

AXIS BANK

FY 2012-13
First Quarter Results

Investor 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.

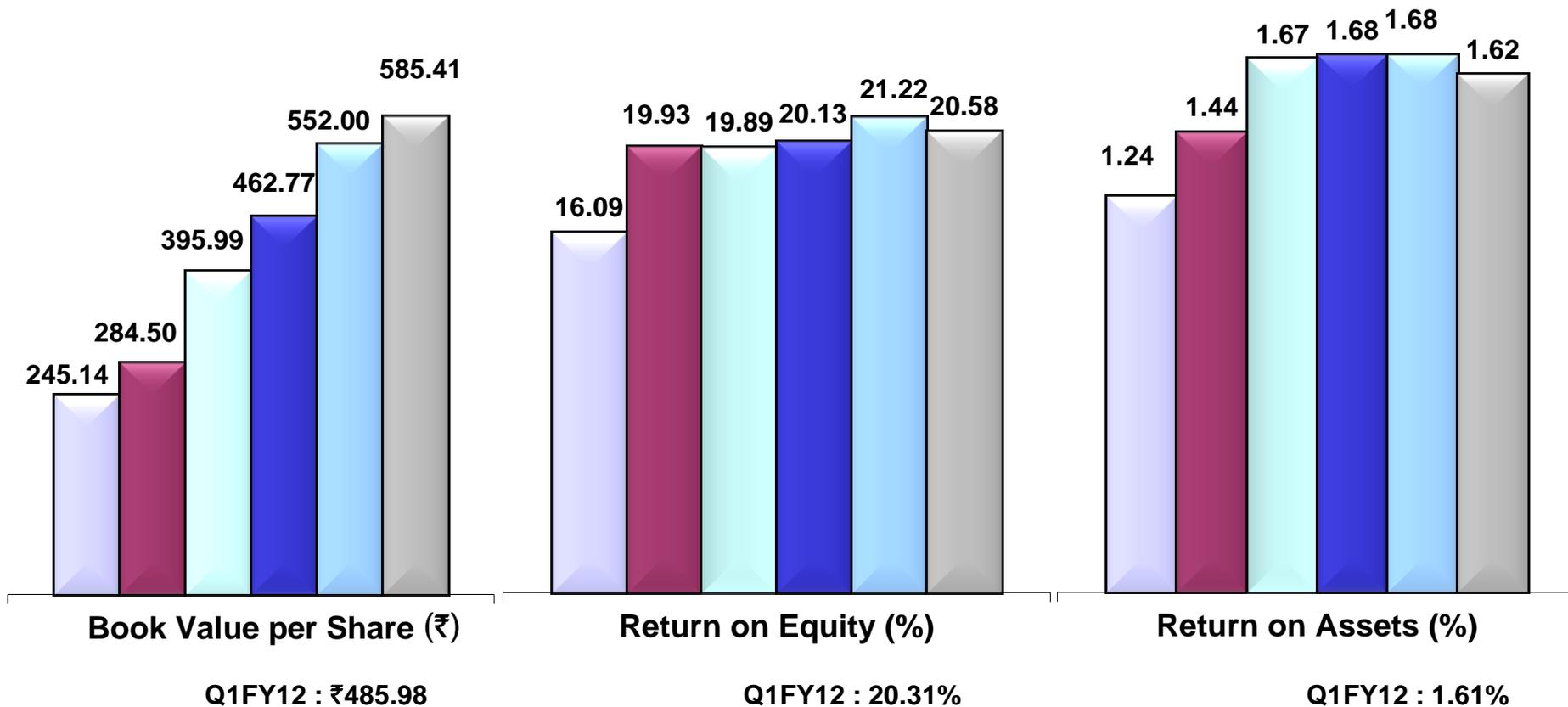
Performance Highlights

Q1FY13

Net Profit	↑ 22% YOY
Net Interest Income	↑ 26% YOY
Fee Income	↑ 9% YOY
Operating Revenue	↑ 22% YOY
Operating Profit	↑ 26% YOY
Net Interest Margin	3.37%
Cost of Funds	6.70%

Shareholder Returns

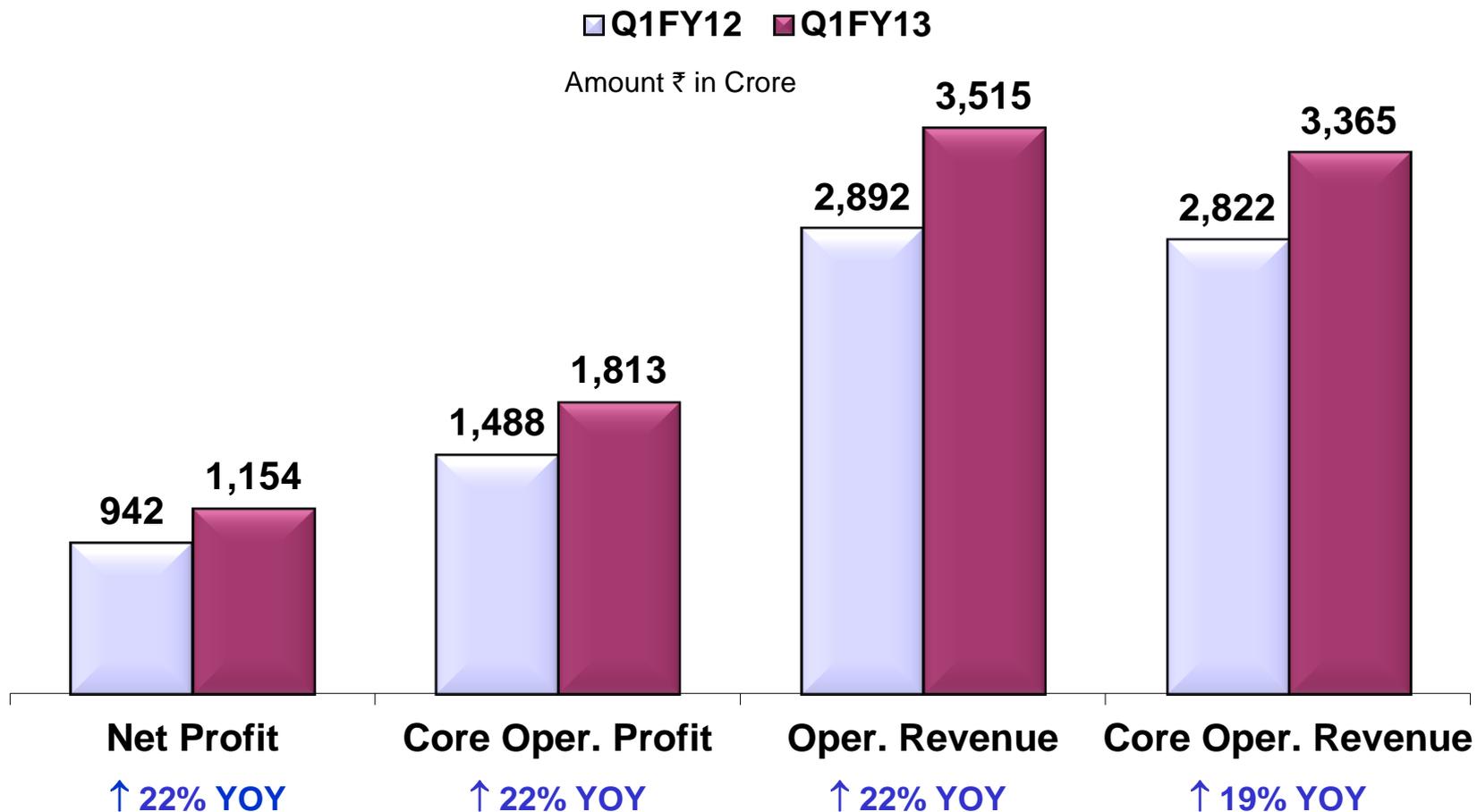
■ FY08 ■ FY09 ■ FY10
■ FY11 ■ FY12 ■ Q1FY13



