

# **Investor Presentation – Q4 FY 2013**

*April 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 94 branches across 43 locations and 272 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 27.16% and CRAR of 13.61% under Basel II

## Steady improvement in credit ratings

- Crisil upgraded rating to **A-/Stable** for Long term and **A1+** for Short term
- 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 18.47% 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 - 34**

## Financial Performance

INR Mn

**March 31, 2013**

**Balance Sheet**

**1,12,788**

**Net worth**

**10,031**

**Profit after Tax**

**1,021**

**Return on Equity**

**11.13%**

**Return on Assets**

**1.06%**

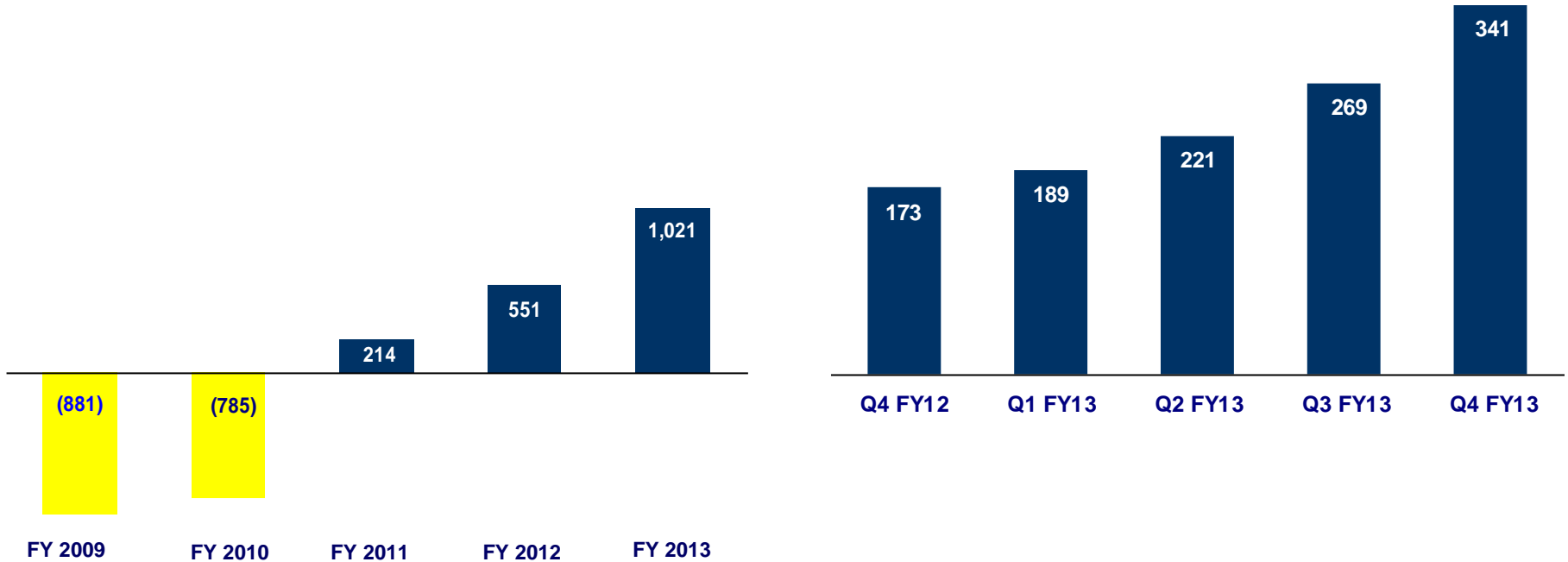
INR mn	Q4 FY 2013	Q4 FY 2012	Inc / (Dec)	FY 2013	FY 2012	Inc / (Dec)
Net Profit	341	173	97.4%	1,021	551	85.3%
Total Income	1,146	851	34.6%	4,014	3,281	22.4%
Operating Profit	430	239	79.9%	1,261	838	50.5%
Provisions	89	66	(34.5%)	241	287	16.3%
Cost to Income Ratio	62.5%	71.9%	-	68.6%	74.5%	-

INR mn	March 31, 2013	March 31, 2012
Deposits	83,638	63,356
CASA	22,716	20,347
NRI Deposits	5,222	3,084
Advances	65,861	52,844

Quarter ended	March 31, 2013	March 31, 2012
CASA Ratio	27.16%	32.12%
Gross NPA Ratio	3.18%	4.40%
Net NPA Ratio	0.75%	0.57%
Provision Coverage Ratio	85.71%	91.17%
Credit/Deposit Ratio	78.74%	83.41%
ROA	1.30%	0.82%
ROE	13.85%	9.72%

