

# Investor Information



# Key Ratios

	FY 10	FY 11	FY 12	
<b>Profitability Measure</b>	<b>ROA</b>	<b>1.15</b>	<b>1.34</b>	<b>1.41</b>
<b>Shareholder Value Measure</b>	<b>ROE</b>	<b>10.30</b>	<b>11.98</b>	<b>14.37</b>
<b>Efficiency Measure</b>	<b>Cost/Income</b>	<b>34.86</b>	<b>36.94</b>	<b>39.40</b>
<b>Risk Appetite Measure</b>	<b>Net NPA%</b>	<b>0.48</b>	<b>0.60</b>	<b>0.53</b>

## 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

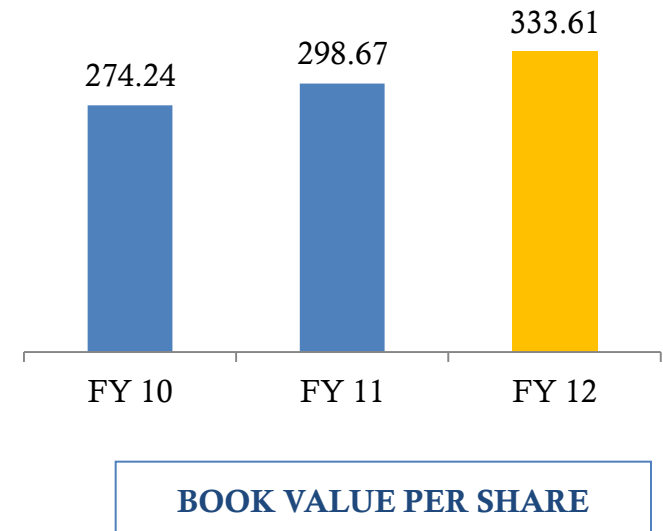
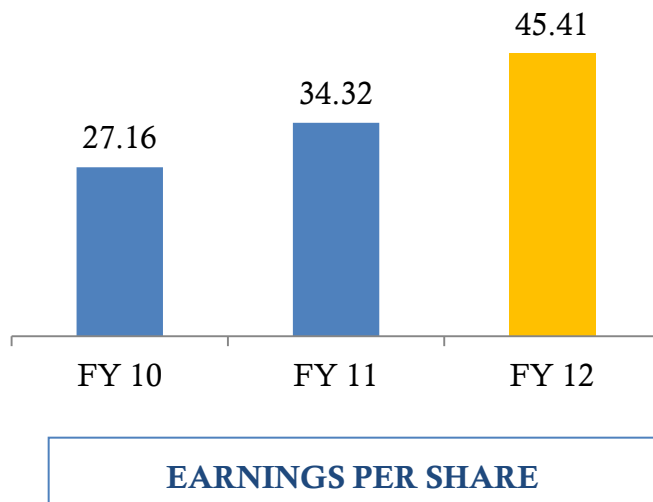
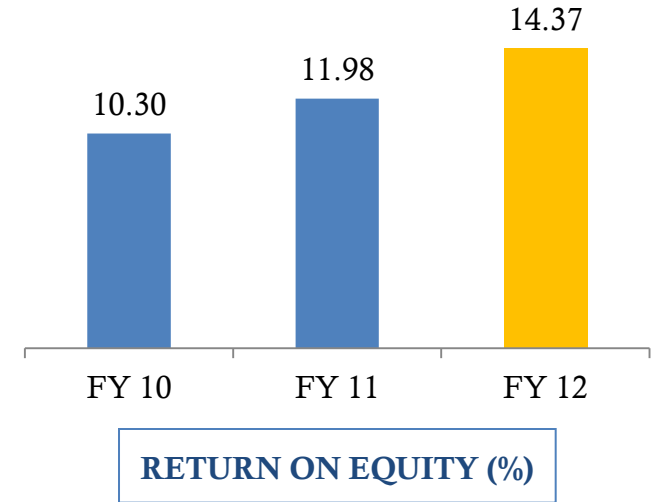
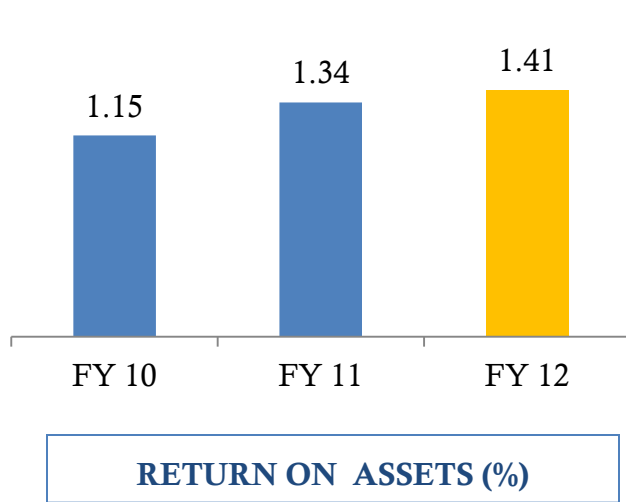
- Look & Feel
- Extensive branding outside Kerala
- Identified 5 Potential States for SME & Agriculture

