



Delivering Profitable Growth

April 2015



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.

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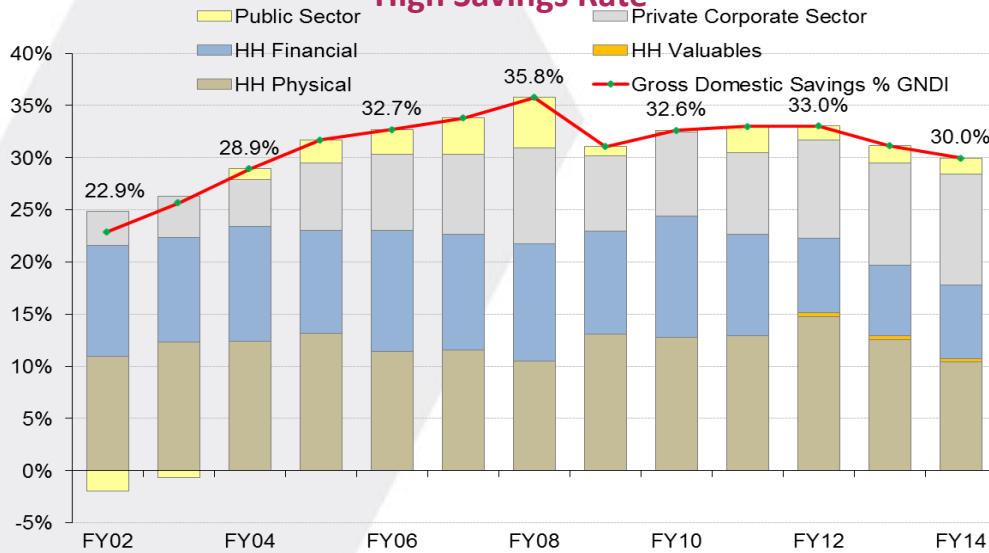
Key Macro Trends

