

AXIS/CO/CS/492/2020-21

27<sup>th</sup> January 2021

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

The Senior General Manager –  
Listing Department  
BSE Limited  
1<sup>st</sup> Floor, New Trading Ring,  
Rotunda Building  
P. J. Towers, Dalal Street  
Fort, Mumbai – 400 001

NSE Symbol: AXISBANK

BSE Scrip Code : 532215

Dear Sir(s),

**SUB.: UNAUDITED FINANCIAL RESULTS OF THE BANK, FOR THE QUARTER AND NINE MONTHS ENDED 31<sup>ST</sup> DECEMBER 2020.**

**REF.: REGULATION 30 AND 33 OF THE SEBI (LISTING OBLIGATIONS AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2015 ("LISTING REGULATIONS").**

This is to inform you that at the 211<sup>th</sup> meeting of the Board of Directors of the Bank (the "Board") held today, the Board has reviewed and approved the unaudited Standalone Financial Results of the Bank, for the Quarter and Nine months ended 31<sup>st</sup> December 2020 and the unaudited Consolidated Financial Results for the Quarter and Nine months ended 31<sup>st</sup> December 2020 along with the Limited Review Report issued by the Statutory Auditors of the Bank, in that regard, which were reviewed by the Audit Committee of the Board at its meeting held earlier during the day and recommended for the approval of the Board.

Please note that the said Board meeting commenced at 1.30 p.m. and the result were reviewed and approved by the Board at 4.25 p.m.

In this connection, we enclose herewith the said Financial Results, the Limited Review Report issued by the Statutory Auditors of the Bank, the Press Release and the Earnings Presentation for the Quarter ended 31<sup>st</sup> December 2020, which please note are being uploaded on the website of the Bank, in compliance with the Listing Regulations.

Further, please note that the Bank will be holding conference calls with the Analysts with regard to the said results.

Also, please note that the restricted trading window (blackout period) which has been in-force since Tuesday, 22<sup>nd</sup> December 2020 will end on Friday, 29<sup>th</sup> January 2021 (both days inclusive), consequently, the trading window will commence from Saturday 30<sup>th</sup> January 2021 up to Sunday, 21<sup>st</sup> March 2021 (both days inclusive) in terms of the Share Dealing Code - October 2020, formulated and adopted by the Bank under the SEBI (Prohibition of Insider Trading) Regulations, 2015.

You are requested to take the above on record and bring this to the notice of all concerned.

Thanking You.

Yours sincerely,

For Axis Bank Limited



Girish V. Kollyote  
Company Secretary

Encl.: as above

**Axis Bank Limited**

Regd. Office: 'Trishul', 3<sup>rd</sup> floor, Opp. Samarsheshwar Temple, Near Law Garden, Ellisbridge, Ahmedabad - 380 006.  
Corporate Office: 'Axis House', C-2, Wadia International Centre, Pandurang Budhkar Marg, Worli, Mumbai - 400 025.  
CIN: L65110GJ1993PLC020769, Phone: 079-26409322, Fax: 079-26409321, Email: shareholders@axisbank.com

**UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31<sup>ST</sup> DECEMBER, 2020**

(₹ in lacs)

| PARTICULARS   | FOR THE QUARTER ENDED 31.12.2020 | FOR THE QUARTER ENDED 30.09.2020 | FOR THE QUARTER ENDED 31.12.2019 | FOR THE NINE MONTHS ENDED 31.12.2020 | FOR THE NINE MONTHS ENDED 31.12.2019 | FOR THE YEAR ENDED 31.03.2020 |
|---|----------------------------------|----------------------------------|----------------------------------|--------------------------------------|--------------------------------------|-------------------------------|
|   | (Unaudited)                      | (Unaudited)                      | (Unaudited)                      | (Unaudited)                          | (Unaudited)                          | (Audited)                     |
| 1. Interest earned (a)+(b)+(c)+(d)  | 15,498.35                        | 16,062.89                        | 15,708.30                        | 48,100.13                            | 46,401.05                            | 62,635.16                     |
| (a) Interest/discount on advances/bills   | 11,544.26                        | 12,188.96                        | 12,284.08                        | 36,320.63                            | 35,669.15                            | 48,302.97                     |
| (b) Income on Investments   | 3,189.83                         | 3,101.93                         | 2,649.01                         | 9,264.76                             | 8,636.46                             | 11,246.03                     |
| (c) Interest on balances with Reserve Bank of India and other inter-bank funds            | 116.47                           | 259.09                           | 285.67                           | 815.49                               | 672.69                               | 1,095.26                      |
| (d) Others  | 647.79                           | 512.91                           | 489.54                           | 1,699.25                             | 1,422.75                             | 1,990.90                      |
| 2. Other Income (Refer note 2)  | 3,776.04                         | 3,807.18                         | 3,786.57                         | 10,169.90                            | 11,551.10                            | 15,536.56                     |
| 3. TOTAL INCOME (1+2)   | 19,274.39                        | 19,870.07                        | 19,494.87                        | 58,270.03                            | 57,952.15                            | 78,171.72                     |
| 4. Interest Expended  | 8,125.59                         | 8,736.82                         | 9,255.32                         | 26,415.99                            | 28,002.59                            | 37,428.96                     |
| 5. Operating expenses (i)+(ii)  | 5,053.29                         | 4,235.64                         | 4,496.86                         | 13,016.52                            | 12,362.53                            | 17,304.62                     |
| (i) Employees cost  | 1,677.35                         | 1,412.94                         | 1,365.22                         | 4,496.41                             | 3,947.03                             | 5,321.00                      |
| (ii) Other operating expenses   | 3,375.94                         | 2,822.70                         | 3,131.64                         | 8,520.11                             | 8,415.50                             | 11,983.62                     |
| 6. TOTAL EXPENDITURE (4+5) (Excluding Provisions and Contingencies)                       | 13,178.88                        | 12,972.46                        | 13,752.18                        | 39,432.51                            | 40,365.12                            | 54,733.58                     |
| 7. OPERATING PROFIT (3-6) (Profit before Provisions and Contingencies)                    | 6,095.51                         | 6,897.61                         | 5,742.69                         | 18,837.52                            | 17,587.03                            | 23,438.14                     |
| 8. Provisions (other than tax) and Contingencies (Net)                                    | 4,604.28                         | 4,580.65                         | 3,470.92                         | 13,601.35                            | 10,803.89                            | 18,533.91                     |
| 9. Exceptional Items  | -                                | -                                | -                                | -                                    | -                                    | -                             |
| 10. Profit/(Loss) from Ordinary Activities before Tax (7-8-9)                             | 1,491.23                         | 2,316.96                         | 2,271.77                         | 5,236.17                             | 6,783.14                             | 4,904.23                      |
| 11. Tax expense   | 374.63                           | 634.29                           | 514.77                           | 1,324.73                             | 3,768.14                             | 3,277.01                      |
| 12. Net Profit/(Loss) from Ordinary Activities after Tax (10-11)                          | 1,116.60                         | 1,682.67                         | 1,757.00                         | 3,911.44                             | 3,015.00                             | 1,627.22                      |
| 13. Extraordinary Items (net of tax expense)  | -                                | -                                | -                                | -                                    | -                                    | -                             |
| 14. Net Profit/(Loss) for the period (12-13)  | 1,116.60                         | 1,682.67                         | 1,757.00                         | 3,911.44                             | 3,015.00                             | 1,627.22                      |
| 15. Paid-up equity share capital (Face value ₹2/- per share)                              | 612.29                           | 612.03                           | 563.95                           | 612.29                               | 563.95                               | 564.34                        |
| 16. Reserves excluding revaluation reserves   |                                  |                                  |                                  |                                      |                                      | 84,383.51                     |
| 17. Analytical Ratios   |                                  |                                  |                                  |                                      |                                      |                               |
| (i) Percentage of Shares held by Government of India                                      | Nil                              | Nil                              | Nil                              | Nil                                  | Nil                                  | Nil                           |
| (ii) Capital Adequacy Ratio - Basel III   | 18.68%                           | 18.92%                           | 18.20%                           | 18.68%                               | 18.20%                               | 17.53%                        |
| (iii) Earnings per Share (EPS) for the period/year (before and after extraordinary items) |                                  |                                  |                                  |                                      |                                      |                               |
| - Basic   | 3.65                             | 5.70                             | 6.23                             | 13.28                                | 11.25                                | 5.99                          |
| - Diluted   | 3.65                             | 5.69                             | 6.21                             | 13.27                                | 11.20                                | 5.97                          |
| (iv) NPA Ratios   |                                  |                                  |                                  |                                      |                                      |                               |
| (a) Amount of Gross Non Performing assets   | 21,997.90                        | 26,831.64                        | 30,073.02                        | 21,997.90                            | 30,073.02                            | 30,233.82                     |
| (b) Amount of Net Non Performing assets   | 4,609.83                         | 6,107.88                         | 12,160.28                        | 4,609.83                             | 12,160.28                            | 9,360.41                      |
| (c) % of Gross NPAs   | 3.44                             | 4.18                             | 5.00                             | 3.44                                 | 5.00                                 | 4.86                          |
| (d) % of Net NPAs   | 0.74                             | 0.98                             | 2.09                             | 0.74                                 | 2.09                                 | 1.56                          |
| (v) Return on Assets (annualized)   | 0.48                             | 0.73                             | 0.86                             | 0.56                                 | 0.50                                 | 0.20                          |



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Notes:

1. Statement of Assets and Liabilities as on 31<sup>st</sup> December, 2020 is given below.

| Particulars  | (₹ in lacs)                     |                               |                                 |
|--|---------------------------------|-------------------------------|---------------------------------|
|  | As on 31.12.2020<br>(Unaudited) | As on 31.03.2020<br>(Audited) | As on 31.12.2019<br>(Unaudited) |
| <b>CAPITAL AND LIABILITIES</b>                         |                                 |                               |                                 |
| Capital  | 612,29                          | 564,34                        | 563,95                          |
| Reserves and Surplus                                   | 98,204,41                       | 84,383,51                     | 85,633,89                       |
| Deposits   | 6,54,140,31                     | 6,40,104,94                   | 5,91,675,52                     |
| Borrowings   | 1,35,665,81                     | 1,47,954,13                   | 1,12,006,70                     |
| Other Liabilities and Provisions                       | 49,426,38                       | 42,157,90                     | 29,158,85                       |
| <b>TOTAL</b>   | <b>9,38,049,20</b>              | <b>9,15,164,82</b>            | <b>8,19,038,91</b>              |
| <b>ASSETS</b>  |                                 |                               |                                 |
| Cash and Balances with Reserve Bank of India           | 61,434,81                       | 84,959,24                     | 31,959,48                       |
| Balances with Banks and Money at Call and Short Notice | 11,256,65                       | 12,309,04                     | 9,351,91                        |
| Investments  | 1,98,345,95                     | 1,56,734,32                   | 1,55,979,19                     |
| Advances   | 5,82,753,89                     | 5,71,424,16                   | 5,50,137,70                     |
| Fixed Assets   | 4,277,33                        | 4,312,90                      | 4,203,99                        |
| Other Assets   | 79,980,57                       | 85,425,16                     | 67,406,64                       |
| <b>TOTAL</b>   | <b>9,38,049,20</b>              | <b>9,15,164,82</b>            | <b>8,19,038,91</b>              |

2. 'Other income' includes gains from securities' transactions, commission earned from guarantees/letters of credit, fees earned from providing services to customers, selling of third party products, ATM sharing fees, recoveries from written off accounts etc.
3. During the quarter ended 31<sup>st</sup> December, 2020, the Bank allotted 1,303,998 equity shares pursuant to the exercise of options under its Employee Stock Option Scheme.
4. In accordance with RBI circular DBR.No.BP.BC.1/21.06.201/2015-16 dated 1<sup>st</sup> July, 2015 on 'Basel III Capital Regulations' and RBI circular DBR.No.BP.BC.80/21.06.201/2014-15 dated 31<sup>st</sup> March, 2015 on 'Prudential Guidelines on Capital Adequacy and Liquidity Standards Amendments', banks are required to make Pillar 3 disclosures including leverage ratio and liquidity coverage ratio under the Basel III framework. The Bank has made these disclosures which are available on its website at the following link: <https://www.axisbank.com/shareholders-corner/regulatory-disclosure/basel-III-disclosures>. The disclosures have not been subjected to audit or limited review by the statutory auditors of the Bank.
5. COVID-19 virus, a global pandemic has affected the world economy including India. The extent to which the COVID-19 pandemic will impact the Bank's operations and asset quality will depend on the future developments, which are highly uncertain.

In accordance with the RBI guidelines on 'COVID-19 Regulatory Package' of 27<sup>th</sup> March, 2020, 17<sup>th</sup> April, 2020 and 23<sup>rd</sup> May, 2020, the Bank granted moratorium on repayment of instalments and/or interest, as applicable, due between 1<sup>st</sup> March, 2020 and 31<sup>st</sup> August, 2020 to all eligible borrowers. In respect of such accounts that were granted moratorium, the asset classification remained standstill during the moratorium period.

The Bank holds provisions as at 31<sup>st</sup> December, 2020 against the potential impact of COVID-19 based on the information available at this point in time. The provisions held by the Bank are in excess of the RBI prescribed norms.

6. The Honourable Supreme Court of India in a writ petition by Gajendra Sharma Vs Union of India & Anr vide its interim order dated 3<sup>rd</sup> September, 2020 has directed banks that the accounts which were not declared Non-Performing Asset (NPA) till 31<sup>st</sup> August, 2020 shall not be declared NPA till further orders, pending disposal of the case by Supreme Court. Pursuant to the said order, the Bank has not declared any account as NPA, which was not declared as NPA till 31<sup>st</sup> August, 2020 as per the RBI's Prudential Norms on Income Recognition, Asset Classification, and Provisioning pertaining to advances. However, as a prudent measure the Bank has created provisions for interest reversal and loan loss on the said accounts, per its extant policies as applicable to NPA's.

However, if the Bank had classified such borrower accounts as NPA after 31<sup>st</sup> August, 2020, the Bank's Gross NPA Ratio and Net NPA ratio would have been 4.55% and 1.19% respectively.



7. On 6<sup>th</sup> August 2020, the RBI has issued guidelines on 'Resolution Framework for COVID-19-related Stress' which enable lenders to implement a resolution plan in respect of eligible corporate exposures without change in ownership, and personal loans, while classifying such exposures as Standard, subject to specified conditions. As on 31<sup>st</sup> December, 2020, the Bank holds a provision (net of reversal) of ₹631 crores which is higher than the regulatory prescription for assets that restructured based on the aforesaid framework.
8. Effective 1<sup>st</sup> April 2020, the Bank has carried out the following changes in its accounting policies:
- The Bank had a practice of recognizing fees on issuance of Letters of Credit and annual fees on Debit Cards on an upfront basis. The Bank changed this practice, from upfront recognition to amortization over the service period. As a result, other income for the nine months ended 31<sup>st</sup> December, 2020 is lower by ₹169 crores with a consequent reduction to the profit before tax.
  - The Bank continues to classify exposures as 'Red Flagged Accounts' in accordance with its prevailing internal framework. The Bank has introduced incremental provisioning on such exposures based on a time scale and on occurrence of predefined events. As a result, provisions and contingencies for the nine months ended 31<sup>st</sup> December, 2020 are higher by ₹51 crores with a consequent reduction to the profit before tax.
  - The Bank was recognizing net depreciation and ignoring net appreciation within class of investments in the Profit and Loss Account in accordance with RBI guidelines. The Bank has made two changes to its practice of recognizing depreciation on investments: (i) The Bank has elected to recognize the net depreciation on each class of investments under the residual category of 'Others' (i.e. mutual funds, PTCs, security receipts etc.), without availing the benefit of offset against gain in another class of investment within the 'Others' category. (ii) For standard investments classified as weak based on the Bank's internal framework, the Bank has elected to recognize the net depreciation on such investments without availing the benefit of set-off against appreciation within the same class of investments that is permitted by RBI. As a result, provisions and contingencies for the nine months ended 31<sup>st</sup> December, 2020 are higher by ₹31 crores with a consequent reduction to the profit before tax.
9. During the quarter, the Bank infused equity capital of ₹6.70 crores in A.Treds Limited, a subsidiary of the Bank.
10. The above results have been approved by the Board of Directors of the Bank at its meeting held at Mumbai today.
11. These results for the quarter and nine months ended 31<sup>st</sup> December, 2020 have been subjected to a "Limited Review" by the statutory auditors of the Bank.
12. Previous period figures have been regrouped and reclassified, where necessary, to make them comparable with current period figures.





**Axis Bank Limited  
Segmental Results**

(₹ in lacs)

|          |  | FOR THE<br>QUARTER<br>ENDED<br>31.12.2020 | FOR THE<br>QUARTER<br>ENDED<br>30.09.2020 | FOR THE<br>QUARTER<br>ENDED<br>31.12.2019 | FOR THE<br>NINE<br>MONTHS<br>ENDED<br>31.12.2020 | FOR THE<br>NINE<br>MONTHS<br>ENDED<br>31.12.2019 | FOR THE<br>YEAR<br>ENDED<br>31.03.2020 |
|----------|--|---|---|---|--|--|--|
|          |  | (Unaudited)                               | (Unaudited)                               | (Unaudited)                               | (Unaudited)                                      | (Unaudited)                                      | (Audited)                              |
| <b>1</b> | <b>Segment Revenue</b>                                   |   |   |   |  |  |  |
| A        | Treasury   | 4,713.86                                  | 5,294.26                                  | 5,435.98                                  | 15,476.36  | 18,339.97  | 23,375.42                              |
| B        | Corporate/Wholesale Banking                              | 6,695.03                                  | 6,879.45                                  | 7,153.21                                  | 20,554.18  | 21,301.49  | 28,915.34                              |
| C        | Retail Banking   | 15,626.80                                 | 15,848.43                                 | 15,737.64                                 | 46,915.72  | 45,079.53  | 61,299.26                              |
| D        | Other Banking Business                                   | 521.83                                    | 348.15                                    | 377.10                                    | 1,089.90   | 848.06   | 1,242.37                               |
| E        | Unallocated  | -   | -   | -   | -  | -  | -                                      |
|          | <b>Total</b>   | <b>27,557.52</b>                          | <b>28,370.29</b>                          | <b>28,703.93</b>                          | <b>84,036.16</b>                                 | <b>85,569.05</b>                                 | <b>1,14,832.39</b>                     |
|          | Less : Inter segment revenue                             | 8,283.13                                  | 8,500.22                                  | 9,209.06                                  | 25,766.13  | 27,616.90  | 36,660.67                              |
|          | <b>Income from Operations</b>                            | <b>19,274.39</b>                          | <b>19,870.07</b>                          | <b>19,494.87</b>                          | <b>58,270.03</b>                                 | <b>57,952.15</b>                                 | <b>78,171.72</b>                       |
| <b>2</b> | <b>Segment Results After Provisions &amp; Before Tax</b> |   |   |   |  |  |  |
| A        | Treasury   | 855.74                                    | 1,371.97                                  | 405.32                                    | 2,911.59   | 2,766.35   | 1,828.42                               |
| B        | Corporate/Wholesale Banking                              | 419.33                                    | 571.09                                    | 128.44                                    | (89.84)  | (853.30)   | (930.38)                               |
| C        | Retail Banking   | (2,077.61)                                | 2,008.13                                  | 1,445.51                                  | 1,611.74   | 4,251.36   | 4,968.33                               |
| D        | Other Banking Business                                   | 429.77                                    | 229.77                                    | 292.50                                    | 802.68   | 618.73   | 920.14                                 |
| E        | Unallocated  | 1,864.00                                  | (1,864.00)                                | -   | -  | -  | (1,882.28)                             |
|          | <b>Total Profit Before Tax</b>                           | <b>1,491.23</b>                           | <b>2,316.96</b>                           | <b>2,271.77</b>                           | <b>5,236.17</b>                                  | <b>6,783.14</b>                                  | <b>4,904.23</b>                        |
| <b>3</b> | <b>Segment Assets</b>                                    |   |   |   |  |  |  |
| A        | Treasury   | 3,32,245.93                               | 3,09,333.77                               | 2,46,692.65                               | 3,32,245.93                                      | 2,46,692.65                                      | 3,20,153.31                            |
| B        | Corporate/Wholesale Banking                              | 2,57,565.28                               | 2,64,084.05                               | 2,49,875.22                               | 2,57,565.28                                      | 2,49,875.22                                      | 2,57,557.11                            |
| C        | Retail Banking   | 3,39,341.44                               | 3,26,607.56                               | 3,14,034.57                               | 3,39,341.44                                      | 3,14,034.57                                      | 3,28,156.61                            |
| D        | Other Banking Business                                   | 251.18                                    | 228.03                                    | 341.62                                    | 251.18   | 341.62   | 283.88                                 |
| E        | Unallocated  | 8,645.37                                  | 9,209.70                                  | 8,094.85                                  | 8,645.37   | 8,094.85   | 9,013.91                               |
|          | <b>Total</b>   | <b>9,38,049.20</b>                        | <b>9,09,463.11</b>                        | <b>8,19,038.91</b>                        | <b>9,38,049.20</b>                               | <b>8,19,038.91</b>                               | <b>9,15,164.82</b>                     |
| <b>4</b> | <b>Segment Liabilities</b>                               |   |   |   |  |  |  |
| A        | Treasury   | 2,43,362.89                               | 2,36,714.72                               | 2,31,645.58                               | 2,43,362.89                                      | 2,31,645.58                                      | 2,91,911.84                            |
| B        | Corporate/Wholesale Banking                              | 1,36,368.64                               | 1,39,630.17                               | 1,18,312.71                               | 1,36,368.64                                      | 1,18,312.71                                      | 1,32,443.67                            |
| C        | Retail Banking   | 4,57,427.74                               | 4,31,551.52                               | 3,82,661.35                               | 4,57,427.74                                      | 3,82,661.35                                      | 4,03,812.82                            |
| D        | Other Banking Business                                   | 73.75                                     | 71.99                                     | 57.10                                     | 73.75  | 57.10  | 63.49                                  |
| E        | Unallocated  | 1,999.48                                  | 3,830.92                                  | 164.33                                    | 1,999.48   | 164.33   | 1,985.15                               |
|          | <b>Total</b>   | <b>8,39,232.50</b>                        | <b>8,11,799.32</b>                        | <b>7,32,841.07</b>                        | <b>8,39,232.50</b>                               | <b>7,32,841.07</b>                               | <b>8,30,216.97</b>                     |
| <b>5</b> | <b>Capital and Other Reserves</b>                        | <b>98,816.70</b>                          | <b>97,663.79</b>                          | <b>86,197.84</b>                          | <b>98,816.70</b>                                 | <b>86,197.84</b>                                 | <b>84,947.85</b>                       |
| <b>6</b> | <b>Total (4 + 5)</b>                                     | <b>9,38,049.20</b>                        | <b>9,09,463.11</b>                        | <b>8,19,038.91</b>                        | <b>9,38,049.20</b>                               | <b>8,19,038.91</b>                               | <b>9,15,164.82</b>                     |



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Axis Bank Limited Group

UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31<sup>ST</sup> DECEMBER, 2020

(₹ in lacs)

| PARTICULARS   | FOR THE QUARTER ENDED 31.12.2020 | FOR THE QUARTER ENDED 30.09.2020 | FOR THE QUARTER ENDED 31.12.2019 | FOR THE NINE MONTHS ENDED 31.12.2020 | FOR THE NINE MONTHS ENDED 31.12.2019 | FOR THE YEAR ENDED 31.03.2020 |
|---|----------------------------------|----------------------------------|----------------------------------|--------------------------------------|--------------------------------------|-------------------------------|
|   | (Unaudited)                      | (Unaudited)                      | (Unaudited)                      | (Unaudited)                          | (Unaudited)                          | (Audited)                     |
| 1. Interest earned (a)+(b)+(c)+(d)  | 15,756.99                        | 16,299.76                        | 15,965.10                        | 48,855.94                            | 47,212.58                            | 63,715.68                     |
| (a) Interest/discount on advances/bills   | 11,788.55                        | 12,411.79                        | 12,522.65                        | 37,036.01                            | 36,433.78                            | 49,323.30                     |
| (b) Income on Investments   | 3,200.94                         | 3,112.39                         | 2,662.56                         | 9,295.21                             | 8,672.10                             | 11,279.34                     |
| (c) Interest on balances with Reserve Bank of India and other inter-bank funds    | 117.01                           | 260.13                           | 282.91                           | 817.16                               | 675.34                               | 1,098.71                      |
| (d) Others  | 650.49                           | 515.45                           | 496.98                           | 1,707.56                             | 1,431.36                             | 2,014.33                      |
| 2. Other Income   | 4,153.94                         | 4,147.03                         | 4,010.89                         | 10,963.55                            | 12,058.86                            | 16,341.99                     |
| 3. TOTAL INCOME (1+2)   | 19,910.93                        | 20,446.79                        | 19,975.99                        | 59,819.49                            | 59,271.44                            | 80,057.67                     |
| 4. Interest Expended  | 8,251.90                         | 8,863.38                         | 9,392.79                         | 26,798.70                            | 28,438.58                            | 37,995.94                     |
| 5. Operating expenses (i)+(ii)  | 5,248.94                         | 4,427.28                         | 4,647.02                         | 13,555.36                            | 12,913.55                            | 18,065.76                     |
| (i) Employees cost  | 1,817.37                         | 1,537.42                         | 1,478.72                         | 4,879.56                             | 4,300.73                             | 5,819.96                      |
| (ii) Other operating expenses   | 3,431.57                         | 2,889.86                         | 3,168.30                         | 8,675.80                             | 8,612.82                             | 12,245.80                     |
| 6. TOTAL EXPENDITURE (4+5) (Excluding Provisions and Contingencies)               | 13,500.84                        | 13,290.66                        | 14,039.81                        | 40,354.06                            | 41,352.13                            | 56,061.70                     |
| 7. OPERATING PROFIT (3-6) (Profit before Provisions and Contingencies)            | 6,410.09                         | 7,156.13                         | 5,936.18                         | 19,465.43                            | 17,919.31                            | 23,995.97                     |
| 8. Provisions (other than tax) and Contingencies (Net)                            | 4,625.68                         | 4,606.11                         | 3,487.23                         | 13,672.55                            | 10,881.69                            | 18,715.93                     |
| 9. Exceptional Items  | -                                | -                                | -                                | -                                    | -                                    | -                             |
| 10. Profit/(Loss) from Ordinary Activities before Tax (7-8-9)                     | 1,784.41                         | 2,550.02                         | 2,448.95                         | 5,792.88                             | 7,037.62                             | 5,280.04                      |
| 11. Tax expense   | 449.57                           | 700.97                           | 564.95                           | 1,500.89                             | 3,908.78                             | 3,401.29                      |
| 12. Net Profit/(Loss) from Ordinary Activities after Tax (10-11)                  | 1,334.84                         | 1,849.05                         | 1,884.00                         | 4,291.99                             | 3,128.84                             | 1,878.75                      |
| 13. Extraordinary Items (net of tax expense)                                      | -                                | -                                | -                                | -                                    | -                                    | -                             |
| 14. Net Profit/(Loss) for the period (12-13)                                      | 1,334.84                         | 1,849.05                         | 1,884.00                         | 4,291.99                             | 3,128.84                             | 1,878.75                      |
| 15. Share in Profit/(Loss) of Associate   | -                                | -                                | -                                | -                                    | -                                    | -                             |
| 16. Share of (Profit)/Loss of Minority Shareholders                               | (16.93)                          | (12.39)                          | (8.28)                           | (37.90)                              | (13.30)                              | (25.64)                       |
| 17. Consolidated Net Profit/(Loss) for the Group (14+15+16)                       | 1,317.91                         | 1,836.66                         | 1,875.72                         | 4,254.09                             | 3,115.54                             | 1,853.11                      |
| 18. Paid-up equity share capital (Face value ₹2/- per share)                      | 612.29                           | 612.03                           | 563.95                           | 612.29                               | 563.95                               | 564.34                        |
| 19. Reserves excluding revaluation reserves                                       |                                  |                                  |                                  |                                      |                                      | 85,776.09                     |
| 20. Analytical Ratios   |                                  |                                  |                                  |                                      |                                      |                               |
| (i) Percentage of Shares held by Government of India                              | Nil                              | Nil                              | Nil                              | Nil                                  | Nil                                  | Nil                           |
| (ii) Earnings per Share (EPS) for the year (before and after extraordinary items) |                                  |                                  |                                  |                                      |                                      |                               |
| - Basic   | 4.31                             | 6.22                             | 6.65                             | 14.44                                | 11.62                                | 6.83                          |
| - Diluted   | 4.30                             | 6.22                             | 6.63                             | 14.43                                | 11.58                                | 6.80                          |



MP



Notes:

1. Consolidated Statement of Assets and Liabilities of the group as on 31<sup>st</sup> December, 2020 is given below.

| Particulars  | (₹ in lacs)                     |                               |                                 |
|--|---------------------------------|-------------------------------|---------------------------------|
|  | As on 31.12.2020<br>(Unaudited) | As on 31.03.2020<br>(Audited) | As on 31.12.2019<br>(Unaudited) |
| <b>CAPITAL AND LIABILITIES</b>                         |                                 |                               |                                 |
| Capital  | 612,29                          | 564,34                        | 563,95                          |
| Reserves and Surplus                                   | 99,930,37                       | 85,776,09                     | 86,856,37                       |
| Minority Interest                                      | 154,76                          | 113,56                        | 97,92                           |
| Deposits   | 6,54,766,25                     | 6,42,157,21                   | 5,94,473,60                     |
| Borrowings   | 1,43,377,86                     | 1,55,180,17                   | 1,19,623,11                     |
| Other Liabilities and Provisions                       | 51,476,42                       | 44,080,44                     | 30,114,80                       |
| <b>TOTAL</b>   | <b>9,50,317,95</b>              | <b>9,27,871,81</b>            | <b>8,31,729,75</b>              |
| <b>ASSETS</b>  |                                 |                               |                                 |
| Cash and Balances with Reserve Bank of India           | 61,434,85                       | 84,959,27                     | 31,959,52                       |
| Balances with Banks and Money at Call and Short Notice | 13,255,09                       | 12,840,50                     | 10,319,35                       |
| Investments  | 1,96,971,03                     | 1,55,281,64                   | 1,54,834,41                     |
| Advances   | 5,92,557,70                     | 5,82,958,84                   | 5,61,870,92                     |
| Fixed Assets   | 4,361,07                        | 4,394,34                      | 4,294,44                        |
| Other Assets   | 81,738,21                       | 87,437,22                     | 68,451,11                       |
| <b>TOTAL</b>   | <b>9,50,317,95</b>              | <b>9,27,871,81</b>            | <b>8,31,729,75</b>              |

2. The above results represent the consolidated financial results of Axis Bank Limited and its subsidiaries.
3. The above results are prepared in accordance with the principle set out in Accounting Standard 21 - Consolidated Financial Statements as prescribed by The Institute of Chartered Accountants of India.
4. The financial statements of certain subsidiaries have been prepared in accordance with notified Indian Accounting Standards ('Ind-AS') with effect from 1 April, 2018. The financial statements of such subsidiaries used for consolidation of the consolidated financial results are special purpose financial statements prepared in accordance with Generally Accepted Accounting Principles in India ('GAAP') specified under section 133 of the Companies Act, 2013 read together with paragraph 7 of the Companies (Accounts) Rules, 2014 and the Companies (Accounting Standards) Amendment Rules, 2016.
5. In accordance with RBI circular DBR.No.BP.BC.1/21.06.201/2015-16 dated 1<sup>st</sup> July, 2015 on 'Basel III Capital Regulations' and RBI circular DBR.No.BP.BC.80/21.06.201/2014-15 dated 31<sup>st</sup> March, 2015 on 'Prudential Guidelines on Capital Adequacy and Liquidity Standards Amendments', banks are required to make Pillar 3 disclosures including leverage ratio and liquidity coverage ratio under the Basel III framework. The Bank has made these disclosures which are available on its website at the following link: <https://www.axisbank.com/shareholders-corner/regulatory-disclosure/basel-III-disclosures>. The disclosures have not been subjected to audit or limited review by the statutory auditors of the Bank.
6. COVID-19 virus, a global pandemic has affected the world economy including India. The extent to which the COVID-19 pandemic will impact the Bank's operations and asset quality will depend on the future developments, which are highly uncertain.

