



# Financial Results

Financial Year ended 31 March 2011

## Investor Presentation

Bangalore – 20 April 2011  
[www.ingvysyabank.com](http://www.ingvysyabank.com)



# Key Performance Highlights – FY 2011

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➤ Continued improvement across all performance parameters

- Net Profit up 32% YoY at Rs. 318.7 crores
- CASA up 24% and CASA Ratio at 34.6%; up from 32.6%
- Gross Advances up 28% at Rs. 24,060 crores
- Deposits up 17% at Rs. 30,194 crores
- ROA at 0.89%
- Capital Adequacy at 12.94% and Tier I Capital Adequacy Ratio at 9.36%
- Net NPA at 0.39% against 1.20%
- Provision Cover improved to 83%

# Key Performance Highlights – Q4 2011 YoY

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- Net Profit up 34% at Rs. 91.3 crores
- Net Interest Income (NII) up 9% at Rs.268.35 crores
- ROA improved from 0.85% to 0.99%

# Performance Highlights – YTD Mar

Rs. Crore

	2011	2010	YoY Growth
<b>NII</b>	1,006.5	829.8	↑ 21%
<b>Other Income</b>	654.9	589.5	↑ 11%
<b>Operating Cost</b>	1,026.0	808.1	↑ 27%
<b>Operating Profit</b>	635.5	611.2	↑ 4%
<b>Provisions</b>	151.6	270.5	↓ 44%
<b>PAT</b>	318.7	242.2	↑ 32%

Note : FY 2011 operating cost includes one time additional retiral staff cost of Rs.68 crores, excluding this operating profit is higher by 15%



# Performance Highlights – Q4

Rs. Crore

	Q4 2011	Q4 2010	YoY Growth
<b>NII</b>	268.4	247.1	9%
<b>Other Income</b>	170.5	147.9	15%
<b>Operating Cost</b>	295.7	215.3	37%
<b>Operating Profit</b>	143.2	179.7	20%
<b>Provisions</b>	4.3	106.3	96%
<b>PAT</b>	91.3	67.9	34%

Note : Q4 2011 operating cost includes one time additional retiral staff cost of Rs.36 crores, excluding this operating cost has grown by 21% and operating profit is in line with Q4 2010



# Performance Highlights – as at 31 Mar

Rs. Crore

	2011	2010	YoY Growth
Gross Advances	24,060	18,832	↑ 28%
Deposits	30,194	25,865	↑ 17%
CASA	10,459	8,427	↑ 24%
Gross NPA	2.30%	2.96%	
Net NPA	0.39%	1.20%	
Provision Cover	83.4%	60.2%	



# Balance Sheet

Rs. Crore

	As at 31 Mar '11	As at 31 Mar '10	YoY Growth %
<b>Capital and Reserves</b>	2,624	2,331	13%
<b>Deposits</b>	30,194	25,865	17%
<b>Borrowings</b>	4,147	3,671	13%
<b>Other Liab. &amp; Provisions</b>	2,049	2,013	2%
<b>Total Liabilities</b>	39,014	33,880	15%
<b>Cash, Inter-bank, etc.</b>	2,521	3,027	-17%
<b>Investments</b>	11,021	10,473	5%
<b>Advances</b>	23,602	18,507	28%
<b>Fixed &amp; Other Assets</b>	1,870	1,873	0%
<b>Total Assets</b>	39,014	33,880	15%
<i>(In Rs. Crore)</i>			
	As at 31 Mar '11	As at 31 Mar '10	YoY Growth %
CA	5,107	4,092	25%
SA	5,352	4,335	23%
TD	15,670	13,145	19%
CD	4,066	4,293	-5%
<b>Total deposits</b>	30,194	25,865	17%
<b>CASA %</b>	34.6%	32.6%	



