

Investor Presentation – Q2 FY 2014

October 2013

Development Credit Bank Limited

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DCB BANK

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Financial numbers are rounded off to nearest whole number

DCB Bank – Overview

DCB BANK

DCB Bank – at a glance	 Development Credit Bank Ltd (DCB Bank) <u>http://www.dcbbank.com</u> is a modern emerging new generation private sector bank. Present since 1930s, DCB is the only co-operative bank in India to have been converted into a private sector commercial bank in 1995 Distribution network of 103 branches across 53 locations and 251 ATMs
Comprehensive product range &	 Business model focused on achieving a balance between Micro SME, SME, Retail Mortgages, Commercial Vehicle, Gold Loans, mid-Corporate and Agri / Inclusive Banking
scalable	Comprehensive range of banking products across all businesses
infrastructure	Modern systems and infrastructure to support growth- Finacle, FinnOne, CMS, Internet and Mobile banking
Traditional loyal	Traditional sticky customer base helped by presence of branch network in key areas of Maharashtra, Gujarat and AP
customer base	Provides DCB Bank access to low cost deposits
Focus on building low cost franchise	 Continued focus on building a low cost Deposits and strong capital position CASA of 26.92% and CRAR of 13.81% under Basel III
Steady improvement in credit ratings	 Crisil upgraded rating to A-/Stable for Long term and A1+ for Short term and Fixed Deposit Programme Brickwork Ratings: BWR A- (Stable)
Robust promoter background	DCB's promoter, Aga Khan Fund for Economic Development (AKFED) http://www.akdn.org/akfed is present in 16 countries employing over 30,000 people
	Promoter group holds 18.46% stake in DCB
Pedigreed board and experienced	 Nasser Munjee, Chairman: Ex- Executive Director – HDFC, instrumental in setting up IDFC & sits on the boards of many large Indian companies
management team	 Murali M. Natrajan, MD & CEO: worked in Standard Chartered Bank (Global Head – SME Banking), Citibank, American Express; strong Retail Banking & SME experience in India & abroad



Financial Performance

Highlights

DCB BANK

INR mn	Q2 FY 2014	Q2 FY 2013	Inc / (Dec)	Q1 FY 2014	Inc / (Dec)
Net Profit	331	221	50%	428	(23%)
Total Income	1,185	945	26%	1,282	(8%)
Operating Profit	401	265	51%	513	(22%)
Provisions	(70)	(44)	(61%)	(85)	17%
Cost to Income Ratio	66.2%	71.9%	-	60.0%	-

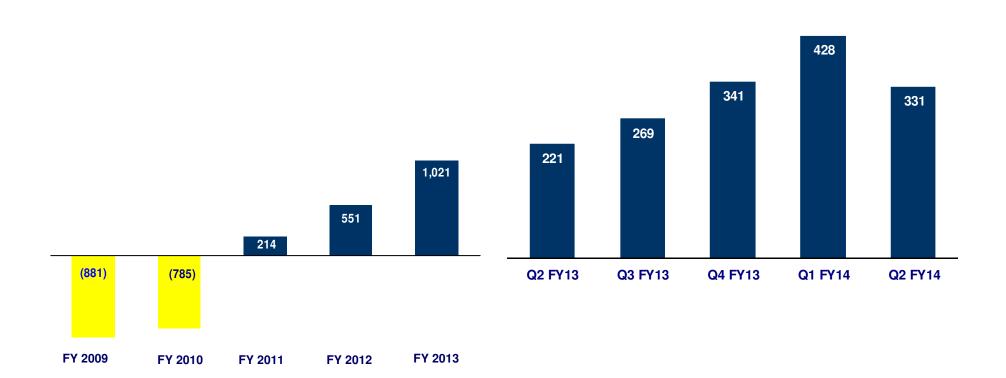
INR mn	September 30, 2013	September 30, 2012
Deposits	87,881	71,370
CASA	23,653	21,723
NRI Deposits	6,513	4,105
Advances	66,765	56,710

Quarter ended	September 30, 2013	September 30, 2012
CASA Ratio	26.92%	30.44%
Gross NPA Ratio	3.43%	3.86%
Net NPA Ratio	0.86%	0.68%
Provision Coverage Ratio	83.96%	89.25%
Credit/Deposit Ratio	75.97%	79.46%
ROA	1.19%	0.96%
ROE	12.50%	9.97%

Steady Improvement in Profits

DCB BANK

INR mn



Net Profit / Loss *

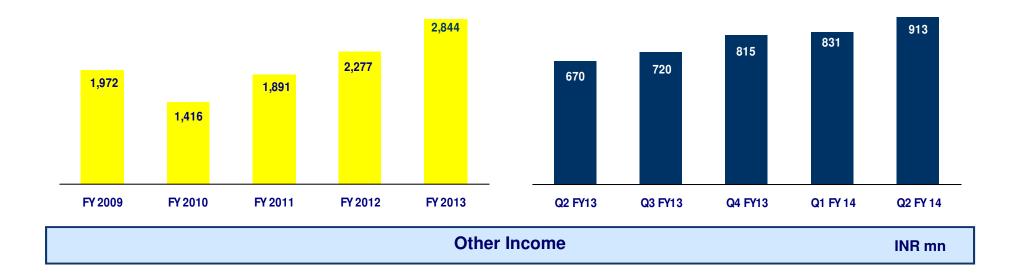
* Net Profit / (Loss) represents post tax numbers

