

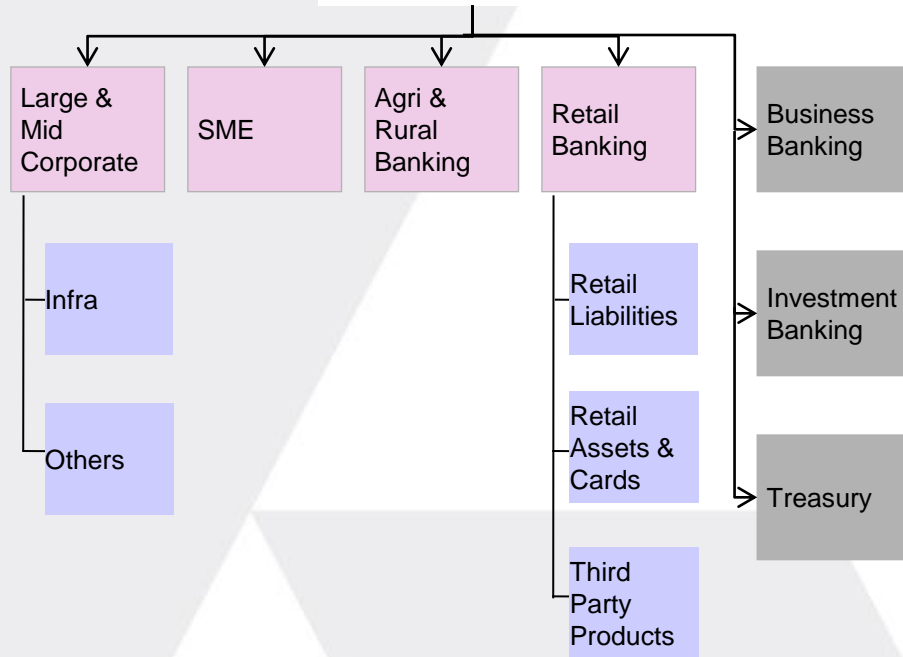


Aiming at Balanced Growth

May 2012



Axis Bank Overview



Snapshot for the year ended 31st March 2012

Branches and Extension Counters	1,622
Foreign Offices	7
ATMs	9,924
Savings Bank Accounts	119 lacs
Total Assets	₹2,85,628 crores
Net Loans	₹1,69,760 crores
Total Deposits	₹2,20,104 crores
Net worth as on 31.3.2012	₹21,781 crores
Market Capitalization as on 30.3.2012	₹47,361 crores
Return on Average Equity	21.22%
Return on Average Assets	1.68%

Business Strategy : Four Key Themes

Leveraging Domestic Growth Opportunities

Continue to build and strengthen *Retail Banking* franchise

Leverage strengths in *Corporate Banking & Infrastructure* linked Financial services



Build a full-service offering to *SME* customers

Capture end-to-end opportunities in *Payments* across customer segments

Retail Banking Highlights in FY12 and Way Forward

Liabilities

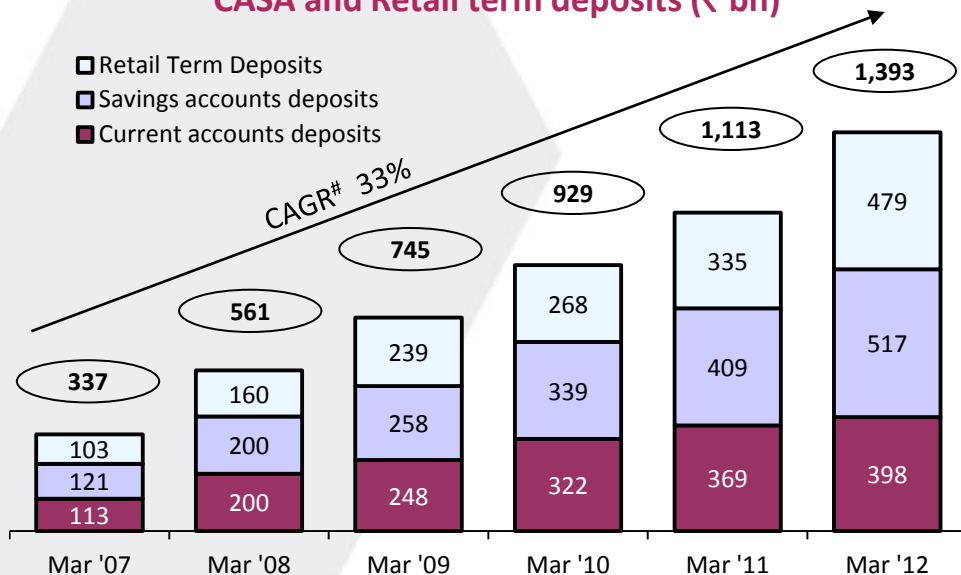
- Increase in market share in CASA - 18% growth yoy, CASA deposits continued to be ~40% of total deposits
- Improved ranking in SB with 26% growth yoy ranked 9th as on 31st March 2012
- Significant improvement in funding mix; Retail TDs grew 43% yoy and account for 37% of total TDs
- Distribution rollout continues; 1,622 branches in 1,050 centres, 10,000+ ATMs
- Branch productivity (CASA per branch) continues to be best-in-class
- Robust growth in insurance sales and investment products, cards and retail forex as product per customer continue to grow

