

AXIS BANK

FY 2012-13
Annual Results

Earnings Presentation

Safe Harbor

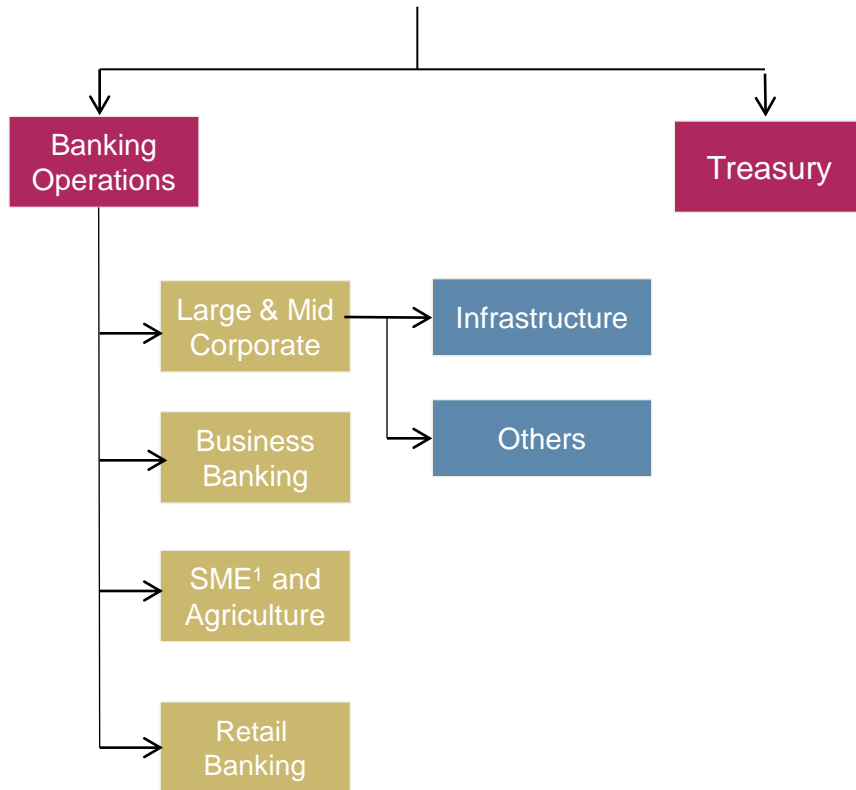
Except for the historical information contained herein, statements in this release which contain words or phrases such as “will”, “aim”, “will likely result”, “would”, “believe”, “may”, “expect”, “will continue”, “anticipate”, “estimate”, “intend”, “plan”, “contemplate”, “seek to”, “future”, “objective”, “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.

Introduction

Performance Overview

Business Overview

Overview



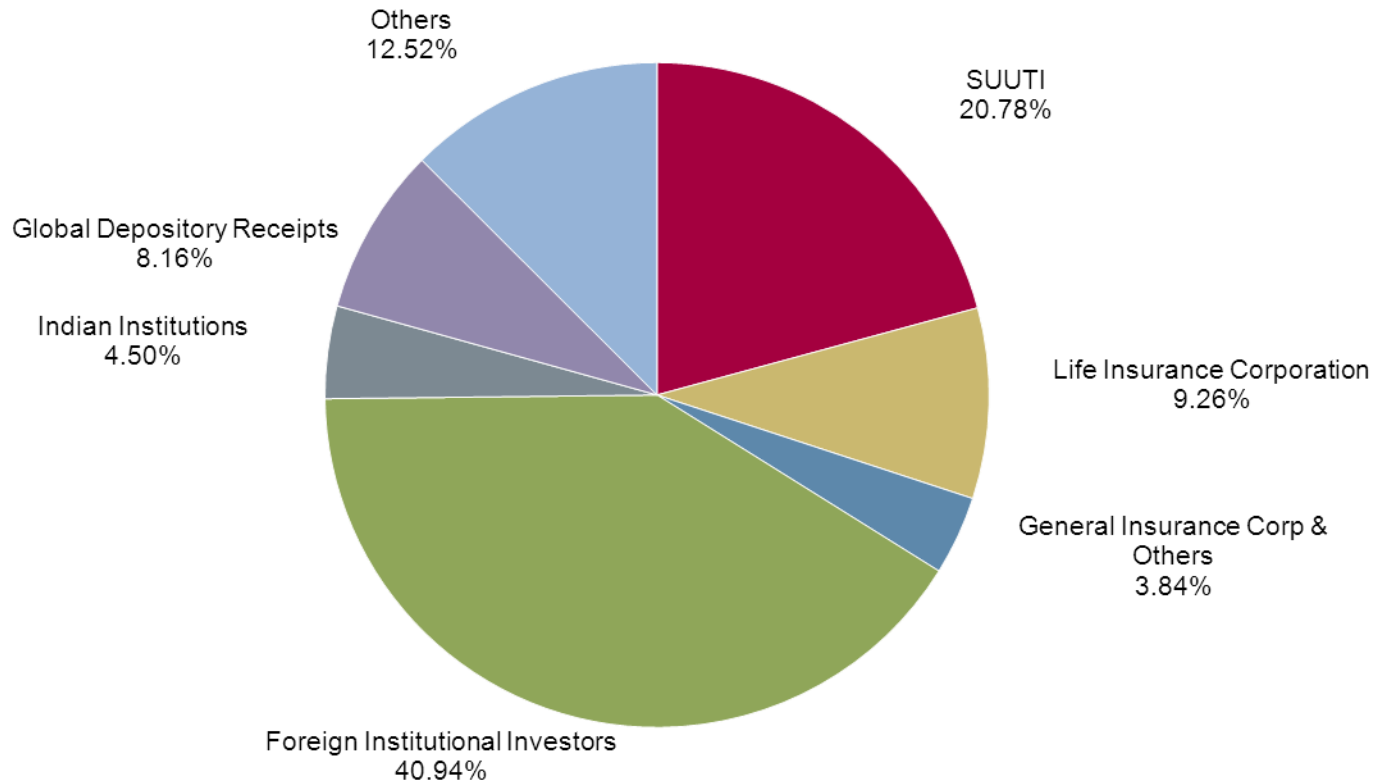
Snapshot (As on March 31, 2013)	
Total Assets	₹3,40,561 crores
Net Advances	₹1,96,966 crores
Total Deposits	₹2,52,614 crores
Net Profit (Q4FY13)	₹1,555 crores
Net Profit (FY13)	₹5,179 crores
Shareholders' Funds	₹33,108 crores
ROA (for FY13)	1.70%
ROE (for FY13)	20.51%
Net NPA Ratio	0.32%
Capital Adequacy Ratio	17.00%
Tier 1 CAR	12.23%
Saving Bank Accounts (No.)	127 lac
Branches ²	1,947
Foreign Offices	7
ATMs	11,245

¹ Small and Medium Enterprises

² Includes extension counters

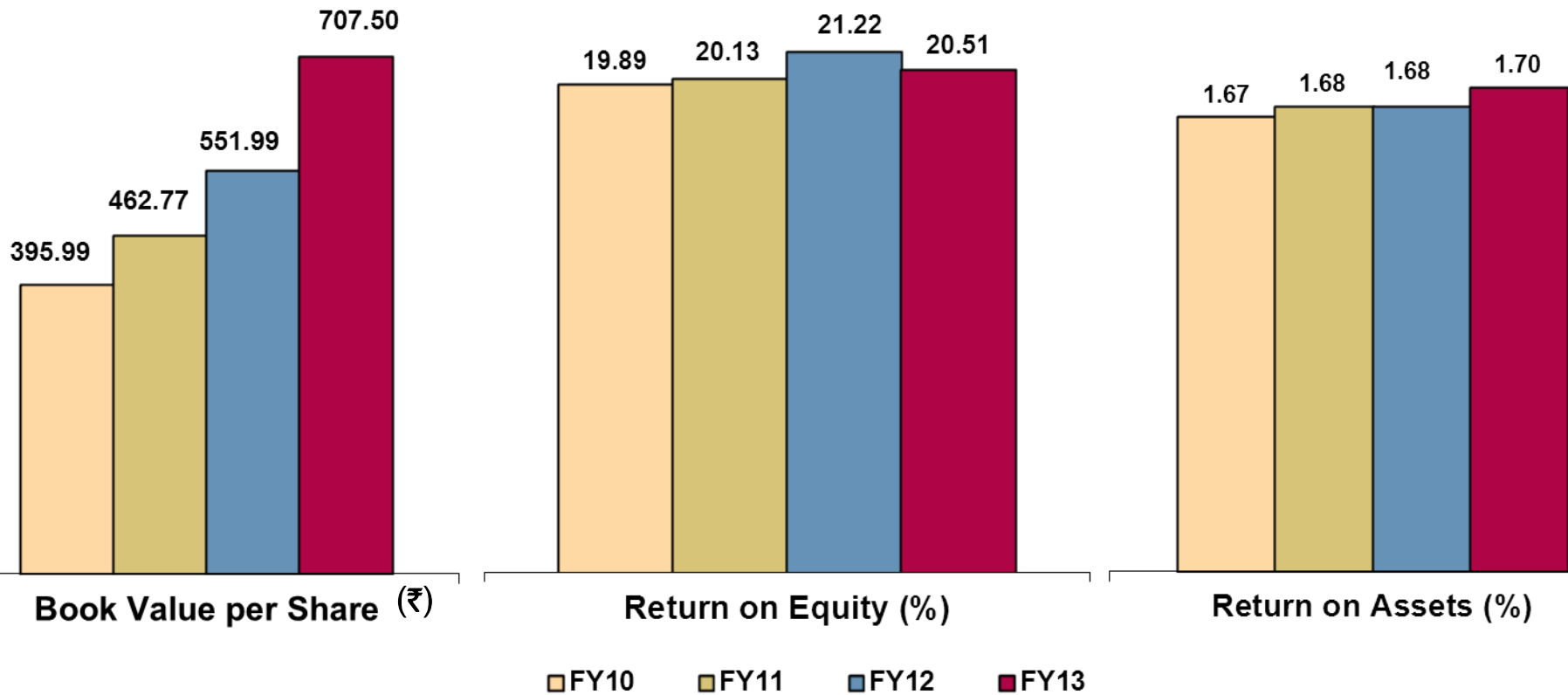


Shareholding Pattern (As on March 31, 2013)



