

Investor Presentation

Annual Results FY17-18

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.

Investor Presentation - Annual Results FY17-18

- This investor presentation is being uploaded on the website of the Bank on 16th May 2018 post approval of consolidated financial results of the Bank for the year ended 31st March 2018
- This presentation includes slides on subsidiaries performance (Refer Slides 61 to 67)
- All other slides in this presentation are same as the slides contained in the investor presentation for Annual Results FY17-18 uploaded by the Bank on its website earlier on 26th April 2018 post declaration of the standalone financial results of the Bank for the year ended 31st March 2018

Major Highlights

- **Asset Quality recognition cycle nearing an end, Bank significantly accelerated NPA recognition in Q4**
 - Most of the corporate slippages (90%) in Q4 came from disclosed BB & Below book
 - New guidelines for Resolution of Stressed Assets drove recognition in restructured book
 - Accelerated recognition in the Bank's stressed Power sector loan book
 - Provision Coverage Ratio has been retained at high levels
- **Capital Adequacy Ratio (CAR) remains healthy to support future growth**
 - CET 1 ratio stood at 11.68%
- **Loan growth during the quarter was strong across all segments**
 - Retail, SME and Corporate loan book grew 23%, 19% and 12% YOY respectively
 - Retail and SME loans constituted 60% of total loans
- **Strong Retail franchise continues to deliver**
 - CASA grew 14% and constitutes 54% of the total deposits
 - Retail fees in FY18 grew 22% and constitutes almost 48% of the total fee income
 - Digital Payments continue to witness strong growth
- **P&L performance impacted by high slippages and resultant provisions**
 - Net interest income growth restricted by high slippages
 - Healthy PCR levels strengthen the balance sheet
- **Subsidiaries deliver steady performance**
 - Total subsidiaries' contribution to Bank's consolidated profit after tax stood at ₹180 crores

Key Metrics for Q4FY18 & FY18

All figures in ₹ Crores unless stated

Snapshot (As on March 31, 2018) (in ₹Crores)

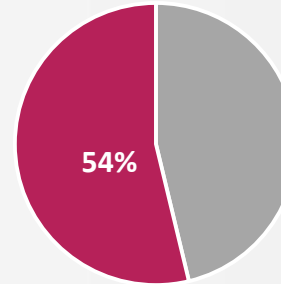
Total Assets	691,330
Net Advances	439,650
Total Deposits	453,623
Net Profit/(Loss) (Q4/FY18)	(2,189) / 276
Shareholders' Funds	63,445
Diluted EPS* (in ₹) (Q4/FY18)	(34.52) / 1.12
Book Value per share (in ₹)	247
ROA* (in %) (Q4/FY18)	(1.31) / 0.04
ROE* (in %) (Q4/FY18)	(15.28) / 0.53
Net NPA Ratio	3.40%
Basel III Tier I CAR	13.04%
Basel III Total CAR	16.57%
Branches ¹	3,703
International Presence ²	10
ATMs	13,814

¹ Includes extension counters

² Includes overseas subsidiary in UK

* Annualized

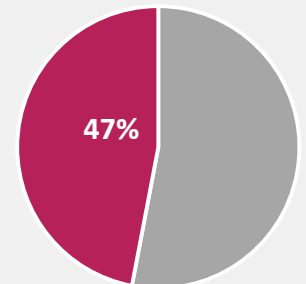
Deposits ↑ 9% YOY



■ CASA ↑ 18% YOY (CDAB*)
14% YOY (End balance)

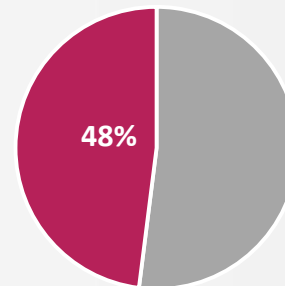
SA ↑ 16% YOY (CDAB*)
18% YOY (End balance)

Advances ↑ 18% YOY



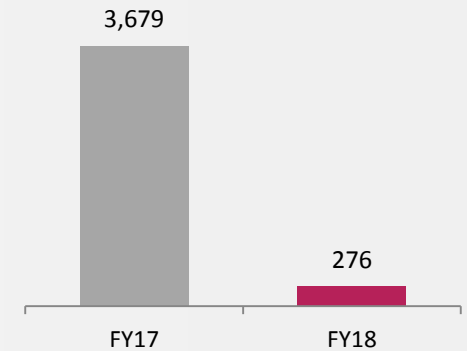
■ Retail Advances
↑ 23% YOY

Fee Income (FY18)
12% YOY ↑



■ Retail Fee Income
↑ 22% YOY

Net Profit
93% YOY ↓



*CDAB – Cumulative Daily Average Balance

Financial Highlights

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Business Segment performance

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Asset Quality

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Shareholder Returns and Capital Position

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Subsidiaries' Performance

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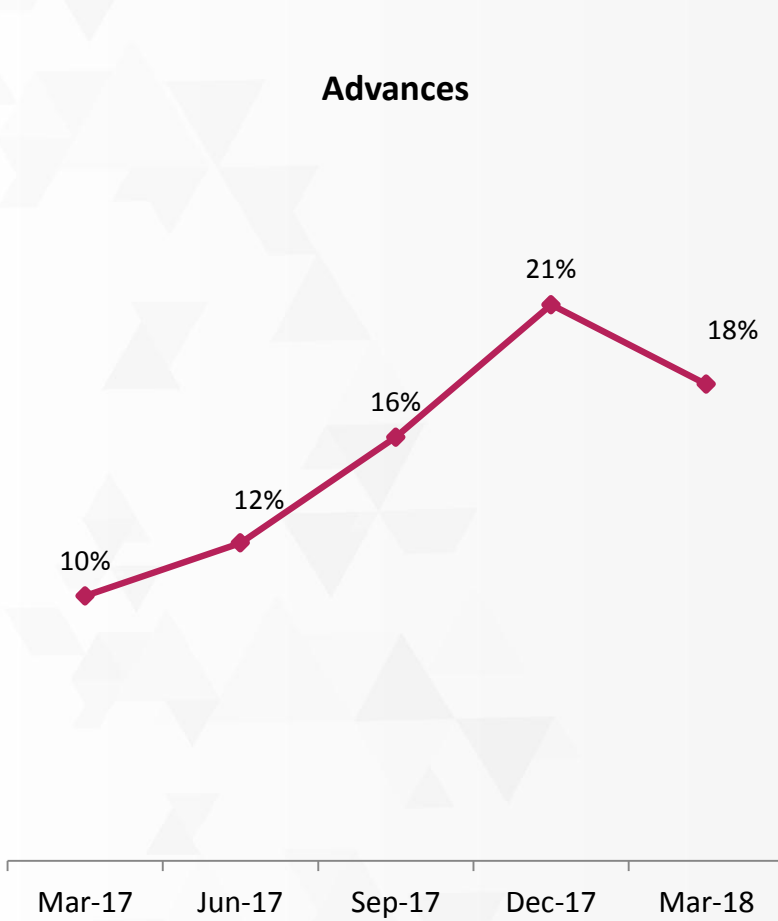
Other important information

68

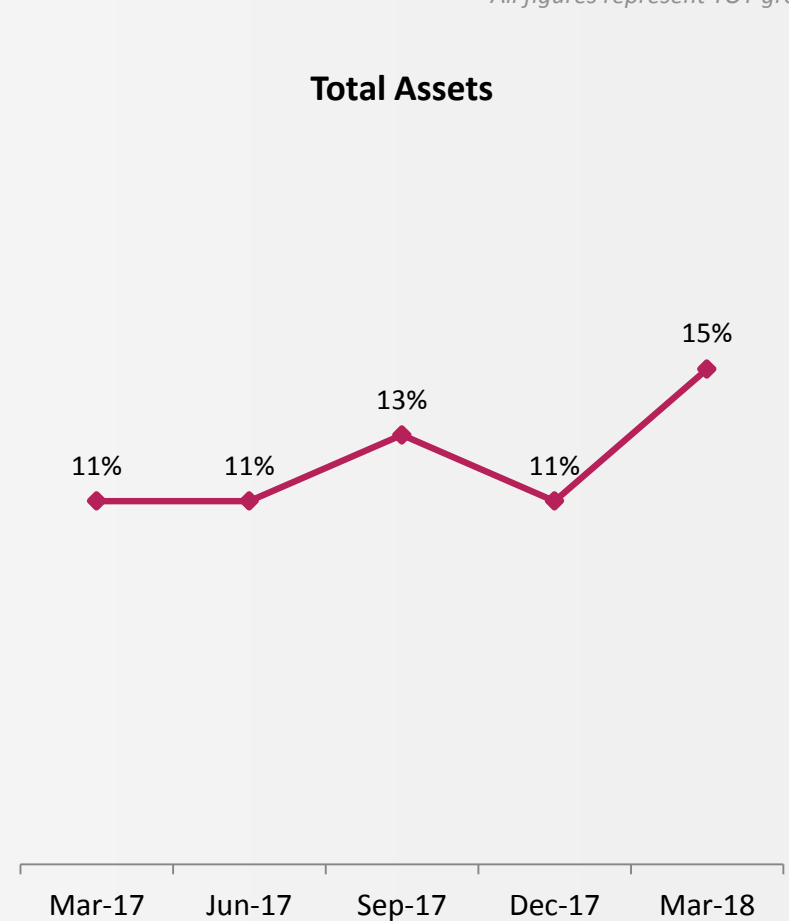
Loan growth momentum remains strong

All figures represent YOY growth

Advances



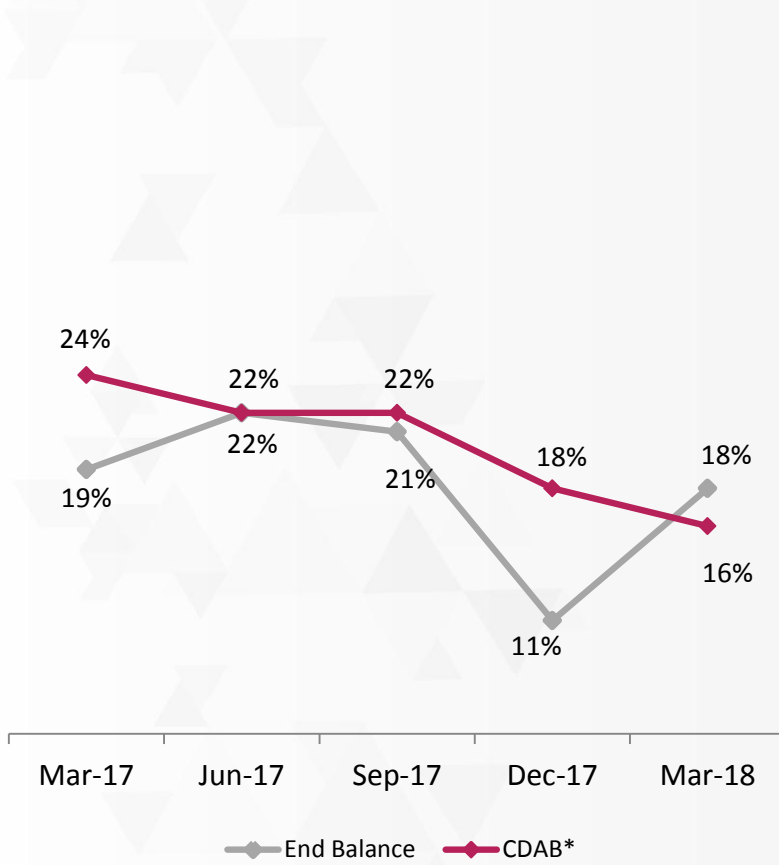
Total Assets



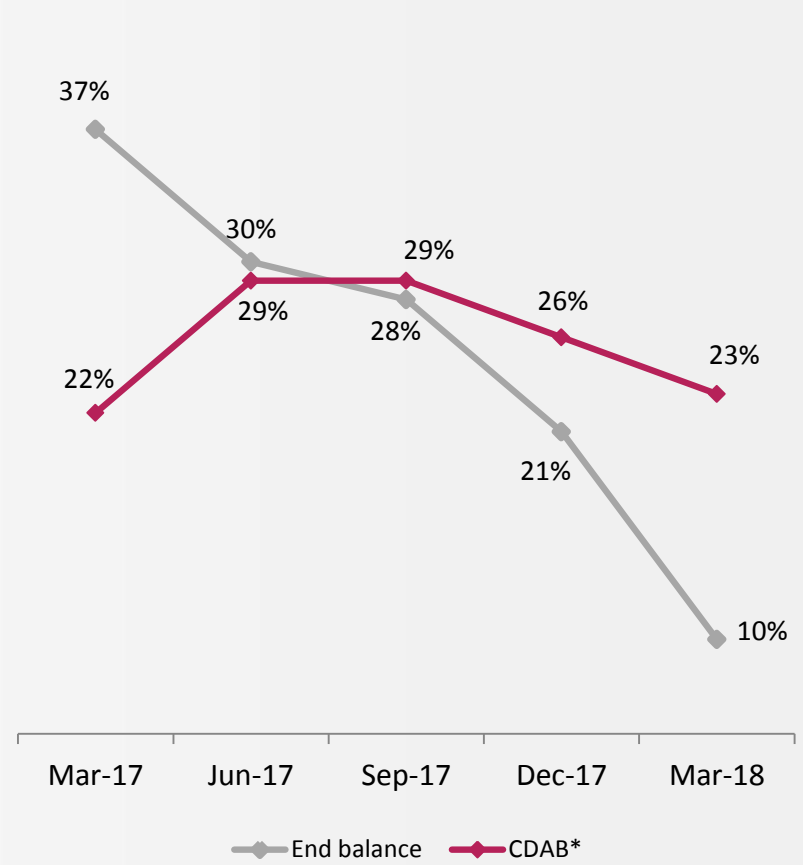
Low Cost Deposit growth remains healthy

All figures represent YOY growth

Savings Bank Deposits

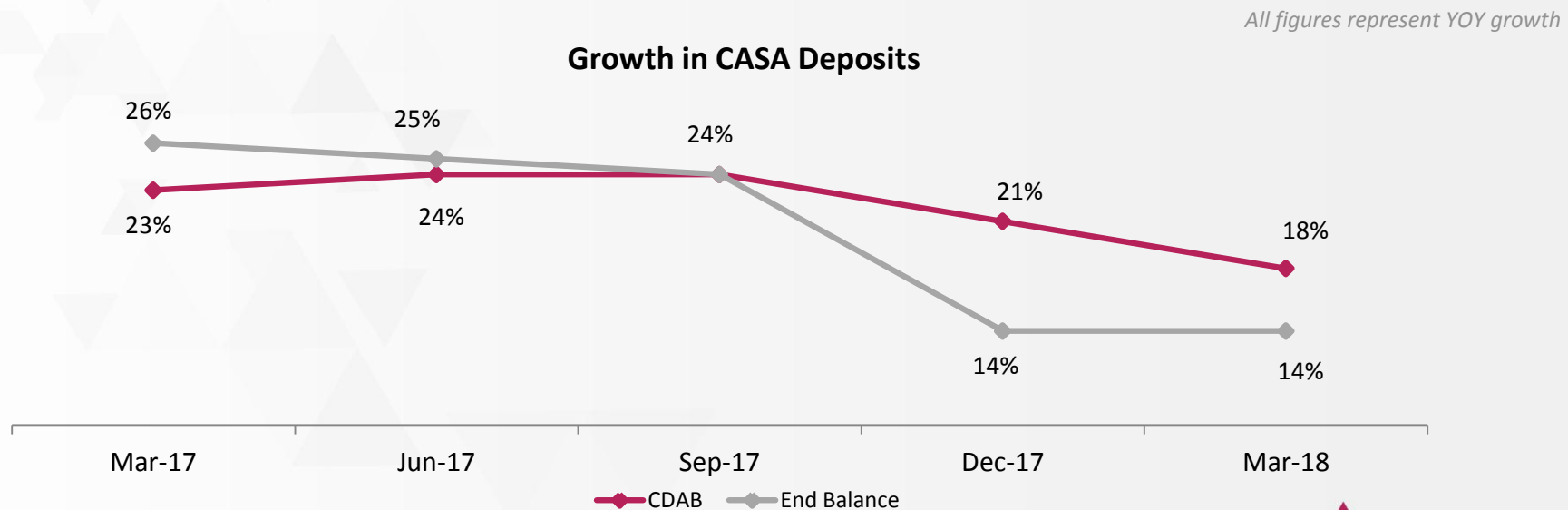
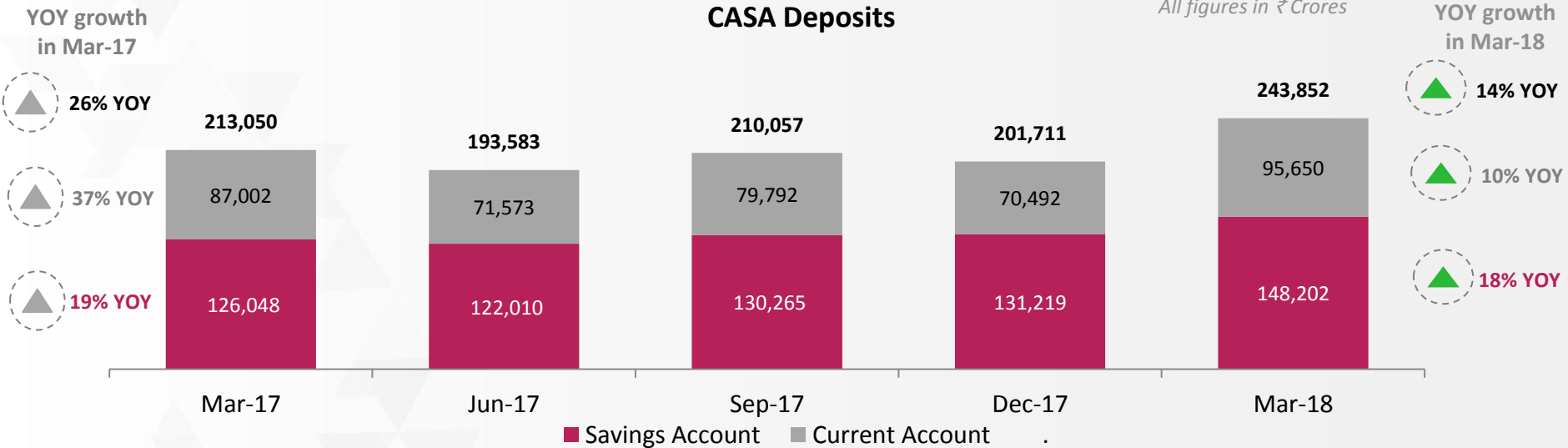


Current Account Deposits



*CDAB – Cumulative Daily Average Balance

Base effect continues to influence Deposit growth

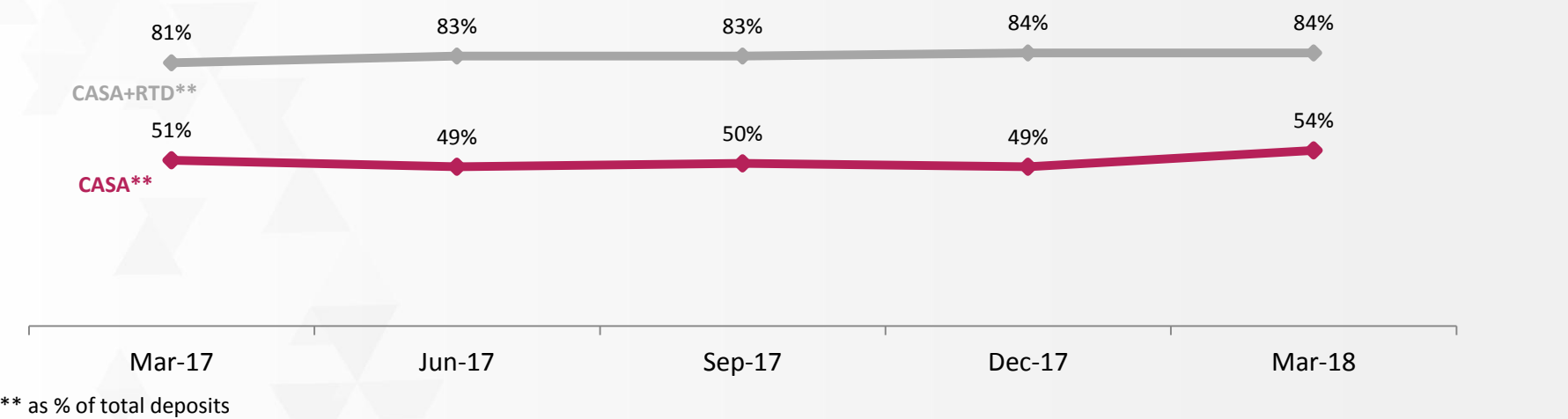


*CDAB – Cumulative Daily Average Balance

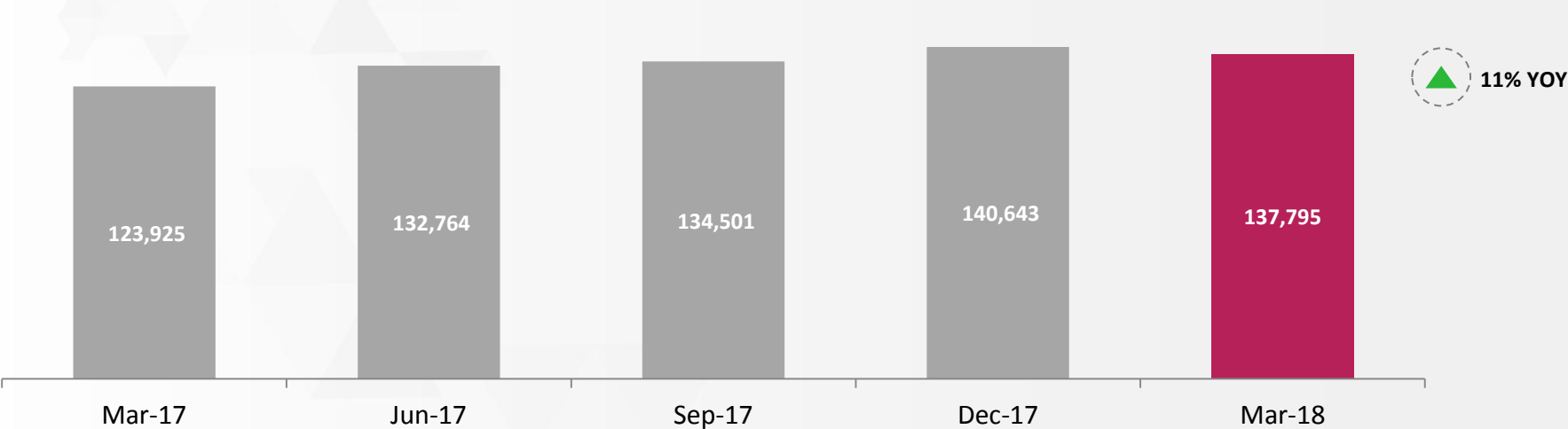
Granular Deposits comprising CASA and Retail Term deposits form 84%

All figures in ₹ Crores

Retail forms dominant share of deposits at the Bank



Retail Term Deposits

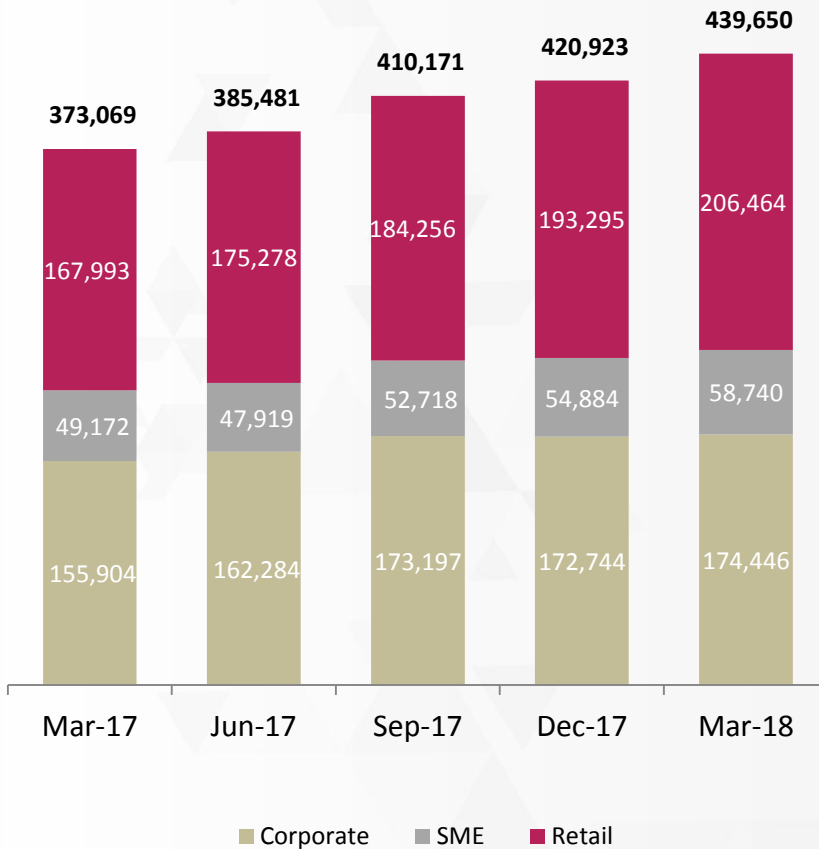


Retail and SME now form 60% of the Bank's Loans

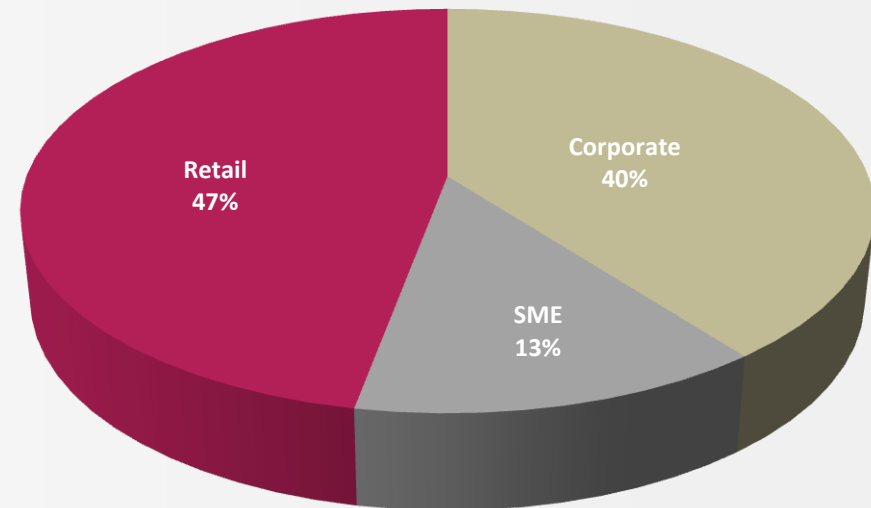
All figures in ₹ Crores

Total Advances

▲ 18% YOY



Loan Mix (As on March 31, 2018)

