

Investor Presentation – Q3 FY 2013

January 2013

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Financial numbers are rounded off to nearest whole number

DCB Bank – at a glance

- Development Credit Bank Ltd (DCB Bank) <http://www.dccb.com> 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 89 branches across 28 cities and 296 ATMs

Comprehensive product range & scalable infrastructure

- Business model focused on achieving a balance between Micro SME, SME, Retail Mortgages, Commercial Vehicle, Gold Loans, mid-Corporate and Agri / Inclusive Banking
- Comprehensive range of banking products across all businesses
- Modern systems and infrastructure to support growth- Finacle, FinnOne, CMS, Internet and Mobile banking

Traditional loyal customer base

- Traditional sticky customer base helped by presence of branch network in key areas of Maharashtra, Gujarat and AP
- 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 28.87% and CRAR of 13.71% under Basel II

Steady improvement in credit ratings

- Crisil rating (Long term): BBB + / Positive, Crisil rating (Short term): A1 and 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 18.48% stake in DCB

Pedigreed board and experienced management team

- Nasser Munjee, Chairman: Ex- Executive Director – HDFC, instrumental in setting up IDFC & sits on the boards of many large Indian companies
- 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

For detailed 'Overview', please refer to pages 28 - 32

Financial Performance

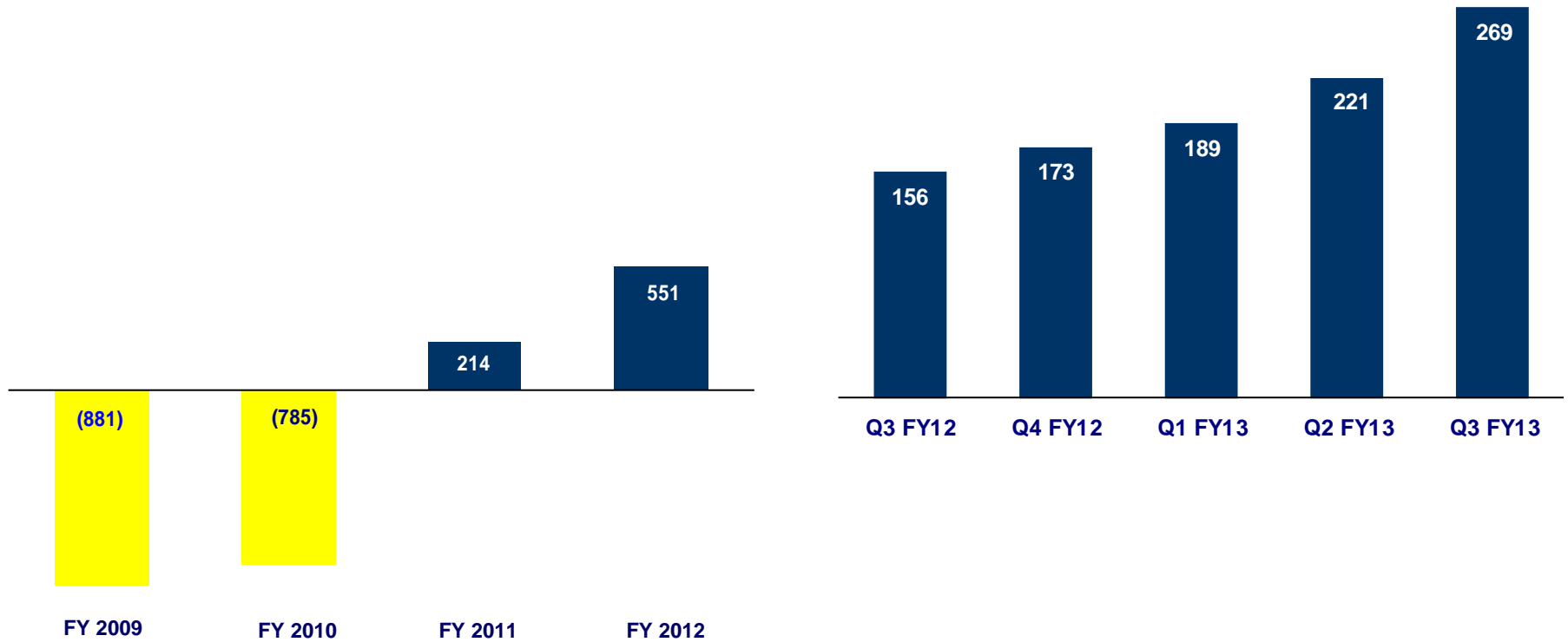
INR mn	Q3 FY 2013	Q3 FY 2012	Inc / (Dec)	FY 2012	FY 2011	Inc / (Dec)
Net Profit	269	156	72.1%	551	214	157.0%
Total Income	1,009	854	18.2%	3,281	3,012	8.9%
Operating Profit	318	225	41.1%	838	861	(2.6%)
Provisions	(49)	(69)	29.3%	(287)	(646)	55.57%
Cost to Income Ratio	68.52%	73.64%	-	74.45%	71.43%	-

INR mn	December 31, 2012	December 31, 2011
Deposits	75,582	61,912
CASA	21,823	20,478
NRI Deposits	4,544	2,413
Advances	59,644	43,064

INR mn	December 31, 2012	December 31, 2011
CASA Ratio	28.87%	33.08%
Gross NPA Ratio	3.80%	5.67%
Net NPA Ratio	0.73%	1.03%
Provision Coverage Ratio	88.04%	87.38%
Credit/Deposit Ratio	78.91%	69.56%
ROA	1.14%	0.77%
ROE	11.66%	9.65%