Interpretation of Q1FY13 Performance

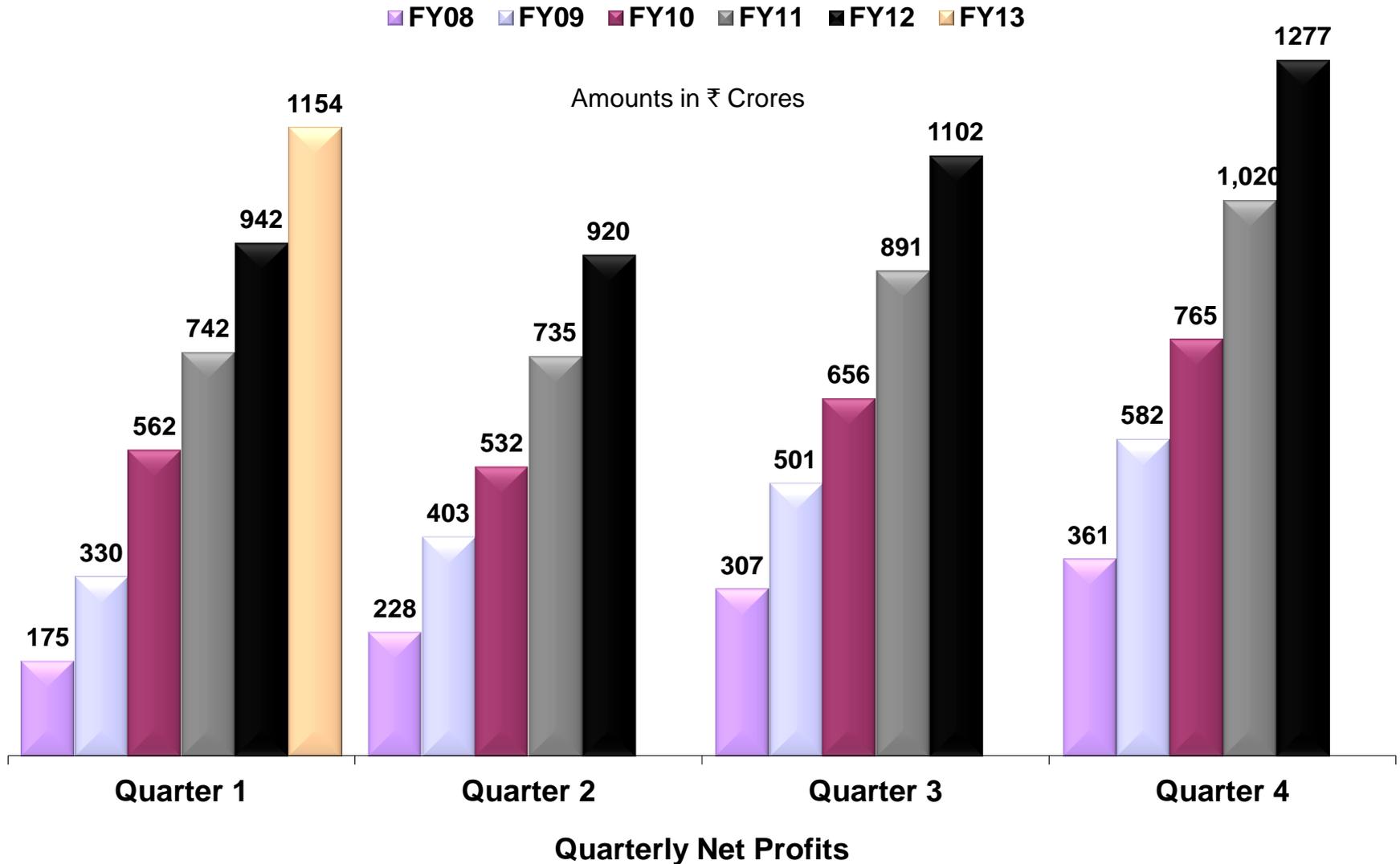
- Total Assets grew 24% YOY to ₹2,89,373 crores
- Aggregate Deposits grew 21% YOY to ₹2,22,631 crores
- Net Advances grew 30% YOY to ₹1,71,146 crores
 - Large and Mid-Corporate segment loans grew 32% YOY to ₹92,887 crores
 - Retail Advances grew 50% YOY to ₹40,591 crores and constitutes 24% of advances
- Savings Bank Deposits grew 23% YOY to 52,777 crores
- Share of demand deposits in total deposits stood at 39%
- Net NPAs at 0.31% similar to that of June 2011.
- At the end of June 2012, book value per share was ₹585.41, as compared to ₹485.98 at the end of June 2011
- Capital Adequacy ratio (CAR) stood at 13.03% with Tier-I CAR at 9.02% (without reckoning Q1FY13 profit, as stipulated by Reserve Bank of India). Including Q1FY13 profits, total CAR & Tier-I CAR would have been 13.51% & 9.49% respectively