Branding &  
Network  
Expansion

- Skill Build
- Employee Engagement
- Recruitment
- Reward Management

HR

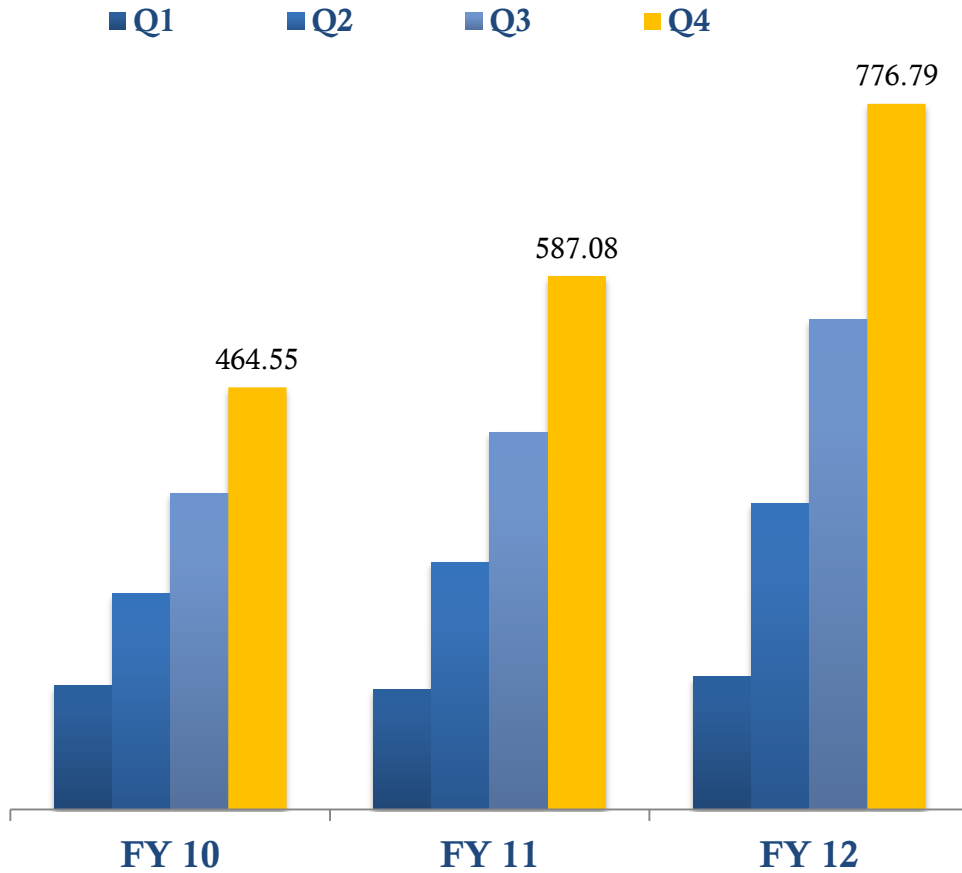
# Improving Shareholders Value



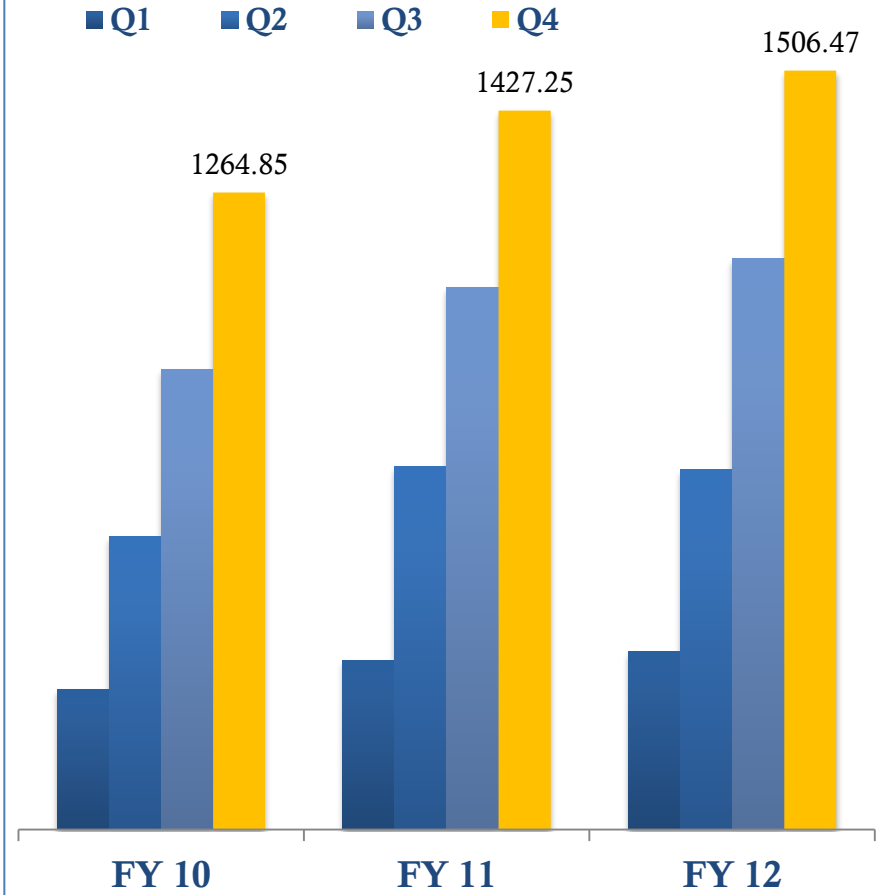
