

Investor Presentation

Q1 FY19

Major Highlights of Q1 FY19

- **Asset Quality metrics improve**
 - NPA ratios improved from Q4 levels
 - Slippages reverted to moderated levels, after the high level in Q4
 - Dominant part of corporate slippages continue to come from previously disclosed BB & Below book
 - After this quarter's downgrades into BB & Below, the Bank believes the rating downgrade cycle is now normalized
 - Provision Coverage on NPAs has been increased further, and now stands at 69%
- **Core financial performance metrics improved**
 - NIMs improved sequentially, driven in part by one-off realization of interest from recoveries
 - Operating expense growth continues to moderate, and Cost to Assets reduced. We continue to be on track for our goal of Cost to Assets under 2% in 3 years.
 - Core operating profit grew by 23% YOY
- **Strong Retail franchise continues to deliver**
 - CASA grew 15% on daily average basis and constitutes 46% of the total deposits
 - Retail fees in Q1FY19 grew 18% and constitutes 61% of the total fee income
 - Digital Payments continue to witness strong growth
- **Loan growth was healthy**
 - Retail and SME loan book grew 21% and 19% YOY respectively
 - Retail and SME loans constituted 61% of total loans
- **Capital Adequacy Ratio (CAR) strengthened**
 - In spite of significant increase in provision coverage, the Bank accreted capital during the quarter
 - The Bank's CET1 ratio (incl. profit for Q1) improved 18 bps sequentially to 11.86%

Key Metrics for Q1FY19

Snapshot (As on June 30, 2018) (in ₹Crores)

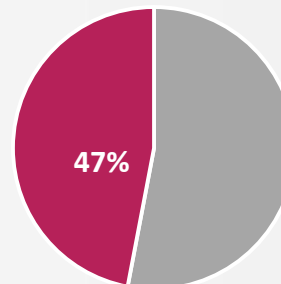
Total Assets	692,686
Net Advances	441,074
Total Deposits	447,079
Net Profit	701
Shareholders' Funds	64,186
Diluted EPS (Annualized)	10.93
Book Value per share (in ₹)	250
ROA (Annualized)	0.40
ROE (Annualized)	4.94
Net NPA Ratio	3.09%
Basel III Tier I CAR ¹	13.22%
Basel III Total CAR ¹	16.71%
Branches ²	3,779
International Presence ³	10
ATMs	12,834

¹ Including profit for Q1FY19

² Includes extension counters

³ Includes overseas subsidiary in UK

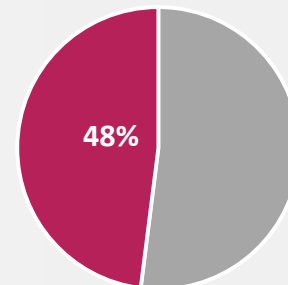
Deposits ↑ 14% YOY



■ CASA ↑ 15% YOY (CDAB*)
■ 8% YOY (End balance)

■ SA ↑ 18% YOY (CDAB*)
■ 16% YOY (End balance)

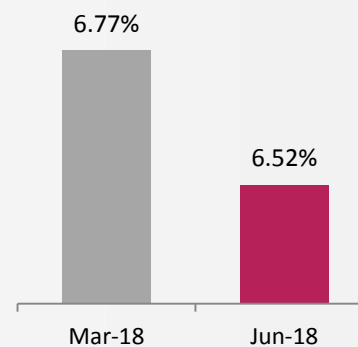
Advances ↑ 14% YOY



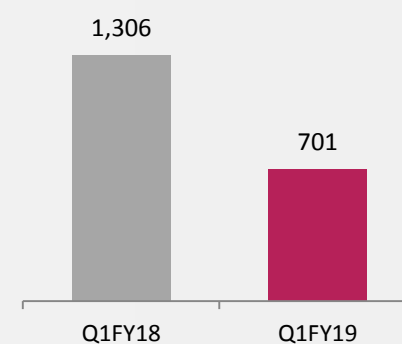
■ Retail Advances

↑ 21% YOY

Gross NPA
25 bps QOQ ↓



Net Profit (in ₹Crores)
46% YOY ↓



*CDAB – Cumulative Daily Average Balance

Financial Highlights

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Financial Highlights – Balance Sheet

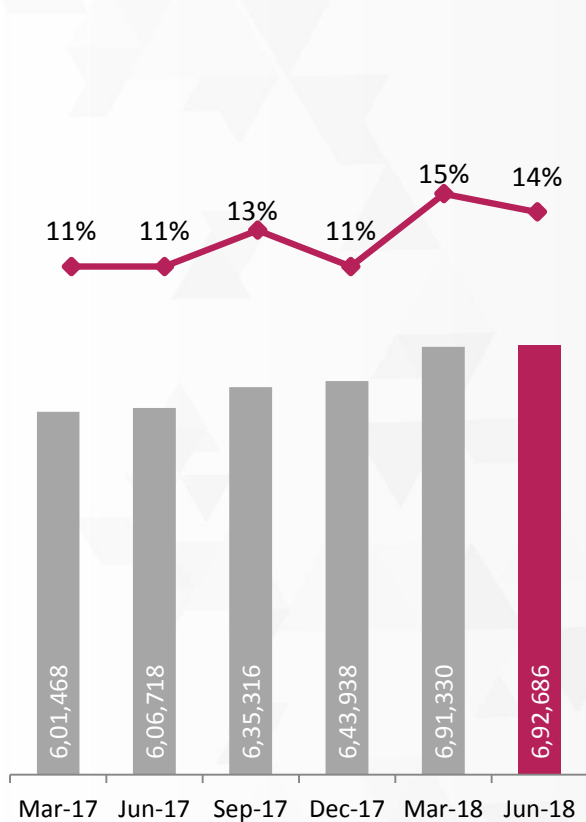
Summary

- Balance sheet growth remains healthy
- Savings Account deposits on CDAB basis grew 18%
- Loan growth driven by Retail and SME segments
- Share of low cost CASA and Retail term deposits stood at 81%

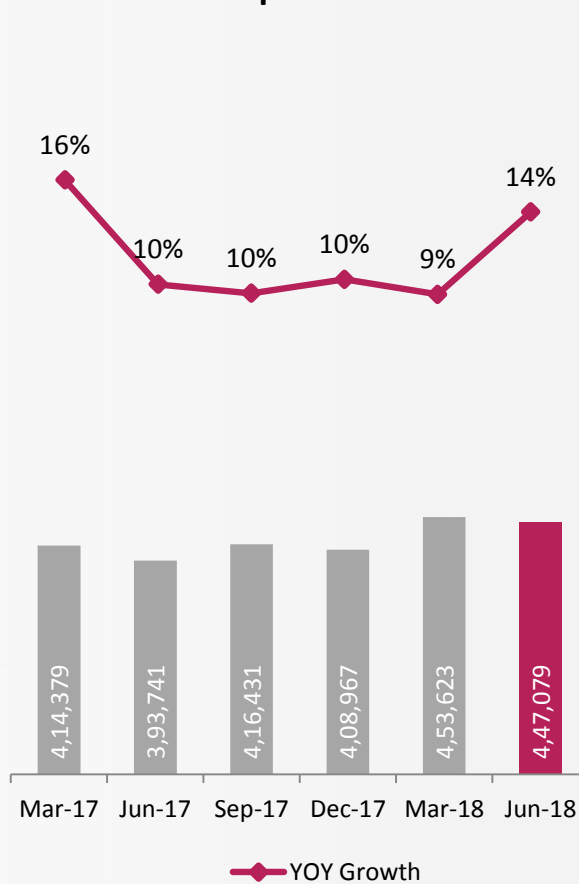
Balance sheet growth remains healthy

All figures in ₹ Crores

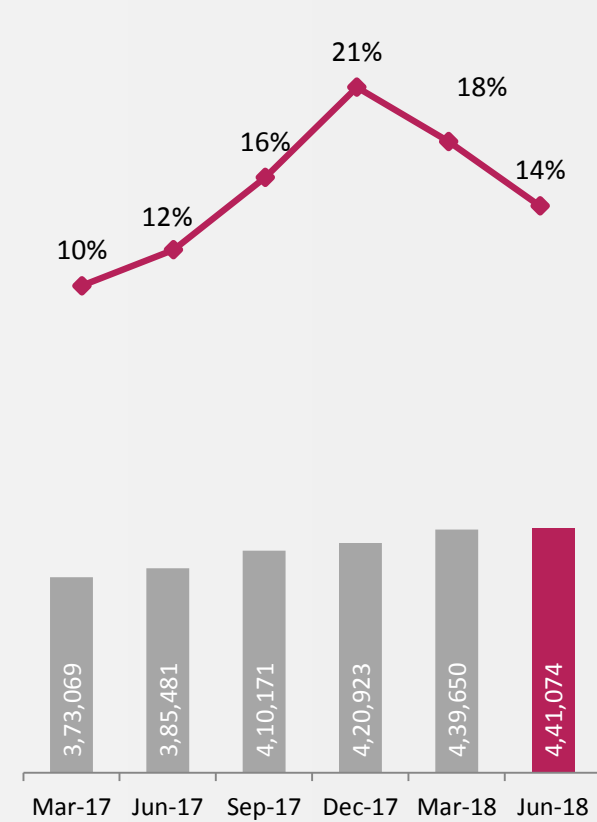
Total Assets



Deposits

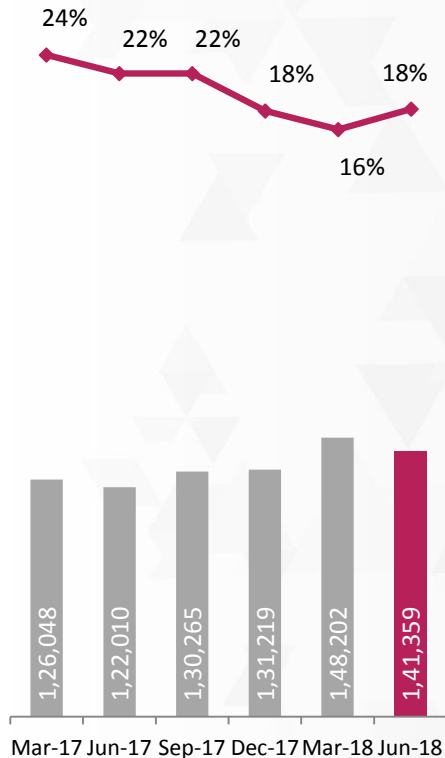


Advances

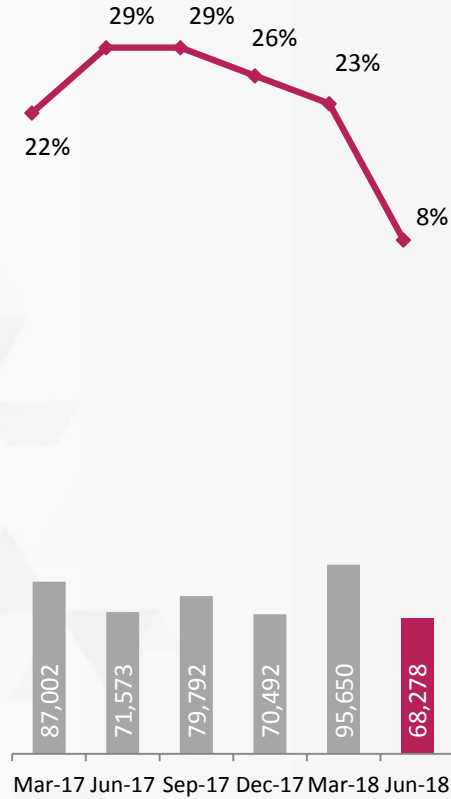


Low Cost Deposit growth on CDAB basis remains healthy

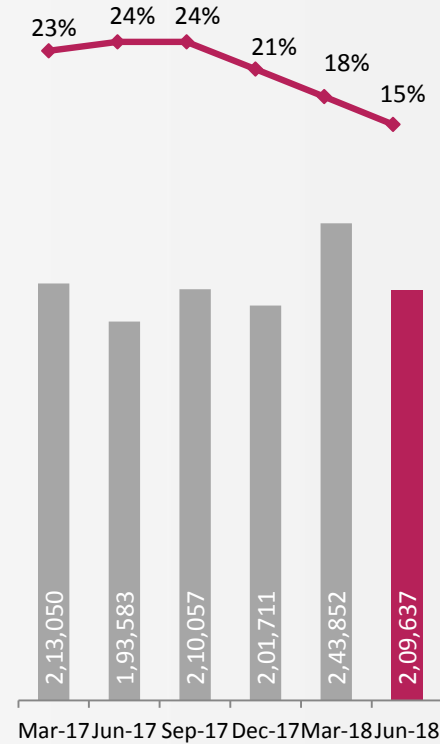
Saving Account Deposits



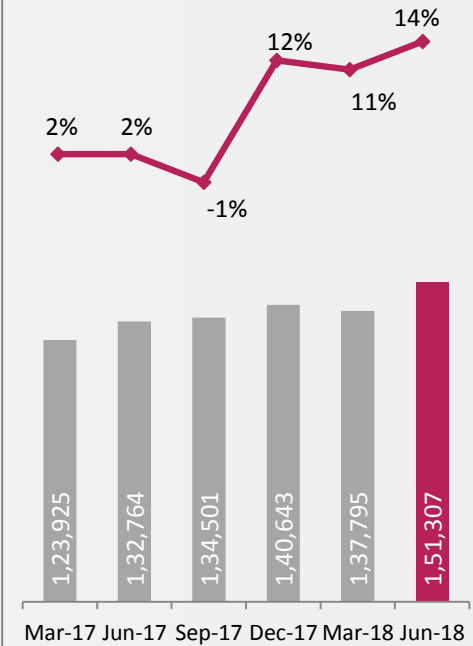
Current Account Deposits



CASA Deposits



Retail Term Deposits

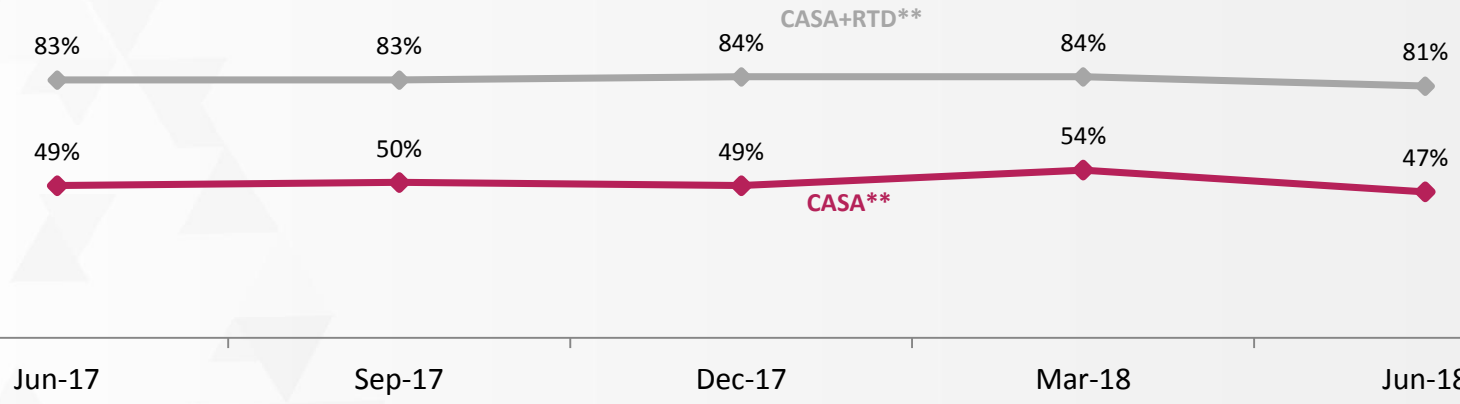


◆ YOY Growth*
■ Period End Balances (in ₹ Cr)

* All % growth figures are on CDAB (Cumulative Daily Average Balance) basis, except for Retail term deposits which is on period end basis

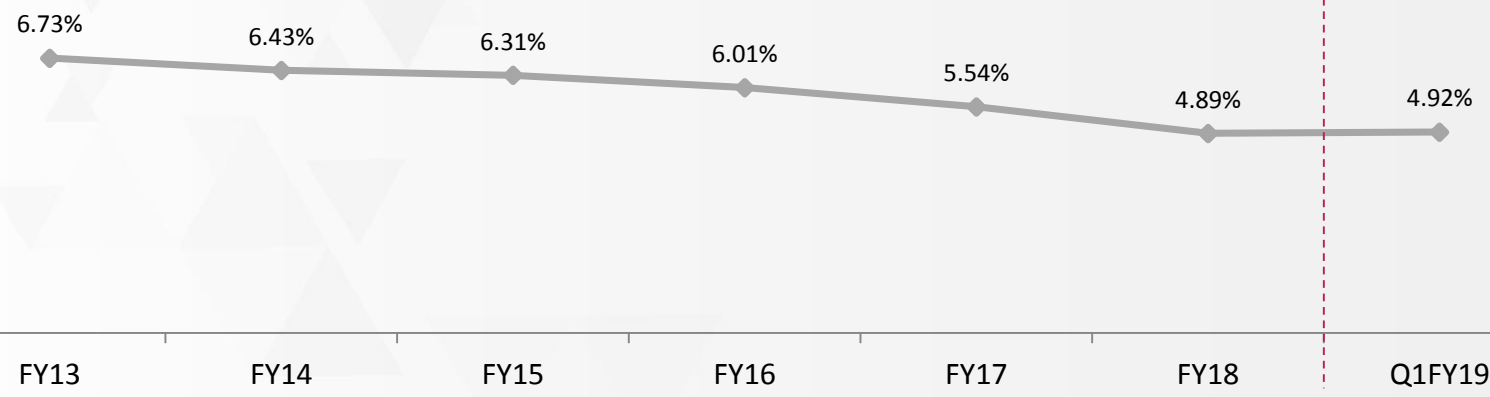
High share of CASA and Retail term deposits ensures a relatively stable funding cost, that remains amongst the best in the industry

Retail forms dominant share of Bank's deposits



** as % of total deposits

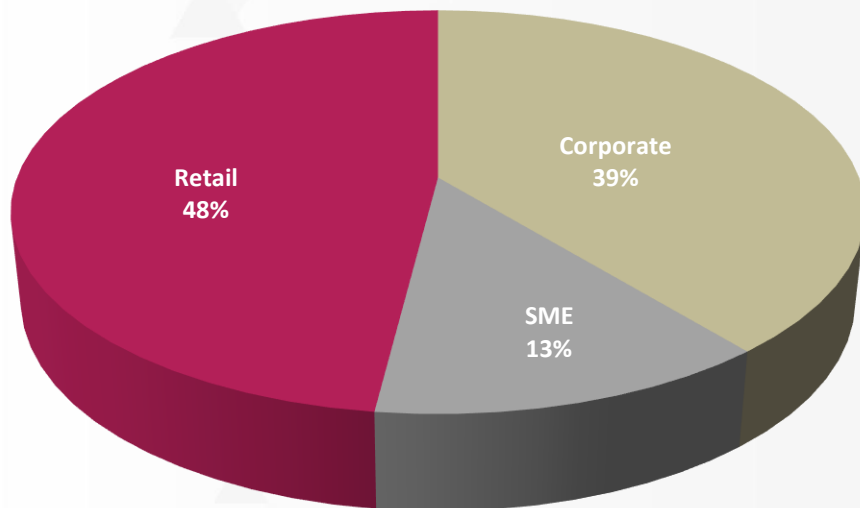
Cost of Deposits



Retail and SME now form 61% of the Bank's Loans

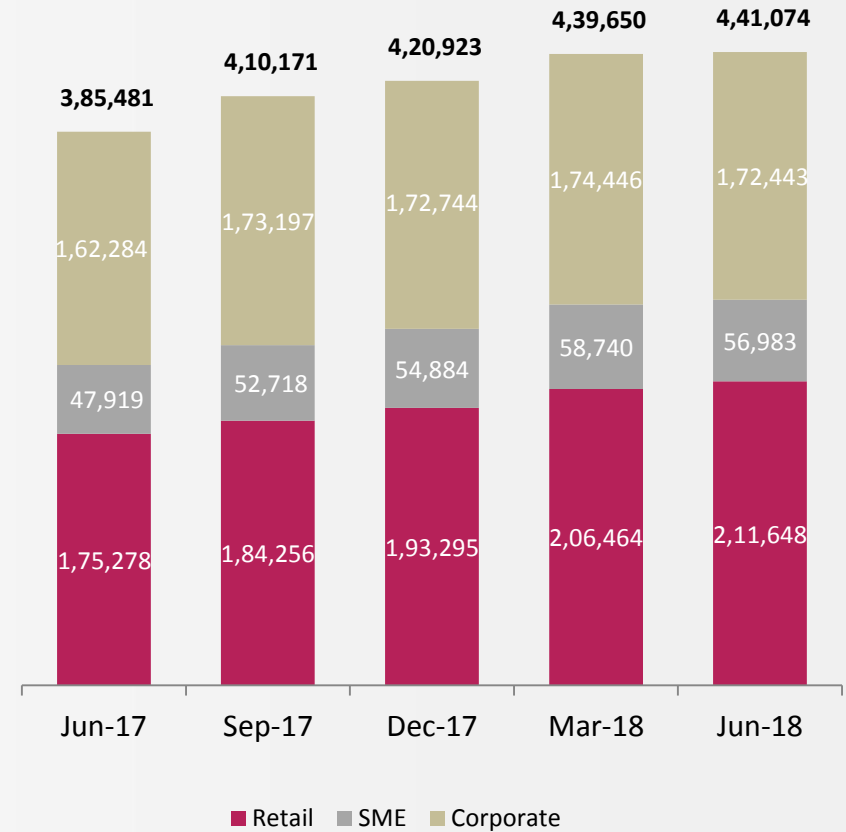
All figures in ₹ Crores

Loan Mix
(As on June 30, 2018)



