

AXIS/CO/CS/910/2019-20

22<sup>nd</sup> January 2020

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

NSE Code: AXISBANK

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

BSE Code: 532215

Dear Sir(s),

**SUB.: UNAUDITED FINANCIAL RESULTS OF THE BANK, FOR THE QUARTER AND NINE MONTHS ENDED 31<sup>ST</sup> DECEMBER 2019**

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

This is to inform you that at the 202<sup>nd</sup> meeting of the Board of Directors of the Bank (the "**Board**") held today, the Board has reviewed and approved the Unaudited Financial Results of the Bank and the Unaudited Consolidated Financial Results, for the Quarter and Nine months ended 31<sup>st</sup> December 2019, which was subjected to a Limited Review by the Statutory Auditors of the Bank.

Please note that the said Board meeting commenced at 1.30 pm and the results were reviewed and approved by the Board at 4.00 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 2019, which please note are being uploaded on the website of the Bank, in terms of 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 blackout period which is in-force since Sunday, 22<sup>nd</sup> December 2019 will end on Friday, 24<sup>th</sup> January 2020, consequently, the trading window will commence from Saturday, 25<sup>th</sup> January 2020 up to Saturday, 21<sup>st</sup> March 2020 (both days inclusive), in terms of the Share Dealing Code – October 2019, 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 Koliyote**  
**Company Secretary**

Encl.: as above

Legal & CS : Axis House, Wadia International Centre, Pandurang Budhkar Marg, Worli, Mumbai 400 025

Registered Address : "Trishul" - 3rd Floor, Opp. Samartheswar Temple, Near Law Garden,  
Ellisbridge, Ahmedabad - 380006. Telephone No. : 079-26409322 Fax No. : 079-26409321  
CIN : L65110GJ1993PLC020769 Website : www.axisbank.com



**Independent Auditor's Review Report on the Unaudited Standalone Financial Results for the Quarter and Nine Months Ended December 31, 2019 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, 2019 and for the period from April 1, 2019 to December 31, 2019 ("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 under Basel III Capital Regulations", "Leverage Ratio" and "Liquidity Coverage Ratio" 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 Board of Directors, has been prepared in accordance with recognition and measurement principles laid down in Accounting Standard 25 "Interim Financial Reporting" as prescribed under Section 133 of Companies Act, 2013, the relevant prudential norms issued by the Reserve Bank of India in respect of income recognition, asset classification, provisioning and other related matters ("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 Engagement (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 and procedures performed 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



# HARIBHAKTI & CO. LLP

Chartered Accountants

Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, except for the disclosures relating to "Pillar 3 under Basel III Capital Regulations", "Leverage Ratio" and "Liquidity Coverage Ratio" 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.

For Haribhakti & Co. LLP

Chartered Accountants

ICAI Firm Registration No.103523W/W100048



Purushottam Nyati

Partner

Membership No.: 118970

UDIN: 20118970AAAAAH343S



Place: Mumbai

Date: January 22, 2020



Independent Auditor's Review Report on Unaudited Consolidated Financial Results for the Quarter and Nine Months Ended December 31, 2019 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, 2019 and for the period from April 1, 2019 to December 31, 2019 ("the Statement"), being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, except for the disclosures relating to "Pillar 3 under Basel III Capital Regulations", "Leverage Ratio" and "Liquidity Coverage Ratio" 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. Attention is drawn to the fact that the consolidated figures for the corresponding quarter ended December 31, 2018 and the corresponding period from April 1, 2018 to December 31, 2018, as reported in these financial results have been approved by the Parent's Board of Directors, but have not been subjected to limited review or audit.
3. 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" as prescribed under Section 133 of the Companies Act, 2013, the relevant prudential norms issued by the Reserve Bank of India in respect of income recognition, asset classification, provisioning and other related matters ("RBI Guidelines") and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.
4. We conducted our review of the Statement in accordance with the Standard on Review Engagement (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's 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.

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

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

6. Based on our review conducted and procedures performed as stated in paragraph 4 above and based on the consideration of the review report of the other auditor 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 under Basel III Capital Regulations", "Leverage Ratio" and "Liquidity Coverage Ratio" 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.



7. We did not review the interim financial results of 2 subsidiaries included in the unaudited consolidated financial results, whose interim financial results reflect total assets of Rs.13,86,053 lacs as at December 31, 2019 and total revenues of Rs.29,334 lacs and Rs.90,967 lacs for the quarter ended December 31, 2019 and for the period from April 1, 2019 to December 31, 2019, respectively and total net profit after tax of Rs.5,007 lacs and Rs.14,488 lacs for the quarter ended December 31, 2019 and for the period from April 1, 2019 to December 31, 2019, 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 4 above.

One of 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 9 subsidiaries which have not been reviewed/audited by their auditors, whose interim financial results reflect total assets of Rs 1,39,830 lacs as at December 31, 2019 and total revenue of Rs.22,835 lacs and Rs.63,288 lacs for the quarter ended December 31, 2019 and for the period from April 1, 2019 to December 30, 2019, respectively and total net Profit after tax of Rs.5,177 lacs and Rs.5,132 lacs for the quarter ended December 31, 2019 and for the period from April 1, 2019 to December 31, 2019, 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.



# HARIBHAKTI & CO. LLP

Chartered Accountants

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: 20118970AAAAAI1121



Place: Mumbai

Date: January 22, 2020



**Axis Bank Limited**

Regd. Office: 'Trishul', 3<sup>rd</sup> floor, Opp. Samaratheshwar 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, 2019**

(₹ in lacs)

PARTICULARS	FOR THE QUARTER ENDED 31.12.2019	FOR THE QUARTER ENDED 30.09.2019	FOR THE QUARTER ENDED 31.12.2018	FOR THE NINE MONTHS ENDED 31.12.2019	FOR THE NINE MONTHS ENDED 31.12.2018	FOR THE YEAR ENDED 31.03.2019
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1. Interest earned (a)+(b)+(c)+(d)	15,708.30	15,437.80	14,129.73	46,401.05	40,187.74	54,985.77
(a) Interest/discount on advances/bills	12,284.08	11,923.71	10,628.25	35,669.15	30,194.79	41,322.02
(b) Income on Investments	2,649.01	2,868.08	2,894.44	8,636.46	8,378.48	11,349.07
(c) Interest on balances with Reserve Bank of India and other inter-bank funds	285.67	195.42	183.14	672.69	469.52	693.35
(d) Others	489.54	450.59	423.90	1,422.75	1,144.95	1,621.33
2. Other Income (Refer note 2)	3,786.57	3,895.77	4,000.69	11,551.10	9,604.06	13,130.34
3. TOTAL INCOME (1+2)	19,494.87	19,333.57	18,130.42	57,952.15	49,791.80	68,116.11
4. Interest Expended	9,255.32	9,335.97	8,526.06	28,002.59	24,185.16	33,277.60
5. Operating expenses (i)+(ii)	4,496.86	4,046.02	4,079.71	12,362.53	11,615.95	15,833.40
(i) Employees cost	1,365.22	1,274.97	1,202.59	3,947.03	3,605.04	4,747.32
(ii) Other operating expenses	3,131.64	2,771.05	2,877.12	8,415.50	8,010.91	11,086.08
6. TOTAL EXPENDITURE (4+5) (Excluding Provisions and Contingencies)	13,752.18	13,381.99	12,605.77	40,365.12	35,801.11	49,111.00
7. OPERATING PROFIT (3-6) (Profit before Provisions and Contingencies)	5,742.69	5,951.58	5,524.65	17,587.03	13,990.69	19,005.11
8. Provisions (other than tax) and Contingencies (Net)	3,470.92	3,518.39	3,054.51	10,803.89	9,319.59	12,031.02
9. Exceptional Items	-	-	-	-	-	-
10. Profit/(Loss) from Ordinary Activities before Tax (7-8-9)	2,271.77	2,433.19	2,470.14	6,783.14	4,671.10	6,974.09
11. Tax expense	514.77	2,545.27	789.29	3,768.14	1,499.55	2,297.48
12. Net Profit/(Loss) from Ordinary Activities after Tax (10-11)	1,757.00	(112.08)	1,680.85	3,015.00	3,171.55	4,676.61
13. Extraordinary Items (net of tax expense)	-	-	-	-	-	-
14. Net Profit/(Loss) for the period (12-13)	1,757.00	(112.08)	1,680.85	3,015.00	3,171.55	4,676.61
15. Paid-up equity share capital (Face value ₹2/- per share)	563.95	563.83	513.98	563.95	513.98	514.33
16. Reserves excluding revaluation reserves						66,161.97
17. Analytical Ratios						
(i) Percentage of Shares held by Government of India	Nil	Nil	Nil	Nil	Nil	Nil
(ii) Capital Adequacy Ratio - Basel III	18.20%	18.23%	15.81%	18.20%	15.81%	15.84%
(iii) Earnings per Share (EPS) for the period/year (before and after extraordinary items)						
- Basic	6.23	(0.43)	6.54	11.25	12.35	18.20
- Diluted	6.21	(0.43)	6.52	11.20	12.30	18.09
(iv) NPA Ratios						
(a) Amount of Gross Non Performing assets	30,073.02	29,071.39	30,854.67	30,073.02	30,854.67	29,789.44
(b) Amount of Net Non Performing assets	12,160.28	11,138.30	12,233.29	12,160.28	12,233.29	11,275.60
(c) % of Gross NPAs	5.00	5.03	5.75	5.00	5.75	5.26
(d) % of Net NPAs	2.09	1.99	2.36	2.09	2.36	2.06
(v) Return on Assets (annualized)	0.86	(0.06)	0.88	0.50	0.57	0.63



Notes:

1. Statement of Assets and Liabilities as on 31<sup>st</sup> December, 2019 is given below.

Particulars	(₹ in lacs)		
	As on 31.12.2019 (Unaudited)	As on 31.03.2019 (Audited)	As on 31.12.2018 (Unaudited)
<b>CAPITAL AND LIABILITIES</b>			
Capital	563,95	514,33	513,98
Reserves and Surplus	85,633,89	66,161,97	66,183,92
Deposits	5,91,675,52	5,48,471,34	5,14,092,11
Borrowings	1,12,006,70	1,52,775,78	1,44,669,38
Other Liabilities and Provisions	29,158,85	33,073,11	30,717,03
<b>TOTAL</b>	<b>8,19,038,91</b>	<b>8,00,996,53</b>	<b>7,56,176,42</b>
<b>ASSETS</b>			
Cash and Balances with Reserve Bank of India	31,959,48	35,099,03	38,138,01
Balances with Banks and Money at Call and Short Notice	9,351,91	32,105,60	17,598,18
Investments	1,55,979,19	1,74,969,28	1,61,035,76
Advances	5,50,137,70	4,94,797,97	4,75,104,88
Fixed Assets	4,203,99	4,036,64	3,988,32
Other Assets	67,406,64	59,988,01	60,311,27
<b>TOTAL</b>	<b>8,19,038,91</b>	<b>8,00,996,53</b>	<b>7,56,176,42</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, 2019, the Bank allotted 597,330 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: <http://www.axisbank.com/investor-corner/baselIII-disclosures.aspx>. The disclosures have not been subjected to audit or limited review by the statutory auditors of the Bank.
5. The above results have been approved by the Board of Directors of the Bank at its meeting held at Mumbai today.
6. These results for the quarter and nine months ended 31<sup>st</sup> December, 2019 have been subjected to a "Limited Review" by the statutory auditors of the Bank.
7. 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 QUARTER ENDED 31.12.2019	FOR THE QUARTER ENDED 30.09.2019	FOR THE QUARTER ENDED 31.12.2018	FOR THE NINE MONTHS ENDED 31.12.2019	FOR THE NINE MONTHS ENDED 31.12.2018	FOR THE YEAR ENDED 31.03.2019
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<b>1</b>	<b>Segment Revenue</b>						
A	Treasury	5,435,98	6,219,45	5,867,62	18,339,97	16,826,18	22,885,01
B	Corporate/Wholesale Banking	7,153,21	7,068,30	7,741,16	21,301,49	20,801,02	27,935,59
C	Retail Banking	15,737,64	15,071,37	12,651,00	45,079,53	35,674,14	49,171,57
D	Other Banking Business	377,10	251,91	301,89	848,06	809,75	1,229,79
	<b>Total</b>	<b>28,703,93</b>	<b>28,611,03</b>	<b>26,561,67</b>	<b>85,569,05</b>	<b>74,111,09</b>	<b>1,01,221,96</b>
	Less : Inter segment revenue	9,209,06	9,277,46	8,431,25	27,616,90	24,319,29	33,105,85
	<b>Income from Operations</b>	<b>19,494,87</b>	<b>19,333,57</b>	<b>18,130,42</b>	<b>57,952,15</b>	<b>49,791,80</b>	<b>68,116,11</b>
<b>2</b>	<b>Segment Results After Provisions &amp; Before Tax</b>						
A	Treasury	405,32	946,13	996,42	2,766,35	1,472,12	1,847,08
B	Corporate/Wholesale Banking	128,44	(327,90)	359,25	(853,30)	179,57	418,60
C	Retail Banking	1,445,51	1,646,03	945,66	4,251,36	2,512,31	3,898,94
D	Other Banking Business	292,50	168,93	168,81	618,73	507,10	809,47
	<b>Total Profit Before Tax</b>	<b>2,271,77</b>	<b>2,433,19</b>	<b>2,470,14</b>	<b>6,783,14</b>	<b>4,671,10</b>	<b>6,974,09</b>
<b>3</b>	<b>Segment Assets</b>						
A	Treasury	2,46,692,65	2,65,322,67	2,58,139,81	2,46,692,65	2,58,139,81	2,83,985,76
B	Corporate/Wholesale Banking	2,49,875,22	2,38,318,47	2,34,990,98	2,49,875,22	2,34,990,98	2,38,692,89
C	Retail Banking	3,14,034,57	2,97,228,71	2,53,542,92	3,14,034,57	2,53,542,92	2,68,642,17
D	Other Banking Business	341,62	228,28	359,35	341,62	359,35	337,05
E	Unallocated	8,094,85	8,196,22	9,143,36	8,094,85	9,143,36	9,338,66
	<b>Total</b>	<b>8,19,038,91</b>	<b>8,09,294,35</b>	<b>7,56,176,42</b>	<b>8,19,038,91</b>	<b>7,56,176,42</b>	<b>8,00,996,53</b>
<b>4</b>	<b>Segment Liabilities</b>						
A	Treasury	2,31,645,58	2,39,743,84	2,62,627,92	2,31,645,58	2,62,627,92	2,74,441,80
B	Corporate/Wholesale Banking	1,18,312,71	1,20,345,12	1,20,404,39	1,18,312,71	1,20,404,39	1,29,036,24
C	Retail Banking	3,82,661,35	3,65,078,65	3,05,636,93	3,82,661,35	3,05,636,93	3,29,975,66
D	Other Banking Business	57,10	50,94	55,10	57,10	55,10	53,89
E	Unallocated	164,33	200,37	754,18	164,33	754,18	812,64
	<b>Total</b>	<b>7,32,841,07</b>	<b>7,25,418,92</b>	<b>6,89,478,52</b>	<b>7,32,841,07</b>	<b>6,89,478,52</b>	<b>7,34,320,23</b>
<b>5</b>	<b>Capital and Other Reserves</b>	<b>86,197,84</b>	<b>83,875,43</b>	<b>66,697,90</b>	<b>86,197,84</b>	<b>66,697,90</b>	<b>66,676,30</b>
<b>6</b>	<b>Total (4 + 5)</b>	<b>8,19,038,91</b>	<b>8,09,294,35</b>	<b>7,56,176,42</b>	<b>8,19,038,91</b>	<b>7,56,176,42</b>	<b>8,00,996,53</b>

Note: Effective 1<sup>st</sup> April 2019, the Bank has reported inter segment revenue and inter segment expense in the Central Funding Unit (which forms part of Treasury segment) on a net basis as against earlier practice of reporting revenue and expenses on a gross basis. Accordingly, segmental revenue numbers for the previous periods have been restated to make them comparable with current period numbers. There is no impact of this change on the segmental profit before tax.





Axis Bank Limited Group

UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31<sup>ST</sup> DECEMBER, 2019

(₹ in lacs)

PARTICULARS	FOR THE QUARTER ENDED 31.12.2019	FOR THE QUARTER ENDED 30.09.2019	FOR THE QUARTER ENDED 31.12.2018	FOR THE NINE MONTHS ENDED 31.12.2019	FOR THE NINE MONTHS ENDED 31.12.2018	FOR THE YEAR ENDED 31.03.2019
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1. Interest earned (a)+(b)+(c)+(d)	15,965,10	15,712,66	14,412,20	47,212,58	40,949,18	56,043,65
(a) Interest/discount on advances/bills	12,522,65	12,183,88	10,900,57	36,433,78	30,921,42	42,322,58
(b) Income on Investments	2,662,56	2,879,28	2,898,94	8,672,10	8,391,55	11,375,66
(c) Interest on balances with Reserve Bank of India and other inter-bank funds	282,91	200,09	184,24	675,34	473,72	699,01
(d) Others	496,98	449,41	428,45	1,431,36	1,162,49	1,646,40
2. Other Income	4,010,89	4,173,70	4,220,92	12,058,86	10,332,37	14,188,75
3. TOTAL INCOME (1+2)	19,975,99	19,886,36	18,633,12	59,271,44	51,281,55	70,232,40
4. Interest Expended	9,392,79	9,481,30	8,684,11	28,438,58	24,626,06	33,883,47
5. Operating expenses (i)+(ii)	4,647,02	4,262,22	4,274,61	12,913,55	12,256,05	16,720,19
(i) Employees cost	1,478,72	1,389,53	1,517,63	4,300,73	4,501,37	5,989,87
(ii) Other operating expenses	3,168,30	2,872,69	2,756,98	8,612,82	7,754,68	10,730,32
6. TOTAL EXPENDITURE (4+5) (Excluding Provisions and Contingencies)	14,039,81	13,743,52	12,958,72	41,352,13	36,882,11	50,603,66
7. OPERATING PROFIT (3-6) (Profit before Provisions and Contingencies)	5,936,18	6,142,84	5,674,40	17,919,31	14,399,44	19,628,74
8. Provisions (other than tax) and Contingencies (Net)	3,487,23	3,580,15	3,053,72	10,881,69	9,371,53	12,036,69
9. Exceptional Items	-	-	-	-	-	-
10. Profit/(Loss) from Ordinary Activities before Tax (7-8-9)	2,448,95	2,562,69	2,620,68	7,037,62	5,027,91	7,592,05
11. Tax expense	564,95	2,580,83	851,93	3,908,78	1,658,72	2,544,96
12. Net Profit/(Loss) from Ordinary Activities after Tax (10-11)	1,884,00	(18,14)	1,768,75	3,128,84	3,369,19	5,047,09
13. Extraordinary Items (net of tax expense)	-	-	-	-	-	-
14. Net Profit/(Loss) for the period (12-13)	1,884,00	(18,14)	1,768,75	3,128,84	3,369,19	5,047,09
15. Share in Profit/(Loss) of Associate	-	-	-	-	-	-
16. Share of (Profit)/Loss of Minority Shareholders	(8,28)	(3,44)	(93)	(13,30)	(1,90)	(8,50)
17. Consolidated Net Profit/(Loss) for the Group (14+15+16)	1,875,72	(21,58)	1,767,82	3,115,54	3,367,29	5,038,59
18. Paid-up equity share capital (Face value ₹2/- per share)	563,95	563,83	513,98	563,95	513,98	514,33
19. Reserves excluding revaluation reserves						67,288,29
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	6.65	(0.08)	6.88	11.62	13.11	19.61
- Diluted	6.63	(0.08)	6.85	11.58	13.06	19.49



Notes:

1. Consolidated Statement of Assets and Liabilities of the group as on 31<sup>st</sup> December, 2019 is given below.

Particulars	(₹ in lacs)		
	As on 31.12.2019 (Unaudited)	As on 31.03.2019 (Audited)	As on 31.12.2018 (Unaudited)
<b>CAPITAL AND LIABILITIES</b>			
Capital	563,95	514,33	513,98
Reserves and Surplus	86,856,37	67,288,29	67,148,69
Minority Interest	97,92	84,61	78,01
Deposits	5,94,473,60	5,50,745,94	5,16,081,05
Borrowings	1,19,623,11	1,61,249,83	1,53,959,80
Other Liabilities and Provisions	30,114,80	34,162,97	31,571,36
<b>TOTAL</b>	<b>8,31,729,75</b>	<b>8,14,045,97</b>	<b>7,69,352,89</b>
<b>ASSETS</b>			
Cash and Balances with Reserve Bank of India	31,959,52	35,099,04	38,138,05
Balances with Banks and Money at Call and Short Notice	10,319,35	32,905,27	18,641,43
Investments	1,54,834,41	1,74,055,86	1,59,729,02
Advances	5,61,870,92	5,06,656,12	4,87,392,80
Fixed Assets	4,294,44	4,129,88	4,075,85
Other Assets	68,451,11	61,199,80	61,375,74
<b>TOTAL</b>	<b>8,31,729,75</b>	<b>8,14,045,97</b>	<b>7,69,352,89</b>

2. The above results represent the consolidated financial results of Axis Bank Limited and its subsidiaries.
3. The consolidated financial results for the quarter and nine months ended 31<sup>st</sup> December, 2018 are not reviewed by the statutory auditors.
4. 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.
5. 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.
6. In accordance with RBI circular DBR.No.BP.BC.1/21.06.201/2015-16 dated 1st July, 2015 on 'Basel III Capital Regulations' and RBI circular DBR.No.BP.BC.80/21.06.201/2014-15 dated 31st 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: <http://www.axisbank.com/investor-corner/baselIII-disclosures.aspx>. The disclosures have not been subjected to audit or limited review by the statutory auditors of the Bank.
7. The above results have been approved by the Board of Directors of the Bank at its meeting held at Mumbai today.
8. These results for the quarter and nine months ended 31<sup>st</sup> December, 2019 have been subjected to a "Limited Review" by the statutory auditors of the Bank.
9. 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 QUARTER ENDED 31.12.2019	FOR THE QUARTER ENDED 30.09.2019	FOR THE QUARTER ENDED 31.12.2018	FOR THE NINE MONTHS ENDED 31.12.2019	FOR THE NINE MONTHS ENDED 31.12.2018	FOR THE YEAR ENDED 31.03.2019
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<b>1</b>	<b>Segment Revenue</b>						
A	Treasury	5,449.79	6,231.51	5,878.21	18,145.16	16,736.97	22,809.86
B	Corporate/Wholesale Banking	7,471.79	7,430.43	8,091.50	22,320.62	21,765.96	29,304.30
C	Retail Banking	15,767.55	15,131.13	12,713.12	45,213.26	35,872.90	49,424.31
D	Other Banking Business	495.92	370.75	381.54	1,209.30	1,225.01	1,799.78
	<b>Total</b>	<b>29,185.05</b>	<b>29,163.82</b>	<b>27,064.37</b>	<b>86,888.34</b>	<b>75,600.84</b>	<b>1,03,338.25</b>
	Less : Inter segment revenue	9,209.06	9,277.46	8,431.25	27,616.90	24,319.29	33,105.85
	<b>Income from Operations</b>	<b>19,975.99</b>	<b>19,886.36</b>	<b>18,633.12</b>	<b>59,271.44</b>	<b>51,281.55</b>	<b>70,232.40</b>
<b>2</b>	<b>Segment Results After Provisions &amp; Before Tax</b>						
A	Treasury	406.25	938.03	983.26	2,519.61	1,314.65	1,692.68
B	Corporate/Wholesale Banking	246.76	(221.61)	520.87	(474.36)	572.31	991.71
C	Retail Banking	1,437.36	1,627.56	939.08	4,208.84	2,507.48	3,915.63
D	Other Banking Business	358.58	218.71	177.47	783.53	633.47	992.03
	<b>Total Profit Before Tax</b>	<b>2,448.95</b>	<b>2,562.69</b>	<b>2,620.68</b>	<b>7,037.62</b>	<b>5,027.91</b>	<b>7,592.05</b>
<b>3</b>	<b>Segment Assets</b>						
A	Treasury	2,45,690.12	2,64,028.37	2,57,562.31	2,45,690.12	2,57,562.31	2,83,240.38
B	Corporate/Wholesale Banking	2,62,210.44	2,50,424.52	2,47,576.50	2,62,210.44	2,47,576.50	2,51,253.06
C	Retail Banking	3,14,957.04	2,98,030.65	2,54,343.69	3,14,957.04	2,54,343.69	2,69,476.17
D	Other Banking Business	771.48	595.12	513.16	771.48	513.16	535.04
E	Unallocated	8,100.67	8,198.00	9,357.23	8,100.67	9,357.23	9,541.32
	<b>Total</b>	<b>8,31,729.75</b>	<b>8,21,276.66</b>	<b>7,69,352.89</b>	<b>8,31,729.75</b>	<b>7,69,352.89</b>	<b>8,14,045.97</b>
<b>4</b>	<b>Segment Liabilities</b>						
A	Treasury	2,33,626.98	2,41,327.08	2,65,172.01	2,33,626.98	2,65,172.01	2,76,546.85
B	Corporate/Wholesale Banking	1,24,337.14	1,26,657.08	1,27,276.09	1,24,337.14	1,27,276.09	1,35,914.54
C	Retail Banking	3,85,894.69	3,67,859.46	3,08,198.37	3,85,894.69	3,08,198.37	3,32,680.34
D	Other Banking Business	187.78	175.30	167.43	187.78	167.43	154.52
E	Unallocated	262.84	288.20	876.32	262.84	876.32	947.10
	<b>Total</b>	<b>7,44,309.43</b>	<b>7,36,307.12</b>	<b>7,01,690.22</b>	<b>7,44,309.43</b>	<b>7,01,690.22</b>	<b>7,46,243.35</b>
<b>5</b>	<b>Capital and Other Reserves</b>	<b>87,420.32</b>	<b>84,969.54</b>	<b>67,662.67</b>	<b>87,420.32</b>	<b>67,662.67</b>	<b>67,802.62</b>
<b>6</b>	<b>Total (4 + 5)</b>	<b>8,31,729.75</b>	<b>8,21,276.66</b>	<b>7,69,352.89</b>	<b>8,31,729.75</b>	<b>7,69,352.89</b>	<b>8,14,045.97</b>

Note: Effective 1<sup>st</sup> April 2019, the Bank has reported inter segment revenue and inter segment expense in the Central Funding Unit (which forms part of Treasury segment) on a net basis as against earlier practice of reporting revenue and expenses on a gross basis. Accordingly, segmental revenue numbers for the previous periods have been restated to make them comparable with current period numbers. There is no impact of this change on the segmental profit before tax.

Place: Mumbai  
Date: 22<sup>nd</sup> January, 2020



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

For and on behalf of the Board

**AMITABH CHAUDHRY**  
MD & CEO



**PRESS RELEASE**  
**AXIS BANK ANNOUNCES FINANCIAL RESULTS**  
**FOR THE QUARTER AND NINE MONTHS ENDED 31<sup>st</sup> DECEMBER 2019**

**Results at a Glance**

- **Steady financial performance:**
  - PAT for Q3FY20 stood at ₹1,757 crores, up 5% YOY
  - Net Interest Income grew 15% YOY to ₹6,453 crores; NIM was 3.57%
- **Operating profit for Q3FY20 stood at ₹5,743 crores. Adjusted for a previously disclosed one-off recovery of ₹800 crore in Q3FY19, Operating Profit grew 22% YOY, Asset quality metrics largely stable:**
  - Specific loan loss provisions were down 12% YOY
  - Slippages from the loan book were ₹5,124 crores. In addition, slippages from the Investment book were at ₹1,090 crores, largely from one Housing Finance Company account.
  - Gross corporate slippages for the quarter (including investment portfolio) stood at ₹3,891 crores, of which 81% came from clients previously rated BB and below
  - Outstanding BB & Below corporate loans declined by 18% QOQ to ₹5,128 crores (0.9% of customer assets)
- **Loan book growth remains healthy:**
  - Loan book grew by almost ₹28,500 crores QOQ
  - Domestic loan growth stood at 18% YOY
  - Retail loan book grew 25% YOY, domestic corporate book grew 16% YOY
- **Deposit franchise had a steady quarter:**
  - Total deposits grew 21% YOY (quarterly average basis)
  - Savings Accounts grew 12% (quarterly average basis)
  - CASA and Retail Term Deposits (RTD) together were up 21% YOY on QAB basis
  - CASA ratio stood at 40% on QAB basis
  - The Bank added 131 branches to its domestic network. Expect to add a total of 550 branches during the year
- **Retail business momentum remains strong:**
  - Retail Advances accounted for 53% of Net Advances
  - Retail Fee Income grew 20% YOY and constituted 67% of Total Fee Income
  - Share of unsecured loans comprising of Personal loans and Credit Cards has been stable YOY at 17% of Retail book. Risk levels in most Retail products like Home loans, LAP, Personal loans and Credit Cards remain close to long term lows.
- **Among the top players in the digital space:**
  - Mobile banking spends grew 56% YOY, credit card spends grew 22% YOY
  - Market share in UPI transactions stood at 14% for Q3FY20; quarterly transactions up 110% YOY
  - Share of digital channels in personal loan disbursements stood at 41% in Q3FY20
- **The Bank's Capital Adequacy Ratio (CAR) remains strong: Common Equity Tier 1 ratio stood at 14.33% compared to 14.04% at the end of Q2FY20.**

The Board of Directors of Axis Bank Limited approved the financial results for the quarter and nine-months ended 31<sup>st</sup> December 2019 at its meeting held in Mumbai on Wednesday, 22<sup>nd</sup> January 2020. The Accounts have been subjected to a Limited Review by the Bank's Statutory Auditors.

### **Profit & Loss Account: Period ended 31<sup>st</sup> December 2019**

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

The Bank's operating profit for the quarter was ₹5,743 crores, up 4% YOY from ₹5,525 crores in Q3FY19. Q3FY19 had witnessed one large recovery in an account in the Steel sector. Adjusted for that one-off item, the Bank's operating profit for the quarter grew 22% YOY. For 9MFY20 period, the operating profit grew 26% YOY to ₹17,587 crores. Net profit for Q3FY20 increased 5% YOY to ₹1,757 crores from ₹1,681 crores in Q3FY19; for 9MFY20 Net profit de-grew 5% YOY to ₹3,015 crores, driven by the DTA charge taken in Q2 to incorporate revised corporate tax rates.

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

The Bank's Net Interest Income (NII) grew 15% YOY to ₹6,453 crores during Q3FY20 from ₹5,604 crores in Q3FY19. NII for 9MFY20 rose 15% YOY to ₹18,398 crores from ₹16,003 crores in 9MFY19. Net interest margin for Q3FY20 stood at 3.57%, NIM for 9MFY20 stood at 3.49%.

#### **Other Income**

Non-Interest Income (comprising of fee, trading profit and miscellaneous income) for Q3FY20 stood at ₹3,787 crores. For 9MFY20 period, the Non-Interest Income grew 20% YOY to ₹11,551 crores. Fee income for Q3FY20 grew 6% YOY to ₹2,775 crores. For 9MFY20 period, the fee income grew 14% YOY to ₹8,087 crores. The key driver of fee income growth was Retail fees, which grew 20% YOY and constituted 67% of the Bank's total fee income in Q3FY20. Transaction Banking fees grew 2% YOY and constituted 18% of the total fee income of the Bank. Corporate credit related fees declined by 25% YOY.

The trading profits for the quarter stood at ₹515 crores as compared to ₹379 crores in Q3FY19. Miscellaneous Income, for the quarter stood at ₹497 crores compared to ₹1,007 crores in Q3FY19 which included one significant recovery for ₹800 crores. Thus, miscellaneous income was lower during the current quarter on a YOY basis, which resulted in 5% YOY decline in overall other income.

For 9MFY20, Non-Interest Income grew 20% YOY and stood at ₹11,551 crores, of which fee income grew 14% YOY primarily driven by 21% YOY growth in Retail fee and 5% YOY growth in Transaction banking. For 9MFY20, the recoveries in written-off accounts stood at ₹899 crores.

#### **Provisions and contingencies**

Specific Loan Loss Provisions for Q3FY20 were ₹2,962 crores, compared to ₹3,352 crores in Q3 last year and ₹2,701 crores in Q2FY20. Including provisions for standard assets and other provisions, total provisions were ₹3,471 crores.

### **Balance Sheet: As on 31<sup>st</sup> December 2019**

The Bank's balance sheet grew 8% YOY and stood at ₹8,19,039 crores as on 31<sup>st</sup> December 2019. The Bank's advances grew 16% YOY to ₹5,50,138 crores as on 31<sup>st</sup> December 2019. Domestic loans grew 18% while the overseas book de-grew by 7%. Retail loans grew 25% YOY to ₹2,91,554 crores and accounted for 53% of the net advances of the Bank. The growth in Retail advances was driven by all product segments across home loans, auto loans, personal loans, small business loans etc. The share of unsecured loans comprising of Personal loans and Credit Cards has been stable YOY at 17% of Retail book. We continue to see stable risk in Home loans, LAP, Personal loans and Credit Cards. SME loan book stood at ₹61,741 crores. Corporate loan book grew by 9%, with domestic corporate loan book up 16%. The Bank's loan to deposit ratio stood at 93%.