In accordance with the RBI guidelines on 'COVID-19 Regulatory Package' of 27<sup>th</sup> March, 2020, 17<sup>th</sup> April, 2020 and 23<sup>rd</sup> May, 2020, the Bank granted moratorium on repayment of instalments and/or interest, as applicable, due between 1<sup>st</sup> March, 2020 and 31<sup>st</sup> August, 2020 to all eligible borrowers. In respect of such accounts that were granted moratorium, the asset classification remained standstill during the moratorium period.

The Bank holds provisions as at 31<sup>st</sup> December, 2020 against the potential impact of COVID-19 based on the information available at this point in time. The provisions held by the Bank are in excess of the RBI prescribed norms.

7. The Honourable Supreme Court of India in a writ petition by Gajendra Sharma Vs Union of India & Anr vide its interim order dated 3<sup>rd</sup> September, 2020 has directed banks that the accounts which were not declared Non-Performing Asset (NPA) till 31<sup>st</sup> August, 2020 shall not be declared NPA till further orders, pending disposal of the case by Supreme Court. Pursuant to the said order, the Bank has not declared any account as NPA, which was not declared as NPA till 31<sup>st</sup> August, 2020 as per the RBI's Prudential Norms on Income Recognition, Asset Classification, and Provisioning pertaining to advances. However, as a prudent measure the Bank has created provisions for interest reversal and loan loss on the said accounts, per its extant policies as applicable to NPA's.

However, if the Bank had classified such borrower accounts as NPA after 31<sup>st</sup> August, 2020, the Bank's Gross NPA Ratio and Net NPA ratio would have been 4.55% and 1.19% respectively.

8. On 6<sup>th</sup> August 2020, the RBI has issued guidelines on 'Resolution Framework for COVID-19-related Stress' which enable lenders to implement a resolution plan in respect of eligible corporate exposures without change in ownership, and personal loans, while classifying such exposures as Standard, subject to specified conditions. As on 31<sup>st</sup> December, 2020, the Bank holds a provision (net of reversal) of ₹631 crores which is higher than the regulatory prescription for assets that restructured based on the aforesaid framework.



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9. Effective 1<sup>st</sup> April 2020, the Bank has carried out the following changes in its accounting policies:
- The Bank had a practice of recognizing fees on issuance of Letters of Credit and annual fees on Debit Cards on an upfront basis. The Bank changed this practice, from upfront recognition to amortization over the service period. As a result, other income for the nine months ended 31<sup>st</sup> December, 2020 is lower by ₹169 crores with a consequent reduction to the profit before tax.
  - The Bank continues to classify exposures as 'Red Flagged Accounts' in accordance with its prevailing internal framework. The Bank has introduced incremental provisioning on such exposures based on a time scale and on occurrence of predefined events. As a result, provisions and contingencies for the nine months ended 31<sup>st</sup> December, 2020 are higher by ₹51 crores with a consequent reduction to the profit before tax.
  - The Bank was recognizing net depreciation and ignoring net appreciation within class of investments in the Profit and Loss Account in accordance with RBI guidelines. The Bank has made two changes to its practice of recognizing depreciation on investments: (i) The Bank has elected to recognize the net depreciation on each class of investments under the residual category of 'Others' (i.e. mutual funds, PTCs, security receipts etc.), without availing the benefit of offset against gain in another class of investment within the 'Others' category. (ii) For standard investments classified as weak based on the Bank's internal framework, the Bank has elected to recognize the net depreciation on such investments without availing the benefit of set-off against appreciation within the same class of investments that is permitted by RBI. As a result, provisions and contingencies for the nine months ended 31<sup>st</sup> December, 2020 are higher by ₹31 crores with a consequent reduction to the profit before tax.
10. The above results have been approved by the Board of Directors of the Bank at its meeting held at Mumbai today.
11. These results for the quarter and nine months ended 31<sup>st</sup> December, 2020 have been subjected to a "Limited Review" by the statutory auditors of the Bank.
12. Previous period figures have been regrouped and reclassified, where necessary, to make them comparable with current period figures.





**Axis Bank Limited Group  
Segmental Results**

(₹ in lacs)

|  | FOR THE<br>QUARTER<br>ENDED<br>31.12.2020 | FOR THE<br>QUARTER<br>ENDED<br>30.09.2020 | FOR THE<br>QUARTER<br>ENDED<br>31.12.2019 | FOR THE<br>NINE<br>MONTHS<br>ENDED<br>31.12.2020 | FOR THE<br>NINE<br>MONTHS<br>ENDED<br>31.12.2019 | FOR THE<br>YEAR<br>ENDED<br>31.03.2020 |
|--|---|---|---|--|--|--|
|  | (Unaudited)                               | (Unaudited)                               | (Unaudited)                               | (Unaudited)                                      | (Unaudited)                                      | (Audited)                              |
| <b>1 Segment Revenue</b>                                   |   |   |   |  |  |  |
| A Treasury   | 4,715.76                                  | 5,289.12                                  | 5,449.79                                  | 15,416.55  | 18,145.16  | 23,166.66                              |
| B Corporate/Wholesale Banking                              | 7,046.95                                  | 7,208.40                                  | 7,471.79                                  | 21,430.06  | 22,320.62  | 30,297.73                              |
| C Retail Banking   | 15,737.66                                 | 15,956.30                                 | 15,767.55                                 | 47,213.48  | 45,213.26  | 61,491.25                              |
| D Other Banking Business                                   | 693.69                                    | 493.19                                    | 495.92                                    | 1,525.53   | 1,209.30   | 1,762.70                               |
| E Unallocated  | -   | -   | -   | -  | -  | -                                      |
| <b>Total</b>   | <b>28,194.06</b>                          | <b>28,947.01</b>                          | <b>29,185.05</b>                          | <b>85,585.62</b>                                 | <b>86,888.34</b>                                 | <b>1,16,718.34</b>                     |
| Less : Inter segment revenue                               | 8,283.13                                  | 8,500.22                                  | 9,209.06                                  | 25,766.13  | 27,616.90  | 36,660.67                              |
| <b>Income from Operations</b>                              | <b>19,910.93</b>                          | <b>20,446.79</b>                          | <b>19,975.99</b>                          | <b>59,819.49</b>                                 | <b>59,271.44</b>                                 | <b>80,057.67</b>                       |
| <b>2 Segment Results After Provisions &amp; Before Tax</b> |   |   |   |  |  |  |
| A Treasury   | 855.60                                    | 1,381.55                                  | 406.25                                    | 2,839.62   | 2,519.61   | 1,553.27                               |
| B Corporate/Wholesale Banking                              | 545.20                                    | 679.94                                    | 246.76                                    | 132.65   | (474.36)   | (507.82)                               |
| C Retail Banking   | (2,010.35)                                | 2,045.17                                  | 1,437.36                                  | 1,775.08   | 4,208.84   | 4,948.97                               |
| D Other Banking Business                                   | 529.96                                    | 307.36                                    | 358.58                                    | 1,045.53   | 783.53   | 1,167.90                               |
| E Unallocated  | 1,864.00                                  | (1,864.00)                                | -   | -  | -  | (1,882.28)                             |
| <b>Total Profit Before Tax</b>                             | <b>1,784.41</b>                           | <b>2,550.02</b>                           | <b>2,448.95</b>                           | <b>5,792.88</b>                                  | <b>7,037.62</b>                                  | <b>5,280.04</b>                        |
| <b>3 Segment Assets</b>                                    |   |   |   |  |  |  |
| A Treasury   | 3,31,088.32                               | 3,09,426.69                               | 2,45,690.12                               | 3,31,088.32                                      | 2,45,690.12                                      | 3,18,397.82                            |
| B Corporate/Wholesale Banking                              | 2,68,828.47                               | 2,73,647.39                               | 2,62,210.44                               | 2,68,828.47                                      | 2,62,210.44                                      | 2,70,594.74                            |
| C Retail Banking   | 3,40,815.94                               | 3,28,048.75                               | 3,14,957.04                               | 3,40,815.94                                      | 3,14,957.04                                      | 3,29,047.96                            |
| D Other Banking Business                                   | 925.63                                    | 813.89                                    | 771.48                                    | 925.63   | 771.48   | 803.57                                 |
| E Unallocated  | 8,659.59                                  | 9,223.51                                  | 8,100.67                                  | 8,659.59   | 8,100.67   | 9,027.72                               |
| <b>Total</b>   | <b>9,50,317.95</b>                        | <b>9,21,160.23</b>                        | <b>8,31,729.75</b>                        | <b>9,50,317.95</b>                               | <b>8,31,729.75</b>                               | <b>9,27,871.81</b>                     |
| <b>4 Segment Liabilities</b>                               |   |   |   |  |  |  |
| A Treasury   | 2,43,734.30                               | 2,37,740.96                               | 2,33,626.98                               | 2,43,734.30                                      | 2,33,626.98                                      | 2,93,396.41                            |
| B Corporate/Wholesale Banking                              | 1,44,513.68                               | 1,46,257.66                               | 1,24,337.14                               | 1,44,513.68                                      | 1,24,337.14                                      | 1,39,537.68                            |
| C Retail Banking   | 4,59,183.44                               | 4,33,817.80                               | 3,85,894.69                               | 4,59,183.44                                      | 3,85,894.69                                      | 4,06,283.36                            |
| D Other Banking Business                                   | 186.71                                    | 179.82                                    | 187.78                                    | 186.71   | 187.78   | 214.92                                 |
| E Unallocated  | 2,157.16                                  | 3,969.45                                  | 262.84                                    | 2,157.16   | 262.84   | 2,099.01                               |
| <b>Total</b>   | <b>8,49,775.29</b>                        | <b>8,21,965.69</b>                        | <b>7,44,309.43</b>                        | <b>8,49,775.29</b>                               | <b>7,44,309.43</b>                               | <b>8,41,531.38</b>                     |
| <b>5 Capital and Other Reserves</b>                        | <b>1,00,542.66</b>                        | <b>99,194.54</b>                          | <b>87,420.32</b>                          | <b>1,00,542.66</b>                               | <b>87,420.32</b>                                 | <b>86,340.43</b>                       |
| <b>6 Total (4 + 5)</b>                                     | <b>9,50,317.95</b>                        | <b>9,21,160.23</b>                        | <b>8,31,729.75</b>                        | <b>9,50,317.95</b>                               | <b>8,31,729.75</b>                               | <b>9,27,871.81</b>                     |



Place: Mumbai  
Date: 27<sup>th</sup> January, 2021

[www.axisbank.com](http://www.axisbank.com)

For and on behalf of the Board

AMITABH CHAUDHRY  
MD & CEO

# HARIBHAKTI & CO. LLP

Chartered Accountants

**Independent Auditor's Review Report on quarterly and year to date Unaudited Standalone Financial Results of Axis Bank Limited pursuant to the Regulation 33 of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015**

**To the Board of Directors**

**Axis Bank Limited**

1. We have reviewed the accompanying Statement of Unaudited Standalone Financial Results of **Axis Bank Limited** ("the Bank") for the quarter ended December 31, 2020 and for the period from April 1, 2020 to December 31, 2020 ("the Statement"), being submitted by the Bank pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, except for the disclosures relating to Pillar 3 disclosure as at December 31, 2020, including leverage ratio and liquidity coverage ratio under Basel III Capital Regulations as have been disclosed on the Bank's website and in respect of which a link has been provided in the Statement and have not been reviewed by us.
2. This Statement, which is the responsibility of the Bank's Management and approved by the Bank's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard 25 "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder, the relevant provisions of the Banking Regulation Act, 1949, the circulars, guidelines and directions issued by the Reserve Bank of India ("RBI") from time to time ("RBI Guidelines") and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of the Bank personnel and analytical procedures applied to financial data and thus provide less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
4. Based on our review conducted as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Accounting Standard, RBI Guidelines and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements)



Haribhakti & Co. LLP, Chartered Accountants Regn. No. AAC- 3768, a limited liability partnership registered in India (converted on 17th June, 2014 from a firm Haribhakti & Co. FRN: 103523W)  
Registered offices: 705, Leela Business Park, Andheri-Kurla Road, Andheri (E), Mumbai - 400 059, India. Tel: +91 22 6672 9999 Fax: +91 22 6672 9777  
Other offices: Ahmedabad, Bengaluru, Chennai, Coimbatore, Hyderabad, Kolkata, New Delhi, Pune.



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Regulations, 2015, as amended, including the manner in which it is to be disclosed, except for the disclosures relating to Pillar 3 disclosure as at December 31, 2020, including leverage ratio and liquidity coverage ratio under Basel III Capital Regulations as have been disclosed on the Bank's website and in respect of which a link has been provided in the Statement and have not been reviewed by us, or that it contains any material misstatement.

5. We draw attention to Note 5 to the Statement which explains that the extent to which COVID-19 pandemic will impact the Bank's operations and financial results is dependent on future developments, which are highly uncertain and Note 6 which describes impact on classification of certain loans as a consequence of the interim order dated September 3, 2020 of the Honorable Supreme Court of India.

Our report is not modified in respect of this matter.

For Haribhakti & Co. LLP  
Chartered Accountants  
ICAI Firm Registration No.103523W/W100048



Purushottam Nyati

Partner

Membership No.: 118970

UDIN: 21118970AAAA R9715



Place: Mumbai

Date: January 27, 2021

# HARIBHAKTI & CO. LLP

Chartered Accountants

**Independent Auditor's Review Report on quarterly and year to date Unaudited Consolidated Financial Results of Axis Bank Limited pursuant to the Regulation 33 of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015**

**To The Board of Directors**

**Axis Bank Limited**

1. We have reviewed the accompanying Statement of Unaudited Consolidated Financial Results of **Axis Bank Limited** ("the Parent" or "the Bank") and its subsidiaries (the Parent and its subsidiaries together referred to as "the Group") for the quarter ended December 31, 2020 and for the period from April 1, 2020 to December 31, 2020 ("the Statement"), being submitted by the Parent pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, except for the disclosures relating to Pillar 3 disclosure as at December 31, 2020, including leverage ratio and liquidity coverage ratio under Basel III Capital Regulations as have been disclosed on the Bank's website and in respect of which a link has been provided in the Statement and have not been reviewed by us.
2. This Statement, which is the responsibility of the Parent's Management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard 25 "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder, the relevant provisions of the Banking Regulation Act, 1949, the circulars, guidelines and directions issued by the Reserve Bank of India ("RBI") from time to time ("RBI Guidelines") and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of the personnel and analytical procedures applied to financial data and thus provide less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.





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4. The Statement includes the results of the following entities:

| Sr. No. | Name of the Entity                              | Relationship         |
|---------|---|----------------------|
| 1       | Axis Bank Limited                               | Parent               |
| 2       | Axis Capital Limited                            | Subsidiary           |
| 3       | Axis Trustee Services Limited                   | Subsidiary           |
| 4       | Axis Mutual Fund Trustee Limited                | Subsidiary           |
| 5       | Axis Assets Management Company Limited          | Subsidiary           |
| 6       | Axis Finance Limited*                           | Subsidiary           |
| 7       | Axis Securities Limited                         | Subsidiary           |
| 8       | Freecharge Payment Technologies Private Limited | Subsidiary           |
| 9       | Accelyst Solution Private Limited               | Subsidiary           |
| 10      | A. Treds Limited                                | Subsidiary           |
| 11      | Axis Bank UK Limited                            | Subsidiary           |
| 12      | Axis Capital USA LLC                            | Step down Subsidiary |

\*(After amalgamation of Axis Private Equity Limited as per NCLT order dated July 24, 2020 with effect from April 1, 2017)

5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of the other auditors referred to in paragraph 7 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Accounting Standard, RBI Guidelines and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, except for the disclosures relating to Pillar 3 disclosure as at December 31, 2020, including leverage ratio and liquidity coverage ratio under Basel III Capital Regulations as have been disclosed on the Bank's website and in respect of which a link has been provided in the Statement and have not been reviewed by us, or that it contains any material misstatement.

6. We draw attention to Note 6 to the Statement which explains that the extent to which COVID-19 pandemic will impact the Group's operations and financial results is dependent on future developments, which are highly uncertain and Note 7 which describes impact on classification of certain loans as a consequence of the interim order dated September 3, 2020 of the Honorable Supreme Court of India.

Our report is not modified in respect of this matter.

7. We did not review the interim financial results of 8 subsidiaries included in the unaudited consolidated financial results, whose interim financial results reflect total assets of Rs. 14,23,788.85 lacs as at December 31, 2020 and total revenues of Rs. 63,413.71 lacs and Rs. 1,62,734.16 lacs and total net profit after tax of Rs. 17,851.90 lacs and Rs. 34,354.15 lacs for the quarter ended December 31, 2020,



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Chartered Accountants

and for the period from April 1, 2020 to December 31, 2020, respectively, as considered in the unaudited consolidated financial results. These interim financial results have been reviewed by other auditors whose reports have been furnished to us by the Management and our report on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries is based solely on the reports of the other auditors and the procedures performed by us as stated in paragraph 3 above.

One of the above subsidiary is located outside India whose financial results have been prepared in accordance with accounting principles generally accepted in its country and which has been reviewed by other auditor under generally accepted auditing standards applicable in its country. The Parent's management has converted the financial results of such subsidiary located outside India from accounting principles generally accepted in its country to accounting principles generally accepted in India. We have reviewed these conversion adjustments made by the Parent's management. Our report in so far as it relates to the balances and affairs of such subsidiary located outside India is based on the report of other auditor and the conversion adjustments prepared by the management of the Parent and reviewed by us.

Our report on the Statement is not modified in respect of the above matter.

8. The unaudited consolidated financial results includes the interim financial results of 2 subsidiaries (including the step down subsidiary) which have not been reviewed/audited by their auditors, whose interim financial results reflect total assets of Rs. 491.17 lacs as at December 31, 2020 and total revenues of Rs. 75.56 lacs and Rs. 186.65 lacs and total net profit after tax of Rs. 7.27 lacs and Rs. 12.92 lacs for the quarter ended December 31, 2020 and for the period from April 1, 2020 to December 31, 2020, respectively, as considered in the unaudited consolidated financial results. According to the information and explanations given to us by the Management, these interim financial results are not material to the Group.

Our report on the Statement is not modified in respect of the above matter.

For Haribhakti & Co. LLP  
Chartered Accountants  
ICAI Firm Registration No.103523W/W100048

Purushottam Nyati  
Partner

Membership No.: 118970

UDIN: 21118970A A A A A 51515

Place: Mumbai

Date: January 27, 2021





**PRESS RELEASE**  
**AXIS BANK ANNOUNCES FINANCIAL RESULTS**  
**FOR THE QUARTER AND NINE MONTHS ENDED 31<sup>st</sup> DECEMBER 2020**

**Axis Bank reports Q3FY21 operating profit of ₹ 6,096 crores,  
Improving business momentum, prudence continues**

- 9MFY21 PAT of ₹3,911 cr up 30% YOY
- Net Interest Income up 14% YOY, NIM\* at 3.59 %, Fees up 5% YOY, Core Operating Profit up 10% YOY
- CASA and Retail TD (on QAB basis) grew 16% YOY, CASA ratio at 42%, improved 232 bps YOY, 158 bps QOQ
- Loan book (including TLTRO) grew by 9% YOY, Retail disbursements in Q3FY21 stood at all-time highs
- Market share in UPI and Mobile banking for 9MFY21 stood at 19% and 17%, Card spends up 28% QOQ.
- Improving asset quality, GNPA<sup>1</sup> at 3.44% / 4.55% decreased by 156 bps / 45 bps YOY, Restructured loans at 0.42%<sup>§</sup>
- Balance sheet strengthened, PCR improved to 75% from 60% YOY; CR<sup>2</sup> & SACR<sup>3</sup> improved to 116% & 2.08% YOY
- Capital adequacy ratio including profits for 9MFY21 at 19.31%, CET 1 ratio at 15.36%
- One Axis: Domestic subsidiaries growing, gaining market share and profits in 9MFY21 exceeding FY20 PAT

The Board of Directors of Axis Bank Limited approved the financial results for the quarter and nine months ended 31<sup>st</sup> December 2020 at its meeting held in Mumbai on Wednesday, 27<sup>th</sup> January 2021. The Accounts have been subjected to a Limited Review by the Bank's Statutory Auditors.

The last quarter saw several new initiatives by the Bank. It started with the festive campaign 'Dil Se Open Celebrations' with great offers for customers, providing them an opportunity to gift their loved ones and fulfilling their wishes. The Bank partnered with all major brands to offer exciting deals and discounts to Axis Bank cardholders through the 'Grab Deals' platform hosted on its website. Under One Axis solutions, the Bank offered special interest rates on home and auto loans, gold loans, as well as business loans.

Digital was the other focus area for the quarter. With rapid shift towards digital payments due to the pandemic and to cater to its growing consumer base, Axis Bank launched the 'ACE Credit Card' in collaboration with Google Pay and Visa. The Bank also launched 'Axis Bank Club Vistara Forex Card', the first-ever collaboration by a bank and an Indian airline for a co-branded forex card. The multicurrency forex card is designed to address the immediate needs of international travelers, offering unique features like loading up to 16 currencies on a single card, locked-in exchange rates and emergency assistance services.

The Bank strengthened its offerings to the MSME segment by launching an exclusive Business Credit Card to provide short term credit. Committed to the Government's vision of Digital India, Axis Bank was one of the first to go live as a Financial Information Provider (FIP) on RBI's Account Aggregator (AA) framework.

Amitabh Chaudhry, MD&CEO, Axis Bank said, "As the economy turns around, we see fresh enthusiasm and positivity returning to both retail and corporate business. Digital has been one of our biggest strengths and we have fortified it further. With new collaborations with the best brands in their respective fields, we have rolled out some of the most innovative products and services for our customers, with unique features and benefits."

\* Net Interest Margins; § as a % to gross customer assets

<sup>1</sup> GNPA% stated on (reported basis) / (per IRAC norms)

<sup>2</sup> Coverage Ratio (CR) = Aggregate provisions (specific + standard + additional + Covid) / IRAC GNPA

<sup>3</sup> Standard Asset Coverage Ratio (SACR) = (Standard asset provision + additional provision + Covid provision) / Standard loans

## Results at a Glance

- **Robust operating performance, Net Interest Income (NII) grew 14% YOY,**
  - Reported NII up 14% YOY; NII before interest reversal was up 19% YOY.
  - Reported NIM stood at 3.59% for Q3FY21, NIM before interest reversal was 3.89%
  - Fee income grew 5% YOY and 6% QOQ. Retail fee contributed 64% of overall fees
  - Operating profit grew 6% YOY to ₹6,096 crores, Core\* operating profit was up 10% YOY
  - PAT adversely impacted by ~ ₹1,050 crores on account of prudent expense and provisioning charges in Q3
- **Steady growth in stable and granular retail deposits**
  - On QAB<sup>1</sup> basis, CASA plus Retail term deposits grew 16% YOY. CASA ratio at 42%, improved 232 bps YOY and 158 bps QOQ, led by our focus on deepening and premiumisation
  - On QAB basis, SA grew 14% YOY & 4% QOQ, Retail SA grew 20% YOY, CA grew 15% YOY & 4% QOQ
- **Well capitalized with adequate liquidity buffers**
  - Overall capital adequacy (incl. profits for 9MFY21) at 19.31% with CET 1 ratio of 15.36% as of Q3FY21 end
  - Average LCR<sup>2</sup> during Q3FY21 was 106% with exit LCR ~ 119%, excess SLR of ₹51,886 crores
- **Balanced performance across business segments**
  - Loan book (including TLTRO<sup>^</sup> investments) grew by 9% YOY
  - Retail loans grew 9% YOY and 4% QOQ; 81% of the Retail book is secured
  - Retail disbursements for the quarter were at all-time highs. Disbursements in secured segments like HL, LAP & Auto grew 23% YOY, 11% YOY and 10% YOY respectively, SBB disbursements grew 35% YOY
  - Corporate loans (including TLTRO investments) grew 11% YOY, SME loan book grew 6% QOQ
- **Retain leadership position in Digital**
  - 19% market share in UPI transactions and 17% in Mobile Banking for 9MFY21 period; total Card spends were up 28% QOQ with Credit Card spends up 31% QOQ
  - For 9MFY21 period, digital contribution in sourcing of saving accounts improved YOY to 71% from 59% and that for disbursements of personal loans increased to 56% from 43%.
- **Strengthening and de-risking of balance sheet, visible through improving asset quality metrics**
  - NNPA<sup>1</sup> at 0.74% / 1.19%, PCR<sup>2</sup> increased to 79% / 75% from 60% YOY
  - Cumulative provisions (standard + additional other than NPA) translate to 2.08% of our standard loans
  - On an aggregated basis (specific+ standard+ additional + Covid), our coverage ratio stands at 116% of GNPA as at end of 31<sup>st</sup> December, 2020
- **Bank's domestic subsidiaries delivered strong results with reported total PAT exceeding FY20 profits<sup>§</sup>**
  - Cumulative 9MFY21 PAT at ₹541 crores, up 72% YOY
  - Axis AMC's net profit for 9MFY21 more than doubled YOY to ₹164 crores, AAUM growth of 44% YOY
  - Axis Securities PAT for 9MFY21 period at ₹118 crores was 7x of its FY20 PAT
  - Axis Capital 9MFY21 PAT stood at ₹88 crores, up 17% YOY.
  - Axis Finance PAT for 9MFY21 was ₹139 crores; asset quality remains stable, with nil restructuring

\* Excluding trading profit and gain / loss on capital repatriated from overseas branch

<sup>^</sup> Targeted long term repo operations

<sup>§</sup> Figures of subsidiaries are as per Indian GAAP, as used for consolidated financial statements of the Group

<sup>1</sup> QAB – Quarterly Average Balance

<sup>2</sup> LCR – Liquidity Coverage Ratio

<sup>3</sup> NNPA% stated on (reported basis) / (per IRAC norms)

<sup>4</sup> PCR% stated on (reported basis) / (per IRAC norms)



### **Basis of Preparation and Prudence**

The financial results of the Bank for the quarter have been prepared in accordance with extant IRAC norms. Thus, interest and fee reversals per IRAC norms (including on assets not classified as NPA per Supreme Court judgment) have been reduced from the interest and fee income respectively. Provisions on loans (including on assets not classified as NPA per Supreme Court judgment) are recorded in the provisions line. The Supreme Court dispensation on asset classification has been used for financial results preparation only to the limited extent of reported GNPA and NNPA ratio. Reported profits after tax for the quarter are adversely impacted to the extent of ~ ₹1,050 crores on account of prudent expenses and provisioning charges during the quarter.

### **Profit & Loss Account: Period ended 31<sup>st</sup> December 2020**

#### **Operating Profit and Net Profit**

The Bank's operating profit for the quarter grew 6% YOY to ₹6,096 crores. The core operating profit for the quarter grew 10% YOY to ₹5,754 crores. Net profit for Q3FY21 stood at ₹1,117.

#### **Net Interest Income and Net Interest Margin**

The Bank's Net Interest Income (NII) grew 14% YOY to ₹7,373 crores in Q3FY21 from ₹6,453 crores in Q3FY20. NII before interest reversals grew 19% YOY to ₹7,987 crores. Net interest margin (NIM) for Q3FY21 was 3.59% as against 3.57% for Q3FY20. NIM before interest reversals stood at 3.89%.

#### **Other Income**

Fee income for Q3FY21 stood at ₹2,906 crores, up 5% YOY. Retail fees grew 8% QOQ and constituted 64% of the Bank's total fee income. The Corporate & commercial banking fee grew 15% YOY. The trading profits and miscellaneous income for the quarter stood at ₹367 crores and ₹503 crores, respectively. Overall, non-interest income (comprising of fee, trading profit and miscellaneous income) for Q3FY21 stood at ₹3,776 crores, as compared to ₹3,787 crores in Q3FY20.

#### **Provisions and contingencies**

Specific Loan Loss Provisions for Q3FY21 were ₹1,053 crores, compared to ₹2,962 crores in Q3 last year. The Bank has made provisions on 90+ DPD accounts not classified as NPA pursuant to the Supreme Court judgment, at rates that would have applied to these accounts per extant provisioning rules for NPA in the Banks, amounting to ₹3,899 crores during the quarter. The Bank holds cumulative provisions (standard + additional other than NPA) of ₹11,856 crores at the end of Q3FY21. It is pertinent to note that this is over and above the NPA provisioning included in our PCR calculations. These cumulative provisions translate to a standard asset coverage of 2.08% as on 31<sup>st</sup> December, 2020. On an aggregated basis, our provision coverage ratio (including specific + standard + additional + Covid provisions) stands at 116% of IRAC GNPA per IRAC as on 31<sup>st</sup> December, 2020.

**9MFY21 Financial Performance:**

Net Interest Income for 9MFY21 grew 18 % YOY to ₹21,684 crores from ₹18,398 crores. The Operating expenses grew by 5% YOY and the cost to assets ratio stood at 1.96%. Operating profit grew by 7% YOY to ₹18,838 crores from ₹17,587 crores in 9MFY20. Total provisions for 9MFY21 stood at ₹13,601 crores, up 26% over the same period last fiscal. Net Profit for 9MFY21 grew 30% to ₹3,911 crores from ₹3,015 crores in 9MFY20.

**Balance Sheet: As on 31<sup>st</sup> December 2020**

The Bank's balance sheet grew 15% YOY and stood at ₹9,38,049 crores as on 31<sup>st</sup> December 2020. The total deposits grew by 11% on period end basis and by 8% YOY on quarterly average balance (QAB) basis. On a QAB basis, Savings account deposits grew 14% YOY and 4% QOQ, Retail Savings Deposits grew 20% YOY, Current Account deposits grew 15% YOY and Retail Term Deposits grew 17% YOY. CASA and Retail Term Deposits on QAB basis put together grew 16% YOY. The share of CASA plus Retail TD in total deposits on QAB basis was up 574 bps YOY and 175 bps QOQ to 86% as of 31<sup>st</sup> December 2020.

The Bank's advances including TLTRO investments grew 9% YOY to ₹600,835 crores as on 31<sup>st</sup> December 2020. The Bank's loan to deposit ratio stood at 89%. Retail loans grew 9% YOY to ₹3,17,894 crores and accounted for 55% of the net advances of the Bank. The share of secured loans was 81% with home loans comprising 36% of the Retail book. Retail disbursements touched all-time highs led by higher contribution from secured loan segments. Disbursements in secured segments like HL, LAP & Auto grew 23% YOY, 11% YOY and 10% YOY respectively, SBB disbursements grew 35% YOY. SME loan book grew 6% QOQ to ₹63,969 crores. 91% of the SME book is secured with predominantly working capital financing, and is well diversified across geographies and sectors. Corporate loan book including TLTRO investments grew by 11% YOY. 83% of Corporate book is now rated A- and above with 94% of incremental sanctions in 9MFY21 being to corporates rated A- and above.

The book value of the Bank's Investments portfolio as on 31<sup>st</sup> December 2020, was ₹1,98,346 crores, of which ₹1,58,784 crores were in government securities, while ₹31,183 crores were invested in corporate bonds and ₹8,379 crores in other securities such as equities, mutual funds, etc. Out of these, 82% are in held till maturity (HTM) category, while 15% of investments are available for sale (AFS) and 3% are in held for trading (HFT) category.

**Digital**

Axis Bank continues to remain among the top players in the Digital banking space.

