



Aiming at Balanced Growth

May 2012



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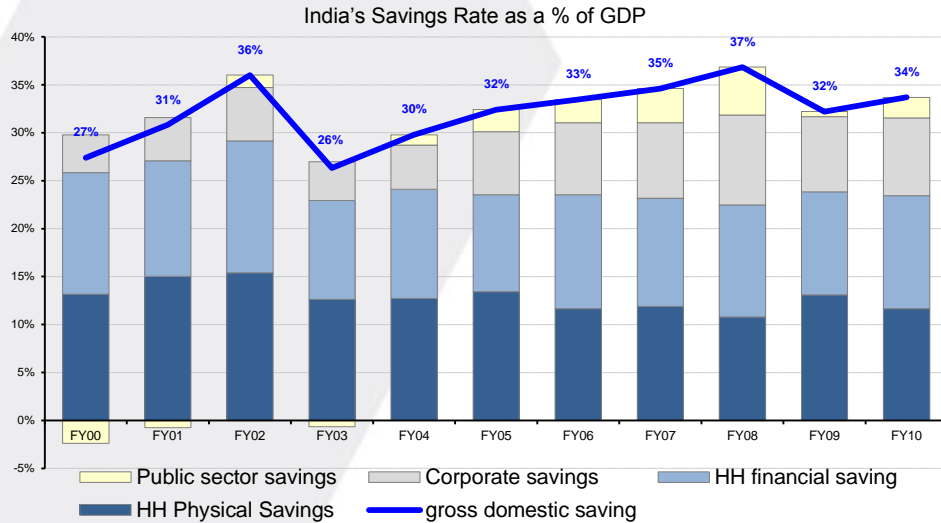
Key Macro Trends

Business Model & Strategy

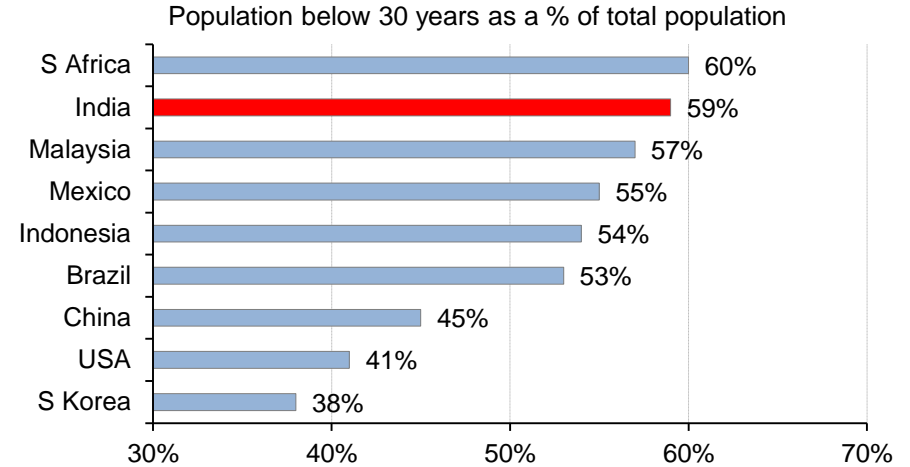
Financial Snapshot

India Opportunity

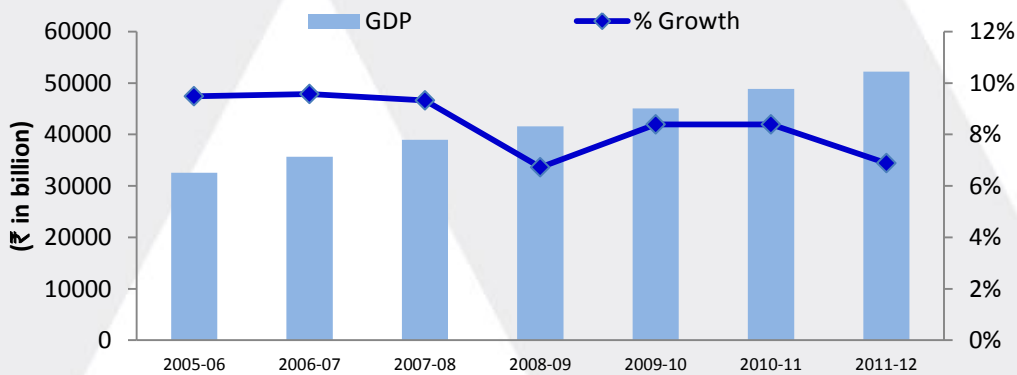
High Savings rate



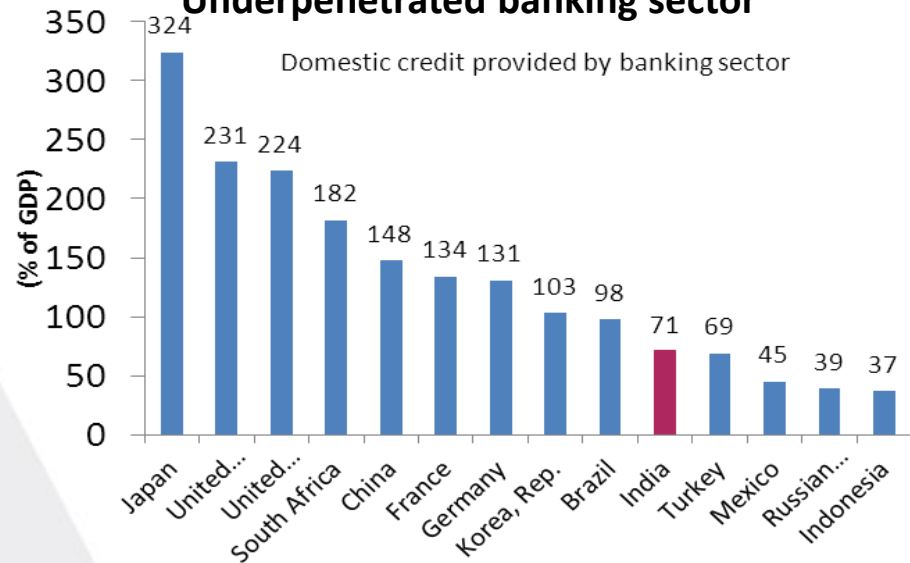
Favourable demographics



Robust GDP growth

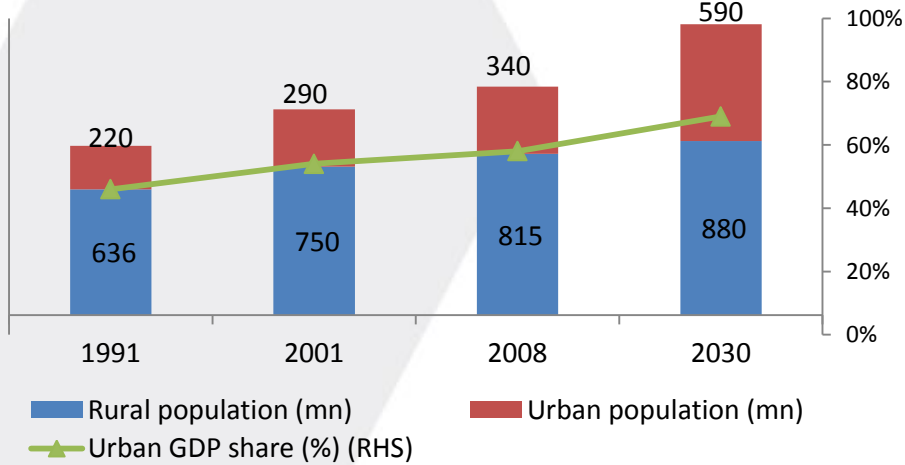


Underpenetrated banking sector

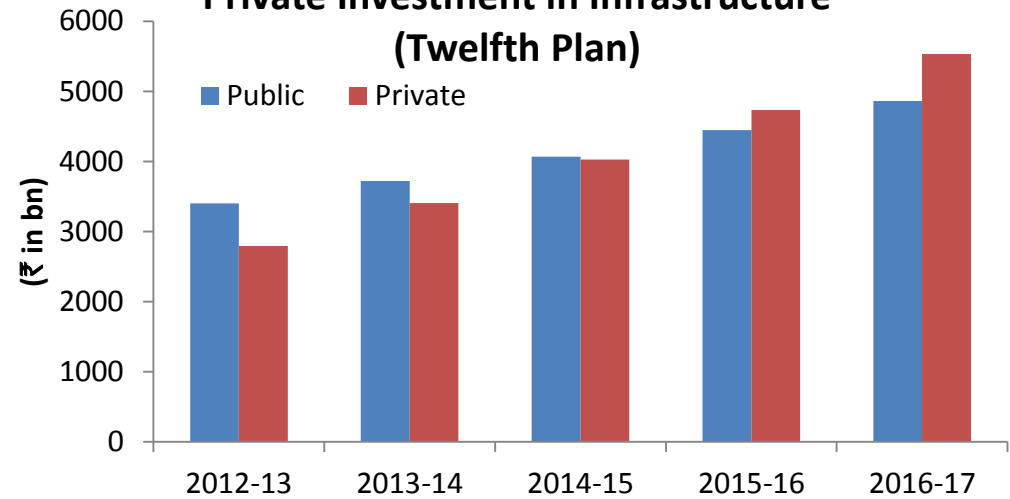


Key Opportunities for Banking Sector

Rapid urbanisation

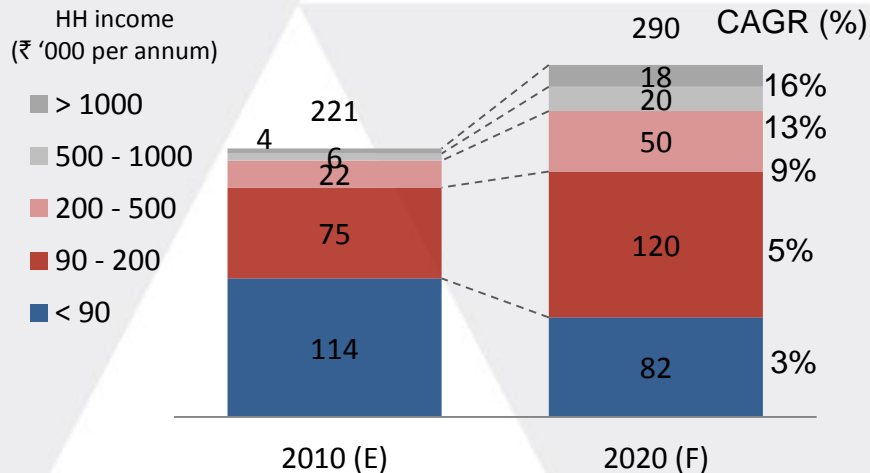


Private Investment in Infrastructure (Twelfth Plan)

