

Investor Information



Key Ratios

		Q1 FY 12	Q4 FY 12	Q1 FY 13
Profitability Measure	ROA	1.15	1.64	1.26
Shareholder Value Measure	ROE	11.28	16.74	13.12
Efficiency Measure	Cost/Income	38.60	42.86	43.75
Risk Appetite Measure	Net NPA%	0.74	0.53	0.62

Growth with Quality

- Retail
- Agriculture
- SME

Assets

- Customer Deposits
- NRI
- Savings Bank
- Current Accounts

Liability

- NRI
- SME
- Agriculture
- Gold

Strategic
Segments

- Risk based NIM
- Fee Income
 - Wholesale Banking
 - SME

Revenue
Growth

- Centralization
- Business Analytics

Efficiency

- Independence in Sourcing & underwriting
- Dedicated Collection Team
- Basel II & RAROC

Risk
Management

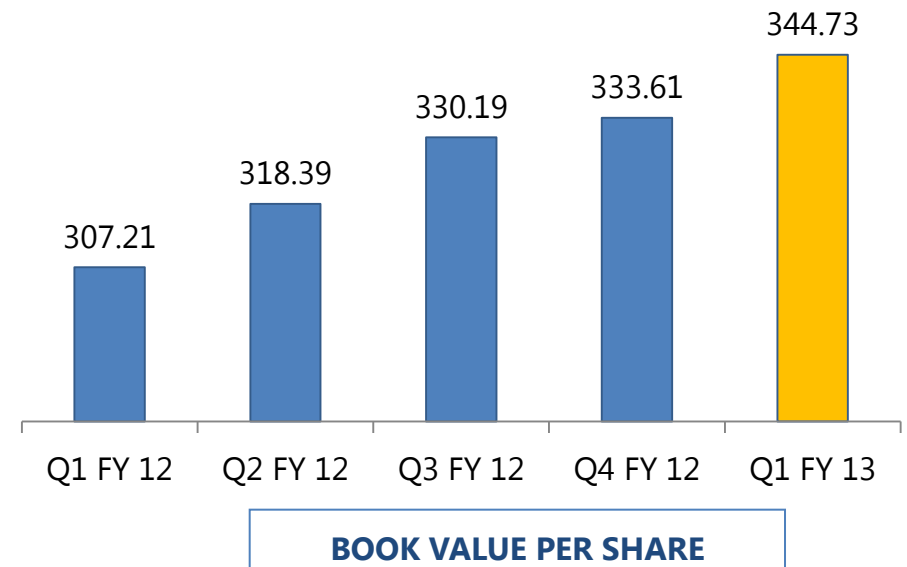
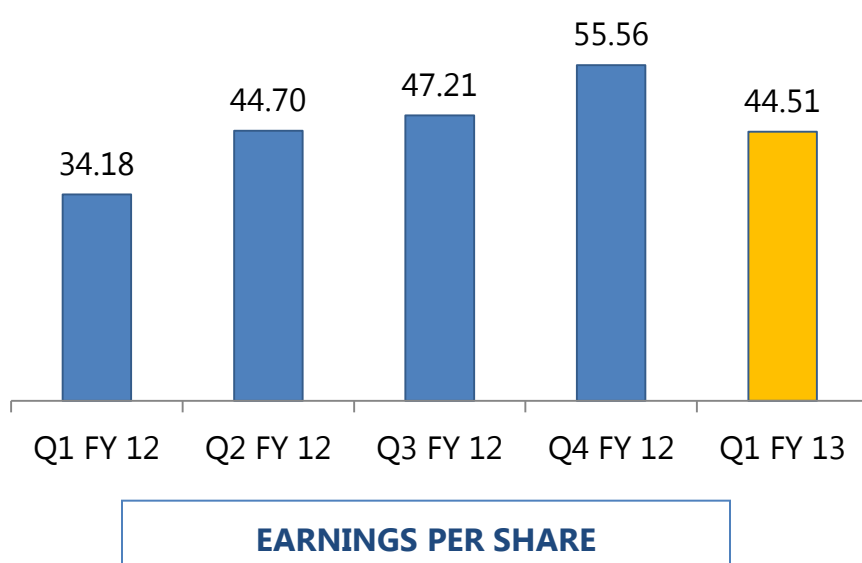
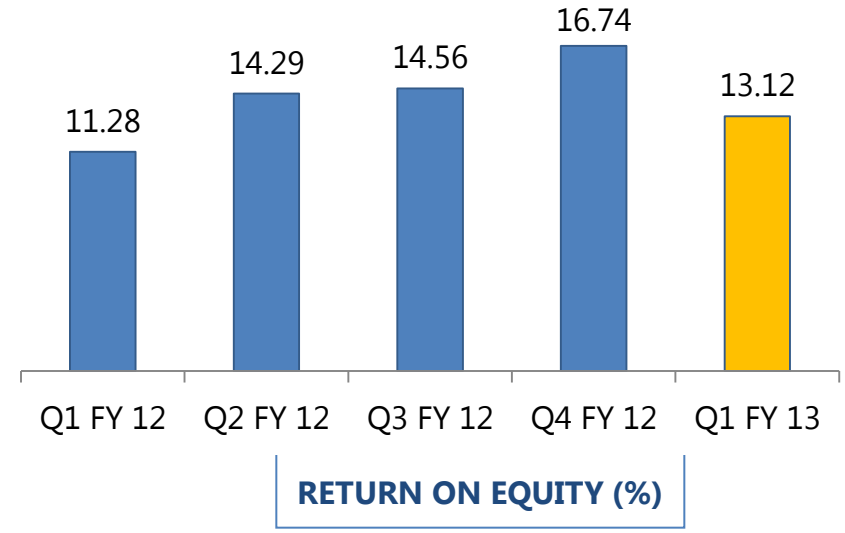
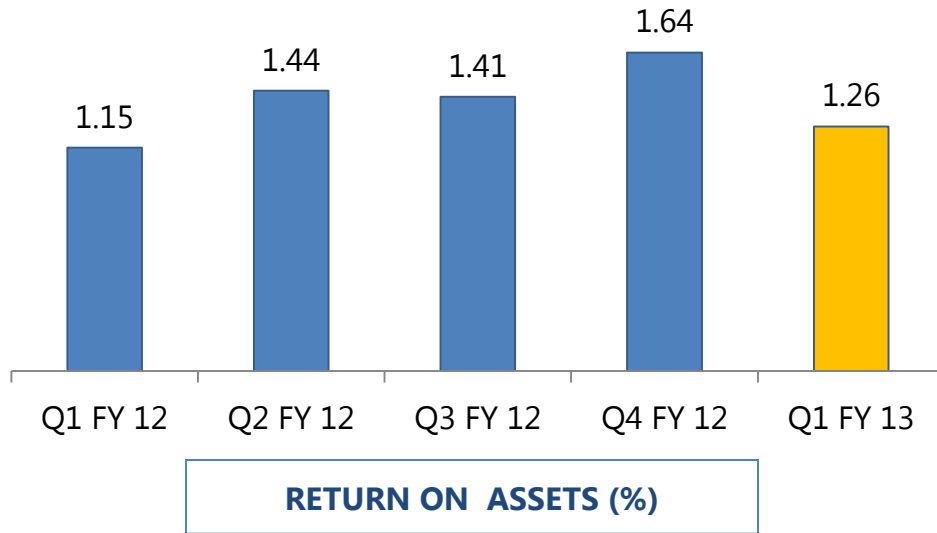
- Look & Feel
- Extensive branding outside Kerala
- Identified 5 Potential States for SME & Agriculture