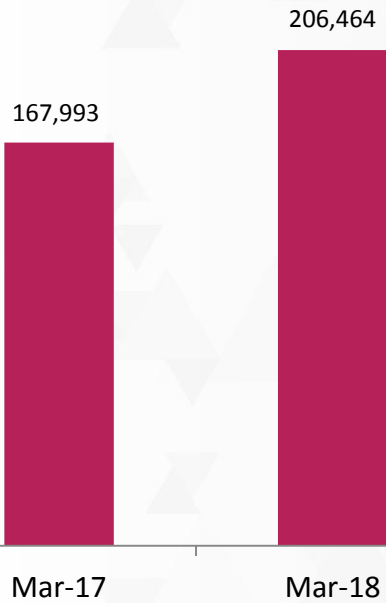


Loan growth trend is now more balanced across all segments

All figures in ₹ Crores

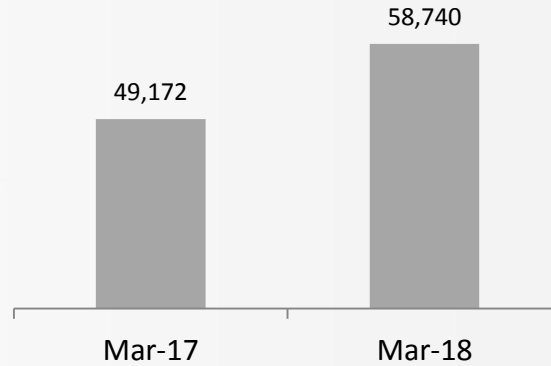
Retail Advances

▲ 23% YOY



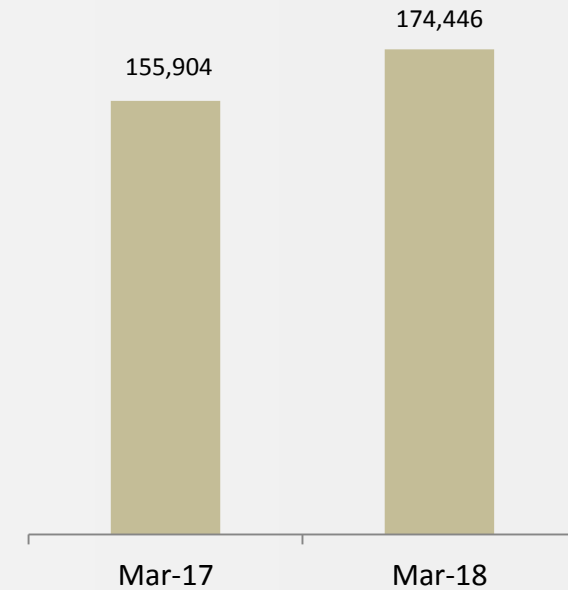
SME Advances

▲ 19% YOY



Corporate Advances

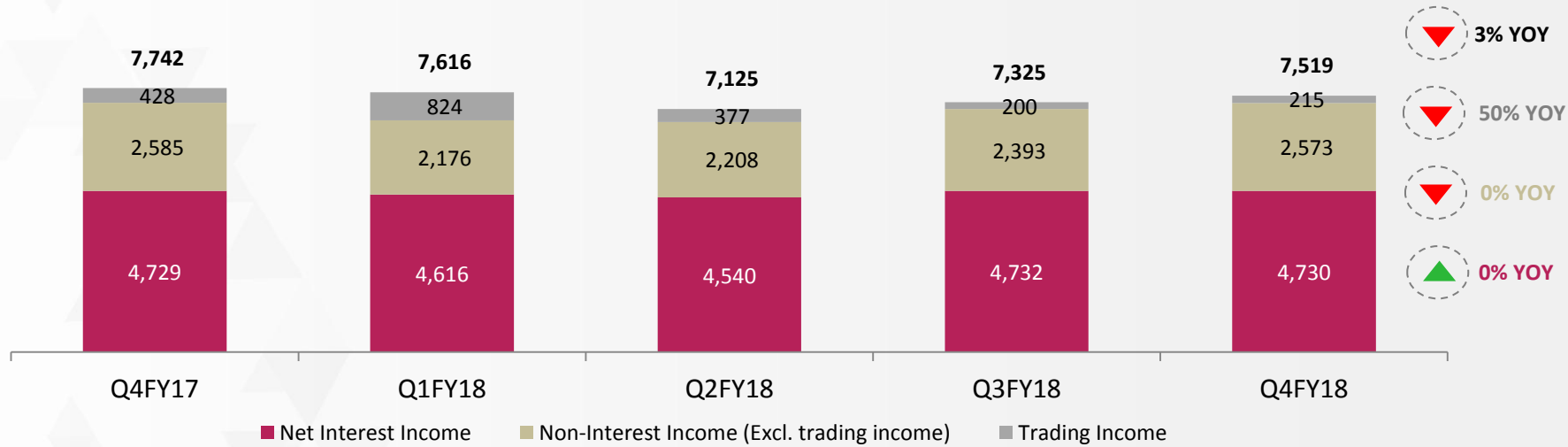
▲ 12% YOY



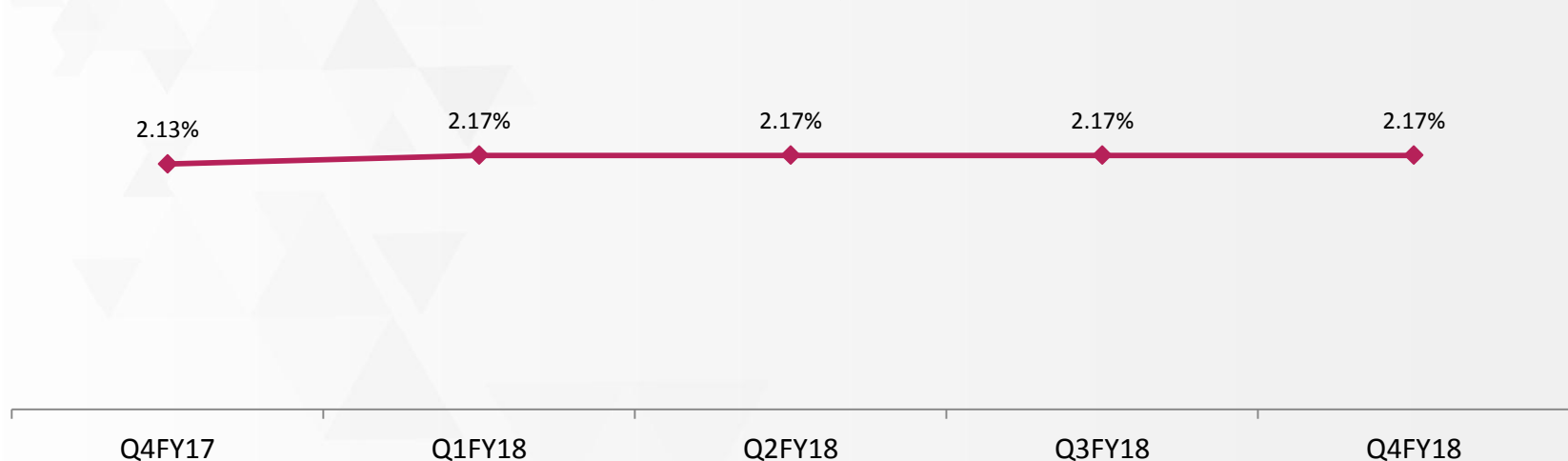
Trading income has contracted y-o-y; Opex ratio has been steady

All figures in ₹ Crores

Operating Revenue



Opex to Average Assets*

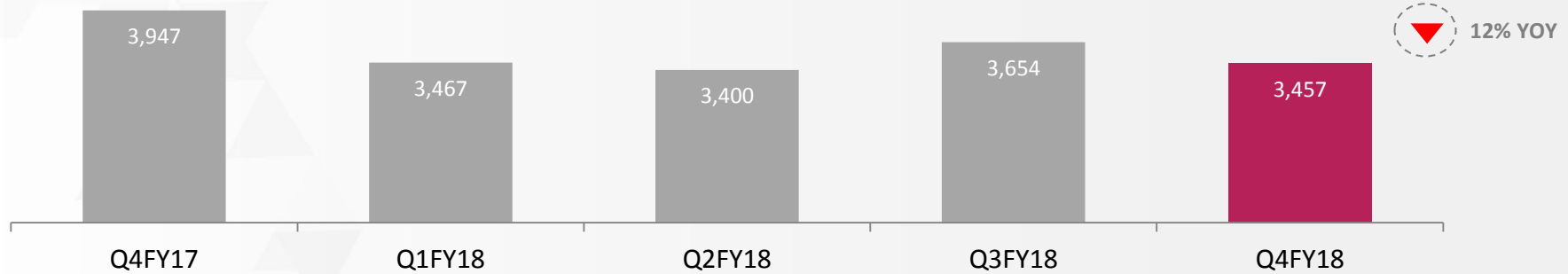


* annualized

Core Operating Profit impacted by lower NII growth

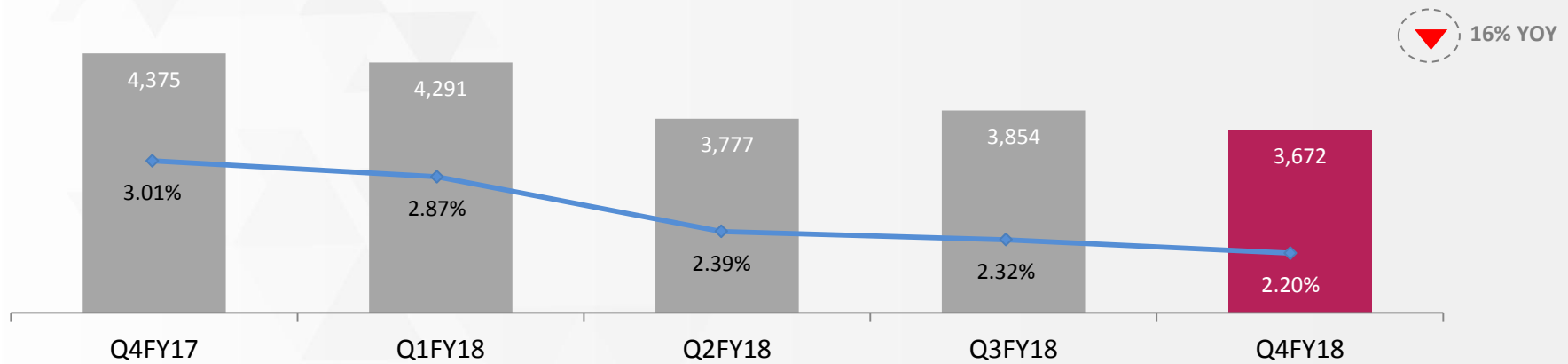
All figures in ₹ Crores

Core Operating Profit ^



^ computed as operating profit less trading profit

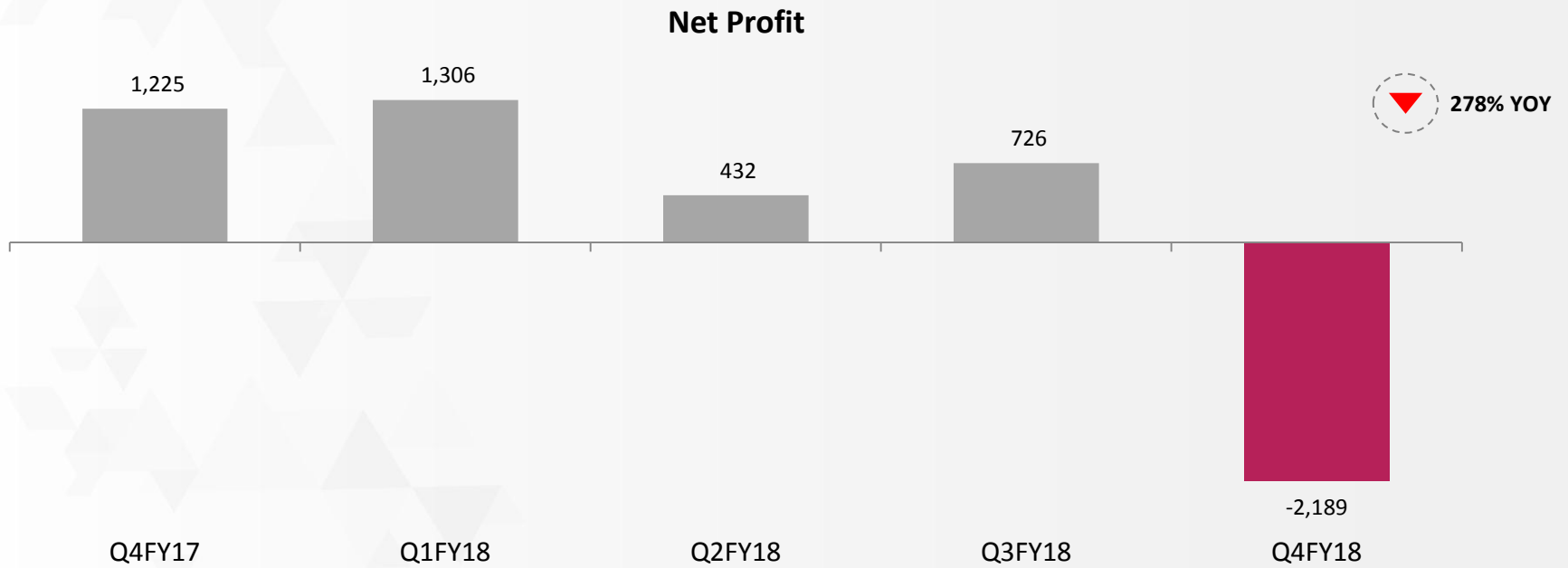
Operating Profit and Operating Profit Margin*



* annualized

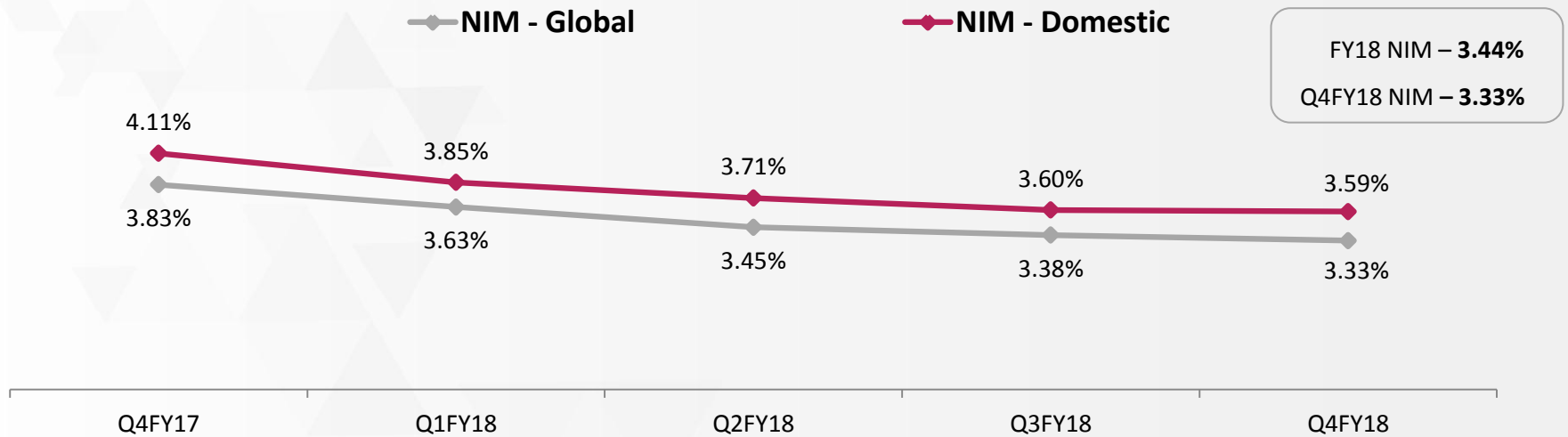
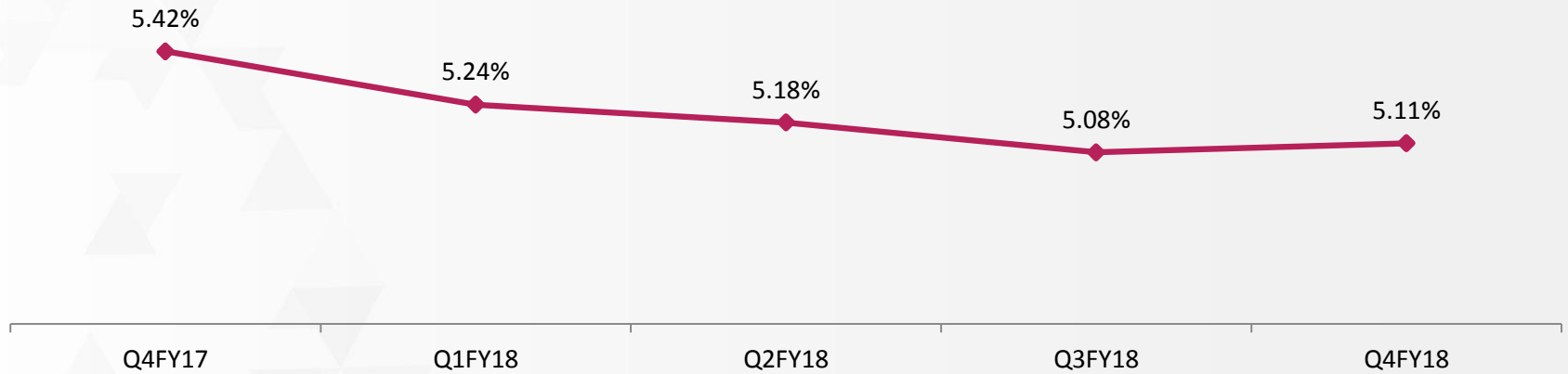
—◆— Operating Profit Margin

Earnings impacted by one time provisioning requirement



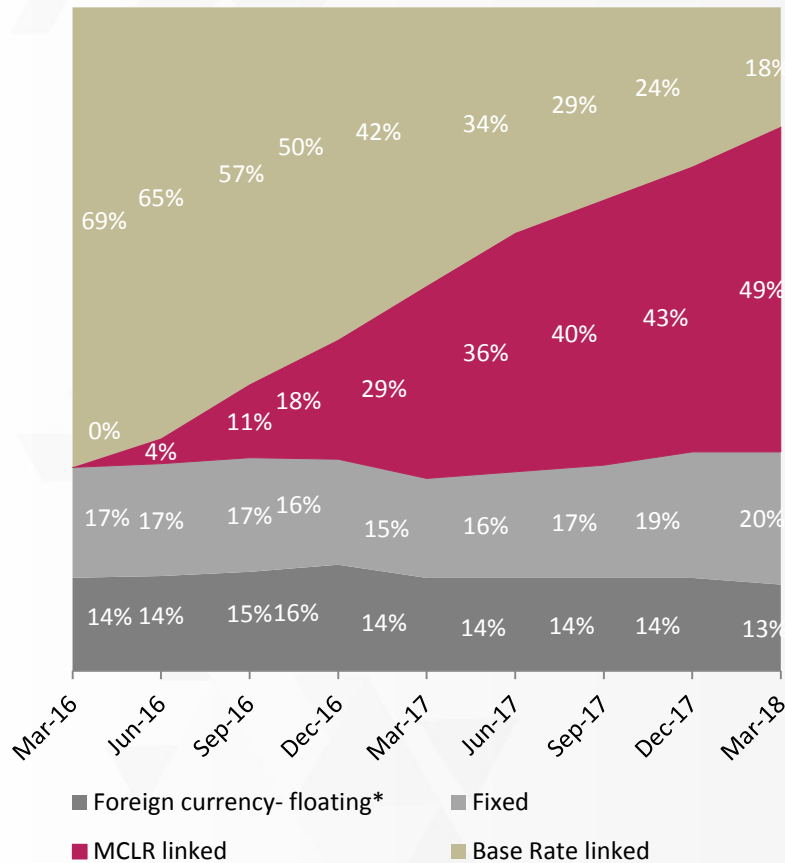
Domestic NIM has been stable q-o-q

Cost of Funds



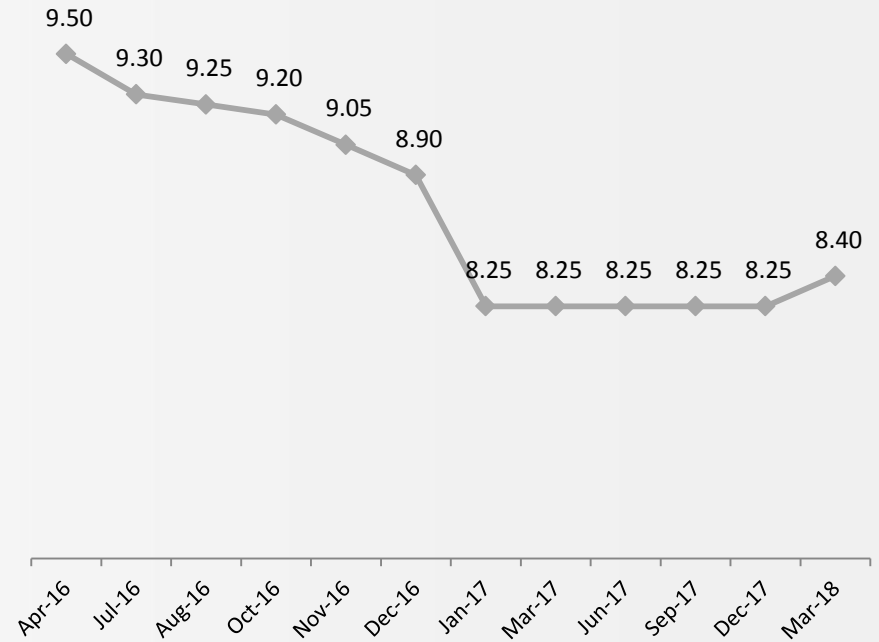
About half of our advances have now migrated to MCLR. MCLR rate moved up by 15 bps in Q4

Advances mix by Rate type



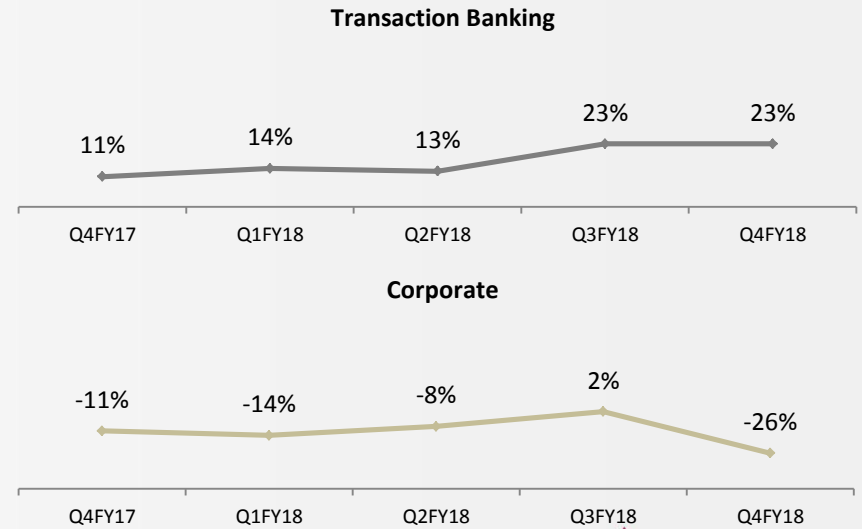
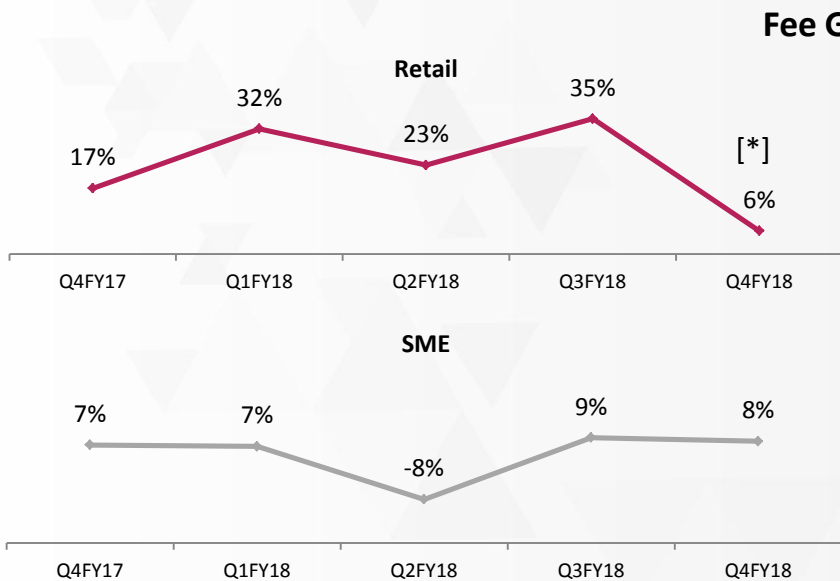
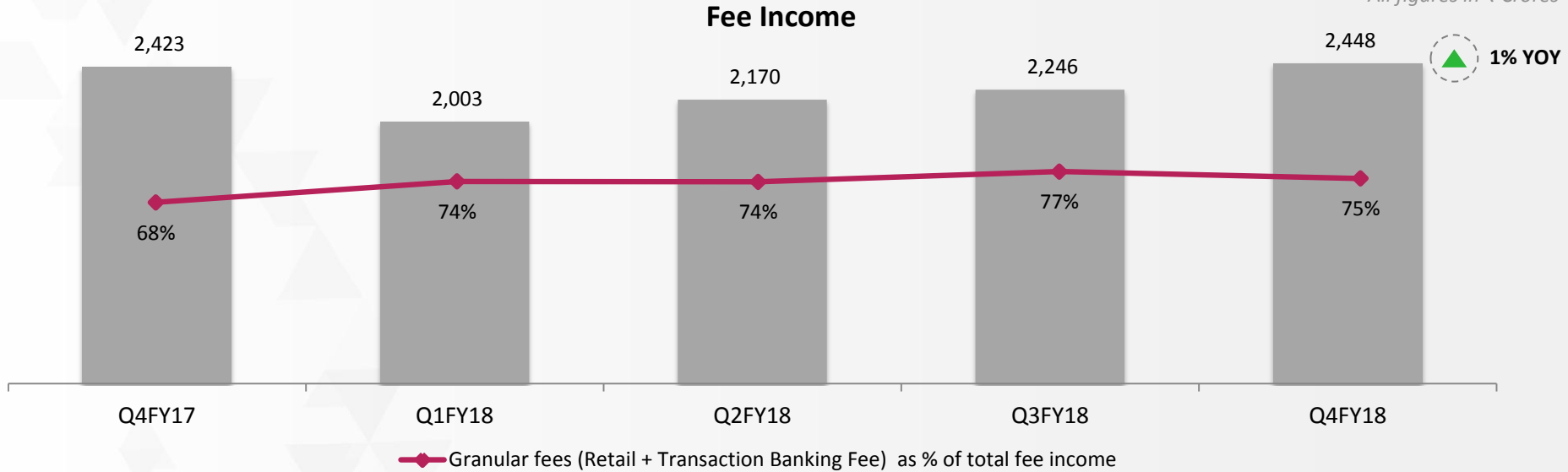
* Libor linked

