



Investor Presentation

Quarterly Results Q3FY20



Major Highlights of Q3FY20



Steady Operating performance

- NII up 15% YOY
- NIM stood at 3.57%
- Operating profit growth (adjusted for one-off large recovery in Q3FY19) was 22% YOY

Asset quality stable at elevated levels

- Gross and Net NPA ratios range-bound
- Slippages in corporate continue to come from known stress pools (BB & Below clients)
- Outstanding BB & Below corporate loans decline to 0.9% of customer assets

Healthy growth in Loan book

- Domestic loan book grew 18% YOY
- Retail book grew 25% YOY and domestic corporate loans grew 16%

Steady growth in Deposit franchise

- Total Deposits up 21% YOY on quarterly average basis
- CASA + Retail Term Deposits up 21% YOY on quarterly average basis

Retail business momentum remains strong

- Retail loans now constitute 53% of the overall loan book
- Retail fee income grew 20% YOY and constituted 67% of total fee income

Key Metrics for Q3FY20

Snapshot (As on 31 December 2019)

Profit & Loss

	Absolute (in ₹ crs)		YOY Growth	
	Q3FY20	9MFY20	Q3FY20	9MFY20
Net Interest Income	6,453	18,398	15%	15%
Fee Income	2,775	8,087	6%	14%
Operating Expenses	4,497	12,363	10%	6%
Operating Profit	5,743	17,587	4%	26%
Profit Before Tax	2,272	6,783	(8%)	45%
Net Profit / (Loss)	1,757	3,015	5%	(5%)

Balance Sheet

	Q3FY20	YOY Growth
Total Assets	8,19,039	8%
Net Advances	5,50,138	16%
Total Deposits	5,91,676	15%
Shareholders' Funds	86,198	29%

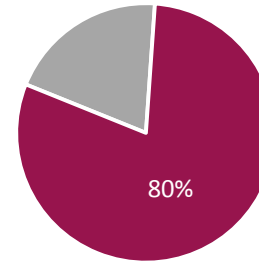
Key Ratios

	Q3FY20	Q3FY19
Diluted EPS* (in ₹) (Q3/9M)	24.71 / 14.91	25.86 / 16.33
Book Value per share (in ₹)	306	260
ROA* (in %) (Q3/9M)	0.86 / 0.50	0.88 / 0.57
ROE* (in %) (Q3/9M)	8.83 / 5.86	11.33 / 7.25
Gross NPA Ratio	5.00%	5.75%
Net NPA Ratio	2.09%	2.36%
Basel III Tier I CAR ¹	15.54%	13.07%
Basel III Total CAR ¹	18.72%	16.40%

* Annualised

¹ including profit for 9MFY20

Deposits# ↑ 21% YOY

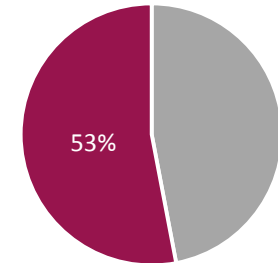


■ CASA + RTD #

↑ 21% YOY (QAB)
18% YOY (End Balance)

#QAB – Quarterly Average Balance

Domestic Advances ↑ 18% YOY



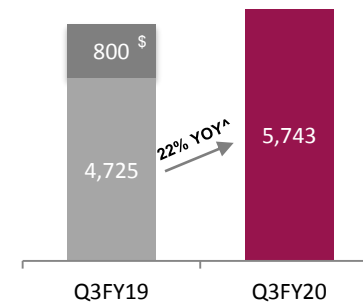
■ Retail Advances**

↑ 25% YOY

** As proportion of Total Advances

Operating Profit (in ₹ Crores)

↑ 4% YOY

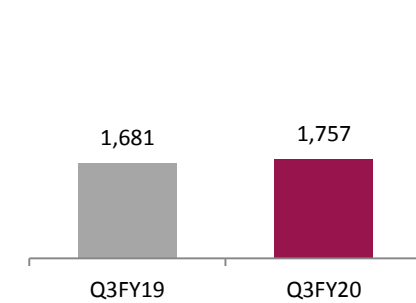


\$ impact of one large recovery in written off account

^Adjusted for one off large recovery of ₹800 crores witnessed in Q3FY19

Profit After Tax (in ₹ Crores)

↑ 5% YOY



Financial Highlights**5**

Business Segment performance

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Shareholder Returns and Capital Position

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Subsidiaries' Performance

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Other important information

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Financial Highlights : *Balance Sheet*

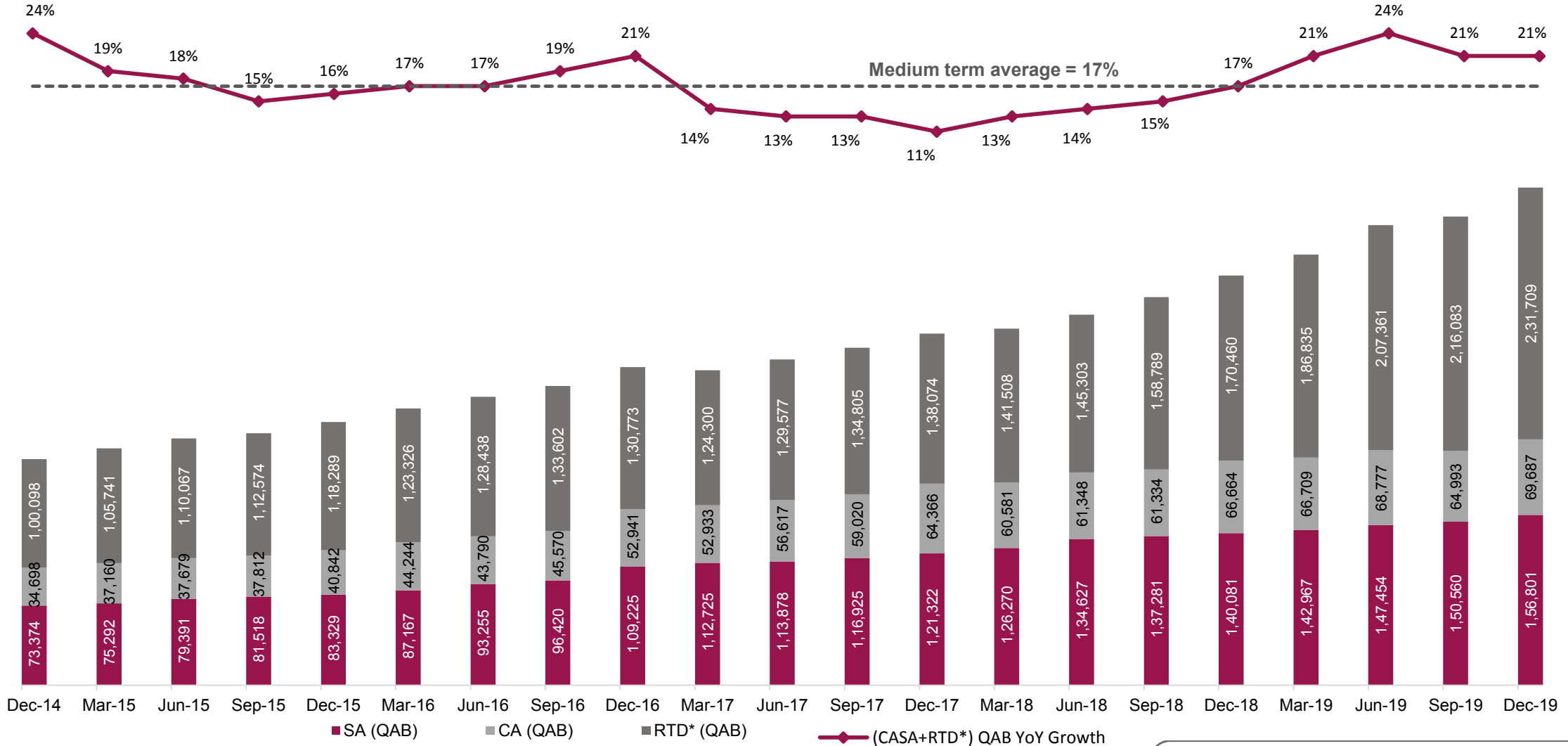
Summary

- Deposits grew 21% YoY; CASA and Retail Term Deposits together up 21% (on QAB basis)
- Share of CASA and Retail term deposits (QAB) stood at 80% for the quarter
- Domestic loan growth stood at 18%

Granular deposits continue to have strong growth



All figures in ₹ Crores

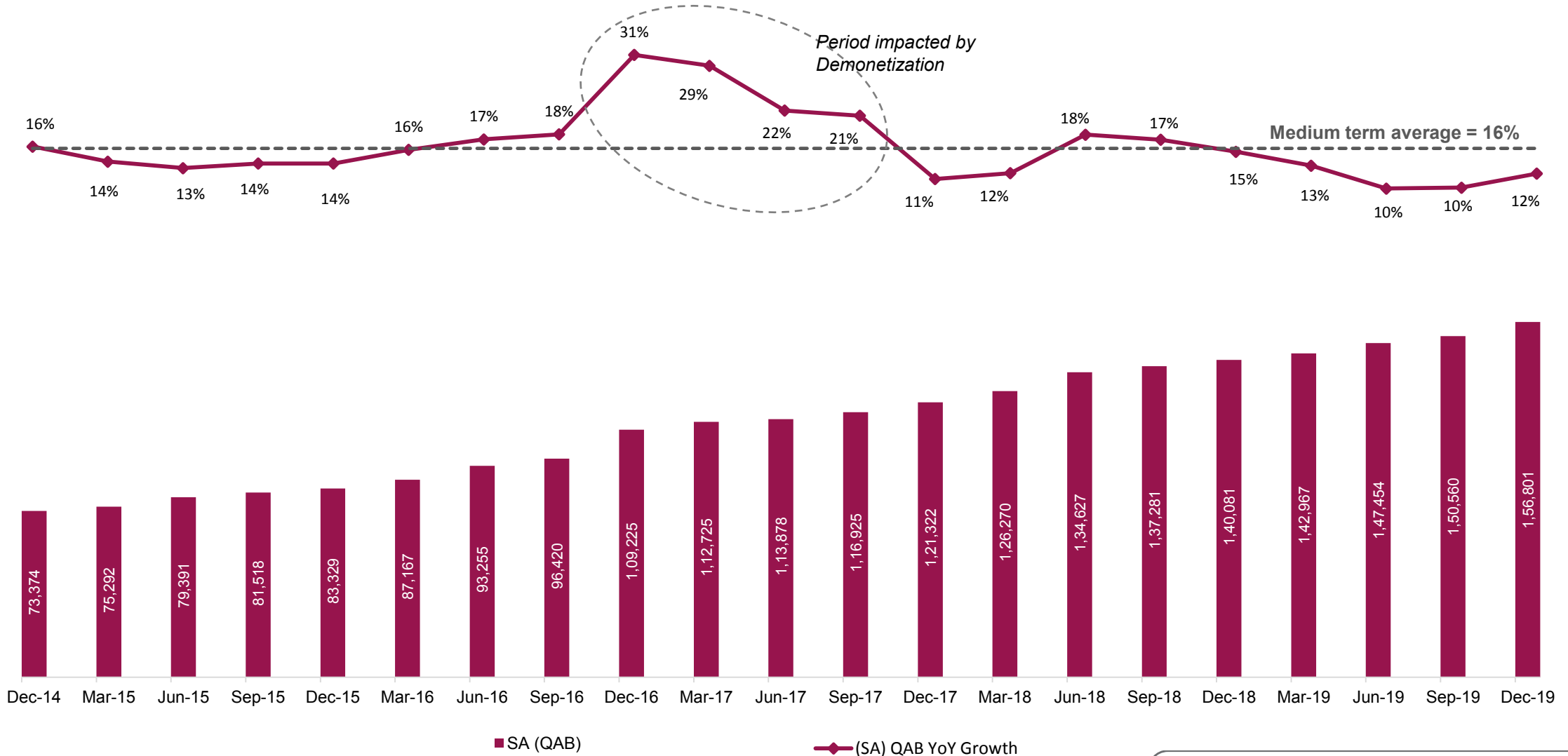


* Retail Term Deposits

SA deposits on QAB basis have grown at 16% CAGR in the medium term



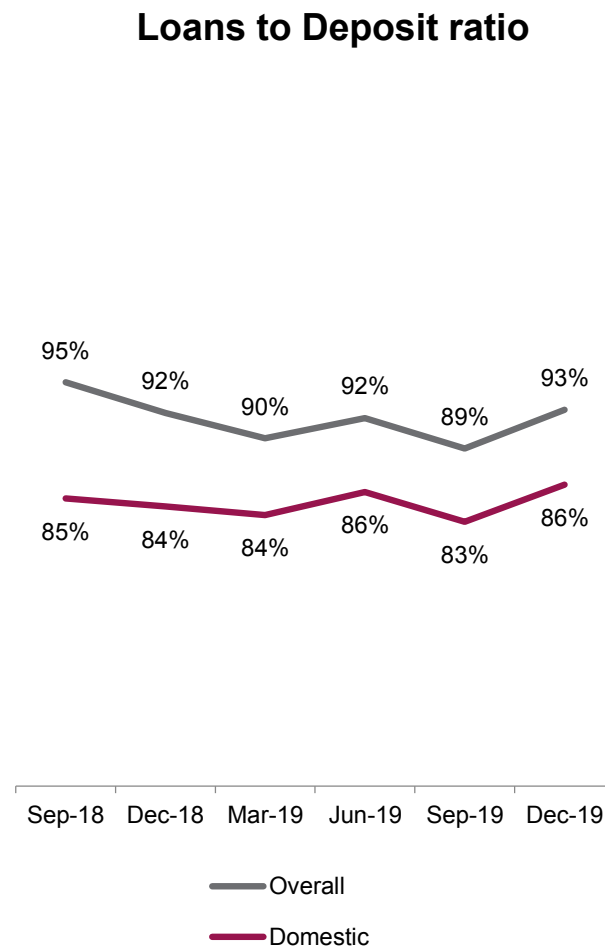
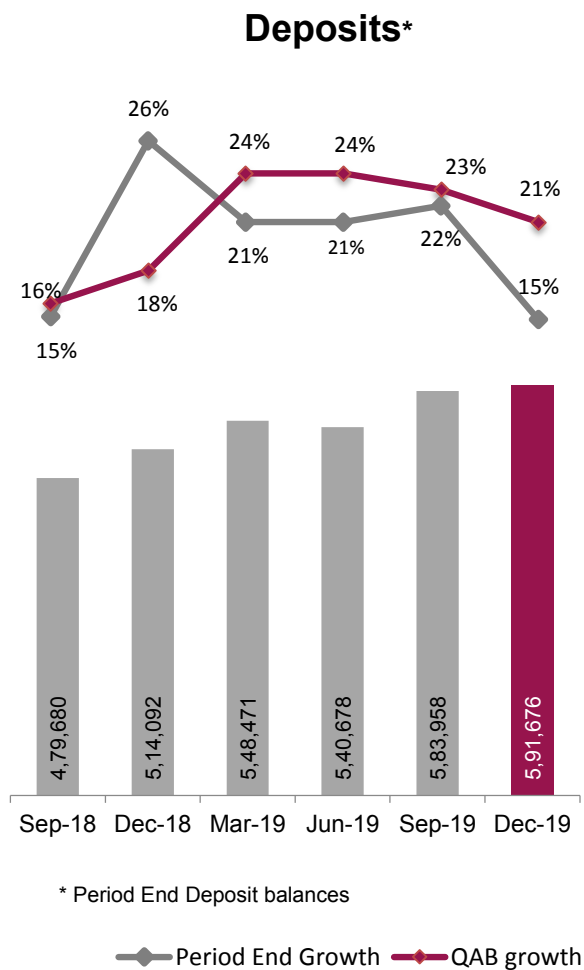
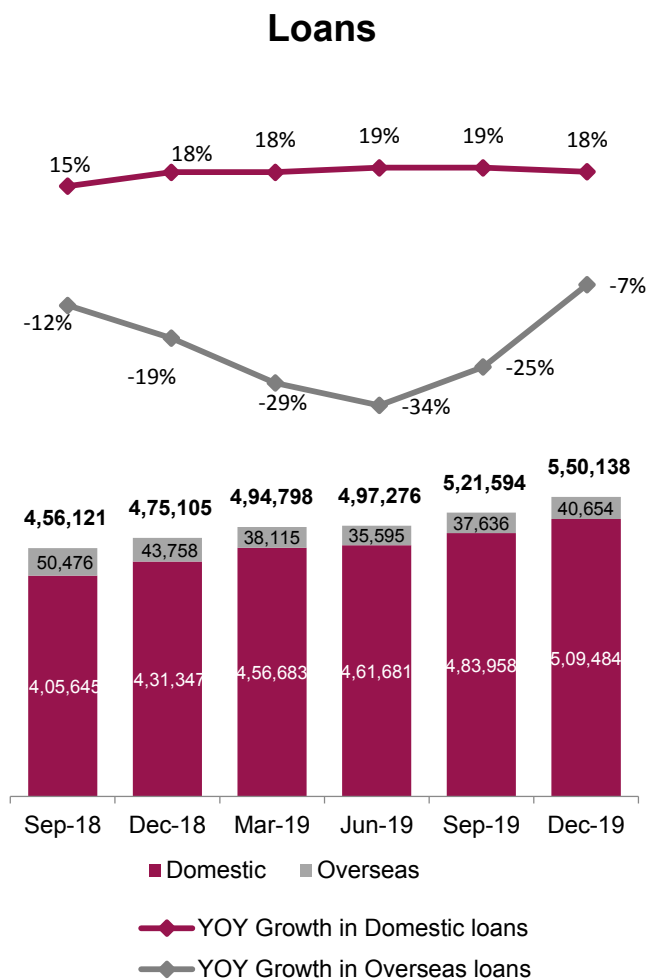
All figures in ₹ Crores



Domestic loan growth remains healthy



All figures in ₹ Crores



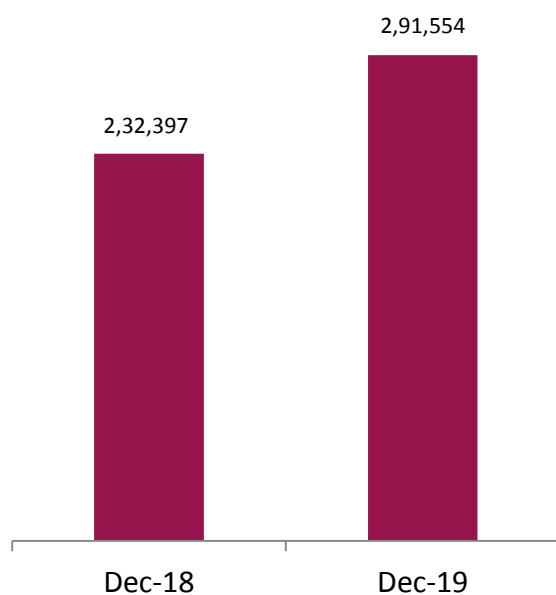
Loan growth was led by Retail



All figures in ₹ Crores

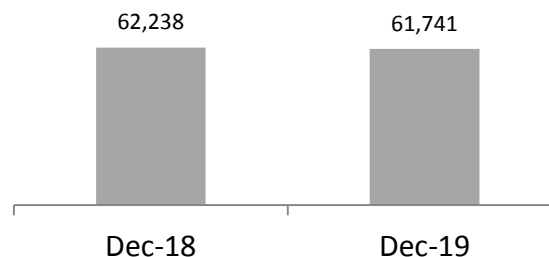
Retail Loans

▲ 25% YOY



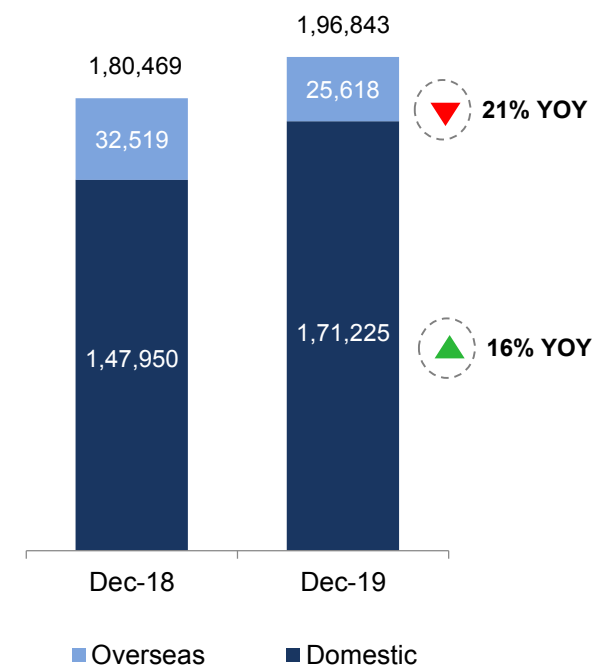
SME Loans

▼ 1% YOY



Corporate Loans

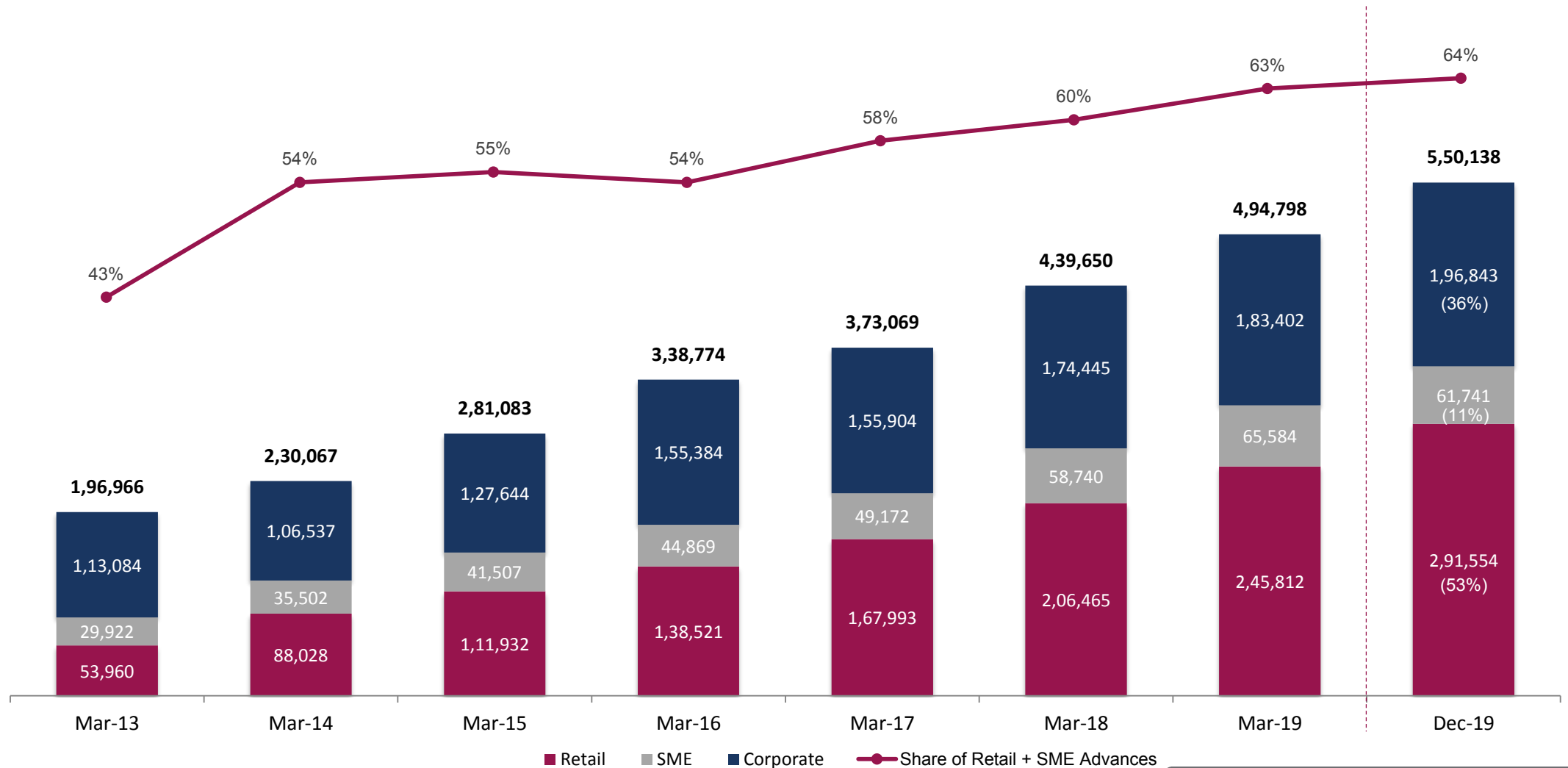
▲ 9% YOY



Retail and SME now form 64% of the Bank's Loans



All figures in ₹ Crores



Financial Highlights : *Profit & Loss Statement*

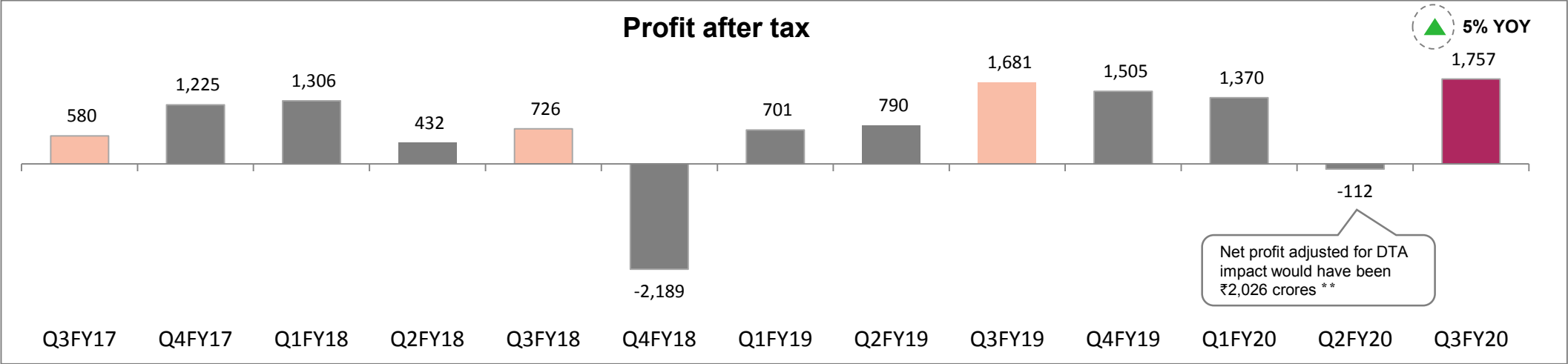
Summary

- PAT stood at ₹1,757 crores, up 5% YOY
- Operating profit growth adjusted for one-off large recovery witnessed in Q3FY19 stood at 22% YOY
- Fee income grew by 6%, led by Retail Fees, which grew 20%
- Opex to Assets ratio stood at 2.07%