- Share Capital ₹468 crores
- Shareholders' Funds ₹ 33,108 crores
- Book Value Per Share ₹ 707.50
- Market Capitalisation ₹ 67,610 crores (as on April 23, 2013)

High Shareholder Returns



A strong franchise demonstrating consistent value creation over time

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Performance Highlights

	<u>Q4 FY 2013</u>	<u>FY 2013</u>
Net Profit	↑ 22% YOY	↑ 22% YOY
Net Interest Income	↑ 24% YOY	↑ 21% YOY
Fee Income	↑ 22% YOY	↑ 17% YOY
Operating Revenue	↑ 25% YOY	↑ 21% YOY
Operating Profit	↑ 37% YOY	↑ 25% YOY
Net Interest Margin	3.70%	3.53%
CASA ¹		↑ 23% YOY
CASA (Daily Average)		↑ 14% YOY
Total Deposits ¹		↑ 15% YOY
Total Advances ¹		↑ 16% YOY

¹ As on 31st March 2013

Highlights of Q4FY13

Retail Franchise continues to show traction

- Savings Bank Deposits registered strong growth, rose 23% YOY to ₹63,778 crores as on March 2013, and 20% YOY to Rs.52,243 crores on daily average basis
- Retail Term Deposits grew 24% YOY, constituted 42% of Total Term Deposits
- CASA and Retail Term Deposits constituted 68% of Total Deposits
- Retail Assets grew 44% YOY and accounted for 27% of Net Advances
- Fee Income rose 32% YOY, accounting for 32% of Total Fees

Stable Earnings Profile

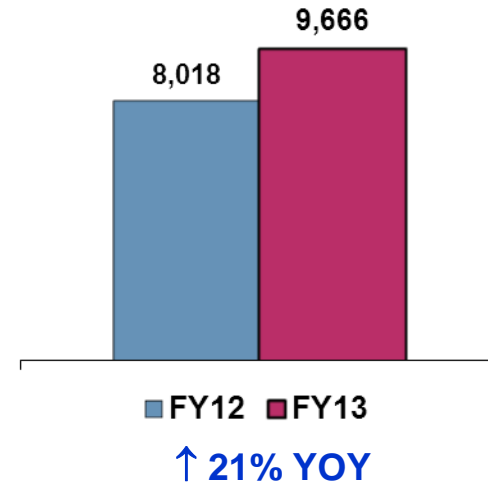
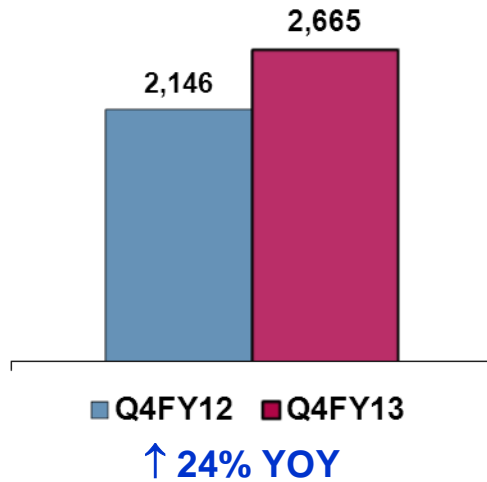
- Operating Revenue grew 25% YOY, stood at ₹4,672 crores
- Operating Profit rose to ₹2,800 crores, registered growth of 37% YOY
- Return on Assets stood at 1.94% and Return on Equity at 21.38%

Well positioned for future growth with Tier I CAR of 12.23% and Total CAR of 17.00%

Overall, a Bank with consistently superior returns and healthy capital position

Growing Net Interest Income

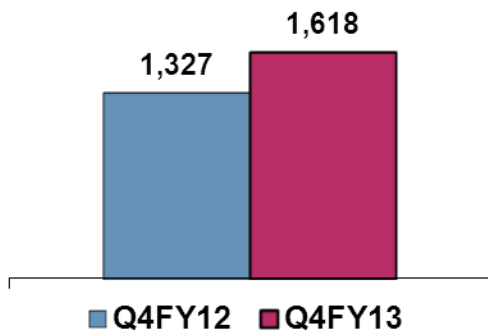
₹ crores



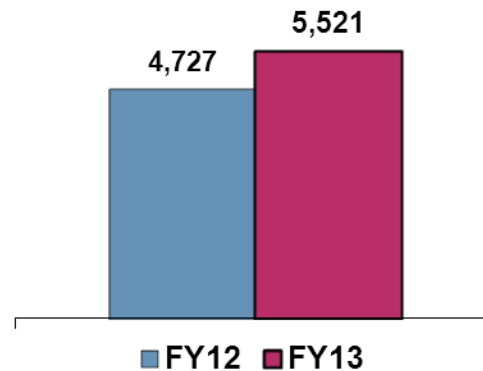
Trend in NilIs	(₹crores)
FY10	5,004
FY11	6,563
FY12	8,018
FY13	9,666
CAGR	27%

