



# Financial Results

Third Quarter ended 31 December 2010

## Investor Presentation

Bangalore – 18 January 2011  
[www.ingvysyabank.com](http://www.ingvysyabank.com)



# Key Performance Highlights – Q3 2011

- Q3' 2011 Net Profit up 37% YoY at Rs. 83 Crores
- CASA up 21% and CASA Ratio at 33.5%; up from 32.2%
- Gross Advances up 24% at Rs. 21,893 Crores
- Deposits up 16% at Rs. 27,268 Crores
- ROA at 0.88%
- Capital Adequacy at 12.69% and Tier I Capital Adequacy Ratio at 8.82%
- Net NPA at 0.64% against 1.67%
- Provision Cover improved to 76%

# Performance Highlights – Q3 2011




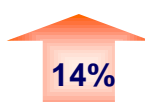


Rs. Crore

	Q3 2011	Q3 2010	YoY Growth
<b>NII</b>	245.9	219.4	↑ 12%
<b>Other Income</b>	166.8	130.3	↑ 28%
<b>Operating Cost</b>	253.3	203.9	↑ 24%
<b>Operating Profit</b>	159.4	145.8	↑ 9%
<b>Provisions</b>	33.6	52.8	↓ 36%
<b>PAT</b>	83.0	60.6	↑ 37%



# Performance Highlights – YTD Dec 2011




Rs. Crore

	Dec 2011	Dec 2010	YoY Growth
<b>NII</b>	738.2	582.7	 27%
<b>Other Income</b>	484.5	441.6	 10%
<b>Operating Cost</b>	730.4	592.8	 23%
<b>Operating Profit</b>	492.3	431.5	 14%
<b>Provisions</b>	147.3	164.1	 10%
<b>PAT</b>	227.4	174.3	 30%



# Performance Highlights – Dec 2010

Rs. Crore

	Dec 2010	Dec 2009	YoY Growth
Gross Advances	21,893	17,695	 24%
Deposits	27,268	23,462	 16%
CASA	9,128	7,564	 21%
Gross NPA	2.66%	2.95%	
Net NPA	0.64%	1.67%	
Provision Cover	76.4%	45.1%	

# Balance Sheet

Rs. Crore

	As at 31 Dec '10	As at 31 Dec '09	YoY Growth %
<b>Capital and Reserves</b>	2,573	2,300	12%
<b>Deposits</b>	27,268	23,462	16%
<b>Borrowings</b>	4,779	2,784	72%
<b>Other Liab. &amp; Provisions</b>	2,119	1,975	7%
<b>Total Liabilities</b>	36,738	30,521	20%
<b>Cash, Inter-bank, etc.</b>	2,596	1,963	32%
<b>Investments</b>	10,738	9,128	18%
<b>Advances</b>	21,458	17,515	23%
<b>Fixed &amp; Other Assets</b>	1,947	1,915	2%
<b>Total Assets</b>	36,738	30,521	20%
<i>(In Rs. Crore)</i>			
	As at 31 Dec '10	As at 31 Dec '09	YoY Growth %
CA	4,207	3,576	18%
SA	4,921	3,988	23%
TD	12,897	13,444	-4%
CD	5,243	2,454	114%
<b>Total deposits</b>	27,268	23,462	16%
<b>CASA %</b>	33.5%	32.2%	



# Profit and Loss

Rs. Crore

	Q3 '11	Q3 '10	Growth Q3 '11 over Q3 '10	YTD Dec '10	YTD Dec '09	Growth YTD '10 over YTD '09
Net Interest Income	245.9	219.4	12%	738.2	582.7	27%
Other Income	166.8	130.3	28%	484.5	441.6	10%
<b>Total Income</b>	<b>412.7</b>	<b>349.7</b>	<b>18%</b>	<b>1,222.6</b>	<b>1,024.3</b>	<b>19%</b>
Staff expenses	145.4	111.2	31%	429.9	314.9	37%
Other expenses	107.9	92.7	16%	300.5	277.9	8%
<b>Total Expenses</b>	<b>253.3</b>	<b>203.9</b>	<b>24%</b>	<b>730.4</b>	<b>592.8</b>	<b>23%</b>
<b>Operating Profit</b>	<b>159.4</b>	<b>145.8</b>	<b>9%</b>	<b>492.3</b>	<b>431.5</b>	<b>14%</b>
Provisions	33.6	52.8	-36%	147.3	164.1	-10%
<b>Profit before tax</b>	<b>125.8</b>	<b>93.0</b>	<b>35%</b>	<b>344.9</b>	<b>267.4</b>	<b>29%</b>
Taxes	42.8	32.4	32%	117.6	93.1	26%
<b>Net Profit</b>	<b>83.0</b>	<b>60.6</b>	<b>37%</b>	<b>227.4</b>	<b>174.3</b>	<b>30%</b>