Branding &
Network
Expansion

- Skill Build
- Employee Engagement
- Recruitment
- Reward Management

HR

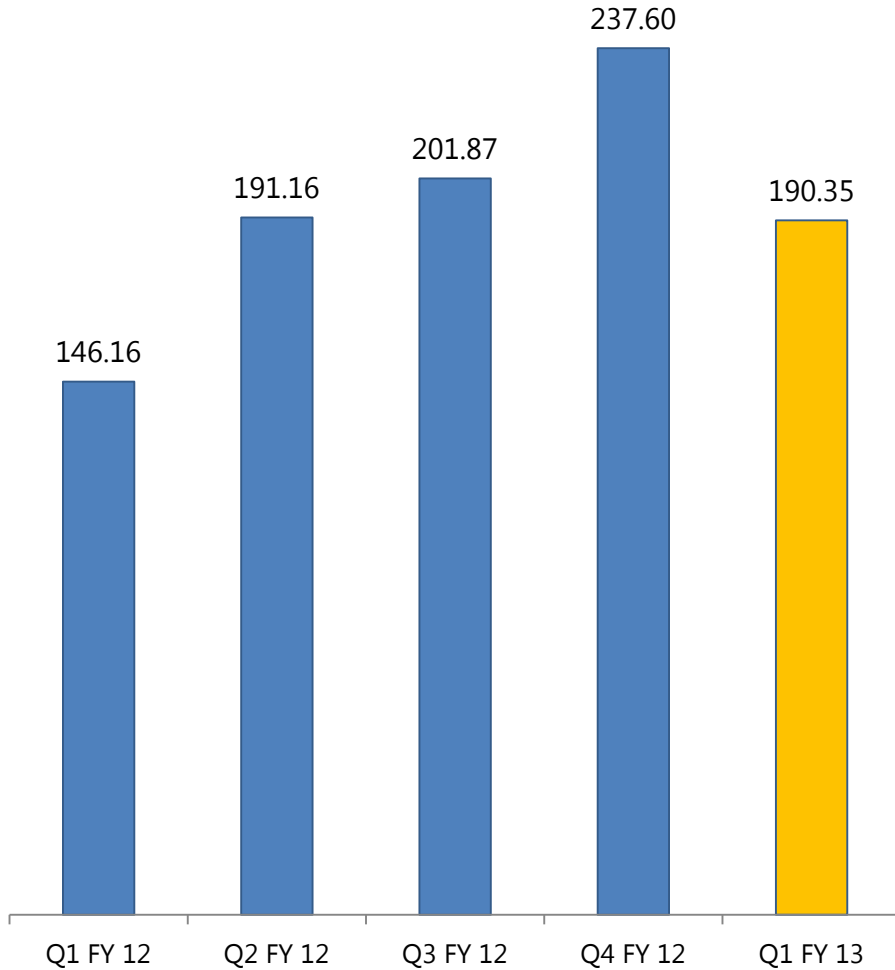
Improving Shareholders Value



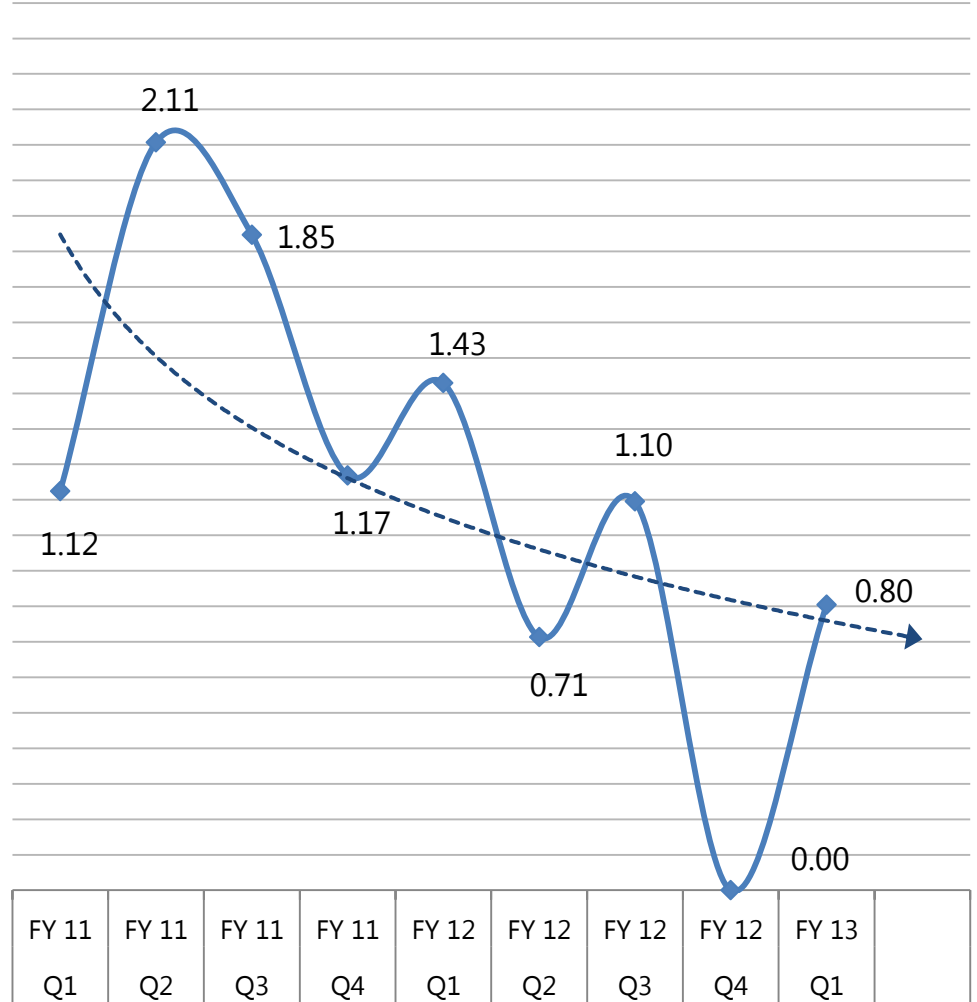
Consistency in Profitability

Net Profit

Rs in Cr

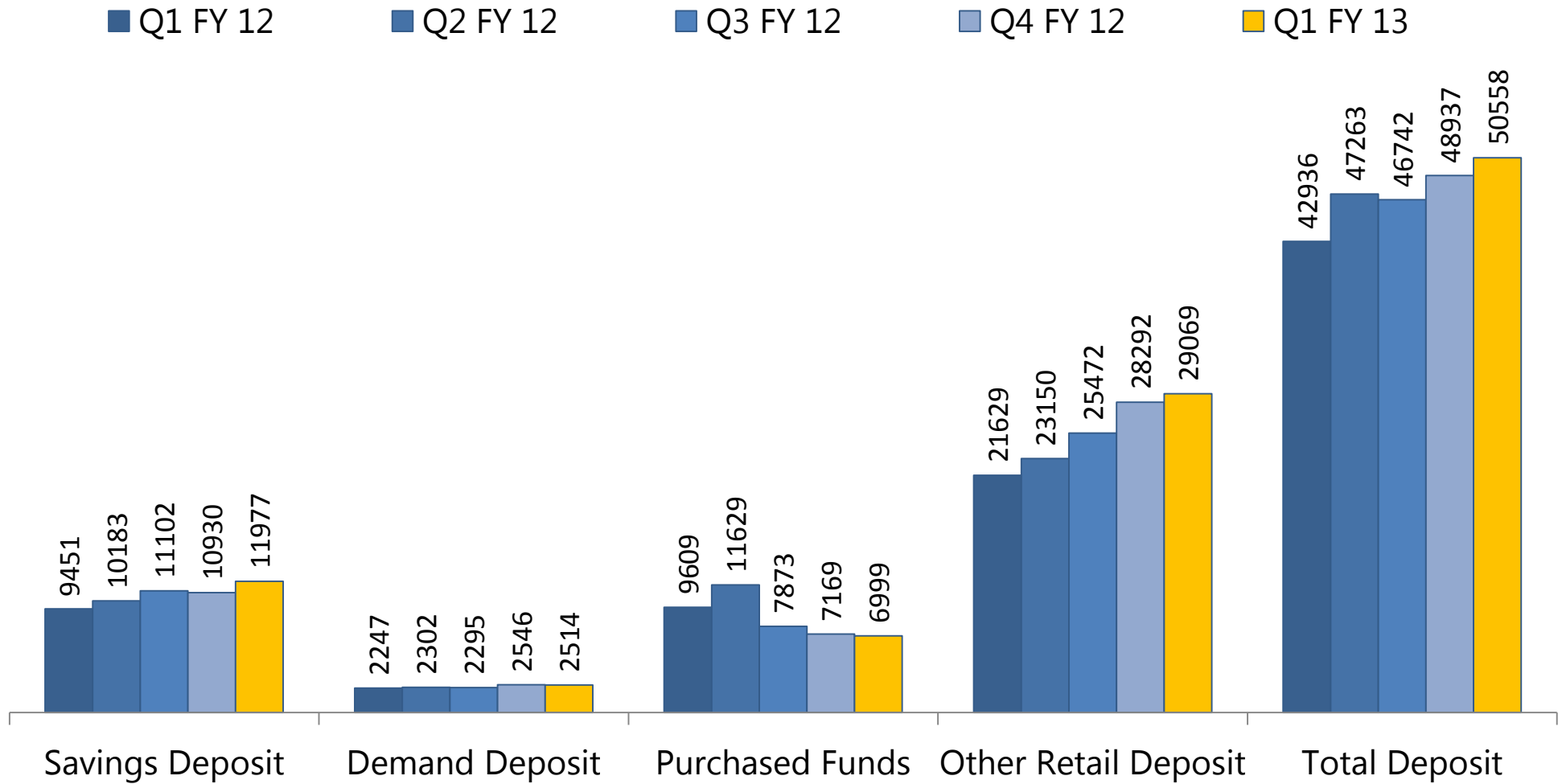


Credit Cost



Robust Growth in Customer Deposit

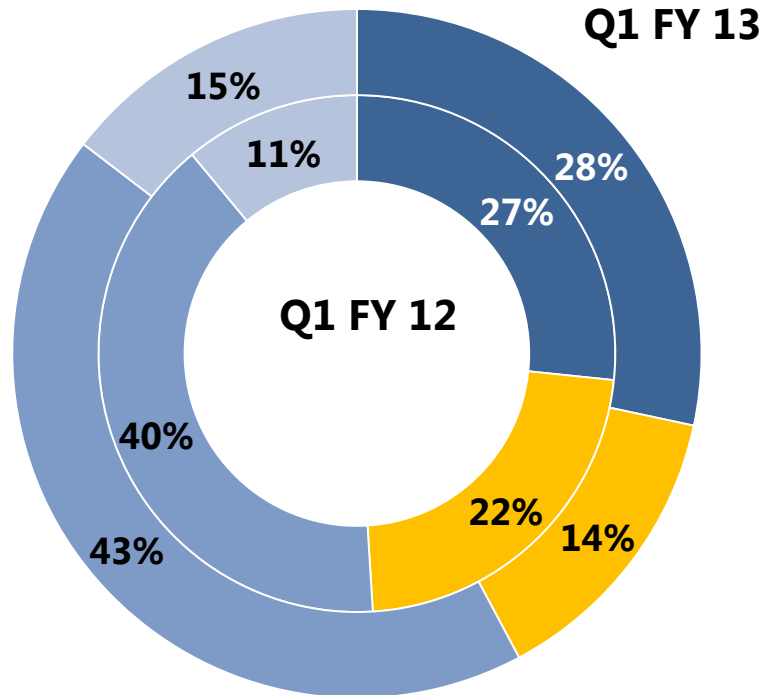
Rs in Cr



