

# Investor Presentation

## Q2 FY18

# 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.

# Major Highlights

- **Strong Retail franchise continues to gain strength**
  - CASA growth was strong at 24%
  - Retail Loans and Retail fees both grew 23%
  - Ranked #2 in mobile banking spends as per latest RBI data
- **Loan growth momentum is back**
  - Strong loan growth led by pickup across all segments
  - Growth in Corporate loans driven by Working Capital loans
  - SME loans too have grown at a much higher pace than in recent times
- **Accelerated NPL recognition has led to sizeable reduction in stressed assets pool**
  - High slippages in the quarter driven by divergence assessment
  - Slippages largely from the low rated pool of stressed accounts
  - Sizeable reductions in low rated pool reiterates the confidence in moving to normalized level of credit costs by H2FY19
- **Capital position remains healthy**
  - In spite of the higher provisions in the quarter, the capital position of the Bank remains strong
- **Subsidiaries continue to deliver healthy performance**

# Key Metrics for Q2FY18 & H1FY18

## Snapshot (As on September 30, 2017) (in ₹Crores)

Total Assets	635,316
Net Advances	410,171
Total Deposits	416,431
Net Profit (Q2/H1)	432 / 1,738
Shareholders' Funds	56,172
DilutedEPS* (in ₹) (Q2/H1)	7.14 / 14.42
Book Value per share (in ₹)	234
ROA* (in %) (Q2/H1)	0.27 / 0.57
ROE* (in %) (Q2/H1)	3.34 / 6.82
Net NPA Ratio	3.12%
Basel III Tier I CAR <sup>1</sup>	12.36%
Basel III Total CAR <sup>1</sup>	16.32%
Branches <sup>2</sup>	3,485
International Presence <sup>3</sup>	9
ATMs	14,332

<sup>1</sup> Including unaudited Net Profit for H1 FY18

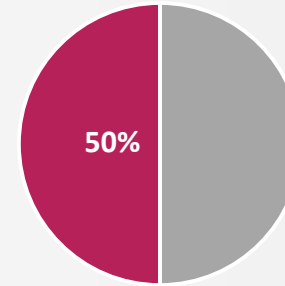
<sup>2</sup> Includes extension counters

<sup>3</sup> Includes overseas subsidiary in UK

\* Annualized

All figures in ₹Crores unless stated

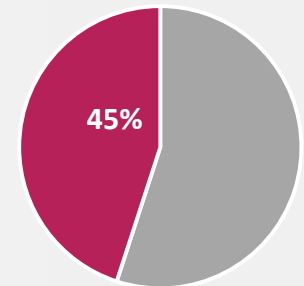
Deposits ↑ 10% YOY



CASA ↑ 24% YOY

SA Deposits ↑ 21% YOY

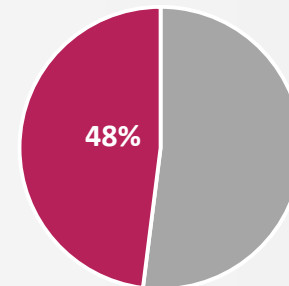
Advances ↑ 16% YOY



Retail Advances

↑ 23% YOY

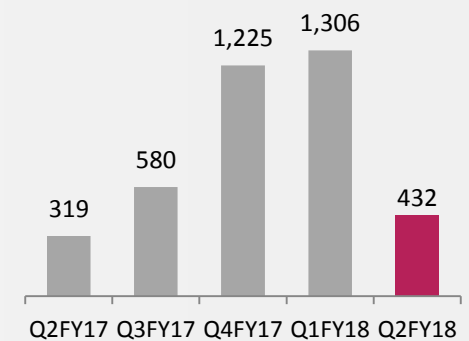
Fee Income ↑ 12% YOY



Retail Fee Income

↑ 23% YOY

Net Profit ↑ 36% YOY



## Financial Highlights

5

Business Segment performance

19

Asset Quality

49

Shareholder Returns and Capital Position

60

Subsidiaries' Performance

63

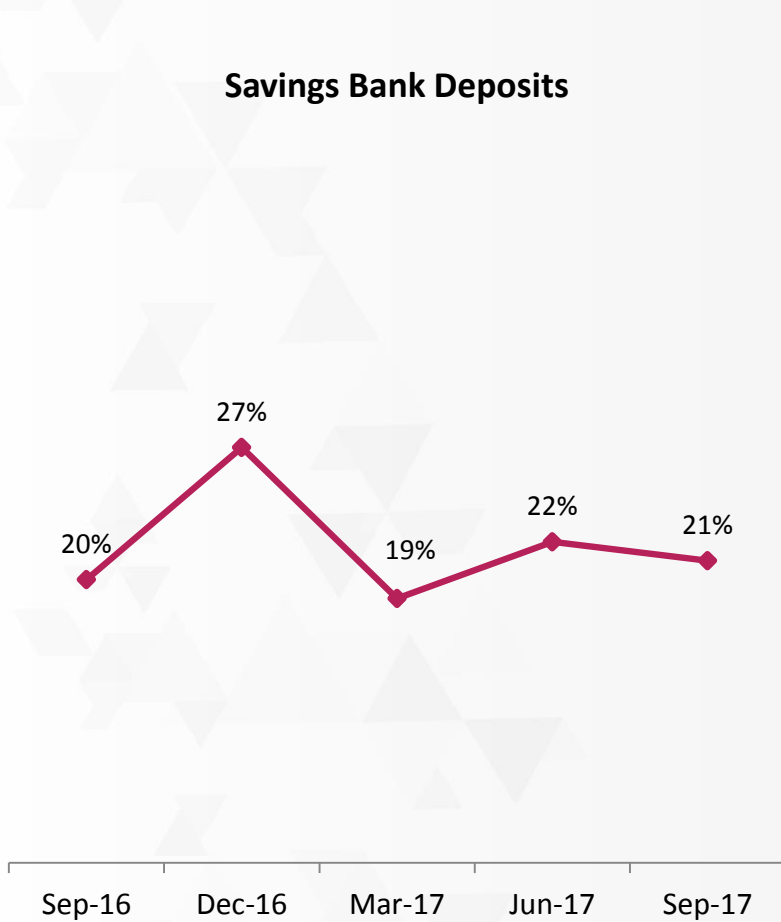
Other important information

68

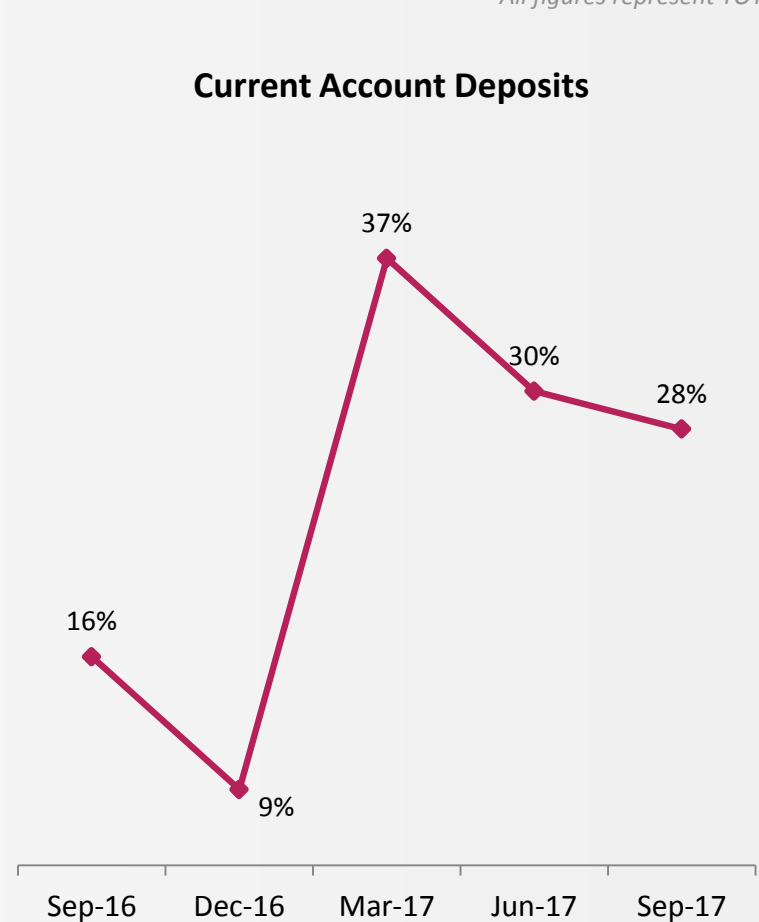
# Low Cost Deposits continue to report healthy growth

All figures represent YOY growth

## Savings Bank Deposits



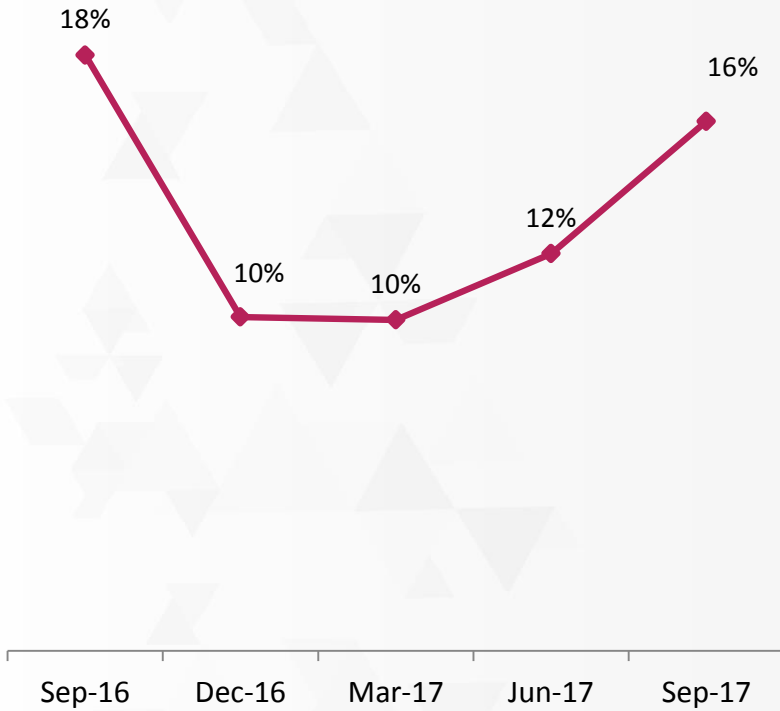
## Current Account Deposits



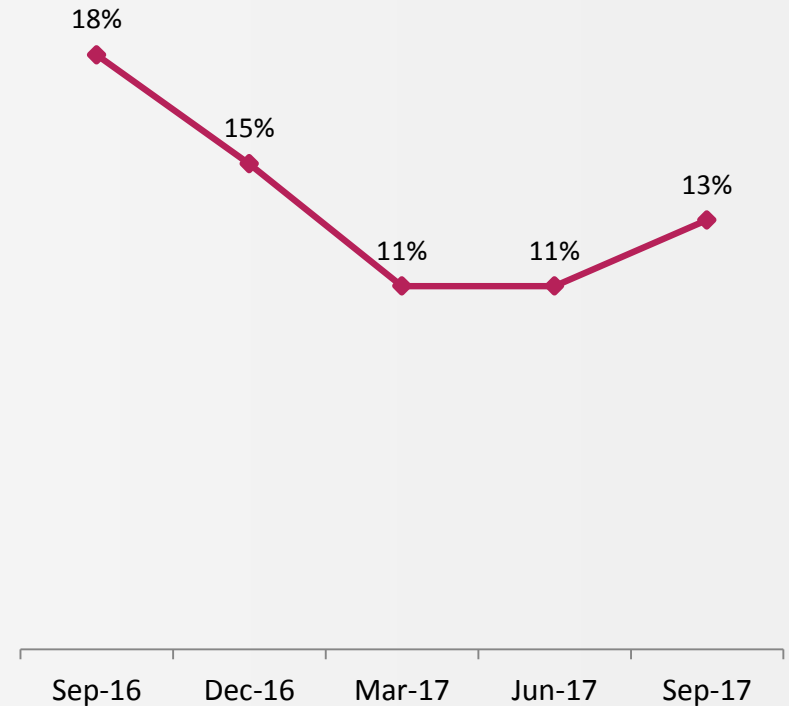
# We are witnessing a strong bounce-back in loan growth

All figures represent YOY growth

### Advances



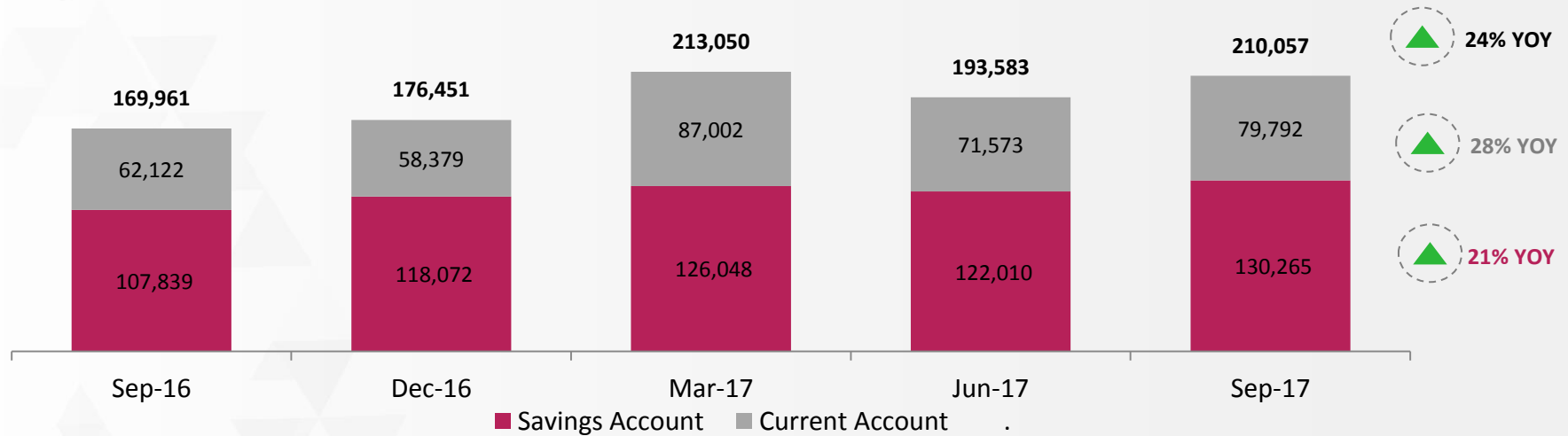
### Total Assets



# Deposit franchise delivers yet another strong quarter

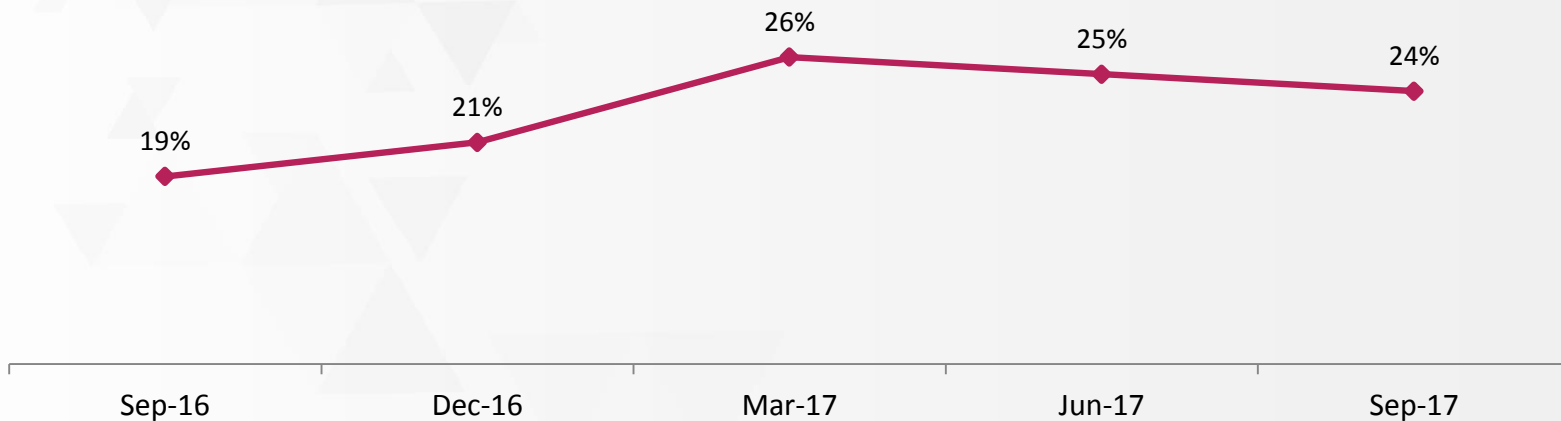
## CASA Deposits

All figures in ₹ Crores



## Growth in CASA Deposits

All figures represent YOY growth

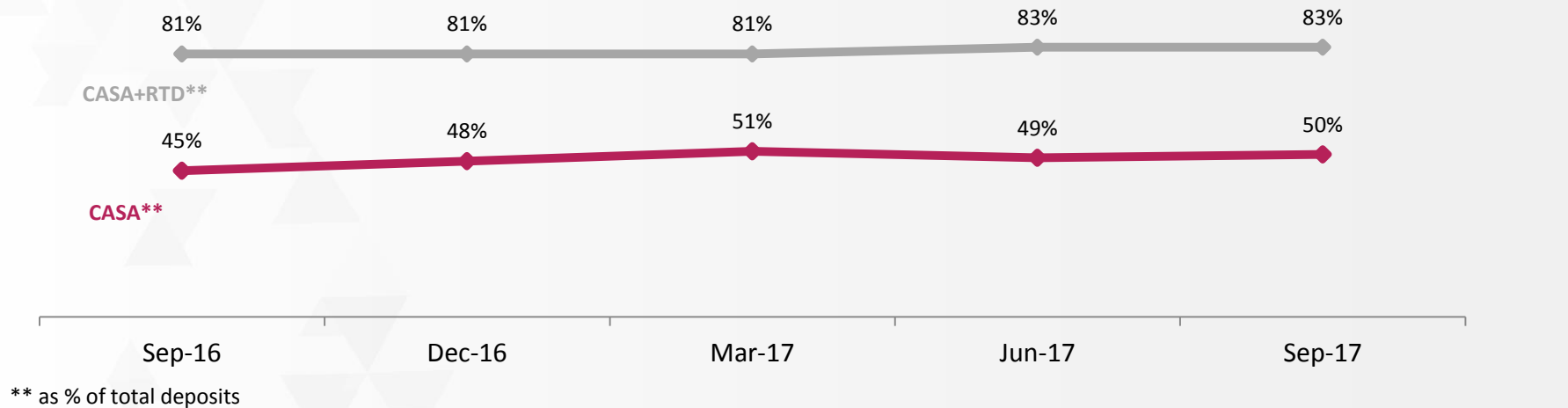




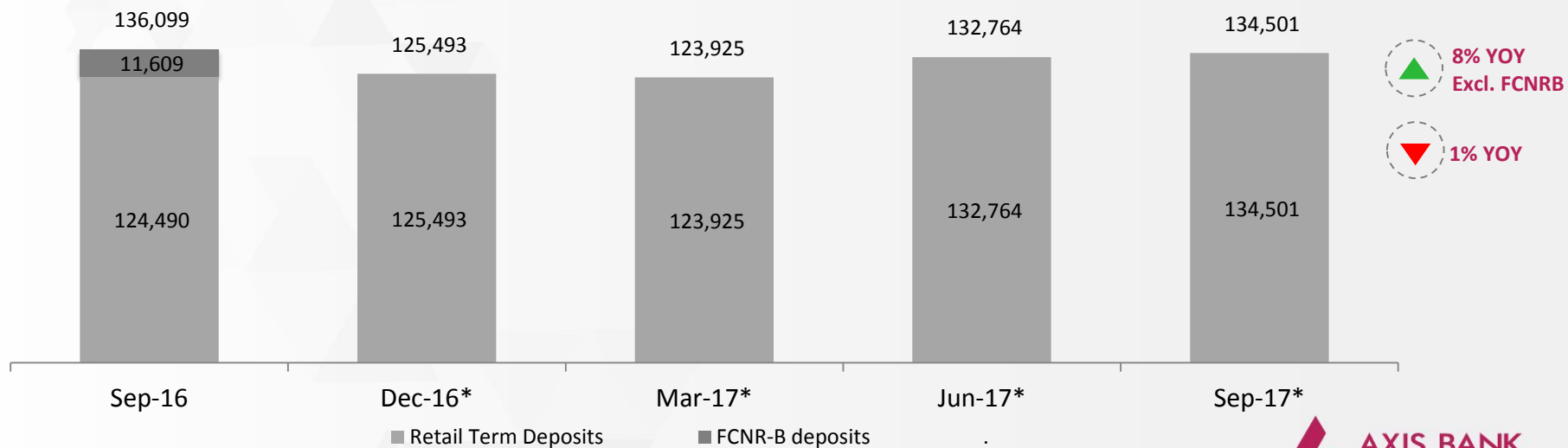
# Granular Deposits comprising CASA and Retail Term deposits form 83%

All figures in ₹ Crores

## Retail forms dominant share of deposits at the Bank



## Retail Term Deposits

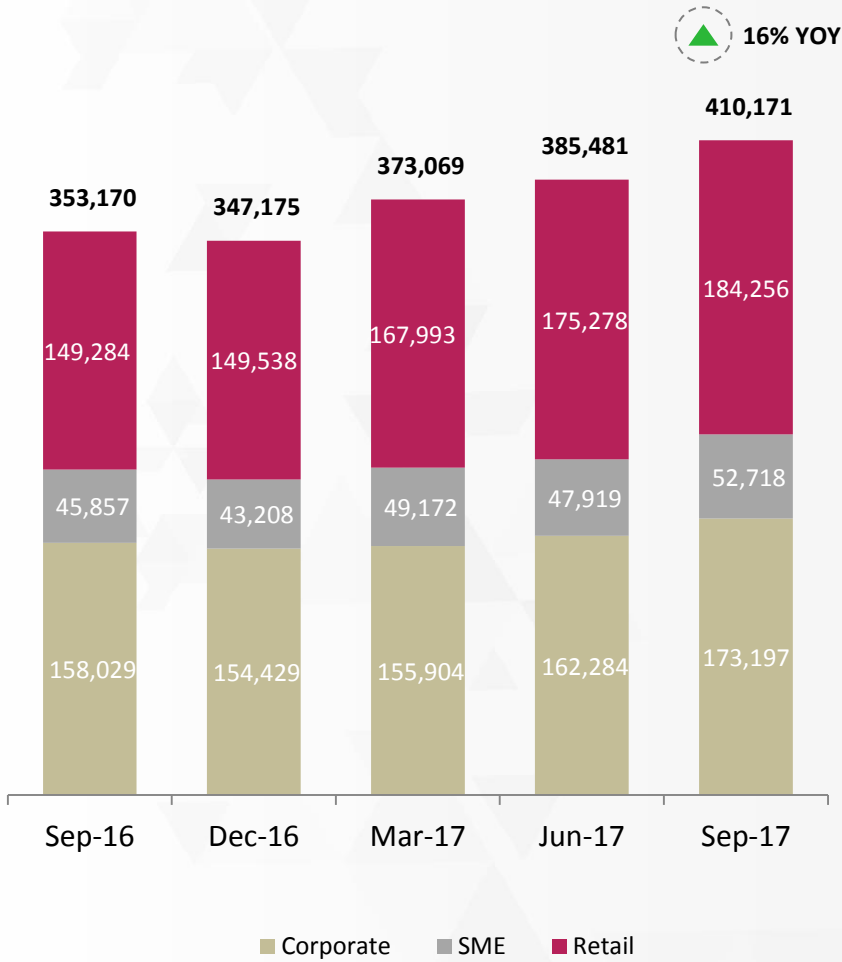


\*includes the impact of redemption of FCNR-B deposits

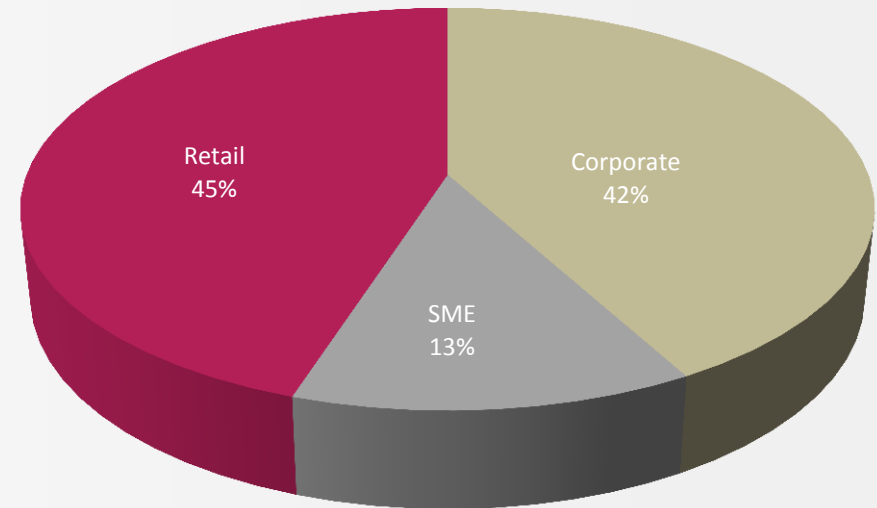
# Loan portfolio of the Bank is now dominantly Retail and SME

