

## BUSINESS SEGMENT PERFORMANCE - WHOLESALE BANKING

# Ensuring every enterprise reaches its potential

Our Wholesale Banking segment supports India's thriving yet evolving enterprise ecosystem with a solutions-driven approach. Rooted in our belief in openness and collaboration, we remain dedicated to assisting businesses at every stage of their growth journey – whether expanding into new markets, transitioning to sustainable models, navigating complex challenges or supporting mature businesses stay resilient.

## Material Issues Linkage

M1

M2

M6

M7

## Capital Linkage



## SDGs Impacted



Our Wholesale Banking franchise serves diverse clients & their needs across Conglomerates, Large Corporates, Mid-sized companies, Infrastructure & Real Estate Entities, Public Sector Undertakings (PSUs), Government Institutions, Financial Intermediaries, Multi-National Companies & New Economy entities.

Through our integrated 'One Axis' approach, we offer a comprehensive suite of solutions spanning Credit, Trade, Capital markets, Advisory, Treasury, Forex & Derivatives, Transaction Banking and Digital services. Focusing on long-term relationships and sector-specific expertise, we continue to position ourselves as a Trusted Banking partner committed to enabling growth, resilience, and transformation across the enterprise landscape.



8%

Corporate advances growth (y-o-y)

9%

Corporate and Commercial Banking fee income growth (y-o-y)

6%

Current account deposits growth (y-o-y)

90%

Share of Corporate Advances to clients rated A- and above

~1.8x

Focus segment book\* growth vs overall book growth (y-o-y)

740 bps

Rise in focus segment contribution mix (from 15.3% to 22.7%) over the last 4 years

\*SBB+SME+Mid Corporate



## Strengthening Wholesale Banking in Fiscal 2025

### Building Capabilities and Empowering Bankers

In fiscal 2025, we launched a comprehensive learning and development program to equip our Relationship Managers with sharper insights, deeper customer empathy, and enhanced product knowledge. Initiatives such as the Credit Analyst Program, 1,000 Change Leaders, and Selling with Passion, supported by Coursera-based learning, ensured that our teams were not only trained but also transformed into *dil se open* bankers.

### Expanding Global Horizons through Partnerships

We forged a strategic partnership with Crédit Agricole Corporate & Investment Bank, France to unlock new opportunities for clients operating across in India and Europe to strengthen our capabilities in FI trade, renewable energy underwriting, aircraft financing, and syndication, ensuring our clients could access our global expertise delivered through a trusted local partner.

### Financing the Future with Purpose

We deepened our commitment to sustainable finance, securing India's first-ever Blue Loan of \$500 million from the International Finance Corporation (IFC). This milestone supports the financing of both green and blue projects, encompassing initiatives from renewable energy to sea and freshwater conservation. We enabled ₹19,500 crores in green funding, covering EV mobility, round-the-clock power, and sustainable infrastructure.

### Government & Ecosystem Engagement

We are a committed partner in the nation's growth journey. In fiscal 2025, we co-hosted the Defence Conclave 2025, with the theme, 'Atmanirbhar Defence – Empowering the Defence Ecosystem', to bolster the indigenous defence manufacturing in collaboration with the government, MSMEs and industry leaders. Aligned with the 'Make in India' and 'Invest in India' missions, we expanded our global

banking reach through GIFT City. We partnered with Invest India to attract investments into high-growth sectors, opening new pathways for national transformation. As the first bank to integrate with the government's Upyog platform, we have empowered over 60 local bodies with smart citizen services, ranging from QR-based tax collection to drone-enabled disaster response.

### Digital & AI-Led Transformation

We launched our e-commerce Centre of Excellence (CoE) to tap into India's booming \$400 billion D2C market in collaboration with fintech aggregators. We also advanced the use of Gen AI, driving smarter decision-making, sharper customer insights, and greater operational efficiency of the Wholesale Banking ecosystem.

#### KEY HIGHLIGHTS

**₹10 lakh crores**

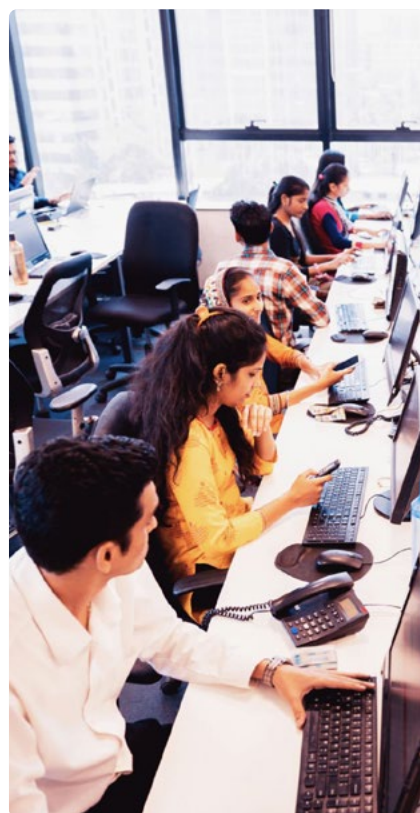
Doubled Assets under Custody (AUC) powered by the UTI Mutual Fund mandate

**₹19,500 million**

Green funding enabled during the year by the Bank

**\$500 million**

India's first-ever Blue Loan secured by the Bank from IFC in fiscal 2025



## Commercial Banking Group (CBG)

CBG is a critical and vital segment of the Bank, contributing significantly to business growth and profitability. As per the Bank's motto, '**Har raah dil se open**' – Our commitment to open every window of opportunity," CBG caters to the evolving needs of MSMEs across the entire customer value chain. This includes loans, trade/forex, liabilities, and fee-based products, providing tailored banking solutions for business owners and employees and ensuring seamless financial support at every stage of their journey.