PAT grew 5% YOY



All figures in ₹ Crores

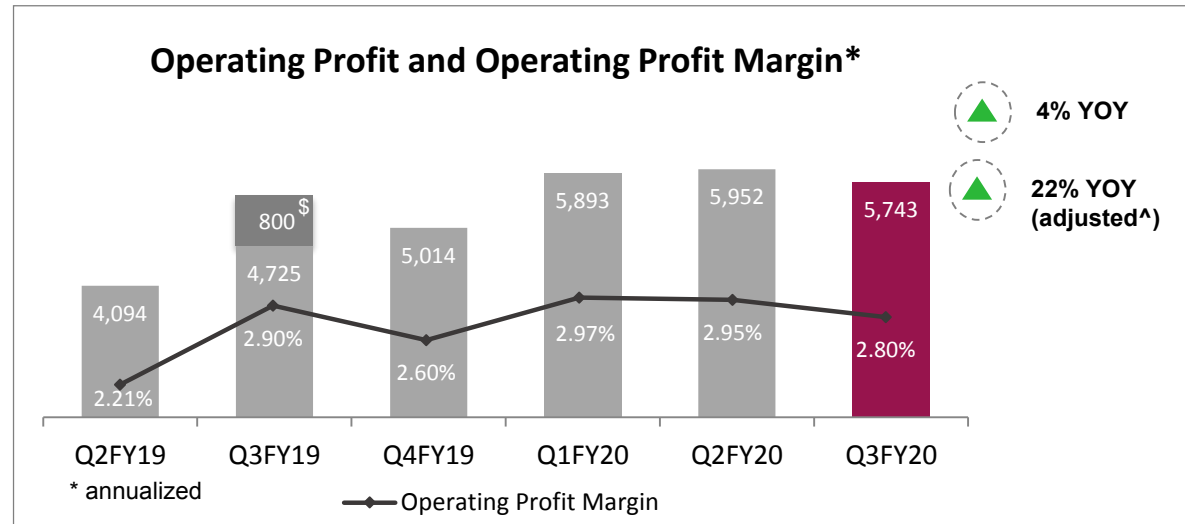


** Pursuant to the change in corporate tax rate introduced during Q2FY20, the Bank has re-calculated the balance of net DTA, resulting in a write-off of the net DTA by ₹2,138 crores which has been fully charged to the profit and loss account in Q2

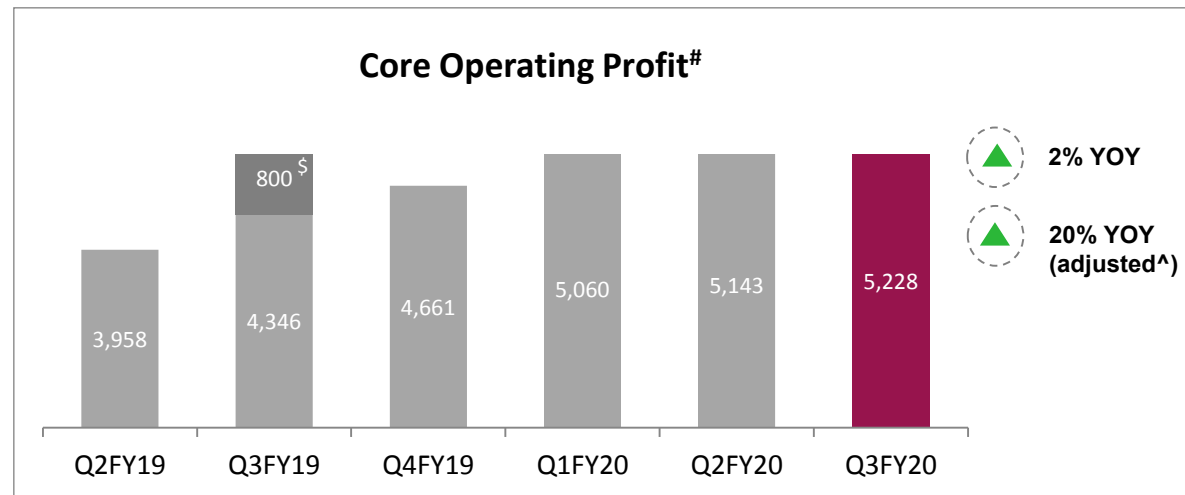
Operating Profit adjusted for one-off grew strongly

All figures in ₹ Crores

Operating profit growth, adjusted for one off large recovery in Q3FY19 was 22% YOY



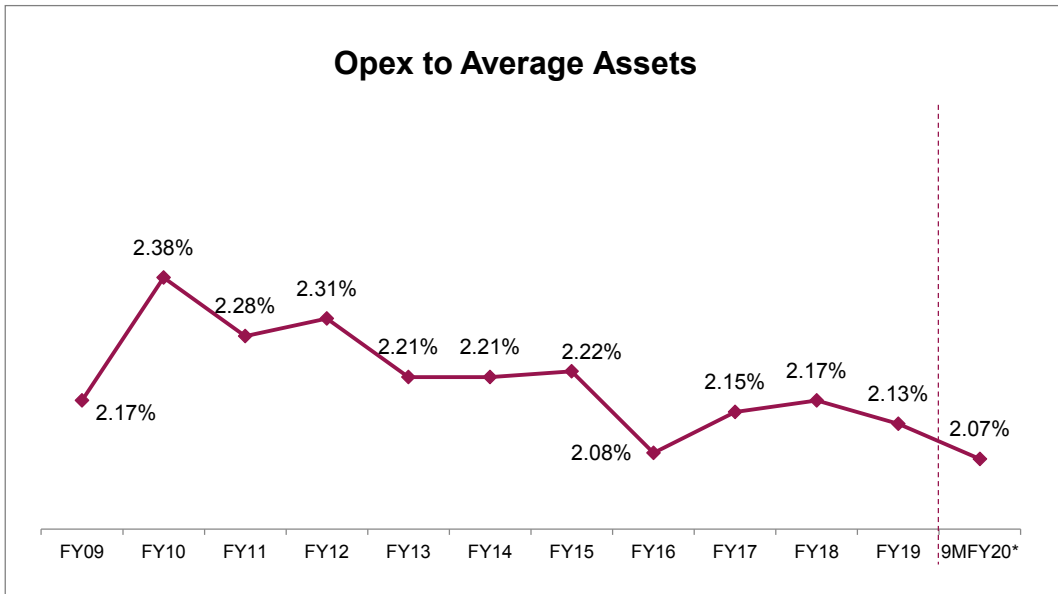
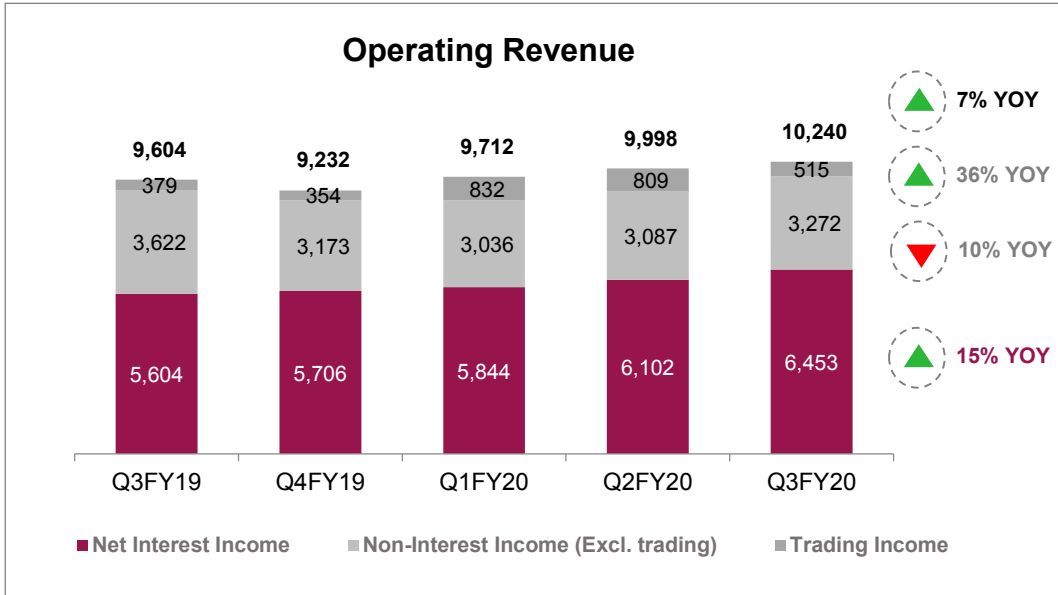
Core Operating profit growth, adjusted for one off large recovery in Q3FY19 was 20% YOY



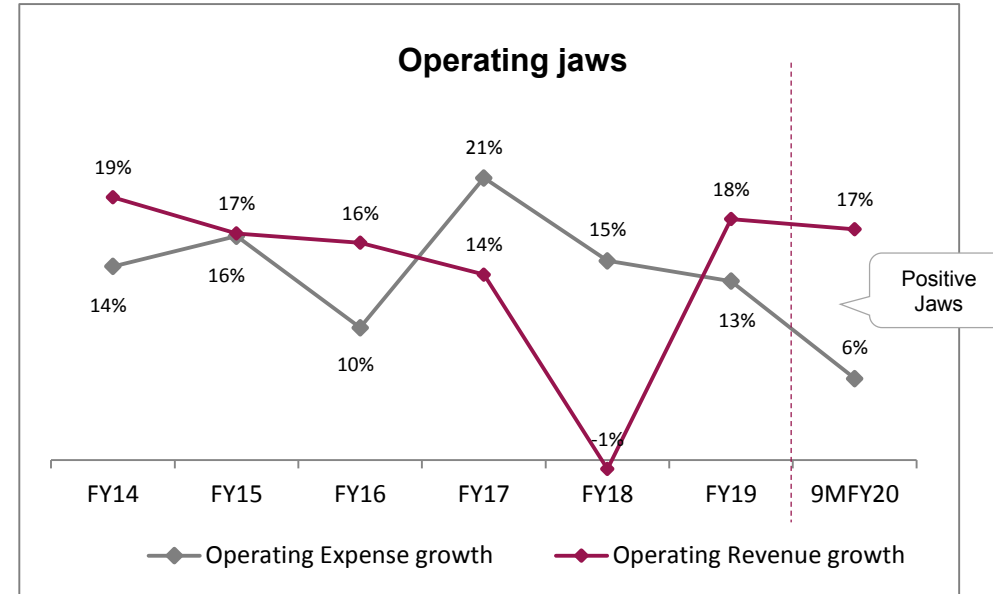
^ Adjusted for one off large recovery witnessed in Q3FY19
computed as operating profit less trading profit
\$ impact of one large recovery in written off account

Operating jaws remain healthy

All figures in ₹ Crores



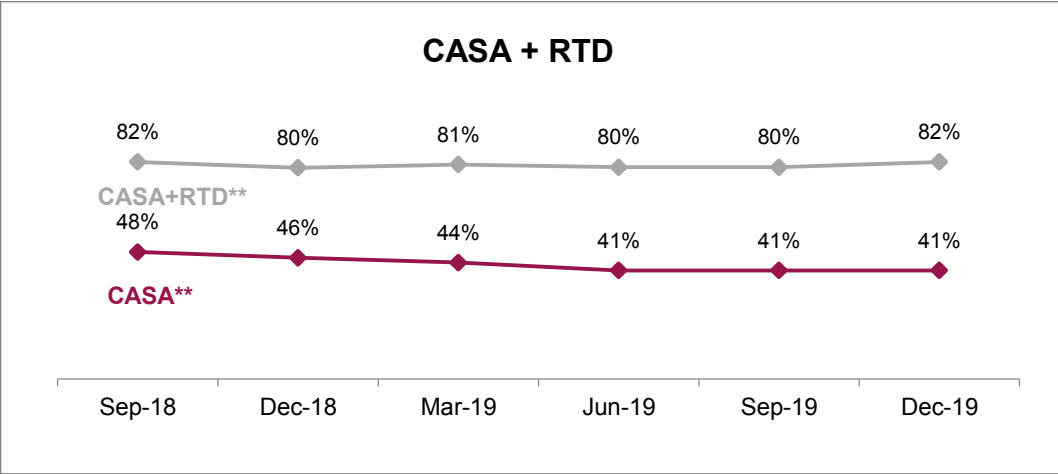
* on annualised basis



The Bank retains a stable, low cost deposit franchise

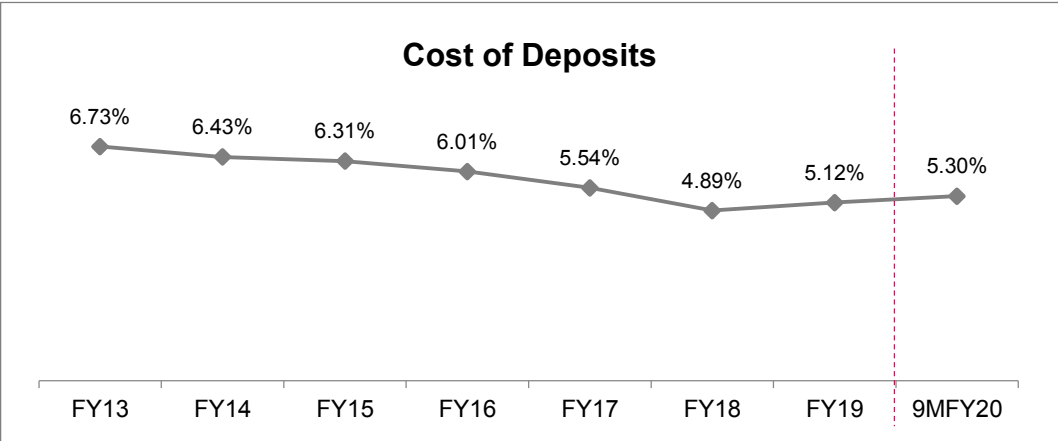


Bulk of the Bank's deposits continue to come from granular, retail sources

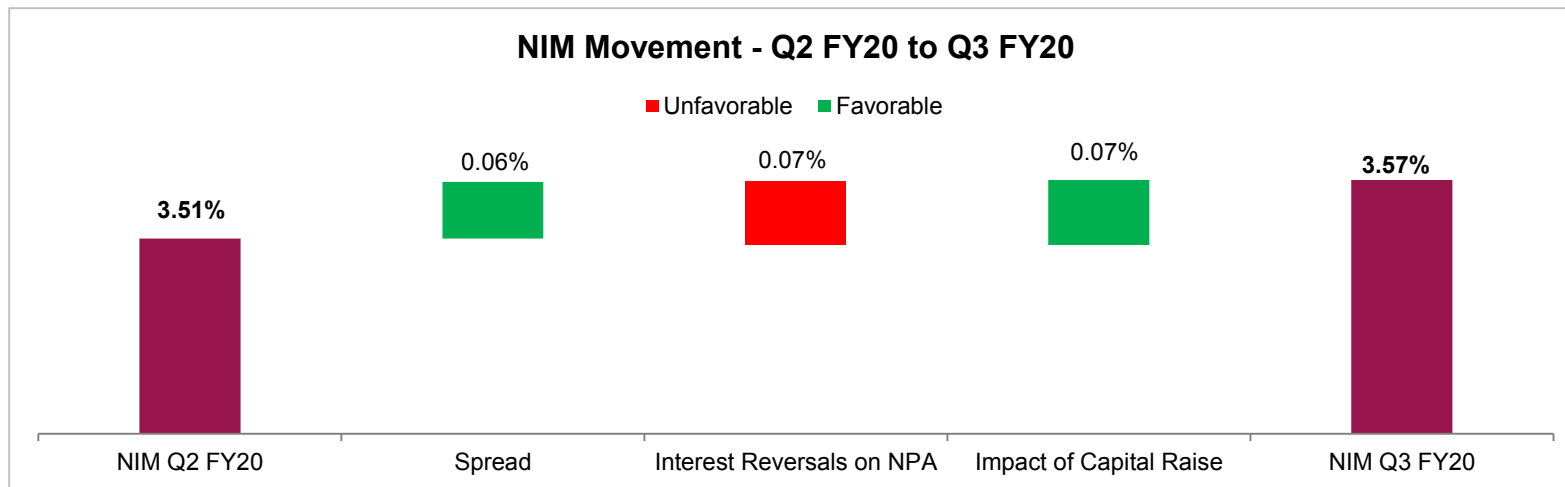
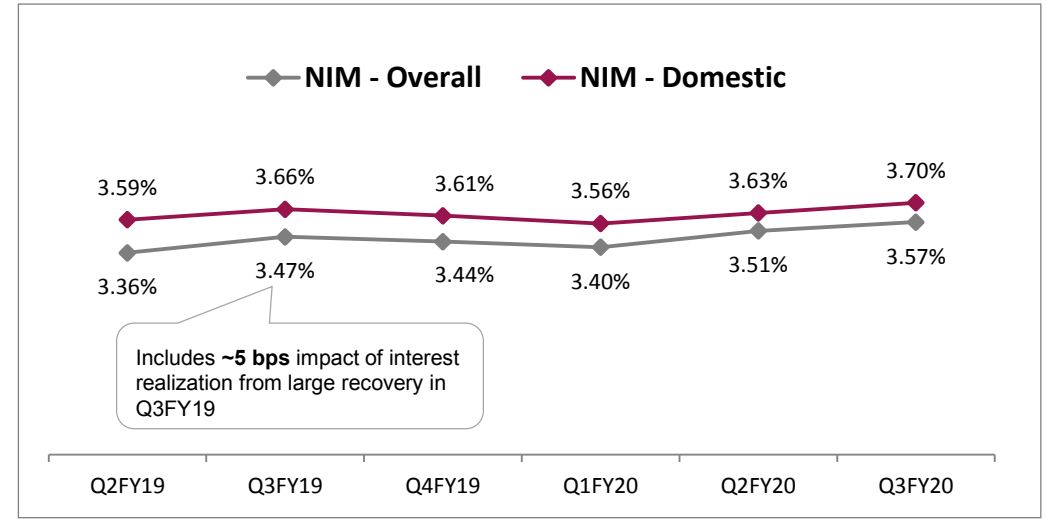
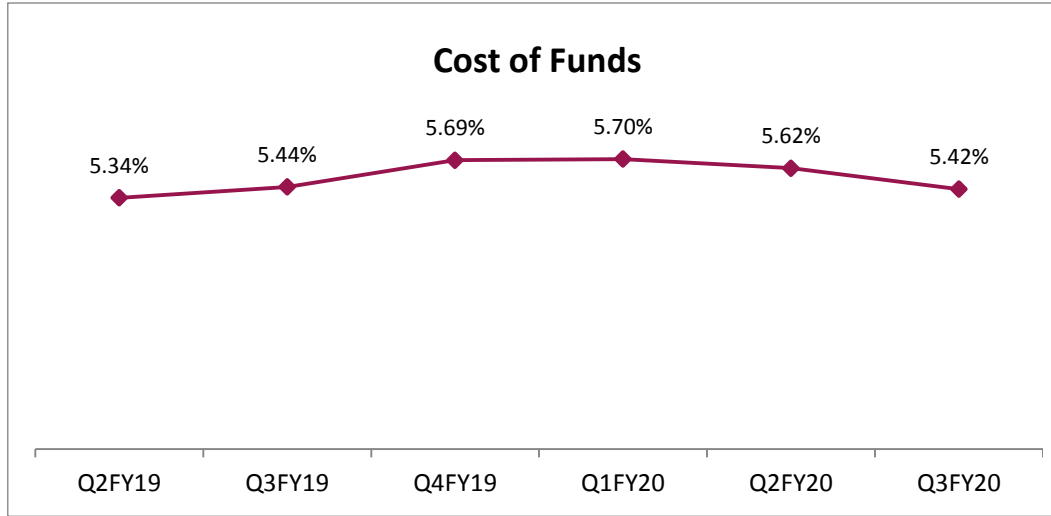


** as % of total deposits on period end balance

Cost of Deposits has increased by 18 bps compared to FY19



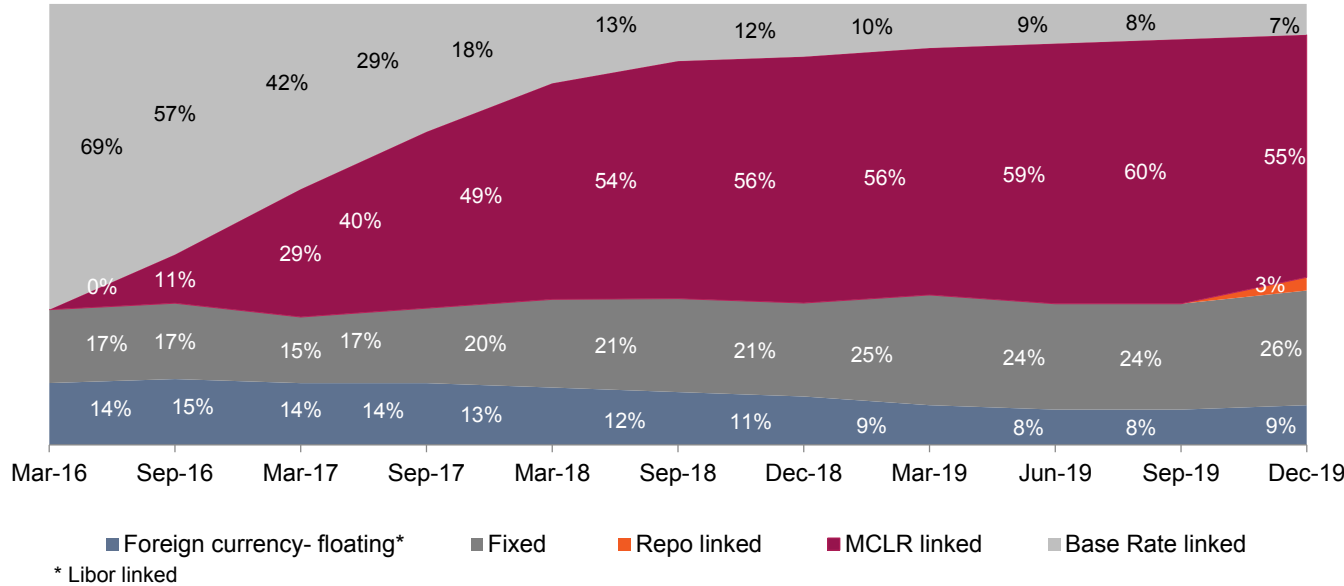
NIM improved QOQ to 3.57%



MCLR mix in advances has stabilized

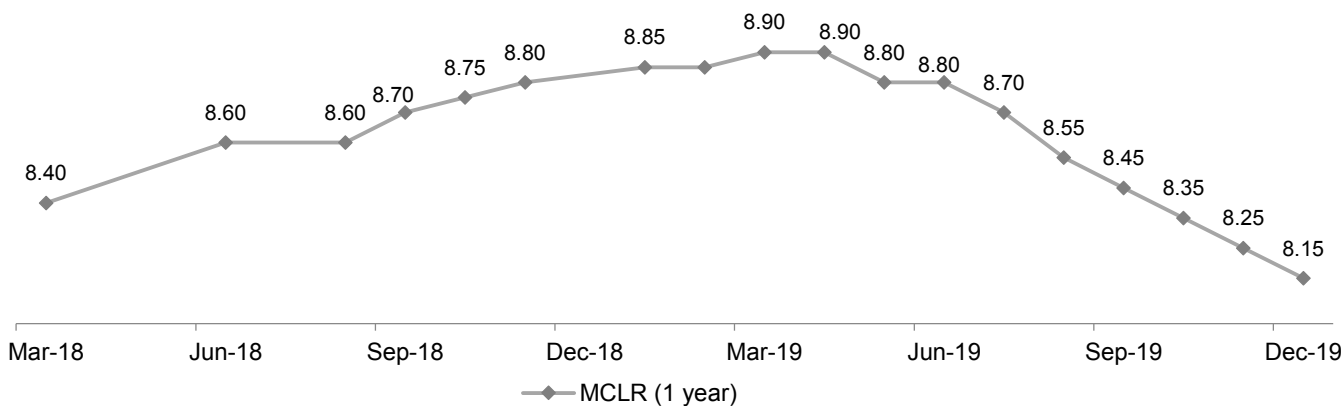


Advances mix by Rate type

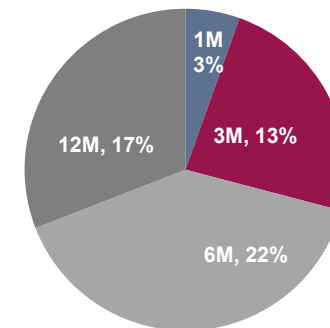


- The Bank had introduced new floating rate loans linked to RBI policy repo rate for retail customers and micro & small enterprises with effect from October 1st 2019.
- During the quarter, 3% of the loans have migrated to this new repo-linked rates.

