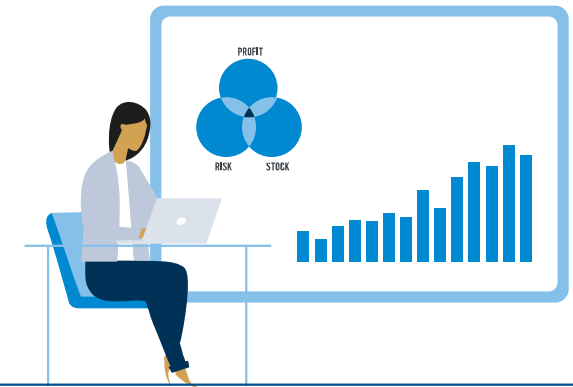


# Q1FY25 Earnings Presentation



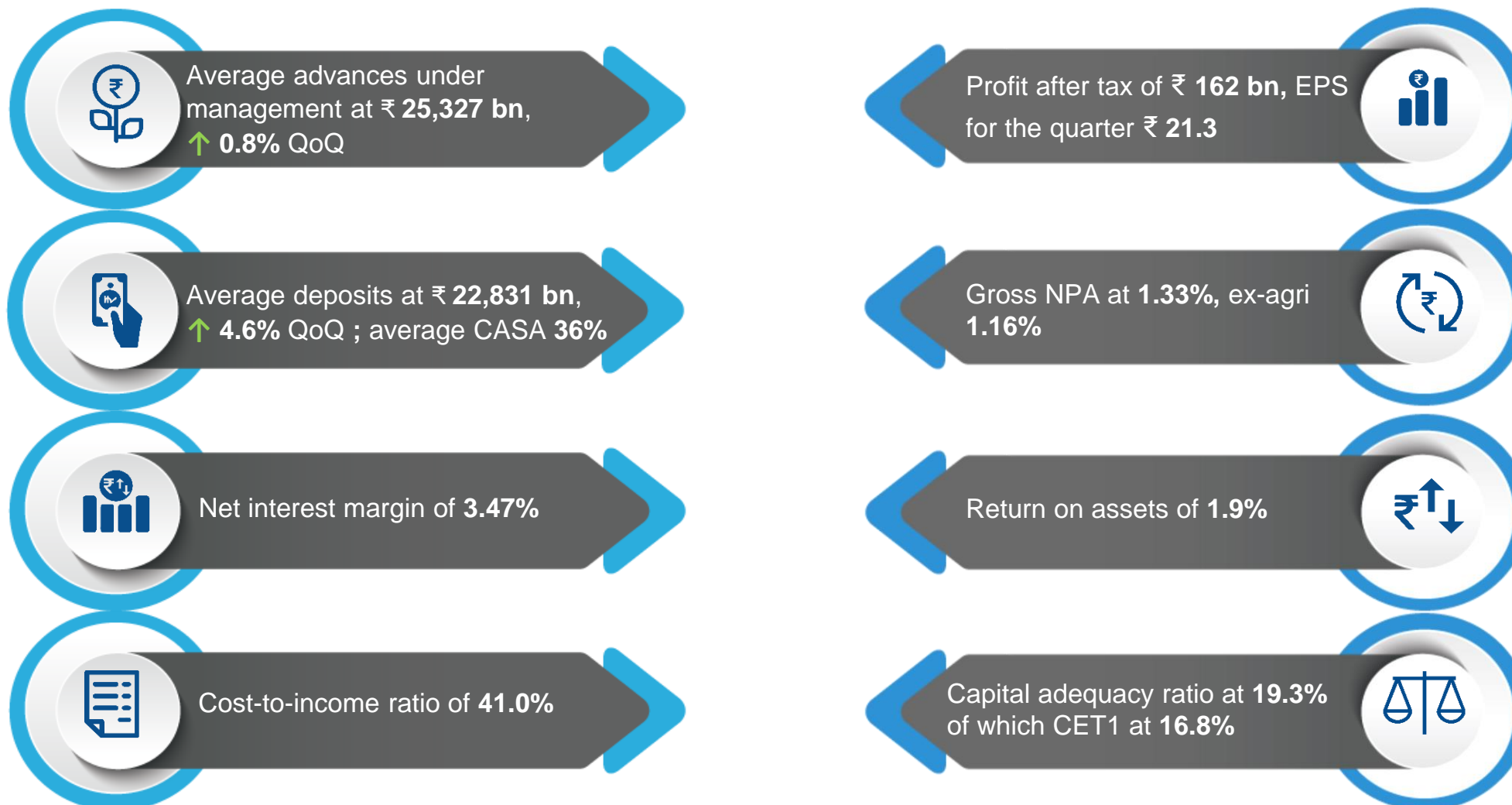
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July 20, 2024

# Key performance metrics for Q1 FY25

- Deposits average  $\uparrow$  ₹ 1.00 tn in the quarter ( $\uparrow$  4.6%) ; EOP ( $\downarrow$  0.03%)
  - ✓ Average CASA  $\uparrow$  ₹ 0.26 tn ( $\uparrow$  3.3%) ; EOP ( $\downarrow$  5.0%)
  - ✓ Average Time deposits  $\uparrow$  ₹ 0.73 tn ( $\uparrow$  5.2%) ; EOP ( $\uparrow$  3.0%)
- Average advances under management  $\uparrow$  ₹ 0.20 tn ( $\uparrow$  0.8%) ; EOP ( $\downarrow$  0.03%)
- Asset quality continues to remain stable; GNPA ratio at 1.33%; ex-agri at 1.16%
- PAT for the quarter ₹ 162 bn; RoA of 1.89% and RoE of 15.0%
- Consolidated EPS of ₹ 21.7 for the quarter
- Capital adequacy ratio is healthy at 19.3%

# Key financial parameters for Q1 FY25



# Consolidated income statement

P&L (₹ bn)	Q1 FY24	Q4 FY24	Q1 FY25	QoQ	YoY
Net revenue	350.6	807.0	724.2	(10.3%)	106.6%
Operating expenses	151.8	491.3	465.5	(5.3%)	206.7%
Provisions	32.9	138.1	31.4	(77.3%)	(4.6%)
<b>Profit before tax</b>	<b>165.9</b>	<b>177.6</b>	<b>227.3</b>	<b>28.0%</b>	<b>37.0%</b>
<b>Consolidated profit</b>	<b>123.7</b>	<b>176.2</b>	<b>164.7</b>	<b>(6.5%)</b>	<b>33.1%</b>

# Income statement

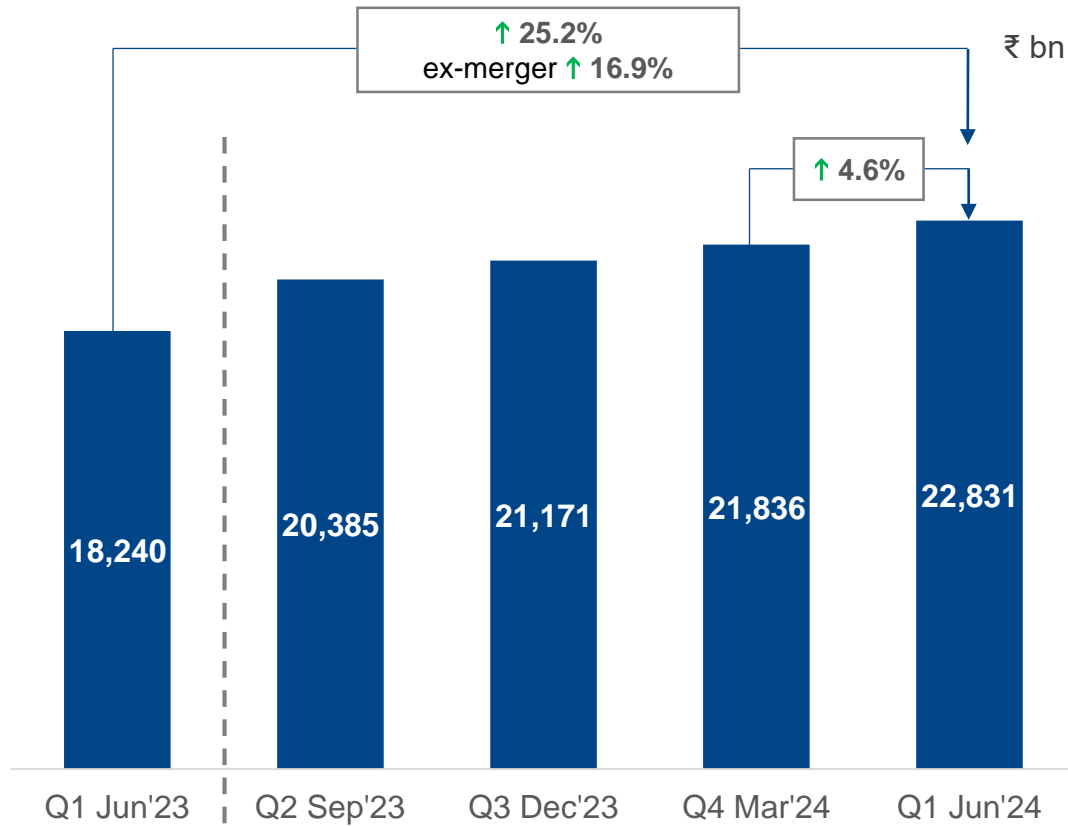
P&L (₹ bn)	Q1 FY24	Q4 FY24	Q1 FY25	QoQ	YoY
Net interest income	236.0	290.8	298.4	2.6%	26.4%
Non-interest income	92.3	181.7	106.7	(41.3%)	15.6%
<b>Net revenue</b>	<b>328.3</b>	<b>472.5</b>	<b>405.1</b>	<b>(14.3%)</b>	<b>23.4%</b>
Operating expenses	140.6	179.7	166.2	(7.5%)	18.2%
Provisions	28.6	135.1	26.0	(80.8%)	(9.1%)
<b>Profit before tax</b>	<b>159.1</b>	<b>157.7</b>	<b>212.9</b>	<b>35.0%</b>	<b>33.8%</b>
<b>Profit after tax</b>	<b>119.5</b>	<b>165.1</b>	<b>161.7</b>	<b>(2.1%)</b>	<b>35.3%</b>
<b>PAT (adjusted)*</b>	<b>119.5</b>	<b>158.2</b>	<b>161.7</b>	<b>2.3%</b>	<b>35.3%</b>

# Abridged balance sheet

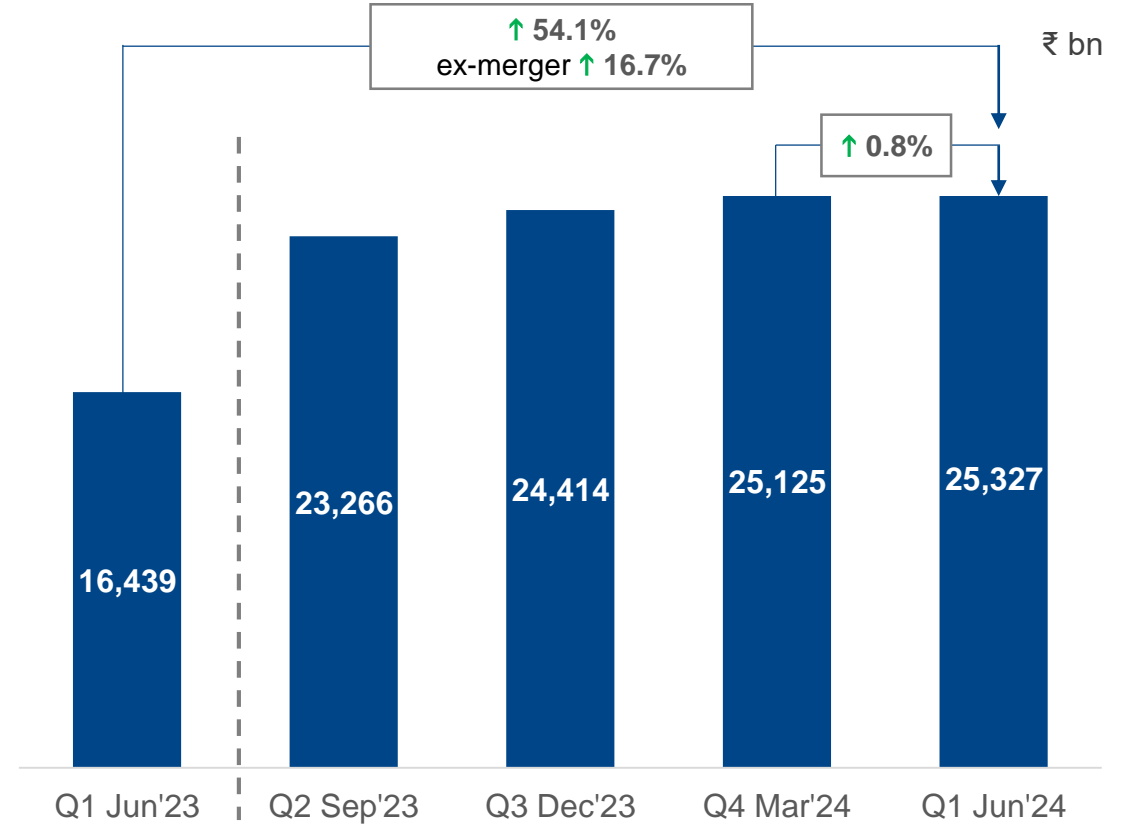
Balance sheet (₹ bn)	Q1FY24	Q4FY24	Q1FY25	QoQ
Net Advances	16,157	24,849	24,635	(214)
Investments	5,658	7,024	7,088	64
<i>Government and debt securities</i>	5,609	6,853	6,882	29
<i>Equity and other securities</i>	49	171	206	35
Cash & equivalent	1,607	2,192	1,818	(374)
Fixed and other assets	1,595	2,112	2,130	18
<b>Total assets</b>	<b>25,017</b>	<b>36,177</b>	<b>35,671</b>	<b>(506)</b>
Deposits	19,131	23,798	23,791	(7)
Borrowings	2,094	6,622	5,993	(629)
Equity & reserves	2,939	4,403	4,587	184
Other liabilities	853	1,354	1,300	(54)
<b>Total liabilities</b>	<b>25,017</b>	<b>36,177</b>	<b>35,671</b>	<b>(506)</b>