The book value of the Bank's Investments portfolio as on 31<sup>st</sup> December 2019, was ₹1,55,979 crores, of which ₹1,21,689 crores were in government securities, while ₹24,410 crores were invested in corporate bonds and ₹9,880 crores in other securities such as equities, preference shares, mutual funds, etc.

The total deposits on quarterly average basis (QAB) grew by 21%. CASA and Retail Term Deposits on a QAB basis put together recorded a growth of 21% YOY. On a period end basis, the total deposits grew 15% YOY. The share of CASA and Retail Term Deposits in the Total Deposits stood at 82% as on 31<sup>st</sup> December 2019.

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

The shareholders' funds of the Bank grew 29% YOY and stood at ₹86,198 crores as on 31<sup>st</sup> December 2019. Under Basel III, the Capital Adequacy Ratio (CAR) and Tier I CAR (including net profit for 9MFY20) as on 31<sup>st</sup> December 2019 were 18.72% and 15.54% respectively.

### **Asset Quality**

As on 31<sup>st</sup> December 2019, the Bank's Gross NPA and Net NPA levels were 5.00% and 2.09% respectively, as against 5.03% and 1.99% respectively as on 30<sup>th</sup> September 2019.

The Bank has recognized slippages of ₹6,214 crores during Q3FY20, compared to ₹4,983 crores in Q2FY20 and ₹3,746 crores in Q3FY19. Slippages from the loan book were at ₹5,124 crores and that from investment exposures stood at ₹1,090 crores. Corporate slippages stood at ₹3,891 crores. 81% of this came from previously disclosed BB and below rated clients (fund based loans, non-fund based loans and investment holdings). Recoveries and upgrades from NPAs during the quarter were ₹2,422 crores while write-offs were ₹2,790 crores. Consequently, net slippages (before write-offs) for the quarter stood at ₹3,792 crores compared to ₹2,770 crores in Q2FY20 and ₹2,124 crores in Q3FY19. Net slippages (before write-offs) in Retail and SME stood at ₹722 crores and ₹220 crores respectively.



As on 31<sup>st</sup> December 2019, the Bank's Gross NPA stood at ₹30,073 crores and Net NPA stood at ₹12,160 crores. As on 31<sup>st</sup> December 2019, the Bank's provision coverage, as a proportion of Gross NPAs including prudential write-offs, stood at 78%.

As on 31<sup>st</sup> December 2019, the Bank has additional provisions of ₹2,558 crores towards various risk contingencies, over and above the regular NPA provisioning and the 0.4% standard assets provisioning requirement. These ₹2,558 crores of provisions are not counted towards Provision Coverage Ratio calculations of the Bank.

### **Network**

During Q3FY20, the Bank added 131 branches (including extension counters) to its network across the country. As on 31<sup>st</sup> December 2019, the Bank had a network of 4,415 domestic branches and extension counters situated in 2,521 centres compared to 3,964 domestic branches and extension counters situated in 2,321 centres last year. As on 31<sup>st</sup> December 2019, the Bank had 12,173 ATMs and 5,254 cash recyclers spread across the country.

### **Digital**

Axis Bank continues to remain amongst the top players in mobile banking space - both in terms of transaction value and volumes, as per the latest RBI data for the first four months of fiscal 2020. Axis Bank's mobile banking transaction volumes in Q3 grew by 67% YOY while the mobile spends reported a growth of 56% YOY. Axis Bank currently has 75 million customers who have a registered Virtual Private Address (VPA) with the Bank. The Bank processed over 526 million Unified Payment Interface (UPI) transactions in Q3 with total transaction value growing over two times YOY to ₹54,814 crores. During the quarter, credit card usage witnessed growth of 22% YOY in value terms to ₹20,552 crores. The share of digital transactions in the overall transaction mix for the Bank remained strong at 82% as at end of December 2019. The contribution of Digital channels towards the business growth continues to rise steadily; 41% of personal loan disbursements in Q3 were through digital channels amounting to around ₹3,000 crores.

### **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 ₹1,56,075 crores as at end of December 2019.

During the quarter, we launched Burgundy Private, our most exclusive offering, which caters to the high- and ultra-high net-worth segment of clients. We also became first Indian Bank to launch an exclusive 3-in-1 metallic card -- which works as debit, credit and forex card -- exclusively for Burgundy Private clients.

₹ crore

Financial Performance	Q3FY20	Q3FY19	% Growth	9MFY20	9MFY19	% Growth
Net Interest Income	6,453	5,604	15%	18,398	16,003	15%
Other Income	3,787	4,001	(5%)	11,551	9,604	20%
- Fee Income	2,775	2,615	6%	8,087	7,108	14%
- Trading Income	515	379	36%	2,156	617	249%
- Miscellaneous Income	497	1,007	(51%)	1,308	1,879	(30%)
- Recoveries	383	998	(62%)	899	1,706	(47%)
Operating Revenue	10,240	9,604	7%	29,950	25,607	17%
Operating Expenses	4,497	4,080	10%	12,363	11,616	6%
Operating Profit	5,743	5,525	4%	17,587	13,991	26%
Net Profit/(Loss)	1,757	1,681	5%	3,015	3,172	(5%)
EPS Diluted (₹) annualized	24.71	25.86		14.91	16.33	
Return on Average Assets (annualized)	0.86%	0.88%		0.50%	0.57%	
Return on Equity (annualized)	8.83%	11.33%		5.86%	7.25%	

₹ crore

Balance Sheet	As on 31 <sup>st</sup> December'19	As on 31 <sup>st</sup> December'18
<b>CAPITAL AND LIABILITIES</b>		
Capital	564	514
Reserves & Surplus	85,634	66,184
Deposits	5,91,676	5,14,092
Borrowings	1,12,007	1,44,669
Other Liabilities and Provisions	29,158	30,717
<b>Total</b>	<b>8,19,039</b>	<b>7,56,176</b>
<b>ASSETS</b>		
Cash and Balances with RBI and Balances with Banks and Money at Call and Short Notice	41,311	55,736
Investments	1,55,979	1,61,036
Advances	5,50,138	4,75,105
Fixed Assets	4,204	3,988
Other Assets	67,407	60,311
<b>Total</b>	<b>8,19,039</b>	<b>7,56,176</b>

₹ crore

Business Performance	As on 31 <sup>st</sup> December '19	As on 31 <sup>st</sup> December '18	% Growth
Total Deposits (i)+(ii)	5,91,676	5,14,092	15%
(i) Demand Deposits	2,43,748	2,35,552	3%
- Savings Bank Deposits	1,65,353	1,51,380	9%
- Current Account Deposits	78,395	84,172	(7%)
Demand Deposits as % of Total Deposits	41%	46%	
(ii) Term Deposits	3,47,928	2,78,540	25%
- Retail Term Deposits	2,39,245	1,74,869	37%
- Non Retail Term Deposits	1,08,683	1,03,671	5%
Demand Deposits on a Quarterly Daily Average Basis (QAB)	2,26,488	2,06,745	10%
Demand Deposits as % of Total Deposits (QAB)	40%	44%	
Net Advances (a) +(b) + (c)	5,50,138	4,75,105	16%
(a) Corporate	1,96,843	1,80,469	9%
(b) SME	61,741	62,238	(1%)
(c) Retail	2,91,554	2,32,397	25%
Investments	1,55,979	1,61,036	(3%)
Balance Sheet Size	8,19,039	7,56,176	8%
Gross NPA as % of Gross Customer Assets	5.00%	5.75%	
Net NPA as % of Net Customer Assets	2.09%	2.36%	
Equity Capital	564	514	
Shareholders' Funds	86,198	66,698	
Capital Adequacy Ratio	18.20%	15.81%	
- Tier I	15.02%	12.48%	
- Tier II	3.18%	3.33%	
Capital Adequacy Ratio (including Net Profit for 9M)	18.72%	16.40%	
- Tier I	15.54%	13.07%	
- Tier II	3.18%	3.33%	

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

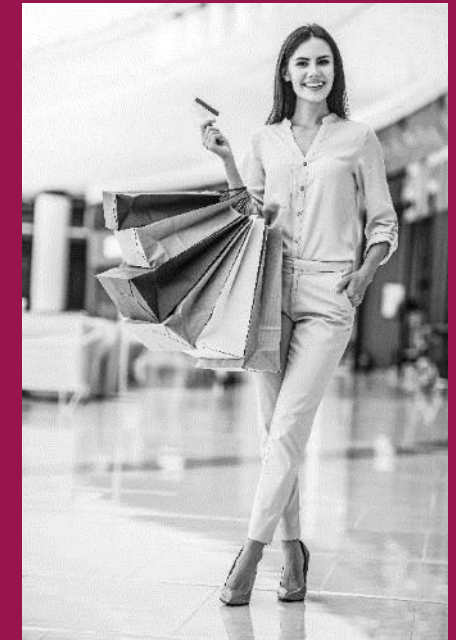
For press queries, please contact Ms Piyali Reddy at 91-22-24252021 or email: [Piyali.Reddy@axisbank.com](mailto:Piyali.Reddy@axisbank.com)

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**

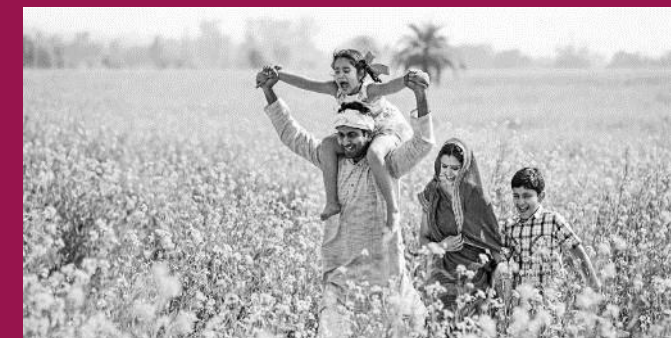
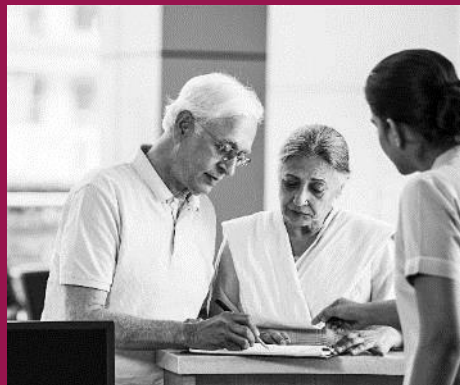
*Except for the historical information contained herein, statements in this release which contain words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", "seek to", "future", "objective", "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 Q3FY20*



# Major Highlights of Q3FY20



## Steady Operating performance

- NII up 15% YOY
- NIM stood at 3.57%
- Operating profit growth (adjusted for one-off large recovery in Q3FY19) was 22% YOY

## Asset quality stable at elevated levels

- Gross and Net NPA ratios range-bound
- Slippages in corporate continue to come from known stress pools (BB & Below clients)
- Outstanding BB & Below corporate loans decline to 0.9% of customer assets

## Healthy growth in Loan book

- Domestic loan book grew 18% YOY
- Retail book grew 25% YOY and domestic corporate loans grew 16%

## Steady growth in Deposit franchise

- Total Deposits up 21% YOY on quarterly average basis
- CASA + Retail Term Deposits up 21% YOY on quarterly average basis

## Retail business momentum remains strong

- Retail loans now constitute 53% of the overall loan book
- Retail fee income grew 20% YOY and constituted 67% of total fee income

# Key Metrics for Q3FY20

Snapshot (As on 31 December 2019)

Profit & Loss

	Absolute (in ₹ crs)		YOY Growth	
	Q3FY20	9MFY20	Q3FY20	9MFY20
Net Interest Income	6,453	18,398	15%	15%
Fee Income	2,775	8,087	6%	14%
Operating Expenses	4,497	12,363	10%	6%
Operating Profit	5,743	17,587	4%	26%
Profit Before Tax	2,272	6,783	(8%)	45%
Net Profit / (Loss)	1,757	3,015	5%	(5%)

Balance Sheet

	Q3FY20	YOY Growth
Total Assets	8,19,039	8%
Net Advances	5,50,138	16%
Total Deposits	5,91,676	15%
Shareholders' Funds	86,198	29%

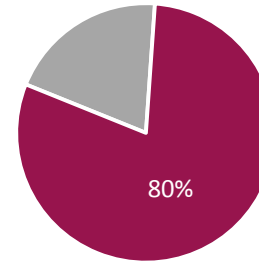
Key Ratios

	Q3FY20	Q3FY19
Diluted EPS* (in ₹) (Q3/9M)	24.71 / 14.91	25.86 / 16.33
Book Value per share (in ₹)	306	260
ROA* (in %) (Q3/9M)	0.86 / 0.50	0.88 / 0.57
ROE* (in %) (Q3/9M)	8.83 / 5.86	11.33 / 7.25
Gross NPA Ratio	5.00%	5.75%
Net NPA Ratio	2.09%	2.36%
Basel III Tier I CAR <sup>1</sup>	15.54%	13.07%
Basel III Total CAR <sup>1</sup>	18.72%	16.40%

\* Annualised

<sup>1</sup> including profit for 9MFY20

Deposits# ↑ 21% YOY

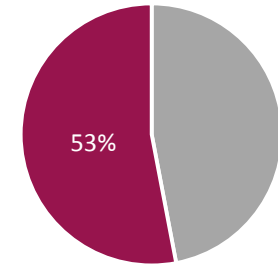


■ CASA + RTD #

↑ 21% YOY (QAB)  
18% YOY (End Balance)

#QAB – Quarterly Average Balance

Domestic Advances ↑ 18% YOY



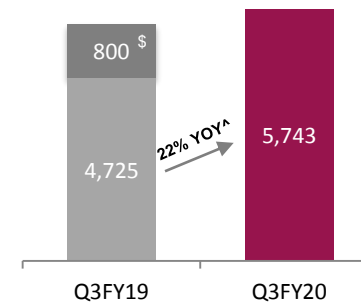
■ Retail Advances\*\*

↑ 25% YOY

\*\* As proportion of Total Advances

Operating Profit (in ₹ Crores)

↑ 4% YOY

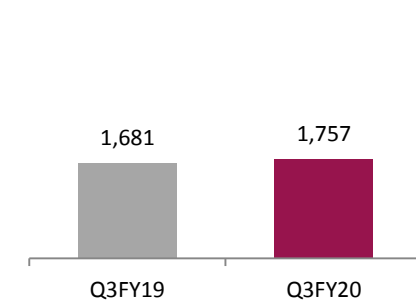


\$ impact of one large recovery in written off account

^Adjusted for one off large recovery of ₹800 crores witnessed in Q3FY19

Profit After Tax (in ₹ Crores)

↑ 5% YOY



**Financial Highlights****5**

Business Segment performance

**21**

Asset Quality

**48**

Shareholder Returns and Capital Position

**57**

Subsidiaries' Performance

**60**

Other important information

**68**



## Financial Highlights : *Balance Sheet*

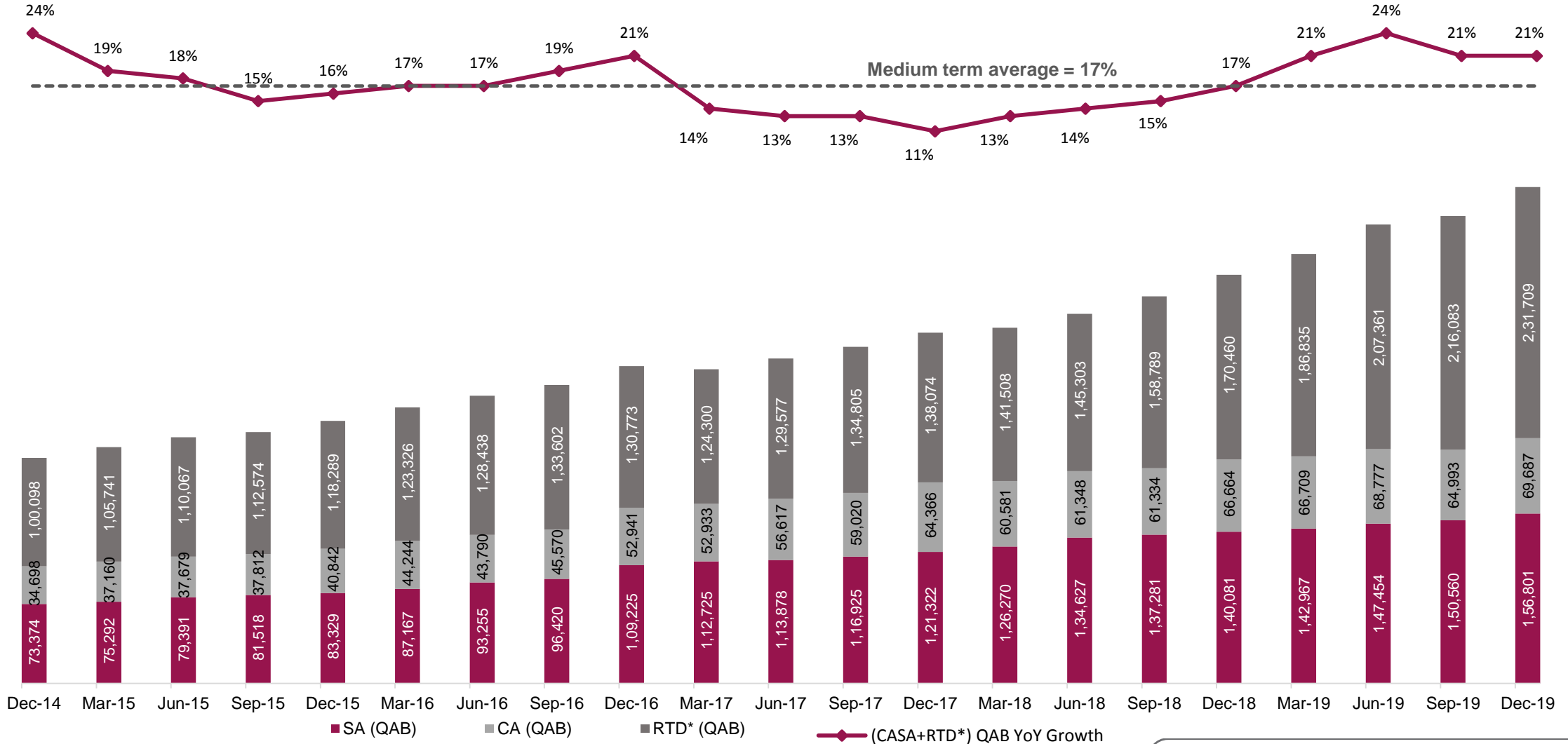
### Summary

- Deposits grew 21% YoY; CASA and Retail Term Deposits together up 21% (on QAB basis)
- Share of CASA and Retail term deposits (QAB) stood at 80% for the quarter
- Domestic loan growth stood at 18%

# Granular deposits continue to have strong growth



All figures in ₹ Crores

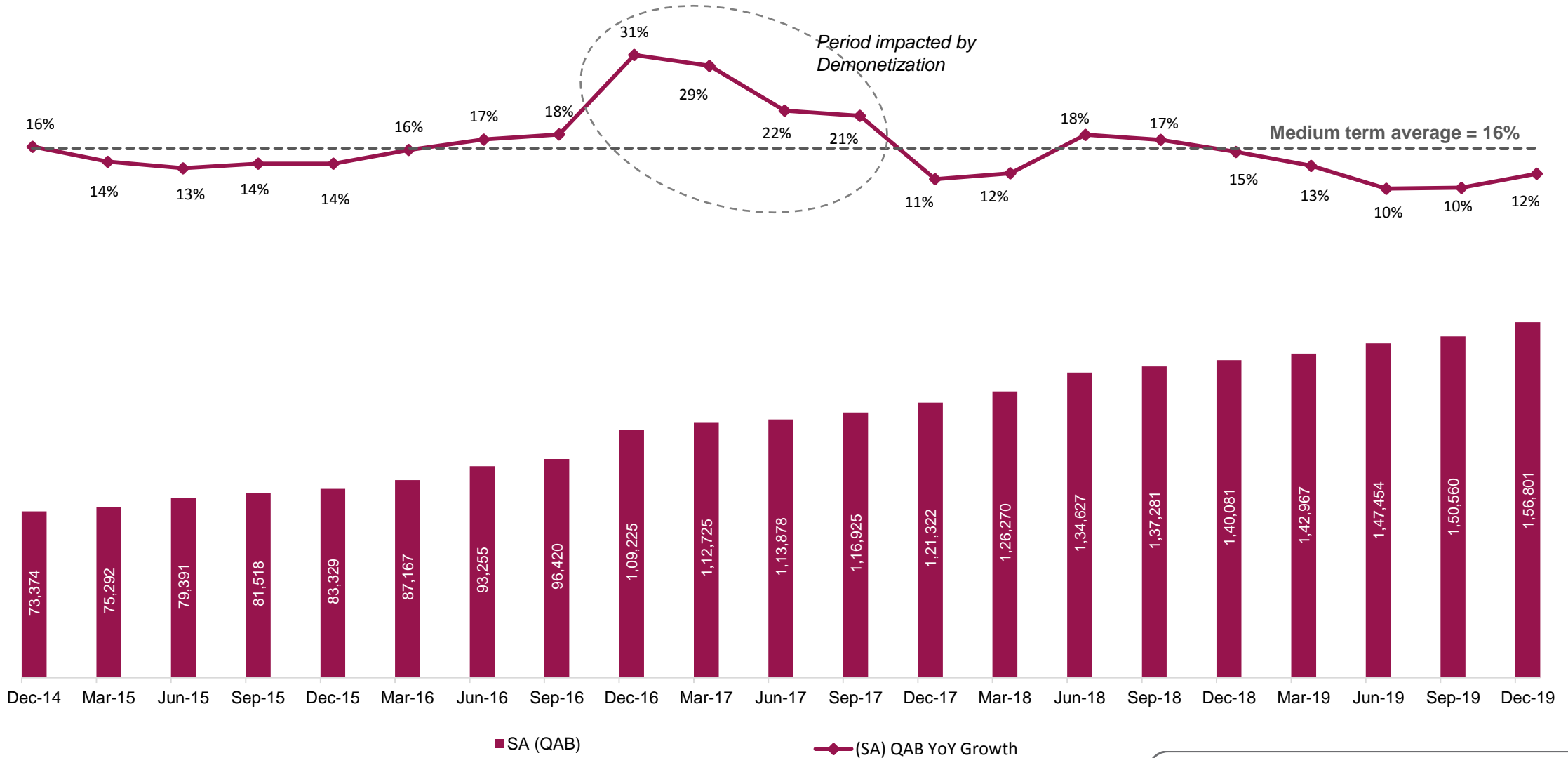


\* Retail Term Deposits

# SA deposits on QAB basis have grown at 16% CAGR in the medium term



All figures in ₹ Crores

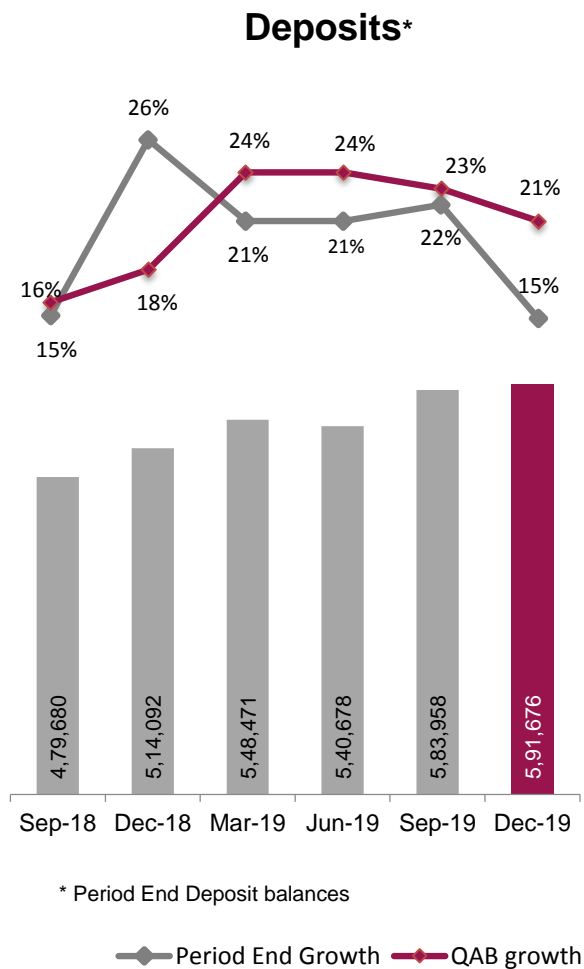
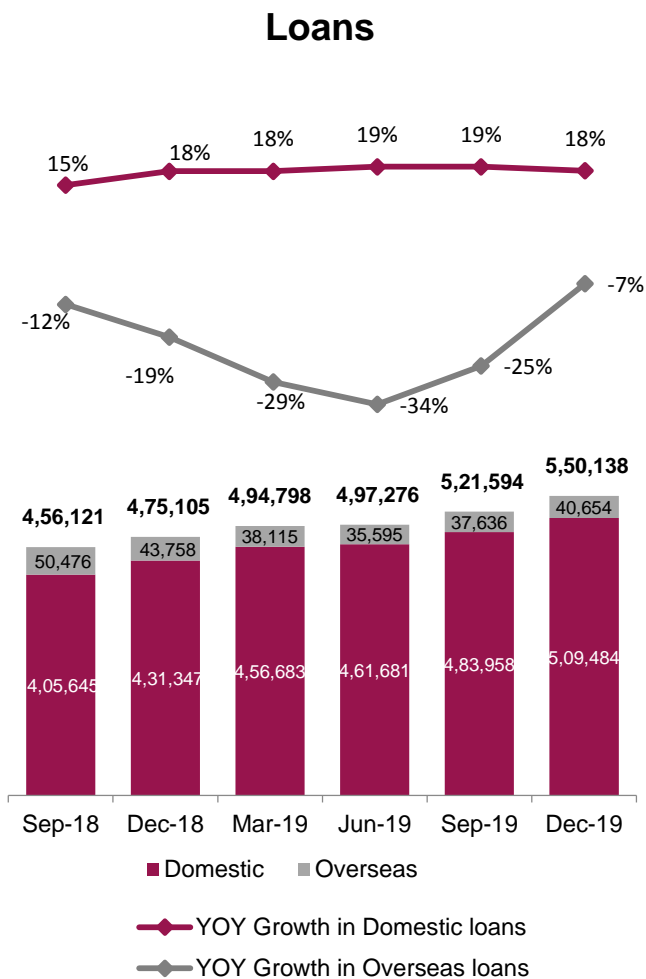




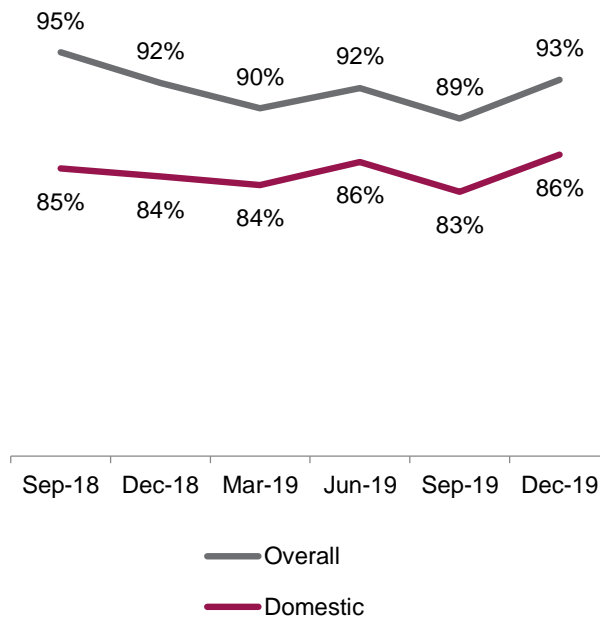
# Domestic loan growth remains healthy



All figures in ₹ Crores



### Loans to Deposit ratio



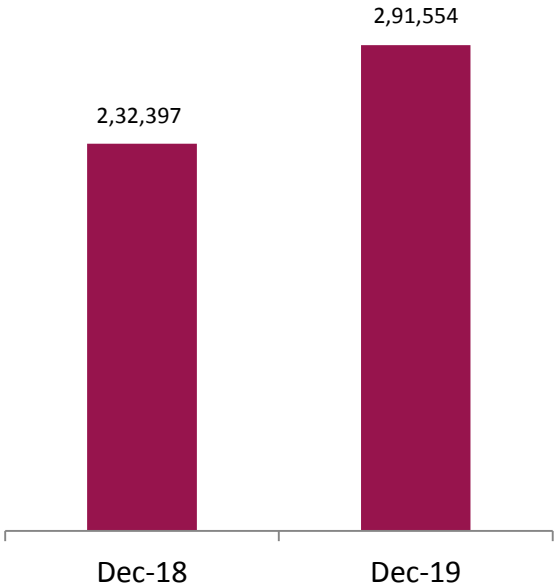
# Loan growth was led by Retail



All figures in ₹ Crores

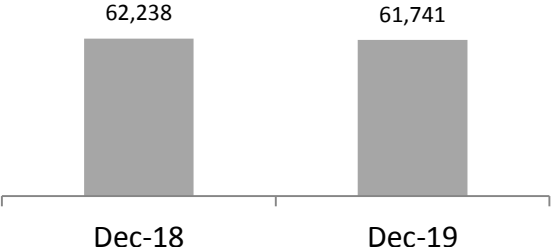
## Retail Loans

▲ 25% YOY



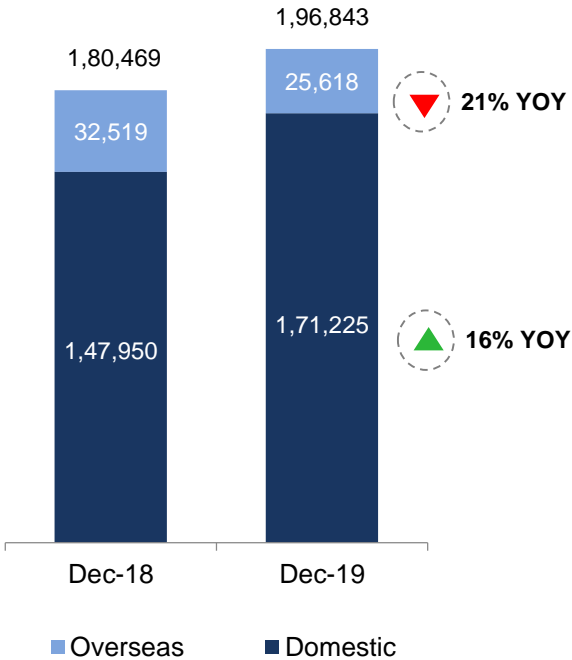
## SME Loans

▼ 1% YOY



## Corporate Loans

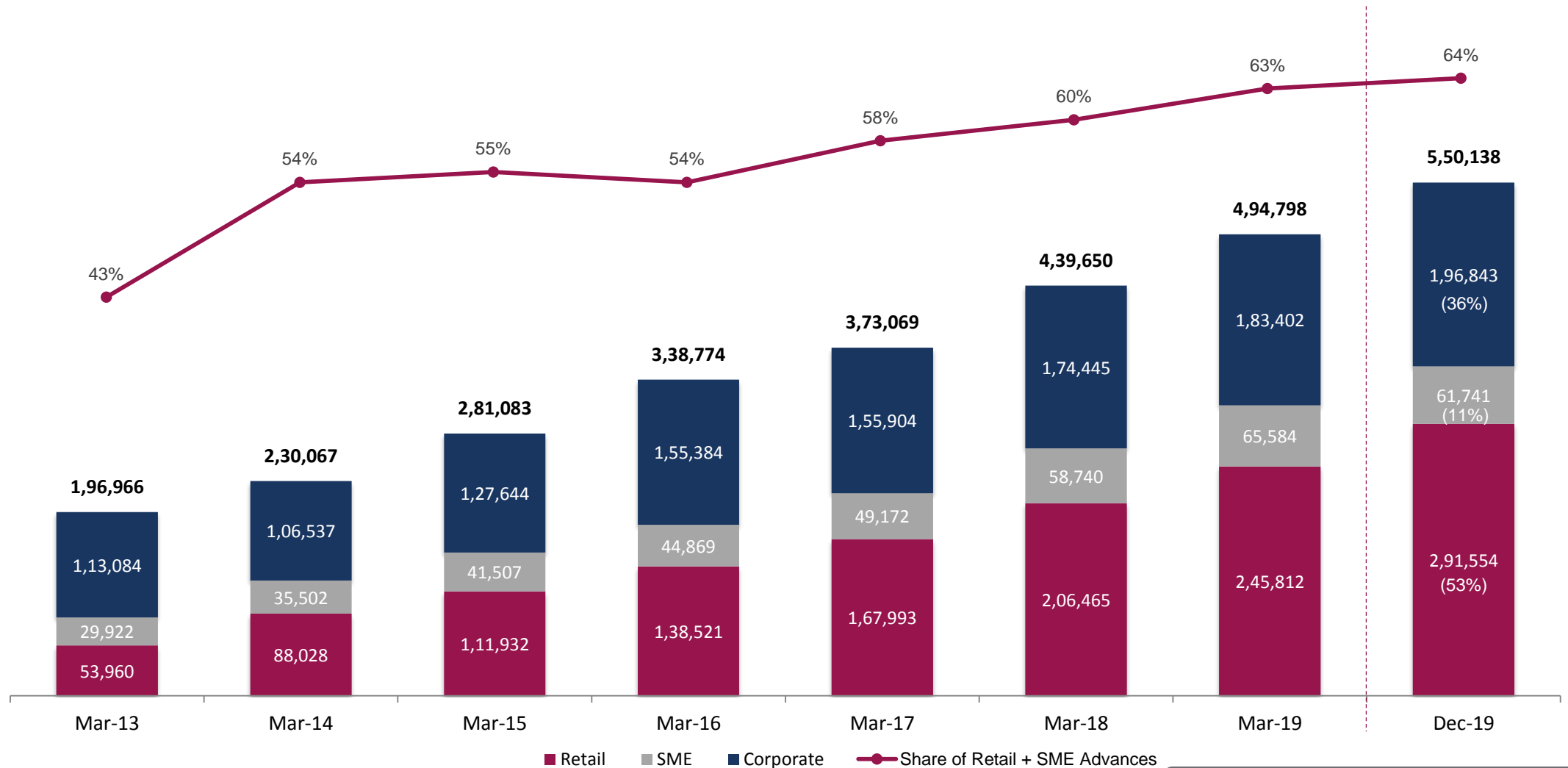
▲ 9% YOY



# Retail and SME now form 64% of the Bank's Loans



All figures in ₹ Crores





## Financial Highlights : *Profit & Loss Statement*

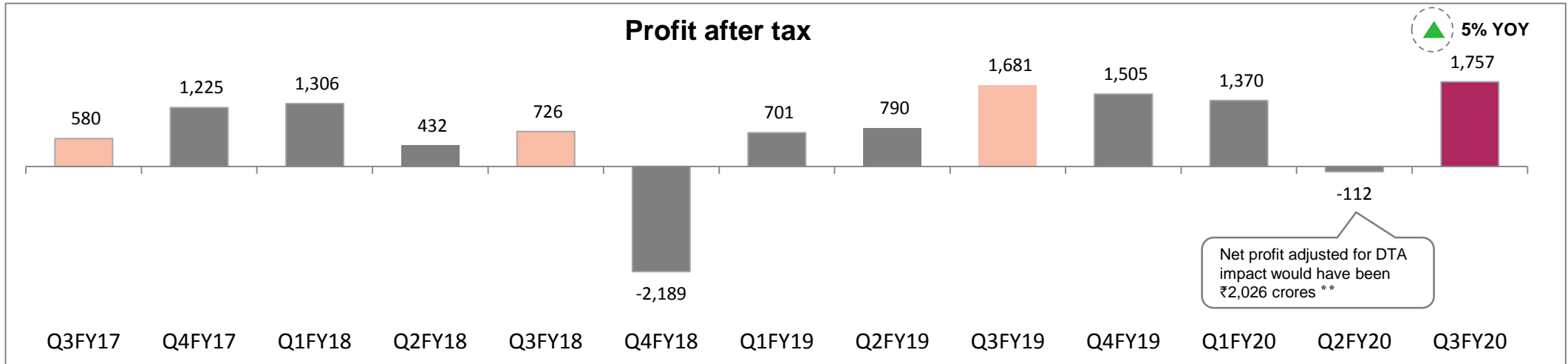
### Summary

- PAT stood at ₹1,757 crores, up 5% YOY
- Operating profit growth adjusted for one-off large recovery witnessed in Q3FY19 stood at 22% YOY
- Fee income grew by 6%, led by Retail Fees, which grew 20%
- Opex to Assets ratio stood at 2.07%