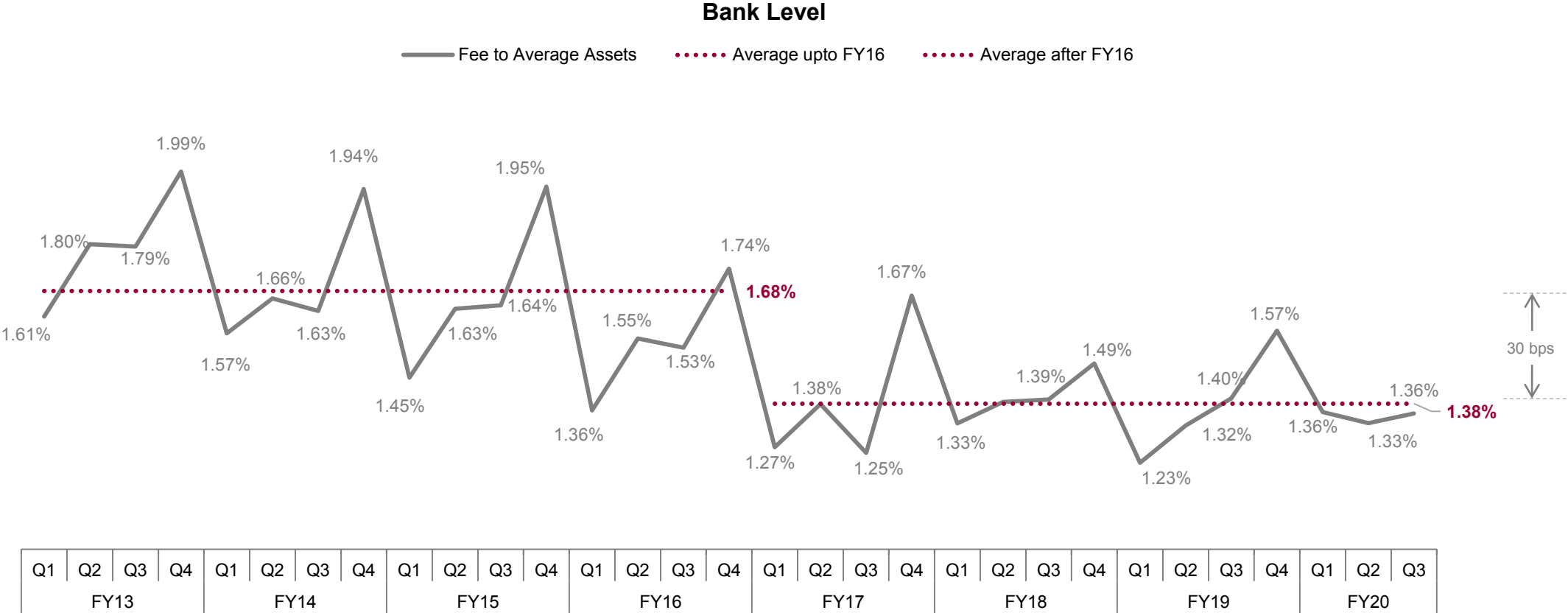
1 year MCLR (%)



MCLR Duration Split (Dec-19)



Over the last four years, the Bank's Fee to Assets profile has settled at a lower level



Retail and Transaction Banking now form 85% of the Bank's Fees

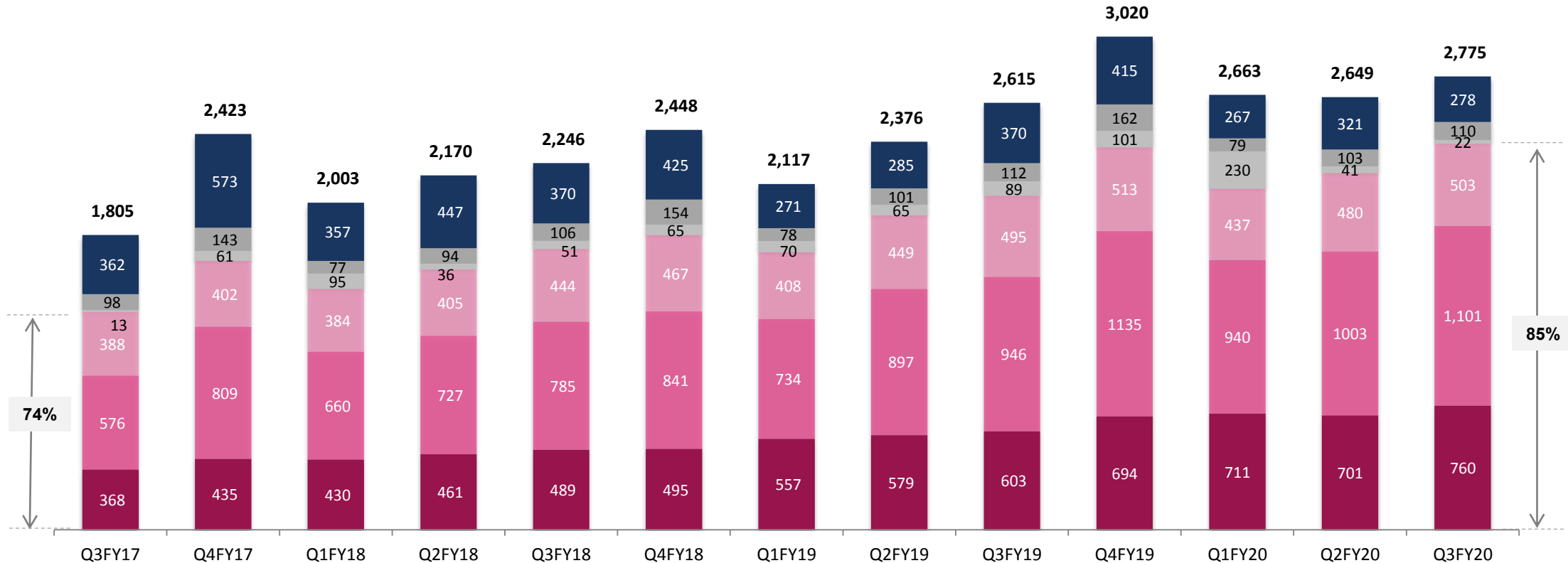


All figures in ₹ Crores

Fee Composition*

■ Retail (card)
 ■ Retail (non card)
 ■ Transaction Banking
 ■ Treasury & DCM
 ■ SME
 ■ Corporate Credit

▲ 6% YOY



74%

85%

In Q3FY20, Retail Fees constituted 67% of total Fee

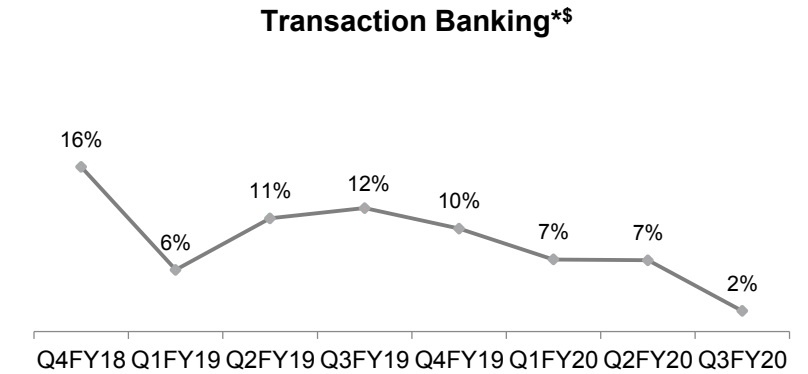
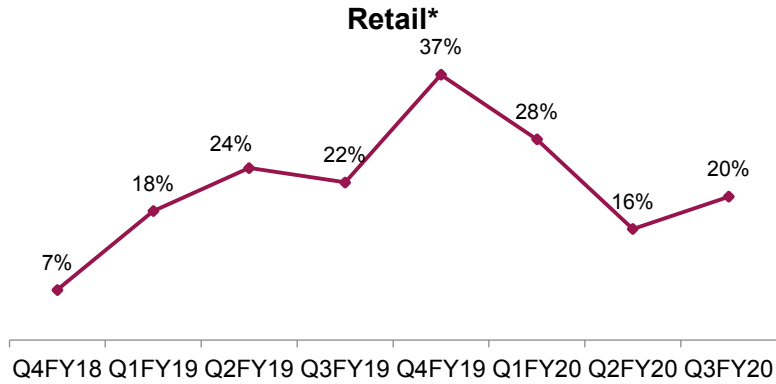
*There has been reclassification of certain segments from Transaction Banking to Retail starting and between Transaction Banking & Treasury starting Q1FY20. Accordingly the figures for all the prior periods are adjusted to reflect reclassified data

Retail is the largest contributor to Bank's fee income

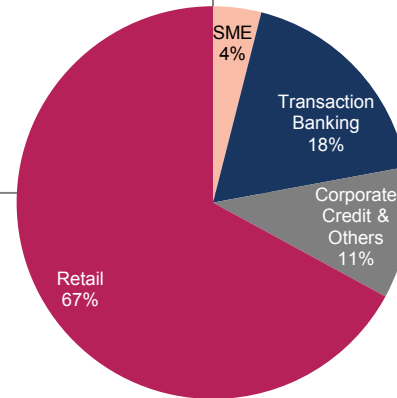


All figures represent YOY growth

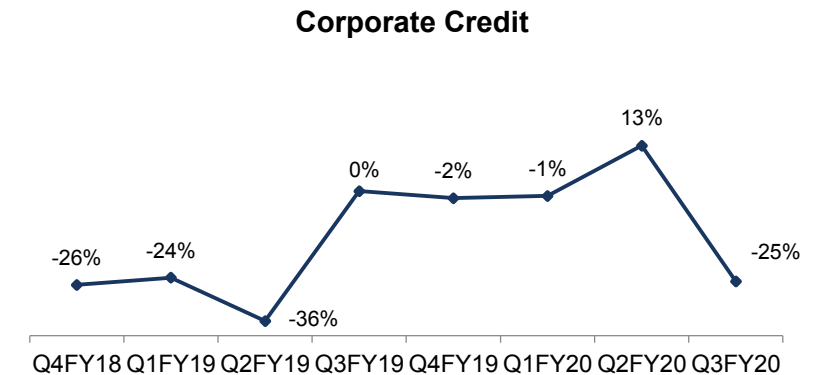
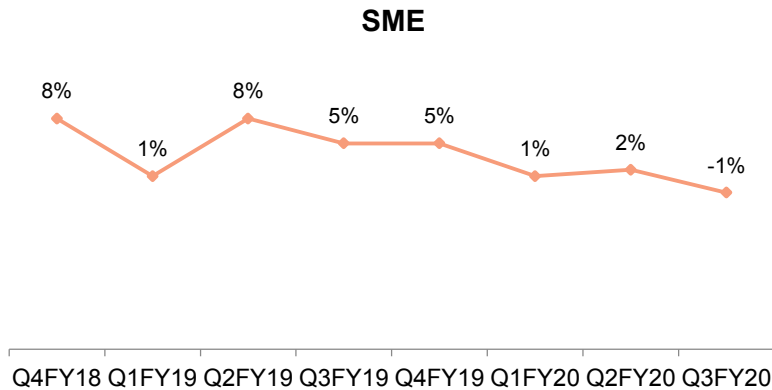
Fee Growth (YOY) and Composition



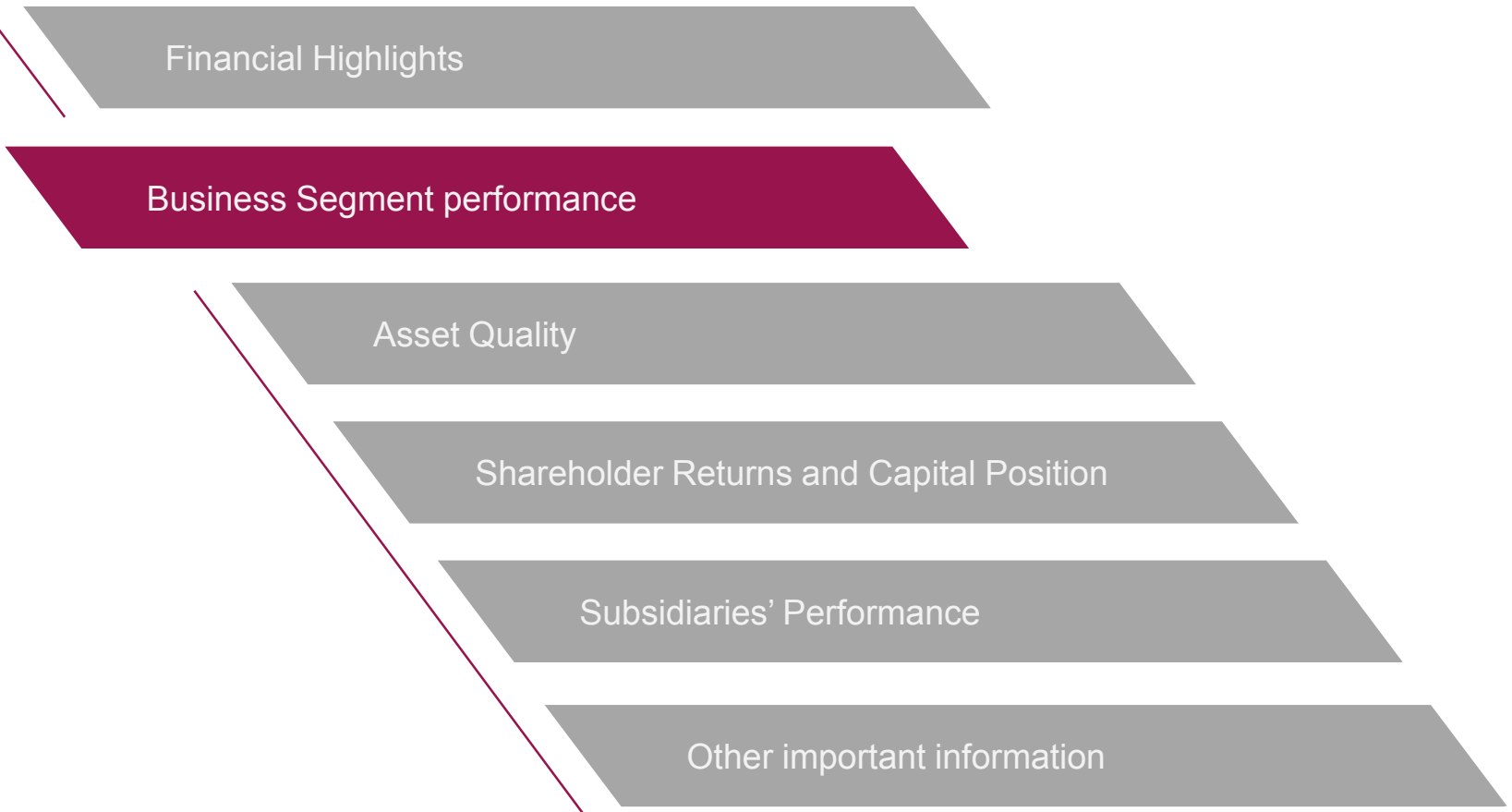
Composition of fee income



** Primarily comprises of service charges and commission income from Cash management services and merchant forex



*There has been reclassification of certain segments from Transaction Banking to Retail starting and between Transaction Banking & Treasury starting Q1FY20. Accordingly the figures for all the prior periods are adjusted to reflect reclassified data



Financial Highlights

Business Segment performance

Asset Quality

Shareholder Returns and Capital Position

Subsidiaries' Performance

Other important information

Business Performance

Retail

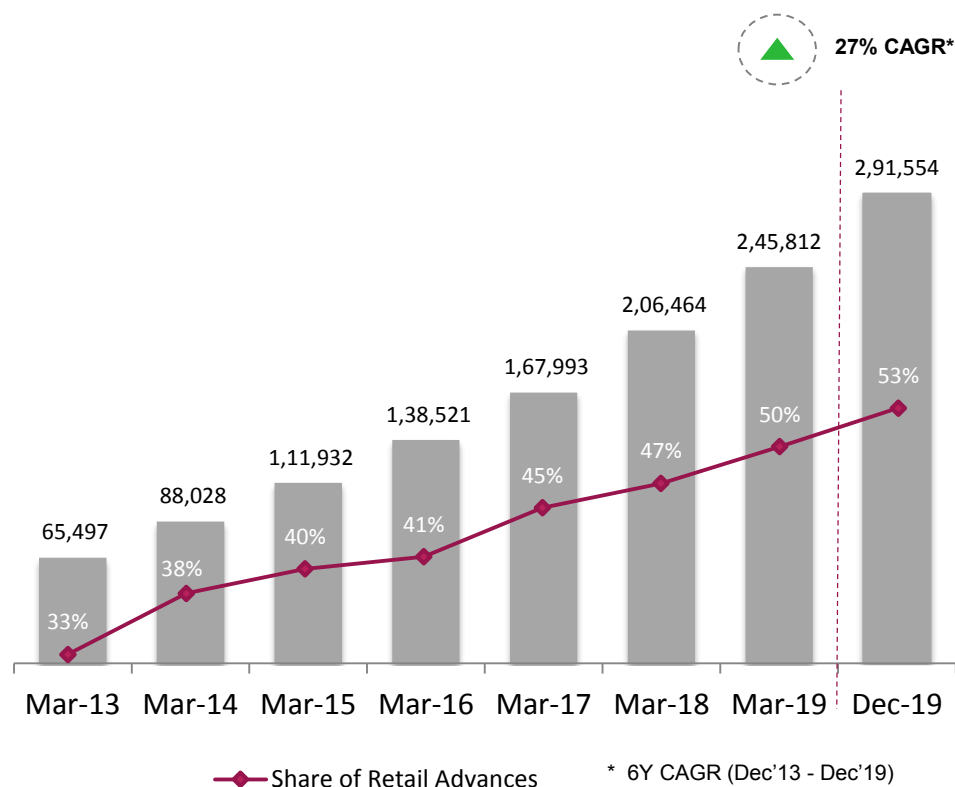
- Retail Lending has grown at 27% CAGR over the last 6 years
- Loan mix has shifted decisively and is now highly diversified
- Retail is the largest contributor of Fees for the Bank
- The Bank continues to expand branches aggressively
- Axis Bank ranks amongst the most valuable brands in India



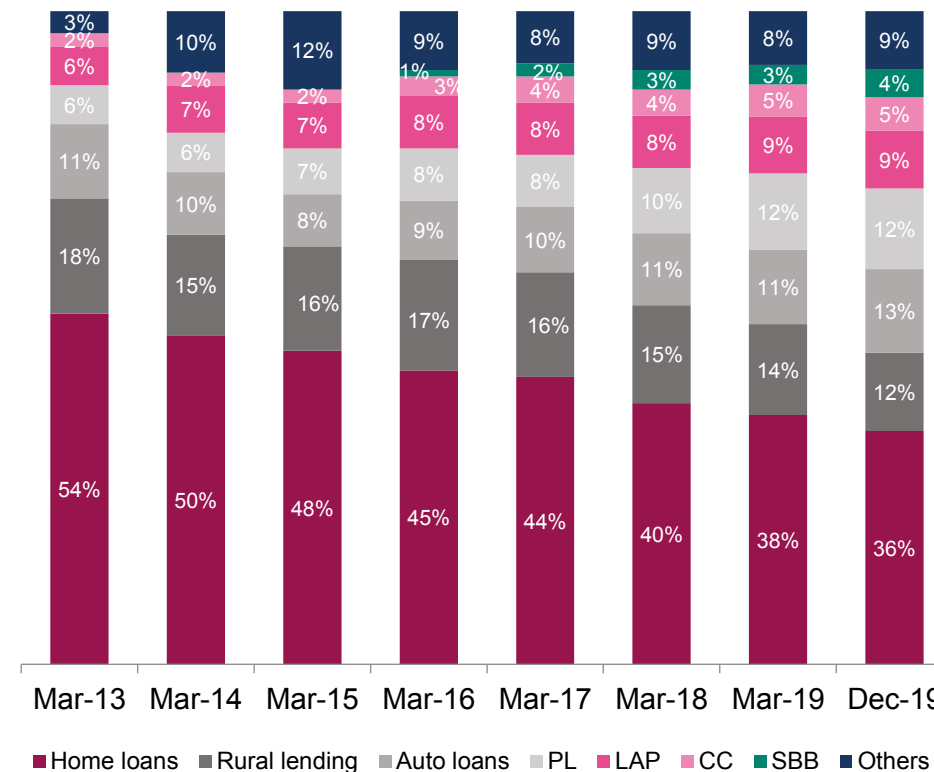
Retail Loans have grown and diversified significantly

All figures in ₹ Crores

Retail Advances have shown strong growth...



...with significant dispersion in mix over time



3 core components of the Bank's strategy in Retail Lending

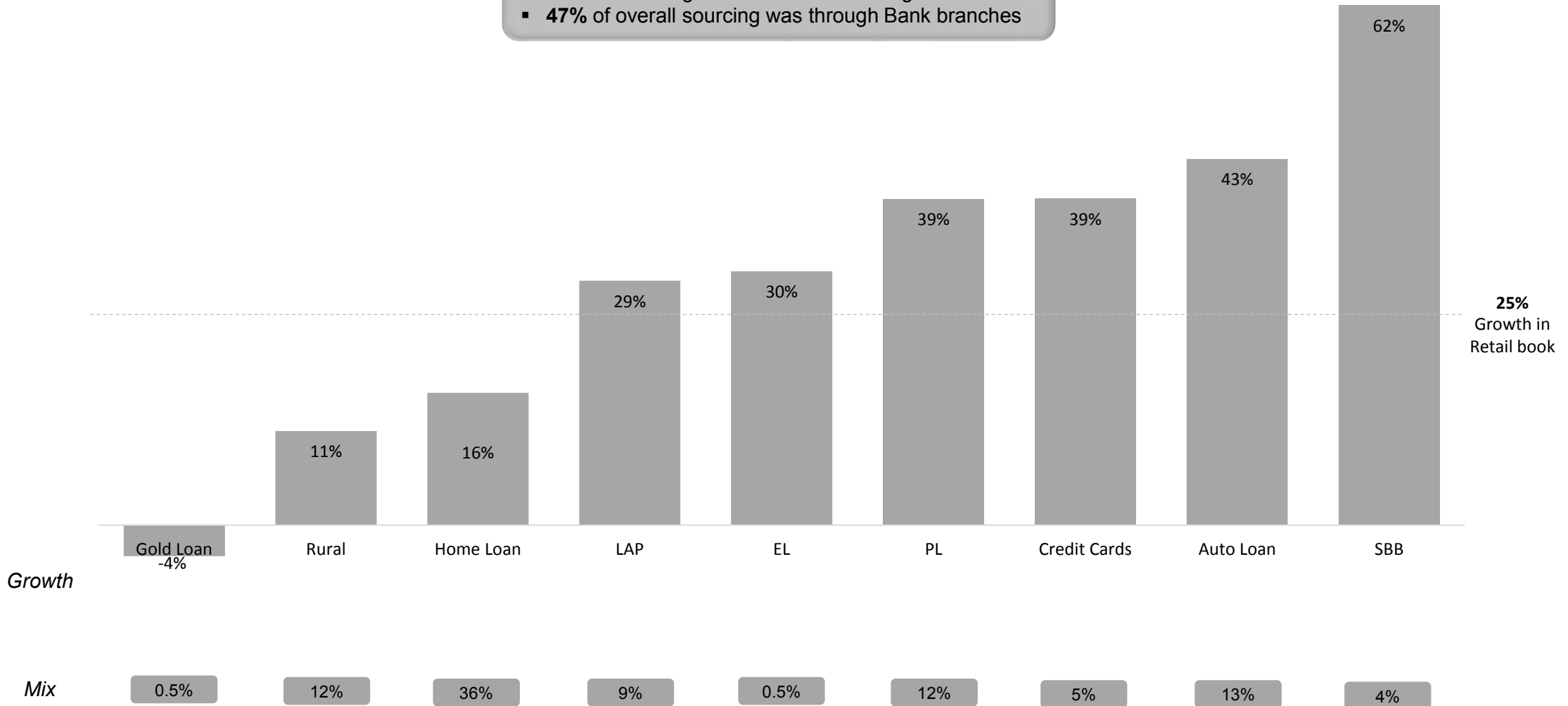
- ▲ Cross sell to existing deposit customers
- ▲ Distribution through branches and digital platforms
- ▲ Strong analytics engine driving underwriting

Retail product segments continue to grow strongly



Sourcing Strategy

- 79% of sourcing in Q3 was from existing customers
- 47% of overall sourcing was through Bank branches



EL – Education Loan

The Bank is a leading player in India's Wealth Management space



Relationship Management and Wealth Specialist team of over 640*



AUM** of ₹1,56,075 Crores (~ \$22 Bn)

Wealth Management | Axis Bank

Burgundy Performance (Apr'14 - Dec'19)

AUM^	▲	30%	Fee Revenue~	▲	43%
Customer Base	▲	28%	Touch Points (RMs & ICs)	▲	15%

** As of 31st Dec. 2019

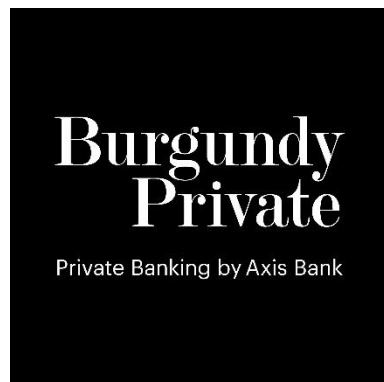
^ CAGR growth for 3.50 years, since Apr'16

~ CAGR for FY14-FY19

Reference Exchange rate \$ = ₹71.385

* Includes Burgundy RMs, Burgundy Private Team, Wealth Specialists, and Investment Advisors on the rolls of Axis Securities

Burgundy Private – The expertise of wealth management backed by the power of a Bank



- Caters to the high and ultra-high net-worth segment of customers with minimum Total Relationship Value[^] (TRV) of ₹5 crore
- With the “One Axis” approach, Burgundy Private will bring together the combined expertise of the Axis group to cater to the distinct and advanced wealth needs of this client segment.
- Offers customized solutions ranging from wealth-management and lending solutions, research based investments advisory to family office, estate planning, real estate and tax advisory.