# Growth in average deposits and advances

## Average Deposits

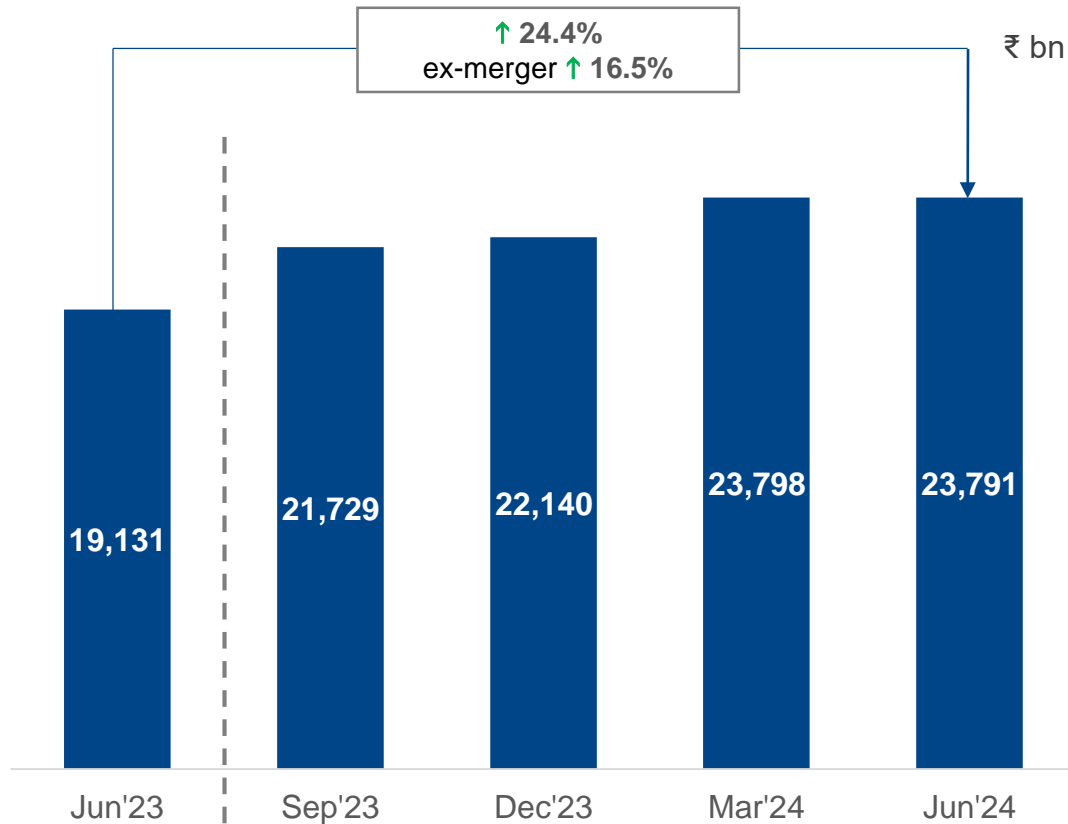


## Average advances under management

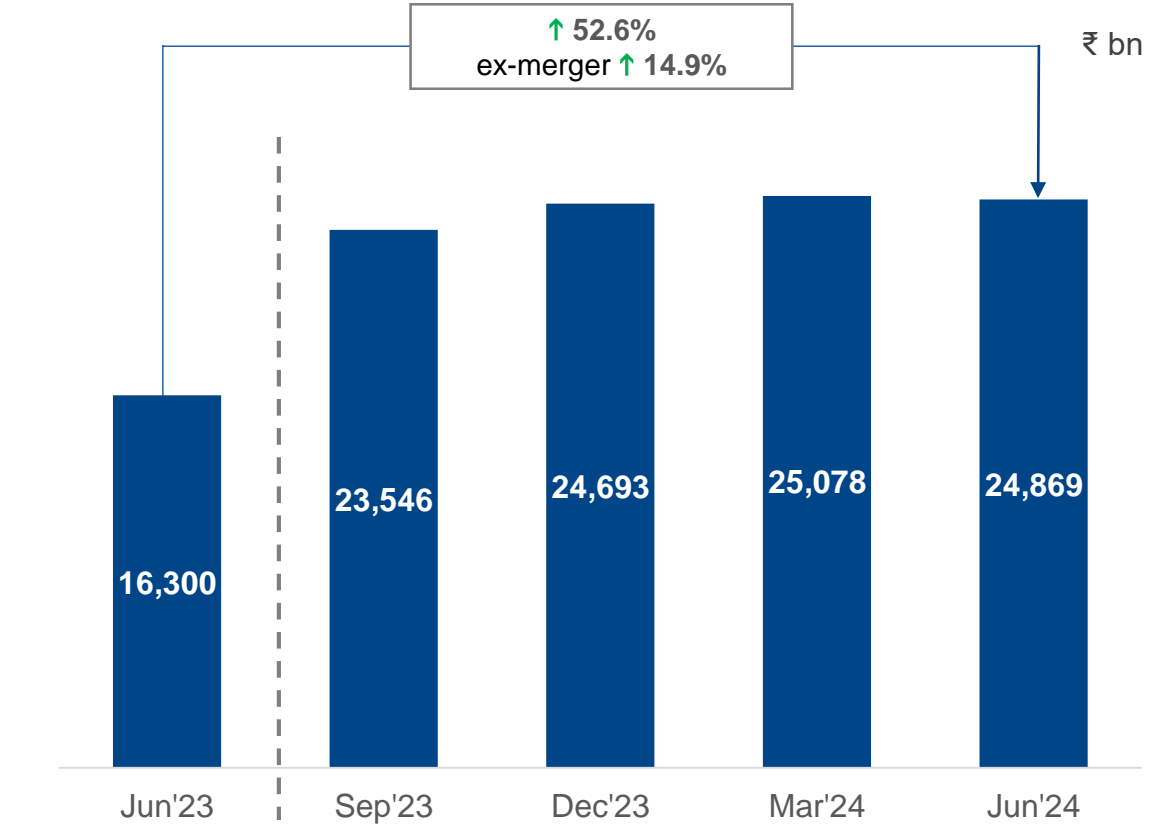


# Growth in deposits and advances

## Deposits

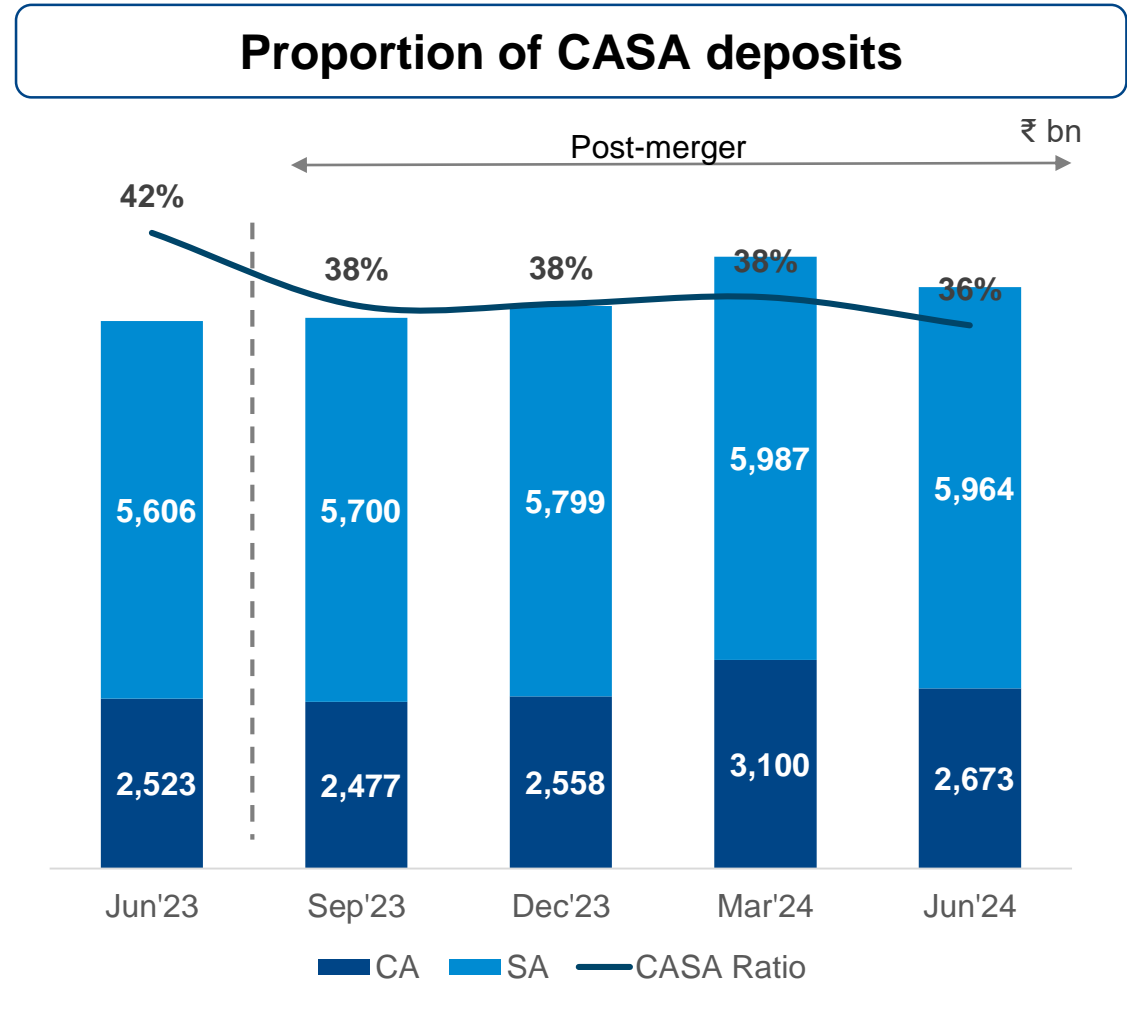
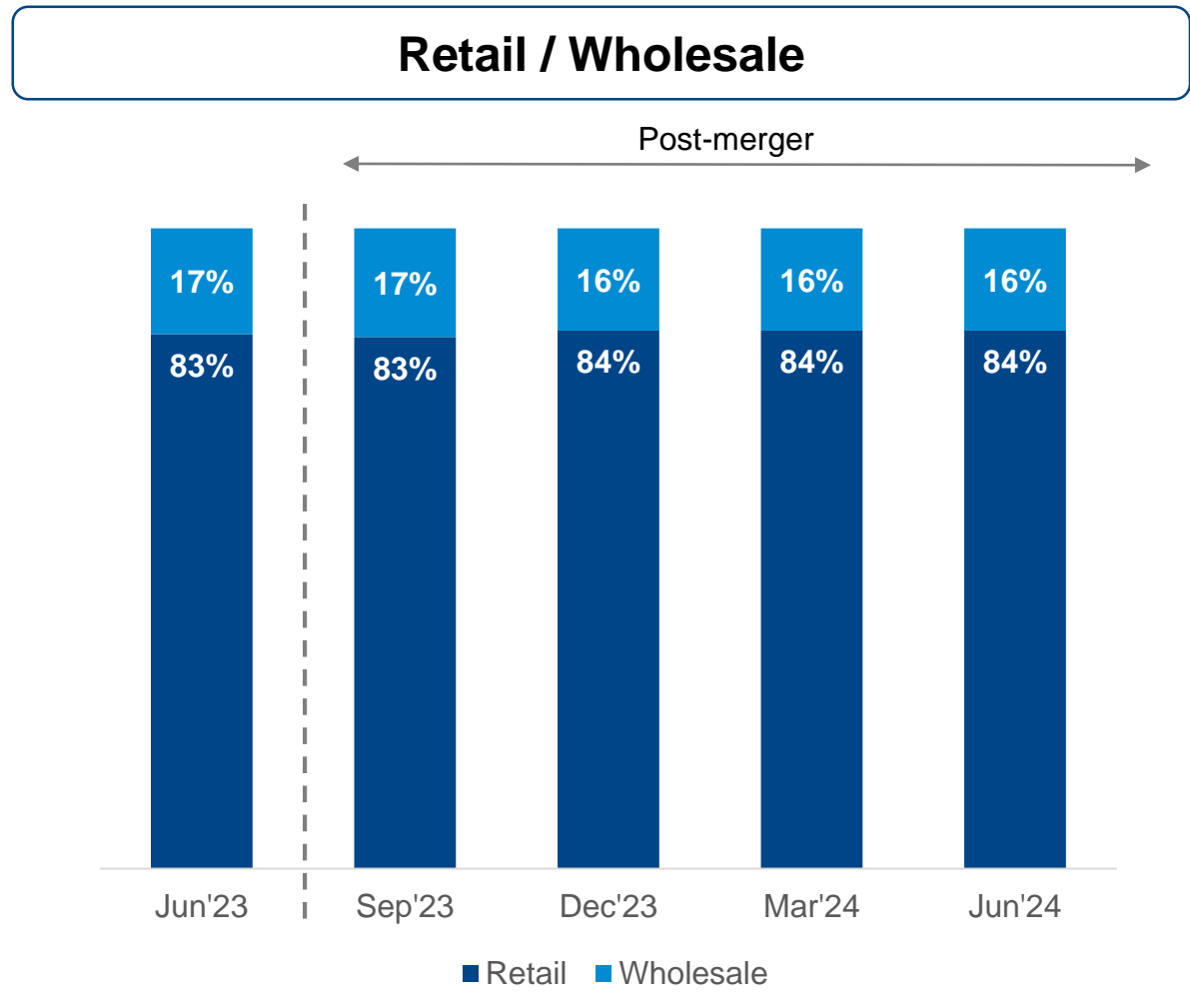


## Gross advances





# Retail branch driving deposits



# Mix across segments

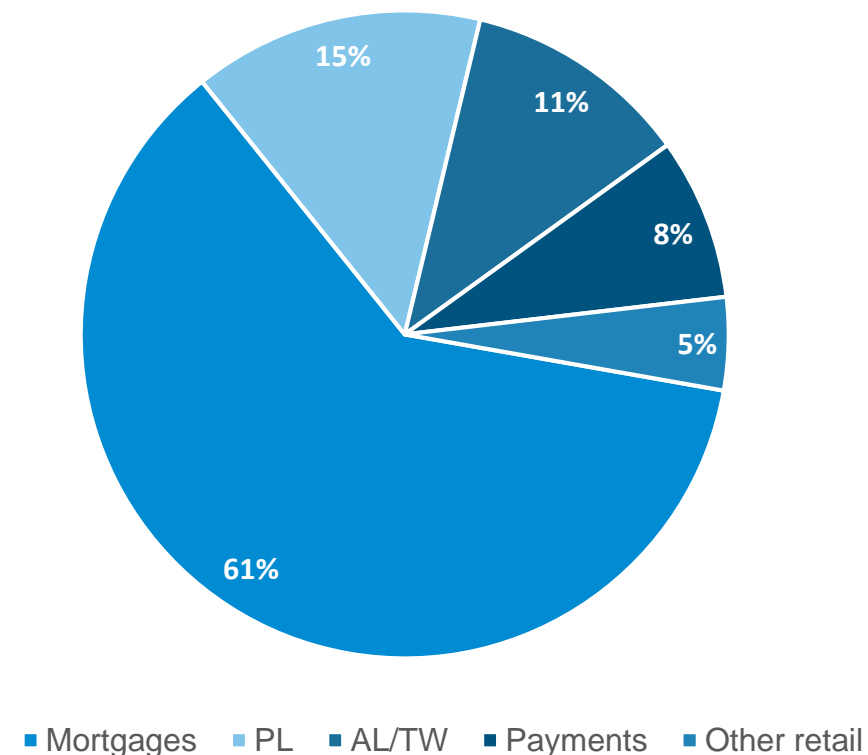
## Balancing growth

Loans (₹ bn)	Mar'24	Jun'24	QoQ
Retail	12,627	12,817	1.5%
<i>Retail Mortgages</i>	7,744	7,880	1.8%
<i>Retail Non-Mortgages</i>	4,883	4,937	1.1%
CRB	8,056	8,128	0.9%
Corporate and other wholesale	5,075	4,805	(5.3%)
<b>Advances under management</b>	<b>25,758</b>	<b>25,750</b>	<b>(0.0%)</b>
IBPC/BRDS/Securitisation	(680)	(881)	29.5%
<b>Gross Advances</b>	<b>25,078</b>	<b>24,869</b>	<b>(0.8%)</b>
<i>Retail : Wholesale mix*</i>	55% : 45%	56% : 44%	

\*As per Basel classification

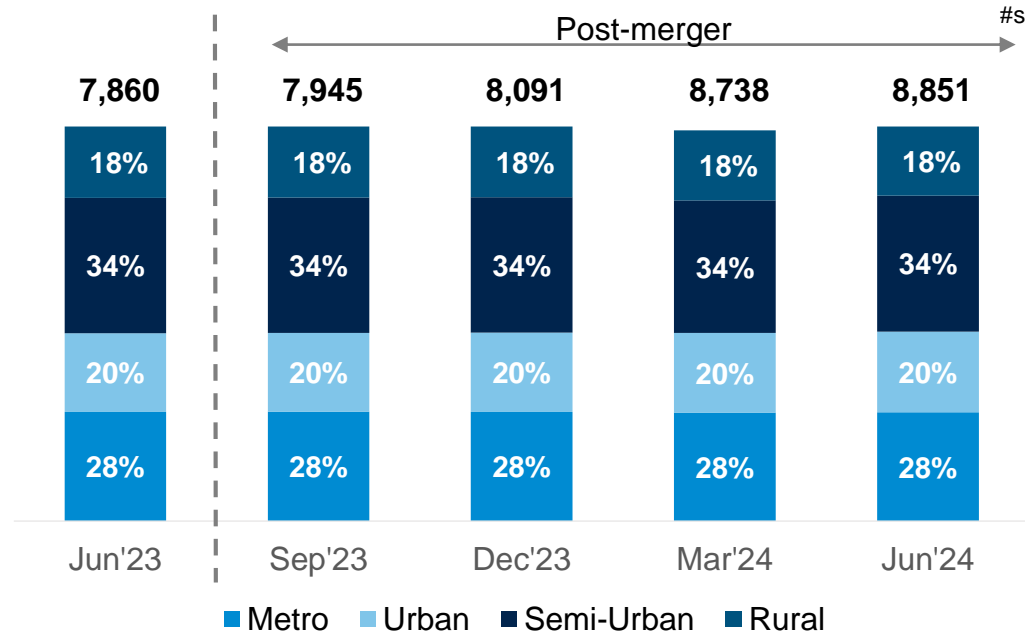
## Composition of retail loans

Jun'24



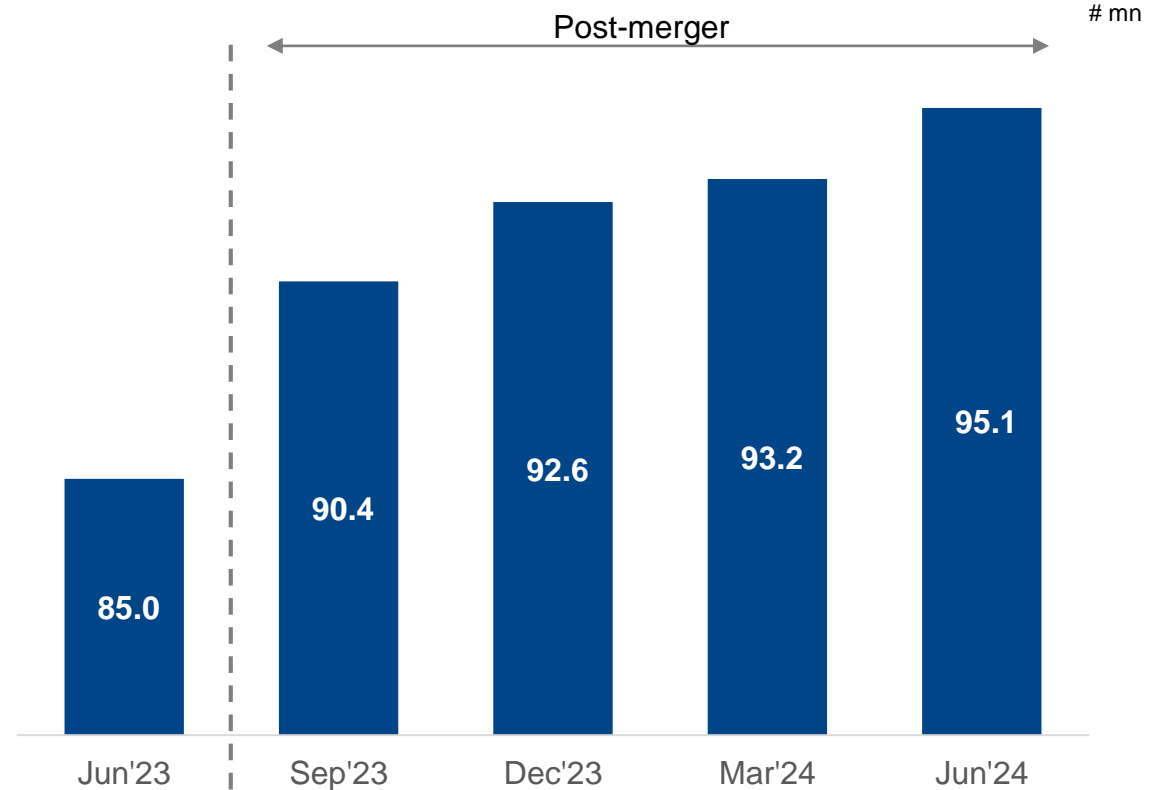
# Branch expansion and customer relationships

