Stronger together as 'One Axis'

Under 'One Axis', the Bank integrates its banking businesses, specialist capabilities, and subsidiary ecosystem into a unified platform. This enables it to deliver seamless, end-to-end financial solutions across retail, commercial, investment, protection, and wealth needs. By connecting products, channels, and expertise, 'One Axis' helps serve customers more holistically across life stages and financial journeys.

'One Axis' Group

Customer needs

- Everyday banking
- Business growth
- Payments and collections
- Capital and advisory
- Investing and wealth
- Protection
- Digital payments
- Receivables financing

Universal Banking

Connecting customer needs with integrated solutions across Banking, Investment, Protection, Payments, and Advisory

Core Banking Platform

Retail Banking
- Savings, deposits & cards
- Retail loans
- Wealth: Burgundy/Burgundy Private

Transaction Banking
- Cash management services
- Current accounts
- Custodial services
- Correspondent banking

Commercial Banking
- Working capital & term loans
- LCs/Bank guarantees
- Bill & invoice discounting
- Supply chain finance

Investment Banking Capital Markets
- Debt capital markets
- Equity capital markets
- M&A advisory
- Forex & derivative solutions

Specialist entities of the 'One Axis' ecosystem

- AXIS CAPITAL: Investment banking and advisory
- AXIS MUTUAL FUND: Asset management
- AXIS TRUSTEE: Trustee and custody support
- FREECHARGE by AXIS BANK: Fintech Platform
- FREECHARGE BIZ by AXIS BANK: Business correspondent and Technology Service Provider
- AXIS SECURITIES: Retail Brokerage
- AXIS FINANCE: Enterprise lending solutions
- AXIS MAX LIFE INSURANCE: Protection solutions
- INVOICEMART (A joint venture of Axis Bank and mjunction): MSME receivables financing

AXIS BANK | **Reliable partner across the customer lifecycle**

AXIS FINANCE

Building a diversified lending business

Axis Finance Limited (AFL) continued to scale and grow as a diversified NBFC, serving Retail, MSME, Small & Medium Enterprises (SME), RE Funding and Corporate Lending segments across India's enterprise ecosystem, with AUM[1] (₹48,175 crores) and AUF[1] (₹46,185 crores) registering strong CAGR of 25% and 27%, respectively from fiscal 2023 to fiscal 2026, reflecting growth outpacing the industry average. During the reporting year, the Company reshaped its retail franchise with the launch of Disha Home Loans, the re-launch of Business Loans and Shakti M-LAP and improved portfolio granularity through the introduction of the MSME Retail Banking Group. Concurrently, AFL strengthened its focus on building a balanced portfolio, diversifying distribution, strengthening underwriting capabilities, and re-imagining digital journeys to support sustainable growth, operating efficiency, asset quality and a superior customer experience.

Fiscal 2026 highlights

- The RAM (Retail, MSME and SME) segment constitutes 70% of the total AUM at the customer level, representing a significant shift towards a retail and enterprise-led portfolio, with improved granularity and a well-diversified customer mix
- Increasing the share of small-ticket loans to create a more granular portfolio and a stronger cross-sell pipeline. Retail segment: 24% y-o-y growth in on-book loan portfolio, while maintaining resilient asset quality
- Focus on high-margin micro secured variants (newly launched low-ticket housing Disha Home Loans disbursed ₹1,056 crores and Shakti Micro LAP disbursed ₹415 crores)
- Launched a direct channel for retail products, which will be further scaled in fiscal 2027

MSME segment

MSME segment constitutes ~9%, demonstrating 73% y-o-y growth, well-diversified across education, healthcare, and hospitality and other sectors. Doubled the distribution of MSME by launching a dedicated RBG (Retail Banking Group) vertical targeting ticket sizes of ₹1 crore to 7 crores.

Small & Medium Enterprises: The SME Lending sector represents exposures to established small and medium enterprises with annual revenue below ₹250 crores and formal business credentials, including valid Udyam registration that are offered customised financing solutions to support their expansion and evolving credit needs. This segment contributes ~9% to the total book structure.

RE Funding: This segment contributes 8% to the total book, largely comprising ready inventory and late-stage projects. The current portfolio consists of exposures in selected micro-markets and Tier I cities.

Corporate Lending: Contributing 22% to the total book structure, this segment reflects a strong, high-quality book with best-in-class asset quality metrics.

Expanded distribution

1,100+ locations, with 72 branches, and incremental focus on Rural & Semi-Urban (RuSu) geographies.

