

Q4FY24 Earnings Presentation

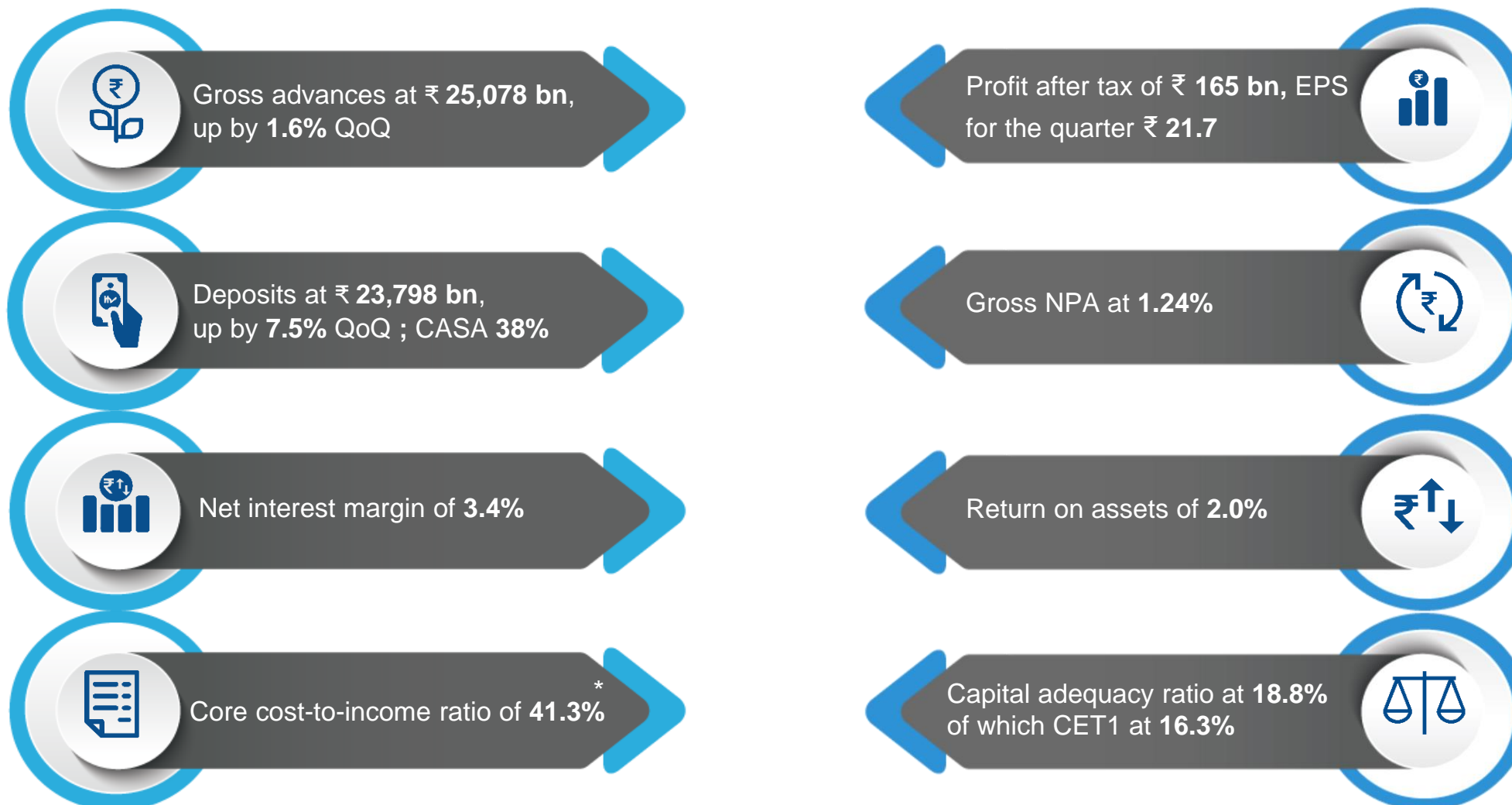


April 20, 2024

Key performance metrics for Q4 FY24

- Deposits increased ₹ 1.66 tr in the quarter (↑7.5%)
 - ✓ Retail deposits grew ₹ 1.29 tr in the quarter (↑6.9%)
 - ✓ Deposits increase benefitted from March quarter seasonality
- Advances growth ₹ 0.39 tr in the quarter (↑1.6%)
- Asset quality continues to remain stable; GNPA ratio at 1.24%
- PAT ₹ 165 bn; RoA of 1.96% and RoE of 15.4% in the current quarter
 - ✓ Transaction gains and certain provisions net PAT impact +₹ 6.9 bn
- Consolidated EPS of ₹ 23.2 for the quarter
- Capital adequacy ratio is healthy at 18.8%

Key financial parameters for Q4 FY24



Consolidated income statement

P&L (₹ bn)	Q4 FY23	Q3 FY24	Q4 FY24	QoQ	YoY
Net revenue	345.5	717.7	807.0	12.4%	133.6%
Operating expenses	145.9	459.3	491.3	7.0%	236.7%
Provisions	31.8	46.0	138.1	200.0%	334.4%
Profit before tax	167.8	212.4	177.6	(16.4%)	5.8%
Consolidated profit	125.9	172.6	176.2	2.1%	39.9%

Income statement

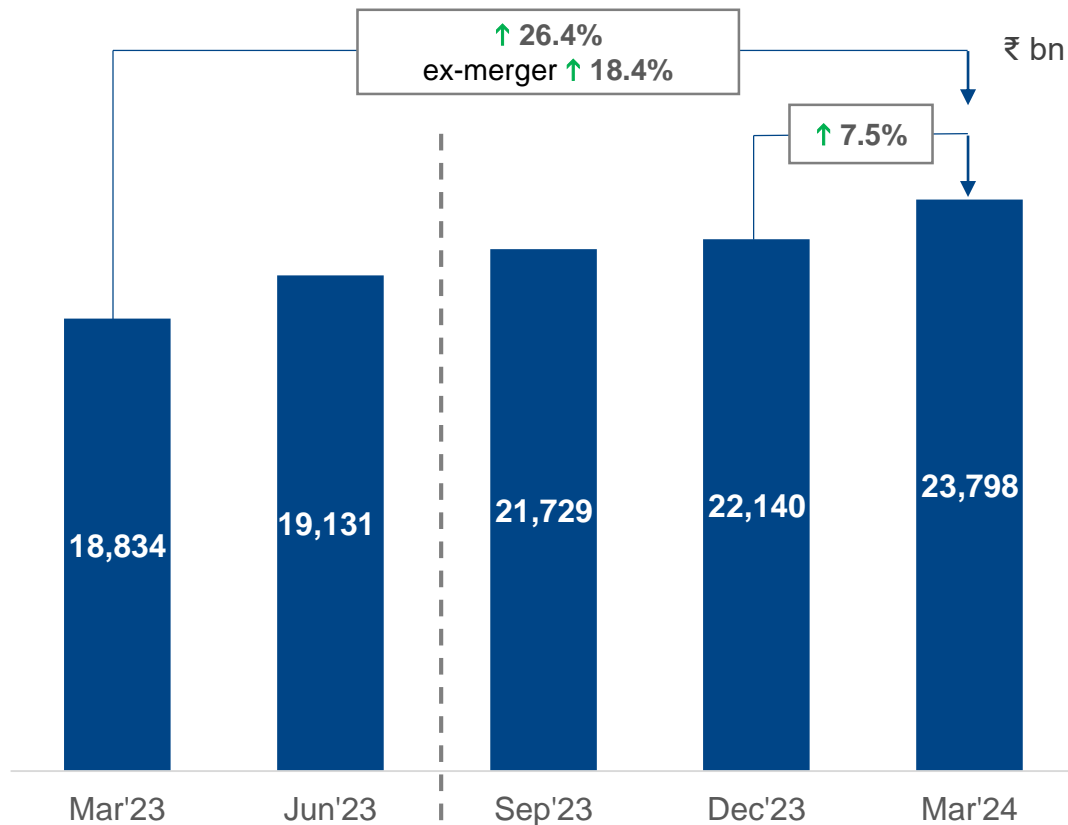
P&L (₹ bn)	Q4 FY23	Q3 FY24	Q4 FY24	QoQ	YoY
Net interest income	233.5	284.7	290.8	2.1%	24.5%
Non-interest income [*]	87.3	111.4	181.7	63.1%	108.1%
Net revenue	320.8	396.1	472.5	19.3%	47.3%
Operating expenses [*]	134.6	159.6	179.7	12.6%	33.5%
Provisions [*]	26.9	42.2	135.1	220.4%	403.2%
Profit before tax	159.4	194.3	157.7	(18.8%)	(1.0%)
Profit after tax	120.5	163.7	165.1	0.9%	37.1%

Abridged balance sheet

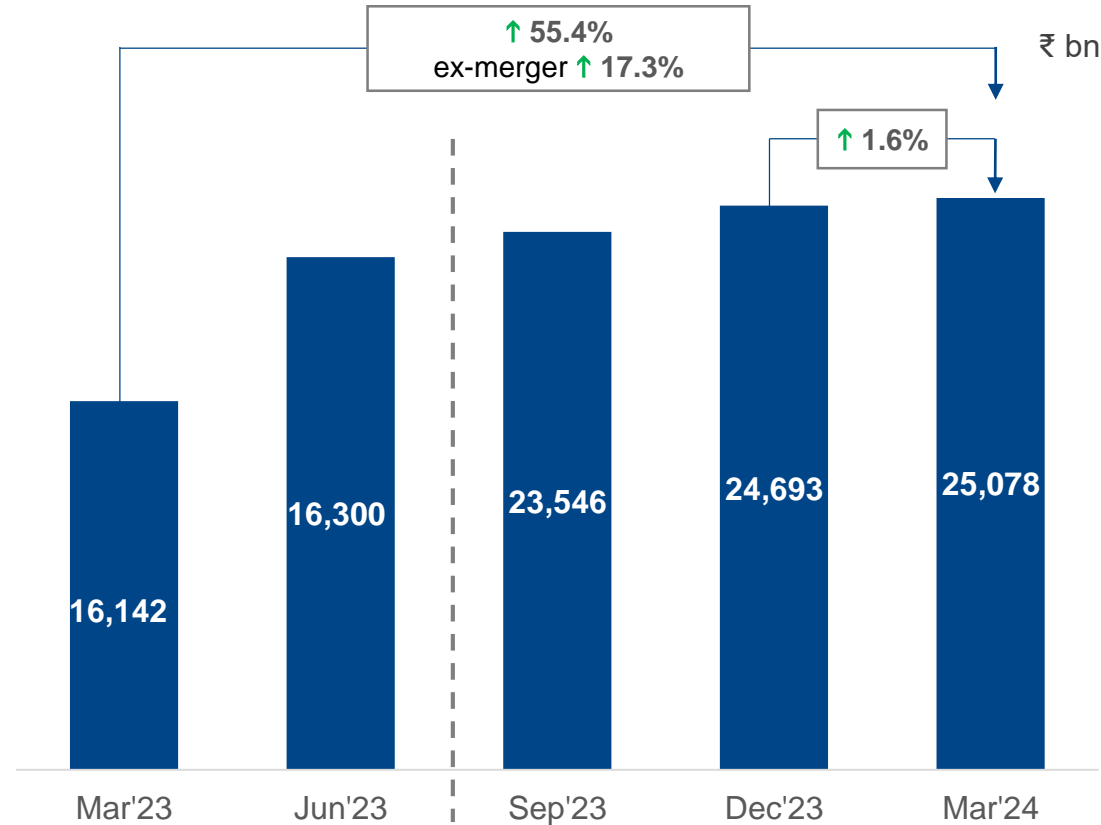
Balance sheet (₹ bn)	Q4FY23	Q3FY24	Q4FY24	QoQ
Loans and advances	16,006	24,461	24,849	388
Investments	5,170	6,749	7,024	275
<i>Government and debt securities</i>	<i>5,120</i>	<i>6,556</i>	<i>6,853</i>	<i>297</i>
<i>Equity and other securities</i>	<i>50</i>	<i>193</i>	<i>171</i>	<i>(22)</i>
Cash & equivalent	1,938	1,775	2,192	417
Fixed and other assets	1,547	1,941	2,112	171
Total assets	24,661	34,926	36,177	1,251
Deposits	18,834	22,140	23,798	1,658
Borrowings	2,068	7,377	6,622	(755)
Equity & reserves	2,802	4,223	4,403	180
Other liabilities	957	1,186	1,354	168
Total liabilities	24,661	34,926	36,177	1,251