# Improving Profitability

Rs in Cr

## Net Profit

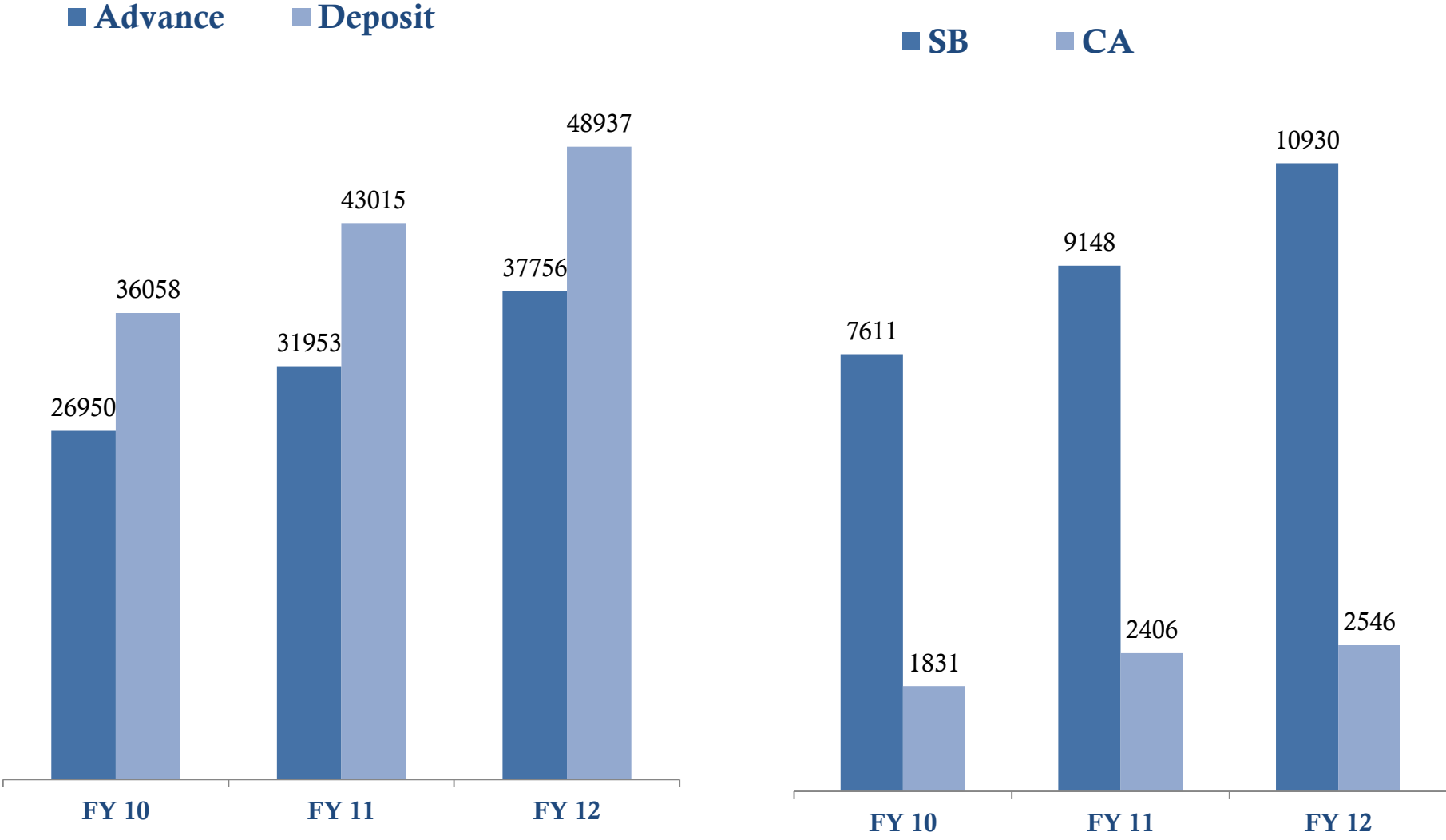


## Operating Profit

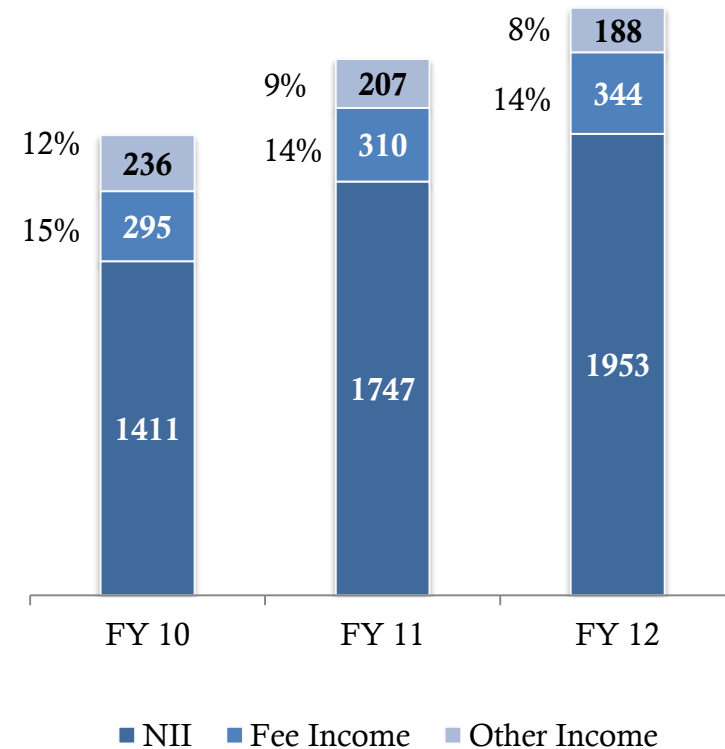
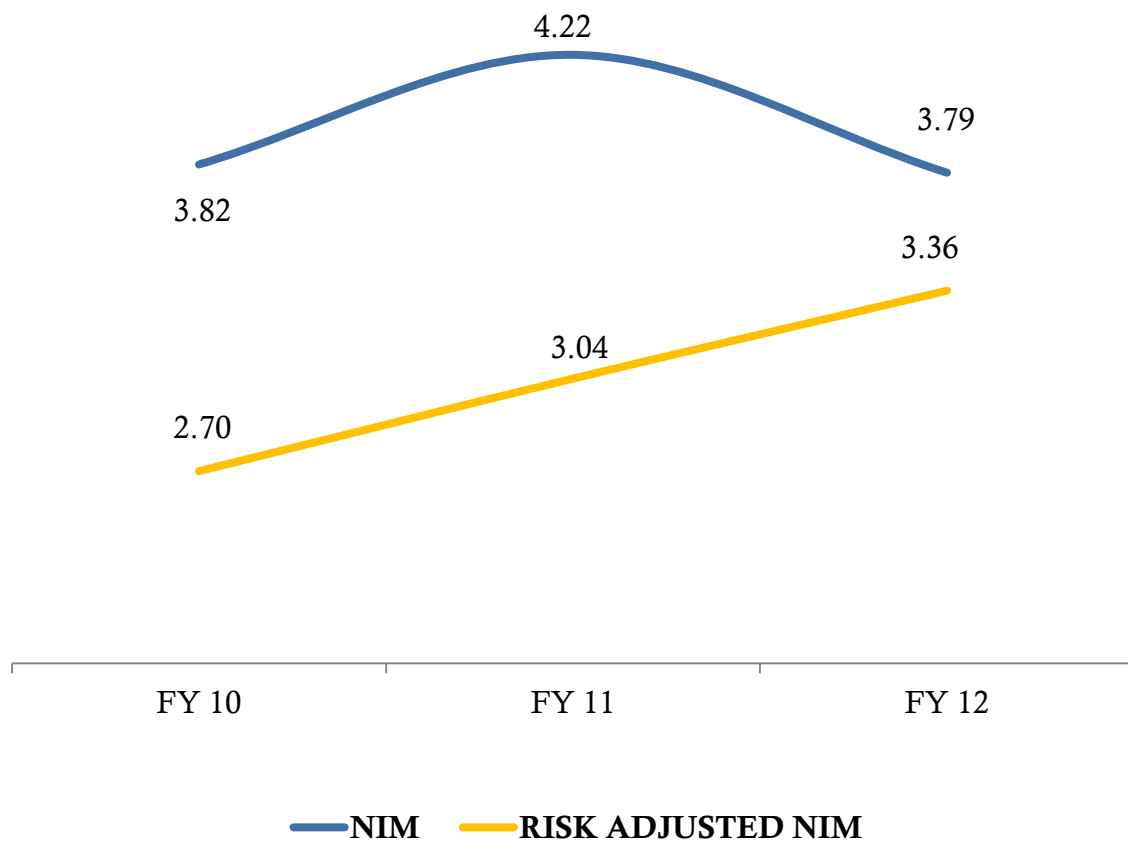