Profitability: Sustained Growth

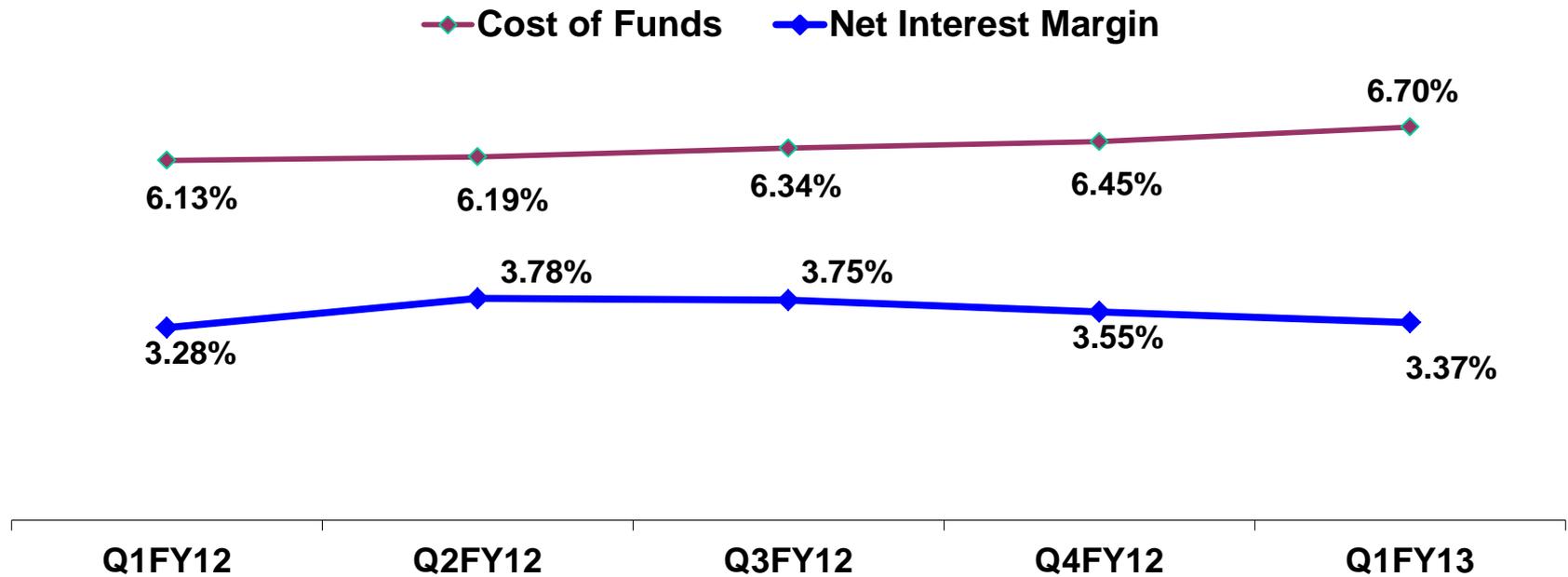


Note: Core Operating Revenue and Profit excludes trading gains / losses

Consistent Net Profit Growth



Net Interest Margin and Cost of Funds



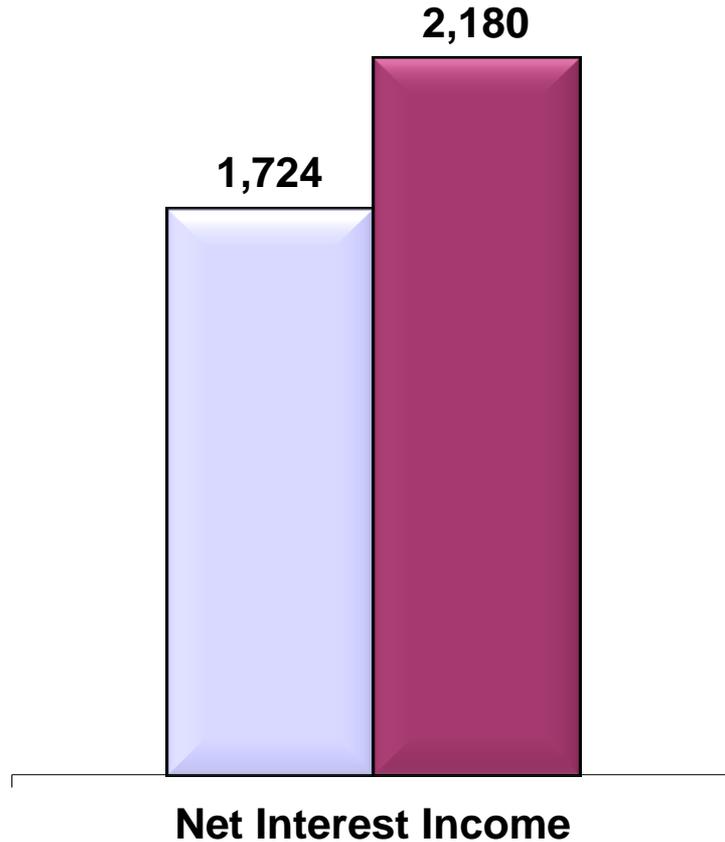
NIMs for the last 5 years

FY08	3.47%
FY09	3.33%
FY10	3.75%
FY11	3.65%
FY12	3.59%

Growing Net Interest Income

□ Q1FY12 ■ Q1FY13

Amount ₹ in Crore



↑ 26% YOY

NII for the last 5 years (₹ crore)

FY08 2,585

FY09 3,686

FY10 5,004

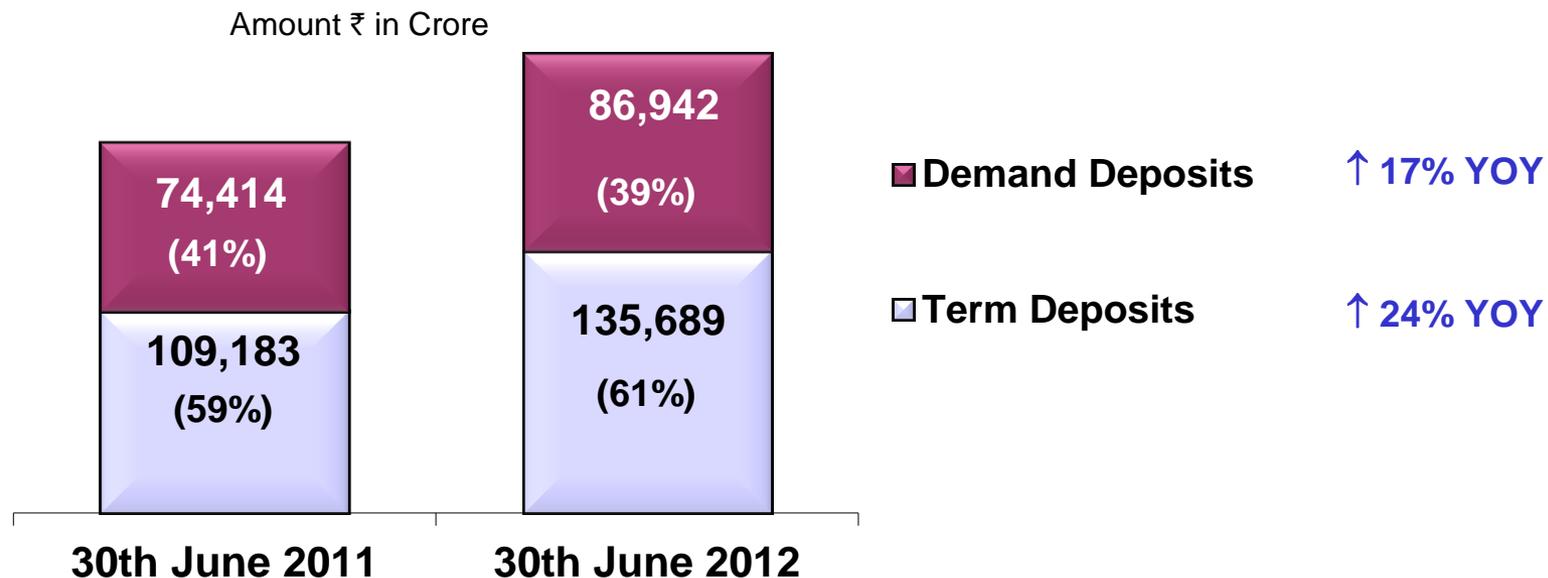
FY11 6,563

FY12 8,018

CAGR 33%

Growing Demand Deposits

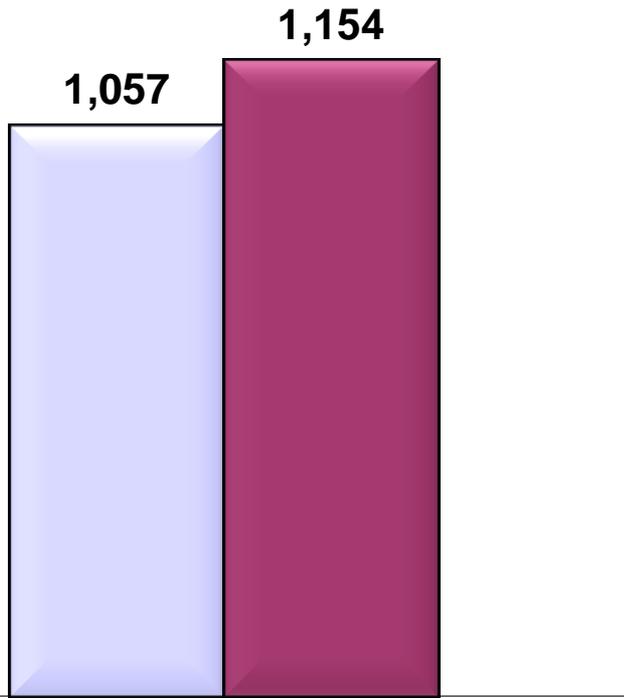
YOY Growth in Daily Average Demand and Term Deposits	
Deposit	Q1FY13
Savings	22%
Current	7%
Total Demand Deposits	16%
Total Deposits	20%



