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Axis Bank Credit Cards



## Investor Presentation *Quarterly Results Q2FY24*

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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



**3<sup>rd</sup>**  
largest Private Bank in India

**46 mn+**  
Customers

**99,350+**  
Employees

**5,152**  
Branches\*

## Market Share



**5.3%**  
Assets<sup>1</sup>

**4.8%**  
Deposits<sup>1</sup>

**6.0%**  
Advances<sup>1</sup>

**14.1%**  
Credit Cards<sup>2</sup>

## Profitability



**4.11%**  
Net Interest Margin<sup>3</sup>

**2.41%**  
Cost to Assets<sup>3</sup>

**2.60%**  
Operating Profit Margin<sup>3</sup>

## 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)

**2<sup>nd</sup>**  
Axis Capital's position in  
ECM<sup>4</sup>

**36%**  
Growth in Axis Securities  
Broking Revenue(H1FY24)

<sup>1</sup> Based on Sep'23 data <sup>2</sup> Credit Cards in force as of Sep'23 <sup>3</sup> for Q2FY24 <sup>4</sup> 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

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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, SBB<sup>1</sup> 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 <sup>2</sup>
- **2<sup>nd</sup>** largest player in Merchant Acquiring with terminal market share of **18.6%**, incremental share of **23%** in last one year <sup>2</sup>
- Axis Mobile app is the **world's highest** <sup>3</sup> 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 <sup>4</sup> 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 <sup>1</sup> SBB : Small Business Banking; <sup>2</sup> Based on RBI data as of Sep'23

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

# Key metrics for Q2FY24

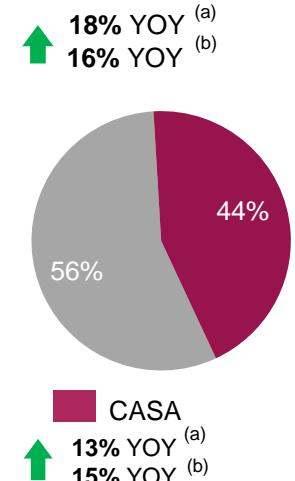
Snapshot (As on 30<sup>th</sup> September 2023)



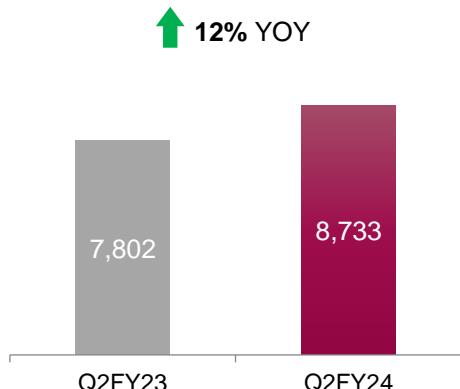
	Absolute (₹ Cr)			QOQ	YOY Growth	
	Q2FY24	Q1FY24	H1FY24	Q2FY24	Q2FY24	H1FY24
Profit & Loss						
Net Interest Income	12,315	11,959	24,273	3%	19%	23%
Fee Income	4,963	4,488	9,451	11%	31%	30%
Operating Expenses	8,717	8,232	16,948	6%	34%	31%
Operating Profit	8,632	8,814	17,446	(2%)	12%	28%
Core Operating 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 <sup>(e)</sup>	15.08%		15.75%			
Basel III Total CAR <sup>(e)</sup>	17.84%		17.72%			

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

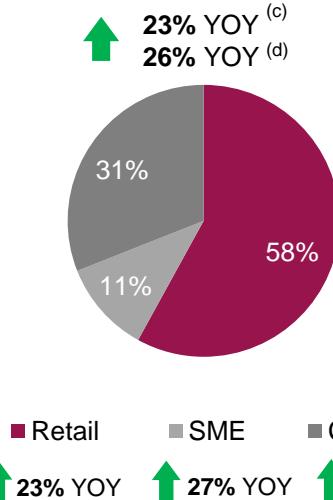
## Deposits



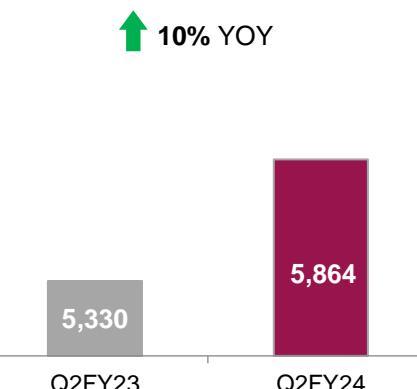
## Core Operating Profit (in ₹ Crores)



## Advances

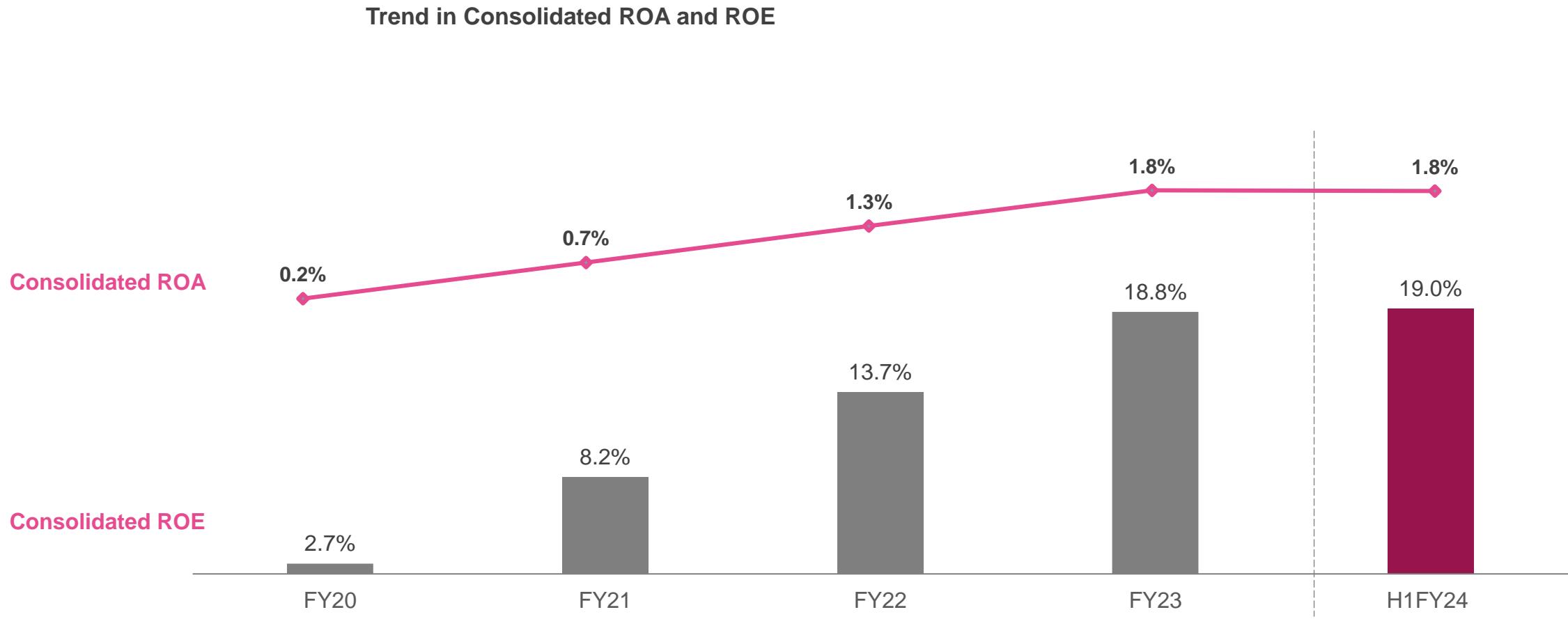


## Profit After Tax (in ₹ Crores)



Quarterly Results Q2FY24

We have delivered consistent and robust improvement in shareholder return metrics



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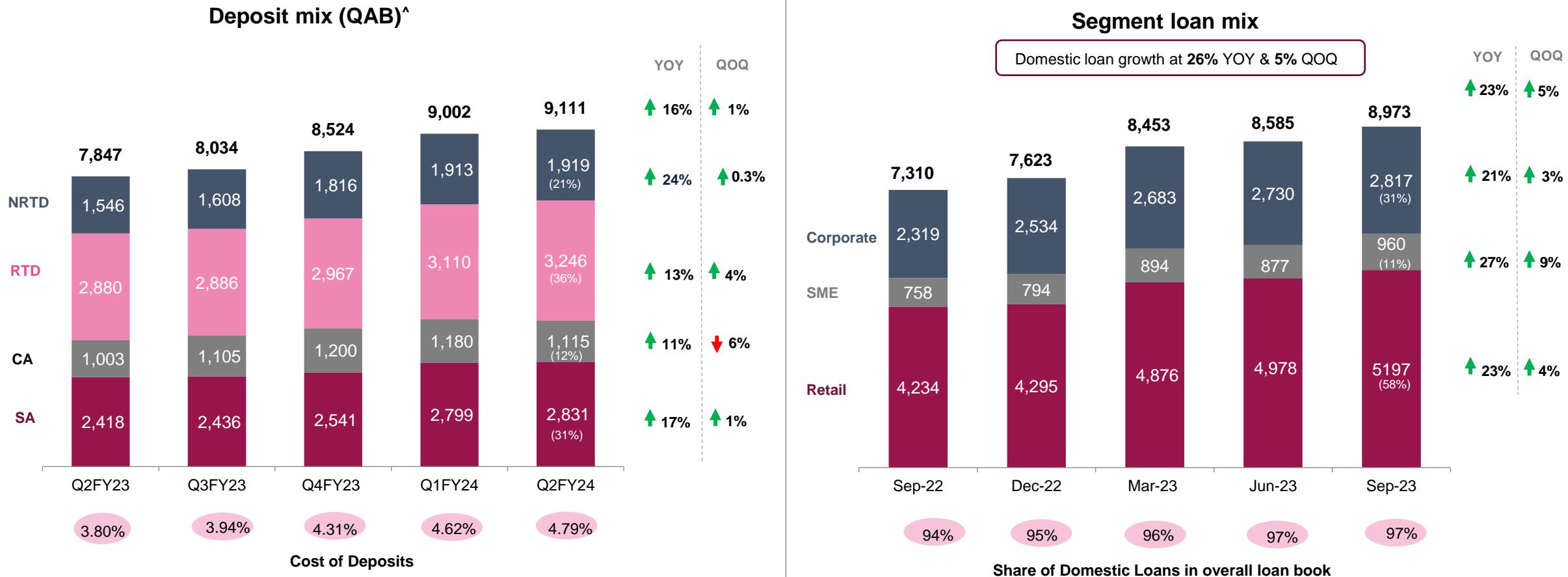
Subsidiaries' Performance

Other Important Information

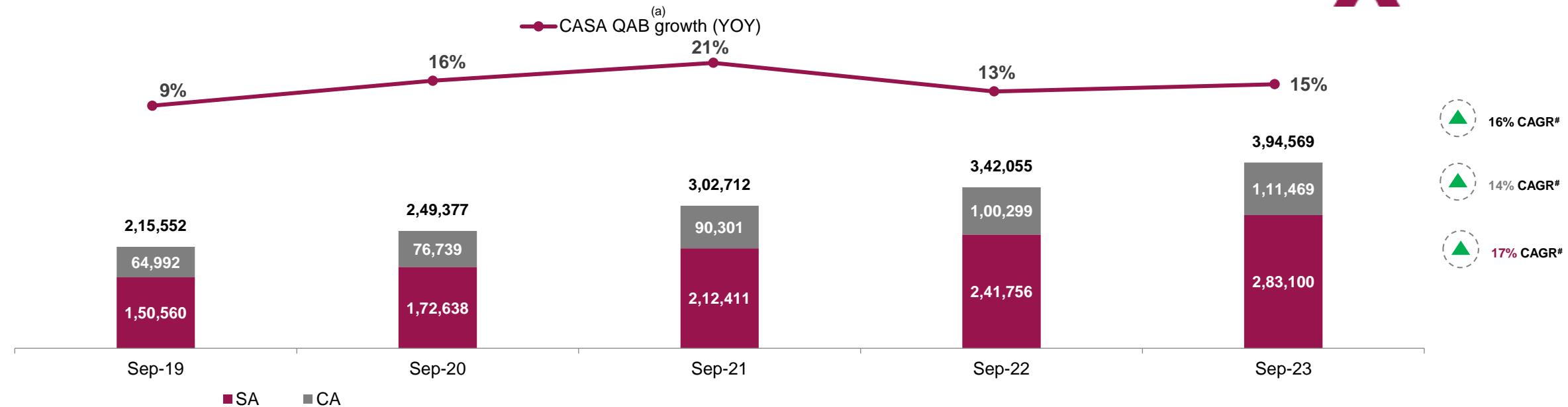
# Deposit and Loan growth performance



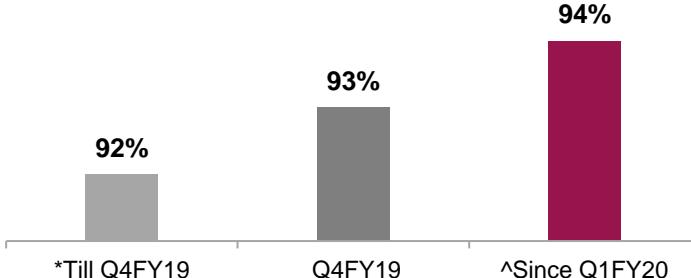
All figures in ₹ Billion



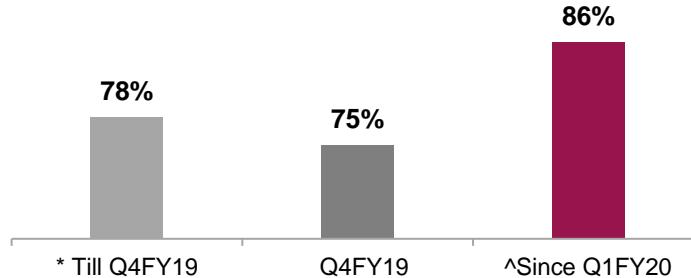
# Trend in CASA growth



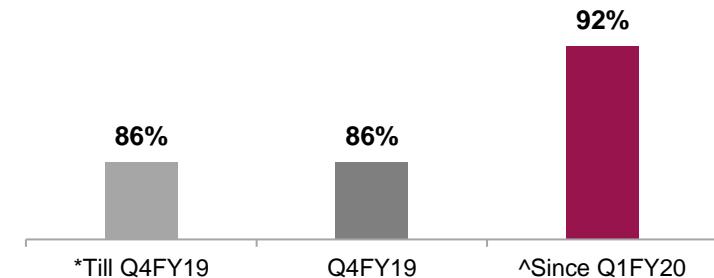
**SA QAB as % of period end  
SA balances**



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

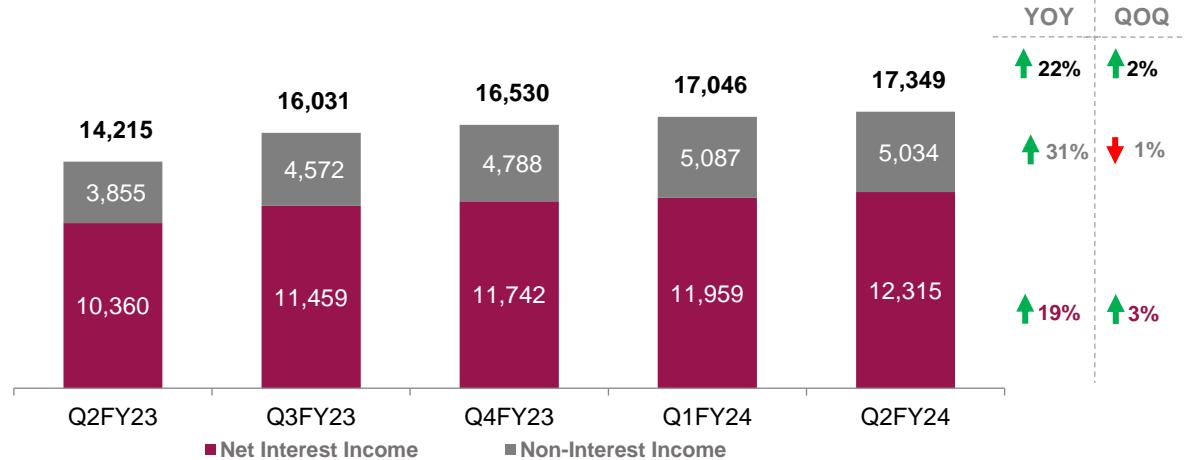


**CASA QAB as % of period end CASA  
balances**

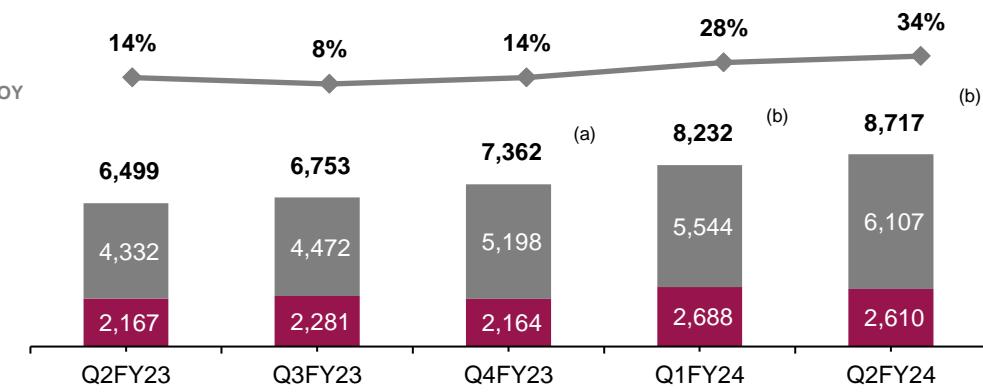


# Operating revenue up 22% YOY, Core Operating profit up 12% YOY, PAT up 10% YOY

## Operating revenue



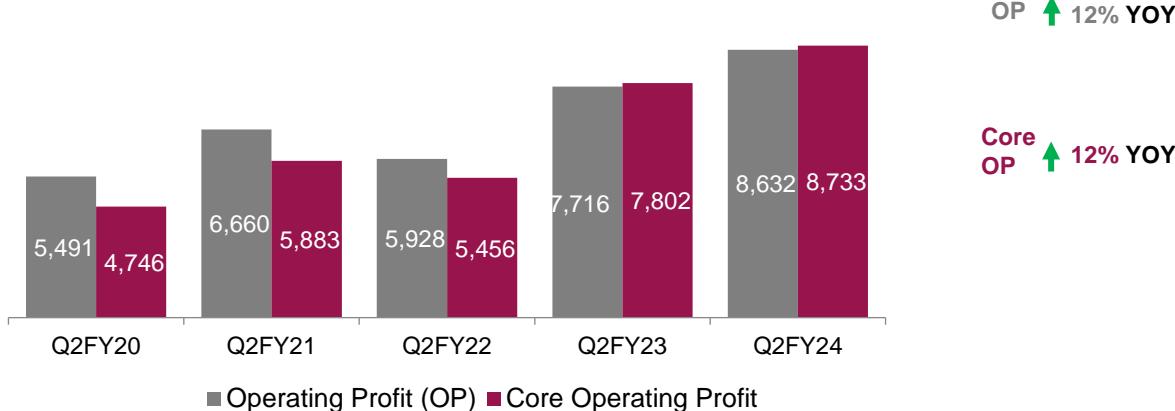
## Operating expense



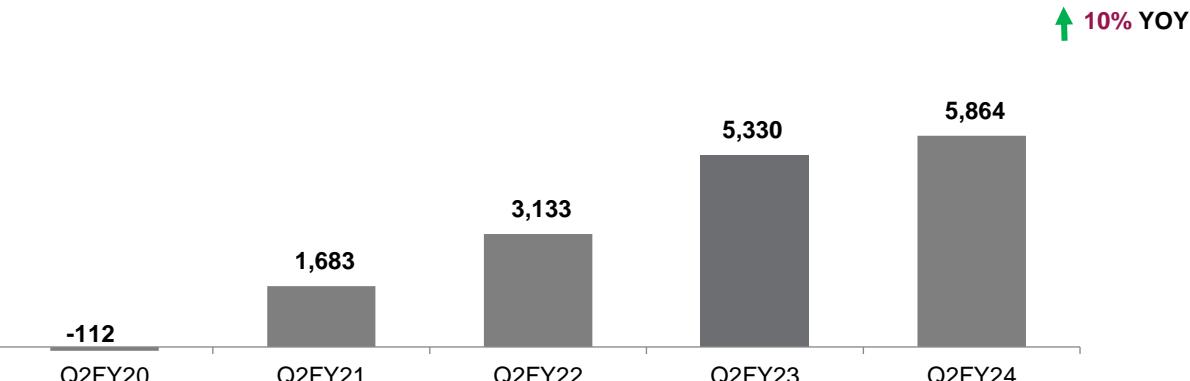
(a) Including one month integration expenses plus Citi business operating expenses

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

## Operating profit & Core Operating profit



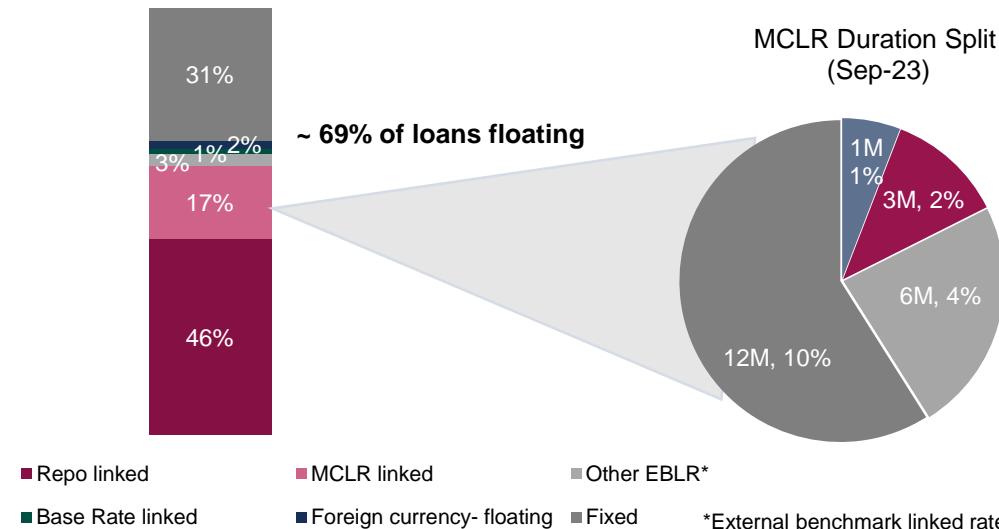
## Profit after tax



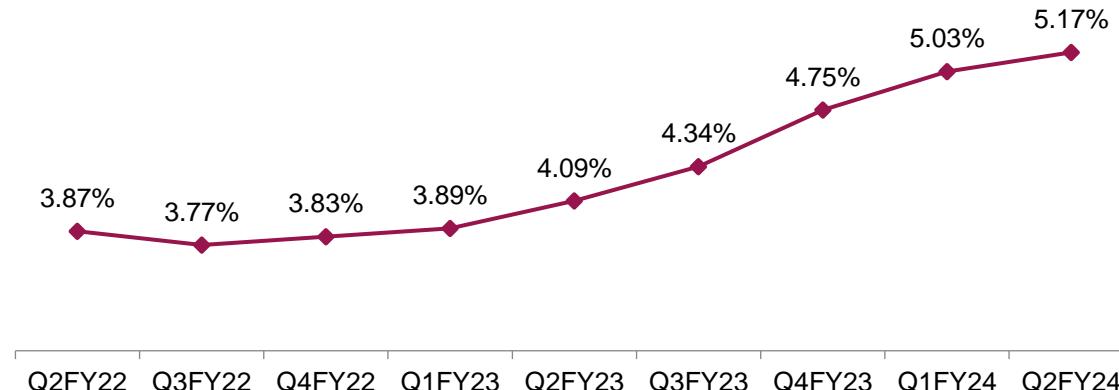
# Net interest margin improved 15 bps YOY