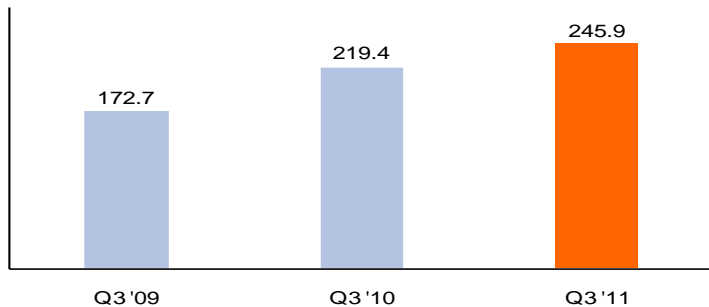
# Key Ratios

	Q3 '11	Q3 '10	YTD Dec '10	YTD Dec '09
Net Interest Margin	3.10%	3.41%	3.23%	3.06%
Adjusted Net Interest Margin	3.26%	3.55%	3.33%	3.22%
Yield on Advances	10.13%	10.17%	9.81%	10.65%
Cost of Deposits	5.44%	5.00%	4.98%	5.61%
Cost Income Ratio	61.37%	58.32%	59.74%	57.87%
Return on Assets	0.88%	0.80%	0.86%	0.79%
Return on Equity	13.04%	10.63%	12.37%	11.82%
CASA Ratio	33.47%	32.24%	33.47%	32.24%
Credit-Deposit Ratio	78.69%	74.65%	78.69%	74.65%
Gross NPA Ratio	2.66%	2.95%	2.66%	2.95%
Net NPA Ratio	0.64%	1.67%	0.64%	1.67%
Provision Cover	76.41%	45.10%	76.41%	45.10%
Capital Adequacy Ratio	12.69%	14.47%	12.69%	14.47%

