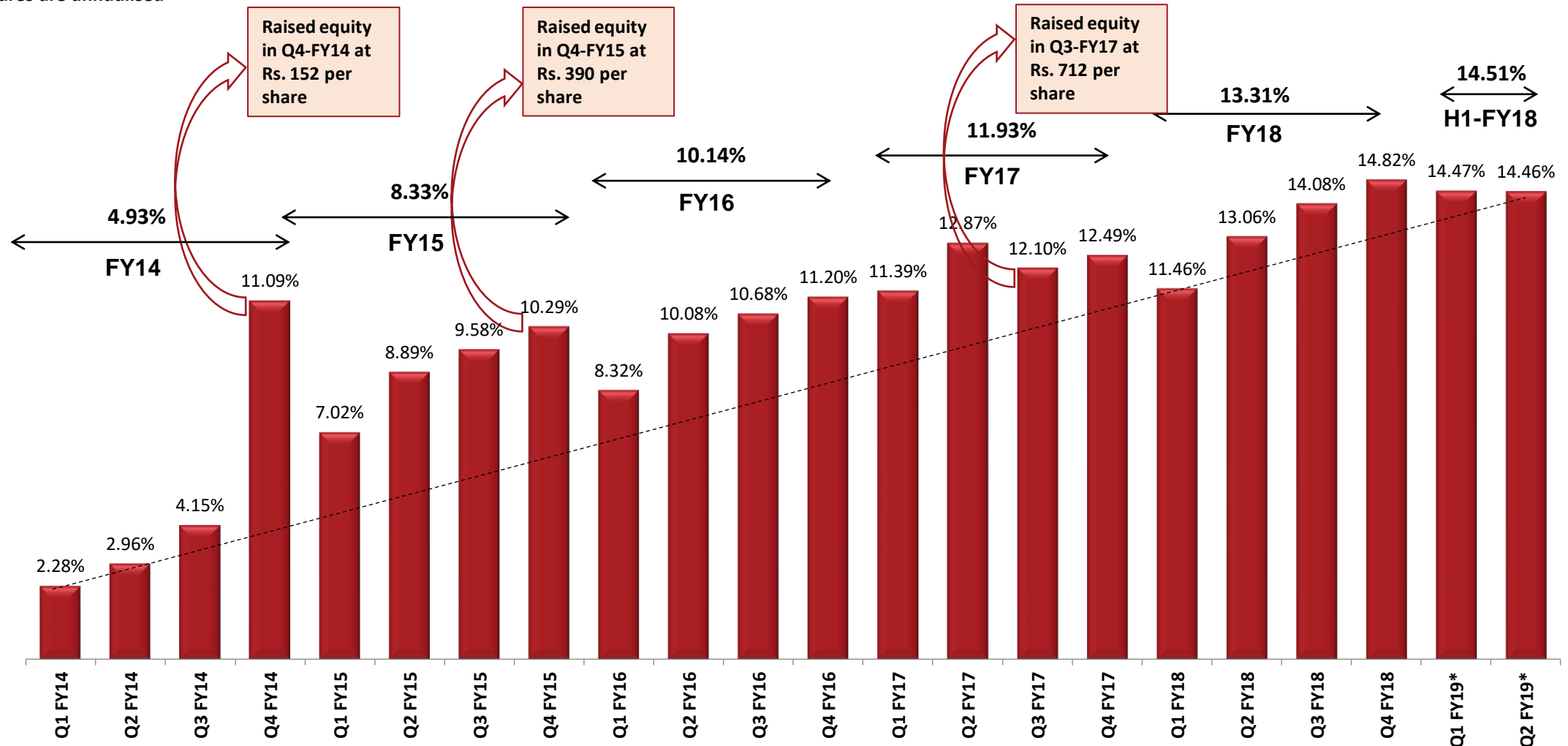
Cost to Income ratio (%)



Capital First: the Return on Equity continuously improved over the quarters...

This page is an extract from Capital First investor Presentation of September 2018, which is the last quarter prior to merger. Presented here to demonstrate the capability of the core loan book and the track record of growth and profitability.