All figures in ₹ Crores

## Total Advances



## Loan Mix (As on September 30, 2017)

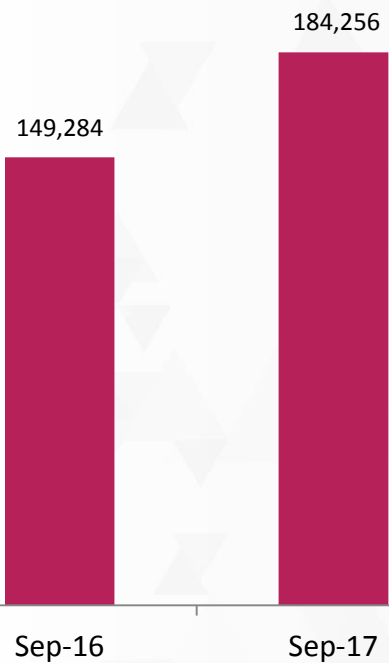


# Incremental Loan growth is also being led by Retail and SME

All figures in ₹ Crores

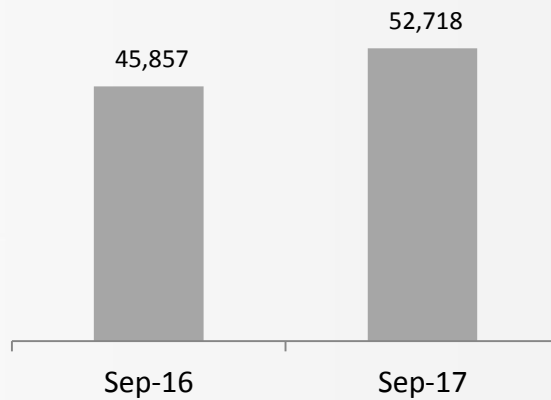
## Retail Advances

▲ 23% YOY



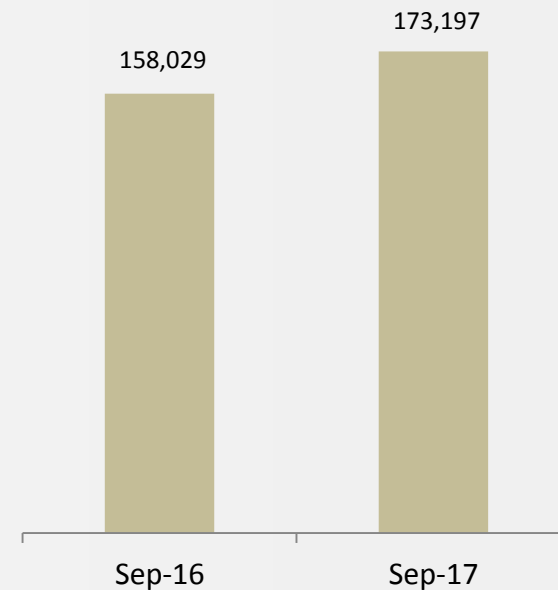
## SME Advances

▲ 15% YOY



## Corporate Advances

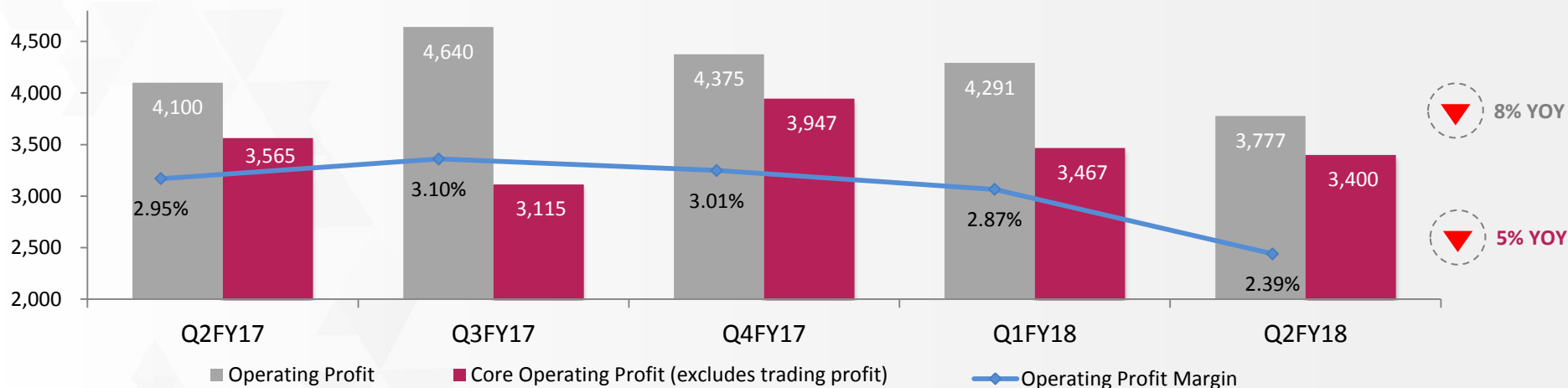
▲ 10% YOY



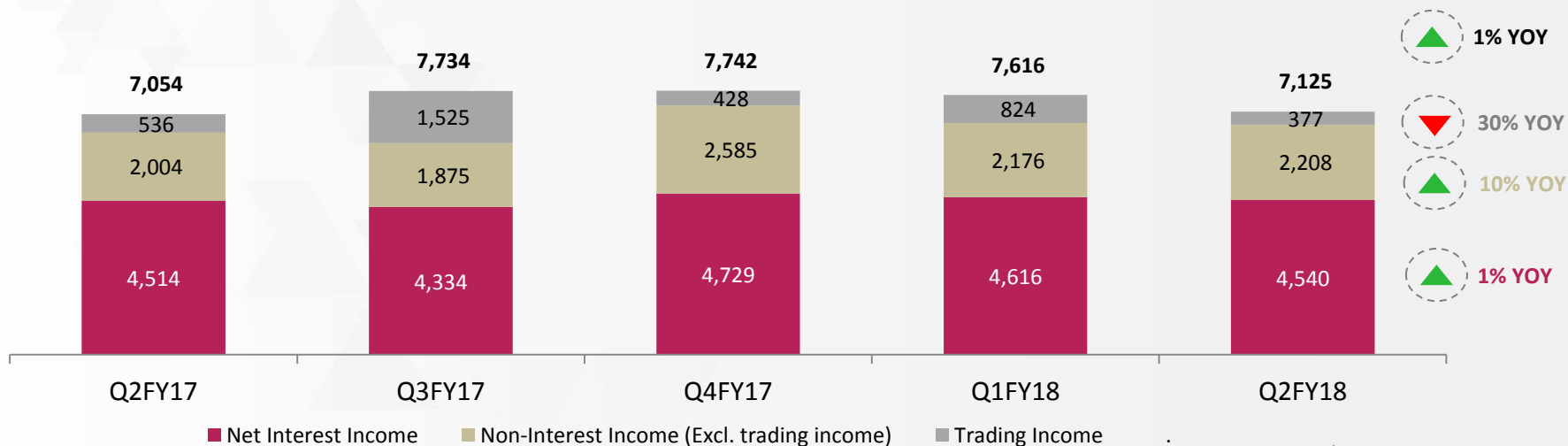
# Core Operating Profit engine continues to be steady

All figures in ₹ Crores

## Operating Profit and Core Operating Profit

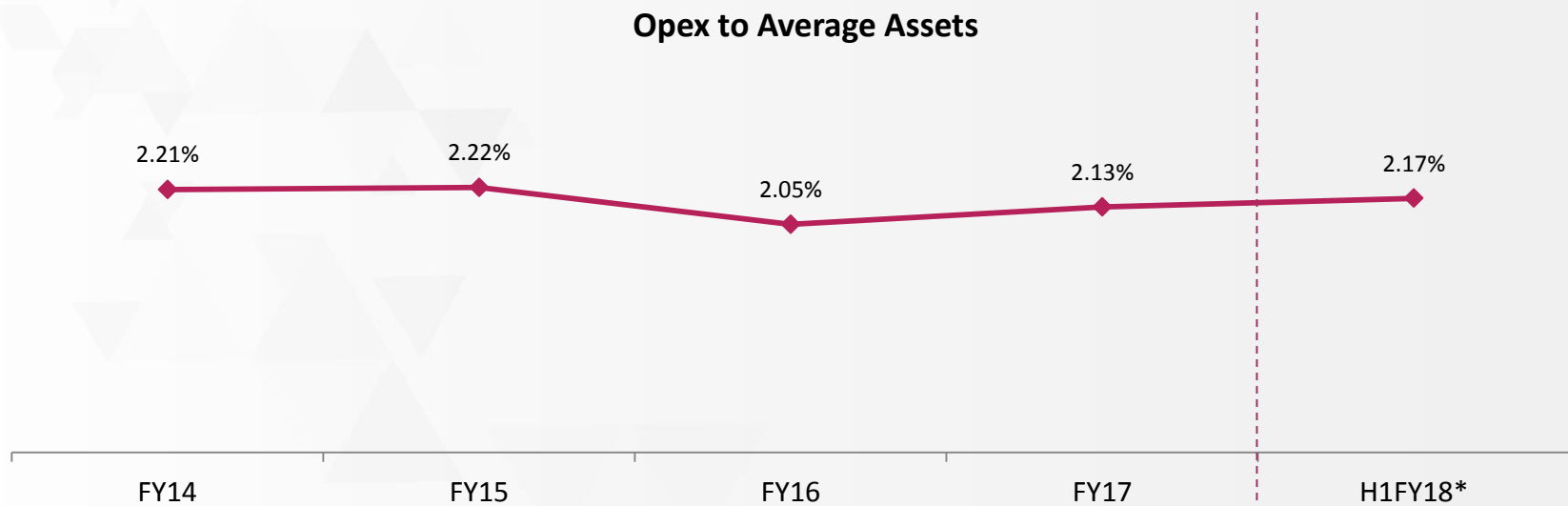
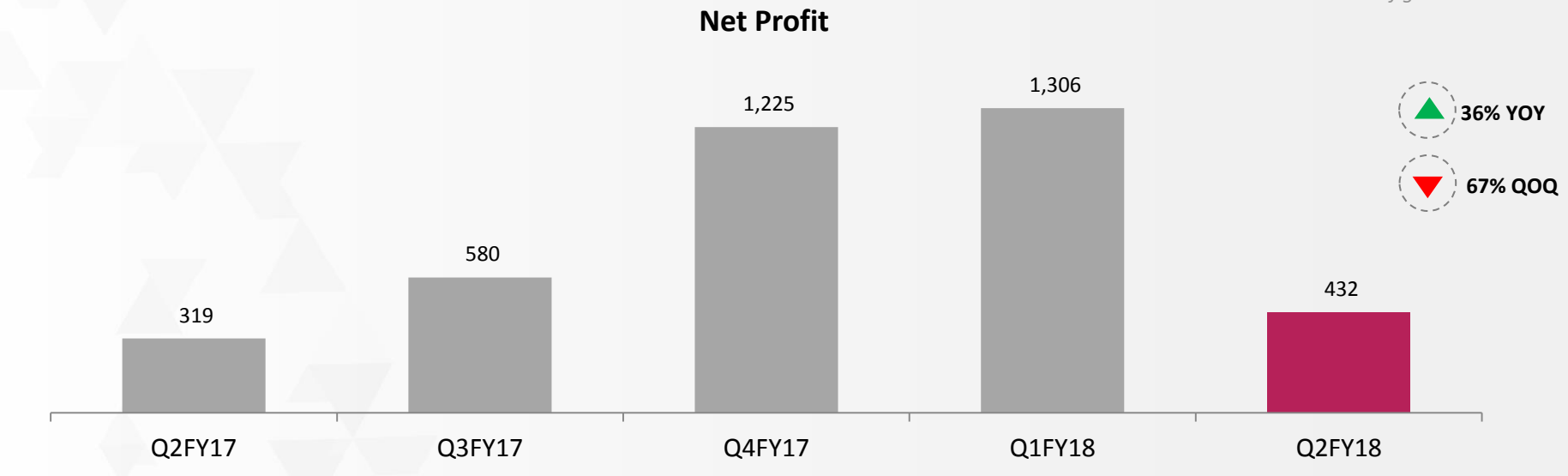


## Operating Revenue



# Earnings improvement trajectory impacted by one time provisioning requirement

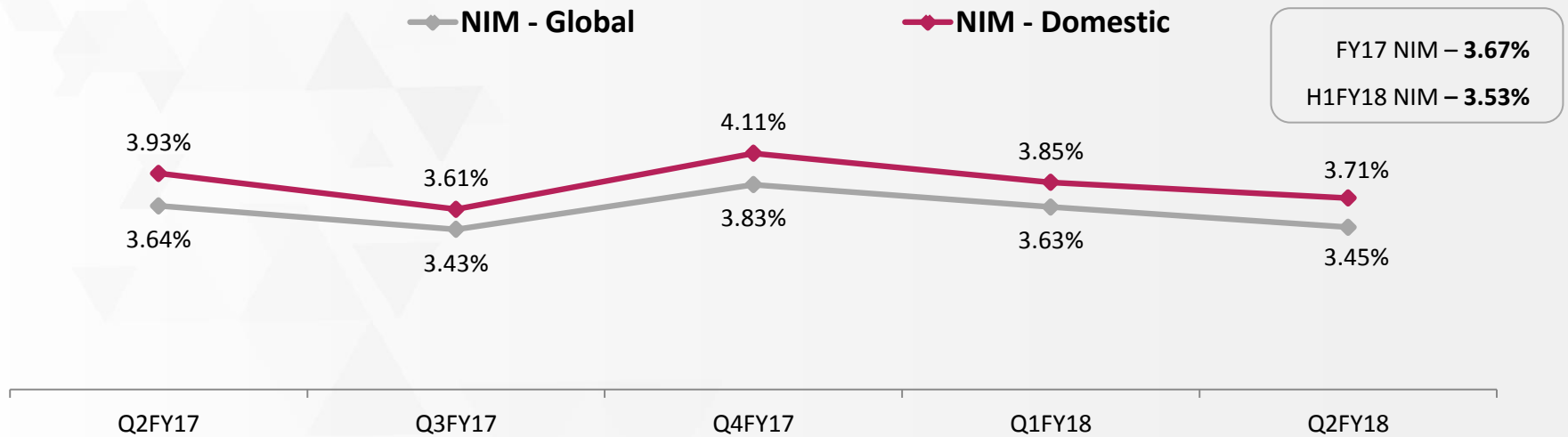
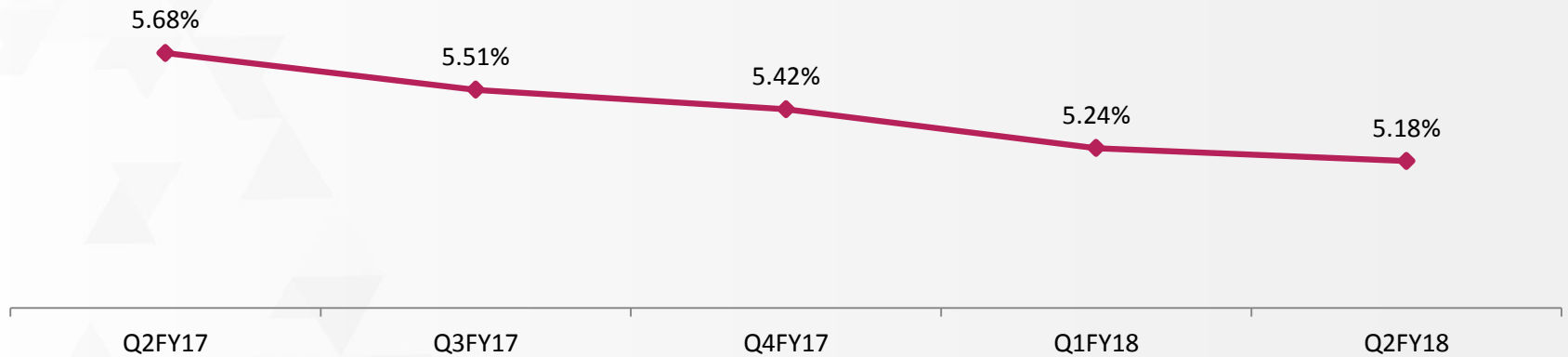
All figures in ₹ Crores



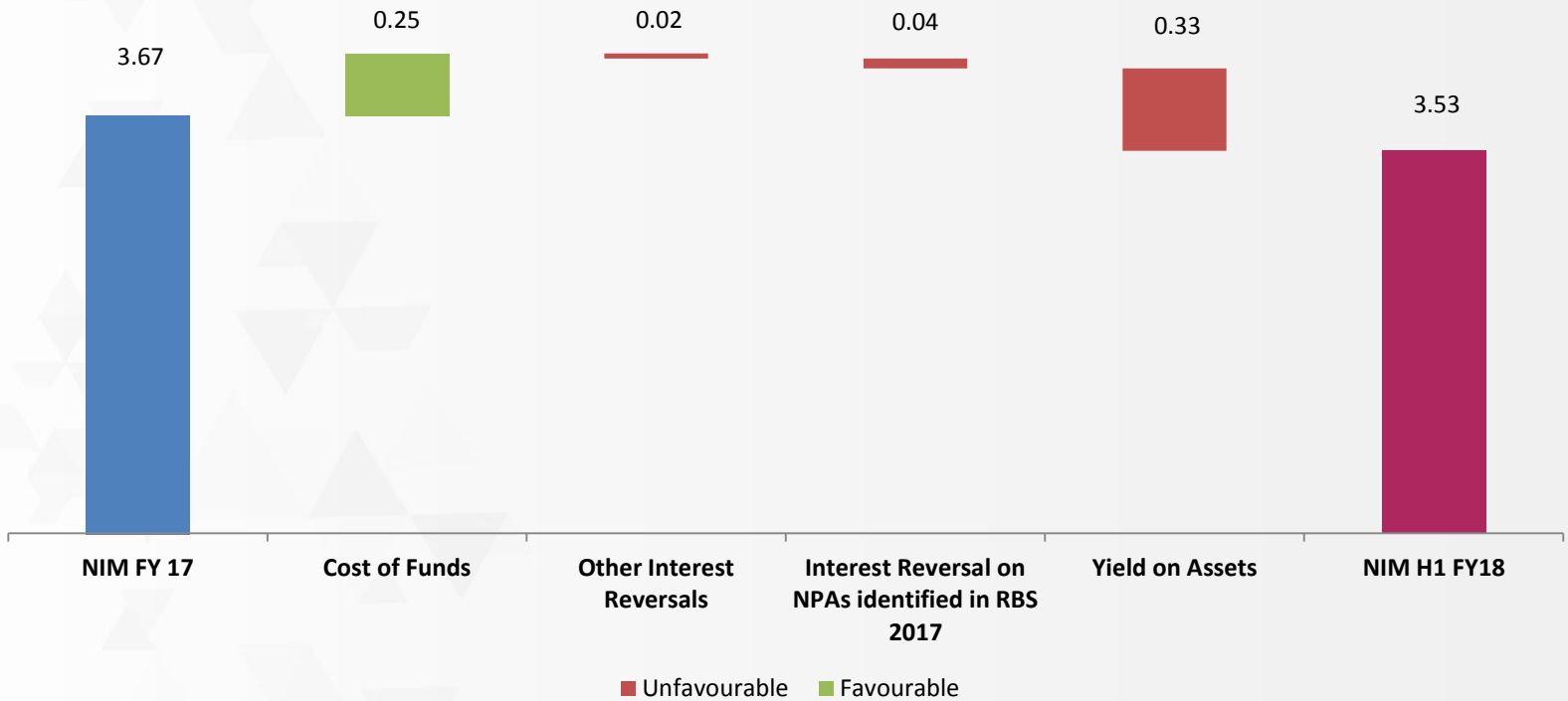
\* annualized

# NIM has seen moderation during the quarter

## Cost of Funds



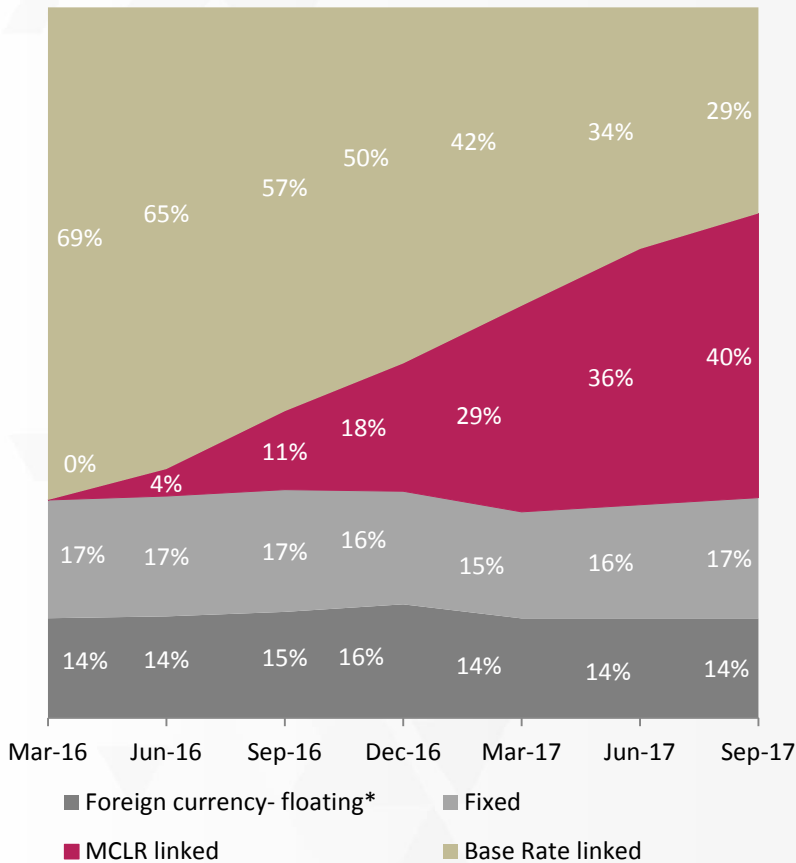
# Movement in NIM



The compression in NIM remains in line with our expectations. We reiterate our guidance of moderation in NIM by around 20 bps YOY for FY18.

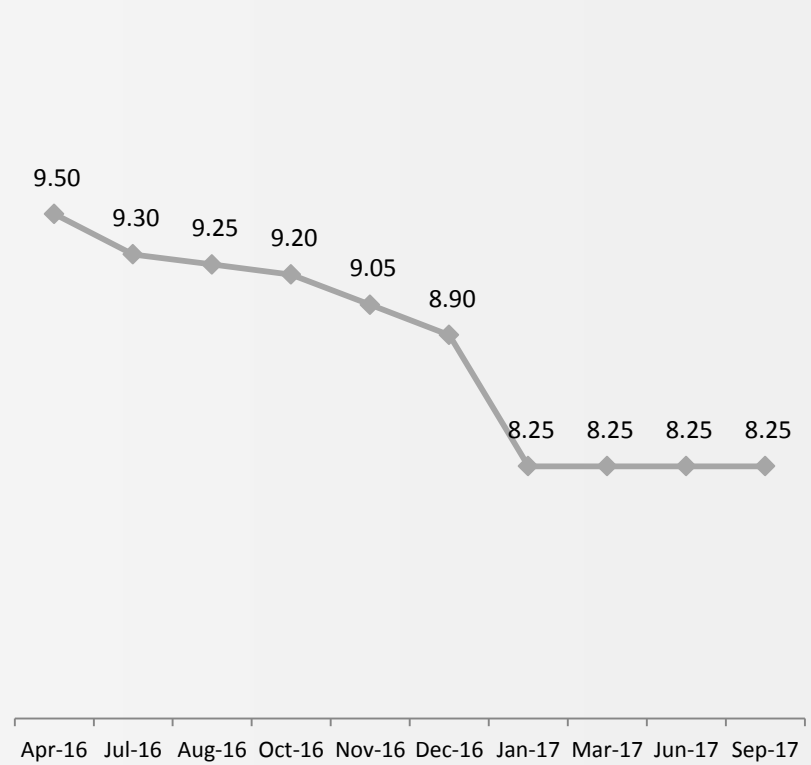
# Base Rate linked loans continue to migrate to MCLR

## Advances mix by Rate type



\* Libor linked

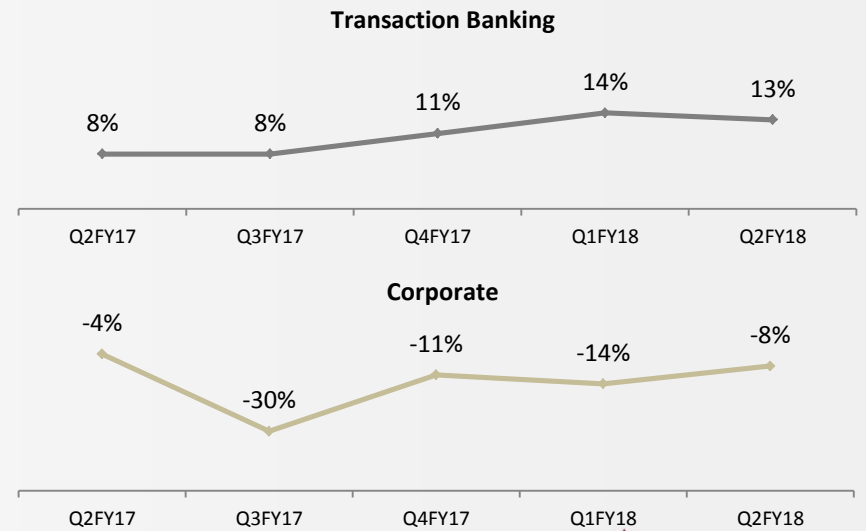
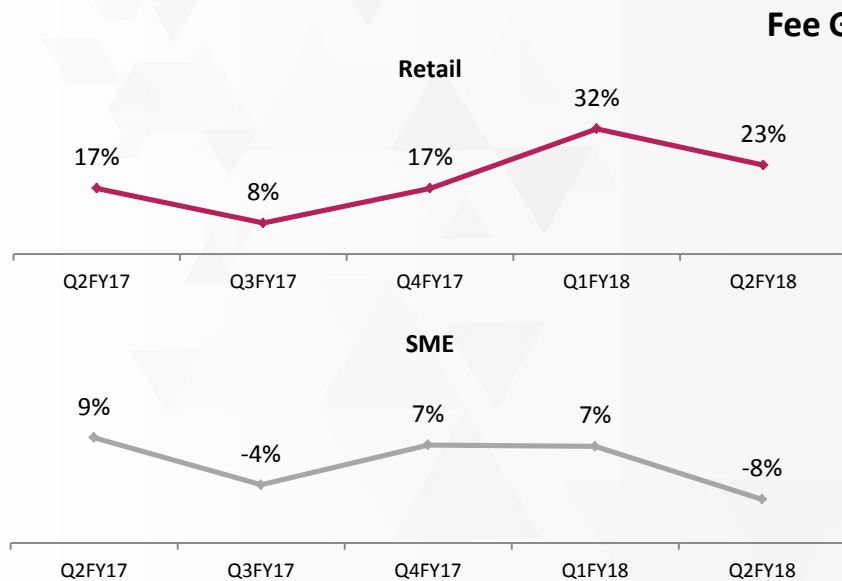
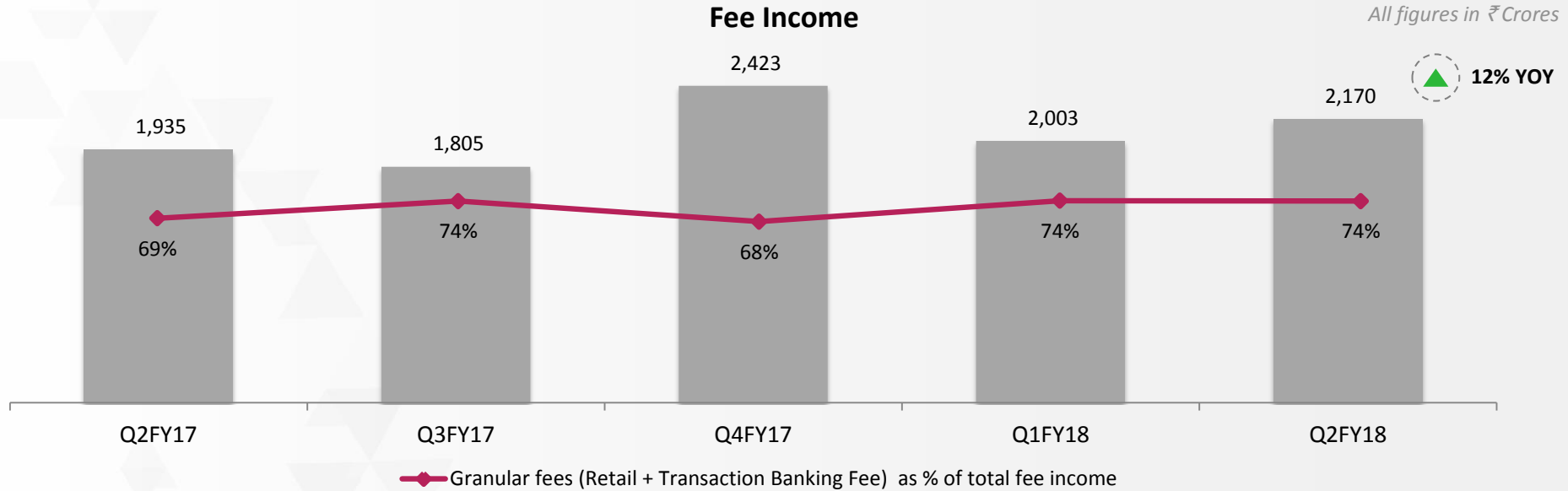
## Trend in 1 year MCLR (%)