# Profit and Loss

Rs. Crore

	Q4 '11	Q4 '10	Growth Q4 '11 over Q4 '10	YTD Mar '11	YTD Mar '10	Growth YTD '11 over YTD '10
Net Interest Income	268.4	247.1	9%	1,006.5	829.8	21%
Other Income	170.5	147.9	15%	655.0	589.5	11%
<b>Total Income</b>	<b>438.9</b>	<b>395.1</b>	<b>11%</b>	<b>1,661.5</b>	<b>1,419.3</b>	<b>17%</b>
Staff expenses	175.8	114.0	54%	605.7	428.9	41%
Other expenses	119.9	101.4	18%	420.4	379.3	11%
<b>Total Expenses</b>	<b>295.7</b>	<b>215.3</b>	<b>37%</b>	<b>1,026.0</b>	<b>808.1</b>	<b>27%</b>
<b>Operating Profit</b>	<b>143.2</b>	<b>179.7</b>	<b>-20%</b>	<b>635.5</b>	<b>611.2</b>	<b>4%</b>
Exceptional Items		30.7			30.7	
<b>Op Profit after Excep. items</b>	<b>143.2</b>	<b>210.4</b>		<b>635.5</b>	<b>642.0</b>	
Provisions	4.3	106.3	-96%	151.6	270.4	-44%
<b>Profit before tax</b>	<b>138.9</b>	<b>104.1</b>	<b>33%</b>	<b>483.9</b>	<b>371.5</b>	<b>30%</b>
Taxes	47.6	36.2	32%	165.2	129.3	28%
<b>Net Profit</b>	<b>91.3</b>	<b>67.9</b>	<b>34%</b>	<b>318.6</b>	<b>242.2</b>	<b>32%</b>

Note : FY 2011 operating cost includes one time additional retiral staff cost of Rs.68 crores, excluding this operating profit is higher by 15% and Q4 2011 includes additional retiral staff cost of Rs.36 crores , excluding this operating profit is in line with Q4 2010



# Key Ratios

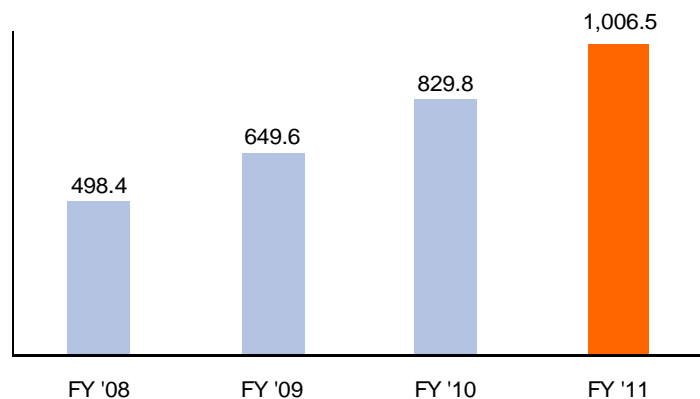
	Q4 '11	Q4 '10	YTD Mar '11	YTD Mar '10
Net Interest Margin	3.30%	3.58%	3.25%	3.21%
Adjusted Net Interest Margin	3.35%	3.68%	3.33%	3.36%
Yield on Advances	10.69%	9.84%	10.05%	10.53%
Cost of Deposits	6.00%	4.56%	5.25%	5.33%
Cost Income Ratio	67.37%	50.57%	61.75%	55.73%
Return on Assets	0.99%	0.85%	0.89%	0.80%
Return on Equity	14.17%	11.78%	12.83%	11.81%
CASA Ratio	34.64%	32.58%	34.64%	32.58%
Credit-Deposit Ratio	78.17%	71.55%	78.17%	71.55%
Gross NPA Ratio	2.30%	2.96%	2.30%	2.96%
Net NPA Ratio	0.39%	1.20%	0.39%	1.20%
Provision Cover	83.41%	60.19%	83.41%	60.19%
Capital Adequacy Ratio	12.94%	14.91%	12.94%	14.91%