## Branch network



YoY	1,482	1,446	908	917	991
QoQ	39	85	146	647	113

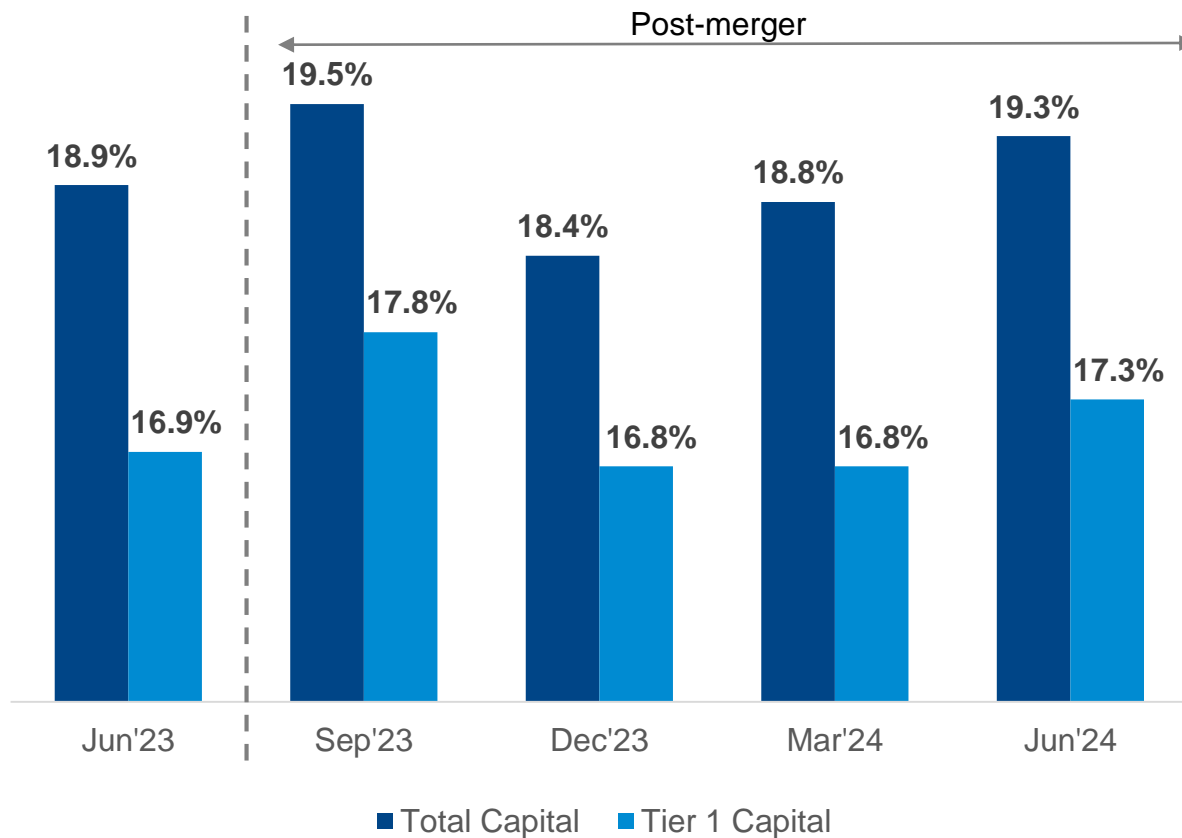
## Customer base



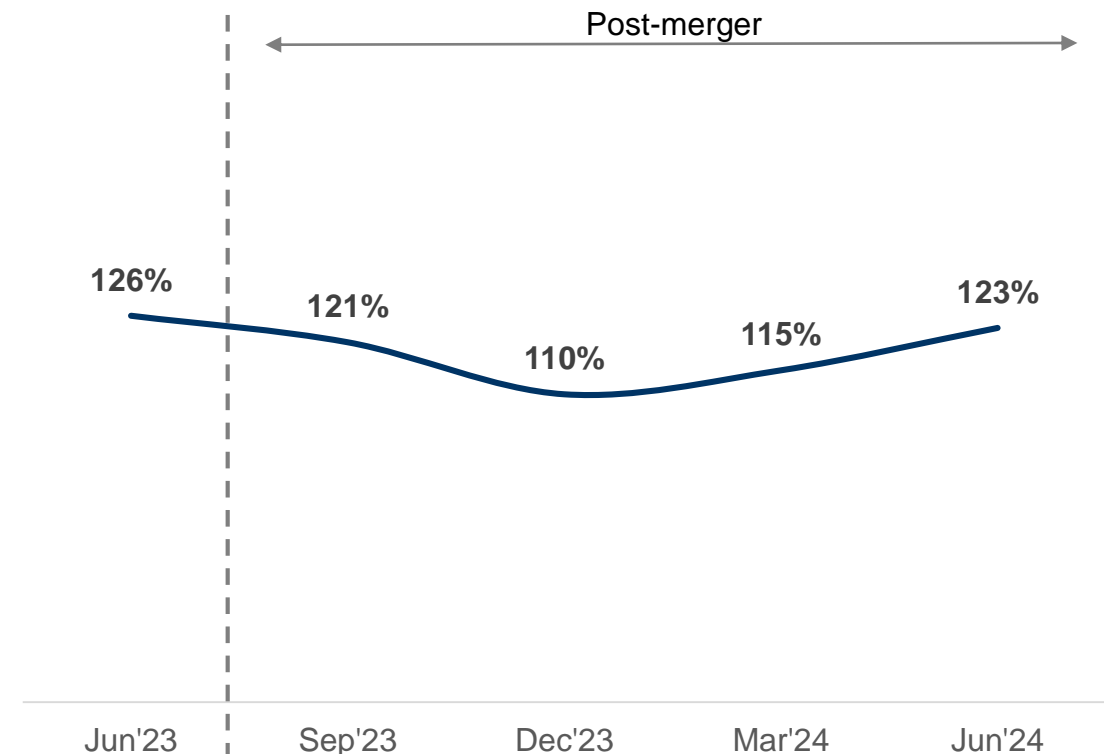
**Distribution strength enables reach for customer engagement**

# Capital and liquidity metrics

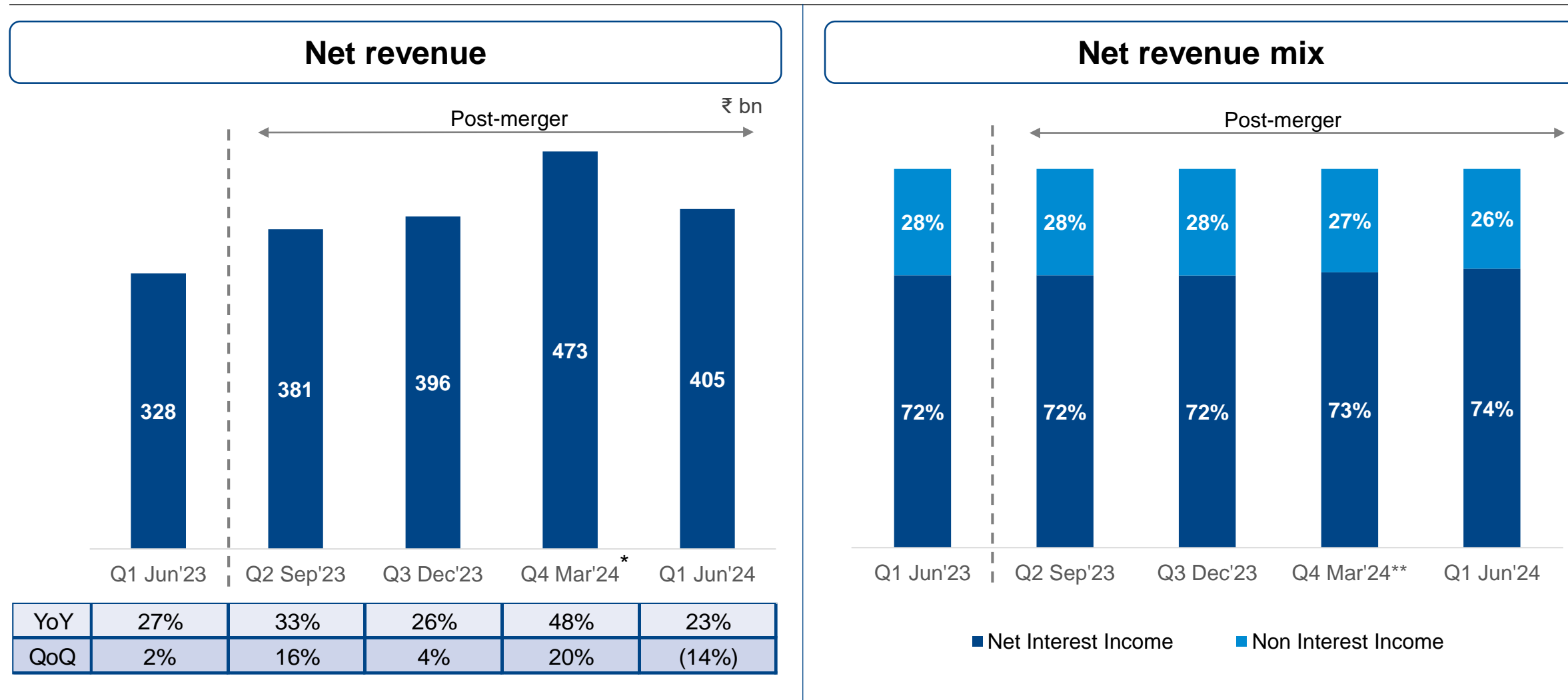
## Capital adequacy



## Liquidity coverage ratio

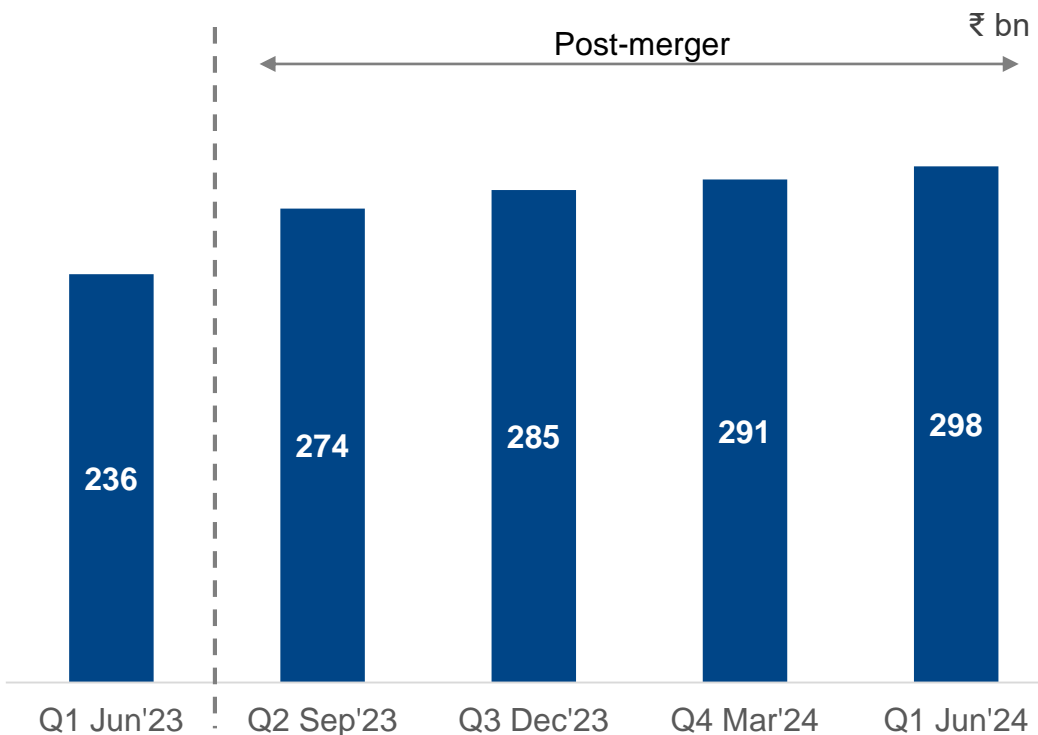


# Net revenues



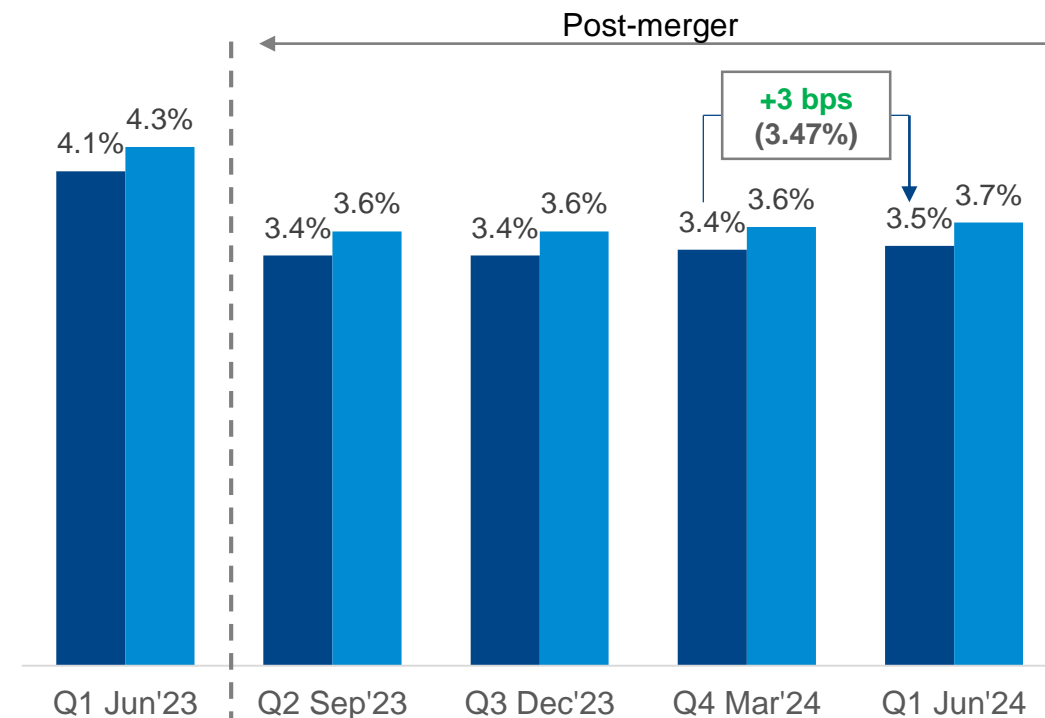
# Net interest income

## Net interest income



YoY	21%	30%	24%	25%	26%
QoQ	1%	16%	4%	2%	3%

## Net interest margin (NIM)

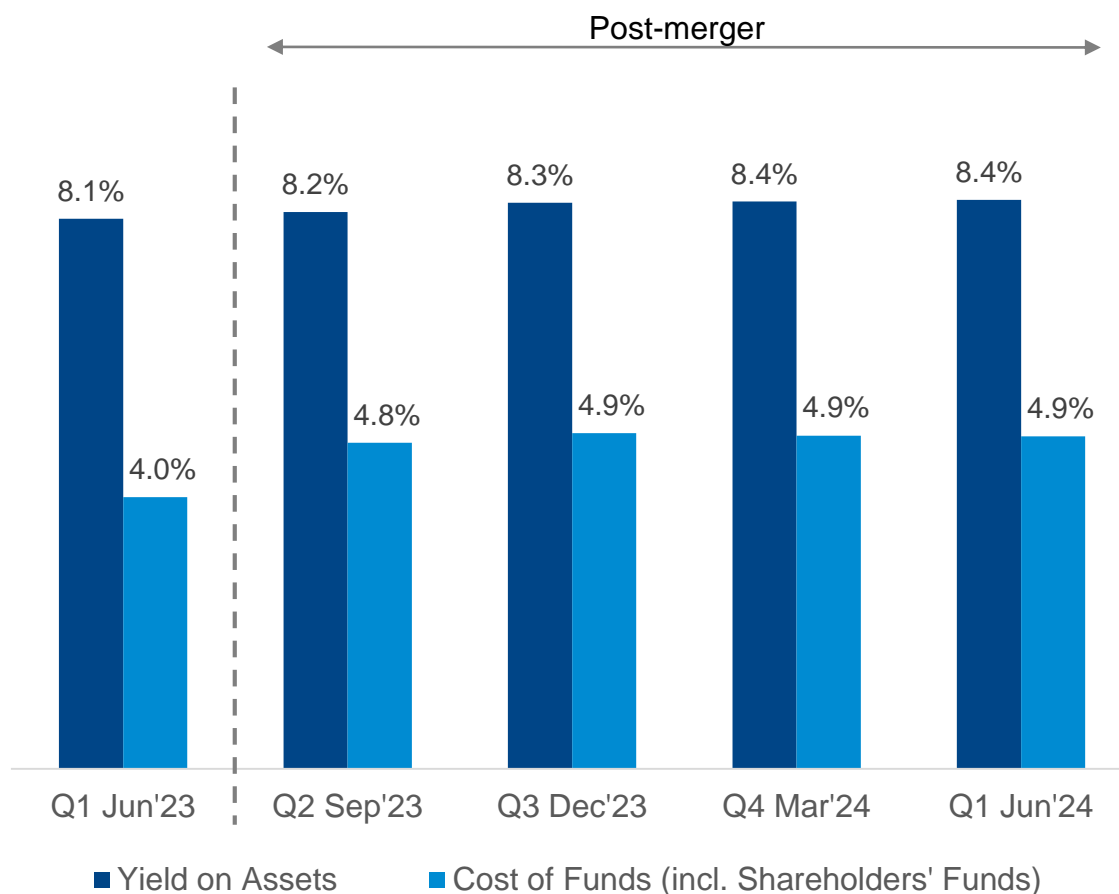


■ NIM ■ NIM (IEA)