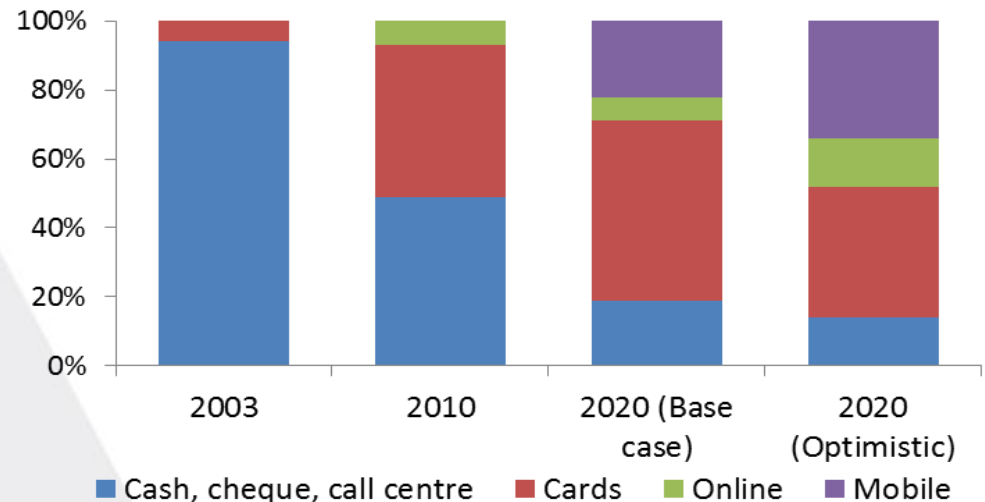


Growing prosperity

Distribution of households (mn) by income categories



Transformation of payments landscape



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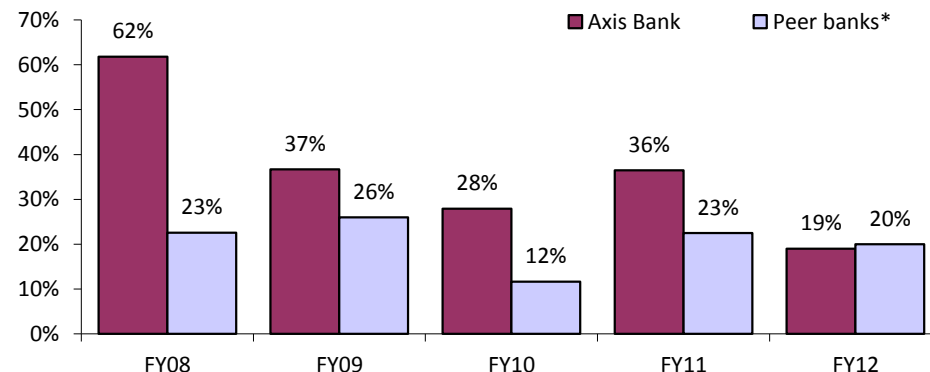
Axis Bank Overview

→ India's 3rd Largest Private Sector Bank

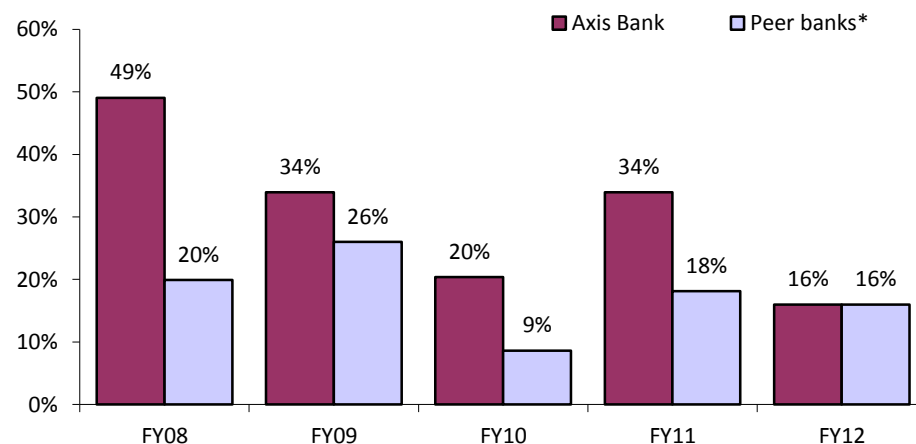
- ▶ Assets of over ₹ 2,856 bn, Net Worth of ₹ 218 bn
- ▶ Assets and Net Profits 5 year CAGR of ~31% and ~45%
- ▶ CAR of 13.66% with Tier I at 9.45% as on 31st Mar, 2012
- ▶ 8000+ corporate clients, ~12 mn Saving Accounts
- ▶ 1,622 branches in India with Overseas presence in UK, UAE, Hong Kong, Singapore, Shanghai and Colombo
- ▶ Widely held and professionally managed Bank

Business Indicators	AXIS	Peer Banks		
		Avg.	Min	Max
Business Size (₹ bn)	3,899	8,468	4,421	19,373
Tier-1 capital	9.5%	10.8%	9.3%	12.7%
RoA	1.7%	1.3%	0.9%	1.8%
RoE	21.2%	16.1%	11.1%	19.0%
Net NPA	0.25%	0.94%	0.20%	1.82

Advances growth (%)

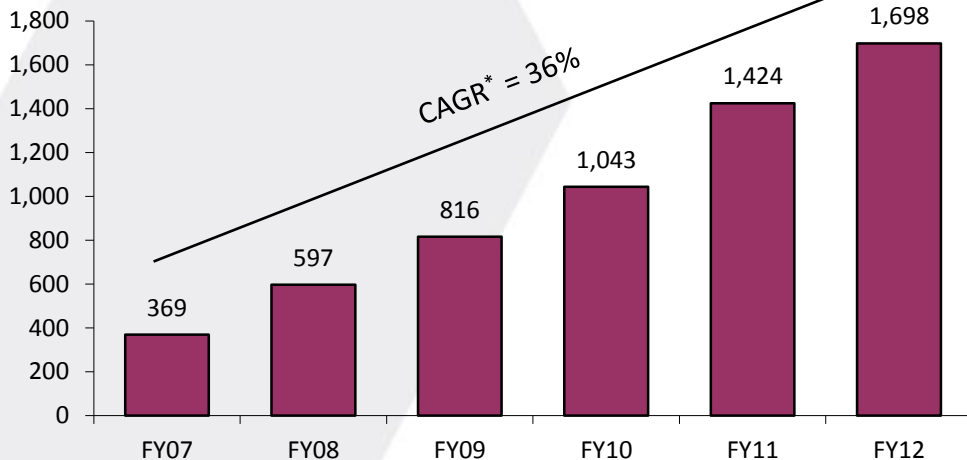


Deposit Growth (%)

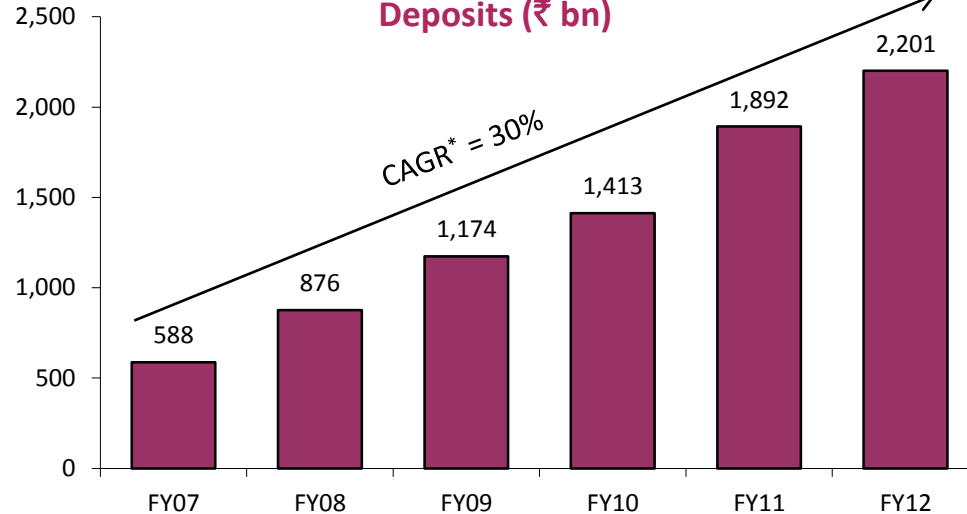


Consistent Growth Across Business Indicators

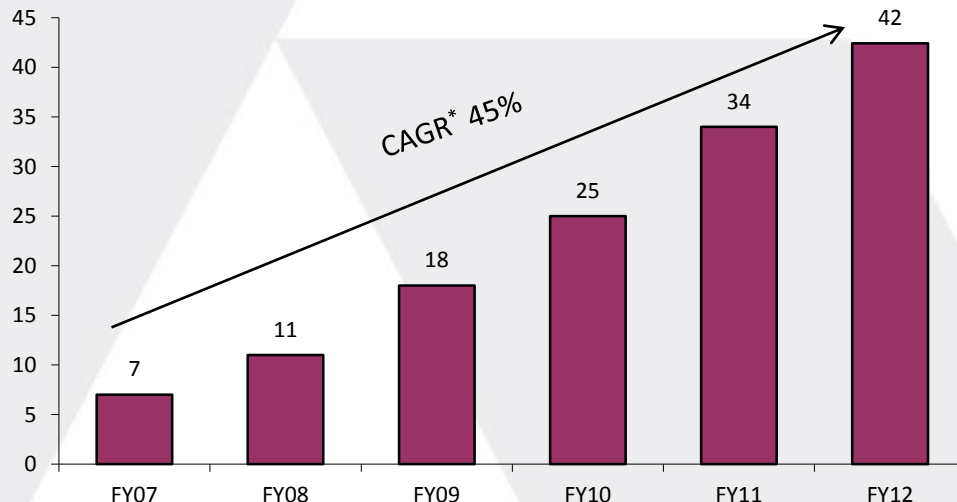
Advances (₹ bn)



