



Corporate Presentation

October 2011



Presentation Path

Key Highlights

Financial Performance

Business Strategy

Appendix

ING Vysya Bank Limited (IVBL) - Key highlights



Banking franchise with ~8 decades of experience



Strong pedigree of investors



Diversified distribution with growing footprint



Consistent improvement in operating metrics

Key Performance Highlights – Q2 2012

- Net Profit up 53.29% to Rs. 1153.68 million.
- Net Profit has grown consistently, with this being the eighth sequential quarterly growth; with over 100% compounded growth since March 2006.
- Gross Advances up 22.35% to Rs. 252,892.43 million.
- Deposits up 17.81% to Rs. 307,123.40 million.
- CASA Ratio at 32.55%.
- Provision cover up from 72.75% to 84.82%.
- Net NPA improves from 0.81% to 0.31%.
- Gross NPA improves from 2.91% to 2.02%.
- Return on Assets improves from 0.86% to 1.12%.
- Capital Adequacy at 15.00% and Tier 1 at 11.79%.

Key Performance Metrics

	Q2 12	Q2 11	H1 12	H1 11	FY 10-11	FY 09-10
CASA Ratio	32.55%	35.88%	32.55%	35.88%	34.64%	32.58%
Net Interest Margin	3.35%	3.34%	3.19%	3.31%	3.25%	3.21%
Yield on Advances	11.37%	9.78%	11.24%	9.68%	10.05%	10.53%
Cost of Deposits	6.88%	4.85%	6.83%	4.77%	5.25%	5.33%
Other Income / Total Income	34.86%	43.19%	34.88%	39.22%	39.42%	42.77%
Cost Income Ratio	59.36%	58.84%	61.29%	58.91%	61.75%	55.73%
Return on Assets	1.12%	0.86%	1.04%	0.84%	0.89%	0.80%
Return on Equity	12.21%	12.27%	12.87%	12.01%	12.83%	11.81%
Net NPA Ratio	0.31%	0.81%	0.31%	0.81%	0.39%	1.20%
Provision Cover Ratio	84.82%	72.75%	84.82%	72.75%	83.41%	60.19%
Capital Adequacy Ratio	15.00%	13.50%	15.00%	13.50%	12.94%	14.91%

Note : FY 10 - 11 operating cost includes one time additional retiral staff cost of Rs.680 million

Financials are on a standalone basis and prior year data is restated/re-classified for comparison purposes



Presentation Path

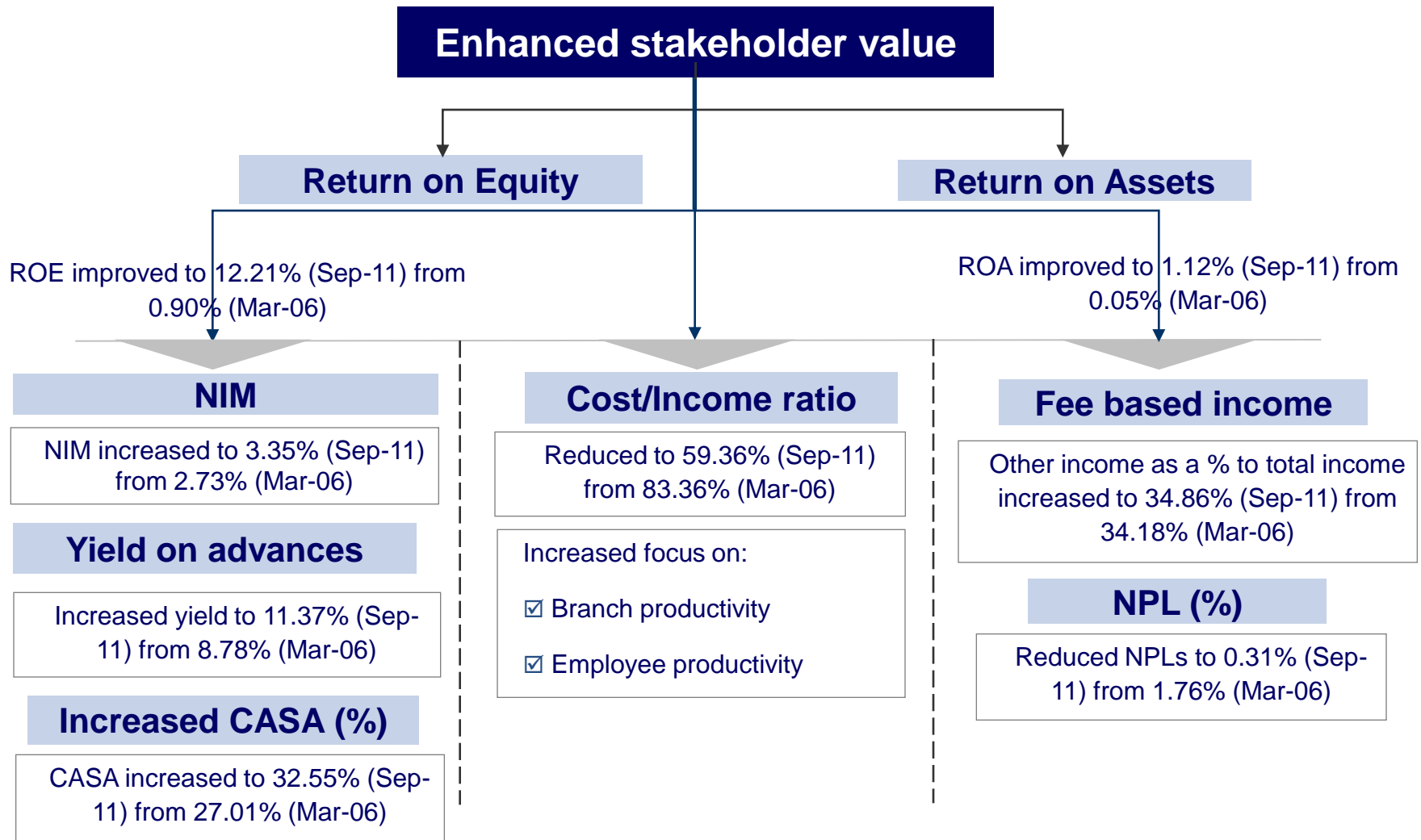
Key Highlights

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Consistent Improvement in Operating Metrics

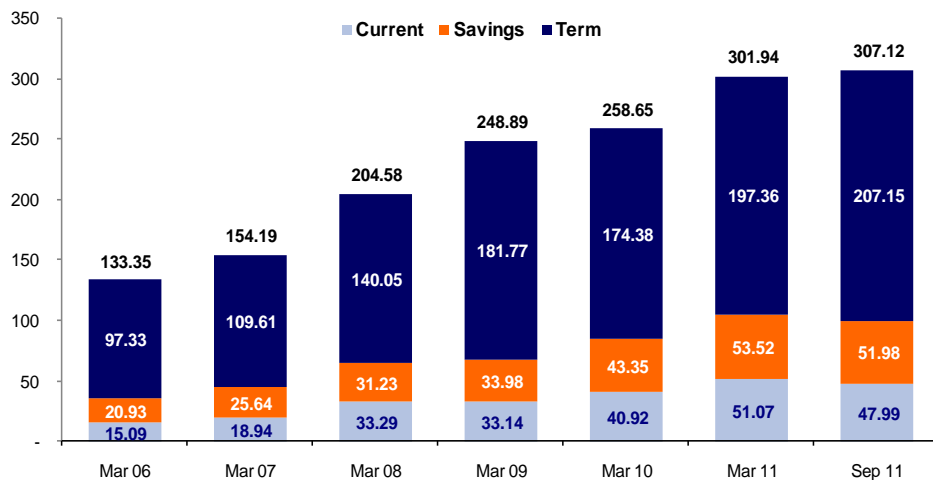


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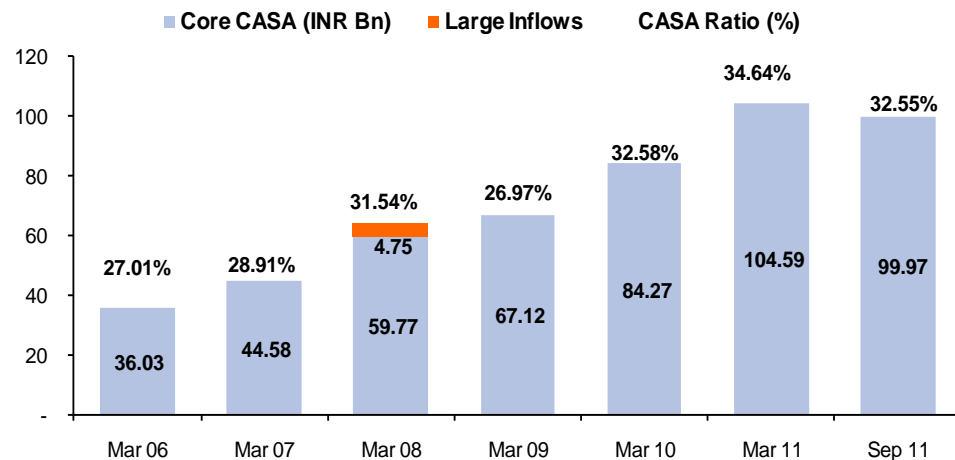