IEA: Interest Earning Assets

# Yield on assets and cost of funds

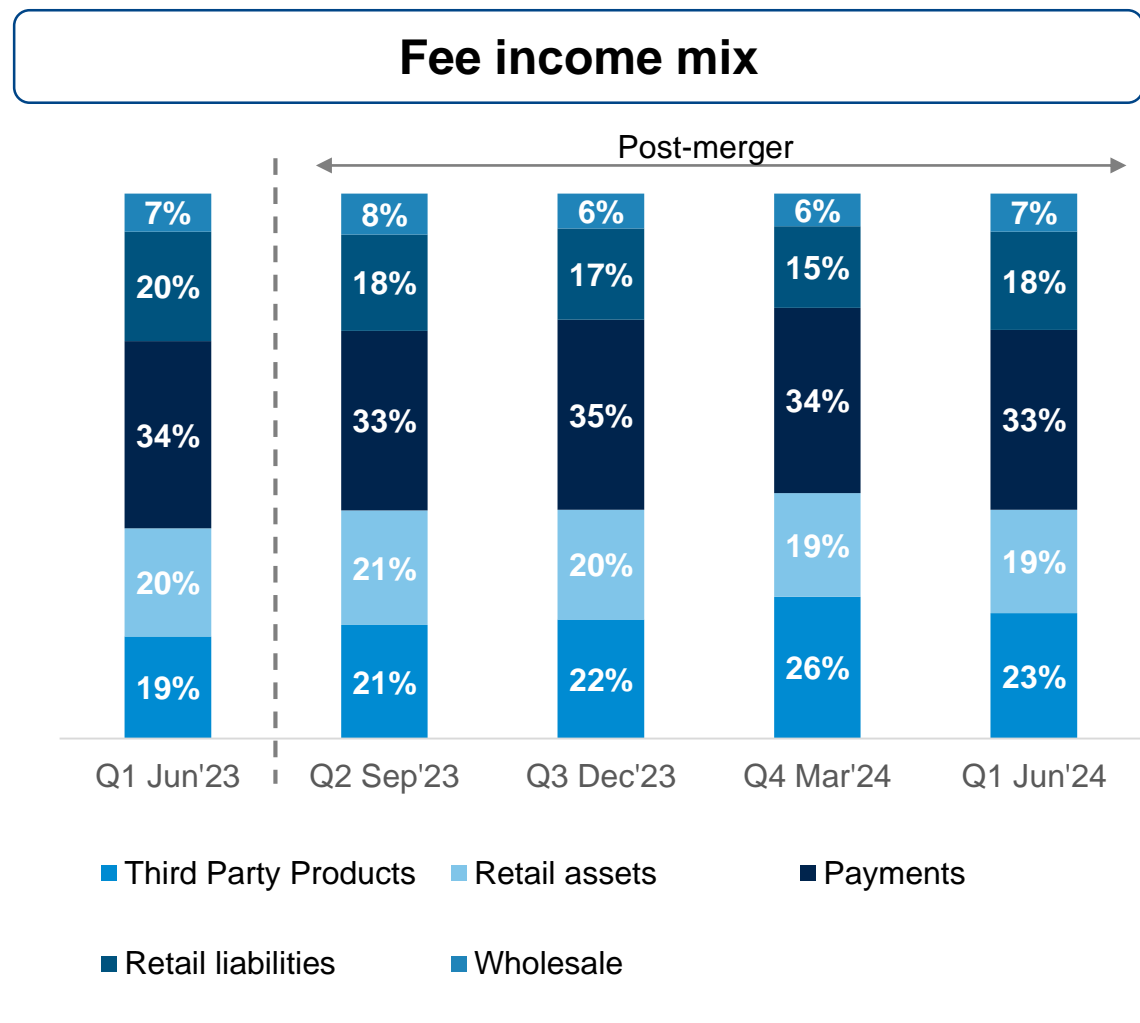
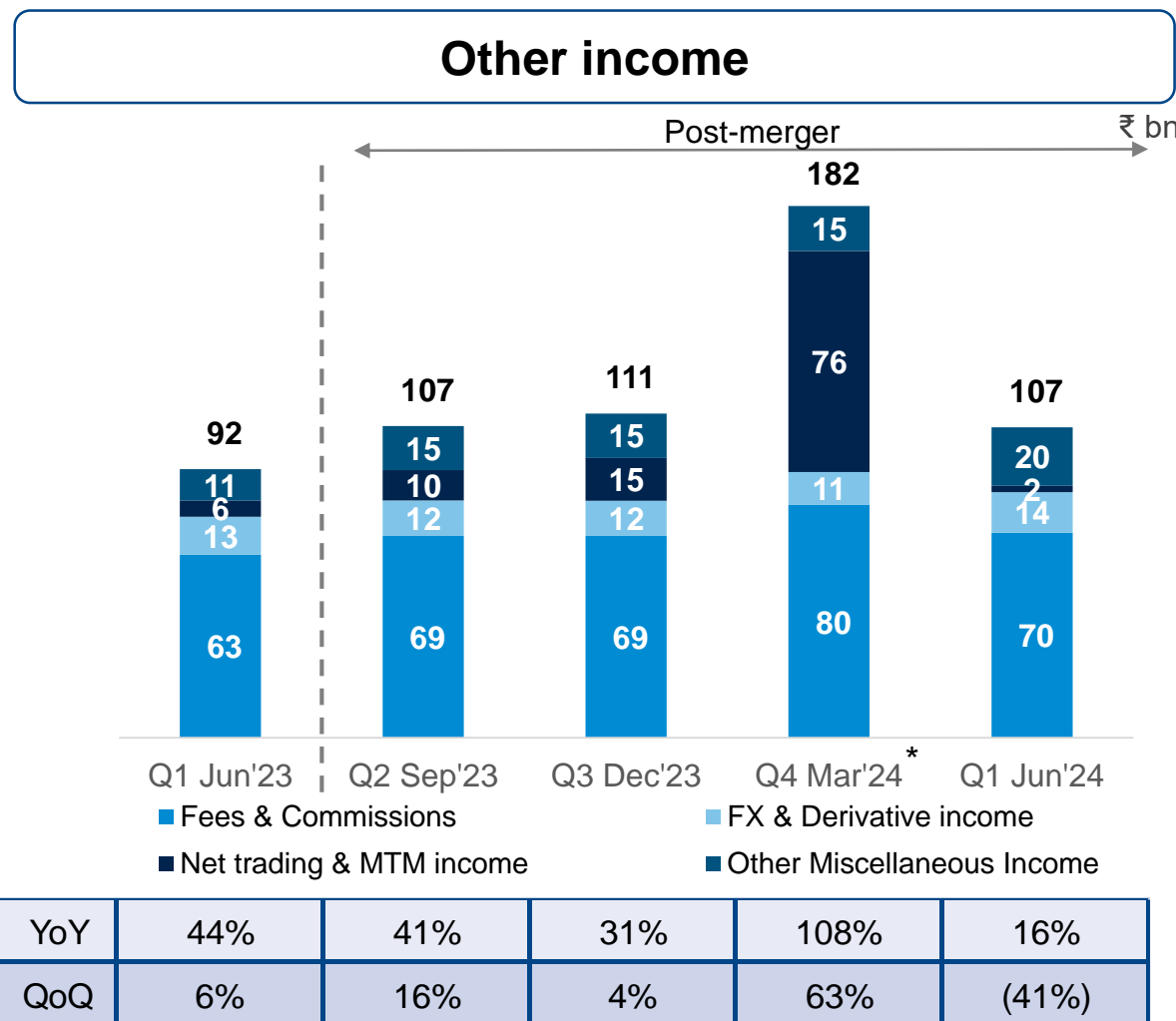
## Yield on assets and cost of funds



## Key balance sheet mix

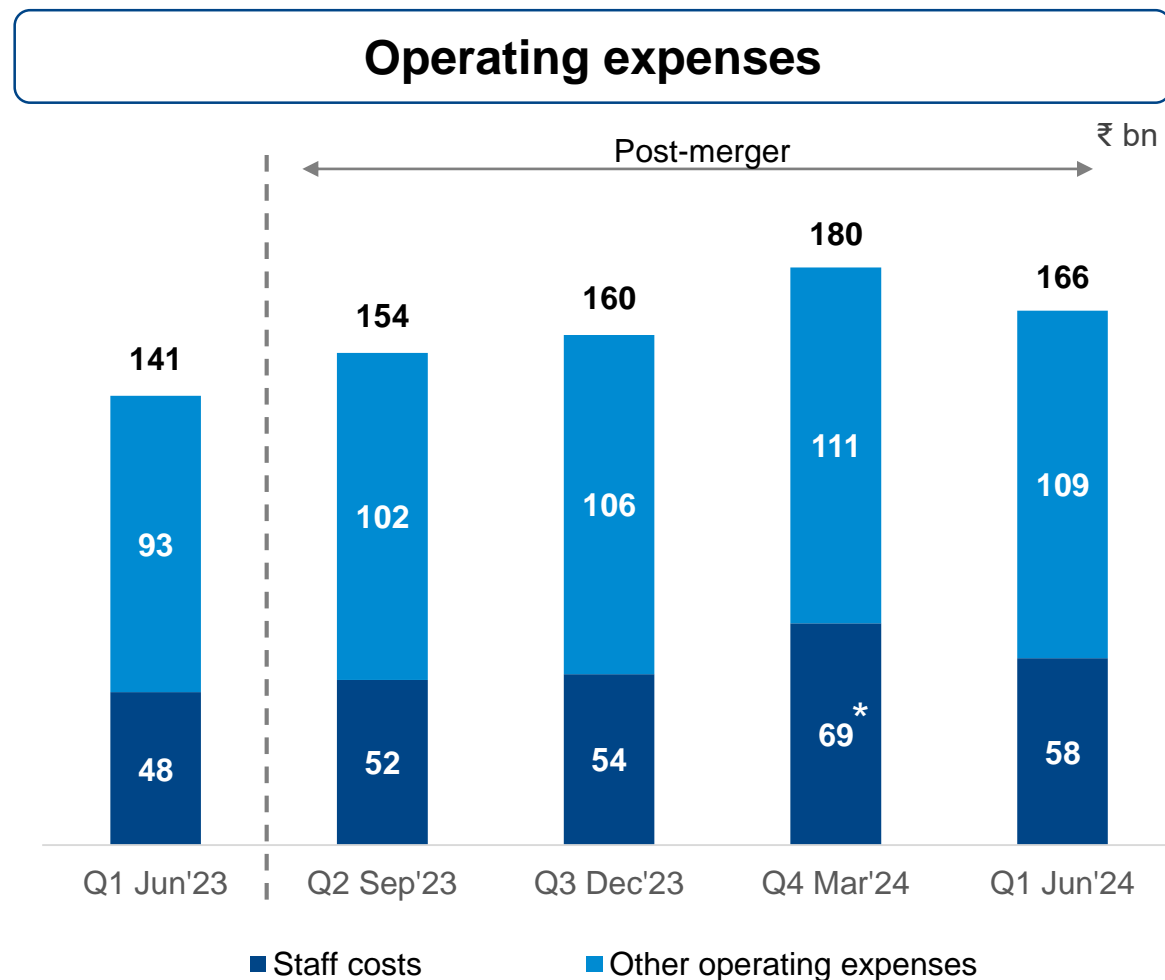
Particulars	Jun'23	Sep'23	Dec'23	Mar'24	Jun'24
<b>Advances mix</b>					
Retail	38%	48%	48%	49%	50%
<i>Mortgage</i>	11%	29%	29%	30%	31%
<i>Non-Mortgages</i>	27%	19%	19%	19%	19%
CRB	39%	30%	31%	31%	32%
Corporate and other wholesale	24%	22%	21%	20%	19%
<b>CASA ratio</b>	42%	38%	38%	38%	36%
<b>Borrowings as a % of Total Liabilities</b>	8%	21%	21%	18%	17%

# Other income

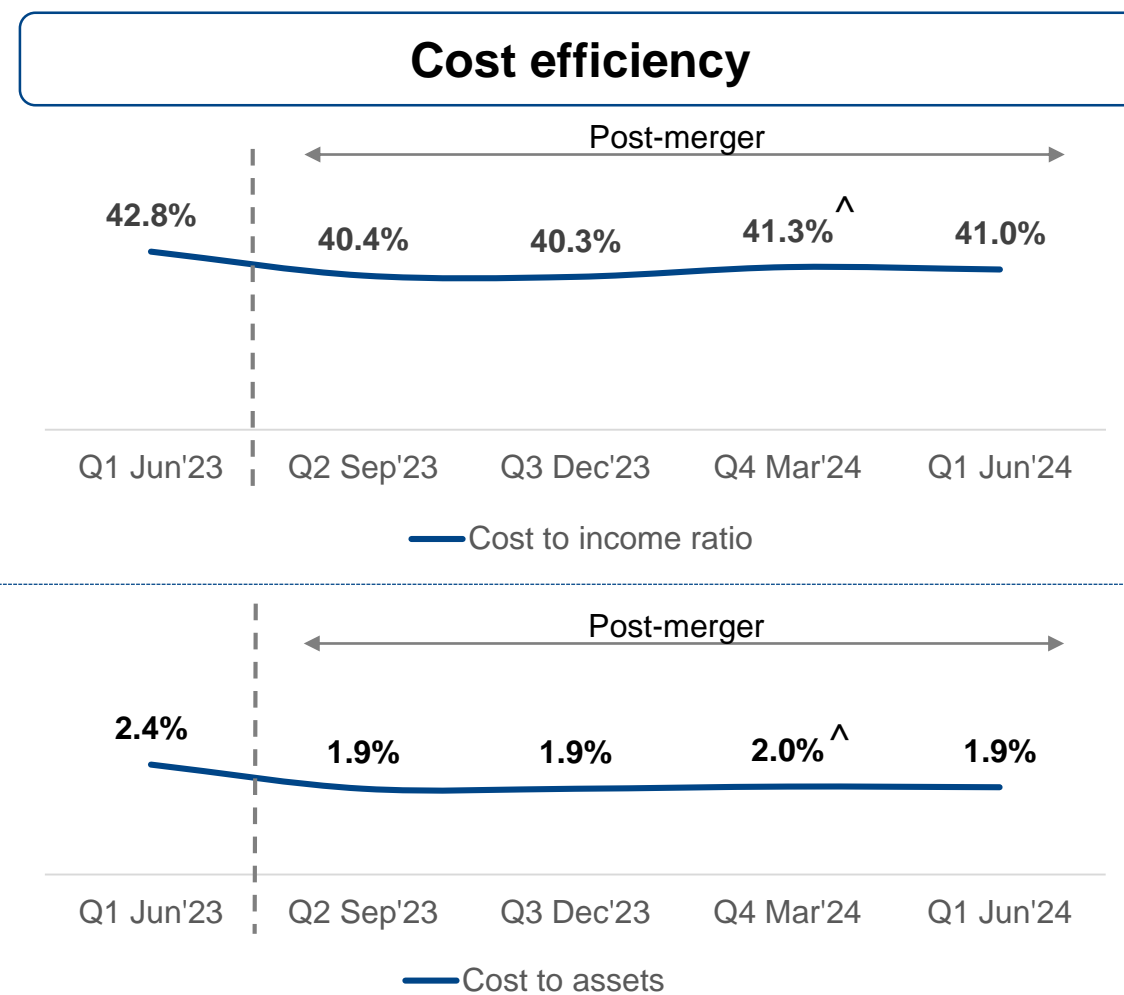




# Operating expenses



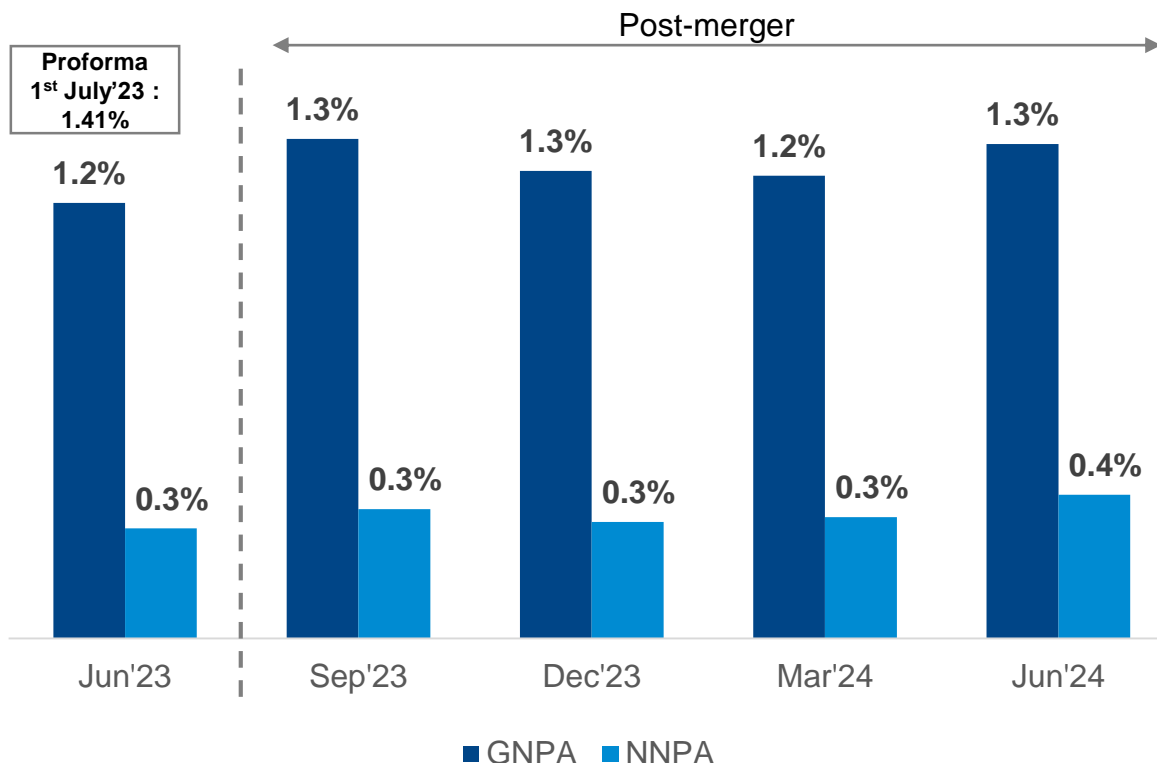
\*includes staff ex-gratia provision of ₹ 15 billion