Business Model & Strategy

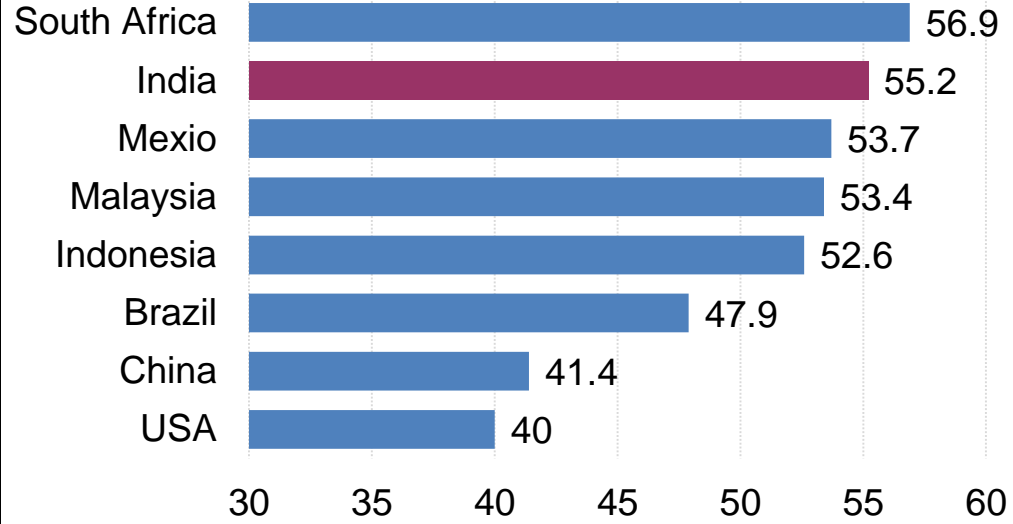
Financial Snapshot

India Opportunity

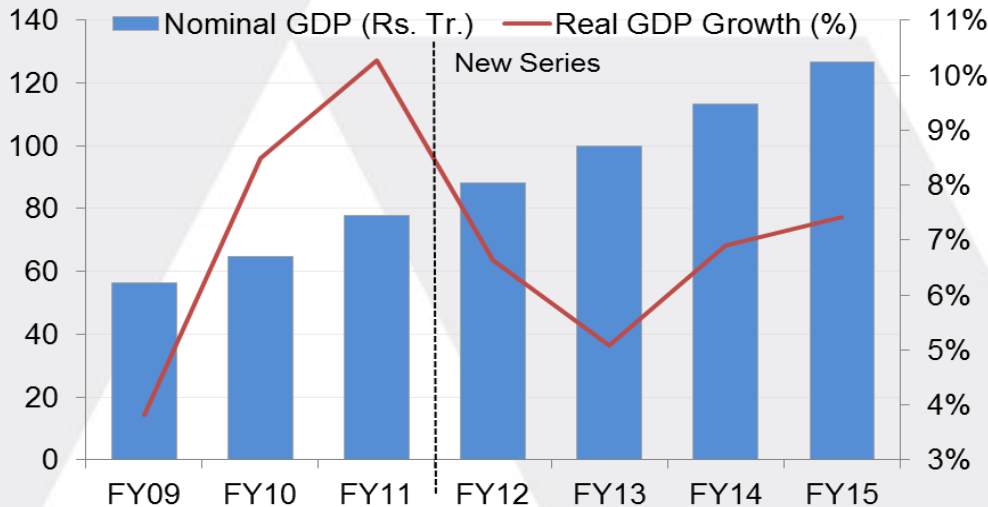
High Savings Rate



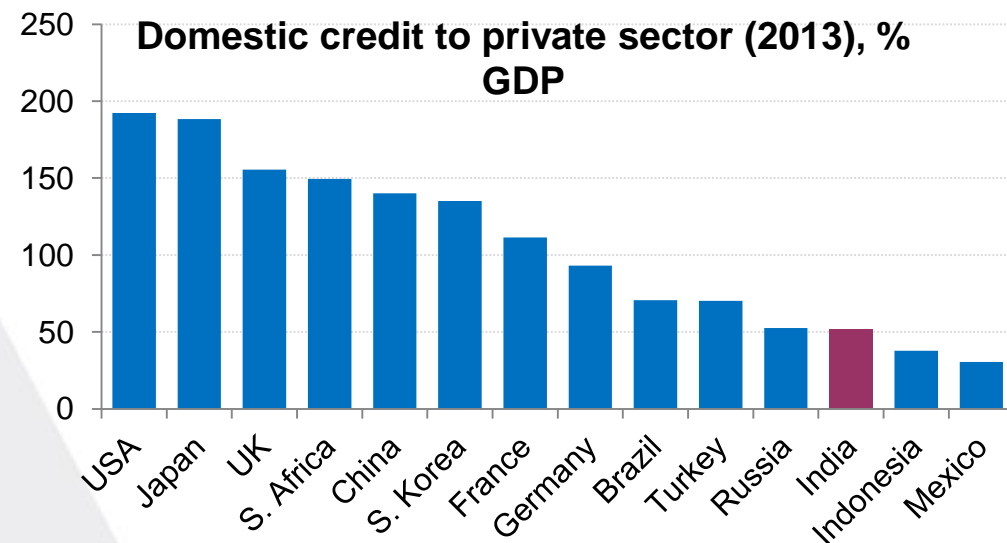
Favorable Demographics



GDP Growth

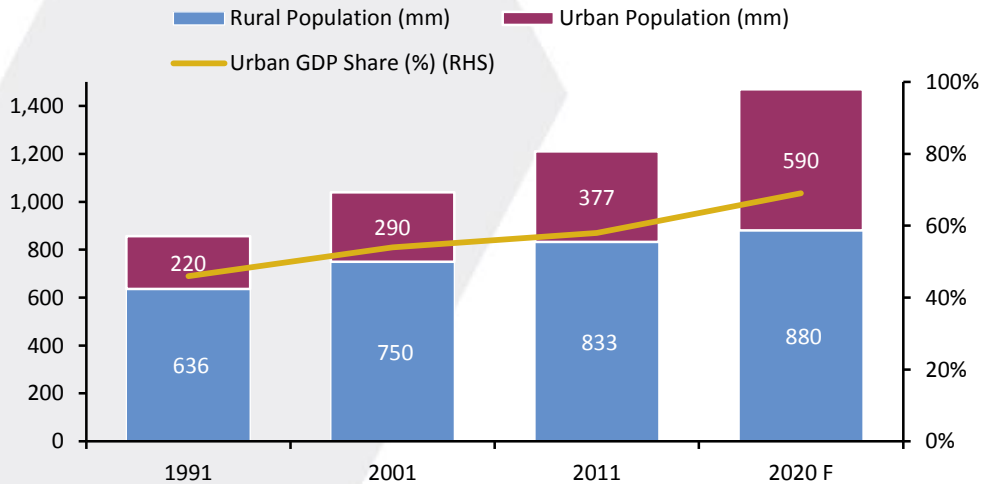


Underpenetrated Banking Sector

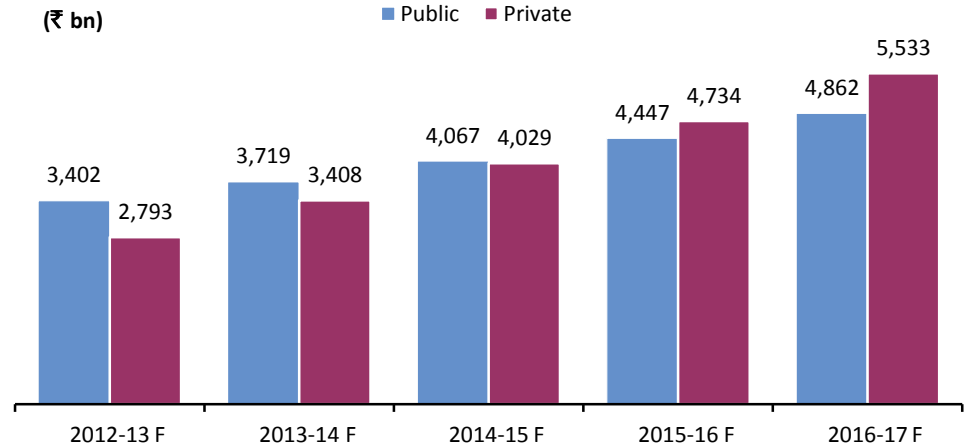


Key Opportunities for Banking Sector

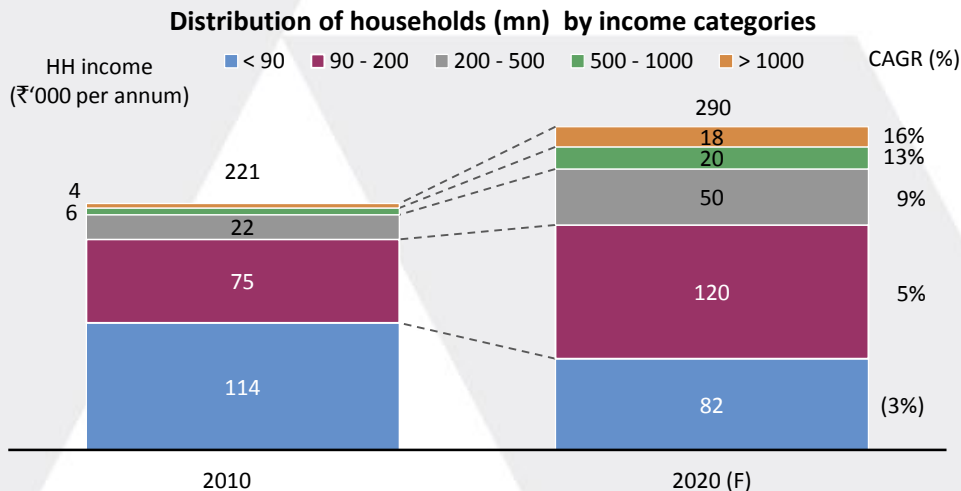
Rapid Urbanization



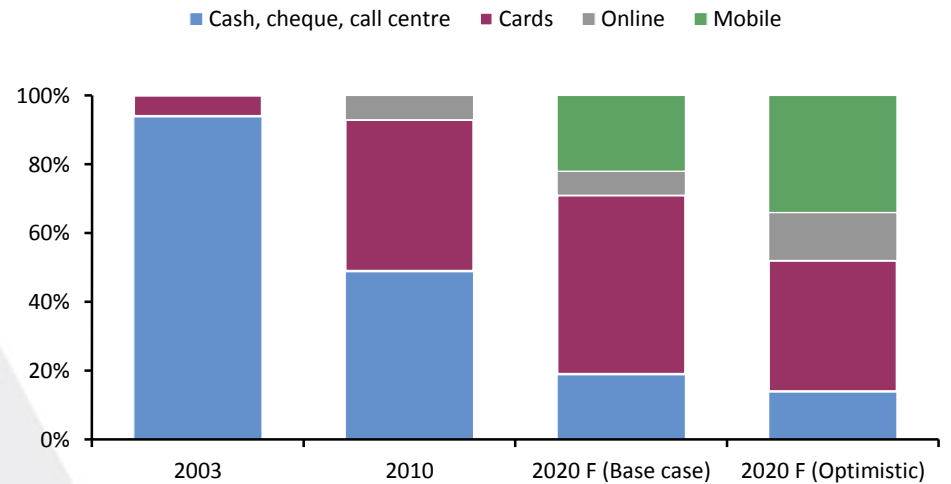
Private Investment in Infrastructure (Twelfth Plan)



Growing Prosperity



Transformation of Payments Landscape



Source: Planning Commission, NCAER, Indian Urbanization Econometric Model; Indian Banking 2020, Report by BCG in association with FICCI and IBA, Analyst and sector reports

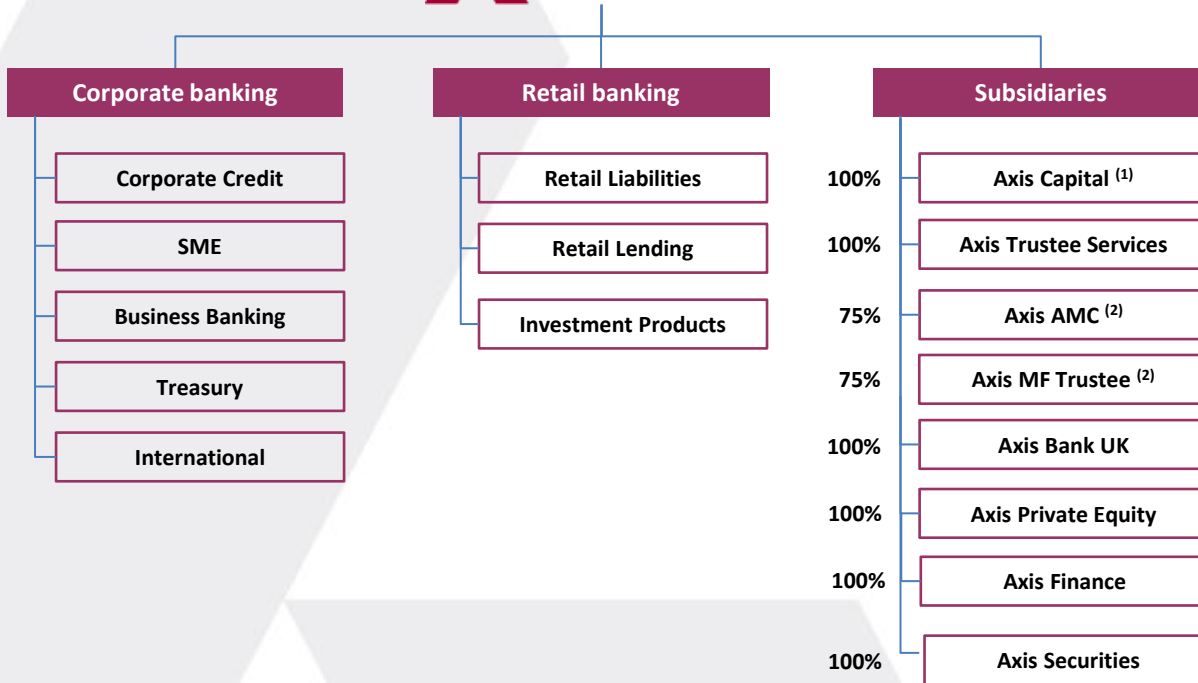
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Key Macro Trends

Business Model & Strategy

Financial Snapshot

Leading Universal Banking Franchise

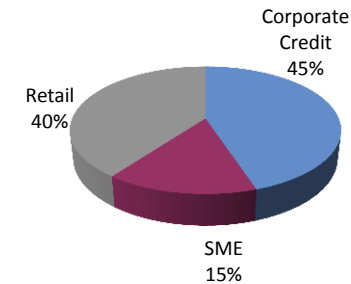


Snapshot (As on March 31, 2015)

Key financials	₹ bn	US\$ bn
Total Assets	4,619	74
Net Advances	2,811	45
Total Deposits	3,224	52
Net Profit (FY15)	74	1.2
Shareholders' Funds	447	7.2
Market Capitalization ⁽³⁾	1,270	20
ROA (FY15)	1.83%	
ROE (FY15)	18.57%	
Net NPA Ratio	0.44%	
Basel III Total CAR	15.09%	
Basel III Tier 1 CAR	12.07%	

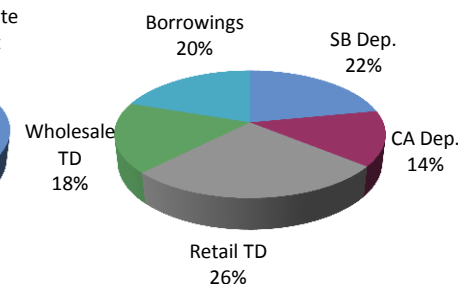
- Diversified business mix with universal banking operations
- Growing customer franchise with nearly 15 million Savings Bank accounts ⁽⁴⁾
- Pan-India distribution network of 2,589 branches and 12,355 ATMs ⁽⁴⁾
- Stable asset quality underpinned by strong risk management framework
- Thrust on efficient capital management

Segmental Advance Mix



Total: ₹2,811 bn

Liability Mix



Total: ₹4,022 bn



⁽¹⁾ Investment Banking activities related to equity capital market business, mergers and acquisitions and private equity advisory conducted under Axis Capital; ⁽²⁾ Partnership with Schroders plc; ⁽³⁾ As on April 28, 2015 based on NSE closing price; ⁽⁴⁾ As of March 31, 2015 and number of branches includes extension counters;

FY15 Key Highlights

Strong Retail Franchise

- Strong retail franchise continues to show traction
 - CASA and Retail Term Deposits constituted 78% of Total Domestic Deposits, Daily Average CASA was 40% of Total Deposits
 - Savings Deposits grew 14% YOY as at end March 2015 and 17% YOY on Daily Average basis for FY15, while Retail Term Deposits grew 27% YOY
 - Retail Loans grew 27% YOY and accounted for 40% of Net Advances

Sustained Network Expansion

- Added 187 branches during the year, total branches at 2,589 including extension counters.
- Currently present in 1,714 centers across the country.
- One of the largest ATM networks in the country with 12,355 ATMs

Stable Earnings Profile

- Core Operating Revenue grew 17% YOY, stood at ₹213 bn
- Core Operating Profit grew 18% YOY, stood at ₹121 bn
- Return on Assets was 1.83% and Return on Equity stood at 18.57% for FY15

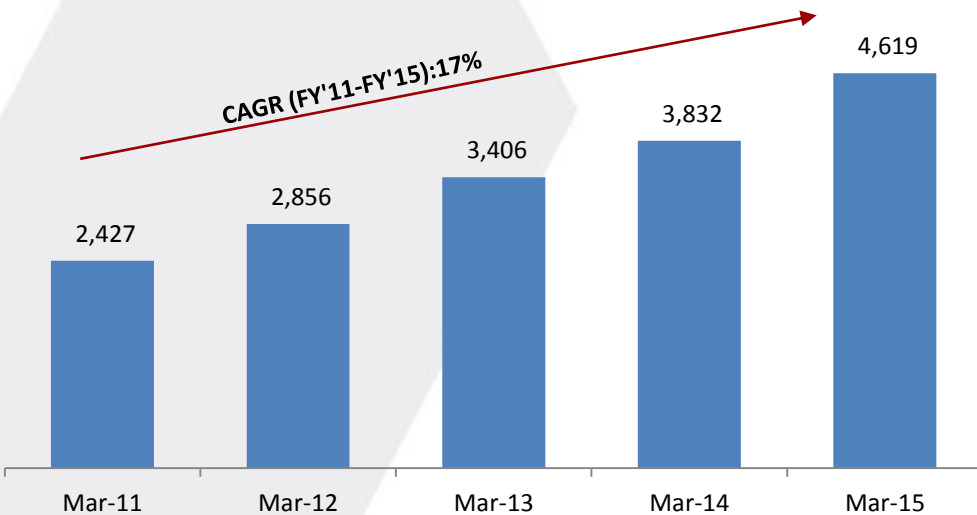
Efficient Capital Management

- Well capitalised & continue pursuit of optimal capital allocation
 - Basel III Tier I CAR of 12.07% and Basel III Total CAR of 15.09%

Consistent Growth across Business Metrics...

