

AXIS/CO/CS/877/2018-19

29th January 2019

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

Shri Khushro Bulsara
The Deputy General Manager –
Listing Department
BSE Limited
1st Floor, New Trading Ring, Rotunda Building
P. J. Towers, Dalal Street
Fort,
Mumbai – 400 001

NSE Symbol: AXISBANK

BSE Scrip Code : 532215

Dear Sir(s),

SUB.: UNAUDITED FINANCIAL RESULTS OF THE BANK, FOR THE QUARTER / NINE MONTHS ENDED 31ST DECEMBER 2018

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

This is to inform you that at the 193rd meeting of the Board of Directors ('the Board') of the Bank held today, the Board has reviewed and approved the Unaudited Financial Results of the Bank, for the quarter / nine months ended 31st December 2018, which was subjected to a Limited Review by the Statutory Auditors of the Bank.

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 / nine months ended 31st December 2018, which please note are being uploaded on the website of the Bank, in terms of the Listing Regulations.

Please note that the said results were reviewed and approved by the Board today at 4.00 p.m.

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 from Saturday, 22nd December 2018 will remain in force up to Thursday, 31st January 2019 (both days inclusive), in terms of the Share Dealing Code – June 2017, 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.

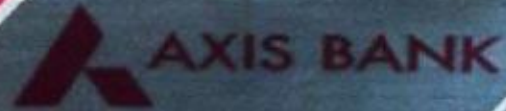
Yours sincerely,

For Axis Bank Limited



Girish V Koliyote
Company Secretary

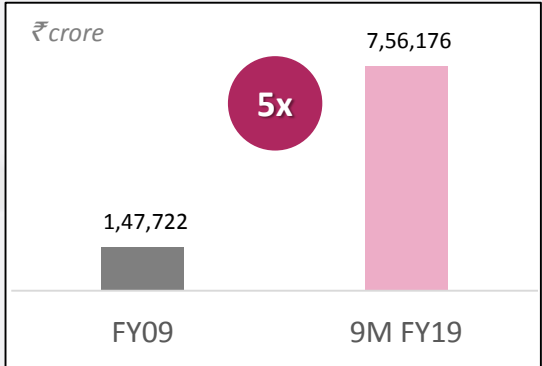
Encl.: as above



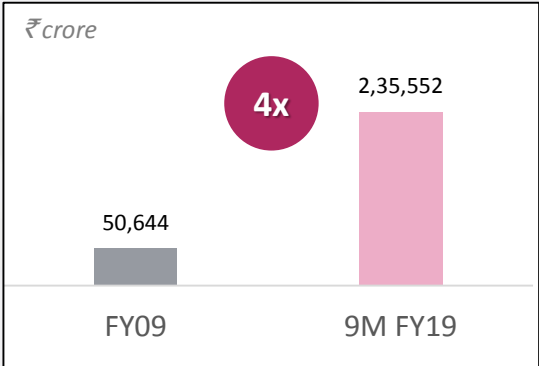
Axis Bank Strategy FY20-22

Axis Bank has built an enviable franchise over the years

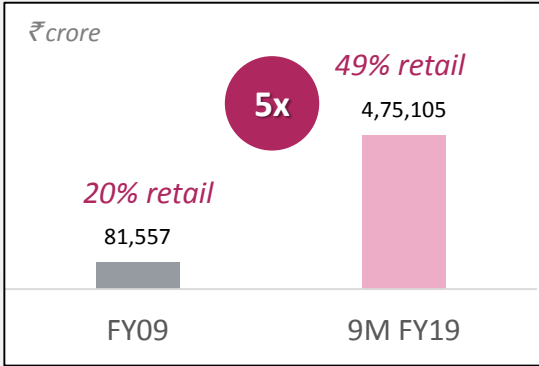
Balance Sheet



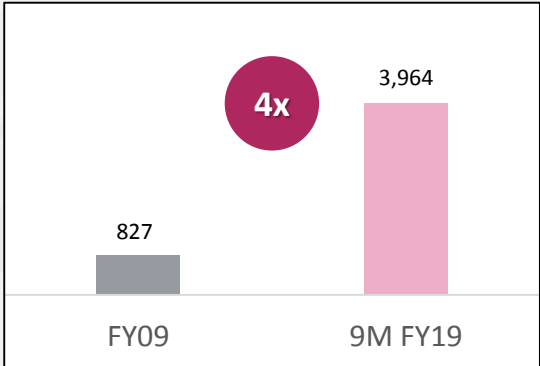
CASA Deposits



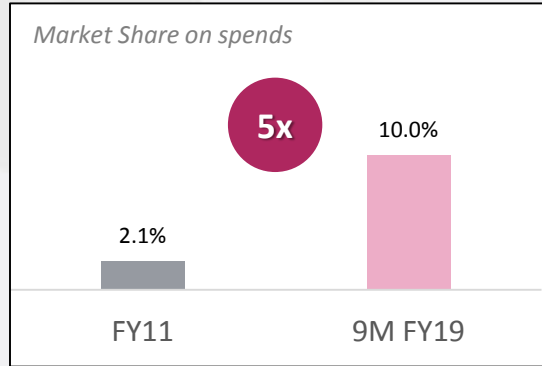
Advances



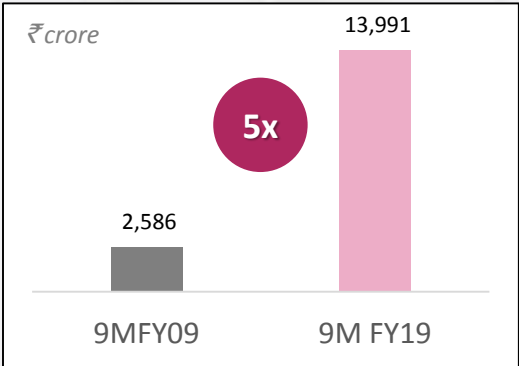
Branches



Credit Cards



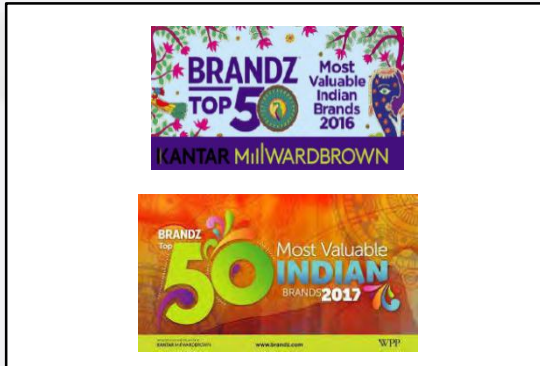
Operating Profit



Subsidiaries



Brand



However, the Bank's recent performance has moderated compared to its past trends

Asset quality deteriorated significantly, driven by corporate slippages

CASA growth trended lower than the Bank's historical growth rates

Corporate loan growth trailed the Bank's long term average growth rates

Fee income growth moderated to low teens

Cost to Assets remained sticky even as the Bank gained scale

Operational risk was elevated

Three vectors of our strategy for the next three years

Growth

- Grow deposits in line with loans
- Step up growth in Wholesale Bank
- Continue momentum in Retail Bank
- Establish leadership in digital and payments
- Scale-up subsidiaries materially

