

# Investor Presentation

April 2022

# HDFC Bank at a glance

## Prominence

**#1**

Private sector bank in India\*

**US\$ 100 + bn**

Market capitalisation

**140K +**

Employees

**#1**

Among BrandZ Top 75 most valuable Indian brand in 2020 (seventh consecutive year)#

## Market share

**11.2%**

Advances<sup>^</sup>

**9.5%**

Deposits

**46%**

Acquiring volumes<sup>^^</sup>

**23%**

Credit cards in force (volume)<sup>^^</sup>

## Reach

**>70 Mn**

Customer base

**6.3K +**

Banking branches

**21K +**

Banking outlets

**> 3 Mn**

Merchant acceptance points

## Social impact

**₹737 cr**

CSR spend

**> ₹45K cr**

Contribution to exchequer

**50%**

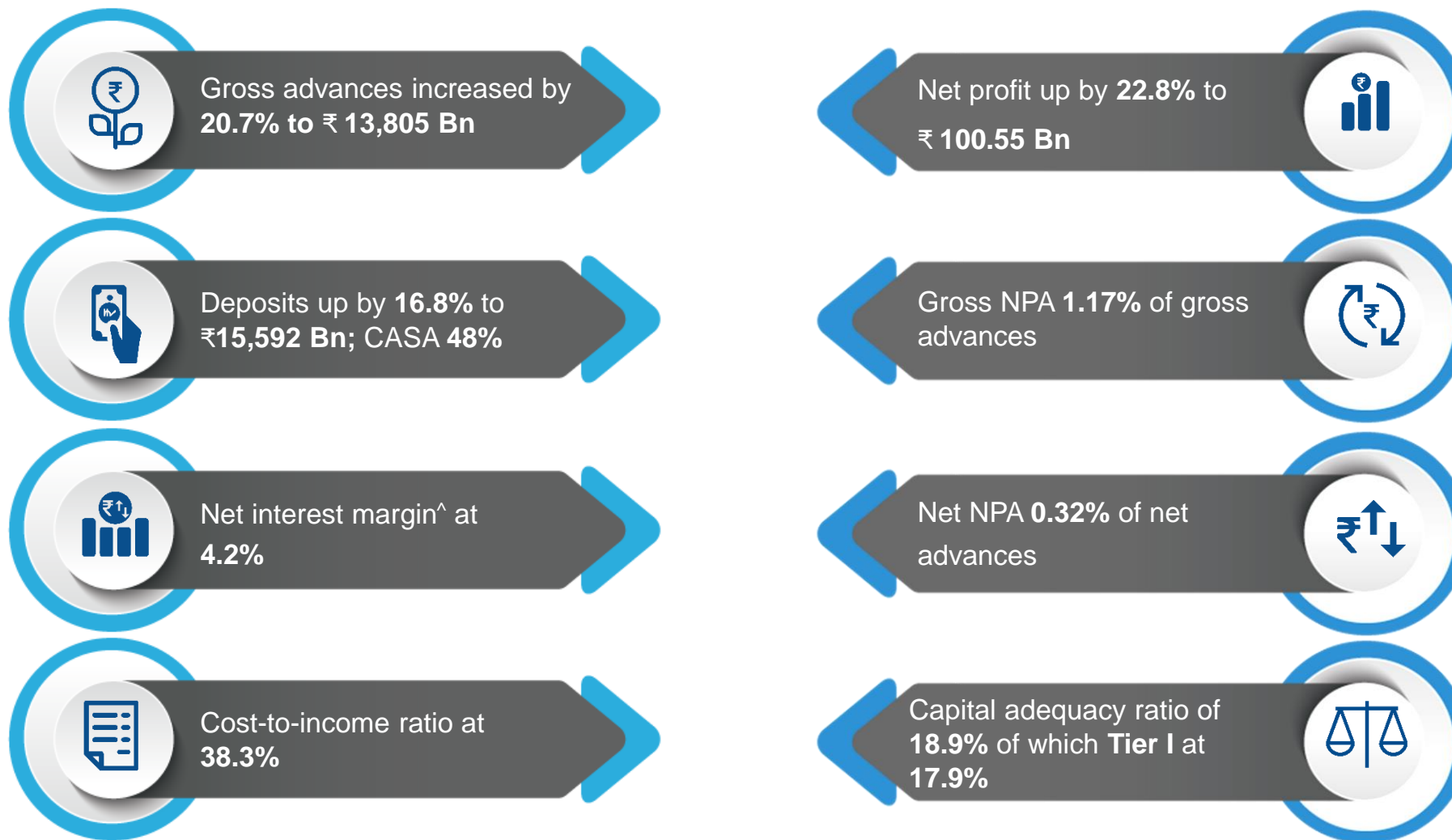
Branches in semi-urban and rural

**15K +**

CSC - BCs

\*in terms of asset size | #Released by WPP and Kantar| ^Domestic | ^^Feb'22  
CSC - BCs: Customer Service Centre – Business Correspondents | SLI: Sustainable Livelihood Initiative  
Unless otherwise stated, information is as at or for the year ended March 2022