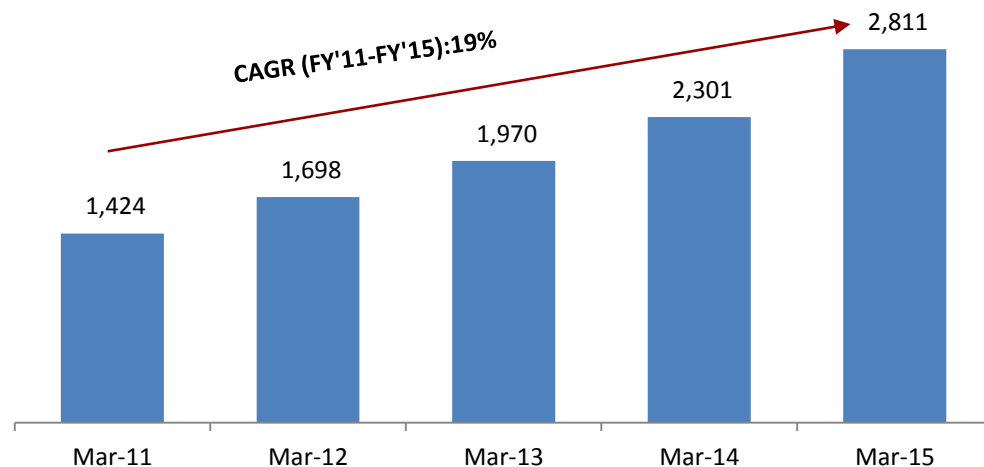
Assets

CAGR (FY'11-FY'15):17%



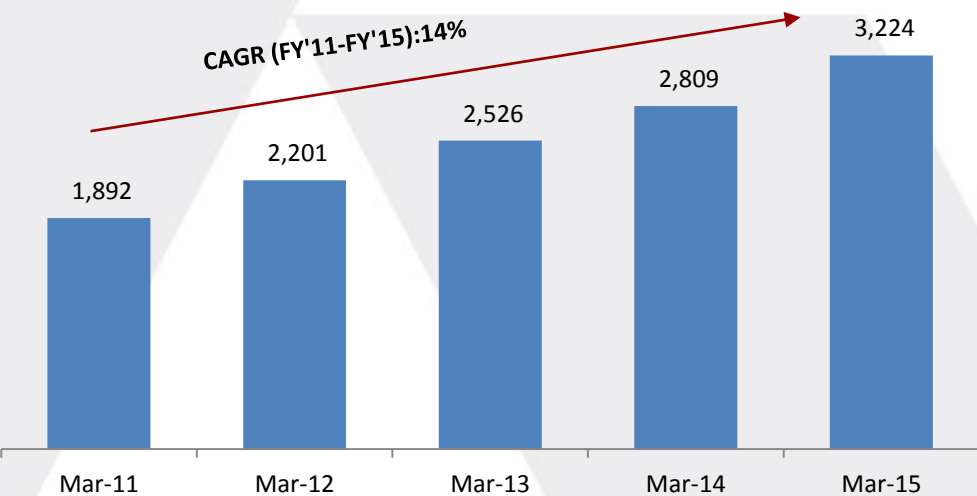
Advances

CAGR (FY'11-FY'15):19%



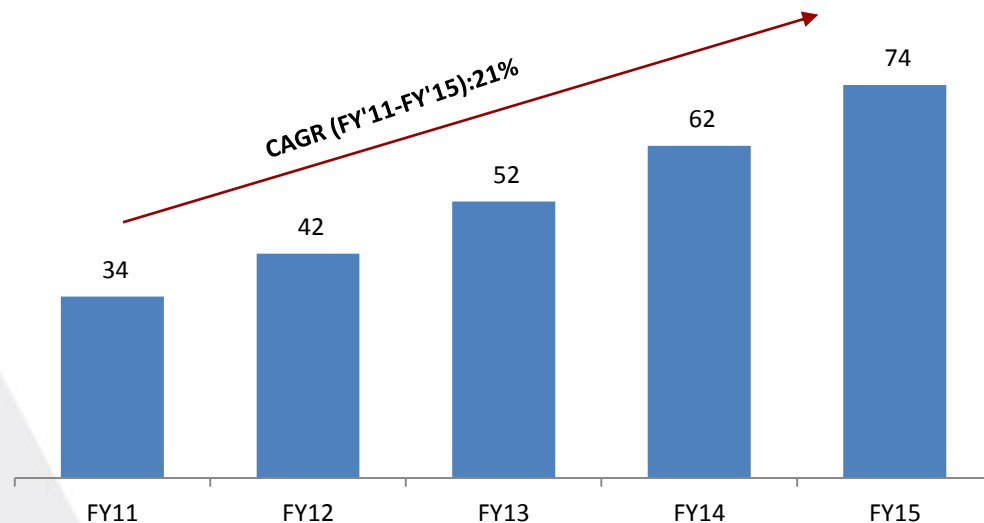
Deposits

CAGR (FY'11-FY'15):14%

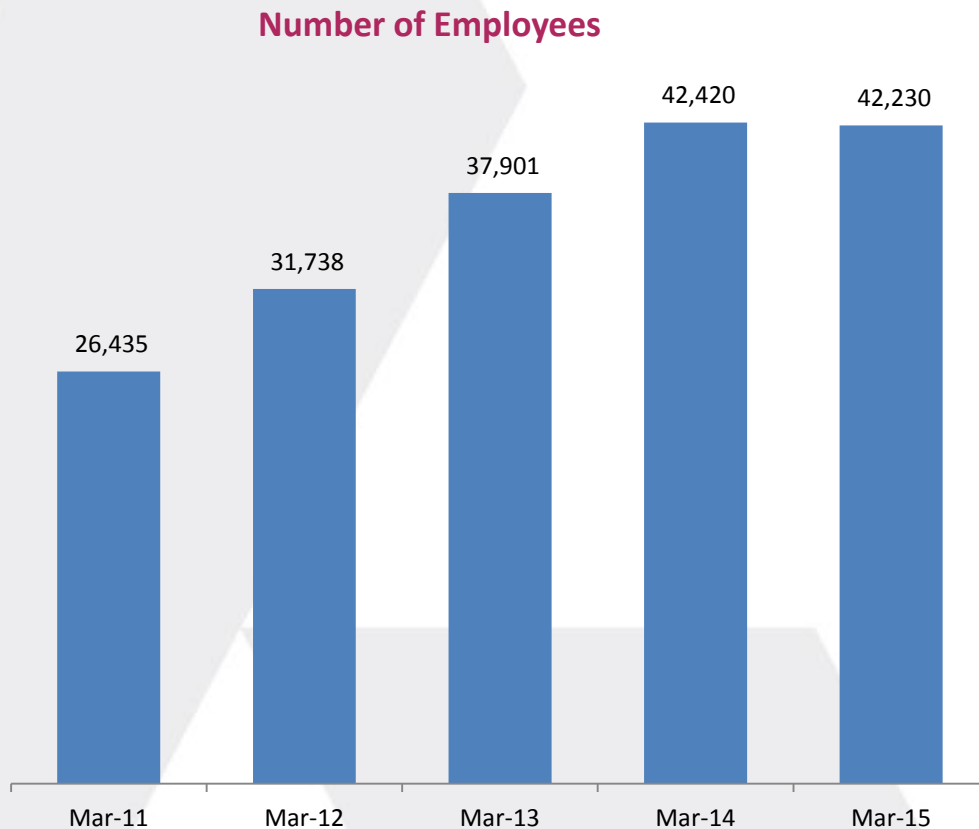


Net Profit

CAGR (FY'11-FY'15):21%



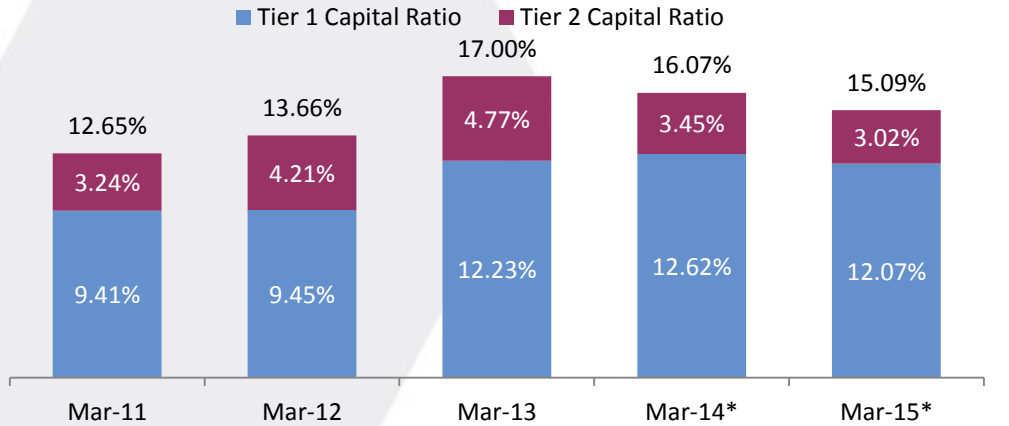
...Supported by Motivated Employees and Experienced Senior Management



- Strong brand attracting good quality talent pool
- High employee satisfaction resulting in relatively low attrition
 - Attrition level particularly low in senior and middle management cadre
- Experienced and stable senior management
- Eminent Board of Directors with majority of independent members
- Innovative employee engagement initiatives
 - Idea platform for employees
 - Mentorship programme
 - Platform for senior managers to share strategic direction

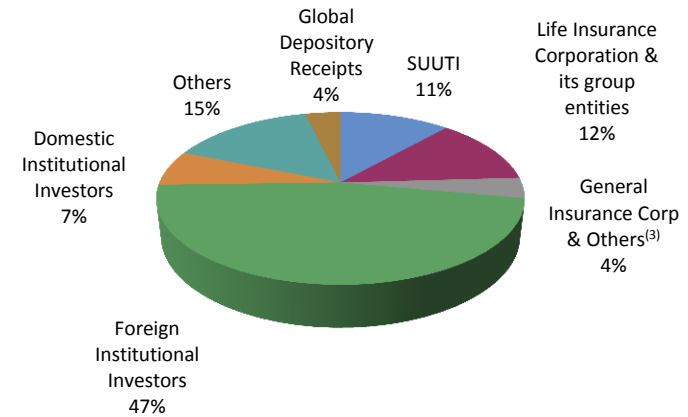
Healthy Capital Profile & Stable Shareholder Returns

Capital Adequacy



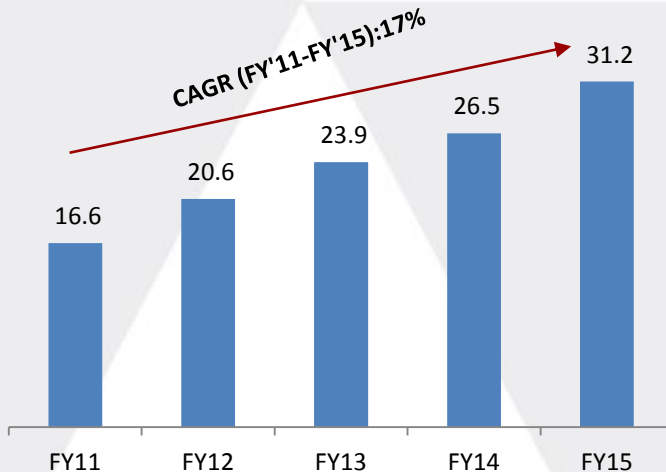
Note: * Capital Adequacy ratios as on Mar-14 & Mar-15 are computed based on Basel III norms & not comparable with previous year ratios.

