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MANY EXPERIENCES.
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Axis Bank Credit Cards
#OpenExperiences



Investor Presentation *Quarterly Results Q2FY25*

We are dil se open
x 5000



Axis Bank at a glance



Axis Bank		3rd largest Private Bank in India	~ 52mn Customers	1,03,400+ Employees	5,577 Branches*
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Market Share		5.4% Assets ¹	4.9% Deposits ¹	5.6% Advances ¹	14.0% Credit Cards ²
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Profitability		18.08% Consolidated ROE ³	3.99% Net Interest Margin ³	2.86% Operating Profit Margin ³	2.52% Cost to Assets ³
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Balance Sheet		16.61% 14.12% CAR** CET 1**	₹118 Bn 1.19% Cumulative provisions (standard + additional non-NPA)	77% 0.34% PCR Net NPA
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Key Subsidiaries		24% Growth in Axis Finance PAT (H1FY25)	29% Growth in Axis AMC PAT (H1FY25)	29% Growth in Axis Capital PAT (H1FY25)	139% Growth in Axis Securities PAT (H1FY25)
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¹ Based on Sep'24 data ² Credit Cards in force as of Aug'24 ³ for Q2FY25

*domestic network including extension counters **CAR – Capital Adequacy ratio; CET 1 – Common Equity Tier 1 ratio

Executive Summary

Financial Highlights

Capital and Liquidity Position

Business Segment Performance

Asset Quality

Sustainability

Subsidiaries' Performance

Other Important Information

Major highlights

Operating profit up 24% YOY, PAT up 18% YOY, Consolidated ROA at 1.92% up 9 bps YOY, Consolidated ROE at 18.1%; aided by steady growth in deposits and advances



Healthy operating performance

- Operating profit grew **24%** YOY and **6%** QOQ, Operating revenue up **16%** YOY and **5%** QOQ, Operating expense growth moderates to **9%** YOY
- Net Interest Income grew **9%** YOY, Net Interest Margin at **3.99%**
- Fee income grew **11%** YOY and **6%** QOQ, granular fee constituted **92%** of overall fees, Retail fee grew **11%** YOY and **5%** QOQ
- Standalone ROA | ROE on annualized basis at **1.84% | 17.6%**, improved sequentially by **19 bps** and **132 bps**, respectively

Steady growth in deposits, CASA ratio continues to be amongst the best

- On MEB basis, total deposits grew **14%** YOY and **2%** QOQ, term deposits grew **21%** YOY and **4%** QOQ, SA grew **2%** YOY and **1%** QOQ, CA grew **8%** YOY
- On QAB basis, total deposits grew **14% | 1%**; term deposits grew **21% | 2%** on YOY | QOQ basis, respectively. CA grew **13%** YOY, SA grew **1%** YOY
- CASA ratio on MEB basis stood at **~41%**, which continues to be the best amongst large peer banks

Loan growth delivered across focus business segments

- Advances grew **11%** YOY and **2%** QOQ; Gross of IBPC, loan book grew **12%** YOY and **2%** QOQ; Bank's focus segments* grew by **20%** YOY and **4%** QOQ
- Retail loans grew **15%** YOY and **2%** QOQ of which Rural loans grew **20%** YOY & **1%** QOQ, SBB¹ book grew **23%** YOY and **6%** QOQ
- SME loans up **16%** YOY and **6%** QOQ, Corporate loans (gross of IBPC sold) up **6%** YOY, Mid-Corporate (MC) up **18%** YOY & **5%** QOQ
- SBB+SME+MC mix at **₹2,221 bn | 22%** of total loans, up **~800 bps** in last 4 years

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

- Self sustaining capital structure with net accretion[^] to CET-1 of **38 bps** in H1FY25 and **6 bps** in Q2FY25
- Overall capital adequacy ratio (CAR) stood at **16.61%** with CET 1 ratio of **14.12%**
- **₹5,012** crores of other provisions, not considered for CAR calculation, provides cushion of **38 bps** over the reported CAR
- Excess SLR of **₹76,769** crores. Avg. LCR during Q2FY25 was **~115%**

Continue to maintain strong position in Payments and Digital Banking

- Bank achieves no. 1 position in UPI Payer PSP space with a market share of **~31%**
- **Largest** player in Merchant Acquiring business in India with terminal market share of **~20%**, incremental share of **~36%** in last one year ²
- **~1.06** million credit cards acquired in Q2FY25, CIF market share of **~14%** ²
- Axis Mobile app is among the top rated mobile banking app on Google Play with ratings of **4.7** and **~15 million MAU**

Asset quality stable, added prudently to non NPA provisions in the quarter

- GNPA at **1.44%** declined by **29 bps** YOY and **10 bps** QOQ, NNPA at **0.34%** declined **2 bps** YOY, flat QOQ
- PCR healthy at **77%**, Coverage ³ ratio at **153%**,
- Gross slippage ratio (annualized) at **1.78%** declined **19 bps** QOQ, Net slippage ratio (annualized) at **0.96%** declined **41 bps** QOQ
- Annualized net credit cost at **0.54%** declined **43 bps** QOQ

Key subsidiaries delivered strong performance

- Total H1FY25 PAT of domestic subsidiaries at **₹927** crores, up **35%** YOY; Return on investments of **58%** in domestic subsidiaries
- Axis Finance H1FY25 PAT at **₹327** crores up **24%** YOY, ROE at **15.79%** for Q2FY25, stable asset quality metrics with net NPA at **0.25%**
- Axis AMC's H1FY25 PAT at **₹244** crores up **29%** YOY, Axis Securities H1FY25 PAT at **₹272** crores up **139%** YOY
- Axis Capital H1FY25 PAT at **₹87** crores up **29%** YOY and executed **30** ECM deals in H1FY25

*Bank's focus segments include Small Business Banking (SBB), Small & Medium Enterprises, (SME), Mid Corporate, Rural, Personal Loans (PL) and Credit Card Advances

QAB: Quarterly Average Balance; MEB: Month End Balance; MAU: Monthly Active Users engaging in financial & non-financial transactions;

¹ SBB : Small Business Banking; ² Based on RBI data as of Aug'24; ³ Coverage Ratio = Aggregate provisions (specific + standard + additional + other contingencies) / IRAC GNPA;

[^] Net accretion = capital accreted – capital consumed during the quarter

Key metrics for Q2FY25

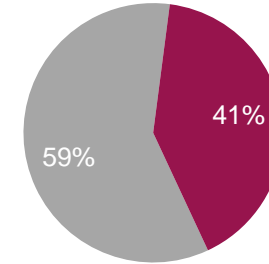
Snapshot (As on 30th September 2024)



	Absolute (₹ Cr)			QOQ	YOY Growth	
	Q2FY25	Q1FY25	H1FY25	Q2FY25	Q2FY25	H1FY25
Profit & Loss						
Net Interest Income	13,483	13,448	26,931	0.3%	9%	11%
Fee Income	5,508	5,204	10,711	6%	11%	13%
Operating Expenses	9,493	9,125	18,618	4%	9%	10%
Operating Profit	10,712	10,106	20,819	6%	24%	19%
Core Operating Profit	9,601	9,637	19,238	(0.4%)	10%	13%
Profit after Tax	6,918	6,035	12,952	15%	18%	11%
Balance Sheet						
Total Assets	15,05,658				12%	
Net Advances	9,99,979				11%	
Total Deposits	10,86,744				14%	
Shareholders' Funds	1,64,688				20%	
Key Ratios						
Diluted EPS (Annualised in ₹) (Q2/H1)	88.20 / 83.04				75.28 / 75.28	
Book Value per share (in ₹)	532				444	
Standalone ROA (Annualised %)	1.84 / 1.75				1.76 / 1.78	
Standalone ROE (Annualised %)	17.58 / 16.97				18.30 / 18.72	
Cons ROA (Annualised %)	1.92 / 1.80				1.83 / 1.81	
Cons ROE (Annualised %)	18.08 / 17.43				18.67 / 19.04	
Gross NPA Ratio	1.44%				1.73%	
Net NPA Ratio	0.34%				0.36%	
Basel III Tier I CAR ^(e)	14.54%				15.08%	
Basel III Total CAR ^(e)	16.61%				17.84%	

Deposits

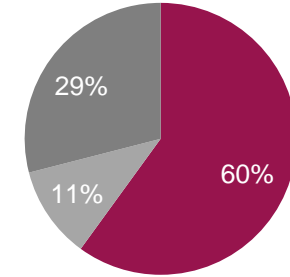
↑ 14% YOY ^(a)
↑ 14% YOY ^(b)



↑ 4% YOY ^(a)
↑ 5% YOY ^(b)

Advances

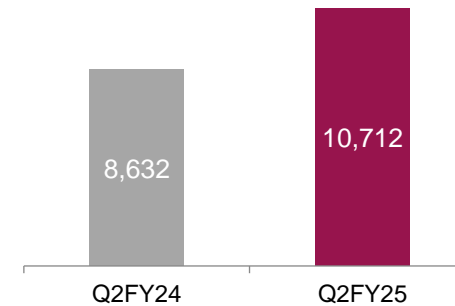
↑ 11% YOY ^(c)
↑ 11% YOY ^(d)



↑ 15% YOY ^(c) ↑ 16% YOY ^(d) ↑ 3% YOY ^(c)
↑ 1% YOY ^(d)

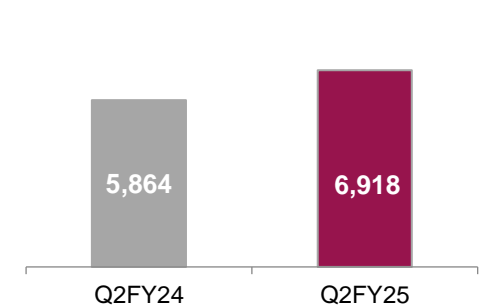
Operating Profit (in ₹ Crores)

↑ 24% YOY
↑ 6% QOQ



Profit After Tax (in ₹ Crores)

↑ 18% YOY
↑ 15% QOQ



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

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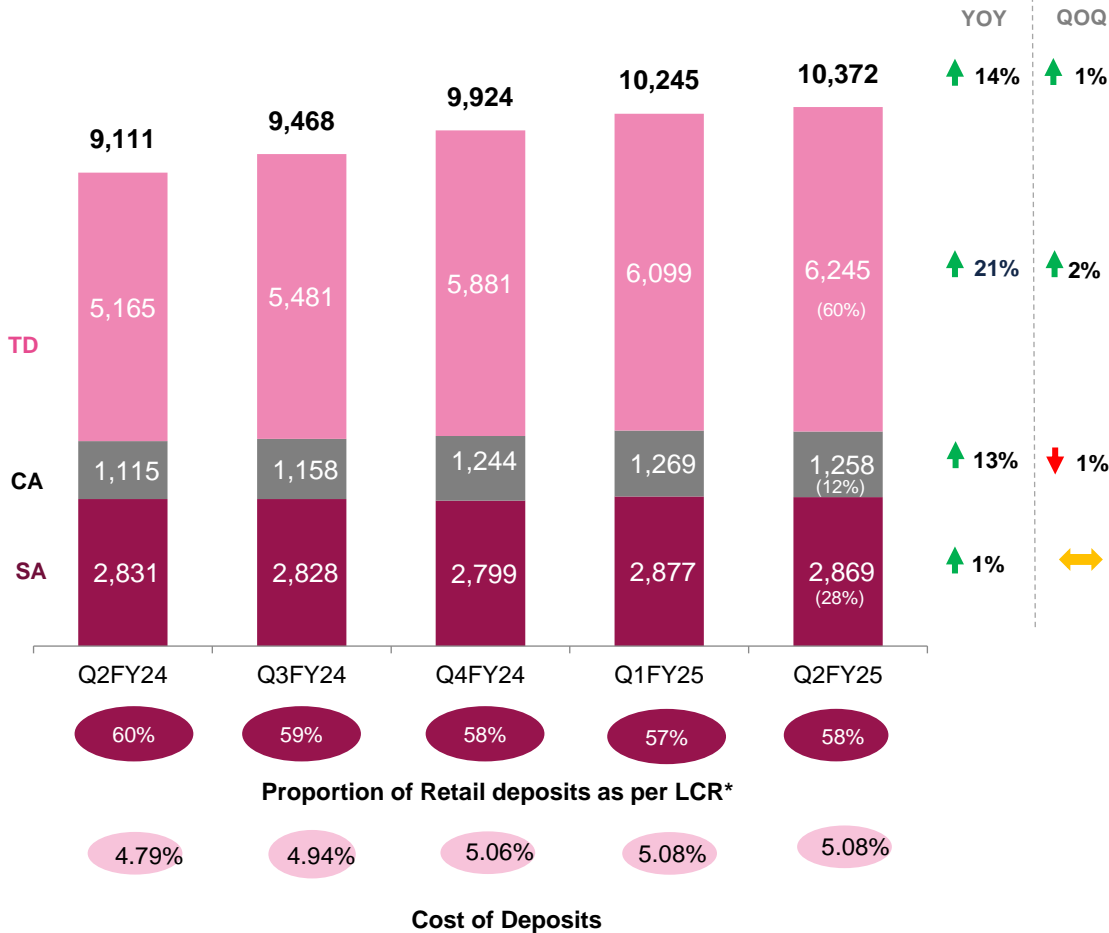
Other Important Information

Deposit and Loan growth performance



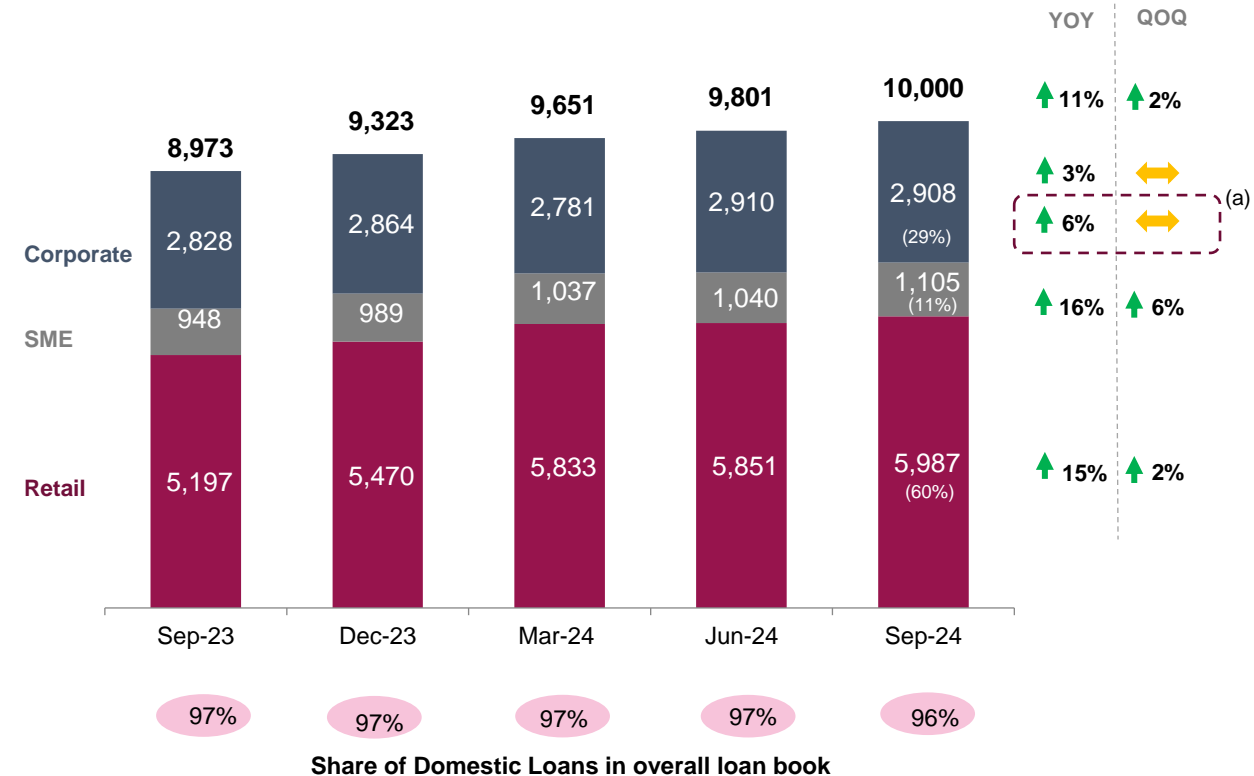
All figures in ₹ Billion

Deposit mix (QAB)^



Segment loan mix

Loan growth (gross of IBPC sold) at 12% YOY & 2% QOQ



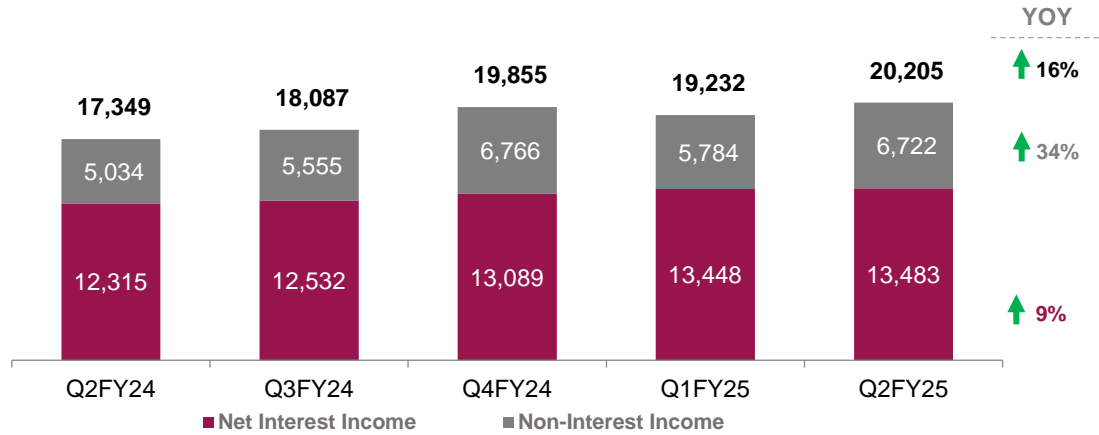
(a) Corporate loan book growth (gross of IBPC sold)

^ Quarterly Average Balance

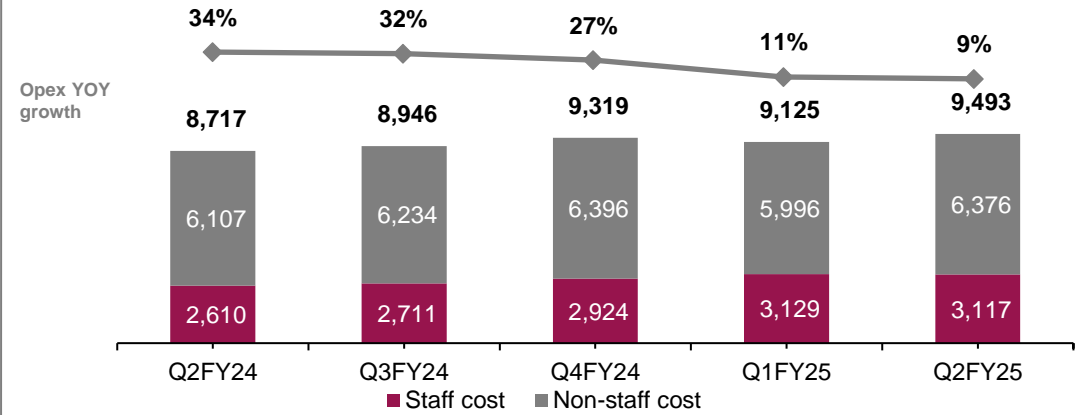
*Average deposits from retail and small business customers as reported in Liquidity Coverage Ratio (LCR) disclosure for the period