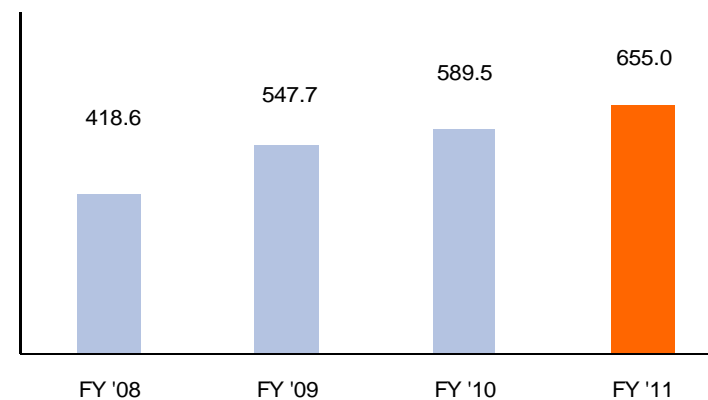
# Performance Trends

Rs. Crore

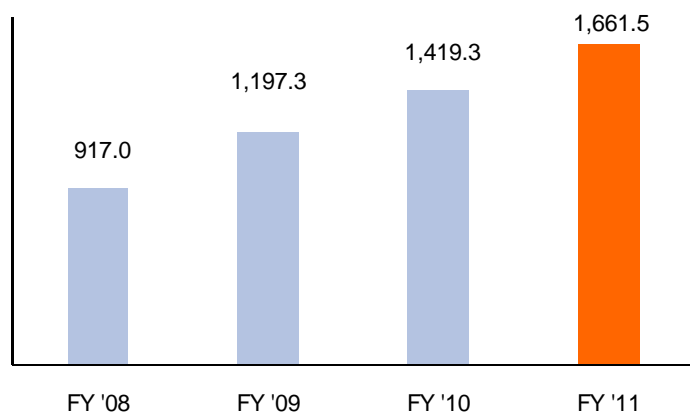
## Net Interest Income



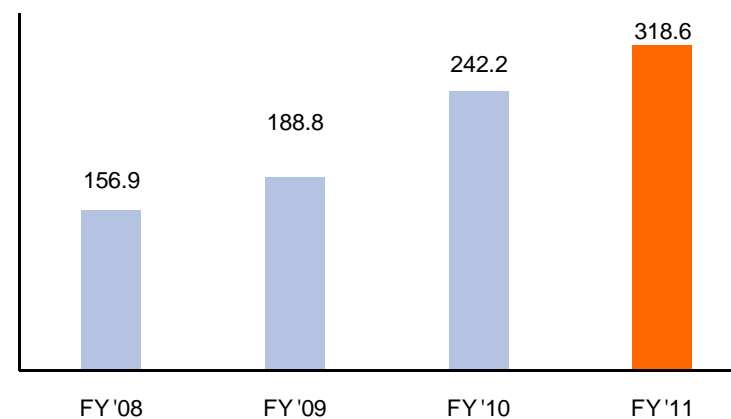
## Other Income



## Total Income

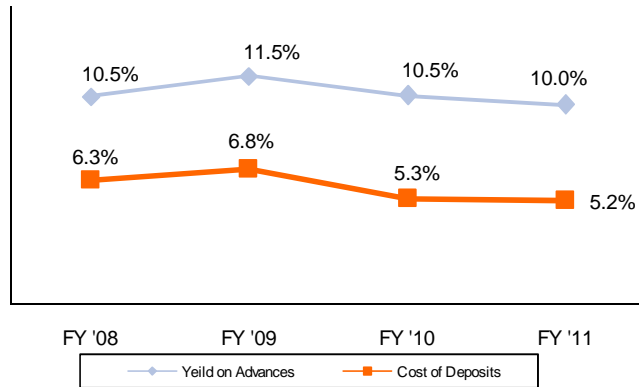


## Net Profit

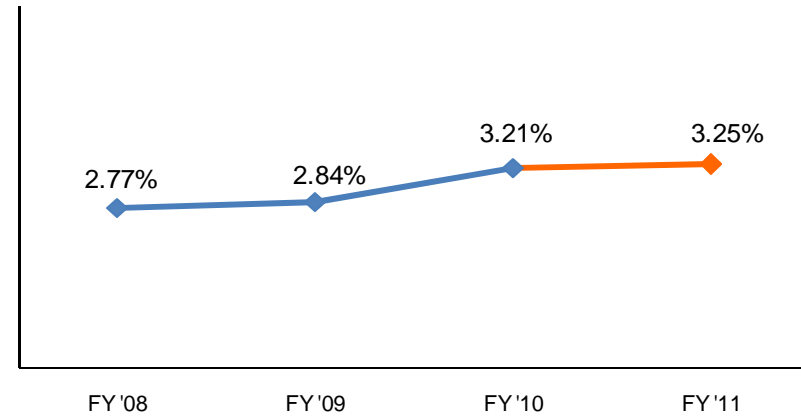