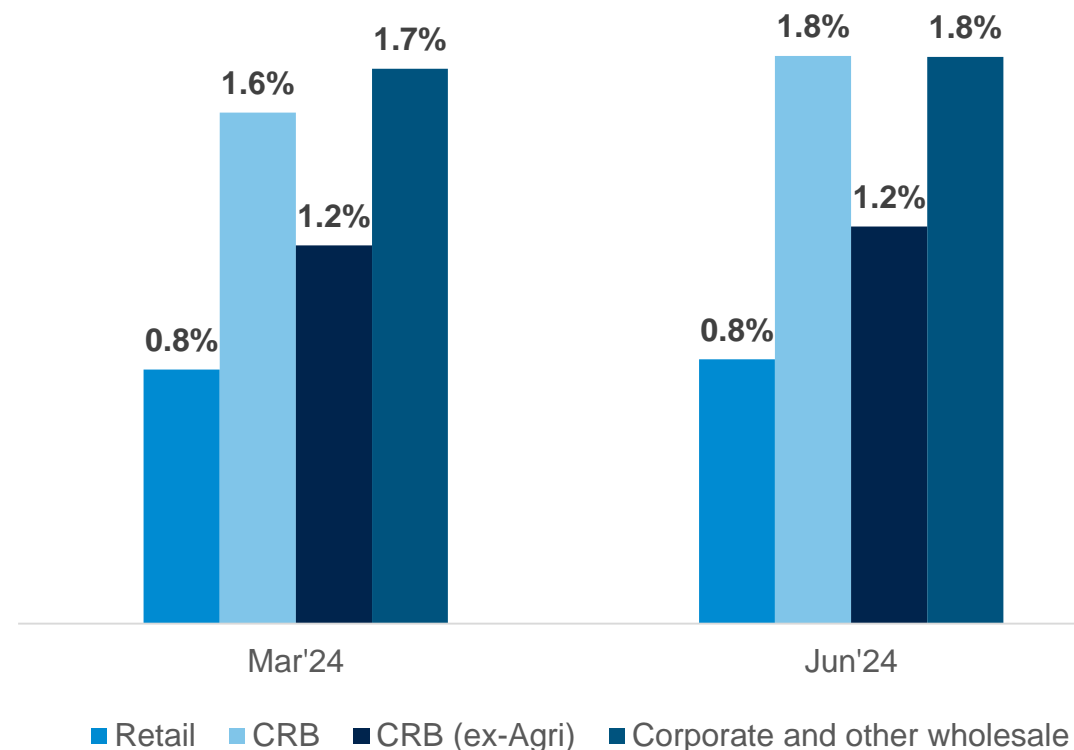
<sup>^</sup> excludes transaction gains and staff ex-gratia provision

# Resilient asset quality

**Gross NPA and Net NPA**

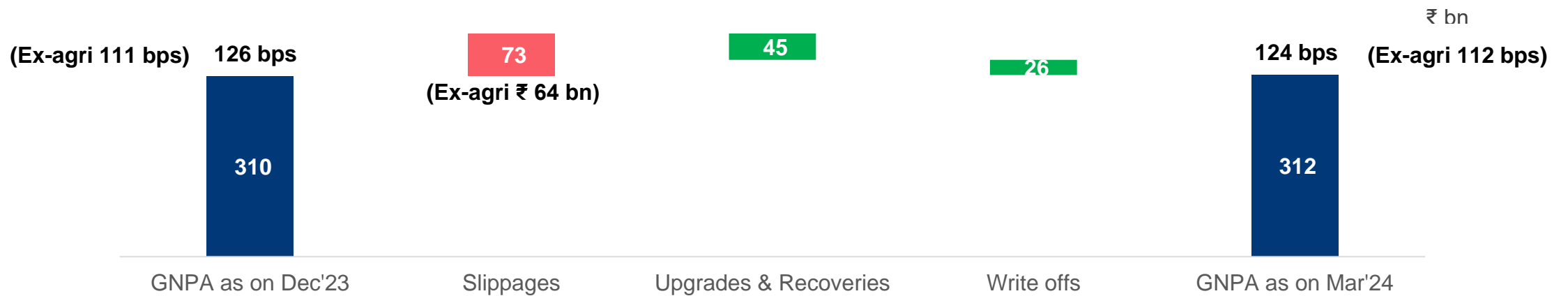
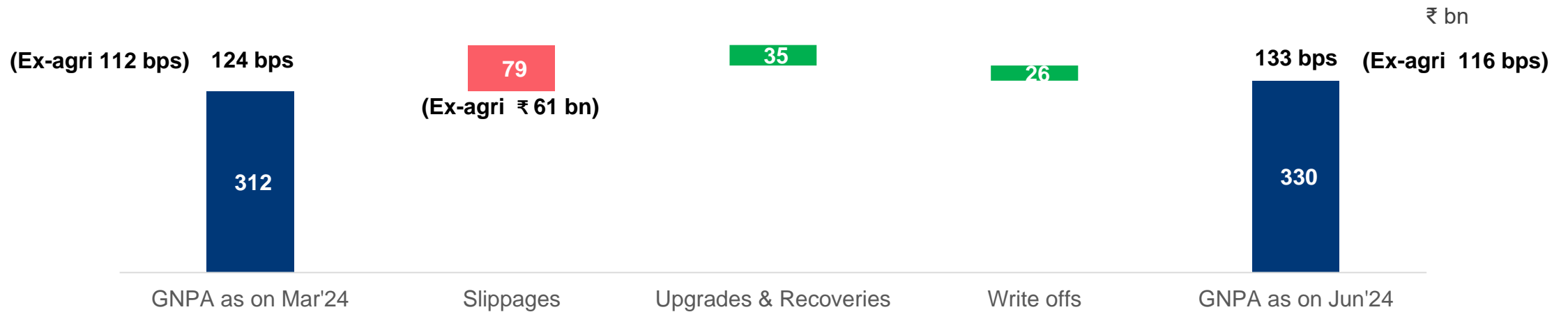


**GNPA by Segment**



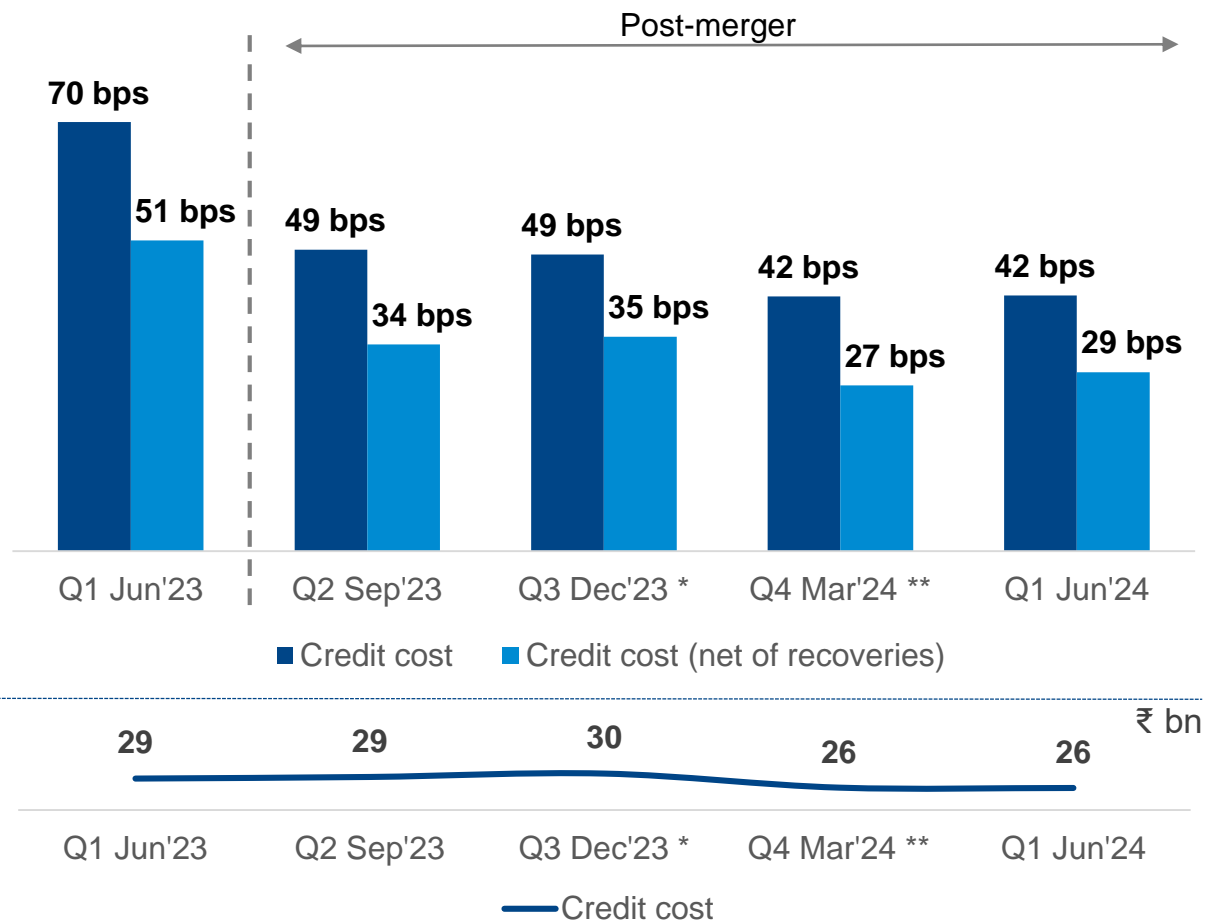
**Stable asset quality across segments**

# Movement of NPAs

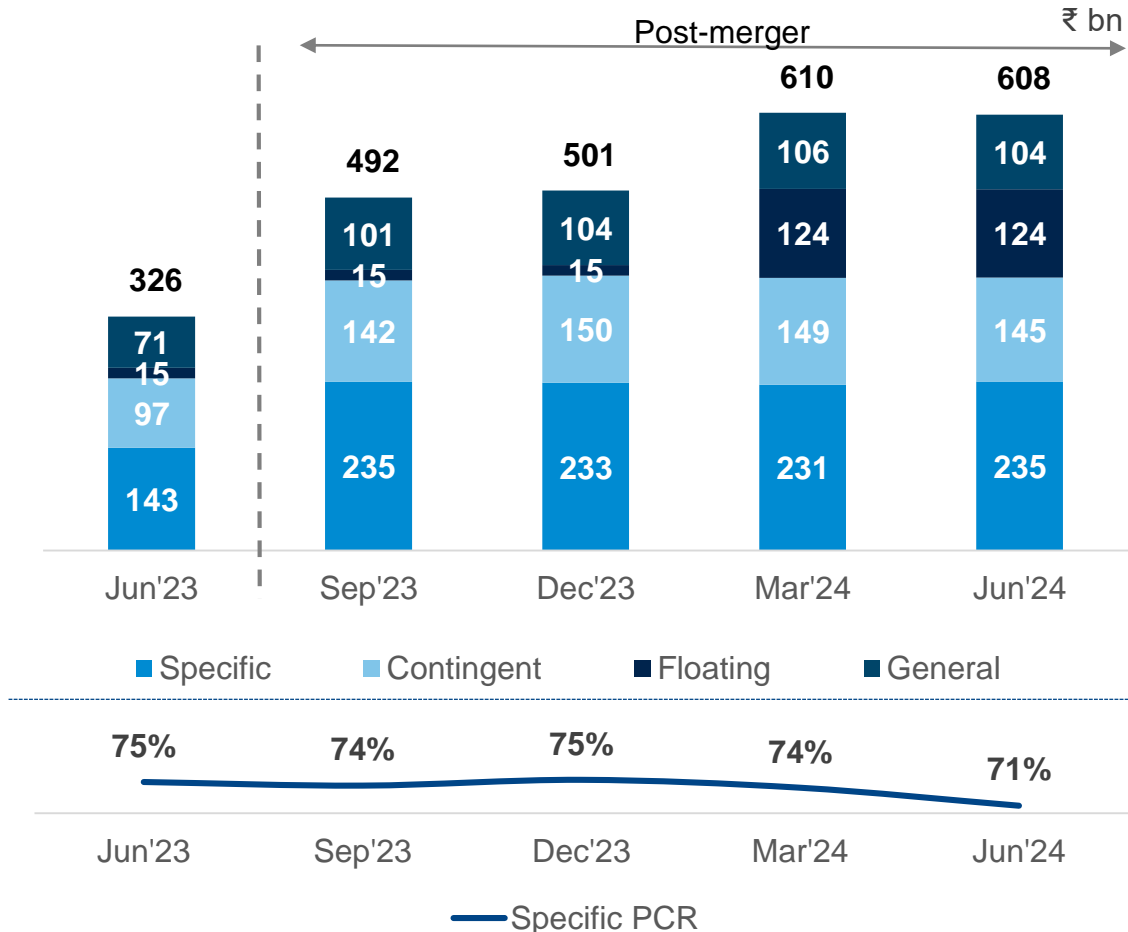


# Credit cost and stock of provisions

## Credit cost



## Stock of provisions



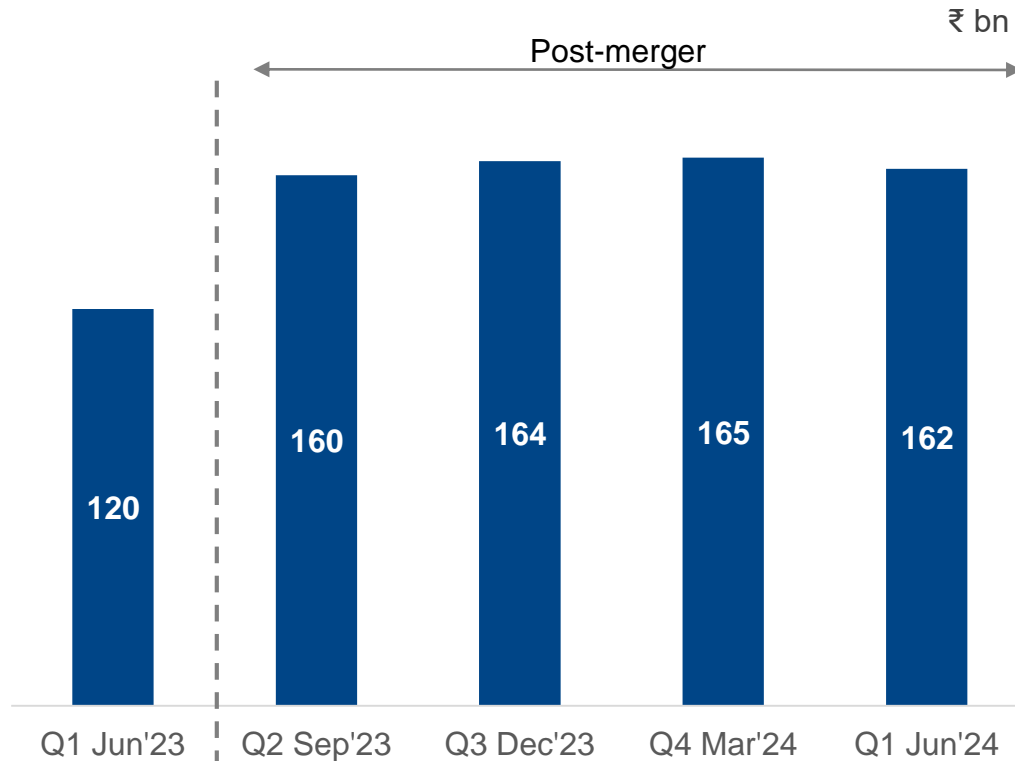
\* excludes contingent provisions of ₹ 12 billion pertaining to investments in AIF