# Strengthening Business

Rs in Cr

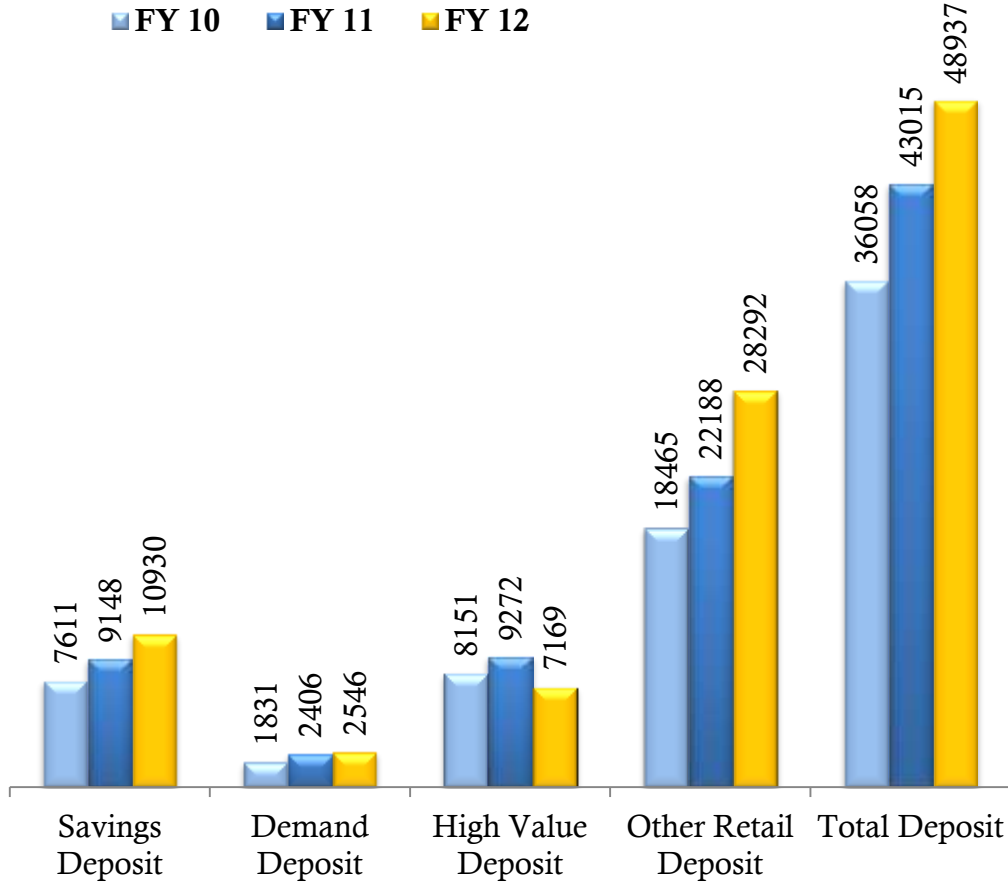


# Sustaining Margins

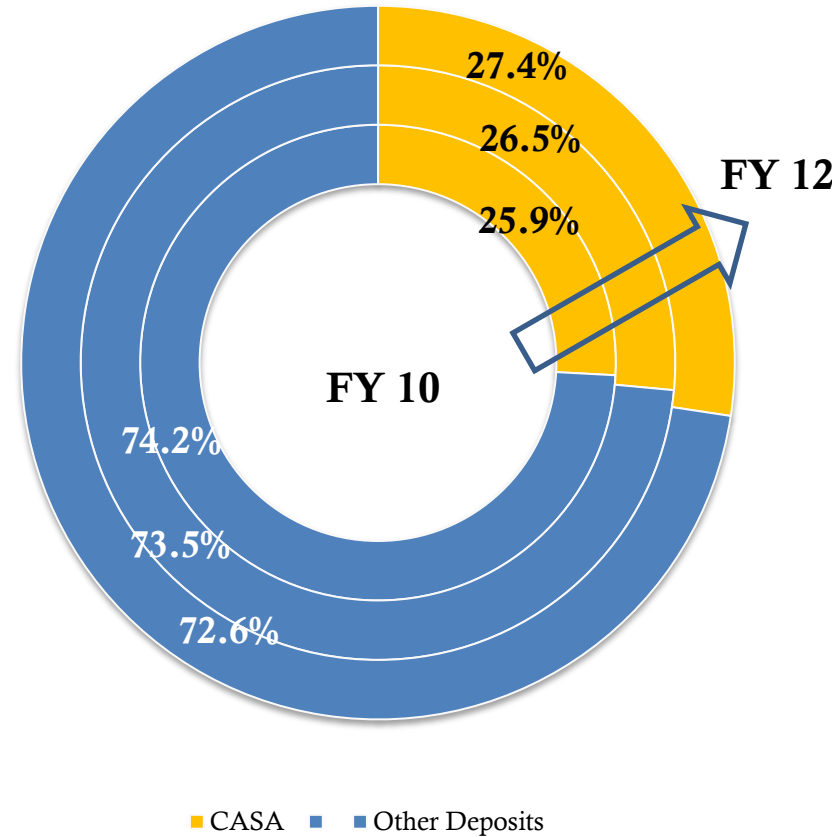


# Strengthening Retail Deposit

Rs in Cr



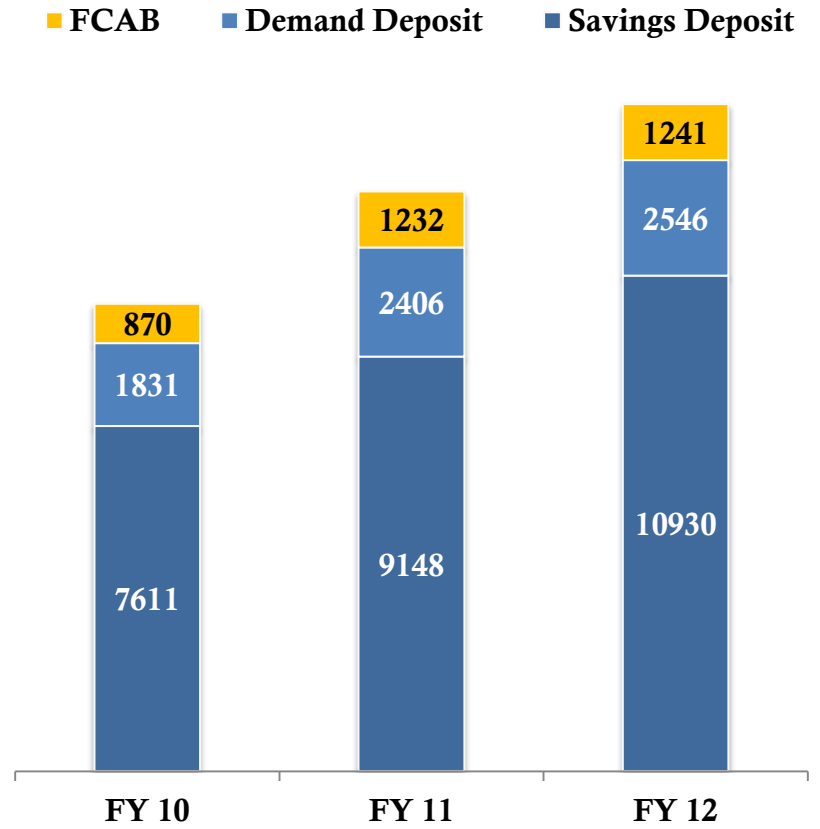
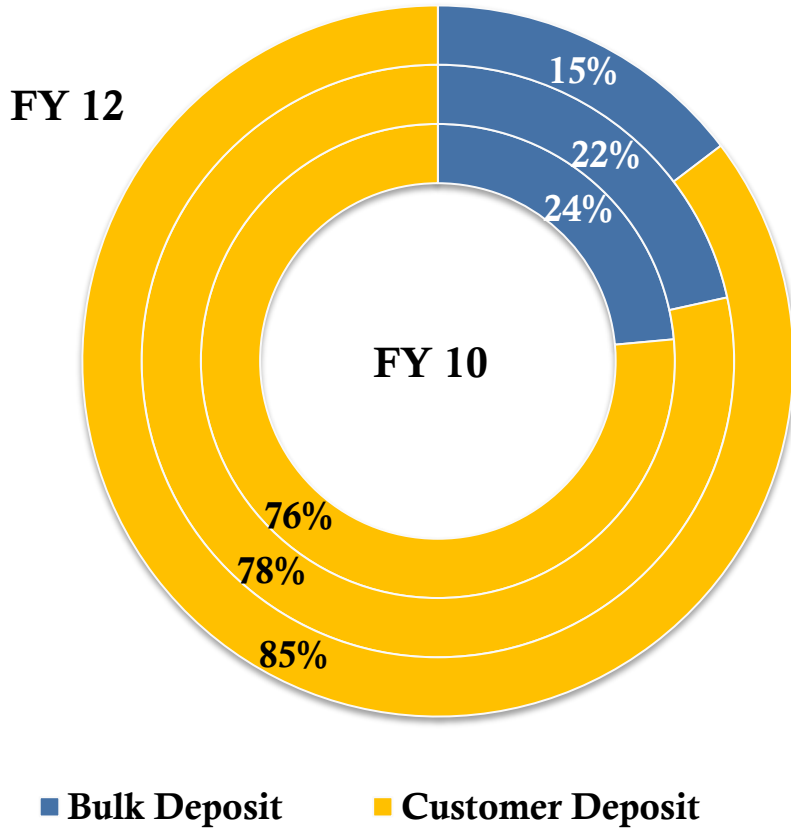
## STRENGTHENING CASA