Fees

□ Q1FY12 ■ Q1FY13

Amount ₹ in crore



Fees

↑ 9% YOY

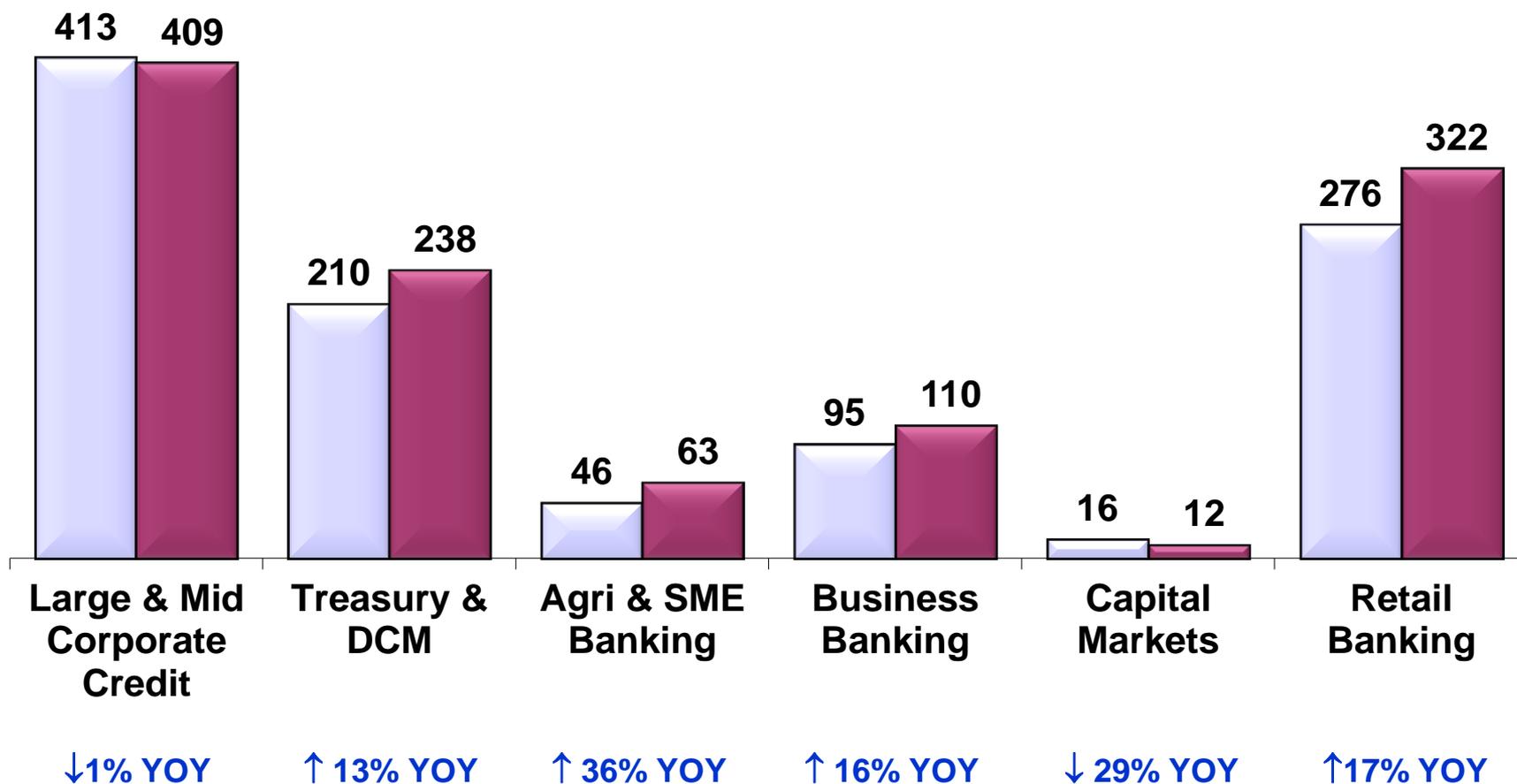
Fees for the last 5 years (₹ crore)

FY08	1,495
FY09	2,447
FY10	2,925
FY11	3,790
FY12	4,727
CAGR	33%

Fee Income Composition

□ Q1FY12 ■ Q1FY13

Amount ₹ in Crore

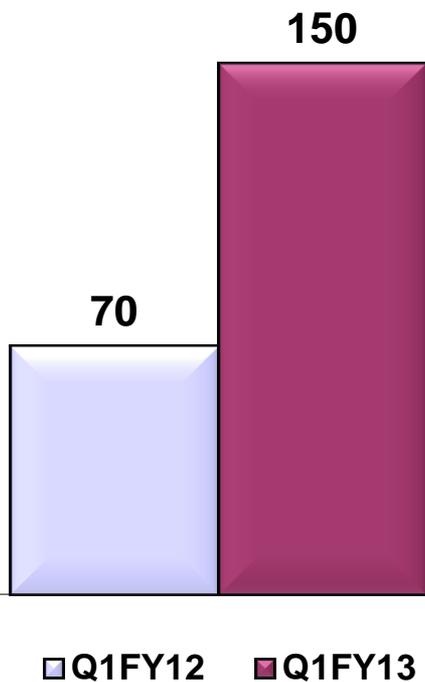


Note: Previous year's figures have been restated pursuant to a realignment of the organisation structure

Trading Profits & Composition of Operating Revenue

Trading Profit

Amount ₹ in crore



↑ 114% YOY

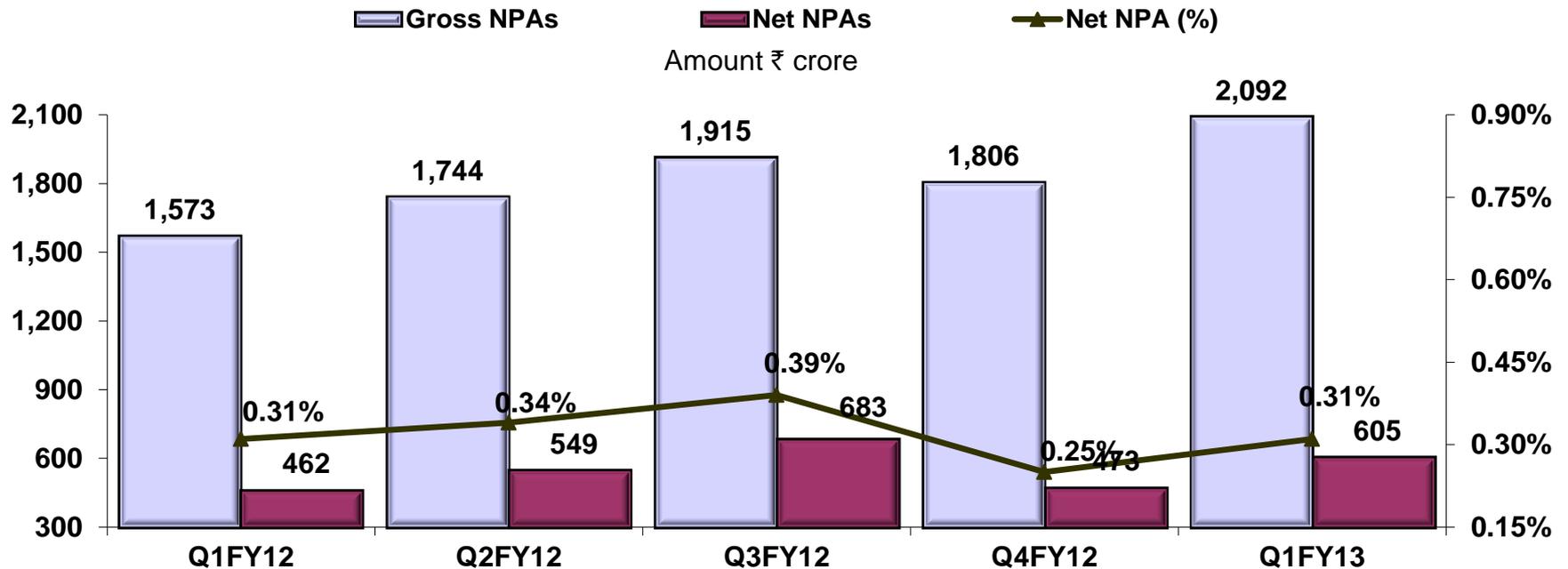
Operating Revenue Mix



Operating Revenue (Q1FY13) : ₹3515 crore

↑ 22% YOY

Stressed Assets and Net NPA (%)



Net NPAs as at year-end

FY08	0.36%
FY09	0.35%
FY10	0.36%
FY11	0.26%
FY12	0.25%

Cumulative Restructured Assets: ₹3,827 crore (1.95% of gross customer assets) as on 30th June 2012

