

AXIS/CO/CS/81/2016-17

26th April, 2016

#### The Assistant Vice President (Listing & Compliance) National Stock Exchange of India Limited Exchange Plaza, 5th Floor Plot No. C/1, "G" Block Bandra-Kurla Complex Bandra (E), Mumbai – 400 051

Attn.: Shri Avinash Kharkar

**The Deputy General Manager (Listing)** BSE Limited 1st Floor, New Trading Ring, Rotunda Building P. J. Towers, Dalal Street Fort, Mumbai – 400 001

Dear Sir(s),

Attn.: Shri Bhushan Mokashi

# SUB.: OUTCOME OF THE 168TH BOARD MEETING OF AXIS BANK LIMITED HELD ON 25TH APRIL, 2016

# REF: SEBI (LISTING OBLIGATIONS AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2015 ('LISTING REGULATIONS')

This is to inform you that at the 168<sup>th</sup> meeting of the Board of Directors of the Bank held on 25<sup>th</sup> April, 2016 and which continued on 26<sup>th</sup> April, 2016 which concluded upto 5.15 p.m., the following items of business were transacted by the Board:-

### AUDITED FINANCIAL RESULTS

 Reviewed and approved the Audited Financial Results of the Bank, for the quarter and financial year ended 31<sup>st</sup> March, 2016, the Audited Consolidated Financial Results for the year ended 31<sup>st</sup> March, 2016 and the Auditors Report issued by the Statutory Auditors of the Bank, in that regard, which have been reviewed by the Audit Committee of the Board at its meeting held earlier during the day and recommended the same for the approval of the Board.

In this connection, we also enclose herewith the said Financial Results, the Auditors Report, the Press Release and the Earnings Presentation for the quarter and financial year ended 31<sup>st</sup> March, 2016, which please note are being uploaded on the website of the Bank, in terms of the Listing Regulations.

#### DIVIDEND

2) Recommended payment of dividend @ Rs.5 per equity share of Rs. 2 each i.e. 250% on equity shares of the Bank for the approval of the Shareholders at the ensuing Annual General Meeting of the Bank to be held on 22<sup>nd</sup> July 2016. The said dividend, if approved, will be paid from 25<sup>th</sup> July 2016.

### 22ND ANNUAL GENERAL MEETING

3) To convene and hold the 22<sup>nd</sup> Annual General Meeting (AGM) of the Shareholders of the Bank on Friday, 22<sup>nd</sup> July, 2016 at 10.00 a.m., Ahmedabad, Gujarat, in terms of Section 96 of the Companies Act, 2013 and Rules made thereunder.

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Axis House, Wadia International Centre, Pandurang Budhkar Marg, Worli, Mumbai 400 025 Tel No :022 24252525 / 43252525. REGISTERED OFFICE : "Trishul" - 3rd Floor Opp. Samartheswar Temple, Near Law Garden, Ellisbridge, Ahmedabad - 380006. Telephone No. 079-26409322 Fax No. - 079-26409321 CIN: L65110GJ1993PLC020769 Website - www.axisbank.com



### RECORD DATE & BOOK CLOSURE

- 4) That the Register of Members and the Share Transfer Books of the Bank will remain closed from Saturday, 9<sup>th</sup> July, 2016 to Monday, 22<sup>nd</sup> July, 2016 (both days inclusive) for the purpose of determining the entitlement of dividend declared for the year ended 31<sup>st</sup> March, 2016 and the 22<sup>nd</sup> Annual General Meeting of the Bank.
- 5) The dividend on equity shares as recommended by the Board of Directors of the Bank, if approved by the Shareholders at the 22nd AGM of the Shareholders of the Bank to be held on 22nd July 2016, would be paid to those Members whose names appear in the Register of Members of the Bank/ the Statement of Beneficial Ownership maintained by the Depositories, as at the close of business hours on Friday, 8th July, 2016. The remittance of the said dividend through NECS/ NEFT/ RTGS and the dispatch of the dividend warrants would commence from Monday, 25th July, 2016 and would be completed by Friday, 5th August, 2016.

### BORROWING POWERS

6) Authorized the Bank to borrow/ raise funds in Indian Currency / Foreign Currency by issue of debt Instruments including but not limited to bonds (including Green Bonds) and non-convertible debentures upto Rs. 35,000 crores (Rupees Thirty Five Thousand crores only), in terms of Section 42 of the Companies Act, 2013 read with Rule 14 of the Companies (Prospectus and Allotment of Securities) Rules, 2014, the SEBI (Issue and Listing of Debt Securities) Regulations, 2008 and the Listing Regulations, subject to the approval of the Shareholders of the Bank at the 22<sup>nd</sup> AGM to be held on 22<sup>nd</sup> July 2016.

## MERGER OF AXIS PRIVATE EQUITY LIMITED WITH AXIS FINANCE LIMITED

- 7) Approved the merger of Axis Private Equity Limited with Axis Finance Limited. Please note that the said entities are unlisted wholly owned subsidiaries of the Bank. The details in this regard is as under:
  - a) Name of the entity(ies) forming part of the merger, details in brief such as, size, turnover etc.;

Merger of Axis Private Equity Limited (APE) with Axis Finance Limited (AFL), both being wholly owned subsidiaries of Axis Bank Limited. Axis Bank Limited is not a party to the scheme of merger.

(in crores) AFL 3368.04
372,99
3471.62
224.26

The details of the assets and revenue of these two companies are as under:

b) Whether the transaction would fall within related party transactions? If yes, whether the same is done at "arm's length";

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The aforesaid transaction is between two subsidiaries of the Bank and not directly with the Bank.

c) Area of business of the entity(ies);

Axis Private Equity Limited primarily carries on the activities of managing equity investments and provides venture capital support to businesses.

Axis Finance Limited is an NBFC and carries on the activities of loan against shares, margin trade funding, IPO financing, etc.

- d) Rationale for merger;
  - Axis Private Equity Limited is currently acting as an investment manager for Axis Infrastructure Fund 1 (AIF1), a trust registered under the Indian Trust Act, 1882 and registered as a venture capital fund with the Securities and Exchange Board of India. The Fund had made exit from all its investments & it is proposed to wound up Fund after settlement of certain disputes to which it is a party.
  - The Company is not undertaking any further business activities and is in existence for the limited purpose of the operational formalities to be completed in relation to the winding up of the AIF1 and resolution of certain litigation to which it is a party.
  - It is in its interest to consolidate and therefore merge the operations of Axis Private Equity Limited with Axis Finance Limited. The Merger would reduce the overall costs and compliance requirements for the Company.
  - The Board of Axis Private Equity Limited and Axis Finance Limited approved the proposal of merger of APE with Axis Finance Limited pursuant to the applicable provisions of the Companies Act, 1956, the Companies Act, 2013 and subject to requisite approval of the members/creditors of the Company, other statutory/regulatory authorities as may be applicable and required and the approval of High Court of Judicature at Bombay.
- e) In case of cash consideration amount or otherwise share exchange ratio;

Axis Bank Limited holds Equity Shares of Axis Private Equity Limited aggregating to Rs 1.5 crores. As per the Scheme, Axis Finance Limited will issue equivalent amount of shares i.e Rs 1.5 crores to Axis Bank Limited for acquiring Axis Private Equity Limited.

f) Brief details of change in shareholding pattern (if any) of listed entity.

APE and AFL are non listed entities. This merger has no effect on the shareholding pattern of Axis Bank Limited.

Also, please note that the blackout period will end after the close of business hours on Thursday, 28<sup>th</sup> April, 2016. Consequently, the trading window will commence from Friday, 29<sup>th</sup> April, 2016 and will continue to remain in force up to Thursday, 30<sup>th</sup> June, 2016 (both days inclusive).

Axis House, Wadia International Centre, Pandurang Budhkar Marg, Worli, Mumbai 400 025 Tel No :022 24252525 / 43252525. REGISTERED OFFICE ; "Trishul" - 3rd Floor Opp. Samartheswar Temple, Near Law Garden, Ellisbridge, Ahmedabad - 380006. Telephone No. 079-26409322 Fax No. - 079-26409321 CIN: L65110GJ1993PLC020769 Website - www.axisbank.com



You are requested to take note of above and arrange to bring the above to the notice of all concerned.

Thanking You,

Yours Sincerely, For Axis Bank Limited

Girish V Koliyote Company Secretary

Encl.: as above

Axis House, Wadia International Centre, Pandurang Budhkar Marg, Worli, Mumbai 400 025 Tel No :022 24252525 / 43252525. REGISTERED OFFICE : "Trishul" - 3rd Floor Opp. Samartheswar Temple, Near Law Garden, Ellisbridge, Ahmedabad - 380006. Telephone No. 079-26409322 Fax No. - 079-26409321 CIN: L65110GJ1993PLC020769 Website - www.axisbank.com

#### Axis Bank Limited

Regd. Office: 'Trishul', 3<sup>rd</sup> floor, Opp. Samartheshwar Temple, Law Garden, Ellisbridge, Ahmedabad - 380 006. Corporate Office: 'Axis House' C-2, Wadia International Centre, Pandurang Budhkar Marg, Worli, Mumbai - 400 025. CIN: L65110GJ1993PLC020769, Phone: 079-26409322, Fax: 079-26409321, Email: shareholders@axisbank.com