Deposits (₹ bn)



Net Profits (₹ bn)

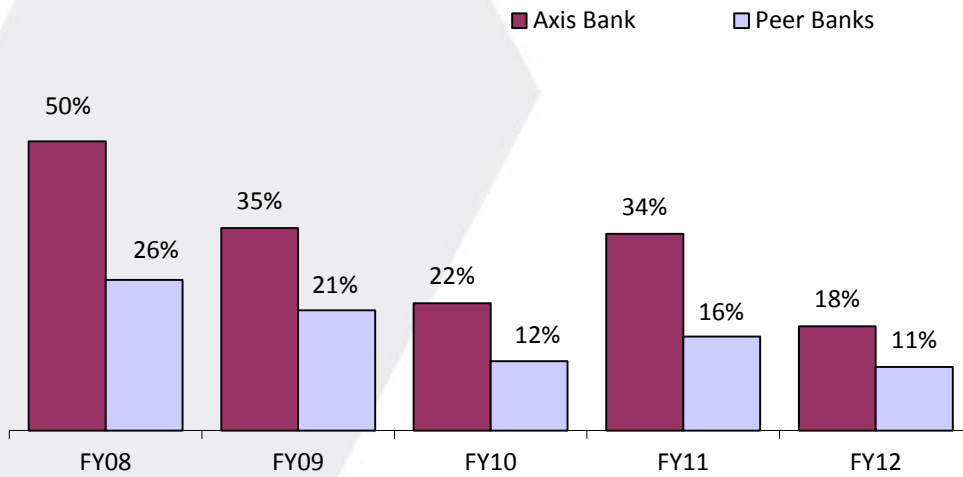


Growing Pan India Presence

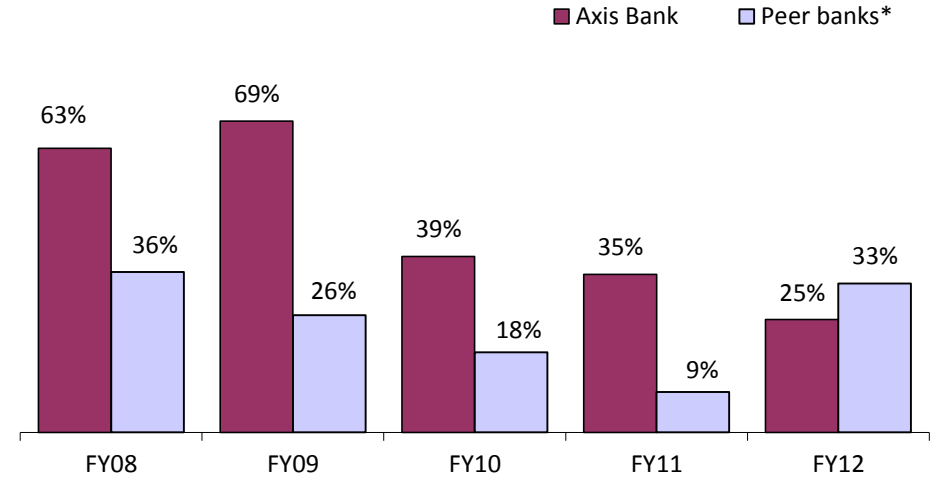
Particulars	FY07	FY08	FY09	FY10	FY11	FY12
Branches + Ext. counters	544	644	792	983	1,390	1,622
ATMs	2,341	2,764	3,595	4,293	6,270	9,924
Centers Covered	332	405	515	643	921	1,050

Superior Track Record of Growth and Profitability

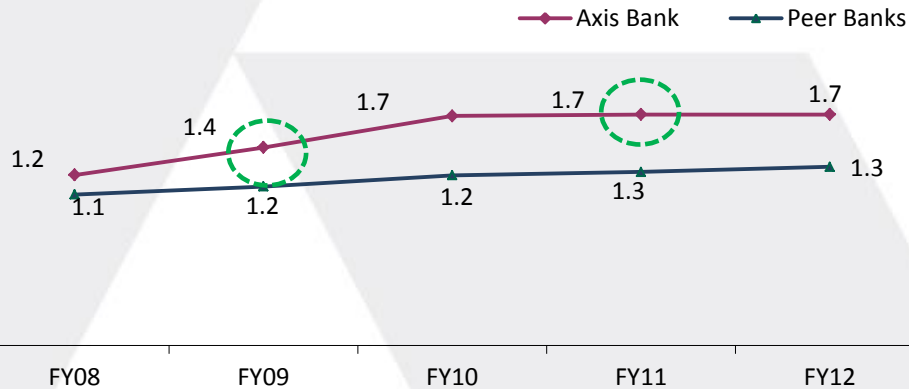
Asset growth (%)



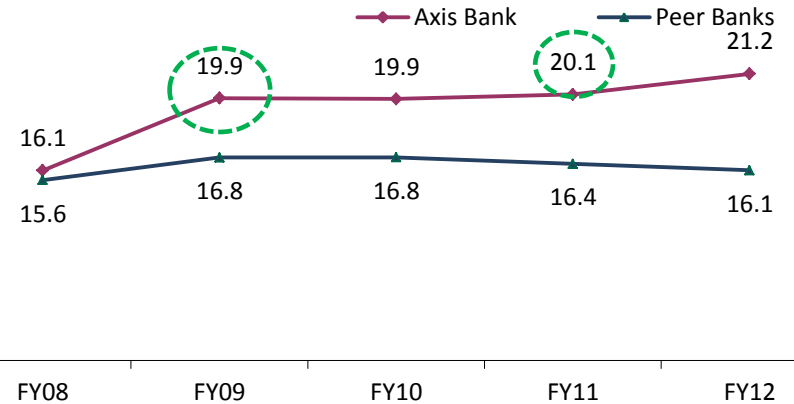
PAT growth (%)



RoA (%)



RoE (%)



 Indicates fund raising done by Axis Bank

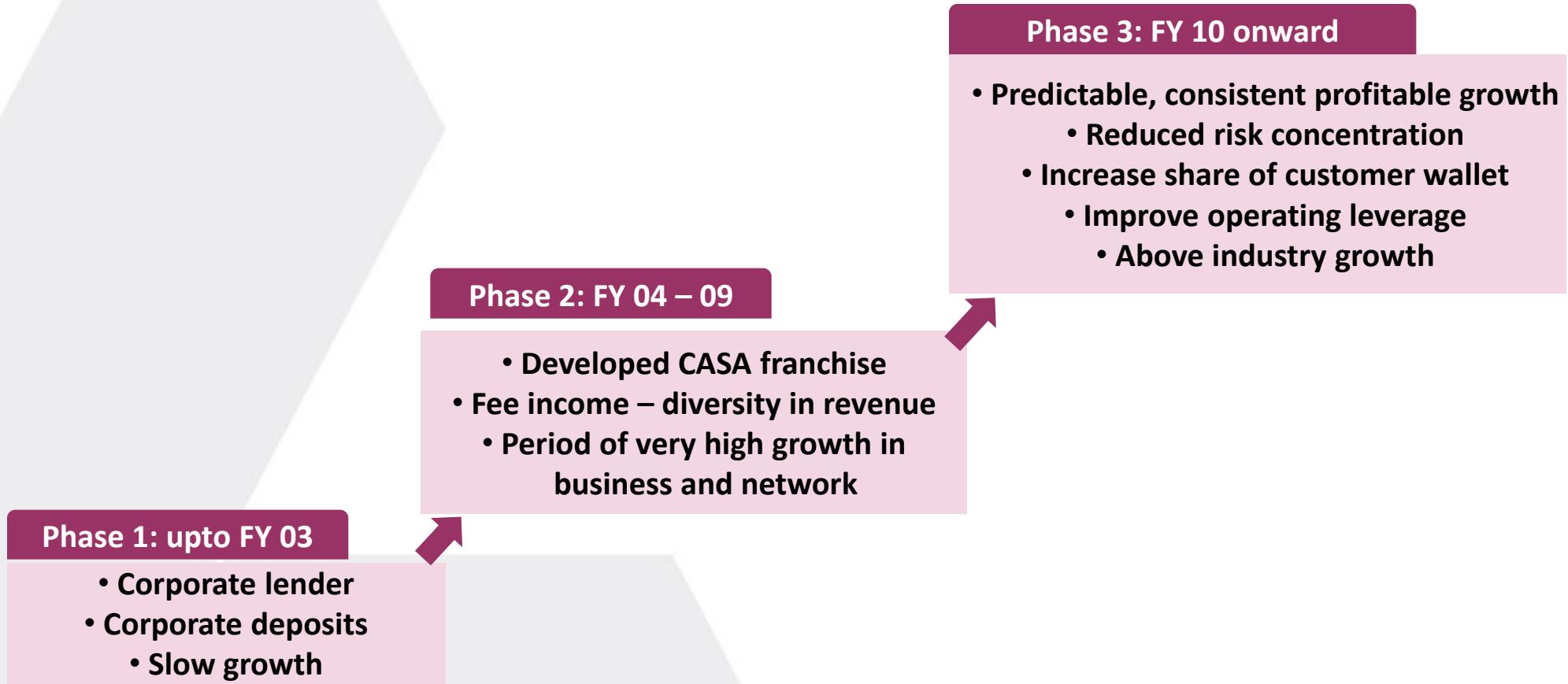
Source : Capitaline

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

* Weighted average based on BS size



Evolution of Axis Bank's Business Model



Particulars	FY03	FY 09	FY 12
Balance sheet size (₹ bn)	196	1,477	2,856
CASA as % of total deposits	23%	43%	42%
PAT (₹ bn)	1.9	18.2	42.4

Business Strategy Along 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

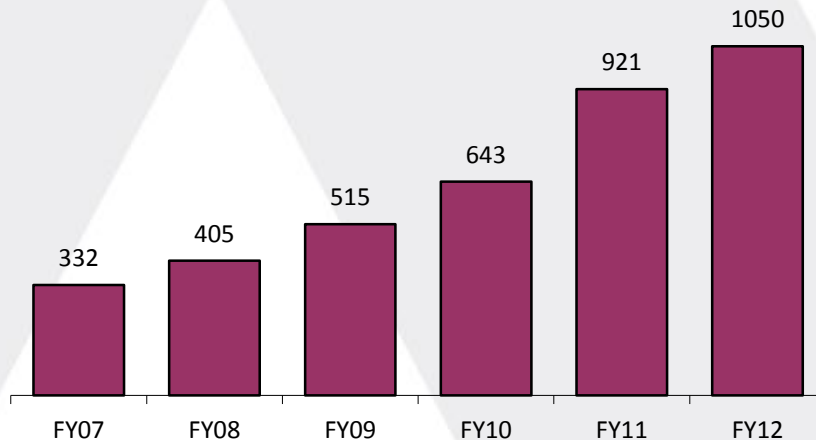
Capture end-to-end opportunities in *Payments* across customer segments

Strong product offering complemented by a Pan-India distribution channel...

