

AXIS BANK

FY 2011-12
First Quarter Results

Investor Presentation

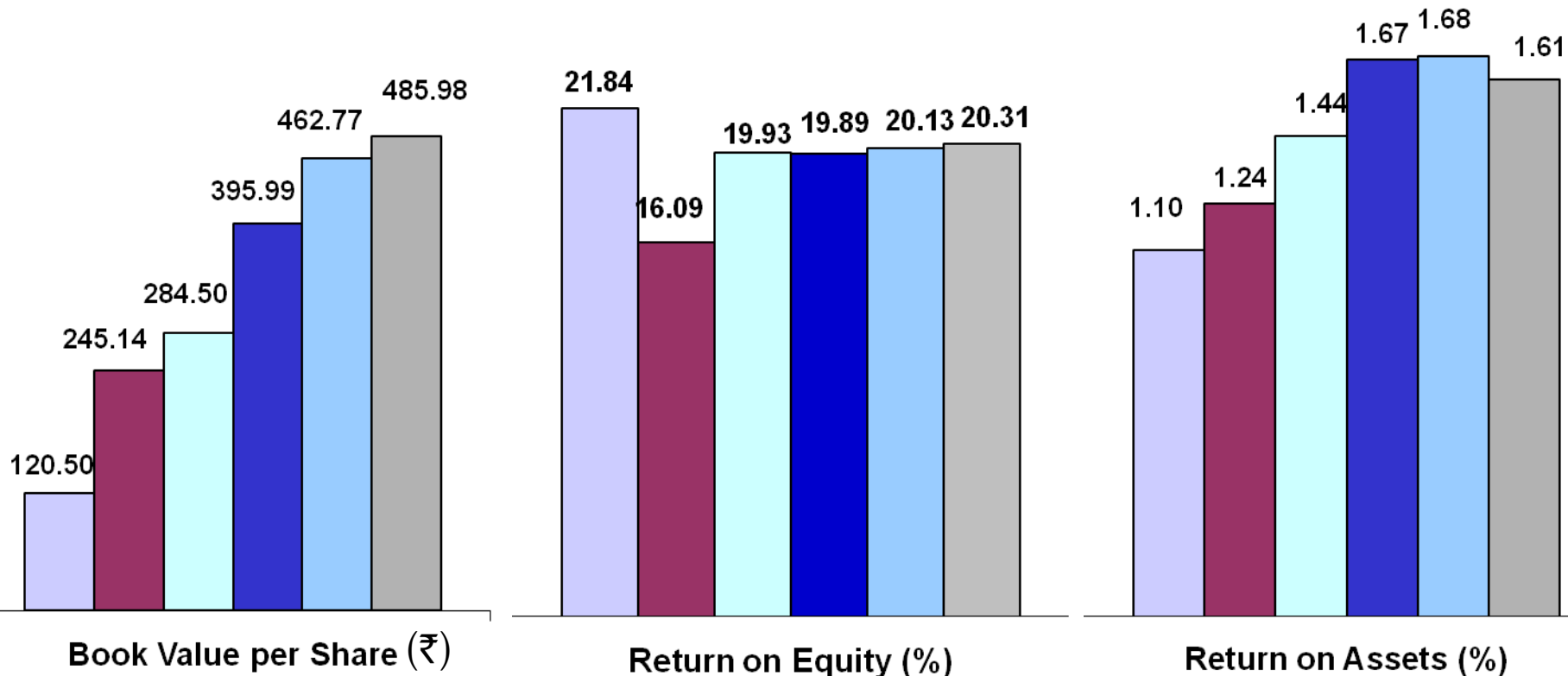
Performance Highlights

Q1FY12

Net Profit	↑ 27% YOY
Net Interest Income	↑ 14% YOY
Fee Income	↑ 42% YOY
Operating Revenue	↑ 15% YOY
Operating Profit	↑ 7% YOY
Net Interest Margin	3.28%
Cost of Funds	6.13%

Shareholder Returns

□ FY07 ■ FY08 □ FY09
■ FY10 □ FY11 □ Q1FY12

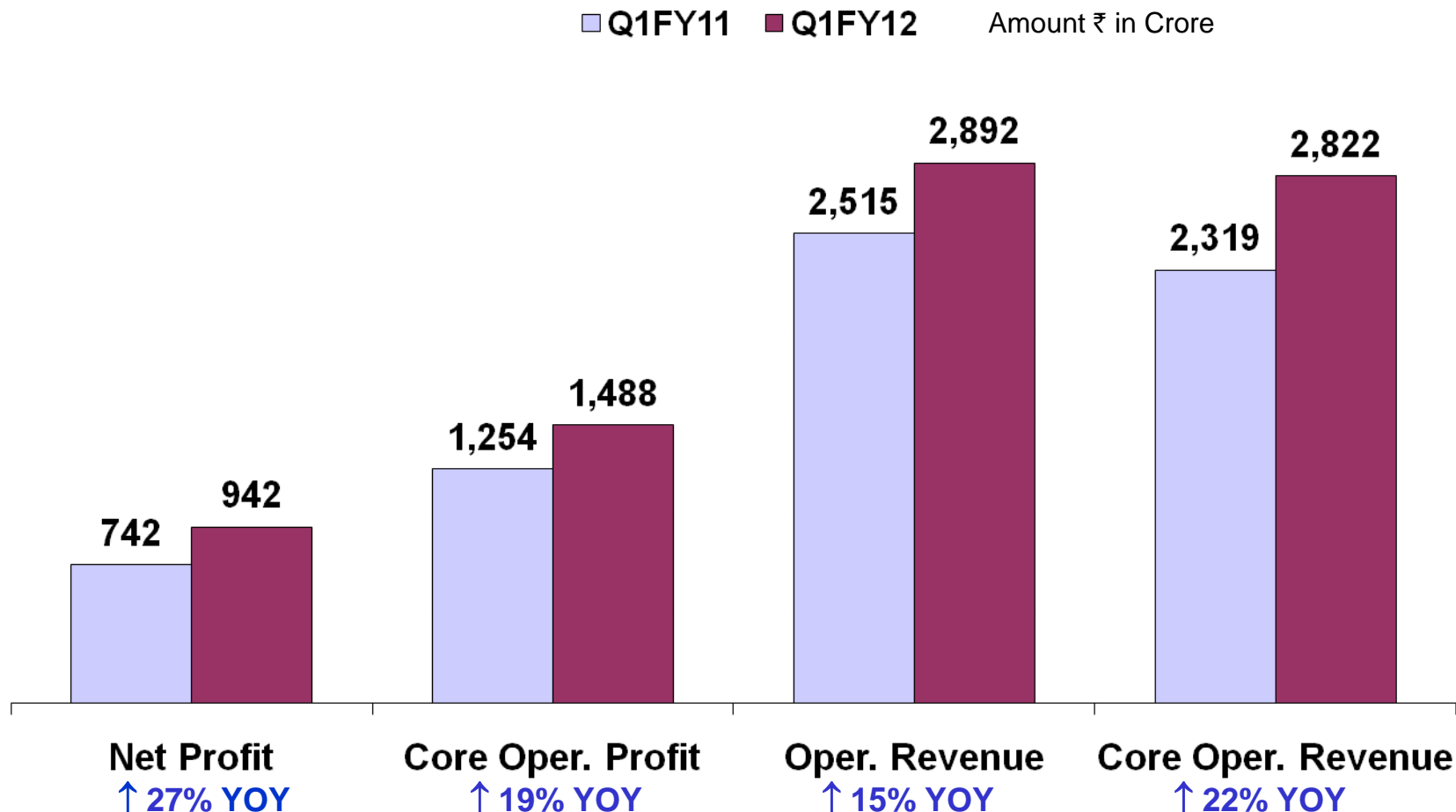


Interpretation of Q1 FY12 Performance

- **Growth in the Bank's core businesses**
 - Total Net Advances grew 21% YOY to ₹1,31,900 crore
 - Total Investments grew 31% YOY to ₹75,307 crore
 - Total Assets registered a 23% YOY growth, rising to ₹2,33,141 crore
 - Fees grew by 42% YOY, rising to ₹1,057 crore
 - Share of demand deposits in total deposits stood at 37% on daily average basis
- **Retail Advances grew by 28% YOY to ₹27,022 crore; constituted 20% of total advances, as compared to 19% at the end of Q1FY11.**
- **Net NPAs at 0.31% as compared to 0.35% at the end of Q1FY11.**
- **At the end of June 2011, book value per share was ₹485.98 , as compared to ₹414.52 at the end of June 2010**
- **Capital Adequacy stood at 12.53% with Tier-I capital at 9.36% (without reckoning Q1FY12 profit, as stipulated by Reserve Bank of India)**