#### AUDITED ANNUAL FINANCIAL RESULTS FOR THE YEAR ENDED 31st MARCH, 2016

				Axis Bank				(₹ in lacs) Bank lidated)
	PARTICULARS	FOR THE QUARTER ENDED 31.03.2016	FOR THE QUARTER ENDED 31.12.2015	FOR THE QUARTER ENDED 31.03.2015	FOR THE YEAR ENDED 31.03.2016	FOR THE YEAR ENDED 31.03.2015	FOR THE YEAR ENDED 31.03.2016	FOR THE YEAR ENDED 31.03.2015
		(Audited refer note 2)	(Reviewed)	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)
1.	Interest earned (a)+(b)+(c)+(d)	10,898,96	10,193,33	9,697,08	40,988,04	35,478,60	41,409,25	35,727,46
(a)	Interest/discount on advances/bills	8,093,40	7,529,37	7,024,65	30,040,56	25,867,82	30,410,19	26,083,99
(b)	Income on Investments	2,420,80	2,292,82	2,334,52	9,377,59	8,447,75	9,425,85	8,476,08
(c)	Interest on balances with Reserve Bank of India and other inter-bank funds	63,84	68,76	67,08	295,25	231,26	296,26	232,02
(d)	Others	320,92	302,38	270,83	1,274,64	931,77	1,276,95	935,37
2.	Other Income (Refer note 5)	2,694,01	2,337,78	2,687,31	9,371,46	8,365,04	9,954,98	8,838,11
3.	TOTAL INCOME (1+2)	13,592,97	12,531,11	12,384,39	50,359,50	43,843,64	51,364,23	44,565,57
4.	Interest Expended	6,346,37	6,031,27	5,897,84	24,155,07	21,254,46	24,344,24	21,341,26
5.	Operating expenses (i)+(ii)	2,848,07	2,514,78	2,473,67	10,100,82	9.203,74	10,611,37	9,609,93
(i)	Employees cost	907,88	829,54	798,76	3,376,01	3,114,97	4,019,34	3,615,69
_(ii)	Other operating expenses	1,940,19	1,685,24	`1,674,91	6,724,81	6,088,77	6,592,03	5,994,24
6.	TOTAL EXPENDITURE (4+5) (Excluding Provisions and Contingencies)	9,194,44	8,546,05	8,371,51	34,255,89	30,458,20	34,955,61	30,951,19
7.	OPERATING PROFIT (3-6) (Profit before Provisions and Contingencies)	4,398,53	3,985,06	4,012,88	16,103,61	13,385,44	16,408,62	13,614,38
8.	Provisions (other than tax) and Contingencies (Net)	1,168,33	712,59	709,82	3,709,86	2,328,61	3,718,65	2,331,14
9.	Exceptional Items	-	-	-	-	-		-
10.	Profit/(Loss) from Ordinary Activities	3,230,20	3,272,47	3,303,06	12,393,75	11,056,83	12,689,97	11,283,24
11	before Tax (7-8-9)						4 222 20	
<u>11.</u> 12.	Tax expense Net Profit/(Loss) from Ordinary	1,075,92	1,097,17	1,122,47	4,170,09	3,699,01	4,332,38	3,834,76
12.	Activities after Tax (10-11)	2,154,28	2,175,30	2,180,59	8,223,66	7,357,82	8,357,59	7,448,48
13.	Extraordinary Items (net of tax expense)	-	-	-	_	-	-	-
	Net Profit/(Loss) for the period (12-13)	2,154,28	2,175,30	2,180,59	8,223,66	7,357,82	8,357,59	7,448,48
15.	Share in Profit/(Loss) of Associate						-	1,36
	Share of (Profit)/Loss of Minority Shareholders						(7.92)	(1.94)
	Consolidated Net Profit/(Loss) for the Group (14+15+16)						8,349,67	7,447,90
	Paid-up equity share capital (Face value ₹2/- per share)	476,57	475,78	474,10	476,57	474,10	476,57	474,10
20.	Reserves excluding revaluation reserves Analytical Ratios				52,688,34	44,202,41	53,082,19	44,475,49
(i)		NIL	NIL	NIL	NIL	NIL	NIL	NIL
(ii)	- Basel III	15.29%	13.90%	15.09%	15.29%	15.09%		
(iii)	period/year (before and after extraordinary items)							
	- Basic	9.05	9.15	9.22	34.59	31.18	35.12	31.56
15.0	- Diluted	9.01	9.09	9.13	34.40	30.85	34,93	31.23
(IV)	(a) Amount of Gross Non Performing assets	6,087,51	5,724,05	4,110,19	6,087,51	4,110,19		
	(b) Amount of Net Non Performing assets	2,522,14	2,514,09	1,316,71	2,522,14	1,316,71		
	(c) % of Gross NPAs	1.67	.1.68	1.34	1.67	1.34		
	(d) % of Net NPAs	0.70	0.75	0.44	0.70	0.44		
(v)	Return on Assets (annualized)	1.68	1.79	1.96	1.72	1.83	san ar fiù	29882E-20 5-97

BIGNED FOR IDENTIFICATION

#### Notes:

1. Statement of Assets and Liabilities of the Bank as on 31<sup>st</sup> March, 2016 is given below.

Dentite colored	As on 31.03.2016	As on 31.03.2015
Particulars	(Audited)	(Audited)
CAPITAL AND LIABILITIES		
Capital	476,57	474,10
Reserves and Surplus	52,688,34	44,202,41
Deposits	3,57,967,56	3,22,441,94
Borrowings	99,226,38	79,758,27
Other Liabilities and Provisions	15,108,77	1 <i>5,</i> 055,67
TOTAL	5,25,467,62	4,61,932,39
ASSETS		
Cash and Balances with Reserve Bank of India	22,361,15	19,818,84
Balances with Banks and Money at Call and Short Notice	10,964,29	16;280,19
Investments	1,22,006,20	1,17,550,21
Advances	3,38,773,72	2,81,083,03
Fixed Assets	3,523,17	2,514,31
Other Assets	27,839,09	24,685,81
TOTAL	5,25,467,62	4,61,932,39

- 2. The figures of last quarter are the balancing figures between audited figures in respect of the full financial year and the published year to date figures up to the end of third quarter of the current financial year which was subject to limited review.
- 3. The Board of Directors has recommended a dividend of ₹5.00 per share (250%) for the year ended 31<sup>st</sup> March, 2016 (previous year ₹4.60 per share (230%)), subject to the approval of the members at the ensuing Annual General Meeting.
- 4. In accordance with RBI circular DBR.8P.BC.No.31/21.04.018/2015-16 dated 16<sup>th</sup> July, 2015, the Bank has classified deposits placed with NABARD/SIDBI/NHB for meeting shortfall in Priority Sector Lending under 'Other Assets', which were hitherto included under 'Investments'. Similarly, interest income on such deposits has been classified under the head 'Interest Earned Others', which was hitherto included under 'Interest Earned Income on Investments'. Figures for the previous periods have also been regrouped to conform to current period's classification.
- 5. 'Other income' includes gains from securities' transactions, commission earned from guarantees/letters of credit, fees earned from providing services to customers, selling of third party products, ATM sharing fees.
- 6. During the quarter ended 31<sup>st</sup> March, 2016, the Bank allotted 39,17,061 equity shares pursuant to the exercise of options under its Employee Stock Option Scheme.
- 7. In accordance with RBI circular DBR.No.BP.BC.1/21.06.201/2015-16 dated 1st July, 2015 on 'Basel III Capital Regulations' and RBI circular DBR.No.BP.BC.80/21.06.201/2014-15 dated 31st March, 2015 on 'Prudential Guidelines on Capital Adequacy and Liquidity Standards Amendments', banks are required to make Pillar 3 disclosures including leverage ratio and liquidity coverage ratio under the Basel III framework. The Bank has made these disclosures which are available on its website at the following link: http://www.axisbank.com/investor-corner/baselIII-disclosures.aspx. The disclosures have not been subjected to audit or limited review by the statutory auditors of the Bank.
- 8. The above results have been approved by the Board of Directors of the Bank at its meeting held at Mumbai today.
- 9. Previous period figures have been regrouped and reclassified, where necessary, to make them comparable with current period figures.

IDENTIFICATION signed f 35 S.R. BATLIBOI & CO. LLP MUMBAI

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#### Axis Bank Limited Segmental Results