Rs in Cr

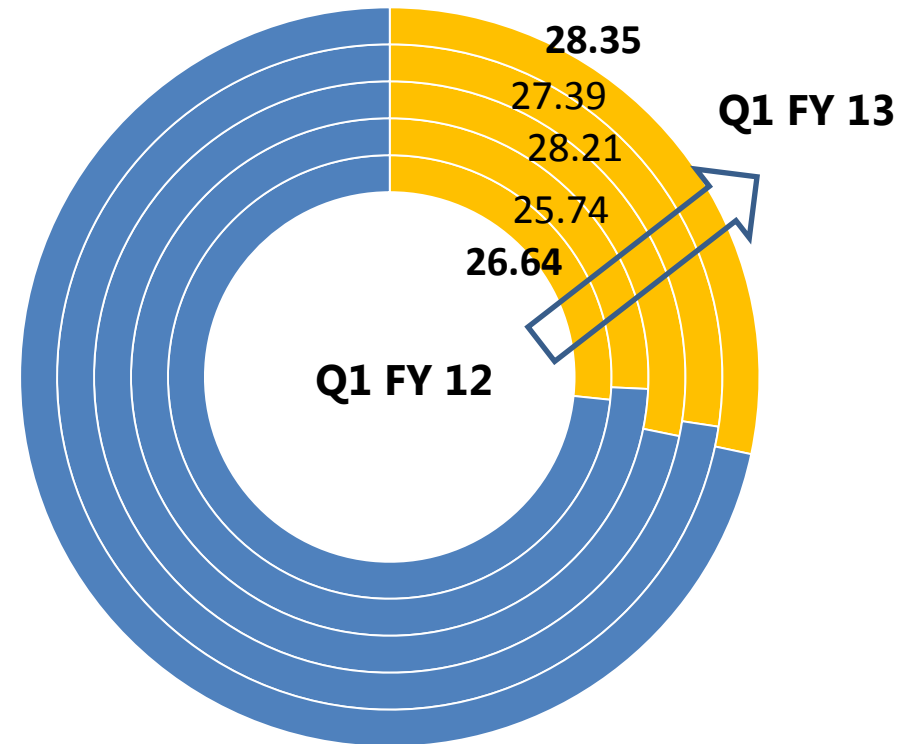
Deposit Mix

■ CASA ■ High Value ■ Resident Retail TD ■ NRI TD



CASA

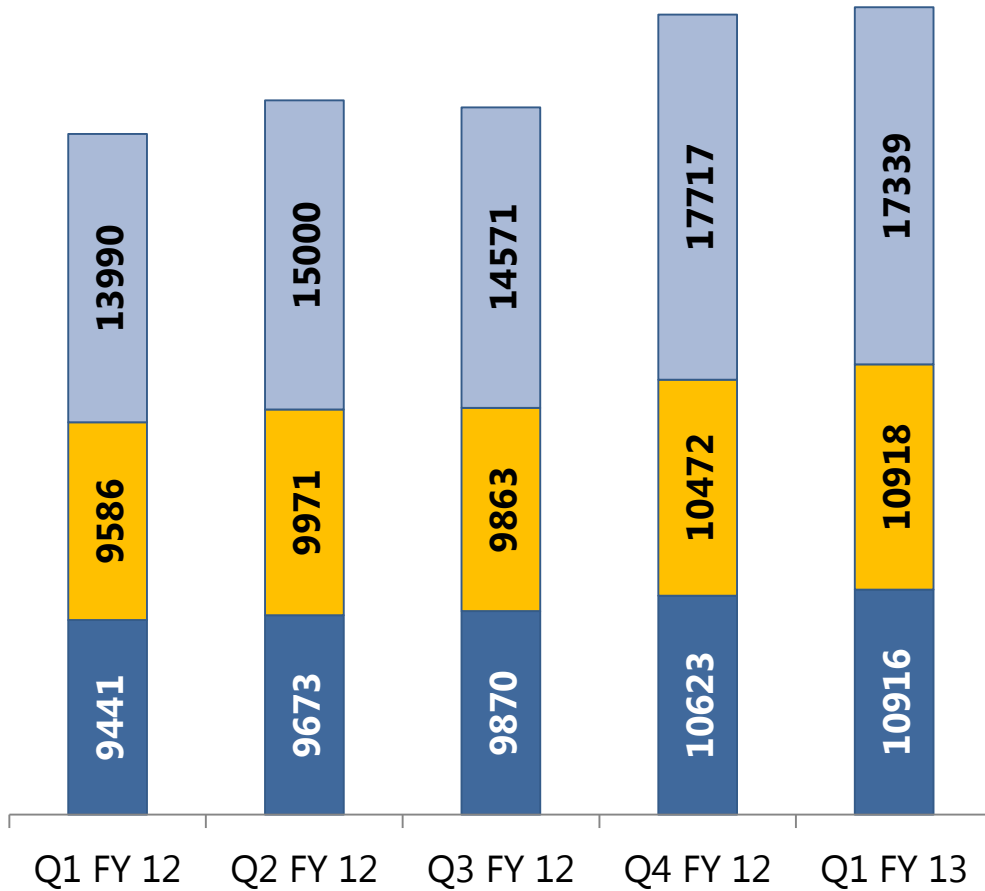
■ CASA ■ Other Dep



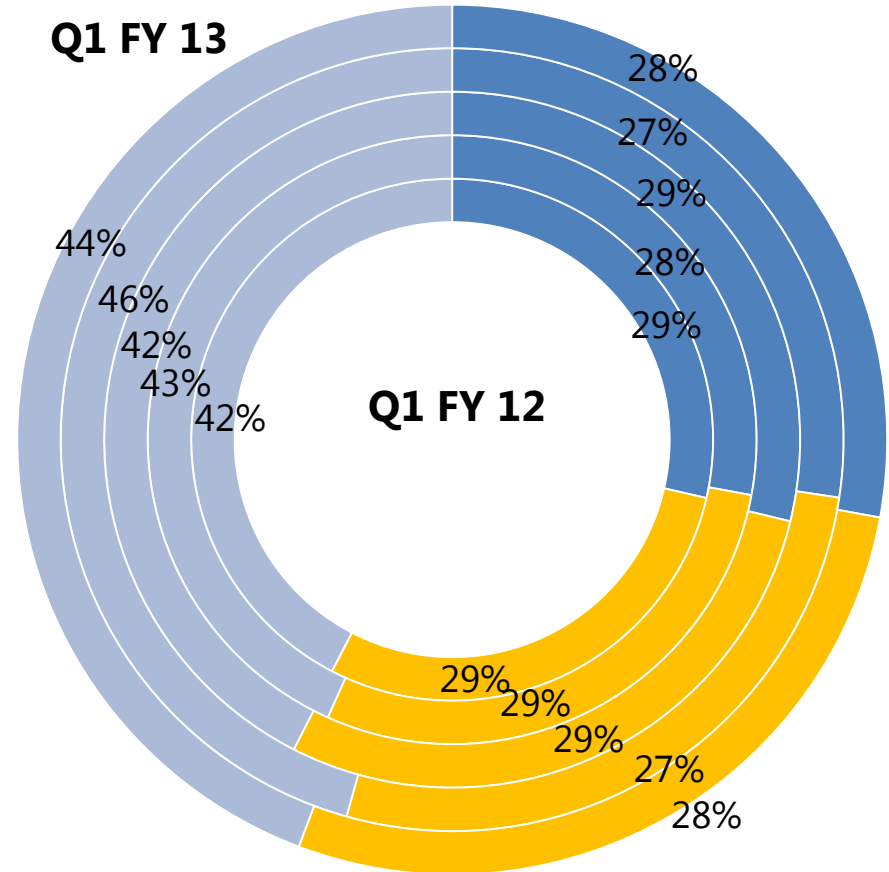
Steady Growth in Credit

Rs in Cr

■ Corporate Adv ■ SME & Agri ■ Retail Adv



■ Retail Adv ■ SME & Agri ■ Corporate Adv



Corporate Assets:

External Ratings: Investible grade to 52.80 % from 49 .51%