Profitability

Sustained Growth: Robust Core Revenues

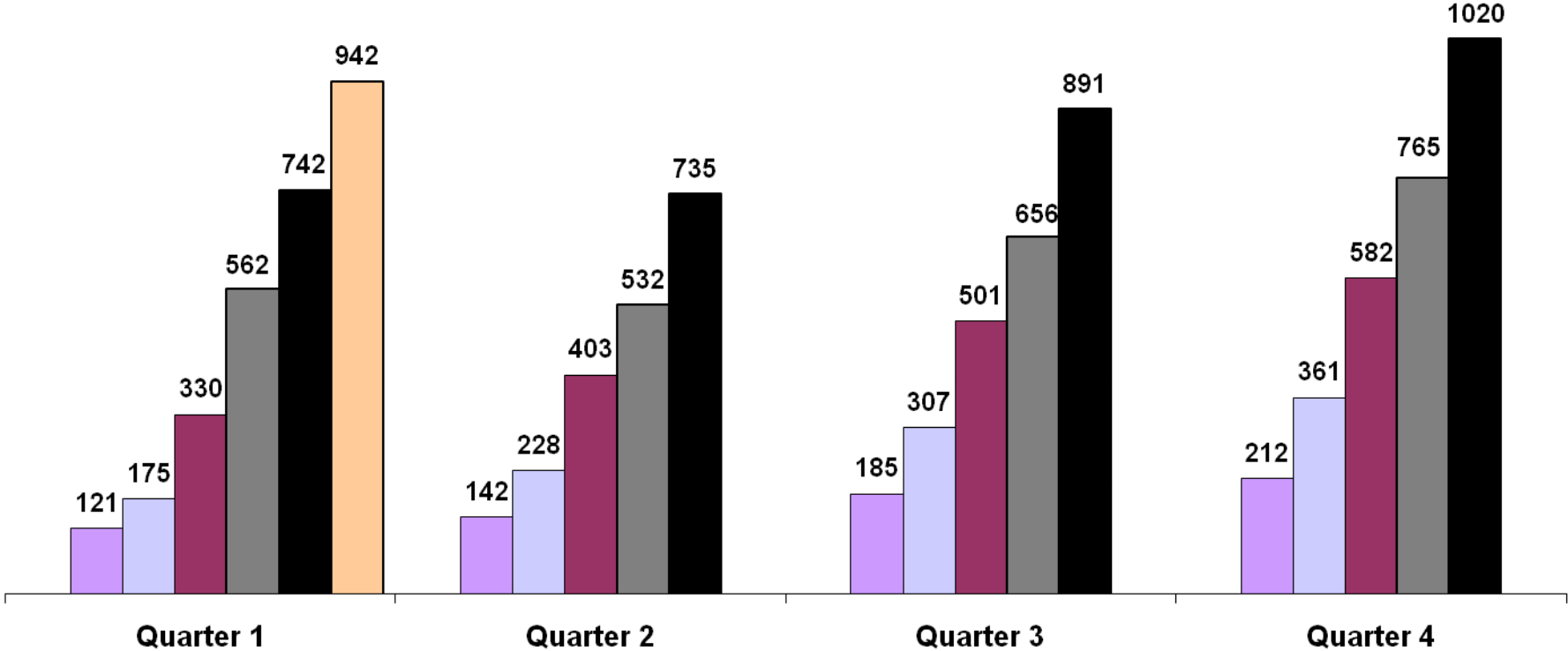


Note: Core Operating Revenue and Profit excludes trading gains / losses

Consistent Net Profit Growth

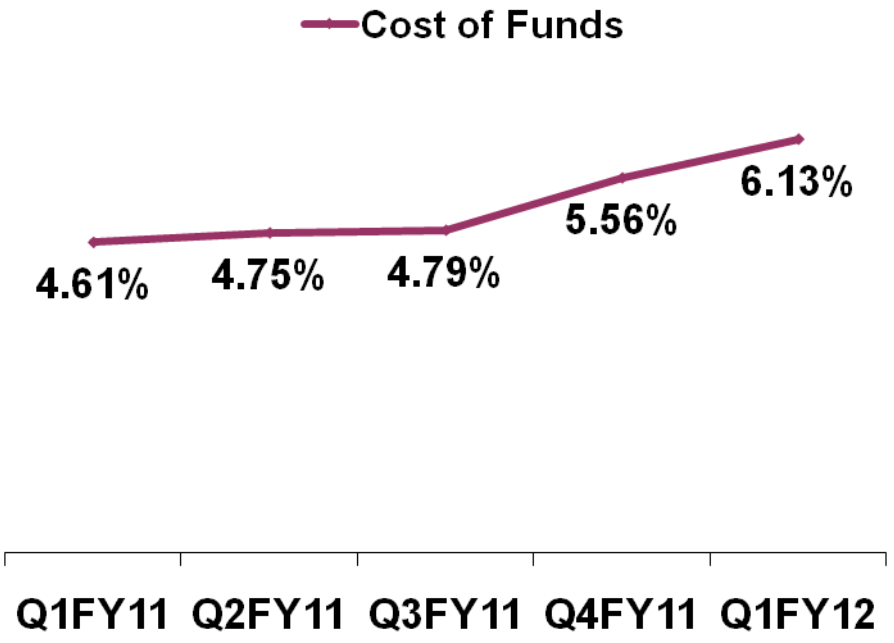
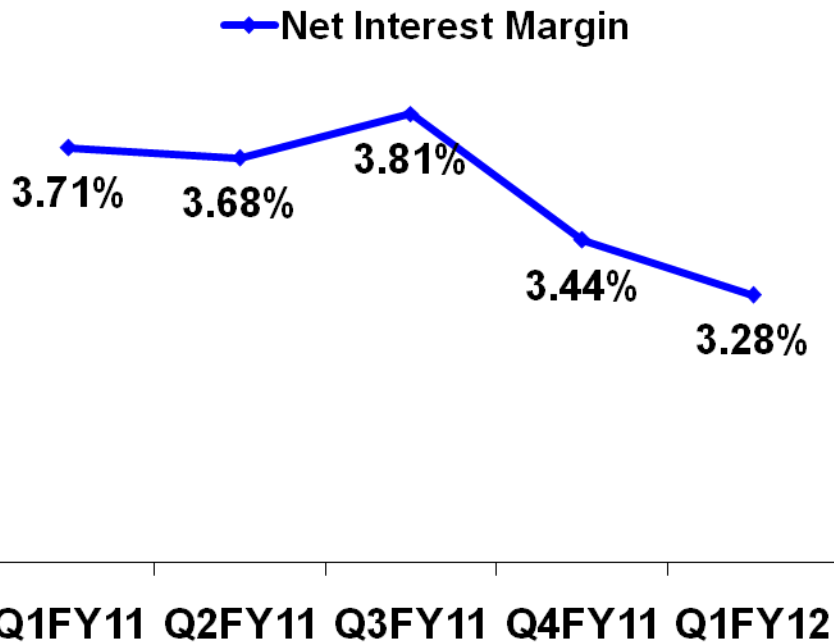
FY07 FY08 FY09 FY10 FY11 FY12

Amount ₹ in Crore



Quarterly Net Profits

Net Interest Margin and Cost of Funds



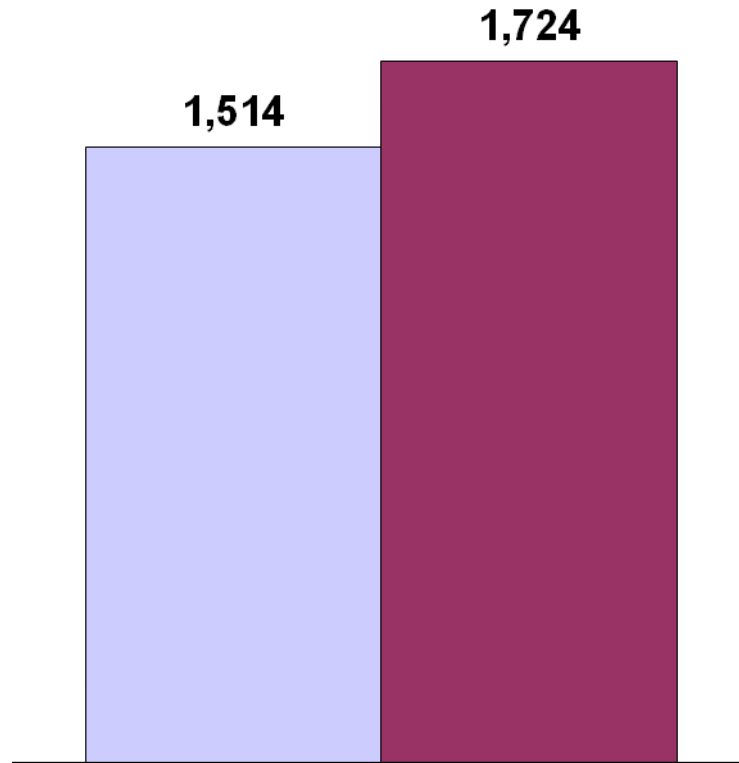
NIMs in the last 5 years:

FY07	2.74%
FY08	3.47%
FY09	3.33%
FY10	3.75%
FY11	3.65%

Growing Net Interest Income

■ Q1FY11 ■ Q1FY12

Amount ₹ in Crore



Net Interest Income

↑ 14% YOY

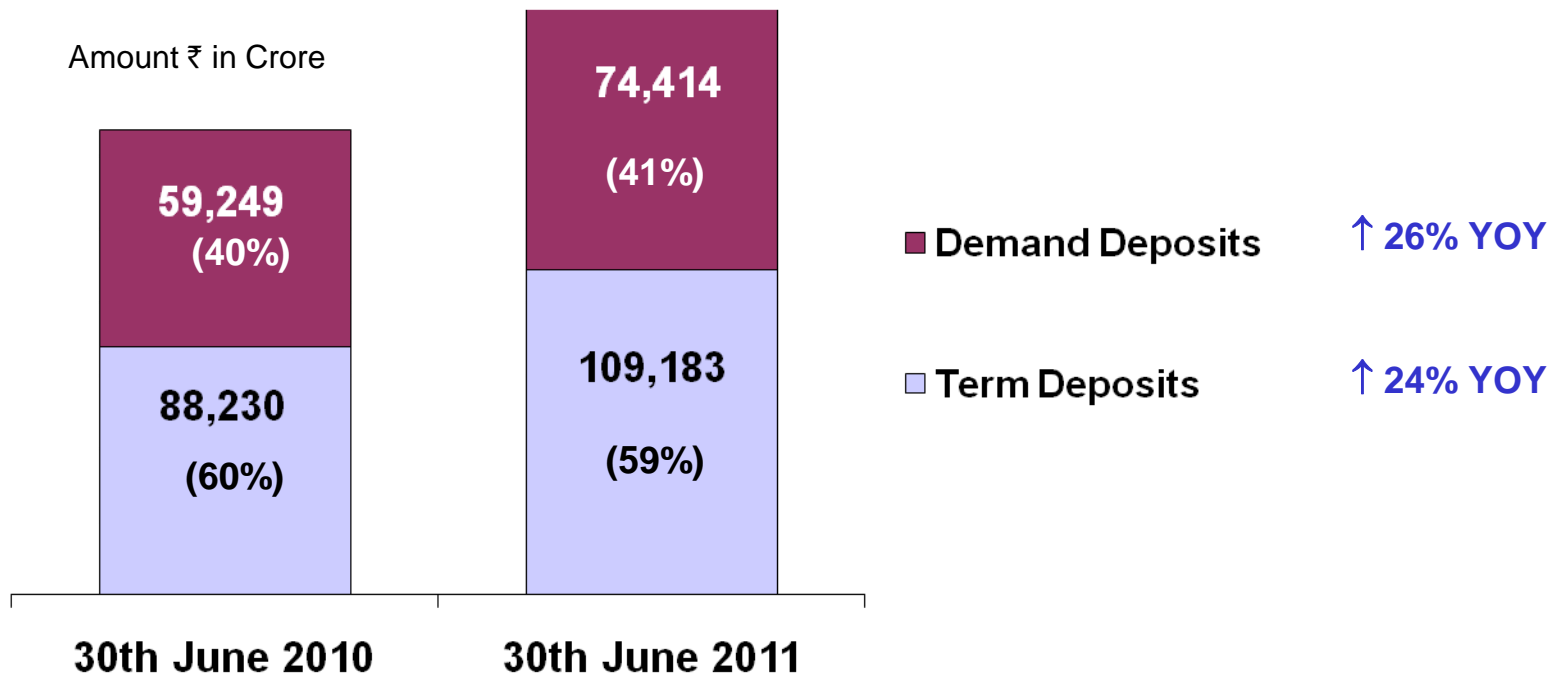
NII's for the last 5 years (₹ Crore)