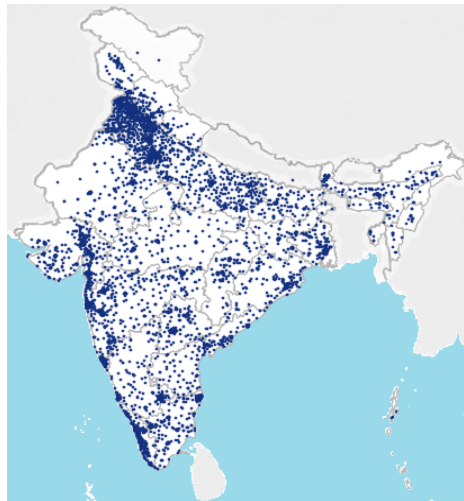
# Key highlights for the quarter



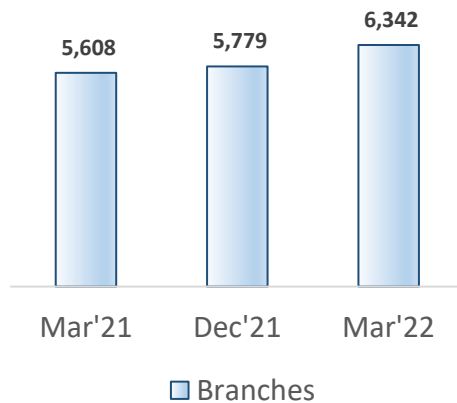
Standalone Indian GAAP figures (Bn = Billion); ₹ - Rupees; Net NPA = Gross NPA less specific loan loss provisions; <sup>^</sup>interest earning assets, based on assets at 4.0%

# Network, customers and people

## Strong national footprint

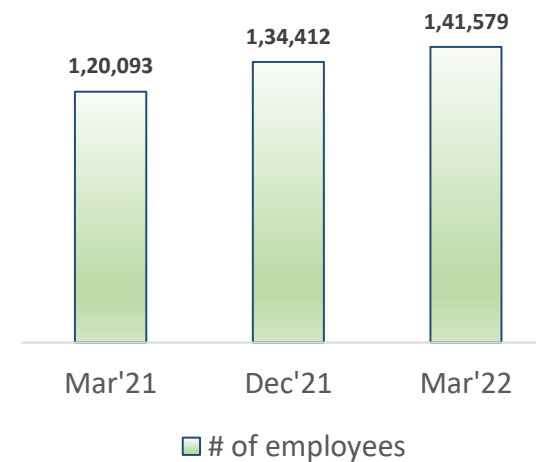
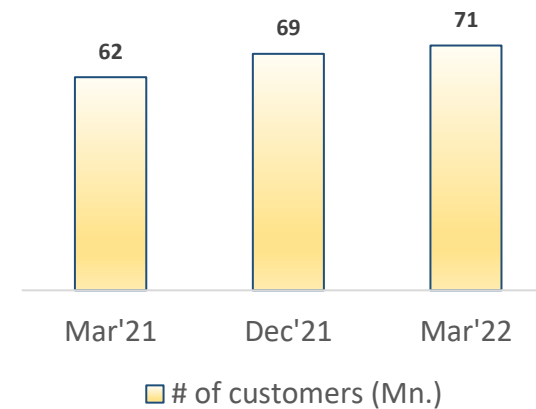


6K+ branches  
50% Semi-urban and Rural branches  
15K+ CSCs & BCs



563 branches added in Q4'22  
734 branches added in FY'22

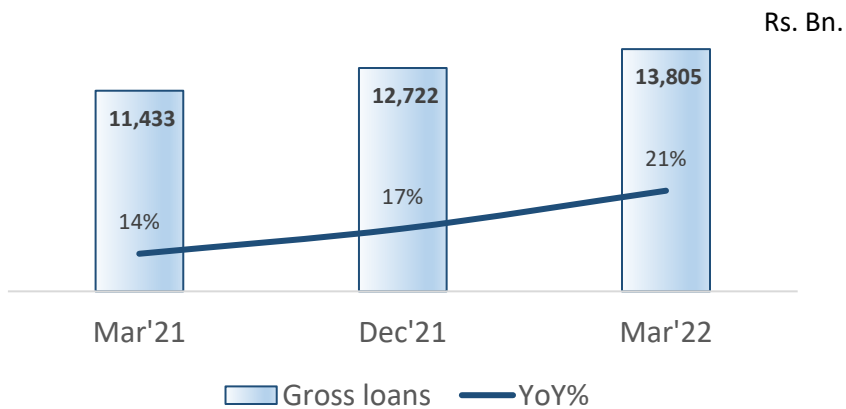
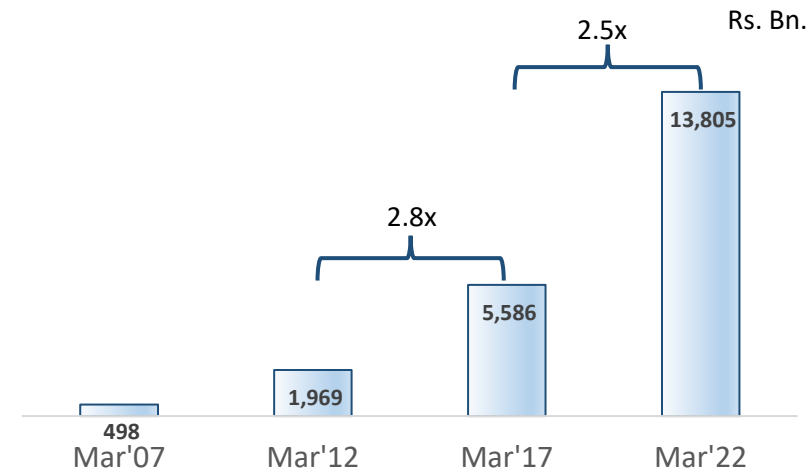
## Customers and people



