Stronger, Consistent and Sustainable Growth

Debt Investor Presentation

March 2024

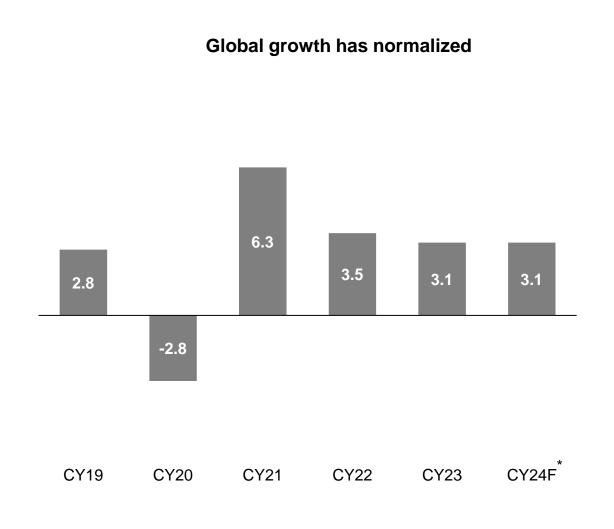


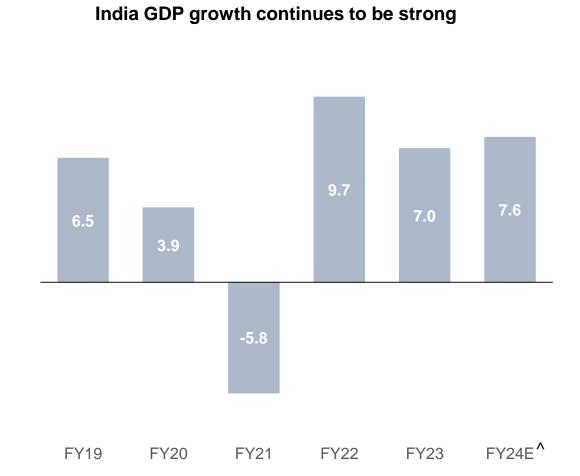


Macro Environment is normalizing

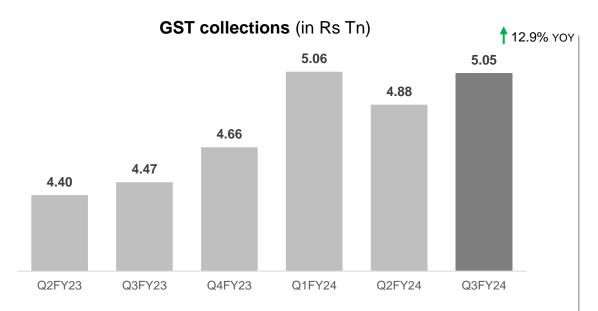
India remains the fastest growing large economy, expect strong momentum to continue AXIS BANK

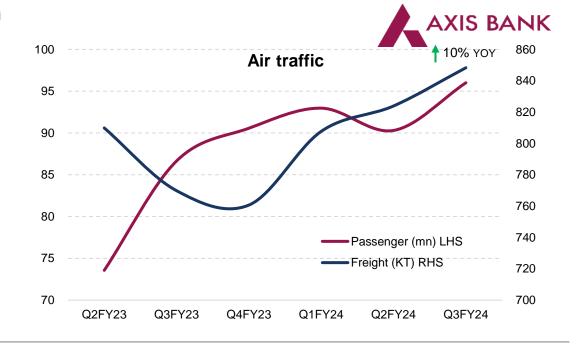


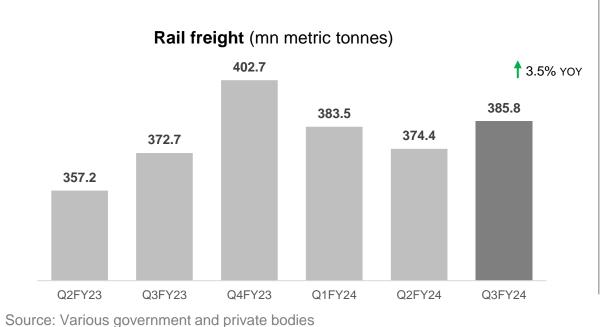


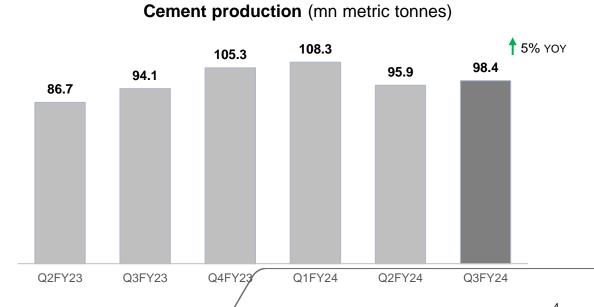


High frequency indicators continue to show expansion

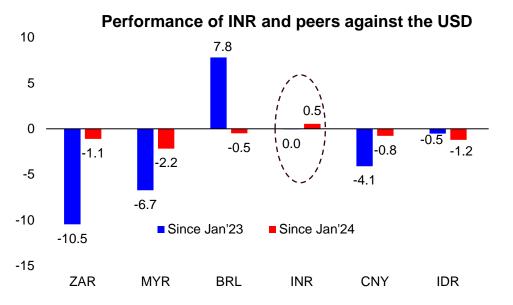


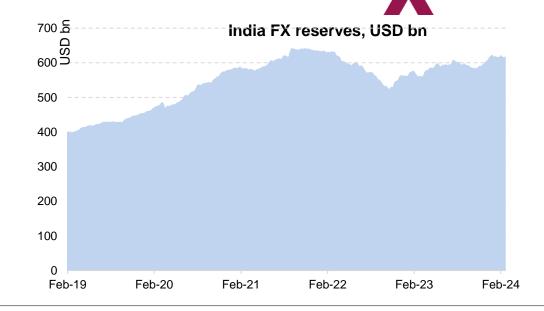


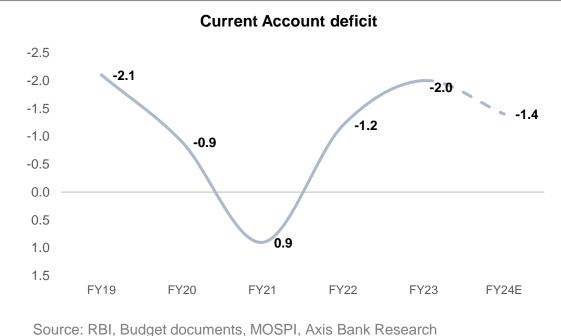


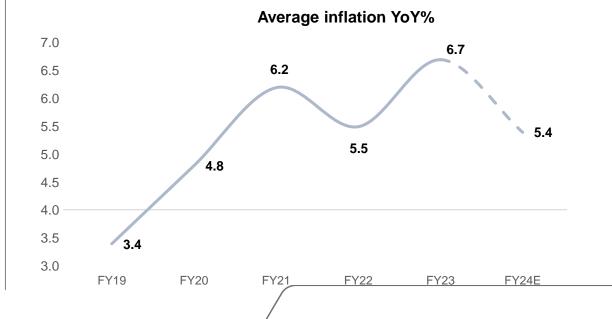


INR among the most stable EM currencies, with recovering macros and healthy reserves AXIS BANK





