

Investor Presentation

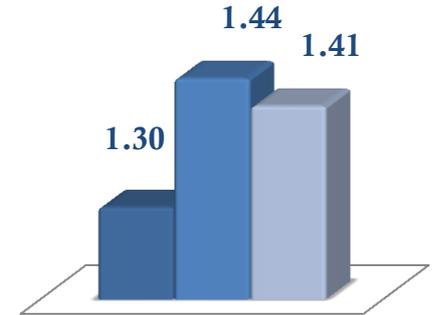


Q3 FY 12

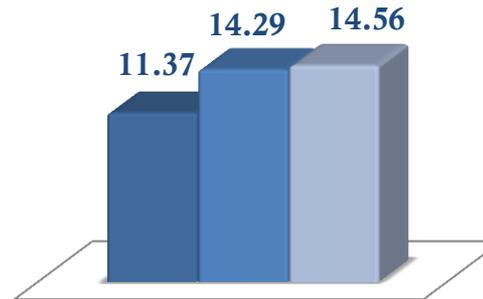
FEDERAL BANK
YOUR PERFECT BANKING PARTNER

Performance Highlights

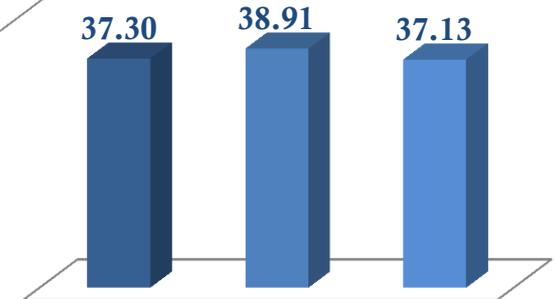
Profitability Measure ROA



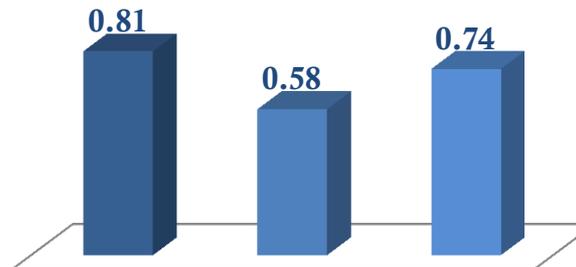
Shareholder Value Measure ROE



Efficiency Measure COST-INCOME



Risk Appetite Measure NET NPA%



■ Q3 FY 11 ■ Q2 FY 12 ■ Q3 FY 12

Financial Highlights

Q3 FY 11 V/S Q3 FY 12

- ❑ Net Profit at Rs 201.87 Cr (up by 41.07%)
- ❑ Other Income gone up to Rs 137.93 Cr (up by 13.34%)
- ❑ Total income increased to Rs 1604.76 Cr (up by 40.33%)
- ❑ Operating profit improved to Rs 418.72 Cr (up by 17.39%)
- ❑ NIM at 3.94% (4.31%)
- ❑ EPS at Rs 47.21 (33.47)
- ❑ Net NPA at 0.74% (0.81%)
- ❑ BV per Share at Rs 330.19 (298.53)
- ❑ ROA at 1.41% (1.30)
- ❑ ROE at 14.56% (11.37)
- ❑ Cost to Income decreased to 37.13% (37.30)
- ❑ Capital Adequacy Ratio at 15.91%

Business Growth

Rs in Cr

DEPOSIT GROWTH

Deposits	46742	26.63%	
CASA	13186	21.97%	
Retail Deposits	38678	27.25%	
NRE Deposits	7375	31.78%	

Net Advance	33206	17.59%	
SME Advance	9863	6.23%	
Retail Advance	9870	10.37%	
Corporate Credit	14571	33.40%	

CREDIT GROWTH

Key Financials

Rs in Cr

	Q3 FY 11	Q2 FY 12	Q3 FY 12	Y-o-Y
Interest Income	1021.88	1367.83	1466.83	43.54%
Interest Expenses	574.63	893.42	938.80	63.37%
Net Interest Income	447.25	474.41	528.03	18.06%
Other Income	121.69	116.96	137.93	13.34%
Total Income	1143.57	1484.79	1604.76	40.33%
Total Expenditure	786.86	1123.52	1186.04	50.73%
Operating Profit	356.71	361.27	418.72	17.39%
Net Profit	143.10	191.16	201.87	41.07%
Net Interest Margin (%)	4.31	3.77	3.94	-8.48%
Cost to Income Ratio (%)	37.30	38.91	37.13	-0.48%