Diversified Fee Income Profile

₹ crores

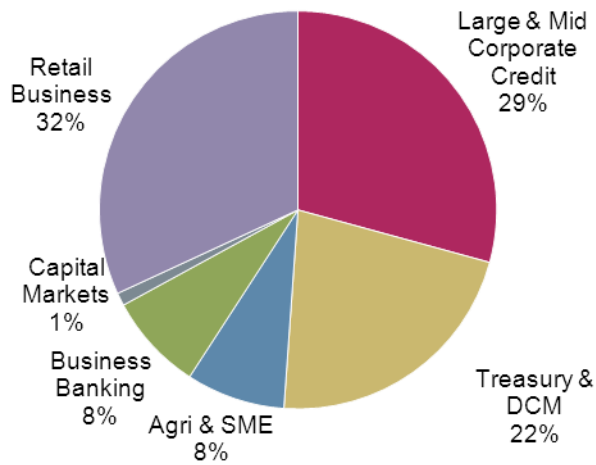


↑ 22% YOY

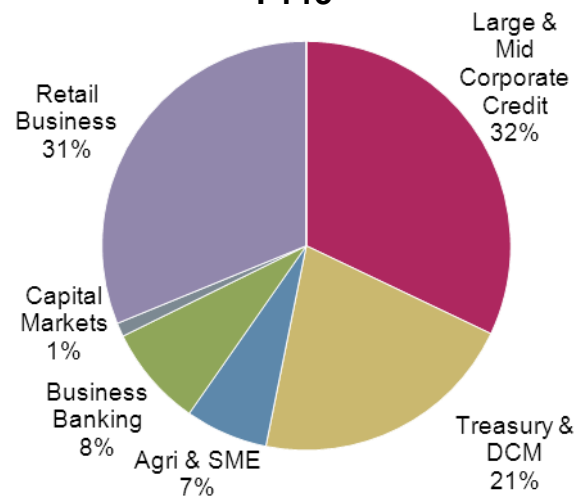


↑ 17% YOY

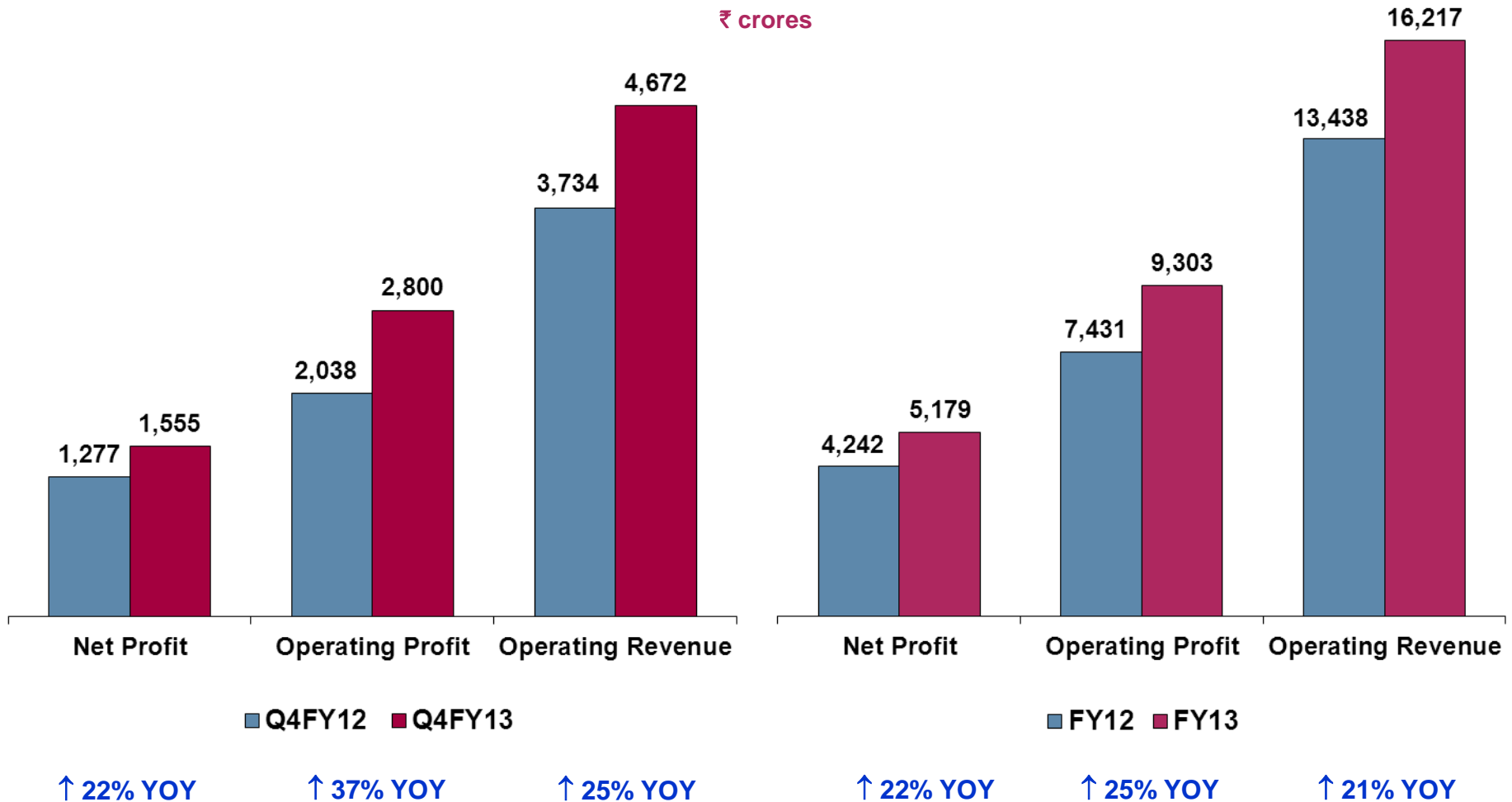
Q4FY13



FY13

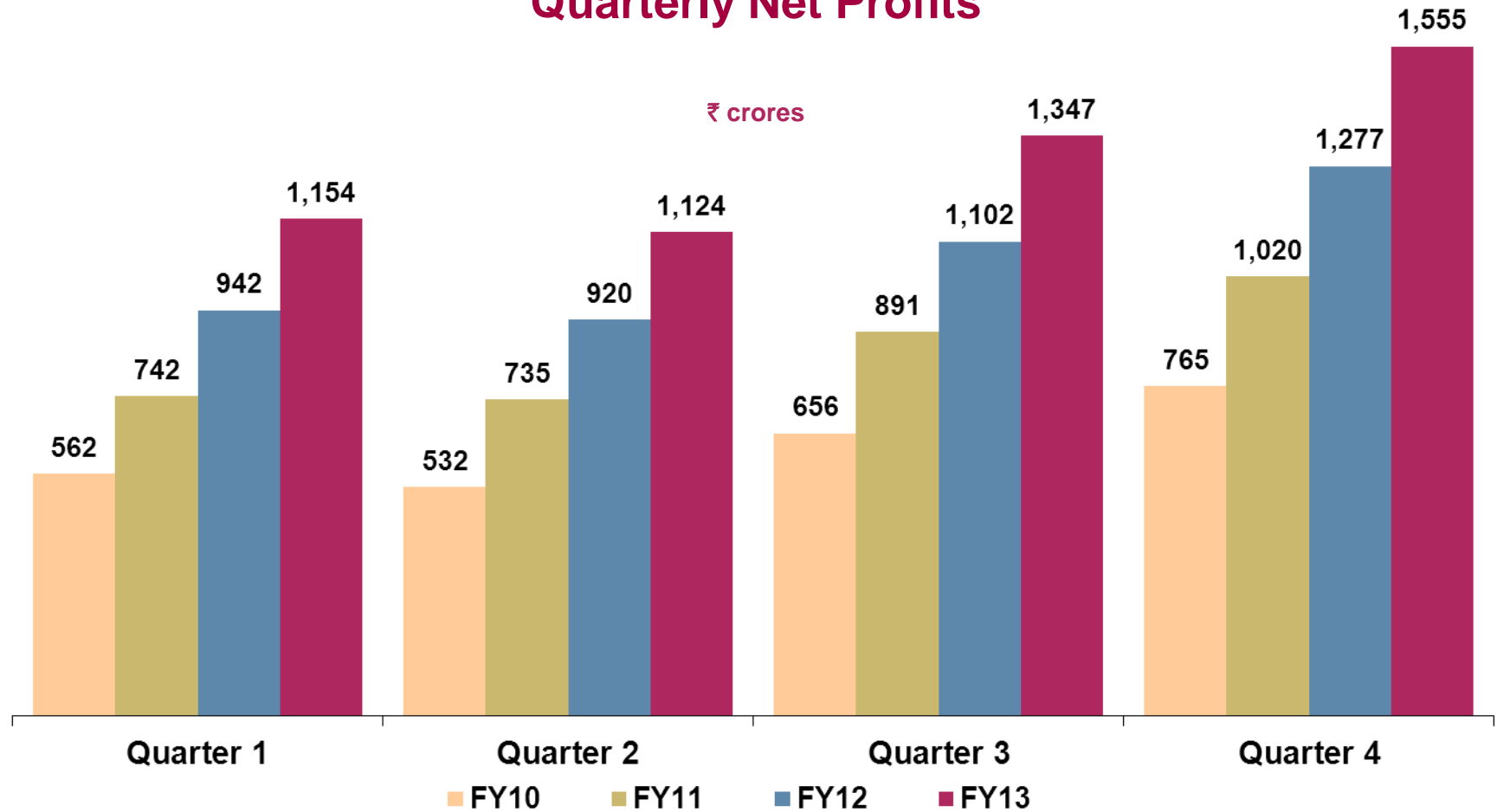


Sustained Profitability Growth: Robust Operating Revenue



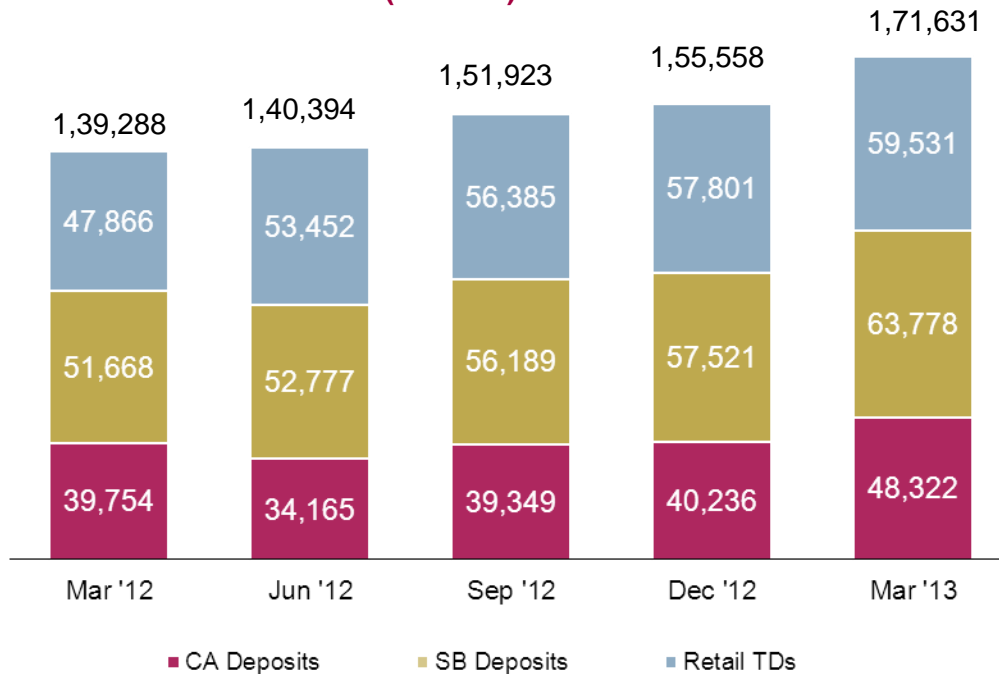
Consistent Net Profit Growth

Quarterly Net Profits



Stable CASA Growth Underpins Low-Cost Deposit Franchise

CASA and Retail Term Deposits
(₹ crores)

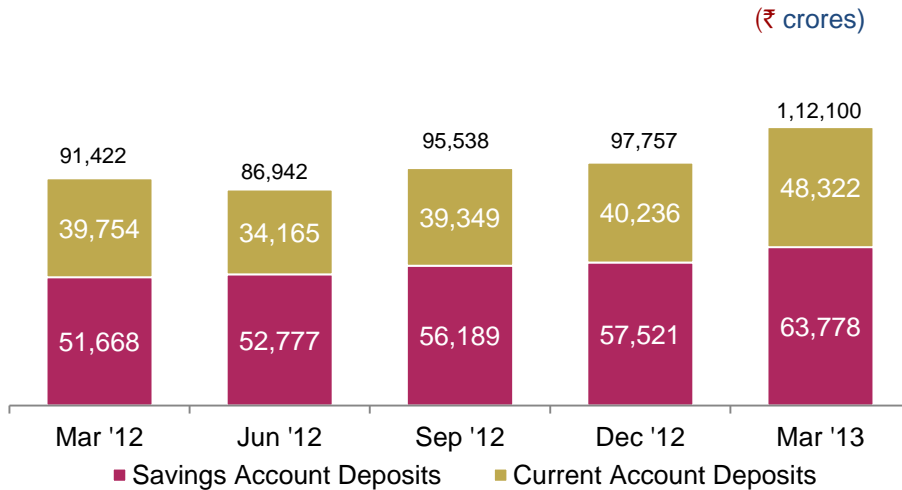


As on 31 st March 2013	Growth (%)	
	End Day	Daily Average
Savings Bank	23	20
Current Accounts	22	5
CASA	23	14
Retail Term Deposits	24	36