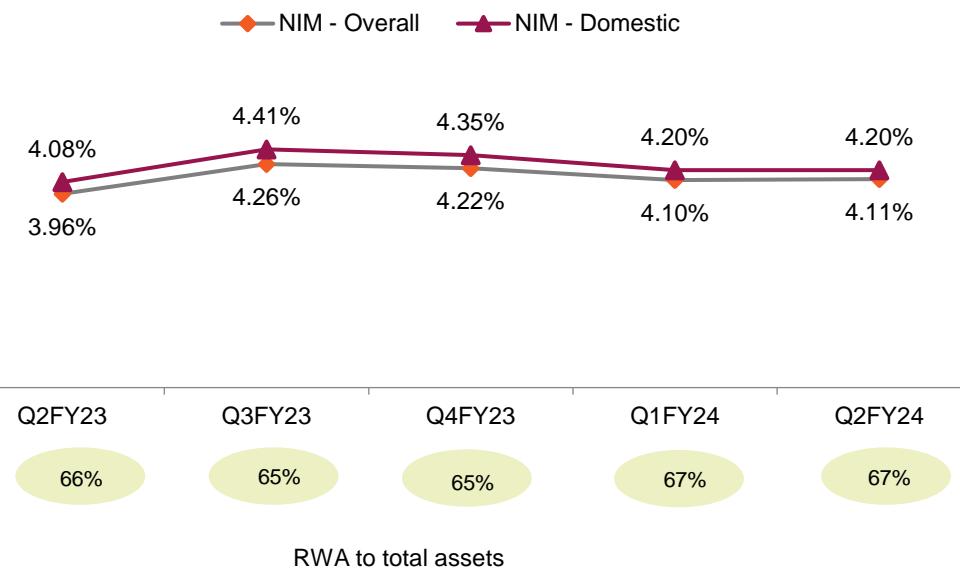
## Advances mix by rate type



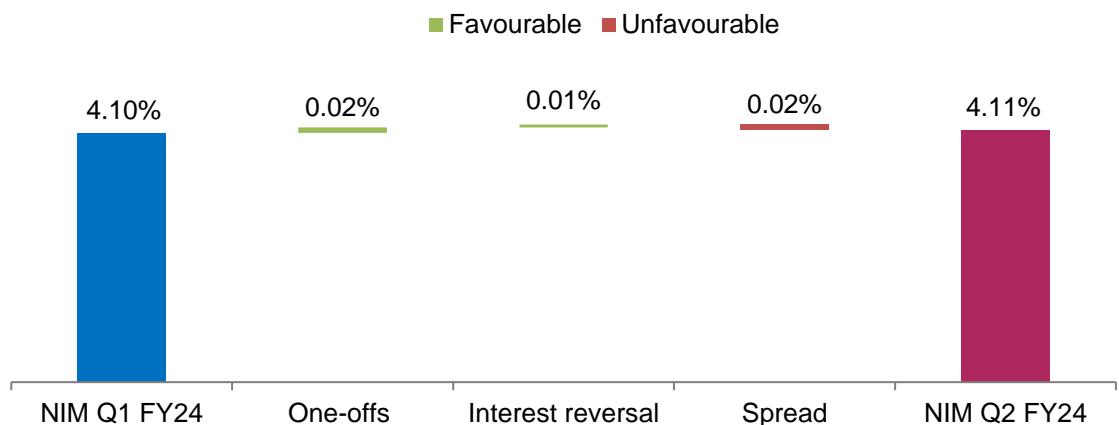
## Cost of Funds



## Net interest Margin (NIM)

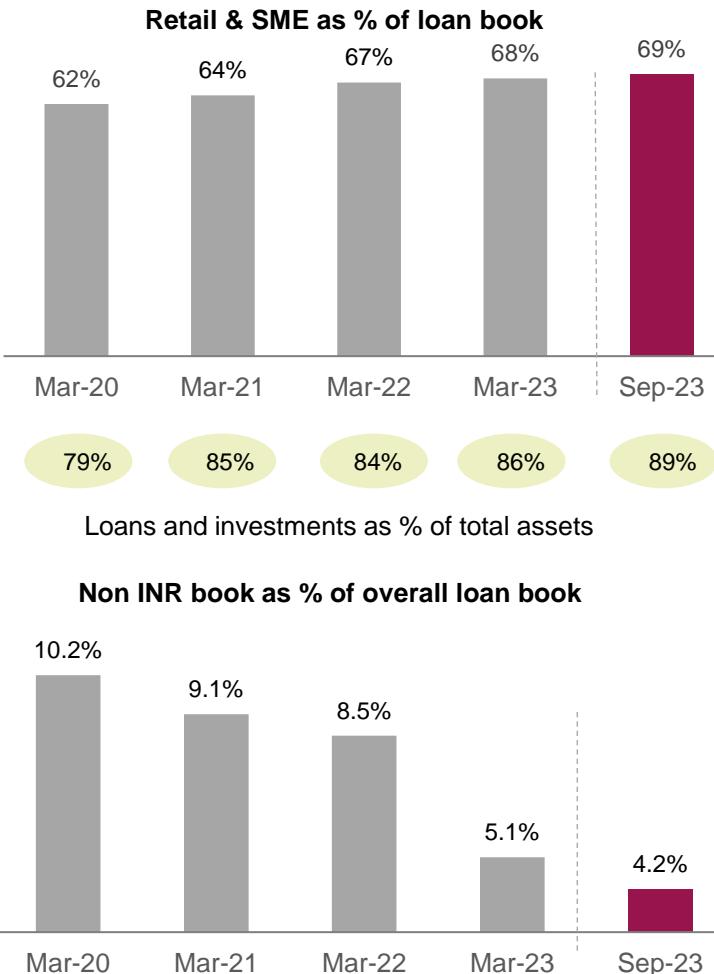


## NIM Movement - Q1 FY24 to Q2 FY24

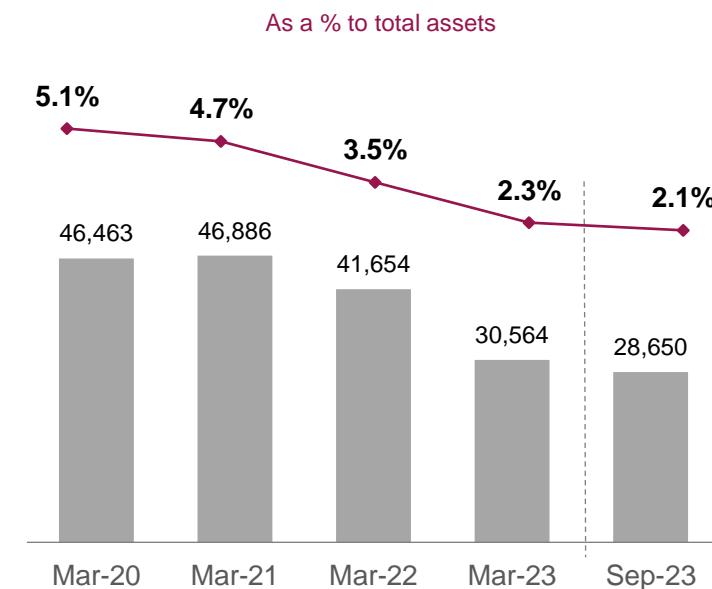


# NIM improvement led by structural drivers across the businesses

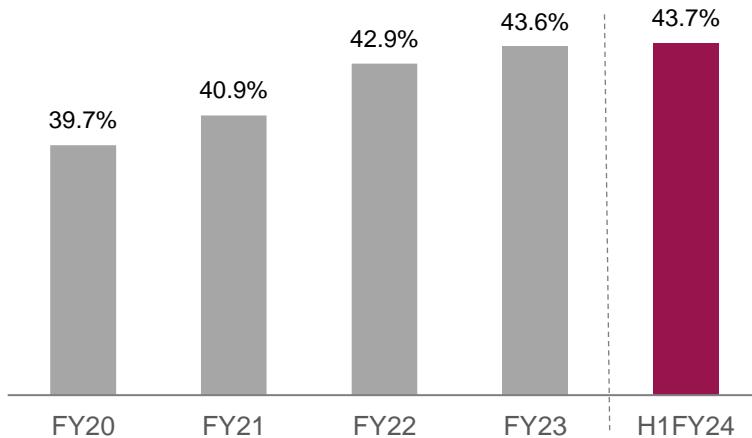
## 1 Improvement in balance sheet mix



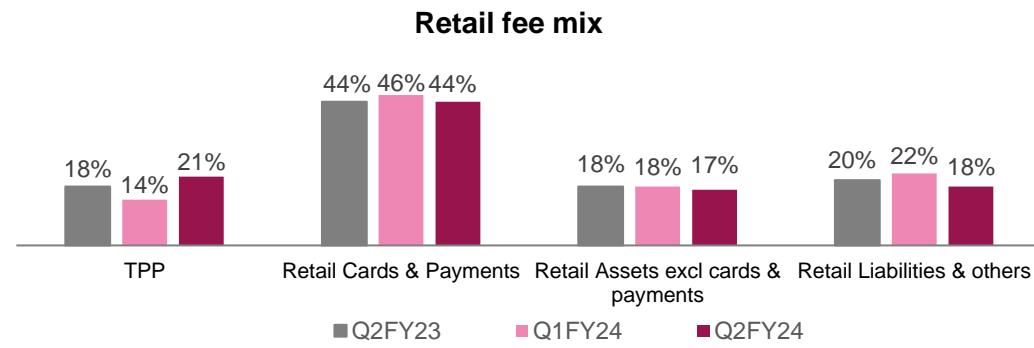
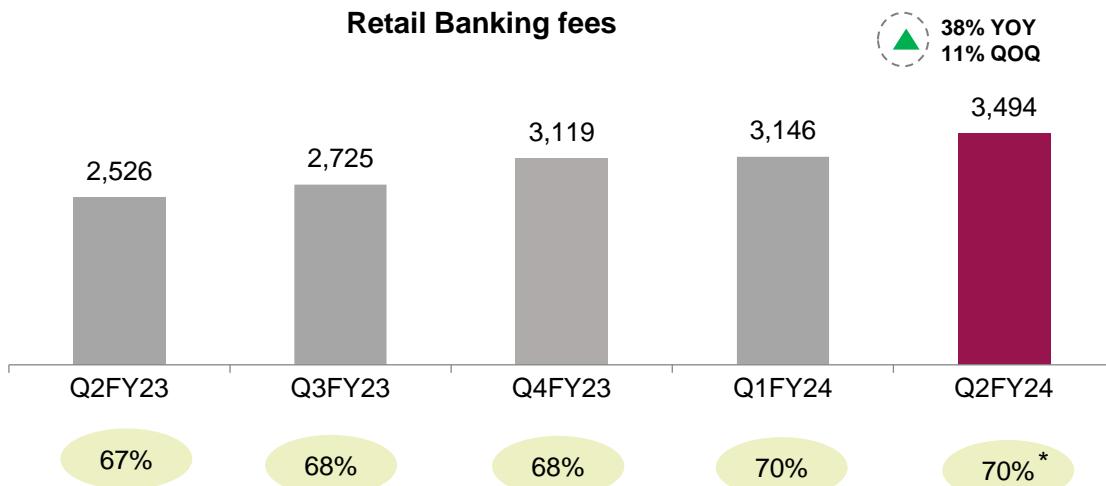
## 2 Reducing share of low yielding RIDF bonds



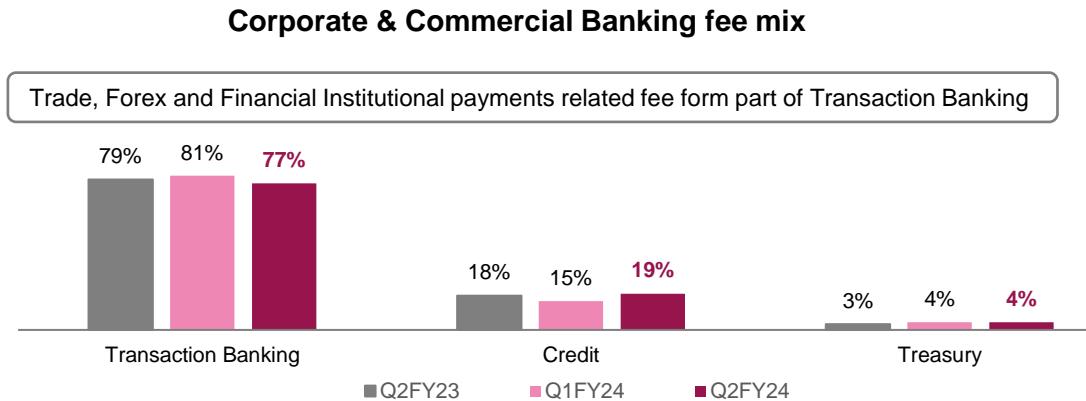
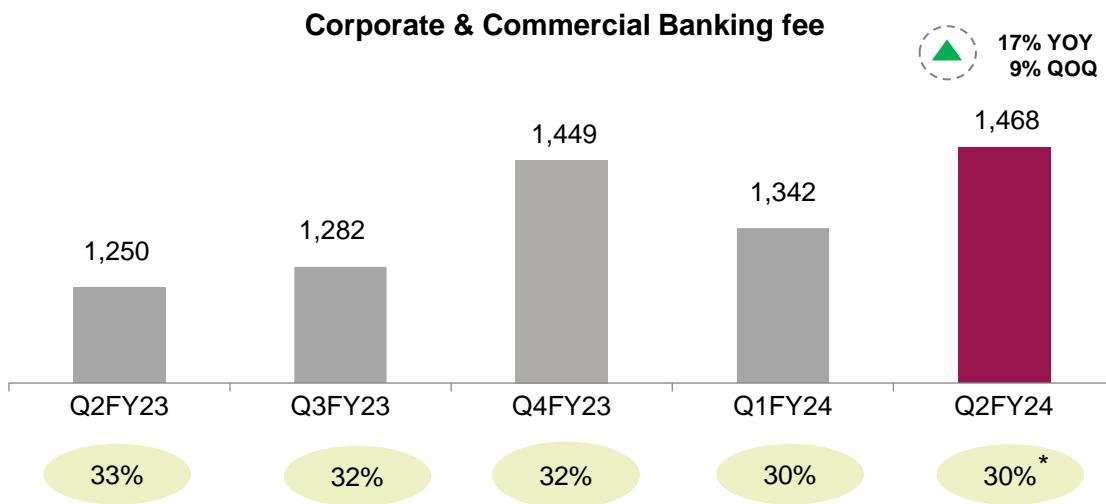
## 3 Improvement in composition reflected through improvement in average CASA%



# 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

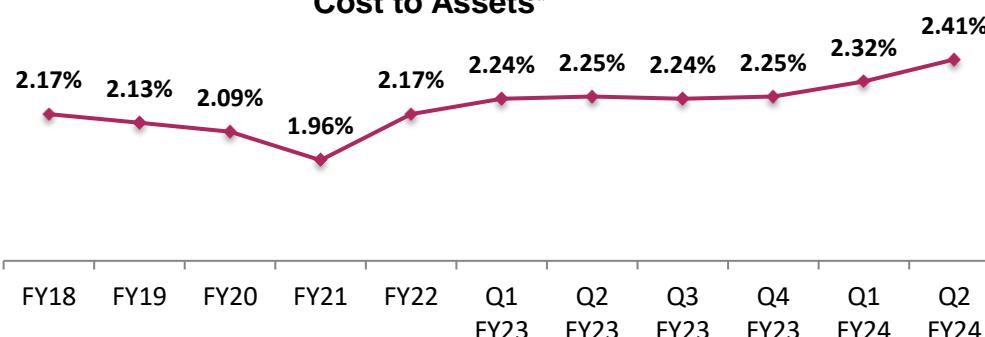
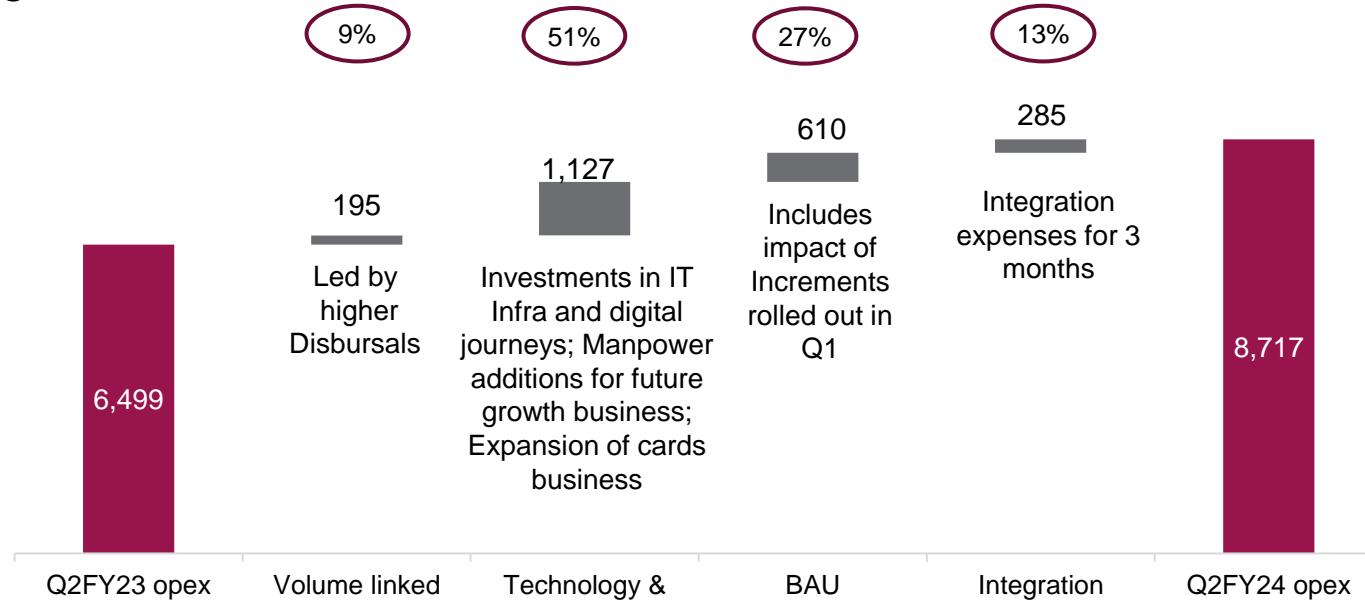
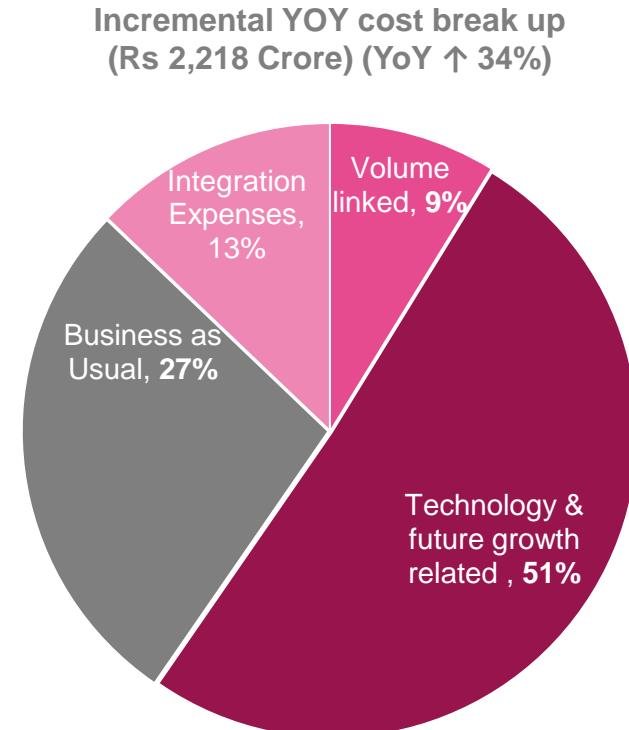


- 13% YOY & 7% QOQ growth in traditional Transactional Banking fees excluding forex & trade
- 25% YOY & 4% QOQ growth in forex income, 26% YOY & 39% QOQ growth in credit related fees

# 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)

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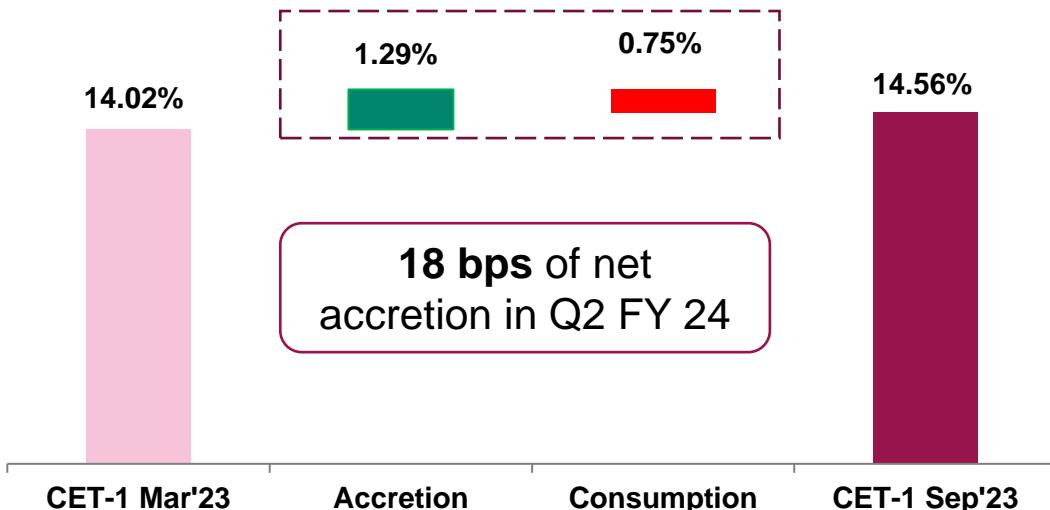
Subsidiaries' Performance

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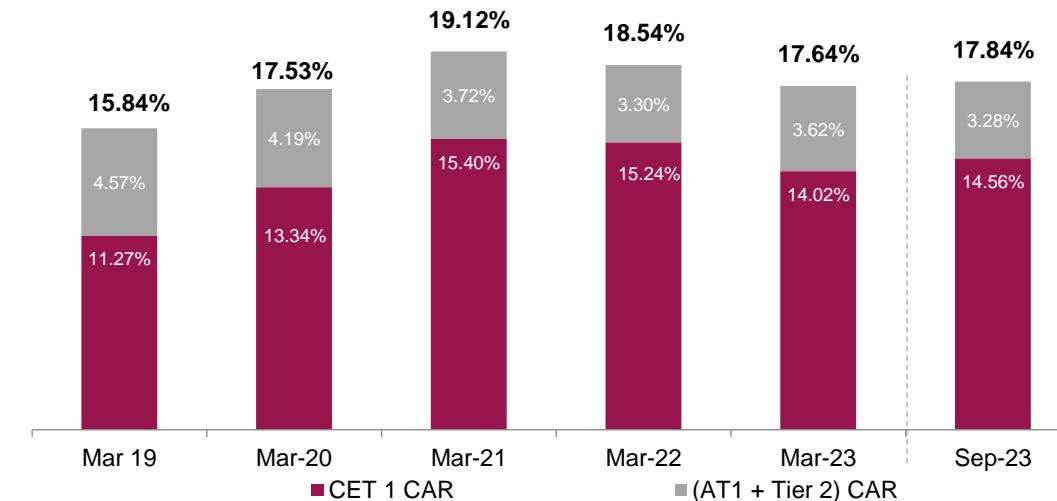
# Strong capital position with adequate liquidity