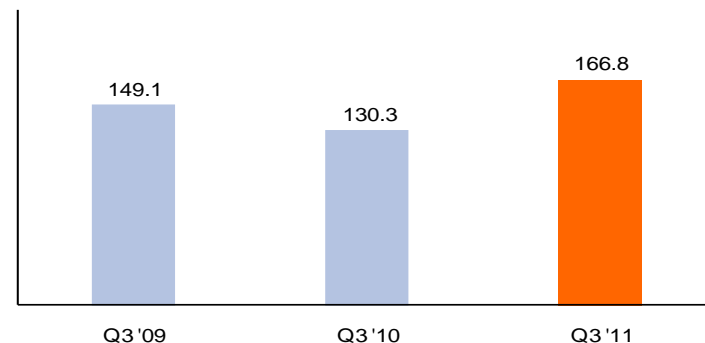
# Performance Trends

Rs. Crore

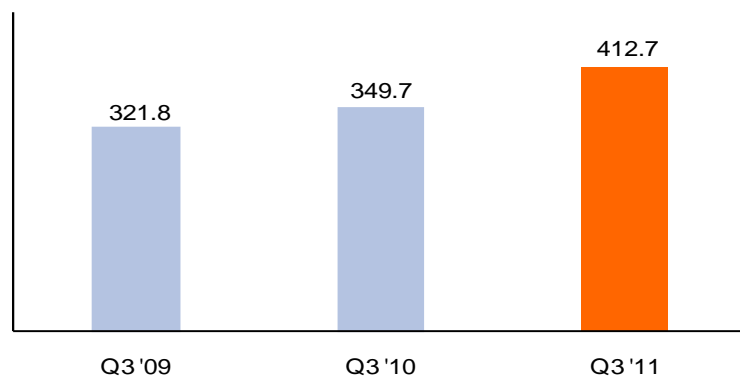
## Net Interest Income



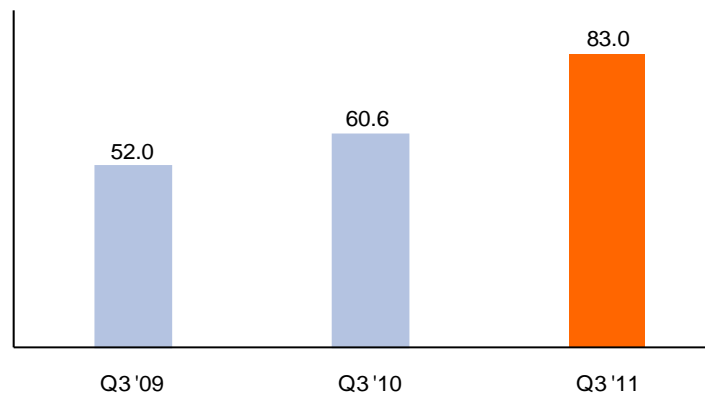
## Other Income



## Total Income

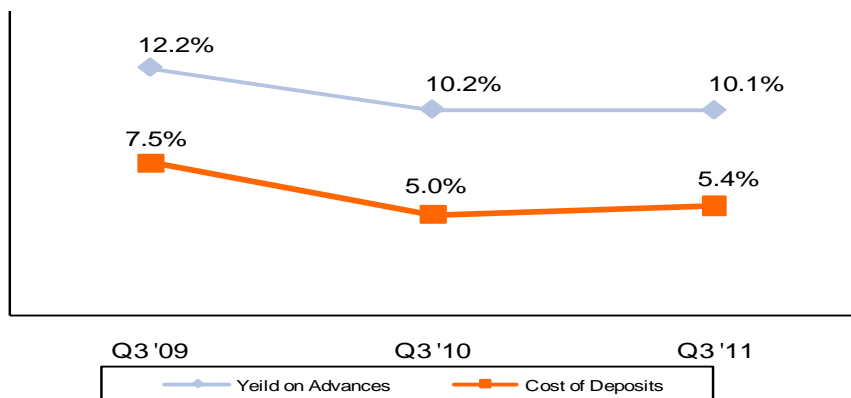


## Net Profit

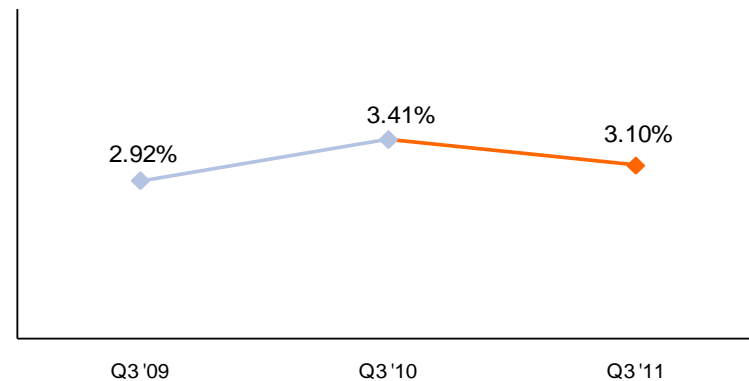


