

AXIS/CO/CS/387/2023-24

October 25, 2023

Listing & Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No. C/1, "G" Block
Bandra-Kurla Complex
Bandra (E), Mumbai – 400 051

NSE Symbol: AXISBANK

Listing Department
BSE Limited
1st Floor,
P. J. Towers,
Dalal Street
Fort, Mumbai – 400 001

BSE Scrip Code : 532215

Dear Sir(s),

SUB: INVESTOR PRESENTATION AND PRESS RELEASE ON FINANCIAL RESULTS OF AXIS BANK LIMITED ("BANK")

Further to our letter number AXIS/CO/CS/386/2023-24 dated October 25, 2023, please find enclosed herewith a copy of investor presentation along with press release on the unaudited financial results of the Bank (Standalone and Consolidated) for the quarter and half year ended September 30, 2023.

This is for your information and records.

Thanking You.

Yours Sincerely,
For Axis Bank Limited

**Sandeep Poddar
Company Secretary**

Encl.: as above

Cc: London Stock Exchange
Singapore Stock Exchange

PRESS RELEASE**AXIS BANK ANNOUNCES FINANCIAL RESULTS
FOR THE QUARTER AND HALF YEAR ENDED 30th SEPTEMBER 2023**

H1FY24 PAT at ₹11,661 crores growing 23% YOY, H1 consolidated ROE at 19.04% up 179 bps YOY, driven by NIMs at 4.11%, 30% YOY H1 fee growth, 23% YOY loan growth, aided by 15% YOY RTD¹ growth

- Q2FY24 PAT at ₹5,864 crores with consolidated ROE of **18.67%**
- Q2 Consolidated ROA at **1.83%**, with **7** bps contributed by subsidiaries
- Net Interest Income grew **19%** YOY and **3%** QOQ, Net Interest Margin at **4.11%**, up **15** bps YOY and **1** bps QOQ
- Fee income grew **31%** YOY and **11%** QOQ, Retail fee grew **38%** YOY and **11%** QOQ, granular fees at **93%** of total fees
- Core Operating profit grew **12%** YOY and **5%** QOQ
- On a MEB², retail term deposits grew **15%** YOY & **4%** QOQ, CASA ratio at **44%**, total deposits grew **18%** YOY & **1%** QOQ
- Domestic advances up **26% | 5%**, Retail up **23% | 4%**, SME up **27% | 9%**, Corporate up **21% | 3%** on YOY | QOQ basis
- Overall CAR stood at **17.84%** with CET 1 ratio of **14.56%**, net accretion to CET-1 of **54** bps in H1FY24, **18** bps in Q2 FY24
- GNPA% at **1.73%** declined by **77** bps YOY and **23** bps QOQ, NNPA% at **0.36%** declined by **15** bps YOY and **5** bps QOQ
- **1.2 million** credit cards issued in Q2, CIF market share³ of **14.1%** as of Sep'23, spends up **60%** YOY & **5%** QOQ
- **2nd** largest player in Merchant Acquiring with market share of **18.6%**, incremental share of **23%** in last one year³

The Board of Directors of Axis Bank Limited approved the financial results for the quarter and half year ended 30th September 2023 at its meeting held in Mumbai on Wednesday, 25th October 2023.

This quarter, Axis Bank etched a historical milestone with the opening of its 5,000th branch in Ahmedabad, inaugurated by the Hon. Chief Minister of Gujarat. This holds great significance, as the Bank's very first branch was opened in the same city 29 years ago. Hundred more branches were inaugurated on the same day in different parts of the country.

Axis Bank is constantly working to empower its customers, especially in the semi-urban and rural geographies. The Bank launched 'Sampann' premium banking services, offering several exclusive benefits such as discounts on agri inputs, personalized financial offerings, healthcare package, family banking, preferential rates for housing finance and dedicated relationship managers.

The Bank has won a slew of credible recognitions this quarter, including ABF Retail Banking Award 2023 for Domestic Retail Bank of the Year (India) & Digital Transformation of the Year (India), Business World India's Most Sustainable Companies 2023 for Banking and NBFC Sector, ASSOCHAM Issuer Investment Banker Award 2023 and Greenwich Share Leaders for Indian Large Corporate Banking and Middle Market Banking.

Amitabh Chaudhry, MD&CEO, Axis Bank said, "In spite of a highly volatile global geopolitical landscape, we believe the India story remains strong. With the upcoming festivities, we are already seeing a surge in demand, which augurs well for business. At Axis Bank, our GPS agenda is on track and we are looking at steady growth for all major business verticals of the Bank. We have been diligently working on both physical reach and digital prowess, extending our services not just to the metros and urban centres, but to the heart of Bharat which is home to the vast majority of India's population."

¹ Retail Term Deposits; ² Month End balances; ³ Based on RBI reported data as of Sep'23

Performance at a Glance

- **Healthy operating performance**
 - Net Interest Income grew **19%** YOY and **3%** QOQ, Net Interest Margin at **4.11%**, up by **15** bps YOY and **1** bps QOQ
 - Core Operating revenues grew **22%** YOY and **6%** QOQ, Core Operating profit grew **12%** YOY and **5%** QOQ
 - Consolidated ROE | ROA at **18.67% | 1.83%**, subsidiaries contributed **37** bps | **7** bps respectively
- **Strong loan growth delivered across all business segments**
 - Rural loans grew **24%** YOY & **4%** QOQ, Small Business Banking loans grew **42%** YOY & **9%** QOQ
 - Mid-Corporate (MC) book grew **37%** YOY, SME book grew **27%** YOY & **9%** QOQ
 - SBB + SME + MC mix at **₹1,88,573 crores** | **21%** of loans, up over **680** bps in last 3 years
- **Retail term deposits gaining traction, steady growth in granular deposits**
 - On a QAB¹ basis total deposits grew **16% | 1%** and retail term deposits grew **13% | 4%** on YOY | QOQ basis
 - On QAB, SA grew **17%** YOY & **1%** QOQ, CA grew **11%** YOY, CASA ratio stood at **43%**
 - Average LCR² during Q2FY24 was ~**118%**, outflow rates improved ~ **550** bps over last 2 years
- **Well capitalized with self-sustaining capital structure; adequate liquidity buffers**
 - Overall capital adequacy ratio (CAR) including profit stood at **17.84%** with CET 1 ratio of **14.56%**
 - Self-sustaining capital structure with net accretion to CET-1 of **54** bps in H1FY24, **18** bps in Q2 FY24
 - COVID provisions of **₹5,012** crores, not in CAR calculation provides additional cushion of ~**48** bps
- **Retaining strong position in Payments and Digital Banking**
 - Axis Mobile & Axis Pay have ~**9.2 mn** non-Axis Bank customers
 - **100+** digital partnerships across platforms and ecosystems; ~**16.5 mn** customers on WhatsApp banking
 - Axis Mobile remains the world's³ highest rated MB app on Google Play store with rating of **4.8**; ~**13 mn** MAU⁴
 - Credit card CIF market share at **14.1%**⁵, Retail Card spends grew **72%** YOY and **4%** QOQ
- **Declining gross NPA's and slippages**
 - Gross NPA at **1.73%** declined by **77** bps YOY & **23** bps QoQ, Net NPA at **0.36%** declined **15** bps YOY, **5** bps QoQ
 - PCR healthy at **79%**; On an aggregated basis⁶, coverage ratio at **150%**
 - Q2FY24 gross slippage ratio (annualized) at **1.49%** declined **39** bps YOY, net slippage ratio (annualized) at **0.59%**
 - Q2FY24 net credit cost (annualized) at **0.42%**, declined **8** bps QOQ
- **Bank's domestic subsidiaries⁷ continue to deliver steady performance**
 - H1FY24 profit at **₹689** crores up **18%** YOY, with a return on investment in domestic subsidiaries of **53%**
 - Axis Finance H1FY24 PAT grew **26%** YOY to **₹265 crores**; asset quality improved, CAR healthy at **17.9%**
 - Axis AMC H1FY24 PAT stood at **₹189 crores**, Axis Securities H1FY24 PAT grew **14%** YOY to **₹113** crores
 - Axis Capital executed **48** investment banking deals in H1FY24

¹ QAB – Quarterly Average Balance, ² Liquidity Coverage Ratio, ³ across 64 global banks, 82 fintechs and 9 neo banks with 2.2 mn+ reviews

⁴ Monthly active users, engaging in financial and non-financial transactions, ⁵ Based on RBI reported data as of Sep'23

⁶ (specific+ standard+ additional + COVID) ⁷ Figures of subsidiaries are as per Indian GAAP, as used for consolidated financial statements of the Group

Profit & Loss Account: Period ended 30th September 2023

Operating Profit and Net Profit

The Bank's operating profit for the quarter grew 12% YOY to ₹8,632 crores. Core Operating profit for Q2FY24 grew 12% YOY and 5% QOQ to ₹8,733 crores. Net profit at ₹5,864 crores in Q2FY24 grew by 10% YOY.

Net Interest Income and Net Interest Margin

The Bank's Net Interest Income (NII) grew 19% YOY and 3% QOQ to ₹12,315 crores. Net interest margin (NIM) for Q2FY24 stood at 4.11%, up 15 bps YOY and 1 bps QOQ.

Other Income

Fee income for Q2FY24 grew 31% YOY and 11% QOQ to ₹4,963 crores. Retail fees grew 38% YOY and 11% QOQ; and constituted 70% of the Bank's total fee income. Retail cards and payments fee grew 39% YOY and 4% QOQ. Retail Assets (excluding cards and payments) fee grew 38% YOY and 17% QOQ. The Corporate & Commercial banking fees together grew 17% YOY and 9% QOQ to ₹1,468 crores. The trading loss for the quarter stood at ₹101 crores; miscellaneous income in Q2FY24 stood at ₹172 crores. Overall, non-interest income (comprising of fee, trading and miscellaneous income) for Q2FY24 grew 31% YOY to ₹5,034 crores.

Provisions and contingencies

Provision and contingencies for Q2FY24 stood at ₹815 crores. Specific loan loss provisions for Q2FY24 stood at ₹1,010 crores. The Bank has not utilized Covid provisions during the quarter. The Bank holds cumulative provisions (standard + additional other than NPA) of ₹11,758 crores at the end of Q2FY24. It is pertinent to note that this is over and above the NPA provisioning included in our PCR calculations. These cumulative provisions translate to a standard asset coverage of 1.32% as on 30th September, 2023. On an aggregated basis, our provision coverage ratio (including specific + standard + additional + Covid provisions) stands at 150% of GNPA as on 30th September, 2023. Credit cost for the quarter ended 30th September, 2023 stood at 0.42%.

H1FY24 Financial Performance:

Net Interest Income for H1FY24 grew 23% YOY to ₹24,273 crores from ₹19,744 crores. Fee income grew 30% YOY to ₹9,451 crores. Core operating profit for H1FY24 grew by 19% to ₹17,028 crores from ₹14,357 crores. Operating profit for H1FY24 grew by 28% to ₹17,446 crores from ₹13,603 crores. Total provisions for H1FY24 stood at ₹1,849 crores. Net Profit for H1FY24 grew 23% to ₹11,661 crores from ₹9,455 crores in H1FY23.

Balance Sheet: As on 30th September 2023

The Bank's balance sheet grew 13% YOY and stood at ₹13,38,914 crores as on 30th September 2023. The total deposits grew 18% YOY and 1% QOQ on period end basis, within which savings account deposits grew 16% YOY, current account deposits grew 7% YOY; total term deposits grew 22% YOY and 4% QOQ of which retail term deposits grew 15% YOY and

4% QOQ. The share of CASA deposits in total deposits stood at 44%. On QAB basis, total deposits grew 16% YOY and 1% QOQ, within which savings account deposits grew 17% YOY and 1% QOQ, current account deposits grew 11% YOY; and total term deposits grew 17% YOY and 3% QOQ.

The Bank's advances grew 23% YOY and 5% QOQ to ₹8,97,347 crores as on 30th September 2023. Domestic net loans grew 26% YOY and 5% QOQ. Retail loans grew 23% YOY and 4% QOQ to ₹5,19,736 crores and accounted for 58% of the net advances of the Bank. The share of secured retail loans was ~ 76%, with home loans comprising 31% of the retail book. Home loans grew 9% YOY, Personal loans grew 25% YOY, Credit card advances grew 72% YOY, Small Business Banking (SBB) grew 42% YOY and 9% QOQ; and rural loan portfolio grew 24% YOY and 4% QOQ. SME book remains well diversified across geographies and sectors, grew 27% YOY and 9% QOQ to ₹95,954 crores. Corporate loan book grew 21% YOY and 3% QOQ to ₹2,81,657 crores of which domestic corporate book grew 33% YOY and 4% QOQ. Mid-corporate book grew 37% YOY and 9% QOQ. 89% of corporate book is now rated A- and above with 89% of incremental sanctions in H1FY24 being to corporates rated A- and above.

The book value of the Bank's Investments portfolio as on 30th September 2023, was ₹2,95,691 crores, of which ₹2,35,555 crores were in government securities, while ₹50,811 crores were invested in corporate bonds and ₹9,325 crores in other securities such as equities, mutual funds, etc. Out of these, 72% are in Held till Maturity (HTM) category, while 26% of investments are Available for Sale (AFS) and 2% are in Held for Trading (HFT) category.

Payments and Digital

The Bank issued 1.2 million new credit cards in Q2FY24. The Bank has been one of the highest credit card issuers in the country over last seven quarters and has gained incremental CIF market share of 15% in the last twelve months¹. The Bank continues to remain among the top players in the Retail Digital banking space.

- **95%** - Share of digital transactions in the Bank's total financial transactions by individual customers in H1FY24
- **74%** - Individual Retail term deposits (by volume) opened digitally in H1FY24
- **71%** - SA accounts opened through tab banking in H1FY24
- **70%** - New mutual fund SIPs sourced (by volume) through digital channels in H1FY24
- **70%** - YOY growth in total UPI transaction value in Q2FY24
- **50%** - YOY growth in mobile banking transaction volumes in Q2FY24

The Bank's focus remains on reimagining end-to-end journeys and transforming the core and becoming a partner of choice for ecosystems. Axis Mobile is among the world's* highest rated mobile banking app on Google Play store with rating of 4.8 and over 2.2 million reviews. The Bank's mobile app continues to see strong growth, with Monthly Active Users of ~13 million and nearly ~9.2 million non-Axis Bank customers using Axis Mobile and Axis Pay apps. The Bank has been among the first to go live on Account Aggregator (AA) network and has seen strong initial traction in AA based digital lending. The Bank now has over 100+ partnerships across platforms and ecosystems and has 400+ APIs hosted on its API Developer

¹ as per RBI reported data as of Sep'23 , * across 64 global banks, 82 fintechs and 9 neo banks on Google Playstore with 2.2 mn+ reviews

Portal. On WhatsApp banking, the Bank now has over 16.5 million customers on board since its launch in 2021.

Wealth Management Business – Burgundy

The Bank's wealth management business is among the largest in India with assets under management (AUM) of ₹4,53,096 crores as at end of 30th September 2023 that grew 69% YOY and 6% QOQ. Burgundy Private, the Bank's proposition for high and ultra-high net worth clients, covers 9,639 families. The AUM for Burgundy Private increased 76% YOY and 4% QOQ to ₹1,66,499 crores.

Capital Adequacy and Shareholders' Funds

The shareholders' funds of the Bank grew 10% YOY and stood at ₹1,36,702 crores as on 30th September 2023. As on 30th September 2023, the Capital Adequacy Ratio (CAR) and CET1 ratio including profit for H1 was 17.84% and 14.56% respectively. Additionally, the Bank held ₹5,012 crores of COVID provisions, not considered for CAR calculation, providing cushion of ~48 bps over the reported CAR. The Bank now has a self-sustaining capital structure to fund growth, with net capital accretion through profits to CET-1 of 54 bps for the H1FY24 and 18 bps in Q2FY24. The Book value per equity share increased from ₹405 as of 30th September, 2022 to ₹444 as of 30th September, 2023.

Asset Quality

As on 30th September, 2023 the Bank's reported Gross NPA and Net NPA levels were 1.73% and 0.36% respectively as against 1.96% and 0.41% as on 30th June, 2023.

Recoveries from written off accounts for the quarter was ₹664 crores. Reported net slippages in the quarter adjusted for recoveries from written off pool was ₹605 crores, of which retail was ₹953 crores, CBG was ₹25 crores and Wholesale was negative ₹373 crores.

Gross slippages during the quarter were ₹3,254 crores, compared to ₹3,990 crores in Q1FY24 and ₹3,383 crores in Q2FY23. Recoveries and upgrades from NPAs during the quarter were ₹1,985 crores. The Bank in the quarter wrote off NPAs aggregating ₹2,671 crores.

As on 30th September, 2023, the Bank's provision coverage, as a proportion of Gross NPAs stood at 79%, as compared to 80% as at 30th September, 2022.

The fund based outstanding of standard restructured loans implemented under resolution framework for COVID-19 related stress (Covid 1.0 and Covid 2.0) declined during the quarter and as at 30th September, 2023 stood at ₹1,756 crores that translates to 0.19% of the gross customer assets. The Bank carries a provision of ~ 21% on restructured loans, which is in excess of regulatory limits.

Network

During the quarter, the Bank added 207 branches taking its overall distribution network to 5,152 domestic branches and extension counters situated across 2,864 centres compared to 4,760 domestic branches and extension counters situated

across 2,676 centres as at 30th September, 2022. As on 30th September, 2023, the Bank had 15,806 ATMs and cash recyclers spread across the country. The Bank's Axis Virtual Centre is present across six centres with over 1,500 Virtual Relationship Managers as on 30th September 2023.

Key Subsidiaries' Performance

The Bank's domestic subsidiaries delivered steady performance with H1FY24 PAT of ₹689 crores, up 18% YOY.

- **Axis Finance:** Axis Finance has been investing in building a strong customer focused franchise. Its overall Assets Under Finance grew 31% YOY. Retail book grew 49% YOY and constituted 44% of total loans, up from 8% three years ago. The focus in its wholesale business continues to be on well rated companies and cash flow backed transactions. Axis Finance remains well capitalized with total Capital Adequacy Ratio of 17.9%. The book quality remains strong with net NPA at 0.31%. Axis Finance H1FY24 PAT was ₹265 crores, up 26% YOY from ₹210 crores in H1FY23.
- **Axis AMC:** Axis AMC's quarterly average AUM grew 5% YOY to ₹2,59,795 crores. Its H1FY24 PAT stood at ₹189 crores.
- **Axis Capital:** Axis Capital completed 48 investment banking transactions in H1FY24.
- **Axis Securities:** Axis Securities' broking revenues for H1FY24 grew 36% YOY to ₹457 crores. Its H1FY24 PAT grew 14% YOY and stood at ₹113 crores.

₹ crore

Financial Performance	Q2FY24	Q2FY23	% Growth
Net Interest Income	12,315	10,360	19%
Other Income	5,034	3,855	31%
- Fee Income	4,963	3,776	31%
- Trading Income	(101)	(86)	-
- Miscellaneous Income	172	165	5%
Operating Revenue	17,349	14,216	22%
Core Operating Revenue#	17,450	14,302	22%
Operating Expenses	8,717	6,499	34%
Operating Profit	8,632	7,716	12%
Core Operating Profit#	8,733	7,802	12%
Net Profit	5,864	5,330	10%
EPS Diluted (₹) annualized	75.28	68.36	
Return on Average Assets (annualized)	1.76%	1.80%	
Return on Equity (annualized)	18.30%	18.49%	

excluding trading income

₹ crore

Balance Sheet	As on	As on
	30th September'23	30th September'22
CAPITAL AND LIABILITIES		
Capital	616	614
Reserves & Surplus	1,36,086	1,23,950
Employee Stock Options Outstanding	648	298
Deposits	9,55,556	8,11,015
Borrowings	1,85,243	1,81,400
Other Liabilities and Provisions	60,765	68,204
Total	13,38,914	11,85,481
ASSETS		
Cash and Balances with RBI and Banks and Money at Call and Short Notice	68,592	71,209
Investments	2,95,691	2,87,621
Advances	8,97,347	7,31,083
Fixed Assets	5,238	4,731
Other Assets	72,046	90,837
Total	13,38,914	11,85,481

Note - Prior period numbers have been regrouped as applicable for comparison.

Business Performance	As on 30th September'23	As on 30th September'22	% Growth
Total Deposits (i)+(ii)	9,55,556	8,11,015	18%
(i) CASA Deposits	4,23,866	3,74,846	13%
- Savings Bank Deposits	2,92,313	2,52,244	16%
- Current Account Deposits	1,31,553	1,22,602	7%
CASA Deposits as % of Total Deposits	44%	46%	
(ii) Term Deposits	5,31,690	4,36,169	22%
- Retail Term Deposits	3,32,025	2,88,076	15%
- Non Retail Term Deposits	1,99,665	1,48,093	35%
CASA Deposits on a Quarterly Daily Average Basis (QAB)	3,94,569	3,42,055	15%
CASA Deposits as % of Total Deposits (QAB)	43%	44%	
Net Advances (a) +(b) + (c)	8,97,347	7,31,083	23%
(a) Corporate	2,81,657	2,31,853	21%
(b) SME	95,954	75,786	27%
(c) Retail	5,19,736	4,23,444	23%
Investments	2,95,691	2,87,621	3%
Balance Sheet Size	13,38,914	11,85,481	13%
Gross NPA as % of Gross Customer Assets	1.73%	2.50%	
Net NPA as % of Net Customer Assets	0.36%	0.51%	
Equity Capital	616	614	0.31%
Shareholders' Funds	1,36,702	1,24,564	10%
Capital Adequacy Ratio (Basel III)	16.56%	16.52%	
- Tier I	13.80%	14.55%	
- Tier II	2.77%	1.97%	
Capital Adequacy Ratio (Basel III) (incl. profit)	17.84%	17.72%	
- Tier I	15.08%	15.75%	
- Tier II	2.77%	1.97%	

Note - Prior period numbers have been regrouped as applicable for comparison.



A presentation for investors is being separately placed on the Bank's website: www.axisbank.com.

For press queries, please contact Ms Piyali Reddy at 91-22-24252021 or email: Piyali.Reddy@axisbank.com

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.



MANY WORLDS.
MANY EXPERIENCES.
NOW OPEN.

#OpenExperiences

Axis Bank Credit Cards



Investor Presentation *Quarterly Results Q2FY24*

We are *dil se open*
X 5000



Axis Bank wins

Asian Banking and Finance (ABF) Retail Banking Awards 2023 for:
Domestic Retail Bank of the Year - India
Digital Transformation of the Year - India

Axis Bank at a glance



Axis Bank



3rd
largest Private Bank in India

46 mn+
Customers

99,350+
Employees

5,152
Branches*

Market Share



5.3%
Assets¹

4.8%
Deposits¹

6.0%
Advances¹

14.1%
Credit Cards²

Profitability



4.11%
Net Interest Margin³

2.41%
Cost to Assets³

2.60%
Operating Profit Margin³

Balance Sheet



17.84% | 14.56%
*** CAR CET 1 ***

₹118 Bn | 1.32%
Cumulative provisions
(standard + additional non-NPA)

79% | 0.36%
PCR Net NPA

Key Subsidiaries



26%
Growth in Axis Finance PAT
(H1FY24)

8%
Growth in Axis AMC
Revenue (H1FY24)

2nd
Axis Capital's position in
ECM⁴

36%
Growth in Axis Securities
Broking Revenue(H1FY24)

¹ Based on Sep'23 data ² Credit Cards in force as of Sep'23 ³ for Q2FY24 ⁴ As per Prime Database rankings for Equity Capital Markets for H1FY24

*domestic network including extension counters

***CAR – Capital Adequacy ratio; CET 1 – Common Equity Tier 1 ratio; including profits for H1FY24

Executive Summary

Financial Highlights

Capital and Liquidity Position

Business Segment Performance

Asset Quality

Sustainability

Subsidiaries' Performance

Other Important Information

Major highlights

H1FY24 PAT at ₹11,661 crores growing 23% YOY, H1 consolidated ROE at 19.04% up 179 bps YOY, driven by NIMs at 4.11%, 30% YOY fee growth, 23% YOY loan growth, aided by 15% YOY retail term deposit growth



Healthy operating performance

- Q2FY24 PAT at ₹5,864 crores with consolidated ROE of **18.67%**
- Net Interest Income grew **19%** YOY and **3%** QOQ, Net Interest Margin at **4.11%**, up by **15** bps YOY
- Fee income grew **31%** YOY and **11%** QOQ, granular fee constituted **93%** of overall fees, Retail fee grew **38%** YOY and **11%** QOQ
- Core operating revenue up **22%** YOY and **6%** QOQ, Core operating profit grew **12%** YOY & **5%** QOQ,
- Consolidated ROA (annualized) at **1.83%**, with subsidiaries contributing **7** bps

Strong loan growth delivered across all business segments

- Advances grew **23%** YOY and **5%** QOQ; Domestic loan book grew **26%** YOY and **5%** QOQ
- Retail loans grew **23%** YOY and **4%** QOQ of which Rural loans grew **24%** YOY and **4%** QOQ, SBB¹ book grew **42%** YOY and **9%** QOQ
- Corporate loans grew **21%** YOY and **3%** QOQ, Mid-Corporate (MC) up **37%** YOY and **9%** QOQ, SME loans grew **27%** YOY and **9%** QOQ
- SBB+SME+MC mix at ₹1,886 bn | **21%** of total loans, up over ~**680** bps in last 3 years

Retail term deposits gaining traction, steady growth in granular deposits

- On MEB basis, retail TD grew **15%** YOY & **4%** QOQ SA grew **16%** YOY, CA grew **7%** YOY with CASA ratio at **44%**, total deposits up **18%** YOY & **1%** QOQ;
- On QAB basis,, term deposits (TD) grew by **17%** YOY & **3%** QOQ with retail TD up **13%** YOY and **4%** QOQ
- On QAB basis, total deposits grew by **16%** YOY & **1%** QOQ, SA grew by **17%** YOY & **1%** QOQ, CA grew **11%** YOY, CASA ratio stood at **43%**
- Average LCR during Q2FY24 was ~**118%**, Average LCR Outflow rates improved by ~**550** bps in last 2 years

Well capitalized with self-sustaining capital structure; adequate liquidity buffers

- Self sustaining capital structure with net accretion to CET-1 of **54** bps in H1FY24, **18** bps in Q2 FY24
- Overall capital adequacy ratio (CAR) stood at **17.84%** with CET 1 ratio of **14.56%**
- ₹**5,012** crores of COVID provisions not considered for CAR calculation, provides cushion of **48** bps over the reported CAR
- Excess SLR of ₹ **56,966** crores

Continue to maintain strong position in Payments and Digital space

- **1.21** million credit cards acquired in Q2FY24, incremental CIF market share of ~**15%** in last one year ²
- **2nd** largest player in Merchant Acquiring with terminal market share of **18.6%**, incremental share of **23%** in last one year ²
- Axis Mobile app is the **world's highest** ³ rated mobile banking app on Google Play store with ratings of **4.8** and ~**13** million MAU
- **400+** APIs hosted on Bank's API Developer Portal with **285+** Retail APIs

Declining NPAs and slippages, moderate credit costs

- GNPA at **1.73%** declined by **77** bps YOY and **23** bps QoQ, NNPA at **0.36%** declined **15** bps YOY and **5** bps QoQ, PCR healthy at **79%**
- Coverage ⁴ ratio at **150%**, Standard Covid-19 restructuring implemented loans at **0.19%** of GCA and declined **19** bps YOY
- Gross slippage ratio (annualized) at **1.49%** declined **39 bps** YOY and **38** bps QoQ, Net slippage ratio (annualized) at **0.59%**
- Annualized credit cost at **0.42%**, declined **8 bps** QoQ

Key subsidiaries continue to deliver steady performance

- Total H1FY24 PAT of domestic subsidiaries at ₹**689** crs, up **18%** YOY; Return on investments in domestic subsidiaries at **53%**
- Axis Finance H1FY24 PAT up **26%** YOY, ROE at **15.9%**, total CAR healthy at **17.9%**, asset quality metrics improve with net NPA declining **11** bps YOY to **0.31%**
- Axis AMC's H1FY24 PAT at ₹**189** crores
- Axis Securities H1FY24 PAT up **14%** YOY, Axis Capital executed **48** investment banking deals in H1FY24

QAB: Quarterly Average Balance MAU: Monthly Active Users engaging in financial and non-financial transactions ¹ SBB : Small Business Banking; ² Based on RBI data as of Sep'23

⁴ Coverage Ratio = Aggregate provisions (specific + standard + additional + Covid) / IRAC GNPA ³ across 64 global banks, 82 fintechs and 9 neo banks with 2.2 mn+ reviews

Key metrics for Q2FY24

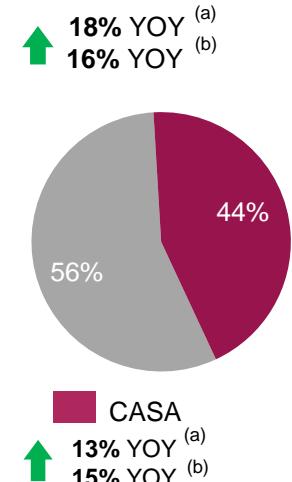
Snapshot (As on 30th September 2023)



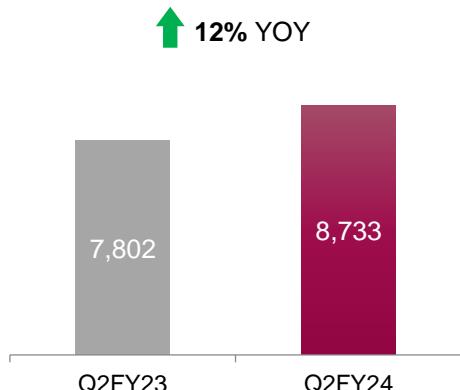
	Absolute (₹ Cr)			QOQ	YOY Growth	
	Q2FY24	Q1FY24	H1FY24	Q2FY24	Q2FY24	H1FY24
Profit & Loss						
Net Interest Income	12,315	11,959	24,273	3%	19%	23%
Fee Income	4,963	4,488	9,451	11%	31%	30%
Operating Expenses	8,717	8,232	16,948	6%	34%	31%
Operating Profit	8,632	8,814	17,446	(2%)	12%	28%
Core Operating Profit	8,733	8,295	17,028	5%	12%	19%
Profit after Tax	5,864	5,797	11,661	1%	10%	23%
Balance Sheet						
	Q2FY24			YOY Growth		
Total Assets	13,38,914			13%		
Net Advances	8,97,347			23%		
Total Deposits	9,55,556			18%		
Shareholders' Funds	1,36,702			10%		
Key Ratios						
	Q2FY24 / H1FY24		Q2FY23 / H1FY23			
Diluted EPS (Annualised in ₹) (Q2/H1)	75.28 / 75.28		68.36 / 61.27			
Book Value per share (in ₹)	444		405			
Standalone ROA (Annualised %) (Q2/H1)	1.76 / 1.78		1.80 / 1.62			
Standalone ROE (Annualised %) (Q2/H1)	18.30 / 18.72		18.49 / 16.80			
Cons ROA (Annualised %)	1.83 / 1.81		1.87 / 1.66			
Cons ROE (Annualised %)	18.67 / 19.04		18.90 / 17.25			
Gross NPA Ratio	1.73%		2.50%			
Net NPA Ratio	0.36%		0.51%			
Basel III Tier I CAR ^(e)	15.08%		15.75%			
Basel III Total CAR ^(e)	17.84%		17.72%			

(a) Period end balances (b) Quarterly average balance (c) Overall (d) Domestic book (e) including profit after tax for H1