# Performance Trends

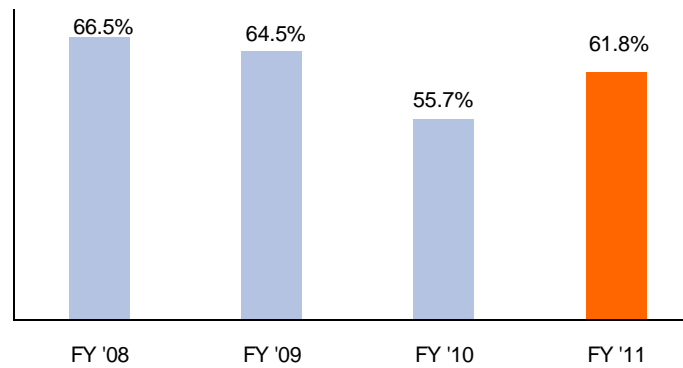
## Yield on Advances & Cost of Deposits



## Net Interest Margin



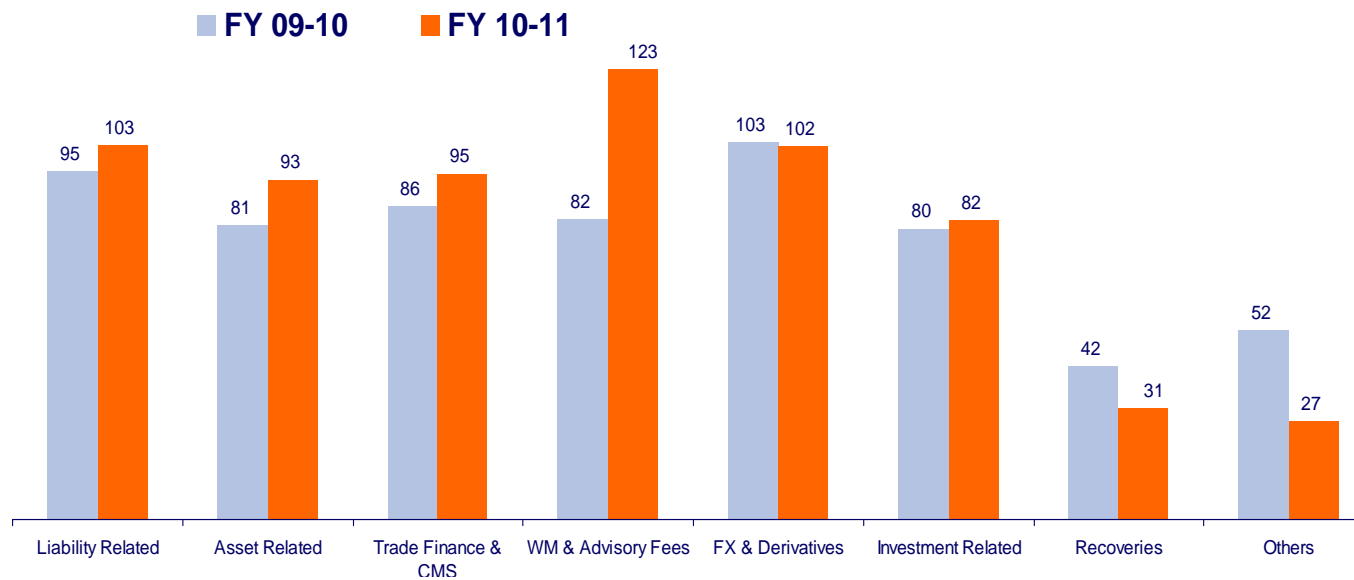
## Cost Income Ratio



# Other Income

Rs. Crore

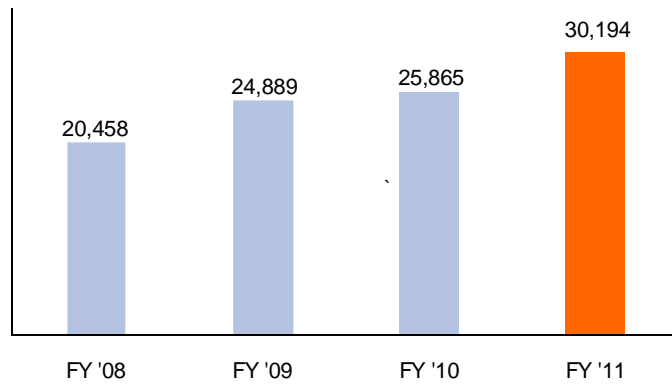
Periods	Other Income
FY 09-10	620
FY 10-11	655