Deposit Trends

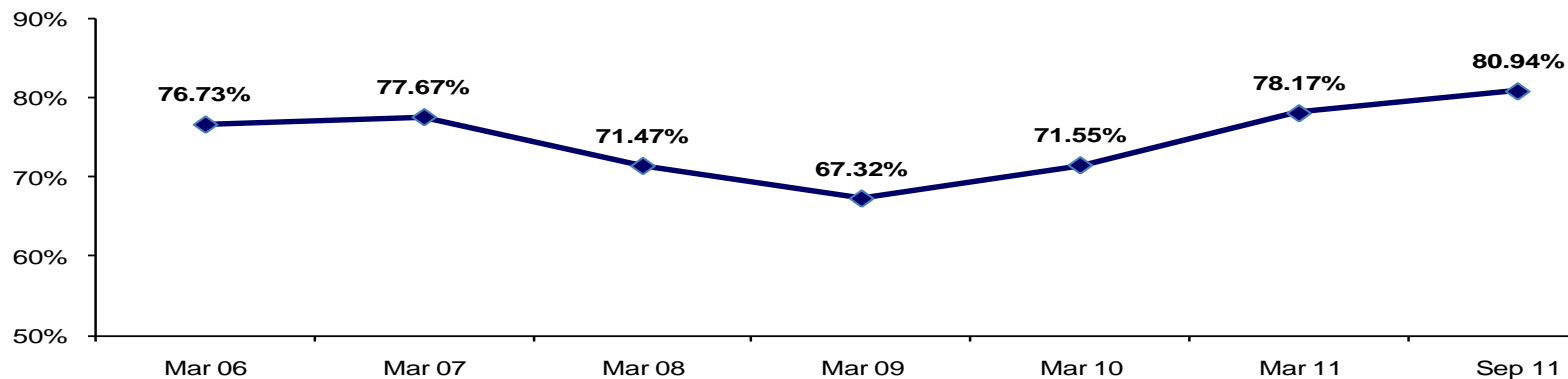
Growth in Deposits (Rs Bn)



Growth in CASA (Rs Bn)



Credit-Deposit Ratio (%)

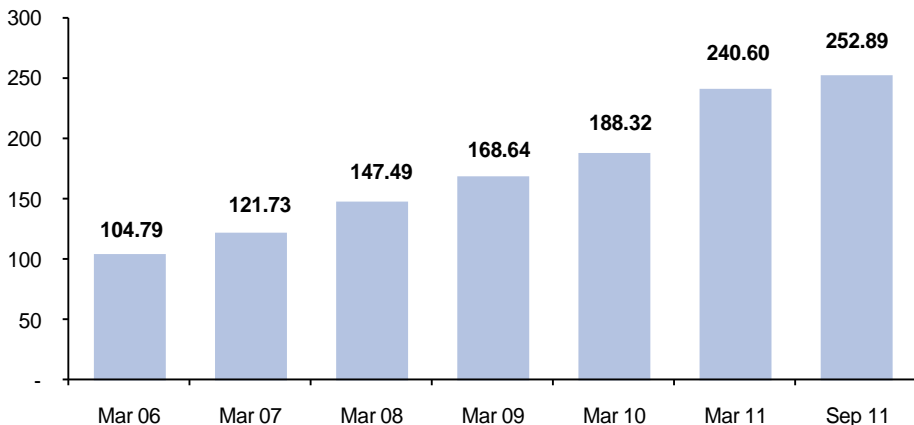


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Advances Trends

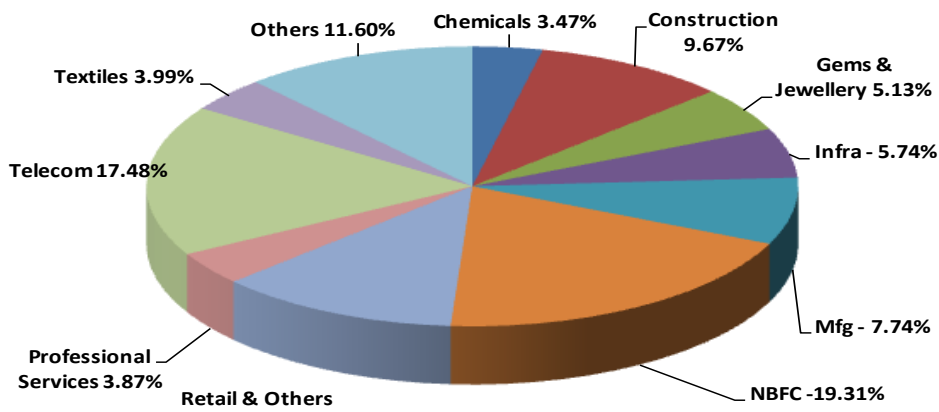
Growth in Gross Advances (Rs Bn)



Gross Advances Composition (Sep 11)

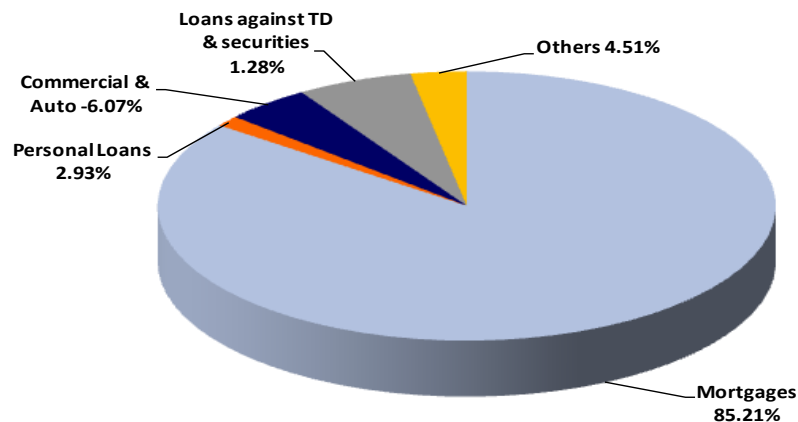
	Composition	YoY Growth	QoQ Growth
Wholesale Banking	41.91%	↑ 22.00%	↑ 3.54%
Business Banking (SME)	30.82%	↑ 40.91%	↑ 10.39%
ARB (Agriculture)	5.63%	↓ -13.82%	↓ -5.42%
Mortgages	18.32%	↑ 17.08%	↑ 1.77%
Personal Loans	0.63%	↓ -33.81%	↓ -4.98%
Commercial & Auto	1.30%	↑ 29.25%	↑ 4.85%
Others	1.38%	↑ 1.32%	↓ -16.38%
Total Bank Gross Advances		↑ 22.35%	↑ 4.26%

Wholesale Banking Industry Portfolio (Sep 11)



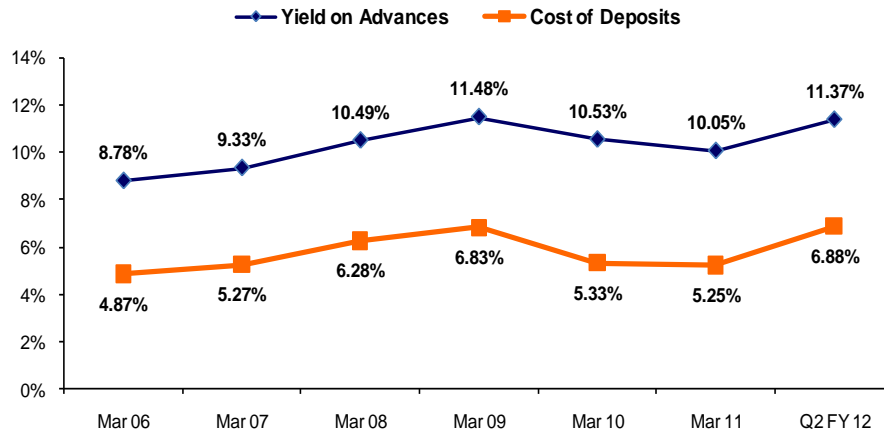
Others include Basic Metals 3.39%, Transport 3.22%, Petroleum & Coal 1.83%, Rubber & Plastic 1.93%, & Mining 1.24%
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Consumer Banking Portfolio (Sep 11)