Growth in deposits and advances

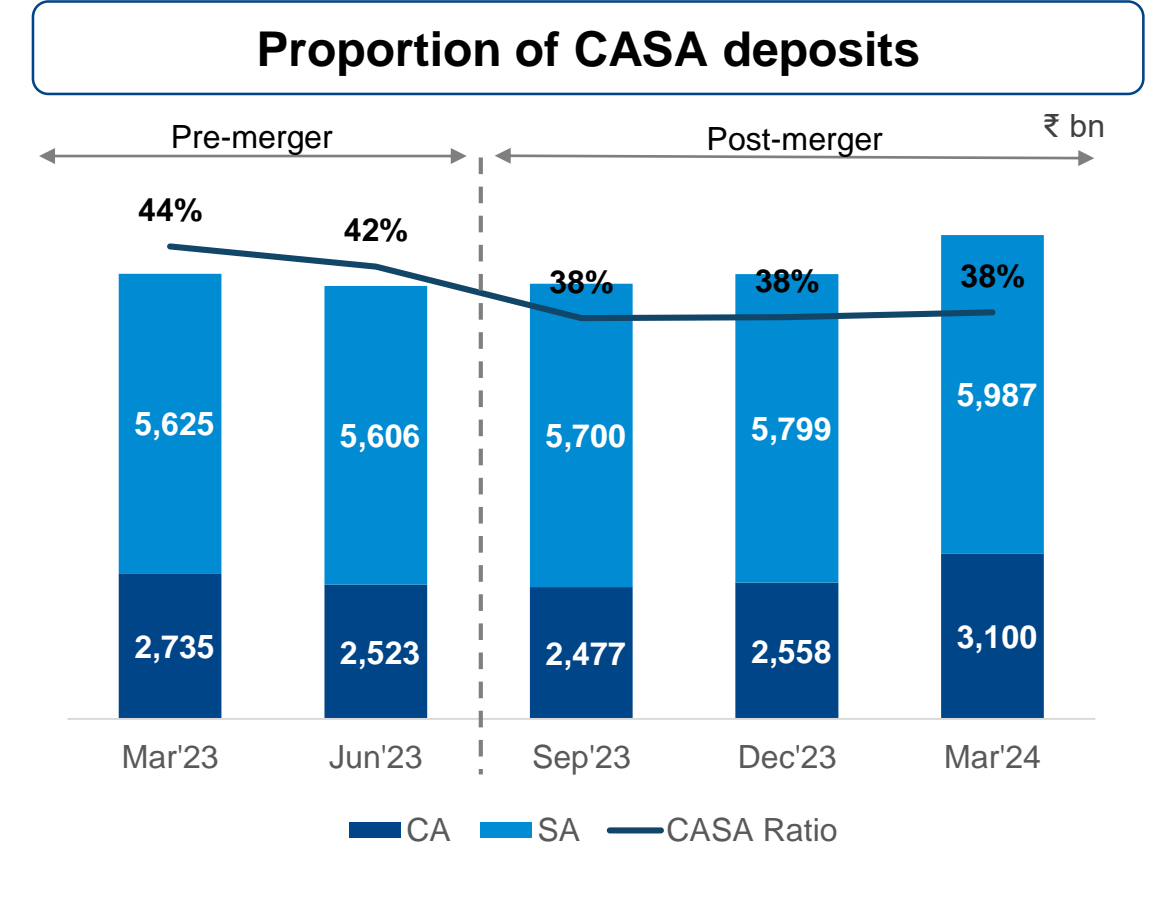
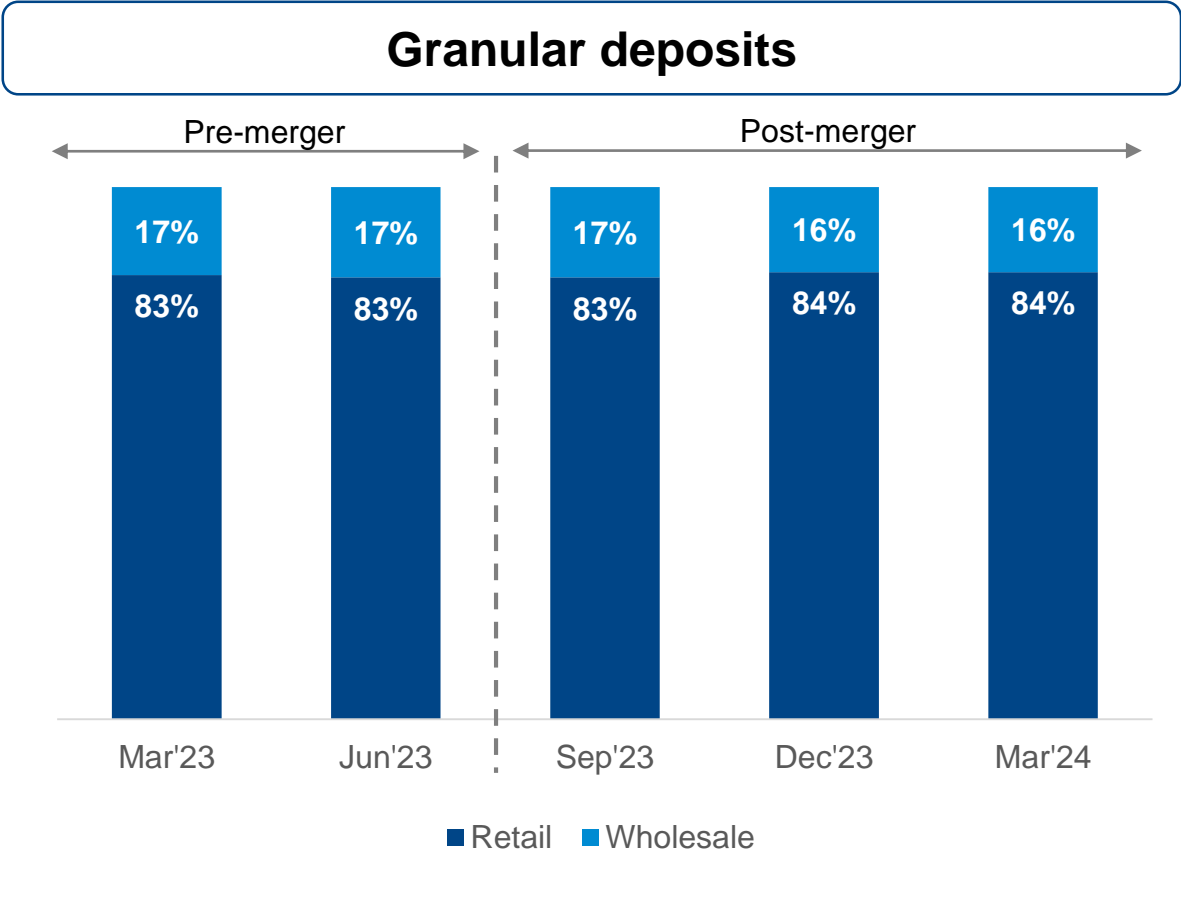
Deposits



Gross advances



Stable and granular deposits



Retail branch driving deposits

Mix across segments

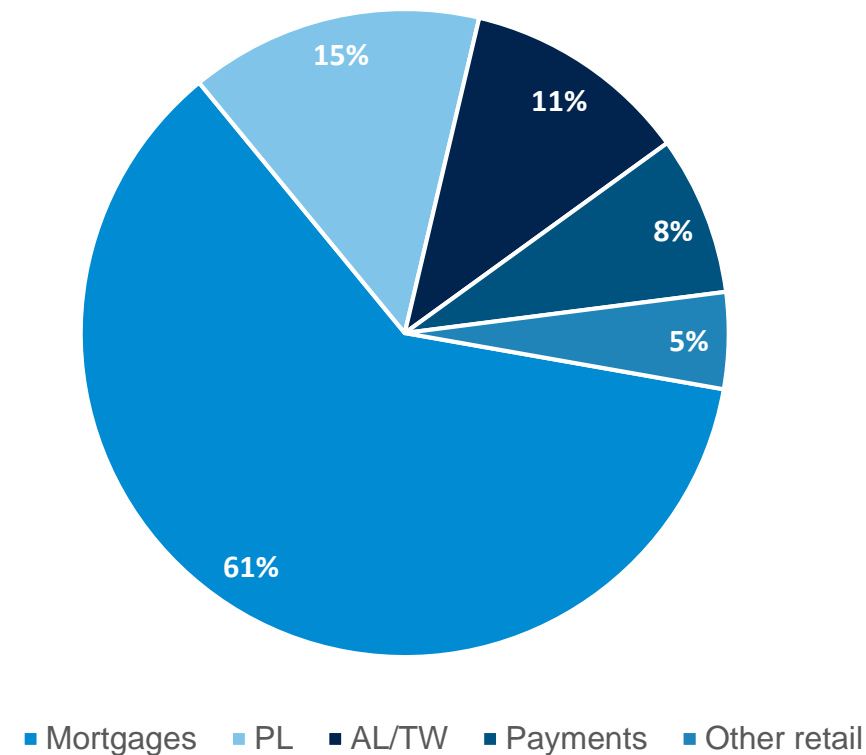
Balancing growth

Loans (₹ bn)	Dec'23	Mar'24	QoQ
Retail	12,189	12,611	3.5%
<i>Retail Mortgages</i>	7,432	7,728	4.0%
<i>Retail Non-Mortgages</i>	4,756	4,883	2.7%
CRB	7,731	8,056	4.2%
Corporate and other wholesale	4,363	4,268	(2.2%)
Subtotal	24,282	24,935	2.7%
eHDFCL Non-Individual	989	807	(18.3%)
Advances gross of IBPC	25,270	25,742	1.9%
IBPC/BRDS	(578)	(664)	15.0%
Gross Advances	24,693	25,078	1.6%
<i>Retail : Wholesale mix*</i>	<i>54% : 46%</i>	<i>55% : 45%</i>	

