

# **Investor Presentation – Q3 FY 2015**

*January 2015*

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# DCB BANK

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Financial numbers are rounded off to nearest whole number

## DCB Bank – at a glance

- DCB Bank Limited (Formerly Development Credit Bank Ltd.) <http://www.dccb.com> is a modern emerging new generation private sector bank. Present since 1930s, DCB Bank is the only co-operative bank in India to have been converted into a private sector commercial bank in 1995
- Strong presence in Gujarat, Maharashtra and Telangana resulting in sticky customer deposits from traditional customers. New branch expansion in Chhattisgarh, Madhya Pradesh, Odisha, Punjab & Rajasthan
- Distribution network of 145 branches across 94 locations and 292 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

## Focus on building Retail Deposit franchise

- Continued focus on building Retail Deposits
- CASA of 23.78% and CRAR of 14.44% under Basel III

## Steady improvement in credit ratings

- Crisil rating recent upgrade to **A-Positive** for Long term and **A1+** for Certificate of Deposits and Short term Fixed Deposit Programme
- ICRA Ratings: **A1+** for Short term Fixed Deposit Programme
- Brickwork Ratings: **BWR A- (Stable)**

## Strong promoter

- DCB Bank'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 16.41% stake in DCB Bank

## 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 33 - 38

**Financial Performance**

# Highlights

# DCB BANK

INR mn	Q3 FY 2015	Q3 FY 2014	Increase/ Decrease	Q2 FY 2015	Adjusted <sup>1</sup> Q2 FY 2015
Net Profit	425	364	17%	411	384
Total Income	1,699	1,268	34%	1,547	1,492
Operating Profit	684	464	47%	599	546
Provisions Other than Tax	(184)	(100)	(84%)	(138)	(120)
Cost to Income Ratio	59.8%	63.4%	-	61.3%	63.4%

INR mn	December 31, 2014	December 31, 2013
Deposits	118,498	95,919
CASA	28,182	23,791
NRI Deposits	10,712	7,391
Advances	94,912	73,615

Key Ratios	December 31, 2014	December 31, 2013
CASA Ratio	23.78%	24.80%
Gross NPA Ratio	1.87%	2.77%
Net NPA Ratio	1.00%	0.77%
Provision Coverage Ratio	77.07%	84.25%
Credit/Deposit Ratio	80.10%	76.75%
ROA (for the quarter annualised)	1.19%	1.26%
ROE (for the quarter annualised)	11.82%	13.28%

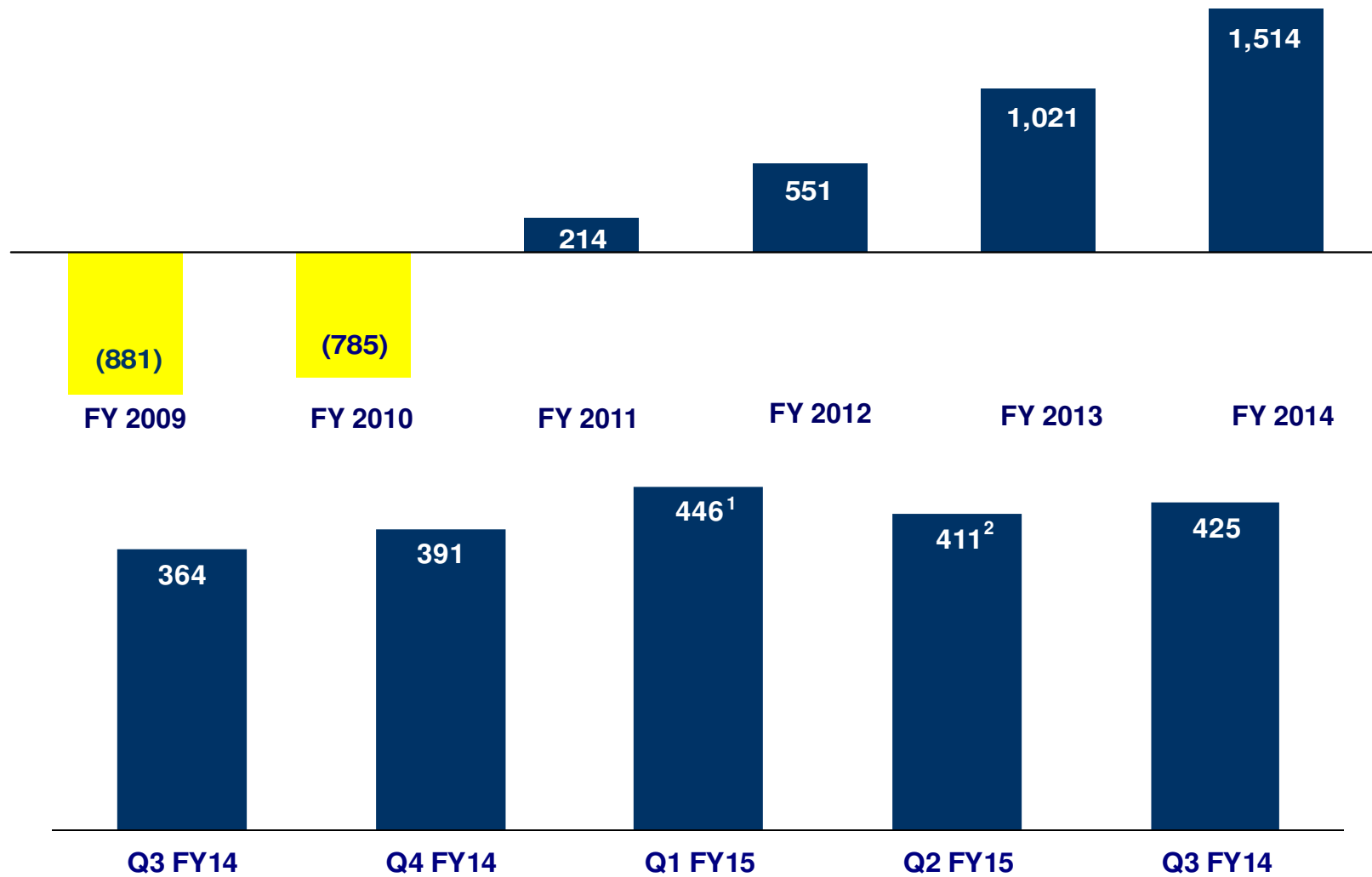
<sup>1</sup> Adjusted for impact of Interest on Tax Refund and Specific Provision against Standard Assets.

# Growth in Profits

# DCB BANK

Net Profit / Loss\*

INR mn



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

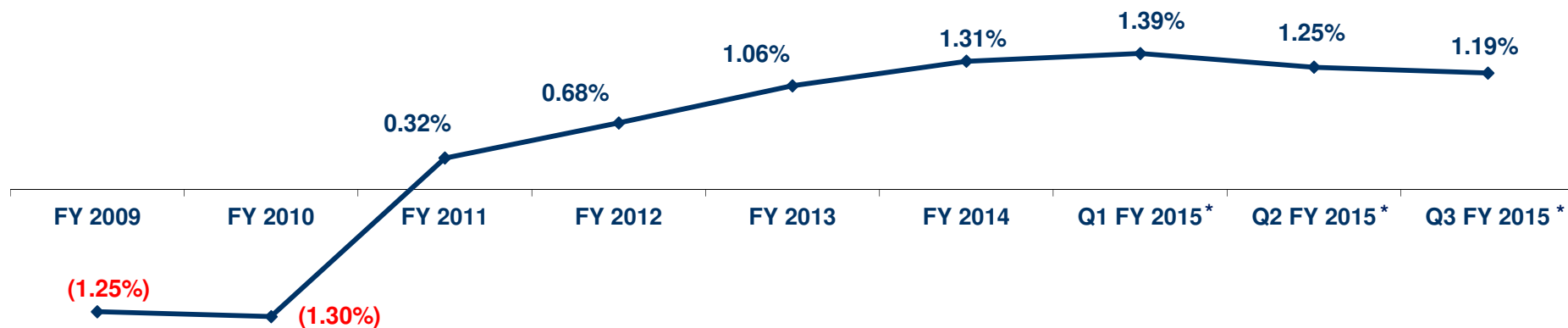
1: Includes INR 108 mn impact of Interest on Tax Refund and Specific Provision against Standard Assets

2: Includes INR 27 mn impact of Interest on Tax Refund and Specific Provision against Standard Assets