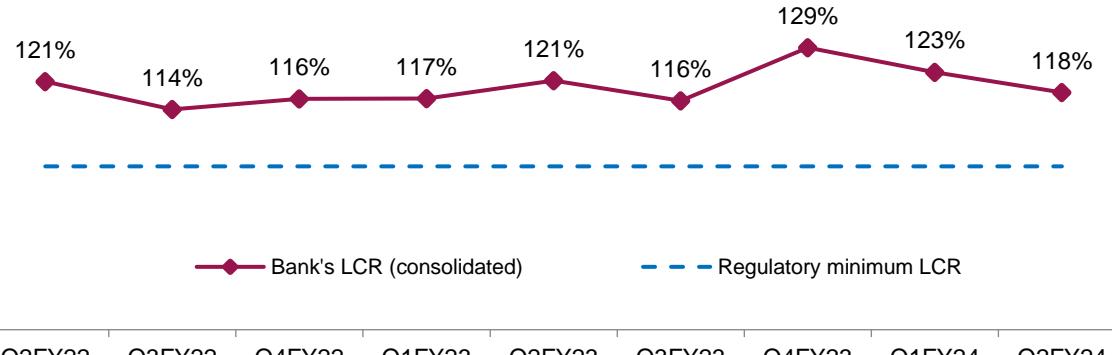
Net accretion to CET-1 of 54 bps in H1FY24



Bank's Capital Adequacy Ratio

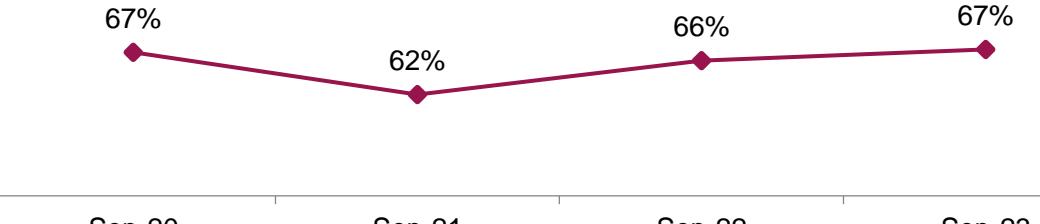


Liquidity Coverage Ratio (consolidated)



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

RWA to Total Assets



Quarterly Results Q2FY24

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# Retail Banking

**~43 Mn**

*Individual  
customers*

**4<sup>th</sup>**

*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^*



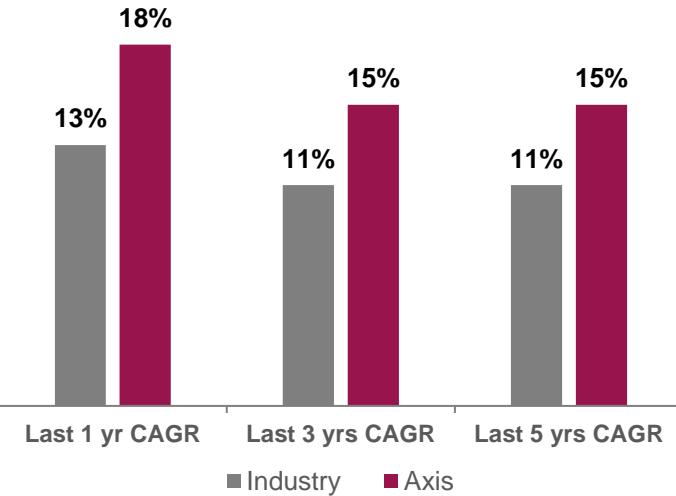
~ share in Bank's total advances, ^ share in Bank's total fee for Q2FY24

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

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



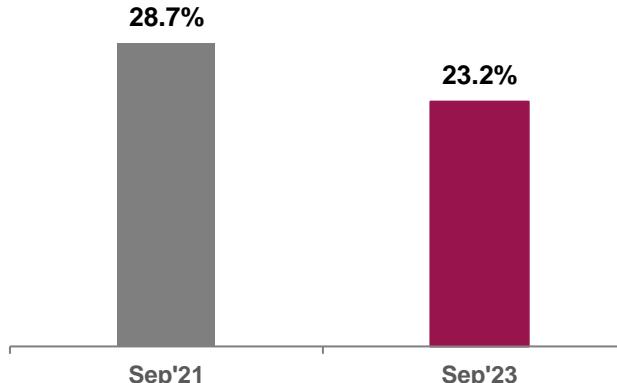
We have grown faster than industry consistently...



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

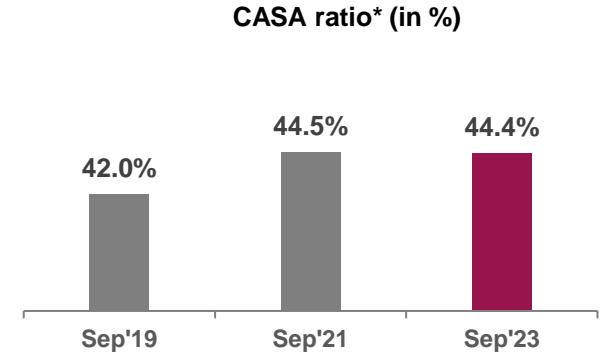
...with improvement in the quality of deposits...

**~550 bps** reduction in outflow rates in last 2 years

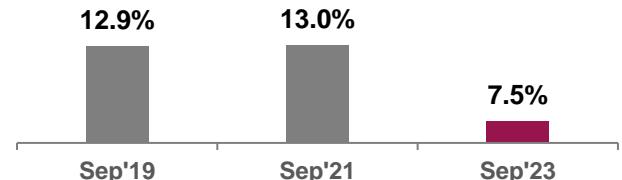


Outflow rates are now among the best in the industry

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

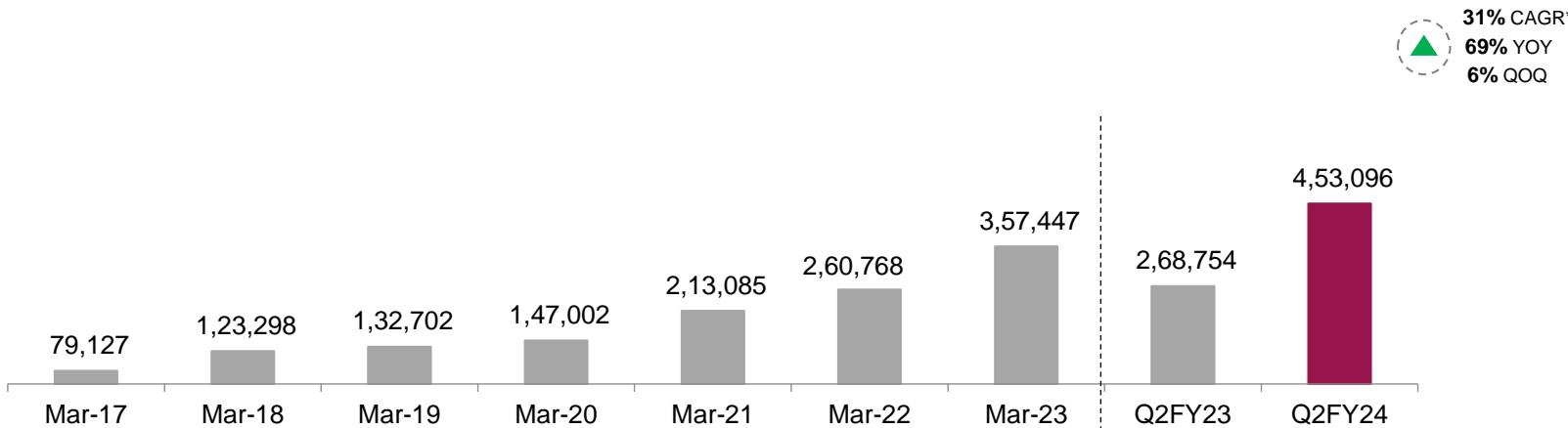
**1.67 mn**

Retail Term Deposits acquired in Q2FY24

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

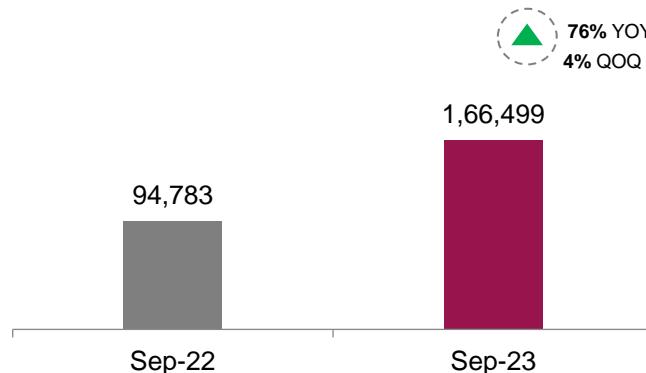


Overall Burgundy AUM<sup>^</sup> has grown strongly

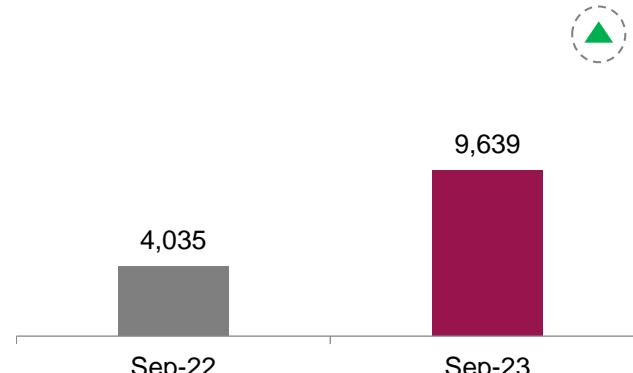


\* CAGR for period Mar-17 to Sep-23

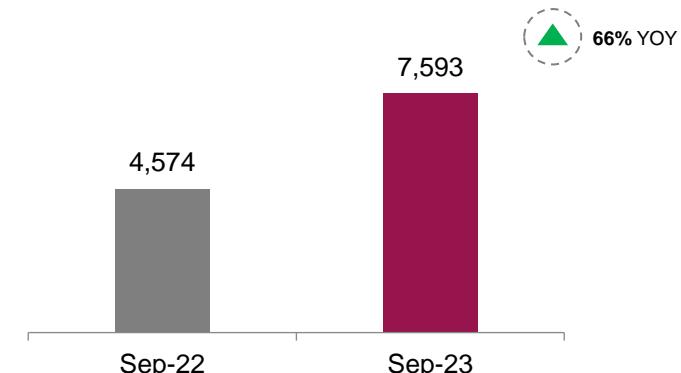
Burgundy Private AUM<sup>^</sup>



Burgundy Private Client Base<sup>^</sup>



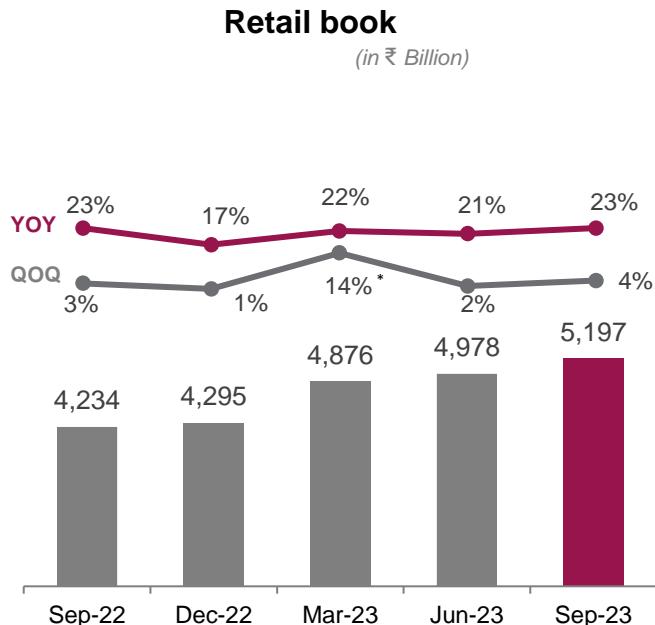
Burgundy Private 3-in-1 Cards<sup>^</sup>



<sup>^</sup> includes Burgundy Private AUM as well along with acquired wealth management portfolio of Citibank India Consumer business

Quarterly Results Q2FY24

# ₹5 trillion Retail loan book remains well diversified

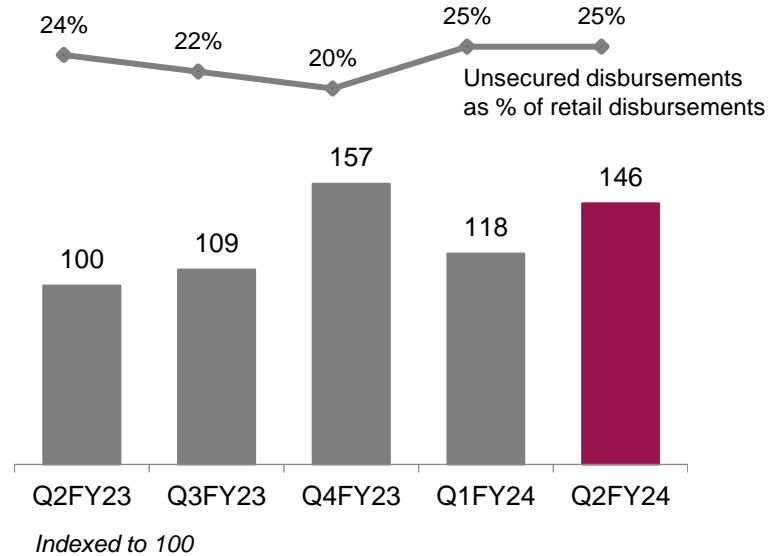


~ 76% of our retail book is secured

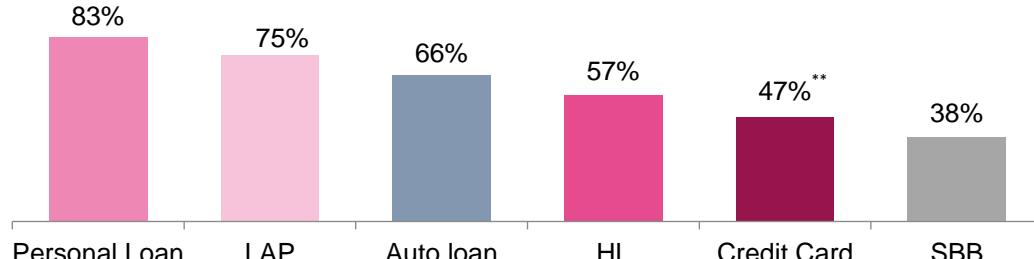
in Rs Crores	Sep-23	QOQ	YOY	% Prop
<b>Home Loans</b>	1,59,173	2%	9%	31%
<b>Rural loans</b>	74,663	4%	24%	14%
<b>Personal loans</b>	61,168	8%	25%	12%
<b>Auto loans</b>	55,577	4%	22%	11%
<b>LAP</b>	53,850	6%	23%	10%
<b>SBB</b>	50,292	9%	42%	10%
<b>Credit Cards</b>	35,848	3%	72%	7%
<b>Comm Equipment</b>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

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

## Retail disbursement trends and mix



## ETB<sup>^</sup> mix in retail portfolio



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

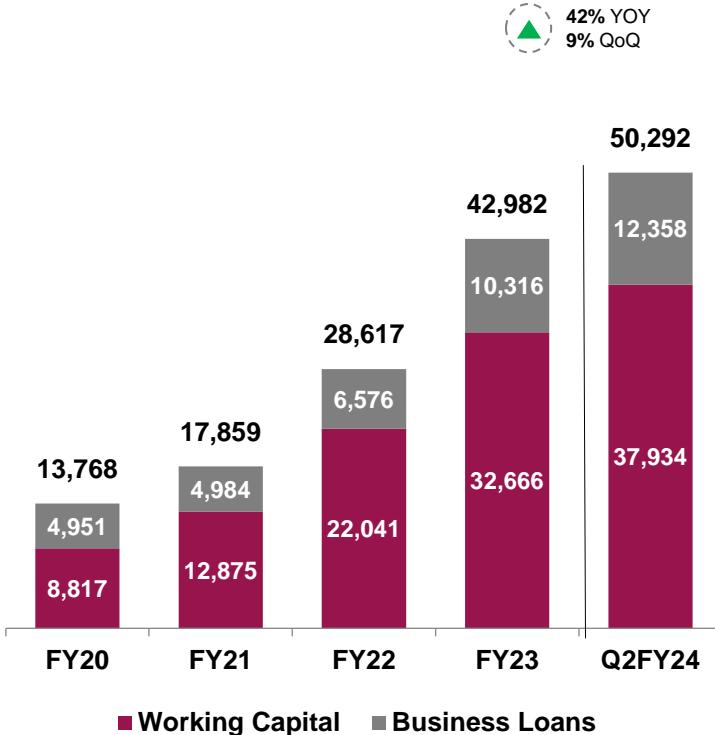


Average LTVs:  
53% in overall home loan portfolio  
37% in LAP portfolio

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



SBB portfolio (in ₹Cr.)



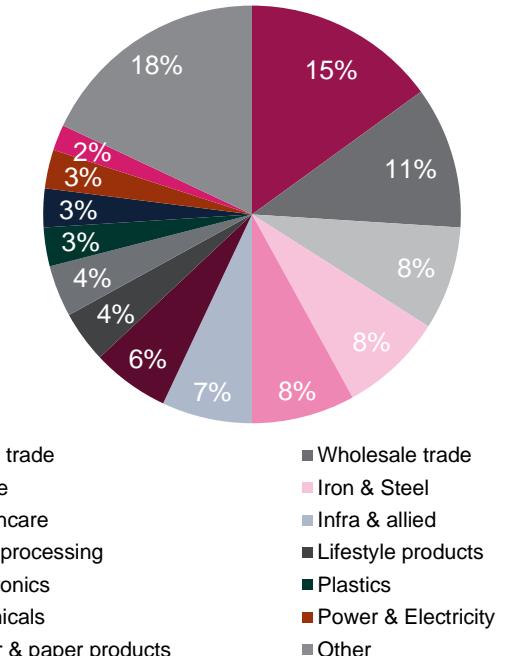
- ₹50,292 crores overall book with Business Loan book of ₹12,358 crores
- 75% value contribution from Secured products (working capital, overdraft, term loans, etc.)
- 110 lakh+ average ticket size of working capital secured loans
- 90%+ of SBB working capital portfolio is PSL compliant
- EWS portfolio 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

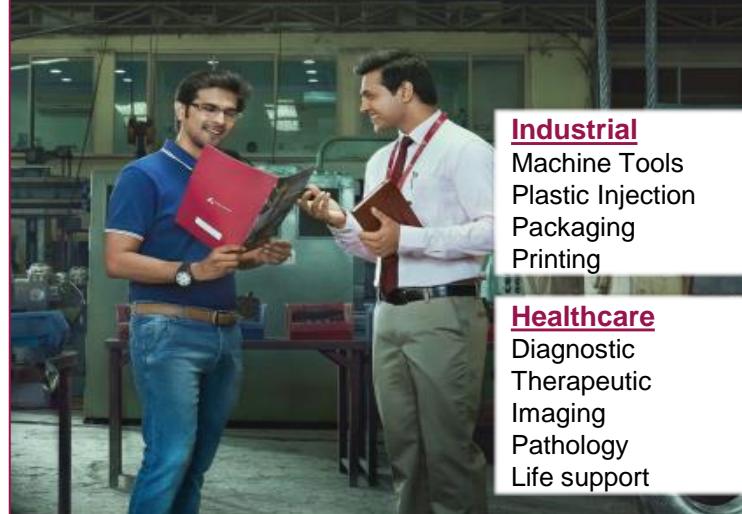
**SBB Business Loans**

- 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

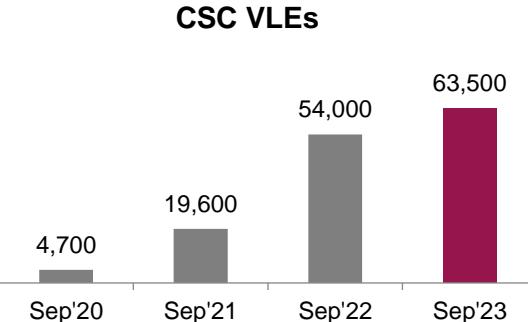


**Enhancing Brand** in the RuSu markets



**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

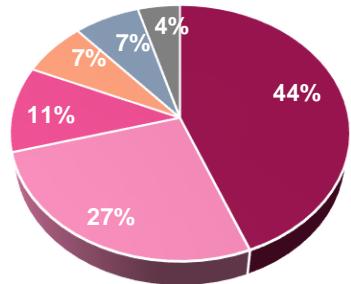
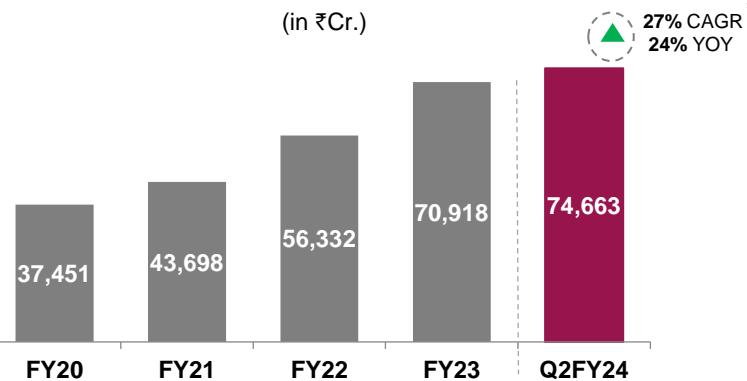
# Rural portfolio is well diversified, offering holistic and integrated financial solutions by leveraging technology and partnerships



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

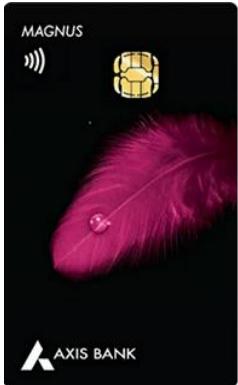
... focused on capitalizing opportunities in each segment...