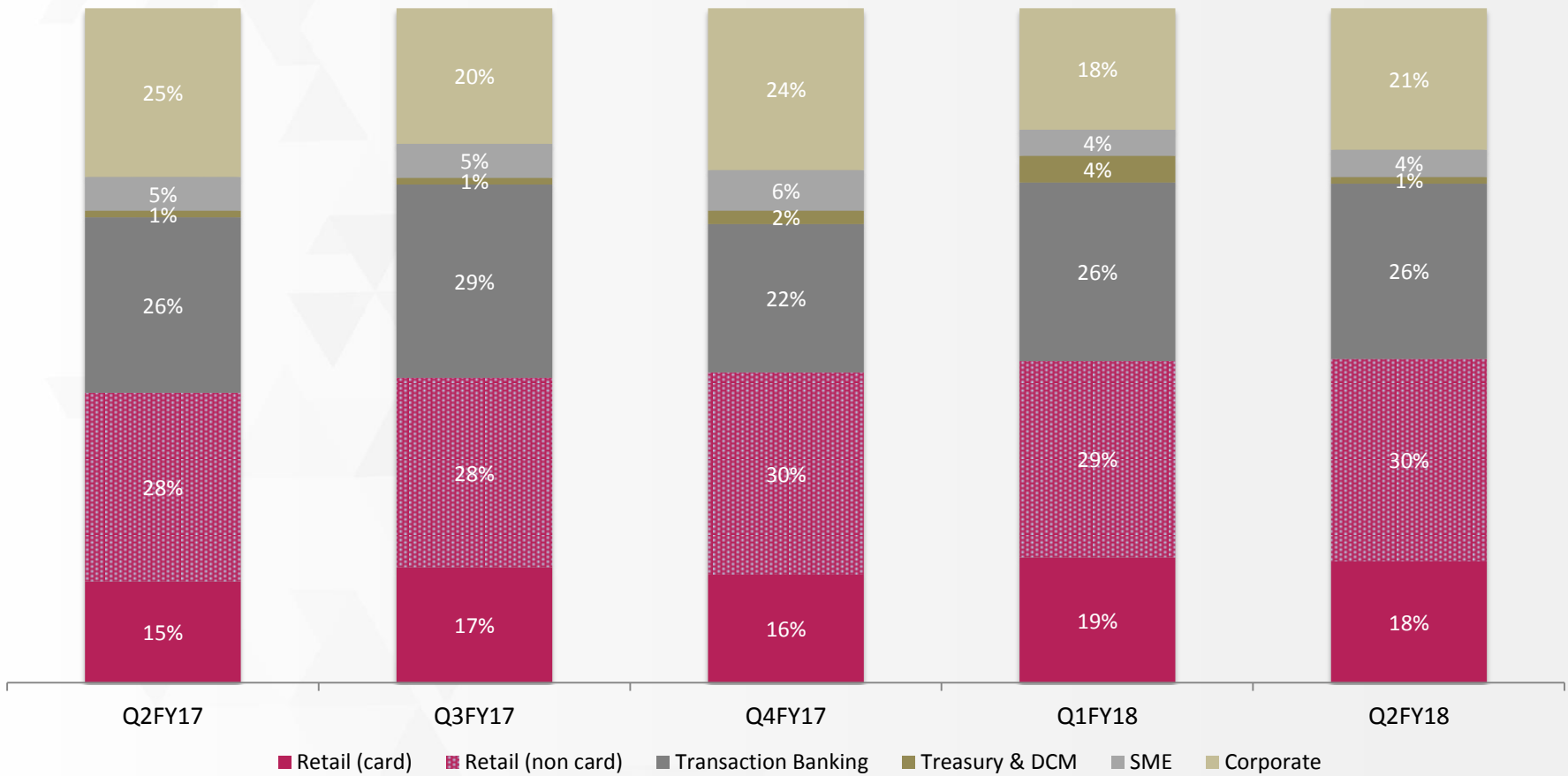
# Healthy growth in Fee Income led by Retail and Transaction Banking

All figures in ₹ Crores



# Fee base remains well diversified

## Fee Composition



Financial Highlights

**Business Segment performance**

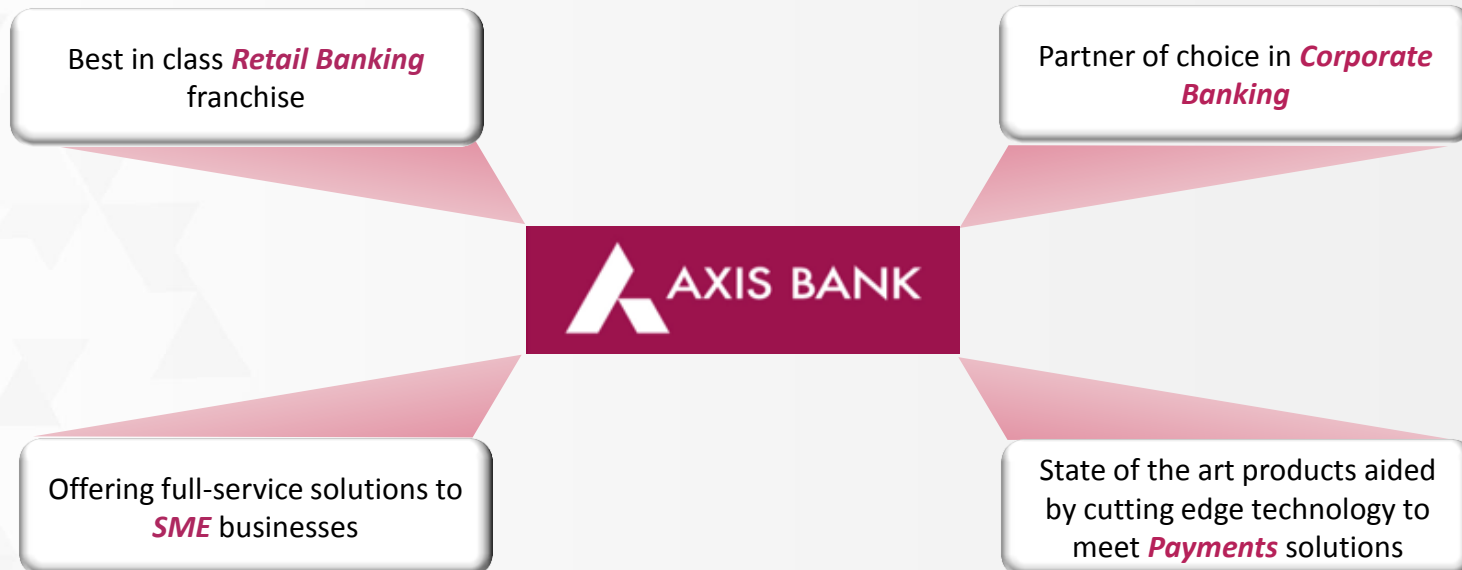
Asset Quality

Shareholder Returns and Capital Position

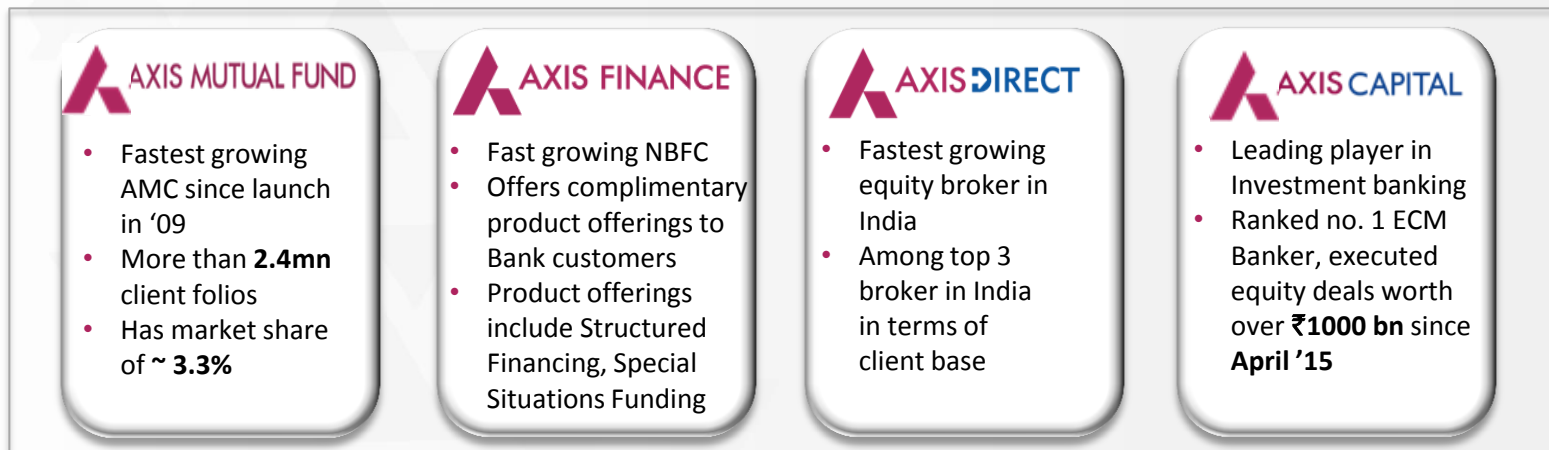
Subsidiaries' Performance

Other important information

# The Bank's strengths revolve around four key themes



## ...with subsidiaries complementing the strategy



Parent Shareholding

75%

100%

100%

100%

 **AXIS BANK**

## Business Performance – Retail

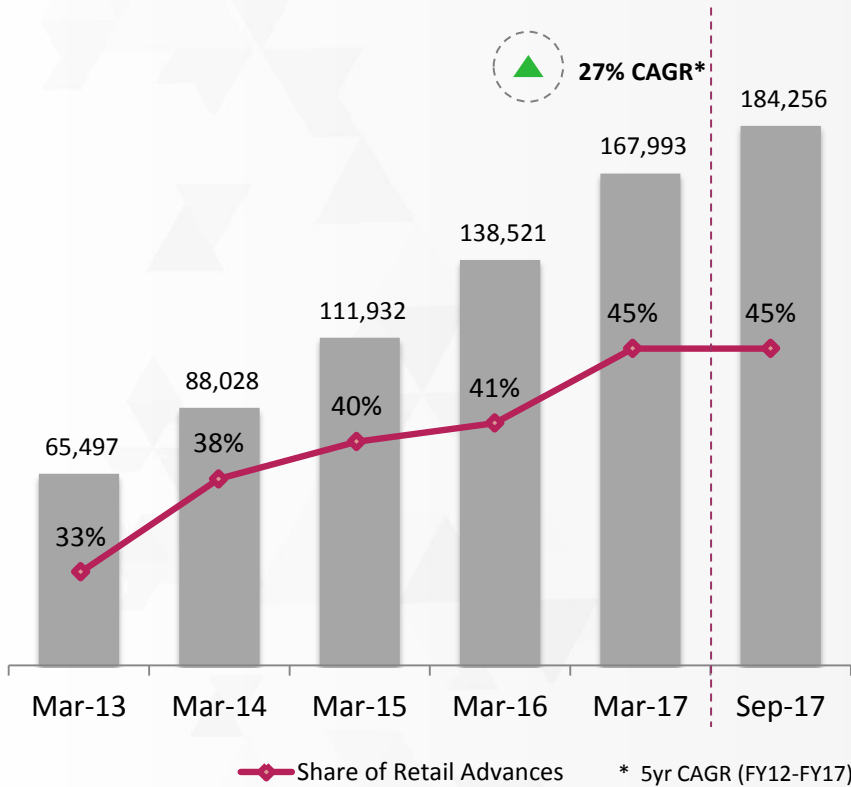
- Retail Lending has shown strong growth with significant diversification in loan mix over time
- Our identified “new growth engines” continue to see disproportionate growth
- Focus on analytics and internal customer sourcing strategy to drive Retail Assets growth
- Granular Retail Fees remains a major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



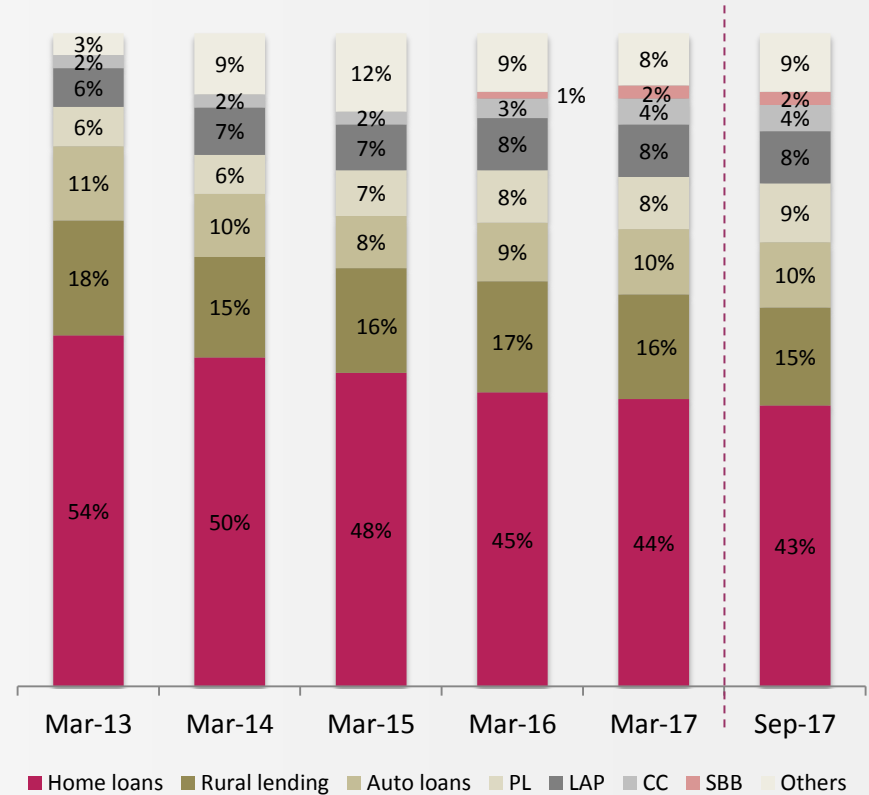
# Retail Loans have now become well diversified...

All figures in ₹ Crores

## Retail Advances have shown strong growth...



## ...with significant dispersion in mix over time



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

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



# Our identified “new engines” continue to see disproportionate growth

## Sourcing Strategy

- 73% of sourcing in Q2 was from existing customers
- 50% of overall sourcing was through Bank branches

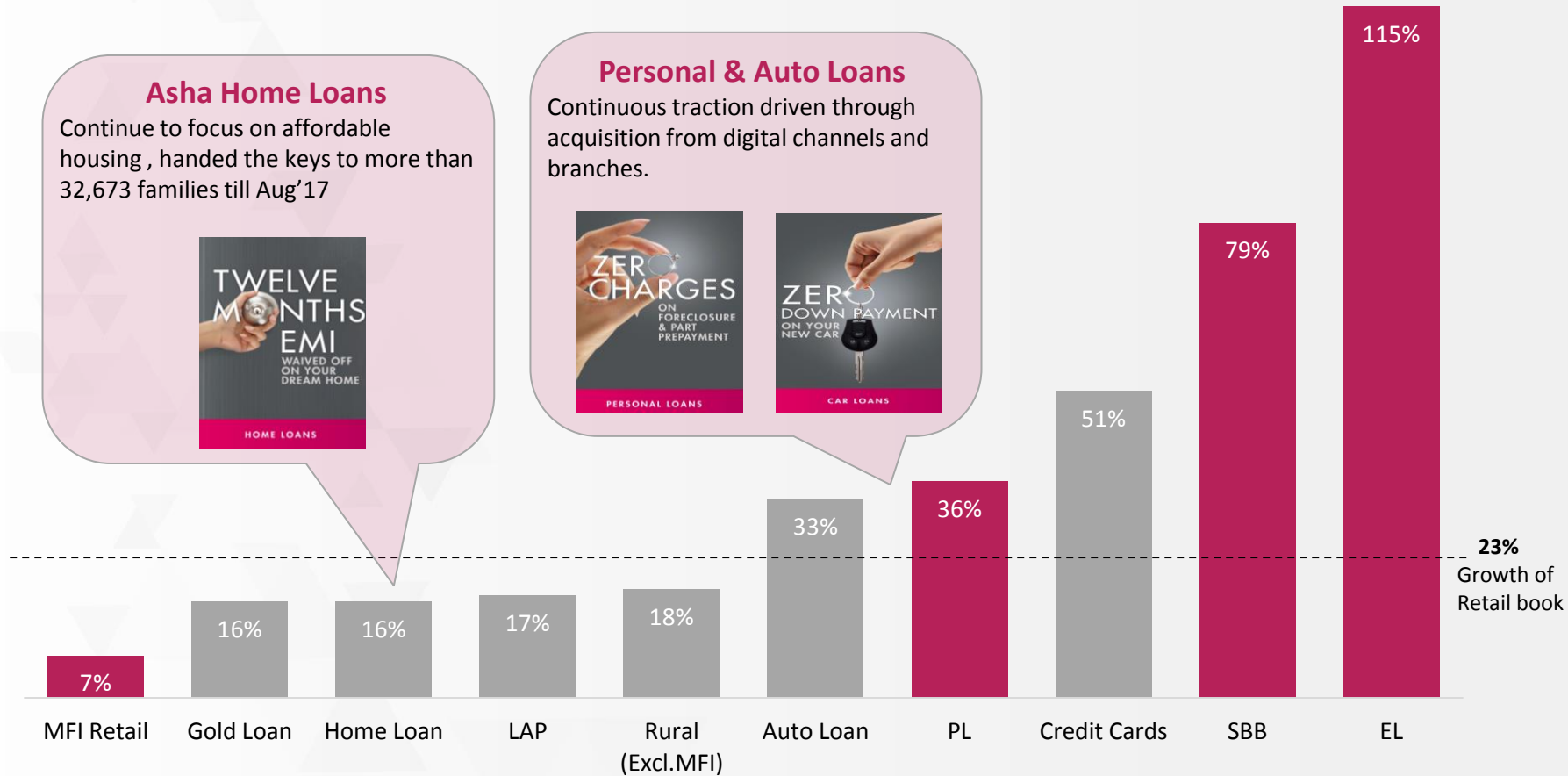
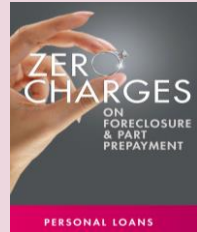
### Asha Home Loans

Continue to focus on affordable housing, handed the keys to more than 32,673 families till Aug'17



### Personal & Auto Loans

Continuous traction driven through acquisition from digital channels and branches.



MFI- Microfinance Institution, EL – Education Loan, PL – Personal Loan, SBB – Small Business Banking, LAP – Loan Against Property

 New engines of growth

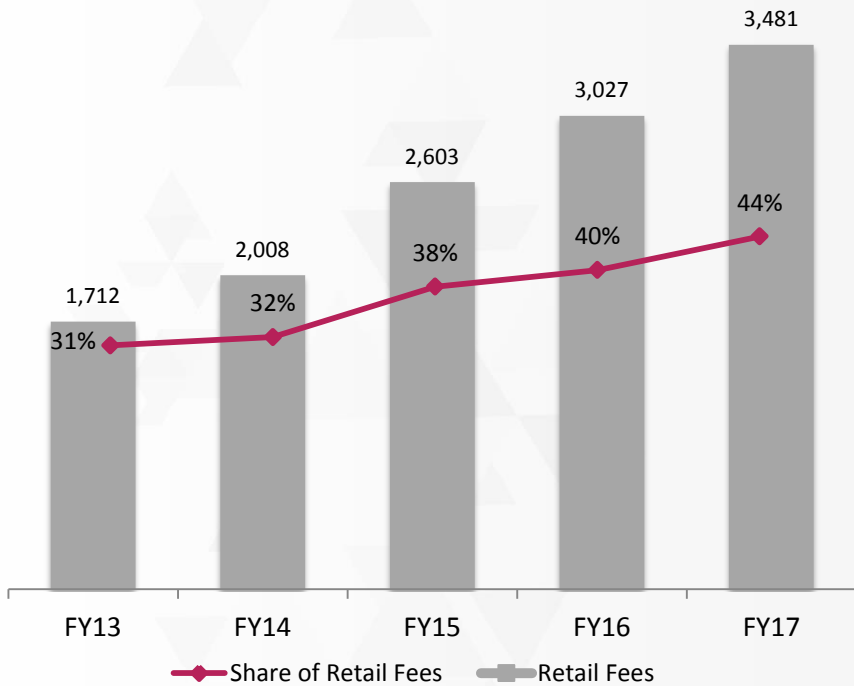


# Granular Retail Fees have been a major revenue driver

Retail Fees has shown strong growth

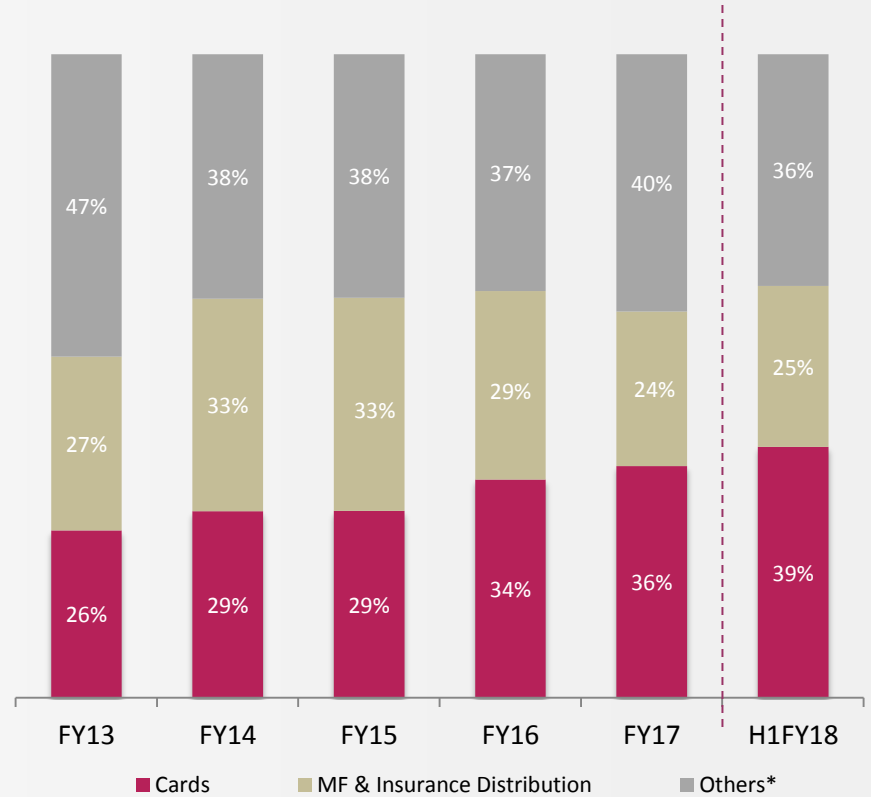
(in ₹ Crores)

▲ 19% CAGR\*\*



\*\* 4yr CAGR (FY13-FY17)

Card Fees has steadily grown over time in Retail Fee Mix

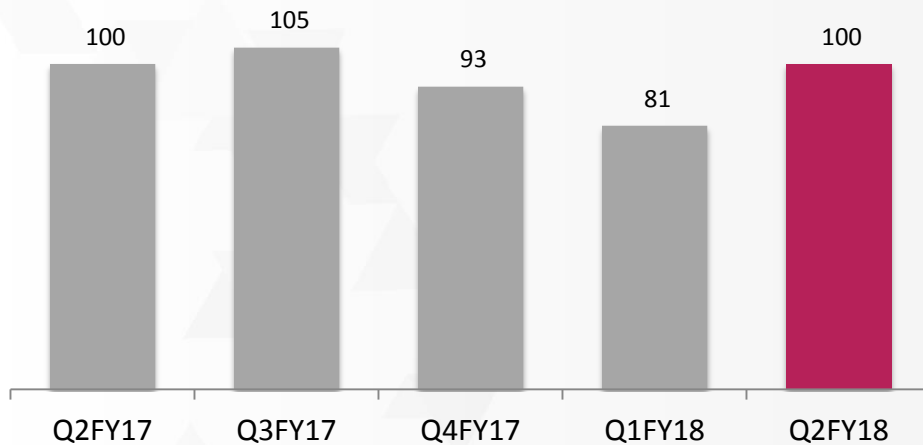


\* Includes other retail assets and liability products



# Network expansion continues at a steady pace...

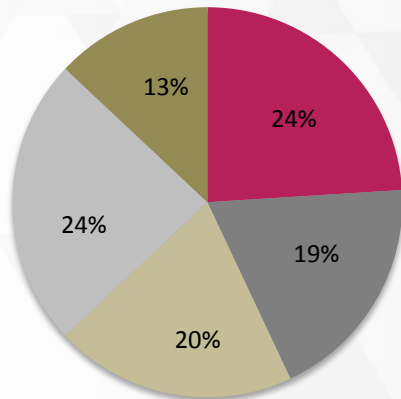
## New Branches Opened\*



### Why are we continuing investment in Branches?

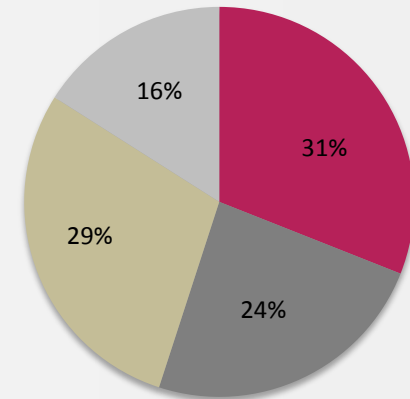
- India continues to be a growth economy
- Deposit growth continues to be led by new to bank customers rather than by deepening share
- Physical distribution continues to be central to new customer acquisition. Transactions and cross-sell continue shifting towards Digital channels.