Trend in 1 year MCLR (%)



Overall fee income was flat on a y-o-y basis and up 9% q-o-q

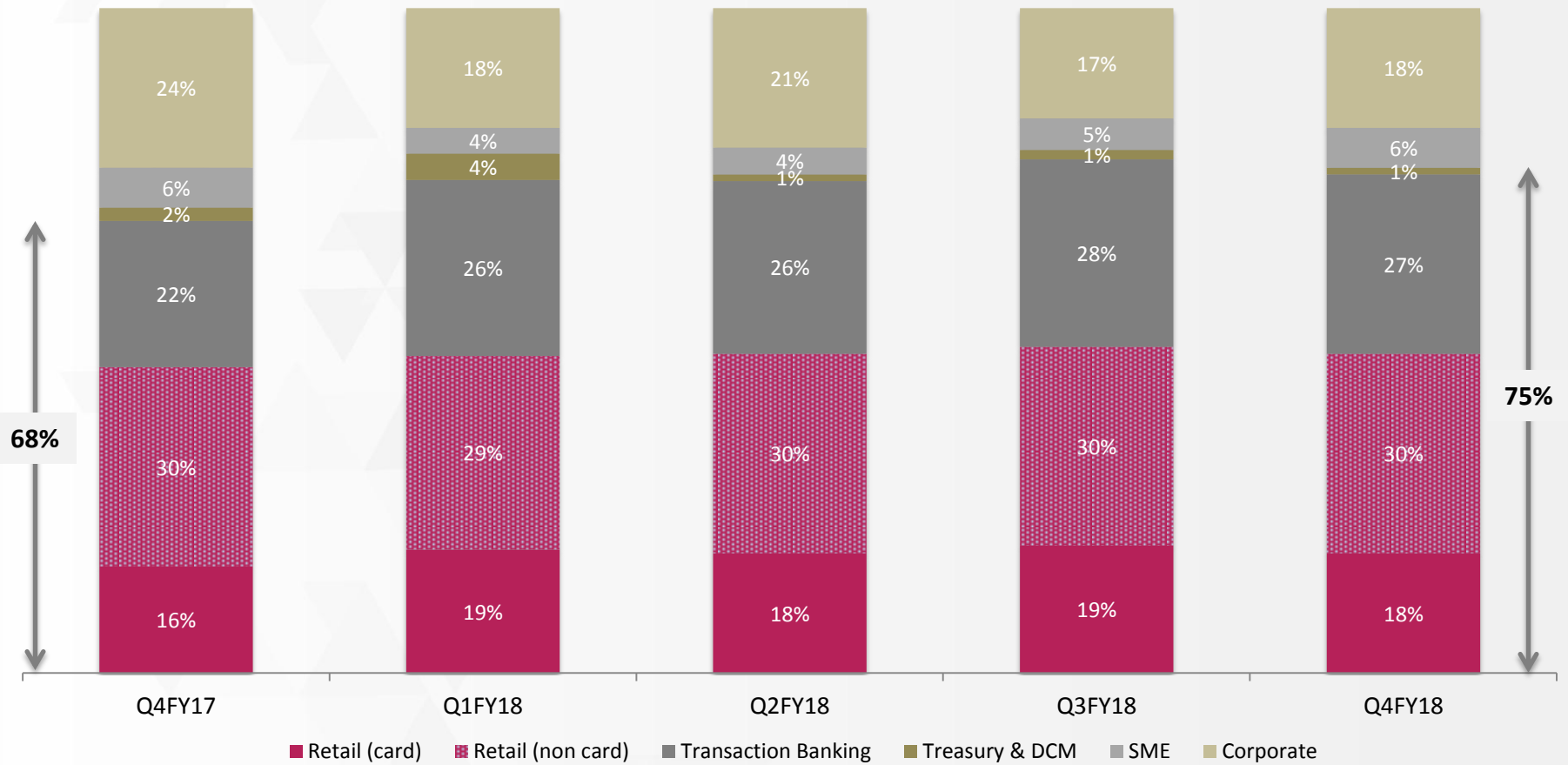
All figures in ₹ Crores



[*] Two drivers of fall in Retail fee growth in Q4: (a) Change in SEBI regulation on MF payout; (b) High q-o-q growth in previous Q4

Retail and Transaction Banking now form 75% of the Bank's Fees

Fee Composition



Financial Highlights

Business Segment performance

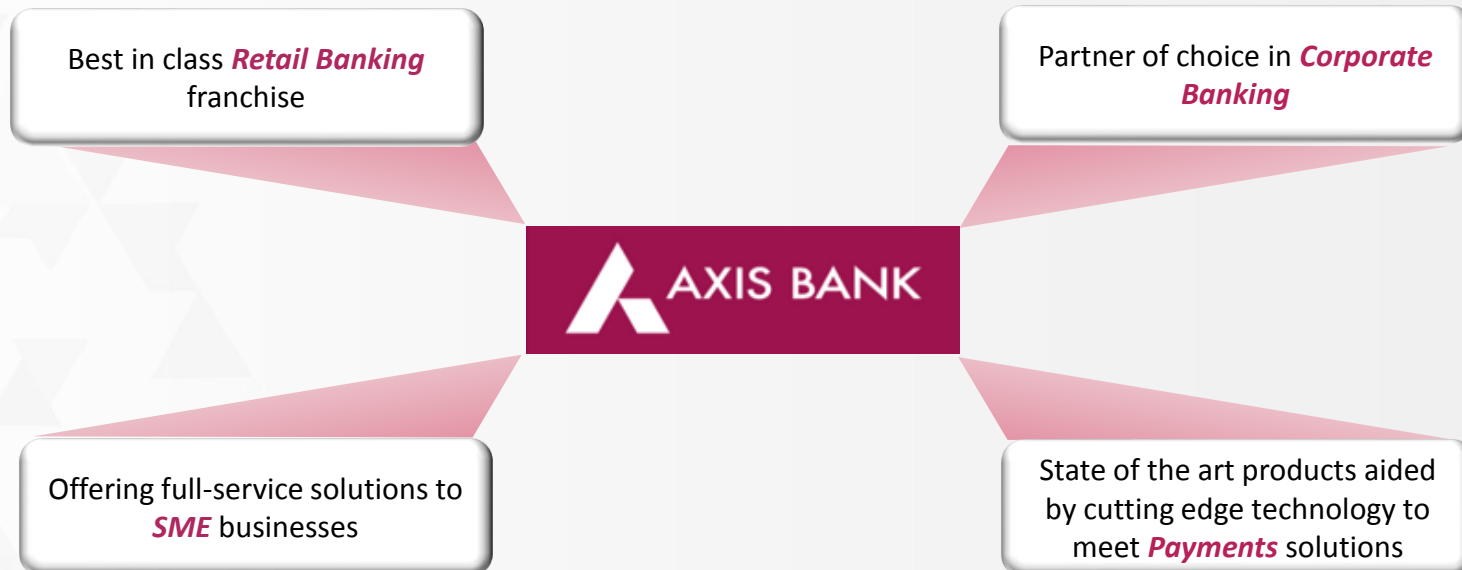
Asset Quality

Shareholder Returns and Capital Position

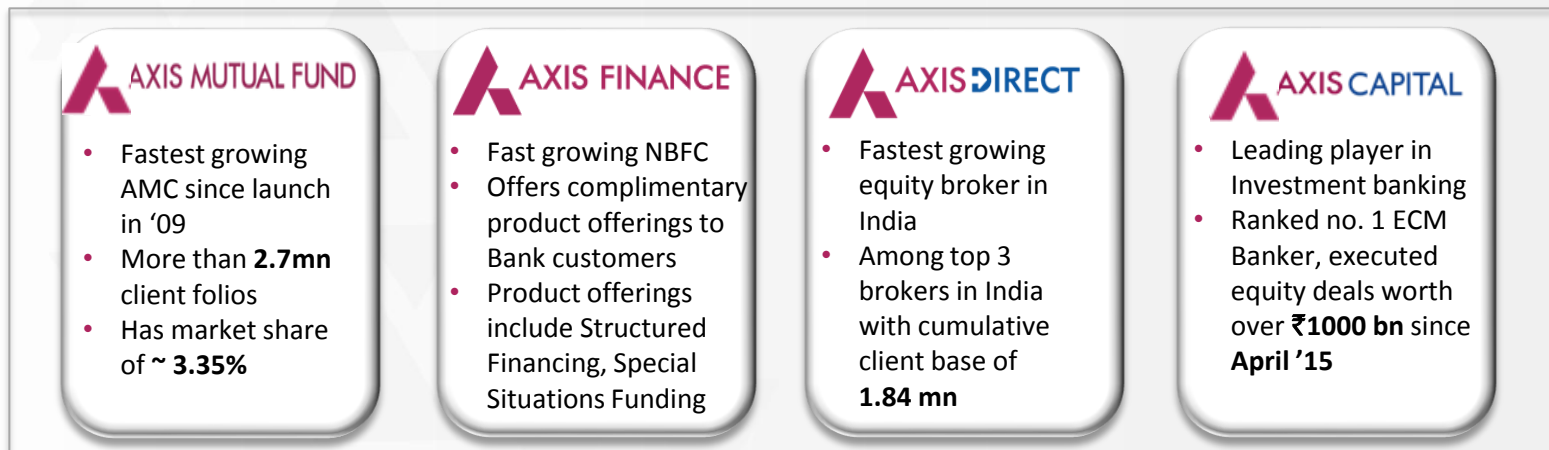
Subsidiaries' Performance

Other important information

The Bank's strengths revolve around four key themes



...with subsidiaries complementing the strategy



Business Performance – Retail

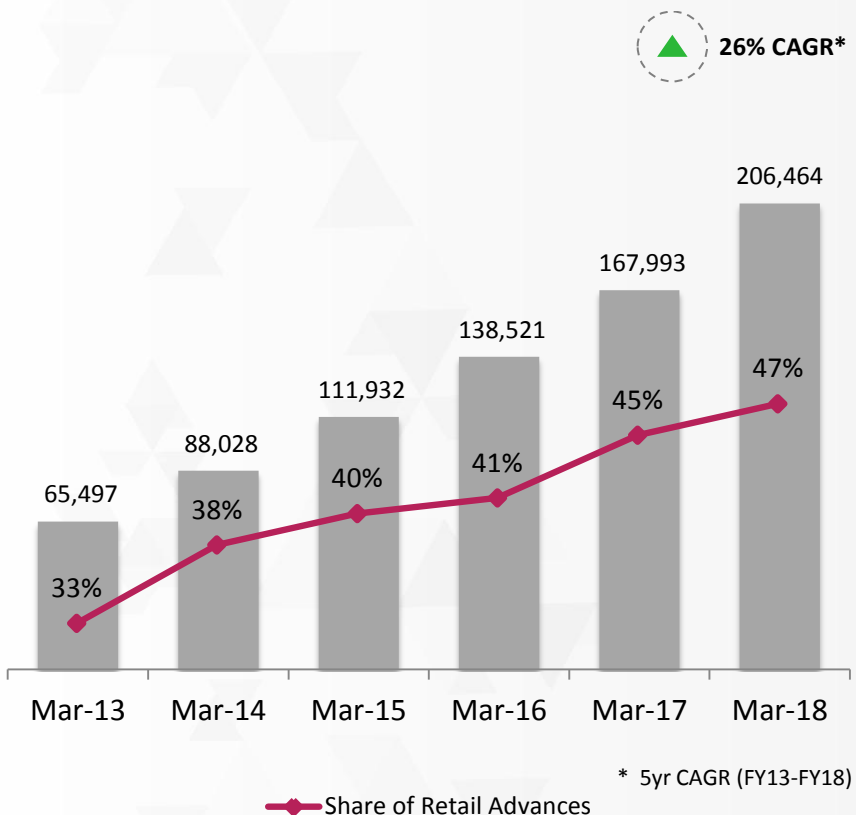
Summary

- Retail Lending has shown strong growth with significant diversification in loan mix over time
- Our identified “new growth engines” continue to drive loan growth
- Analytics and internal customer sourcing are core to our strategy to drive Retail Assets growth
- Granular Retail Fees remain a major revenue driver
- Continue to pursue steady branch expansion strategy with focus on cost optimization
- Axis Bank ranks amongst the most valuable brands in India

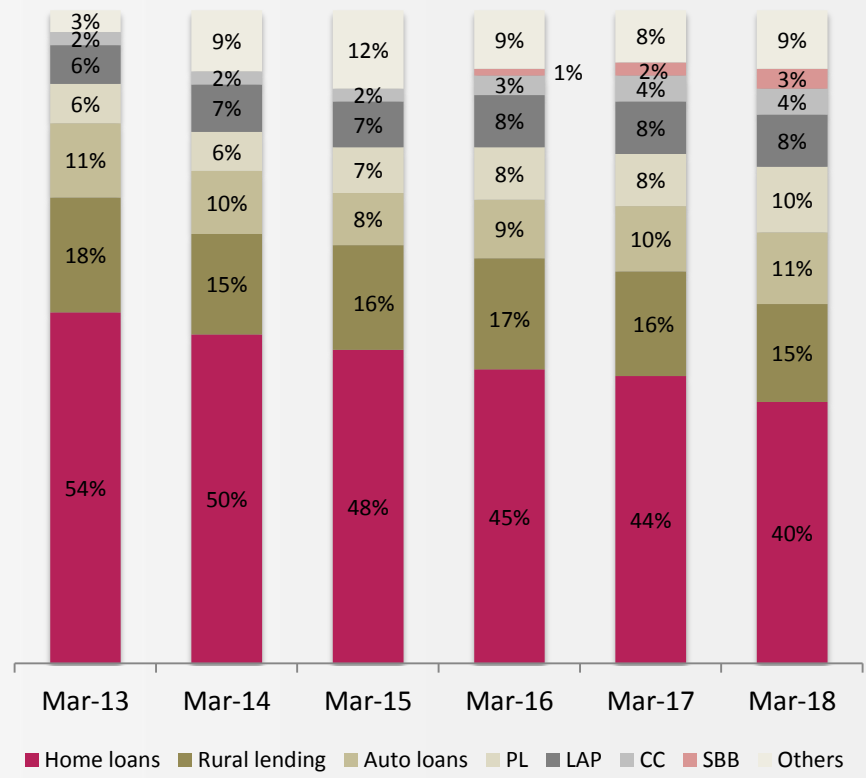
Retail Loans form the largest part of the Bank book and are well diversified

All figures in ₹ Crores

Retail Advances have shown strong growth...



...with significant dispersion in mix over time



- ▲ Superior growth in Retail loan product distribution achieved by deepening business relationships within existing branches, coupled with expansion in new geographies, where the Bank already had seasoned branches.
- ▲ This strategy was augmented by deep data analytics capabilities, used to identify, market to, and underwrite to the most appropriate pockets of our customer base.

PL – Personal Loan, SBB – Small Business Banking, LAP – Loan against Property, CC – Credit Cards



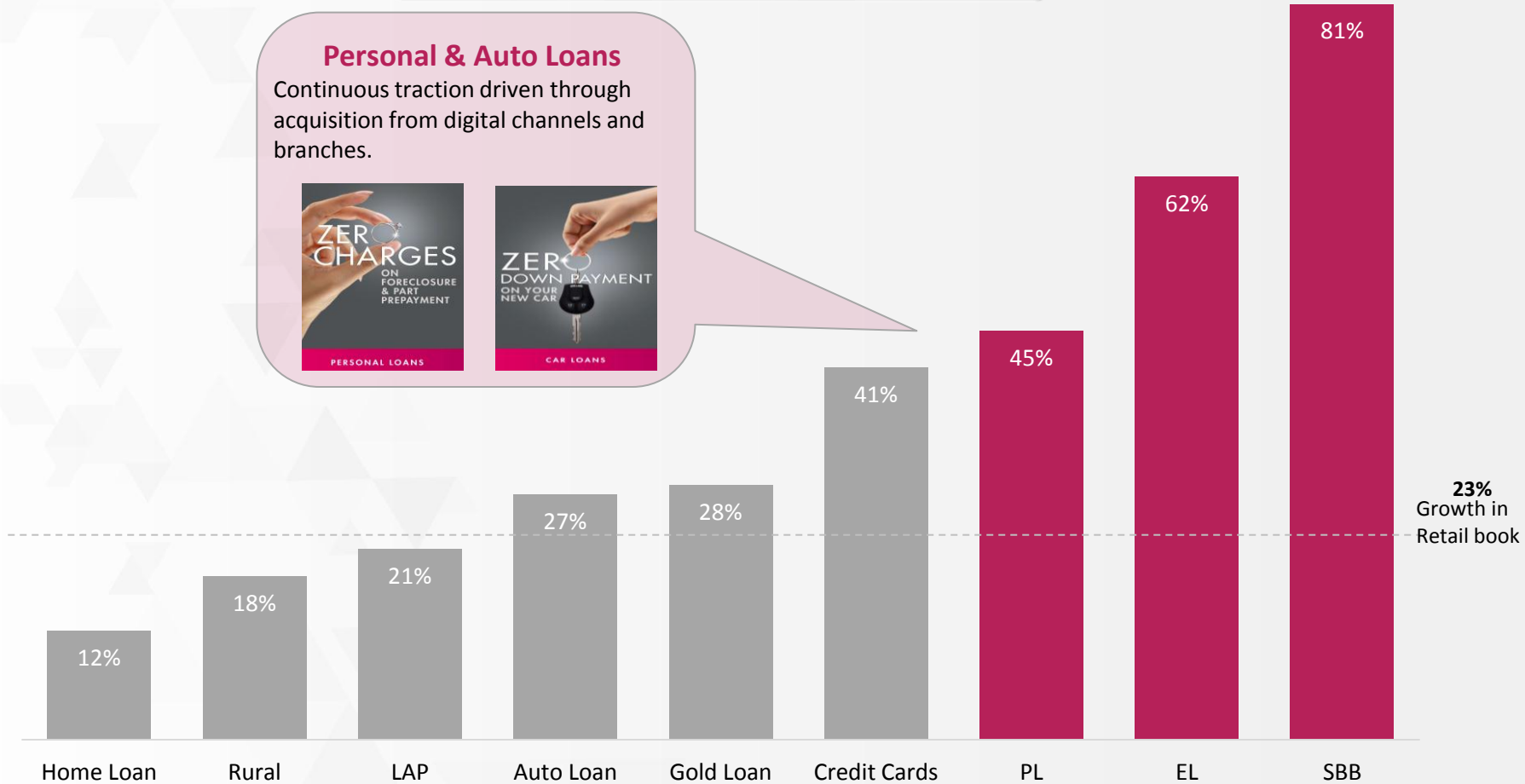
Our identified “new engines” continue to see disproportionate growth

Sourcing Strategy

- 71% of sourcing in Q4 was from existing customers
- 51% of overall sourcing was through Bank branches

Personal & Auto Loans

Continuous traction driven through acquisition from digital channels and branches.



EL – Education Loan, PL – Personal Loan, SBB – Small Business Banking, LAP – Loan Against Property

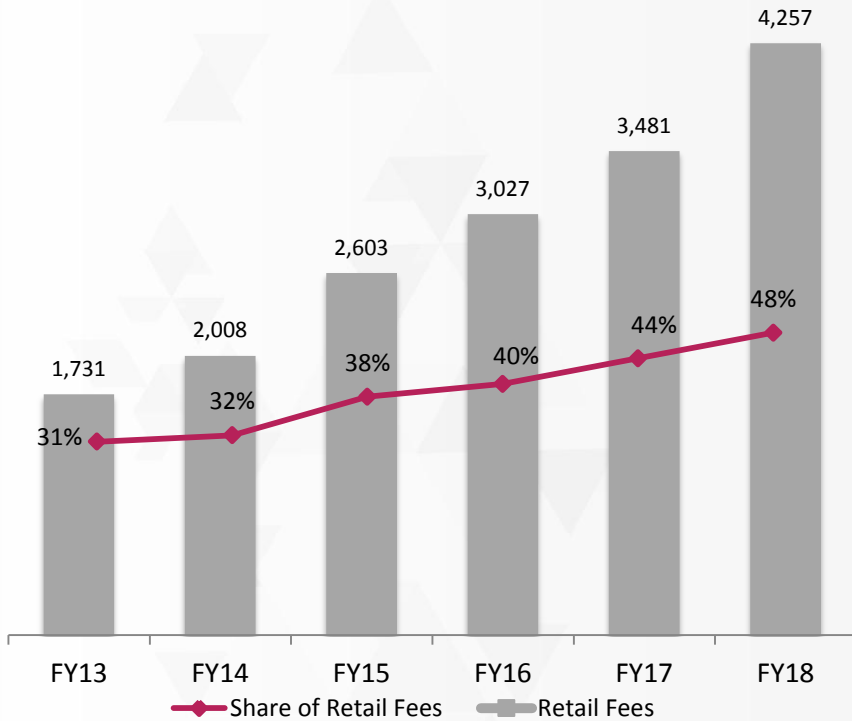
■ New engines of growth

Granular Retail Fees have been a major revenue driver

Retail Fees has shown strong growth

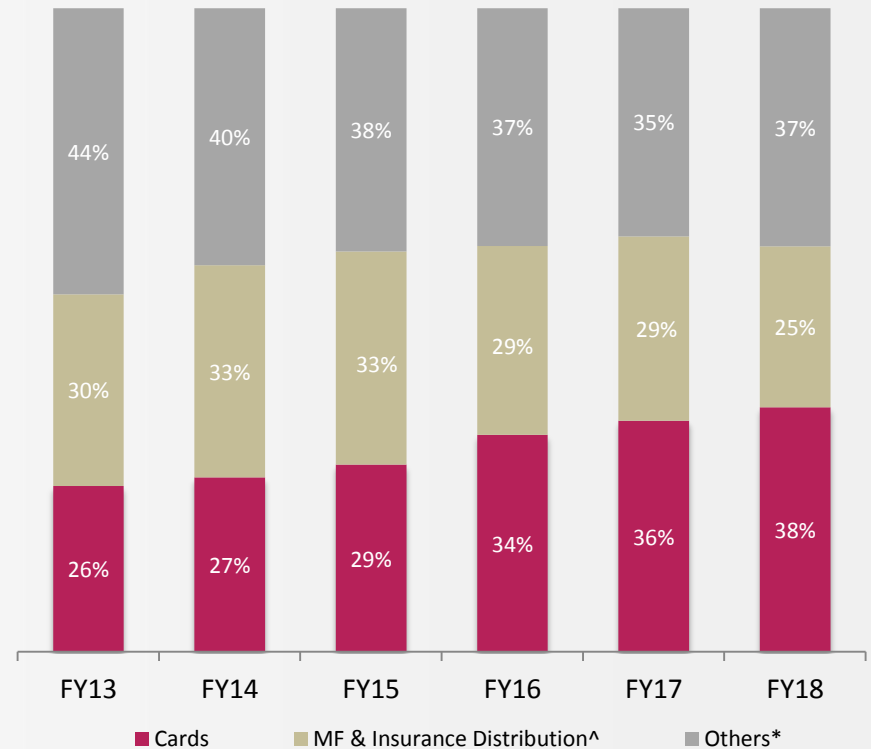
(in ₹ Crores)

▲ 20% CAGR**



** 5yr CAGR (FY13-FY18)

Card Fees has steadily grown over time in Retail Fee Mix

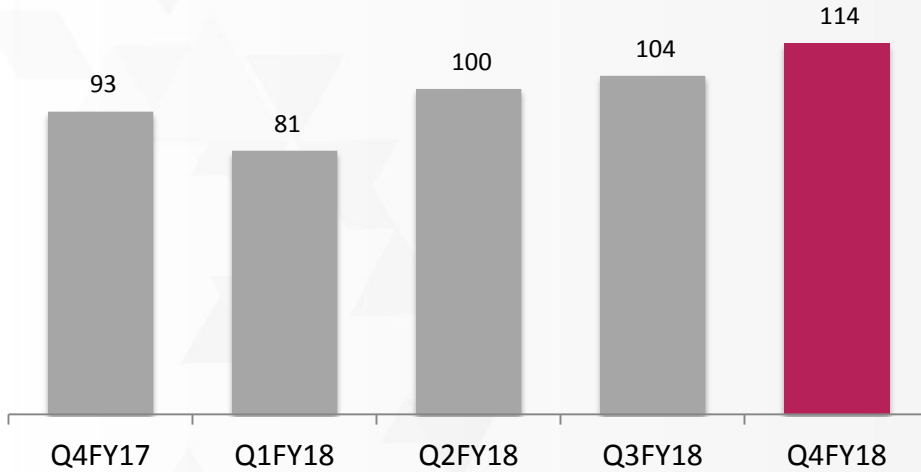


^ Includes distribution fees of others like bonds, gold coins, etc

* Includes other retail assets and liability products

Network expansion continues at a steady pace...