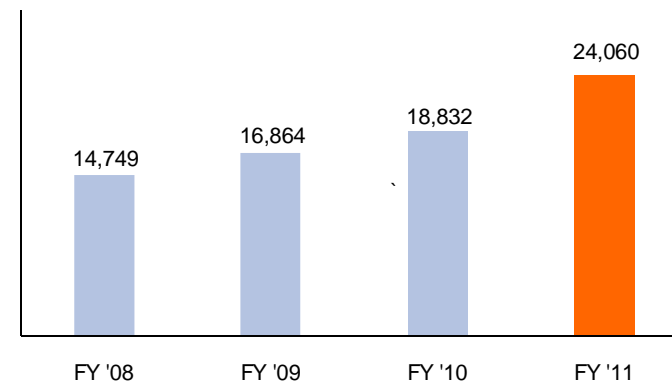
# Advances and Deposits Trend

Rs. Crore

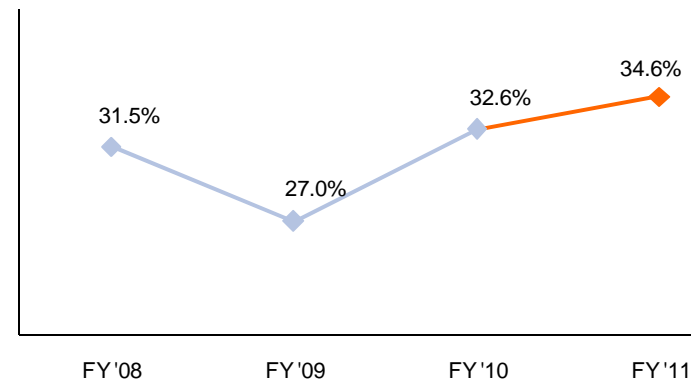
## Total Deposits



## Gross Advances

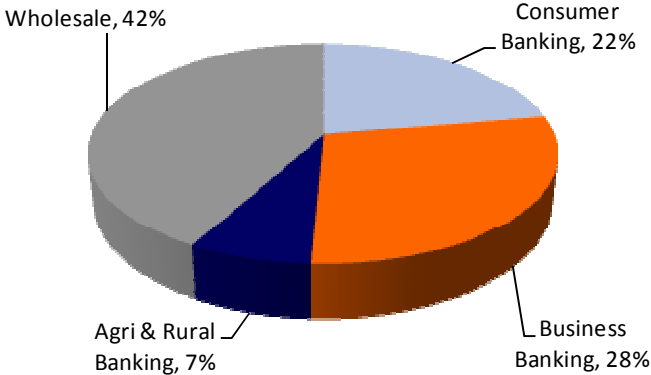


## CASA Ratio

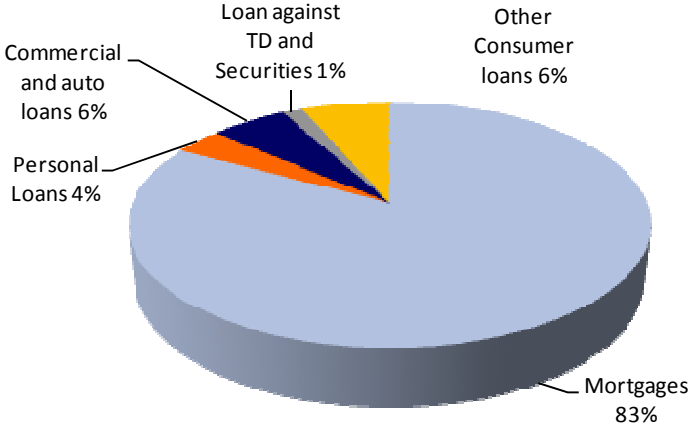


# Composition of Advances

Segment wise Composition of Advances – Mar'11



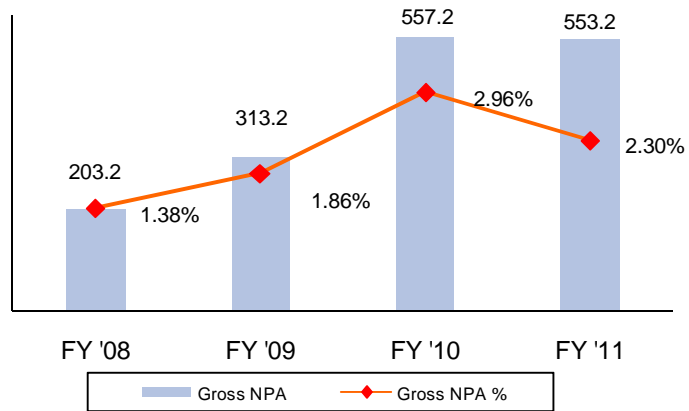
Consumer Banking Composition – Mar '11



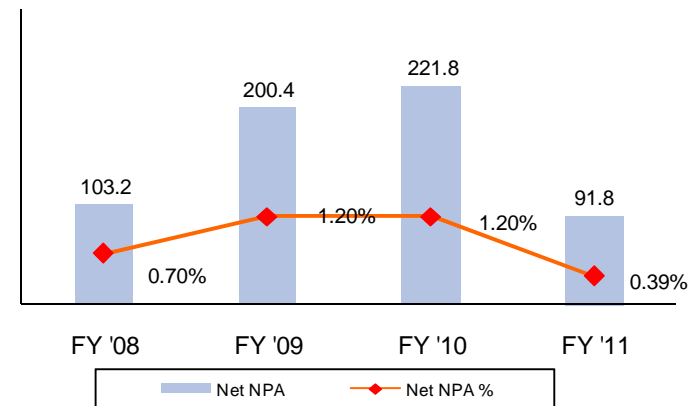
# Asset Quality

Rs. Crore

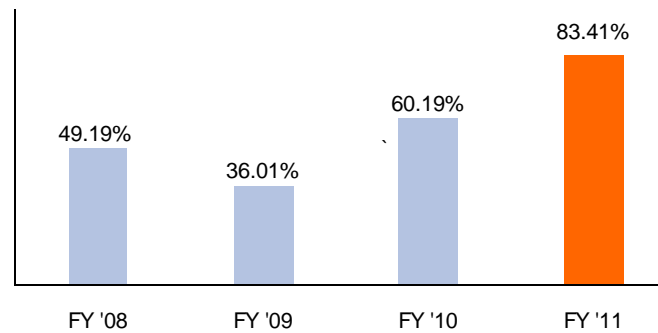
## Gross NPA



## Net NPA

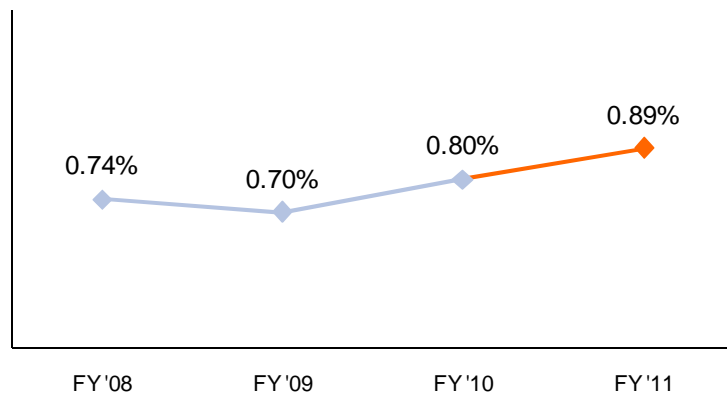


## Provision Coverage Ratio

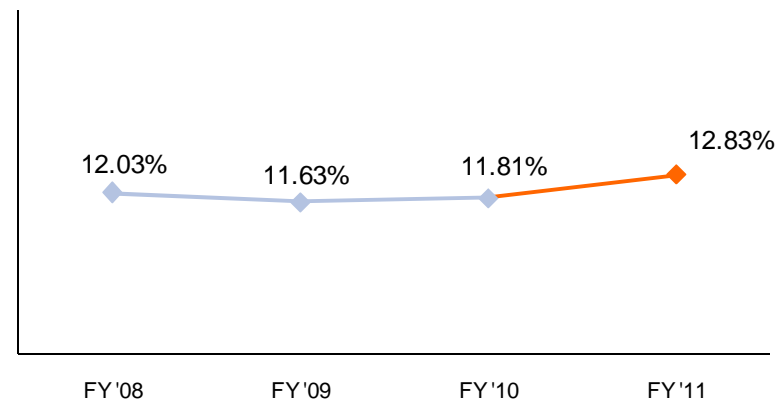