Profit per employee of Rs. 0.28 crore in FY'22  
Business per employee of Rs. 20.25 crore in FY'22

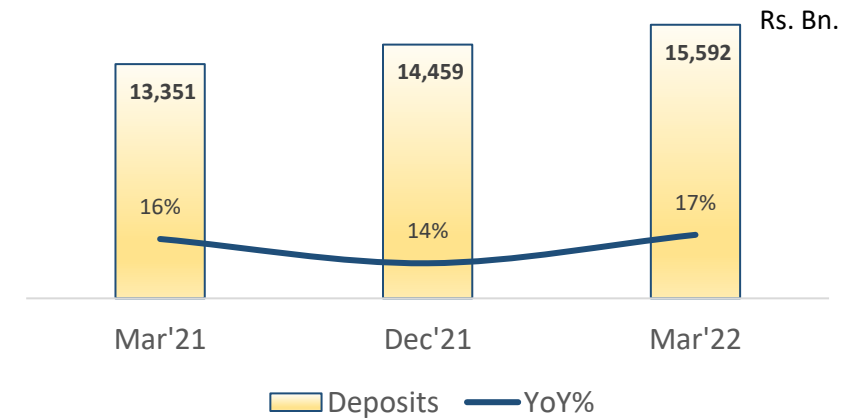
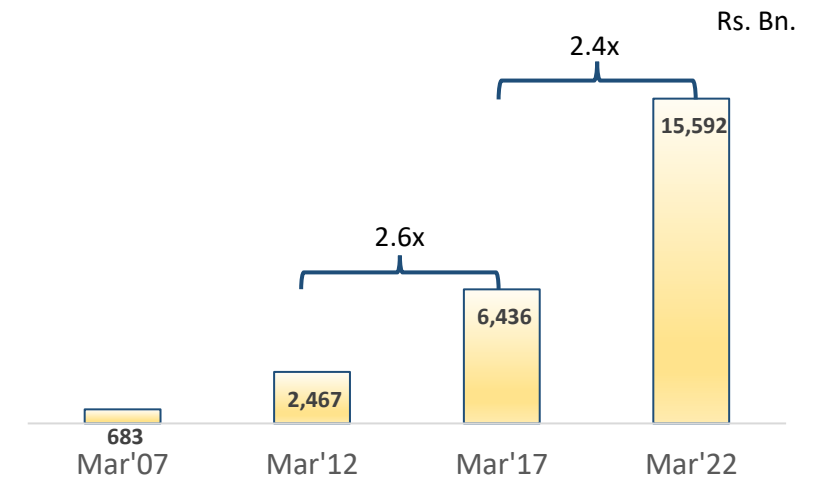
# Executed business growth

## Loans



**Net incremental loans: Rs. 2,37,206 crore in FY'22**  
**39% retail loans ; 35% CRB loans; 26% wholesale loans at Mar'22**  
 ~Loans market share 2.4% in 2007; 3.9% in 2012; 6.8% in 2017 and 11.2%^ in 2022

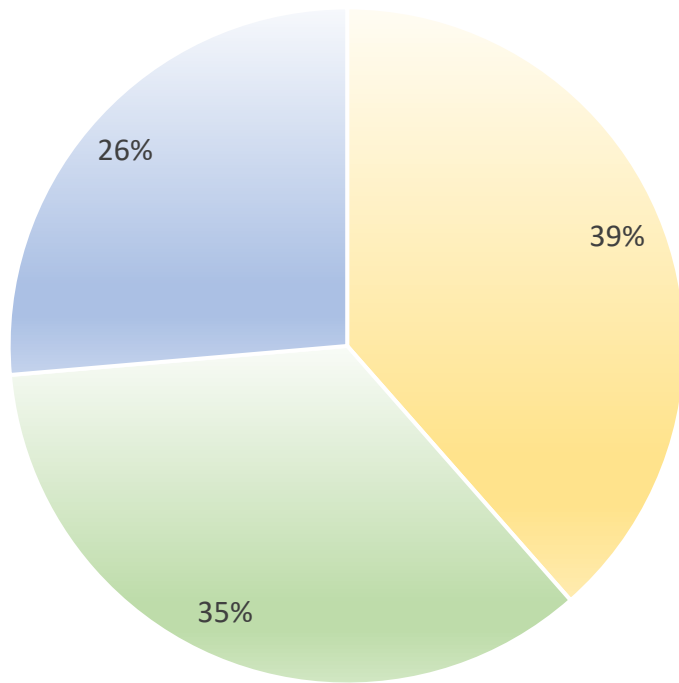
## Deposits



**Net incremental deposits: Rs. 2,24,157 crore in FY'22**  
**New liability relationships added: 2.4 mn in Q4'22; 8.7 mn in FY'22**  
 ~Deposits market share 2.5% in 2007; 3.8% in 2012; 5.8% in 2017 and 9.5% in 2022