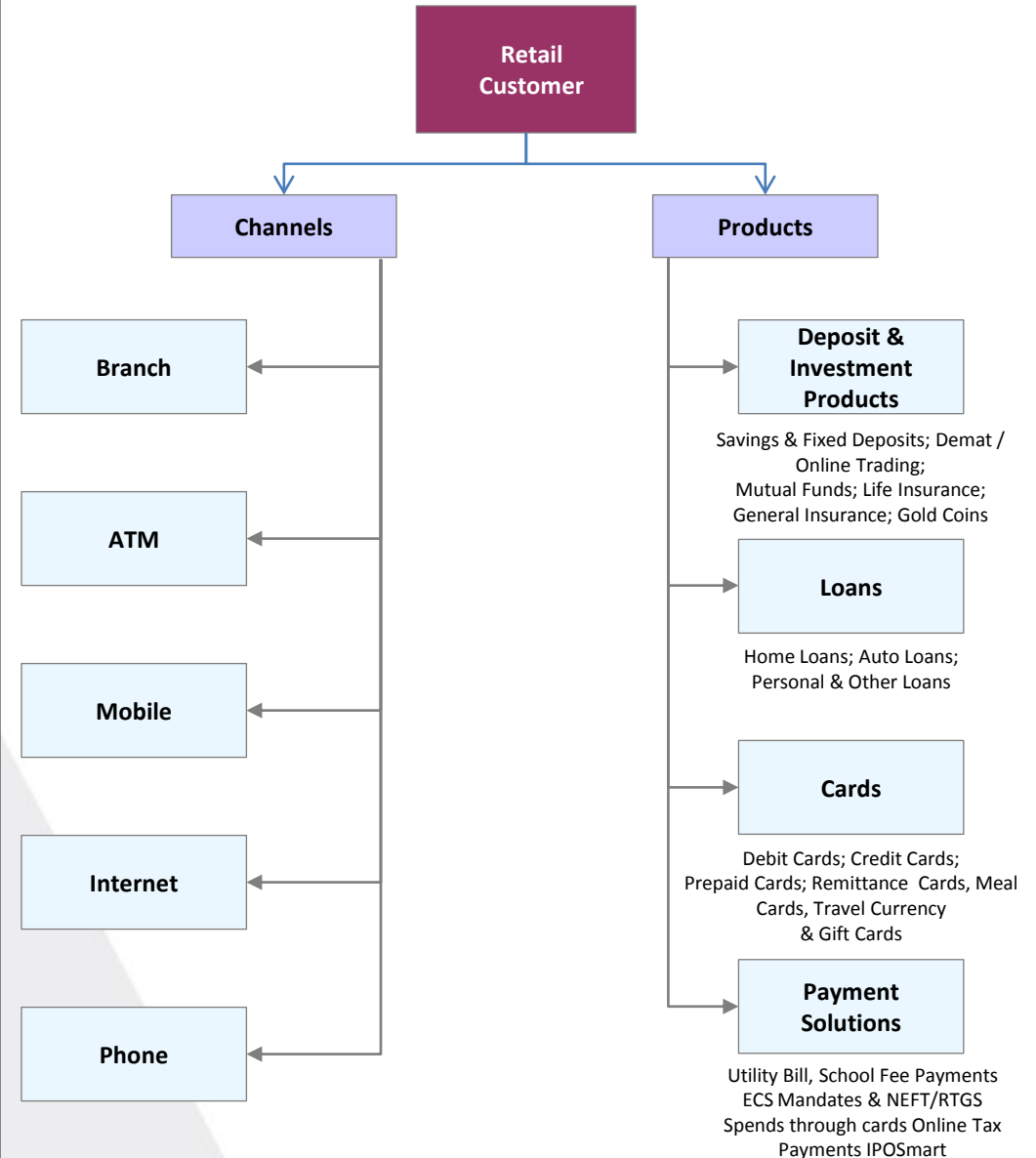
Branches & Extension counters

	Metro	Urban	Semi-urban	Rural	Total Branches
Mar'08	34%	41%	21%	4%	644
Mar'09	31%	40%	23%	6%	792
Mar'10	29%	38%	26%	7%	983
Mar'11	27%	33%	32%	8%	1390
Mar'12	28%	30%	32%	10%	1,622

Increasing Presence - Centers covered

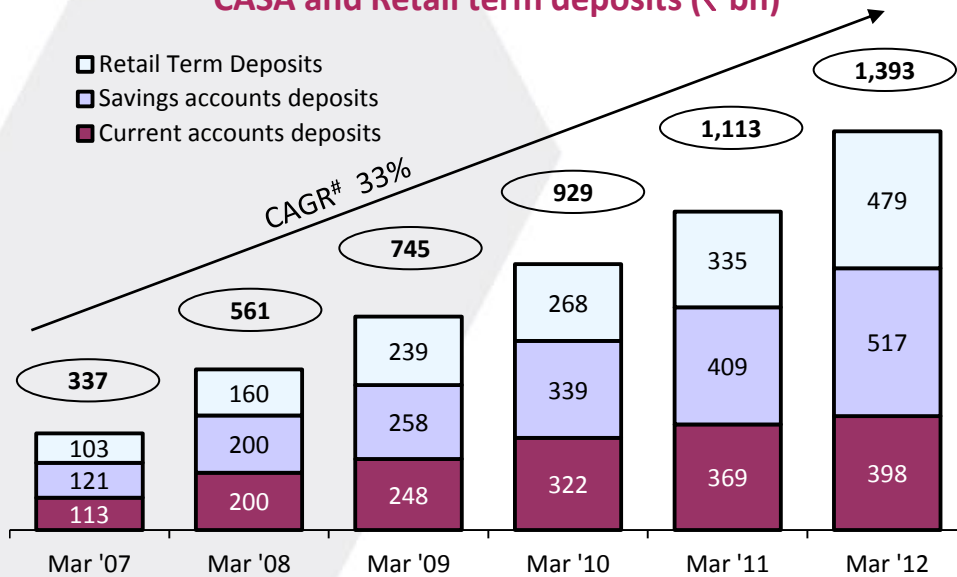


Multi-channel Pan-India Presence with a Full Suite of Products

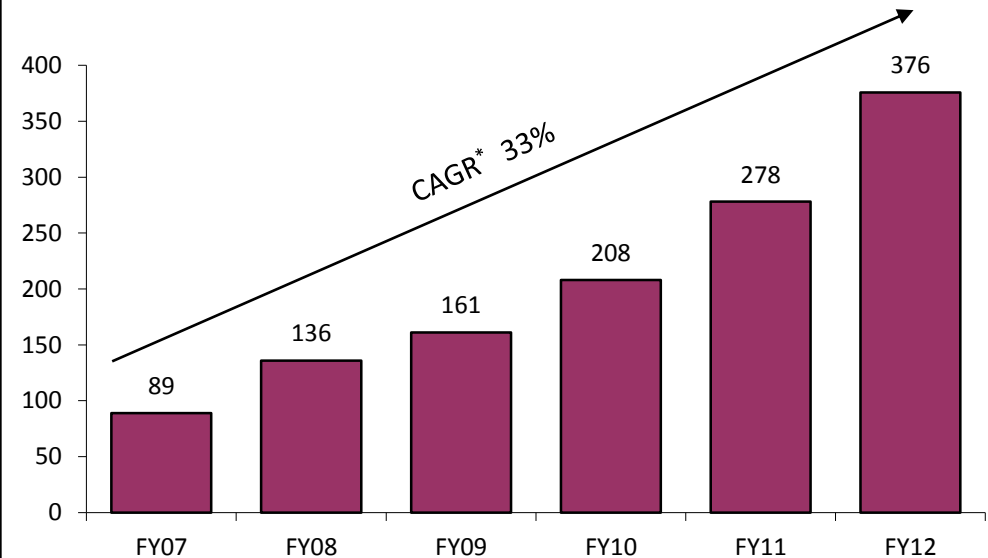


...culminating in a strong retail franchise

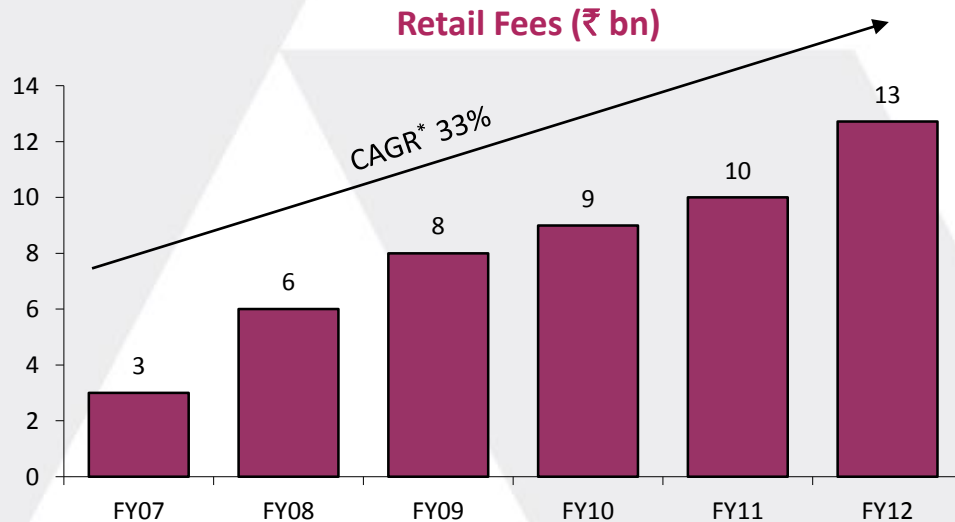
CASA and Retail term deposits (₹ bn)