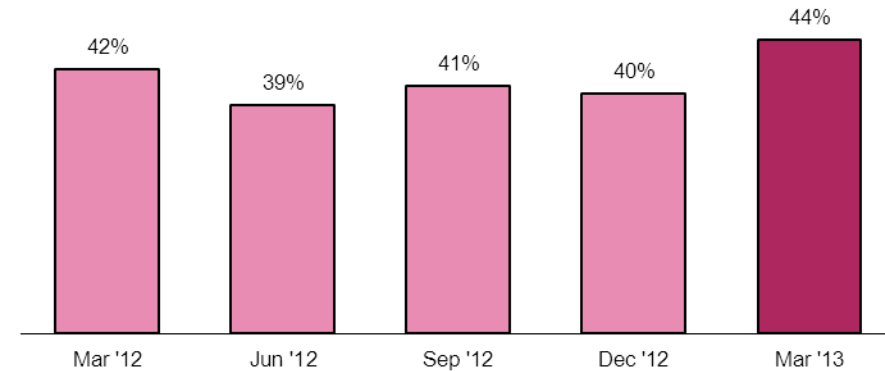
- Share of Retail Term Deposits to total term deposits at 42% (up 500 bps YOY)
- CASA + Retail Term Deposits constitute 68% of total deposits (up 500 bps YOY)

Strong CASA Franchise Supports Margin Stability

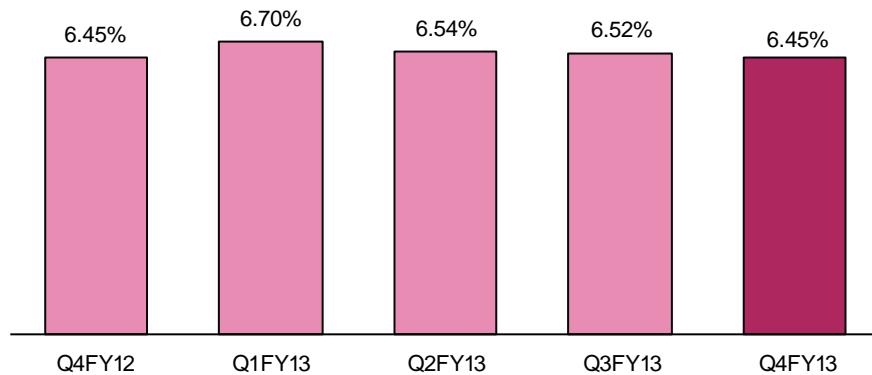
CASA Deposits



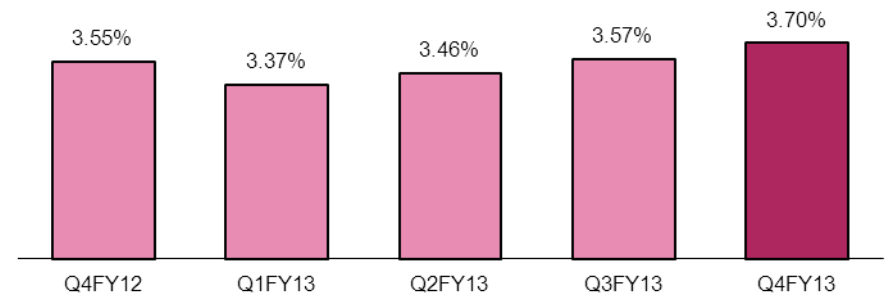
CASA Ratio



Cost of Funds

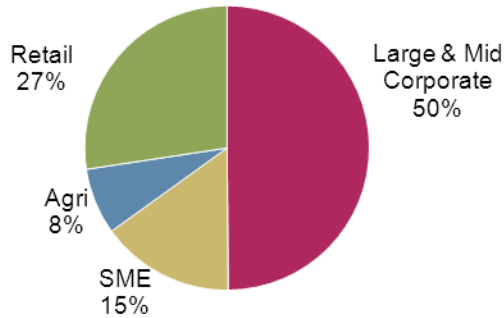


Net Interest Margin

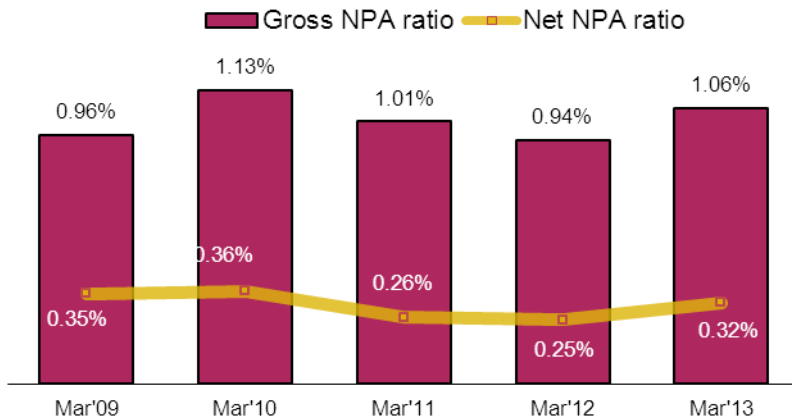


Stable Asset Quality

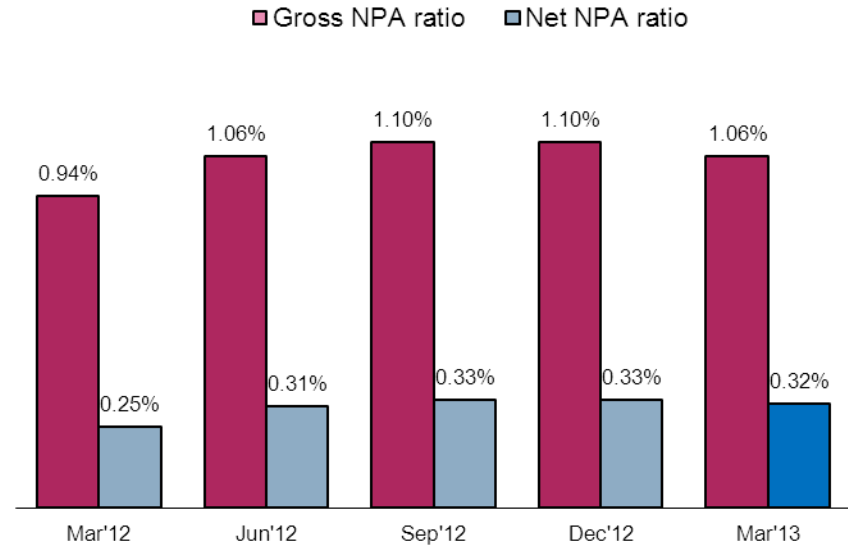
Loan Mix
(As on 31st March 2013)