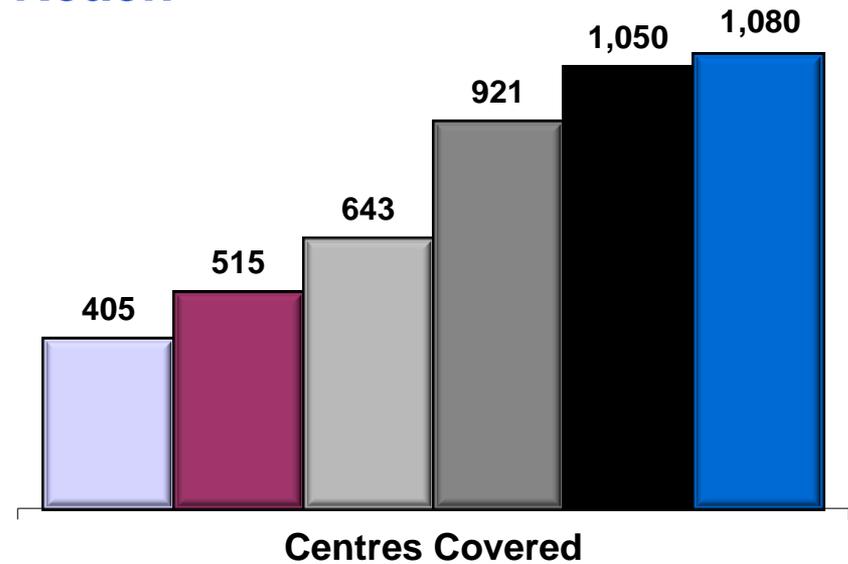
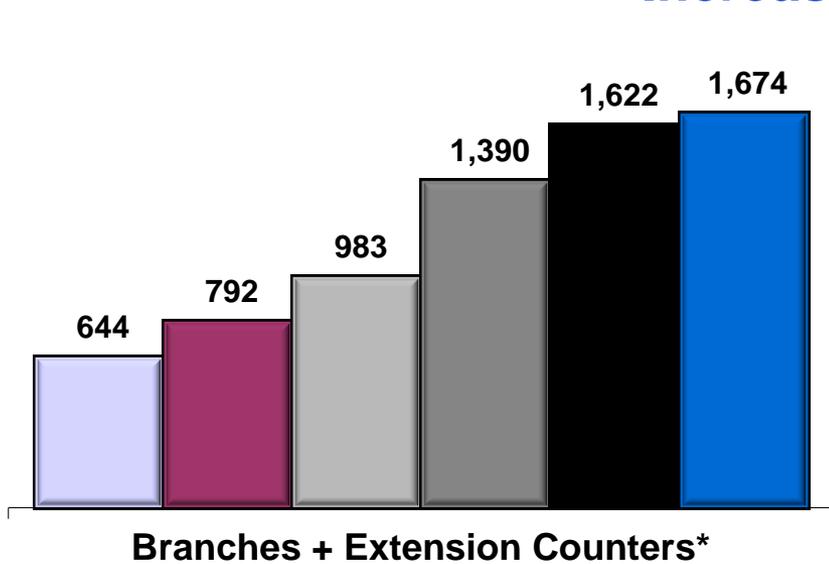
- Assets amounting to ₹1,231 crore have a 2 years track-record of repayment
- Adjusting for these assets, restructured assets would make up 1.32% of gross customer assets

Additions to Restructured Assets during Q1FY13: ₹628 crore

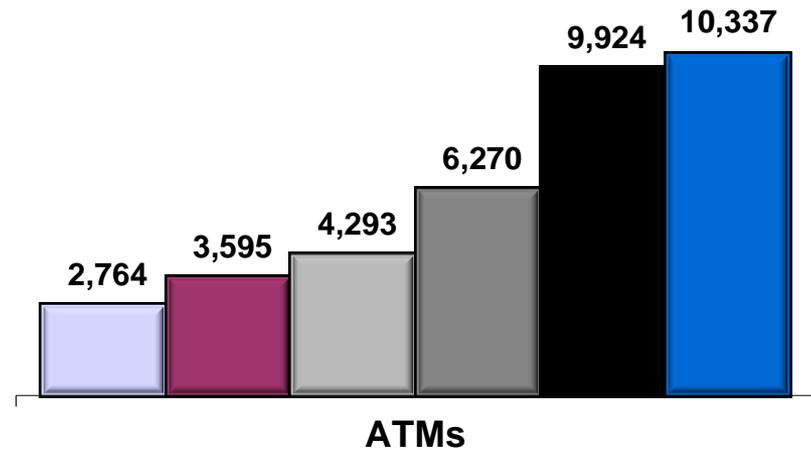
BUSINESS OVERVIEW

Network

Increasing Reach



Branch Demographics (Domestic)		
	Branches	Extn. Counters
Metro	466	6
Urban	500	3
Semi-urban	527	-
Rural	172	-
Total	1,665	9



■ March 2008
 ■ March 2009
 ■ March 2010
 ■ March 2011
 ■ March 2012
 ■ June 2012

*Excludes service branches and credit processing centres

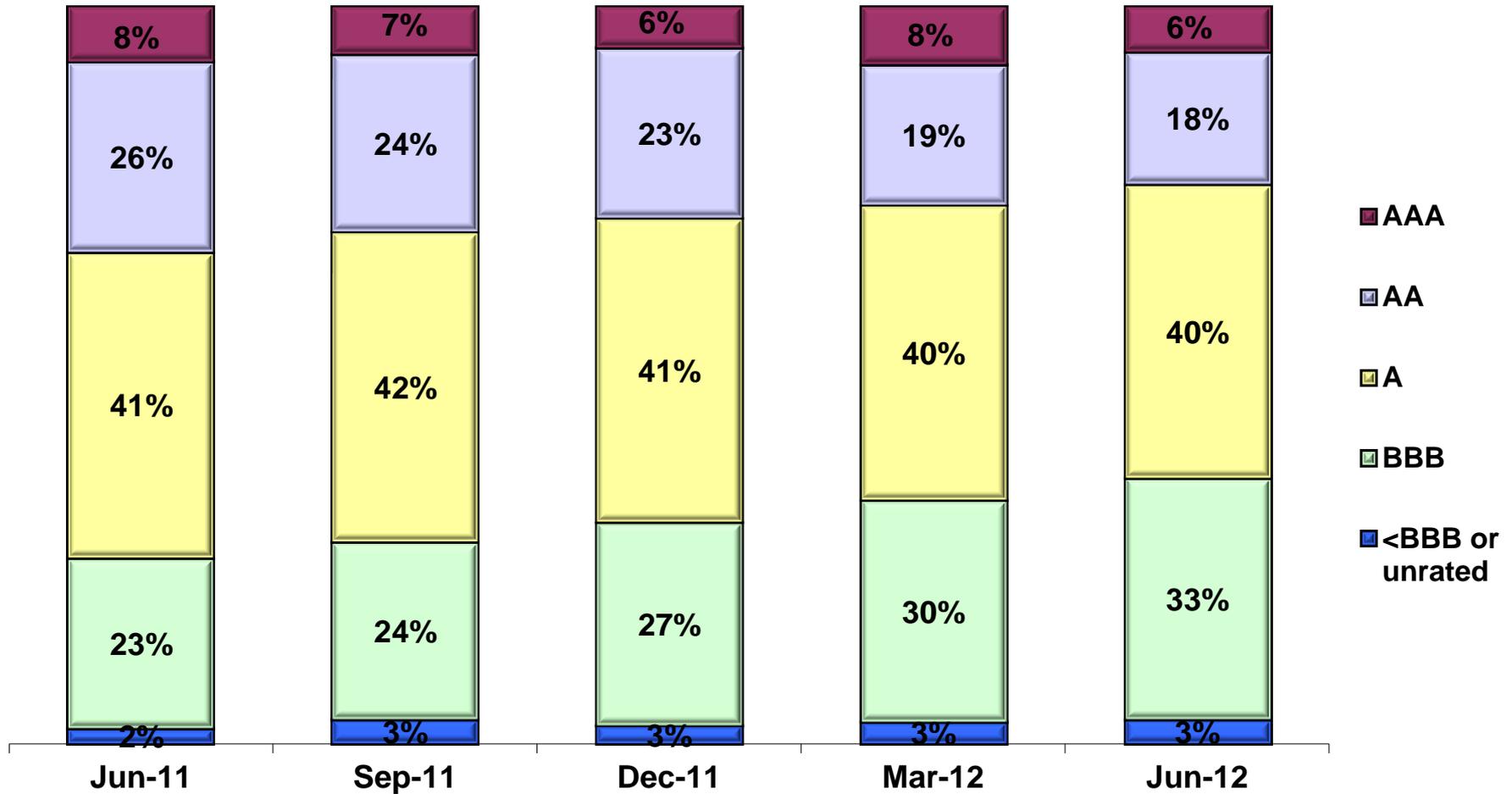
Large and Mid Corporate Banking

- **End to End Player offering bouquet of financial products & solutions ranging from credit, syndication, cash management, etc. under one roof**
- **Business Segments**
 - **Large Corporates**
 - **Mid Corporates**
 - **Infrastructure (Relationship led model underpinned by superior syndication & underwriting skills)**
- **Focus on building out a superior quality of credit assets with emphasis on corporates having**
 - **Global competitive advantage in their businesses**
 - **Good corporate governance and management practices**
- **Rigorous and regular risk assessment of individual accounts**
 - **Rating Tools and Monitoring Tools**