Operating profit up 24% YOY

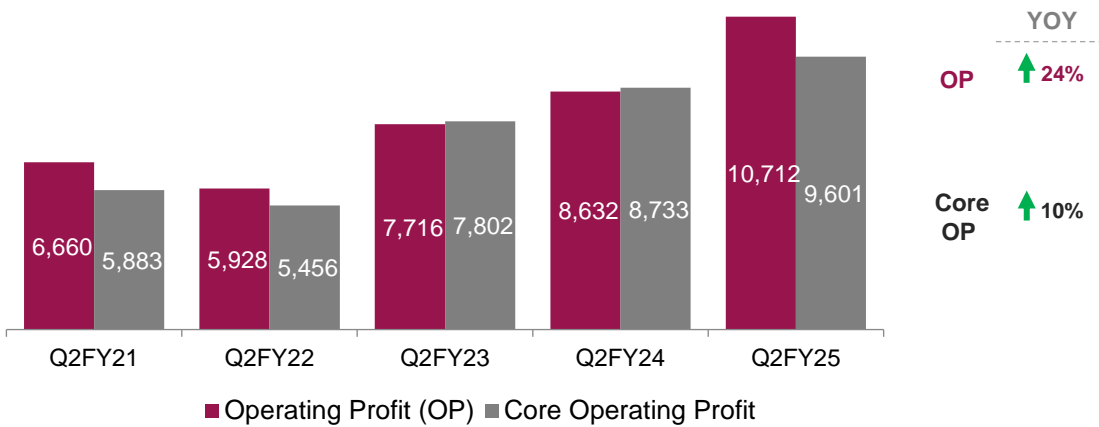
Operating revenue



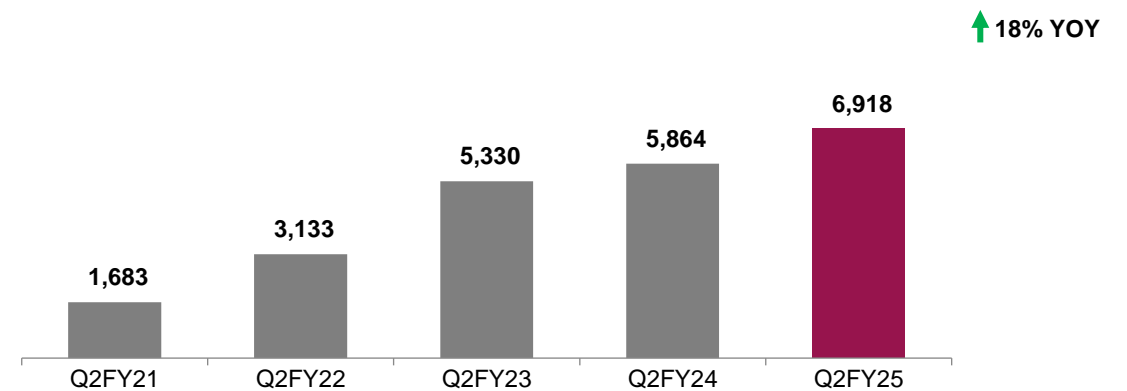
Operating expense



Operating profit & Core Operating profit



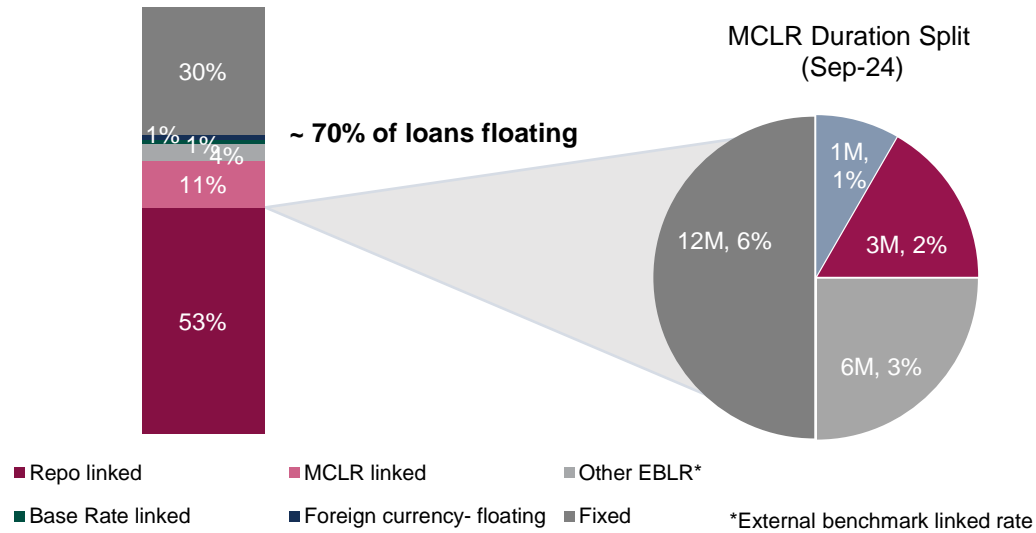
Profit after tax



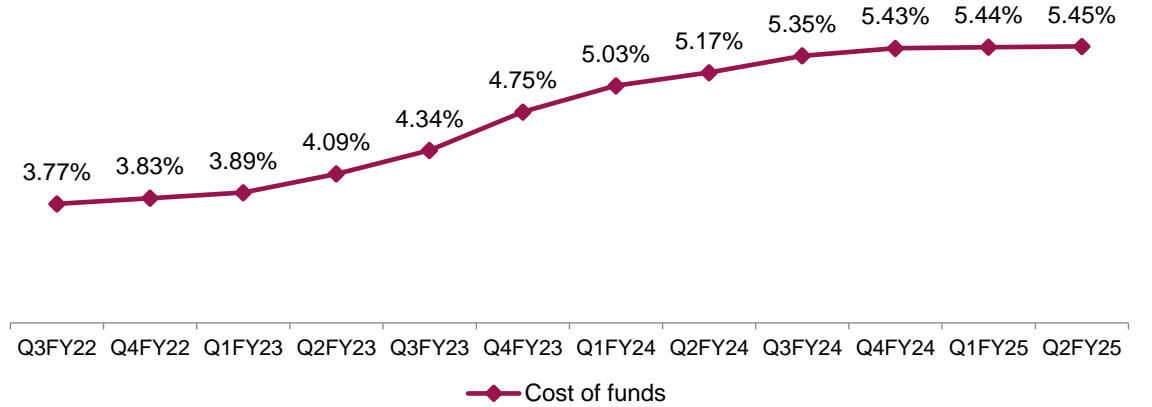
Net interest margin at 3.99%



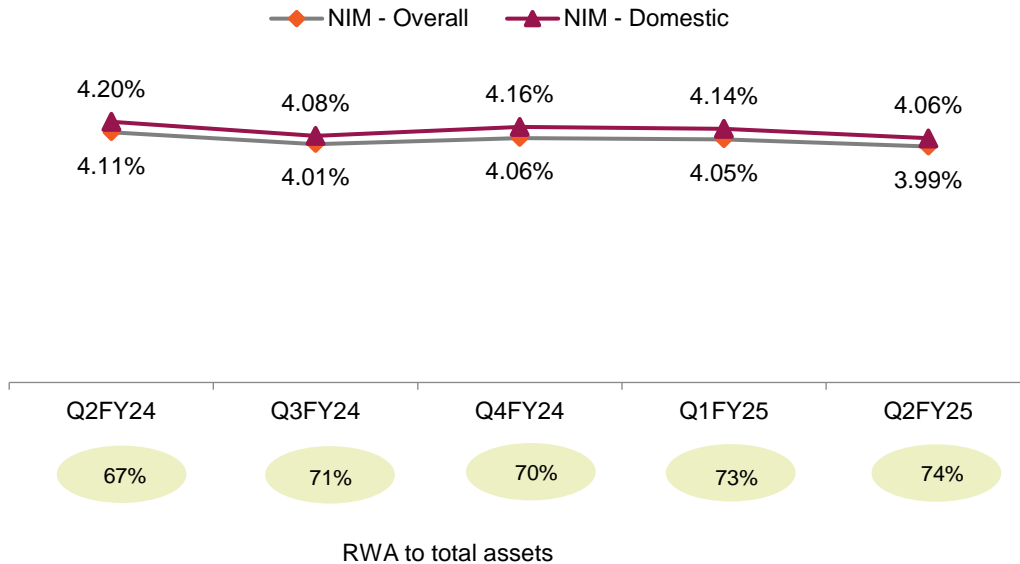
Advances mix by rate type



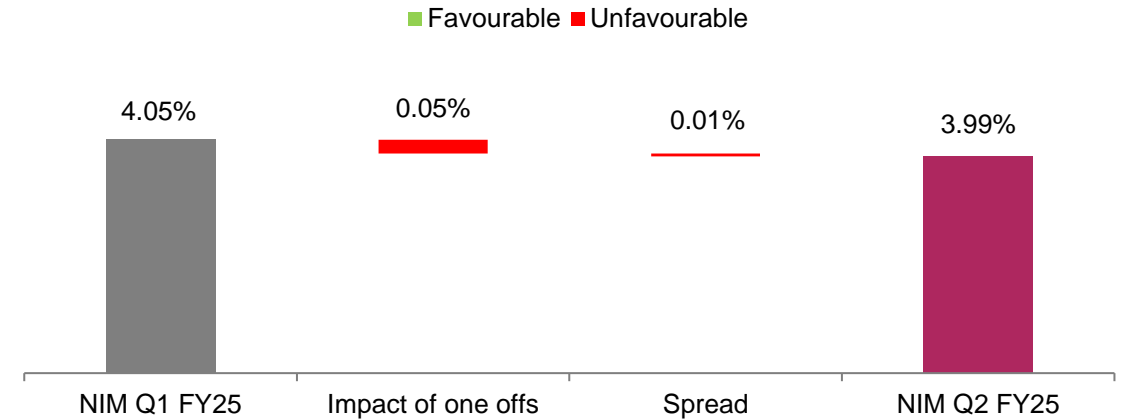
Cost of Funds



Net interest Margin (NIM)

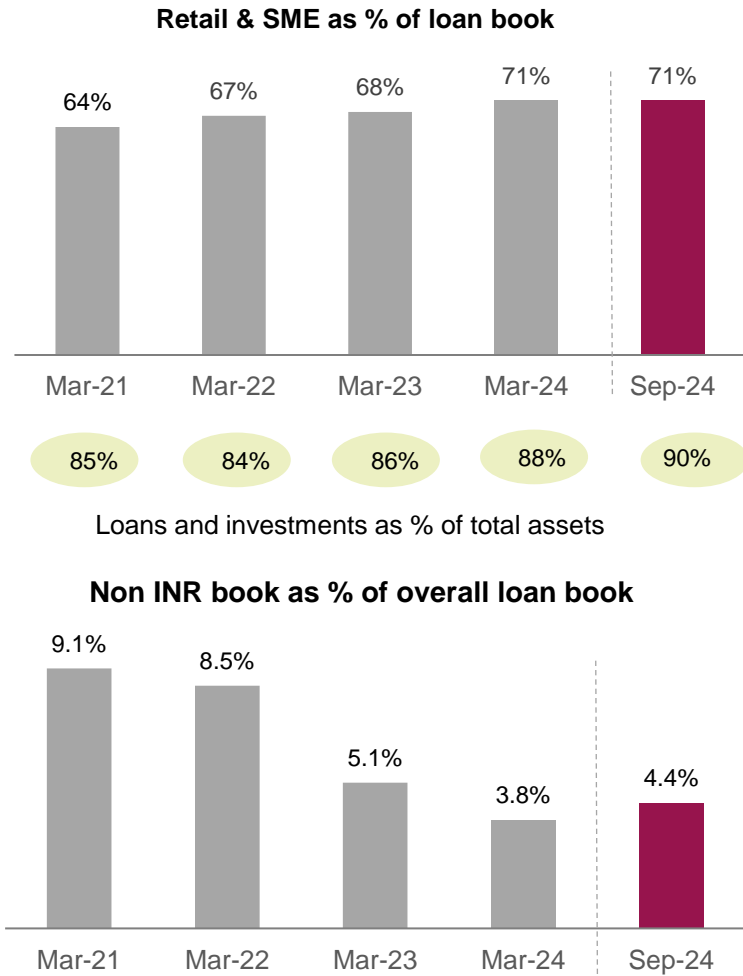


NIM Movement - Q1 FY25 to Q2 FY25

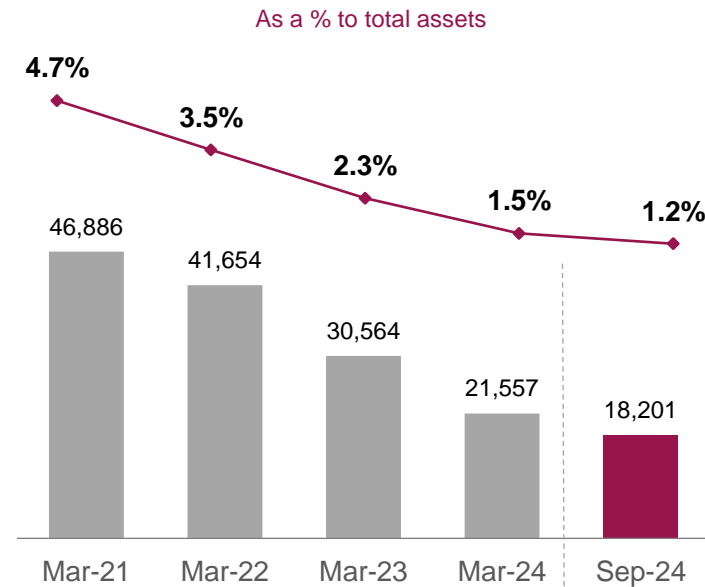


NIM has seen structural improvement led by multiple drivers

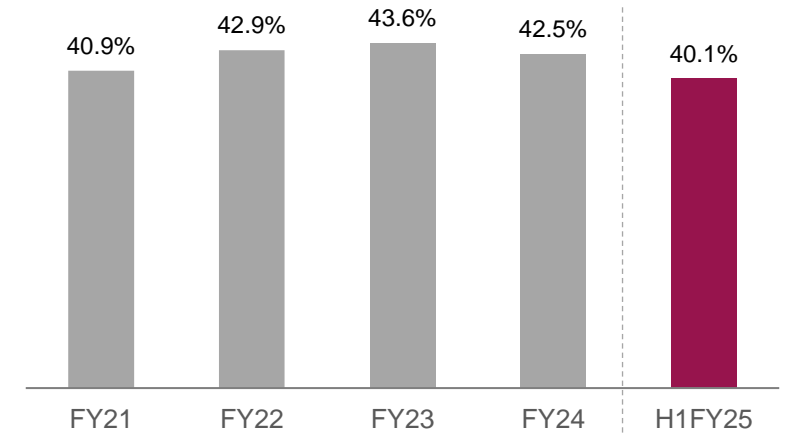
1 Improvement in balance sheet mix



2 Reducing share of low yielding RIDF bonds



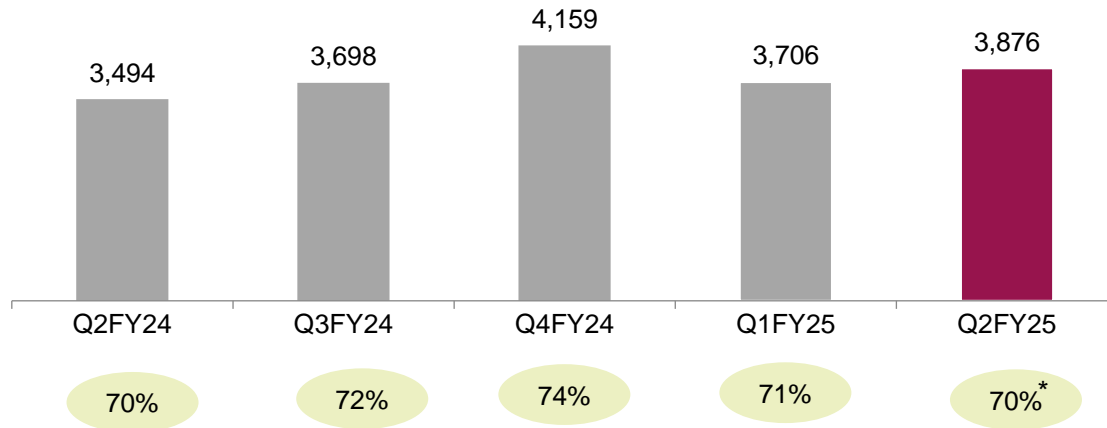
3 Composition reflected through average CASA%



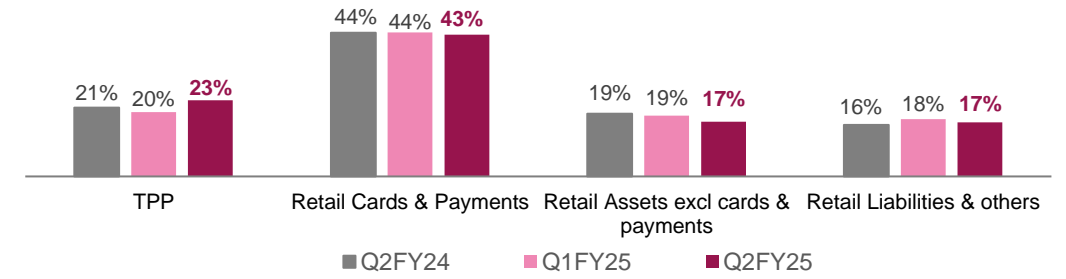
Steady growth in fees; granularity built across our business segments

Retail Banking fees

11% YOY
5% QOQ



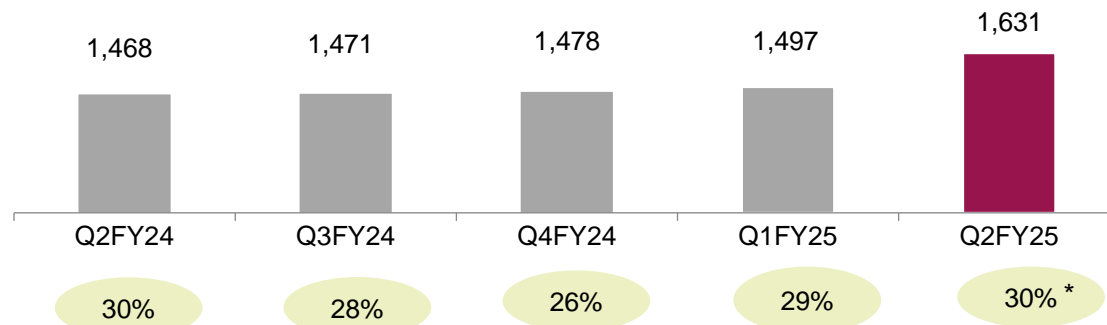
Retail fee mix



- 10% YOY & 3% QOQ growth in Retail Cards & Payments fees;
- 21% YOY & 24% QOQ growth in Third Party Products (TPP) related fees

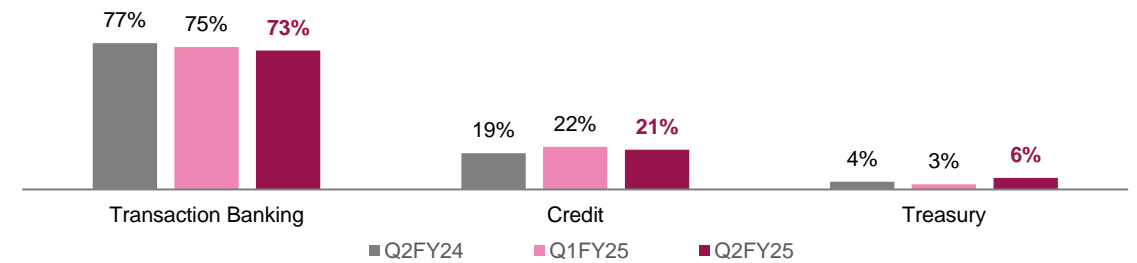
Corporate & Commercial Banking fee

11% YOY
9% QOQ



Corporate & Commercial Banking fee mix

Trade, Forex and Financial Institutional payments related fee form part of Transaction Banking



- 7% YOY & 7% QOQ growth in traditional Transactional Banking fees excluding forex & trade
- 20% YOY & 1% QOQ growth in credit related fees

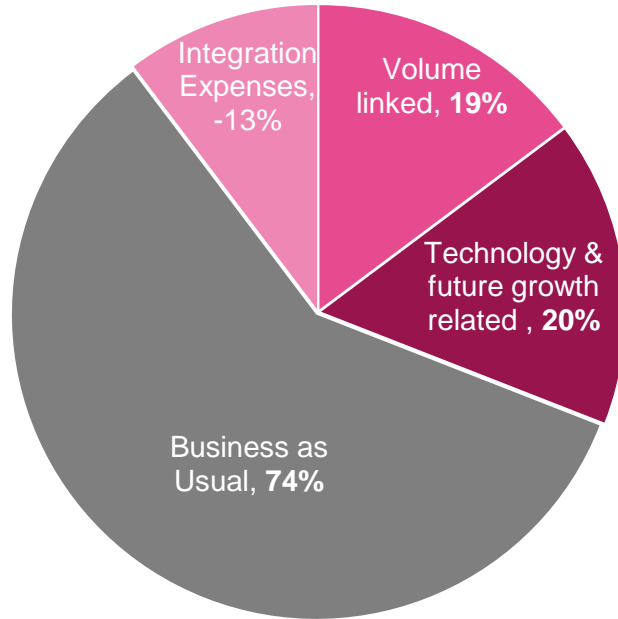
* Figures in 70% represent share of segment contribution to total fees

Cost growth at 9% YoY; continue to invest in technology and growth related businesses;

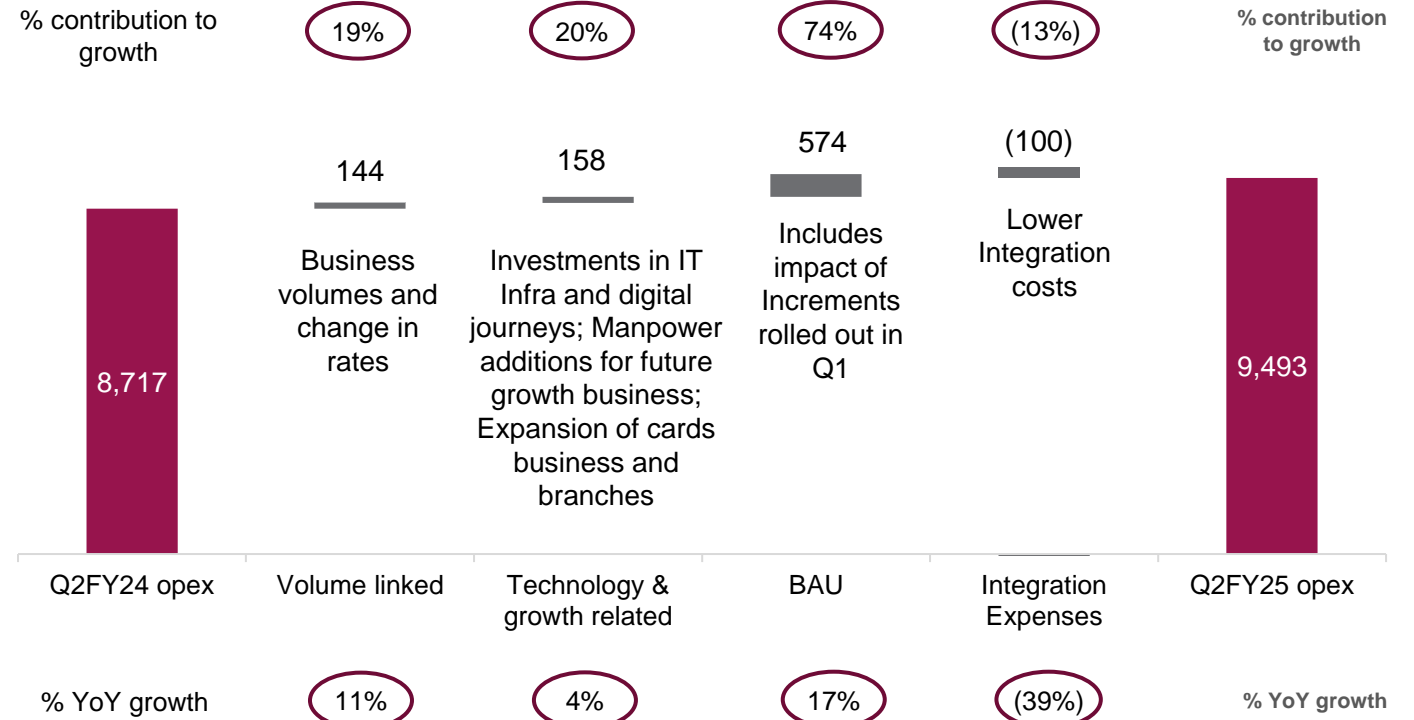
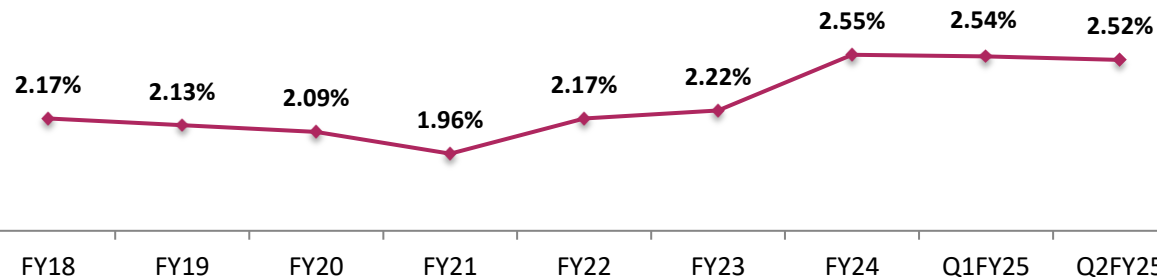


YoY Incremental Opex in Q2FY25 was led by Business volumes & Technology related expenses

Incremental YOY cost break up
(Rs 776 Crore) (YoY ↑ 9%)



Cost to Assets



• Technology expenses are ~10.2% of Total Opex for Q2 FY25

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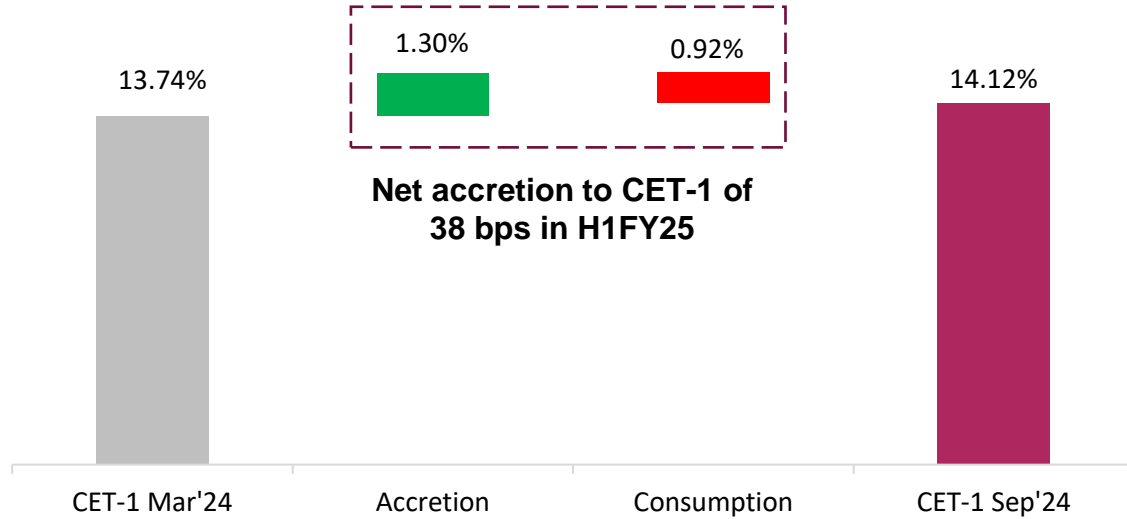
Subsidiaries' Performance

Other Important Information

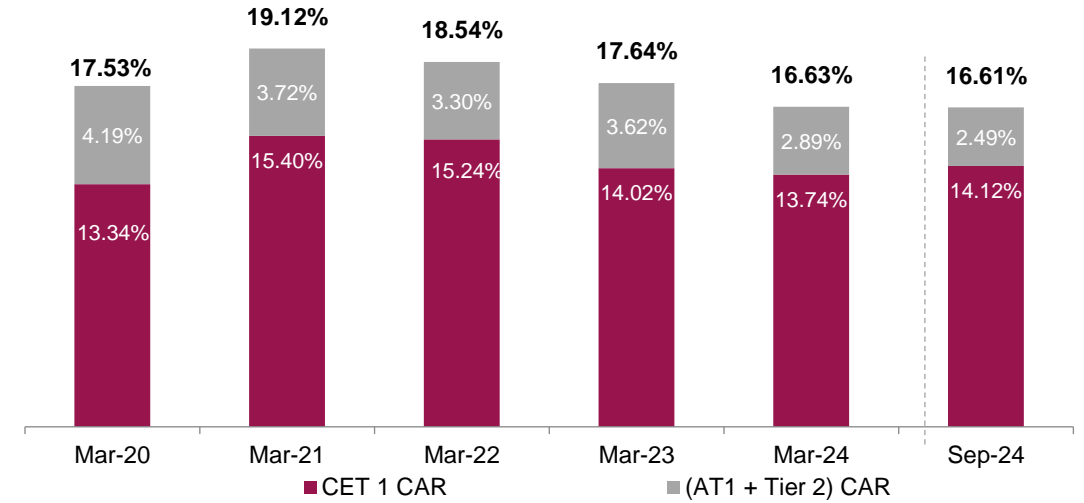
Strong capital position with adequate liquidity



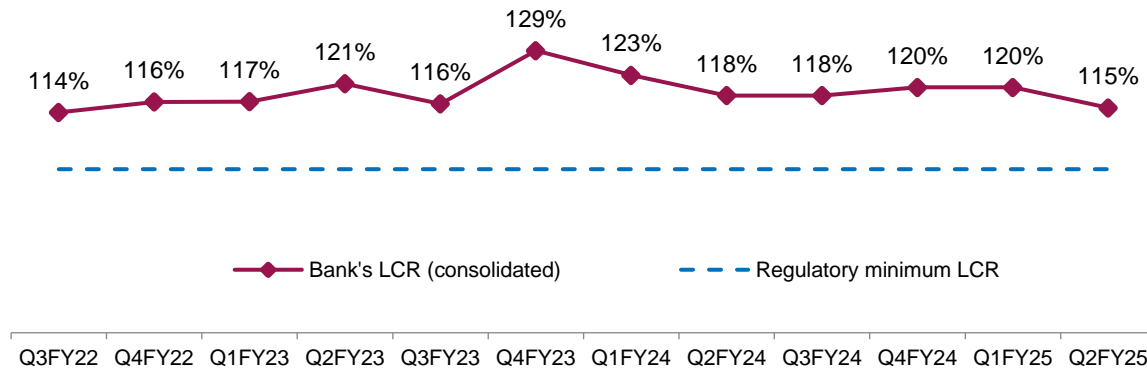
CET-1 Waterfall



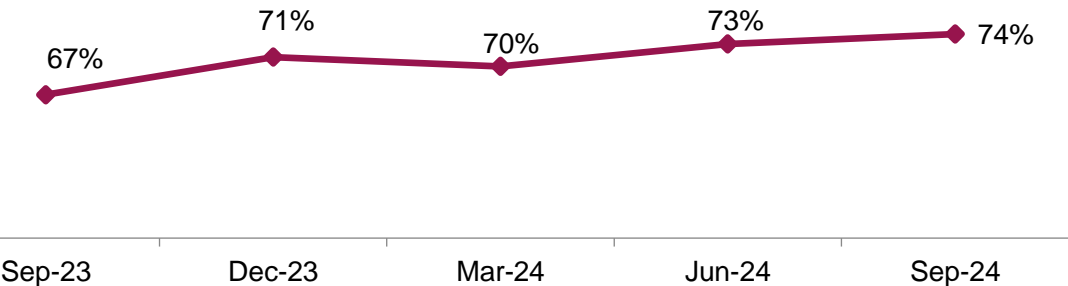
Bank's Capital Adequacy Ratio



Liquidity Coverage Ratio (consolidated)



RWA to Total Assets



• The Bank holds excess SLR of ₹76,769 crores

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Other Important Information

Retail Banking

~49 Mn

Individual customers

4th

Largest issuer of Credit Cards

₹6.15 Tn

AUM in wealth management

15%

YOY growth in Retail advances

20%

YOY growth in Rural advances

60%

Share of Advances[~]

5%

YOY Growth in CASA QAB deposits*

41%

*CASA ratio (MEB**)*

70%

Share in total fee[^]

[~] share in Bank's total advances, [^] share in Bank's total fee for Q2FY25

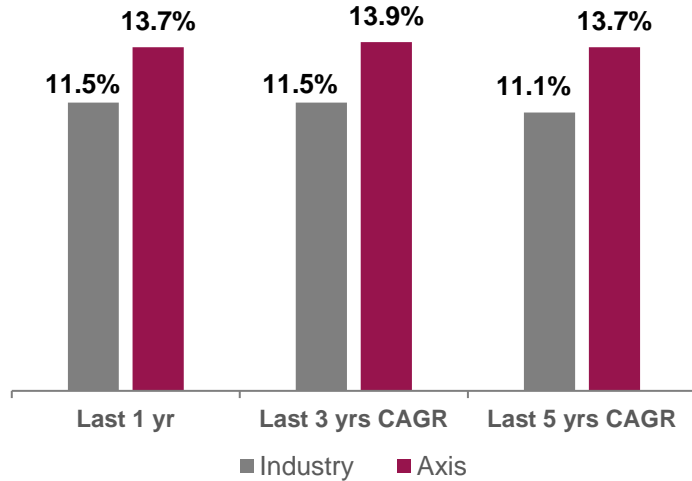
*QAB: Quarterly Average Balance, **MEB: Month End Balance



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



We have grown faster than industry consistently in the medium to long term...