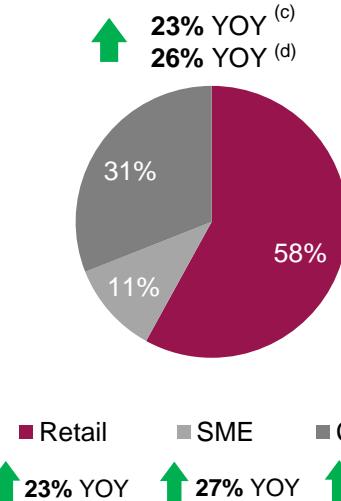
Deposits



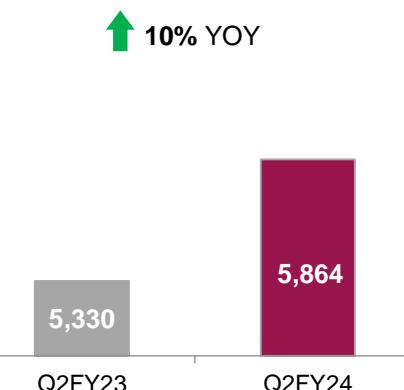
Core Operating Profit (in ₹ Crores)



Advances

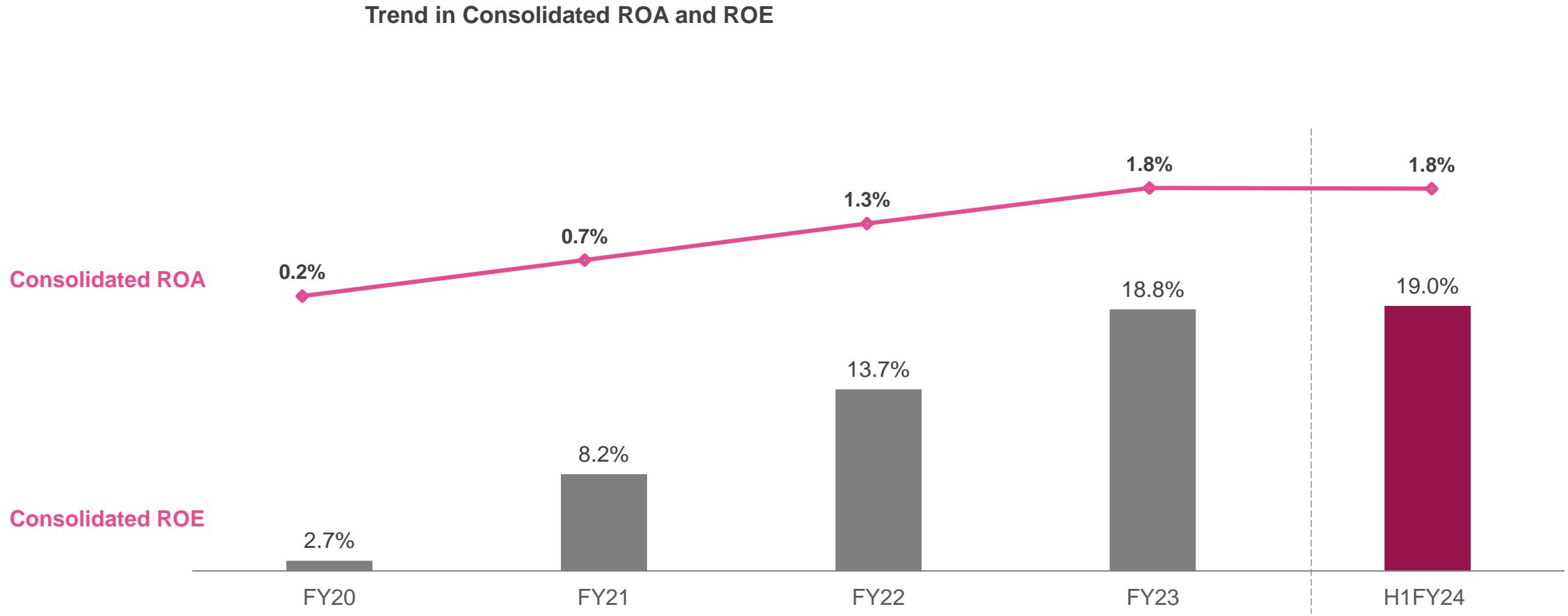


Profit After Tax (in ₹ Crores)



Quarterly Results Q2FY24

We have delivered consistent and robust improvement in shareholder return metrics



Executive Summary

Financial Highlights

Capital and Liquidity Position

Business Segment Performance

Asset Quality

Sustainability

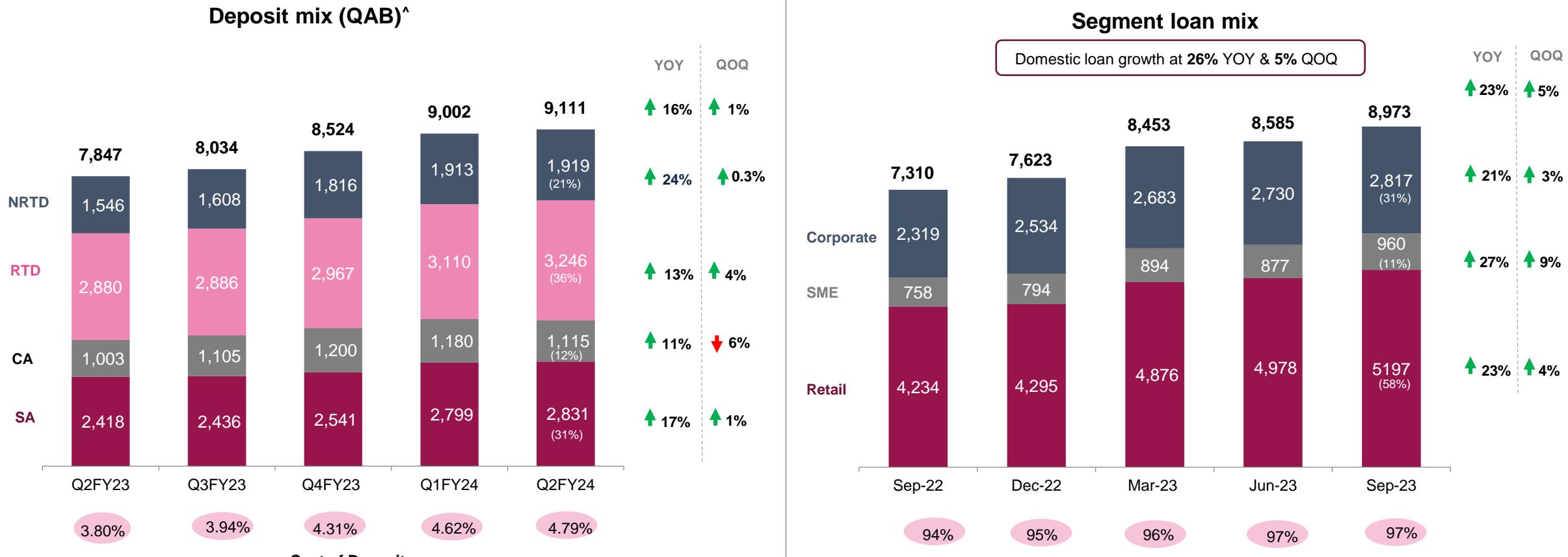
Subsidiaries' Performance

Other Important Information

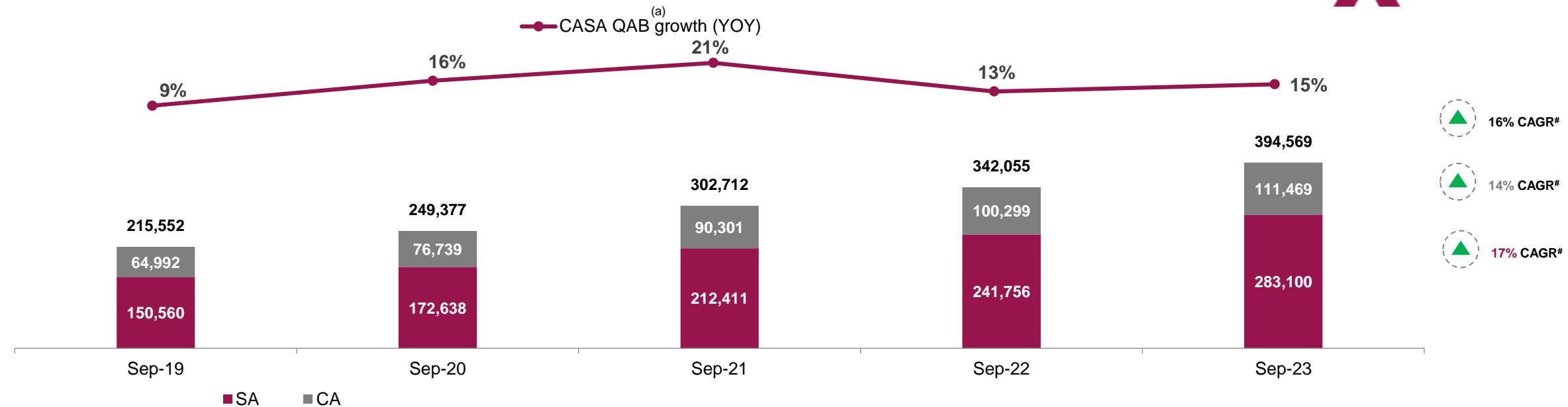
Deposit and Loan growth performance



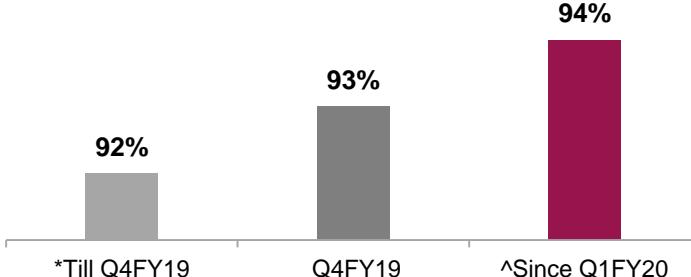
All figures in ₹ Billion



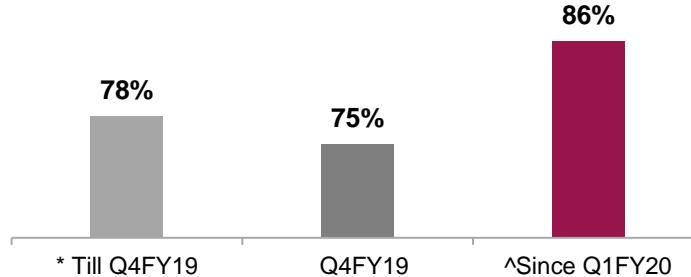
Trend in CASA growth



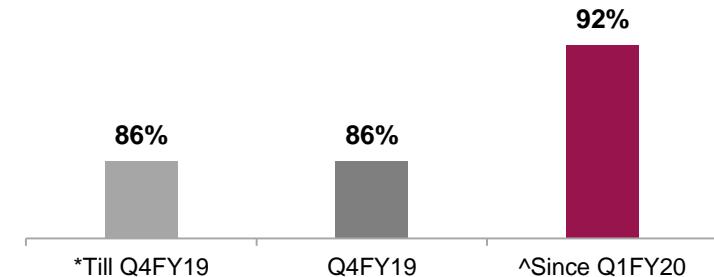
**SA QAB as % of period end
SA balances**



**CA QAB as % of period end
CA balances**

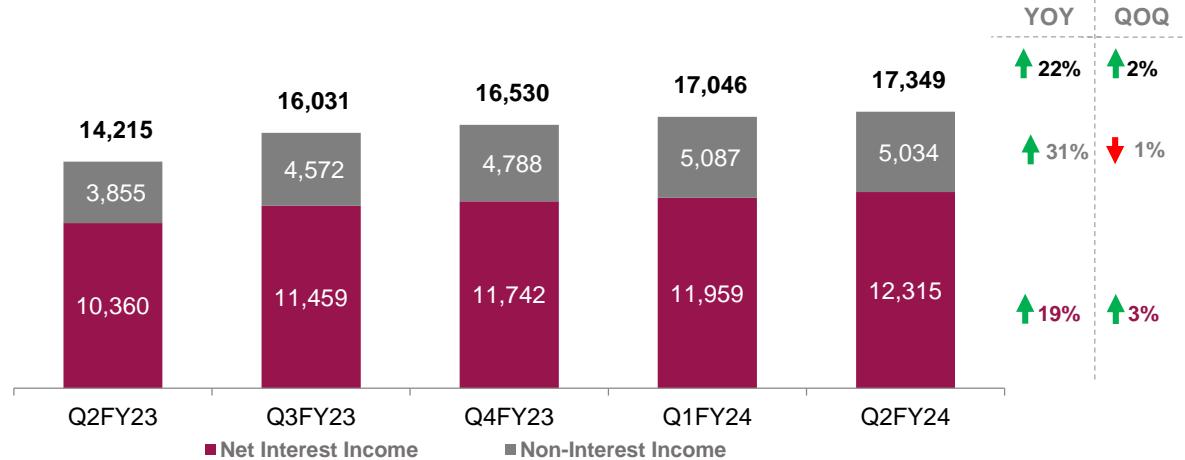


**CASA QAB as % of period end CASA
balances**

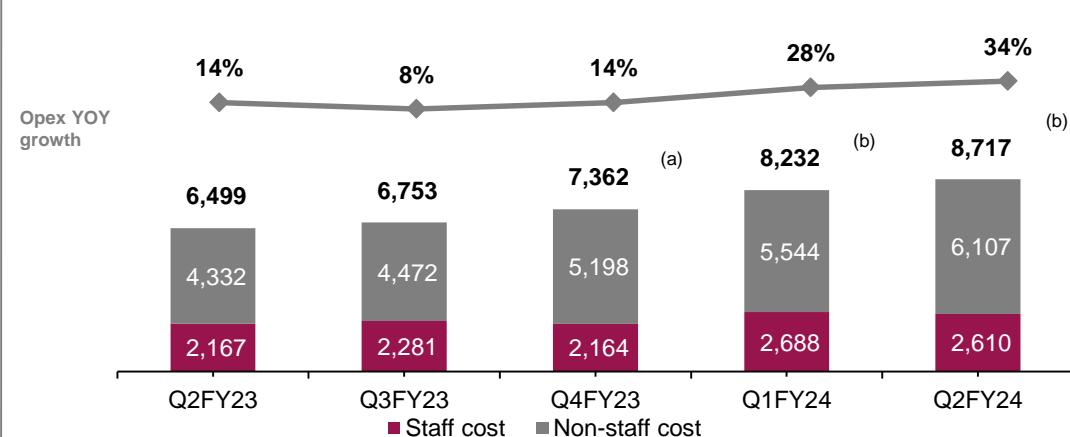


Operating revenue up 22% YOY, Core Operating profit up 12% YOY, PAT up 10% YOY

Operating revenue



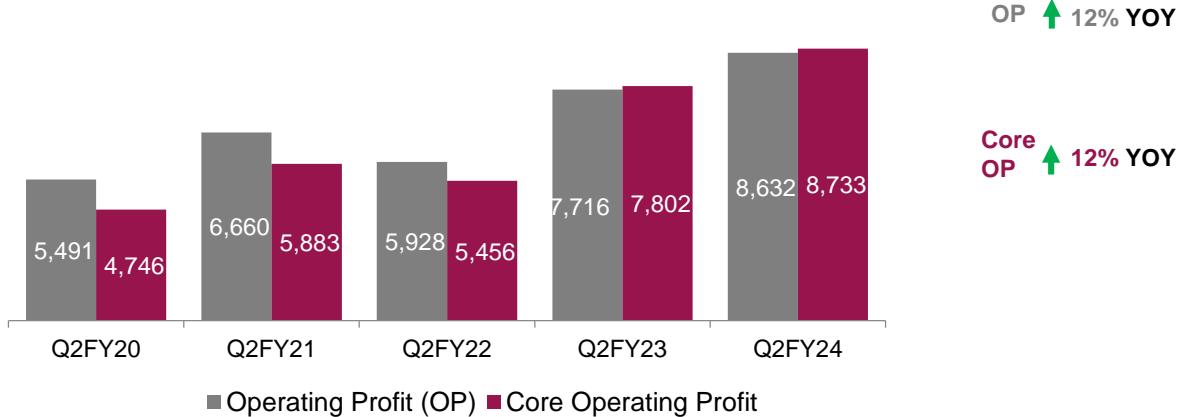
Operating expense



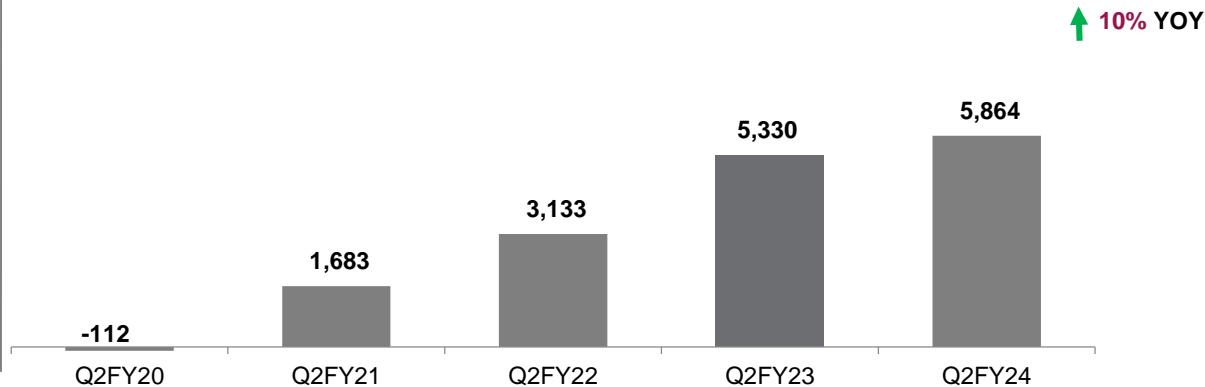
(a) Including one month integration expenses plus Citi business operating expenses

(b) Including three month's integration expenses plus Citi business operating expenses

Operating profit & Core Operating profit



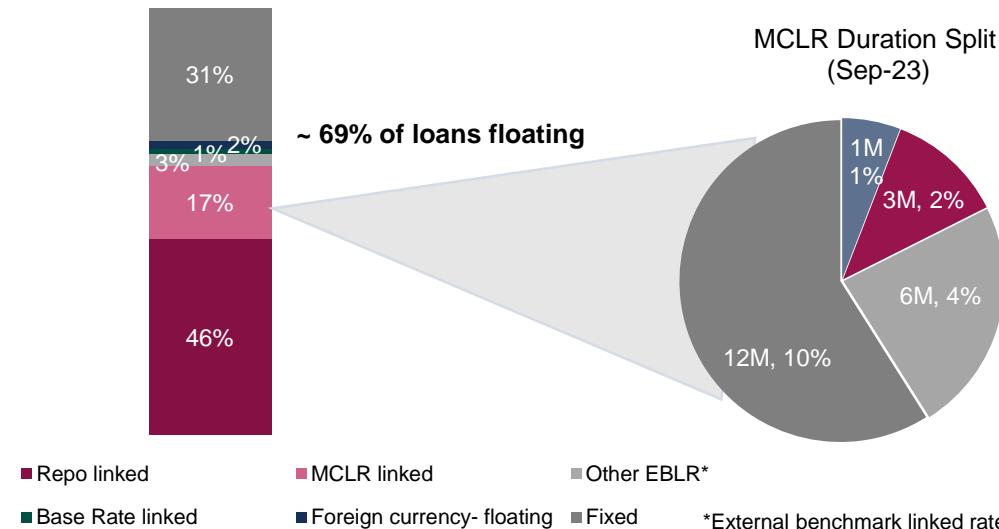
Profit after tax



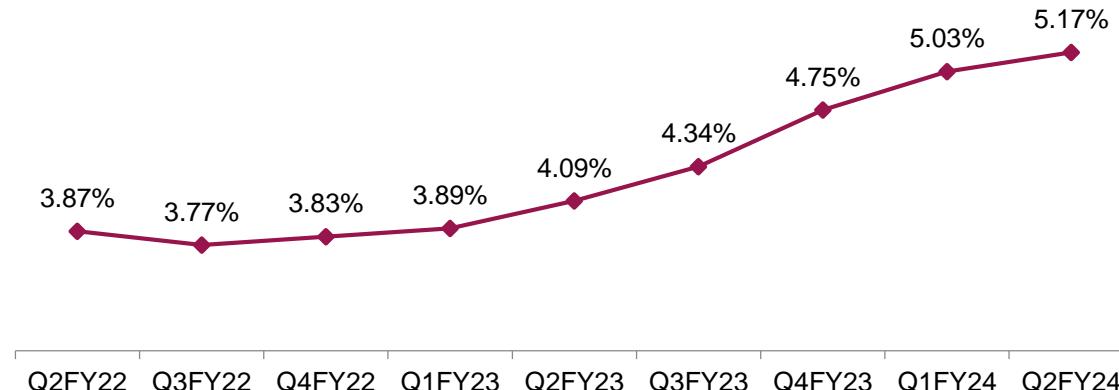
Net interest margin improved 15 bps YOY



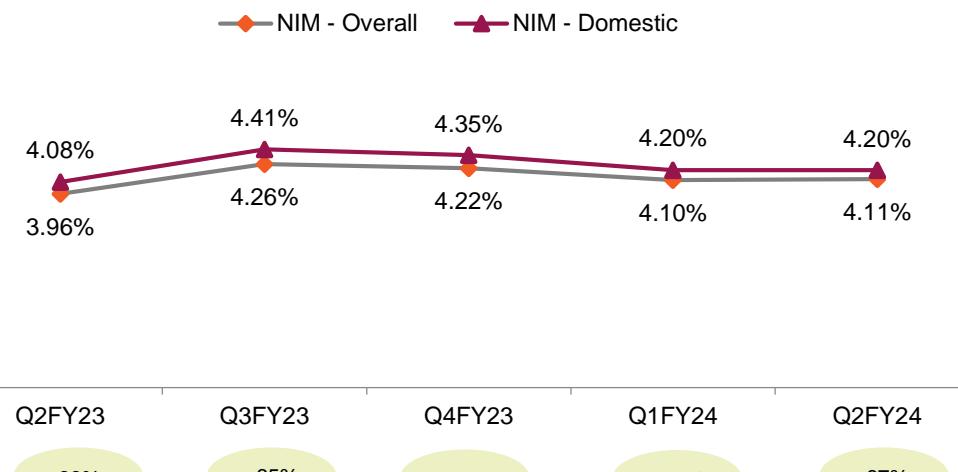
Advances mix by rate type



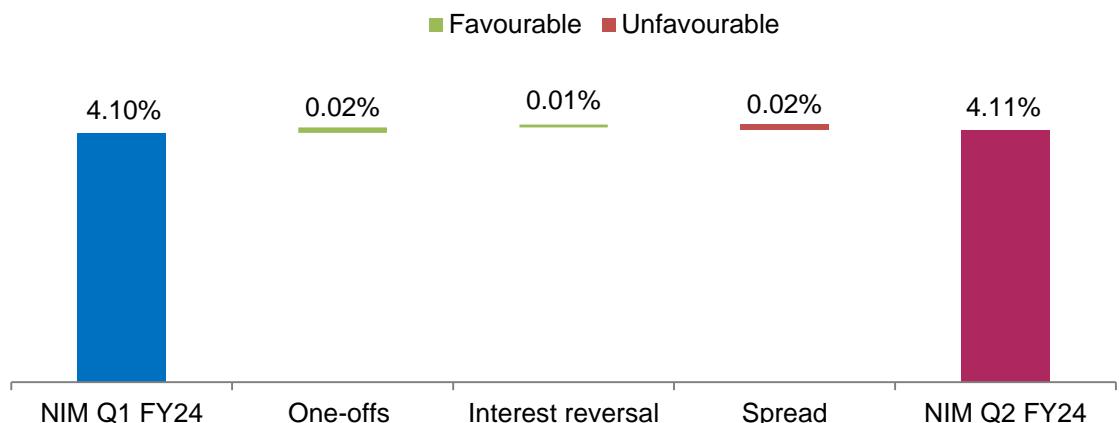
Cost of Funds



Net interest Margin (NIM)



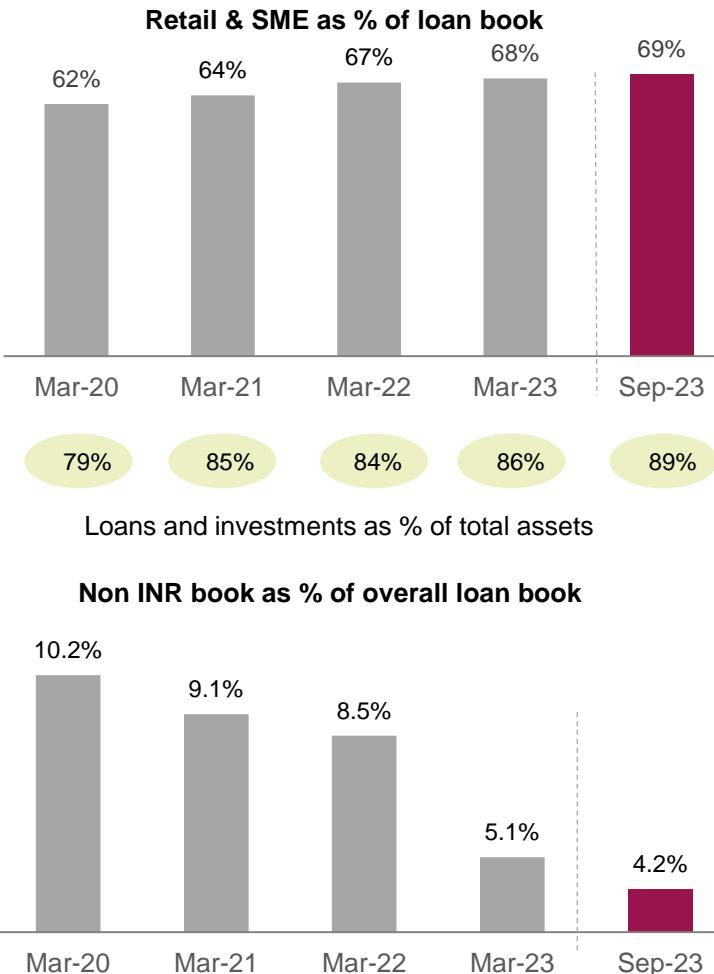
NIM Movement - Q1 FY24 to Q2 FY24



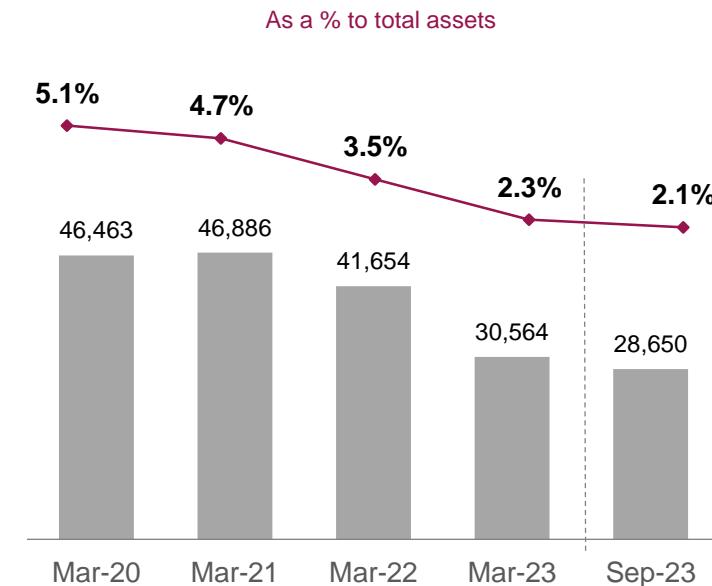
NIM improvement led by structural drivers across the businesses



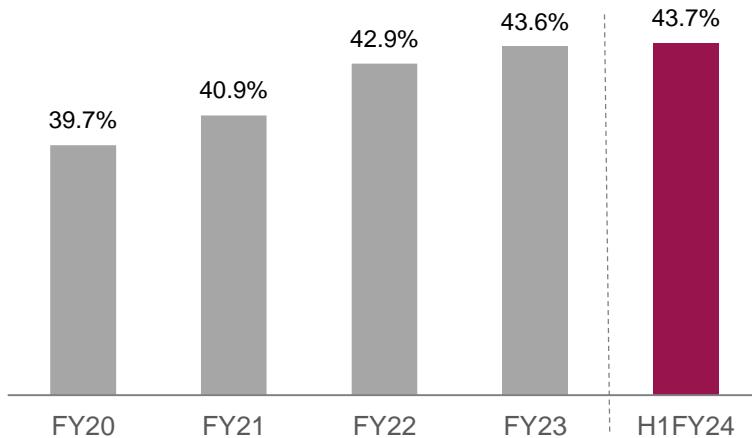
1 Improvement in balance sheet mix



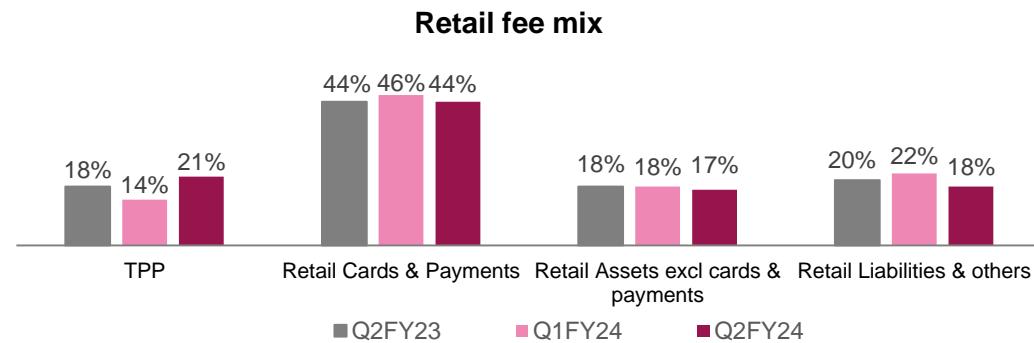
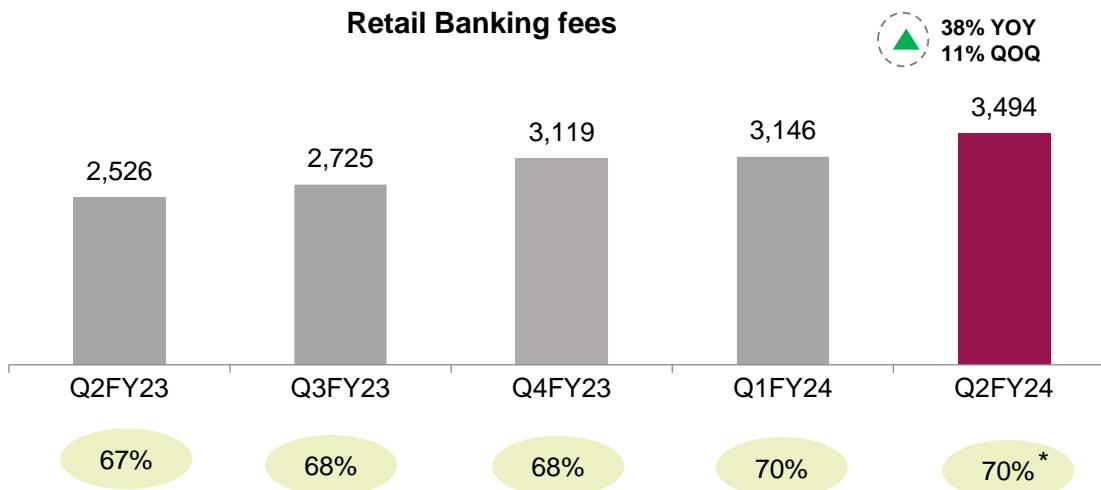
2 Reducing share of low yielding RIDF bonds