- 179% - YOY growth in mobile banking transaction volumes in Q3FY21, with market share of 17%
- 166% - YOY growth in total UPI transaction value in Q3FY21, with market share of 19%
- 88% - Share of digital transactions in the Bank's overall transaction mix during Q3FY21
- 73% - Bank's active customers that were digitally active in Q3FY21



- 72% - Fixed deposits (by volume) opened digitally during 9MFY21
- 71% - SA accounts opened digitally through tab banking in 9MFY21
- 71% - Credit cards sourced through digital channels in 9MFY21
- 56% - Personal loan disbursements through digital channels in 9MFY21
- 36% - New mutual fund SIPs sourced through digital channels in 9MFY21
- 28% - QOQ growth in total card spends (including debit card and credit cards)

The Bank has invested heavily in building digital capabilities and has over 800 people dedicated to the digital agenda. The Bank's focus remains on reimagining end-end journeys, transforming the core and becoming a partner of choice for ecosystems.

### **Wealth Management Business – Burgundy**

The Bank's wealth management business has seen strong growth and is among the largest in India with assets under management of over ₹1,94,517 crores as at end of December 2020. Burgundy Private that was launched in December 2019 for the high and ultra-high net worth clients, has scaled up rapidly to cover over 1,415 families with assets of ₹43,579 crores as at 31<sup>st</sup> December, 2020.

### **Capital Adequacy and Shareholders' Funds**

The shareholders' funds of the Bank grew 15% YOY and stood at ₹98,817 crores as on 31<sup>st</sup> December 2020. Under Basel III, the Capital Adequacy Ratio (CAR) and CET1 ratio as on 31<sup>st</sup> December 2020 including 9MFY21 profits were 19.31% and 15.36% respectively. The Book value per equity share increased from ₹319 as of 30<sup>th</sup> September, 2020 to ₹323 as of 31<sup>st</sup> December 2020.

### **Asset Quality**

As on 31<sup>st</sup> December 2020, the Bank's reported Gross NPA and Net NPA levels were 3.44% and 0.74% respectively as against 4.18% and 0.98% as on 30<sup>th</sup> September 2020.

Absent the standstill to asset classification post August 31, 2020 pursuant to the Supreme Court judgment, the Bank would have been required to report GNPA per RBI's extant IRAC norms for asset classification. The GNPA ratio as per said IRAC norms as on 31<sup>st</sup> December, 2020 would have been 4.55% and Net NPA ratio would have been 1.19%. This reflects decline of 45 bps and 90 bps respectively on a YOY basis and an increase of 27 bps and 16 bps on GNPA and NNPA respectively on a sequential basis.

The reported gross slippages for quarter were almost nil, since the entire quarter was subject to the standstill benefit, pursuant to the Supreme Court decision. Gross slippages during the quarter per IRAC norms were ₹6,736 crores, compared to ₹1,572 crores during Q2FY21 and ₹6,214 crores in Q3FY20. Slippages from the loan book per IRAC norms were at ₹6,499 crores and that from investment exposures stood at ₹236 crores. Recoveries and upgrades from NPAs per IRAC during the quarter were ₹905 crores while write-offs were ₹4,258 crores. Consequently, there was net slippages in NPAs

per IRAC (before write-offs) for the quarter of ₹5,831 crores as compared to ₹3,792 crores in Q3FY20 and negative net slippages of ₹276 crores in Q2FY21.

As on 31<sup>st</sup> December 2020, the Bank's provision coverage, as a proportion of Gross NPAs stood at 79%, as compared to 60% as at 31<sup>st</sup> December 2019 and 77% as at 30<sup>th</sup> September 2020.

The restructured loans as at 31<sup>st</sup> December, 2020 stood at ₹2,709 crores that translates to 0.42% of the gross customer assets.

### **Network**

As on 31<sup>st</sup> December 2020, the Bank had a network of 4,586 domestic branches and extension counters situated in 2,586 centres compared to 4,415 domestic branches and extension counters situated in 2,521 centres as at end of 31<sup>st</sup> December 2019. As on 31<sup>st</sup> December 2020, the Bank had 11,629 ATMs and 5,625 cash recyclers spread across the country.

### **Key Subsidiaries' Performance**

The Bank's domestic subsidiaries delivered strong performance with reported total PAT of ₹541 crores, up 72% YOY and exceeding full year FY20 profits.

- Axis AMC's average AUM for the quarter grew by 44% YOY to ₹1,77,474 crores and its 9MFY21 PAT grew 140% YOY to ₹164 crores from ₹68 crores in 9MFY20.
- Axis Securities' broking revenues for 9MFY21 grew 130% YOY to ₹293 crores, while its net profit for 9MFY21 at ₹118 crores was over 7x of its full year FY20 PAT.
- Axis Finance's 9MFY21 PAT was ₹139 crores. Axis Finance remains well capitalized with Capital Adequacy Ratio of 21.7%. The asset quality metrics remain stable with net NPA at 1.7%
- Axis Capital's 9MFY21 PAT stood at ₹88 crores. Axis Capital completed 37 transactions in 9MFY21 comprising 31 ECM transactions that included highly successful QIPs in financial services space.



₹ crore

| Financial Performance                           | Q3FY21 | Q3FY20 | % Growth | 9MFY21 | 9MFY20 | % Growth |
|---|--------|--------|----------|--------|--------|----------|
| Net Interest Income                             | 7,373  | 6,453  | 14%      | 21,684 | 18,398 | 18%      |
| Net Interest Income (before interest reversals) | 7,987  | 6,725  | 19%      | 22,531 | 19,118 | 18%      |
| Other Income                                    | 3,776  | 3,787  | (0.3%)   | 10,170 | 11,551 | (12%)    |
| - Fee Income                                    | 2,906  | 2,775  | 5%       | 7,310  | 8,087  | (10%)    |
| - Trading Income                                | 367    | 515    | (29%)    | 1,758  | 2,156  | (18%)    |
| - Miscellaneous Income                          | 503    | 497    | 1%       | 1,102  | 1,308  | (16%)    |
| Operating Revenue                               | 11,149 | 10,240 | 9%       | 31,854 | 29,950 | 6%       |
| Core Operating Revenue*                         | 10,808 | 9,725  | 11%      | 30,085 | 27,794 | 8%       |
| Operating Expenses                              | 5,053  | 4,497  | 12%      | 13,017 | 12,363 | 5%       |
| Operating Profit                                | 6,096  | 5,743  | 6%       | 18,838 | 17,587 | 7%       |
| Core Operating Profit*                          | 5,754  | 5,228  | 10%      | 17,069 | 15,431 | 11%      |
| Net Profit/(Loss)                               | 1,117  | 1,757  | (36%)    | 3,911  | 3,015  | 30%      |
| EPS Diluted (₹) annualized                      | 14.47  | 24.71  |          | 17.61  | 14.91  |          |
| Return on Average Assets (annualized)           | 0.48%  | 0.86%  |          | 0.56%  | 0.50%  |          |
| Return on Equity (annualized)                   | 4.91%  | 8.83%  |          | 6.13%  | 5.86%  |          |

\* excluding trading profit and gain/loss on capital repatriated from overseas branch

₹ crore

| Balance Sheet   | As on                        | As on                        |
|---|------------------------------|------------------------------|
|   | 31 <sup>st</sup> December'20 | 31 <sup>st</sup> December'19 |
| <b>CAPITAL AND LIABILITIES</b>  |                              |                              |
| Capital   | 612                          | 564                          |
| Reserves & Surplus  | 98,205                       | 85,634                       |
| Deposits  | 6,54,140                     | 5,91,676                     |
| Borrowings  | 1,35,666                     | 1,12,007                     |
| Other Liabilities and Provisions  | 49,426                       | 29,158                       |
| <b>Total</b>  | <b>9,38,049</b>              | <b>8,19,039</b>              |
| <b>ASSETS</b>   |                              |                              |
| Cash and Balances with RBI and Banks and Money at Call and Short Notice | 72,691                       | 41,311                       |
| Investments   | 1,98,346                     | 1,55,979                     |
| Advances  | 5,82,754                     | 5,50,138                     |
| Fixed Assets  | 4,277                        | 4,204                        |
| Other Assets  | 79,981                       | 67,407                       |
| <b>Total</b>  | <b>9,38,049</b>              | <b>8,19,039</b>              |

₹ crore

| Business Performance   | As on<br>31 <sup>st</sup> December'20 | As on<br>31 <sup>st</sup> December'19 | %<br>Growth |
|--|---------------------------------------|---------------------------------------|-------------|
| Total Deposits (i)+(ii)  | 6,54,140                              | 5,91,676                              | 11%         |
| (i) Demand Deposits  | 2,82,392                              | 2,43,748                              | 16%         |
| - Savings Bank Deposits  | 1,89,814                              | 1,65,353                              | 15%         |
| - Current Account Deposits                                       | 92,578                                | 78,395                                | 18%         |
| Demand Deposits as % of Total Deposits                           | 43%                                   | 41%                                   |             |
| (ii) Term Deposits   | 3,71,748                              | 3,47,928                              | 7%          |
| - Retail Term Deposits   | 2,81,101                              | 2,39,245                              | 17%         |
| - Non Retail Term Deposits                                       | 90,647                                | 1,08,683                              | (17%)       |
| Demand Deposits on a Quarterly Daily Average Basis (QAB)         | 2,58,827                              | 2,26,488                              | 14%         |
| Demand Deposits as % of Total Deposits (QAB)                     | 42%                                   | 40%                                   |             |
| Net Advances (a) +(b) + (c)                                      | 5,82,754                              | 5,50,138                              | 6%          |
| (a) Corporate  | 2,00,891                              | 1,96,843                              | 2%          |
| (b) SME  | 63,969                                | 61,741                                | 4%          |
| (c) Retail   | 3,17,894                              | 2,91,554                              | 9%          |
| Investments  | 1,98,346                              | 1,55,979                              | 27%         |
| Balance Sheet Size   | 9,38,049                              | 8,19,039                              | 15%         |
| Gross NPA as % of Gross Customer Assets                          | 3.44%                                 | 5.00%                                 |             |
| Net NPA as % of Net Customer Assets                              | 0.74%                                 | 2.09%                                 |             |
| Equity Capital   | 612                                   | 564                                   |             |
| Shareholders' Funds  | 98,817                                | 86,198                                |             |
| Capital Adequacy Ratio (Basel III)                               | 18.68%                                | 18.20%                                |             |
| - Tier I   | 15.85%                                | 15.02%                                |             |
| - Tier II  | 2.83%                                 | 3.18%                                 |             |
| Capital Adequacy Ratio (Basel III) (including net profit for 9M) | 19.31%                                | 18.72%                                |             |
| - Tier I   | 16.48%                                | 15.54%                                |             |
| - Tier II  | 2.83%                                 | 3.18%                                 |             |



*A presentation for investors is being separately placed on the Bank's website: [www.axisbank.com](http://www.axisbank.com).*

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*For investor queries, please contact Mr. Abhijit Majumder at 91-22-24254672 or email: [Abhijit.Majumder@axisbank.com](mailto:Abhijit.Majumder@axisbank.com)*

### **Safe Harbor**

*Except for the historical information contained herein, statements in this release which contain words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", "seek to", "future", "objective", "goal", "strategy", "philosophy", "project", "should", "will pursue" and similar expressions or variations of such expressions may constitute "forward-looking statements". These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, future levels of non-performing loans, our growth and expansion, the adequacy of our allowance for credit losses, our provisioning policies, technological changes, investment income, cash flow projections, our exposure to market risks as well as other risks. Axis Bank Limited undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.*



# Investor Presentation

*Quarterly Results Q3FY21*





# Axis Bank at a glance



## Axis Bank



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

**4,586**  
Branches\*

**77,000+**  
Employees

**4<sup>th</sup>** straight year  
Constituent of FTSE 4Good EI ^

## Market Share



### Traditional Banking Segment

**5.1%**  
Assets~

**4.6%**  
Deposits #

**5.6%**  
Advances #

### Digital Banking Segment

**19%**  
UPI\*\*

**17%**  
Mobile\*\*

**11%**  
CIF^^

## Profitability



**3.59%**  
Net Interest Margin<sup>1</sup>

**1.96%**  
Cost to Assets<sup>1</sup>

**2.60%**  
Operating Profit Margin<sup>1</sup>

## Balance Sheet



**19.31% | 15.36%**  
CAR\*\*\* CET 1

**₹ 11,856 Cr**  
Cumulative provisions  
(standard + additional non-NPA)

**79% | 0.74%**  
PCR Net NPA®

## Key Subsidiaries



**1<sup>st</sup>**  
Axis Capital's position  
in ECM<sup>§</sup>

**130%**  
Growth in Axis Securities  
Broking revenue (9MFY21)

**44%**  
Growth in Axis AMC's  
client folios YoY

**21.7%**  
Axis Finance's Capital  
Adequacy Ratio

# Major highlights of Q3FY21

Steady performance for the quarter, incorporating the impact of income de-recognition and provisions per IRAC norms and prudent accounting practices towards further strengthening of balance sheet



## Steady growth in stable and granular retail deposits continues to aid loan growth

- Loan book (including TLTRO) grew by 9% YOY
- On QAB basis, CASA and RTD deposits grew 16% YOY. CASA ratio at 42%, improved 232 bps YOY and 158 bps QOQ
- On QAB basis, SA grew 14% YOY and 4% QOQ, Retail SA grew 20% YOY, CA grew 15% YOY and 4% QOQ
- Retail SA witnessed broad based growth of 19% YOY led by our focus on deepening and premiumisation

## Robust operating performance

- Reported NII up 14% YOY; NII before interest reversal was up 19% YOY.
- Reported NIM stood at 3.59% for Q3FY21, NIM before interest reversal stood at 3.89%
- Fee income grew 5% YOY and 6% QOQ. Retail fee contributed 64% of overall fees
- Operating profit grew 6% YOY to ₹6,096 crores, Core\* operating profit was up 10% YOY

## Well capitalized with adequate liquidity buffers

- Overall capital adequacy (incl. profit for 9M) stood at 19.31% with CET 1 ratio of 15.36% as at the end of Dec'20
- Average Liquidity Coverage Ratio (LCR) during Q3FY21 was 106%, exit LCR at the end of Q3 FY21 was ~ 119%
- Average excess SLR during Q3FY21 was ₹51,886 crores

## Balanced performance across business segments

- Retail loans grew 9% YOY and 4% QOQ, 81% of Retail book is secured,
- Disbursements in secured segments like HL, LAP & Auto were up 23% YOY, 11% YOY and 10% YOY, SBB disbursement up 35% YOY
- Corporate loans (incl. TLTRO investments) grew 11% YOY, SME loans grew 6% QOQ and are 91% secured
- 94% of incremental sanctions in Corporate were A- and above

## Maintain leadership position in Digital

- For 9MFY21 period, the Bank retains leadership position in Digital with 19% market share in UPI transactions & 17% in Mobile Banking
- Our focus is on reimagining end-end journeys, transforming our core and becoming a partner of choice for ecosystems

## Strengthening and derisking of Balance Sheet

- GNPA declined from 5.00% to 3.44% YoY, absent standstill benefit GNPA declined from 5.00% to 4.55% YOY
- PCR absent standstill benefit at 75%, improved 15% YOY,
- SACR improved from 0.74% to 2.08% YOY and Coverage ratio improved from 74% to 116% YOY
- Limited restructured loans at 0.42% of GCA, overall provision coverage of 26%, unsecured retail provided at 100%

## Our key subsidiaries have delivered strong performance

- Axis AMC's PAT for 9MFY21 grew 140% YOY to ₹164 crores
- Axis Securities PAT for 9MFY21 period at ₹118 crores was over 7x of its full year FY20 PAT
- Axis Finance asset quality metrics remain stable with net NPA of 1.7%, nil restructuring
- Axis Capital completed 37 transactions in 9MFY21

The domestic subsidiaries reported a total PAT of Rs 541 crores in 9MFY21, up 72% YOY and already at 113% of total subsidiary FY20 profits

QAB: Quarterly Average Balance

\*Operating profit excluding trading profit and exchange gain on capital repatriated from overseas branch

Coverage Ratio = Aggregate provisions (specific + standard + additional + Covid) / IRAC GNPA

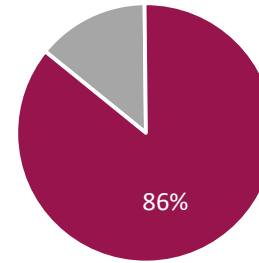
Standard Assets Coverage Ratio (SACR) = Standard asset provisions plus additional provisions plus Covid provision / Standard loans

# Key metrics for Q3FY21

## Snapshot (As on 31<sup>st</sup> December 2020)



Deposits<sup>^</sup> ↑ 11% YOY

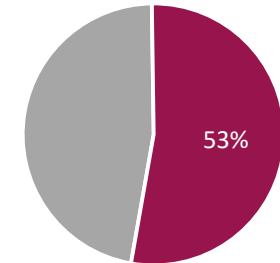


■ CASA + RTD

↑ 16% YOY (QAB#)  
↑ 17% YOY (End Balance)

#QAB – Quarterly Average Balance

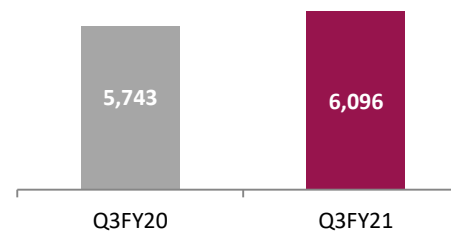
Advances (incl TLTRO) ↑ 9% YOY



■ Retail Advances  
↑ 9% YOY

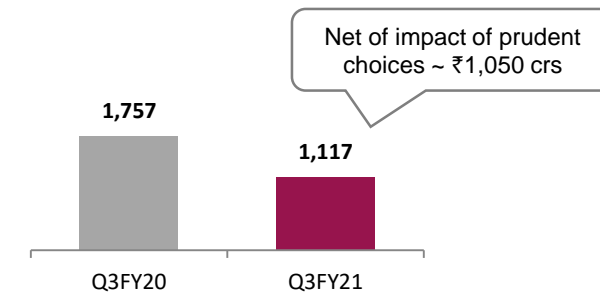
Operating Profit (in ₹ Crores)

↑ 6% YOY



Profit After Tax (in ₹ Crores)

↓ 36% YOY



Profit & Loss

Balance Sheet

Key Ratios

|                     | Absolute (Rs. Cr) |        | YOY Growth |        |
|---------------------|-------------------|--------|------------|--------|
|                     | Q3FY21            | 9MFY21 | Q3FY21     | 9MFY21 |
| Net Interest Income | 7,373             | 21,684 | 14%        | 18%    |
| Fee Income          | 2,906             | 7,310  | 5%         | (10%)  |
| Operating Expenses  | 5,053             | 13,017 | 12%        | 5%     |
| Operating Profit    | 6,096             | 18,838 | 6%         | 7%     |
| Net Profit          | 1,117             | 3,911  | (36%)      | 30%    |

|                             | Q3FY21       | YOY Growth |
|-----------------------------|--------------|------------|
|                             | Total Assets | 9,38,049   |
| Net Advances                | 5,82,754     | 6%         |
| Total Deposits <sup>^</sup> | 6,54,140     | 11%        |
| Shareholders' Funds         | 98,817       | 15%        |

|                                   | Q3FY21 / 9MFY21                       | Q3FY20 / 9MFY20 |
|-----------------------------------|---------------------------------------|-----------------|
|                                   | Diluted EPS (Annualised in ₹) (Q3/9M) | 14.47 / 17.61   |
| Book Value per share (in ₹)       | 323                                   | 306             |
| ROA (Annualised) (Q3/9M)          | 0.48 / 0.56                           | 0.86 / 0.50     |
| ROE (Annualised) (Q3/9M)          | 4.91 / 6.13                           | 8.83 / 5.86     |
| Gross NPA Ratio                   | 3.44%                                 | 5.00%           |
| Net NPA Ratio                     | 0.74%                                 | 2.09%           |
| Basel III Tier I CAR <sup>1</sup> | 16.48%                                | 15.54%          |
| Basel III Total CAR <sup>1</sup>  | 19.31%                                | 18.72%          |

<sup>^</sup> period end balances

<sup>1</sup> including profit for 9M



## Financial Highlights

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Other important information

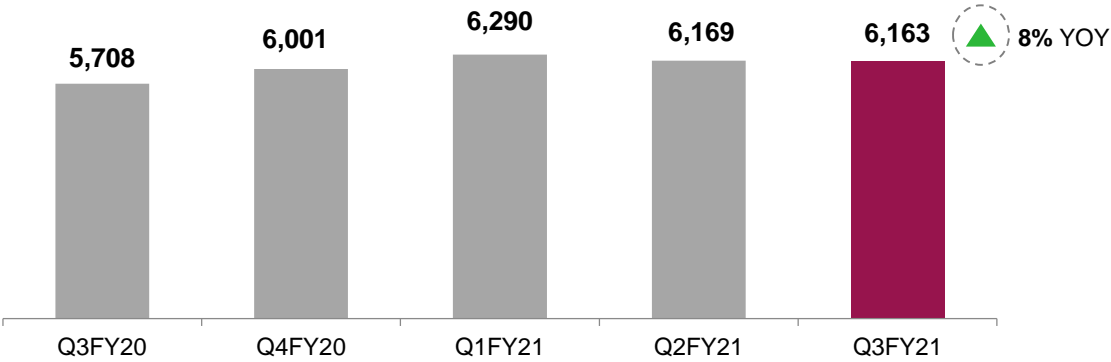
55

# Steady growth in granular deposits continue to drive loan growth



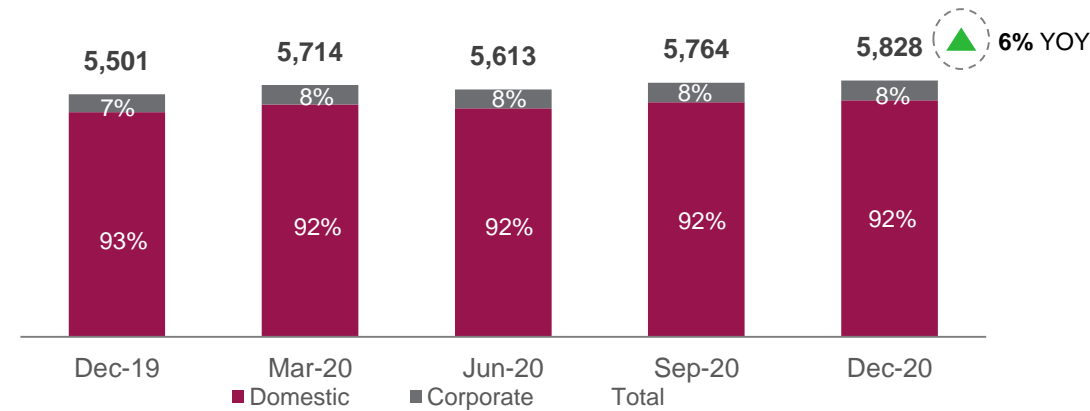
All figures in ₹ Billion

## Deposits (QAB)<sup>^</sup>



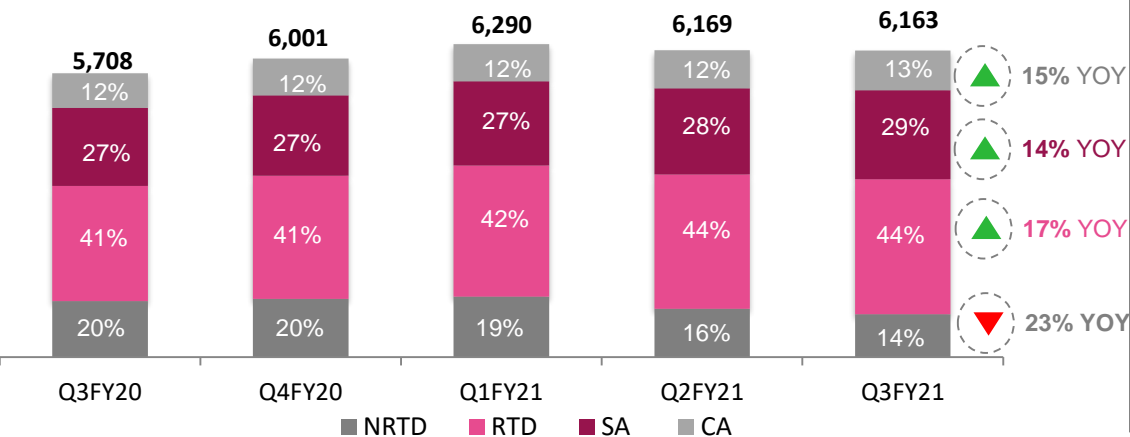
## Loans

Our overall loan book (including TLTRO investments) grew by 9% YOY

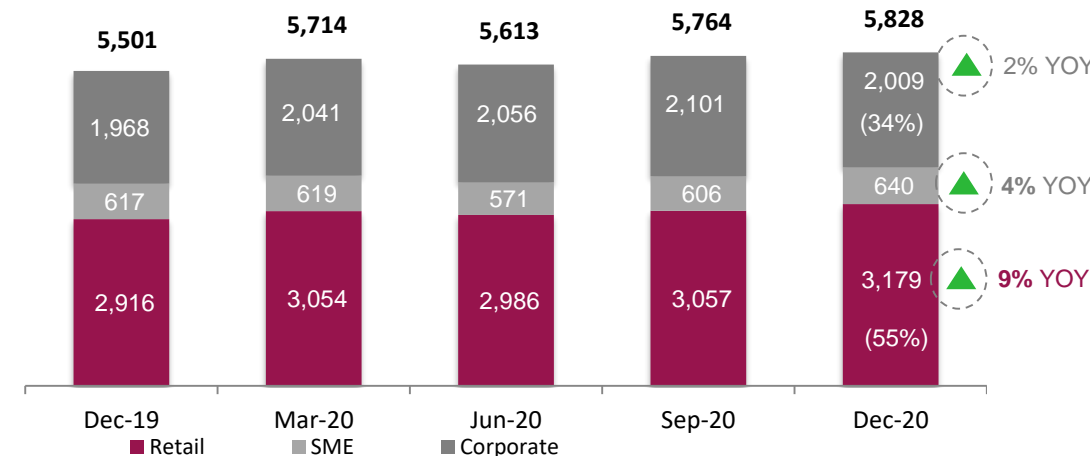


## Deposit mix (QAB)<sup>^</sup>

Granular deposits comprising of CA, SA and RTD grew by 16% YOY



## Segment loan mix



<sup>^</sup> Quarterly Average Balance

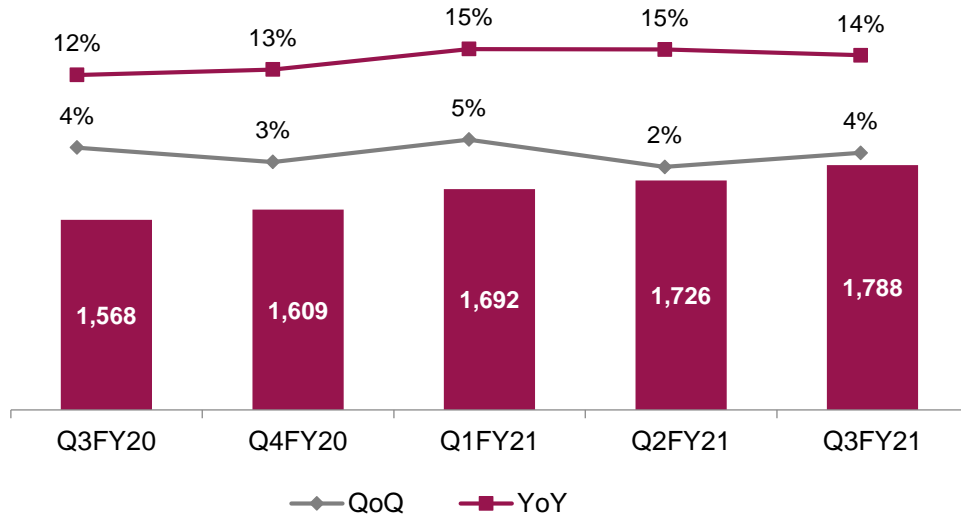
Figures in brackets refer to proportion in overall book