# Performance Trends

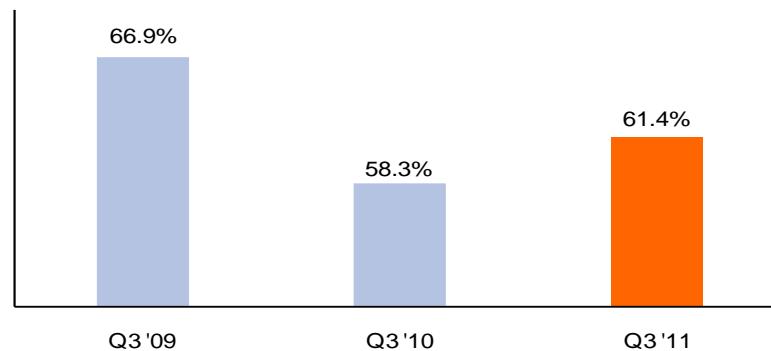
## Yield on Advances & Cost of Deposits



## Net Interest Margin



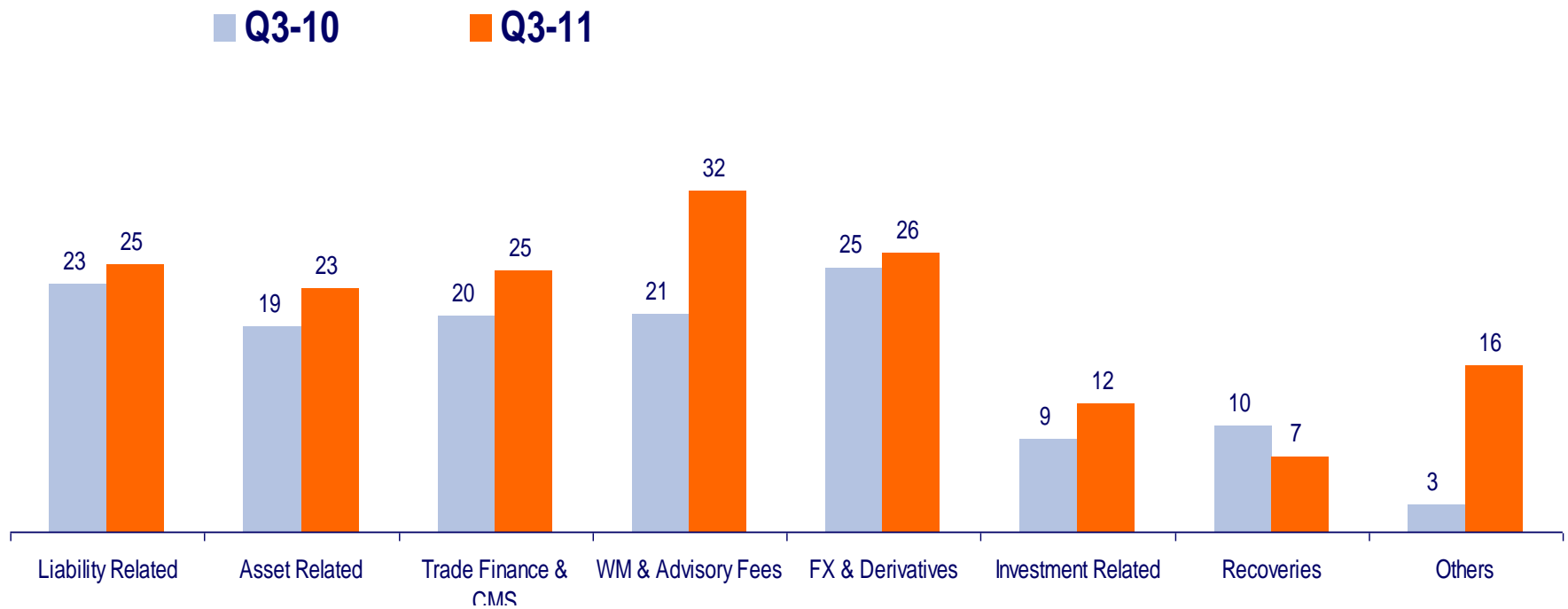
## Cost Income Ratio



# Other Income

Rs. Crore

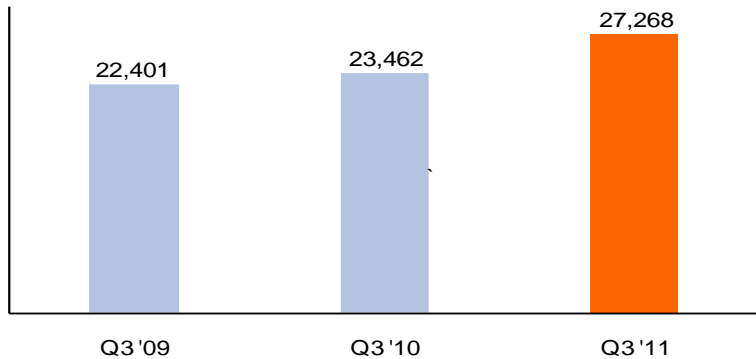
Periods	Other Income
Q3-10	130
Q3-11	167