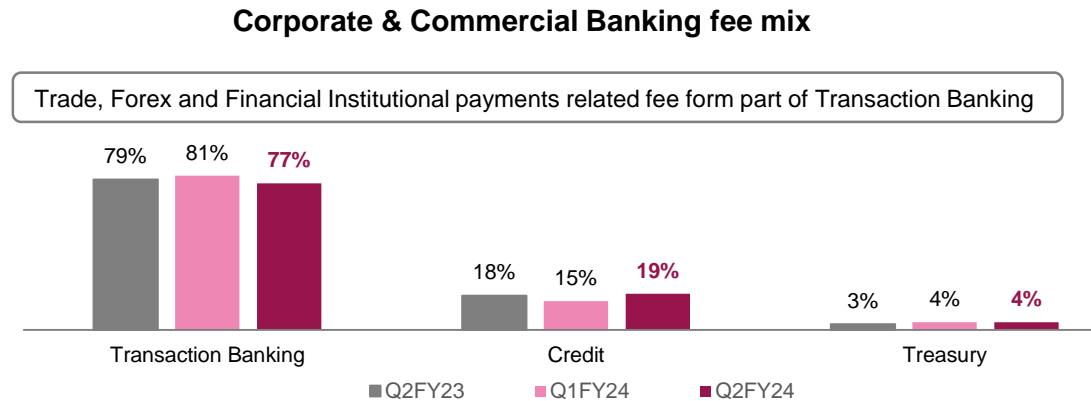
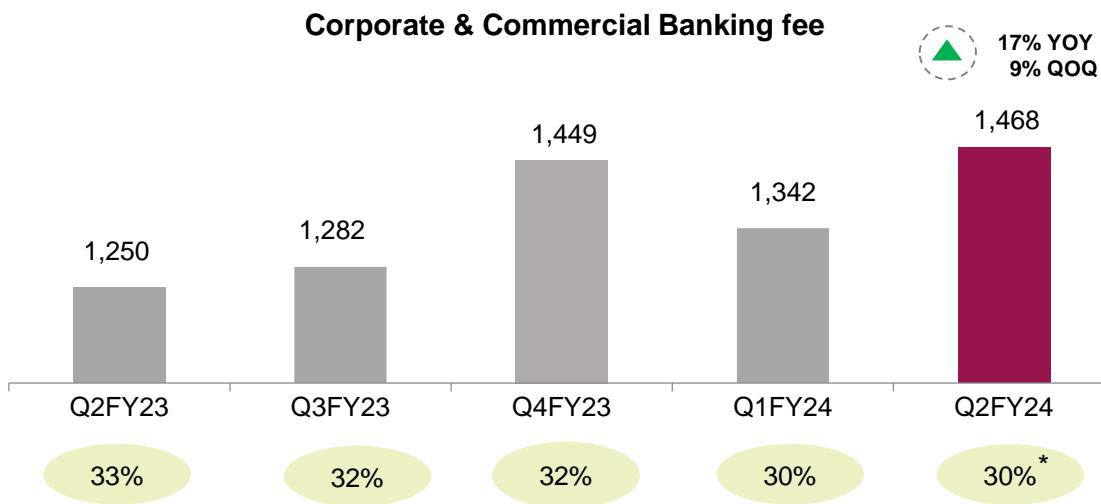
3 Improvement in composition reflected through improvement in average CASA%



Strong growth in fees; granularity built across our business segments



- **39% YOY & 4% QOQ** growth in Retail Cards & payments fees;
- **38% YOY & 17% QOQ** growth in Retail Assets fees (excl cards & payments)
- **62% YOY & 72% QOQ** growth in Third Party products (TPP) related fees

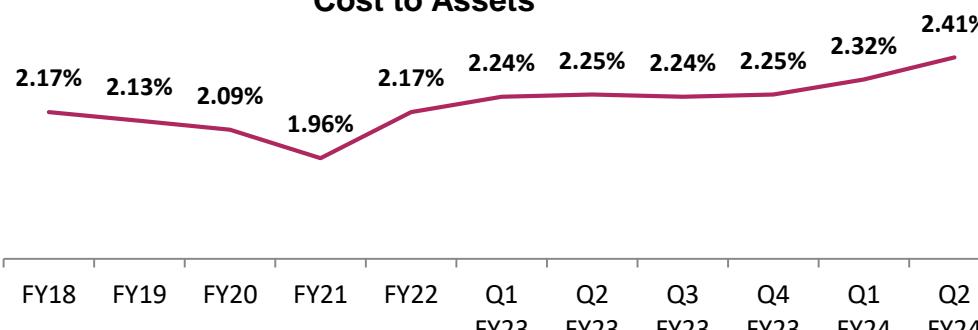
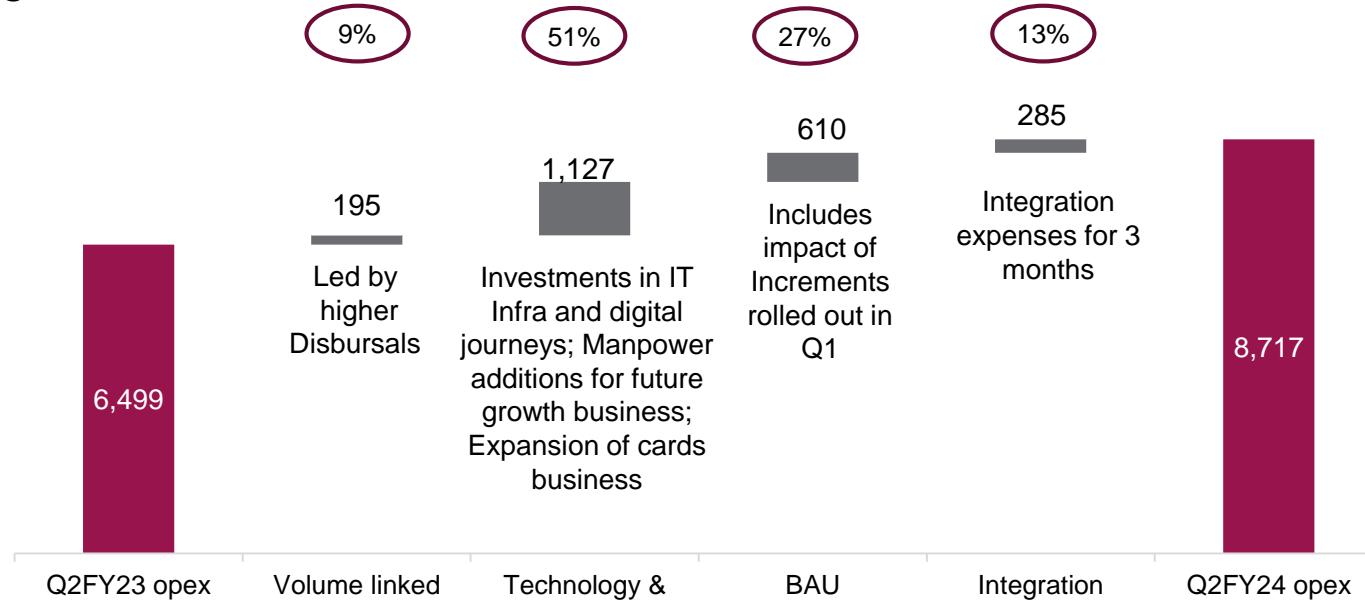
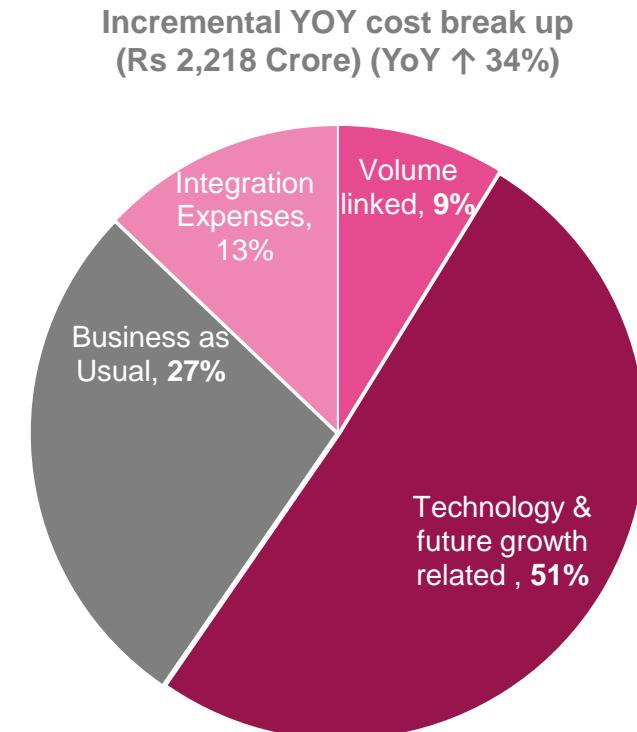


- **13% YOY & 7% QOQ** growth in traditional Transactional Banking fees excluding forex & trade
- **25% YOY & 4% QOQ** growth in forex income, **26% YOY & 39% QOQ** growth in credit related fees

Cost growth at 34% YoY; integration expenses contribute 4% to YoY growth; continue to invest in technology and growth related businesses;



YoY Incremental Opex in Q2FY24 was led by Growth Business and Integration related expenses



* Computed as summation of operating expenses for last 4 quarters divided by average assets for last 4 quarters

- Given the strong momentum across our businesses; we remain committed to consciously invest in our focus business segments
- We remain committed to achieving a cost to asset ratio of around 2% in the medium term (excluding CITI bank expense and integrations costs)

Executive Summary

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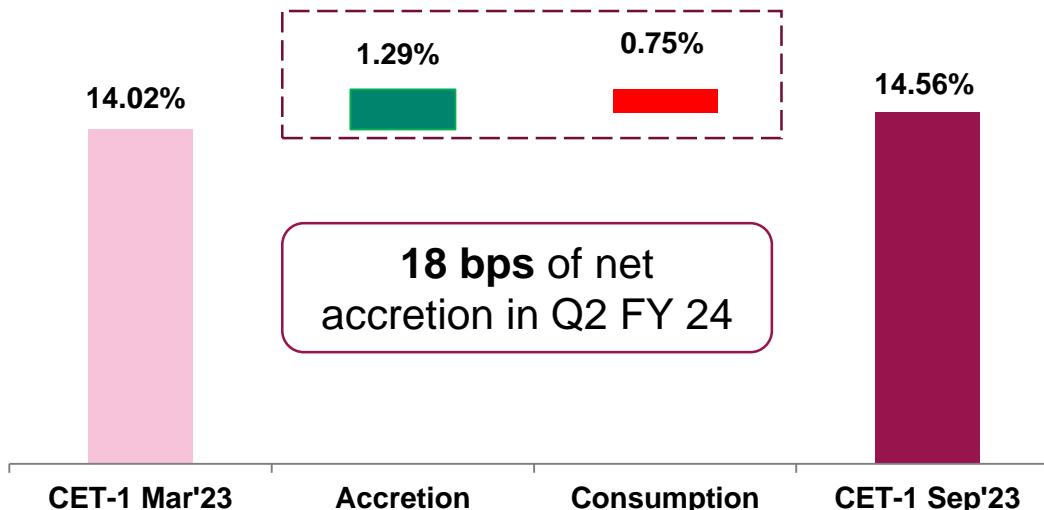
Subsidiaries' Performance

Other Important Information

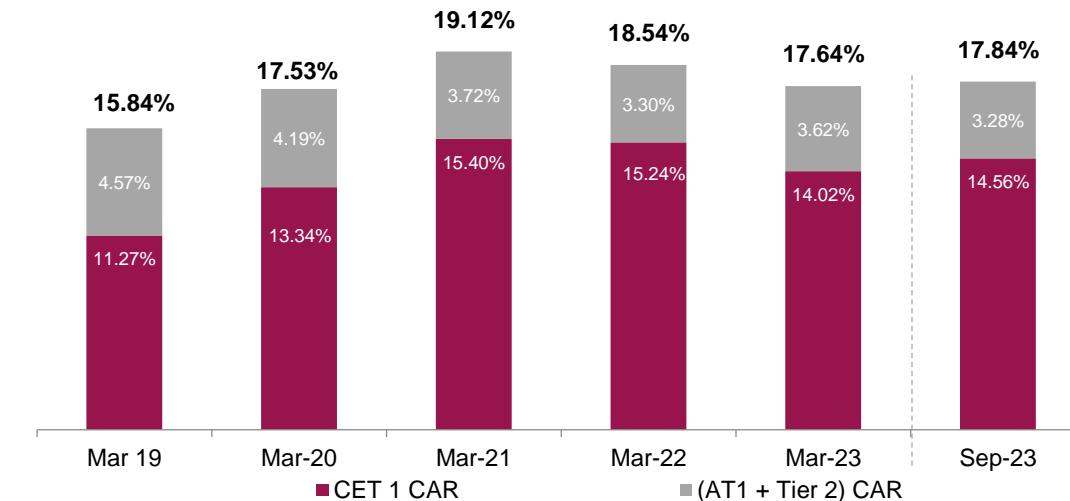
Strong capital position with adequate liquidity



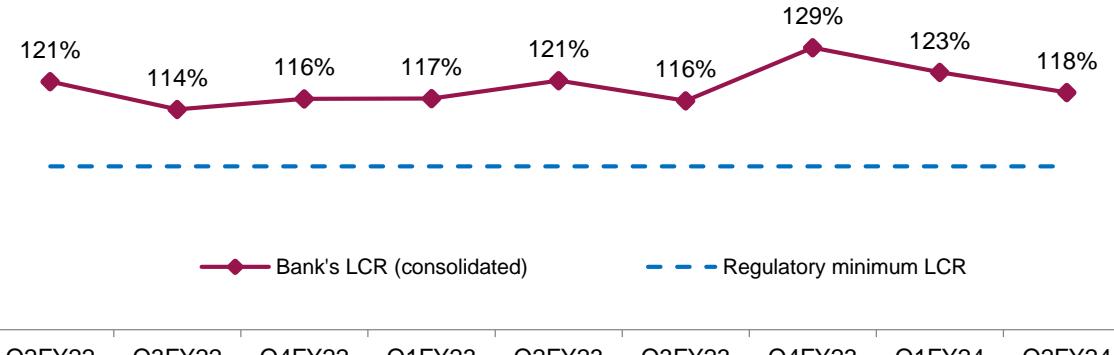
Net accretion to CET-1 of 54 bps in H1FY24



Bank's Capital Adequacy Ratio

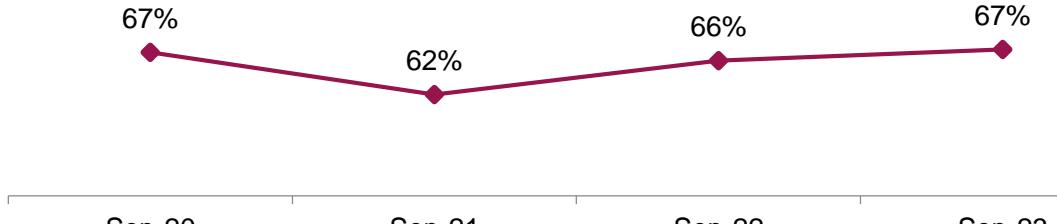


Liquidity Coverage Ratio (consolidated)



- The Bank holds excess SLR of ₹56,966 crores

RWA to Total Assets



Quarterly Results Q2FY24

Executive Summary

Financial Highlights

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Sustainability

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Other Important Information

Retail Banking

~43 Mn

*Individual
customers*

4th

*Largest issuer of
Credit Cards*

₹4.53 Tn

*AUM in wealth
management*

23%

*YOY growth in
Retail advances*

24%

*YOY growth in
Rural advances*

58%

*Share of
Advances~*

17%

*YOY Growth in SA
QAB* deposits*

44%

*CASA ratio
(MEB**)*

70%

*Share in
total fee^*



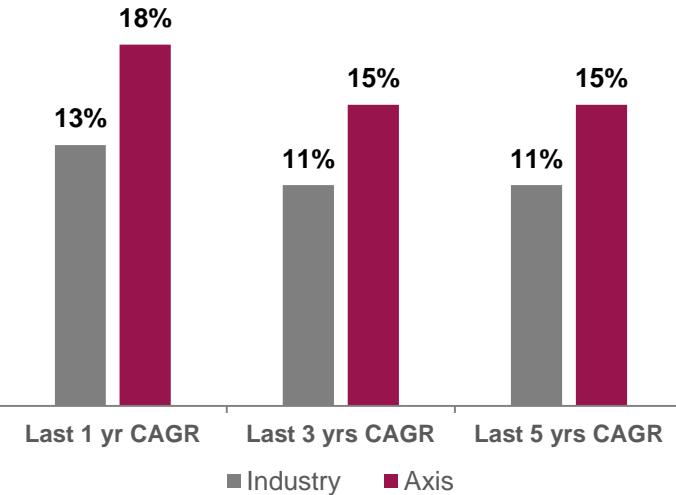
~ share in Bank's total advances, ^ share in Bank's total fee for Q2FY24

*QAB – Quarterly Average Balance, **MEB: Month End Balance

Deposit franchise continues to grow faster than the industry with improvement in quality and composition...



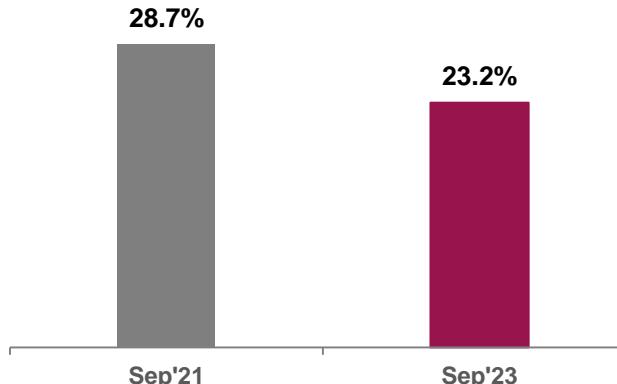
We have grown faster than industry consistently...



Gained incremental market share of **6.2%** in last 3 years as against closing market share of 4.8% as of Sep'23

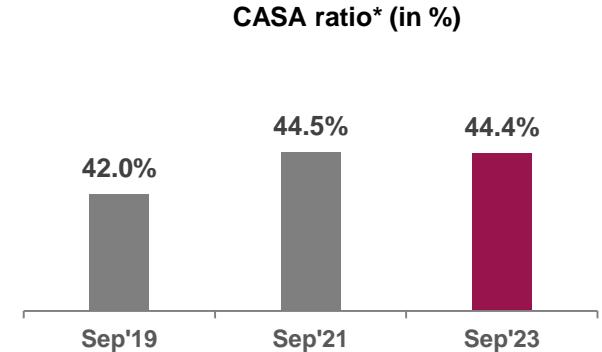
...with improvement in the quality of deposits...

~550 bps reduction in outflow rates in last 2 years

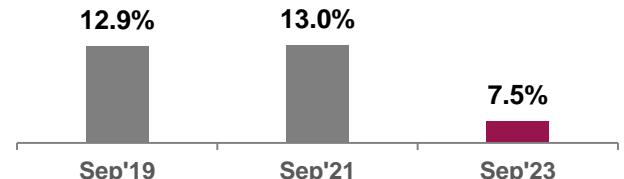


Outflow rates are now among the best in the industry

...while delivering healthy CASA levels and reducing borrowings



Borrowing (excl refinance) as % of (Deposits + Borrowings)



* On MEB

Source: RBI, Axis Bank reported data

Quarterly Results Q2FY24

...led by multiple initiatives across the Bank

Focus on Productivity & Micro market strategy	Premiumization	Bharat Banking	Exclusively curated product propositions	Digital, transformation Partnerships
<p>52% increase in # of districts with total deposits market share of over 5% in last 3 years ¹</p> <p>67% of customer requests serviced digitally as part of Branch of the Future</p> <p>Calibrated branch expansion strategy; added 850+ branches in last 4 yrs</p>	<p>31% CAGR in Burgundy wealth management AUM since Mar'17</p> <p>Project Triumph and “Right fit” strategy to accelerate Premiumization'</p> <p>‘Burgundy Promise’ & ‘Burgundy Circle of Trust’ launched industry first servicing proposition</p>	<p>16% YOY growth in new salary labels acquired in Q2FY24</p> <p>ULTIMA Salary remains amongst the best offerings available in the market today</p> <p>New ‘PRIORITY’ and ‘Silver Linings’ launched in FY23 gaining traction</p>	<p>63K+ extensive distribution network of Common Service Centers (CSC) VLEs ²</p> <p>New SA proposition “Sampann” launched for RUSU locations</p> <p>eKYC BioM based CASA platform, enabling deepening of liabilities products through partnership ecosystem</p>	<p>Project NEO aiding higher contribution from transaction-oriented flow businesses</p> <p>63% YOY growth in individual RTD by value sourced digitally</p> <p>Siddhi empowering Axis bank colleagues to engage with customers seamlessly</p>

1.48 mn

new SA accounts acquired in Q2FY24

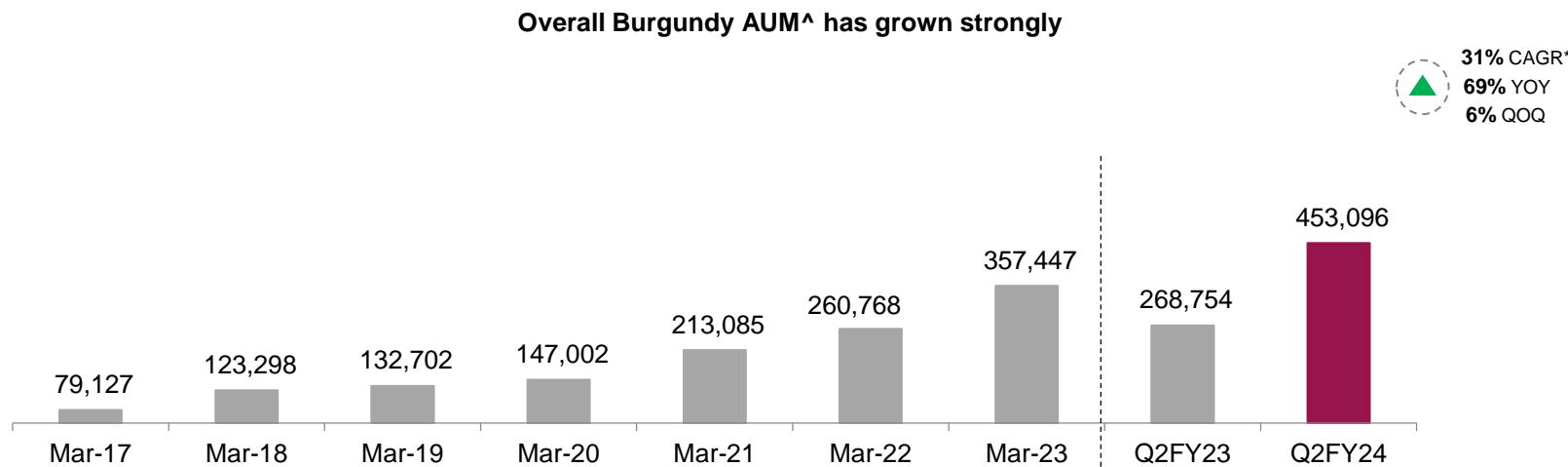
13.4%

growth in deposits from Bharat banking

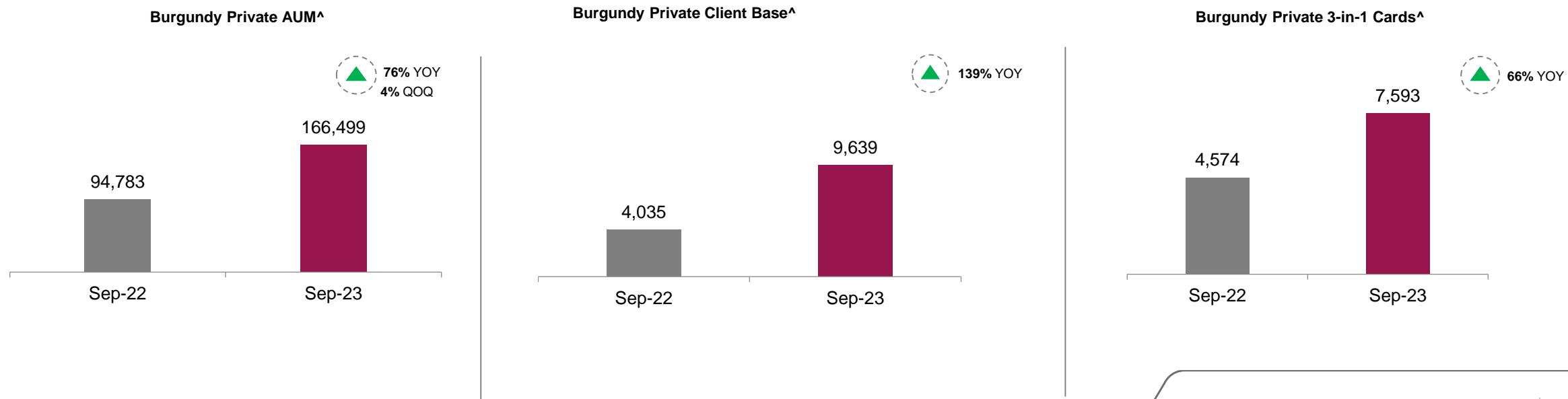
1.67 mn

Retail Term Deposits acquired in Q2FY24

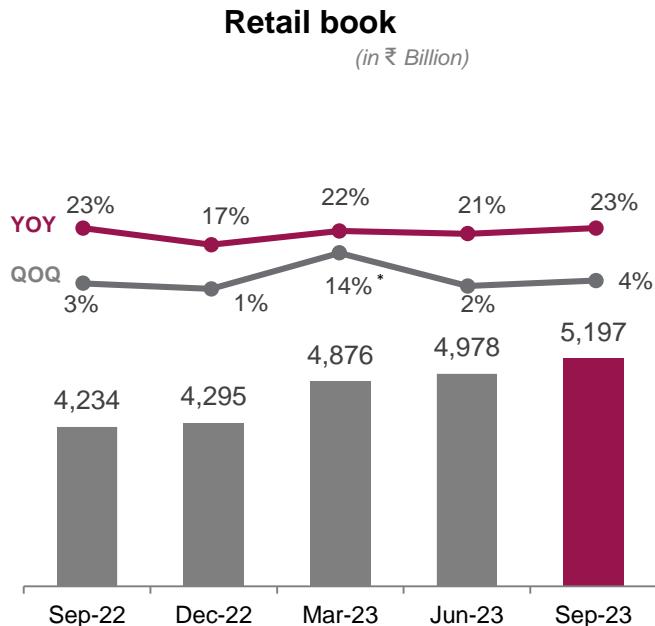
The Bank is a leading player in India's Wealth Management space



* CAGR for period Mar-17 to Sep-23



₹5 trillion Retail loan book remains well diversified

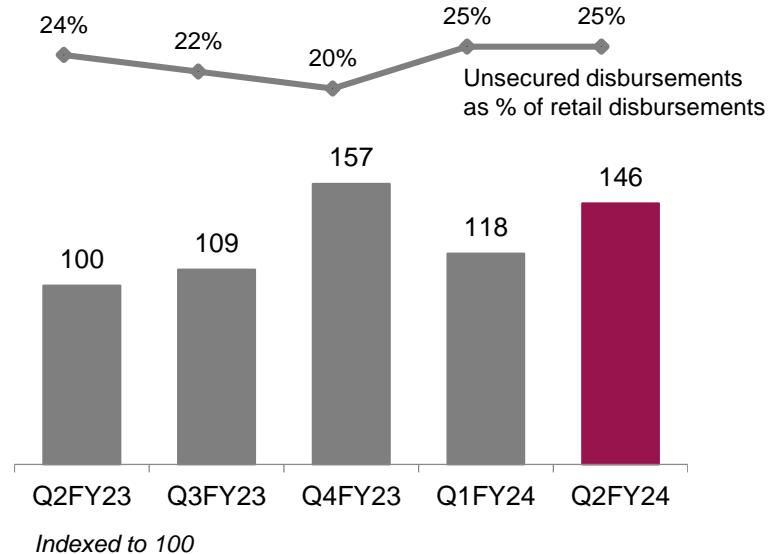


~ 76% of our retail book is secured

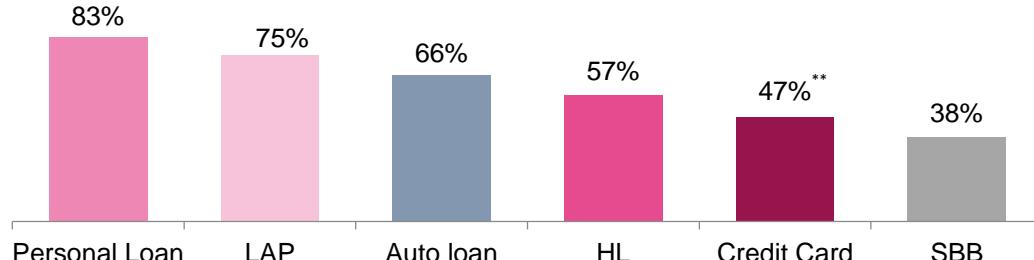
in Rs Crores	Sep-23	QOQ	YOY	% Prop
Home Loans	1,59,173	2%	9%	31%
Rural loans	74,663	4%	24%	14%
Personal loans	61,168	8%	25%	12%
Auto loans	55,577	4%	22%	11%
LAP	53,850	6%	23%	10%
SBB	50,292	9%	42%	10%
Credit Cards	35,848	3%	72%	7%
Comm Equipment	11,169	2%	50%	2%
Others¹	17,996	9%	22%	3%
Total Retail	5,19,736	4%	23%	100%

(1) Others comprise of supply chain finance loans, education loans, gold loans etc.

Retail disbursement trends and mix



ETB[^] mix in retail portfolio



100% of PL and 75% of Credit Cards portfolio is to salaried segment

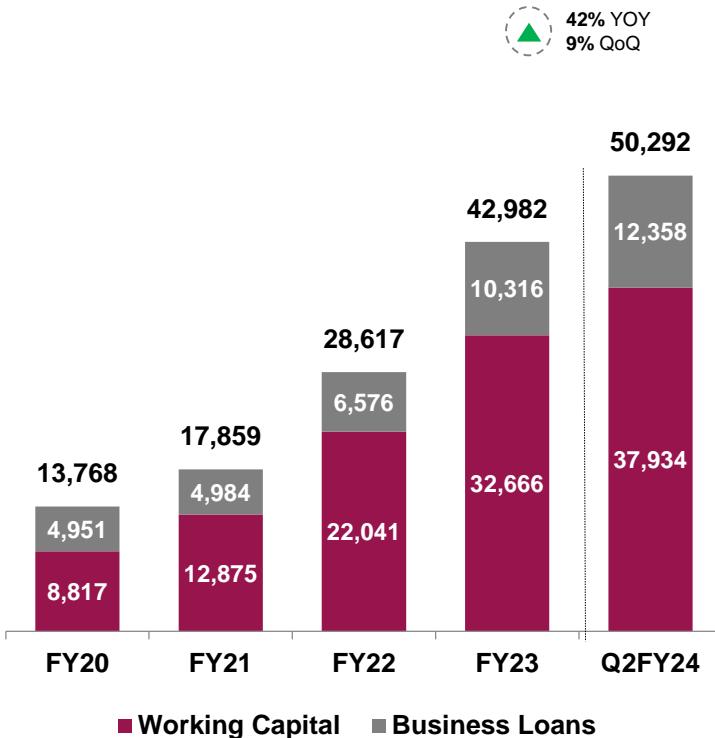


Average LTVs:
53% in overall home loan portfolio
37% in LAP portfolio

Small Business Banking segment is well diversified and continues to grow strongly...