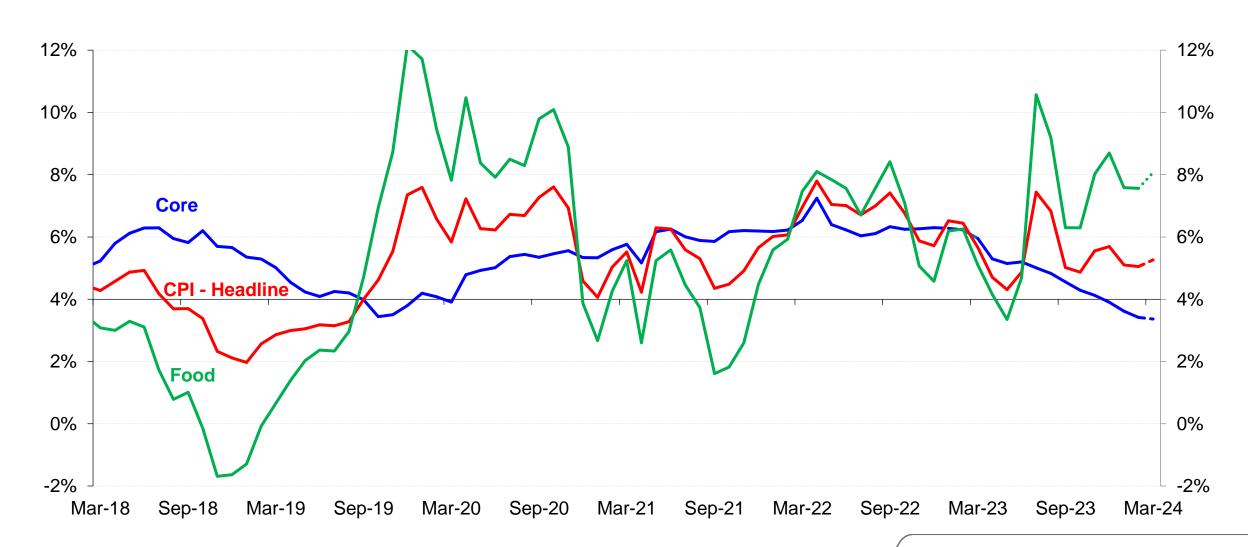




Core CPI inflation performing exceptionally well, food inflation remains a bugbear

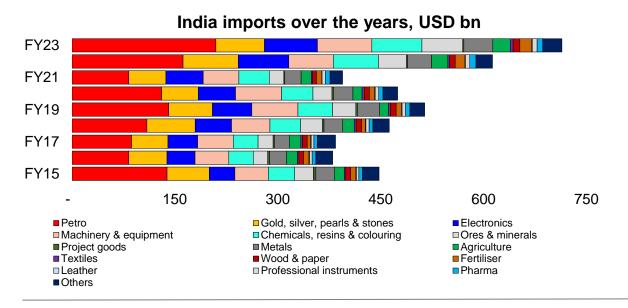


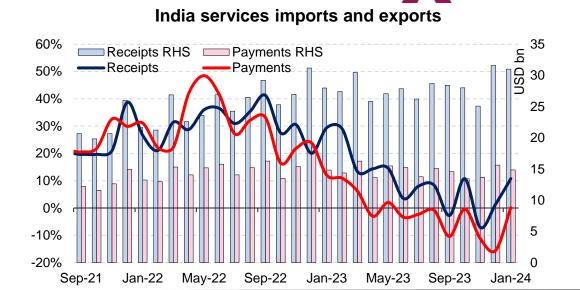
CPI headline and core inflation trends



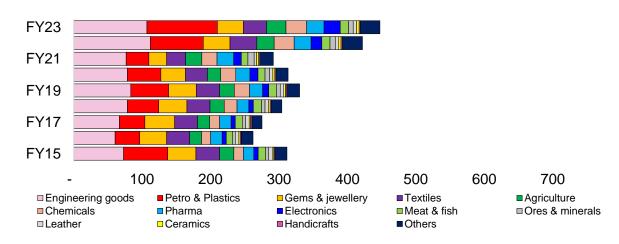
India goods imports have grown due to both prices and demand, offset by services exports AXIS BANK



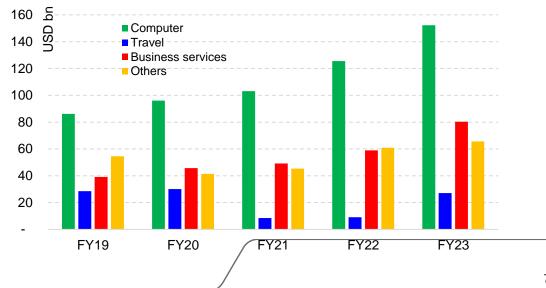




India exports over the years, USD bn

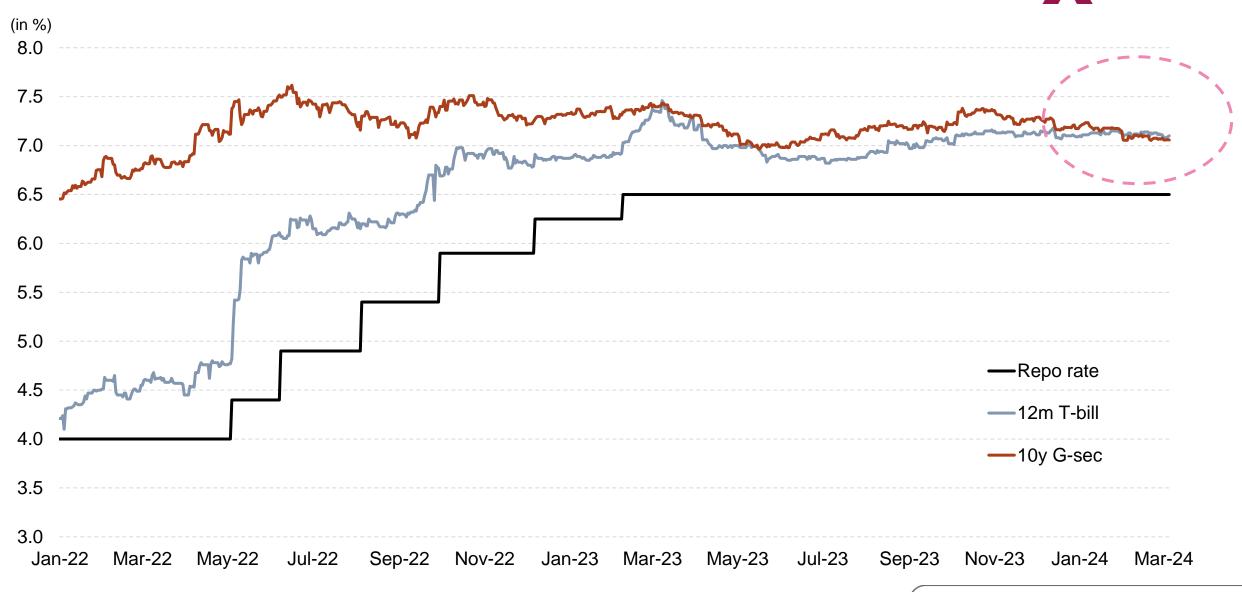


Business services (GCCs) now the fastest growing services export



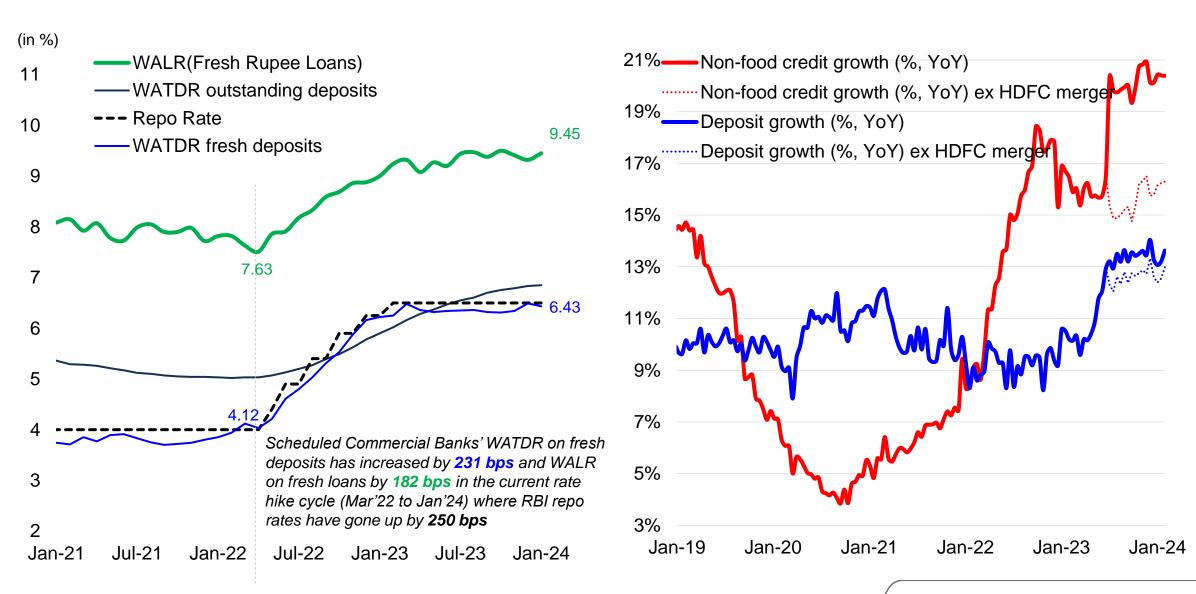
Yield curve has flattened, watch for steepening as markets begin to price in cuts...