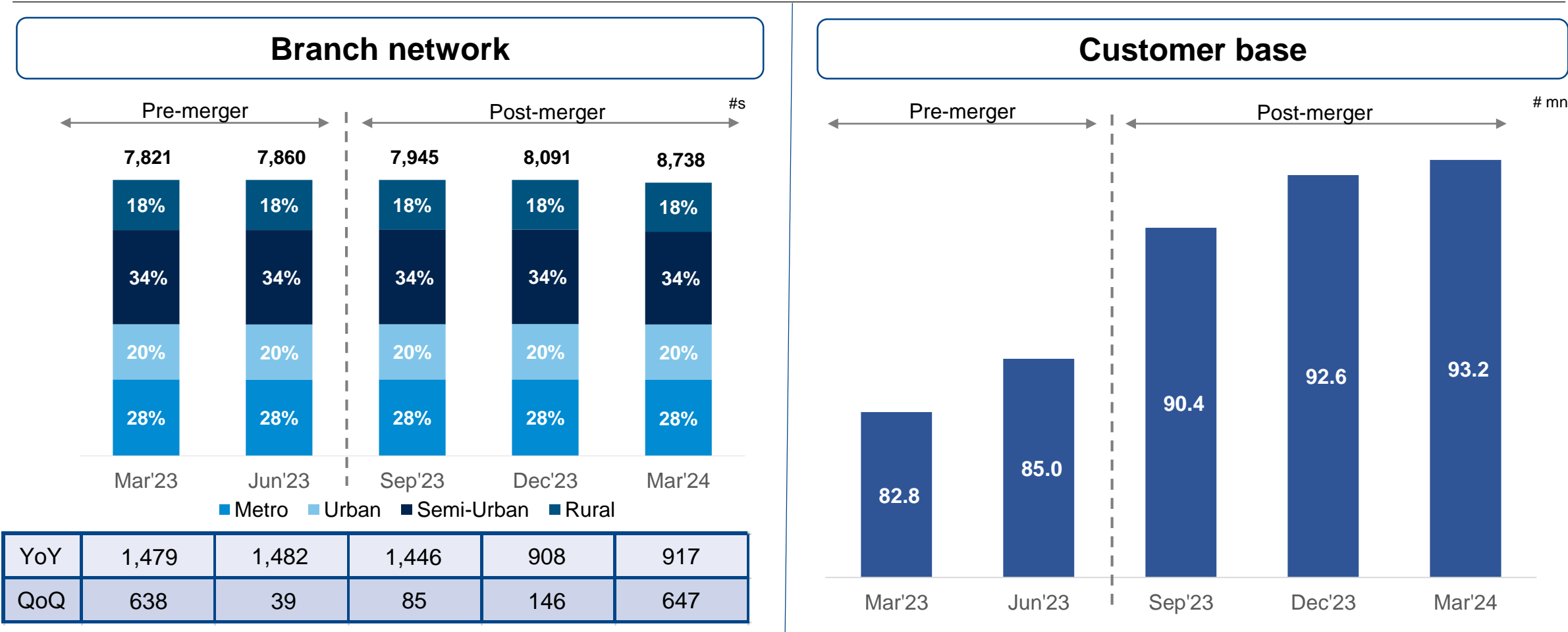
*As per Basel classification

Composition of retail loans

Mar'24

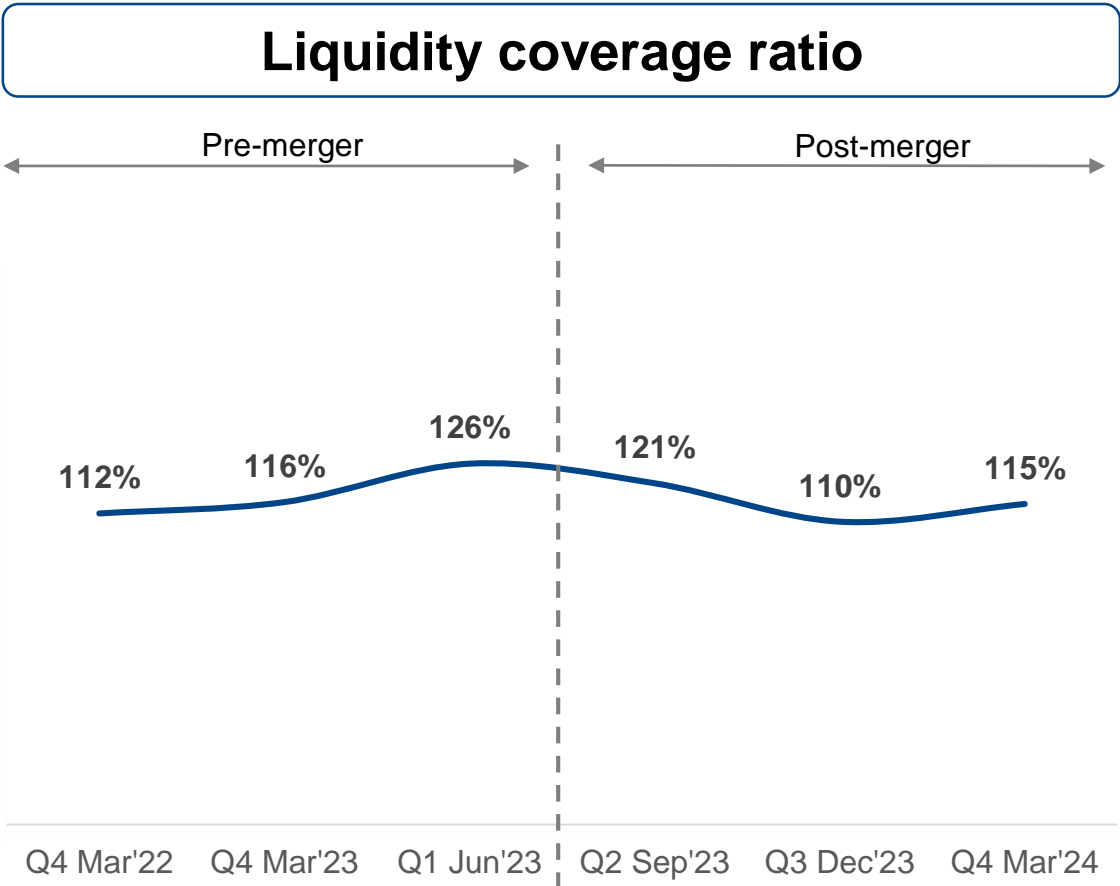
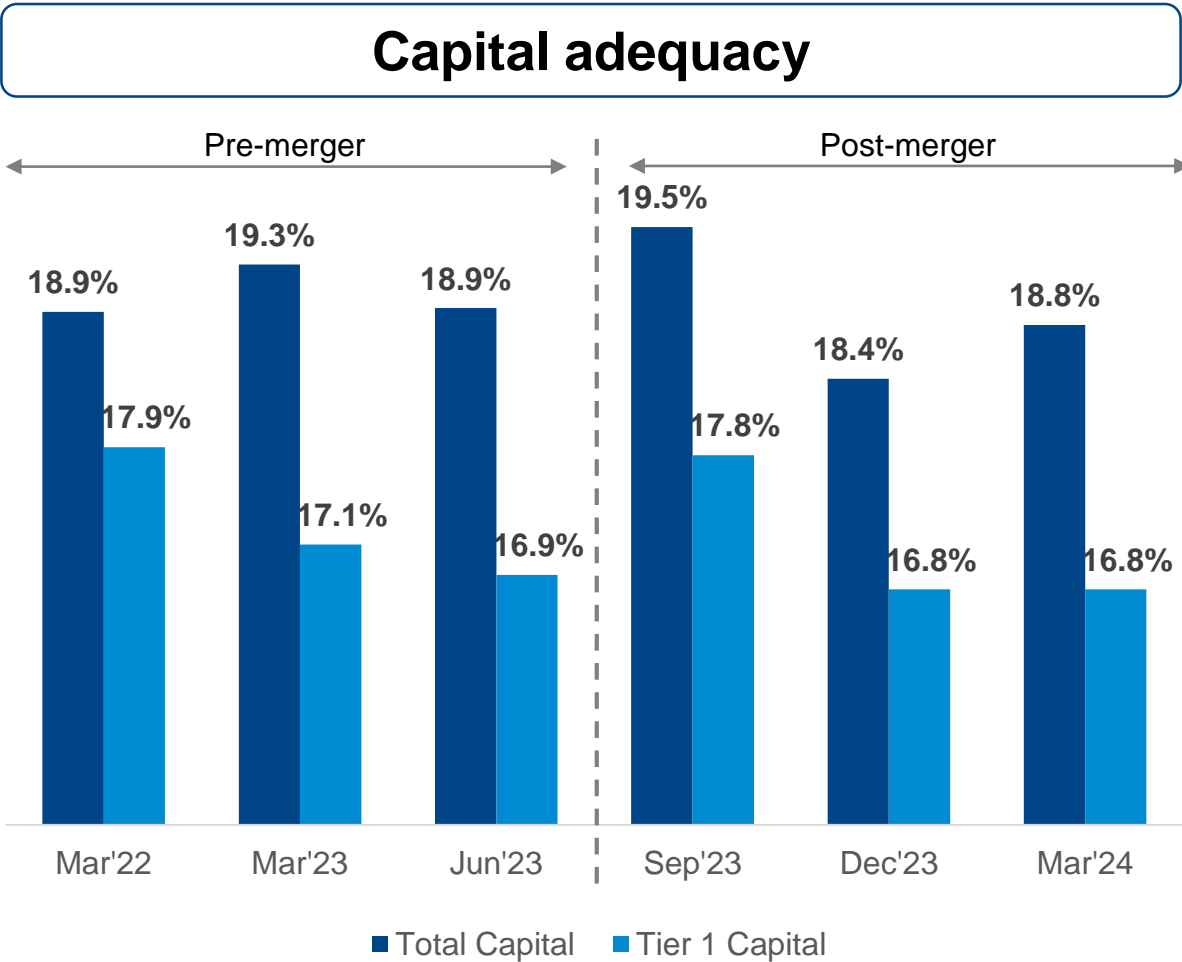


Branch expansion and customer relationships



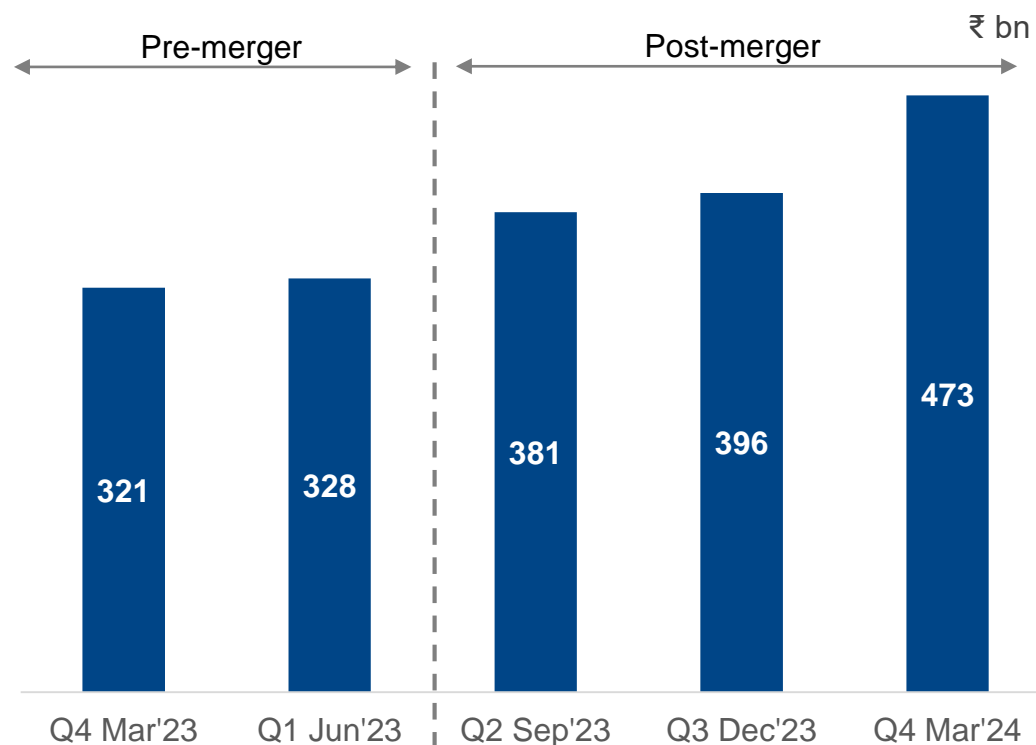
Distribution strength enables reach for customer engagement

Capital and liquidity metrics



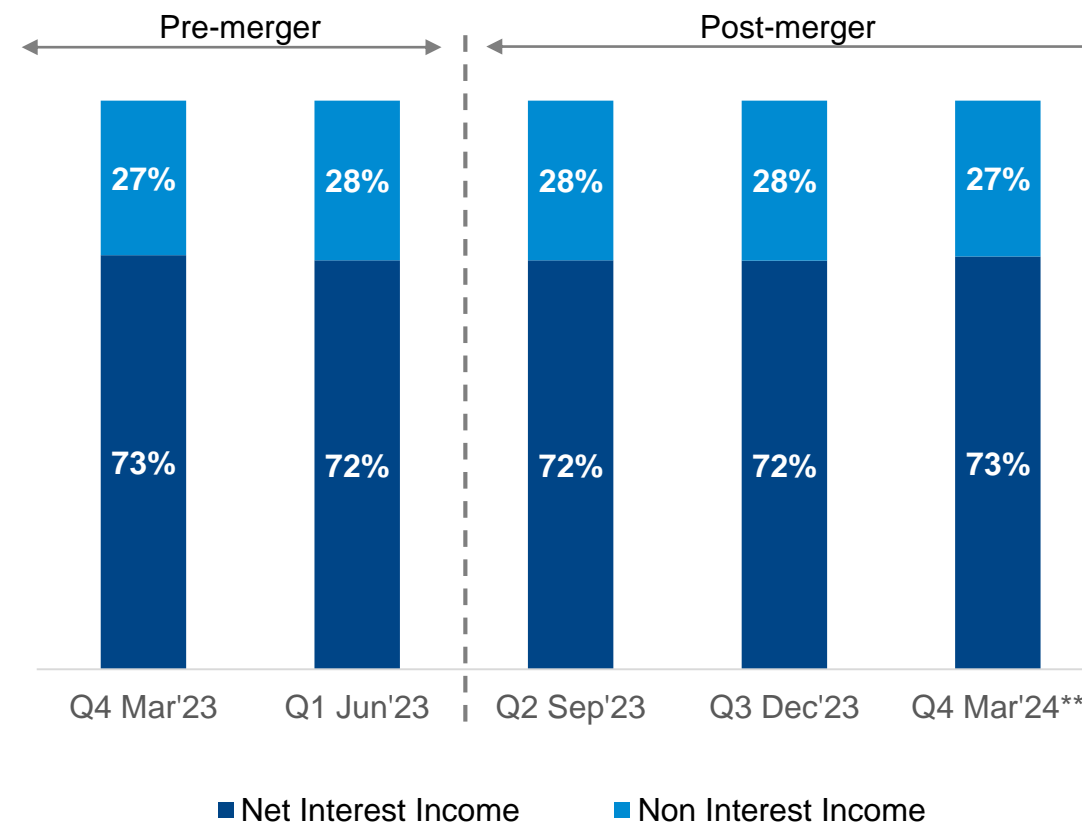
Net revenues

Net revenue



YoY	21%	27%	33%	26%	48%*
QoQ	2%	2%	16%	4%	20%*

Net revenue mix

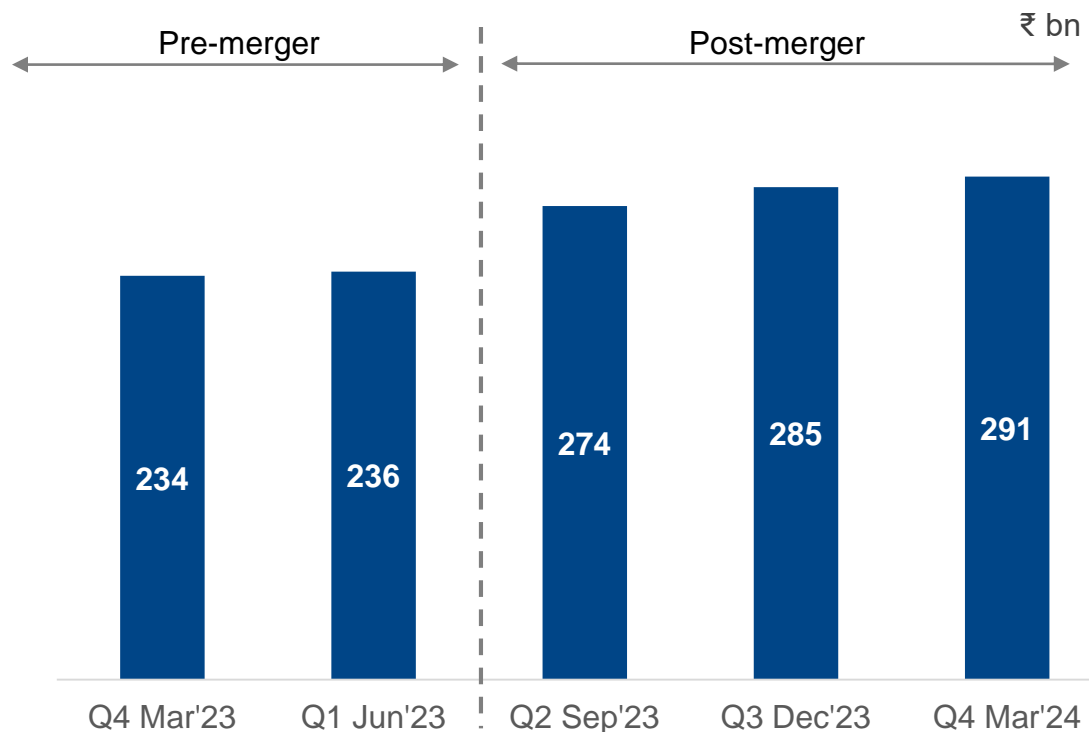


* excluding transaction gains, net trading and MTM gains, YoY growth is 23% and QoQ growth is 4%