SBB portfolio (in ₹Cr.)



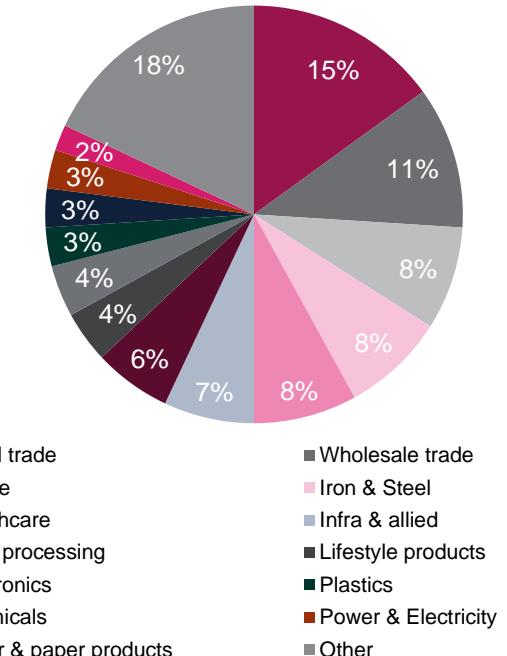
- ₹50,292 crores overall book with Business Loan book of ₹12,358 crores
- 75% value contribution from Secured products (working capital, overdraft, term loans, etc.)
- 110 lakh+ average ticket size of working capital secured loans
- 90%+ of SBB working capital portfolio is PSL compliant
- EWS portfolio monitoring indicates risks well under control
- Digital Quick OD launched
- 85% Branch contribution to total business



24x7 Business loans :

End to End digital lending contributes 57%+ to overall unsecured BL disbursements

Well diversified customer base



...led by our innovative product offerings and transformation initiatives



SBB Working Capital Loan

24x7 Quick OD
Digital | Instant | Simple



Features

- Loan up to Rs. 15 lacs
- Paperless & Convenient
- Instant decision in 3 steps
- Collateral Free
- Interest only on utilization

Requirements:

- Minimum business vintage of 2 Years.
- Sole banking relationship with Axis bank

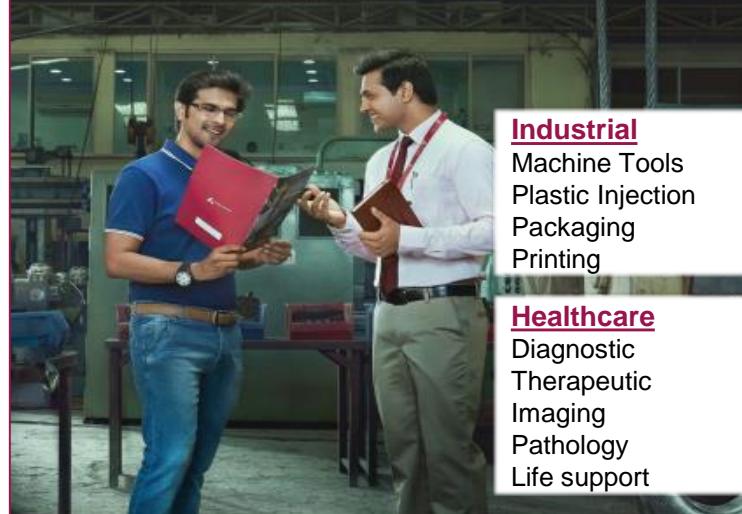
SBB Business Loans

- 24 X 7 Business Loan – Paperless Journey
- Phygital Processing with Integrated Work Flow



SBB Equipment Finance

- Loans up to 10Cr for Industrial & Health Care Equipment



Industrial
Machine Tools
Plastic Injection
Packaging
Printing

Healthcare
Diagnostic
Therapeutic
Imaging
Pathology
Life support

One Axis approach

- Platinum & Bharat Bank franchise driving branch growth
- Synergies with Merchant Acquiring
- Leveraging AVC Channel for better lead conversion

'SBB Sankalp' project to further improve efficiencies and deliver superior TATs by re-imagining and digitizing underwriting systems and loan disbursals

'Bharat Banking' strategy delivering early results



- Drive higher business growth and increase market share in Rural and Semi Urban (RuSu) markets through asset led liability strategy
- Lending opportunities in RuSu markets to complement the Bank's overall PSL strategy meaningfully

Focus on building a distinctive model for Bharat



One Axis solutioning approach



Distinctive Bharat specific capability stack



Embed banking in the digital ecosystem of the clients

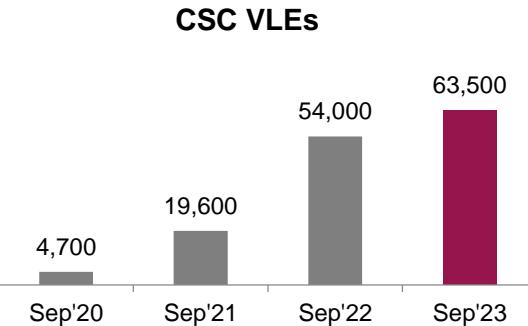


Enhancing Brand in the RuSu markets



Use of alternate ecosystems to leverage data & UW customers better

Significantly Increase in coverage in RuSu markets



3X
growth in CSC VLEs in last 2 years

2,373

Bharat Banking branches
as of Sep'23

... has delivered strong growth across key metrics

24%

YOY growth in
Rural advances

37%

YOY growth in
disbursements

13%

YOY growth
in deposits

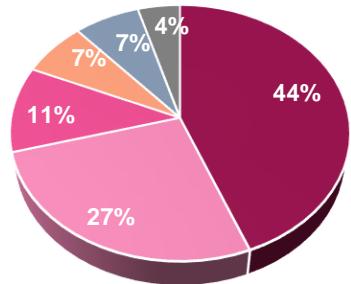
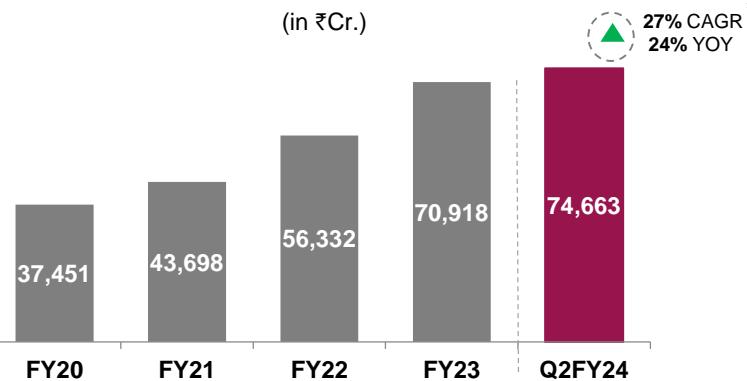
Rural portfolio is well diversified, offering holistic and integrated financial solutions by leveraging technology and partnerships



Well diversified rural lending portfolio with presence across 660+ districts across India

Rural loans portfolio & composition

(in ₹Cr.)



- Farmer Finance
- Bharat Enterprises
- Gold
- MFI-Retail
- MFI-Wholesale
- Farm Equipment

The book is well diversified across regions

#Sep-20- to Sep-23

... and leveraging technology and partnerships

Farmer Funding

- Scaling up business by enhancing crop coverage, adding partnerships & better customer retention
- Building a digital KCC along with RBI Innovation hub

Bharat Enterprises

- Widen the product suite to cover multiple financing needs in the agri value chain such as FPO, AIF etc. and a new line of business for lower ticket micro enterprises
- Increasing revenue per customer through fee based products such as Forex

Farm Mechanization Loans

- Enhanced proposition for existing customers through standalone farm equipment, and used tractors
- A revamped customer journey will go live in Q3

Gold loans

- Enhancing distribution by increasing branch coverage and scaling up volumes from partnerships
- Live with the digital gold loan journey (Phase-1)

Microfinance - Retail

- Accelerating growth through new propositions for graduating JLG customers, and cross-sell retail products

One Axis Platform

- Deepen the partnership with various parts of the bank to build Bharat specific propositions for liabilities, assets and other fee-based products

... focused on capitalizing opportunities in each segment...

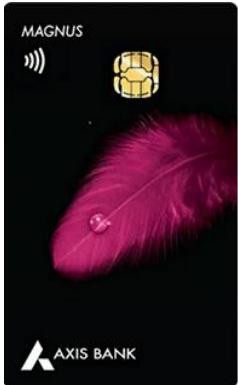
- Live with eKYC based CASA opening at a partner location, and extending the same journey for FD and other liability products
- Digital end to end co-lending journey is scaling up well and live with 8+ partners
- Launched an FPO financing with ITC MAARS and extending credit to the farmers on their application
- Redesigning end to end customer journeys to reduce TAT and improve customer experience in all high growth products
- Building a dedicated distribution architecture to capture financial flows from the Mandi network
- Multi product distribution architecture scaling up well, driving cross-sell to increase product coverage
- Leverage the tech stack of Agritech and Fintech companies to serve the Bharat customer
- Better data farming for underwriting and cross sell opportunities esp. using alternate data
- Launching more sales enablement tools to enable sales team to self source multiple products

Strong growth in Credit Card issuances

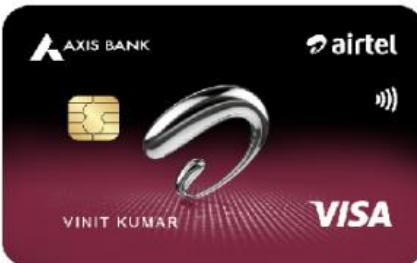


Increase in Cards in force (CIF) market share with increasing card issuances aided by KTB[^] partnerships

Axis Bank Magnus Credit Card



Airtel Axis Bank Credit Card

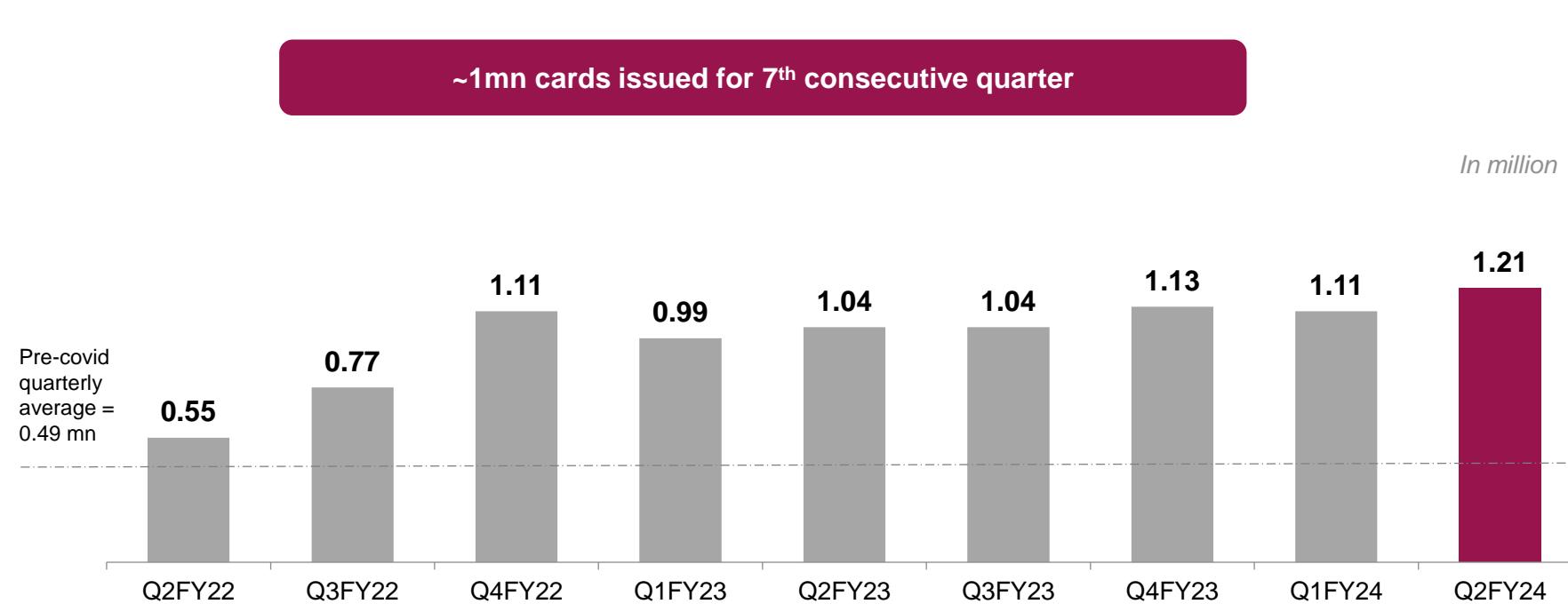


Indian Oil Axis Bank Credit Card



~1mn cards issued for 7th consecutive quarter

In million



34%

share of KTB¹ sourcing to total card issuances in H1FY24

15%

incremental CIF market share in last 12 months

14.1%

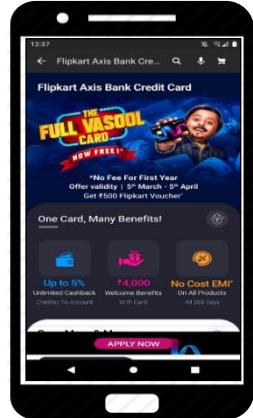
period end market share for credit cards in force as of Sep'23

11.5%

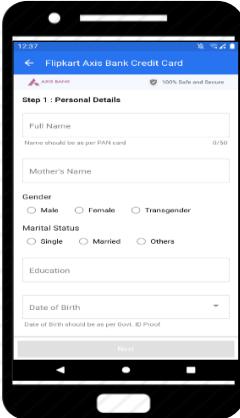
spends market share in Q2FY24

¹ Known to Bank
RBI data as on Sep'23

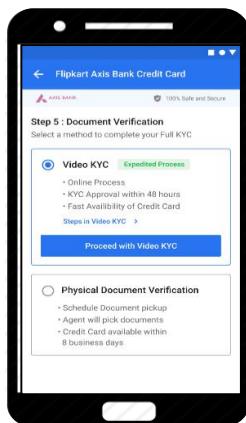
End to End Digital KTB acquisition journey with best in class early activation and spend metrics for Flipkart Axis Bank Credit Card



Customer clicks on Flipkart Axis Bank Credit card banner and can view details



Customer fills up the form and submits the application



Approved customers complete KYC and income verification via digital or physical channels



3.89 mn^{\$} CIF for Flipkart Axis Bank Credit Card,

making it one of the fastest growing co-brand portfolio since its launch in July 2019

71% monthly activity rate* - Best in class engagement in Retail segment

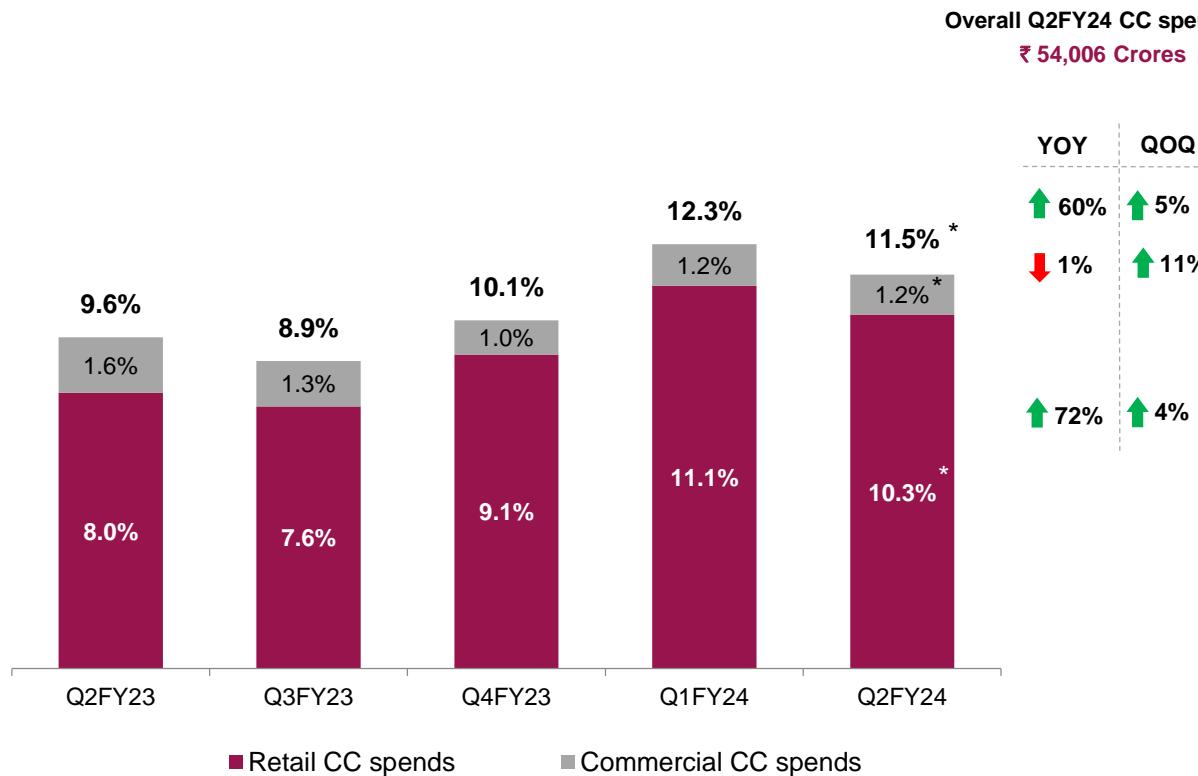
*Based on the average data for Apr'23 to Aug'23 for cards acquired via Flipkart Platform
\\$ CIF as of 30th Sep'2023

Retail spends up 72% YOY, and related market share up ~236 bps YOY

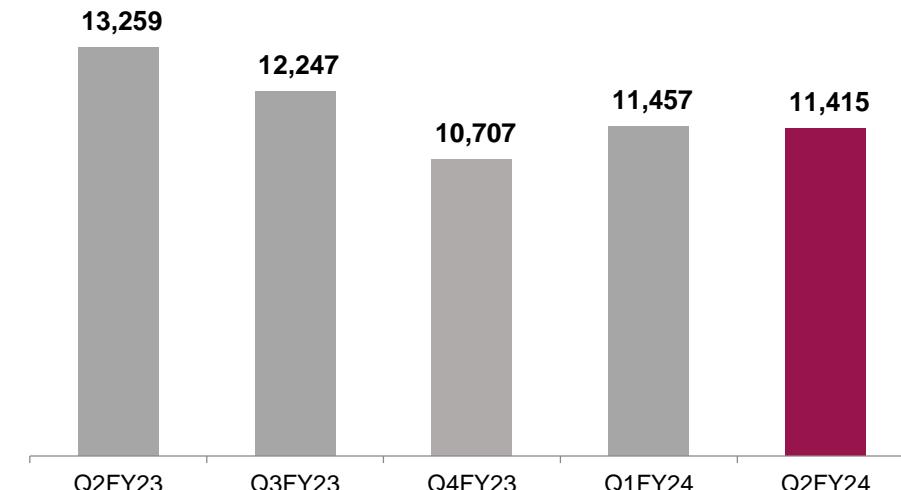


All figures In ₹ Cr

Trend in Credit Card spends market share



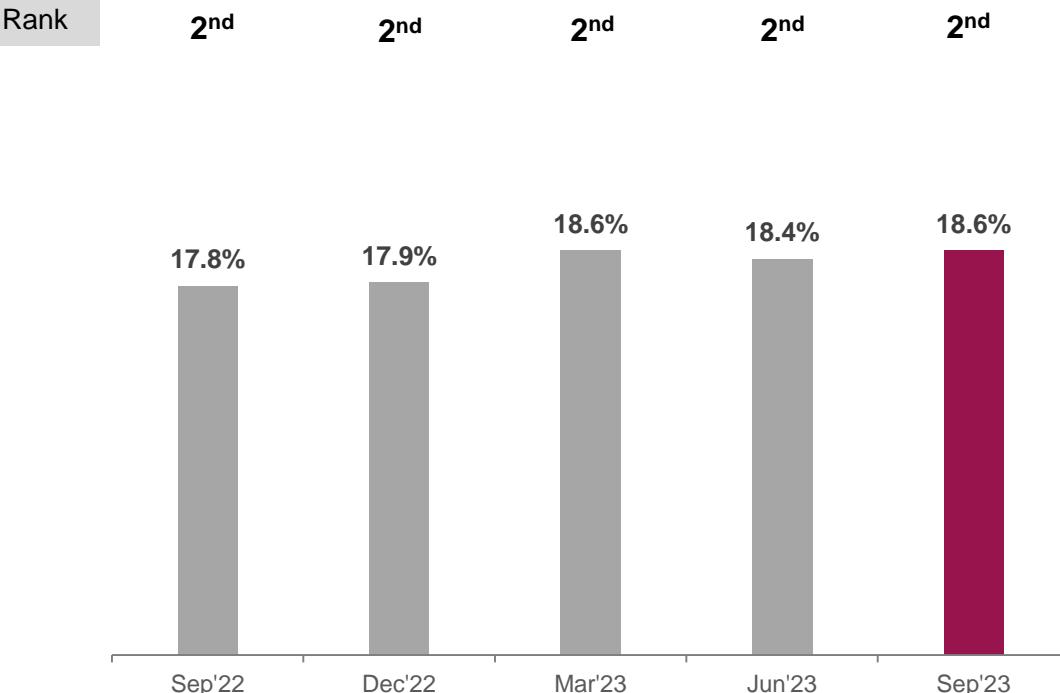
Trend in Debit Card spends



We are the 2nd largest Merchant Acquiring Bank led by ‘One Axis’ focus, improved product capabilities and partnerships



Market share in POS terminals



Source: RBI data, available till Sep'23

23%
Axis incremental market share in last 1 year
(POS Terminals)



One Axis approach – Taking Bank to Merchant



Capabilities and products

Powerful terminals: State-of-the-art, feature rich terminals; Android Smart POS, Pocket Android POS, Micro Pay launched- 50-60% new installations

All in One offering : Features like Tap & PIN, Bharat QR, Digital Khata with VAS offerings like Card less EMI, Pay Later, Merchant Rewards

In-house Payment Gateway : Customized Axis Payment Gateway with differentiated features; success rate of 87%; 99.9% uptime

Sound Box : Sound notification for BQR txn, launched with support for 10 different languages



Market partnerships

Marquee partnerships: Extension of digital payments ecosystem to fintech aggregators

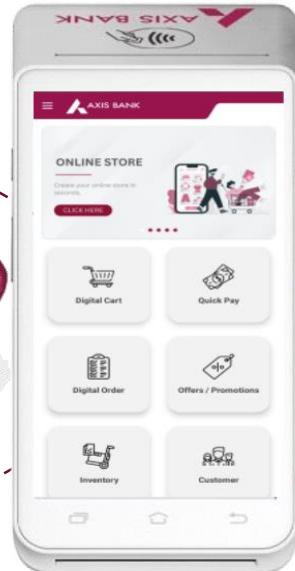
Unique sector specific VAS: supported by deep integrations with merchant value chain players to provide holistic business oriented solutions

Digital Dukaan: An Ecosystem Solution to digitize the store, Integrated with payments at an affordable price. Serving to segments like grocery, Clothing, Bakeries, Services, Pharmacy etc.

Empowering merchants through Integrated Ecosystem solutions



DIGITAL DUKAAN

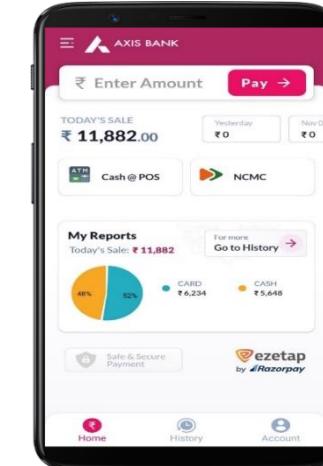


Android POS with advanced solution

- Powered by latest Android version | 5-inch touch screen display. In-built camera with LED flashlight
- Accepts contactless payments Pin & Without pin | Supports VAS such as EMI, BQR, Sodexo, BNPL, Khata etc.
- Application to digitize the store with Multiple payment modes, Inventory management, Customer management, Digital Itemized billing, Reports & Analytics, Online store setup etc.

Strong and deep-rooted alliance with multiple partners across India with over **3.6 lakh** MIDs and a yearly throughput of **25k+ crores**

MicroPay POS Solution



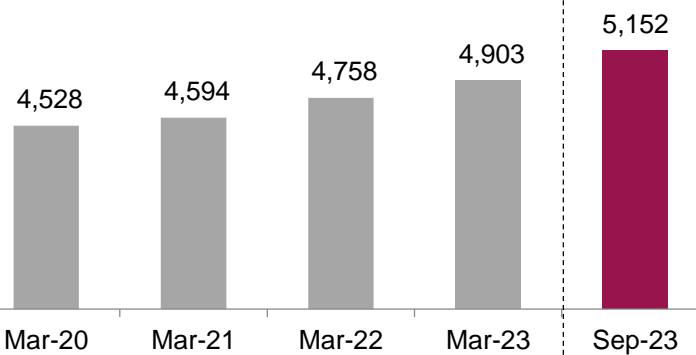
Features

- Accepts Visa, MasterCard, RuPay Cards and Bharat QR(including UPI)
- Accepts Contactless without Pin (Amount below Rs 5,000) & Contact (Dip) mode of payment
- Compliant with latest Card transaction security features
- Enabled with VAS – Khaata Book, BQR, merchant portal & My Rewards
- Audio confirmation for transaction completion

We have a very well distributed branch network; added 207 branches in Q2

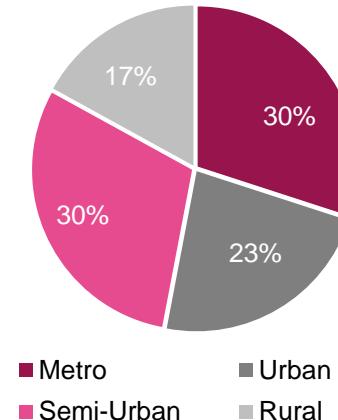


Domestic branch network*



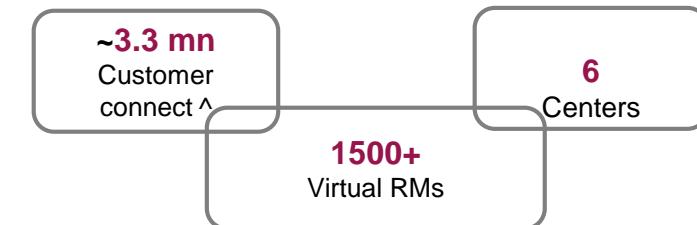
* Includes extension counters

Branch presence across categories



- Calibrated approach towards new branch additions across focused regions
- Aligned to our **Bharat Banking strategy**, specific RuSu branches follow an asset-led liability model
- Dedicated Asset Desk Managers** for fulfilment of all loan leads at select branches
- Select **Platinum branches** to cater to SBB customer base

Axis Virtual Centre



- Connected with **~3.3 mn** customers through this channel in Q2FY24.
- AVC manages relationship with our existing customers under **affluent and other programs**
- AVC is present across West, South, North and East with **six centres**

[^] for Q2FY24

Corporate & Commercial Banking

33%
*YOY growth in
Domestic corporate
loans*

17%
*YOY growth in
Corporate & CBG fees*

11%
*YOY growth in CA
deposits on QAB basis[#]*

27%
*YOY growth in
SME loan book*

89%
*Share of corporate
advances to clients
rated A-and above*

8%
*RTGS Market Share
H1FY24 (by value)*

37%
*YOY growth in
Mid Corporate book*

89%
*Incremental sanctions
to A-and above***

27%
*NEFT Market Share
H1FY24 (by volume)*



Recognized at the Coalition Greenwich Awards for 3rd consecutive year



**Market Penetration - Local Banks
Indian Large Corporate Banking**

55%

Market penetration *

*Market Penetration is the proportion of companies interviewed that consider each bank an important provider of corporate banking services



**Market Penetration - Local Banks
Indian Middle Market Banking**

47%

Market penetration *

*Market Penetration is the proportion of companies interviewed that consider each bank an important provider of corporate banking services



**2023 Greenwich Excellence Awards for
Indian Middle Market Banking**



Effective Senior Management Support



Frequency of Contact



Timely Follow-up

Among more than 70 banks evaluated, Axis Bank was voted for its distinctive quality w.r.t. 3 out of 11 metrics where the respondents expressed their preference

Strong relationship led franchise driving synergies across One Axis entities...