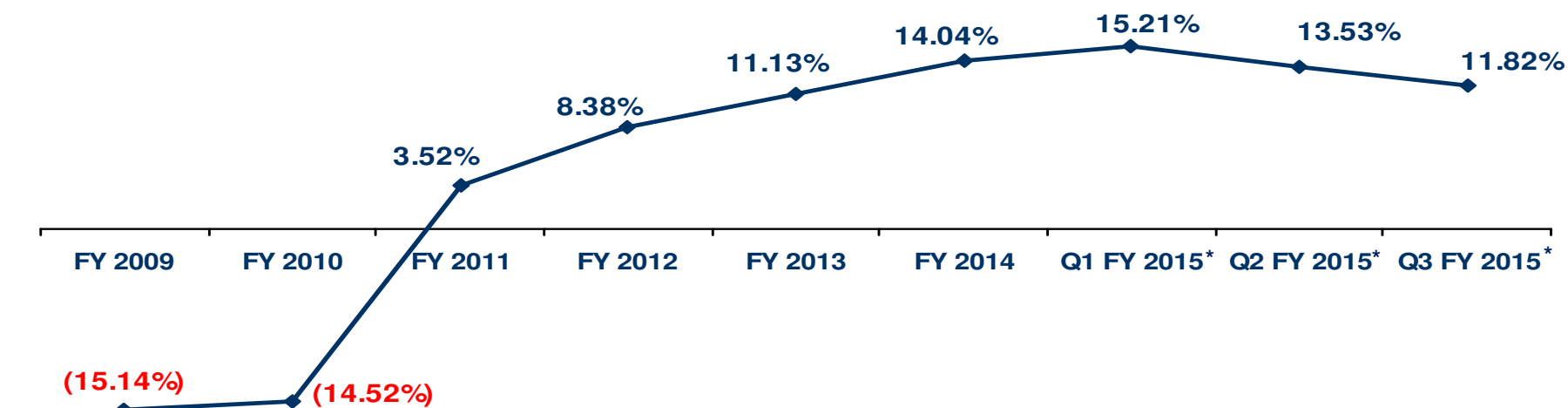
# ROA and ROE

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## ROA



## ROE



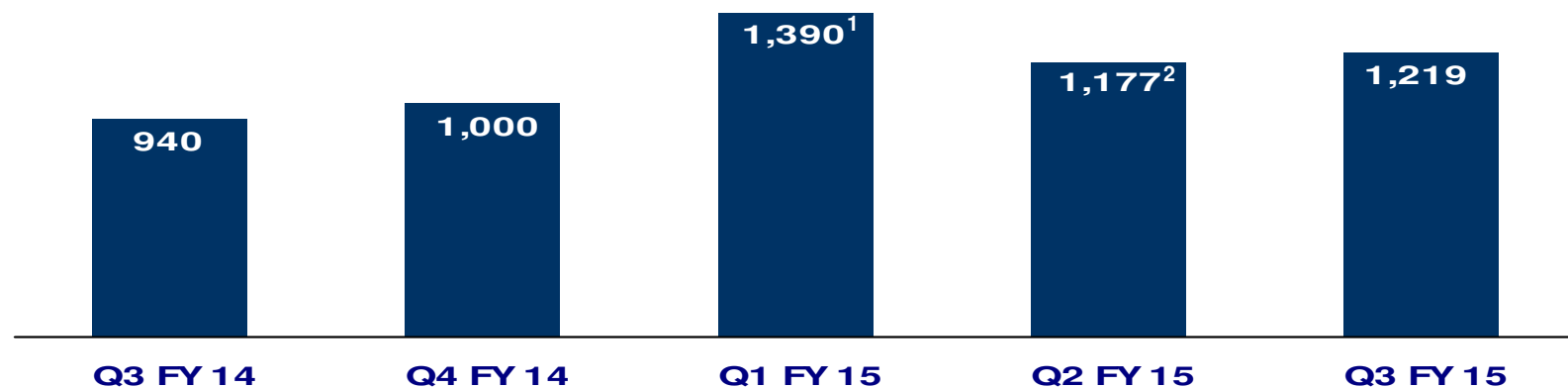
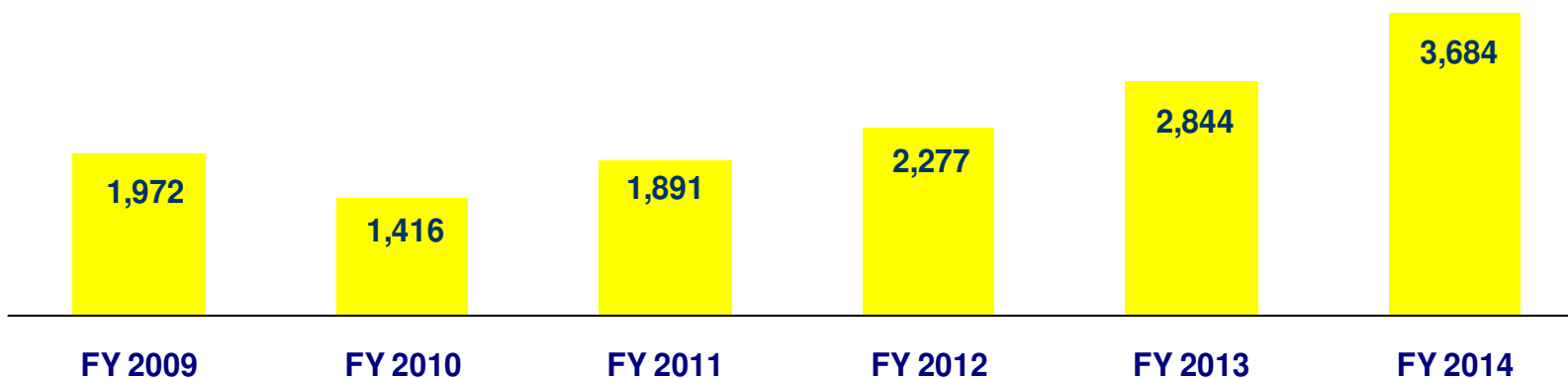
\*: Ratios for Q1 FY 2015, Q2 FY 2015 & Q3 FY 2015 are annualised

# Net Interest Income

# DCB BANK

Net Interest Income

INR mn



1: Includes INR 304 mn impact of Interest on Tax Refund

2: Includes INR 55 mn impact of Interest on Tax Refund

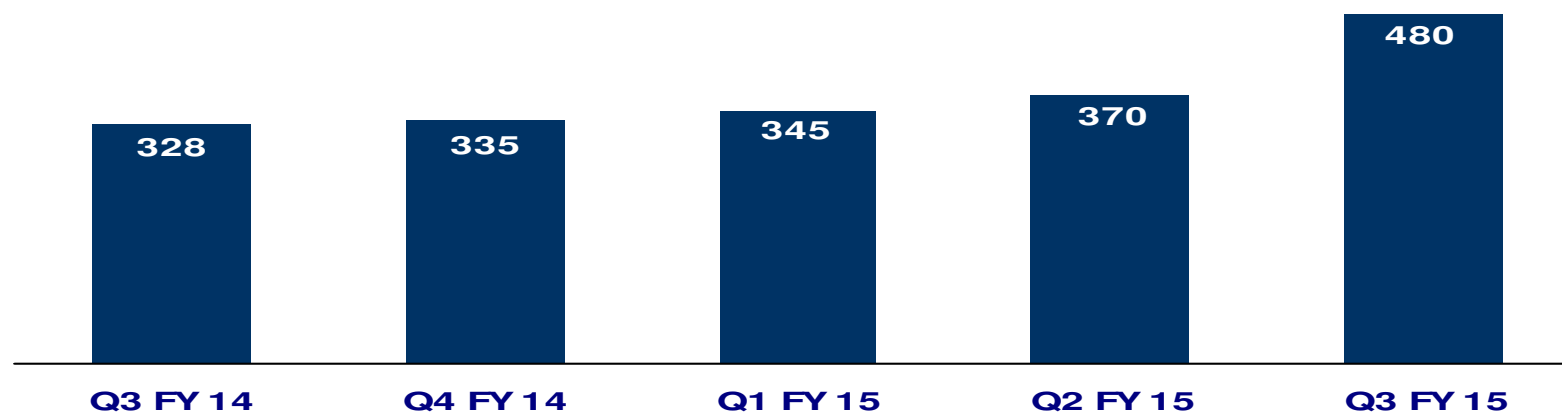
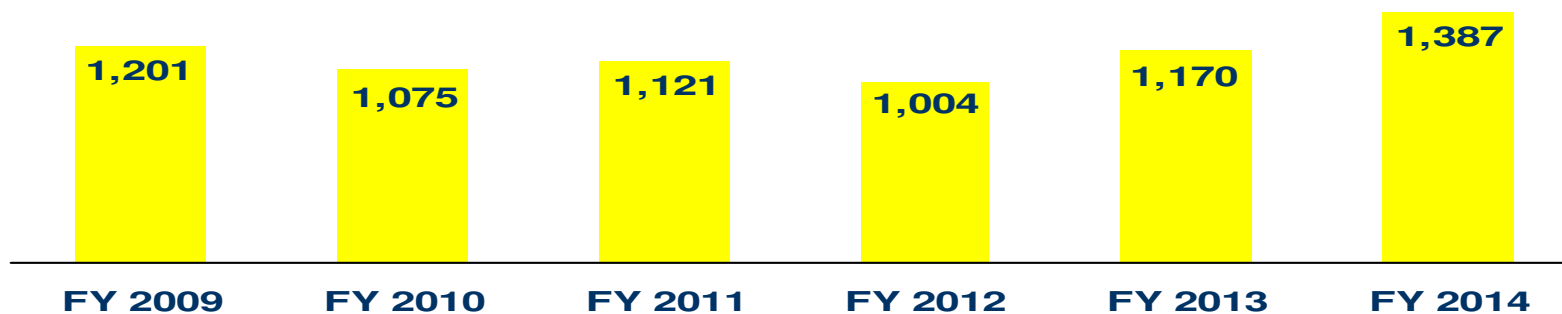


# Other Income

# DCB BANK

Other Income

INR mn

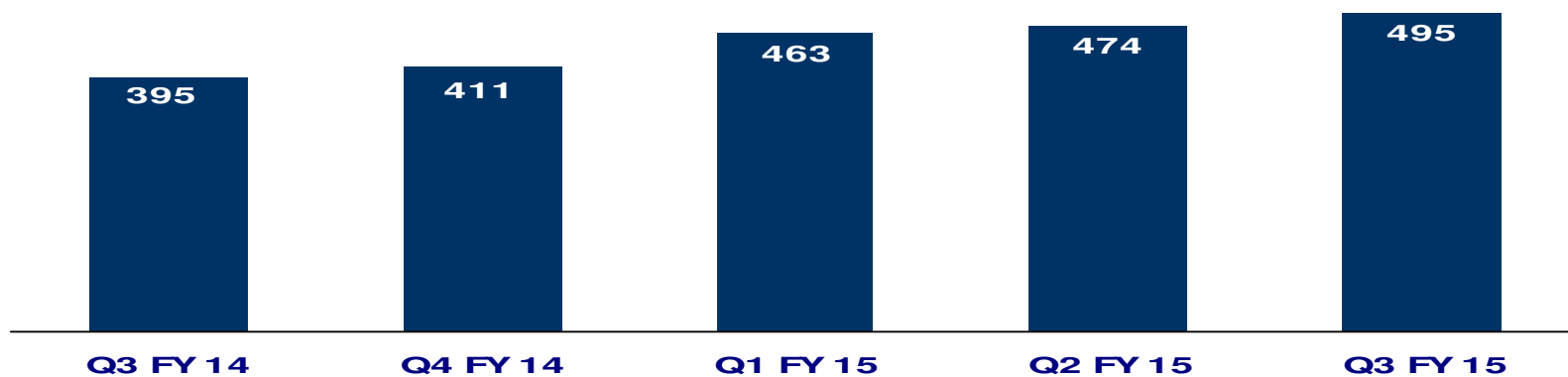
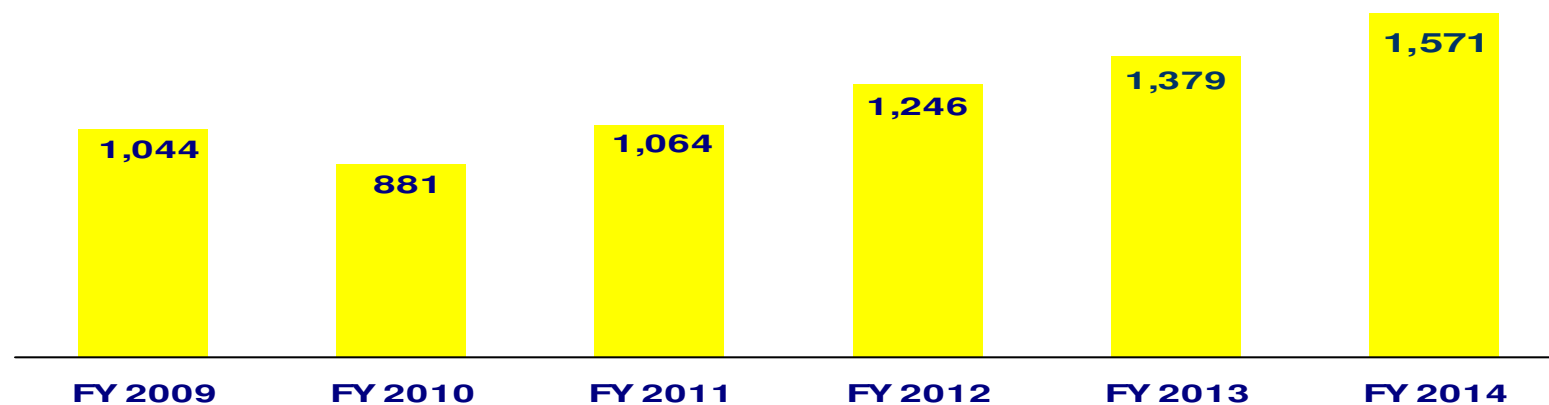