All figures are annualised

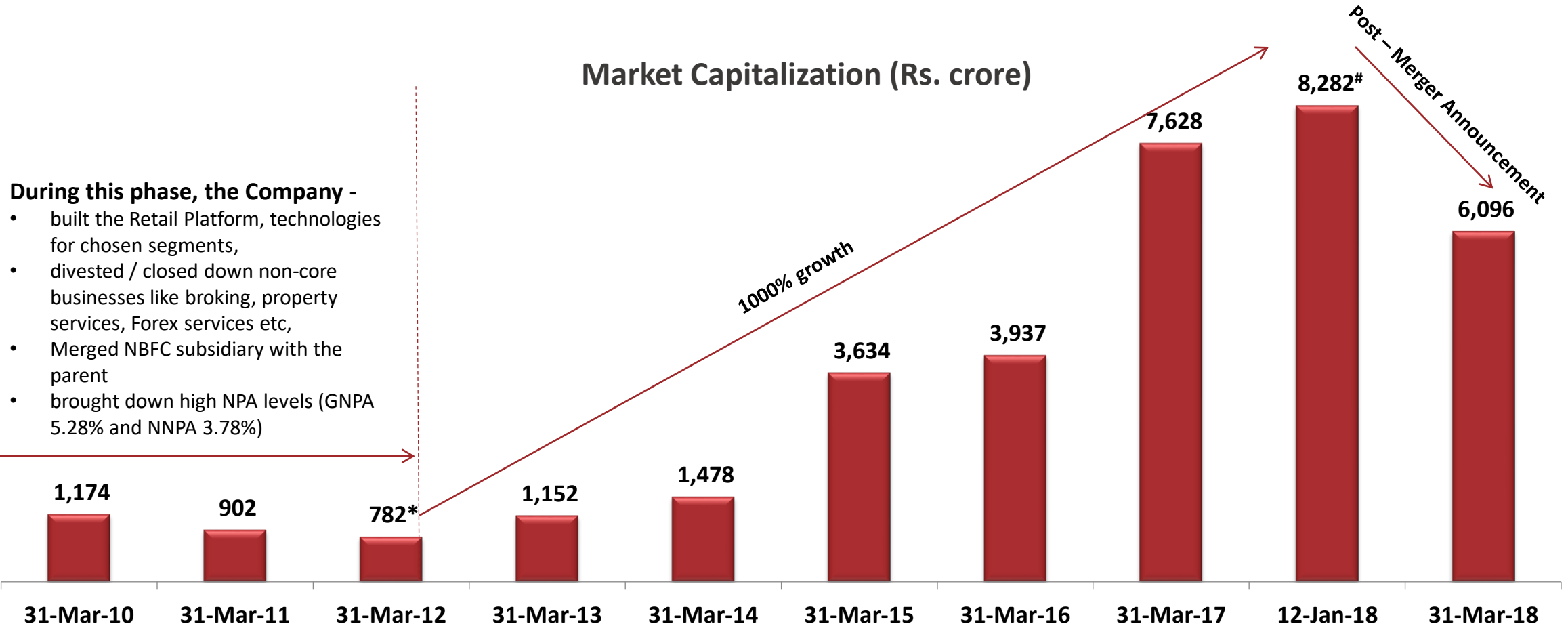


*Highlighted figures are based on Indian AS in comparison to quarterly figures for earlier periods based on Indian GAAP.

Successful Trajectory of Growth and Profits at Capital First

This page is an extract from Capital First investor Presentation of September 2018, which is the last quarter prior to merger. Presented here to demonstrate the capability of the core loan book and the track record of growth and profitability.

