

March 03, 2021

IDFCFIRSTBANK/SD/303/2020-21

The Manager-Listing Department National Stock Exchange of India Limited Exchange Plaza, Plot No. C – 1, G – Block Bandra-Kurla Complex, Bandra (East) Mumbai 400 051. Tel No.: 022 – 2659 8237/ 38 NSE – Symbol: IDFCFIRSTB The Manager-Listing Department BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai 400 001. Tel No.: 022 – 2272 2039/ 37/ 3121 BSE - Scrip Code: 539437

Sub.: Intimation of Schedule of Analyst/Institutional Investor Meeting(s) under the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("SEBI Listing Regulations")

Dear Sir / Madam,

With reference to Regulation 30(6) of the SEBI Listing Regulations, please find below the details of scheduled meeting with Analysts/Institutional Investors through Virtual Meet in Mumbai:

Date of Meeting(s)	Type of Meeting	Name of Fund/ Analyst/ Institutional Investor/ Broker/ Broker Conference etc.	Place of the Meeting
03-03-2021	Virtual Investor Conference	Avendus Capital	Virtual Meeting
03-03-2021	Virtual Investor Conference	Factorial Asset Management	Virtual Meeting
03-03-2021	Virtual Investor Conference	Baillie Gifford	Virtual Meeting

*Note: Dates are subject to changes. Changes may happen due to exigencies on the part of Investors/Bank

We wish to inform further that the Bank with respect to the aforesaid Meetings will use the presentation as attached which would also be uploaded on the Bank's website.

Request you to take the above on record and acknowledge receipt of the same.

Thanking you,

Yours faithfully, For IDFC FIRST Bank Limited

Sd/-

Satish Gaikwad

Head – Legal & Company Secretary

IDFC FIRST Bank Limited (formerly IDFC Bank Limited)



Investor Presentation – March 2021

JDFC FIRST Bank | आई डी एफ सी फररे ब्रेक

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Executive summary

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- **FOUNDING OF IDFC FIRST BANK** Merger between erstwhile IDFC Bank and erstwhile Capital First in December 2018
- ERSTWHILE IDFC BANK HISTORY AND TRACK RECORD Demerged infrastructure portfolio from IDFC Limited into IDFC Bank
- **ERSTWHILE CAPITAL FIRST HISTORY AND TRACK RECORD** NBFC with specialization of financing consumers and MSMEs

EMINENT BOARD AND MANAGEMENT TEAM

PROGRESS SINCE MERGER IN DEC-18 : BUILT A STRONG FOUNDATION

- A culture of customer first, innovation, collaboration, action oriented, empowered, integrity, trust and transparency
- Bouquet of loans, savings accounts, fixed deposits, insurance, investments, wealth management, forex services, credit cards products
- Built a strong branch network (576 branches, 541 ATMs) ⁽¹⁾
- Built a stable liabilities platform (CASA ratio: 48% ⁽²⁾, retail deposits: INR584bn, retail deposits (<=INR 50mn): 78% ⁽³⁾, top 20 depositors: <10% of customer deposits) ⁽¹⁾
- Built a diversified and strong retail lending book (Diversified across more than 8mn customers)
- Building digital capabilities

ASSET QUALITY

- 🌖 NPA at Bank level
- Proactive identification and provision on stressed accounts
- NPA of retail loans
- Robust acquisition, underwriting, portfolio management, fraud checks, collections capabilities