Shareholding Structure⁽¹⁾



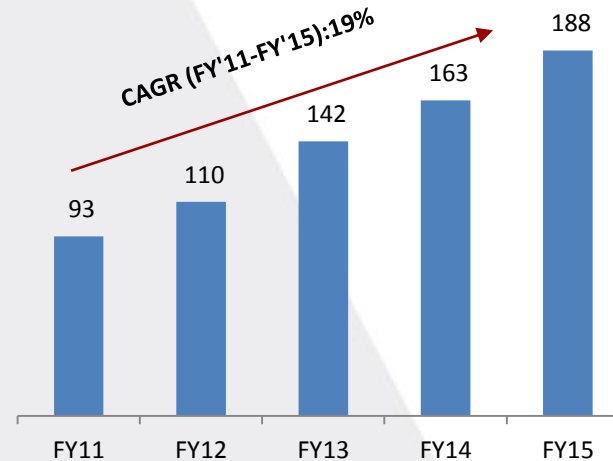
EPS Growth

Basic EPS (₹) ⁽²⁾



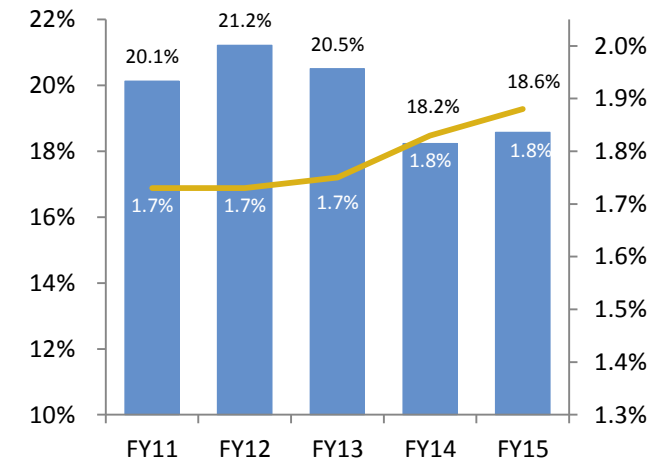
BVPS Growth

BVPS (₹) ⁽²⁾



ROE and ROA

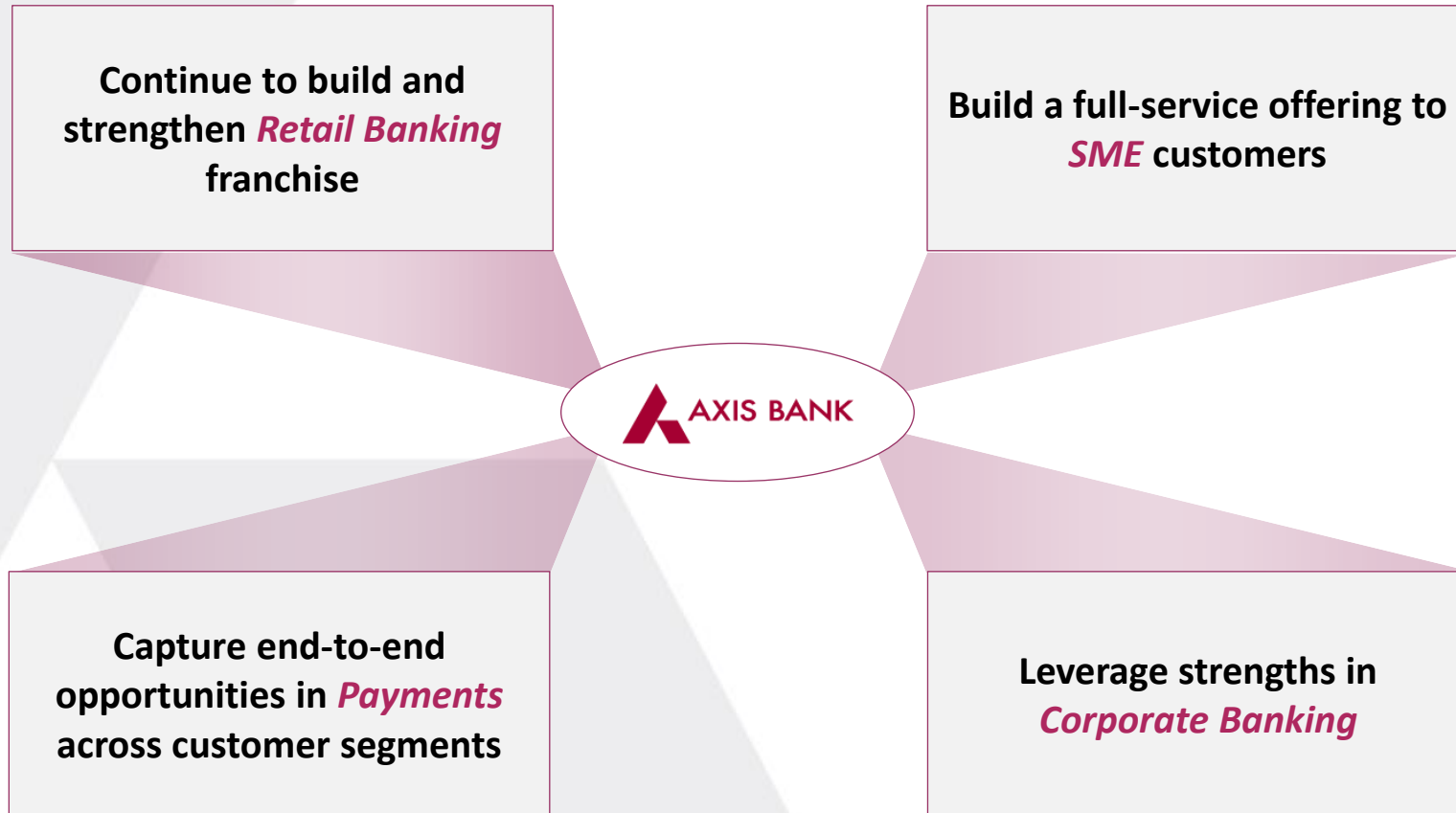
ROE ⁽²⁾ ROA ⁽²⁾



Note: ⁽¹⁾ As of March 31, 2015; ⁽²⁾ Based on non-consolidated financials; ⁽³⁾ Others include The New India Assurance Company Ltd, National Insurance Company Ltd, The Oriental Insurance Company Ltd and United India Insurance Company Ltd

Business Strategy along Four Key Themes

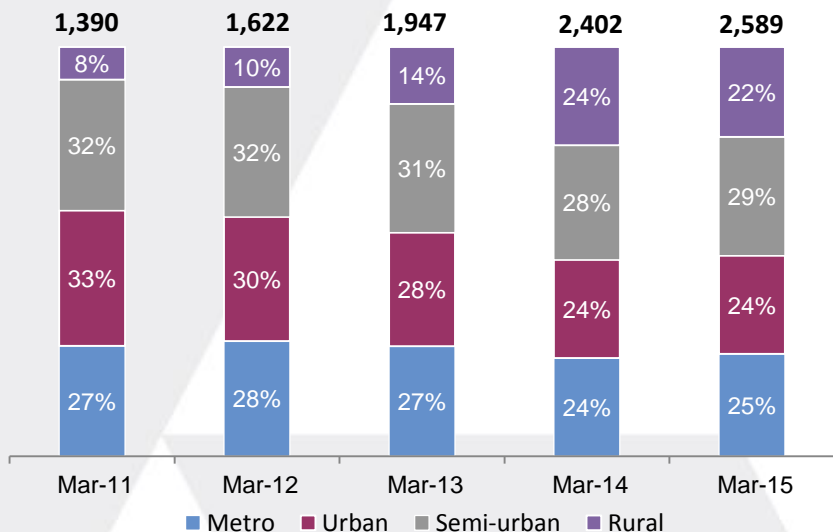
Leveraging domestic growth opportunities



Pan-India Distribution Network Complemented by Technology Driven Alternate Channels



Increasing presence in rural & semi-urban areas



ATMs	6,270	9,924	11,245	12,922	12,355
Centers	921	1,050	1,263	1,636	1,714
Employees	26,435	31,738	37,901	42,420	42,230

Alternate Channels



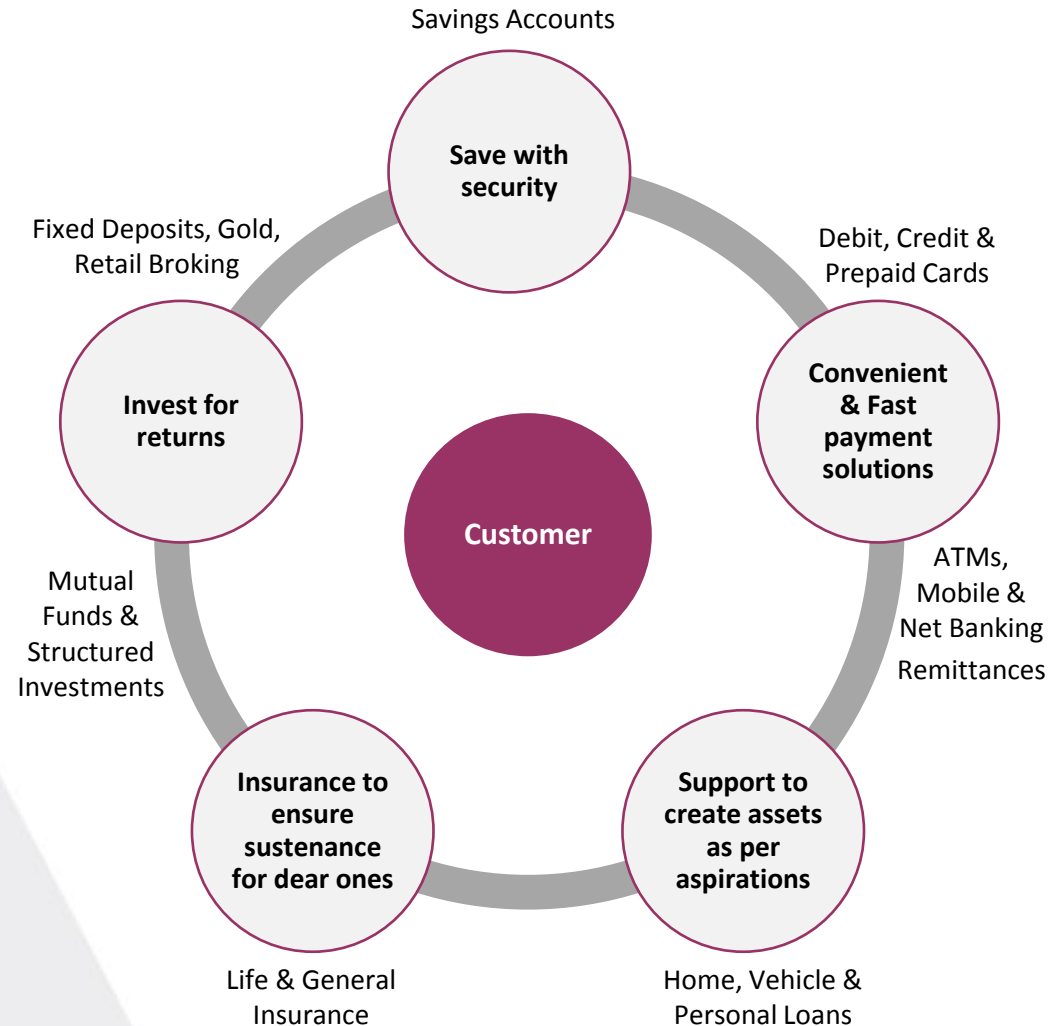
Leveraging Strong Brand Recall across Products

Badhti Ka Naam Zindagi... or Progress On...