- 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<sup>^</sup> partnerships

## Axis Bank Magnus Credit Card



## Airtel Axis Bank Credit Card

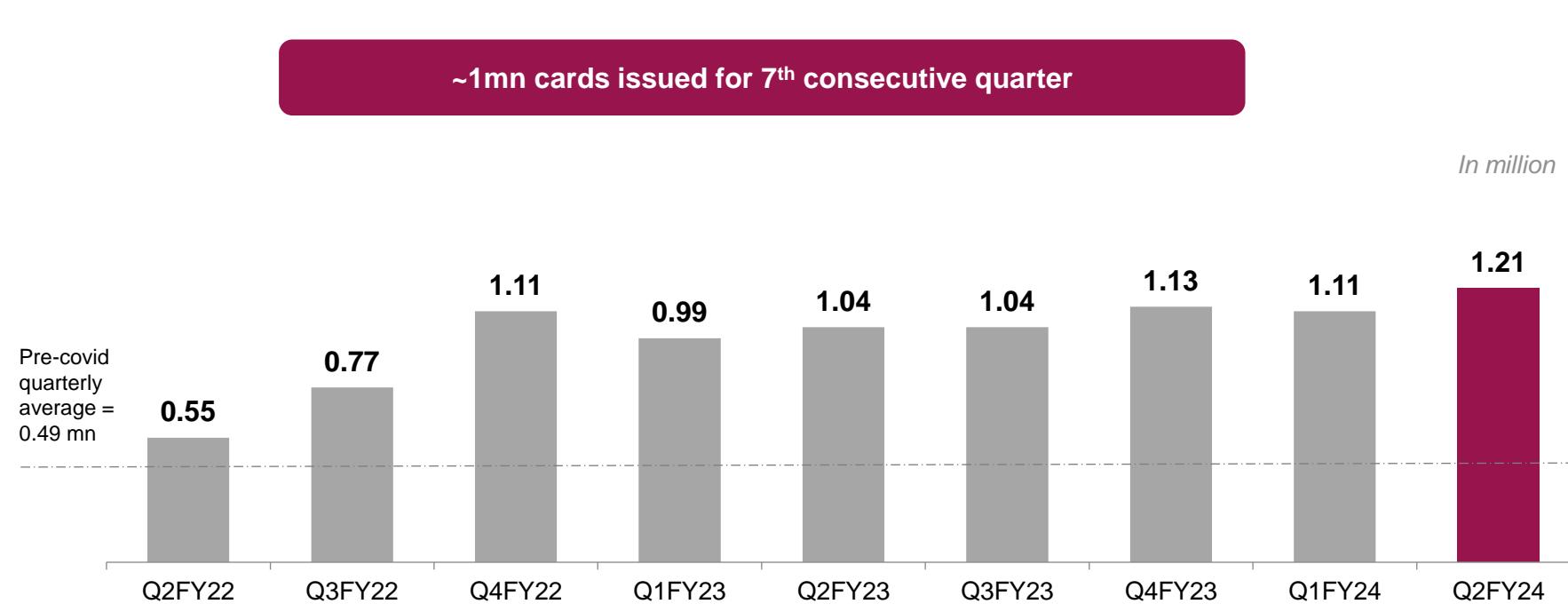


## Indian Oil Axis Bank Credit Card



**~1mn cards issued for 7<sup>th</sup> consecutive quarter**

*In million*



**34%**

share of KTB<sup>1</sup> sourcing to total card issuances in H1FY24

**15%**

incremental CIF market share in last 12 months

**14.1%**

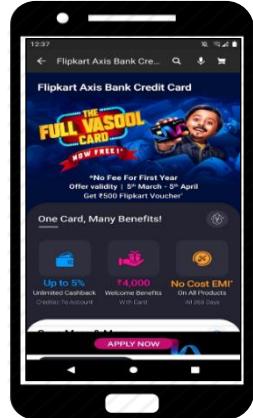
period end market share for credit cards in force as of Sep'23

**11.5%**

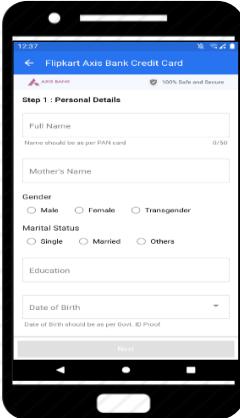
spends market share in Q2FY24

<sup>1</sup> Known to Bank  
RBI data as on Sep'23

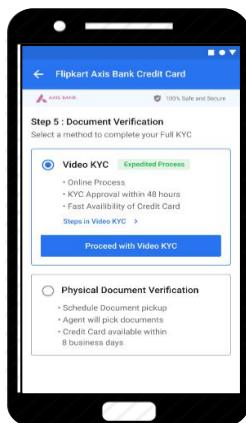
# End to End Digital KTB acquisition journey with best in class early activation and spend metrics for Flipkart Axis Bank Credit Card



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<sup>\$</sup> 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

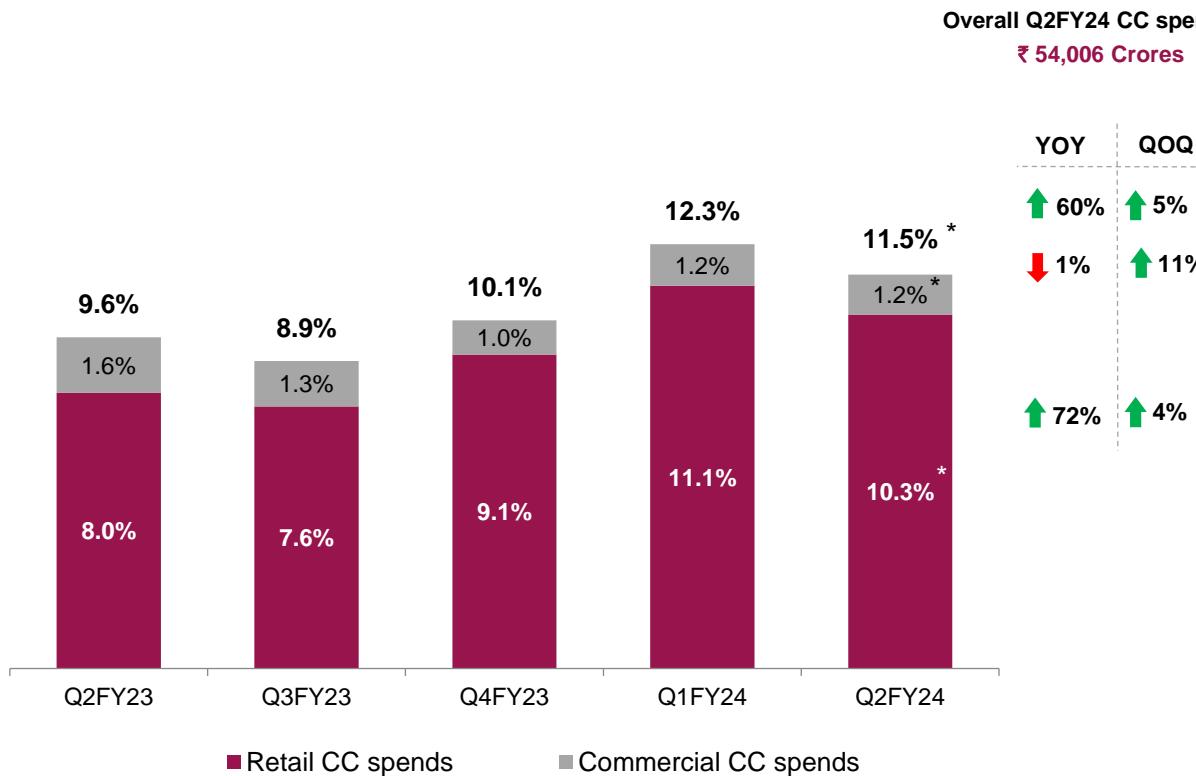
\*Based on the average data for Apr'23 to Aug'23 for cards acquired via Flipkart Platform  
\$ CIF as of 30<sup>th</sup> Sep'2023

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

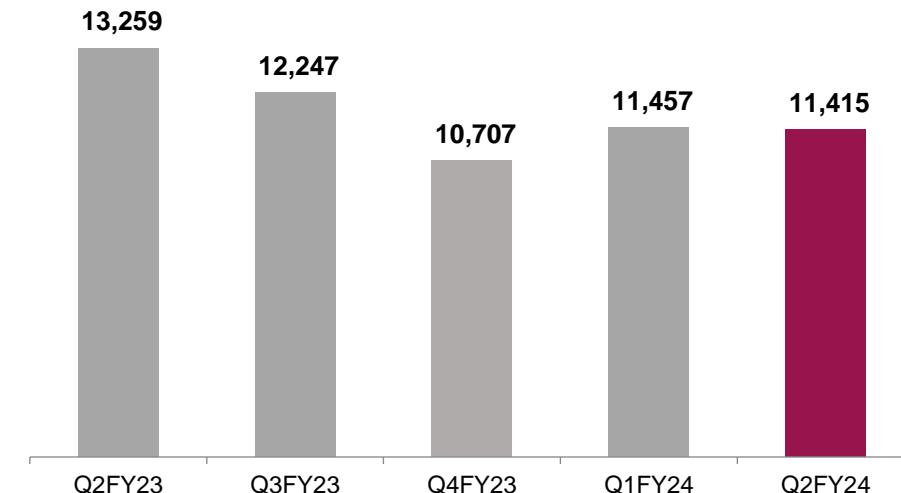


All figures In ₹ Cr

Trend in Credit Card spends market share



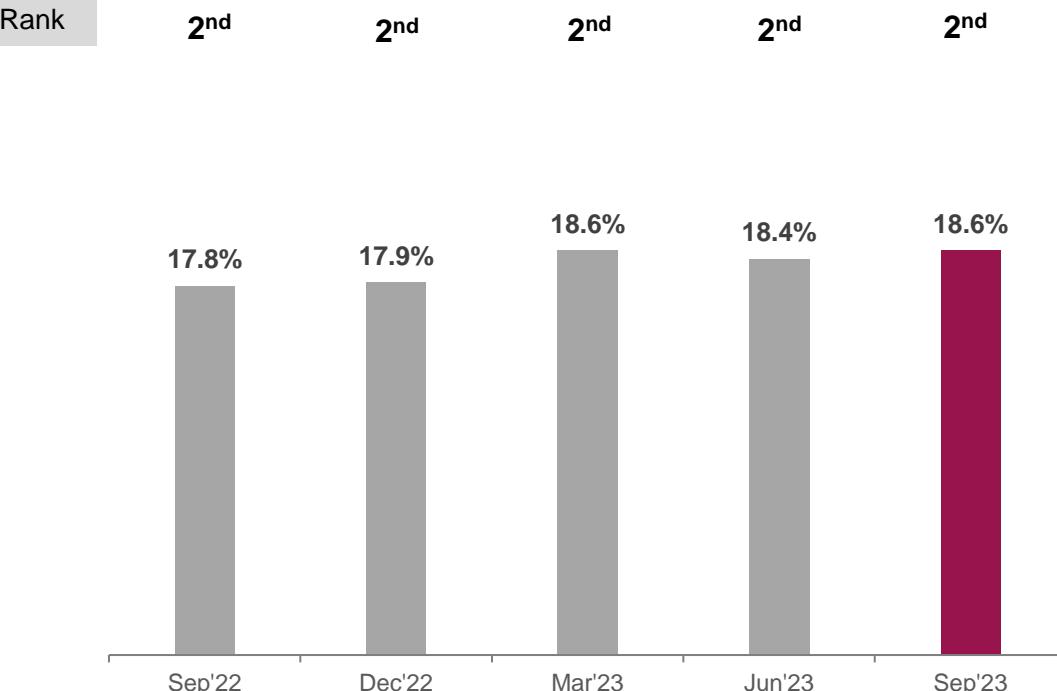
Trend in Debit Card spends



# We are the 2<sup>nd</sup> 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



**Curated solution offerings :** Payment solutions, Deposits, Business loans, Credit Cards and Insurance

Co-origination & conversion drives reflecting in healthy CASA balance growth

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

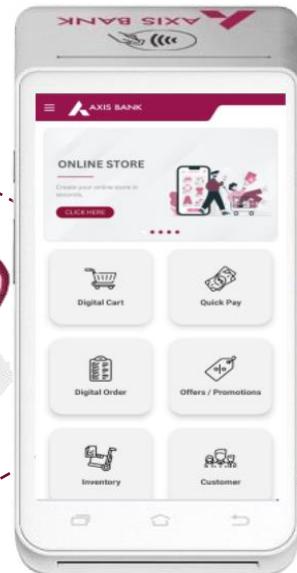
**Unique sector specific VAS:** supported by deep integrations with merchant value chain players to provide holistic business oriented solutions

**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

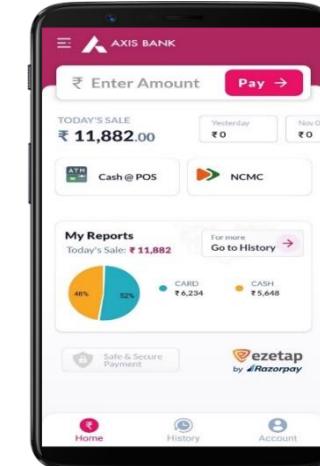


### Android POS with advanced solution

- 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



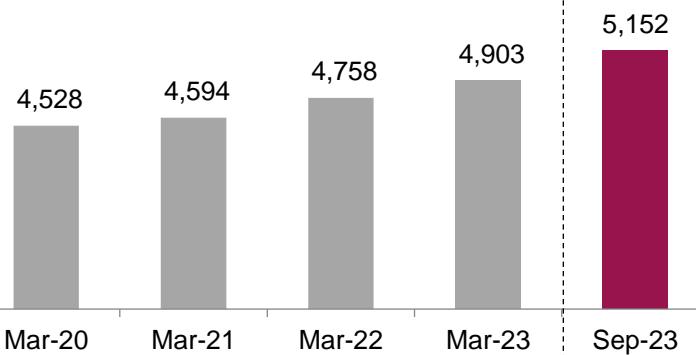
### Features

- 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

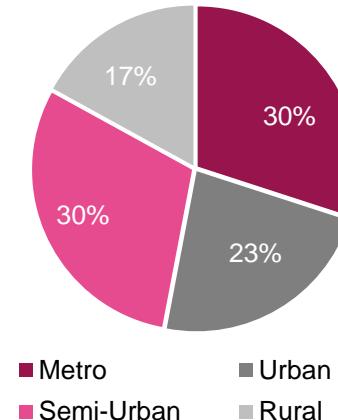


**Domestic branch network\***



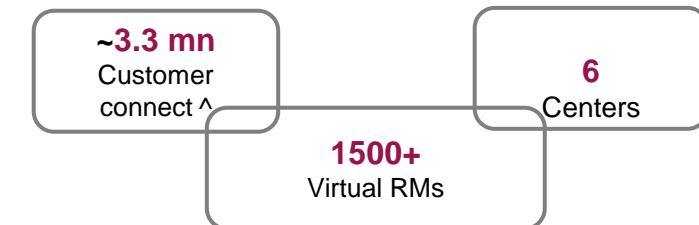
\* Includes extension counters

**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*

**27%**

*YOY growth in  
SME loan book*

**37%**

*YOY growth in  
Mid Corporate book*

**17%**

*YOY growth in  
Corporate & CBG fees*

**89%**

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

**89%**

*Incremental sanctions  
to A-and above\*\**

**11%**

*YOY growth in CA  
deposits on QAB basis<sup>#</sup>*

**8%**

*RTGS Market Share  
H1FY24 (by value)*

**27%**

*NEFT Market Share  
H1FY24 (by volume)*



# Recognized at the Coalition Greenwich Awards for 3<sup>rd</sup> 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

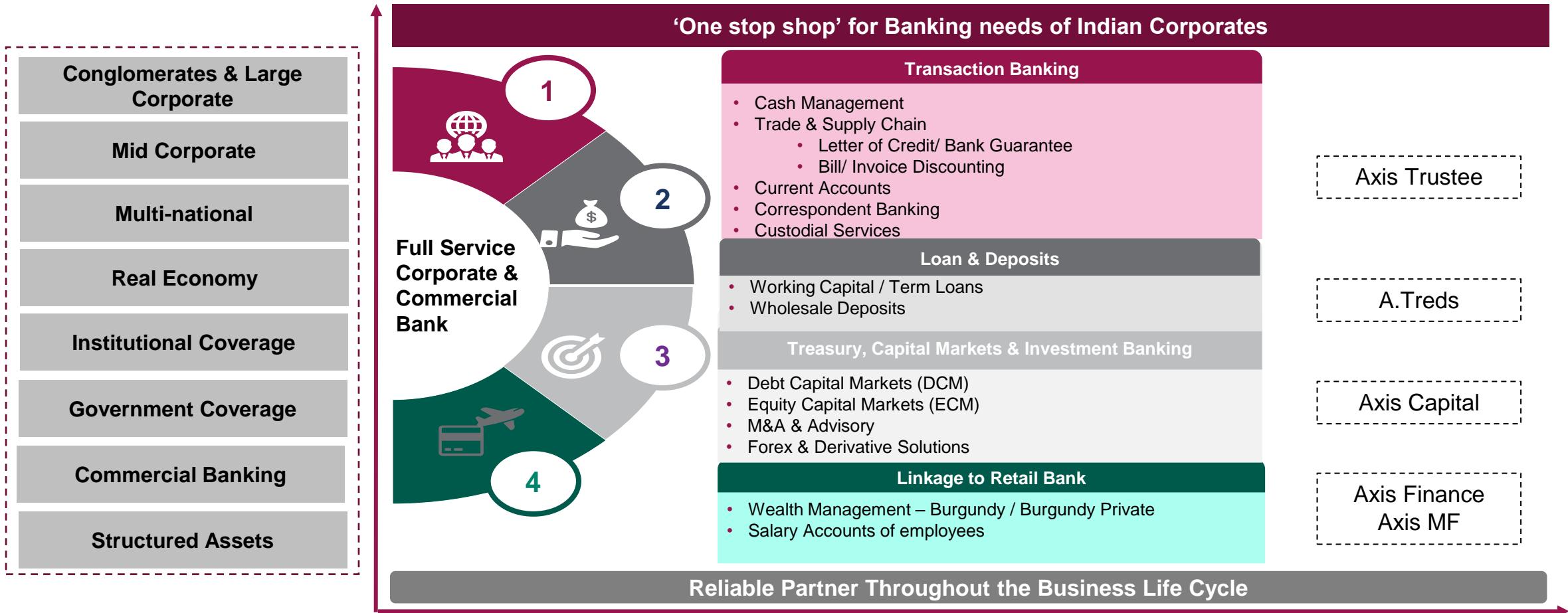
Among more than 70 banks evaluated, Axis Bank was voted for its distinctive quality w.r.t. 3 out of 11 metrics where the respondents expressed their preference

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



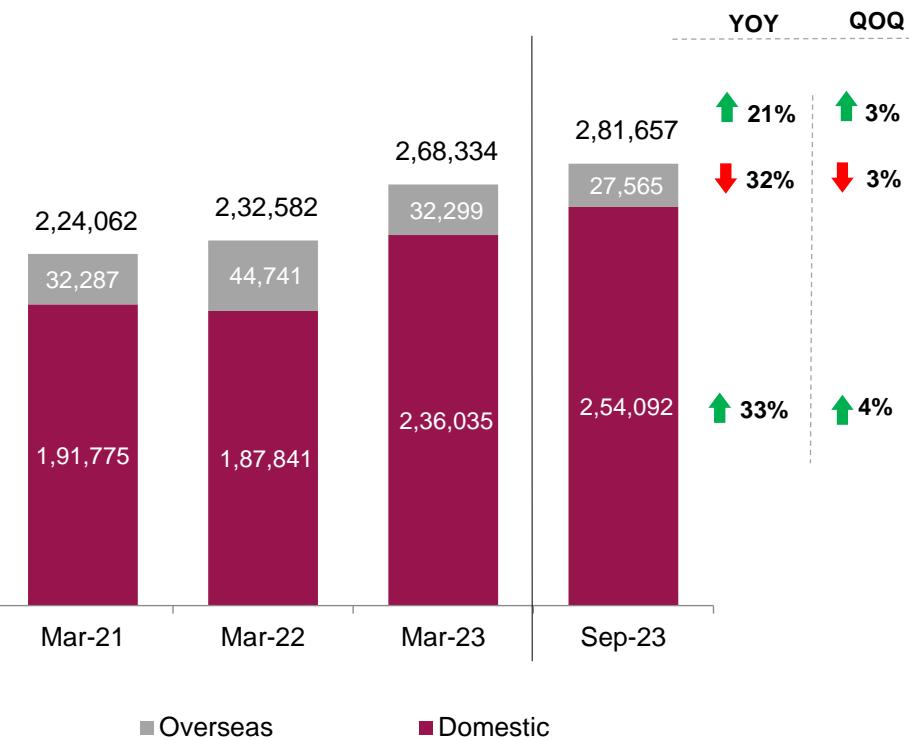
We have re-oriented the organisation structure in Corporate & Commercial Banking for delivering execution excellence

- 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

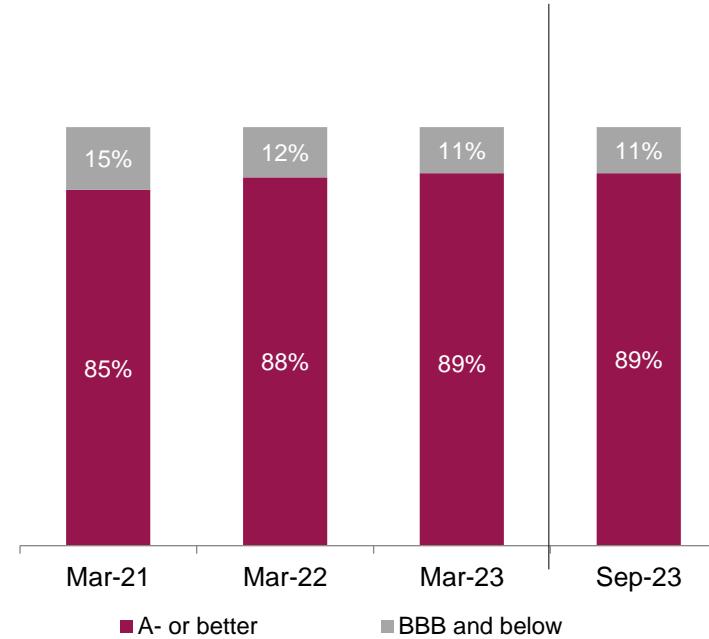


**...with 89% of the book rated A- and above**

### Corporate Loans

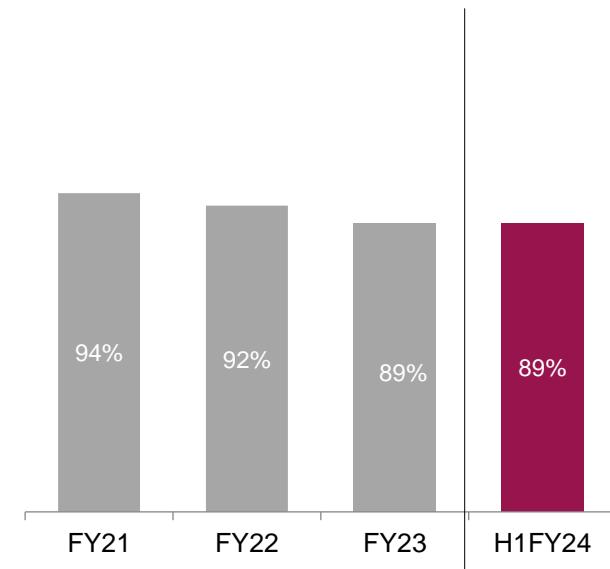


**89% of the corporate loan book is rated A- or better**



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

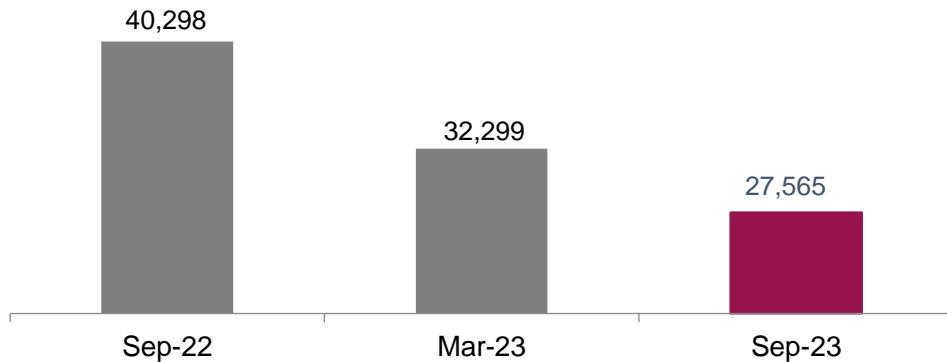
# Overseas Corporate loan book is 97% India linked



- 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)