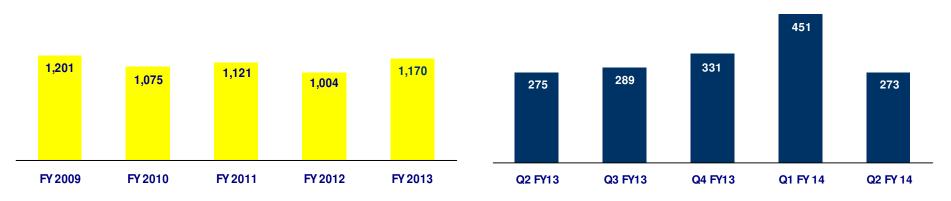
Improvement in Income, quality

DCB BANK

Net Interest Income

INR mn





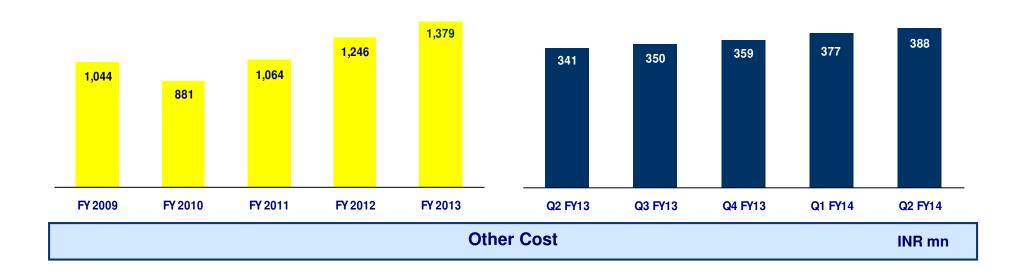
Private & Confidential

Development Credit Bank Limited

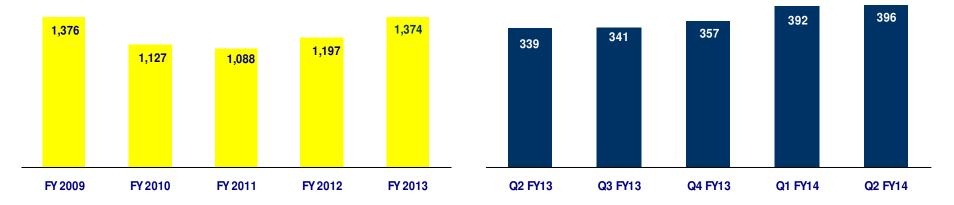
Staff Cost and Other Cost

DCB BANK

INR mn



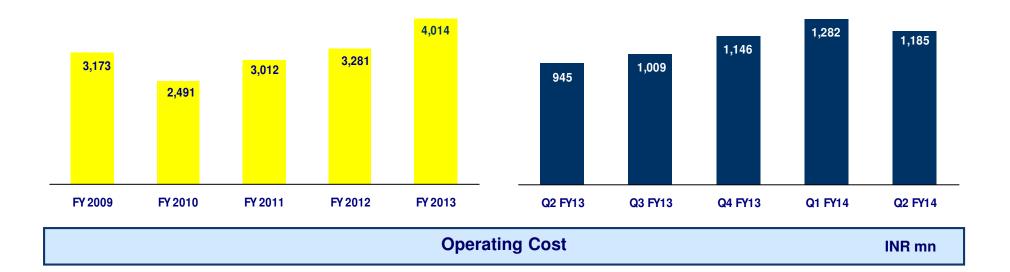
Staff Cost



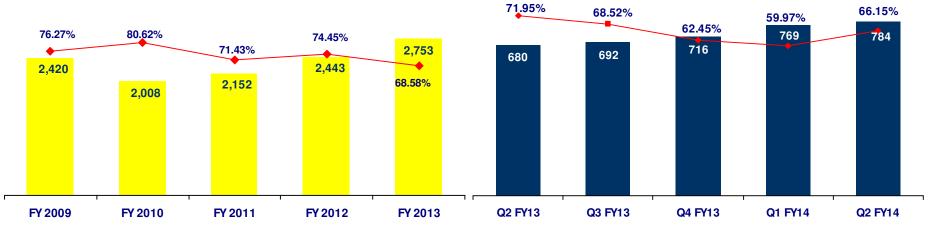
Operating Income and Cost to Income

DCB BANK

INR mn



Operating Income



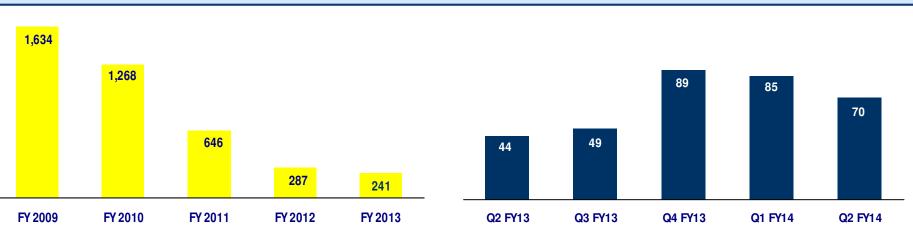
Private & Confidential

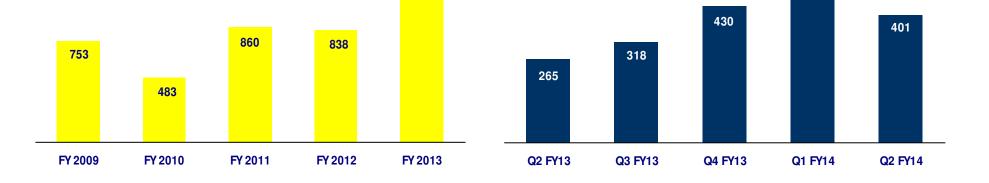
* Provisions include provisions for NPAs, standard assets, floating provision, income tax, other assets, restructured advances etc

Provisions also includes depreciation on investments and sacrifice of one time settlement

DCB BANK

INR mn





Operating Profit

1,261

Operating Profit