Risk Grade	Q1 FY 12	Q1 FY 13
AAA / AA	23.12 %	33.13 %
A	13.29 %	5.58 %
BBB	13.10 %	14.09 %
< BBB	6.46 %	11.41 %
Unrated	44.03 %	35.78 %

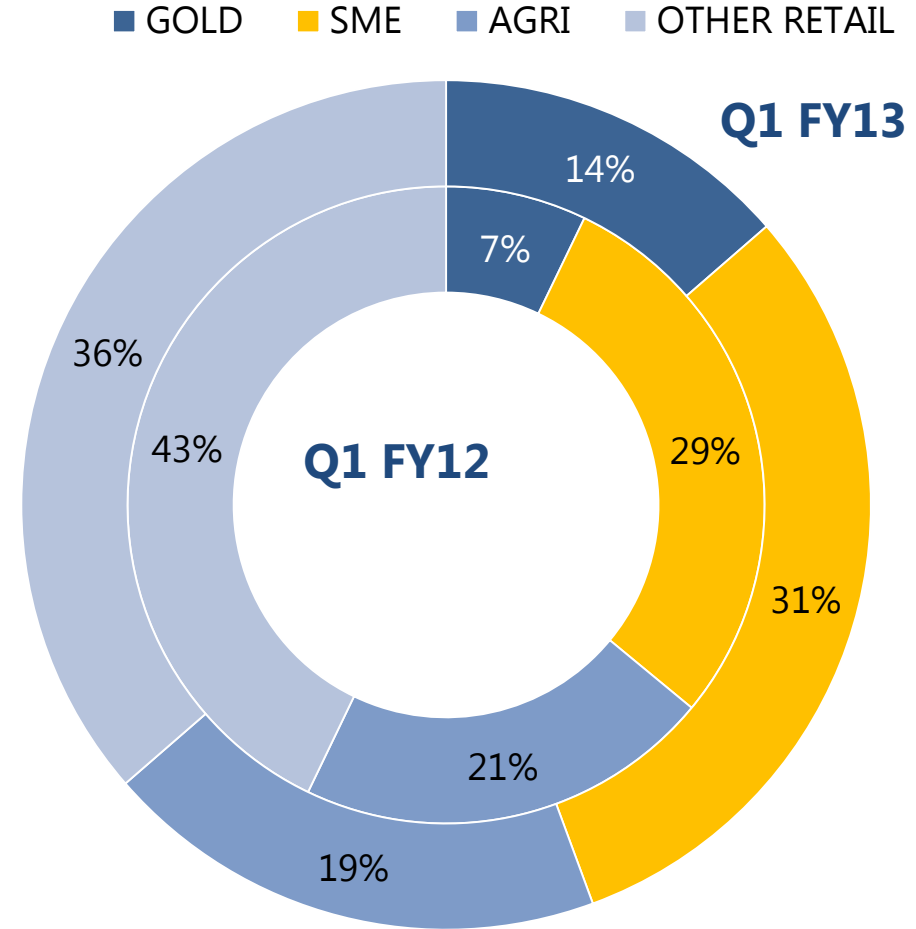
53 %

Assets below Rs 5 Cr:

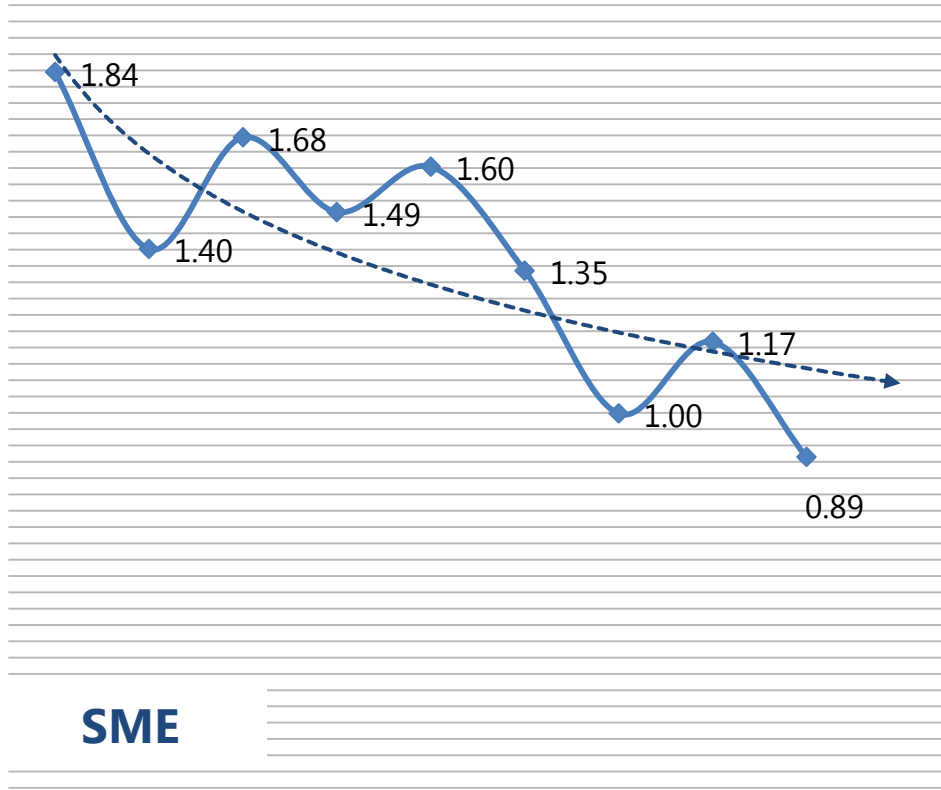
Risk Grade	Q1 FY 12	Q1 FY 13
FB 1	9.10 %	14.59 %
FB 2	22.57 %	27.02 %
FB 3	29.18 %	34.72 %
FB 4	7.47 %	8.95 %
< FB 4	1.76 %	3.63 %
Unrated	29.93 %	11.09 %