Net Profit / Loss *

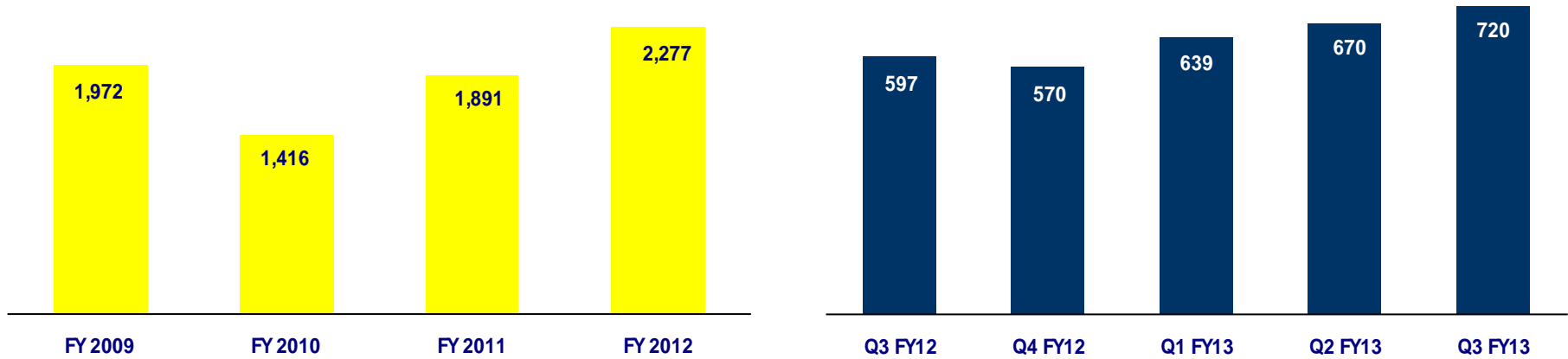
INR mn



* Net Profit / (Loss) represents post tax numbers

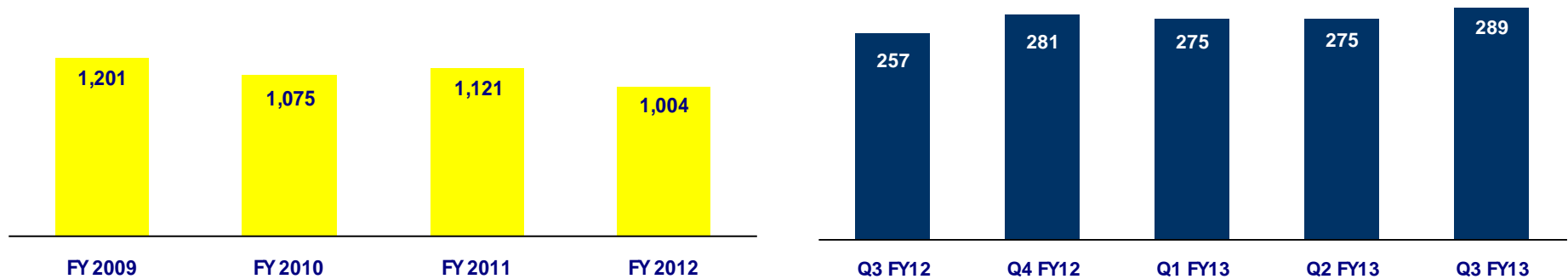
Net Interest Income

INR mn

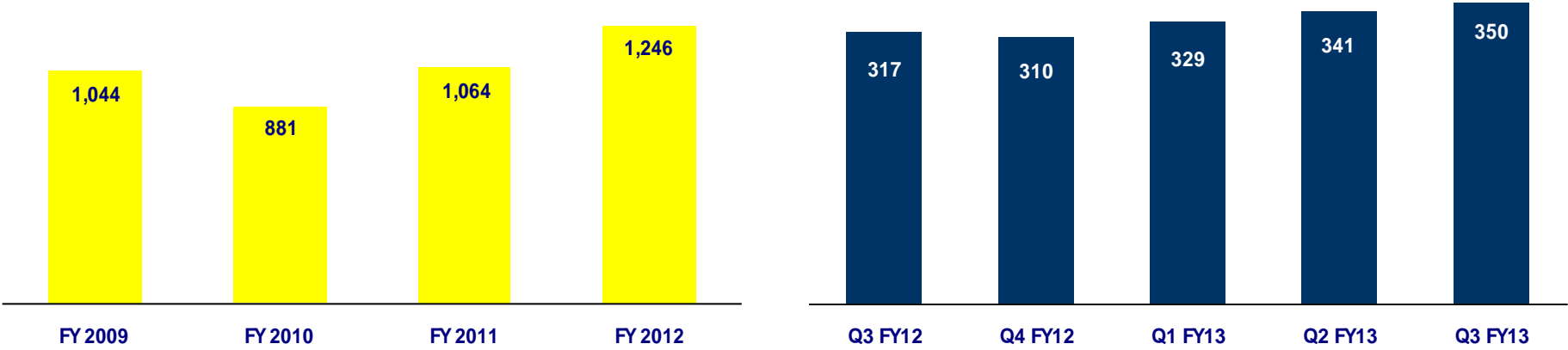


Other Income

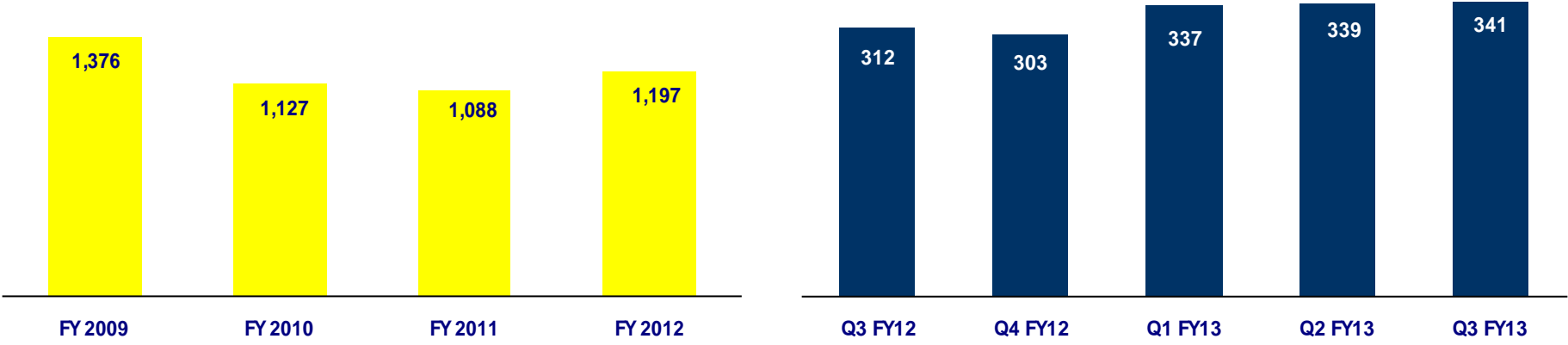
INR mn



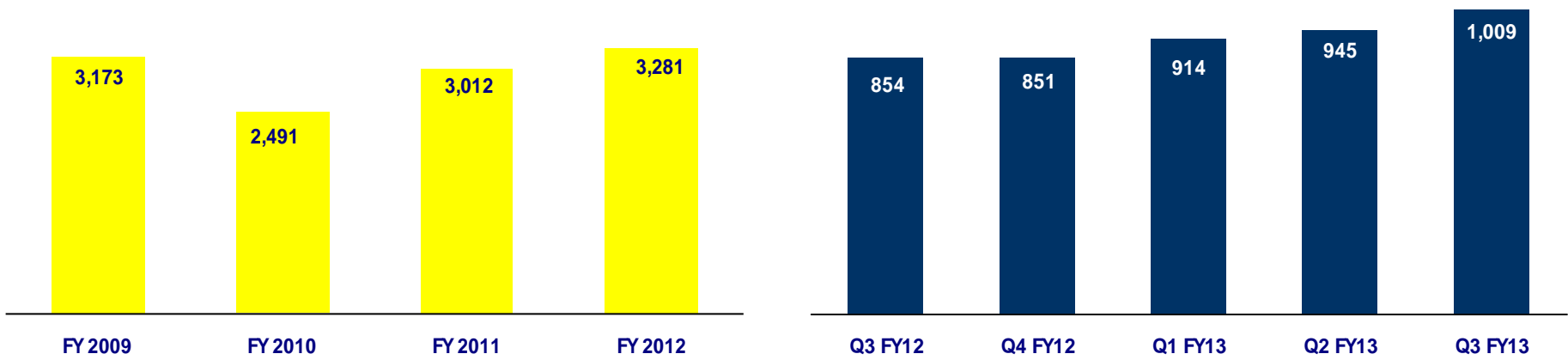
Staff Cost INR mn



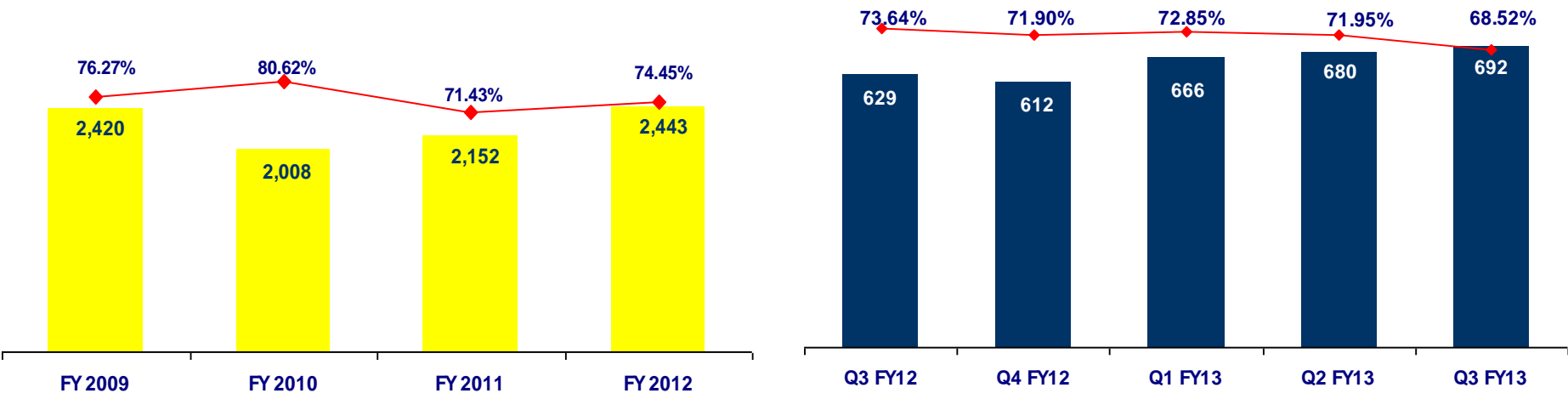
Other Cost INR mn



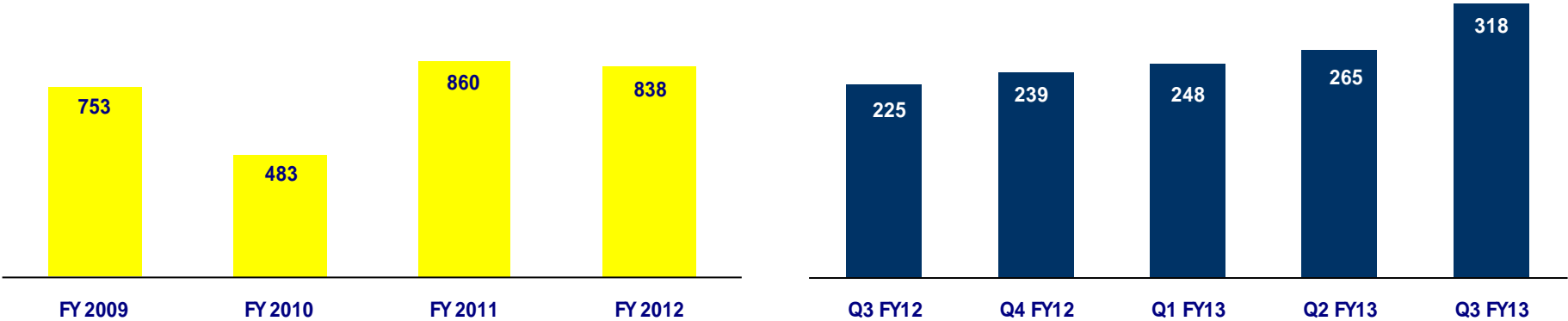
Operating Income INR mn



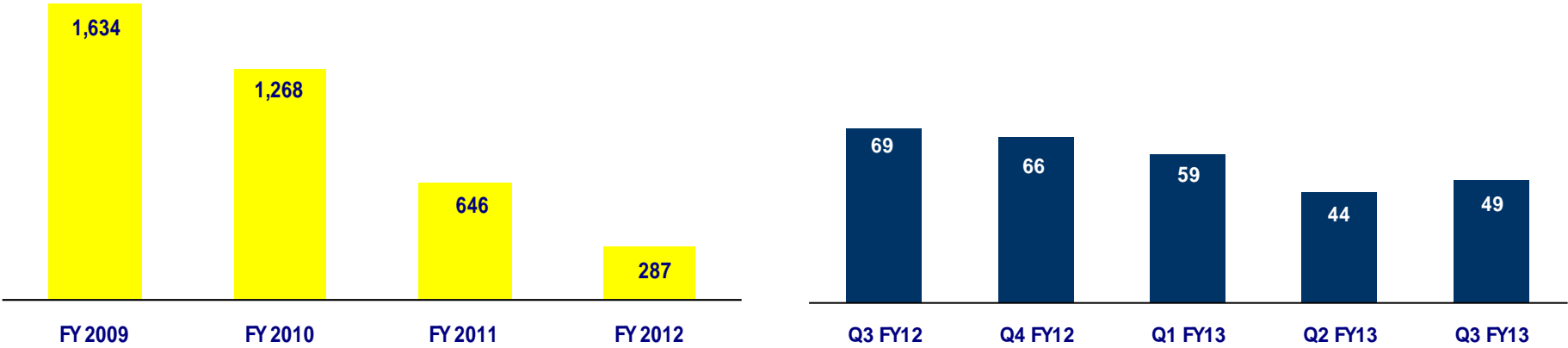
Operating Cost INR mn



Operating Profit INR mn



Provisions INR mn

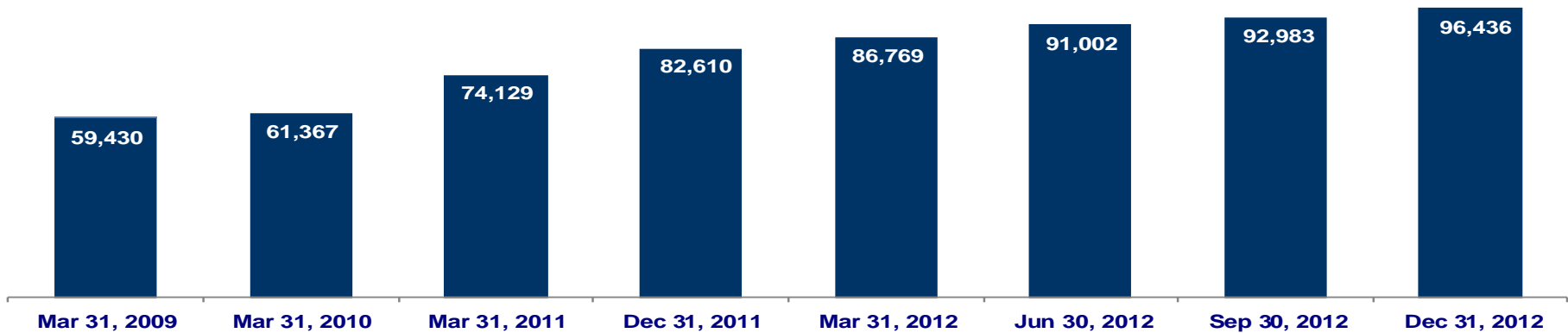


* Provisions include provisions for NPAs, standard assets, income tax, fringe benefit tax, other assets, restructured advances etc
Provisions also includes depreciation on investments and sacrifice of one time settlement

INR mn	Mar 31, 2010	Mar 31, 2011	Dec 31, 2011	Mar 31, 2012	Jun 30, 2012	Sep 30, 2012	Dec 31, 2012
CASA	16,927	19,755	20,478	20,347	20,662	21,723	21,823
Retail Term Deposits	23,056	27,085	31,946	34,320	36,721	38,888	42,084
Mortgages	4,118	10,811	15,102	15,510	17,889	19,494	21,296
Commercial Vehicle	1,951	727	195	1,048	968	966	1,050
SME + Micro SME	6,004	10,219	12,579	14,038	13,943	14,930	15,035
Agri & Inclusive Banking	8,583	8,502	4,169	8,014	7,244	6,115	5,856
Corporate Banking	11,095	11,153	8,907	11,941	12,599	13,097	14,120