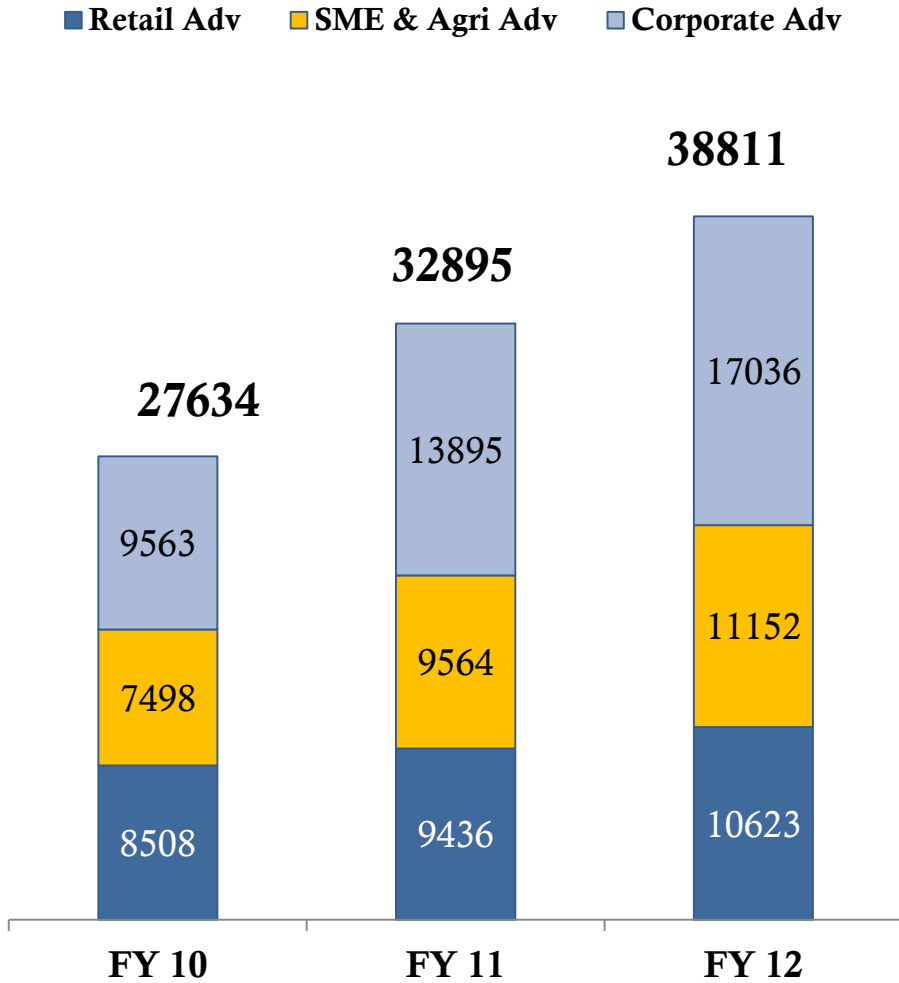


# Increasing Retail Customer Deposit

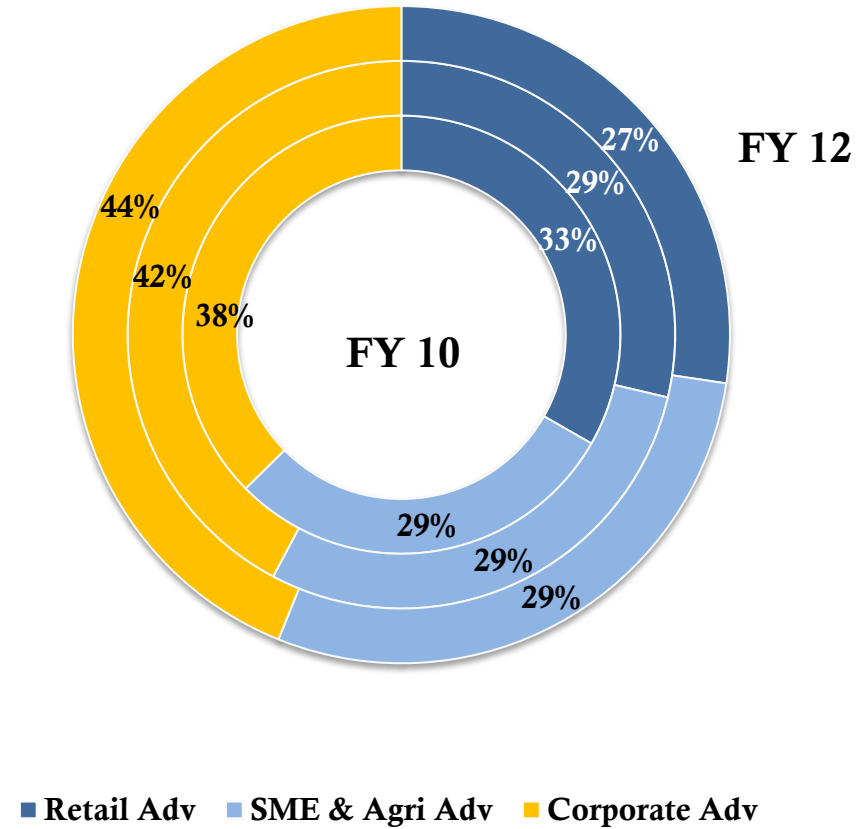
**Low Cost Deposit**



# Consistent Credit Growth



## Credit Book Composition



## Corporate Assets:

External Ratings: Investible grade to 60 % from 52 %

Risk Grade	FY 11	FY 12
AAA / AA	30%	36%
A	8%	7%
BBB	14%	17%
< BBB	6%	8%
Unrated	42%	32%