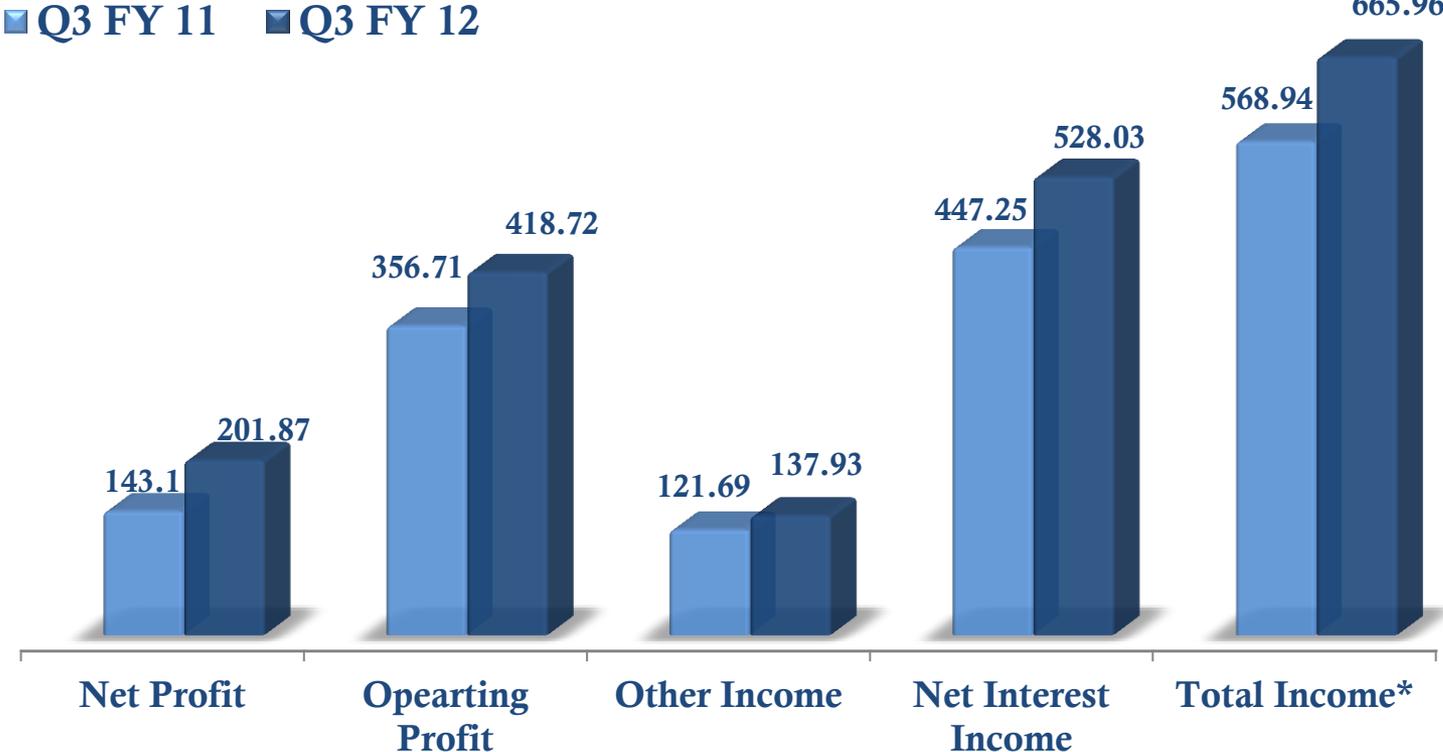
Balance Sheet

Rs in Cr

	Q3 FY 11	Q2 FY 12	Q3 FY 12
LIABILITIES			
Capital	171.03	171.05	171.05
Reserves & Surplus	4934.77	5274.93	5476.81
Deposits	36913.53	47263.46	46742.46
Borrowings	2166.13	2926.15	3030.22
Other Liabilities & Provisions	1984.03	2067.95	2550.51
TOTAL	46169.49	57703.54	57971.05
ASSETS			
Cash & Balance with RBI	2790.49	3378.33	3256.40
Bal. with banks & money at call	642.41	295.91	918.11
Investments	13146.84	18798.11	18644.60
Advances	28240.02	33606.69	33206.07
Fixed Assets	287.07	289.23	307.67
Other Assets	1062.66	1335.27	1638.20
TOTAL	46169.49	57703.54	57971.05

Profit & Income Growth

Rs in Cr



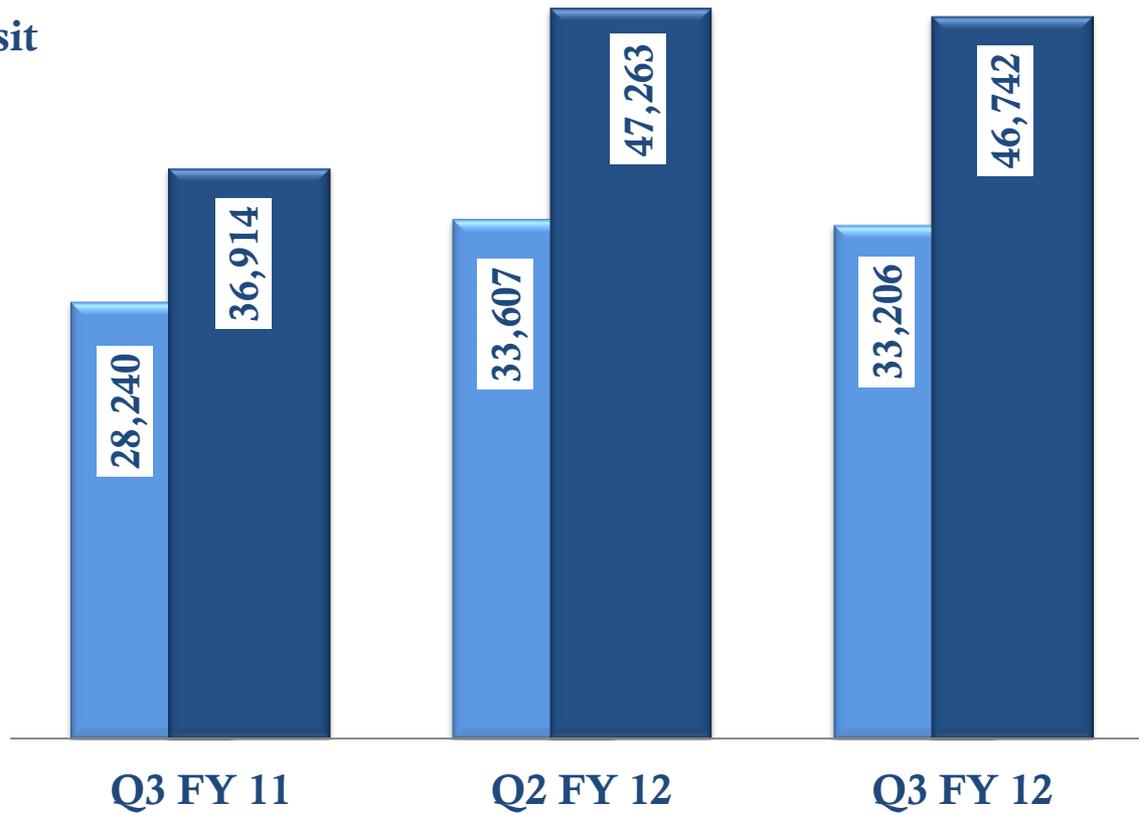
*Total Income = Other Income + Net Interest Income

Core Business Portfolio

Rs in Cr

■ Advance

■ Deposit

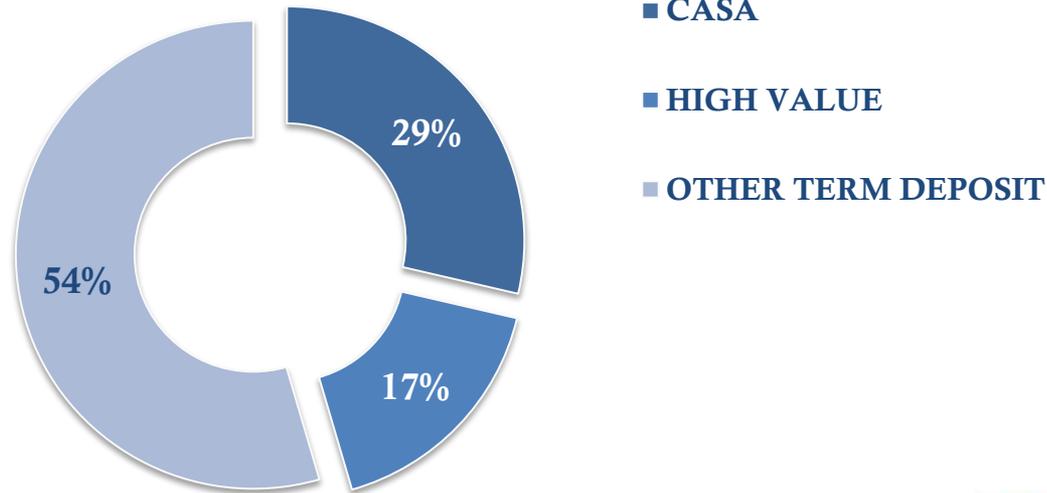


Deposit Growth

Rs in Cr

	Q3 FY 11	Q3 FY 12
Savings Deposits	8842.52	11101.61
Demand Deposits	2096.24	2295.16
High Value Deposits	6247.76	7873.40
Other Term Deposits	19727.01	25472.29
Total Deposits	36913.53	46742.46