Retail Advances Portfolio (₹ bn)



Retail Fees (₹ bn)



Number of Saving Accounts (in mn)

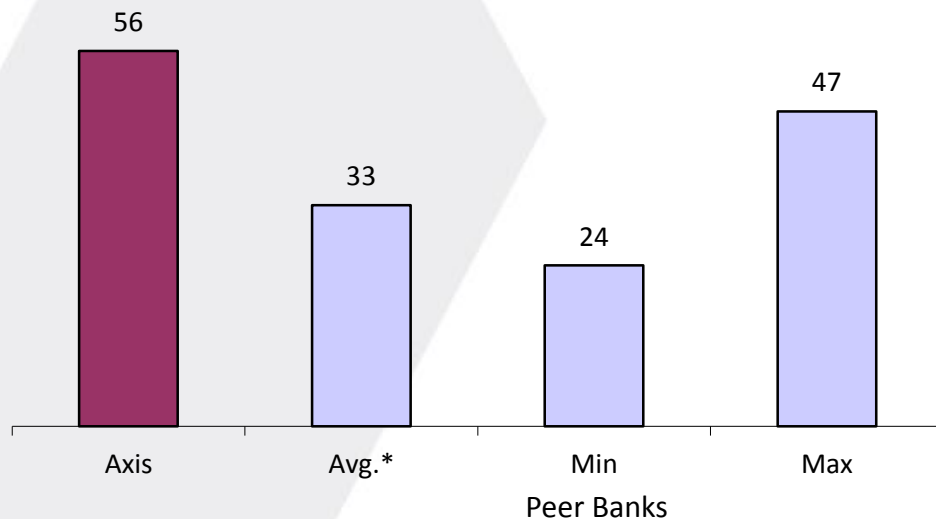
Period	SB Accounts
31 Mar-07	4.7
31 Mar-08	6.2
31 Mar-09	7.6
31 Mar-10	8.1
31 Mar-11	9.4
31 Mar-12	11.9



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

Stable retail funding mix & thrust on secured retail assets

CASA/Branch higher than peers (₹ crores)

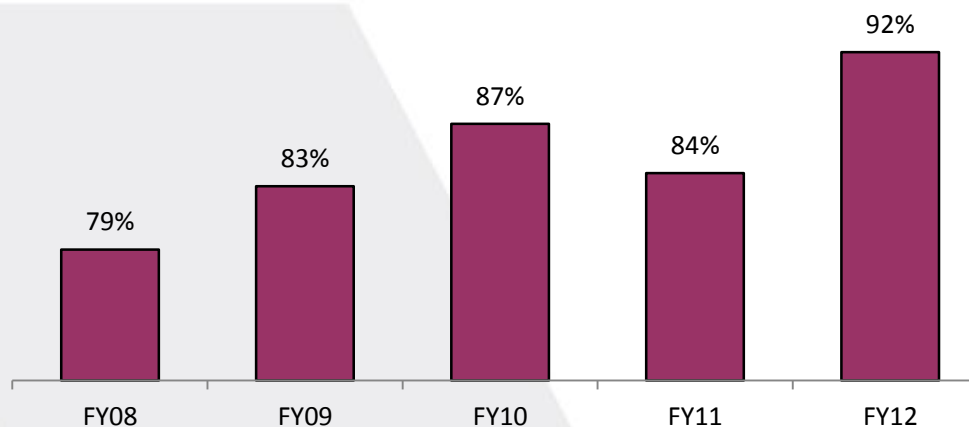


Composition of deposits

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%

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

Secured Retail Advances as % of Total Retail Advances



Recognition for High Quality Customer Service

Hindustan Times – MARS Banking Satisfaction study 2010



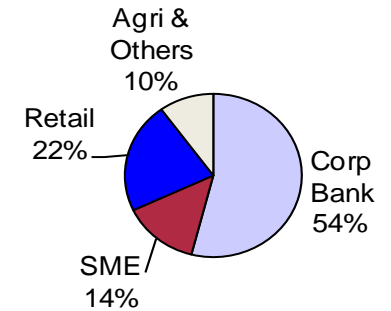
This independent survey covered 18 Cities and 9,486 bank account holders across India

Corporate Bank : Originate and Distribute Model

End to End Infrastructure Player



Corporate Banking: A key driver of overall bank performance

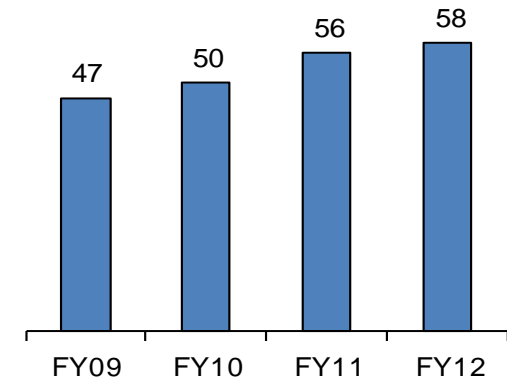
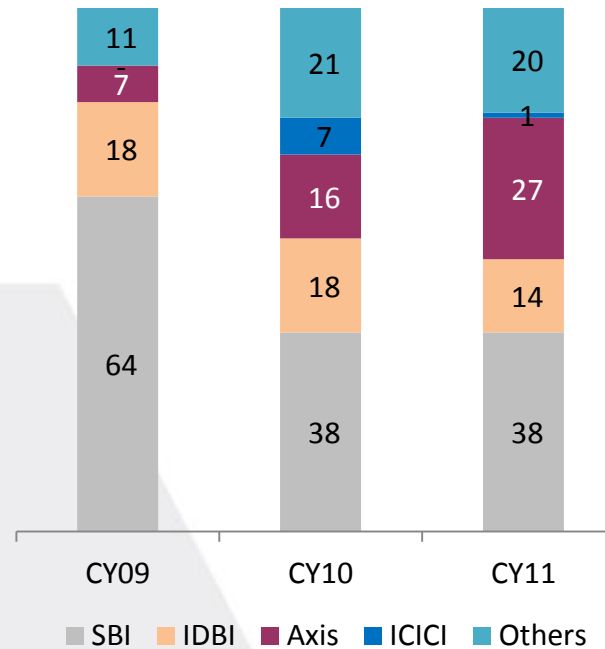


Debt Private Placement League Table

Loan syndication market share (%)

CB share (%) in aggregate loans – FY12

Institution	Rank (CY11 YTD)	Rank (CY10)	Rank (CY09)
Axis Bank	1	1	1
ICICI Bank	2	2	10
I-Sec Primary	3	5	4
Citi	4	12	9
KMCC	5	11	8



CB share (%) in fees – FY'12

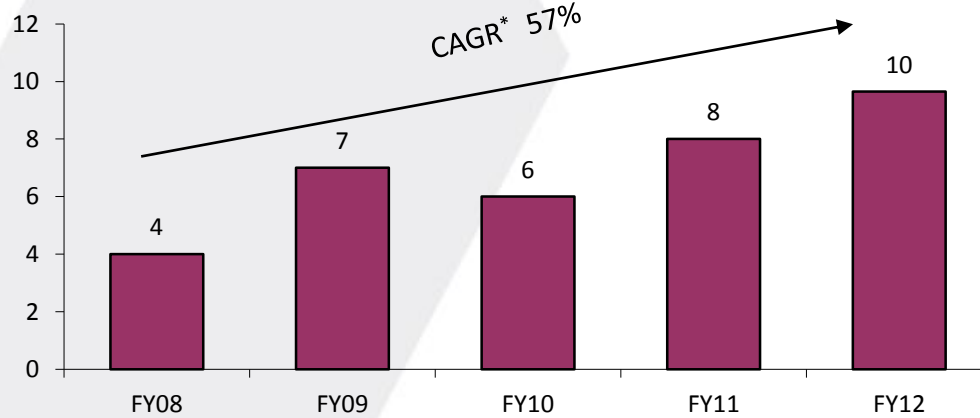
Source: Bloomberg



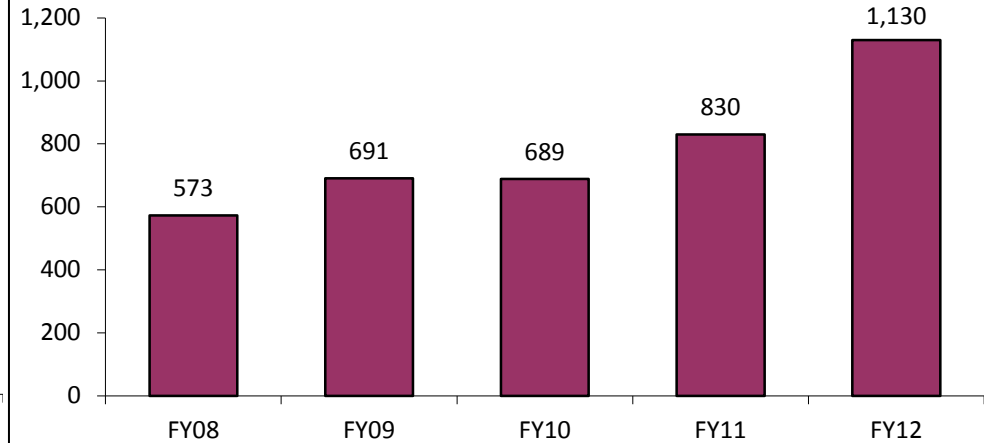
Source: Research Reports, Company Results

Strong Treasury enhancing Syndication capabilities

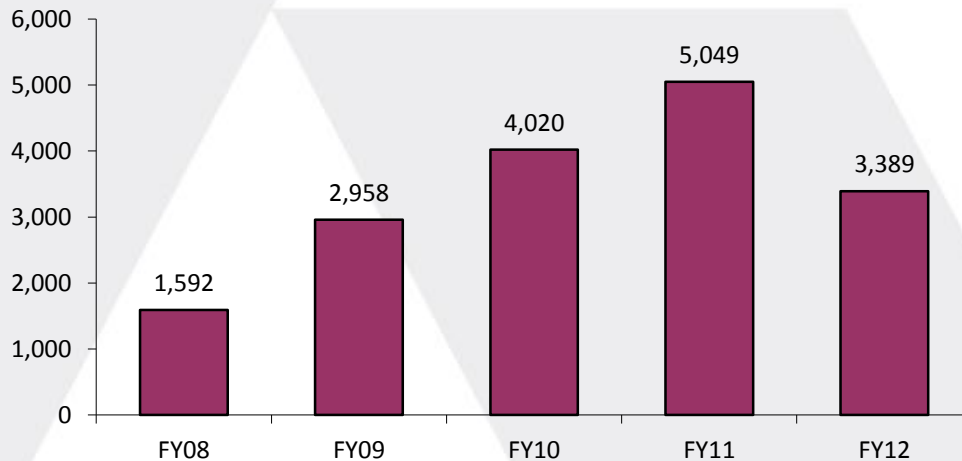
Treasury & Cap Markets Fees (₹ bn)