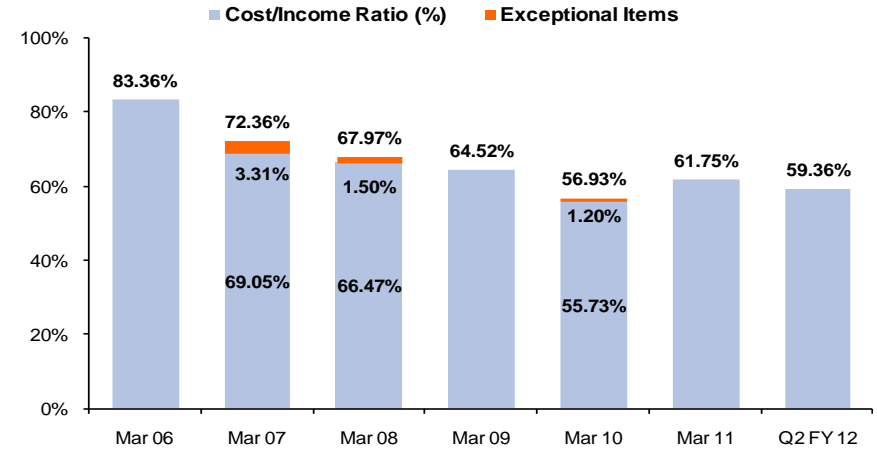


Operating Efficiency

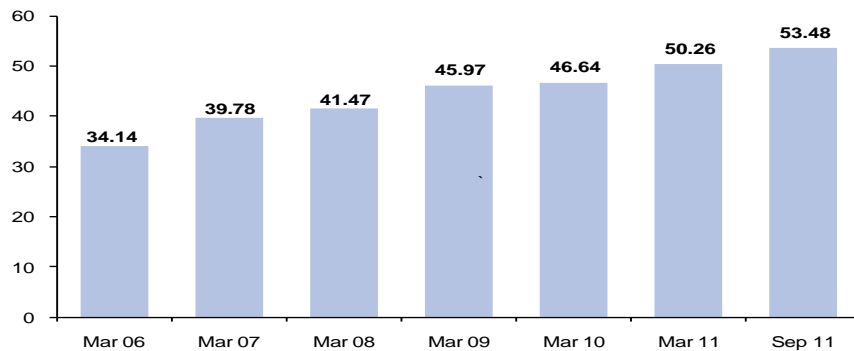
Yield on Advances & Cost of Deposits



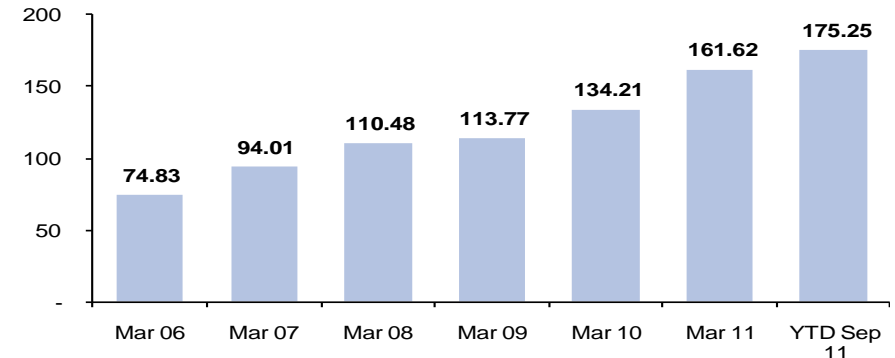
Cost Income Ratio



Business per employee (Rs Mn)



Average CASA per Branch (Rs Mn)



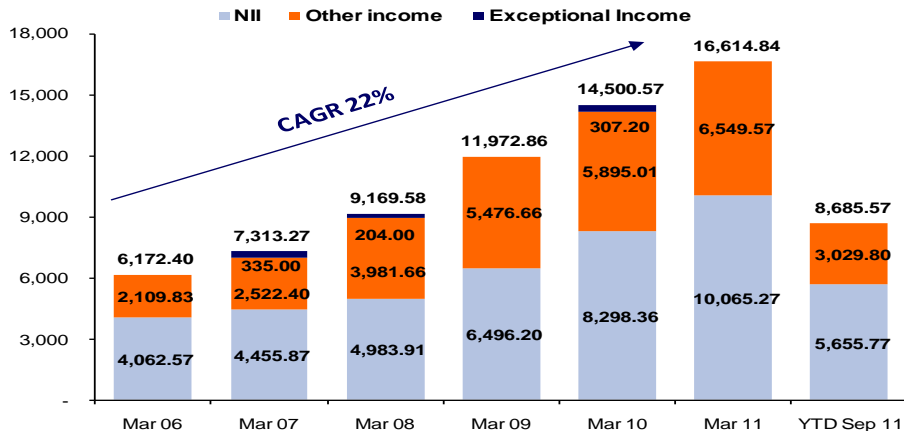
- 1 FY 10 - 11 operating cost includes one time additional retiral staff cost of Rs 680 mn
- 2 Business indicates loans given+ deposits- interbank deposits for the bank

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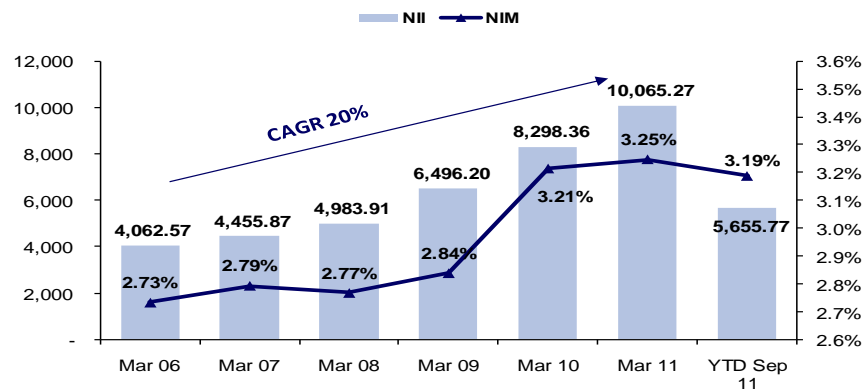


Income & Profit Performance

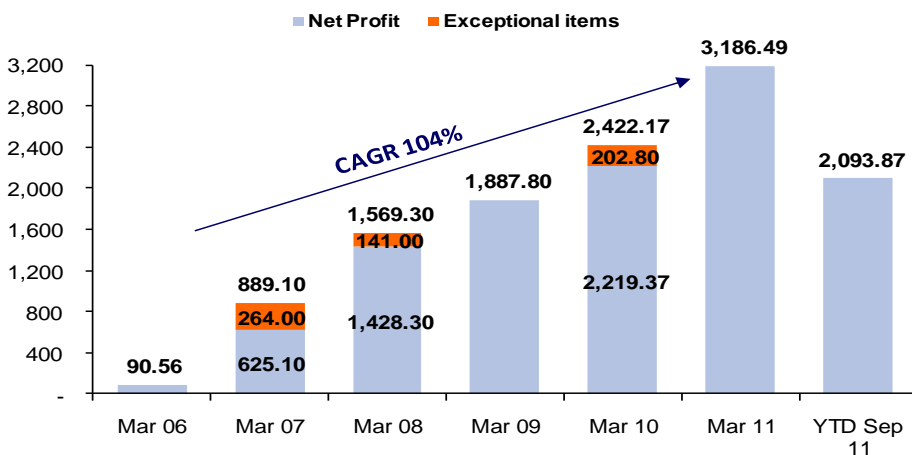
Net Total Income (Rs Mn)



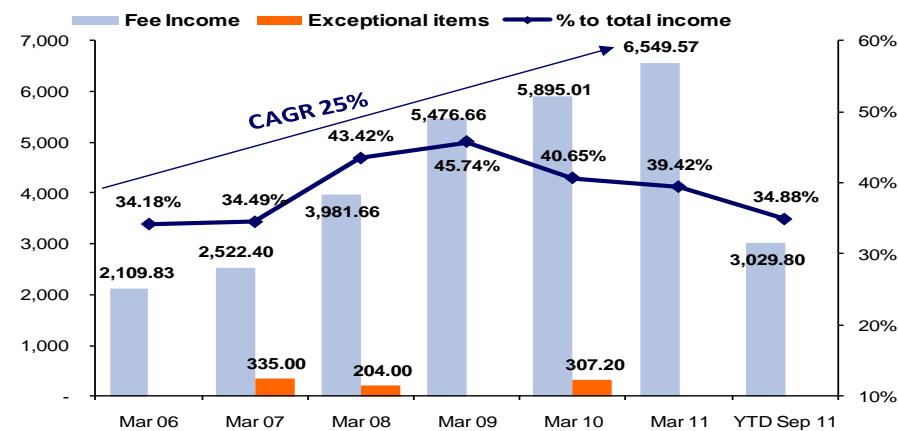
Net Interest Income (Rs Mn)



Net Profit (Rs Mn)



Fee Income (Rs Mn)