Total Advances

▲ 14% YOY



Loan growth driven by Retail and SME segments

All figures in ₹ Crores

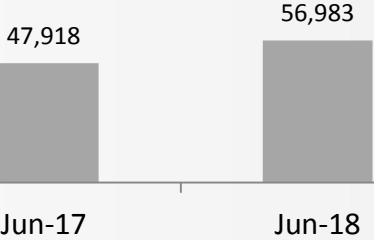
Retail Advances

▲ 21% YOY



SME Advances

▲ 19% YOY



Corporate Advances

▲ 6% YOY



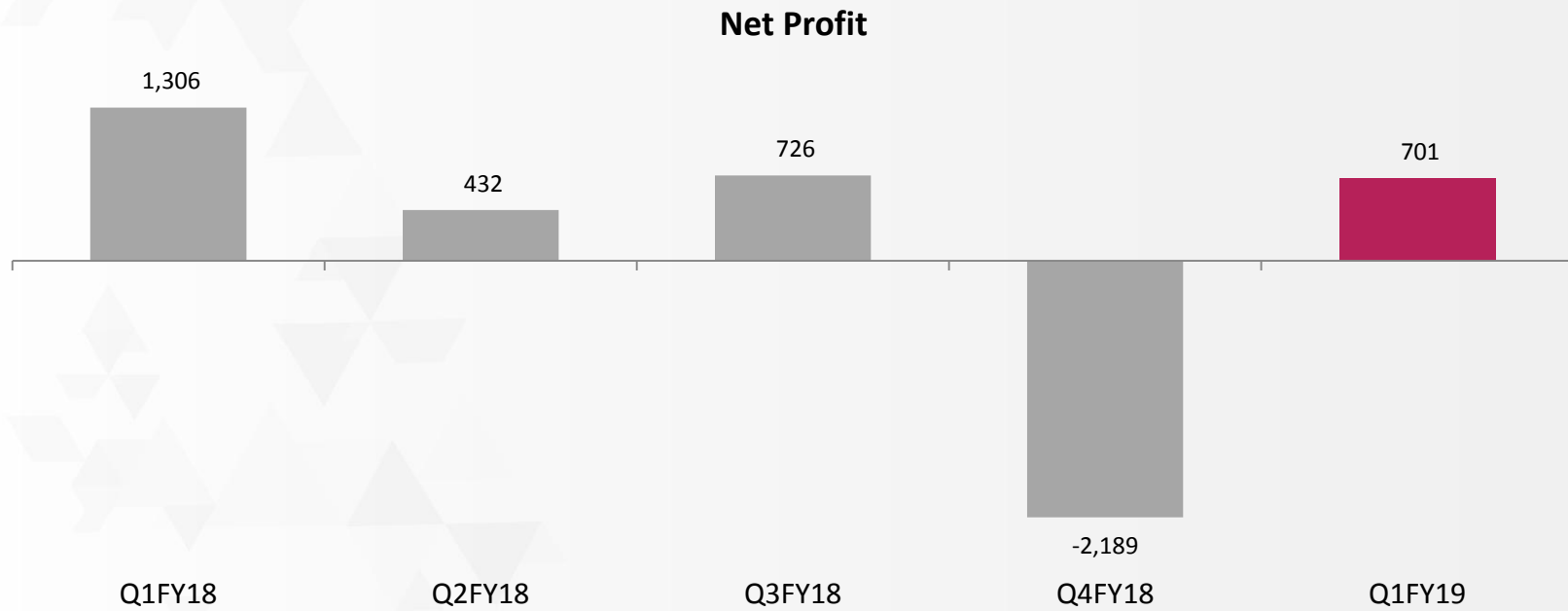
Financial Highlights – Profit & loss Statement

Summary

- Earnings trend has improved post one off provisioning done in Q4
- Core operating profit growth has been strong
- Retail Fee growth remains healthy

Earnings trend has improved post one off provisioning done in Q4

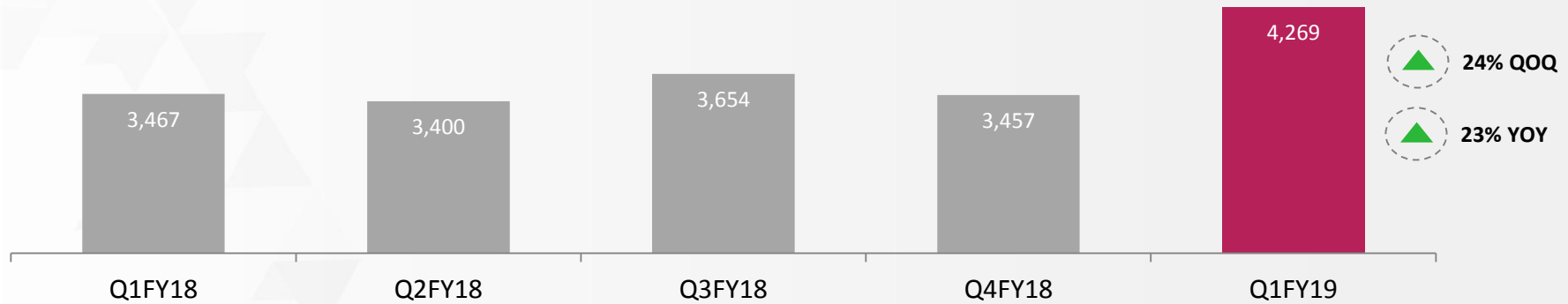
All figures in ₹ Crores



Core Operating Profit growth has been strong

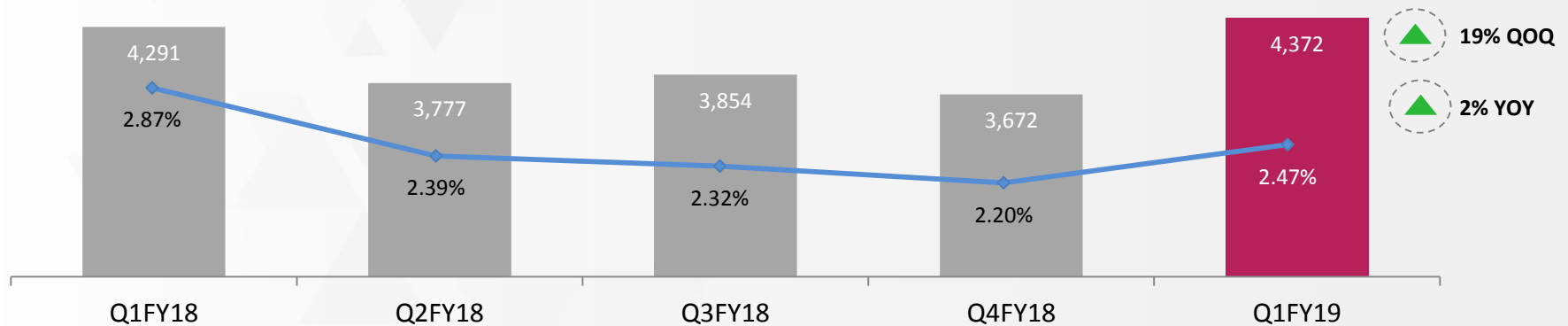
All figures in ₹ Crores

Core Operating Profit ^



^ computed as operating profit less trading profit

Operating Profit and Operating Profit Margin*



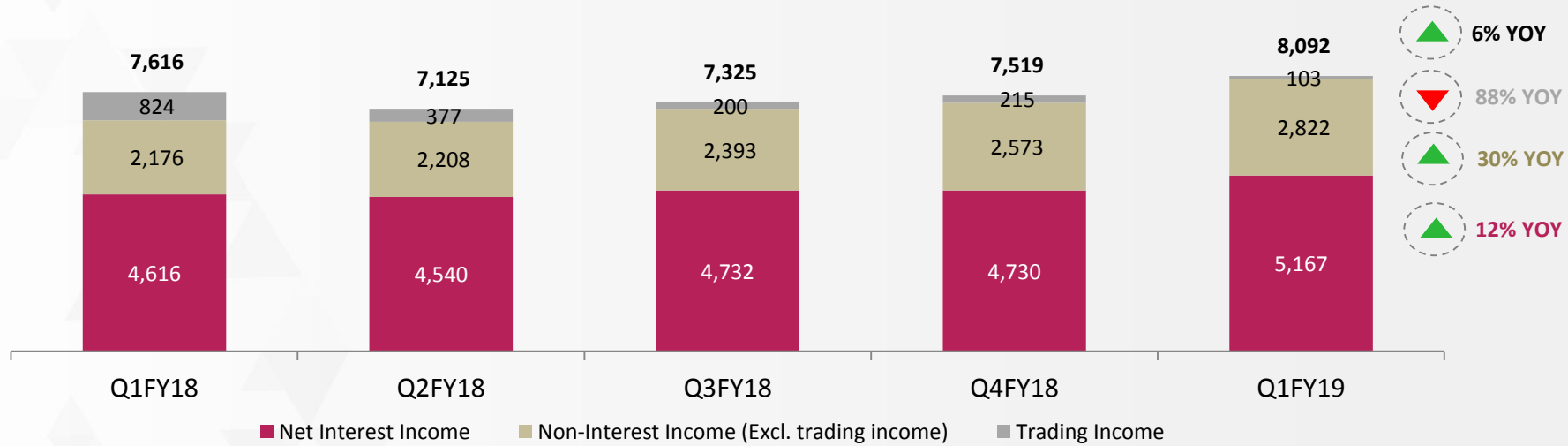
* annualized

—◆— Operating Profit Margin

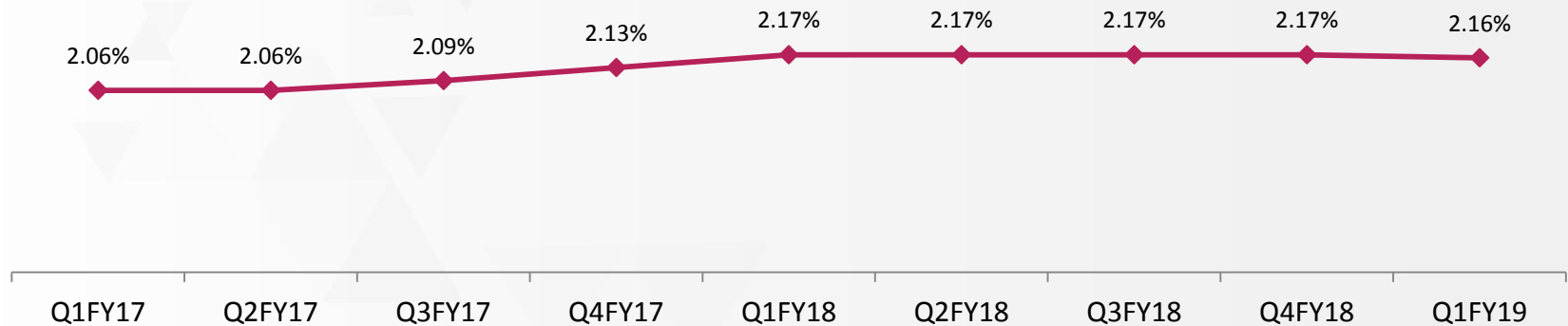
Net Interest Income grew 12%, opex to average assets ratio improves

Operating Revenue

All figures in ₹ Crores



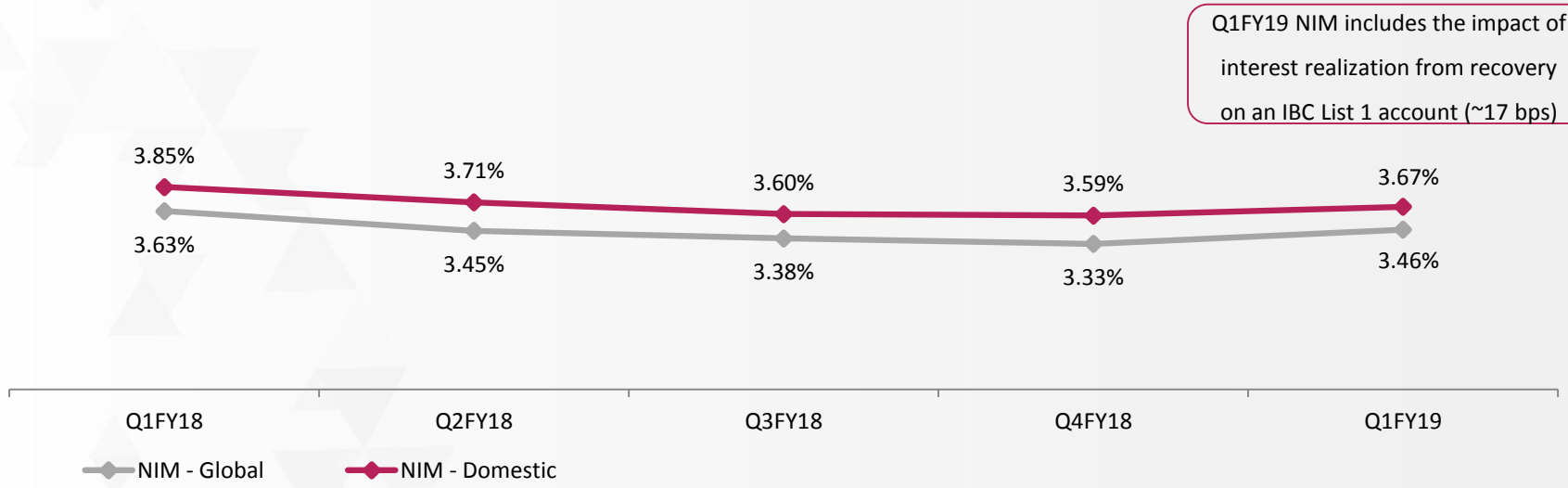
Opex to Average Assets*



* annualized

Domestic NIM adjusted for one offs has been stable q-o-q

Q1FY19 NIM includes the impact of interest realization from recovery on an IBC List 1 account (~17 bps)

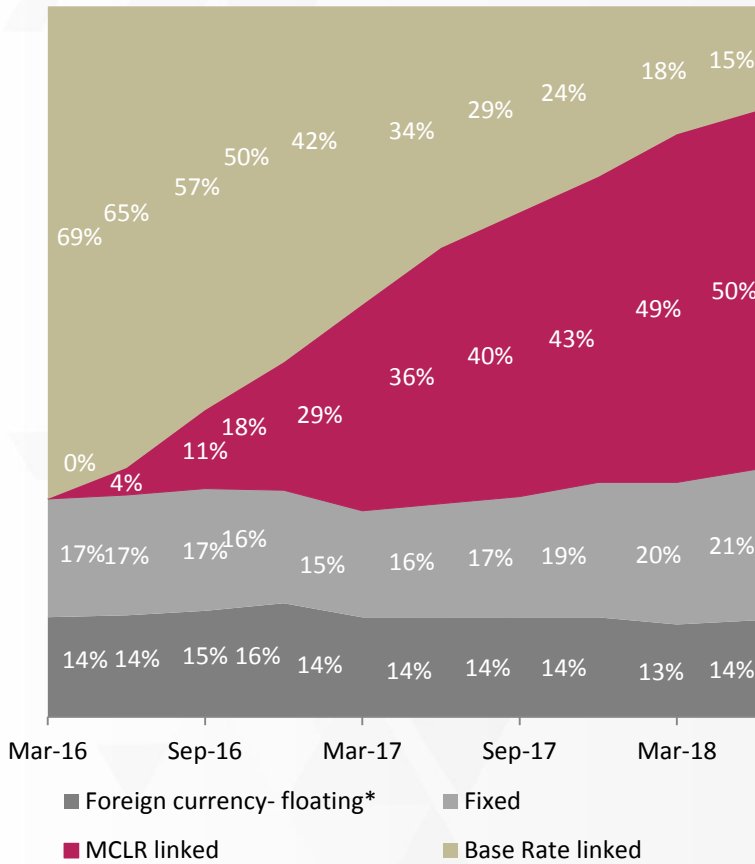


Cost of Funds



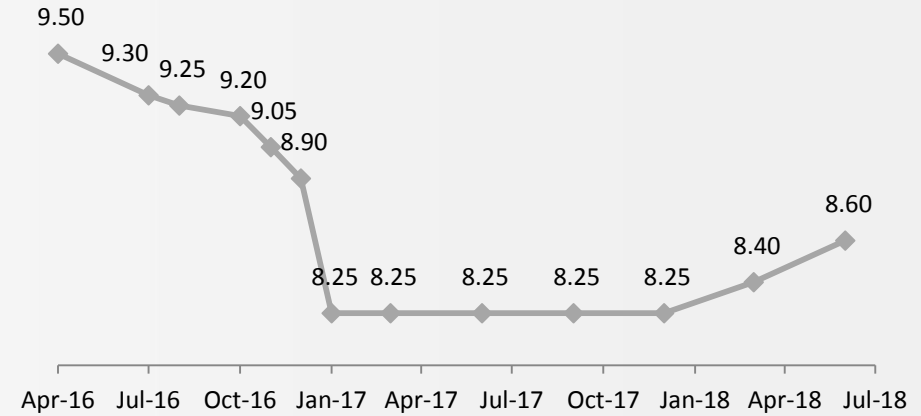
MCLR rate moved up by 35 bps in last 6 months and 50% of our advances have now migrated to MCLR

Advances mix by Rate type

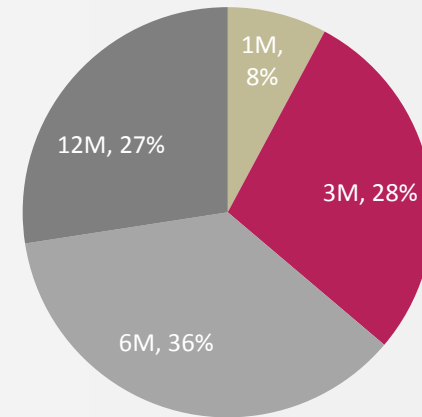


* Libor linked

Trend in 1 year MCLR (%)



MCLR Duration Split

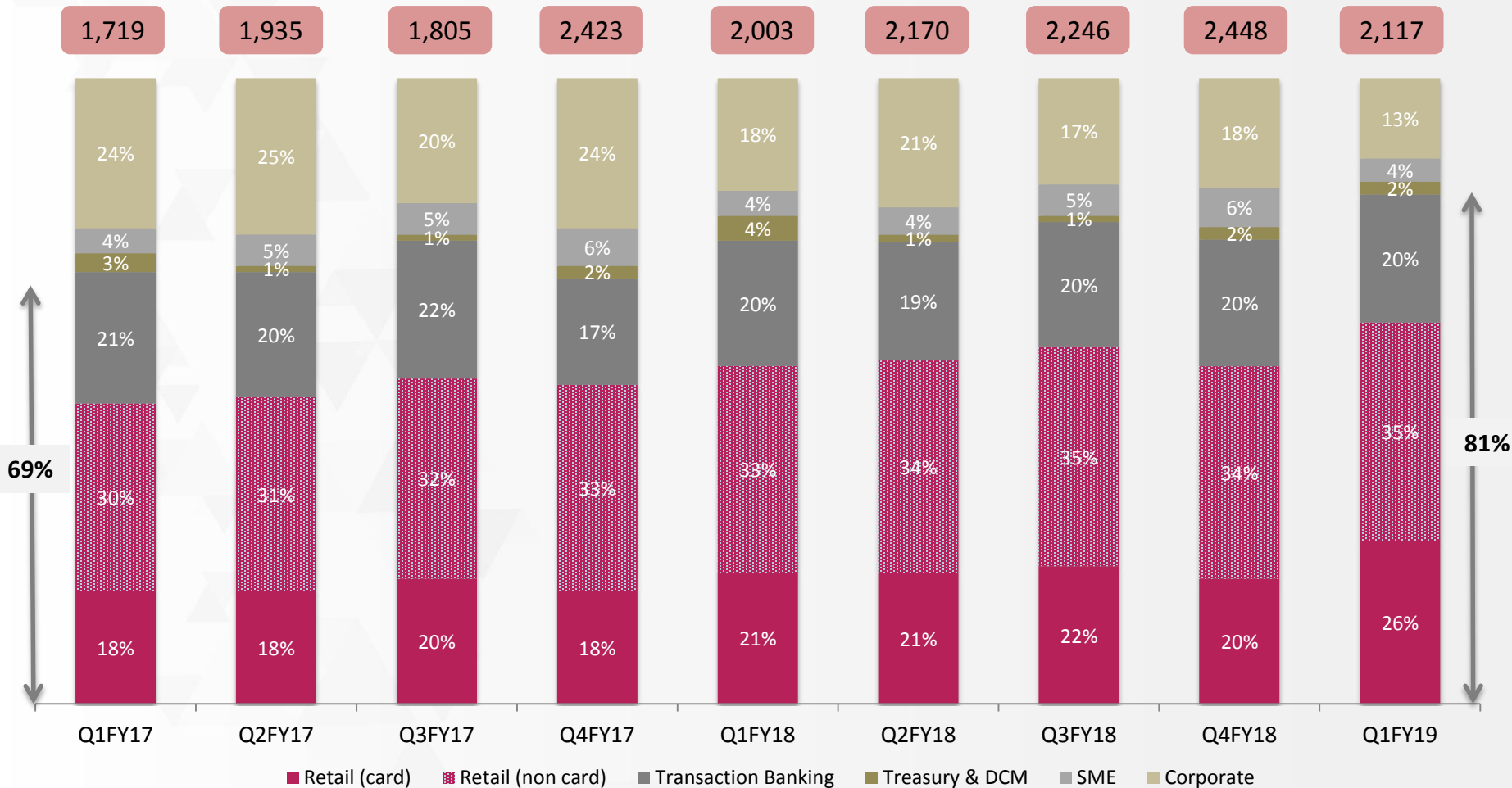


Retail and Transaction Banking now form 81% of the Bank's Fees

All figures in ₹ Crores

Fee Composition*

6% YOY



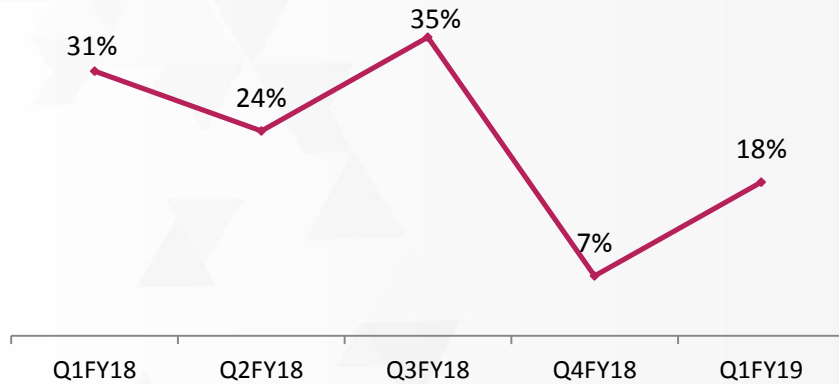
*There has been reclassification of certain segments from Transaction Banking to Retail. Accordingly the figures for all the prior periods are adjusted to reflect reclassified data

Retail and Transaction Banking Fee growth remains healthy

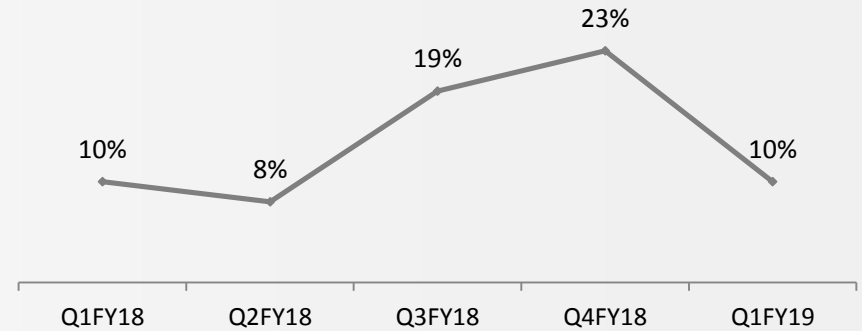
All figures represent YOY growth

Fee Growth (YOY)