Transmission of monetary policy remains in progress; credit offtake elevated

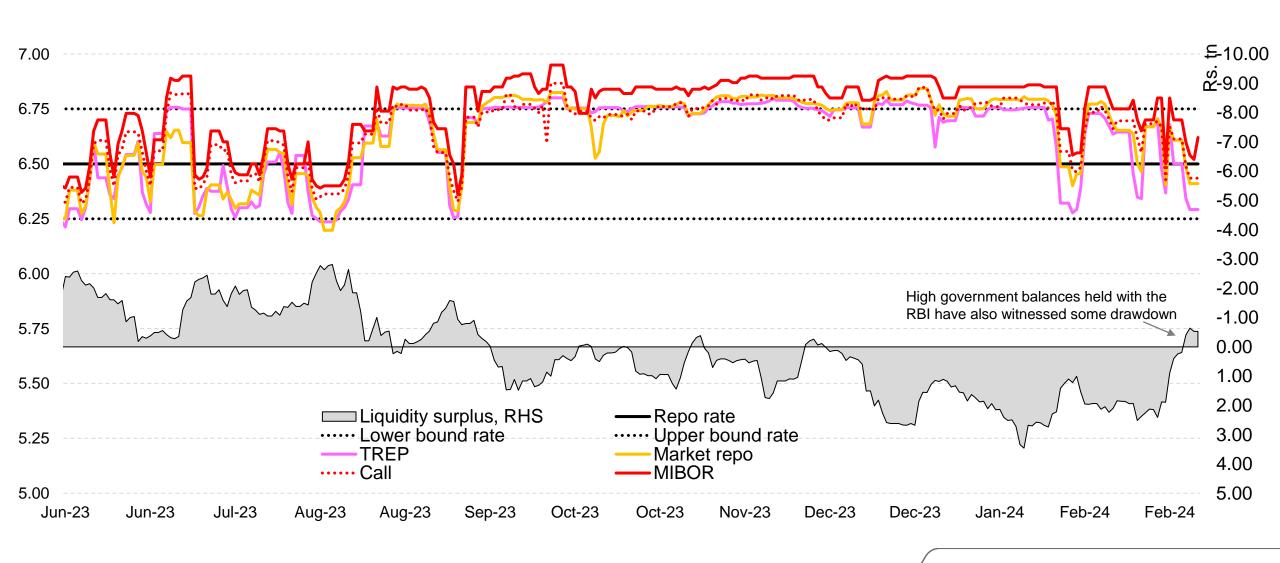




Liquidity is now back in surplus temporarily, with RBI allowing overnight rates to fall



India liquidity surplus along with overnight rates

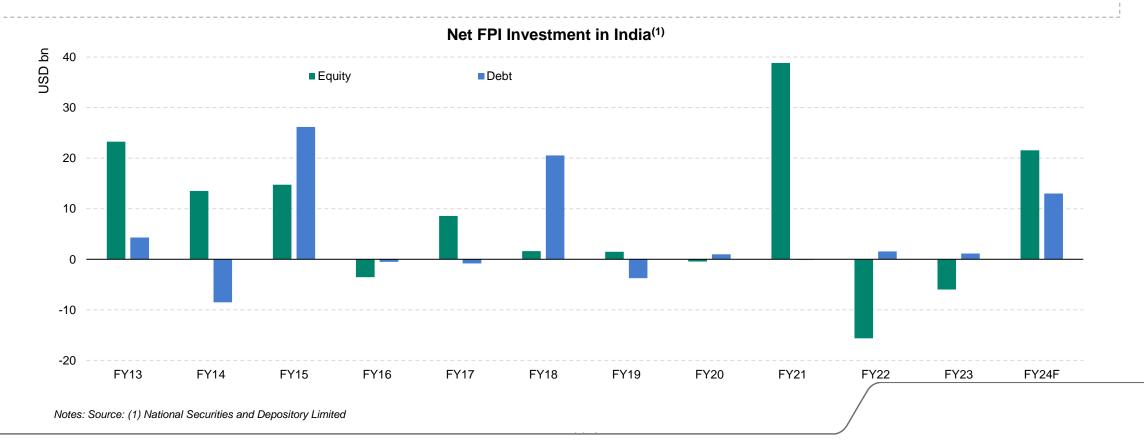


India continues to be an attractive investment opportunity



11

- FY24 has seen rebound in net FPI investments after the weakening seen in FPI flows in FY22 and FY23 in line with global monetary tightening. With the cycle moving back to cuts, flows are expected to return
- India's equity stock market capitalization is the 5th largest globally. MSCI raised India's weightage in its Global Standard (Emerging Markets) equity index to a historic high of 18.2% that came into effect since March 1, 2024.
- Indian debt inflows are likely to benefit from India's inclusion in the Global Bond Index-Emerging Markets index with effect from June 28, 2024. Bloomberg also recently announced inclusion of India Fully Accessible Route (FAR) bonds in the Bloomberg Emerging Market (EM) Local Currency Government Index and related indices, to be phased in over a ten-month period, starting January 31, 2025.





The Axis Bank Story

Axis Bank at a glance



Axis Bank



3rd
largest Private Bank in India

~ 48 mn

99,600+ *Employees*

5,252Branches*

Market Share



5.4%Assets ¹

5.0% Deposits ¹

5.9% Advances ¹

14.0% Credit Cards²

Profitability



18.86% Consolidated ROE (9MFY24) **4.01%**Net Interest Margin ³

2.64%Operating Profit Margin ³

2.49%
Cost to Assets 3

Balance Sheet



16.63% | 13.71%

*** CAR

CET 1***

₹120 Bn | 1.29%

Cumulative provisions (standard + additional non-NPA)

78% | 0.36%PCR Net NPA

Key Subsidiaries



25%Growth in Axis Finance PAT (9MFY24)

9%Growth in Axis AMC
Revenue (9MFY24)

3rdAxis Capital's position in ECM ⁴

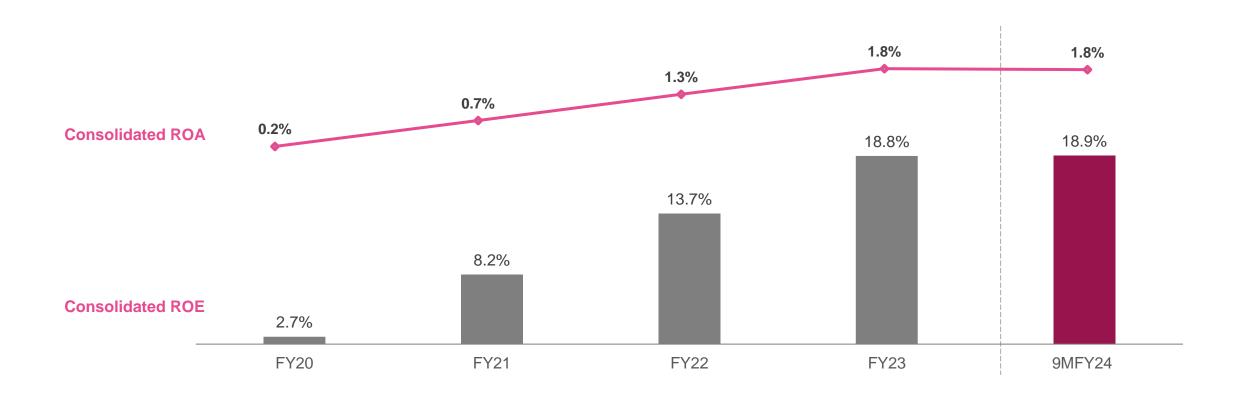
31%Growth in Axis Securities
PAT (9MFY24)