Profitability

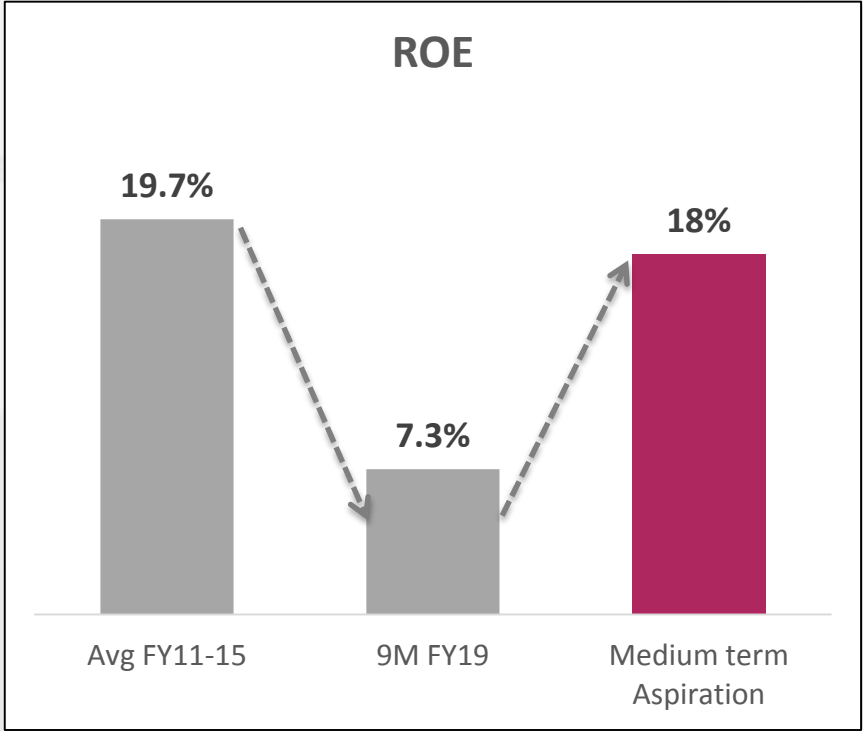
- Optimize business mix
- Improve operating efficiency
- Sweat existing infrastructure
- Reduce credit cost below long term average

Sustainability

- Strengthen the Core - technology, operations, credit risk and process excellence
- Build a bench of senior talent
- Focus on disciplined execution
- Embed conservatism in the Bank's internal policies and practices

Our goal is to deliver 18% ROE sustainably

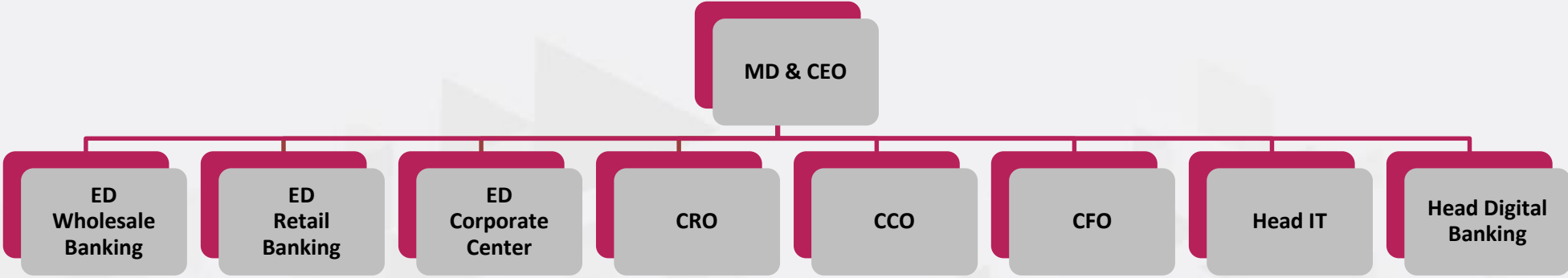
The ROE path back to 18% would be driven by three elements



3 drivers of the return to 18% ROE

- 1** **Risk normalization**
Reduce credit cost below long term average
- 2** **Business mix optimization**
Portfolio choices based on RaRoC
- 3** **Improvement in Operating efficiency**
Reduce Cost to Assets to 2%

We are augmenting the talent bench strength and clarifying organizational structures for effectiveness



MD & CEO – Managing Director and Chief Executive Officer; ED – Executive Director; CRO – Chief Risk Officer; CCO – Chief Credit Officer; CFO – Chief Financial Officer

Clarifying Organizational Structures – Key Principles

Retail	Wholesale	Operations
Clearly defined Product and Coverage Structure		Centralized Operations Team independent of lines of business
Separation of Underwriting and Product / Coverage functions		Single Bank-wide owner for customer service
Continue to buttress capabilities in digital, risk management and analytics		Dedicated owner for Customer Experience and Service Quality
Focus on both assets and liabilities through a Commercial banking group		

End of deck