We have re-oriented the organisation structure in Corporate & Commercial Banking for delivering execution excellence

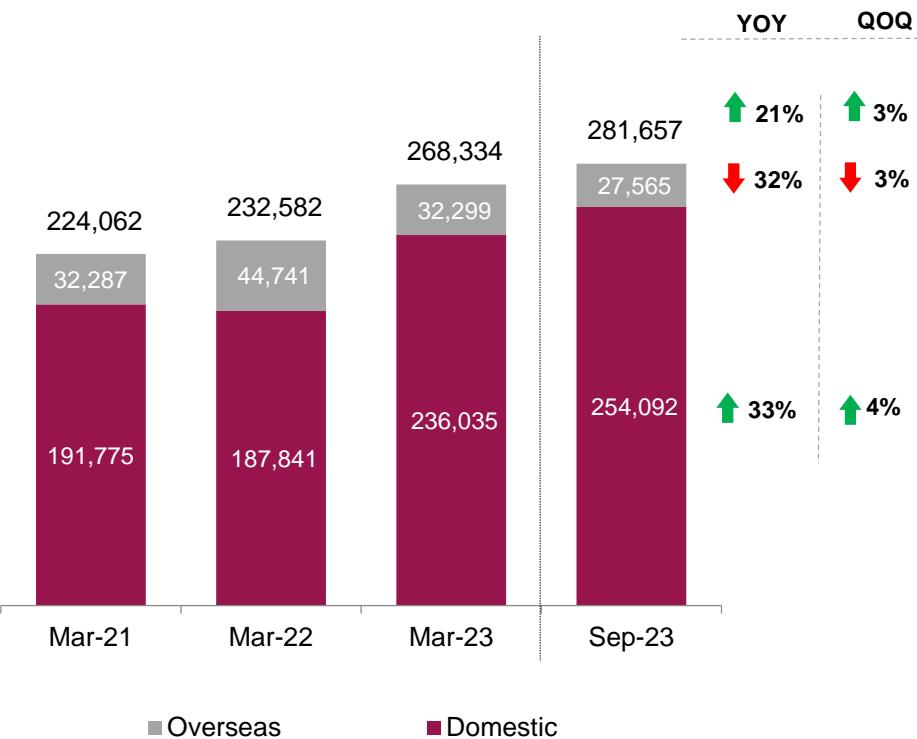
- Segregated the responsibilities of coverage and product groups to ensure sharper focus
- Corporate & Commercial Bank coverage reorganized into 8 coverage groups, each with a stated objective



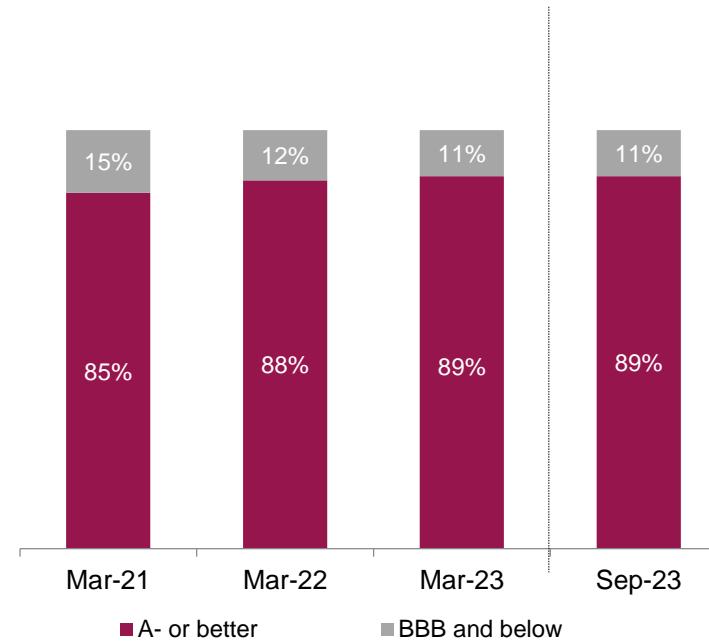
...with 89% of the book rated A- and above



Corporate Loans

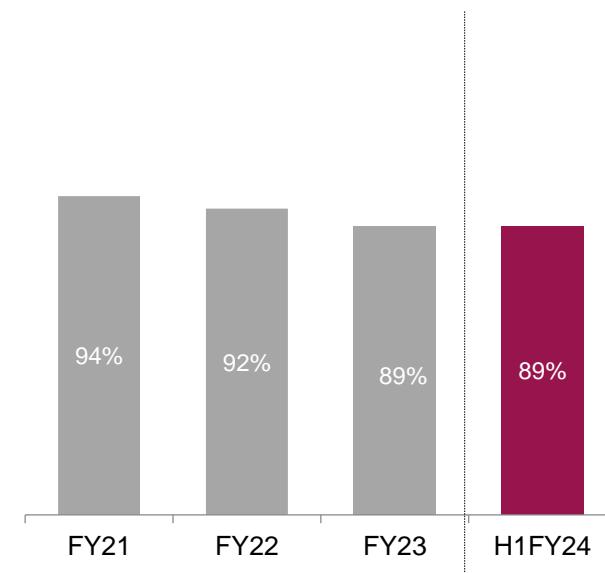


89% of the corporate loan book is rated A- or better



66% of book as on 30.09.2023 is rated AA- & above

Incremental sanctions to corporates rated A- & above



64% of sanctions were to those rated AA- & above

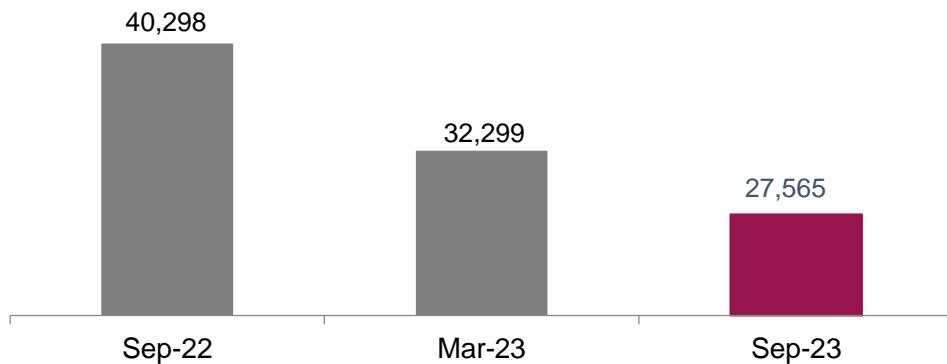
Overseas Corporate loan book is 97% India linked



- The Bank's International strategy is to focus on Indian corporates that have global operations
- We have consolidated our overseas business through branches in Dubai, Singapore and Gift City, India

Overseas corporate loan book

All figures In ₹ Cr



Funding is primarily for Indian conglomerates and PSU entities

- **97%** is India linked based on standard book
- **91%** is rated A- and above based on standard book
- **76%** of standard outstanding constituted by top 10 conglomerates

We have strengthened our proposition as a Transaction Bank



Current Account

11% YoY growth in Current Account quarterly average Balances (Q2FY24)

Foreign LC Market Share

Market Share maintained
11% (H1 FY23) to 11% (H1 FY24)

RTGS Value Payment Market Share

Market Share maintained
8% (H1 FY23) & 8% (H1 FY24)

NEFT Volume Payment Market Share

Increase in Market Share
9% (H1 FY23) to 27% (H1 FY24)

Digital Adoption

71% Current Account customers registered for internet/mobile banking

Forex Turnover Market Share

Increase in Market Share
4.1% (Aug'22) to 6.2% (Aug'23)

BBPS Market Share

Increase in Market Share
18% (Sep'22) to 21% (Sep'23)

IMPS Volume Market Share

Increase in Market Share
31% (Sep'22) to 33% (Sep'23)

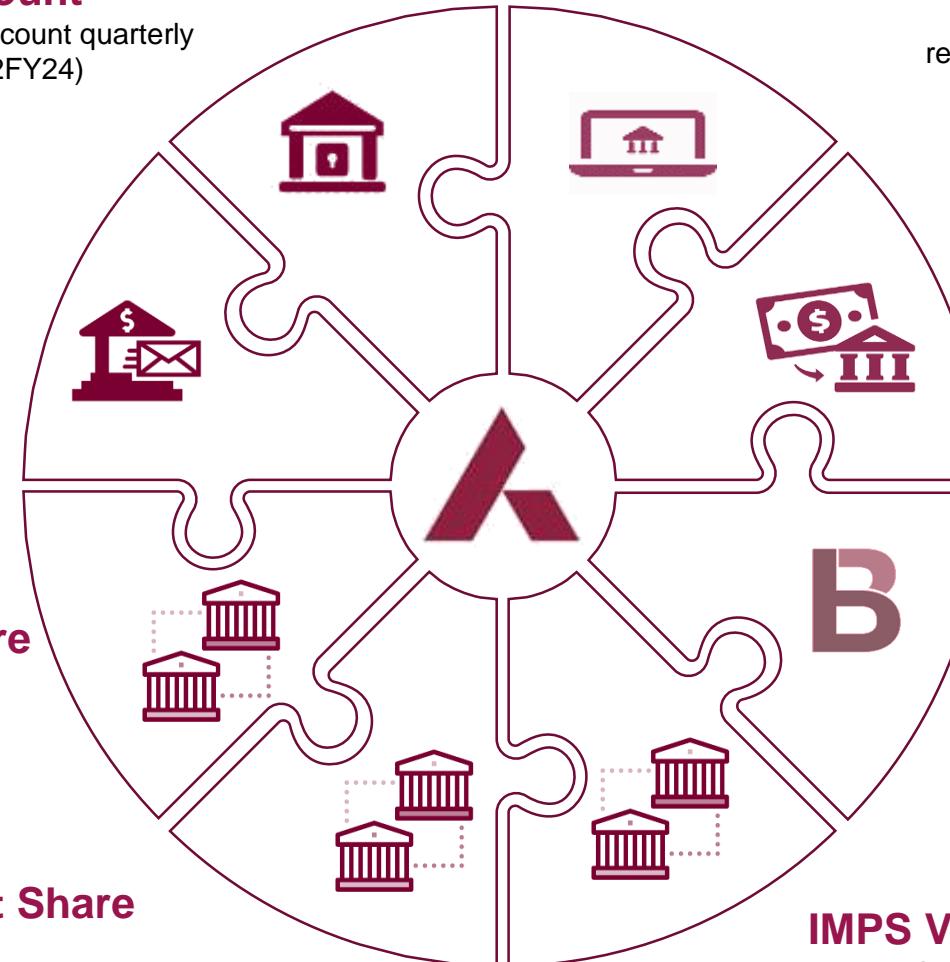
Source:

Foreign LC – SWIFT Watch

RTGS/NEFT/IMPS Payment – RBI Report

Forex Turnover – RBI Report

BBPS – NPCI Report

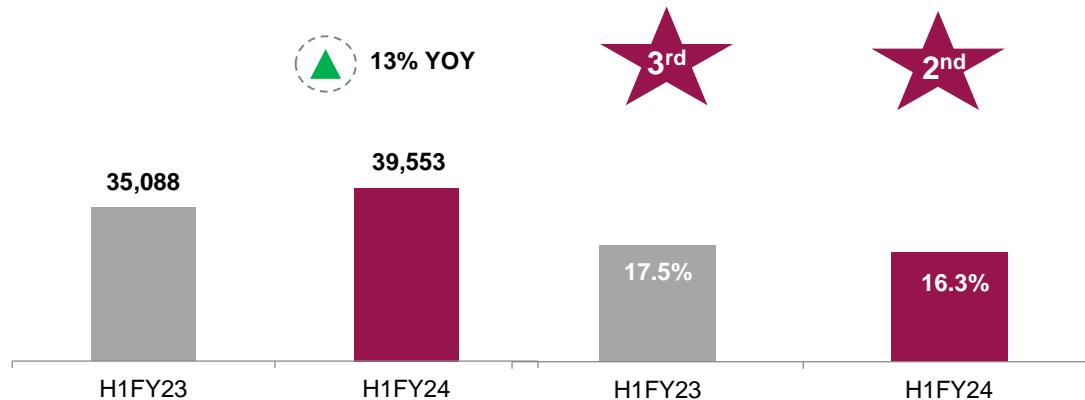


We remain well placed to benefit from a vibrant Corporate Bond market



Placement & Syndication of Debt Issues

Amount mobilized / arranged^

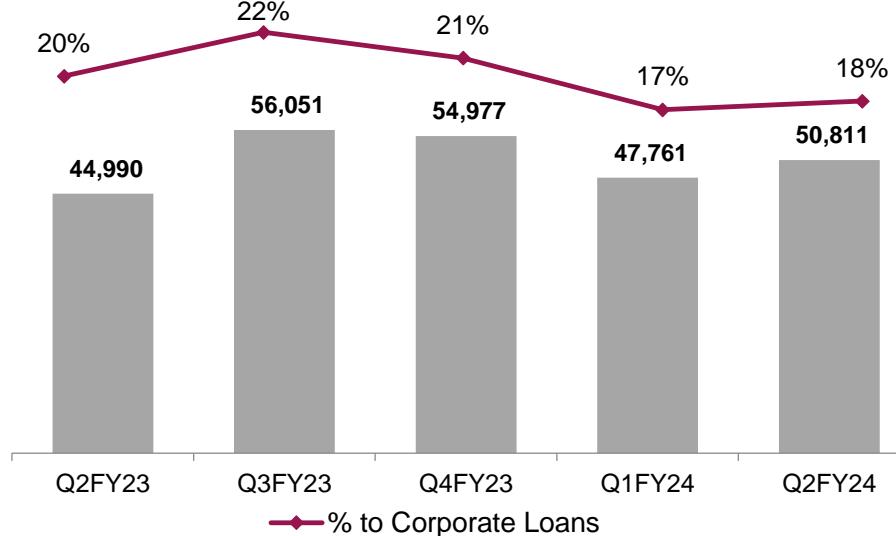


Market share and Rank*



All figures in ₹ Crores

Movement in corporate bonds



16th straight year

Ranked No. 1 arranger for rupee denominated bonds as per Bloomberg league table since 2007



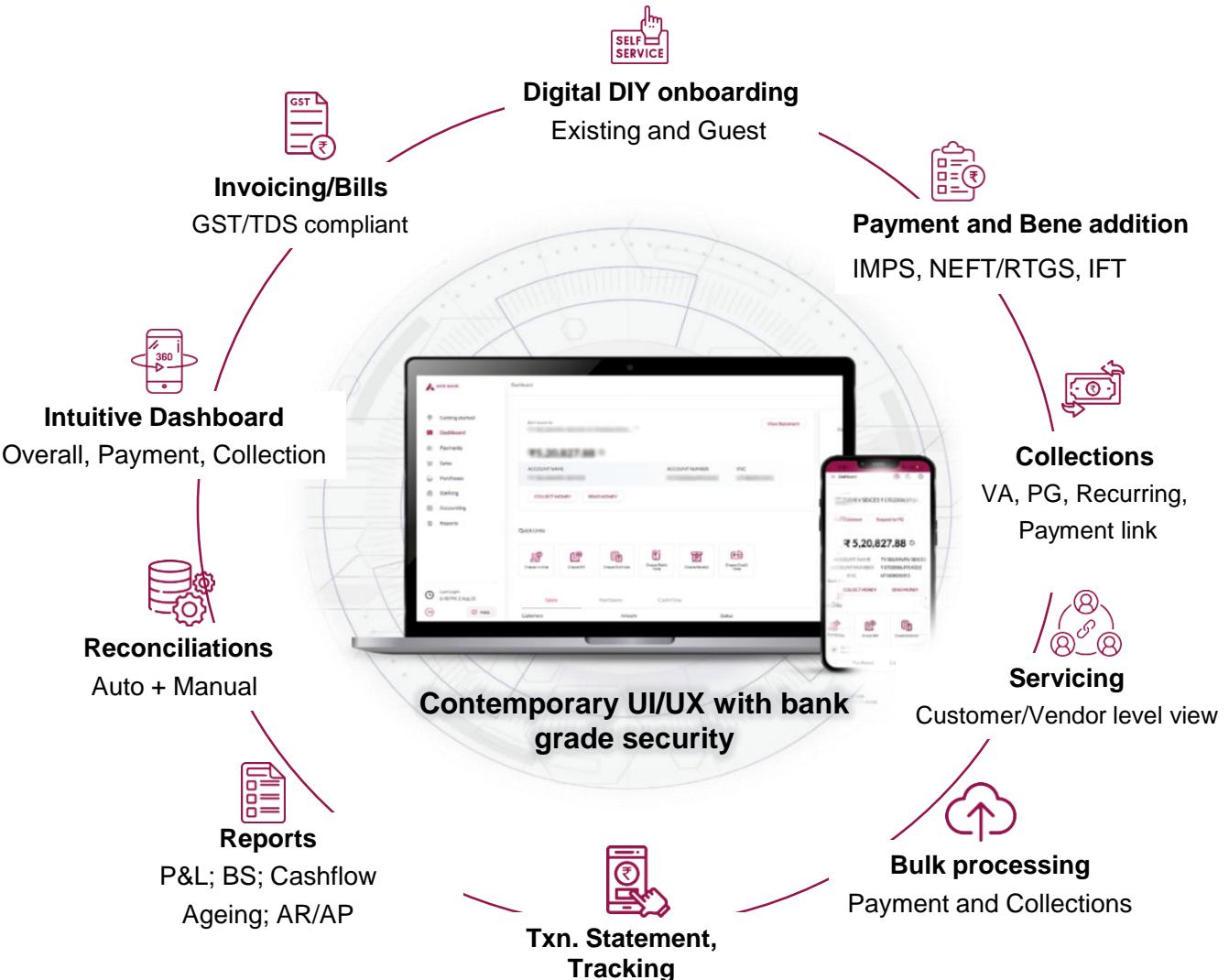
Issuer Investment Banker (Merchant Banker of the Year) Award at the ASSOCHAM National Summit on Corporate Bond Market

- Leveraging our leadership position in Debt capital markets, we had mobilized ~ ₹18,000 crores through active participation in the TLTRO auctions
- We have invested funds in marquee names (non FI, non PSU) thereby helping to build some new client relationships in wholesale segment .
- We have limited our investments under this book to AAA/AA rated corporate issuers

[^] Only includes the proportion of amount arranged by Axis Bank

*As per Bloomberg League Table for India Bonds

neo for Business, Axis' mobile first preposition for SMEs, is enabling us to become the operational bank of choice



- ~5000 business on-boarded per month since commercial launch**
- Higher Activation: 35% rise in active user login¹**
- Full liability stack LIVE focused at becoming the operational bank of choice: 100+ digital journeys**
- CA based offering instead of Virtual Account/Wallet**
- Access for non-Axis customers: Guest user for complete proposition experience**
- Complete customer lifecycle: Linked Video KYC**

Available on neo.axisbank.com



¹ compared to traditional internet banking platform

Industry-wise Distribution (Top 10)



Rank	Outstanding ¹ as on 30 th Sep'23 Sectors	Advances	Investments	Non-fund based	Total	
					Value	(in % terms)
1.	Financial Companies ²	71,681	30,974	21,712	1,24,367	11.21%
2.	Engineering & Electronics	18,640	1,285	36,778	56,703	5.11%
3.	Infrastructure Construction ³	24,318	4,742	16,083	45,143	4.07%
4.	Trade	33,315	1,200	7,903	42,418	3.82%
5.	Real Estate ⁴	30,444	2,975	828	34,247	3.09%
6.	Iron & Steel	19,493	83	11,890	31,466	2.84%
7.	Power Generation & Distribution	20,427	1,897	7,641	29,965	2.70%
8.	Petroleum & Petroleum Products	12,468	2,550	11,630	26,648	2.40%
9.	Food Processing	22,930	20	3,506	26,456	2.38%
10.	Agri	26,020	-	1	26,021	2.35%

¹ Figures stated represent only standard outstanding (advances, investments and non fund based) across all segments

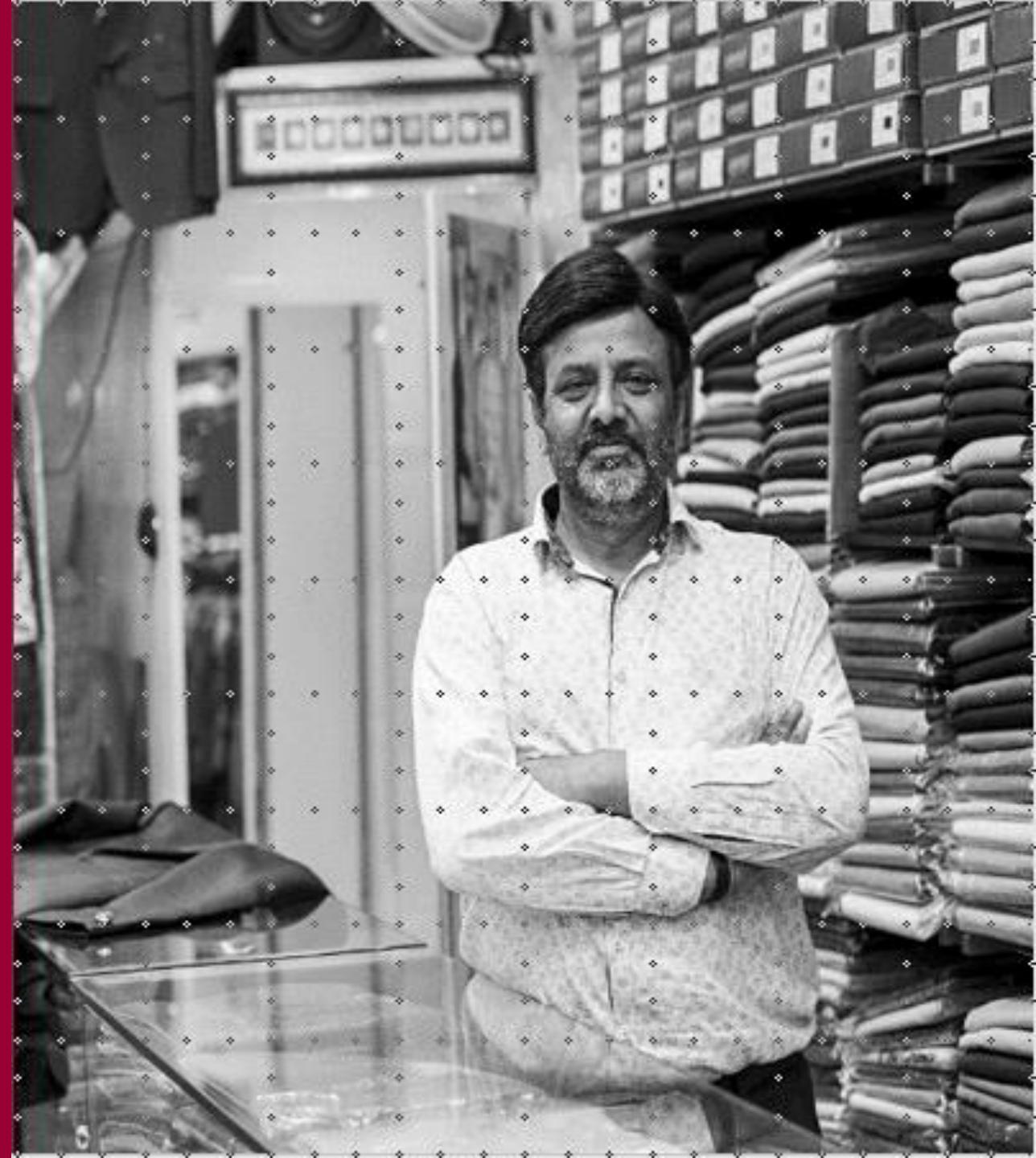
² Includes Banks (34% in Q2FY24 vs 19% in Q1FY24), Non Banking Financial Companies (41% in Q2FY24 vs 39% in Q1FY24), Housing Finance Companies (9% in Q2FY24 vs 25% in Q1FY24), MFIs (4% in Q2FY24 vs 5% in Q1FY24) and others (12% in Q2FY24 vs 12% in Q1FY24)

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

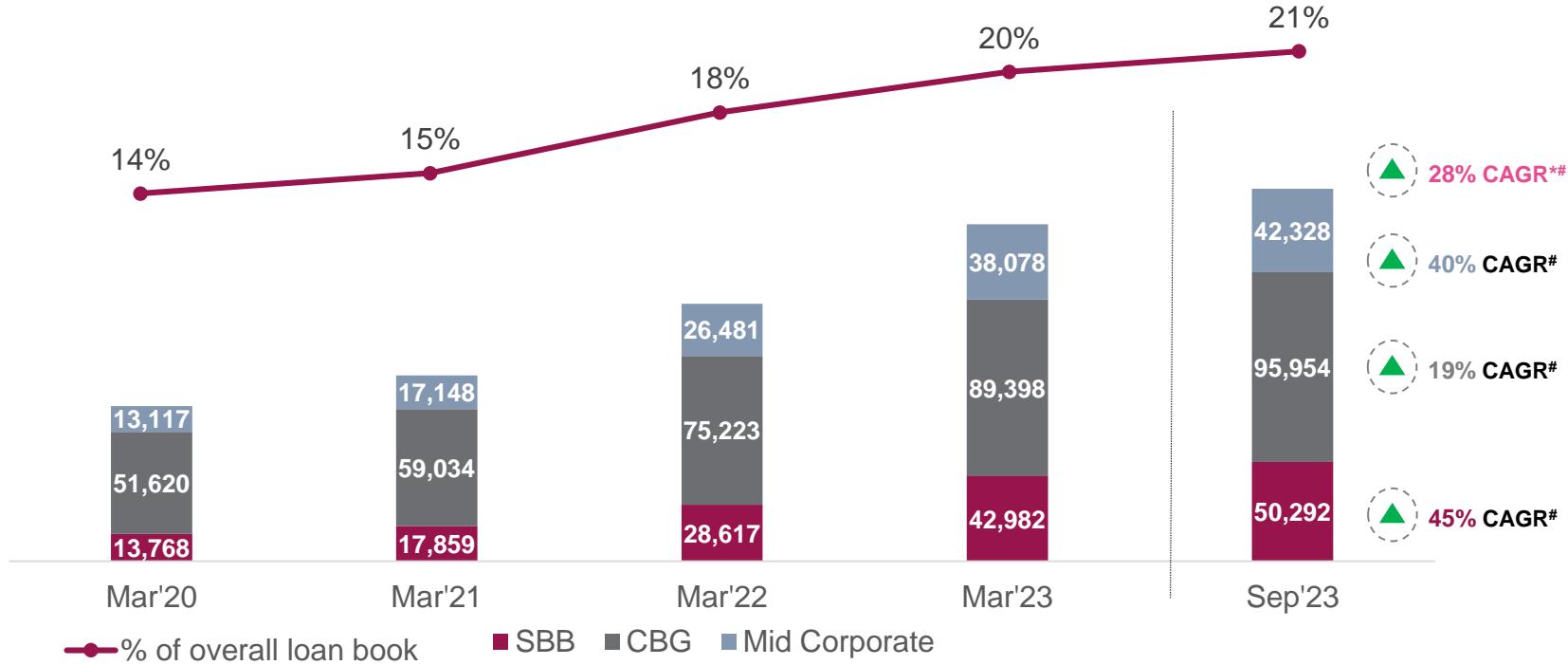
⁴ Lease Rental Discounting (LRD) outstanding stood at ₹21,120 crores

Business Performance

Commercial Banking



Strong growth in SBB+SME+MC book despite tightening our risk standards



28%
CAGR[#] in combined MSME, MC and SBB segment since Mar'20

15.6%
Axis Bank's Incremental MSME market share in last 3 years

8.8%
Axis Bank's market share as % of overall Industry MSME credit

SBB+SME+MC book has grown at ~2x the overall book growth, with over 680 bps improvement in contribution mix from 14.2% to 21.0% over last 3 years

* Considering our SME+SBB+MC book as numerator
period for CAGR Mar'20 – Sep'23

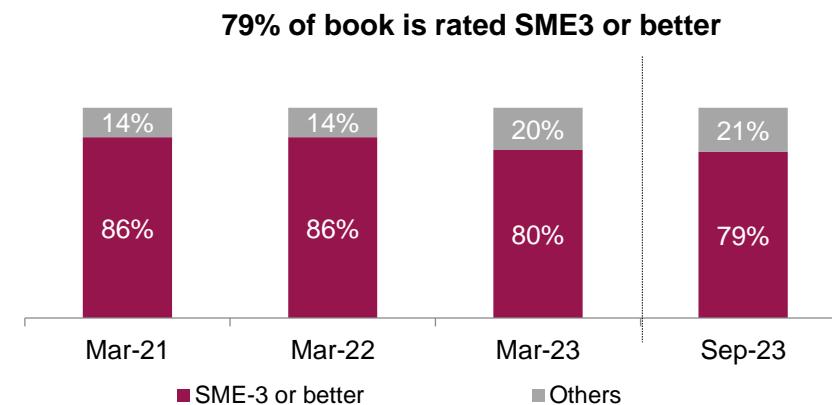
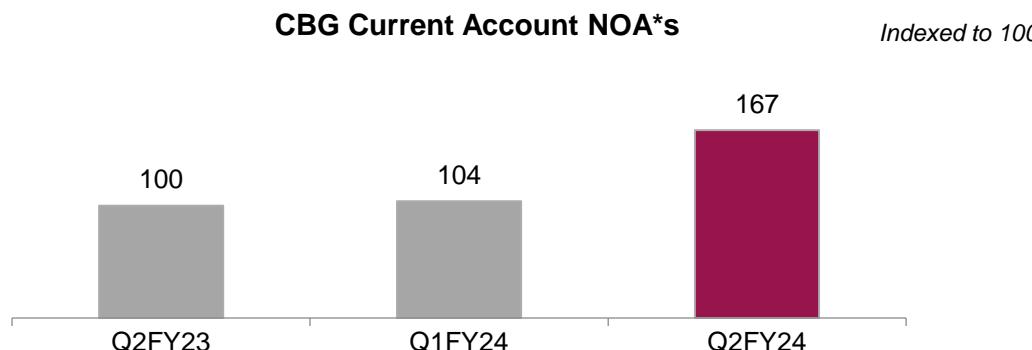
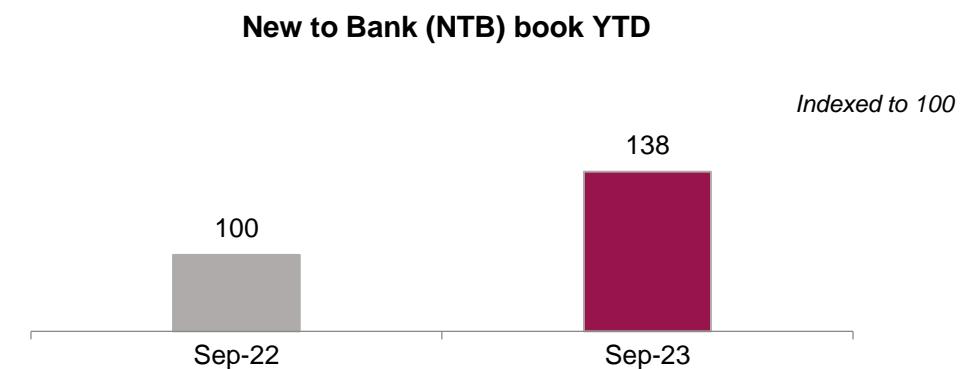
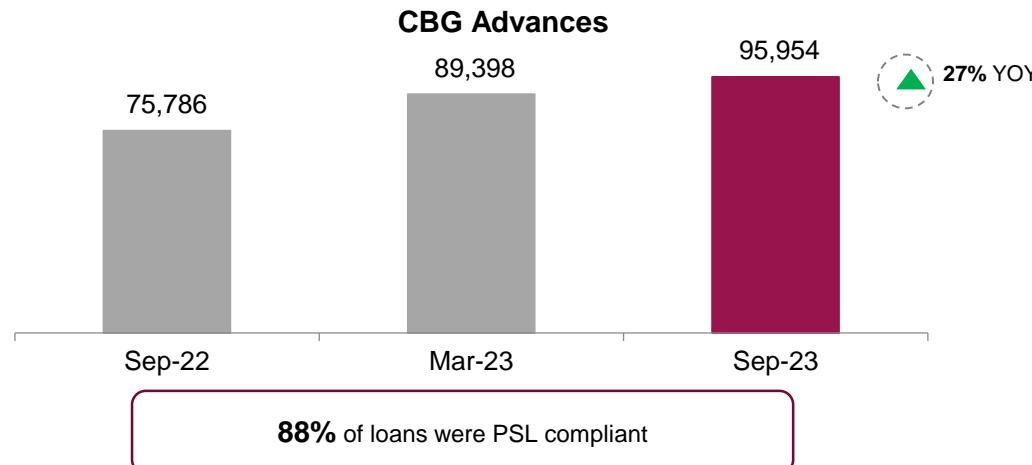
Commercial Banking business benefitting from technology led transformation



One of the most profitable segments of the Bank with high PSL coverage



Data driven credit decisions, minimal documentation, simplified products and digitized operations aiding higher business growth