¹ Based on Dec'23 data ² Credit Cards in force as of Nov'23 ³ for Q3FY24 ⁴ As per Prime Database rankings for Equity Capital Markets for 9MFY24

We have delivered consistent and robust improvement in shareholder return metrics



Trend in Consolidated ROA and ROE



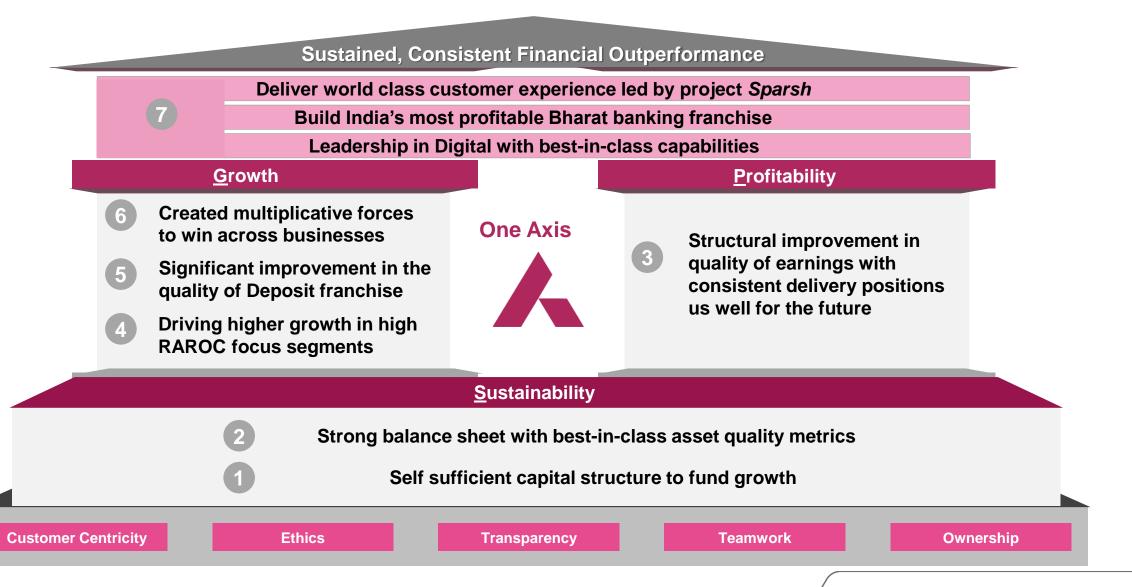
The Bank continues to deliver on the GPS strategy keeping up the **AXIS BANK** commitments made at the beginning of our journey 9MFY24 **FY19 FY23 Advances** 5.9% 4.9% 6.0% mkt share **Deposits** Lifted the growth 4.3% 5.1% 5.0% mkt share momentum **23%**⁽³⁾ 8%(1) **16%** (2) **Operating** Revenue growth 18.86% 8.58% 18.84% **Cons ROE** Improved profitability 4.08% 3.43% 4.02% NIM considerably Core Op 4% 19% 12% **Profit growth** 14.02% 13.71% I 11.27% CET 1 Strengthened the PCR (5) 62% 81% **78%** Bank significantly **Net NPA** 2.06% 0.39% 0.36%

⁽¹⁾ CAGR during FY16 to FY19 period (2) CAGR for FY19 to FY23 period (3) 9MFY24A over 9MFY23 A

^{(4).} Net of Citi transaction consuming 191 bps (5) excluding technical writeoffs

We are a strong, future ready and an all-weather franchise





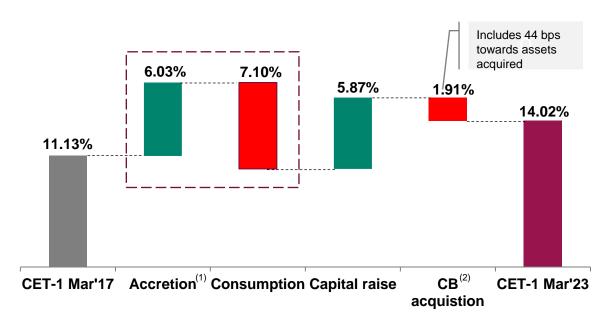


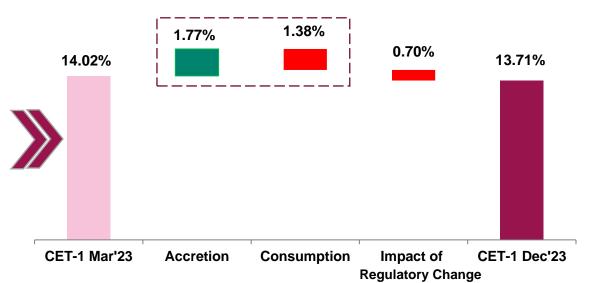
Self-sustaining capital structure, resulting in value accretion for all stakeholders



Historically equity raise was supporting capital consumption...

... profit accretion is adequate to fund organic growth





107 bps

CET-1 consumption in FY17 to FY23 period excluding CB items (2)

39 bps

Organic Net CET-1 accretion in 9MFY24

43 bps

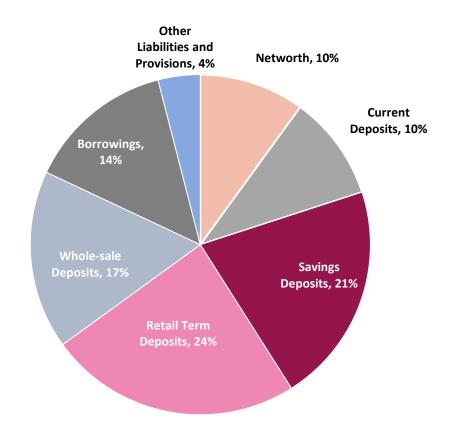
dditional cushion on account of Co

Additional cushion on account of Covid provision buffer

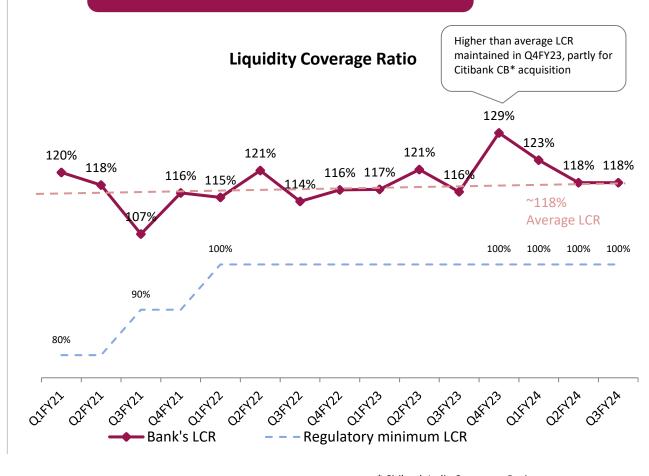
Liquidity & Funding profile remains healthy



Bank has diversified and stable funding profile





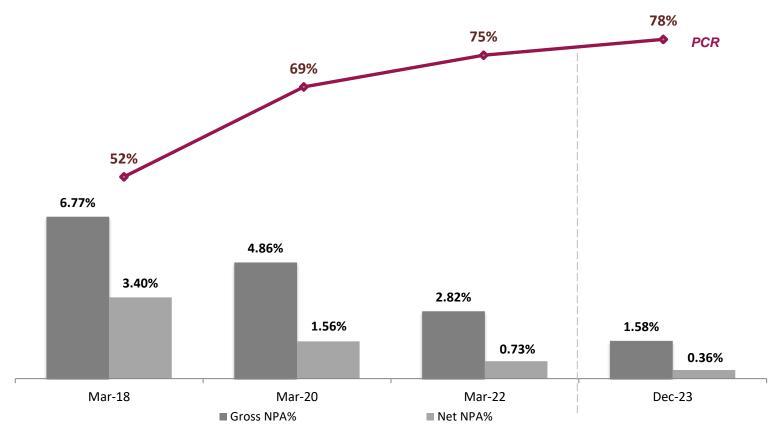


* Citibank India Consumer Business



Strengthened balance sheet significantly with one of the best asset quality metrics in the industry