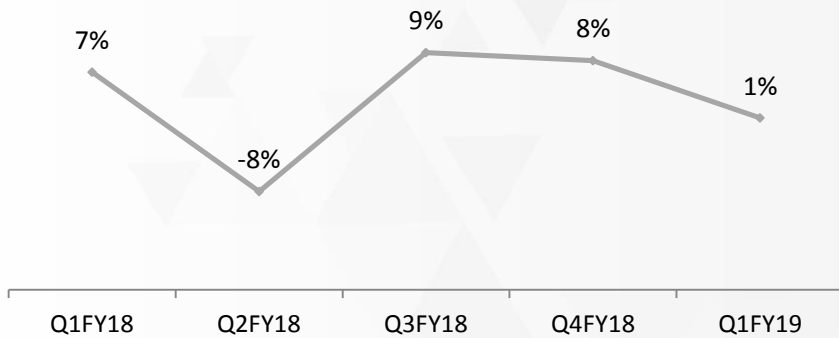
Retail*



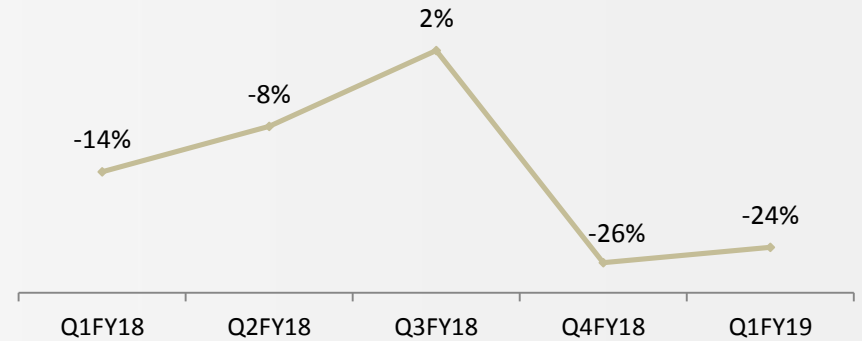
Transaction Banking*



SME



Corporate



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Financial Highlights

Business Segment performance

Asset Quality

Shareholder Returns and Capital Position

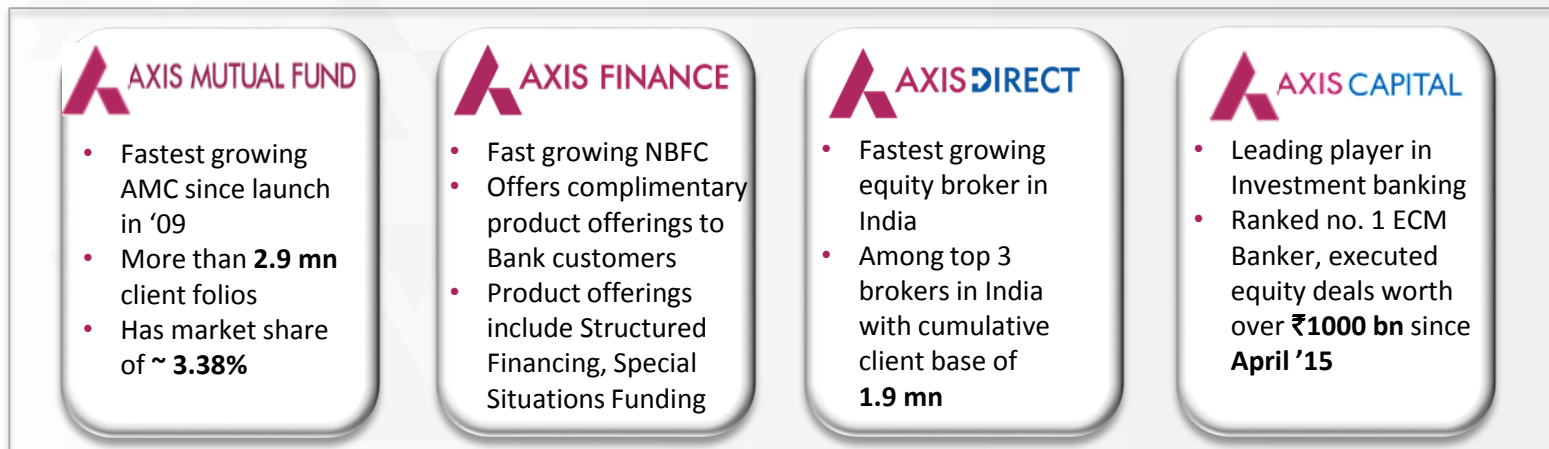
Subsidiaries' Performance

Other important information

The Bank's strengths revolve around four key themes



...with subsidiaries complementing the strategy



Business Performance – Retail

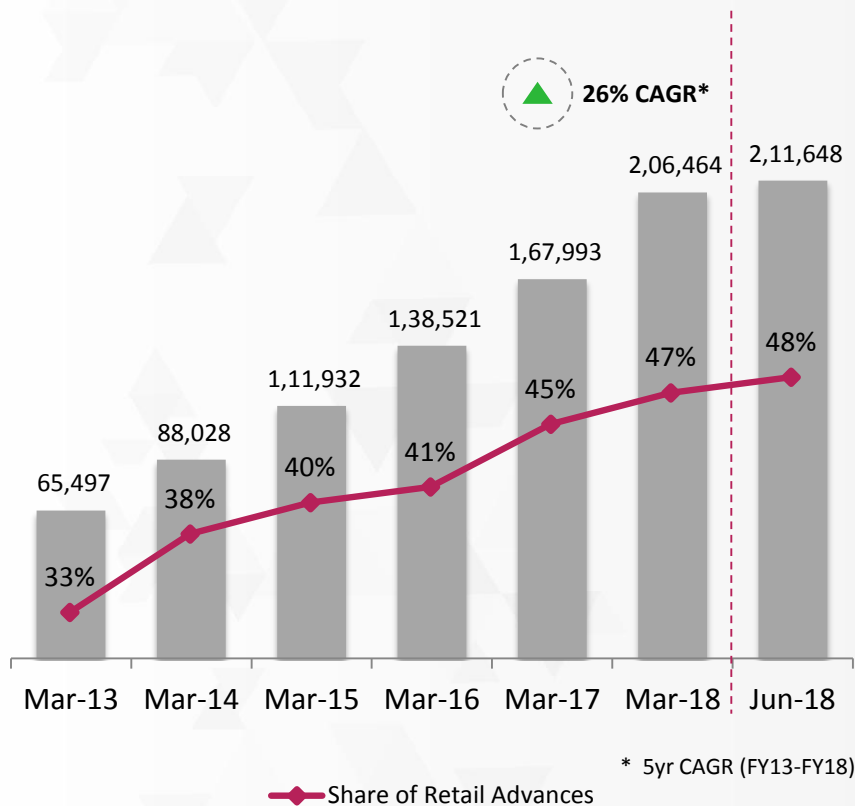
Summary

- Retail Lending has shown strong growth with significant diversification in loan mix over time
- Our identified “new growth engines” continue to drive loan growth
- Analytics and internal customer sourcing are core to our strategy to drive Retail Assets growth
- Granular Retail Fees remain a major revenue driver
- Continue to pursue steady branch expansion strategy with focus on cost optimization
- Axis Bank ranks amongst the most valuable brands in India

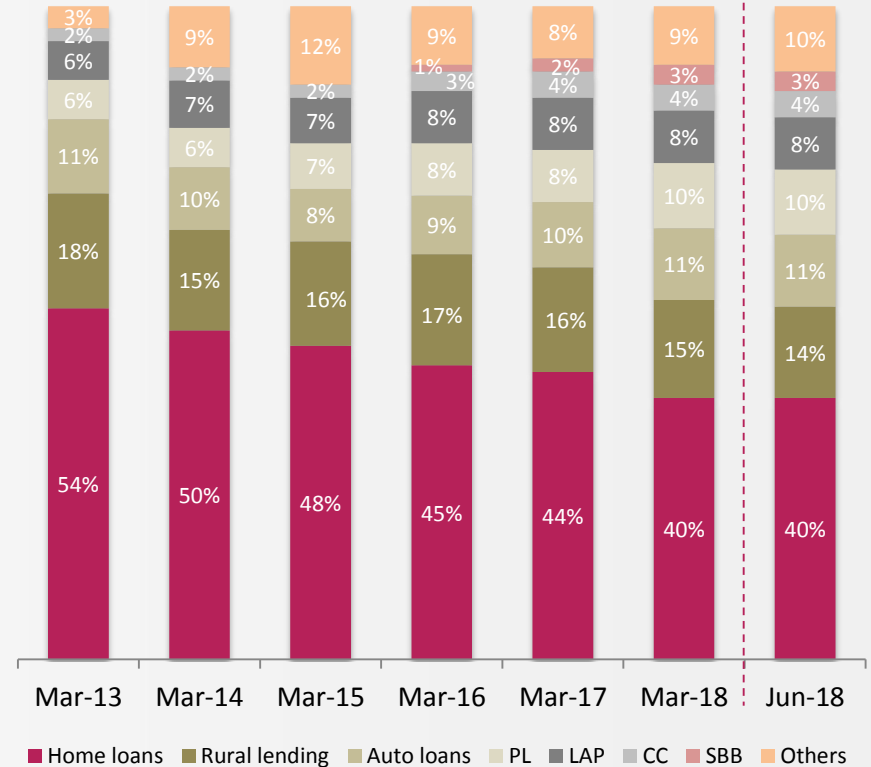
Retail Loans form the largest part of the Bank's loan book and are well diversified

All figures in ₹ Crores

Retail Advances have shown strong growth...



...with significant dispersion in mix over time



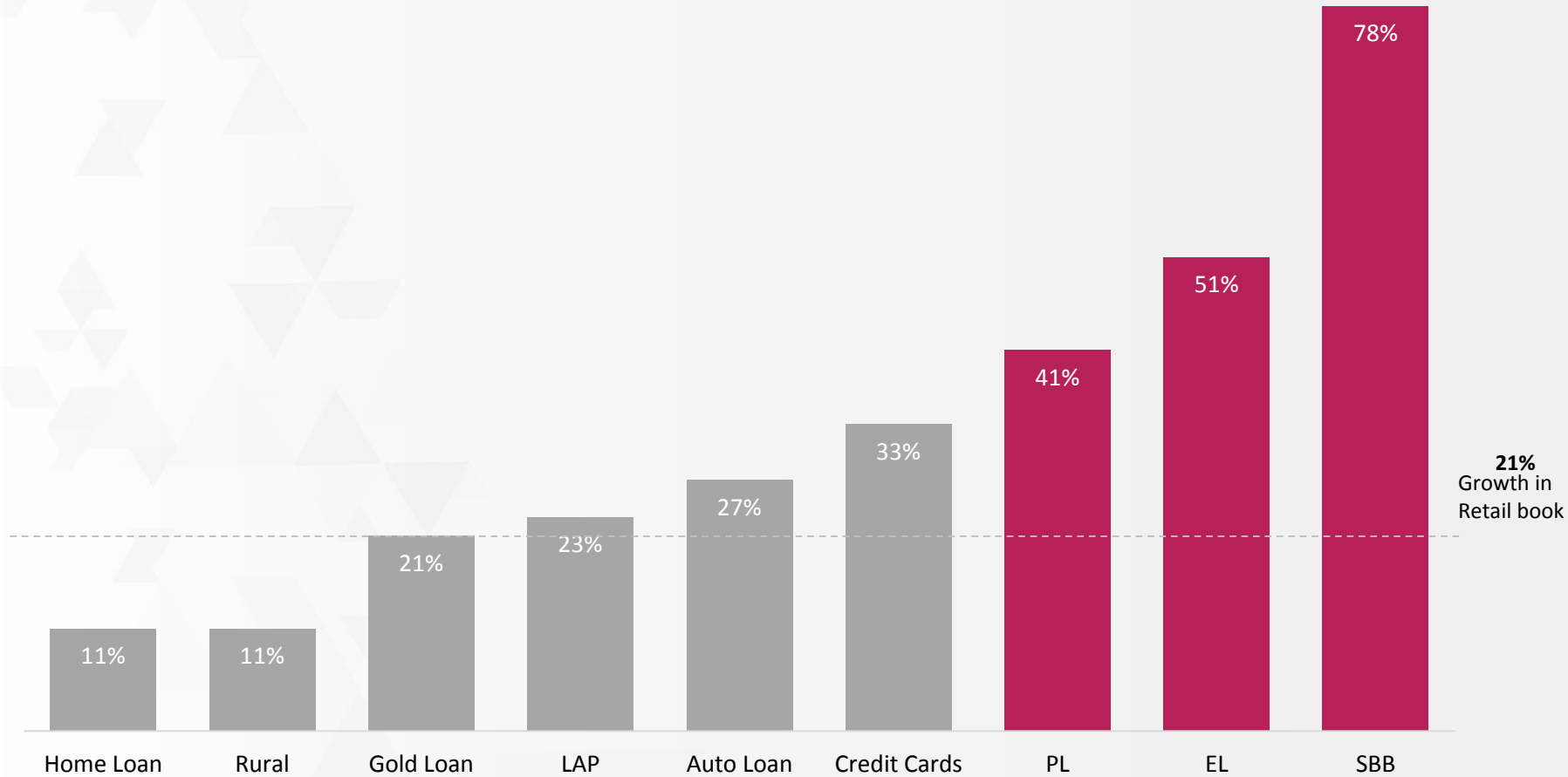
- ▲ Superior growth in Retail loan product distribution achieved by deepening business relationships within existing branches, coupled with expansion in new geographies, where the Bank already had seasoned branches.
- ▲ This strategy was augmented by deep data analytics capabilities, used to identify, market to, and underwrite to the most appropriate pockets of our customer base.

PL – Personal Loan, SBB – Small Business Banking, LAP – Loan against Property, CC – Credit Cards


Our identified “new engines” continue to see disproportionate growth

Sourcing Strategy

- 69% of sourcing in Q1 was from existing customers
- 47% of overall sourcing was through Bank branches



EL – Education Loan, PL – Personal Loan, SBB – Small Business Banking, LAP – Loan Against Property

 New engines of growth

Our premium banking offering 'Burgundy' has witnessed strong growth

We remain a leading player in Wealth Management

Data as at end of Jun'18

Current AUM : ₹122,936 Crores

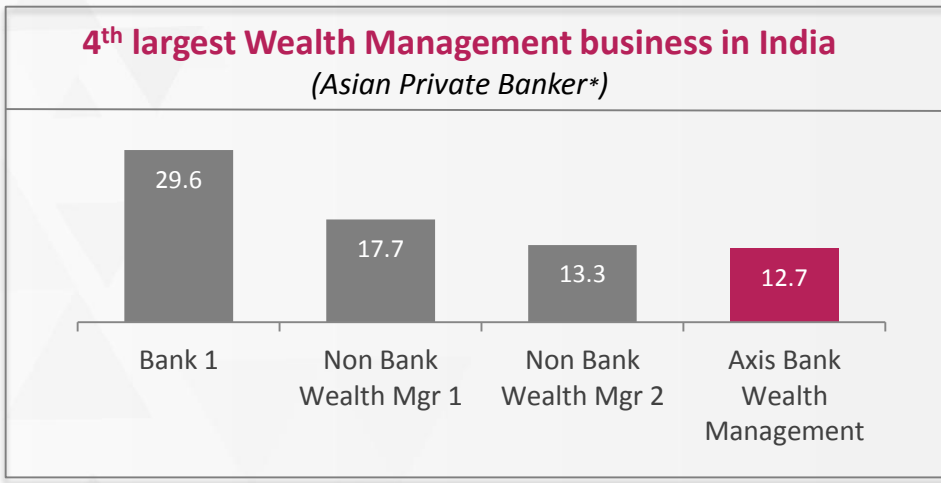
Customer Base : 104,864

Total touch points (RMs & ICs) : 512



Burgundy Performance	FY14-18 CAGR#
AUM#	▲ 45%
Fee Revenue	▲ 55%
Customer Base	▲ 36%
Touch points (RMs & ICs)	▲ 15%

RM – Relationship manager
IC – Investment Counsellor

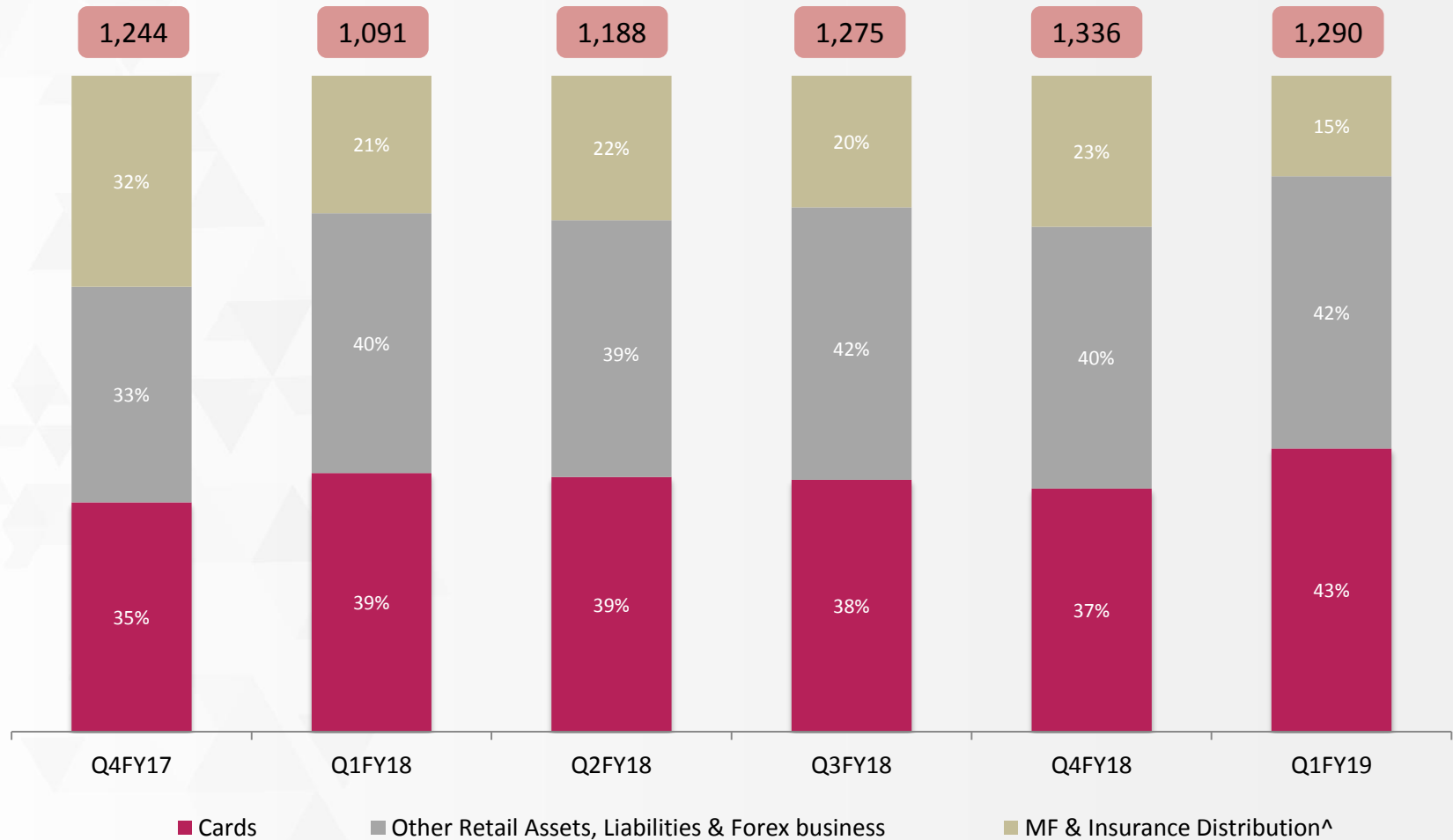


CAGR growth for 2 yrs
* As per their India 2017 AUM League Table in terms of AUM (\$ Bn)

Granular Retail Fees have been a major revenue driver

Card Fees has steadily grown over time in Retail Fee* Mix

All figures in ₹ Crores

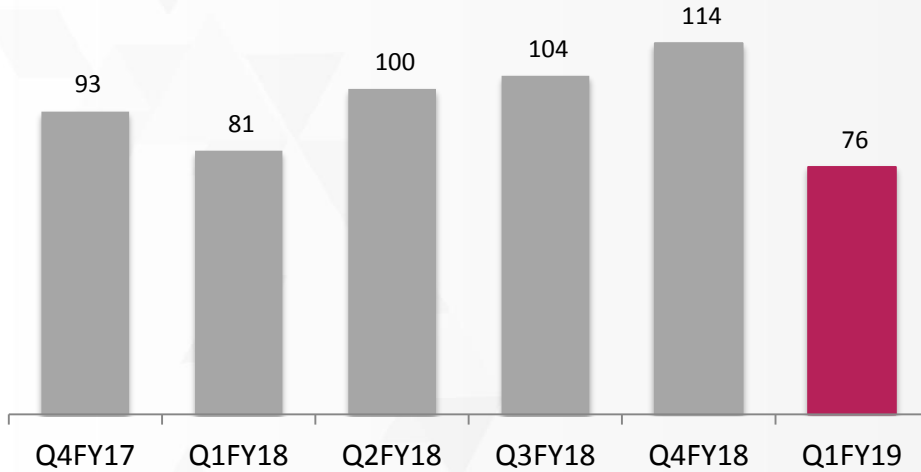


^ Includes distribution fees of others like bonds, gold coins, etc

*There has been reclassification of certain segments from Transaction Banking to Retail. Accordingly the figures for all the prior periods are adjusted to reflect reclassified data

Network expansion continues at a steady pace

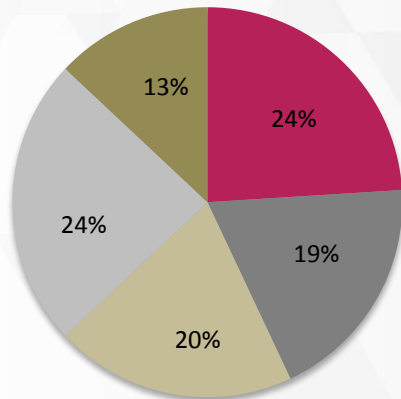
New Branches Opened*



Why are we continuing to invest in Branches?

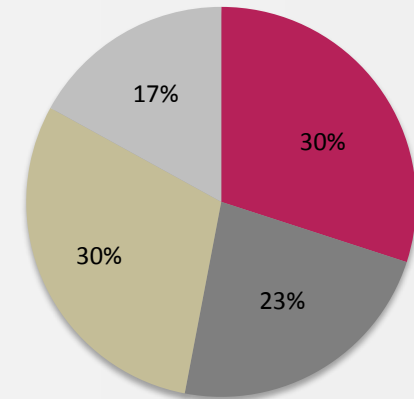
- India continues to be a growth economy
- New customer acquisition is a larger growth driver than deepening of existing customer wallet share
- Physical distribution continues to be central to new customer acquisition (even as transactions and cross-sell have shifted to Digital channels).