## Very well distributed branch presence across regions and categories



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

- Our network has been completely organic, built over last 23 years
- Total no of branches\* as on 30<sup>th</sup> September 2017 stood at **3,485**

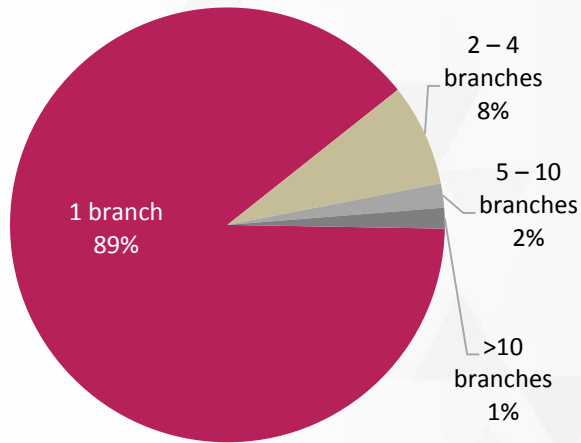


■ Metro ■ Urban ■ Semi-Urban ■ Rural

\* Includes extension counters

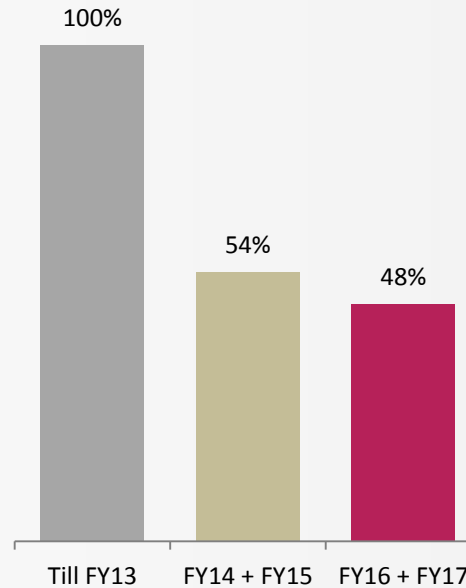
# ...with focus on cost optimization and productivity

## Branches per location



There exists immense potential to improve branch density

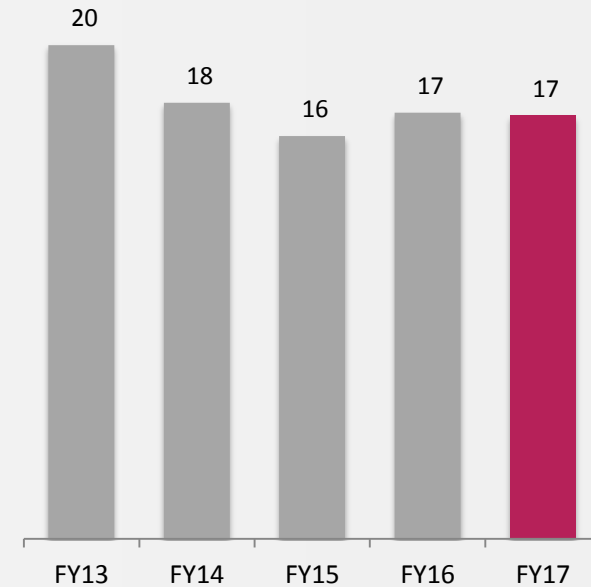
## Branch Area trend



Newer branches are smaller in area\*

\*Branch area indexed to area till FY13, excludes unbanked branches

## Employees per branch\*



Number of Employees as at end of September 2017 stood at 60,119

\* Includes extension counters

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

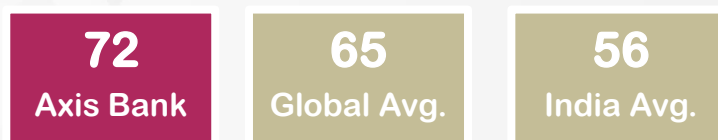
Amongst Top10 most valuable brands in India



CII Awards 2016

- Customer Obsession
- Leveraging digital transformation to deliver superior customer experience

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



## FORRESTER®

Global Ranking 20 in 2017 vs. 37 in 2016

## Business Performance - Payments

- Bank has a higher market share in digital and new technology products space
- Our Card issuance business continues to grow and deepen the franchise
- Our Mobile Banking spends continue to report high growth
- Adoption of digital channels and payments continues to remain strong
- Innovation driven unique payment solutions creating host of opportunities for the Bank
- Freecharge acquisition will help us leapfrog our digital journey by multiple years

# We have strong market position across Digital Payment Solutions

## Axis Bank Market Standing Across Products

Product	Credit Cards <sup>1</sup>	Debit Cards <sup>2</sup>	Mobile Banking <sup>3</sup>	Point of Sale Terminals	Forex Cards	Savings Accounts
Market share	11%	7%	17%	16%	44%	4%
Ranking	4 <sup>th</sup>	4 <sup>th</sup>	2 <sup>nd</sup>	2 <sup>nd</sup>	1 <sup>st</sup>	8 <sup>th</sup>

Source: RBI, Internal Data

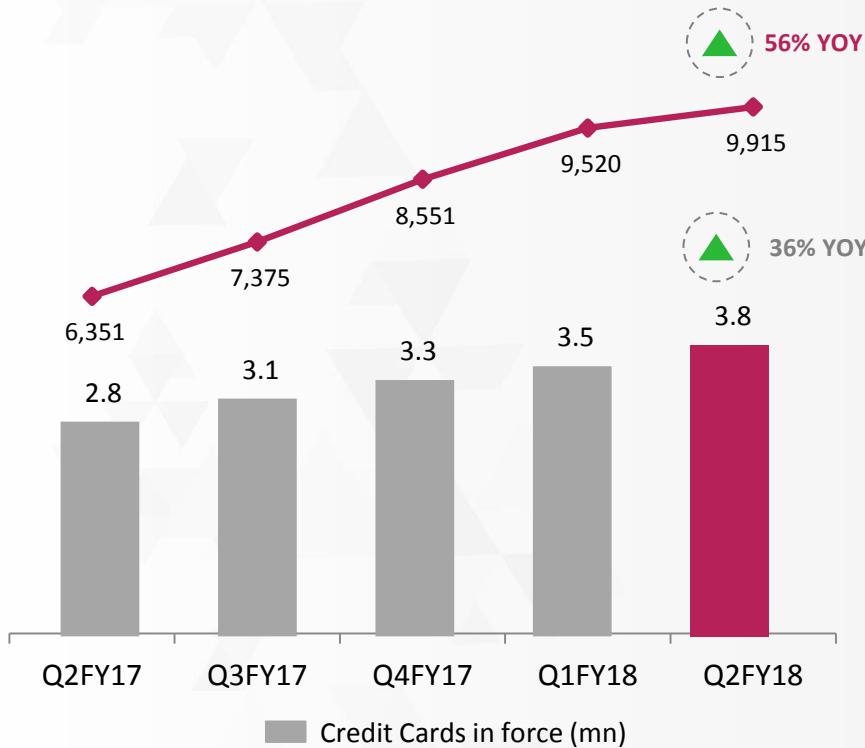
1- based on cards issued; 2 – based on card spends at point of sale terminals ; 3 – based on value (RBI July 2017 data)

Savings Accounts data is based on RBI figures as on 31 March 2017

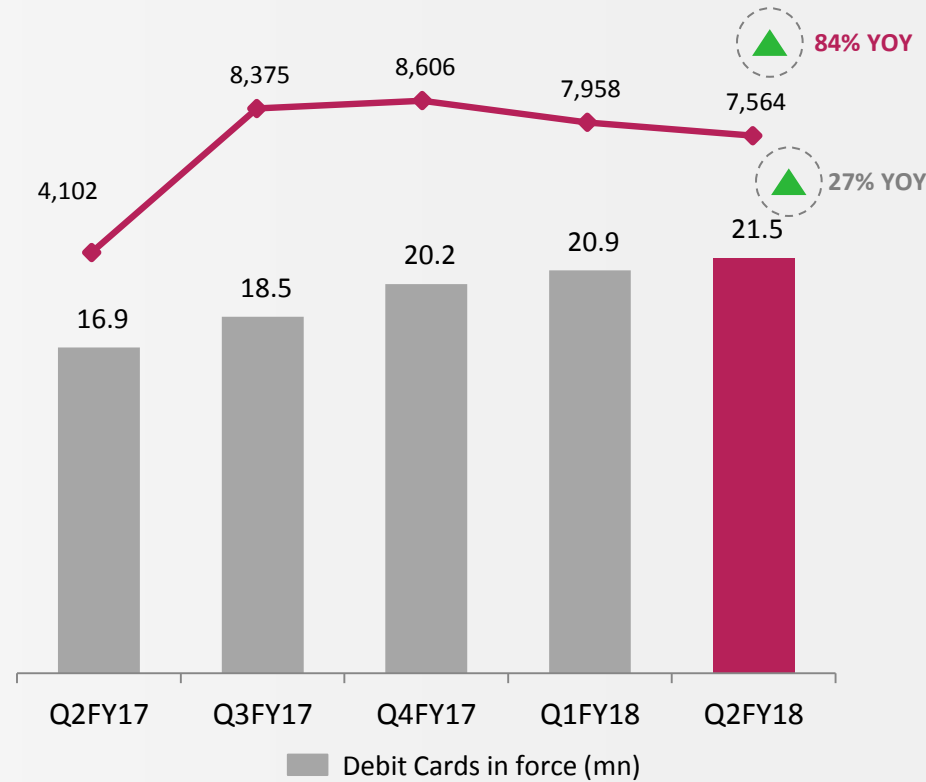
# Card Spends continue to show strong growth

All figures in ₹ Crores

## Trends in Spends for Credit Cards in force



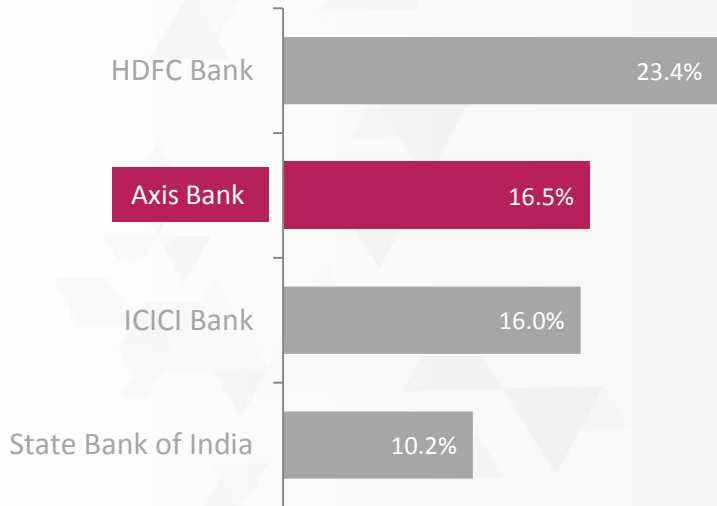
## Trends in Spends for Debit Cards in force



Debit Cards spends saw demonetization-led boost in Q3FY17

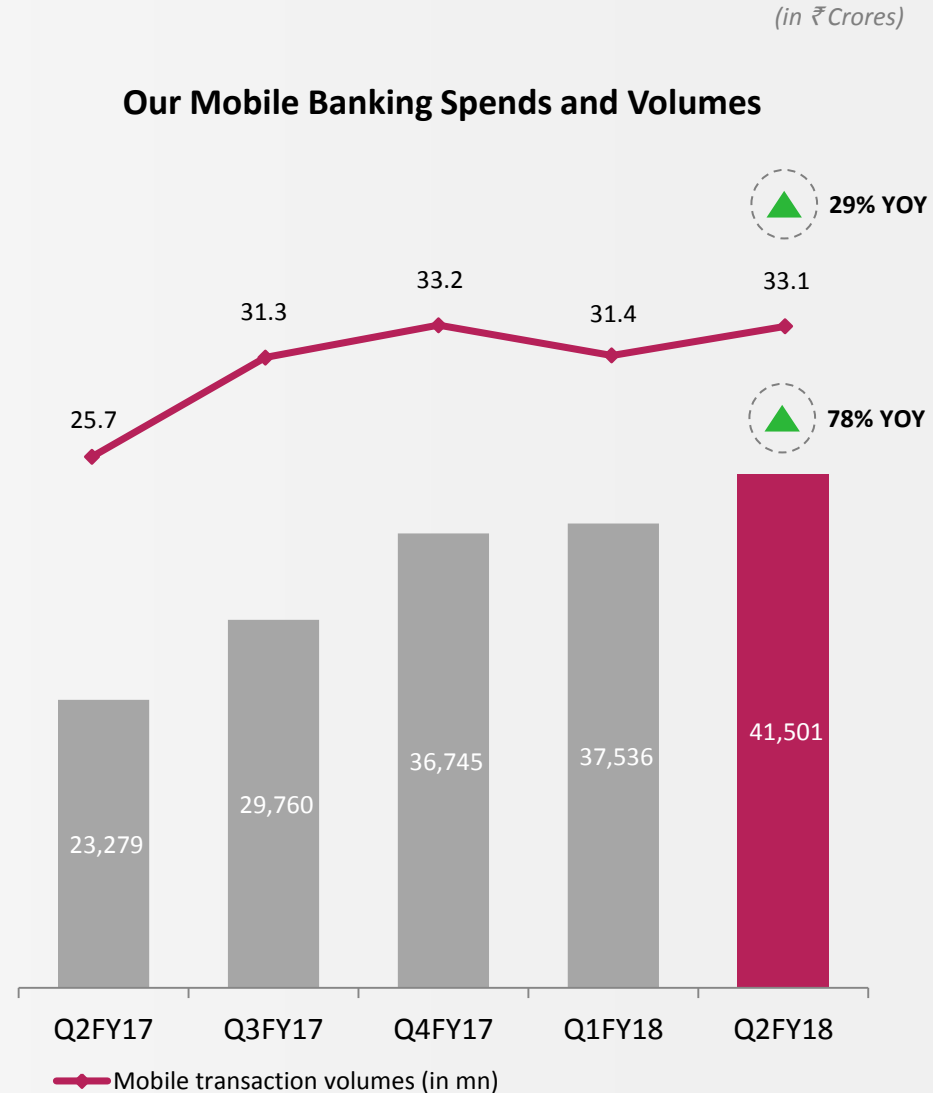
# We are ranked #2 in mobile spends market share

## Market Share in Mobile Banking (by Value)

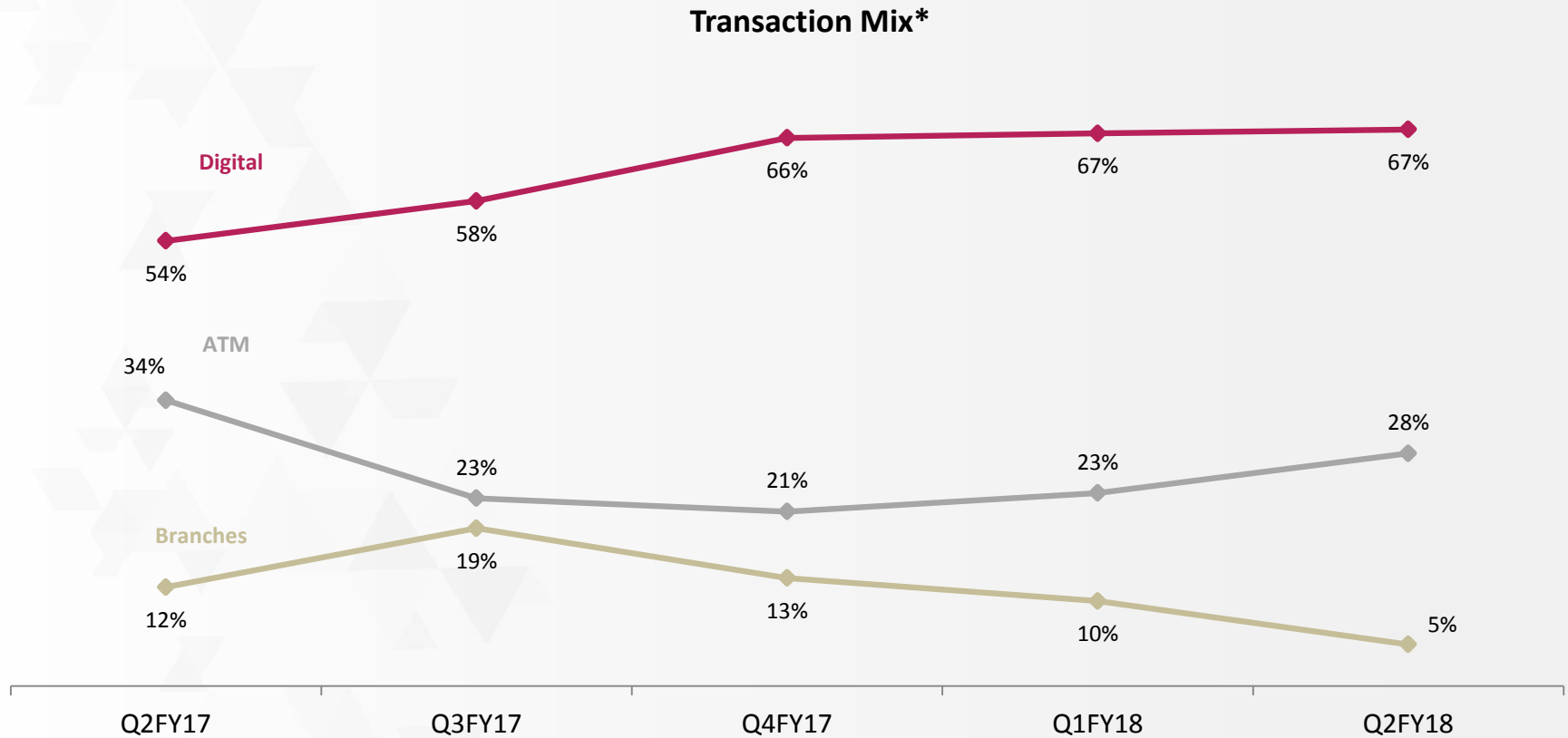


Source: RBI data for July 2017

## Our Mobile Banking Spends and Volumes



# Adoption of digital channels remains robust



\* Based on all financial transactions by individual customers



# Digital penetration has been strong

(Volumes in Million)



**60%** of Bank active customers are Digitally active

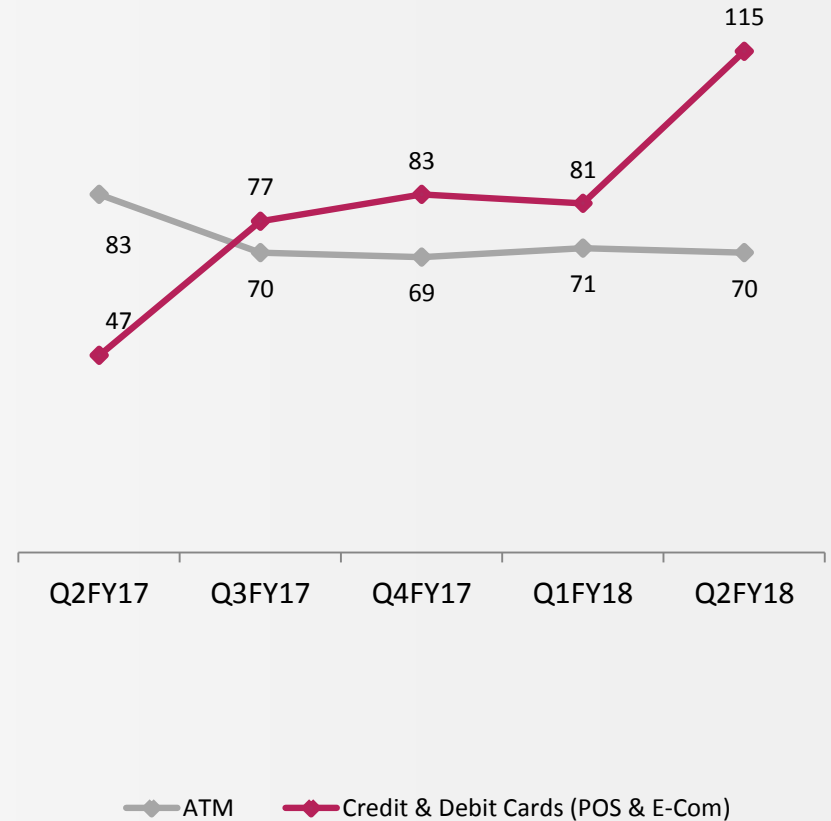


**40%** of Mobile Banking customers bank only on Mobile App



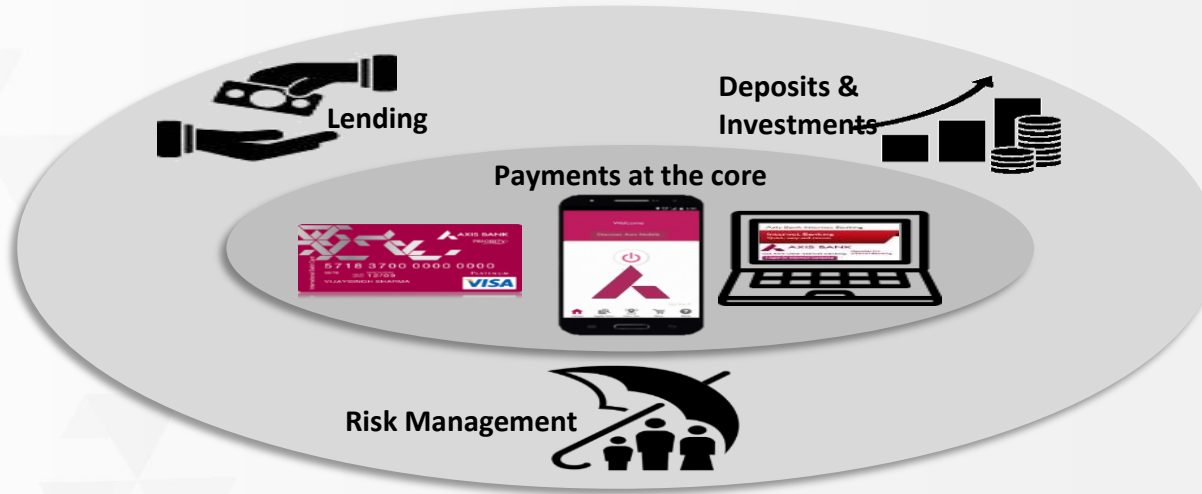
Mobile Banking logins stand at **4.3 times** of Internet Banking logins

## Digital transactions continue to outpace ATM transactions



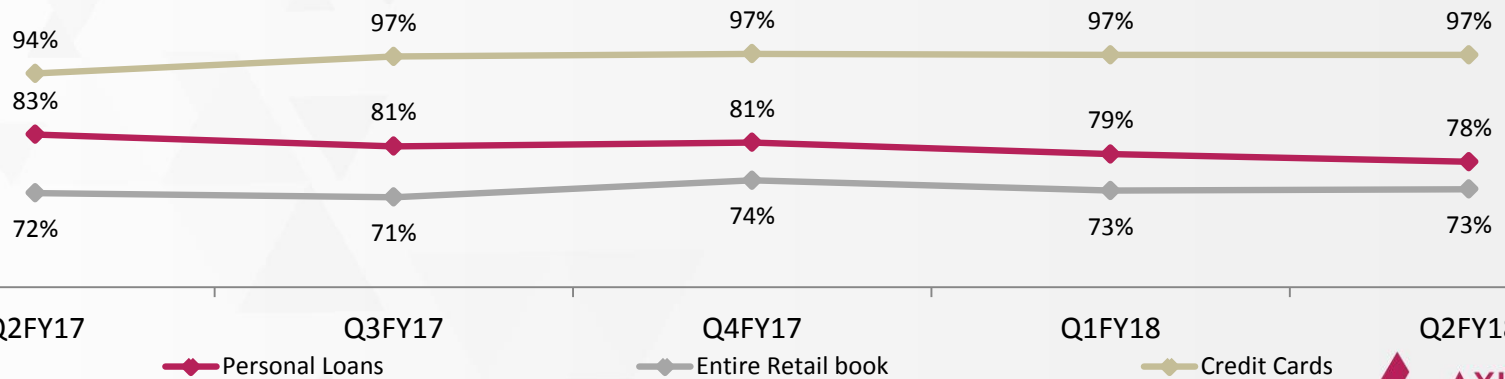
# Investments in analytics have helped build and sustain this strong position