✓ Gross NPA ratio – Lowest in 31 Quarters | Net NPA ratio – Lowest in 42 Quarters

~2600 bps

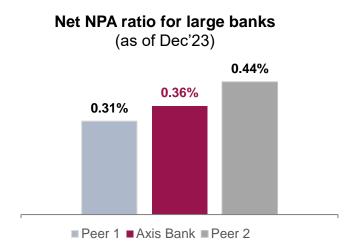
Improvement in PCR since Mar'18

304 bps

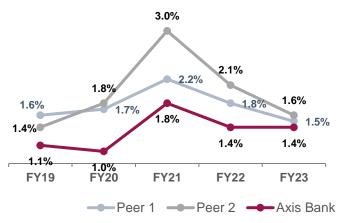
Reduction in NNPA since Mar'18

1.29%

Cumulative provisions as % of overall book (as of Dec'23)



Gross Retail NPA ratio for large banks



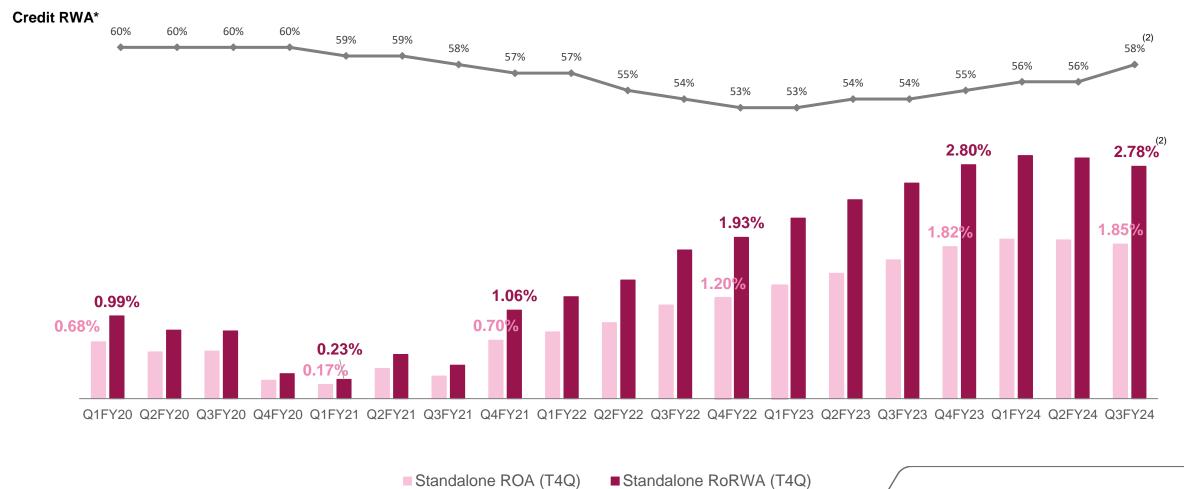
Source: Peer Banks 20F reports



The structural improvement in quality of earnings with better RWA profile...

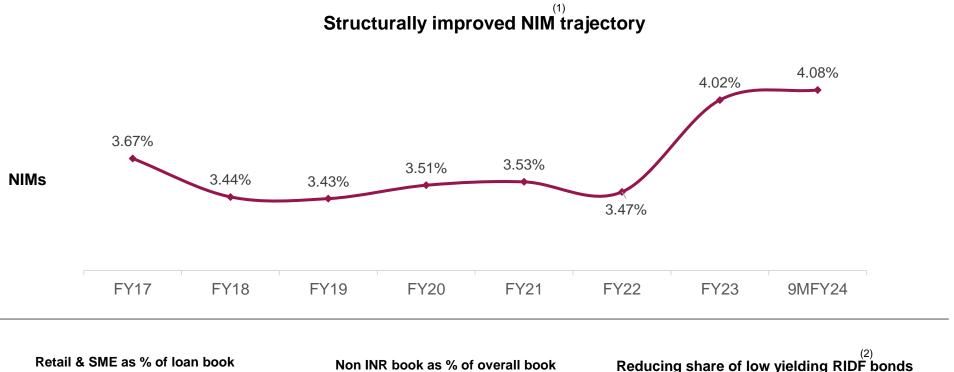


Trend in Trailing 4 Quarters Standalone ROA and RoRWA (1)



... and improving NIMs...

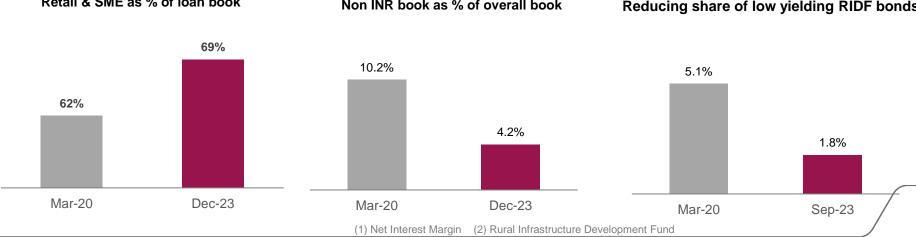








CAGR in total NII since FY19 **



^{*} Average NIMs for FY20 till 9MFY24 as compared to average of previous 15 years from FY05 till FY19

^{**} Numerator taken as 9MFY24 TTM

... and granular fees which is among the best in industry



Improved the fee profile significantly in last few years



~94%
Share of granular Retail & transaction banking related fee (as of 9MFY24)

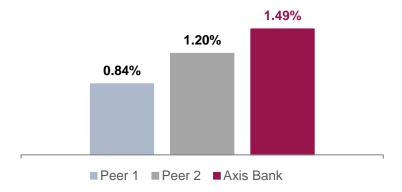
500 bps

Improvement in proportion of granular fees since FY19

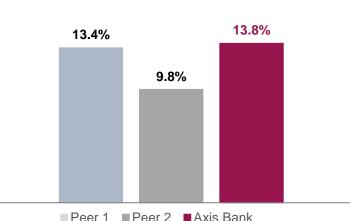
19%

Retail fee CAGR (since FY17)

Total fee to average assets (as of Q3FY24)



Fee income growth (FY20 to FY23 CAGR)



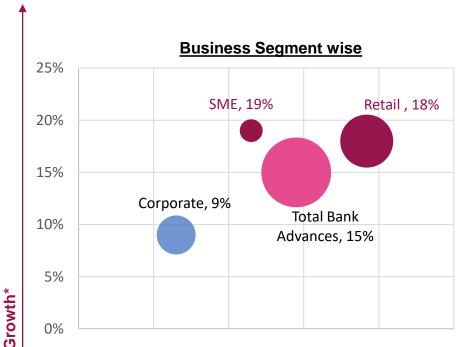
^{*} Granular fee includes Retail, Transaction Banking, Trade, Forex and Financial Institutional payments related fee

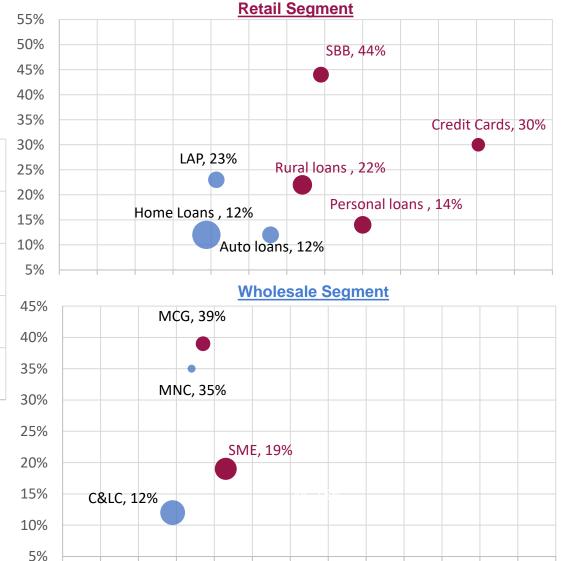
4

Lifted growth momentum across our risk adjusted, higher yielding

segments







24%
CAGR (since FY20) in Focus
business segments

41.2%
Proportion of Focus
business segments in
Bank's total advances
(as of Dec'23)