# PAT grew 5% YOY



All figures in ₹ Crores

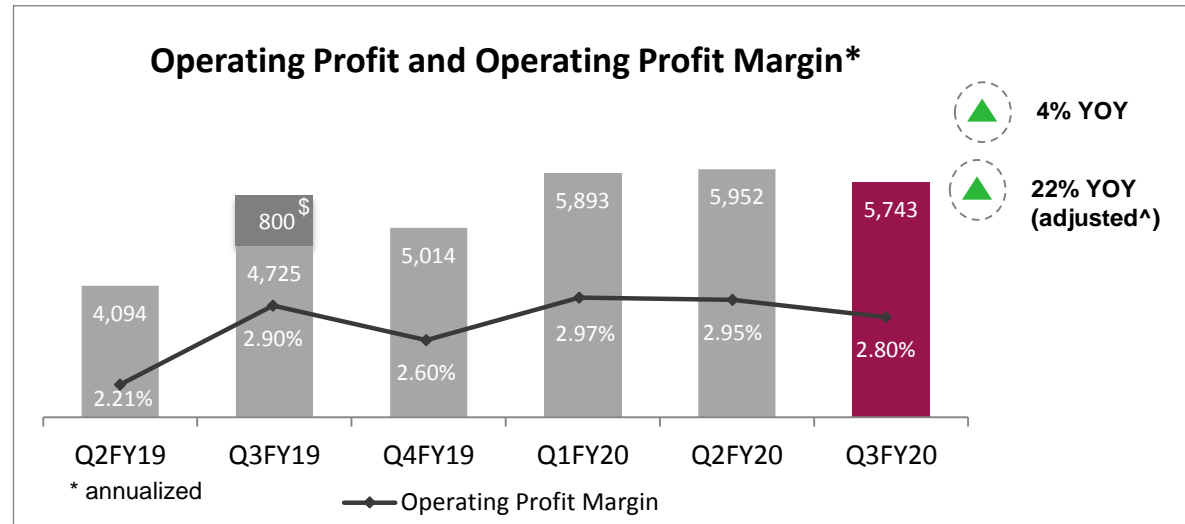


\*\* Pursuant to the change in corporate tax rate introduced during Q2FY20, the Bank has re-calculated the balance of net DTA, resulting in a write-off of the net DTA by ₹2,138 crores which has been fully charged to the profit and loss account in Q2

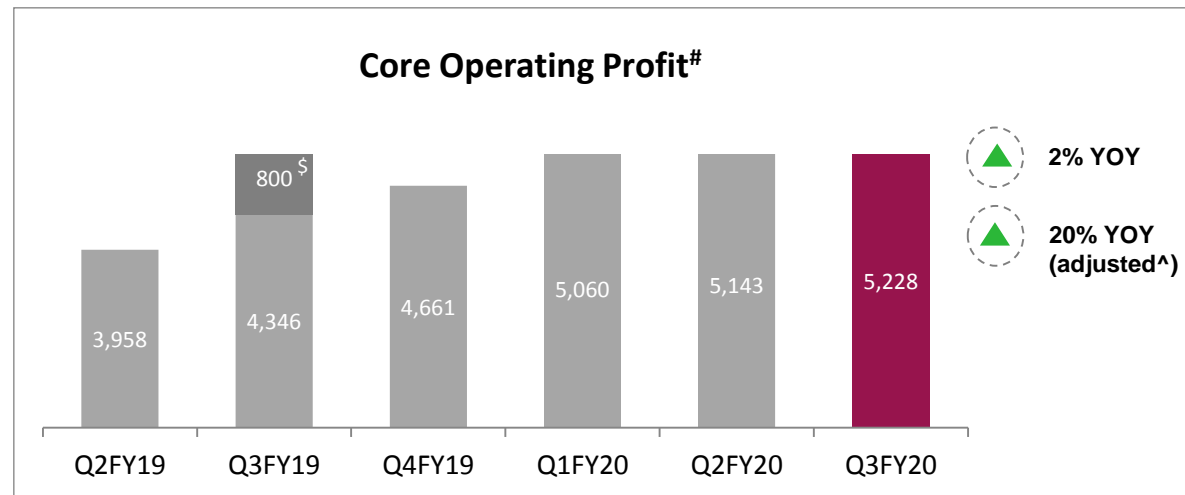
# Operating Profit adjusted for one-off grew strongly

All figures in ₹ Crores

**Operating profit growth, adjusted for one off large recovery in Q3FY19 was 22% YOY**



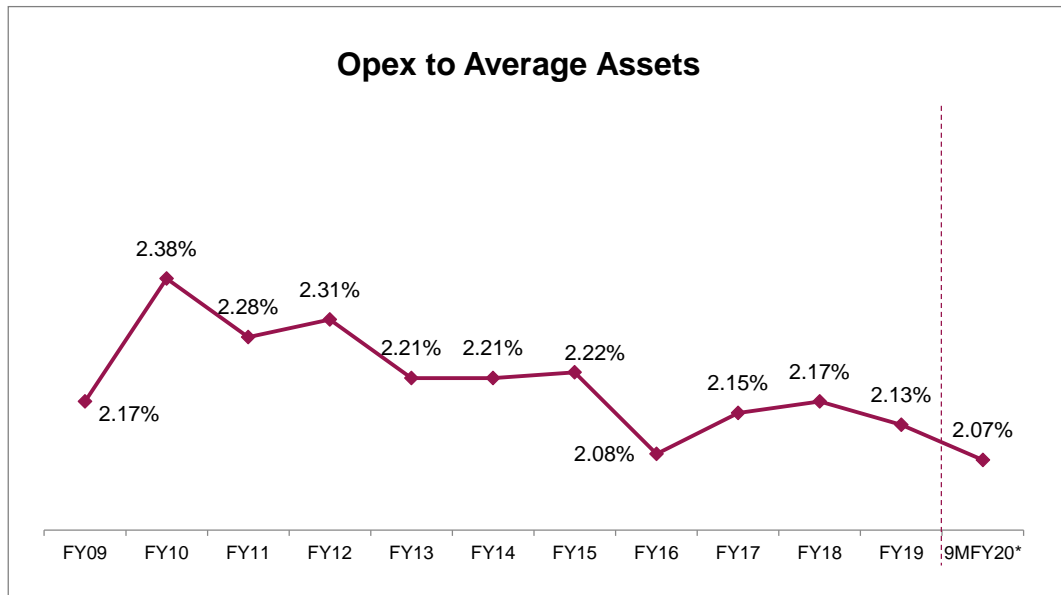
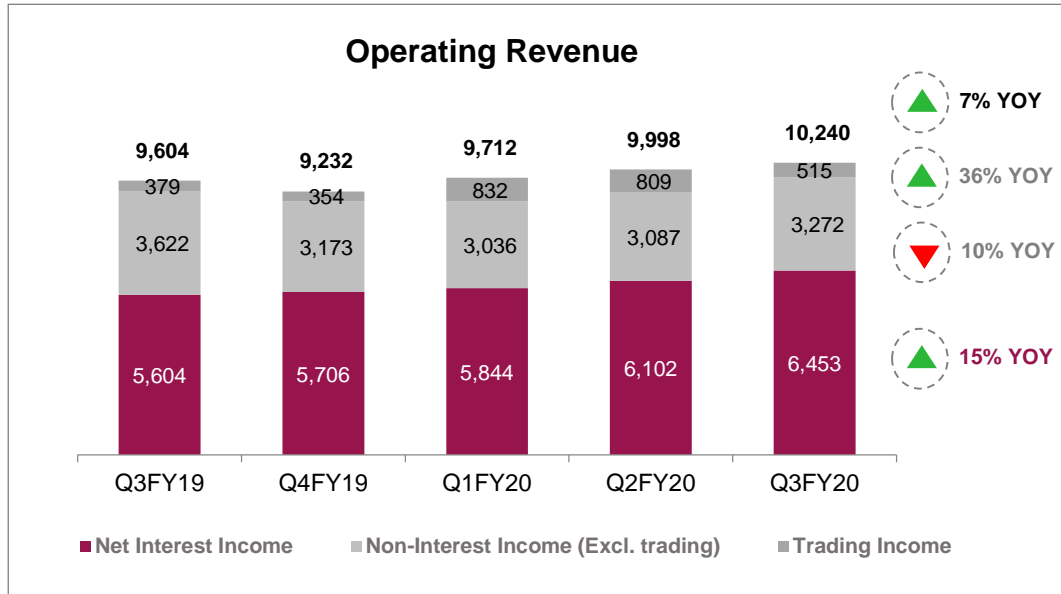
**Core Operating profit growth, adjusted for one off large recovery in Q3FY19 was 20% YOY**



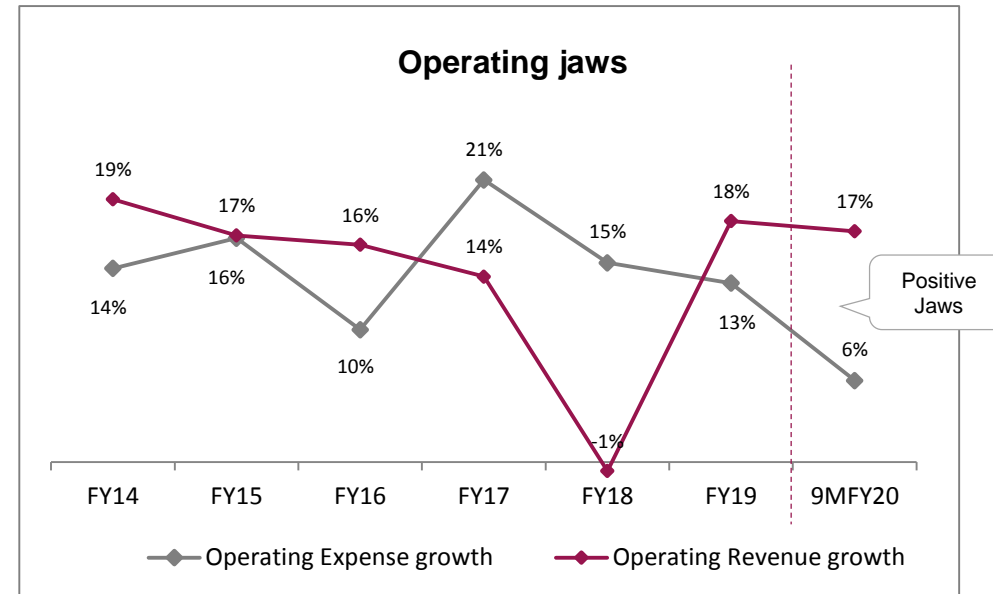
^ Adjusted for one off large recovery witnessed in Q3FY19  
# computed as operating profit less trading profit  
\$ impact of one large recovery in written off account

# Operating jaws remain healthy

All figures in ₹ Crores



\* on annualised basis

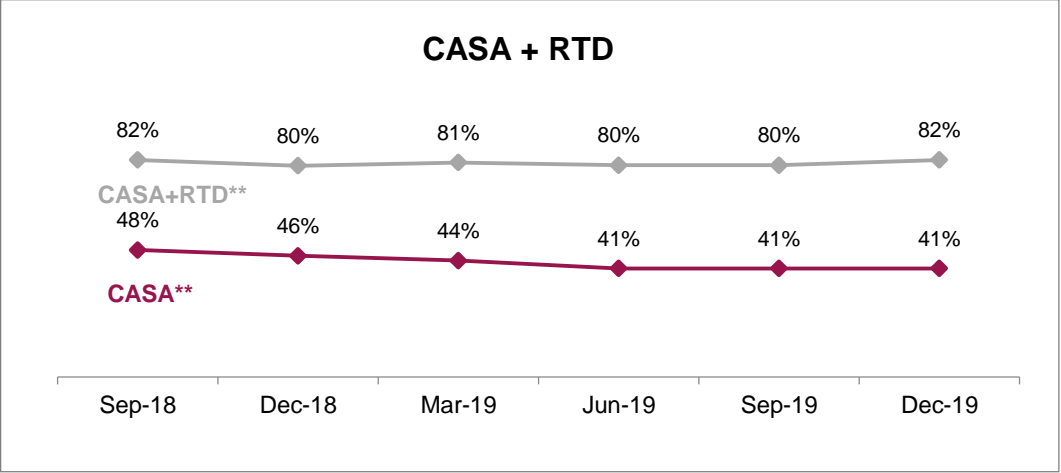




# The Bank retains a stable, low cost deposit franchise

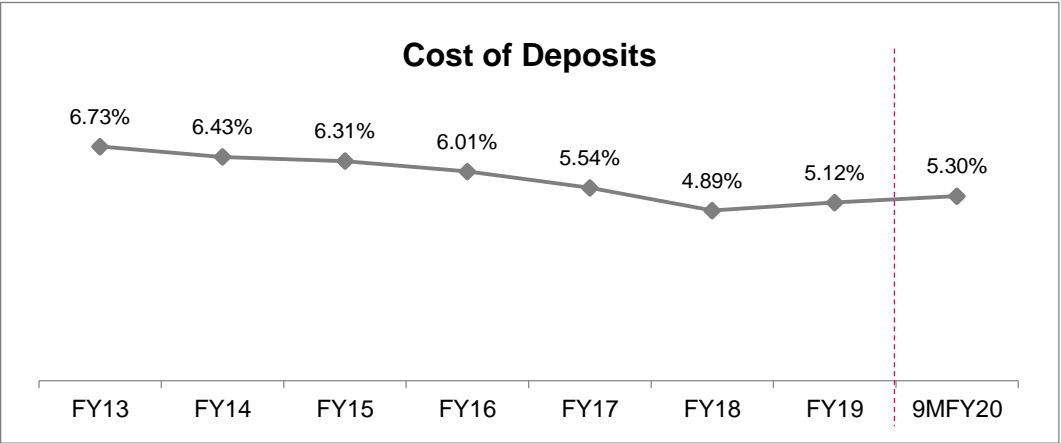


**Bulk of the Bank's deposits continue to come from granular, retail sources**

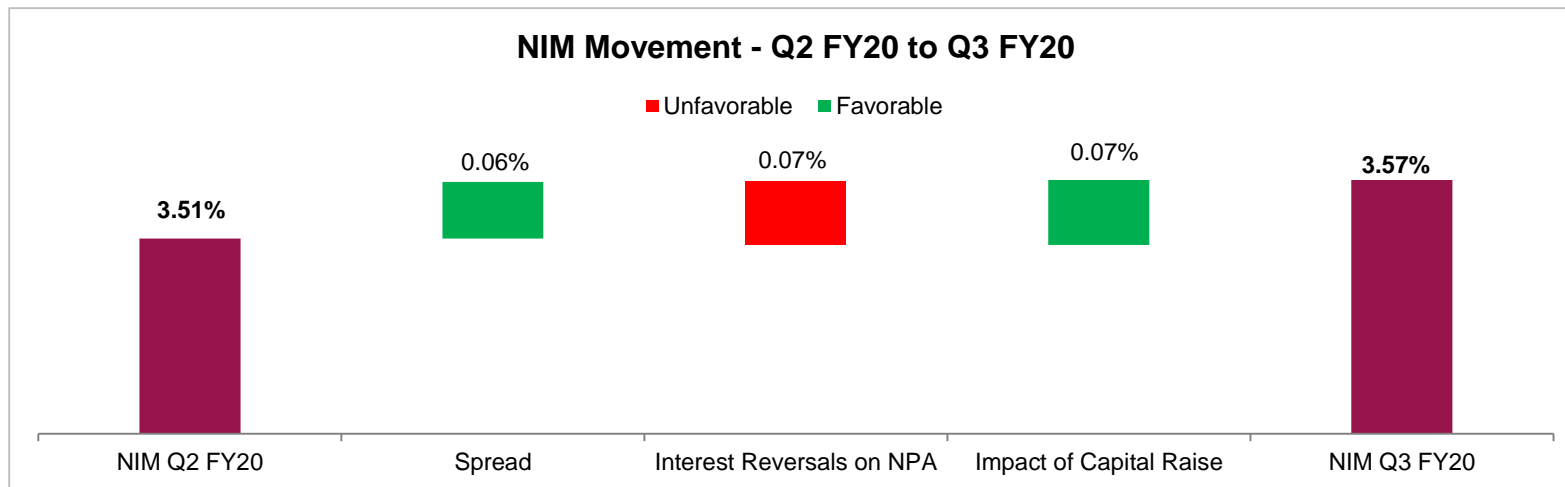
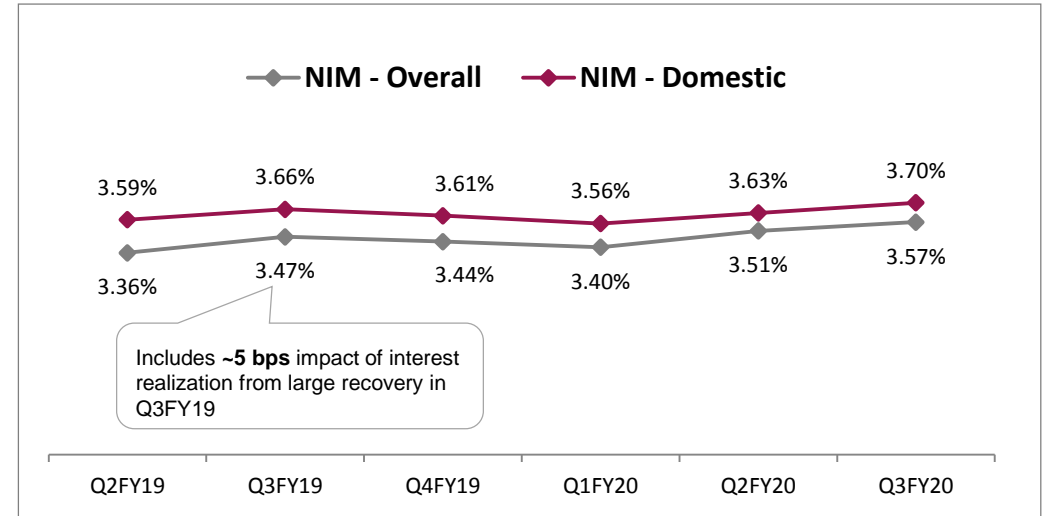
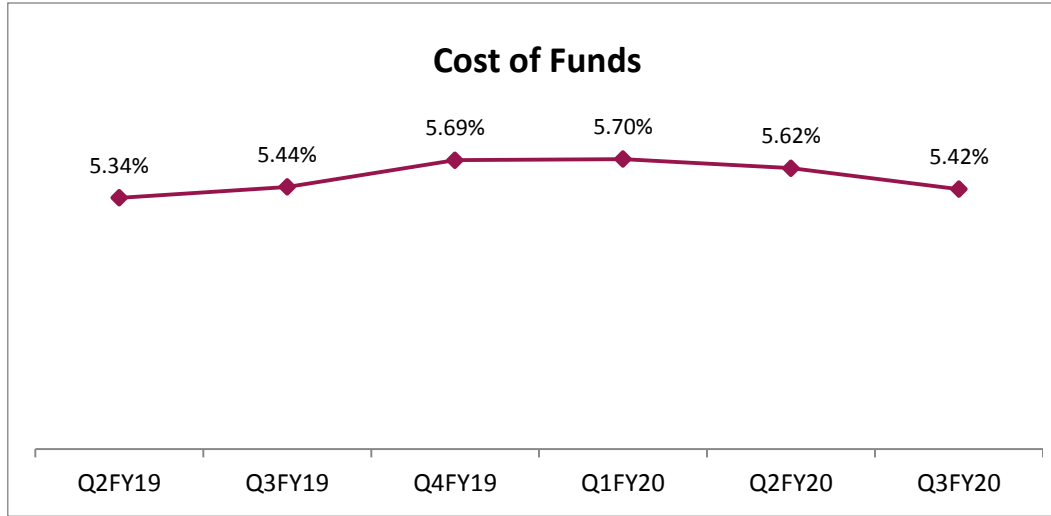


\*\* as % of total deposits on period end balance

**Cost of Deposits has increased by 18 bps compared to FY19**



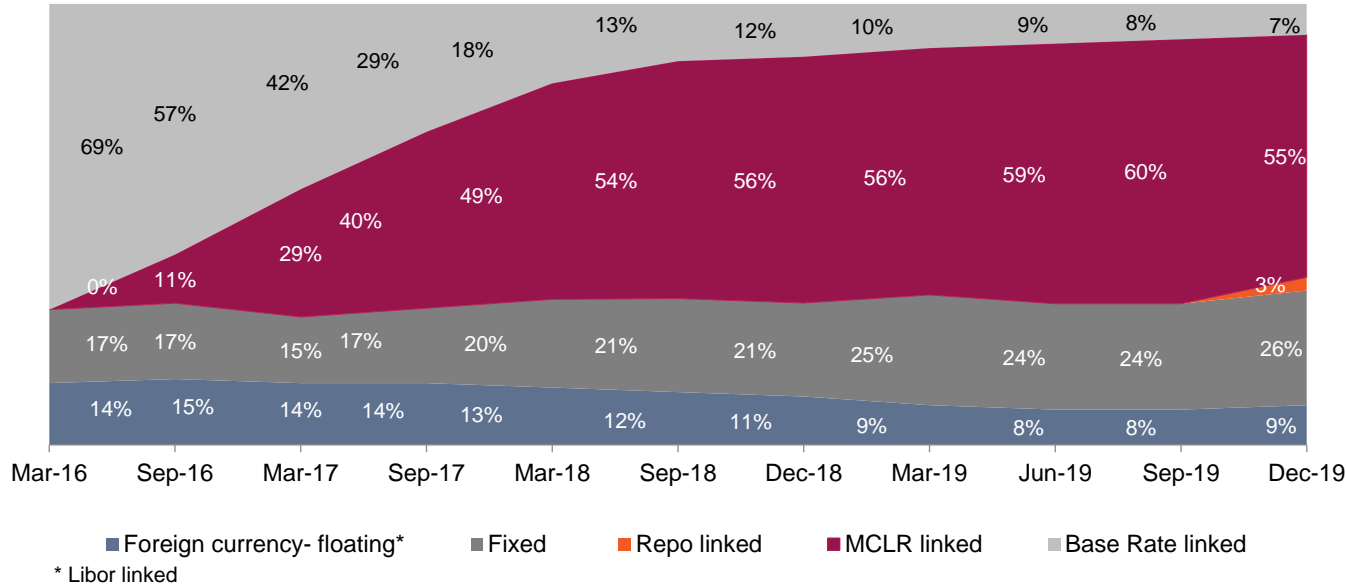
# NIM improved QOQ to 3.57%



# MCLR mix in advances has stabilized

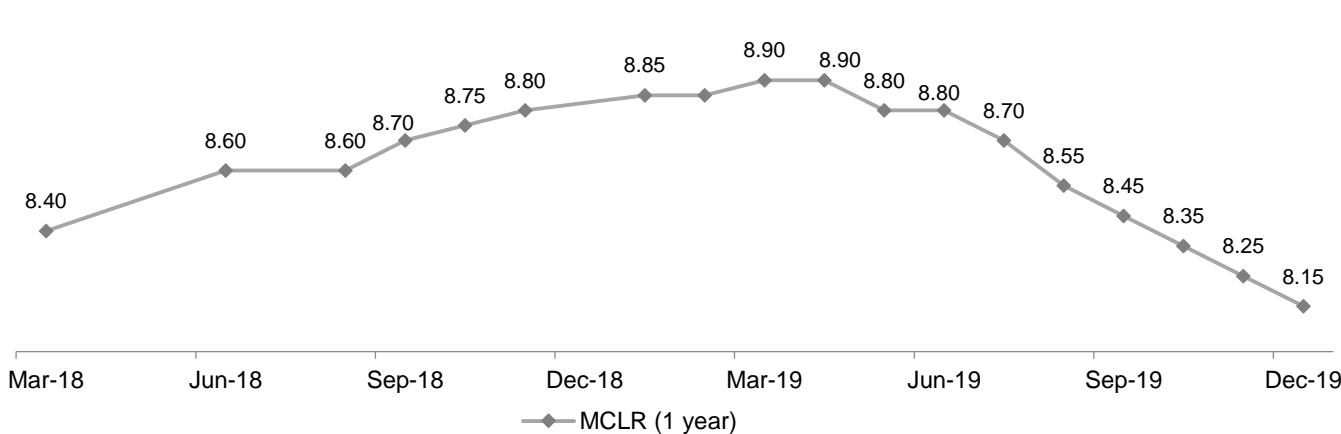


Advances mix by Rate type

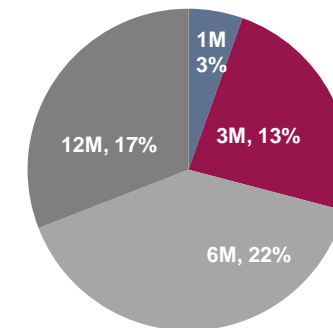


- The Bank had introduced new floating rate loans linked to RBI policy repo rate for retail customers and micro & small enterprises with effect from October 1<sup>st</sup> 2019.
- During the quarter, 3% of the loans have migrated to this new repo-linked rates.