Market Capitalization (Rs. crore)



During this phase, the Company -

- built the Retail Platform, technologies for chosen segments,
- divested / closed down non-core businesses like broking, property services, Forex services etc,
- Merged NBFC subsidiary with the parent
- brought down high NPA levels (GNPA 5.28% and NNPA 3.78%)

* Market Cap as on 31-March-2012, the year of Management Buyout

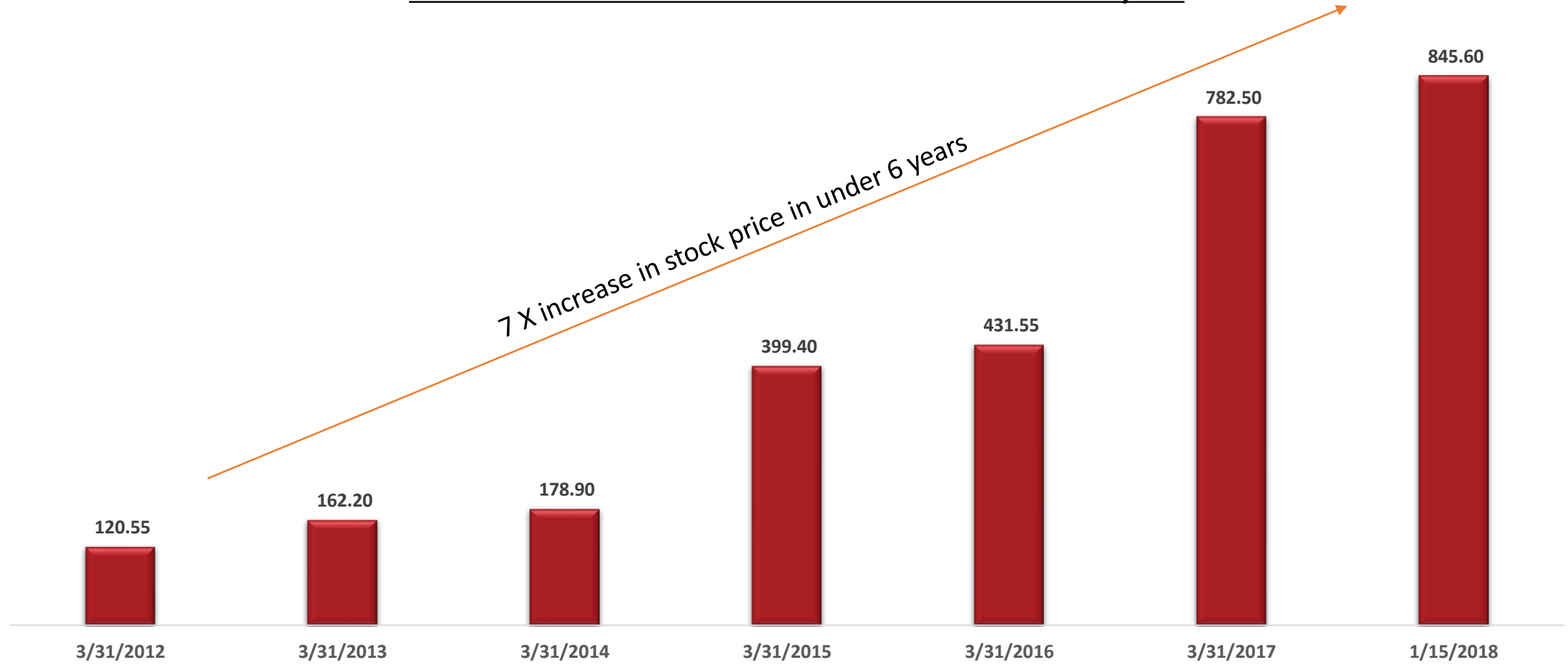
Market Cap on the day before the announcement of merger with IDFC Bank (Jan 13, 2018).



Successful Trajectory of Growth and Profits at Capital First

This page is an extract from Capital First investor Presentation of September 2018, which is the last quarter prior to merger. Presented here to demonstrate the capability of the core loan book and the track record of growth and profitability.