513

Provisions

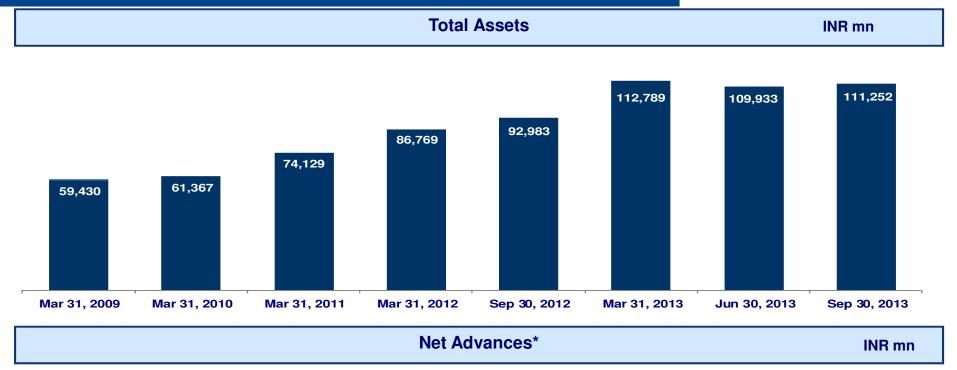
INR mn

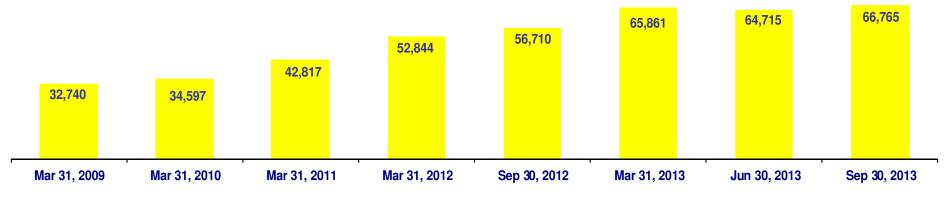
Growth in chosen Businesses



INR mn	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Sep 30, 2012	Mar 31, 2013	Jun 30, 2013	Sep 30, 2013
CASA	16,927	19,755	20,347	21,723	22,716	22,880	23,653
Retail Term Deposits	23,056	27,085	34,320	38,888	43,845	44,455	47,076
NRI Total Deposits	1,632	1,815	3,084	4,105	5,222	5,606	6,513
Mortgages	4,118	10,811	15,510	19,494	23,980	25,745	27,081
Commercial Vehicle	1,951	727	1,048	966	1,132	1,230	1,364
SME + Micro SME	6,004	10,073	14,038	14,930	14,877	13,923	13,401
Agri & Inclusive Banking	8,583	8,502	8,014	6,115	7,651	7,709	6,212
Corporate Banking	11,095	11,153	11,941	13,097	15,658	13,644	15,645

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* Net Advances – Gross advances less (net of) provisions