# Progress on building a granular, stable low cost deposit franchise remains on track

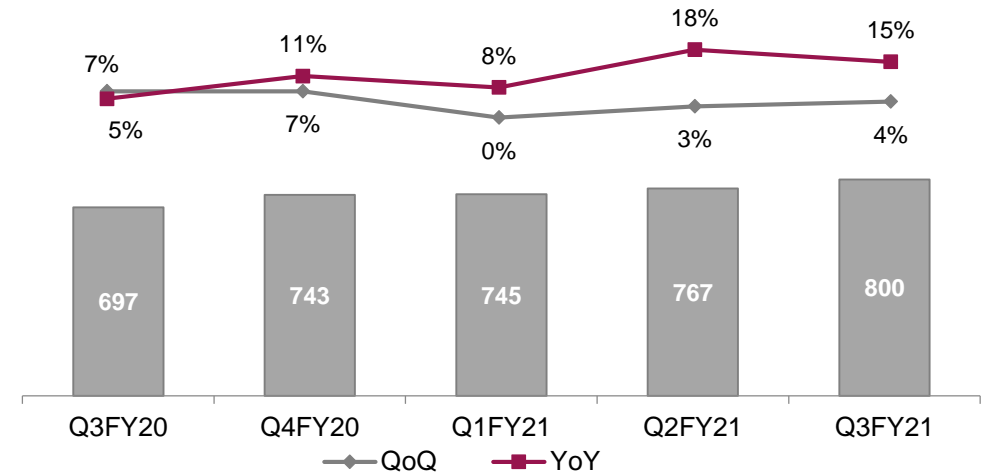


All figures in ₹ Billion

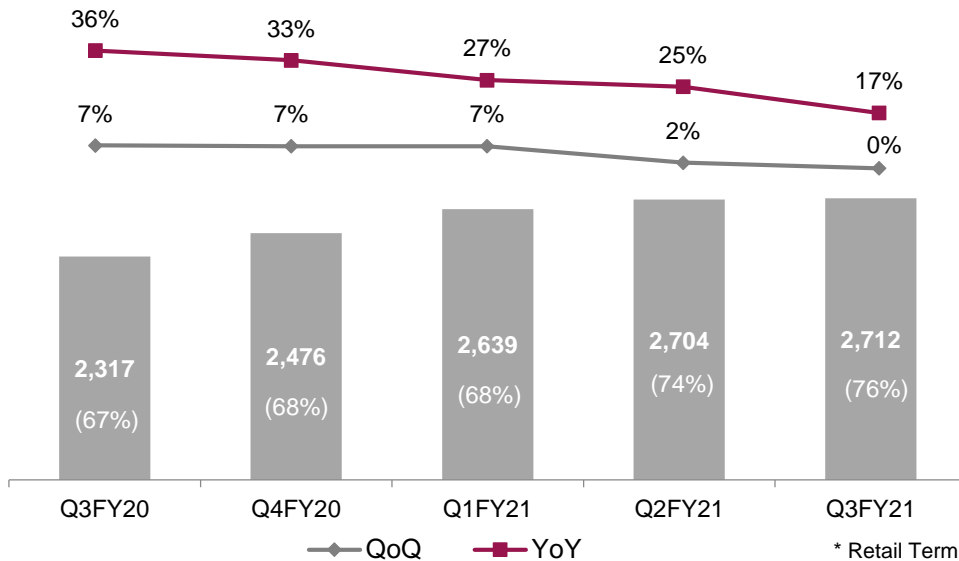
## Savings account balances<sup>^</sup>



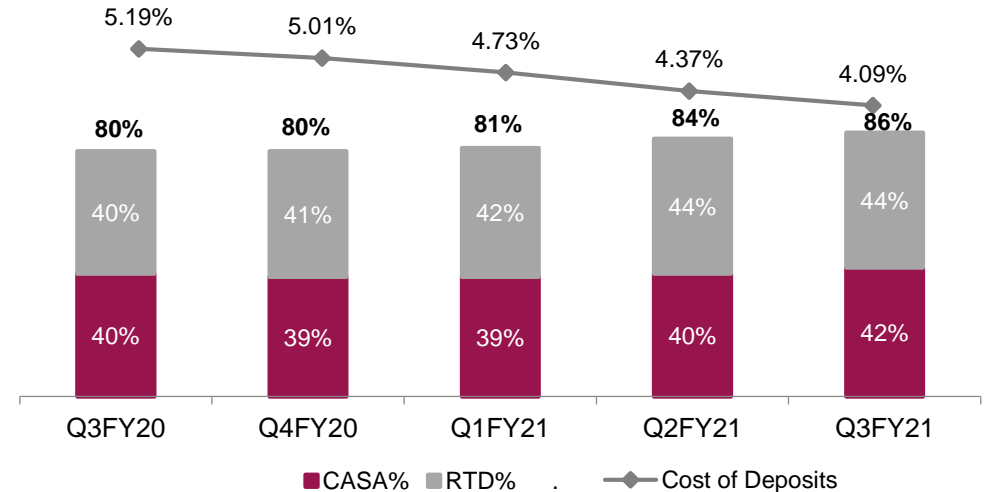
## Current account balances<sup>^</sup>



## Retail term deposits<sup>^</sup>



## (CASA + RTD\*) ratio<sup>§</sup> & cost of deposits



Figures in brackets refer to proportion of overall Term Deposits

\* Retail Term Deposits  
§ Computed on QAB

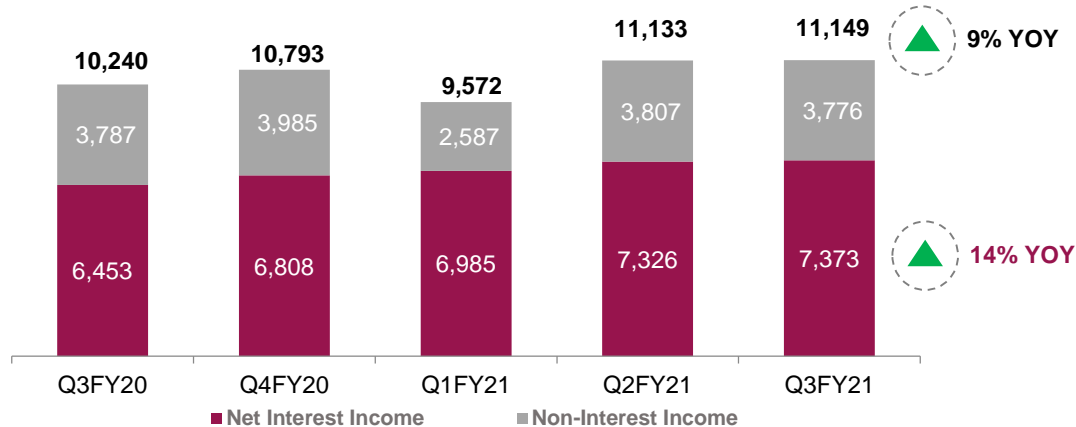
<sup>^</sup> Quarterly Average Balance



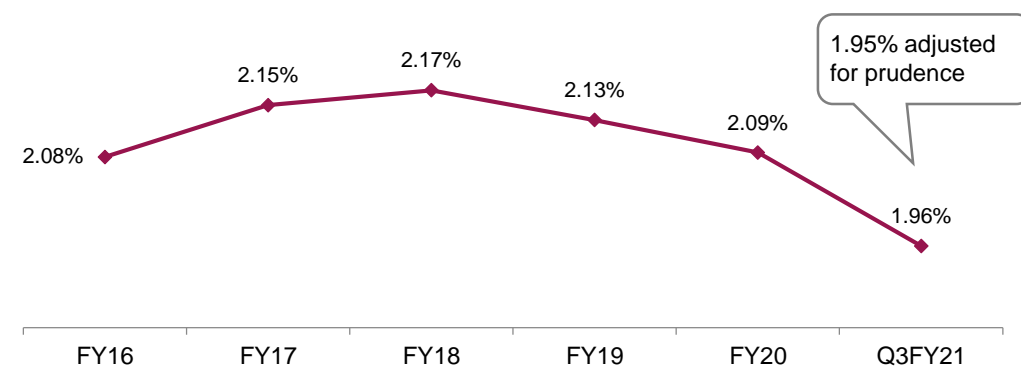
# Operating performance has been robust

## Operating revenue

Operating revenue grew 13% YOY grossed up for interest and fee income reversals

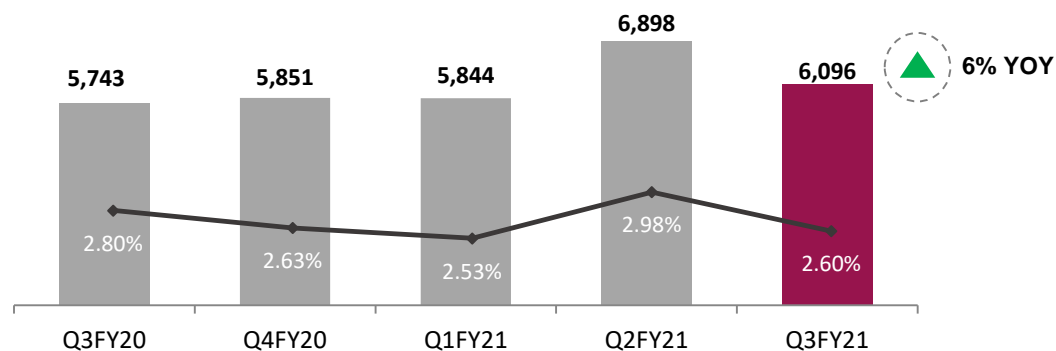


## Opex to average assets \*



\* annualized

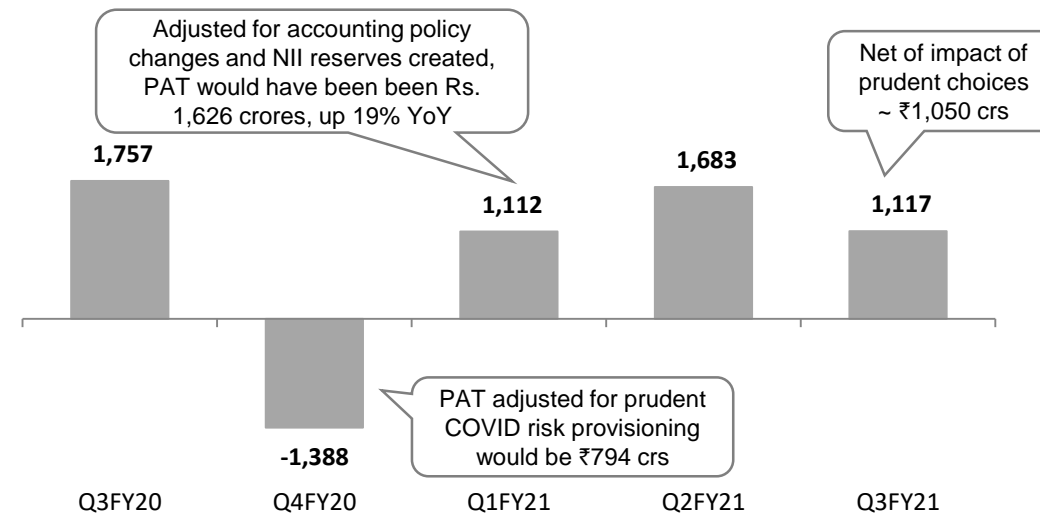
## Operating profit and operating profit margin\*



\* annualized

◆ Operating Profit Margin

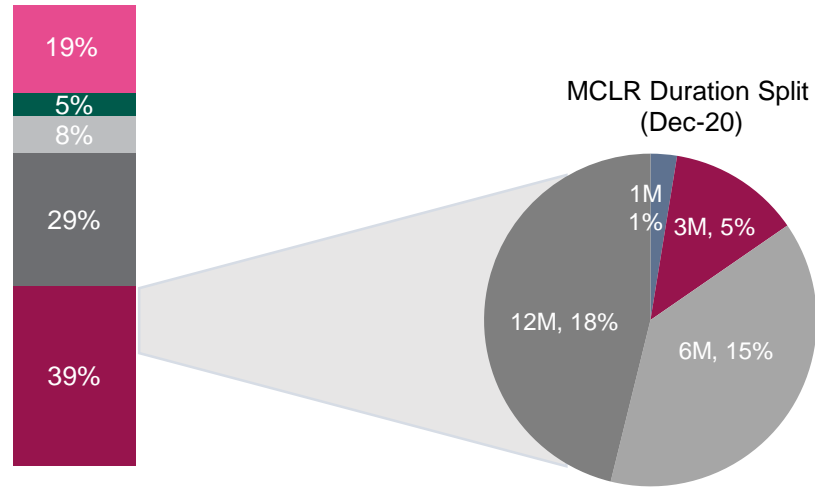
## Profit after tax



# Net interest margin

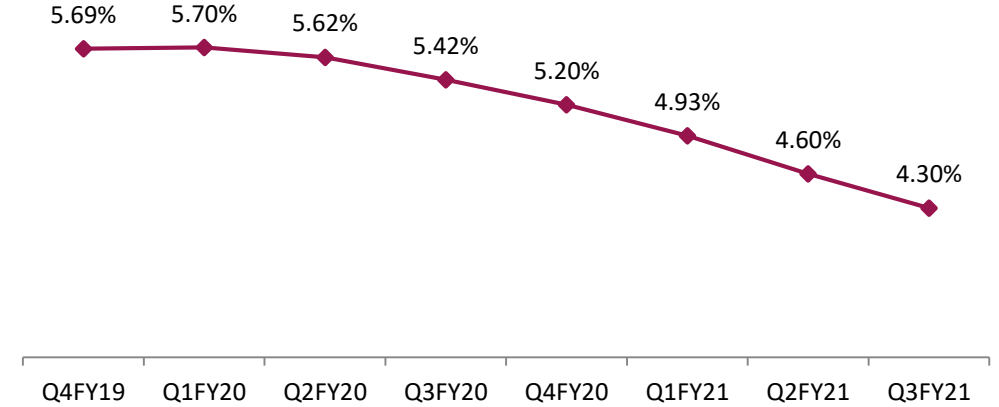


### Advances mix by rate type

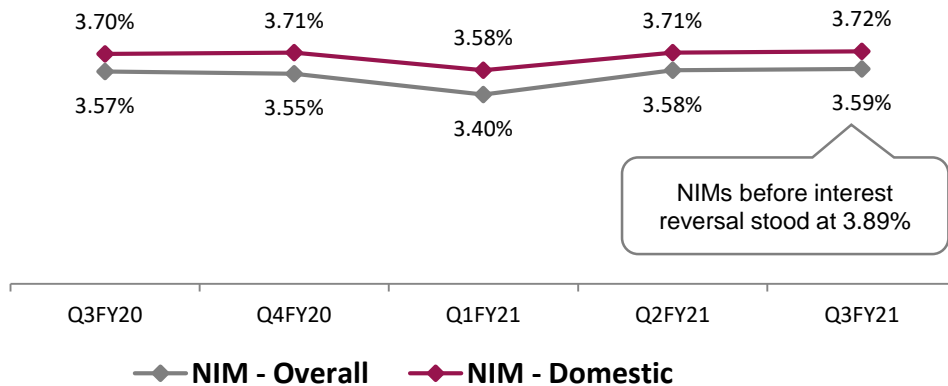


■ MCLR linked ■ Fixed ■ Foreign currency-floating ■ Base Rate linked ■ Repo linked

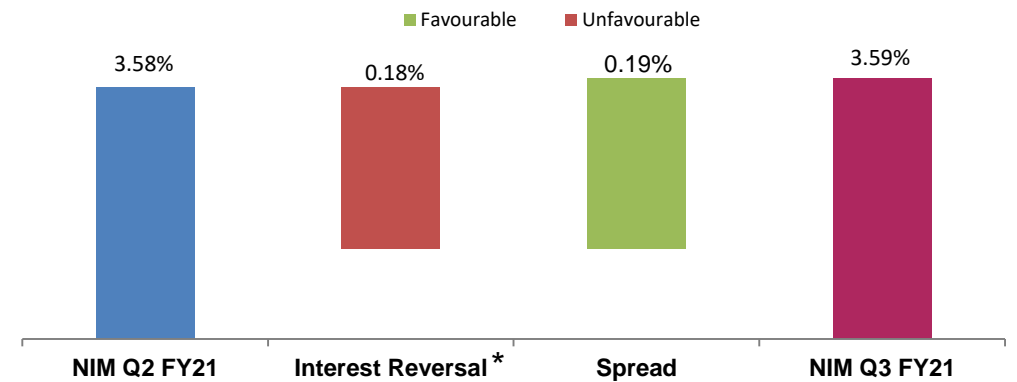
### Cost of Funds



### Net interest Margin (NIM)



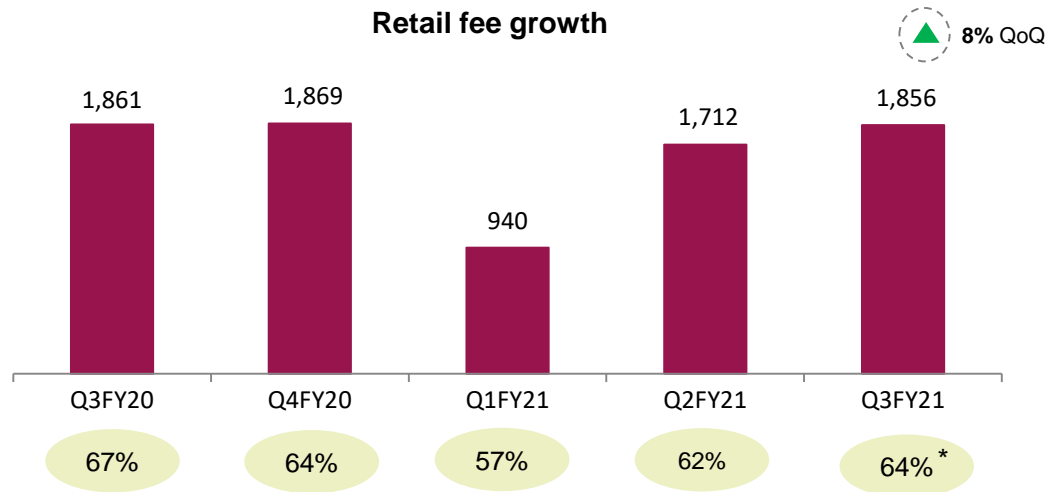
### NIM Movement - Q2 FY21 to Q3 FY21



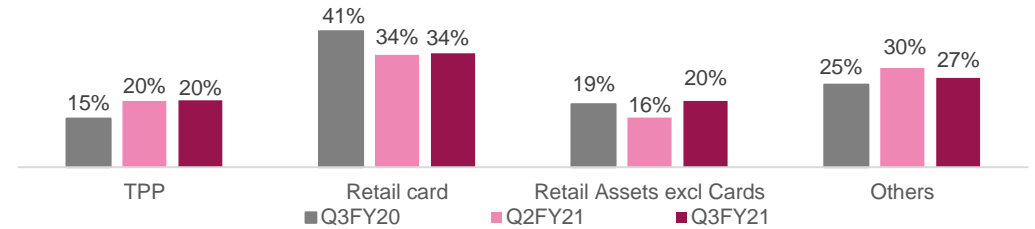
\* interest reversal net of one-time interest on income tax refund aggregating 8 bps for the quarter

# We continue to focus on building granularity in fees

## Retail fee growth

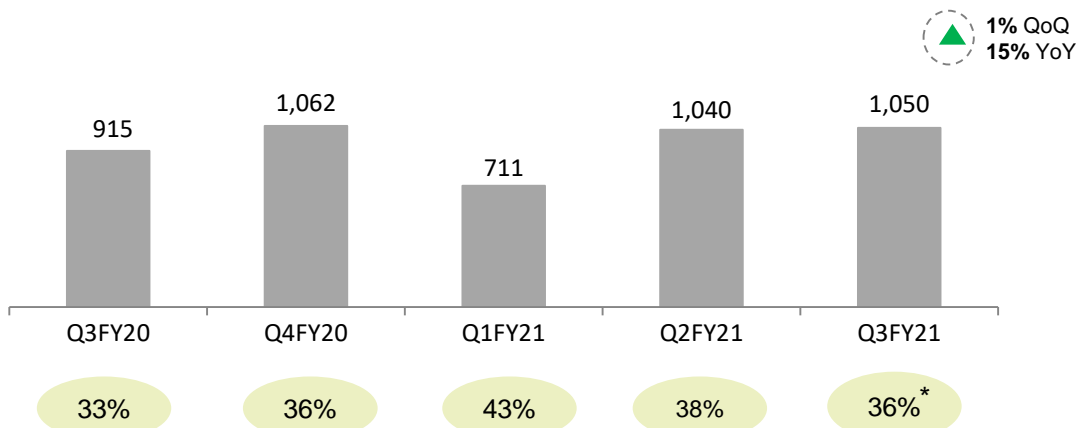


## Retail fee mix getting granular with rising contribution from TPP and others

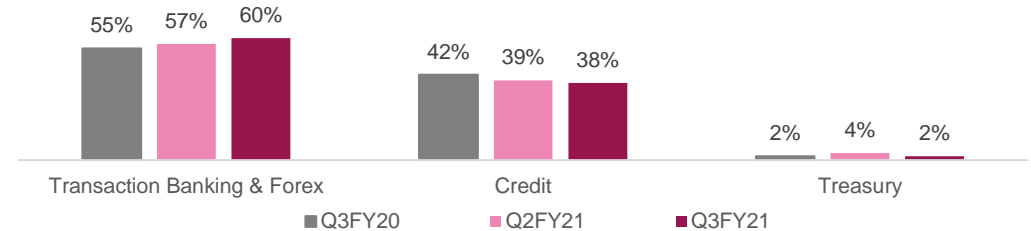


- Third Party products (TPP) distribution fees grew **28%YOY**; of which insurance distribution fees grew **35% YOY** to clock new highs for non-March end quarter
- Retail Card fees grew **6% QOQ** reflecting sequential pick up in card spends

## Corporate & commercial banking fee growth



## Share of granular transaction banking and forex has been increasing steadily



- Current Account and Cash management services fee within transaction banking grew **37% YOY**
- Forex related fee too grew **18% YOY**

\* Figures in % represent Share of Segment contribution to total fees



Financial Highlights

Capital and Liquidity Position

Business Segment performance

Asset Quality

Future of Work and Sustainability

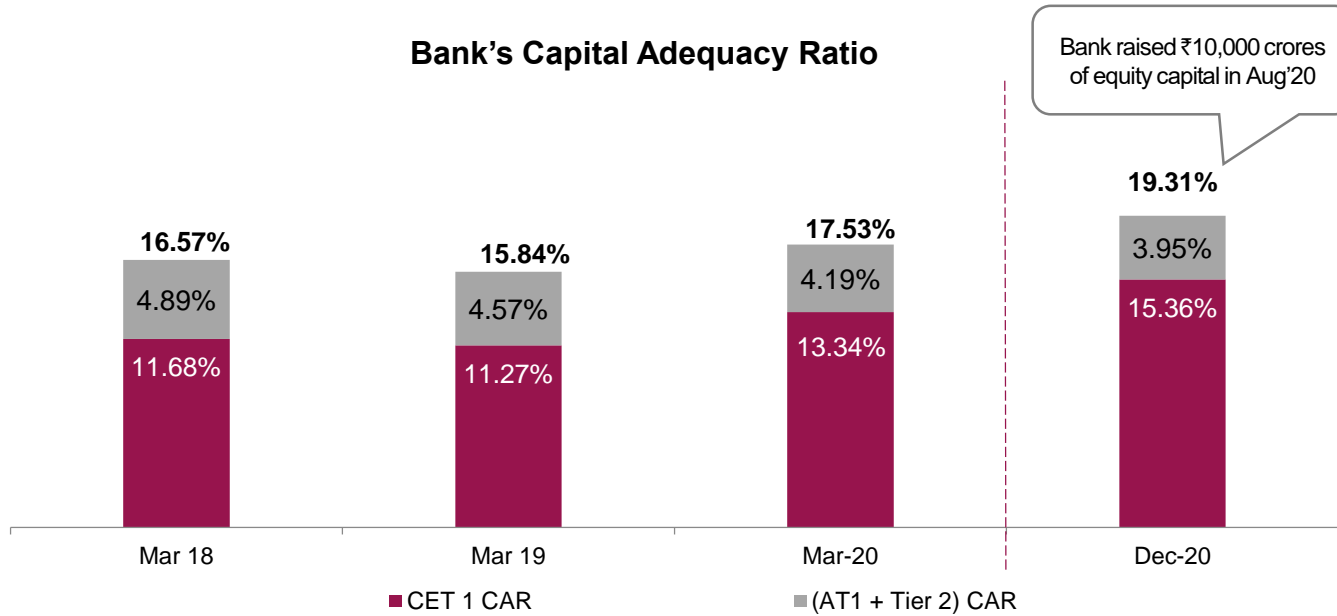
Subsidiaries' Performance

Other important information

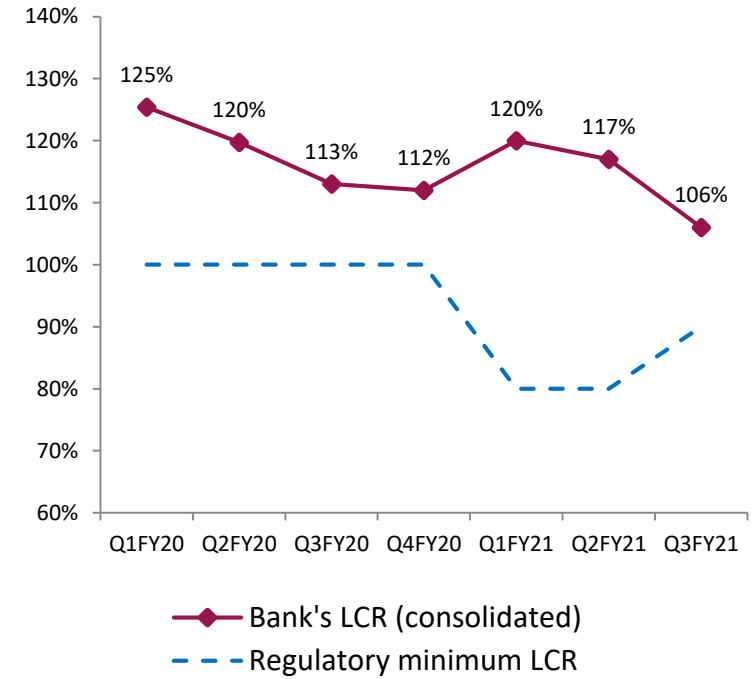
# Strong capital position with adequate liquidity



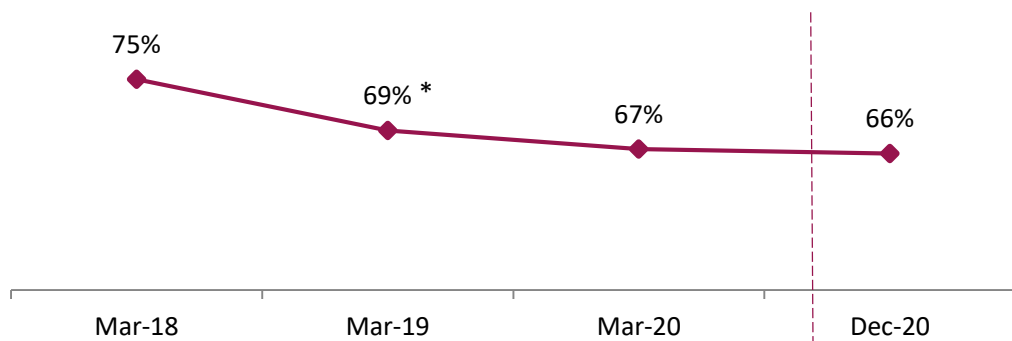
### Bank's Capital Adequacy Ratio



### Liquidity Coverage Ratio (consolidated)



### RWA to Total Assets



\* Includes effect of one-off item impacting around 1%

- The Bank holds average excess SLR of ₹51,886 crores
- Exit LCR at the end of Q3 FY21 was ~ 119%

Financial Highlights

Capital and Liquidity Position

**Business Segment performance**

Asset Quality

Future of Work and Sustainability

Subsidiaries' Performance

Other important information



# Retail Banking

**~25 Mn**  
SA customers

**4<sup>th</sup>**  
Largest issuer of  
Credit Cards

**₹1.95 Tn**  
AUM in wealth  
management

**86%**  
CASA + RTD ratio  
(QAB)

**72%**  
Sourcing\* from ETB  
customers

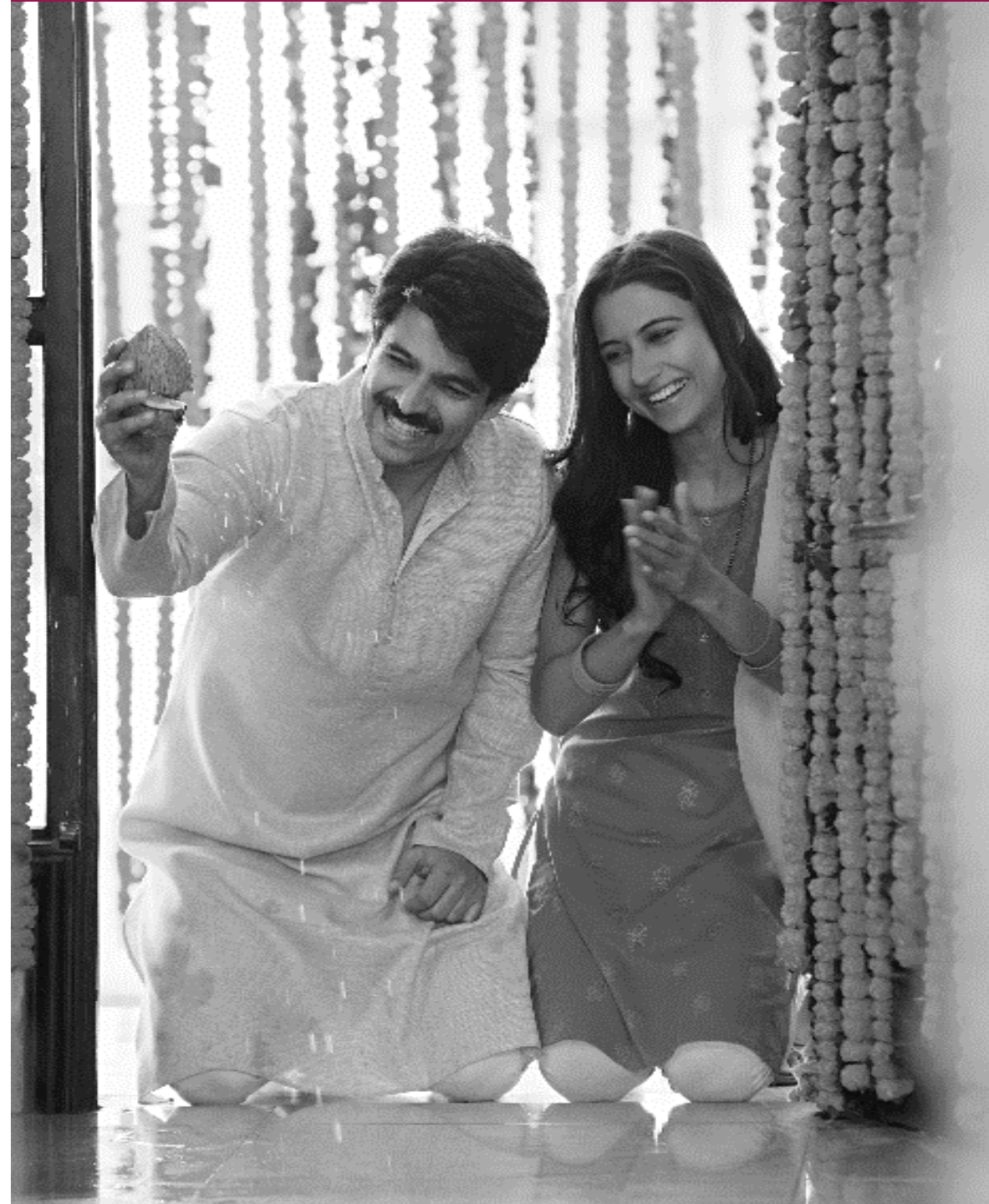
**55%**  
Share of  
Advances<sup>~</sup>

**14%**  
Growth in SA  
QAB deposits

**9%**  
Growth in  
advances

**64%**  
Share in total fee<sup>^</sup>

\*for Retail Assets in 9MY21 from Existing to Bank (ETB) customers  
~ share in Bank's total advances, ^ share in Bank's total fee for Q3FY21

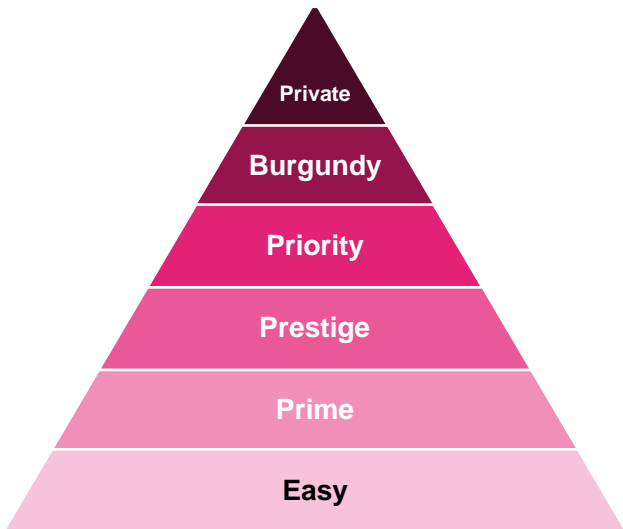


# Healthy growth in retail savings account led by deepening and premiumisation strategy



- Created liability sales vertical in FY20 to have greater outreach and sharper focus on quality of NTB\* acquisitions; Branch channel continued its focus on deepening ETB\* relationships
- Premiumisation strategy focuses on improving account quality of overall balances while increasing contribution from premium\* segments

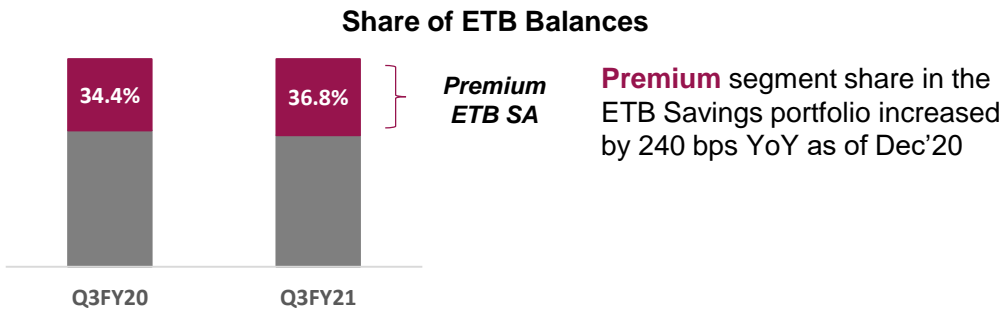
## Customer segmentation^



### We have launched several new and innovative products in last 18 months:

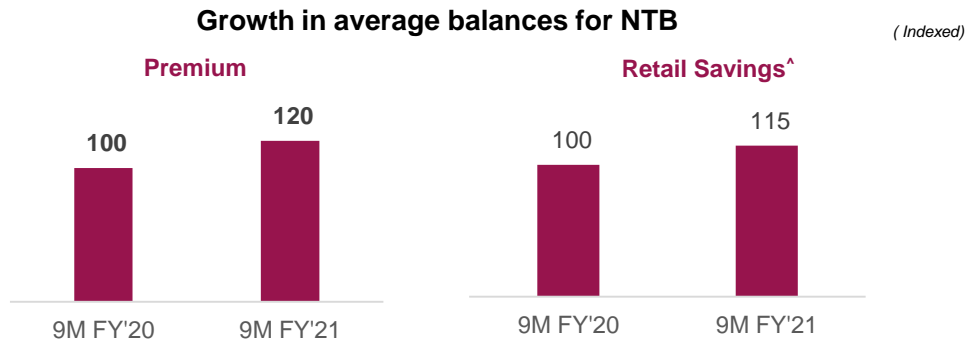
- Prestige** segment launched in Q2FY20, has filled the segmentation gap between Prime and Priority, and has been doing exceedingly well.
- Launched in Dec'19, **Burgundy Private** proposition offers customised solutions to ultra-high net worth individuals. Its balances grew **84%** YOY in Q3FY21
- Launched in Aug'20, **Liberty Savings Account**, a variant of Prime SA offers enhanced customer value proposition. New accounts opened grew **39%** QOQ

## Focus on Premium leading to higher share in ETB SA book



ETB balances relative to Mar closing of previous fiscal

## We have started seeing improvement in the quality of NTB acquisitions



\* Premium includes Burgundy Private, Burgundy, Priority and Prestige. NRI and Salary part of respective segments

^Retail non institutional savings

^ Not to scale, Area doesn't represent the actual proportion of deposits

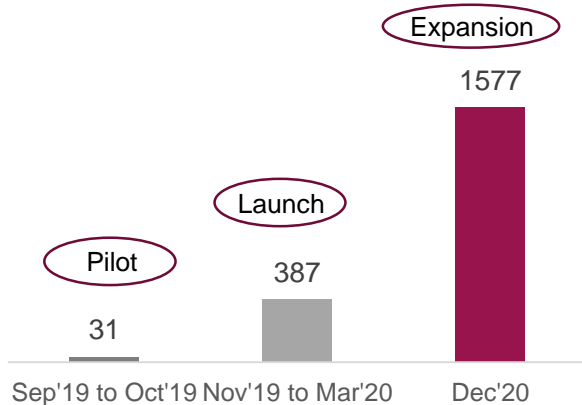
\* ETB – Existing to Bank; NTB – New to Bank

# Deep Geo strategy has been scaling up well

## Key objectives

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

### Distribution network



Significantly expanded Deep Geo coverage in last 1 year

Bank has entered into an alliance with Common Service Centre (CSC) to increase reach in deeper geographies.