## Digital Adoption

71% Current Account customers registered for internet/mobile banking

## Foreign LC Market Share

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

## Forex Turnover Market Share

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

## RTGS Value Payment Market Share

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

## BBPS Market Share

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

## NEFT Volume Payment Market Share

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

## IMPS Volume Market Share

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

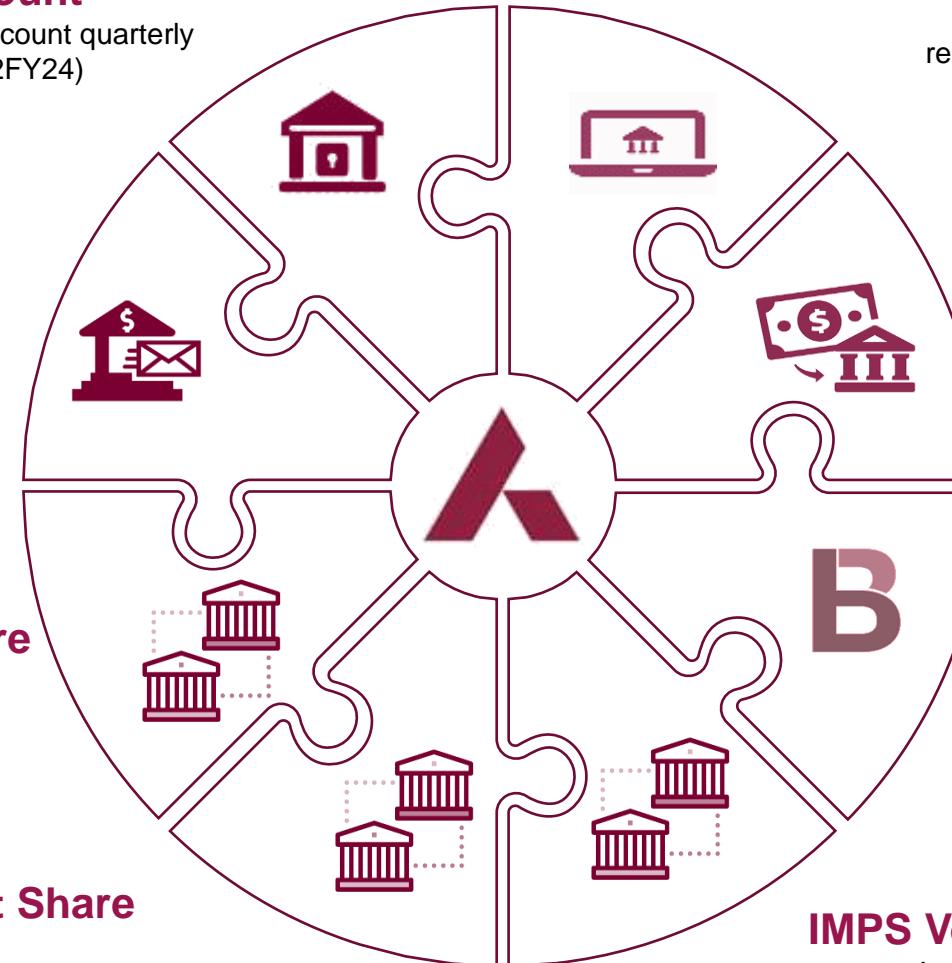
Source:

Foreign LC – SWIFT Watch

RTGS/NEFT/IMPS Payment – RBI Report

Forex Turnover – RBI Report

BBPS – NPCI Report

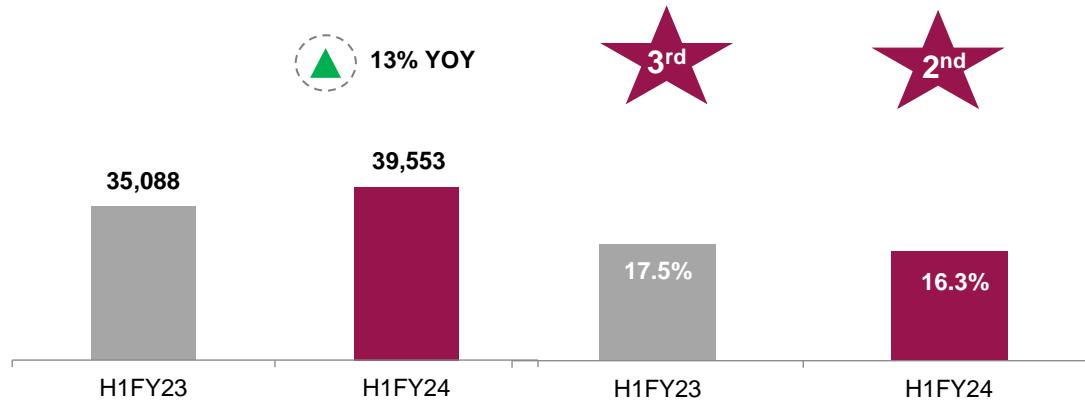


# We remain well placed to benefit from a vibrant Corporate Bond market



## Placement & Syndication of Debt Issues

### Amount mobilized / arranged^

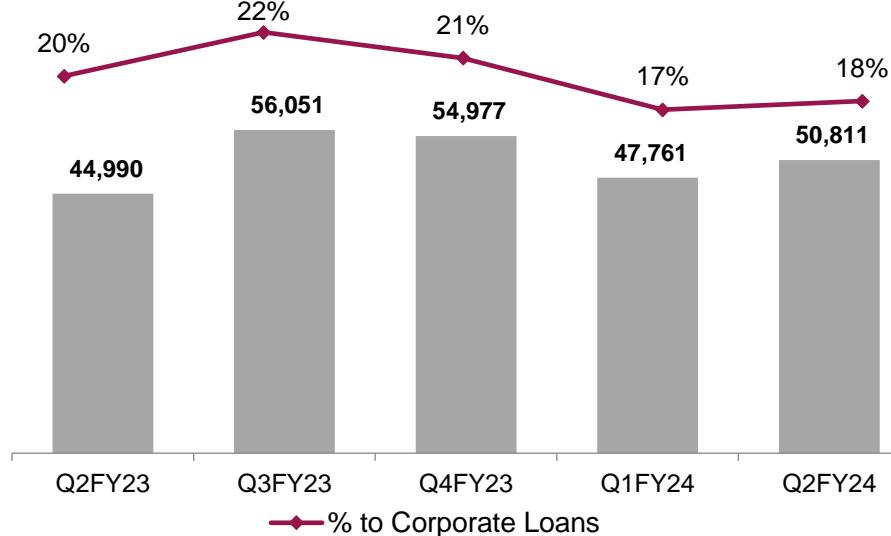


### Market share and Rank\*



All figures in ₹ Crores

## Movement in corporate bonds



## 16<sup>th</sup> straight year

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



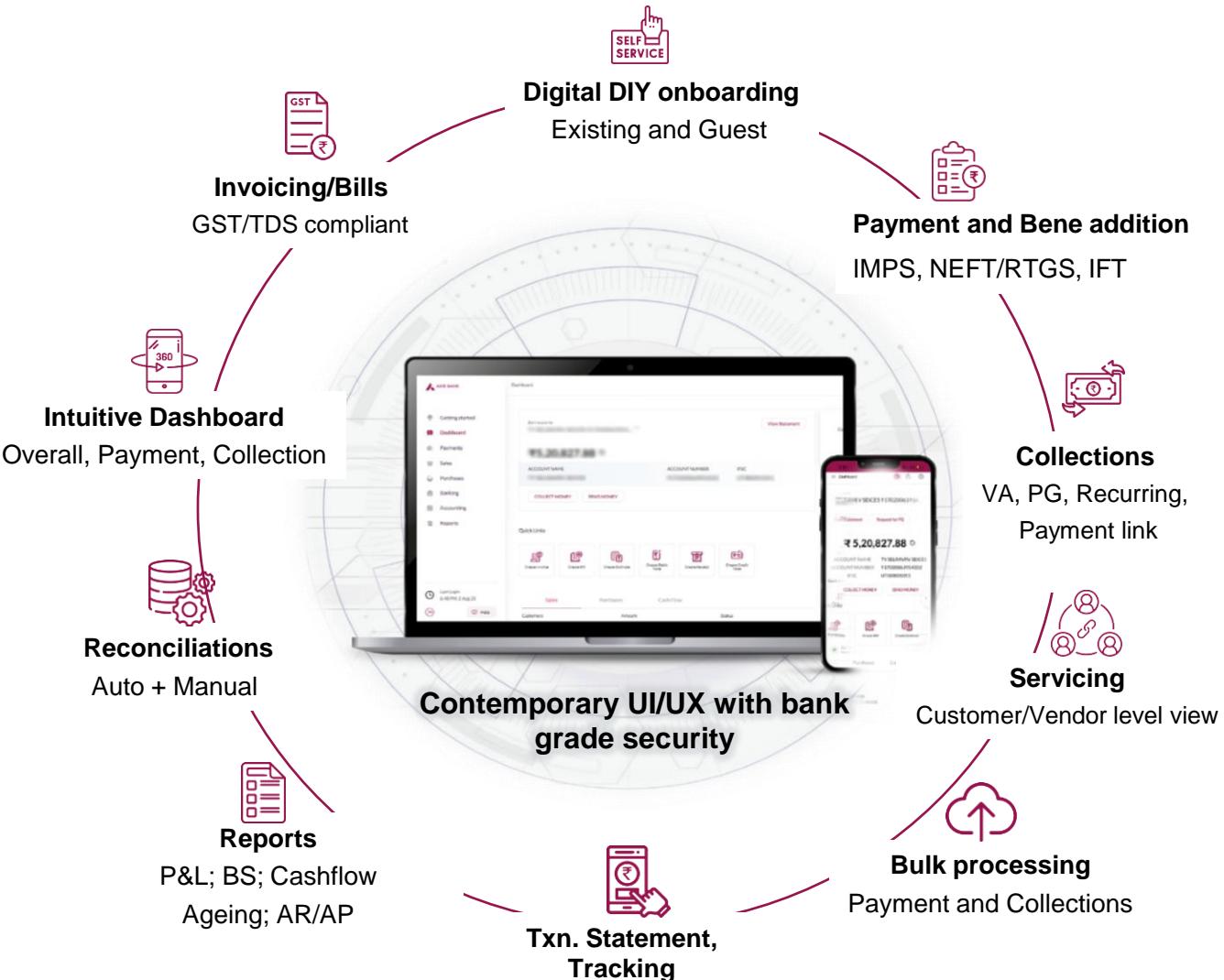
**Issuer Investment Banker (Merchant Banker of the Year)** Award at the ASSOCHAM National Summit on Corporate Bond Market

- 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

<sup>^</sup> 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** (Icon: Document with checklist)
- Higher Activation: 35% rise in active user login<sup>1</sup>** (Icon: Two people with upward arrow)
- Full liability stack LIVE focused at becoming the operational bank of choice: 100+ digital journeys** (Icon: Three stars)
- CA based offering instead of Virtual Account/Wallet** (Icon: Network graph)
- Access for non-Axis customers: Guest user for complete proposition experience** (Icon: User profile)
- Complete customer lifecycle: Linked Video KYC** (Icon: Two people on a video call)

Available on [neo.axisbank.com](http://neo.axisbank.com)



<sup>1</sup> compared to traditional internet banking platform

# Industry-wise Distribution (Top 10)



Rank	Outstanding <sup>1</sup> as on 30 <sup>th</sup> Sep'23 Sectors	Advances	Investments	Non-fund based	Total	
					Value	(in % terms)
1.	Financial Companies <sup>2</sup>	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 <sup>3</sup>	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 <sup>4</sup>	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%

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

<sup>2</sup> 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)

<sup>3</sup> Financing of projects (roads, ports, airports, etc.)

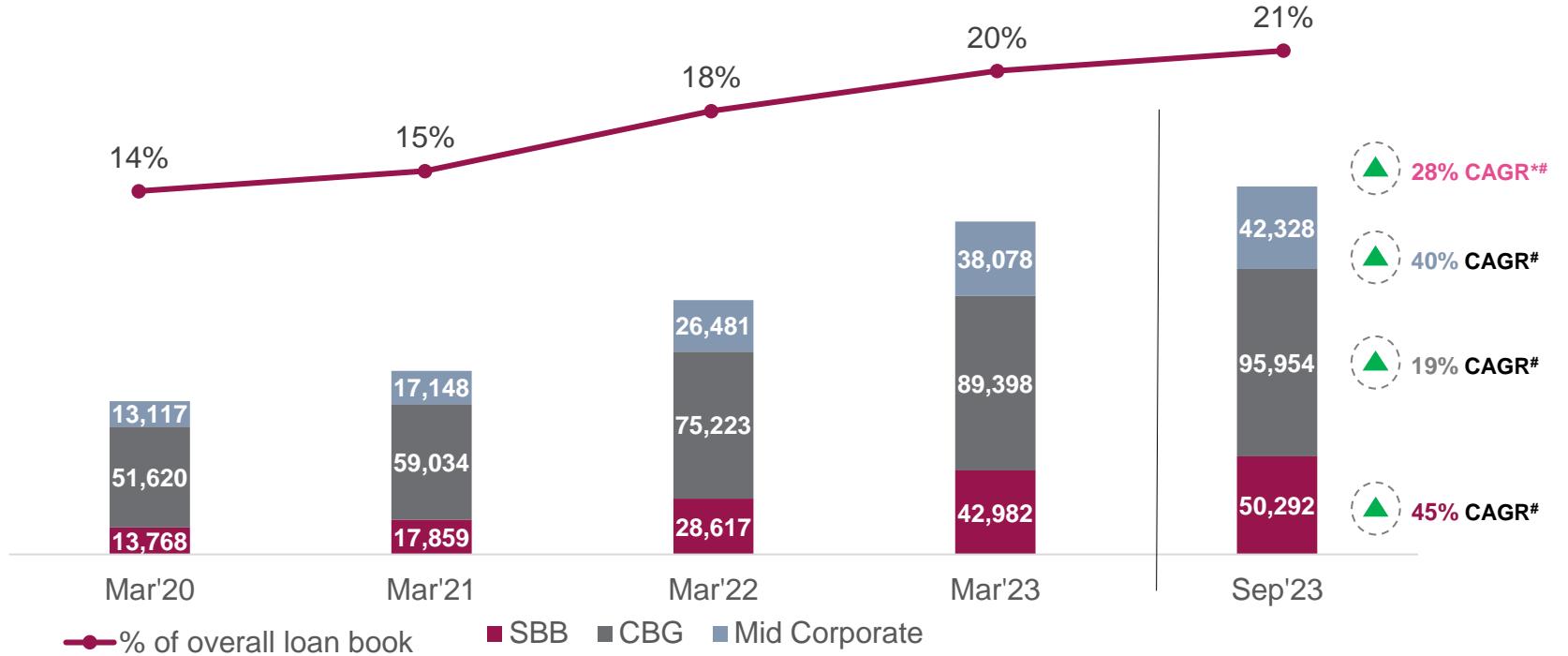
<sup>4</sup> Lease Rental Discounting (LRD) outstanding stood at ₹21,120 crores

# Business Performance

## Commercial Banking



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



**28%**

CAGR<sup>#</sup> 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

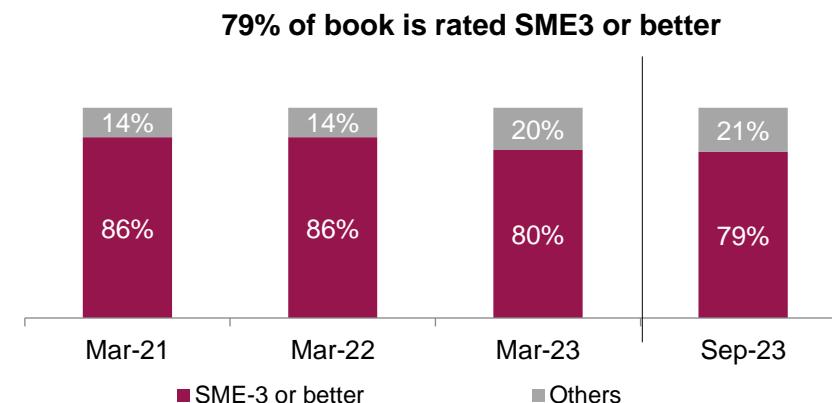
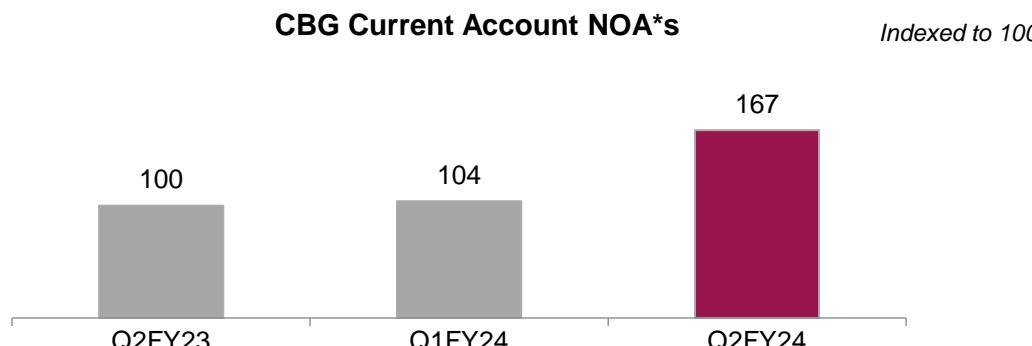
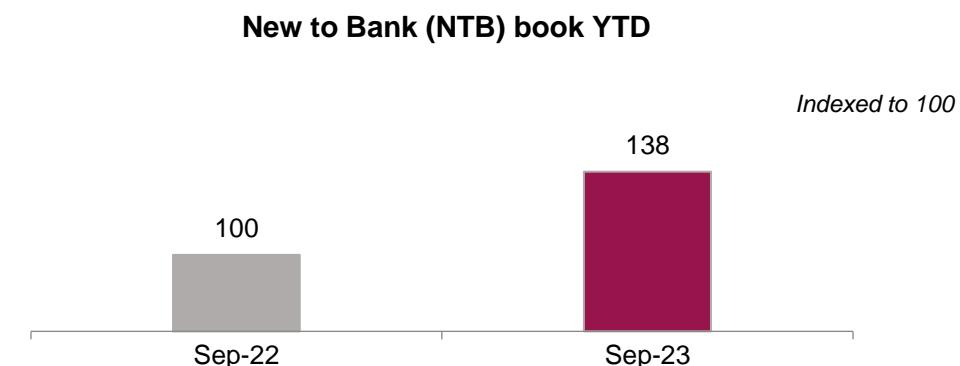
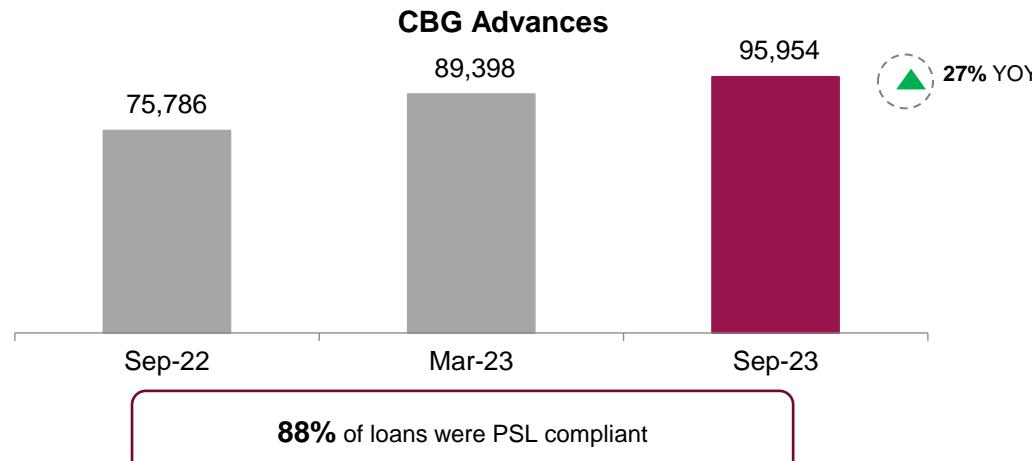
# Commercial Banking business benefitting from technology led transformation



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



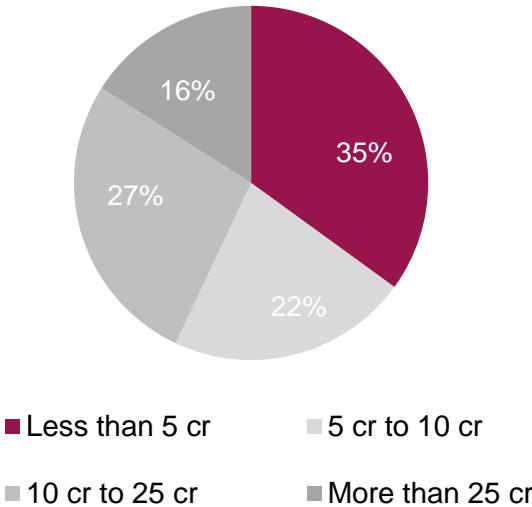
\* Number of accounts acquired

Quarterly Results Q2FY24

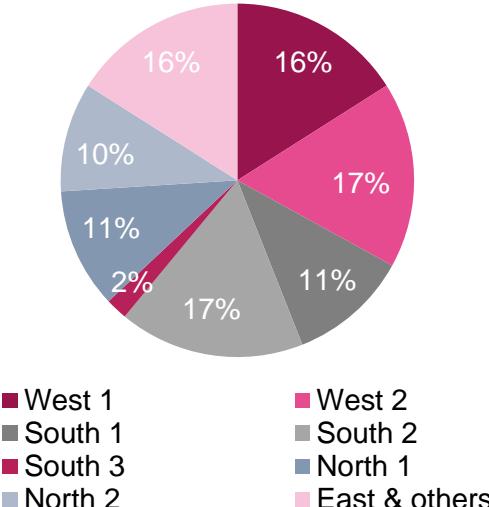
# SME lending book is well diversified



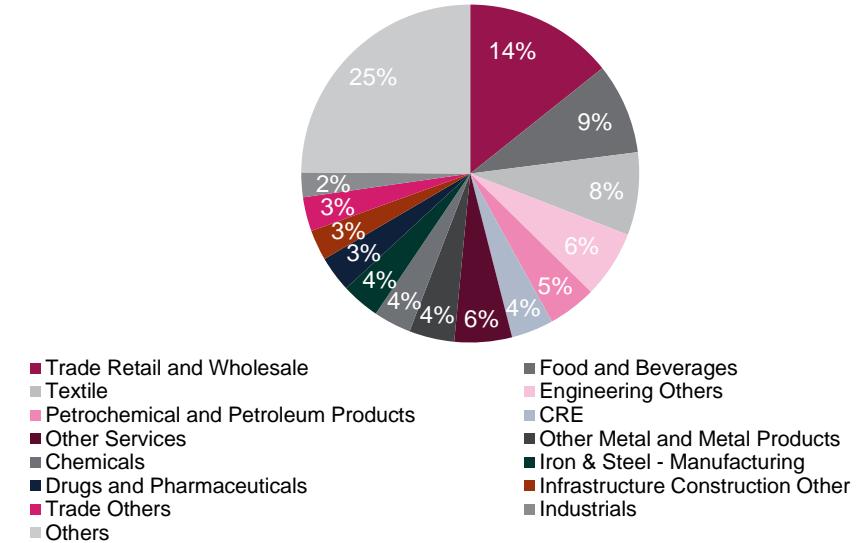
**Book by Loan size**



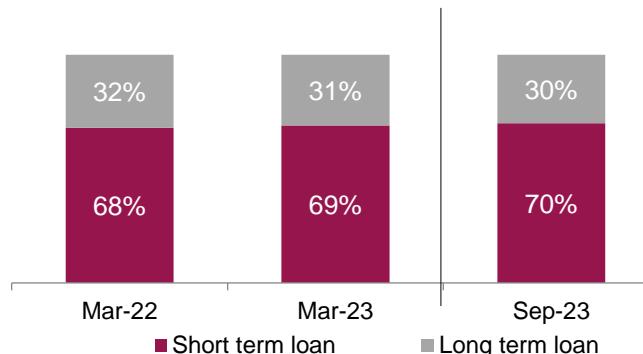
**Well diversified Geographical mix**



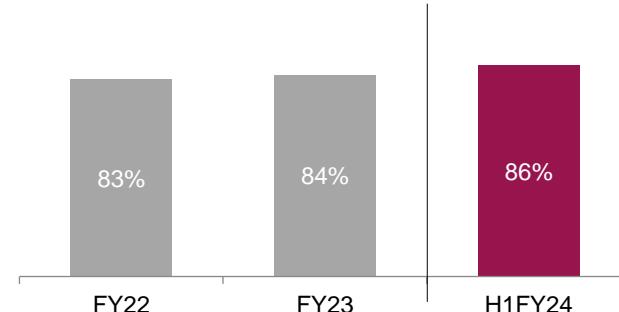
**Well diversified Sectoral mix**



**SME book mix (by tenure)**



**Incremental sanctions to SME rated SME3 & above**



# Digital Banking

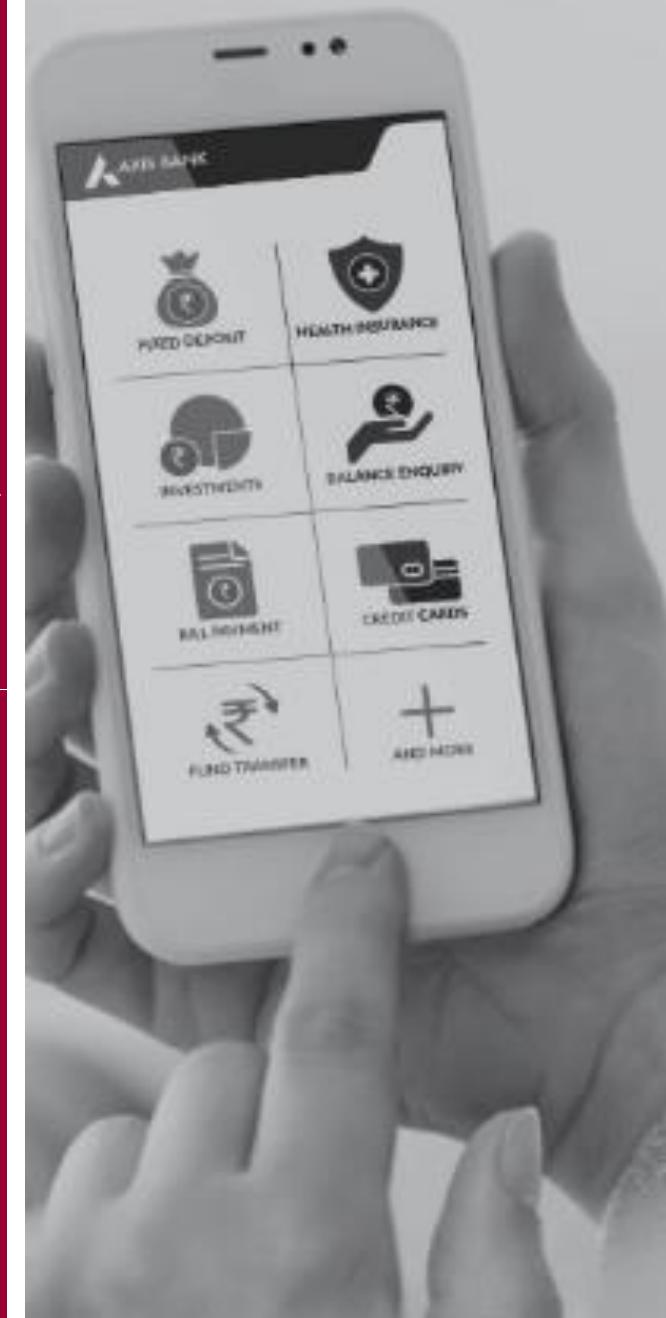
	<b>95%</b> Digital transactions <sup>1</sup>	<b>85%</b> Credit cards issued <sup>2</sup> (H1FY24)	<b>74%</b> Individual RTDs volume (H1FY24)	<b>71%</b> New SA acquisition <sup>3</sup>	<b>70%</b> New MF SIP volume (H1FY24)	<b>56%</b> PL disbursed (end-to-end digital) (in H1FY24)
	<b>250+</b> Services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