Assets

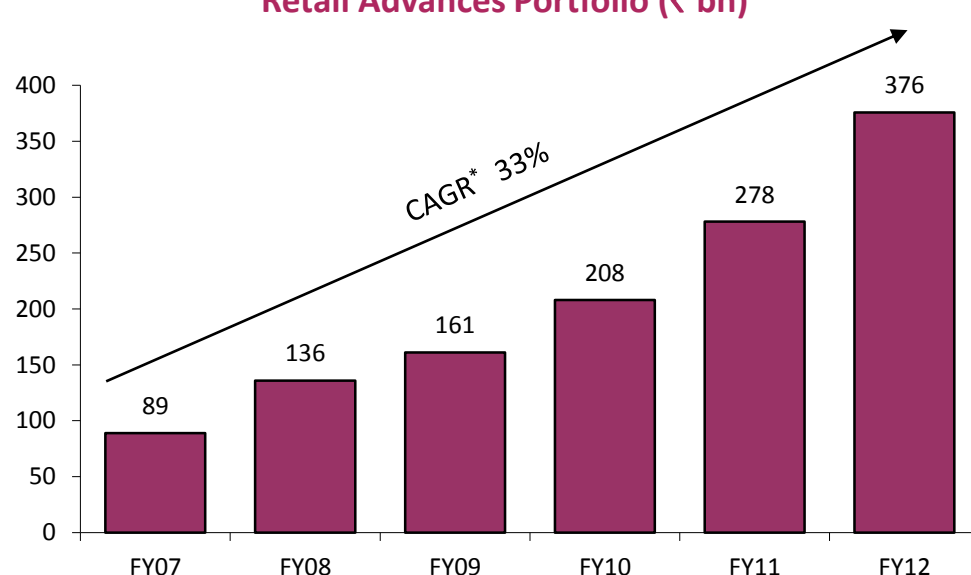
- Retail Assets are 22% of loans, targeted to reach ~30% of loans by 2015
- Mortgages currently constitute 75% of retail loans, product diversification to reduce share of mortgages to ~60% by 2015
- Cross-selling to branch customers key focus area