Placement & Syndications (₹ bn) (Debtures / Bonds)



Forex Turnover (₹ bn)



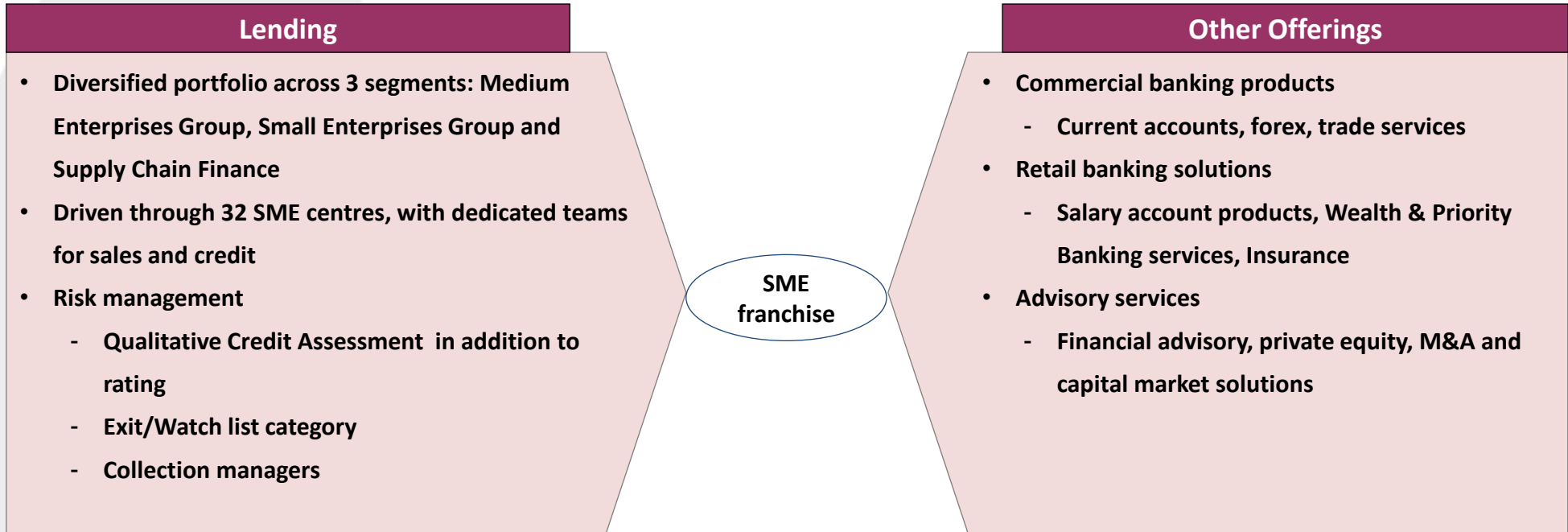
Placement & Syndications (Debtures / Bonds)

- A dominant player in placement and syndication of debt issues
- Ranked No.1 Debt Arranger by Bloomberg for CY 2011

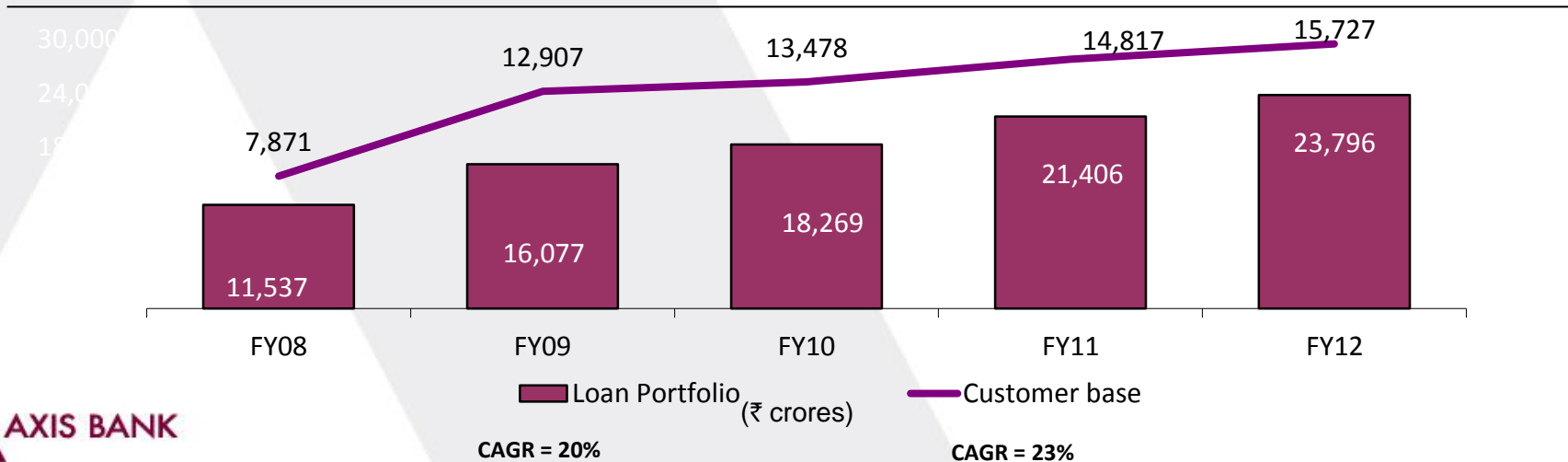
Recent Awards:

- Banker Magazine: Bank of the year – India; 2011
- Asia Money: Best Domestic Debt House – India; 2011
- Euromoney: Best Debt House - India; 2011
- Finance Asia: Best Bond House – India; 2011

Full-service Offering to SME Customers

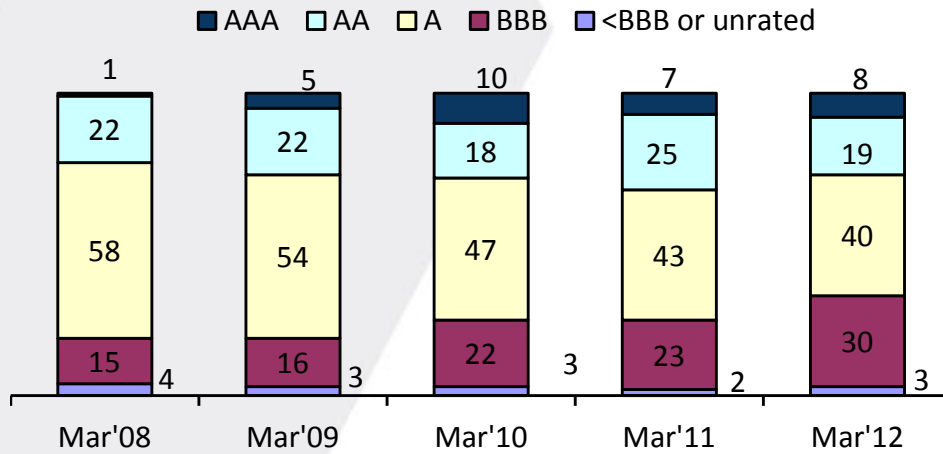


Growth in SME Loan portfolio and customer base

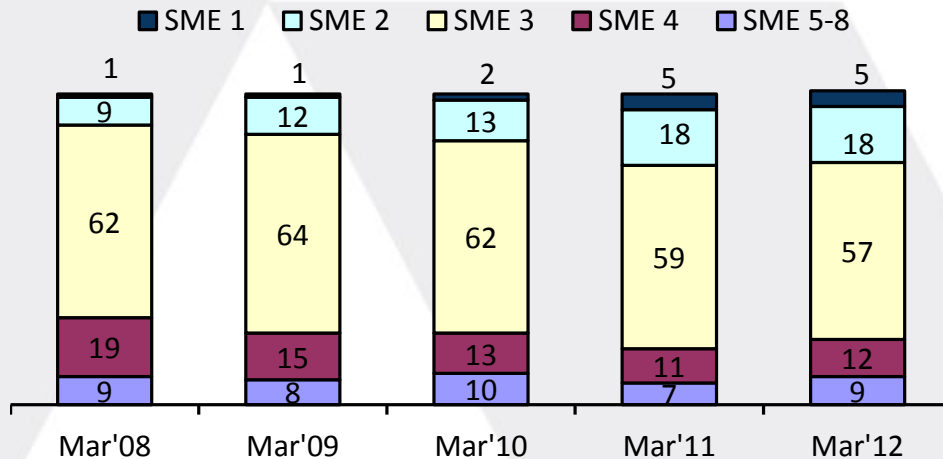


Credit Profile

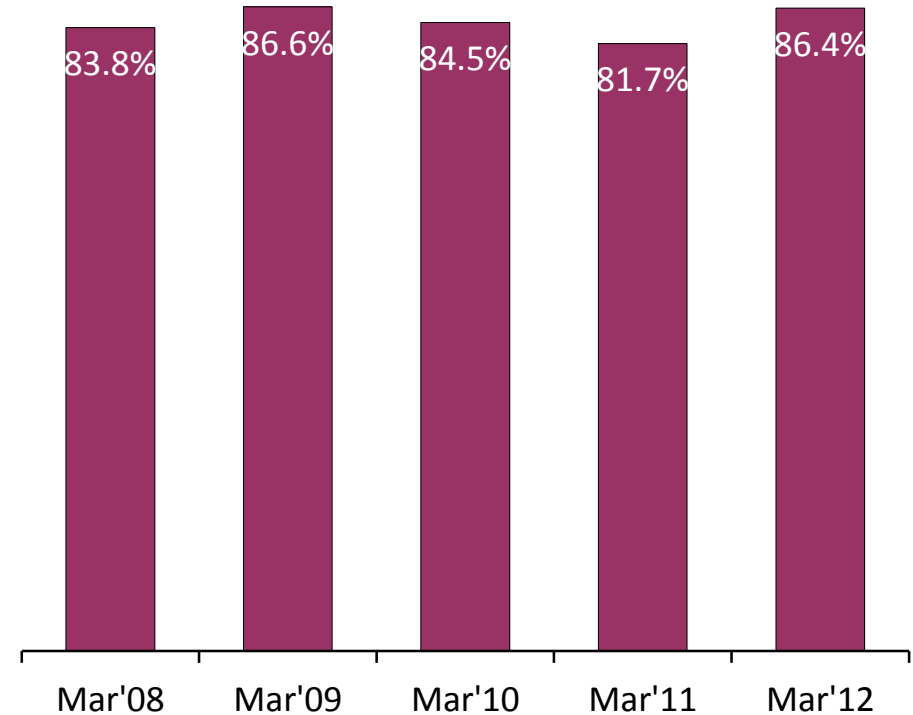
Rating distribution of Large and Mid-corporate Loans¹ (%)