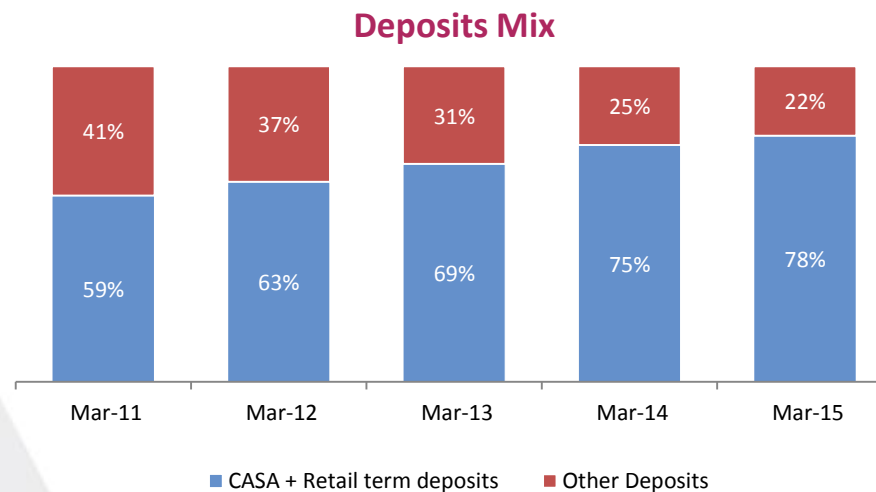
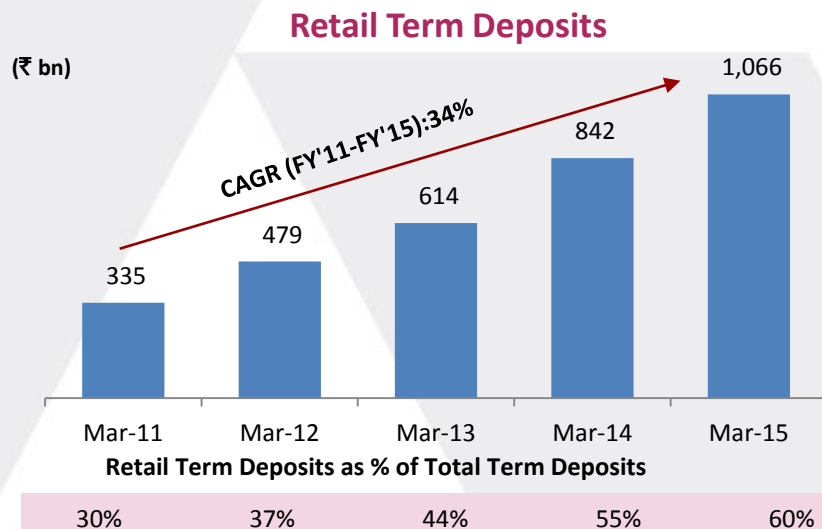
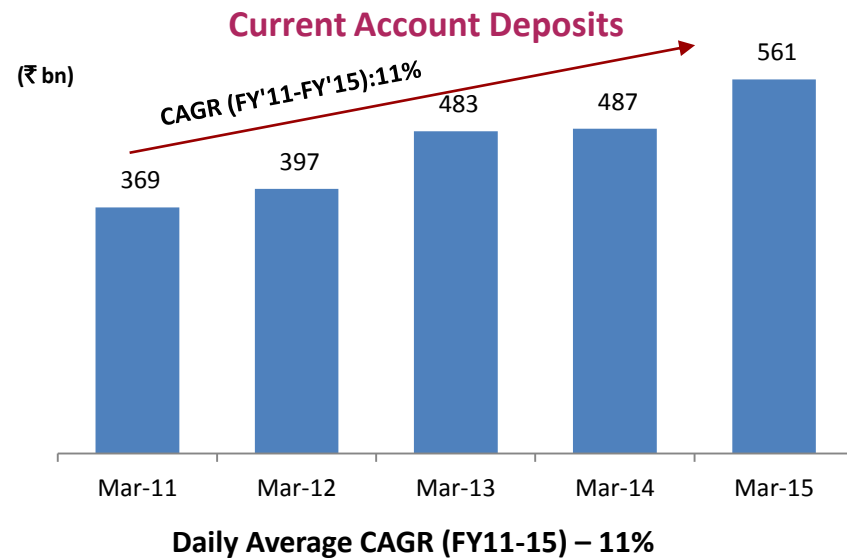
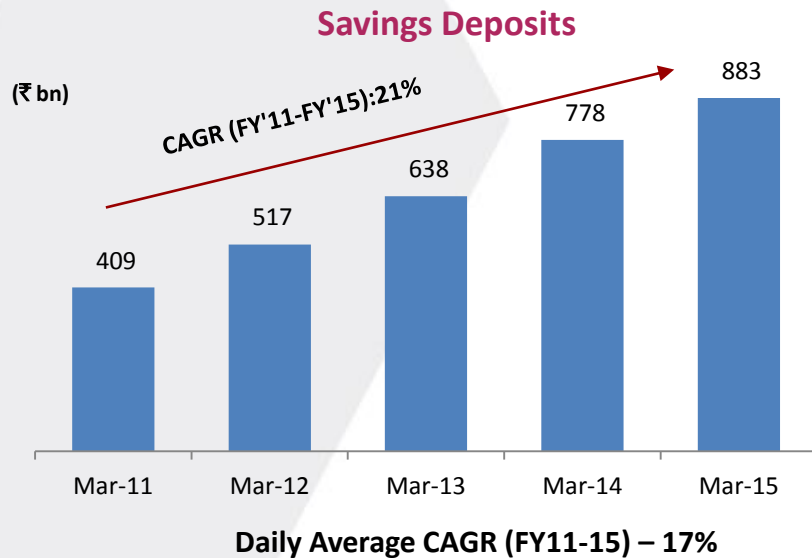
- Spontaneous Brand Awareness Score has seen a consistent increase
- Enhancing customer experience
 - Award winning mobile enabled Website
 - Customer centric design of branches
- Featured in the Asia's Fab 50 companies for 2013 by Forbes Asia.
- Most Trusted Private Sector Bank in India in the Brand Equity - Most Trusted Brands Survey (2014)

Capturing End-to-End Customer Requirements



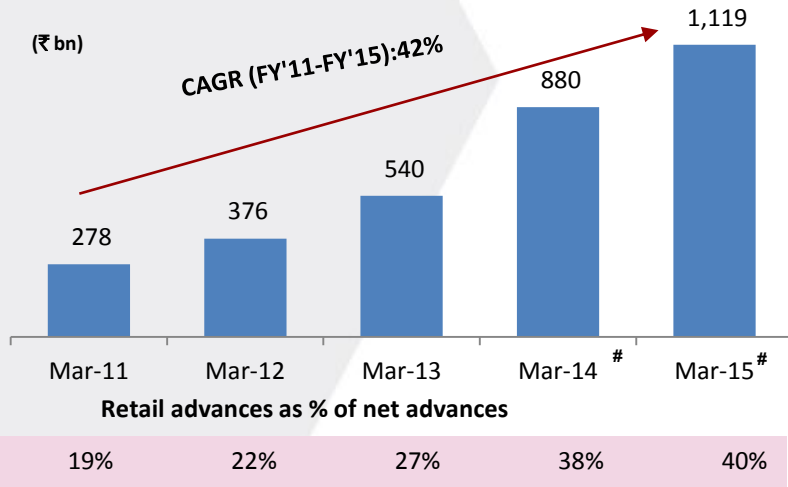


...Resulting in a Robust Liabilities Franchise



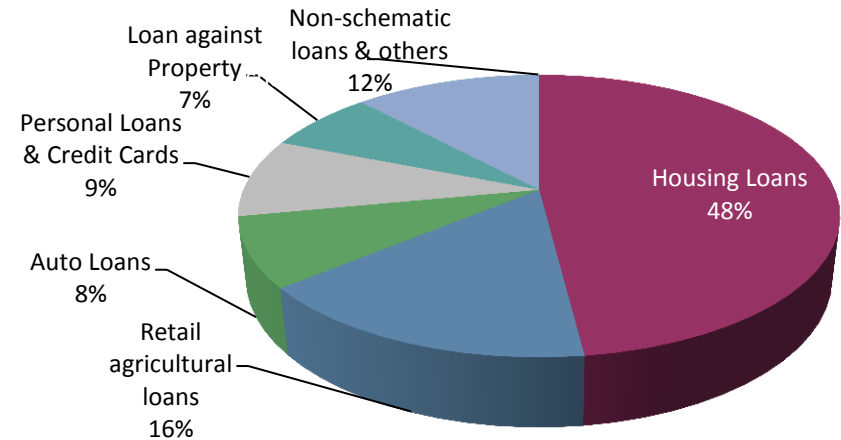
Growing Retail Advances

Retail Advances Portfolio



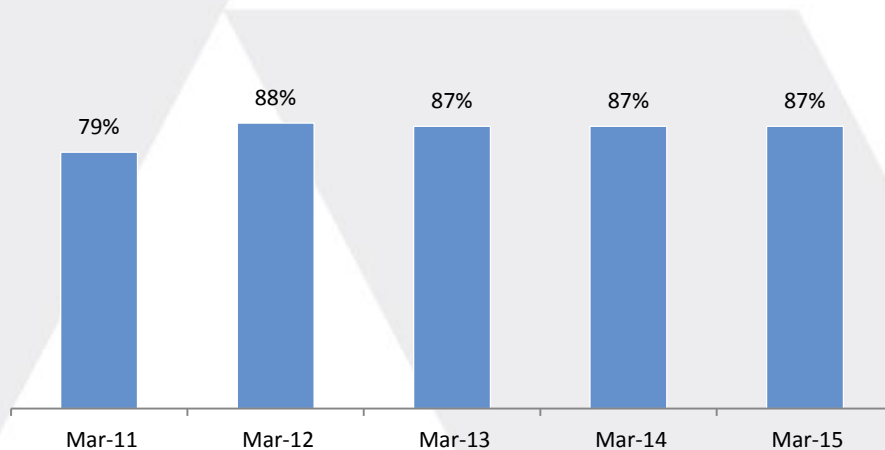
#Retail Loan's include retail agriculture loans post reclassification exercise conducted in June-14

Composition of Retail Advances



Portfolio Size (Mar-2015): ₹ 1,119 bn

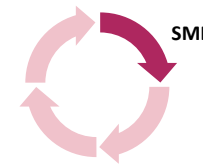
Secured Retail Advances as % of Total Retail Advances



Key Highlights

- Focus on cross sell – Nearly 60% of new originations in retail lending to existing customers
- Branch focused distribution strategy - All branches source at least one retail lending product
- Branches account for a third of new originations
- Focused on risk management
 - High proportion of secured retail assets
 - Product mix oriented to manage risk
 - Experienced collections team

Full-service Offering to SME Customers



Lending

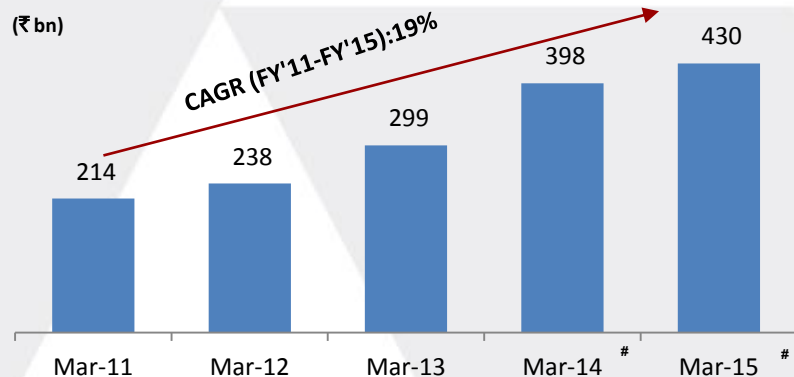
- Diversified portfolio across 3 segments: Medium Enterprises Group, Small Enterprises Group and Supply Chain Finance
- Driven through 42 SME centres and cells, with dedicated teams for sales and credit
- Risk management
 - Qualitative Credit Assessment in addition to rating
 - Exit/Watch list category
 - Collection managers