Distribution of Ratings

(Large and Mid Corporate)

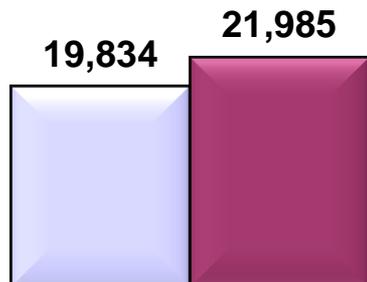
64% of corporate advances have rating of at least 'A' as at June 2012



SME and Agriculture Business

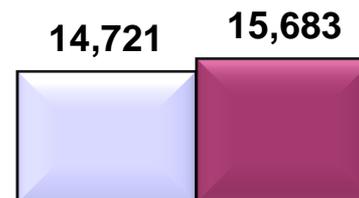
■ 30th June'11 ■ 30th June'12

Amounts ₹ in crore



SME Advances

↑ 11% YOY



Agricultural Advances

↑ 7% YOY

SME Centres

32

- Specialised SME Centres for SME appraisals, sanctions and post-sanction monitoring
- Product categories
 - Schematic loans
 - Non-schematic loans
 - Channel finance

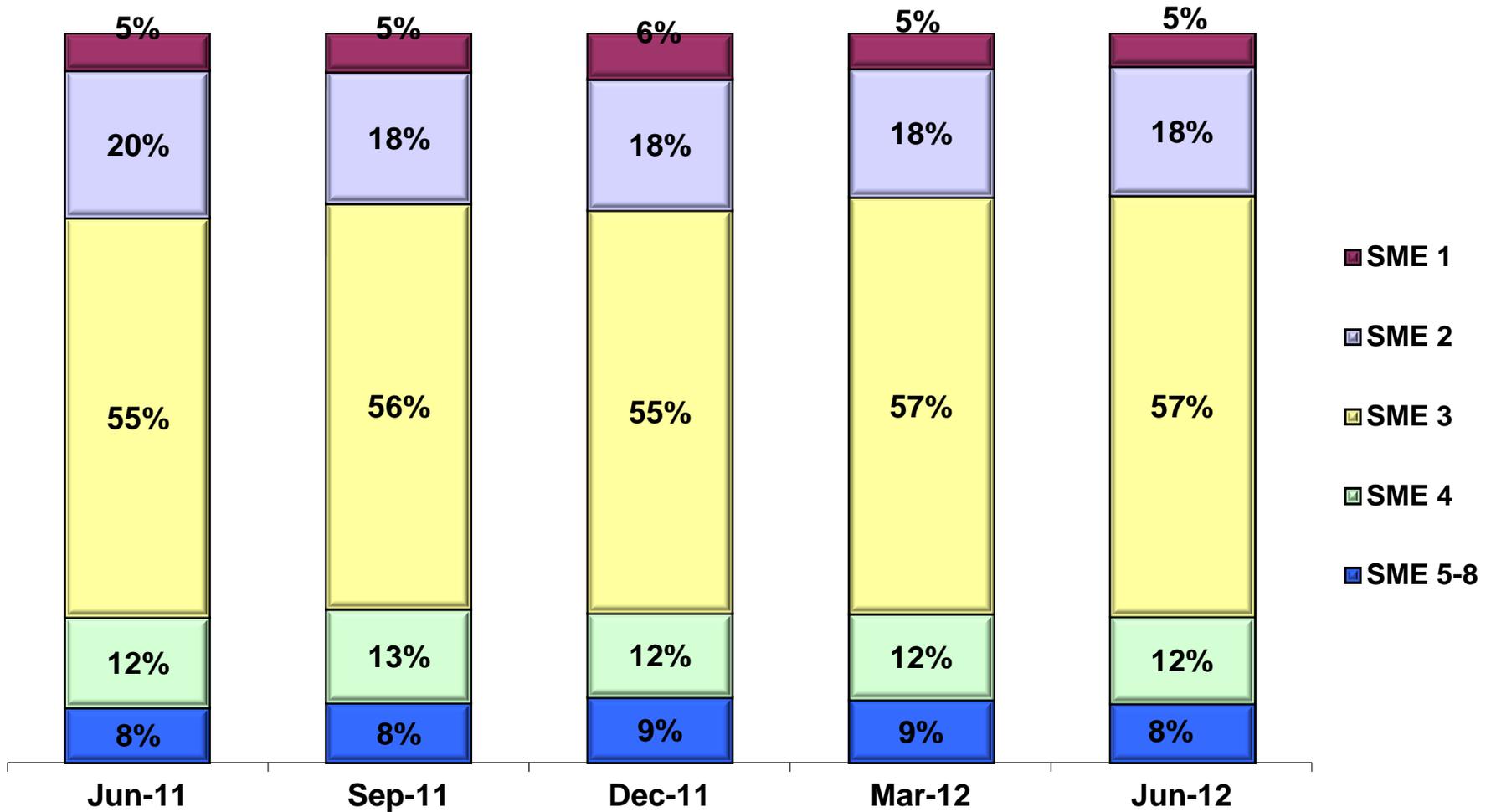
Agri Clusters

85

- Integrated network of branches, agriculture business centres & specialised clusters
- Distinct demarcation of business sourcing, credit appraisal, operations & collection
- Value chain approach offering end to end solutions
 - Retail Agriculture
 - Corporate Agriculture
 - Commodity Finance

Distribution of Ratings: SME

80% of SME advances have rating of at least 'SME3' as at June 2012



Industry-wise Distribution (Top 10)

Rank	Sectors	Outstanding as on 30 June 2012 (%)&		
		Total	Fund-based	Non-fund based
1.	Power Generation & Distribution	10.28	5.18	20.13
2.	Infrastructure Construction*	9.11	7.86	11.53
3.	Financial Companies**	7.41	7.02	8.14
4.	Metals & Metal Products	6.54	5.57	8.41
5.	Engineering & Electronics	6.12	3.59	10.99
6.	Food Processing	4.05	5.12	1.99
7.	Trade	3.28	2.95	3.93
8.	Shipping, Transportation & Logistics	2.53	2.84	1.95
9.	Chemicals & Chemical Products	2.32	1.86	3.22
10.	Real Estate	2.12	2.99	0.45

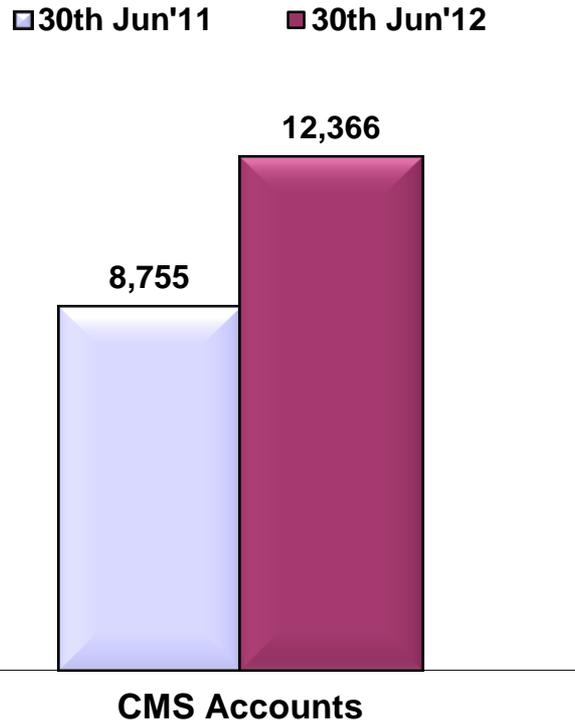
& Percentages stated above are on the total fund and non-fund based outstanding across all loan segments