Five Year NPA trend

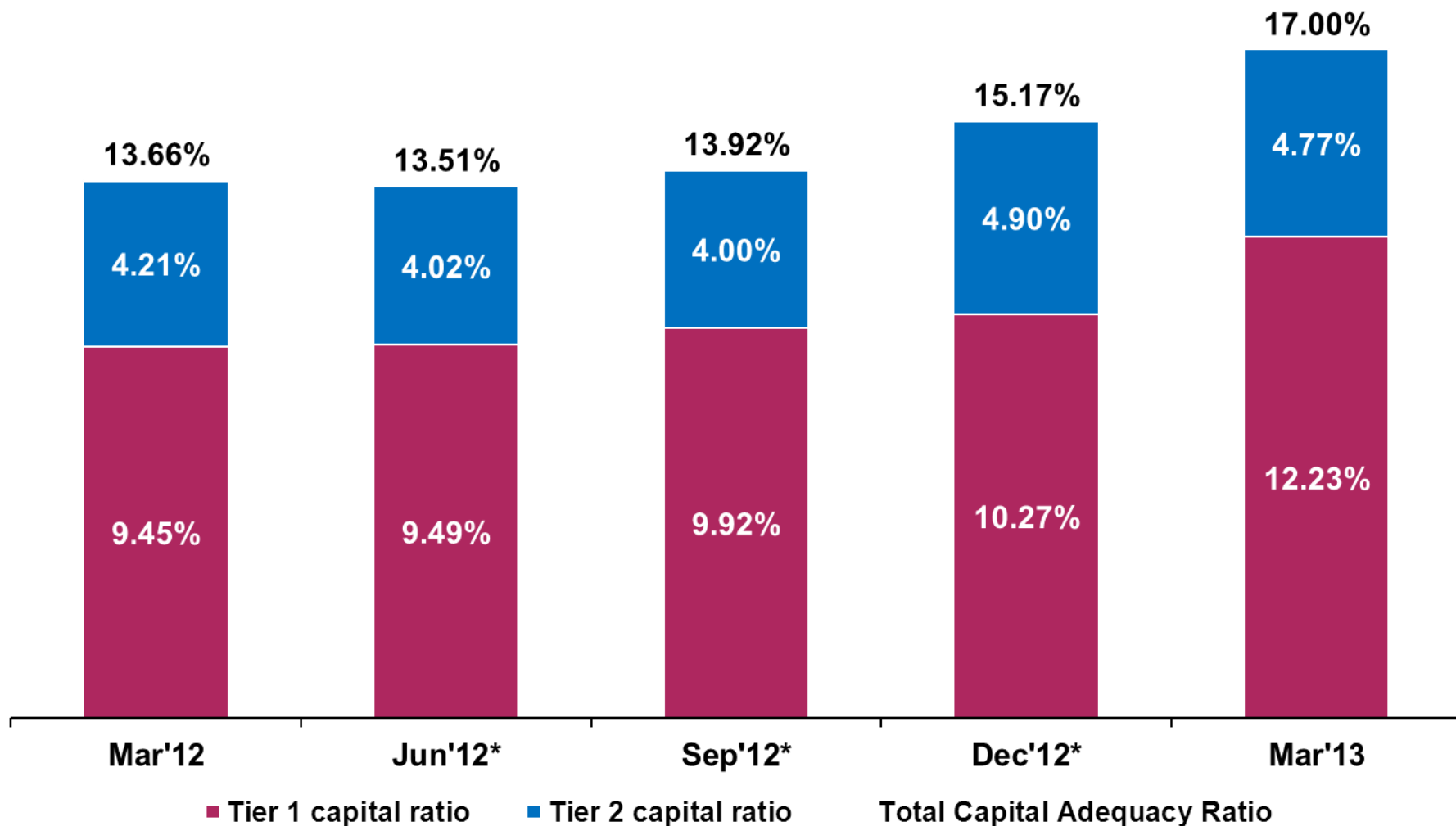


Asset Quality



- Provision coverage of 79% as on March 2013 including prudential write-offs (89% before accumulated write-offs)
- Cumulative restructured assets were ₹4,368 crores (1.94% of gross customer assets) as on March 2013
- ₹791 crores of assets were restructured during the quarter

Capital Adequacy: Well Positioned for Growth



* Includes unaudited profits for the quarter / half year / nine-months

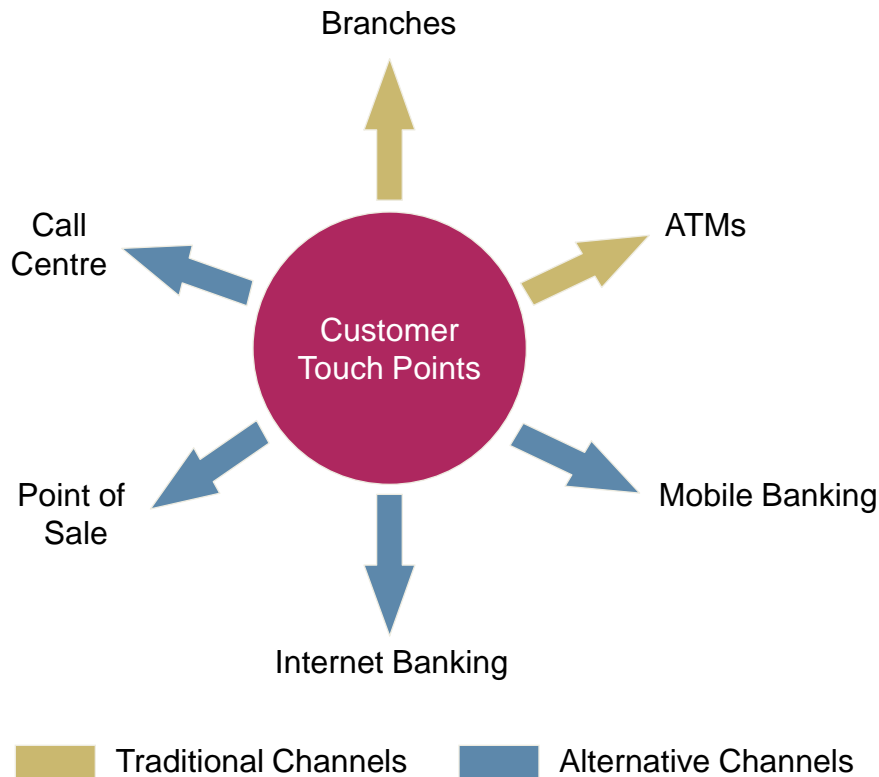
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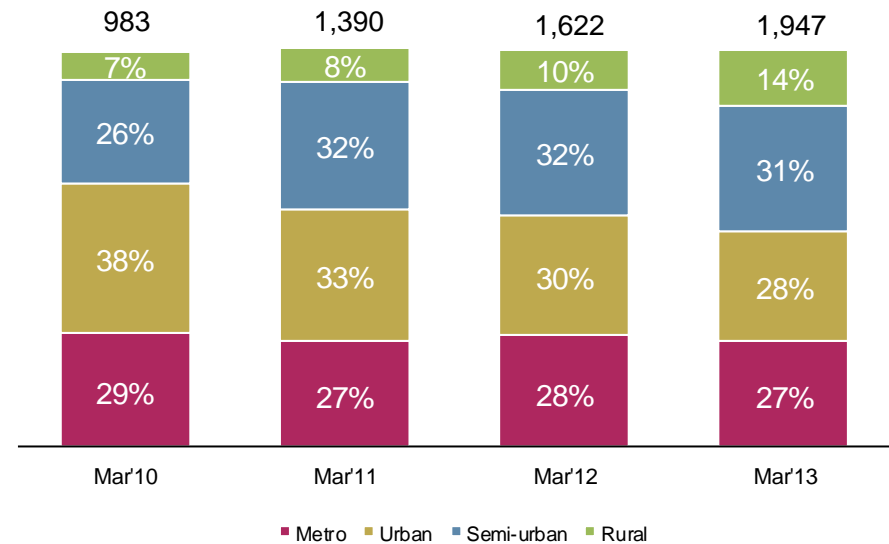
Well distributed, countrywide network of Branches & ATMs

- Multiple channels drive business growth
- Extensive use of technology to provide services



- Expanding footprint across centres
- Largest ATM network in the private sector

Domestic Branch network¹

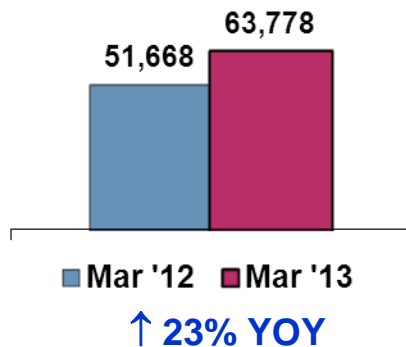


	Mar'10	Mar'11	Mar'12	Mar'13
ATMs	4,293	6,270	9,924	11,245
Centers Covered	643	921	1,050	1,263
Employees	21,640	26,435	31,738	37,901

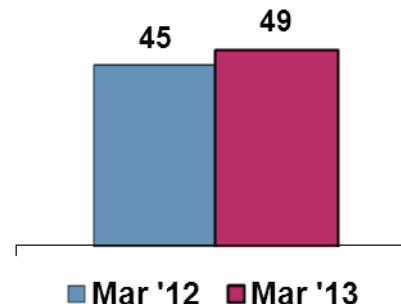
¹ Including extension counters

Retail Liabilities Exhibit Consistent Growth

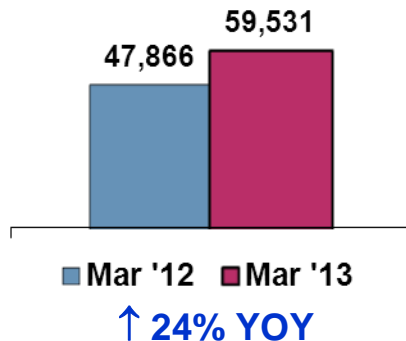
Savings Bank Deposits (₹ crores)



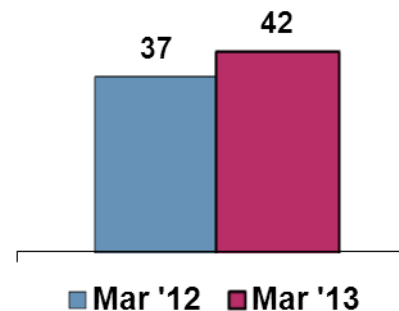
Retail Deposits* (% of Total Deposits)



Retail Term Deposits (RTD) (₹ crores)