Digital innovation

Continued investment in digital capabilities, launch of scorecards, deployment of solicitation engine and Business Rule Engine, enhancing customer experience and operational efficiency.

Funding diversification

Diversified borrowings across instruments and a wide lender base, spanning banks, financial institutions, mutual funds, insurance companies, and corporate treasuries.

Capability building

AFL continues to invest in human capital and strengthen assurance, collections, IT and credit functions.

Strategic focus

- To scale micro secured and unsecured retail products
- Shift the portfolio further towards RAM
- Expand in RuSu markets
- Increase customer acquisition through direct and digital channels

Recognition

Great Place To Work® Certified FEB 2025 - FEB 2026 INDIA

[1] Excluding Treasury

AXIS CAPITAL

Strengthening in equity capital markets

Axis Capital reinforced its leadership as a premier full-service investment bank across investment banking landscape and institutional equity services, navigating complex market conditions with agility and delivering consistently strong outcomes for clients. The trust and confidence of our clients remain the cornerstone of our success. In fiscal 2026, the firm successfully executed 61 transactions across Equity Capital Markets (ECM) and Advisory businesses, demonstrating our deep market expertise and strong execution capabilities.

Fiscal 2026 highlights

- Maintained market share and leadership in ECM, executing marquee equity transactions, some of the large marquee IPOs include LG Electronics, JSW Cement, Tata Capital, Pine Labs, Physics Wallah, ICICI Prudential Asset Management, Meesho, Groww and Lenskart
- Successfully executed marquee M&A deals of Apraava and 4700BC, and restructuring deals of Piramal and Siemens
- Continued to be the 'Most Preferred Banker' for InvITs & REITs. This year, we successfully managed Ten InvIT & One REIT transactions. Notably, these deals spanned a wide range of transaction structures, including IPOs (Raajmarg, TVS Infrastructure Trust, Knowledge Realty), block transactions (KKR–NHIT, CPPIB–PowerGrid), as well as Preferential and QIP issuances (India Grid Trust), among others
- Axis Capital's prolific and popular flagship conference, Advantage India 2026, was a remarkable success, with 171 participating corporates and more than 900 investor representatives
- Enhanced thought leadership with a robust pipeline of thematic research and an 18%+ increase in coverage universe to 300+ companies, covering 72% of India's market cap
- 61 investment deals executed
- #3 Rank by number
- #1 Rank by the issue amount of IPOs

16%
Growth in Investment Banking revenue

₹259 crores
PAT (61% ▲ y-o-y)

Strategic focus

- To expand non-ECM businesses, including M&A, PE, Pre-IPO, and InvIT/REIT transactions
- Ensure resilience and sustainable growth in volatile market environments
- Strengthen relationships with domestic and foreign institutional investors
- To sustain momentum in IED
- Invest in AI and automation
- Develop future leadership
- Uphold the highest standards of compliance and ethics

Recognition

Best ECM House in 2025 at Finance Asia Awards

Best Investment Bank in India 2025 at Euromoney Awards For Excellence

AXIS MUTUAL FUND

Enhancing investment accessibility

During the year, Axis AMC expanded its investment platform with new products, including mutual funds, passive investments, alternative assets, PMS, and GIFT City offerings. The company improved digital engagement by enabling micro-investing, supported by AI-driven content and improved investor communication. Axis AMC also partnered with other One Axis entities, including DBAT, Corporate Banking, and Burgundy Private, to expand its customer base.

Fiscal 2026 highlights

- ₹2,000 crores raised through Axis Services Opportunities Fund NFO
- ₹1,300 crores raised through Axis Multi-Asset Active Fund of Fund

₹359,601 crores
Quarterly Average AUM

₹596 crores
PAT

4.41%
Market share

Strategic focus

- Continue to launch innovative products across asset classes
- Grow assets under management through debt and passive products
- Lead in digital services
- Expand non-mutual fund offerings such as AIF, PMS and SIF

AXIS TRUSTEE

Axis Trustee Services Ltd. strengthened its leadership in fiduciary and debt transactions, delivering strong performance across diverse mandates. It continued to drive innovation across REITs, InvITs, securitisation and alternate investments, while achieving notable growth in its Facility Agency business, particularly in multi-currency debt transactions in GIFT City. The company also expanded its presence in the AIF space and led several first-of-their-kind transactions in India, including aircraft leasing and SM REITs.