iegment Revenue reasury Corporate/Wholesale Banking Retail Banking Dther Banking Business Iotal	FOR THE QUARTER ENDED 31.03.2016 (Audited refer note 2) 16,861,01 6,405,24	FOR THE QUARTER ENDED 31.12.2015 (Reviewed)	Axis Bank FOR THE QUARTER ENDED 31.03.2015 (Audited)	FOR THE YEAR ENDED 31.03.2016 (Audited)	FOR THE YEAR ENDED 31.03.2015 (Audited)	Axis I (Consol FOR THE YEAR ENDED 31.03.2016 (Audited)	
reasury Corporate/Wholesale Banking Retail Banking Dther Banking Business	QUARTER ENDED 31.03.2016 (Audited refer note 2) 16,861,01 6,405,24	QUARTER ENDED 31.12.2015 (Reviewed)	QUARTER ENDED 31.03.2015	YEAR ENDED 31.03.2016	YEAR ENDED 31.03.2015	FOR THE YEAR ENDED 31.03.2016	FOR THE YEAR ENDED 31.03.2015
reasury Corporate/Wholesale Banking Retail Banking Dther Banking Business	(Audited refer note 2) 16,861,01 6,405,24		(Audited)	(Audited)			(Audited)
reasury Corporate/Wholesale Banking Retail Banking Dther Banking Business	6,405,24	14,744,95					(7.00.00)
Corporate/Wholesale Banking Retail Banking Other Banking Business	6,405,24	14,744,95					
etail Banking Dther Banking Business			14,406,50	60,190,66	51,781,35	60,226,13	51,803,76
Other Banking Business	0.0/1.00	5,763,84	5,909,25	23,348,42	21,105,60	24,025,45	21,700,01
Ģ	9,061,88	8,610,26	7,507,25	33,987,96	28,297,74	34,092,84	28,393,43
otal	323,88	201.94	335,52	894,73	875,53	1,082,08	884,95
	32,652,01	29,320,99	28,158,52	1,18,421,77	1,02,060,22	1,19,426,50	1,02,782,15
ess ; Inter segment revenue	19,059,04	16 <b>,789,88</b> -	15,774,13	68,062,27	58,216,58	68,062,27	58,216,58
ncome from Operations	13,592,97	12,531,11	12,384,39	50,359,50	43,843,64	51,364,23	44,565,57
iegment Results After Provisions & iefore Tax		÷.					
reasury	884.73	741,40	908.56	3,305,54	3,067,79	3,318,64	3,084,45
Corporate/Wholesale Banking		1,609,73		5,559,66	6,022,68	5,853,75	6,339,91
Retail Banking		748,61		2,742,56	1,177,52	2,760,38	1,208,26
Other Banking Business		172,73		785,99	788,84	757,20	650,62
otal Profit Before Tax	3,230,20	3,272,47	3,303,06	12,393,75	11,056,83	12,689,97	11,283,24
Capital Employed							
reasury	5,600,74	2,605,28	16,413,07	5,600,74	16,413,07	3,062,84	14,886,30
Corporate /Wholesale Banking	1,00,398,42	1,05,282,24	82,886,47	1,00,398,42	82,886,47	1.04,182,07	84,928,62
solborare, wholesale parking	(55,868,79)	(59,867,04)	(56,032,29)	(55,868,79)		(56,654,18)	(56,288,41)
Retail Banking	708,84	639,43	576,60	708,84	576.60	592,52	557,50
· •		2,386,85				0.000.00	865,58
tetail Banking	2,325,70		832,66	2,325,70	832,66	2,375,51	000,08
	easury orporate/Wholesale Banking etail Banking ther Banking Business o <b>tal Profit Before Tax</b> apital Employed easury orporate/Wholesale Banking etail Banking ther Banking Business	easury 884,73 orporate/Wholesale Banking 1,305,91 etail Banking 747,32 ther Banking Business 292,24 otal Profit Before Tax 3,230,20 apital Employed easury 5,600,74 orporate/Wholesale Banking 1,00,398,42 etail Banking 1,00,398,42 etail Banking 5,868,79) ther Banking Business 708,84	easury       884,73       741,40         orporate/Wholesale Banking       1,305,91       1.609,73         etail Banking       747,32       748,61         ther Banking Business       292,24       172,73         otal Profit Before Tax       3,230,20       3,272,47         apital Employed       5,600,74       2,605,28         easury       5,600,74       1,05,282,24         orporate/Wholesale Banking       1,00,398,42       1,05,282,24         etail Banking       (55,868,79)       (59,867,04)         ther Banking Business       708,84       639,43	easury       884,73       741,40       908,56         orporate/Wholesale Banking       1,305,91       1.609,73       1,743,86         etail Banking       747,32       748,61       333,53         ther Banking Business       292,24       172,73       317,11         otal Profit Before Tax       3,230,20       3,272,47       3,303,06         apital Employed       5,600,74       2,605,28       16,413,07         easury       5,600,74       1,05,282,24       82,886,47         orporate/Wholesale Banking       1,00,398,42       1.05,282,24       82,886,47         etail Banking       (55,868,79)       (59,867,04)       (56,032,29)         ther Banking Business       708,84       639,43       576,60	easury       884,73       741,40       908,56       3,305,54         orporate/Wholesale Banking       1,305,91       1,609,73       1,743,86       5,559,66         etail Banking       747,32       748,61       333,53       2,742,56         ther Banking Business       292,24       172,73       317,11       785,99         otal Profit Before Tax       3,230,20       3,272,47       3,303,06       12,393,75         apital Employed       5,600,74       2,605,28       16,413,07       5,600,74         easury       5,600,74       1,05,282,24       82,886,47       1,00,398,42         etail Banking       (55,868,79)       (55,867,04)       (56,032,29)       (55,868,79)         ther Banking Business       708,84       639,43       576,60       708,84	easury884,73741,40908,563,305,543,067,79orporate/Wholesale Banking1,305,911,609,731,743,865,559,666,022,68etail Banking747,32748,61333,532,742,561,177,52ther Banking Business292,24172,73317,11785,99788,84otal Profit Before Tax3,230,203,272,473,303,0612,393,7511,056,83apital Employed5,600,742,605,2816,413,075,600,7416,413,07easury5,600,741,00,398,42105,282,2482,886,471,00,398,4282,886,47orporate/Wholesale Banking1,00,398,42(55,868,79)(55,032,29)(55,868,79)(56,032,29)ther Banking Business708,84639,43576,60708,84576,60	easury       884,73       741,40       908,56       3,305,54       3,067,79       3,318,64         orporate/Wholesale Banking       1,305,91       1,609,73       1,743,86       5,559,66       6,022,68       5,853,75         stail Banking       747,32       748,61       333,53       2,742,56       1,177,52       2,760,38         ther Banking Business       292,24       172,73       317,11       785,99       788,84       757,20         otal Profit Before Tax       3,230,20       3,272,47       3,303,06       12,393,75       11,056,83       12,689,97         apital Employed       5,600,74       2,605,28       16,413,07       5,600,74       16,413,07       3,062,84         easury       5,600,74       1,05,282,24       82,886,47       1,00,398,42       1.04,182,07         orporate/Wholesale Banking       1,00,398,42       1,05,282,24       82,886,47       1,04,182,07         etail Banking       (55,868,79)       (59,867,04)       (56,032,29)       (56,032,29)       (56,654,18)         ther Banking Business       708,84       639,43       576,60       708,84       576,60       592,52

Note: Previous period figures have been regrouped and reclassified, where necessary, to make them comparable with current period figures.

Place: Mumbai Date: 26<sup>th</sup> April, 2016

SIGNED FOR IDENTIFICATION ΞY 16 2614 S.R. SATLIBOI & CO LP MUMBAI

For and on behalf of the Board

Apane

SHIKHA SHARMA MD & CEO

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www.axisbank.com

14th Floor, The Ruby 29 Senapati Bapat Marg Dadar (West) Mumbai-400 028, India Tel:+91 22 6192 0000 Fax:+91 22 6192 1000

Auditor's Report on Quarterly Financial Results and Year to Date Results of Axis Bank Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Reguirements) Regulations, 2015

#### To Board of Directors of Axis Bank Limited

- 1. We have audited the quarterly standalone financial results of Axis Bank Limited (the "Bank") for the guarter ended 31 March 2016 and the standalone financial results for the year ended 31 March 2016, attached herewith, being submitted by the Bank pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. Further, the disclosures relating to "Pillar 3 under Basel III Capital Regulations" and "Leverage Ratio" as have been disclosed on the Bank's website and in respect of which a link have been provided in aforesaid financial results have not been audited by us. The quarterly standalone financial results are the derived figures between the audited figures in respect of the year ended 31 March 2016 and the published year-to-date figures up to 31 December 2015, being the date of the end of the third quarter of the current financial year, which were subject to limited review. The standalone financial results for the quarter ended 31March 2016 have been prepared on the basis of the standalone financial results for the nine-month period ended 31 December 2015, the audited annual standalone financial statements as at and for the year ended 31 March 2016, and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and are the responsibility of the Bank's management and have been approved by the Board of Directors of the Bank. Our responsibility is to express an opinion on these standalone financial results based on our review of the standalone financial results for the nine-month period ended 31 December 2015 which were prepared in accordance with the recognition and measurement principles laid down in Accounting Standard (AS) 25, Interim Financial Reporting, specified under the Section 133 of the Companies Act 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India; our audit of the annual standalone financial statements as at and for the year ended 31 March 2016; and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- 2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
- 3. In our opinion and to the best of our information and according to the explanations given to us these quarterly standalone financial results as well as the year to date results:
  - i. are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; and
  - ii. give a true and fair view of the net profit and other financial information for the quarter ended 31 March 2016 and for the year ended 31 March 2016.



S.R. BATLIBOI & CO. LLP

Chartered Accountants

### **Axis Bank Limited** Report on Financial Results for the year ended 31 March 2016

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4. Further, read with paragraph 1 above, we report that the figures for the quarter ended 31 March 2016 represent the derived figures between the audited figures in respect of the financial year ended 31 March 2016 and the published year-to-date figures up to 31 December 2015, being the date of the end of the third guarter of the current financial year, which were subjected to a limited review as stated in paragraph 1 above, as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations,

For S.R. BATLIBOI & CO. LLP **Chartered Accountants** ICAI Firm registration number: 301003E

per Viren H. Mehta Partner Membership No.: 048749 Place of Signature: Mumbai Date: 26 April 2016

#### PRESS RELEASE

AXIS BANK

### AXIS BANK ANNOUNCES FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31st MARCH 2016

	Results at a Glance
•	Net Profit for Q4FY16 shrunk 1% YOY to ₹2,154 crores while Net Profit for FY16 grew 12% YOY to ₹8,224 crores
•	Net Interest Income and Core Operating Profit for Q4FY16 grew well at 20% YOY and 15% YOY respectively. Net Interest Margin for Q4FY16 stood at 3.97%
	The Bank's GNPA and Net NPA levels were stable at 1.67% and 0.70% respectively in Q4FY16 as against 1.68% and 0.75% respectively, in the previous quarter
	The Bank created a contingency asset provision of ₹300 crores taking the cumulative balance of contingency asset provisions to ₹480 crores as at March 31, 2016
	Net Advances grew 21% YOY, led by Retail Credit which grew 24% YOY and followed by Corporate Credit which grew 22% YOY
	<ul> <li>The Bank's Retail franchise registered strong performance</li> <li>CASA, for Q4FY16, grew 17% YOY and constituted 47% of Total Deposits as on 31<sup>st</sup> March 2016</li> <li>Savings Account balances grew 20% YOY and stood at ₹1,05,793 crores</li> </ul>
	<ul> <li>Refail Advances growth continues to be strong at 24% YOY</li> <li>Refail Advances now account for 41% of Net Advances of the Bank</li> <li>Refail Fee Income in Q4FY16 grew 15% YOY and constitutes 42% of Total Fee Income</li> </ul>
	Tier 1 Capital Adequacy of the Bank went up by 44 bps YOY, despite strong growth and challenging risk environment. Under Basel III, Total CAR & Tier I CAR stood at 15.29% and 12.51%

The Board of Directors of Axis Bank Limited approved the audited financial results for the quarter and year ended 31st March 2016 at its meeting held in Mumbai on Tuesday, 26th April 2016.

### Profit & Loss Account: Year ended 31st March 2016

### Core Operating Profit and Net Profit

Earnings quality remained good with the Bank showing a healthy financial performance in terms of growth in core revenues for the quarter and full year ended 31st March 2016. The Bank's Core Operating Profit for Q4FY16 grew 15% YOY to ₹4,134 crores, and for FY16 grew by a robust 21% YOY to ₹14,612 crores. The Net Profit for FY16 grew 12% YOY to ₹8,224 crores. Net Profit for Q4FY16 stood at ₹2,154 crores.

#### Net Interest Income and Net Interest Margin

The Bank's Net Interest Income (NII) grew 20% YOY to ₹4,553 crores during Q4FY16 from ₹3,799 crores in Q4FY15. Net interest margin for Q4FY16 remained healthy and stood at 3.97%. NII for FY16 also rose 18% YOY to ₹16,833 crores from ₹14,224 crores during FY15.

## AXIS BANK

#### Other Income

Other income (comprising fee, trading profit and miscellaneous income) for Q4FY16 stood at ₹2,694 crores as against ₹2,687 crores during the same period last year. During FY16, other income grew 12% YOY and stood at ₹9,371 crores. Fee income for Q4FY16 grew 6% YOY to reach ₹2,254 crores. The key driver to the growth in fee income was Retail Banking, which grew by 15% YOY and constituted 42% of the Bank's total fee income. Treasury & DCM fee performance too was healthy and grew 12% YOY to constitute 10% of the total fee income of the Bank. During FY16, fee income grew 11% YOY primarily driven by 16% YOY growth in retail fee and 29% YOY growth in fee from Treasury & DCM segment.