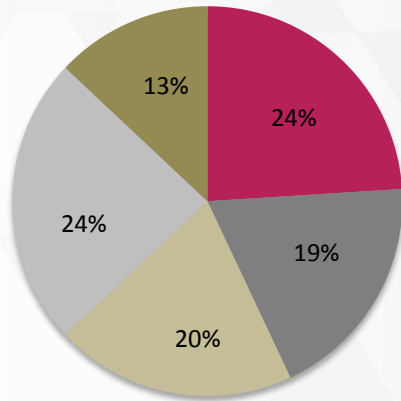
New Branches Opened*



Why are we continuing to invest in Branches?

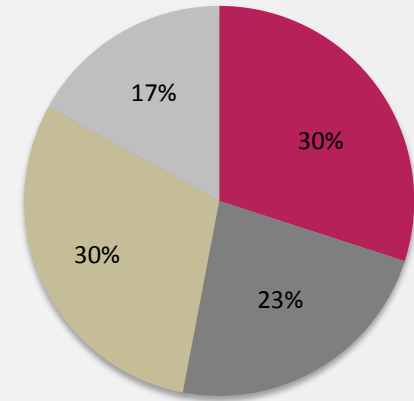
- India continues to be a growth economy
- New customer acquisition is a larger growth driver than deepening of existing customer wallet share
- Physical distribution continues to be central to new customer acquisition (even as transactions and cross-sell have shifted to Digital channels).

Very well distributed branch presence across regions and categories



■ North ■ East ■ West ■ South ■ Central
Geographical distribution based on RBI classification

- Our network has been completely organic, built over last 24 years
- Total no of branches* as on 31st March 2018 stood at **3,703**

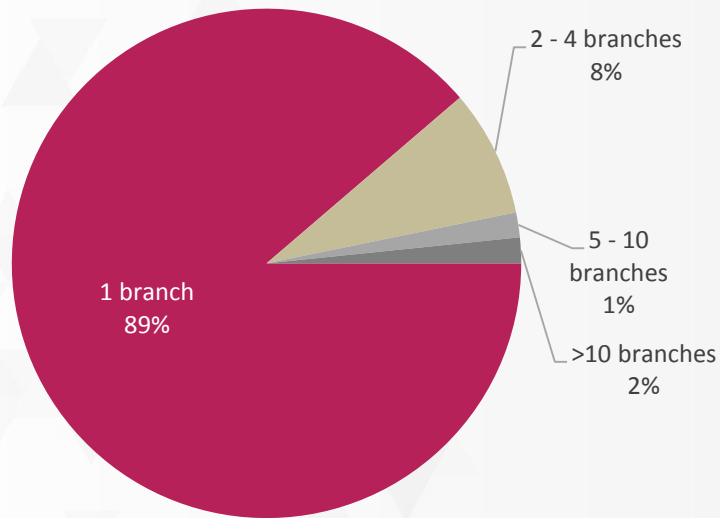


■ Metro ■ Urban ■ Semi-Urban ■ Rural

* Includes extension counters

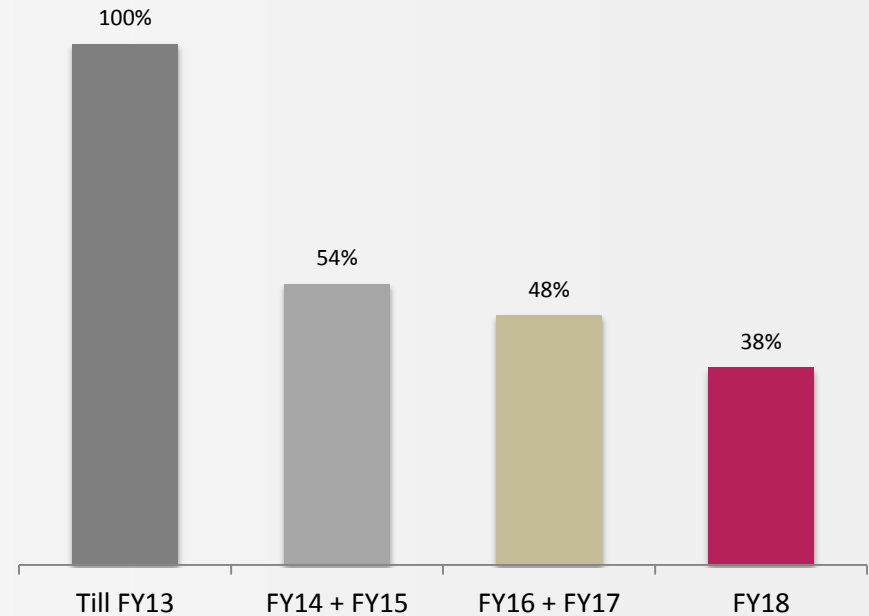
...with focus on cost optimization and productivity

Branches per location



There exists immense potential to improve branch density

Branch Area trend



Newer branches are smaller in area*

*Branch area indexed to area till FY13, excludes unbanked branches

We have created a differentiated identity and are amongst the most valuable Brands in India

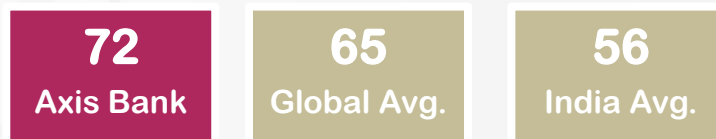
Amongst Top10 most valuable brands in India



CII Awards 2016

- Customer Obsession
- Leveraging digital transformation to deliver superior customer experience

Ranked #2 on Functionality in Forrester's Mobile Banking Benchmark, 2017 (India Banks)



FORRESTER®

Global Ranking 20 in 2017 vs. 37 in 2016

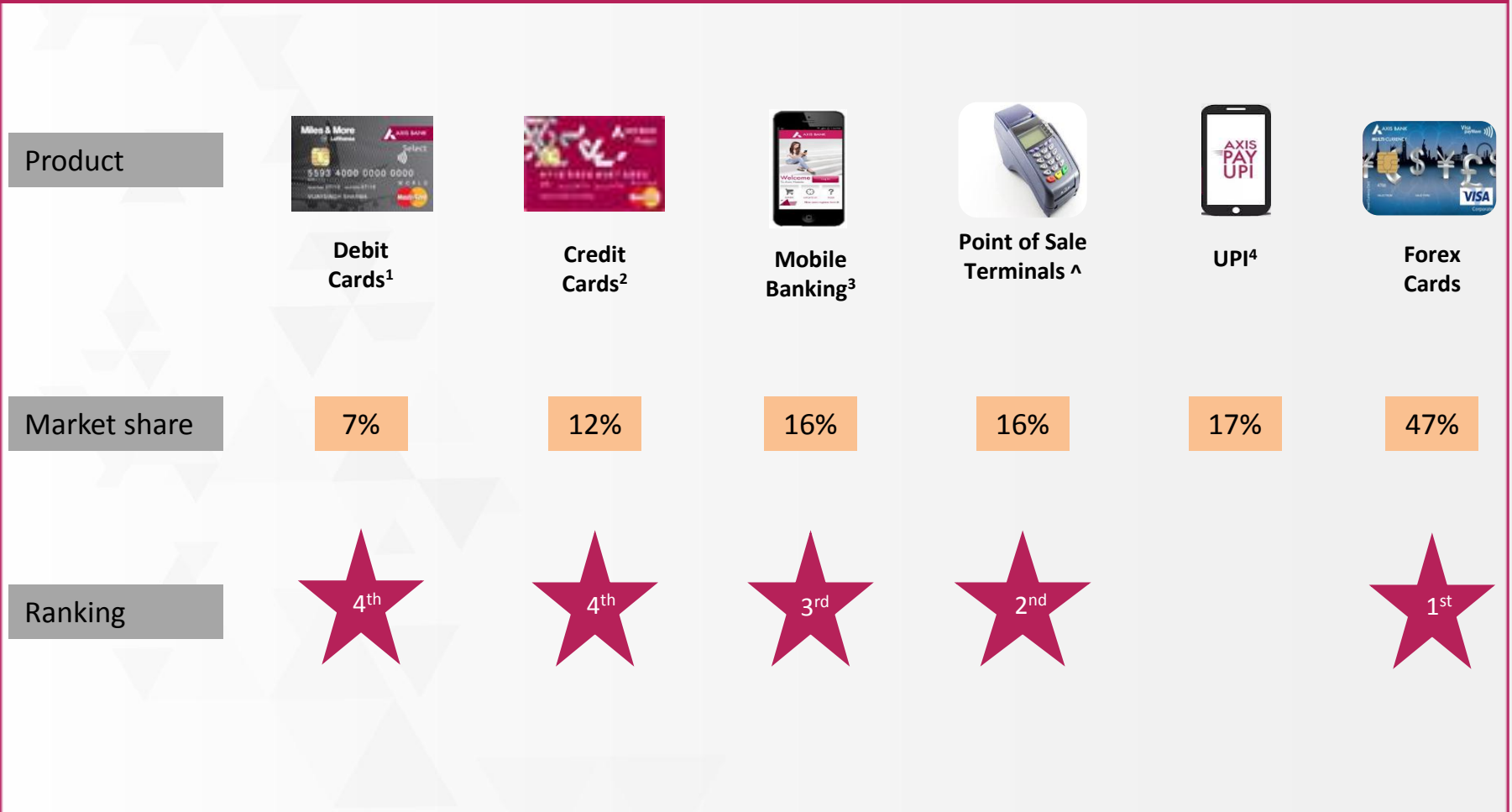
Business Performance – Digital Payments

Summary

- Digital Payments are a key strategic thrust for the Bank
- We have a strong position across most digital payment products
- We are among the top 4 in Cards business, that continues to grow strongly
- We rank amongst the top 3 players in Mobile Banking spends and volumes
- Our customers continue to move their transactions to digital channels
- The Bank has emerged as a leading partnership-driven innovator on payments used cases
- Post acquisition activities at Freecharge remain on track

We have strong market position across most Digital Payment products

Axis Bank Market Standing Across Products



Source: RBI, Internal Data

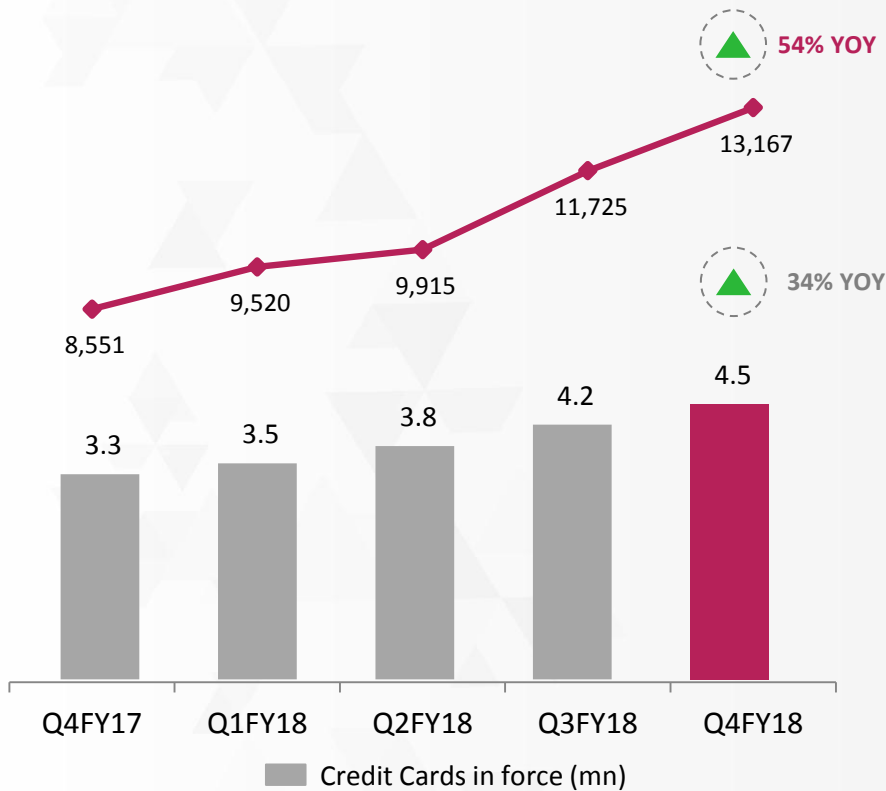
1 – based on card spends at point of sale terminals ; 2 – based on cards issued (RBI Feb. 2018 data) ^ Feb 2018 data

3 – based on value (RBI Nov. 2017 data), 4 – ranking data (Q4FY18) on UPI not available from authenticated sources

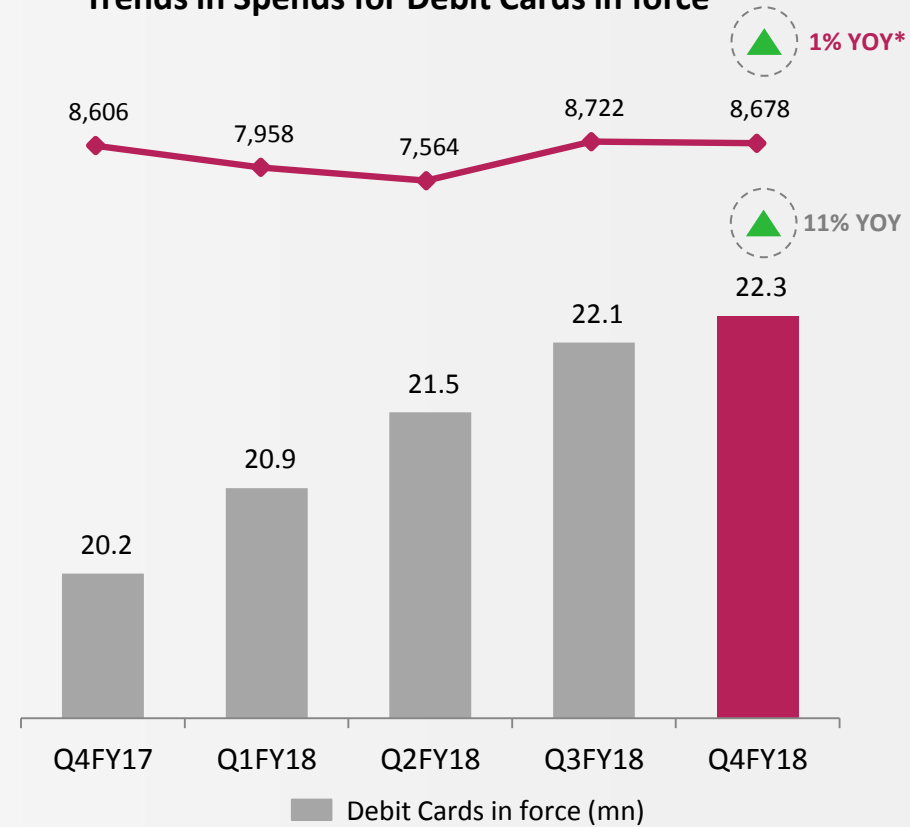
Card Spends continue to show strong growth

All figures in ₹ Crores

Trends in Spends for Credit Cards in force



Trends in Spends for Debit Cards in force

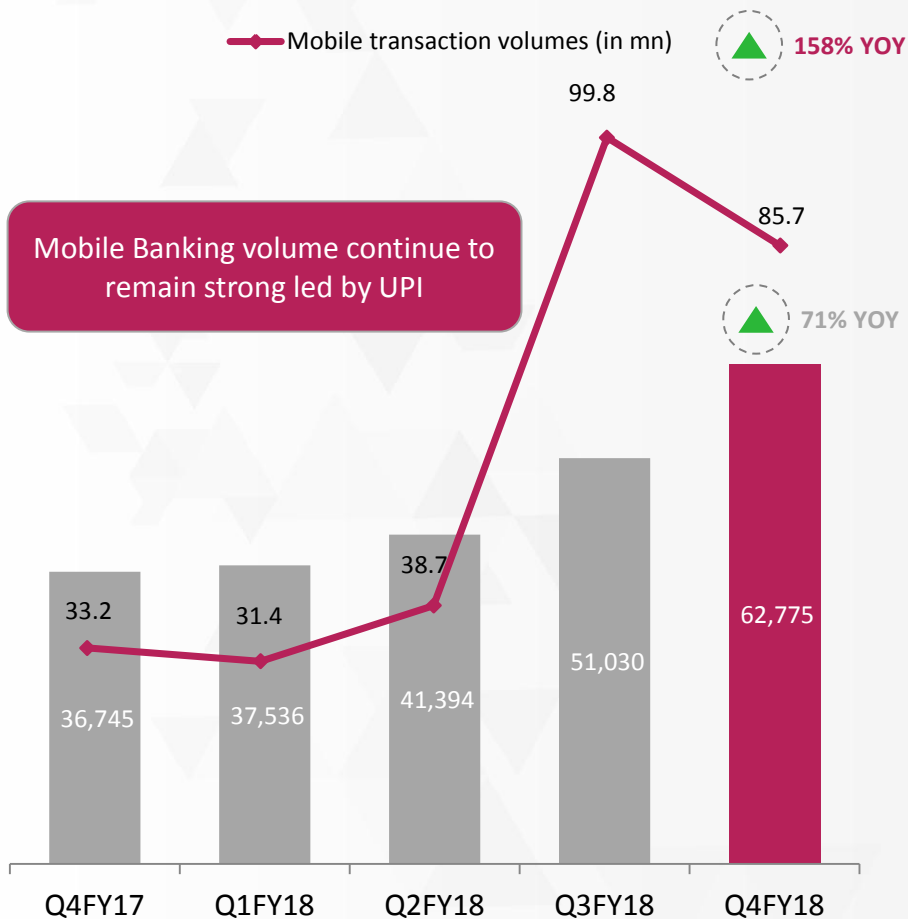


* Debit Card spends saw demonetization-led growth of 149% YOY in Q4FY17

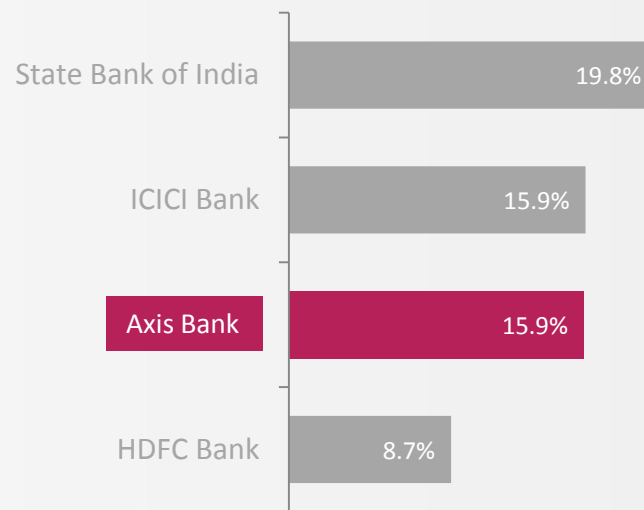
We are amongst the top players in Mobile banking spends and volumes

(in ₹ Crores)

Axis Bank Mobile Banking Spends and Volumes

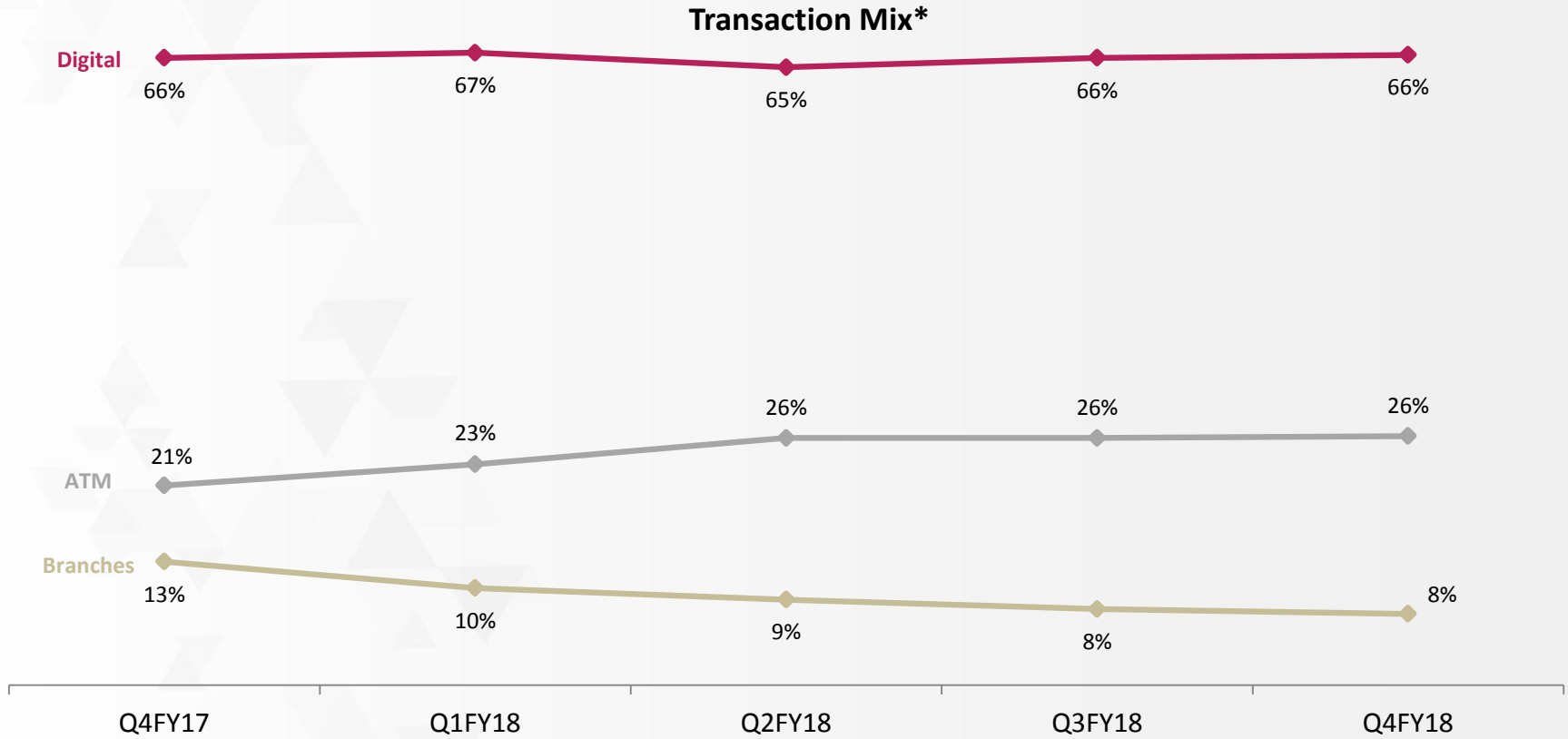


Mobile Transactions Market Share by Value



Source: RBI data, November 2017

Adoption of digital channels remains robust



* Based on all financial transactions by individual customers

Our customers continue to move their transactions to digital channels

(Volumes in Million)

During the quarter.....