SME Franchise

Other offerings

- Commercial banking products
 - Current accounts, forex, trade services
- Retail banking solutions
 - Salary account products, Wealth & Priority Banking services, Insurance
- Advisory services
 - Financial advisory, private equity, M&A and capital market solutions

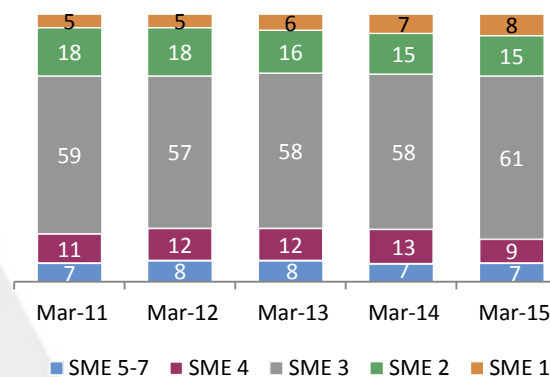
SME Loan Portfolio



#SME loans include corporate agriculture loans post reclassification exercise

Risk Management of SME Portfolio

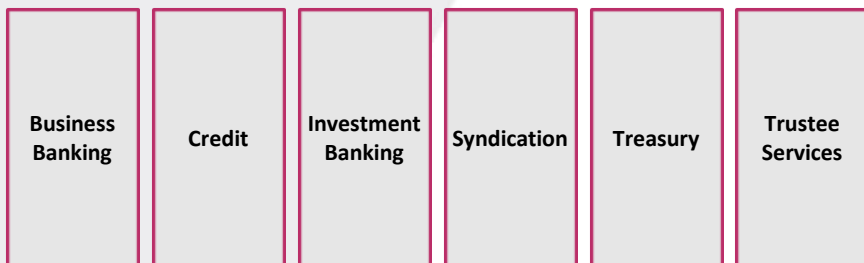
Rating Distribution of SME Advances¹ (%)



- 84% of SME advances have rating of at least 'SME3' in March 2015
- Controlled sourcing of customers
- Early Warning System tool in place to predict default behavior

¹ As per internal ratings

Comprehensive Corporate Banking Solutions...

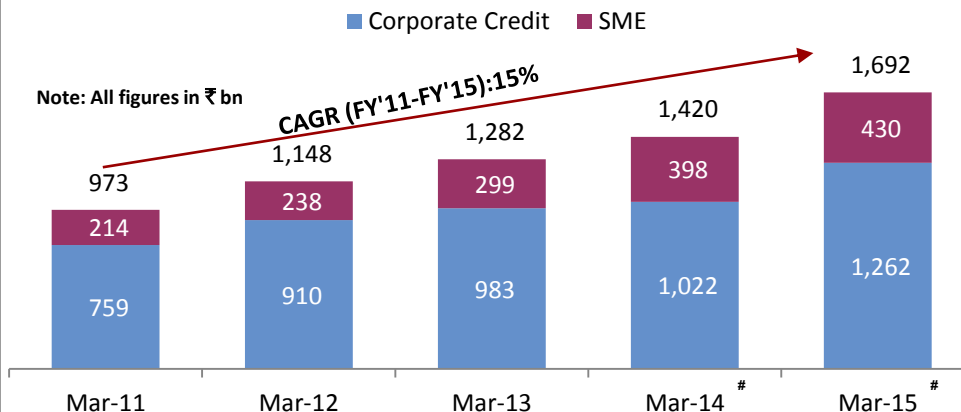


- Strong franchise spread across liability and asset businesses
- Focus on building out a high quality portfolio of credit assets
- Adopted value generating Originate and Distribute Model
- Dominant player in placement and syndication of debt / loans
- Leading debt capital market franchise – Ranked #1 in Debt Private Placement in India ⁽¹⁾
- International banking presence to cover offshore fund requirements of Indian corporates
 - Total overseas assets size of US\$ 7.86 bn as of March 31, 2015

⁽¹⁾ Source: Bloomberg

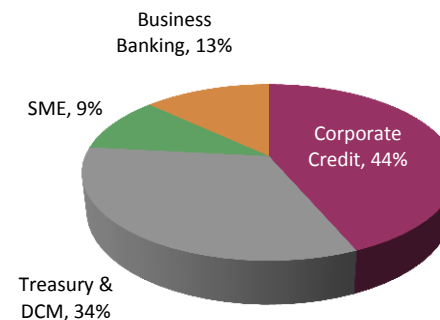


Corporate Banking Advances Growth



#SME loans include corporate agriculture loans post reclassification exercise

Corporate Banking Fee Income Mix

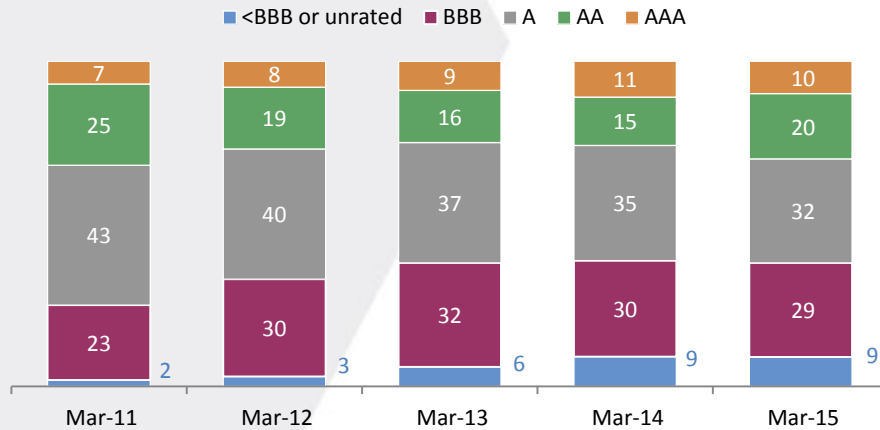


FY15

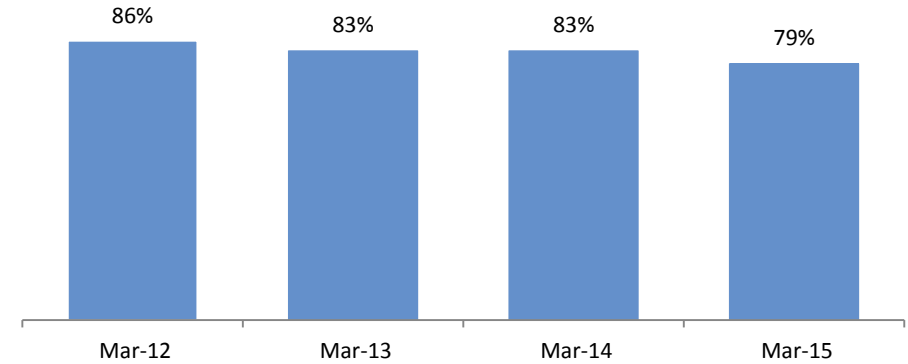
...with an Emphasis on Risk Management



Rating Distribution - Corporate Credit ¹ (%)



Secured Loans as a % of Total Aggregate Advances



Industry-wise Advances Distribution (Top 10) (%)

Rank	Sectors	Fund-based	Non-fund based	Total
1	Infrastructure ²	7.18	9.79	7.88
2	Power Generation & Distribution	5.95	7.66	6.41
3	Metal & Metal Products	5.88	6.17	5.96
4	Financial Companies ³	4.71	9.30	5.94
5	Engineering & Electronics	3.19	12.99	5.81
6	Trade	3.37	4.98	3.80
7	Real Estate	3.16	1.82	2.80
8	Food Processing	3.06	2.37	2.88
9	Telecommunication Services	0.52	8.18	2.57
10	Petroleum & Petroleum Products	0.54	6.05	2.01

Key Highlights

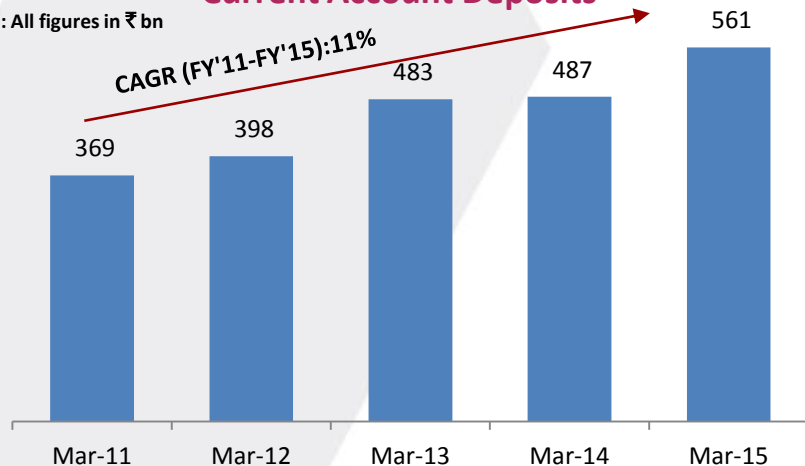
- 62% of corporate advances have rating of at least 'A'
- Conservative approach of rating new projects two notches below their normal rating
- Centralized credit monitoring mechanism

Capturing End-to-End Opportunities in Business Banking...



Current Account Deposits

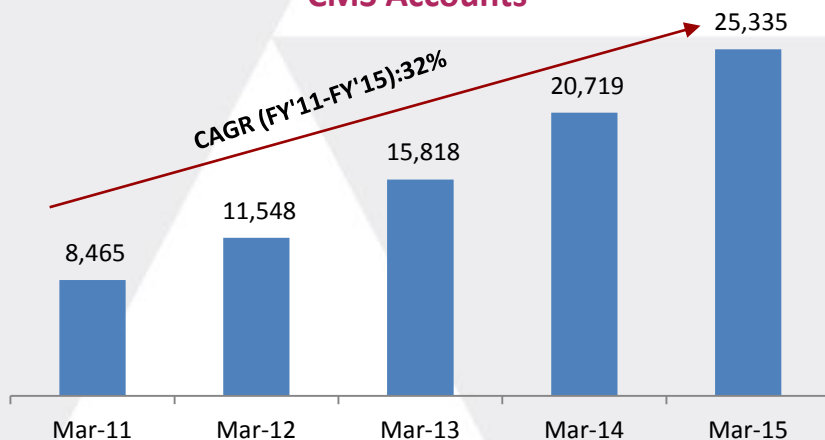
Note: All figures in ₹ bn



Current Accounts

- Wide range of products with customized offerings
- Growth aided by high-end premium products targeted at identified business segments
- Focused approach towards Corporates, Institutions and Government
- New products introduced consistently to help clients manage fund flows effectively