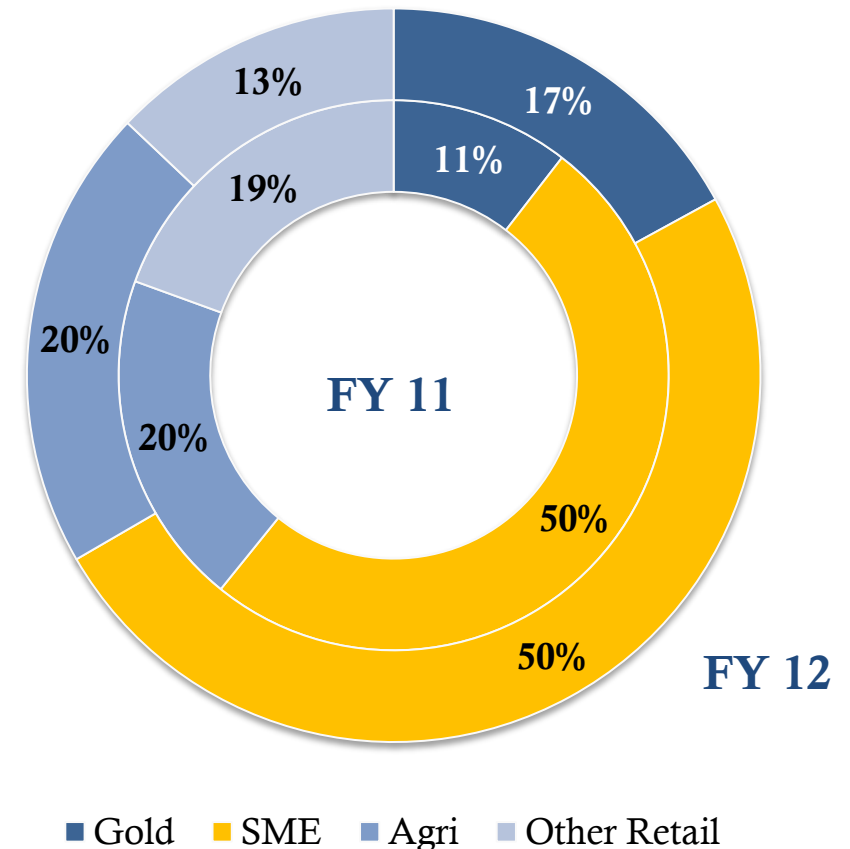
60 %

## Assets below Rs 5 Cr:

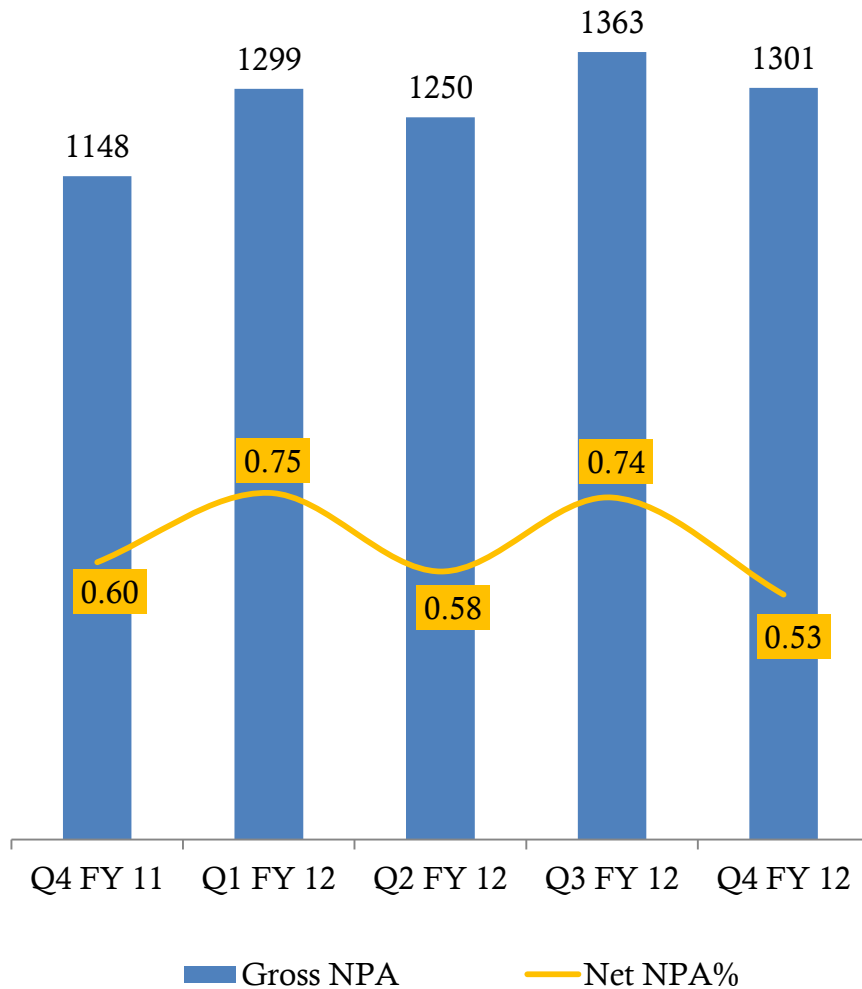
Risk Grade	FY 11	FY 12
FB 1	9%	18%
FB 2	24%	21%
FB 3	48%	40%
FB 4	9%	11%
< FB 4	6%	1%
Unrated	5%	9%