~1050 bps
Increase in share of Focus
business segments in
last 3.75 years

Yield

^{*} Focus segments for the Bank include Small Business Banking (SBB), Small & Medium Enterprises (SME), Mid Corporate, Rural, Personal Loans (PL) and Credit Card Advances
C&LC - Conglomerates & Large Corporates, MNC - Multinational Corporate, MCG – Mid Corporate Group



Sustained execution resulting in consolidation of our position across various businesses



3rd

₹5 Tn

Largest Private Banking & Wealth Mgmt. AUM

Wealth AUM as of Dec'23

A leading *Wealth Management franchise* with significant scale

4.7 Mn

13.9%

Cards issued in last 12 months among the highest in industry

CIF market share as of Dec'23

4th largest *Credit Card player*, closed gap significantly with 3rd ranked player

4.8

13 Mn

Mobile app rating on Google Play Store, highest among global peers* Monthly active users on Axis
Mobile app

World's highest rated *Mobile Banking App*, doubling up as our largest branch

42%

600 bps

One of the highest CASA ratio among large peers (MEB basis)

Reduction in outflow rates in last 2 years, quality of LCR deposits among the best

CASA deposits franchise is now among the best in industry

28%

CAGR in combined SBB, SME and MC segments (Mar'20 to Dec'23)

13%

Axis Bank MSME incremental market share in last 3 years (till Dec'23) ^

SBB+ SME + MC segment has scaled up significantly

1 st

1 st

ECM Ranking – no of deals since Mar'20 (Prime Database)

on Bloomberg DCM league table for 16 straight years (2007 to 2022)

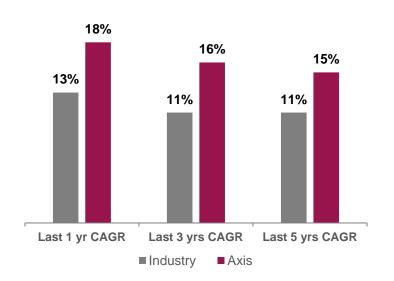
Amongst the best and most comprehensive Wholesale Banking franchise



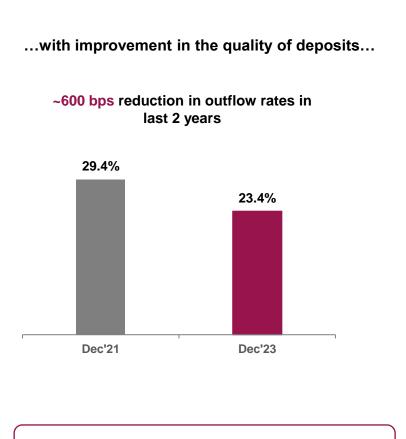
Deposit franchise continues to grow faster than the industry with improvement in quality and composition



We have grown faster than industry consistently...



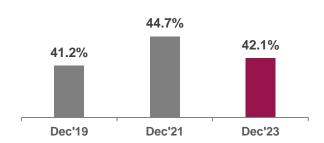
Gained incremental market share of 6.7% in last 3 years as against closing market share of 5.0% as of Dec'23

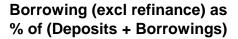


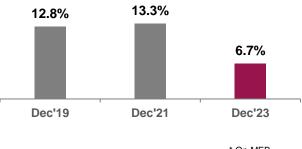
Outflow rates are now among the best in the industry

...while delivering healthy CASA levels and reducing borrowings

CASA ratio* (in %)







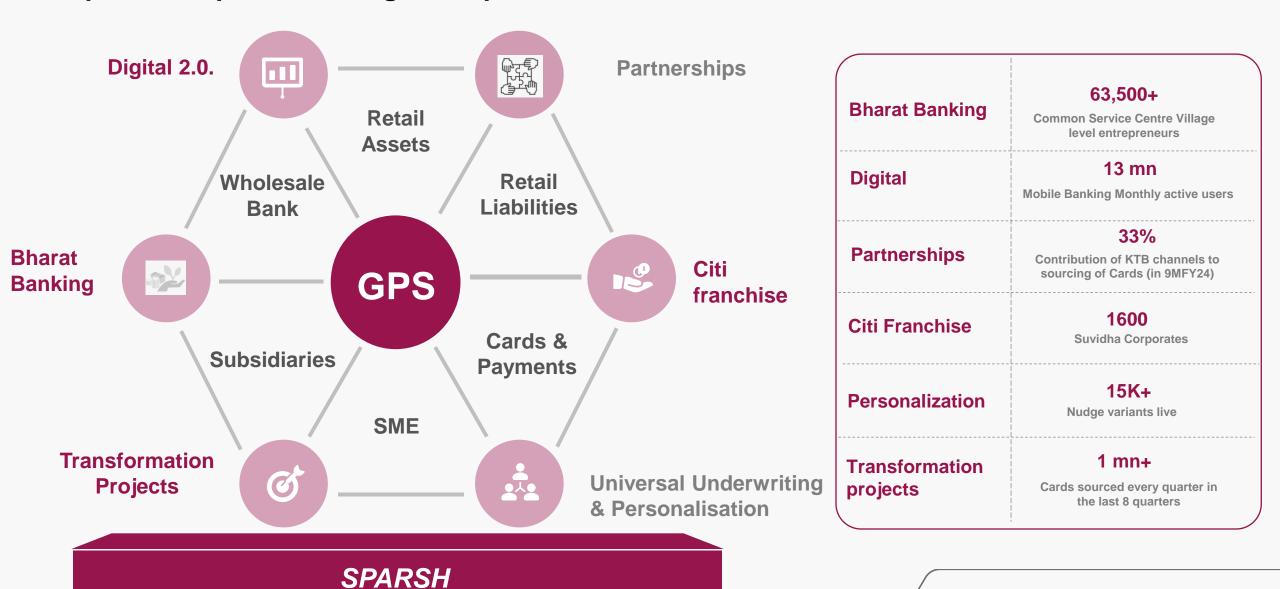
* On MEB

Source: RBI, Axis Bank reported data



Created multiplicative forces through unification of One Axis, partnerships and new age tech platforms to win across businesses





Continue to build scale and create significant value in key subsidiaries



Asset Management	Invst Banking & Inst Equities	Consumer focused NBFC	Retail Brokerage	Trustee		tech form	TReD	S platform	Insurance
AXIS MUTUAL FUND	AXIS CAPITAL	AXIS FINANCE	AXIS SECURITIES	AXIS TRUSTEE	f reech	narge		TREDS	& MAX LIFE INSURANCE
One of the fastest growing MF player	Leadership position in ECM deals segment	AAA rated NBFC with diversified product offerings	3 rd largest bank led brokerage firm	Amongst the leading trustees in India	Only bank own			ng player on Os platform	4th largest private insurance company [@]
75% ¹ (JV Schroders Plc)	100%	100%	100%	100%	100	0%		67%	12.99% (Co-promoter), Accounting Associate
AXIS PENSION FUND						Combine	ed PAT (a	nnualized))
19% AAUM CAGR^	19% YOY Rev from Ops. (9MFY24)	42% AUF CAGR [^]	42% YOY Broking Revenues (9MFY24)			833	1,304	1,252	1,475
51% PAT CAGR [#]	12% PAT CAGR [#]	16.4% ROE* (9MFY24)	31% YOY PAT (9MFY24)		347				
					FY19	FY21	FY23	9MFY23 A	9MFY24 A ualized)
5% AUM Market share	1 st ECM Ranking**	18.8% CAR (as of Dec'23)	3rd Ranking (among Bank-led brokers)	₹ 7,74 (Combined networth subsidial	n of operating	CA	28% GR^ in comb	·	50% Return on Investme (9MFY24)

^{*} Annualized ROE as per IndAS ^ CAGR for Mar-20 to Dec-23 period # 3yr CAGR (FY20 to FY23) ** as per Prime database (basis deal count) since Apr'20 to Dec'23 (1) 25% is held by Schroders Plc 2) Including stakes owned by Axis Capital and Axis Securities; Also, there is further Option to take overall stake to 19.99%

^{(1) 25%} is field by Schroders Pic 2) including stakes owned by Axis Capital and Axis Securities, Also, there is further Option to take overall stake to 19,99% (3) 47% effective stake held by Axis Group in step down subsidiary (51% stake held by Axis Mutual Fund & 9% stake held by Axis Bank), @ Based on New Business Premium The figures represented above are for the Bank's domestic group entities as per Indian GAAP, as used for consolidated financial statements of the Group, unless stated otherwise



Sparsh (Customer Obsession) and Siddhi (Empowering Employees) to set us apart in the next decade



Sparsh – our Customer Obsession Program has aided improvement in our NPS ranking...