\*\* excludes floating provision amounting to ₹ 109 billion

Certain figures reported above will not add-up due to rounding

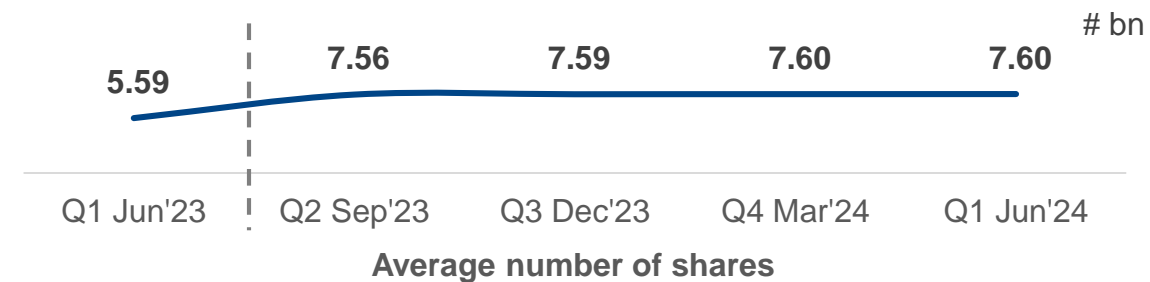
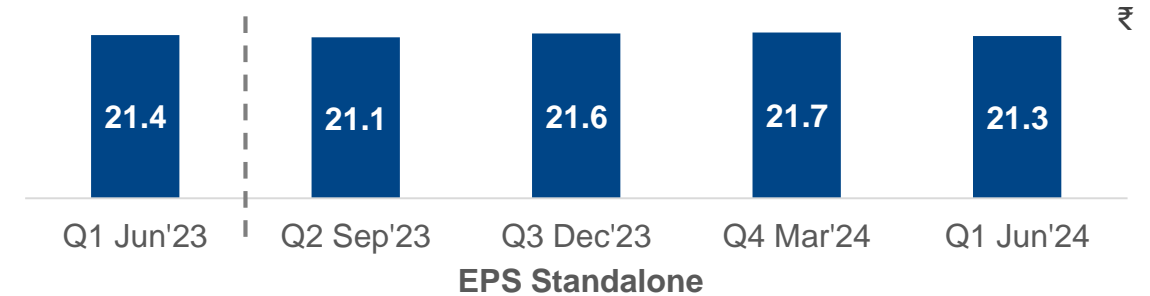
# Profitability

## Standalone profit after tax



YoY	30%	51%	34%	37%	35%
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## Earnings per share\*



# Stake held in key subsidiary entities – June 30, 2024

Entity	Investment Amount (₹ bn)	No. of shares outstanding by entity (mn)	% Stake held by HDFC Bank	PAT of the company (FTQ) (₹ bn)	Book value per share (₹)	EPS (FTQ) (₹)
HDB Financial Services	35	793.1	94.64%	5.8	179.8	7.3
HDFC Life Insurance	56	2,151.0	50.37%	4.8	71.3	2.2
HDFC AMC	2	213.6	52.52%	6.0	290.7	28.3
HDFC ERGO General Insurance	26	715.0	50.48%	1.3	55.7	1.9
HDFC Securities	13	17.7	95.19%	2.9	1,745.3	168.3
All others	4			0.2		
<b>Total</b>	<b>136</b>					

# Subsidiaries – Q1FY25 update – HDB Financial Services

- 94.64% stake held by the Bank as of June 30, 2024
- 16.5 million customers serviced through a network of 1,727 branches across 1,154 cities/towns
  - 1 million customers and 45 branches added during Q1 FY25
- Disbursement momentum improving across all three business segments with overall healthy growth of 28% YoY
- Q1FY25 performance highlights
  - Loan book of ₹ 956 bn up by 30% YoY and 6% sequentially
  - Gross Stage 3 assets improved to 1.9% compared to 2.5% in prior year
  - Net interest margin of 7.4%; Net profit of ₹ 5.8 bn up by 3% YoY with EPS of ₹ 7.3
  - RoA of 2.5%; Book value per share at ₹ 179.8
  - RoE of 16.6%; Capital adequacy ratio at 18.8%

# Subsidiaries – Q1FY25 update – HDFC Life Insurance

- 50.37% stake held by the Bank as of June 30, 2024
- 253k individual policies sold during the quarter up 22% from prior year; overall 14 mn lives insured during the quarter
- Individual weighted received premium market share of 17% for Q1FY25
- Q1FY25 performance highlights
  - Net Premium Income of ₹ 125 bn up by 8% YoY and AUM at ₹ 3.1 trn up by 22% YoY
  - New Business Premium of ₹ 65 bn with new business margin at 25%
  - Value of new business for the quarter ₹ 7.2 bn up 18% YoY
  - PAT of ₹ 4.8 bn up by 15% YoY
  - Solvency Ratio at 186% as of June 30, 2024
  - Embedded value at ₹ 496 bn improved 19% YoY



# Subsidiaries – Q1FY25 update – HDFC AMC

- 52.52% stake held by the Bank as of June 30, 2024
- Quarterly average AUM of ₹ 6.7 trillion; 11.4% market share
- 64% of quarterly average AUM is equity oriented with 61% in actively managed equities
- 10.7 million unique investors; 23% penetration in the Mutual Fund industry
- Q1FY25 performance highlights
  - Total income of ₹ 9.5 bn, grew 29% over prior year
  - Net profit of ₹ 6.0 bn, grew 26% over prior year
  - EPS of ₹ 28.3

# Subsidiaries – Q1FY25 update – HDFC ERGO General Insurance

- 50.48% stake held by the Bank as of June 30, 2024
- Q1FY25 Gross direct premium market share of 5.2% in overall industry and 7.8% amongst private sector insurers
- Retail mix in business 63% for the quarter ended June 30, 2024
- Distribution network of 275 branches and 497 digital offices
- Q1FY25 performance highlights
  - No. of policies issued during the quarter at 2.3 mn; in line with prior year
  - Gross written premium of ₹ 38.7 bn up by 10% YoY
  - Net profit after tax of ₹ 1.3 bn compared to profit of ₹ 2.0 bn in the prior year
  - Solvency Ratio at 156% as of June 30, 2024

# Subsidiaries – Q1FY25 update – HDFC Securities

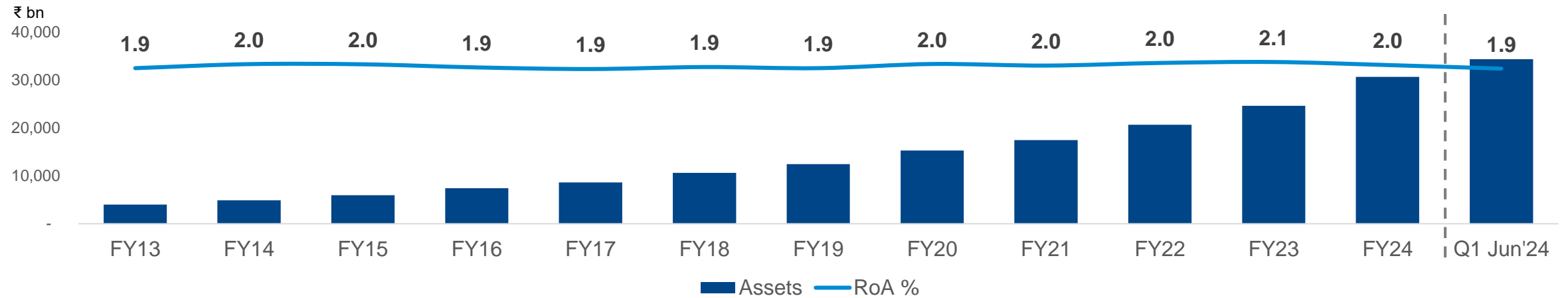
- 95.19% stake held by the Bank as of June 30, 2024
- 5.7 million customers serviced through a network of 150 branches across 115 cities
- Around 95% of the active clients utilized the services offered through company's digital platforms.
- Q4FY24 performance highlights
  - Net revenue of ₹ 8.2 bn up by 65% YoY
  - Net profit of ₹ 2.9 bn up by 55% YoY
  - EPS of ₹ 168
  - Book value per share at ₹ 1,745 as of 30<sup>th</sup> June, 2024

# ESG at HDFC Bank

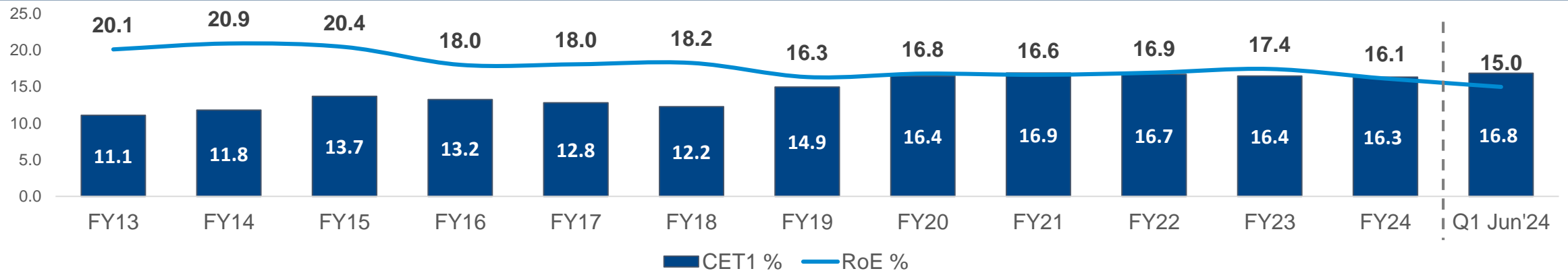
Environmental	Social	Governance	Ratings
<ul style="list-style-type: none"> <li>• Target to be carbon neutral by FY32</li> <li>• Commitment to have all new branches certified as green</li> <li>• Board approved ESG Risk Management Policy focusing on enhanced environmental and social due diligence for lending</li> <li>• Board approved Sustainable Finance Framework, along with a second party opinion</li> <li>• Issued maiden international sustainable bond issue (Utilisation towards clean transportation, affordable housing &amp; MSME)</li> </ul>	<ul style="list-style-type: none"> <li>• Leading responsibly                             <ul style="list-style-type: none"> <li>• Taking banking to the unbanked;</li> <li>• Supporting businesses;</li> <li>• Enabling smart banking;</li> <li>• Empowering communities</li> </ul> </li> <li>• Gender diversity: 26%</li> <li>• CSR initiatives cumulatively impacted over 100 million beneficiaries</li> <li>• People and work culture: Nurture, Care &amp; Collaborate</li> <li>• 2-tiered governance structure for Diversity, Equity &amp; Inclusion – at the corporate &amp; regional level</li> </ul>	<ul style="list-style-type: none"> <li>• Commitment to principles of independence, accountability, responsibility, transparency and fair &amp; timely disclosures</li> <li>• Diversified and skilled board</li> <li>• CSR &amp; ESG Committee of Directors oversee the ESG strategy along with the ESG Apex Council</li> <li>• Highest governance score of 1 by ISS, 2023</li> <li>• ET Awards, 2023: Selected as the ‘Conscious Corporate of the Year’ for its work in CSR &amp; ESG</li> </ul>	<p><b>Ratings</b></p> <p>As of September 2023</p>

# Balance sheet and capital productivity

Growth in assets and RoA

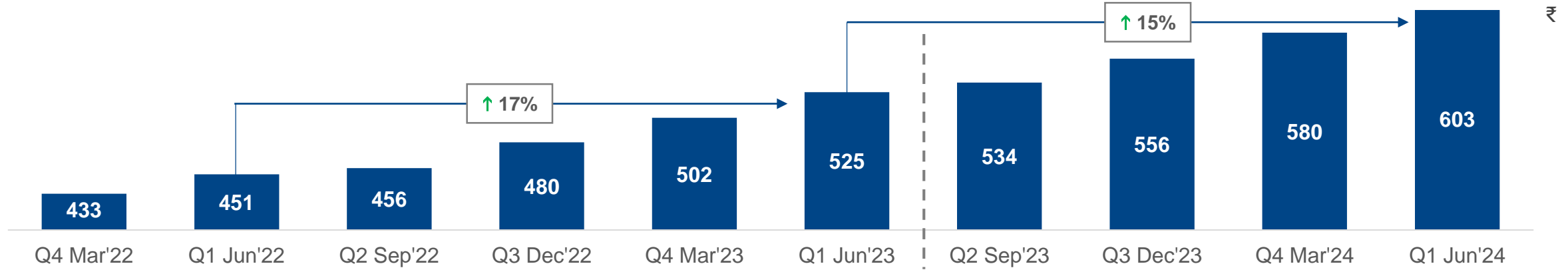


Healthy capital position and RoE

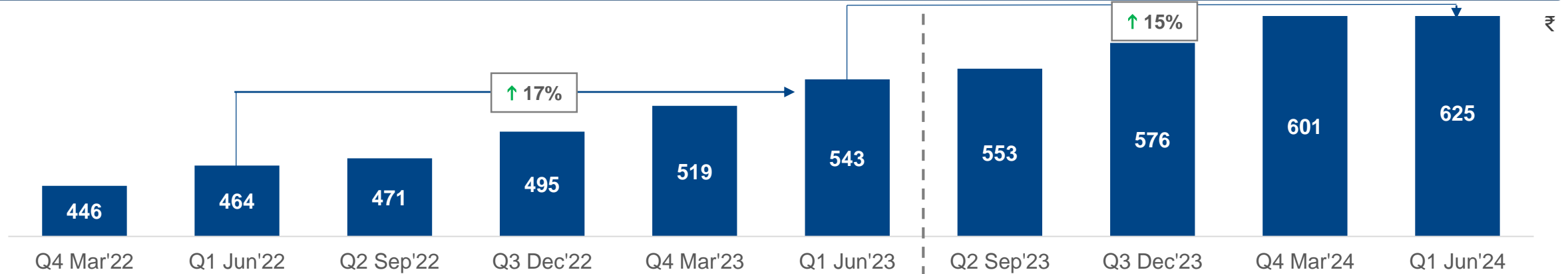


# Book value performance

## Standalone book value per share



## Consolidated book value per share



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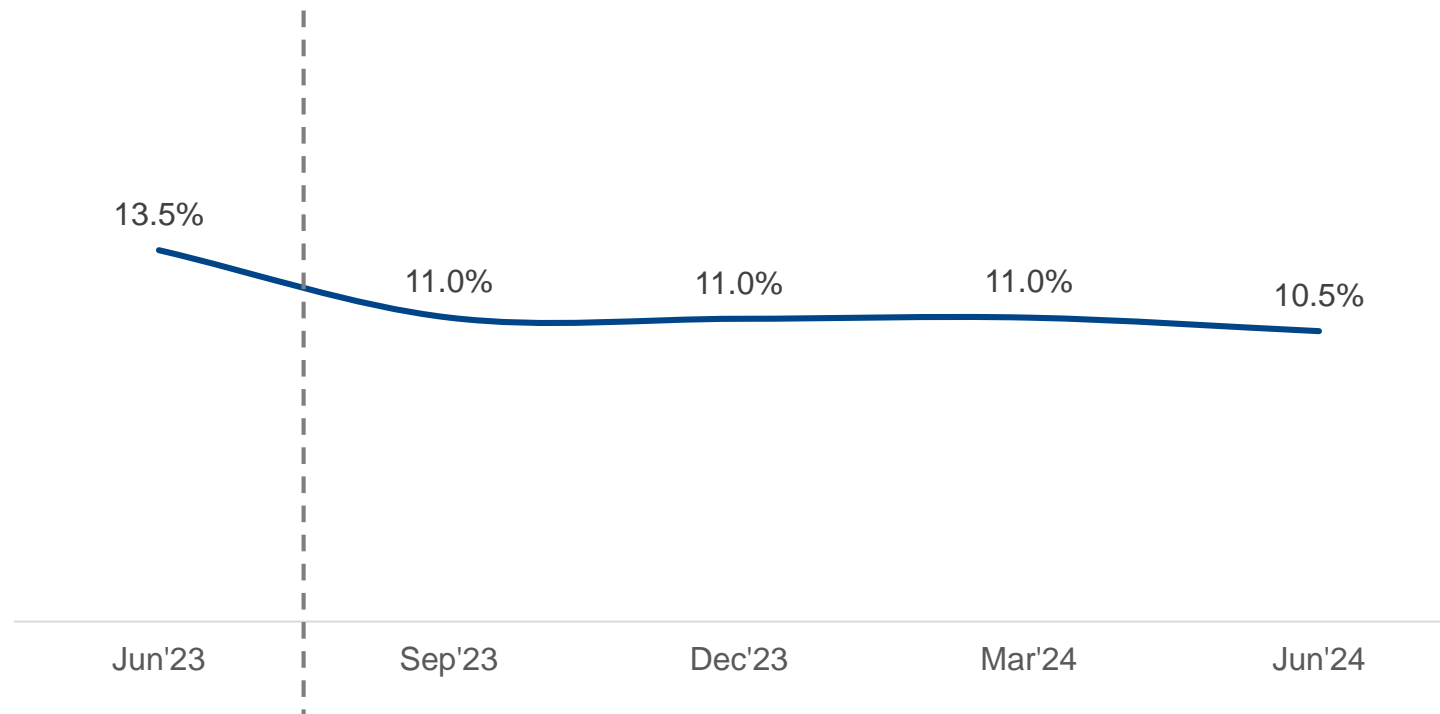
# APPENDIX