Progress on Retail Banking Strategy

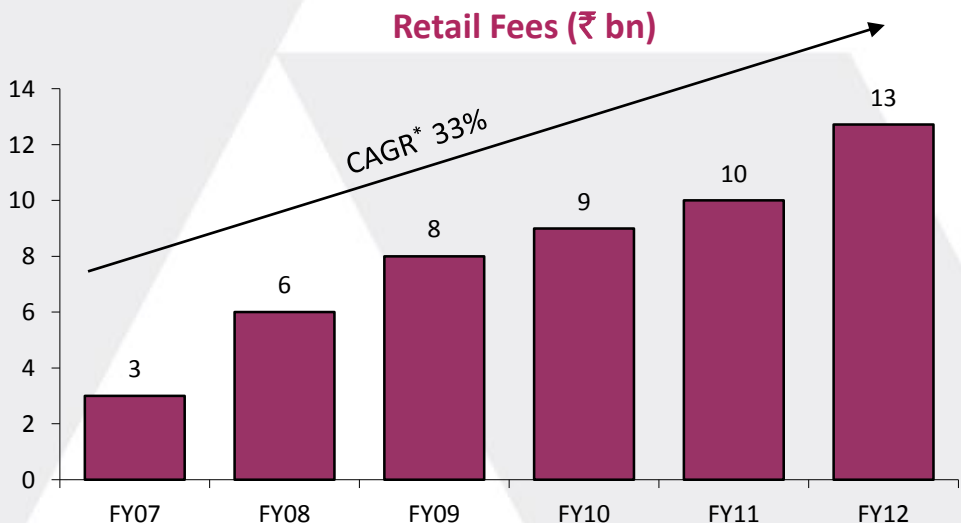
CASA and Retail term deposits (₹ bn)



Retail Advances Portfolio (₹ bn)



Retail Fees (₹ bn)



Composition of deposits

As on	CASA as % of Total Deposits	CA as % of CASA Deposits	CASA + Retail Term Deposits*
FY07	40%	48%	57%
FY08	46%	50%	64%
FY09	43%	49%	63%
FY10	47%	49%	66%
FY11	41%	47%	59%
FY12	42%	43%	63%

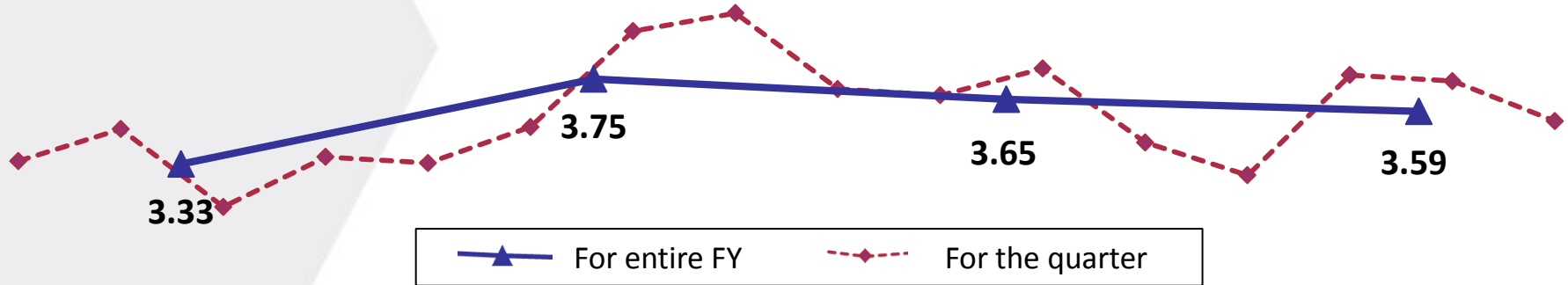


Mar'07 to Mar'12 CAGR
* FY07 to FY12 CAGR

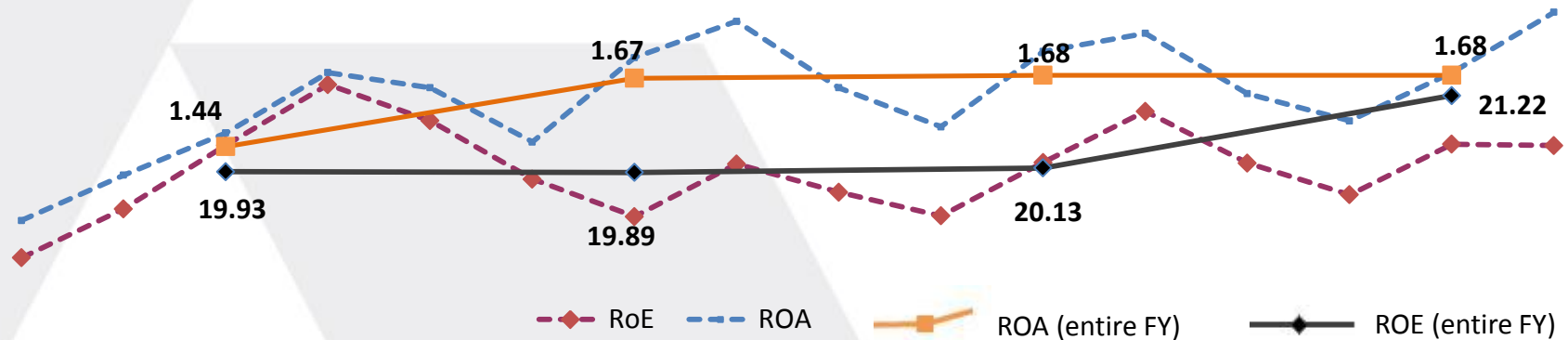
*Retail Term Deposits are defined as term deposits up to ₹ 5 crores