FY07	1,468
FY08	2,585
FY09	3,686
FY10	5,004
FY11	6,563
CAGR	45%

Growing Demand Deposits

YOY Growth in Daily Average Demand and Term Deposits	
Deposit	Q1FY12
Savings	22%
Current	16%
Total Demand Deposits	20%
Total Deposits	30%

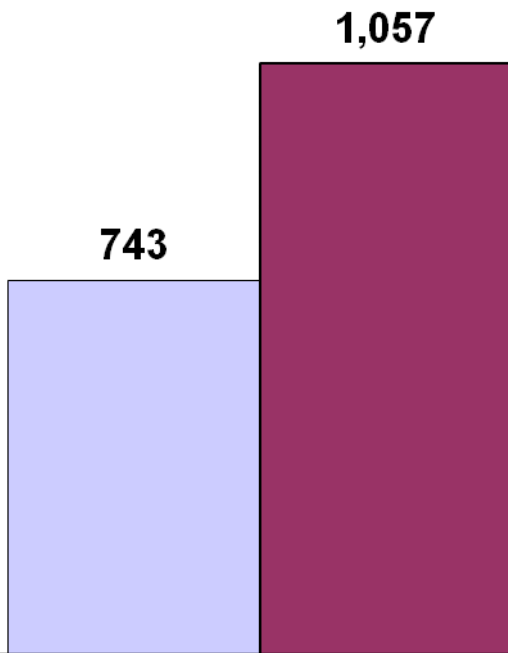
Amount ₹ in Crore



Fees

■ Q1FY11 ■ Q1FY12

Amount ₹ in Crore



Fees

↑ 42% YOY

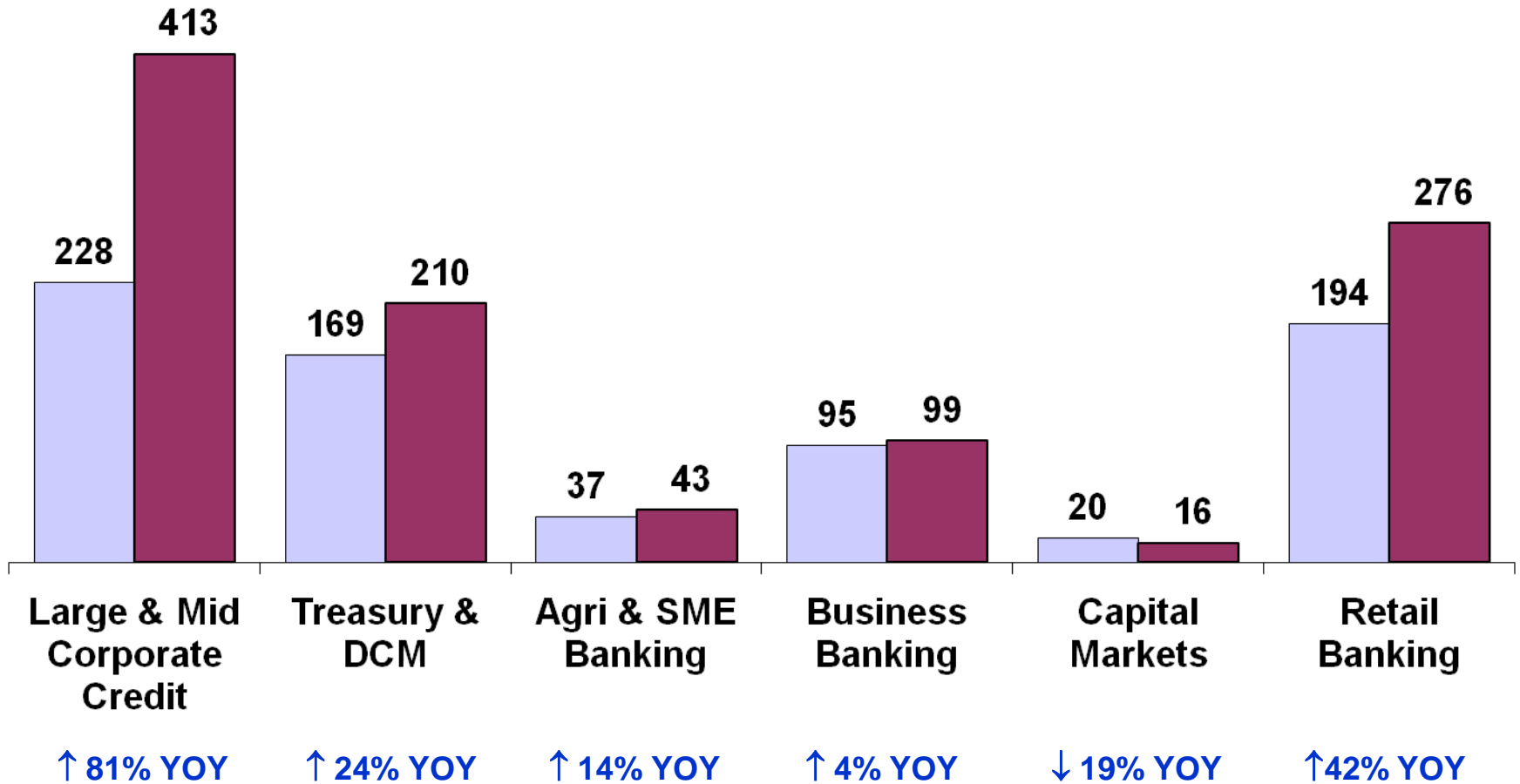
Fees for the last 5 years (₹ Crore)

FY07	890
FY08	1,495
FY09	2,447
FY10	2,925
FY11	3,790
CAGR	44%

Fee Income Composition

□ Q1FY11 ■ Q1FY12

Amount ₹ in Crore

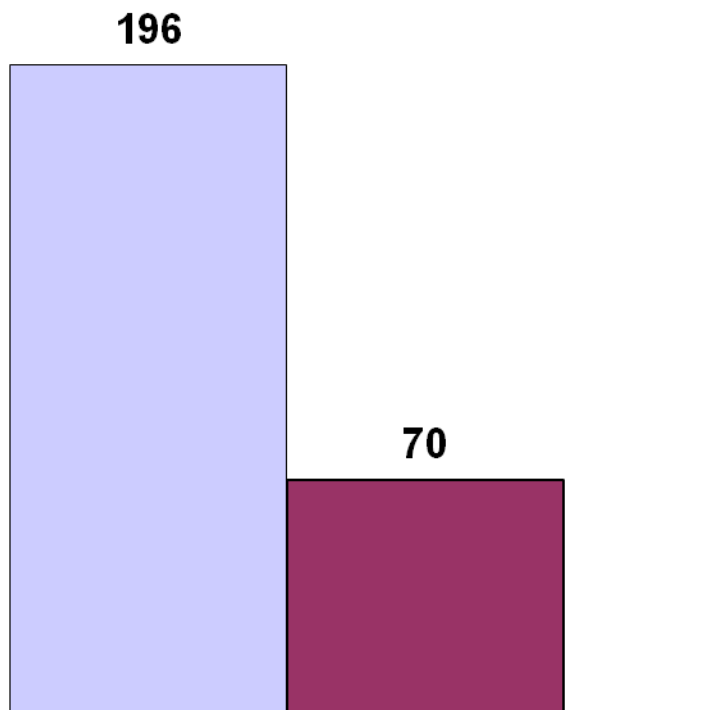


Note: Previous year's figures have been restated pursuant to a realignment of the organisation structure