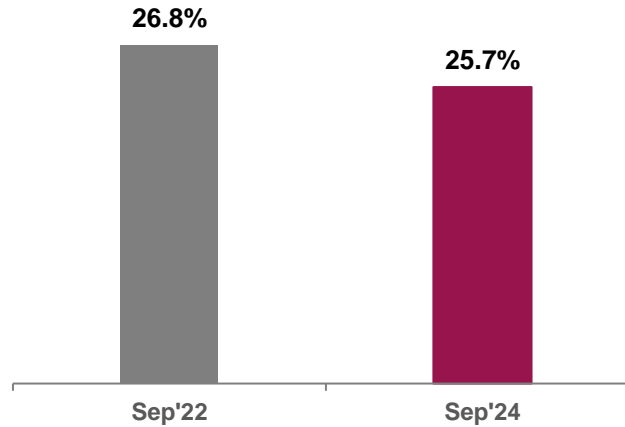


Gained incremental market share of **5.7%** in last 3 years as against closing market share of 4.9% as of Sep'24

Source: RBI, Axis Bank reported data

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

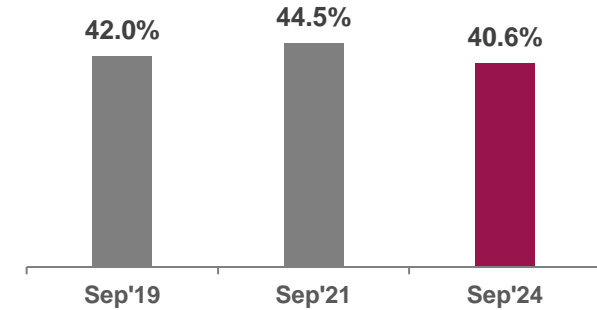
~110 bps reduction in outflow rates in last 2 years



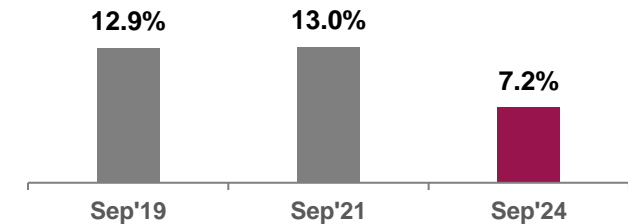
Outflow rates are now **among the best** in the industry

...while delivering healthy CASA levels and reducing borrowings

CASA ratio* (in %)



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



* On MEB

...led by multiple initiatives across the Bank



Focus on Productivity & Micro market strategy	Premiumization	Exclusively curated product propositions	Bharat Banking	Digital, transformation Partnerships
<p>40% increase in no. of districts with total deposits market share of over 5% in last 5 years ¹</p> <p>65% of customer requests serviced digitally as part of Branch of the Future</p> <p>Calibrated branch expansion strategy; added 150 new branches during Q2FY25</p>	<p>32% CAGR in Burgundy wealth management AUM since Mar'19</p> <p>Project Triumph and “Right fit” strategy to accelerate Premiumization</p> <p>‘Burgundy Promise’ & ‘Burgundy Circle of Trust’ launched industry first servicing proposition</p>	<p>11% QOQ growth in new salary labels in H1FY25</p> <p>SUVIDHA Salary remains amongst the best offerings available in the market today</p> <p>New ‘Family Banking Program’ and benefits including super premium Magnus Card for Burgundy customers</p>	<p>~ 62K extensive distribution network of Common Service Centers (CSC) VLEs ²</p> <p>New SA proposition “Sampann” launched for RUSU locations</p> <p>Enabled CASA opening at a third-party network on the eKYC platform, building a TD proposition on the eKYC platform</p>	<p>Project NEO aiding higher contribution from transaction-oriented flow businesses</p> <p>42% YOY growth in individual RTD by value sourced digitally for Q2FY25</p> <p>Siddhi empowering Axis bank colleagues to engage with customers seamlessly</p>

<p>1.53 mn new SA accounts acquired in Q2FY25</p>	<p>9% growth in deposits from Bharat banking</p>	<p>2.42 mn Retail Term Deposits acquired in Q2FY25</p>
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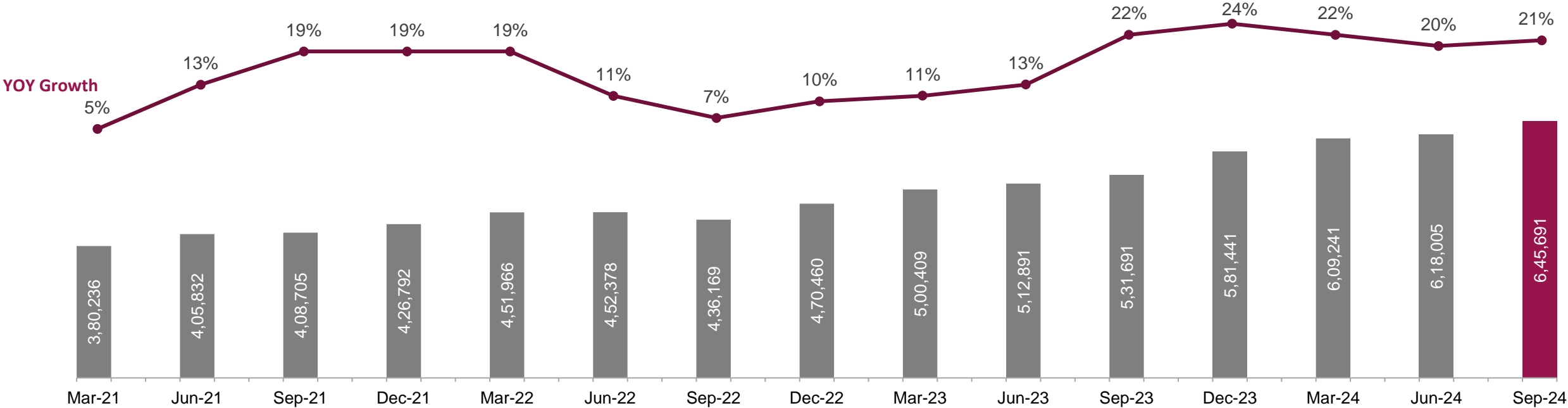
¹ RBI market share district wise (including RRBs) for Mar'24

² Village Level Entrepreneurs

Term deposit growth continues to remain healthy



All figures in ₹ Crores



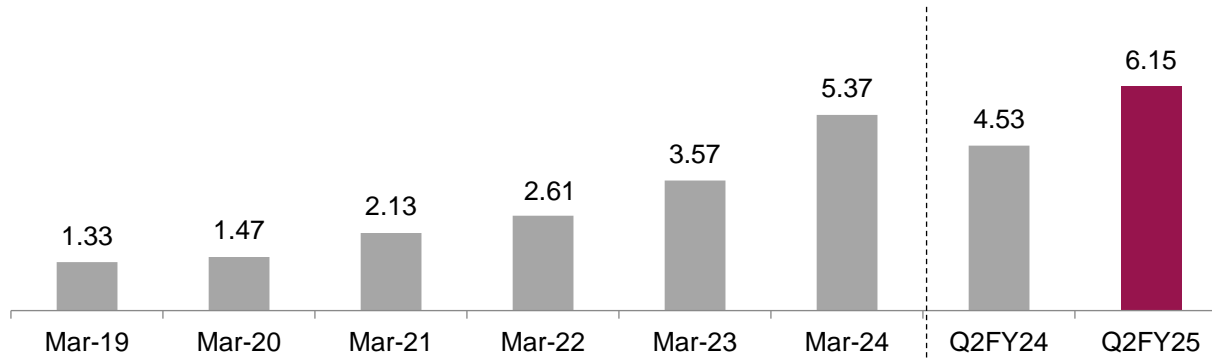
*

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



Overall Burgundy AUM^ has grown strongly

32% CAGR*
36% YOY
3% QOQ



* CAGR for period Mar-19 to Sep-24

All figures In ₹ Tn



Wealth Management | Axis Bank

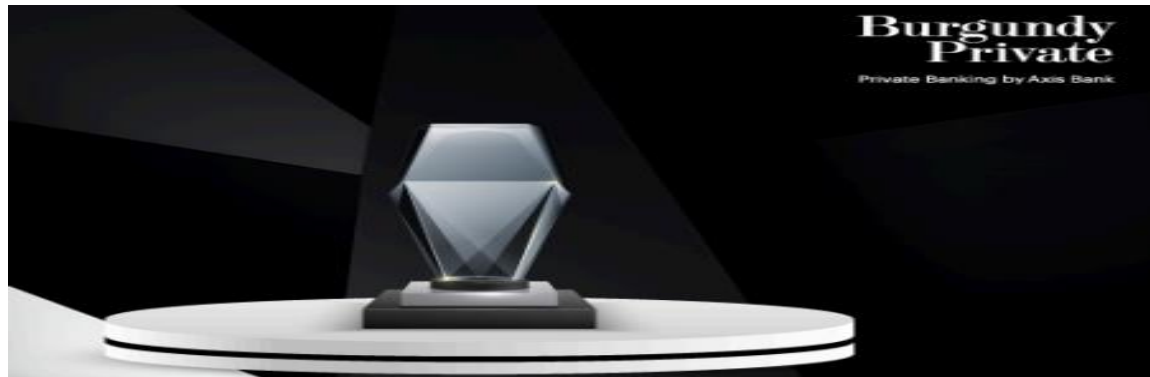
Family Banking Program

Our services don't stop at you. Extend your Burgundy privileges to 3 additional family members.

- Upto 60%* off on locker fees, additional 10%* off and a complimentary Burgundy Debit Card for each member on opening a Burgundy account.

Wealth Management | Personal Banking | Business and Lending Solutions
axisbank.com/burgundy • SMS 'BURGUNDY' to 56161600 *T&C apply





Burgundy Private wins Global Private Banker WealthTech Awards 2024
for

- Best Advisory Solutions Platform by a vendor - Axis Securities
- Best Private Bank for Digital Marketing & Communication - Axis Bank

During the quarter the Bank expanded its 'Burgundy Private' network to **15 new cities** increasing its presence to **42** locations across India

Burgundy Private AUM^ **₹2.13 Tn**  28% YOY

Burgundy Private Client Base^ **12,591**  31% YOY

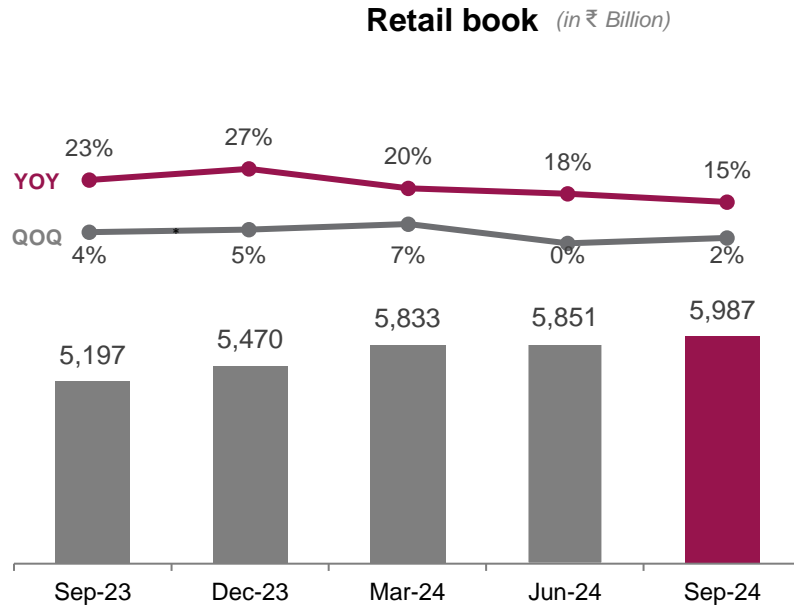
Burgundy Private 3-in-1 Cards^ **11,010**  45% YOY

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

₹6.0 trillion Retail loan book remains well diversified



~ 71% of our retail book is secured ⁽¹⁾

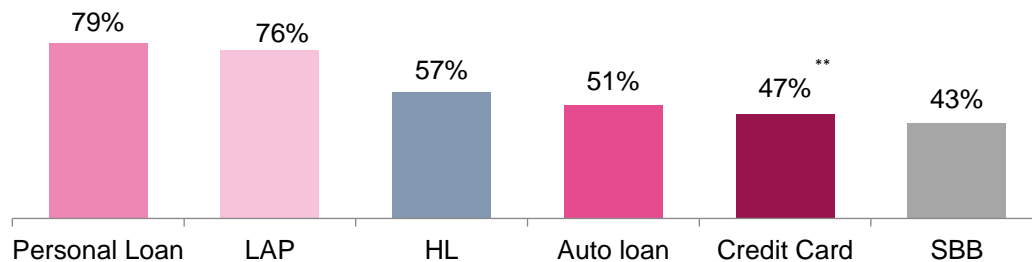


in Rs Crores	Sep-24	QOQ	YOY	% Prop
Home Loans	1,67,706	1%	5%	28%
Rural loans	89,691	1%	20%	15%
Personal loans	75,444	2%	23%	13%
Auto loans	58,708	-	6%	10%
LAP	67,169	3%	25%	11%
SBB	61,891	6%	23%	10%
Credit Cards	43,735	3%	22%	7%
Comm Equipment	11,636	(3%)	4%	2%
Others²	22,735	9%	26%	4%
Total Retail	5,98,715	2%	15%	100%

(1) Basis Bank's classification of secured

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

ETB[^] mix in retail portfolio



100% of PL and **78%** of Credit Cards portfolio is to salaried segment



Average LTVs:[#]

62% in overall home loan portfolio

40% in LAP portfolio

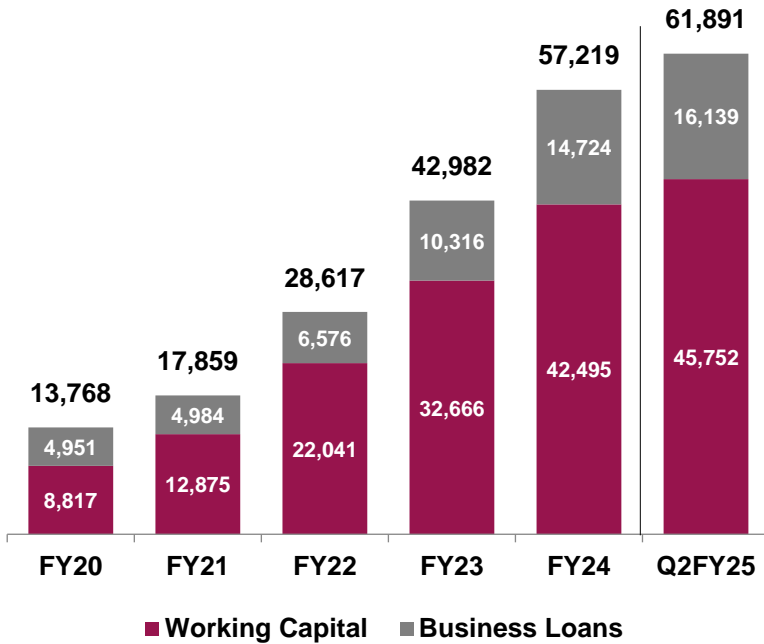
[^] Existing to Bank (as of Sep-24) ^{**} 21% of CC acquired in Q2 FY25 were through Known to Bank (KTB) channel

[#] LTV on sourcing basis for Q2FY25

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

SBB Portfolio (in Cr.)

23% YOY
6% QoQ

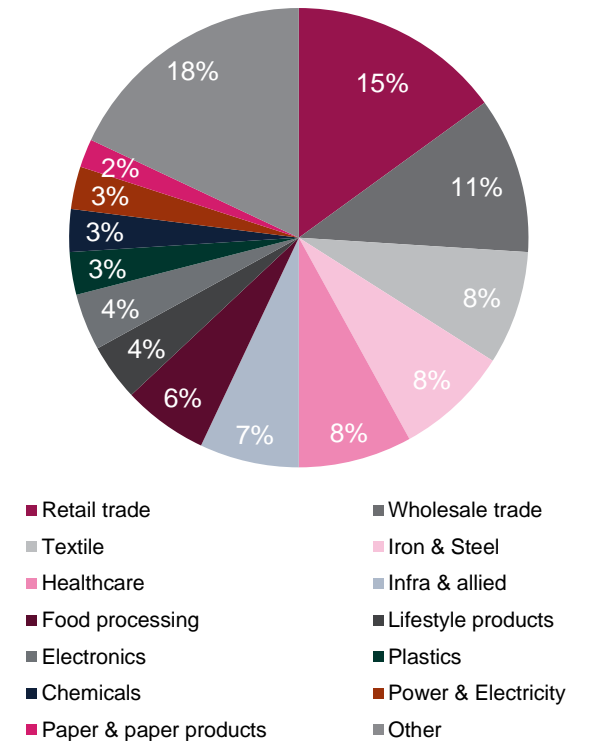


- **₹ 61,891** crores overall book with Business Loan book of 16,139 crores
- **~71%** value contribution from Secured products (working capital, overdraft, term loans, etc.)
- **125 lakh+** average ticket size of working capital secured loans
- **90%+** of SBB working capital portfolio is PSL compliant
- **EWS** portfolio monitoring indicates risks under control
- **88%** Branch contribution to total business



24x7 Business loans :
End to End digital lending contributes **75%+** 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

Our bet on 'Bharat' is growing from strength to strength

- 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

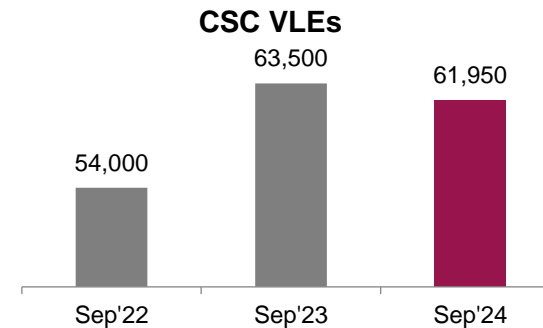


Enhancing Brand in the RuSu markets



Use of alternate ecosystems to leverage data & UW customers better

Significant increase in coverage in RuSu markets



61,950
CSC VLEs network

2,500+
Bharat Banking branches
as of Sep'24

... has delivered strong growth across key metrics

20%
YOY growth in
Rural advances

9%
YOY growth
in deposits

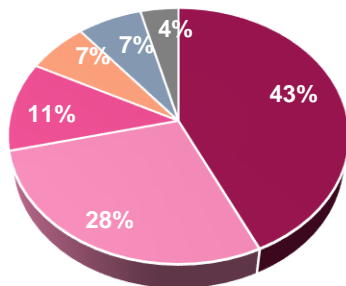
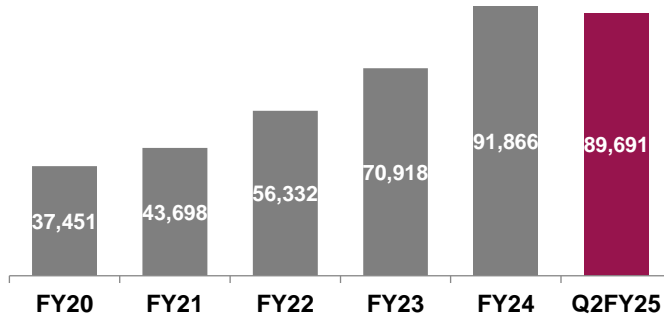
Rural portfolio is well diversified, offering holistic and integrated financial solutions by leveraging technology and partnerships

Well diversified rural lending portfolio with presence across 683 districts across India

Rural loans portfolio & composition

(in ₹Cr.)

21% CAGR #
20% YOY



- Farmer Finance
- Bharat Enterprises
- Gold
- MFI-Retail
- MFI-Wholesale & Co-lending
- Farm Equipment

... and leveraging technology and partnerships

Gold loans

- Increasing gold loan coverage with activation of ~500 new additional branches in H1
- Enhancing channel productivity through sales application "Siddhi" & digitize the journey

Microfinance - Retail

- Accelerating growth through new propositions for graduating JLG customers
- Credit policy revamp, branch expansion and digital enablers to accelerate growth and efficiency

Bharat Enterprises

- Widened the product suite to cover multiple financing needs in the agri value chain such as FPO, AIF etc.
- Boosting fee income through trade & forex and mobilizing deposits from enterprise clients

Farm Mechanization Loans

- Live with the revamped digital journey on Salesforce platform and scaling up refinancing business
- Improving dealer activation rate and increasing volumes from low cost or prop channels such as Branches, CSC etc.