New Launch

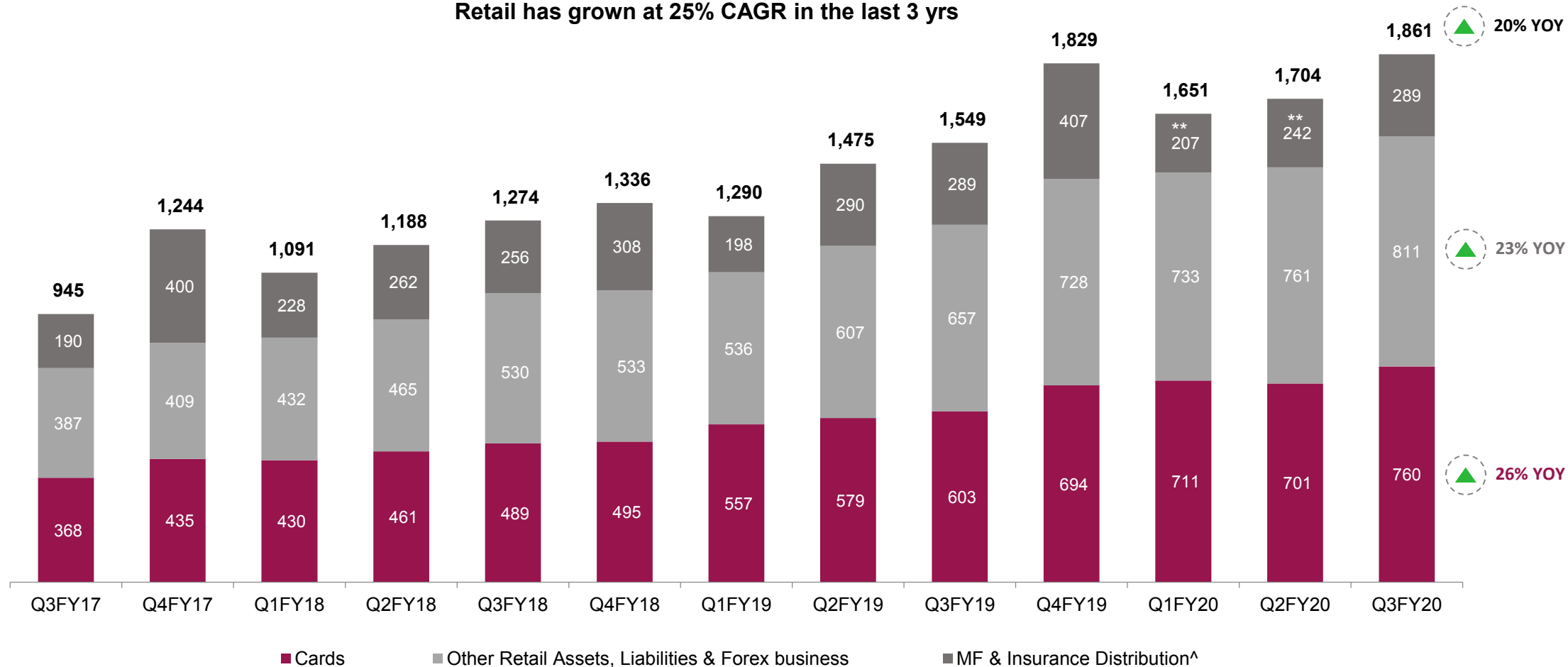
- ① First Indian Bank to launch an exclusive 3-in-1 metallic card, which works as debit, credit and multi currency forex card
- This all-in-one card will help Burgundy Private clients to perform their financial transactions seamlessly, both while in India and overseas.
- Offers exclusive lifestyle & entertainment benefits along with unmatched travel & hospitality privileges

Retail Fees have shown robust growth, contribute 67% to total Fees



All figures in ₹ Crores

Retail has grown at 25% CAGR in the last 3 yrs



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

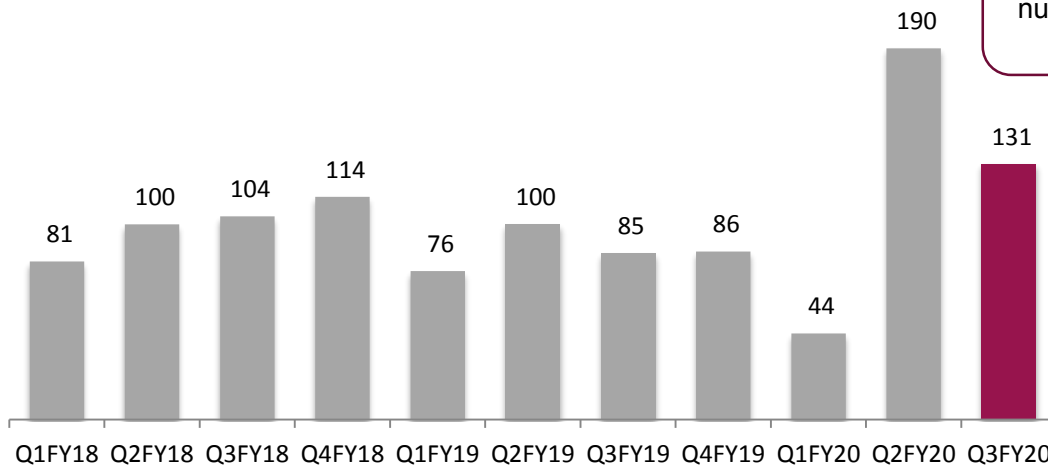
*There has been reclassification of certain segments from Transaction Banking to Retail starting Q1FY19. Accordingly the figures for all the prior periods are adjusted to reflect reclassified data

** There has been a decline in fee income earned from distribution of mutual funds on account of revision in cap on Total Expense Ratio of schemes as per SEBI guidelines w.e.f. 1.4.2019

We continue to invest in network expansion

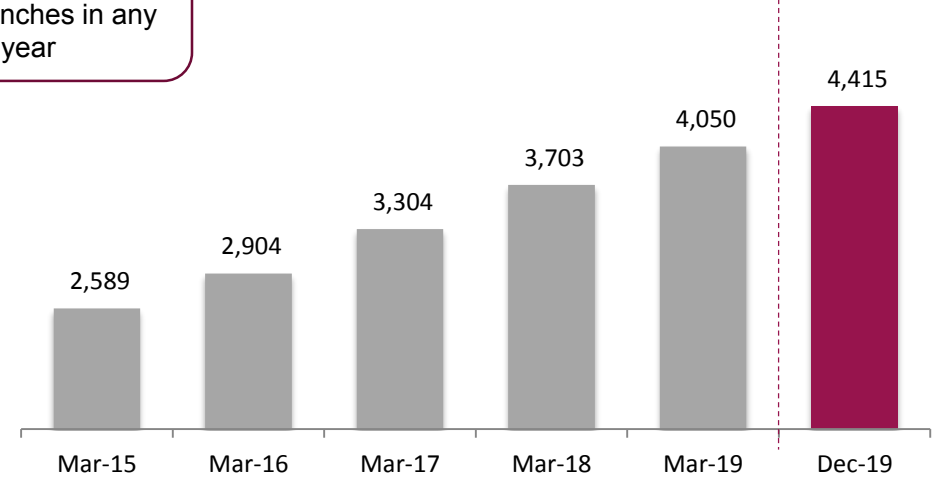


New Branches Opened*

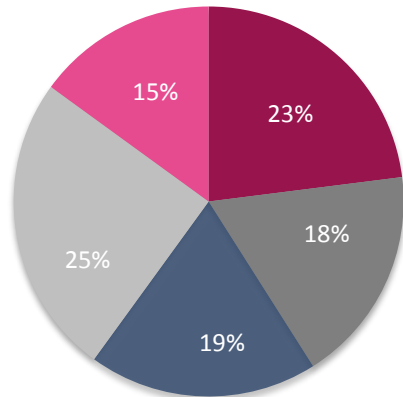


We intend to open 550 branches in FY20, highest number of branches in any given year

Domestic Branch Network*



Very well distributed branch presence across regions and categories

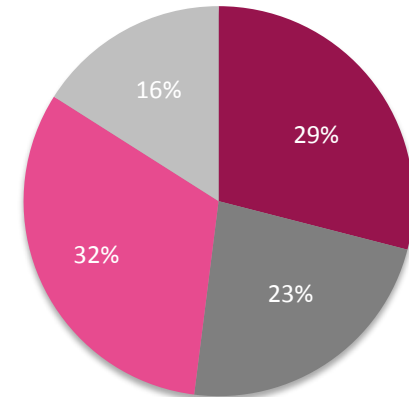


■ North ■ East ■ West ■ South ■ Central

Geographical distribution based on RBI classification

* Includes extension counters

- Our network has been completely organic, built over last 25 years
- Total no. of domestic branches* as on 31st Dec 2019 stood at **4,415**



■ Metro ■ Urban ■ Semi-Urban ■ Rural

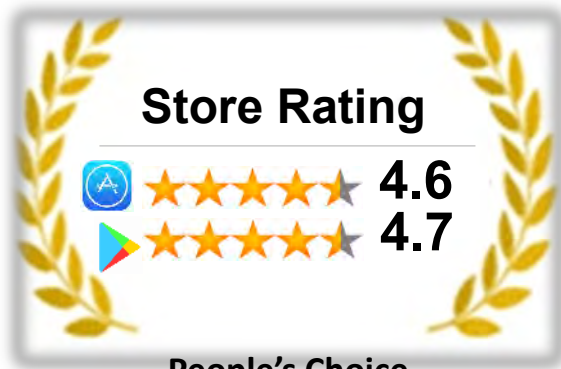
We have created a differentiated identity and are amongst the most valuable Brands in India



Featured amongst Top 20 most valuable brands in India



Axis Bank Mobile App



People's Choice



Among 42 leading banks worldwide

Business Performance

Digital

- The Bank has a leadership position across most digital products
- Amongst the top 3 Banks in India in Mobile Banking spends
- Digital channels continue to witness brisk growth
- We are progressing well in building our Digital Banking capabilities



We have strong market position across most Digital Payment products



Axis Bank market position across products

Product	Debit Cards ¹	Credit Cards ²	Mobile Banking ³	Point of Sale Terminals [^]	UPI ⁴	Forex Cards ⁵
Market share	7%	13%	10%	11%	14%	23%
Ranking	4 th	4 th	3 rd	4 th		3 rd

Source: RBI, Internal Data

1 – based on card spends at point of sale terminals for H1FY20 ; 2 – based on cards issued (RBI Sept. 2019 data) [^] Sept. 2019 data

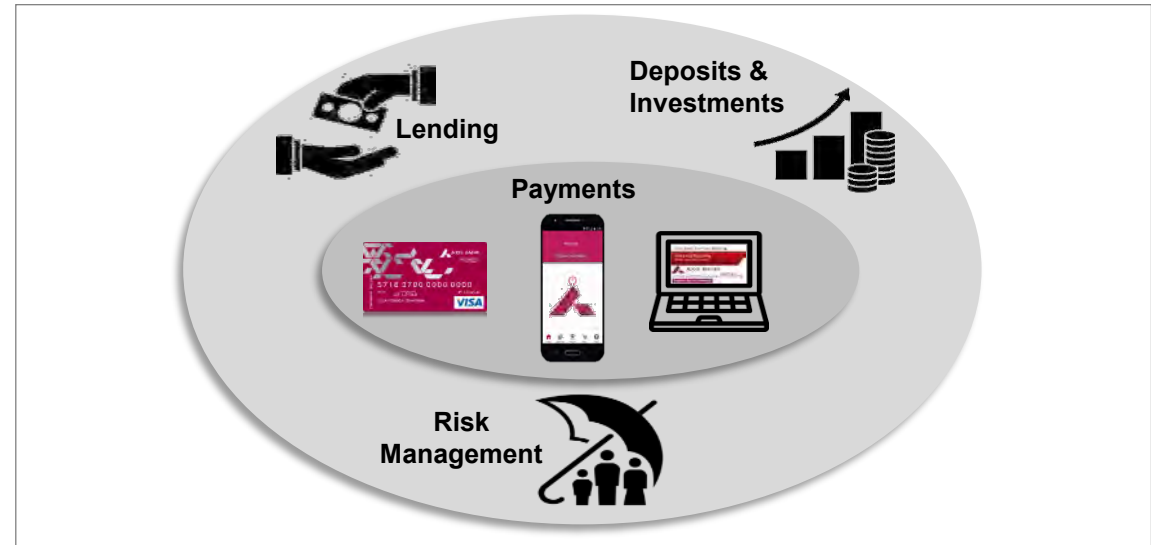
3 – based on transaction volume (RBI H1FY20 data), 4 – market share based on transaction volume in Q3FY20

5 – based on spends for Q3FY20

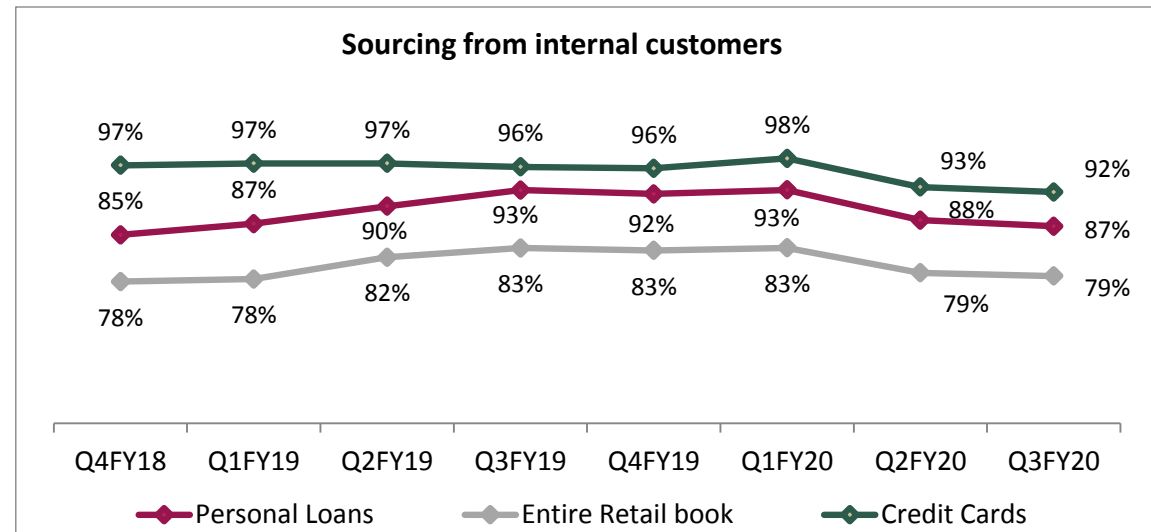
Investments in analytics have helped build and sustain this strong position



Analytics on payments 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



Our Credit Cards business has grown strongly in the last 6 years and is now the 4th largest in the country



Featured Cards



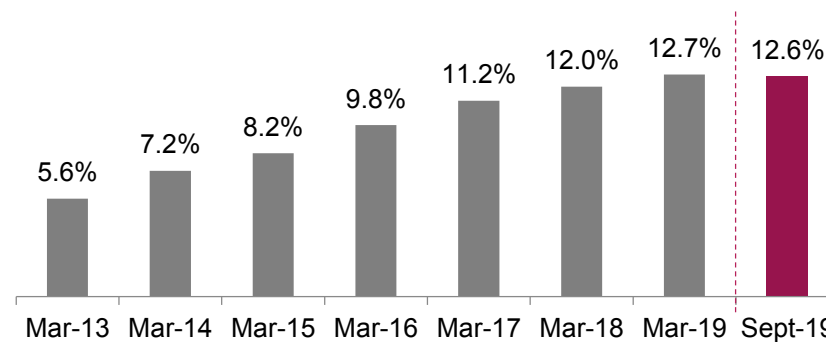
Co-branded Cards



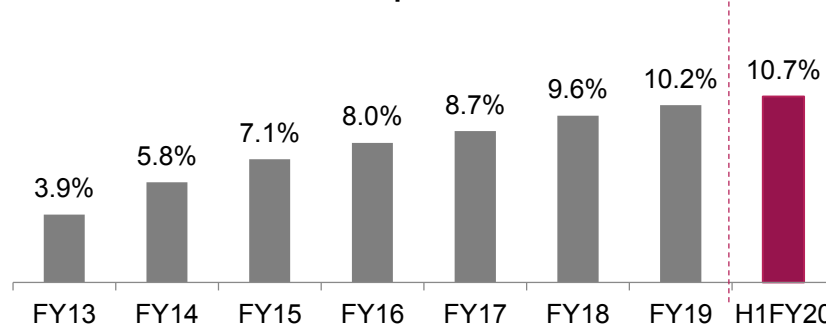
Premium Cards



Credit Cards in Force – Market Share



Credit Cards Spends – Market Share



Magnus Credit Card



- Offers best-in-industry benefits for HNI customers – both, Axis Bank and non-Axis Bank
- Unique and exclusive card offers such as complimentary flight ticket every year, airport concierge services etc.
- Benefits of the card encompass all aspects of lifestyle - travel, dining, movie and wellness

Source: RBI Data Reports

Over ₹67,000** crores of card spends went through Axis Bank in Q3FY20



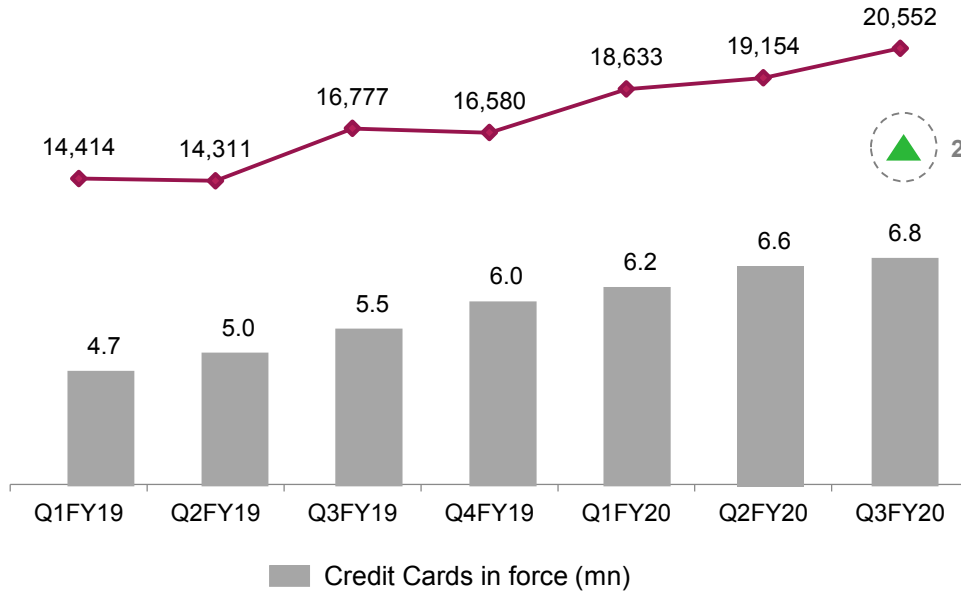
Credit card spends up 22% YOY

Credit Cards

Spends in quarter (₹ Cr)

▲ 22% YOY

▲ 24% YOY



Acquiring throughput (In ₹ Cr)	Q3FY20	9MFY20
On-Us	12,791	33,830
Off-Us	32,625	83,898
Total	45,416	1,17,728

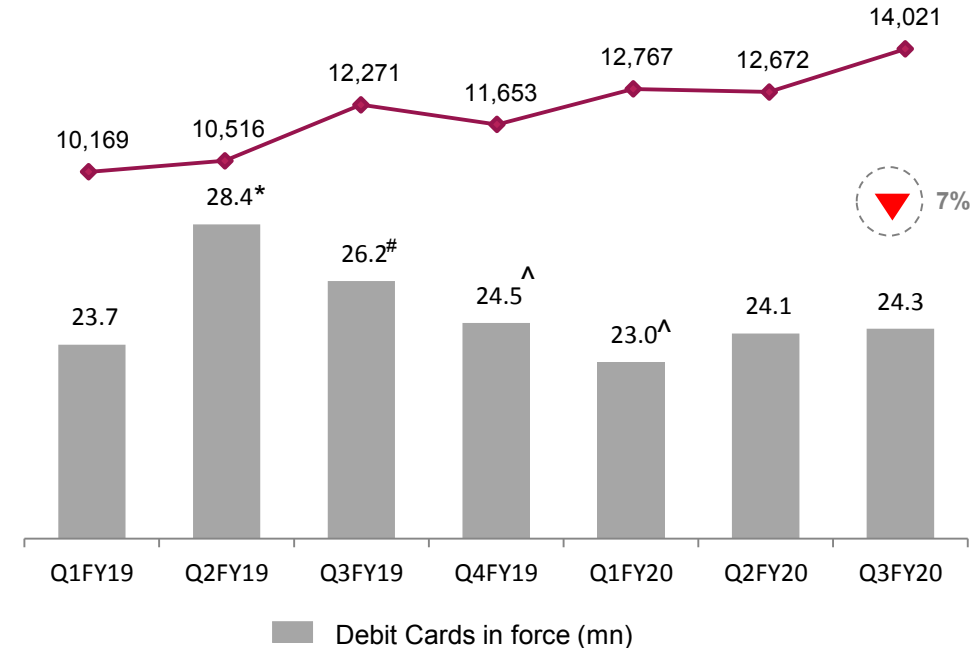
Debit card spends up 14% YOY

Debit Cards

Spends in quarter (₹ Cr)

▲ 14% YOY

▼ 7% YOY






* Includes 0.7 mn and 2.5 mn of debit cards recarded in Q1FY19 and Q2FY19, respectively as per RBI guidelines

Excludes 2.6 mn cards due to expiry and closure of magstripe based cards for dormant accounts

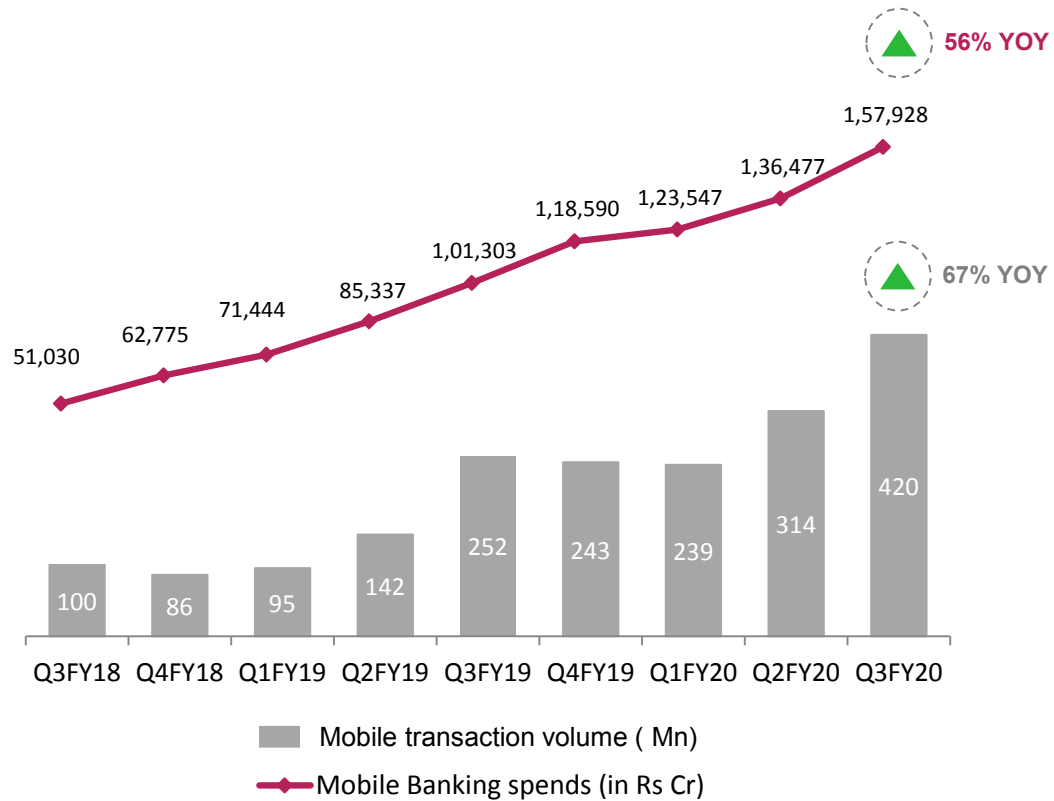
^ Excludes magstripe cards blocked due to RBI guidelines on chip based cards

** Computed as summation of Debit Card Spends, Credit Card Spends and Off-Us Acquiring throughput

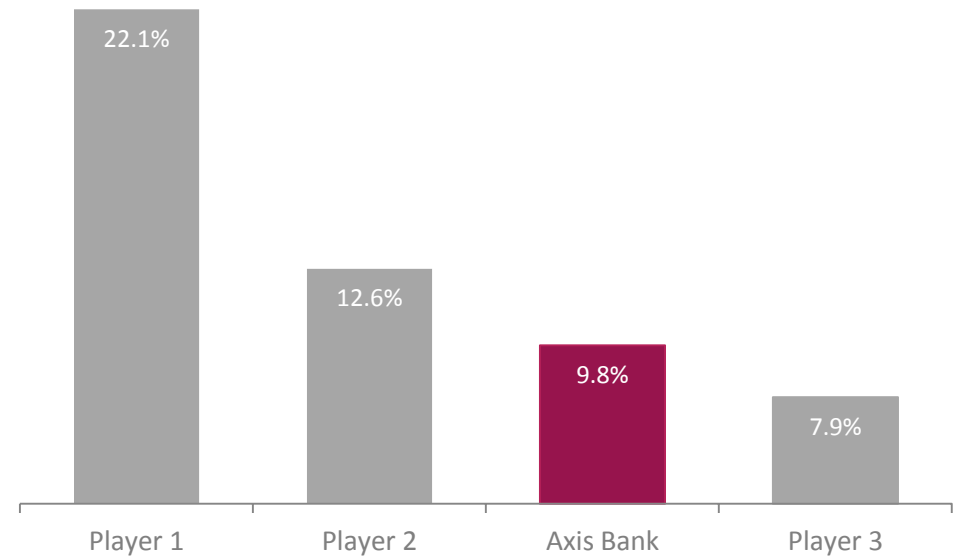
Mobile Banking spends continue to grow strongly

-  **53.4%** of Mobile Banking customers bank only on Mobile App
-  Mobile Banking logins stand at **11.4 times** of Internet Banking logins
-  Amongst the highest ranked Banking app on Apple Store (rating of **4.6**) & Google Play Store (rating of **4.7**)

Axis Bank Mobile Banking Spends and Volumes




Mobile Transactions Market Share by Volume (H1FY20)

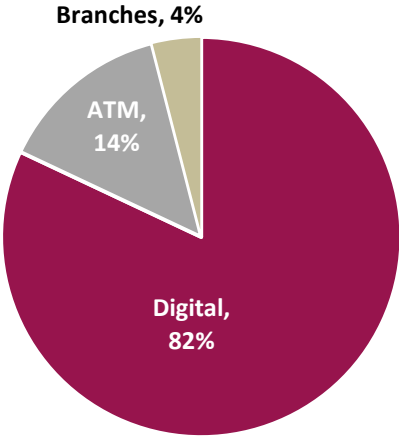


Source: RBI data

Digital Channels are becoming central to most activities in the Bank

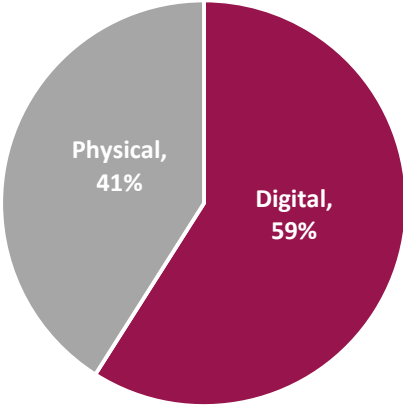


 **82% of all financial transactions* were digital**



• Based on all financial transactions by individual customers in Q3FY20

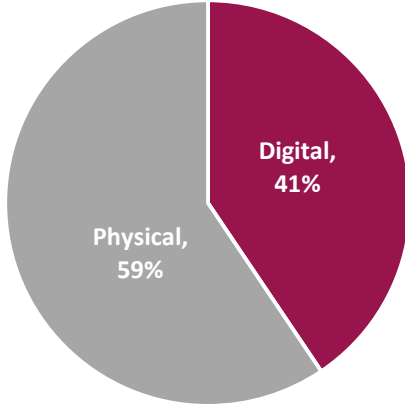
 **59% of Savings Accounts were sourced through Tab***