Rating distribution of SME loans¹ (%)

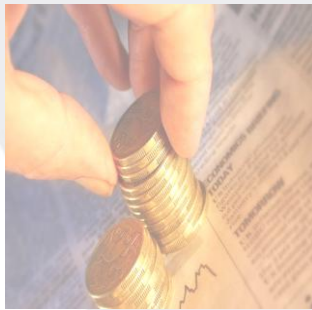


Secured loans as a % of Total Aggregate Loans



Payments Solutions Across Government, Corporate and Business Segments

Continue to capture end to end payment opportunities across different customer segments



- Leading player in Electronic Benefit Transfer (EBT) through Smart Cards under IT Enabled FI Model
- Leading Bank in G2B e-Governance initiatives
- Amongst select set of Indian banks offering host-to-host transactional banking facility
- Amongst leading Banks in electronic payments
- Leading bank in Merchant Acquiring Business with installed base of more than 2 lac EDC Machines
- Synergies with current account franchise

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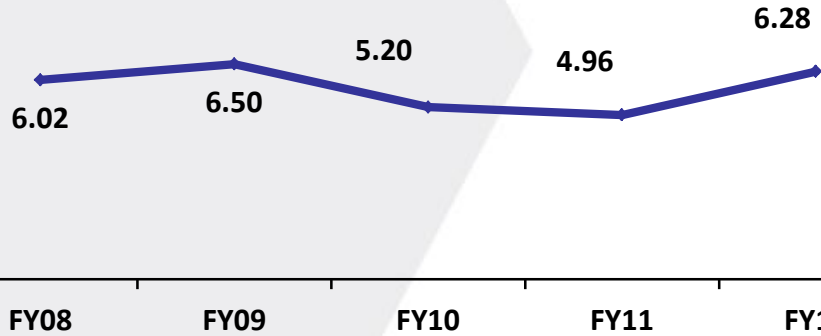
Key Macro Trends

Business Model

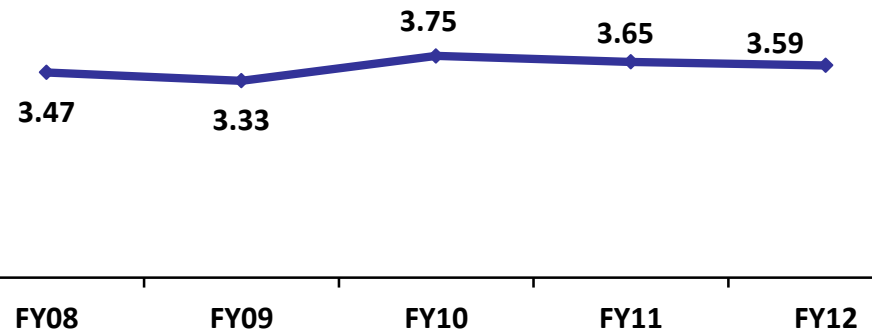
Financial Snapshot

Margins Driven by Low Cost Deposits

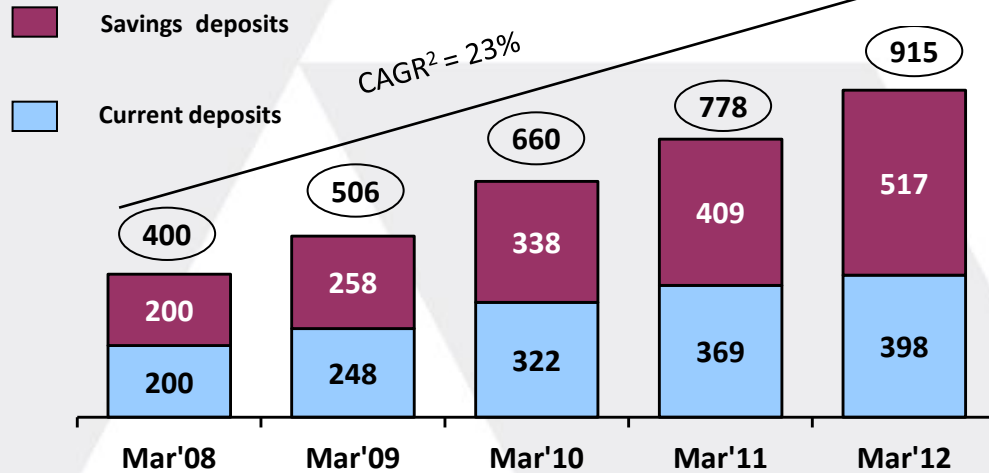
Cost of funds (%)



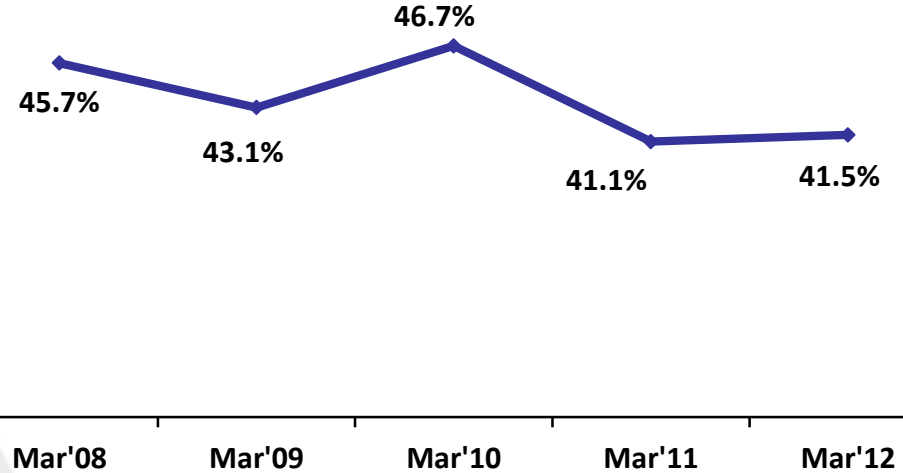
Net Interest Margin (%)



Current and Savings bank deposits (₹ bn)



Low cost deposits ratio¹

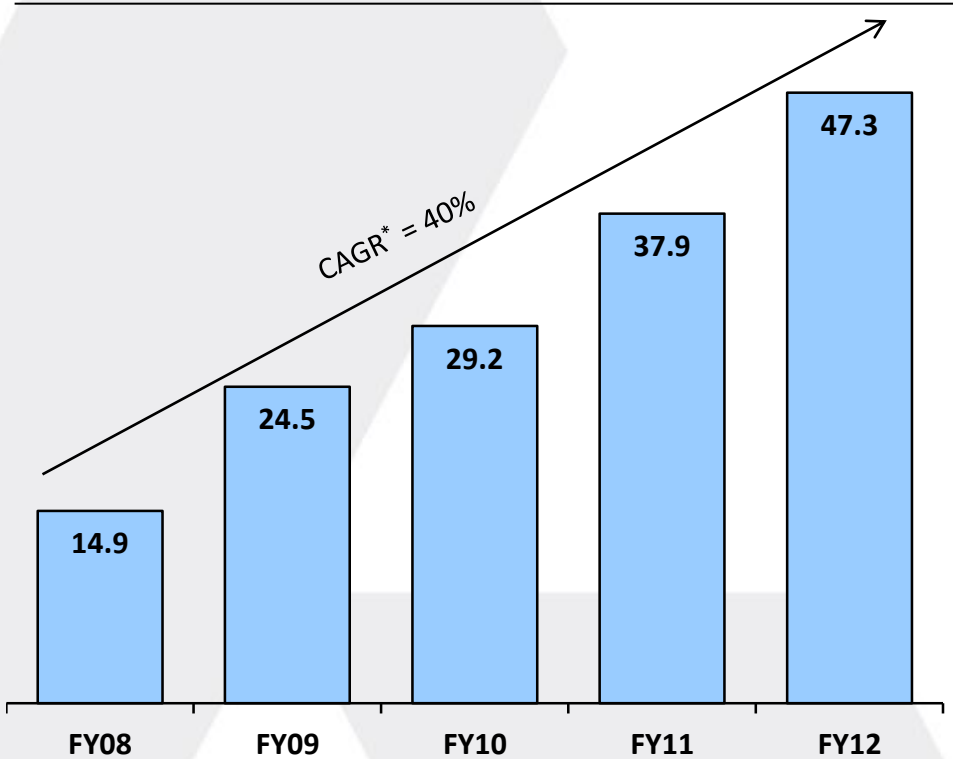


¹ Defined as the ratio of Current and Savings bank deposits to Total deposits

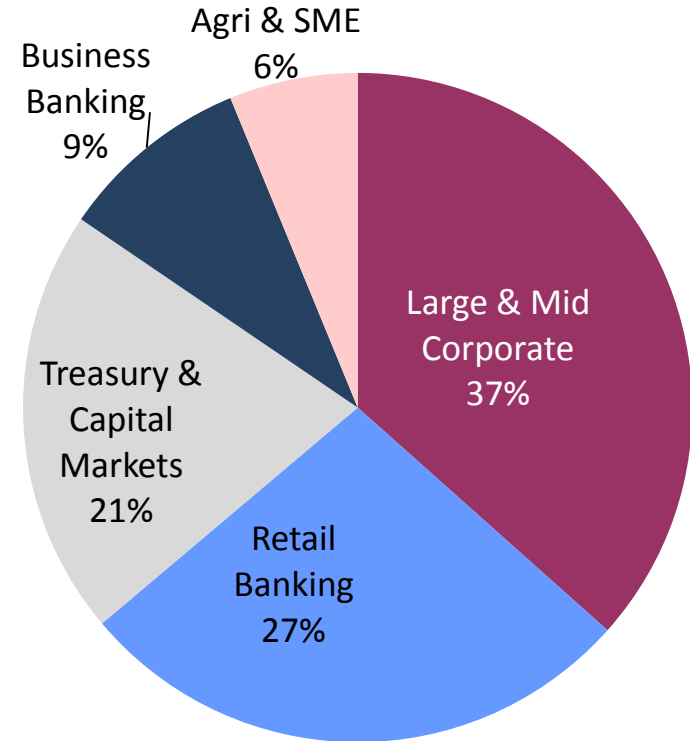
² Mar'08 to Mar'12 CAGR

Diversified Fee Income Franchise

Fee income (₹ bn)