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

** Includes Housing Finance Companies and other NBFCs

Business Banking

Cash Management Services & Government Business

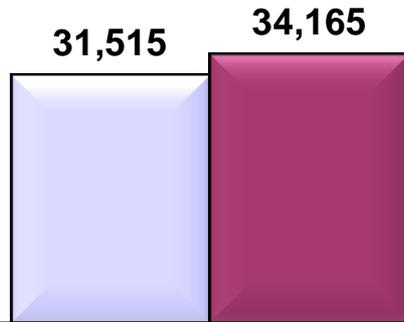


- Collection of Central Government taxes on behalf of CBDT and CBEC, including through e-payments
- Collection of State Government taxes on behalf of 8 State Governments and UTs
- Collections and payments for Central Government ministries - Railways, Ministry of Finance, Urban Development and Housing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

Business Banking

Current Accounts Growth

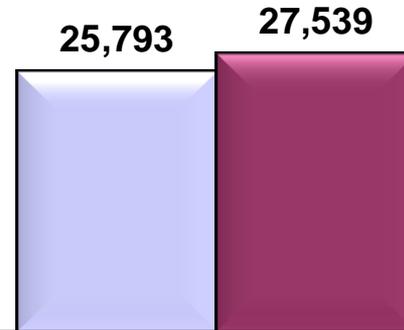
□ 30-Jun-11 ■ 30-Jun-12
Amount ₹ crore



Period End Balance

↑ 8% YOY

□ 30-Jun-11 ■ 30-Jun-12
Amount ₹ crore



Daily Average Balance (Q1)

↑ 7% YOY

- 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
- Over 2.02 lac EDC machines

Current Account Deposits (₹ crore)
(as on 31st March)

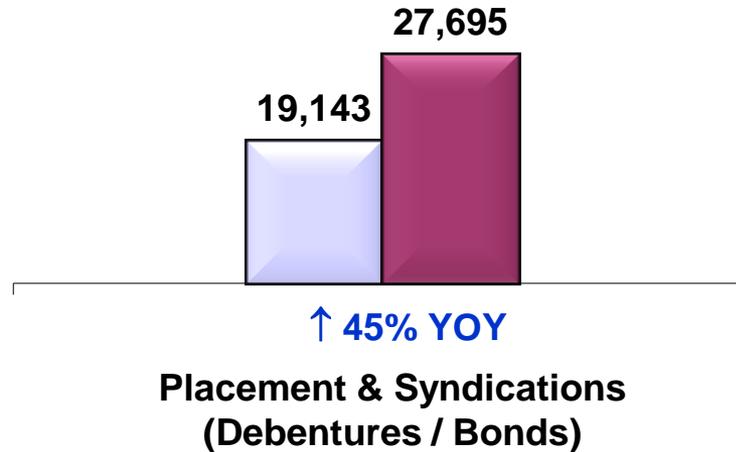
FY08	20,045
FY09	24,822
FY10	32,168
FY11	36,917
FY12	39,754

5 Year CAGR 29%

Debt Capital Markets

□ Q1FY12 ■ Q1FY13

Amount ₹ crore

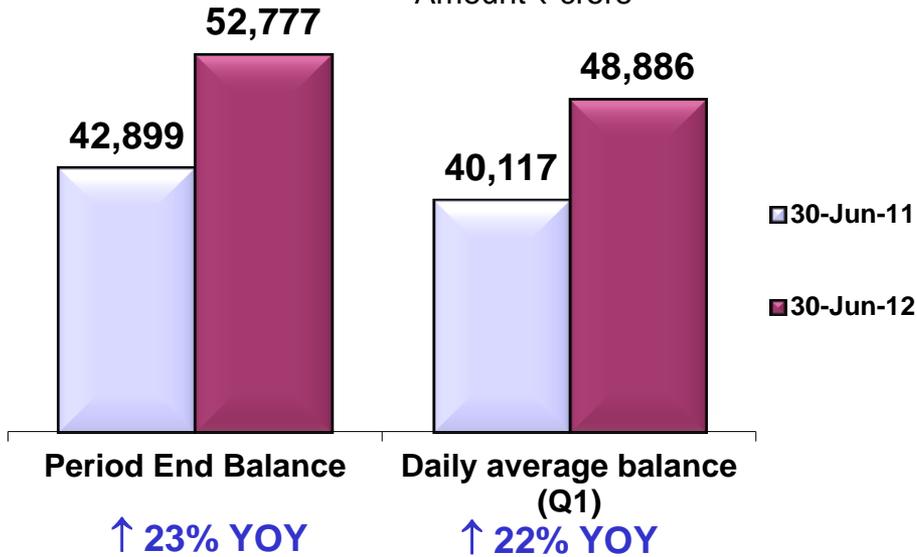


- A dominant player in placement and syndication of debt issues
- Ranked No.1 Debt Arranger by Bloomberg for six month period June 2012
- Ranked No.1 Debt Arranger by Prime Database for year period ended March 2012

Retail Deposits

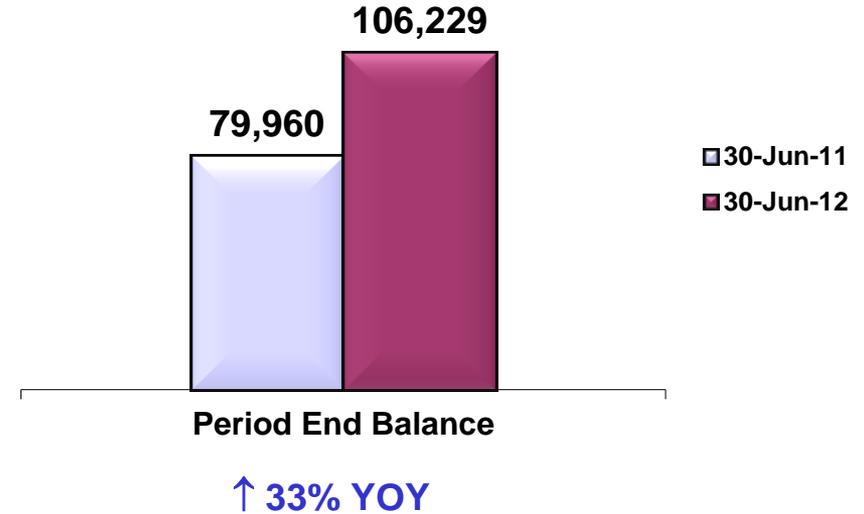
Savings Deposits

Amount ₹ crore



Savings & Retail Term Deposits

Amount ₹ crore



Savings Deposits (₹ crore)

(as on 31st March)

FY08	19,982
FY09	25,822
FY10	33,862
FY11	40,850
FY12	51,668

5 Year CAGR

34%

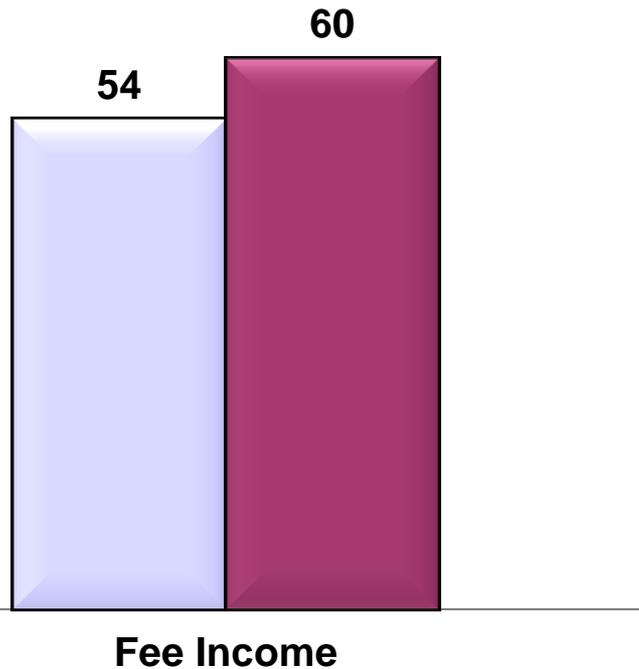
Term deposit portfolio as on 30th June 2012