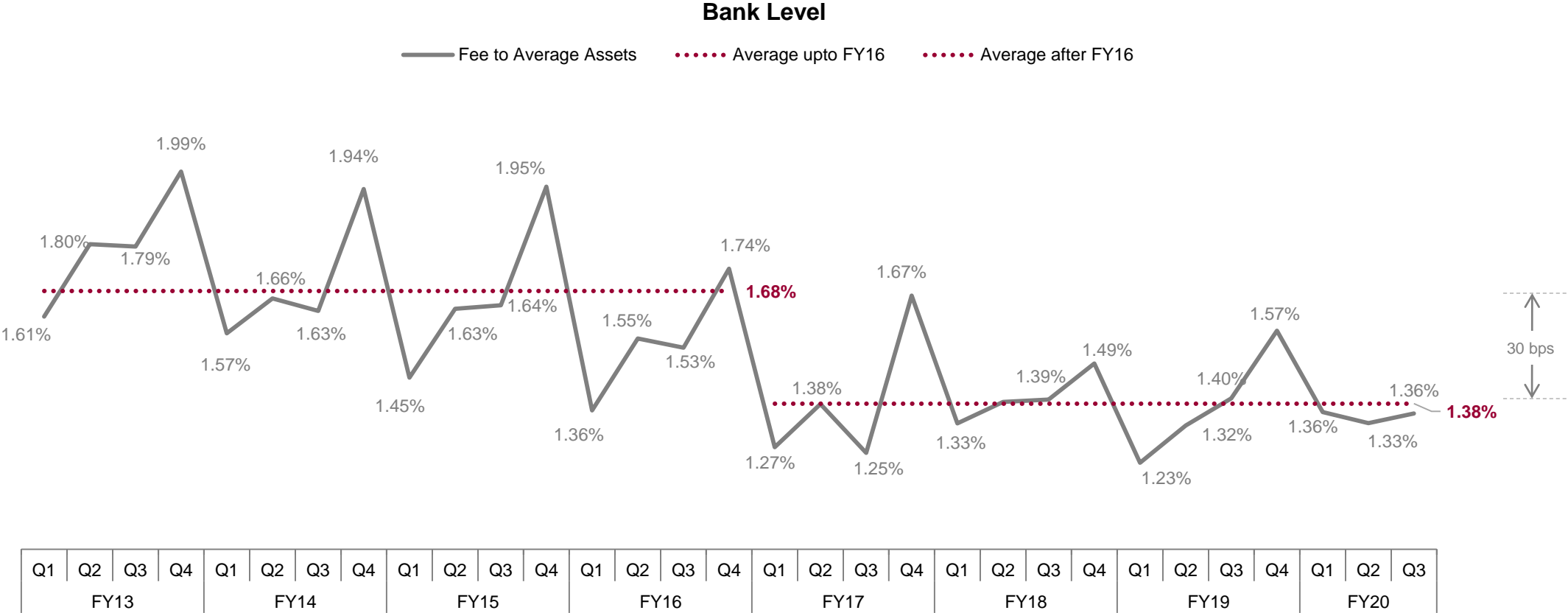
1 year MCLR (%)



MCLR Duration Split (Dec-19)



# Over the last four years, the Bank's Fee to Assets profile has settled at a lower level



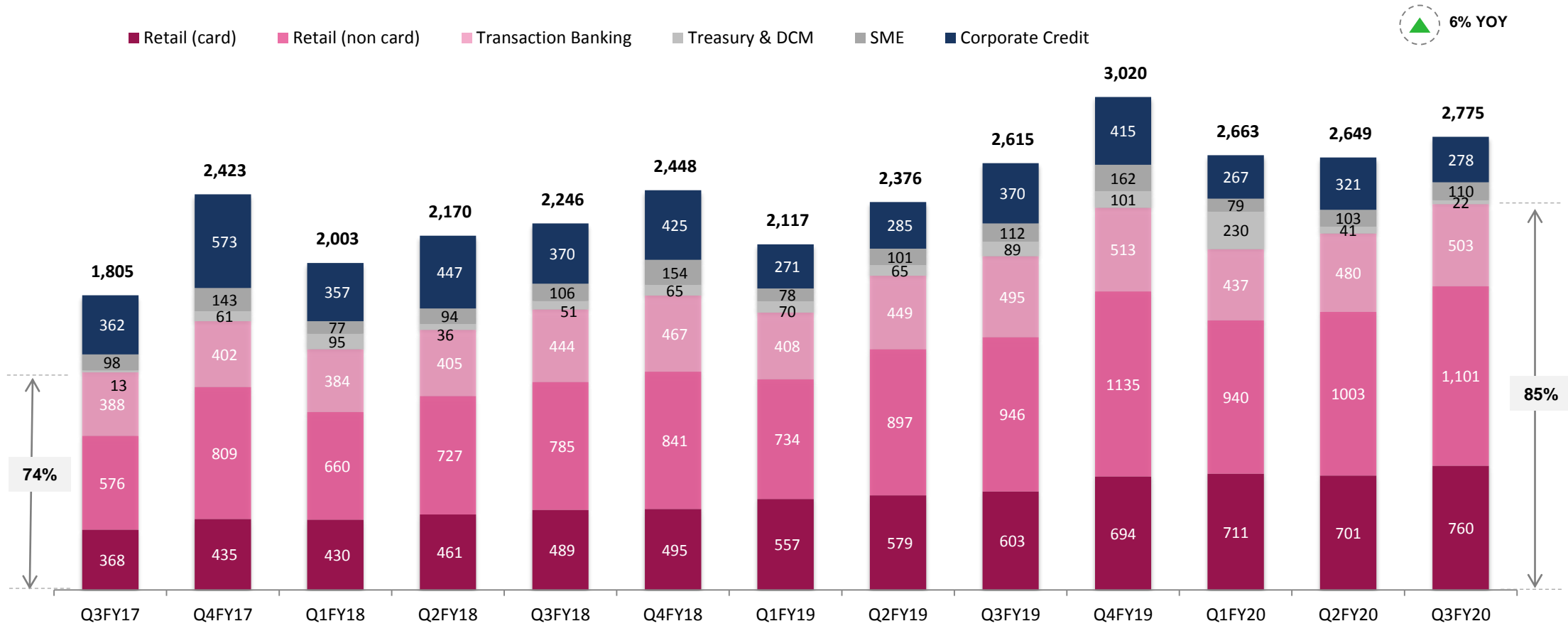


# Retail and Transaction Banking now form 85% of the Bank's Fees



All figures in ₹ Crores

## Fee Composition\*



In Q3FY20, Retail Fees constituted 67% of total Fee

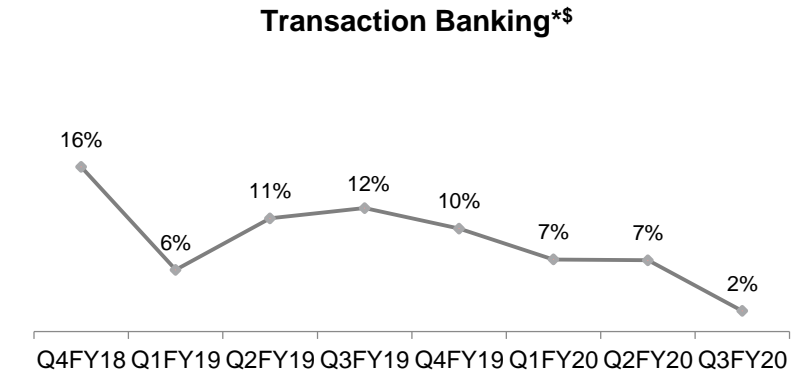
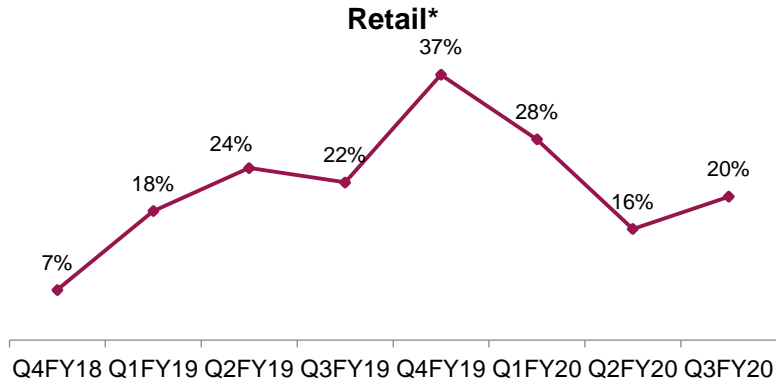
\*There has been reclassification of certain segments from Transaction Banking to Retail starting and between Transaction Banking & Treasury starting Q1FY20. Accordingly the figures for all the prior periods are adjusted to reflect reclassified data

# Retail is the largest contributor to Bank's fee income

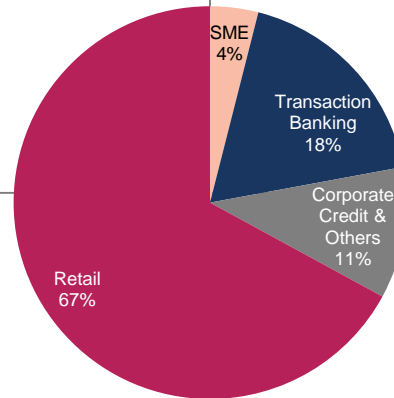


All figures represent YOY growth

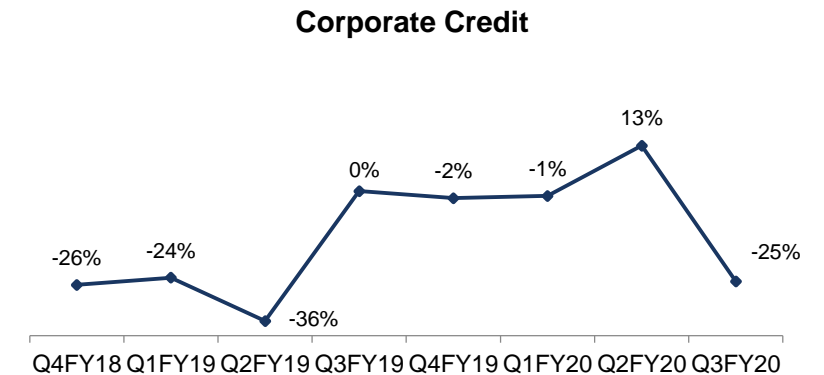
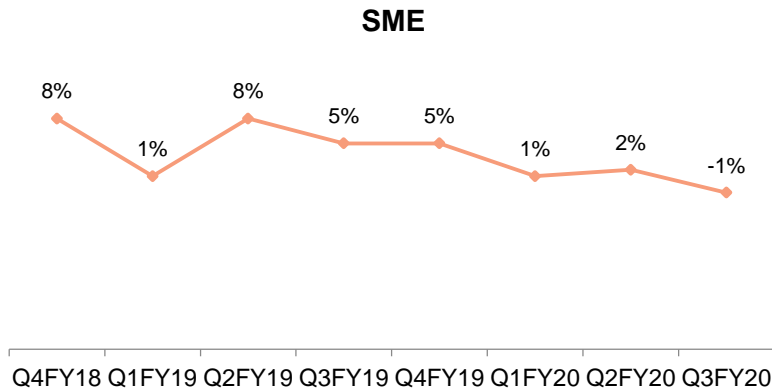
## Fee Growth (YOY) and Composition



### Composition of fee income



\*\* Primarily comprises of service charges and commission income from Cash management services and merchant forex



\*There has been reclassification of certain segments from Transaction Banking to Retail starting and between Transaction Banking & Treasury starting Q1FY20. Accordingly the figures for all the prior periods are adjusted to reflect reclassified data



Financial Highlights

**Business Segment performance**

Asset Quality

Shareholder Returns and Capital Position

Subsidiaries' Performance

Other important information

# Business Performance

## Retail

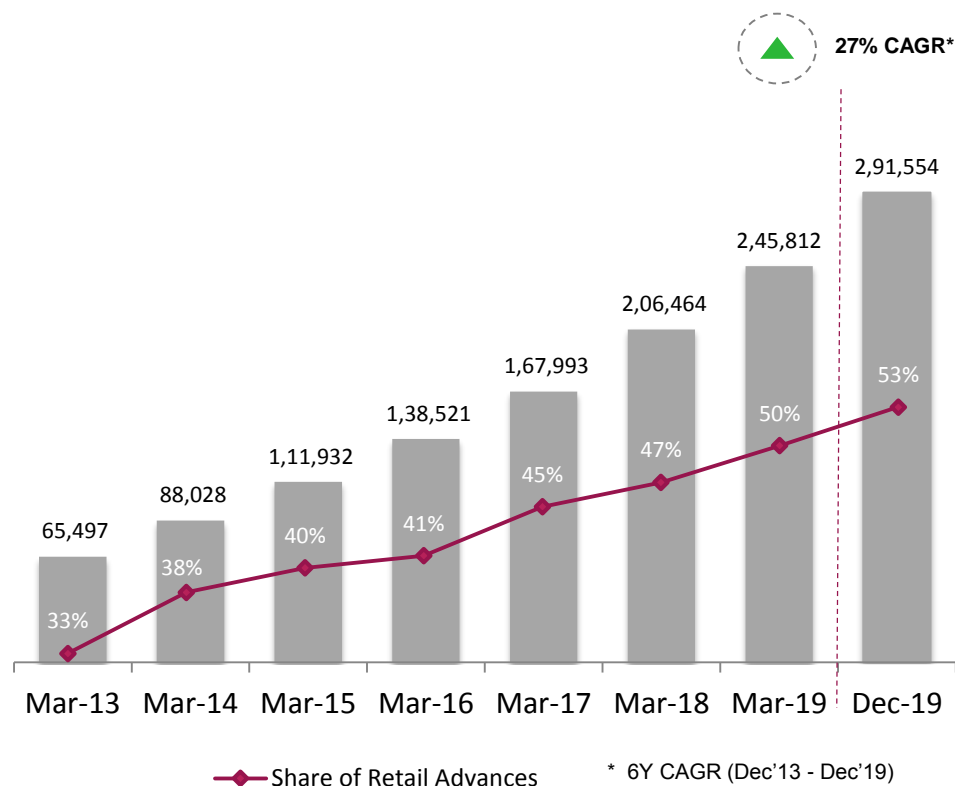
- Retail Lending has grown at 27% CAGR over the last 6 years
- Loan mix has shifted decisively and is now highly diversified
- Retail is the largest contributor of Fees for the Bank
- The Bank continues to expand branches aggressively
- Axis Bank ranks amongst the most valuable brands in India



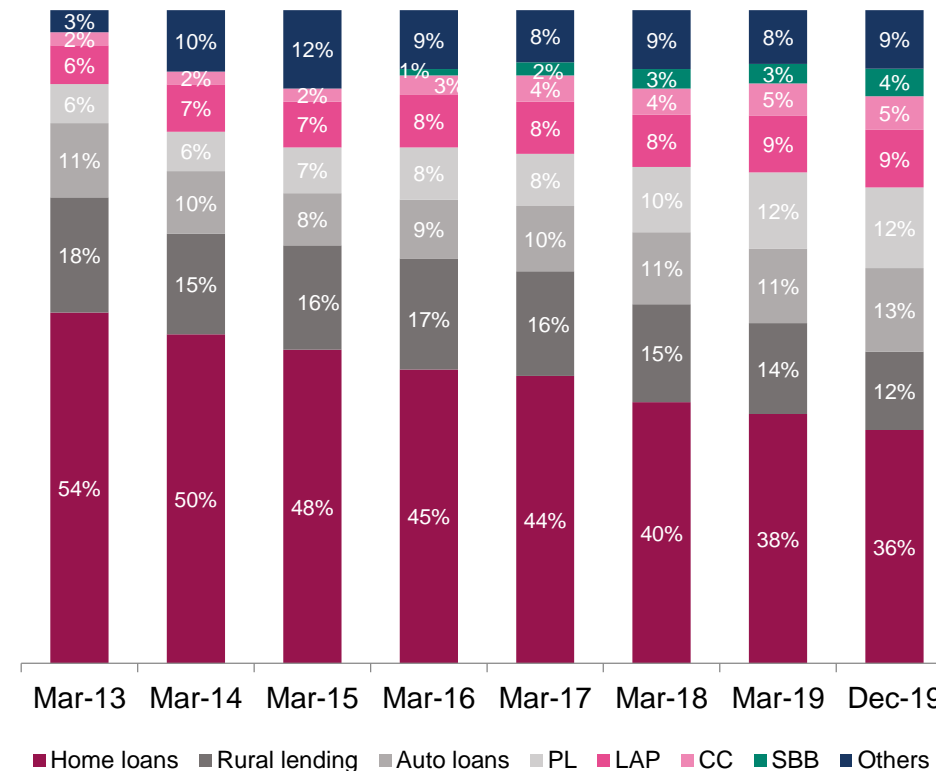
# Retail Loans have grown and diversified significantly

All figures in ₹ Crores

## Retail Advances have shown strong growth...



## ...with significant dispersion in mix over time



### 3 core components of the Bank's strategy in Retail Lending

- ▲ Cross sell to existing deposit customers
- ▲ Distribution through branches and digital platforms
- ▲ Strong analytics engine driving underwriting

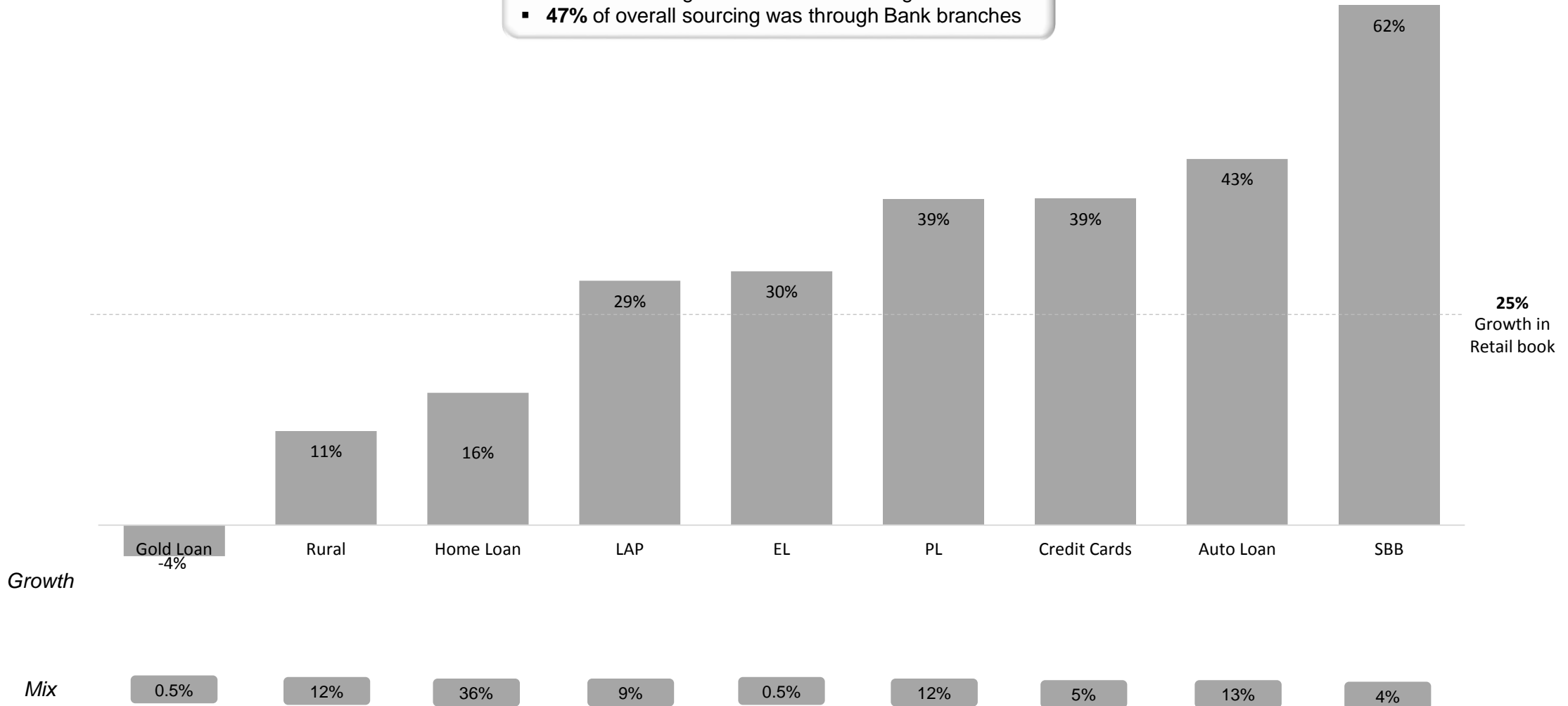


# Retail product segments continue to grow strongly



**Sourcing Strategy**

- 79% of sourcing in Q3 was from existing customers
- 47% of overall sourcing was through Bank branches



EL – Education Loan

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



Relationship Management and Wealth Specialist team of over 640\*



AUM\*\* of ₹1,56,075 Crores (~ \$22 Bn)

Wealth Management | Axis Bank

## Burgundy Performance (Apr'14 - Dec'19)

AUM^		30%	Fee Revenue~		43%
Customer Base		28%	Touch Points (RMs & ICs)		15%

\*\* As of 31<sup>st</sup> Dec. 2019

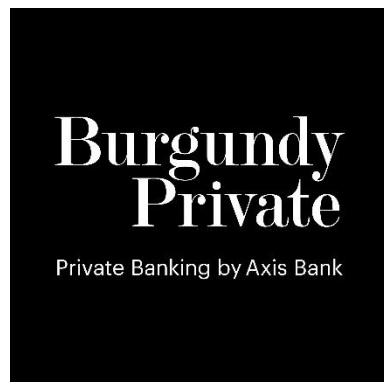
^ CAGR growth for 3.50 years, since Apr'16

~ CAGR for FY14-FY19

Reference Exchange rate \$ = ₹71.385

\* Includes Burgundy RMs, Burgundy Private Team, Wealth Specialists, and Investment Advisors on the rolls of Axis Securities

# Burgundy Private – The expertise of wealth management backed by the power of a Bank



- Caters to the high and ultra-high net-worth segment of customers with minimum Total Relationship Value<sup>^</sup> (TRV) of ₹5 crore
- With the “One Axis” approach, Burgundy Private will bring together the combined expertise of the Axis group to cater to the distinct and advanced wealth needs of this client segment.
- Offers customized solutions ranging from wealth-management and lending solutions, research based investments advisory to family office, estate planning, real estate and tax advisory.



New Launch

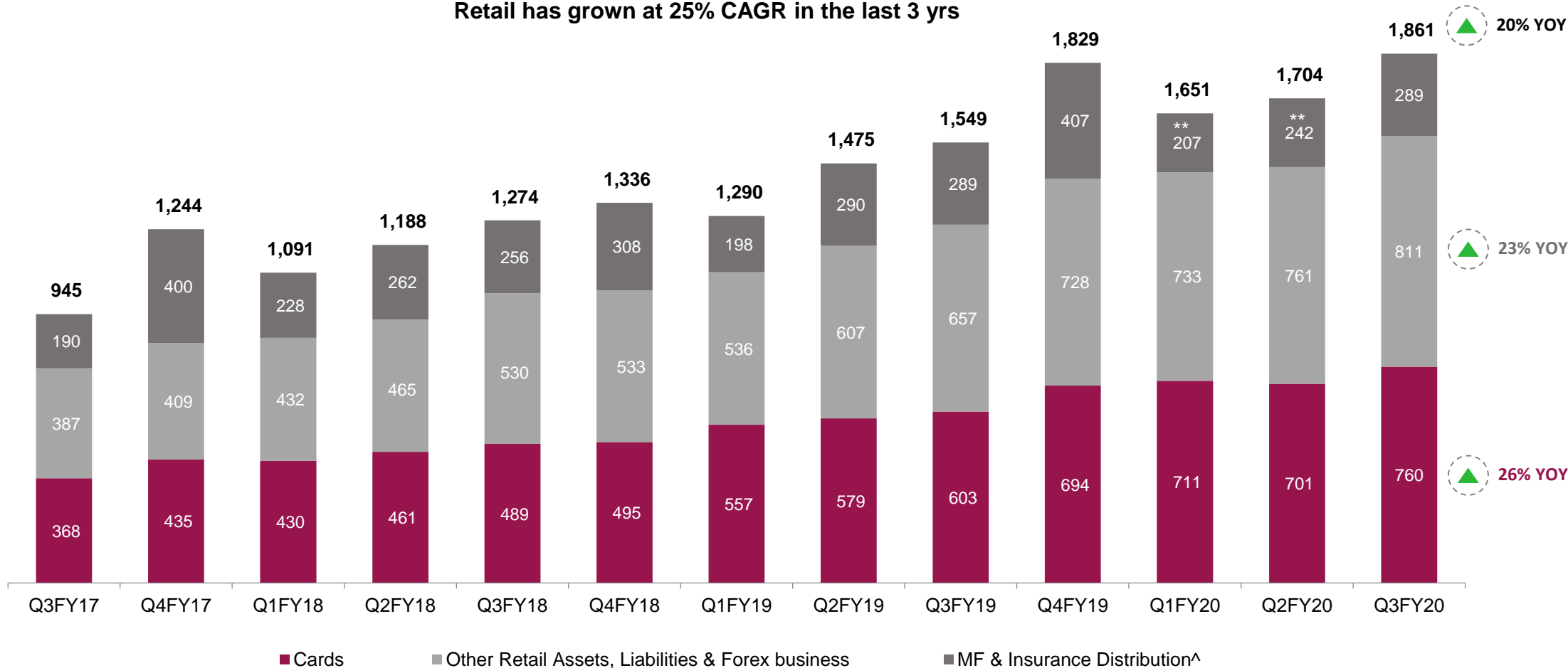
- ① First Indian Bank to launch an exclusive 3-in-1 metallic card, which works as debit, credit and multi currency forex card
- This all-in-one card will help Burgundy Private clients to perform their financial transactions seamlessly, both while in India and overseas.
- Offers exclusive lifestyle & entertainment benefits along with unmatched travel & hospitality privileges

# Retail Fees have shown robust growth, contribute 67% to total Fees



All figures in ₹ Crores

Retail has grown at 25% CAGR in the last 3 yrs



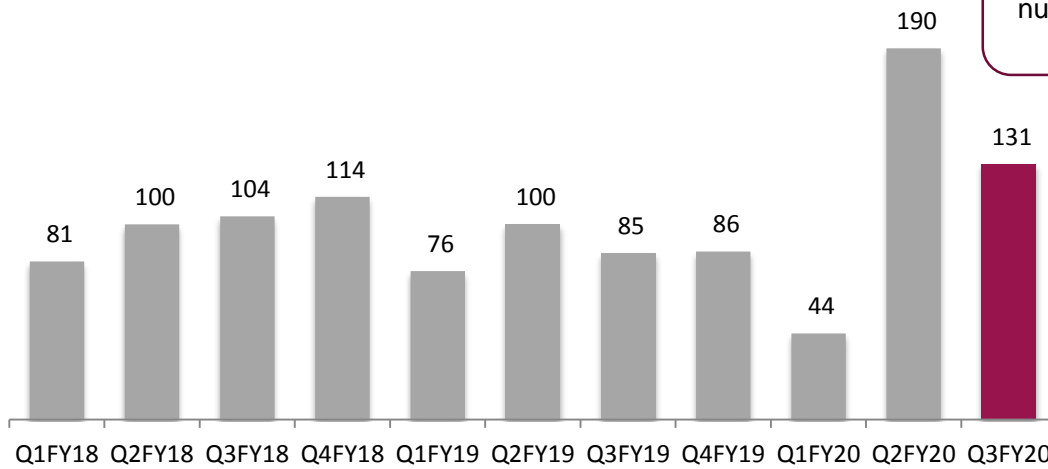
<sup>^</sup> Includes distribution fees of others like bonds, gold coins, etc.

\*There has been reclassification of certain segments from Transaction Banking to Retail starting Q1FY19. Accordingly the figures for all the prior periods are adjusted to reflect reclassified data

\*\* There has been a decline in fee income earned from distribution of mutual funds on account of revision in cap on Total Expense Ratio of schemes as per SEBI guidelines w.e.f. 1.4.2019

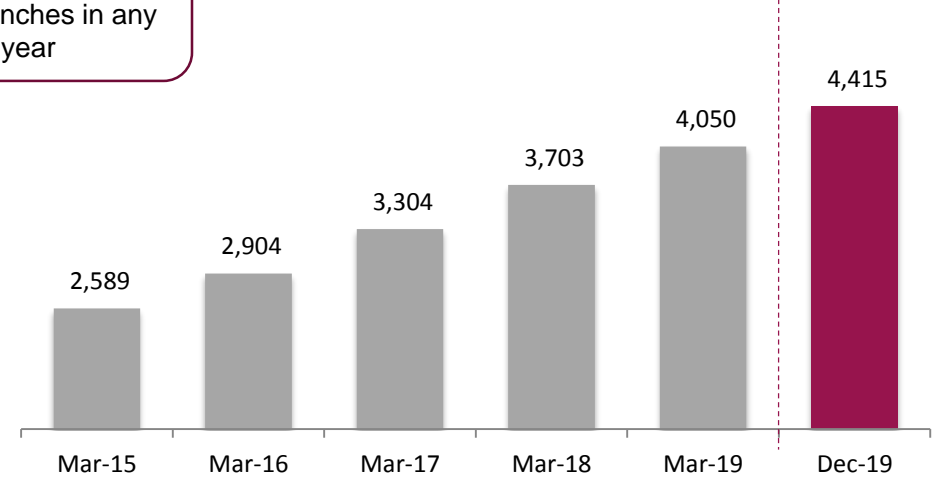
# We continue to invest in network expansion

**New Branches Opened\***

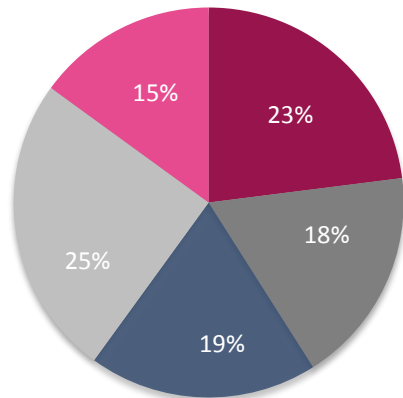


We intend to open 550 branches in FY20, highest number of branches in any given year

**Domestic Branch Network\***



## Very well distributed branch presence across regions and categories

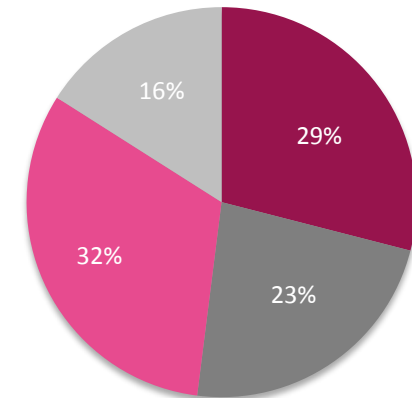


■ North ■ East ■ West ■ South ■ Central

Geographical distribution based on RBI classification

\* Includes extension counters

- Our network has been completely organic, built over last 25 years
- Total no. of domestic branches\* as on 31<sup>st</sup> Dec 2019 stood at **4,415**



■ Metro ■ Urban ■ Semi-Urban ■ Rural



**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**

# Business Performance

## Digital

- The Bank has a leadership position across most digital products
- Amongst the top 3 Banks in India in Mobile Banking spends
- Digital channels continue to witness brisk growth
- We are progressing well in building our Digital Banking capabilities



# We have strong market position across most Digital Payment products



## Axis Bank market position across products

Product	Debit Cards <sup>1</sup>	Credit Cards <sup>2</sup>	Mobile Banking <sup>3</sup>	Point of Sale Terminals <sup>^</sup>	UPI <sup>4</sup>	Forex Cards <sup>5</sup>
Market share	7%	13%	10%	11%	14%	23%
Ranking	4 <sup>th</sup>	4 <sup>th</sup>	3 <sup>rd</sup>	4 <sup>th</sup>		3 <sup>rd</sup>

Source: RBI, Internal Data

1 – based on card spends at point of sale terminals for H1FY20 ; 2 – based on cards issued (RBI Sept. 2019 data) ^ Sept. 2019 data

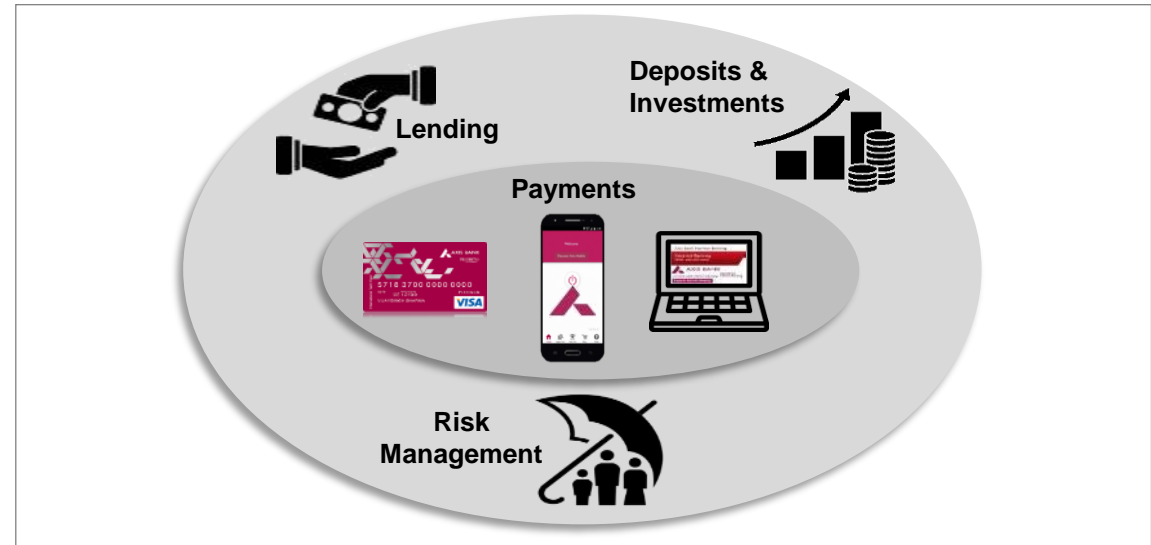
3 – based on transaction volume (RBI H1FY20 data), 4 – market share based on transaction volume in Q3FY20

5 – based on spends for Q3FY20

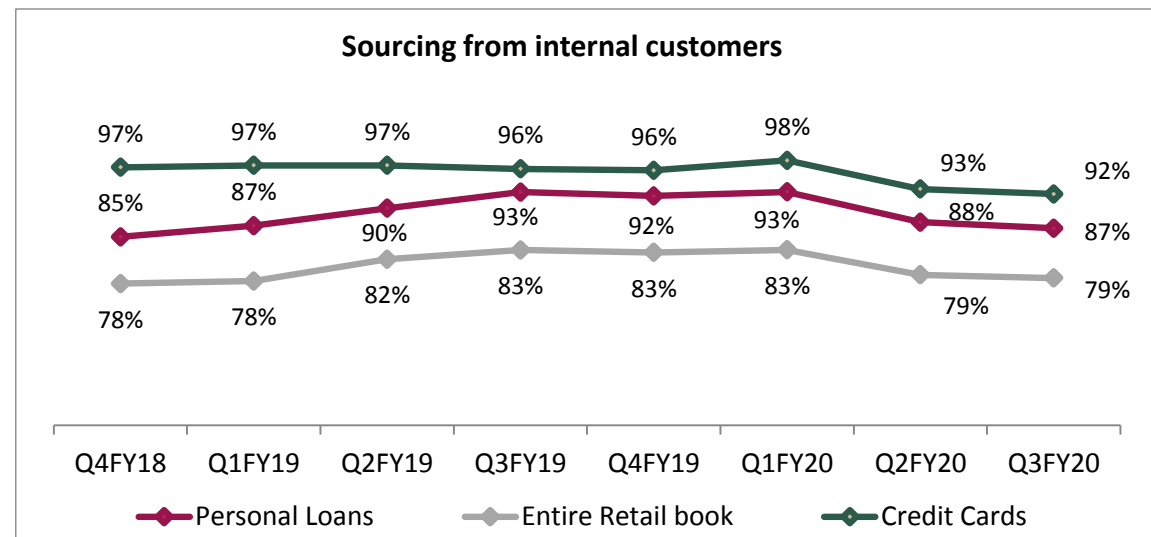
# Investments in analytics have helped build and sustain this strong position