~4.2 lakhs Savings Accounts were sourced through tab in Q3FY20

* Digital tablet based account opening process

 **41% of Personal loans were sourced through Digital channels**



~ ₹3,000 crore Personal loans were sourced digitally in Q3FY20

UPI has scaled up tremendously to become a key channel for customer transactions



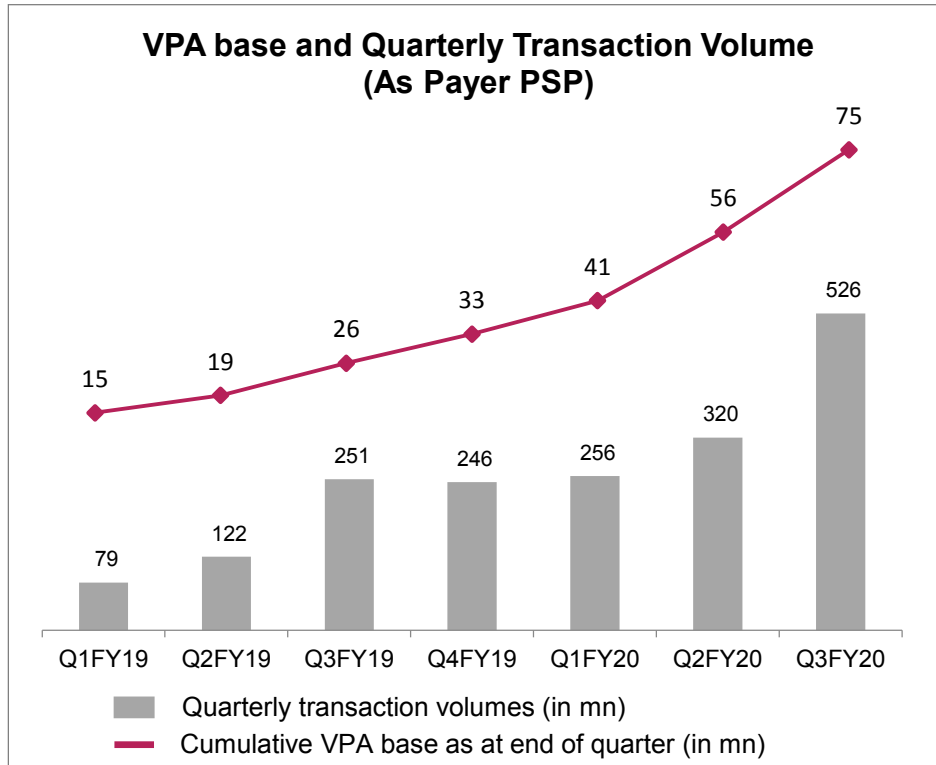
Axis Bank's UPI Growth story

1 75 mn VPAs

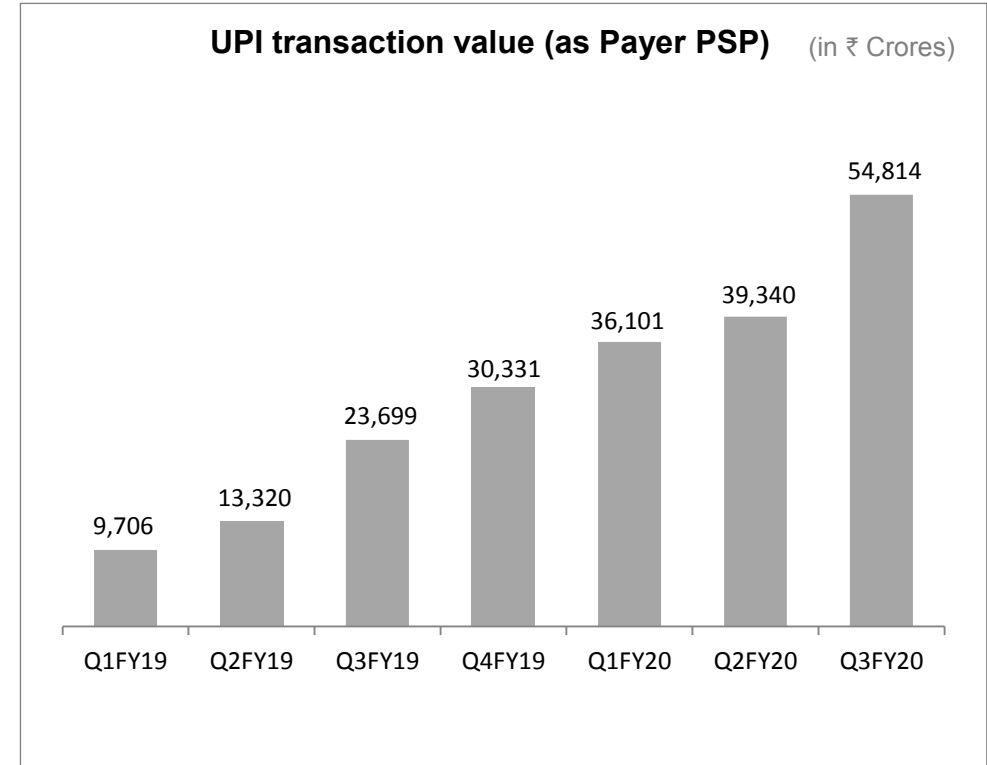
2 Over 1,095 mn transactions[#]

3 1,31,950+ merchants on boarded

UPI transaction volumes continue to remain healthy



Quarterly UPI transaction value has grown 2x in the last one year



* A user registering VPA once in Axis Pay and once in Google Pay is counted as 2.

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

Business Performance

Corporate

- Domestic corporate loan growth has been strong
- Significant reduction in concentration risk
- Incremental sanctions continue to be to well rated corporates



We have re-organized the Wholesale Bank, creating an integrated franchise



Re-Oriented Coverage Groups

Large Corporate

Mid Corporate

Focused Segmental Coverage

Commercial Banking

Bank and Subsidiary Products

Credit

Liabilities and Transaction Banking

Treasury



Strengthened Operations and Service Infrastructure

Note: Classification based on client annual revenue – Commercial (₹10 cr- ₹250 cr); Mid (₹ 250 cr- ₹ 1000 cr); Large (> ₹ 1000 cr)

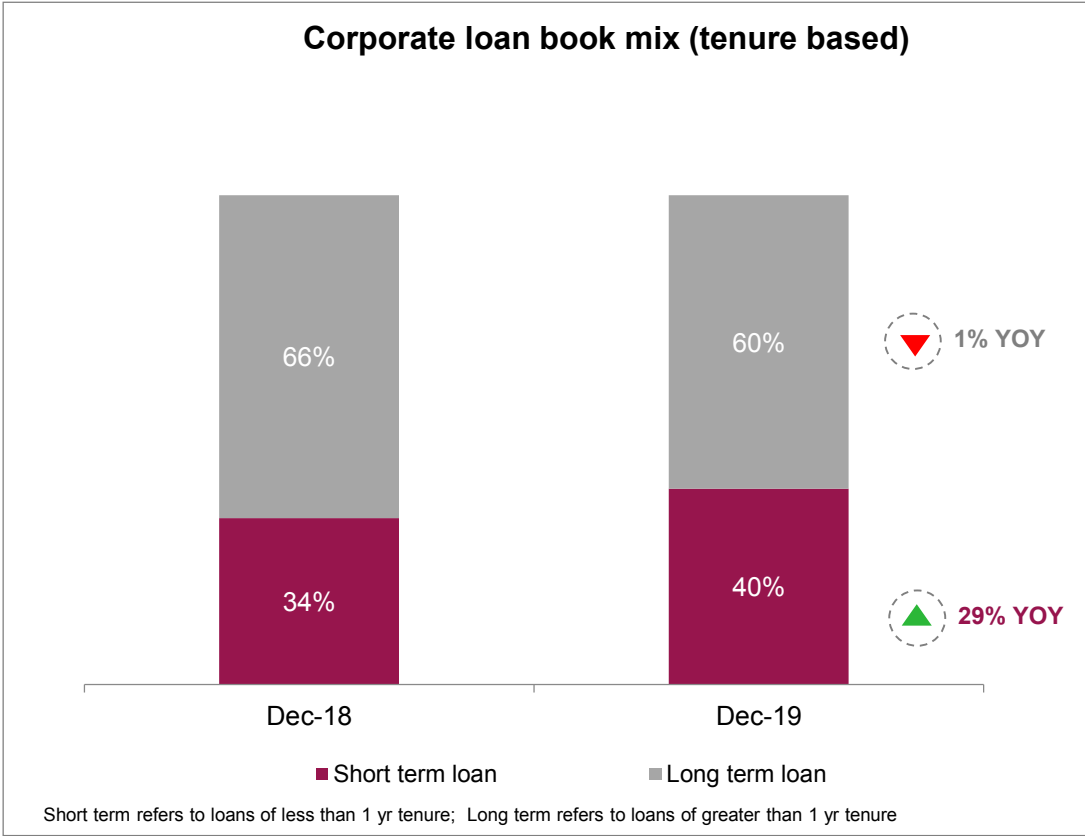
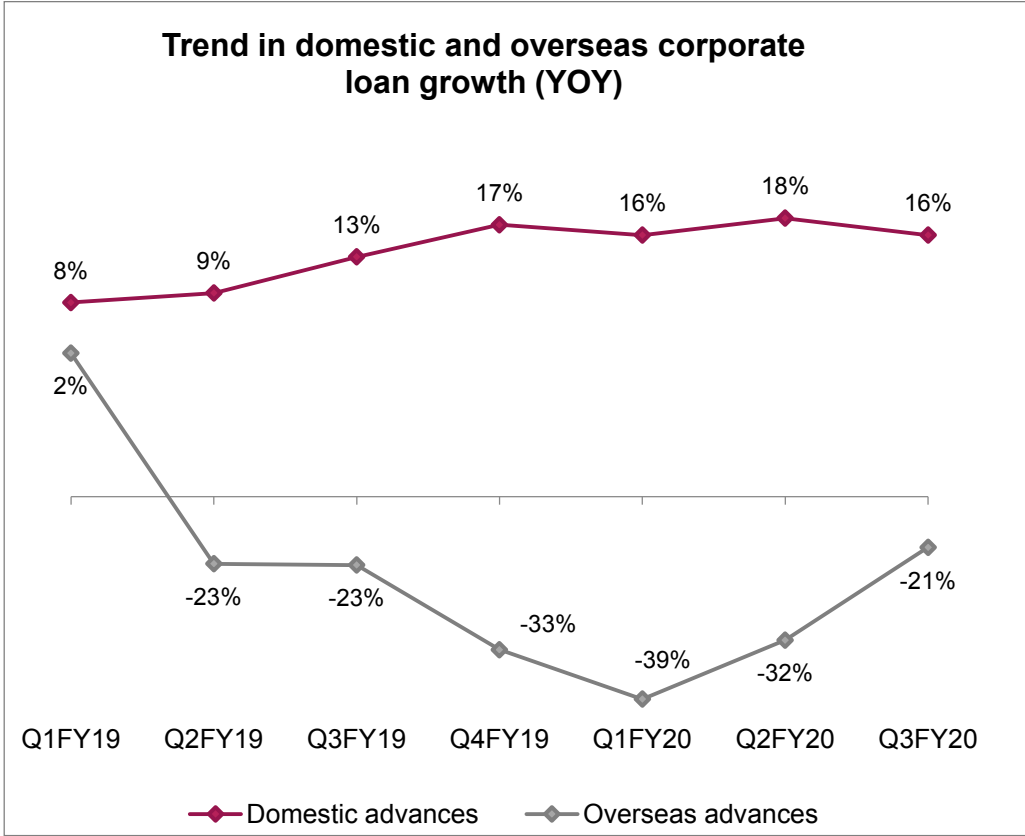
Domestic corporate loan growth has been strong



All figures in ₹ Crores

De-growth in International book has largely run its course

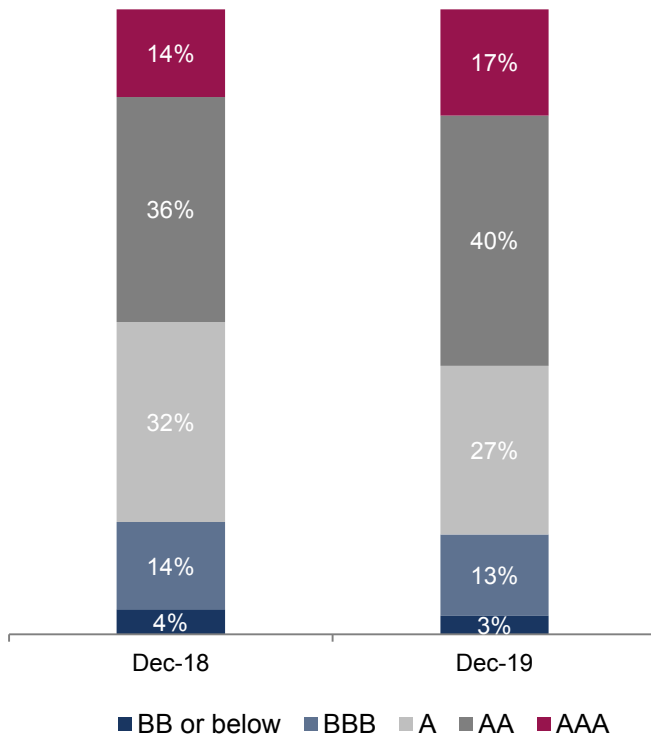
We continue to push the portfolio away from long term loans



The corporate lending portfolio continues to shift towards better rated clients; New originations are of better quality and more granular

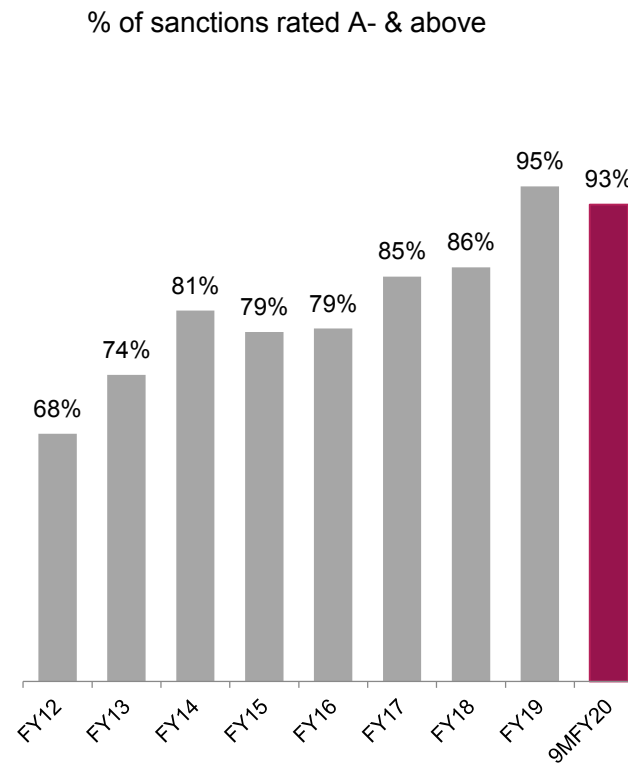


84% of corporate exposure* is rated 'A' or better

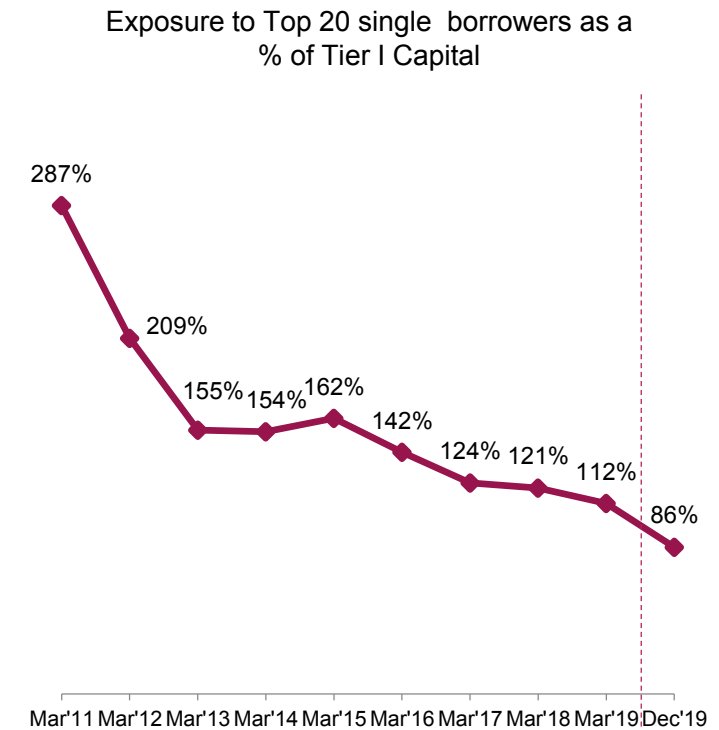


* Only includes standard exposure

Fresh originations are predominantly from entities rated A- or better



Concentration Risk has reduced significantly from peak



Industry-wise Distribution (Top 10)

All figures in ₹ Crores

Rank	Outstanding ¹ as on 31 st Dec '19 Sectors	Advances	Investments	Non-fund based	Total	
					Value	(in % terms)
1.	Financial Companies ²	47,929	11,800	11,712	71,441	10.62%
2.	Engineering & Electronics	10,676	144	26,140	36,960	5.49%
3.	Infrastructure Construction ³	13,608	3,155	10,628	27,391	4.07%
4.	Telecommunication Services	17,558	50	4,791	22,399	3.33%
5.	Petroleum & Petroleum Products	6,962	2,418	10,587	19,967	2.97%
6.	Power Generation & Distribution	11,981	4,756	2,403	19,140	2.85%
7.	Real Estate	16,030	1,100	971	18,101	2.69%
8.	Food Processing	13,642	1,407	2,276	17,325	2.58%
9.	Trade	13,684	198	3,064	16,946	2.52%
10.	Iron & Steel	12,590	27	4,163	16,780	2.49%

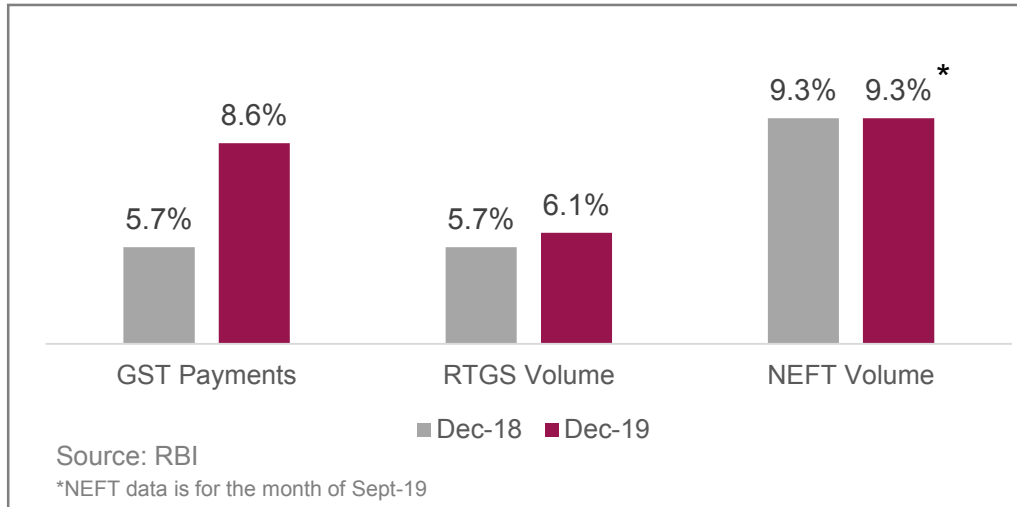
¹ Figures stated represent only standard outstanding (advances, investments and non fund based) across all segments

² Includes Banks, Non Banking Financial Companies, Housing Finance Companies (HFCs), MFIs and others

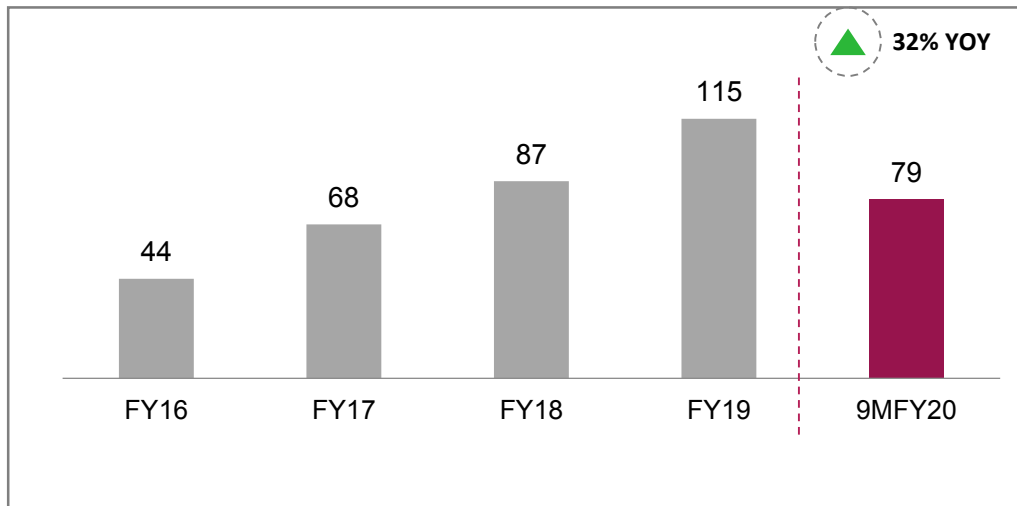
³ Financing of projects (roads, ports, airports, etc.)

We continue to gain traction in corporate payments and share in flow business

Market Share across Payment channels

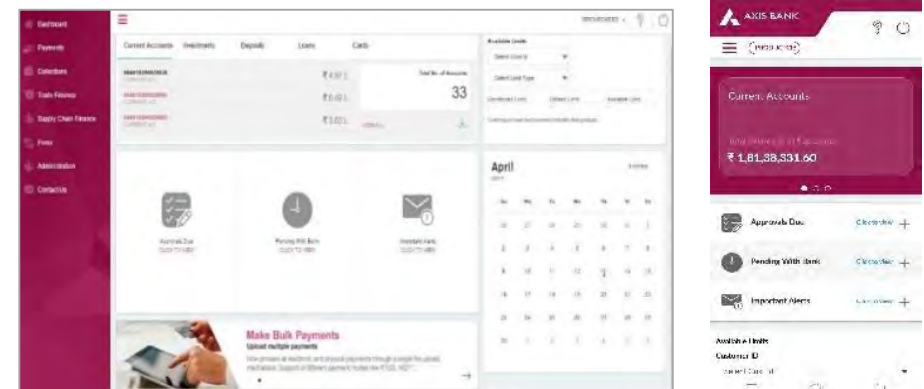


CMS Throughput (₹ Trillion)



Integrated Digital Platform

- Across payments, trade finance and forex
- User-friendly portal
- Mobile app for corporate payments launched



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



All figures in ₹ Crores



Ranked No. 1 arranger for rupee denominated bonds as per Bloomberg for complete CY19.



Ranked No. 1 arranger for rupee denominated bonds as per Bloomberg for 13 consecutive calendar years since 2007

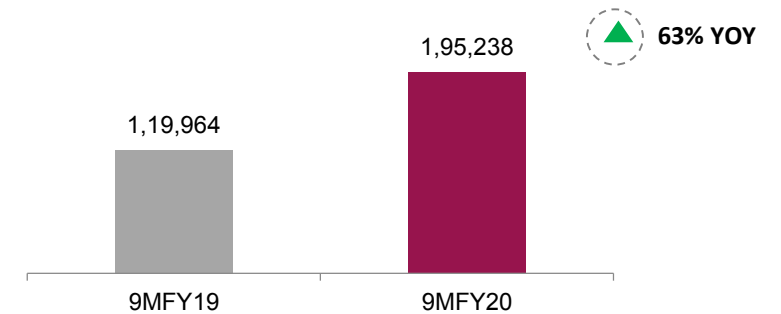


Bank has been awarded as the **Best DCM House** at the **Finance Asia Country Awards, 2019**

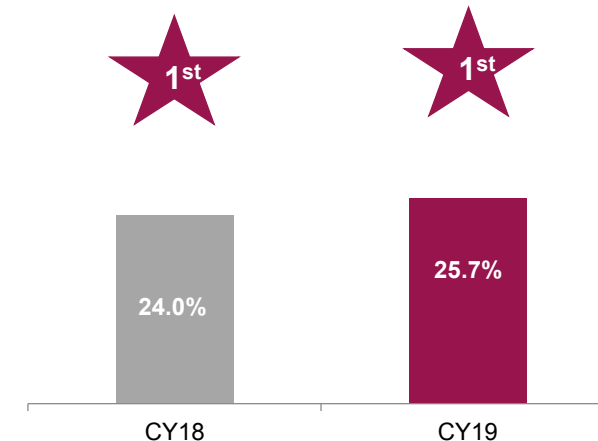


Bank has been recognised as the **Top arrangers - Investors' Choice for primary issues - Corporate bonds – INR** at the **Asset Benchmark Research Awards 2019**

Placement & Syndication of Debt Issues



Market share and Rank*



*As per Bloomberg League Table for India Bonds

Business Performance

Commercial

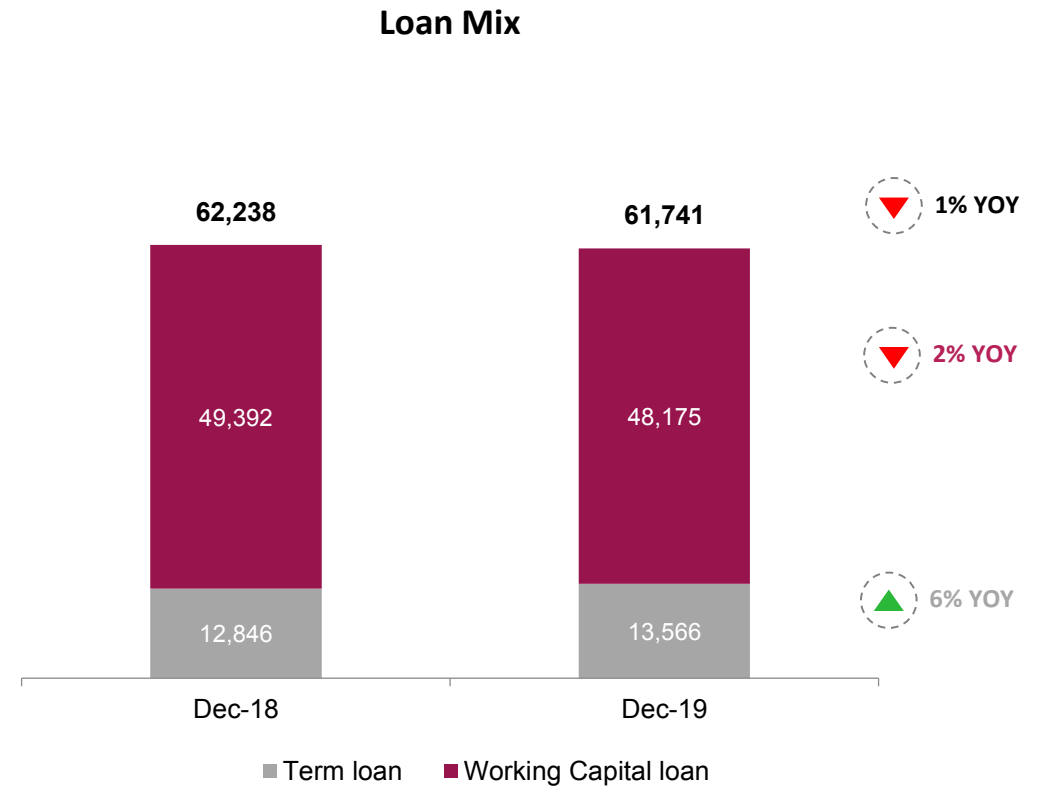
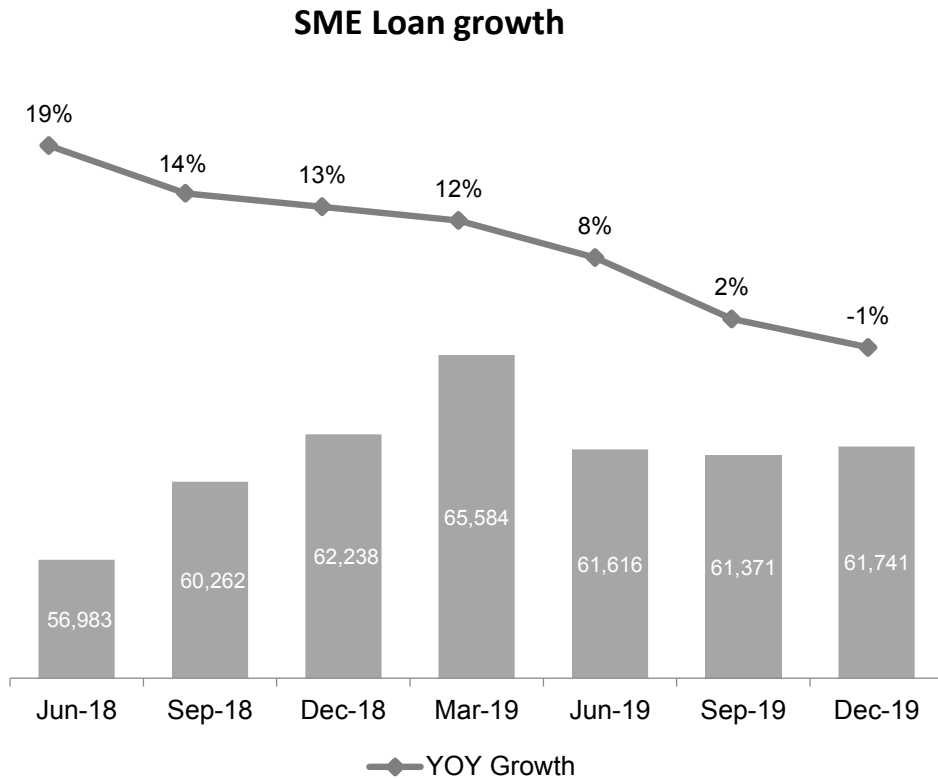
- Building customer relationships across both assets and liabilities
- Focus remains on a high rated, predictable SME lending business