FINANCIAL RESULTS

SUMMARY: Strong foundation built; well positioned for growth



1. Founding of IDFC First Bank

IDFC FIRST Bank was founded by the merger of Erstwhile IDFC Bank and Erstwhile Capital First on December 18, 2018 IDFC Bank was created by demerger of infrastructure lending business of IDFC Limited to IDFC Bank in 2015 IDFC Limited was set up in 1997 to finance infrastructure, focusing primarily on **IDFC FIRST** project finance and mobilization of capital for private sector infrastructure development Bank **IDFC BANK** The Bank launched corporate banking, treasury solutions, retail and rural business and achieved CASA of INR 64 bn⁽¹⁾ Retail lending business model with As a part of its strategy to diversify its loan book, IDFC Bank was looking for a merger Post-merger vintage of 8 years with a retail finance institution with adequate scale, profitability and specialized skills Gross funded assets of INR 1,047bn at merger, out of which 35% of Mr. Vaidyanathan concluded a leveraged management buyout in 2012 to form loans were in the retail segment ⁽³⁾ **Capital First** Company built unique ways of financing MSMEs and Indian consumers in niche NIM increased to 2.9% on merger ⁽⁴⁾ segments using analytics-driven technology platform Banking platform to grow retail Built a AUM of INR 326bn⁽¹⁾ deposits and CASA Strong credit skills, maintained low NPA levels Large retail customer base High NIM, profitable growth engine with 5-year profit grew by 5.2x in 5 years ⁽²⁾ Consistently rising RoE with pre-merger quarterly annualized ROE at 14.5%⁽¹⁾ Company was on the lookout for a commercial banking license in order to access stable and low cost deposits

1. As on Sep 30, 2018 2. From EV13 to EV18

- 3. As on Dec 31, 2018
- 4. NIM computed as annualized Net Interest Income divided by average interest earning assets, including Capital First metrics

IDFC FIRST Bank

2. Erstwhile IDFC Bank history and track record (pre-merger)

Post becoming a bank, IDFC Bank took early steps to diversify away from infrastructure



Erstwhile IDFC Bank was focused on infrastructure financing in India, but after becoming a bank began to diversify into corporate banking and retail

banking

 As on Sep 30, 2018
 Others include borrowings, money market borrowings and Certificate of Deposits Source: Annual Reports. Investor Presentations of IDFC Bank



3. Erstwhile Capital First – history and track record (pre-merger)

Strong track record of loan growth, PAT growth, ROE growth, market cap growth and robust asset quality









2. NPA recognition norms migrated to 90 dpd effective Apr 01, 2017 Source: Annual Reports. Investor Presentations of Capital First



4. Driven by strong corporate governance and excellence and led by an experienced management team with oversight from an eminent Board

Experienced management team





 Founded Capital First by acquiring a stake in a wholesale focused NBFC, and successfully transformed it into a technology driven consumer and MSME financing company, delivering attractive growth and profitability metrics. Merged Capital First with IDFC bank in 2018 and took over as MD and CEO of IDFC First Bank.

MD & CEO

Worked with Citibank Consumer Banking division 1990-2000. Set up ICICI Group's retail banking from 2000-2009. Joined Board of ICICI Bank in 2006. MD & CEO of ICICI Prudential Life Insurance from 2009-2010



Sudhanshu Jain CEO Last role: Dy. CFO - PAYTM e-commerce, **CFO - PAYTM Payments Bank**



Madhivanan Balakrishnan 27+ CO0 Last role: Chief Technology Officer -**ICICI Bank**



Satish Gaikwad Head – Legal and Company Secretary Prior organisation: Bombay Dyeing



Saptarshi Bapari Head – Investor Relations Prior organisation: KPMG



Eminent board of directors



Dr. Sanjay Kumar Non-Executive & Non Independent Director



(Representing Govt. of India)



Dr. Brinda Jagirdar

Independent Director (Earlier Association: GM and Chief Economist – SBI)



Sunil Kakar Non-Executive & Non Independent Director (Director - IDFC Limited)



(Earlier Association: President and Group CTO – ICICI Bank)



Hemang Raja Independent Director



(Earlier Association: MD and Head, India – Credit Suisse PE Asia) **Aashish Kamat**





Sanjeeb Chaudhuri Independent Director (Former Regional Business Head, India and South Asia, SCB)



Vishal Mahadevia Non-Executive & Non Independent Director (Warburg Pincus)



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EMINENT BOARD AND MANAGEMENT TEAM