Stable NIM & Profitability Trends

Net Interest Margin FY09 - FY12 (%)



Profitability ratios (Q1FY09 - Q4FY12) (%)



Corporate Banking & SME: Slower Growth in Current Environment

Corporate Banking

- Significant franchise for the Bank, contributing ~54% of loans and 37% of fee income
- Headwinds on growth, particularly in project finance in near term given the prevalent macroeconomic environment
- NPAs and restructuring, though elevated remains within tolerance range
 - Expect restructuring run rate similar to FY12
- Focus on deepening customer relationships and leveraging corporate banking relationships for other Bank products
- Overseas business at ~11% of Balance Sheet; continues to remain India-centric

SME

- Contributes ~14% of total loans with over 15,700 customers
- Focus on cross-selling payment and forex products to SME customers
- Slowed SME growth to below portfolio growth given current macro-environment
- Improvement in risk profile: SME 3 & above contribute ~80% of loans
- Supply chain financing a focus area within SME

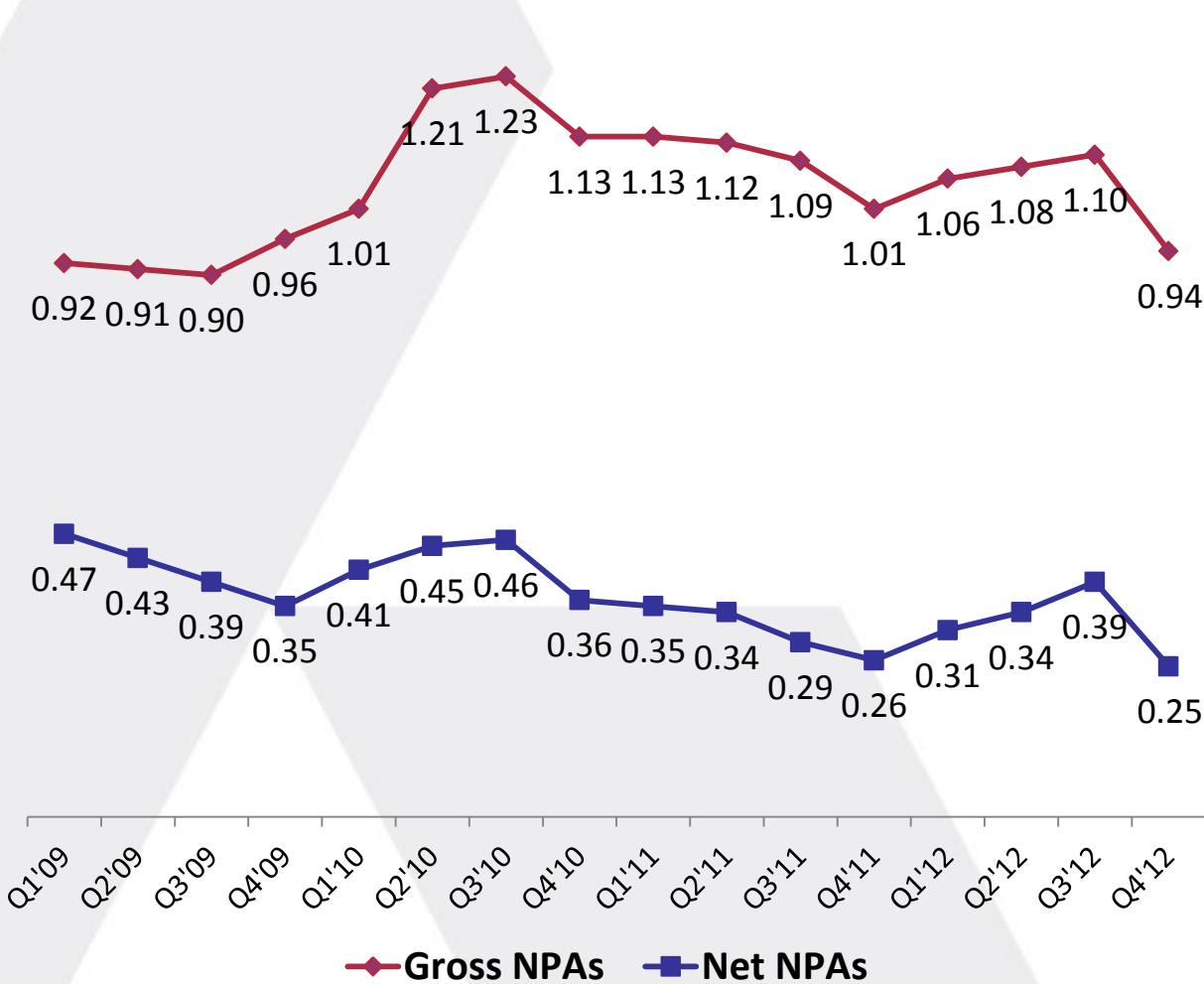