Such outlets will be leveraged for asset and liability business of the Bank and **7,261** of such outlets have been identified till date.

### Key products and growth



Focus has been on secured lending and deepening deposit base

#### Key Assets

- Farmer Funding
- Gold Loans
- Small Business Banking
- Home loans
- Auto Loans



We have seen steady progress on growth metrics during Dec'19 to Dec'20 period

- Q3FY21 Deposits : **15% YOY**
- Q3FY21 Disbursements : **44% YOY & 13% QOQ**
- 9MFY21 Disbursements : **₹9,791 Cr**

✓ **84%** are Secured loans

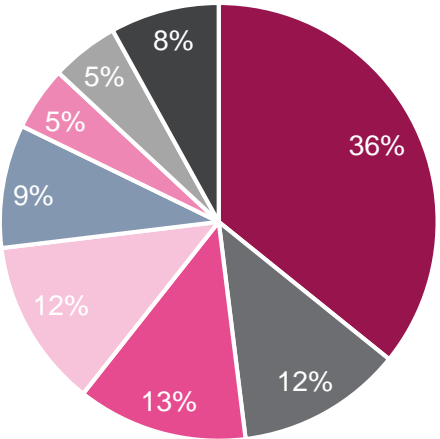
### Weekly focused drives

Weekly region specific and focused product drives like "Mortgage Carnival", "Wheels Dhamaka", "PL Festive Delights", "Power Gold Loans", "Farmer Funding Days" received strong response and contributed to strong growth in disbursements.



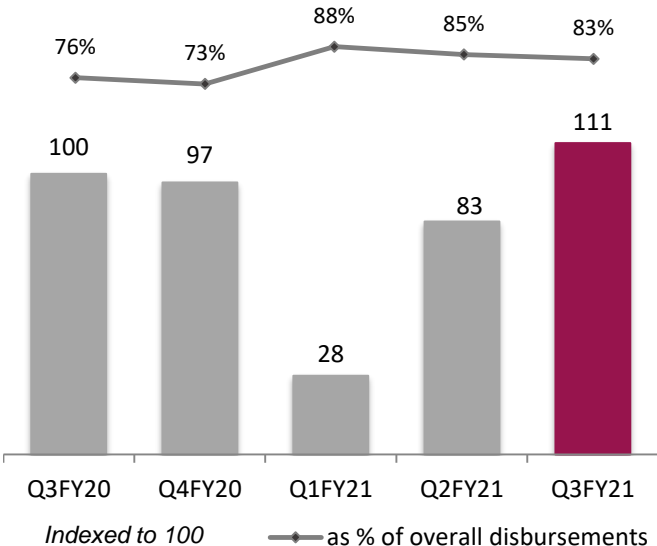
# Rs 3 trillion Retail loan book is well diversified and largely secured with significantly high proportion of ETB and salaried customers

~ 81% of our retail book is secured



- Home loans
- Rural lending
- Auto loans
- PL
- LAP
- CC
- SBB
- Others

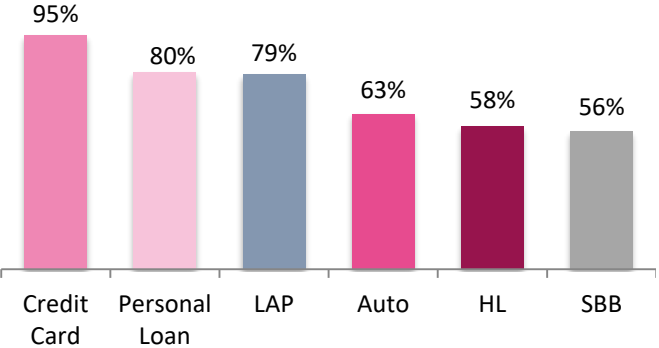
## Secured loans - Disbursement trends



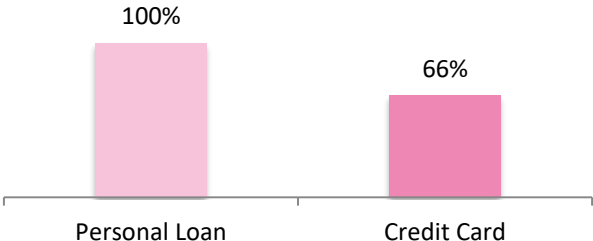
### Secured loans disbursements - YoY growth (Q3FY21 over Q3FY20)

- Home loans : **23%**
- LAP : **11%**
- Auto : **10%**
- SBB : **35%**

## ETB mix\* in retail portfolio



## Unsecured portfolio\* is largely salaried



**Average LTVs:**  
**52%** in overall home loan portfolio  
**35%** in LAP portfolio



**Sourcing:**  
 Branches contributed **54%** to overall Retail book sourcing in Q3FY21

HL – Home loans, PL – Personal Loan, SBB – Small Business Banking, LAP – Loan against Property, CC – Credit Cards

\* Composition based on amount



# We are the 4th largest issuer of Credit Cards in the country



## Featured Cards



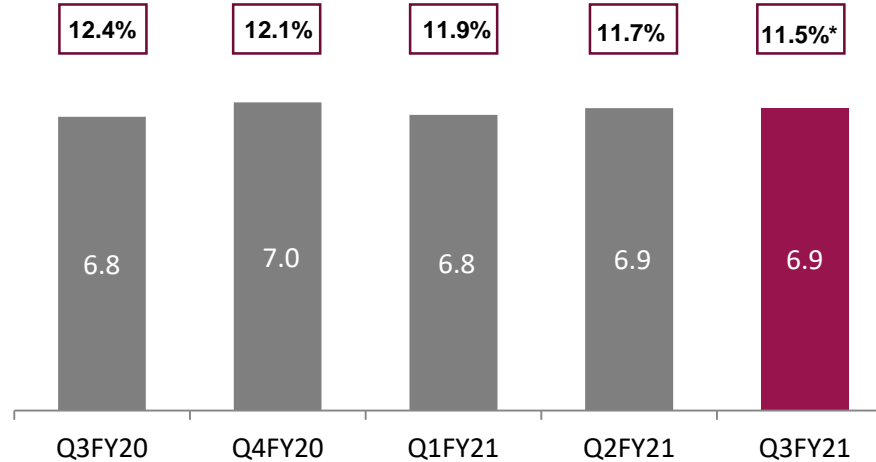
## Co-branded Cards



## Premium Cards



## Credit Cards in force (mn)



### Key insights

- Continued focus to increase sourcing and deepen spends from the affluent segment. The contribution of affluent segment has increased from 9% in Dec'19 to **10.1%** in Dec'20.
- Continue to invest in partnership business with leading brands so as to be at the forefront of digital innovation. Growth of **101%** QoQ observed in KTB sourcing.
- Migration to digital based sourcing through straight through applications – **78%** in Q3FY21 as compared to 62% in Q2FY21 and 36% in Q3FY20.

## ACE Credit Card



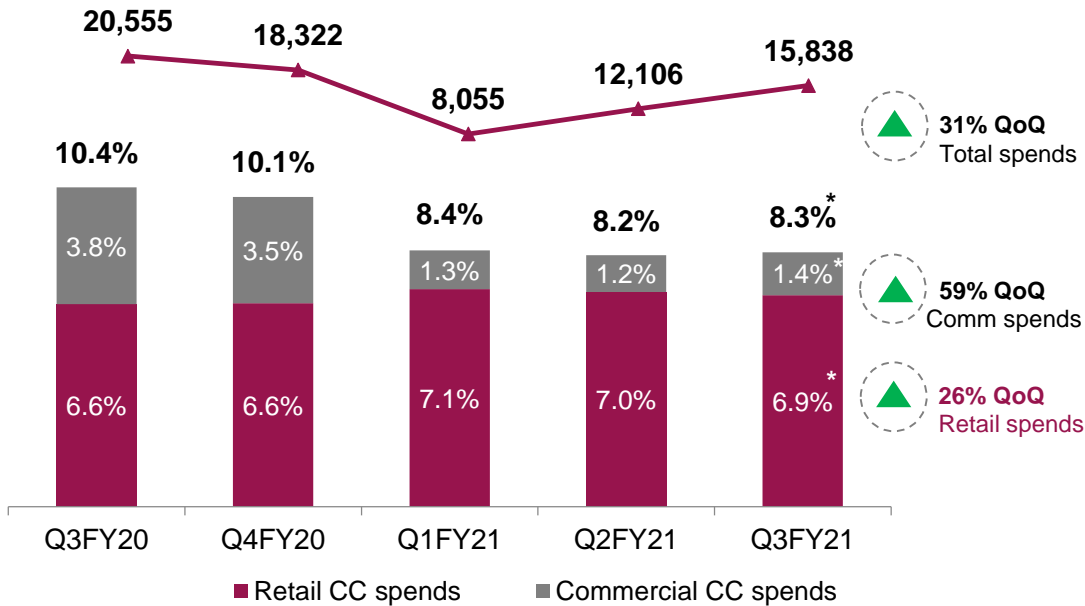
- Card launched in collaboration with Google Pay & Visa
- The partnership along with an end-to-end digital journey will help increase our footprint and broaden credit card penetration
- Card provides best in class unlimited cashback of 2 to 5% across various categories
- The tokenization feature enabled in partnership with Visa, allows Google Pay users to make cardless payments

Source: RBI Data Reports

\* Note: Figures in boxes represent market share for the period, For Q3FY21, market share is for two months till Nov'20

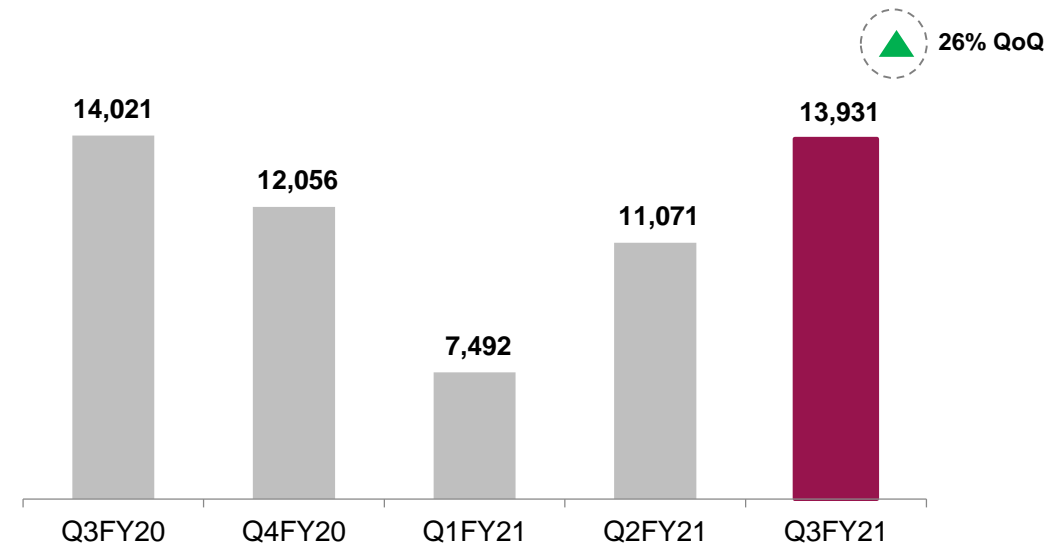
# Retail spends market share remains steady with spends up 26% QoQ

## Credit Card market share and spends



- Since Q2FY20, we have rationalised non profitable and high risk segment of Commercial card business impacting the overall market share;
- Retail market share continues to remain steady, Retail Credit Card spends during Q3FY21 have rebounded to pre-covid Q3FY20 spends

## Debit Card spends



- Debit Card spends in Nov'20 grew by 18% Y-o-Y compared to 17% that of industry during the festive season.
- Shift observed in DC spends towards Online, with 113% recovery<sup>^</sup> as compared to 108% recovery in POS transactions



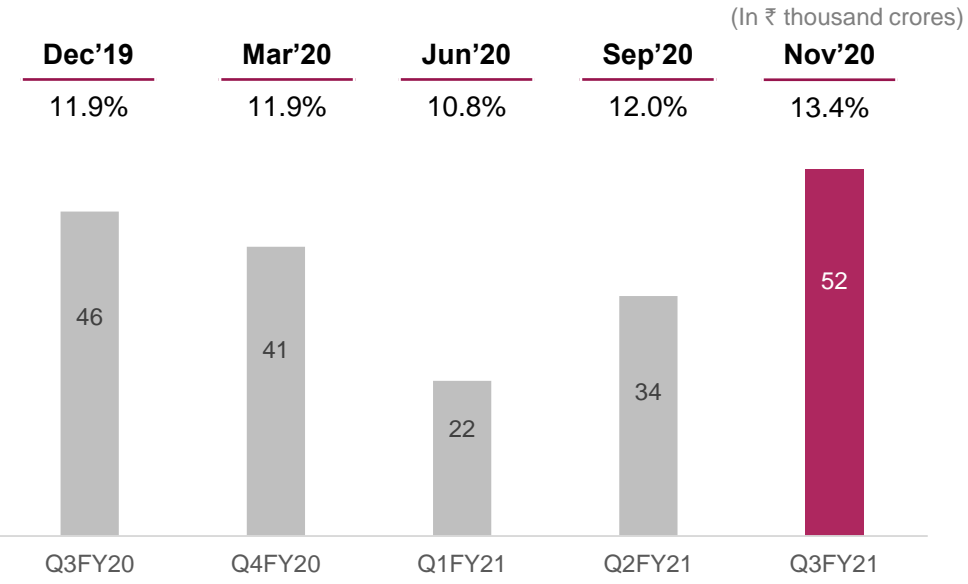
- **'GRAB DEALS'** an online platform on Axis Mobile app, provides users with an aggregation of offers and cash back upto 15% on usage of Axis Bank Cards for shopping of well known brands
- Since its launch in Oct'20, more than 1.75 lac unique users have visited Grab deals platform via Mobile Banking & Internet banking channels resulting in an incremental spends in Q3FY21.

\*Market share based on RBI reported data for Oct'20 & Nov'20  
<sup>^</sup> Recovery in Nov'20 compared to Jan'20.

# We continue to grow acquiring through innovations and integrated approach



## Throughput trend and market share



**Key insights**

- New deals with large online players lead to increase in contribution through online channel from 50% to **57%**
- Throughput is back to pre-covid level and has increased by 27% (Q3 FY21 vs Q4 FY20)
- Acquiring strategy is aligned to CA growth with very good success observed in our CA balance growth

## Innovations in acquiring



- **Android PoS:** 1st Bank to launch an Android terminals in retail with VAS including Khaata, Bharat QR
- **Tap & PIN :** Among the 1st banks to enable the feature. Extends Tap & Go to transactions over ₹2,000 with 2FA ~2.6L+ terminals live
- **Merchant App** - Multilingual App enabling merchants to accept Payments, raise requests, also offering a multitude of services such as Inventory Management, Cash Register, E-Dukaan, GST

## Expansion strategy

- **Integrated ecosystem approach** – solving around merchant business needs in addition to payments. Pilot with kirana stores taken live
- Continued focus on industry leading form factor and strengthened value added services –
  - SoftPos - will allow merchants to accept payments through their smartphones;
  - Cardless EMI, Sodexo and Amex acceptance further strengthen our core terminal proposition

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



## Overall Burgundy Performance\* (Mar'17 - Dec'20)

|                          |   |     |
|--------------------------|---|-----|
| AUM <sup>^</sup>         | ▲ | 27% |
| Customer Base            | ▲ | 19% |
| Touchpoints <sup>~</sup> | ▲ | 9%  |

\* CAGR growth for Mar-17 to Dec-20 period

~ includes RMs, Wealth Specialist team, Managing partners and Investment Advisors



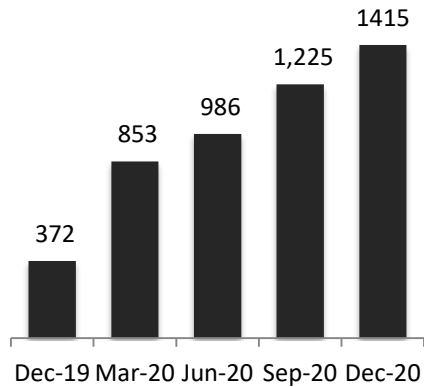
**Overall AUM**

**₹ 194,517 Crores**

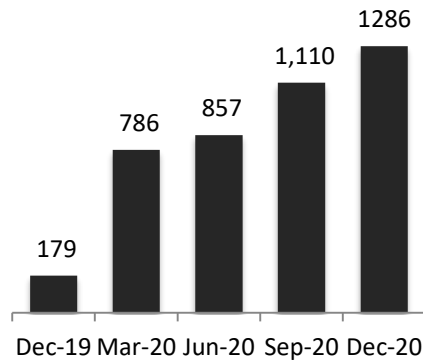
**Burgundy Private AUM**

**₹ 43,579 Crores**

### Burgundy Private Client Base

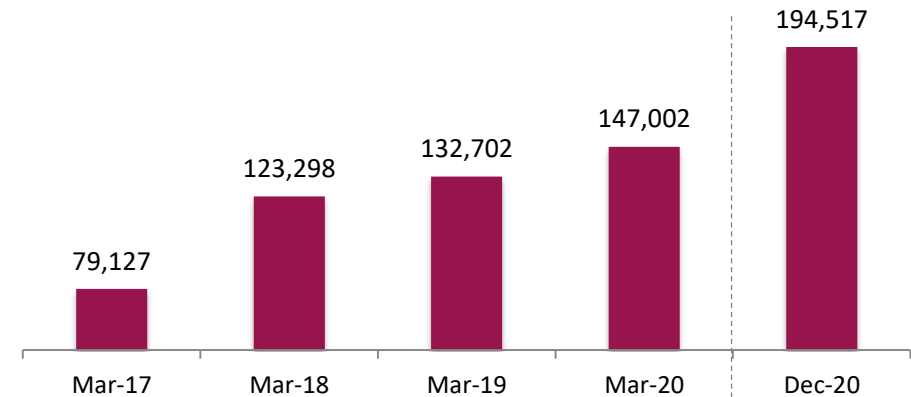


### Burgundy Private 3-in-1 Cards



Burgundy Private was launched on 2<sup>nd</sup> December, 2019

### Burgundy AUM has grown steadily

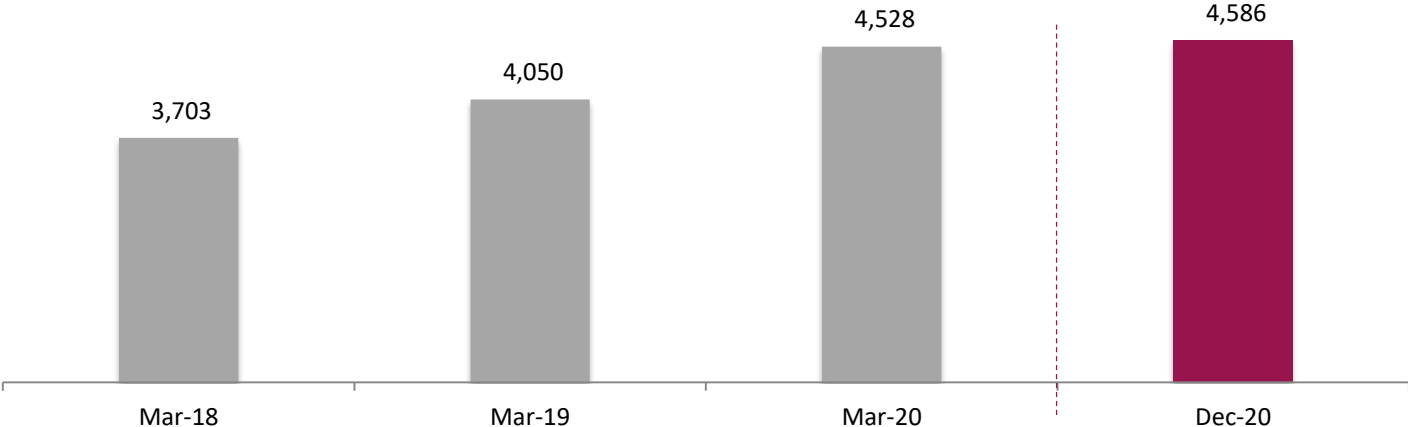




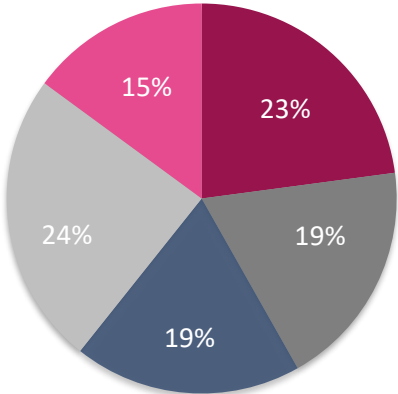
# We have a very well distributed branch network



Domestic branch network\*



Branch presence across regions and categories (as of 31<sup>st</sup> Dec'20)

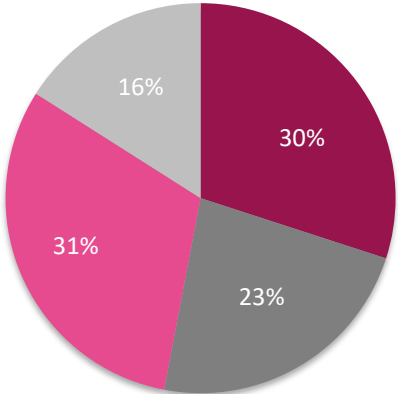


■ North ■ East ■ West ■ South ■ Central

Geographical distribution based on RBI classification

\* Includes extension counters

- Our network has been entirely built organically, over last 26 years
- Total no. of domestic branches\* as on 31<sup>st</sup> Dec 2020 stood at **4,586**



■ Metro ■ Urban ■ Semi-Urban ■ Rural

# Corporate & Commercial Banking

**11%**

*YOY growth in corporate advances<sup>^</sup>*

**67%**

*PSL lending in CBG book \**

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

*Rank in DCM for rupee bonds*

**38%**

*Share of short term loans to overall corporate loans*

**83%**

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

**94%**

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

**15%**

*YOY growth in CA (QAB) deposits*

**60%**

*Share of TxB and Forex fee (Q3FY21)*

**8.8%**

*Market share in GST payments (Q3FY21)*



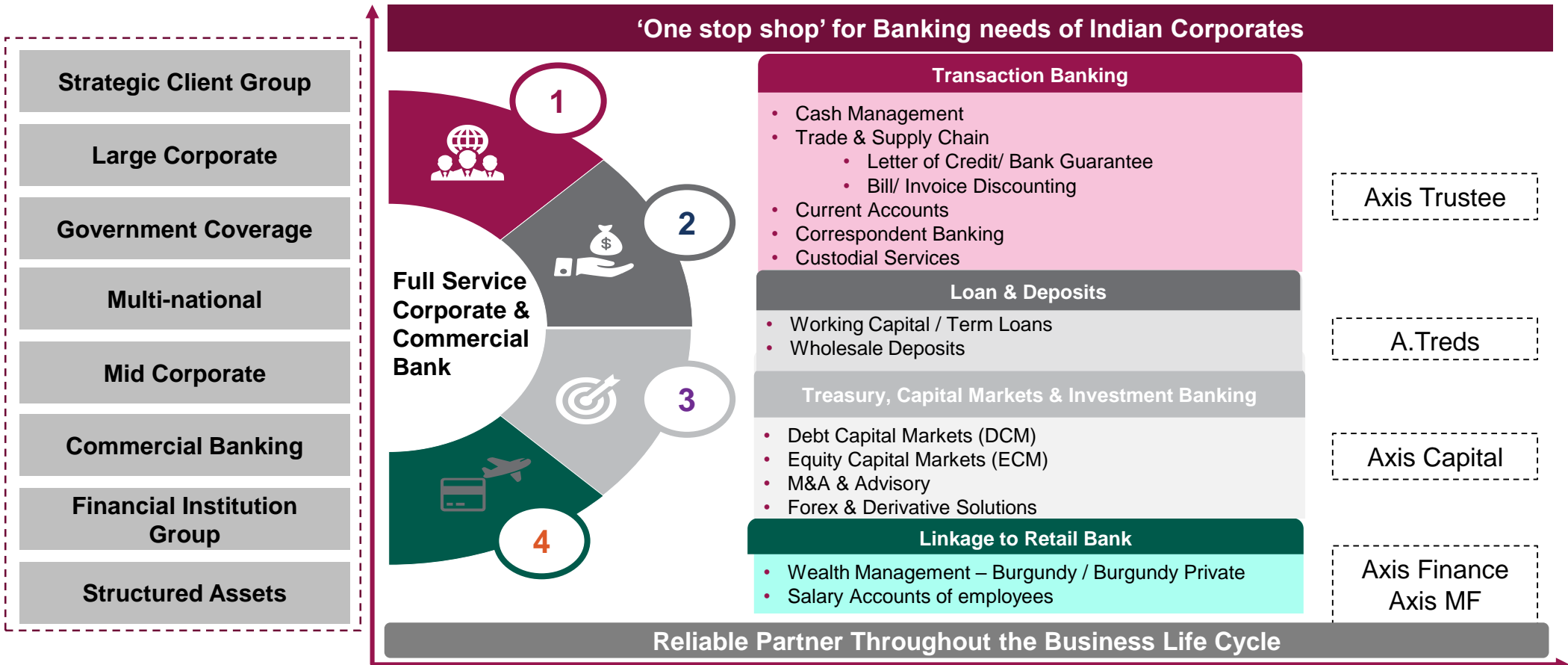
\* Priority sector lending (PSL) compliant lending in commercial banking group (CBG)  
<sup>^</sup> including TLTRO; - Debt Capital markets    \*\* in corporate segment for 9MFY21

# 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

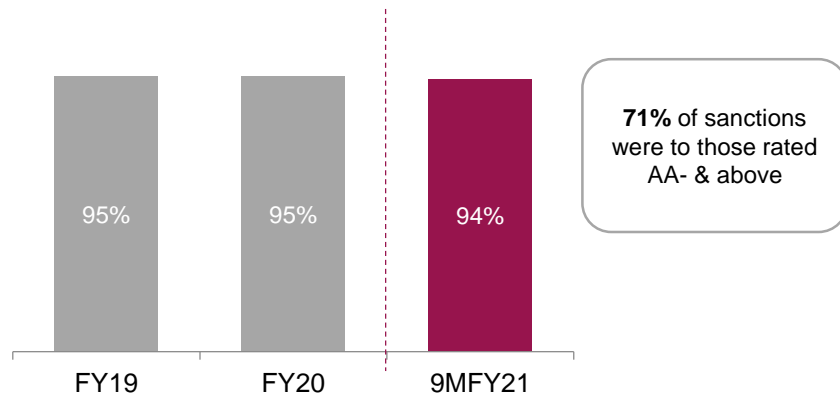
- Segregated the responsibilities of coverage and product groups to ensure sharper focus
- Corporate & Commercial Bank coverage reorganized into 8 coverage groups, each with a stated objective
- Strengthened the leadership team across Mid Corporate, MNC, Government Coverage, Transaction Banking and Forex Sales



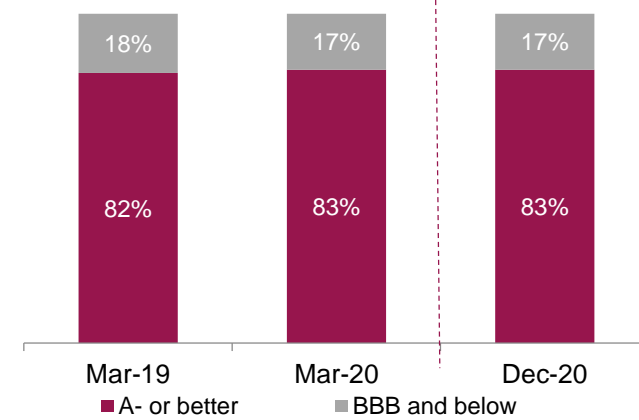
We continue to have penetration of 9 or more products and services across our top corporate relationships including at least two services offered by our subsidiaries

# ...with better rated originations and focussed on short term loans

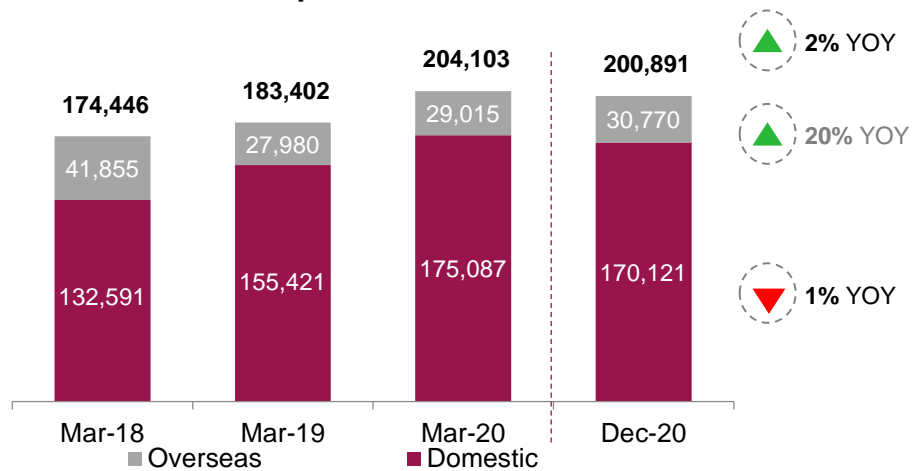
### Incremental sanctions to corporates rated A- & above



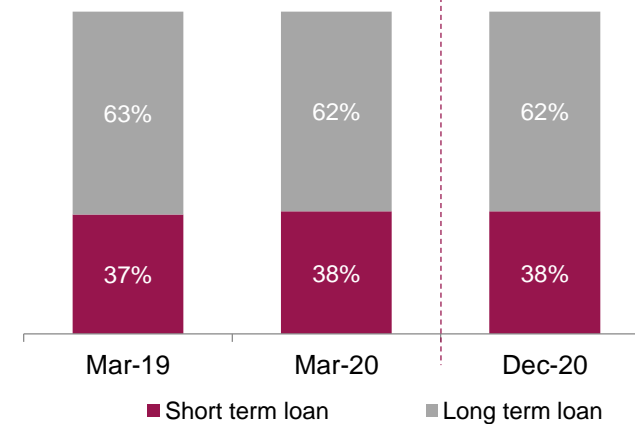
### 83% of the book is rated A- or better



### Corporate Loans



### Corporate loan book mix (tenure based)



Short term refers to loans of less than 1 yr tenure; Long term refers to loans of greater than 1 yr tenure



# ...and strengthened proposition as a Transaction Bank



## Current Account

15% growth in Current Account quarterly average Balances (Q3FY21)

## Digital Adoption

60% Current Account customers registered for internet banking

## Foreign LC Market Share

Market share moved from 6.63% (Dec'19) to 9.0% (Dec'20)

## Bharat Bill Payment System

Ranked 1<sup>st</sup> in Addition of number of Billers to BBPS Ecosystem.