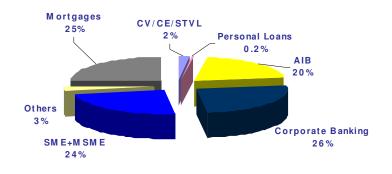
Balance Sheet

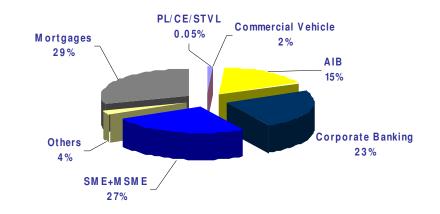
Diversified Portfolio

DCB BANK

Portfolio* as on Mar 31, 2011

Portfolio* as on Mar 31, 2012





Portfolio* as on Mar 31, 2013

Portfolio* as on Sep 30, 2013

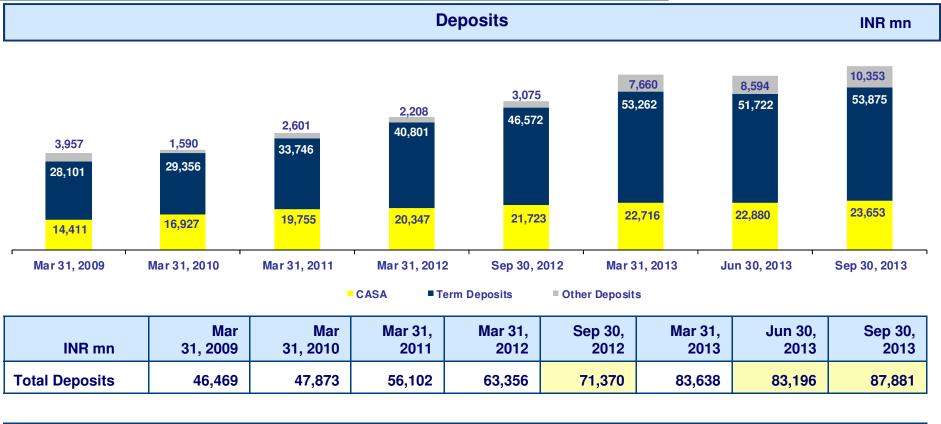


*AIB – Agri & Inclusive Banking, SME - Small & Medium Enterprises, MSME - Micro SME

Development Credit Bank Limited

Build Stable Deposit Base

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	Mar 31, 2009	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Sep 30, 2012	Mar 31, 2013	Jun 30, 2013	Sep 30, 2013
Retail Deposits Vs Total Deposits	67.53%	81.54%	81.17%	84.42%	83.22%	77.39%	79.51%	79.01%
CASA %	31.01%	35.36%	35.21%	32.12%	30.44%	27.16%	27.50%	26.92%

Access to low cost stable funding source to support Advances growth without undue reliance on volatile wholesale funding

Deposits Per Branch

DCB BANK

Retail CASA & Retail Term Deposits

INR mn



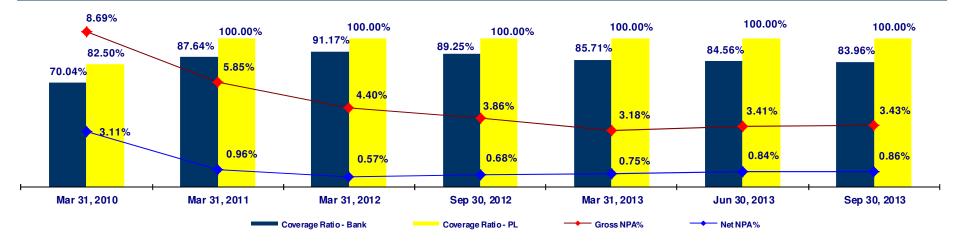
Private & Confidential

Development Credit Bank Limited

Strong Provision Coverage

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Key Ratios



INR mn	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Sep 30, 2012	Mar 31, 2013	Jun 30, 2013	Sep 30, 2013
Personal Loans	1,694	1,293	1,196	945	620	604	589
CV/CE/STVL*	599	452	322	278	253	246	242
Corporate	594	588	627	499	473	569	553
SME + MSME	123	110	141	347	576	592	683
Mortgages	168	138	103	160	197	219	243
Others	14	55	29	31	31	34	41
Gross NPA	3,192	2,636	2,418	2,260	2,150	2,264	2,351
Net NPA**	1,076	412	302	384	491	543	572

* CV / CE / STVL represents Commercial Vehicle, Construction Equipment and Small Ticket Vehicle Loan

** Net NPA = Gross NPA - (Balance in Interest Suspense account + DICGC/ECGC claims received and held pending adjustment + Part payment received and kept in suspense account + total provisions held)