Very well distributed branch presence across regions and categories



■ North ■ East ■ West ■ South ■ Central
Geographical distribution based on RBI classification

- Our network has been completely organic, built over last 24 years
- Total no of branches* as on 30th June 2018 stood at **3,779**



■ Metro ■ Urban ■ Semi-Urban ■ Rural

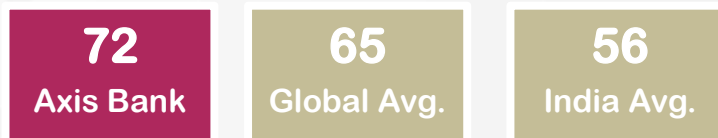
* Includes extension counters

We have created a differentiated identity and are amongst the most valuable Brands in India

Featured amongst Top 10 most valuable brands in India



Ranked #2 on Functionality in Forrester's Mobile Banking Benchmark, 2017 (India Banks)



FORRESTER®

Global Ranking 20 in 2017 vs. 37 in 2016







Business Performance – Digital

Summary

- Digital Payments are a key strategic thrust for the Bank
- We have a strong position across most digital payment products
- We are ranked # 1 in Mobile Banking spends
- Digital channels continue to witness healthy growth
- The Bank has emerged as a leading partnership-driven innovator on payments used cases

We have strong market position across most Digital Payment products

Axis Bank Market Standing Across Products

Product						
	Debit Cards ¹	Credit Cards ²	Mobile Banking ³	Point of Sale Terminals [^]	UPI ⁴	Forex Cards
Market share	7%	12%	17%	16%	10%	47%
Ranking	4 th	4 th	1 st	2 nd		1 st

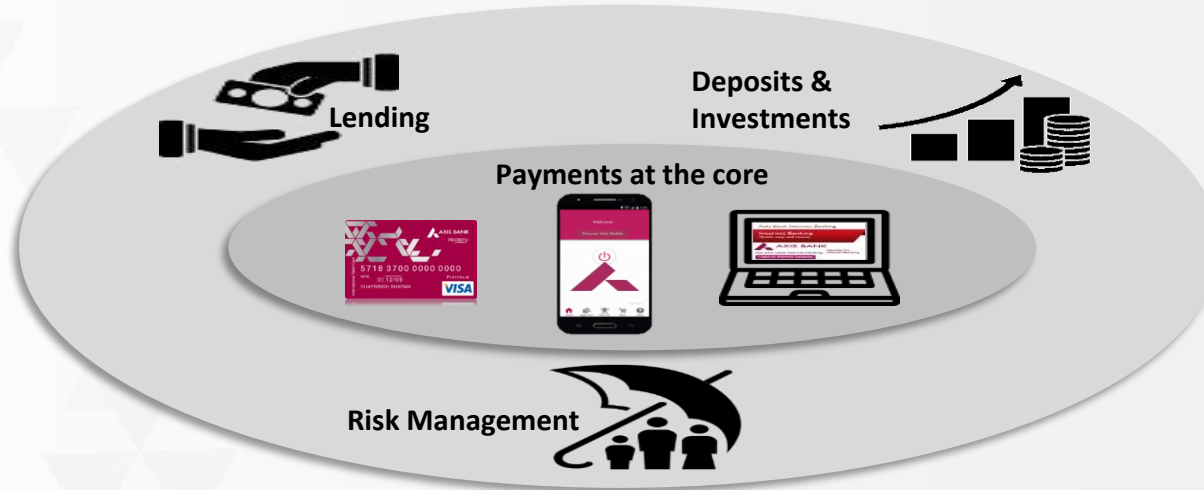
Source: RBI, Internal Data

1 – based on card spends at point of sale terminals ; 2 – based on cards issued (RBI April 2018 data) ^ April 2018 data

3 – based on value (RBI Jan. 2018 data), 4 – ranking data (Q1FY19) on UPI not available from authenticated sources

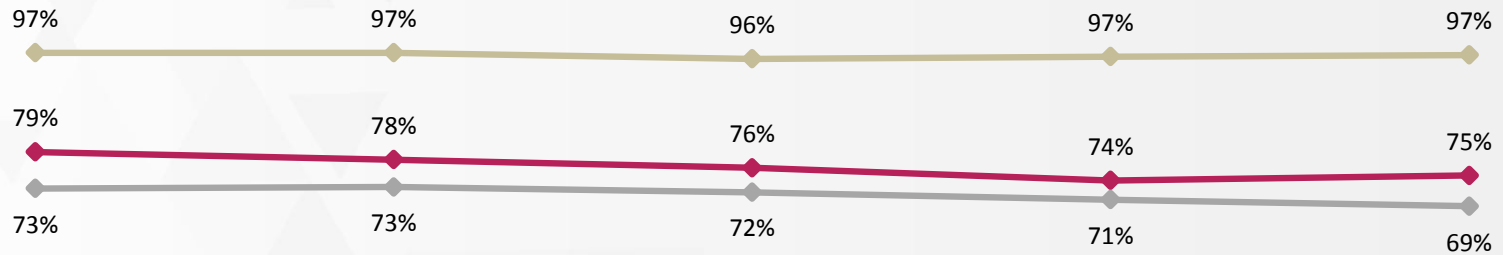
Investments in analytics have helped build and sustain this strong position

Analytics on Payment data has enabled cross-selling of financial and investment products



Cross-sell metrics remain healthy aided by big data led analytics of the known retail customer base

Sourcing from internal customers



Q1FY18

Q2FY18

Q3FY18

Q4FY18

Q1FY19

◆ Personal Loans

◆ Entire Retail book

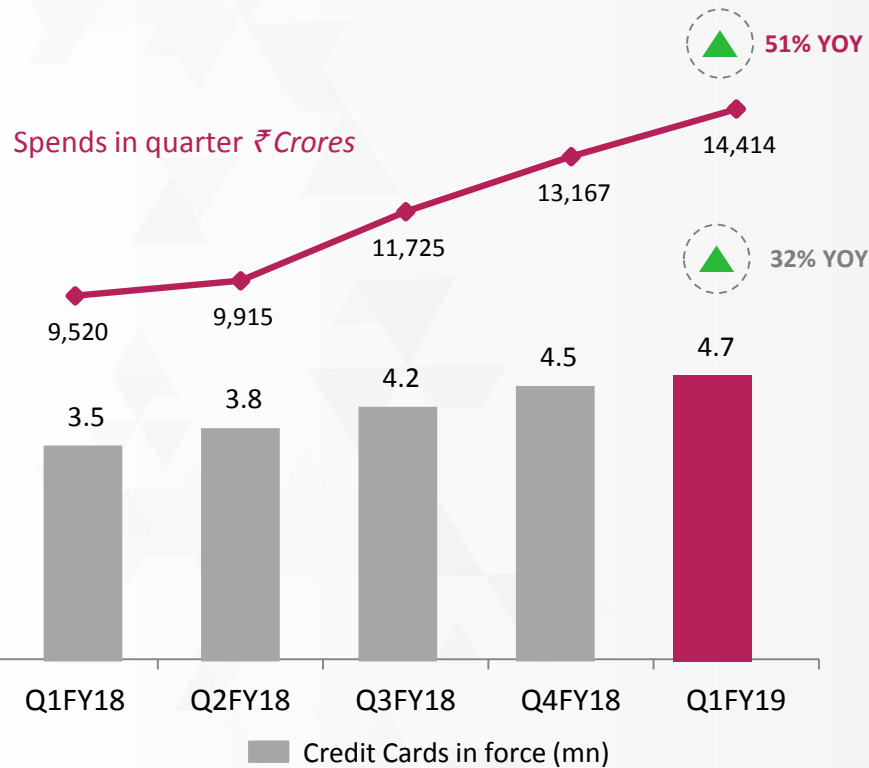
◆ Credit Cards



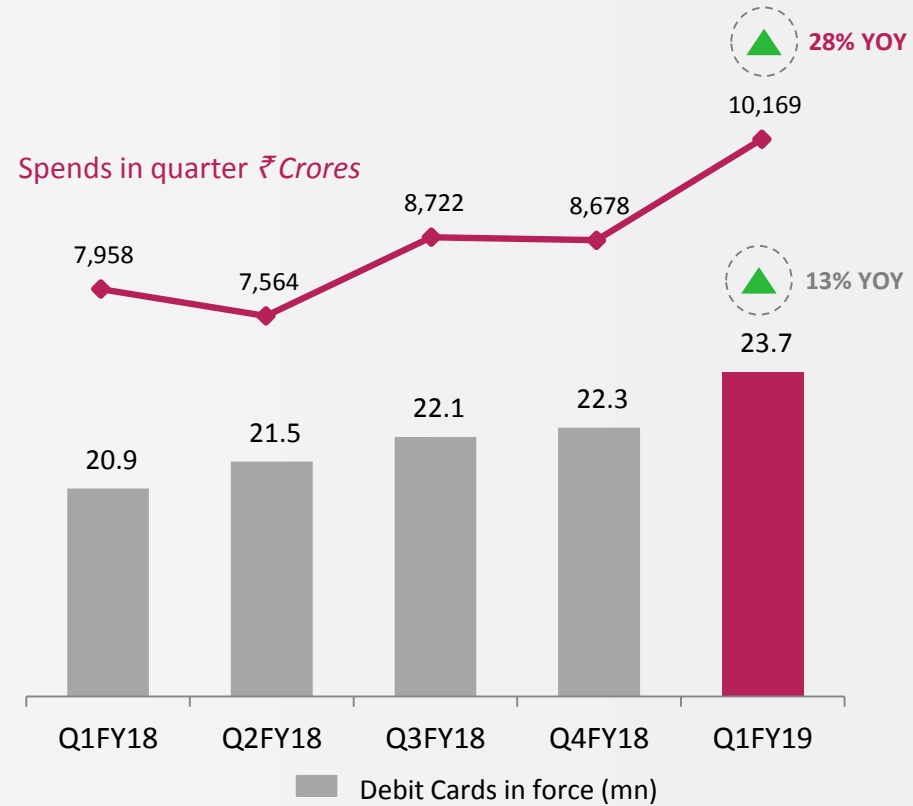
Card Spends continue to show strong growth

All figures in ₹ Crores

Credit Cards




Debit Cards



We are ranked #1 in Mobile Banking spends

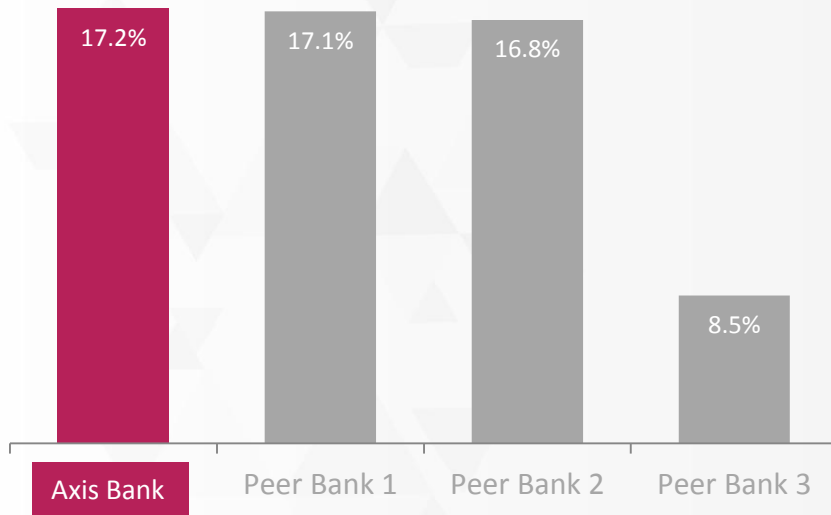
 **42%** of Mobile Banking customers bank only on Mobile App

 **Mobile Banking** logins stand at **9.4 times** of Internet Banking logins



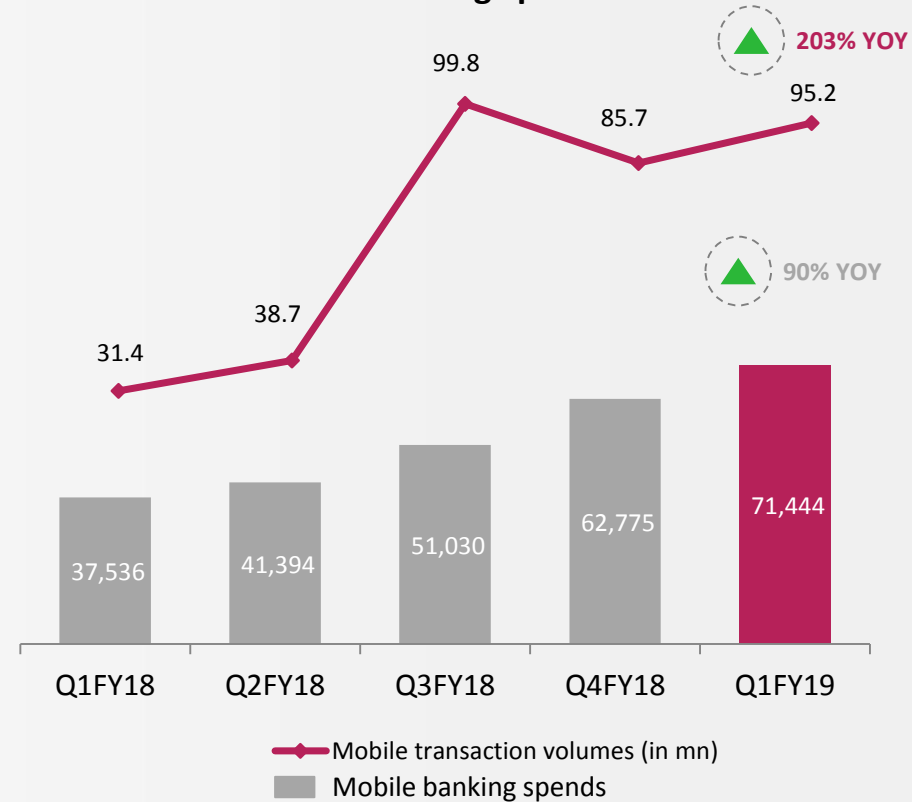
(in ₹ Crores)

Mobile Transactions Market Share by Value



Source: RBI data, January 2018

Axis Bank Mobile Banking Spends and Volumes

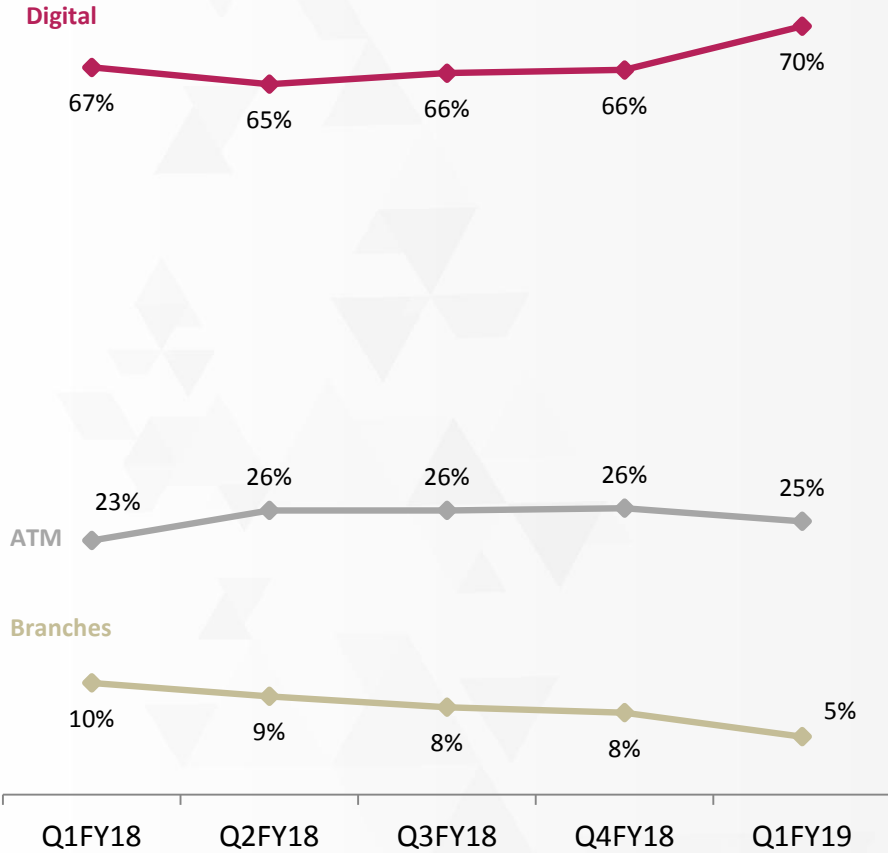


Adoption of digital channels by customers remains robust



58% of Bank's active customers are Digitally active

Transaction Mix*



* Based on all financial transactions by individual customers

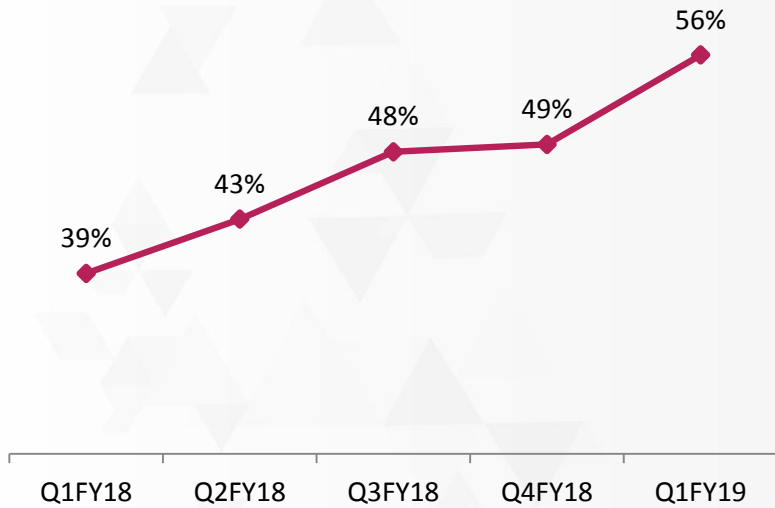
Gap between Digital & ATM transactions has widened



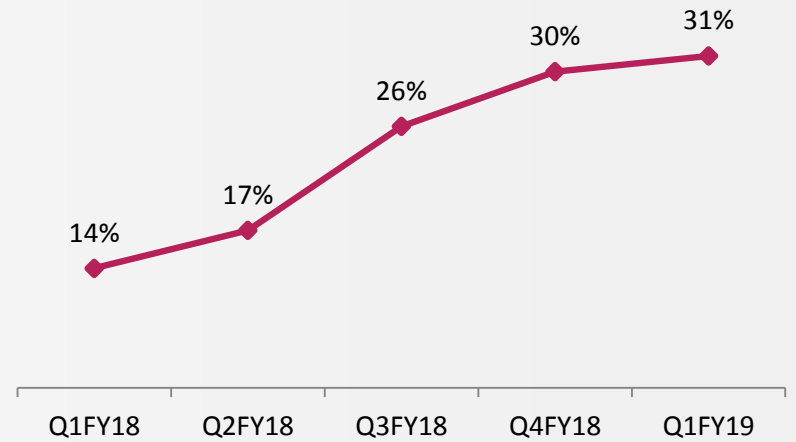
We are increasingly using digital channels to drive business growth



Savings accounts sourced through Tab banking



Personal loan disbursements through Digital channels



Our Online Instant Savings account offering 'ASAP' has seen strong response



Aadhar + PAN + 3 minutes = ASAP Savings Account



- **0.64 mn** ASAP accounts opened since Dec'17
- **0.39 mn** ASAP accounts opened in Q1FY19



- **86%** of ASAP accounts opened in Q1FY19 were New to Bank



- **70%** of customers in the age group of 18-30 years
- **92%** of customers in the age group of 18-40 years



- Customers have opened accounts from over **17,630** pin codes across the country

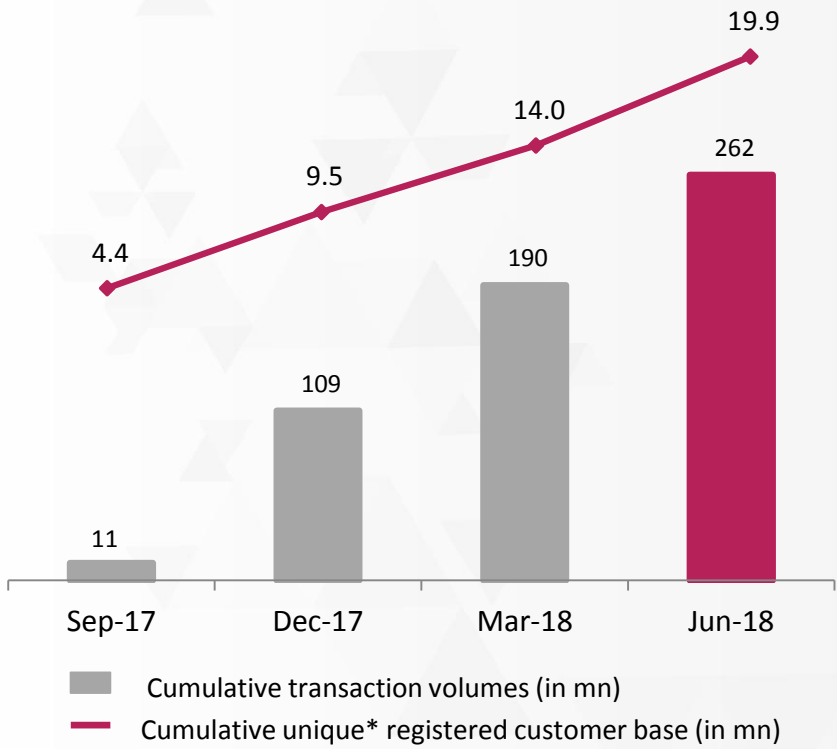


We are leveraging UPI to attract non-Axis Bank customers and broadbase payments

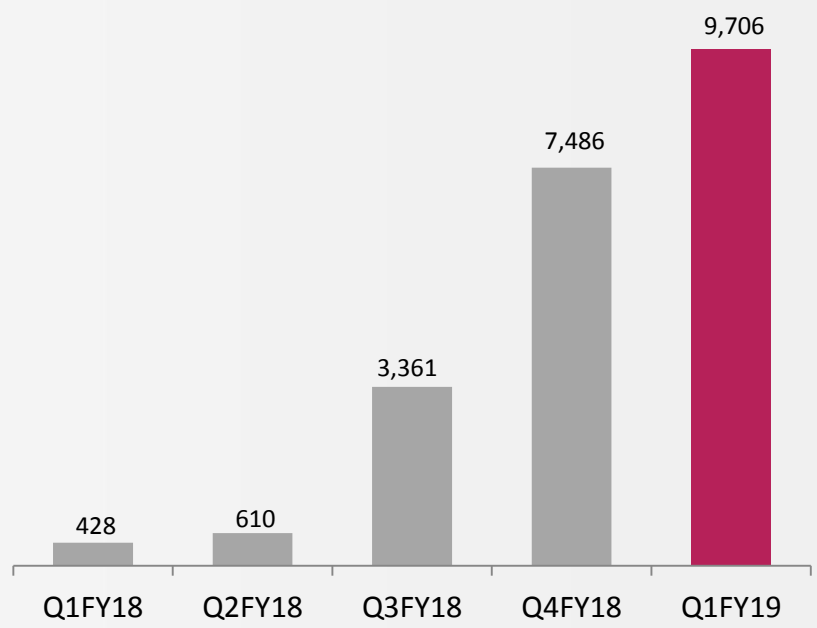
Axis Bank's Progress So Far

- 1 ~14.6 mn VPAs across apps
- 2 ~262 mn transactions#
- 3 ~64,165 merchants on boarded

Trends in Cumulative UPI transaction volumes and registered customer base



Trend in Quarterly UPI transaction value (in ₹ Crores)



* A customer registering once in Axis Pay and once in Google Tez is counted as one user and not 2.

#Debit transactions for Axis Pay, Axis MB UPI, Samsung Pay, Google Tez, Merchant transactions and fulfilment transactions from Tez have been considered.