Trading Profits

Trading Profit

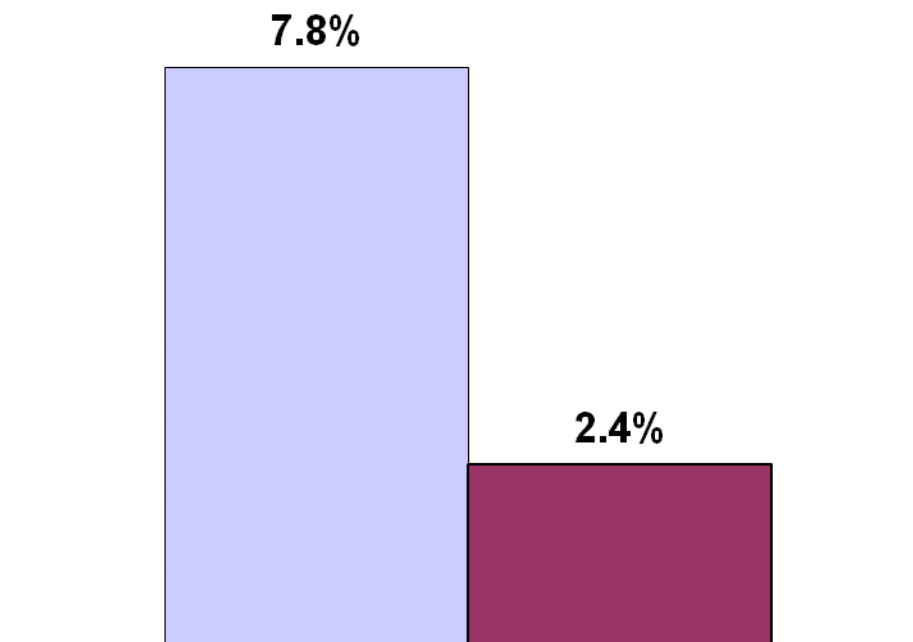
Amount ₹ in Crore



■ Q1FY11 ■ Q1FY12

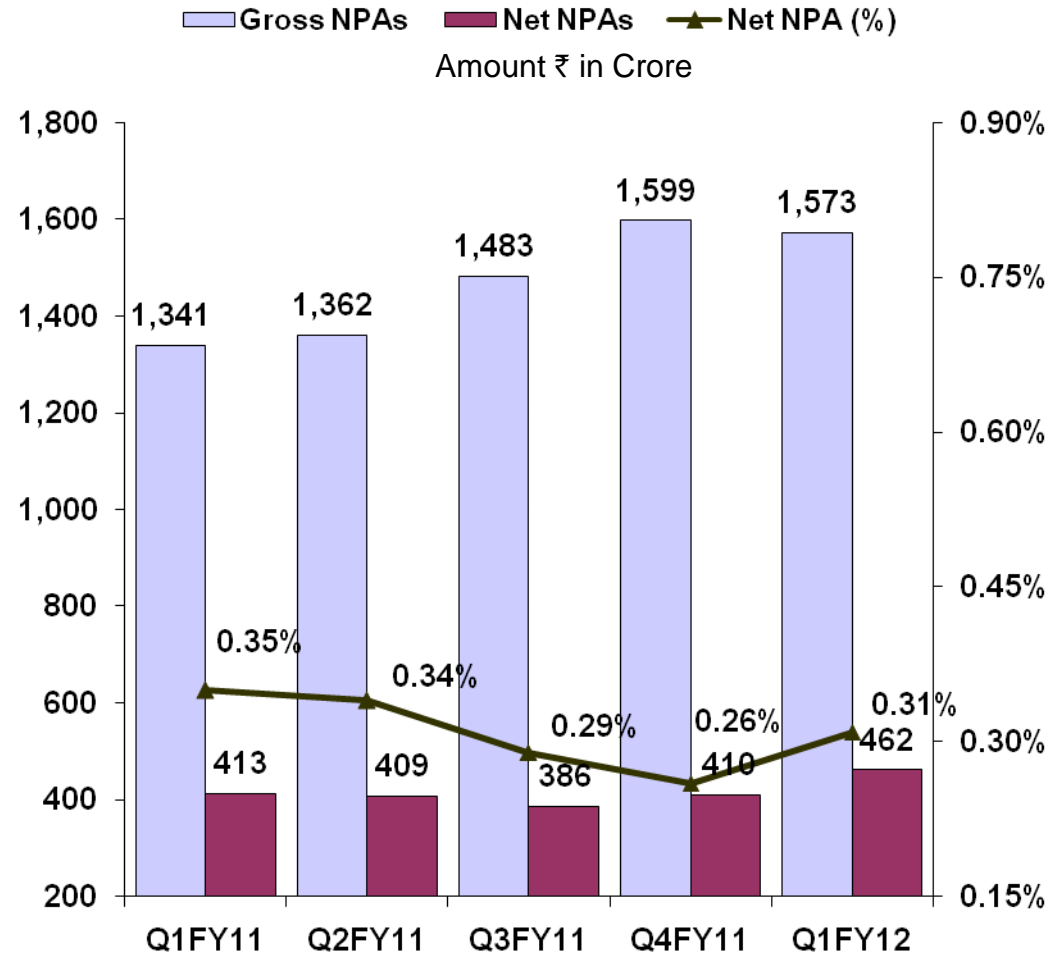
↓ 64% YOY

% of Operating Revenue



■ Q1FY11 ■ Q1FY12

Stressed Assets and Net NPA (%)



Net NPA as at year-end	
FY07	0.61%
FY08	0.36%
FY09	0.35%
FY10	0.36%
FY11	0.26%

Cumulative Restructured Assets: ₹2,151 crore (1.44% of gross customer assets) as on 30th June 2011

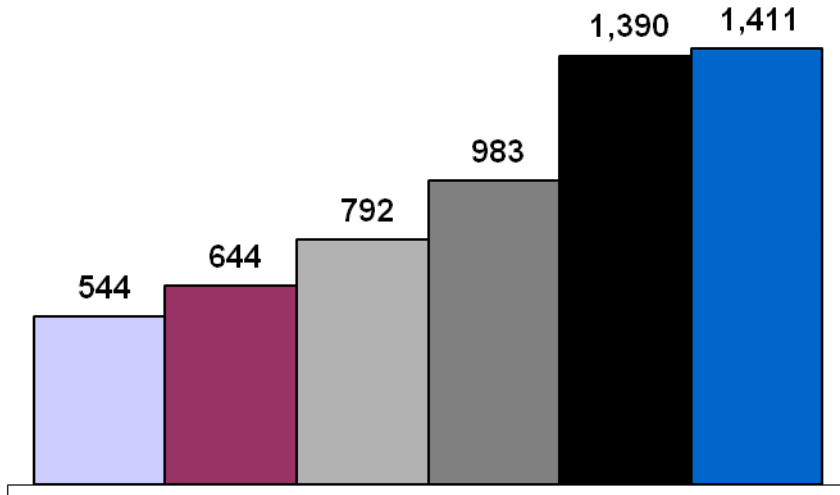
- Of which, ₹1,763 crore restructured prior to Q1FY11 continued to be classified as standard assets

Additions during Q1FY12: ₹107 crore

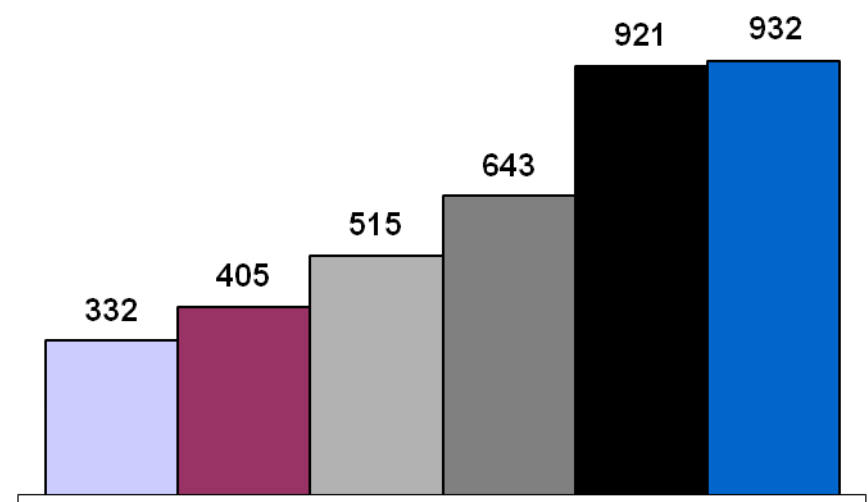
BUSINESS OVERVIEW

Network

Increasing Reach

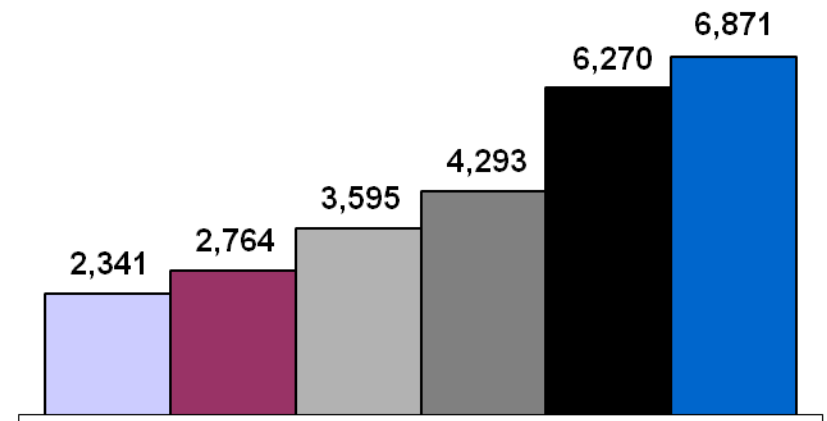


Branches + Extension Counters*



Centres Covered

Branch Demographics (Domestic)		
	Branches	Extn. Counters
Metro	377	6
Urban	453	2
Semi-urban	455	-
Rural	118	-
Total	1403	8



ATMs

■ March 2007
 ■ March 2008
 ■ March 2009
 ■ March 2010
 ■ March 2011
 ■ June 2011