### Balance Sheet: As on 31<sup>st</sup> March 2016

The Bank's Balance Sheet grew 14% YOY and stood at ₹5,25,468 crores as on 31st March 2016. The Bank's Advances grew 21% YOY to ₹3,38,774 crores as on 31st March 2016. Retail Advances grew 24% YOY and stood at ₹1,38,521 crores and accounted for 41% of the Net Advances of the Bank. If we were to include SME loans that qualify as regulatory retail, the share of retail loans to total loans would be 45%. Corporate credit grew 22% YOY and stood at ₹1,55,384 crores; and accounted for 46% of Net Advances. SME Advances grew 8% YOY and stood at ₹44,869 crores.

The book value of the Bank's investments portfolio as on 31st March 2016, was ₹1,22,006 crores, of which ₹87,020 crores were in government securities, while ₹23,079 crores were invested in corporate bonds and ₹11,907 crores in other securities such as equities, preference shares, mutual funds, etc.

CASA Deposits as on 31<sup>st</sup> March 2016 constituted 47% of total deposits. Savings Account balances grew at a strong 20% YOY, up from the 16% YOY growth we had last quarter. CASA, on a daily average basis, recorded a growth of 15%, in which Savings Bank Deposits recorded a growth of 14% YOY, while Current Account deposits grew by 16%. The proportion of CASA on a daily average basis remained at the same level as the previous quarter and constituted 40% of total deposits.

CASA and Retail Term Deposits constituted 81% of Total Deposits as on 31# March 2016 compared to 78% as on 31# March 2015.

### Capital Adequacy and Shareholders' Funds

The shareholders' funds of the Bank grew 19% YOY and stood at ₹53,165 crores as on 31<sup>st</sup> March 2016. The Bank is well capitalised. Under Basel III, the Capital Adequacy Ratio (CAR) and Tier I CAR as on 31<sup>st</sup> March. 2016 was 15.29% and 12.51% respectively.

#### Dividend

The Board of Directors have recommended dividend of ₹x.xx per equity share of face value of ₹2 per equity share for the year ended 31<sup>st</sup> March 2016, against ₹4.60 per equity share of face value of ₹2 per equity share for the previous year. This would be subject to approval by the shareholders at the next annual general meeting

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#### Asset Quality

As on 31<sup>st</sup> March 2016, the Bank's GNPA and Net NPA levels were 1.67% and 0.70% respectively, as against 1.68% and 0.75% respectively as on 31<sup>st</sup> December 2015. As on 31<sup>st</sup> March 2016, the Bank's provision coverage, as a proportion of Gross NPAs including prudential write-offs, was 72%. The provision coverage before accumulated write-offs was 83%. During the quarter, the Bank created a contingency asset provision of ₹300 crores taking the cumulative balance of contingency asset provisions to ₹480 crores as at March 31, 2016

As on 31st March 2016, the Bank's Gross NPA was ₹6,088 crores against ₹5,724 crores as on 31st December 2015. During the quarter, the Bank added ₹1,474 crores to Gross NPAs, Recoveries and upgrades were ₹780 crores and write-offs during the quarter were ₹330 crores. Further, the Bank sold ₹349 crores of NPA outstanding to an asset reconstruction company for a consideration of ₹110 crores of which cash consideration stood at ₹25 crores and the balance consideration was received as security receipts.

The cumulative value of net restructured advances as on 31st March 2016 stood at ₹8,072 crores, constituting 2.25% of net customer assets, compared to ₹7,745 crores, constituting 2.31% of net customer assets as on 31st December 2015.

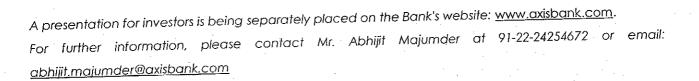
#### Network

During Q4FY16, the Bank added 99 branches to its network across the country, pushing up the tally to 315 new branches in FY16 compared to 187 branches opened in FY15. As on 31<sup>st</sup> March 2016, the Bank had a network of 2,904 domestic branches and extension counters situated in 1,855 centres compared to 2,589 domestic branches and extension counters situated in 1,714 centres last year. As on 31<sup>st</sup> March 2016, the Bank had 12,743 ATMs and 1,146 cash recyclers spread across the country.

#### International Business

The Bank has nine international offices with branches at Singapore, Hong Kong, Dubai (at the DIFC), Colombo and Shanghai; representative offices at Dubai, Abu Dhabi, Dhaka and an overseas subsidiary at London, UK. The international offices focus on corporate lending, trade finance, syndication and investment banking and liability businesses.

The total assets under overseas branches were USD 8.06 billion as on 31<sup>st</sup> March 2016.



AXIS BANK

		States and a strategy of the			₹	crore
Financial Performance	Q4FY16	Q4FY15	% Growth	FY16	FY15	% Growth
Net Profit	2,154.28	2,180.59	(1.21)	8,223.66	7,357.82	
EPS Diluted (₹)	36.22	37.03				
					00.00	
Net Interest Income	4,552.59	3,799.24	19.83	16,832.97	14,224.14	18.34
Other Income	2,694.01	0 (97.01				
- Fee Income		2,687.31	0.25	9,371.46	8,365.04	12.03
- Trading Income	2,253.82	2,124.02	6.11	7,501.97	6,778.98	10.67
	95.12	274.86	(65.39)	1,246.91	1,134.94	9.87
- Miscellaneous Income	345.07	288.43	19.64	622.58	451.12	38.01
Operating Revenue	7,246.60	( 19/ 55				
Core Operating Revenue*		6,486.55	11.72	26,204.43	22,589.18	16.00
	6,982.56	6,055.98	15.30	24,712.64	21,268.08	16.20
Operating Expenses	2,848.07	2,473.67	15.14	10,100.82	9,203.74	9.75
perating Profit	4,398.53	4,012.88	9.61	16,103.61	13,385.44	20.31
ore Operating Profit** Core Operating Revenue = Operating Revenue	4,134.49	3,582.31	15.41	14,611.82	12,064.34	21.12

\* Core Operating Revenue = Operating Revenue - Trading Income - Gain on Repatriation of profit of overseas branches \*\* Core Operating Profit = Operating Profit - Trading Income - Gain on Repatriation of profit of overseas branches

₹ crore	
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		₹ crore
Condensed Unconsolidated Balance Sheet	As on 31 <sup>st</sup> March '16	As on 31 <sup>st</sup> March '15
CAPITAL AND LIABILITIES		
Capital		
Reserves & Surplus	476.56	474.10
Deposits	52,688.34	44,202.41
Borrowings	357,967.56	322,441.94
Other Liabilities and Provisions	99,226.38	79,758.27
Total	15,108.77	15,055.67
	525,467.61	461,932.39
ASSETS		
Cash and Balances with Reserve Bank of India and Balances with Banks and Money at Call and Short Notice	33,325.44	36,099.03
nvestments	122,006.20	
Advances		117,589.98
-ixed Assets	338,773.72	281,083.03
Other Assets	3,523.17	2,514.31
otal	27,839.08	24,646.04
	525,467.61	461,932.39

	₹ cror		crore
Business Performance	As on 31 <sup>st</sup> March 16	As on 31 <sup>st</sup> March	% Growth
BOSIFICIOSITICIONICAL	357,968	322,442	11.02
Total Deposits			
	169,445	144,400	17.34
Demand Deposits	105,793	88,292	19.82
- Savings Bank Deposits	63,652	56,108	13.44
- Current Account Deposits	47%	45%	
Demand Deposits as % of Total Deposits			
	188,523	178,042	5.89
Term Deposits			
Retail Term Deposits	121,955	106,581	14.43
Demand Deposits on a Cumulative Daily Average Basis	122,989	107,328	14.59
Demand Deposits as % Total Deposits (CDAB) for the full	40%	40%	
year			
	338,77	1 281,083	20.52
Net Advances (a) +(b) + (c)	155,38	1 127,644	21.73
(a) Corporate Credit			8.10
	44,86	9 41,507	0.10
(b) SME	138,52	111,932	23.75
(c) Retail Advances			
	122,00	6 117,590	3.76
Investments			
	525,46	8 461,932	13.75
Balance Sheet Size			
Net NPA as % of Net Customer Assets	0.70		
Net NPA as % of Net Customer Assets	1.67	% 1.34%	
Gross NPA as % of Gross Customer Assets			0.52
Equity Capital	47		
Shareholders' Funds	53,10		
Capital Adequacy Ratio (Basel III)	15.29		
	12.51		
- Tier I	2.78	3.02%	6

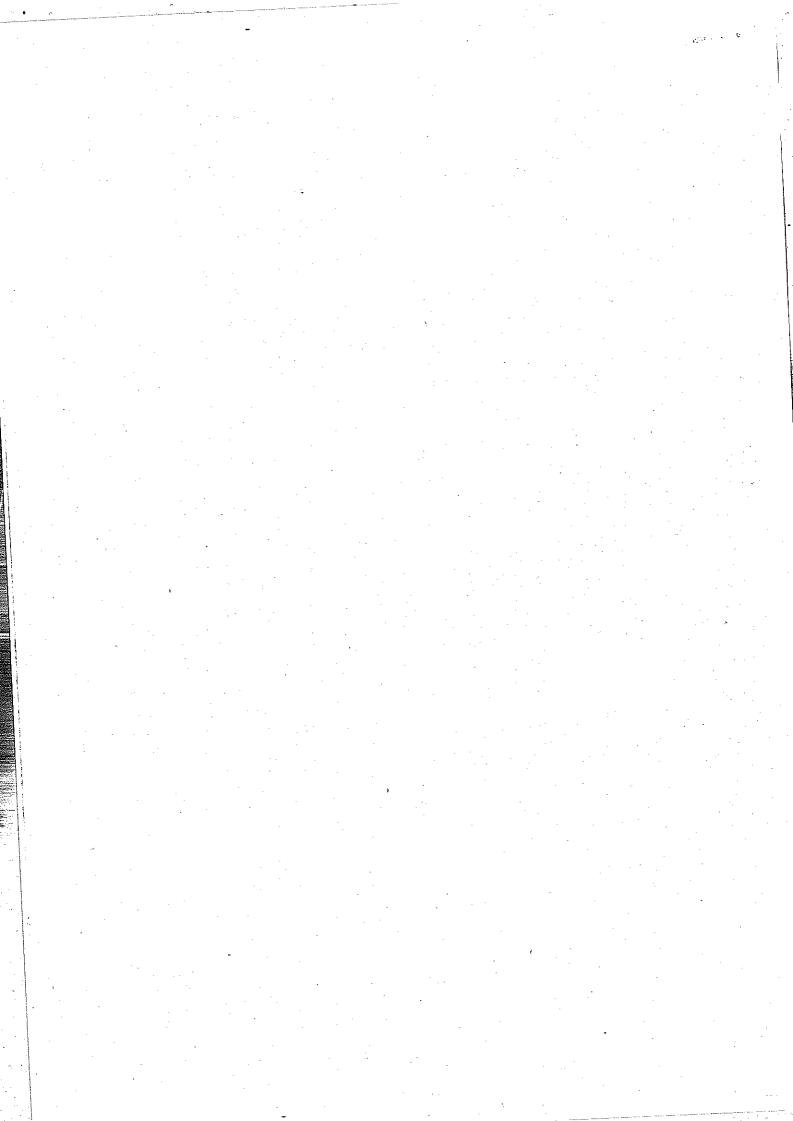
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In accordance with RBI circular DBR.BP.BC.No.31/21.04.018/2015-16 dated 16<sup>th</sup> July, 2015, the Bank has classified deposits placed with NABARD/SIDBI/NHB for meeting shortfall in Priority Sector Lending under 'Other Assets', which were hitherto included under 'Investments'. Figures for the previous periods have also been regrouped to conform to current period's classification.