The Bank has emerged as a leading partnership-driven innovator on payments used cases

Axis AHA



- Launched an AI-led Virtual Assistant to Enhance online customer experience
- Has processed over 0.7 mn conversations, answered over 2.4mn FAQs and transacted over ₹7.4 mn since inception

Axis OK



- No internet connectivity required
- Available in 6 languages
- Get balance and recharge

Samsung Pay



- Enabled for Credit & Debit Card across Visa & Master Card
- 188,000+ registered cards in 16 months
- Users added close to 1.00 million bank accounts using @pingpay VPA

KMRL Axis Bank 'Kochi1' Card



- Automated Fare Collection system
- 1st time "open loop" smart cards used in metro

Axis Bank BMTC Smart Card



- India's first prepaid transit card with acceptability at merchant outlets for shopping
- Over 138,064+ cards issued till date

Ripple-powered Instant Payment Services



- Uses Ripple's enterprise blockchain technology
- Makes international remittances faster and transparent for customers

KMRL - Kochi Metro Rail Corporation , BMTC - Bangalore Metropolitan Transport Corporation

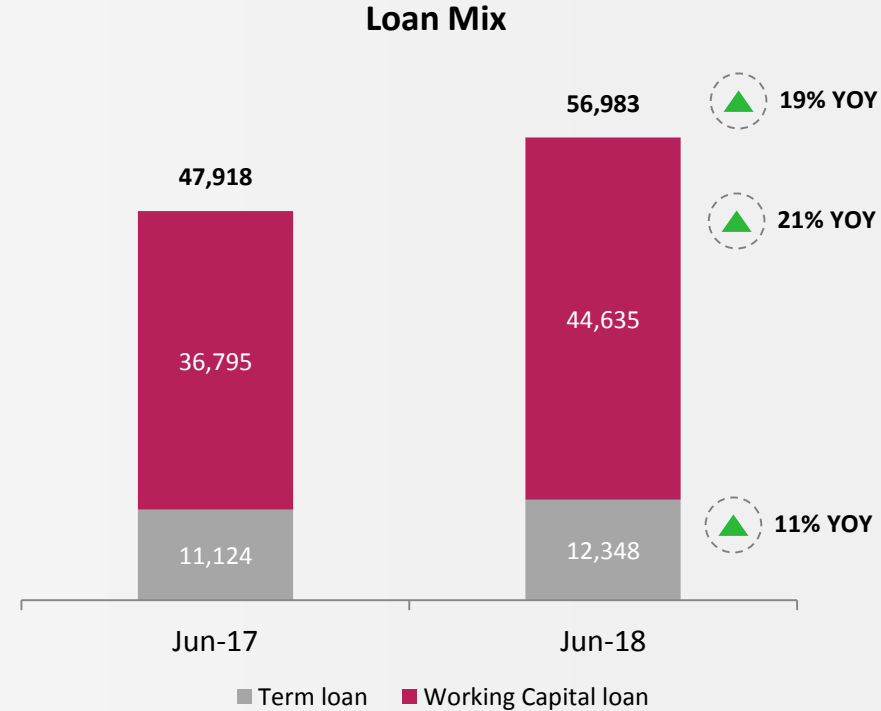
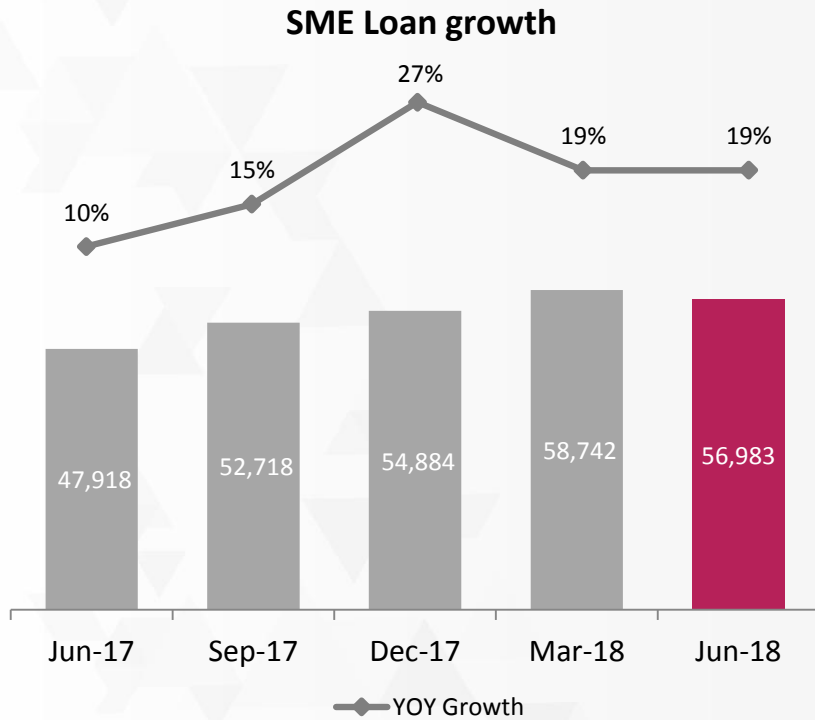
Business Performance - SME

Summary

- SME loan growth continues to improve further
- Focus remains on building a high rated SME Book

SME loan growth continues to remain strong

All figures in ₹ Crores

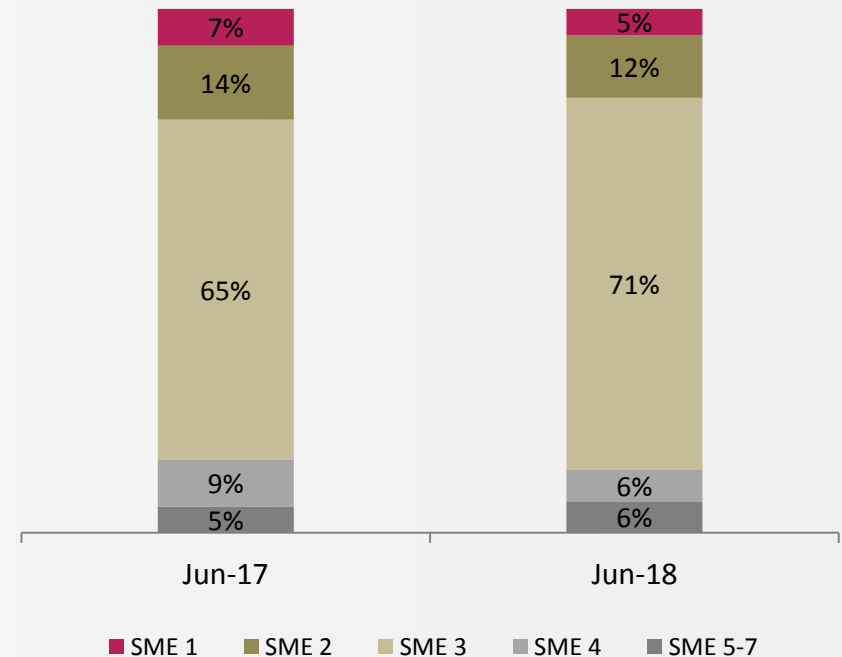


- Our SME business is divided into 3 business verticals: Medium Enterprises Group (MEG), Small Enterprises Group (SEG) and Supply Chain Finance (SCF)
- The Bank extends Working Capital, Term Loan, Trade Finance, Bill / Invoice Discounting and Project Finance facilities to SMEs.

Focus remains on building a high rated SME book

- Our SME segment continues to focus towards lending to the Priority sector.
- The Bank's SME Awards event "SME 100" acknowledges the best performers in the SME segment. It is aligned with the Government's Make in India, Skill India and Digital India initiatives.
- The Bank's 4th edition of SME Knowledge Series 'Evolve' brought forward owners of successful family businesses to share managerial insights that can help SMEs

88% of SME exposure* is rated at least 'SME3'



* Only includes standard exposure

Business Performance - Corporate

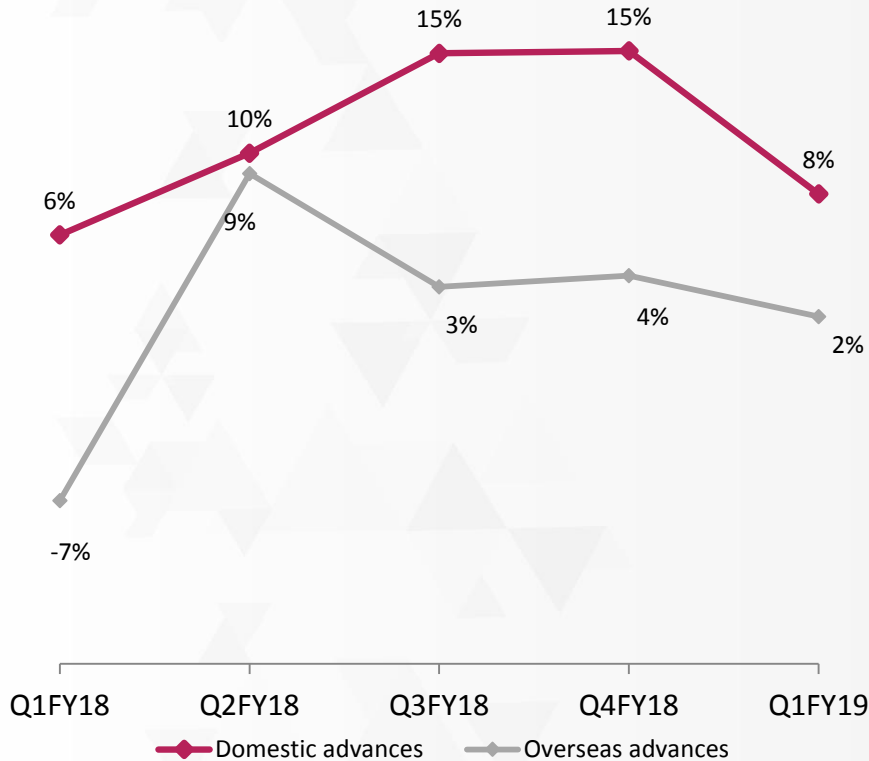
Summary

- Corporate loan growth driven by domestic working capital loans
- Continued increase in share of transaction banking revenues
- Significant reduction in concentration risk with incremental sanctions to better rated corporates
- Leadership in DCM places us well to benefit from vibrant corporate bond markets

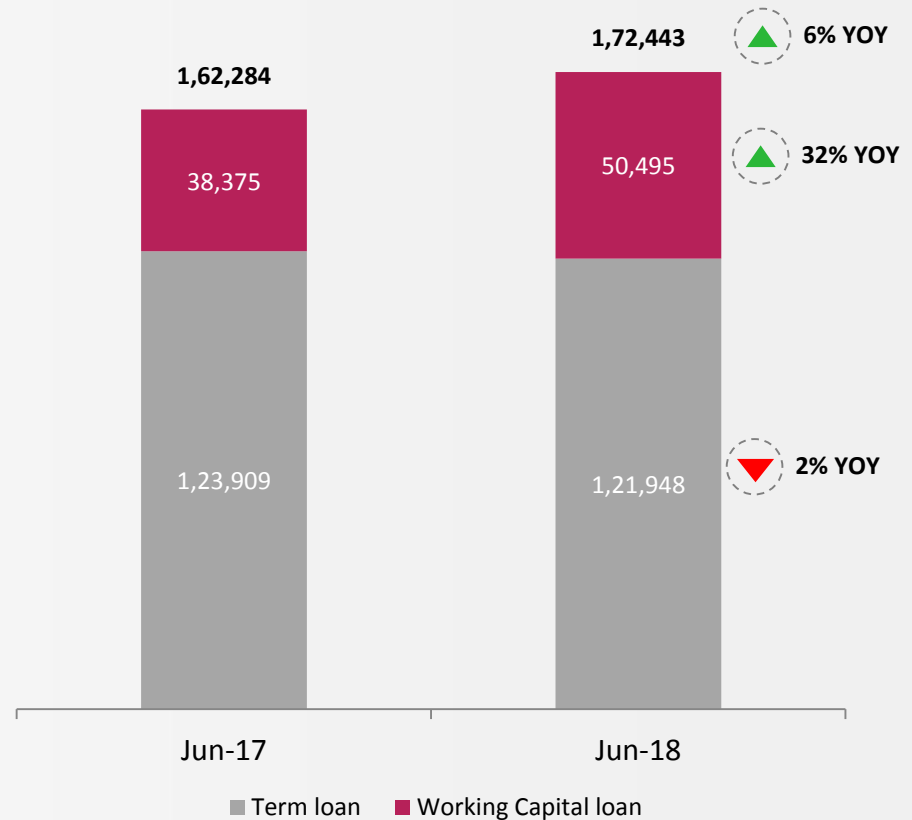
Corporate loan growth driven by Working Capital loans...

All figures in ₹ Crores

Trend in domestic and overseas corporate loan growth (YOY)



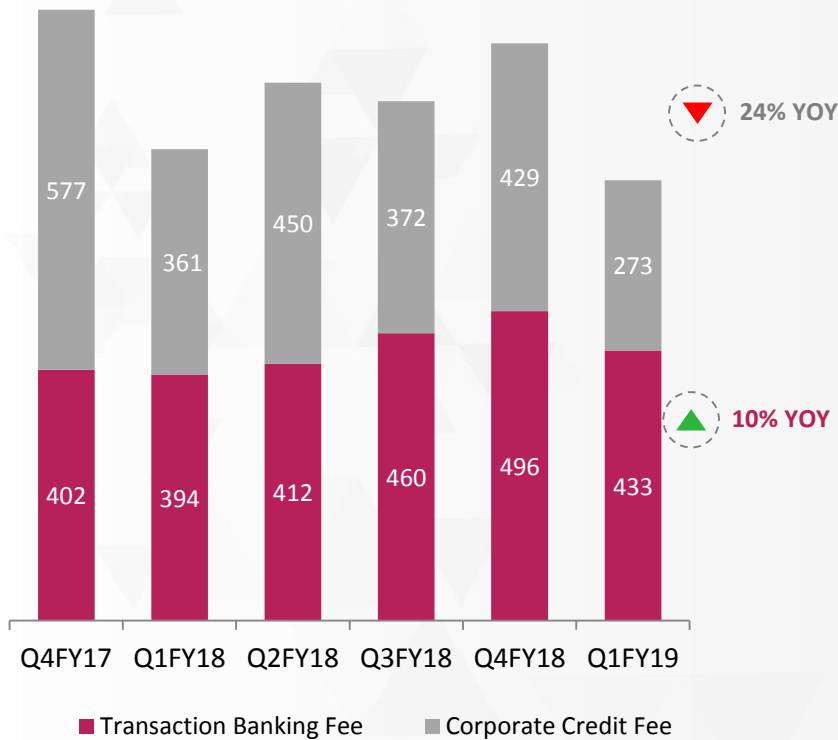
Working Capital loan growth has been strong



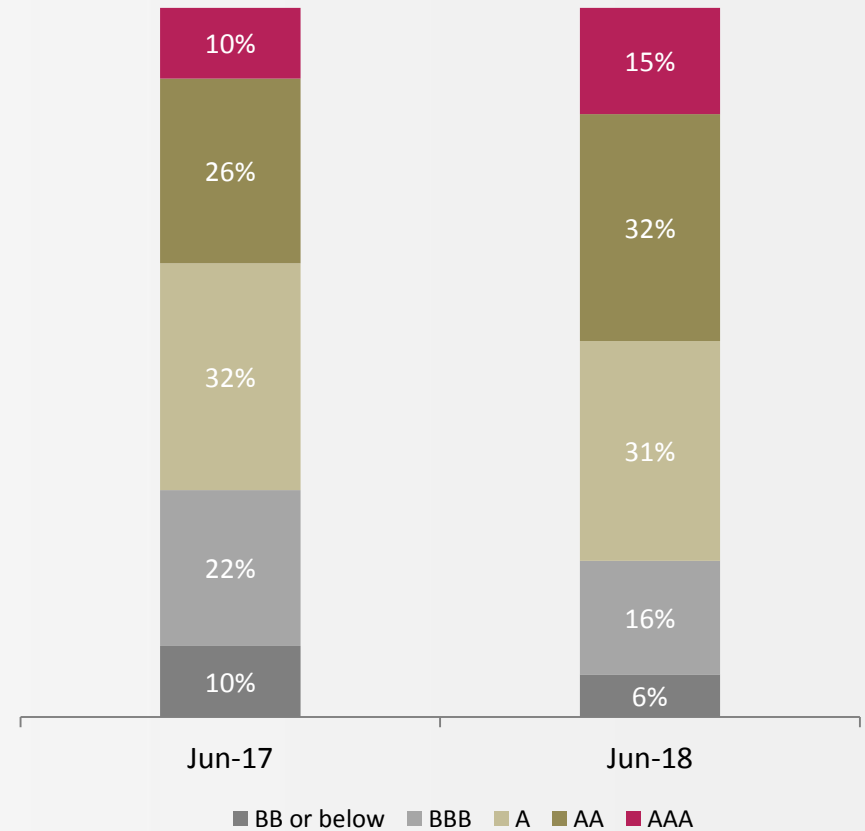
...resulting in transaction based business to better rated corporates

All figures in ₹ Crores

Steady growth in Transaction Banking fees



78% of corporate exposure* is rated 'A' or better

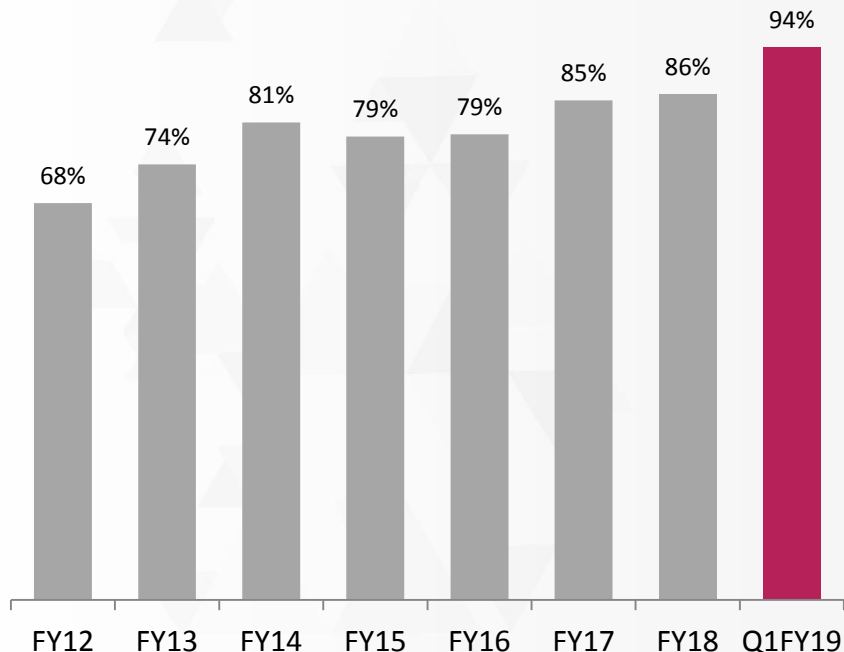


* Only includes standard exposure

Significant reduction in concentration risk with incremental sanctions to better rated corporates

Incremental sanctions have been to better rated corporates

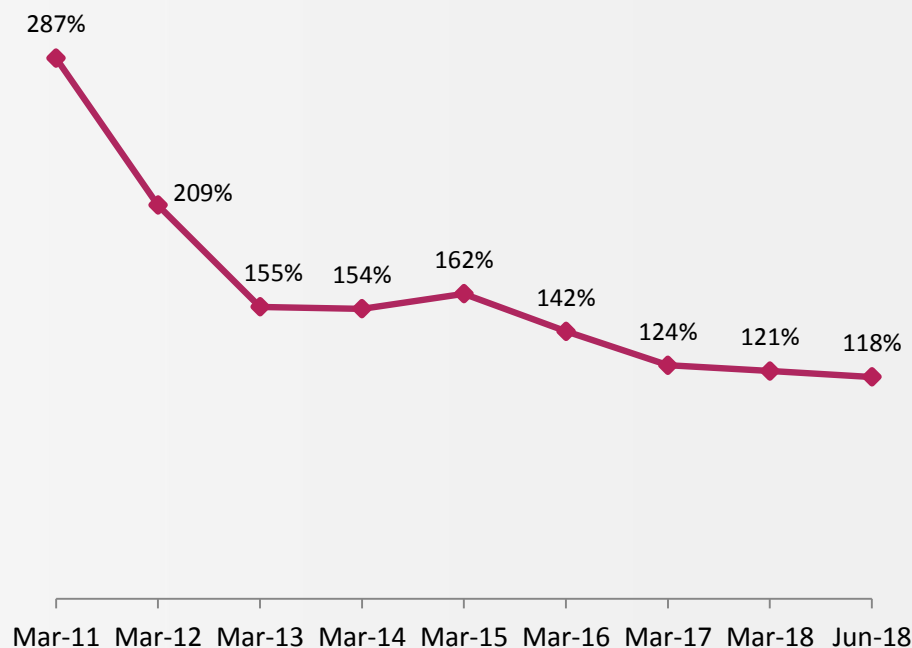
Percentage of sanctions rated A- & above



Incremental sanctions to corporates rated A- and above remain above last 3 year average levels of 80-85%

Concentration Risk is reducing

Exposure to Top 20 single borrowers as a % of Tier I Capital

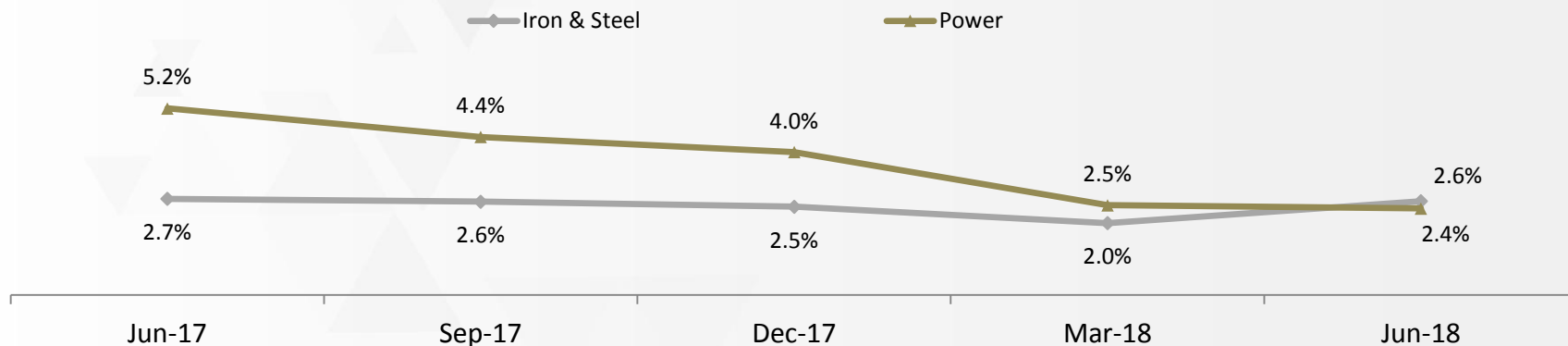


Industry-wise Distribution (Top 10)

All figures in ₹ Crores

Rank	Outstanding ¹ as on June 2018 Sectors	Fund-based Exposure		Non-fund based Exposure		Total Exposure	
		Value	(in % terms)	Value	(in % terms)	Value	(in % terms)
1.	Financial Companies ²	38,401	9.00%	18,152	15.40%	56,553	10.39%
2.	Engineering & Electronics	10,818	2.54%	23,199	19.68%	34,017	6.25%
3.	Infrastructure Construction ³	13,034	3.06%	11,450	9.71%	24,484	4.50%
4.	Petroleum & Petroleum Products	5,962	1.40%	13,960	11.84%	19,922	3.66%
5.	Trade	13,591	3.19%	3,488	2.96%	17,079	3.14%
6.	Real Estate	14,586	3.42%	930	0.79%	15,516	2.85%
7.	Iron & Steel	9,476	2.22%	4,753	4.03%	14,229	2.61%
8.	Telecommunication Services	5,830	1.37%	8,339	7.07%	14,169	2.60%
9.	Power Generation & Distribution	9,893	2.32%	3,216	2.73%	13,109	2.41%
10.	Other Metal & Metal Products	10,662	2.50%	1,912	1.62%	12,574	2.31%

Concentration¹ to stressed sectors



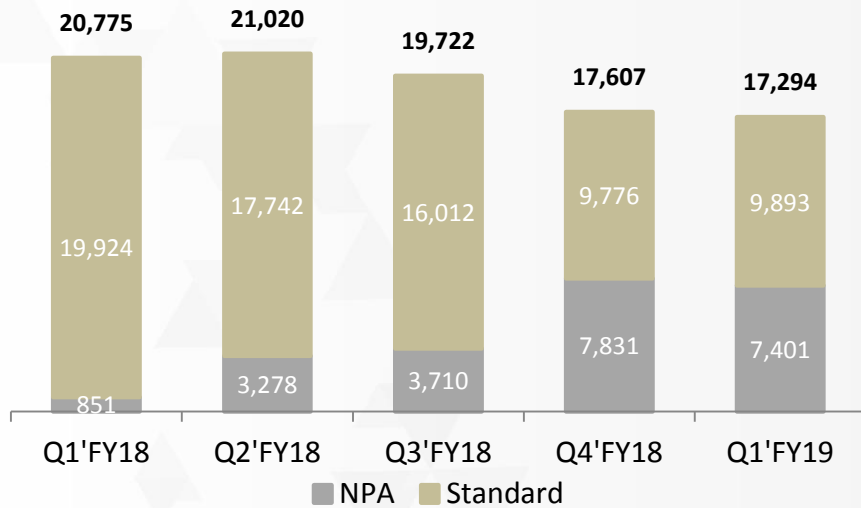
¹ Figures stated represent only standard fund and non-fund based outstanding across all loan segments

² Includes Housing Finance Companies and other NBFCs

³ Financing of projects (roads, ports, airports, etc.)