Farmer Funding

- Enhancing crop coverage and bringing propositions for specific segments such as poultry, dairy etc.
- Proactively manage customer attrition, improving utilization, and driving volumes through ecosystem such as Mandis

Co-lending

- Working with 10+ NBFC partners for lending to individuals and micro-enterprises on a E2E digital platform

One Axis Platform

- Deposit mobilization from the asset customers and improving insurance penetration across products

...and capitalizing on opportunities across segment

- Launched a new savings product "**Sampann**" for the mass affluent segment in RuSu markets that is gaining traction
- Extending the Digital end to end **co-lending journey** to scaling up on Model 1 and lending through Business Correspondents
- Expanding **Mandi Mitra model** to enhance distribution & increase wallet share from the Mandi network
- Scaling up the initiative to mobilise deposits from the **value chain of the SME clients** located in RuSu markets
- Targeting deeper credit & deposit penetration in **three ecosystem in RuSu markets** through partnerships- trader, large farmers, and small farmers
- Created a special program to capture value from the FPO ecosystem
- Redesigning **end to end customer journeys** to reduce TAT and improve customer experience in all high growth products
- Multi product distribution architecture** scaling up well, driving cross-sell across asset & liabilities to increase product coverage
- 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

The book is well diversified across regions

Trend in Credit Card issuances

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

Axis Bank Magnus Credit Card



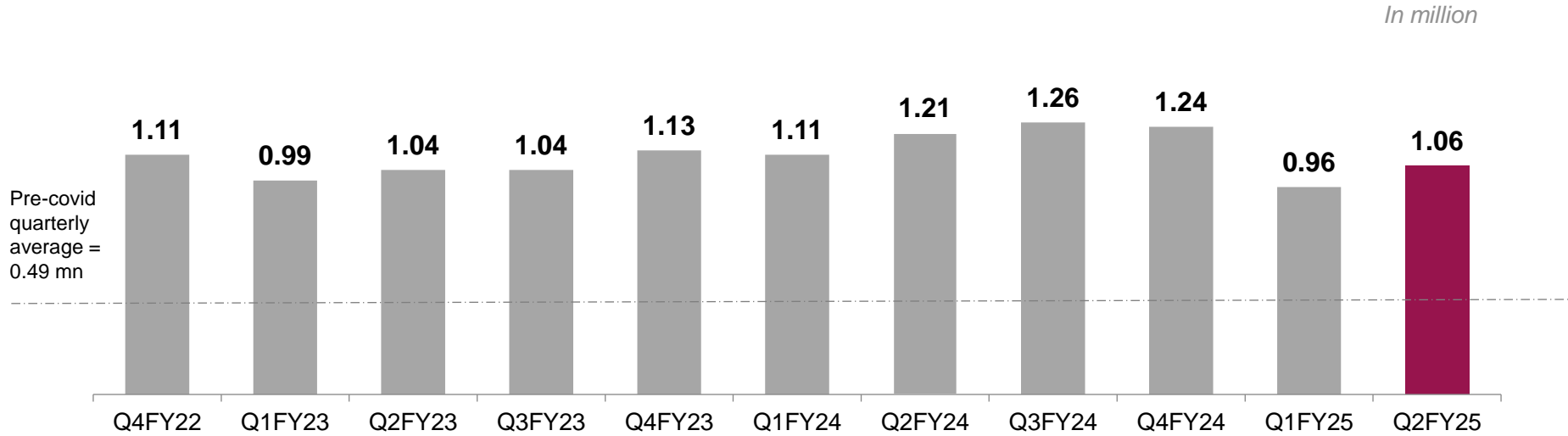
Airtel Axis Bank Credit Card



Indian Oil Axis Bank Credit Card



~1mn cards issued for 11th consecutive quarter



21%

share of KTB[^] sourcing to total card issuances in Q2FY25

~14%

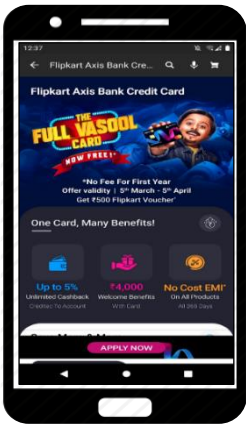
period end market share for credit cards in force as of Aug'24

11.8%

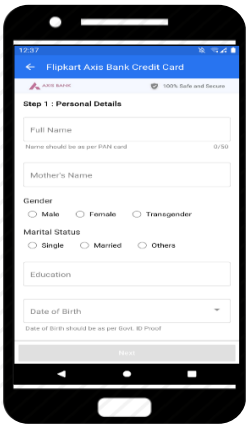
spends market share in 2MQ2FY25

[^] Known to Bank

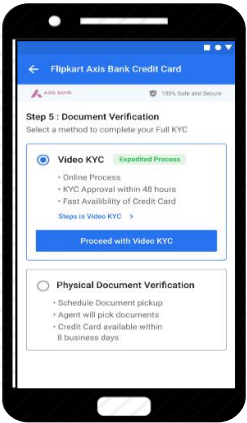
End to End Digital KTB acquisition journey with best in class early activation and spend metrics for Flipkart Axis Bank Credit Card



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



4.2 mn[§] CIF for *Flipkart Axis Bank Credit Card*, making it one of the fastest growing co-brand partnership since its launch in July 2019

63% monthly activity rate* - Best in class engagement in Retail segment

[§] CIF as of 30th Sep'2024
*Based on the average data as on Mar'24 to Aug'24 for cards acquired via Flipkart Platform

Trend in Card spends

All figures In ₹ Cr

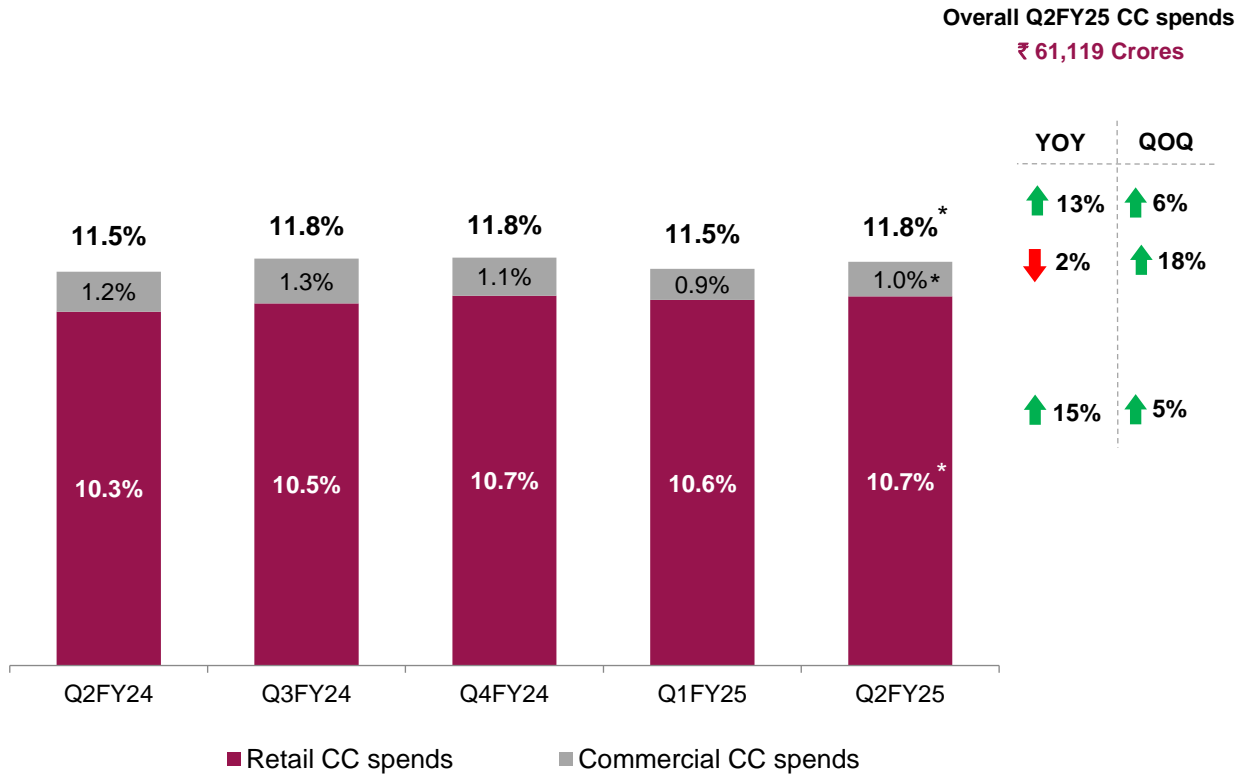


'GRAB DEALS', Axis Bank's exclusive shopping platform has scaled up significantly

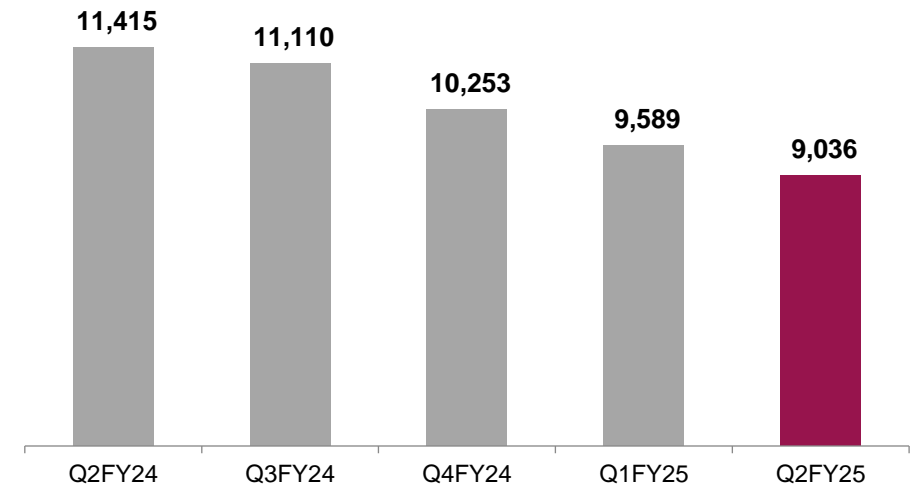
30% YOY increase in GMV (Q2FY25)

13% YOY growth in Q2FY25 transactions

Trend in Credit Card spends market share



Trend in Debit Card spends

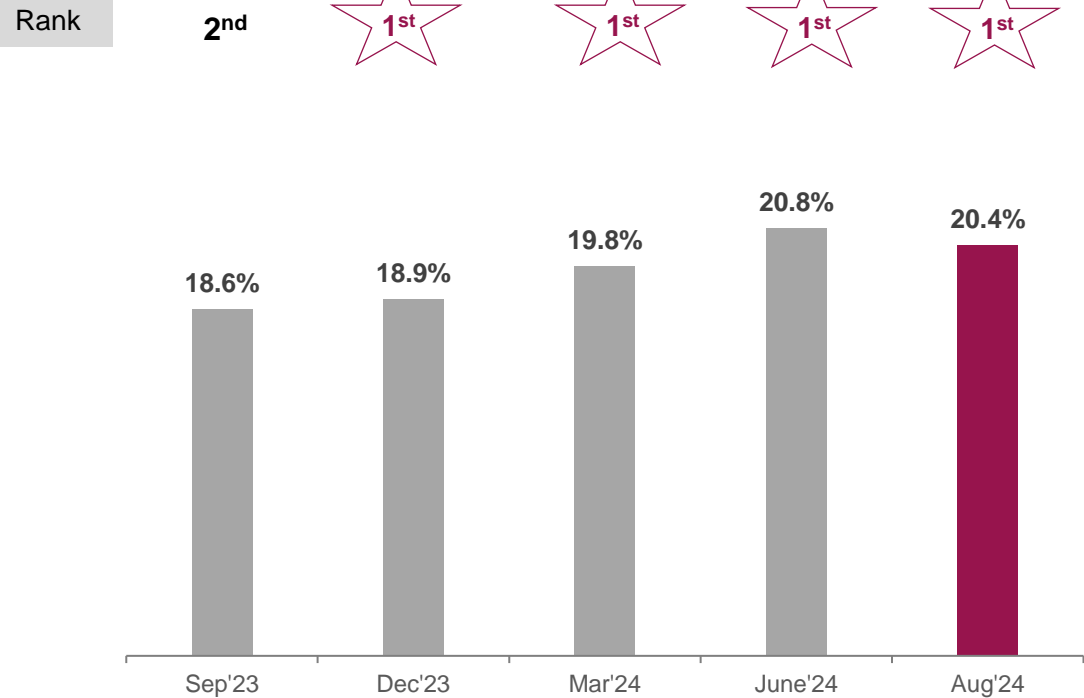


*Market share based on RBI reported data for 2M Q2FY25

We are the largest Merchant Acquiring Bank led by 'One Axis' focus, improved product capabilities and partnerships



Market share in POS terminals



Source: RBI data, available till Aug'24

36%
Axis incremental market share in last 1 year
(POS Terminals)

Ab aapko milega payment ka audio confirmation!

Presenting **Soundbox**

Get Instant audio confirmation of payments made via QR code

Other features-

- Multi lingual support in 10 languages
- Digital display
- Supports wifi & 4g connectivity

AXIS BANK

Har payment ka paayiye audio confirmation!

Presenting **Soundbox** with Tap payment

- Accepts QR, UPI and card payments
- Affordable rental of Rs. 199/month

AXIS BANK



One Axis approach – Taking Bank to Merchant

Curated solution offerings : Payment solutions, Deposits, Business loans, Gold Loans and other customer fit lending solutions and Insurance

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



Asset Lite approach to products

NFC Soundbox: Industry first- Multi-lingual Soundbox with Tap +PIN payment acceptance. Accepts both QR and Card payments

Powerful terminals: Industry first: Android Smart POS, Pocket Android POS, Pin on Glass – 70% of new installations

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

Neo for Merchants: A mobile app to address all merchant needs by providing multiple options for payment acceptance, view txn details, raise service request

Soundbox: For BQR with sound notification in 10 languages

Digital Onboarding: Real time checks and video verification reducing installation TAT to same day and incremental NPS over physical journey for POS. Launched digital onboarding for PG



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 & ERP Solution Partners: An Ecosystem Solution to digitize the store, Integrated with payments at an affordable price. Serving to segments like Grocery, Clothing, Bakeries, Services, Pharmacy, Education etc.

Soundbox



Features

- Instant audio confirmation of payments done via BQR
- Multilingual support for 10 languages
- Equipped with digital display to show the txn amount
- Supports WiFi & 4G connectivity

NFC Soundbox



Features

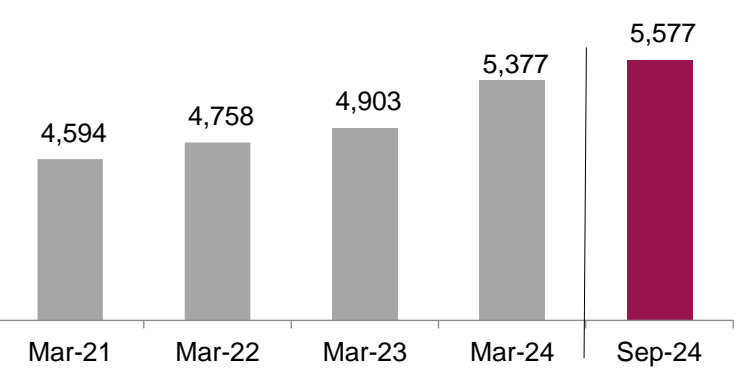
- Broadcasts payment success messages on completion of transactions in multiple languages
- Accepts Visa, MasterCard, RuPay Cards (Tap+PIN and Tap & Pay) and Bharat QR(including UPI)
- No limit on transactions as it accepts Tap+PIN transactions
- Eco-friendly device which provides E-Chargeslip

Strong and deep-rooted alliance with multiple partners across India with over **6.81 lakh** POS MIDs and a yearly throughput of **35k+ crores**

We have a very well distributed branch network; added 150 branches in Q2 FY25

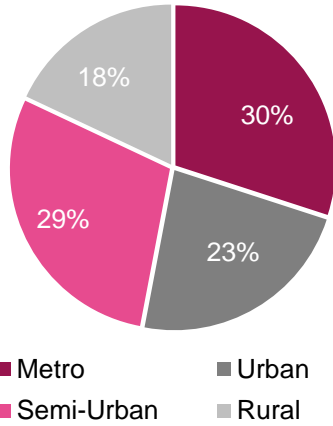


Domestic branch network*



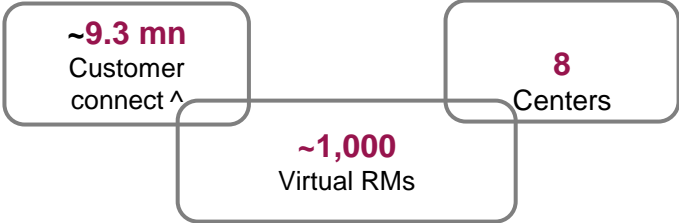
* Includes extension counters

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
- The Bank further has **182 BCBOs** as of 30th September 2024
- **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 **~9.3 mn** customers through this channel on an average per month in Q2FY25
- AVC manages relationship with our existing customers under **affluent and other programs**
- AVC is present across West, South, North and East with **eight centres**

^ monthly average for Q2FY25

Corporate & Commercial Banking

3%

YOY growth in Corporate loans

16%

YOY growth in SME loan book

18%

YOY growth in Mid Corporate book

7%

YOY growth in Transaction Banking Fees (for Q2FY25)

89%

Share of corporate advances to clients rated A-and above

91%

*Incremental sanctions to A-and above***

8%

YOY growth in CA deposits on MEB basis[#]

11%

Foreign LC Market Share H1FY25 [^]

48%

NEFT Market Share H1FY25 [^] (by volume)



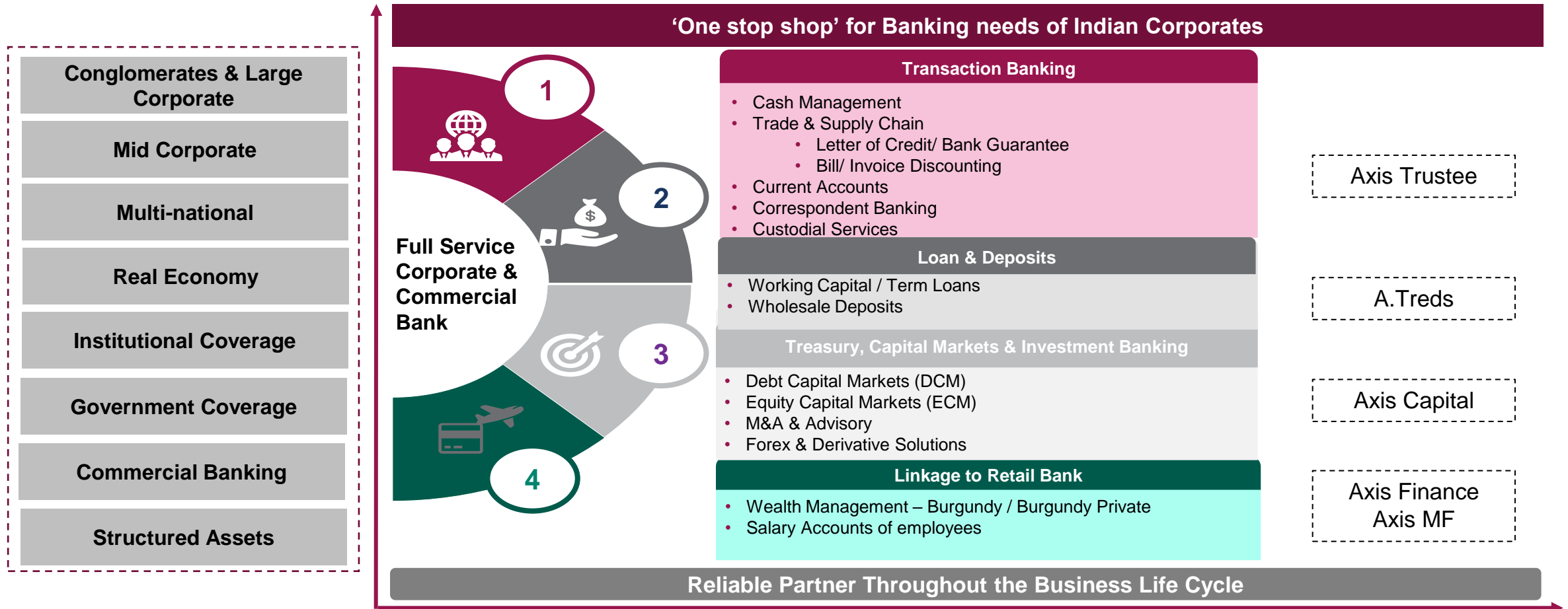
** in corporate segment for H1FY25 # Monthly End balances [^] Market share based on RBI reported data till Aug'24

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

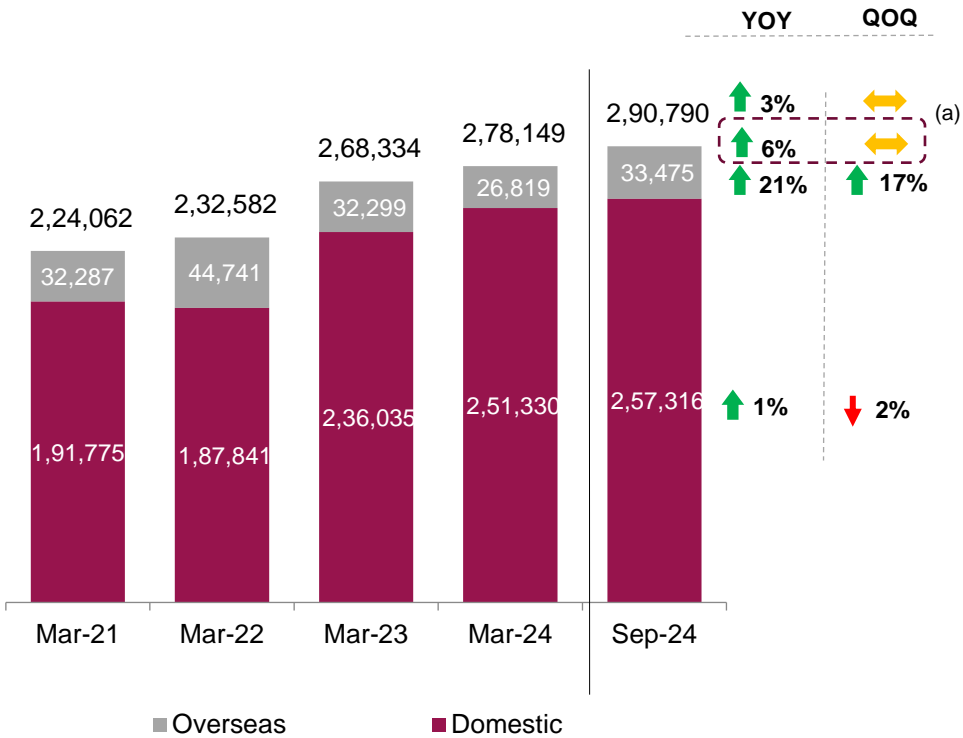
- Segregated the responsibilities of coverage and product groups to ensure sharper focus
- Corporate & Commercial Bank coverage reorganized into 8 coverage groups, each with a stated objective



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

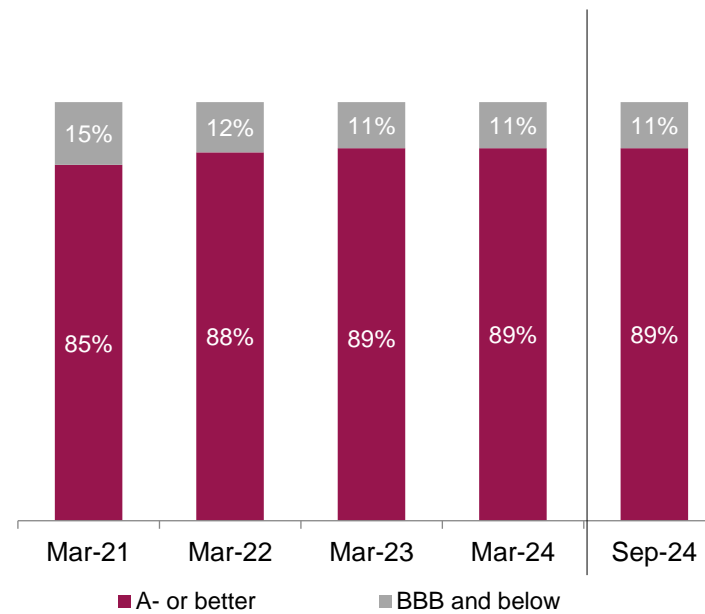


Corporate Loans



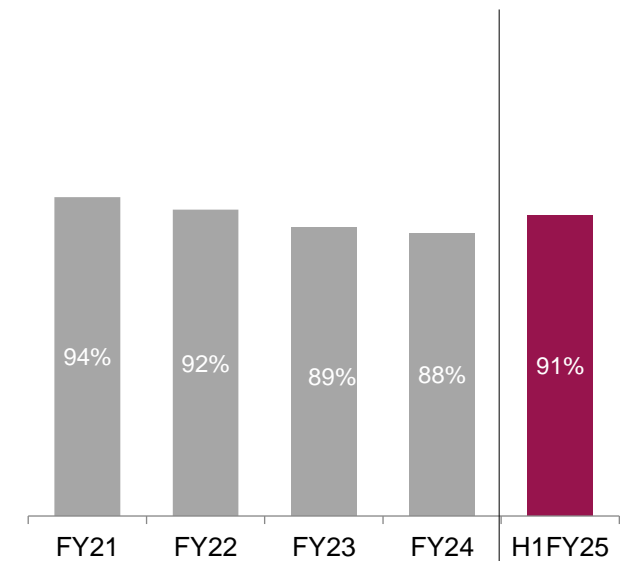
(a) Corporate loan book growth (gross of IBPC sold)

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



68% of book as on 30.09.2024 is rated AA- & above

Incremental sanctions to corporates rated A- & above



65% of sanctions were to those rated AA- & above

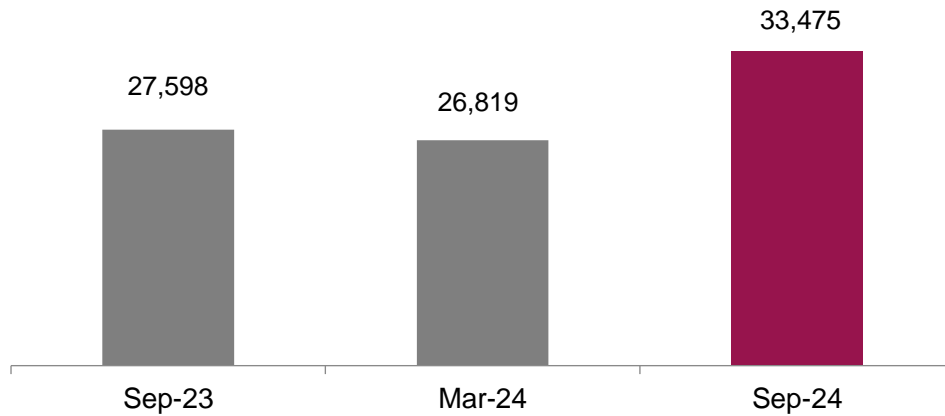
Overseas Corporate loan book is 98% India linked