** excluding transaction gains

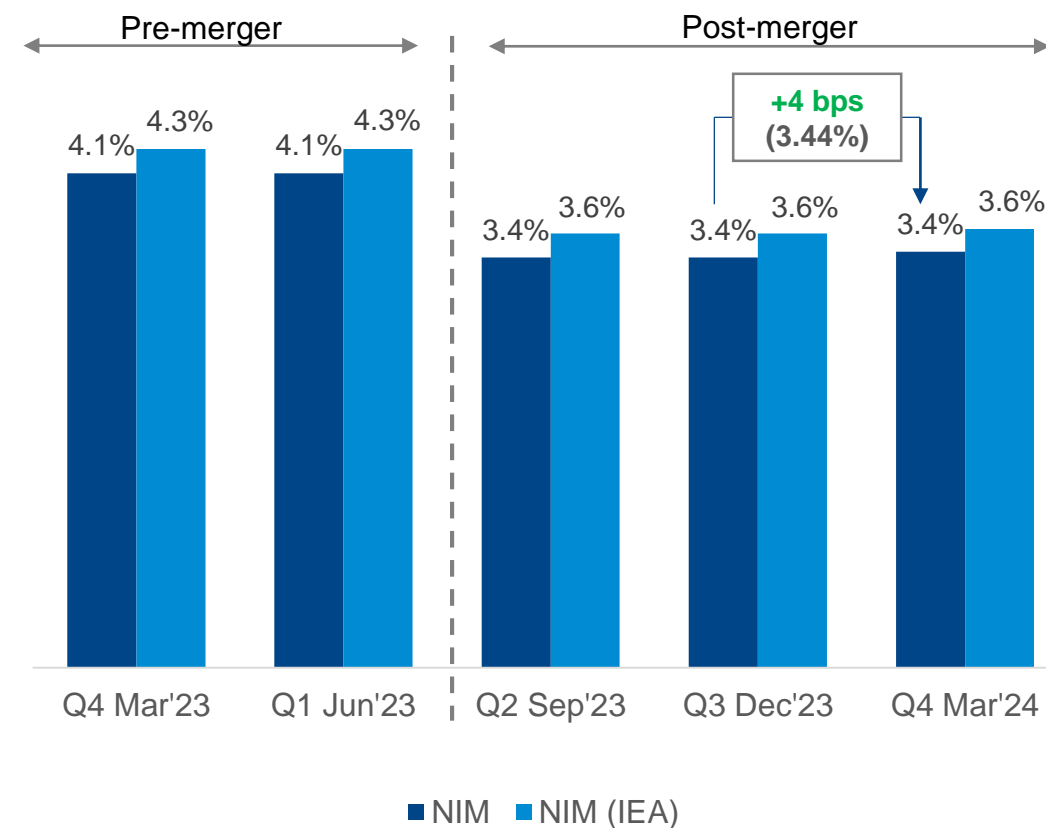
Net interest income

Net interest income



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

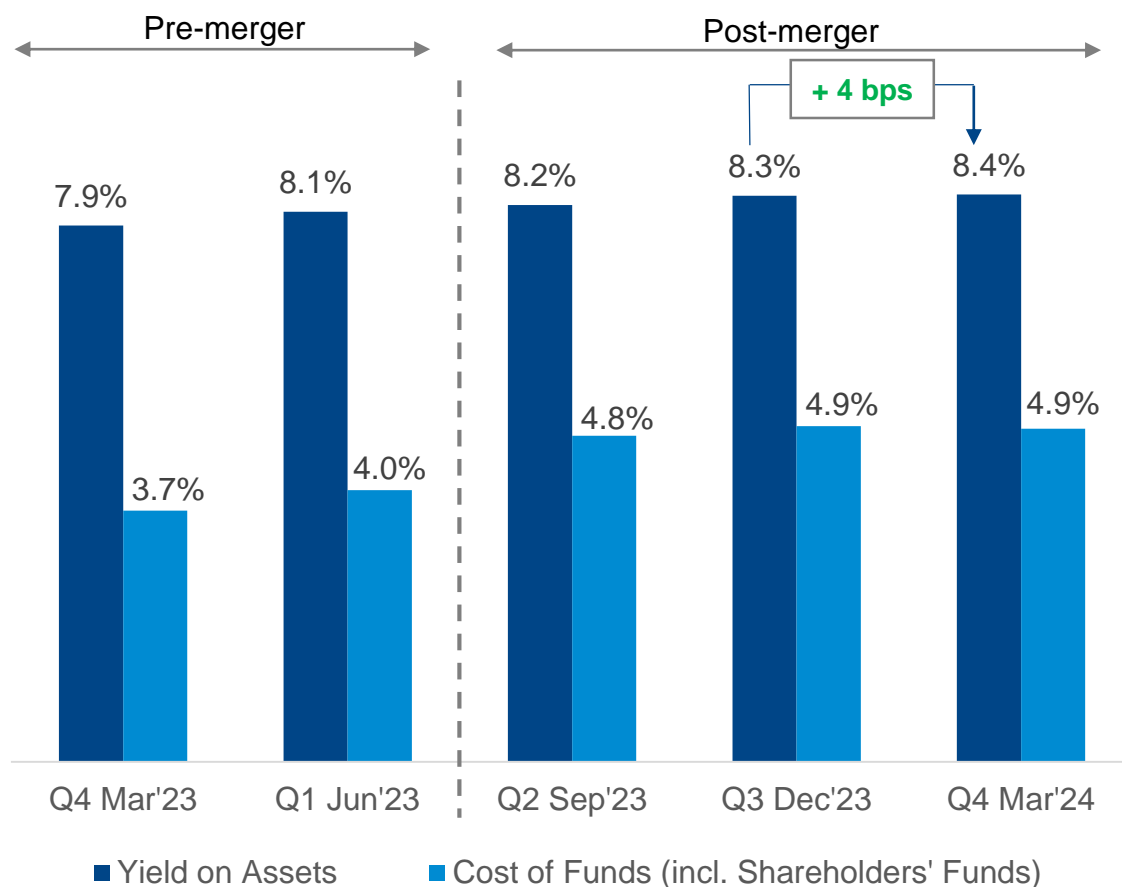
Net interest margin (NIM)



IEA: Interest Earning Assets

Yield on assets and cost of funds

Yield on assets and cost of funds

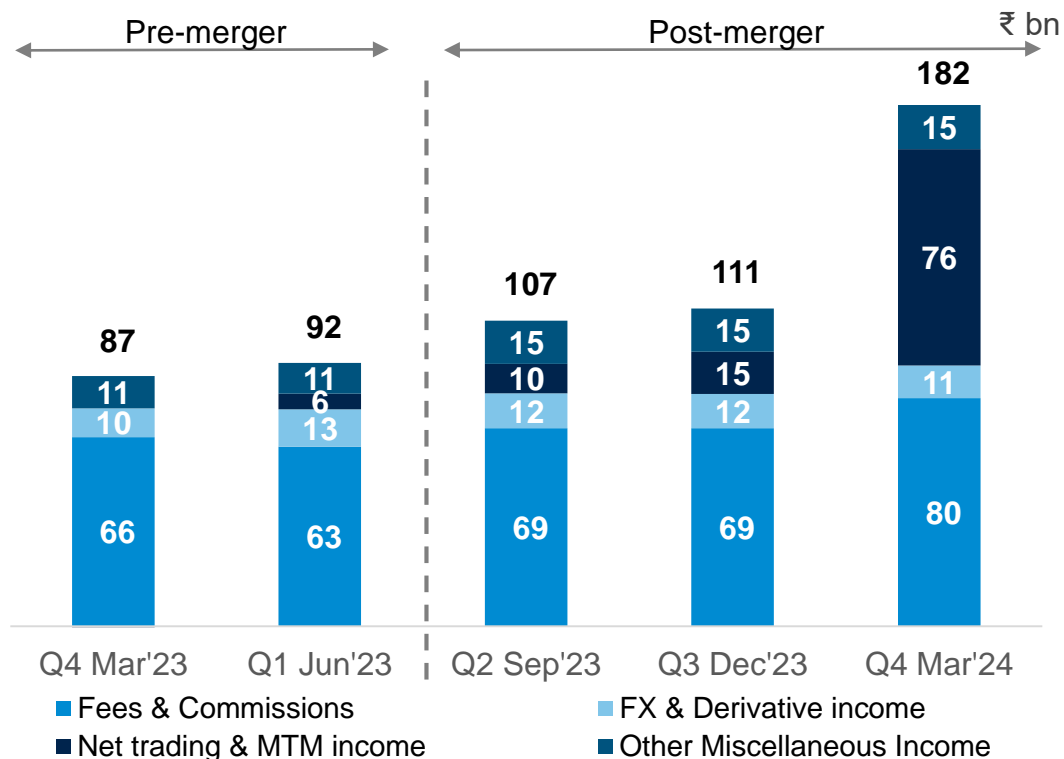


Key balance sheet mix

Particulars	Mar'23	Jun'23	Sep'23	Dec'23	Mar'24
Advances mix					
Retail	37%	38%	48%	48%	49%
Mortgage	11%	11%	29%	29%	30%
Non-Mortgages	26%	27%	19%	19%	19%
CRB	39%	39%	30%	31%	31%
Corporate and other wholesale	24%	24%	22%	21%	20%
CASA ratio	44%	42%	38%	38%	38%
Borrowings as a % of Total Liabilities	8%	8%	21%	21%	18%

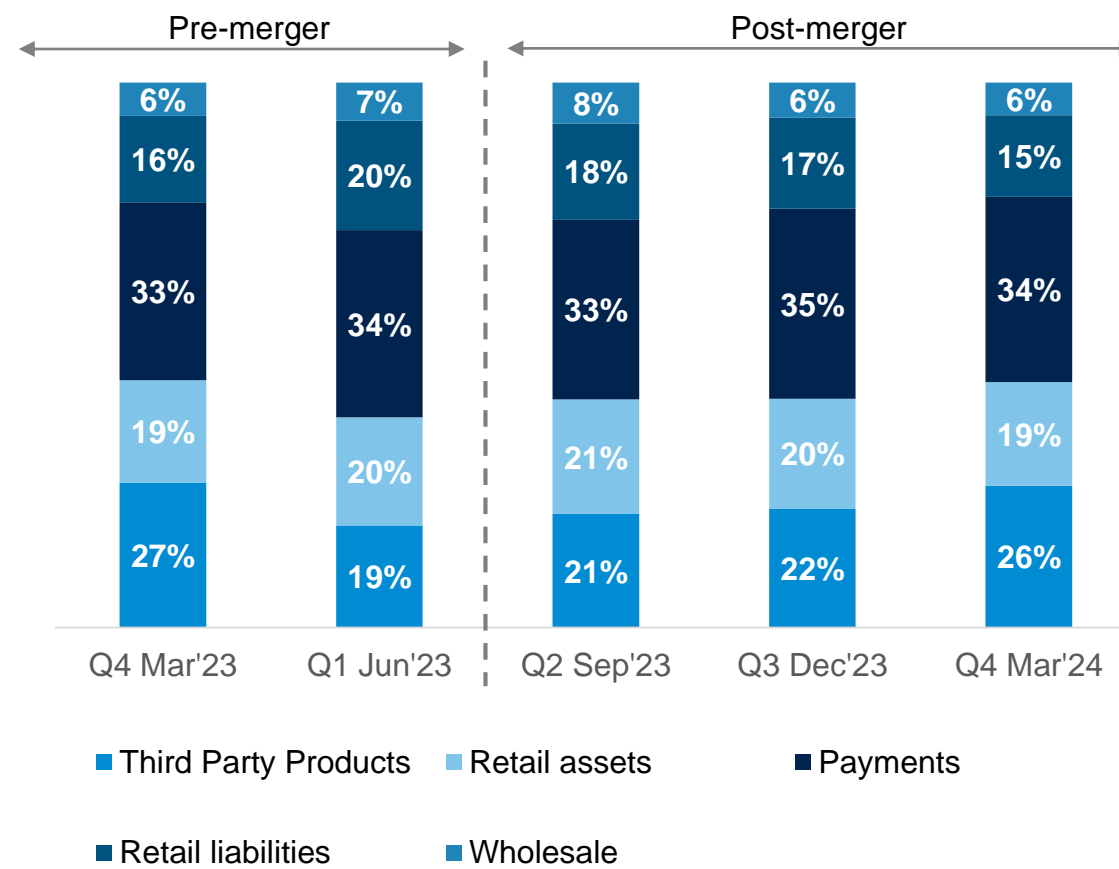
Other income

Other income



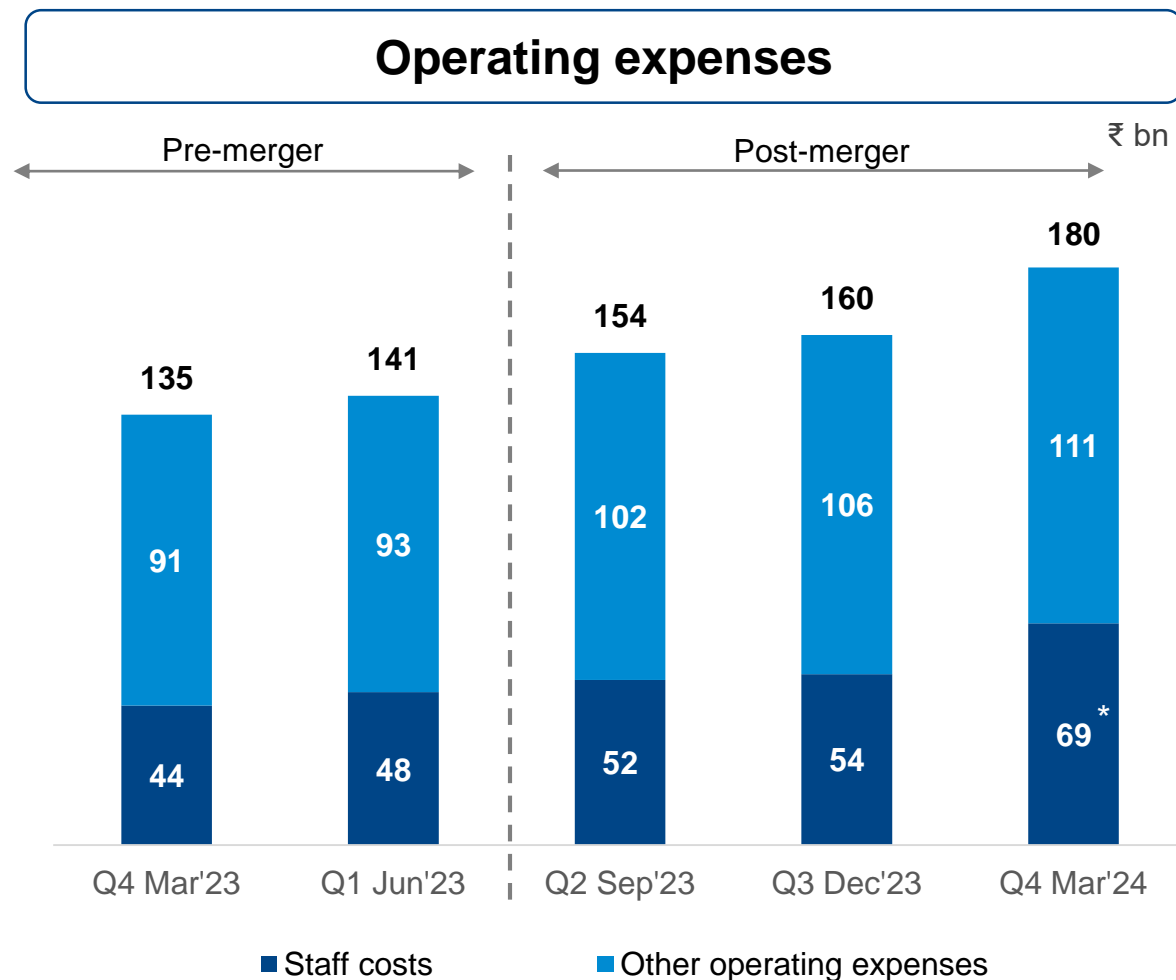
YoY	14%	44%	41%	31%	108%*
QoQ	3%	6%	16%	4%	63%*