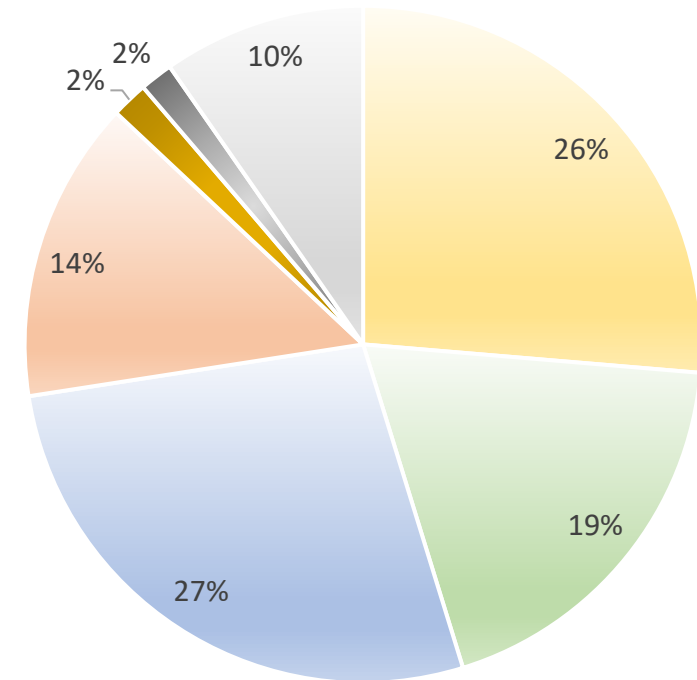
# Well diversified loan book

Segment-wise loan mix



■ Retail ■ CRB ■ Wholesale

Diversified retail loan mix

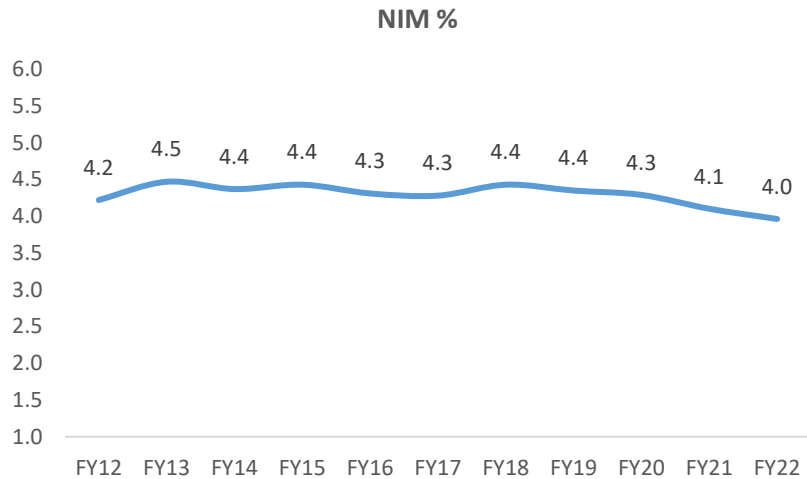


■ PL ■ AL ■ Mort. ■ Payments ■ TW ■ GL ■ Other retail

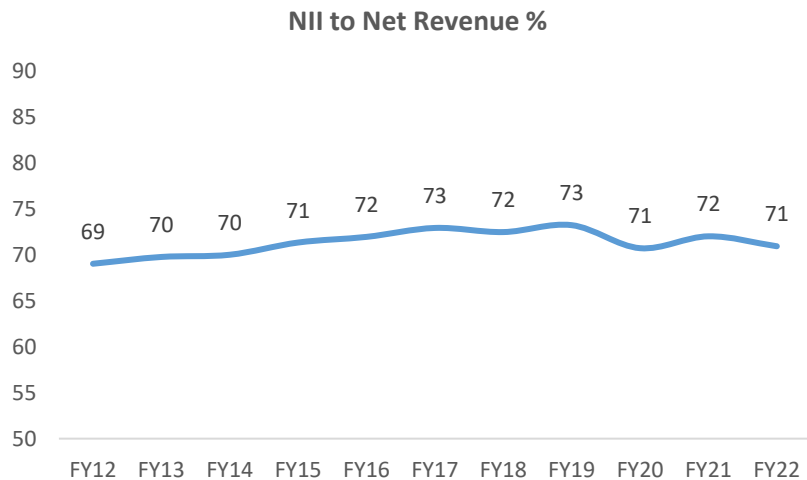
Retail : Wholesale as per Basel – 44 : 56