Share of RTD as % of Term Deposits



Retail Deposits* constitutes 49% of Total Deposits

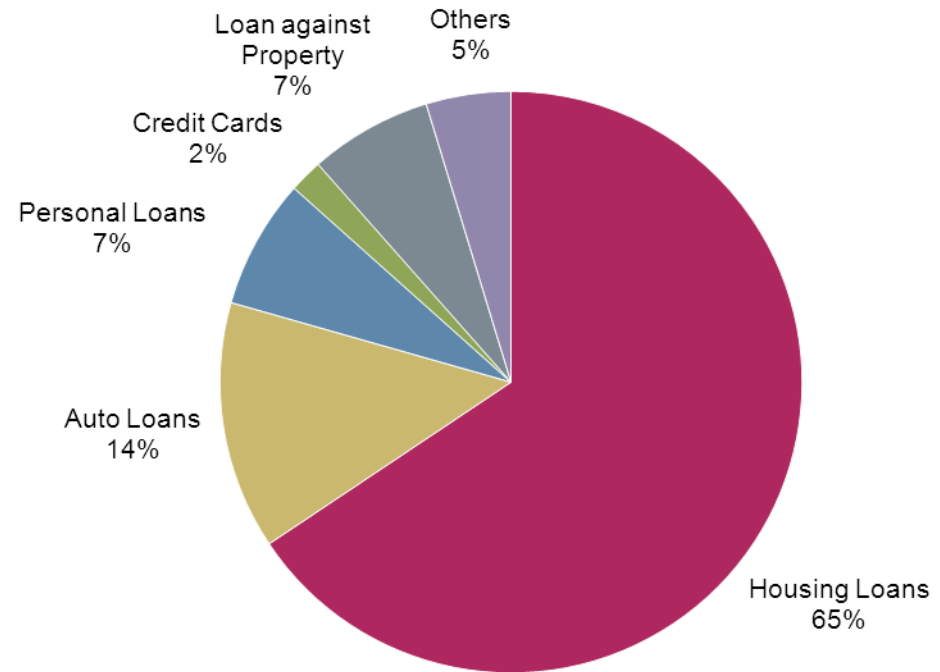
* Retail Deposits include Savings Bank and Retail Term Deposits

Sustained Traction in Retail Assets

Key Highlights

- Retail assets constitute 27% of the Bank's total advances in Mar 2013 against 22% in Mar 2012
 - Secured loans make up 87% of retail loans
 - Home Loans account for 65% of retail loans
- 120 Asset Sales Centres (ASCs) with standardized appraisal and oversight mechanisms
- Retail assets originated from 1,183 branches

Composition of Retail Advances



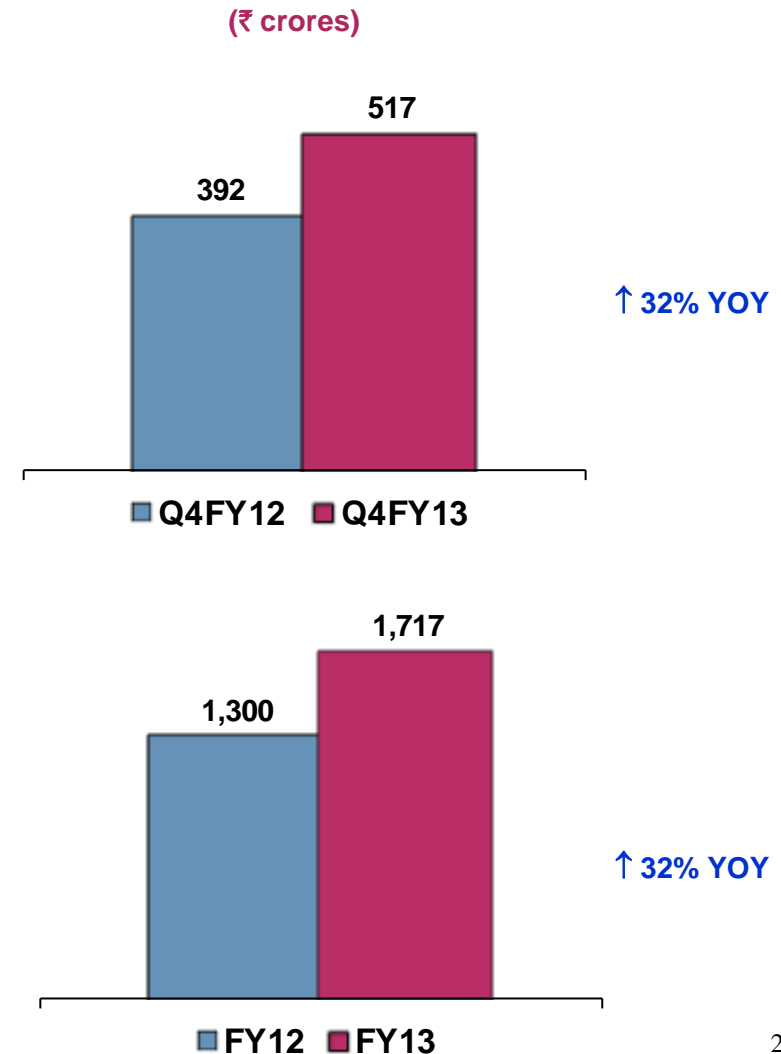
Portfolio Size: ₹53,960 crores

↑ 44% YOY

Growth in Retail Fees

Key Highlights

- Focus on cross-selling to existing customers key driver for growth
- Third-party products sold include mutual funds, insurance, on-line broking, portfolio management services (non-discretionary) and gold coins
- Healthy retail asset growth providing momentum to asset linked fees

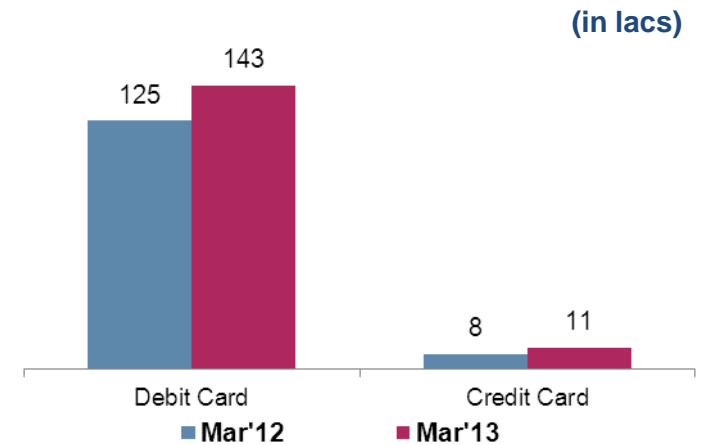


Retail Payments Franchise

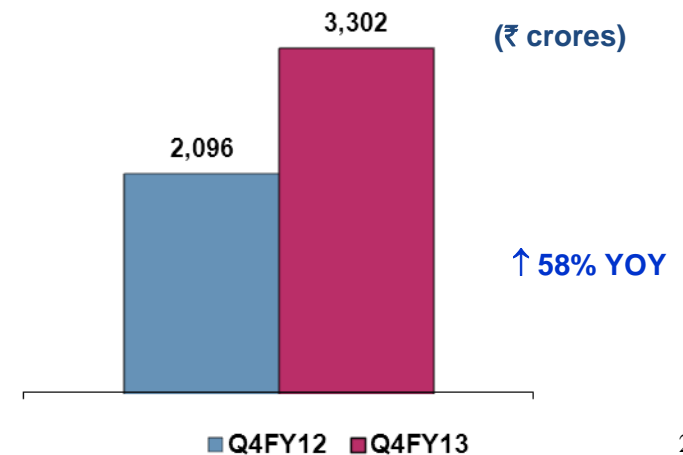
Key Highlights

- One of the largest issuers of debit cards
- Over 11 lac credit cards in circulation
- Credit card acquisition focused on large retail depositor base
- Travel Currency Cards in 11 foreign currencies – USD, Euro, GBP, AUD, CAD, SGD, SEK, CHF, JPY, AED, SAR; INR (for foreign nationals and NRIs)
- Prominent player in merchant acquiring business

Number of Cards



Card Spends



Corporate Banking Franchise

Presence across the Value Chain



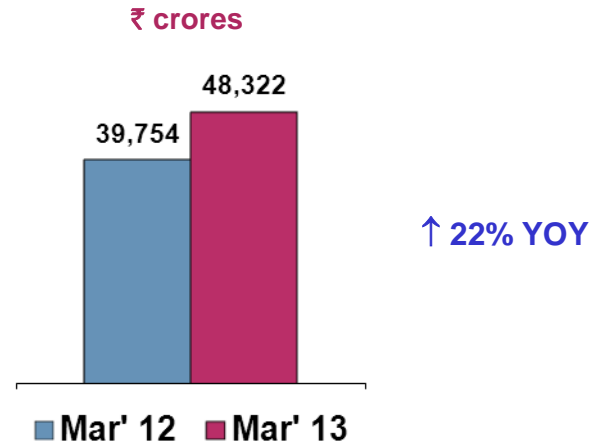
- Strong franchise spread across liability and asset businesses
- Adopted value generating Originate and Distribute Model
- Dominant player in placement and syndication of debt / loans
- Focus on building out a high quality portfolio of credit assets
- Rigorous and regular risk assessment of accounts

Business Banking

Key Highlights

- Strong transaction banking capabilities driving growth
- Wide range of products with customised offerings for various business segments
- Growth aided by “Club 50” and “Channel One” high-end premium products
- Broad-based sales strategy
- Focused approach for Corporates, Institutions and Government

Current Accounts



Current A/c Deposits (₹ crore)