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



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

Sourcing from internal customers



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

## Unified Payments Interface (UPI)...

India's innovation to the Payments world

Is for

Any Banked Customer

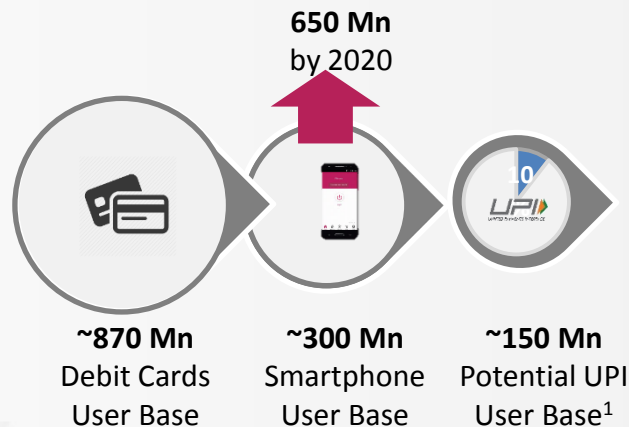


With a Smartphone

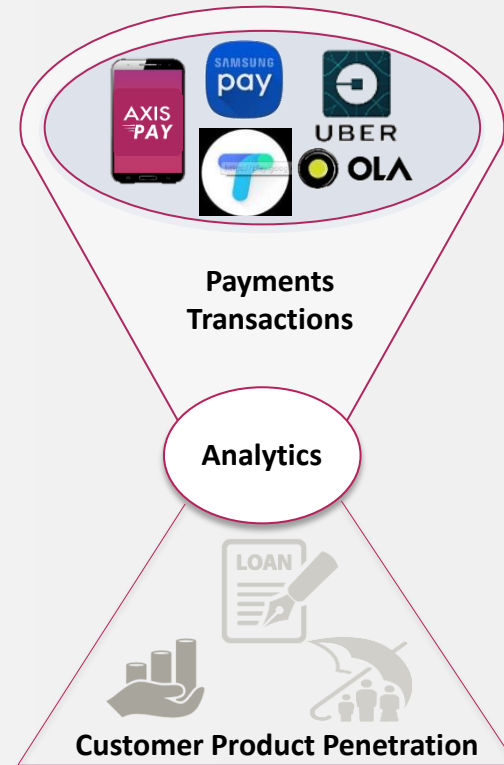


With a Unique Identifier:  
As simple as an email address (Example: [ajay@axisbank](mailto:ajay@axisbank))

## ...Is a huge opportunity



## For Axis Bank



Axis Bank's Progress So Far

1

Over 4.4 Million registered base

2

Over 3 Million transactions

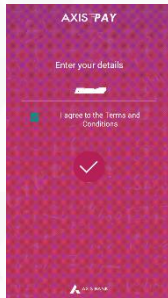
3

Over 600 merchants on boarded

<sup>1</sup>) Assumption 50% of Smartphone base

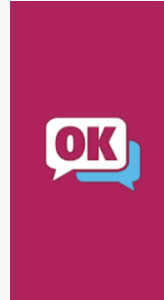
# The Bank has introduced some unique payment solutions

## Axis PayUPI



- Partnered with Google, Uber, Ola, Samsung
- 2.1 mn VPAs across apps
- 11 mn UPI transactions across apps till date

## Axis OK



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

## Samsung Pay



- Enabled for Credit & Debit Card across Visa & Master Card
- 93,000+ registered cards in 7 months
- Users added close to 0.4 million bank accounts using @pingpay VPA

## KMRL Axis Bank 'Kochi1' Card



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

## Axis Bank BMTC Smart Card



- India's first prepaid transit card with shopping at over 1.3 million merchant outlets
- Over 123,000 cards issued till date

## FASTag

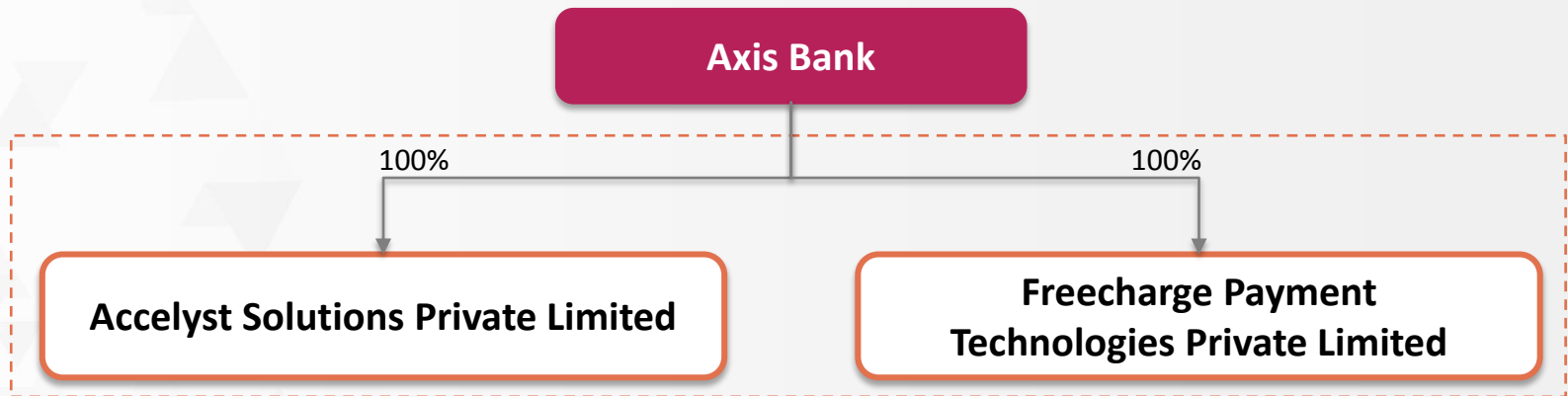


- Electronic toll collection program
- Implementing in over 350 toll plazas



# Freecharge joins the Axis family

- Pursuant to RBI approval, the Bank completed acquisition of 100% stake in Freecharge on 6<sup>th</sup> Oct'17



- Mr. Sangram Singh (Head - Cards and Payments, Axis Bank) has been appointed the CEO of Freecharge
- The two entities would be merged into a single subsidiary of the Bank

# Freecharge helps us augment our digital capabilities and execution capacity



More than 2x Customer Base



Popular Digital-only Brand



High Frequency Use-cases



World Class Team with a start-up mind-set



Digital Distribution



100% API based Technology Stack

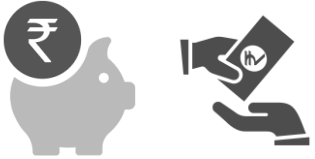
## Through Freecharge, we intend to....



*Leverage Payments as a Hook (UPI, QR etc)*



*Target digitally-native, mobile-first SA customers*



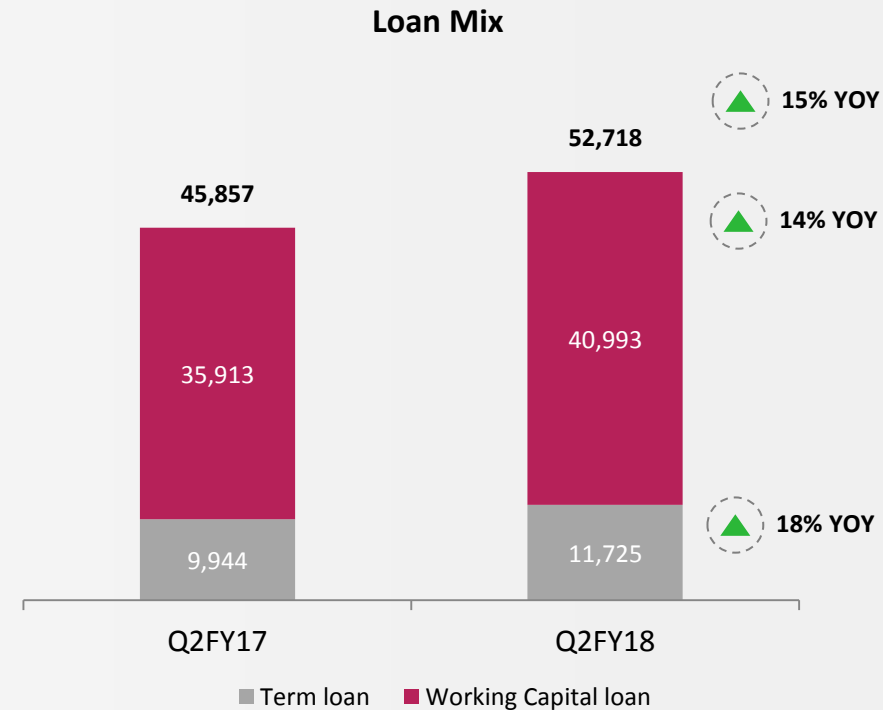
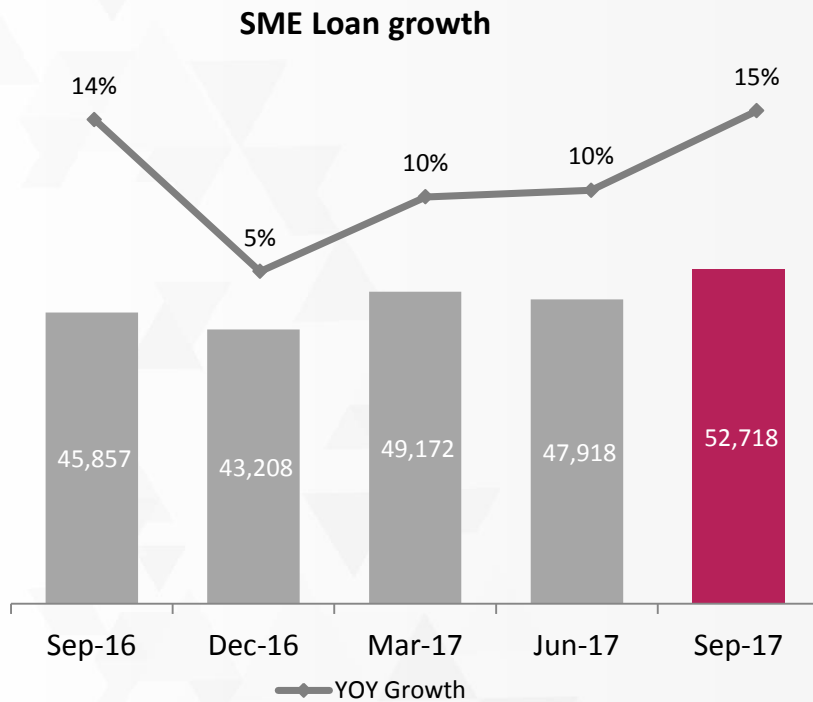
*Source and service loans (PL, Cards, Consumer Loans) digitally*

## Business Performance - SME

- SME loan growth has seen strong rebound
- Focus remains on building a quality SME Book

# SME segment has seen strong rebound in growth

All figures in ₹ Crores



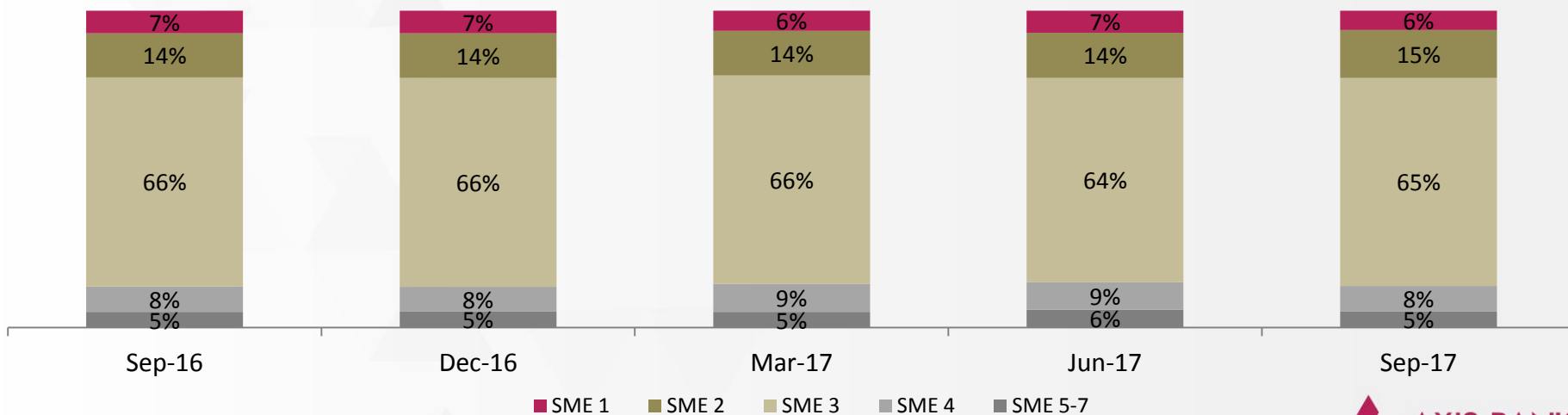
- Our SME business is divided into 3 business verticals: Medium Enterprises Group (MEG), Small Enterprises Group (SEG) and Supply Chain Finance (SCF)
- The Bank extends Working Capital, Term Loan, Trade Finance, Bill / Invoice Discounting and Project Finance facilities to SMEs.



# Focus has been to drive growth while we ensure quality of the book

- Our SME segment continues to focus towards lending to the Priority sector.
- The Bank's SME Awards event "SME 100" acknowledges the best performers in the SME segment. It is aligned with the Government's Make in India, Skill India and Digital India initiatives.
- GST will benefit the SME sector as it will improve transparency significantly which will further help in better risk evaluation and loan pricing.
- We have launched our digital invoice discounting platform for MSMEs called Invoicemart.

## 87% of SME exposure\* have rating of at least 'SME3'



\* Only includes standard exposure

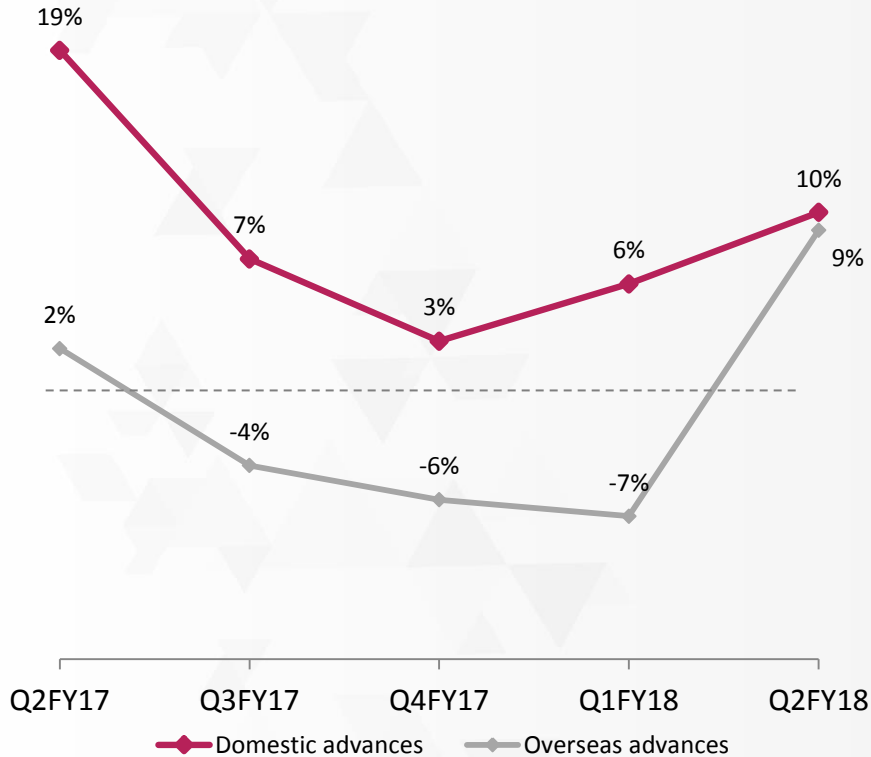
## Business Performance - Corporate

- Rebound in Corporate loan growth driven by domestic working capital loans
- Continued increase in share of transaction banking revenues
- Significant reduction in concentration risk with incremental sanctions to better rated corporates

# Corporate loan growth driven by Working Capital loans...

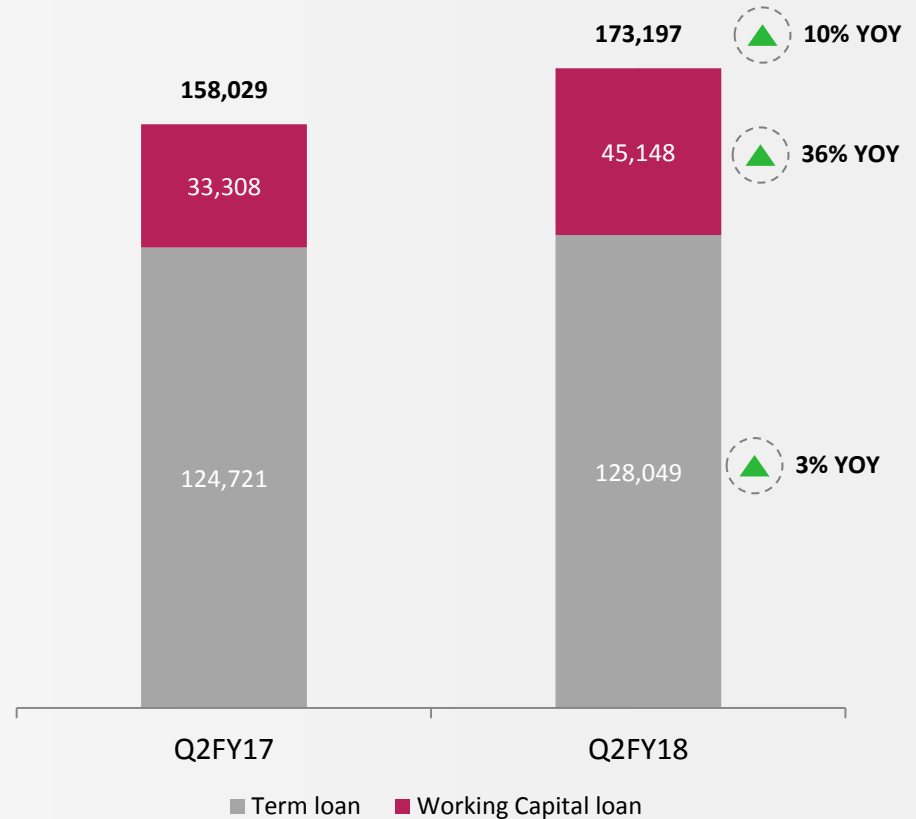
All figures in ₹ Crores

## Trend in domestic and overseas corporate loan growth



Overseas loan growth in Q2 has been driven by higher disbursements to marquee domestic financial institutions

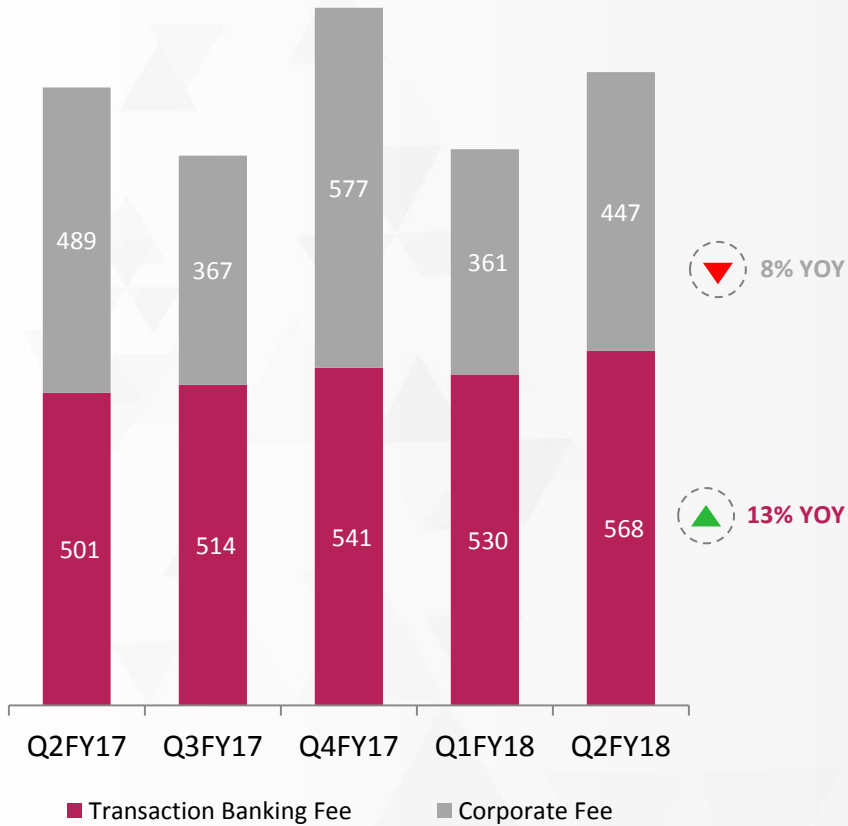
## Working Capital loan growth has been strong



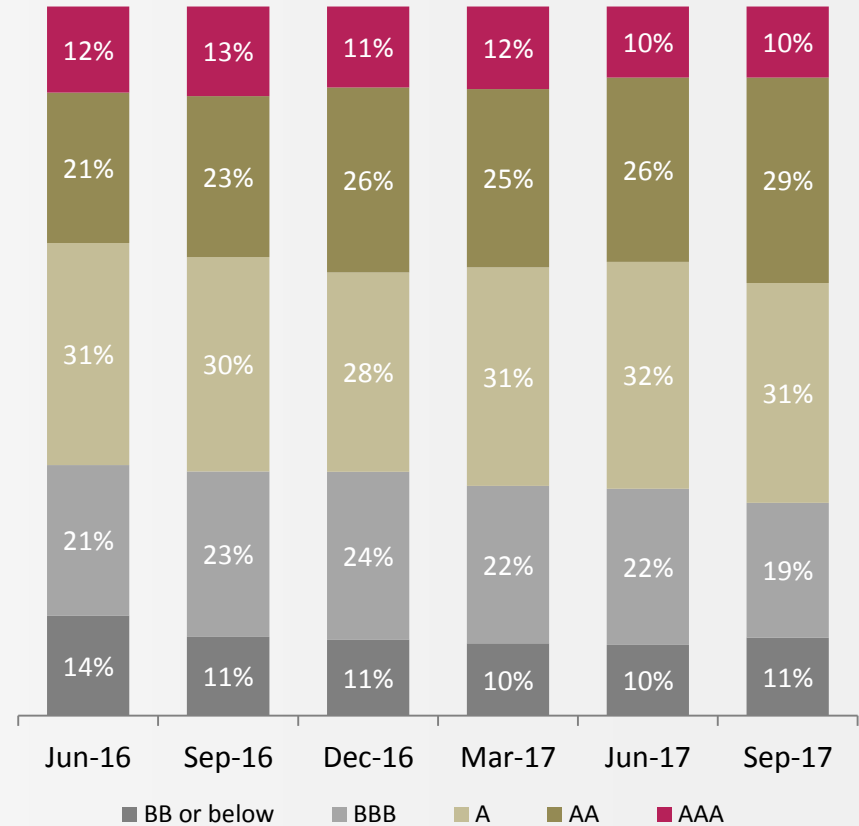
# ...resulting in higher transaction based business to better rated corporates

All figures in ₹ Crores

## Steady growth in Transaction Banking fees



## 70% of corporate exposure\* have rating of at least 'A'

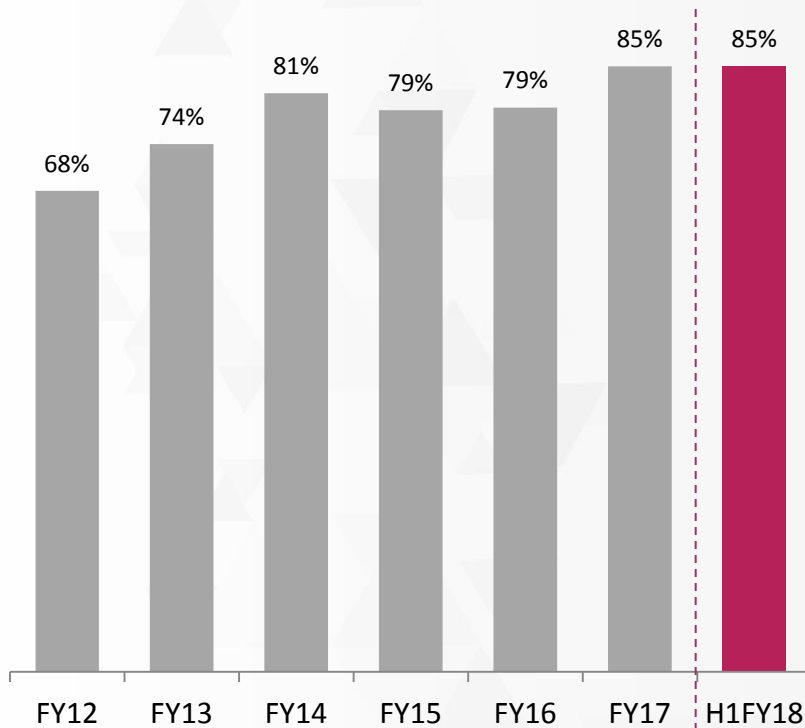


\* Only includes standard exposure

# Corporate loan book is now of much better quality with reduced concentration risk

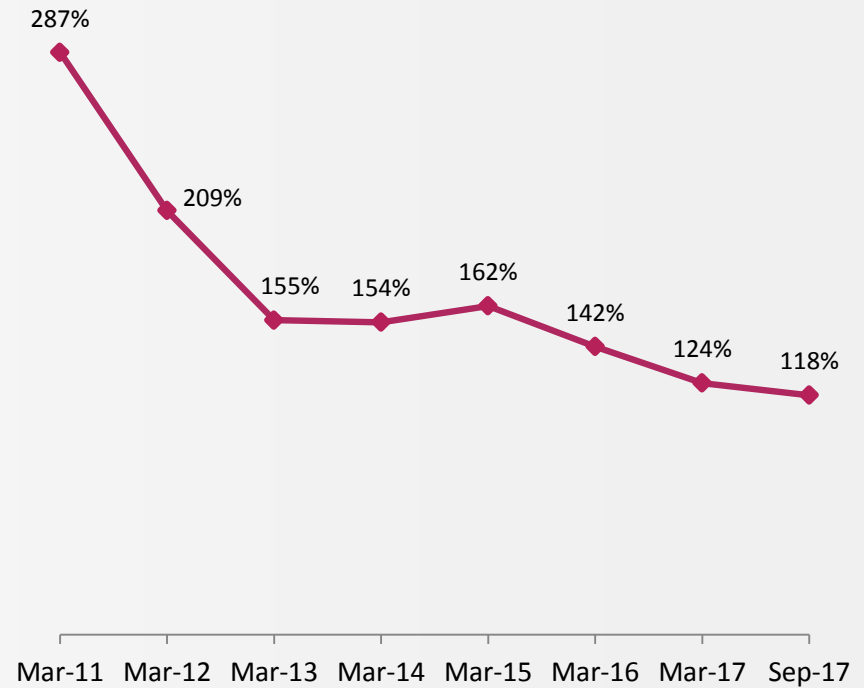
Incremental sanctions have been to better rated corporates