CMS Accounts



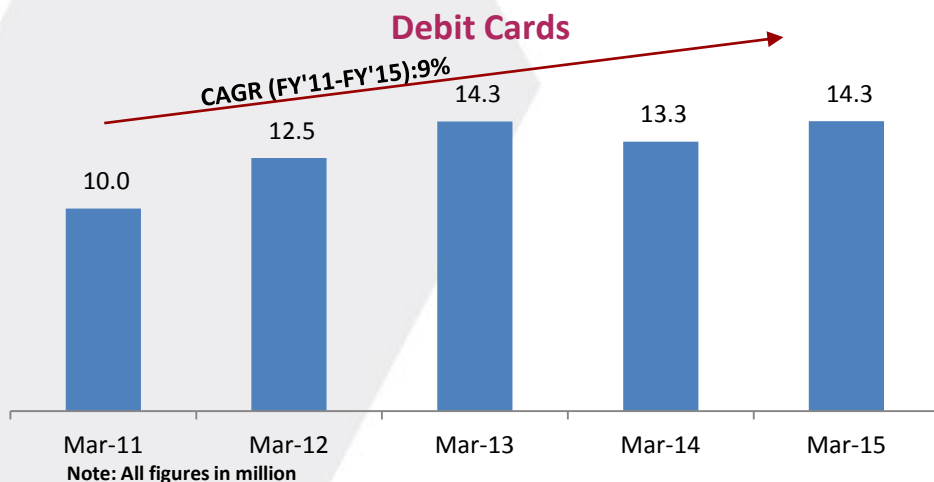
Government Business

- Provides Electronic Benefit Transfer (EBT) through Smart Cards under IT Enabled FI Model
- Strengthening presence in G2B e-Governance initiatives
- Amongst leading banks in Government payments and revenue collection

Cash Management

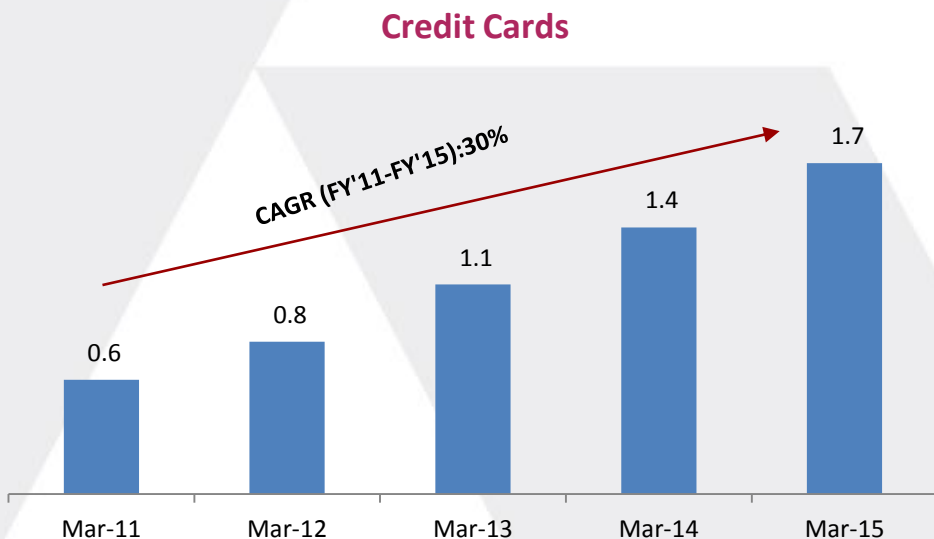
- One of the leading Cash Management Services (CMS) provider in India
- Amongst select set of Indian banks offering host-to-host transactional banking facility
- Amongst leading Banks in electronic payments
- Leading player in Escrow and Dividend payment business
- Synergies with Current Account franchise

... and Establishing Leadership in the Retail Payments Segment



Market Leader in Retail Payments

- One of the largest issuers of debit cards
- 5th largest credit card issuer in the country with a card base of over 1.7 mn
- Multi Currency Foreign currency cards in 15 foreign currencies
- Prominent player in merchant acquiring business



Innovative Offerings



- Launched Mobile POS (Swipeon) in July 2012

INTRODUCING MY CARDS



- Personalized “My Cards” credit cards



- “Ladies First” – exclusive card for women

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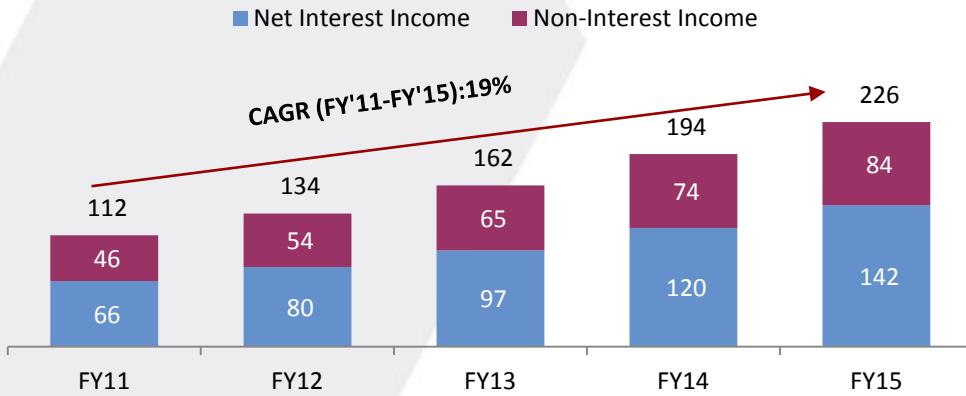
Key Macro Trends

Business Model

Financial Snapshot

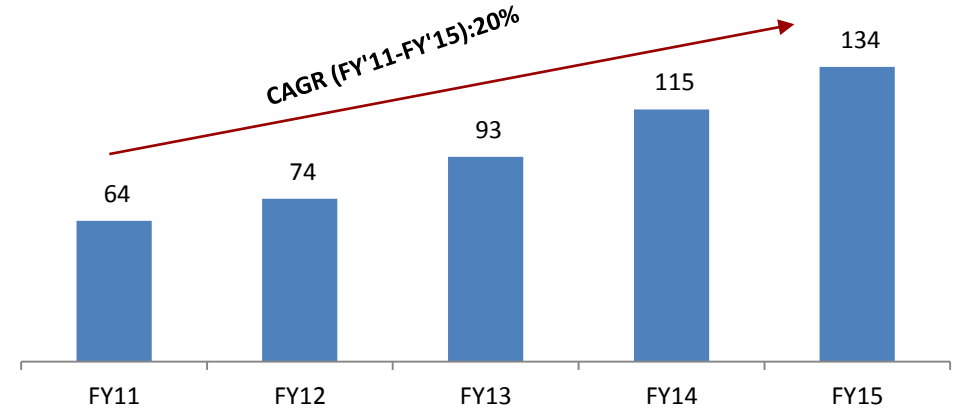
Robust Growth in Core Revenue and Diversified Fee Income Franchise

Operating Revenue



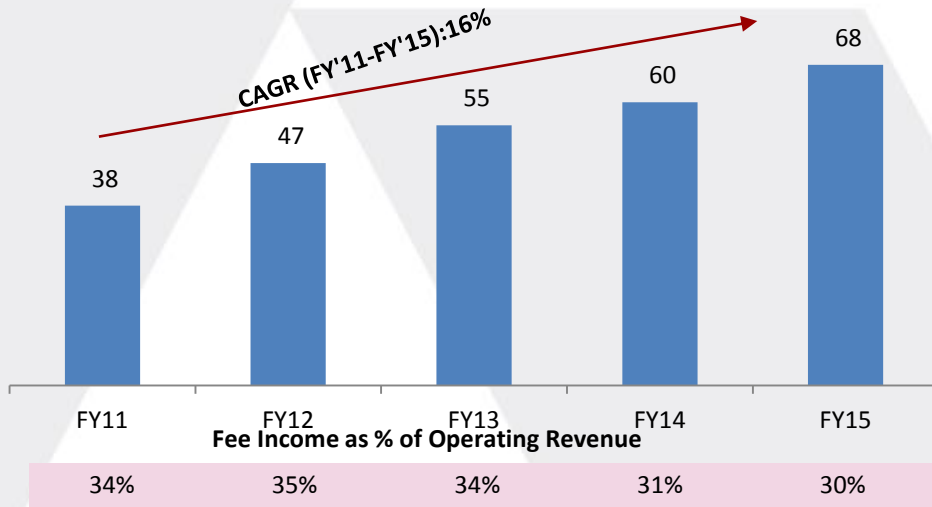
Note: All figures in ₹ bn

Operating Profit

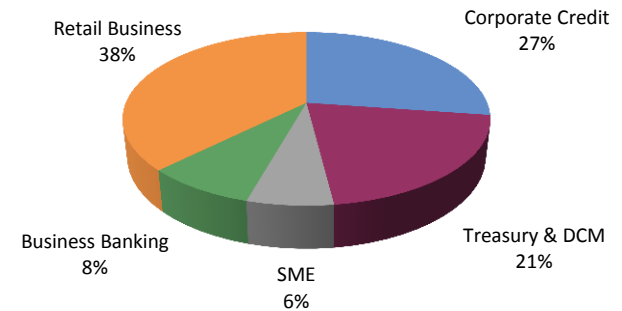


Note: All figures in ₹ bn

Fee Income



Fee Profile (FY15)

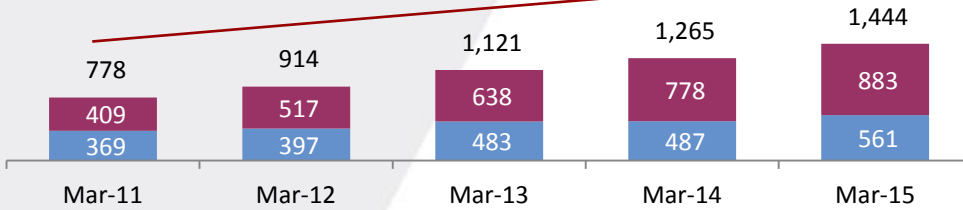


Margins Driven by Low Cost Deposits and Enhanced Operational Efficiency

Current and Savings Bank Deposits

■ Current deposits ■ Savings Deposits

CAGR (FY'11-FY'15): 17%

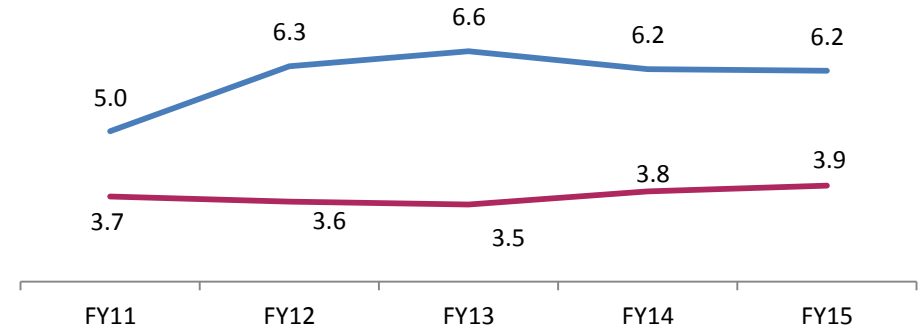


Daily Average CAGR (FY11-15) – 15%

Note: All figures in ₹ bn

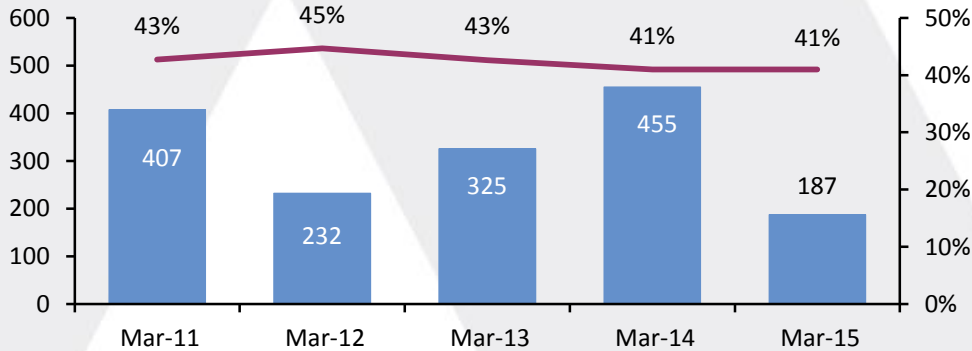
Cost of Funds and Net Interest Margin (%)