BUILT A STRONG FOUNDATION

- a) A culture of customer first, innovation, collaboration, action oriented, empowered, integrity, trust and transparency
- D Bouquet of loans, savings accounts , fixed deposits, insurance, investments, wealth management, forex services, credit cards products
- Built a strong branch network (576 branches, 541 ATMs)⁽¹⁾
- Built a stable liabilities platform (CASA ratio: 48% ⁽²⁾, retail deposits: INR584bn, retail deposits (<=INR 50mn): 78% ⁽³⁾, top 20 depositors: <10% of customer deposits) ⁽¹⁾
- Built a diversified and strong retail lending book (Diversified across more than 8mn customers)
- Building digital capabilities

ASSET QUALITY

- INPA at Bank level
- Proactive identification and provision on stressed accounts
- NPA of retail loans
- Robust acquisition, underwriting, portfolio management, fraud checks, collections capabilities
- **FINANCIAL RESULTS**
- SUMMARY: Strong foundation built; well positioned for growth



5a. Building the right culture of trust, transparency and customer first is a foundation block for the bank





Our Mission

We want to touch the lives of
millions of Indians in a positive
way by providing high-quality
banking products and services to
them, with particular focus on
aspiring consumers and
entrepreneurs of our new India,
using contemporary technologies



When IDFC First Bank was formed with the merger between erstwhile Capital First and erstwhile IDFC Bank, we deliberated a lot on what our founding theme should be and finalized on the theme 'Always You First' – where 'You' refers to our customer. This theme cuts across the entire organization and binds the bank to a single theme



5b. The Bank offers a wide bouquet of loan products that have seasoned over the years

Products offered across varied customer segments including consumers and MSMEs in different parts of India



Loan Against Property Long term loans to MSMEs after proper evaluation of cash flows; against residential or commercial property



Micro Enterprises Loans Loan solutions to small business owners



Small Business Loans Unsecured loans to the selfemployed individual or entity against business cashflows



Commercial Vehicle

Loans Term Loans for individuals and firms for purchasing new and preowned CVs



Consumer Durable Loans Financing to individuals for purchasing of LCD/LED panels, Laptops, Air-conditioners etc.



Home Loans To salaried and self-employed customers for purchasing house property



Personal Loans Unsecured Loans to the salaried and self-employed customers for financial needs such as medical emergency



Vehicle Loans To salaried and self-employed customers for purchasing two wheelers



To salaried and self-employed customers for purchasing a new car or a pre-owned car

• Apart from these products, IDFC FIRST Bank also offers working capital loans, corporate loans for business banking and corporate customers in India

Joint Liability Group

Loans for livelihood and micro

enterprises for women in rural

Loans

areas



5b. (contd): Wide product range for deposits, investments and insurance

IDFC First Bank provides wide range of products and services along with savings accounts, term deposit accounts, current accounts, wealth management, forex services, cash management services and insurance products (distribution) to its customers





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IDFC FIRST

Bank

5b. (contd.) In keeping with our philosophy of customer first, a highly customer friendly credit card launched in January 2021



A Credit Card with a differentiated proposition

Customer friendly card launched by the Bank, keeping in line with the ethos of always customer first



Customer rates depending on algorithm, factoring in credentials, relationship with the Bank and many other parameters

Spending over limit is usually inadvertent by customers. Hence as a customer friendly measure, the Bank will intimate the customers if their spends are going above limit to avoid any charges incurred by them

Up to next billing cycle or 48 days, whichever is earlier

No expiry

5c. Expanding our pan-India footprint







Note: Metrics for FY18, FY19 and FY20 are not comparable due to the merger effective Dec 18, 2018. Illustrative representation of branch footprint as on Dec 31, 2020, picture not to scale 1. Metrics for FY18, FY19 and FY20 are not comparable due to the merger effective Dec 18, 2018

IDFC FIRST Bank

5d. Built a diversified & stable liabilities platform; proven ability to raise retail deposits at scale



5e. Built a diversified and strong retail lending book, top 10 borrowers' concentration down to 6.3% of total funded assets



2. Others include Inorganic PSL buyout, Security receipts and Loan converted to equit

5f. Building digital capabilities for retail offering



Bank

5f. (contd.) Recently launched new banking application with an enhanced UI UX – in Test & Learn Stage