Percentage of sanctions rated A- & above



Concentration Risk is reducing

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

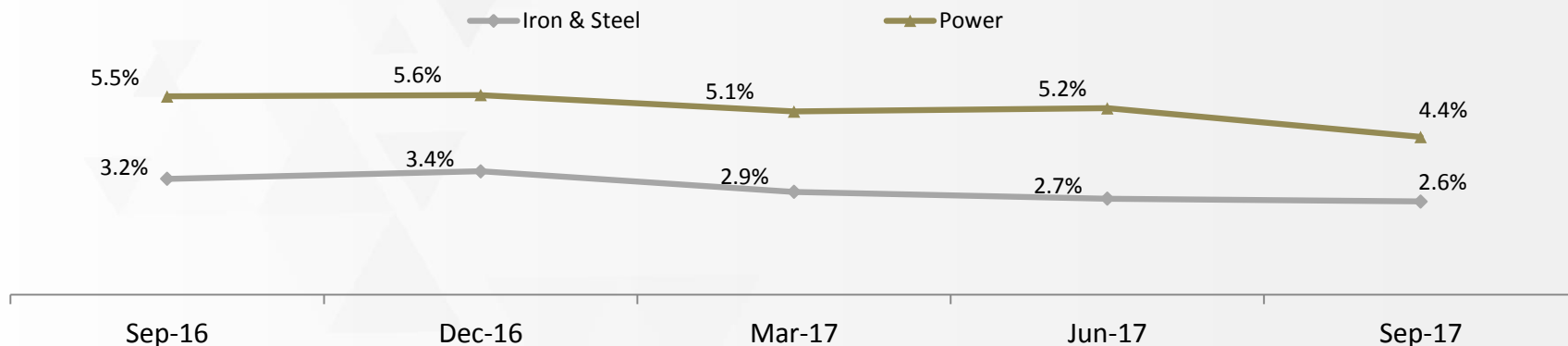


# Concentration to stressed sectors has remained stable

All figures in ₹ Crores

Rank	Outstanding <sup>1</sup> as on Sep. 2017 Sectors	Fund-based Exposure		Non-fund based Exposure		Total Exposure	
		Value	(in % terms)	Value	(in % terms)	Value	(in % terms)
1.	Financial Companies <sup>2</sup>	34,849	8.79%	17,605	14.55%	52,455	10.13%
2.	Engineering & Electronics	10,318	2.60%	23,106	19.09%	33,424	6.46%
3.	Infrastructure Construction <sup>3</sup>	15,591	3.93%	13,929	11.51%	29,520	5.70%
4.	Power Generation & Distribution	17,742	4.47%	5,006	4.14%	22,748	4.39%
5.	Other Metal and Metal Products	12,862	3.24%	3,298	2.73%	16,160	3.12%
6.	Trade	12,199	3.08%	3,677	3.04%	15,876	3.07%
7.	Iron and Steel	9,188	2.32%	4,324	3.57%	13,512	2.61%
8.	Real Estate	11,792	2.97%	1,099	0.91%	12,891	2.49%
9.	Petroleum & Petroleum Products	2,074	0.52%	10,423	8.61%	12,497	2.41%
10.	Chemicals & Chemical Products	7,150	1.80%	4,792	3.96%	11,942	2.31%

## Concentration<sup>1</sup> to stressed sectors



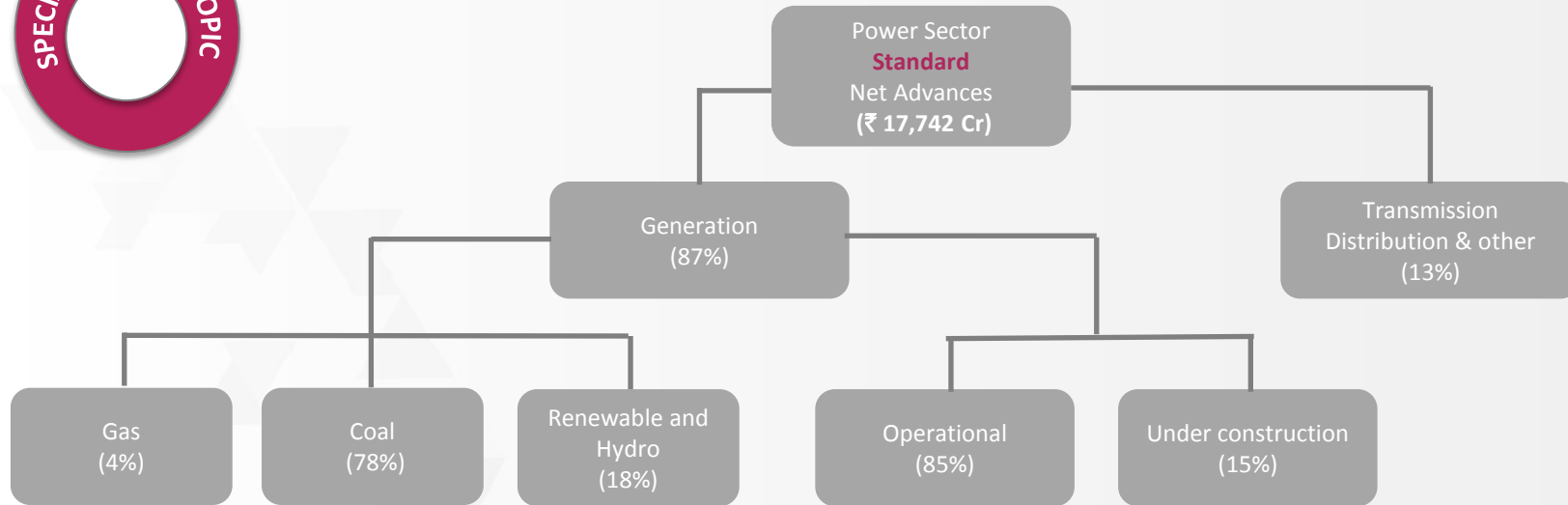
<sup>1</sup> Figures stated represent only standard fund and non-fund based outstanding across all loan segments

<sup>2</sup> Includes Housing Finance Companies and other NBFCs

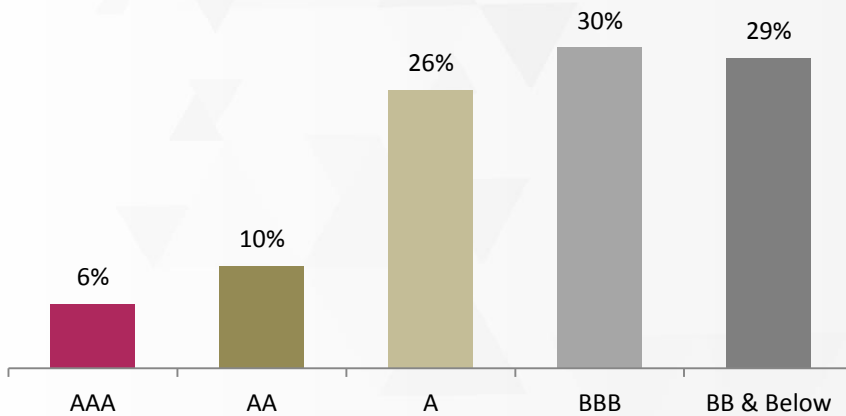
<sup>3</sup> Financing of projects (roads, ports, airports, etc.)



# Snapshot of Power Sector



## Rating Distribution\*





- As on 30<sup>th</sup> September, 2017, the power portfolio NPA stood at ₹3,300 Cr
- The provisions held against these NPA stood at 45%


\*Only for Standard Advances

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


All figures in ₹ Crores

 Acted as arranger for some of the major PSUs and Corporates during the quarter.

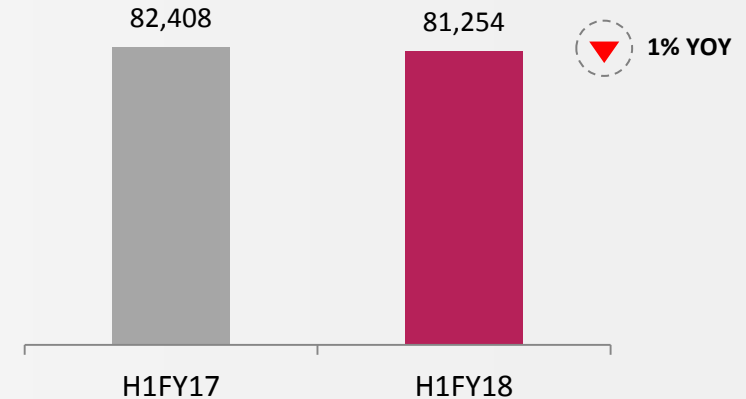
 **Ranked No. 1 arranger** for rupee denominated bonds as per Bloomberg for first nine months of 2017 and for quarter ended September 30, 2017

 **Ranked No. 1 arranger** for rupee denominated bonds as per Bloomberg for 10 consecutive years

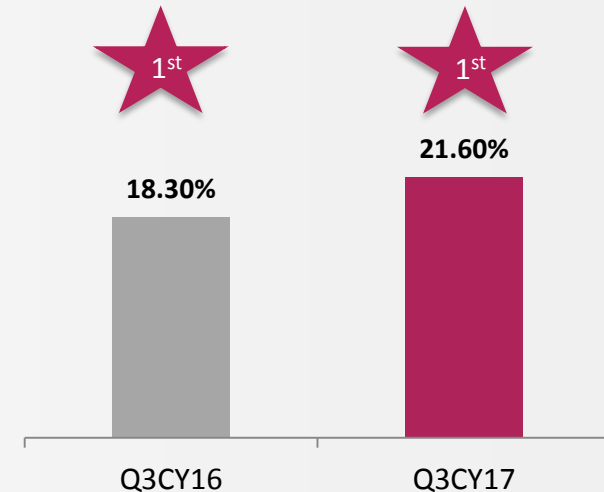
 **Ranked No. 1 mobilizer** as per PRIME Database for quarter ended June 2017

 Bank has been awarded **“Investors' Choice for Primary issues in Corporate Bonds, India”** by Asset Benchmark Research

## Placement & Syndication of Debt Issues



## Market share and Rank\*



\*As per Bloomberg League Table for India Bonds



Financial Highlights

Business Segment performance

**Asset Quality**

Shareholder Returns and Capital Position

Subsidiaries' Performance

Other important information

## Asset Quality

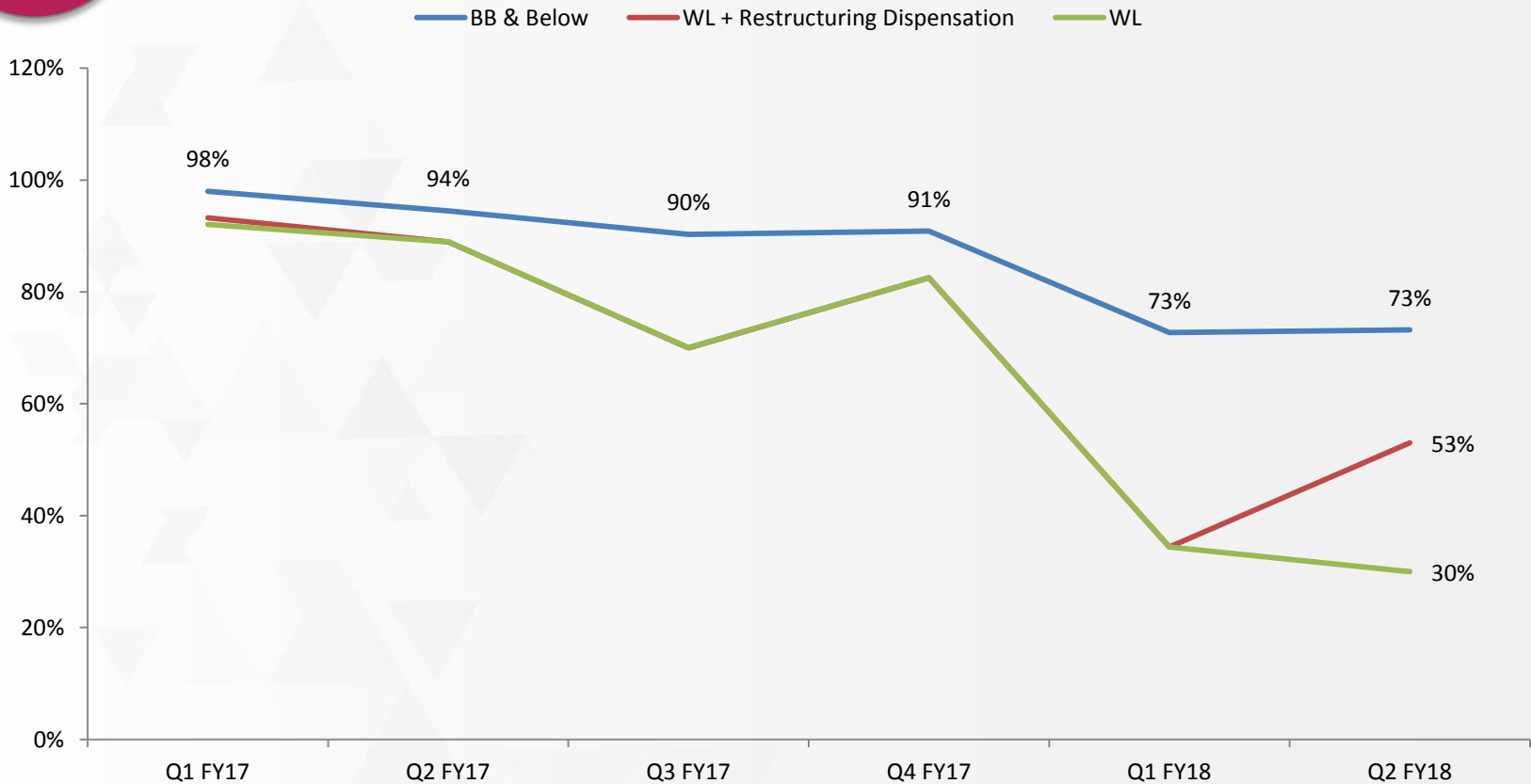
- High slippages in the quarter driven by divergence assessment
- Slippages largely from the low rated pool of stressed accounts
- Sizeable reductions in stressed pool improves our confidence in the trajectory of the Bank's credit costs

# Contribution of Watch List to slippages has decreased in recent quarters. However, slippages are predominantly from the 'BB and Below' pool



## Contribution of various stress pools to Corporate Slippages

86% of corporate slippages since Q1 FY17 have come from 'BB and Below' pool



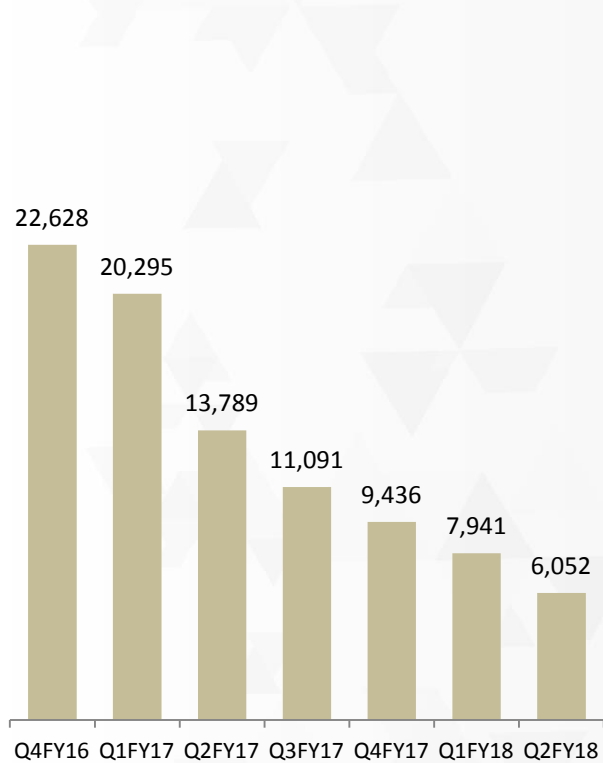


# Size of stressed asset pool has been reducing steadily

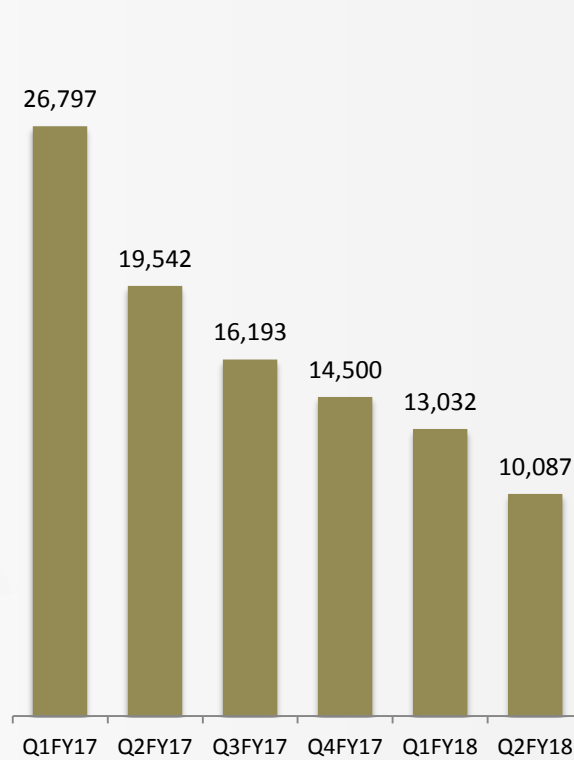
BB and Below pool has reduced significantly in the last 6 quarters

All figures in ₹ Crores

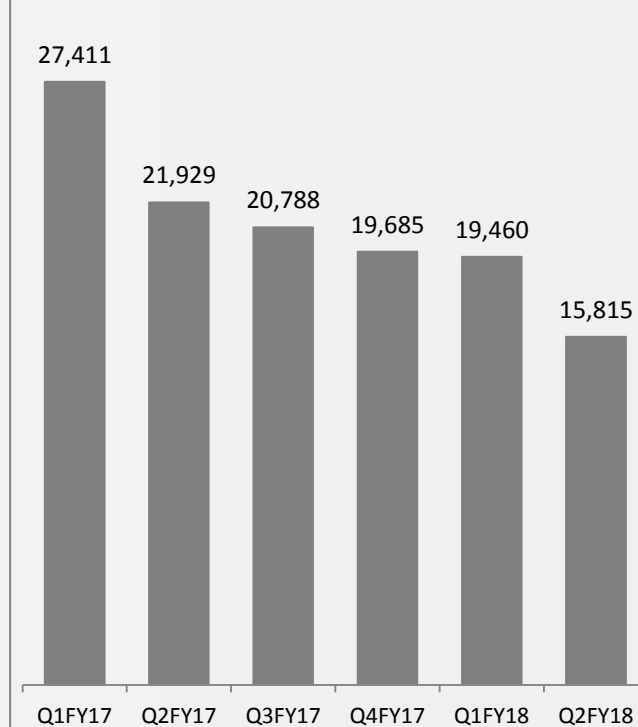
### Watch List (WL) outstanding



### WL + Restructuring\* dispensations



### Low Rated Corporate portfolio (BB and Below)



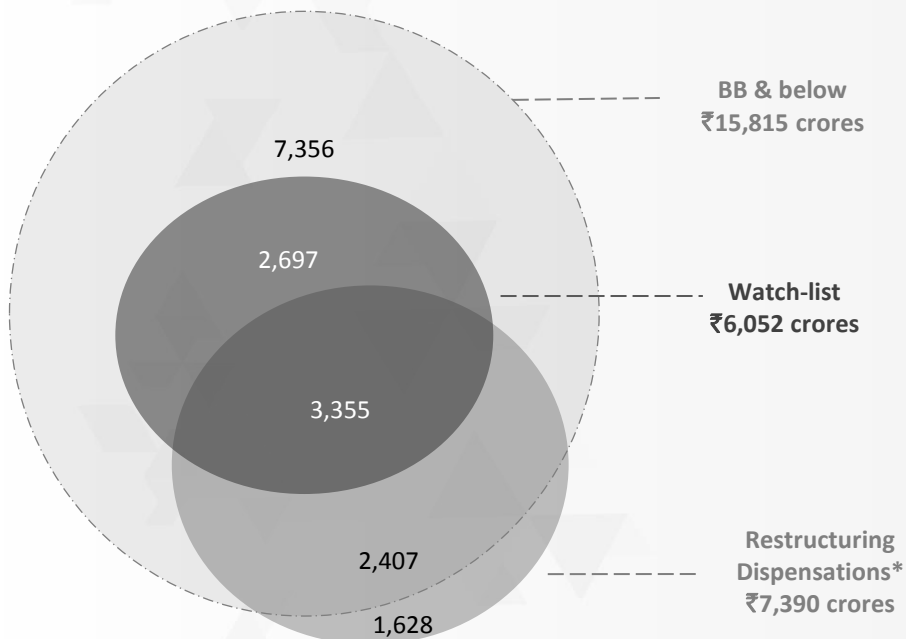
Size of 'BB and Below' portfolio reflects cumulative impact of Upgrades / Downgrades and Slippages from the pool.

\* Includes Restructured Accounts, SDR, S4A and 5:25, etc

# 84% of the Watch List + Restructuring Dispersations portfolio is also low rated

All figures in ₹ Crores

## Overlap of various dispensations with 'BB & Below' book



- We have consolidated all the stressed but standard non Retail Advances under various restructuring dispensations (refer slide # 35 of our Q1 investor presentation) in the adjacent chart as “Restructuring Dispersations”
- As highlighted in earlier slide #51, on an average 86% of corporate slippages since Q1 FY17 have come from ‘BB and Below’ book
- Watchlist and restructuring dispensations portfolio have an overlap of 84% with the low rated Corporate portfolio

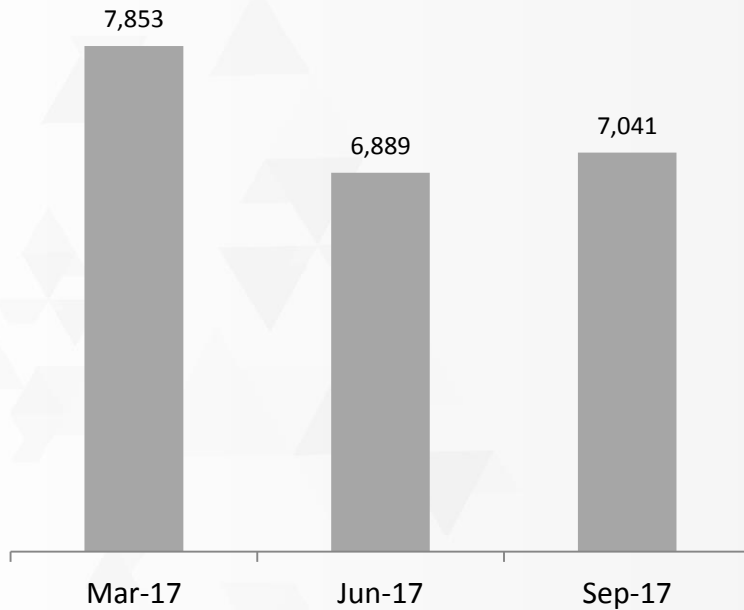
Not to Scale

\* Includes Restructured Accounts, SDR, S4A and 5:25

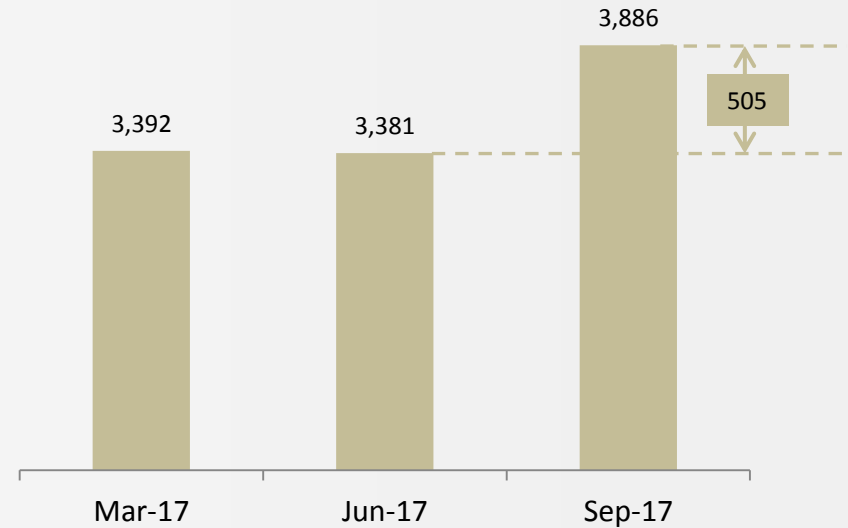
# We have made an additional ₹505 crores of provisions in Q2 towards RBI referred IBC accounts

All figures in ₹ Crores

### Fund Based outstanding for IBC accounts\*



### Provisioning towards IBC accounts\*



\*IBC accounts referred in list 1 and list 2 by RBI

# Annual Risk Based Supervision Assessment

All figures in ₹ Crores

- The RBI has pointed out certain reclassifications in the Bank's asset classification and provisioning as on 31st March 2017, subsequent to the annual Risk Based Supervision (RBS) exercise conducted for fiscal 2017.
- The Bank has duly recorded the impact of such reclassifications in the results for the quarter ended 30<sup>th</sup> September 2017.