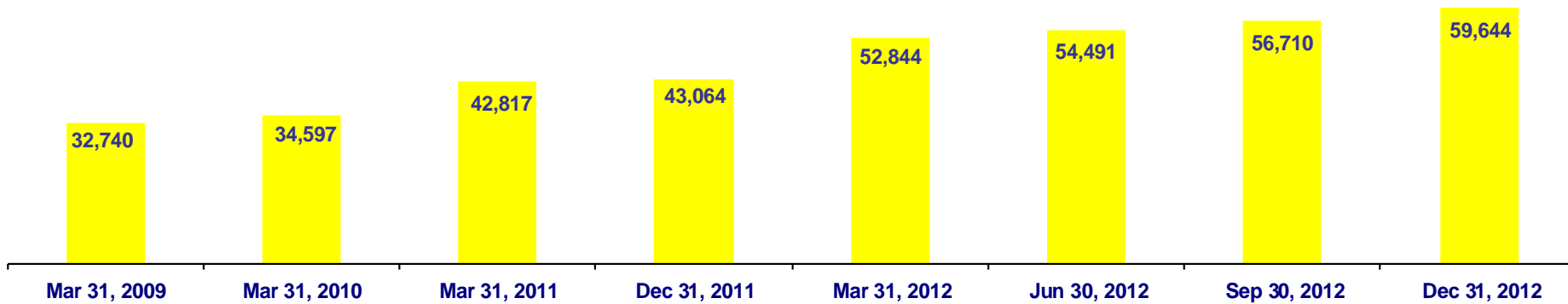
Total Assets

INR mn



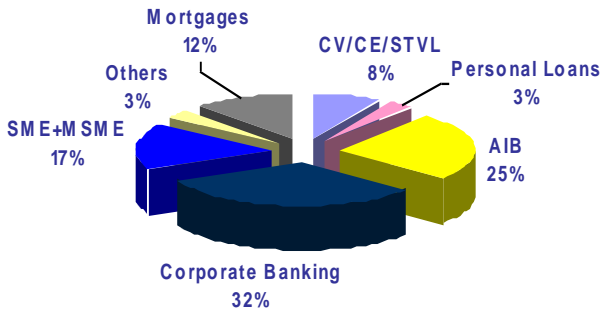
Net Advances*

INR mn

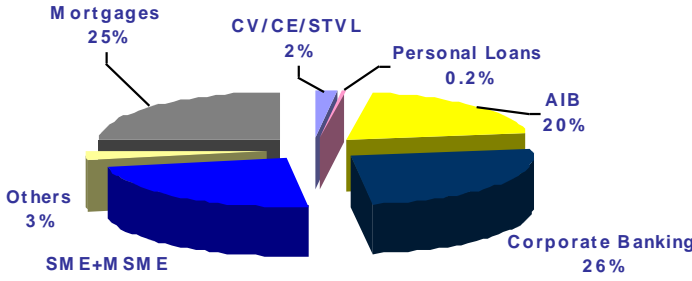


* Net Advances – Gross advances less (net of) provisions

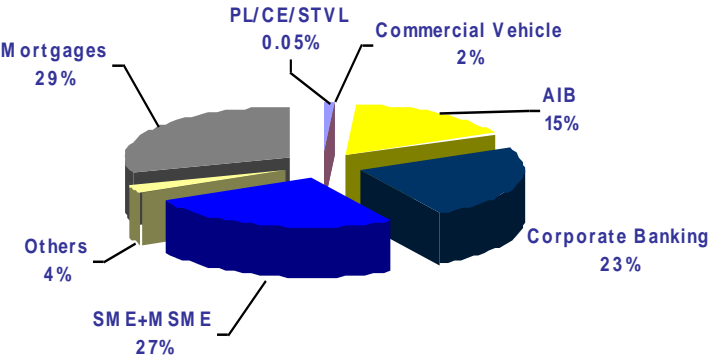
Portfolio* as on Mar 31, 2010



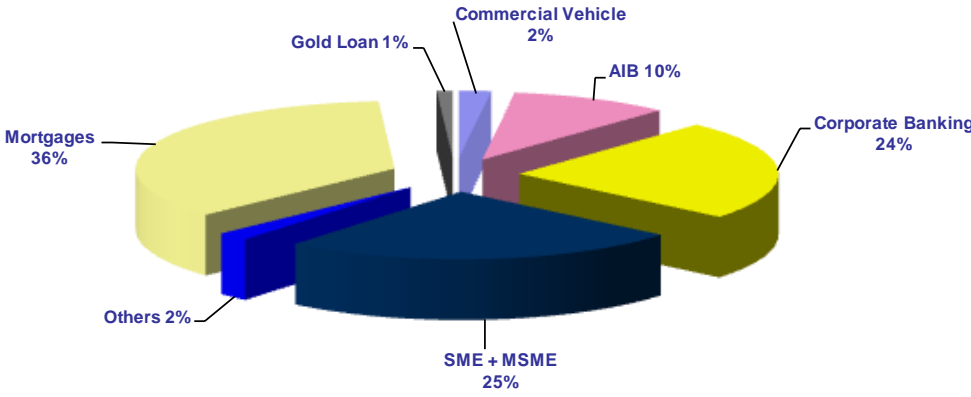
Portfolio* as on Mar 31, 2011



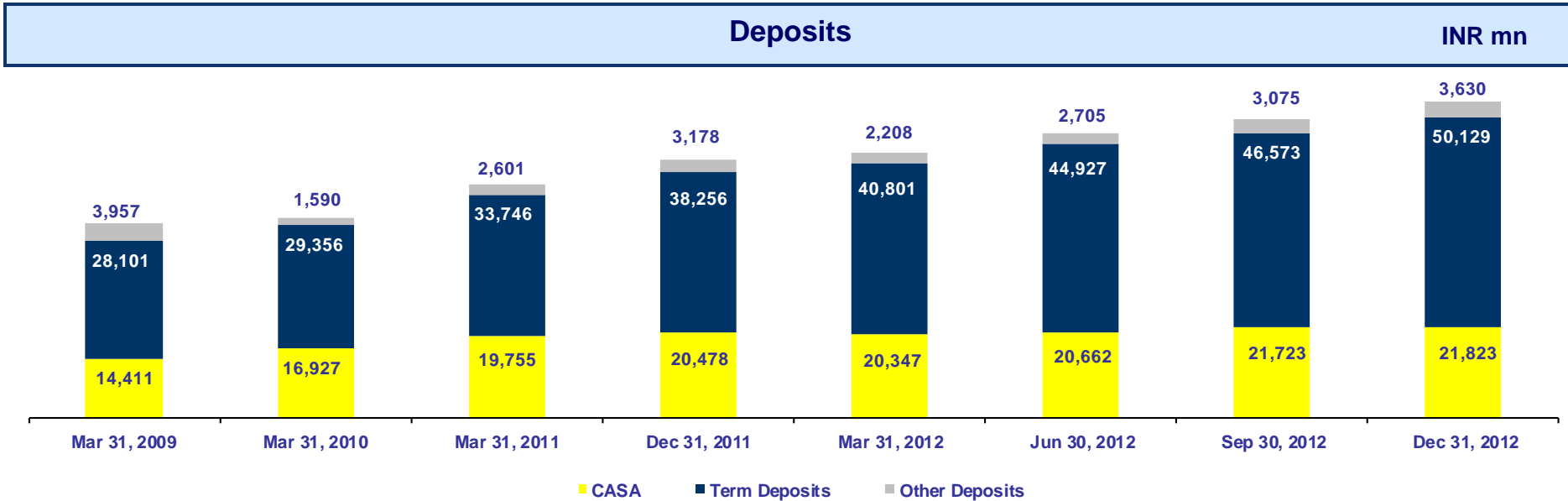
Portfolio* as on Mar 31, 2012



Portfolio* as on Dec 31, 2012



* AIB – Agri & Inclusive Banking, MSME – Micro SME, PL / CE / STVL –Personal Loan, Construction Equipment and Small Ticket Vehicle Loan



Retails Deposits Vs Total Deposits

Mar 31, 2009	Mar 31, 2010	Mar 31, 2011	Dec 31, 2011	Mar 31, 2012	Jun 30, 2012	Sep 30, 2012	Dec 31, 2012
67.53%	81.54%	81.17%	82.91%	84.42%	82.72%	83.22%	82.96%