Update on Power Sector

- ➔ Power sector share in loan outstanding was 4.7% and in Non-fund based outstanding (Letters of Credit & Guarantees) was around 21% (wt. avg, share of 10.30%) as on 31st March, 2012
 - Focus on private sector generation projects
 - Out of Non-fund based outstanding, approximately 20% are backed with Letters of Comfort from other Infrastructure Finance Companies

- ➔ Project completion schedules
 - ~25% of loans represent operational capacities
 - Nearly 19% & 45% of projects under implementation are expected to become operational in FY13 & FY14 respectively

Asset Quality Trends

Gross NPA and Net NPA ratio (Q1FY09 – Q4FY12) (%)



Outlook for FY 13

Slippages and restructuring

- Expect run rate of slippages and restructuring similar to FY12

Credit costs

- Projected at ~85 bps of loans

Summary

Combining growth & profitability

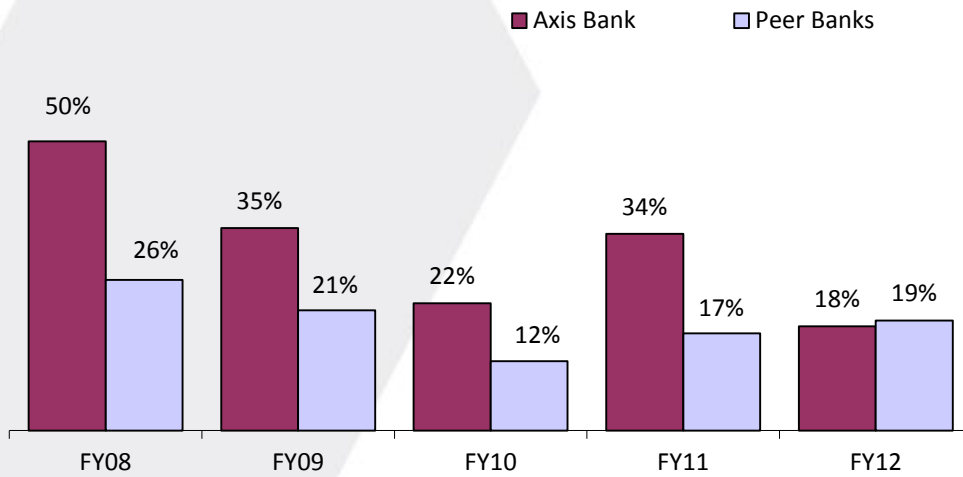
- Gained market share and maintained above industry profitability
- Diversified revenue streams
- Strong retail deposit franchise
- Robust asset quality