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

# Our digital strategy: *open* by Axis Bank



## 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



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

AWS CodeCommit

AWS CodePipeline

Jenkins

Terraform

git

CHEF

Travis CI

Docker Swarm

Decentralized

ECS

AWS Lambda

AWS KMS

AWS OpsWorks

AWS CloudTrail

AWS CloudWatch

Amazon ECS

AWS Lambda

AWS Step Functions

AWS CloudWatch Metrics

AWS CloudWatch Metrics Insights

AWS CloudWatch Metrics Insights

AWS CloudWatch Metrics Insights

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<sup>(a)</sup>

**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<sup>(c)</sup>

**400+**

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

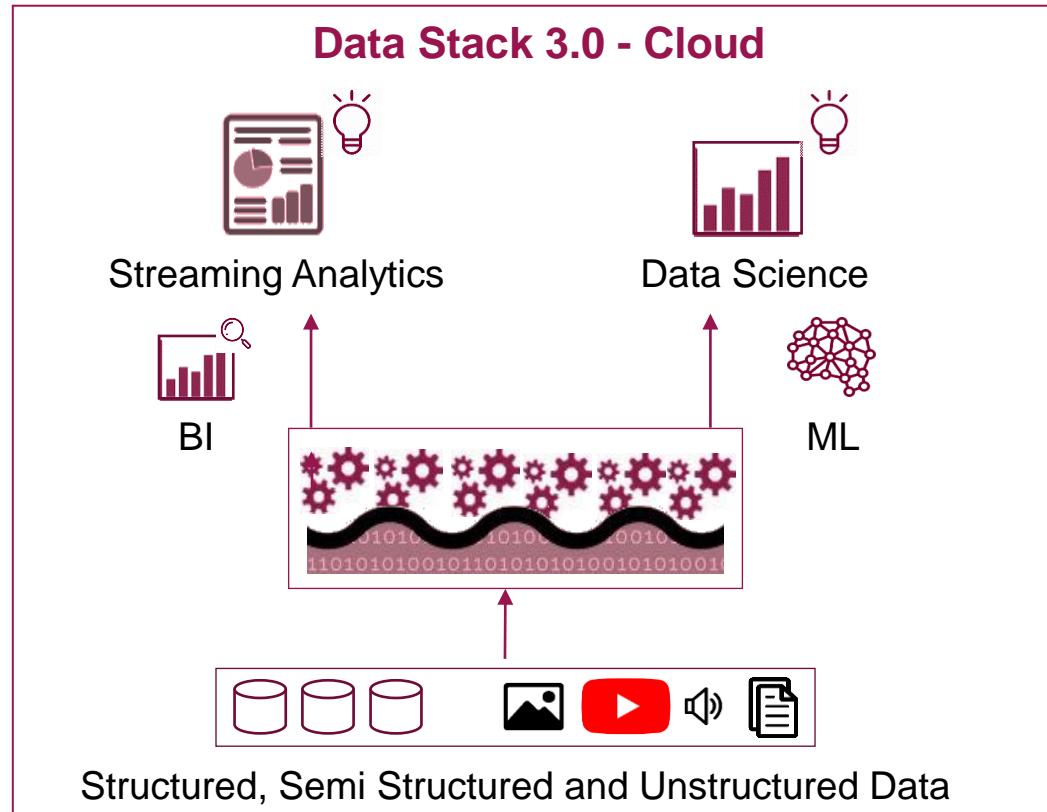
**790**

Best-in-class BitSight<sup>(b)</sup> 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



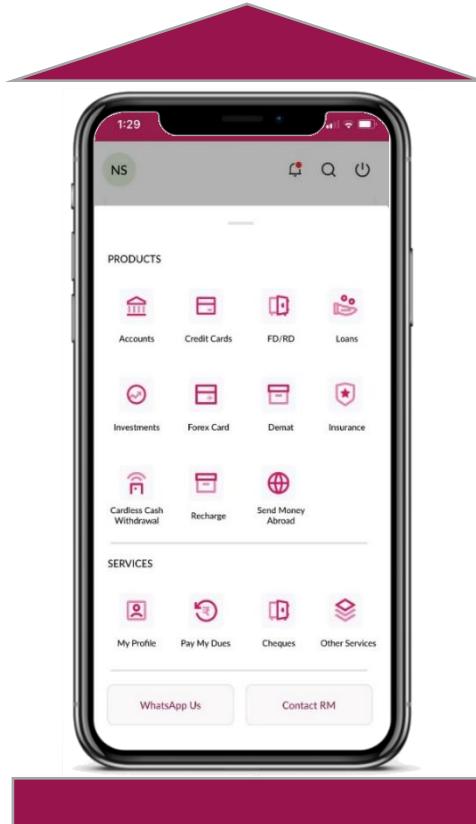
**16%** contribution to TD business via data backed personalization framework



**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%	→
<input style="background-color: #f0e6ff; border: none; padding: 5px; width: 100%;" type="button" value="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

SOPHIA KURIAN

FD NAME (OPTIONAL)

Enter FD name

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.

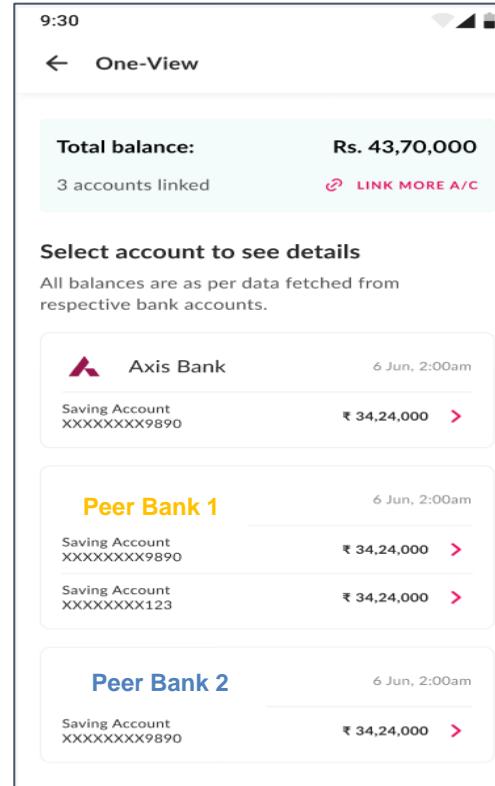
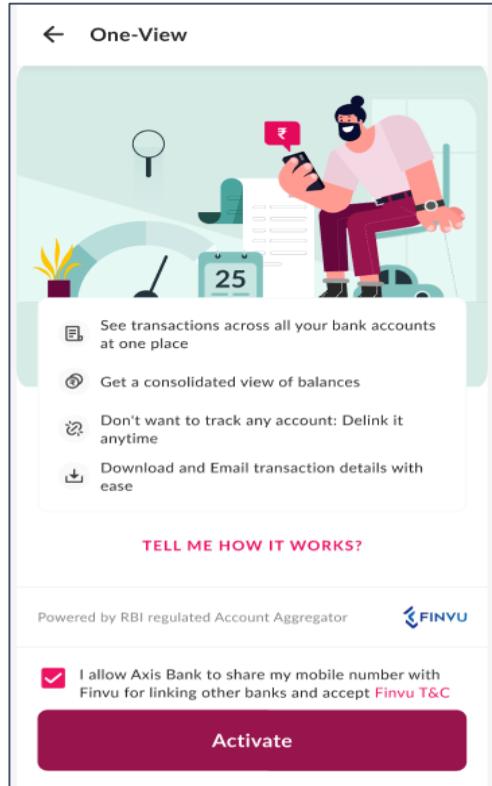
[INVEST NOW](#)

**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

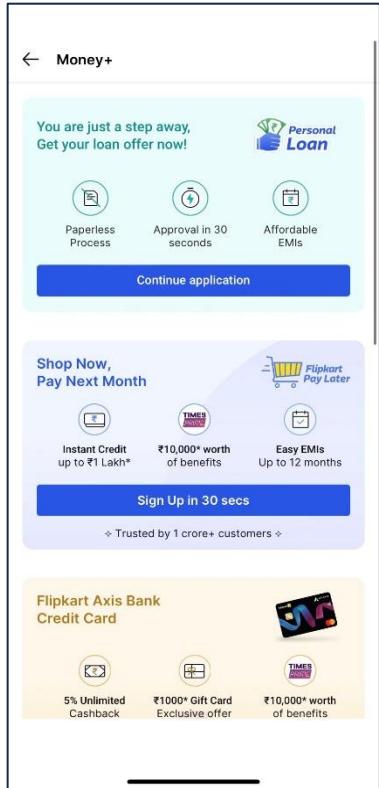
**C**

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



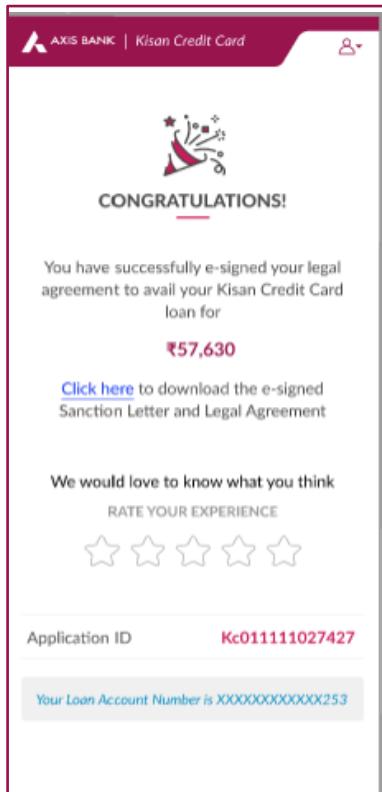
## Personal loans on Flipkart

NEW



## Digital KCC

NEW



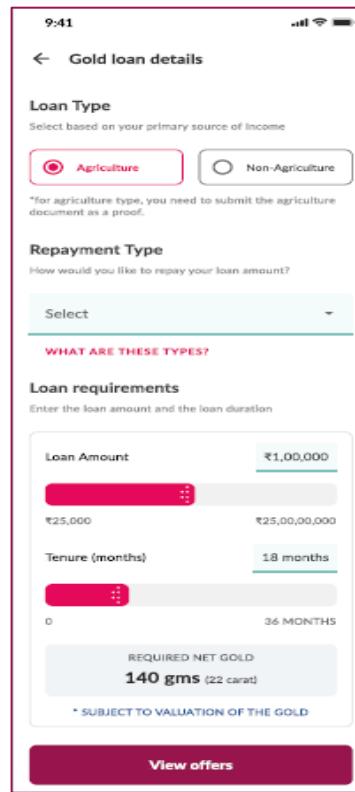
## Central Bank Digital Currency

NEW



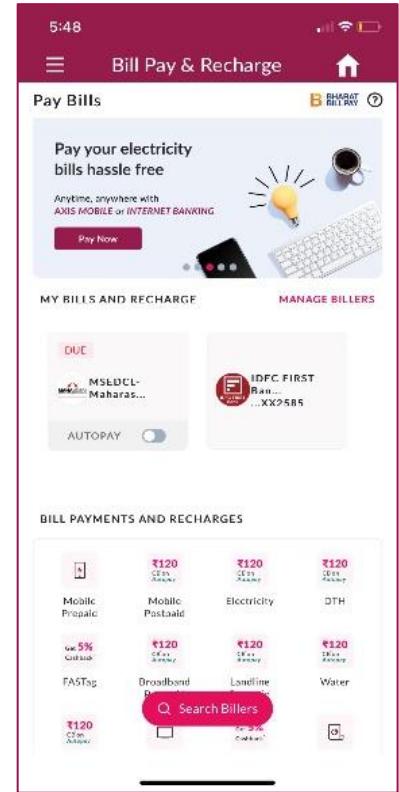
## Digital Gold loans

NEW



## Bill Pay

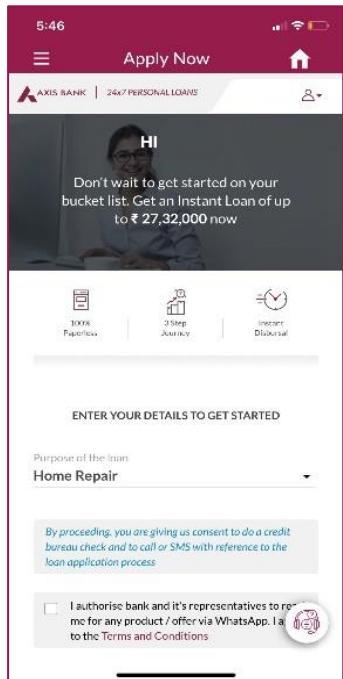
REDESIGNED



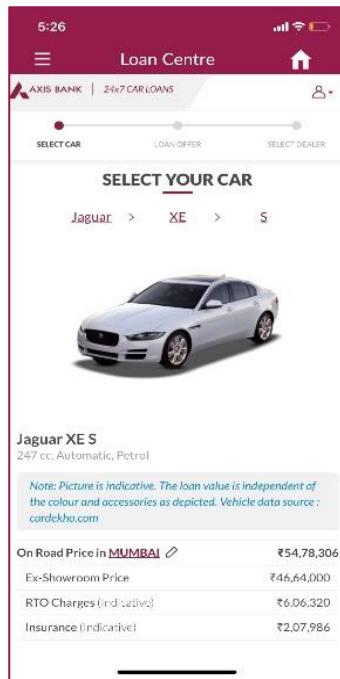
# C ...while significantly scaling up existing products



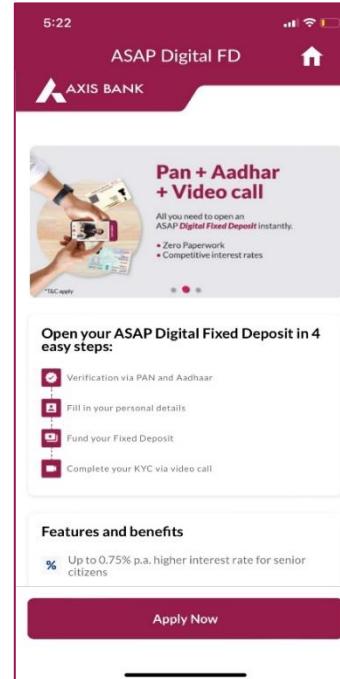
**24x7 Personal loan**



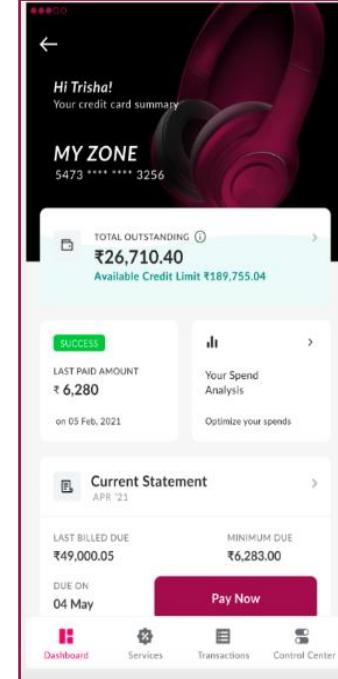
**24x7 Auto loan**



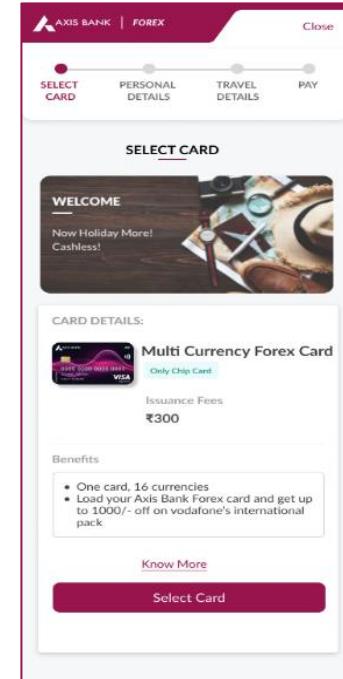
**Digital FD**



**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

## C UPI has scaled up tremendously to become a key channel for customer transactions



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

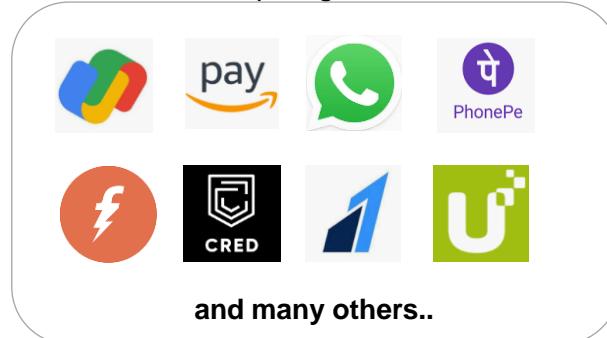
**781 mn**

Cumulative VPA base\*\*

**~ 6.3 mn**

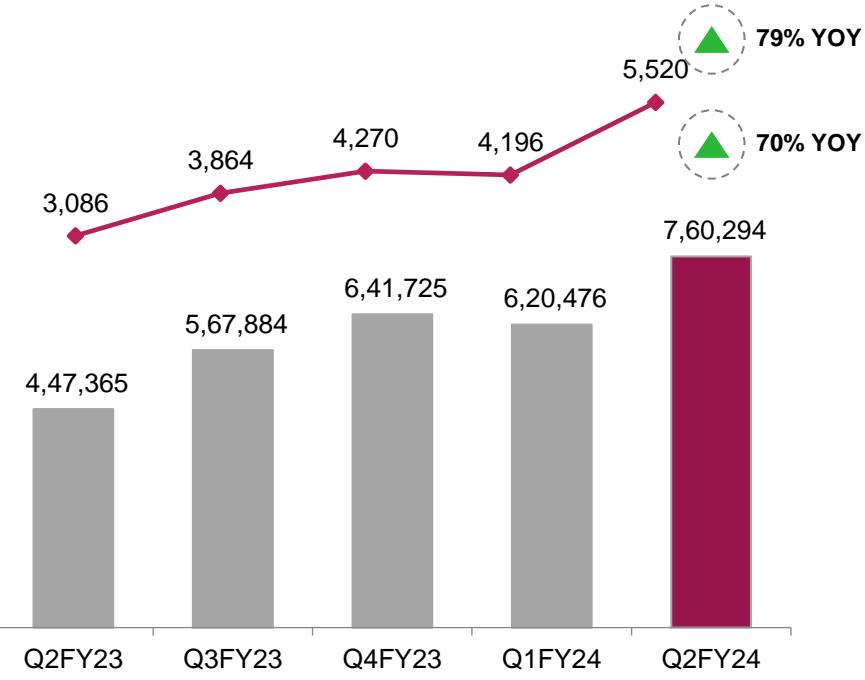
Merchants transacting per day on our stack

Marque partnerships across the PSP and acquiring side

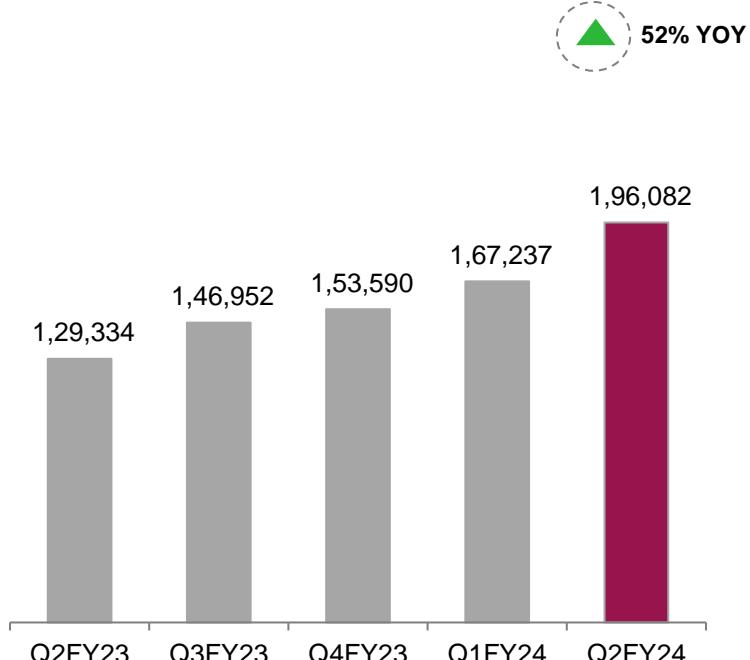


\*\* A user registering VPA once in Axis Pay and once in Google Pay is counted as 2