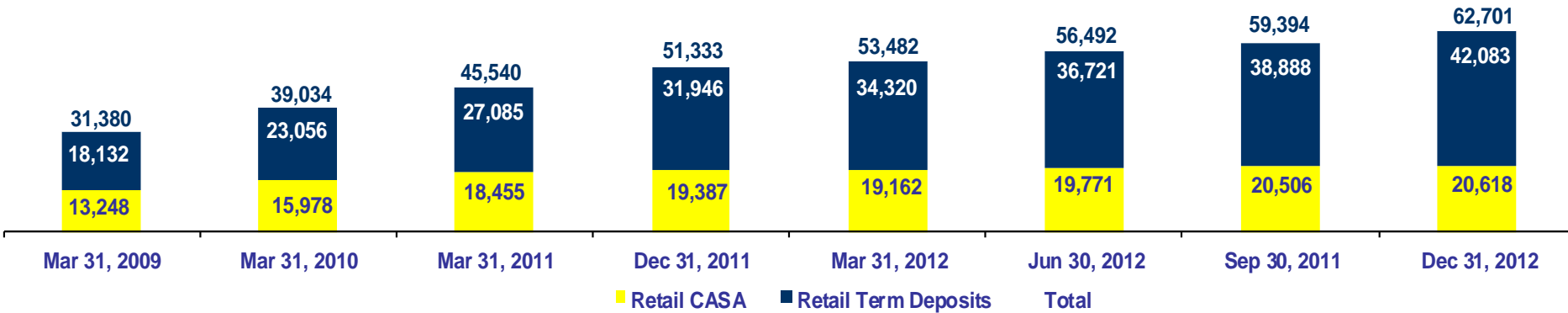
CASA

Mar 31, 2009	Mar 31, 2010	Mar 31, 2011	Dec 31, 2011	Mar 31, 2012	Jun 30, 2012	Sep 30, 2012	Dec 31, 2012
31.01%	35.36%	35.21%	33.08%	32.12%	30.25%	30.44%	28.87%

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

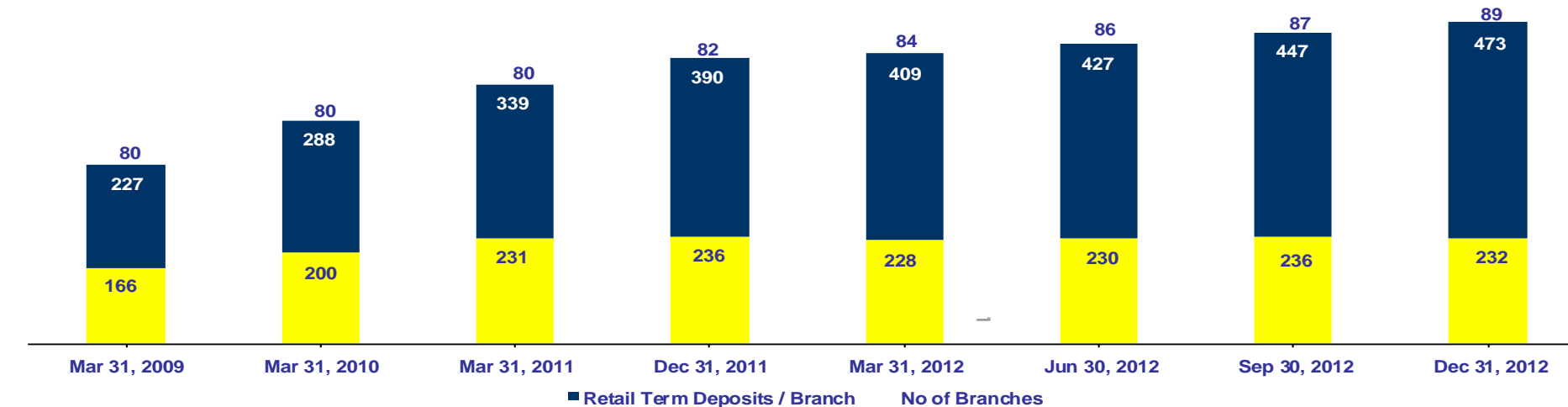
Retail CASA & Retail Term Deposits

INR mn

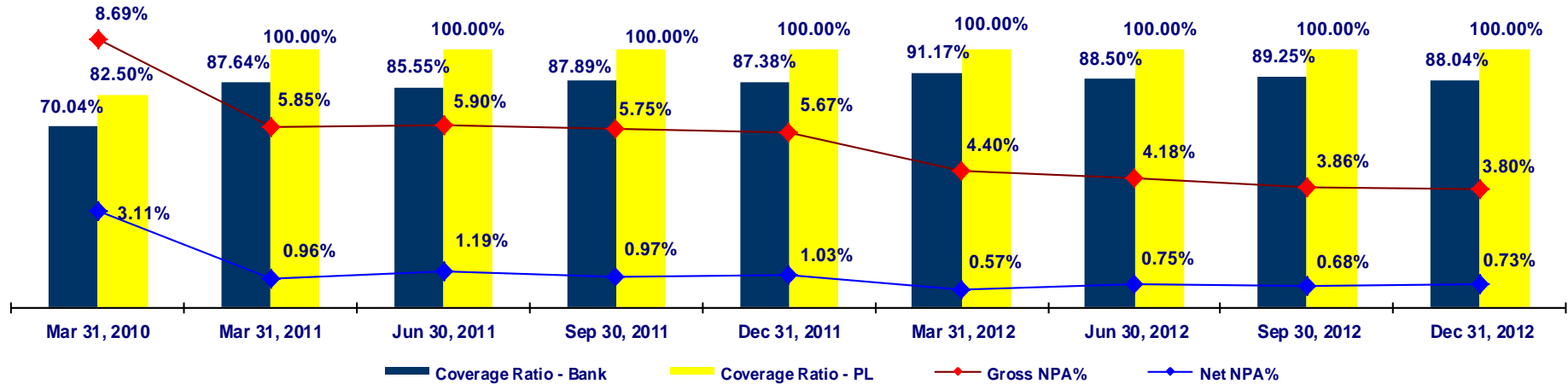


Retail Deposits / Branch

INR mn



Key Ratios

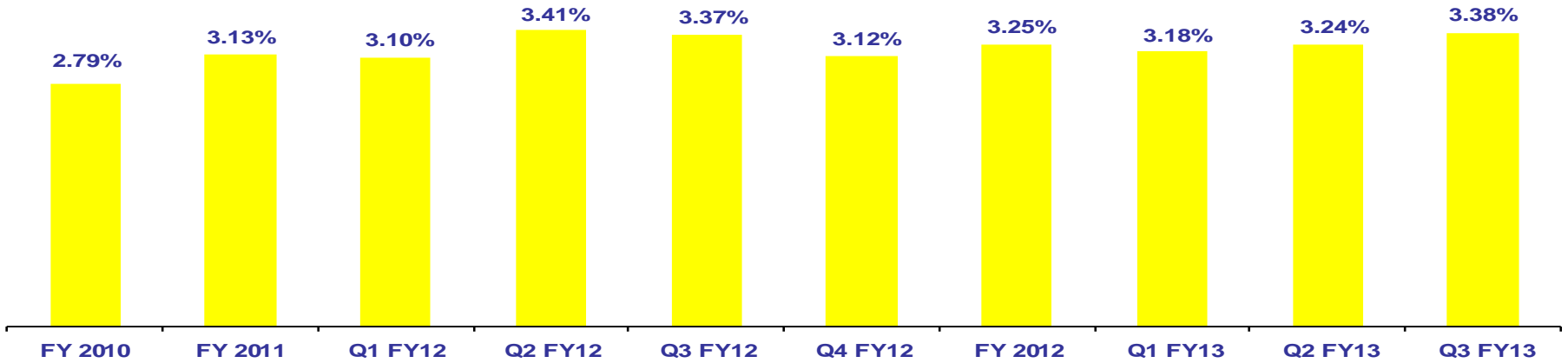


INR mn	Mar 31, 2010	Mar 31, 2011	Dec 31, 2011	Mar 31, 2012	Jun 30, 2012	Sep 30, 2012	Dec 31, 2012
Personal Loans	1,694	1,293	1,222	1,196	968	945	926
CV/CE/STVL*	599	452	350	322	297	278	261
Corporate	594	588	686	627	624	499	506
Others	305	303	306	273	473	538	646
Gross NPA	3,192	2,636	2,564	2,418	2,362	2,260	2,339
Net NPA**	1,076	412	443	302	409	384	435