## Forex Turnover Market Share

Market Share moved from 3.4% (Sep'19) to 5.0% (Sep'20)

## FASTag

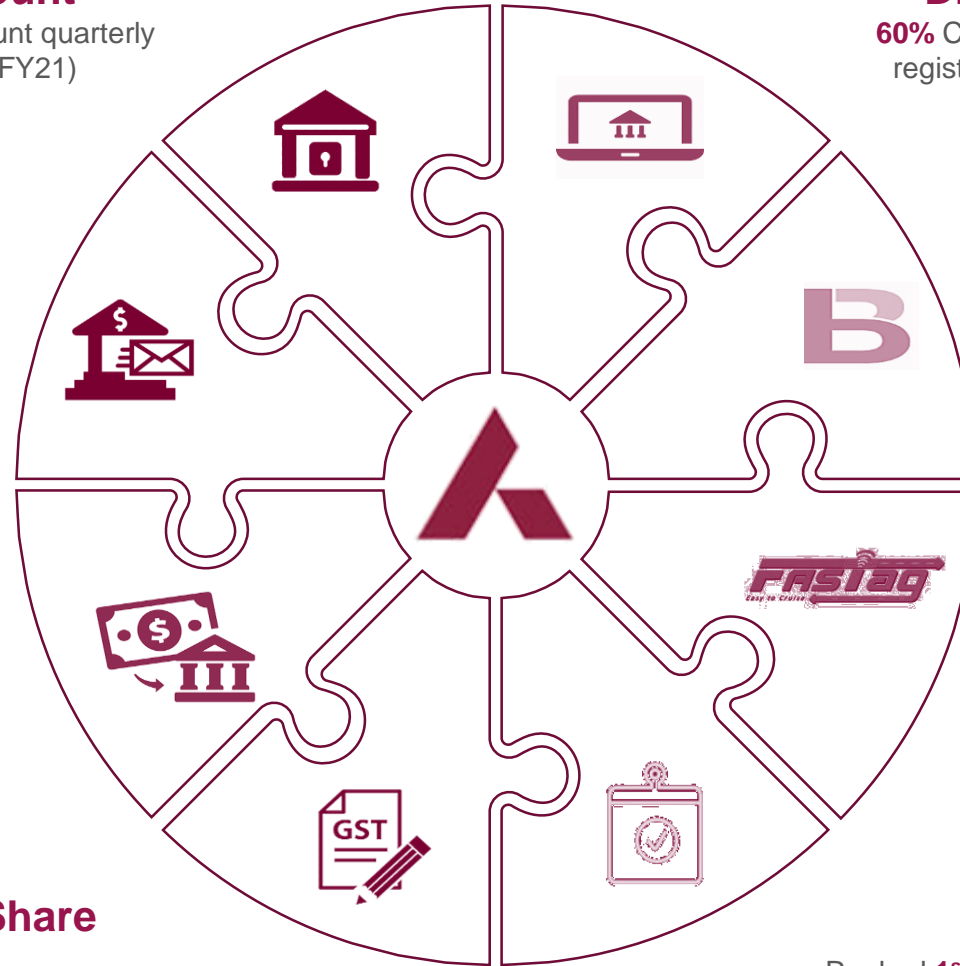
Ranked 4<sup>th</sup> in Total number of FASTag Issuance

## GST Payment Market Share

Market Share moved from 8.2% (Q3FY20) to 8.8% (Q3FY21)

## Rights Issue

Ranked 1<sup>st</sup> in "Rights Issue" business by capturing 52% of market deals



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

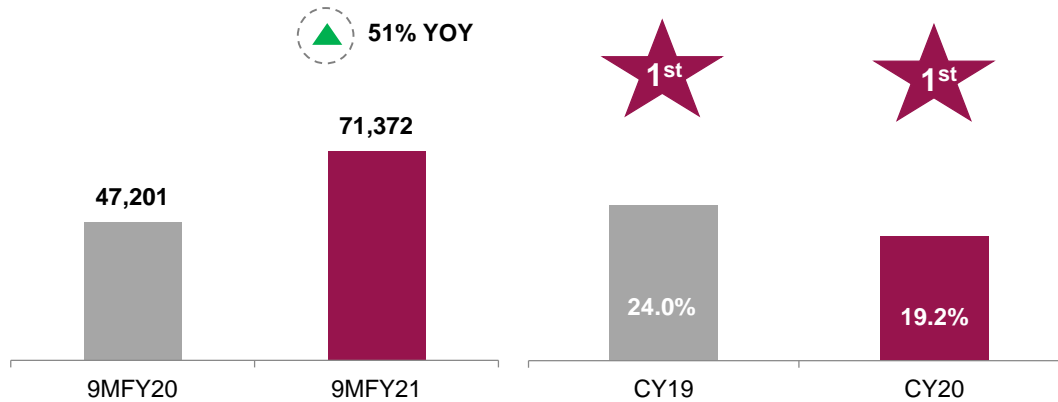


All figures in ₹ Crores

## Placement & Syndication of Debt Issues

Amount mobilized / arranged<sup>^</sup>

Market share and Rank\*



**Ranked No. 1 arranger** for rupee denominated bonds as per Bloomberg league table for CY20

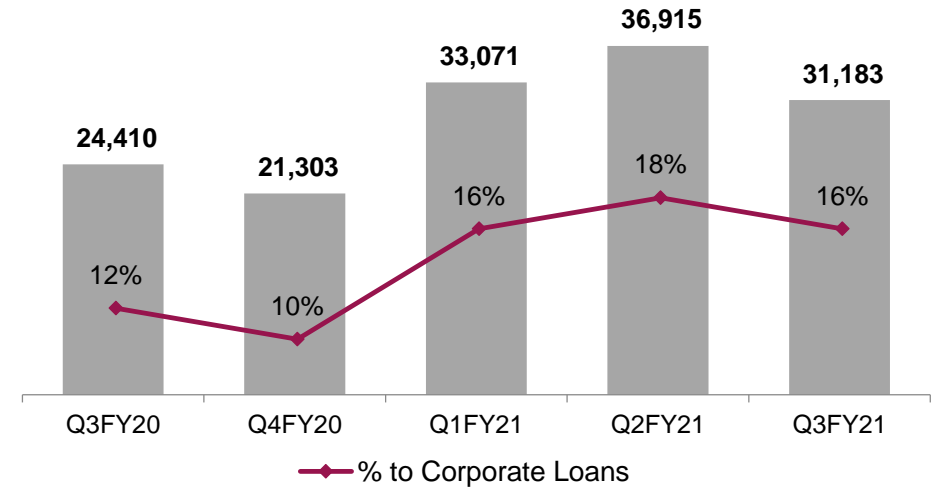


**Ranked No. 1 arranger** for rupee denominated bonds as per Bloomberg for 14 consecutive calendar years since 2007



Bank has been awarded as the **Best DCM House** at the **Finance Asia Country Awards, 2020**

## Movement in corporate bonds



- Leveraging our leadership position in Debt capital markets, we had mobilized ~ ₹18,080 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

# Industry-wise Distribution (Top 10)



All figures in ₹ Crores

| Rank | Outstanding <sup>1</sup> as on 31 <sup>st</sup> Dec'20<br>Sectors | Advances | Investments | Non-fund based | Total  |              |
|------|---|----------|-------------|----------------|--------|--------------|
|      |   |          |             |                | Value  | (in % terms) |
| 1.   | Financial Companies <sup>2</sup>                                  | 49,513   | 15,516      | 13,580         | 78,609 | 10.89%       |
| 2.   | Engineering & Electronics   | 10,607   | 1,830       | 28,568         | 41,005 | 5.68%        |
| 3.   | Infrastructure Construction <sup>3</sup>                          | 15,294   | 2,311       | 9,820          | 27,425 | 3.80%        |
| 4.   | Petroleum & Petroleum Products                                    | 8,987    | 4,279       | 13,454         | 26,720 | 3.70%        |
| 5.   | Power Generation & Distribution                                   | 19,006   | 2,622       | 2,995          | 24,623 | 3.41%        |
| 6.   | Trade   | 15,070   | -           | 3,689          | 18,759 | 2.60%        |
| 7.   | Iron & Steel  | 12,311   | 1,149       | 4,797          | 18,257 | 2.53%        |
| 8.   | Food Processing   | 13,845   | 1,093       | 2,404          | 17,342 | 2.40%        |
| 9.   | Real Estate <sup>4</sup>  | 15,865   | 168         | 726            | 16,759 | 2.32%        |
| 10.  | Chemicals & Chemical Products                                     | 10,618   | 400         | 5,537          | 16,555 | 2.29%        |

<sup>1</sup> Figures stated represent only standard outstanding (advances, investments and non fund based) across all segments and also excluding accounts not tagged as NPA as per SC order

<sup>2</sup> Includes Banks (20%), Non Banking Financial Companies (35%), Housing Finance Companies (24%), MFIs (5%) and others (16%)

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

<sup>4</sup> Lease Rental Discounting (LRD) outstanding stood at ₹9,554 crores

**Business Performance**

**Commercial Banking**



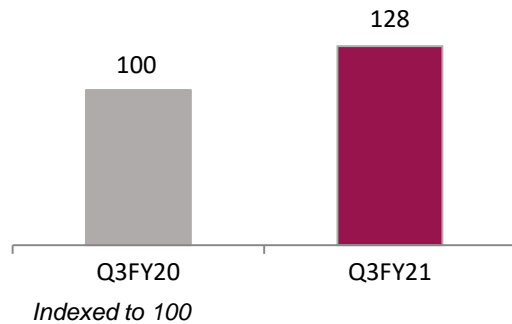


# Commercial Banking business benefitting from technology led transformation

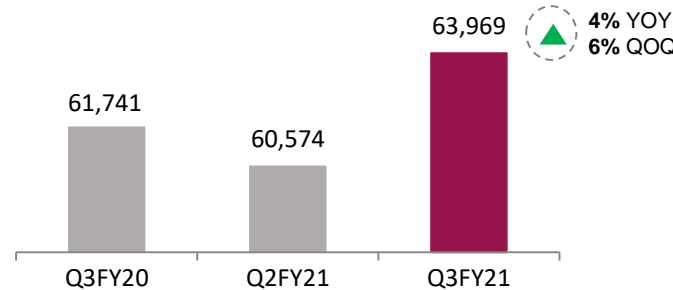


- Created integrated Commercial Banking Group (CBG) in FY20 to have greater focus on needs of the SME customers, one of the most profitable segments of the Bank with high PSL coverage
- Integrated strategy focuses on Tech-driven transformation (project *Sankalp*) delivering - data driven credit decisions, minimal documentation, simplified products, digitized operations and unlocking value using data for effective customer interactions

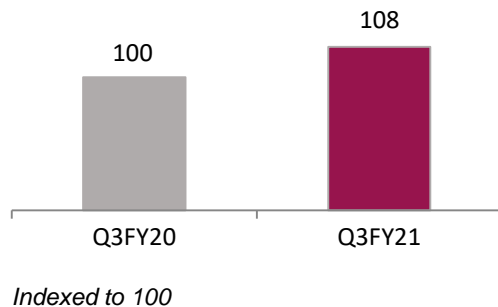
**CBG Current Account Balances (QAB)**



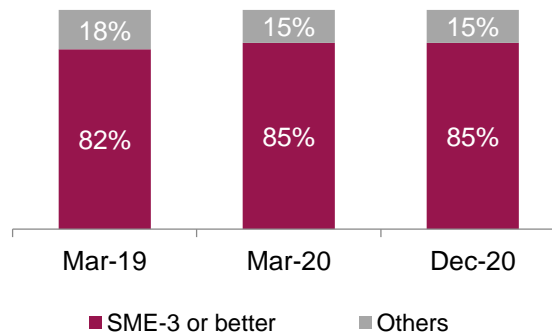
**CBG Advances**



**CBG NTB CA Balances (QAB)**



**85% of book is rated SME3 or better**



## Project Sankalp - Delivering Customer First & One Axis

Customer 360 view coupled with customer tiers and effective meeting rhythm based on analytics to fulfil needs vs. selling products

Enhanced synergy with Branch Banking equipped with automated dashboards for better lead management

**60%+**

Reduction in docs required

**30 mins**

for pre-screening vs 1 day

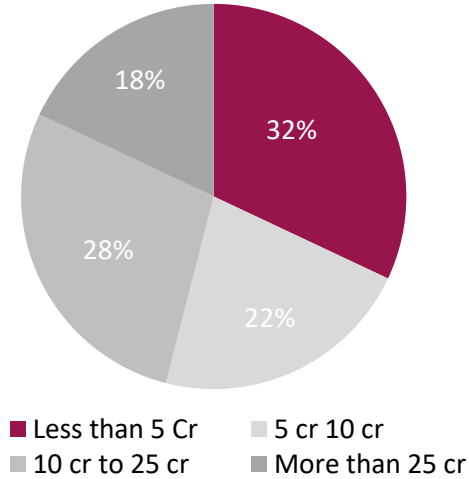
**3x**

Increase in number of client interactions by RMs

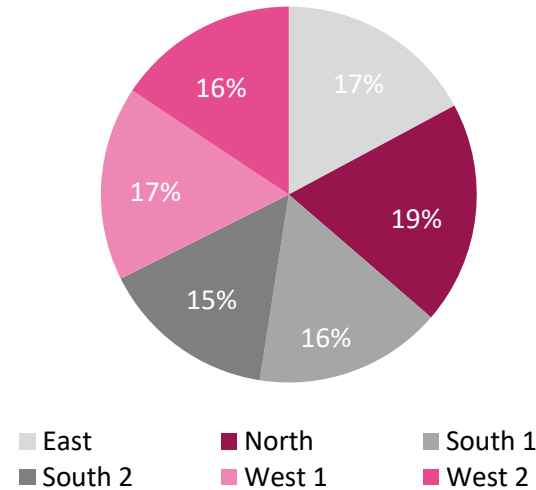
# SME lending book is well diversified, 91% of SME book is secured and predominantly working capital financing



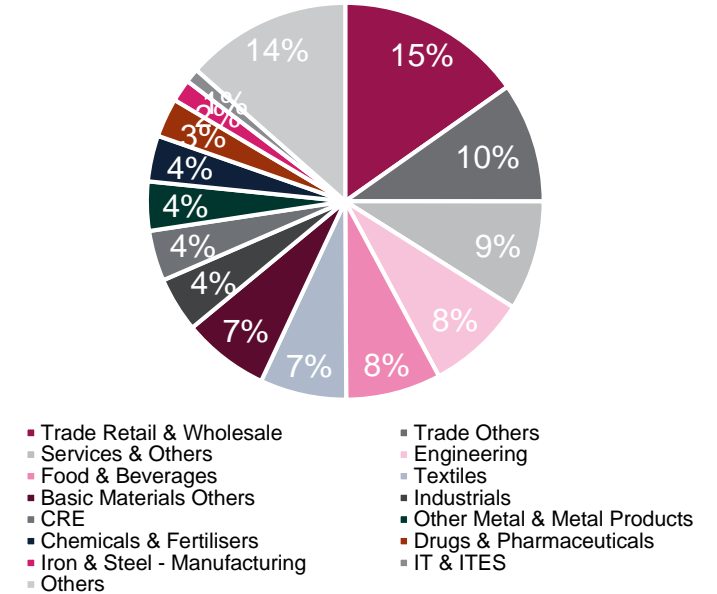
Book by Loan size



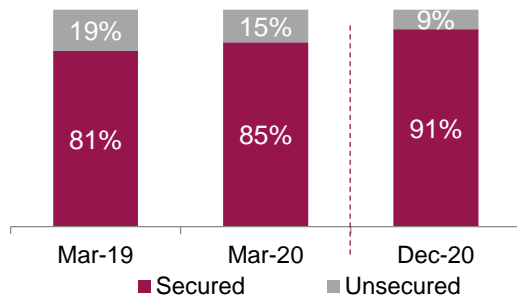
Well diversified Geographical mix



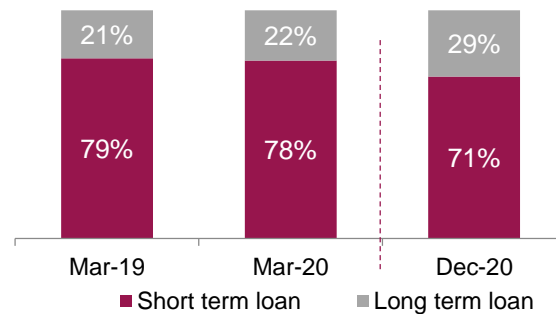
Well diversified Sectoral mix



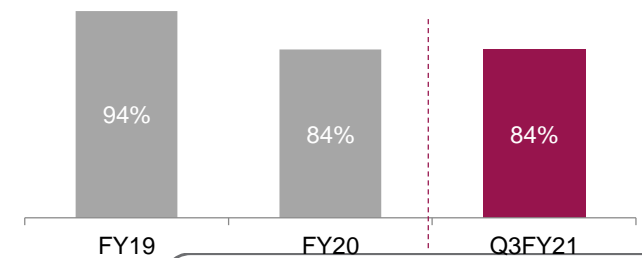
SME book mix (by type)




















SME book mix (by tenure)



Incremental sanctions to SME rated SME3 & above



# Digital Banking – Axis Bank’s “silent revolution”

|   |  |   |   |   |   |  |   |
|---|--|---|---|---|---|--|---|
|  <p><b>D2C products</b></p>   | <p><b>73%</b> </p> <p>Digitally active customers (Q3FY21)</p> | <p><b>72%</b> </p> <p>Fixed deposits opened**</p>      | <p><b>71%</b> </p> <p>New SA acquisition*</p>                    | <p><b>56%</b> </p> <p>PL disbursed**</p> | <p><b>78%</b> </p> <p>Credit cards issued (Q3FY21)</p> | <p><b>36%</b> </p> <p>New MF SIP sales**</p>              | <p><b>4.6</b> </p> <p>Mobile App ratings</p> |
|  <p><b>Transformation</b></p> | <p><b>250</b> </p> <p>Services on digital channels</p>        | <p><b>19%</b> </p> <p>Market share in UPI (9MFY21)</p> | <p><b>17%</b> </p> <p>Market share in mobile (8MFY21^)</p>       | <p><b>88%</b></p> <p>Digital transactions^^</p>   | <p><b>60,000</b> </p> <p>Staff on BYOD~</p>            | <p><b>250</b></p> <p>RPA bots in action</p>  | <p><b>300+</b></p> <p>Employee tool Journeys</p>  |
|  <p><b>Capabilities</b></p>   | <p><b>800</b></p> <p>People dedicated to digital agenda</p>  | <p><b>110</b> </p> <p>In-house development team</p>    | <p><b>75%</b> </p> <p>New hires from non-banking backgrounds</p> | <p><b>PB</b></p> <p>Scale big data Hadoop clusters</p>  | <p><b>120%</b></p> <p>Lift of bank credit model GINI scores over bureau</p>   | <p><b>100+</b> </p> <p>AI use cases deployed at scale</p> | <p><b>Agile</b></p> <p>Enabled teams with CI/CD, micro-services architecture</p>  |



\*Digital tablet based account opening process for 9MFY21 ^RBI data for eight months of FY21

^^Based on all financial transactions by individual customers in Q3FY21 \*\* digitally in 9MFY21



D2C products



Transformation



Capabilities

# OPEN approach across the Bank for our bouquet of digital products



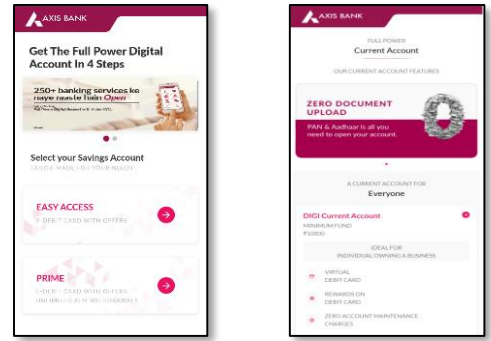
**O** 0-based redesign; customer centric, design led and 0-operations

**P** Proprietary in-house capabilities

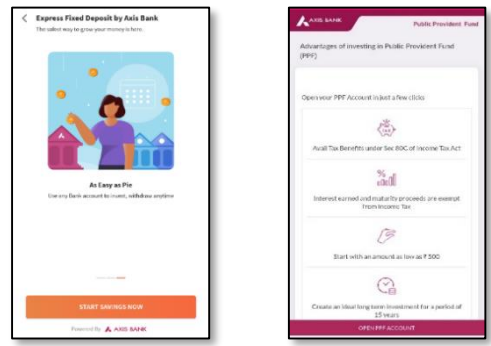
**E** Ecosystems capable; built for all Axis and partner channels

**N** Numbers, Numbers, Numbers: Impact led and metrics driven

## Deposits

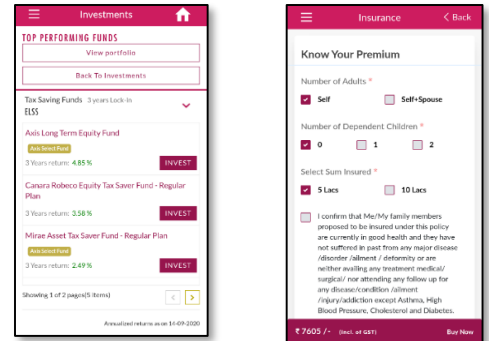


## Saving Accounts Current Accounts

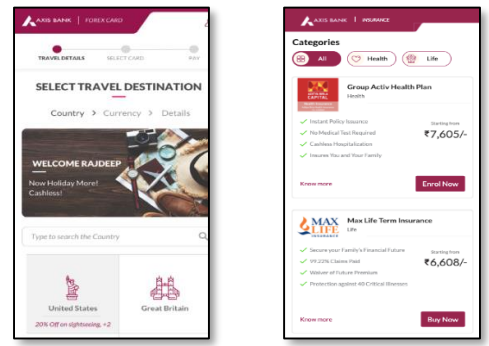


## Fixed Deposit PPF

## Investments & Insurance

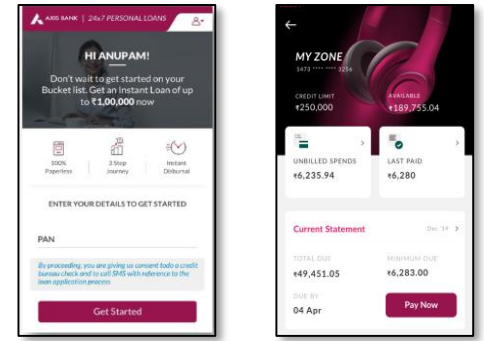


## Mutual Funds General Insurance

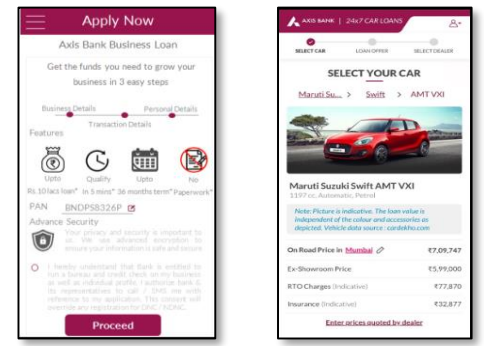


## Forex card Life Insurance

## Loans & Cards



## Personal loan Credit cards



## GST based business loans Auto loans



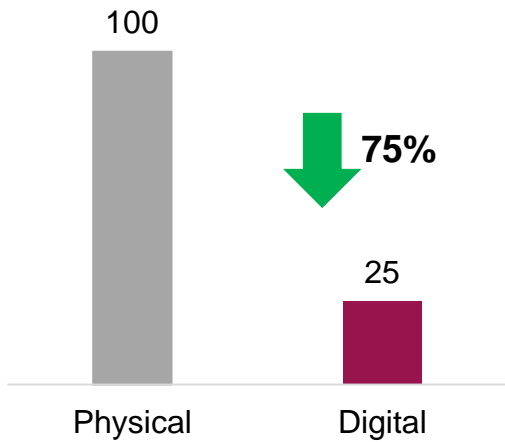
# Significant benefits in TAT across products



All the figures are Indexed

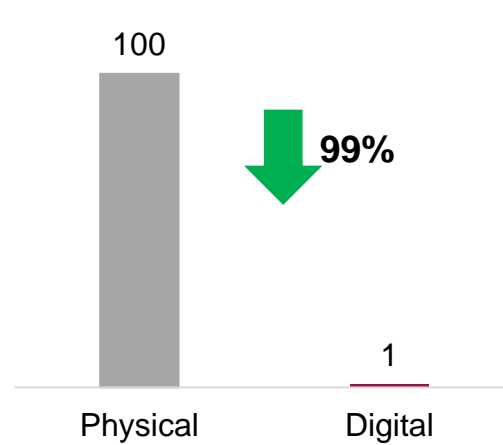
## Savings Account

Account opening TAT <sup>^</sup>



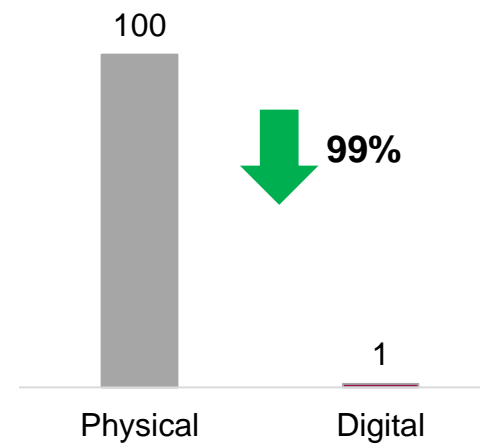
## Digital Personal Loans

End-end disbursement TAT <sup>^</sup>



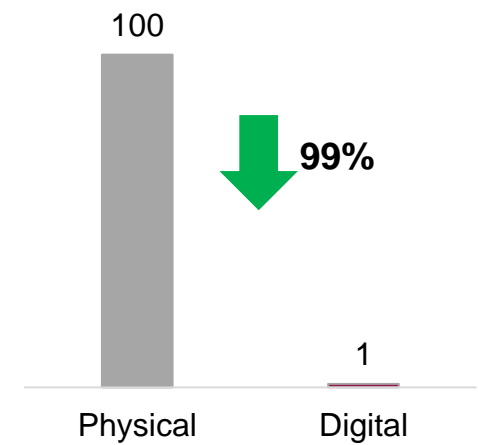
## Digital Business Loans

End-end disbursement TAT <sup>^</sup>



## Mutual Fund

Purchase TAT <sup>^</sup>



<sup>^</sup> TAT - Turn around time

# We are investing heavily in building capabilities



## 1 Building the right talent

- Over 800 people dedicated to digital agenda
- 75% new hires from non-banking background
- 110 member full service inhouse team:
  - Design
  - Product managers
  - Developers: Front-end, back-end, full stack
  - Dev-ops
  - QA
  - Scrum masters
  - Digital marketers

## 2 Enabling the team through technology

- Fully cloud ready: new customer facing applications as cloud native
- CI-CD pipeline in place; using new age tools such as Jira, Confluence, Bitbucket, Jfrog etc
- Deployment in Kubernetes clusters for scale
- Modular micro-services based architecture

## 3 Establishing agile processes

- Agile operating model established
- Cross-functional teams as end-end owners
- Operating rhythms across daily huddles, development in sprints, in-sprint automated user testing setup
- Dev-ops infrastructure set up. Info-sec checks integrated into development lifecycle

## 4 Setting the right data infrastructure

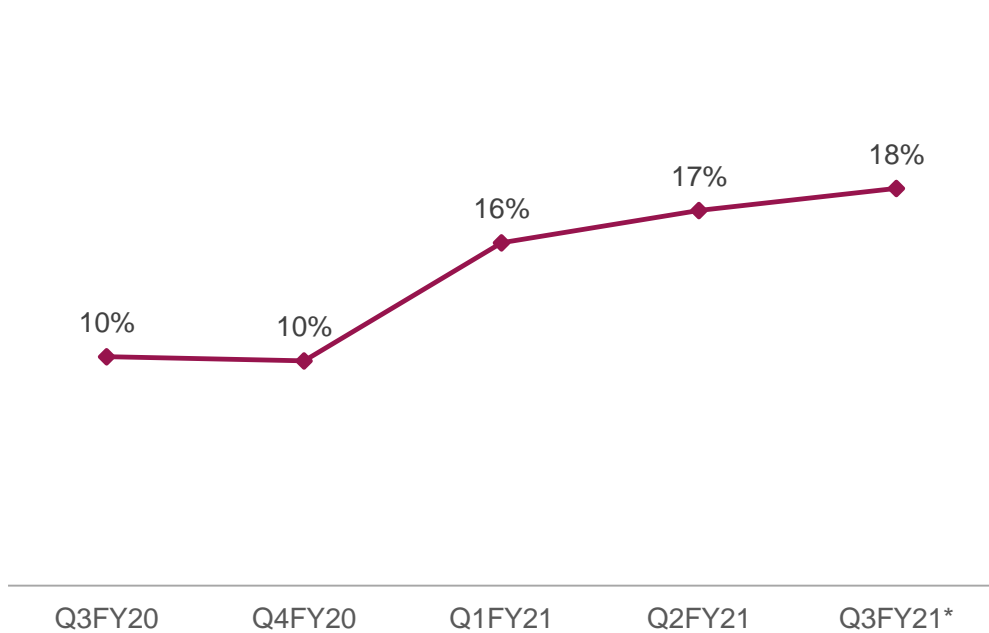
- Big data clusters developed on Hadoop with PetaByte scale data
- 100+ use cases deployed across credit, fraud, marketing analytics on cloud decisioning platform
- Multiple machine learning based credit models developed; 2000 attributes considered; up to 120% lift on GINI over generic bureau models

# We have nearly doubled our Mobile Banking market share in last nine months

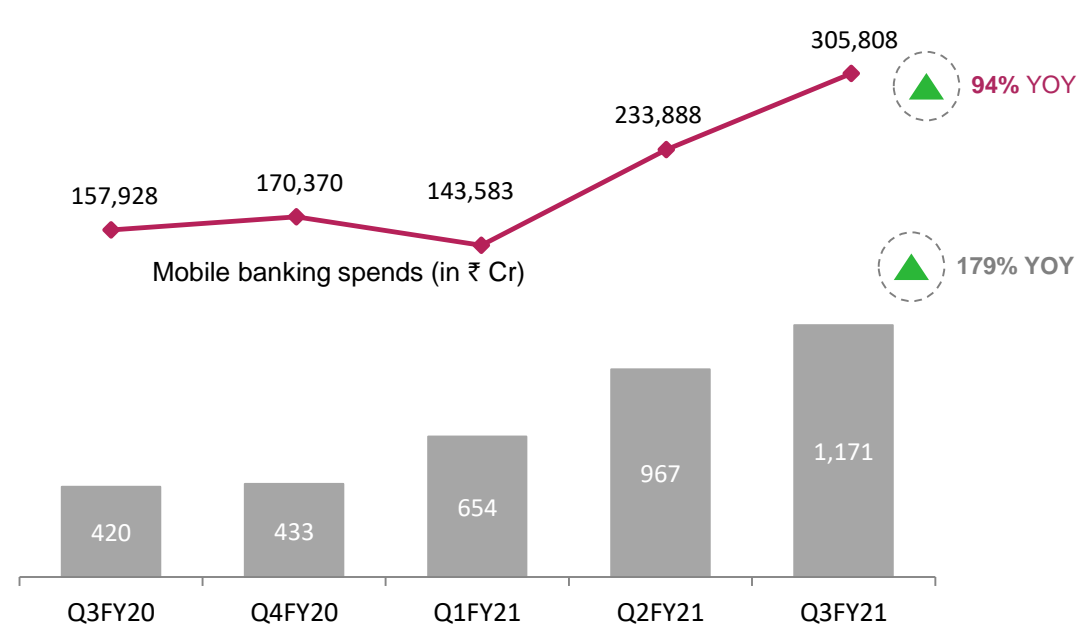


Axis Mobile is amongst the highest ranked Banking app on Apple Store & Google Play Store with rating of **4.6** and offers **250+** DIY services