# Industry-wise distribution

Industry (₹ bn)	Total Outstanding (FB + NFB)	As a (%)	Industry (₹ bn)	Total Outstanding (FB + NFB)	As a (%)
Consumer Loans	10,162	33.8%	Telecom	354	1.2%
NBFC	1,718	5.7%	Coal & Petroleum Products	297	1.0%
Financial Institutions	1,156	3.8%	Consumer Durables	267	0.9%
Real Estate & Property Services	1,108	3.7%	Chemical and Products	252	0.8%
Retail Trade	1,102	3.7%	Capital Market Intermediaries	235	0.8%
Consumer Services	923	3.1%	Financial Intermediaries	247	0.8%
Infrastructure Development	752	2.5%	Agri Production - Non food	226	0.7%
Food and Beverage	752	2.5%	Gems and Jewellery	190	0.6%
Road Transportation	737	2.5%	Drugs and Pharmaceuticals	178	0.6%
Power	653	2.2%	Non-ferrous Metals	152	0.5%
Wholesale Trade - Industrial	598	2.0%	Agri Produce Trade	150	0.5%
Wholesale Trade - Non Industrial	573	1.9%	Cement & Products	146	0.5%
Automobile & Auto Ancillary	555	1.8%	Paper, Printing and Stationery	139	0.5%
Iron and Steel	550	1.8%	Mining and Minerals	139	0.5%
Agri-Allied	537	1.8%	Plastic & Products	137	0.5%
Engineering	528	1.8%	Information Technology	124	0.4%
Textiles & Garments	522	1.7%	Other Non-metallic Mineral Products	96	0.3%
Banks	493	1.6%	Animal Husbandry	91	0.3%
Business Services	476	1.6%	FMCG & Personal Care	85	0.3%
Agri Production - Food	434	1.4%	Other Industries	1,848	6.1%
Housing Finance Companies	394	1.3%	<b>Total</b>	<b>30,074</b>	<b>100.0%</b>

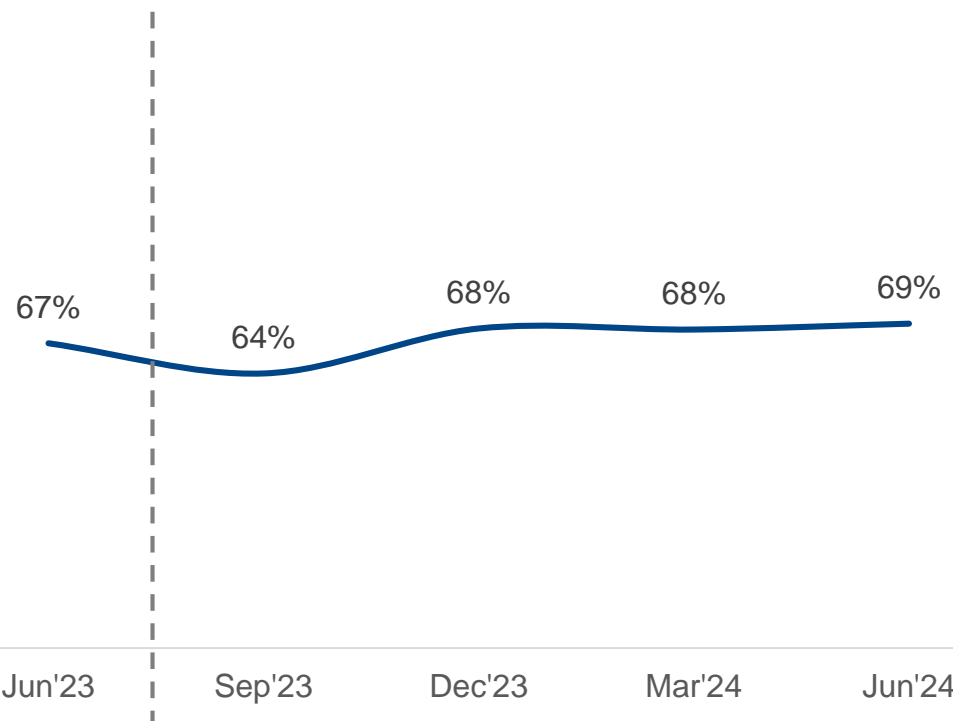


# Top 20 borrower exposure as a % of total exposure

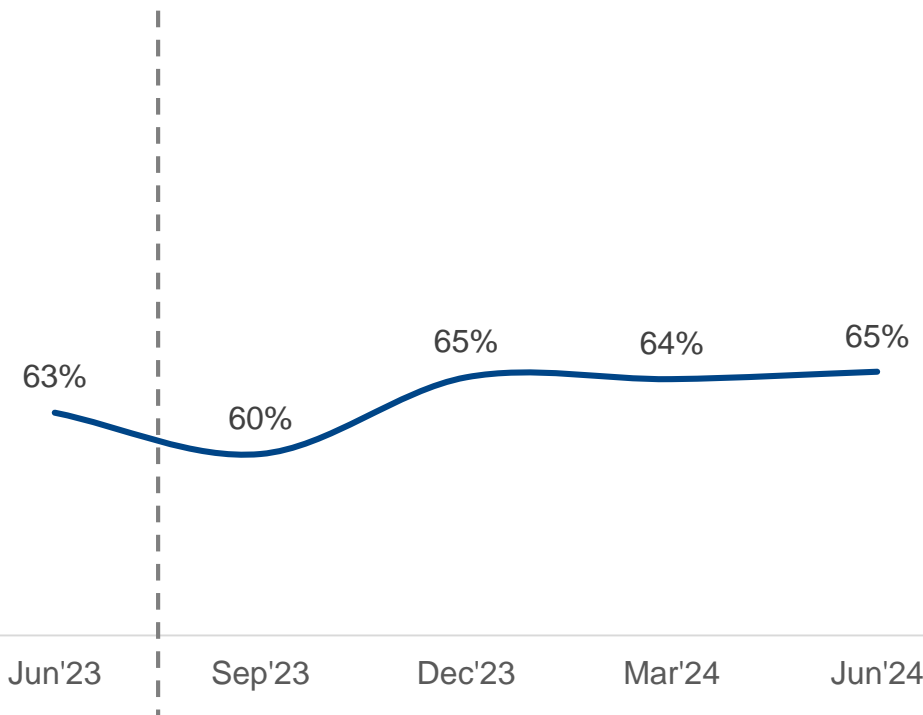


# Risk Weighted Assets

## RWA to Total Assets



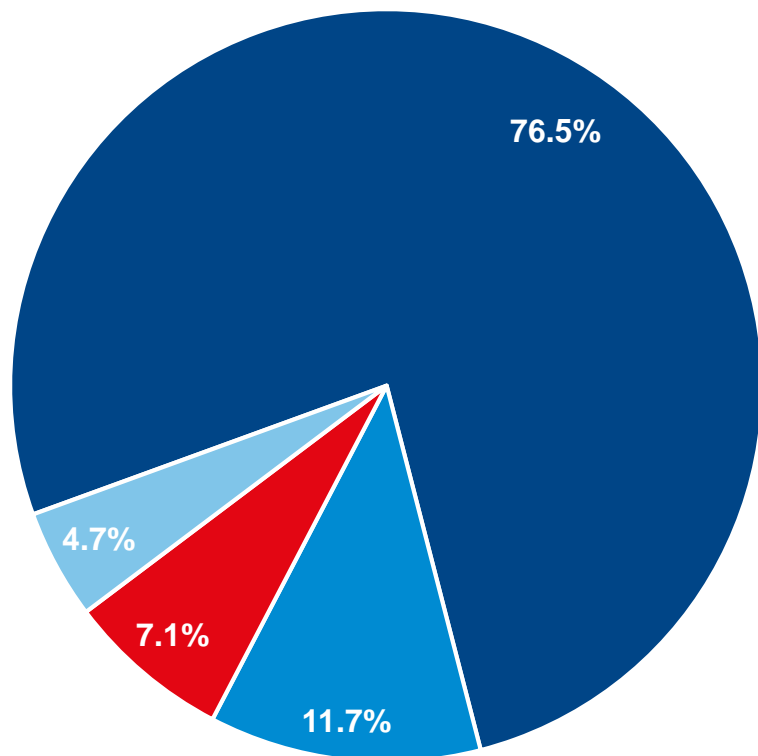
## Risk Weight Density\*



# Corporate rating mix

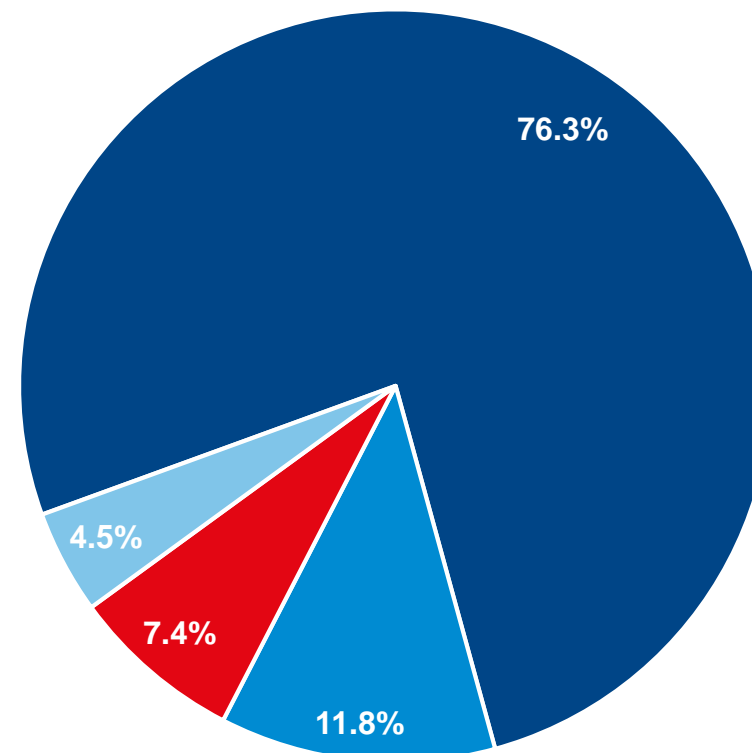
Rating mix % of externally rated wholesale book (corporate & mid corporate)