### <u>Safe Harbor</u>

AXIS BANK

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.





# FY2015-16 Annual Results

# **Earnings Presentation**



# Safe Harbor

Except for the historical information contained herein, statements in this release which contain words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", "seek to", "future", "objective", "goal", "strategy", "philosophy", "project", "should", "will pursue" and similar expressions or variations of such expressions may constitute "forward-looking statements". These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, future levels of non-performing loans, our growth and expansion, the adequacy of our allowance for credit losses, our provisioning policies, technological changes, investment income, cash flow projections, our exposure to market risks as well as other risks. Axis Bank Limited undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

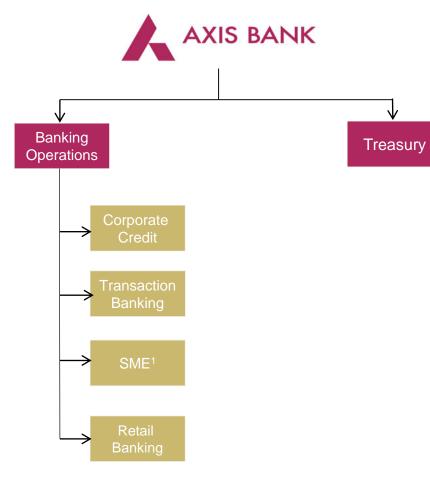
Introduction

Performance Overview

**Business Overview** 



# **Overview**



<sup>1</sup> Small and Medium Enterprises

<sup>2</sup> Include extension counters

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

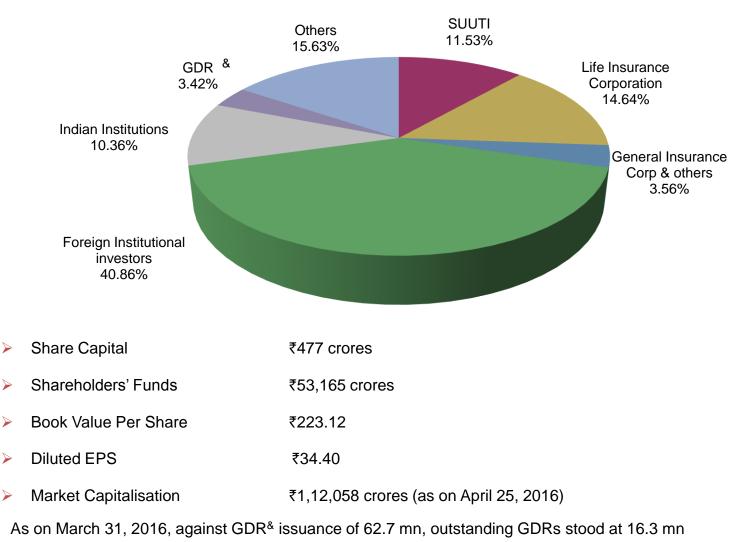
Snapshot (As on March 31, 2016)				
Total Assets	₹5,25,468 crores			
Net Advances	₹3,38,774 crores			
Total Deposits	₹3,57,968 crores			
Net Profit (Q4FY16)	₹2,154 crores			
Net Profit (FY16)	₹8,224 crores			
Shareholders' Funds	₹53,165 crores			
Diluted EPS (FY16)	₹34.40			
ROA (FY16)	1.72%			
ROE (FY16)	17.49%			
Net NPA Ratio	0.70%			
Basel III Tier I CAR	12.51%			
Basel III Total CAR	15.29%			
Saving Bank Accounts (No.)	172 lac			
Branches <sup>2</sup>	2,904			
International Presence <sup>3</sup>	9			
ATMs	12,743			

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# Shareholding Pattern (As on March 31, 2016)

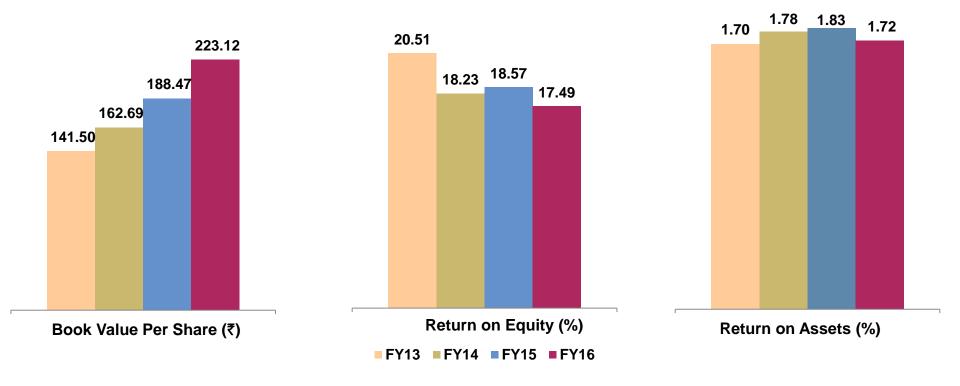
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<sup>&</sup>1 GDR = 5 shares

# **High Shareholder Returns**



A strong franchise demonstrating consistent value creation over time

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## Introduction

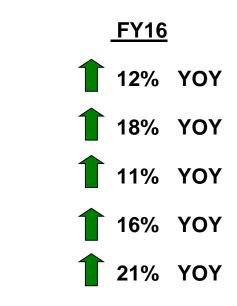
## **Performance Overview**

## **Business Overview**



# **Performance Highlights**

	<u>Q4FY16</u>
Net Profit	📕 1% YOY
Net Interest Income	<b>1</b> 20% YOY
Fee Income	<b>1</b> 6% YOY
Core Operating Revenue	15% YOY
Core Operating Profit	15% YOY
CASA <sup>1</sup>	17% YOY
CASA (Daily Average)	17% YOY
Total Deposits <sup>1</sup>	11% YOY
Total Advances <sup>1</sup>	1 21% YOY



<sup>1</sup> As on March 31 2016



# **Key Financial Highlights**

### Retail Franchise registered strong performance

- CASA Deposits for Q4FY16 grew 17% YOY and constitutes 47% of Total Deposits; Savings Bank Deposits for Q4FY16 grew well at 20% YOY
- Retail Advances growth remains strong at 24% YOY and accounts for 41% of Net Advances
- Retail Fee Income in Q4FY16 grew 15% YOY and constitutes 42% of Total Fee Income

### Stable Earnings Profile

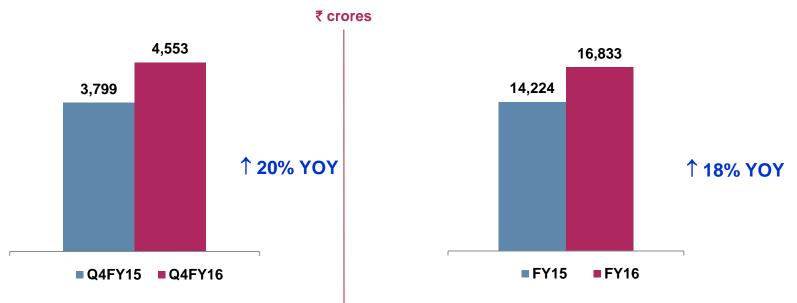
- Core Operating Revenue in Q4FY16 grew 15% YOY and stood at ₹6,983 crores
- Core Operating Profit in Q4FY16 grew 15% YOY and stood at ₹4,134 crores
- Return on Assets & Return on Equity for FY16 stood at 1.72% and 17.49% respectively

Well positioned for future growth with Tier I CAR of 12.51% & Total CAR of 15.29% under Basel III