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- As of Dec 31, 2020
 % of total deposits



6a. Overall Bank - Gross and Net NPA, impact of COVID 19



- For the analysis, we submit that the reported NPAs in the last 3 quarters including quarter ending Dec 31, 2020 were lower than actual and not representative of the real situation due to Supreme Court's order on not declaring accounts as NPAs until further orders. Hence the bank draws attention to the pre-COVID NPA levels ⁽¹⁾ of the bank, and comparing the same with the proforma (effectively actual) NPA post-COVID ⁽²⁾
- As a result of the COVID, the Gross NPA for the bank as of Dec 31, 2020 has increased by 155 bps as compared to Pre-COVID average. Similarly the Net NPA for the bank as of Dec 31, 2020 has increased by 78 bps
- Provision Coverage including the general provision, COVID19 provision, specific provisions on NPAs was 309% on reported NPA and 99% on Proforma NPA ⁽²⁾

Note: Long term COVID average indicates average GNPA/NNPA of last 4 quarters prior to COVID-19 1. The period Mar-2019 to Dec-2019

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2. As of Dec 31, 2020; Proforma GNPA/NNPA indicates the numbers without considering the impact of the Supreme Court notification to stop NPA classification post August 31, 2020
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6b. The Bank has identified the stressed accounts (not yet NPA) and has provided for them



Client Description (INR bn) (31-Dec-20)	O/S Exposure	Provision	PCR%
Toll Road Projects in MH	9.0	1.5	17%
Thermal Power Project in Orissa	5.5	5.5	100%
Toll Road (BOT) project in MH	2.5	0.1	5%
Financial Conglomerate in Mumbai	2.2	2.2	100%
Wind Power Projects in AP, GJ, KN, RJ	1.6	0.9	57%
Logistics Company in Karnataka	1.0	1.0	100%
Financial Institution in MH	0.9	0.9	100%
Solar Projects in RJ	0.9	-	0%
Thermal power in Chattisgarh	0.8	0.2	20%
Toll Road Projects in TN	0.4	0.1	23%
Wind Power Projects in KN and RJ	0.2	0.2	95%
Microfinance Institution in Orissa	0.2	0.2	100%
Toll Road Project in Punjab	0.2	0.2	100%
Total Stressed Pool Identified	25.3	12.9	51%

Apart from the above identified accounts, the Bank had also marked one large telecom account as stressed and provisioned 25% against the total outstanding of INR 32.4bn (Funded – INR 20bn and Non-funded – INR 12.4bn). The said account is current and has no overdues as of Dec 31 2020.



6c. Retail Loans - Gross and Net NPA trends, impact of COVID 19



- Thus as per analysis, as a result of the COVID, the Gross NPA of the retail assets for the bank as of Dec 31, 2020 has increased by 161 bps as compared to pre-COVID average
- Similarly the Net NPA of the retail assets for the bank as of Dec 31, 2020 has increased by 121 bps



6d. The Bank underwrites retail loans with lot of due diligence and rigour, drawing on experience and has built effective monitoring and collection capabilities

6a - Robust Underwriting Process (As applicable product wise)

- Integrated decision support system for underwriting
- Instant de-duplication capability
- Financials analysis including net worth, liquidity, leverage, turnover, working capital cycle, GST return
- Banking analysis: the Bank statements of the customer is analyzed and correlated to the financials
- Consumer and commercial **Credit Bureau check** for variables including enquiries, repayment record, vintage analysis etc.
- Demographic and bureau credit scorecards
- Fraud check: Hunter checks fraud score
- Field verifications
- **Personal discussions** with customer at customer premises
- CRILC (RBI) checks for verification on financials, legal cases, directors
- **Collateral valuation:** legal and technical checks; external valuers

6b - Strong Monitoring Framework

- Cheque bounce analysis and monitoring monthly: product wise, segment wise, geography wise, channel wise
- Early delinquency analysis: Non- starter (quick mortality) analysis, 1st payment, 2nd payment, 3rd Payment default rates analysis
- Fraud incidence monitoring
- **Collection efficiency analysis** for every mode and channels across delinquency buckets
- Vintage analysis of the portfolio performance
- **Delinquency flow analysis:** Normalization, roll forward, roll back for every delinquency buckets for each product
- Scorecard monitoring
- Early warning checks for MSME products