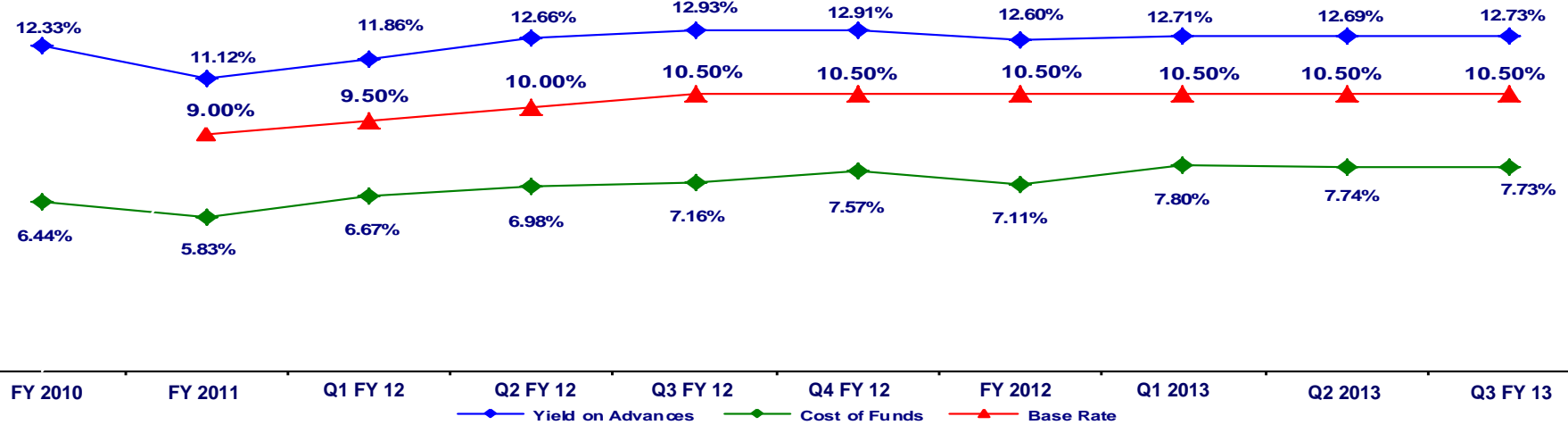
* CV / CE / STVL represents Commercial Vehicle, Construction Equipment and Small Ticket Vehicle Loan

** 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)

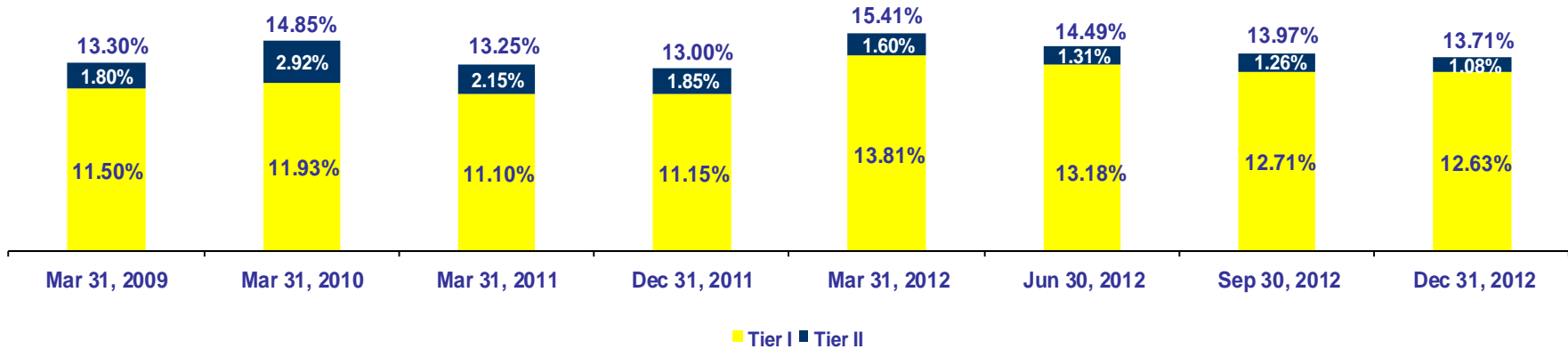
Net Interest Margin



Yield on Advances, Base Rate & Cost of Funds



Capital Adequacy Ratios – Basel II



In Q3 FY 2013 - DCB Bank raised INR 402 million through Preferential Allotment to increase its Tier I Capital

INR mn	FY 2010	FY 2011	Q3FY12	Q4FY12	FY 2012	Q1FY13	Q2FY13	Q3FY13
Commission, exchange and brokerage	682	683	202	230	786	206	217	222
Sale of investments	178	253	18	26	118	38	22	27
Sale of land, buildings and other assets	(3)	11	-	(13)	(28)	(2)	(1)	-
Exchange transactions	68	90	19	21	69	18	6	20
Bad Debt Recovered	14	6	2	7	10	10	19	14
Miscellaneous income	136	78	16	10	49	5	12	6
Total	1,075	1,121	257	281	1,004	275	275	289

INR mn	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Dec 31, 2012
SLR	15,789	17,512	20,219	21,501
Non-SLR	4,390	5,439	4,959	5,562
Total Investments *	20,179	22,951	25,178	27,063
HTM	16,890	18,847	20,845	21,455
AFS	3,263	3,029	3,541	5,008
HFT	26	1,075	792	600
Total Investments *	20,179	22,951	25,178	27,063

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

INR mn	Mar 31, 2010	Mar 31, 2011	Dec 31, 2011	Mar 31, 2012	Jun 30, 2012	Sep 30, 2012	Dec 31, 2012
Shareholder's Equity	5,990	6,187	6,561	8,585	8,772	8,990	9,660
Deposits	47,873	56,102	61,912	63,356	68,294	71,370	75,582
Borrowings ¹	5,035	8,607	10,455	11,235	10,101	8,801	7,175
Other Liabilities & Provisions ¹	2,447	3,205	3,652	3,565	3,807	3,792	3,990
Cash, Inter-bank, etc	3,324	4,871	7,643	4,566	5,804	5,334	5,171
Investments	20,179	22,951	27,246	25,178	26,367	26,312	27,063
Advances	34,597	42,817	43,064	52,844	54,491	56,710	59,644
Fixed Assets	1,358	1,275	1,809	1,846	1,844	2,376	2,370
Other Assets	1,909	2,215	2,847	2,335	2,496	2,250	2,188
Credit Deposit Ratio	72.27%	76.32%	69.56%	83.41%	79.79%	79.46%	78.91%