Power Sector portfolio

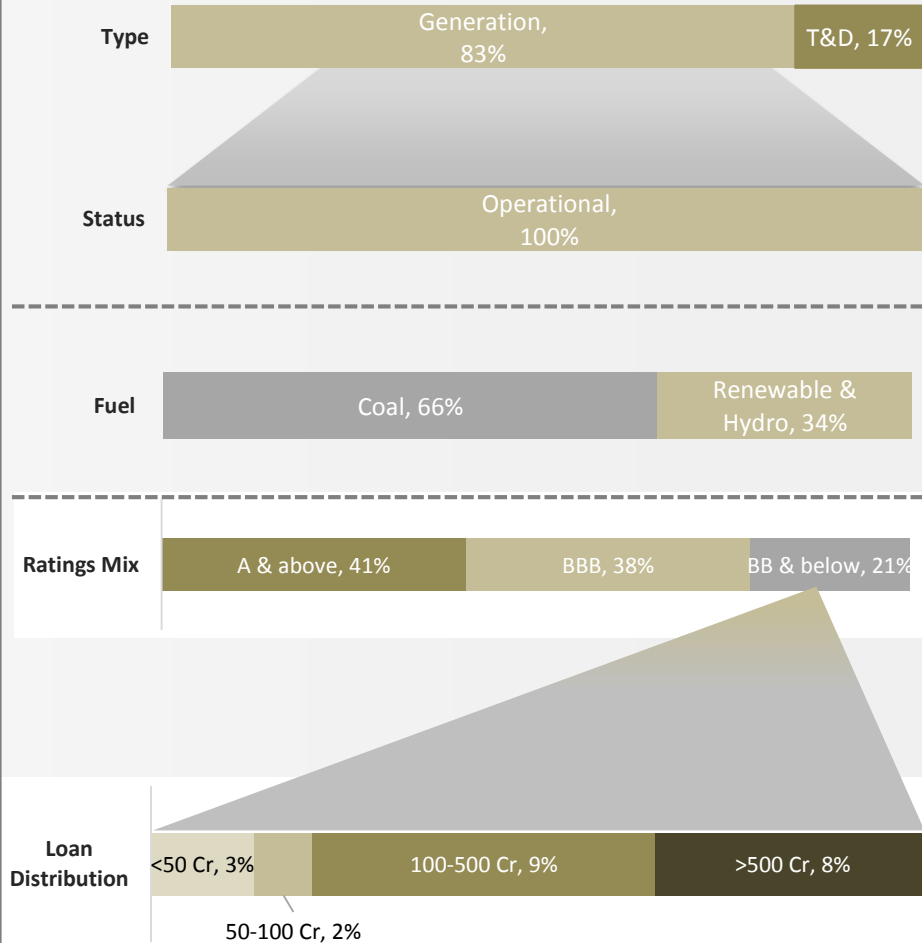
Power Sector Advances



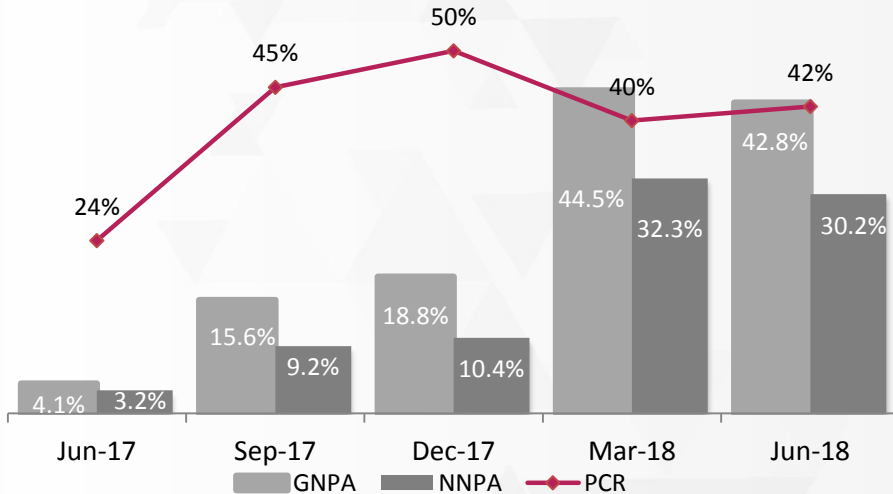
All figures in ₹ Crores

Standard Book Details

(As on June 30, 2018)



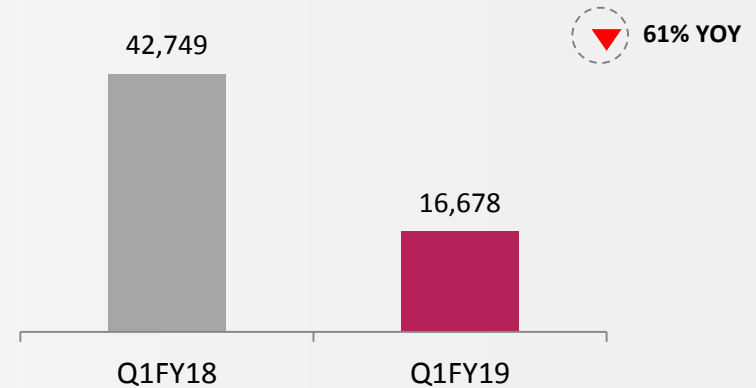
Power Sector - Asset Quality metrics



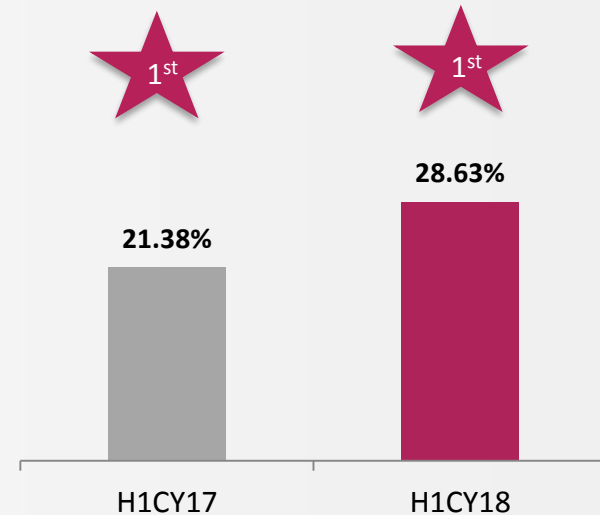
We remain well placed to benefit from a vibrant Corporate Bond market

All figures in ₹ Crores


Placement & Syndication of Debt Issues





Market share and Rank*




*As per Bloomberg League Table for India Bonds

 **Ranked No. 1 arranger** for rupee denominated bonds as per Bloomberg for first half of calendar year ended 2018.

 **Ranked No. 1 arranger** for rupee denominated bonds as per Bloomberg for 11 consecutive years now

 **Ranked No. 1 mobilizer** as per PRIME Database for financial year 2018.

 Bank has been awarded Best DCM House 2018 by Finance Asia

Financial Highlights

Business Segment performance

Asset Quality

Shareholder Returns and Capital Position

Subsidiaries' Performance

Other important information

Asset Quality

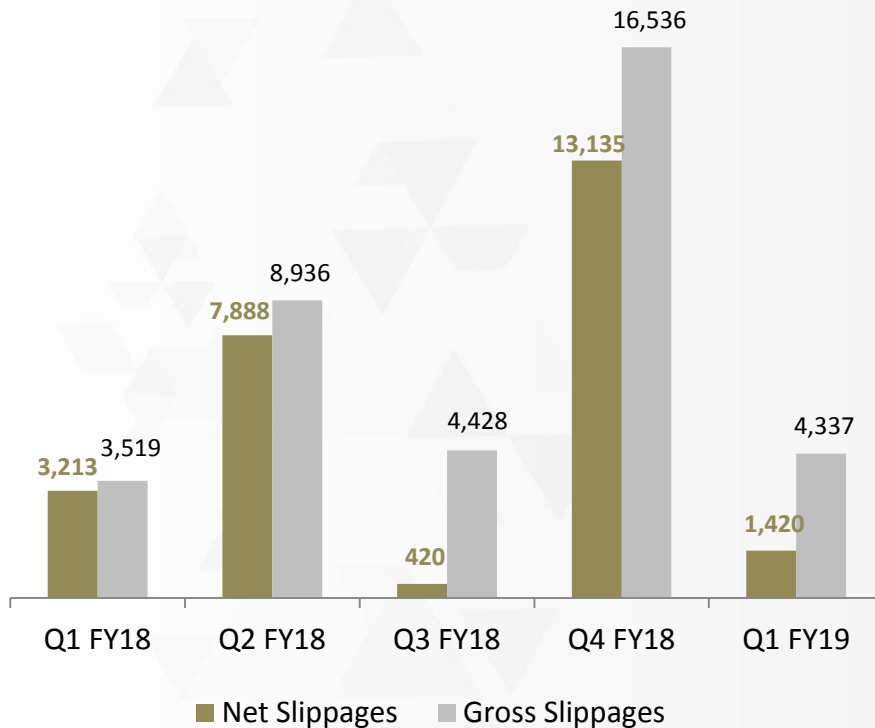
Summary

- Slippages have moderated from the high levels seen in Q4'FY18
- Corporate slippages continue to come largely from the low rated pool of stressed accounts
- Gross and Net NPA ratios have declined
- The Bank has increased PCR by 400 bps to 69% during the quarter

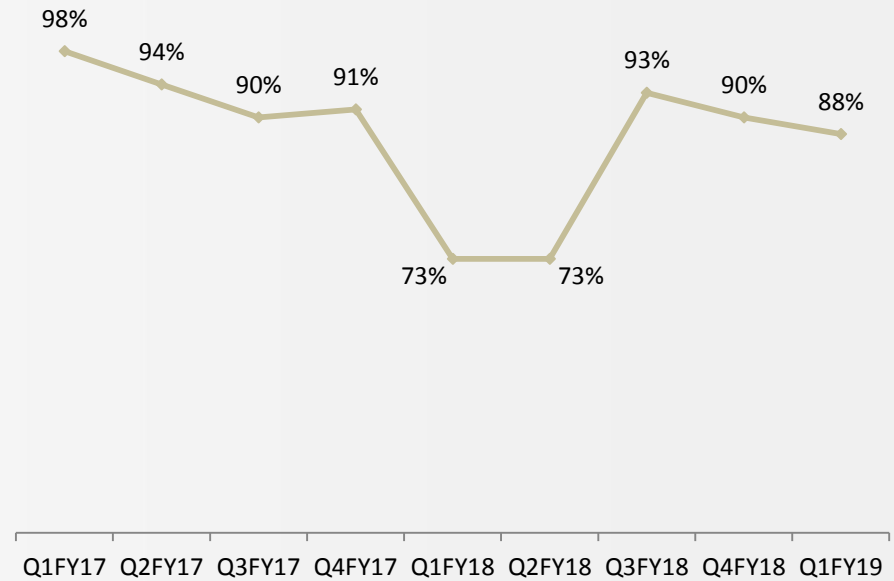
Slippages have moderated from the high levels of Q4'FY18

All figures in ₹ Crores

Gross & Net Slippages have come off Q4 peaks

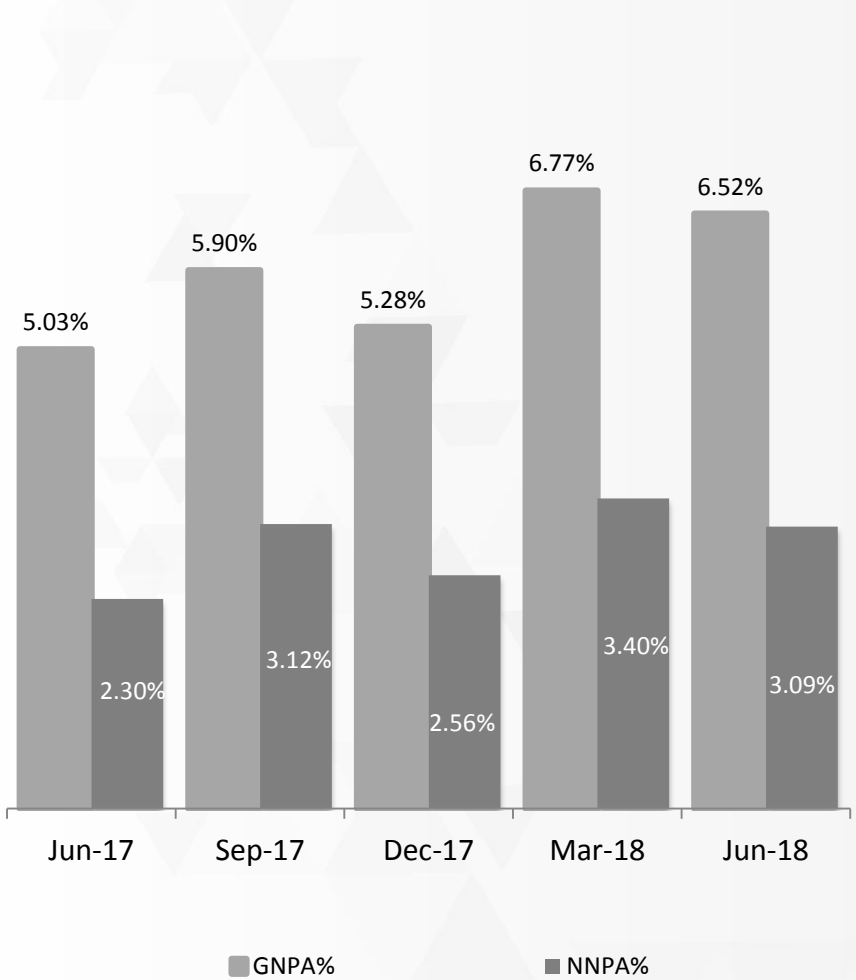


New NPA formation in Corporate continues to be from BB & Below pool

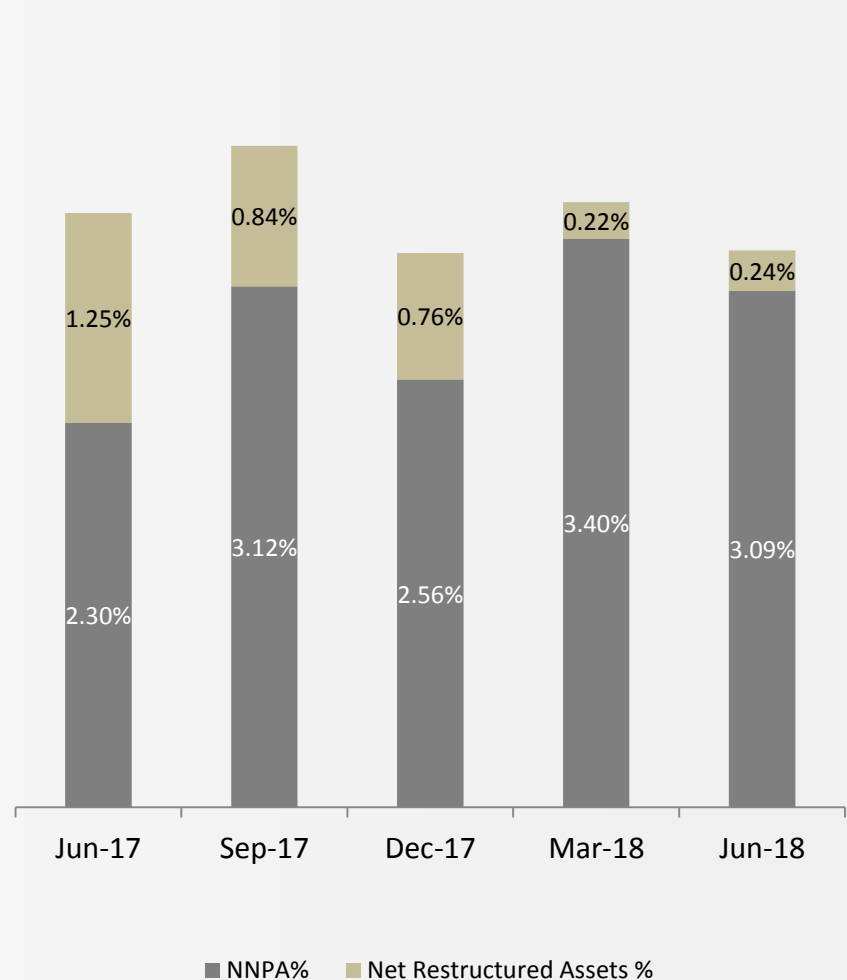


Net NPA + Net Restructured assets ratio remains stable

Gross and Net NPA ratio



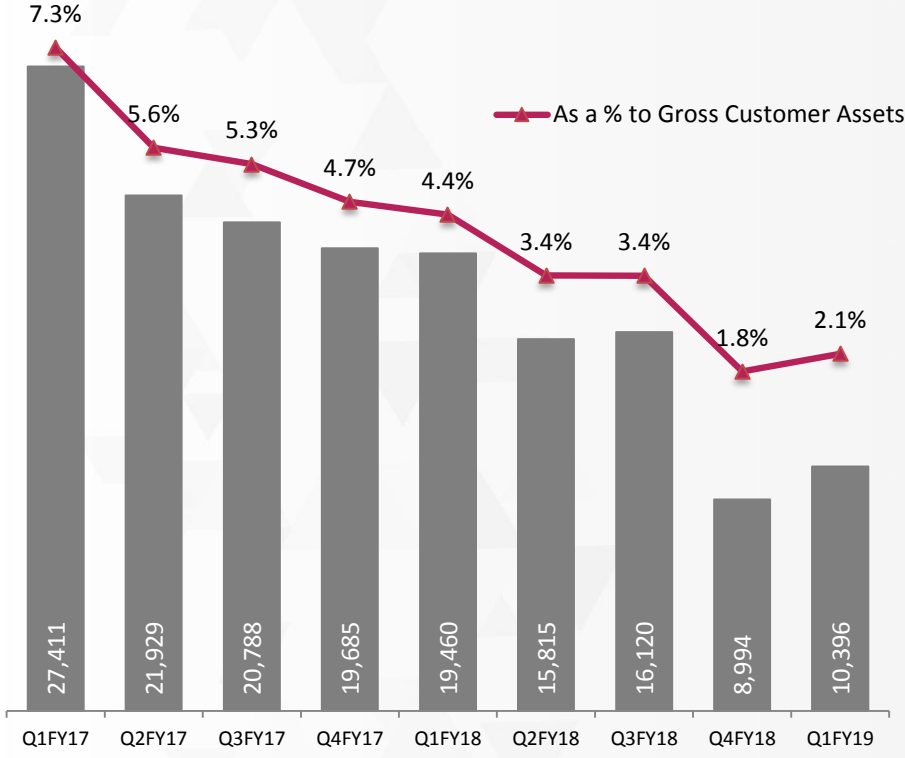
Net NPA + Net Restructured Assets ratio



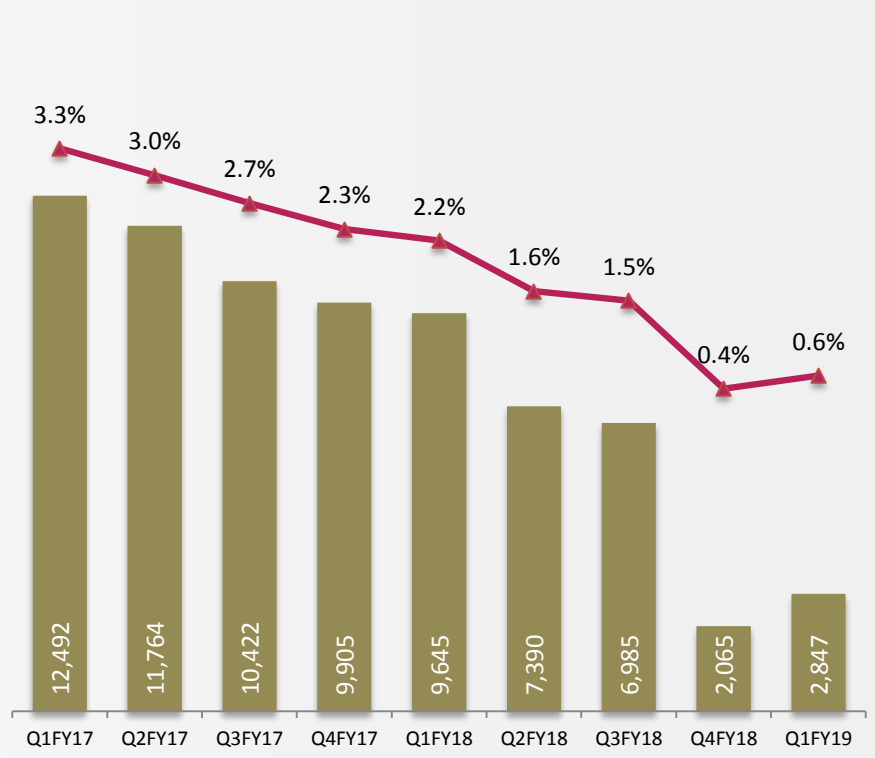
The pool of vulnerable assets has reduced significantly

All figures in ₹ Crores

Low Rated Corporate portfolio (BB and Below)



Outstanding under restructuring dispensations*



• With this quarter's downgrades into BB & Below, we believe the rating downgrade cycle is now normalised.