SME loan growth has been softening over the last year



All figures in ₹ Crores

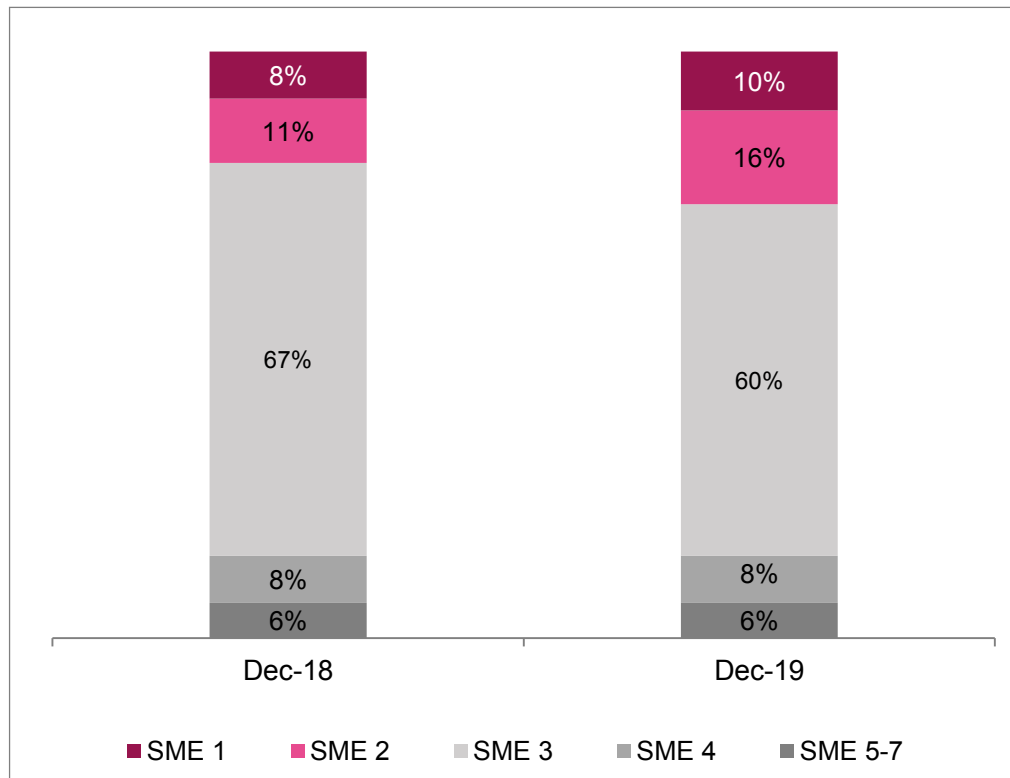


- Credit relationships in SME are split into 3 parts: Medium Enterprises Group (MEG), Small Enterprises Group (SEG) and Supply Chain Finance (SCF)

Focus remains on building a high rated, predictable SME lending book



86% of SME exposure* is rated at least 'SME3'



* Only includes standard exposure

- With focus on building a high rated SME book, the distribution of the portfolio continues to shift towards towards better rated clients
- The segment continues to focus on 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

Financial Highlights

Business Segment performance

Asset Quality

Shareholder Returns and Capital Position

Subsidiaries' Performance

Other important information

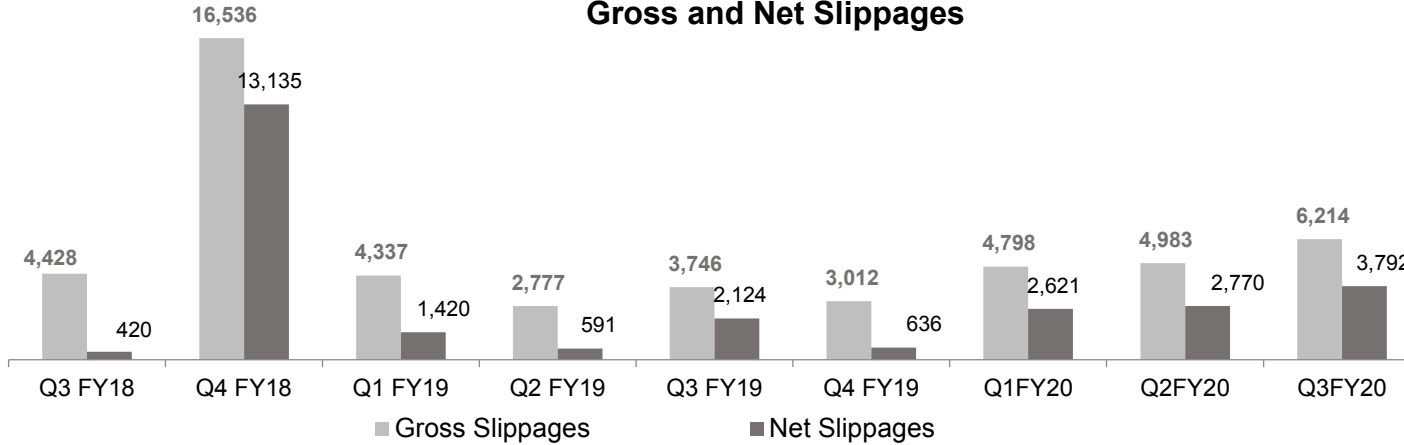
Asset Quality

Summary

- BB & Below pool of corporate loans has reduced to 0.9% of Gross Customer Assets
- Gross and Net NPA ratios remained range-bound during the quarter
- Provision Coverage Ratio stood at 78%
- The Bank also holds ₹2,558 crores of provisions towards various contingencies

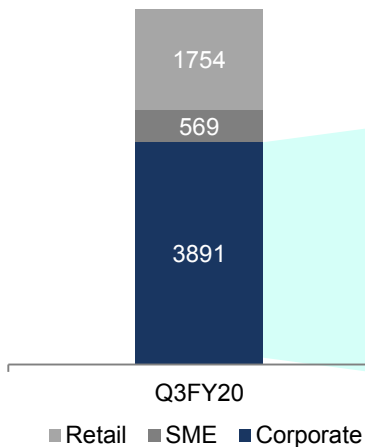
Slippages were elevated in Q3, led by bond investments in a Housing Finance company

Gross and Net Slippages

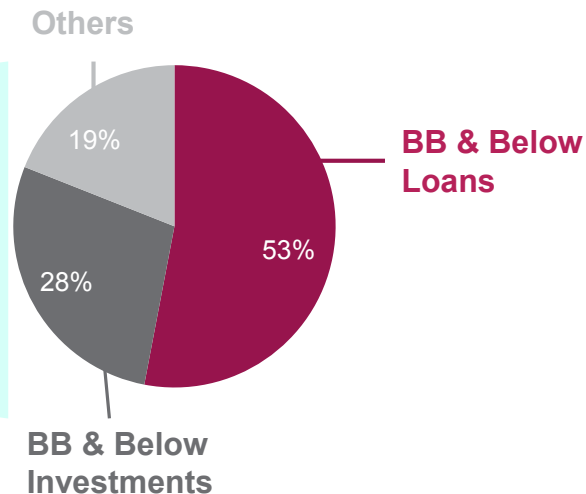


- During Q3FY20, gross slippages in loans and investments stood at ₹5,124 crores and ₹ 1,090 crores respectively
- ₹410 crores of corporate loans slipped during the quarter due to technical reasons and also got upgraded during the same quarter.
- Slippages from the investment book were predominantly from a major holding belonging to the housing finance sector.

Segment-wise breakup of gross slippages



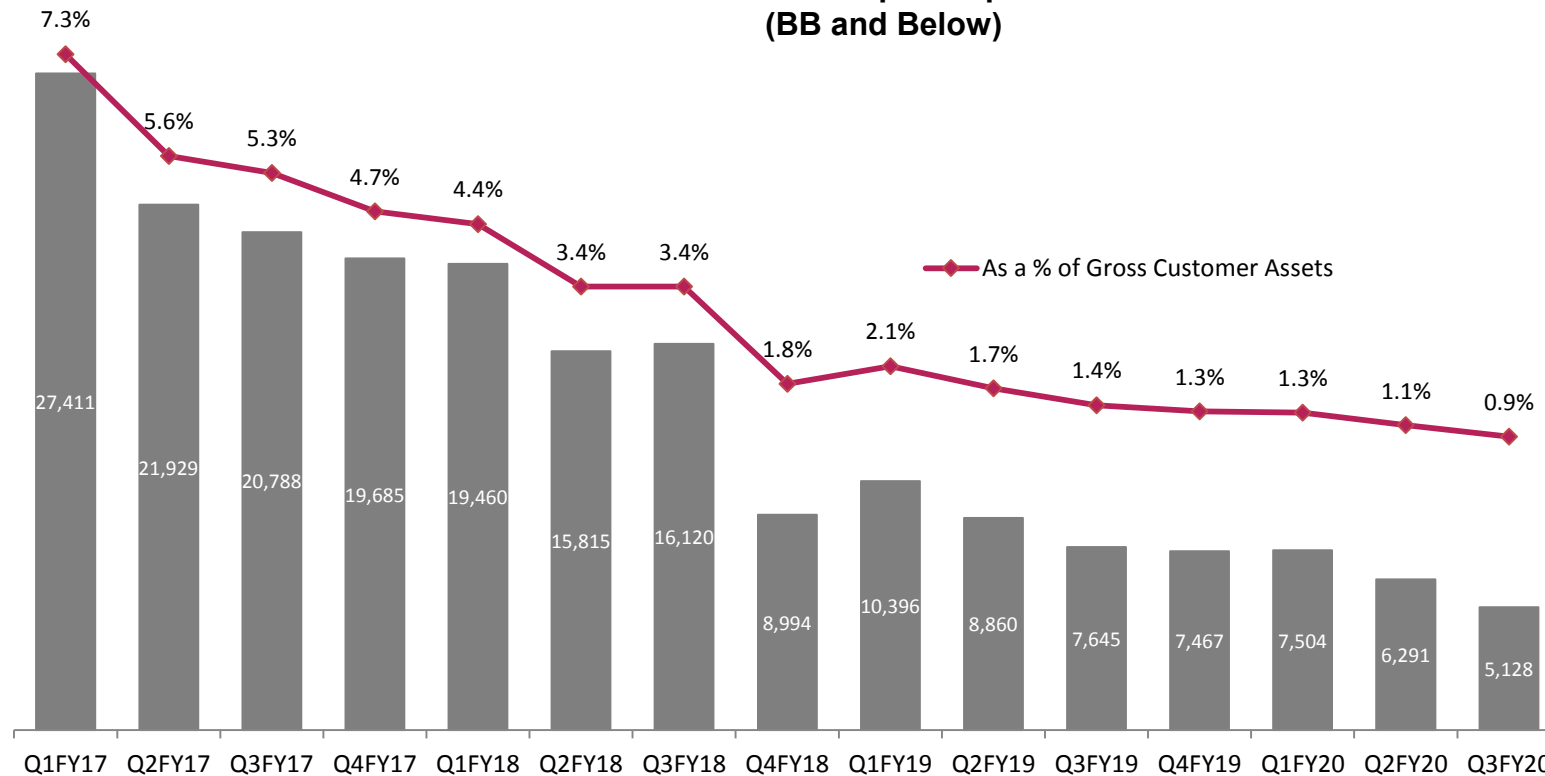
81% of gross corporate slippages came from BB & Below rated clients



BB & Below corporate loans have reduced sequentially

BB & Below pool of corporate loans has fallen to 0.9% of customer assets

Low Rated Corporate portfolio (BB and Below)



BB & Below Outstanding	Q3FY20	Q2FY20
Fund based (FB)	5,128	6,291
Non fund based	3,670	2,213
Investments	985	1,758

Increase in NFB exposure to BB clients during the quarter was driven by one significant downgrade of a Telecom company during the quarter.

Reduction in Investments exposure was due to slippage of one HFC.

Top 3 sectors (Infra Construction, Power and Hotels) comprise 57% of the Fund based BB & Below outstanding

Significant downgrades during the quarter include a client each in the Telecom and Broking sectors

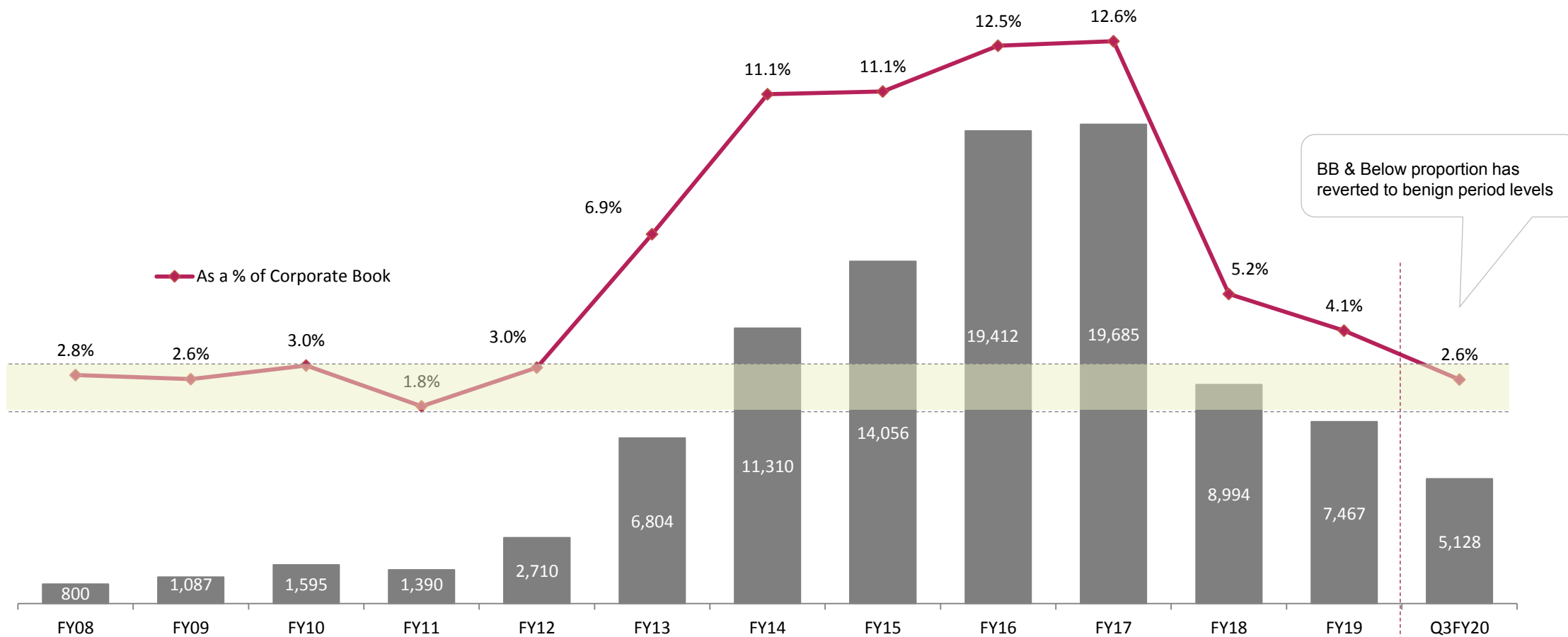
The outstanding amount in 'BB and Below' portfolio incorporates cumulative impact of rating Upgrades / Downgrades and Slippages from the pool

In benign risk periods, BB & Below has been 2-3% of corporate loans



All figures in ₹ Crores

BB & Below rated Corporate portfolio



The outstanding amount in 'BB and Below' portfolio incorporates cumulative impact of rating Upgrades / Downgrades and Slippages from the pool

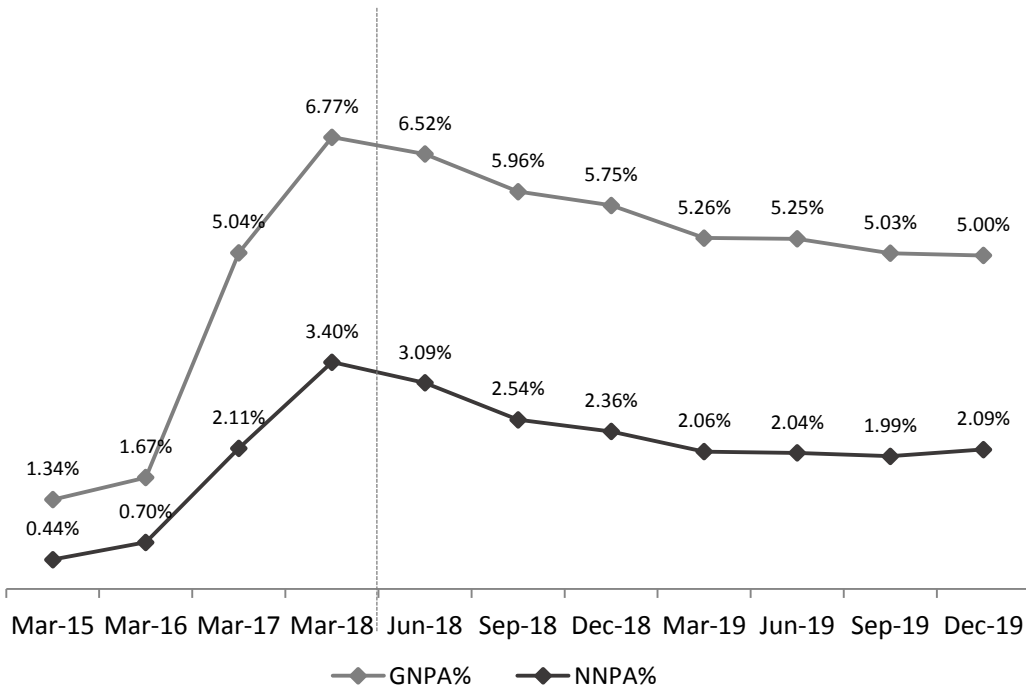
NPA ratios and PCR were broadly stable during the quarter



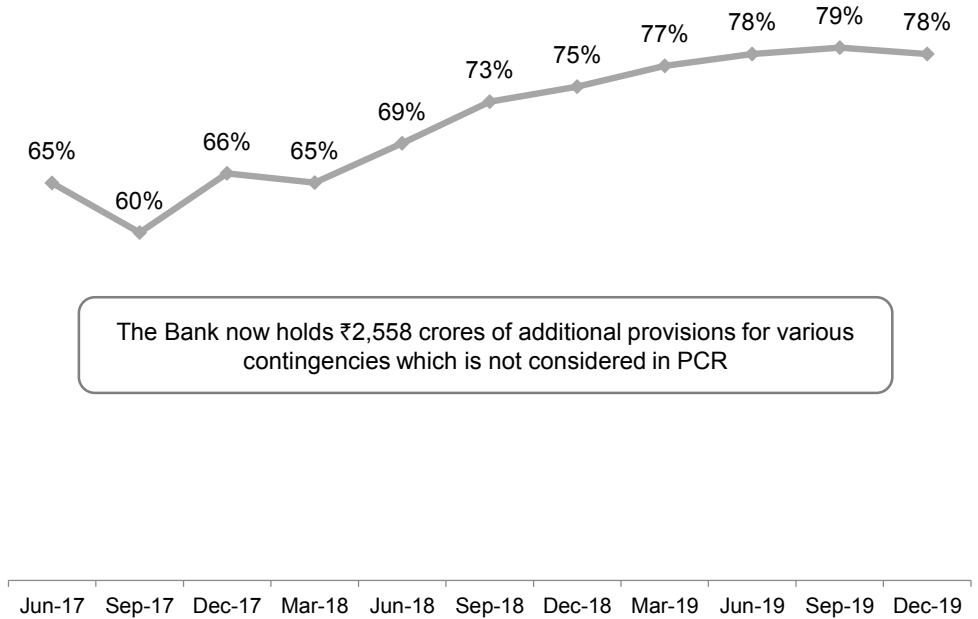
Gross and Net NPA ratios range-bound

Provision Coverage Ratio on NPAs is 78%

Gross and Net NPA ratio



Provision Coverage Ratio

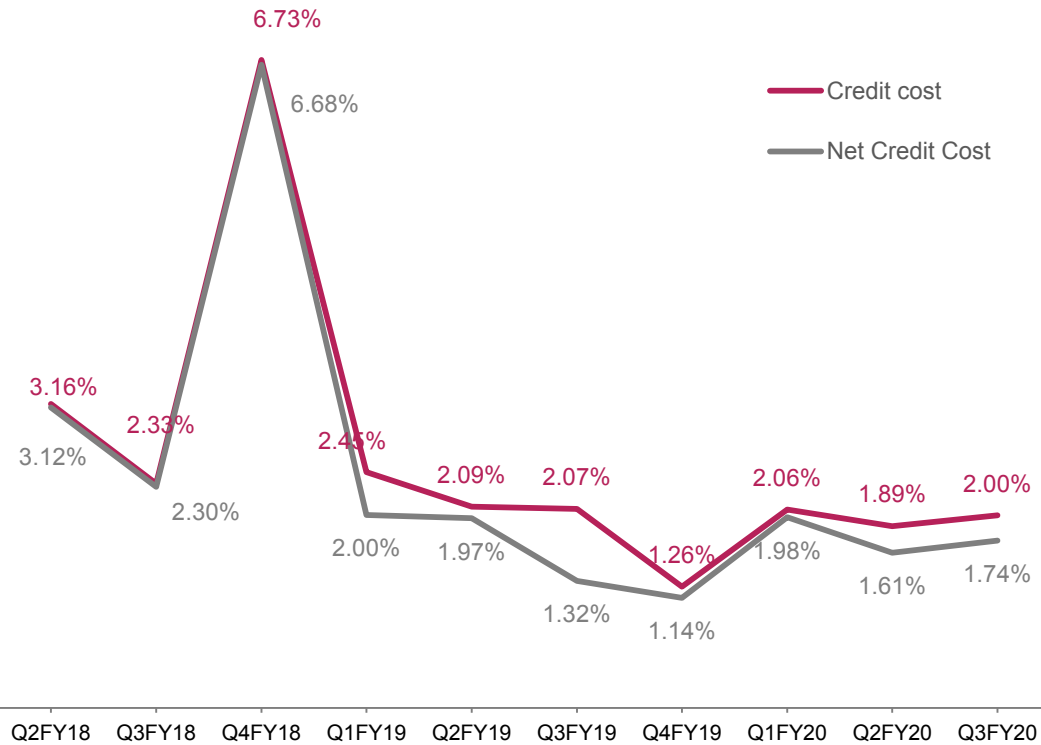


The Bank now holds ₹2,558 crores of additional provisions for various contingencies which is not considered in PCR

Credit costs have remained elevated

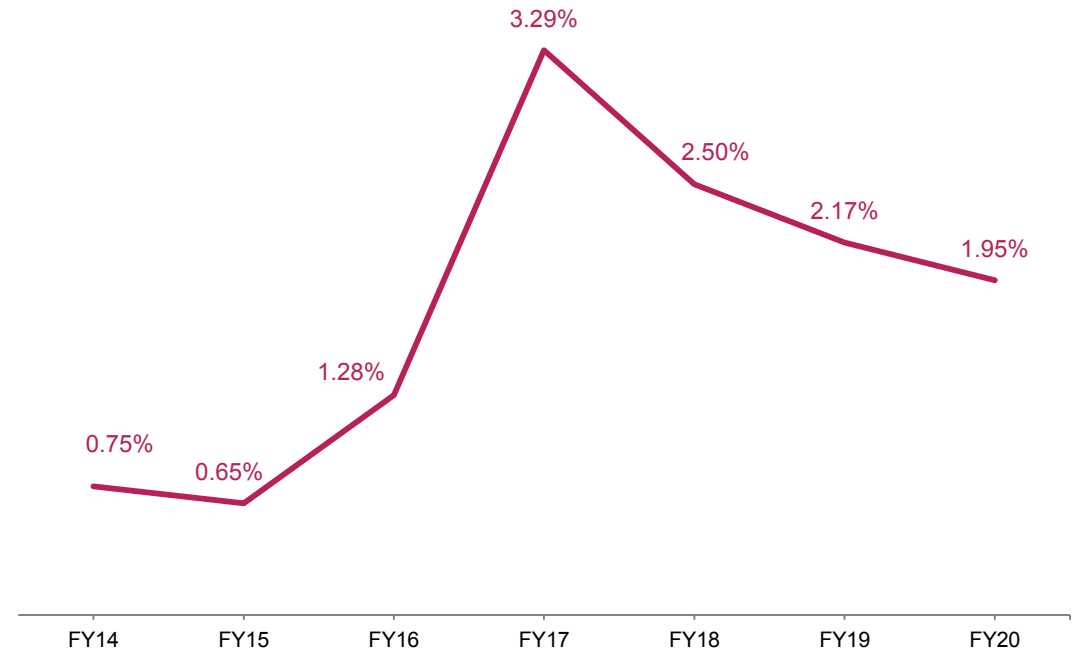
Q-O-Q Credit cost trajectory

Credit Cost (Annualised)