25% 1

3rd 1

YOY Improvement in External NPS score for 2022

NPS Rank as per Kantar Survey for the year 2022

Significantly closing the gap with top 2 peers

Getting us <u>more customers as promoters</u>

Internal NPS movement (over indexed baseline¹)

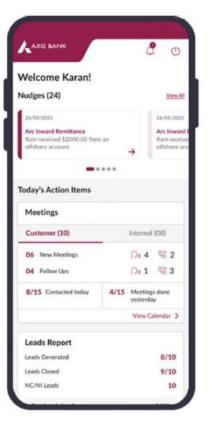
41%1

33% 1

Retail Bank NPS

Wholesale Bank NPS*

Siddhi - the Super App that empowers Axis colleagues to engage seamlessly with customers



60K+

active users

80%

retail business covered (by volumes)

22 product journeys

^{1.}Baseline as Q1 of FY 23

^{*}Wholesale FY23 exit numbers, as NPS assessment done annually

Bharat Banking strategy continues to play out well with strong growth momentum in RuSu markets



Large and deep distribution

2,420

Bharat Banking branches as of Dec 2023

+63,500

Common Service Centre Village level entrepreneurs

+08

Partners

Delivered strong growth at current scale

34%

YOY growth in Rural advances

46%

YOY growth in asset disbursements

11%

YOY growth in deposits from BB branches

Early success in marquee partnerships such as CSC

2.3x

YOY growth in asset disbursements

63K+

Liability NoA sourced as of Dec'23

20+

Products live with the channel

Quality business model established

Higher **NIMs** driven by high RAROC⁽¹⁾ product segments

63%

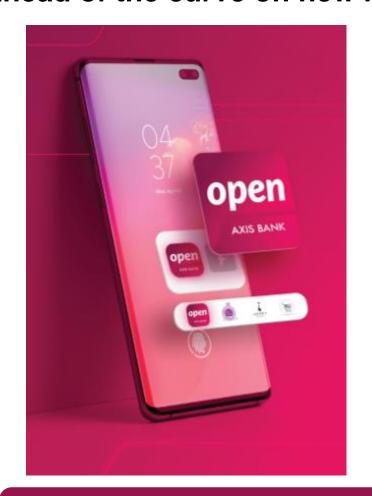
Self sufficient in overall PSL at Bank level

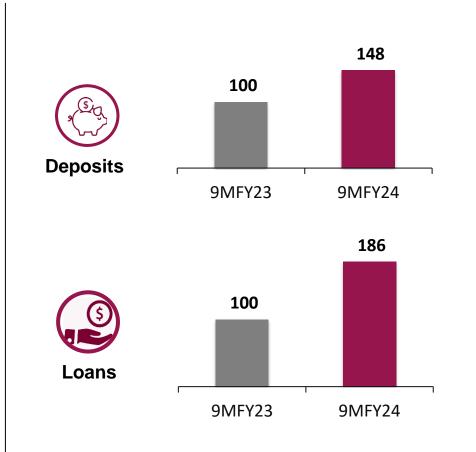
Strong risk ,collect-ions & Underwriting capabilities

(1) Risk adjusted return on capital

open by Axis Bank continues to deliver strong growth, as we remain ahead of the curve on new innovations







1 st

To go live on Account Aggregator framework

1st

Bank to launch CBDC merchant app

1 st

Bank to go live on RBI Tech platform offering Credit for MSME loans

'open' is now ~ 5% of the Bank's overall business and we intend to increase contribution by 3-4x by fiscal 2027

Our cutting-edge data analytics capabilities and leadership in technology continue to accelerate our distinctiveness journey





Resilient and scalable systems infrastructure

1st

Indian Bank to be ISO certified for its AWS and Azure Cloud security

1 St

Indian Bank to roll-out MS GenAl Co-pilot

800

Best-in-class
BitSight (1) rating in BFSI



Hyper Personalization

15,000+

Hyperpersonalized nudge variants

3,000+

Customer attributes for over 4 Cr customers 1.6x +

Lift in term deposits booking via nudges



Alternate data and database programs

1.5x +

growth in total eligible for cross-sell programs

50%

YOY growth in retail lending disbursals through Database programs

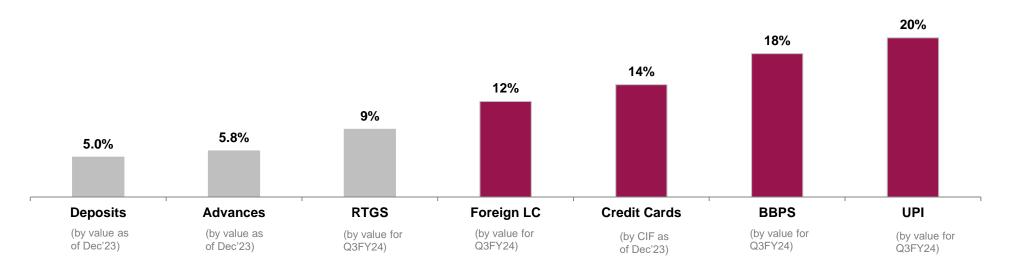
10 +

Alternate data scorecards live

We have demonstrated our execution and innovation capability by establishing leadership in Digital and many industry first positions



Market share across various products



1st

Among the first on UPI framework

1st

Domestic Trade transactions on GOI backed blockchain platform

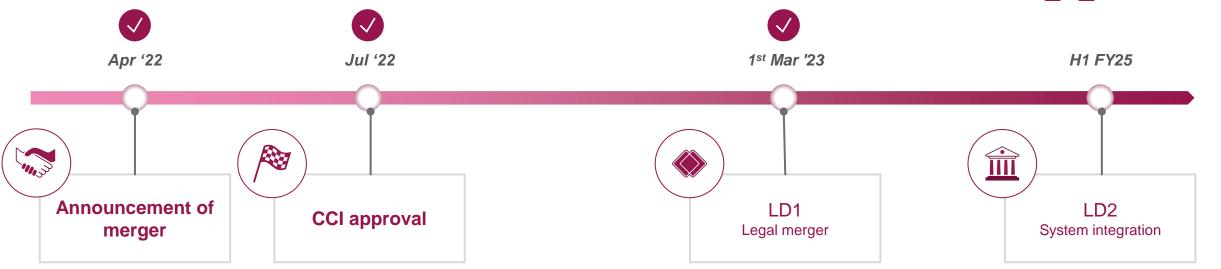
1st

Indian private bank to arrange a term SOFR linked trade deal

100+
Partnerships across
Digital ecosystem

Integration of acquired Citi Consumer Franchise remains on track





- The ex-Citi colleagues have welcomed the opportunity to take on larger responsibilities
- The portfolio metrics trending in-line with deal projections (1)



One Axis positions us well to play all mega trends of the next

decade



SME & Atmanirbhar businesses

Credit gap in MSME Rs. 25 tn (2022)

Rising financial inclusion

Financial inclusion index at 60.1 in Mar'23 vs 56.4 in Mar'22

Digital platforms

India to become \$1 trillion digital economy by 2030 on the back of AA, OCEN, and CBDC among others