**Analytics on payments data has enabled cross-selling of financial and investment products**



**Cross-sell metrics remain healthy aided by big data led analytics of the known retail customer base**



# Our Credit Cards business has grown strongly in the last 6 years and is now the 4th largest in the country



## Featured Cards



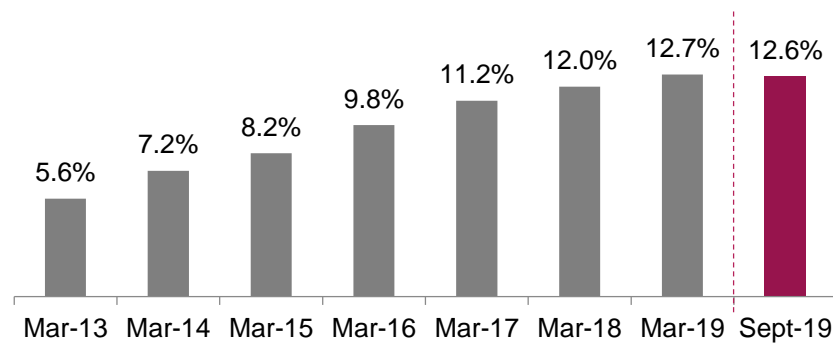
## Co-branded Cards



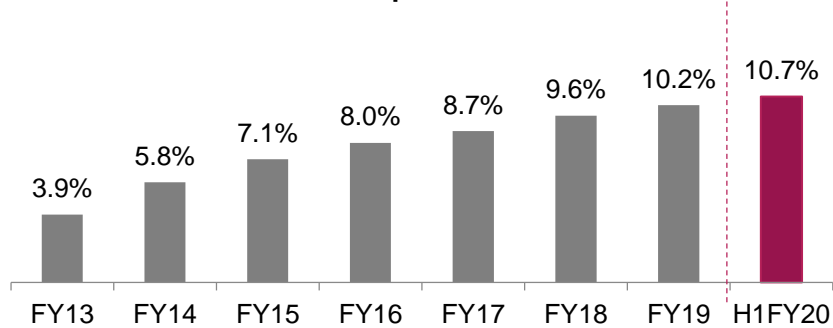
## Premium Cards



## Credit Cards in Force – Market Share



## Credit Cards Spends – Market Share



## Magnus Credit Card



- Offers best-in-industry benefits for HNI customers – both, Axis Bank and non-Axis Bank
- Unique and exclusive card offers such as complimentary flight ticket every year, airport concierge services etc.
- Benefits of the card encompass all aspects of lifestyle - travel, dining, movie and wellness

Source: RBI Data Reports



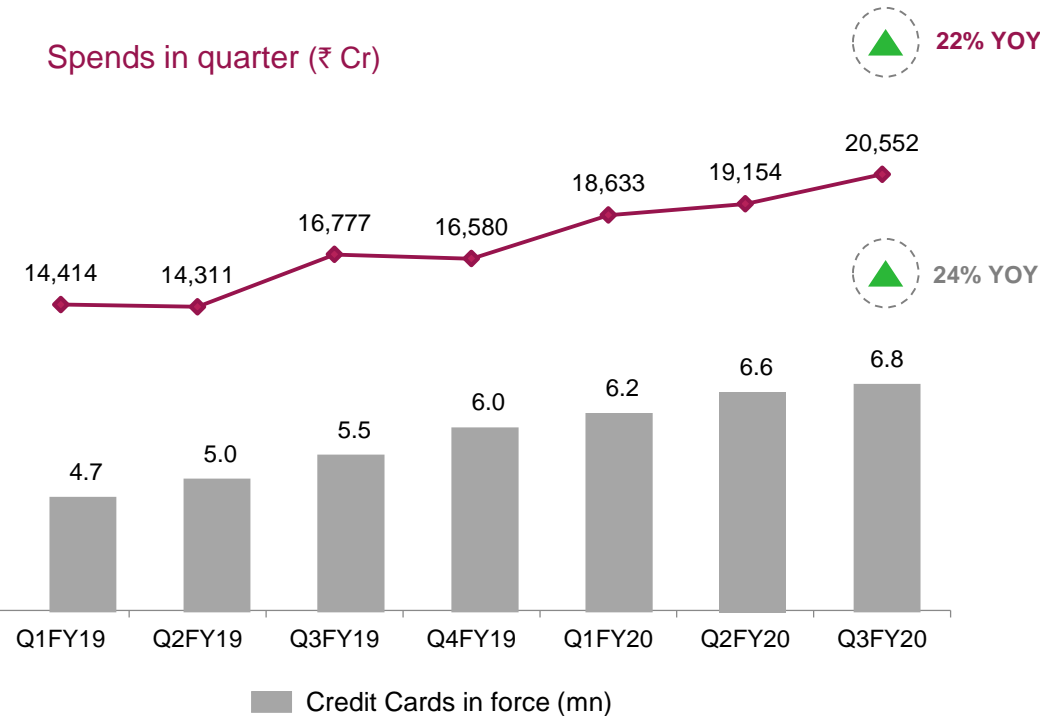
# Over ₹67,000\*\* crores of card spends went through Axis Bank in Q3FY20



Credit card spends up 22% YOY

## Credit Cards

Spends in quarter (₹ Cr)



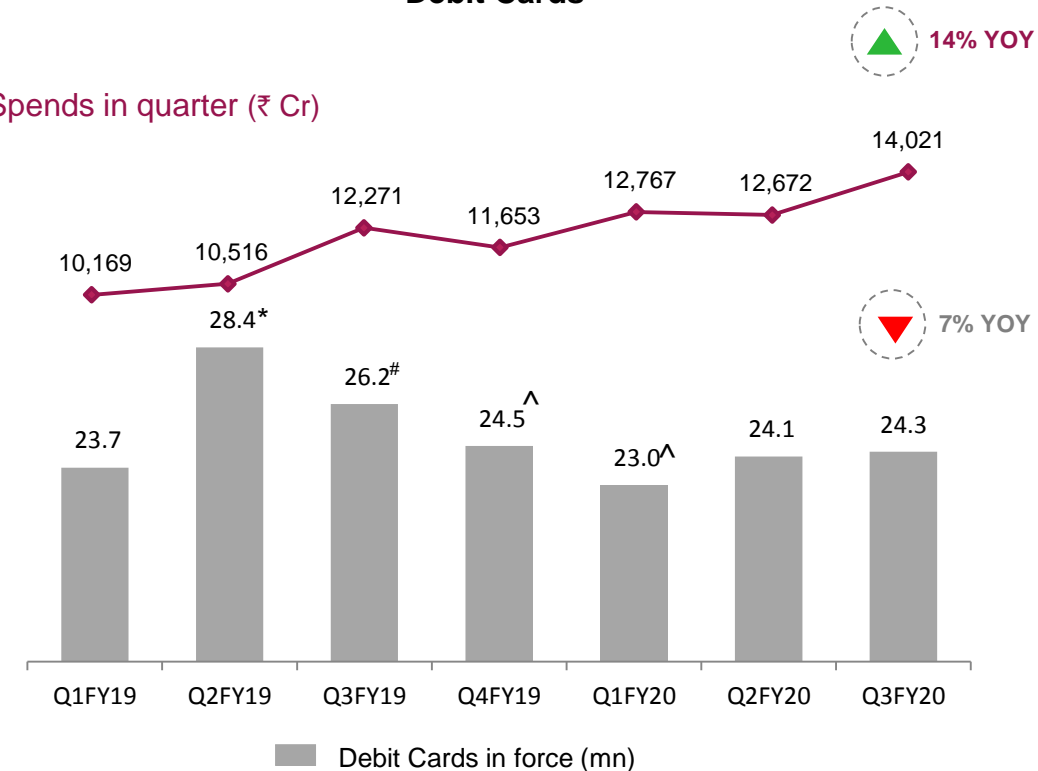
Acquiring throughput (In ₹ Cr)	Q3FY20	9MFY20
On-Us	12,791	33,830
Off-Us	32,625	83,898
<b>Total</b>	<b>45,416</b>	<b>1,17,728</b>

\*\* Computed as summation of Debit Card Spends, Credit Card Spends and Off-Us Acquiring throughput

Debit card spends up 14% YOY

## Debit Cards

Spends in quarter (₹ Cr)






\* Includes 0.7 mn and 2.5 mn of debit cards recarded in Q1FY19 and Q2FY19, respectively as per RBI guidelines

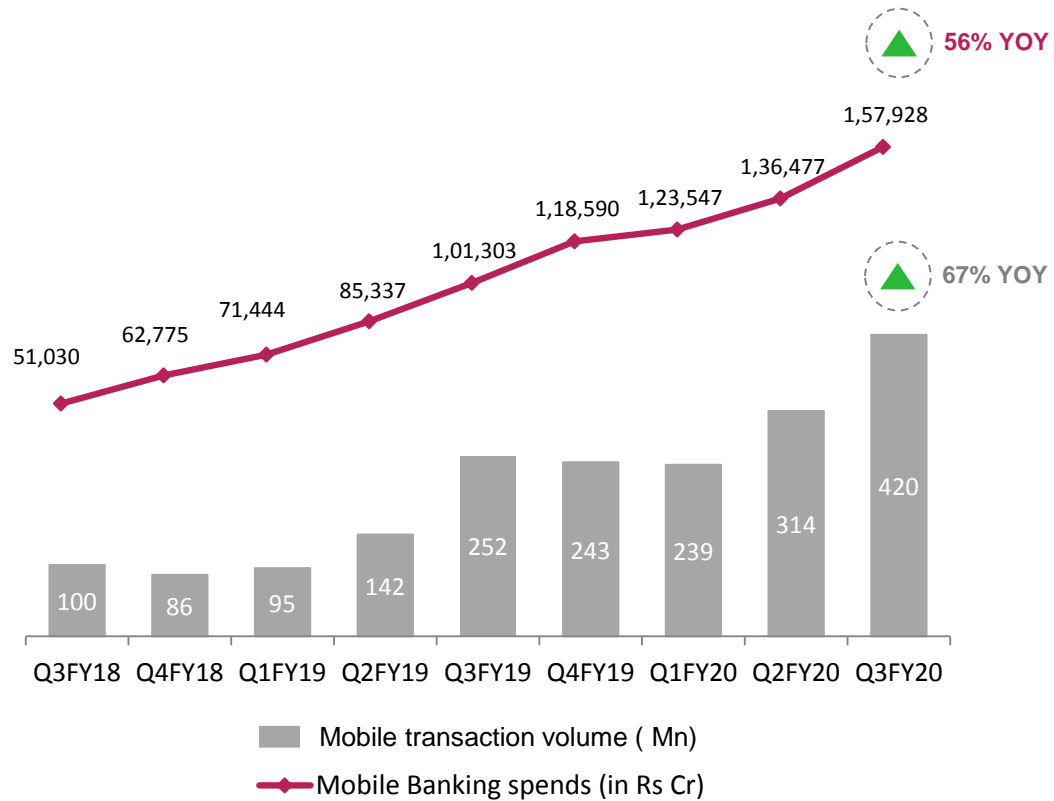
# Excludes 2.6 mn cards due to expiry and closure of magstripe based cards for dormant accounts

^ Excludes magstripe cards blocked due to RBI guidelines on chip based cards

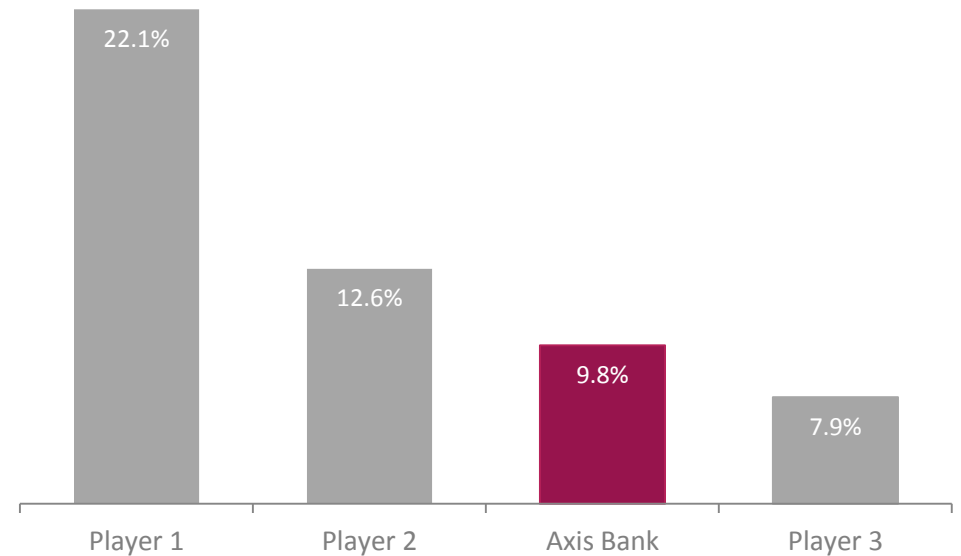
# Mobile Banking spends continue to grow strongly

-  **53.4%** of Mobile Banking customers bank only on Mobile App
-  Mobile Banking logins stand at **11.4 times** of Internet Banking logins
-  Amongst the highest ranked Banking app on Apple Store (rating of **4.6**) & Google Play Store (rating of **4.7**)

### Axis Bank Mobile Banking Spends and Volumes




### Mobile Transactions Market Share by Volume (H1FY20)

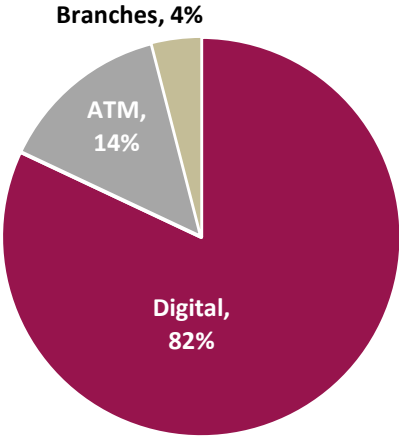


Source: RBI data

# Digital Channels are becoming central to most activities in the Bank

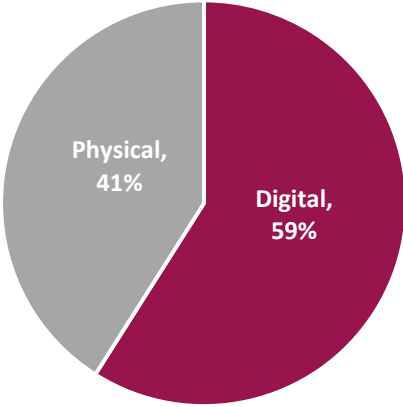


 **82% of all financial transactions\* were digital**



• Based on all financial transactions by individual customers in Q3FY20

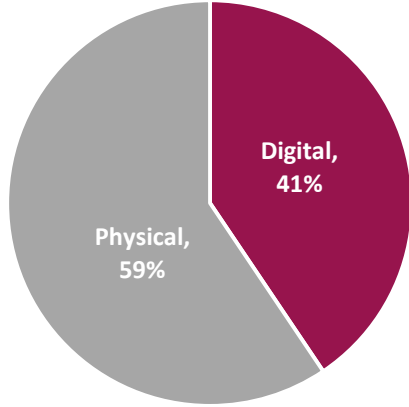
 **59% of Savings Accounts were sourced through Tab\***



~4.2 lakhs Savings Accounts were sourced through tab in Q3FY20

\* Digital tablet based account opening process

 **41% of Personal loans were sourced through Digital channels**



~ ₹3,000 crore Personal loans were sourced digitally in Q3FY20

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



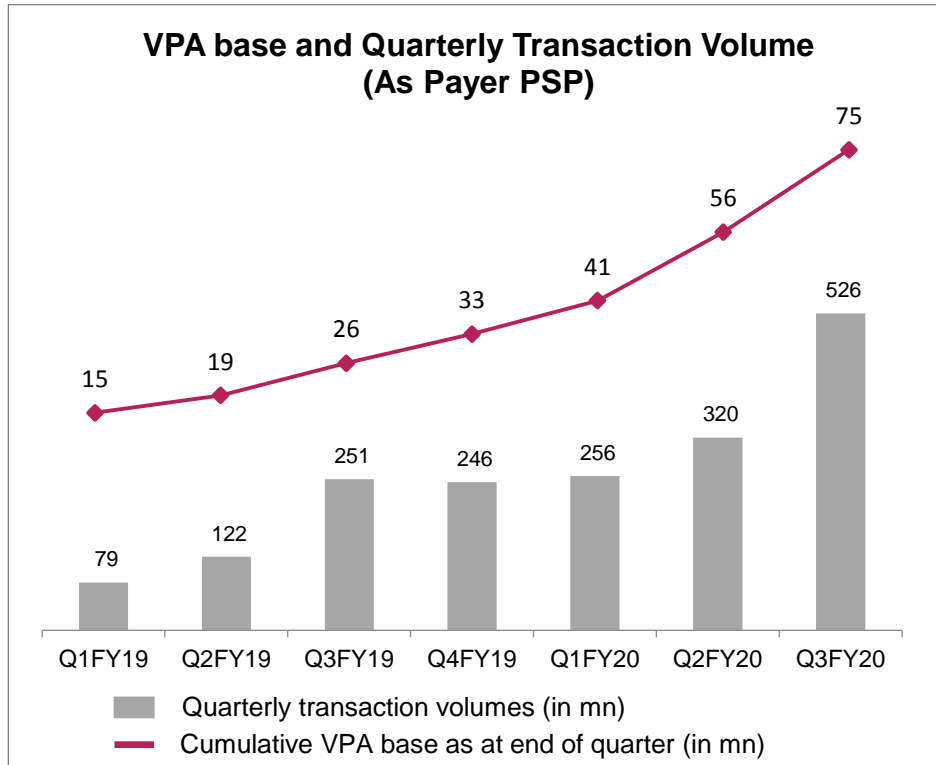
Axis Bank's UPI Growth story

1 75 mn VPAs

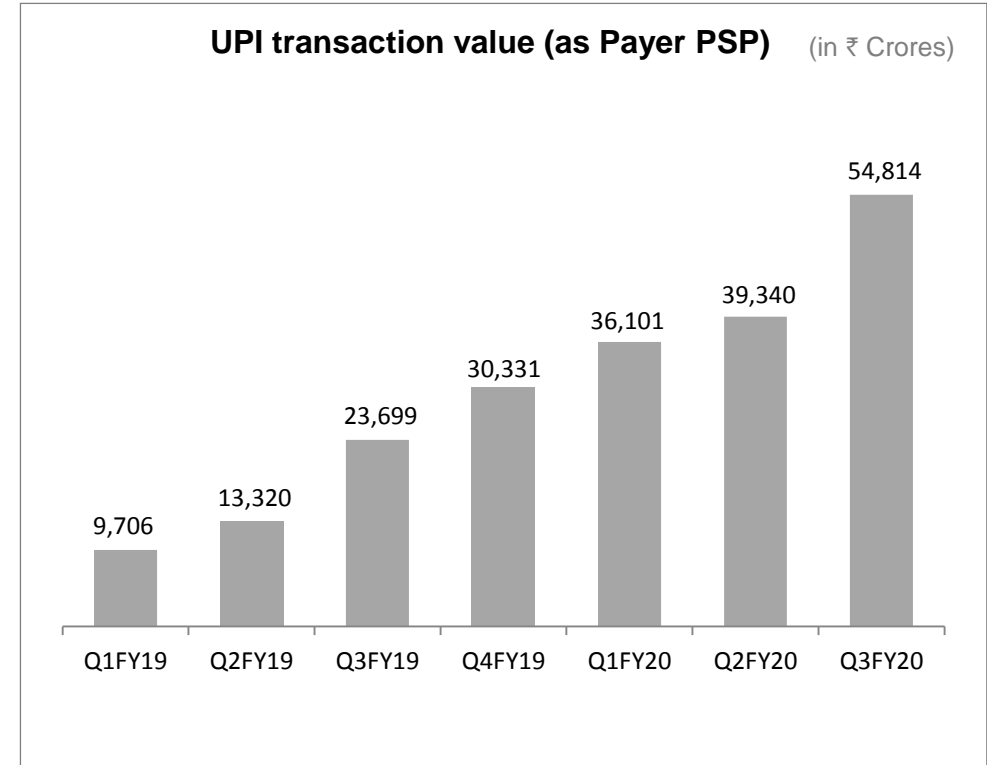
2 Over 1,095 mn transactions<sup>#</sup>

3 1,31,950+ merchants on boarded

UPI transaction volumes continue to remain healthy



Quarterly UPI transaction value has grown 2x in the last one year



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

<sup>#</sup> Debit transactions for Axis Pay, Axis MB UPI, Freecharge, Samsung Pay, Google Pay, Merchant transactions and fulfilment transactions from Google Pay have been considered.

# Business Performance

## Corporate

- Domestic corporate loan growth has been strong
- Significant reduction in concentration risk
- Incremental sanctions continue to be to well rated corporates



# We have re-organized the Wholesale Bank, creating an integrated franchise



## Re-Oriented Coverage Groups

Large Corporate

Mid Corporate

Focused Segmental Coverage

Commercial Banking

## Bank and Subsidiary Products

Credit

Liabilities and Transaction Banking

Treasury



## Strengthened Operations and Service Infrastructure

Note: Classification based on client annual revenue – Commercial ( ₹10 cr- ₹250 cr); Mid ( ₹250 cr- ₹ 1000 cr); Large ( > ₹ 1000 cr)



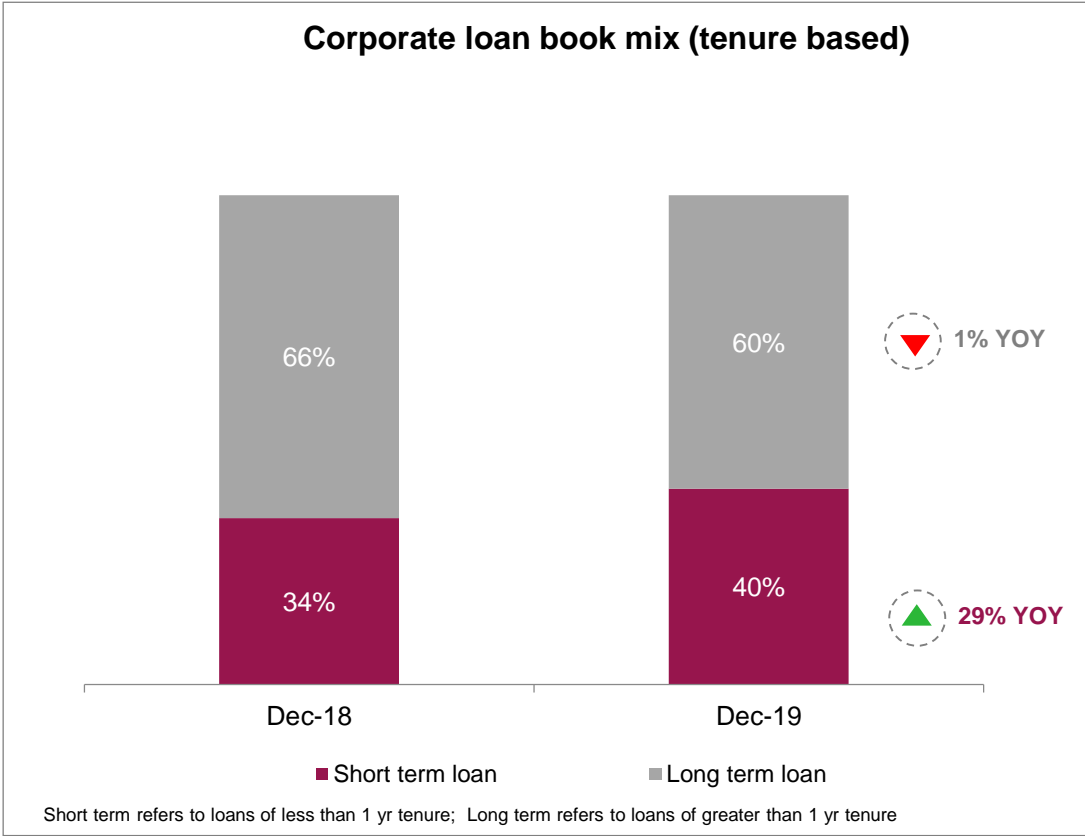
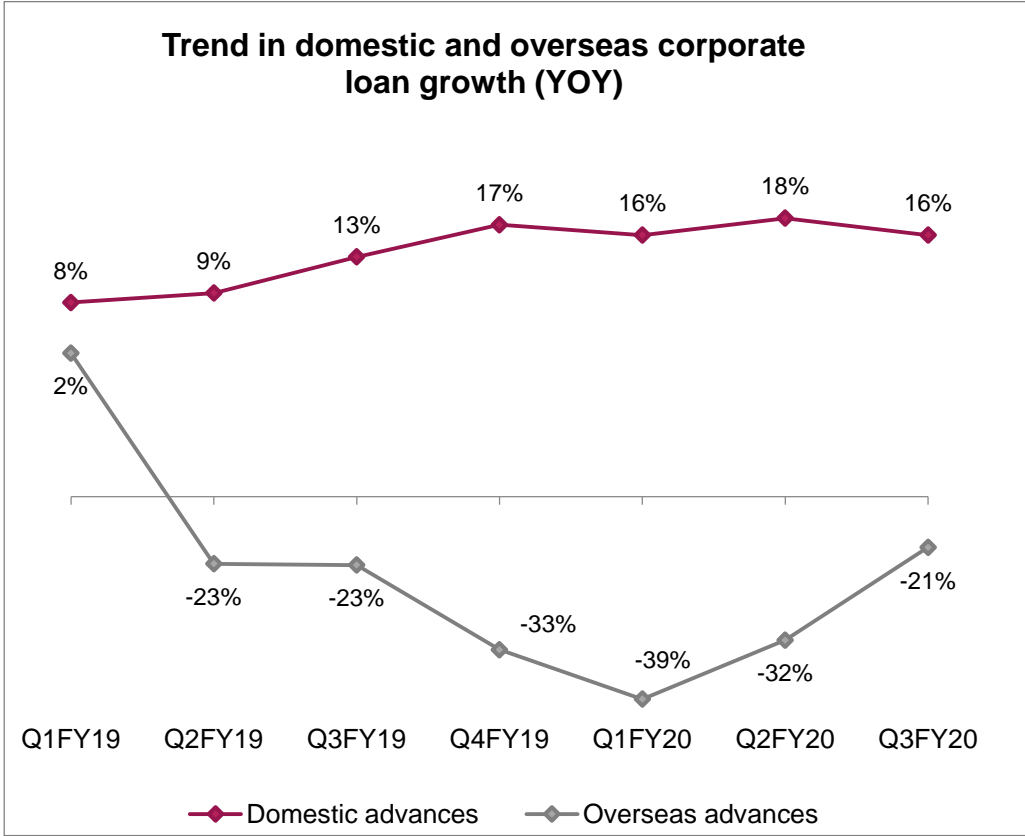
# Domestic corporate loan growth has been strong



All figures in ₹ Crores

De-growth in International book has largely run its course

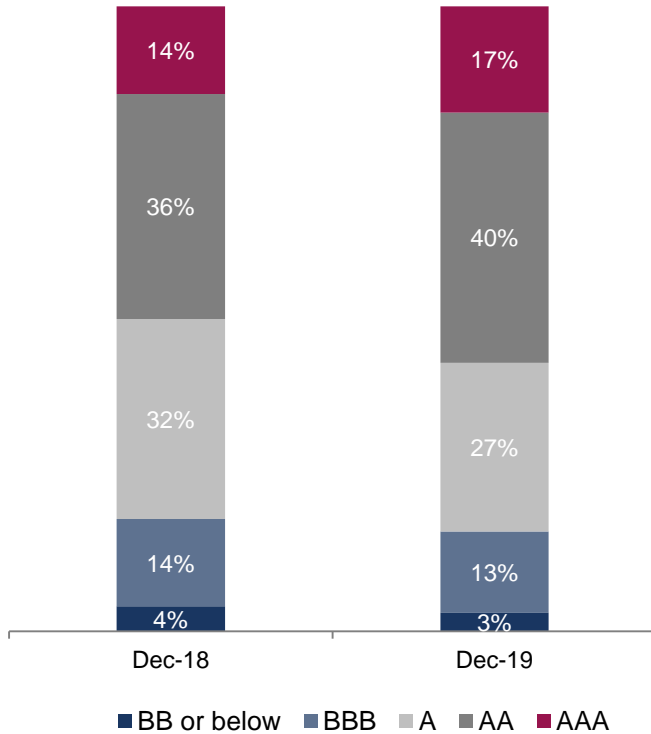
We continue to push the portfolio away from long term loans



# The corporate lending portfolio continues to shift towards better rated clients; New originations are of better quality and more granular

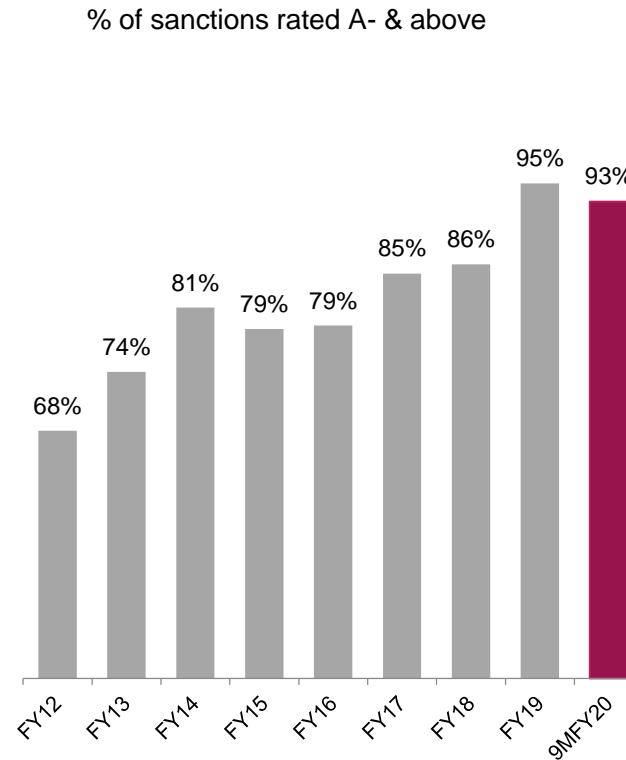


84% of corporate exposure\* is rated 'A' or better

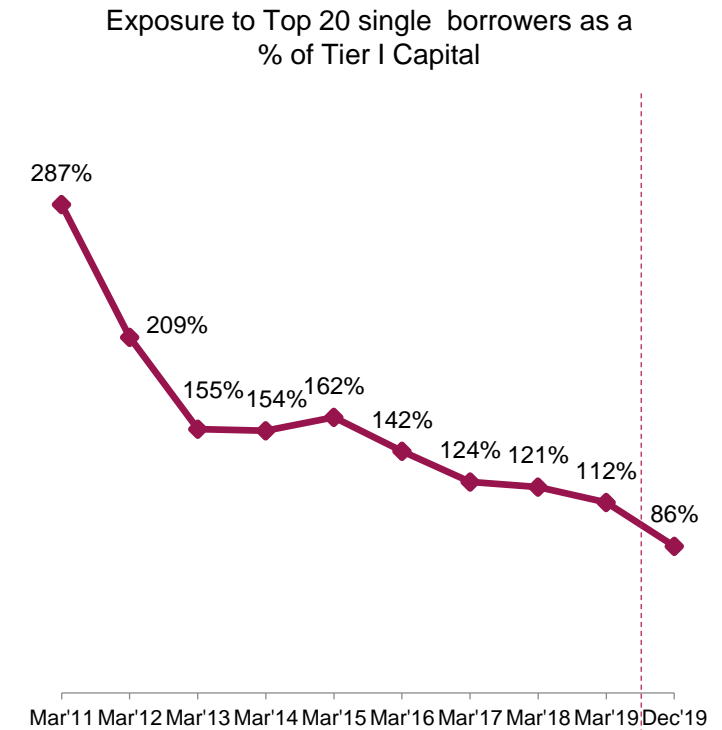


\* Only includes standard exposure

Fresh originations are predominantly from entities rated A- or better



Concentration Risk has reduced significantly from peak



# Industry-wise Distribution (Top 10)

All figures in ₹ Crores

Rank	Outstanding <sup>1</sup> as on 31 <sup>st</sup> Dec '19 Sectors	Advances	Investments	Non-fund based	Total	
					Value	(in % terms)
1.	Financial Companies <sup>2</sup>	47,929	11,800	11,712	71,441	10.62%
2.	Engineering & Electronics	10,676	144	26,140	36,960	5.49%
3.	Infrastructure Construction <sup>3</sup>	13,608	3,155	10,628	27,391	4.07%
4.	Telecommunication Services	17,558	50	4,791	22,399	3.33%
5.	Petroleum & Petroleum Products	6,962	2,418	10,587	19,967	2.97%
6.	Power Generation & Distribution	11,981	4,756	2,403	19,140	2.85%
7.	Real Estate	16,030	1,100	971	18,101	2.69%
8.	Food Processing	13,642	1,407	2,276	17,325	2.58%
9.	Trade	13,684	198	3,064	16,946	2.52%
10.	Iron & Steel	12,590	27	4,163	16,780	2.49%

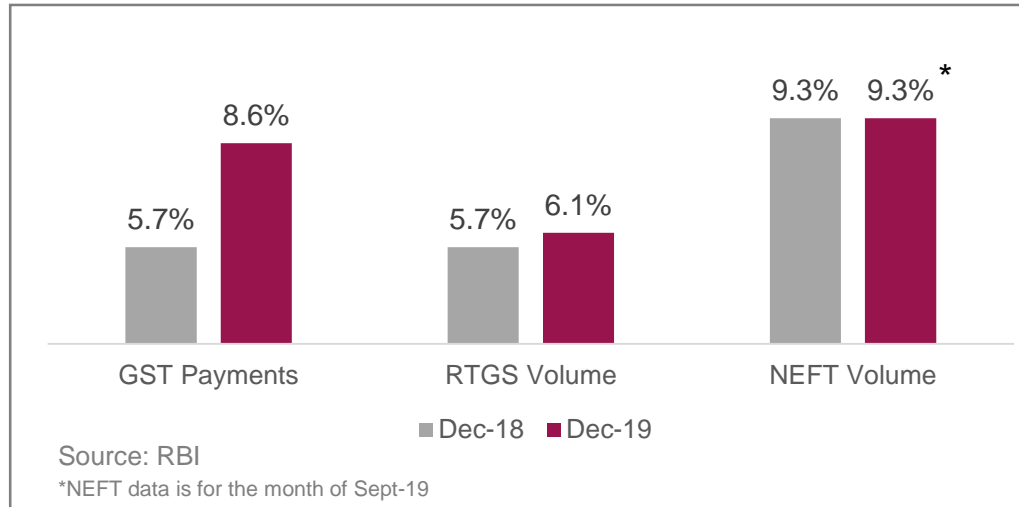
<sup>1</sup> Figures stated represent only standard outstanding (advances, investments and non fund based) across all segments

<sup>2</sup> Includes Banks, Non Banking Financial Companies, Housing Finance Companies (HFCs), MFIs and others

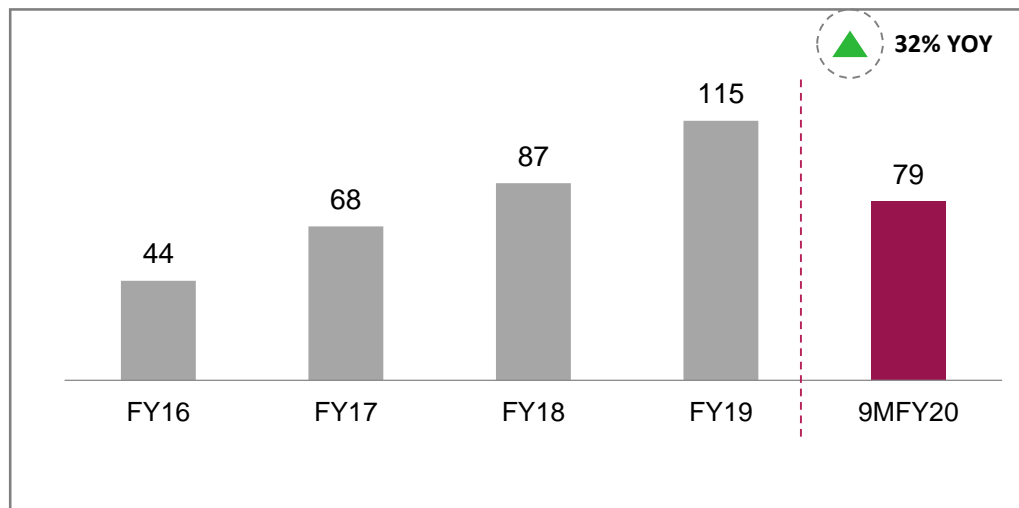
<sup>3</sup> Financing of projects (roads, ports, airports, etc.)