# Efficiency in profitability

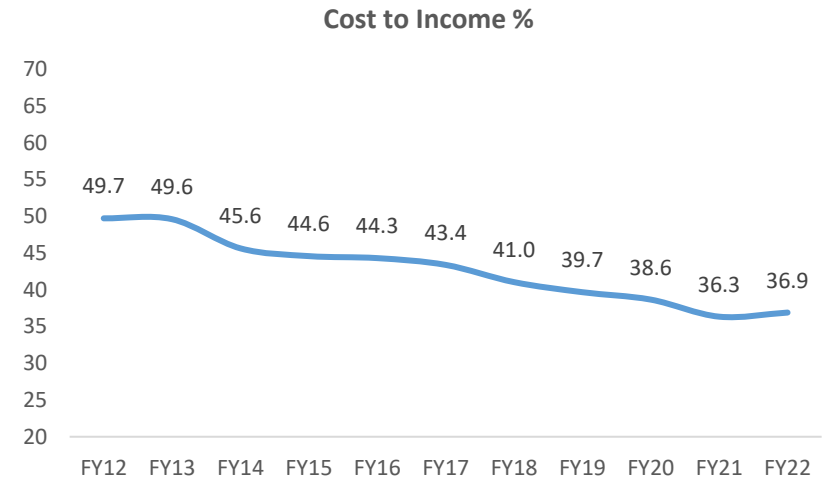
## Consistent NIM profile & stable NII contribution