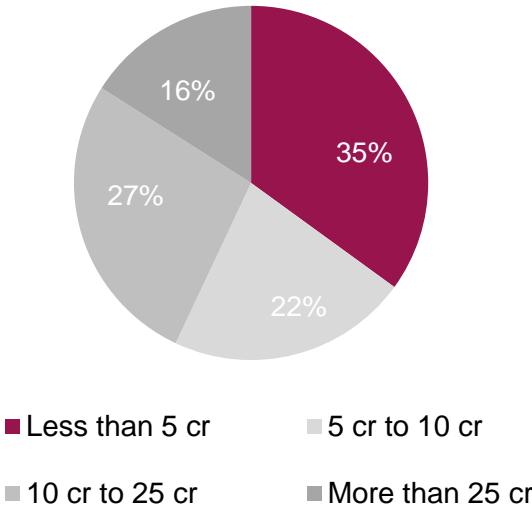
* Number of accounts acquired

Quarterly Results Q2FY24

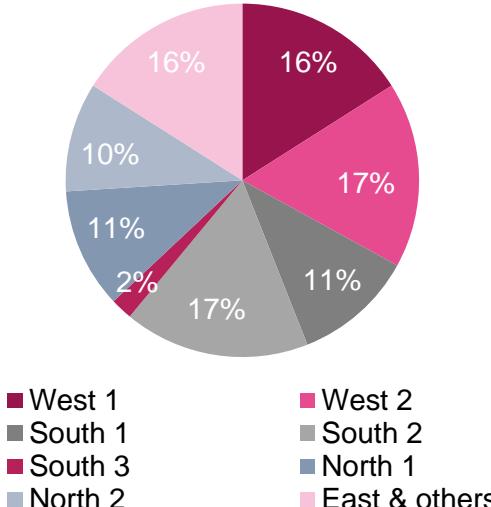
SME lending book is well diversified



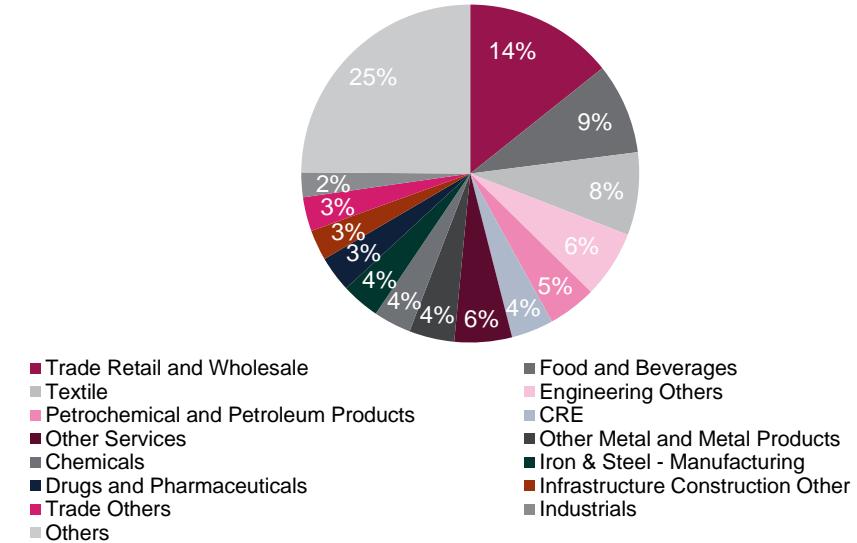
Book by Loan size



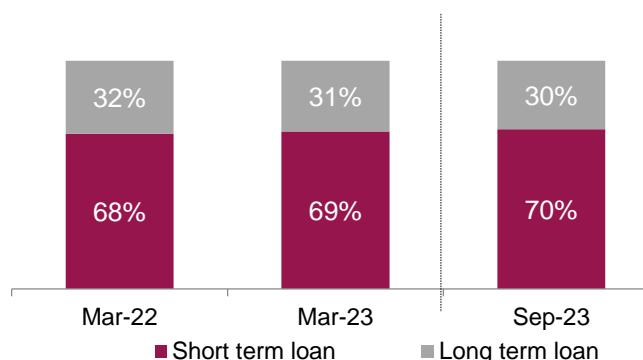
Well diversified Geographical mix



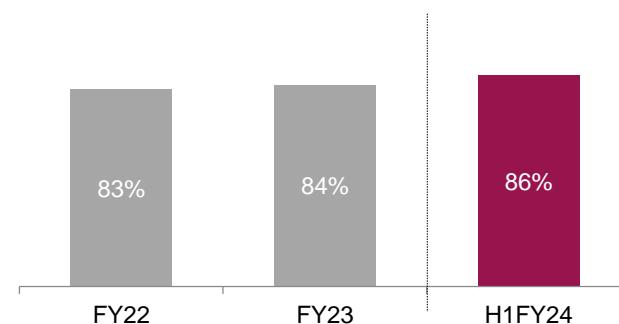
Well diversified Sectoral mix



SME book mix (by tenure)



Incremental sanctions to SME rated SME3 & above



Digital Banking

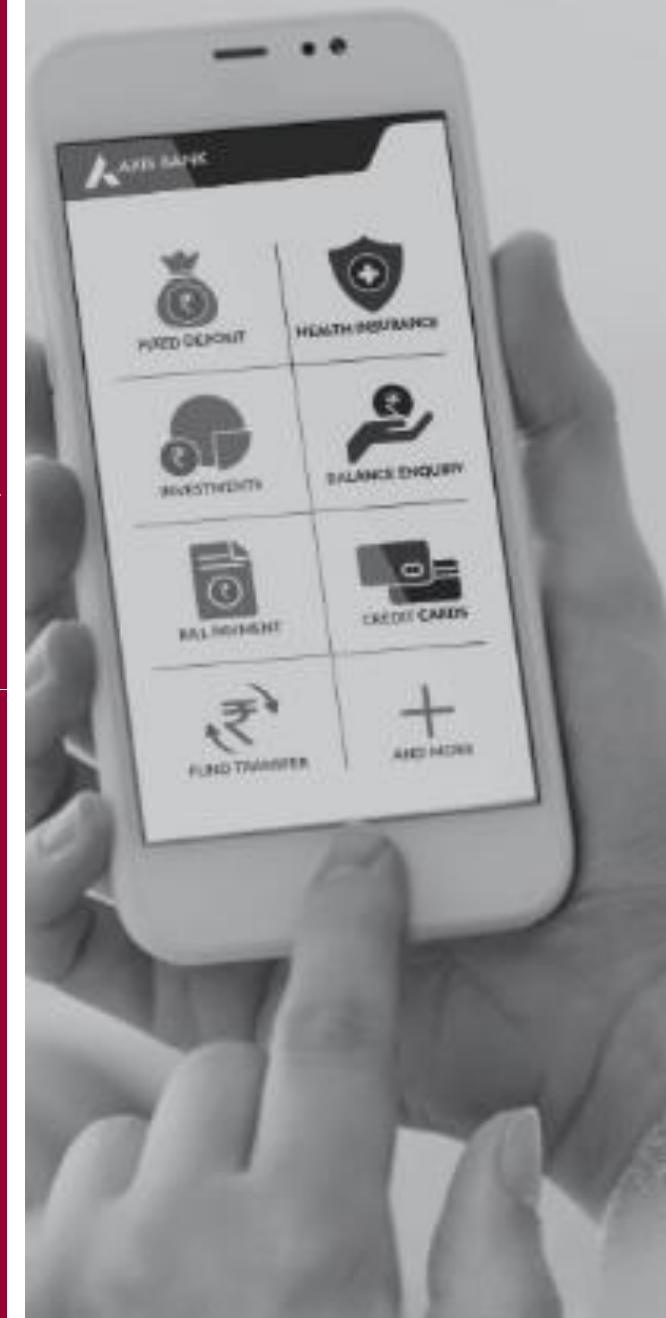
	95% Digital transactions ¹	85% Credit cards issued ² (H1FY24)	74% Individual RTDs volume (H1FY24)	71% New SA acquisition ³	70% New MF SIP volume (H1FY24)	56% PL disbursed (end-to-end digital) (in H1FY24)
	250+ Services on digital channels	300+ Employee tool Journeys	4.8@ Mobile App ratings	~13 Mn Mobile Banking MAU [#] (Sep-23)	121400+ Devices on Bring your own device [~]	~3325 Robotic automated processes
	2,300+ People dedicated to technology agenda	750+ In-house digital banking team*	80%+ New hires* from non-banking backgrounds	Agile Enabled teams with CI/CD, micro-services architecture	40%+ Lift of bank credit model GINI scores over bureau	75+ Apps on cloud

~9.2 Mn

Non Axis Bank customers using Axis Mobile & Axis Pay apps (as of Sep'23)

34%

Contribution of KTB channels to overall sourcing of Cards (in H1FY24)



¹Based on all financial transactions by individual customers in Q2FY24 ²through digital and phygital mode ³Digital tablet based account opening process for H1FY24

Setup *open* by Axis Bank – A Fully Digital Bank within the Bank

- *Distinctive In-house* Digital Capability across People, Tech & Processes

Acquire New Customers at Scale

- *74%* of retail individual TDs acquired digitally*

Become a Digital Consumer Lending Powerhouse

- *56%* of PL disbursed digitally

*

Become a Benchmark Digital Bank Globally

- 'Axis Mobile' is *top rated* Mobile Banking App

Become the Leader in New Platform Businesses

- *Early leadership* in Account Aggregator, ONDC, CBDC, OCEN

A

Proprietary, distinctive
digital native capabilities



B

Re-imagined & delightful
customer experience



C

Full suite of products
and services



Proprietary, distinctive, digital native capabilities



1 Team



2300+

People dedicated to digital agenda

~300

Engineering
team

~350

Product
team

~50

Design
team

80%+

new hires from non-banking background

Fintech | E-commerce | IT | Consulting | others

.. across roles forming full-service teams

Product | Engineering | Design | Partnership

Governance | Channels | Digital Marketing

2 Design capabilities



SUBZERO
Axis Bank's DESIGN SYSTEM



Accord
Axis Bank's ILLUSTRATION
SYSTEM

Impact Metrics



One Design Language



Reduced Development Effort



Design effort down by **30%**

3 Engineering and technology

Agile product development lifecycle

Continuous deployment

Modular micro-services based architecture



All new customer facing applications are **cloud native**

Leadership in technology with several industry firsts...

1st

Indian Bank to be member of Banking Industry Architecture Network (BIAN)

1st

Bank to hollow the core for elite merchants on UPI
Leading player in UPI Payer PSP^(a)

Cloud 1st

Only among peers to have 3 Enterprise grade landing zones

~2.5x

Tech investment growth in 3 years with ~2x growth in IT team strength^(c)

400+

Retail, Corporate & Connected Banking APIs Partnership Integration with Market Leaders

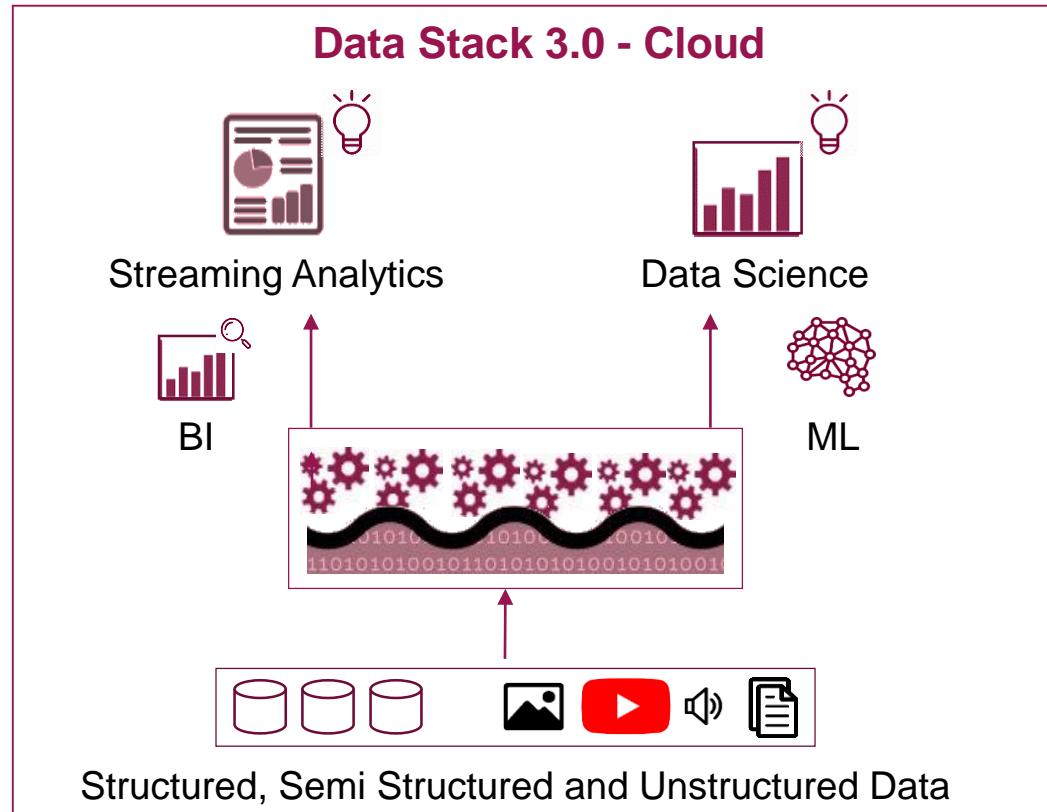
790

Best-in-class BitSight^(b) rating in BFSI



Built best-in-class personalization capability and are leveraging alternate data to scale up our customer centric franchise

Building data stack 3.0 for next level of analytics and have created service data lake for enhanced customer experience



On the fly elasticity

Separation of compute from storage



Personalization – 15k+ nudge variants live to become best customer experience app in the world



100+ Alternate Data features powering **50+** distinctive models



Data Stack 3.0 is the modern and scalable architecture that helps deploy **1000+** use cases



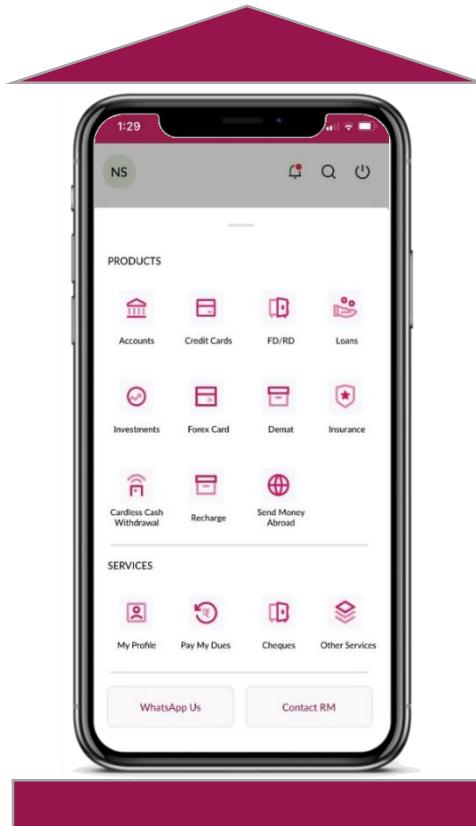
16% contribution to TD business via data backed personalization framework



2x Fraud prevention in FY24 TD Vs FY22 via robust alerts framework

B

Distinctive customer experience : World's highest rated Mobile Banking App, doubling up as our largest branch



Bank on-the-go with Axis Mobile App

Hyper personalized | Intuitive | Seamless

Highest rating of **4.8** on Google Play Store with **2.2 mn+ reviews** across 64 global banks, 82 fintechs and 9 neo banks

67%

of Branch service request volumes covered

~ 9.2 mn

Non-Axis Bank customers using Axis Mobile & Axis Pay apps as of Sep-23

250+

DIY Services on mobile channel

~₹5.0 tn

MB spends in Q2FY24, up **36% YOY**

~ 26 mn

Registered customers on Axis Mobile Banking

~ 1.5 bn

MB volumes in Q2FY24, up **50% YOY**

~ 13 mn

Monthly active users on Axis Mobile Banking *

64%

MB customers banking only on mobile app

B

Distinctive customer experience: redesigned FD journey



Best in class 3 click FD journey

Start a Deposit

Fixed Deposit Recurring Deposit

1 MONTHS 5.65%	→	1 YEAR 6.45%	→
3 YEARS 6.70%	→	3 YEARS 6.75%	→
Enter your own tenure →			

VIEW INTEREST RATES

Get safety & returns upto 5.75% on FDs/RDs

- 100% Safety & credibility
- High Returns

Customised options for selecting tenure

Add FD Details

ADD DEPOSIT AMOUNT

Enter Amount **₹ 25,000**

A/C Balance - ₹ 10,525
Debit amount is greater than the available balance, please enter valid amount

₹ 10,000 ₹ 25,000 ₹ 45,000

INTEREST PAYABLE

On Maturity Quarterly Monthly

INTEREST RATE **5.65%** MATURITY AMOUNT -

FD TENURE 6 Months

RE-INVEST AFTER MATURITY

DEBIT ACCOUNT
Account no.:xxxx9299

NOMINEE DETAILS
A RAGHU VAMSI (₹ 10,525)

FD NAME (OPTIONAL)
SOPHIA KURIAN

EMPLOYEE CODE (OPTIONAL)
Enter Employee Code

HIDE DETAILS

I accept the Terms & Conditions

Option to enter deposit name, employee code and default re-invest

Close FD

FD AMOUNT **₹1,00,000** INTEREST RATE **5.75%**

TENURE **3 Years 10 Months 5 Days** MATURITY DATE **Nov 24, 2024**

Why close FD and pay penalty?

Get instant funds-overdraft against FD

Digital | Instant | Simple

Apply Now

Withdraw money partially (as low as ₹500 & upto ₹99,000)

- Min withdrawal limit : ₹500
- Withdrawal penalty charges : ₹300

Close FD & withdraw ₹1,00,876

- Withdrawal penalty charges : ₹1000

Cross-selling OD against FD during premature closure journey

Distinctive customer experience: Hyper personalised nudges



Regulatory and Servicing

Your KYC Is Due for Confirmation
Update your KYC details

Your KYC is not up to date as per our records. Please update at the earliest for uninterrupted service.

[UPDATE NOW](#)

Order a Cheque Book
You are running out of cheque leaves
Order a cheque book now and get it delivered at your doorstep.

[ORDER NOW](#)

Explore benefits with eDGE REWARDS
Get e-vouchers, products and exclusive deals
You have 8000 eDGE REWARDS points in your A/c.
Redeem now to enjoy a range of benefits.

[REDEEM NOW](#)

Check Your Risk Profile
Be a smart investor

Assess your risk profile and explore funds suited to you. 5 lakh customers have checked their risk profile and have begun their wealth creation journey.

[INVEST NOW](#)

Cross sell and upsell

Falling Short of Funds ?
Apply for instant 24x7 Personal Loans

Avail your pre-qualified offer of INR 10,00,000, kahin bhi kabhi bhi. It's digital, instant and simple.

[APPLY NOW](#)

Get Axis Bank Credit Card
Enjoy a host of benefits on your pre-approved Axis Bank Credit Card

Earn attractive rewards while you treat yourself to the next shopping spree.

[APPLY NOW](#)

Is Your Heart Set on a New Car?
Don't miss this great 24x7 Car Loans deal

Avail your offer of INR 8,00,000 and get up to 100% on-road funding.

[APPLY NOW](#)

Upgrade Your Credit Card Now
Your Flipkart Axis Bank Credit Card is eligible for an upgrade

Avail now to get exciting deals and offers on your upgraded card.

[UPGRADE NOW](#)

Put Your Money to Better Use
A/c no. xxxx1234

Your account is credited with a large amount. Invest the money in a FD and get higher interest on your savings.

[INVEST NOW](#)

Get Instant Access to Money
Without breaking your FD

Apply 24x7 Overdraft Against Fixed Deposit and keep growing your investment. T&C apply.

[APPLY NOW](#)

Increase Your Buying Power
With credit limit increase

You can now increase the limit on your Axis Bank Neo Credit Card from INR 2,50,000 to INR 3,50,000.

[APPLY NOW](#)

Fulfil Your Dream of a New Home
Enjoy host of benefits on your offer

We are glad to offer you a pre-qualified Home Loan up to INR 40,00,000.

[APPLY NOW](#)

Payment and investment

Your Mobile Bill is Due
Airtel Postpaid

Your bill of INR 900 is due on 16 Aug 2021.

[PAY NOW](#)

Pay your Credit Card Bill
Card Number xxxx-xxxx-xxxx-1234

Your bill of INR 10,000.00 has been generated.
Pay before 31 Aug 2021 to avoid any charges.
Ignore if already paid or scheduled.

[PAY NOW](#)

You have an upcoming SIP
Axis Bluechip Fund- Regular Growth

SIP of INR 15,000 is scheduled on 16 Aug 2021.
Please maintain sufficient balance in your A/c for the same.

[VIEW MORE](#)

SIP Is Ending Soon
Axis Bluechip Fund- Regular Growth

Your last SIP of INR 10,000 is on 16 Aug 2021.
Start a new SIP now and continue to create wealth.

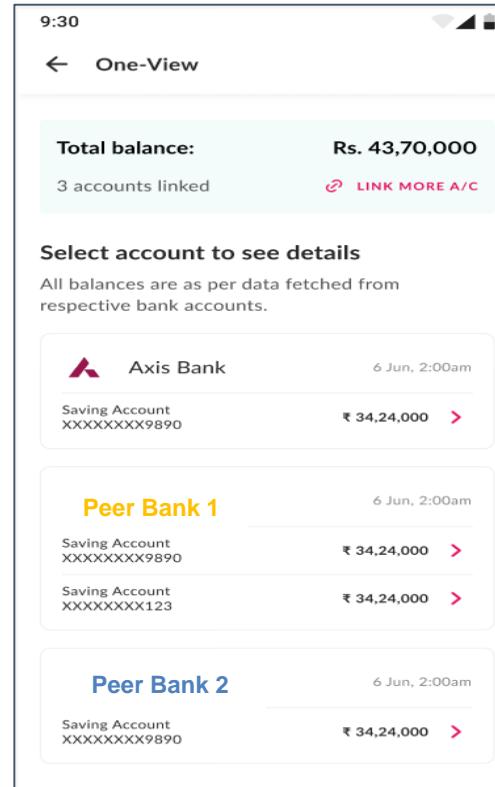
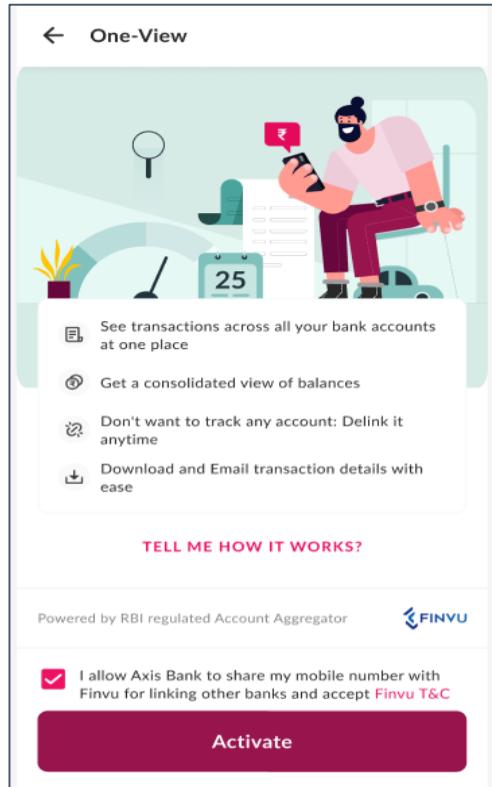
[INVEST NOW](#)

C

We continue to scale up Account Aggregator based use cases



Recently launched '*One View*' on Axis Mobile



Consolidated balances from different banks



Track all transactions at one place



Download and Email statement

~ 0.46 mn +

Registrations in last 5 months since launch

Multiple use cases live in asset onboarding journeys



Personal Loan



Small Business Loan



Auto Loan



Two-Wheeler Loan



Credit Cards



Home Loan

123%

YOY growth in AA* based **Personal loans** disbursed

318%

YOY growth in AA based **Auto loans** disbursed

* Accounts Aggregator

Quarterly Results Q2FY24

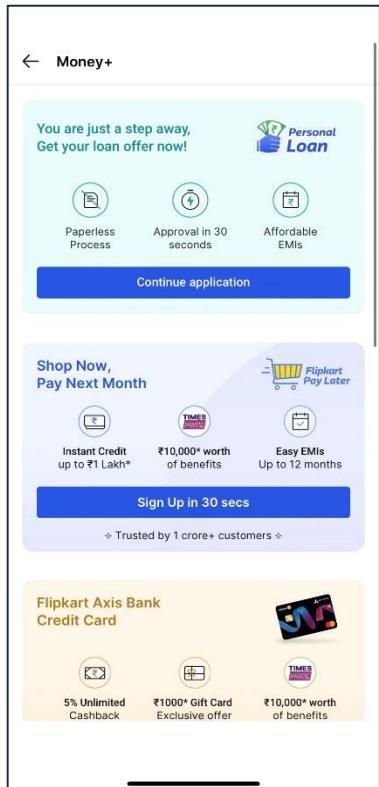
C

We continue to introduce new products driven by our *OPEN philosophy...*



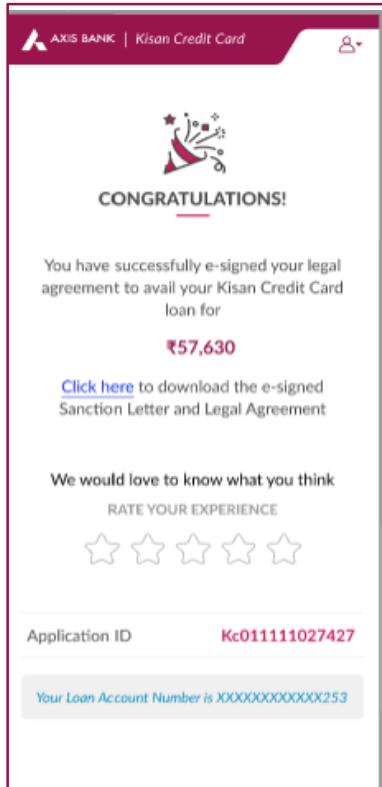
Personal loans on Flipkart

NEW



Digital KCC

NEW



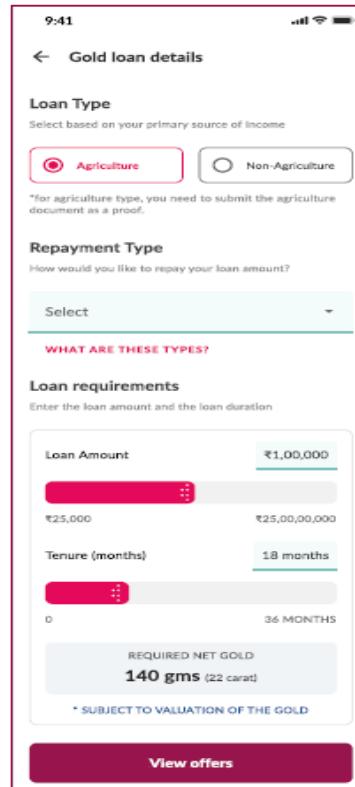
Central Bank Digital Currency

NEW



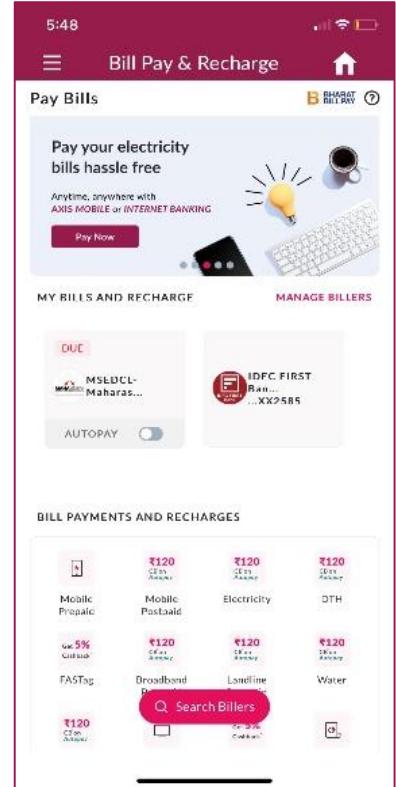
Digital Gold loans

NEW



Bill Pay

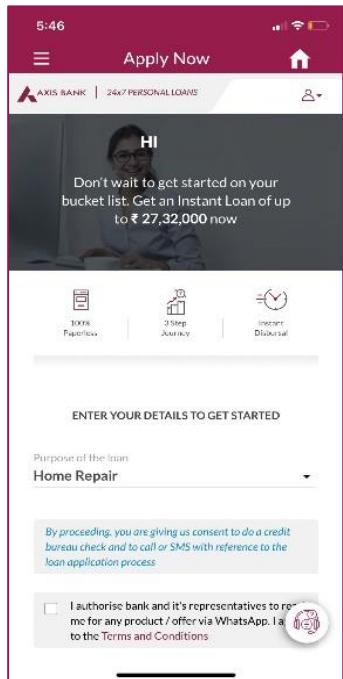
REDESIGNED



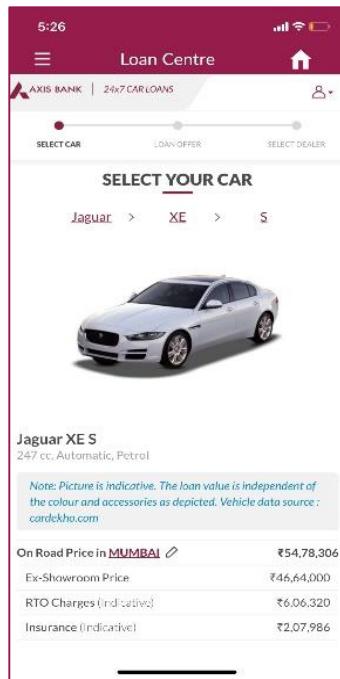
C ...while significantly scaling up existing products



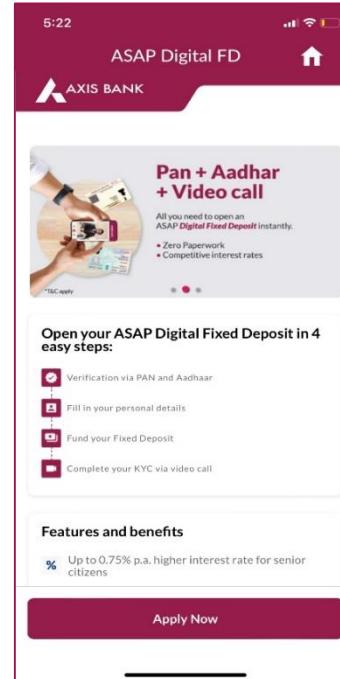
24x7 Personal loan



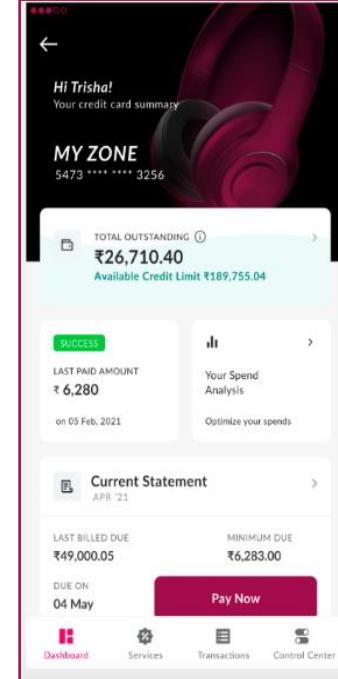
24x7 Auto loan



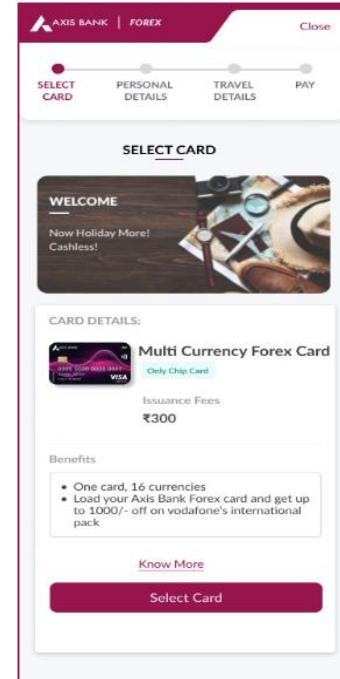
Digital FD



Cards portfolio



Forex Card



56%

Share of PL disbursed digitally*
(end to end) by value

75%

YOY increase in Auto loans
disbursed digitally* (by value)

79%

YOY increase in retail individual
FDs sourced digitally* (by value)