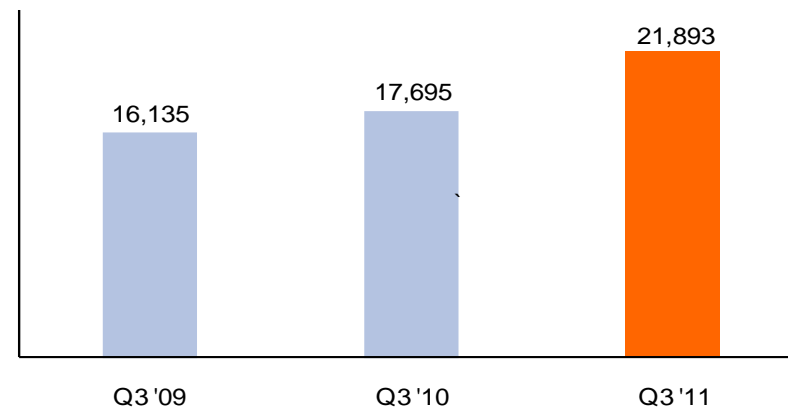
# Advances and Deposits Trend

Rs. Crore

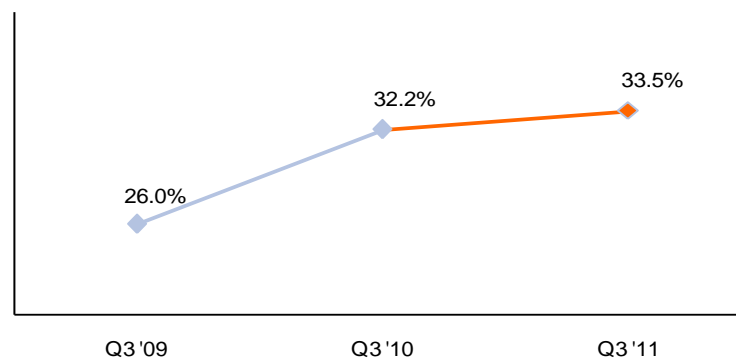
## Total Deposits



## Gross Advances

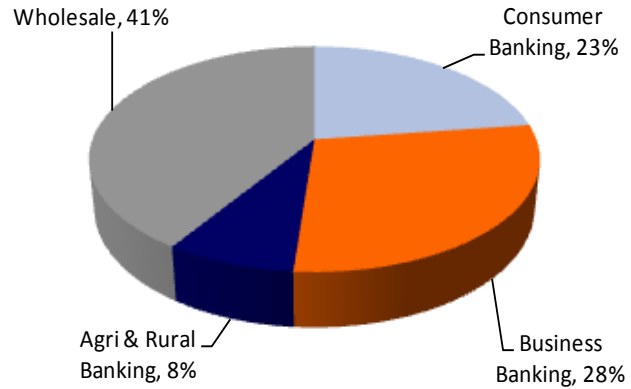


## CASA Ratio

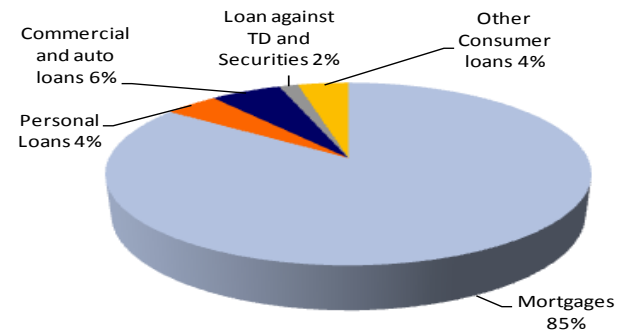


# Composition of Advances

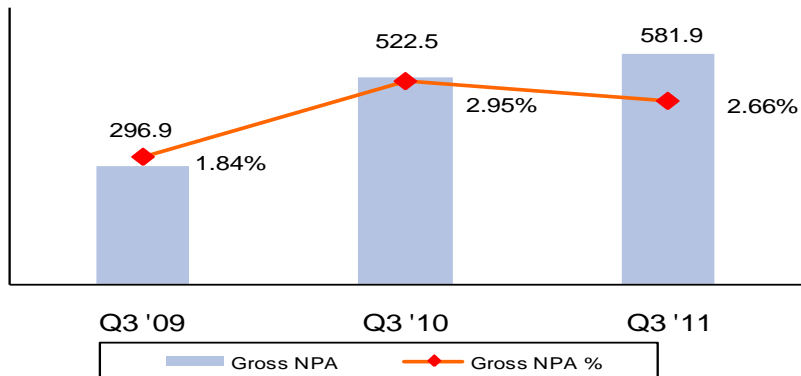
## Segment wise Composition of Advances – Dec'10



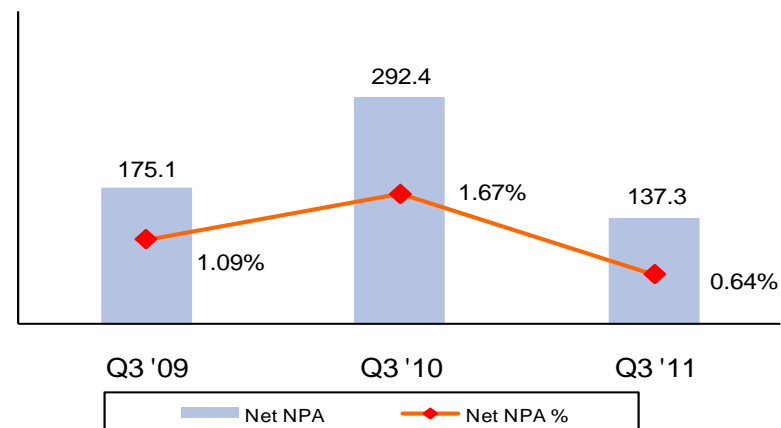
## Consumer Banking Composition – Dec '10