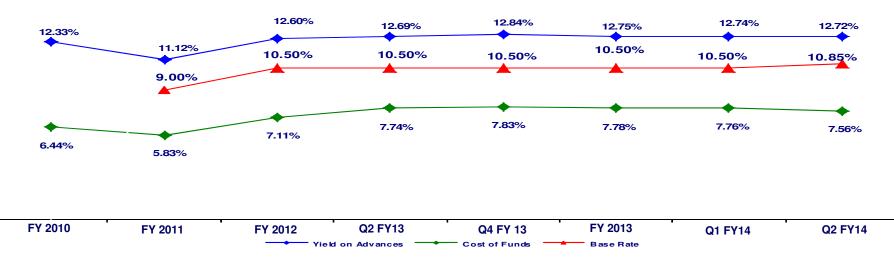
Yield, Cost of Funds and NIM

DCB BANK

Net Interest Margin



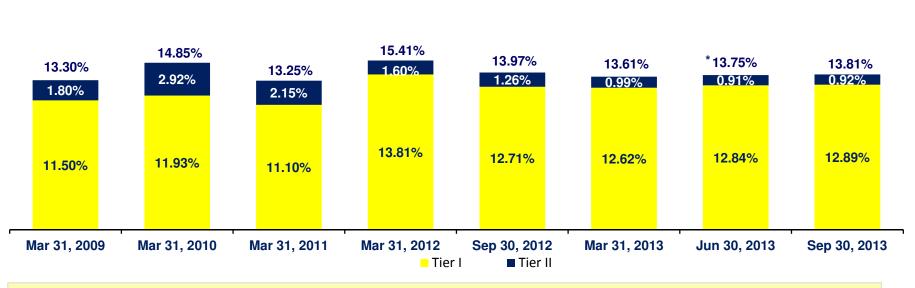
Yield on Advances, Base Rate & Cost of Funds



Capital Adequacy Ratios



Capital Adequacy Ratios – Basel III



*Capital Adequacy Ratio are under Basel III from June 30, 2013 (Prior period ratios are under Basel II))



INR mn	FY 2010	FY 2011	FY 2012	Q2FY13	FY 2013	Q1FY14	Q2FY14
Commission, exchange and brokerage	682	683	786	216	893	224	240
Sale of investments	178	253	118	22	139	160	9
Sale of land, buildings and other assets	(3)	11	(28)	(1)	(17)	(2)	-
Exchange transactions	68	90	69	6	72	22	(5)
Bad Debt Recovered	14	6	10	19	53	37	17
Miscellaneous income	136	78	49	13	30	10	12
Total	1,075	1,121	1,004	275	1,170	451	273



INR mn	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Sep 30, 2012	Mar 31, 2013	Sep 30, 2013
SLR	15,789	17,512	20, 219	21,637	24,332	27,714
Non-SLR	4,390	5,439	4,959	4,675	9,255	5,421
Total Investments *	20,179	22,951	25,178	26,312	33,587	33,135
НТМ	16,890	18,847	20,845	22,048	23,606	24,919
AFS	3,263	3,029	3,541	2,997	5,155	7,429
HFT	26	1,075	792	1,267	4,826	787
Total Investments *	20,179	22,951	25,178	26,312	33,587	33,135

* Represents Net investments (HTM – Held To Maturity, AFS – Available For Sale, HFT – Held For Trading)

Balance Sheet

DCB BANK

INR mn	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Sep 30, 2012	Mar 31, 2013	Jun 30, 2013	Sep 30, 2013
Shareholder's Equity	6,011	6,215	8,614	9,020	10,031	10,457	10,787
Deposits	47,873	56,102	63,356	71,370	83,638	83,196	87,881
Borrowings ¹	5,035	8,607	11,235	8,801	15,256	12,036	8,438
Other Liabilities & Provisions ¹	2,447	3,205	3,565	3,792	3,863	4,245	4,147
Cash, Inter-bank, etc	3,324	4,871	4,566	5,334	8,833	9,012	6,711
Investments	20,179	22,951	25,178	26,312	33,587	31,538	33,135
Advances	34,597	42,817	52,844	56,710	65,861	64,715	66,765
Fixed Assets	1,358	1,275	1,846	2,376	2,395	2,364	2,373
Other Assets	1,909	2,215	2,335	2,250	2,114	2,304	2,269
Credit Deposit Ratio	72.27%	76.32%	83.41%	79.46%	78.74%	77.79%	75.97%

INR mn	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Sep 30, 2012	Mar 31, 2013	Jun 30, 2013	Sep30, 2013
CASA	16,927	19,755	20,347	21,723	22,716	22,880	23,653
Other Deposits	30,946	36,347	43,009	49,647	60,922	60,316	64,228
Total Deposits	47,873	56,102	63,356	71,370	83,638	83,196	87,881
CASA Ratio	35.36%	35.21%	32.12%	30.44%	27.16%	27.50%	26.92%

1 : Subordinated Debt included in Borrowings as per RBI guidelines



INR mn	FY 2010	FY 2011	FY 2012	FY 2013
Net Interest Income	1,416	1,891	2,277	2,844
Other Income	1,075	1,121	1,004	1,170
Operating Income	2,491	3,012	3,281	4,014
Operating Expenses	(2,008)	(2,152)	(2,443)	(2,753)
Operating Profit	483	860	838	1,261
Total Provisions	(1,268)	(646)	(287)	(240)
PAT	(785)	214	551	1,021
Cost Income Ratio	80.62%	71.43%	74.45%	68.58%