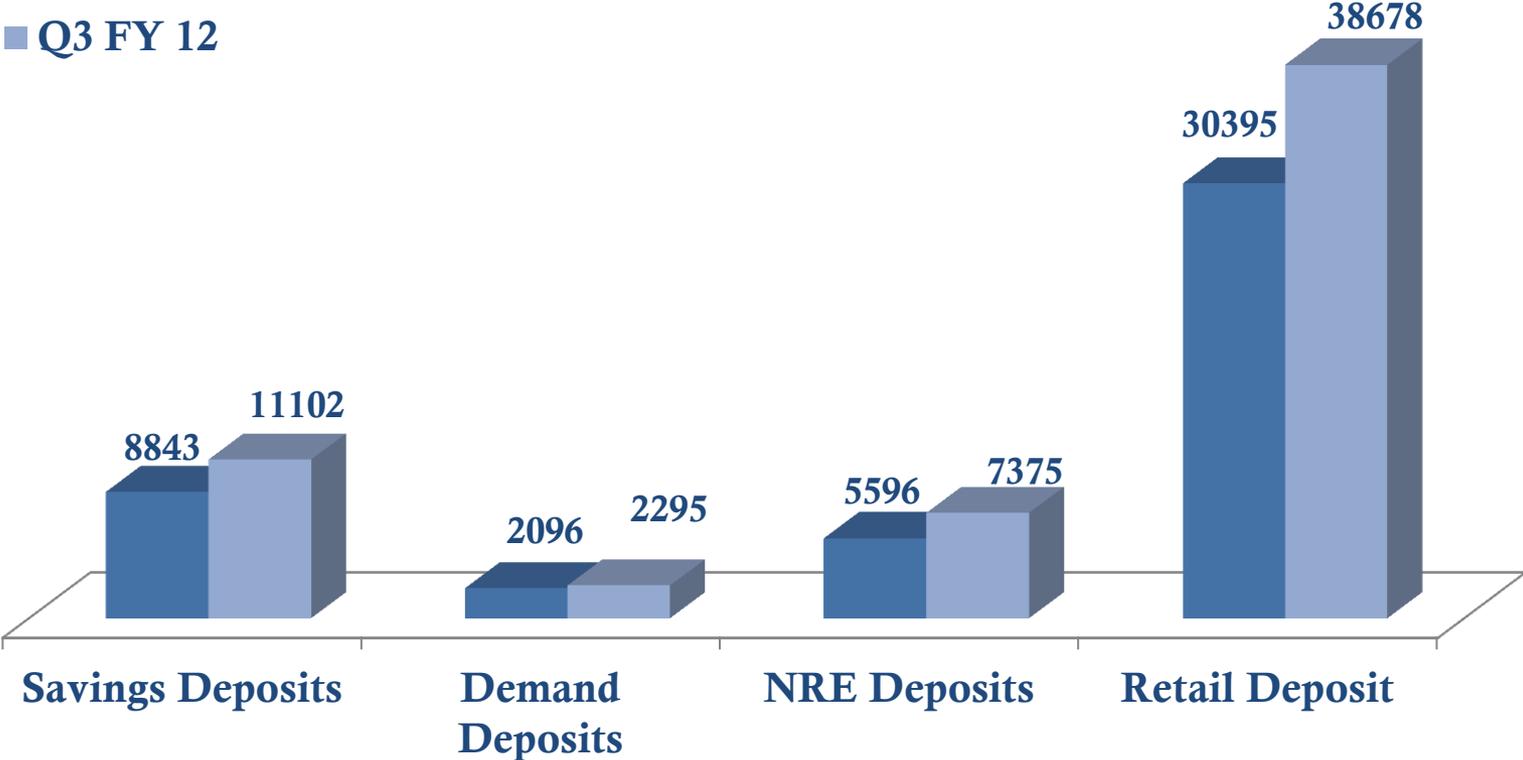
Constitution of Total Business



Deposit Growth - Retail

Rs in Cr

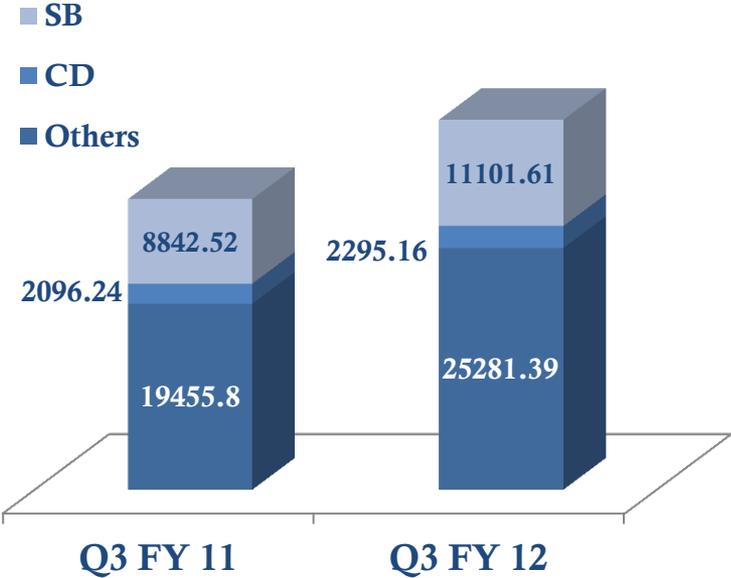
- Q3 FY 11
- Q3 FY 12



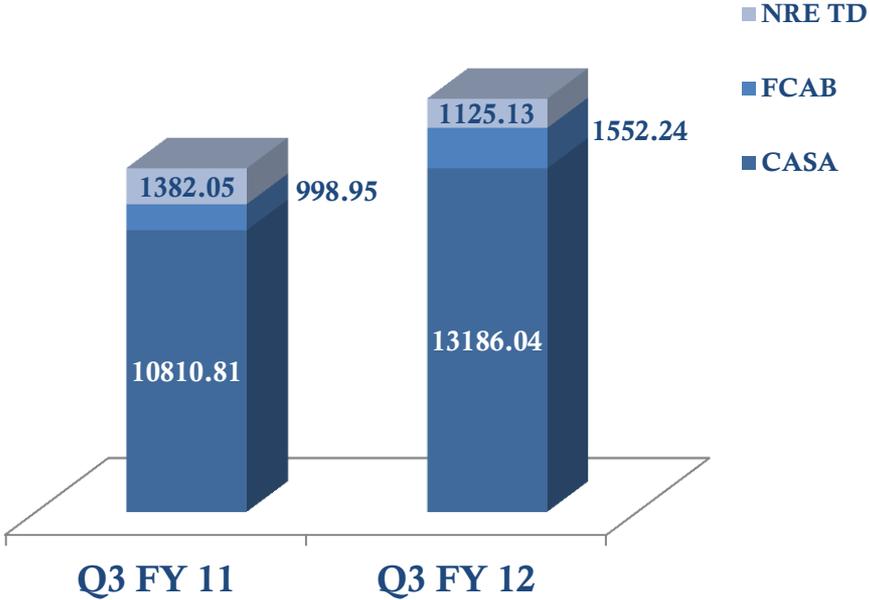
Deposit Composition

Rs in Cr

RETAIL DEPOSIT



LOW COST DEPOSIT

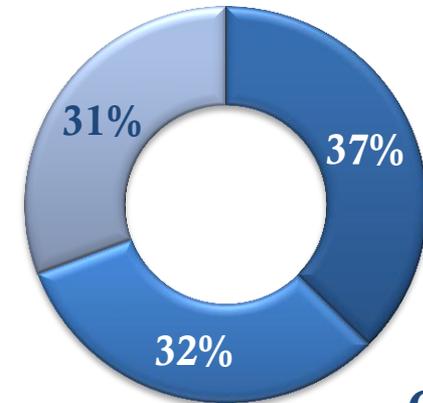


Credit Growth

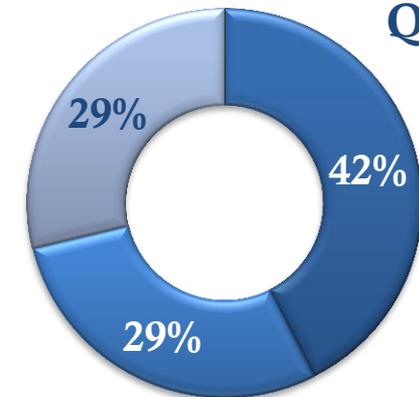