Fee profile (FY12)



Fee Income as % of Operating Revenue

34.1% 37.2% 32.7% 33.9% 35.2%

Industry-wise Distribution

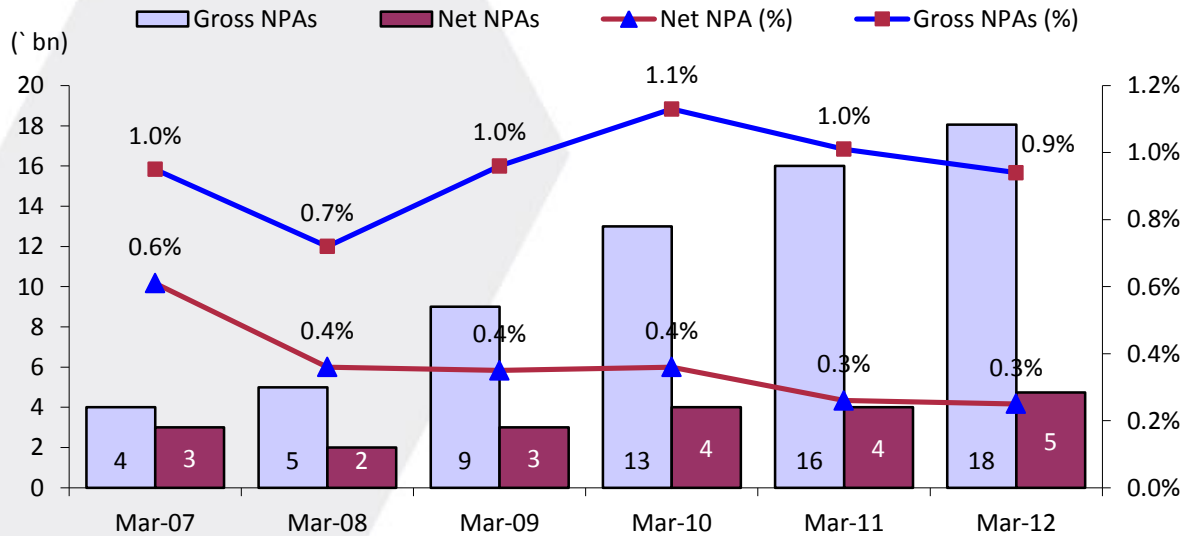
Rank	Sectors	Outstanding as on 31 st Mar 2012 (%)&		
		Total	Fund-based	Non-fund based
1.	Financial Companies**	11.16	12.72	8.10
2.	Power Generation	10.30	4.66	21.42
3.	Infrastructure Construction*	8.79	6.80	12.71
4.	Engineering & Electronics	6.24	3.35	11.94
5.	Metal & Metal Products	5.80	4.27	8.81
6.	Trade	3.76	3.24	4.78
7.	Food Processing	3.36	4.05	2.01
8.	Chemicals	2.67	1.80	4.38
9.	Shipping & Logistics	2.31	2.48	1.96
10.	Real estate	2.26	3.22	0.38

& Percentages stated above are on the total fund and non-fund based outstanding across all loan segments

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

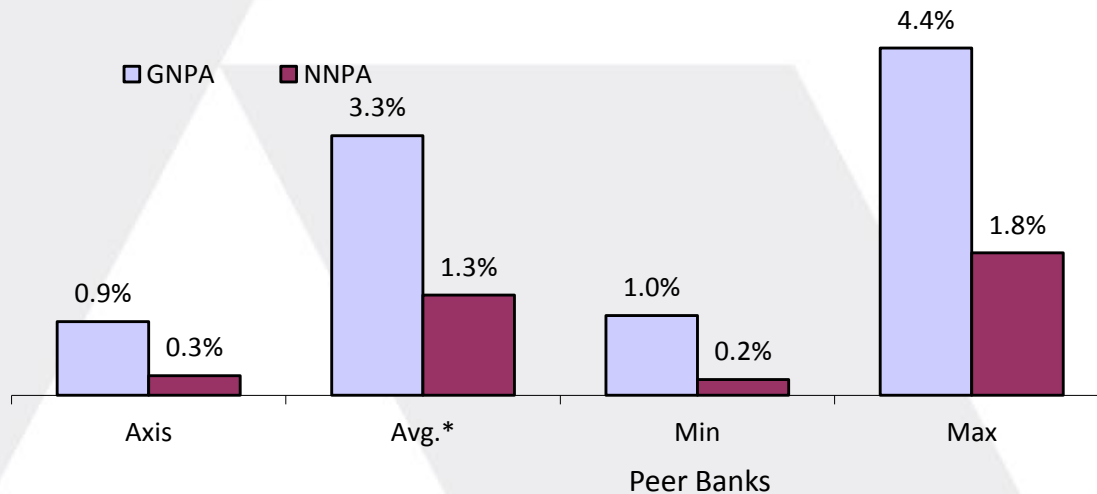
** Includes Housing Finance Companies and other NBFCs

Superior Risk Management and Strong Asset Quality



Net NPA as at year-end	
FY08	0.36%
FY09	0.35%
FY10	0.36%
FY11	0.26%
FY12	0.25%

NPAs: Axis vs Peers



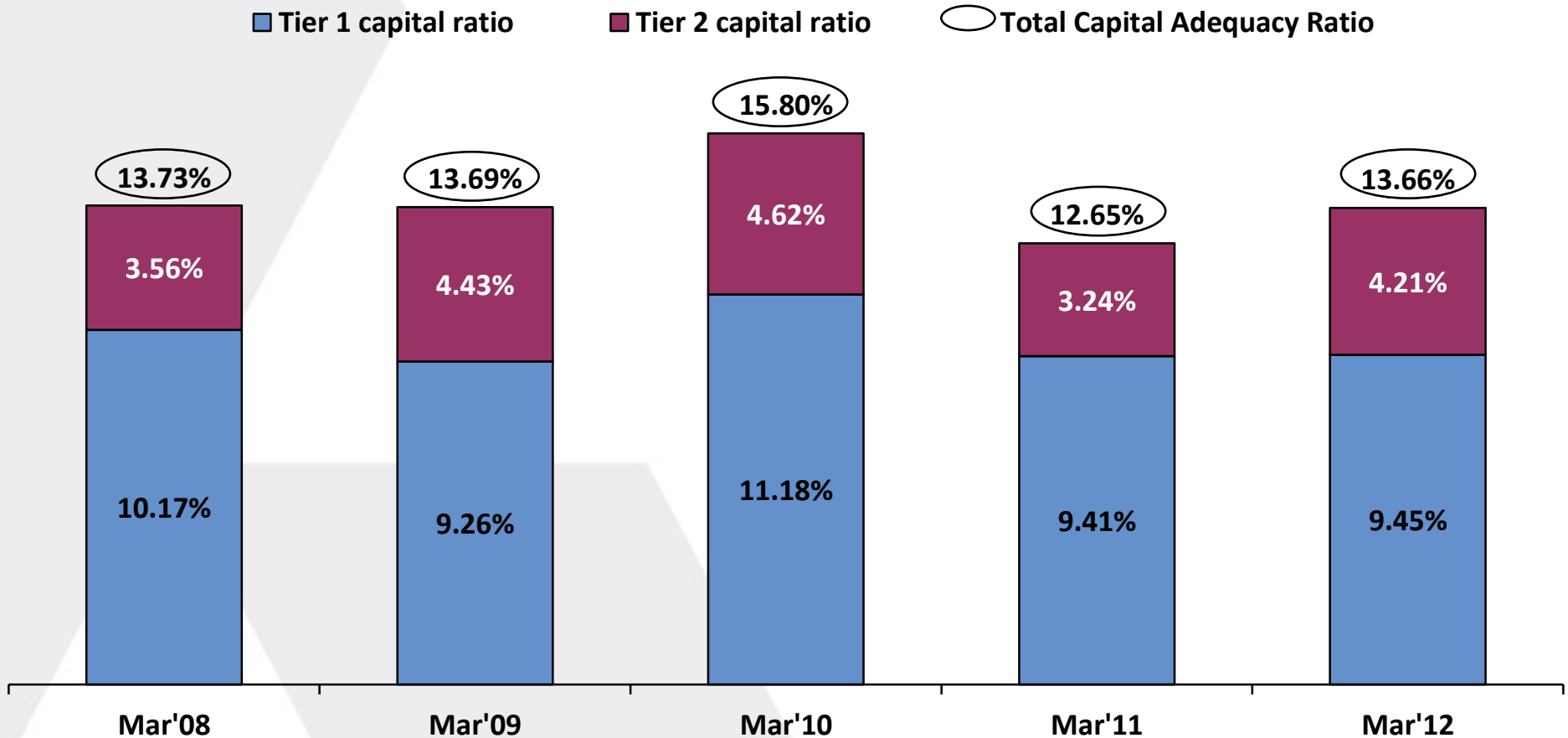
* Weighted average based on Advances
Peer banks : BOB, HDFC Bank, ICICI, PNB and SBI
Source: Company results

Restructured Assets

- Cumulative Restructured Assets: ₹ 31 bn (1.6% of gross customer assets) as on 31st Mar 2012 vs. ₹ 19 bn as on 31st Mar 2011
- Restructured assets of ₹ 13 bn added during FY12
- Loans amounting to ₹ 11.2 bn have a 2 years track-record of repayment

Capital Strength

Capital Adequacy Ratio (%)



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

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