- 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

- **96%** is India linked based on standard book
- **95%** is rated A- and above based on standard book
- **79%** of standard outstanding constituted by top 10 conglomerates

We have strengthened our proposition as a Transaction Bank



Current Account

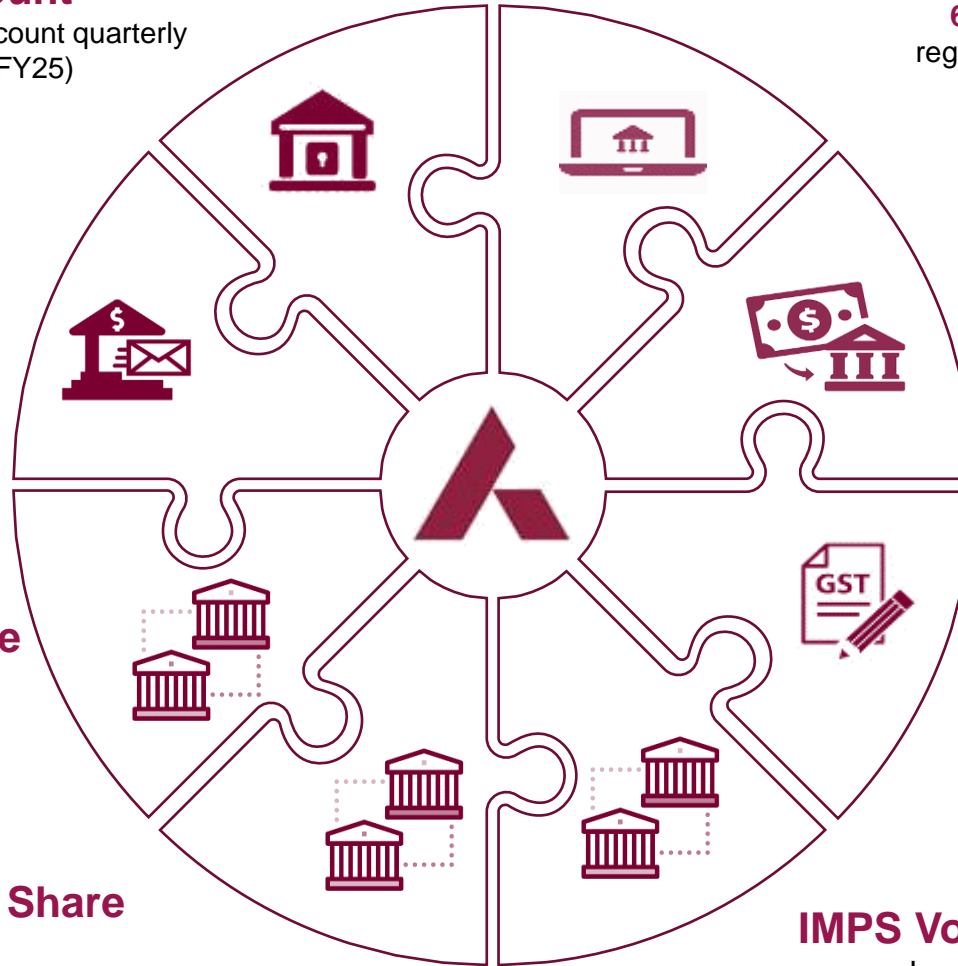
13% YOY growth in Current Account quarterly average Balances (Q2FY25)

Digital Adoption

62% Current Account customers registered for internet/mobile banking

Foreign LC Market Share

Market Share maintained
11% (YTD Aug'23) & 11% (YTD Aug'24)



BBPS Market Share

Market Share at
18% (as of Aug'24)

RTGS Value Payment Market Share

Increase in Market Share
8.4% (YTD Aug'23) to 8.9% (YTD Aug'24)

GST Payment Market Share

Market Share maintained
7% (Q4 FY24) to 7% (YTD Aug'24)

NEFT Volume Payment Market Share

Increase in Market Share
27% (YTD Aug'23) to 48% (YTD Aug'24)




IMPS Volume Market Share

Increase in Market Share
35.2% (YTD Aug'23) to 35.9% (YTD Aug'24)

Source:
Foreign LC – SWIFT Watch
RTGS/NEFT/IMPS Payment – RBI Report
Forex Turnover – RBI Report
GST Payment – Ministry of Finance


We remain distinct by consistently delivering pioneering solutions tailored across industries




 <p>e-LMS Liquidity Management Solutions 2x growth in number of clients</p>	 <p>Commercial Cards Statutory Payment Solution 1.5x growth in Spends</p>	 <p>APIs – Neo Connect Collections & Payments 3x growth in transactions</p>
---	--	--

Solved for large Healthcare Network client


Best in class capabilities to meet “corporate Treasurer’s “ need


- 
- Consolidate view of open positions across accounts.
 - Flexible rules for automated fund movement across multi-tier structure.
 - Improved yield on day-end balances

- 
- Fungibility of balances
 - True EOD & Intraday fund movement.
 - Drive Digitization


Solved for large Manufacturing Company


Integration with “GST Portal” facilitating seamless GST payments for commercial card clients

- 
- Secure & Convenient way to make GST payments using commercial cards.
 - Benefit by optimizing working capital with commercial cards

- 
- Digital Onboarding
 - 24x7 – Phone banking for commercial card clients

Solved for large insurance company

- 
- Realtime Virtual Account creation / validation (VAN API).
 - Corporate Payment API: Instant Vendor/Salary Payments
 - Real Time Account statement API

- 
- Entire API suite across Cash & Trade.
 - Quick and seamless integration with ERP
 - Realtime update and tracking directly from ERP.
 - Improves operational efficiency.

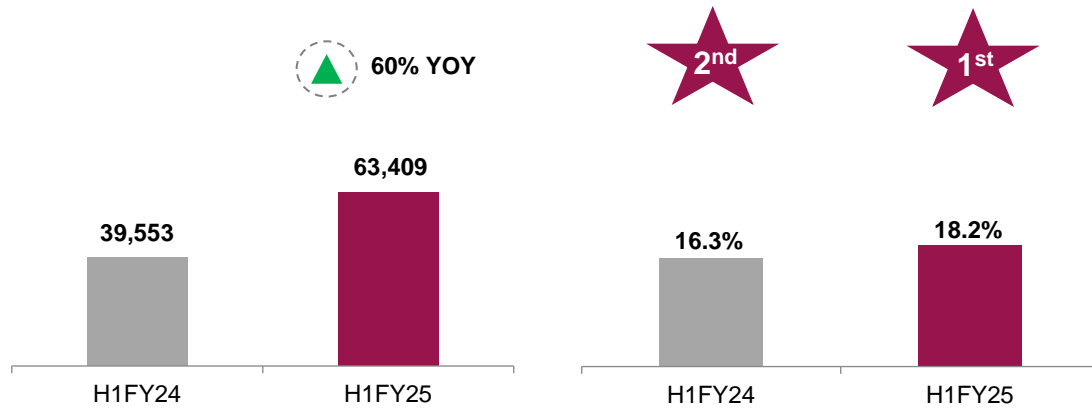
We remain well placed to benefit from a vibrant Corporate Bond market

All figures in ₹ Crores

Placement & Syndication of Debt Issues

Amount mobilized / arranged[^]

Market share and Rank*



1st

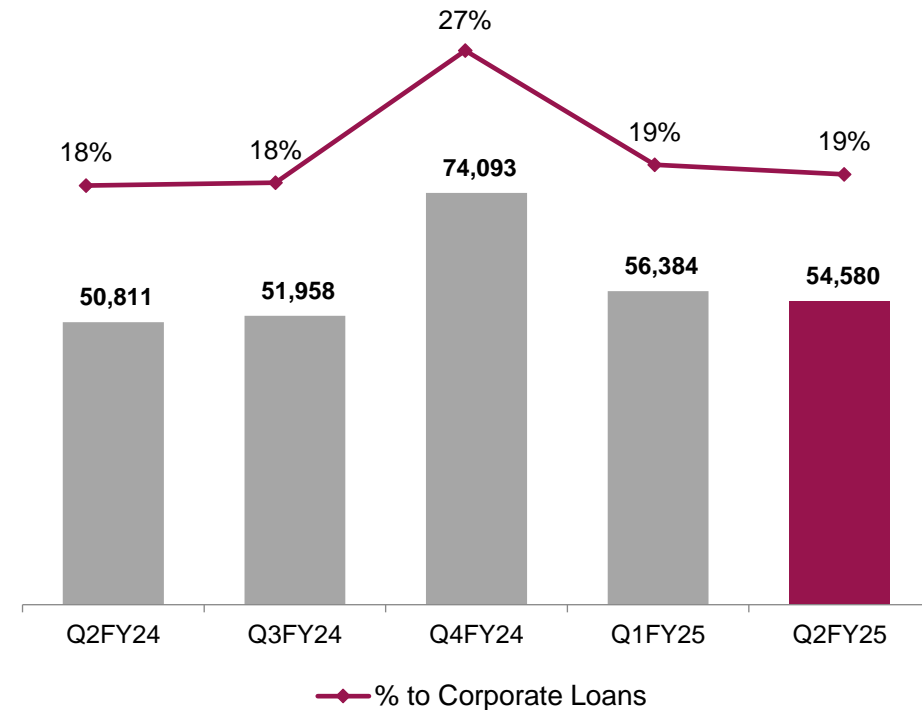
Ranked No. 1 arranger for rupee denominated bonds as per Bloomberg league table



Top arranger - Investors' Choice for primary issues and Top Sell-side firm in the Secondary Market

Award at the 2024 Best of the Sell-side survey of Asset Benchmark Research, on Corporate Bond Market

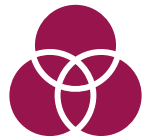
Movement in corporate bonds



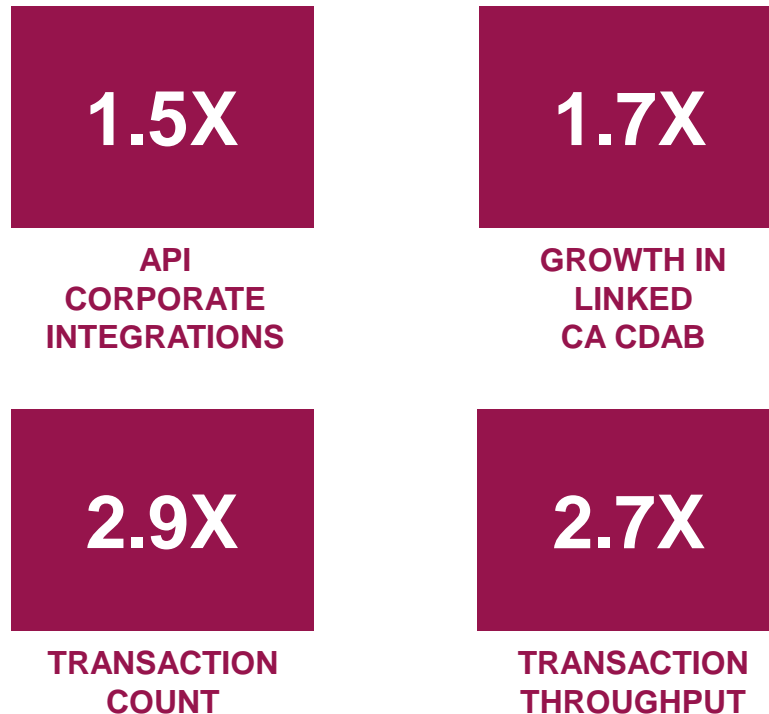
[^] Only includes the proportion of amount arranged by Axis Bank

*As per Bloomberg League Table for India Bonds

neo by Axis Bank, our industry-leading digital initiative, is delivering quality outcomes



Transformational Impact of Neo reflected in the strong product-market fit



Aug'24 over Aug'23



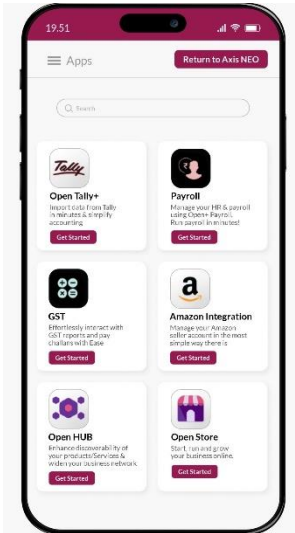
Thought Leadership & Client Impact

- Complex implementations delivered across large corporates and Fintech aggregators by leveraging the evolving transaction banking API suite and Product capabilities.
- Scaled up Infrastructure and curated solutions making us the 'Go to' bank for new age companies with high throughput requirements.
- Constantly expanding footprints through connected banking with major fintech, cloud ERPs & BAAS providers.
- Delivering the bank to the ERP of Mid and Large Corporates with Axis neo connect, a bank led ERP integration proposition (2x increase in y-o-y customer adoption)

... along with empowering businesses with *Neo for Business* and *Neo for Corporates*



neo for Business, Axis' MSME proposition launched in Sep'23, is getting scaled up with ~ 1.3L customers onboard



38% transactions (4Q over 3Q) making NEO for Business a cornerstone of our digital ecosystem



85k+ Mobile app downloads



Integrated **Value-added services** to create a one-stop solution for all the Business needs



neo.axisbank.com

neo for Corporates, Axis Banks tailored internet banking for large enterprises & complex solutions is live



Reimagined customer journeys with a single unified front-end platform that supports both domestic and foreign payments



Product specific **Dashboards and Reports**



LIVE - Mobile app available for payment authorization



neo.axisbank.com

With Strong Market Recognition

Awards & Recognition



Industry-wise Distribution (Top 10)



All figures in ₹ Crores

Rank	Outstanding ¹ as on 30 th Sep'24 Sectors	Advances	Investments	Non-fund based	Total	
					Value	(in % terms)
1.	Financial Companies ²	78,972	38,965	28,730	1,46,667	11.85%
2.	Engineering & Electronics	20,379	1,256	38,762	60,397	4.88%
3.	Trade	34,912	980	8,032	43,924	3.55%
4.	Infrastructure Construction ³	20,685	4,537	18,064	43,286	3.50%
5.	Real Estate ⁴	35,232	3,100	1,192	39,524	3.19%
6.	Petroleum & Petroleum Products	20,868	1,298	13,962	36,128	2.92%
7.	Iron & Steel	22,906	279	11,240	34,425	2.78%
8.	Power Generation & Distribution	17,975	4,613	10,459	33,047	2.67%
9.	Food Processing	27,589	60	3,860	31,509	2.55%
10.	Agri	30,965	-	2	30,967	2.50%

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

² Includes Banks (27% in Q2FY25 vs 31% in Q1FY25), Non Banking Financial Companies (42% in Q2FY25 vs 42% in Q1FY25), Housing Finance Companies (9% in Q2FY25 vs 8% in Q1FY25), MFIs (3% in Q2FY25 vs 3% in Q1FY25) and others (19% in Q2FY25 vs 16% in Q1FY25)

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

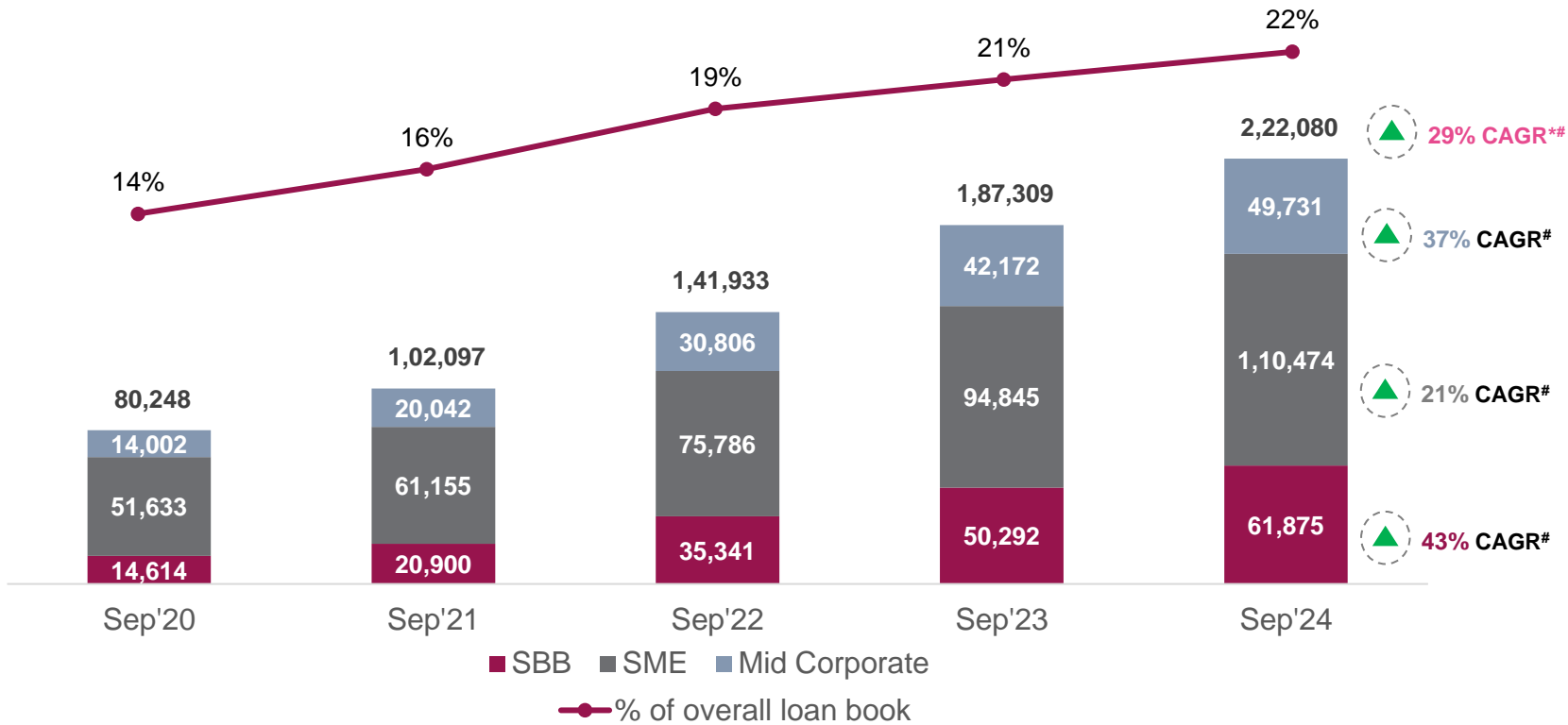
⁴ Lease Rental Discounting (LRD) outstanding stood at ₹24,218 crores

Business Performance

Commercial Banking



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



SBB+SME+MC book has grown at ~2x the overall book growth, with ~ 800 bps improvement in contribution mix from 14.2% to 22.2% over last 4 years

29%
CAGR# in combined MSME, MC and SBB segment since Sep'20

12.5%
Axis Bank's Incremental MSME market share in last 4 years

8.7%
Axis Bank's market share as % of overall Industry MSME credit

* Considering our SME+SBB+MC book as numerator
period for CAGR Sep'20 – Sep'24

Commercial Banking business benefitting from technology led transformation

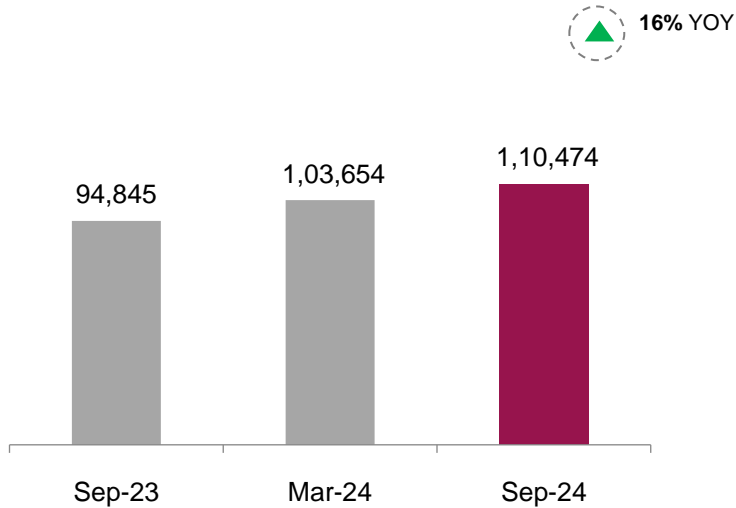


One of the most profitable segments of the Bank with high PSL coverage



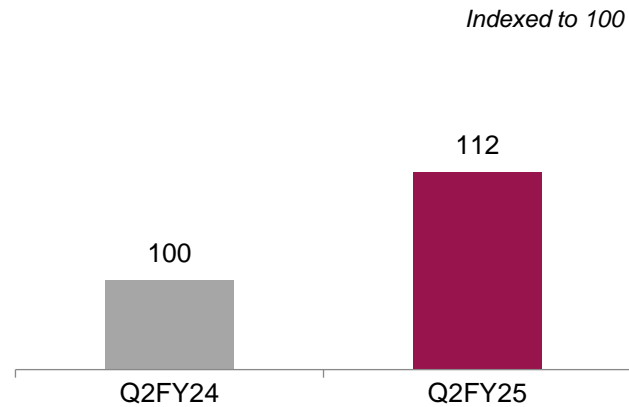
Data driven credit decisions, minimal documentation, simplified products and digitized operations aiding higher business growth

SME Advances

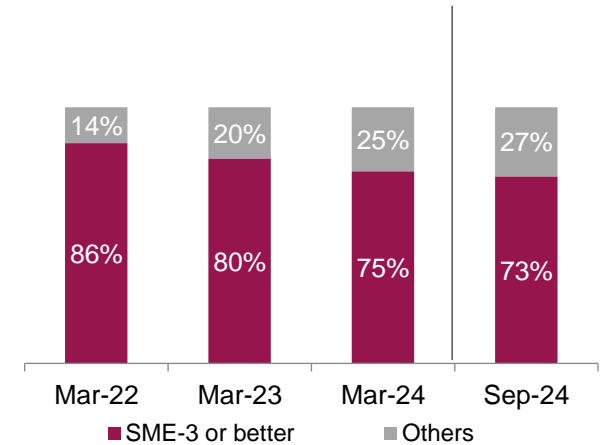


89% of loans were PSL compliant

CBG Current Account NOA*s



73% of book is rated SME3 or better

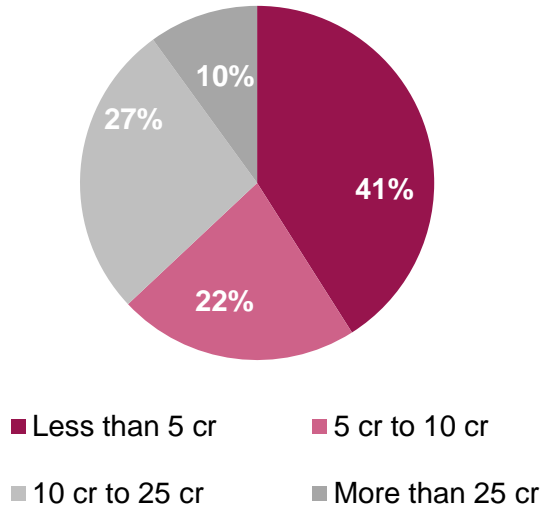


* Number of accounts acquired

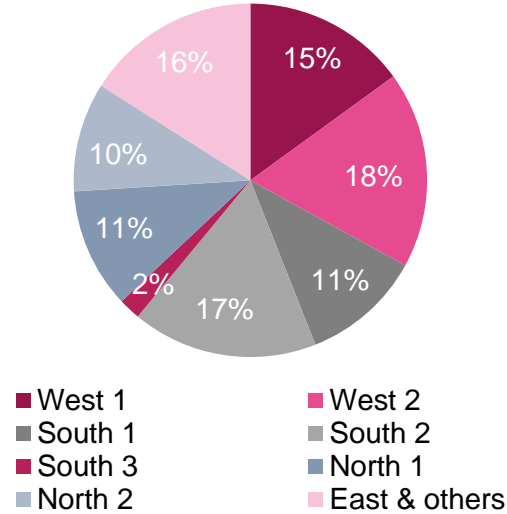
SME lending book is well diversified



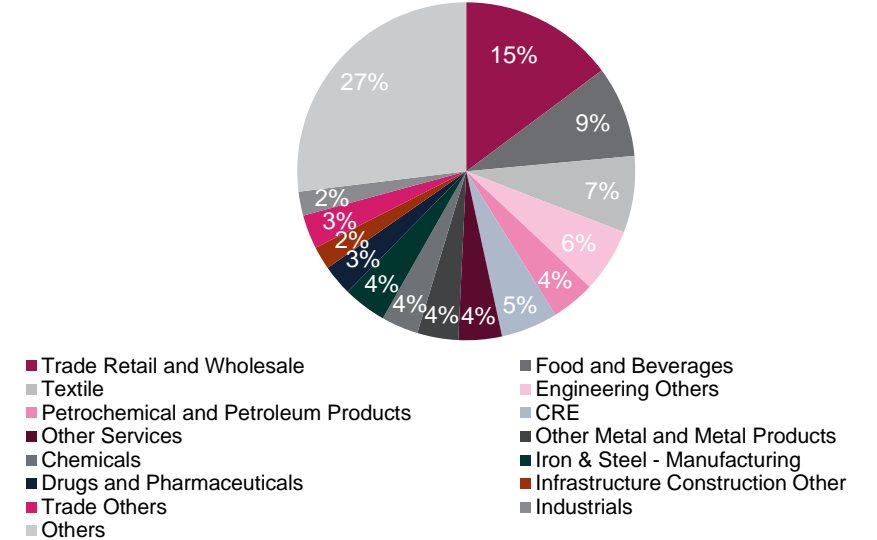
Book by Loan size



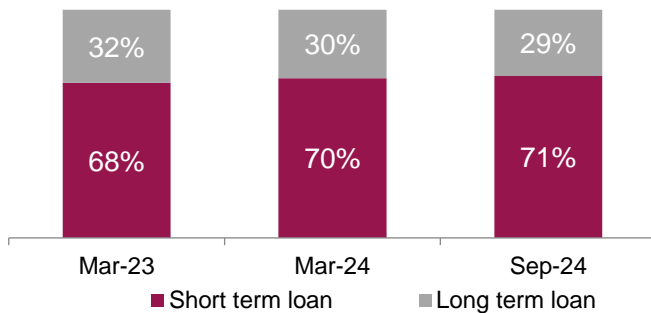
Well diversified Geographical mix



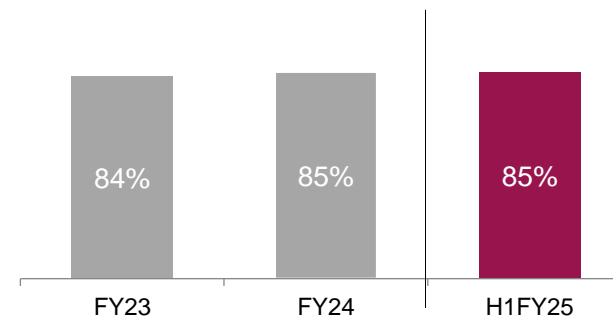
Well diversified Sectoral mix






SME book mix (by tenure)