Financialisation of savings

Financial savings to jump from 57% of GDP in FY22 to 74% of GDP by FY27

Rising affluent population

Ultra wealthy population to grow 58% from 2022 to 2027



MC & CBG Axis Cap

Consumption boom

Consumer spending to rise at a CAGR of ~10% up to 2030

Revival in capex/ investment cycle

Real gross fixed capital formation (GFCF) expected to rise to 7.4% in FY25 from 6.8% in FY24

AXIS

MANY POSSIBILITIES

Sustainability & ESG

Share of green-energy generation expected to double from ~23% to 44% by 2032

GDP share to increase from 17% in 2022 to 25% by 2025



ATreds



Other important information

- Debt instruments currently outstanding
- Credit Ratings
- Sustainability at Axis Bank
- Financials

Axis Bank MTNs (Senior Notes + Subordinate) currently outstanding



Sr. No	Issue	Coupon	Issue Date	Maturity / Call Date	Size (US\$ Mn)
1	Senior Fixed Rate Note	3.75%	17-Feb-15	17-Feb-25	55
2	Senior Fixed Rate Note (Green Bond)	3.817%	18-Apr-19	18-Apr-24	40
3	Subordinate Fixed Rate Note (ESG Bond)	4.10%	08-Sept-21	Perpetual*	600
					695

^{*}Call option on 8-Sep-2026

Indicative Spreads for Axis Senior Bonds

Tenor	Format	Spread over UST			
3-Year	Fixed	T+ 105-110 bps area			
5-Year	Fixed	T+110-120 bps area			

Credit Ratings (as of February'24)



Foreign Currency Ratings

Rating Agency	Long term Issuer rating	Outlook
Moody's	Baa3 Update as of 21-Feb-2024	Stable
S&P Ratings	BBB- Update as of 19-Feb-2024	Stable
Fitch	* BB+ Update as of 16-Oct-2023	Stable

Domestic Currency Ratings

Rating Agency	Long term Issuer rating	Outlook
CRISIL	CRISIL AAA Update as of 22-Nov-2023	Stable
ICRA	ICRA AAA Update as of 22-Nov-2023	Stable
CARE	CARE AAA Update as of 22-Sep-2023	Stable
India Ratings	IND AAA Update as of 03-Oct-2023	Stable

^{*} Fitch Ratings for Indian private bank peers under its coverage remains one notch below sovereign and none of them have higher rating than BB+

Committed to Positive Climate Action and Achieving the SDGs



- Axis Bank is the first Indian Bank to constitute a standalone ESG Committee of the Board
- In September 2021, the Bank announced commitments aimed at supporting India's low-carbon and equitable economic transition
- The Bank's commitments are aligned to pertinent SDGs and India's commitments under the Paris Agreement

1 NO POVERTY	Our Commitment	Unit	Progress in FY22		Progress in FY23
Ň****	Incremental financing of Rs. 30,000 Crores under Wholesale Banking to sectors with positive social and environmental outcomes, by FY 2026	Cumulative Exposure	₹10,414 Cr (from Aug 2021)		~₹20,400 Cr
5 EDNOER EQUALITY	Making 5% of its retail Two-Wheeler loan portfolio as electric by FY 2024	EV % as share of TW loan portfolio	0.82%	-	2.10% *
7 AFFORDABLE AND CLEAN ENERGY	Incremental disbursement of Rs. 10,000 crores by FY 2024 under Asha Home Loans for affordable housing; increasing share of women borrowers from 13.9% to 16.9%	Incremental disbursementShare of women borrowers	₹3,359 Cr 5.86%		₹6,602 Cr 15.69%
9 ROUSITRY INNOVATION AND INTERPRETATION	Scaling down exposure to carbon-intensive sectors, including Coal and Thermal Power	Progress on Glide Path	Glide path till 2030 created		Exposure below FY 2023 Target
13 CLIMATE ACTION	Reaching 30% female representation in its workforce by FY 2027	Overall diversity	24.6%		25.7%
15 UPE ON LAND	Planting 2 million trees by FY 2027 across India towards contributing to creating a carbon sink	Saplings planted	Site preparation completed at 5 locations	-	~0.83 mn saplings planted

Steady
Performance on
Global ESG
Benchmarks





FTSE4Good Index in 2023



at **A** in 2023



Rated 23.5 – Medium
Risk on Sustainalytics
2023 (Dec)

SUSTAINALYTICS

CDP Score at C in 2022/

Cumulatively from October 2021 up to March 2023; EV penetration for the month of March 2023 was over 6%

Q3FY24 Financial Performance



Financial Performance (\$ mn)		Q3FY24	Q3FY23	% Growth	9MFY24	9MFY23	% Growth
Interest Income	Α	3,360	2,671	26%	9,631	7,354	31%
Other Income	B = C+D+E	668	549	22%	1,884	1,365	38%
- Fee Income	С	621	482	29%	1,757	1,357	29%
- Trading Income	D	35	51	(32%)	85	(39)	-
- Miscellaneous Income	Е	11	16	(31%)	42	47	(11%)
Total Income	F = A+B	4,028	3,220	25%	11,515	8,719	32%
Interest Expended	G	1,854	1,294	43%	5,208	3,604	45%
Net Interest Income	H = A-G	1,506	1,377	9%	4,423	3,750	18%
Operating Revenue	I = B+H	2,174	1,927	13%	6,307	5,115	23%
Core Operating Revenue*	J	2,139	1,875	14%	6,222	5,154	21%
Operating Expenses	K	1,075	812	32%	3,112	2,365	32%
-Staff Expense	L	326	274	19%	963	797	21%
-Non Staff Expense	М	749	538	39%	2,149	1,568	37%
Operating Profit	N = I-K	1,099	1,115	(1%)	3,195	2,750	16%
Core Operating Profit*	0	1,064	1,063	-	3,110	2,789	12%
Provisions other than taxes	Р	124	173	(28%)	346	282	23%
Profit Before Tax	Q = N-P	975	942	3%	2,849	2,468	15%
Tax Expenses	R	245	239	3%	718	628	14%
Net Profit	S = Q-R	730	703	4%	2,131	1,840	16%
EPS Diluted (in ₹) (annualized)		77.86	74.60		76.10	65.90	
Return on Average Assets (annualized)		1.75%	1.92%		1.77%	1.73%	
Return on Equity (annualized)		18.07%	19.34%		18.46%	17.58%	
Capital Adequacy Ratio (Basel III) (incl. profit)		16.63%	19.51%		16.63%	19.51%	

^{\$} figures converted using exchange rate of 1\$ = ₹83.2125

Prior period numbers have been regrouped as applicable for comparison

^{*} excluding trading profit

Balance Sheet



Balance Sheet	As on 31 st Dec'23	As on 31 st Dec'22	As on 31 st Dec'23	As on 31 st Dec'22	% Growth
CAPITAL AND LIABILITIES	In `Crores	In `Crores	in \$ Mn	in \$ Mn	
Capital	617	615	74	74	0.3%
Reserves & Surplus	1,42,367	1,30,030	17,109	15,626	9%
ESOP Outstanding	745	364	90	44	105%
Deposits	10,04,900	8,48,375	1,20,763	1,01,953	18%
Borrowings	1,95,159	1,82,744	23,453	21,961	7%
Other Liabilities and Provisions	54,753	61,582	6,580	7,400	(11%)
Total	13,98,541	12,23,710	1,68,069	1,47,058	14%
ASSETS					
Cash and Balances with RBI / Banks and Call money	88,361	70,463	10,619	8,468	25%
Investments	3,09,070	3,05,103	37,142	36,665	1%
Advances	9,32,286	7,62,277	1,12,037	91,606	22%
Fixed Assets	5,494	4,744	660	570	16%
Other Assets	63,330	81,123	7,611	9,749	(22%)
Total	13,98,541	12,23,710	1,68,069	1,47,058	14%

^{\$} figures converted using exchange rate of 1\$ = ₹83.2125
Prior period numbers have been regrouped as applicable for comparison

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