FY10	32,168
FY11	36,917
FY12	39,754
FY13	48,322
CAGR	18%

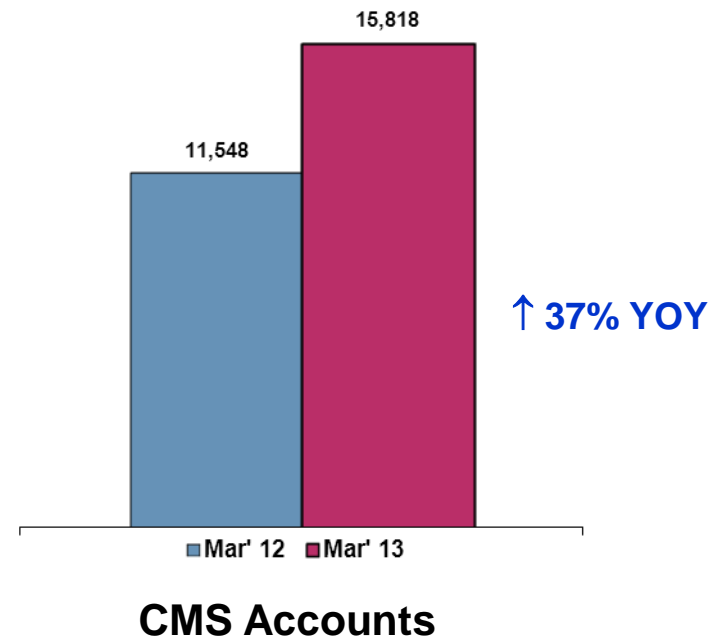
Business Banking

Government Business

- Collection of Central Government taxes on behalf of CBDT and CBEC, including through e-payments
- Collection of local taxes on behalf of 13 State Governments and UTs
- Collections and payments for Central Government ministries - Railways, Ministry of Finance, Urban Development and Housing & Urban Poverty Alleviation
- Collections under e-governance initiatives of 9 State Governments and UT

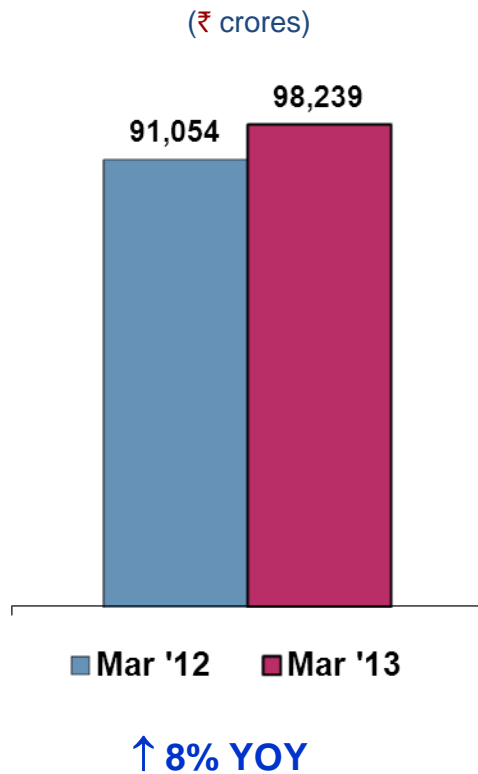
Cash Management Business

- Leading CMS provider in the country
- Among few banks offering host to host transaction banking facility

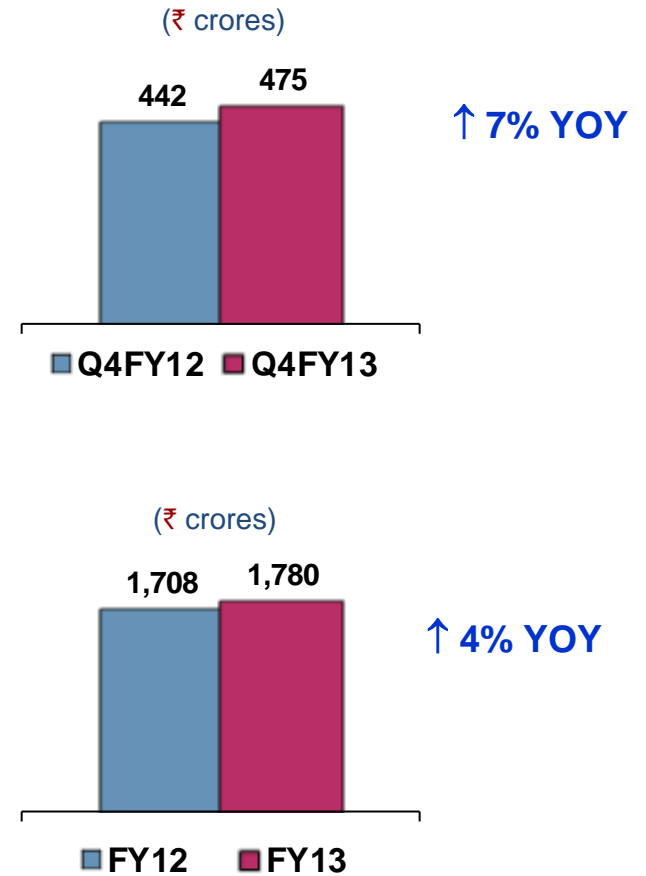


Large & Mid-Corporate Banking

Advances



Fees

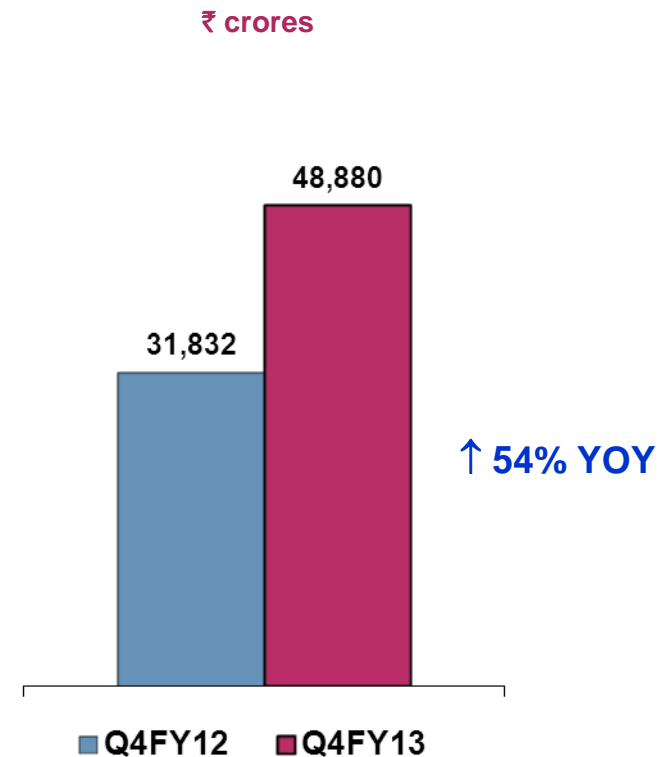


Debt Capital Markets

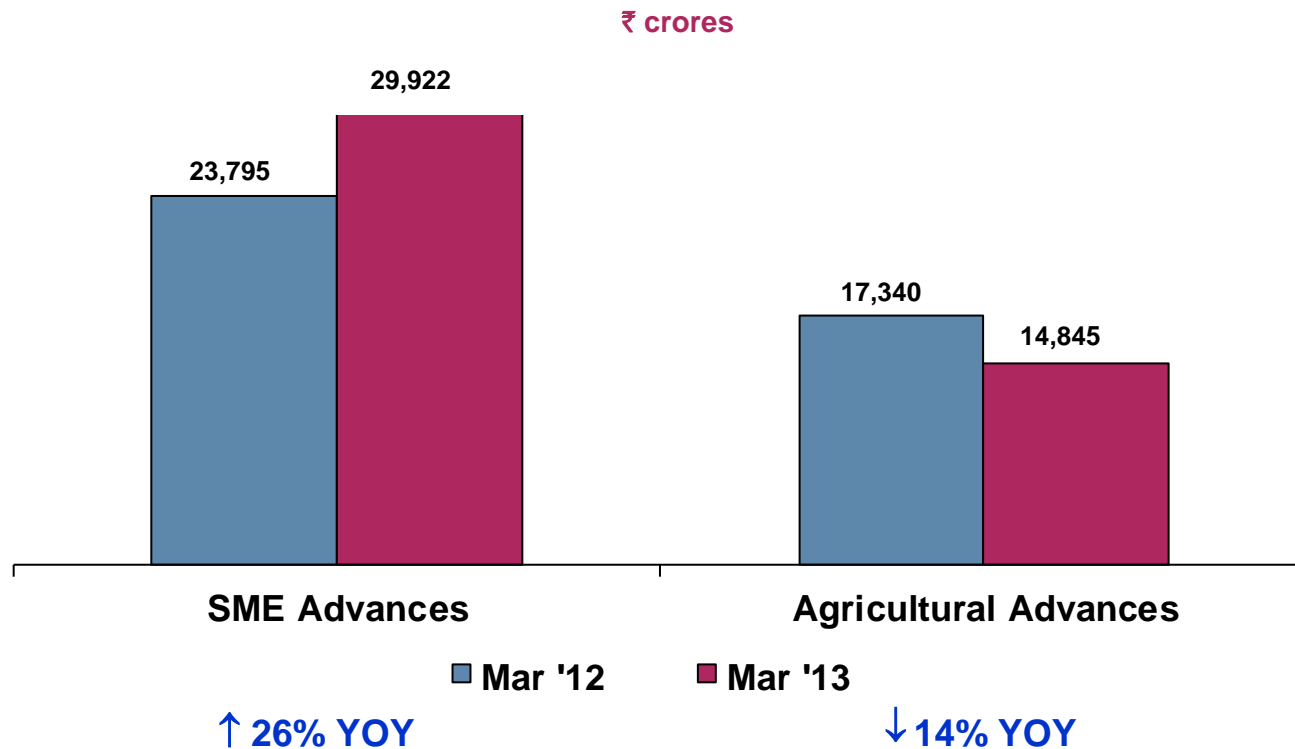
Key Highlights

- Dominant player in placement and syndication of debt issuances
- Ranked Best Domestic Bond House – India 2012 by Asset Triple A Country Awards
- Ranked India Bond House – 2012 by IFR Asia
- Ranked No. 1 debt arranger by Bloomberg for calendar year ended December 2012.