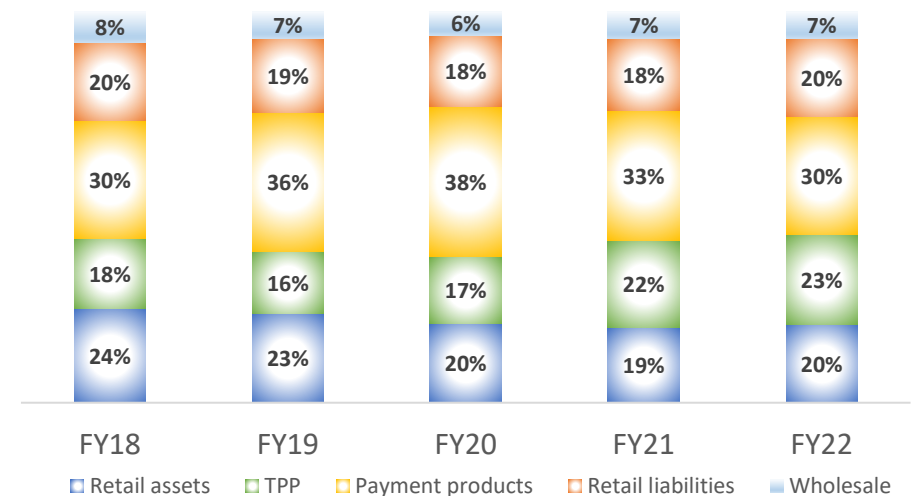
NIM based on average total assets



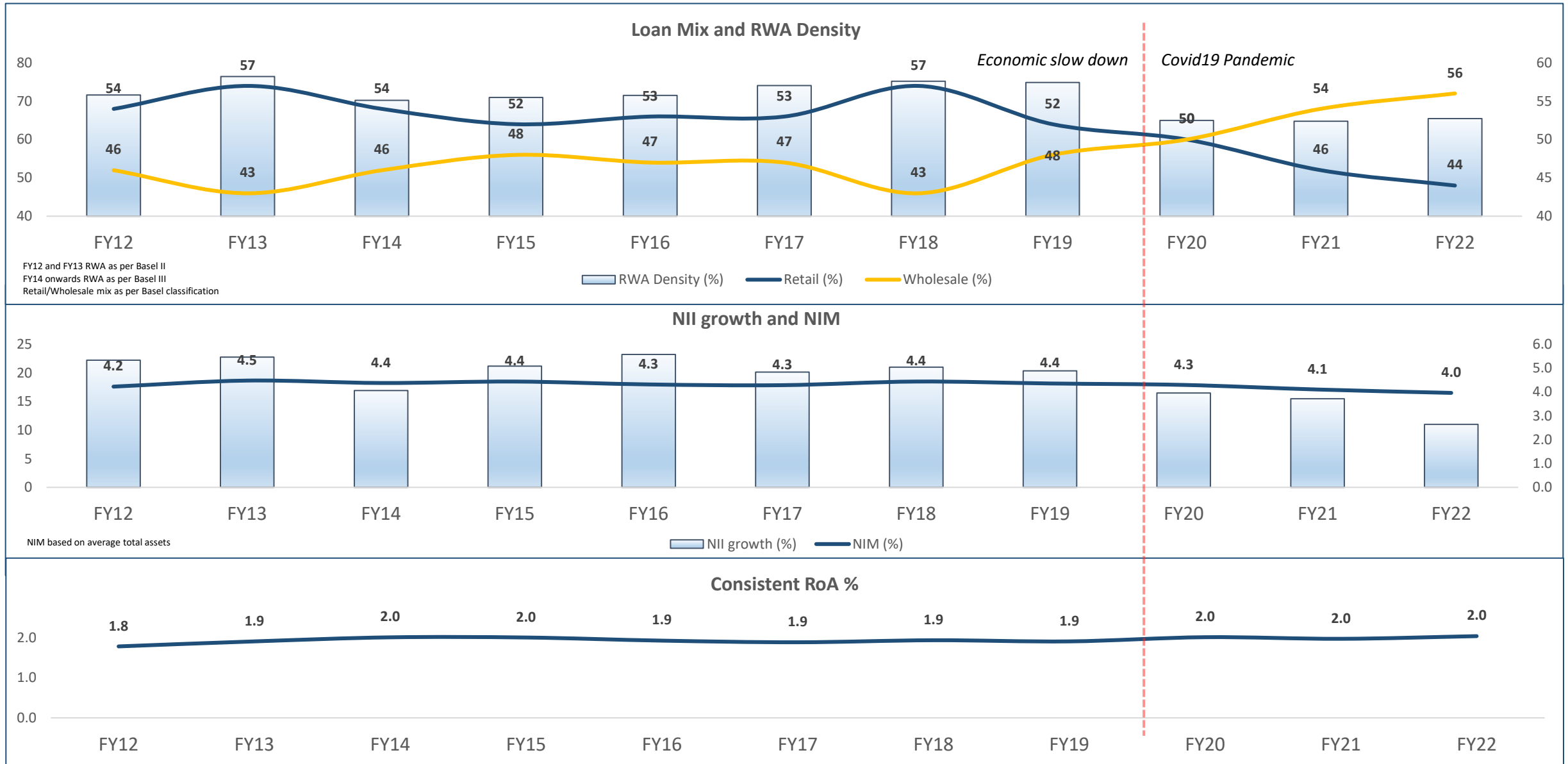
## Cost to Income and fee mix



## Well diversified, high quality non-fund fee income



# Change in loan mix driving change in NII and NIM

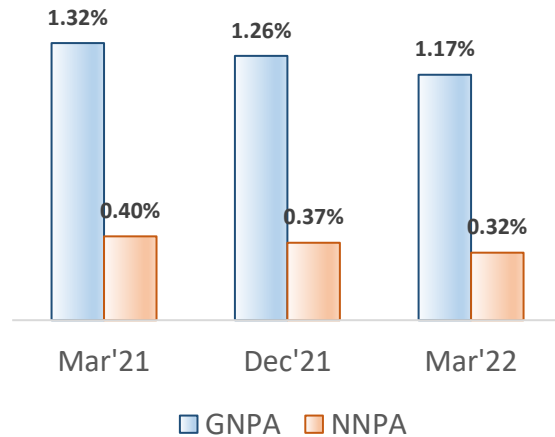
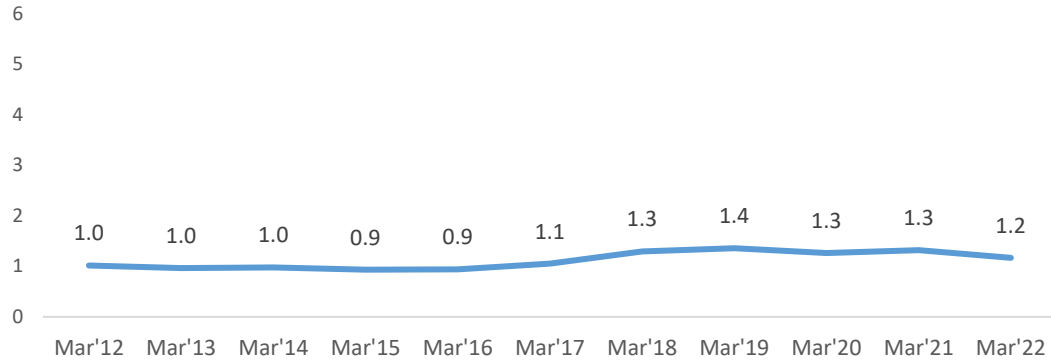




# Quality in growth and strong capital base

## Well-managed asset quality

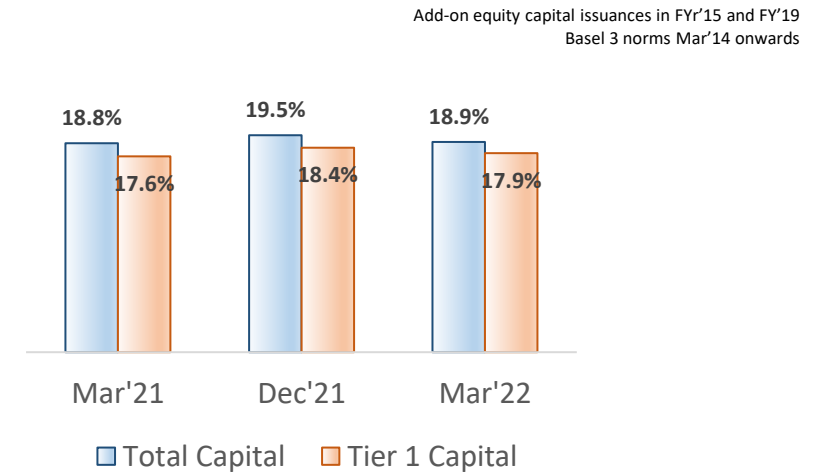
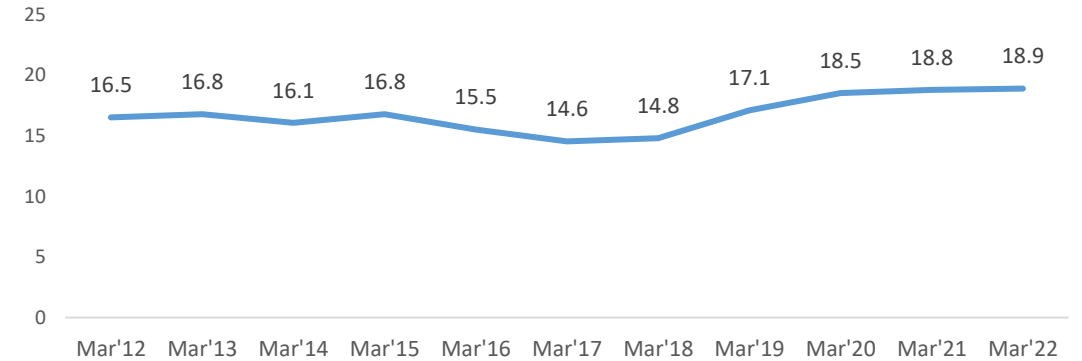
Cross cycle experience with stable asset quality (GNPA%)