INR mn	Q2 FY13	Q3 FY13	Q4 FY13	Q1 FY14	Q2 FY14
Net Interest Income	670	720	815	831	913
Other Income	275	289	331	451	273
Operating Income	945	1,009	1,146	1,282	1,185
Operating Expenses	(680)	(692)	(716)	(769)	(784)
Operating Profit	265	318	430	513	401
Total Provisions	(44)	(49)	(89)	(85)	(70)
PAT	221	269	341	428	331
Cost Income Ratio	71.95%	68.52%	62.45%	59.97%	66.15%

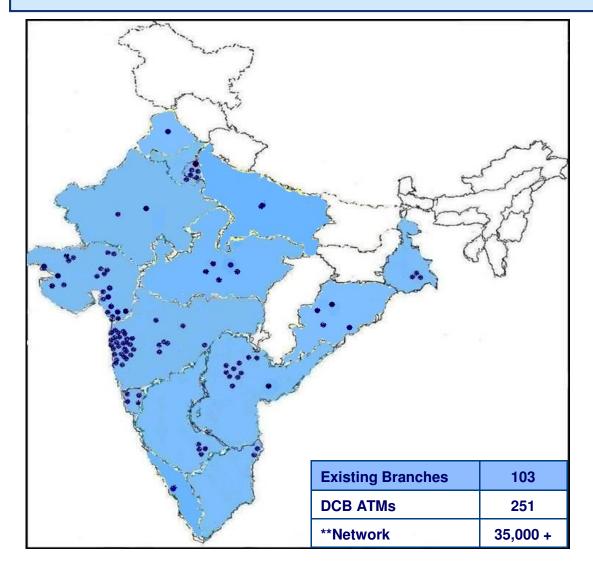


Business Strategy

Strong Presence in the Western Region

DCB BANK

Branch Network



* Branch locations as shown on the map are approximate may not represent the exact location ** Tie up with Euronet enables DCB Bank customers to access VISA ATMs across the world **ANDHRA PRADESH: (12)**

GOA: (4)

GUJARAT: (20)

HARYANA: (1)

KARNATAKA: (4)

KERALA: (1)

MADHYA PRADESH: (5)

MAHARASHTRA: (35)

Mumbai & Its Suburbs (27)

NEW DELHI: (6)

ODISHA: (5)

PUNJAB: (1)

RAJASTHAN: (2)

TAMIL NADU: (2)

UTTAR PRADESH: (2)

WEST BENGAL: (3)

Products & Services

Cards:

DCB BANK

Retail Banking SME, Corporate Banking, NBFCs, Co-operative Banks **Deposit Products:** Loans: **Current and Savings** • Auto Loans* Current Account Cash Management*** Term Deposits **Commercial Vehicle* Trade Current Account RTGS /NEFT NRI** Deposits **Construction Equipment*** Working Capital Internet Banking Corporate Salary Gold Loans Term Loans **POS** Terminals Home Loans Supply Chain Loan Against Property Lockers Portfolio Buyout Loan Against Shares Import /Export Tractor Loans ATM Card **Bills Collection** Wealth Management: Debit Card Foreign Exchange Gift Card Investment Advice Letters of Credit Secured Card Mutual Funds Credit Card* Life Insurance and General Guarantees Co-branded Prepaid Card** Insurance Treasury, NBFCs, Co-operative Banks Payments: Services: Remittances 24/7 Phone Banking **Bill / Utility Payments** Any Branch Banking **RTGS / NEFT Statutory Reserves Management On-line Share Trading/Demat Privilege Banking** Liquidity Management **Tax Payments Trading in Government Securities** Visa Money Transfer **Internet Banking** Foreign Exchange **Corporate Bonds Mobile Banking** CDs Equity Investment

DCB Bank offers a comprehensive range of products and services

*Offered to existing customers only. **DCB Bank launched its prepaid card with ITZ Cash, which is sourced from select ITZ outlet. *** DCB Bank has tie up with HDFC Bank and Axis Bank to provide customers with cash management facilities at over 500 locations across india.