Placement & Syndication of Debt Issues

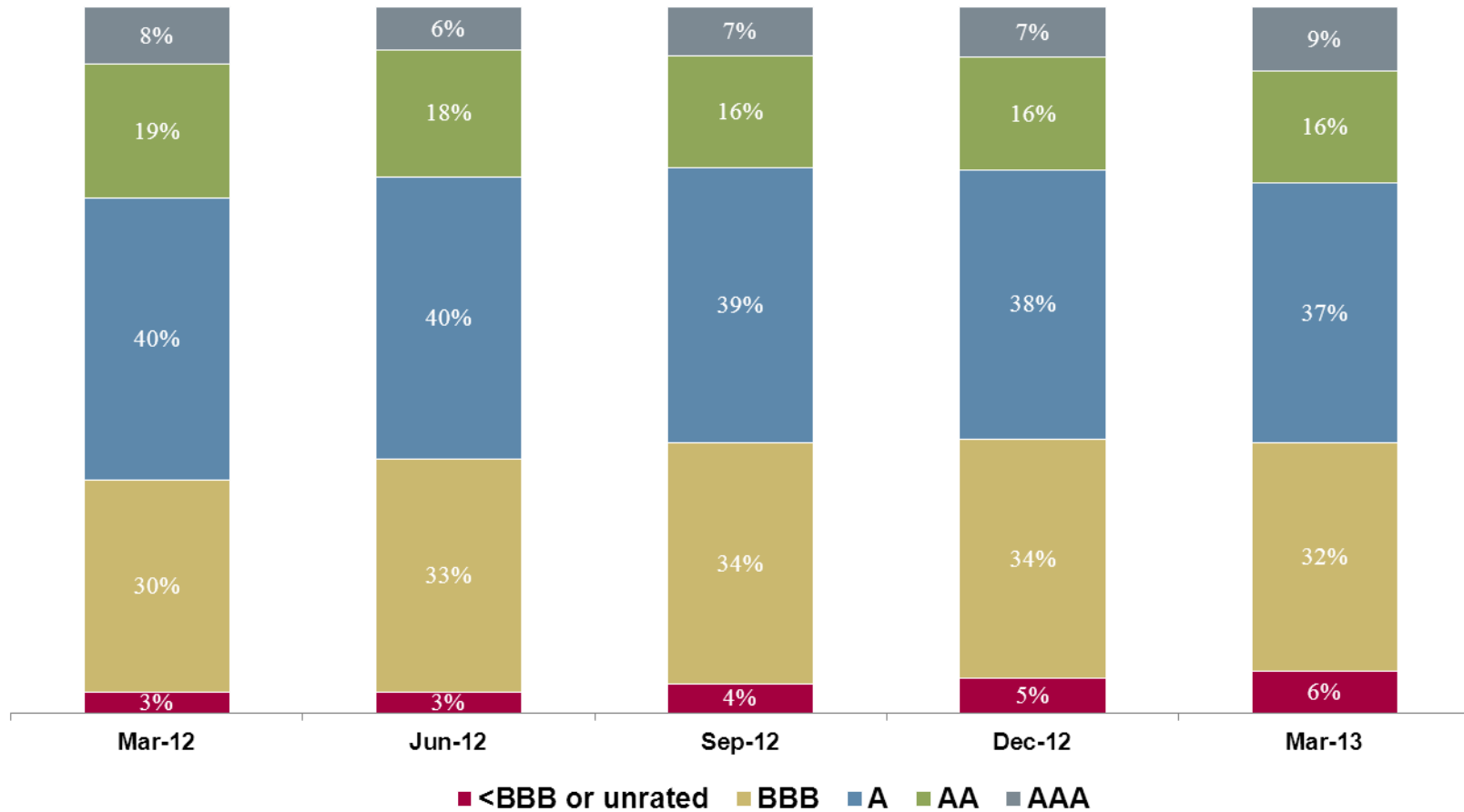


SME and Agriculture Business



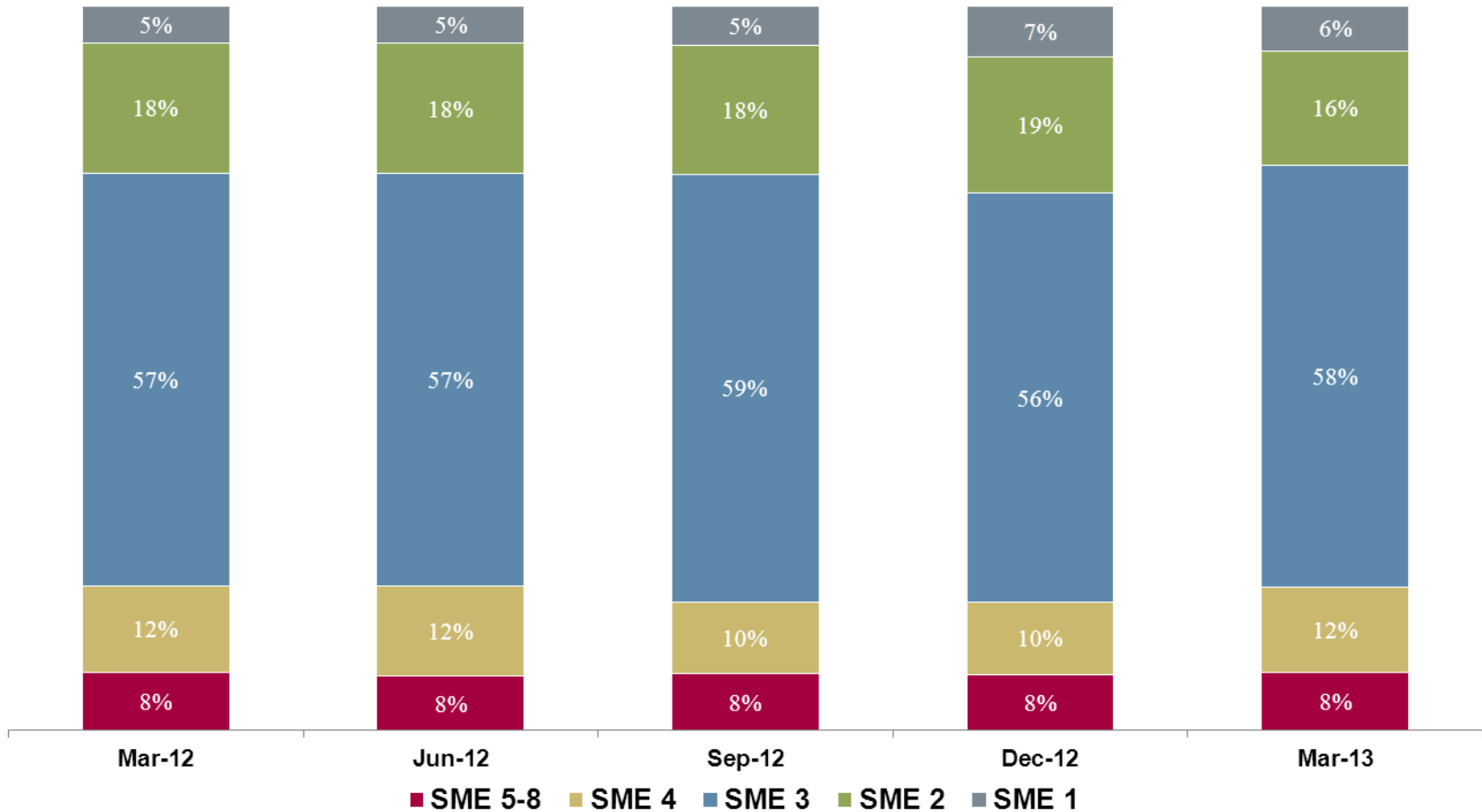
Rating Distribution: LC & MC

62% of corporate advances have rating of at least 'A' in March 2013



Rating Distribution: SME

80% of SME advances have rating of at least 'SME3' in March 2013



Industry-wise Distribution (Top 10)

Rank	Sectors	Outstanding as on March 31, 2013 (%) ¹		
		Fund-based	Non-fund based	Total
1.	Infrastructure ²	7.60	12.07	8.94
2.	Power Generation & Distribution	4.90	18.00	8.84
3.	Financial Companies ³	6.99	9.23	7.66
4.	Engineering & Electronics	3.52	12.36	6.18
5.	Metal & Metal Products	4.20	7.32	5.14
6.	Food Processing	4.11	1.66	3.38
7.	Trade	2.94	3.57	3.13
8.	Shipping Transportation & Logistics	2.26	2.61	2.37
9.	Chemical & Chemical Products	1.59	3.64	2.21
10.	Real Estate	2.63	0.99	2.14

¹ Percentages stated above are on the total fund and non-fund based outstanding across all loan segments

² Financing of projects (roads, ports, airports etc)

³ Includes Housing Finance Companies and other NBFCs

International Presence

Branches at Singapore, Hong Kong, DIFC – Dubai & Colombo

Representative offices at Shanghai, Dubai & Abu Dhabi

Axis U.K. Limited (a wholly owned subsidiary of the Bank) commenced operations with effect from April 19, 2013

Business offerings include Corporate Loans, Trade Finance Products, Debt Syndication and Liability Business

Total Assets overseas stood at USD 6.84 billion

Thank You