### 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

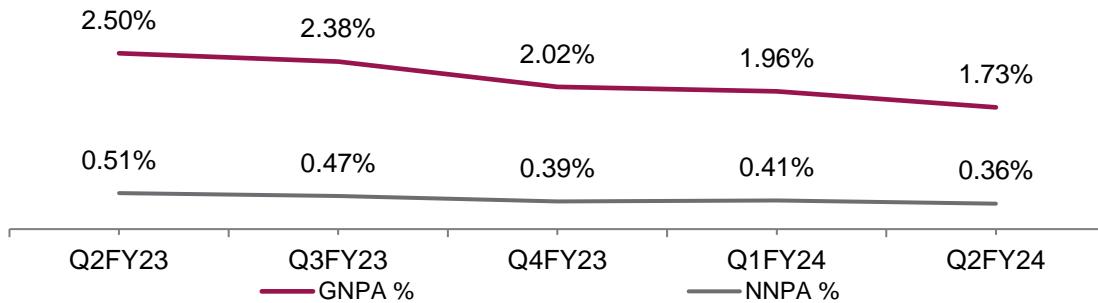
Subsidiaries' Performance

Other Important Information

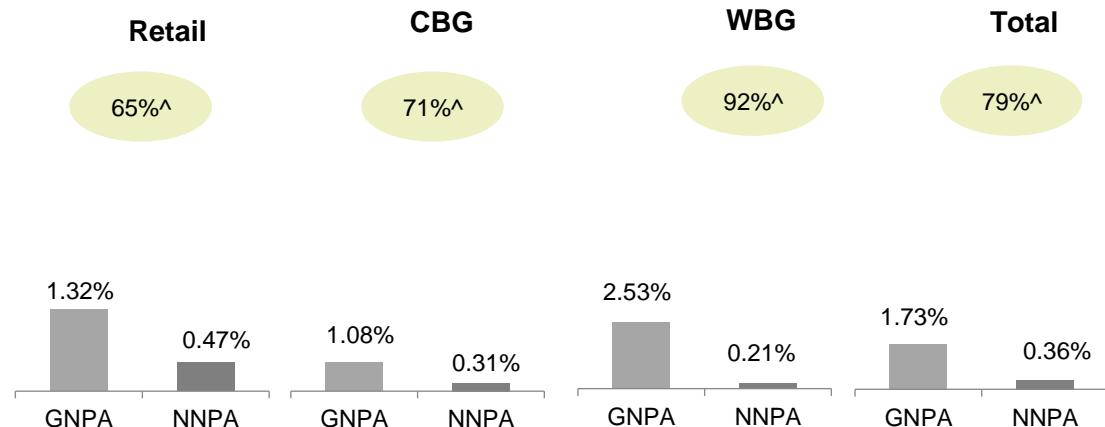
# Stable asset quality visible across all segments



**GNPA at 1.73% & NNPA at 0.36%**

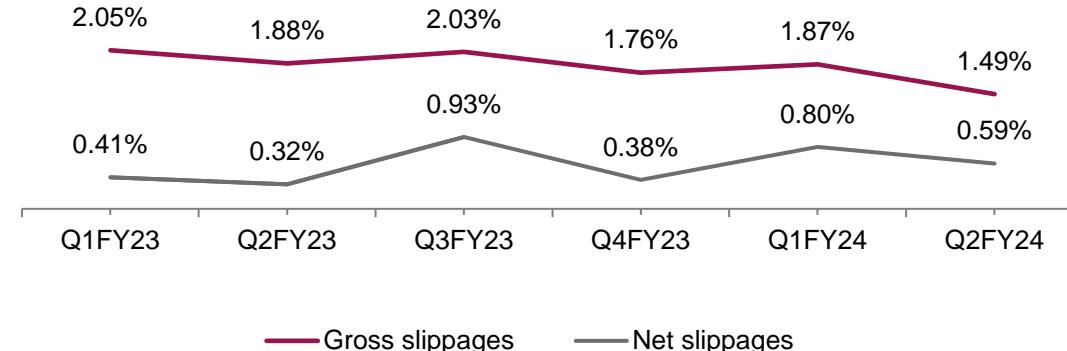


**Segmental composition**

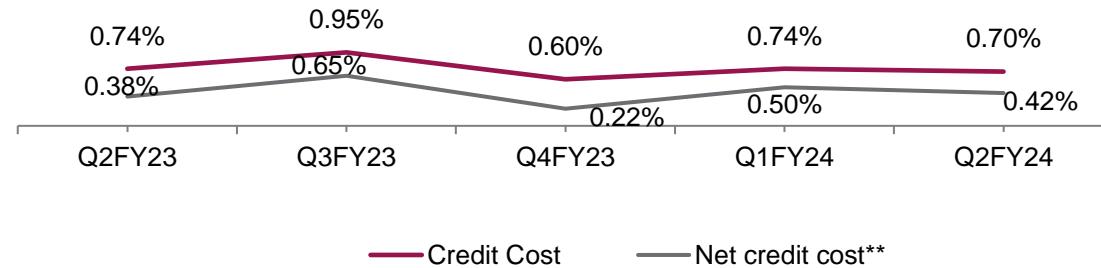


<sup>^</sup> Provision coverage ratio without technical write offs

**Slippages (Annualised)**

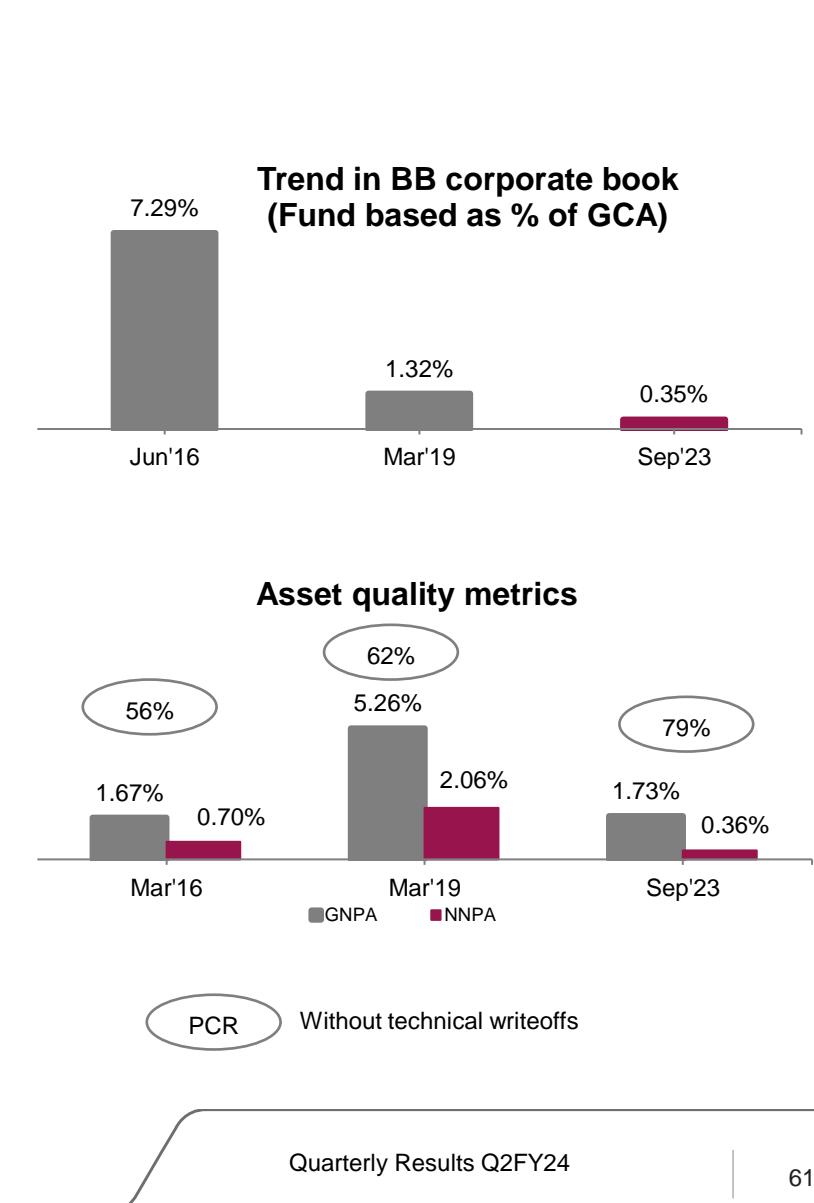
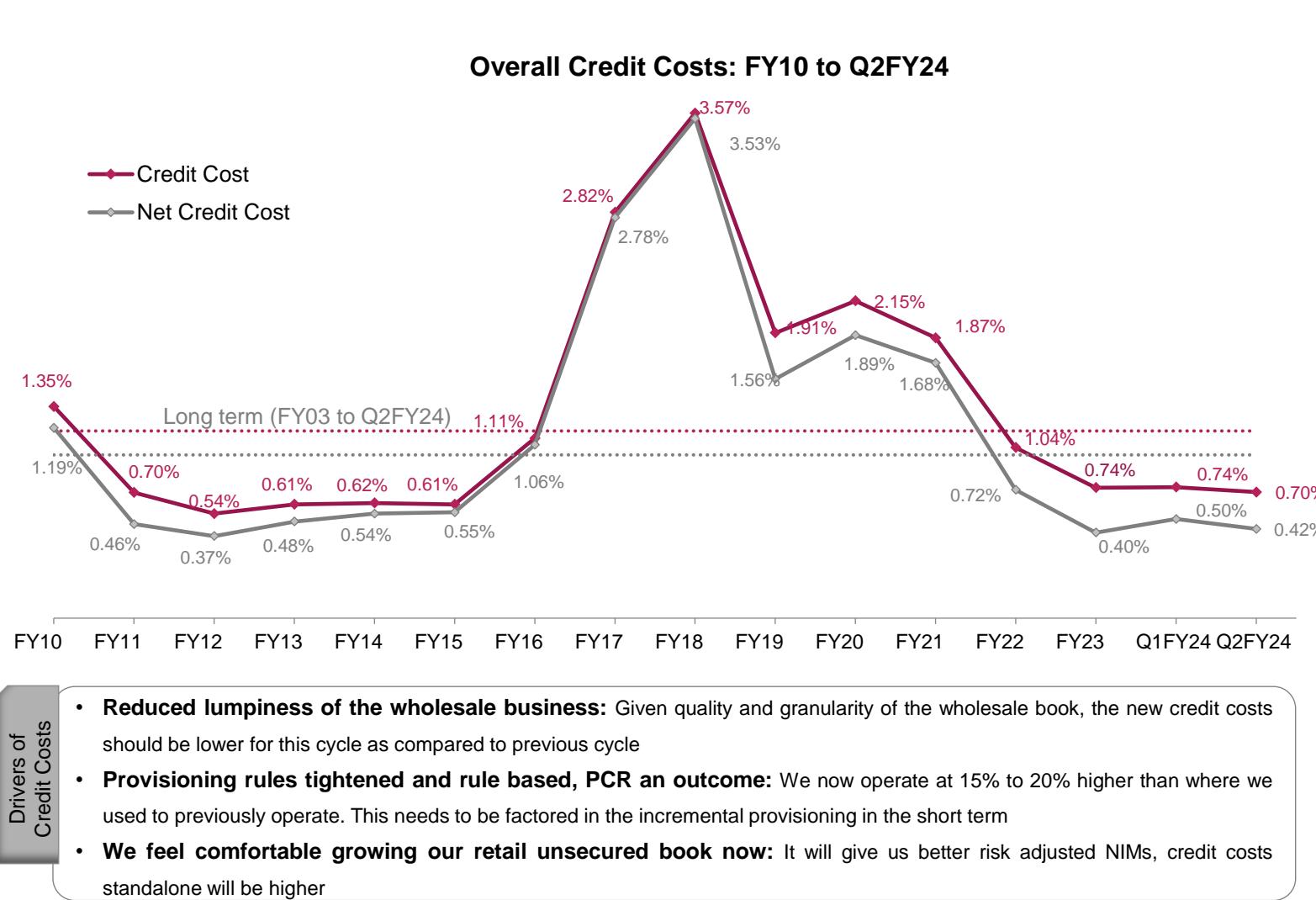


**Credit Cost (Annualised)**



\*\* 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
<b>Gross NPAs - Opening balance</b>	<b>A</b>	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
<b>Gross NPAs - closing balance</b>	<b>F = A+B+C-D-E</b>	<b>19,894</b>	<b>19,961</b>	<b>18,604</b>	<b>18,158</b>	<b>16,757</b>
Provisions incl. interest capitalisation	G	15,898	16,131	15,045	14,455	13,315
<b>Net NPA</b>	<b>H = F-G</b>	<b>3,996</b>	<b>3,830</b>	<b>3,559</b>	<b>3,704</b>	<b>3,441</b>
<b>Provision Coverage Ratio (PCR)</b>		<b>80%</b>	<b>81%</b>	<b>81%</b>	<b>80%</b>	<b>79%</b>
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)
<b>Total Provisions &amp; Contingencies (other than tax)</b>	<b>550</b>	<b>1,438#</b>	<b>306</b>	<b>1,035</b>	<b>815</b>

\$ 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

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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 tCO<sub>2</sub>e\***

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

**1<sup>st</sup>**

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

CCC B BB BBB A AA AAA

CDP



DRIVING SUSTAINABLE ECONOMIES

**CRISIL**

An S&P Global Company

Above **80<sup>th</sup>** percentile among global banks on DJSI in 2022

**9<sup>th</sup>** Consecutive year on FTSE4Good Index in 2023

MSCI ESG Ratings at **A** in 2022

CDP Score at **C** in 2022

**5<sup>th</sup> 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

# 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

<b>Our Commitment</b>	<b>Unit</b>	<b>Progress As of March 2022</b>	<b>Progress as of March 2023</b>
Incremental financing of <b>Rs. 30,000 Crores</b> under Wholesale Banking to sectors with positive social and environmental outcomes, by <b>FY 2026</b>	Cumulative Exposure	₹10,414 Cr (from Aug 2021)	~₹20,400 Cr
Making <b>5% of its retail Two-Wheeler loan</b> portfolio as electric by <b>FY 2024</b>	EV % as share of TW loan portfolio	0.82%	2.52%
Incremental disbursement of <b>Rs. 10,000 crores</b> by <b>FY 2024</b> under <b>Asha Home Loans</b> for affordable housing; increasing share of women borrowers from <b>13.9%</b> to <b>16.9%</b>	<ul style="list-style-type: none"> <li>• Incremental disbursement</li> <li>• Share of women borrowers</li> </ul>	₹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 <b>30% female representation</b> in its workforce by <b>FY 2027</b>	Overall diversity	24.6%	25.7%
Planting <b>2 million trees</b> by <b>FY 2027</b> 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 tCO<sub>2</sub>e** annually

Centralized Energy Management System (CEMS) at 600 branches, saving **~3,242 tonnes** of CO<sub>2</sub> 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



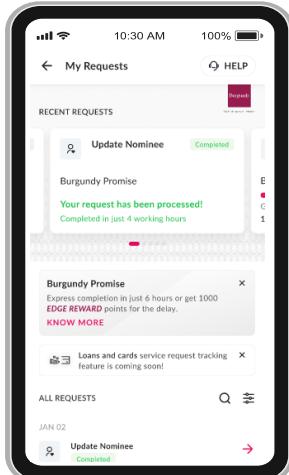
Sparsh now embedded across all customer touchpoints, processes & metrics

## 1. Getting more customers as promoters

NPS (Net Promotor Score) movement over indexed baseline

	Baseline <sup>1</sup>	Sep '23	Movement
Retail Bank	100	139	+39
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

Executive Summary

Financial Highlights

Capital and Liquidity Position

Business Segment Performance

Asset Quality

Sustainability

Subsidiaries' Performance

Other Important Information

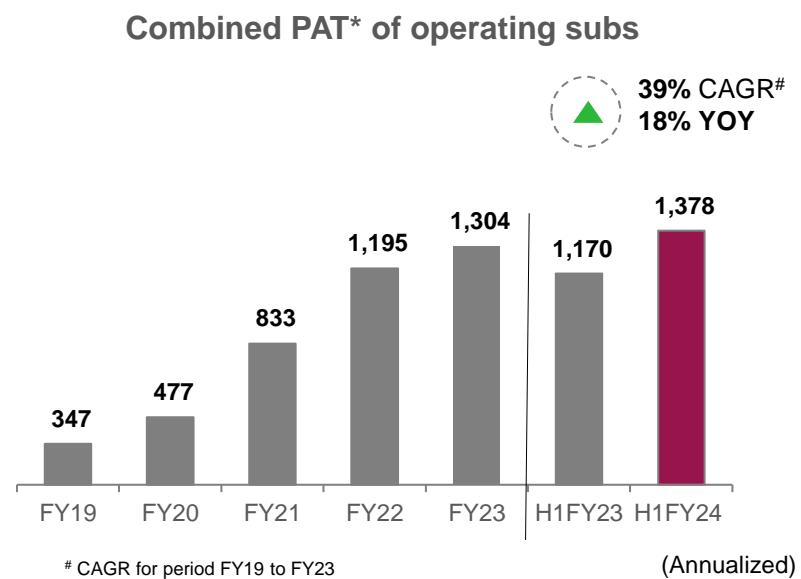
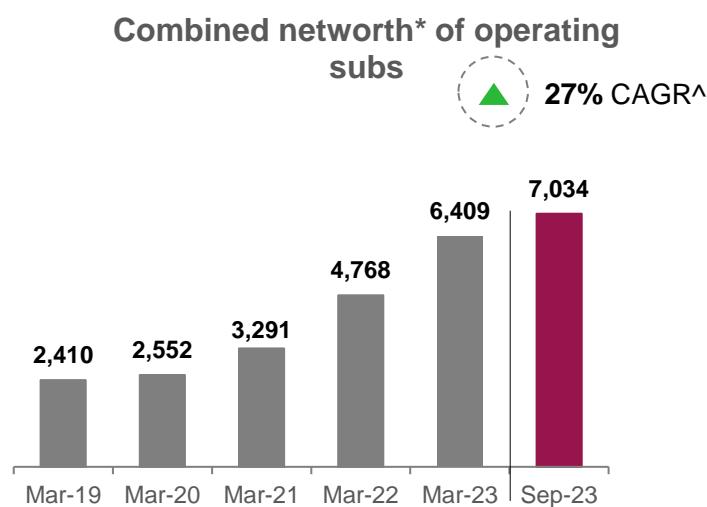
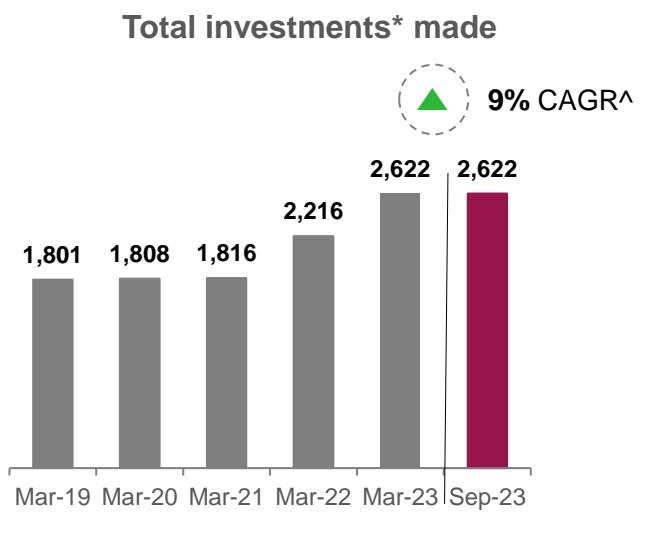
# Significant value creation happening in our key group entities



[Detailed One Axis presentation Link](#)

Asset Management	Invst Banking & Inst Equities	Consumer focused NBFC	Retail Brokerage	Trustee	Fintech platform	TReDS platform	Insurance
<b>AXIS MUTUAL FUND</b> <i>One of the fastest growing MF player 75% (JV Schroders Plc)</i>	<b>AXIS CAPITAL</b> <i>Leadership position in ECM deals segment 100%</i>	<b>AXIS FINANCE</b> <i>AAA rated NBFC with diversified product offerings 100%</i>	<b>AXIS SECURITIES</b> <i>3rd largest bank led brokerage firm 100%</i>	<b>AXIS TRUSTEE</b> <i>Amongst the leading trustees in India 100%</i>	<b>freecharge</b> <i>One of the major fintech players in India 100%</i>	<b>ATREDS</b> <i>Leading player on TReDs platform 67%</i>	<b>MAX LIFE INSURANCE</b> <i>4th largest private insurance company @ 12.99%<sup>2</sup> (Co-promoter), Accounting Associate</i>
<b>AXIS PENSION FUND</b> <i>47%<sup>3</sup></i>							

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%

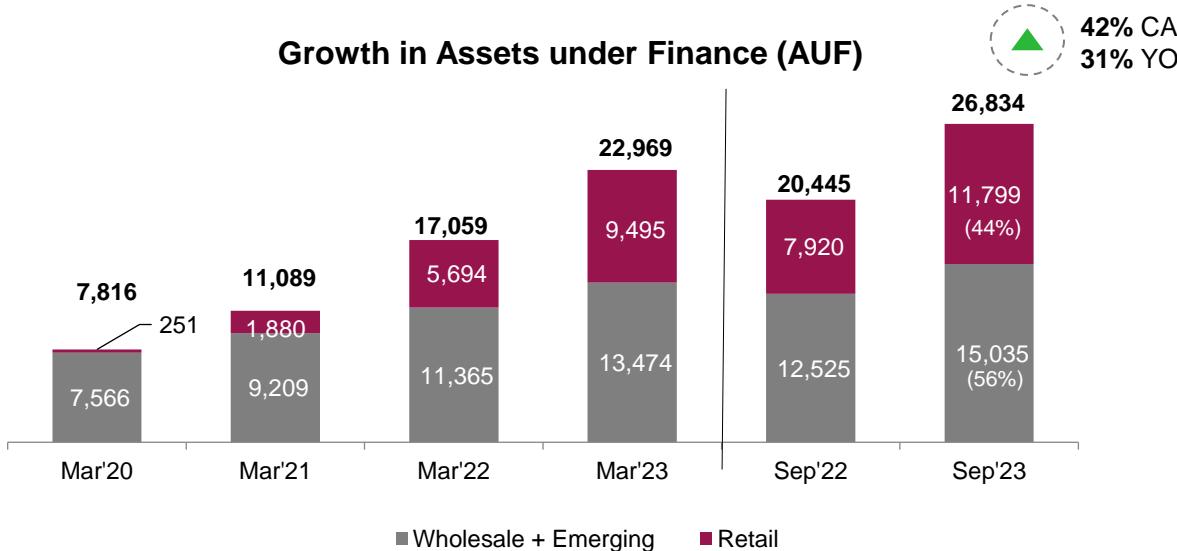
3) 47% effective stake held by Axis Group in step down subsidiary (51% stake held by Axis Mutual Fund & 9% stake held by Axis Bank)

<sup>^</sup> 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

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

## Growth in Assets under Finance (AUF)

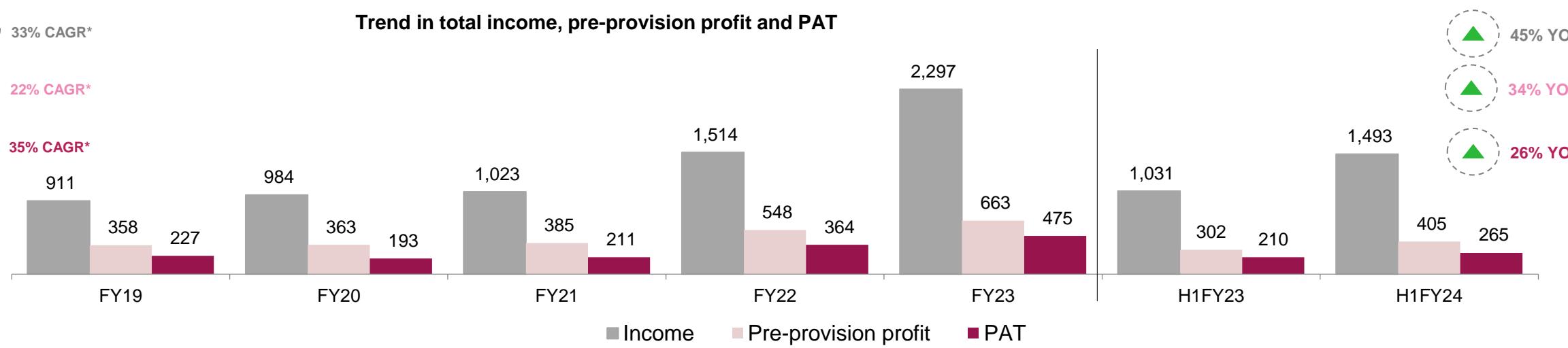


42% CAGR\*\*  
31% YOY

## Major Highlights

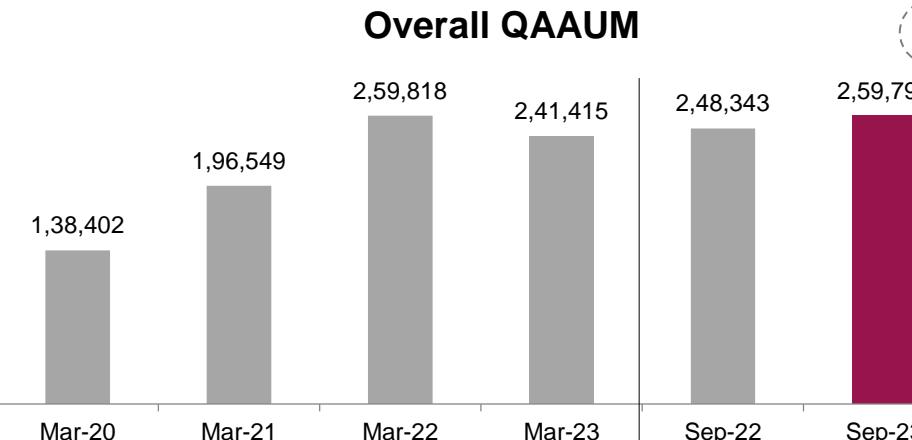
- 49% YOY growth in Retail book, retail mix up ~523 bps YOY to 44%
- 20% YOY growth in Wholesale loan book
- 15.9% ROE for H1FY24 and 16.7% for Q2FY24
- 17.9% Capital adequacy ratio
- 0.31% Net NPA with near zero restructuring