Rs in Cr

	Q3 FY 11	Q3 FY 12
LARGE CORPORATE ADVANCE	10923.03	14571.05
SME ADVANCE	9284.59	9862.76
RETAIL ADVANCE	8943.39	9870.43
GROSS ADVANCE	29151.01	34304.24

- LARGE CORPORATE ADVANCE
- SME ADVANCE
- RETAIL ADVANCE

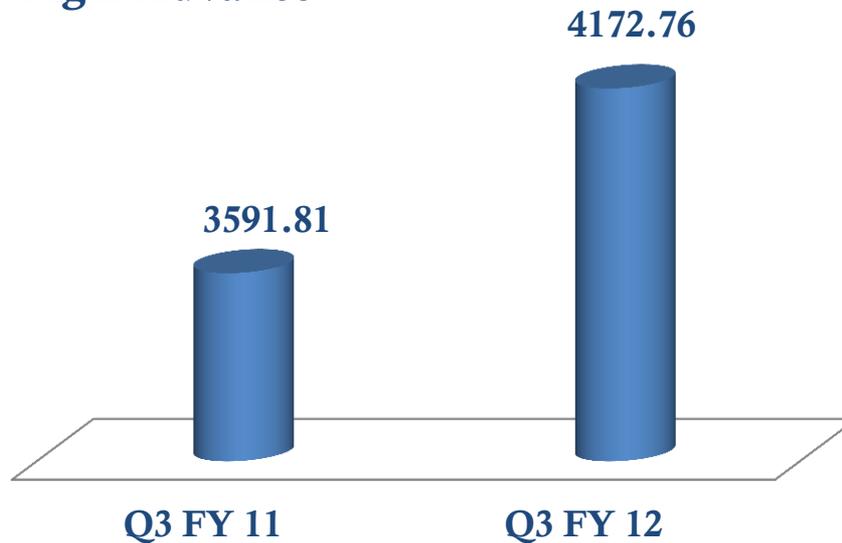


Q3 FY 11



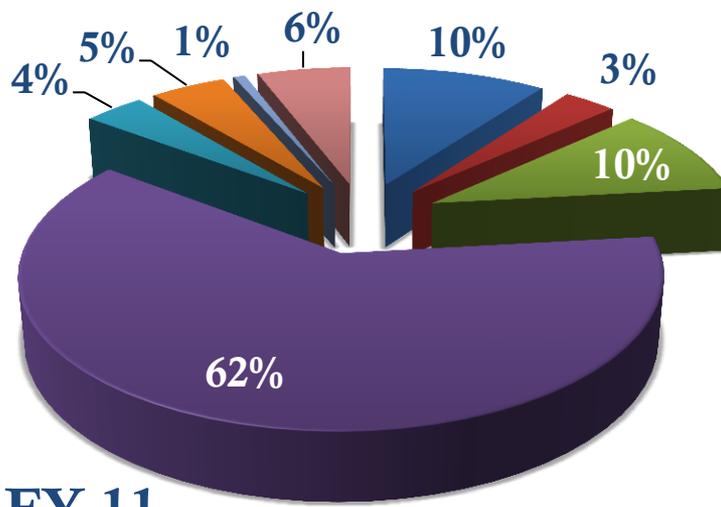
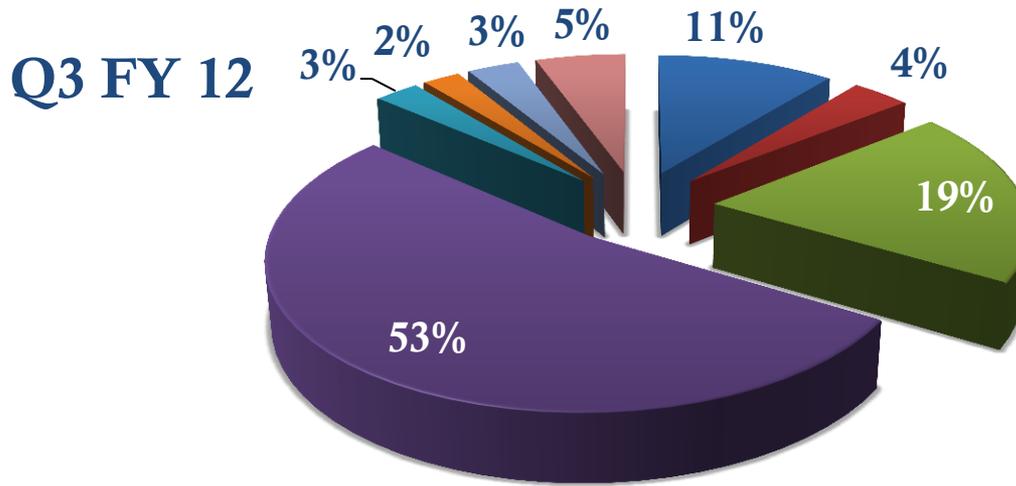
Q3 FY 12