# Shareholders' Information

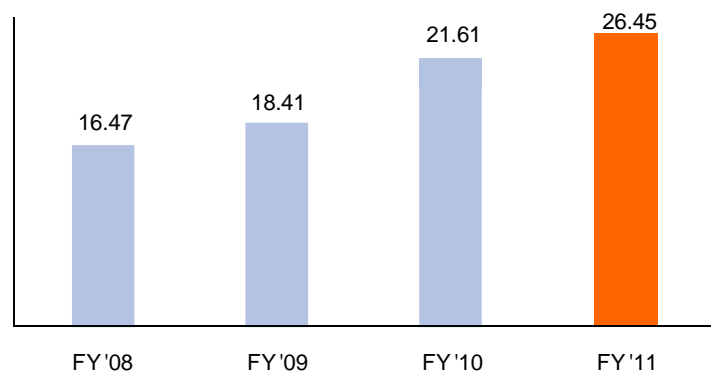
## Return on Assets



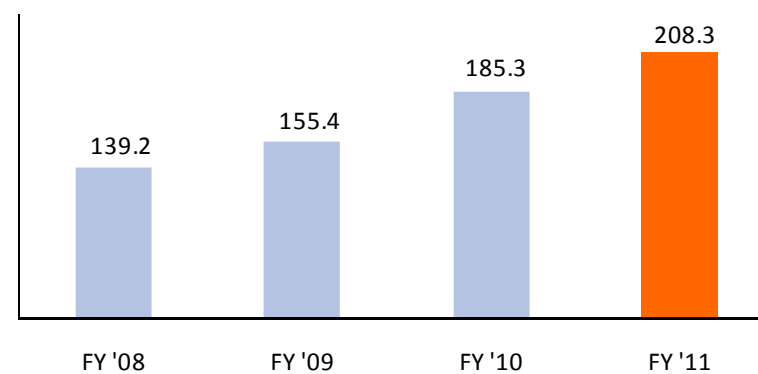
## Return on Equity



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



## Book value per share (Rs.)

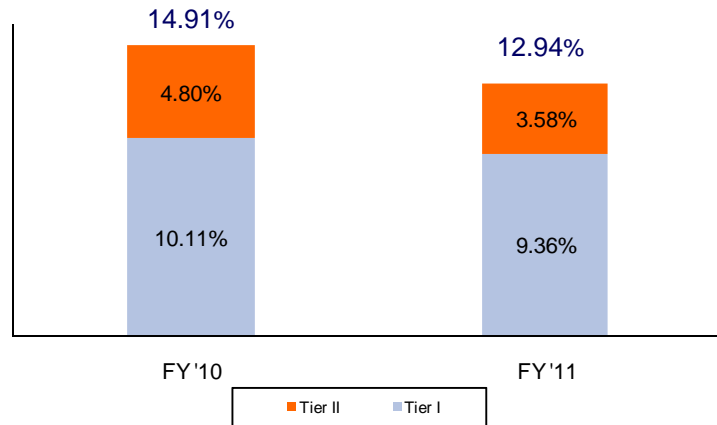


<sup>1</sup> Basic EPS

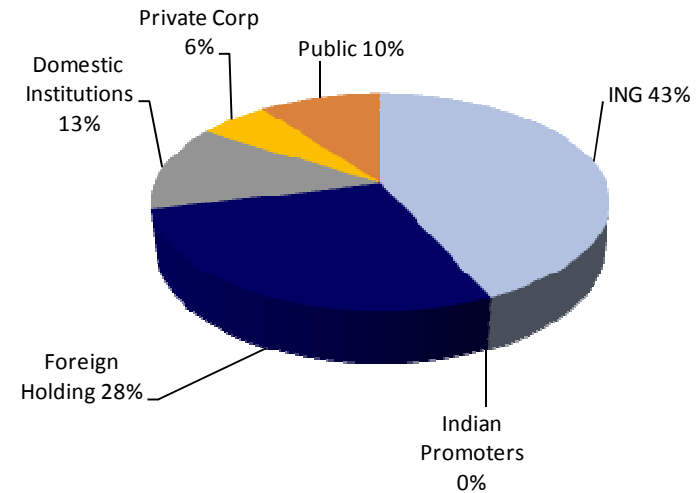


# Capital Adequacy and Shareholding Pattern

## Capital Adequacy – Basel II

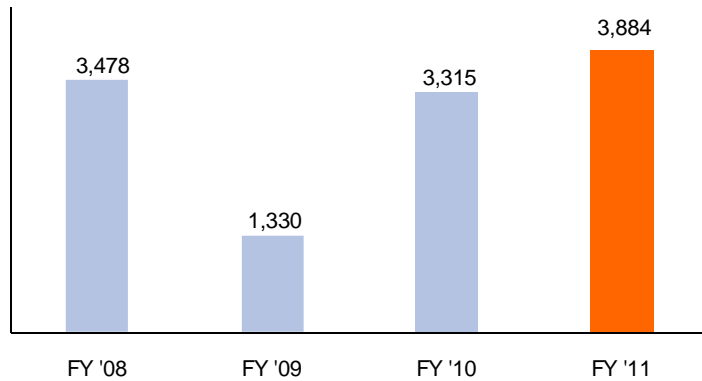


## Shareholding Pattern\*



\* As on 31<sup>st</sup> Mar 2011

## Market Capitalization (Rs. crore)



# Balance sheet

INR Crs

	As at 31 Mar 11	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	As at 31 Mar 05
Capital and Reserves	2,624	2,331	1,703	1,536	1,103	1,020	841
Deposits	30,194	25,865	24,889	20,458	15,419	13,335	12,569
Borrowings	4,147	3,671	3,185	1,747	1,481	1,569	1,181
Liab. & Provisions	2,049	2,013	2,086	1,802	1,283	842	799
	<b>39,014</b>	<b>33,880</b>	<b>31,864</b>	<b>25,541</b>	<b>19,286</b>	<b>16,767</b>	<b>15,391</b>
Cash, Inter-bank, etc	2,521	3,027	2,282	3,185	1,592	1,123	1,114
Investments	11,021	10,473	10,496	6,293	4,528	4,372	4,196
Advances	23,602	18,507	16,756	14,650	11,976	10,232	9,081
Fixed Assets	503	496	437	399	396	405	314
Other Assets	1,367	1,377	1,893	1,014	794	634	686
	<b>39,014</b>	<b>33,880</b>	<b>31,864</b>	<b>25,541</b>	<b>19,286</b>	<b>16,767</b>	<b>15,391</b>