Net Profit / Loss \*

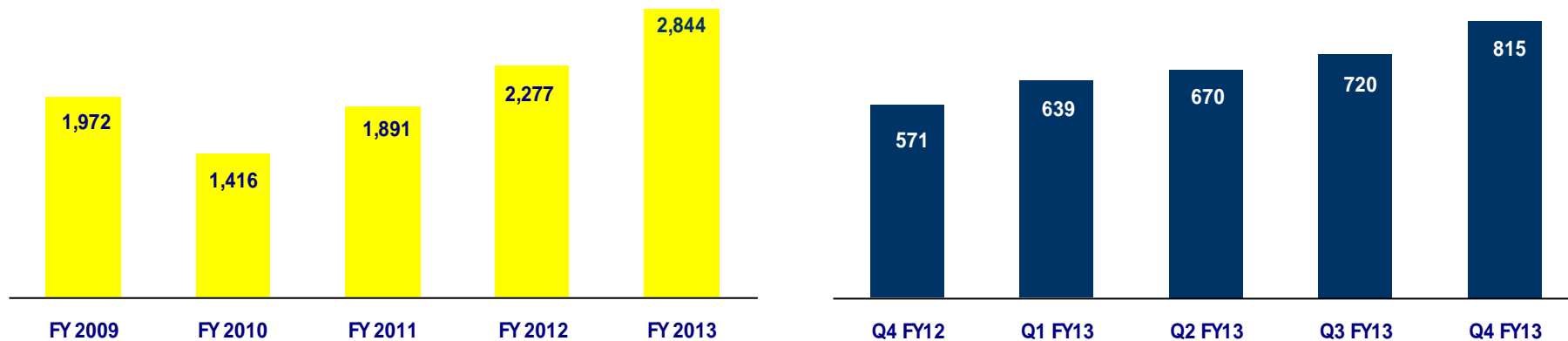
INR mn



\* Net Profit / (Loss) represents post tax numbers

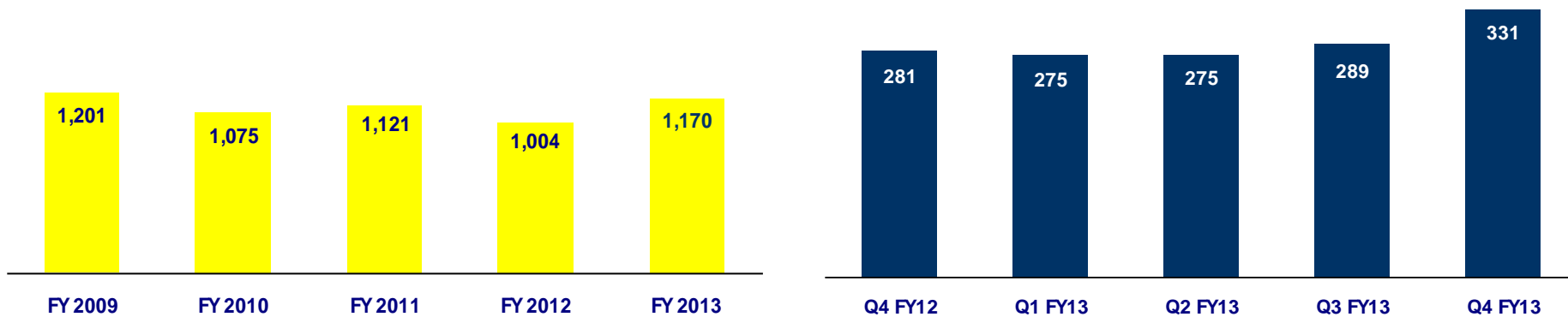
## Net Interest Income

INR mn



## Other Income

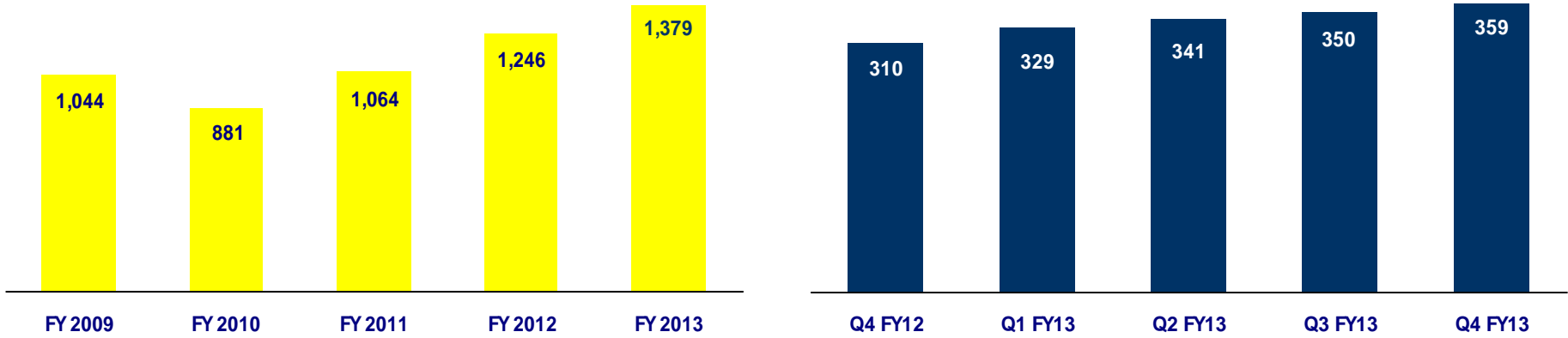
INR mn





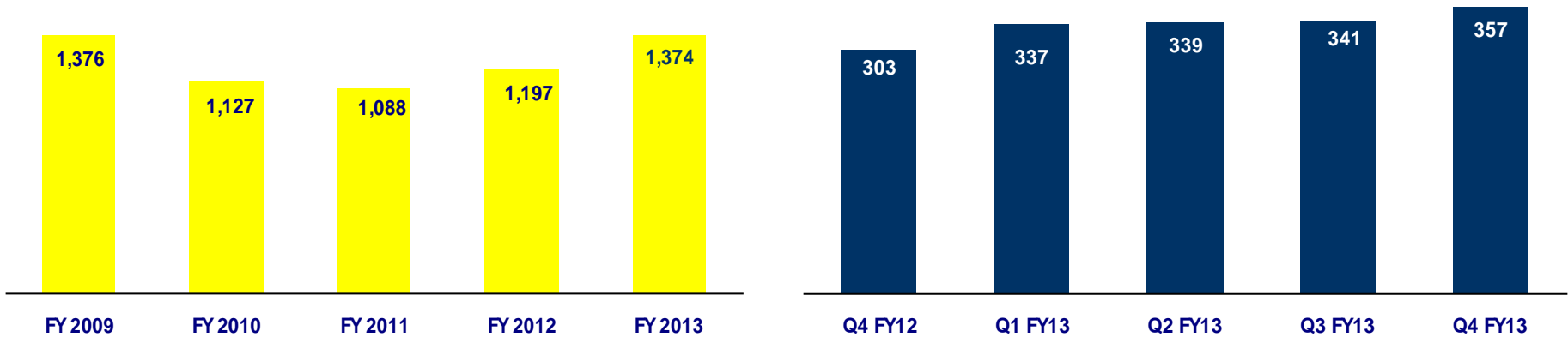
## Staff Cost

INR mn



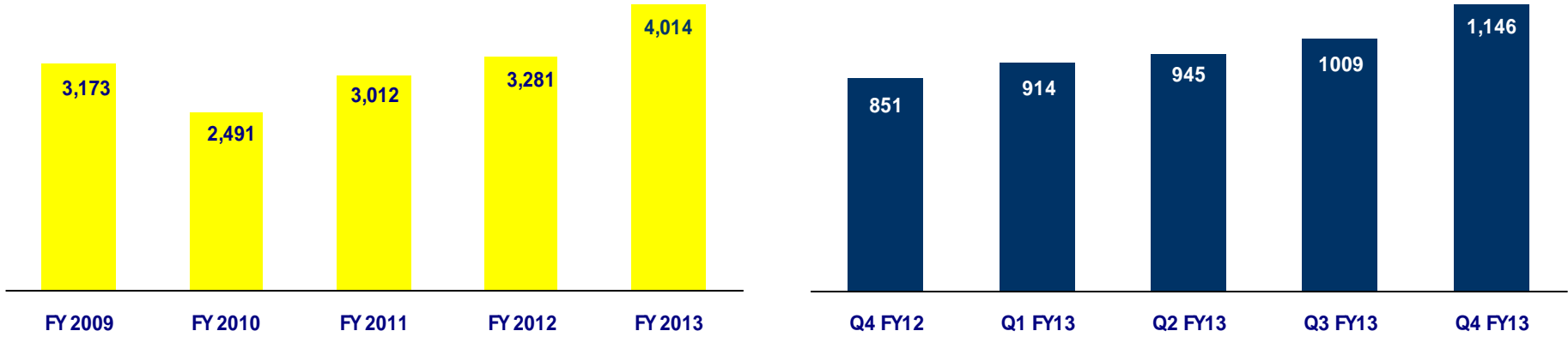
## Other Cost

INR mn



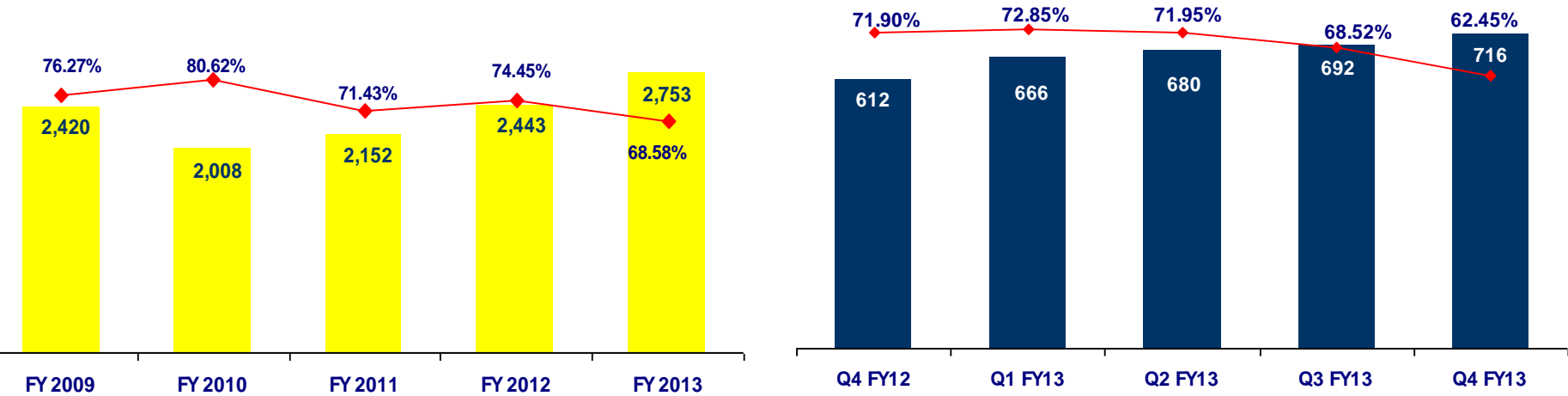
## Operating Income

INR mn



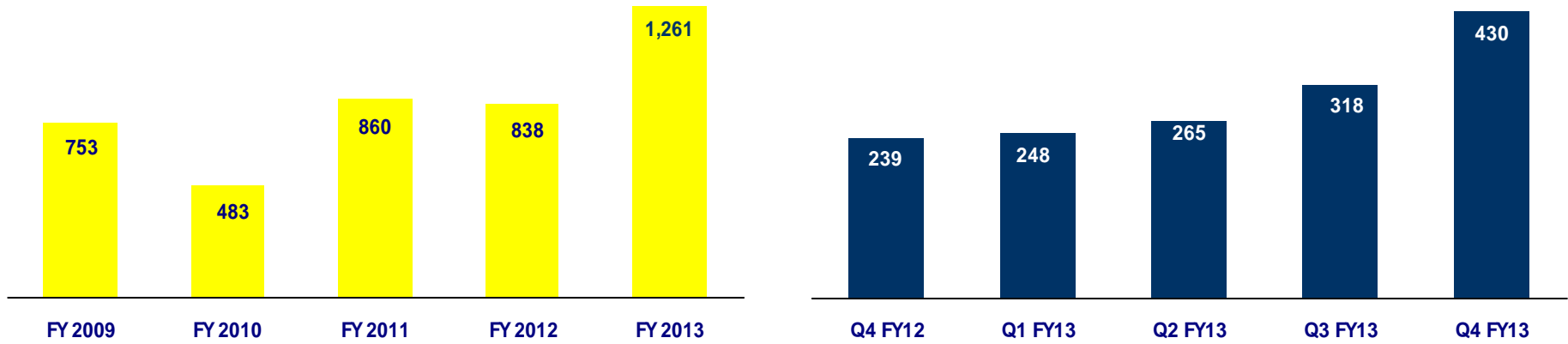
## Operating Cost

INR mn