85 %

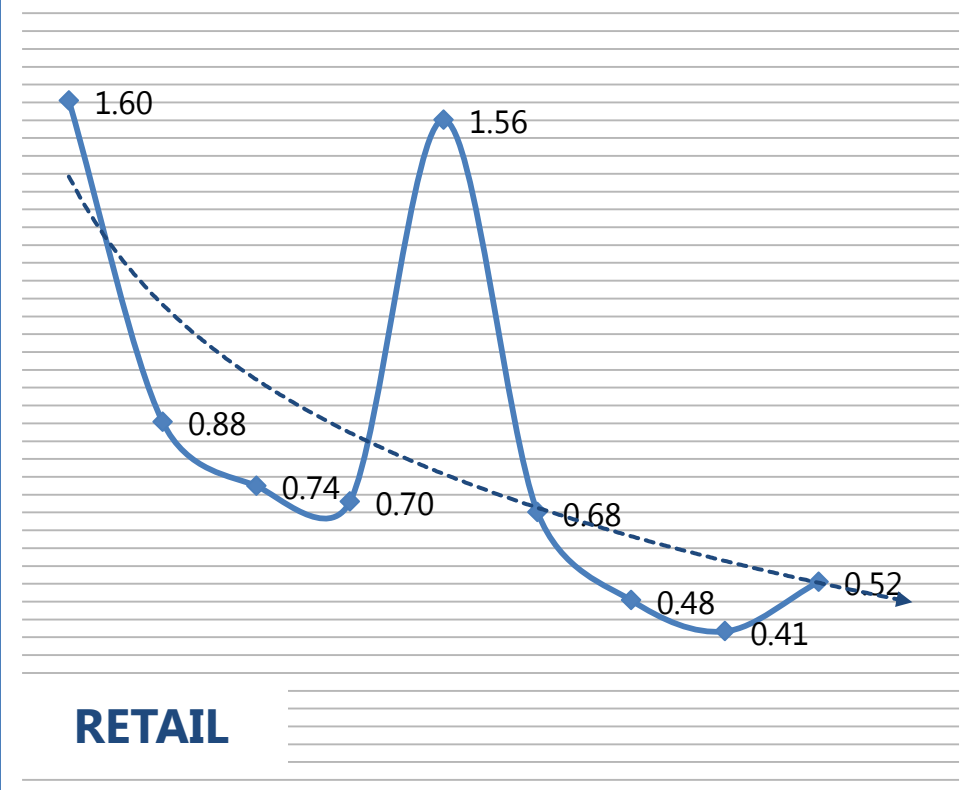
Small value Assets



Fresh Slippage / Total Advance



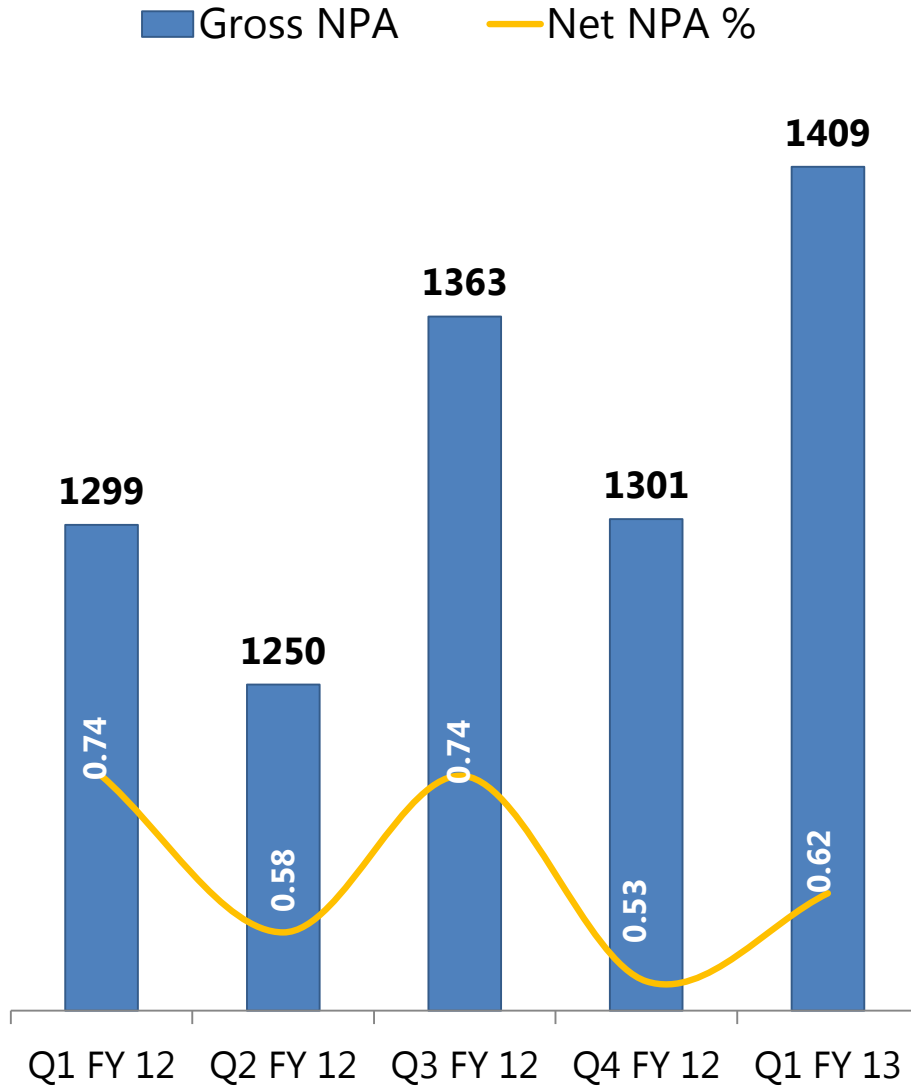
FY 11	FY 11	FY 11	FY 11	FY 12	FY 12	FY 12	FY 12	FY 13	
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	



FY 11	FY 11	FY 11	FY 11	FY 12	FY 12	FY 12	FY 12	FY 13	
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	

Sustained Reduction in Slippages

Rs in Cr

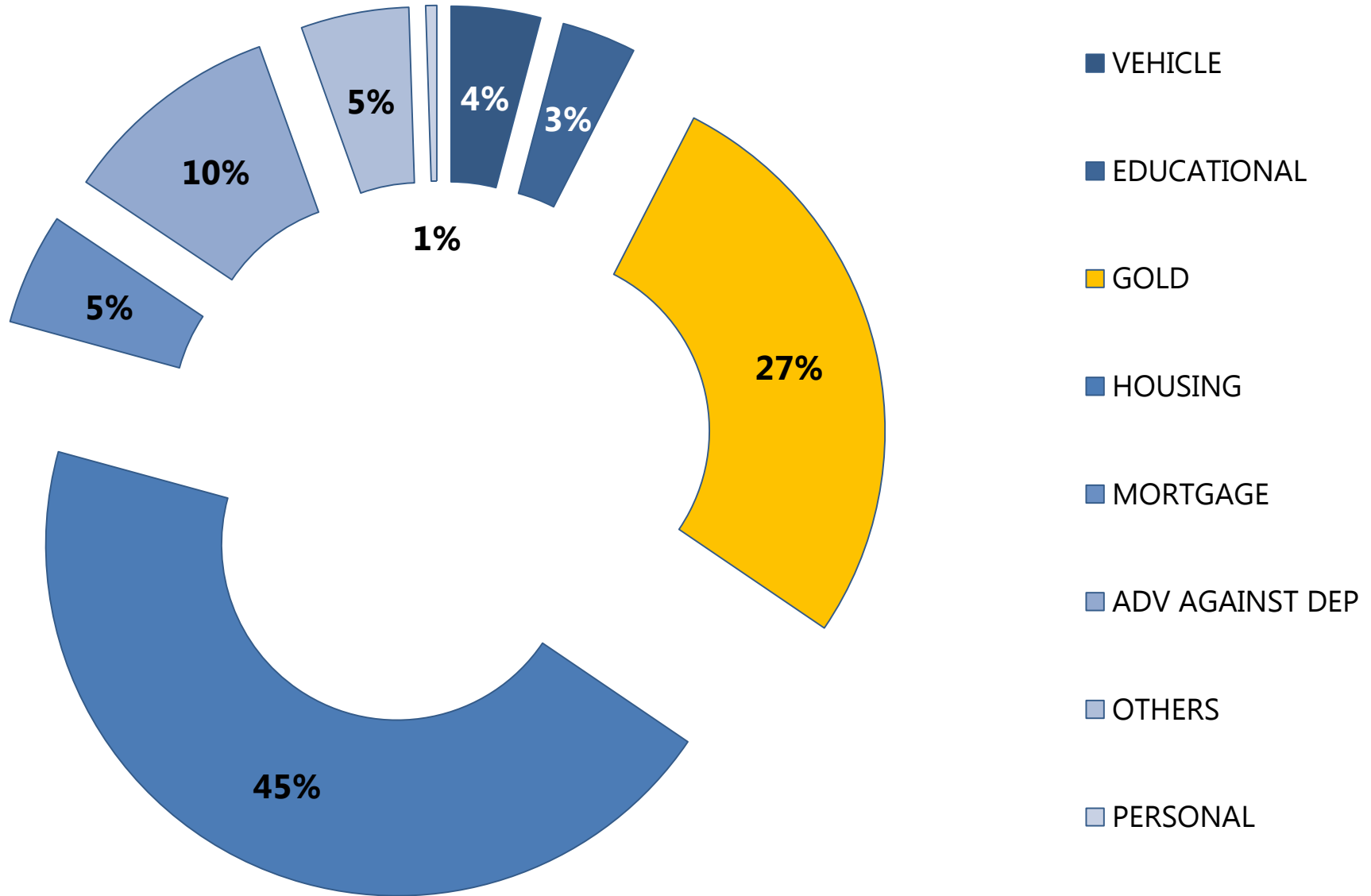


Provision Coverage Ratio at 80.23

Fresh Accretion					
	Q1	Q2	Q3	Q4	Q1
Retail	142	64	46	43	56
SME	142	122	90	95	91
Corporate	41	111	190	132	133