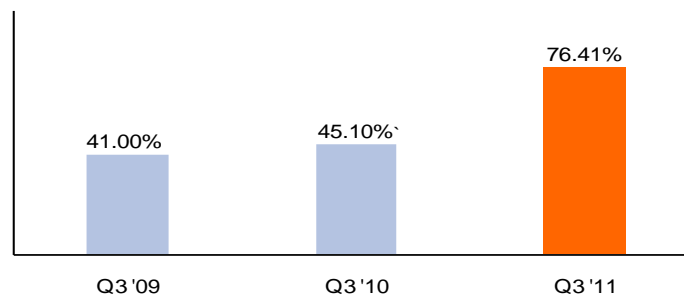
## Gross NPA



## Net NPA

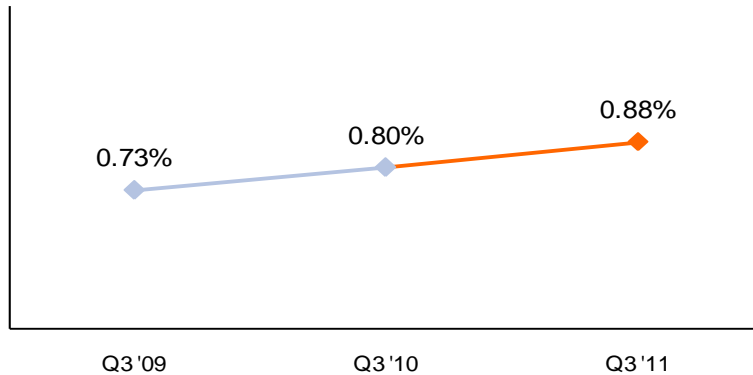


## Provision Coverage Ratio

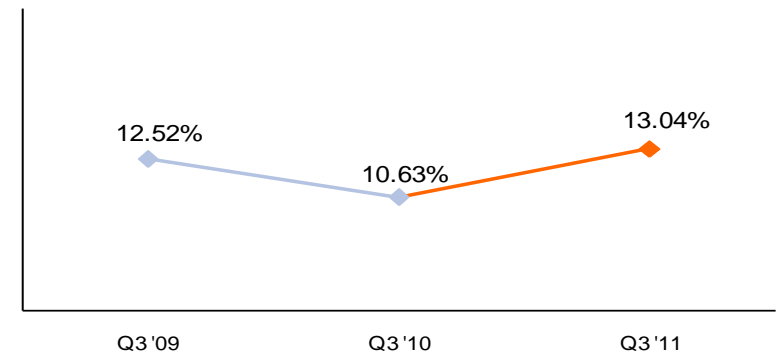


# Shareholders' Information

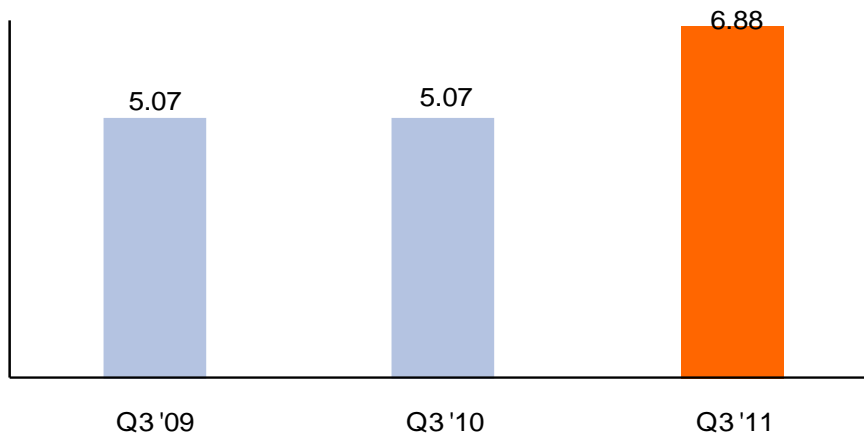
## Return on Assets



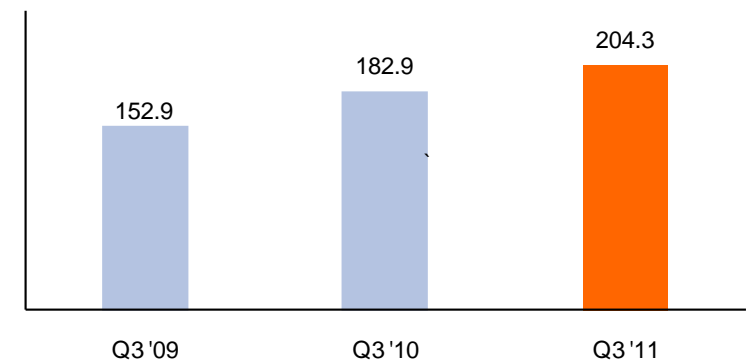
## Return on Equity



## Earnings per Share (Rs.)<sup>1</sup>



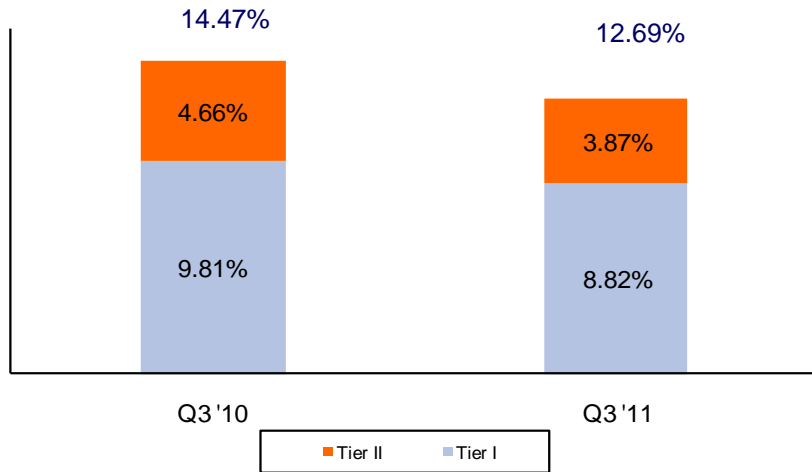
## Book value per share (Rs.)



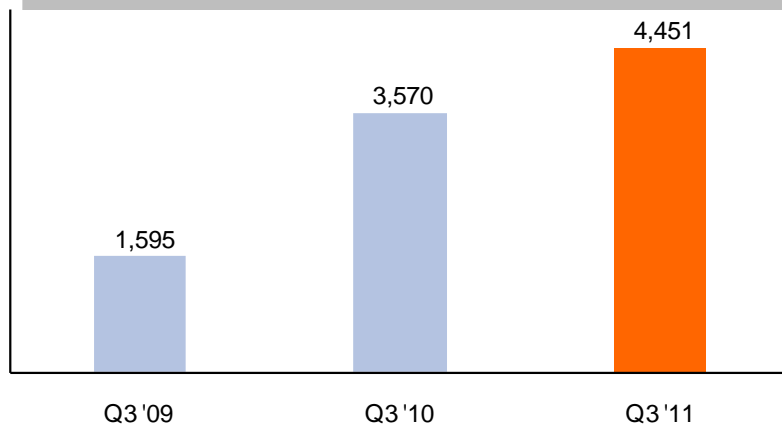
<sup>1</sup> Basic EPS

# Capital Adequacy and Shareholding Pattern

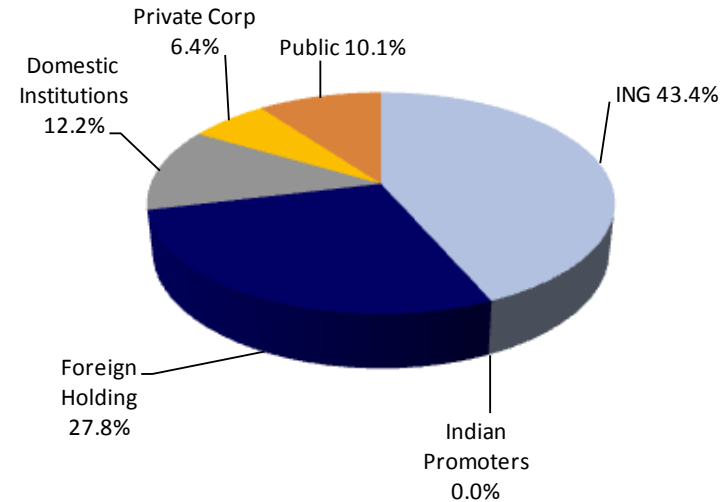
## Capital Adequacy – Basel II



## Market Capitalization (Rs. crore)



## Shareholding Pattern\*



\* As on 31<sup>st</sup> Dec 2010

# Balance Sheet Trend

Rs. Crore