Credit cost normalization from peaks has so far been gradual, not rapid

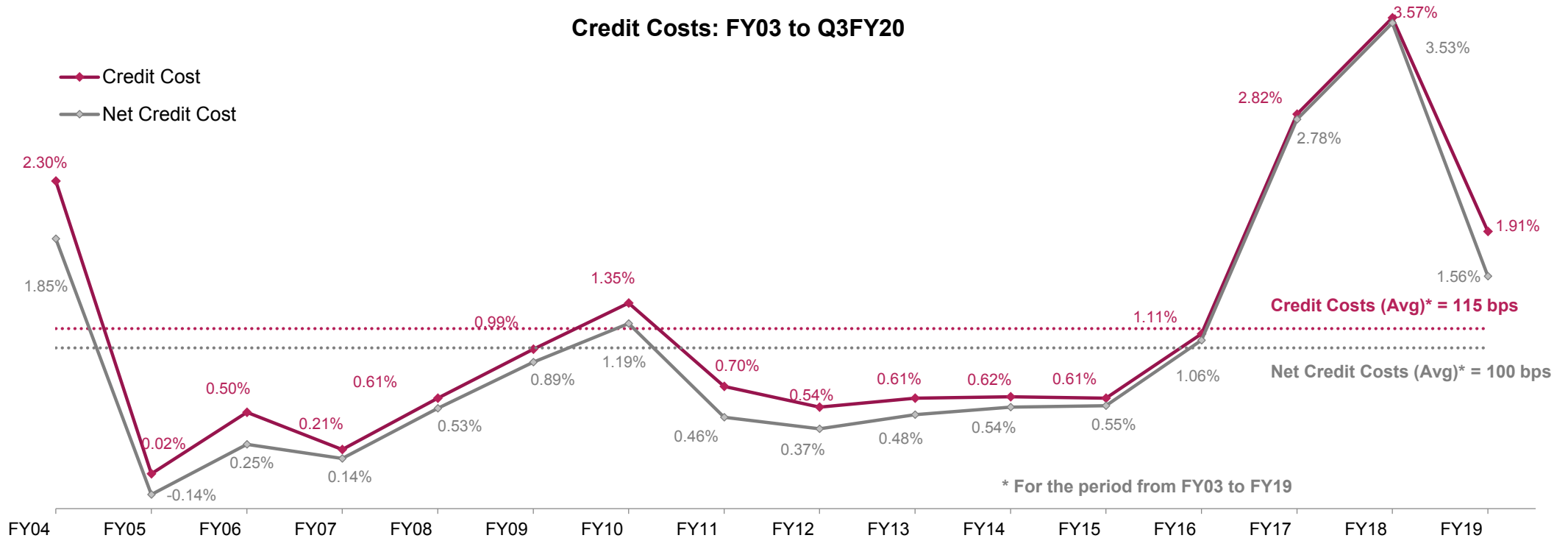
9M Credit Cost (Annualised)



Our long term average credit cost has been 100-115 bps



Credit Costs: FY03 to Q3FY20



'Net' Credit Costs

- Over the long term, annualised Credit Cost for the Bank has averaged **115 bps**
- The Bank consistently writes off accounts into prudential write off (PWO) pool, after making 100% provisions
- Recoveries from these PWO accounts are reflected under 'other income', and not as a release of prior period provisions
- If we notionally net these recoveries, the resultant "Net Credit Costs" averages **100 bps** over the long term
- The gap between the two credit cost metrics tends to widen in the years immediately after credit cycle peaks (e.g. FY05-07 & FY11-14)
- The Bank presently has an accumulated PWO portfolio of ₹25,274 crores. 81% of this was written off in the last 10 quarters

Detailed walk of NPAs over recent quarters

		Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20
Gross NPAs - Opening balance	A	30,938	30,855	29,789	29,405	29,071
Fresh slippages	B	3,746	3,012	4,798	4,983	6,214
Upgradations & Recoveries	C	1,622	2,376	2,177	2,213	2,422
Write offs	D	2,207	1,701	3,005	3,104	2,790
Gross NPAs - closing balance	E = A+B-C-D	30,855	29,789	29,405	29,071	30,073
Provisions incl. interest capitalisation	F	18,622	18,513	18,367	17,933	17,913
Net NPA	G = E-F	12,233	11,276	11,037	11,138	12,160
Accumulated Prudential write offs	H	17,478	18,772	21,317	23,089	25,274
Provision Coverage Ratio	(F+H)/(E+H)	75%	77%	78%	79%	78%

Provisions & Contingencies charged to Profit & Loss Account

	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20
Loan Loss Provisions	3,352 ^{\$}	1,115	2,886	2,701	2,962
Other Provisions	(297)	1,596	929	817	509
<i>For Standard assets*</i>	(12)	701	(90)	272	(80)
<i>For SDR and S4A accounts</i>	-	(12)	-	(14)	-
<i>For Investment depreciation</i>	(321)	351	(64)	64	65
<i>Others</i>	36	556	1,082	495	524 [#]
Total Provisions & Contingencies (other than tax)	3,055	2,711	3,815	3,518	3,471

Other provisions include provision of ₹535 crores towards land held as non-banking asset; With this, provisioning towards land for total of ₹2,209 crores has been done completely

* including unhedged foreign currency exposures, \$ includes contingent provision of ₹600 crores

Financial Highlights

Business Segment performance

Asset Quality

Shareholder Returns and Capital Position

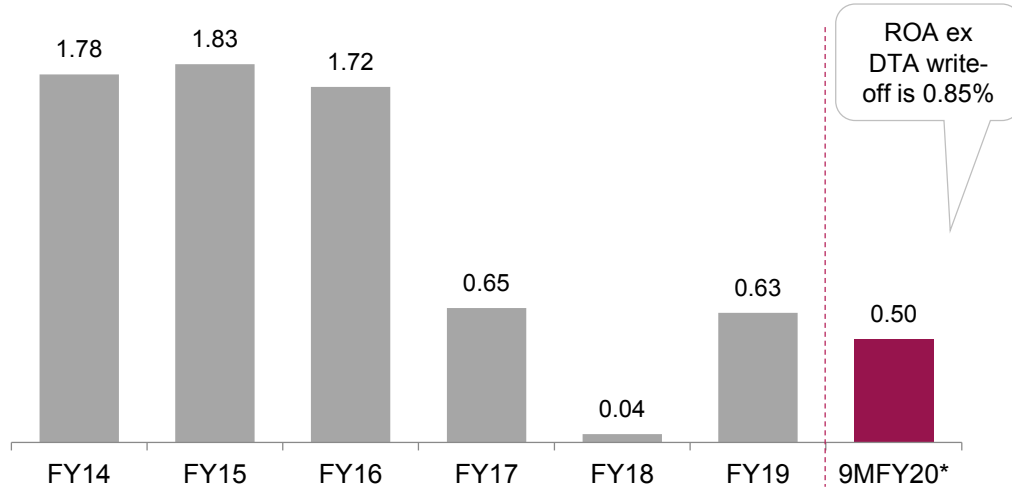
Subsidiaries' Performance

Other important information

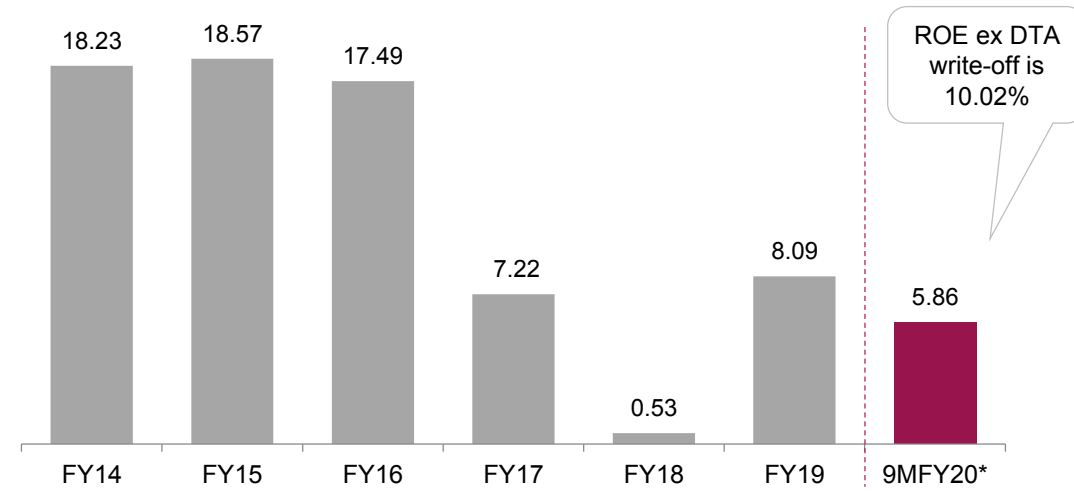
Steady BVPS growth continues even as profit metrics normalize slowly



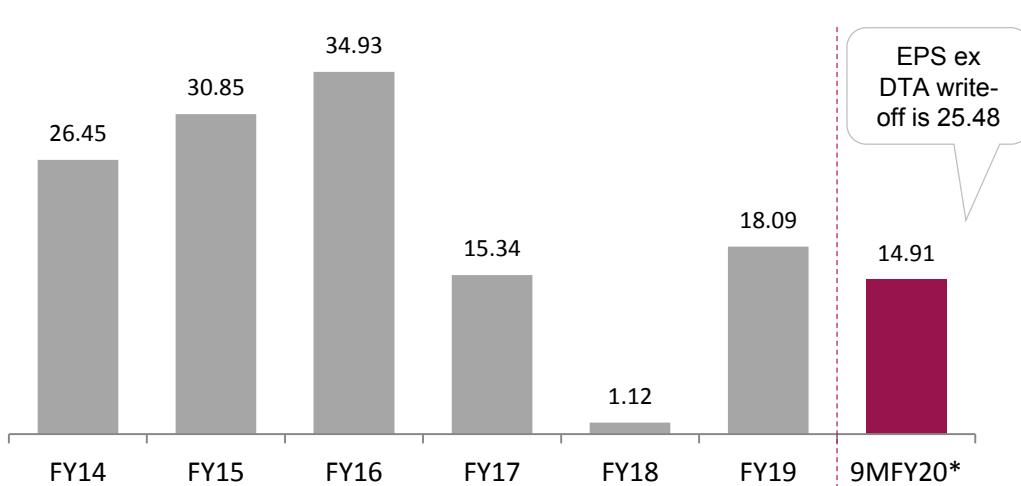
Return on Assets (in %)



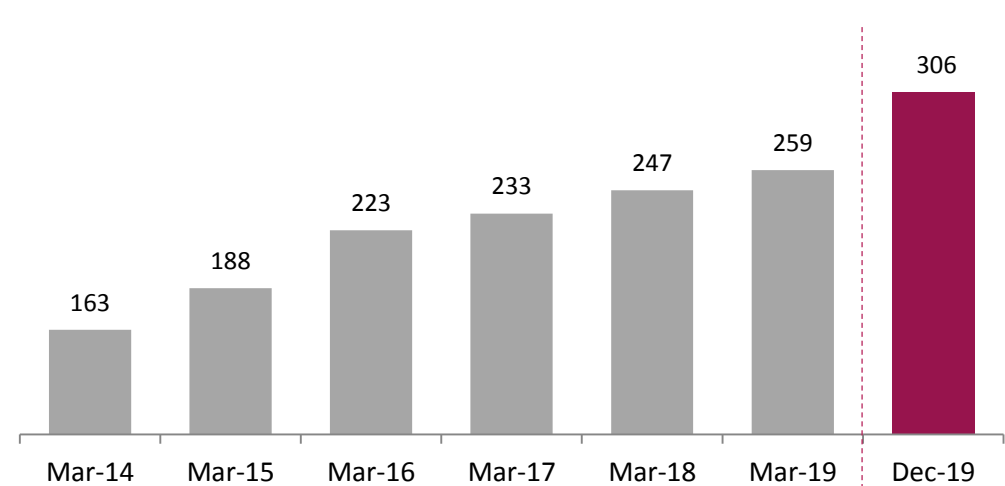
Return on Equity (in %)



Diluted EPS (₹)



Book Value Per Share (₹)



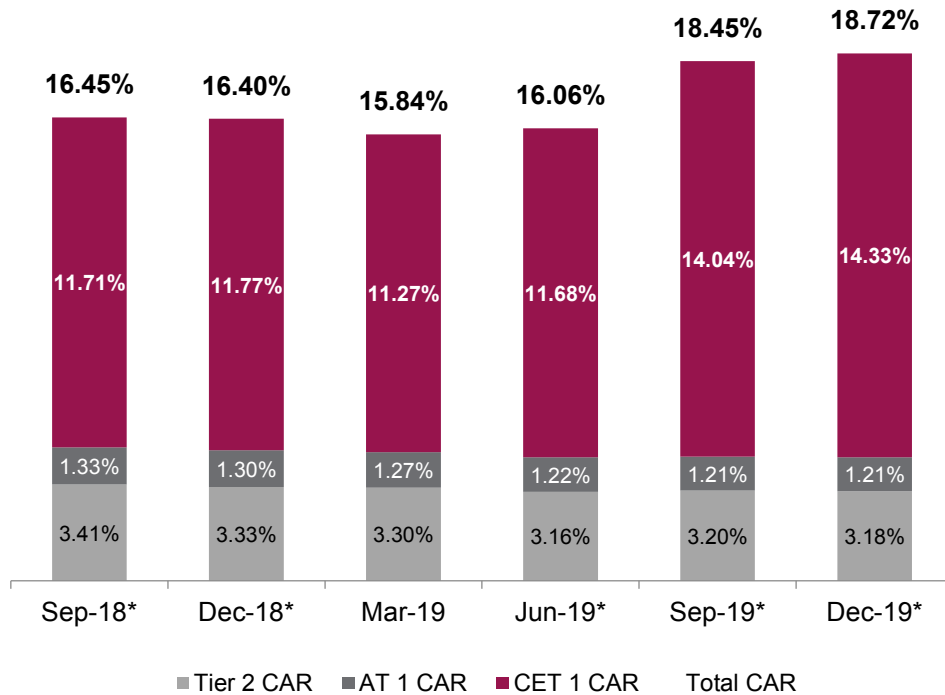
*Pursuant to the change in corporate tax rate introduced during the last quarter, the Bank has re-measured the balance of net DTA, resulting in a write-off of the net DTA by ₹2,138 crores which has been fully charged to the profit and Loss account.

* 9MFY20 numbers are on annualised basis

Capital Ratios strengthened further during the quarter

Bank has added 306 bps of CET1 capital during 9MFY20

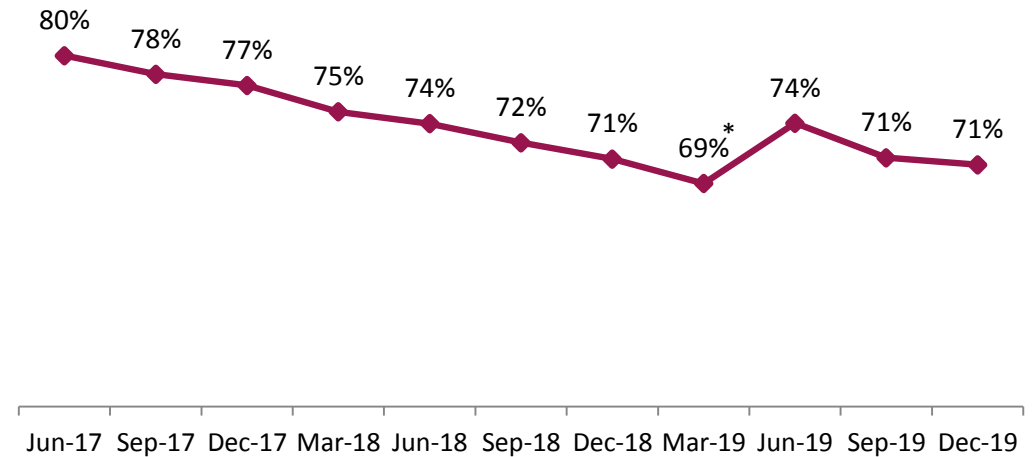
Trend in Capital Adequacy Ratio



* including unaudited Net Profit for the quarter / half year / nine-months

RWA as a proportion to total assets was steady during the quarter

RWA to Total Assets



* Includes effect of one-off item impacting around 1%

Financial Highlights

Business Segment performance

Asset Quality

Shareholder Returns and Capital Position

Subsidiaries' Performance

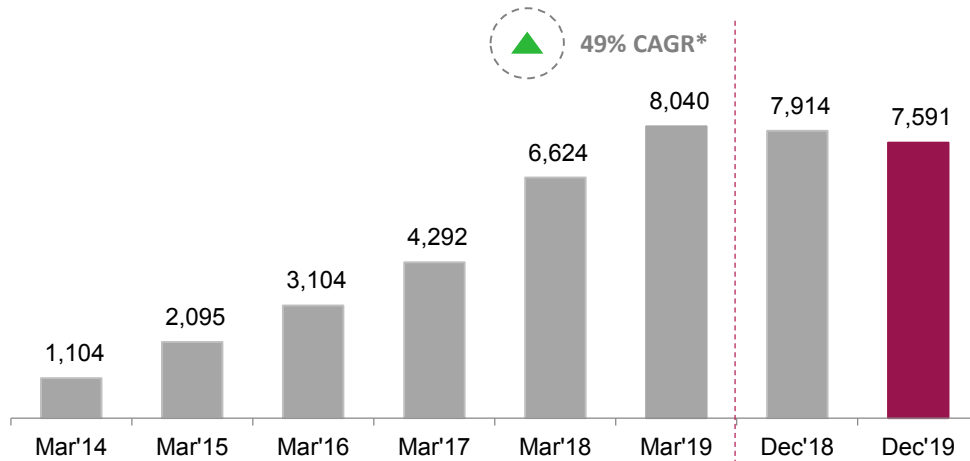
Other important information

Axis Finance : Strong profitability, being cautious with growth



All figures in ₹ Crores

Growth in Loan Book

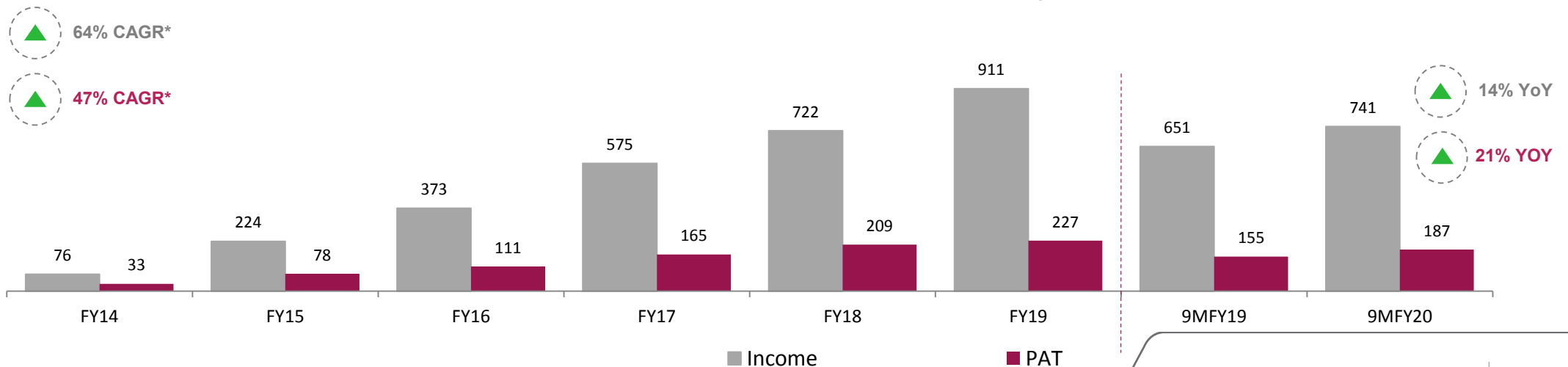


* 5 yr CAGR

Major Highlights (9M'FY20)

- NIM for 9MFY20 stood at **4.76%**;
- ROE at **19.47%** up 152 bps YOY.
- CAR at **23.81%**.
- Gross NPA ratio increased to 2.2% during the quarter.
- Enjoys the highest Credit Rating: AAA from CRISIL & A1+ from India Ratings

Growth in Income and PAT has been steady



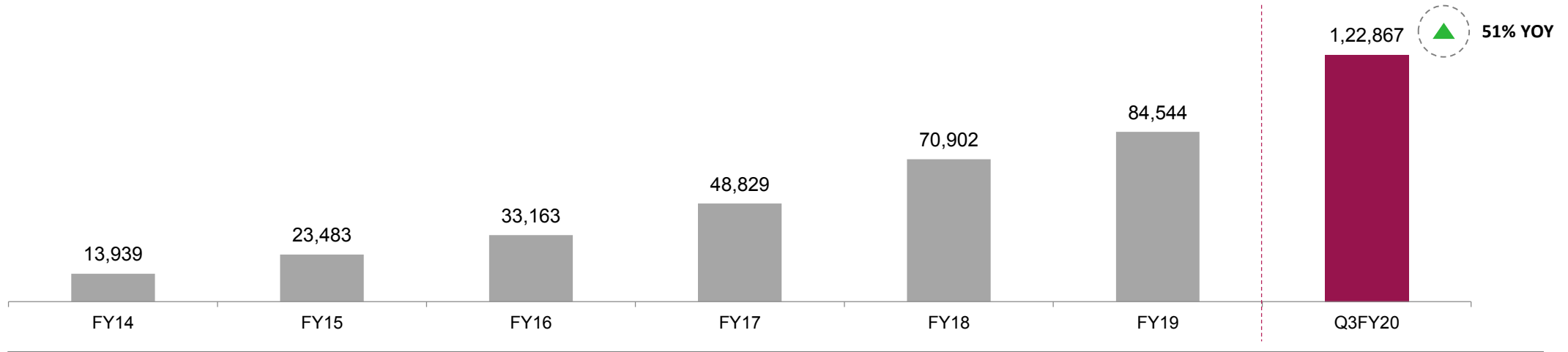
* 5 yr CAGR

Axis AMC : Strong performance under current market conditions

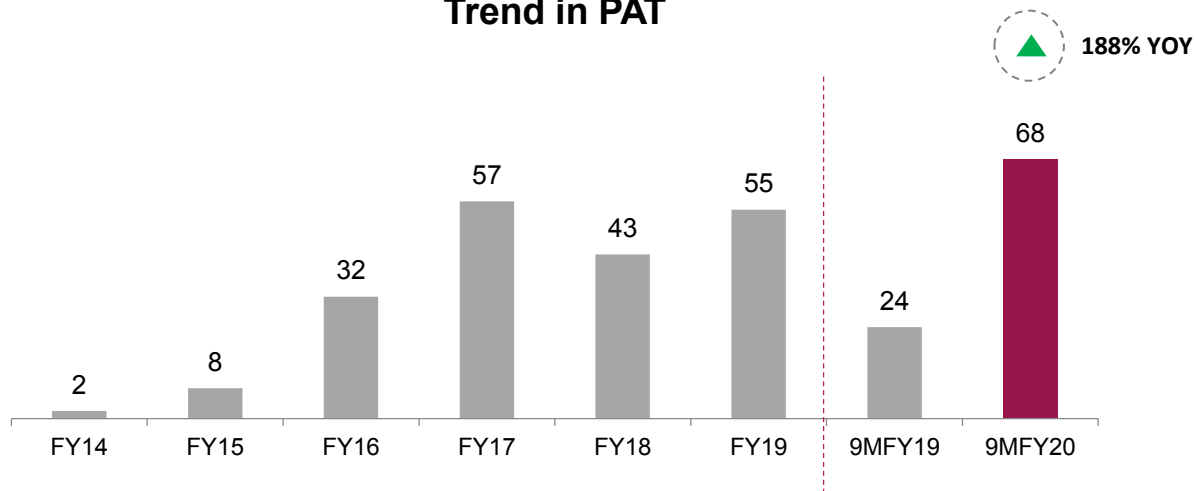


All figures in ₹ Crores

Average AUM has shown strong growth



Trend in PAT



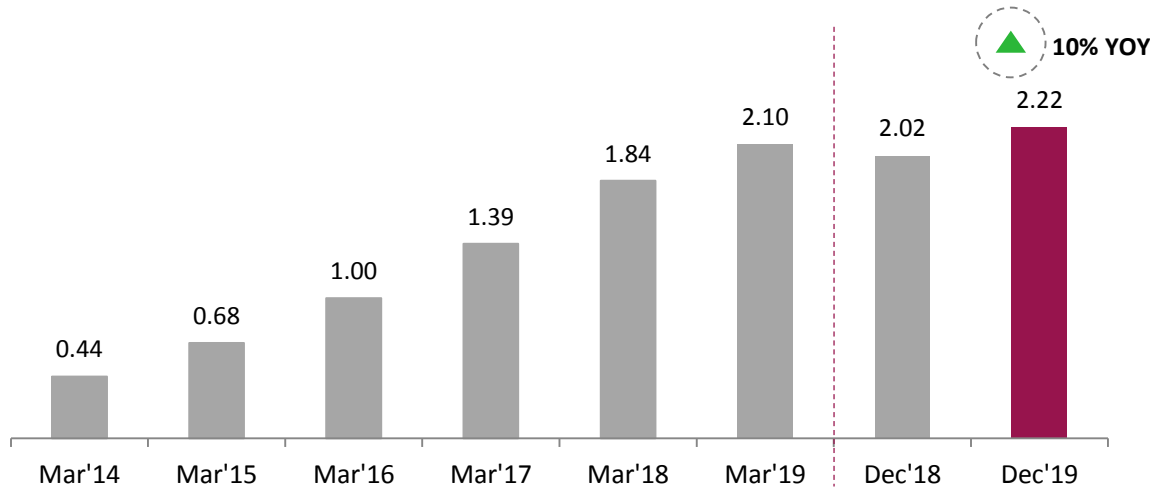
Major Highlights

- Total Gross revenue of **₹324 Cr** earned during 9MFY20
- Added **1.5 mn** investors in last one year taking its overall investor folios to **5.1 mn**
- Has current market share of **4.6%** (as at end of Dec'19) and garnered **14%** incremental market share in 9MFY20
- Equity & Hybrid funds constitutes **53%** of overall AUM

Axis Securities : Growth in broking revenue has slowed



Total customer base (in mn)