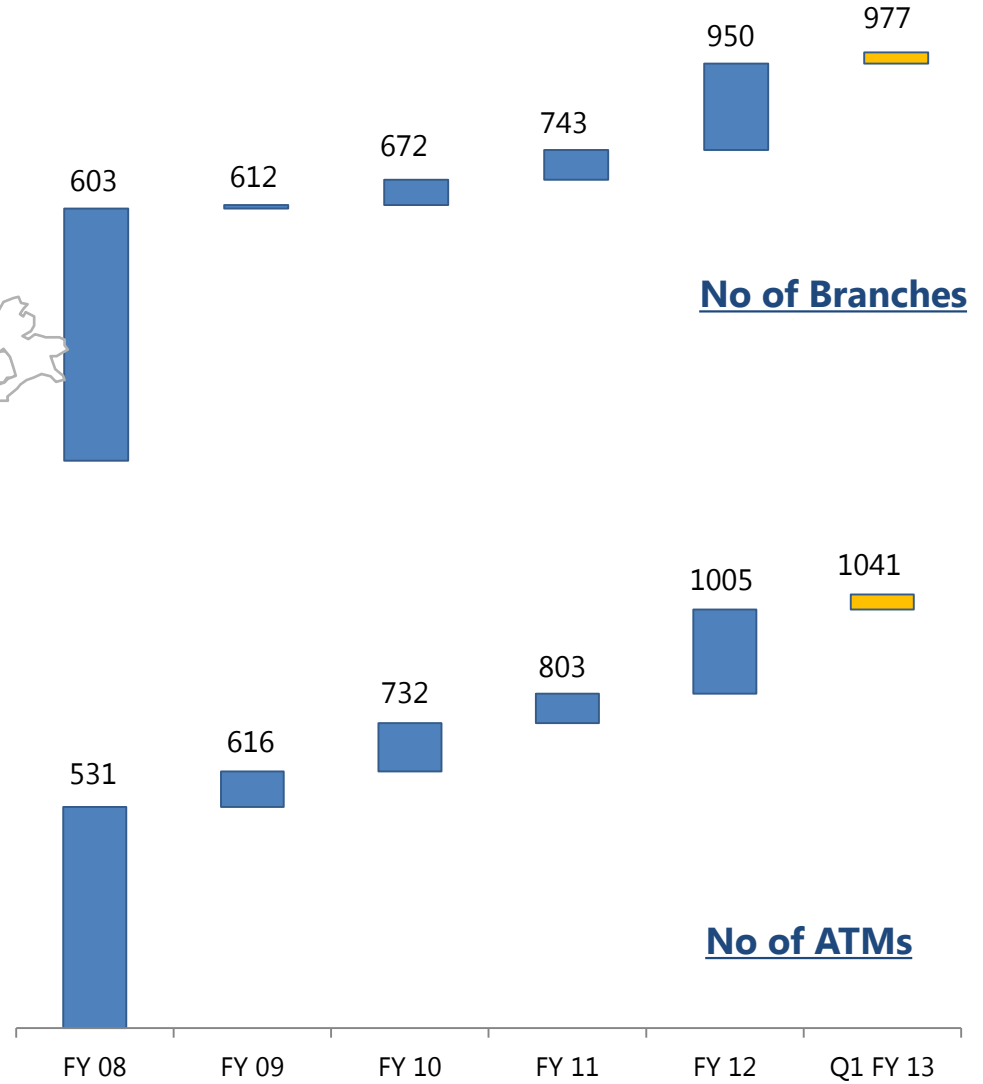
RESTRUCTURED ADVANCE

	Q1 FY 13		Q4 FY12	
	No.	Amount	No.	Amount
Standard	15	204	70	921
Sub-standard	5	3	8	39
TOTAL	20	207	78	960



Expanding Footprints

STATE	Opened up to FY 12	Q1 FY13
Andhra Pradesh	29	
Assam	10	2
Bihar	3	
Chandigarh	3	
Chattisgarh	3	
Goa	6	
Gujarat	28	1
Haryana	11	
Jammu & Kashmir	1	
Jharkhand	8	
Karnataka	68	
Kerala	525	4
Madhya Pradesh	3	
Maharashtra	81	1
Meghalaya	2	
Mizoram	1	
Nagaland	1	1
New Delhi	22	
Orissa	7	2
Puducherry	2	
Punjab	15	1
Rajasthan	7	
Tamil Nadu	82	9
Uttar Pradesh	12	2
Uttarakhand	1	
West Bengal	19	3
Tripura	0	1
Total	950	27



Q1 FY 12 v/s Q1 FY 13

- ❑ Net Profit at Rs 190.35 Cr (up by 30.23%)
- ❑ Other Income gone up to Rs 124.33 Cr (up by 6.36%)
- ❑ Total income increased to Rs 1661.04 Cr (up by 21.99%)
- ❑ Operating profit at Rs 346.51 Cr (-2.13%)
- ❑ NIM at 3.42% (3.87%)
- ❑ EPS at Rs 44.51 (Rs 34.18)
- ❑ Net NPA at 0.62% (0.74%)
- ❑ BV per Share at Rs 344.73 (Rs 307.21)
- ❑ ROE at 13.12% (11.28%)
- ❑ ROA at 1.26% (1.15%)
- ❑ Cost to Income at 43.75% (38.60%)
- ❑ Capital Adequacy Ratio at 15.45% (15.57%)

Other Highlights

Growth in NRE Deposits	NRE deposits grew by 3963 Cr (65.41%) on Y-o-Y and by 2056 Cr (25.8%) on Q-o-Q basis NRE SB grew by 1615 Cr (47.04%) on Y-o-Y basis and 833 Cr (19.77%) on Q-o-Q basis
Growth in Savings Banks	SB grew by Rs 2526 Cr (26.73%) on a Y-o-Y and Rs 1047 Cr (9.58%) on Q-o-Q SB customer acquisition - 1.19 lakhs to 1.74 lakhs (45.40%) on Y-o-Y
Growth in CASA	CASA Ratio improved by 171 bps from 26.64% to 28.35% (Y-o-Y). CASA growth of Rs 2898 Cr to support Total Deposits growth of 7622 Cr
Reduction in high value deposits	Share of High Value Deposits - Reduced from 22.38% to 13.84% Increased dependence on retail Customer Deposits to support asset growth
Growth in Advance	SME grew by 13.89% & Agri by 9.48% on Y-o-Y Retail Loan Book increased by 15.63% (Y-o-Y) Corporate Credit grew by 23.94% on (Y-o-Y) – AAA/AA assets grew to 33% from 23%
Gold Business	99% up on Y-o-Y & 18.26 on Q-o-Q Main contributors - High yielding retail gold loan: 113.02%; Gold loan to agriculture: 76.62%
Core Fee Income	Consistent growth of 16.02% on Y-o-Y Except treasury income & recovery from Written off Accounts, all others improved
Decline in credit cost	Bank: 1.43 → 0.80
Decline in Fresh slippage ratio in SME/Agri/Retail	SME & Agri: 1.60 → 0.89 Retail: 1.56 → 0.52