Agri Advance



Retail Book Composition

Rs in Cr



- Adv against Dep
- Education Loan
- Gold Loan
- Housing Loan
- Mortgage Loan
- Other Retail Loans
- Personal Loan
- Vehicle Loan

Q3 FY 11

Top Industrial Exposure

Rs in Cr

SECTOR	Q3 FY 11
POWER	1949
NBFC	1899
HOUSING FINANCE (INDIRECT)	1249
PETROLEUM	803
IRON AND STEEL	799
FOOD CREDIT	770
ROAD & PORT	735
AVIATION	413
ENGG CONTRACTOR	399
TELECOM	362

Exposure to Infrastructure at Rs 3622 Cr

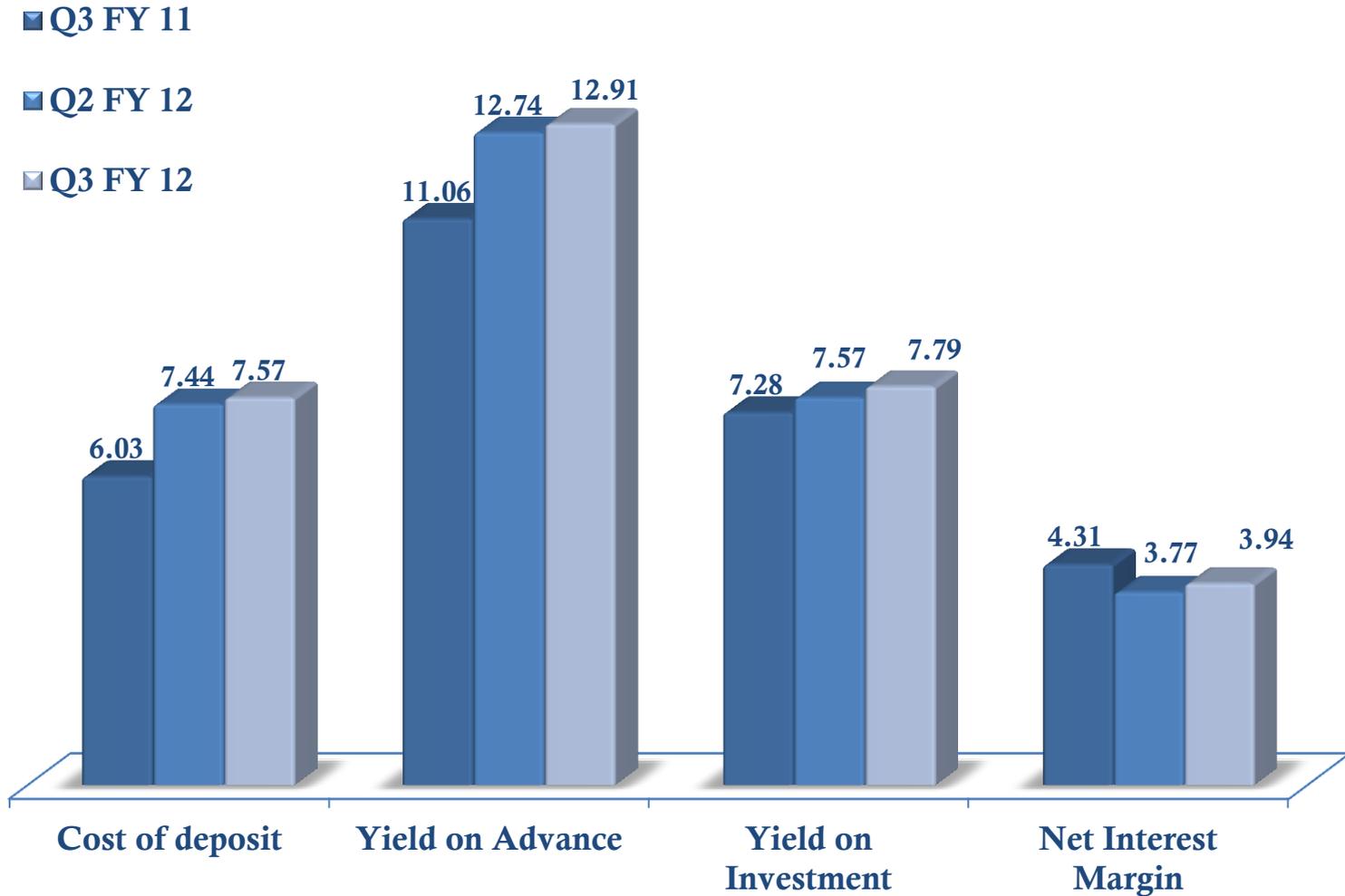
Treasury Portfolio

Rs in Cr

	Q3 FY 11	Q2 FY 12	Q3 FY 12
HFT	555.62	1334.49	690.92
AFS	2802.37	6292.57	5992.18
HFT + AFS	3357.99	7627.06	6683.10
HTM	9816.55	11745.75	13614.97
Total Investments	13174.54	19372.81	20298.07
of which SLR	9488.27	12586.68	13806.23
Non-SLR	3686.27	6786.13	6491.84
IFR	190	190	190

Cost, Yield & NIM

Rs in Cr

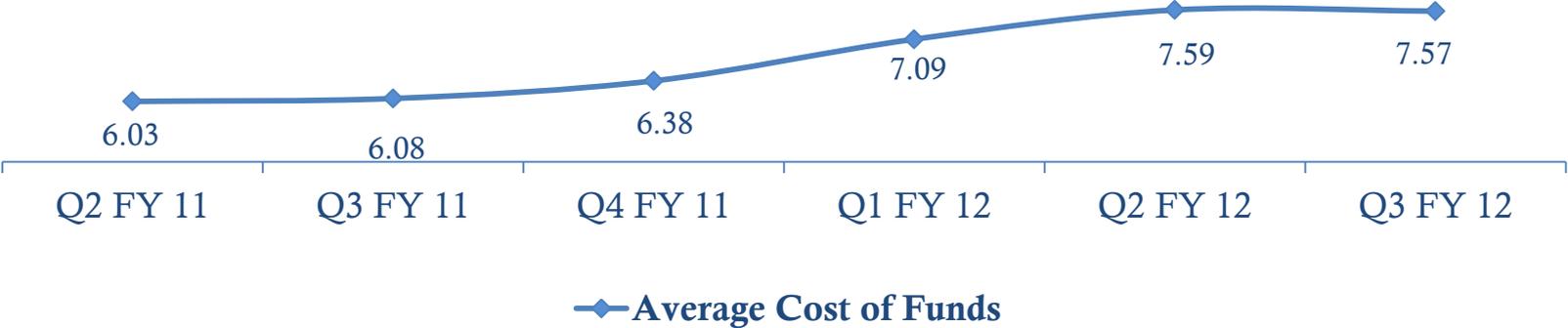
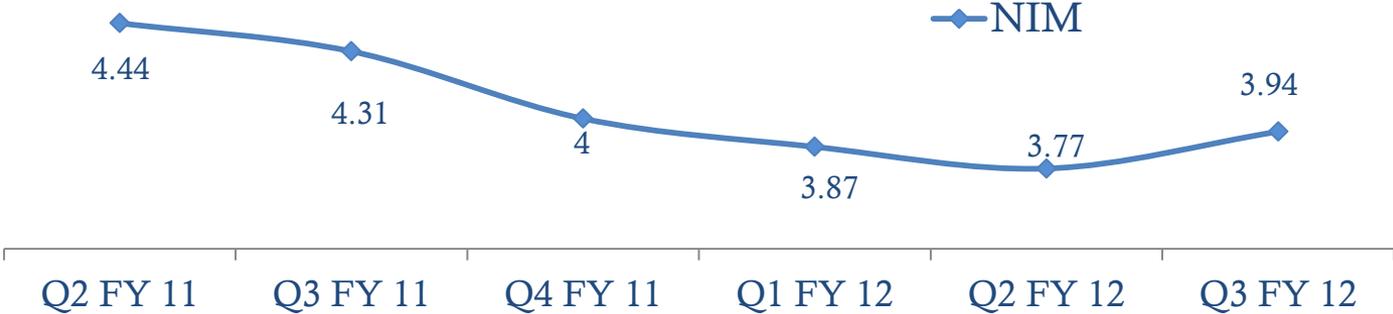