Incremental sanctions to SME rated SME3 & above



Digital Banking

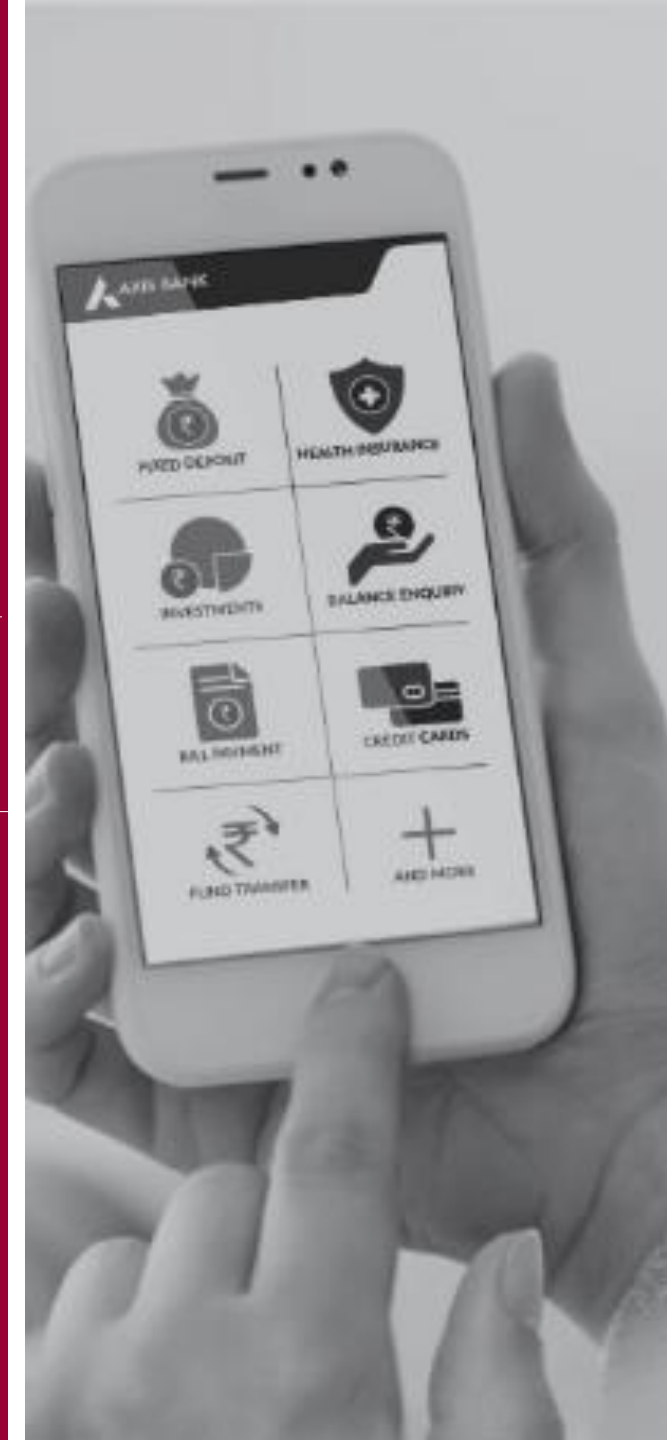
 <p>D2C products</p>	<p>96% Digital transactions¹</p>	<p>93% Credit cards issued² (Q2FY25)</p>	<p>77% New MF SIP volume (Q2FY25)</p>	<p>76% New SA acquisition³</p>	<p>42% Individual RTDs value (Q2FY25)</p>	<p>59% PL disbursed (end-to-end digital) (in Q2FY25)</p>
 <p>Transformation</p>	<p>250+ Services on digital channels</p>	<p>300+ Employee tool Journeys</p>	<p>4.7@ Mobile App ratings</p>	<p>~15 Mn Mobile Banking MAU[#](Sep-24)</p>	<p>475+ Total APIs</p>	<p>3,700+ Robotic automated processes</p>
 <p>Capabilities</p>	<p>~2,500 People dedicated to technology agenda</p>	<p>~850 In-house digital banking team*</p>	<p>85%+ New hires* from non-banking background</p>	<p>Agile Enabled teams with CI/CD, micro-services architecture</p>	<p>40%+ Lift of bank credit model GINI scores over bureau</p>	<p>110+ Apps on cloud</p>

~13 Mn

Non Axis Bank customers using Axis Mobile & Axis Pay apps (as of Sep'24)

~21%

Contribution of KTB channels to overall sourcing of Cards (in Q2FY25)



¹Based on all financial transactions by individual customers in Q2FY25 ² through digital and phygital mode ³ Digital tablet based account opening process for Q2FY25

@ on Google Play store

* Including in-house Digital Banking team from Freecharge

Monthly active users

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*

- **42%** of retail individual TDs acquired digitally by value *

Become a Digital Consumer Lending Powerhouse

- **59%** 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

'open' is now ~ 6% of the Bank's overall business and we intend to increase contribution by 3-4x by fiscal 2027

A Leadership in technology with several industry firsts

1st

Indian Bank to be ISO certified for its AWS and Azure Cloud security

1st

Indian Bank to roll-out MS GenAI Co-pilot

1st

Indian Bank to launch BBPS for B2B

99.50%

CIS Score - % rating for Center of Internet Security (CIS) Benchmark

810

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

0%

UPI-Declines ^(b) - % decline as remitter (TD)



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



Bank on-the-go with 'open'

Hyper personalized | Intuitive | Seamless

Among the highest rating of **4.7** on Google Play Store with **2.9 mn+ reviews**

65%

of Branch service request volumes covered

250+

DIY Services on mobile channel

~ 28 mn

Registered customers on Axis Mobile Banking

~ 15 mn

Monthly active users on Axis Mobile Banking *

~ 13 mn

Non-Axis Bank customers using Axis Mobile & Axis Pay apps as of Sep -24

~₹6.1 tn

MB spends in Q2FY25, up **22% YOY**

~ 2.2 bn

MB volumes in Q2FY25, up **41% YOY**

66%

MB customers banking only on mobile app

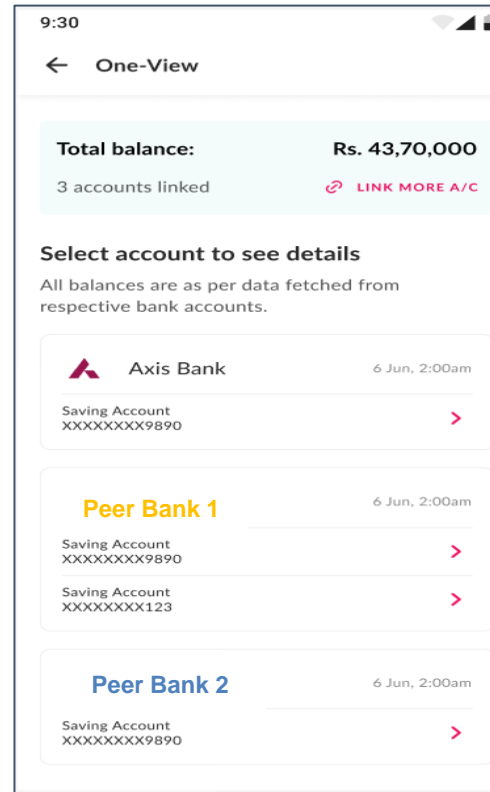
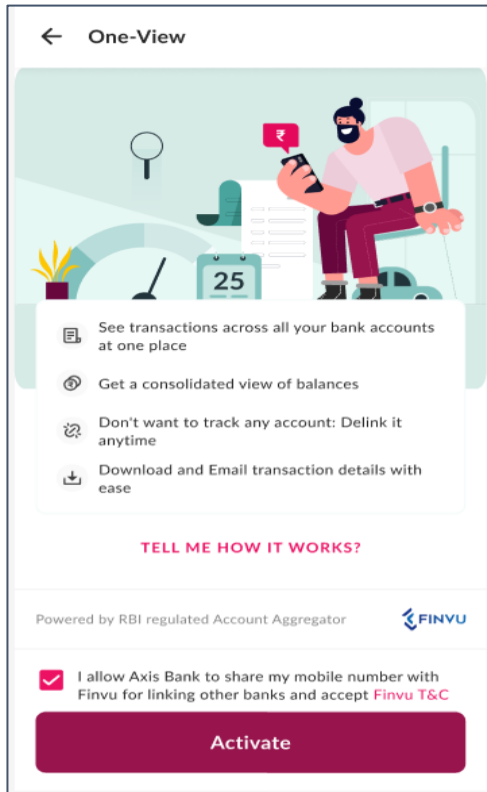
* Monthly Active Users engaging in financial and non-financial transactions



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

~ 1 mn

Registrations in last 17 months since launch

Multiple use cases live in asset onboarding journeys



Personal Loan



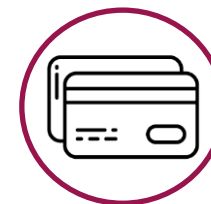
Small Business Loan



Auto Loan



Two-Wheeler Loan



Credit Cards





Home Loan

1.7x

YOY growth in AA* based Personal loans disbursed

* Accounts Aggregator

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

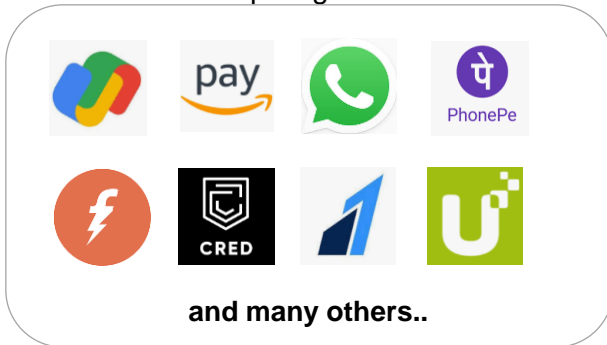
917 mn

Cumulative VPA base**

~ 10.1 mn

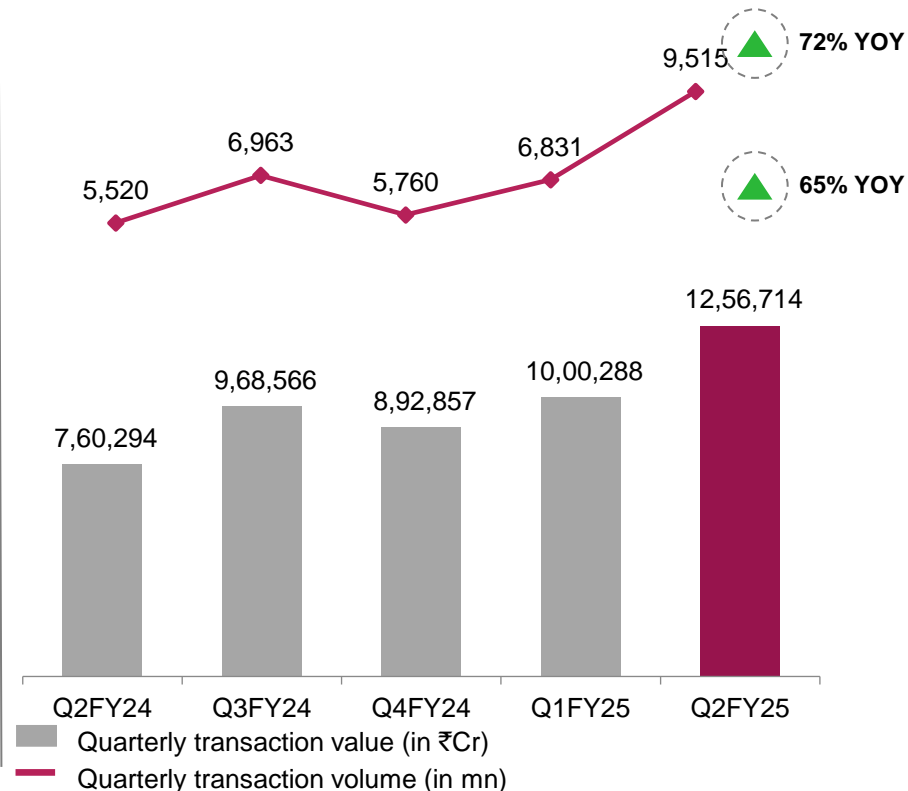
Merchants transacting per day on our stack

Marque partnerships across the PSP and acquiring side

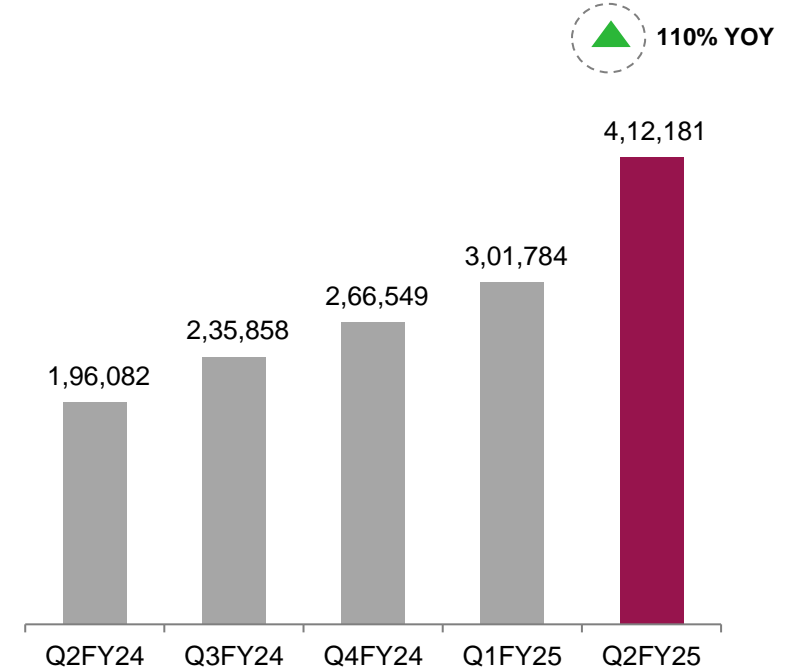


** A user registering VPA once in Axis Pay and once in Google Pay is counted as 2

UPI transaction value and volumes (as Payer PSP)



UPI P2M Throughput (in ₹ crores)



Bank achieves no. 1 position in UPI Payer PSP space with a market share of ~31%

Executive Summary

Financial Highlights

Capital and Liquidity Position

Business Segment Performance

Asset Quality

Sustainability

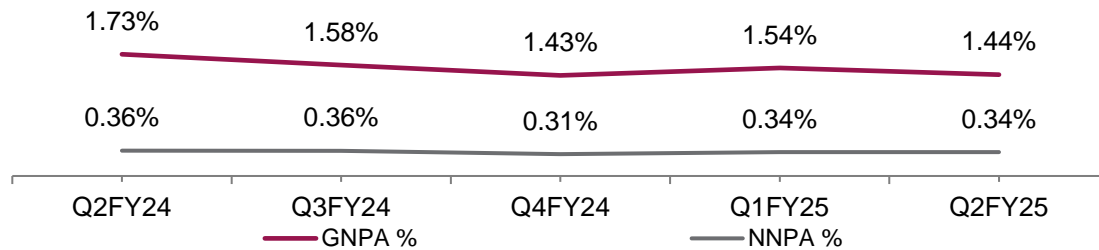
Subsidiaries' Performance

Other Important Information

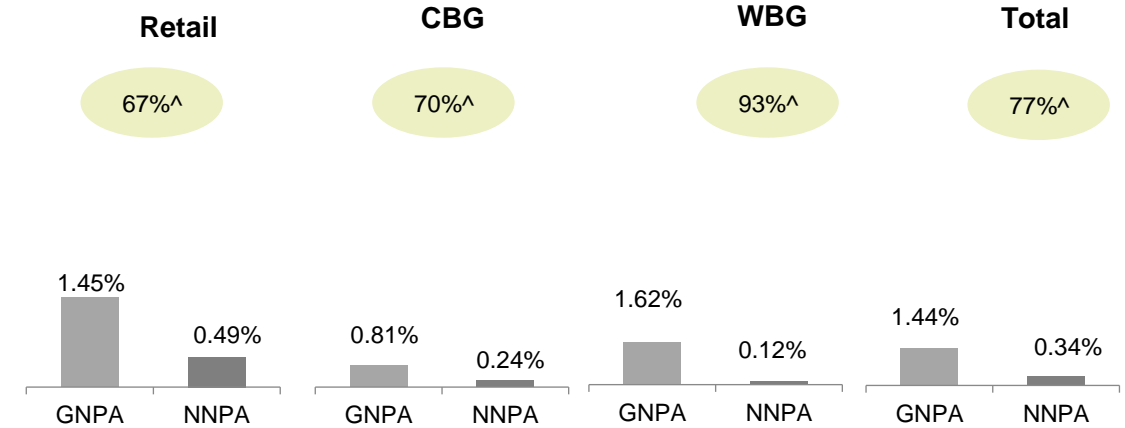
Asset quality stable, Q2FY25 credit costs (annualized) moderate QOQ



GNPA at 1.44% & NNPA at 0.34%

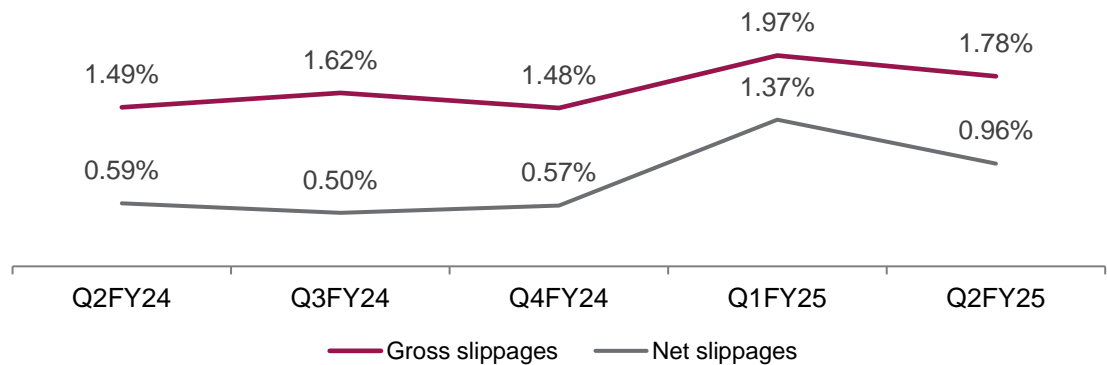


Segmental composition

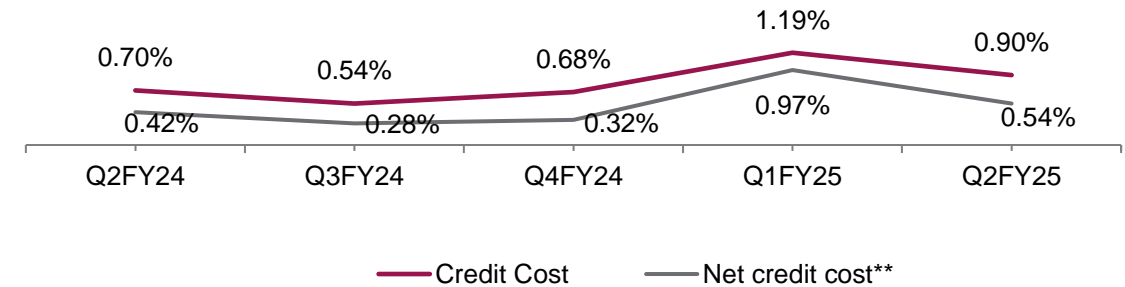


^ Provision coverage ratio without technical write offs

Slippages (Annualised)



Credit Cost (Annualised)

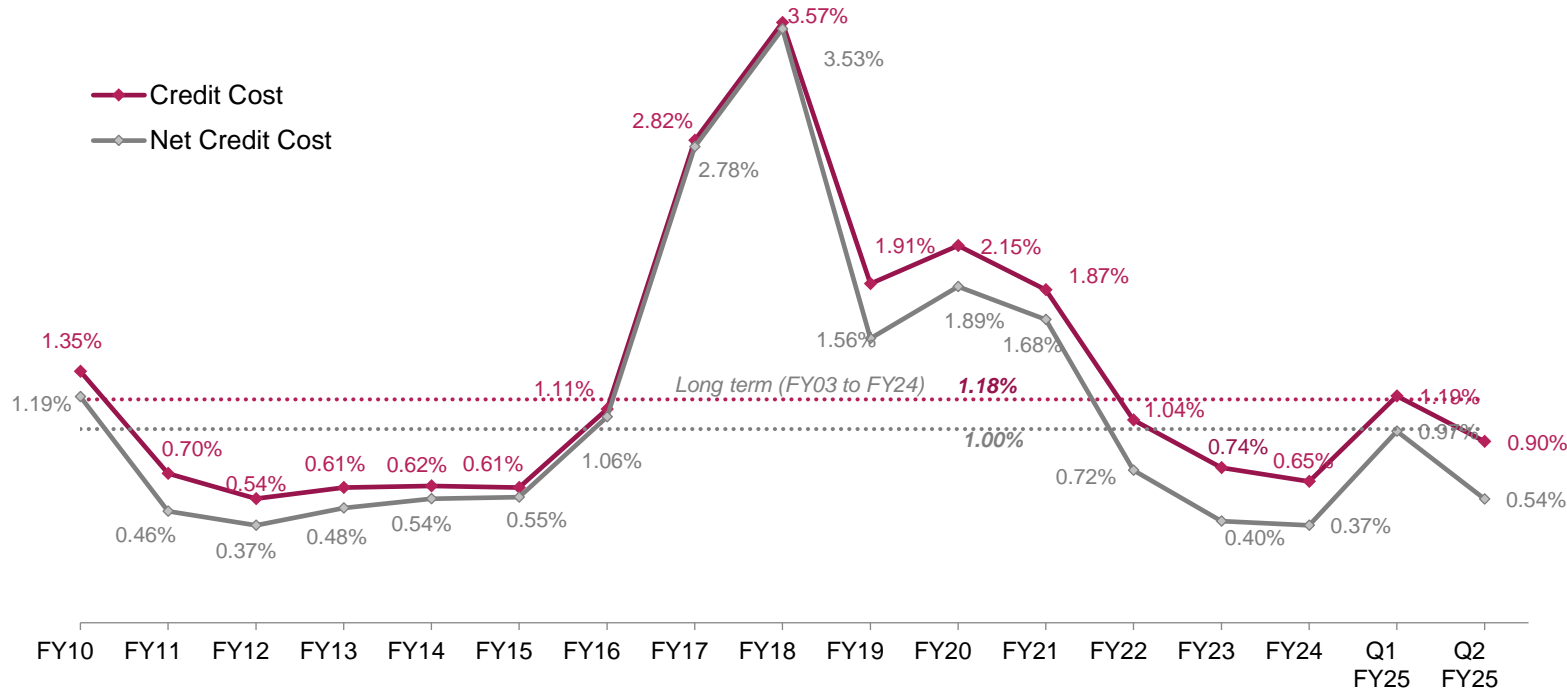


** credit cost net of recoveries in written off accounts

Legacy asset quality issues adequately addressed



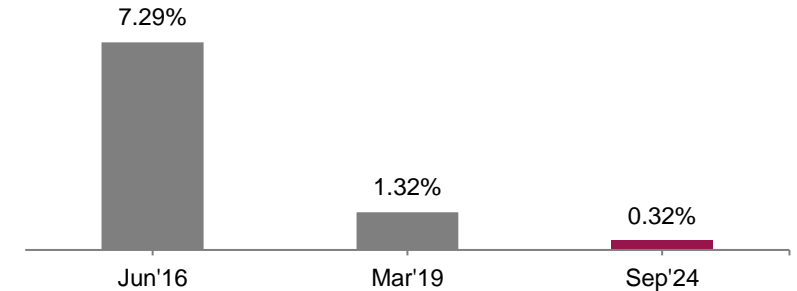
Overall Credit Costs: FY10 to Q2FY25



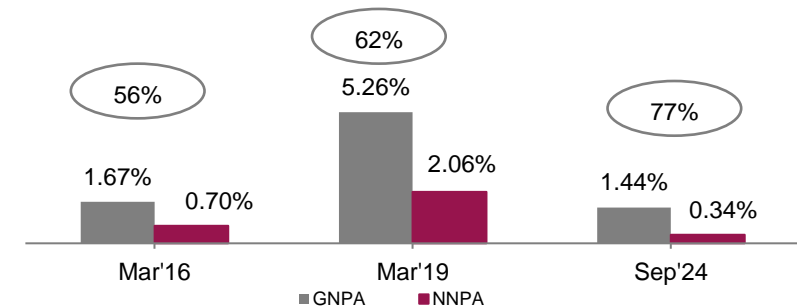
Drivers of Credit Costs

- **Reduced lumpiness of the wholesale business:** Given quality and granularity of the wholesale book, the new credit costs should be lower for this cycle as compared to previous cycle
- **Provisioning rules tightened and rule based, PCR an outcome:** We now operate at 15% to 20% higher than where we used to previously operate. This needs to be factored in the incremental provisioning in the short term
- **We feel comfortable growing our retail unsecured book now:** It will give us better risk adjusted NIMs, credit costs standalone will be higher