*Excludes service branches and credit processing centres

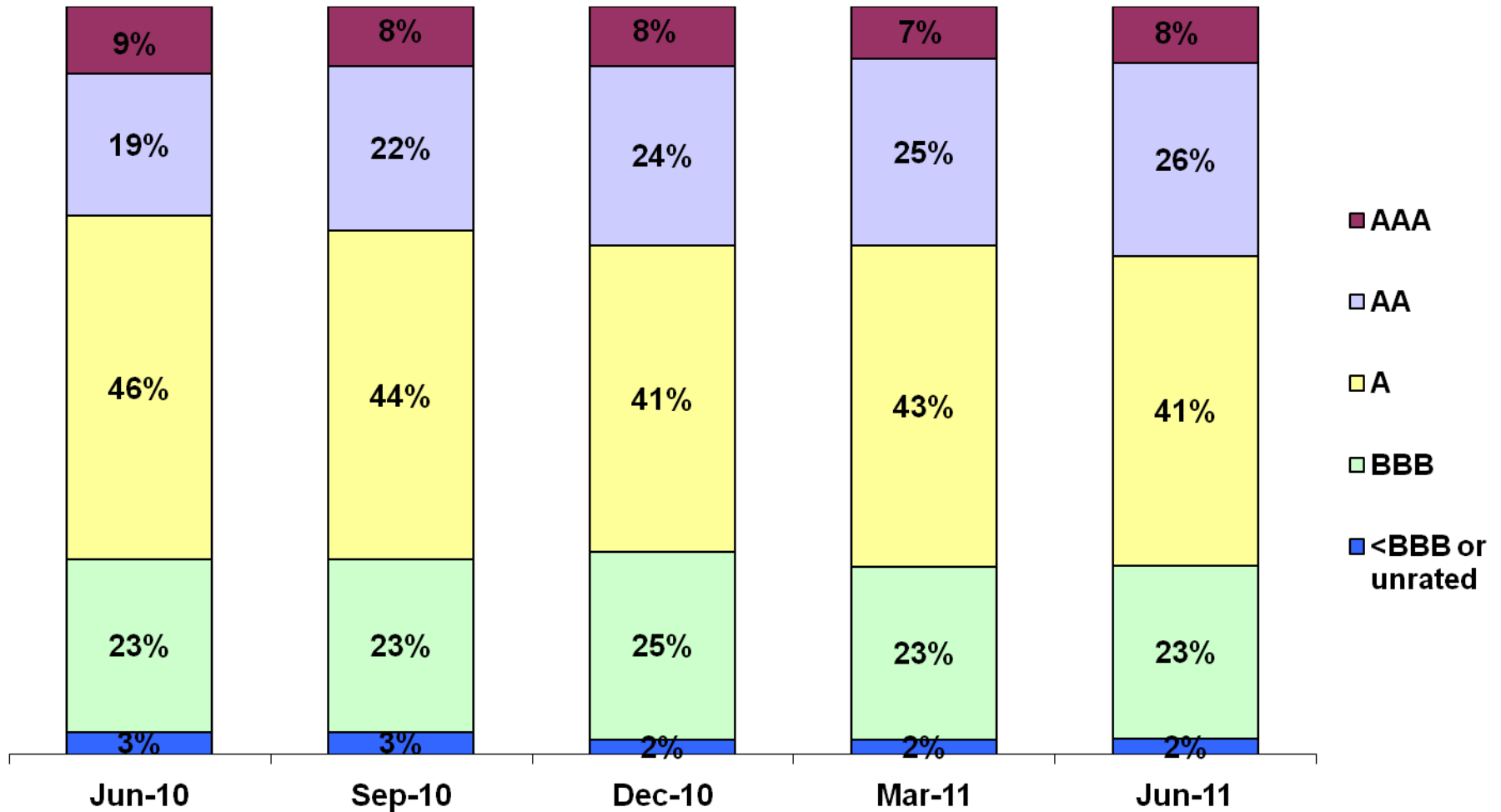
Large and Mid Corporate Banking

- **Focus on quality of credit assets with stress on corporates having**
 - **Global competitive advantage in their businesses**
 - **Good corporate governance and management practices**
- **Business Segments**
 - **Large Corporates**
 - **Infrastructure**
 - **Mid Corporates**
- **Rigorous and regular risk assessment of individual accounts**
 - **Rating Tools and Monitoring Tools**
- **Offer broad suite of products with continued focus on customised offerings**

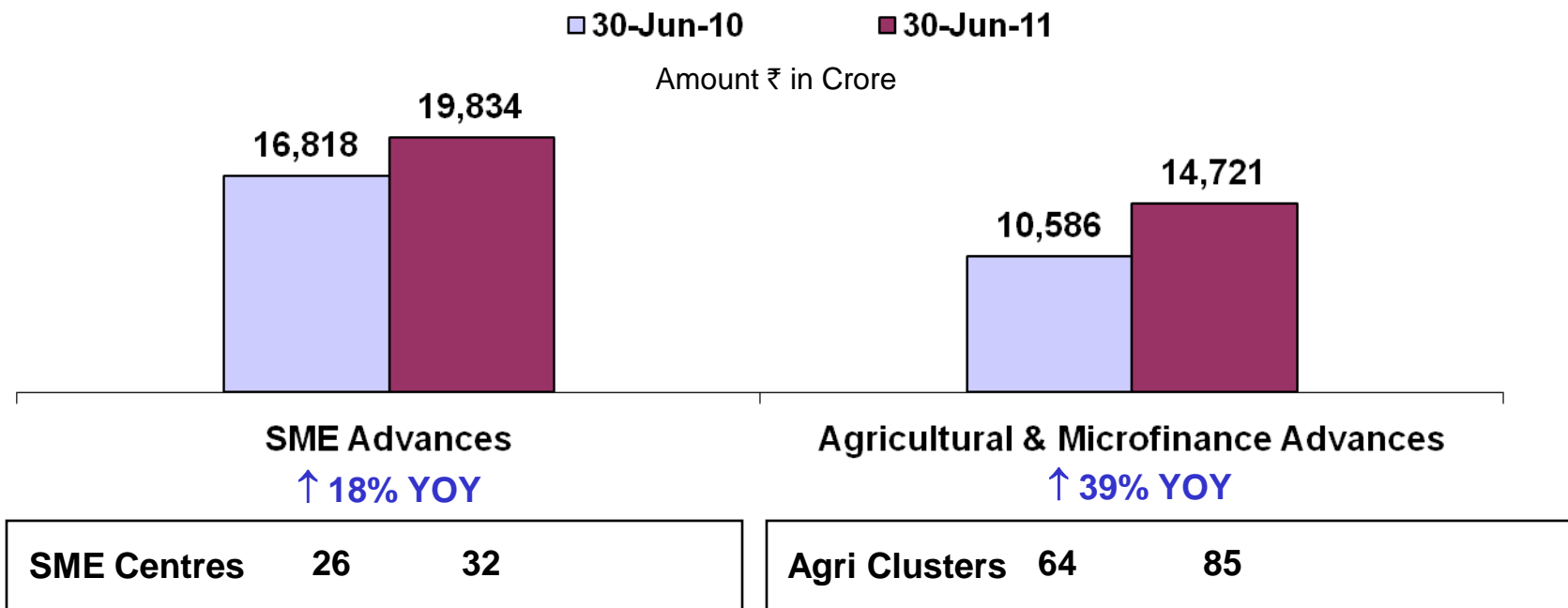
Distribution of Ratings

(Large and Mid Corporate)

75% of corporate advances have rating of at least 'A' as at June 2011



SME and Agri Business

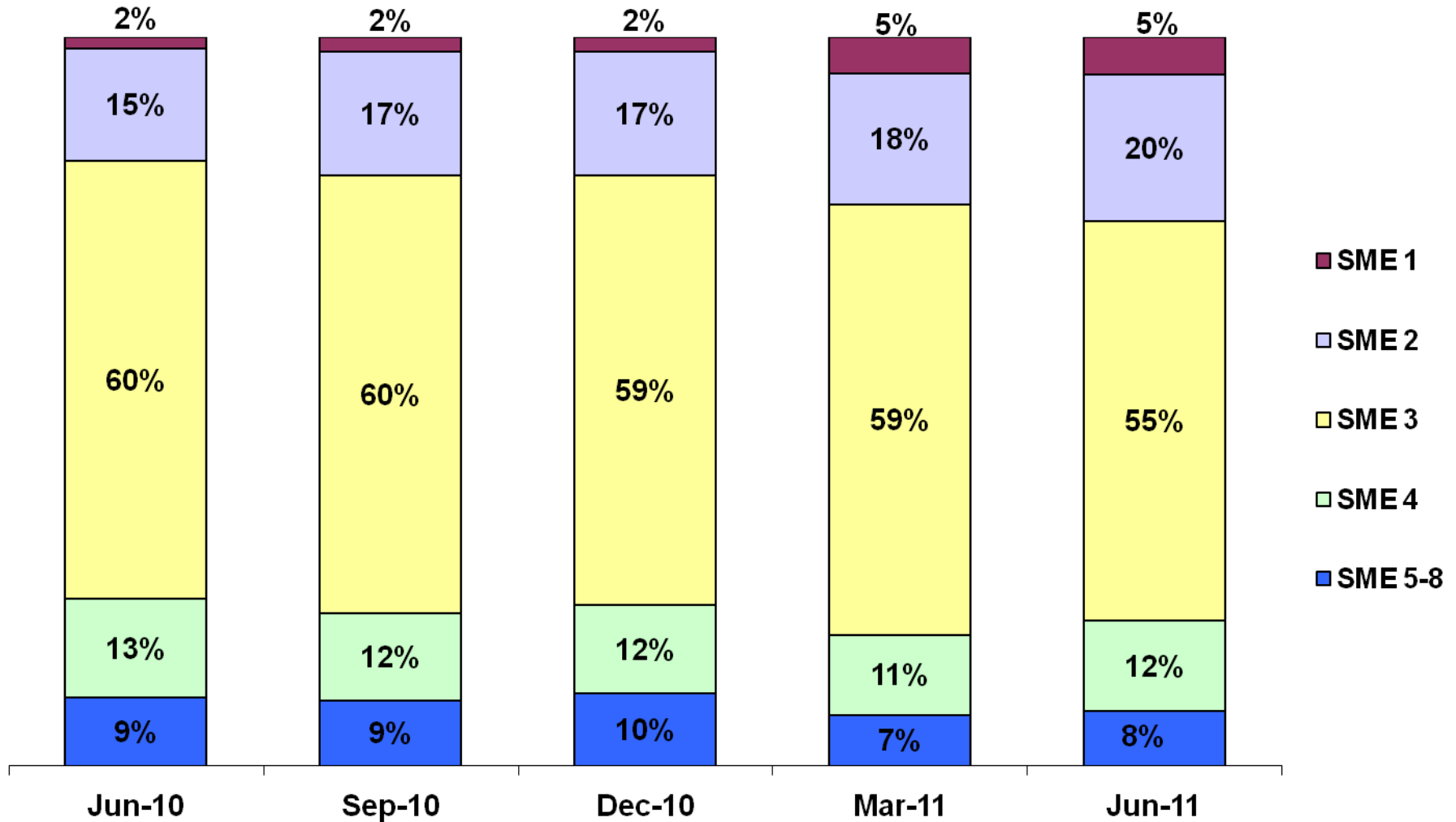


- Specialised SME Centres for SME appraisals, sanctions and post-sanction monitoring
- Product categories
 - Small Enterprise
 - Medium Enterprise
 - Channel finance

- Specialised Clusters for Agricultural lending, coordinating appraisals, sanctions and post-sanction monitoring
- Segmented approach
 - Retail Agri
 - Corporate Agri
 - Commodity Agri
 - Microfinance