# Staff Cost

# DCB BANK

Staff Cost

INR mn

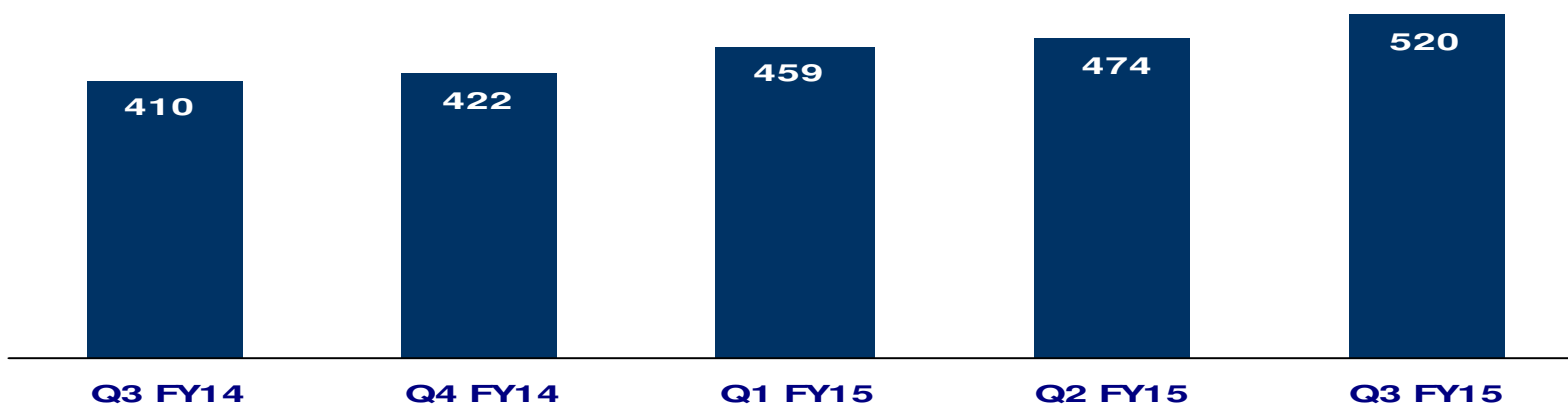
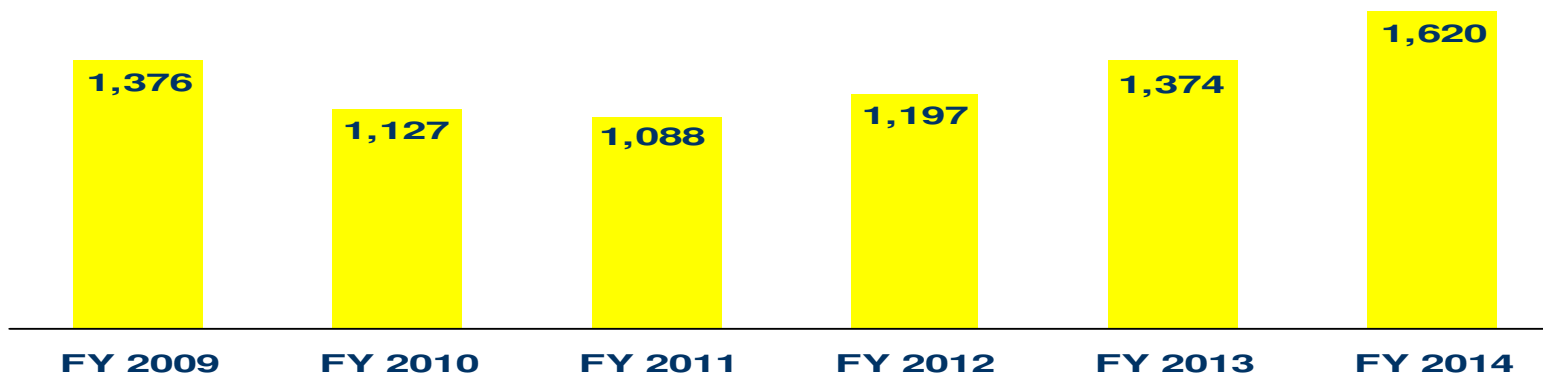


# Other Cost

# DCB BANK

Other Cost

INR mn

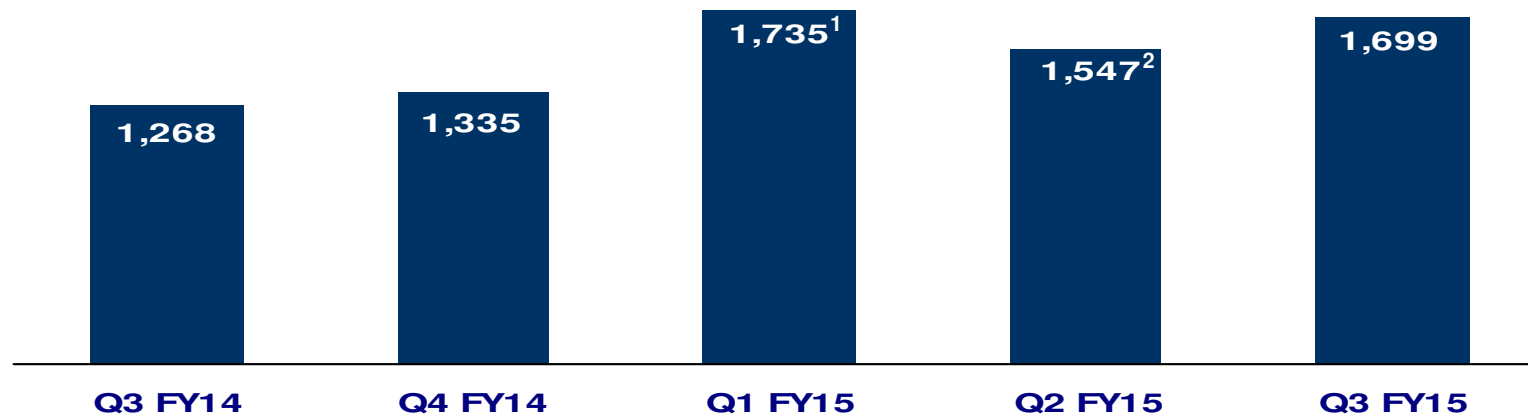
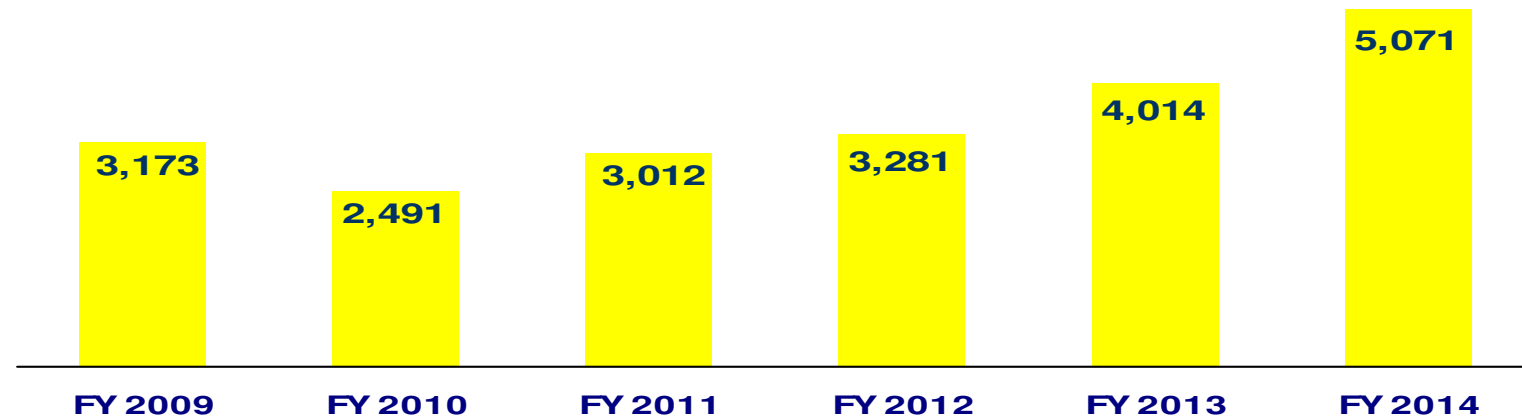


# Operating Income

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Operating Income

INR mn



1: Includes INR 304 mn impact of Interest on Tax Refund

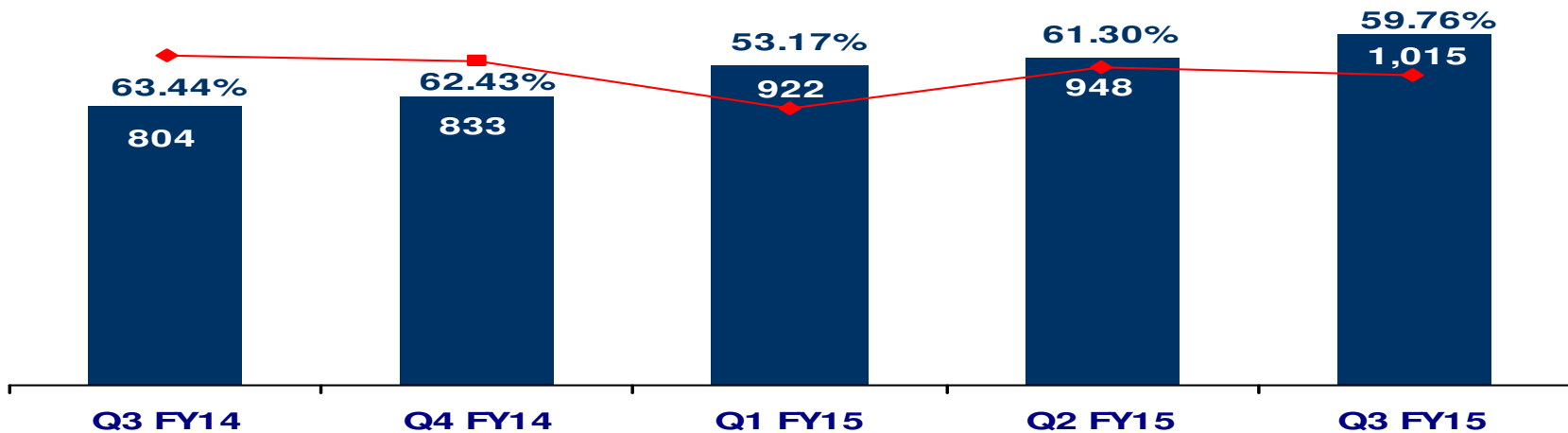
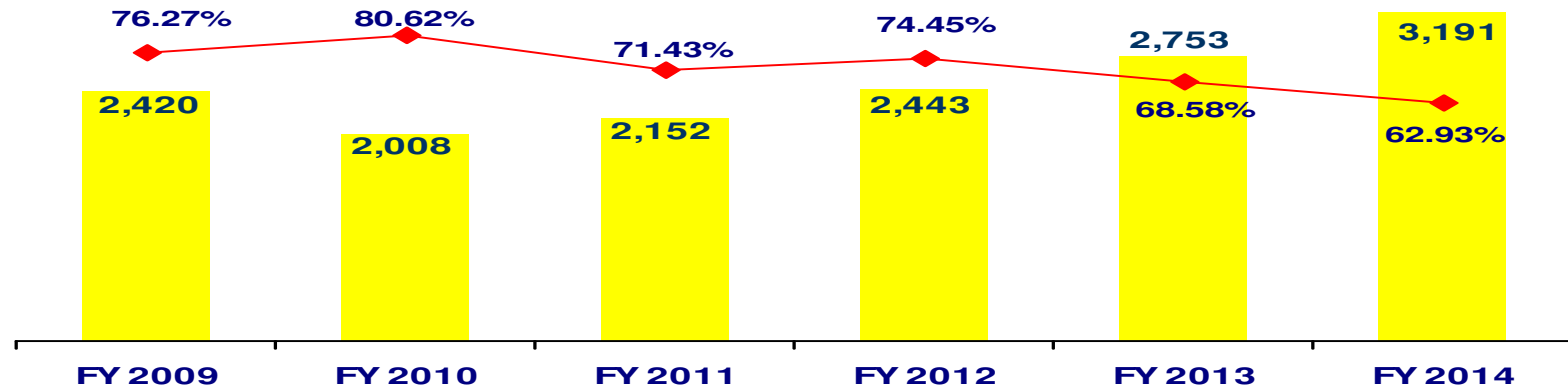
2: Includes INR 55 mn impact of Interest on Tax Refund