Stock Price increased 7x from Rs. 120.55 to Rs. 845.60 in 6 years



Annexure 5

Proforma Financials before merger (H1-FY19)



Pre merger - Proforma Financials of IDFC Bank and Capital First – P&L (H1 FY19)

In Rs. Crore	Erstwhile IDFC Bank (H1 FY 19)	Erstwhile Capital First (H1 FY 19)	Proforma Total (H1 FY 19)
Loans & Advances / AUM	75,332	32,623	1,07,955
Net-Worth	14,776	2,928	17,704
NII	912	1,143	2,055
Fees & Other Income	256	153	409
Treasury Income	31		31
Total Income	1199	1,297	2,496
Opex	1108	616	1,724
PPOP	91	681	772
Provisions	562	363	925
PBT	-471	317	(154)
Key Ratios			
NIM %	1.56%	8.20%	2.85%
RoA at PBT level %	(0.75%)	2.26%	(0.20%)
RoE % (at normalized level)	(4.18%)*	14.51%	(1.21%)
Cost to Income Ratio %	92.41%	47.52%	69.09%

Note: IDFC Bank and Capital First Limited (CFL) were in IGAAP and IND-AS respectively in H1-FY19

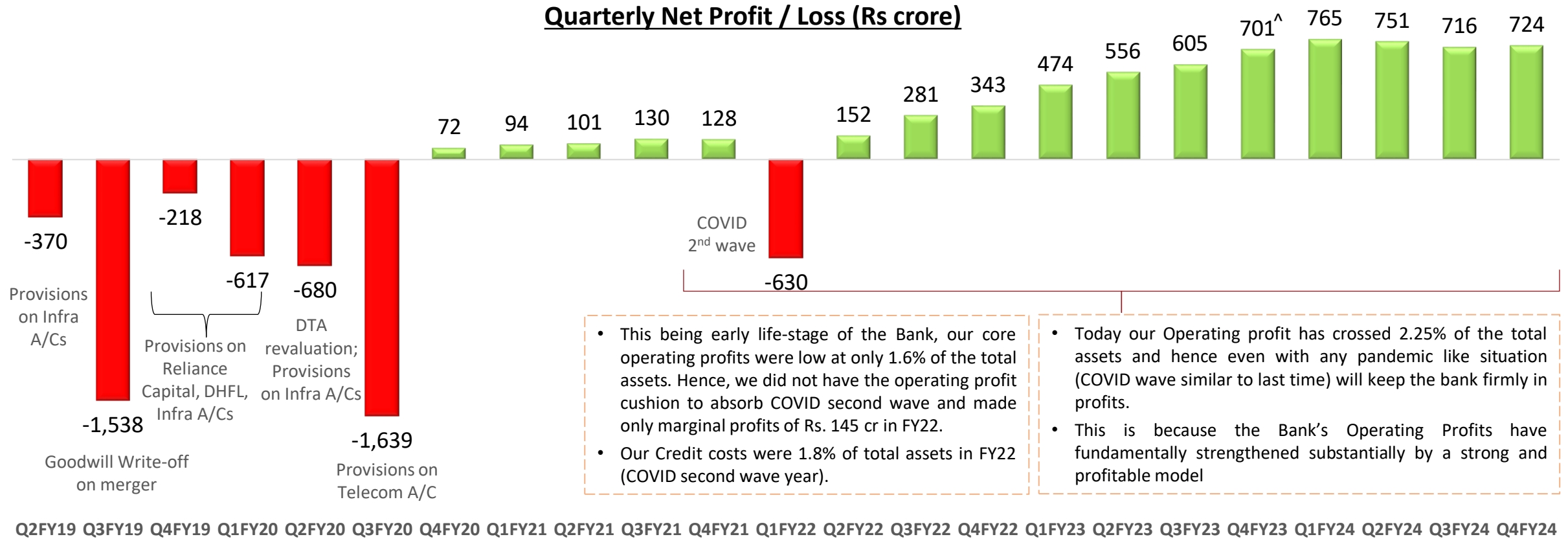


Annexure 6

Quarterly Trend of Profit after Tax



Quarterly trend of Profit after Tax : Bank has turned profitable on sustained basis based on strong Operating Profits and low credit costs



The Bank had low credit cost even during COVID which points to the strong fundamental underwriting capabilities at the bank

[^] The Bank reported net profit of **Rs. 803 crore for Q4 FY23**. The Bank has already called out in Q4-FY23 that the net profit of Q4-FY23 was **Rs. 701 crore** adjusted for the one time items in the P&L.