Distribution of Ratings: SME

80% of SME advances have rating of at least 'SME3' as at June 2011



Industry-wise Distribution

Across Large Corporate, Mid-Corporate, SME & Corporate Agriculture

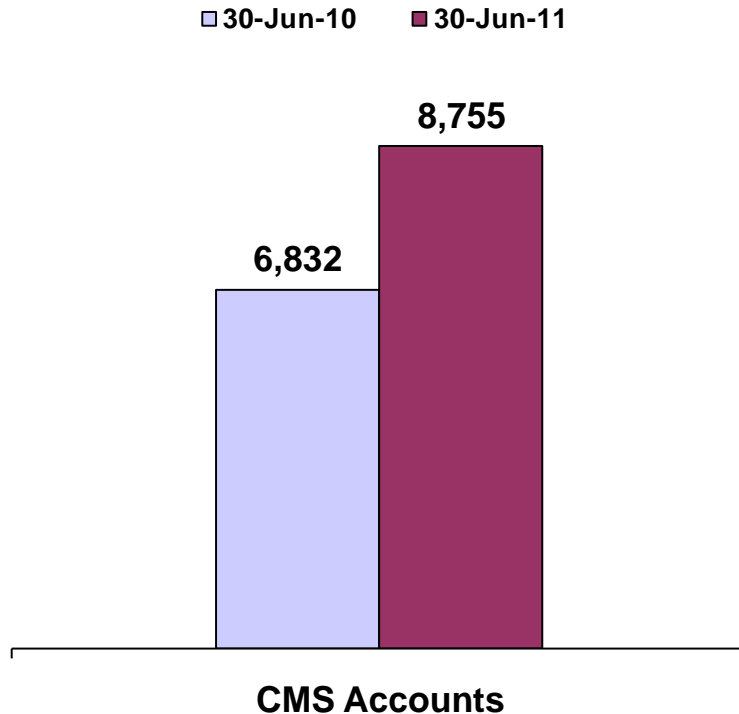
Rank	Sectors	Outstanding as on 30 June 2011 (%)		
		Total	Fund-based	Non-fund based
1.	Financial Companies**	11.84	12.21	11.25
2.	Infrastructure*	11.11	8.61	15.15
3.	Power Generation & Distribution	9.81	5.54	16.72
4.	Metal & Metal Products	8.24	7.19	9.96
5.	Engg. & Electronics	7.71	4.19	13.40
6.	Food Processing	4.60	6.13	2.14
7.	Trade	4.58	4.36	4.93
8.	Chemical & Chemical Products	3.25	3.21	3.31
9.	Telecommunication Services	3.09	3.33	2.69
10.	Petrochemical & Petrochemical Products	2.94	1.88	4.66

* Financing of projects (roads, ports, airports etc)

** Includes Housing Finance Companies and other NBFCs

Business Banking

Cash Management Services & Government Business



↑ 28% YOY

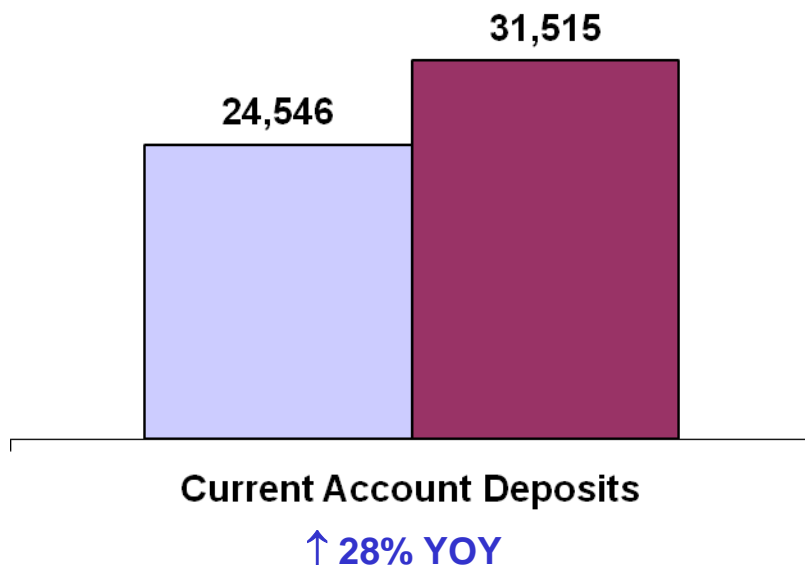
- Collection of Central Government taxes on behalf of CBDT and CBEC, including through e-payments
- Collection of State Government taxes on behalf of 8 State Governments and UTs
- Collections and payments for Central Government ministries - Railways, Ministry of Finance, Urban Development and Housing & Urban Poverty Alleviation
- Collections under e-governance initiatives of 7 State Governments and UT

Business Banking

Current Accounts Growth

□ 30-Jun-10 ■ 30-Jun-11

Amount ₹ in crore

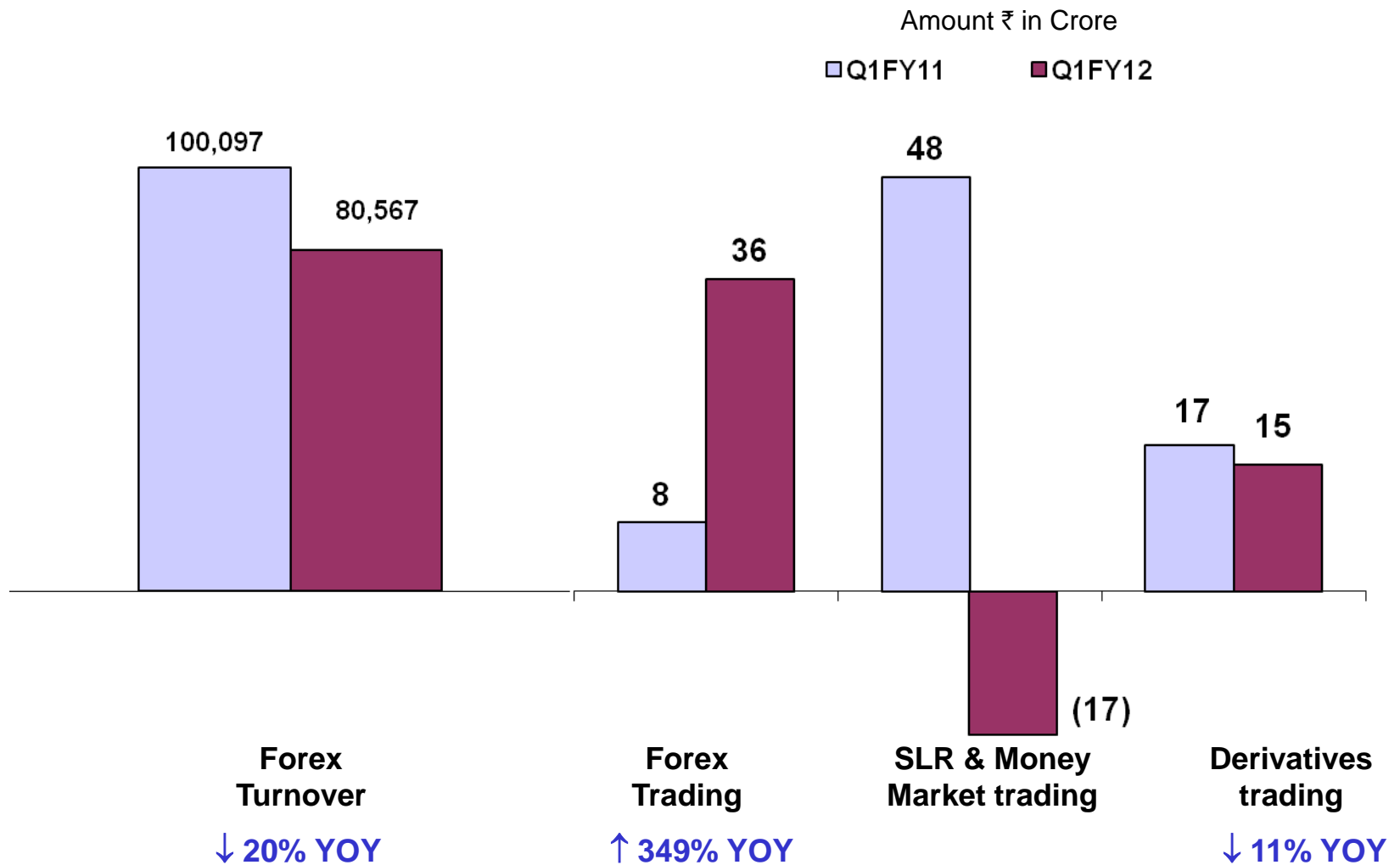


Current Account deposits (₹ Crore)
for the last 5 years (as on 31st March)

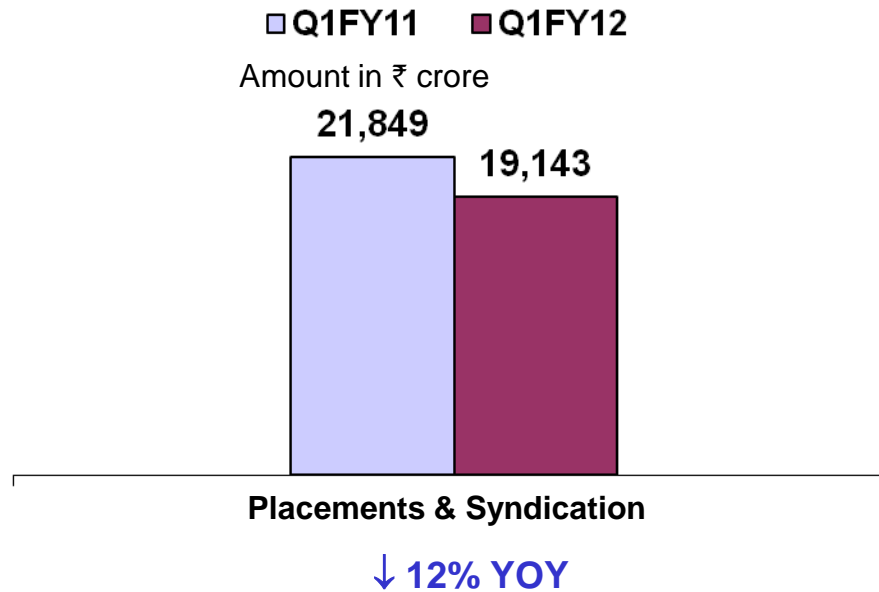
Mar'07	11,304
Mar'08	20,045
Mar'09	24,822
Mar'10	32,168
Mar'11	36,917
CAGR	34%

- Wide range of products
- 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, Institutions and Government