Trend in BB corporate book (Fund based as % of GCA)



Asset quality metrics



PCR Without technical writeoffs

Detailed walk of NPAs over recent quarters

All figures in ₹ Crores



		Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25
Gross NPAs - Opening balance	A	18,158	16,757	15,893	15,127	16,211
Fresh slippages	B	3,254	3,715	3,471	4,793	4,443
Upgradations & Recoveries	C	1,985	2,598	2,155	1,503	2,069
Write offs	D	2,671	1,981	2,082	2,206	3,119
Gross NPAs - closing balance	E = A+B-C-D	16,757	15,893	15,127	16,211	15,466
Provisions incl. interest capitalisation	F	13,315	12,366	11,880	12,658	11,854
Net NPA	G = E-F	3,441	3,527	3,247	3,553	3,612
Provision Coverage Ratio (PCR)		79%	78%	79%	78%	77%
Accumulated Prudential write offs	H	39,404	40,211	39,683	40,323	40,314
PCR (with technical write-off)	(F+H)/(E+H)	94%	94%	94%	94%	94%

Provisions & Contingencies charged to Profit & Loss Account

	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25
Loan Loss Provisions	1,010	691	832	2,551	1,441
Other Provisions	(195)	337	353	(512)	763
<i>For Standard assets*</i>	111	70	(15)	(253)	140
<i>Others</i>	(306)	267	368	(259)	623
Total Provisions & Contingencies (other than tax)	815	1,028	1,185	2,039	2,204

*including provision for unhedged foreign currency exposures

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ESG focus continues to have Bank-wide sponsorship



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



Environmental

~ ₹30,400 Cr

Achieved Under Wholesale Banking to sectors with positive social and environmental outcomes

~ 12,860 tCO₂e

GHG emissions avoided from diverse energy saving initiatives

2 MW

In-house solar power capacity

5.53%

EV penetration in fiscal 2024



Social

1.7 Mn

Households reached under Sustainable Livelihoods

~2.2 Mn

Women borrowers under Retail Microfinance

25%

Female representation in workforce

₹13,030 Cr

Book value for Asha Home Loans in affordable housing



Governance

1st

Indian Bank to constitute an ESG Committee of the Board

61%

Proportion of Independent, Non-Executive Directors on the Board

15%

Proportion of women directors on the Board

0

Consumer Complaints wrt Data Privacy & Cyber Security

Steady Performance on Global ESG Benchmarks



Above 80th percentile among global banks on DJSI in 2023



FTSE4Good

8th Consecutive year on FTSE4Good Index in 2024



MSCI ESG RATINGS

MSCI ESG Ratings at **A** in 2024



CDP Score at **C** in 2023



An S&P Global Company

Placed **1st among Banks** (5th amongst 601 companies) on CRISIL ESG Ratings 2023



Rated **19.9 – Low Risk** on Sustainalytics 2024 (July)



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



Among Top 10 Constituents of S&P BSE CARBONEX 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

	Our Commitment	Unit	Achievement by FY 2024	SDG Icon
	Incremental disbursement of Rs. 10,000 crores by FY 2024 under Asha Home Loans for affordable housing; increasing share of women borrowers from 13.9% to 16.9%	<ul style="list-style-type: none"> Incremental disbursement Share of women borrowers 	Target achieved <ul style="list-style-type: none"> ₹10,510 Cr 17.70% 	
	Scaling down exposure to carbon-intensive sectors, including Coal and Thermal Power	Progress on Glide Path	Exposure under the target	
	Reaching 30% female representation in its workforce by FY 2027	Overall diversity	25.0% diversity ratio	
	Planting 2 million trees by FY 2027 across India towards contributing to creating a carbon sink	Overall diversity	1.33 saplings planted	
Updated targets	Incremental financing of Rs. 60,000 Crores under Wholesale Banking to sectors with positive social and environmental outcomes, by FY 2030 from FY 2021 [^]	Cumulative Exposure	~₹30,409 Cr sanctioned	
	Increasing share of electric vehicle revenue (INR) in Two-Wheeler loan portfolio - 6% by 2027**	Penetration in FY	5.53% penetration* for 2-wheeler	
Increasing share of electric vehicle revenue (INR) in Four-Wheeler passenger loan portfolio - 4% by 2027**	Progress to be disclosed from FY 25 for 4W			

** Penetration achieved in each year, and to reach 4% and 6% for FY 2027 in 4W and 2W segments respectively

* Cumulative, from 1 Oct 2021

* % for FY 2024 standalone is at **5.53%**

[^]With a green shoe of Rs 20k crore basis market sentiment

Sparsh 2.0, our enhanced Customer Experience program, simplifies interactions, driving NPS, automation, and digitization, with a focus on customer loyalty and business growth



Sparsh embedded across all customer touchpoints, processes & metrics

Getting **more customers as promoters**

NPS (Net Promotor Score) movement over indexed baseline

	Baseline#	Sep '24	Movement
Retail Bank	100	145	+45

Baseline as Q1 FY23

Sparsh is committed to delivering Smart Banking: Industry-first LIVE Initiatives

Digital Enabler

Adi | Gen AI chatbot

A Generative AI conversational chatbot to assist front-line staff with query resolution

Use • Effective sales pitch

Cases • FTR processing

• Connecting to right internal stakeholders

2,63,500 +

Queries posted

28,000 +

Branch & LS users out of 61K have used Adi

30

Products enabled

Kaleidoscope | Real-time CXM tool

A single chronological view of customer footprint, across various channels to improve first-contact resolution

25+

Products

25

Channels

50+

Events

40K

Front-line users systems

42+

systems

6 Lakh+

Enquiries solved instantly over 15 months

Better informed front-line staff

Sparsh Week (5-9 Aug'24) elevated organizational spirit and reinforced promise of customer centricity with high-decibel events



Ignite: Fostering innovation

Axis Bank's ideathon to bring the culture of innovation to the centre-stage, generated 1,000+ ideas, top 15 ideas under implementation



Bringing together diverse customers

Events like 707+ Samaroh, 9+ Senior Citizen Connects at Branches, 2,600+ Let's Listen Sessions at Branches, RACs & Wholesale Banking locations in the spirit of One-Axis



Pan-Bank celebration

41 senior leaders across 25 cities and 300+ locations, including remote areas, joined Sparsh squads (80+ employees) in engaging frontline channels. This event also marked the first-ever engagement with off-role partners and Axis subsidiaries.



55k+

In-person customer meet-ups

25k+

Leads generated through Samaroh

350+

Customer engagements across CBG & Wholesale

~10K

Subsidiary & off-role employee engagement

1.8 lakh+

Employees engaged*

1,000+

Ideas through Ignite

250+

PR coverage (external media)

4,500

Sparsh stories in one week

* Engagement for 5 days

Executive Summary

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Other Important Information

Continue to create significant value in our key group entities

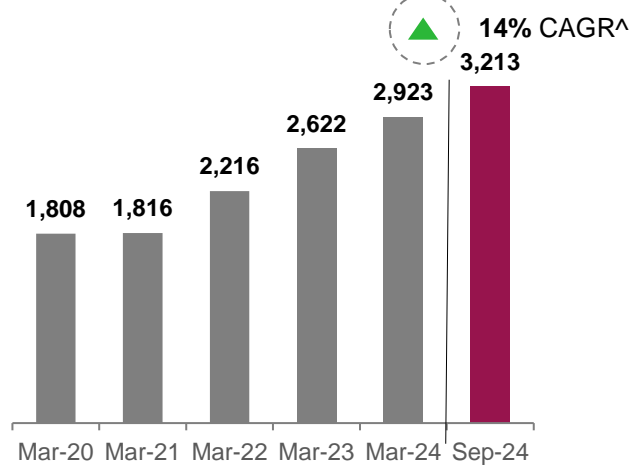


Detailed One Axis presentation [Link](#)

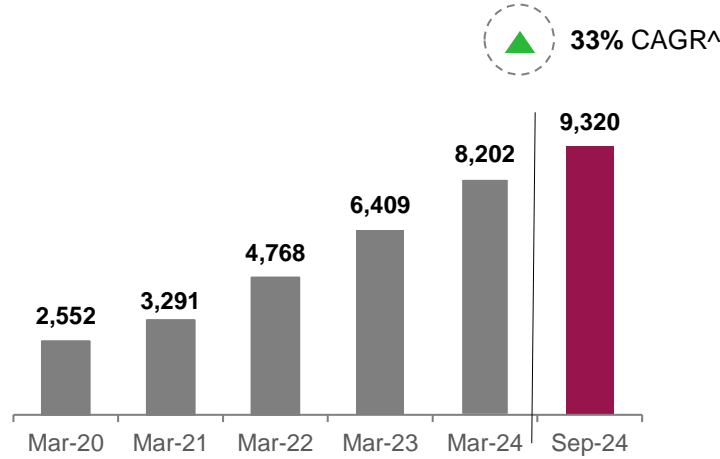


All figures in ₹ Crores, other than %

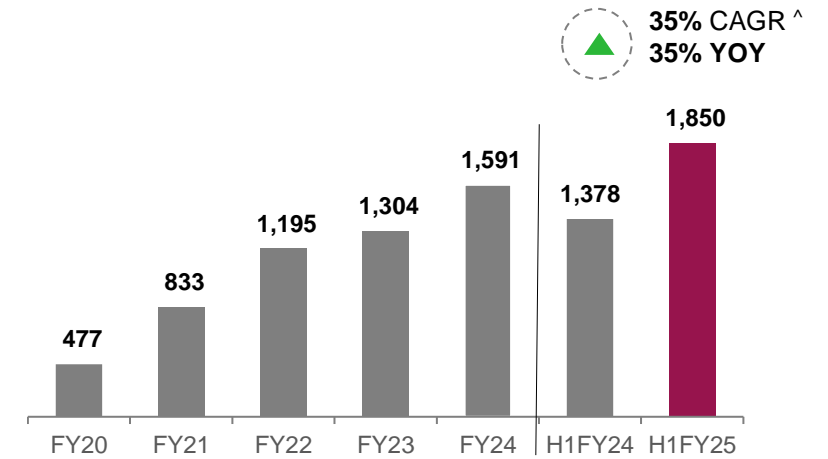
Total investments* made



Combined network* of operating subs



Combined PAT* of operating subs



(Annualized)

1) 25% is held by Schroders Plc 2) Position as on 30th September 2024 and including stakes owned by Axis Capital and Axis Securities

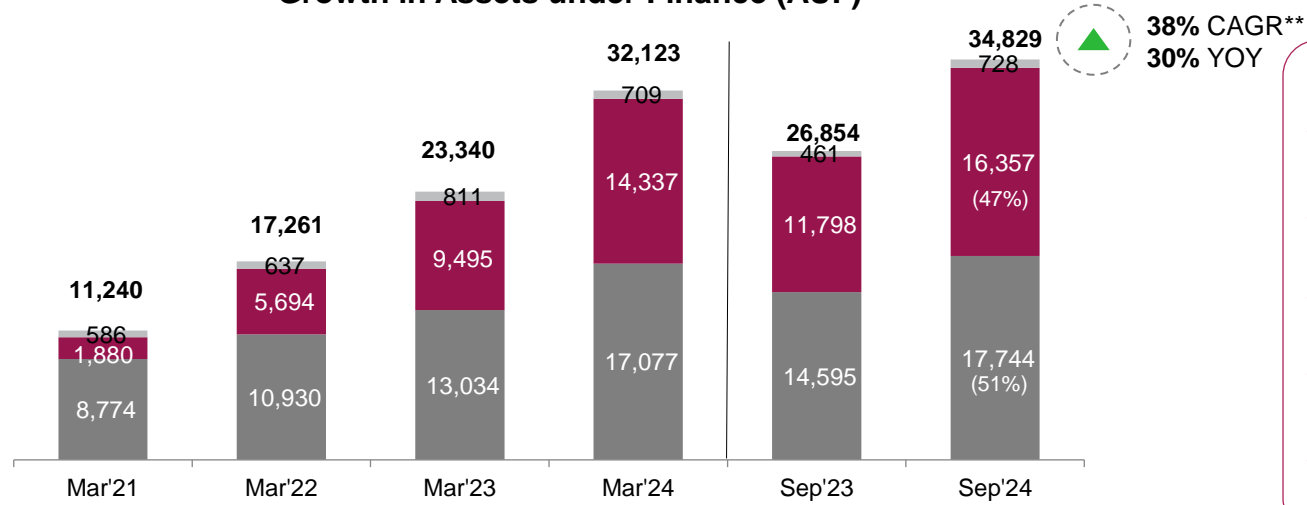
3) 47% effective stake held by Axis Group in step down subsidiary (51% stake held by Axis Mutual Fund & 9% stake held by Axis Bank)

[^] CAGR for Mar-20 to Sep-24 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 24% YOY, Retail book up 39% YOY

Growth in Assets under Finance (AUF)



Major Highlights

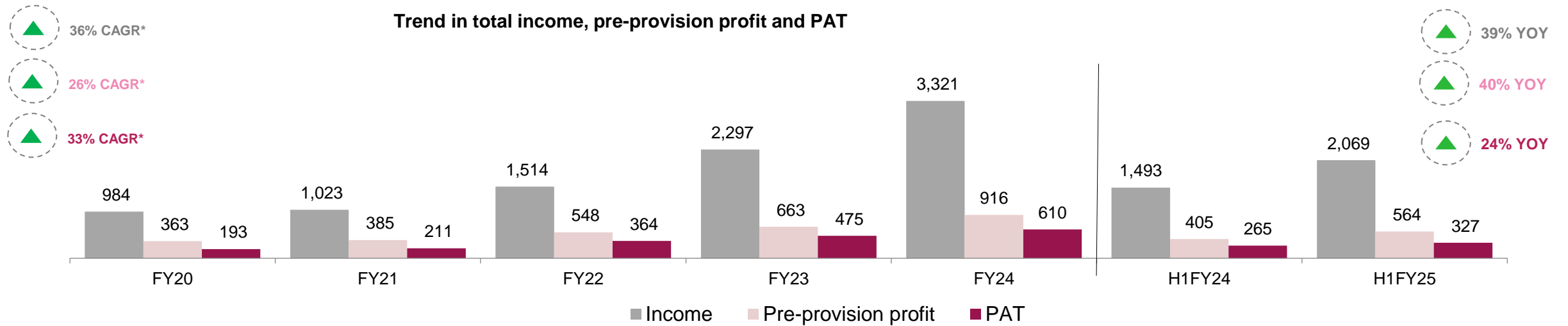
- **39%** YOY growth in Retail book, retail mix up **~300 bps** YOY to **47%**
- **22%** YOY growth in Wholesale loan book
- **15.79%** ROE for Q2FY25
- **19.89%** Capital adequacy ratio^s
- **0.25%** Net NPA with near zero restructuring

\$ As per Ind As

** CAGR for period Mar'21 to Sep'24

■ Wholesale + Emerging ■ Retail ■ Treasury

Trend in total income, pre-provision profit and PAT

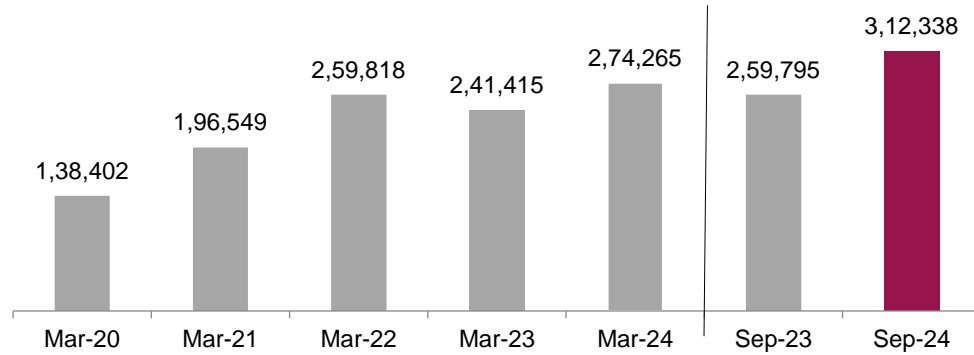


* 4 yr CAGR (FY20 to FY24)

Axis AMC : PAT up 29% YOY

Overall QAAUM

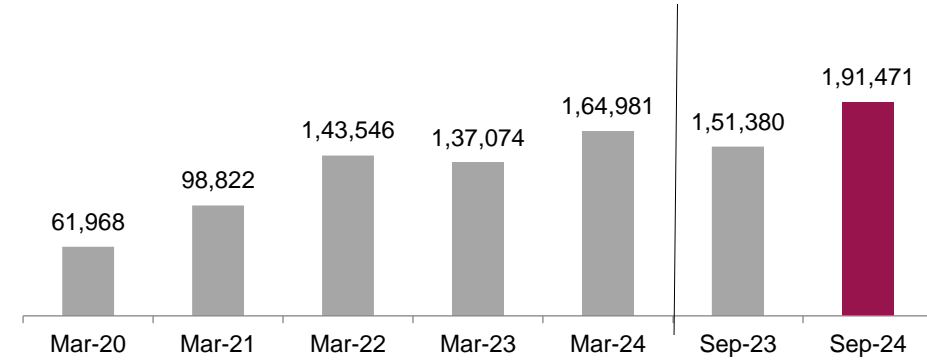
▲ 20% CAGR*
20% YOY



* CAGR for period Mar-20 to Sep-24

Equity QAAUM

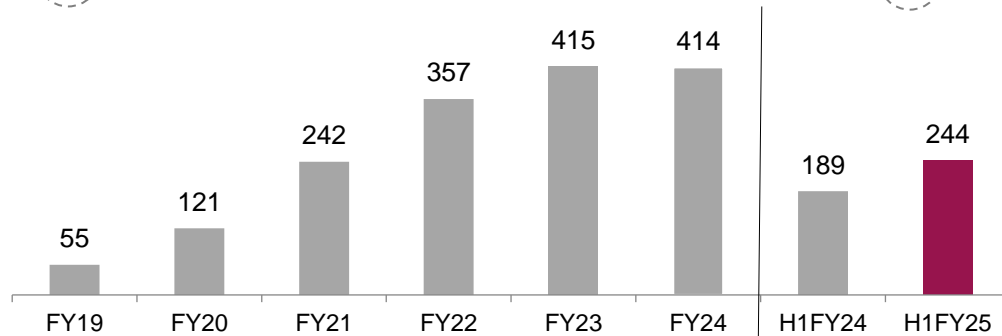
▲ 28% CAGR*
26% YOY



▲ 50% CAGR*

Trend in PAT

▲ 29% PAT



* CAGR for period FY19 to FY24

Major Highlights

- **5%** AUM market share as of Sep'24
- H1FY25 revenue stood at **627 crores** up by **22%**
- **65%** of overall AUM consists of Equity & Hybrid funds
- **Highest rated** customer app (AppStore **4.7** & PlayStore **4.6**) in AMCs
- **~12.7 mn** client folios as at of Sep'24

Scheme AUM/AAUM (Amt in cr) Rs.318328.62 / Rs.312338.46 Asset Classwise AUM / AAUM: Liquid/Money Market: 39714.73/43599.07, Gilt: 614.11/474.32, Income/Debt: 51361.37/51876.43 Equity including ELSS: 199412.81/189175.02, Hybrid: 11819.61/12227.73, Solution: 2385.12/2296.40, Index: 7342.84/6742.76, ETF: 3845.66/4108.65, FOF: 1832.37/1838.08. AUM by geography (%) [Cities]: Top 5: 52.72% Next 10: 15.06% Next 20: 6.35% Next 75: 7.89% Others: 17.99%

Axis Capital : Among the leading players in Equity Capital Markets

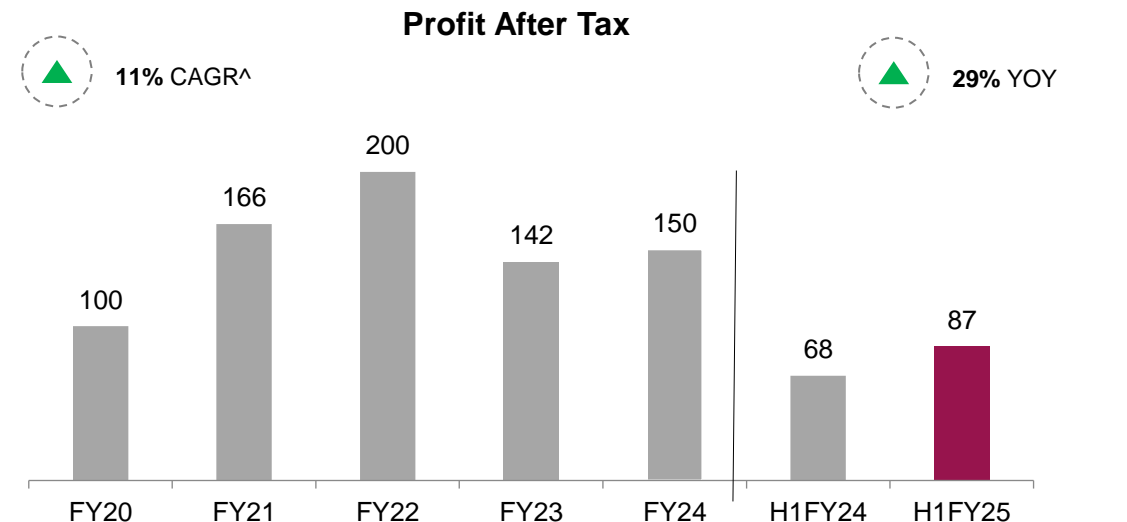
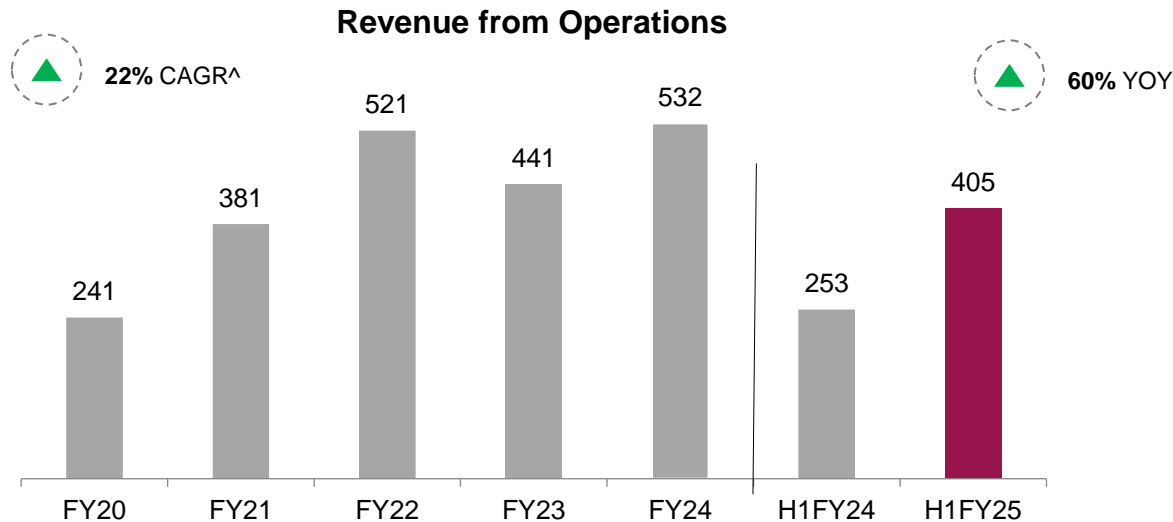