Fee income mix

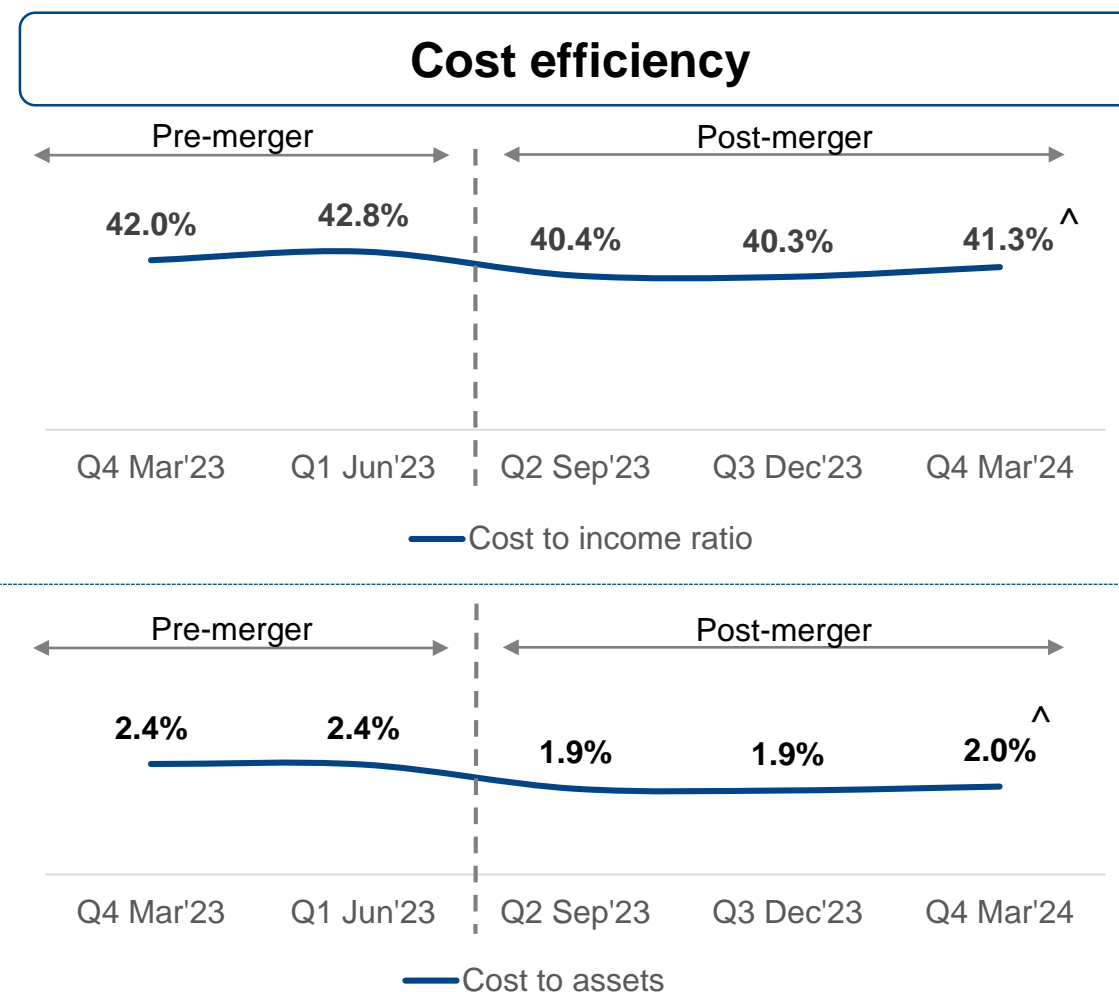


* excluding transaction gains, net trading and MTM gains, YoY growth is 21% and QoQ growth is 9%

Operating expenses



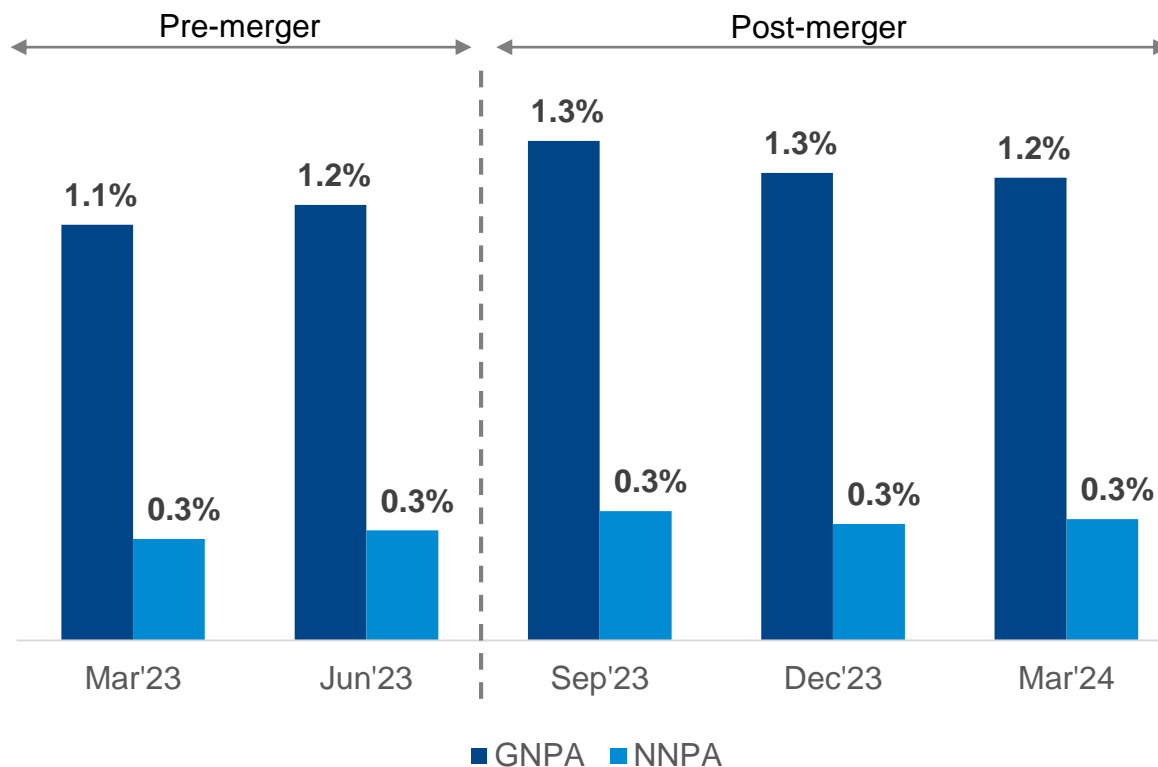
^{*}includes staff ex-gratia provision of ₹ 15 billion



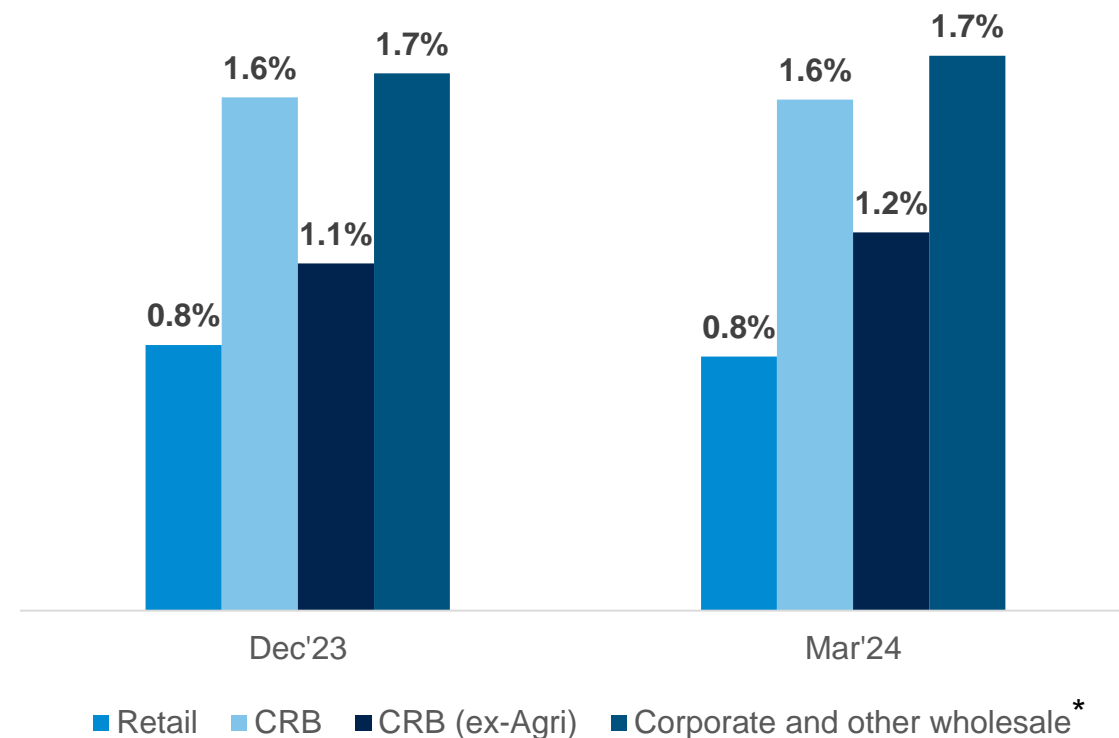
[^] including transaction gains and staff ex-gratia provision, cost to income and cost to asset would be 38.0% and 2.1% respectively

Resilient asset quality

Gross NPA and Net NPA

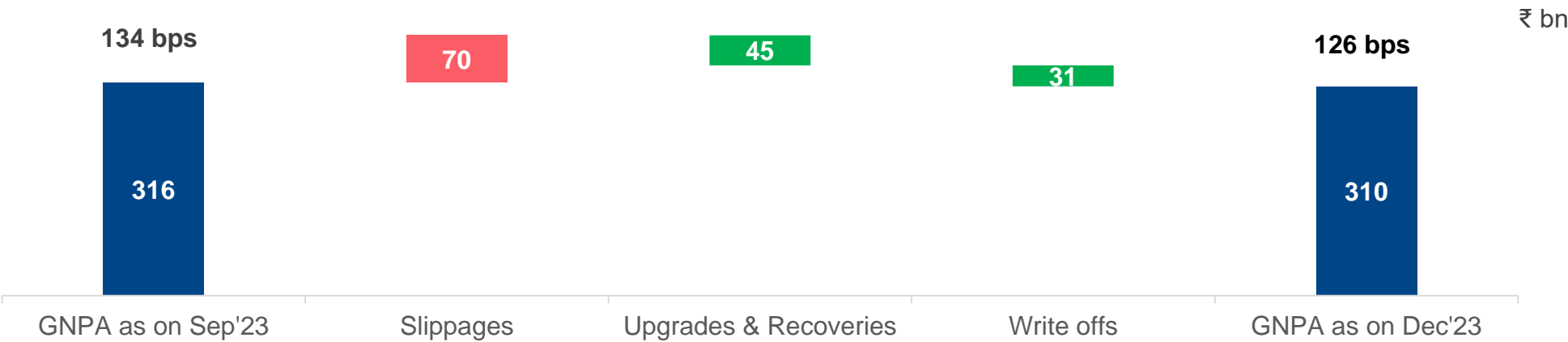
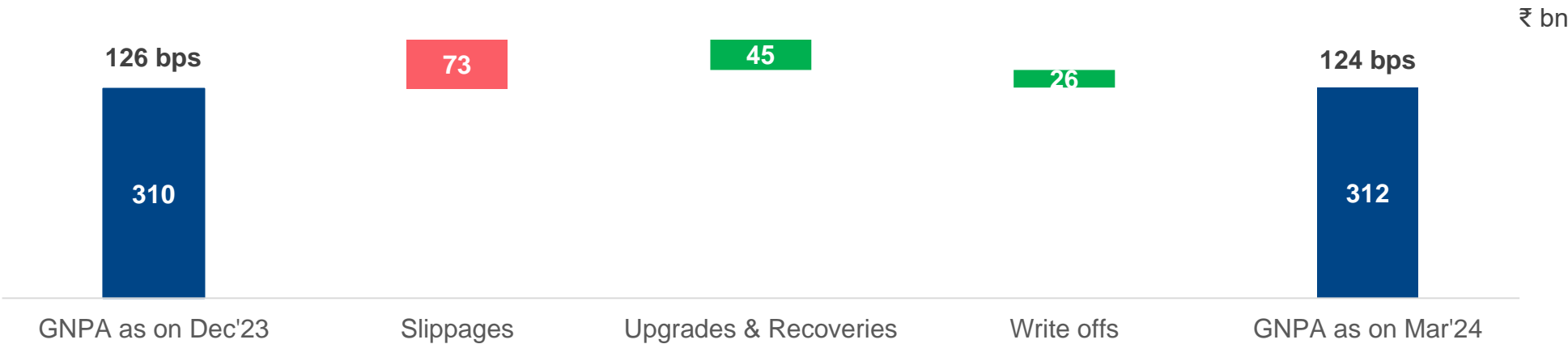