Treasury

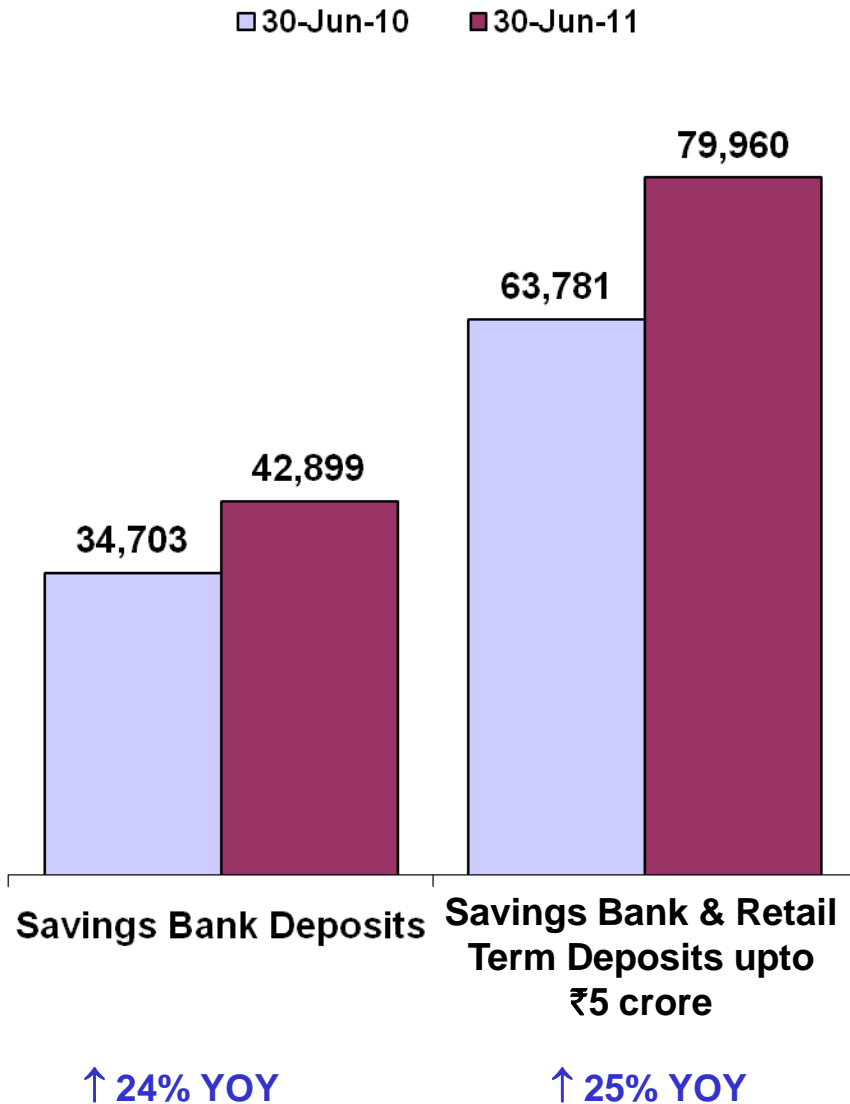


Debt Capital Markets



- A leading player in placement and syndication of debt issues
- Ranked No. 1 Debt Arranger by Prime Database for the year ended 31st March 2011
- Ranked No.1 Debt Arranger by Bloomberg for quarter ended June 2011 & YTD 2011
- Recent Awards:
 - Asia Money : Best Domestic Debt House - India; 2011
 - Euromoney : Best Debt House - India; 2011
 - Finance Asia: Best Bond House - India; 2011

Retail Deposits



Savings Bank deposits (₹ Crore) for the last 5 years (as on 31st March)

Mar'07	12,126
Mar'08	19,982
Mar'09	25,822
Mar'10	33,862
Mar'11	40,850
CAGR	35%

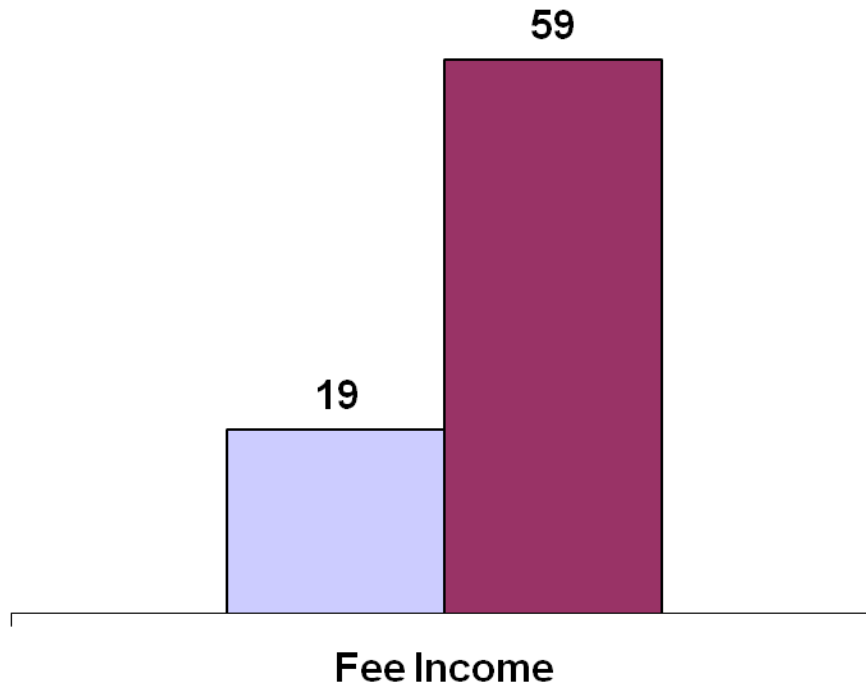
Term deposit portfolio as on 30th June 2011

- TD (upto ₹1crore) : ₹29,796
- TD (>1crore & <=5crore) : ₹ 7,265
- Others : ₹72,122

Third Party Products Business

□ Q1FY11 ■ Q1FY12

Amount ₹ in Crore



↑ 202% YOY

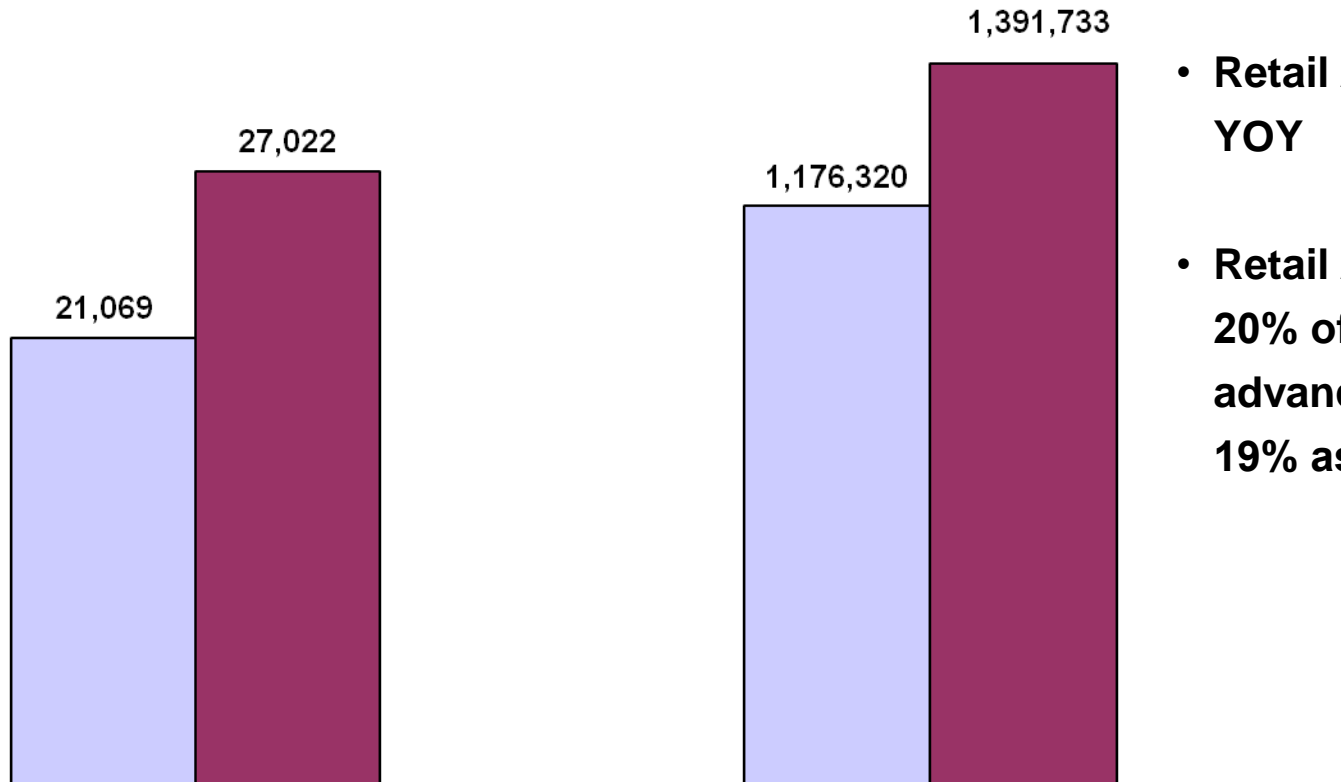
- **Focus on cross-selling to existing customers**
- **Third-party products sold include mutual funds, insurance, on-line broking, portfolio management services (non-discretionary) and gold coins**
- **Systematic customer segmentation**

Retail Assets

□ 30-Jun-10 ■ 30-Jun-11

□ 30-Jun-10 ■ 30-Jun-11

Amount ₹ in Crore



- Retail Assets grew by 28% YOY

- Retail Assets constitute 20% of the bank's total advances, as compared to 19% as at end June '10.