### Mobile Transactions Market Share by Volumes



### Axis Bank Mobile Banking Spends and Volumes (in Mn)



**49%** of Mobile Banking customers bank only on Mobile App with Mobile Banking logins at **14x** of Internet banking logins



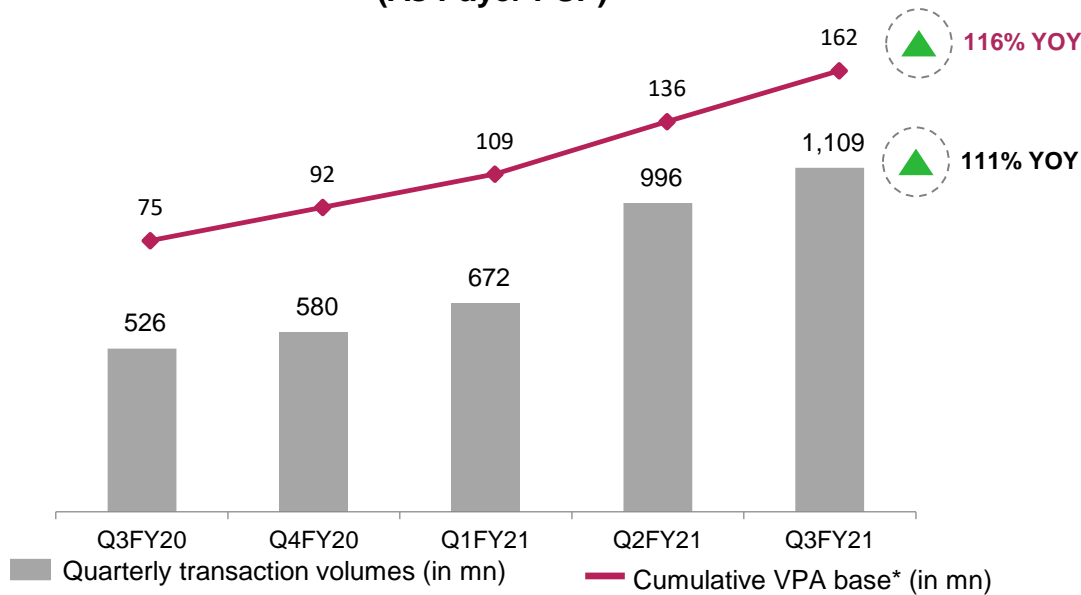
Axis Aha! answered **3.8 million** messages in Q3FY21

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



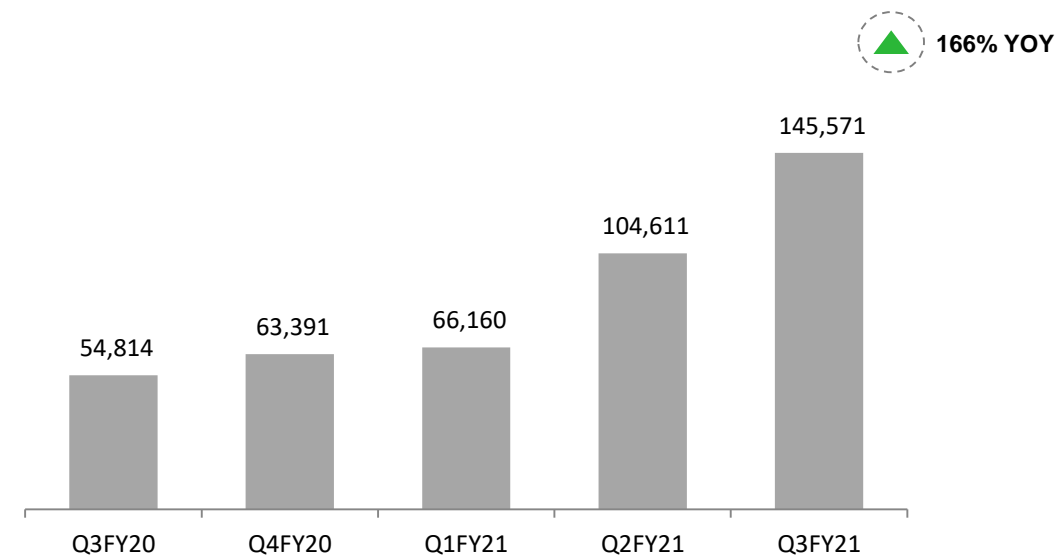
Our best-in-class UPI stack enables us to leverage the sheer breadth of our partnerships with leading consumer facing apps and merchants across sectors to develop cutting-edge payment solutions, while ensuring system stability.

### VPA base and Quarterly Transaction Volume (As Payer PSP)



### UPI transaction value (as Payer PSP)

(in ₹ Crores)



**Powering marquee players** – Google Pay, Amazon Pay, Cred, Whatsapp, Bajaj Finserv, Freecharge, Razorpay, PayU and others



Ranked **1st** in UPI performance amongst all banks with **96.53%** transaction approval rates\*

A user registering VPA once in Axis Pay and once in Google Pay is counted as 2  
 \* Based on NPCI data for Dec'20



Financial Highlights

Capital and Liquidity Position

Business Segment performance

**Asset Quality**

Future of Work and Sustainability

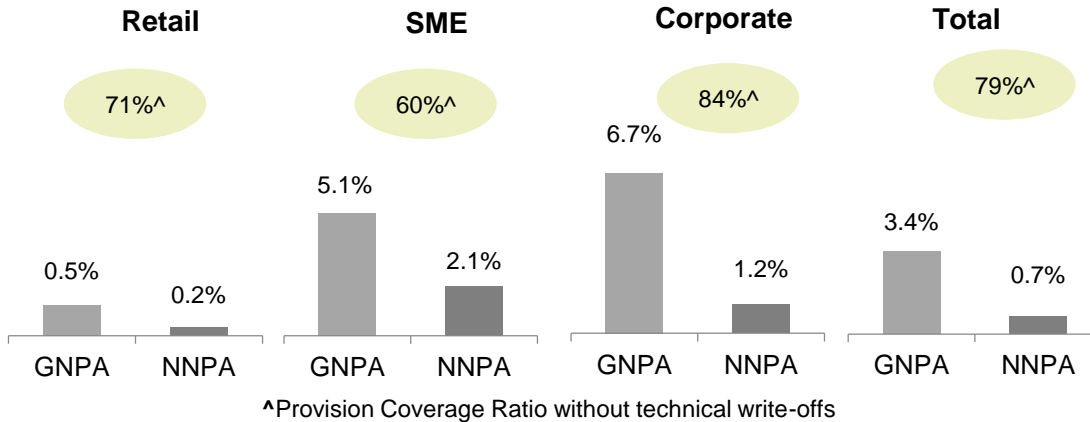
Subsidiaries' Performance

Other important information

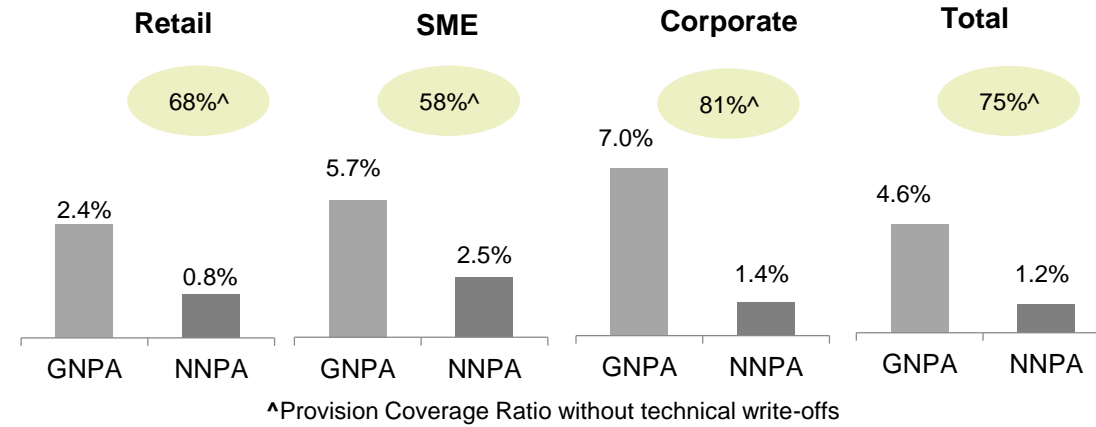
# Asset Quality metrics have remained stable



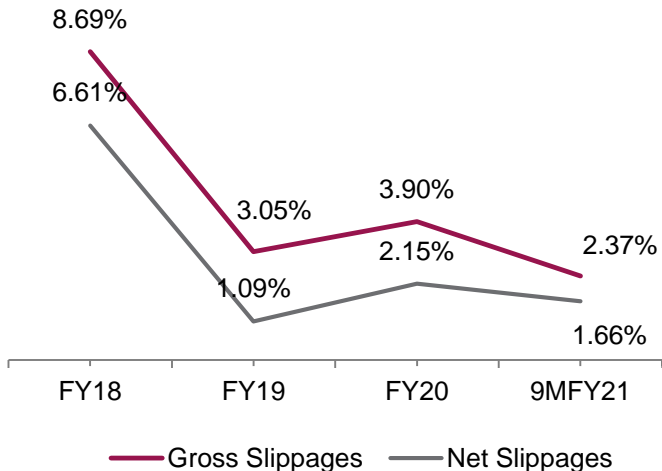
Reported\* GNPA 3.44% & NNPA 0.74%



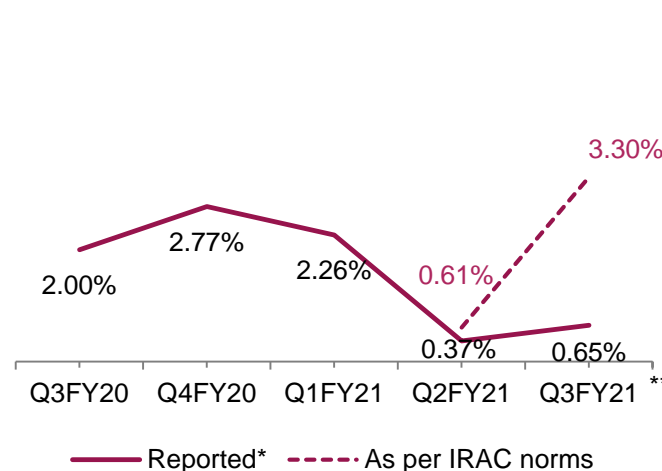
Per IRAC norms GNPA 4.55% & NNPA 1.19%



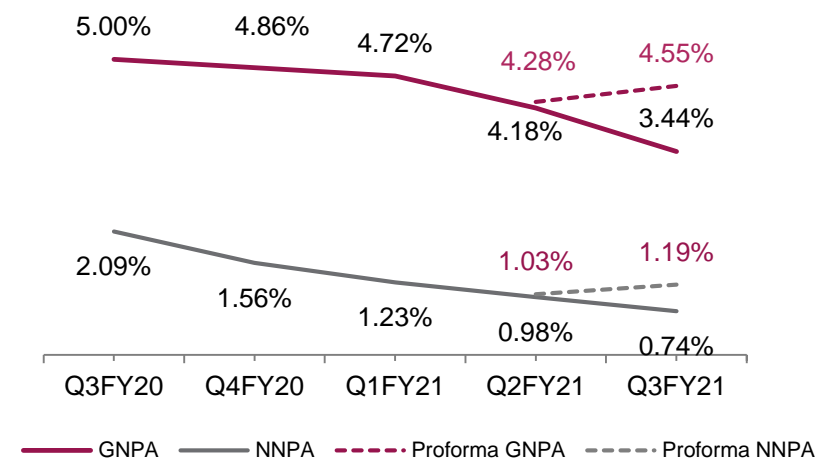
## Slippages (Annualised) per IRAC norms



## Credit Cost (Annualised)



## GNPA & NNPA

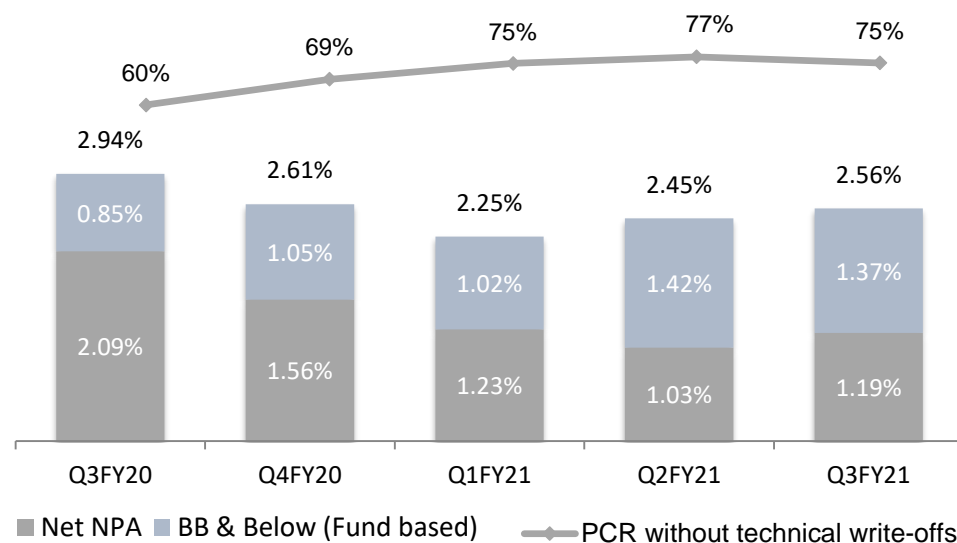


\* Asset classification held in abeyance pursuant to Supreme Court Order    \*\* Annualized figures

# BB & Below Corporate Book, Restructuring and NPAs

## Bank's Net NPA\* per IRAC and Fund based BB and Below\* portfolio

PCR (excluding technical write offs) per IRAC has improved from 60% to 75% YoY; net NPA improved 90 bps YoY



**Decline in BB & below pool across all three categories i.e. fund based, non fund based and investments**

| BB & Below Outstanding | Q2FY21 | Q3FY21 |
|------------------------|--------|--------|
| Fund based             | 9,118  | 8,722  |
| Non fund based         | 4,928  | 4,796  |
| Investments            | 808    | 620    |

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

## Key comments on BB and Below book

- Not upgraded Rs. 408 crs (fund based) of accounts downgraded in Q2 based on probable restructuring, but not restructured
- 100% of restructured corporate book classified as BB & below
- Net NPA per IRAC + BB & below (fund based), net of provisions held is 2.45% of net customer assets
- Top 5 sectors comprising Power Generation & Distribution, Infra Construction, Cement & Cement products, Hotels & Trade account for 73% of fund based BB and Below book

## Judicious approach to restructuring under Covid-19 framework

| Restructured Book | Estimated in Q2FY21 | Approved at end of Q3FY21 | Implemented at end of Q3FY21 |
|-------------------|---------------------|---------------------------|------------------------------|
| % of GCA          | 1.7%                | 0.42%                     | 0.1%                         |
| Rs Cr             | 11,000              | 2,709                     | 396                          |

- 60% of 0.42% approved restructured book as a % of GCA overlaps with BB and below, Linked but not restructured non fund based facilities Rs 869 crs
- Restructuring as a % to respective loan books - Corporate 0.8%, Retail 0.3%, SME 0.02%
- Provision coverage on overall restructured book 26%, 100% provision made on unsecured retail restructured book, though classified as standard

# Detailed walk of NPAs over recent quarters

|  |                    | Q3FY20        | Q4FY20        | Q1FY21        | Q2FY21        | Q3FY21        |
|--|--------------------|---------------|---------------|---------------|---------------|---------------|
| <b>Gross NPAs - Opening balance</b>      | <b>A</b>           | 29,071        | 30,073        | 30,234        | 29,560        | 26,832        |
| Fresh slippages                          | B                  | 6,214         | 3,920         | 2,218         | 931           | 29            |
| Upgradations & Recoveries                | C                  | 2,422         | 2,489         | 608           | 1,848         | 621           |
| Write offs                               | D                  | 2,790         | 1,270         | 2,284         | 1,812         | 4,242         |
| <b>Gross NPAs - closing balance</b>      | <b>E = A+B-C-D</b> | <b>30,073</b> | <b>30,234</b> | <b>29,560</b> | <b>26,832</b> | <b>21,998</b> |
| Provisions incl. interest capitalisation | F                  | 17,913        | 20,874        | 22,112        | 20,724        | 17,388        |
| <b>Net NPA</b>                           | <b>G = E-F</b>     | <b>12,160</b> | <b>9,360</b>  | <b>7,448</b>  | <b>6,108</b>  | <b>4,610</b>  |
| <b>Provision Coverage Ratio (PCR)</b>    |                    | <b>60%</b>    | <b>69%</b>    | <b>75%</b>    | <b>77%</b>    | <b>79%</b>    |
| Accumulated Prudential write offs        | H                  | 25,274        | 23,844        | 25,707        | 25,850        | 28,599        |
| <b>PCR (with technical write-off)</b>    | <b>(F+H)/(E+H)</b> | <b>78%</b>    | <b>83%</b>    | <b>87%</b>    | <b>88%</b>    | <b>91%</b>    |

## Provisions & Contingencies charged to Profit & Loss Account

|  | Q3FY20       | Q4FY20              | Q1FY21            | Q2FY21              | Q3FY21              |
|--|--------------|---------------------|-------------------|---------------------|---------------------|
| Loan Loss Provisions   | 2,962        | 4,204               | 3,512             | 588                 | 1,053               |
| Other Provisions   | 509          | 3,526               | 904               | 3,993               | 3,551               |
| <i>For Standard assets*</i>                                  | (80)         | 1,338 <sup>\$</sup> | 737 <sup>\$</sup> | 1,453 <sup>\$</sup> | 490                 |
| <i>For Investment depreciation</i>                           | 65           | 72                  | 134               | 29                  | 399                 |
| <i>Others</i>  | 524          | 2,116 <sup>#</sup>  | 33                | 2,511 <sup>**</sup> | 2,662 <sup>**</sup> |
| <b>Total Provisions &amp; Contingencies (other than tax)</b> | <b>3,471</b> | <b>7,730</b>        | <b>4,416</b>      | <b>4,581</b>        | <b>4,604</b>        |

\* including provision for unhedged foreign currency exposures      \$ includes 10% provision on loans under moratorium

# includes additional provision for Covid-19

\*\* includes provision for restructuring pool and accounts not classified as NPA pursuant to SC order



# Detailed walk of IRAC NPAs over recent quarters

All figures in ₹ Crores



|  |                    | Q3FY20        | Q4FY20        | Q1FY21        | Q2FY21        | Q3FY21        |
|--|--------------------|---------------|---------------|---------------|---------------|---------------|
| <b>Gross NPAs - Opening balance</b>      | <b>A</b>           | 29,071        | 30,073        | 30,234        | 29,560        | 27,472        |
| Fresh slippages                          | B                  | 6,214         | 3,920         | 2,218         | 1,572         | 6,736         |
| Upgradations & Recoveries                | C                  | 2,422         | 2,489         | 608           | 1,848         | 905           |
| Write offs                               | D                  | 2,790         | 1,270         | 2,284         | 1,812         | 4,257         |
| <b>Gross NPAs - closing balance</b>      | <b>E = A+B-C-D</b> | <b>30,073</b> | <b>30,234</b> | <b>29,560</b> | <b>27,472</b> | <b>29,046</b> |
| Provisions incl. interest capitalisation | F                  | 17,913        | 20,874        | 22,112        | 21,108        | 21,695        |
| <b>Net NPA</b>                           | <b>G = E-F</b>     | <b>12,160</b> | <b>9,360</b>  | <b>7,448</b>  | <b>6,364</b>  | <b>7,351</b>  |
| <b>Provision Coverage Ratio (PCR)</b>    |                    | <b>60%</b>    | <b>69%</b>    | <b>75%</b>    | <b>77%</b>    | <b>75%</b>    |
| Accumulated Prudential write offs        | H                  | 25,274        | 23,844        | 25,707        | 25,850        | 28,599        |
| <b>PCR (with technical write-off)</b>    | <b>(F+H)/(E+H)</b> | <b>78%</b>    | <b>83%</b>    | <b>87%</b>    | <b>88%</b>    | <b>87%</b>    |

## Provisions & Contingencies charged to Profit & Loss Account

|  | Q3FY20       | Q4FY20              | Q1FY21            | Q2FY21              | Q3FY21                |
|--|--------------|---------------------|-------------------|---------------------|-----------------------|
| Loan Loss Provisions   | 2,962        | 4,204               | 3,512             | 973                 | 4,952                 |
| Other Provisions   | 509          | 3,526               | 904               | 3,608               | (348)                 |
| <i>For Standard assets*</i>                                  | (80)         | 1,338 <sup>\$</sup> | 737 <sup>\$</sup> | 1,453 <sup>\$</sup> | 490                   |
| <i>For Investment depreciation</i>                           | 65           | 72                  | 134               | 29                  | 399                   |
| <i>Others</i>  | 524          | 2,116 <sup>#</sup>  | 33                | 2,126 <sup>**</sup> | (1,237) <sup>**</sup> |
| <b>Total Provisions &amp; Contingencies (other than tax)</b> | <b>3,471</b> | <b>7,730</b>        | <b>4,416</b>      | <b>4,581</b>        | <b>4,604</b>          |

\* including provision for unhedged foreign currency exposures  
# includes additional provision for Covid-19

\$ includes 10% provision on loans under moratorium  
\*\* includes provision for restructuring pool

Financial Highlights

Capital and Liquidity Position

Business Segment performance

Asset Quality

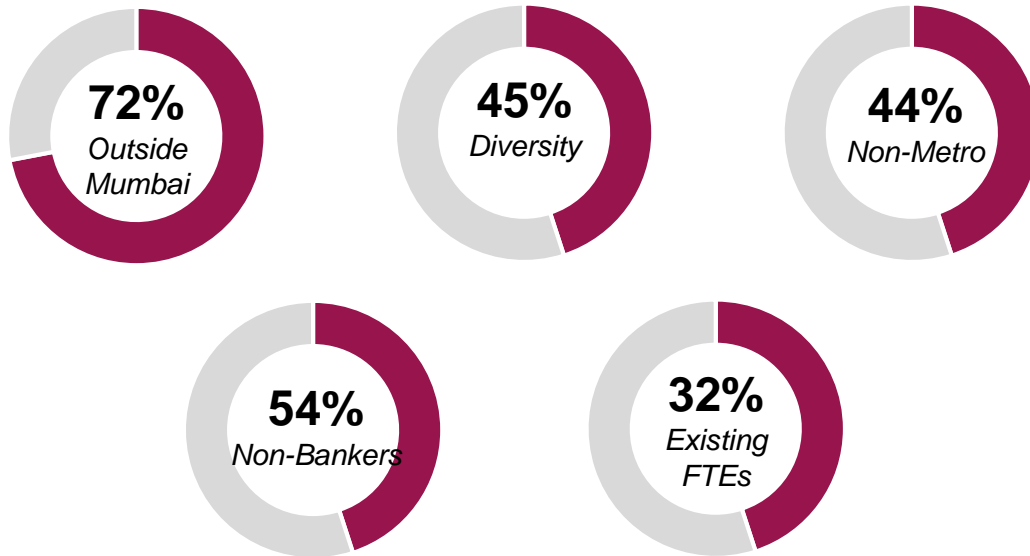
**Future of Work and Sustainability**

Subsidiaries' Performance

Other important information

# GIG-A opportunities is ready to scale up

Pilot expanded to **100** roles across the Axis group  
 Access to new talent pools in the **50+** positions filled



**60,000+** applications from skilled professionals

- ▲ **50 % Quicker On-Boarding**
- ▲ **Higher Productivity**
- ▲ **30 % LinkedIn Engagement**

## Next Steps in the Future of Work

- Hybrid working model established across the organization
- Leaders and mid-management in large corporate offices have led the way
- Pilot underway on a virtual role offering for internal employee base

# Axis Bank's Sustainability imperative



“Striving to create positive, financial as well as non-financial impact among our diverse stakeholder spectrum across rural and urban India”



- Enhancing focus on Environmental, Social & Governance (ESG)-led strategy and action
- Achieving positive impact for customers, employees, partners and communities
- Reaching millions of unbanked and under-banked Indians
- Taking a leadership position in digital banking
- Integrating ESG imperatives into our risk practices
- Maturing ESG-focused transparency and disclosures

|   |   |
|---|---|
| <br>FTSE4Good                        | Constituent of FTSE4Good Index series for the fourth consecutive year in 2020   |
| <br>MSCI                             | Only commercial bank among top 10 constituents in MSCI India ESG Leaders Index*. MSCI has also upgraded our ESG rating to 'A' |
| <br>CDP<br>DISCLOSURE INSIGHT ACTION | CDP, a leading global climate performance assessment platform upgraded Axis Bank's rating to 'B' from 'C' recently            |
| <br>NSE                             | Among top 10 constituents of Nifty 100 ESG Sector Leaders Index*  |
|                                    | Winner of the CII ITC Sustainability Award for CSR in 2015, 2016, 2018  |

\*as on 31 Dec 2020

# Positive outcomes across stakeholders and sectors

## Green Banking



- **1<sup>st</sup>** certified Green Bond by an Asian Bank, launched in 2016 for US\$ 500 mn
- Over **13 million** sheets of paper avoided due to digital lending focus in FY 2019-20
- Integrating environmental and social risk assessment into lending decisions through Sustainable Lending Policy & Procedures

## Banking for Emerging India



- **1.5 million** women borrowers in 24 states & 1 UT under Axis Microfinance as on Dec'20
- Over **1.9 million** accounts under India's MUDRA Scheme as on Dec'20
- **0.7 million** dairy farmers associated with Bank's integrated digital dairy platform as of Dec'20

## Digital Leadership



- **88%** of all financial transactions in Q3FY21 were digital
- **162 million** VPAs registered with the Bank on UPI as of Dec'20
- **56%** of personal loans sourced digitally in 9MFY21

## Operational Excellence



- **7.05 MW** of solar installations across 248 locations, over 1 MW in green power purchase agreements, as on Dec'20
- Over **12,000** tons of CO<sub>2</sub> emissions avoided from digital and resource-saving initiatives in FY 2019-20
- ~**1,500** branches with Centralized Energy Management System, delivering annualized electricity savings of **6.5 million** units

## CSR Impact



- **0.89 million** households supported till Dec'20 under Axis Bank Foundation's (ABF), Mission to reach 2 million by 2025
- Providing active COVID-19 CSR support to frontline responders and communities pan-India
- **0.9 million** rural women participants in financial literacy and health awareness programs in 23 states and UTs, as on Dec'20

## Human Capital



- **77,000+** full time employees as of Dec'20, with nearly one fourth of them being women
- **31 years** - Average age of the workforce
- Close to **50** person hours of training per employee in FY 2019-20



Financial Highlights

Capital and Liquidity Position

Business Segment performance

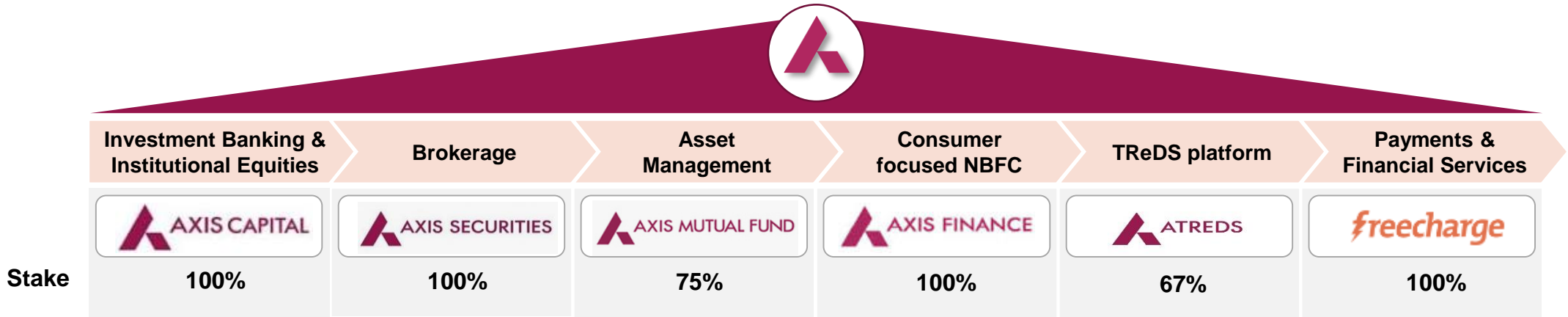
Asset Quality

Future of Work and Sustainability

**Subsidiaries' Performance**

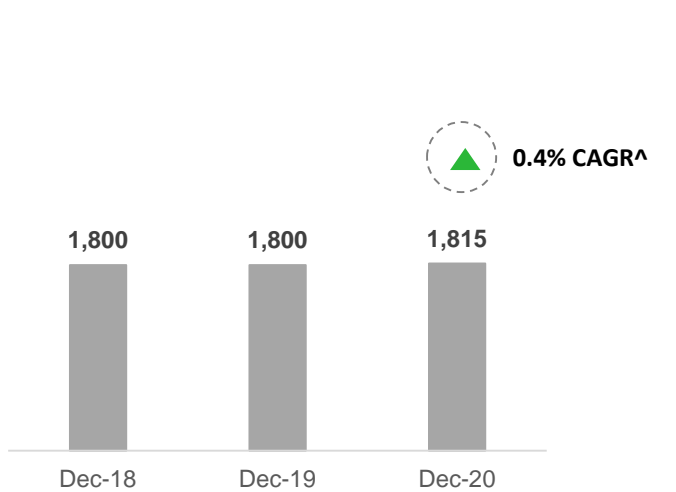
Other important information

# Significant value creation happening in subsidiaries from 'One Axis' platform

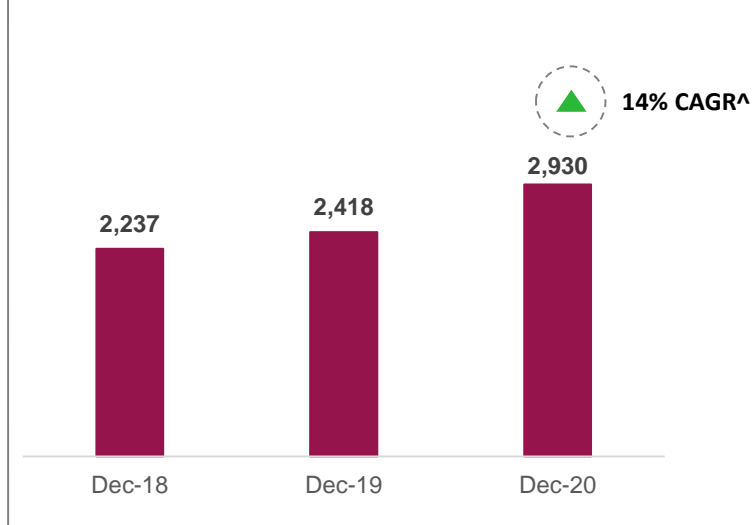


All figures in ₹ Crores

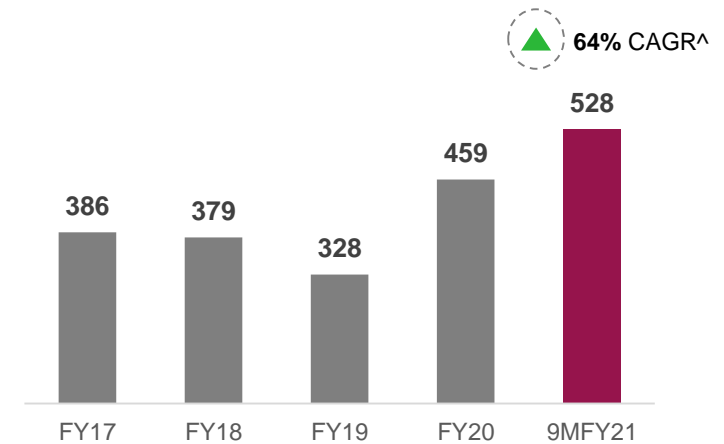
Total investments\* made



Combined network\* of operating subs



Combined PAT\* of operating subs



\* The figures represented above are for the subsidiaries mentioned in the slide and are as per Indian GAAP, as used for consolidated financial statements of the Group