# We continue to gain traction in corporate payments and share in flow business

## Market Share across Payment channels

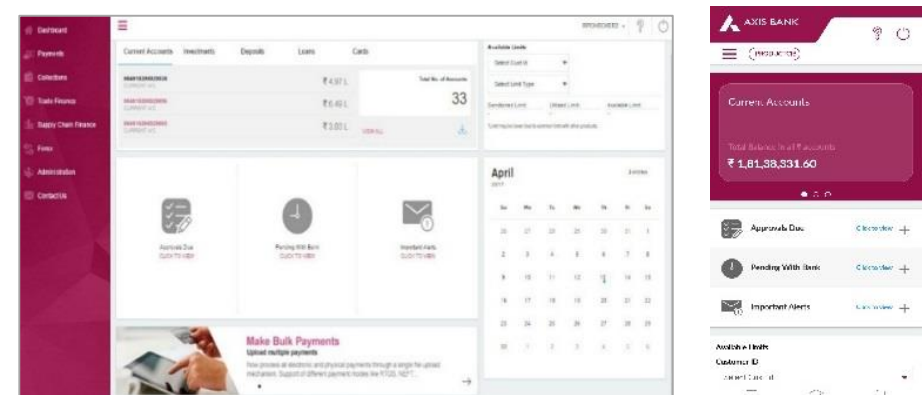


## CMS Throughput (₹ Trillion)



## Integrated Digital Platform

- Across payments, trade finance and forex
- User-friendly portal
- Mobile app for corporate payments launched



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



All figures in ₹ Crores



**Ranked No. 1 arranger** for rupee denominated bonds as per Bloomberg for complete CY19.



**Ranked No. 1 arranger** for rupee denominated bonds as per Bloomberg for 13 consecutive calendar years since 2007

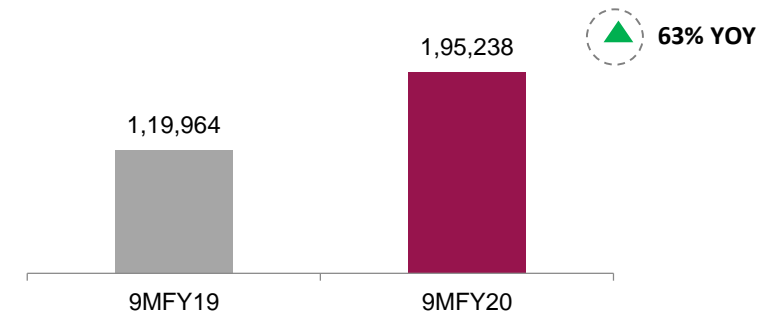


Bank has been awarded as the **Best DCM House** at the **Finance Asia Country Awards, 2019**

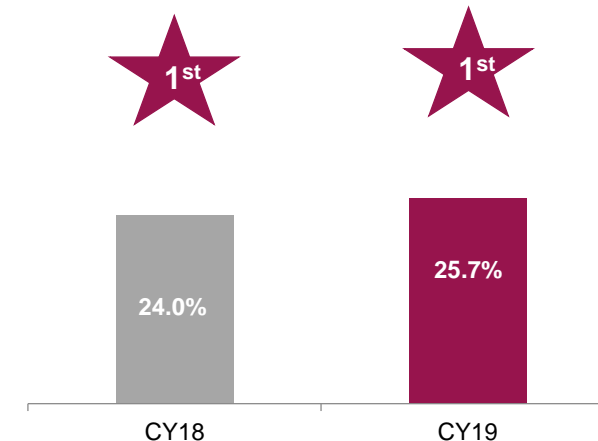


Bank has been recognised as the **Top arrangers - Investors' Choice for primary issues - Corporate bonds – INR** at the **Asset Benchmark Research Awards 2019**

## Placement & Syndication of Debt Issues



## Market share and Rank\*



\*As per Bloomberg League Table for India Bonds

# Business Performance

## Commercial

- Building customer relationships across both assets and liabilities
- Focus remains on a high rated, predictable SME lending business

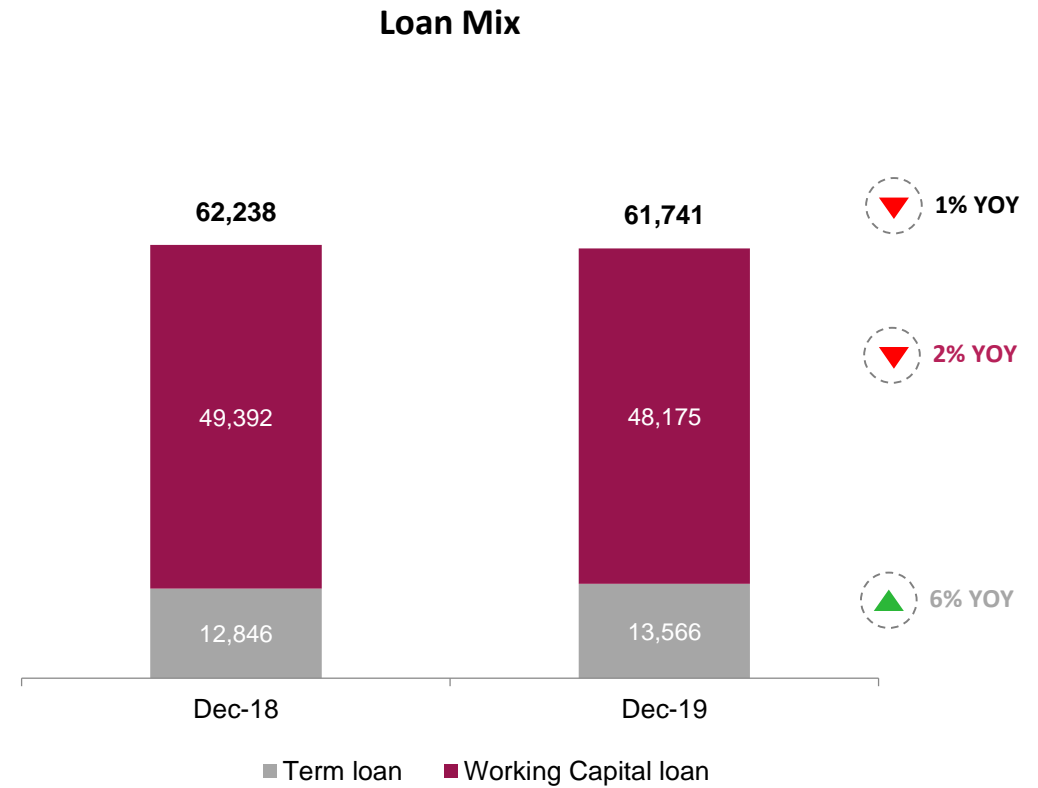
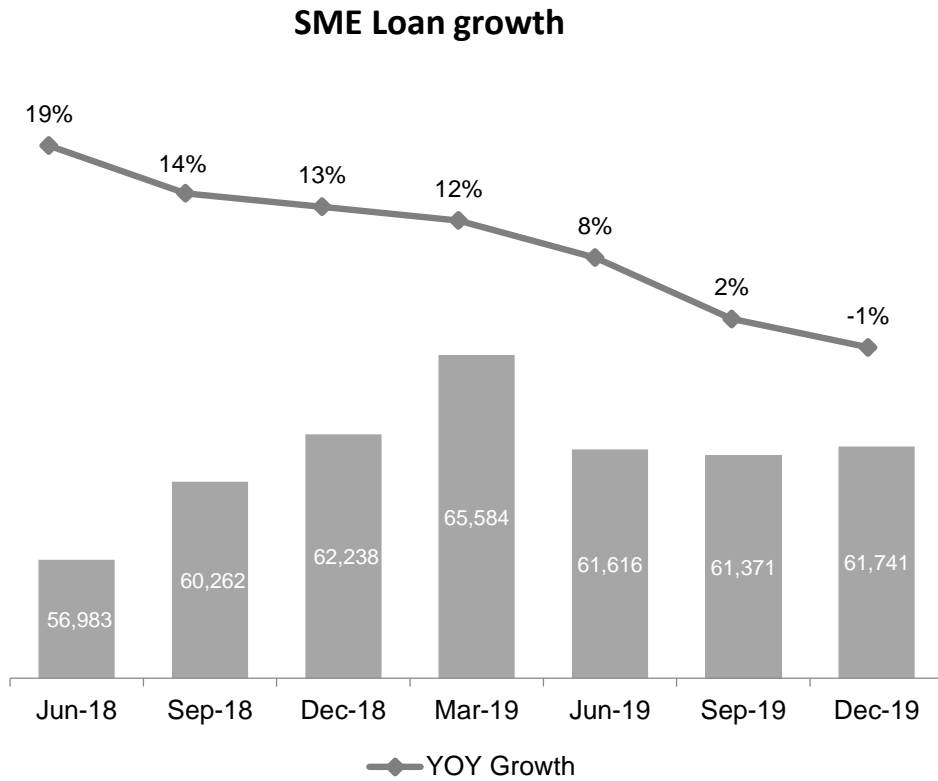




# SME loan growth has been softening over the last year



All figures in ₹ Crores

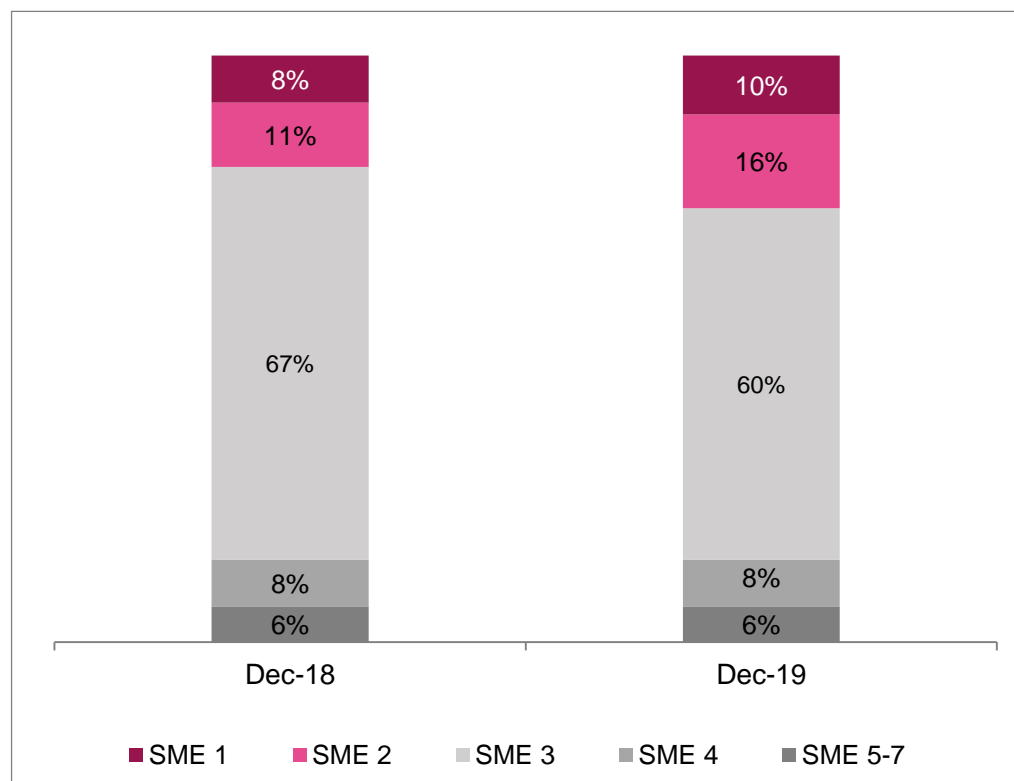


- Credit relationships in SME are split into 3 parts: Medium Enterprises Group (MEG), Small Enterprises Group (SEG) and Supply Chain Finance (SCF)

# Focus remains on building a high rated, predictable SME lending book

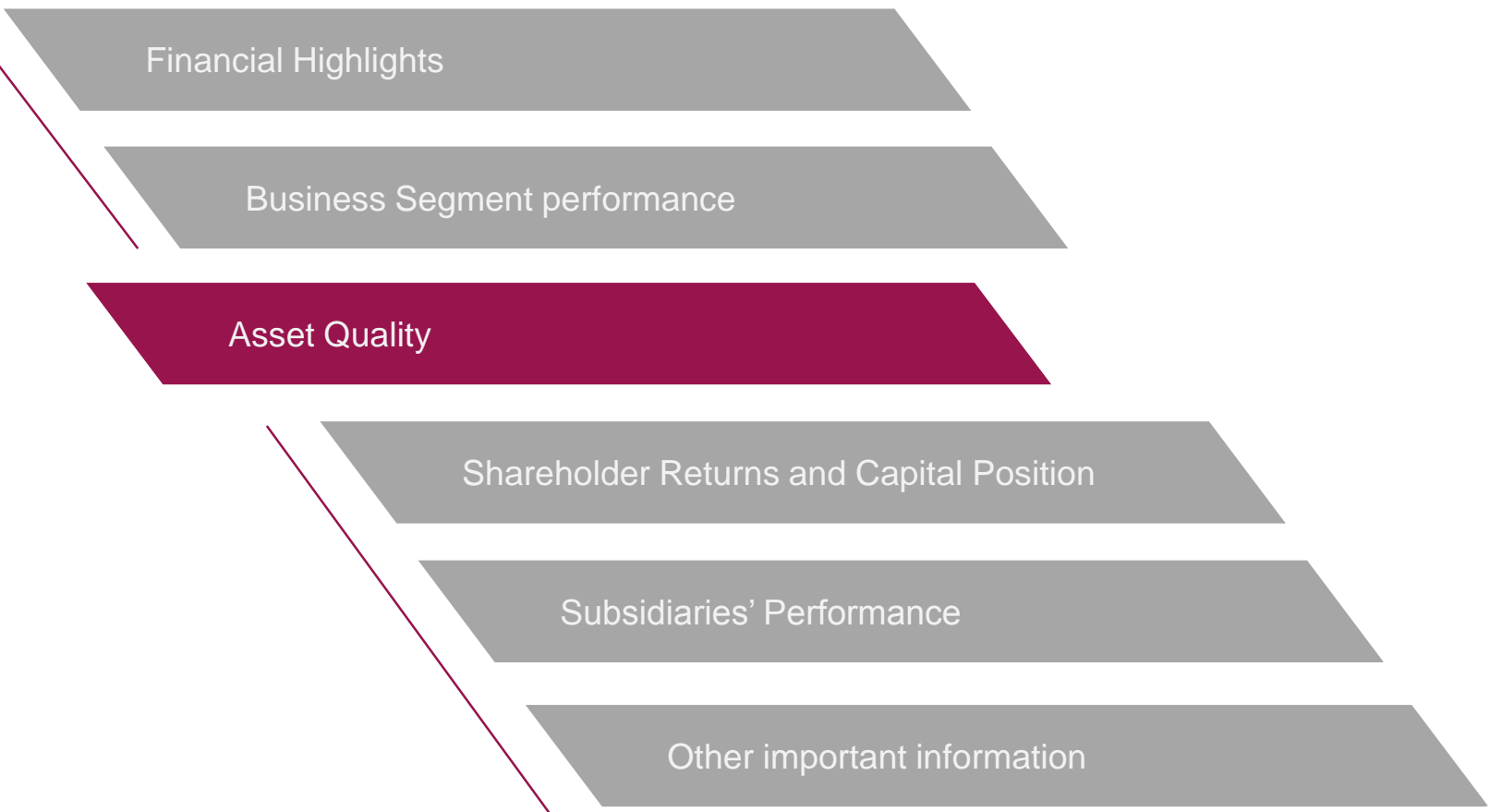


86% of SME exposure\* is rated at least 'SME3'



\* Only includes standard exposure

- With focus on building a high rated SME book, the distribution of the portfolio continues to shift towards towards better rated clients
- The segment continues to focus on lending to the Priority sector
- The Bank's SME Awards event "**SME 100**" acknowledges the best performers in the SME segment. It is aligned with the Government's *Make in India*, *Skill India* and *Digital India* initiatives



Financial Highlights

Business Segment performance

**Asset Quality**

Shareholder Returns and Capital Position

Subsidiaries' Performance

Other important information

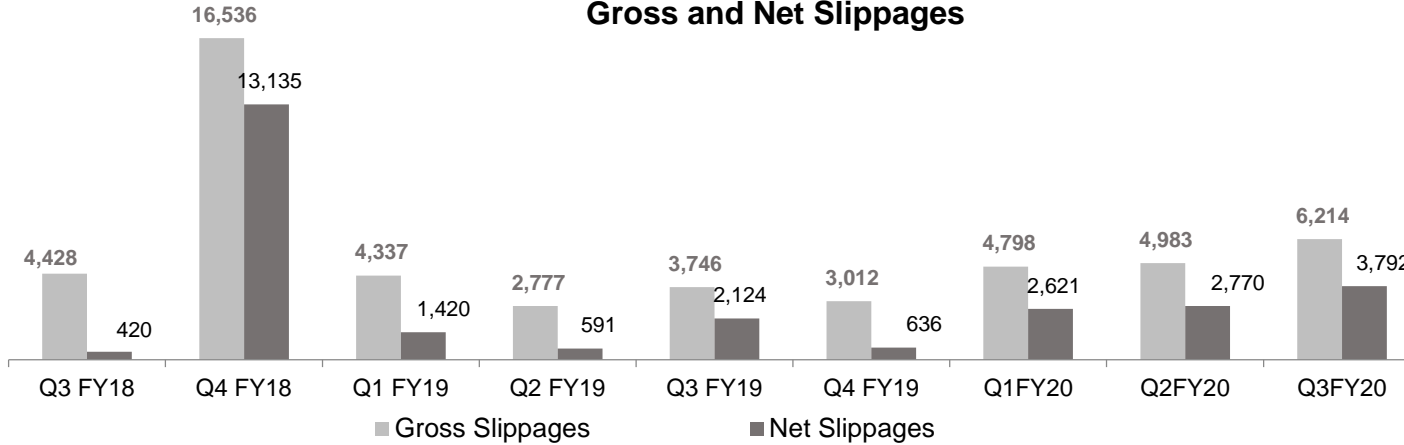
## Asset Quality

### Summary

- BB & Below pool of corporate loans has reduced to 0.9% of Gross Customer Assets
- Gross and Net NPA ratios remained range-bound during the quarter
- Provision Coverage Ratio stood at 78%
- The Bank also holds ₹2,558 crores of provisions towards various contingencies

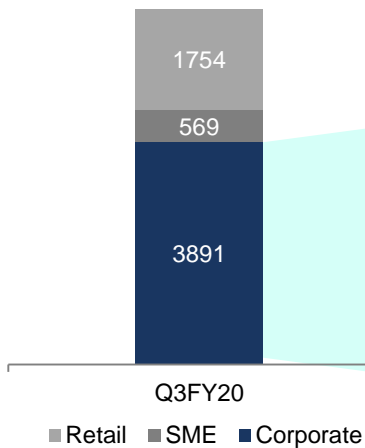
# Slippages were elevated in Q3, led by bond investments in a Housing Finance company

**Gross and Net Slippages**

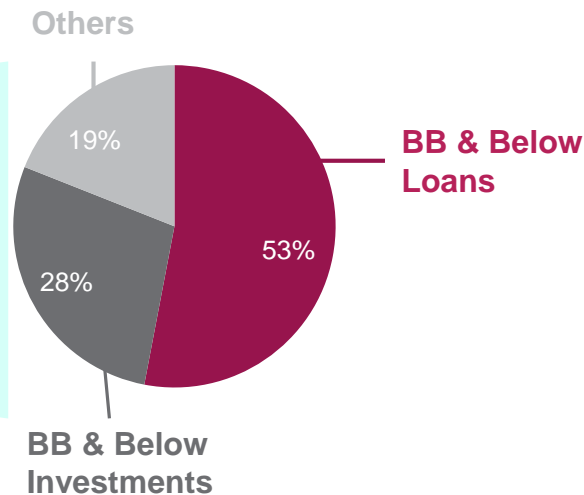


- During Q3FY20, gross slippages in loans and investments stood at ₹5,124 crores and ₹1,090 crores respectively
- ₹410 crores of corporate loans slipped during the quarter due to technical reasons and also got upgraded during the same quarter.
- Slippages from the investment book were predominantly from a major holding belonging to the housing finance sector.

**Segment-wise breakup of gross slippages**



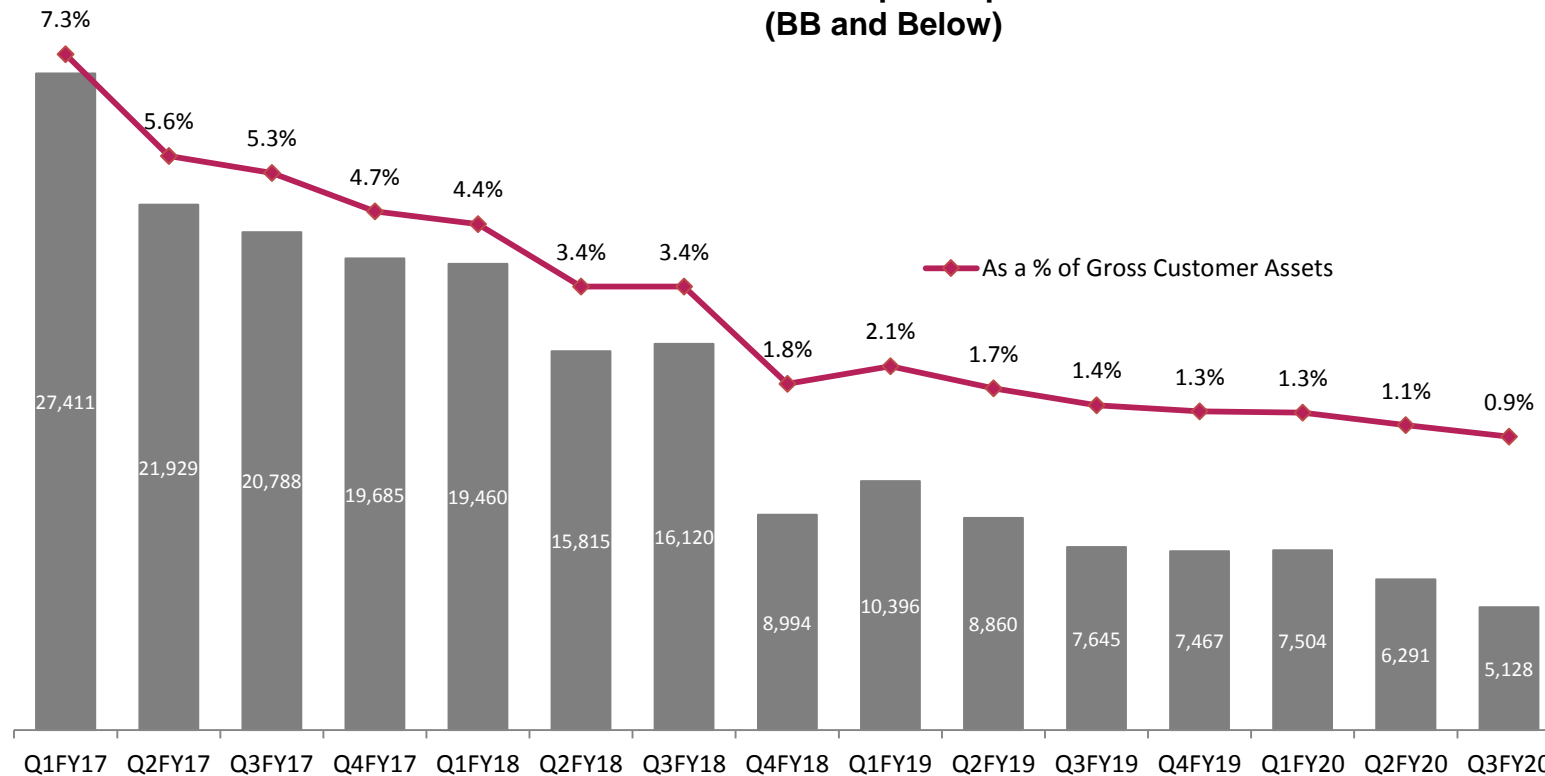
**81% of gross corporate slippages came from BB & Below rated clients**



# BB & Below corporate loans have reduced sequentially

**BB & Below pool of corporate loans has fallen to 0.9% of customer assets**

**Low Rated Corporate portfolio (BB and Below)**



BB & Below Outstanding	Q3FY20	Q2FY20
Fund based (FB)	5,128	6,291
Non fund based	3,670	2,213
Investments	985	1,758

Increase in NFB exposure to BB clients during the quarter was driven by one significant downgrade of a Telecom company during the quarter.

Reduction in Investments exposure was due to slippage of one HFC.

Top 3 sectors (Infra Construction, Power and Hotels) comprise 57% of the Fund based BB & Below outstanding

Significant downgrades during the quarter include a client each in the Telecom and Broking sectors

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

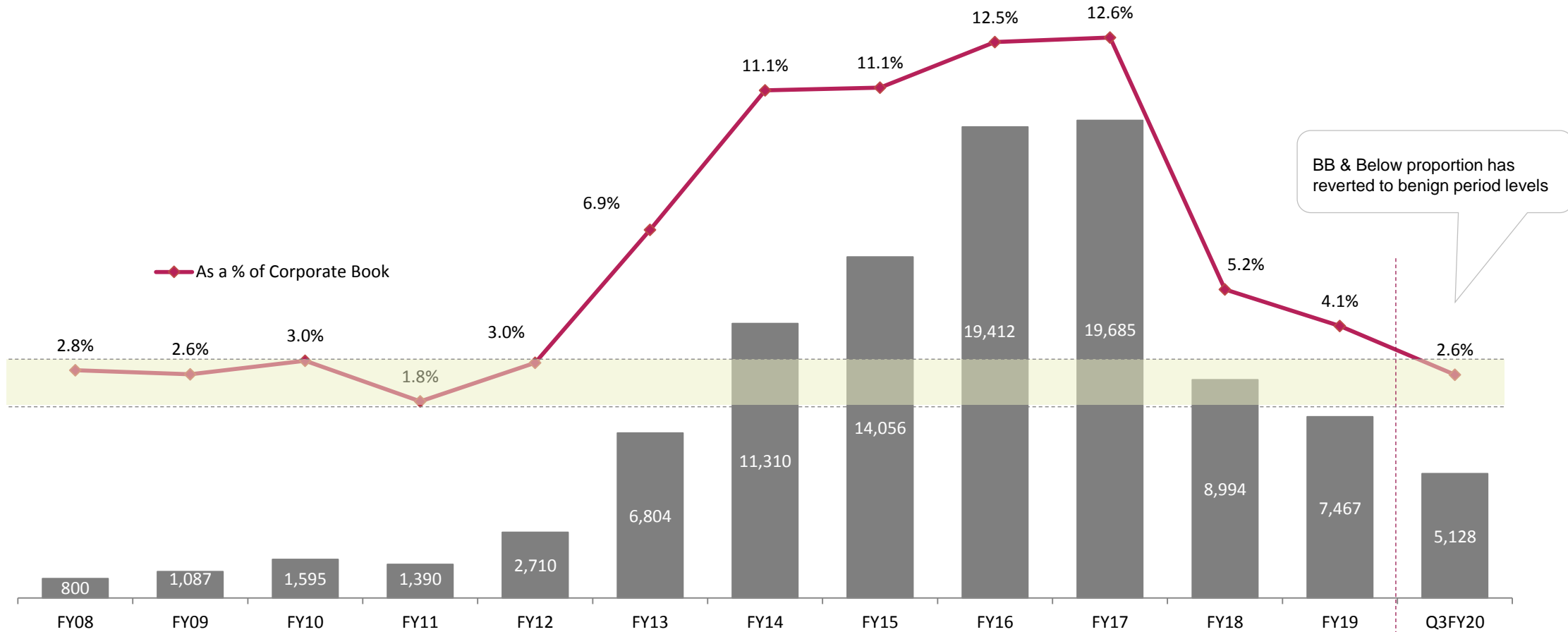


# In benign risk periods, BB & Below has been 2-3% of corporate loans



All figures in ₹ Crores

## BB & Below rated Corporate portfolio



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

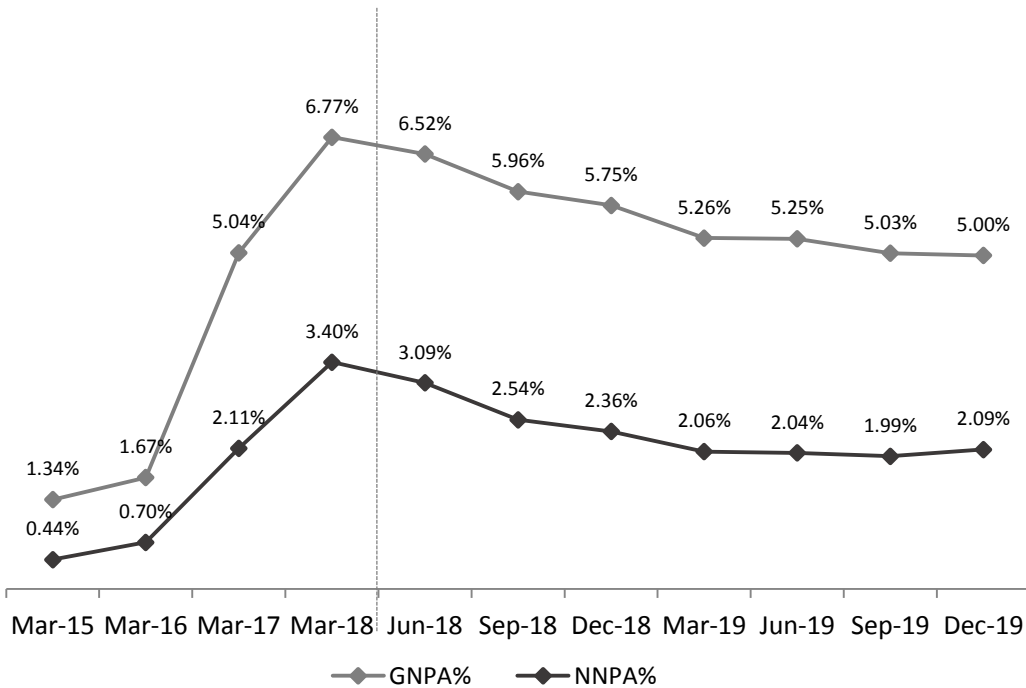
# NPA ratios and PCR were broadly stable during the quarter