Portfolio Size

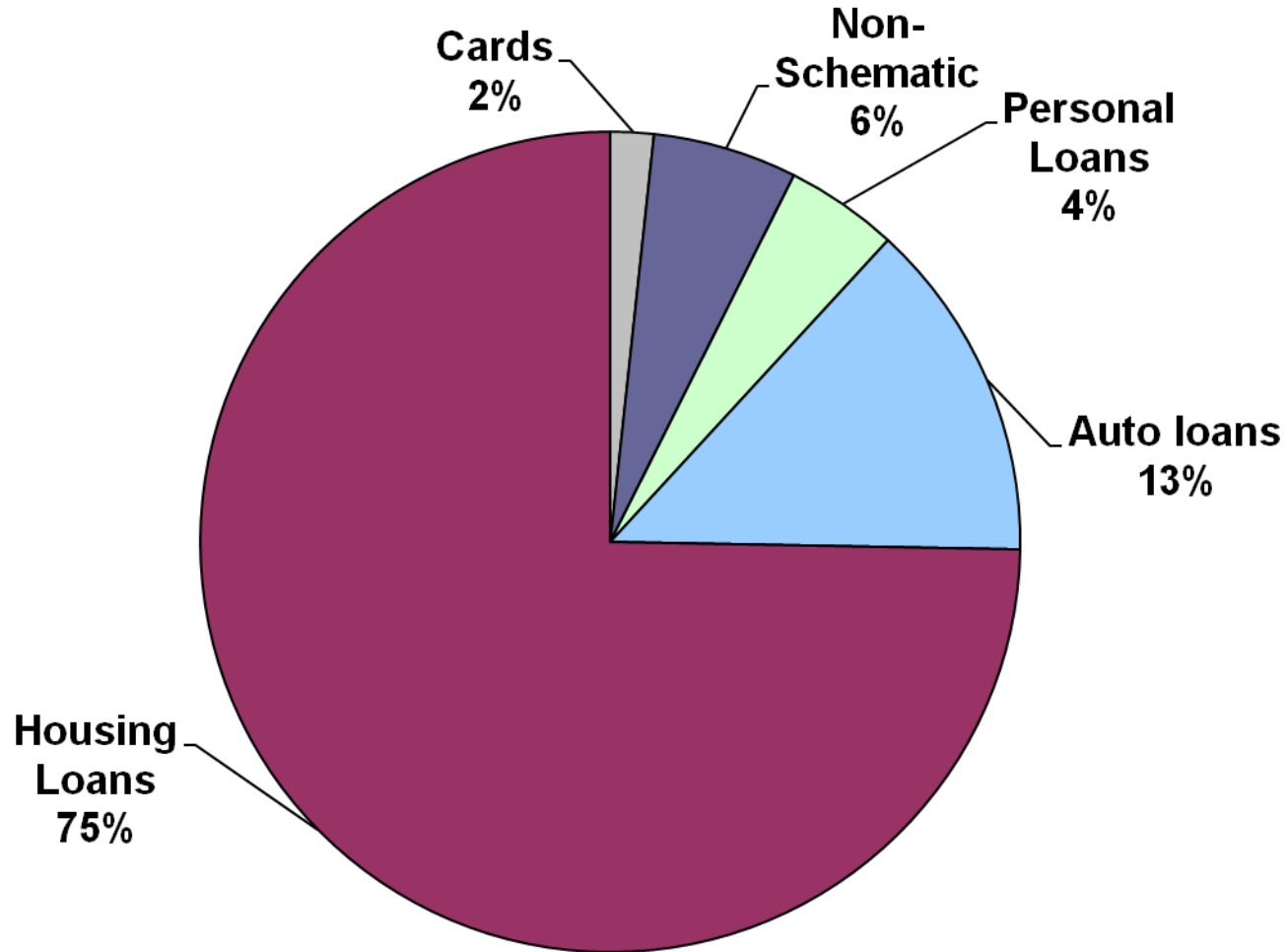
↑ 28% YOY

No. of accounts

↑ 18% YOY

Composition of Retail Assets

Product-wise composition of Retail Assets portfolio (June '11)



Cards, Retail Forex & Remittances Business

□ Q1FY11 ■ Q1FY12

Amount ₹ in Crore

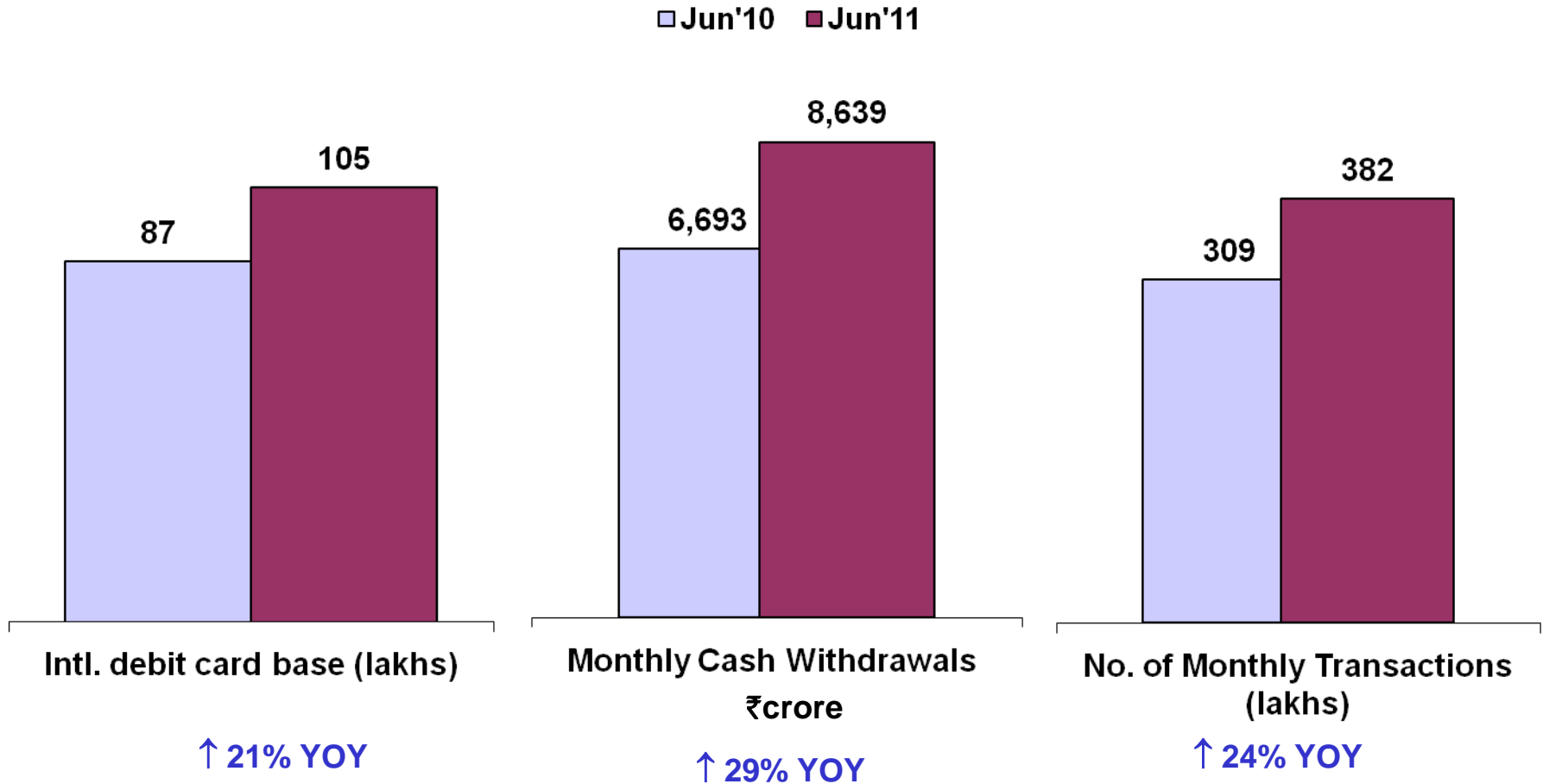


↑ 43% YOY

- **Issuance**

- Over 6.48 lac Credit Cards in force till end June '11
- 1st Indian Bank to launch Travel Currency Cards in 11 currencies - USD, Euro, GBP, AUD, CAD, SGD, SEK, CHF, JPY, AED, SAR
- 1st Indian Bank to launch Remittance Card and Meal Card

ATM Channel Migration



- Pioneer in ATM sharing arrangements
- Value added services such as bill payments, mutual fund investments, mobile top-ups and VISA money transfer services

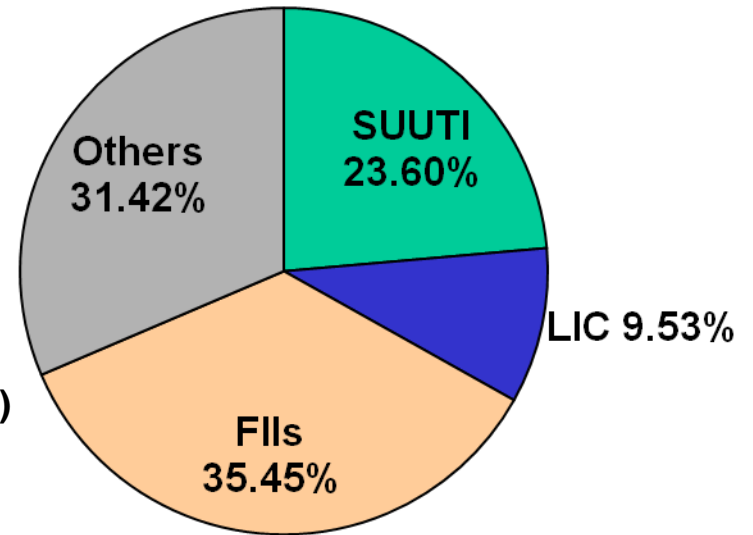
International Presence

- **Branches at Singapore, Hong Kong and DIFC, Dubai**
- **Representative offices at Shanghai, Dubai and Abu Dhabi**
- **Axis U.K. Ltd. Incorporated as a subsidiary**
- **Total assets overseas amounted to US\$ 4.52 billion as compared to US\$ 3.45 billion as at end June '11, a growth of 31% YOY**
- **Corporate Banking, Trade Finance products, Debt Syndication and Liability businesses**

Shareholding

Shareholding pattern (Jun '11)

- Share Capital - ₹411.88 crore
- Net Worth - ₹19,151.27 crore
- Book Value per share - ₹485.98
- Market Price as on 21/07/11 - ₹1,239.60
- Market Cap as on 21/07/11 - ₹51,057crore (US \$ 11.47 billion)



Safe Harbor

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

Thank You