Overall, a well capitalised Bank achieving consistently superior returns



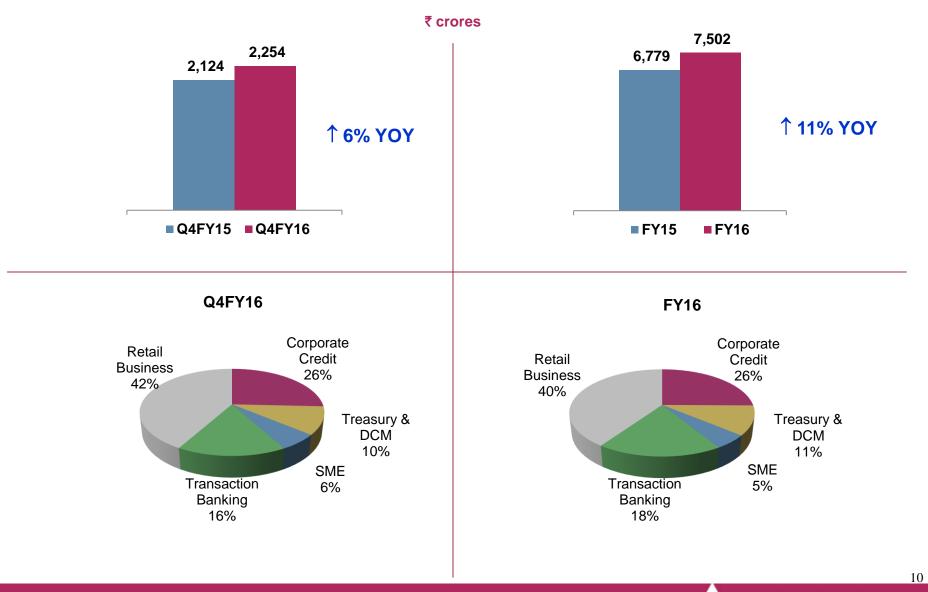
# **Growing Net Interest Income**



Trend in NII	(₹ crores)
FY13	9,666
FY14	11,952
FY15	14,224
FY16	16,833
CAGR	20%



# **Diversified Fee Income Profile**



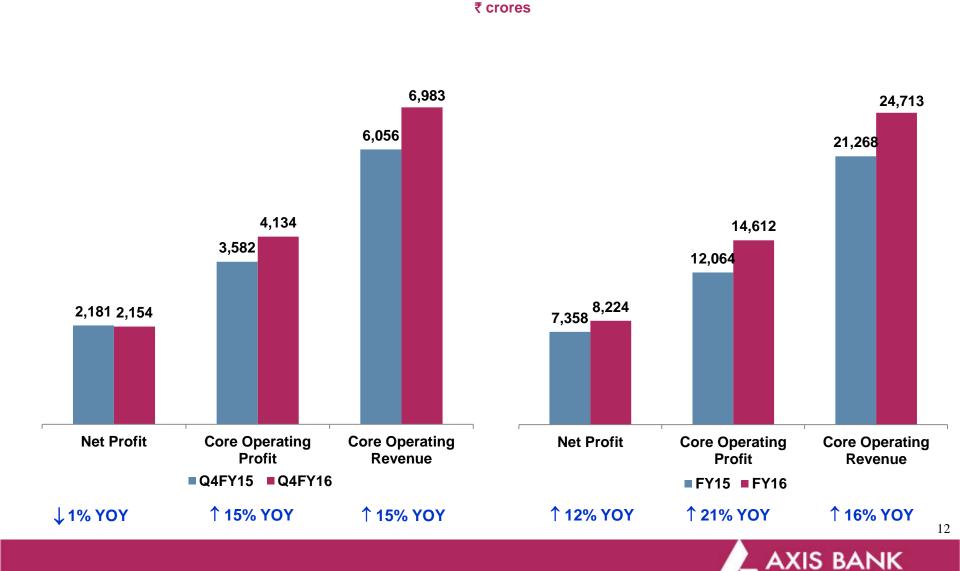
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## Granularity of fee income has increased steadily



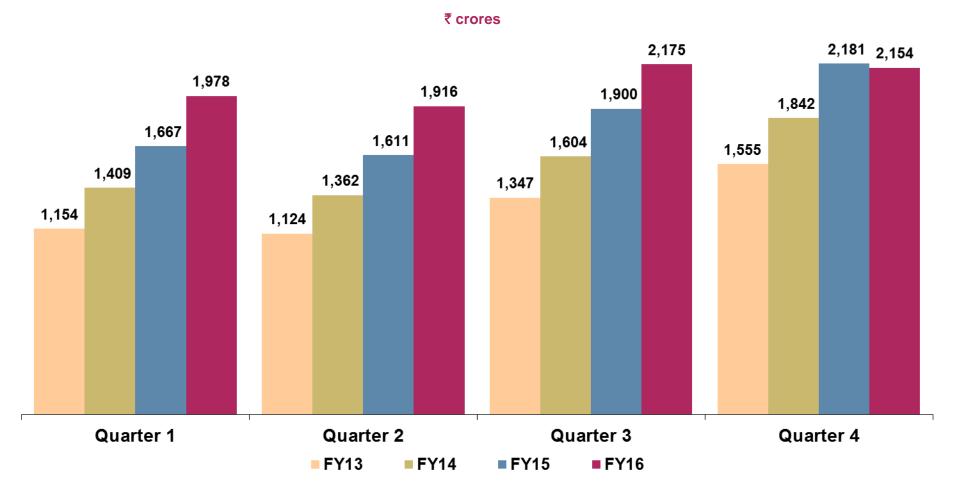
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## **Sustained Profitability Growth: Robust Operating Revenue**



# **Net Profit Growth**

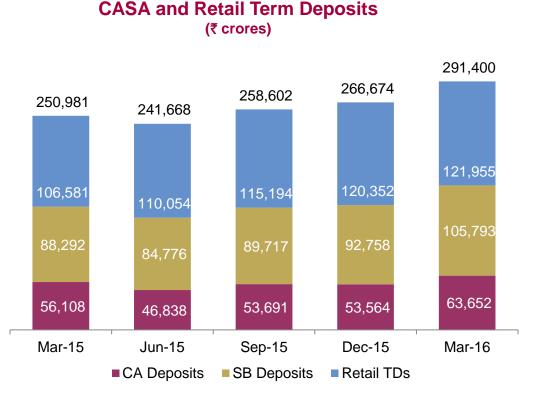
## **Quarterly Net Profits**



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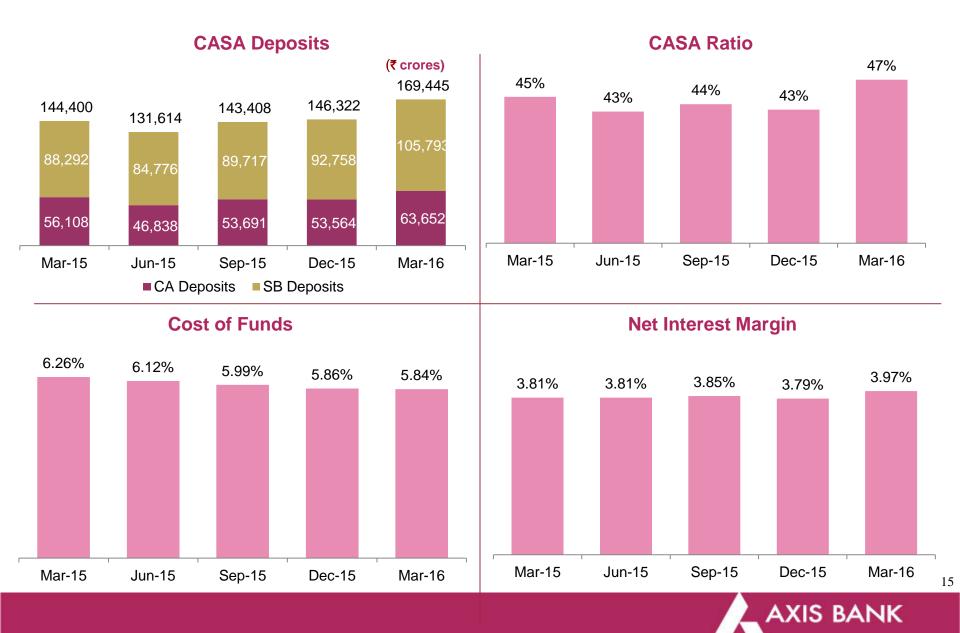
## **Stable CASA Growth Underpins Low-Cost Deposit Franchise**



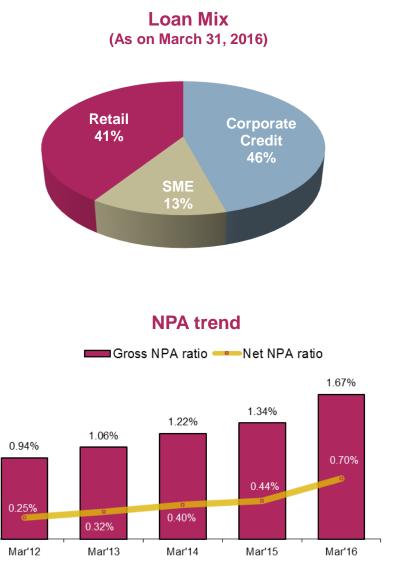
	Growth (%)	
As on March 31, 2016	End Day	Daily Average for the year
Savings Bank	20	14
CASA	17	15

- Share of Retail Term Deposits to Total Term Deposits stood at 65%
- CASA + Retail Term Deposits constitutes 81% of Total Deposits

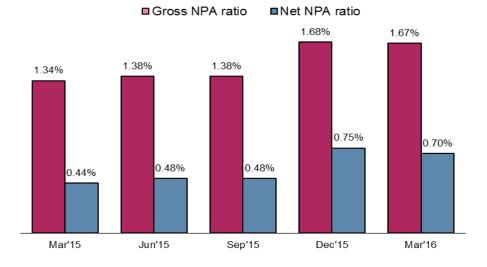
## **Strong CASA Franchise Supports Margin Stability**



## **Asset Quality**



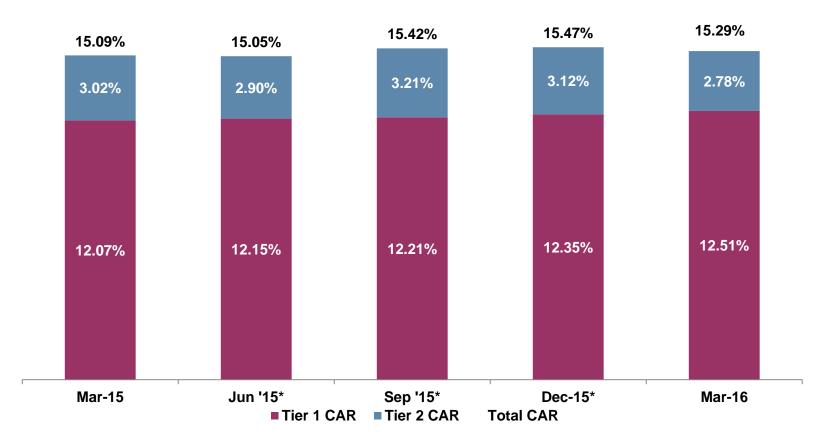
### **Asset Quality Ratios**



- Provision coverage of 72% as on 31<sup>st</sup> March 2016 including prudential write-offs
- Contingency asset provision of ₹300 crores created in Q4FY16. Outstanding contingency asset provision balance as at March 31, 2016 stood at ₹480 crores
- Net Cumulative restructured advances were ₹8,072 crores (2.25% of net customer assets) as on 31<sup>st</sup> March 2016
- NPA sale to ARC during the quarter was ₹349 crores; Sale consideration was ₹110 crores of which cash consideration received was ₹25 crores