CBG's vast network of 155 dedicated MSME centres enables the delivery of contextual, relationship-driven banking, empowering businesses with the tools and insights they need to operate more efficiently and grow confidently.

CBG's Digital-first approach and robust credit delivery framework have enhanced reach and engagement during fiscal 2025.

The advanced digital renewal journey streamlined loan servicing. Our relationship managers, equipped with real-time data through advanced digital tools, played a key role in delivering proactive, personalised service.

In fiscal 2025, the CBG segment made substantial contributions to Priority Sector Lending (PSL), aligning its efforts with national developmental goals while strengthening its liability portfolio to enhance stability and profitability.

The Bank's PSL engine generates stable and high-quality PSL for the bank.



### KEY HIGHLIGHTS OF FISCAL 2025

**₹1.19** lakh crores  
SME Advances  
(14% y-o-y growth)

**8.3%**  
Market share as % of overall Industry MSME credit

**71%**  
SME loans rated SME3 or better

**88%**  
SME loans are PSL compliant

## Medium Enterprises Group (MEG)

Medium-sized enterprises are the backbone of India's economic growth across various sectors, including trade, wholesale, retail, food processing, textiles, and steel. Our Medium Enterprises (ME) franchise continues to play a critical role in enabling these businesses to scale efficiently, expand sustainably, and thrive in a dynamic environment.

In fiscal 2025, the ME franchise delivered strong growth, led by targeted financial solutions, agile servicing, and deep relationship engagement. Our bankers work closely with enterprises to help them realise their ambitions and provide them with insightful advice, seamless onboarding, and digital-first support. This year's momentum was driven by a focus on risk-calibrated lending, proactive digital adoption, and our commitment to making banking more accessible, relevant, and responsive to the needs of growing enterprises.

### KEY HIGHLIGHTS

**18%**  
Loan book growth (y-o-y)

**56%**  
Customers digitally onboarded



## Treasury

The Bank continued to offer a broad range of treasury and market solutions, including forex, derivatives, debt capital markets, and loan syndication. Through *neo* for Markets, Treasury Sales advanced its role as a trusted provider of structured risk management solutions, while our trading desks continued to serve as active market makers. The Loan Syndication desk facilitated credit distribution and portfolio diversification across domestic and international markets. A key milestone was the early transition to the Murex Treasury System in December 2024, which enhanced risk management, efficiency, governance, and client experience.

# #1

Ranking in Bloomberg's DCM League table for calendar year 2024, reinforcing the Bank's leadership in debt capital markets

## 'One Axis'

The 'One Axis' initiative represents our commitment to providing a seamless, integrated banking experience through our diverse business segments and subsidiaries. Through this integrated platform, we offer a comprehensive suite of services, including lending, wealth management, insurance, investment banking, and transaction banking. By leveraging synergies across our ecosystem, we ensure comprehensive financial solutions tailored to our customers' needs.

### KEY HIGHLIGHTS

## A.TReDS

Partnership to streamline MSME payments

# 17

MoUs signed with state governments, including Telangana, Andhra Pradesh, Rajasthan, Gujarat, and Maharashtra, depending on engagement with government

# 60

Mandates executed by Axis Capital were with the Bank customers, thus providing end-to-end financial solutions

# 16%

Of Burgundy private relationships onboarded from Wholesale Banking clientele

# >50%

Of Axis Trustee's new business is originated through the Bank's clients reflecting strategic cross sell approach

# 1,092

Of new salary relationships originated from WBCG clients, thus enhancing value for corporate clients

## Charting the Road Ahead

### OUR GROWTH PILLARS FOR FISCAL 2026

#### Expanding Access

We are expanding our footprint in India's thriving startup ecosystem, offering entrepreneurs seamless access to banking, advisory, and capital through our hub-and-spoke model. Our efforts include contributing in the evolving fund ecosystem in collaboration with VCs, incubators, and policy platforms to support early and growth-stage ventures.

In line with our sustainability goals, we've introduced green and blue loans to finance eco-friendly and marine-focused projects, reinforcing our commitment to responsible banking and ESG-aligned growth.

#### Accelerating Digital Innovation

*neo* platform will drive innovative solutions for SaaS, AI, and fintech, focusing on real-time FX, API-led payments, and high-impact non-paytech segments, such as Insurtech, Wealthtech, and Lendingtech.

#### Delivering Seamlessly with 'One Axis'

Continue to deliver a seamless, connected experience through 'One Axis', offering a comprehensive range of services from capital raising to investment, estate planning, and employee banking through a single, customer-first relationship.