



ONE AXIS.
MANY POSSIBILITIES.



 **AXIS BANK**

ANNUAL REPORT 2018-19

MANY POSSIBILITIES DRIVE OUR MOMENTUM

Our possibilities are deeply interwoven and energised by India's rapidly developing economy. As one of the country's first new-generation private sector banks, Axis Bank has always strived to play a pivotal role in the economy and society. We look towards the future with optimism and a deep sense of responsibility towards nation-building. A fast-paced economy like our country needs a robust financial ecosystem to flourish; and the banking sector has always been at the vanguard in supporting the country's growth aspirations. We have expanded our reach across the country and have emerged as a reliable banker for the global citizen.



Performance in FY 2018-19

Total assets

₹800,997 crores

↑ 15.86% growth (y-o-y)

Total income

₹68,116 crores

↑ 20.03% growth (y-o-y)

Gross NPA

5.26%

(Previous Year: 6.77%)

Cost: Asset ratio

2.13%

(Previous Year: 2.17%)

Total deposits

₹548,471 crores

↑ 20.91% growth (y-o-y)

Net interest income

₹21,708 crores

↑ 16.60% growth (y-o-y)

Net NPA

2.06%

(Previous Year: 3.40%)

NIM

3.43%

(Previous Year: 3.44%)

Total advances

₹494,798 crores

↑ 12.54% growth (y-o-y)

Net profit

₹4,677 crores

Provision coverage ratio

77%

(Previous Year: 65%)

Capital adequacy ratio

15.84%

(Previous Year: 16.57%)





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EXPLORE ONLINE
www.axisbank.com

Introduction

ONE AXIS CONNECTING A BILLION INDIANS

One Axis is a collective spirit that has enabled us to build an institution of excellence, delivering a wide spectrum of financial solutions to all sections of society. One Axis takes us farther.

Even more than seven decades after India's independence, the reach of reliable, fast, secured banking and other financial services remains a long-cherished aspiration for millions of people. Ever since our journey began, we have enabled businesses and individuals to make tangible progress and kept the communities we serve at the forefront of all that we do.

Our possibilities are the real priorities of India such as a strong digital economy and an inclusive society. Our efforts in facilitating the creation of crucial core infrastructure, scaling up financial inclusion and the adoption and diffusion of digital products and services, have been and continue to support India's holistic wellbeing.

We have built an impressive franchise over the years. More than banking, Axis Securities, Axis Finance, Axis Trustee, Axis Mutual Fund and Axis Capital are partnering the progress of millions of people across the country. Axis Bank Foundation aims to create a lasting difference in people's lives and works on four broad initiatives centred around watershed management and agricultural productivity, livestock enhancement, vocational training and livelihood support for the differently abled.



Welcome to our axis of possibilities that connects and enriches a billion lives.

₹8,040 crores

Total advances of Axis Finance Limited

19%

Growth in average assets under management of Axis Asset Management Company in 2018-19

2.10 million

Client base of Axis Securities which ranked among top three brokers in India

No.1

Equity Capital Markets (ECM) banker - Axis Capital

40%

Market share of Invoicemart, which continues to be India's leading TReDS platform

72 million

Users registered with FreeCharge

₹1,855,099 crores

Assets under custody of Axis Trustee Services as on 31 March, 2019

29

NGOs have been onboarded under Axis Bank Foundation



40 lakhs+

Senior citizens catered to with banking services

447,182

Households/trainees impacted as part of our Mission 2 Million (M2M) programme

2.51 crores+

Customers and growing

7.71 lakhs+

Defence personnel accounts

Our World

AXIS BANK AT A GLANCE

As the third largest private sector bank in one of the world's fastest-growing economies, Axis Bank offers a wide spectrum of financial solutions to a diverse range of customer segments spanning retail, small and medium enterprises, government and corporate businesses.

For over 25 years, we have met expectations of our citizens across different generations and socio-economic landscape, addressed the needs of those residing in urban and semi-urban localities and those in rural settings, from the salaried class to the self-employed.

We were among the early movers in embracing digital technologies and worked towards delivering a superlative experience to our customers. Our strong presence across diverse digital channels has enabled us to offer a wide variety of financial products and services to customers across the social spectrum, ranging

from those at the bottom of the pyramid to the largest multinational corporations. The digital space also involves citizen-centric solutions to various government entities, digital collection and payment solutions to the PSUs, government departments and other autonomous bodies.

Parallel to our digital expansion, our corporate and retail banking continues to grow globally, enabling people to achieve their aspirations. Our strategies focus on normalising credit risk, delivering profitable growth, enhancing capabilities and investing in the future which touches and benefits all our stakeholders.