Margins

Rs in Cr

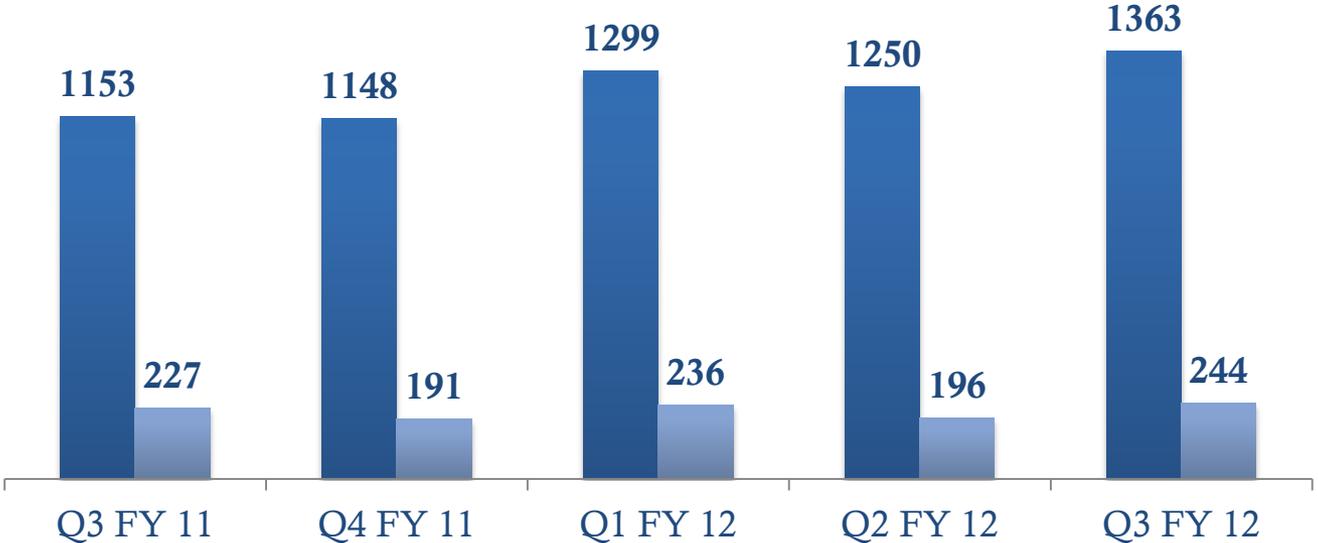
	Q3 FY 11 (3 months)	Q3 FY 12 (3 months)
Yield on Advance	11.06	12.91
Cost of Deposits	6.03	7.57
Interest Spread	5.03	5.34
Yield on Investments	7.28	7.79
Net Interest Margin	4.31	3.94
Cost to Income Ratio	37.3	37.13

NIM & Cost of Funds



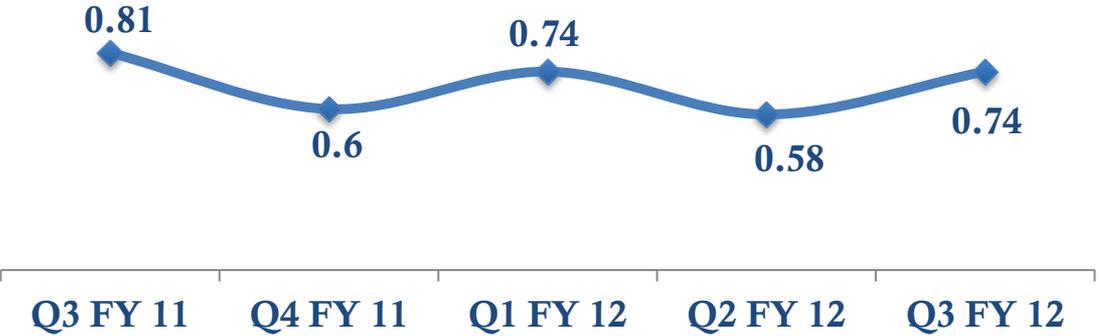
NPA Movement

Rs in Cr



■ Gross NPA
■ Net NPA

Provision Coverage Ratio at 80.54%



Net NPA %

Restructured Portfolio & Provisions

Rs in Cr

	No.	Amount
Standard	18	1.66
Sub-standard	3	0.02
TOTAL	21	1.68

RESTRUCTURED ADVANCE

PROVISIONS

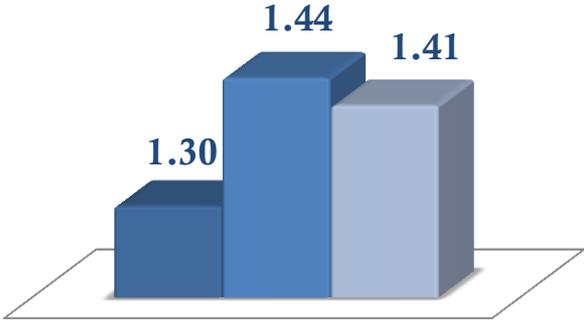
	Q3 FY 11	Q2 FY 12	Q3 FY 12
Investment Losses	1.86	6.82	23.21
Loan Losses	127.58	56.98	92.02
Other purposes	12.94	8.39	0.02
Tax	71.23	97.92	101.60
TOTAL	213.61	170.11	216.85