58% of Bank's active customers are Digitally active

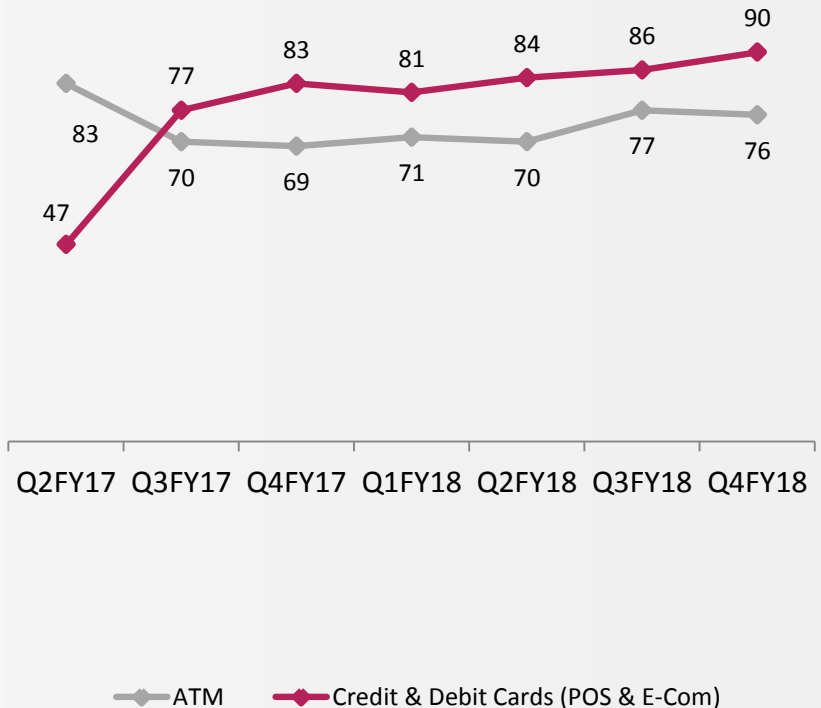


42% of Mobile Banking customers bank only on Mobile App



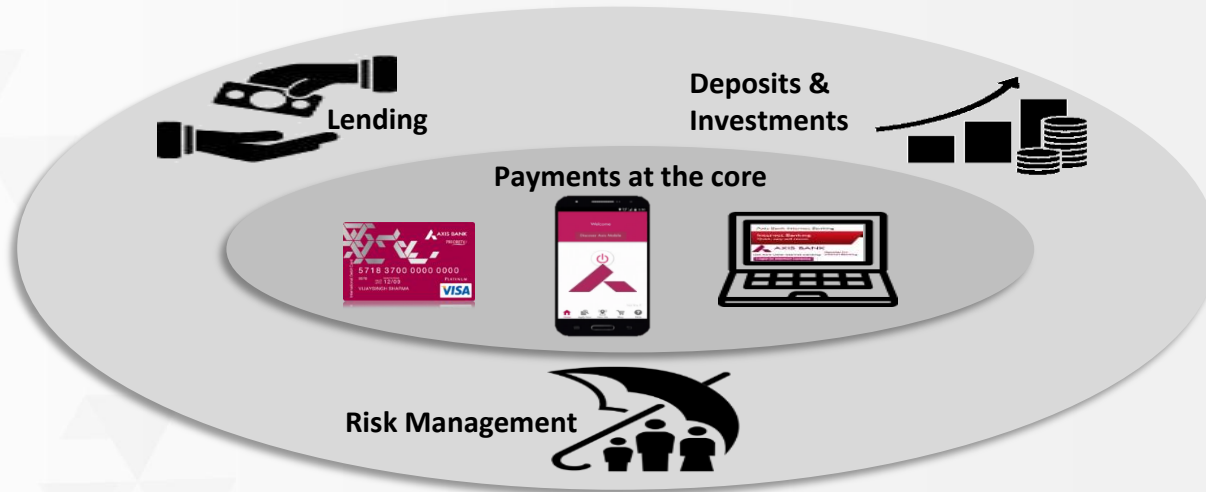
Mobile Banking logins stand at **6.5 times** of Internet Banking logins

Digital transactions continue to outpace ATM transactions



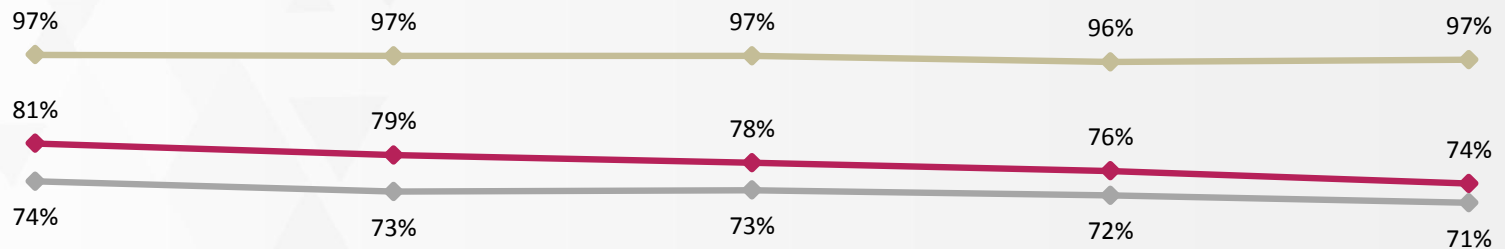
Investments in analytics have helped build and sustain this strong position

Analytics on Payment data has enabled cross-selling of financial and investment products



Cross-sell metrics remain healthy aided by big data led analytics of the known retail customer base

Sourcing from internal customers



Q4FY17

Q1FY18

Q2FY18

Q3FY18

Q4FY18

◆ Personal Loans

◆ Entire Retail book

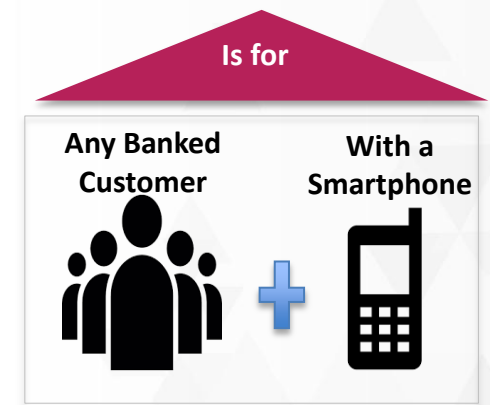
◆ Credit Cards



We are leveraging UPI to attract non-Axis Bank customers and broadbase payments

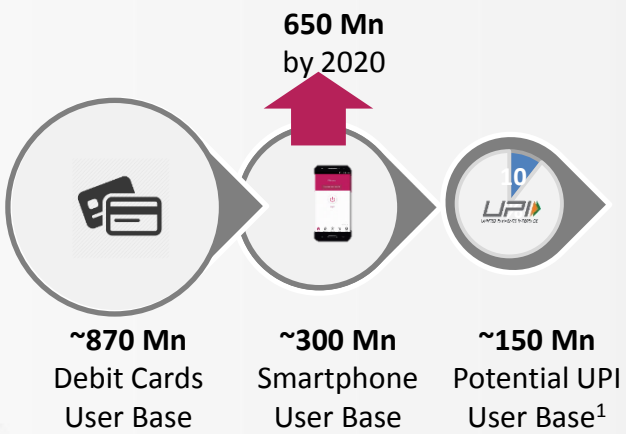
Unified Payments Interface (UPI)...

India's innovation to the Payments world

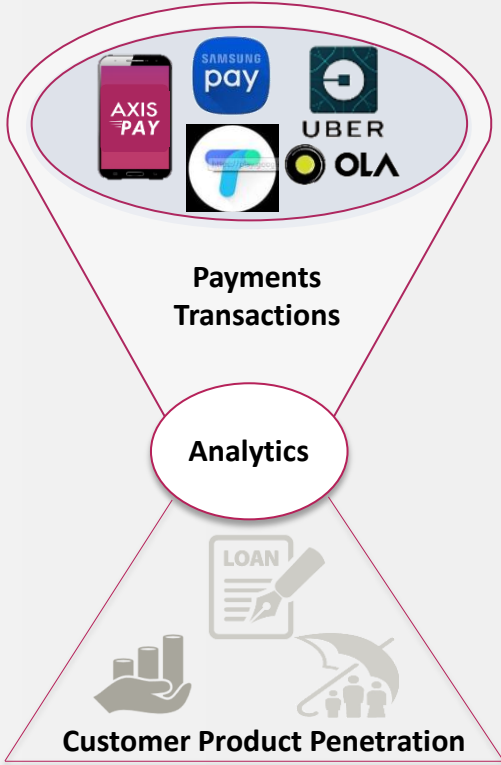


With a Unique Identifier:
As simple as an email address (Example: `ajay@axisbank`)

...Is a huge opportunity



For Axis Bank



- 1 Over 13.95 mn registered base*
- 2 Over 190 mn transactions#
- 3 Over 16,150 merchants on boarded

¹ Assumption 50% of Smartphone base.
 * A customer registering once in Axis Pay and once in Google Tez is counted as one user and not 2.
 #Debit transactions for Axis Pay, Axis MB UPI, Samsung Pay, Google Tez, Merchant transactions and fulfilment transactions from Tez have been considered.

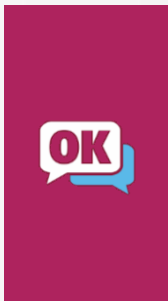
The Bank has emerged as a leading partnership-driven innovator on payments used cases

Axis Pay UPI



- Partnered with Amazon, BPCL, IOCL
- 11.50 mn VPAs* across apps
- 190.38 mn UPI transactions^ across apps till date

Axis OK



- No internet connectivity required
- Available in 6 languages
- Get balance and recharge

Samsung Pay



- Enabled for Credit & Debit Card across Visa & Master Card
- 161,800+ registered cards in 13 months
- Users added close to 0.87 million bank accounts using @pingpay VPA

KMRL Axis Bank 'Kochi1' Card



- Automated Fare Collection system
- 1st time “open loop” smart cards used in metro

Axis Bank BMTC Smart Card



- India's first prepaid transit card with shopping at over 15 million merchant outlets
- Over 130,200+ cards issued till date

Ripple-powered Instant Payment Services



- Uses Ripple’s enterprise blockchain technology
- Makes international remittances faster and transparent for customers


*VPAs created using Axis Pay, Axis MB UPI, Axis UPI SDKs, Samsung Pay and Google Tez

^ Debit transactions for Axis Pay, Axis MB UPI, Samsung Pay, Google Tez, Merchant transactions and fulfillment transactions from Tez have been considered

KMRL - Kochi Metro Rail Corporation, BMTC - Bangalore Metropolitan Transport Corporation

The acquisition of Freecharge can potentially leapfrog our digital journey by multiple years

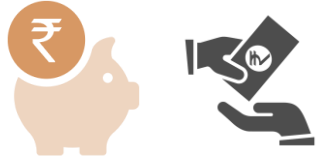
Through  **freecharge** we intend to...



Leverage Payments as a Hook (UPI, QR etc)



Target digitally-native, mobile-first SA customers



Source and service loans (PL, Cards, Consumer Loans) digitally

Post acquisition activities remain on track

*Focused campaigns have helped to improve all top line metrics since acquisition**

- | | | | |
|--------------------------|--------------|-------------------------|--------------|
| o Total Payments Volumes | 36% ↑ | o Spends per user | 12% ↑ |
| o Monthly Active Users | 44% ↑ | o Platform engagement ^ | 68% ↑ |
| o Transaction volumes | 24% ↑ | o App installation | 45% ↑ |

* The growth numbers are for period Oct'17 to Mar'18
^ Defined as percentage increase in unique visitors

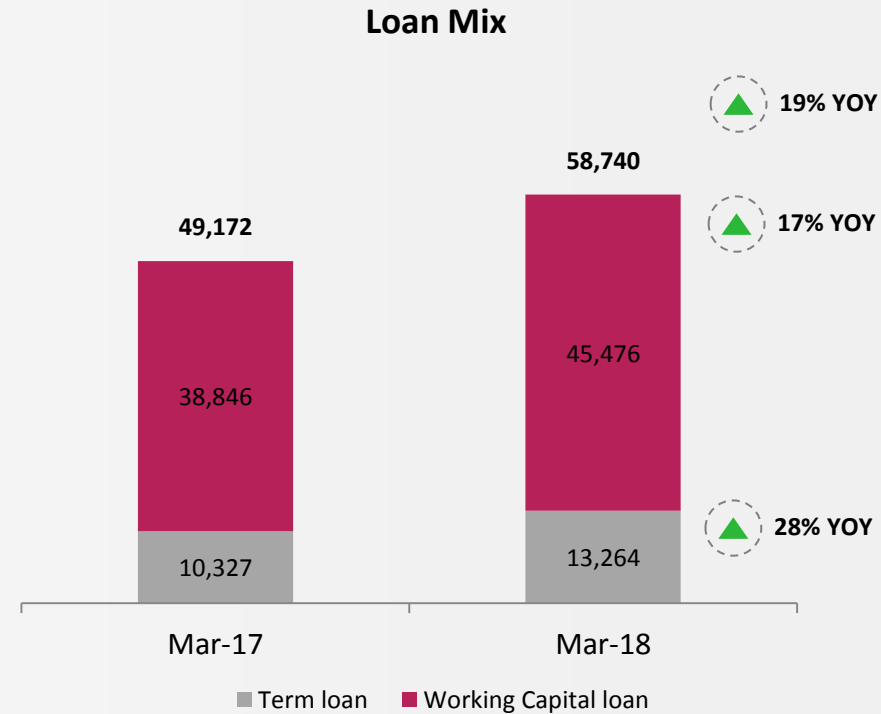
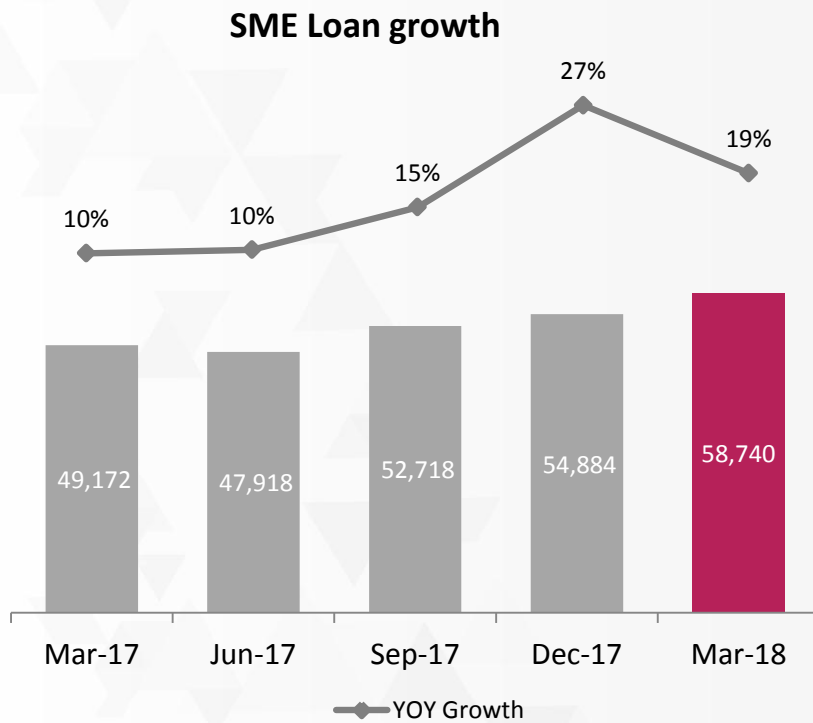
Business Performance - SME

Summary

- SME loan growth continues to improve further
- Focus remains on building a high rated SME Book

SME loan growth continues to improve, partly aided by a low base

All figures in ₹ Crores

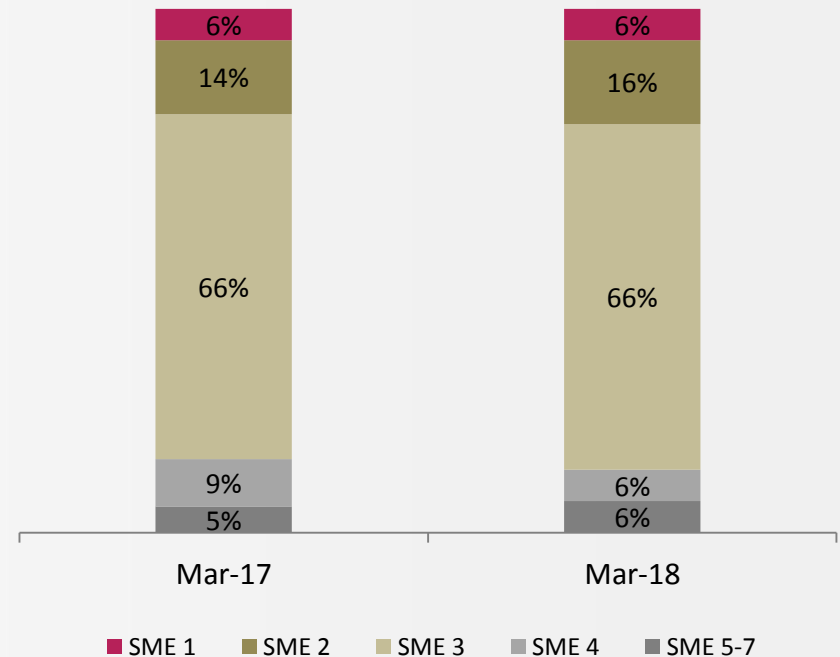


- Our SME business is divided into 3 business verticals: Medium Enterprises Group (MEG), Small Enterprises Group (SEG) and Supply Chain Finance (SCF)
- The Bank extends Working Capital, Term Loan, Trade Finance, Bill / Invoice Discounting and Project Finance facilities to SMEs.

Focus remains on building a high rated SME book

- Our SME segment continues to focus towards lending to the Priority sector.
- The Bank's SME Awards event "SME 100" acknowledges the best performers in the SME segment. It is aligned with the Government's Make in India, Skill India and Digital India initiatives.
- The Bank's 4th edition of SME Knowledge Series 'Evolve' brought forward owners of successful family businesses to share managerial insights that can help SMEs

88% of SME exposure* is rated at least 'SME3'



* Only includes standard exposure

Business Performance - Corporate

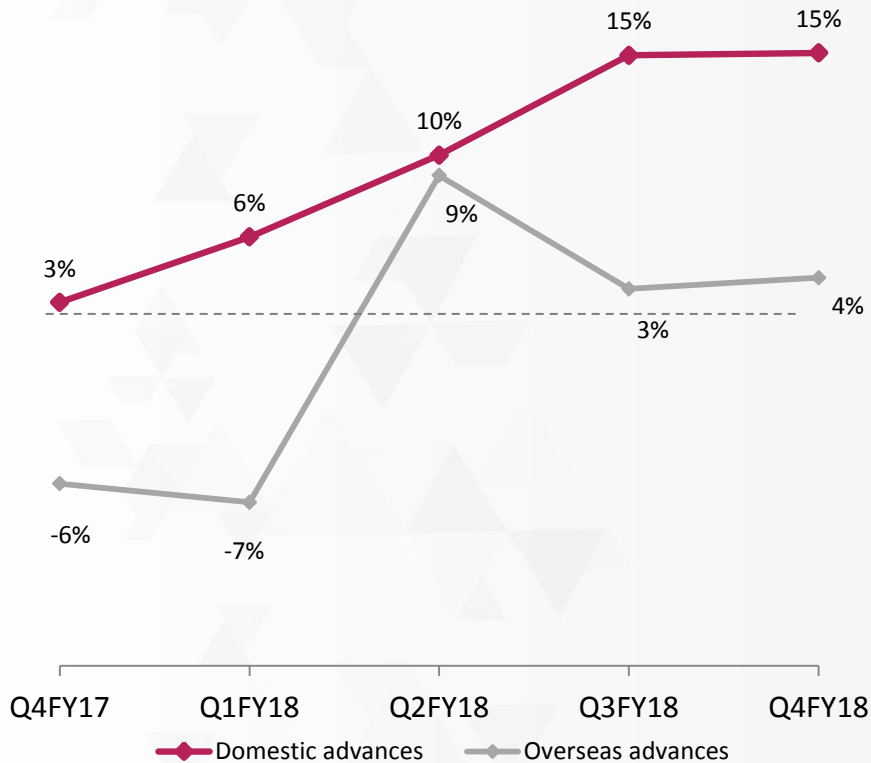
Summary

- Rebound in Corporate loan growth driven by domestic working capital loans
- Continued increase in share of transaction banking revenues
- Significant reduction in concentration risk with incremental sanctions to better rated corporates
- Leadership in DCM places us well to benefit from vibrant corporate bond markets

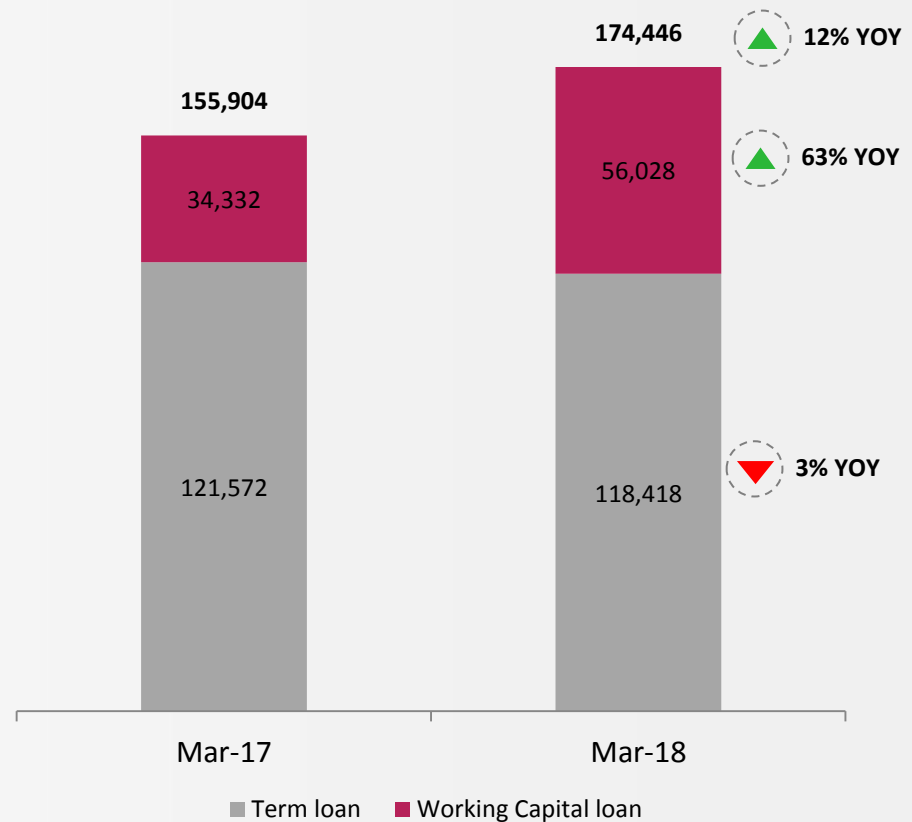
Corporate loan growth driven by Working Capital loans...

All figures in ₹ Crores

Trend in domestic and overseas corporate loan growth (YOY)



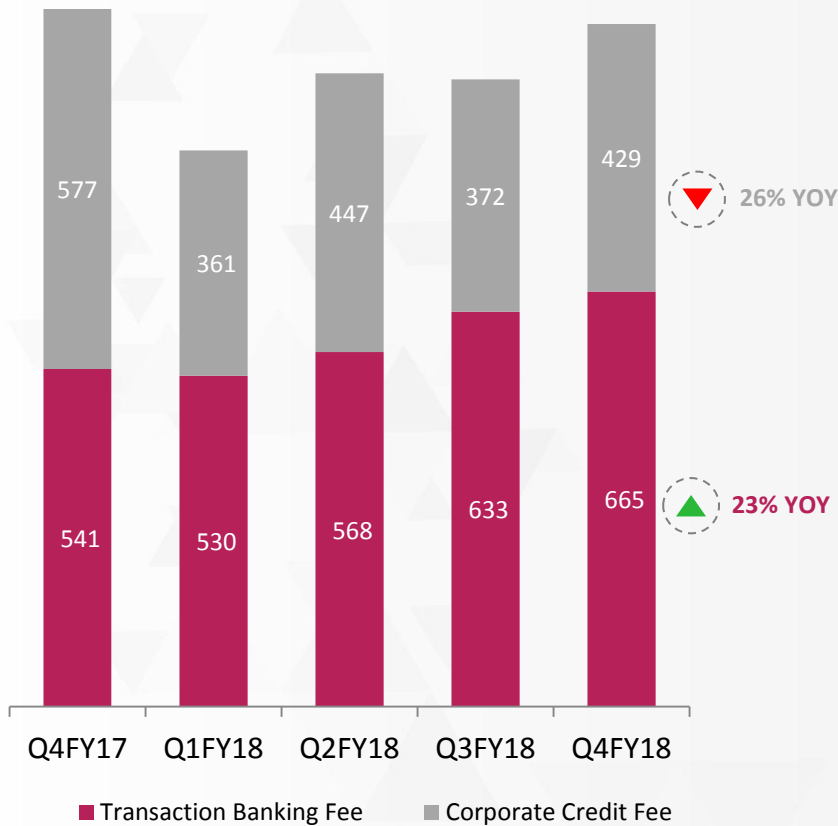
Working Capital loan growth has been strong



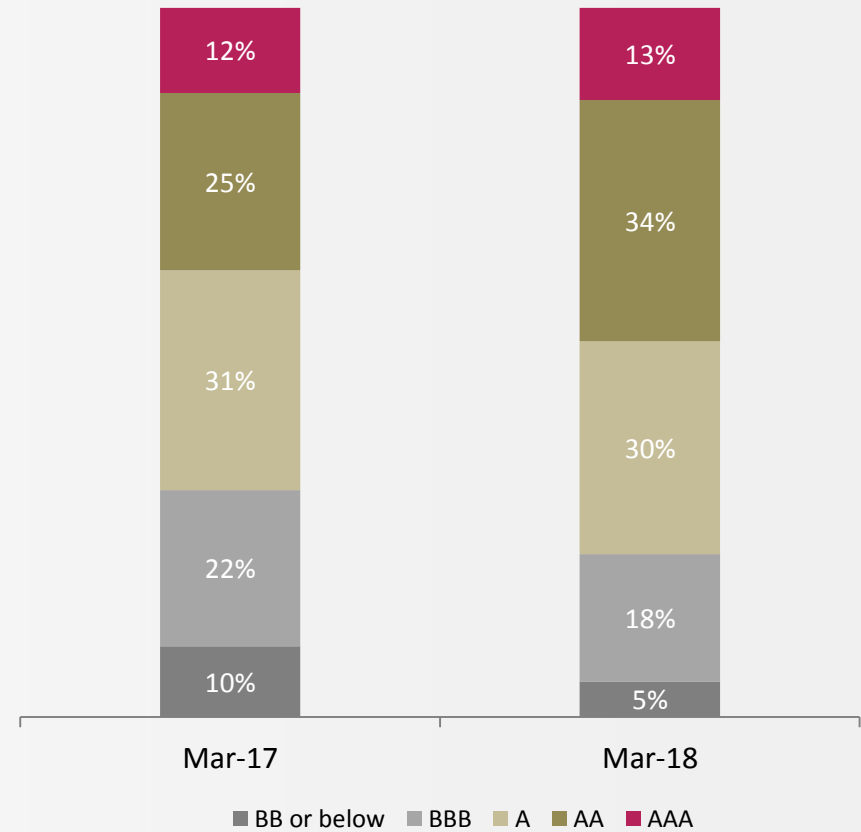
...resulting in higher transaction based business to better rated corporates