<sup>^</sup> CAGR for Dec-18 to Dec-20 period, 9MFY19 PAT stood at ₹196 crores

## 9MFY21 Ranking\* (includes IPO, FPO, QIP, REIT, OFS & Rights)

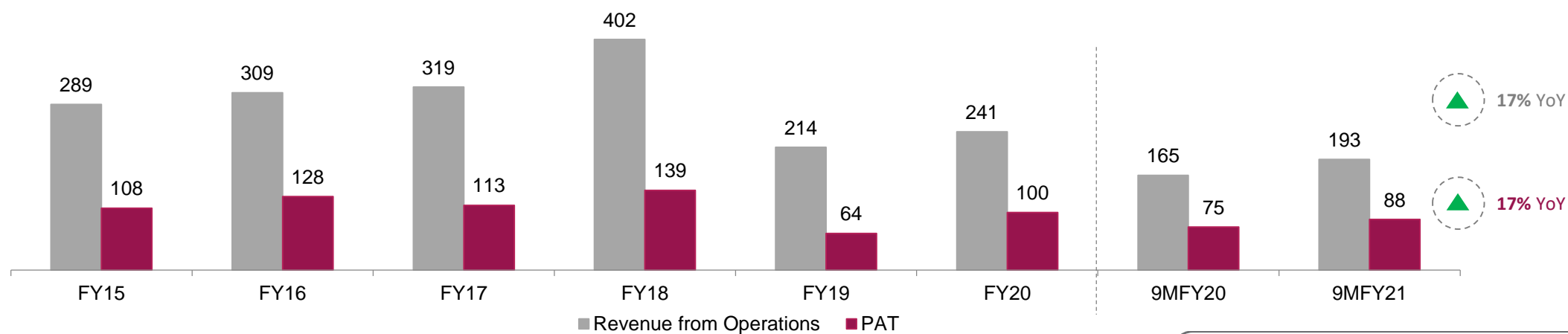
| Rank | Banker              | No of Deals* |
|------|---------------------|--------------|
| 1    | Peer 1              | 26           |
| 2    | <b>Axis Capital</b> | <b>25</b>    |
| 3    | Peer 2              | 19           |
| 4    | Peer 3              | 15           |
| 5    | Peer 4              | 14           |

## Major Highlights

- Axis Capital completed 37 transactions in 9MFY21 that include 6 IPOs, 10 QIPs, 7 Rights issue, 2 OFS, 6 Buybacks, 3 M&A, 1 Preferential, 1 ECM Advisory and 1 PE deal
- Successfully executed a hat-trick of BFSI QIPs for 3 large public sector financial institutions and first ever QIP in REITs space in India
- Axis Capital's Institutional Equity business trading volumes in cash segment grew 32% and that for F&O grew 132% in Q3FY21
- 9MFY21 PAT was ₹ 88 crores, up 17% YOY

## Trend in Income & PAT

All figures in ₹ Crores

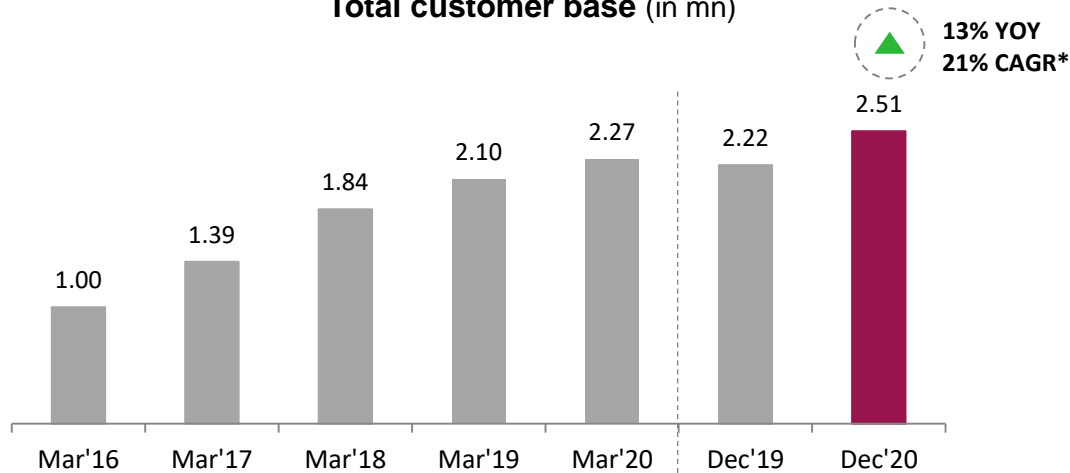


\*Source: Primedatabase; Updated till 31<sup>st</sup> December, 2020;  
Includes all Equity IPOs, REIT, FPO, QIPs, OFS, Rights Transactions;

# Axis Securities : Strong performance continued in Q3FY21



**Total customer base (in mn)**



\* CAGR for period Mar'16 to Dec'20

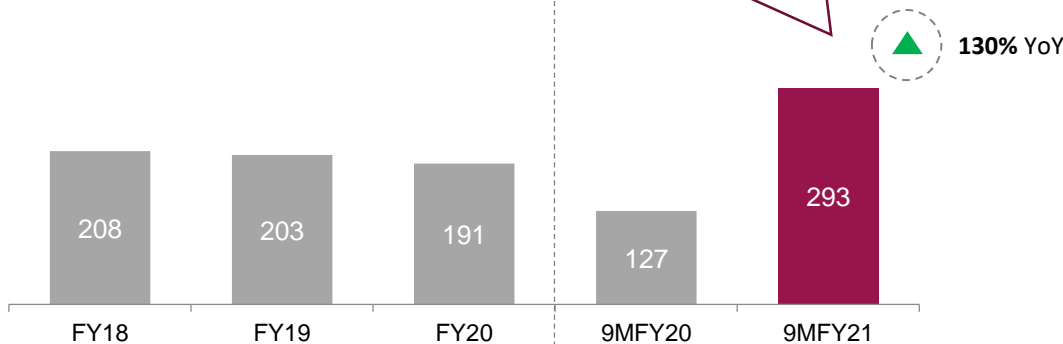


## Major Highlights

- A full service broker focusing on building an advisory model, with customer acquisitions for the 9MFY21 period up 99% YOY to **233,763** customers
- Has one of the highest mobile adoption rates in the industry with over **72%** volumes coming from Mobile in Q3FY21
- **40%** of clients traded through Axis Direct Mobile App in Q3FY21
- Broking revenues in Q3 of ₹111 crores clocked new highs for the quarter
- Total PAT for 9MFY21 period at ₹118 crores was over 7X of full year FY20 PAT

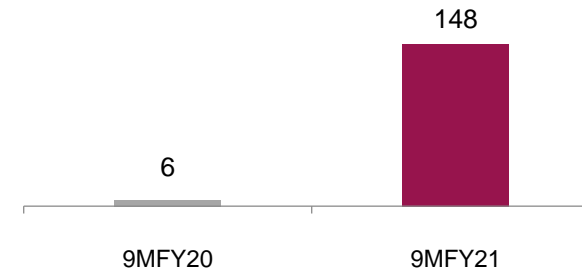
**Broking Revenue**

Broking revenues in Q3FY21 were the highest ever for a quarter



**Broking PBT**

All figures in ₹ Crores

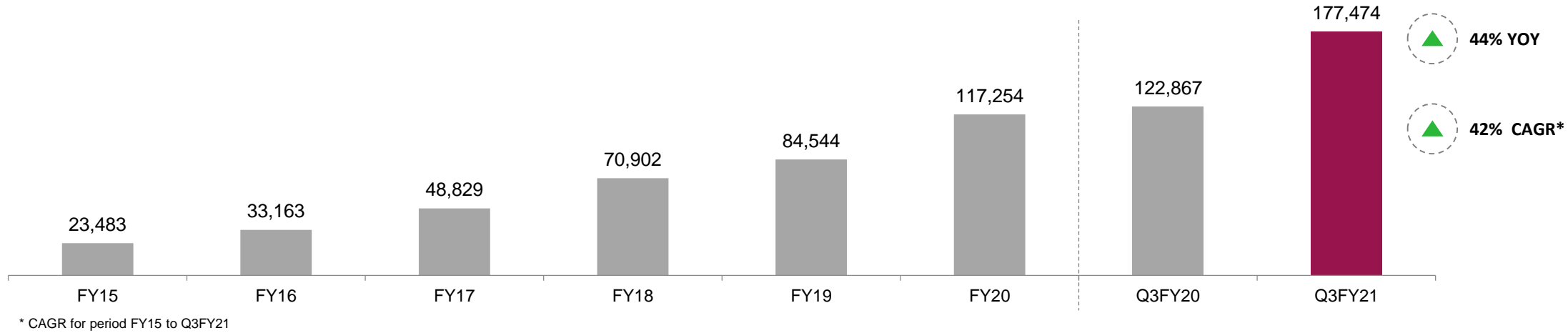


# Axis AMC : Strong performance under current market conditions

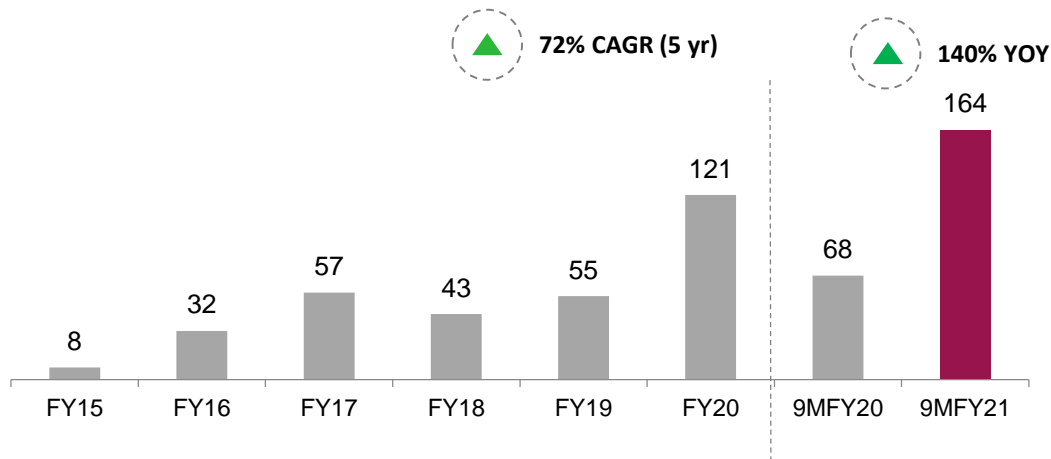


All figures in ₹ Crores

## Average AUM has shown strong growth



## Trend in PAT



## Major Highlights

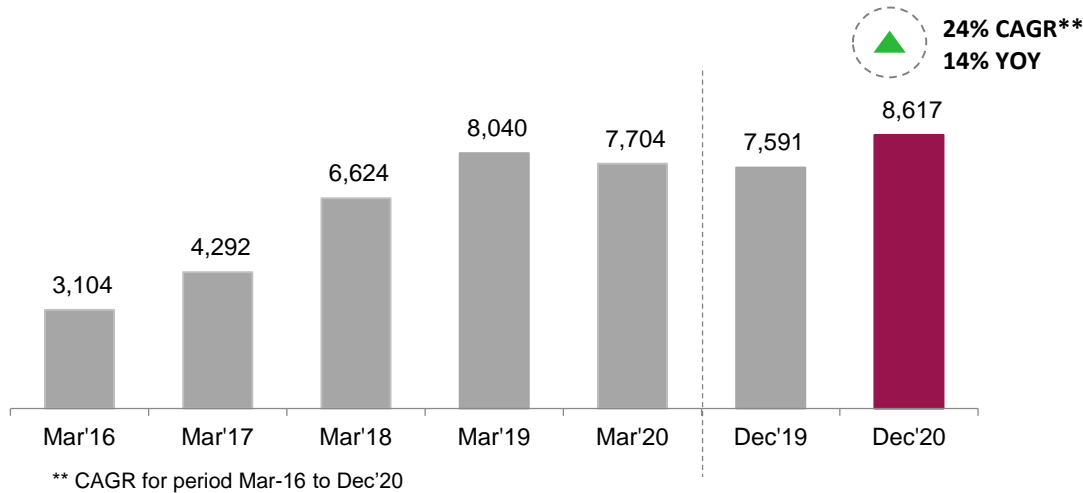
- Axis AMC remains one of the fastest growing AMC in the country across debt and equity product categories with average AuM growth of 44% in the last 12 months
- The growth was driven by fund performance and Axis AMC improved its market share to 6%, up from 4.6% at the end of Dec'19
- Client folios up by over 44% YOY to 7.2 mn;
- Equity & Hybrid funds constitutes 51% of overall AUM



# Axis Finance : Poised for growth, investing for growing the retail book



## Growth in loan book



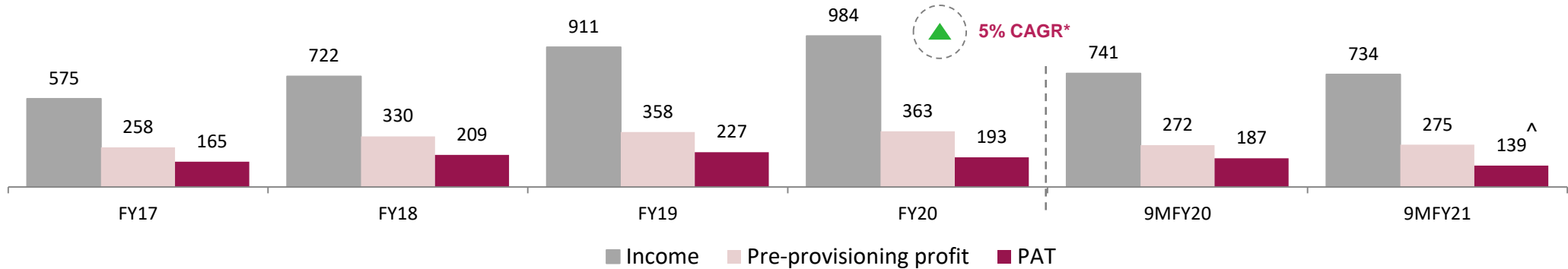
## Major Highlights

- Capital adequacy ratio comfortable at **21.7%**
- NNPA% at **1.7%**. No accounts were restructured
- Our investments in retail business has started to yield results, Retail disbursements now account for **30%+** of incremental disbursements
- In the Wholesale business, loan mix has undergone a major shift in the last 1 year with cash flow backed and higher rated companies contributing **85%+** of incremental disbursements
- Cost to Income at 27.5% for 9MFY21 – one of the lowest in the industry
- Overall ROE for Q3FY21 stood at 17.5% with wholesale ROE at ~24%

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

20% CAGR\*  
12% CAGR\*  
5% CAGR\*

All figures in ₹ Crores



Started investment in retail franchise FY 19 onwards

<sup>^</sup> Lower due to higher provisioning

\* 3 yr CAGR (FY17 to FY20)

## A.TReDS: *The Invoicemart product continues to be a market leader*



- A.TREDS is one of the three entities 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**' became the 1<sup>st</sup> TReDS platform to reach **₹10,000 crore** worth of MSME Invoice discounting and has a market share of **37%**.
- Invoicemart has helped in price discovery for MSMEs across 486 cities and towns in India who are now able to get their bills discounted from 39 financiers (banks and NBFC factors)

### Progress so far (Jul'17 to Dec'20)



**Throughput**  
**₹ 10,487 Cr**

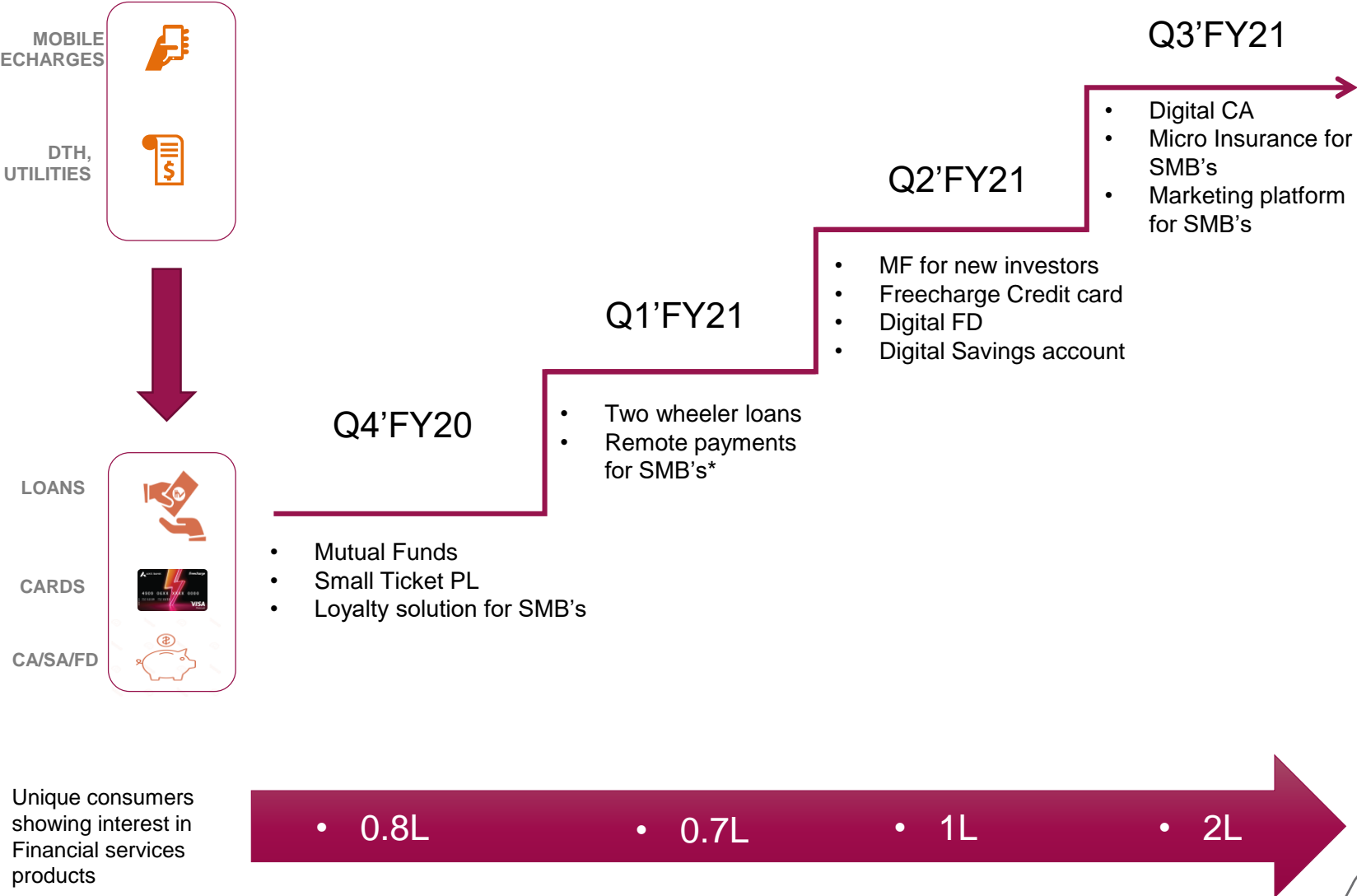


**Invoices Discounted (in No's)**  
**~ 6 lakh**

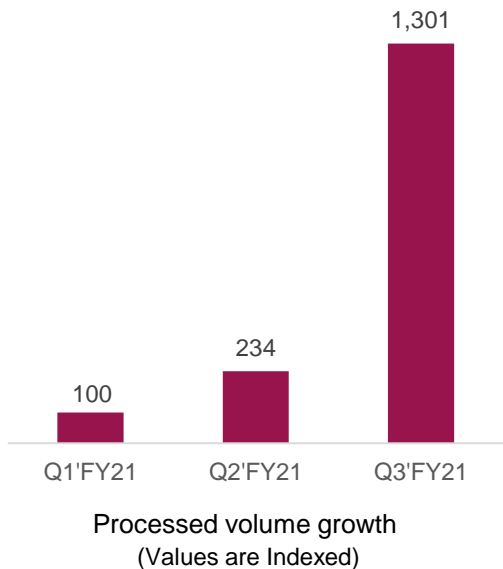


**Participants on-board**  
Buyers: **746** | Sellers: **7,209**  
Financiers: **39**

# Freecharge: Made significant progress in its payments led financials services journey



**Strong growth in the merchant payment solutions product**



\*Small and medium businesses

Financial Highlights

Capital and Liquidity Position

Business Segment performance

Asset Quality

Future of Work and Sustainability

Subsidiaries' Performance

Other important information

# We have created a differentiated identity and are amongst the most valuable Brands in India



Featured amongst Top 20 most valuable brands in India



Axis Bank Mobile App



People's Choice



Among 42 leading banks worldwide



# Major awards won by the Bank and its subsidiaries



**Best Cyber Security Project,  
Best Financial AI Project &  
Best Risk Management Project**



**Best Use of IT in Risk  
Management / Fraud  
Prevention**



**Best Engagement and Loyalty  
Scheme of the Year**



**Excellence in Operations  
– IDC Insights Awards 2019**



**Anti-Money Laundering  
Technology Implementation**



**Financial Inclusion Initiative Of  
The Year**

# Financial Performance



| Financial Performance (₹ crores)      |                | Q3FY21        | Q3FY20        | % Growth     | 9MFY21        | 9MFY20        | % Growth   |
|---------------------------------------|----------------|---------------|---------------|--------------|---------------|---------------|------------|
| Interest Income                       | A              | 15,498        | 15,708        | (1%)         | 48,100        | 46,401        | 4%         |
| Other Income                          | B = C+D+E      | 3,776         | 3,787         | -            | 10,170        | 11,551        | (12%)      |
| - Fee Income                          | C              | 2,906         | 2,775         | 5%           | 7,310         | 8,087         | (10%)      |
| - Trading Income                      | D              | 367           | 515           | (29%)        | 1,758         | 2156          | (18%)      |
| - Miscellaneous Income                | E              | 503           | 497           | 1%           | 1,102         | 1308          | (16%)      |
| - Recoveries in written-off a/c's     |                | 448           | 383           | 17%          | 885           | 899           | (2%)       |
| <b>Total Income</b>                   | <b>F = A+B</b> | <b>19,274</b> | <b>19,495</b> | <b>(1%)</b>  | <b>58,270</b> | <b>57,952</b> | <b>1%</b>  |
| Interest Expended                     | G              | 8,125         | 9,255         | (12%)        | 26,416        | 28,003        | (6%)       |
| <b>Net Interest Income</b>            | <b>H = A-G</b> | <b>7,373</b>  | <b>6,453</b>  | <b>14%</b>   | <b>21,684</b> | <b>18,398</b> | <b>18%</b> |
|                                       |                |               |               |              |               |               |            |
| <b>Operating Revenue</b>              | <b>I = B+H</b> | <b>11,149</b> | <b>10,240</b> | <b>9%</b>    | <b>31,854</b> | <b>29,949</b> | <b>6%</b>  |
| Core Operating Revenue*               | J              | 10,808        | 9,725         | 11%          | 30,085        | 27,794        | 8%         |
| Operating Expenses                    | K              | 5,054         | 4,497         | 12%          | 13,016        | 12,362        | 5%         |
| -Staff Expense                        | L              | 1,678         | 1,365         | 23%          | 4,496         | 3,947         | 14%        |
| -Non Staff Expense                    | M              | 3,376         | 3,132         | 8%           | 8,520         | 8,415         | 1%         |
| <b>Operating Profit</b>               | <b>N = I-K</b> | <b>6,095</b>  | <b>5,743</b>  | <b>6%</b>    | <b>18,838</b> | <b>17,587</b> | <b>7%</b>  |
| <b>Core Operating Profit*</b>         | <b>O</b>       | <b>5,754</b>  | <b>5,228</b>  | <b>10%</b>   | <b>17,069</b> | <b>15,431</b> | <b>11%</b> |
| Provisions other than taxes           | P              | 4,604         | 3,471         | 33%          | 13,602        | 10,804        | 26%        |
| Profit Before Tax                     | Q = N-P        | 1,491         | 2,272         | (34%)        | <b>5,236</b>  | 6,783         | (23%)      |
| Tax Expenses                          | R              | 374           | 515           | (27%)        | 1,325         | 3,768         | (65%)      |
| <b>Net Profit</b>                     | <b>S = Q-R</b> | <b>1,117</b>  | <b>1,757</b>  | <b>(36%)</b> | <b>3,911</b>  | <b>3,015</b>  | <b>30%</b> |
| EPS Diluted (in ₹) (annualized)       |                | 14.47         | 24.71         |              | 17.61         | 14.91         |            |
| Return on Average Assets (annualized) |                | 0.48%         | 0.86%         |              | 0.56%         | 0.50%         |            |
| Return on Equity (annualized)         |                | 4.91%         | 8.83%         |              | 6.13%         | 5.86%         |            |
| Capital Adequacy Ratio (Basel III)    |                | 19.31%        | 18.72%        |              | 19.31%        | 18.72%        |            |

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

# Financial Performance



| Financial Performance (\$ mn)         |                | Q3FY21       | Q3FY20       | % Growth     | 9MFY21       | 9MFY20       | % Growth   |
|---------------------------------------|----------------|--------------|--------------|--------------|--------------|--------------|------------|
| Interest Income                       | A              | 2,121        | 2,150        | (1%)         | 6,583        | 6,350        | 4%         |
| Other Income                          | B = C+D+E      | 517          | 518          | -            | 1,392        | 1,581        | (12%)      |
| - Fee Income                          | C              | 398          | 380          | 5%           | 1,000        | 1,107        | (10%)      |
| - Trading Income                      | D              | 50           | 70           | (29%)        | 241          | 295          | (18%)      |
| - Miscellaneous Income                | E              | 69           | 68           | 1%           | 151          | 179          | (16%)      |
| - Recoveries in written-off a/c's     |                | 61           | 52           | 17%          | 121          | 123          | (2%)       |
| <b>Total Income</b>                   | <b>F = A+B</b> | <b>2,638</b> | <b>2,668</b> | <b>(1%)</b>  | <b>7,975</b> | <b>7,931</b> | <b>1%</b>  |
| Interest Expended                     | G              | 1,112        | 1,267        | (12%)        | 3,615        | 3,832        | (6%)       |
| <b>Net Interest Income</b>            | <b>H = A-G</b> | <b>1,009</b> | <b>883</b>   | <b>14%</b>   | <b>2,968</b> | <b>2,518</b> | <b>18%</b> |
|                                       |                |              |              |              |              |              |            |
| <b>Operating Revenue</b>              | <b>I = B+H</b> | <b>1,526</b> | <b>1,401</b> | <b>9%</b>    | <b>4,360</b> | <b>4,099</b> | <b>6%</b>  |
| Core Operating Revenue*               | J              | 1,479        | 1,331        | 11%          | 4,117        | 3,804        | 8%         |
| Operating Expenses                    | K              | 692          | 615          | 12%          | 1,781        | 1,692        | 5%         |
| -Staff Expense                        | L              | 230          | 187          | 23%          | 615          | 540          | 14%        |
| -Non Staff Expense                    | M              | 462          | 429          | 8%           | 1,166        | 1,152        | 1%         |
| <b>Operating Profit</b>               | <b>N = I-K</b> | <b>834</b>   | <b>786</b>   | <b>6%</b>    | <b>2,579</b> | <b>2,407</b> | <b>7%</b>  |
| <b>Core Operating Profit*</b>         | <b>O</b>       | <b>787</b>   | <b>715</b>   | <b>10%</b>   | <b>2,336</b> | <b>2,112</b> | <b>11%</b> |
| Provisions other than taxes           | P              | 630          | 475          | 33%          | 1,862        | 1,479        | 26%        |
| Profit Before Tax                     | Q = N-P        | 204          | 311          | (34%)        | 717          | 928          | (23%)      |
| Tax Expenses                          | R              | 51           | 70           | (27%)        | 182          | 515          | (65%)      |
| <b>Net Profit</b>                     | <b>S = Q-R</b> | <b>153</b>   | <b>240</b>   | <b>(36%)</b> | <b>535</b>   | <b>413</b>   | <b>30%</b> |
| EPS Diluted (in ₹) (annualized)       |                | 14.47        | 24.71        |              | 17.61        | 14.91        |            |
| Return on Average Assets (annualized) |                | 0.48%        | 0.86%        |              | 0.56%        | 0.50%        |            |
| Return on Equity (annualized)         |                | 4.91%        | 8.83%        |              | 6.13%        | 5.86%        |            |
| Capital Adequacy Ratio (Basel III)    |                | 19.31%       | 18.72%       |              | 19.31%       | 18.72%       |            |

\$ figures converted using exchange rate of 1\$ = ₹73.07

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

# Balance Sheet



| Balance Sheet                                     | As on 31 <sup>st</sup> Dec'20 | As on 31 <sup>st</sup> Dec'19 |  | As on 31 <sup>st</sup> Dec'20 | As on 31 <sup>st</sup> Dec'19 | % Growth   |
|---|-------------------------------|-------------------------------|--|-------------------------------|-------------------------------|------------|
| <b>CAPITAL AND LIABILITIES</b>                    | In ₹ Crores                   | In ₹ Crores                   |  | in \$ Mn                      | in \$ Mn                      |            |
| Capital   | 612                           | 564                           |  | 84                            | 77                            | 9%         |
| Reserves & Surplus                                | 98,204                        | 85,634                        |  | 13,440                        | 11,719                        | 15%        |
| Deposits  | 6,54,140                      | 5,91,676                      |  | 89,522                        | 80,974                        | 11%        |
| Borrowings  | 1,35,666                      | 1,12,007                      |  | 18,567                        | 15,329                        | 21%        |
| Other Liabilities and Provisions                  | 49,427                        | 29,158                        |  | 6,764                         | 3,991                         | 70%        |
| <b>Total</b>                                      | <b>9,38,049</b>               | <b>8,19,039</b>               |  | <b>1,28,377</b>               | <b>1,12,090</b>               | <b>15%</b> |
| <b>ASSETS</b>                                     |                               |                               |  |                               |                               |            |
| Cash and Balances with RBI / Banks and Call money | 72,691                        | 41,311                        |  | 9,948                         | 5,654                         | 76%        |
| Investments                                       | 1,98,346                      | 1,55,979                      |  | 27,145                        | 21,347                        | 27%        |
| Advances  | 5,82,754                      | 5,50,138                      |  | 79,753                        | 75,289                        | 6%         |
| Fixed Assets                                      | 4,277                         | 4,204                         |  | 585                           | 575                           | 2%         |
| Other Assets                                      | 79,981                        | 67,407                        |  | 10,946                        | 9,225                         | 19%        |
| <b>Total</b>                                      | <b>9,38,049</b>               | <b>8,19,039</b>               |  | <b>1,28,377</b>               | <b>1,12,090</b>               | <b>15%</b> |

\$ figures converted using exchange rate of 1\$ = ₹73.07

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**