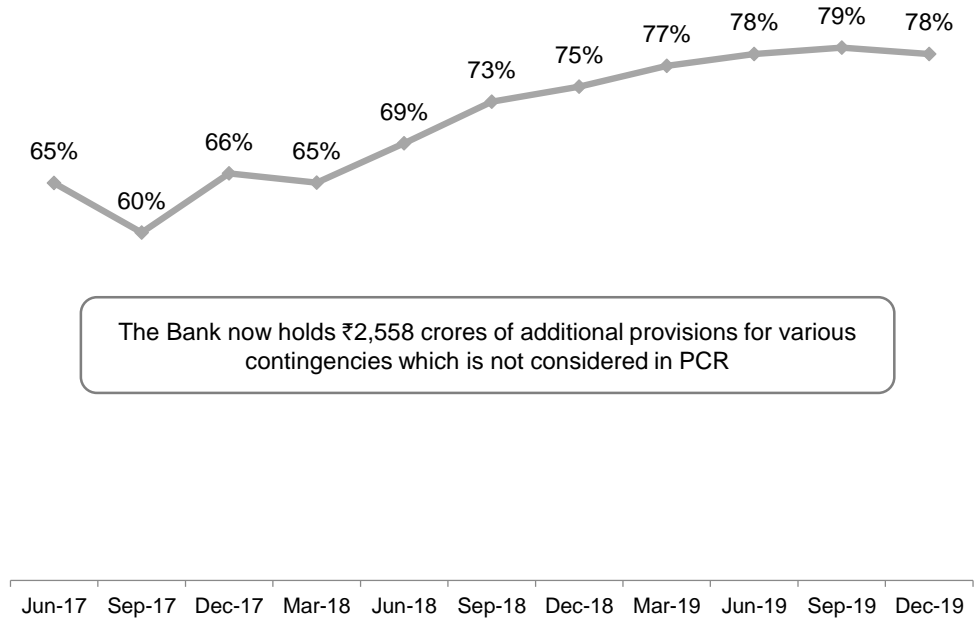
**Gross and Net NPA ratios range-bound**

**Provision Coverage Ratio on NPAs is 78%**

**Gross and Net NPA ratio**



**Provision Coverage Ratio**

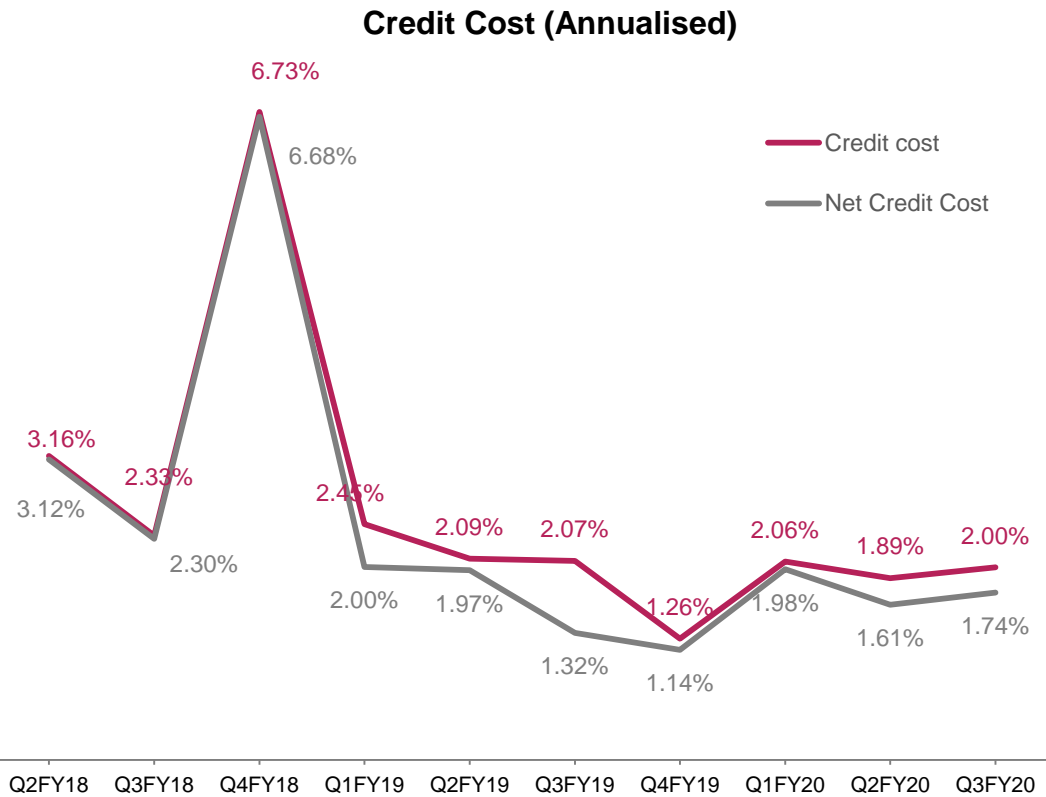


The Bank now holds ₹2,558 crores of additional provisions for various contingencies which is not considered in PCR

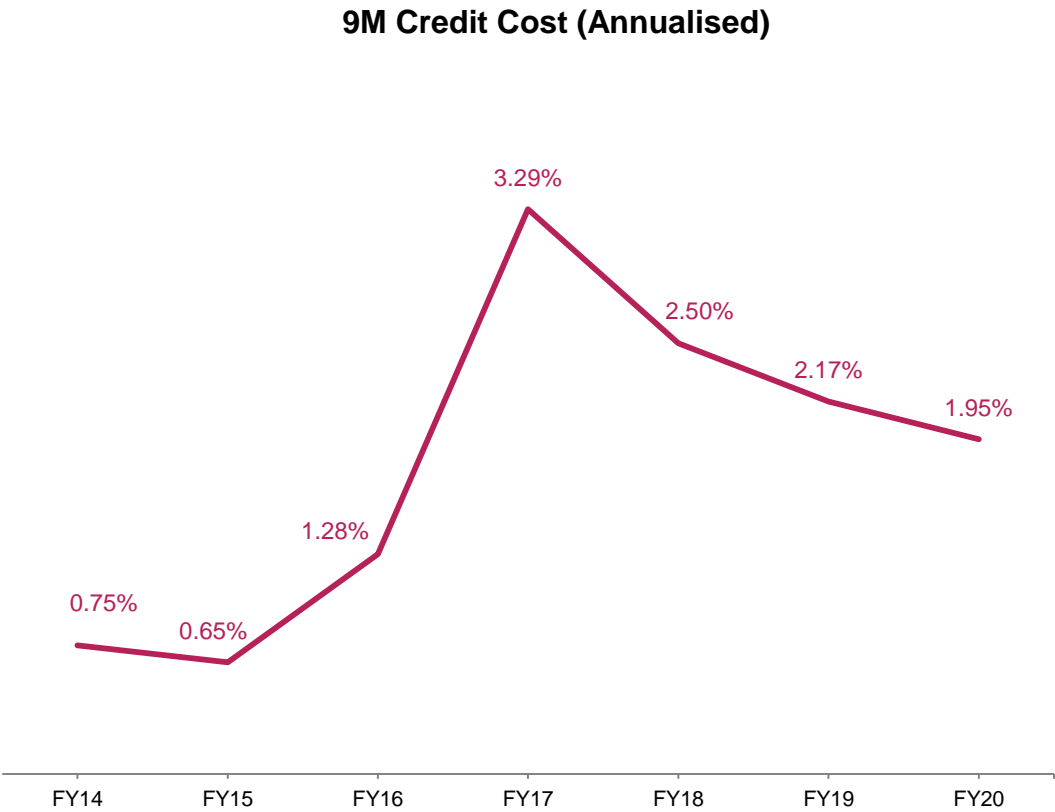
# Credit costs have remained elevated



**Q-O-Q Credit cost trajectory**



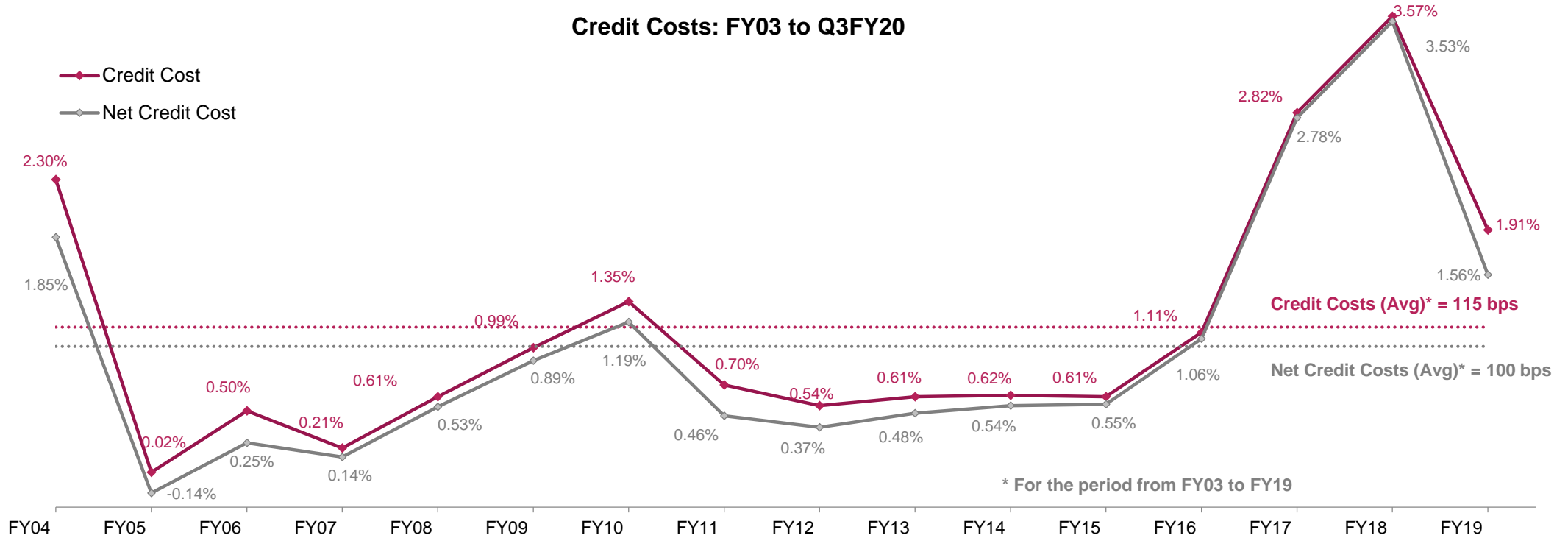
**Credit cost normalization from peaks has so far been gradual, not rapid**



# Our long term average credit cost has been 100-115 bps



Credit Costs: FY03 to Q3FY20



'Net' Credit Costs

- Over the long term, annualised Credit Cost for the Bank has averaged **115 bps**
- The Bank consistently writes off accounts into prudential write off (PWO) pool, after making 100% provisions
- Recoveries from these PWO accounts are reflected under 'other income', and not as a release of prior period provisions
- If we notionally net these recoveries, the resultant "Net Credit Costs" averages **100 bps** over the long term
- The gap between the two credit cost metrics tends to widen in the years immediately after credit cycle peaks (e.g. FY05-07 & FY11-14)
- The Bank presently has an accumulated PWO portfolio of ₹25,274 crores. 81% of this was written off in the last 10 quarters

## Detailed walk of NPAs over recent quarters

		Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20
<b>Gross NPAs - Opening balance</b>	<b>A</b>	30,938	30,855	29,789	29,405	29,071
Fresh slippages	B	3,746	3,012	4,798	4,983	6,214
Upgradations & Recoveries	C	1,622	2,376	2,177	2,213	2,422
Write offs	D	2,207	1,701	3,005	3,104	2,790
<b>Gross NPAs - closing balance</b>	<b>E = A+B-C-D</b>	<b>30,855</b>	<b>29,789</b>	<b>29,405</b>	<b>29,071</b>	<b>30,073</b>
Provisions incl. interest capitalisation	F	18,622	18,513	18,367	17,933	17,913
<b>Net NPA</b>	<b>G = E-F</b>	<b>12,233</b>	<b>11,276</b>	<b>11,037</b>	<b>11,138</b>	<b>12,160</b>
Accumulated Prudential write offs	H	17,478	18,772	21,317	23,089	25,274
<b>Provision Coverage Ratio</b>	<b>(F+H)/(E+H)</b>	<b>75%</b>	<b>77%</b>	<b>78%</b>	<b>79%</b>	<b>78%</b>

### Provisions & Contingencies charged to Profit & Loss Account

	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20
Loan Loss Provisions	3,352 <sup>\$</sup>	1,115	2,886	2,701	2,962
Other Provisions	(297)	1,596	929	817	509
<i>For Standard assets*</i>	(12)	701	(90)	272	(80)
<i>For SDR and S4A accounts</i>	-	(12)	-	(14)	-
<i>For Investment depreciation</i>	(321)	351	(64)	64	65
<i>Others</i>	36	556	1,082	495	524 <sup>#</sup>
<b>Total Provisions &amp; Contingencies (other than tax)</b>	<b>3,055</b>	<b>2,711</b>	<b>3,815</b>	<b>3,518</b>	<b>3,471</b>

**# Other provisions include provision of ₹535 crores towards land held as non-banking asset; With this, provisioning towards land for total of ₹2,209 crores has been done completely**

\* including unhedged foreign currency exposures, \$ includes contingent provision of ₹600 crores



Financial Highlights

Business Segment performance

Asset Quality

**Shareholder Returns and Capital Position**

Subsidiaries' Performance

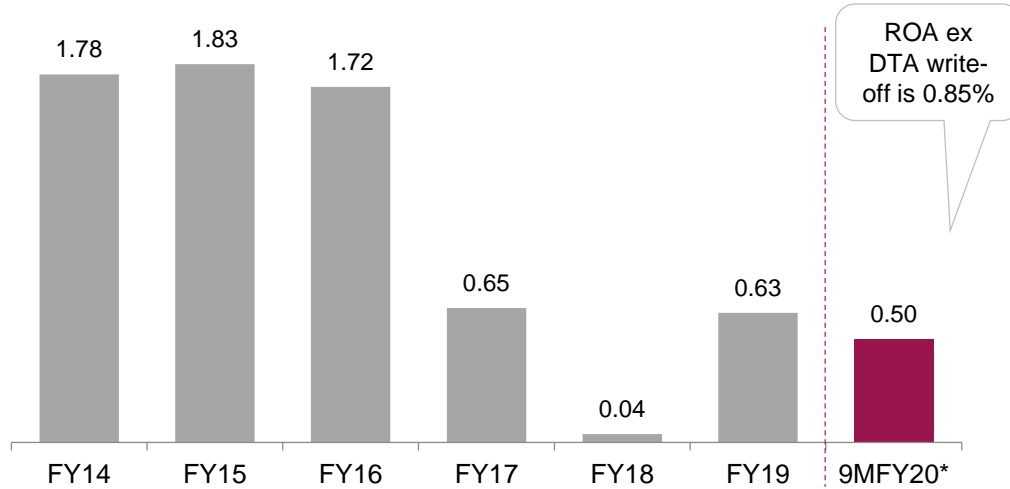
Other important information



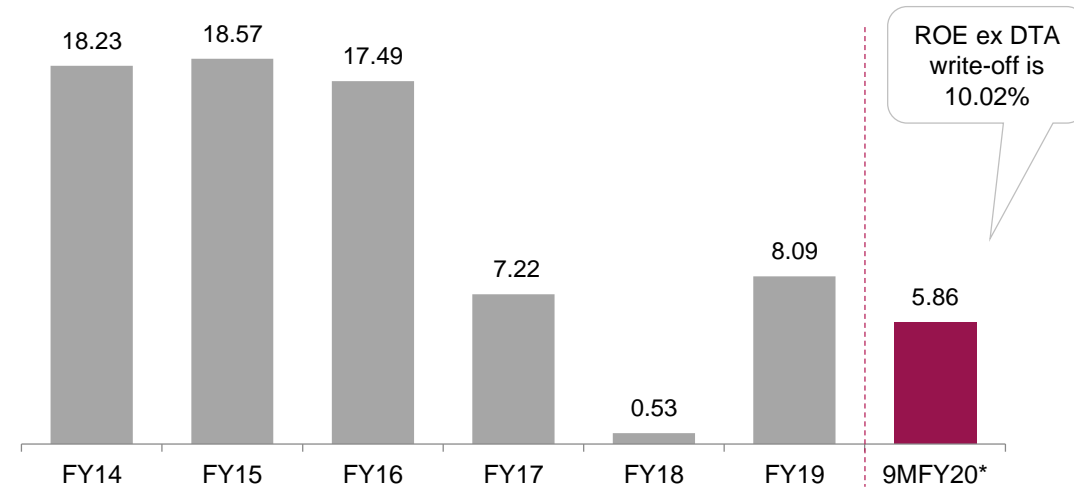
# Steady BVPS growth continues even as profit metrics normalize slowly



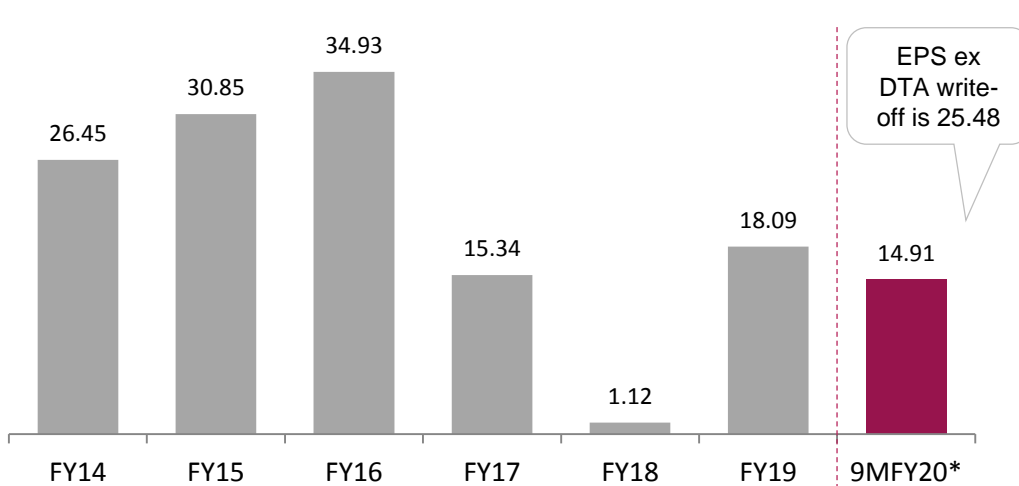
### Return on Assets (in %)



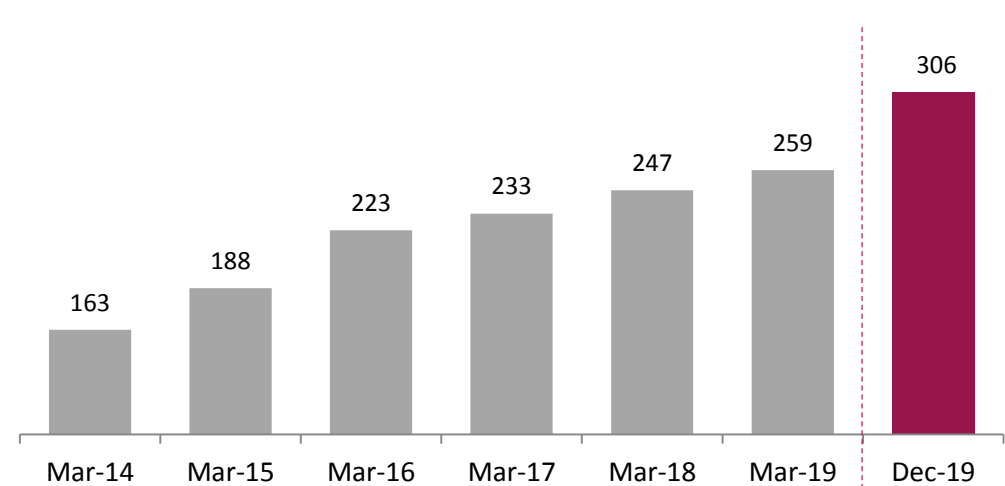
### Return on Equity (in %)



### Diluted EPS (₹)



### Book Value Per Share (₹)



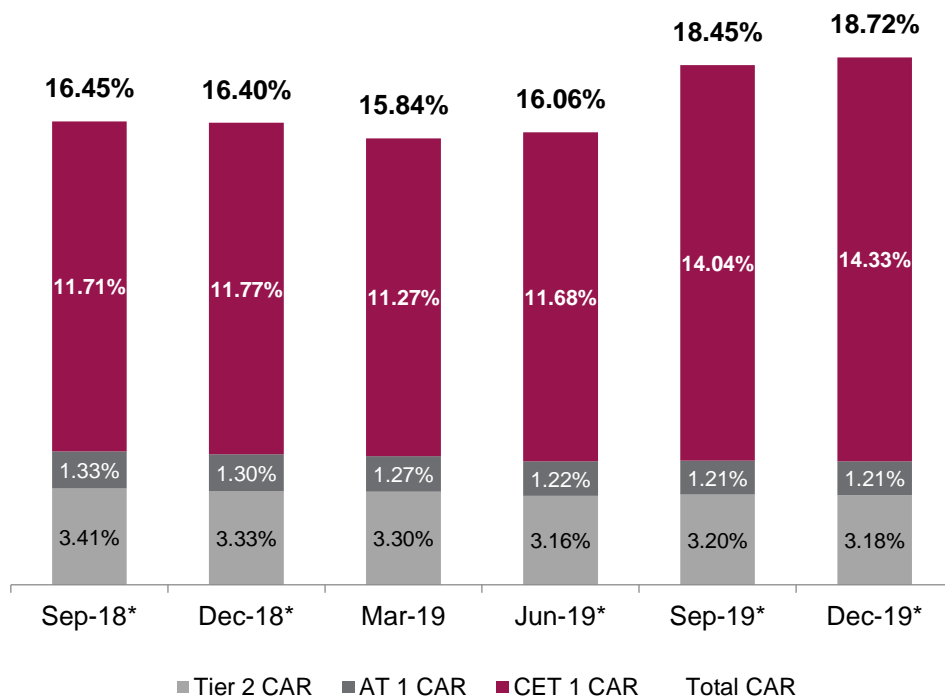
\*Pursuant to the change in corporate tax rate introduced during the last quarter, the Bank has re-measured the balance of net DTA, resulting in a write-off of the net DTA by ₹2,138 crores which has been fully charged to the profit and Loss account.

\* 9MFY20 numbers are on annualised basis

# Capital Ratios strengthened further during the quarter

Bank has added 306 bps of CET1 capital during 9MFY20

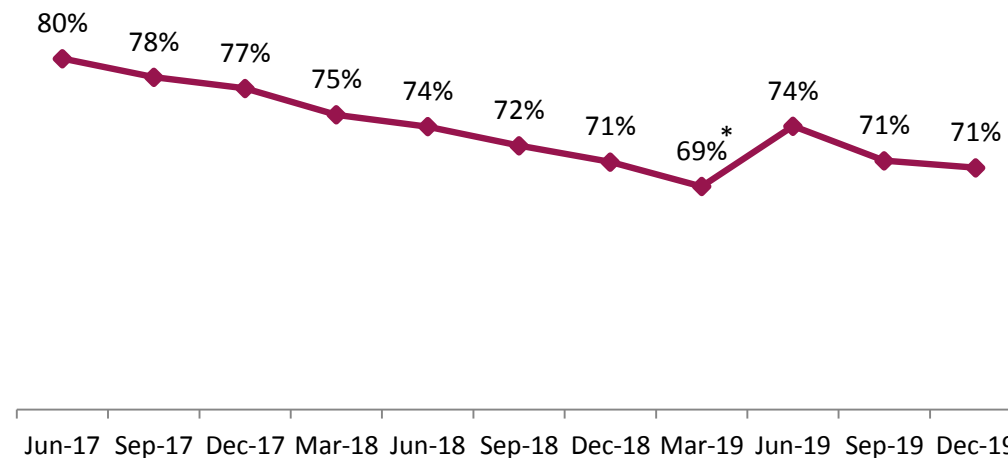
Trend in Capital Adequacy Ratio



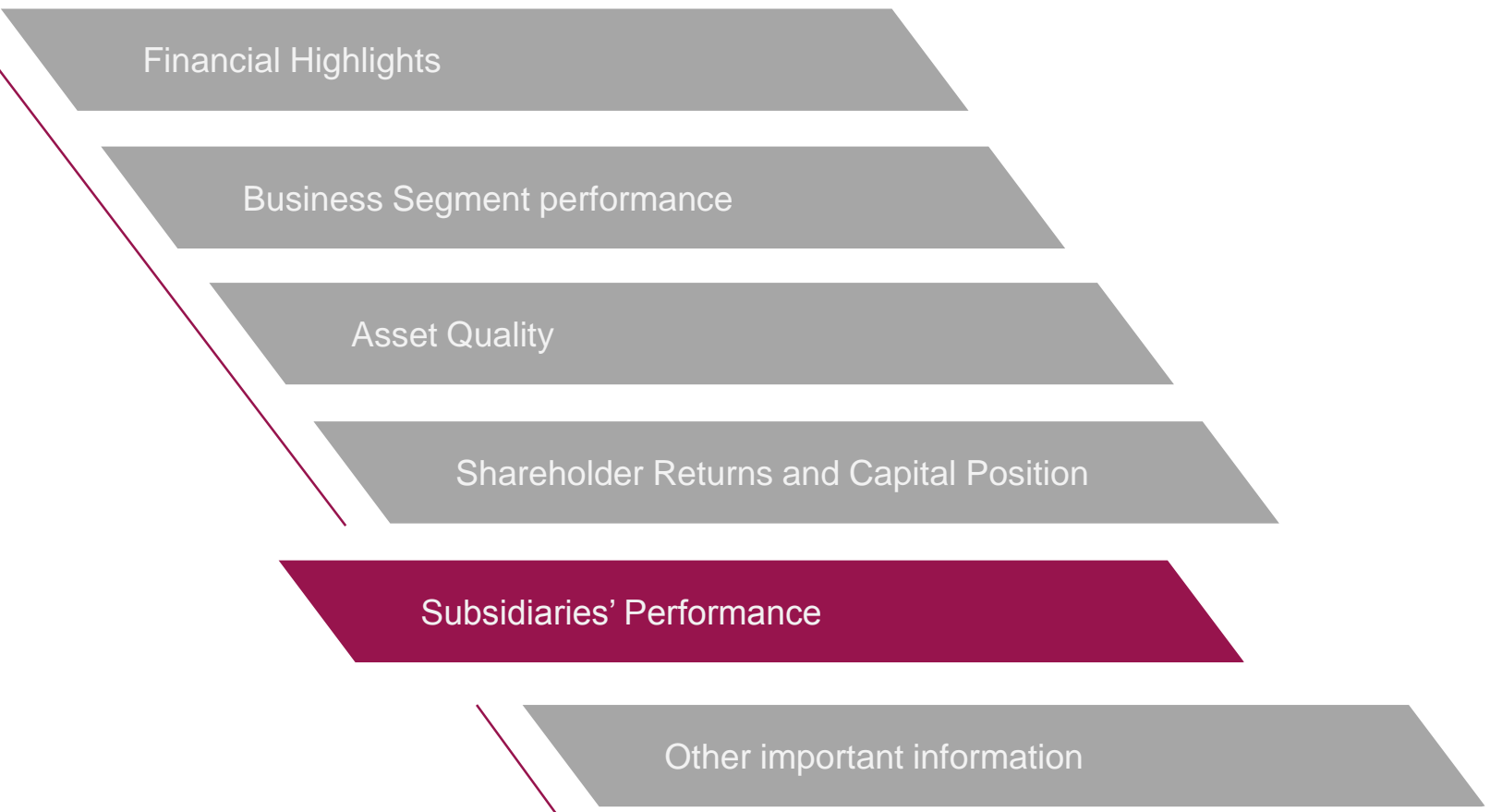
\* including unaudited Net Profit for the quarter / half year / nine-months

RWA as a proportion to total assets was steady during the quarter

RWA to Total Assets



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



Financial Highlights

Business Segment performance

Asset Quality

Shareholder Returns and Capital Position

**Subsidiaries' Performance**

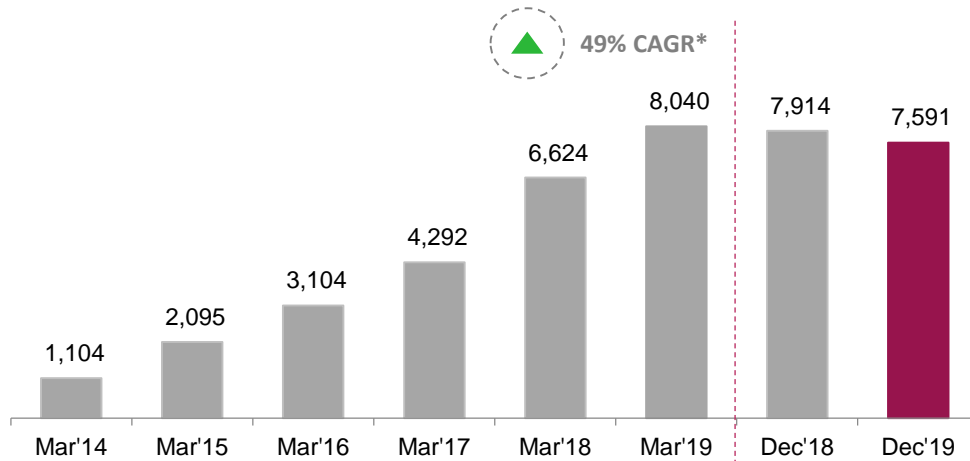
Other important information

# Axis Finance : Strong profitability, being cautious with growth



All figures in ₹ Crores

## Growth in Loan Book

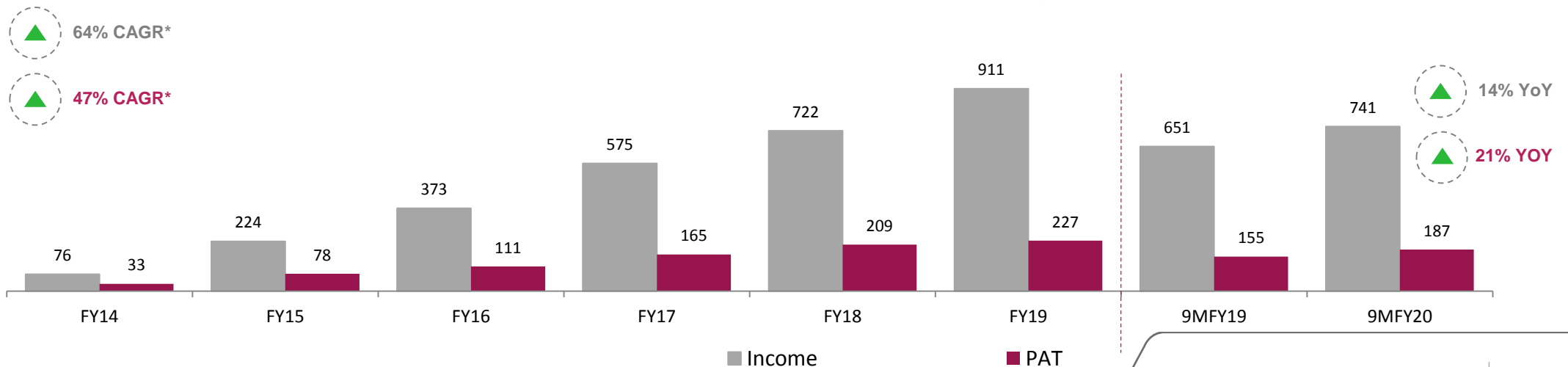


\* 5 yr CAGR

## Major Highlights (9M'FY20)

- NIM for 9MFY20 stood at **4.76%**;
- ROE at **19.47%** up 152 bps YOY.
- CAR at **23.81%**.
- Gross NPA ratio increased to 2.2% during the quarter.
- Enjoys the highest Credit Rating: AAA from CRISIL & A1+ from India Ratings