Vision of the Bank

To be the preferred financial solutions provider excelling in customer delivery through insight, empowered employees and smart use of technology.

25

Years of legacy

4,050+

Branches and counting

16,700+

ATMs and cash deposit/
withdrawal machines

5 lakhs+

POS machines

78

SME centres

5.96 million

Credit cards issued

24.51 million

Debit cards issued

₹800,997 crores

Balance sheet size

₹199,881 crores

Market capitalisation

Standalone figures as on/for the year ended 31 March, 2019

Axis Group

ONE AXIS

Our subsidiaries share our Group's corporate credo of working towards the financial and holistic wellbeing of all our stakeholders and facilitating the progress of the nation.



Axis Finance Ltd.**19.24%**

Return of equity

- A non-banking finance company regulated by RBI, Axis Finance Ltd. offers loans against securities, real estate funding, structured funding and IPO funding among others
- Enjoys the highest credit rating: AAA from CRISIL and A1+ from India Ratings
- Profitability matrix has grown significantly while maintaining healthy capital ratios

Axis Capital Ltd.**13**

Deals in IPO, QIP, Rights OFS & IPP during 2018-19

- Provides services related to investment banking, equity capital markets, institutional stock broking, mergers and acquisitions advisory
- Axis Capital Ltd. has won the 'Best Investment Bank' in India for the 4th year in a row

A.Treds Ltd.**183,088**

Invoices discounted till date

- Engaged in the business of operating institutional mechanism to facilitate financing of trade receivables of micro, small and medium enterprises through multiple financiers

Axis Asset Management Company Ltd.**84,544 crores**

Average Asset Under Management (AUM)

- Axis Asset Management Company Ltd. undertakes the activities of managing the mutual fund business and portfolio management business
- Added 1.2 million investors in last one year, taking the overall investor folios to 3.9 million
- Average AUM has grown at 43% CAGR in last 5 years, highest in the industry

Axis Trustee Services Ltd.**40%**y-o-y growth
In Assets under custody

- Axis Trustee Services Ltd. is a registered debenture trustee as per SEBI (Debenture Trustee) Regulation, 1993 and is engaged in trusteeship activities, acting as debenture trustee and as trustee to various securitisation trusts
- Assets under custody stood at ₹1,855,099 crores as on 31 March, 2019

Axis Securities Ltd.**3rd**

Rank in total customer base

- Axis Securities Ltd. is primarily in the business of marketing of credit cards and retail asset products; and also provides retail broking services
- Has one of the highest mobile adoption industry rates with over 64% volumes emanating from mobile
- Sourced retail assets of ₹34,430 crores and 15.50 lakhs credit cards for Axis Bank during 2018-19

Freecharge Payment Technologies Private Ltd. and Accelyst Solutions Private Ltd.**9 million**

Monthly active users

- Provides digital payments and digital financial service platform, which helps Bank acquire young, digital native customers, through co-created financial service offerings
- FreeCharge continues to act as an engine that attracts digitally native customers and creates a significant cross-sell base for the Bank
- 15 million new users registered since acquisition by Axis Bank

Axis Bank Foundation**1 million+**

Lives impacted

- Established to strengthen our community development objectives
- Responsive to the requirements of marginalised communities with a strong focus on strengthening the role of women in the rural economy
- Many of the Foundation's programmes are closely aligned with various rural development initiatives

Journey So Far

MILESTONES OVER THE YEARS

We've dedicated ourselves to help our customers meet their financial priorities with one-stop quality insights, solutions and expert advice.

▼ **1993**

Incorporated as UTI Bank

▼ **1994**

Launched first branch in Ahmedabad, inaugurated by Dr. Manmohan Singh, Union Finance Minister

▼ **1998**

Public issue was oversubscribed by 1.2 times with over 1 lakhs retail investors

▼ **1999**

Launched our website www.utibank.com

▼ **2000**

Appointed Dr. P. J. Nayak as Chairman and MD who took over from Mr. Supriya Gupta

▲ **2004**

Offered customers access to 7,000 ATMs across India, the largest to be offered by any Indian bank, through bilateral agreements and multilateral consortiums for shared ATMs

▲ **2003**

Crossed the one-million mark in debit card issuance

▲ **2002**

Opened 100th branch at Tuticorin, Tamil Nadu

▼ **2005**

UTI Bank enlisted on the London Stock Exchange, raised USD 239.30 million through Global Depositary Receipts (GDRs)

▼ **2006**

UTI Bank Foundation is set up as a separate charitable trust to drive the Bank's Corporate Social Responsibility (CSR) initiatives

▼ **2007**

UTI Bank changes its name to Axis Bank, launches its new logo and a national ad campaign