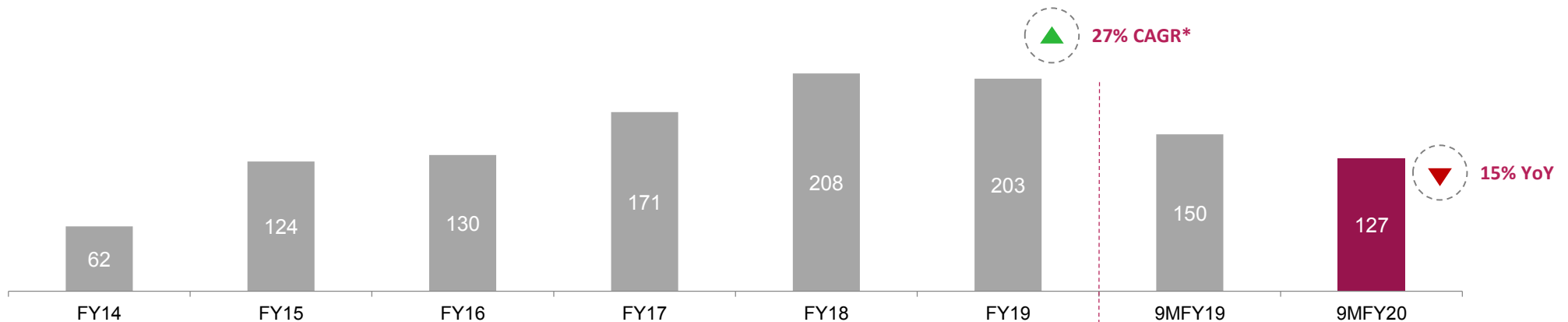


Major Highlights – 9MFY20

- Has one of the highest mobile adoption rates in the industry with over **72%** volumes coming from Mobile in 9MFY20
- 39% of clients traded through Axis Mobile App
- Recognized as “*Top Equity Broker of year 2019*” at the BSE Commodity Equity Outlook Awards

Trend in Broking Revenue growth

All figures in ₹ Crores



* 5yr CAGR

Axis Capital : Leadership position maintained in volatile capital markets



All figures in ₹ Crores

9MFY20 Ranking based on IPO, QIP, Rights, OFS & IPP

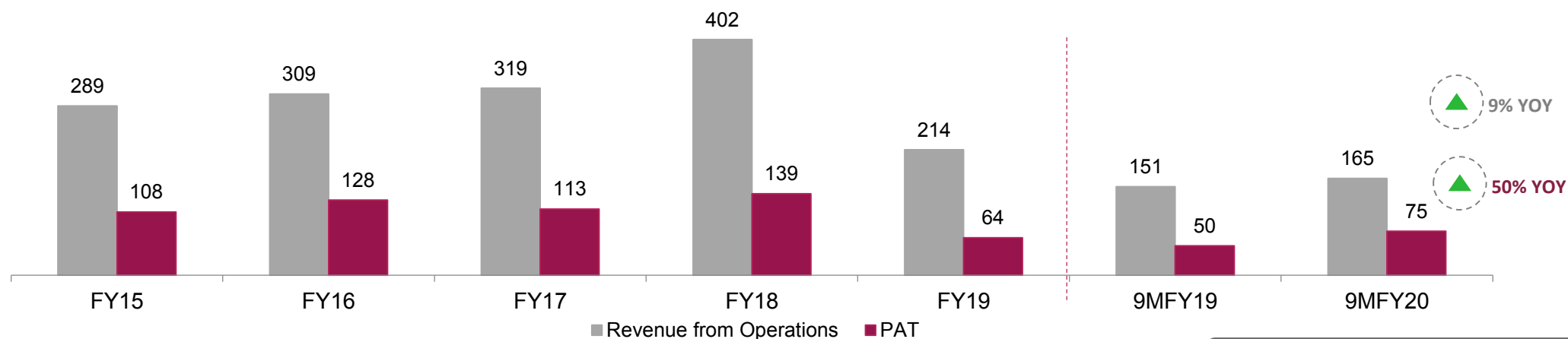
Rank	Banker	No of deals
1	Axis Capital	12
2	Peer 1	11
3	Peer 2	10
4	Peer 3	8
5	Peer 4	7

Source: Prime database

Major Highlights

- Ranked No 1 in Equity and Equity Linked Deals over the last decade
- Successfully closed **22** transactions across IB in 9MFY20 including 4 IPO, 4 QIPs, 1 OFS, 3 Buybacks, 2 Rights issue and 3 Advisory deals
- Axis Capital has won the 'Best Investment Bank' in India for the 4th year in a row (2018, 2017, 2016, 2015)

Trend in Income & PAT



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
- » **35** Financiers on-boarded on the platform

Progress so far (Jul'17 to Dec'19)

Throughput
5,951 cr

No. of Invoices Discounted
4,04,818

Participants
4,320

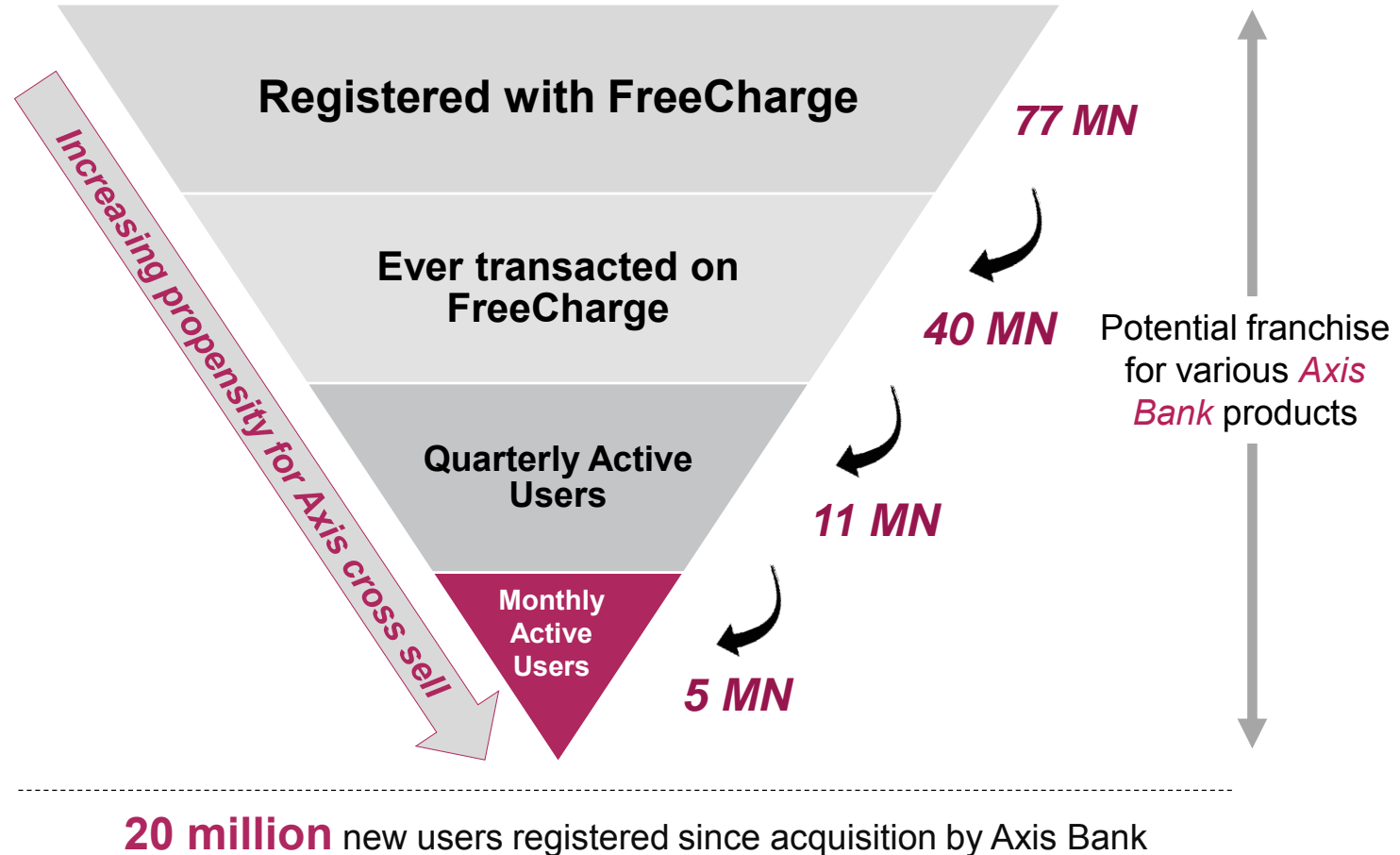
Freecharge: Among the top non-bank financial services platforms in the industry with a significant consumer franchise footprint



One of the top financial services App in India

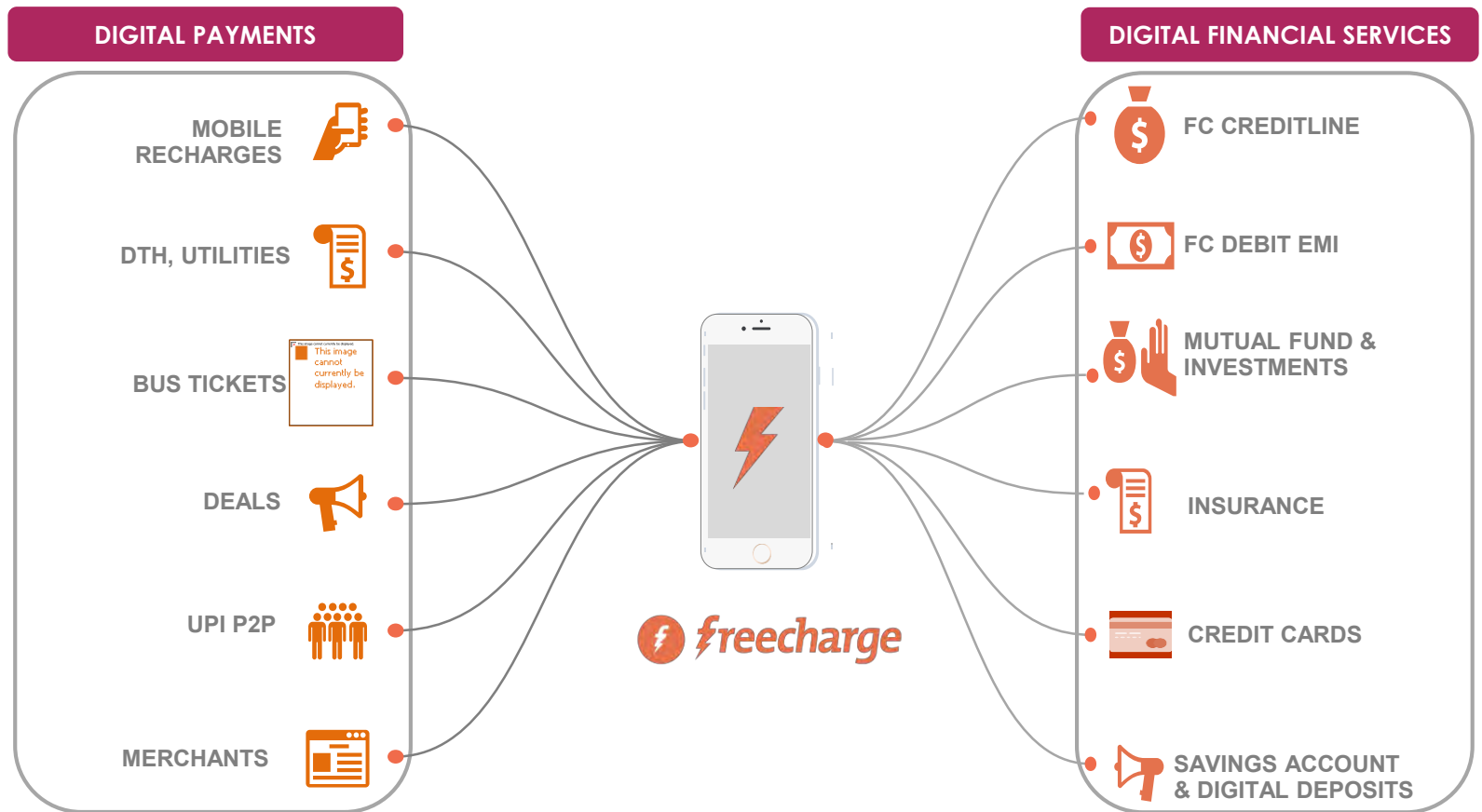
... With massive potential for cross selling Bank products

#	App
1	Google Pay (Tez) - a simp... Google
2	PhonePe – UPI Payments... PhonePe
3	YONO SBI: The Mobile B... State Bank of India
4	iMobile by ICICI Bank ICICI
5	Yono Lite SBI - Mobile Ba... State Bank of India
6	HDFC Bank MobileBanki... HDFC Bank
7	BHIM - MAKING INDIA C... NPCI
8	Axis Mobile- Fund Transf... Axis Bank
9	Moneycontrol - Share Ma... Network18
10	Kotak - 811 & Mobile Ba... Kotak Mahindra Bank
11	Freecharge - Recharges ... FreeCharge



Based on App Annie intelligence data for Oct-Dec '19 for Android users of Financial apps in India

Business is now focused on evolving from a leading Digital payments platform to a Digital Financial Services platform by offering new services



The platform will help Axis Bank **acquire young, digital native customers**, through **co-created financial services offerings**



Financial Highlights

Business Segment performance

Asset Quality

Shareholder Returns and Capital Position

Subsidiaries' Performance

Other important information

The Bank has been reducing the Corporate Bond portfolio



All figures in ₹ Crores

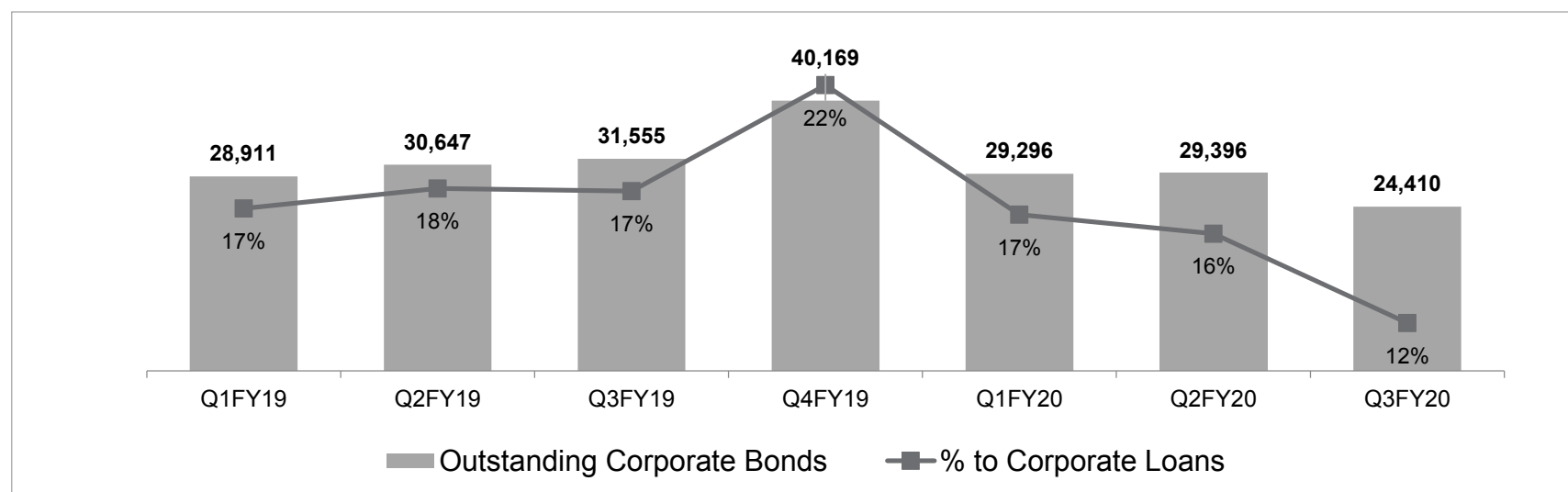
Investment Bifurcation	Book Value*
Government Securities ¹	1,21,689
Corporate Bonds ²	24,410
Others	9,880
Total Investments	155,979

Category	Proportion
Held Till Maturity (HTM)	72%
Available For Sale (AFS)	25%
Held For Trading (HFT)	3%

* as on Dec 31st, 2019

¹ 91% classified under HTM category

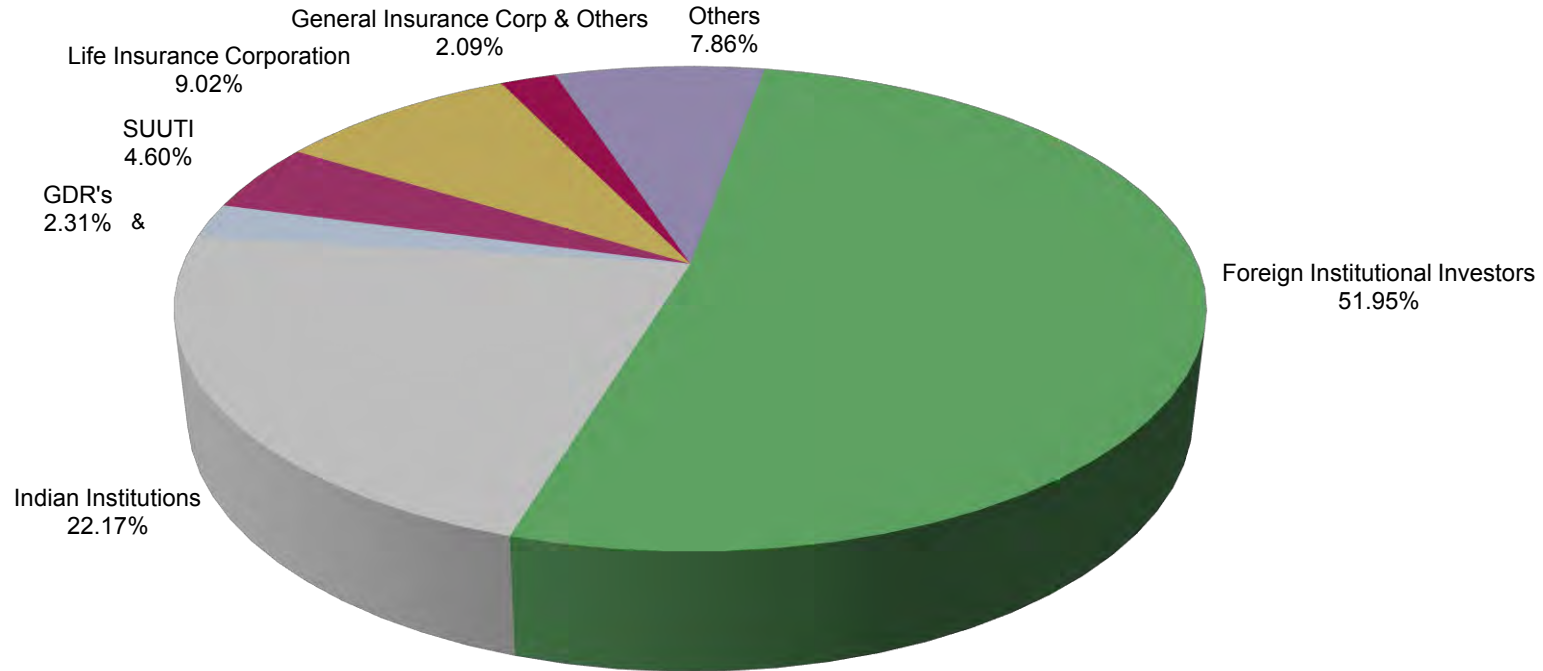
² 87% classified under AFS category



Credit Ratings (as of Dec'19)

Rating Agency	Long term Issuer rating	Outlook
S&P Ratings	BBB-	Stable
Moody's	Baa3	Stable
Fitch	BB+	Stable
CRISIL	CRISIL AAA	Stable
CARE	CARE AAA	Stable
ICRA	ICRA AAA	Stable
India Ratings	IND AAA	Stable

Shareholding Pattern (as on Dec 31st, 2019)



➤ Share Capital	₹564 crores
➤ Shareholders' Funds	₹86,198 crores
➤ Book Value Per Share	₹306
➤ Diluted EPS (Q3FY20)#	₹24.71
➤ Market Capitalization	₹202,350 crores (as on Jan 21 st , 2020)

& 1 GDR = 5 shares ; As on Dec 31st, 2019, outstanding GDRs stood at 13.01 mn
annualised

Sustainability at Axis Bank



“Striving to create positive, financial as well as non-financial impact among our diverse stakeholder spectrum across rural and urban India”

Green Banking



- First certified Green Bond by an Asian Bank, launched in 2016 for US\$ 500 mn
- 7.05 MW of solar power installations across 248 locations
- 2.2 million sheets of paper saved in 2018-19 through Saksham initiative for operational excellence

Banking for Emerging India



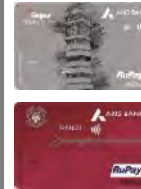
- 1.7 million women borrowers in 18 states & 1 UT under Axis Microfinance
- 3,200+ SMEs benefitted from Evolve series in 2018-19
- Over 1 million accounts under India's MUDRA Scheme

CSR Impact



- Axis Bank Foundation active in 156 districts in 23 states
- 0.45 million households/trainees impacted in 2018-19 under Foundation's Mission 2 Million by 2025

Digital Leadership



- 14% market share in UPI transactions with 75 mn VPAs
- First-of-its-kind Raipur Smart City Card under #SmartCities
- India's first single-wallet, contactless, open loop Metro card for Kochi Metro



On the prestigious FTSE4Good Index from 2017 onwards

FTSE4Good



Winner of the prestigious CII ITC Sustainability Award for CSR 2015, 2016, 2018



Featured in the Top 25 'Best Companies to Work For' by Business Today

Major awards won by the Bank and its subsidiaries



**Excellence in Operations
– IDC Insights Awards 2019**



**Usage of Data Science / AI
within Internal Audit in the
BFSI category**



**THE ASIAN BANKER®
The Regulatory Technology
Implementation of the Year
Risk Management Awards 2019**

**Anti-Money Laundering
Technology Implementation**



**Best Digital Bank for the
second consecutive year**



- **Best Contactless Payments Project of the Year**
- **Best Prepaid card of the Year**



**Financial Inclusion Initiative Of
The Year**

Financial Performance

Financial Performance (₹ crores)		Q3FY20	Q3FY19	% Growth
Interest Income	A	15,708	14,129	11%
Other Income	B = C+D+E	3,787	4,001	-5%
- Fee Income	C	2,775	2,615	6%
- Trading Income	D	515	379	36%
- Miscellaneous Income	E	497	1,007	-51%
- Recoveries in written-off a/c's		383	998	-62%
Total Income	F = A+B	19,495	18,130	8%
Interest Expended	G	9,255	8,526	9%
Net Interest Income	H = A-G	6,453	5,603	15%
Operating Revenue	I = B+H	10,240	9,604	7%
Core Operating Revenue*	J = I-D	9,725	9,225	5%
Operating Expenses	K	4,497	4,079	10%
-Staff Expense	L	1,365	1,202	14%
-Non Staff Expense	M	3,132	2,877	9%
Operating Profit	N = I-K	5,743	5,525	4%
Core Operating Profit*	O = N-D	5,228	5,146	2%
Provisions other than taxes	P	3,471	3,055	14%
Profit Before Tax	Q = N-P	2,272	2,470	-8%
Tax Expenses	R	515	789	-35%
Net Profit	S = Q-R	1,757	1,681	5%
EPS Diluted (in ₹) (annualized)		24.71	25.86	
Return on Average Assets (annualized)		0.86%	0.88%	
Return on Equity (annualized)		8.83%	11.33%	
Capital Adequacy Ratio (Basel III) (incl. profit for 9M)		18.72%	16.40%	

*Excluding trading profit for all the periods.

Financial Performance

Financial Performance (USD mn)		Q3FY20	Q3FY19	% Growth
Interest Income	A	2,200	1,979	11%
Other Income	B = C+D+E	530	560	-5%
- Fee Income	C	389	366	6%
- Trading Income	D	72	53	36%
- Miscellaneous Income	E	69	141	-51%
- Recoveries in written-off a/c's		54	140	-62%
Total Income	F = A+B	2,730	2,539	8%
Interest Expended	G	1,296	1,194	9%
Net Interest Income	H = A-G	904	785	15%
Operating Revenue	I = B+H	1,434	1,345	7%
Core Operating Revenue*	J = I-D	1,362	1,292	5%
Operating Expenses	K	630	572	10%
-Staff Expense	L	191	169	14%
-Non Staff Expense	M	439	403	9%
Operating Profit	N = I-K	804	773	4%
Core Operating Profit*	O = N-D	732	720	2%
Provisions other than taxes	P	486	428	14%
Profit Before Tax	Q = N-P	318	345	-8%
Tax Expenses	R	72	111	-35%
Net Profit	S = Q-R	246	234	5%
EPS Diluted (in `) (annualized)		24.71	25.86	
Return on Average Assets (annualized)		0.86%	0.88%	
Return on Equity (annualized)		8.83%	11.33%	
Capital Adequacy Ratio (Basel III) (incl. profit for 9M)		18.72%	16.40%	

\$ figures converted using exchange rate of 1\$ = ₹71.385

*Excluding trading profit for all the periods.

Balance Sheet



Balance Sheet (₹ crores)	As on 31 st Dec'19	As on 31 st Dec'18	% Growth
CAPITAL AND LIABILITIES			
Capital	564	514	10%
Reserves & Surplus	85,634	66,184	29%
Deposits	5,91,676	5,14,092	15%
Borrowings	1,12,007	1,44,669	-23%
Other Liabilities and Provisions	29,158	30,717	-5%
Total	8,19,039	7,56,176	8%
ASSETS			
Cash and Balances with RBI and Balances with Banks and Money at Call and Short Notice	41,311	55,736	-26%
Investments	1,55,979	1,61,036	-3%
Advances	5,50,138	4,75,105	16%
Fixed Assets	4,204	3,988	5%
Other Assets	67,407	60,311	12%
Total	8,19,039	7,56,176	8%

Balance Sheet

Balance Sheet (USD mn)	As on 31 st Dec'19	As on 31 st Dec'18	% Growth
CAPITAL AND LIABILITIES			
Capital	79	72	10%
Reserves & Surplus	11,996	9,271	29%
Deposits	82,885	72,017	15%
Borrowings	15,690	20,266	-23%
Other Liabilities and Provisions	4,085	4,303	-5%
Total	1,14,735	1,05,929	8%
ASSETS			
Cash and Balances with RBI and Balances with Banks and Money at Call and Short Notice	5,787	7,808	-26%
Investments	21,850	22,559	-3%
Advances	77,066	66,555	16%
Fixed Assets	589	559	5%
Other Assets	9,443	8,448	12%
Total	1,14,735	1,05,929	8%

\$ figures converted using exchange rate of 1\$ = ₹71.385

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