69%

Cross sell / Up sell digitally

85%

Share of Forex Cards
issued digitally



We have developed best-in-class UPI stack that enables us to offer cutting edge customized solutions across SDK, Intent, Collect and Pay offerings apart from new use cases like UPI AutoPay



Dedicated IT cloud infrastructure to exclusively handle high volume UPI transactions has resulted in Axis Bank achieving one of the lowest decline rates as a remitter when compared to peer banks

Strong customer base and partnerships

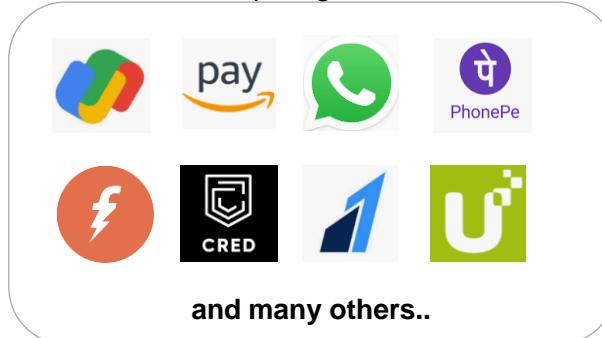
781 mn

Cumulative VPA base**

~ 6.3 mn

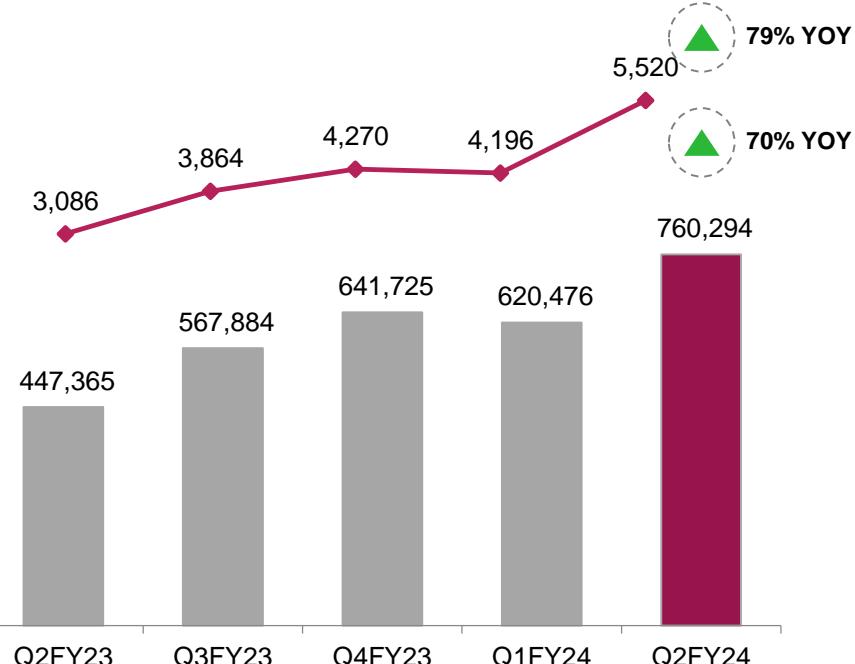
Merchants transacting per day on our stack

Marque partnerships across the PSP and acquiring side

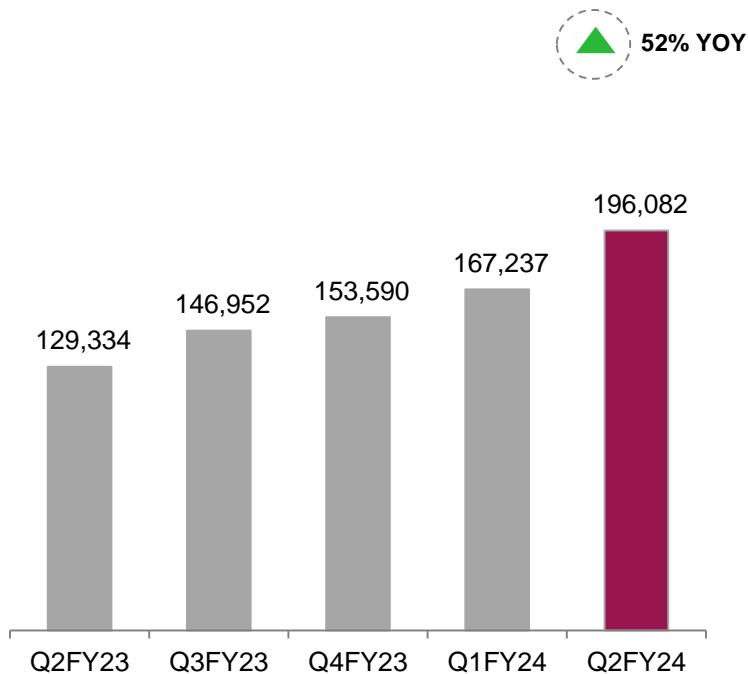


** A user registering VPA once in Axis Pay and once in Google Pay is counted as 2

UPI transaction value and volumes (as Payer PSP)



UPI P2M Throughput (in ₹ crores)



Partnerships as a channel has significant potential to expand our customer base

We have **100+** Partnerships across Platforms and Ecosystems



Product Specific (API banking)

- Channel to acquire & service customers, complete customer ownership with Bank
- Co-branded products; revenue sharing (Offering FDs, PL and Credit Cards)

Transaction banking (White-labelled banking)

- Banking as a Service
- Deep integration with the partner

Aggregators



Mobility



E-commerce



Telecom

Enablers



Neo-Banks



Remittance Platforms



APIs hosted on Bank's
API Developer Portal

400+
Total APIs

~285+
Retail APIs

~25+
Connected APIs

Executive Summary

Financial Highlights

Capital and Liquidity Position

Business Segment Performance

Asset Quality

Sustainability

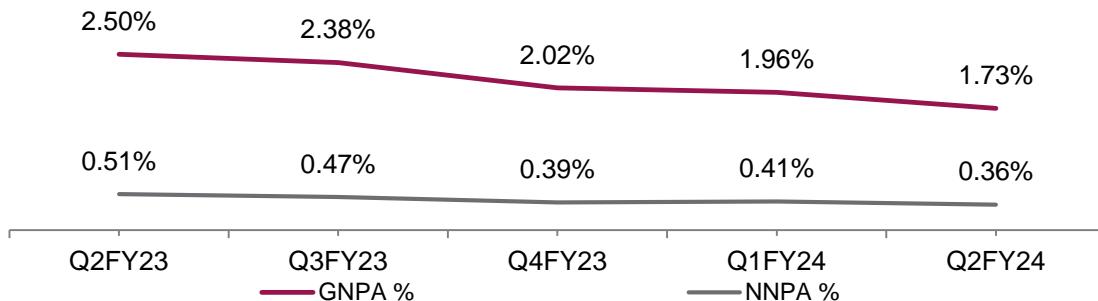
Subsidiaries' Performance

Other Important Information

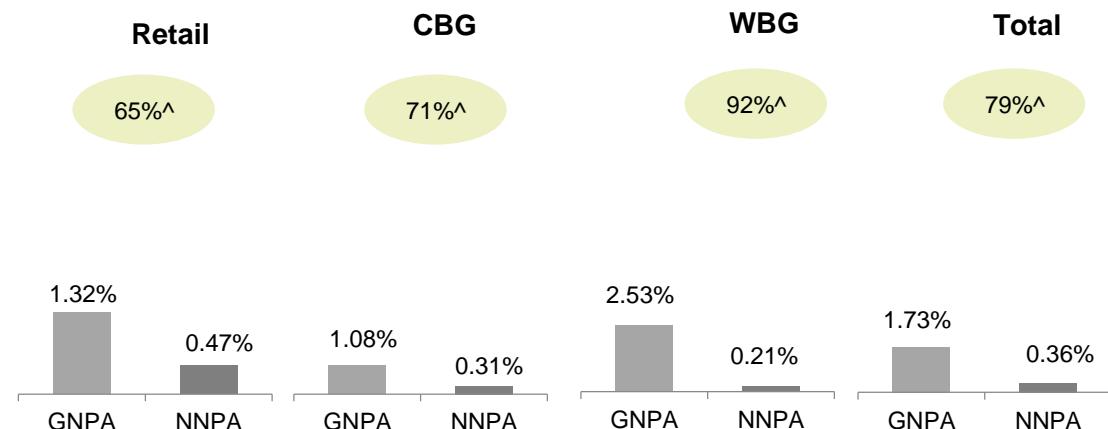
Stable asset quality visible across all segments



GNPA at 1.73% & NNPA at 0.36%

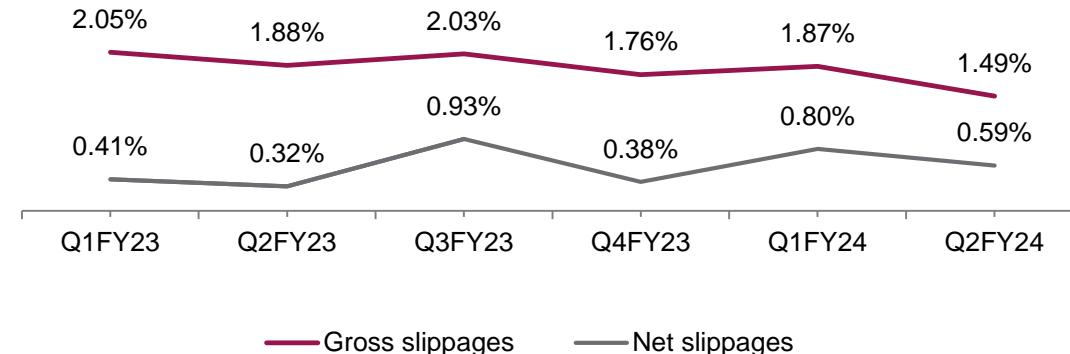


Segmental composition

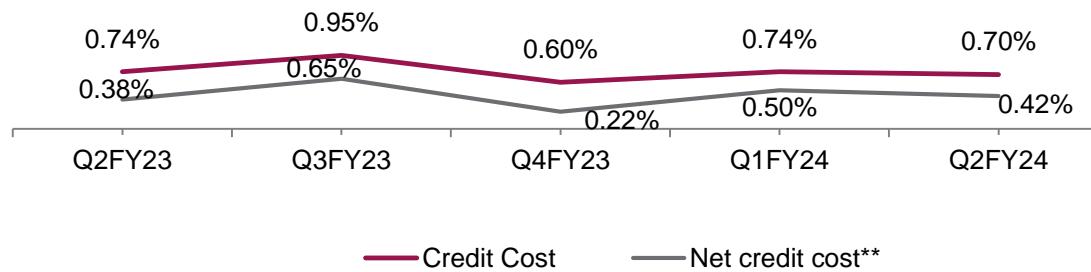


[^] Provision coverage ratio without technical write offs

Slippages (Annualised)

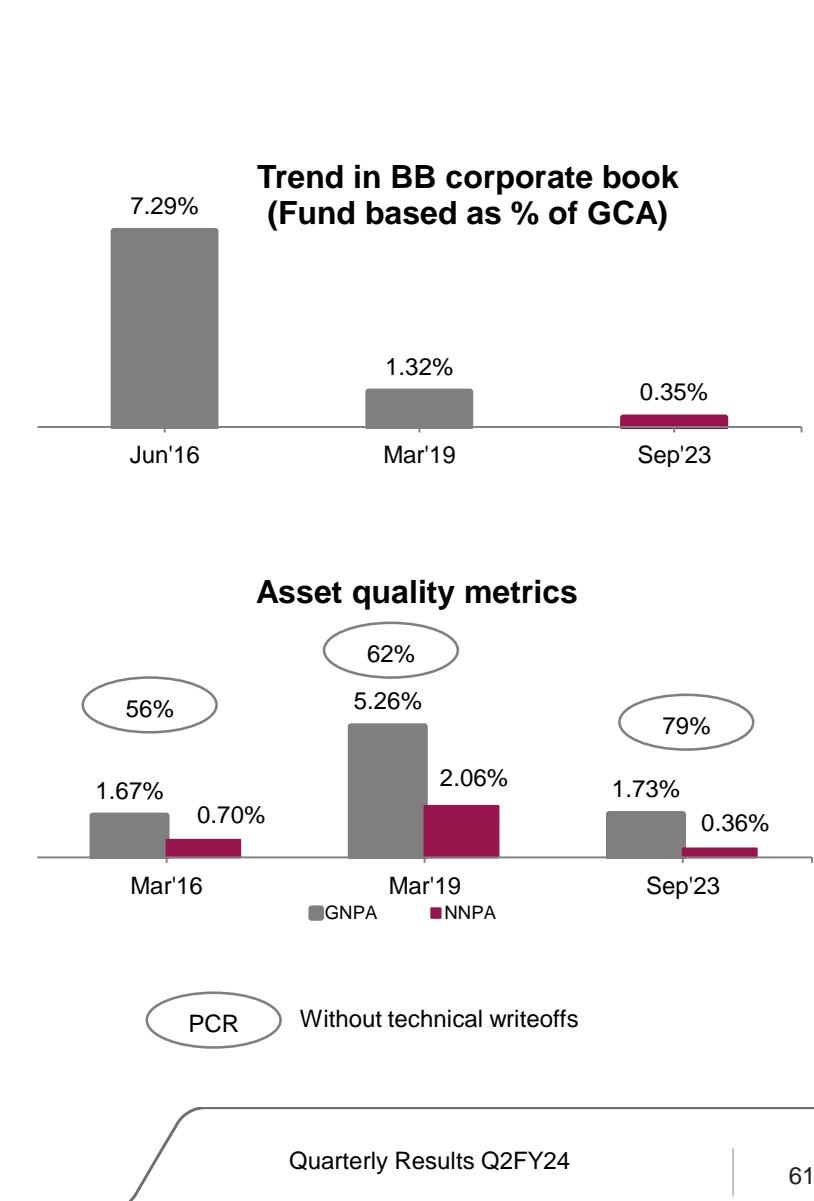
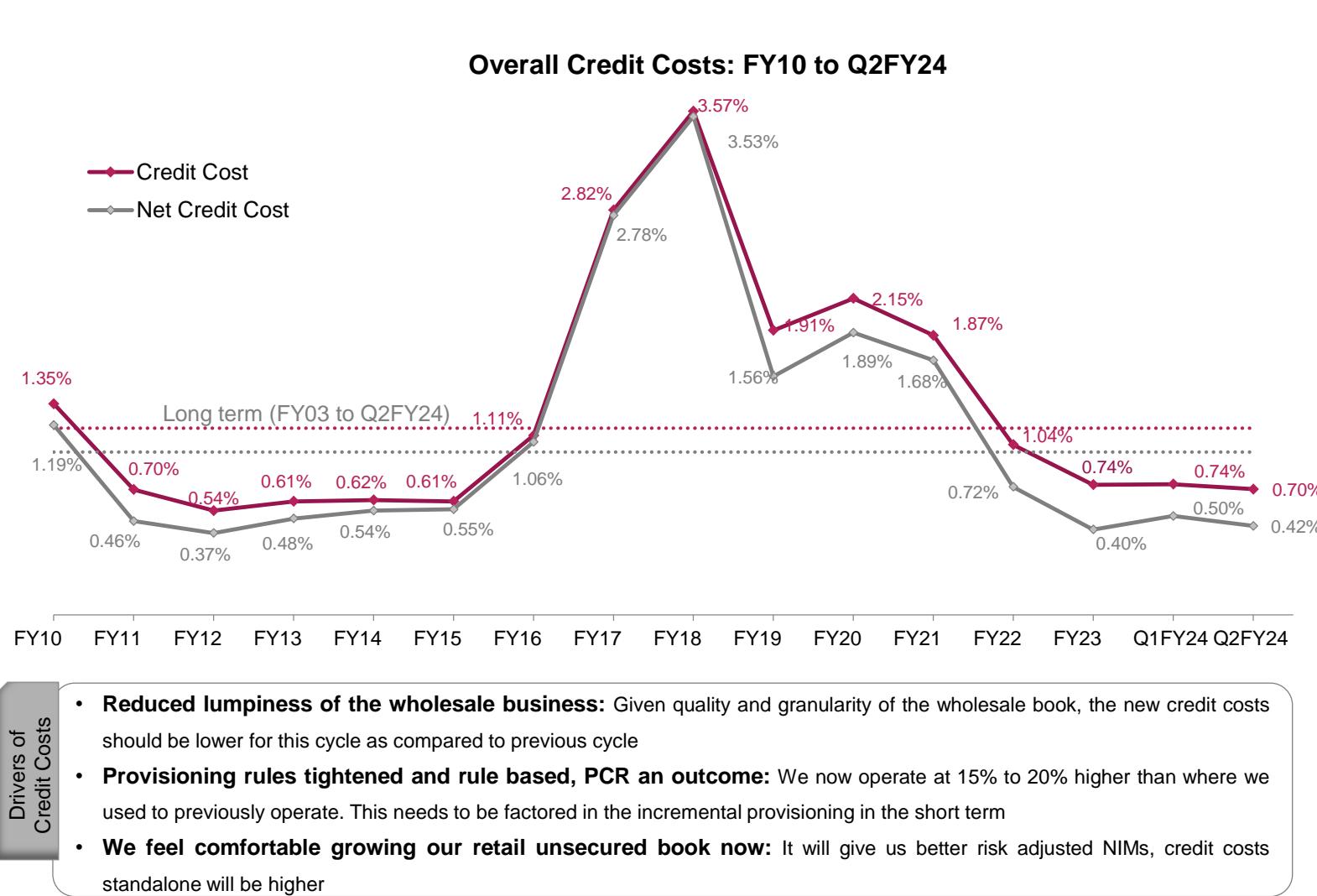


Credit Cost (Annualised)



** credit cost net of recoveries in written off accounts

Legacy asset quality issues adequately addressed



Detailed walk of NPAs over recent quarters

All figures in ₹ Crores



		Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24
Gross NPAs - Opening balance	A	21,037	19,894	19,961	18,604	18,158
Gross NPAs acquired from Citi	B	-	-	396	-	-
Fresh slippages	C	3,383	3,807	3,375\$	3,990	3,254
Upgradations & Recoveries	D	2,826	2,088	2,699	2,305	1,985
Write offs	E	1,700	1,652	2,429	2,131	2,671
Gross NPAs - closing balance	F = A+B+C-D-E	19,894	19,961	18,604	18,158	16,757
Provisions incl. interest capitalisation	G	15,898	16,131	15,045	14,455	13,315
Net NPA	H = F-G	3,996	3,830	3,559	3,704	3,441
Provision Coverage Ratio (PCR)		80%	81%	81%	80%	79%
Accumulated Prudential write offs	I	36,865	37,366	38,015	38,332	39,404
PCR (with technical write-off)	(G+I)/(F+I)	93%	93%	94%	93%	94%

Provisions & Contingencies charged to Profit & Loss Account

	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24
Loan Loss Provisions	751	1,341	270	1,146	1,010
Other Provisions	(201)	97	36	(111)	(195)
For Standard assets*	161	106	204	77	111
Others**	(362)	(9)	(168)	(188)	(306)
Total Provisions & Contingencies (other than tax)	550	1,438#	306	1,035	815

\$ includes non-recurring impact of day 1 cross NPA slippages from acquisition of Citi India Consumer Business

* including provision for unhedged foreign currency exposures

** includes provision for restructuring pool and other non-NPA provisions

includes ₹340 crs on account of non recurring, one-time / prudent items, representing 24% of provisions for the quarter

Executive Summary

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Our ESG Progress



Our Purpose Statement: Banking that leads to a more inclusive and equitable economy, thriving community and a healthier planet



Environmental

~12,152 tCO₂e*

GHG emissions avoided annually

~ ₹18,140 Cr

Green lending portfolio as of March 2023

7.05 MW

In-house solar power capacity



Social

1.3 Mn

Households reached under Sustainable Livelihoods

2.2 Mn

Women borrowers under Retail Microfinance

25.7%

Female representation in workforce



Governance

1st

Indian Bank to constitute an ESG Committee of the Board

69%

Proportion of Independent, Non-Executive directors

15%

Proportion of women directors on the Board

Steady Performance on Global ESG Benchmarks



Dow Jones Sustainability Indexes

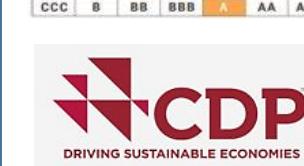


FTSE4Good



MSCI
ESG RATINGS

A



CDP
DRIVING SUSTAINABLE ECONOMIES

Above **80th** percentile among global banks on DJSI in 2022

9th Consecutive year on FTSE4Good Index in 2023

MSCI ESG Ratings at **A** in 2022

CDP Score at **C** in 2022

5th amongst 601 companies on CRISIL ESG Ratings 2022

* Estimated savings from key internal initiatives annually based on Assured data for FY 2023



Among the top 10 Constituents of Nifty100 ESG Sector Leaders Index



Among top 10 constituents of S&P BSE 100 ESG Index



Among Top 10 Constituents of MSCI India ESG Leaders Index

Quarterly Results Q2FY24

Committed to Positive Climate Action and Achieving the SDGs



In September 2021, the Bank announced commitments aimed at supporting India's low-carbon and equitable economic transition towards achieving the SDGs and India's commitments under the Paris Agreement

Our Commitment	Unit	Progress As of March 2022	Progress as of March 2023
Incremental financing of Rs. 30,000 Crores under Wholesale Banking to sectors with positive social and environmental outcomes, by FY 2026	Cumulative Exposure	₹10,414 Cr (from Aug 2021)	~₹20,400 Cr
Making 5% of its retail Two-Wheeler loan portfolio as electric by FY 2024	EV % as share of TW loan portfolio	0.82%	2.52%
Incremental disbursement of Rs. 10,000 crores by FY 2024 under Asha Home Loans for affordable housing; increasing share of women borrowers from 13.9% to 16.9%	<ul style="list-style-type: none"> • Incremental disbursement • Share of women borrowers 	₹3,359 Cr 5.86%	₹6,602 Cr 15.69%
Scaling down exposure to carbon-intensive sectors, including Coal and Thermal Power	Progress on Glide Path	Glide path till 2030 created	Exposure below FY 2023 Target
Reaching 30% female representation in its workforce by FY 2027	Overall diversity	24.6%	25.7%
Planting 2 million trees by FY 2027 across India towards contributing to creating a carbon sink	Saplings planted	Site preparation completed at 5 locations	~0.83 million saplings planted



Striving for Operational Excellence



Committed to reducing our operational carbon footprint

The Bank's 3 largest offices, in Mumbai and Bangalore are running on **100%** renewable power

7.05 MW functional captive solar power capacity at close to 250 locations*, helping avoid approximately **3,066 tCO₂e** annually

Centralized Energy Management System (CEMS) at 600 branches, saving **~3,242 tonnes** of CO₂ emissions

On-grid inverter solutions at **200+ rural branches** to move away from DG sets

Providing **EV Charging** infrastructure at Head offices in Mumbai and at Noida

~ 12,152 Metric tons of GHG emissions avoided from diverse energy saving initiatives

'Branch of the Future' initiative by Digital Banking helping each branch save estimated **~ 2 million** sheets of paper annually



Sparsh, our Customer Obsession program, is running with focus on impact, sustenance & employee engagement



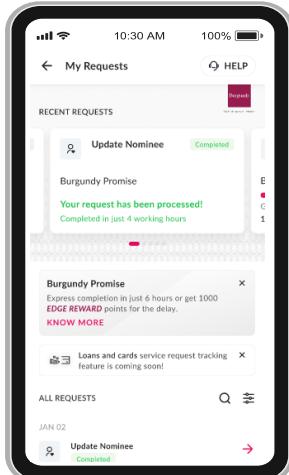
Sparsh now embedded across all customer touchpoints, processes & metrics

1. Getting more customers as promoters

NPS (Net Promotor Score) movement over indexed baseline

	Baseline ¹	Sep '23	Movement
Retail Bank	100	148	+48
Wholesale Bank	100	*133	+33

2. Delivering Axis Promise to customers: Industry First “My Request” page LIVE on Mobile App/Net Banking



- LIVE: Burgundy customers' 6-hour promise on select requests on MB
- LIVE: Status of Retail Liabilities & Credit Card requests for all customers
- Commitment on turnaround time & LIVE current status
- Omnichannel – Requests raised from any channel in single view
- Scenario based personalized messages

Building a culture of Customer Obsession: *Sparsh Week*

A pan-bank event with a series of engaging customer-centric activities to amplify and build on the organizational spirit and promise of Customer Obsession

~20 high decibel events conducted under 3 themes



Listen



Act



Celebrate

Key Highlights

- Staggering **50,000+** employees engaged with over **22 hours** of LIVE event content
- MasterClasses** by **industry experts** from Swiggy, MullenLowe, OneCard & more
- Listen & Learn** sessions with customers, focused on fraud awareness, were held across branches
- In-branch instant feedback via QR codes went live in all **strategic branches**
- 3000+** Customer Success Stories captured during the Sparsh Week

1.Baseline as Q1 of FY 23

*Wholesale FY23 exit numbers, as NPS assessment done annually

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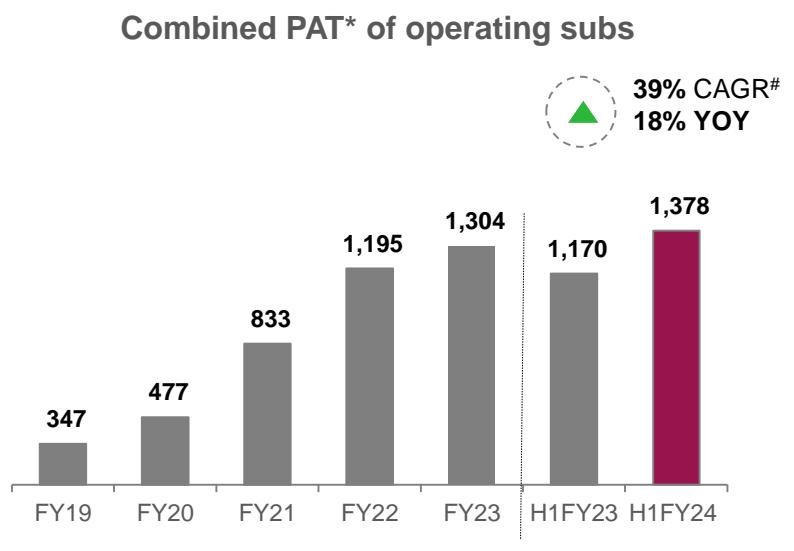
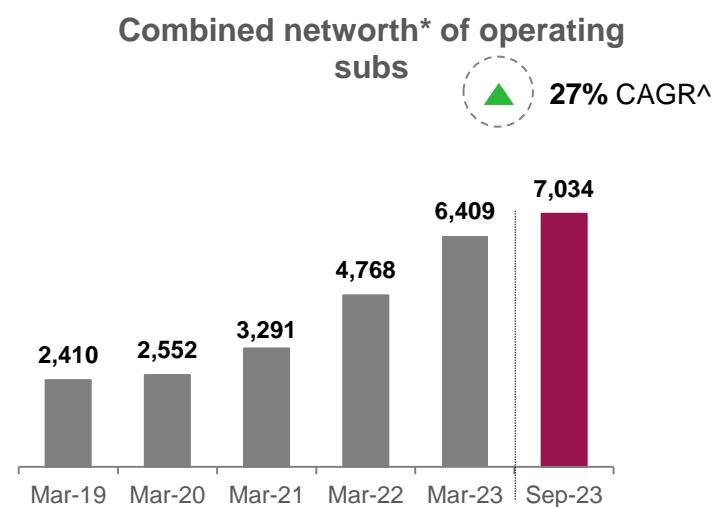
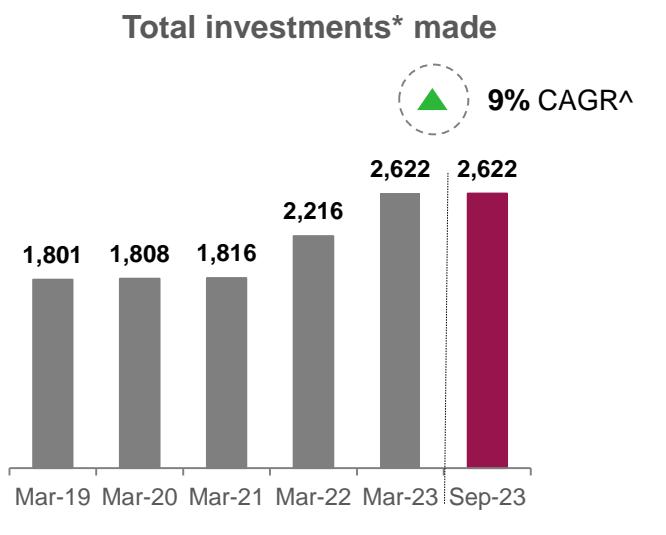
Significant value creation happening in our key group entities



[Detailed One Axis presentation Link](#)



All figures in ₹ Crores



CAGR for period FY19 to FY23

(Annualized)

1) 25% is held by Schroders Plc 2) Including stakes owned by Axis Capital and Axis Securities; Also, there is further Option to take overall stake to 19.99%

3) 47% effective stake held by Axis Group in step down subsidiary (51% stake held by Axis Mutual Fund & 9% stake held by Axis Bank)

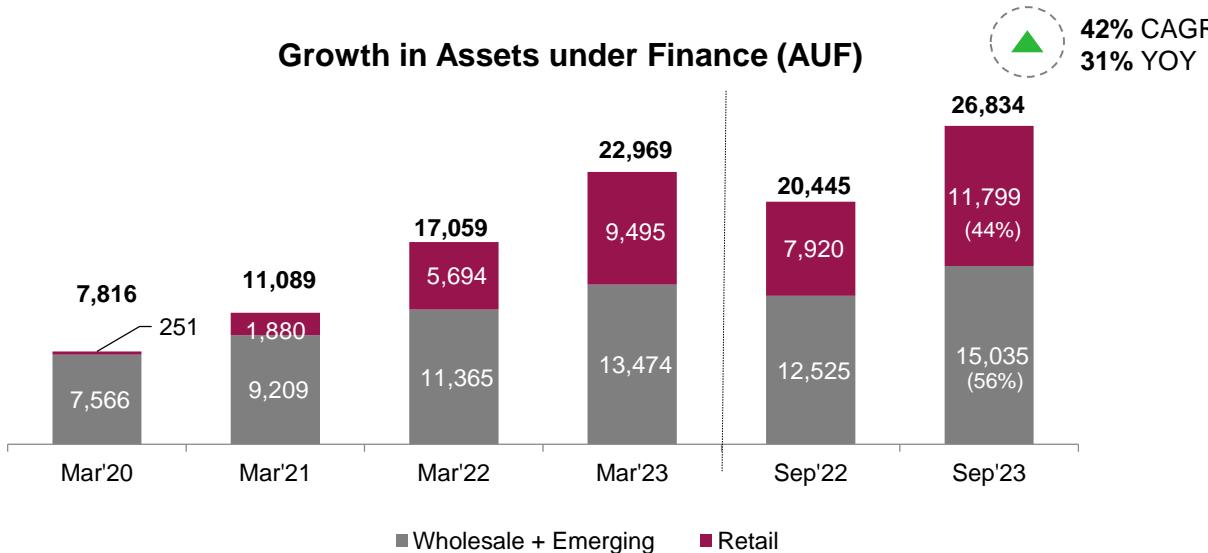
^ CAGR for Mar-19 to Sep-23 period @ Based on New Business Premium

* The figures represented above are for the Bank's domestic group entities as per Indian GAAP, as used for consolidated financial statements of the Group

Quarterly Results Q2FY24

Axis Finance : PAT up 26% YOY, Retail book up 49% YOY

Growth in Assets under Finance (AUF)