	As at 31 Mar 11	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	As at 31 Mar 05
CA	5,107	4,092	3,314	3,329	1,894	1,509	1,338
SA	5,352	4,335	3,398	3,123	2,564	2,093	1,708
TD	15,670	13,145	16,364	11,898	10,318	8,140	7,881
CD	4,066	4,293	1,813	2,107	643	1,593	1,642
<b>Total Deposits</b>	<b>30,194</b>	<b>25,865</b>	<b>24,889</b>	<b>20,458</b>	<b>15,419</b>	<b>13,335</b>	<b>12,569</b>
<b>CASA%</b>	<b>35%</b>	<b>33%</b>	<b>27%</b>	<b>32%</b>	<b>29%</b>	<b>27%</b>	<b>24%</b>

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



# Profit & loss

INR Crs

	FY 10-11	FY 09-10	FY 08-09	FY 07-08	FY 06-07	FY 05-06	FY 04-05
Net Interest Income	1,007	830	650	498	446	406	333
Other Income	655	590	548	398	252	211	115
<b>Total Income</b>	<b>1,661</b>	<b>1,419</b>	<b>1,197</b>	<b>897</b>	<b>697</b>	<b>617</b>	<b>448</b>
Staff expenses	606	429	392	302	227	225	176
Other Expenses	420	379	380	307	278	290	202
<b>Total Expenses</b>	<b>1,026</b>	<b>808</b>	<b>772</b>	<b>610</b>	505	515	378
<b>Operating Profit</b>	<b>635</b>	<b>611</b>	<b>425</b>	<b>287</b>	<b>193</b>	<b>103</b>	<b>70</b>
Exceptional Items	-	31	-	20	34	-	-
<b>Op Profit after Excep. Items</b>	<b>635</b>	<b>642</b>	<b>425</b>	<b>307</b>	<b>226</b>	<b>103</b>	<b>70</b>
Provisions	152	270	130	56	99	81	144
<b>Profit before tax</b>	<b>484</b>	<b>372</b>	<b>295</b>	<b>252</b>	<b>128</b>	<b>22</b>	<b>(73)</b>
Taxes	165	129	106	95	39	12	(35)
<b>Net Profit</b>	<b>319</b>	<b>242</b>	<b>189</b>	<b>157</b>	<b>89</b>	<b>9</b>	<b>(38)</b>

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



# Key ratios

	FY 10-11	FY 09-10	FY 08-09	FY 07-08	FY 06-07	FY 05-06	FY 04-05
Yield on Advances	10.05%	10.53%	11.48%	10.49%	9.33%	8.78%	8.62%
Cost of Deposits	5.25%	5.33%	6.83%	6.28%	5.27%	4.87%	4.90%
Net Interest Margin	3.25%	3.21%	2.84%	2.77%	2.79%	2.73%	2.73%
Gross NPA Ratio	2.30%	2.96%	1.86%	1.38%	2.55%	4.09%	4.98%
Net NPA Ratio	0.39%	1.20%	1.20%	0.70%	0.95%	1.76%	2.14%
Return on Assets	<b>0.89%</b>	<b>0.80%</b>	<b>0.70%</b>	<b>0.74%</b>	<b>0.52%</b>	<b>0.05%</b>	<b>(0.25%)</b>
Return on Equity	12.83%	11.81%	11.63%	12.03%	8.34%	0.90%	-5.28%
CASA Ratio	34.64%	32.58%	26.97%	31.54%	28.91%	27.01%	24.23%
Credit-Deposit Ratio	78.17%	71.55%	67.32%	71.47%	77.67%	76.73%	72.24%
Cost Income Ratio	<b>61.75%</b>	<b>55.73%</b>	<b>64.52%</b>	<b>66.47%</b>	<b>69.05%</b>	<b>83.36%</b>	<b>84.28%</b>
Capital Adequacy Ratio <sup>1</sup>	12.94%	14.91%	11.65%	10.20%	10.56%	10.67%	9.09%

<sup>1</sup> Capital Adequacy Ratio up to FY 07-08 is as per Basel I

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