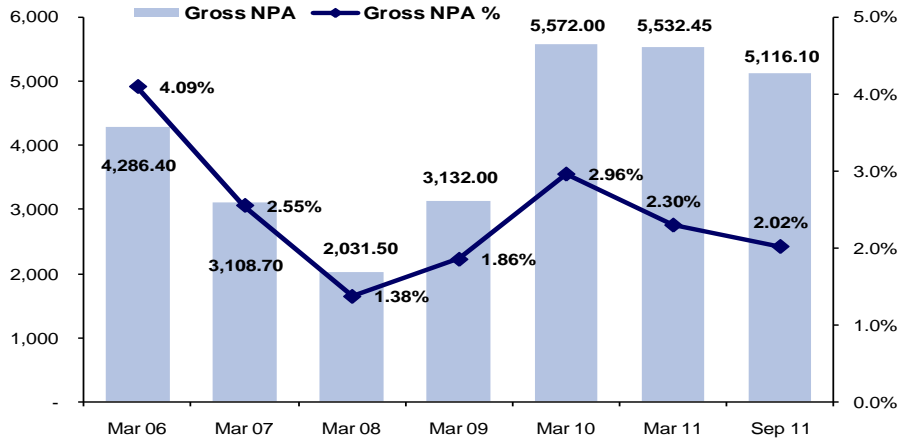


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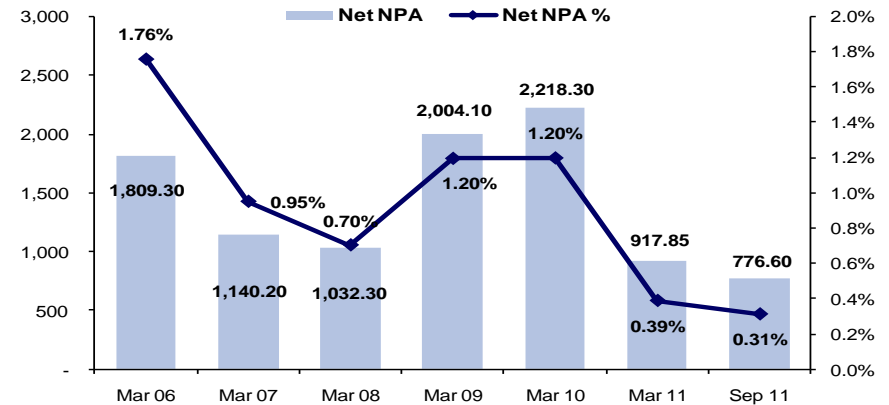
Asset Quality

Gross NPA (Rs Mn)



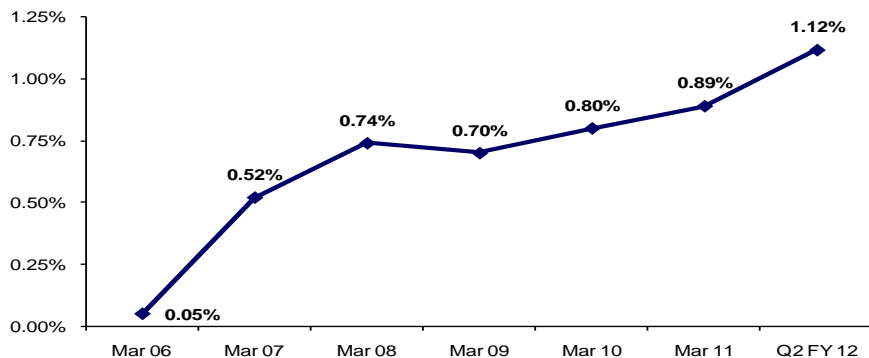
* In FY 2010, the Bank revised its policy for writing off fully provided loans and accordingly discontinued prudential write-off of loans with 100% provision

Net NPA (Rs Mn)

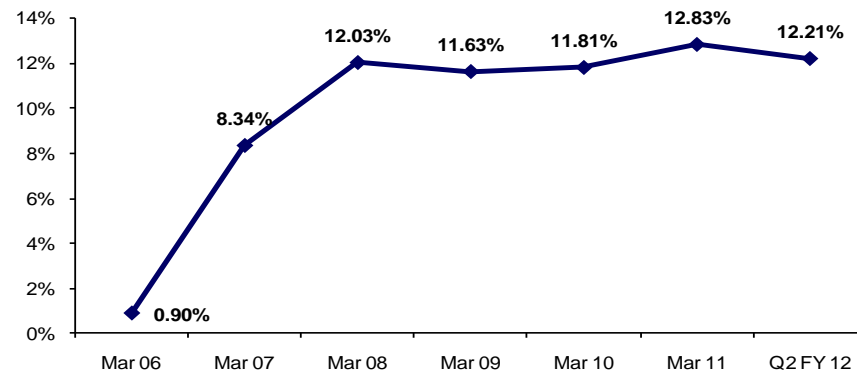


Returns to Stakeholders

Return On Assets

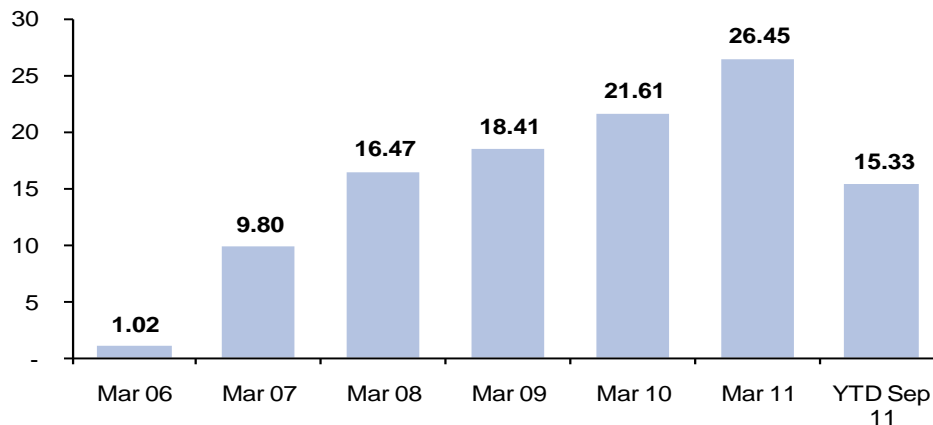


Return On Equity

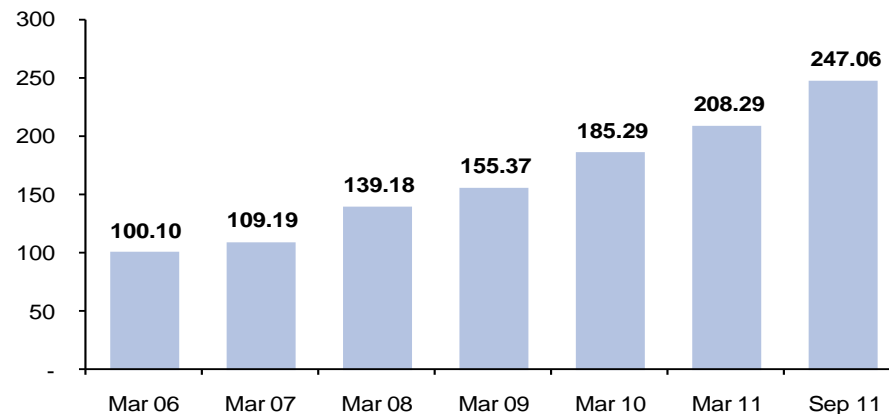


* Equity infusion in Sep '09 of Rs.4.15 Bn, Jun '11 of Rs. 9.69 Bn

Earnings Per Share (Rs)



Book Value per Share (Rs)



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Business Strategy – Grow ahead of Market with better asset quality

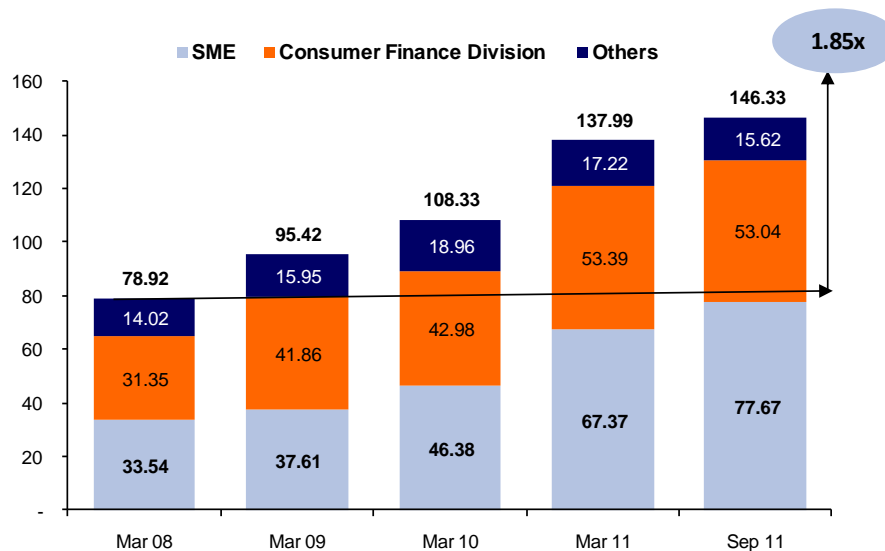
<p>Focused Asset growth engines</p>	<ul style="list-style-type: none"> ▪ Retail: Focus on growth in Individual mortgages, Small and Medium Enterprises (SME); Explore opportunities of launching secured retail lending products ▪ Wholesale: Leverage ING Global relationships to service domestic clients, deepen relationships with large Indian corporates and greater support and co-ordination with International Clients Group. Grow the share of Emerging Corporates (EC) in the local balance sheet
<p>Grow and leverage the distribution franchise</p>	<ul style="list-style-type: none"> ▪ Retail: Current branch distribution concentrated 69% in southern states which accounts for only 24% business of the Indian Banking business. Grow distribution in northern and western parts of the country, while consolidating in the South ▪ Derive value from investments made in branch expansion and increase penetration within existing network ▪ Cater to high growth wealth management advisory business ▪ Wholesale: Leverage network to grow transaction banking platform to meet client needs ▪ Improve the systems within EC business
<p>Increase low cost liabilities and better margin products</p>	<ul style="list-style-type: none"> ▪ Retail: Deepen customer relationships with products aligned to target segments including a strategic push on current account of the business banking customer ▪ Focus on operating account for corporate/salaried segment ▪ Wholesale: Increase the share of EC in local balance sheet ▪ Increase penetration of fees products such as DCM, PCM ,FM and CF ▪ Selectively look at structured financing
<p>Enhance operating efficiency</p>	<ul style="list-style-type: none"> ▪ Retail: Increase overall profitability both from legacy network and growing footprint ▪ Continuous improvement in technology platform for cost efficient and customer centric model ▪ Increase per branch productivity closer to best in class ▪ Wholesale: Increase the share of customer wallet through new product introductions and deepen existing relationships ▪ Focus on portfolio churning
<p>Reposition as ING in select markets</p>	<ul style="list-style-type: none"> ▪ To position as bank of choice to chosen customer segments ▪ Migrate global best practices and knowledge ▪ Continue investment in the brand as we expand footprint outside South India