- Retail TD : ₹53,452
- Others : ₹82,237

Third Party Products Business

□ Q1FY12 ■ Q1FY13

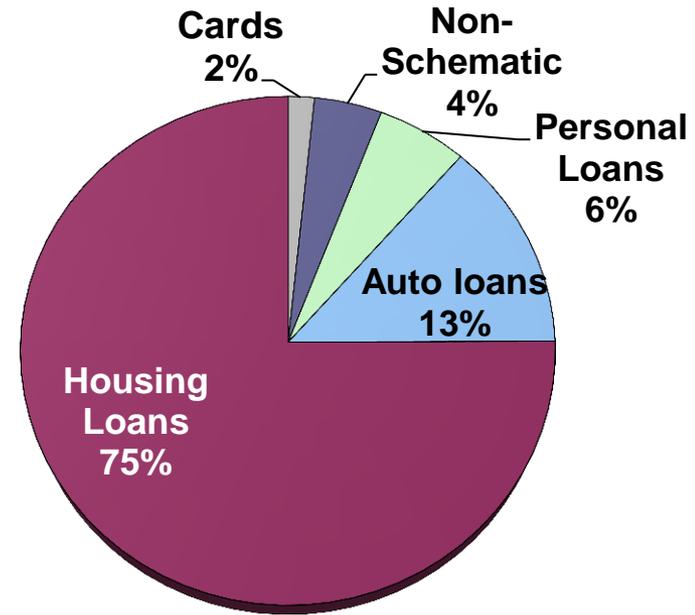
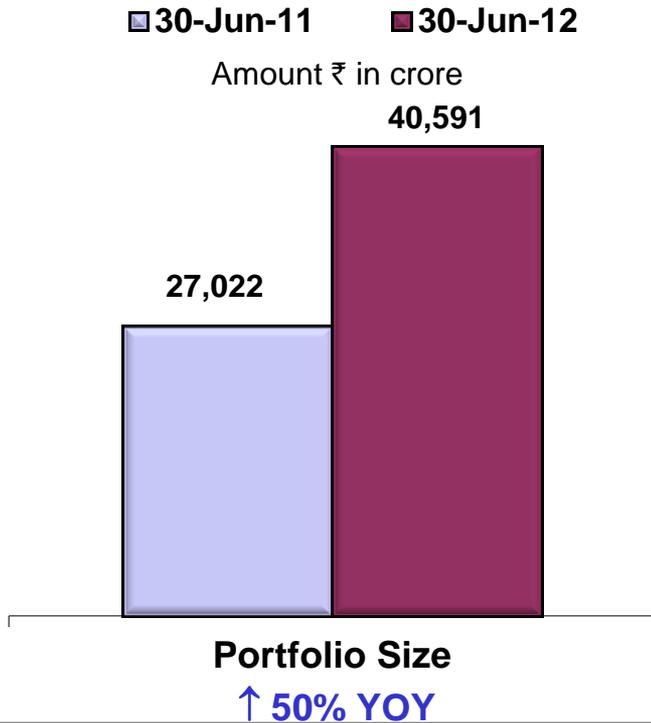
Amount ₹ in crore



↑ 12% 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



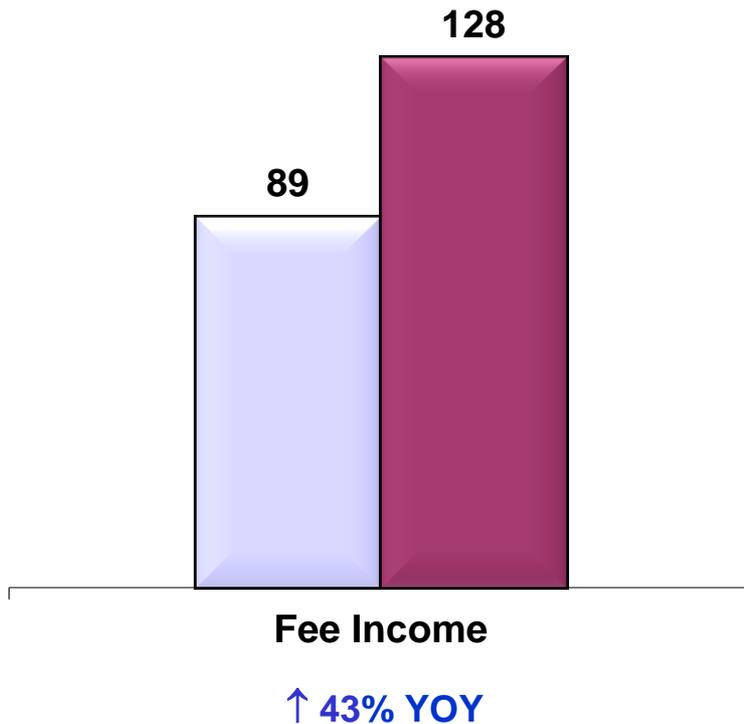
Portfolio Composition as on 30th June 2012

- Retail Assets grew by 50% YOY
- Retail Assets constitute 24% of the bank's total advances, as compared to 20% as at end June '11.

Cards, Retail Forex & Remittances Business

□ Q1FY12 ■ Q1FY13

Amount ₹ in crore



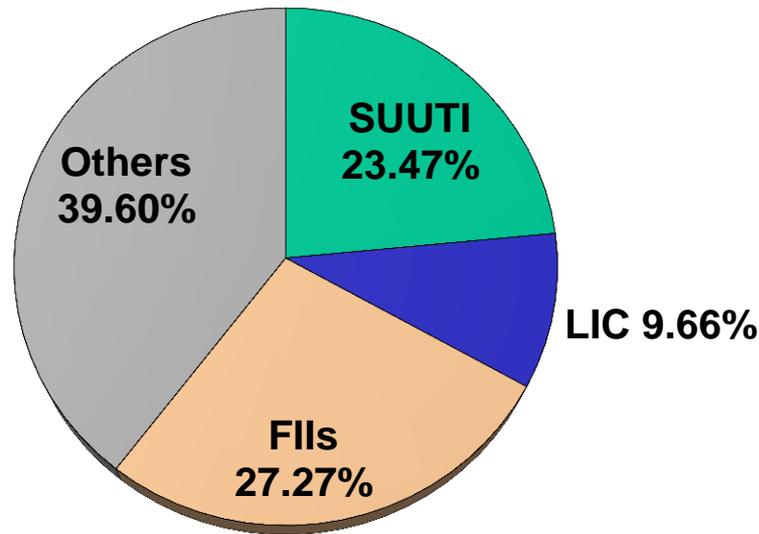
- **Issuance**

- Over 8.24 lac Credit Cards in force till end June '12
- Travel Currency Cards in 12 currencies -USD, Euro, GBP, AUD, CAD, SGD, SEK, CHF, JPY, AED, SAR & INR card (for foreign nationals & NRIs)
- 1st Indian Bank to launch Remittance Card and Meal Card

International Presence

- **Branches at Singapore, Hong Kong, DIFC - Dubai and Colombo**
- **Representative offices at Shanghai, Dubai and Abu Dhabi**
- **Axis U.K. Ltd. incorporated as a subsidiary**
- **Total assets overseas amounted to US\$ 6.15 billion as compared to US\$ 4.85 billion as at end June '11, a growth of 27%YOY. Overseas assets constituted 12% of total assets as at end June 2012.**
- **Corporate Banking, Trade Finance products, Debt Syndication and Liability businesses**

Shareholding Pattern as on 30th June 2012



- Share Capital - ₹414.29 crore
- Net Worth - ₹23,181.36 crore
- Book Value per share - ₹585.41
- Market Price as on 16/07/12 - ₹1,046.30
- Market Cap as on 16/07/12 - ₹43,347 crore (US \$7.84 billion)

Thank You