All figures in ₹ Crores

Steady growth in Transaction Banking fees



77% of corporate exposure* is rated 'A' or better

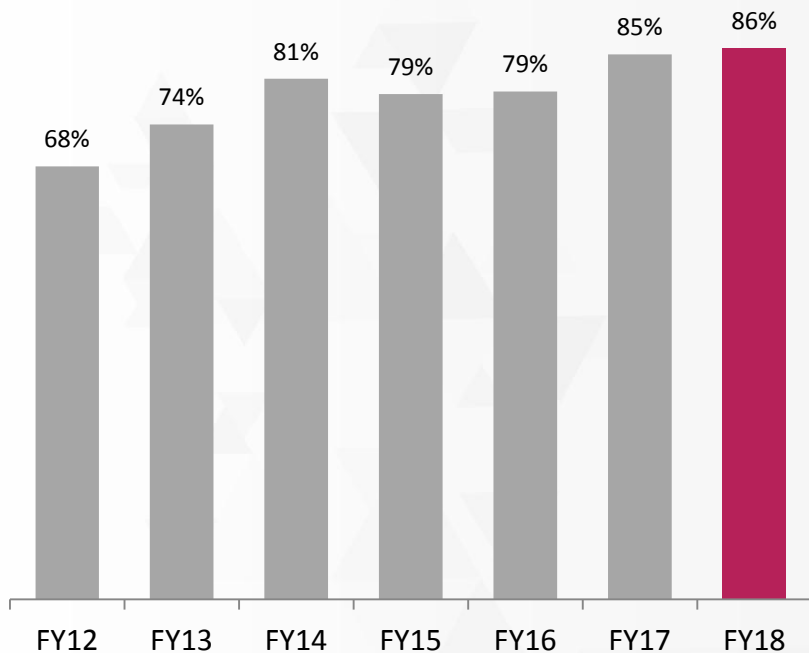


* Only includes standard exposure

Significant reduction in concentration risk with incremental sanctions to better rated corporates

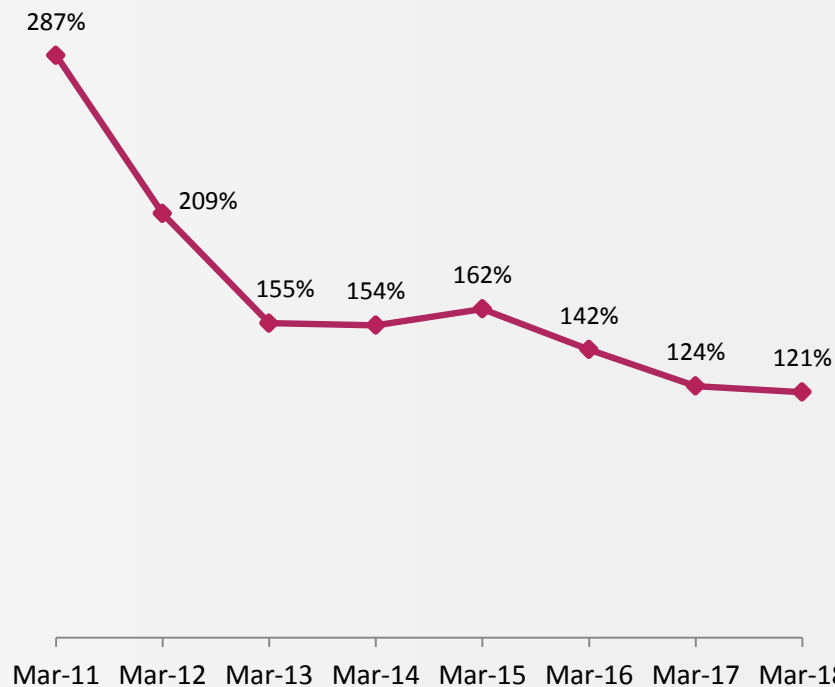
Incremental sanctions have been to better rated corporates

Percentage of sanctions rated A- & above



Concentration Risk is reducing

Exposure to Top 20 single borrowers as a % of Tier I Capital

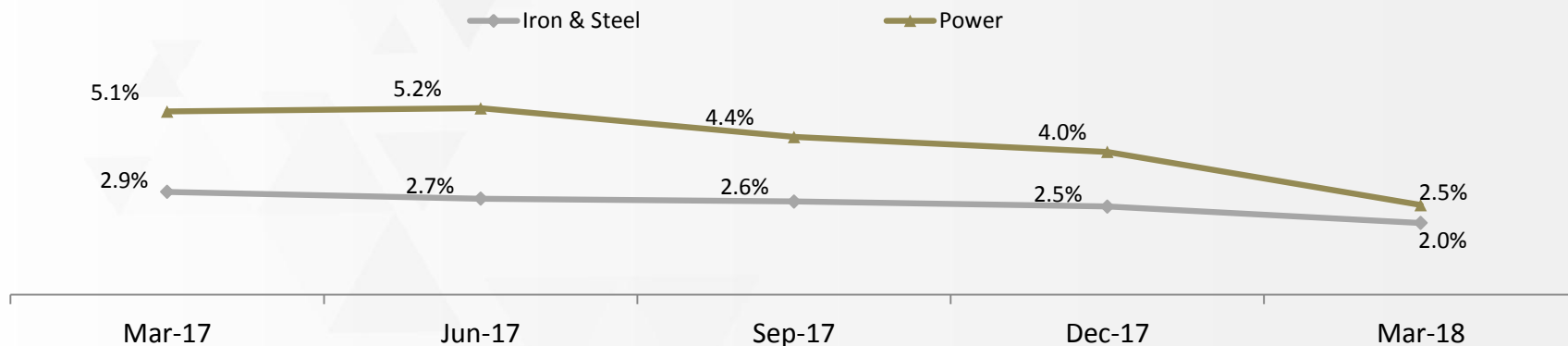


Concentration to stressed sectors has declined

All figures in ₹ Crores

Rank	Outstanding ¹ as on Mar. 2018 Sectors	Fund-based Exposure		Non-fund based Exposure		Total Exposure	
		Value	(in % terms)	Value	(in % terms)	Value	(in % terms)
1.	Financial Companies ²	40,428	9.62%	17,087	15.77%	57,515	10.22%
2.	Engineering & Electronics	11,244	2.68%	23,922	22.08%	35,166	6.25%
3.	Infrastructure Construction ³	12,214	2.91%	11,510	10.63%	23,724	4.21%
4.	Petroleum & Petroleum Products	5,207	1.24%	13,412	12.38%	18,619	3.31%
5.	Trade	13,647	3.25%	3,425	3.16%	17,072	3.03%
6.	Real Estate	14,180	3.37%	983	0.91%	15,163	2.69%
7.	Power Generation & Distribution	9,776	2.33%	4,405	4.07%	14,181	2.52%
8.	Telecommunication Services	5,437	1.29%	8,732	8.06%	14,169	2.52%
9.	Food Processing	11,651	2.77%	1,560	1.44%	13,211	2.35%
10.	Other Metal & Metal Products	10,639	2.53%	2,081	1.92%	12,720	2.26%

Concentration¹ to stressed sectors




¹ Figures stated represent only standard fund and non-fund based outstanding across all loan segments


² Includes Housing Finance Companies and other NBFCs


³ Financing of projects (roads, ports, airports, etc.)


We remain well placed to benefit from a vibrant Corporate Bond market


All figures in ₹ Crores

 Acted as arranger for some of the major PSUs and Corporates during the quarter.

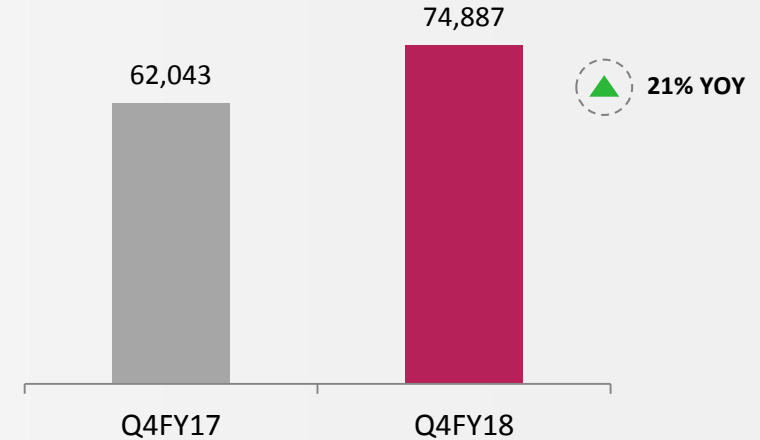
 **Ranked No. 1 arranger** for rupee denominated bonds as per Bloomberg for calendar year ended 2017 and for quarter ended March 2018.

 **Ranked No. 1 arranger** for rupee denominated bonds as per Bloomberg for 11 consecutive years now

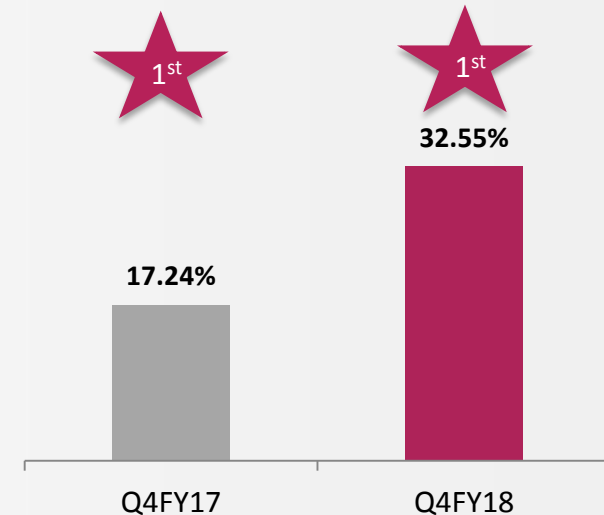
 **Ranked No. 1 mobilizer** as per PRIME Database for nine months ended December 2017.

 Bank has been honoured with “**Best Bond Adviser – Domestic, India**” at The Asset Triple A Country Awards 2017

Placement & Syndication of Debt Issues



Market share and Rank*



*As per Bloomberg League Table for India Bonds

Financial Highlights

Business Segment performance

Asset Quality

Shareholder Returns and Capital Position

Subsidiaries' Performance

Other important information

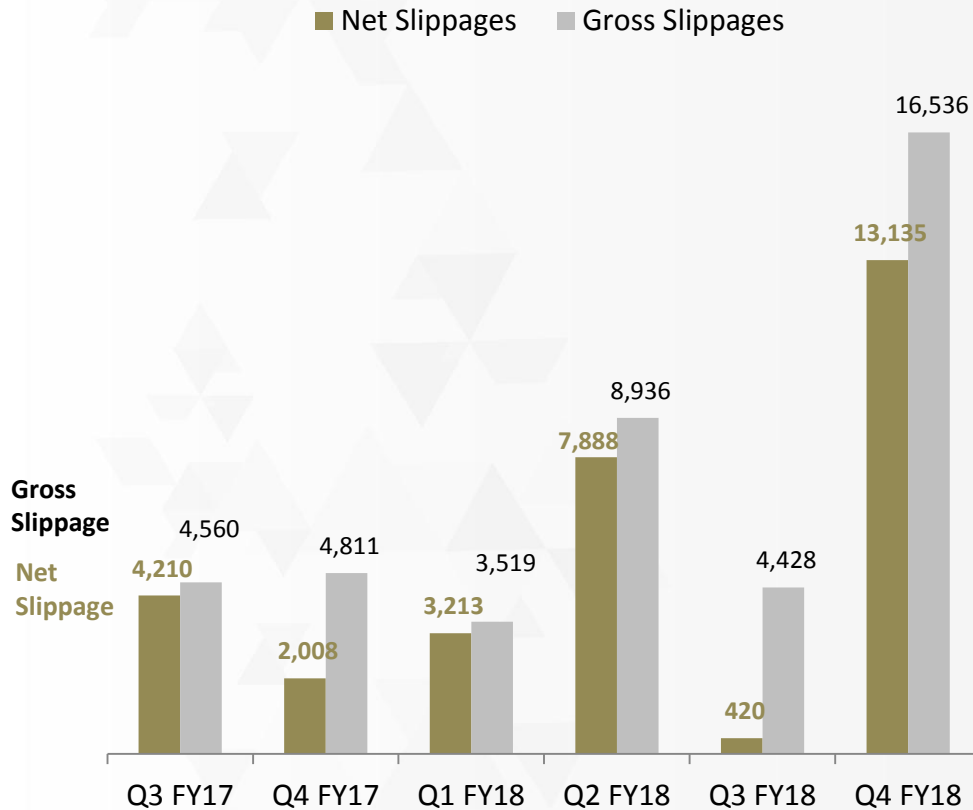
Summary of Asset Quality position – Mar 2018

- We significantly **accelerated NPA recognition** in the corporate lending book in Q4
- Most of the slippages (90%) came **from the disclosed BB & Below pool**
- The vulnerable (BB & Below) pool reduced by 44% during the quarter, to Rs. 8,994 crores: **1.8% of gross customer assets**
- BB & Below % is now **1/4th** of what it was at its peak
- We have continued to maintain **high levels of provision coverage**
- With a much smaller pool of potential stress and high provision coverage to start FY19, we continue to expect credit cost normalization in H2 FY19

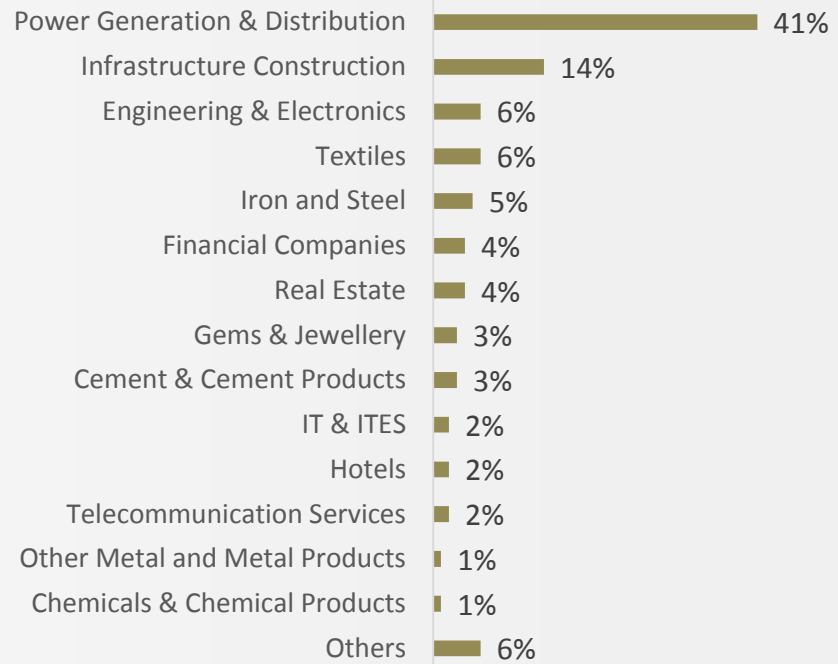
Slippages accelerated significantly in Q4. A large part of the stress in Power sector was recognized as NPA.

Slippages were significantly accelerated in the quarter ...

... with most of the slippage coming from the Power sector



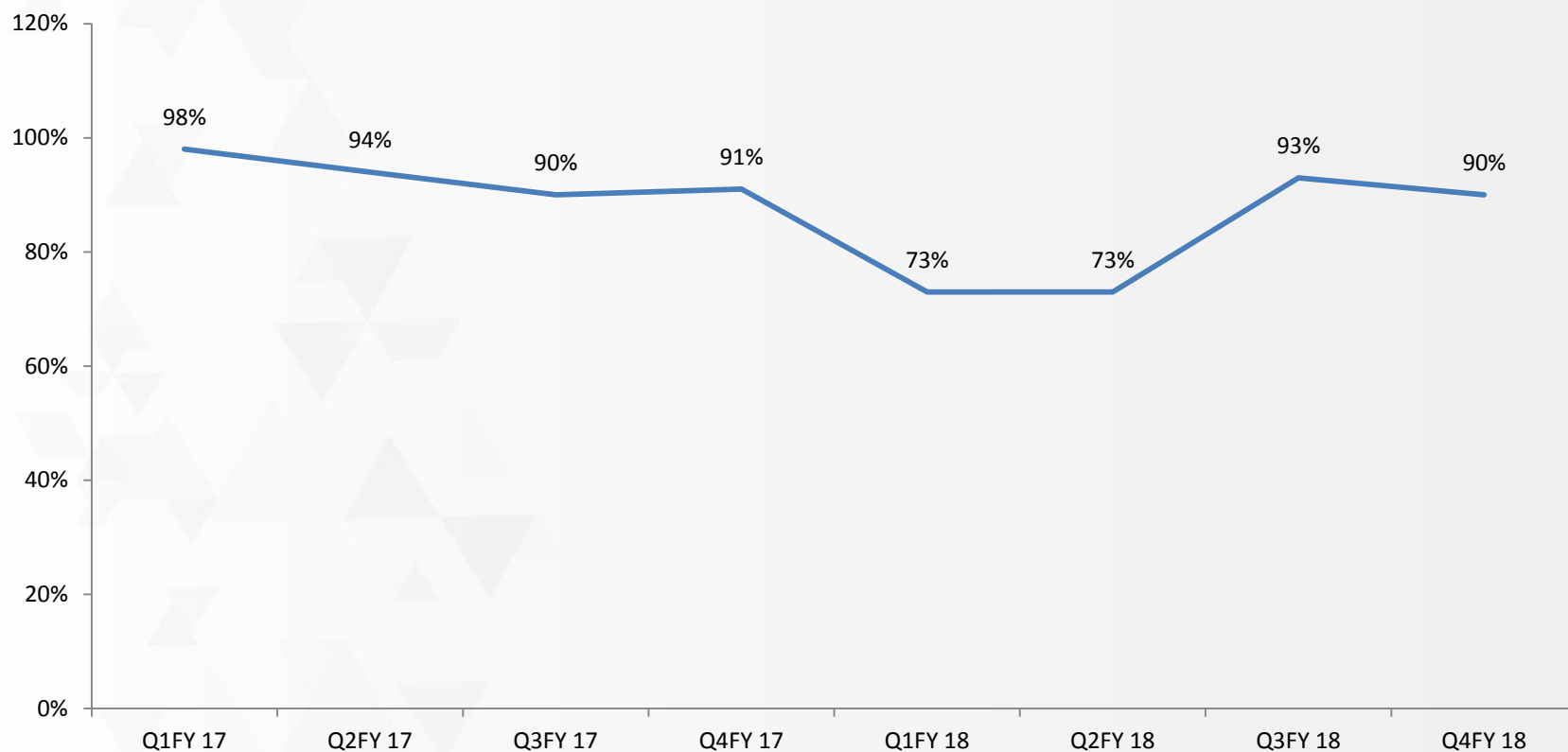
Corporate slippage in Q4, by sector



*Total FB Outstanding (non NPA) in Power sector remaining is Rs.9,776 crores. Of this, 29% is rated BB & Below and 35% is rated BBB.

New NPA formation in corporate lending continued to be from the disclosed BB & Below pool, due to which ...

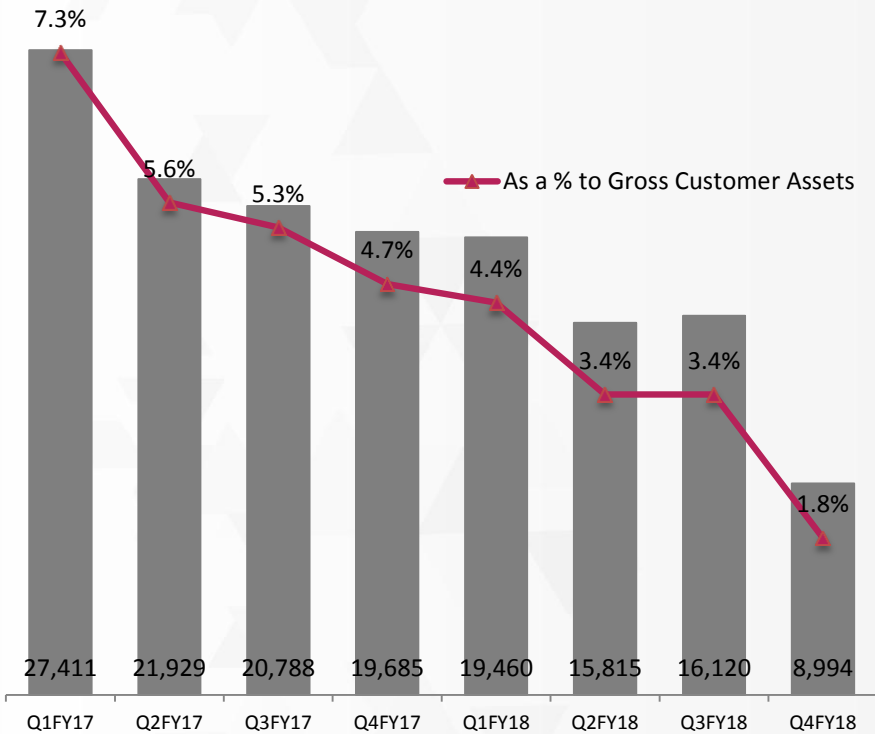
Proportion of Corporate slippages from BB & Below



... The pool of vulnerable assets has reduced significantly

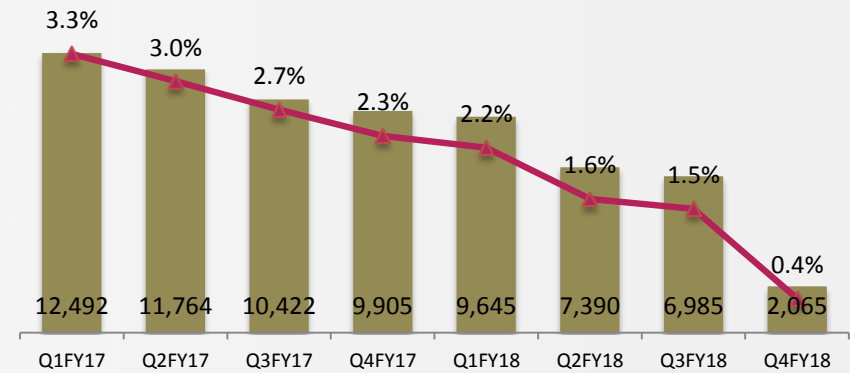
All figures in ₹ Crores

Low Rated Corporate portfolio (BB and Below)



Size of 'BB and Below' portfolio reflects cumulative impact of Rating Upgrades / Downgrades and Slippages from the pool.