Airport Branding

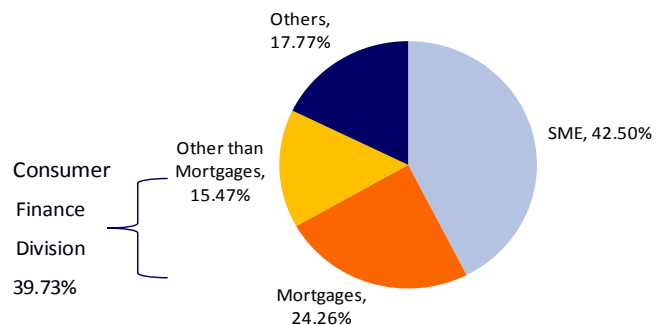


Retail Asset Momentum

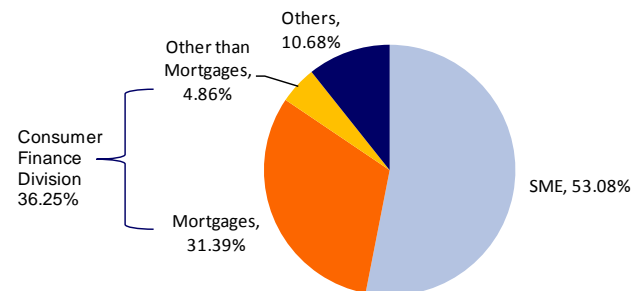
Retail Advances Evolution (Rs Bn)



March 2008

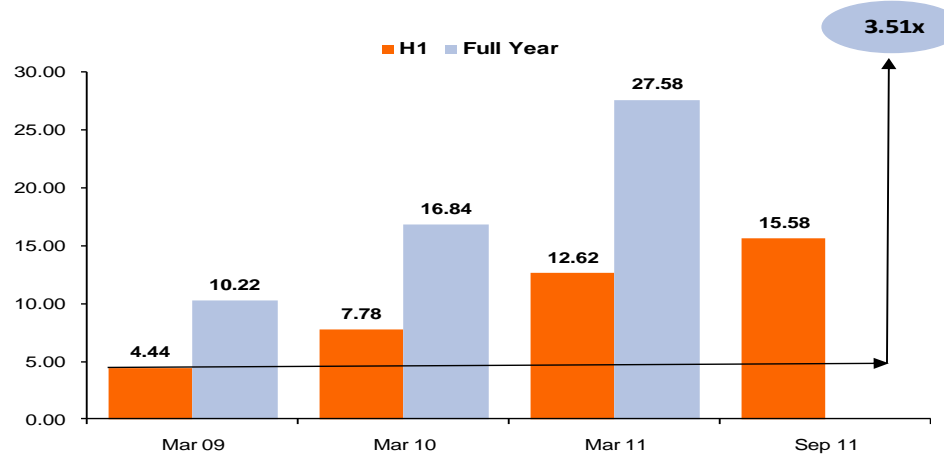


September 2011

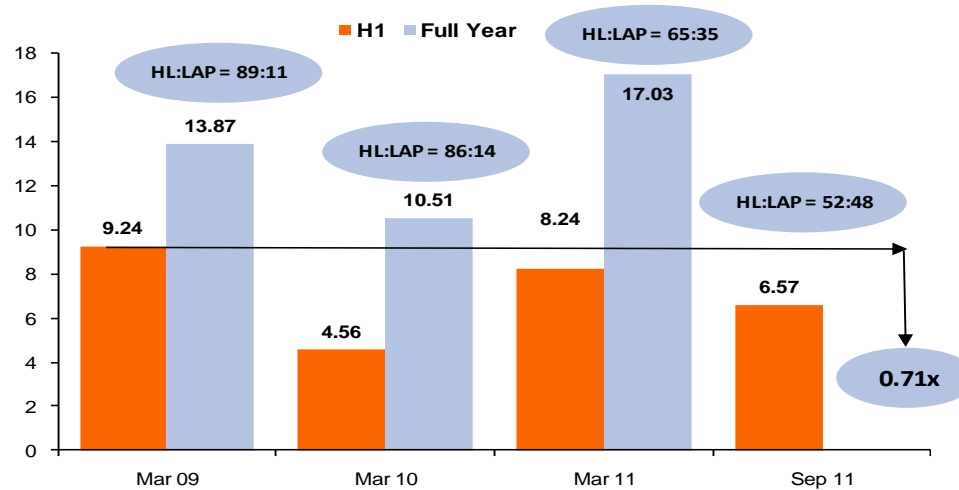


Retail Asset Momentum

Business Banking Limits Sanctioned (Rs Bn)



Mortgage Disbursal (Rs Bn)



Average Retail CASA Growth Momentum

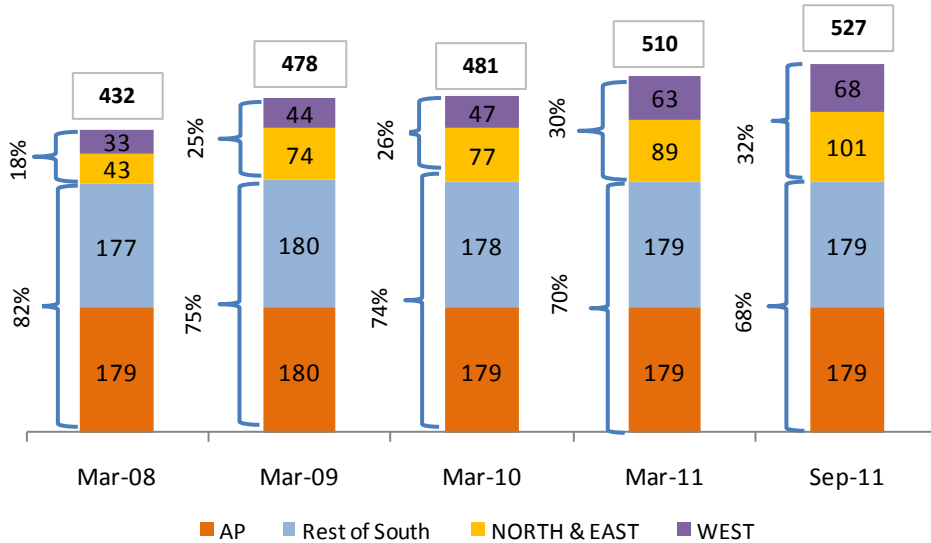
INR Bn	Q1 '10	Q2 '10	Q3 '10	Q4 '10	Q1 '11	Q2 '11	Q3 '11	Q4 '11	Q1 '12	Q2'12
Retail Bank CASA Average	52.10	57.00	60.10	65.80	69.20	73.95	77.60	77.81	84.25	83.82
CASA New to Bank for the Quarter (NTB)	2.53	3.06	3.07	3.83	3.72	4.71	3.95	5.26	9.45	4.16
Feet on Street (FOS)	1,826	1,726	1,635	1,848	1,896	2,227	2,301	2,229	2,050	1,843
Branches #	477	474	474	481	483	488	491	510	515	527