# Cost to Income

# DCB BANK

Operating Cost

INR mn



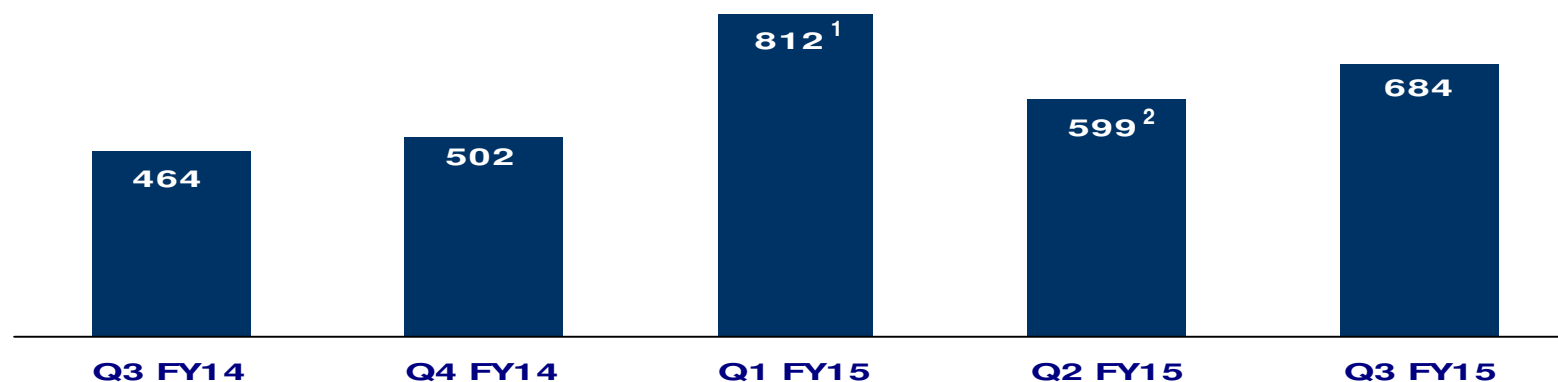
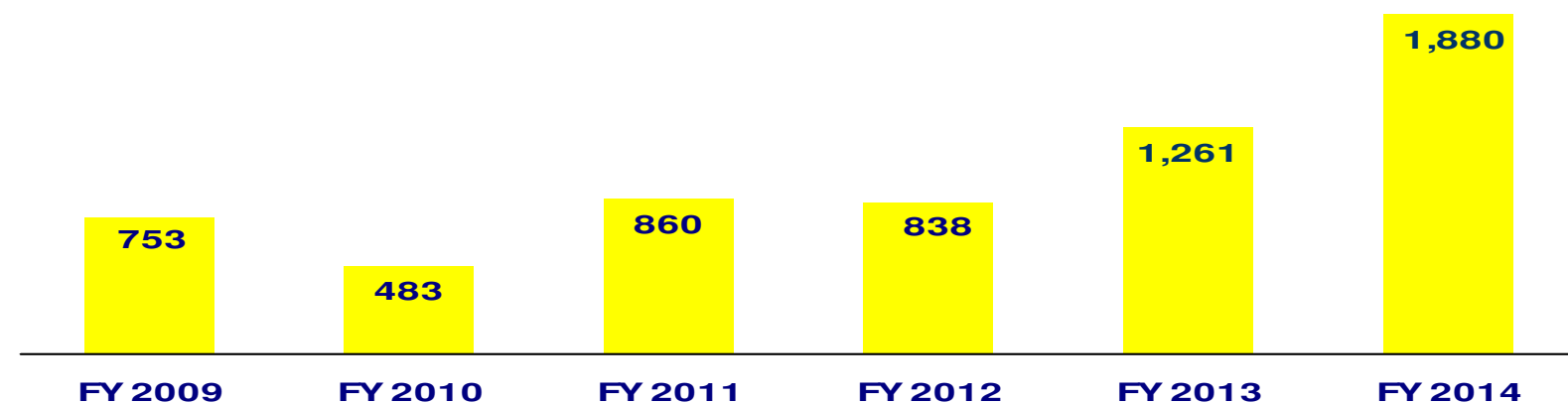
Excluding impact of interest on Tax Refund, the ratio is 63.98% in Q1 FY15 and 63.39% Q2 FY15.

# Operating Profit

# DCB BANK

Operating Profit

INR mn



1: Includes INR 297 mn impact of Interest on Tax Refund

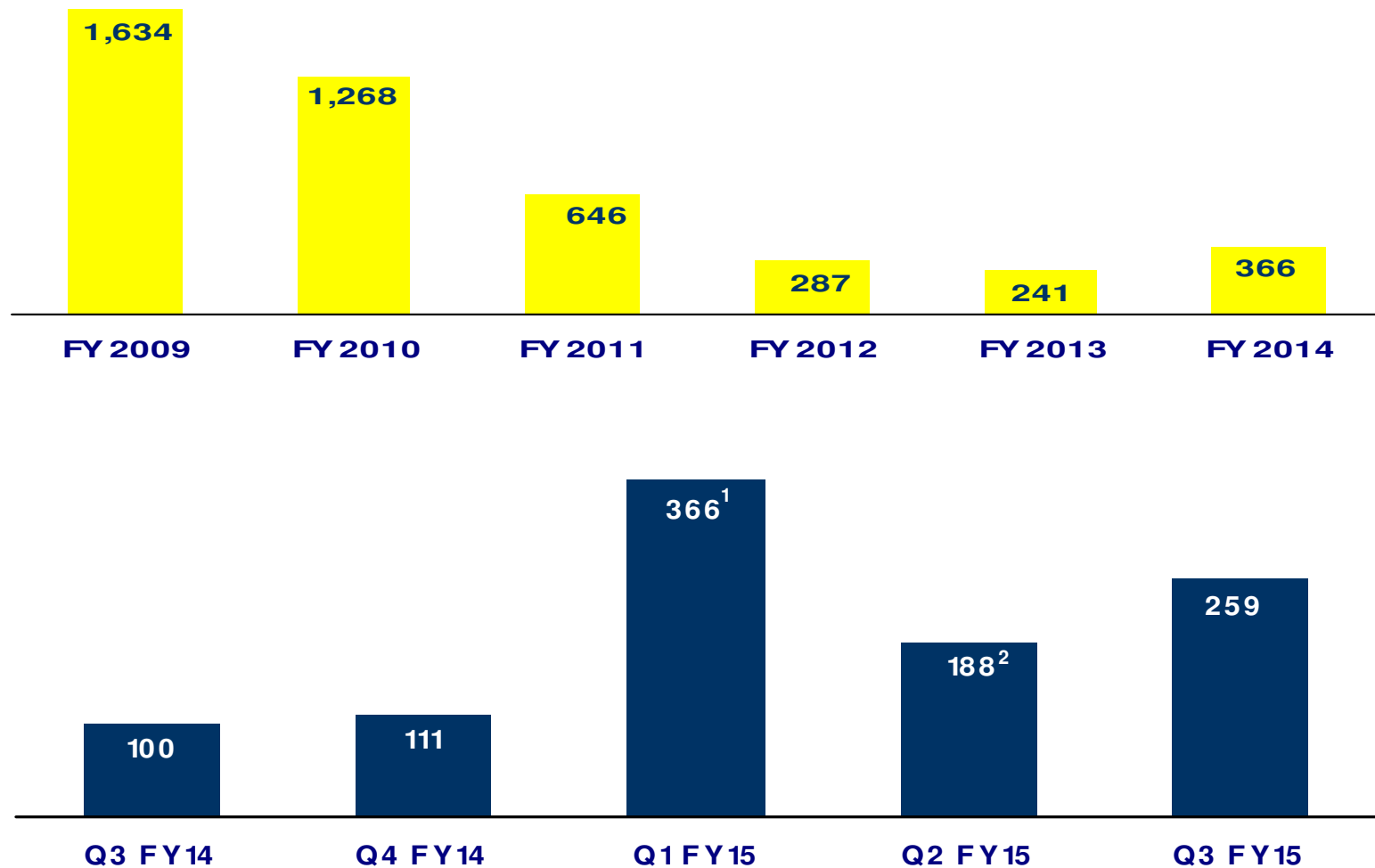
2: Includes INR 53 mn impact of Interest on Tax Refund

# Provisions

# DCB BANK

\*Provisions

INR mn



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

1: Includes Specific Provision for Standard Assets of INR 103 mn and Tax Provision of INR 137 mn

2: Includes Specific Provision for Standard Assets of INR 18 mn and Tax Provision of INR 50 mn

# Business Trends

# DCB BANK

INR mn	Mar 31, 2009	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Mar 31, 2013	Dec 31, 2013	Mar 31, 2014	Dec 31, 2014
<b>CASA</b>	14,380	16,927	19,755	20,347	22,716	<b>23,791</b>	25,813	<b>28,182</b>
<b>Retail TD<sup>1</sup></b>	18,132	23,056	27,085	34,320	43,845	<b>51,143</b>	55,945	<b>70,524</b>
<b>NRI Total Deposits</b>	1,569	1,632	1,815	3,084	5,222	<b>7,391</b>	8,303	<b>10,712</b>
<b>Mortgages</b>	2,626	4,118	10,811	15,510	23,980	<b>28,707</b>	31,293	<b>40,283</b>
<b>CV<sup>2</sup></b>	3,572	1,951	727	1,048	1,132	<b>1,491</b>	1,715	<b>2,318</b>
<b>SME / MSME<sup>3</sup></b>	4,483	6,004	10,073	14,038	14,877	<b>13,988</b>	13,497	<b>13,658</b>
<b>AIB<sup>4</sup></b>	5,710	8,583	8,502	8,014	7,651	<b>8,658</b>	11,529	<b>12,712</b>
<b>Corporate Banking</b>	9,327	11,095	11,153	11,941	15,658	<b>17,656</b>	20,945	<b>22,503</b>

1: Retail Term Deposits, 2: Commercial Vehicles, 3: Micro Small & Medium Enterprises, 4: Agri & Inclusive Banking