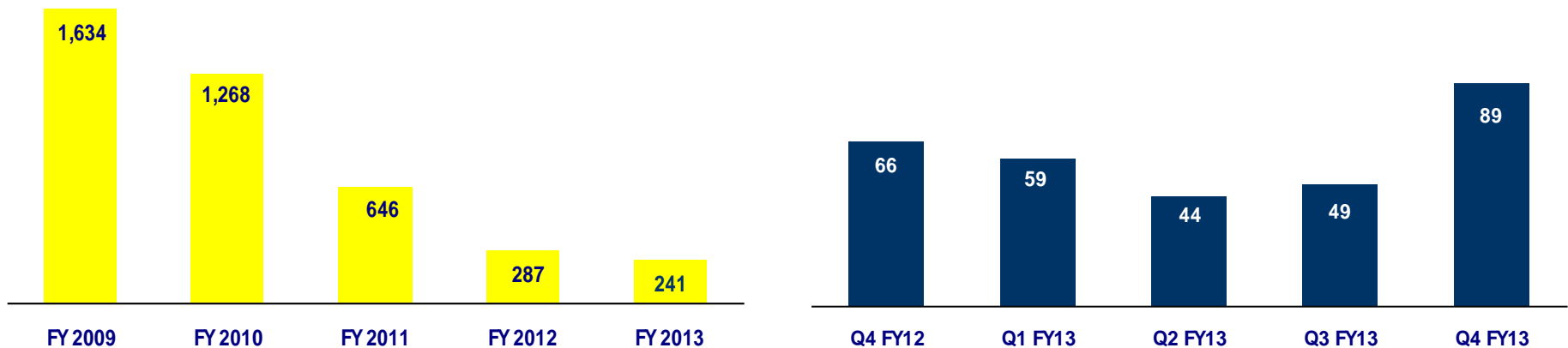
## Operating Profit

INR mn



## Provisions

INR mn

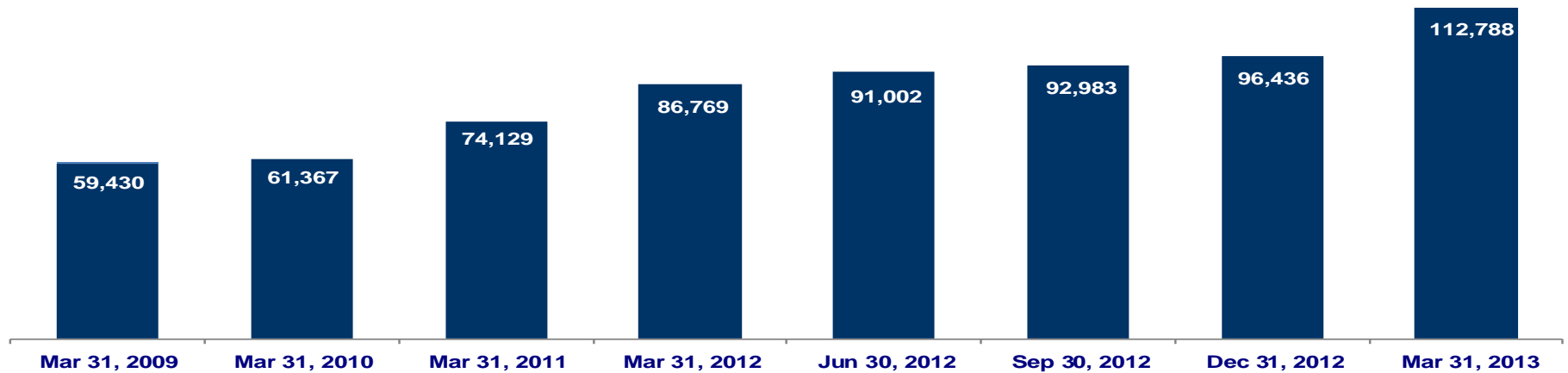


\* Provisions include provisions for NPAs, standard assets, income tax, fringe benefit tax, other assets, restructured advances etc  
Provisions also includes depreciation on investments and sacrifice of one time settlement

INR mn	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Jun 30, 2012	Sep 30, 2012	Dec 31, 2012	Mar 31, 2013
<b>CASA</b>	16,927	19,755	20,347	20,662	21,723	21,823	<b>22,716</b>
<b>Retail Term Deposits</b>	23,056	27,085	34,320	36,721	38,888	42,084	<b>43,845</b>
<b>NRI Total Deposits</b>	1,632	1,815	3,084	3,707	4,105	4,544	<b>5,222</b>
<b>Mortgages</b>	4,118	10,811	15,510	17,889	19,494	21,296	<b>23,980</b>
<b>Commercial Vehicle</b>	1,951	727	1,048	968	966	1,050	<b>1,132</b>
<b>SME + Micro SME</b>	6,004	10,219	14,038	13,943	14,930	15,035	<b>14,877</b>
<b>Agri &amp; Inclusive Banking</b>	8,583	8,502	8,014	7,244	6,115	5,856	<b>7,651</b>
<b>Corporate Banking</b>	11,095	11,153	11,941	12,599	13,097	14,120	<b>15,658</b>