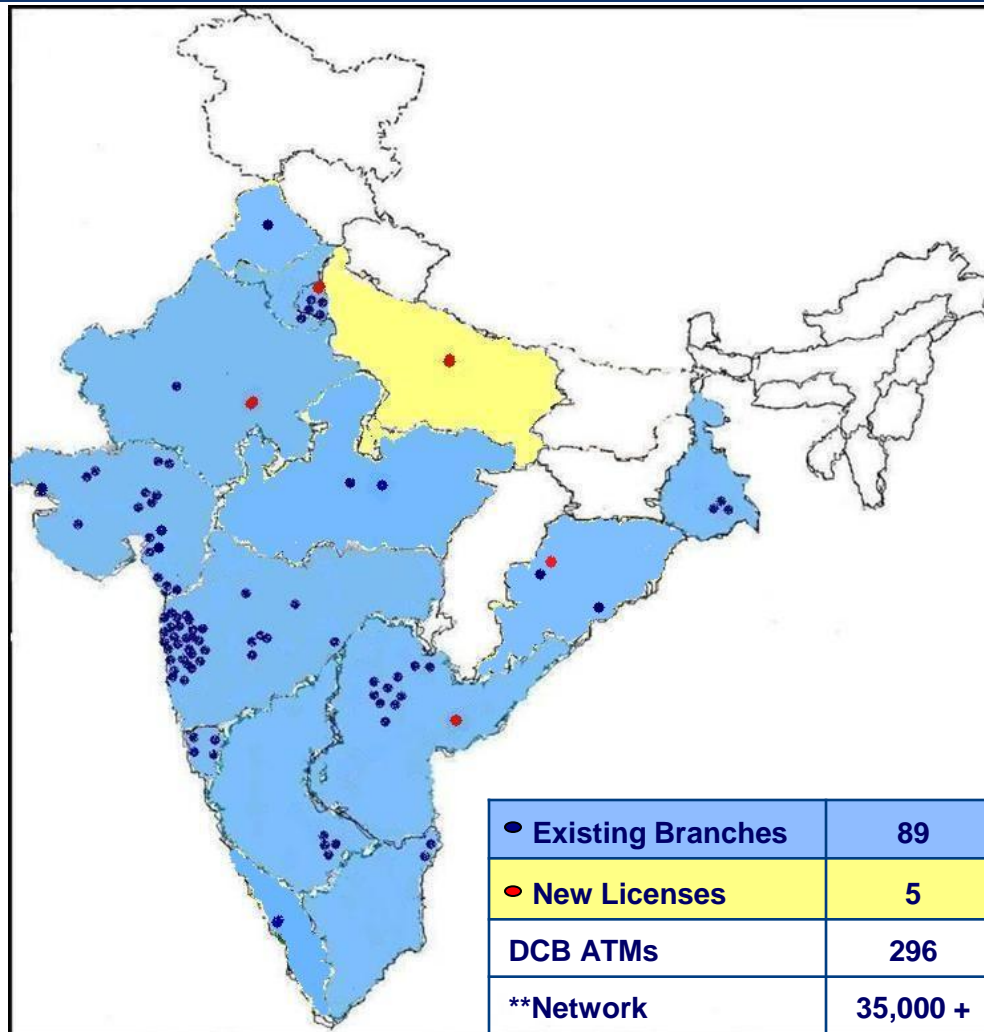
INR mn	Mar 31, 2010	Mar 31, 2011	Dec 31, 2011	Mar 31, 2012	Jun 30, 2012	Sep 30, 2012	Dec 31, 2012
CASA	16,927	19,755	20,478	20,347	20,662	21,723	21,823
Other Deposits	30,946	36,347	41,434	43,009	47,632	49,647	53,759
Total Deposits	47,873	56,102	61,912	63,356	68,294	71,370	75,582
CASA Ratio	35.36%	35.21%	33.08%	32.12%	30.25%	30.44%	28.87%

¹ : Subordinated Debt included in Borrowings since March 31, 2010 as per RBI guidelines, same included in Other Liabilities and Provisions in earlier periods

INR mn	FY 2010	FY 2011	Q3 FY12	Q4 FY12	FY 2012	Q1 FY13	Q2 FY13	Q3 FY13
Net Interest Income	1,416	1,891	597	570	2,277	639	670	720
Other Income	1,075	1,121	257	281	1,004	275	275	289
Operating Income	2,491	3,012	854	851	3,281	914	945	1,009
Operating Expenses	(2,008)	(2,152)	(629)	(612)	(2,443)	(666)	(680)	(692)
Operating Profit	483	860	225	239	838	248	265	318
Total Provisions	(1,268)	(646)	(69)	(66)	(287)	(59)	(44)	(49)
PAT	(785)	214	156	173	551	189	221	269
Cost Income Ratio	80.62%	71.43%	73.64%	71.90%	74.45%	72.85%	71.95%	68.52%

Business Strategy

Branch Network



ANDHRA PRADESH: (10)

- Hyderabad (8)
- Warangal (2)

GOA: (4)

- Mapusa (1)
- Margao (1)
- Panaji (1)
- Vasco -Da-Gama (1)

GUJARAT: (16)

- Ahmedabad (3)
- Ankleshwar (1)
- Bhuj (1)
- Daman (1)
- Dediapada (1)
- Gandhinagar (1)
- Kadodara (1)
- Mandvi (1)
- Netrang (1)
- Rajkot (1)
- Sidhpur (1)
- Silvassa (1)
- Surat (1)
- Vadodra (1)
- Vapi (1)

HARYANA: (1)

- Gurgaon (1)

KARNATAKA: (4)

- Bengaluru (4)

Kerala: (1)

- Kochi (1)

MADHYA PRADESH: (2)

- Itarsi (1)
- Pipariya (1)

MAHARASHTRA: (35)

- Aurangabad (1)
- Mumbai & Its Suburbs (28)
- Nanded (1)
- Nashik (1)
- Pune (4)

NEW DELHI: (6)

- Chandni Chowk (1)
- Connaught Place (1)
- Greater Kailash II (1)
- Kapashera Road (1)
- Kondli (1)
- Preet Vihar (1)

ORISSA: (1)

- Bargarh (1)
- Hinjilicut (1)

PUNJAB: (1)

- Ludhiana (1)

RAJASTHAN: (1)

- Jodhpur (1)

TAMIL NADU: (2)

- Chennai (2)

WEST BENGAL: (3)

- Kolkata (3)

* 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

Retail Banking

Deposit Products:

- Current and Savings
- Term Deposits
- NRI Deposits
- Corporate Salary
- POS Terminals
- Lockers

Cards:

- ATM Card
- Debit Card
- Travel Card****
- Secured Card
- Credit Card*
- Co-branded Prepaid Card**

Payments:

- Remittances
- Bill / Utility Payments
- RTGS / NEFT
- On-line Share Trading/Demat
- Tax Payments
- Visa Money Transfer

Loans:

- Auto Loans*
- Commercial Vehicle*
- Construction Equipment*
- Gold Loans
- Home Loans
- Loan Against Property
- Loan Against Shares
- Tractor Loans

Wealth Management:

- Investment Advice
- Mutual Funds
- Life Insurance and General Insurance

Services:

- 24/7 Phone Banking
- Any Branch Banking

Privilege Banking

Internet Banking

Mobile Banking

SME, Corporate Banking, NBFCs, Co-operative Banks

- Current Account
- Trade Current Account
- Working Capital
- Term Loans
- Supply Chain
- Portfolio Buyout
- Import /Export

- Bills Collection
- Foreign Exchange
- Letters of Credit
- Guarantees

- Cash Management***
- RTGS /NEFT
- Internet Banking

Treasury, NBFCs, Co-operative Banks

- Statutory Reserves Management
- Liquidity Management
- Trading in Government Securities
- Foreign Exchange
- Corporate Bonds
- CDs
- Equity Investment

DCB 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. **** Launched on trial basis

- Grow Micro SME, SME, Retail Mortgages, Commercial Vehicle, Gold Loans, mid - Corporate and Agri & Inclusive Banking with a “customer centric approach”. Concentrate on secured lending & diversified portfolio

- Retail – branch centric
 - Low cost deposits (CASA / Term)
 - Secured lending (Home loans, Loan against property, Gold Loans, Loan Against Term Deposit)
 - Micro SME
 - Traditional customer base
 - Third party fee income

- Treasury – Liquidity management, opportunity for gains within acceptable risks

- Relentless focus on Costs / Income Ratio and Service

- Stringent mechanism for managing Credit and Operational risks

- Continuously improve people quality and delivery

Overview

In Existence Since 1930s

1981

- Amalgamation of Masalawala Co-operative Bank and Ismailia Co-operative Bank into Development Co-operative Bank Ltd.