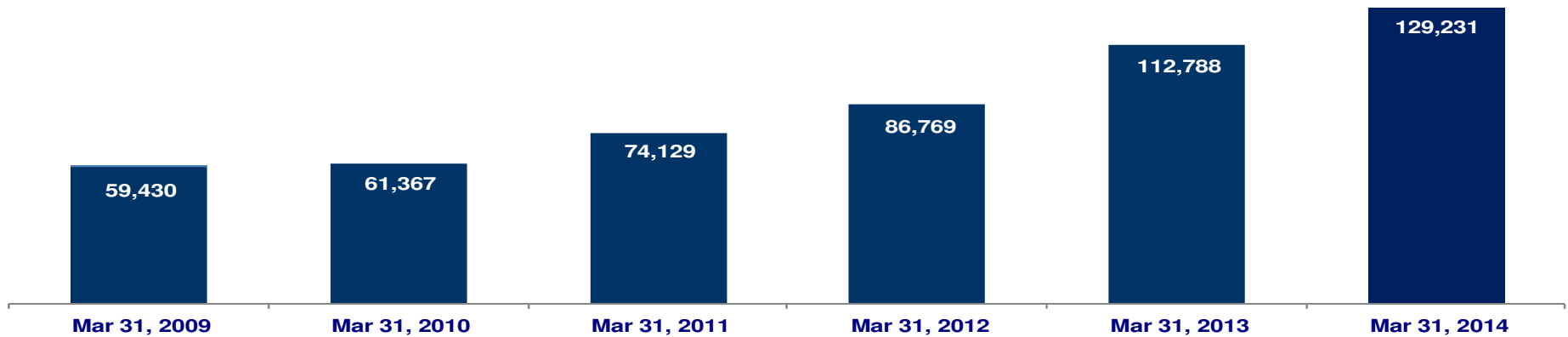


# Balance Sheet

# DCB BANK

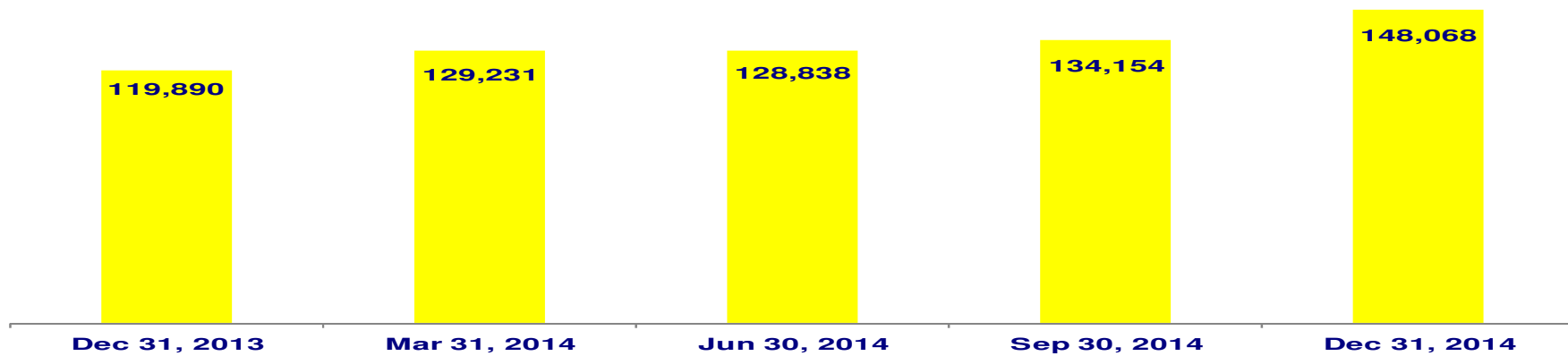
Total Assets

INR mn



Total Assets

INR mn

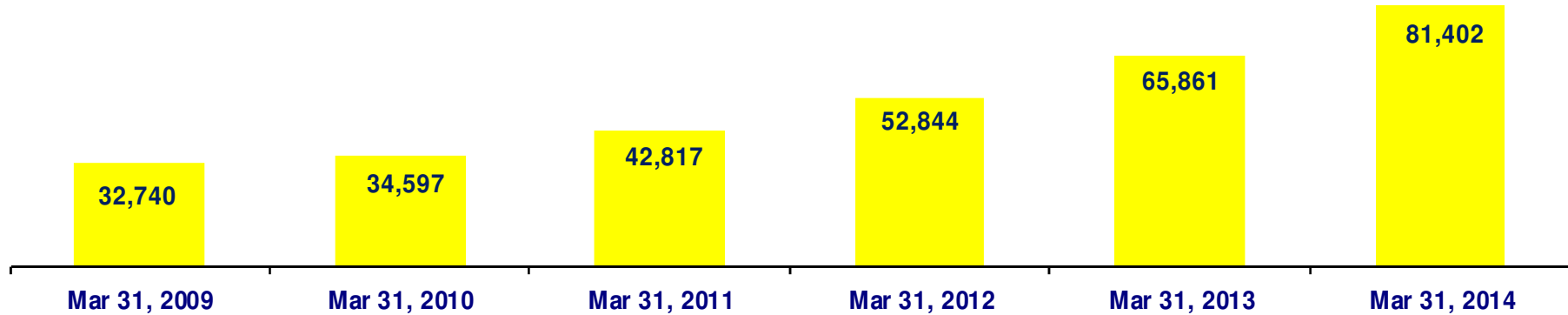


# Balance Sheet

# DCB BANK

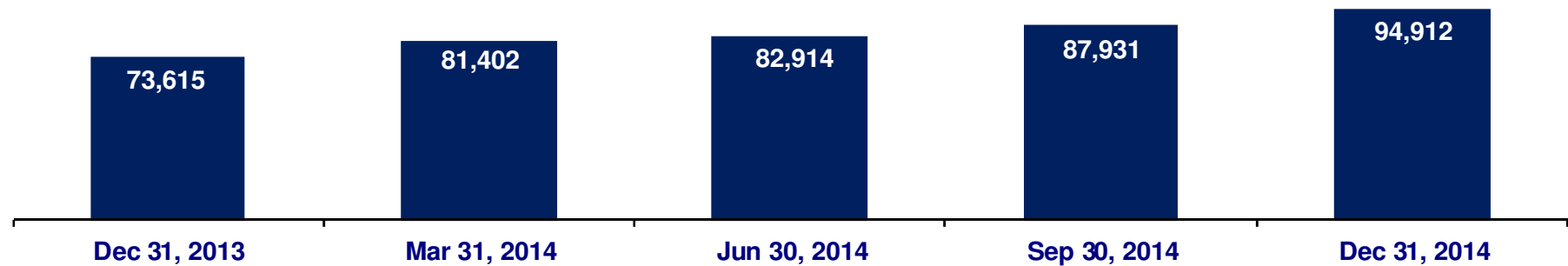
Net Advances\*

INR mn



Net Advances\*

INR mn



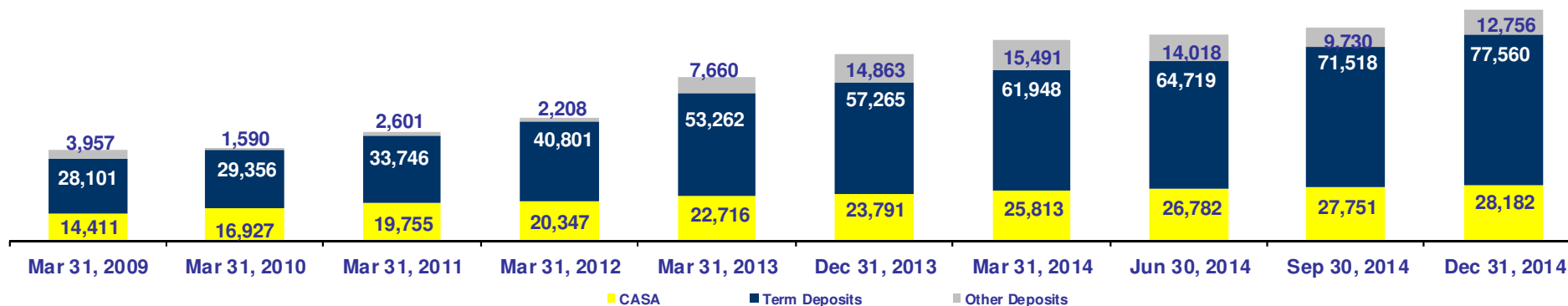
\* Net Advances – Gross advances less (net of) provisions

# Build Stable Deposit Base

# DCB BANK

## Deposits

INR mn



INR mn	Mar 31, 2009	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Mar 31, 2013	Dec 31, 2013	Mar 31, 2014	Jun 30, 2014	Sep 30, 2014	Dec 31, 2014
<b>Total Deposits</b>	46,469	47,873	56,102	63,356	83,638	95,919	103,252	105,519	108,999	118,498

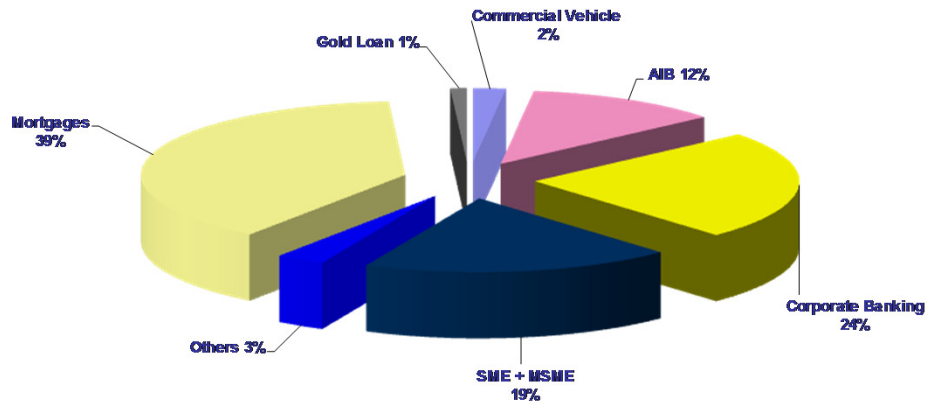
	Mar 31, 2009	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Mar 31, 2013	Dec 31, 2013	Mar 31, 2014	Jun 30, 2014	Sep 30, 2014	Dec 31, 2014
<b>Retail Deposits Vs Total Deposits</b>	67.53%	81.54%	81.17%	84.42%	77.39%	76.75%	76.94%	78.81%	82.82%	81.52%
<b>CASA %</b>	31.01%	35.36%	35.21%	32.12%	27.16%	24.80%	25.00%	25.38%	25.46%	23.78%