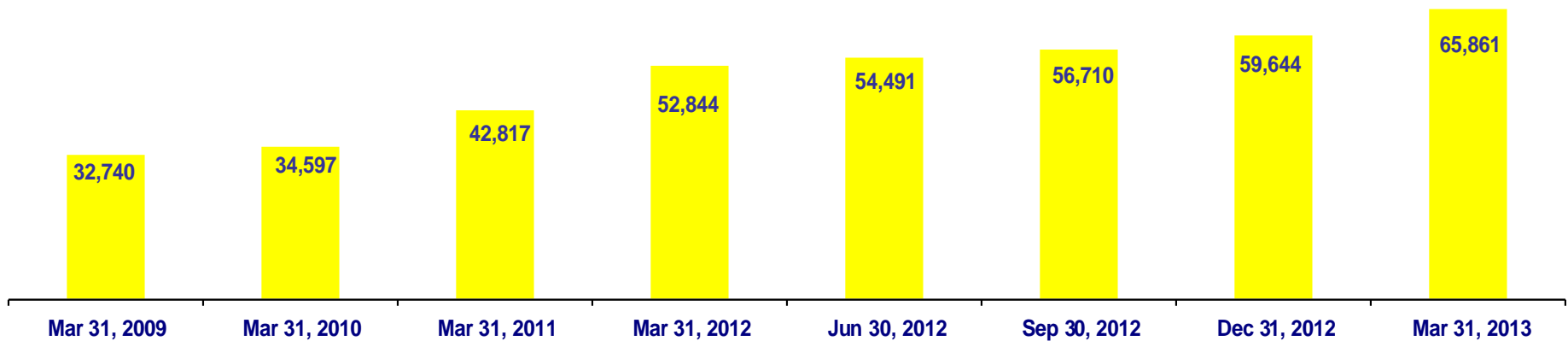
## Total Assets

INR mn



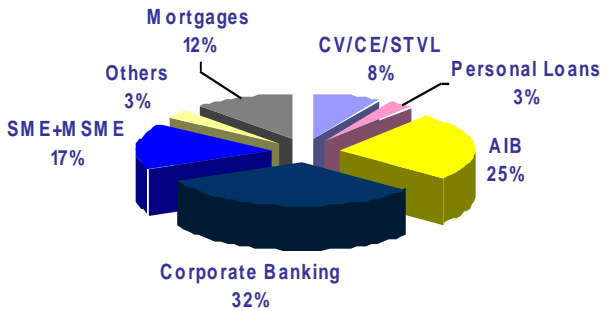
## Net Advances\*

INR mn

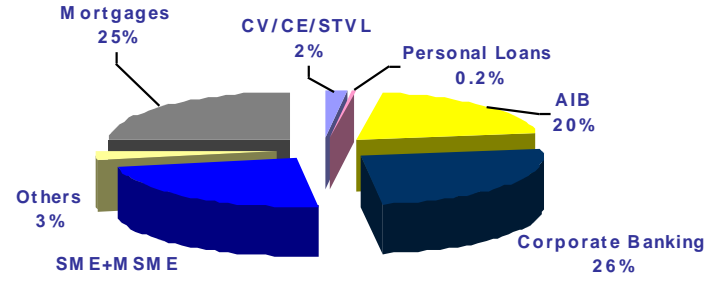


\* Net Advances – Gross advances less (net of) provisions

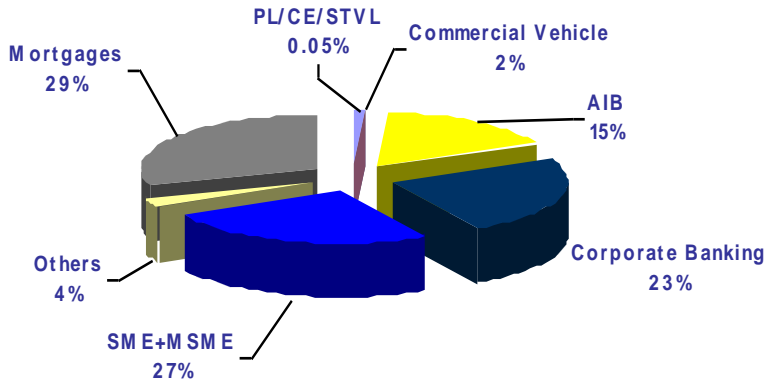
Portfolio\* as on Mar 31, 2010



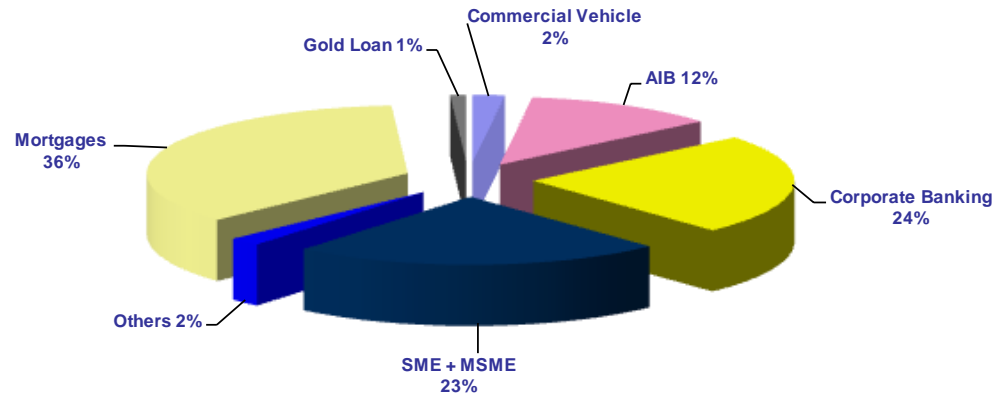
Portfolio\* as on Mar 31, 2011



Portfolio\* as on Mar 31, 2012

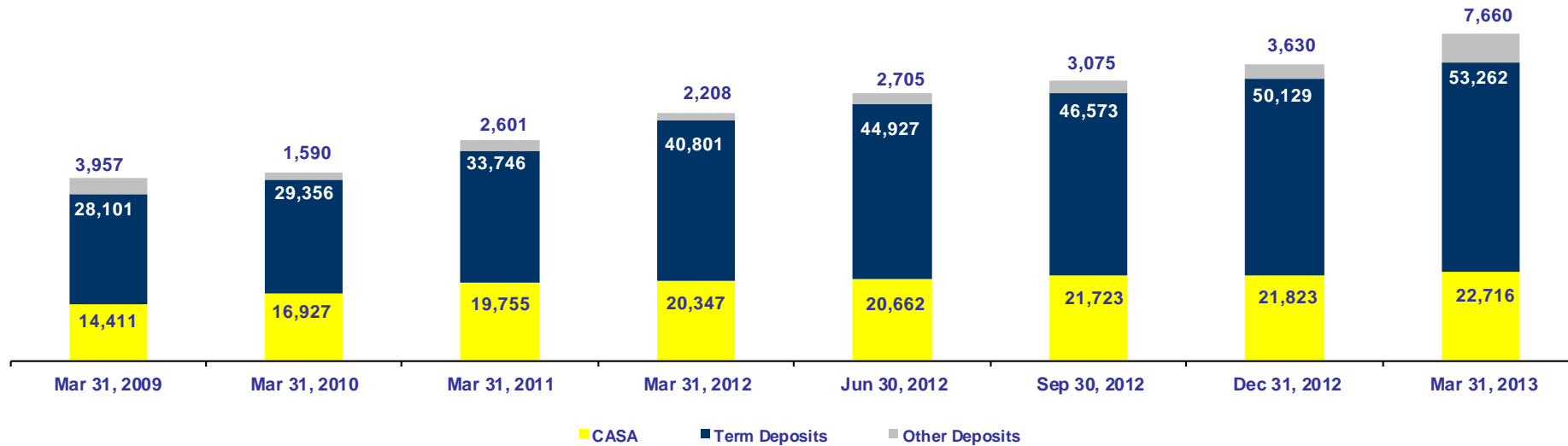


Portfolio\* as on Mar 31, 2013



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

## Deposits INR mn



### Retails Deposits Vs Total Deposits

Mar 31, 2009	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Jun 30, 2012	Sep 30, 2012	Dec 31, 2012	Mar 31, 2013
67.53%	81.54%	81.17%	84.42%	82.72%	83.22%	82.96%	77.39%

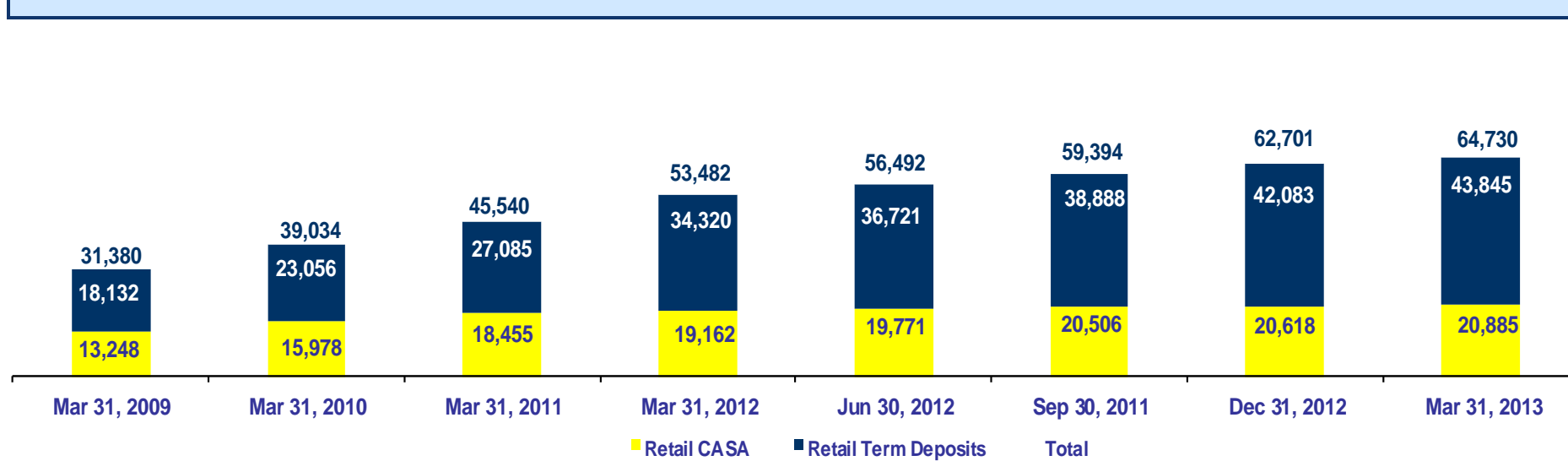
### CASA

Mar 31, 2009	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Jun 30, 2012	Sep 30, 2012	Dec 31, 2012	Mar 31, 2013
31.01%	35.36%	35.21%	32.12%	30.25%	30.44%	28.87%	27.16%