90 %

## Small value Assets



Rs in Cr



Provision Coverage Ratio at 81.13

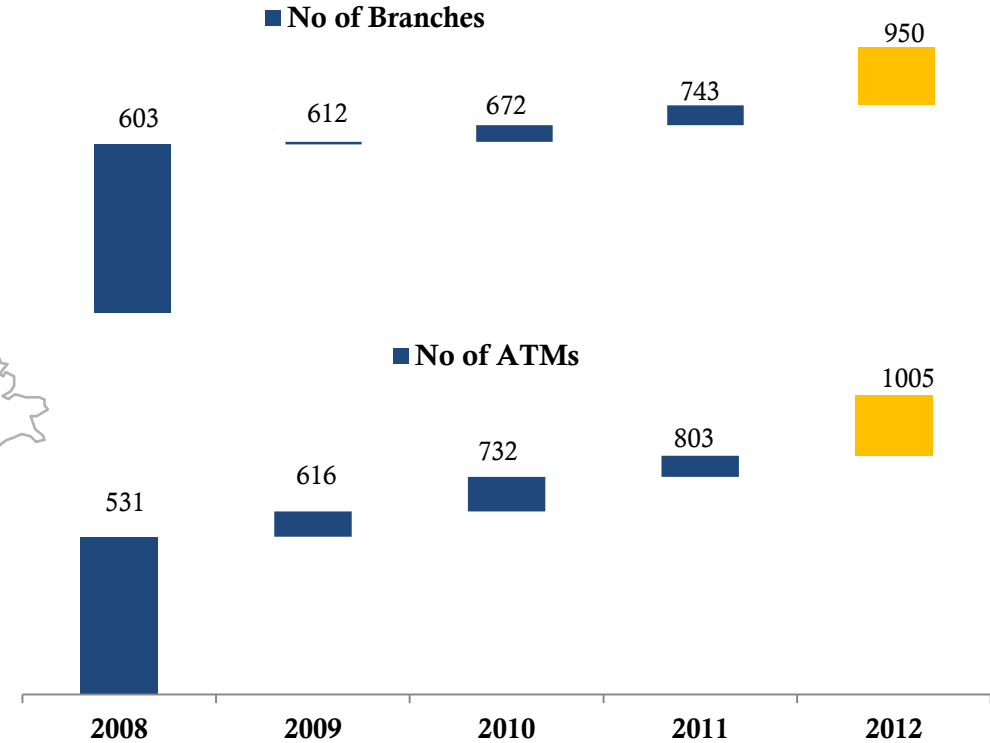
Fresh Accretion : Q1 – Q4				
Retail	142	64	46	43
SME	142	122	90	95
Corporate	41	111	190	132

## RESTRUCTURED ADVANCE

	Q4 FY 12		FY 12	
	No.	Amount	No.	Amount
Standard	70	921	116	989
Sub-standard	8	39	18	40
<b>TOTAL</b>	<b>78</b>	<b>960</b>	<b>134</b>	<b>1029</b>

# Expanding Footprints

STATE	Opened up to FY 11	FY 12
Andhra Pradesh	26	4
Assam	6	3
Bihar	1	2
Chandigarh	1	2
Chattisgarh	2	1
Dadra & Nagar Haveli	0	0
Daman & Diu	0	0
Delhi	1	3
Goa	4	2
Gujarat	8	20
Haryana	8	2
Jammu & Kashmir	0	1
Jharkhand	5	3
Karnataka	50	18
Kerala	448	76
Madhya Pradesh	3	0
Maharashtra	67	14
Meghalaya	1	1
Mizoram	0	1
Nagaland	1	0
New Delhi	17	1
Orissa	3	4
Puducherry	2	0
Punjab	6	10
Rajasthan	4	2
Tamilnadu	51	33
Tripura	0	0
Uttar Pradesh	10	2
Uttarakhand	1	0
West Bengal	17	2
<b>Total</b>	<b>743</b>	<b>207</b>



- Identified SME/ Agri / NRI potential FIVE states for expansion; Gujarat, Maharashtra, Tamil Nadu, Karnataka and Punjab.
- Focus on select SME clusters with increased presence in keeping with brand building exercise. .

## Q4 FY 11 v/s Q4 FY 12

- ❑ Net Profit at Rs 237.60 Cr (up by 38.37%)
- ❑ Other Income gone up to Rs 160.55 Cr (up by 13.71%)
- ❑ Total income increased to Rs 1639.57 Cr (up by 32.09%)
- ❑ Operating profit improved to Rs 372.43 Cr (up by 6.34%)
- ❑ NIM at 3.56% (4%)
- ❑ EPS at Rs 55.56 (Rs 40.16)
- ❑ Net NPA at 0.53% (0.60%)
- ❑ BV per Share at Rs 333.61 (Rs 298.67)
- ❑ ROE at 16.74% (13.45%)
- ❑ ROA at 1.64% (1.48%)
- ❑ Cost to Income at 42.86% (40.52%)
- ❑ Capital Adequacy Ratio at 16.64% (16.79%)

# Balance Sheet

	FY 11	FY 12	Rs in Cr
<b>LIABILITIES</b>			
Capital	171.05	171.05	
Reserves & Surplus	4937.61	5535.28	
Deposits	43014.78	48937.12	
Borrowings	1888.36	4241.03	
Other Liabilities & Provisions	1444.56	1742.30	
<b>TOTAL</b>	<b>51456.36</b>	<b>60626.78</b>	
<b>ASSETS</b>			
Cash & Balance with RBI	2935.05	2424.15	
Balances with Banks, Money at Call	813.25	1108.40	
Investments	14537.68	17402.49	
Advances	31953.23	37755.99	
Fixed Assets	289.82	326.14	
Other Assets	927.33	1609.61	
<b>TOTAL</b>	<b>51456.36</b>	<b>60626.78</b>	