Outstanding under restructuring dispensations*



* Includes Restructured Corporate Accounts, SDR, S4A, 5:25, etc

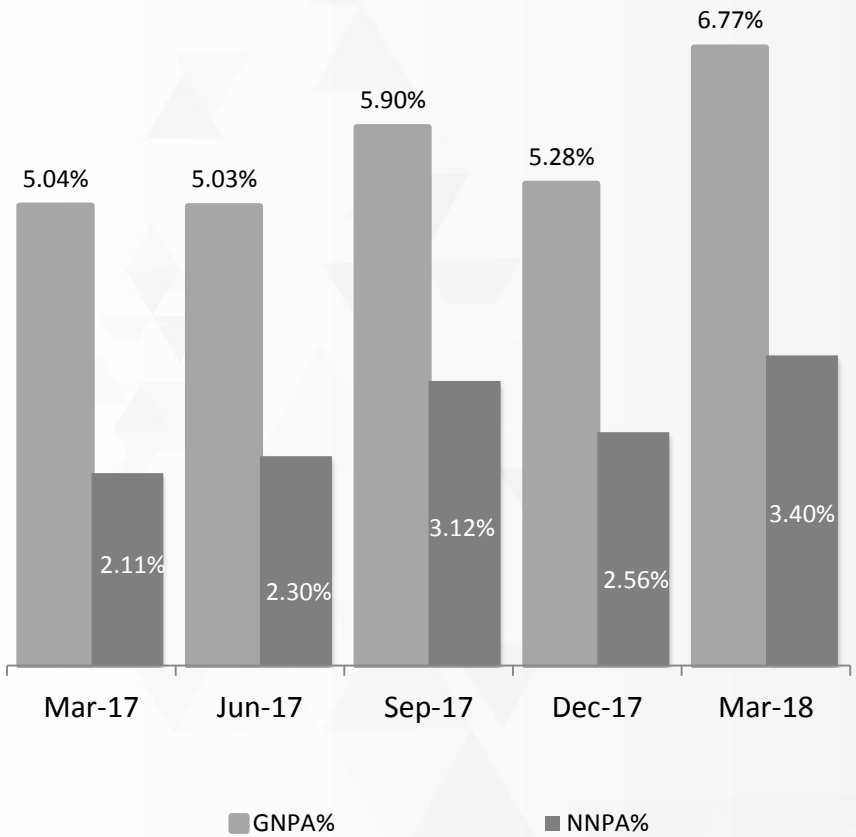
Vulnerable pool in the non-NPA portfolio has reduced to 1/5th of its peak level

All figures in ₹ Crores

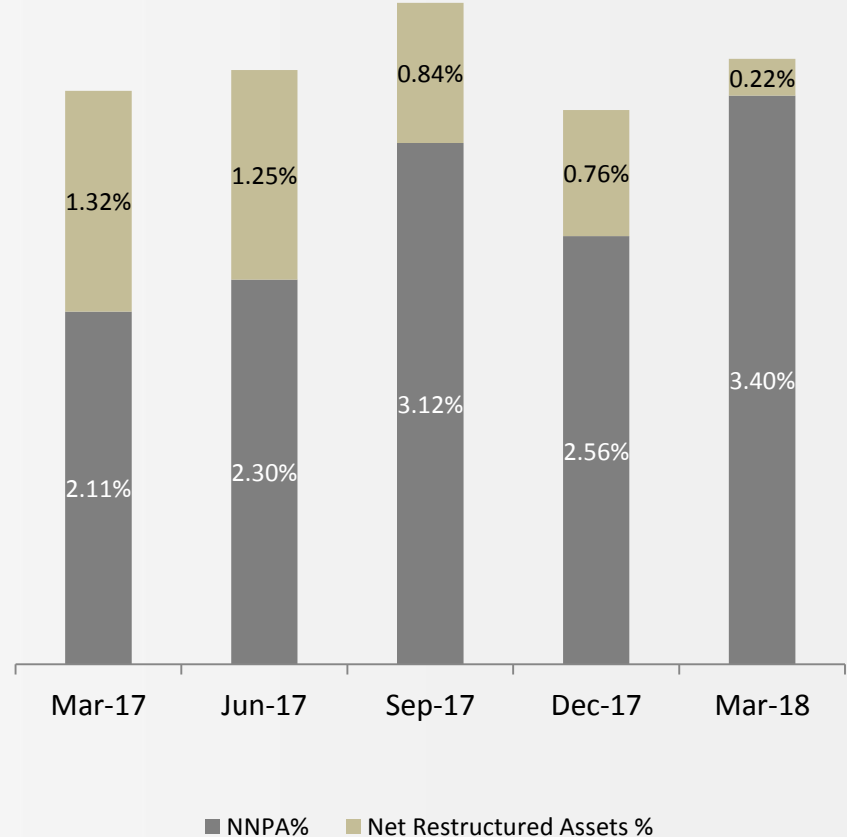
	Q4FY16	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18
<i>Net Customer Assets (NCA)</i>	3,59,741	3,70,526	3,83,987	3,79,853	4,09,708	4,25,355	4,50,854	4,60,164	4,87,979
Stress already recognized as NPA									
Gross NPA	6,088	9,553	16,379	20,467	21,280	22,031	27,402	25,001	34,249
Provisions held (incl FITL)	3,565	5,543	8,618	12,172	12,654	12,265	13,350	13,231	17,657
Net NPA	2,522	4,010	7,761	8,295	8,627	9,766	14,052	11,769	16,592
Net NPA %	0.7%	1.1%	2.0%	2.2%	2.1%	2.3%	3.1%	2.6%	3.4%
Vulnerable pool in non-NPA book									
<i>BB & Below Advances</i>	19,412	27,411	21,930	20,788	19,685	19,460	15,815	16,120	8,994
<i>Watch List</i>	22,628	20,295	13,789	11,091	9,436	7,941	6,052	5,309	428
<i>Corporate Restructured Advances</i>	8,479	7,665	6,883	6,242	5,489	5,487	3,860	3,525	1,081
<i>SDR / S4A / 5-25 Advances</i>	4,189	5,263	5,158	4,351	4,609	4,972	5,277	5,288	1,089
Total (adjusted for overlaps)	30,392	33,468	26,858	23,545	20,761	21,560	17,442	17,457	9,106
Provisions held	525	568	679	614	835	747	884	825	245
Net Outstanding	29,866	32,901	26,180	22,931	19,926	20,813	16,558	16,632	8,861
Non-NPA Stress (% of Customer Assets)	8.3%	8.9%	6.8%	6.0%	4.9%	4.9%	3.7%	3.6%	1.8%

Net NPA + Net Restructured assets ratio remains stable

Gross and Net NPA ratio

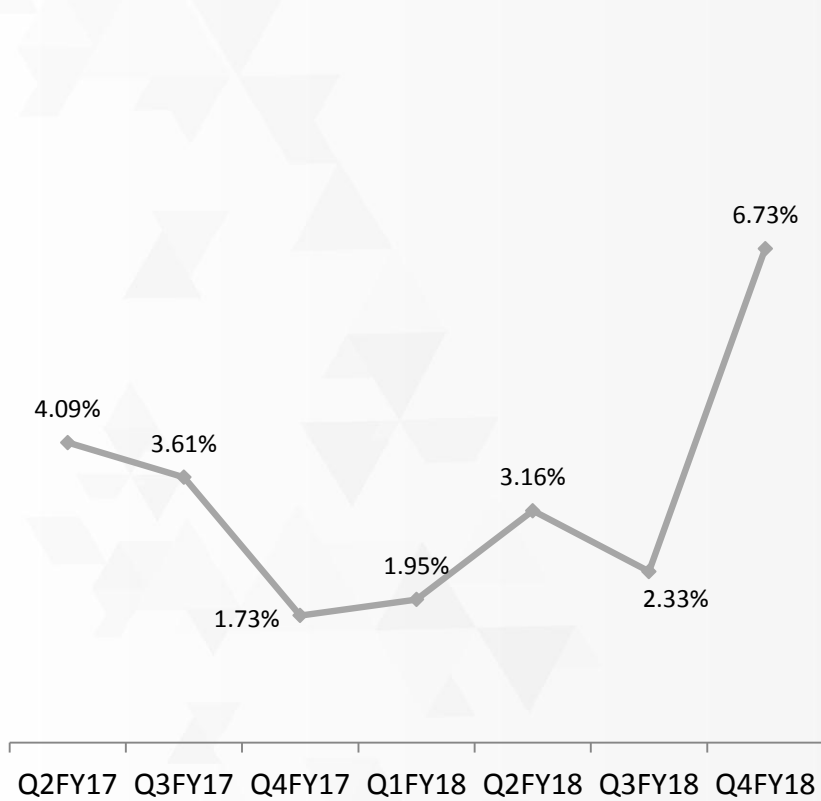


Net NPA + Net Restructured Assets ratio

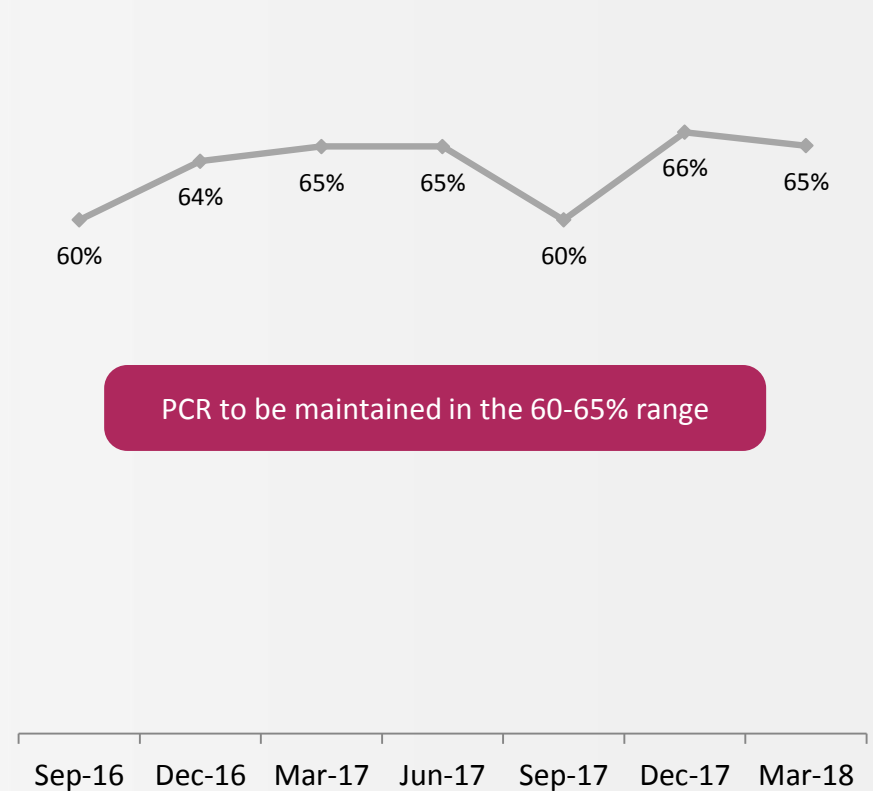


We have retained high Provision Coverage during the quarter

Credit Cost (Annualised)



Provision Coverage Ratio

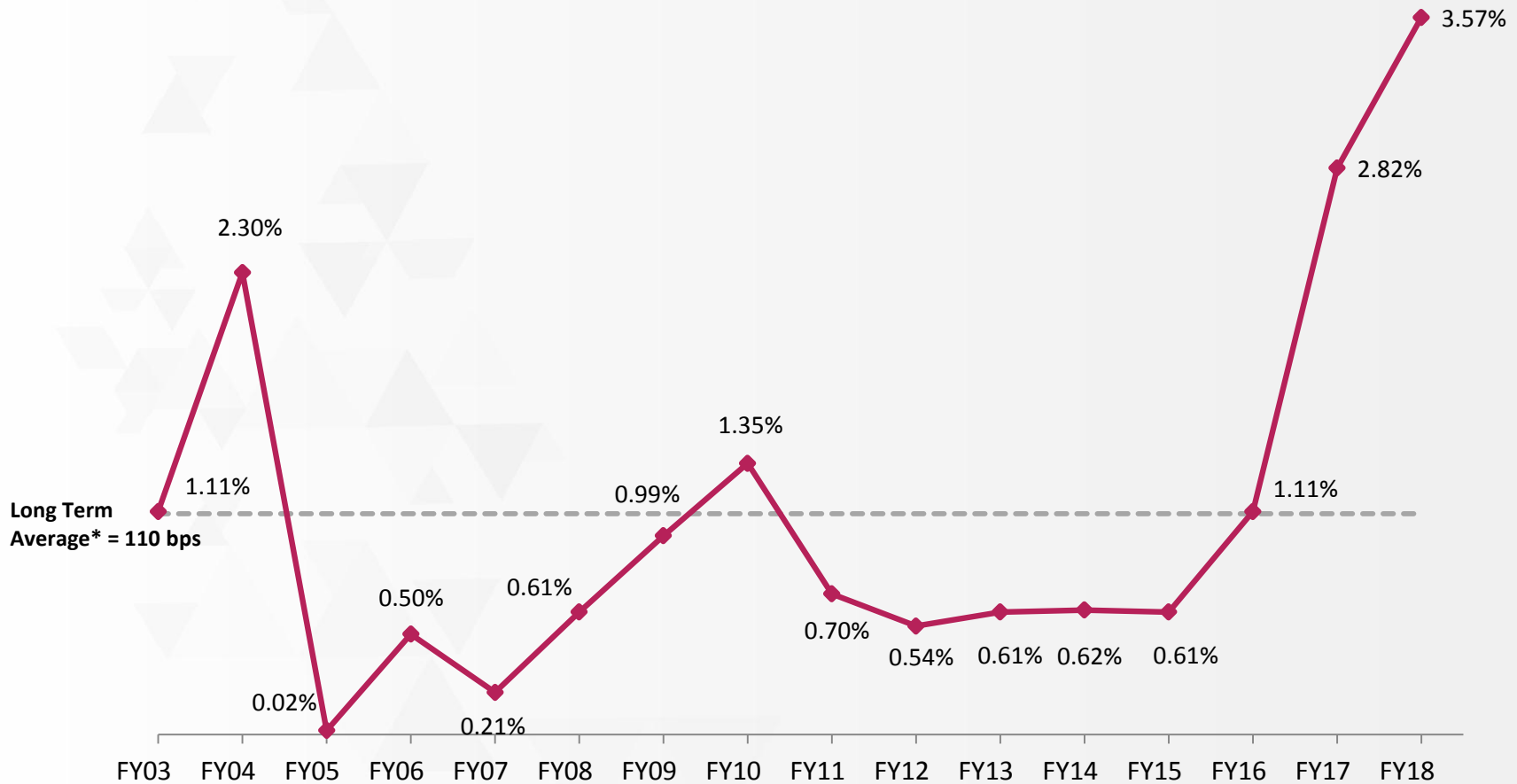


PCR to be maintained in the 60-65% range

Our long term average credit cost has been ~110 bps

Trend in Credit Cost : FY03 to FY18

We continue to expect normalization in credit costs by the second half of FY19



* For the period from FY03 to FY18

Financial Highlights

Business Segment performance

Asset Quality

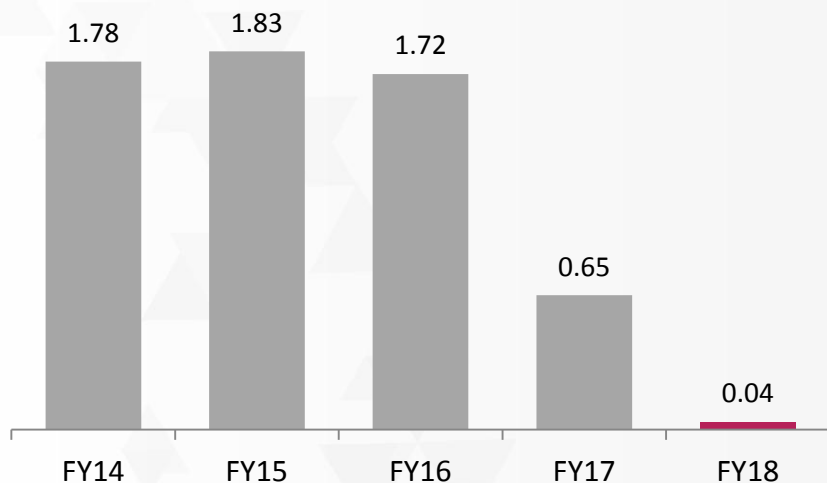
Shareholder Returns and Capital Position

Subsidiaries' Performance

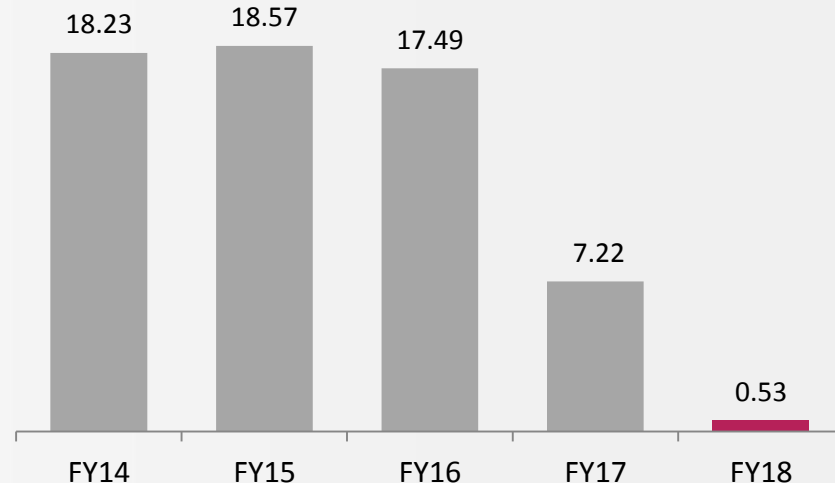
Other important information

Shareholder return metrics have seen moderation

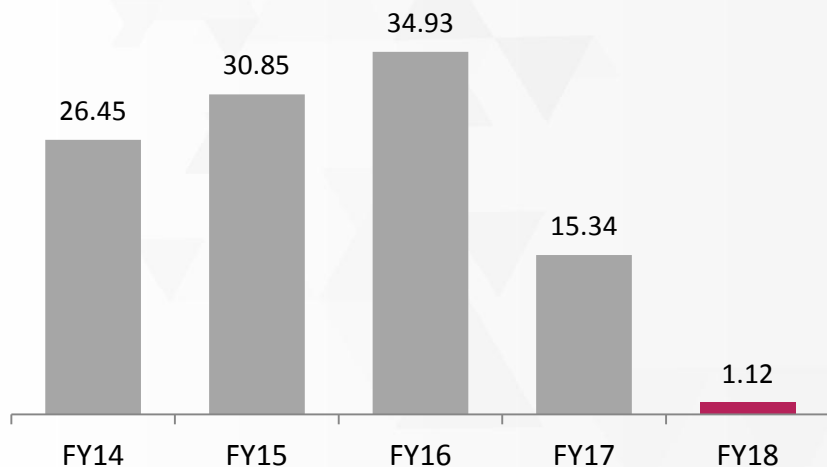
Return on Assets (in %)



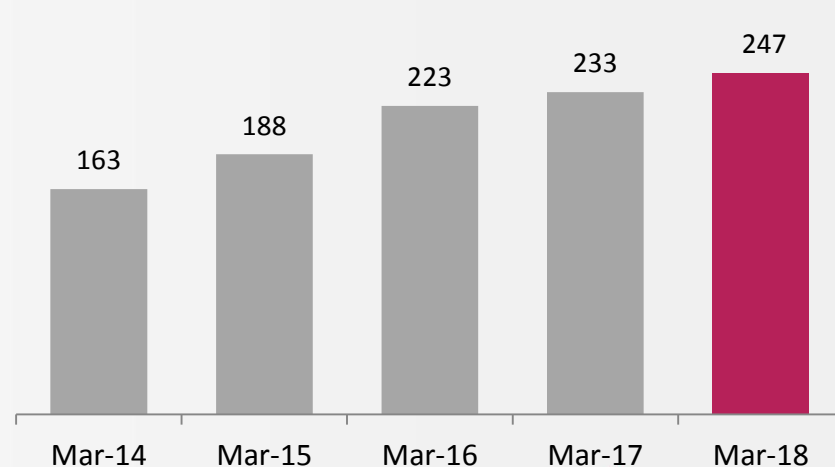
Return on Equity (in %)



Diluted EPS (₹)



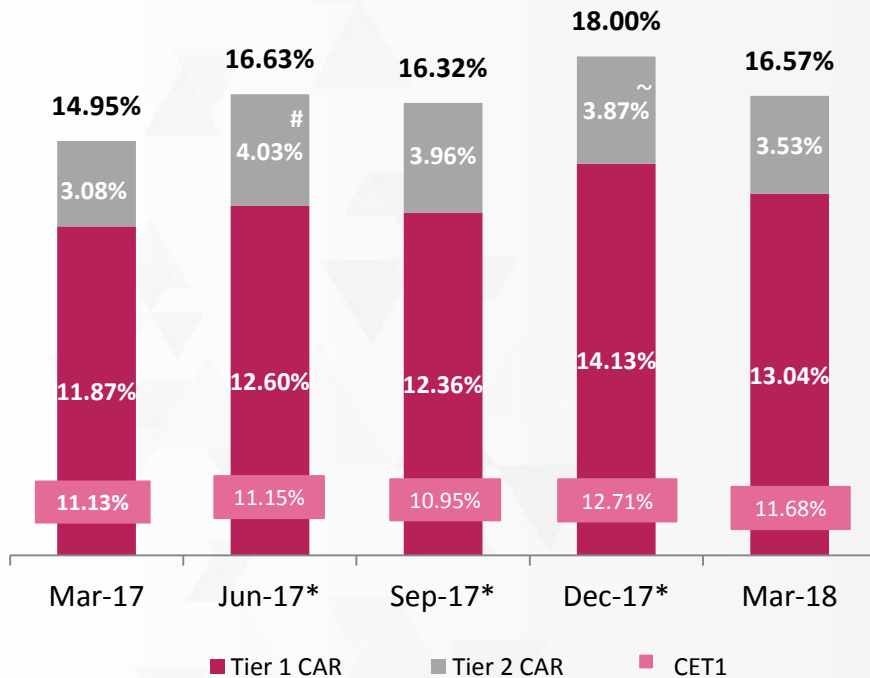
Book Value Per Share (₹)



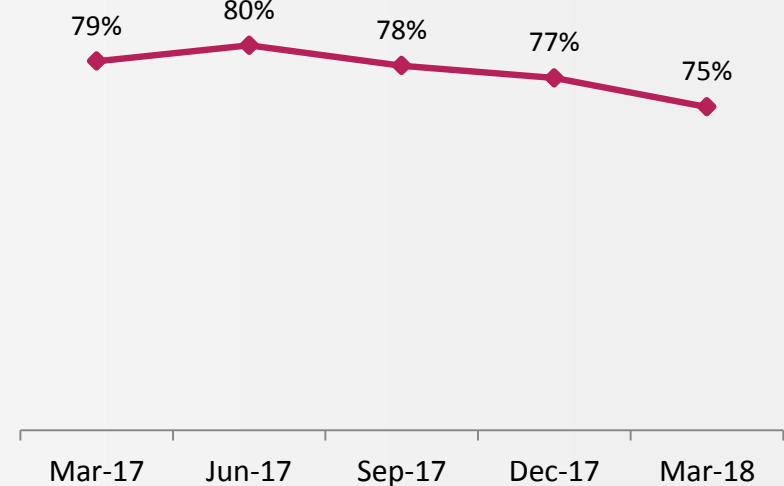
Capital Ratios remain healthy to pursue growth opportunities

Trend in Capital Adequacy Ratio

▲ 162 bps YOY



RWA to Total Assets

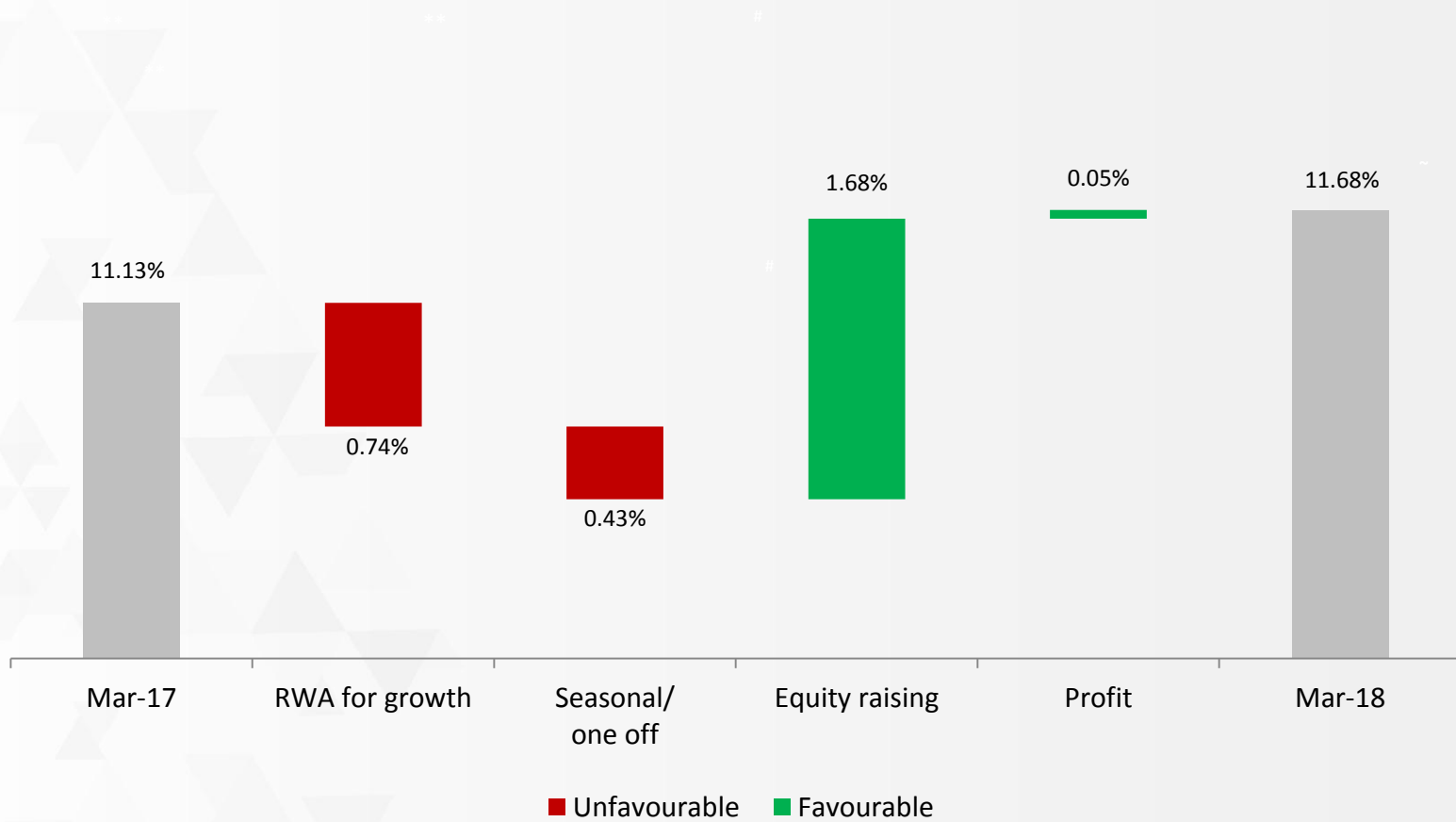


~ Includes capital raise of ₹8,680 crores through preferential allotment in Q3FY18

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

includes the impact of ₹3,500 crores and ₹5,000 crores mobilized through issuance of AT1 bonds and subordinated debt, respectively