Includes Branches and ECs

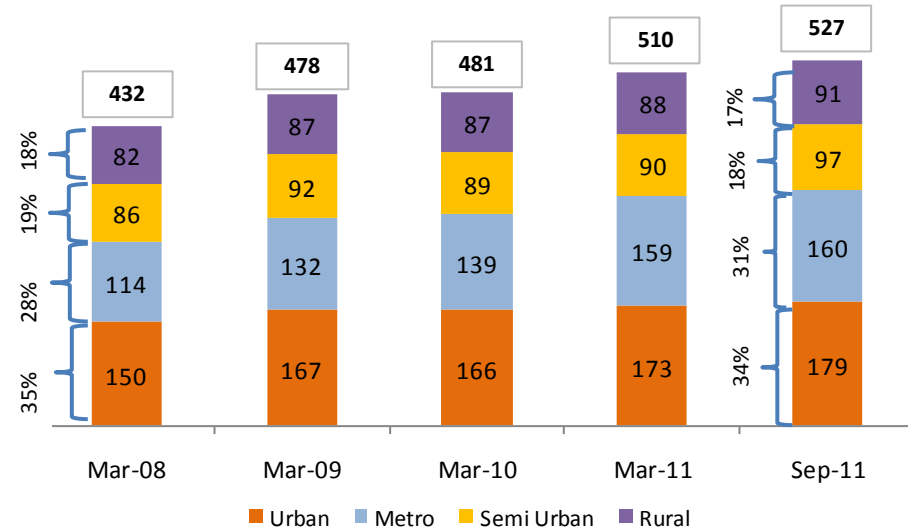


Distribution of Retail Branches

Geographical Distribution, No. of Branches, % share



Population wise Distribution, No. of Branches, % share

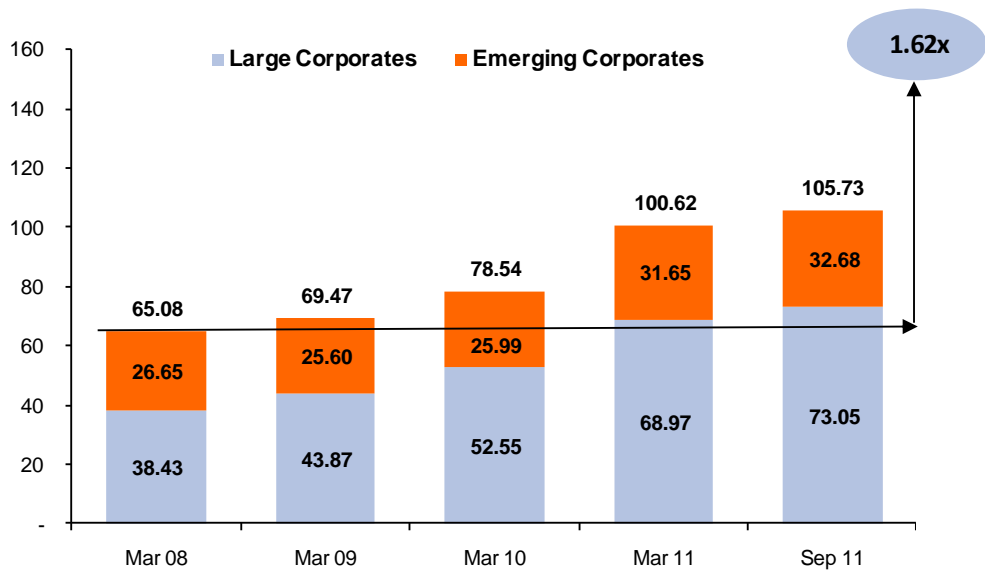


Includes Branches and ECs



Wholesale Bank Momentum

Assets Evolution (Rs Bn)

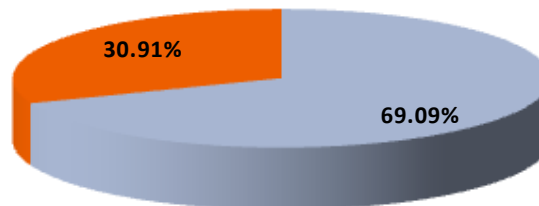


Mar 08



■ Large Corporates ■ Emerging Corporates

Sep 11

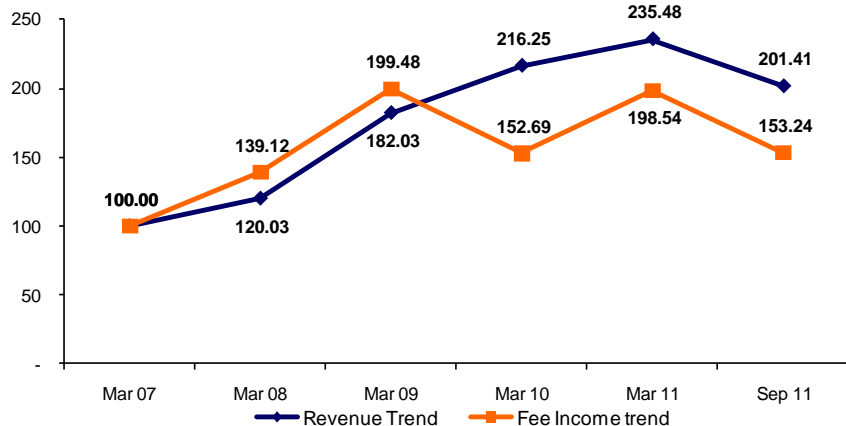


■ Large Corporates ■ Emerging Corporates



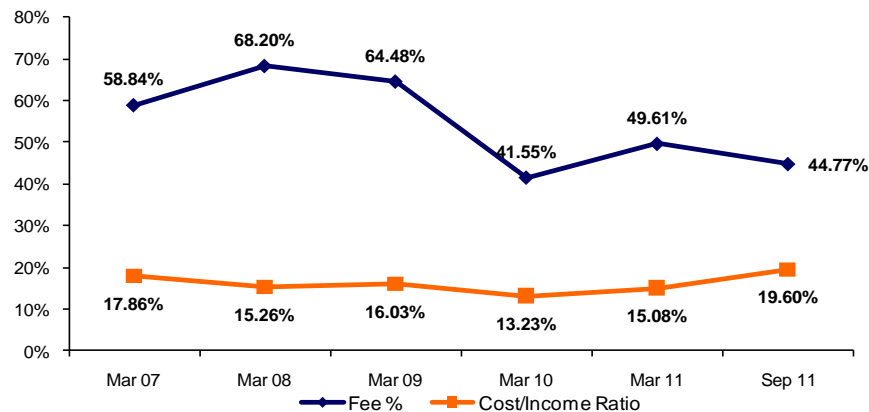
Wholesale Bank Momentum

Revenue Momentum*

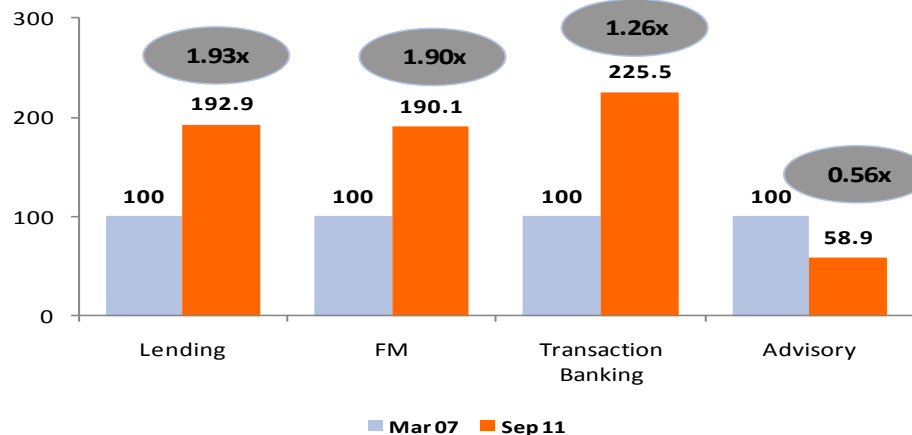


* From a base of 100 in March - 2007 *September 2011 numbers have been annualized

Key Ratios

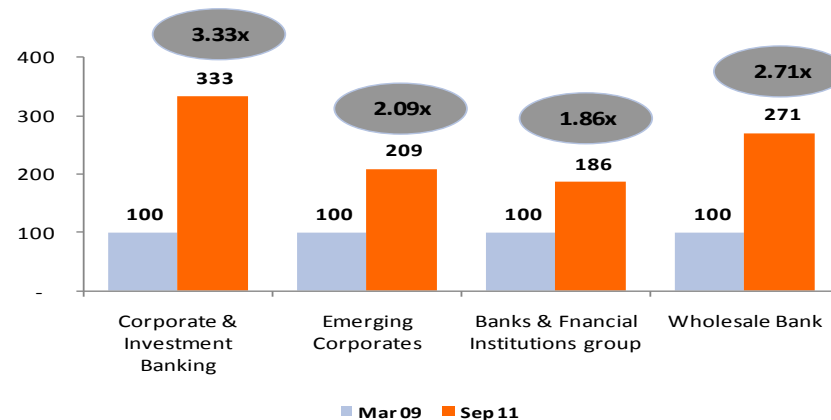


Product Momentum*



* From a base of 100 in March - 2007 *September 2011 numbers have been annualized