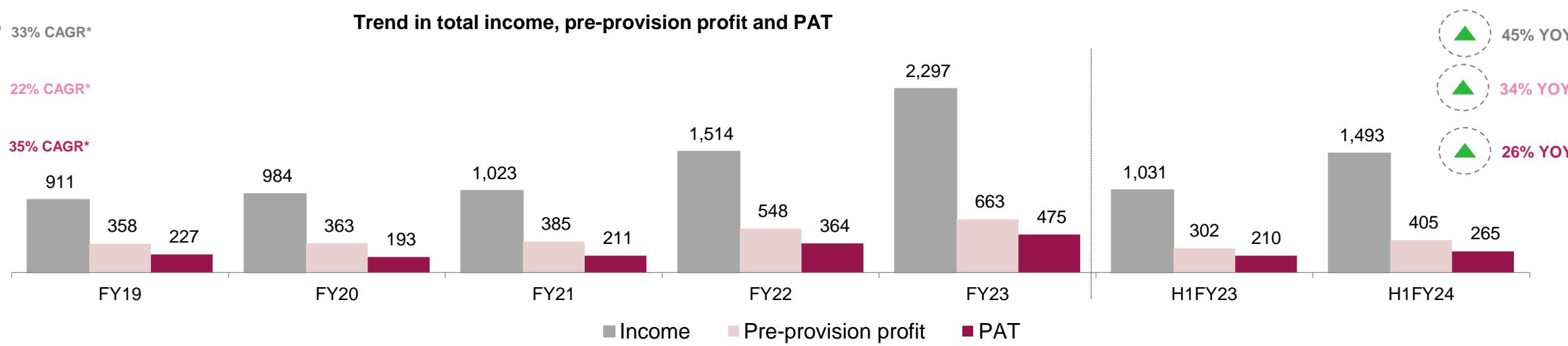


42% CAGR**
31% YOY

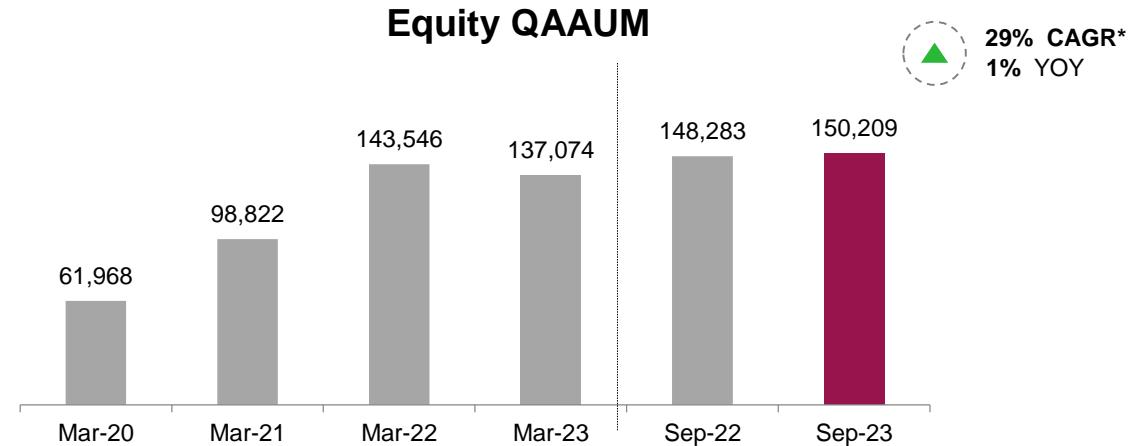
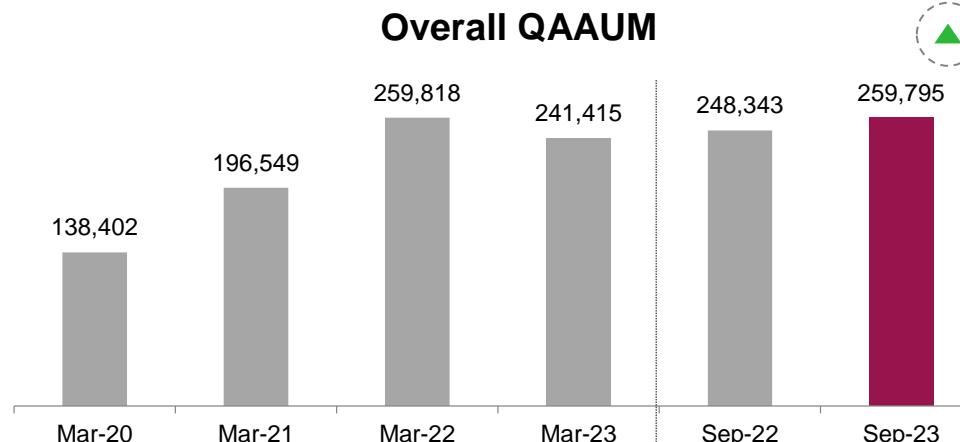
Major Highlights

- 49% YOY growth in Retail book, retail mix up ~523 bps YOY to 44%
- 20% YOY growth in Wholesale loan book
- 15.9% ROE for H1FY24 and 16.7% for Q2FY24
- 17.9% Capital adequacy ratio
- 0.31% Net NPA with near zero restructuring

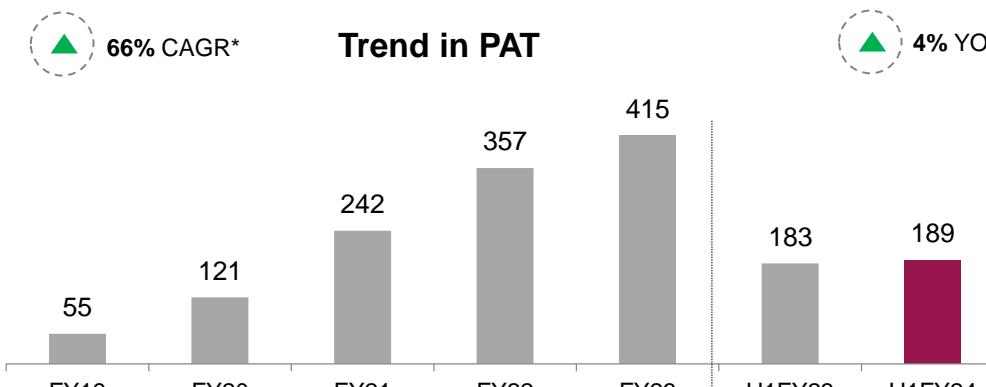
Trend in total income, pre-provision profit and PAT



Axis AMC : Revenue up 8% YOY



* CAGR for period Mar-20 to Sep-23



* CAGR for period FY19 to FY23

Scheme AUM/QAAUM (Amt in cr) Rs.247787.92 / Rs.259794.59 Asset Classwise AUM / AAUM: Liquid/Money Market: 29721.77/35735.94, Gilt: 212.74/214.95, Income/Debt: 49280.54/53835.11 Equity including ELSS: 148375.83/149547.35, Hybrid: 8792.24/9173.11, Solution: 1833.24/1832.71, Index: 2601.92/2251.71, ETF: 5059.64/5102.71, FOF: 1910.00/2101.01. AUM by geography (%) [Cities]: Top 5: 54.48% Next 10: 14.60% Next 20: 6.21% Next 75: 7.55% Others: 17.16%

Major Highlights

- **6%** AUM market share as of Sep'23
- H1FY24 revenue stood at **514 crores** up by **8%**
- **63%** of overall AUM consists of Equity & Hybrid funds
- **Highest rated** customer app (AppStore **4.6** & PlayStore **4.5**) in AMCs
- **12.5 mn** client folios as at of Sep'23

Axis Capital : Strong positioning in Equity Capital Markets



H1FY24 Ranking* (includes IPO, FPO, QIP, REIT, OFS & Rights)

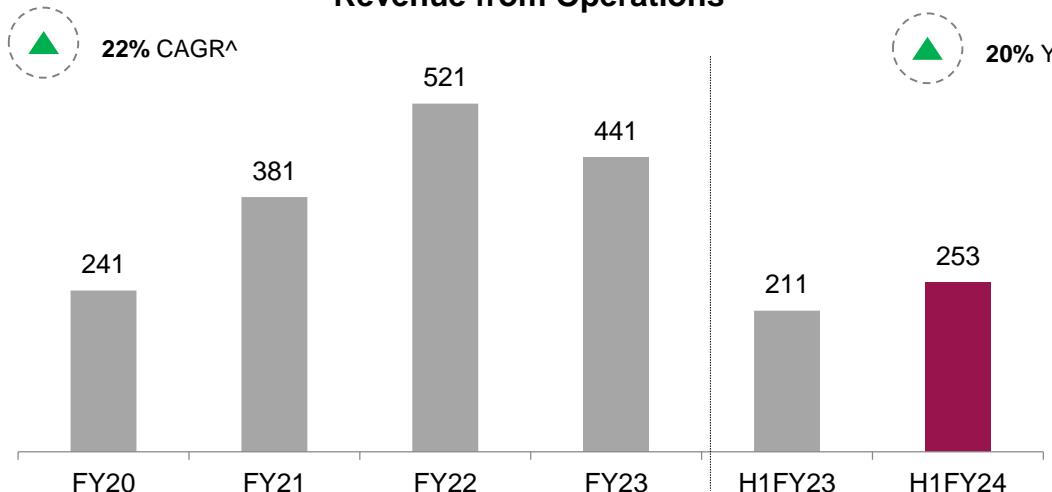
Rank	Banker	No of Deals*
1	Peer 1	19
2	Axis Capital	17
3	Peer 2	17
3	Peer 3	14
3	Peer 4	12

Major Highlights

- **48** IB deals closed in H1FY24 that include **34** ECM and **6** M&A deals
- **2nd rank** in ECM deals
- **43%** YOY growth in Q2FY24 revenue from Institutional Equity business
- **₹253 crores** – Revenue from operations in H1FY24

All figures in ₹ Crores

Revenue from Operations



Profit After Tax



*Source: Primedatabase; Updated till 30th September, 2023;

Includes all Equity IPOs, FPOs, QIPs, OFS, REIT, InvIT, Rights Transactions

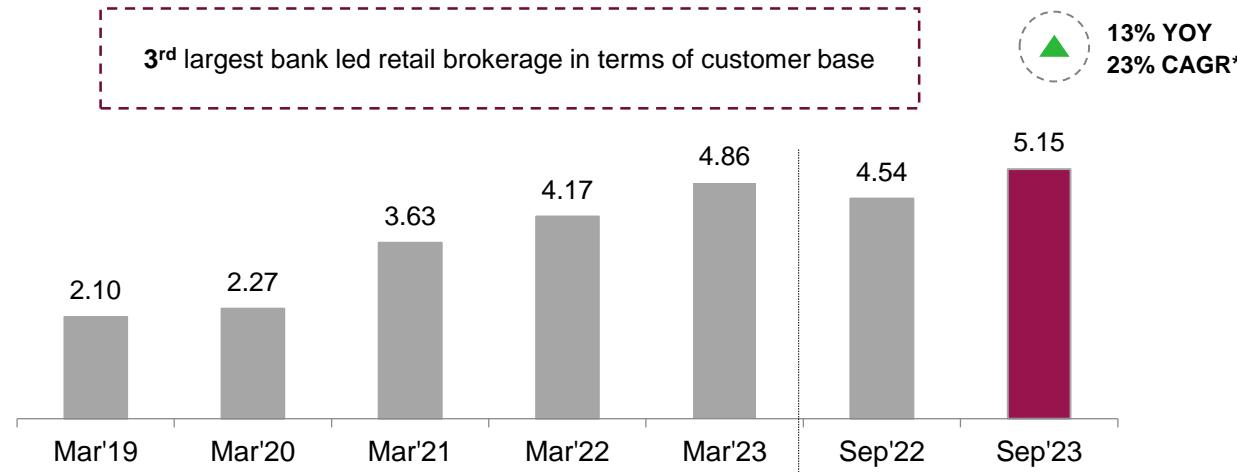
^ CAGR for period FY20 to FY23

Quarterly Results Q2FY24

Axis Securities : PAT up 14% YOY



Total customer base (in mn)



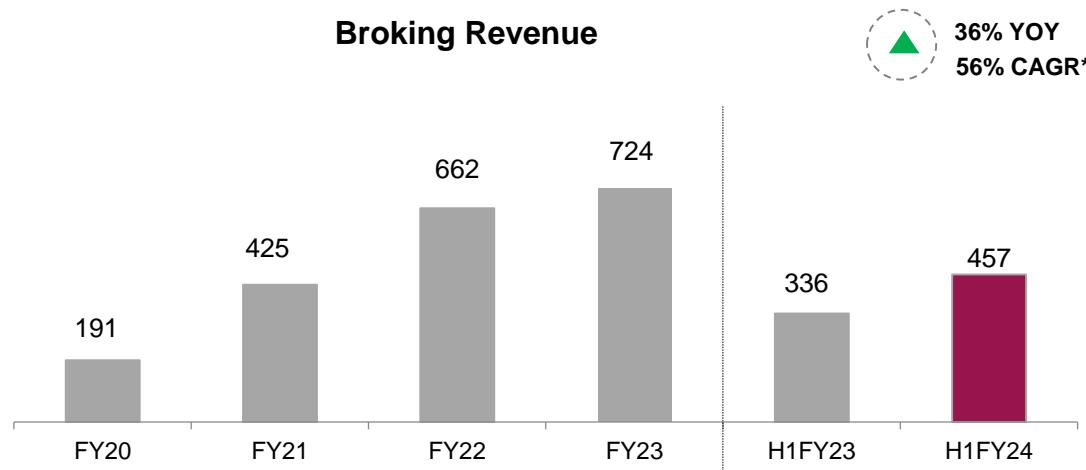
* CAGR for period Mar-19 to Mar-23

Major Highlights

- **13% YOY** growth in customer base in Q2FY24
- **54%** of the volumes in Q2FY24 was from Mobile trading
- **58%** of clients traded through Axis Direct Mobile App in Q2FY24
- **₹ 457 crores** - broking revenues in H1FY24, up 36% YOY

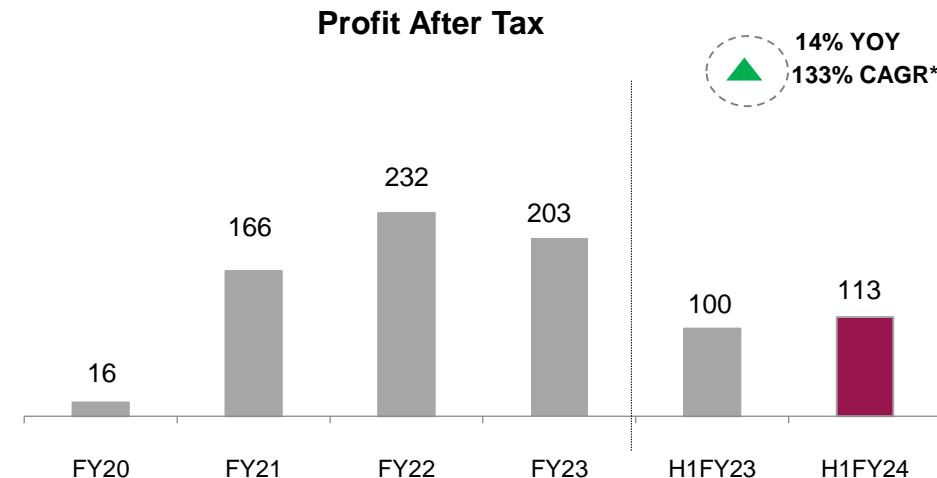
All figures in ₹ Crores

Broking Revenue



* CAGR for period FY20 to FY23

Profit After Tax



Quarterly Results Q2FY24

A.TREDS: Invoicemart setting a new benchmark in TReDS



- » A.TREDS is the largest TReDS entity which operates on a perpetual license, allowed by RBI to set up the Trade Receivables Discounting System (TReDS), an electronic platform for facilitating cash flows for MSMEs
- » The TReDS platform connects MSME sellers and their corporate buyers to multiple financiers. It enables discounting of invoices of the MSME sellers raised on large buyers, through a transparent bidding mechanism that ensures financing of receivables at competitive market rates.
- » Our digital invoice discounting platform '**Invoicemart**' has set a new benchmark by facilitating financing of MSME invoices of more than **₹ 75,600 crs+**. Crossed a monthly figure of **₹ 4,000+ crs** in Sepptember 2023.
- » Invoicemart has helped in price discovery for MSMEs across **870+** locations in India who are now able to get their bills discounted from **60** financiers (banks, NBFC factors and NBFCs)



Progress so far (Jul'17 to Sep' 23)



Throughput
~ ₹ 75,600 Cr



Invoices Discounted (in No's)
~ 20 Lakh



Participants on-board
~ 25,000

Freecharge: Building capabilities in four key areas – Consumer Lending, Merchant Business, Payments for Lending, and Payment Aggregation



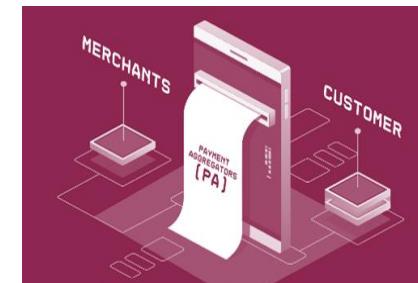
Merchant Business

- **20%** growth in number of merchant acquisitions in Q2 FY24 from Q1 FY24
- **10%** growth in merchant GMV from Q1 FY24 to Q2 FY24 and **crossed 1 lac MAU** on Merchant app in Q2 FY24
- **Dynamic QR launched on merchant app**, allows merchant to set order value on each QR & always receive the exact order amount, without any customer intervention. No device investment needed as feature available on merchant's phone
- **Gold Loans** pilot launched in select cities, to be scaled up in Q3
- **Revamped merchant onboarding journey launched via Mitra app** (fleet management app) with multiproduct capabilities



Payment Aggregation

- **GMV & performance maintained** despite PA embargo from February 2023 on new merchant onboarding. Scale up planned post RBI approval.
- **New features rolled out –**
 - 3DS 2.0: Upgraded to latest version of 3DS for further security enhancement on card transactions.
 - New website launched, showcasing Payment Gateway capabilities
 - Superior offering for Financial services merchant integration with Third Party verification services to allow payments from verified accounts and initiate instant refunds
 - EMI on credit card



Consumer Payments & Lending

- **Average order value per user increased by ~9% in Q2 FY24 vs Q1 FY24**
- **Axis Rupay Credit Cards launched on Freecharge app**. Customers can now apply for Rupay credit cards and link to UPI for seamless transaction experience. Currently live for existing Axis Bank customers, to be rolled out for New to Axis Bank customers in next phase
- **Rolled out Rupay credit card linking to Freecharge UPI**, allowing users to transact seamlessly on Freecharge UPI via Rupay credit cards
- **UPI central mapper launched –** allows users to pay anyone with just the mobile number without requiring their VPA
- **Bill box feature launched** – allows customers to manage all bills payments from single window



Executive Summary

Financial Highlights

Capital and Liquidity Position

Business Segment Performance

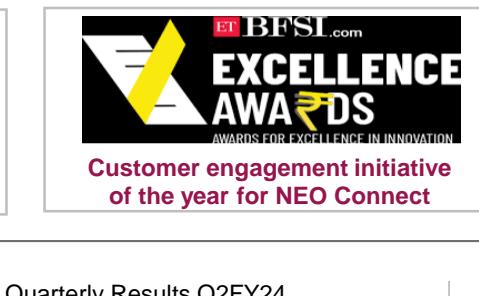
Asset Quality

Sustainability

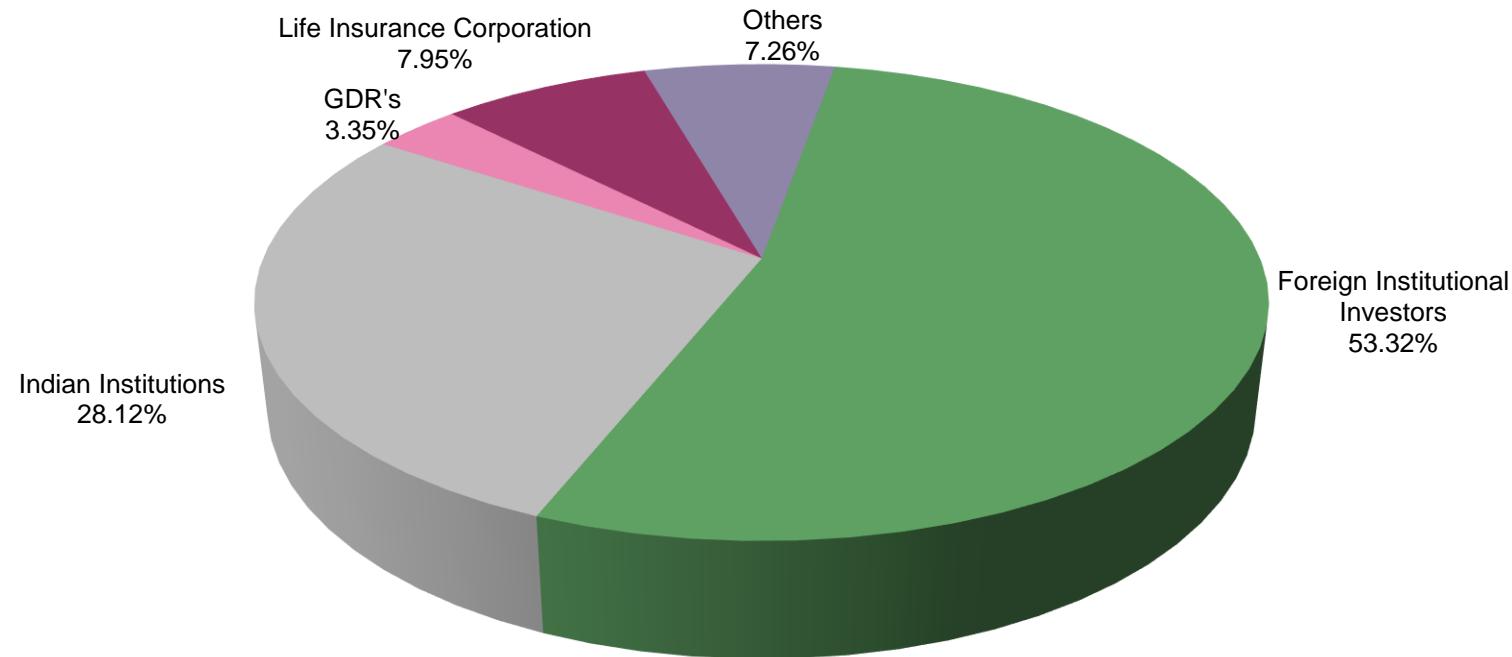
Subsidiaries' Performance

Other Important Information

Our winning mindset is reflected in multiple awards and recognitions...



Shareholding Pattern (as on September 30, 2023)



- Share Capital ₹616 crores
- Shareholders' Funds ₹136,702 crores
- Book Value Per Share ₹444
- Diluted EPS (Q2 FY24) # ₹75.28
- Market Capitalization ₹297,181 crores (as on October 23rd, 2023)

annualized

Financial Performance



Financial Performance (₹ crores)		Q2FY24	Q2FY23	% Growth	H1FY24	H1FY23	% Growth
Interest Income	A	26,626	20,239	32%	52,183	38,968	34%
Other Income	B = C+D+E	5,034	3,855	31%	10,121	6,784	49%
- Fee Income	C	4,963	3,776	31%	9,451	7,282	30%
- Trading Income	D	(101)	(86)	-	418	(753)	-
- Miscellaneous Income	E	173	165	5%	252	255	(1%)
Total Income	F = A+B	31,660	24,094	31%	62,304	45,751	36%
Interest Expended	G	14,312	9,879	45%	27,910	19,223	45%
Net Interest Income	H = A-G	12,315	10,360	19%	24,273	19,744	23%
Operating Revenue	I = B+H	17,349	14,216	22%	34,395	26,528	30%
Core Operating Revenue*	J	17,450	14,302	22%	33,976	27,282	25%
Operating Expenses	K	8,717	6,499	34%	16,948	12,925	31%
-Staff Expense	L	2,610	2,167	20%	5,298	4,353	22%
-Non Staff Expense	M	6,107	4,332	41%	11,650	8,572	36%
Operating Profit	N = I-K	8,632	7,716	12%	17,446	13,603	28%
Core Operating Profit*	O	8,733	7,802	12%	17,028	14,357	19%
Provisions other than taxes	P	815	550	48%	1,849	909	103%
Profit Before Tax	Q = N-P	7,817	7,166	9%	15,597	12,694	23%
Tax Expenses	R	1,954	1,837	6%	3,936	3,239	22%
Net Profit	S = Q-R	5,864	5,330	10%	11,661	9,455	23%
EPS Diluted (in `) (annualized)		75.28	68.36		75.28	61.27	
Return on Average Assets (annualized)		1.76%	1.80%		1.78%	1.62%	
Return on Equity (annualized)		18.30%	18.49%		18.72%	16.80%	
Capital Adequacy Ratio (Basel III) (incl. profit)		17.84%	17.72%		17.84%	17.72%	

* excluding trading profit

Financial Performance



Financial Performance (\$ mn)		Q2FY24	Q2FY23	% Growth	H1FY24	H1FY23	% Growth
Interest Income	A	3,206	2,437	32%	6,284	4,692	34%
Other Income	B = C+D+E	606	464	31%	1,219	817	49%
- Fee Income	C	598	455	31%	1,138	877	30%
- Trading Income	D	(12)	(10)	-	50	(91)	-
- Miscellaneous Income	E	21	20	5%	30	31	(1%)
Total Income	F = A+B	3,812	2,901	31%	7,502	5,509	36%
Interest Expended	G	1,723	1,190	45%	3,361	2,315	45%
Net Interest Income	H = A-G	1,483	1,248	19%	2,923	2,378	23%
Operating Revenue	I = B+H	2,089	1,712	22%	4,142	3,194	30%
Core Operating Revenue*	J	2,101	1,722	22%	4,091	3,285	25%
Operating Expenses	K	1,050	783	34%	2,041	1,556	31%
-Staff Expense	L	314	261	20%	638	524	22%
-Non Staff Expense	M	735	522	41%	1,403	1,032	36%
Operating Profit	N = I-K	1,039	929	12%	2,101	1,638	28%
Core Operating Profit*	O	1,052	940	12%	2,050	1,729	19%
Provisions other than taxes	P	98	66	48%	223	109	103%
Profit Before Tax	Q = N-P	941	863	9%	1,878	1,529	23%
Tax Expenses	R	235	221	6%	474	390	22%
Net Profit	S = Q-R	706	642	10%	1,404	1,139	23%
EPS Diluted (in `) (annualized)		75.28	68.36		75.28	61.27	
Return on Average Assets (annualized)		1.76%	1.80%		1.78%	1.62%	
Return on Equity (annualized)		18.30%	18.49%		18.72%	16.80%	
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\$ figures converted using exchange rate of 1\$ = ₹83.045

* excluding trading profit

Balance Sheet



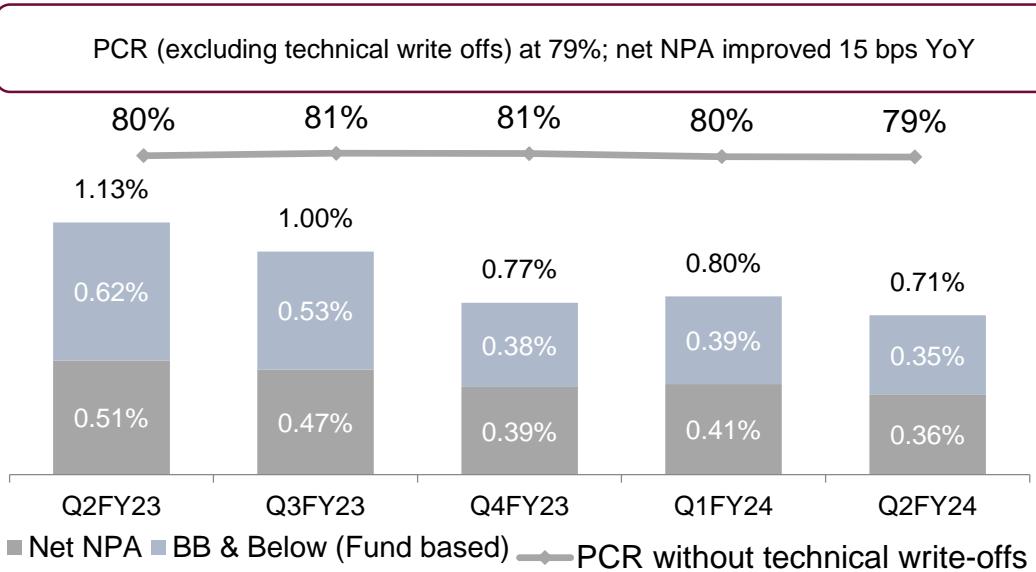
Balance Sheet	As on 30 th Sep'23	As on 30 th Sep'22		As on 30 th Sep'23	As on 30 th Sep'22	% Growth
CAPITAL AND LIABILITIES	In ` Crores	In ` Crores		in \$ Mn	in \$ Mn	
Capital	616	614		74	74	0.3%
Reserves & Surplus	1,36,086	1,23,950		16,387	14,926	10%
ESOP Outstanding	648	298		78	36	117%
Deposits	9,55,556	8,11,015		1,15,065	97,660	18%
Borrowings	1,85,243	1,81,400		22,306	21,843	2%
Other Liabilities and Provisions	60,765	68,204		7,317	8,213	(11%)
Total	13,38,914	11,85,481		1,61,227	1,42,752	13%
ASSETS						
Cash and Balances with RBI / Banks and Call money	68,592	71,209		8,259	8,575	(4%)
Investments	2,95,691	2,87,621		35,606	34,634	3%
Advances	8,97,347	7,31,083		1,08,056	88,035	23%
Fixed Assets	5,238	4,731		631	570	11%
Other Assets	72,046	90,837		8,675	10,938	(21%)
Total	13,38,914	11,85,481		1,61,227	1,42,752	13%

\$ figures converted using exchange rate of 1\$ = ₹83.045

Quarterly Results Q2FY24

Limited restructuring, largely secured and well provided; Declining BB & Below Book

Bank's Net NPA* and Fund based BB and Below* portfolio



Update on restructured book

Outstanding Covid (1+2) restructuring as on 30.09.2023	Implemented
Bank	1,756
Retail	1,536
Wholesale	219
CBG	-
Bank as a % of GCA	0.19%
Retail as a % of segment GCA	0.29%
Wholesale as a % of segment GCA	0.08%
CBG as a % of segment GCA	-

- Provision on restructured book Rs. 510 crs, coverage ~ 21%
- ~97% of Retail Covid (1+2) is secured, unsecured 100% provided
- Linked but not restructured NFB Rs.895 crores
- MSME (1+2) restructured book Rs. 336 crs, 0.04% of GCA, provision held Rs. 98 crs
- Linked non-restructured book Rs. 117 crores, provision held Rs. 40 crs

Key comments on BB and Below book

- Rs. 130 crs downgraded to BB & below during the quarter, down 42% YOY
- Rs. 96 crs slippages (FB + Investments) to NPA
- Average ticket size ~ Rs. 35 crs
- ~ 17% of BB & Below book rated better by at least one rating agency
- Top 4 sectors comprising Power Generation & Distribution, Infra Construction, Hotels, and Real Estate account for 66% of FB book

The outstanding amount in 'BB and Below' portfolio incorporates cumulative impact of rating Upgrades / Downgrades and Slippages from the pool

*As % of customer assets, as applicable

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