Size of 'BB and Below' portfolio reflects cumulative impact of Rating Upgrades / Downgrades and Slippages from the pool.

*Includes Restructured Corporate Accounts, SDR, S4A, 5:25, etc

Vulnerable pool in the non-NPA portfolio has reduced substantially from peak level

All figures in ₹ Crores

	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18	Q1FY19
<i>Net Customer Assets (NCA)</i>	3,70,526	3,83,987	3,79,853	4,09,708	4,25,355	4,50,854	4,60,164	4,87,979	4,82,832
Stress already recognized as NPA									
Gross NPA	9,553	16,379	20,467	21,280	22,031	27,402	25,001	34,249	32,662
Provisions held (incl FITL)	5,543	8,618	12,172	12,654	12,265	13,350	13,231	17,657	17,760
Net NPA	4,010	7,761	8,295	8,627	9,766	14,052	11,769	16,592	14,902
Net NPA %	1.10%	2.00%	2.20%	2.10%	2.30%	3.10%	2.60%	3.40%	3.09%
Vulnerable pool in non-NPA book									
Total vulnerable pool* <i>(adjusted for overlaps)</i>	33,468	26,858	23,545	20,761	21,560	17,442	17,457	9,106	12,236
Provisions held	568	679	614	835	747	884	825	245	276
Net Outstanding	32,901	26,180	22,931	19,926	20,813	16,558	16,632	8,861	11,960
Vulnerable pool to net customer assets	8.9%	6.8%	6.0%	4.9%	4.9%	3.7%	3.6%	1.8%	2.5%

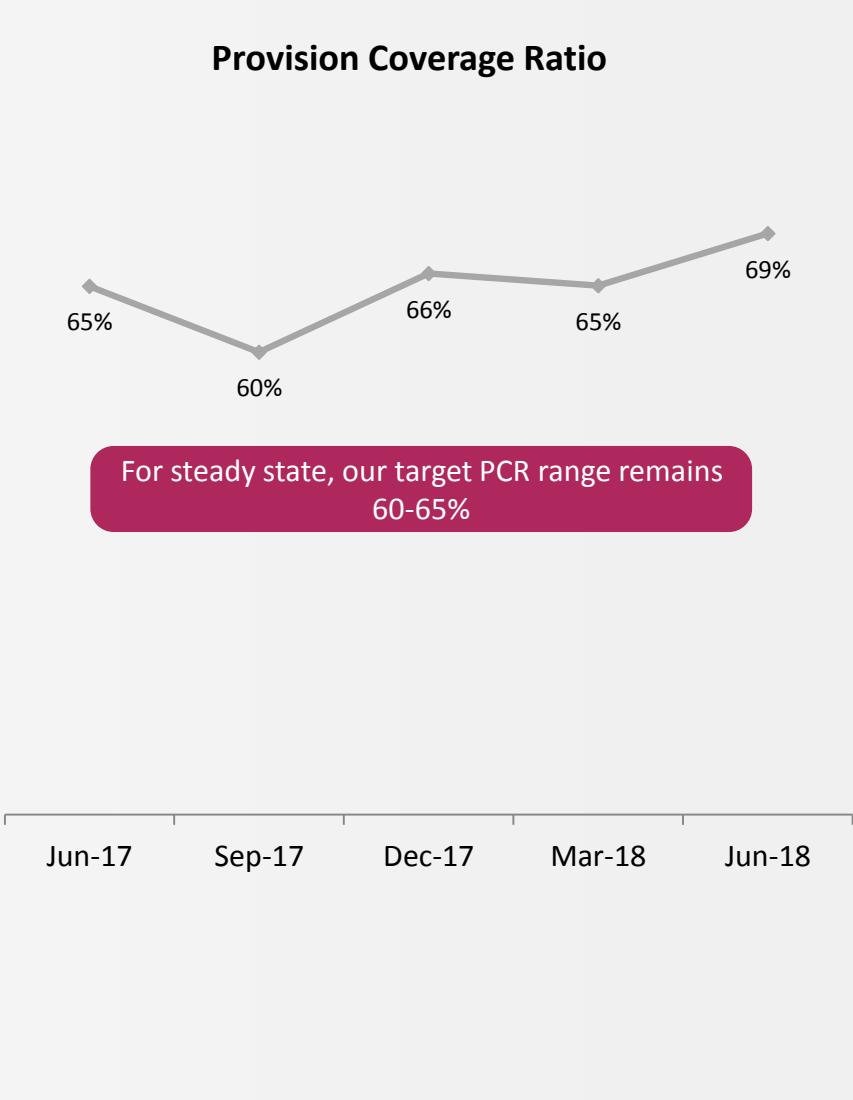
* includes corporate outstanding under BB & below pool and restructuring dispensations

We have retained high Provision Coverage during the quarter

Credit Cost (Annualised)



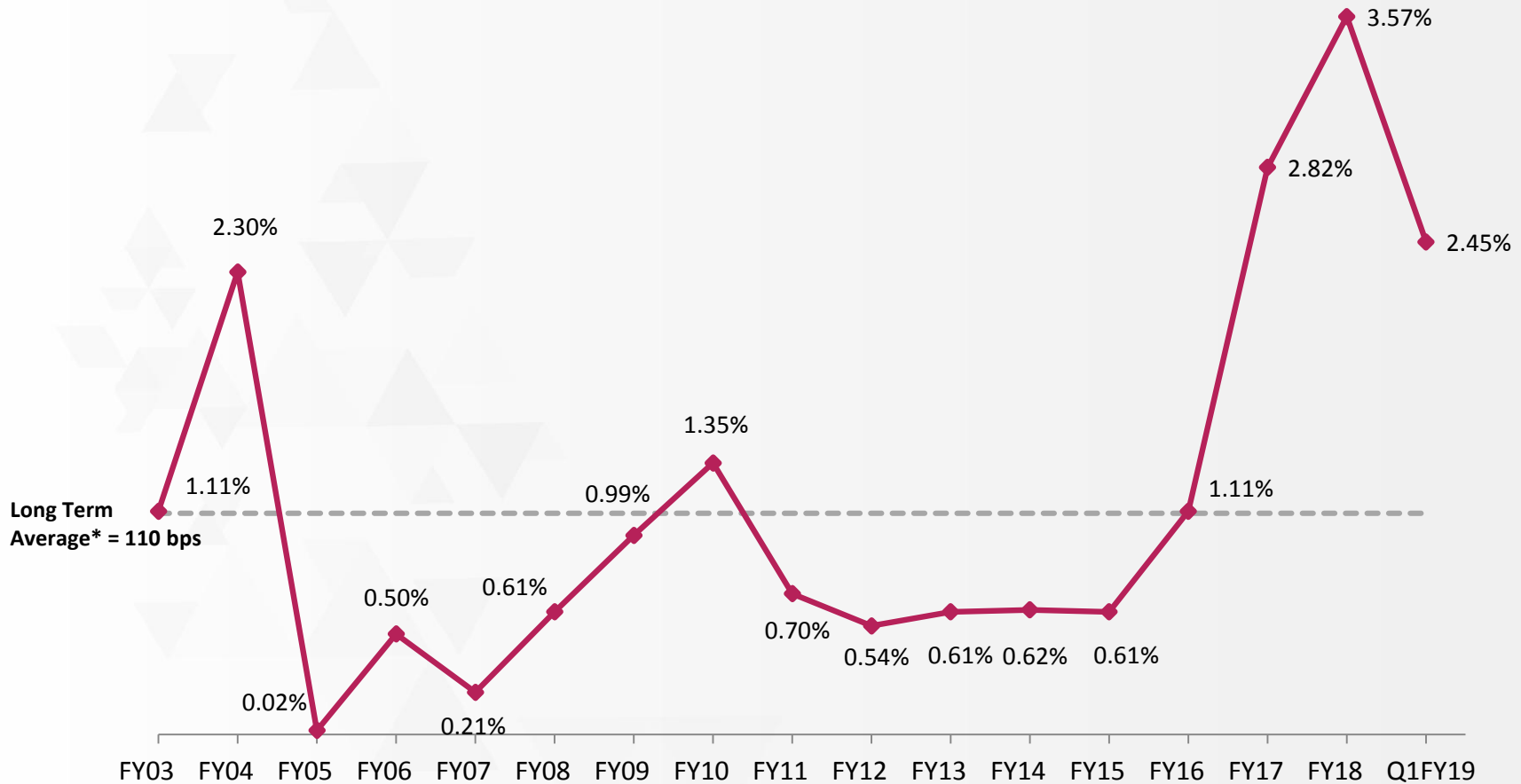
Provision Coverage Ratio



Our long term average credit cost has been ~110 bps

Trend in Credit Cost : FY03 to FY18

We continue to expect normalization in credit costs by the second half of FY19



* For the period from FY03 to FY18

Detailed walk of NPA movement over recent quarters

All figures in ₹ Crores

		Q1FY18	Q2FY18	Q3FY18	Q4FY18	Q1FY19
Gross NPAs - Opening balance	A	21,280	22,031	27,402	25,001	34,249
Fresh slippages	B	3,519	8,936	4,428	16,536	4,337
Upgradations & Recoveries	C	306	1,048	4,008	3,401	2,917
Write offs	D	2,462	2,517	2,821	3,887	3,007
Gross NPAs - closing balance	E = A+B-C-D	22,031	27,402	25,001	34,249	32,662
Provisions incl. interest capitalisation	F	12,265	13,350	13,232	17,657	17,760
Net NPA	G = E-F	9,766	14,052	11,769	16,592	14,902
Accumulated Prudential write offs	H	5,487	7,687	9,587	13,224	14,832
Provision Coverage Ratio	(F+H)/(E+H)	65%	60%	66%	65%	69%

Details of Provisions & Contingencies charged to Profit & Loss Account

	Q1FY18	Q2FY18	Q3FY18	Q4FY18	Q1FY19
For Loan losses	2,091	3,335	2,754	8,128	3,069
For Standard assets*	(6)	18	60	(217)	71
For SDR and S4A accounts	92	39	(11)	(396)	(3)
For Investment depreciation	40	(137)	(9)	(105)	135
Other provisions	125	(115)	17	(230)	66
Total Provisions & Contingencies (other than tax)	2,342	3,140	2,811	7,180	3,338

* including unhedged foreign currency exposures

Financial Highlights

Business Segment performance

Asset Quality

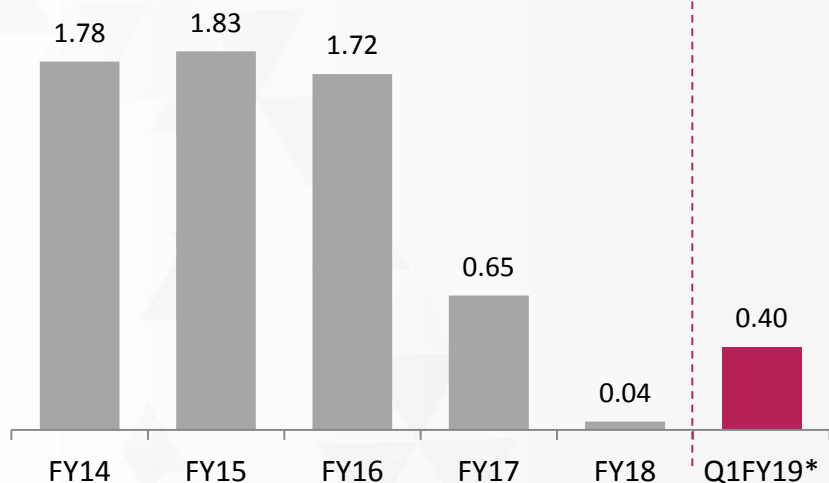
Shareholder Returns and Capital Position

Subsidiaries' Performance

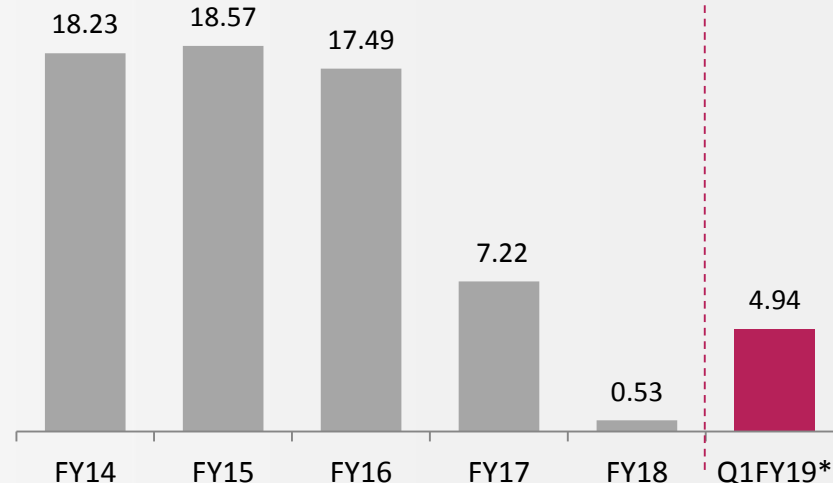
Other important information

Shareholder return metrics have seen moderation

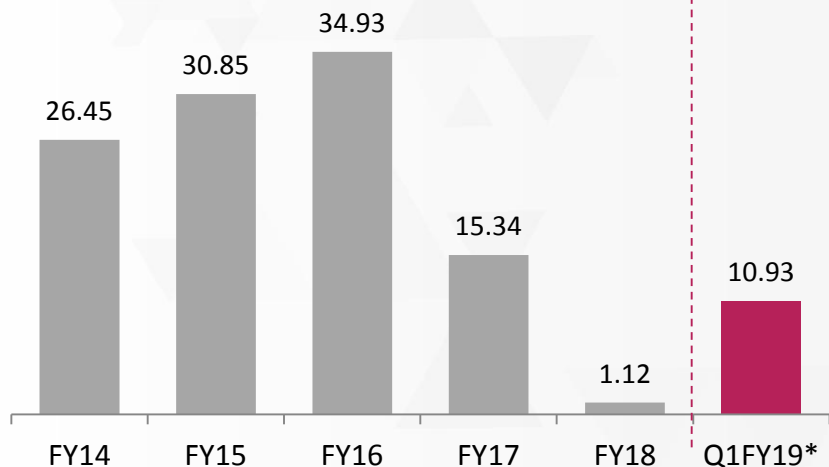
Return on Assets (in %)



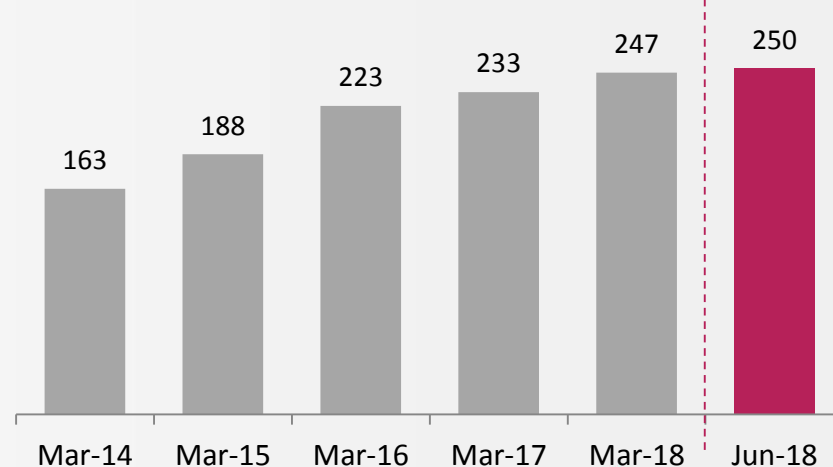
Return on Equity (in %)



Diluted EPS (₹)



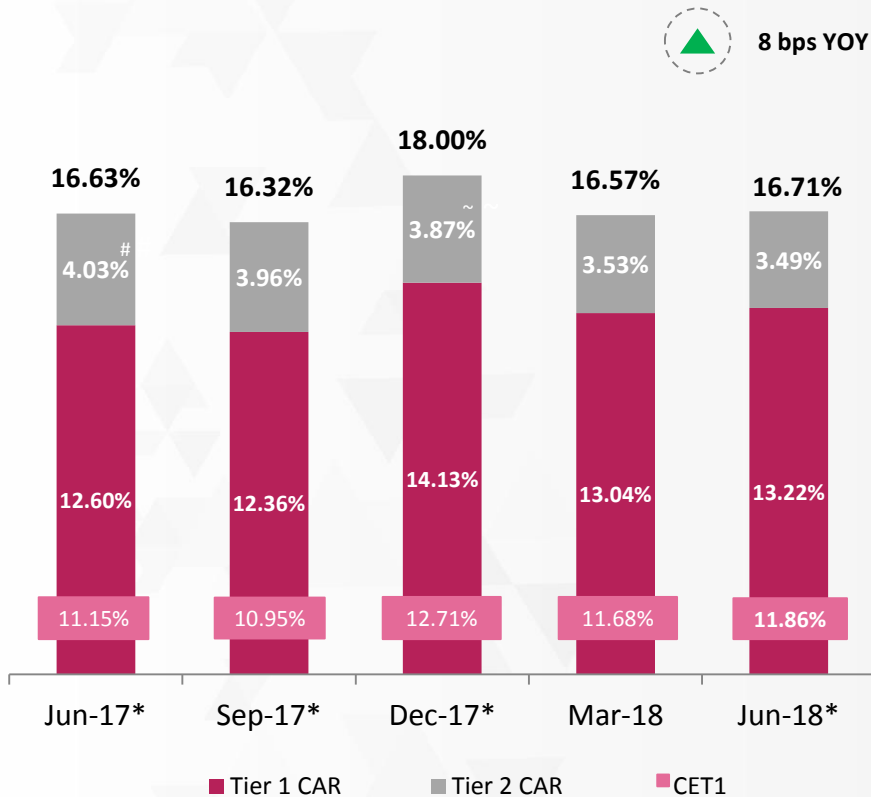
Book Value Per Share (₹)



* Annualized

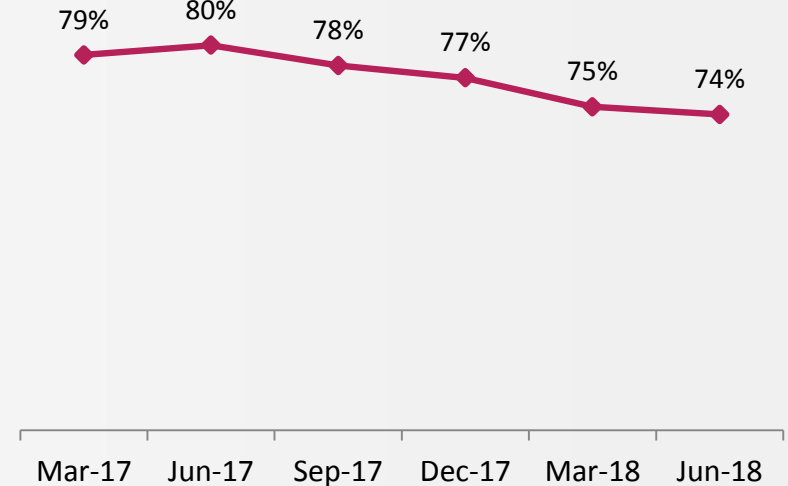
Capital Ratios remain healthy to pursue growth opportunities

Trend in Capital Adequacy Ratio



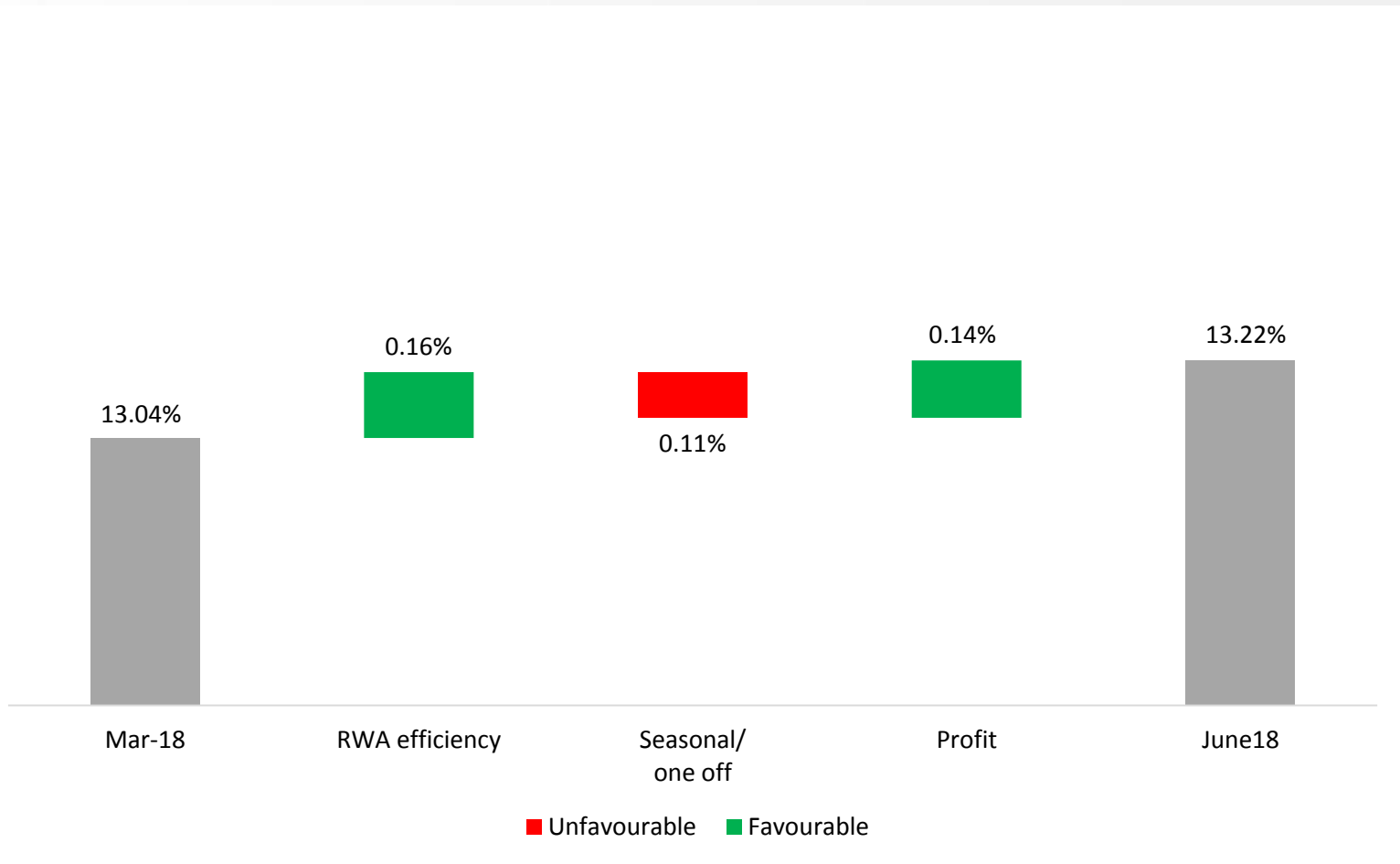
~ Includes capital raise of ₹8,680 crores through preferential allotment in Q3FY18
 * including unaudited Net Profit for the quarter / half year / nine-months
 # includes the impact of ₹3,500 crores and ₹5,000 crores mobilized through issuance of AT1 bonds and subordinated debt, respectively