H1FY25 Ranking* by value (includes IPO, FPO, QIP, REIT, OFS & Rights)

Rank	Banker	No of Deals*
1	Axis Capital	20
2	Peer 2	16
3	Peer 3	21
4	Peer 4	16
4	Peer 4	8

Major Highlights

- 30 ECM deals closed in H1FY25 that includes 13 IPOs, 10 Blocks deals
- 1st rank in ECM deals
- 72% of India's market cap under coverage
- ₹405 crores – Revenue from operations in H1FY25



All figures in ₹ Crores, other than %

*Source: Primedatabase; Updated till 30th September, 2024; Includes all Equity IPOs, FPOs, QIPs, OFS, REIT, InvIT, Rights Transactions

[^] CAGR for period FY20 to FY24

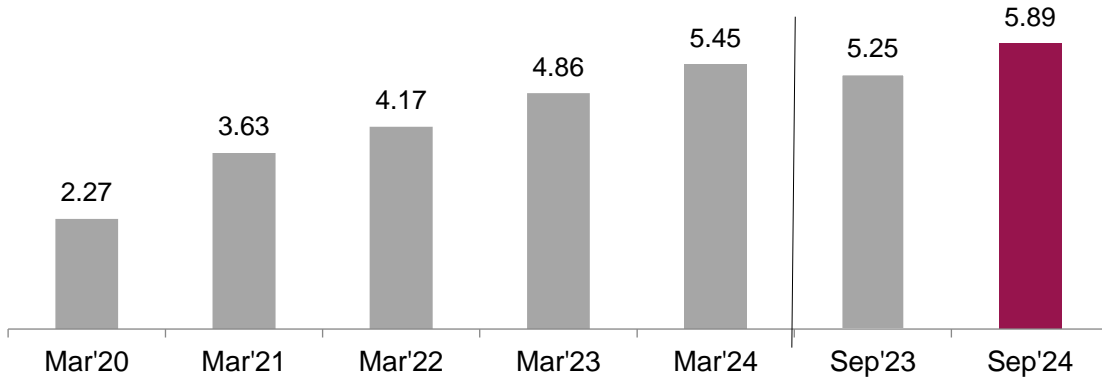
Axis Securities : PAT up 139% YOY



Total customer base (in mn)

3rd largest bank led retail brokerage in terms of customer base

12% YOY
24% CAGR*



* CAGR for period Mar-20 to Mar-24

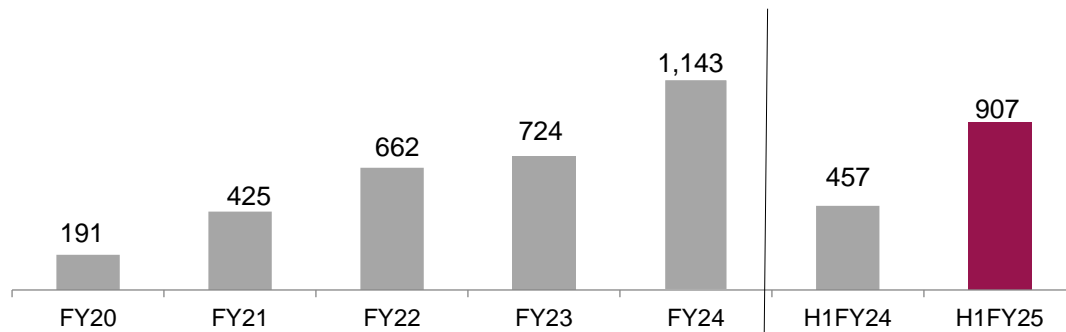
Major Highlights

- **12%** YOY growth in customer base in Q2FY25
- **48%** of the volumes in Q2FY25 was from Mobile trading
- **58%** of clients traded through Axis Direct Mobile App in Q2FY25
- **₹907 crores** - broking revenues in H1FY25, up 98% YOY

All figures in ₹ Crores

Revenue

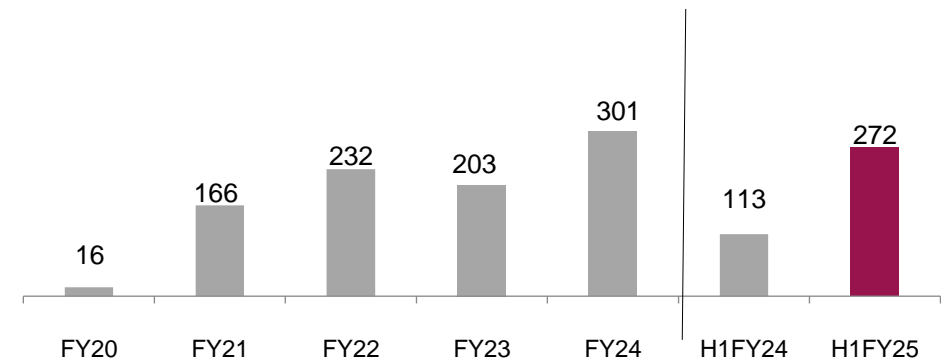
98% YOY
56% CAGR*



* CAGR for period FY20 to FY24

Profit After Tax

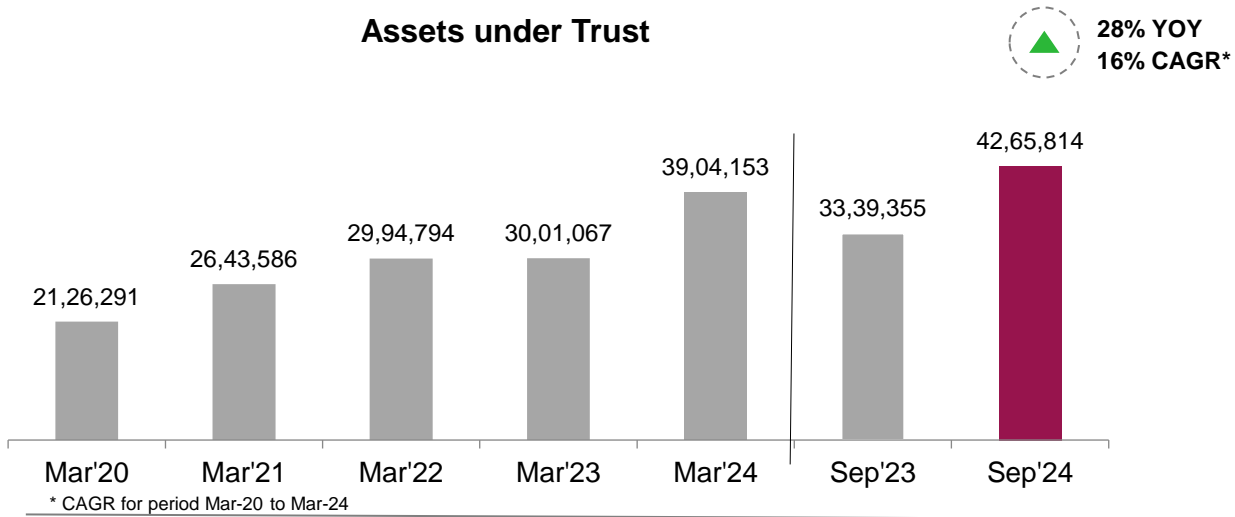
139% YOY
108% CAGR*



Axis Trustee: AUM up 28% YoY



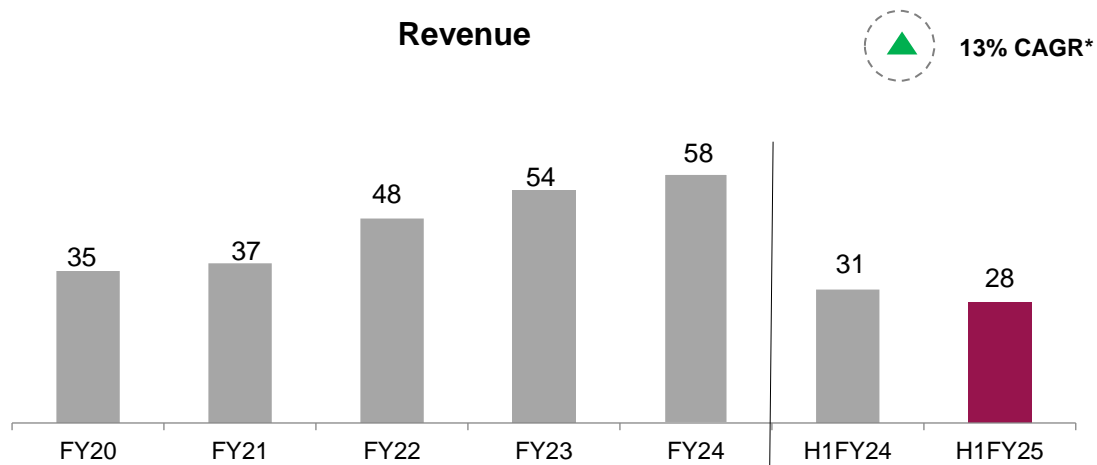
Assets under Trust



Major Highlights

- **No. 3 @ 8%** share in Securitization with **2X** QOQ revenue growth
- **76%** revenue growth QOQ in Facility Agency business
- **43%** market share in Alternate Investment Fund volumes

Revenue



Profit After Tax



All figures in ₹ Crores

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 **₹ 1,35,500 crs+**.
- » Invoicemart has helped in price discovery for MSMEs across **1000+** locations in India who are now able to get their bills discounted from **63** financiers (banks, NBFC factors and NBFCs)

Progress so far (Jul'17 to Sep'24)



Throughput
~ ₹ 1,35,500 Cr



Invoices Discounted (in No's)
~ 32 Lakh



Participants on-board
~ 38,500

Freecharge: Strong focus on scaling Payment Aggregation and Merchant Businesses and focusing on sustainability for Consumer Payments & Lending



Merchant Business

- **4% growth in merchant GMV** in Q2 FY25 compared to Q1 FY25
- Continue sourcing current account for offline merchants, showing positive results
- **25% growth in current account MDAB** (monthly daily average balance) in closing of Q2 FY25 vs closing of Q1 FY25
- **Launched credit card sourcing** via physical channel
- **Growth of 18% in the merchant CPV** (contact point verification) completion in Q2 FY25 closing vs Q1 FY25 closing



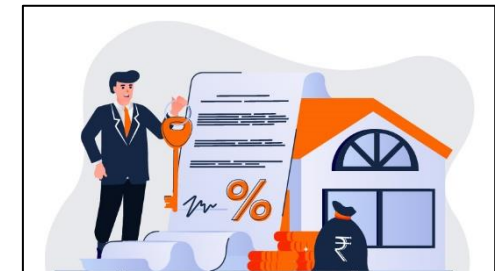
Payment Aggregation

- Despite the ongoing business embargo, PAPG is successfully expanding its reach within existing enterprises networks
- **13% increase in the GMV** in Q2 FY25 vs Q1 FY25 and our offline GMV for large merchants continues to increase
- Deepened large offline enterprises business
- **New integration rolled out** –
 - UPI SDK
 - Axis Pay Now 2.0



Consumer Payments & Lending

- **Payments AOV increased by 19%** in Q2 FY25 vs Q1 FY25
- **GMV per MAU** nearly stable
- **Microfinance (MFI) scale-up** is gaining momentum, with early collection cycles showing promising results
- **22% growth in UPI TPV** in Q2 FY25 vs Q1 FY25
- **TPV of linked Credit card on UPI: 22% growth** in the UPI TPV of linked credit cards to UPI in Q2 FY25 vs Q1 FY25



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...



Best BFSI Brand Award

Won 'Domestic Retail Bank of the year' and 'Digital Transformation of the year' Award

Won "Infosys Finacle Award", for Co-lending Project implementation, Transformation Excellence, Ecosystem led innovation and Neo for Corporates

Best BFSI Customer Experience of the year for NEO API Banking Suite

Won BFSI Tech "Best Product Innovation in BFSI (Sarathi)" Award

Ranked 3rd for India Large Corporate banking and Middle Market banking

Won 'Best in Future of Trust' Award

Won 'Best Investment Bank Award'

Won 'Best Advisory Solution Platform and Best Private Bank for Digital Marketing & Communication' Award

Won 'India's Best Digital Bank' award at the Financial Express Awards

Won "Best Bank in India (Private Sector – Large)" for Best Performance on Profitability, Risk Management and Asset Quality

Won 'Best Security Practices in Banking Sector' Award at NASSCOM-DSCI Annual Excellence Award 2023

Won 'Best Wholesale/Transaction Bank Award'

'Most Recommended Retail Bank in India' and 'Most Helpful Bank during Covid-19 in India'

Won "Retail Banker's International Asia Trailblazer", for use of AI & ML in financial services

Won 'Leadership in Social Impact' award at the ESG India Leadership Awards 2021

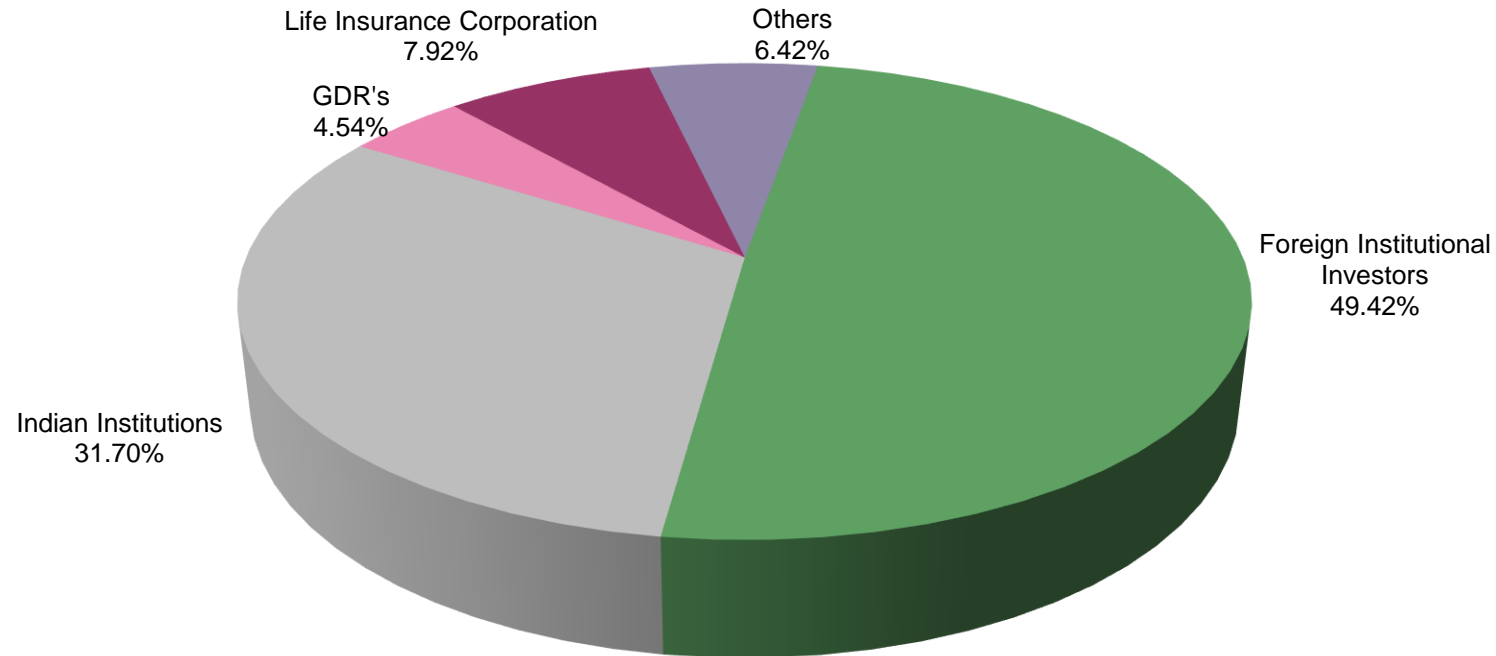
Ranked 1st on Fortune List of "Future Ready workplaces".

'Best Sustainability-linked Bond – Financial Institution' for its US\$600m Sustainable AT1 Bond and 'Renewable Energy Deal of the Year (Wind)'

Won "Highest Improvement in Data Quality of Commercial Bureau" Award

Won 'Enterprise IT Excellence' Award for Business Resilience Impact of Technology category

Shareholding Pattern (as on September 30, 2024)



▪ Share Capital	₹619 crores
▪ Shareholders' Funds	₹164,688 crores
▪ Book Value Per Share	₹532
▪ Diluted EPS (Q2 FY25) (Annualised)	₹88.20
▪ Market Capitalization	₹356,951 crores (as on October 15 th , 2024)

Financial Performance



Financial Performance (₹ crores)		Q2FY25	Q2FY24	% Growth	H1FY25	H1FY24	% Growth
Interest Income	A	30,420	26,626	14%	60,481	52,183	16%
Other Income	B = C+D+E	6,722	5,034	34%	12,505	10,121	24%
- Fee Income	C	5,508	4,963	11%	10,711	9,451	13%
- Trading Income	D	1,111	(101)	-	1,518	418	263%
- Miscellaneous Income	E	103	173	(40%)	276	252	9%
Total Income	F = A+B	37,142	31,660	17%	72,986	62,304	17%
Interest Expended	G	16,937	14,312	18%	33,549	27,910	20%
Net Interest Income	H = A-G	13,483	12,315	9%	26,932	24,273	11%
Operating Revenue	I = B+H	20,205	17,349	16%	39,437	34,395	15%
Core Operating Revenue*	J	19,094	17,450	9%	37,857	33,976	11%
Operating Expenses	K	9,493	8,717	9%	18,618	16,948	10%
-Staff Expense	L	3,117	2,610	19%	6,247	5,298	18%
-Non Staff Expense	M	6,376	6,107	4%	12,371	11,650	6%
Operating Profit	N = I-K	10,712	8,632	24%	20,819	17,446	19%
Core Operating Profit*	O	9,601	8,733	10%	19,238	17,028	13%
Provisions other than taxes	P	2,204	815	171%	4,243	1,849	129%
Profit Before Tax	Q = N-P	8,508	7,817	9%	16,575	15,597	6%
Tax Expenses	R	1,591	1,954	(19%)	3,623	3,936	(8%)
Net Profit	S = Q-R	6,918	5,864	18%	12,952	11,661	11%
EPS Diluted (in ₹) (annualized)		88.20	75.28		83.04	75.28	
Return on Average Assets (annualized)		1.84%	1.76%		1.75%	1.78%	
Return on Equity (annualized)		17.58%	18.30%		16.97%	18.72%	
Capital Adequacy Ratio (Basel III) (incl. profit)		16.61%	17.84%		16.61%	17.84%	

* excluding trading profit and exchange gain/loss on capital repatriated from overseas subsidiary

Financial Performance



Financial Performance (\$ mn)		Q2FY25	Q2FY24	% Growth	H1FY25	H1FY24	% Growth
Interest Income	A	3,630	3,177	14%	7,218	6,227	16%
Other Income	B = C+D+E	802	601	34%	1,492	1,208	24%
- Fee Income	C	657	592	11%	1,278	1,128	13%
- Trading Income	D	133	(12)	-	181	50	263%
- Miscellaneous Income	E	12	21	(40%)	33	30	9%
Total Income	F = A+B	4,432	3,778	17%	8,710	7,435	17%
Interest Expended	G	2,021	1,708	18%	4,004	3,331	20%
Net Interest Income	H = A-G	1,609	1,470	9%	3,214	2,896	11%
Operating Revenue	I = B+H	2,411	2,070	16%	4,706	4,104	15%
Core Operating Revenue*	J	2,279	2,082	9%	4,518	4,055	11%
Operating Expenses	K	1,132	1,040	9%	2,222	2,021	10%
-Staff Expense	L	372	311	19%	745	631	18%
-Non Staff Expense	M	760	729	4%	1,476	1,390	6%
Operating Profit	N = I-K	1,279	1,030	24%	2,484	2,083	19%
Core Operating Profit*	O	1,147	1,042	10%	2,296	2,033	13%
Provisions other than taxes	P	263	97	171%	506	221	129%
Profit Before Tax	Q = N-P	1,016	933	9%	1,978	1,862	6%
Tax Expenses	R	190	233	(19%)	432	470	(8%)
Net Profit	S = Q-R	826	700	18%	1,546	1,392	11%
EPS Diluted (in ₹) (annualized)		88.20	75.28		83.04	75.28	
Return on Average Assets (annualized)		1.84%	1.76%		1.75%	1.78%	
Return on Equity (annualized)		17.58%	18.30%		16.97%	18.72%	
Capital Adequacy Ratio (Basel III) (incl. profit)		16.61%	17.84%		16.61%	17.84%	

\$ figures converted using exchange rate of 1\$ = ₹83.7975

* excluding trading profit and exchange gain/loss on capital repatriated from overseas subsidiary

Balance Sheet

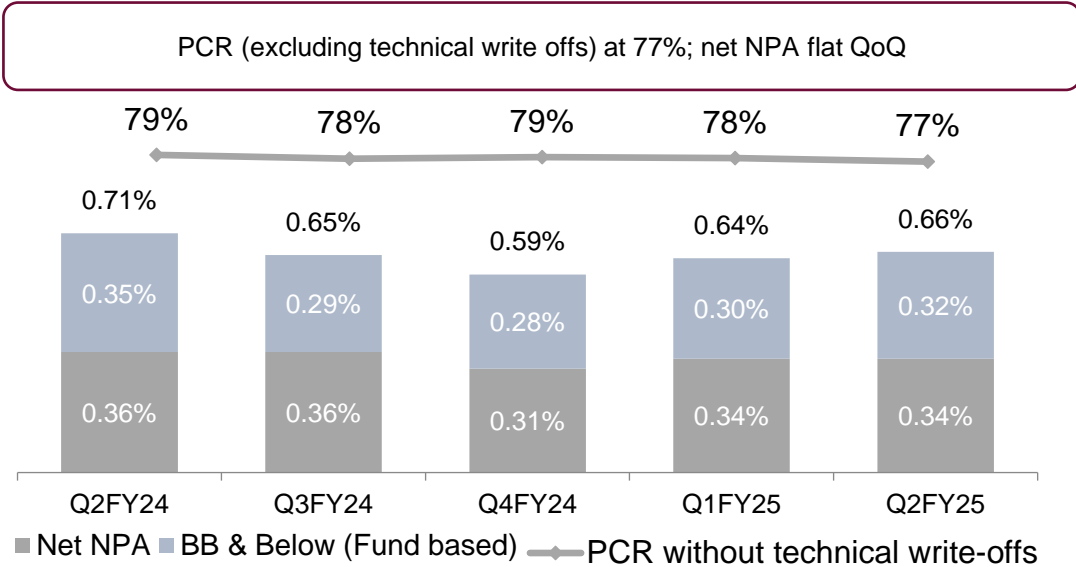


Balance Sheet	As on 30 th Sep'24	As on 30 th Sep'23		As on 30 th Sep'24	As on 30 th Sep'23	% Growth
CAPITAL AND LIABILITIES	In ₹ Crores	In ₹ Crores		in \$ Mn	in \$ Mn	
Capital	619	616		74	74	0.4%
Reserves & Surplus	1,64,069	1,36,086		19,579	16,240	21%
ESOP Outstanding	941	648		112	77	45%
Deposits	10,86,744	9,55,556		1,29,687	1,14,032	14%
Borrowings	1,89,811	1,85,243		22,651	22,106	2%
Other Liabilities and Provisions	63,474	60,765		7,575	7,251	4%
Total	15,05,658	13,38,914		1,79,678	1,59,780	12%
ASSETS						
Cash and Balances with RBI / Banks and Call money	86,075	68,592		10,272	8,185	25%
Investments	3,48,855	2,95,691		41,631	35,286	18%
Advances	9,99,979	8,97,347		1,19,333	1,07,085	11%
Fixed Assets	5,927	5,238		707	625	13%
Other Assets	64,822	72,046		7,735	8,599	(10%)
Total	15,05,658	13,38,914		1,79,678	1,59,780	12%

\$ figures converted using exchange rate of 1\$ = ₹83.7975

Limited restructuring, largely secured and well provided

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



BB & below book

BB & Below Outstanding	Q1 FY25	Q2 FY25
Fund based (FB)	3,169	3,434
Non fund based	1,413	1,302
Investments	1,110	1,096

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 30.09.2024	Implemented
Bank	1,320
Retail	1,161
Wholesale	159
CBG	-
Bank as a % of GCA	0.12%
Retail as a % of segment GCA	0.19%
Wholesale as a % of segment GCA	0.05%
CBG as a % of segment GCA	-

- Overall provision on restructured book Rs. 433 crs, coverage ~ 20%
- ~98% of Retail Covid (1+2) is secured, unsecured 100% provided
- Linked but not restructured NFB Rs.706 crores
- MSME (1+2) restructured book Rs. 204 crs, 0.02% of GCA, provision held Rs. 59 crs
- Linked non-restructured book Rs. 99 crores, provision held Rs. 33 crs

Key comments on BB and Below book

- Rs. 266 crs downgraded to BB & below during the quarter
- Rs. 25 crs slippages (FB + Investments) to NPA
- Rs. 101 crs net reduction in balances/exits from the BB & Below book during the quarter
- Average ticket size ~ Rs. 35 crs
- ~ 18% of BB & Below book rated better by at least one rating agency
- Top 5 sectors comprising Power Generation & Distribution, Infra Construction, Food Processing, Textiles and Hotels account for 61% 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