Fiscal 2026 highlights

- Continued to be the No. 1 Trustee to the REITs & InvITs with 100% and 71% market share respectively
- Cost to Income Ratio declined to 42% in fiscal 2026 from 49% in fiscal 2025

11%
Increase in Assets under Trust y-o-y with 15% CAGR in last 5 years

31%
ROE in fiscal 2026 from 20% in fiscal 2025

AXIS PENSION FUND

Axis Pension Fund Management Ltd., operational since 21 October 2022, manages National Pension System (NPS) funds across retail, corporate, and government segments. It has quickly emerged as the 6th largest Pension Fund Manager by AUM and subscriber base, and launched the industry-first Axis PF Golden Years Fund with integrated accident and disability benefit riders.

Fiscal 2026 highlights

₹16,118 crores
AUM ▲ 82% y-o-y

4.5%
AUM market share

6.6%
Customer base market share

ATREDS

Facilitating MSME cash flow

Invoicemart addresses MSME credit gaps by enabling early payments through a digital Trade Receivables Discounting System (TReDS) marketplace. By connecting MSME sellers with buyers and financiers through a transparent bidding process, the platform improves access to liquidity and working capital efficiency. During the year, the business reinforced trust and resilience by prioritising information security, cloud security and inclusion.

Fiscal 2026 highlights

₹2,78,000 crores+
Throughput

~66,600
Participants onboarded

56.72 lakhs+
Invoices discounted

50%+
Women in the workforce

- ISO 27001:2022 Re-certified
- ISO 27017:2015 Re-certified

Recognition

Fintech Startup of the Year, India Fintech Summit & Awards 2025

Recognised among the Top 100 companies in the DEI 100 Index

AXIS SECURITIES

Advancing digital broking

The business strengthened its retail brokerage franchise through digital platforms, intelligent servicing, and enhanced investor engagement. In fiscal 2026, onboarding was optimised, customer experience improved with an AI-driven service, and investor education initiatives expanded. Product innovation introduced new digital features that helped customers discover investment opportunities and participate more effectively in capital markets.

Fiscal 2026 highlights

- Top 3 highest-rated stock broking apps with 4.6+ rating on Google Play Store*
- 7x y-o-y increase in onboarding basket subscriptions
- 42% y-o-y increase in Net Promoter Score (NPS)
- 22% of customer volumes handled by email bots with 86% accuracy
- 109 customer education and engagement webinar sessions, reaching 7,495+ participants
- 32,000+ (11% of online trading base) customers engaged with YOUnique (AI-enabled feature to discover new stock ideas)

Strategic focus

- Leverage Gen AI
- Enhance the web platform
- Grow digital business
- Maintain high risk and compliance standards

Recognition

ET HR World Future Skills Awards – Best Use of Mobile Learning

MCX Awards – Leading Bank Broking Member

Great Place to Work – India's Best Workplaces™ in Investments for 2026

Quantic Excellence Awards 2025 – Best Use of Customer Experience in Mobile App Initiatives

*For new apps – Axis Direct Trader & Investor

Enhancing digital payment infrastructure

Freecharge Payment Technologies continued to build a secure, scalable digital payments platform. In fiscal 2026, the company reorganised into two specialised businesses effective January 1, 2026, sharpening the Payment segment's strategic focus. The platform introduced enhanced merchant tools, stronger fraud and risk controls, greater reliability, and innovations in UPI-based payments.

Fiscal 2026 highlights

- 21% y-o-y throughput growth
- 18% y-o-y net revenue growth from operations
- 4x consolidated throughput growth over 3 years
- 6x consolidated net revenue growth over 3 years

Strategic focus

- Prepare for regulatory milestones
- Deepen presence in high-growth sectors
- Expand merchant tools
- Deploy Gen AI across marketing, support, product and integrations

Expanding lending and payments across Bharat

FreechargeBiz advanced its technology-driven platform during the year to expand financial access in Tier II, Tier III, and rural markets. The business model integrates a Business Correspondent-led merchant financial services network, with a technology centre supporting scalable digital processes for Axis Bank. In fiscal 2026, the Company expanded diversified lending and banking offerings and improved operational efficiency through digital underwriting, authentication and AI-driven interventions.

Fiscal 2026 highlights

- 220 branches vis-à-vis 100 in fiscal 2025
- ₹600+ crores disbursements with ₹610 crores AUM
- As a technology service provider to Axis Bank, FreechargeBiz scaled digital lending and servicing journeys with CKYC, face authentication, and digital underwriting, reducing rejections by over 90% and enhancing turnaround time
- Removed backend dependencies and increased collection efficiency to over 99%

Strategic focus

- Expand further into underserved geographies
- Scale a profitable BC-led distribution model
- Grow secured and unsecured portfolios
- Continue driving technology-led efficiency for the Bank