**73% specific provision coverage at Mar'22**  
**182% total coverage ratio at Mar'22**

## Healthy capital level

Capital Ratio %

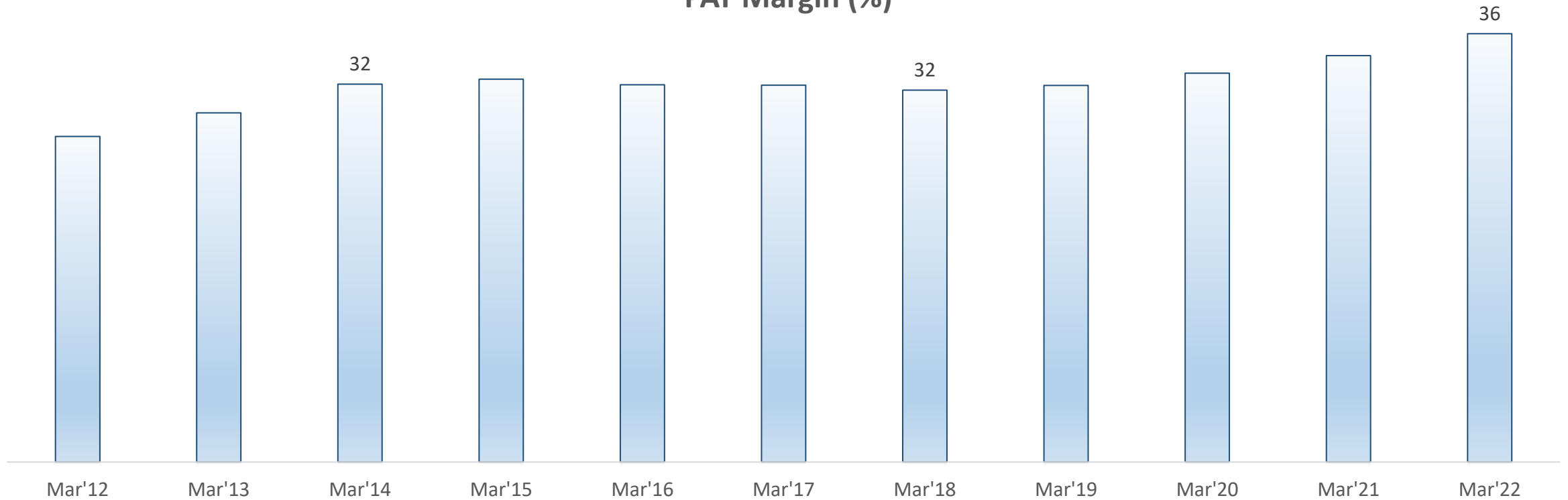


Add-on equity capital issuances in FY'15 and FY'19  
 Basel 3 norms Mar'14 onwards

**Adequately capitalised**  
**Well-positioned for growth**

# Stable PAT Margin

PAT Margin (%)