Wholesale Average CASA Momentum#



From a base of 100 in March - 2009



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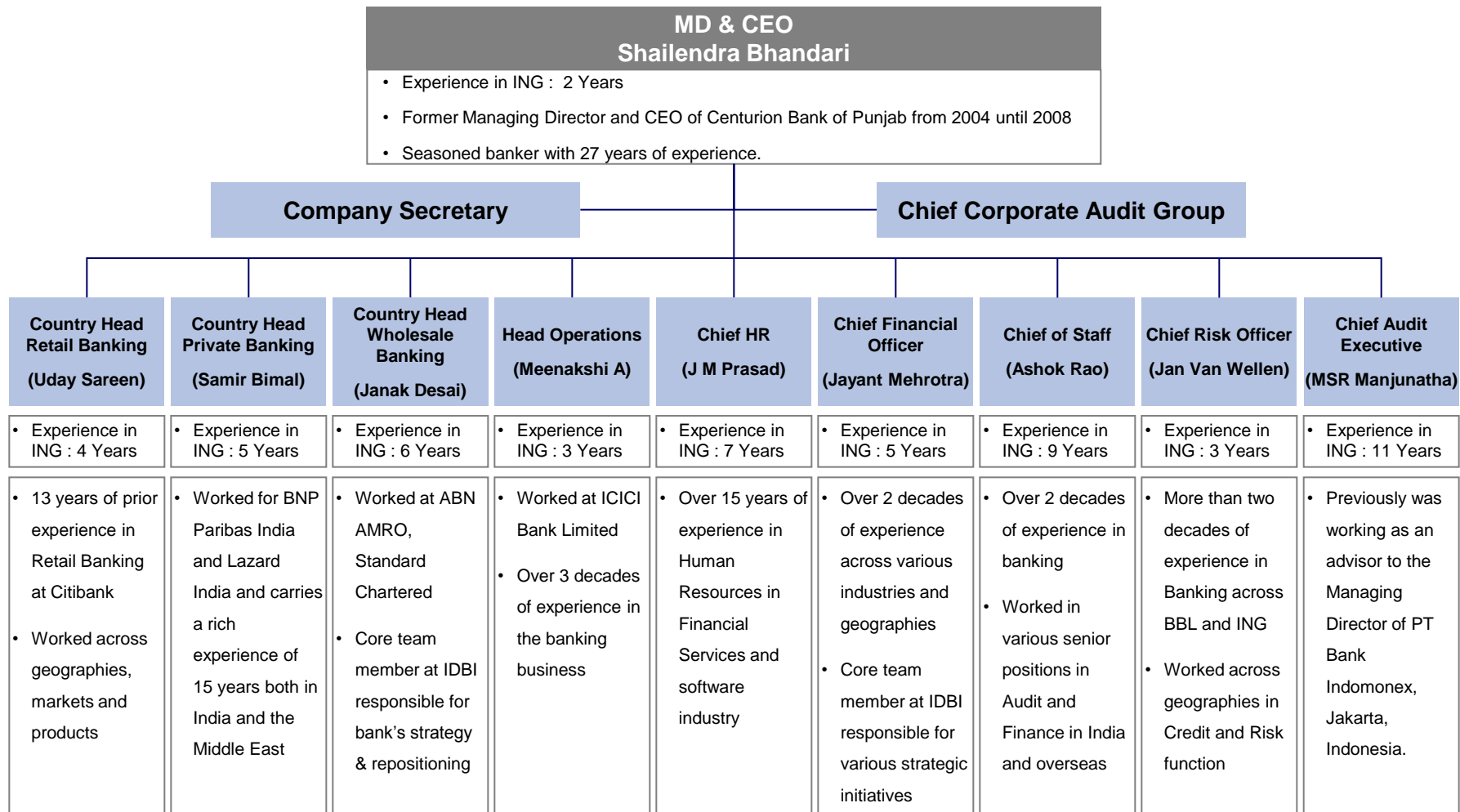
Business Strategy

Appendix

Banking Franchise with ~8 Decades of Experience

- 
- Incorporated in 1930, ING Groep NV became the single largest shareholder in ING Vysya Bank Limited (IVBL) with board and management control in Oct 02
 - One of India's premier private sector bank offering a wide variety of wholesale and retail banking products and services
 - Pan-India network of 977 outlets servicing over 2 mn customers as on September 11 2005
 - Balance sheet size of ~INR 411 Bn as on 30 September 2011
 - Completed a QIP and a preferential allotment to raise INR 9.69 Bn
 - Crossed 500 branches and extension counters
 - Completed a QIP and a preferential allotment to raise INR 4.15 Bn
 - Completed a QIP and a preferential allotment to raise INR 3.5 Bn
 - Completed a 3:1 rights issue to raise INR 3 Bn
 - ING took over Management and was renamed as "ING Vysya Bank Limited"
 - BBL Belgium entered into a strategic alliance and acquired 20% stake
 - GMR Group acquired 28% in the Bank
 - Largest Private Sector Bank
 - Promoted by Vysya (trading community) headed by Mr. Margapuram Chengaiah Chetty

Quality Management Team



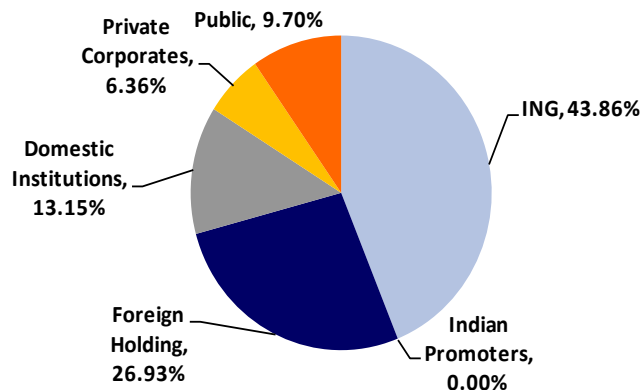
Strong Pedigree of Investors

- ING is a global financial institution of Dutch origin offering banking, investments, life insurance and retirement services
- Customer base of ~85 million private, corporate and institutional customers spread across Europe, North and Latin America, Asia and Australia
- Key statistics * – Total Income – € 55 Bn, Total Assets – € 1.2 Trn, AuM – € 387 Bn, Employees – 107,106
- With the financial backing of its largest shareholder, ING Vysya Bank can leverage the ING Groep NV's relationship for its:
 - Deep understanding of the industry across markets
 - Product knowledge and domain expertise
 - Access to global clients
 - Presence across other BFSI verticals to allow cross selling opportunities