Some details are as follows:

- A total of 9 accounts were reclassified by RBI.
- As on 30th June 2017, these 9 accounts were classified as standard assets across most consortium banks, with only 6% of their outstanding classified as NPA.
- As on 30<sup>th</sup> September 2017, fund-based outstanding on these 9 accounts was ₹4,867 crores, all of which now stands as NPA. Sectoral distribution of the 9 accounts is as follows:

Sector	No of accounts	Fund-based outstanding as on 30.9.2017
Steel	1	1,128
Power	3	1,685
IT/ITES	1	1,143
Others	4	911

- Total provisions of ₹1,618 crores was created on these accounts during the quarter.
- ~ ₹2,400 crores is from accounts that are either a part of the Bank's watchlist or are restructured as on 30th March 2017, ~ ₹200 crores have turned into NPA in Q1FY18. 7 of the 9 accounts were rated BB or lower as on 30th June 2017

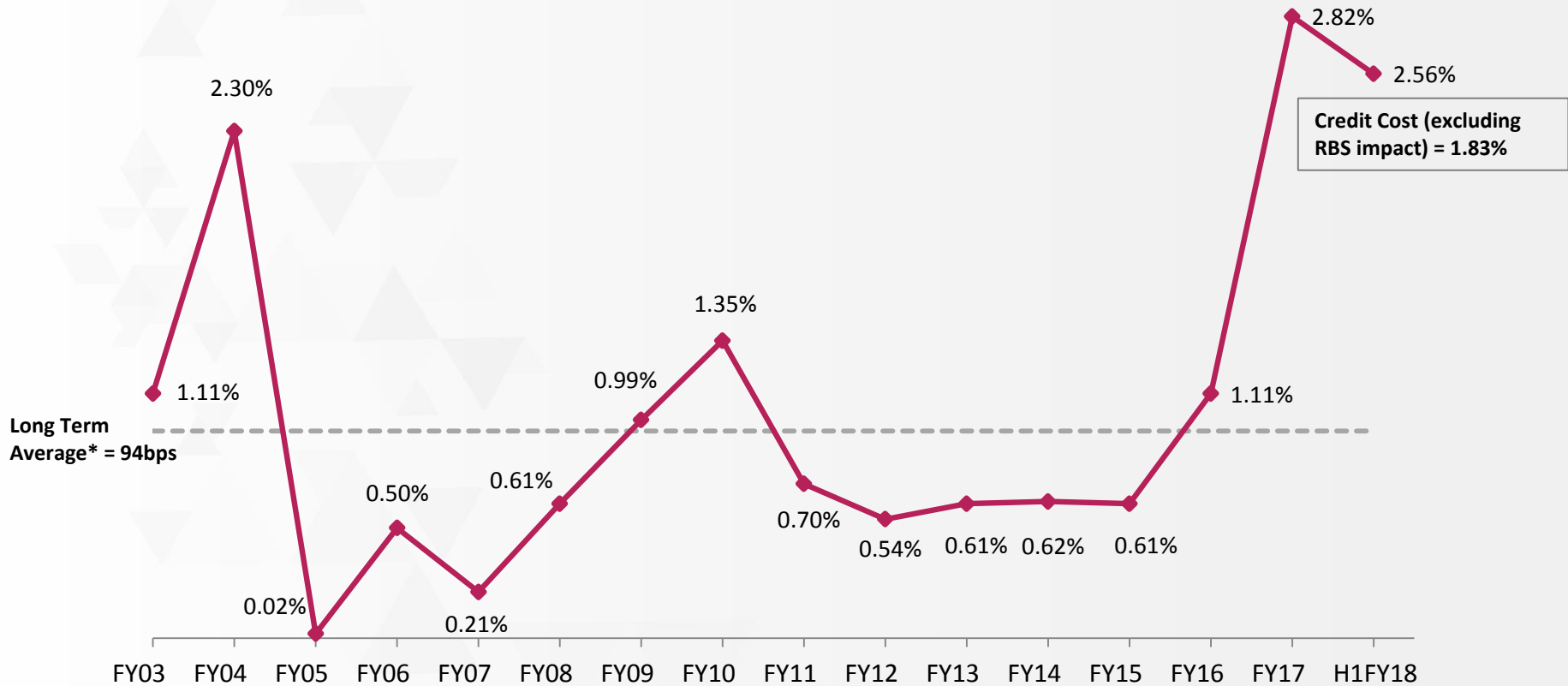
We estimate the divergence related accounts to consume around 40 basis points of credit costs for the full year. Consequently we are updating our credit cost guidance to 220 – 260 basis points.



# Credit Cost has come down from the peak of FY17

## Trend in Credit Cost : FY03 to H1FY18

The accelerated recognition in the quarter and resultant reduction in the size of our stressed asset pool improves our confidence in the trajectory of the Bank's credit costs. We expect normalization by the second half of FY19



\* For the period from FY03 to FY17



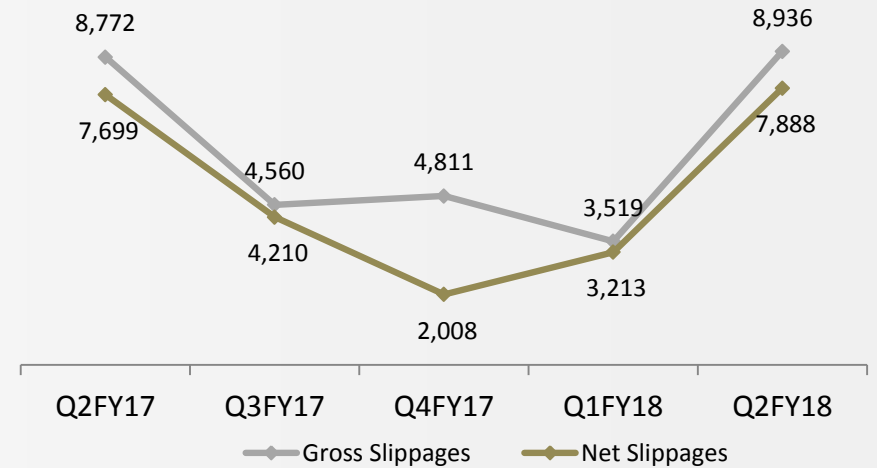
# Key Asset Quality metrics impacted by divergence related slippages

All figures in ₹ Crores

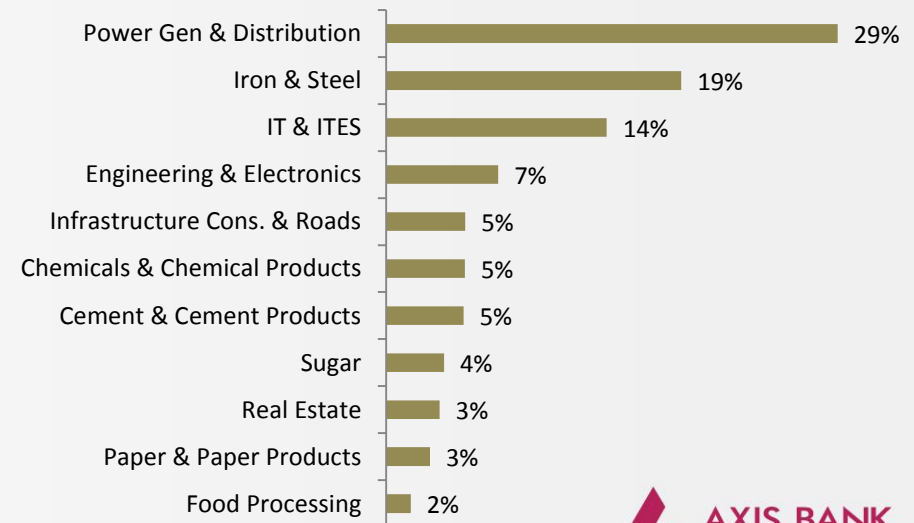
## Gross and Net NPA ratio



## Trend in Slippages

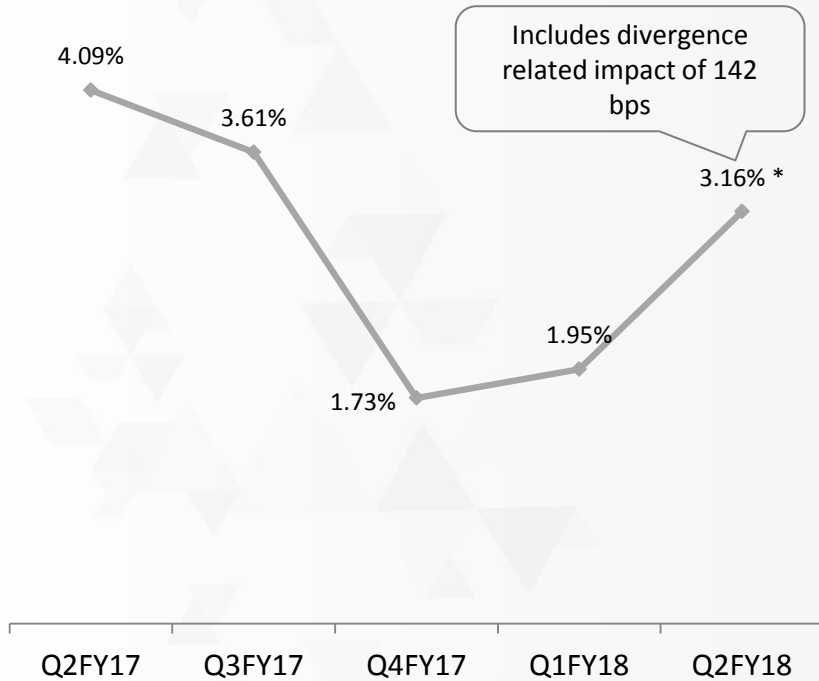


## Sectoral distribution of Q2 slippages

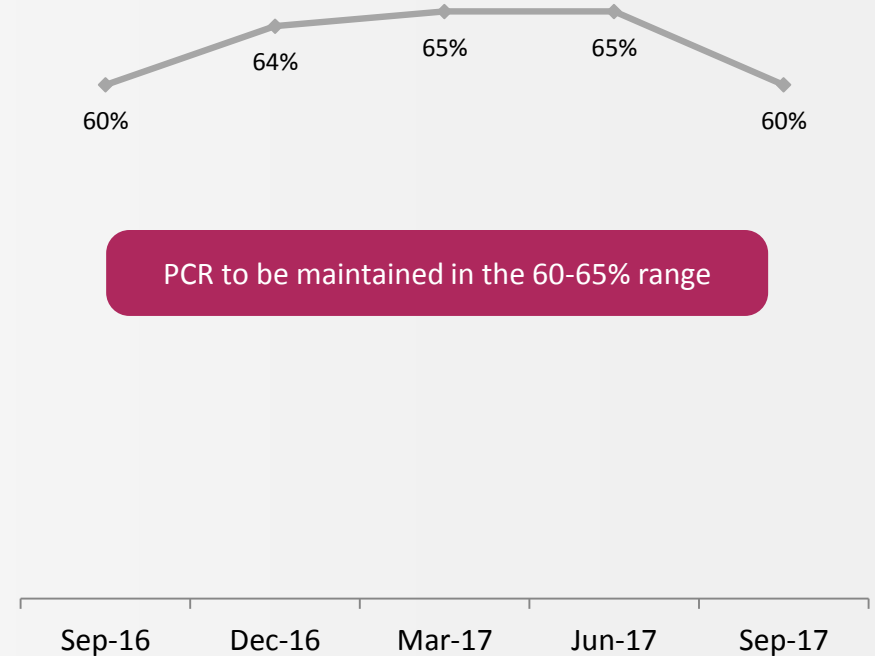


# Driven by RBS\*, credit cost for the quarter moved up significantly

## Credit Cost (Annualised)



## Provision Coverage Ratio

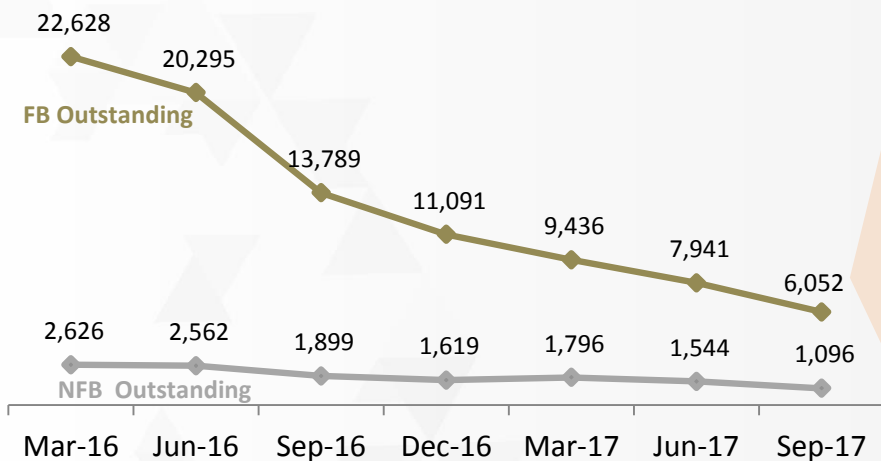


\* Risk Based Supervision

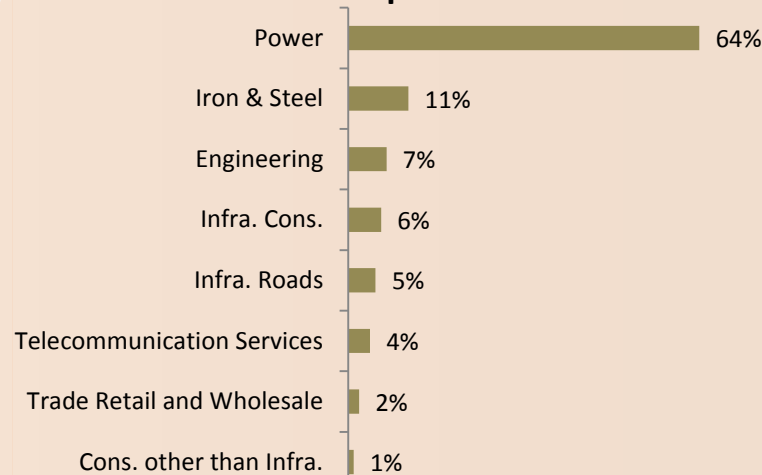
# Watch List Outstanding has seen considerable reduction

All figures in ₹ Crores

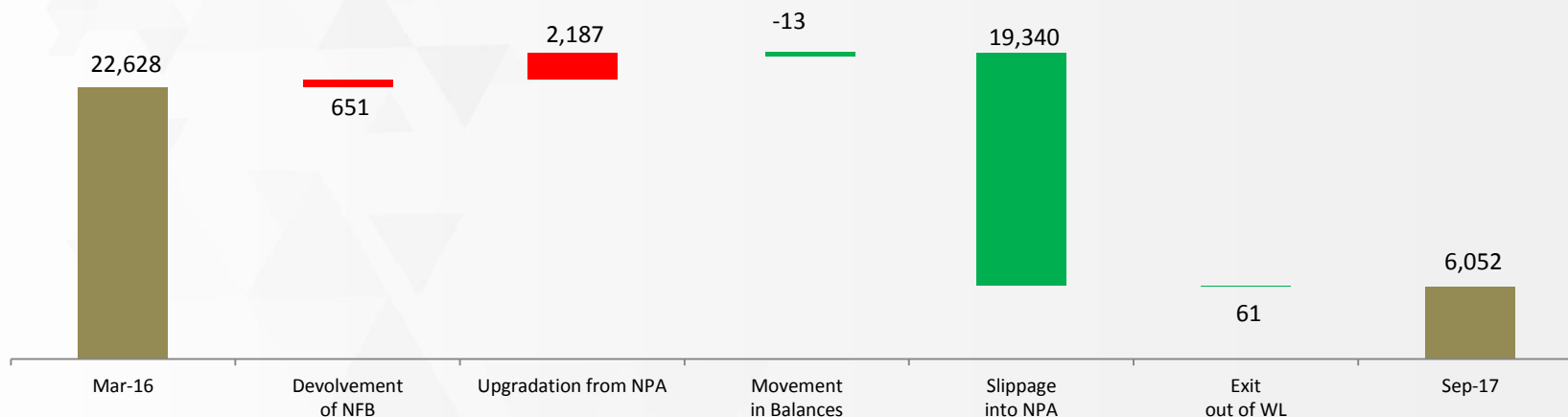
## Watch List Outstanding



## Sectoral composition of Watch List



## Watch List Activity



Financial Highlights

Business Segment performance

Asset Quality

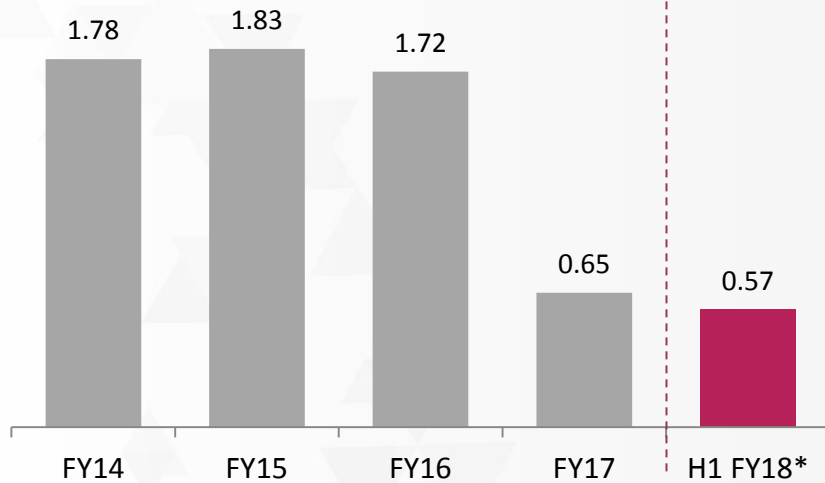
Shareholder Returns and Capital Position

Subsidiaries' Performance

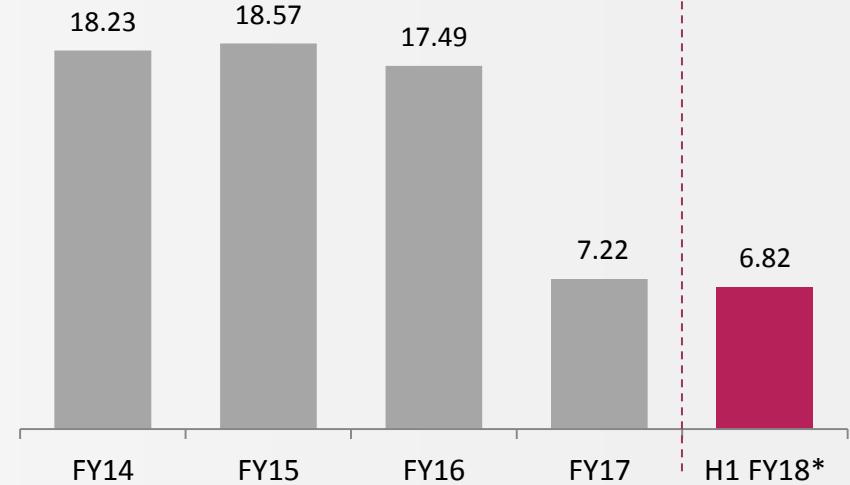
Other important information

# Shareholder return metrics have seen moderation

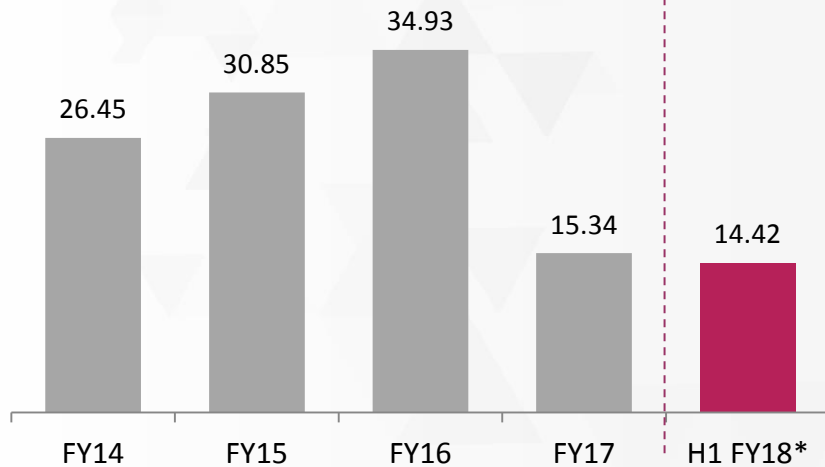
### Return on Assets (in %)



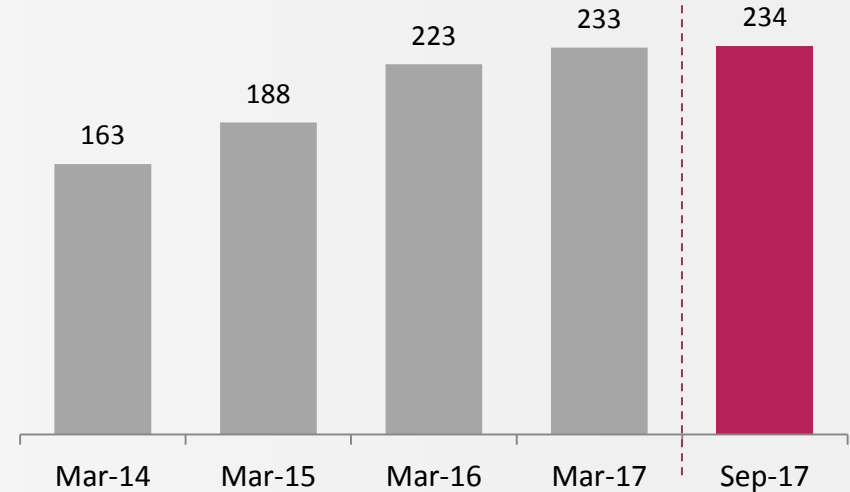
### Return on Equity (in %)



### Diluted EPS (₹)



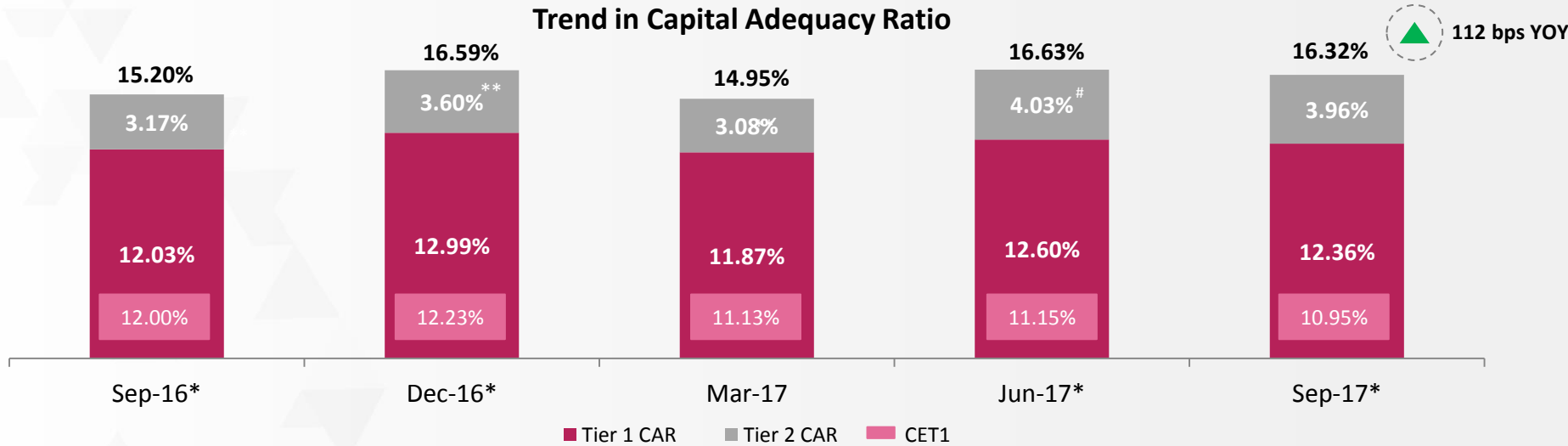
### Book Value Per Share (₹)



\* annualized

# Capital adequacy remains healthy

## Trend in Capital Adequacy Ratio



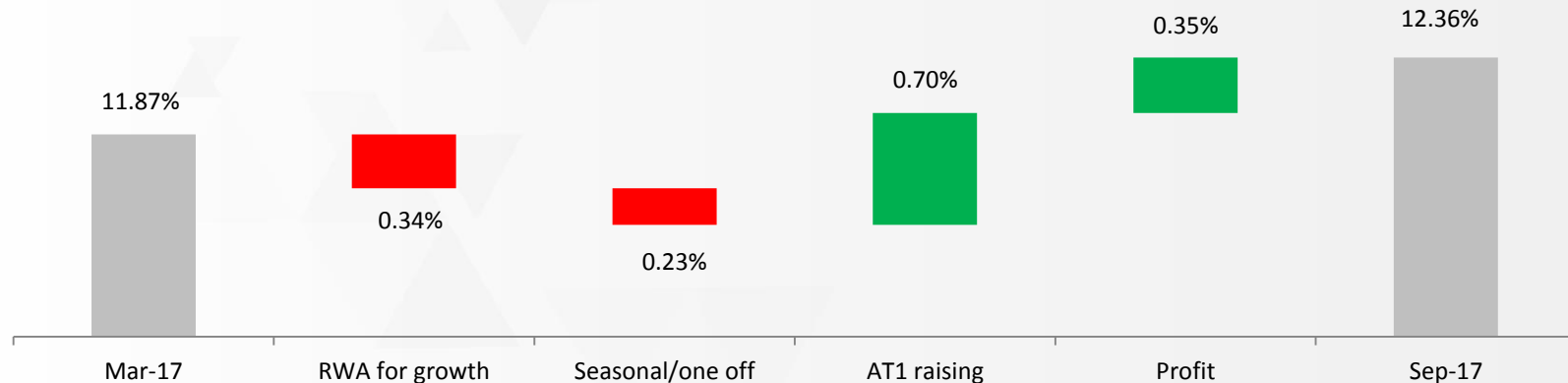
\* including unaudited Net Profit for the quarter / half year / nine-months