# Key Financials

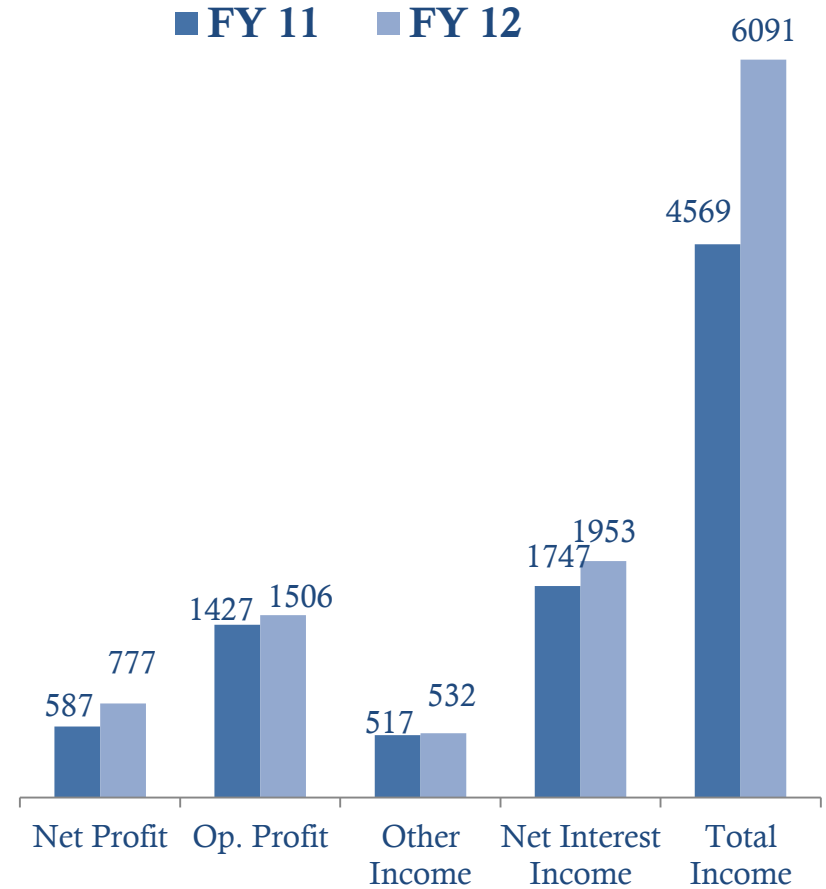
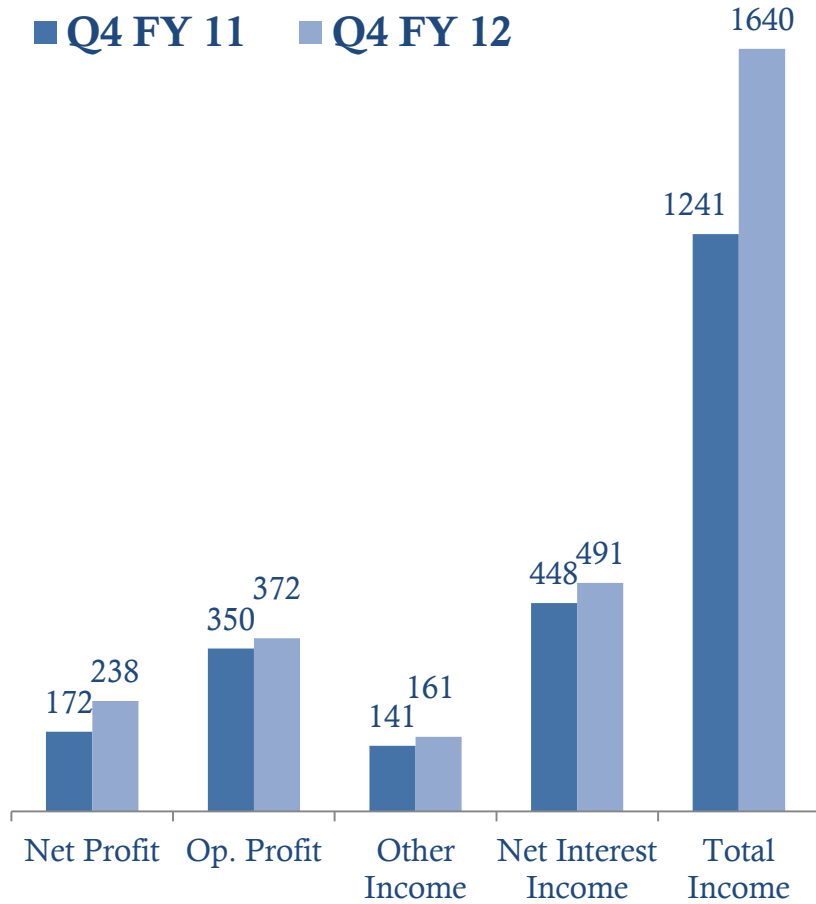
Rs in Cr

	Q4 FY 11	Q4 FY 12	Y-o-Y (%)	FY 11	FY 12	Y-o-Y (%)
Interest Income	1100	1479	34%	4052	5558	37%
Interest Expenses	652	988	51%	2305	3605	56%
Net Interest Income	448	491	10%	1747	1953	12%
Other Income	141	161	14%	517	532	3%
Total Income	1241	1640	32%	4569	6091	33%
Total Expenditure	891	1267	42%	3142	4584	46%
Operating Profit	350	372	6%	1427	1506	6%
Net Profit	172	238	39%	587	777	32%
Net Interest Margin (%)	4.00	3.56	-11%	4.22	3.79	-10%
Risk Adj NIM (%)	3.26	3.56	9%	3.04	3.36	11%
Cost to Income Ratio (%)	40.52	42.86	6%	36.94	39.40	7%



# Profit & Income Growth

Rs in Cr



# Top Industrial Exposure

Rs in Cr

SECTOR	FY 11	FY 12
POWER	2355	2435
PETROLEUM	676	1184
ROAD & PORT	831	1073
FOOD PROCESSING	477	1071
IRON & STEEL	852	834
TEXTILES	438	801
CHEMICALS	536	681
METAL & METAL PRODUCTS	421	496
ENGINEERING	388	429
TELECOM	387	316

Exposure to Infrastructure at Rs 4481 Cr

Rs in Cr

	FY 11	FY 12
HFT	1104.33	251.02
AFS	3107.04	5535.40
AFT+AFS	4211.37	5786.42
HTM	10342.81	14292.44
Total Investments	14554.18	20078.86
SLR	9977.28	14191.29
Non-SLR	4576.90	5887.57
IFR	190	190

(%)

	FY 11	FY 12
Yield on Advance	11.09	12.58
Cost of Deposit	5.99	7.41
Cost Income Ratio	36.94	39.40
Net Interest Margin	4.22	3.79
Risk Adjusted NIM	3.04	3.36

# Restructured Portfolio & Provisions

Rs in Cr

	Q4 FY 12		FY 12	
	No.	Amount	No.	Amount
Standard	70	921	116	989
Sub-standard	8	39	18	40
<b>TOTAL</b>	<b>78</b>	<b>960</b>	<b>134</b>	<b>1029</b>

## RESTRUCTURED ADVANCE

## PROVISIONS

	Q4 FY 11	Q4 FY 12	Y-o-Y (%)	FY 11	FY 12	Y-o-Y (%)
Investment Losses	6	-10	-286%	11	35	213%
Loan Losses	83	-41	-150%	489	222	-55%
Other Purpose	-9	67	-872%	25	80	216%
Tax	99	119	20%	315	393	25%
<b>Total</b>	<b>179</b>	<b>135</b>	<b>-24%</b>	<b>840</b>	<b>727</b>	<b>-13%</b>

Rs in Cr

	Q4 FY 11	Q4 FY 12
Exchange, Commission & Brokerage Income	32.67	34.01
Other Fee Income	34.50	43.50
Net Profit on Forex Transactions	24.28	23.77
Profit on sale of securities	6.89	36.35
Recovery from assets written off	41.65	21.14
Other Receipts	1.18	1.85
<b>Total</b>	<b>141.19</b>	<b>160.57</b>

# Awards, Accolades & Recognitions



Best Bank for IT for internal effectiveness among small Banks



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

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

# Share Holding Pattern



- Mutual Funds
- Financial Inst & Banks
- FIIs
- Corporate Bodies
- Foreign Corporate Bodies
- Individuals

**Thank You**