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

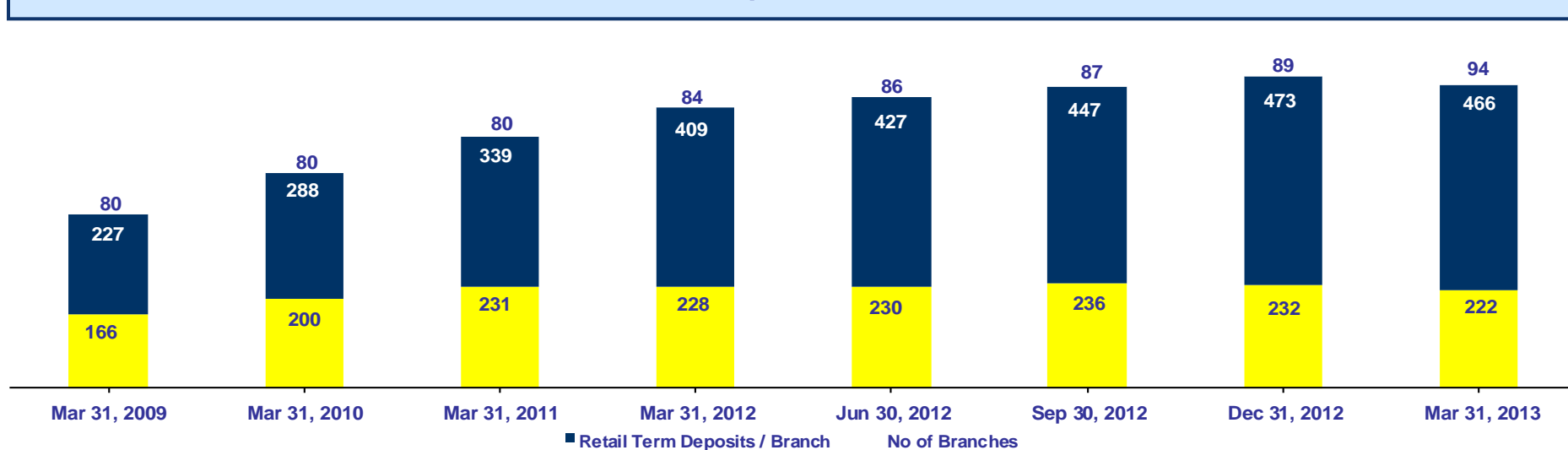
## Retail CASA & Retail Term Deposits

INR mn



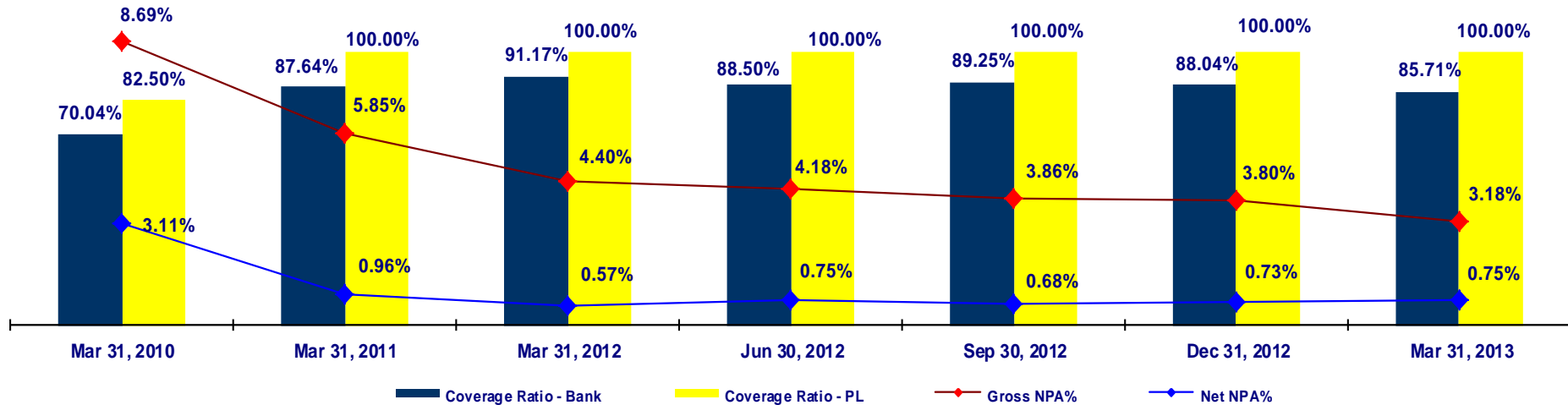
## Retail Deposits / Branch

INR mn





## Key Ratios

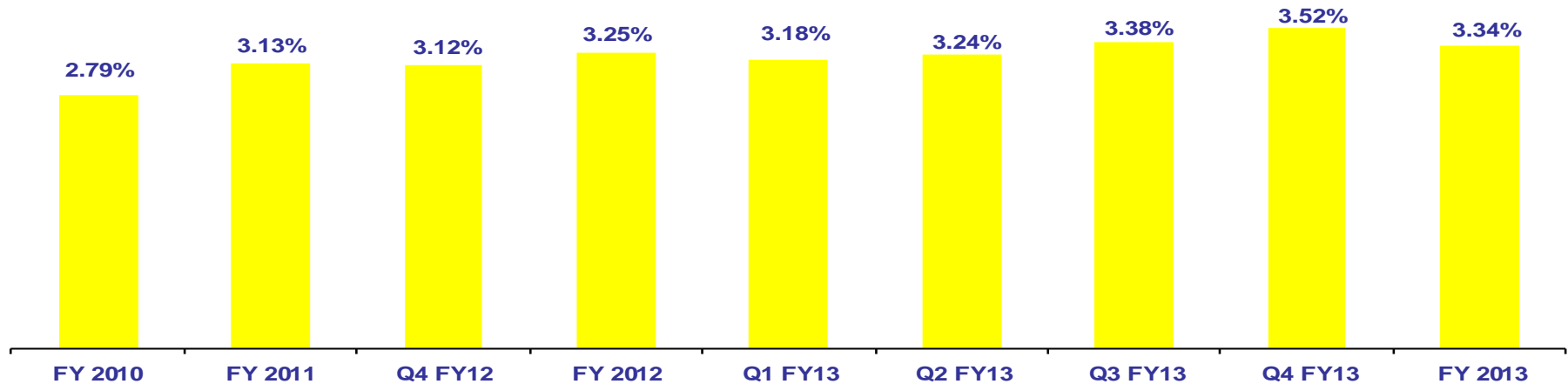


INR mn	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Jun 30, 2012	Sep 30, 2012	Dec 31, 2012	Mar 31, 2013
<b>Personal Loans</b>	1,694	1,293	1,196	968	945	926	620
<b>CV/CE/STVL*</b>	599	452	322	297	278	261	253
<b>Corporate</b>	594	588	627	624	499	506	473
<b>Others</b>	305	303	273	473	538	646	804
<b>Gross NPA</b>	<b>3,192</b>	<b>2,636</b>	<b>2,418</b>	<b>2,362</b>	<b>2,260</b>	<b>2,339</b>	<b>2,150</b>
<b>Net NPA**</b>	<b>1,076</b>	<b>412</b>	<b>302</b>	<b>409</b>	<b>384</b>	<b>435</b>	<b>491</b>

\* 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



INR mn	FY 2010	FY 2011	Q4FY12	FY 2012	Q1FY13	Q2FY13	Q3FY13	Q4FY12	FY 2013
<b>Commission, exchange and brokerage</b>	682	683	230	786	206	217	222	248	893
<b>Sale of investments</b>	178	253	26	118	38	22	27	52	139
<b>Sale of land, buildings and other assets</b>	(3)	11	(13)	(28)	(2)	(1)	-	(14)	(17)
<b>Exchange transactions</b>	68	90	21	69	18	6	20	28	72
<b>Bad Debt Recovered</b>	14	6	7	10	10	19	14	10	53
<b>Miscellaneous income</b>	136	78	10	49	5	12	6	7	30
<b>Total</b>	<b>1,075</b>	<b>1,121</b>	<b>281</b>	<b>1,004</b>	<b>275</b>	<b>275</b>	<b>289</b>	<b>331</b>	<b>1,170</b>

INR mn	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Mar 31, 2013
SLR	15,789	17,512	20,219	24,332
Non-SLR	4,390	5,439	4,959	9,255
<b>Total Investments *</b>	<b>20,179</b>	<b>22,951</b>	<b>25,178</b>	<b>33,587</b>
HTM	16,890	18,847	20,845	23,606
AFS	3,263	3,029	3,541	5,155