Balance Sheet

	Q1 FY 12	Q1 FY 13	Rs in Cr
LIABILITIES			
Capital	171.05	171.05	
Reserves & Surplus	5083.78	5725.63	
Deposits	42935.62	50558.13	
Borrowings	2350.14	4096.44	
Other Liabilities & Provisions	2111.50	2175.75	
TOTAL	52652.09	62727.00	
ASSETS			
Cash & Balance with RBI	2984.74	2582.91	
Balances with Banks, Money at Call	315.91	725.60	
Investments	15703.15	19313.48	
Advances	31971.61	38042.90	
Fixed Assets	291.75	354.01	
Other Assets	1384.93	1708.10	
TOTAL	52652.09	62727.00	

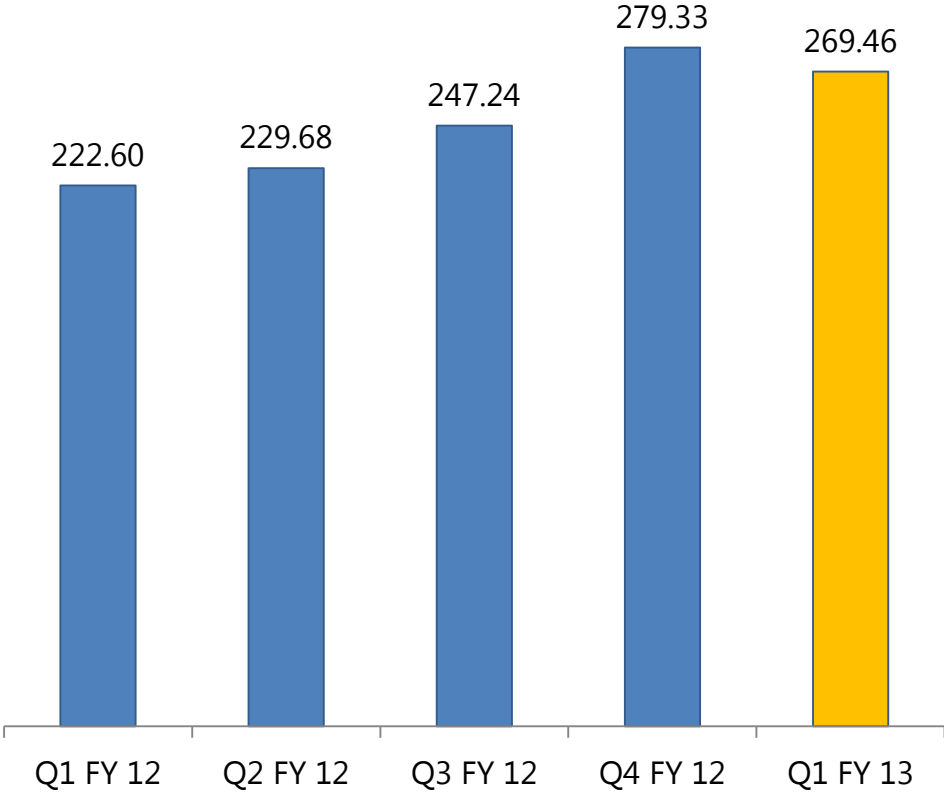
Key Financials

Rs in Cr

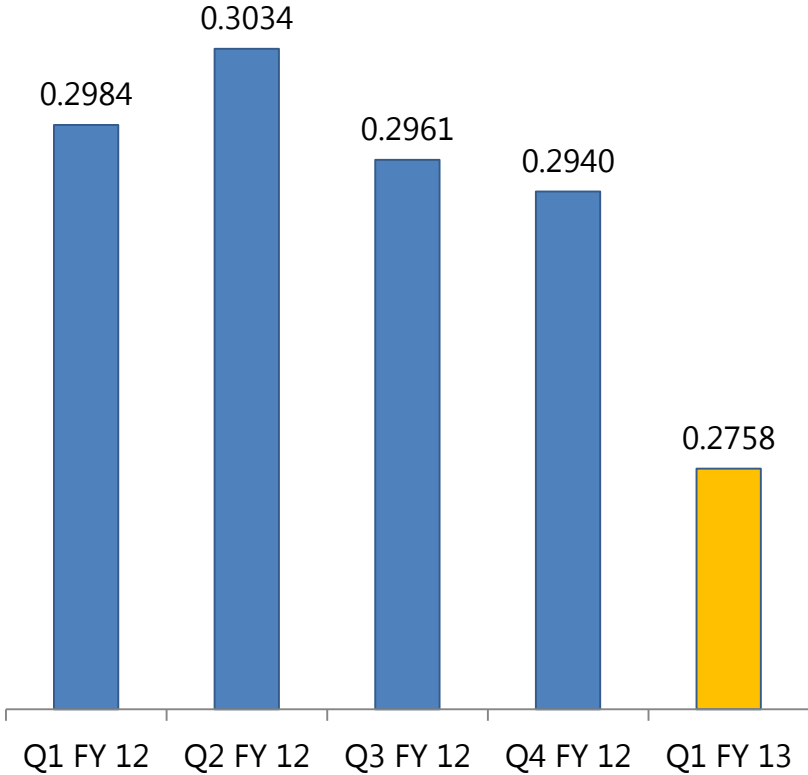
	Q1 FY13	Q4 FY12	Q-o-Q	Q1 FY12	Y-o-Y
Interest Income	1536.71	1479.02	3.90%	1244.71	23.46%
Interest Expenses	1045.07	987.81	5.80%	784.96	33.14%
Net Interest Income	491.64	491.21	0.09%	459.75	6.94%
Other Income	124.33	160.55	-22.56%	116.90	6.36%
Total Income	1661.04	1639.57	1.31%	1361.61	21.99%
Total Expenditure	1314.53	1267.14	3.74%	1007.56	30.47%
Operating Profit	346.51	372.43	-6.96%	354.05	-2.13%
Net Profit	190.35	237.60	-19.89%	146.16	30.23%
Net Interest Margin (%)	3.42	3.56	-3.93%	3.87	-11.63%
Opex per branch (Lakhs)	27.58	29.40	-6.19%	29.84	-7.57%
Credit Cost	0.80	0.00	0.00%	1.43	-44.06%
Cost to Income Ratio (%)	43.75	42.86	2.08%	38.60	13.34%

Rs in Cr

Operating Expense



Opex / Branch



Top Industrial Exposure

Rs in Cr

SECTOR	Q1 FY 12	Q1 FY 13
POWER	2286	2096
NBFC	1528	2149
PETROLEUM	1000	1931
HOSUING FINANCE	932	1071
IRON & STEEL	870	900
FOOD PROCESSING	743	1253
ROAD & PORT	646	1094
AGRICULTURE	3835	4199
AVIATION	440	459

Exposure to Infrastructure at Rs 3838 Cr

Rs in Cr

	Q1 FY 12	Q4 FY 12	Q1 FY 13
HFT	88.49	251.02	0.00
AFS	1558.39	2103.77	2050.84
HFT+AFS	1646.88	2354.79	2050.84
HTM	9093.29	11836.50	12229.84
Total Investments	15740.46	20078.86	20662.43
SLR	10740.17	14191.29	14280.68
Non-SLR	5000.29	5887.57	6381.75

(%)

	Q1 FY12	Q4FY12	Q1FY13
Yield on Advance	11.98	12.52	12.52
Cost of Deposit	7.02	7.55	7.55
Cost Income Ratio	38.60	42.86	43.75
Net Interest Margin	3.87	3.56	3.42
Yield on Investments	7.35	8.21	7.79

Provisions & Expenses

PROVISIONS

	Q1 FY12	Q4 FY12	Q1 FY13
Investment Depreciation	15.31	-10.48	-20.53
Loan Losses	114.14	-41.37	75.92
Other Purpose	4.57	67.36	7.38
Tax	73.87	119.32	93.38
TOTAL	207.89	134.83	156.15