6c - Efficient Collection Machinery

- Robust mechanism exists for **calling, online collections**, digital collections, field collections monitoring
- Focus on **reducing cheque bounces**, through better underwriting, interventions and test & learn process
- Segmentation to drive differentiated collections action basis propensity to flow
- Constant **monitoring of call quality** and customer interface quality for improving collection experience for customers
- Bucket wise, **delinquency and resolution** % for every product at granular level
- Granular monitoring of portfolio



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 - As of Dec 31, 2020
 % of total deposits



7. Balance sheet

Particulars (INR bn)	As at March 31, 2018	As at March 31, 2019	As at March 31, 2020	As at December 31, 2020
CAPITAL AND LIABILITIES				
Capital	34	48	48	57
Reserves and surplus	119	134	105	120
Deposits	482	705	651	843
Borrowings	573	700	574	408
Other liabilities and provisions	58	86	114	129
TOTAL	1,265	1,672	1,492	1,557
ASSETS				
Cash and balances with Reserve Bank of India	31	41	34	38
Balances with banks and money at call and short notice	18	54	8	34
Investments	612	585	454	418
Advances	522	863	856	949
Fixed assets	8	10	10	12
Other assets	75	119	130	106
TOTAL	1,265	1,672	1,492	1,557



7. Income statement

Particulars (INR bn)	FY18	FY19	FY20	9M FY20	9M FY21
Gross Interest Income	8,930	11,948	15,867	11,911	11,585
Interest Expense	7,132	8,749	10,232	7,840	6,555
Net Interest Income	1,798	3,199	5,635	4,072	5,030
Other Income	1,118	852	1,722	1,238	1,413
Operating Income	2,916	4,051	7,357	5,310	6,442
Operating Expense	1,653	3,287	5,421	3,893	4,547
Operating Profit	1,263	764	1,937	1,417	1,895
Provisions (Other than Tax) & Contingencies (Net)	236	1,460	4,315	3,903	1,462
Exceptional Items (Goodwill at merger)	-	2,599	-	-	-
Profit Before Tax	1,027	(3,295)	(2,379)	(2,486)	433
Тах	168	(1,351)	486	450	108
Profit After Tax	859	(1,944)	(2,864)	(2,936)	324

Note: Metrics for FY18, FY19 and FY20 are not comparable due to the merger effective Dec 18, 2018. Metrics for 9MFY20 and 9MFY21 are comparable



7. Profitability trend in the last 8 quarters



The Bank took provisions against the identified legacy wholesale accounts such as a housing finance company, a financial conglomerate and some infrastructure accounts during the initial periods post-merger, and such provisions reduced the net-worth. This coupled with low yield infrastructure loans kept earnings suppressed post merger. During the last 8 quarters post merger, the bank has increased the NIM to a healthy 4.65% (Q3 FY21) and PPOP of the bank has registered an increase, resulting in positive PAT over the last 4 quarters



7. Growth in higher yield retail assets coupled with increasing contribution from low cost retail deposits driving an accelerated NIM expansion







7. High cost borrowing – cost and maturity profile

Potential to be replaced with low cost deposits as and when they mature

Particulars (INR bn)	Infra Bonds	Long Term Legacy Bonds	Other Bonds	Refinance	Total
Upto Mar-21	-	16	4	1	21
FY 21-22	-	11	11	23	45
FY 22-23	15	-	19	31	65
FY 23-24	14	17	8	19	58
FY 24-25	57	13	2	9	81
Beyond FY 25	9	38	7	-	54
Total	95	95	50	83	323
Rol (%)	8.87%	8.98%	8.76%	7.77%	8.60%
Wtd. Res. Tenor (Yrs)	3.36	3.97	7.32	1.72	3.74



7. Strong capital position and liquidity buffers provide a stable platform for growth going forward





8. In summary