HFT	26	1,075	792	4,826
<b>Total Investments *</b>	<b>20,179</b>	<b>22,951</b>	<b>25,178</b>	<b>33,587</b>

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

INR mn	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Jun 30, 2012	Sep 30, 2012	Dec 31, 2012	Mar 31, 2013
Shareholder's Equity	6,011	6,215	8,614	8,801	9,020	9,690	10,031
Deposits	47,873	56,102	63,356	68,294	71,370	75,582	83,638
Borrowings <sup>1</sup>	5,035	8,607	11,235	10,101	8,801	7,175	15,256
Other Liabilities & Provisions <sup>1</sup>	2,447	3,205	3,565	3,807	3,792	3,990	3,863
Cash, Inter-bank, etc	3,324	4,871	4,566	5,804	5,334	5,171	8,833
Investments	20,179	22,951	25,178	26,367	26,312	27,063	33,587
Advances	34,597	42,817	52,844	54,491	56,710	59,644	65,861
Fixed Assets	1,358	1,275	1,846	1,844	2,376	2,370	2,395
Other Assets	1,909	2,215	2,335	2,496	2,250	2,188	2,114
Credit Deposit Ratio	72.27%	76.32%	83.41%	79.79%	79.46%	78.91%	78.74%

INR mn	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Jun 30, 2012	Sep 30, 2012	Dec 31, 2012	Mar 31, 2013
CASA	16,927	19,755	20,347	20,662	21,723	21,823	22,716
Other Deposits	30,946	36,347	43,009	47,632	49,647	53,759	60,922
Total Deposits	47,873	56,102	63,356	68,294	71,370	75,582	83,638
CASA Ratio	35.36%	35.21%	32.12%	30.25%	30.44%	28.87%	27.16%

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

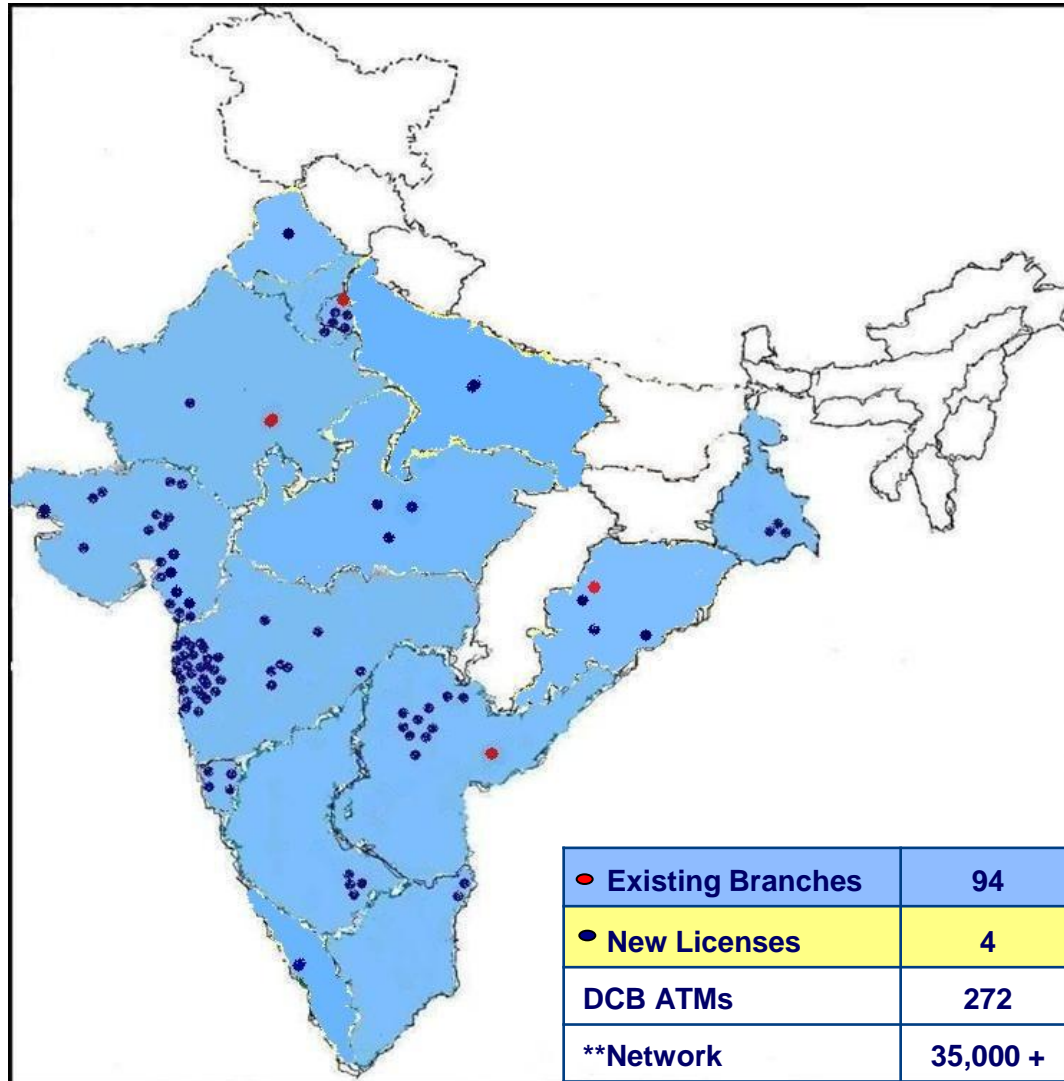
INR mn	FY 2010	FY 2011	FY 2012	FY 2013
Net Interest Income	1,416	1,891	2,277	2,844
Other Income	1,075	1,121	1,004	1,170
Operating Income	2,491	3,012	3,281	4,014
Operating Expenses	(2,008)	(2,152)	(2,443)	(2,753)
Operating Profit	483	860	838	1,261
Total Provisions	(1,268)	(646)	(287)	(241)
PAT	(785)	214	551	1,021
Cost Income Ratio	80.62%	71.43%	74.45%	68.58%