Other Income

Rs in Cr

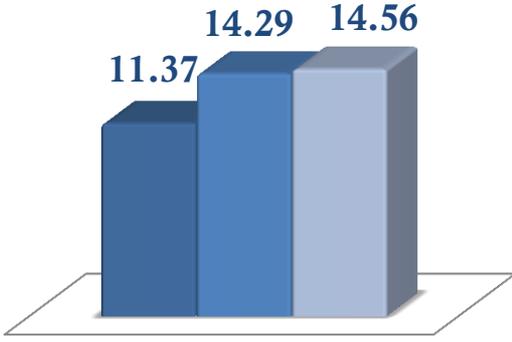
	Q3 FY 11	Q2 FY 12	Q3 FY 12
Exchange, Commission & Brokerage Income	31.90	31.35	33.31
Other Fee Income	35.29	36.06	34.03
Net Profit on Forex Transactions	5.22	18.83	27.66
Profit on sale of securities	8.21	14.06	15.63
Recovery from assets written off	39.30	13.64	27.68
Other Receipts	1.77	3.02	-0.38
Total	121.69	116.96	137.93

Key Ratios

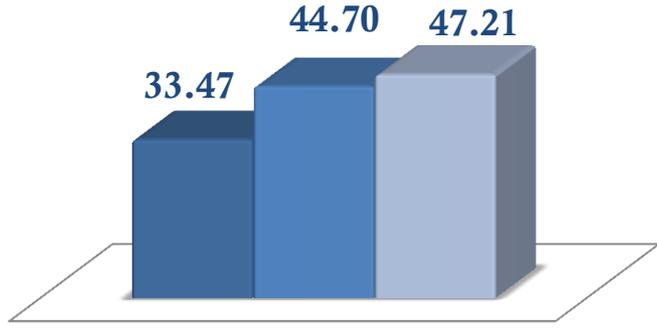


RETURN ON ASSETS (%)

- Q3 FY 11
- Q2 FY 12
- Q3 FY 12



RETURN ON EQUITY (%)



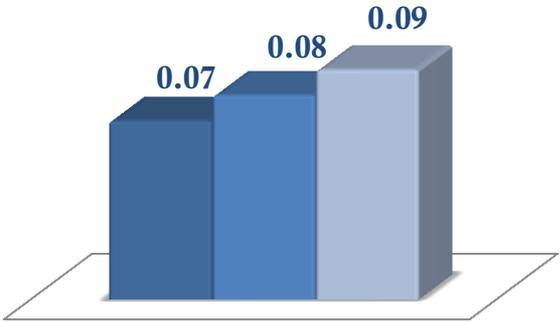
EARNINGS PER SHARE



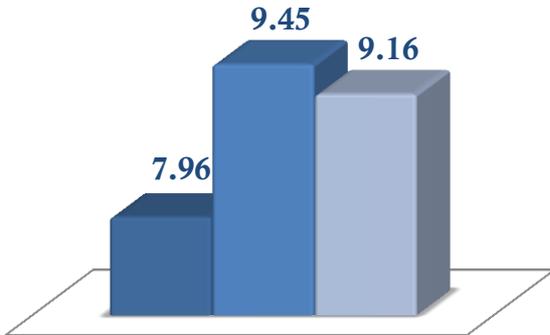
BOOK VALUE PER SHARE

Productivity Ratios

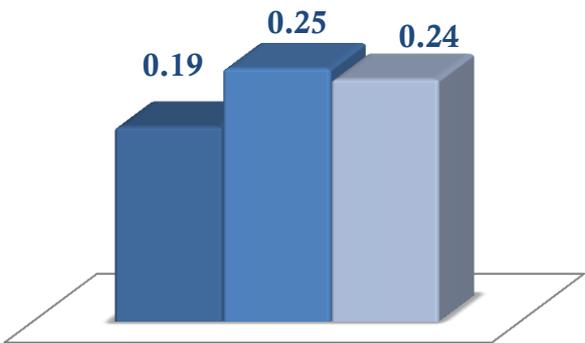
Rs in Cr



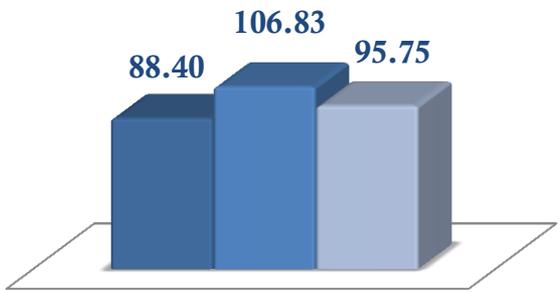
PROFIT PER EMPLOYEE



BUSINESS PER EMPLOYEE



PROFIT PER BRANCH



BUSINESS PER BRANCH

- Q3 FY 11
- Q2 FY 12
- Q3 FY 12

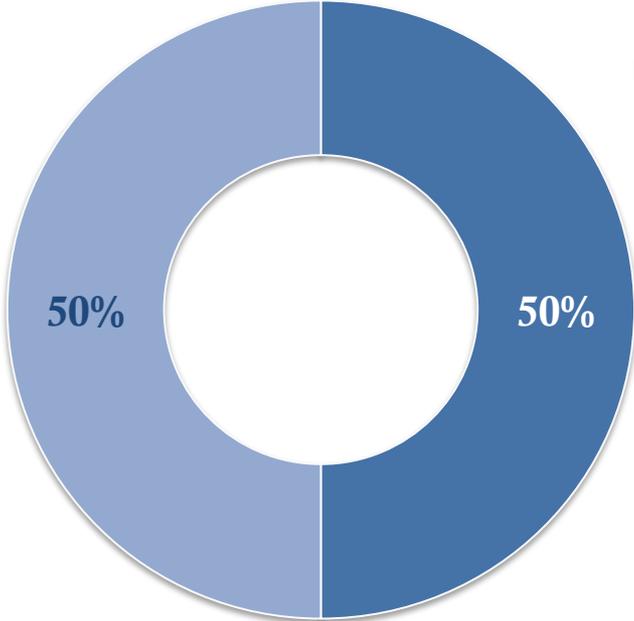
Distribution Network

State	No of Br
Andhra Pradesh	26
Assam	6
Bihar	1
Chandigarh	1
Chattisgarh	2
Goa	4
Gujarat	20
Haryana	9
Jammu & Kashmir	1
Jharkhand	5
Karnataka	60
Kerala	491
Madhya Pradesh	3
Maharashtra	77
Meghalaya	1
Mizoram	1
Nagaland	1
New Delhi	19
Orissa	5
Puducherry	2
Punjab	6
Rajasthan	4
Tamilnadu	62
Uttar Pradesh	10
Uttarakhand	1
West Bengal	17
Grand Total	835