	As at 31 Dec 10	As at 31 Dec 09	As at 31 Mar 10	As at 31 Mar 09	As at 31 Mar 08	As at 31 Mar 07	As at 31 Mar 06
Capital and Reserves	2,573	2,300	2,331	1,703	1,536	1,103	1,020
Deposits	27,268	23,462	25,865	24,889	20,458	15,419	13,335
Borrowings <sup>1</sup>	4,779	2,784	3,671	3,185	1,747	1,481	1,569
Liab. & Provisions	2,119	1,975	2,013	2,086	1,802	1,283	842
	<b>36,738</b>	<b>30,521</b>	<b>33,880</b>	<b>31,864</b>	<b>25,541</b>	<b>19,286</b>	<b>16,767</b>
Cash, Inter-bank, etc	2,596	1,963	3,027	2,282	3,185	1,592	1,123
Investments	10,738	9,128	10,473	10,496	6,293	4,528	4,372
Advances	21,458	17,515	18,507	16,756	14,650	11,976	10,232
Fixed Assets	494	452	496	437	399	396	405
Other Assets	1,453	1,463	1,377	1,893	1,014	794	634
	<b>36,738</b>	<b>30,521</b>	<b>33,880</b>	<b>31,864</b>	<b>25,541</b>	<b>19,286</b>	<b>16,767</b>