INR mn	Q4 FY12	Q1 FY13	Q2 FY13	Q3 FY13	Q4 FY13
Net Interest Income	570	639	670	720	815
Other Income	281	275	275	289	331
Operating Income	851	914	945	1,009	1,146
Operating Expenses	(612)	(666)	(680)	(692)	(716)
Operating Profit	239	248	265	318	430
Total Provisions	(66)	(59)	(44)	(49)	(89)
PAT	173	189	221	269	341
Cost Income Ratio	71.90%	72.85%	71.95%	68.52%	62.45%



## Business Strategy

## Branch Network



**ANDHRA PRADESH: (10)**

**GOA: (4)**

**GUJARAT: (19)**

**HARYANA: (1)**

**KARNATAKA: (4)**

**KERALA: (1)**

**MADHYA PRADESH: (3)**

**MAHARASHTRA: (35)**

- Mumbai & Its Suburbs (28)

**NEW DELHI: (6)**

**ORISSA: (3)**

**PUNJAB: (1)**

**RAJASTHAN: (1)**

**TAMIL NADU: (2)**

**UTTAR PRADESH: (1)**

**WEST BENGAL: (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
- Gift 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.

- Rely mainly on Retail Deposits (Term, CASA) for funding. Expand branches 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, wealth, trade and cash management

- Continuously strengthen credit processes, recoveries and portfolio management

- Relentless focus on Liquidity, Costs, Operational Risks, People and Customer Service. Improve continuously

## 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

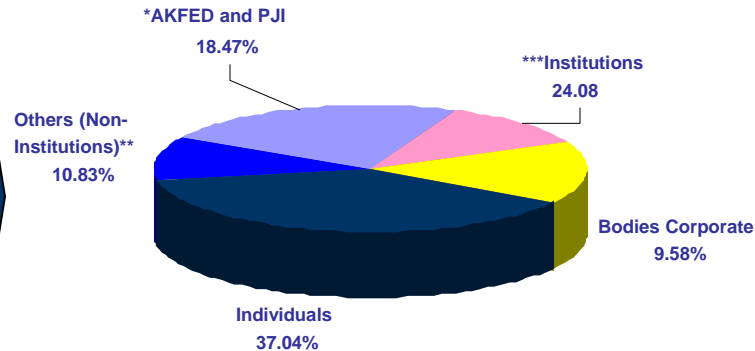
2012

- 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 (March 31, 2013)

### DCB BANK

Shareholding Pattern



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

\*\*Includes Clearing Members (0.64%), Non Resident Indians (2.50%), Foreign Corporate Bodies (7.65%), Directors and their relatives (0.04%)

\*\*\*Institutions includes 11.09% held by FII

### Key non-promoter shareholders

- Tano Mauritius India FVCI II : **4.77%**
- WCP Holdings III : **4.70%**
- The South India Bank Ltd : **3.68%**
- Al Bateen Investment Co LLC: **2.95%**
- 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%**
- Satpal Khattar & Shareen Khattar: **1.30%**
- ICICI Prudential Life Insurance Company Ltd.: **1.22%**
- 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 : **1.00%**



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><b>Nasser Munjee</b> <i>Non- Executive Chairman</i></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><b>Amin Manekia</b></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><b>Altaf Jiwani</b></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><b>C Narasimhan</b></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><b>Darius Udwadia</b></p> <p>Solicitor &amp; 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.</p>
	<p><b>Imran Contractor</b></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><b>Jamal Pradhan</b></p> <p>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 &amp; medium manufacturing industry.</p>
	<p><b>Keki Elavia</b></p> <p>Rich experience in accounting, audit and finance. Partner of over 37 years with M/s. Kalyaniwala &amp; Mistry, a C. A. firm. Independent Director on the Boards of several corporate entities and boards of Public Trusts.</p>
	<p><b>Murali M Natrajan</b> <i>Managing Director &amp; CEO</i></p> <p>Standard Chartered Bank, Citibank, American Express – *29 years experience.</p>
	<p><b>Nalin Shah</b></p> <p>Retired partner of Deloitte Haskins &amp; 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><b>Suhail Nathani</b></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><b>S Sridhar</b></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><b>Sukh Dev Nayyar</b></p> <p>Associated with ANZ Grindlays Bank plc for over 30 years. Last assignment with Grindlays as Head – Corporate Banking &amp; Investment Banking. Independent Director on the Boards of Diamond Trust Bank Kenya &amp; 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	Feb 28, 2013
<b>CRISIL</b>				
<b>- Long Term</b>	<b>BBB/Stable</b>	<b>BBB +/Stable</b>	<b>BBB +/Positive</b>	<b>A-/Stable</b>
<b>- Short Term</b>	<b>P1</b>	<b>A1</b>	<b>A1</b>	<b>A1+</b>
<b>Brickworks</b>	<b>BWR A- /Stable</b>	<b>BWR A- /Stable</b>	<b>BWR A- /Stable</b>	<b>BWR A- /Stable</b>

**Thank you**