— Cost of Funds — Net Interest Margin



Branch Expansion and Cost to Income Ratio

■ New branches opened — Cost to income ratio



Total Branches

1,390 1,622 1,947 2,402 2,589

Key Highlights

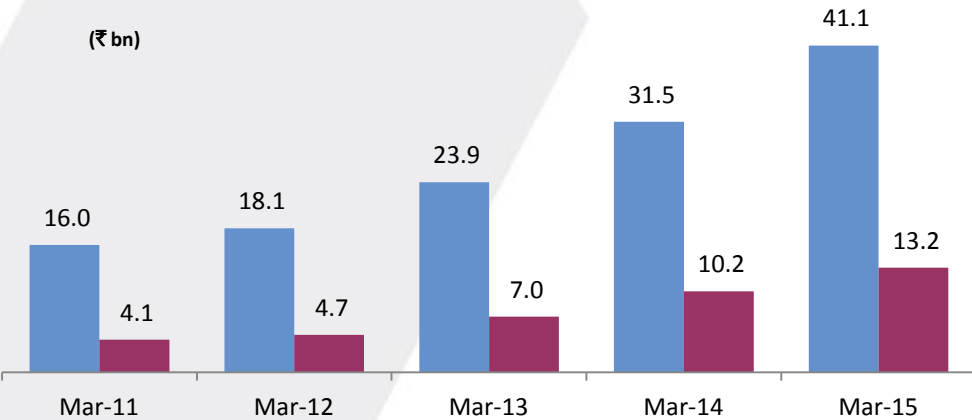
- Focused on maintaining low cost fund base
- Stable NIMs through interest rate cycles
- Maintained steady cost to income despite investing in additional branches and focus on retail assets
- Operating leverage from new branches expected in future

Stable Asset Quality

NPAs (Amounts) (Net NPA not updated)

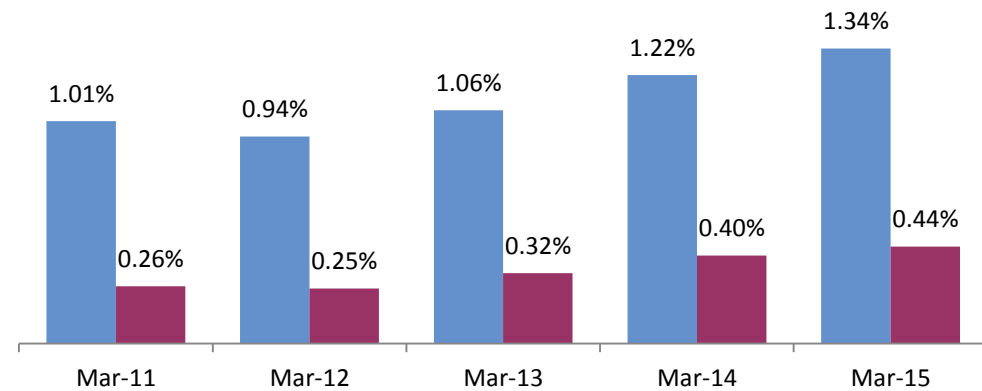
■ Gross NPA ■ Net NPA

(₹ bn)



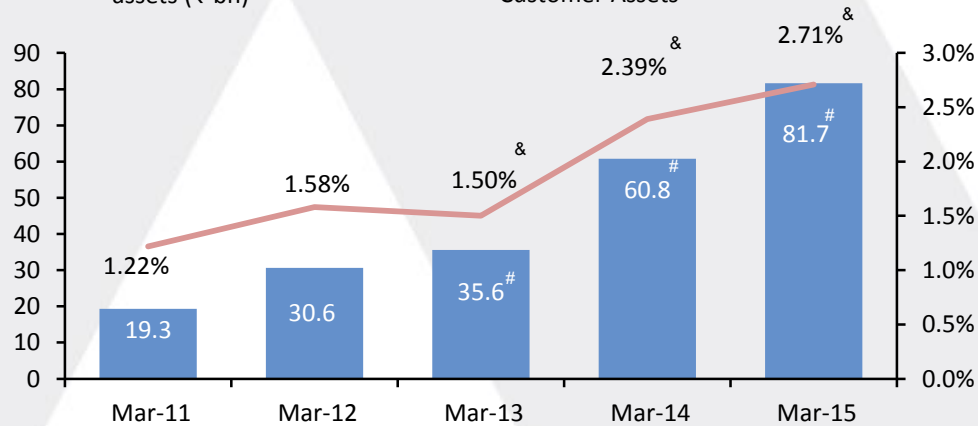
NPAs (%)

■ Gross NPA ■ Net NPA

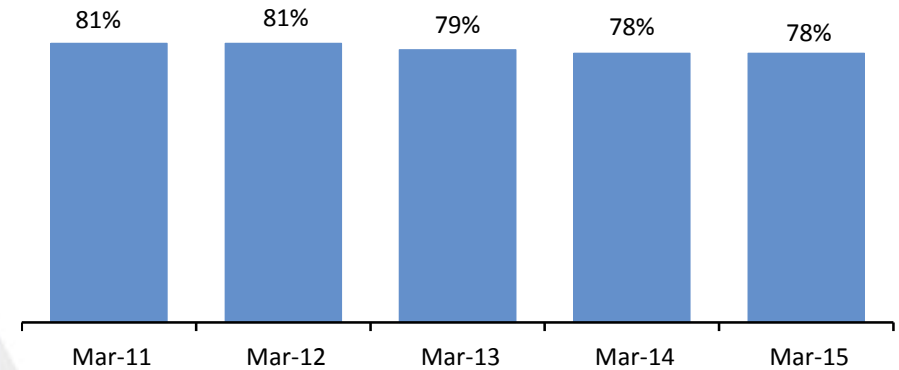


Restructured Assets

■ Cumulative restructured assets (₹ bn) — % of Restructured Assets to Net Customer Assets



Provisioning Coverage Ratio ⁽¹⁾



⁽¹⁾ Including prudential write-offs



#Cumulative net restructured advances
&Ratio of net restructured assets to net customer assets

Delivering Profitable Growth

Indian banking opportunity remains attractive with long term structural drivers in place

Well positioned to capture both consumption and investment themes through a comprehensive product suite

Strong retail franchise that continues to show traction

Steady and systematic growth of distribution footprint

Efficient capital management

Consistent profitable growth

Appendix

Summary Financials: Balance Sheet

	₹bn					US\$ mn				
	FY11	FY12	FY13	FY14	FY15	FY11	FY12	FY13	FY14	FY15
Capital and liabilities										
Shareholders' funds	190	228	331	382	447	3,040	3,648	5,296	6,112	7,152
Deposits	1,892	2,201	2,526	2,809	3,224	30,272	35,216	40,416	44,944	51,584
Borrowings	263	341	440	503	798	4,208	5,456	7,040	8,048	12,768
Other liabilities	82	86	109	138	150	1,312	1,376	1,744	2,208	2,400
Total	2,427	2,856	3,406	3,832	4,619	38,832	45,696	54,496	61,312	73,904
Assets										
Cash and cash equivalents	214	139	204	282	361	3,424	2,224	3,264	4,512	5,776
Investments	720	932	1,137	1,135	1,323	11,520	14,912	18,192	18,160	21,168
Loans	1,424	1,698	1,970	2,301	2,811	22,784	27,168	31,520	36,816	44,976
Fixed assets	23	22	24	24	25	368	352	384	384	400
Other assets	46	65	71	90	99	736	1,040	1,136	1,440	1,584
Total	2,427	2,856	3,406	3,832	4619	38,832	45,696	54,496	61,312	73,904

Note: Shareholders' funds include ESOP outstanding

Exchange rate of 1 USD = ₹ 62.50 based on the FEDAI exchange rate as of March 31, 2015

Summary Financials: Income Statement

	₹ bn					US\$ mn				
	FY11	FY12	FY13	FY14	FY15	FY11	FY12	FY13	FY14	FY15
Interest Income ⁽¹⁾	152	220	272	306	355	2432	3520	4352	4896	5680
Interest Expense	86	140	175	187	213	1376	2240	2800	2992	3408
Net Interest Income	66	80	97	119	142	1056	1280	1552	1904	2272
Fee Income	38	47	55	60	68	608	752	880	960	1088
Other Income	8	7	10	14	16	128	112	160	224	256
Operating Revenue	112	134	162	193	226	1792	2144	2592	3088	3616
Operating Expense	48	60	69	79	92	768	960	1104	1264	1472
Operating Profit	64	74	93	114	134	1024	1184	1488	1824	2144
Provisions and Contingencies (excl. Tax)	13	11	17	21	23	208	176	272	336	368
Profit Before Tax	51	63	76	93	111	816	1008	1216	1488	1776
Tax	17	21	24	31	37	272	336	384	496	592
Net Profit	34	42	52	62	74	544	672	832	992	1184

Note: Exchange rate of 1 USD = ₹ 62.50 based on the FEDAI exchange rate as of March 31, 2015

¹ Interest income includes dividends earned on equity and preference shares and units of mutual funds

Summary Financials: Key Ratios

	FY11	FY12	FY13	FY14	FY15
Profitability and efficiency					
Return on average total assets ⁽¹⁾	1.7%	1.7%	1.7%	1.8%	1.8%
Return on average net worth ⁽²⁾	20.1%	21.2%	20.5%	18.2%	18.6%
Net interest margin ⁽³⁾	3.7%	3.6%	3.5%	3.8%	3.9%
Cost income ratio ⁽⁴⁾	43%	45%	43%	41%	41%
Fee Income to Operating Revenue ⁽⁵⁾	34%	35%	34%	31%	30%
Capital Adequacy*					
Total capital adequacy ratio	12.65%	13.66%	17.00%	16.07%	15.09%
Tier I capital adequacy ratio	9.41%	9.45%	12.23%	12.62%	12.07%
Asset Quality					
Gross NPA as a % of gross customer assets ⁽⁶⁾	1.01%	0.94%	1.06%	1.22%	1.34%
Net NPA as a % of net customer assets ⁽⁷⁾	0.26%	0.25%	0.32%	0.40%	0.44%

* Capital adequacy ratio computed under Basel III guidelines with effect from 1st April, 2013.

¹ Net profit divided by average month-end assets for the year/period;

² Net profit divided by the sum of the daily weighted average of share capital, share premium and year/period-end average of other reserves and surplus as reduced by the year/period-end average of deferred tax assets;

³ Represents the ratio of net interest income to daily average interest earning assets

⁴ Represents the ratio of Operating Expense to Operating Revenue

⁵ Represents ratio of Fee Income to Operating Revenue

⁶ NPA denotes non performing assets; Gross customer assets include advances and credit substitutes before provisions

⁷ NPA denotes non performing assets; Net customer assets include advances and credit substitutes after deductions of provisions.

Thank You