RWA to Total Assets



RWA as a proportion to total assets continues to reduce primarily driven by the improvement in rating profile of corporate book

Movement in Tier 1 Capital Adequacy Ratio



Financial Highlights

Business Segment performance

Asset Quality

Shareholder Returns and Capital Position

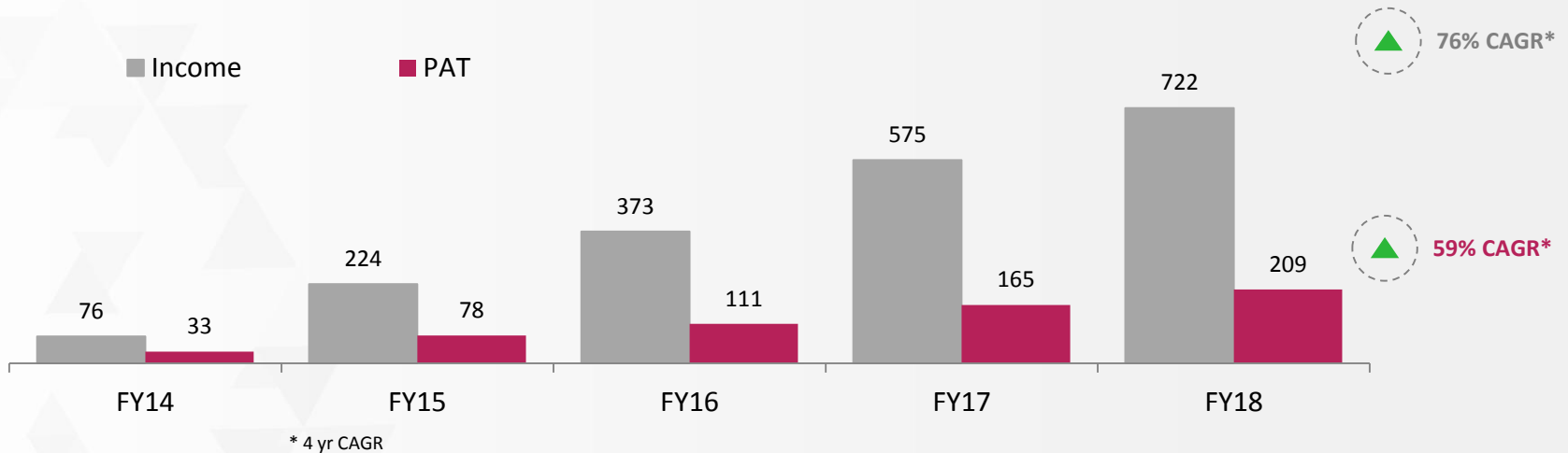
Subsidiaries' Performance

Other important information

Axis Finance : Strong growth in loan book

All figures in ₹ Crores

Growth in Income and PAT has been steady



Strong growth in Loan Book



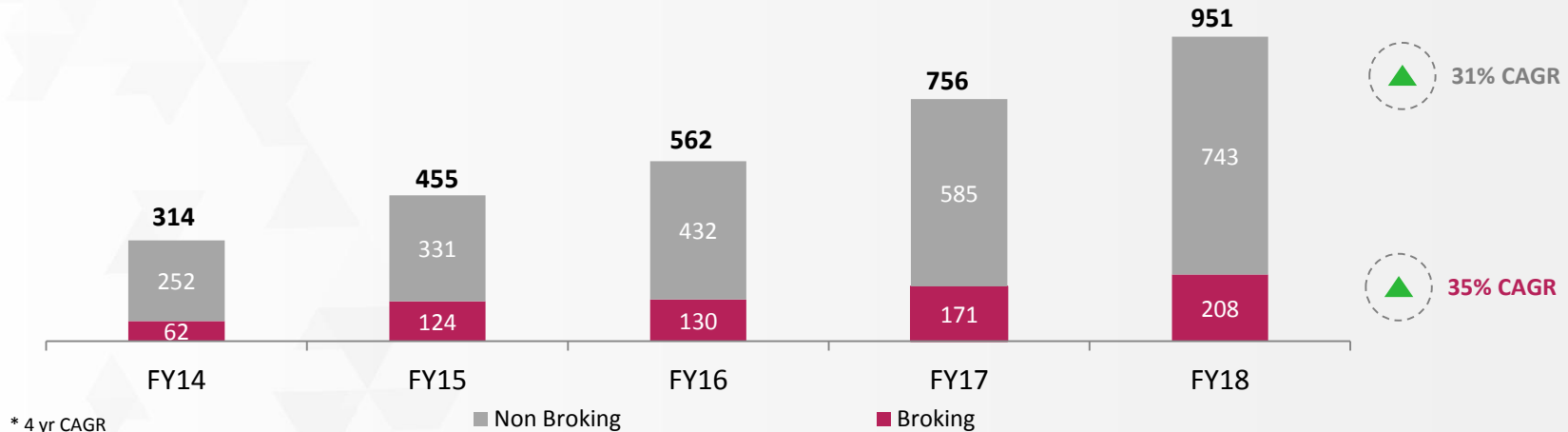
Major Highlights

- Retail loans at 18% of overall loan book
- Retail loans have grown at a CAGR of 100% since March 2014

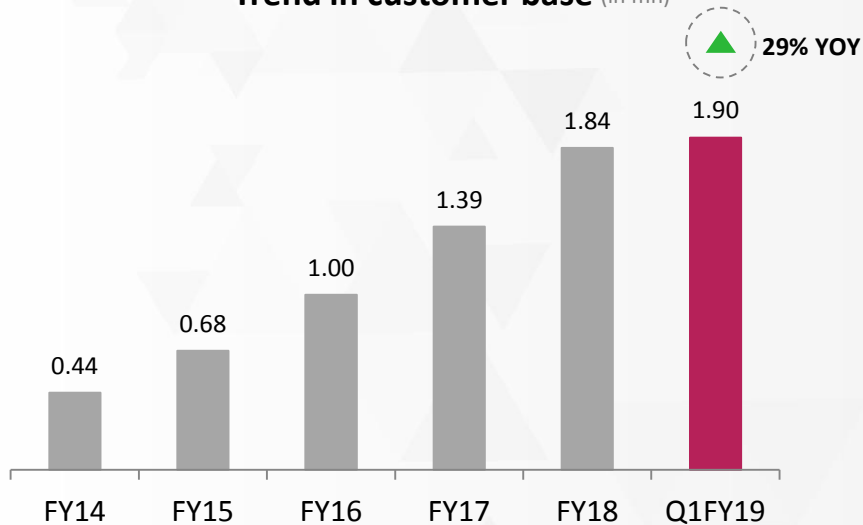
Axis Securities : Strong growth in customer additions

All figures in ₹ Crores

Trend in Revenue growth



Trend in customer base (in mn)



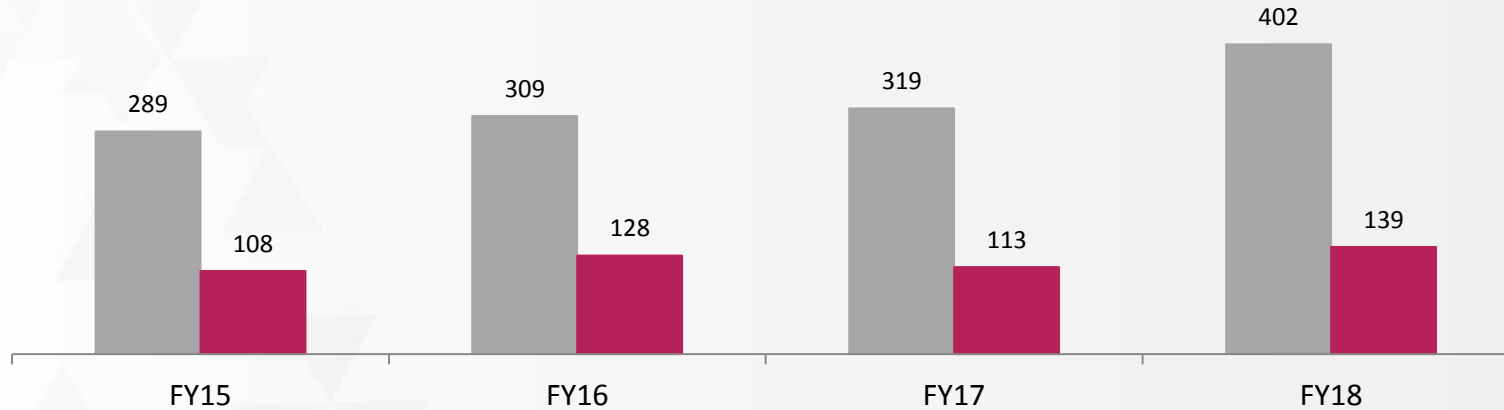
Major Highlights

- Top Equity Broker of year 2018 at the BSE Commodity Equity Outlook Awards
- Has one of the highest mobile adoption rates in the industry with over 60% volumes coming from Mobile
- Received MCX and NCDEX membership, to provide commodities trading platform starting Q2 FY19

Axis Capital : Continues to maintain its leadership position

All figures in ₹ Crores

Trend in Income & PAT



FY18 Ranking based on IPO, QIP, Rights, OFS & IPP

Rank	Banker	No of deals
1	Axis Capital	31
2	Peer 1	29
3	Peer 2	26
4	Peer 3	25
5	Peer 4	20

Source: Primedatabase


Major Highlights

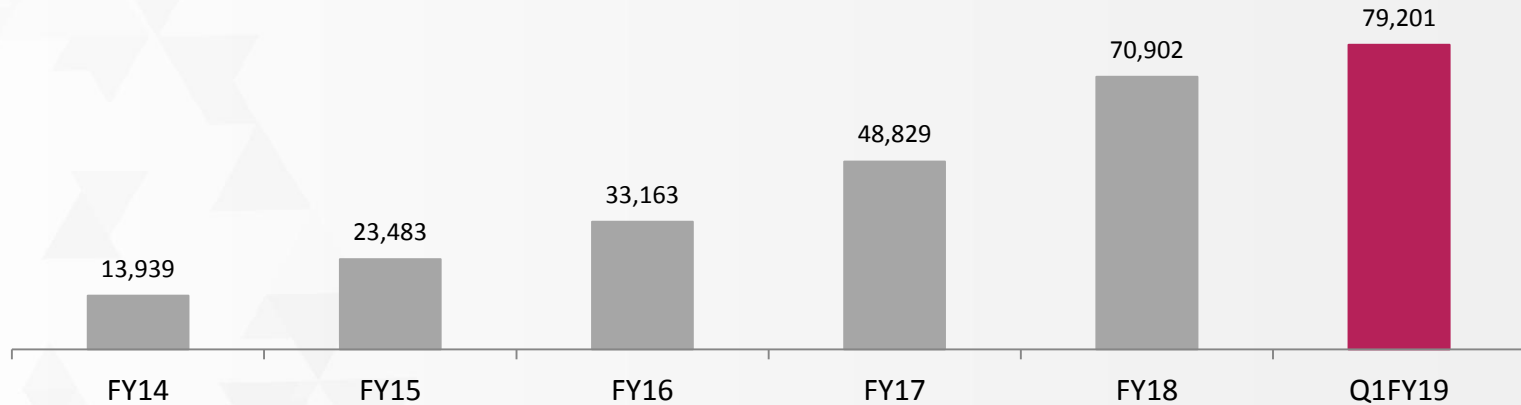
- Ranked No 1 in Equity and Equity Linked Deals over the last decade
- Successfully closed 9 transactions across IB in Q1FY19: 4 ECM (1 QIP, 1 OFS, 1 Block and 1 open offer), 3 M&A Advisory and 2 Bond transactions
- Axis Capital has won the 'Best Investment Bank' in India for the 4th year in a row (2018, 2017, 2016, 2015)

Axis AMC : Healthy growth in AUM

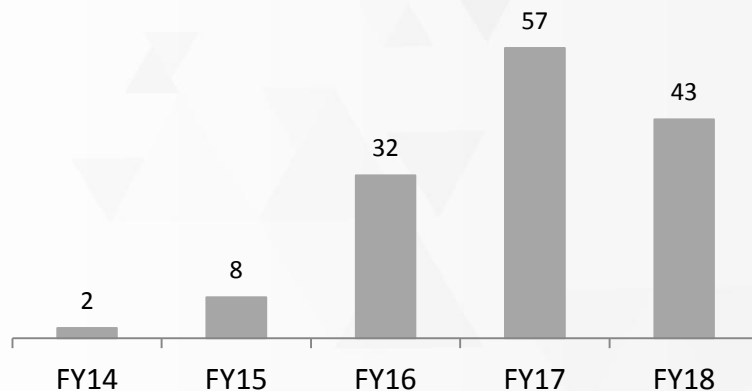
Average AUM has shown strong growth

All figures in ₹ Crores

 25% YOY



Trend in PAT



Major Highlights

- Added 0.7 mn investors in last one year taking its overall investor folios to 2.9 mn
- Has current market share of 3.38% (as at end of Jun'18)
- Has garnered around 900 clients in its equity PMS product - 'Brand Equity' in a span of last one and half years

A.TReDs: *The Invoicemart product continues to be a market leader*



- » Axis Bank is one of the three entities allowed by RBI to set up the Trade Receivables Discounting System (TReDS), an electronic platform for facilitating cash flows for MSMEs
- » TReDS is an electronic platform that connects MSME sellers with buyers and financiers
- » Our digital invoice discounting platform '**Invoicemart**' continues to be India's leading TReDS platform with market share of nearly **42%**
- » Invoicemart was the first TReDS exchange to reach INR 100 crore in financed throughput, and reached the milestone within just 100 days of starting operations
- » **12** Financiers on-boarded on the platform

Progress so far

Throughput

₹ 660 cr +

No. of Invoices Discounted


~29,000

Participants

550+

The acquisition of Freecharge has leapfrogged our digital journey by multiple years


Through  **freecharge** we intend to...



Leverage Payments as a fly-wheel (UPI, QR etc)



Target digitally-native, mobile-first SA customers

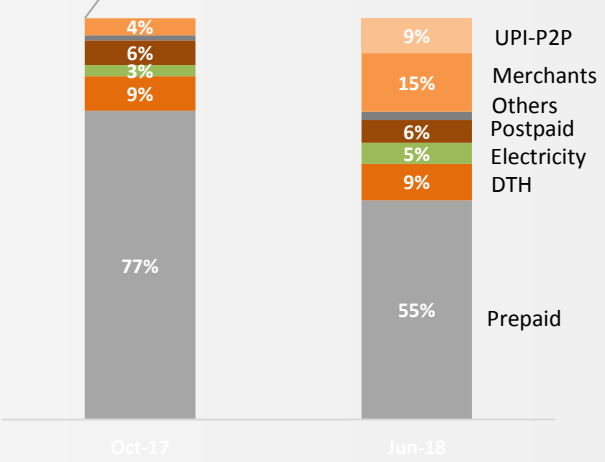


Source and service loans (PL, Cards, Consumer Loans) digitally

Focused campaigns have helped to improve all top line metrics since acquisition*

- o Total Payments Volumes 68% ↑
- o New Active Users 192% ↑
- o Spends per user 46% ↑

Transaction Mix has diversified post acquisition



* The growth numbers are for period Oct'17 to Jun'18
 ^ Defined as percentage increase in New User Acquisition

Financial Highlights

Business Segment performance

Asset Quality

Shareholder Returns and Capital Position

Subsidiaries' Performance

Other important information

Treasury Portfolio and Non-SLR Corporate Bonds

Investment Bifurcation	Book Value* (₹ Crores)
Government Securities ¹	110,936
Corporate Bonds ²	28,911
Others	14,767
Total Investments	154,614

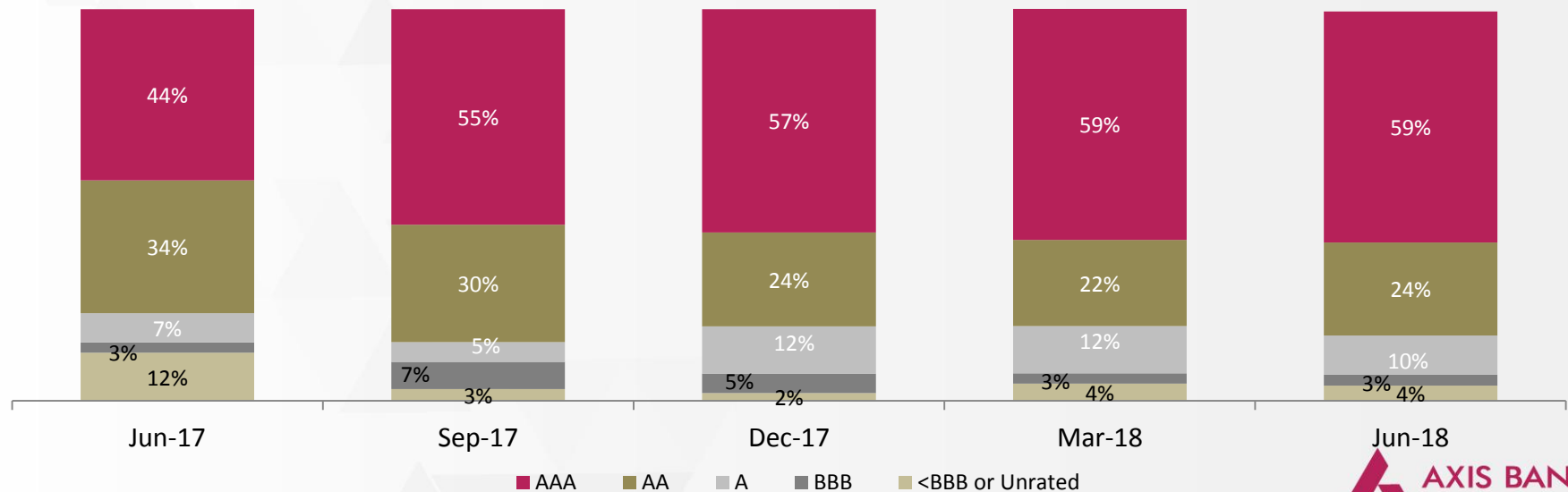
Category	Proportion
Held Till Maturity (HTM)	60%
Available For Sale (AFS)	36%
Held For Trading (HFT)	4%

* as on Jun 30, 2018

¹ 82% classified under HTM category

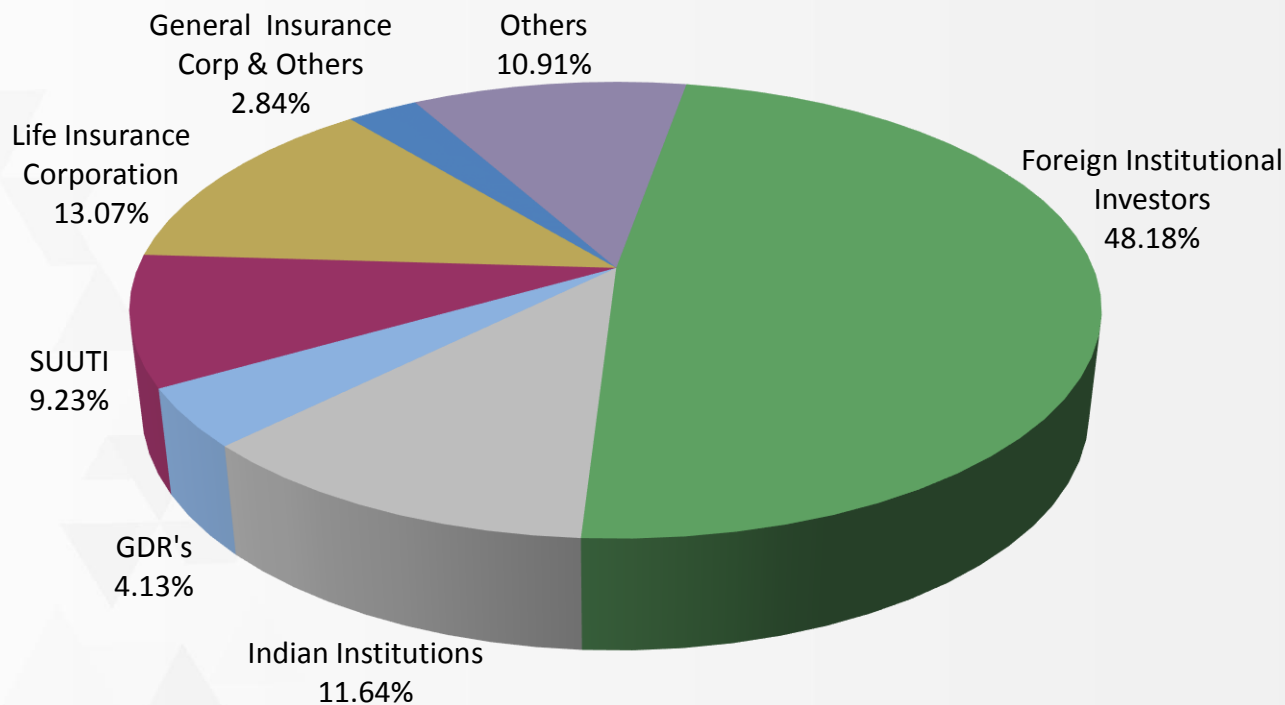
² 92% classified under AFS category

93% of Corporate bonds* have rating of at least 'A'



*Only includes standard investments

Shareholding Pattern (as on June 30, 2018)



- Share Capital ₹514 crores
- Shareholders' Funds ₹64,186 crores
- Book Value Per Share ₹250
- Diluted EPS (Q1'FY19)* ₹10.93
- Market Capitalization ₹ 142,071 crores (as on July 27, 2018)

& 1 GDR = 5 shares

As on June 30, 2018, against GDR issuance of 62.70 mn, outstanding GDRs stood at 21.24 mn

* Annualised

Major awards won by the Bank and its subsidiaries



- Best use of Analytics for Business Outcome
- Best use of Digital and Channels Technology



Most Innovative Emerging Technologies Project, India - Ripple Blockchain project



Customer Service Excellence Award for Transformation



Best Performing Private Bank



Excellence in Corporate Social Responsibility



Dale Carnegie Global Leadership Award for 2017

Safe Harbor

Except for the historical information contained herein, statements in this release which contain words or phrases such as “will”, “aim”, “will likely result”, “would”, “believe”, “may”, “expect”, “will continue”, “anticipate”, “estimate”, “intend”, “plan”, “contemplate”, “seek to”, “future”, “objective”, “goal”, “strategy”, “philosophy”, “project”, “should”, “will pursue” and similar expressions or variations of such expressions may constitute “forward-looking statements”. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, future levels of non-performing loans, our growth and expansion, the adequacy of our allowance for credit losses, our provisioning policies, technological changes, investment income, cash flow projections, our exposure to market risks as well as other risks. Axis Bank Limited undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

Thank You