## Trend in total income, pre-provision profit and PAT

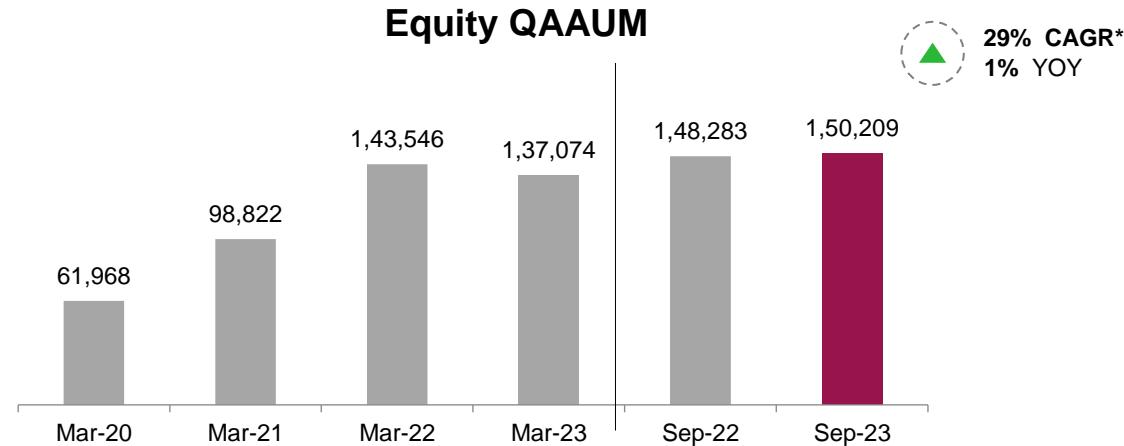


\* 3 yr CAGR (FY20 to FY23)

# Axis AMC : Revenue up 8% YOY

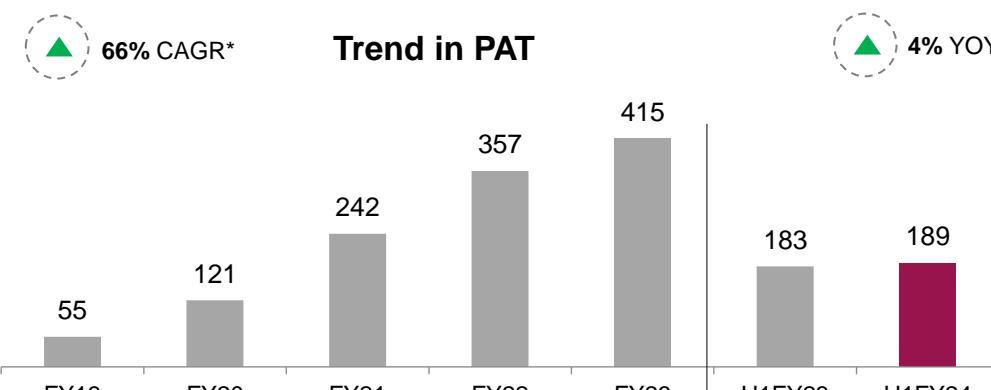


20% CAGR\*  
5% YOY



29% CAGR\*  
1% 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 / QAAUM: 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



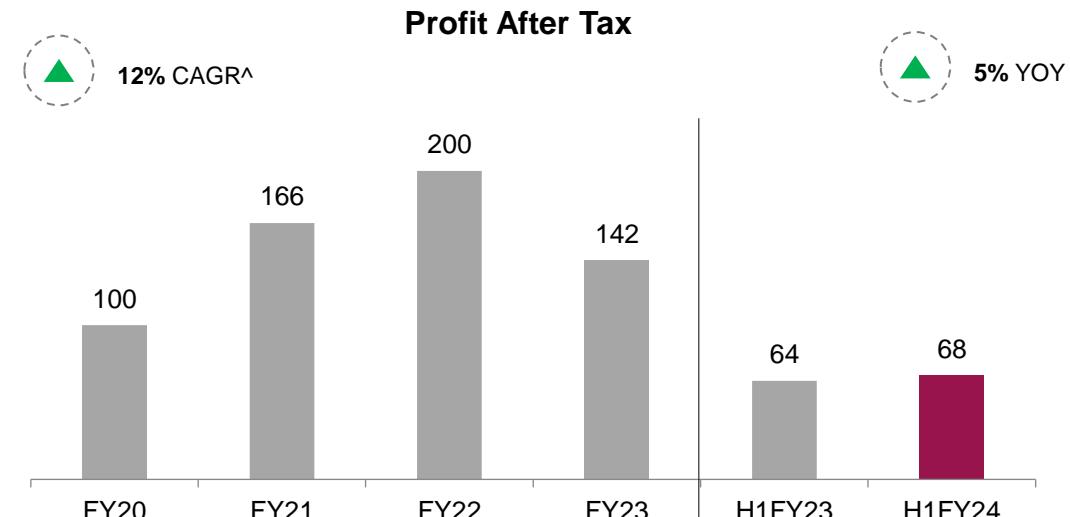
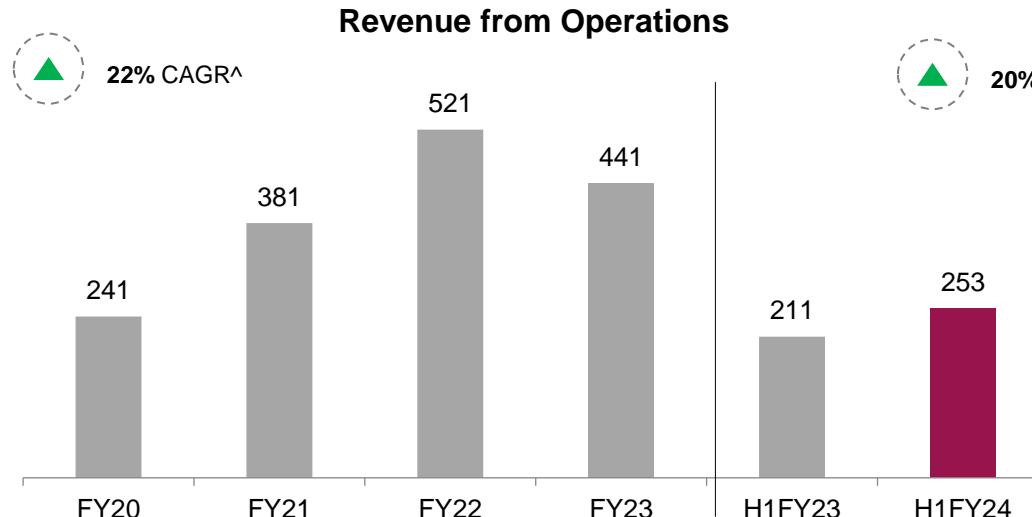
## H1FY24 Ranking\* (includes IPO, FPO, QIP, REIT, OFS & Rights)

Rank	Banker	No of Deals*
1	Peer 1	19
2	<b>Axis Capital</b>	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
- **2<sup>nd</sup> 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



\*Source: Primedatabase; Updated till 30<sup>th</sup> September, 2023;

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

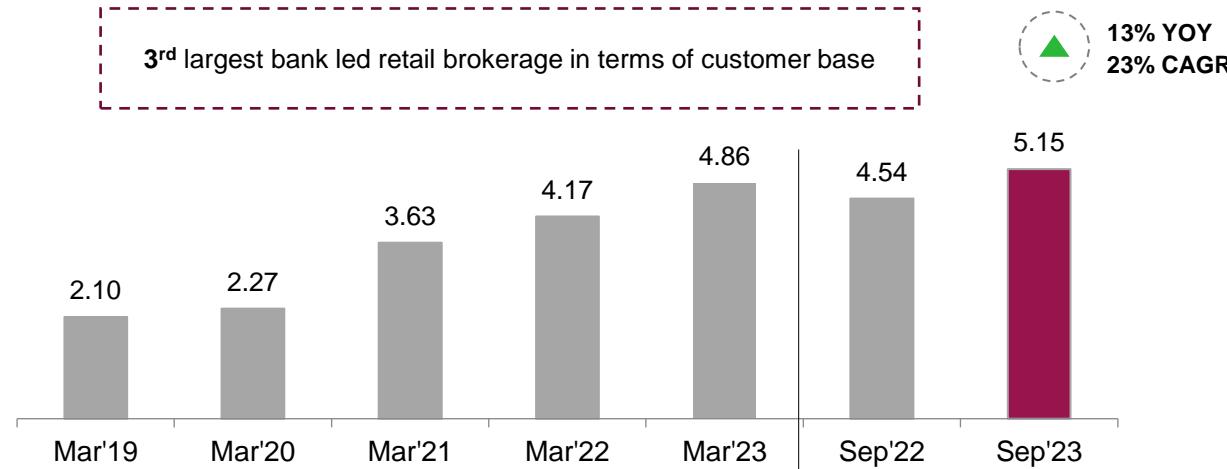
^ CAGR for period FY20 to FY23

Quarterly Results Q2FY24

# Axis Securities : PAT up 14% YOY



## Total customer base (in mn)



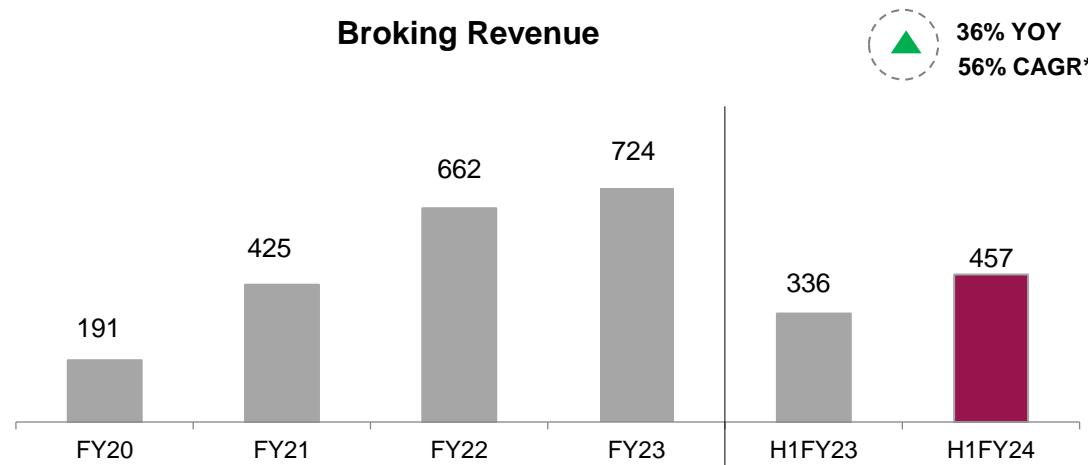
\* CAGR for period Mar-19 to Mar-23

## Major Highlights

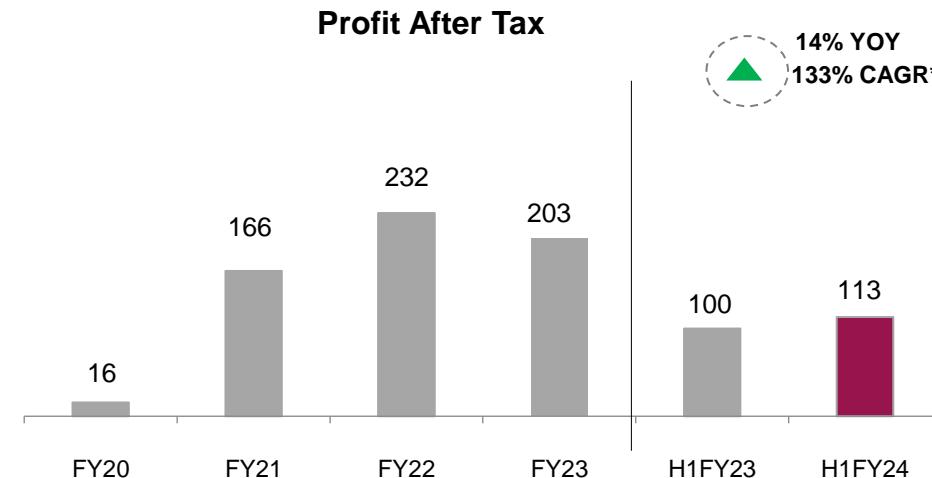
- 13% YOY growth in customer base in Q2FY24
- 54% of the volumes in Q2FY24 was from Mobile trading
- 58% of clients traded through Axis Direct Mobile App in Q2FY24
- ₹ 457 crores - broking revenues in H1FY24, up 36% YOY

All figures in ₹ Crores

## Broking Revenue



## Profit After Tax



\* CAGR for period FY20 to FY23

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 September 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



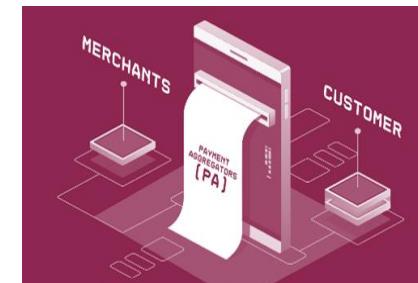
## Merchant Business

- **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

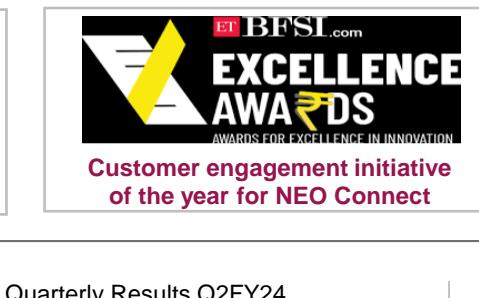
Asset Quality

Sustainability

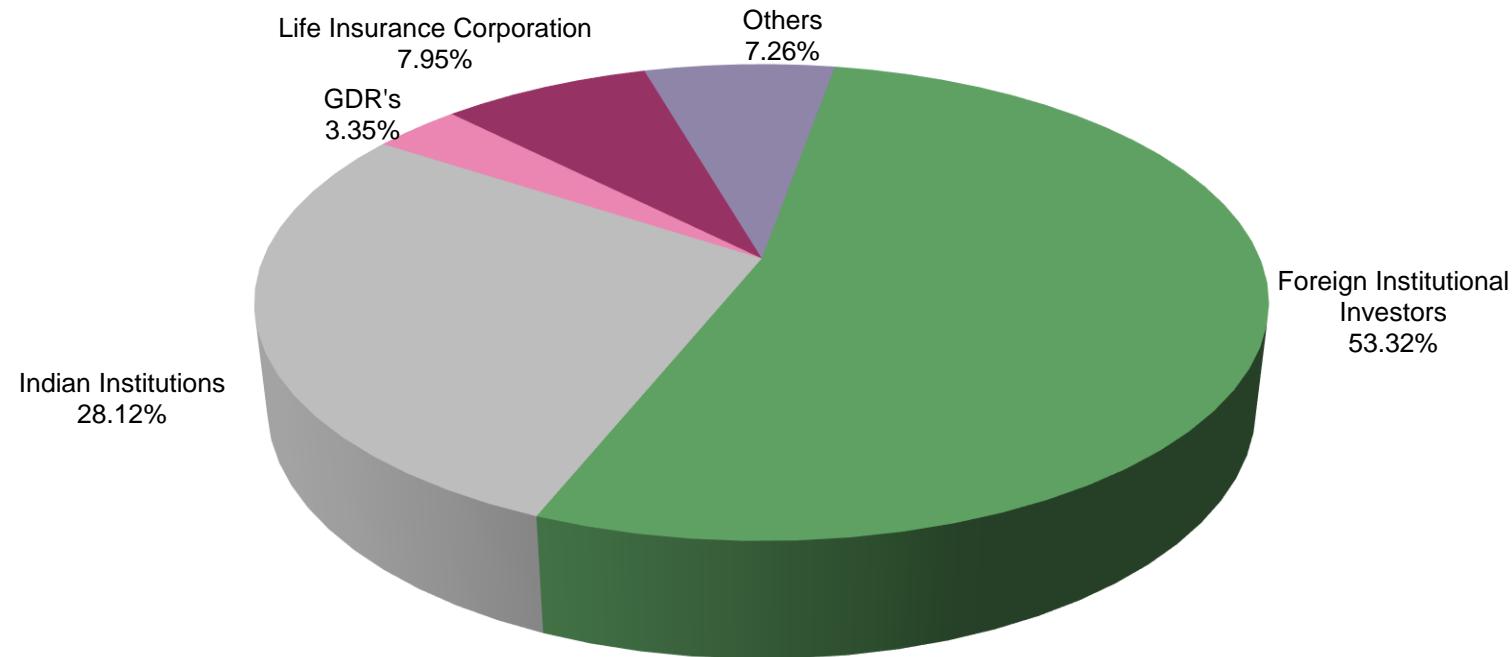
Subsidiaries' Performance

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 23<sup>rd</sup>, 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%)
<b>Total Income</b>	<b>F = A+B</b>	<b>31,660</b>	<b>24,094</b>	<b>31%</b>	<b>62,304</b>	<b>45,751</b>	<b>36%</b>
Interest Expended	G	14,312	9,879	45%	27,910	19,223	45%
<b>Net Interest Income</b>	<b>H = A-G</b>	<b>12,315</b>	<b>10,360</b>	<b>19%</b>	<b>24,273</b>	<b>19,744</b>	<b>23%</b>
<b>Operating Revenue</b>	<b>I = B+H</b>	<b>17,349</b>	<b>14,216</b>	<b>22%</b>	<b>34,395</b>	<b>26,528</b>	<b>30%</b>
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%
<b>Operating Profit</b>	<b>N = I-K</b>	<b>8,632</b>	<b>7,716</b>	<b>12%</b>	<b>17,446</b>	<b>13,603</b>	<b>28%</b>
<b>Core Operating Profit*</b>	<b>O</b>	<b>8,733</b>	<b>7,802</b>	<b>12%</b>	<b>17,028</b>	<b>14,357</b>	<b>19%</b>
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%
<b>Net Profit</b>	<b>S = Q-R</b>	<b>5,864</b>	<b>5,330</b>	<b>10%</b>	<b>11,661</b>	<b>9,455</b>	<b>23%</b>
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%)
<b>Total Income</b>	<b>F = A+B</b>	<b>3,812</b>	<b>2,901</b>	31%	<b>7,502</b>	<b>5,509</b>	36%
Interest Expended	G	1,723	1,190	45%	3,361	2,315	45%
<b>Net Interest Income</b>	<b>H = A-G</b>	<b>1,483</b>	<b>1,248</b>	19%	<b>2,923</b>	<b>2,378</b>	23%
<b>Operating Revenue</b>	<b>I = B+H</b>	<b>2,089</b>	<b>1,712</b>	22%	<b>4,142</b>	<b>3,194</b>	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%
<b>Operating Profit</b>	<b>N = I-K</b>	<b>1,039</b>	<b>929</b>	12%	<b>2,101</b>	<b>1,638</b>	28%
<b>Core Operating Profit*</b>	<b>O</b>	<b>1,052</b>	<b>940</b>	12%	<b>2,050</b>	<b>1,729</b>	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%
<b>Net Profit</b>	<b>S = Q-R</b>	<b>706</b>	<b>642</b>	10%	<b>1,404</b>	<b>1,139</b>	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%	

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

\* excluding trading profit

# Balance Sheet



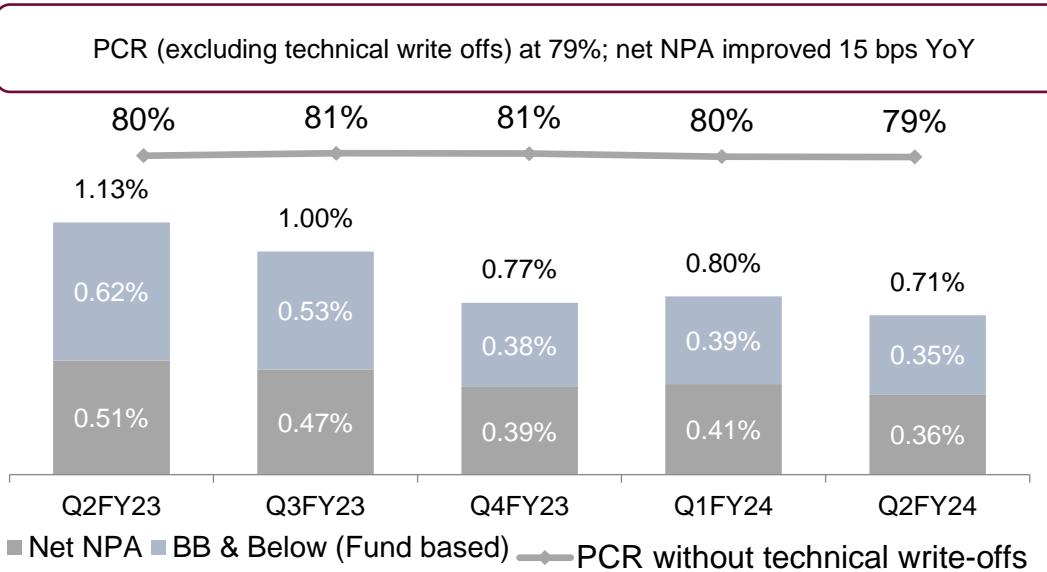
Balance Sheet	As on 30 <sup>th</sup> Sep'23	As on 30 <sup>th</sup> Sep'22		As on 30 <sup>th</sup> Sep'23	As on 30 <sup>th</sup> Sep'22	% Growth
<b>CAPITAL AND LIABILITIES</b>	In ` Crores	In ` Crores		in \$ Mn	in \$ Mn	
Capital	616	614		74	74	0.3%
Reserves & Surplus	1,36,086	1,23,950		16,387	14,926	10%
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%)
<b>Total</b>	<b>13,38,914</b>	<b>11,85,481</b>		<b>1,61,227</b>	<b>1,42,752</b>	<b>13%</b>
<b>ASSETS</b>						
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%)
<b>Total</b>	<b>13,38,914</b>	<b>11,85,481</b>		<b>1,61,227</b>	<b>1,42,752</b>	<b>13%</b>

\$ 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



## BB & below book

BB & Below Outstanding	Q1 FY24	Q2 FY24
Fund based (FB)	3,645	3,434
Non fund based	1,385	1,326
Investments	787	656

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

## Update on restructured book

Outstanding Covid (1+2) restructuring as on 30.09.2023	Implemented
<b>Bank</b>	<b>1,756</b>
Retail	1,536
Wholesale	219
CBG	-
<b>Bank as a % of GCA</b>	<b>0.19%</b>
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

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