Aiming for balanced growth

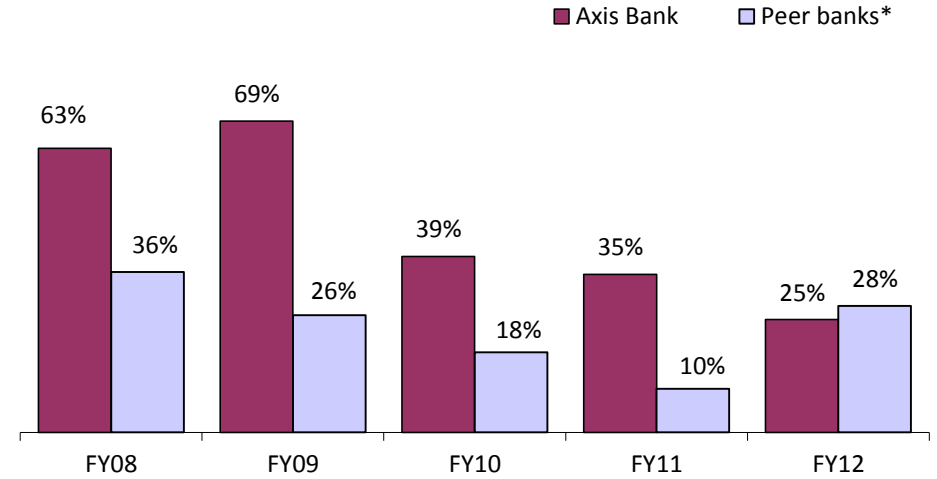
- Continue to build on key strengths of the franchise
- Leverage customer relationships with a complete product portfolio
- Pursue growth opportunities in key businesses

Superior Track Record of Growth and Profitability

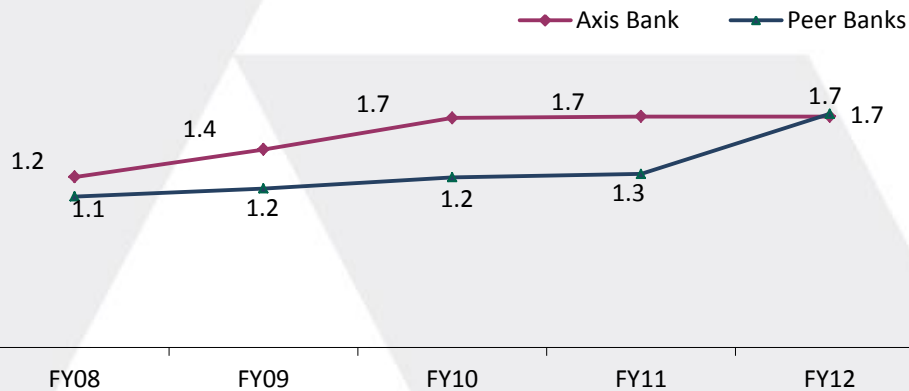
Asset growth (%)



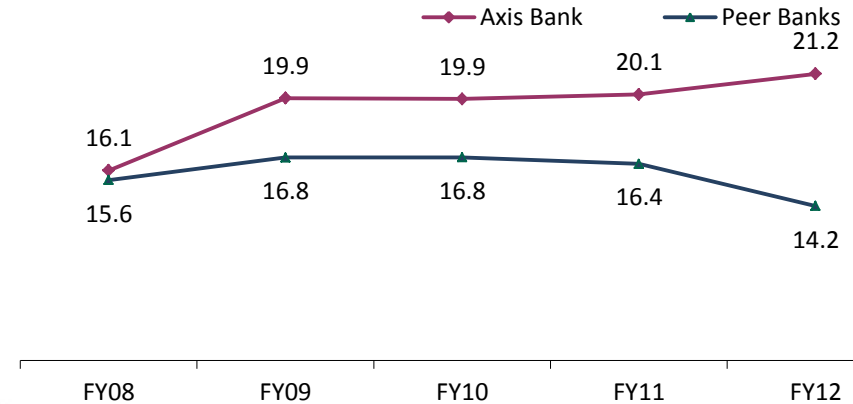
PAT growth (%)



RoA (%)



RoE (%)



Source : Capitaline

Peer banks : BOB, HDFC Bank, ICICI, PNB and SBI

* Weighted average based on BS size



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