\*\* includes ₹1,800 crores mobilized through issuance of subordinated debt during Q3FY17

# includes the impact of ₹3,500 crores and ₹5,000 crores mobilized through issuance of AT1 bonds and subordinated debt, respectively

## Movement in Tier 1 Capital Adequacy Ratio

■ Unfavourable    ■ Favourable



Financial Highlights

Business Segment performance

Asset Quality

Shareholder Returns and Capital Position

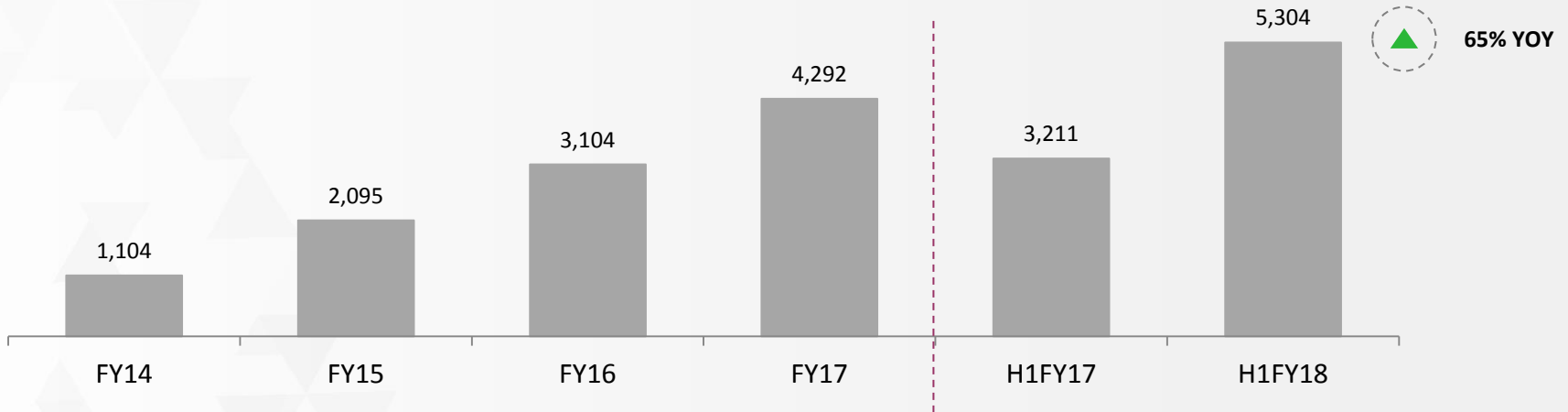
**Subsidiaries' Performance**

Other important information

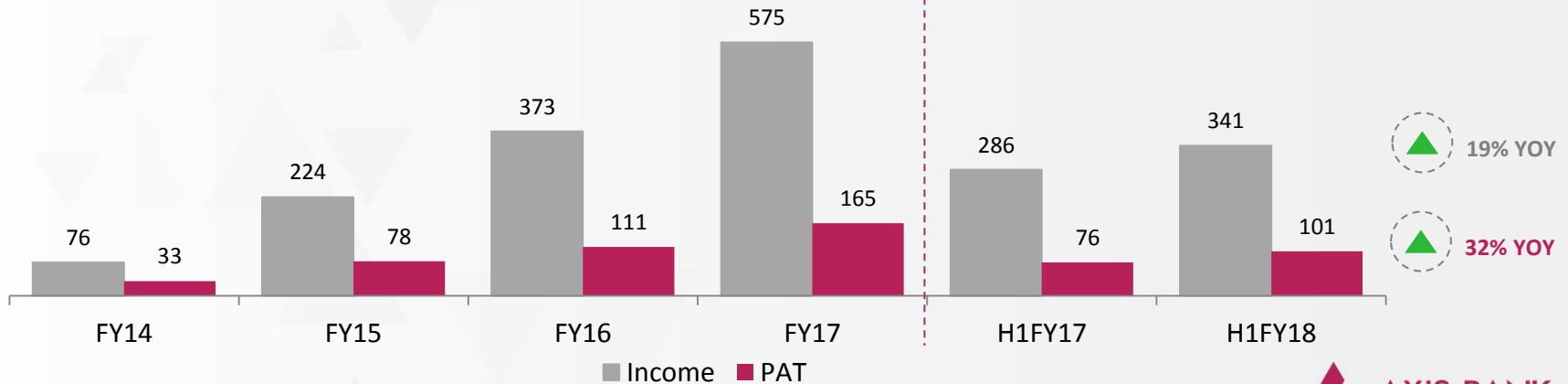
# Axis Finance : *Has started contributing meaningfully*

All figures in ₹ Crores

## Strong growth in Loan Book



## Growth in Income and PAT has been steady

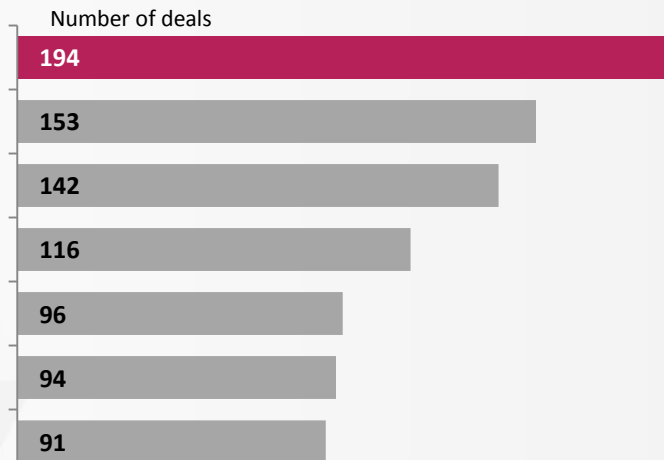




# Axis Capital : Continues to maintain its leadership position

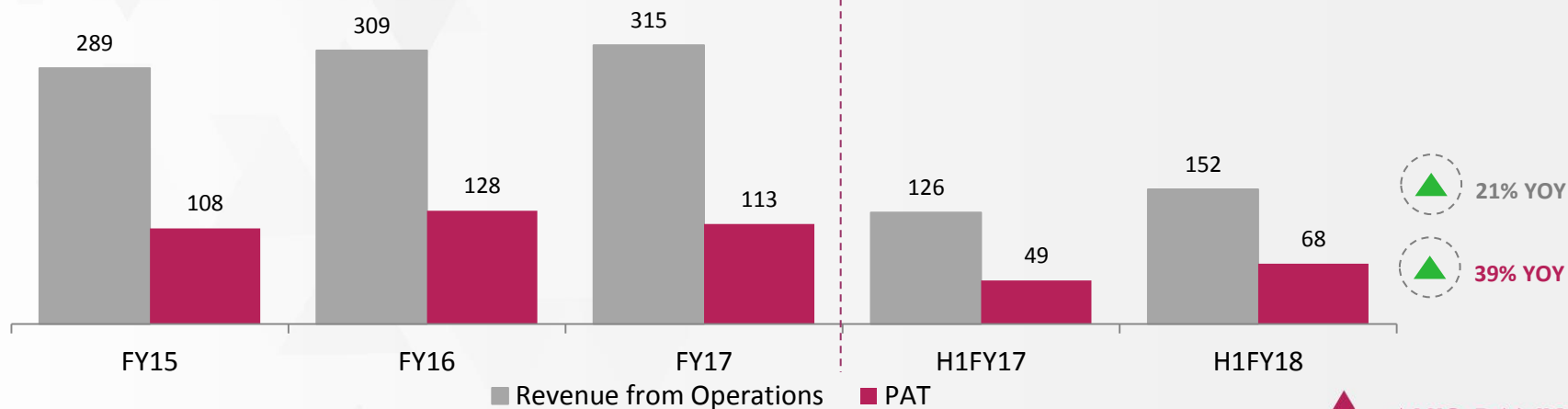
All figures in ₹ Crores

## Equity League tables topper over the last decade\*



\*April 2006 to March 2017

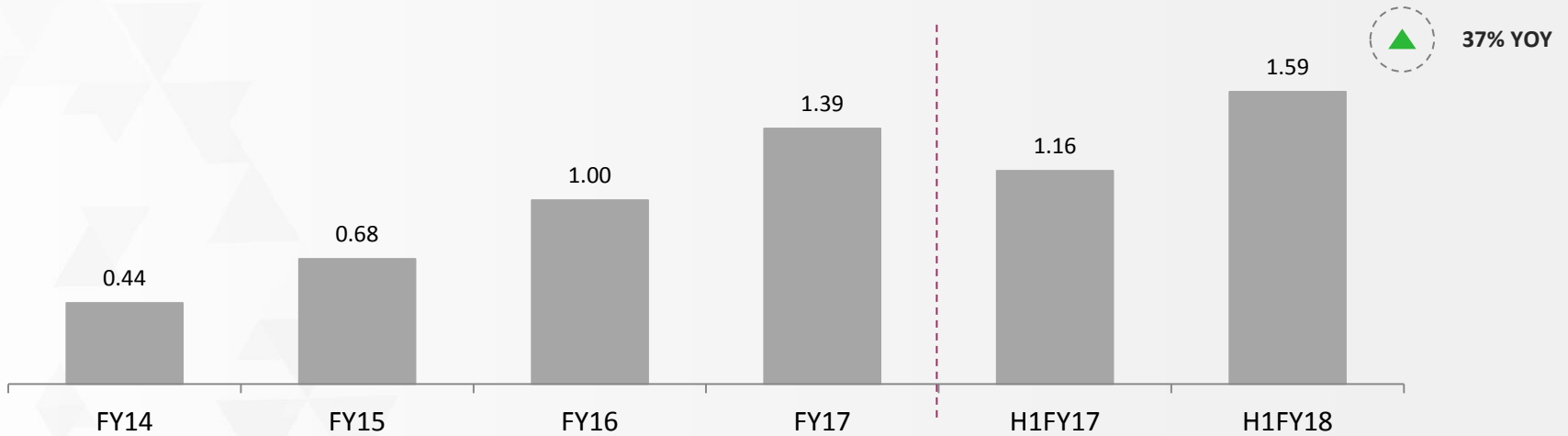
## Trend in Income and PAT



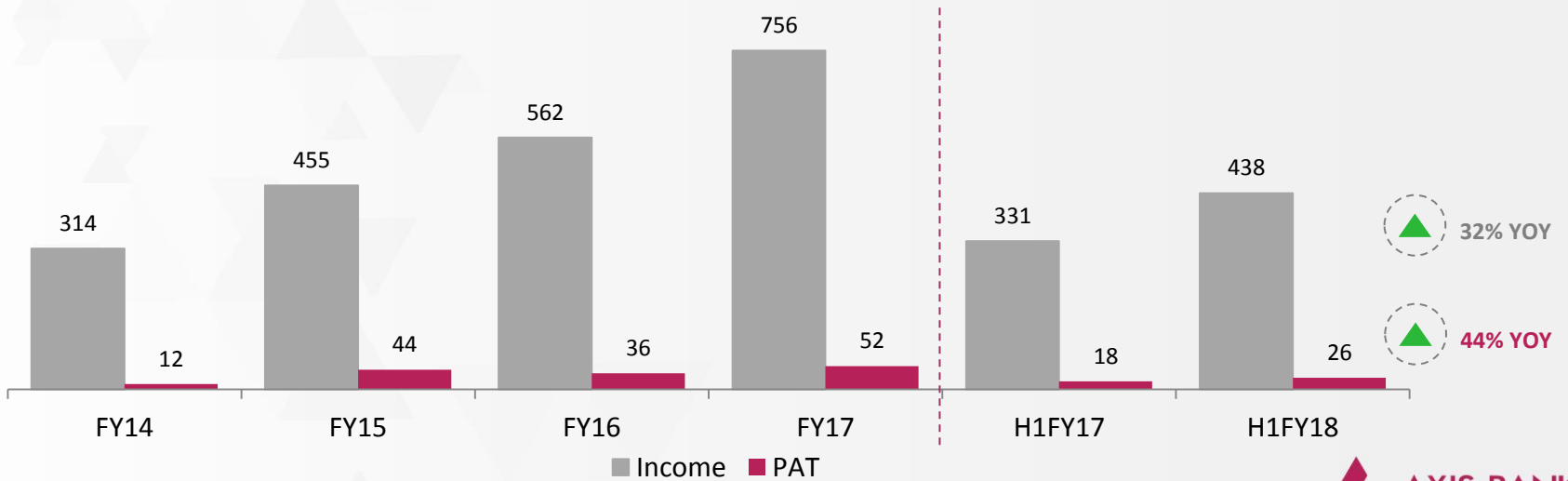
# Axis Securities : Significant growth in customer additions

All figures in ₹ Crores

### Trend in customer base (in mn)



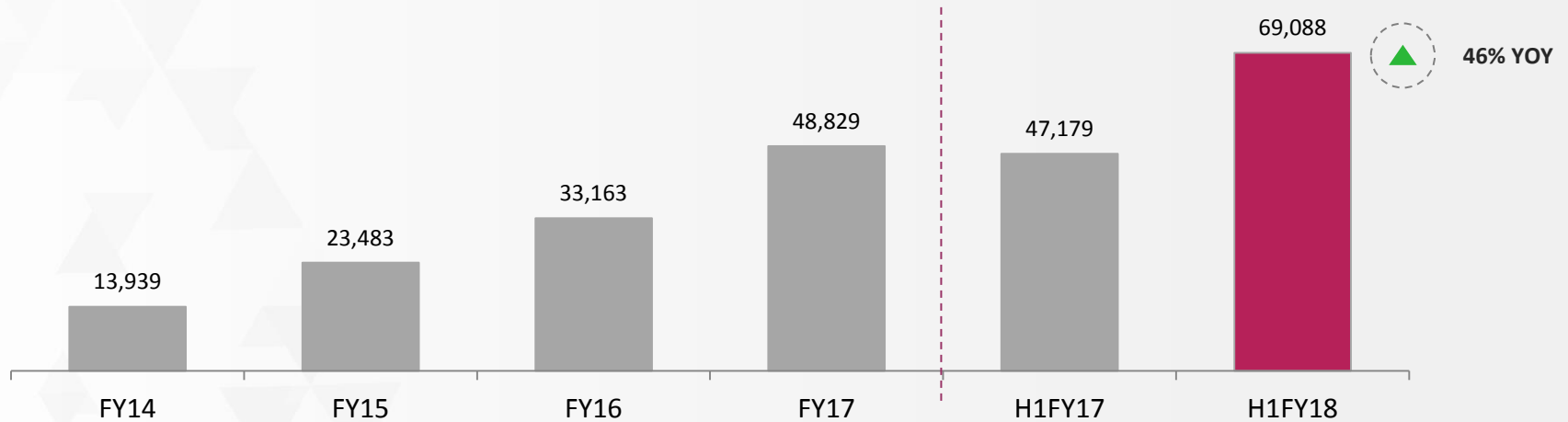
### Trend in Income and PAT



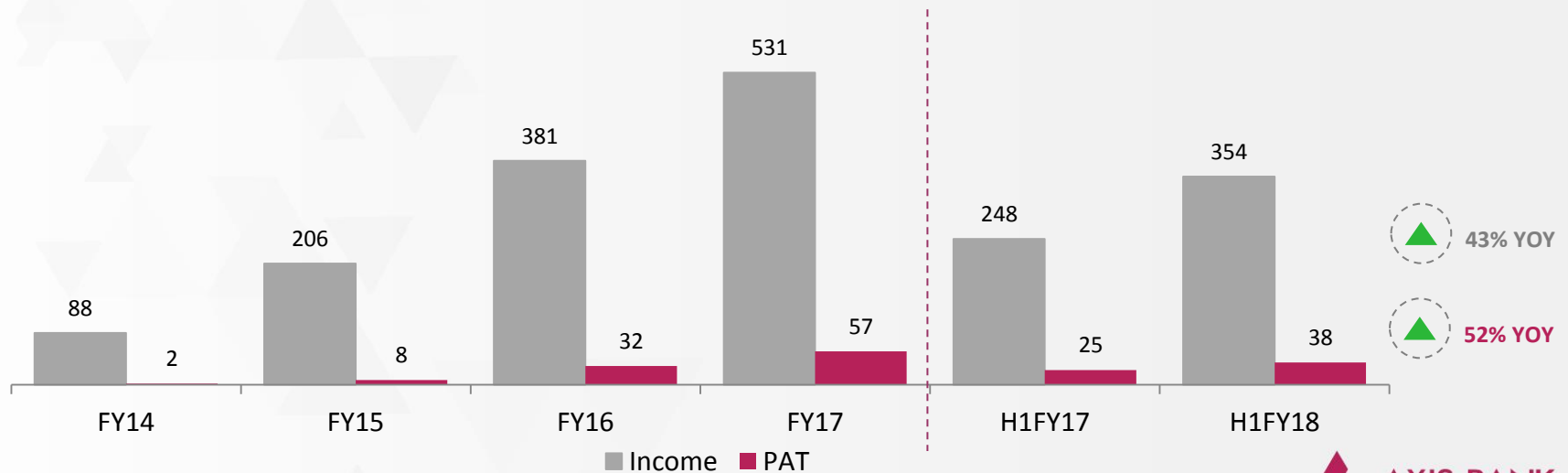
# Axis AMC : Consistently gaining market share

All figures in ₹ Crores

## Average AUM has shown strong growth



## Strong Growth in Income and PAT



Financial Highlights

Business Segment performance

Asset Quality

Shareholder Returns and Capital Position

Subsidiaries' Performance

Other important information

# Treasury Portfolio and Non-SLR Corporate Bonds

Investment Bifurcation	Book Value* (₹ Crores)
Government Securities <sup>1</sup>	103,364
Corporate Bonds <sup>2</sup>	28,333
Others	12,478
<b>Total Investments</b>	<b>144,176</b>

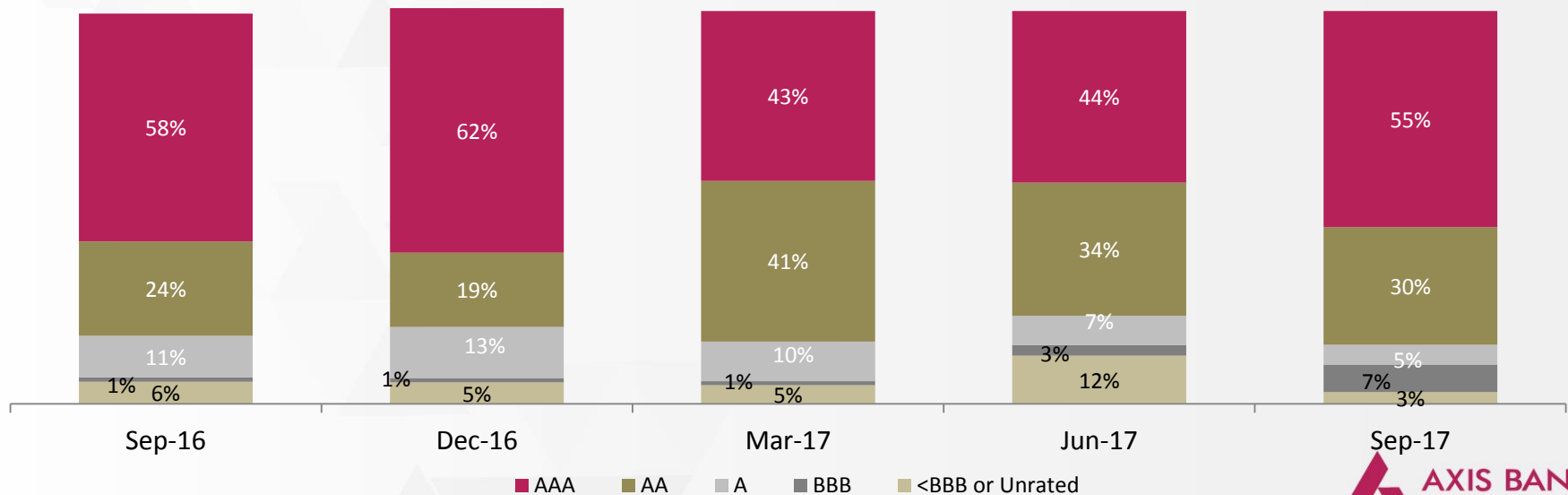
Category	Proportion
Held Till Maturity (HTM)	60%
Available For Sale (AFS)	34%
Held For Trading (HFT)	6%

\* as on Sep 30, 2017

<sup>1</sup> 83% classified under HTM category

<sup>2</sup> 85% classified under AFS category

## 90% of Corporate bonds\* have rating of at least 'A'



\*Only includes standard investments

# Movement in NPA's

All figures in ₹ Crores

		Q2FY17	Q3FY17	Q4FY17	Q1FY18	Q2FY18
<b>Gross NPAs - Opening balance</b>	<b>A</b>	9,553	16,379	20,467	21,280	22,031
Fresh slippages	B	8,772	4,560	4,811	3,519	8,936
Upgradations & Recoveries	C	1,073	350	2,804	306	1,048
Write offs	D	873	122	1,194	2,462	2,517
<b>Gross NPAs - closing balance</b>	<b>E = A+B-C-D</b>	16,379	20,467	21,280	22,031	27,402
Provisions incl. interest capitalisation	F	8,618	12,172	12,654	12,265	13,350
<b>Net NPA</b>	<b>G = E-F</b>	7,761	8,295	8,627	9,766	14,052
Accumulated Prudential write offs		2,901	2,818	3,221	5,487	7,687
Provision Coverage Ratio*		60%	64%	65%	65%	60%

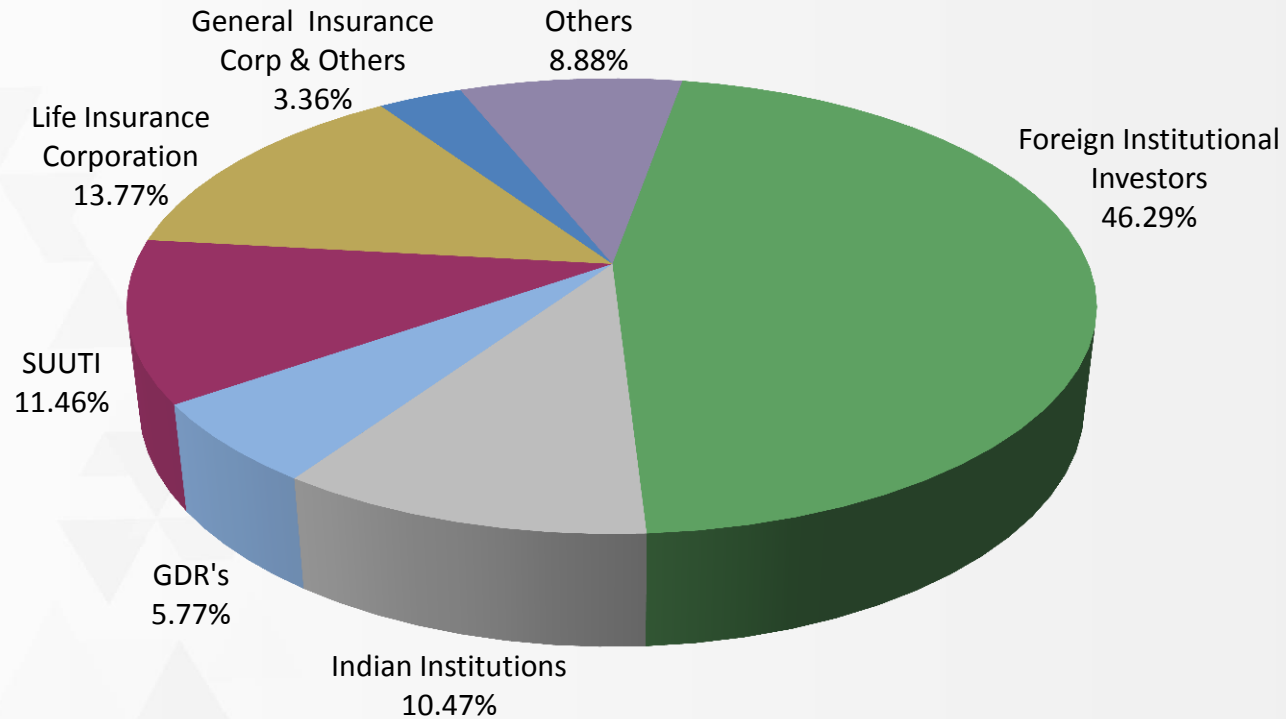
## Details of Provisions & Contingencies charged to Profit & Loss Account

	Q2FY17	Q3FY17	Q4FY17	Q1FY18	Q2FY18
For Loan losses	3,648	3,576	1,834	2,091	3,335
For Standard assets**	(22)	(81)	199	(6)	18
For SDR and S4A accounts	9	17	249	92	39
For Investment depreciation	(37)	32	262	40	(137)
Other provisions	25	252	37	125	(115)
<b>Total Provisions &amp; Contingencies (other than tax)</b>	3,623	3,796	2,581	2,342	3,140

\* including prudential write-offs

\*\* including unhedged foreign currency exposures

# Shareholding Pattern (as on September 30, 2017)



➤ Share Capital	₹480 crores
➤ Shareholders' Funds	₹56,172 crores
➤ Book Value Per Share	₹234
➤ Diluted EPS (H1FY18)	₹14.42
➤ Market Capitalization	₹124,766 crores (as on October 16, 2017)

& 1 GDR = 5 shares

As on September 30, 2017, against GDR issuance of 62.70 mn, outstanding GDRs stood at 27.68 mn

# Major awards won by the Bank and its subsidiaries



**Banking Technology  
Excellence Award 2017 for  
Digital Banking**



**Best Investment Bank in  
India**



**Bank of the Year in India  
– The Banker Awards 2016**



**Excellence in Corporate  
Social Responsibility**

**CERTIFICATE  
OF MEMBERSHIP**

This is to certify that

Axis Bank

is a constituent company in the FTSE4Good Index Series



**FTSE4Good**

June 2017



**CX Innovator Best Omnichannel  
Customer Success Story**



**Thank You**