Movement in Tier 1 Capital Adequacy Ratio



Financial Highlights

Business Segment performance

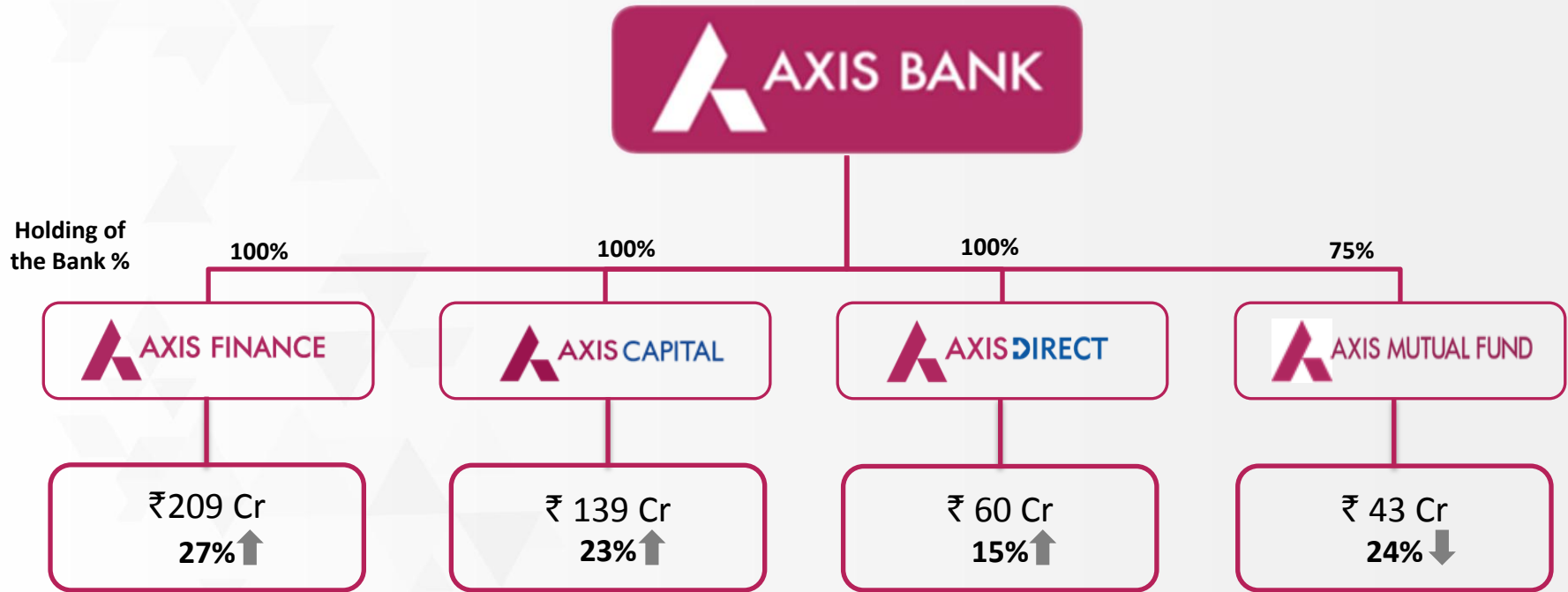
Asset Quality

Shareholder Returns and Capital Position

Subsidiaries' Performance

Other important information

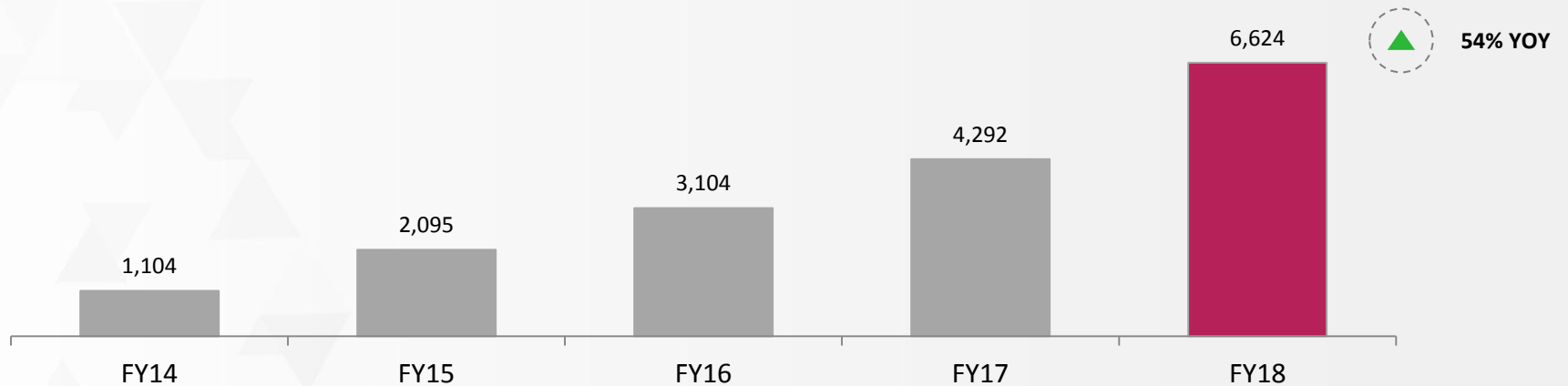
Key Subsidiaries' Performance - FY18 PAT



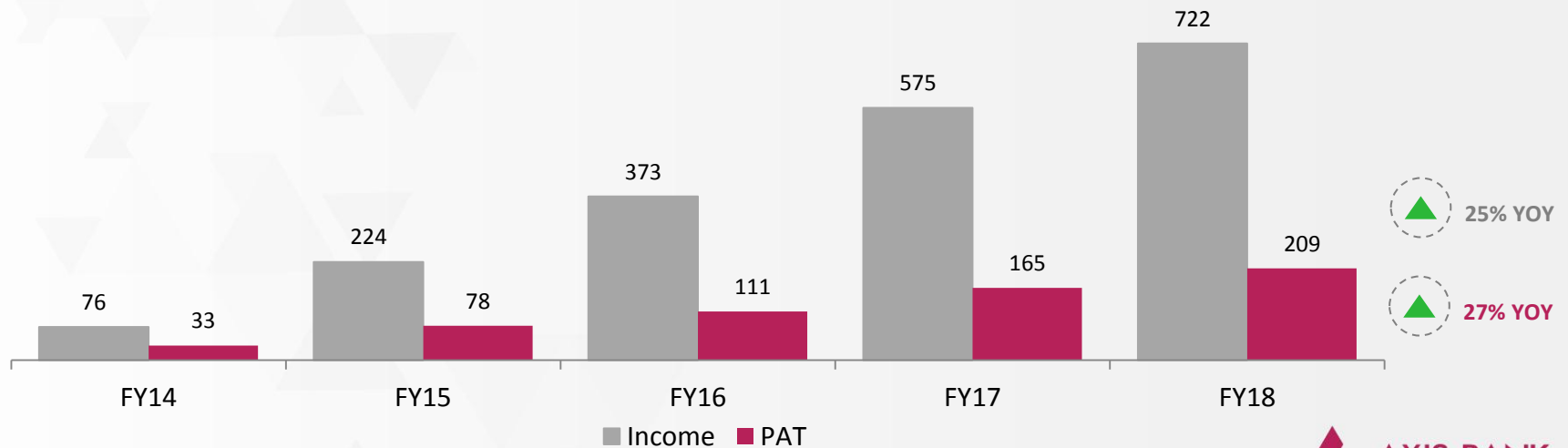
Axis Finance : Strong growth in loan book and profits

All figures in ₹ Crores

Strong growth in Loan Book



Growth in Income and PAT has been steady



Axis Capital : Continues to maintain its leadership position

All figures in ₹ Crores

FY18 Ranking - based on IPO

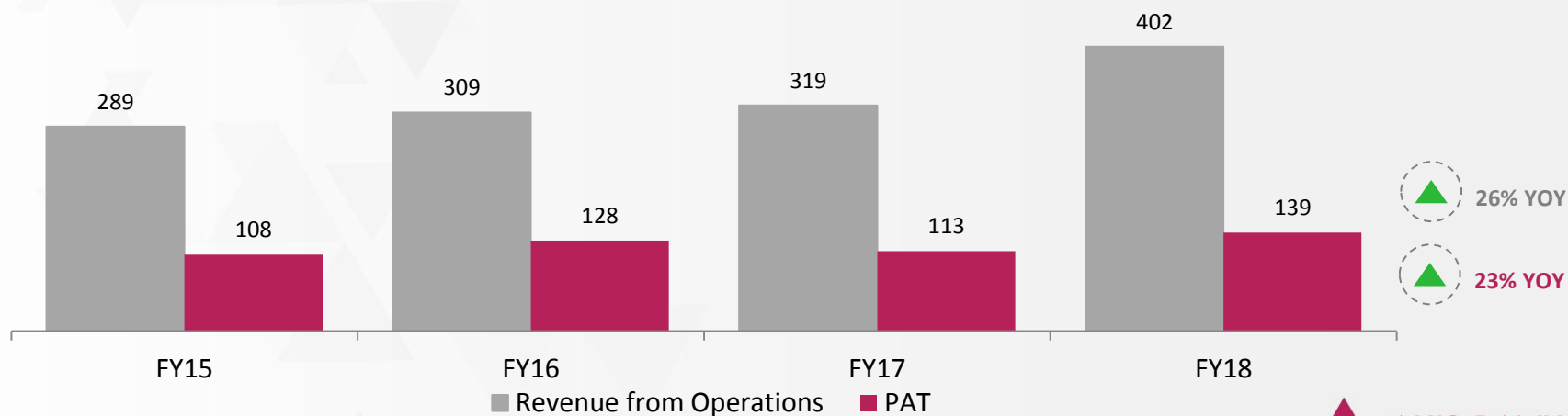
Rank	Banker	No of deals
1	Axis Capital	19
2	Edelweiss	12
3	SBI Caps	12
4	ICICI Securities	11
5	IIFL Holdings	10

FY18 Ranking based on IPO, QIP, Rights, OFS & IPP

Rank	Banker	No of deals
1	Axis Capital	31
2	SBI Caps	29
3	ICICI Securities	26
4	Kotak Mahindra	25
5	Edelweiss	20

Source: Primedatabase

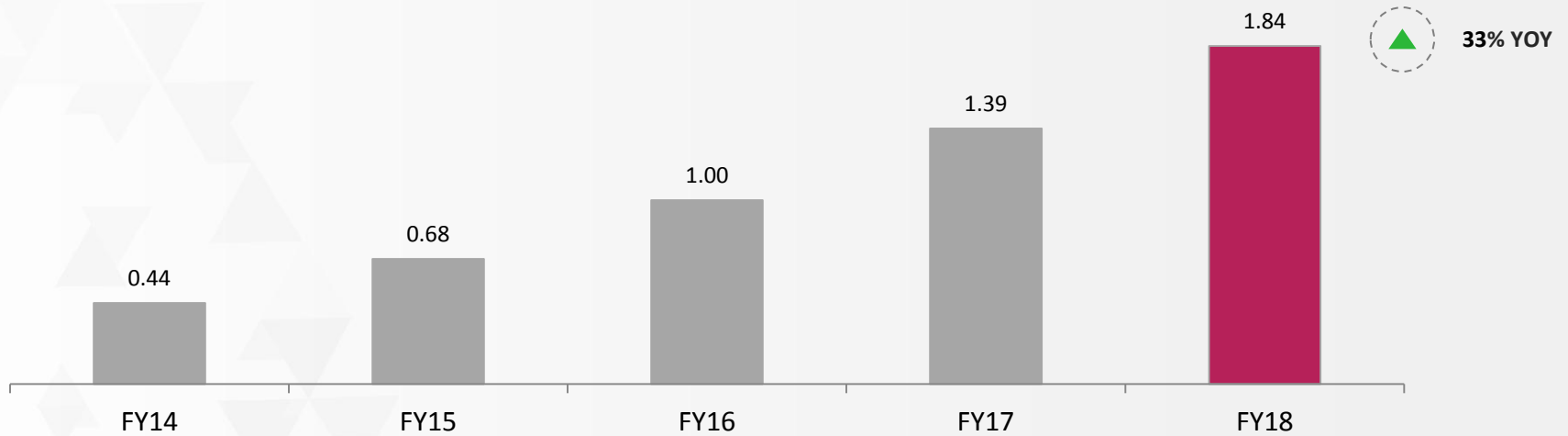
Trend in Income and PAT



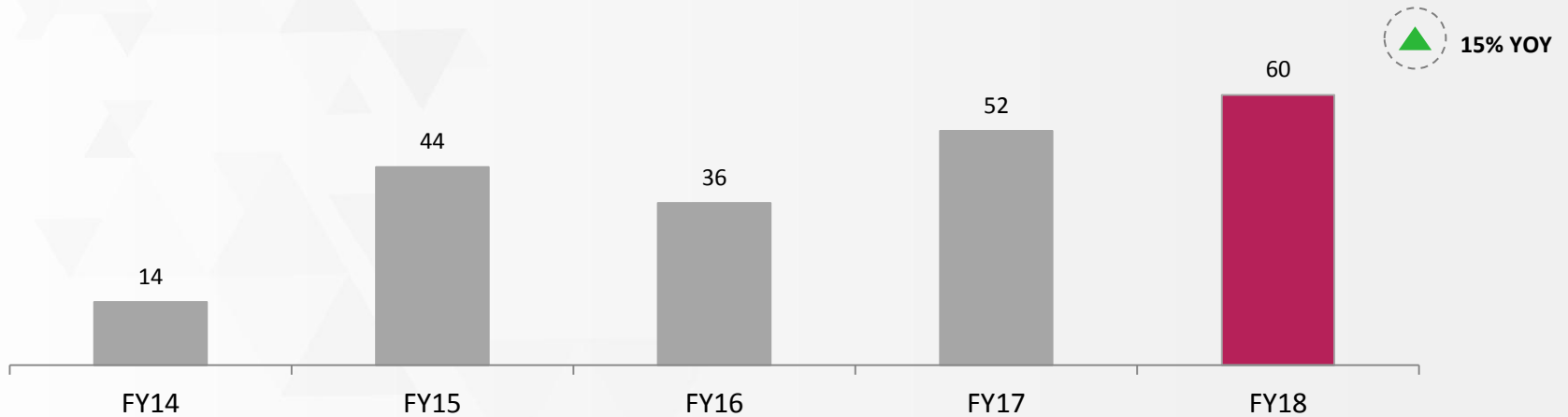
Axis Securities : Significant growth in customer additions

All figures in ₹ Crores

Trend in customer base (in mn)



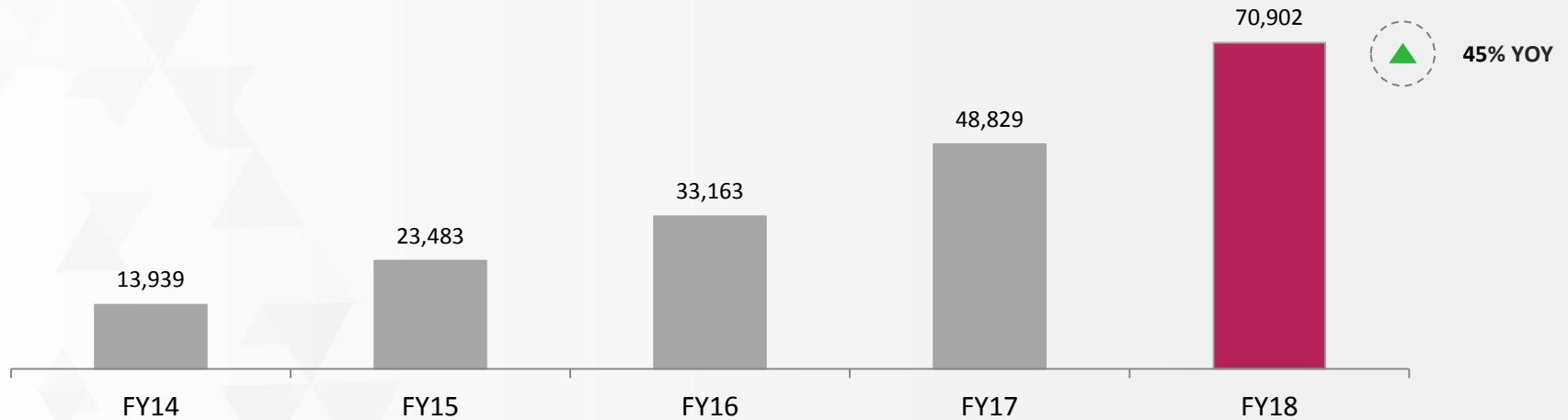
Trend in PAT



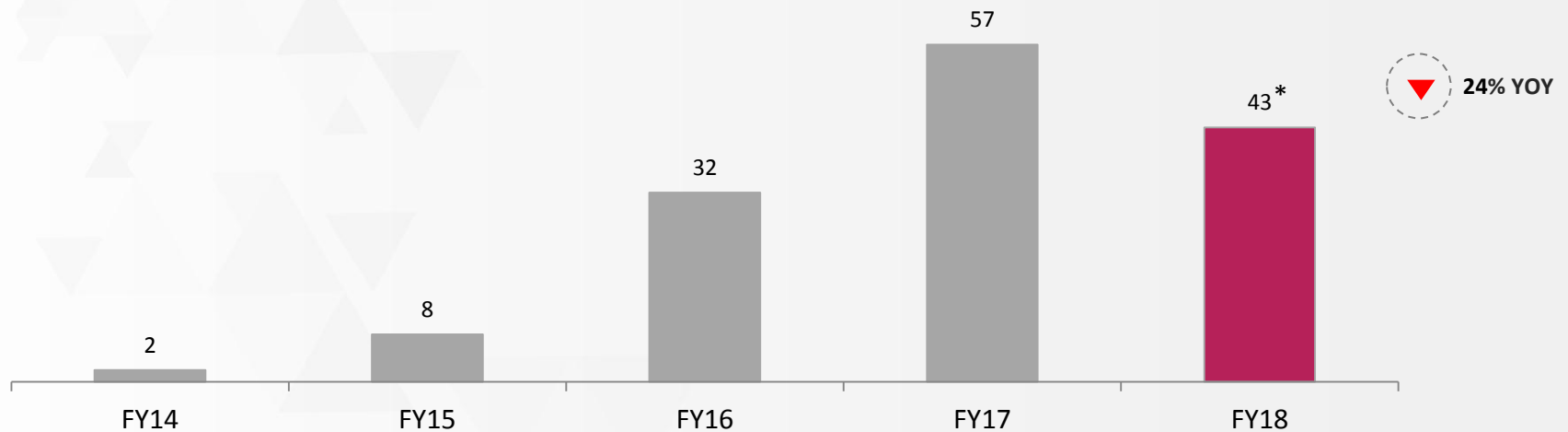
Axis AMC : Consistently gaining market share

All figures in ₹ Crores

Average AUM has shown strong growth



Trend in PAT



* Total income has grown 42% YOY. PAT has declined YOY on account of lower tax expense in earlier years due to availment of Minimum Alternate Tax (MAT) credit

A.TReDs: *The Invoicemart product continues to be a market leader*



- » Axis Bank was one of the three entities allowed by RBI to set up the Trade Receivables Discounting System (TReDS), an electronic platform for facilitating cash flows for MSMEs
- » TReDS is an electronic platform that connects MSME sellers with buyers and financiers
- » Our digital invoice discounting platform '**Invoicemart**' continues to be India's leading TReDS platform with market share of nearly **43%**
- » Invoicemart was the first TReDS exchange to reach INR 100 crore in financed throughput, and reached the milestone within just 100 days of starting operations
- » **10** Financiers on-boarded on the platform

Progress so far

Throughput

₹ 410 cr +

No. of Invoices Discounted

~14,300

Participants

350+

Financial Highlights

Business Segment performance

Asset Quality

Shareholder Returns and Capital Position

Subsidiaries' Performance

Other important information

Treasury Portfolio and Non-SLR Corporate Bonds

Investment Bifurcation	Book Value* (₹ Crores)
Government Securities ¹	104,053
Corporate Bonds ²	30,863
Others	18,960
Total Investments	153,876

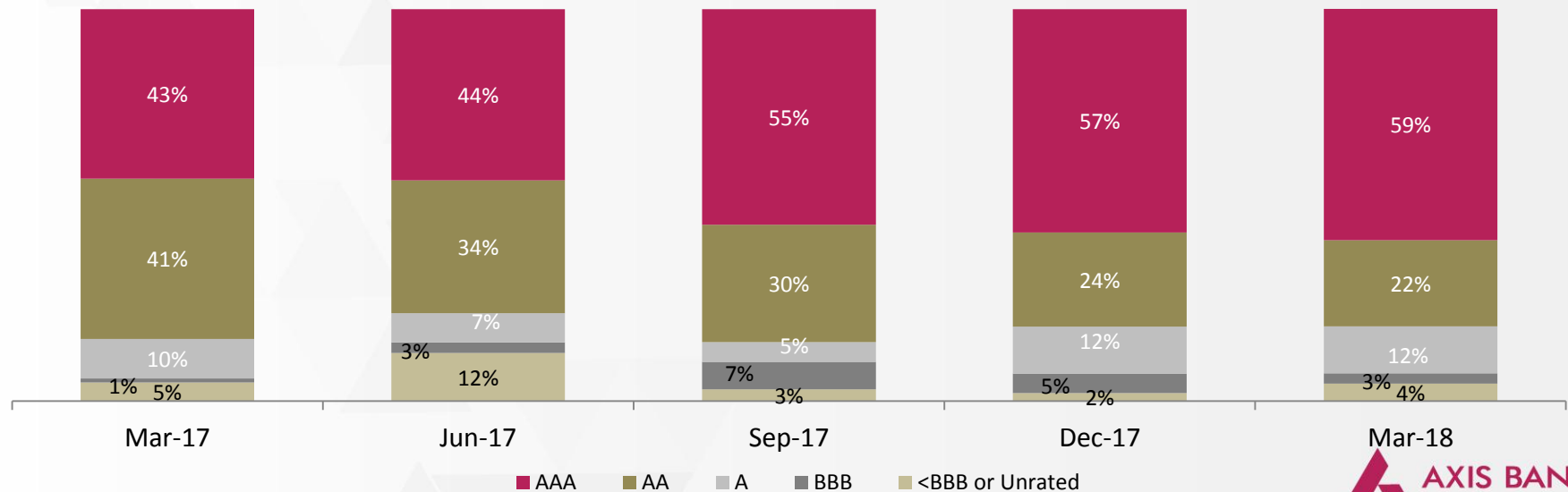
Category	Proportion
Held Till Maturity (HTM)	59%
Available For Sale (AFS)	30%
Held For Trading (HFT)	11%

* as on Mar 31, 2018

¹ 85% classified under HTM category

² 79% classified under AFS category

93% of Corporate bonds* have rating of at least 'A'



*Only includes standard investments

Movement in NPA's

All figures in ₹ Crores

		Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18
Gross NPAs - Opening balance	A	20,467	21,280	22,031	27,402	25,001
Fresh slippages	B	4,811	3,519	8,936	4,428	16,536
Upgradations & Recoveries	C	2,804	306	1,048	4,008	3,401
Write offs	D	1,194	2,462	2,517	2,821	3,887
Gross NPAs - closing balance	E = A+B-C-D	21,280	22,031	27,402	25,001	34,249
Provisions incl. interest capitalisation	F	12,654	12,265	13,350	13,232	17,657
Net NPA	G = E-F	8,627	9,766	14,052	11,769	16,592
Accumulated Prudential write offs		3,221	5,487	7,687	9,587	13,224
Provision Coverage Ratio*		65%	65%	60%	66%	65%

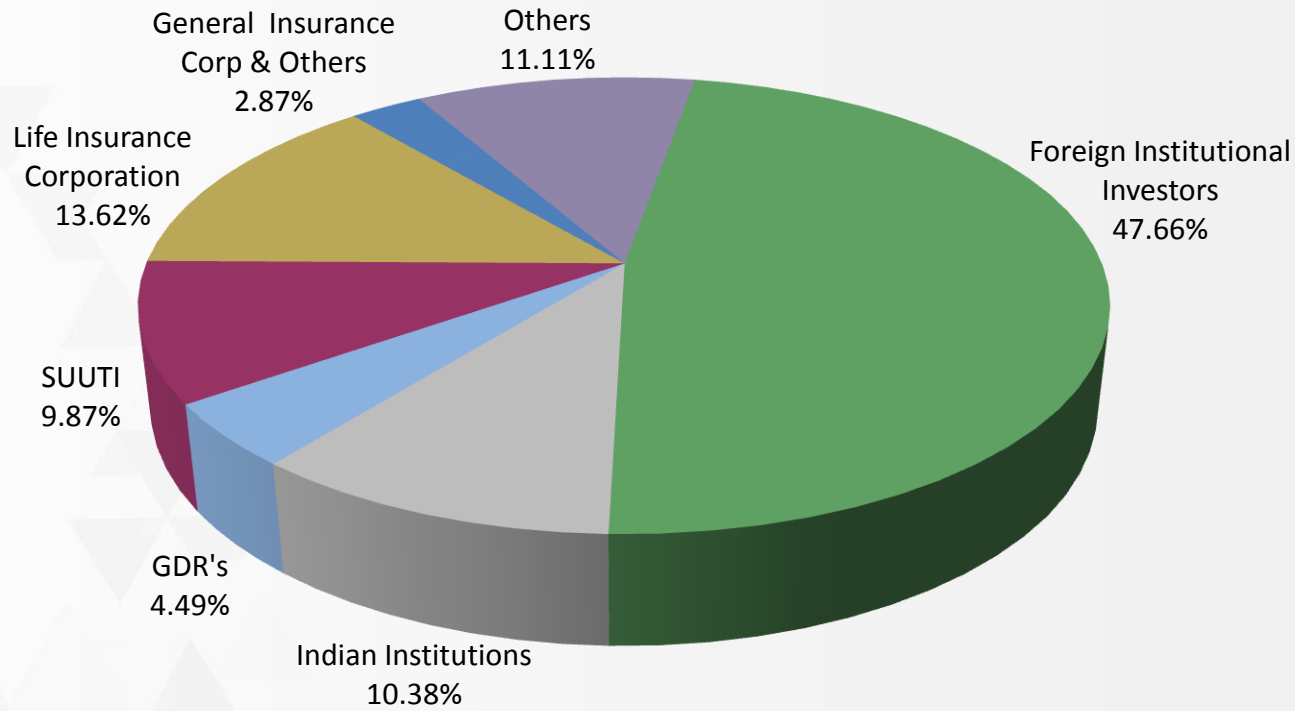
Details of Provisions & Contingencies charged to Profit & Loss Account

	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18
For Loan losses	1,834	2,091	3,335	2,754	8,128
For Standard assets**	199	(6)	18	60	(217)
For SDR and S4A accounts	249	92	39	(11)	(396)
For Investment depreciation	262	40	(137)	(9)	(105)
Other provisions	37	125	(115)	17	(230)
Total Provisions & Contingencies (other than tax)	2,581	2,342	3,140	2,811	7,180

* including prudential write-offs

** including unhedged foreign currency exposures

Shareholding Pattern (as on March 31, 2018)



- Share Capital ₹513 crores
- Shareholders' Funds ₹63,445 crores
- Book Value Per Share ₹247
- Diluted EPS (FY18) ₹1.12
- Market Capitalization ₹ 127,967 crores (as on April 25, 2018)

& 1 GDR = 5 shares

As on March 31, 2018, against GDR issuance of 62.70 mn, outstanding GDRs stood at 23.06 mn

Major awards won by the Bank and its subsidiaries



- Best use of Analytics for Business Outcome
- Best use of Digital and Channels Technology



The Asset Triple A Digital Awards 2017
Most Innovative Emerging Technologies Project, India - Ripple Blockchain project



Customer Service Excellence Award for Transformation



For Excellence in Operations



Excellence in Corporate Social Responsibility



Dale Carnegie Global Leadership Award for 2017

Thank You