Business Strategy



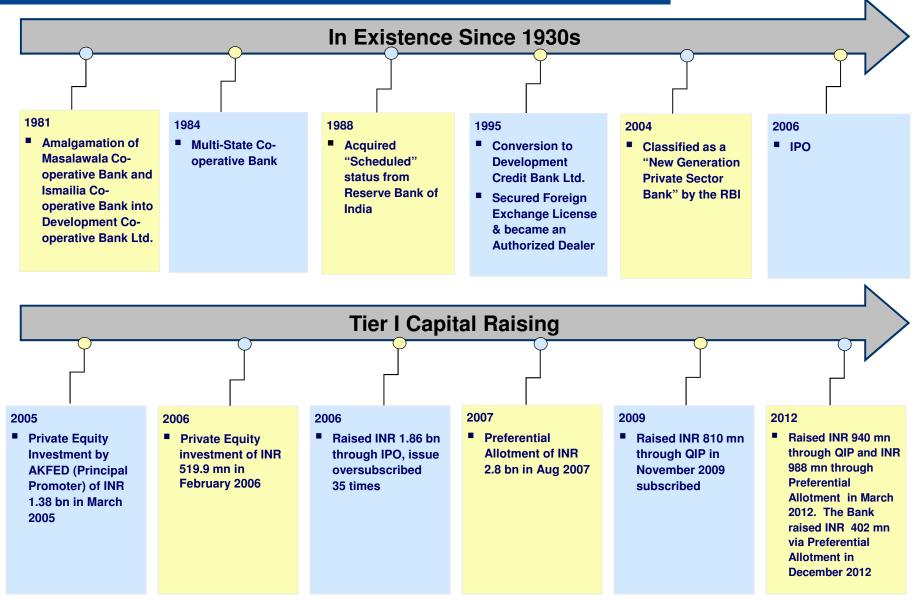
- Rely mainly on Retail Deposits (Term, CASA) for funding. Focus on branch expansion in Tier 2 to Tier 6.
- Grow Retail Mortgages, MSME, SME, Commercial Vehicle, Tractors, Gold Loans, mid-Corporate and Agri Loans. Create a diversified portfolio. Limit unsecured lending and lumpy exposures.
- Increase fee income by cross selling insurance, mutual funds, trade and cash management
- Continuously strengthen credit processes, portfolio management and recoveries
- Relentless focus on Liquidity, Costs, Operational Risks, People and Customer Service. Improve continuously



Overview

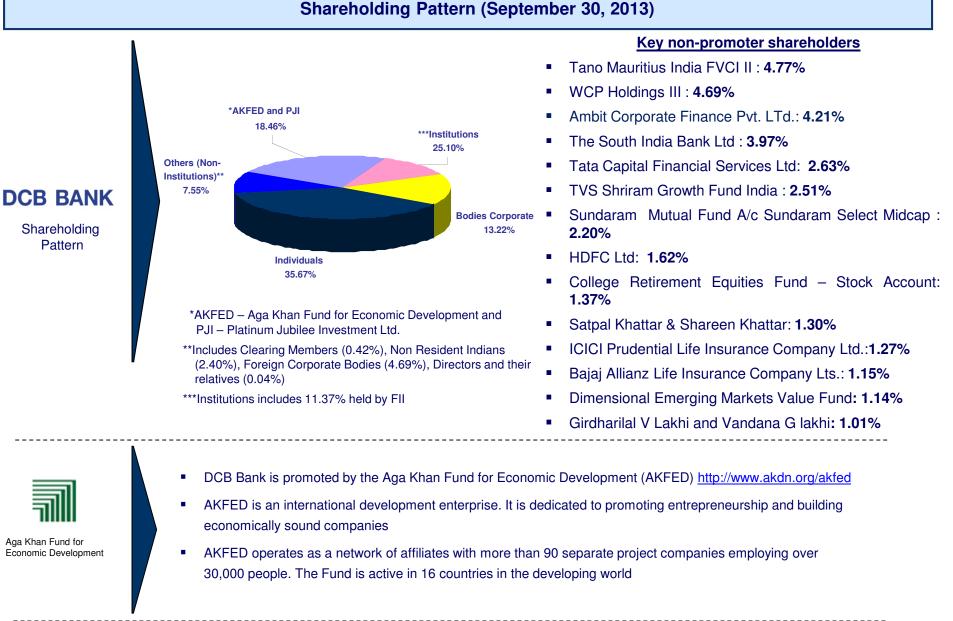
Key Milestones

DCB BANK



Strong Investor Profile

DCB BANK



Experienced Board

DCB BANK

	Amin Manekia	Pioneered in concept of automatic beverage vending machines in India. More than 20 years in various capacities in different institutions of AKDN for the social-economic upliftment of the poor.				
	Altaf Jiwani	With expertise in Foreign Exchange, Risk Management and Trade Finance. He is currently in of two business segments namely power and carbo-chemicals.				
	C Narasimhan	A professional Banker. With SBI, held very senior level responsibilities across all important fun He was a permanent invitee of SBI's Central Board and Audit Committees and on the Boards Group Cos.				
	Darius Udwadia	Solicitor & Advocate of the Bombay High Court and Solicitor of the Supreme Court of England and Wales. Founder Partner of Udwadia and Udeshi. Independent Director on the Boards of several corporate entities.				
	Imran Contractor	Qualified Chartered Accountant and Cost Accountant. Advisor to several Corporate Managements and High Net worth Individuals on investment strategy and acted as consultant to reputed Mutual Fund.				
Ę	Jamal Pradhan	A Commerce Graduate with specialization in the areas of exports and small scale industry. He is a promoter director of Pradhan Mercantile Private Limited and has experience of over two decades in export and small & medium manufacturing industry.				
	Keki Elavia	Rich experience in accounting, audit and finance. Partner of over 37 years with M/s. Kalyaniwala & Mistry, a C. A. firm. Independent Director on the Boards of several corporate entities and boards of Public Trusts.				
	Murali M Natrajan	Standard Chartered Bank, Citibank, American Express – *29 years experience.				
	Managing Director & CEO					
	Nalin Shah	Retired partner of Deloitte Haskins & Sells and S. B. Billimoria Co. Member of Expert Advis Committee and Past member of Accounting Standards Board of ICAI and Company L Committee of the Bombay Chamber of Commerce & Industry.				
	Suhail Nathani	Founder Partner of Economic Laws Practice, a law firm. Serves as an Independent Director on the Board of Phoenix Mills, India Advisory Board of Duke University, etc.				
	S Sridhar	Retired as Chairman and Managing Director of Central Bank of India. Has also served as the Chairman and Managing Director of National Housing Bank (NHB) and Executive Director of EXIM Bank. Started career with SBI.				
i_	Sukh Dev Nayyar	Associated with ANZ Grindlays Bank plc for over 30 years. Last assignment with Grindlays as Head – Corporate Banking & Investment Banking. Independent Director on the Boards of Diamond Trust Bank Kenya & Greaves Cotton.				