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

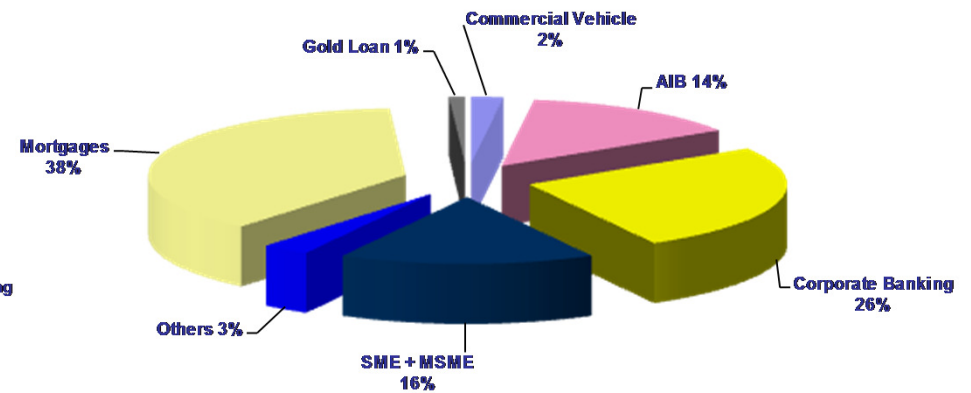
# Diversified Portfolio

# DCB BANK

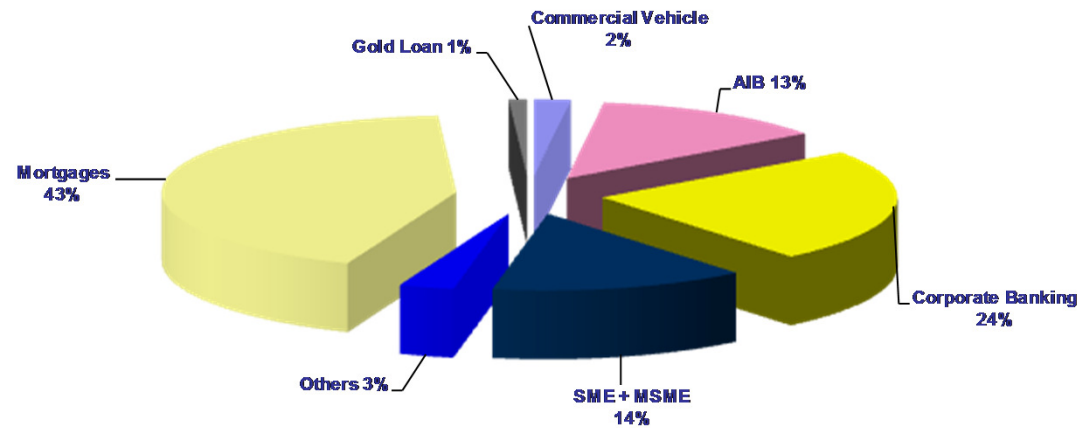
Portfolio\* as on Dec 31, 2013



Portfolio\* as on Mar 31, 2014



Portfolio\* as on Dec 31, 2014



\*AIB – Agri & Inclusive Banking, SME - Small & Medium Enterprises, MSME - Micro SME

# Deposits Per Branch

# DCB BANK

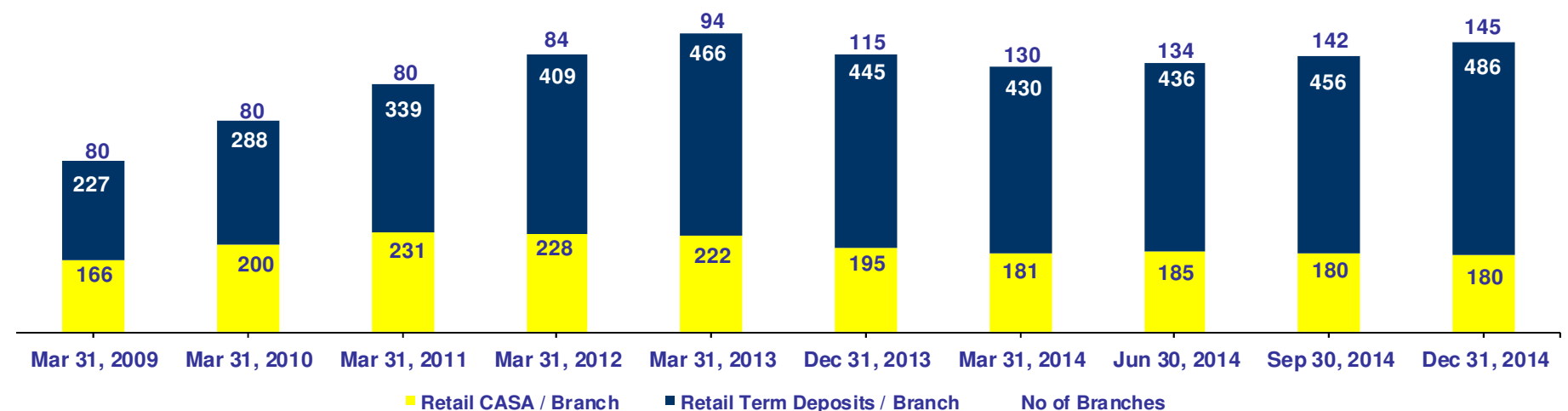
## Retail CASA & Retail Term Deposits

INR mn



## Retail Deposits / Branch

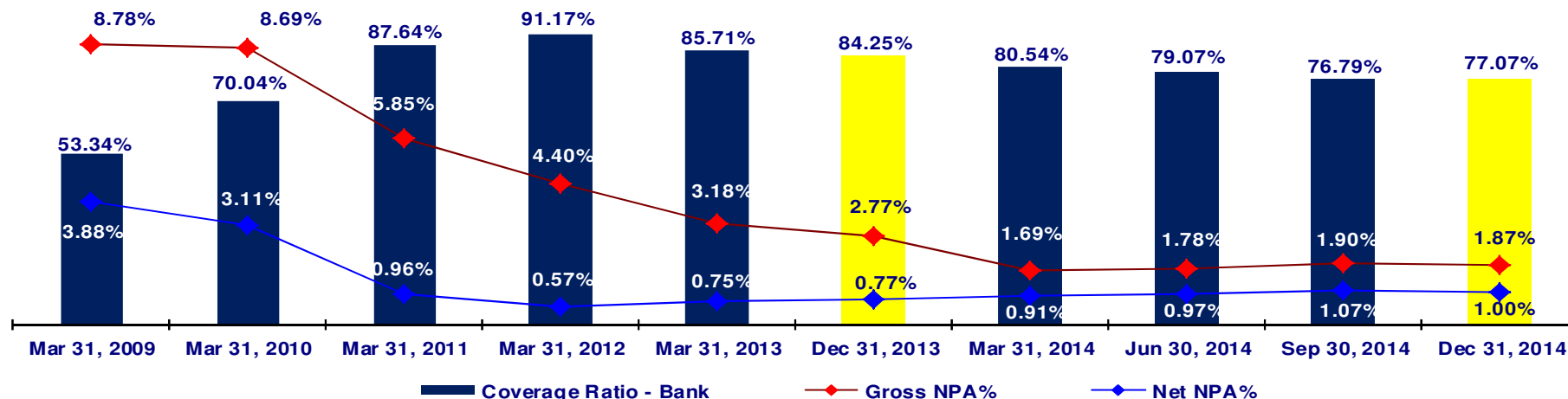
INR mn



# Strong Provision Coverage

# DCB BANK

## Key Ratios



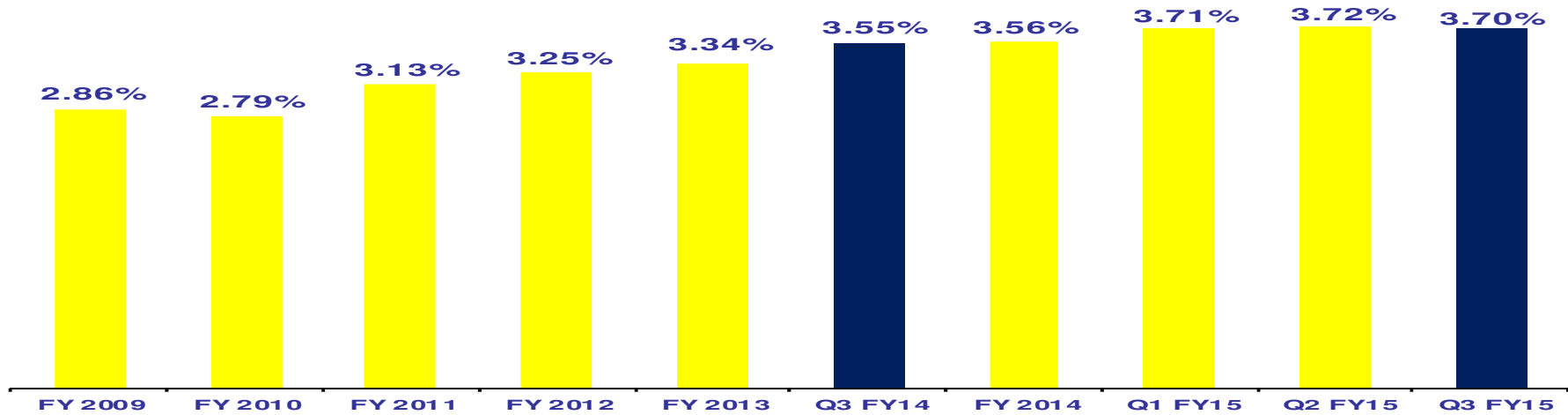
INR mn	Mar 31, 2009	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Mar 31, 2013	Dec 31, 2013	Mar 31, 2014	Dec 31, 2014
PL**	1,326	1,694	1,293	1,196	620	235	3	3
CV/CE/STVL*	533	599	452	322	253	239	36	76
Corporate	988	594	588	627	473	541	154	261
SME + MSME	96	123	110	141	576	702	873	927
Mortgages	104	168	138	103	197	298	240	346
Others	9	14	55	29	31	64	79	179
<b>Gross NPA</b>	<b>3,056</b>	<b>3,192</b>	<b>2,636</b>	<b>2,418</b>	<b>2,150</b>	<b>2,079</b>	<b>1,385</b>	<b>1,792</b>
<b>Net NPA***</b>	<b>1,270</b>	<b>1,076</b>	<b>412</b>	<b>302</b>	<b>491</b>	<b>570</b>	<b>740</b>	<b>952</b>

\*CV / CE / STVL represents Commercial Vehicle, Construction Equipment and Small Ticket Vehicle Loan

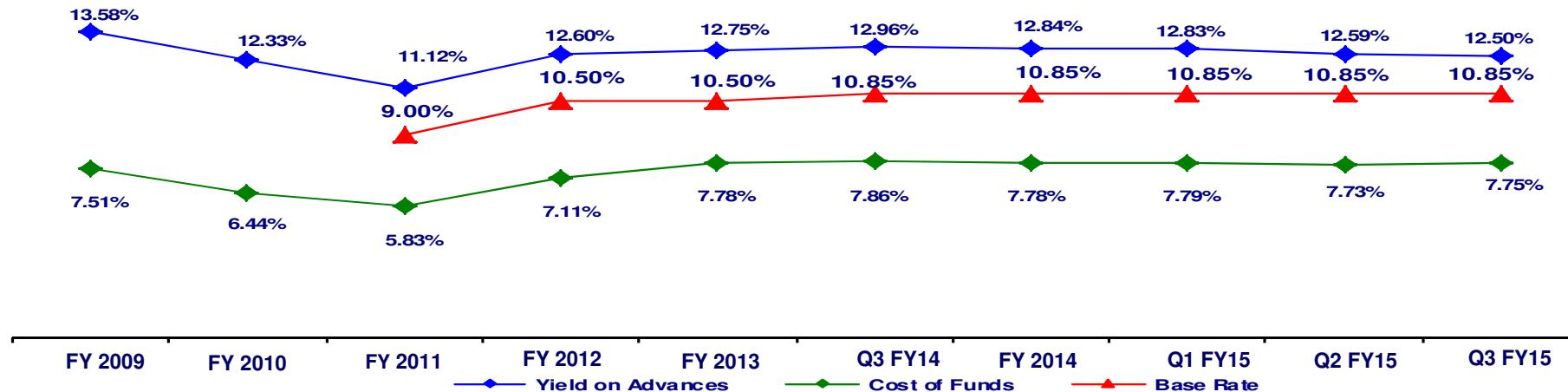
\*\*PL – Personal Loan

\*\*\*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)