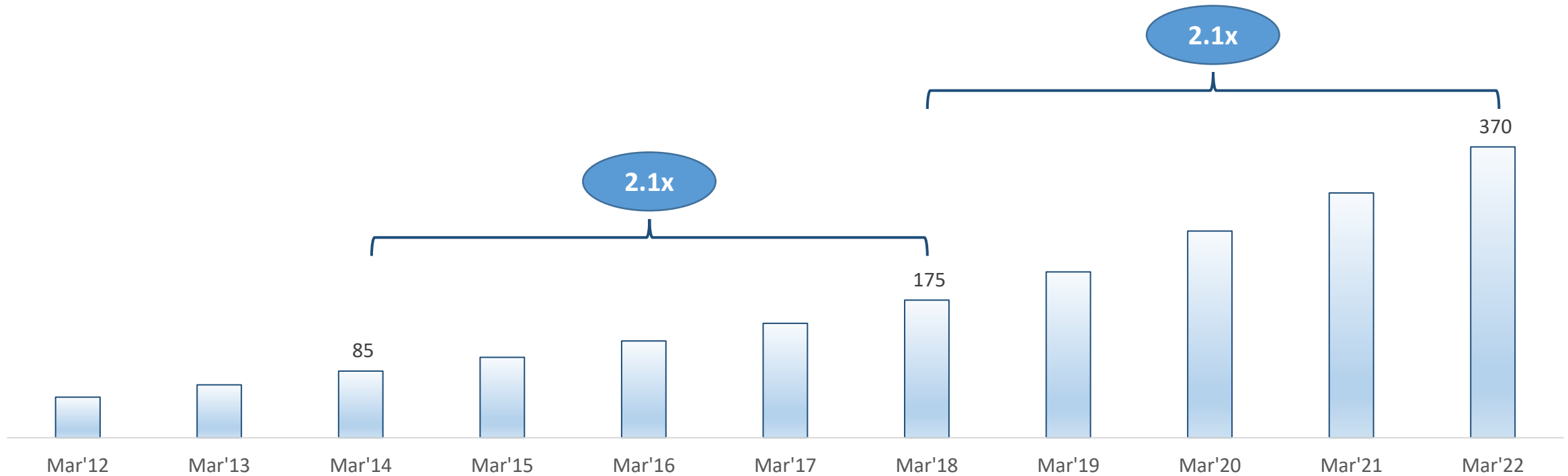
10-year average PAT margin\* of 33%

\*PAT margin – Ratio of Profit After Tax (PAT) to Net Revenue

# Consistent performance across cycles

## Profit after tax

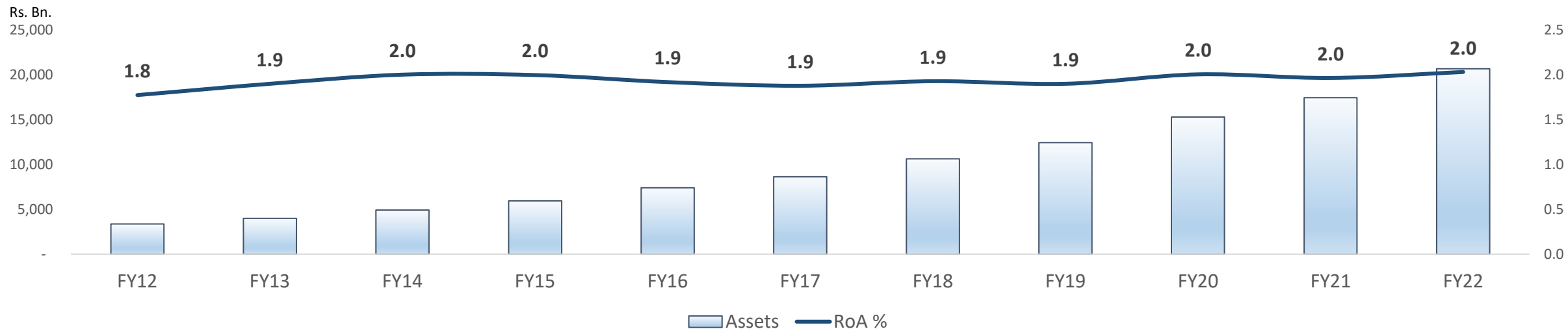
Rs. Bn.



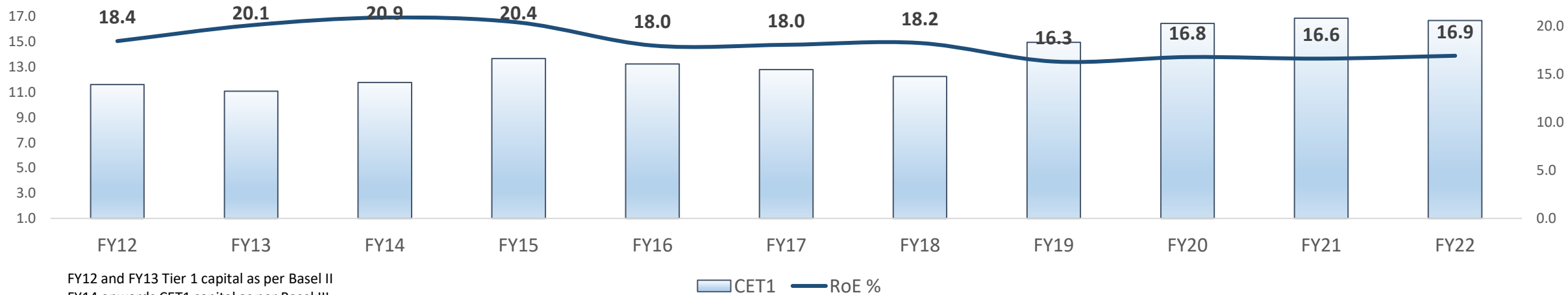
- 5-year CAGR of 20.5%
- Constant growth in EPS (Rs. 33.9 in FY'18 to Rs. 66.8 in FY'22)

# Balance sheet and capital productivity

## Balance sheet productivity – Consistent RoA over long term



## Capital productivity – Consistent returns to shareholders over long term



FY12 and FY13 Tier 1 capital as per Basel II  
 FY14 onwards CET1 capital as per Basel III

# 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 the other countries which have an impact on our business activities or investments caused by any factor, including terrorist attacks 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.