- 835 branches spread across 27 states
- Presence across various geographies – 124 branches in metros, 173 in urban centres, 408 in semi-urban centres and 130 in rural areas
- Two currency chests
- Corporate Banking Branches at Mumbai and New Delhi
- One Overseas Representative Office at Abudhabi, UAE
- 8 Zonal Offices across the country
- 31 Regional Offices across the country
- 6 Extension Counters at various locations
- 891 ATMs across 129 metro centres, 231 urban centres, 441 semi-urban locations and 90 rural areas
- Retail and SME hubs established across major centers in India for faster processing of loans and advances

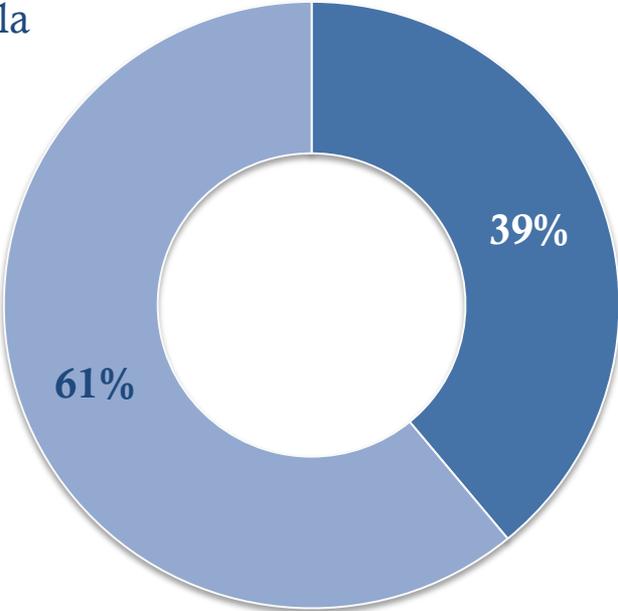
Business Distribution

DEPOSITS



- Kerala
- Outside Kerala

ADVANCES



Product Range

	Deposits	Loans	Other services
RETAIL BANKING	Savings Bank variants Current Account variants Fixed Deposits Recurring Deposits	Car / 2 wheeler loans Home Loans Home Overdrafts Mortgage Loans Loans against securities Educational Loans Gold Loans Personal Loans	Gold Coin sales Debit Cards POS terminals On-line bill payments NRI Services Insurance Product sales Mutual Fund sales Depository Services On-line equity trading PIS for NRI's
CORPORATE BANKING	Working Capital Term Loans Collection of bills	Letter of credit Bank Guarantee Forex and Derivatives Cash Management Services Syndication	
TREASURY	Currency Futures Structured products to HNIs Derivative products G-Sec retailing Retailing of debt instruments Buyer's credit	OTC Contracts Outward remittances hub On-line SME forex trading Rate Research Data Cell Option Trading Offshore Banking unit	

External Ratings

Fixed Deposit

Certificate of Deposit

Bonds

Bonds



FitchRatings



P1+

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

Subsidiaries & JVs

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

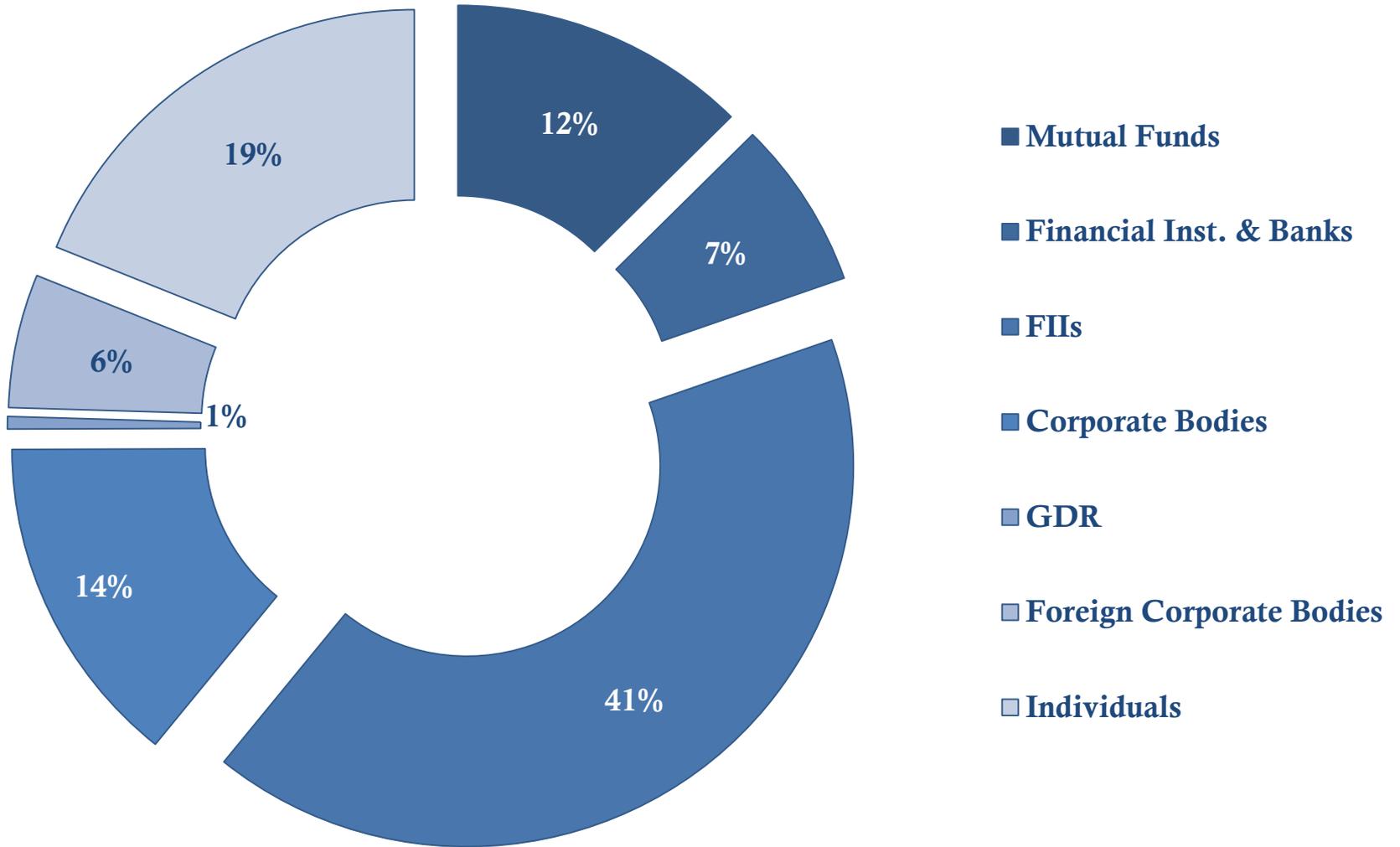
UAE Representative Office

- Representative Office at Abu Dhabi, Capital of U.A.E., 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

Major Investments

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



Thank You