* As of Dec 31 2010 Annual Report

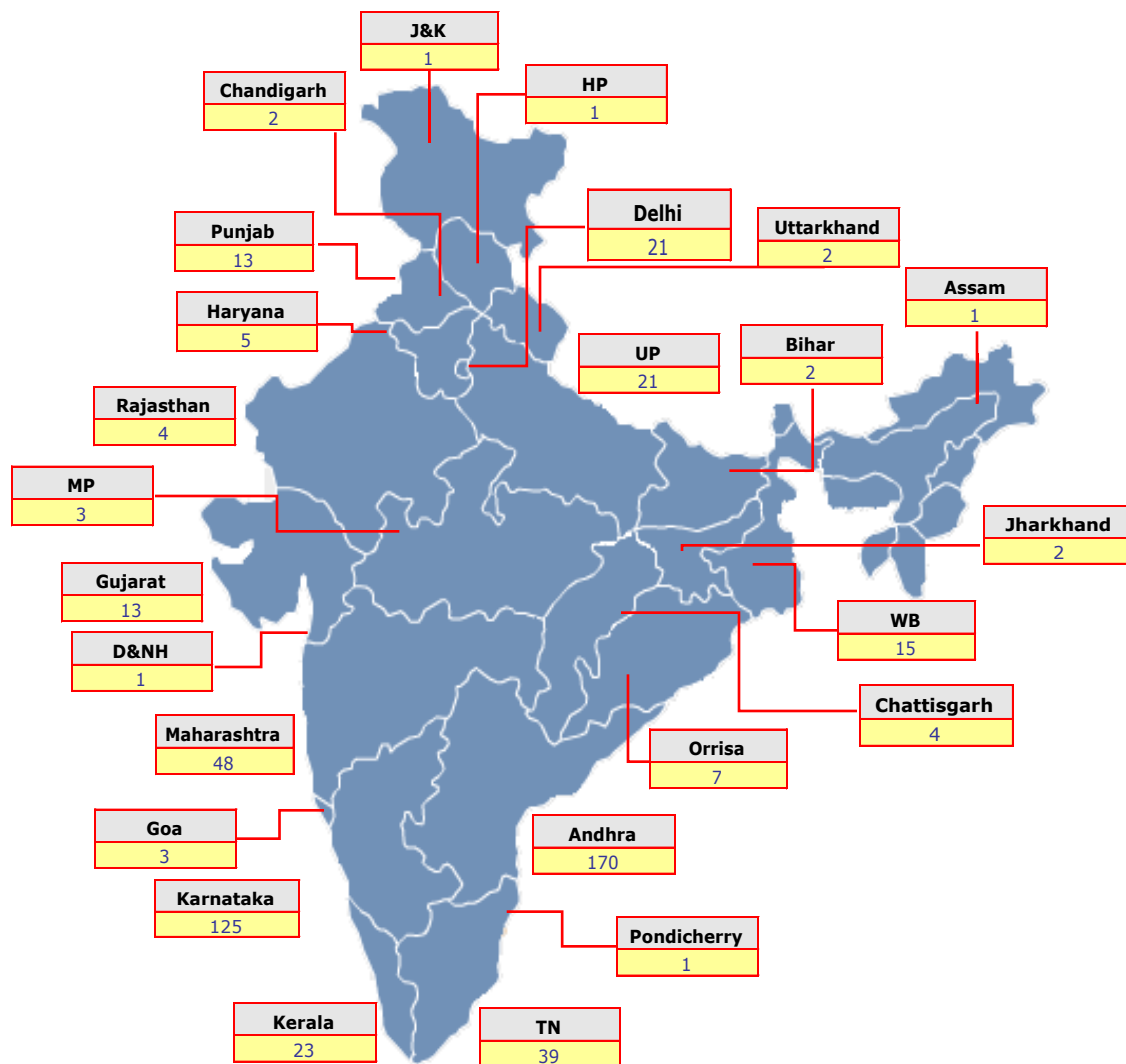
IVBL Shareholding pattern



As on 30th September '11



Network Distribution



Break-up of 977 Outlets

Particulars	No.
Branches*	527
- EC's	13
Satellite Office	28
ATMs	422

* Includes 13 ECs

Balance Sheet

Rs Mn

Rs Mn	As at 30 Sep 11	As at 30 Sep 10	FY 10-11	FY 09-10	FY 08-09	FY 07-08	FY 06-07	FY 05-06	CAGR FY 06-11 (%)
Capital and Reserves	38,049.24	24,842.94	26,242.82	23,309.15	17,028.95	15,356.58	11,032.87	10,196.74	20.81% ↑
Deposits	307,123.40	260,690.19	301,942.49	258,653.01	248,894.70	204,575.56	154,185.89	133,352.55	17.76% ↑
Borrowings	44,212.34	46,458.07	41,469.11	36,713.88	31,853.20	17,467.50	14,811.84	15,694.46	21.45% ↑
Liab. & Provisions	21,567.11	21,549.06	20,485.27	20,126.36	20,859.97	18,015.09	12,832.37	8,422.92	19.45% ↑
Total Liabilities	410,952.09	353,540.25	390,139.70	338,802.40	318,636.80	255,414.72	192,862.97	167,666.68	18.40% ↑
Cash, Inter-bank, etc	24,148.33	29,396.45	25,214.24	30,270.44	22,816.28	31,851.71	15,922.57	11,233.34	17.55% ↑
Investments	114,953.63	102,425.34	110,206.65	104,729.19	104,955.39	62,933.20	45,278.13	43,723.36	20.31% ↑
Advances	248,591.42	202,415.94	236,021.36	185,071.90	167,563.80	146,495.48	119,761.65	102,315.25	18.20% ↑
Fixed Assets	5,033.81	5,125.89	5,028.35	4,959.33	4,372.00	3,992.15	3,959.70	4,054.09	4.40% ↑
Other Assets	18,224.91	14,176.64	13,669.10	13,771.54	18,929.35	10,142.19	7,940.92	6,340.64	16.61% ↑
Total Assets	410,952.09	353,540.25	390,139.70	338,802.40	318,636.80	255,414.72	192,862.97	167,666.68	18.40% ↑

Rs Mn	As at 30 Sep 11	As at 30 Sep 10	FY 10-11	FY 09-10	FY 08-09	FY 07-08	FY 06-07	FY 05-06	CAGR FY 06-11 (%)
CA	47,994.68	44,033.06	51,071.17	40,920.65	33,140.52	33,292.59	18,936.34	15,090.47	27.61% ↑
SA	51,975.18	49,502.24	53,515.04	43,349.63	33,984.17	31,231.66	25,639.04	20,934.55	20.65% ↑
TD	164,386.96	123,179.17	156,695.37	131,454.00	163,643.90	118,980.37	103,177.19	81,400.67	13.99% ↑
CD	42,766.58	43,975.71	40,660.92	42,928.73	18,126.11	21,070.94	6,433.32	15,926.86	20.62% ↑
Total Deposits	307,123.40	260,690.19	301,942.49	258,653.01	248,894.70	204,575.56	154,185.89	133,352.55	17.76% ↑
CASA%	32.55%	35.88%	34.64%	32.58%	26.97%	31.54%	28.91%	27.01%	

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Profit & Loss

Rs Mn

Rs Mn	Q2-12	Q2-11	FY 10-11	FY 09-10	FY 08-09	FY 07-08	FY 06-07	FY 05-06	CAGR FY 06-11 (%)
Net Interest Income	3,036.15	2,542.42	10,065.27	8,298.36	6,496.20	4,983.91	4,455.87	4,062.57	19.90% ↑
Other Income	1,624.63	1,932.59	6,549.57	5,895.01	5,476.66	3,981.66	2,522.40	2,109.83	25.43% ↑
Total Income	4,660.78	4,475.01	16,614.84	14,193.37	11,972.86	8,965.58	6,978.27	6,172.40	21.90% ↑
Staff expenses	1,612.35	1,601.29	6,056.59	4,288.53	3,922.20	3,023.85	2,272.34	2,250.10	21.90% ↑
Other Expenses	1,154.21	1,031.72	4,203.59	3,792.51	3,802.49	3,071.04	2,777.84	2,895.43	7.74% ↑
Total Expenses	2,766.56	2,633.00	10,260.18	8,081.04	7,724.70	6,094.89	5,050.17	5,145.53	14.80% ↑
Operating Profit	1,894.22	1,842.00	6,354.66	6,112.32	4,248.16	2,870.68	1,928.10	1,026.87	43.98% ↑
Exceptional Items				307.20		204.00	335.00		
Op Profit after Excep. Items	1,894.22	1,842.00	6,354.66	6,419.52	4,248.16	3,074.68	2,263.10	1,026.87	43.98% ↑
Provisions	174.82	697.53	1,516.01	2,704.50	1,301.63	560.09	986.75	811.69	13.31% ↑
Profit before tax	1,719.40	1,144.47	4,838.65	3,715.03	2,946.53	2,514.59	1,276.34	215.17	86.37% ↑
Taxes	565.72	391.89	1,652.16	1,292.85	1,058.73	945.28	387.24	124.61	67.69% ↑
Net Profit	1,153.68	752.58	3,186.49	2,422.17	1,887.80	1,569.30	889.10	90.56	103.83% ↑

Financials are on a standalone basis and prior year data is restated/re-classified for comparison purposes



Key Ratios

	Q2-12	Q2-11	FY 10-11	FY 09-10	FY 08-09	FY 07-08	FY 06-07	FY 05-06
Net Interest Margin	3.35%	3.34%	3.25%	3.21%	2.84%	2.77%	2.79%	2.73%
Yield on Advances	11.37%	9.78%	10.05%	10.53%	11.48%	10.49%	9.33%	8.78%
Cost of Deposits	6.88%	4.85%	5.25%	5.33%	6.83%	6.28%	5.27%	4.87%
Cost Income Ratio	59.36%	58.84%	61.75%	55.73%	64.52%	66.47%	69.05%	83.36%
Return on Assets	1.12%	0.86%	0.89%	0.80%	0.70%	0.74%	0.52%	0.05%
Return on Equity	12.21%	12.27%	12.83%	11.81%	11.63%	12.03%	8.34%	0.90%
CASA Ratio	32.55%	35.88%	34.64%	32.58%	26.97%	31.54%	28.91%	27.01%
Credit-Deposit Ratio	80.94%	77.65%	78.17%	71.55%	67.32%	71.47%	77.67%	76.73%
Gross NPA Ratio	2.02%	2.91%	2.30%	2.96%	1.86%	1.38%	2.55%	4.09%
Net NPA Ratio	0.31%	0.81%	0.39%	1.20%	1.20%	0.70%	0.95%	1.76%
Provision Cover	84.82%	72.75%	83.41%	60.19%	36.01%	49.19%	63.32%	57.79%
Capital Adequacy Ratio*	15.00%	13.50%	12.94%	14.91%	11.65%	10.20%	10.56%	10.67%

* Capital Adequacy Ratio up to FY 07-08 as per Basel-I

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Disclaimer

Certain statements in these slides are forward-looking statements. These statements are based on management's current expectations and are subject to uncertainty and changes in circumstances. Actual results may differ materially from those included in these statements due to a variety of factors.

All financial and other information in these slides, is on an unconsolidated basis for ING Vysya Bank Limited only unless specifically stated to be on a consolidated basis for ING Vysya Bank Limited and its subsidiaries. Please also refer to the statement of financial and segmental results required by Indian regulations that has been filed with the stock exchanges in India and is available in our website www.ingvysyabank.com. This presentation may not be all inclusive and may not contain all of the information that you may consider material.

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