GNPA by Segment



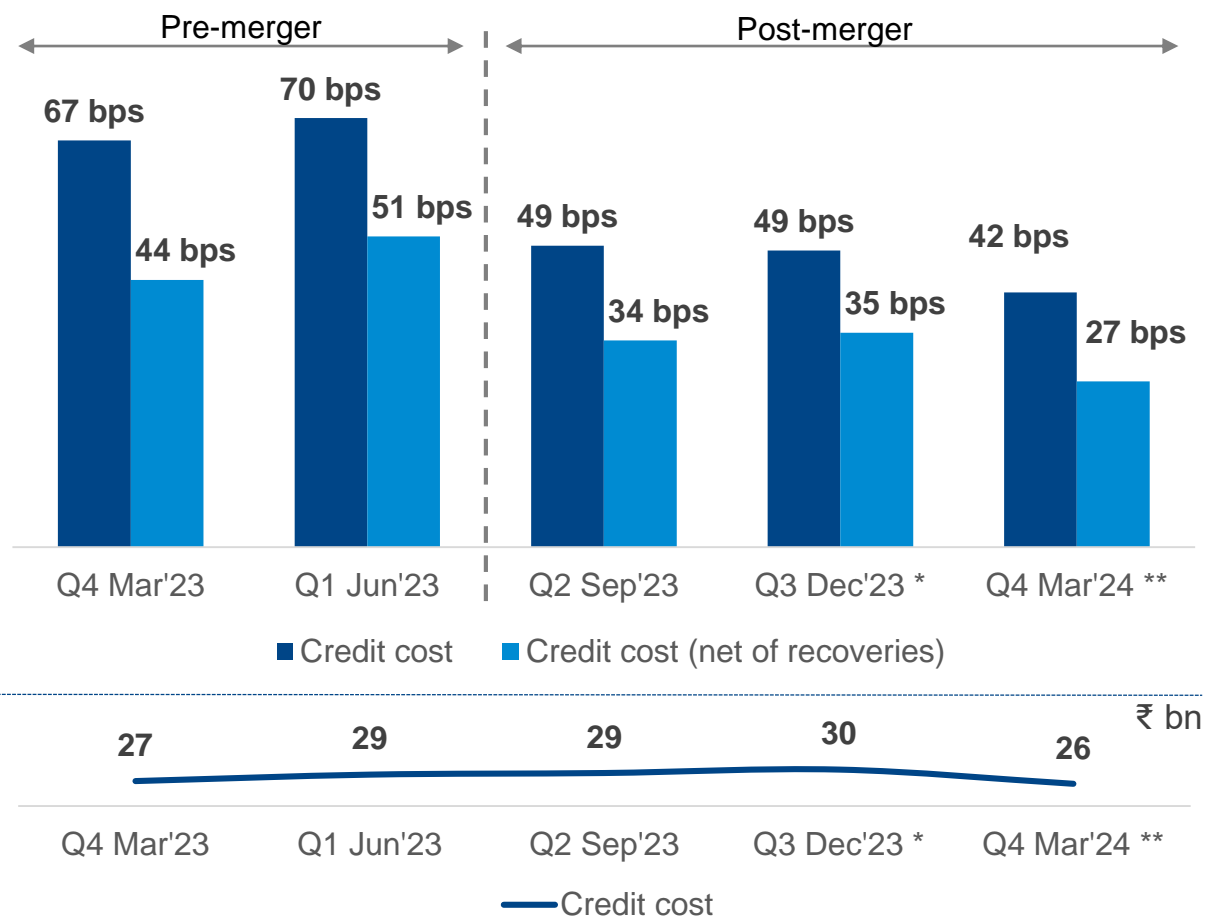
Stable asset quality across segments

Movement of NPAs

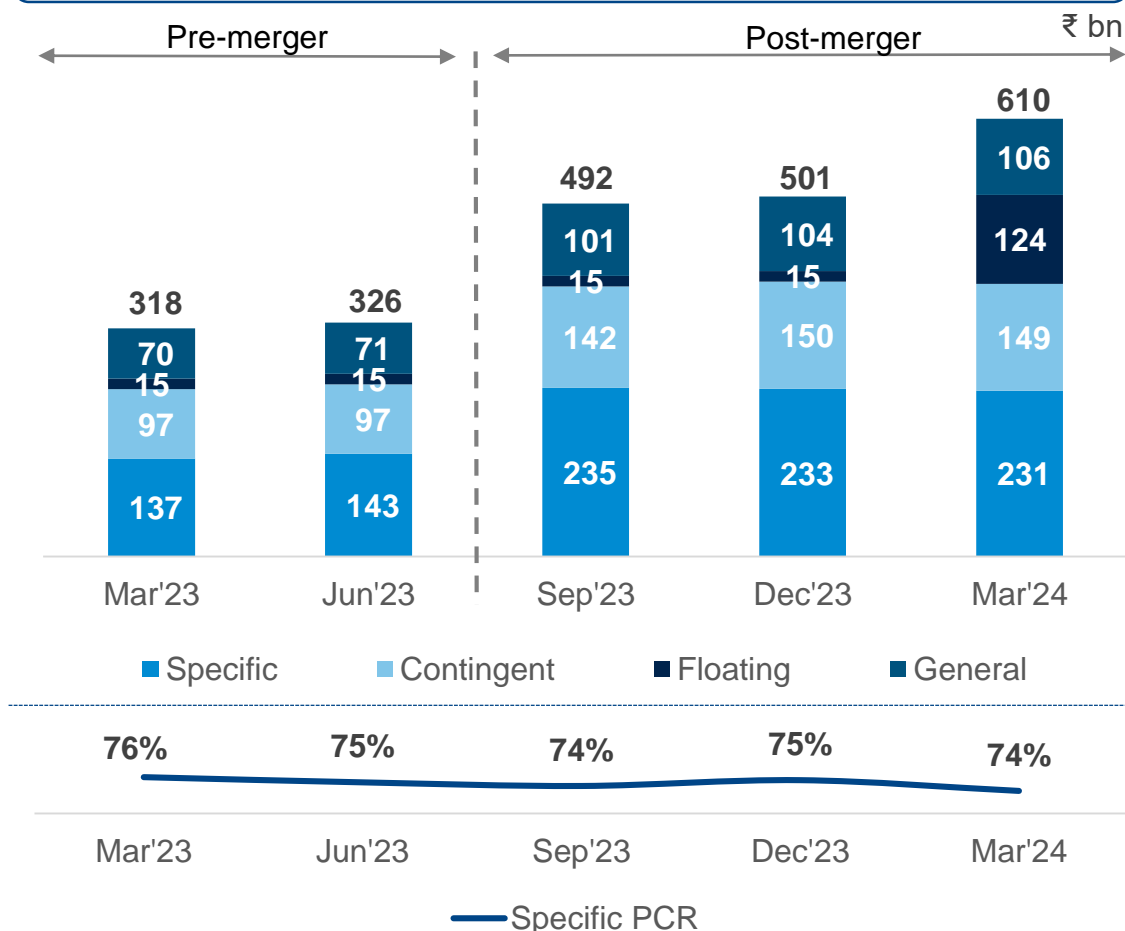


Credit cost and stock of provisions

Credit cost

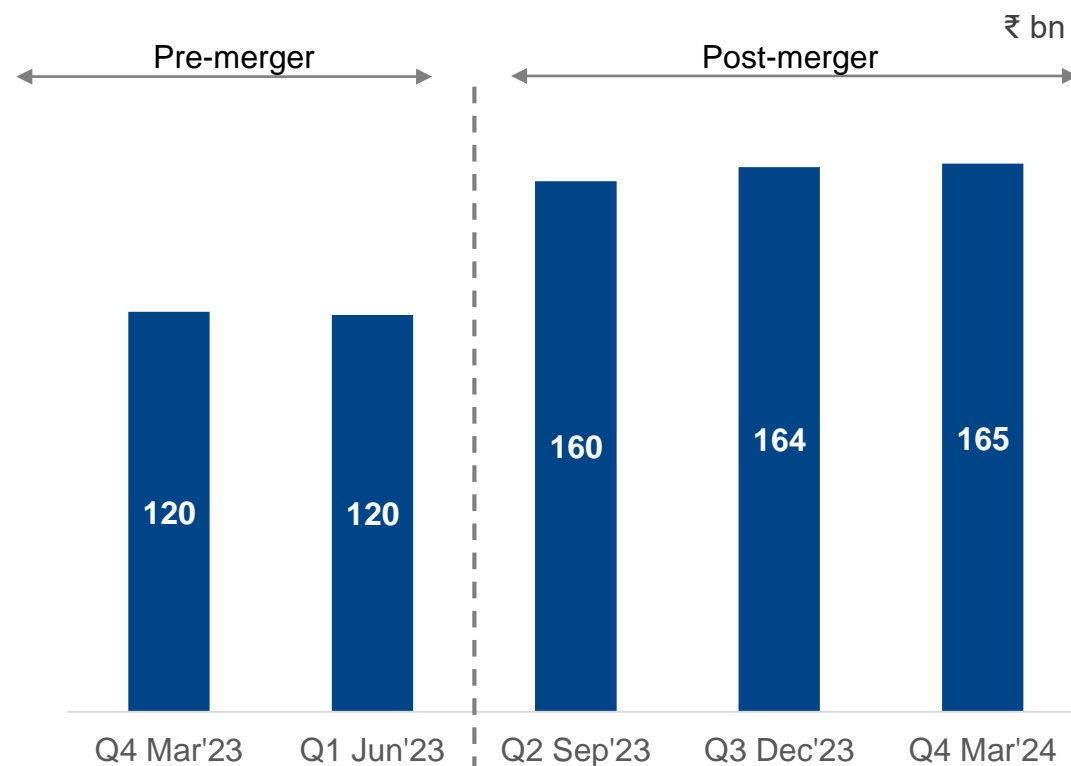


Stock of provisions



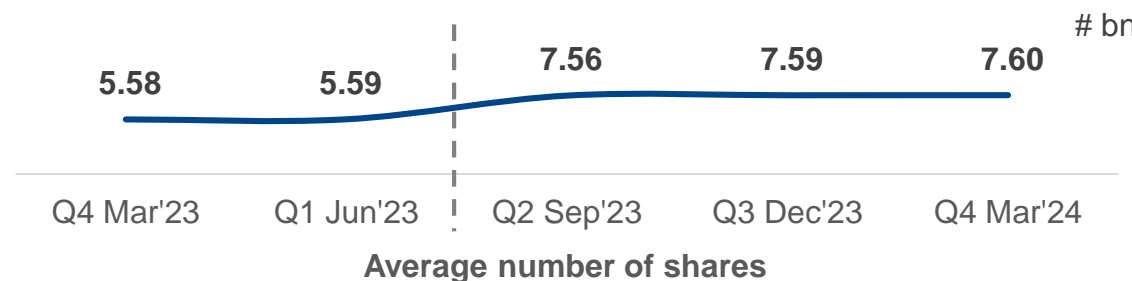
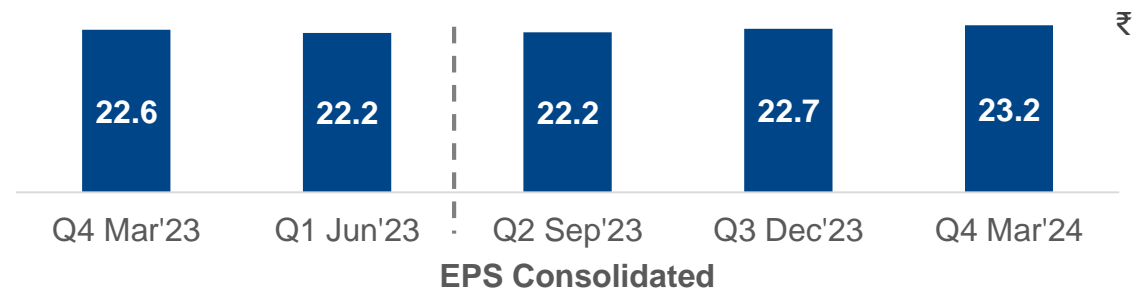
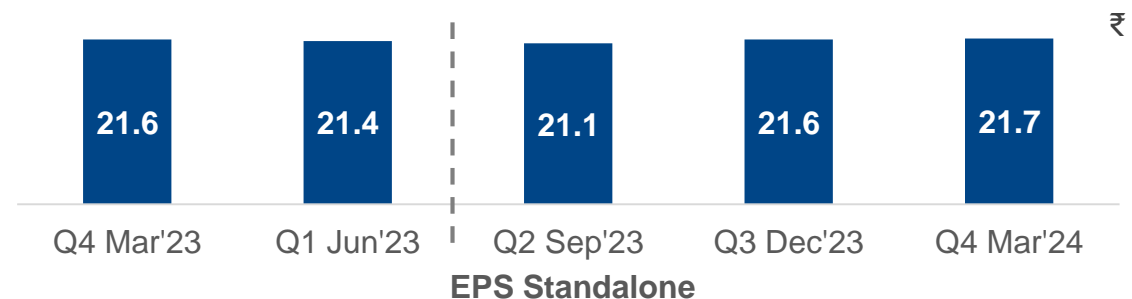
Profitability

Standalone profit after tax



YoY	20%	30%	51%	34%	37%
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Earnings per share*



Certain transaction gains & provisions - Q4 FY24

Reported PAT (₹ in bn)	165
Description of items (₹ in bn)	
Transaction gains (pre tax)	73
Staff ex gratia provision (pre tax)	(15)
Floating provisions (pre tax)	(109)
Tax credit	44
Total PAT impact (Post Tax)	7
Adjusted for above items	
CTI	41.3%
ROA	1.88%
ROE	14.8%
EPS for the quarter (₹)	20.8

Stake held in key subsidiary entities – March 31, 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%	6.6	173.3	8.3
HDFC Life Insurance	56	2,150.7	50.37%	4.1	68.1	1.9
HDFC AMC	2	213.5	52.55%	5.4	331.6	25.4
HDFC ERGO General Insurance	26	715.0	50.48%	(1.3)	53.88	(1.9)
HDFC Securities	3	15.9	95.13%	3.2	1,270.8	199.6
All others	4			0.7		
Total	126					

Subsidiaries – Q4FY24 update – HDB Financial Services

- 94.64% stake held by the Bank as of March 31, 2024
- 15.5 million customers serviced through a network of 1,682 branches across 1,144 cities/towns
 - 0.9 million customers and 64 branches added during Q4 FY24
- Disbursement momentum improving across all three business segments with overall healthy growth of 24% YoY
- Q4FY24 performance highlights
 - Loan book of ₹ 902 bn up by 29% YoY and 7% sequentially
 - Gross Stage 3 assets improved to 1.90% compared to 2.73% in prior year
 - Net interest margin of 7.6%; Net profit of ₹ 6.6 bn up by 20% YoY with EPS of ₹ 8.3
 - RoA of 3.0%; Book value per share at ₹ 173.3
 - RoE of 19.6%; Capital adequacy ratio at 19.2%