Mar'24



■ AA and above ■ A ■ BBB ■ BB and below

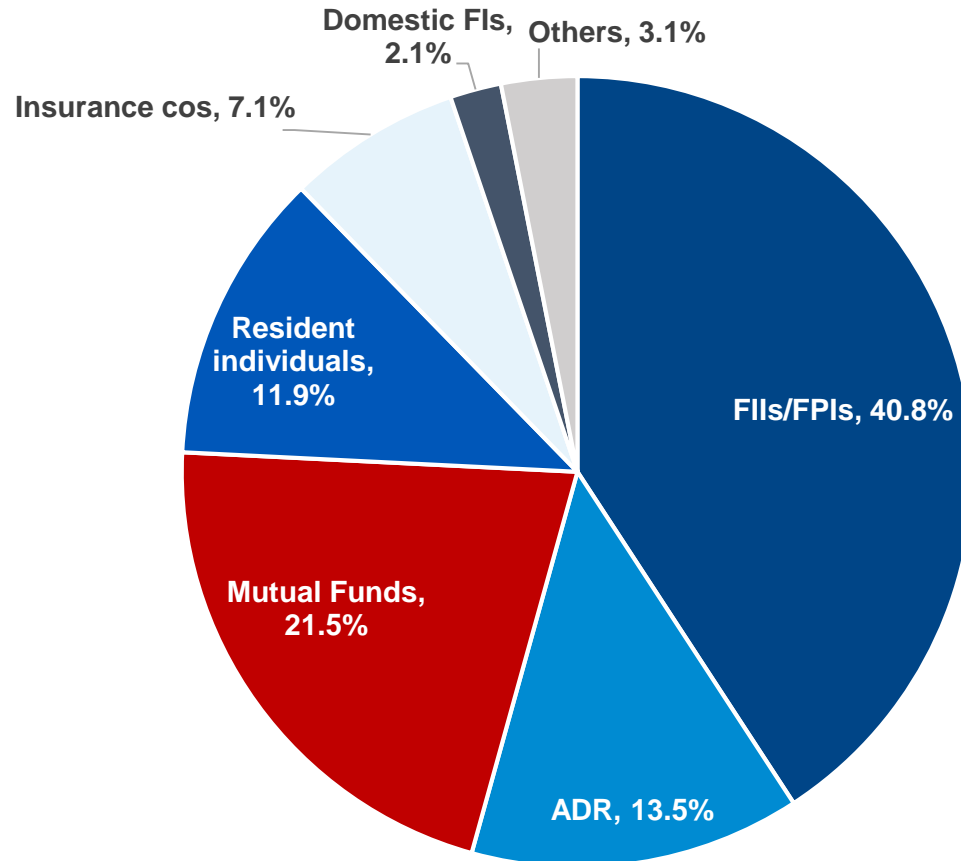
Jun'24



■ AA and above ■ A ■ BBB ■ BB and below

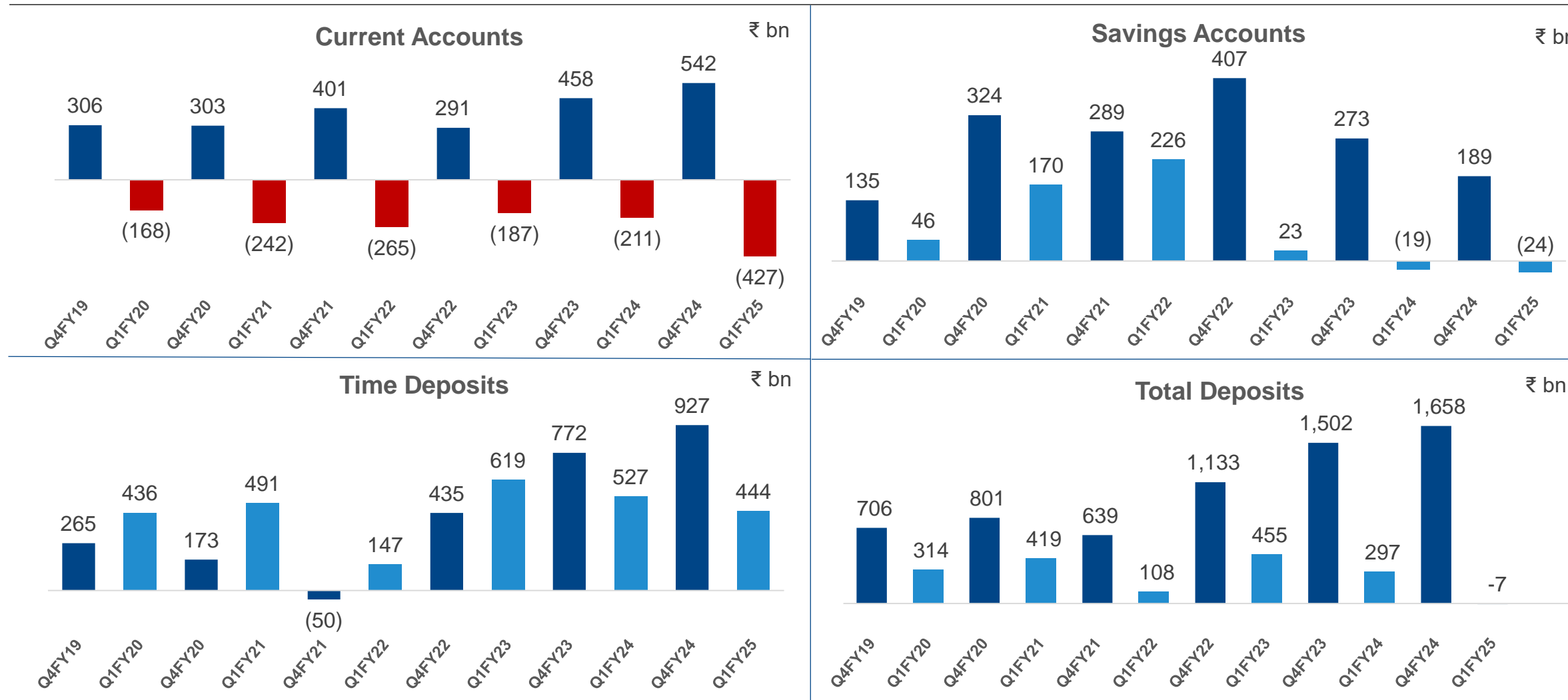
# Shareholding Pattern

Jun'24

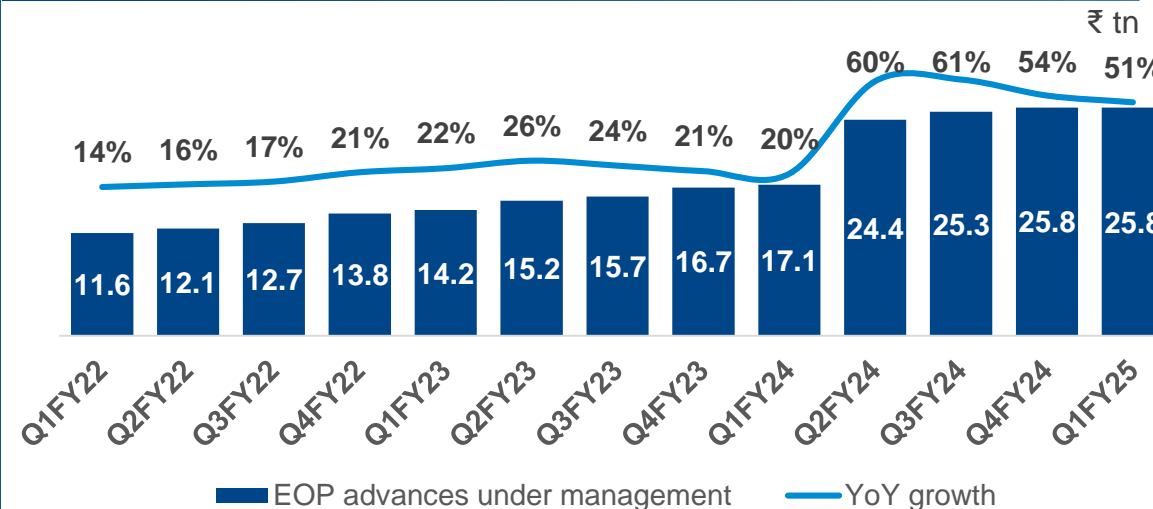
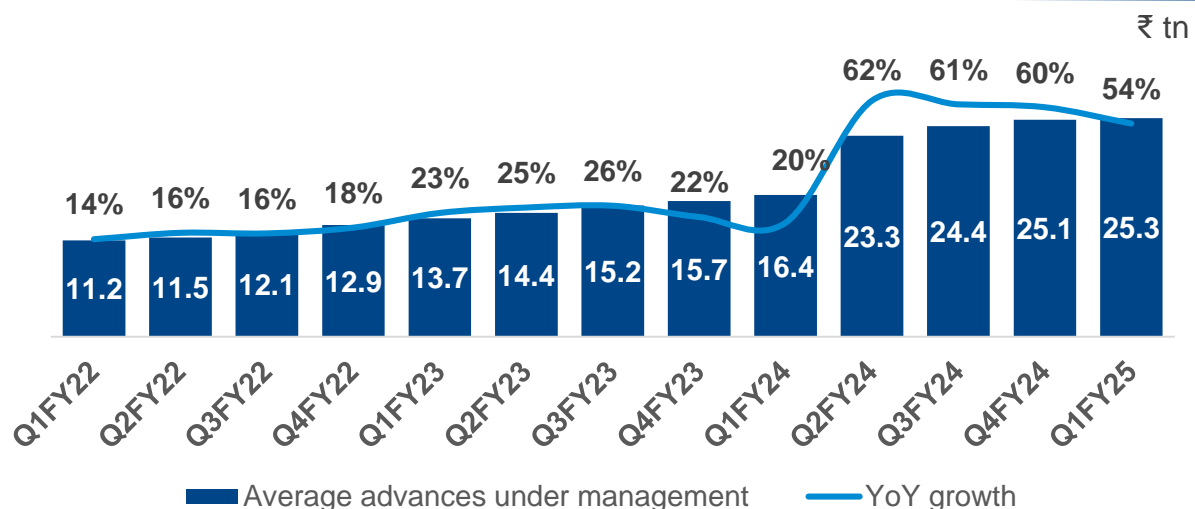
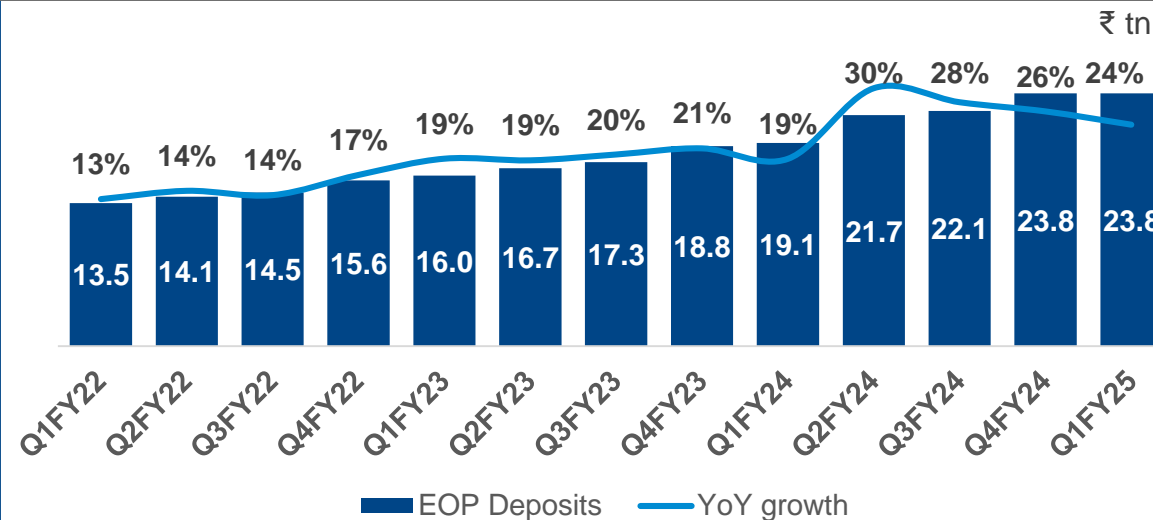
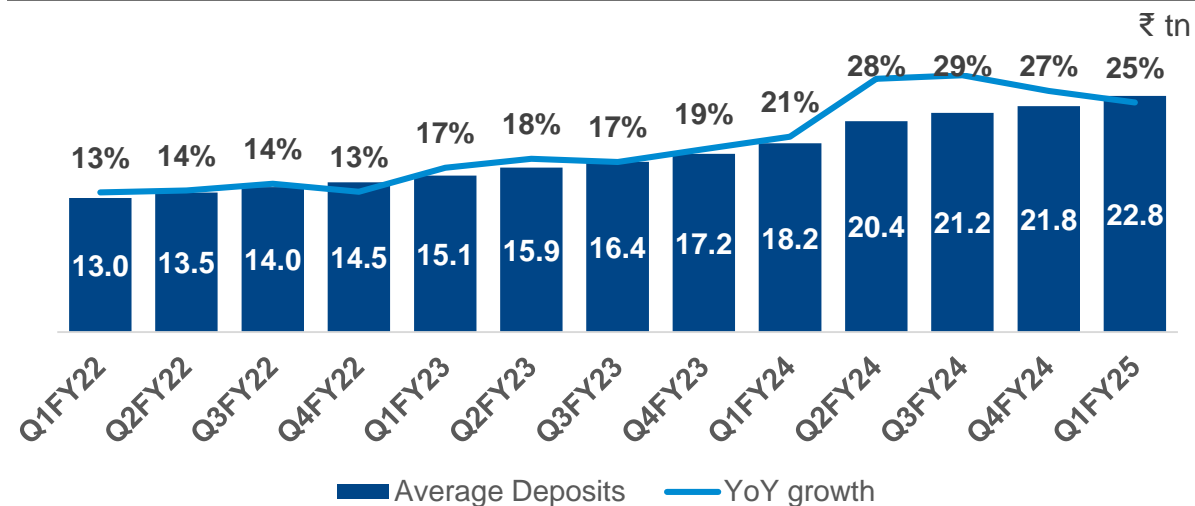


Number of shares outstanding	:	7,608 mn
Number of resident individual shareholders	:	3.60 mn
Foreign limit utilized	:	54.83%
Foreign headroom	:	19.17%

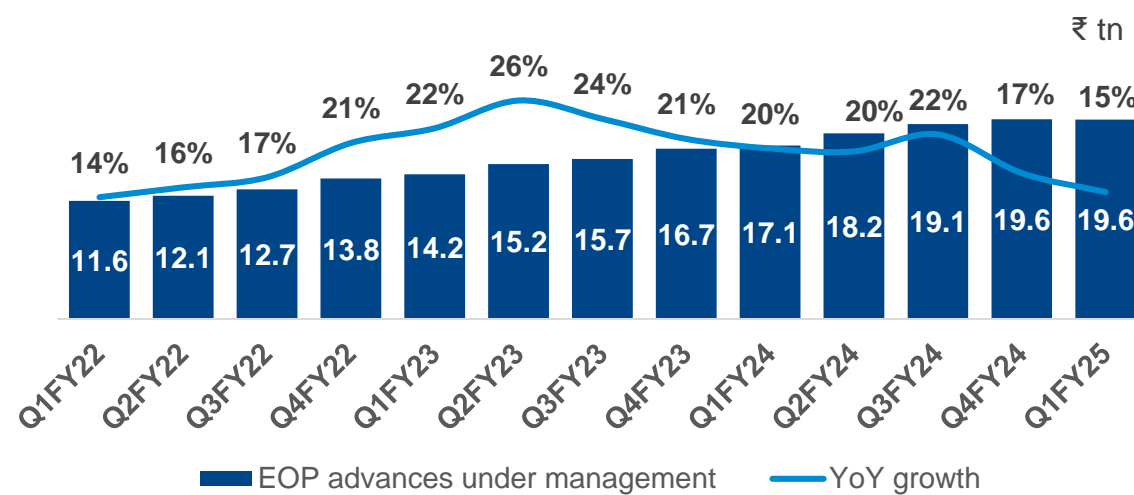
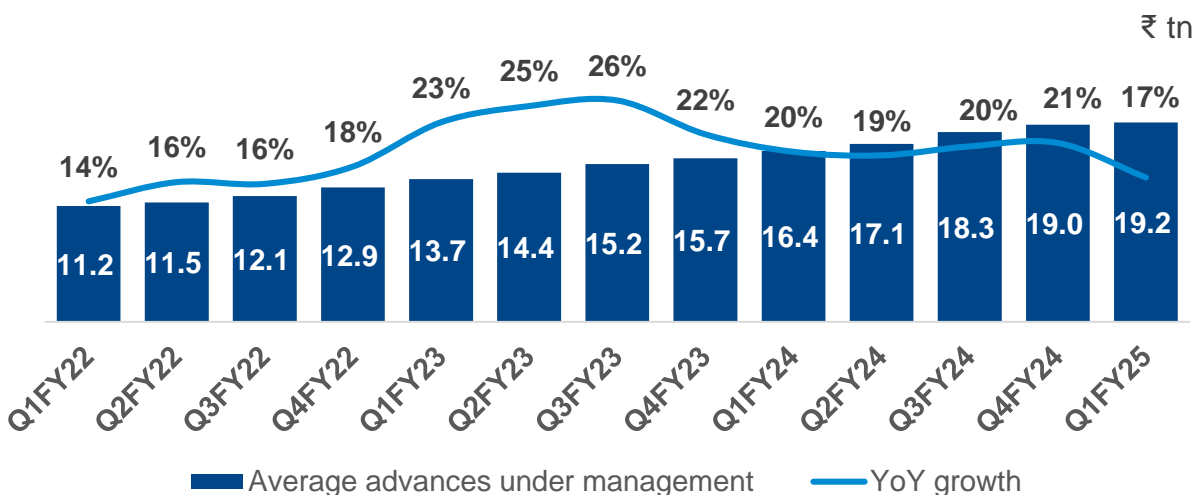
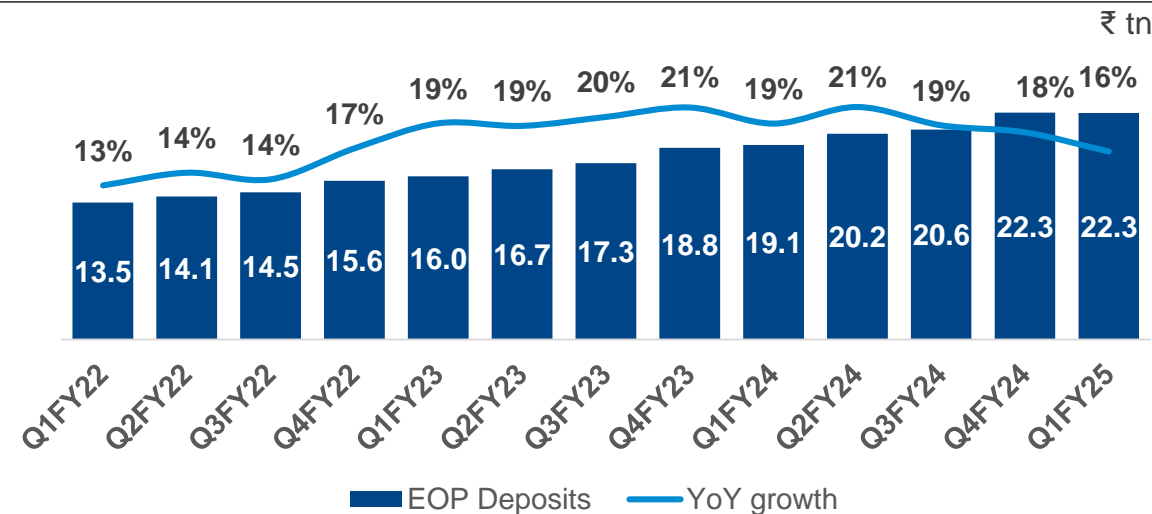
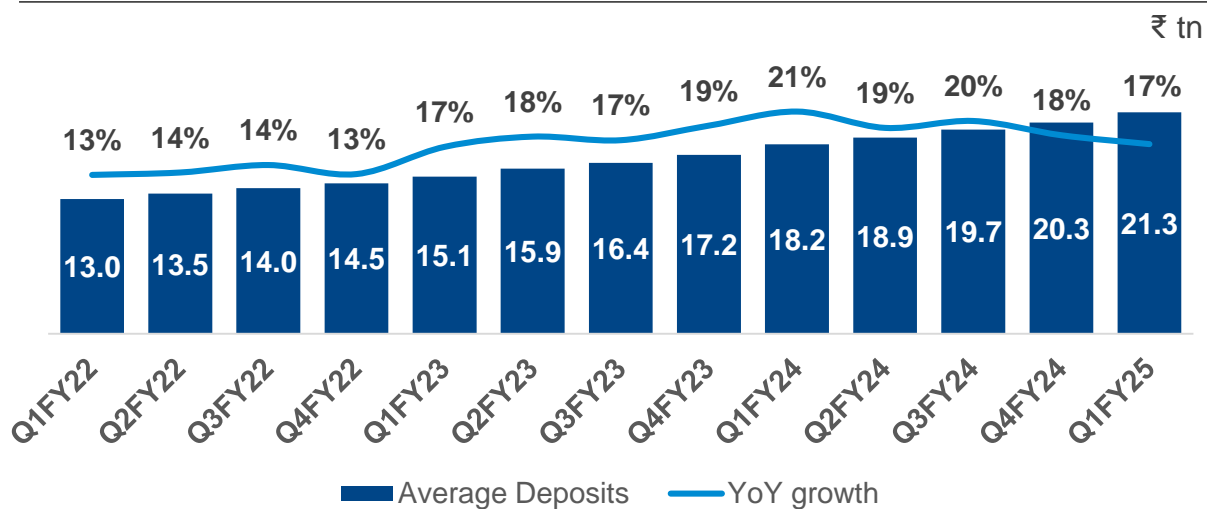
# Deposit momentum



# Average deposits and advances trend



# Average deposits and advances trend (ex-merger)



# Safe harbour statement

Certain statements are included in this release which contain words or phrases, such as 'will', 'aim', 'will likely result', 'believe', 'expect', 'will continue', 'anticipate', 'estimate', 'intend', 'plan', 'contemplate', 'seek to', 'future', 'objective', 'goal', 'project', 'should', 'will pursue' and similar expressions or variations of these expressions, that are 'forward-looking statements'. Actual results may differ materially from those suggested by the forward-looking statements due to certain risks or uncertainties associated with our expectations with respect to, but not limited to, our ability to implement our strategy successfully, the market acceptance of and demand for various banking services, future levels of our non-performing loans, our growth and expansion, the adequacy of our allowance for credit and investment losses, technological changes, volatility in investment income, our ability to market new products, cash flow projections, the outcome of any legal, tax or regulatory proceedings in India and in other jurisdictions we are or become a party to, the future impact of new

accounting standards, our ability to pay dividends, the impact of changes in banking regulations and other regulatory changes on us in India and other jurisdictions, our ability to roll over our short-term funding sources and our exposure to market and operational risks.

By their nature, certain of the market risk disclosures are only estimates and could be materially different from what may actually occur in the future.

As a result, actual future gains, losses or impact on net income could materially differ from those that have been estimated. In addition, other factors that could cause actual results to differ materially from those estimated by the forward-looking statements contained in this document include, but are not limited to: general economic and political conditions, instability or uncertainty in India and other countries which have an impact on our business activities or investments caused by any factor, including terrorist attack in India, the United States or elsewhere, anti-terrorist or other

attacks by the United States, a United States-led coalition or any other country, tensions between India and Pakistan related to the Kashmir region or between India and China, military armament or social unrest in any part of India, the monetary and interest rate policies of the Government of India, natural calamities, inflation, deflation, unanticipated turbulence in interest rates, foreign exchange rates, equity prices or other rates or prices, the performance of the financial markets in India and globally, changes in Indian and foreign laws and regulations, including tax, accounting and banking regulations, changes in competition and the pricing environment in India, and regional or general changes in asset valuations.

References to e-HDFCL are in respect of the erstwhile Housing Development Financial Corporation Limited that was merged with HDFC Bank Limited effective July 1, 2023.