OPERATING EXPENSES

Rs in Cr

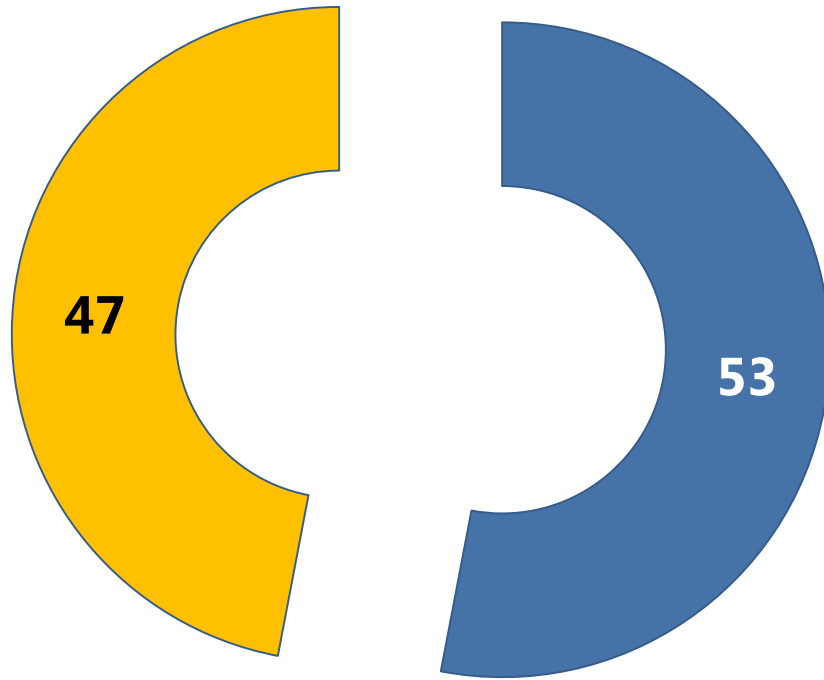
	Q1 FY 12	Q4 FY 12	Q1 FY 13
Staff expense	130.95	146.20	152.38
Depreciation	12.37	17.03	16.85
Rent, Taxes	20.51	28.07	31.06
Printing.	2.54	2.59	3.42
Advertisemnt	2.54	9.09	0.25
Postage etc	5.54	8.72	7.88
Repairs	7.23	15.49	7.72
Insurance	10.60	10.77	12.33
Others	30.33	41.37	37.57
TOTAL	222.60	279.33	269.46

Other Income

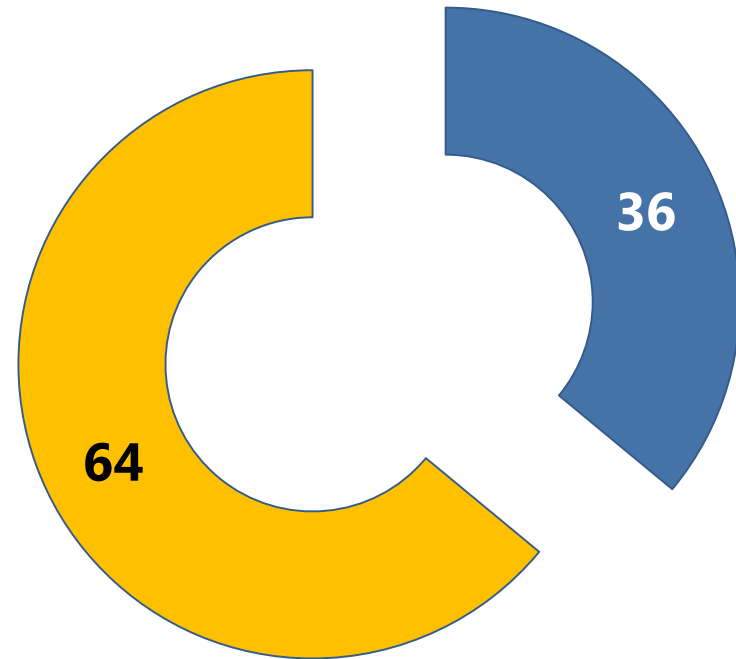
Rs in Cr

	Q1 FY 12	Q4 FY 12	Q1 FY 13
Exchange, Commission & Brokerage Income	31.21	34.01	30.31
Other Fee Income	31.47	43.43	34.39
Net Profit on Forex Transactions	13.95	23.77	24.32
Profit on sale of securities	16.03	36.35	26.24
Recovery from assets written off	23.28	21.14	7.09
Other Receipts	0.96	1.85	1.98
Total	116.90	160.55	124.33

Deposit



Advance



■ Kerala

■ Outside Kerala

Awards, Accolades & Recognitions



Best Bank for IT for internal effectiveness among small Banks

Govt. of Kerala

Recognition for providing banking channel in all villages allotted to the Bank for implementing Financial Inclusion program



Excellence in In-house Magazine



Bank's Aadhaar (UID) Based Authentication for Payments



Visa Money Transfer using Visa Debit Cards



Innovative Cost Management Measures



Global CSR Award for Best Corporate Social Responsibility practice overall



Golden Peacock Award for Best Corporate Social Responsibility (CSR) Initiatives

Fixed Deposit

Certificate of Deposit

Bonds

Bonds



FitchRatings



P1+

AA- (Ind)

AA

- The Fixed Deposits and Certificates of Deposits enjoy the highest rating in that class
- Bonds have been a rating, which are considered to offer high safety and carrying very low credit risk

IDBI Federal Life Insurance Co. Ltd.

- Bank's Joint Venture Life Insurance Company, in association with IDBI Bank and Ageas
- Federal Bank holds 26% equity in the J.V.
- Started selling life insurance products from March 2008

FedBank Financial Services Ltd.

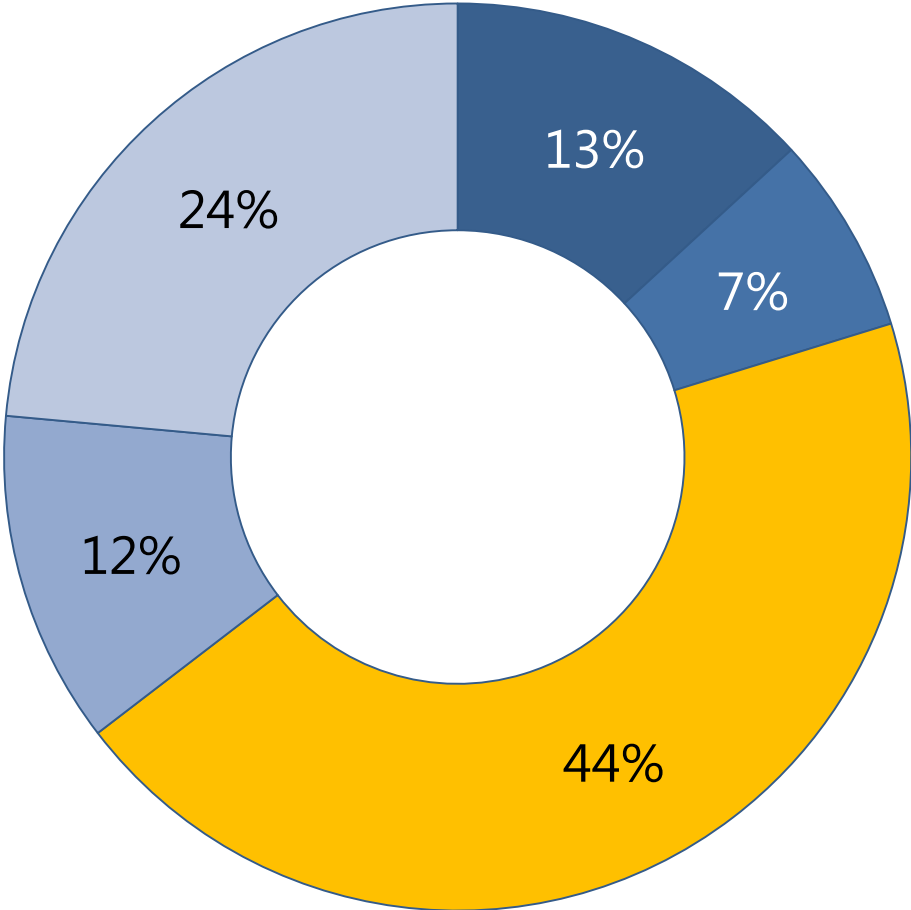
- Fully owned subsidiary of the Bank with NBFC license
- Marketing Retail Asset Products of the Bank
- Retail Hubs established at major centres all over India
- Separate mechanism established for speedy and dedicated processing of retail loans sourced through this channel

UAE Representative Office

- Representative Office at Abu Dhabi, established in 2008
- Gateway of the Bank to the whole of Middle East
- Increased the reach of the Bank among Non-Resident Indians in the Gulf countries

Entity	% Equity
Fedbank Financial Services Limited	100.00%
IDBI Federal Life Insurance Company of India Limited	26.00%
Credit Analysis and Research Limited	5.00%
United Stock Exchange of India Limited	6.00%
Experian Credit and Information Company of India Limited	5.00%

Share Holding Pattern



- Mutual Funds
- Financial Institutions / Banks
- FII
- Corporate Bodies
- Others

Thank You