## Growth in Income and PAT has been steady



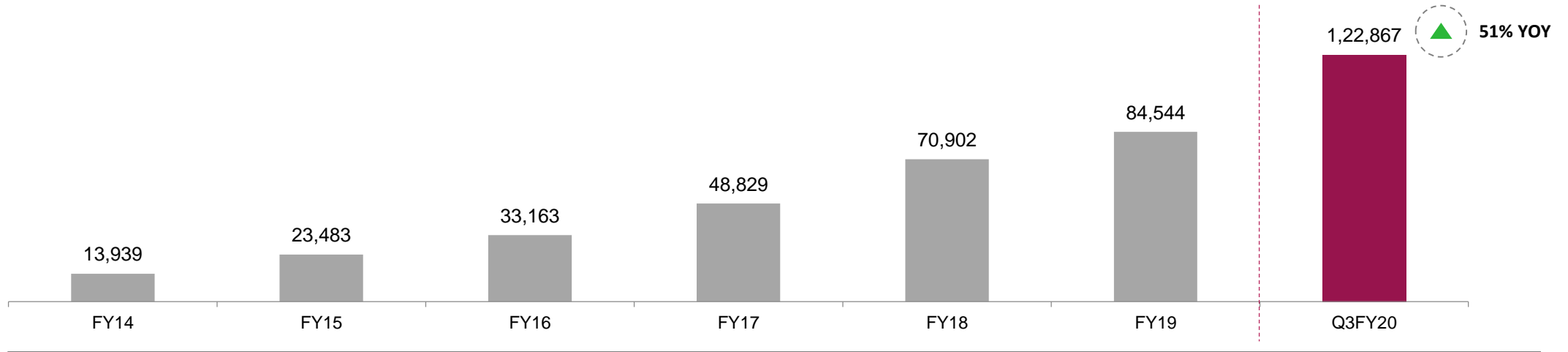
\* 5 yr CAGR

# Axis AMC : Strong performance under current market conditions

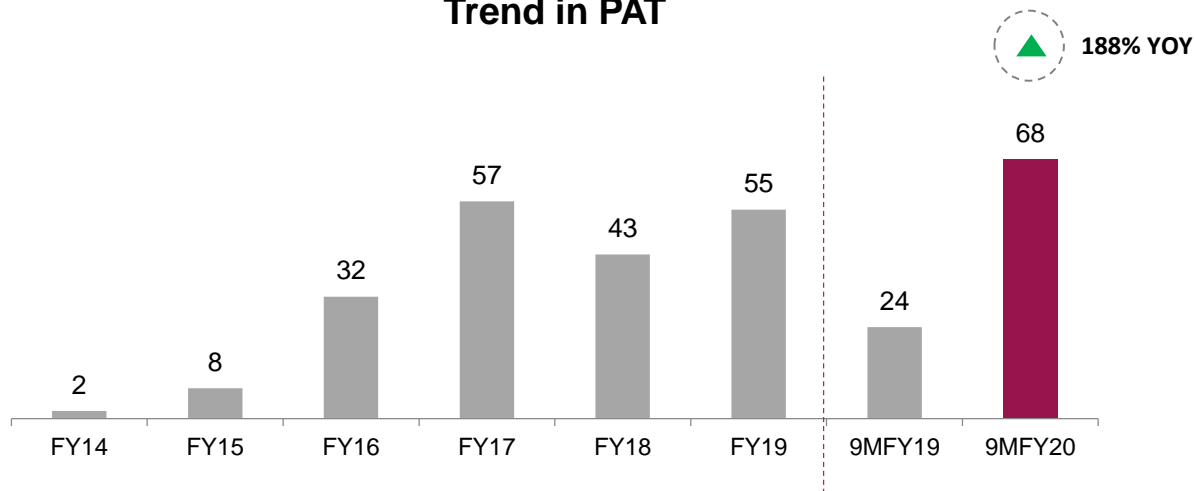


All figures in ₹ Crores

## Average AUM has shown strong growth



## Trend in PAT



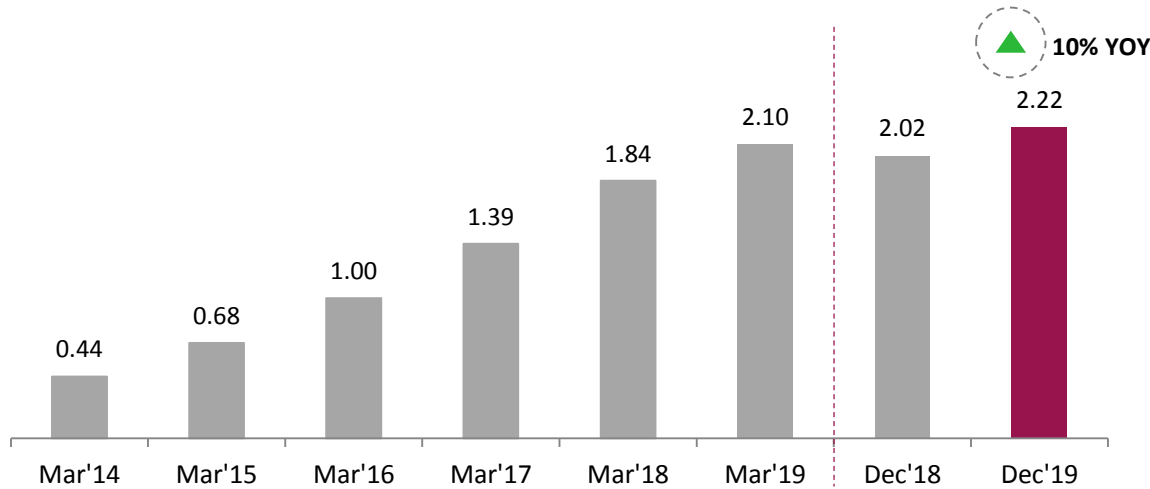
## Major Highlights

- Total Gross revenue of **₹324 Cr** earned during 9MFY20
- Added **1.5 mn** investors in last one year taking its overall investor folios to **5.1 mn**
- Has current market share of **4.6%** (as at end of Dec'19) and garnered **14%** incremental market share in 9MFY20
- Equity & Hybrid funds constitutes **53%** of overall AUM

# Axis Securities : Growth in broking revenue has slowed



**Total customer base (in mn)**

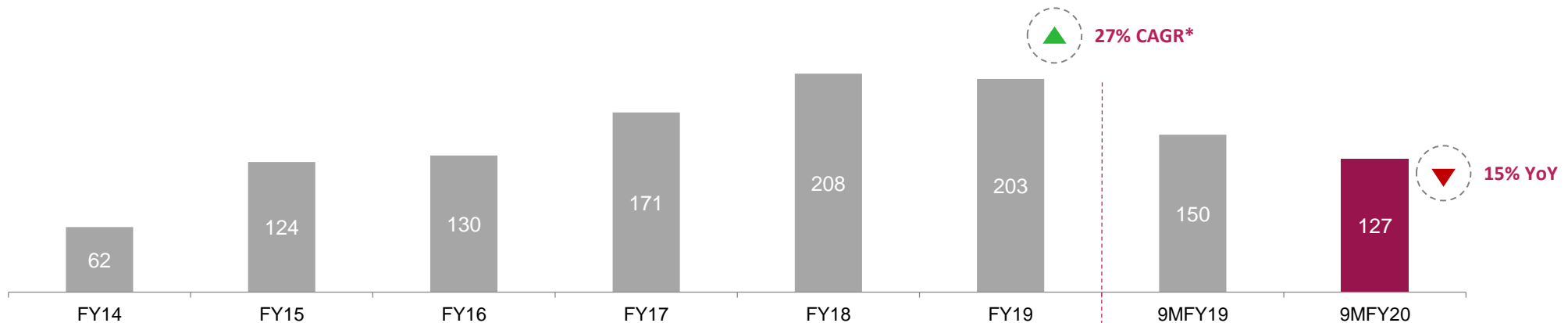


## Major Highlights – 9MFY20

- Has one of the highest mobile adoption rates in the industry with over **72%** volumes coming from Mobile in 9MFY20
- 39% of clients traded through Axis Mobile App
- Recognized as “*Top Equity Broker of year 2019*” at the BSE Commodity Equity Outlook Awards

**Trend in Broking Revenue growth**

All figures in ₹ Crores



\* 5yr CAGR



# Axis Capital : Leadership position maintained in volatile capital markets



All figures in ₹ Crores

## 9MFY20 Ranking based on IPO, QIP, Rights, OFS & IPP

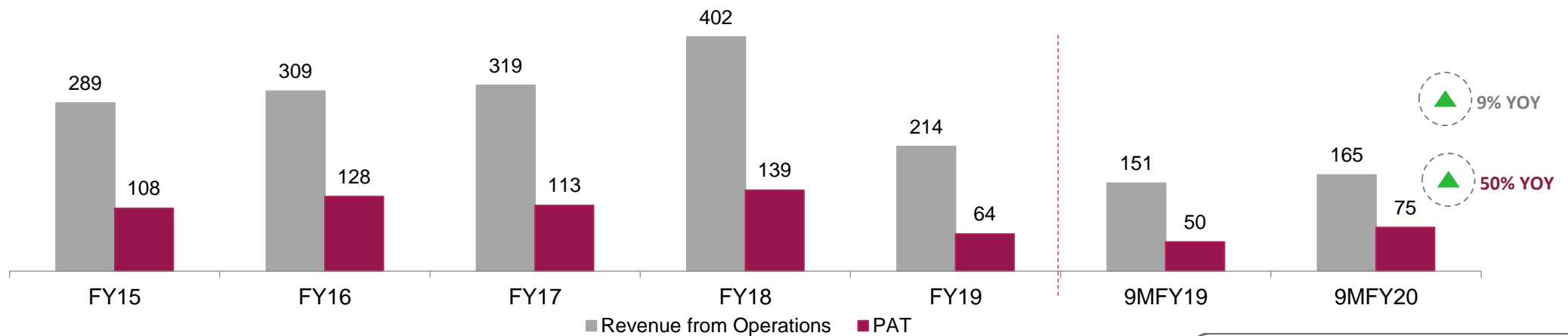
Rank	Banker	No of deals
1	Axis Capital	12
2	Peer 1	11
3	Peer 2	10
4	Peer 3	8
5	Peer 4	7

Source: Prime database

### Major Highlights

- Ranked No 1 in Equity and Equity Linked Deals over the last decade
- Successfully closed **22** transactions across IB in 9MFY20 including 4 IPO, 4 QIPs, 1 OFS, 3 Buybacks, 2 Rights issue and 3 Advisory deals
- Axis Capital has won the 'Best Investment Bank' in India for the 4<sup>th</sup> year in a row (2018, 2017, 2016, 2015)

### Trend in Income & PAT



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



- » Axis Bank 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
- » TReDS is an electronic platform that connects MSME sellers with buyers and financiers
- » Our digital invoice discounting platform '**Invoicemart**' continues to be India's leading TReDS platform with market share of nearly **42%**
- » Invoicemart was the first TReDS exchange to reach INR 100 crore in financed throughput, and reached the milestone within just 100 days of starting operations
- » **35** Financiers on-boarded on the platform

### Progress so far (Jul'17 to Dec'19)

Throughput  
5,951 cr

No. of Invoices Discounted  
4,04,818

Participants  
4,320

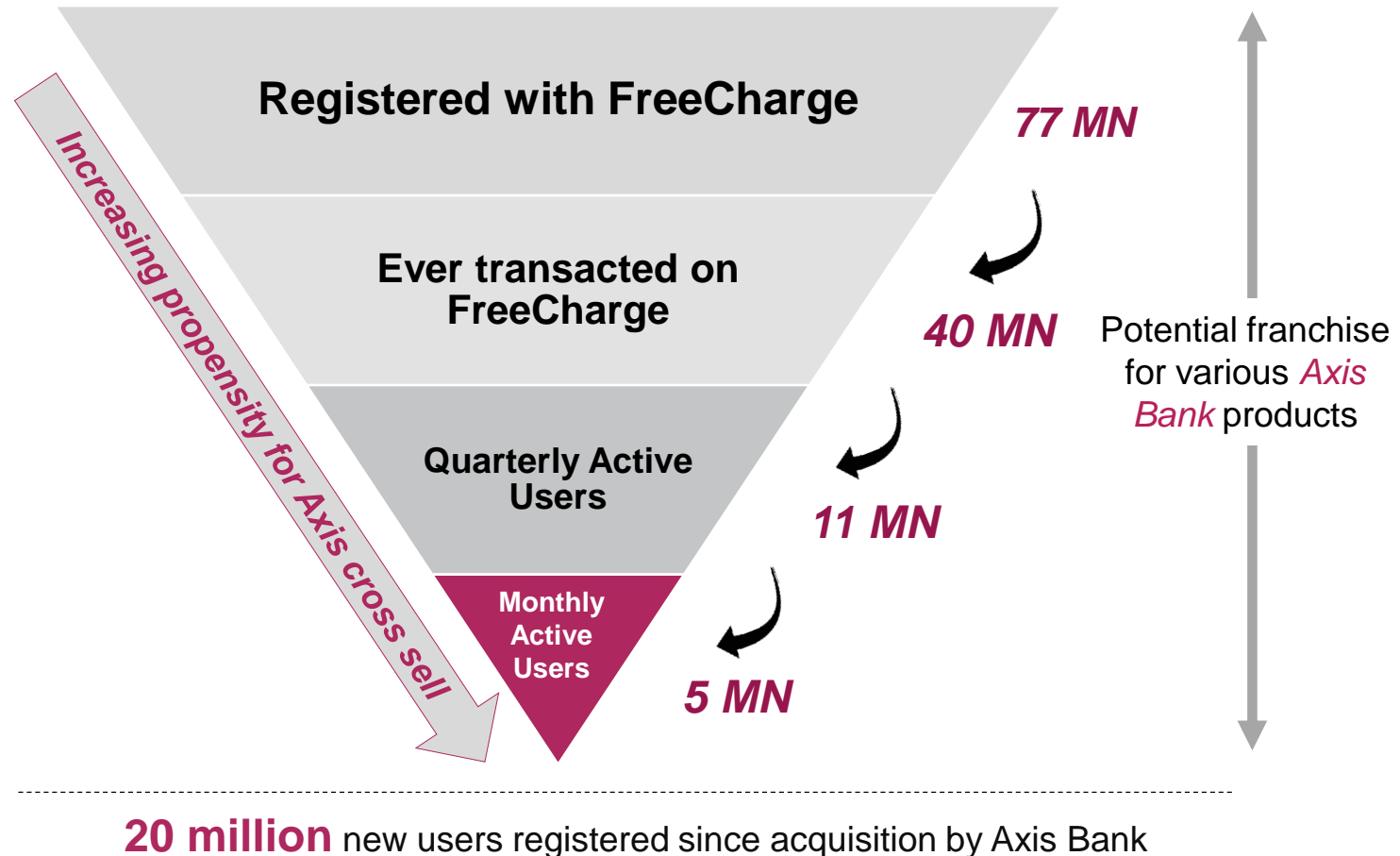
# Freecharge: Among the top non-bank financial services platforms in the industry with a significant consumer franchise footprint



One of the top financial services App in India

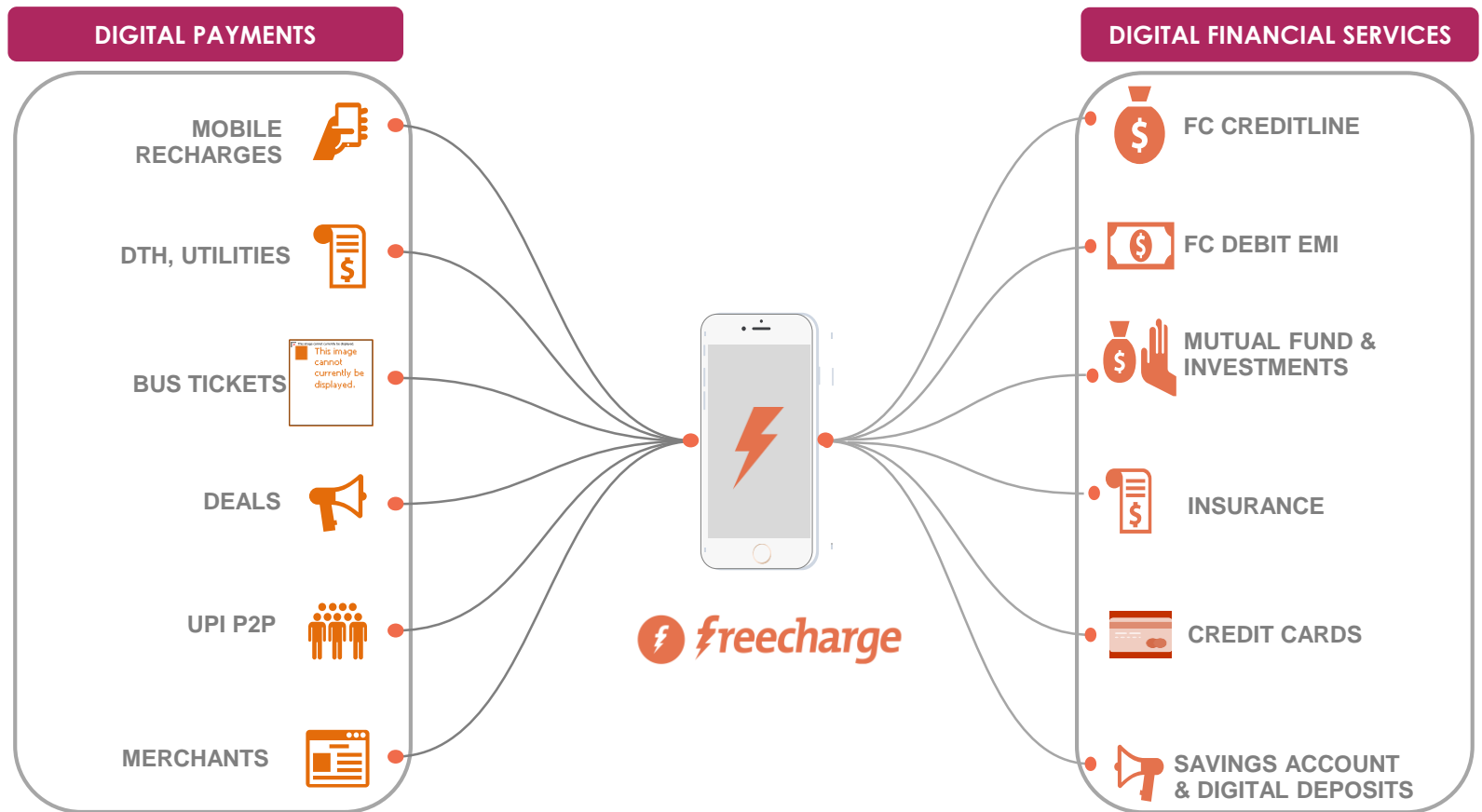
... With massive potential for cross selling Bank products

#	App
1	Google Pay (Tez) - a simp... Google
2	PhonePe – UPI Payments... PhonePe
3	YONO SBI: The Mobile B... State Bank of India
4	iMobile by ICICI Bank ICICI
5	Yono Lite SBI - Mobile Ba... State Bank of India
6	HDFC Bank MobileBanki... HDFC Bank
7	BHIM - MAKING INDIA C... NPCI
8	Axis Mobile- Fund Transf... Axis Bank
9	Moneycontrol - Share Ma... Network18
10	Kotak - 811 & Mobile Ba... Kotak Mahindra Bank
11	Freecharge - Recharges ... FreeCharge



Based on App Annie intelligence data for Oct-Dec'19 for Android users of Financial apps in India

# Business is now focused on evolving from a leading Digital payments platform to a Digital Financial Services platform by offering new services



The platform will help Axis Bank **acquire young, digital native customers**, through **co-created financial services offerings**



Financial Highlights

Business Segment performance

Asset Quality

Shareholder Returns and Capital Position

Subsidiaries' Performance

Other important information

# The Bank has been reducing the Corporate Bond portfolio



All figures in ₹ Crores

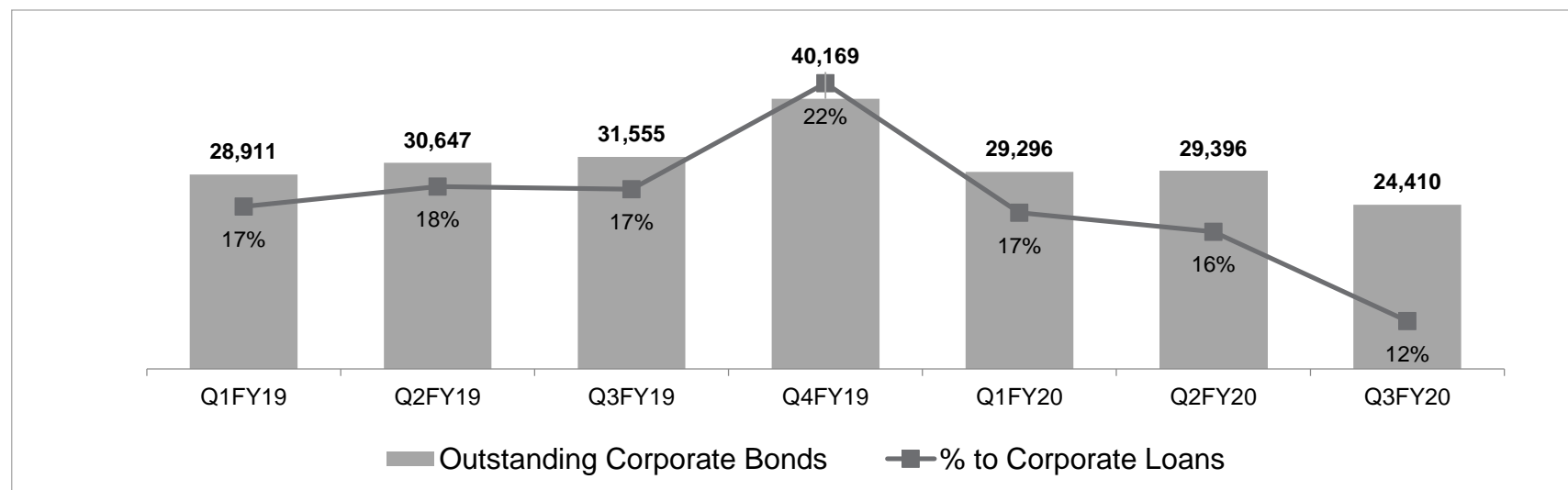
Investment Bifurcation	Book Value*
Government Securities <sup>1</sup>	1,21,689
Corporate Bonds <sup>2</sup>	24,410
Others	9,880
<b>Total Investments</b>	<b>155,979</b>

Category	Proportion
Held Till Maturity (HTM)	72%
Available For Sale (AFS)	25%
Held For Trading (HFT)	3%

\* as on Dec 31<sup>st</sup>, 2019

<sup>1</sup> 91% classified under HTM category

<sup>2</sup> 87% classified under AFS category

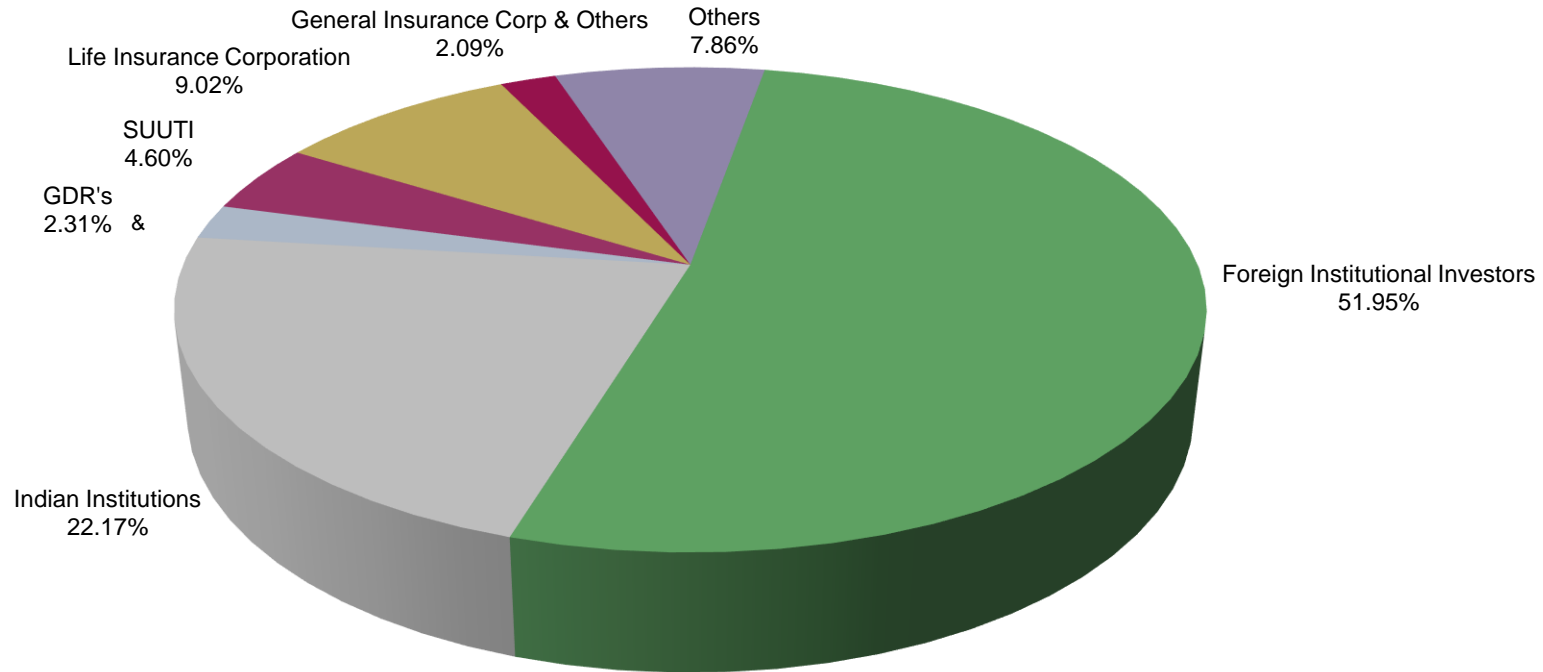


## Credit Ratings (as of Dec'19)

Rating Agency	Long term Issuer rating	Outlook
S&P Ratings	BBB-	Stable
Moody's	Baa3	Stable
Fitch	BB+	Stable
CRISIL	CRISIL AAA	Stable
CARE	CARE AAA	Stable
ICRA	ICRA AAA	Stable
India Ratings	IND AAA	Stable



# Shareholding Pattern (as on Dec 31<sup>st</sup>, 2019)



➤ Share Capital	₹564 crores
➤ Shareholders' Funds	₹86,198 crores
➤ Book Value Per Share	₹306
➤ Diluted EPS (Q3FY20)#	₹24.71
➤ Market Capitalization	₹202,350 crores (as on Jan 21 <sup>st</sup> , 2020)

& 1 GDR = 5 shares ; As on Dec 31<sup>st</sup>, 2019, outstanding GDRs stood at 13.01 mn  
# annualised

# Sustainability at Axis Bank



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

## Green Banking



- First certified Green Bond by an Asian Bank, launched in 2016 for US\$ 500 mn
- 7.05 MW of solar power installations across 248 locations
- 2.2 million sheets of paper saved in 2018-19 through Saksham initiative for operational excellence

## Banking for Emerging India



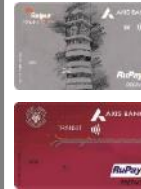
- 1.7 million women borrowers in 18 states & 1 UT under Axis Microfinance
- 3,200+ SMEs benefitted from Evolve series in 2018-19
- Over 1 million accounts under India's MUDRA Scheme

## CSR Impact



- Axis Bank Foundation active in 156 districts in 23 states
- 0.45 million households/trainees impacted in 2018-19 under Foundation's Mission 2 Million by 2025

## Digital Leadership



- 14% market share in UPI transactions with 75 mn VPAs
- First-of-its-kind Raipur Smart City Card under #SmartCities
- India's first single-wallet, contactless, open loop Metro card for Kochi Metro



On the prestigious FTSE4Good Index from 2017 onwards

FTSE4Good



Winner of the prestigious CII ITC Sustainability Award for CSR 2015, 2016, 2018



Featured in the Top 25 'Best Companies to Work For' by Business Today

# Major awards won by the Bank and its subsidiaries



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



**Usage of Data Science / AI  
within Internal Audit in the  
BFSI category**



**Anti-Money Laundering  
Technology Implementation**



**Best Digital Bank for the  
second consecutive year**



- **Best Contactless Payments Project of the Year**
- **Best Prepaid card of the Year**



**Financial Inclusion Initiative Of  
The Year**

# Financial Performance



Financial Performance (₹ crores)		Q3FY20	Q3FY19	% Growth
Interest Income	A	15,708	14,129	11%
Other Income	B = C+D+E	3,787	4,001	-5%
- Fee Income	C	2,775	2,615	6%
- Trading Income	D	515	379	36%
- Miscellaneous Income	E	497	1,007	-51%
- Recoveries in written-off a/c's		383	998	-62%
<b>Total Income</b>	<b>F = A+B</b>	<b>19,495</b>	<b>18,130</b>	<b>8%</b>
Interest Expended	G	9,255	8,526	9%
<b>Net Interest Income</b>	<b>H = A-G</b>	<b>6,453</b>	<b>5,603</b>	<b>15%</b>
<b>Operating Revenue</b>	<b>I = B+H</b>	<b>10,240</b>	<b>9,604</b>	<b>7%</b>
Core Operating Revenue*	J = I-D	9,725	9,225	5%
Operating Expenses	K	4,497	4,079	10%
-Staff Expense	L	1,365	1,202	14%
-Non Staff Expense	M	3,132	2,877	9%
<b>Operating Profit</b>	<b>N = I-K</b>	<b>5,743</b>	<b>5,525</b>	<b>4%</b>
<b>Core Operating Profit*</b>	<b>O = N-D</b>	<b>5,228</b>	<b>5,146</b>	<b>2%</b>
Provisions other than taxes	P	3,471	3,055	14%
Profit Before Tax	Q = N-P	2,272	2,470	-8%
Tax Expenses	R	515	789	-35%
<b>Net Profit</b>	<b>S = Q-R</b>	<b>1,757</b>	<b>1,681</b>	<b>5%</b>
EPS Diluted (in ₹) (annualized)		24.71	25.86	
Return on Average Assets (annualized)		0.86%	0.88%	
Return on Equity (annualized)		8.83%	11.33%	
Capital Adequacy Ratio (Basel III) (incl. profit for 9M)		18.72%	16.40%	

\*Excluding trading profit for all the periods.

# Financial Performance



Financial Performance ( USD mn)		Q3FY20	Q3FY19	% Growth
Interest Income	A	2,200	1,979	11%
Other Income	B = C+D+E	530	560	-5%
- Fee Income	C	389	366	6%
- Trading Income	D	72	53	36%
- Miscellaneous Income	E	69	141	-51%
- Recoveries in written-off a/c's		54	140	-62%
<b>Total Income</b>	<b>F = A+B</b>	<b>2,730</b>	<b>2,539</b>	<b>8%</b>
Interest Expended	G	1,296	1,194	9%
<b>Net Interest Income</b>	<b>H = A-G</b>	<b>904</b>	<b>785</b>	<b>15%</b>
<b>Operating Revenue</b>	<b>I = B+H</b>	<b>1,434</b>	<b>1,345</b>	<b>7%</b>
Core Operating Revenue*	J = I-D	1,362	1,292	5%
Operating Expenses	K	630	572	10%
-Staff Expense	L	191	169	14%
-Non Staff Expense	M	439	403	9%
<b>Operating Profit</b>	<b>N = I-K</b>	<b>804</b>	<b>773</b>	<b>4%</b>
<b>Core Operating Profit*</b>	<b>O = N-D</b>	<b>732</b>	<b>720</b>	<b>2%</b>
Provisions other than taxes	P	486	428	14%
Profit Before Tax	Q = N-P	318	345	-8%
Tax Expenses	R	72	111	-35%
<b>Net Profit</b>	<b>S = Q-R</b>	<b>246</b>	<b>234</b>	<b>5%</b>
EPS Diluted (in `) (annualized)		24.71	25.86	
Return on Average Assets (annualized)		0.86%	0.88%	
Return on Equity (annualized)		8.83%	11.33%	
Capital Adequacy Ratio (Basel III) (incl. profit for 9M)		18.72%	16.40%	

\$ figures converted using exchange rate of 1\$ = ₹71.385

\*Excluding trading profit for all the periods.

# Balance Sheet



Balance Sheet (₹ crores)	As on 31 <sup>st</sup> Dec'19	As on 31 <sup>st</sup> Dec'18	% Growth
<b>CAPITAL AND LIABILITIES</b>			
Capital	564	514	10%
Reserves & Surplus	85,634	66,184	29%
Deposits	5,91,676	5,14,092	15%
Borrowings	1,12,007	1,44,669	-23%
Other Liabilities and Provisions	29,158	30,717	-5%
<b>Total</b>	<b>8,19,039</b>	<b>7,56,176</b>	<b>8%</b>
<b>ASSETS</b>			
Cash and Balances with RBI and Balances with Banks and Money at Call and Short Notice	41,311	55,736	-26%
Investments	1,55,979	1,61,036	-3%
Advances	5,50,138	4,75,105	16%
Fixed Assets	4,204	3,988	5%
Other Assets	67,407	60,311	12%
<b>Total</b>	<b>8,19,039</b>	<b>7,56,176</b>	<b>8%</b>

# Balance Sheet

Balance Sheet (USD mn)	As on 31 <sup>st</sup> Dec'19	As on 31 <sup>st</sup> Dec'18	% Growth
<b>CAPITAL AND LIABILITIES</b>			
Capital	79	72	10%
Reserves & Surplus	11,996	9,271	29%
Deposits	82,885	72,017	15%
Borrowings	15,690	20,266	-23%
Other Liabilities and Provisions	4,085	4,303	-5%
<b>Total</b>	<b>1,14,735</b>	<b>1,05,929</b>	<b>8%</b>
<b>ASSETS</b>			
Cash and Balances with RBI and Balances with Banks and Money at Call and Short Notice	5,787	7,808	-26%
Investments	21,850	22,559	-3%
Advances	77,066	66,555	16%
Fixed Assets	589	559	5%
Other Assets	9,443	8,448	12%
<b>Total</b>	<b>1,14,735</b>	<b>1,05,929</b>	<b>8%</b>

\$ figures converted using exchange rate of 1\$ = ₹71.385



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**