Subsidiaries – Q4FY24 update – HDFC Life Insurance

- 50.37% stake held by the Bank as of March 31, 2024
- 401k individual policies sold during the quarter up 14% from prior year; overall 16 mn lives insured during the quarter
- Individual weighted received premium market share of 16.1% for Q4FY24
- Q4FY24 performance highlights
 - Net Premium Income of ₹ 202 bn up by 7% YoY and AUM at ₹ 2.9 trn up by 23% YoY
 - New Business Premium of ₹ 95 bn with stable new business margin at 26.1%
 - Value of new business for the quarter ₹ 12.3 bn
 - PAT of ₹ 4.1 bn up by 15% YoY
 - Solvency Ratio at 187% as of March 31, 2024
 - Embedded value at ₹ 475 bn improved 20% YoY

Subsidiaries – Q4FY24 update – HDFC AMC

- 52.55% stake held by the Bank as of March 31, 2024
- Quarterly average AUM of ₹ 6.1 trillion; 11.3% market share
- 63% of quarterly average AUM is equity oriented with 60% in actively managed equities
- 9.6 million unique investors; 22% penetration in the Mutual Fund industry
- Q4FY24 performance highlights
 - Total income of ₹ 8.5 bn, grew 33.4% over prior year
 - Net profit of ₹ 5.4 bn, grew 43.8% over prior year
 - EPS of ₹ 25.4

Subsidiaries – Q4FY24 update – HDFC ERGO General Insurance

- 50.48% stake held by the Bank as of March 31, 2024
- Q4FY24 Gross direct premium market share of 6.8% in overall industry and 10.2% amongst private sector insurers
- Retail mix in business 71% for the quarter ended March 31, 2024
- Distribution network of 266 branches and 497 digital offices
- Q4FY24 performance highlights
 - No. of policies issued during the quarter at 3.2 mn; and policy issuance during the year at 11.6 mn, lower by 5% YoY
 - Gross written premium of ₹ 52.1 bn up by 11% YoY
 - Net loss of ₹ 1.3 bn compared to profit of ₹ 2.1 bn in the prior year
 - Solvency Ratio at 168% as of March 31, 2024

Subsidiaries – Q4FY24 update – HDFC Securities

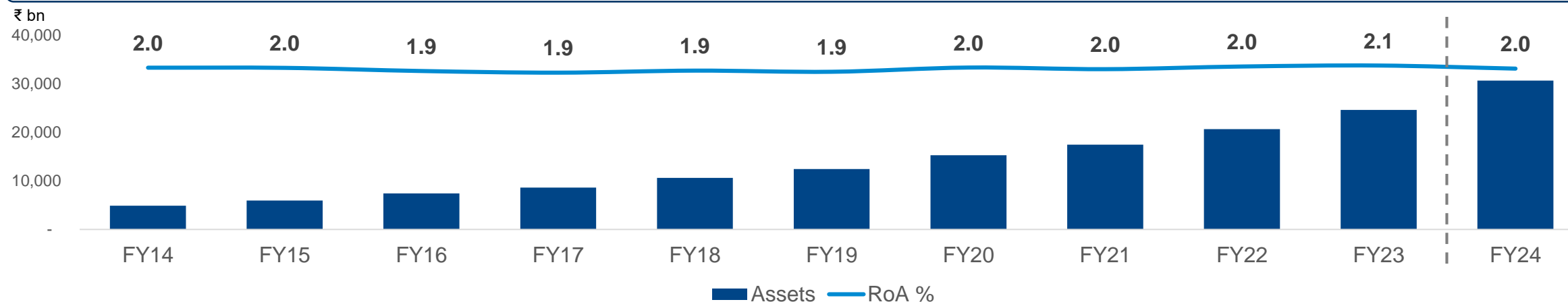
- 95.13% stake held by the Bank as of March 31, 2024
- 5.4 million customers serviced through a network of 184 branches across 139 cities
- Around 95% of the active clients utilized the services offered through company's digital platforms.
- Q4FY24 performance highlights
 - Net revenue of ₹ 8.6 bn up by 77% YoY
 - Net profit of ₹ 3.2 bn up by 64% YoY
 - EPS of ₹ 200
 - Book value per share at ₹ 1,271 as of 31st March, 2024

ESG at HDFC Bank

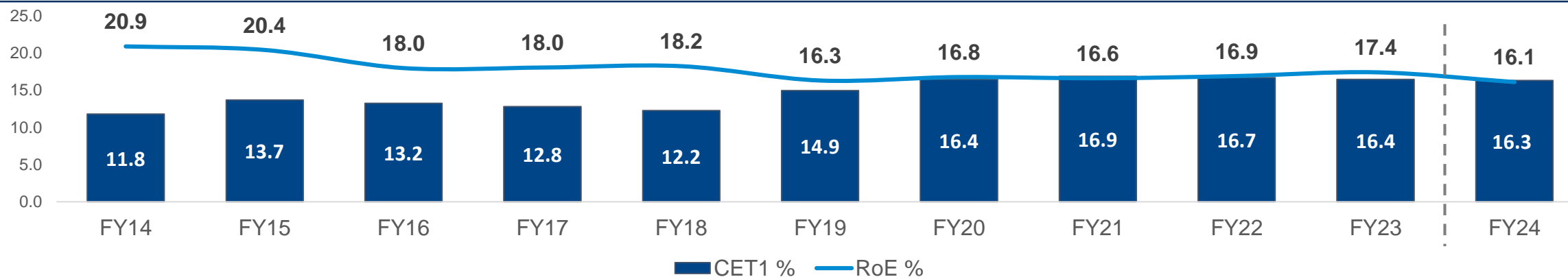
Environmental	Social	Governance	Ratings
<ul style="list-style-type: none"> Target to be carbon neutral by FY32 Commitment to have all new branches certified as green Board approved ESG Risk Management Policy focusing on enhanced environmental and social due diligence for lending Board approved Sustainable Finance Framework, along with a second party opinion Issued maiden international sustainable bond issue (Utilisation towards clean transportation, affordable housing & MSME) 	<ul style="list-style-type: none"> Leading responsibly <ul style="list-style-type: none"> Taking banking to the unbanked; Supporting businesses; Enabling smart banking; Empowering communities Gender diversity: 26% CSR initiatives cumulatively impacted over 100 million beneficiaries People and work culture: Nurture, Care & Collaborate 2-tiered governance structure for Diversity, Equity & Inclusion – at the corporate & regional level 	<ul style="list-style-type: none"> Commitment to principles of independence, accountability, responsibility, transparency and fair & timely disclosures Diversified and skilled board CSR & ESG Committee of Directors oversee the ESG strategy along with the ESG Apex Council Highest governance score of 1 by ISS, 2023 ET Awards, 2023: Selected as the 'Conscious Corporate of the Year' for its work in CSR & ESG 	<p>MSCI ESG RATINGS</p>  <p>CCC B BB BBB A AA AAA</p> <p>As of September 2023</p> <p>CDP DISCLOSURE INSIGHT ACTION</p> <p>2023 score upgraded to 'B'</p> <p>S&P Global</p> <p>S&P Corporate Sustainability Assessment (89th percentile)</p> <p>S E S Stakeholders Empowerment Services Analyze » Educate » Empower</p> <p>ESG Score: 80/100</p>

Balance sheet and capital productivity

Growth in assets and RoA

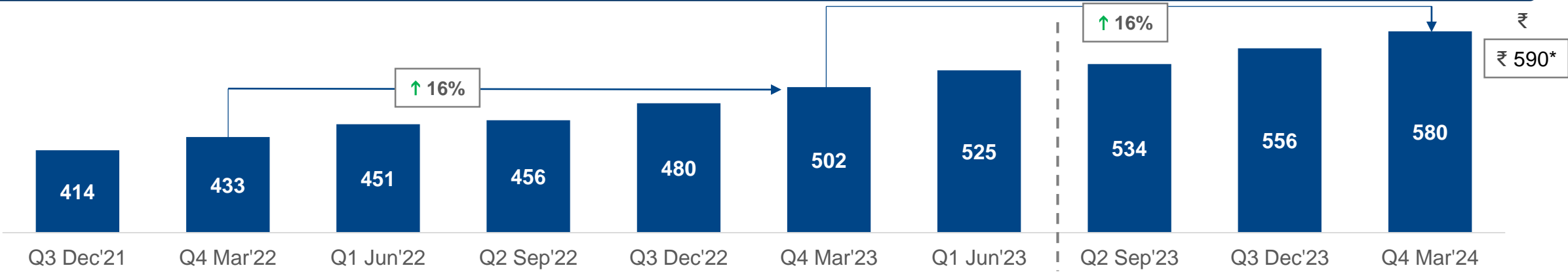


Healthy capital position and RoE

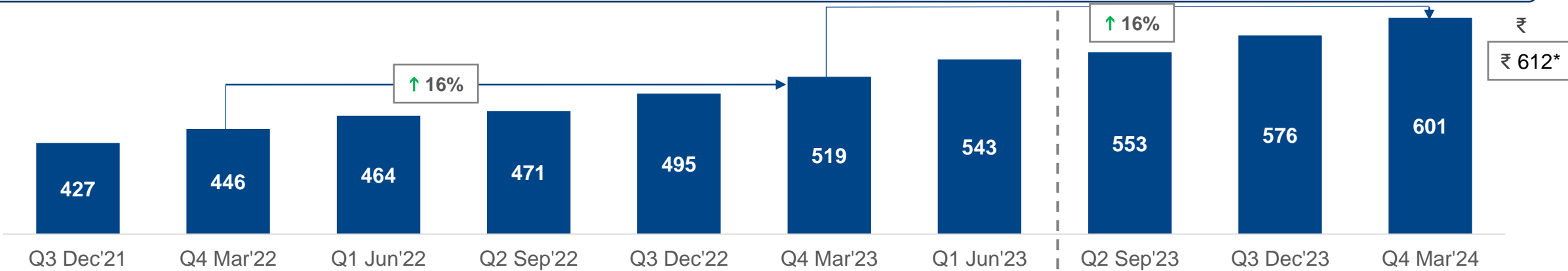


Book value performance

Standalone book value per share



Consolidated book value per share



APPENDIX

Consolidated income statement FY24

P&L (₹ bn)	FY23	FY24	YoY
Net revenue	1,268.9	2,538.6	100.1%
Operating expenses	515.3	1,522.7	195.5%
Provisions	138.5	250.2	80.6%
Profit before tax	615.0	765.7	24.5%
Consolidated profit	460.0	640.6	39.3%

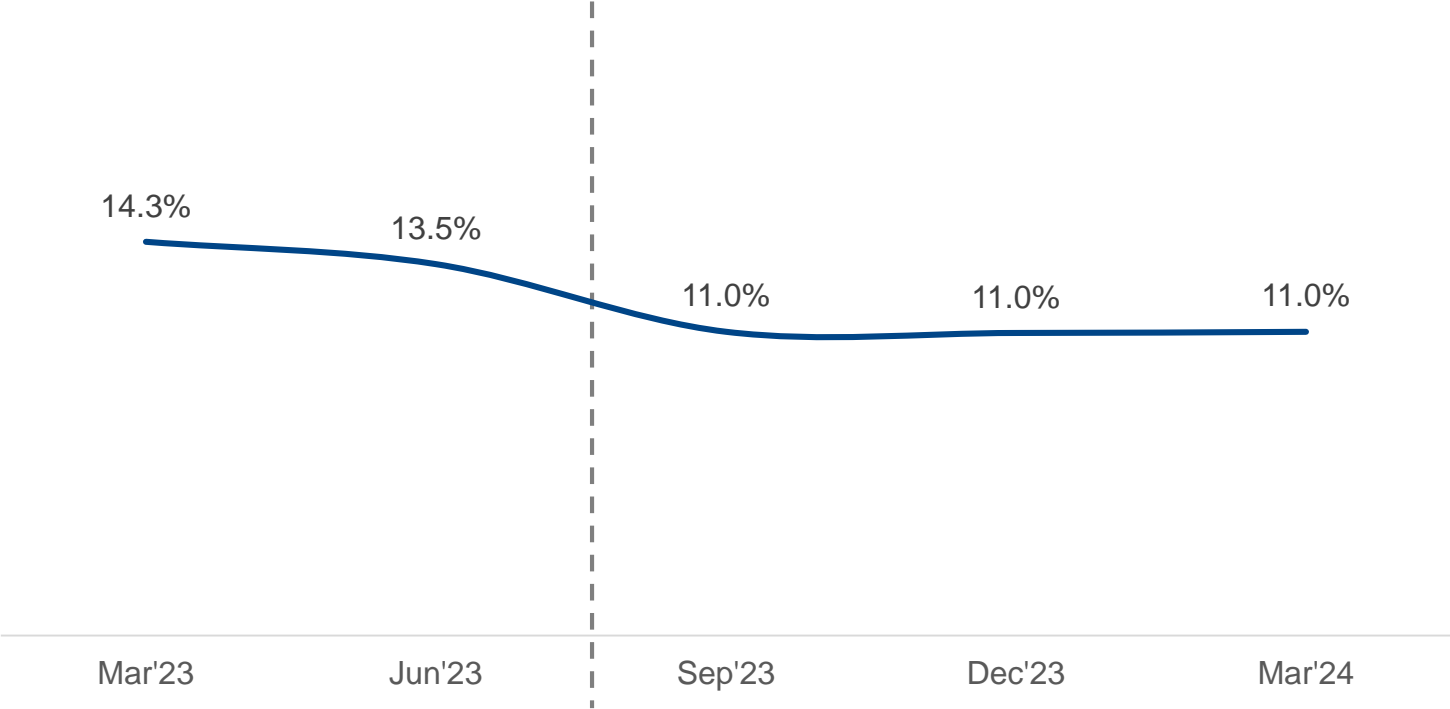
Income statement FY24

P&L (₹ bn)	FY23	FY24	YoY
Net interest income	868.4	1,085.3	25.0%
Non-interest income	312.1	492.4	57.7%
Net revenue	1,180.6	1,577.7	33.6%
Operating expenses	476.5	633.9	33.0%
Provisions	119.2	234.9	97.1%
Profit before tax	584.9	709.0	21.2%
Profit after tax	441.1	608.1	37.9%