# **Capital Adequacy: Well Positioned for Growth**



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

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AXIS BANK

## Introduction

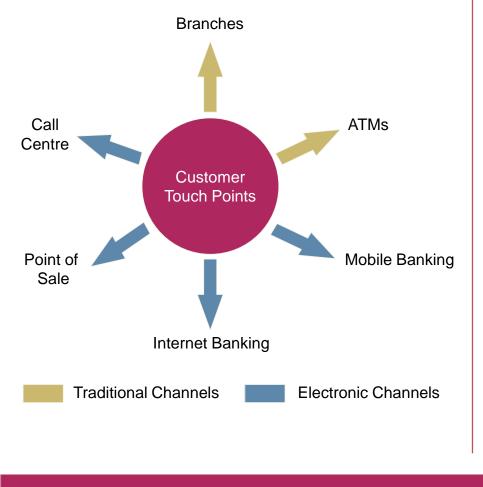
## Performance Overview

### **Business Overview**

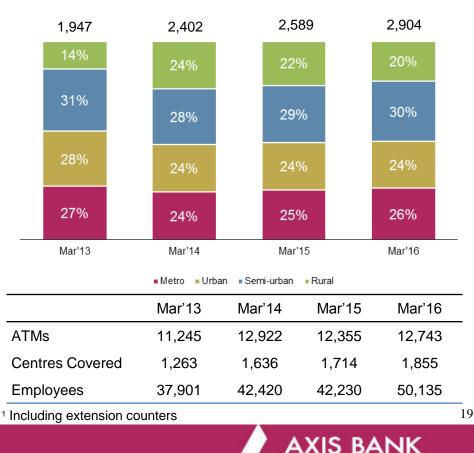


### Well distributed, countrywide network of Branches & ATMs

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

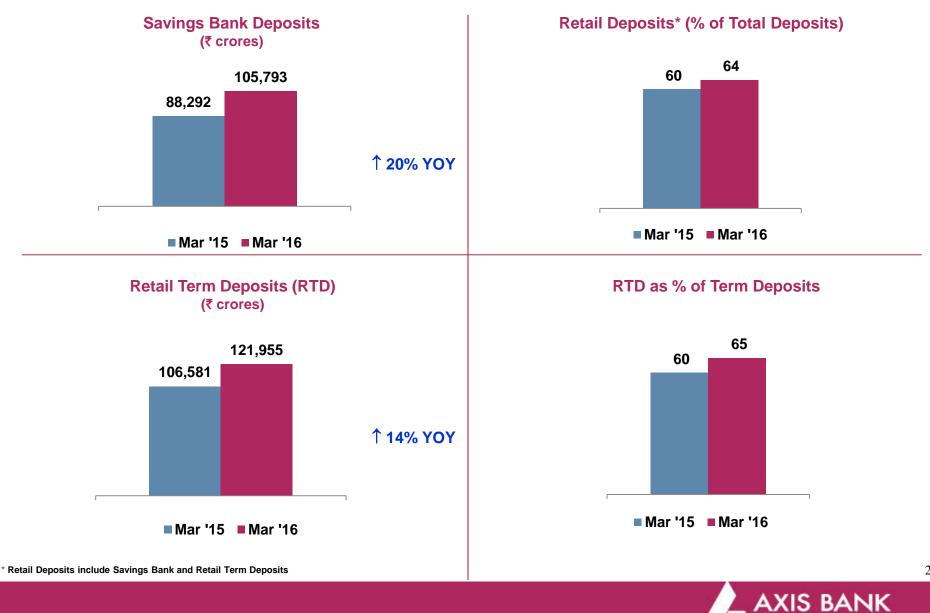


- Expanding footprint across centres
- One of the largest ATM networks in the industry



#### Domestic Branch network<sup>1</sup>

### **Retail Liabilities Exhibit Consistent Growth**

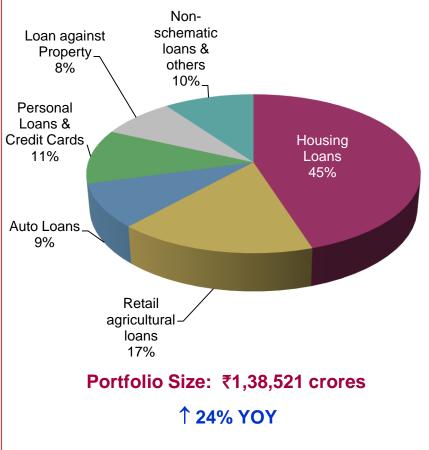


### **Sustained Traction in Retail Assets**

#### **Key Highlights**

- Maintain focus on secured lending with greater emphasis on mining existing liability customers
- Integrated strategy for tapping consumer lending opportunity in rural markets
- Retail Advances constitute 41% of Bank's Net Advances in March 2016
- Secured Loans make up 86% of Retail Loans
- Housing Loans account for 45% of Retail Loans

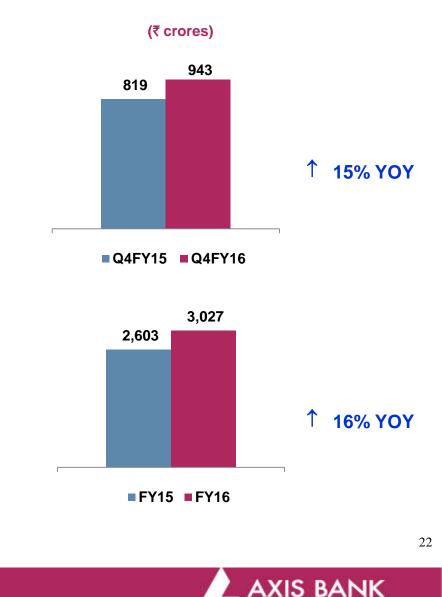
#### **Composition of Retail Advances**



### **Growth in Retail Fees**

### **Key Highlights**

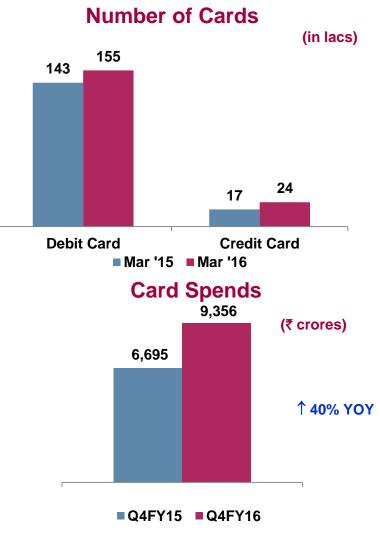
- Focus on cross-selling to existing customers is the key driver for growth
- Third-party products sold include mutual funds, insurance, on-line broking, portfolio management services (non-discretionary) and gold coins
- Healthy retail asset growth provides momentum to asset linked fees



## **Retail Payments Franchise**

#### **Key Highlights**

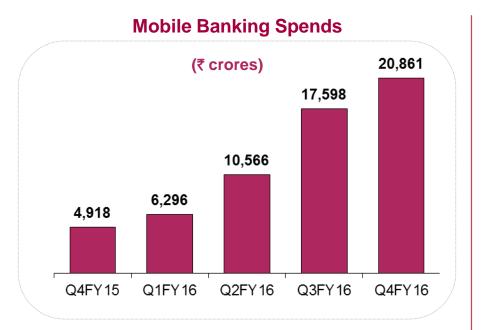
- One of the largest issuers of debit cards
- Fifth largest credit card issuer with over 24 lac credit cards in circulation
- Credit card acquisition focused on large retail depositor base
- Multi Currency Forex Cards in 15 currencies USD, Euro, GBP, AUD, CAD, SGD, SEK, CHF, JPY, AED, SAR, THB, NZD, HKD & ZAR; INR (for foreign nationals and NRIs)
- Prominent player in merchant acquiring business



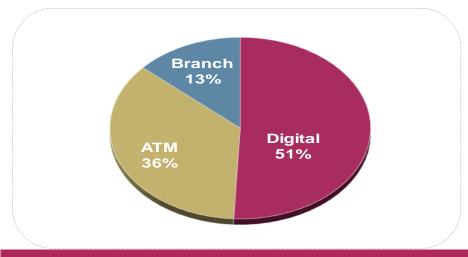
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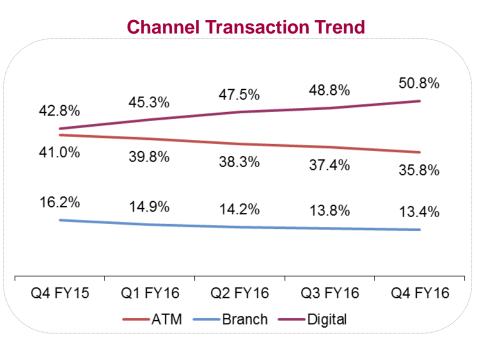
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# **Digital Banking**

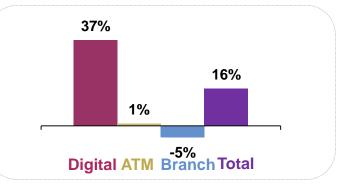


**Channel Mix – Q4FY16** 





**YOY growth** 



Note: Based on number of all financial transactions performed by individual customers

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### **Corporate Banking Franchise**

#### **Presence across the Value Chain**



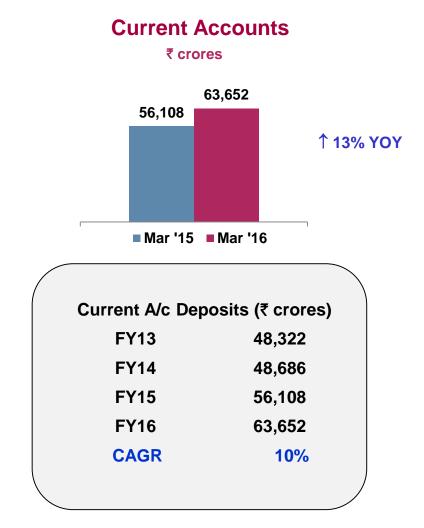
- Strong franchise spread across liability and asset businesses
- Adopted value generating Originate and Distribute Model
- Dominant player in placement and syndication of debt / loans
- Focus on building out a high quality portfolio of credit assets
- Rigorous and regular risk assessment of accounts