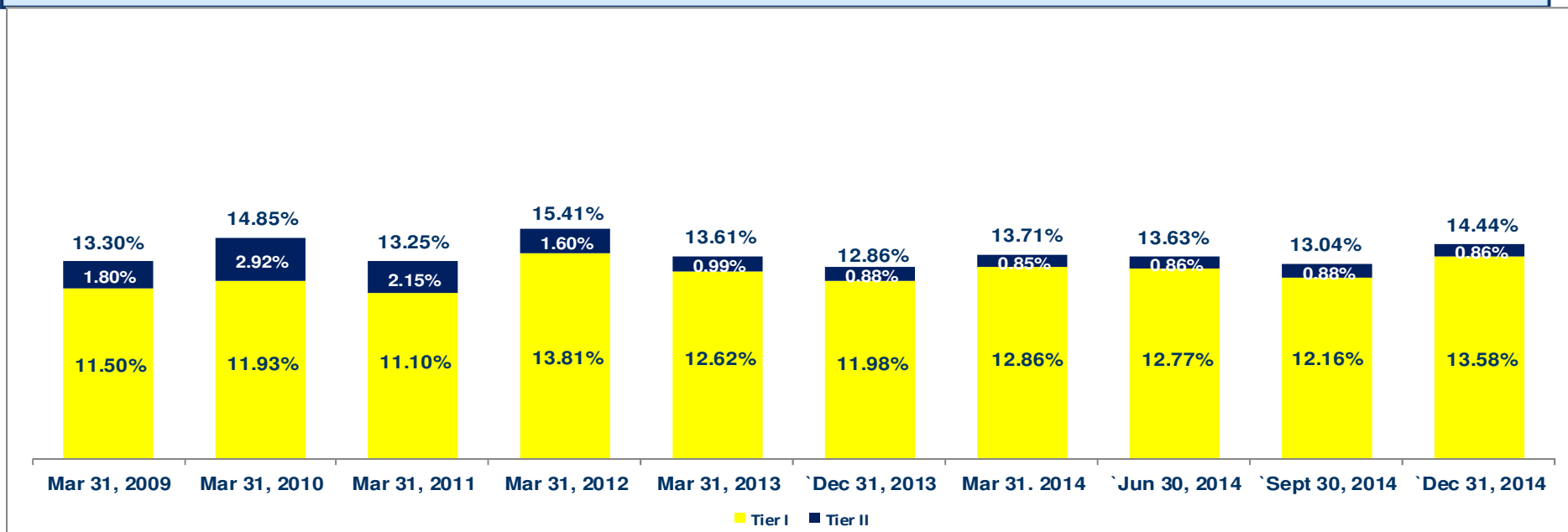
## Net Interest Margin



## Yield on Advances, Base Rate & Cost of Funds



## Capital Adequacy Ratios – Basel III



INR mn	Mar 31, 2009	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Mar 31, 2013	Dec 31, 2013	Mar 31, 2014	Jun 30, 2014	Sep 30, 2014	Dec 31, 2014
Risk Weighted Assets (RWA)	44,928	44,274	50,217	57,907	74,029	78,726	85,110	85,770	89,679	98,370

Capital Adequacy Ratio are under Basel III from September 30, 2013 (Prior period ratios are under Basel II)



# Other Income

# DCB BANK

INR mn	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	Q3 FY14	FY 2014	Q1 FY15	Q2 FY15	Q3 FY15
<b>Commission, exchange and brokerage</b>	780	682	683	786	893	265	1,011	260	309	307
<b>Sale of investments</b>	20	178	253	118	139	30	216	43	40	126
<b>Sale of land, buildings and other assets</b>	47	(3)	11	(28)	(17)	0	(4)	(0)	(1)	0
<b>Exchange transactions</b>	224	68	90	69	72	18	57	12	15	27
<b>Bad Debt Recovered</b>	31	14	6	10	53	11	75	33	16	14
<b>Miscellaneous income</b>	99	136	78	49	30	4	32	(3)	(9)	6
<b>Total</b>	<b>1,201</b>	<b>1,075</b>	<b>1,121</b>	<b>1,004</b>	<b>1,170</b>	<b>328</b>	<b>1,387</b>	<b>345</b>	<b>370</b>	<b>480</b>

INR mn	Mar 31, 2009	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Mar 31, 2013	Mar 31, 2014	Dec 31, 2014
<b>SLR</b>	12,675	15,789	17,512	20,219	24,332	28,072	32,701
<b>Non-SLR</b>	3,542	4,390	5,439	4,959	9,255	8,270	7,635
<b>Total Invtmnts*</b>	<b>16,217</b>	<b>20,179</b>	<b>22,951</b>	<b>25,178</b>	<b>33,587</b>	<b>36,342</b>	<b>40,336</b>
<b>HTM</b>	10,808	16,890	18,847	20,845	23,606	26,637	30,679
<b>AFS</b>	4,630	3,263	3,029	3,541	5,155	7,684	9,554
<b>HFT</b>	779	26	1,075	792	4,826	2,021	103
<b>Total Invtmnts*</b>	<b>16,217</b>	<b>20,179</b>	<b>22,951</b>	<b>25,178</b>	<b>33,587</b>	<b>36,342</b>	<b>40,336</b>

Modified Duration	Mar 31, 2009	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Mar 31, 2013	Mar 31, 2014	Dec 31, 2014
<b>AFS+HFT</b>	0.20	0.32	0.45	0.61	0.77	0.34	1.59

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

# Balance Sheet

# DCB BANK

INR mn	Mar 31, 2009	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Mar 31, 2013	Dec 31, 2013	Mar 31, 2014	Sep 30, 2014	Dec 31, 2014
Shareholder's Equity	5,983	6,011	6,215	8,614	10,031	11,150	11,540	12,351	15,233
Deposits	46,469	47,873	56,102	63,356	83,638	95,919	103,252	108,999	118,498
Borrowings <sup>1</sup>	4,455	5,035	8,607	11,235	15,256	8,015	8,602	6,839	7,416
Other Liabilities & Provisions <sup>1</sup>	2,523	2,447	3,205	3,565	3,863	4,807	5,839	5,965	6,921
Cash, Inter-bank, etc	6,534	3,324	4,871	4,566	8,833	6,216	6,896	8,888	8,621
Investments	16,217	20,179	22,951	25,178	33,587	35,546	36,342	33,399	40,336
Advances	32,740	34,597	42,817	52,844	65,861	73,615	81,402	87,931	94,912
Fixed Assets	1,489	1,358	1,275	1,846	2,395	2,366	2,386	2,284	2,307
Other Assets	2,450	1,909	2,215	2,335	2,114	2,148	2,205	1,652	1,891
Credit Deposit Ratio	70.46%	72.27%	76.32%	83.41%	78.74%	76.75%	78.84%	80.67%	80.10%

INR mn	Mar 31, 2009	Mar 31, 2010	Mar 31, 2011	Mar 31, 2012	Mar 31, 2013	Dec 31, 2013	Mar 31, 2014	Sep 30, 2014	Dec 31, 2014
CASA	14,411	16,927	19,755	20,347	22,716	23,791	25,813	27,751	28,182
Other Deposits	32,058	30,946	36,347	43,009	60,922	72,128	77,439	81,248	90,316
Total Deposits	46,469	47,873	56,102	63,356	83,638	95,919	103,252	108,999	118,498
CASA Ratio	31.01%	35.36%	35.21%	32.12%	27.16%	24.80%	25.00%	25.46%	23.78%

1 : Subordinated Debt included in Borrowings as per RBI guidelines

# Profit & Loss

# DCB BANK

INR mn	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014
Net Interest Income	1,972	1,416	1,891	2,277	2,844	3,684
Other Income	1,201	1,075	1,121	1,004	1,170	1,387
Operating Income	3,173	2,491	3,012	3,281	4,014	5,071
Operating Expenses	(2,420)	(2,008)	(2,152)	(2,443)	(2,753)	(3,191)
Operating Profit	753	483	860	838	1,261	1,880
Total Provisions	(1,634)	(1,268)	(646)	(287)	(240)	(366)
PAT	(881)	(785)	214	551	1,021	1,514
Cost Income Ratio	76.27%	80.62%	71.43%	74.45%	68.58%	62.93%

# Profit & Loss

# DCB BANK

INR mn	Q3 FY14	Q4 FY14	Q1 FY15	Adjusted <sup>1</sup> Q1 FY15	Q2 FY15	Adjusted <sup>1</sup> Q2 FY15	Q3 FY15
Net Interest Income	940	1,000	1,390	1,086	1,177	1,122	1,219
Other Income	328	335	345	345	370	370	480
Operating Income	1,268	1,335	1,735	1,431	1,547	1,492	1,699
Operating Expenses	(804)	(833)	(922)	(915)	(948)	(946)	(1,015)
Operating Profit	464	502	812	516	599	546	684
Provisions Other than Tax	(100)	(111)	(229)	(126)	(138)	(120)	(184)
Profit Before Tax	364	391	583	390	461	426	500
Tax	-	-	(137)	(52)	(50)	(42)	(75)
PAT	364	391	446	338	411	384	425
Cost Income Ratio	63.44%	62.43%	53.17%	63.98%	61.29%	63.39%	59.76%

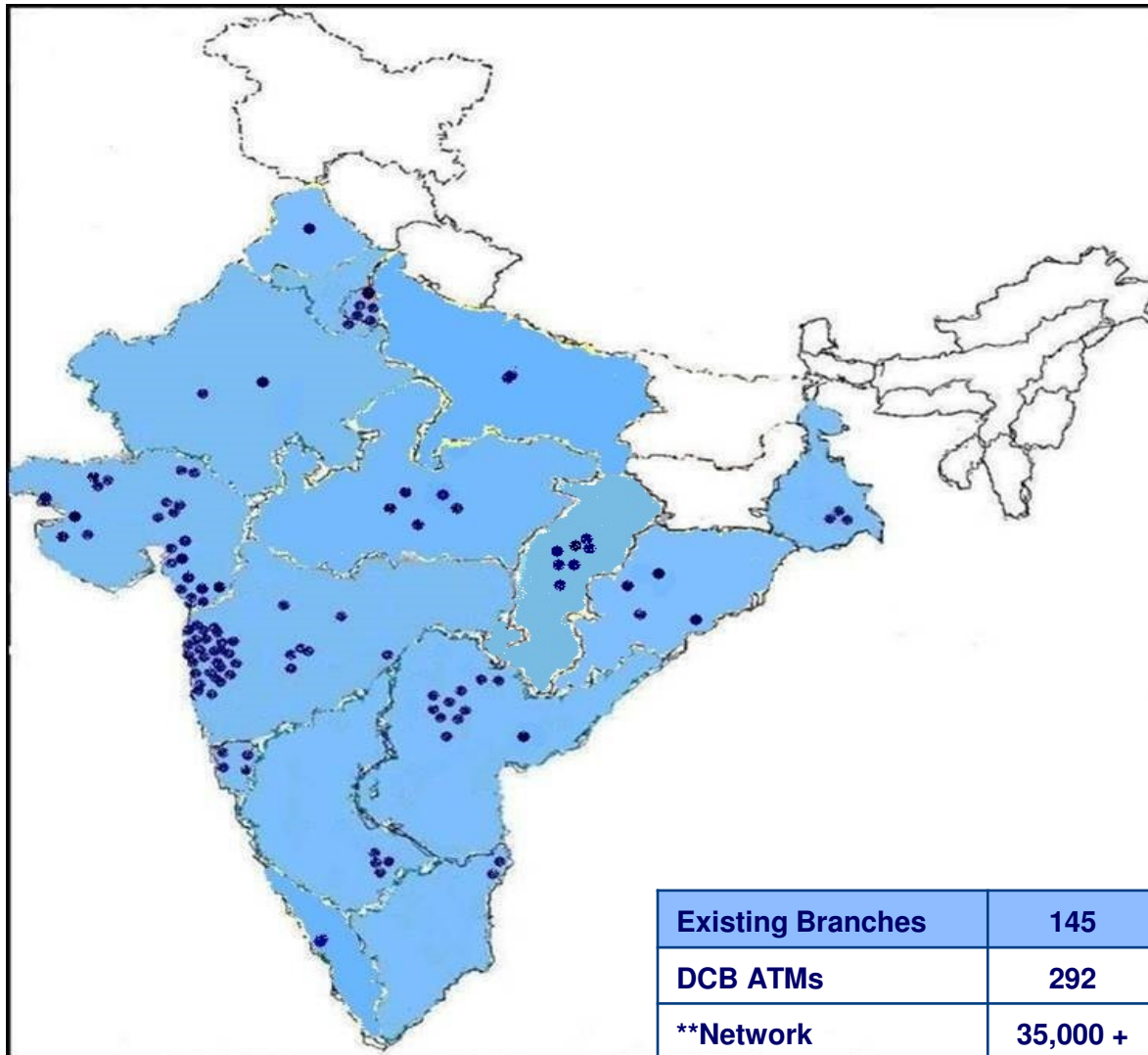
1: Adjusted for impact of Interest on Tax Refund and Specific Provision against Standard Assets.