1984

- Multi-State Co-operative Bank

1988

- Acquired "Scheduled" status from Reserve Bank of India

1995

- Conversion to Development Credit Bank Ltd.
- Secured Foreign Exchange License & became an Authorized Dealer

2004

- Classified as a "New Generation Private Sector Bank" by the RBI

2006

- IPO

Tier I Capital Raising

2005

- Private Equity Investment by AKFED (Principal Promoter) of INR 1.38 bn in March 2005

2006

- Private Equity investment of INR 519.9 mn in February 2006

2006

- Raised INR 1.86 bn through IPO, issue oversubscribed 35 times

2007

- Preferential Allotment of INR 2.8 bn in Aug 2007

2009

- Raised INR 810 mn through QIP in November 2009 subscribed

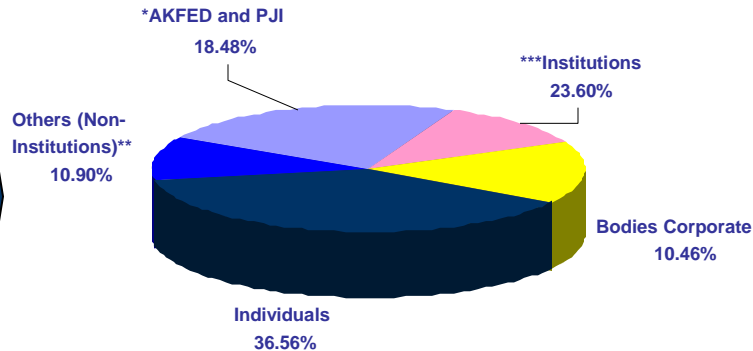
2012

- Raised INR 940 mn through QIP and INR 988 mn through Preferential Allotment in March 2012. The Bank raised INR 402 mn via Preferential Allotment in December 2012

Shareholding Pattern (December 31, 2012)

DCB BANK

Shareholding Pattern



*AKFED – Aga Khan Fund for Economic Development and PJI – Platinum Jubilee Investment Ltd.

**Includes Clearing Members (0.76%), Non Resident Indians (2.45%), Foreign Corporate Bodies (7.65%), Directors and their relatives (0.03%)

***Institutions includes 10.21% held by FI

Key non-promoter shareholders

- Tano Mauritius India FVCI II : **4.77%**
- WCP Holdings III : **4.70%**
- The South India Bank Ltd : **3.36%**
- Al Bateen Investment Co LLC: **2.96%**
- Tata Capital Financial Services Ltd: **2.63%**
- TVS Shriram Growth Fund India : **2.51%**
- Sundaram Mutual Fund A/c Sundaram Select Midcap : **2.22%**
- HDFC Ltd: **1.62%**
- Bajaj Allianz Life Insurance Company Ltd.: **1.47%**
- Satpal Khattar & Shareen Khattar: **1.30%**
- ICICI Prudential Life Insurance Company Ltd.: **1.23%**
- Dimensional Emerging Markets Value Fund: **1.12%**
- Girdharilal V Lakhi and Vandana G lakhi: **1.02%**
- Sundaram Mutual Fund A/c Sundaram Equity Multiplier Fund : **1.01%**



Aga Khan Fund for Economic Development

- DCB Bank is promoted by the Aga Khan Fund for Economic Development (AKFED) <http://www.akdn.org/akfed>
- AKFED is an international development enterprise. It is dedicated to promoting entrepreneurship and building economically sound companies
- AKFED operates as a network of affiliates with more than 90 separate project companies employing over 30,000 people. The Fund is active in 16 countries in the developing world

<p>Nasser Munjee Non- Executive Chairman</p> <p>Ex-Executive Director – HDFC, instrumental in setting up IDFC. Sits on 15 corporate Boards in India including HDFC, Tata Motors, etc.</p>	<p>Amin Manekia</p> <p>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.</p>
	<p>Altaf Jiwani</p> <p>With expertise in Foreign Exchange, Risk Management and Trade Finance. He is currently in-charge of two business segments namely power and carbo-chemicals.</p>
	<p>C Narasimhan</p> <p>A professional Banker. With SBI, held very senior level responsibilities across all important functions. He was a permanent invitee of SBI's Central Board and Audit Committees and on the Boards of SBI Group Cos.</p>
	<p>Darius Udadia</p> <p>Solicitor & Advocate of the Bombay High Court and Solicitor of the Supreme Court of England and Wales. Founder Partner of Udadia and Udeshi. Independent Director on the Boards of several corporate entities.</p>
	<p>Imran Contractor</p> <p>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.</p>
	<p>Keki Elavia</p> <p>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.</p>
	<p>Murali M Natrajan Managing Director & CEO</p> <p>Standard Chartered Bank, Citibank, American Express – *29 years experience.</p>
	<p>Nalin Shah</p> <p>Retired partner of Deloitte Haskins & Sells and S. B. Billimoria Co. Member of Expert Advisory Committee and Past member of Accounting Standards Board of ICAI and Company Law Committee of the Bombay Chambers.</p>
	<p>Nasim Devji</p> <p>Fellow of the Institute of Chartered Accountants of England & Wales (FCA). Currently working as Managing Director of Diamond Trust Bank of Kenya & Group CEO of Diamond Trust Banks in East Africa.</p>
	<p>Suhail Nathani</p> <p>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.</p>
	<p>S Sridhar</p> <p>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.</p>
<p>Sukh Dev Nayyar</p> <p>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.</p>	

* Worked in India & Abroad

Ajay Mathur

Head – Collections

CGSL and Citibank – 20 yrs exp

J. K Vishwanath

Chief Credit Officer

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

Narendranath Mishra

Head - AIB

ICICI Bank and Rallis India – 13 yrs exp.

Rajesh Verma

Head - Treasury & Corporate Banking

State Bank of India – *33 yrs exp.

Sachin Patange

Chief Compliance Officer

Reserve Bank of India – 22 yrs exp.

Sukesh Bhowal

Head - Mortgages

Times Bank Ltd., HSBC Ltd, Citibank and HDB Financial Service LTd. – 16 yrs exp.

Abhijit Bose

Head – Retail Assets & Strategic Alliances

Standard Chartered Bank, Citibank, Eldeco Housing Industries and GIC Housing – *20 yrs exp.

Bharat Sampat

Chief Financial Officer

ABN Amro Bank, Standard Chartered Bank, ANZ Banking Group, Hoechst India – *28 yrs exp.

Murali M. Natrajan

Managing Director & CEO

Standard Chartered Bank, Citibank, American Express – *29 yrs exp.

R. Venkatesh

Head - HR, IT & Operations

Standard Chartered Bank, ANZ Grindlays Bank, Hindustan Petroleum – 22 yrs exp.

Sridhar Seshadri

Financial Controller

ICICI Bank, Syndicate Bank and State Bank of India – 30 yrs exp.

Gaurav Mehta

Head – Marketing, Corporate

Communication & Public Relations HSBC India, Convergys, GE Capital and Taj Group of Hotels – 17 yrs exp.

Manoj Joshi

Business Head – SME & MSME Banking

ICICI Bank, Epcos Ferrites and Uniworth Group – 17 yrs exp.

Praveen Kutty

Head – Retail & SME Banking

Citibank – *21 yrs exp.

Ravi Kumar

Chief Internal Auditor

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

Hemant Barve

Company Secretary

Ritchie Steuart Investments and Union Bank of India – 38 yrs exp.

	Jul 31, 2009	Sep 30, 2011	Dec 31, 2012
CRISIL			
- Long Term	BBB/Stable	BBB +/Stable	BBB +/Positive
- Short Term	P1	A1	A1
Brickworks	BWR A-/Stable	BWR A-/Stable	BWR A-/Stable

Thank you