	As at 31 Dec 10	As at 31 Dec 09	As at 31 Mar 10	As at 31 Mar 09	As at 31 Mar 08	As at 31 Mar 07	As at 31 Mar 06
CA	4,207	3,576	4,092	3,314	3,329	1,894	1,509
SA	4,921	3,988	4,335	3,398	3,123	2,564	2,093
TD	12,897	13,444	13,145	16,364	11,898	10,318	8,140
CD	5,243	2,454	4,293	1,813	2,107	643	1,593
<b>Total Deposits</b>	<b>27,268</b>	<b>23,462</b>	<b>25,865</b>	<b>24,889</b>	<b>20,458</b>	<b>15,419</b>	<b>13,335</b>
<b>CASA%</b>	<b>33%</b>	<b>32%</b>	<b>33%</b>	<b>27%</b>	<b>32%</b>	<b>29%</b>	<b>27%</b>

<sup>1</sup> Borrowings includes IPDI and Tier II Bonds as per the revised RBI guidelines

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



# Profit and Loss Trend

Rs. Crore

	Q3 11	Q3 10	FY 09-10	FY 08-09	FY 07-08	FY 06-07	FY 05-06
Net Interest Income	246	219	830	650	498	446	406
Other Income	167	130	590	548	398	252	211
<b>Total Income</b>	<b>413</b>	<b>350</b>	<b>1,419</b>	<b>1,197</b>	<b>897</b>	<b>697</b>	<b>617</b>
Staff expenses	145	111	429	392	302	227	225
Other Expenses	108	93	379	380	307	278	290
<b>Total Expenses</b>	<b>253</b>	<b>204</b>	<b>808</b>	<b>772</b>	<b>610</b>	<b>505</b>	<b>515</b>
<b>Operating Profit</b>	<b>159</b>	<b>146</b>	<b>611</b>	<b>425</b>	<b>287</b>	<b>193</b>	<b>103</b>
Exceptional Items	-	-	31	-	20	34	-
<b>Op Profit after Excep. Items</b>	<b>159</b>	<b>146</b>	<b>642</b>	<b>425</b>	<b>307</b>	<b>226</b>	<b>103</b>
Provisions	34	53	270	130	56	99	81
<b>Profit before tax</b>	<b>126</b>	<b>93</b>	<b>372</b>	<b>295</b>	<b>252</b>	<b>128</b>	<b>22</b>
Taxes	43	32	129	106	95	39	12
<b>Net Profit</b>	<b>83</b>	<b>61</b>	<b>242</b>	<b>189</b>	<b>157</b>	<b>89</b>	<b>9</b>

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



# Key Ratios Trend

	Q3 11	Q3 10	FY 09-10	FY 08-09	FY 07-08	FY 06-07	FY 05-06
Yield on Advances	10.13%	10.17%	10.53%	11.48%	10.49%	9.33%	8.78%
Cost of Deposits	5.44%	5.00%	5.33%	6.83%	6.28%	5.27%	4.87%
Net Interest Margin	3.10%	3.41%	3.21%	2.84%	2.77%	2.79%	2.73%
Gross NPA Ratio	2.66%	2.95%	2.96%	1.86%	1.38%	2.55%	4.09%
Net NPA Ratio	0.64%	1.67%	1.20%	1.20%	0.70%	0.95%	1.76%
Return on Assets	<b>0.88%</b>	<b>0.80%</b>	<b>0.80%</b>	<b>0.70%</b>	<b>0.74%</b>	<b>0.52%</b>	<b>0.05%</b>
Return on Equity	13.04%	10.63%	11.81%	11.63%	12.03%	8.34%	0.90%
CASA Ratio	33.47%	32.24%	32.58%	26.97%	31.54%	28.91%	27.01%
Credit-Deposit Ratio	78.69%	74.65%	71.55%	67.32%	71.47%	77.67%	76.73%
Cost Income Ratio	<b>61.37%</b>	<b>58.32%</b>	<b>55.73%</b>	<b>64.52%</b>	<b>66.47%</b>	<b>69.05%</b>	<b>83.36%</b>
Capital Adequacy Ratio <sup>1</sup>	12.69%	14.47%	14.91%	11.65%	10.20%	10.56%	10.67%

<sup>1</sup> Capital Adequacy Ratio up to FY 07-08 is as per Basel I  
Financials are on a standalone basis and prior year data is restated/re-classified for comparison purposes

---

**ING**   

---

**ING VYSYA BANK**