Industry-wise distribution

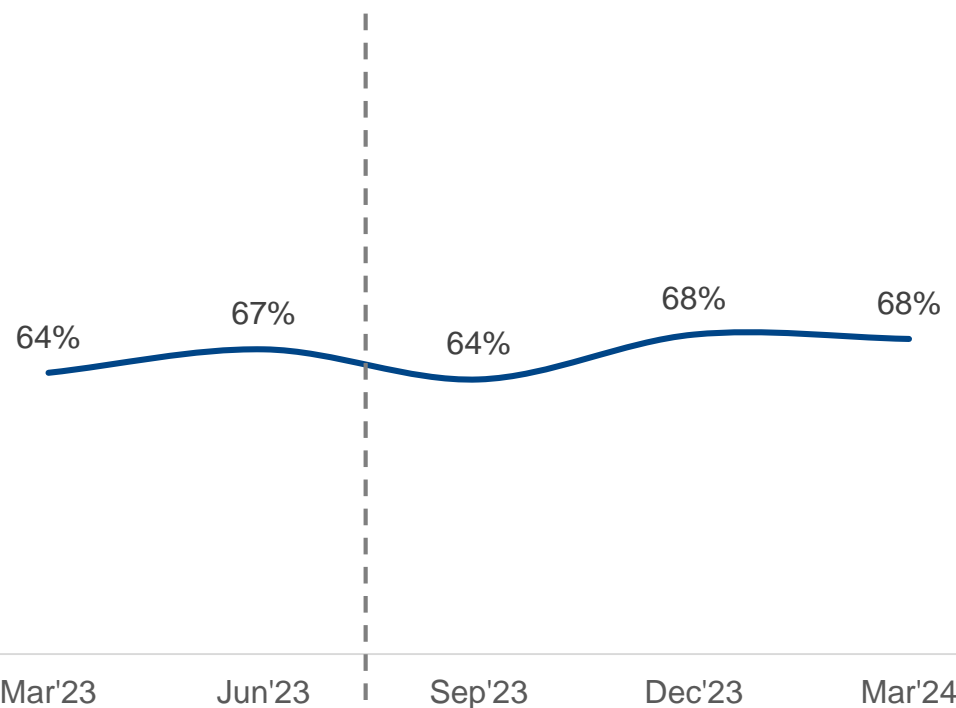
Industry (₹ bn)	Total Outstanding (FB + NFB)	As a (%)	Industry (₹ bn)	Total Outstanding (FB + NFB)	As a (%)
Consumer Loans	10,027	33.2%	Telecom	376	1.2%
NBFC	1,767	5.8%	Coal & Petroleum Products	304	1.0%
Financial Institutions	1,159	3.8%	Financial Intermediaries	276	0.9%
Real Estate & Property Services	1,147	3.8%	Consumer Durables	249	0.8%
Retail Trade	1,127	3.7%	Chemical and Products	239	0.8%
Consumer Services	881	2.9%	Capital Market Intermediaries	221	0.7%
Power	772	2.6%	Agri Production - Non food	214	0.7%
Infrastructure Development	765	2.5%	Gems and Jewellery	192	0.6%
Food and Beverage	762	2.5%	Drugs and Pharmaceuticals	182	0.6%
Road Transportation	724	2.4%	Mining and Minerals	144	0.5%
Banks	636	2.1%	Non-ferrous Metals	139	0.5%
Wholesale Trade - Non Industrial	563	1.9%	Plastic & Products	138	0.5%
Wholesale Trade - Industrial	558	1.8%	Paper, Printing and Stationery	138	0.5%
Automobile & Auto Ancillary	556	1.8%	Cement & Products	137	0.5%
Iron and Steel	543	1.8%	Agri Produce Trade	136	0.4%
Agri-Allied	539	1.8%	Information Technology	116	0.4%
Engineering	530	1.8%	Animal Husbandry	96	0.3%
Textiles & Garments	524	1.7%	Other Non-metallic Mineral Products	96	0.3%
Agri Production - Food	465	1.5%	FMCG & Personal Care	84	0.3%
Business Services	464	1.5%	Other Industries	1,779	5.9%
Housing Finance Companies	462	1.5%	Total	30,227	100.0%

Top 20 borrower exposure as a % of total exposure

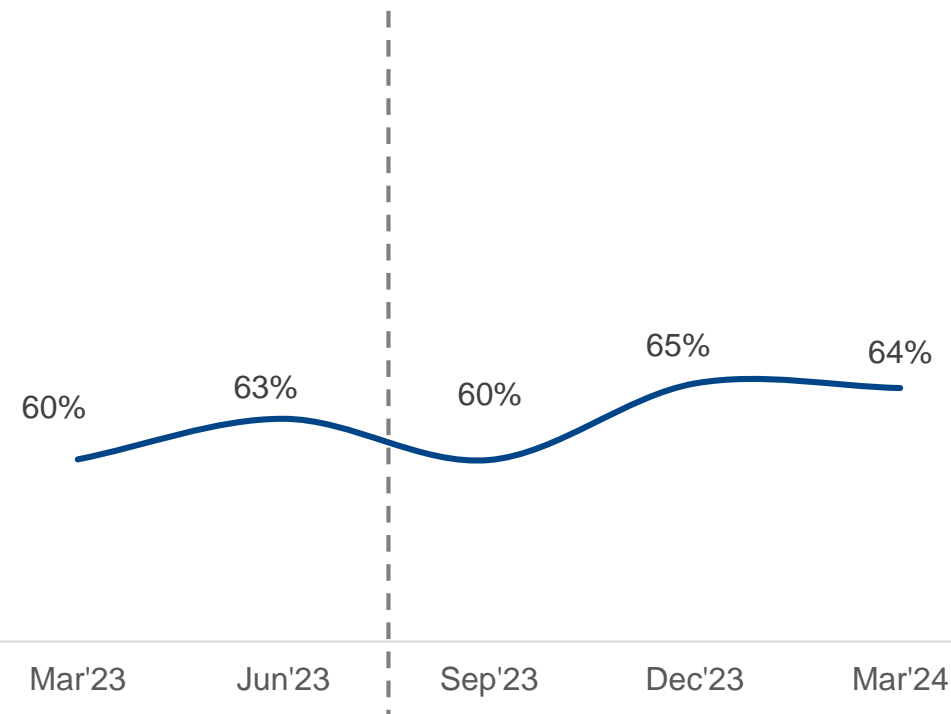


Risk Weighted Assets

RWA to Total Assets



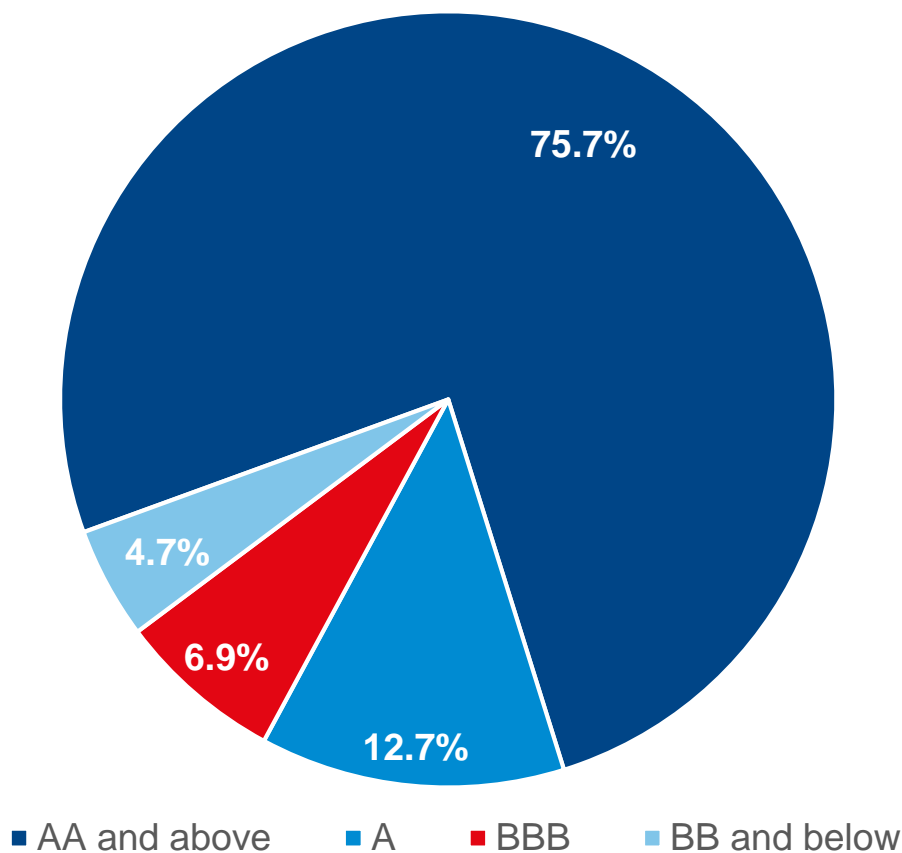
Risk Weight Density*



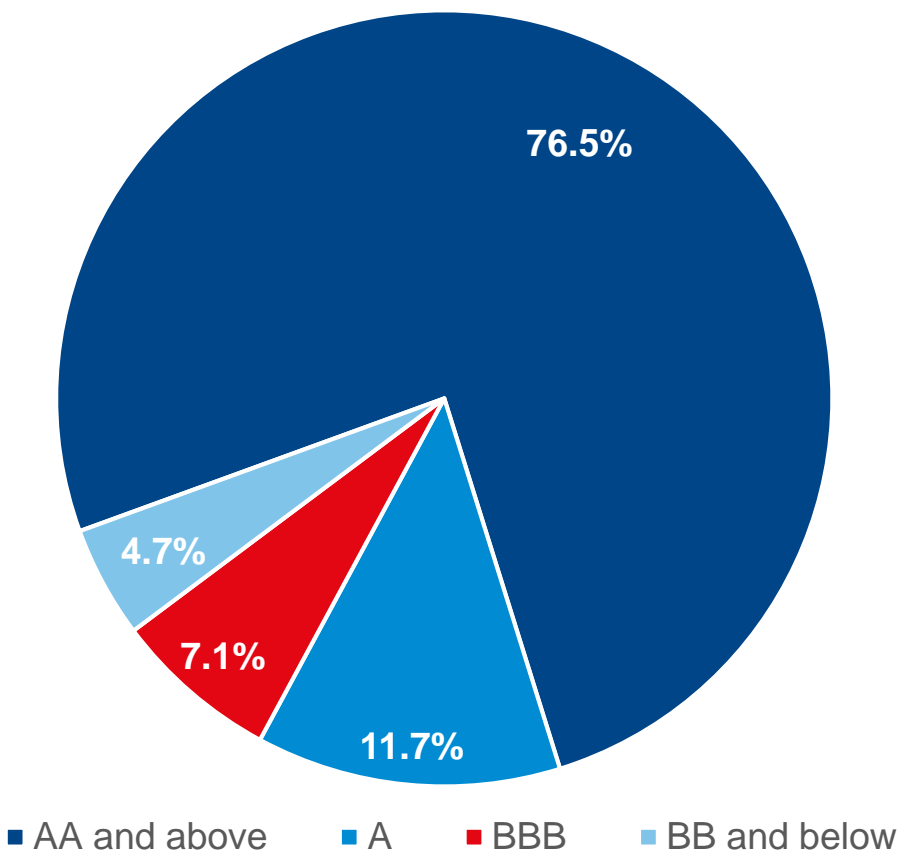
Corporate rating mix

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

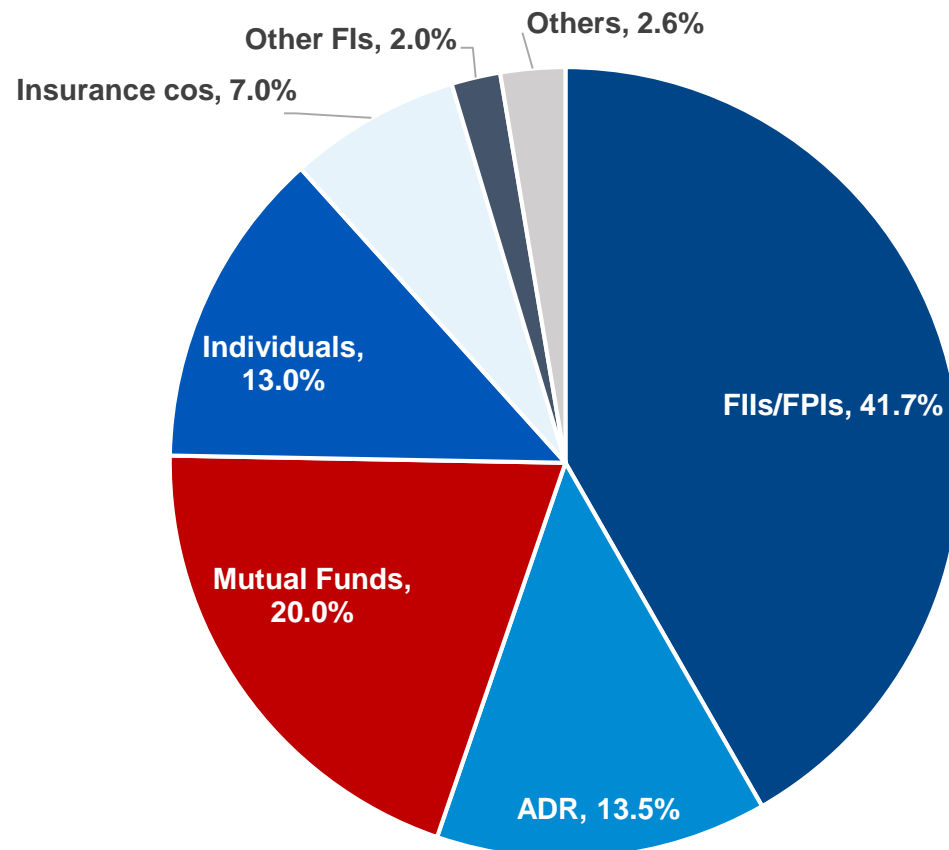
Dec'23



Mar'24



Shareholding Pattern

Mar'24

Number of shares outstanding	: 7,597 mn
Number of individual shareholders	: 4.06 mn
Foreign limit utilized	: 55.54%
Foreign headroom	: 18.46%

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.