Nasser Munjee Non- Executive Chairman

Ex-Executive Director – HDFC, instrumental in setting up IDFC. Sits on 15 corporate Boards in India including HDFC, Tata Motors, etc.

Private & Confidential

Strong Management Team

Aditya Prasad Head - Credit

Saudi Investment Bank, Axis Bank, State Bank of India – *28 yrs exp.

Damodar Agarwal Head – Alternate Channels & Retail Securitization ICICI Bank Ltd., BGF Ltd.– 18 yrs exp.

J. K Vishwanath

Chief Credit Officer Fullerton India, Citigroup and Eicher Group – 19 yrs exp.

Rajesh Verma Head - Treasury & Corporate Banking State Bank of India – *33 yrs exp.

Krishna Ramasankaran

Head Credit – Retail Assets Fullerton India Credit Company Ltd., Citicorp Finance (I) Ltd., Ashok Leyland Ltd.-18 yrs exp.

Narendranath Mishra Head - AIB

ICICI Bank and Rallis India – 13 yrs exp.

Sachin Patange

Chief Compliance Officer Reserve Bank of India – 22 yrs exp.

*Worked in India & Abroad Only key profiles represented

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Ajay Mathur

Head – Collections & Commercial Vehicles CGSL and Citibank – 21 yrs exp.

Gaurav Mehta

Head – Marketing, Corporate Communication & Public Relations HSBC, Convergys, GE Capital & Taj Group of Hotels – 17 vrs exp.

Bharat Sampat Chief Financial Officer ABN Amro Bank, Standard Chartered Bank, ANZ Banking Group, Hoechst - *28 yrs exp.

Murali M. Natrajan

Managing Director & CEO Standard Chartered Bank, Citibank, American Express – *29 yrs exp.

R. Venkattesh Head - HR, IT & Operations Standard Chartered Bank, ANZ Grindlays Bank, Hindustan Petroleum – 22 yrs exp.

Pankaj Sood Head – Liability Products, TPD & TCB** IDBI Bank – 17 yrs exp.

Sridhar Seshadri Financial Controller ICICI Bank, Syndicate Bank and State Bank of India – 30 yrs exp.

Hemant Barve Company Secretary Ritchie Steuart Investments and Union Bank of India – 38 yrs exp.

DCB BANK

Abhijit Bose

Head – Retail Assets & Strategic Alliances Standard Chartered Bank, Citibank, Eldeco Housing Industries & GIC Housing-*20 yrs exp.

Hamsaz Vasunia

Head - Human Resource EMMAY HR Services Ltd., WNS Global Service - 15 yrs exp.

Kamala Kant Pandey

Head – Channel Sales & Emerging Markets Birla Sun Life Distribution Ltd., ITC Welcomgroup Hotels, TATA BP Solar India Ltd. - 19 yrs exp.

Praveen Kutty

Head – Retail & SME Banking Citibank – *21 yrs exp.

Manoj Joshi

Head – SME & MSME Banking ICICI Bank, Epcos Ferrites and Uniworth Group – 17 yrs exp.

Ravi Kumar

Chief Internal Auditor Samba Financial Group, Ernst & Young – *15 yrs exp.

Sukesh Bhowal

Head - Mortgages Times Bank Ltd., HSBC Ltd, Citibank and HDB Financial Service Ltd. – 16 yrs exp.



	Sep 30, 2011	Dec 31, 2012	Mar 31, 2013	June 30, 2013	Sep 30, 2013
CRISIL					
- Long Term	BBB +/ Stable	BBB +/ Positive	A-/Stable	A-/Stable	A-/Stable
- Short Term	A1	A1	A1+	A1+*	A1+*
- Fixed Deposits	-	-	-	-	A1+
Brickworks	BWR A- / Stable				

* CRISIL Rating has enhanced the Certificate of Deposit (CD) programme for INR 10,000 mn from INR 5,000 mn



Thank you