**Business Strategy**

# Steadily growing Branch Network across India

# DCB BANK

## Branch Network



State	Branches
ANDHRA PRADESH	4
CHATTISGARH	6
GOA	4
GUJARAT	23
HARYANA	2
KARNATAKA	4
KERALA	1
MADHYA PRADESH	13
MAHARASHTRA	35
• Mumbai & suburbs	27
NEW DELHI	7
ODISHA	14
PUNJAB	6
RAJASTHAN	5
TAMIL NADU	5
TELANGANA	11
UTTAR PRADESH	2
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

# Comprehensive Products and Services

# DCB BANK

## 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 ShareTrading/  
Demat
- Tax Payments
- Visa Money Transfer

### Loans:

- Auto Loans\*
- Commercial Vehicle
- Construction Equipment\*
- Loan Against Gold
- Home Loans
- Loan Against Property
- Loan Against Shares
- Tractor Loans

### Wealth Management:

- 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 Bank offers a comprehensive range of products and services**

\*Offered to existing customers. \*\* DCB Bank has a 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. Focus on branch expansion 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, mutual funds, trade and cash management
- Continuously strengthen credit processes, portfolio management and recoveries
- Relentless focus on Liquidity, Costs, Operational Risks, People and Customer Service. Improve continuously

## Overview

# Key Milestones

# DCB BANK

## 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
- Raised INR 1.86 bn via IPO, issue oversubscribed 35x

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 Preferential Allotment in Dec 2012

2014

- Raised INR 2.5 bn via QIP in October 2014

Issue Price  
INR 55.00

Issue Price  
Feb'06: INR 45.00  
IPO: INR 26.00

Issue Price  
INR 105.00

Issue Price  
INR 34.14

Issue Price  
Mar'12: INR 47.84  
Dec'12: INR 46.68

Issue Price  
INR 82.15

Market Price December 31, 2014 : INR 120.95

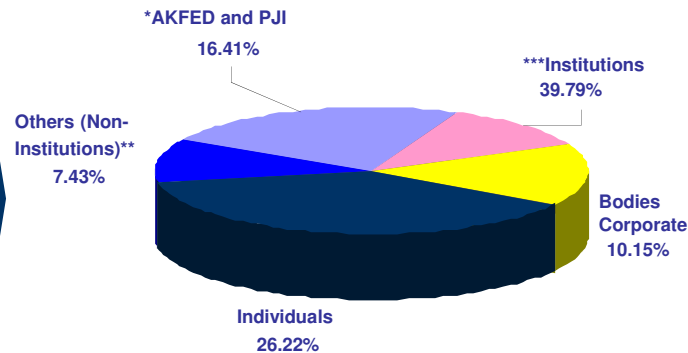
# Strong Investor Profile

# DCB BANK

## Shareholding Pattern December 31, 2014

DCB BANK

Shareholding Pattern



\*AKFED: Aga Khan Fund for Economic Development & PJI: Platinum Jubilee Investment Ltd.

\*\*Includes Clearing Members (0.64%), Non Resident Indians (2.46%), Foreign Corporate Bodies (4.17%) & Directors & their relatives (0.16%)

\*\*\*Institutions includes 15.49% held by FII & FPI

### Key non-promoter shareholders

- Tano Mauritius India FVCI II: **4.67%**
- WCP Holdings III: **4.17%**
- Ambit Corporate Finance Pvt. Ltd.: **2.98%**
- PI Opportunities Fund -1: **2.81%**
- Bajaj Allianz Life Insurance Co. Ltd.: **2.53%**
- DSP Blackrock Micro Cap Fund: **2.26%**
- TVS Shriram Growth Fund India: **2.23%**
- Tata Capital Financial Services Ltd.: **2.13%**
- Sundaram Mutual Fund A/c Sundaram Select Midcap: **2.12%**
- HDFC Standard Life Insurance Co. Ltd.: **1.53%**
- HDFC Ltd.: **1.44%**
- College Retirement Equities Fund – Stock Account: **1.17%**
- Satpal Khattar & Shareen Khattar: **1.12%**
- Sundaram Mutual Fund A/c Sundaram SMILE Fund: **1.06%**
- Dimensional Emerging Markets Value Fund: **1.02%**



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

# Experienced Board

# DCB BANK

**Nasser Munjee**  
Non- Executive  
Chairman

Ex-Executive Director –  
HDFC, instrumental in  
setting up IDFC. Sits on 12  
Corporate Boards in India  
including HDFC, Tata  
Motors, etc.

<b>Amin Manekia</b>	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 uplift of the poor.
<b>Altaf Jiwani</b>	With expertise in Foreign Exchange, Risk Management and Trade Finance. He is currently on the Board of Phillips Carbon Black Limited.
<b>C. Narasimhan</b>	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.
<b>Imran Contractor</b>	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.
<b>Jamal Pradhan</b>	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 & medium manufacturing industry.
<b>Keki Elavia</b>	Rich experience in accounting, audit and finance. Partner of over 37 years with M/s. Kalyaniwala & Mistry, a C. A. firm. Independent Director on the Boards of several corporate entities and boards of Public Trusts.
<b>Murali M Natrajan</b> <i>Managing Director &amp; CEO</i>	Standard Chartered Bank, Citibank, American Express – *29 years experience.
<b>Nalin Shah</b>	Retired partner of Deloitte Haskins & 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 Chamber of Commerce & Industry.
<b>Shaffiq Dharamshi</b>	MSc Graduate in Economics with specialization in Risk Management. He is currently working with AKFED as Head of Banking.
<b>S. Sridhar</b>	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.
<b>Suhail Nathani</b>	Founder Partner of Economic Laws Practice, a law firm. Serves as an Independent Director on the Board of Phoenix Mills, etc.

\* Worked in India & Abroad

Private & Confidential

DCB Bank Limited

# Strong Management Team

# DCB BANK

**Aditya Prasad**

*Chief Compliance Officer*  
Saudi Investment Bank, Axis Bank, State Bank of India – \*29 yrs exp.

**Atal Agarwal**

*Head- Corporate Banking, FIG & Investment Bkg*  
RBS, Citibank, DSP Merrill Lynch, Barclays Capital – 25 yrs exp.

**Hamsaz Vasunia**

*Head - Human Resource*  
EMMAY HR Services Ltd., WNS Global Service - 15 yrs exp.

**Rajesh Verma**

*Head - Treasury*  
State Bank of India – \*29 yrs exp.

**Krishna Ramasankaran**

*Head Credit – Retail Assets*  
Fullerton India Credit Company Ltd., Citicorp Finance (I) Ltd., Ashok Leyland Ltd.-19 yrs exp.

**Narendranath Mishra**

*Head - AIB*  
ICICI Bank & Rallis India – 15 yrs exp.

**Sukesh Bhowal**

*Head - Mortgages*  
Times Bank Ltd., HSBC Ltd, Citibank & HDB Financial Service Ltd. – 18 yrs exp.

**Hemant Barve**

*Company Secretary*  
Wallace Flour Group, Union Bank of India & Ritchie Stuart Investments – 40 yrs exp.

**Ajay Mathur**

*Head – Collections & Commercial Vehicles*  
CGSL & Citibank – 21 yrs exp.

**Damodar Agarwal**

*Head – Alternate Channels & Retail Securitization*  
ICICI Bank Ltd., BGF Ltd. – 18 yrs exp.

**Bharat Sampat**

*Chief Financial Officer*  
ABN Amro Bank, Standard Chartered Bank, ANZ Grindlays Bank, Hoechst - \*29 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 – 24 yrs exp.

**Pankaj Sood**

*Head – Liability Products, TPD & TCB\*\**  
IDBI Bank – 17 yrs exp.

**Sameer Singh Jaini**

*Chief Technology Officer*  
Wipro Technologies, Infosys Ltd., Kotak Bank Ltd., Citibank, UTI & Tata Steel – 19 yrs. exp.

**Abhijit Bose**

*Head – Retail Assets & Strategic Alliances*  
Standard Chartered Bank, Citibank, Eldeco Housing Industries & GIC Housing-\*23 yrs exp.

**Gaurav Mehta**

*Head – Marketing, Investor Relations & PR*  
HSBC, Convergys, GE Capital & Taj Group of Hotels – 19 yrs exp.

**J. K Vishwanath**

*Chief Credit Officer*  
Fullerton India, Citigroup & Eicher Group – 19 yrs exp.

**Kamala Kant Pandey**

*Head – Channel Sales & Emerging Markets*  
Birla SunLife Distribution Ltd., ITC Welcomgroup Hotels, TATA BP Solar India Ltd. - 20 yrs exp.

**Praveen Kutty**

*Head – Retail & SME Banking*  
Citibank – \*24 yrs exp.

**Manoj Joshi**

*Head – Trade Finance*  
ICICI Bank, Epcos Ferrites & Uniworth Group – 19 yrs exp.

**Ravi Kumar**

*Chief Internal Auditor*  
Samba Financial Group, Ernst & Young – \*18 yrs exp.

**Sridhar Seshadri**

*Financial Controller*  
ICICI Bank, Syndicate Bank & State Bank of India – 32 yrs exp.

\*\*TPD – Third Party Distribution & TCB – Traditional Community Banking

\*Worked in India & Abroad  
Only key profiles represented

	Dec 31, 2012	Mar 31, 2013	Jun 30, 2013	Sep 30, 2013	Dec 31, 2014
<b>Crisil</b>					
Long Term	BBB +/Stable	A-/Stable	A-/Stable	A-/Stable	A-/Positive
Short Term	A1	A1+		A1+	A1+
Fixed Deposits	-	-	-	A1+	A1+
<b>Brickwork</b>					
Long Term	BWR A- /Stable	BWR A- /Stable	BWR A- /Stable	BWR A- /Stable	BWR A- /Stable
<b>ICRA</b>					
Fixed Deposits	-	-	-	-	A1+

# Thank you

To receive investor updates from DCB Bank Ltd., write in at [investorrelations@dcbbank.com](mailto:investorrelations@dcbbank.com) . Do let us know of any change in your contact details on the same email ID.