# **Transaction Banking**

#### **Key Highlights**

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



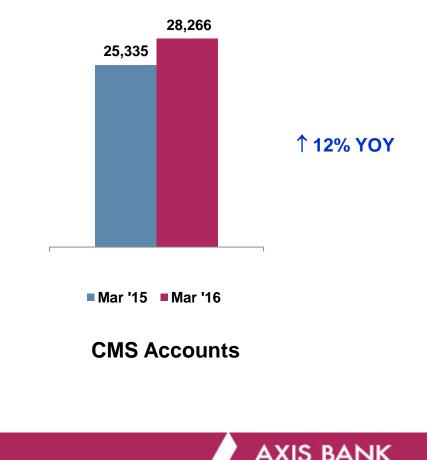
# **Transaction Banking**

#### **Government Business**

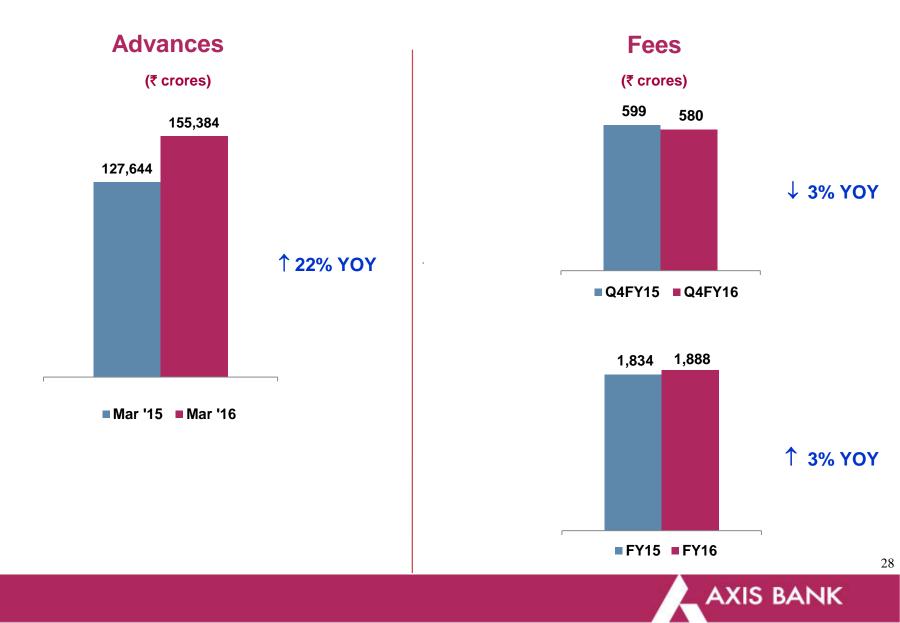
- Collection of Central Govt. taxes on behalf of CBDT and CBEC, including through e-payments
- Collection of state taxes & collections under Egovernance on behalf of 16 State Governments
- Collections and payments for Central Govt ministries - Railways, MOF, Urban Development and Housing & Urban Poverty Alleviation
- Empanelled for online disbursement of funds for Swachh Bharat (Urban) Mission by Central Govt. & Swachh Bharat (Rural) Mission by State of Orissa
- Part of E-Procurement projects for 3 states and 4 Large Public Sector Companies
- Empanelled for the prestigious Public Financial Management System by Government of India
- One of the authorized banks for opening PPF accounts through all branches
- PFRDA Trustee Bank & Collection Bankers for NPS subscriptions through all Branches

#### **Cash Management Business**

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



## **Corporate Banking**



### **Debt Capital Markets**

#### **Key Highlights**

- Dominant player in placement and syndication of debt issuances
- Ranked No. 1 debt arranger by Prime
   Database for nine months ended December
   2015
- Ranked No. 1 underwriter for ₹ Denominated Bonds by Bloomberg for quarter ended March 2016.
- Awarded 'Best DCM House' 2015 by Finance Asia
- Awarded 'Best Debt House in India' by Euromoney & Asiamoney for 2015

#### Placement & Syndication of Debt Issues





## Treasury

т

Investment Book as on 31<sup>st</sup> March 2016 stood at ₹1,22,006 crore

Investment Bifurcation	Book Value <sup>#</sup> (₹ crore)	Category	Proportion	Modified Duration*
Government Securities <sup>1</sup>	87,020	Held For Trading (HFT)	11%	2.60 years
Corporate Bonds <sup>2</sup>	23,079			
Others	11,907	Available For Sale (AFS)	32%	3.02 years
Total Investments	1,22,006	Held Till Maturity (HTM)	57%	6.18 years

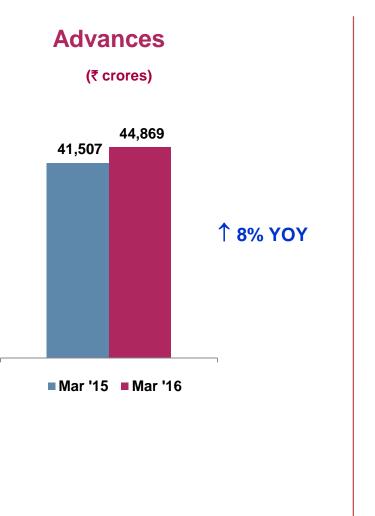
# as on 31st March 2016

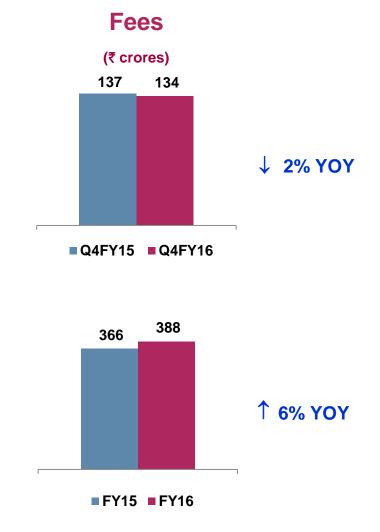
<sup>1</sup>79 % classified under HTM category

<sup>2</sup> 94 % classified under AFS category

\* For SLR & Corporate Bonds as on 31st March 2016

## **SME Banking**



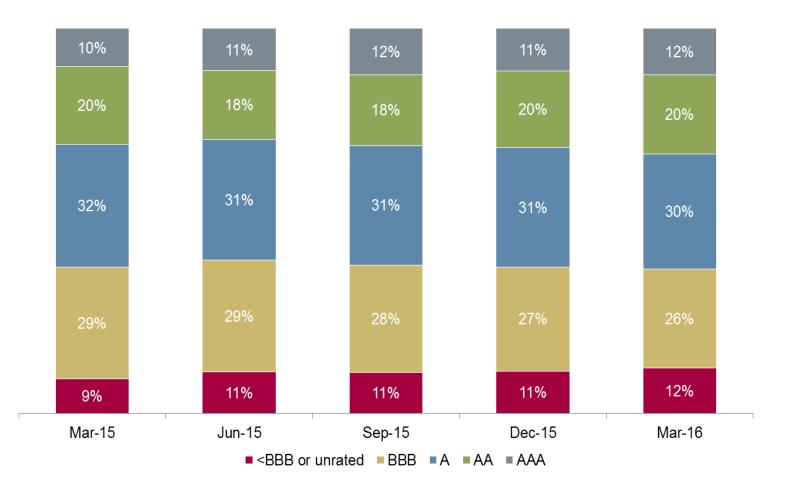


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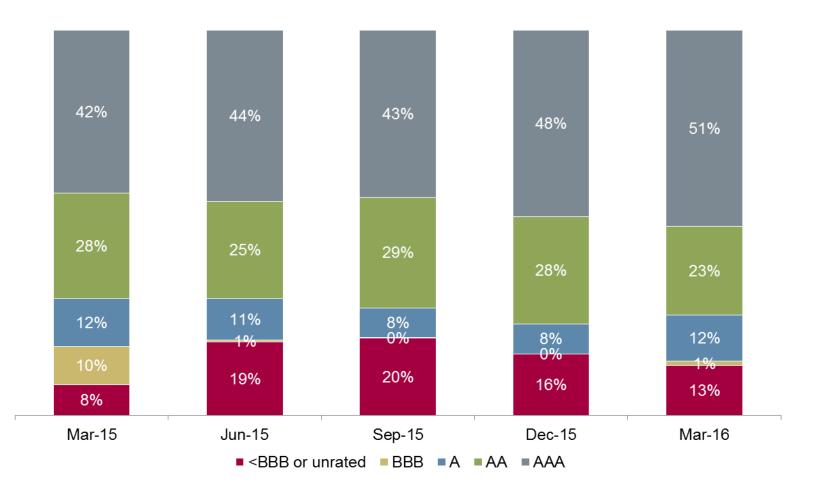
## **Rating Distribution: Corporate Banking Advances**

#### 62% of corporate advances have rating of at least 'A' in March 2016



## **Rating Distribution: Non SLR Corporate Bonds**

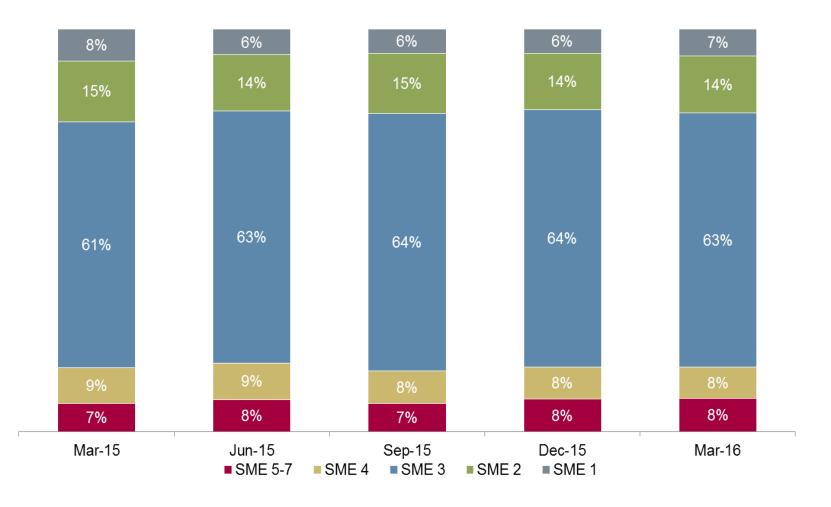
#### 86% of corporate bonds have rating of at least 'A' in March 2016





### **Rating Distribution: SME Advances**

#### 84% of SME advances have rating of at least 'SME3' in March 2016



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# **Industry-wise Distribution (Top 10)**

		Outstanding as on March 31, 2016 (%) <sup>1</sup>			
Rank	Sectors	Fund-based	Non-fund based	Total	
1.	Infrastructure <sup>2</sup>	6.75	9.95	7.47	
2.	Engineering & Electronics	3.29	17.86	6.56	
3.	Financial Companies <sup>3</sup>	4.56	12.35	6.31	
4.	Power Generation & Distribution	6.21	4.41	5.80	
5.	Trade	3.32	4.26	3.54	
6.	Real Estate	4.08	1.54	3.51	
7.	Iron & Steel	3.57	2.73	3.38	
8.	Petroleum & Petroleum Products	1.07	9.01	2.85	
9.	Food Processing	2.70	2.07	2.56	
10.	Telecommunication Services	1.26	6.62	2.46	

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

<sup>2</sup> Financing of projects (roads, ports, airports etc)

<sup>3</sup> Includes Housing Finance Companies and other NBFCs

### **International Presence**



Total Assets overseas stood at USD 8.06 billion



## **Some Awards & Recognition**



Ranked amongst the Top 75 safest banks in the world



Ranked Best Domestic Bank in India 2015







Best Corporate Payment Project – Technology Implementation Award 2015



### **Thank You**

