

#### **Result Update**

June 1, 2018

# Rating matrixRating: BuyTarget: ₹ 75Target Period: 12 monthsPotential Upside: 34%

| What's changed? |                               |
|-----------------|-------------------------------|
| Target          | Changed from ₹ 90 to ₹ 75     |
| EPS FY19E       | Changed from ₹ 9.8 to ₹ 8.9   |
| EPS FY20E       | Changed from ₹ 12.4 to ₹ 11.7 |
| Rating          | Unchanged                     |

| Quarterly performance |        |        |         |        |         |  |  |  |  |  |
|-----------------------|--------|--------|---------|--------|---------|--|--|--|--|--|
|                       | Q4FY18 | Q4FY17 | YoY (%) | Q3FY18 | QoQ (%) |  |  |  |  |  |
| NII                   | 656    | 655    | 0.1     | 780    | -15.9   |  |  |  |  |  |
| Other income          | 172    | 125    | 38.3    | 108    | 59.8    |  |  |  |  |  |
| PPP                   | 266    | 276    | -3.6    | 383    | -30.4   |  |  |  |  |  |
| PAT                   | 28     | -554   | NA      | 72     | -60.8   |  |  |  |  |  |

| Key financi | ials    |       |       |       |
|-------------|---------|-------|-------|-------|
| ₹ Crore     | FY17    | FY18  | FY19E | FY20E |
| NII         | 2,513   | 2,871 | 3,218 | 3,752 |
| PPP         | 1,294   | 1,382 | 1,722 | 2,107 |
| PAT         | (1,633) | 203   | 494   | 653   |

| Valuation summary |        |      |       |       |  |  |  |  |  |  |
|-------------------|--------|------|-------|-------|--|--|--|--|--|--|
|                   | FY17   | FY18 | FY19E | FY20E |  |  |  |  |  |  |
| P/E               | (1.9)  | 16.2 | 6.7   | 5.0   |  |  |  |  |  |  |
| Target P/E        | (2.4)  | 20.6 | 8.5   | 6.4   |  |  |  |  |  |  |
| P/ABV             | 0.9    | 1.0  | 0.9   | 0.9   |  |  |  |  |  |  |
| Target P/ABV      | 1.2    | 1.2  | 1.2   | 1.1   |  |  |  |  |  |  |
| RoA               | (2.0)  | 0.2  | 0.5   | 0.6   |  |  |  |  |  |  |
| RoE               | (27.0) | 3.4  | 7.8   | 9.6   |  |  |  |  |  |  |

| Stock data            |              |
|-----------------------|--------------|
| Market Capitalisation | 3,307.0      |
| GNPA (Q4FY18)         | ₹ 6006 Crore |
| NNPA (Q4FY18)         | ₹ 2791 Crore |
| NIM (Q4FY18)          | 3.19%        |
| 52 week H/L           | 95 /50       |
| Net worth             | ₹ 6160 Crore |
| Face value            | ₹1           |
| DII Holding (%)       | 8.3          |
| FII Holding (%)       | 15.5         |

| Price performance |       |       |       |       |
|-------------------|-------|-------|-------|-------|
|                   | 1M    | 3M    | 6M    | 12M   |
| J&K Bank          | 0.9   | -13.7 | -22.3 | -31.6 |
| Federal Bank      | -12.4 | -8.6  | -22.2 | -22.0 |
| Yes Bank          | -5.2  | 6.5   | 11.8  | 19.3  |

#### Research Analyst

Kajal Gandhi

kajal.gandhi@icicisecurities.com

Vishal Narnolia

vishal.narnolia@icicisecurities.com

Vasant Lohiya

vasant.lohiya@icicisecurities.com

## Jammu & Kashmir Bank (JAMKAS) ₹ 56 Moderating asset quality pain a positive...

- Absolute GNPA declined to ₹ 6007 crore vs. ₹ 6232 crore in Q3FY18.
   This decline along with credit growth at 14.2% YoY led to 12 bps QoQ increase in GNPA ratio at 9.96%. Slippages at ₹ 1747 crore were highest due to four large corporates, RBI divergence of ₹ 570 crore. Net NPA ratio increased 61 bps QoQ to 4.9% (₹ 2791 crore). Though PCR declined QoQ, it still continued to remain healthy at 65.83%
- Exposure to rehabilitated account at ₹ 4117 crore (flat QoQ) saw ₹ 500 crore NPA (standard- ₹ 3600 crore). Divergence was ₹ 909 crore
- NII remained subdued at ₹ 655.7 crore, below estimate with NIM at 3.19% down 83 bps QoQ, primarily owing to ₹ 102.6 crore interest reversal related to rehabilitated asset (₹ 510 crore to be spread in five quarters starting from Mar'18). Other income increased 38% YoY to ₹ 172.3 crore, ahead of estimate, by higher miscellaneous income
- Provision came at ₹ 251 crore, lower on a YoY and steady QoQ. Tax write-back at ₹ 13 crore led earnings at ₹ 28.4 crore.
- Led by J&K state, advances grew at 14.2% YoY to ₹ 56,913 crore.
   Deposit growth ahead of estimate at ₹ 80,007 crore; up 10.4% YoY

#### Dominant position in J&K state on both deposits, credit front

The bank dominates its home state with ~50% market share in advances. Similarly, ~85% of deposit is funded from J&K that guards the bank, to a certain extent, from deposit pricing competition. Within J&K, the bank has ~55% CASA ratio and earns lucrative NIM of 6%+. About 48% of credit exposure is within J&K wherein it earns yields of ~13% compared to sub-12% outside J&K. Slowdown in J&K led to moderation in advances in FY15-17. However, a gradual pick-up is seen in FY18 with growth in J&K state. Going ahead, we expect credit offtake to pick up and improve to ~16.8% CAGR in FY18-20E to ₹ 77658 crore.

#### Credit growth, moderation in slippages to keep margins steady ahead

J&K Bank has steadily improved NIM from ~3% in FY10 to a consistent 4%. The bank earns 6%+ NIM within J&K & sub 3% NIM outside J&K. Slower credit off-take and higher slippage led NIM to decline at ~3.5% in FY17E. However, marginal pick up is seen in FY18 at 3.65%. Moderation in slippages and pick-up in credit bodes well for margins. However, capitalisation of interest income related to rehabilitated asset is seen to remain a dragger. Therefore, calculated NIM is seen at ~3.8-3.9% range.

#### Moderation in slippages; restructured exposure to remain steady

Large corporates (mostly AAA) comprise 82% of credit portfolio outside J&K and ~51% of total credit of J&K Bank. Within J&K, 38% is personal loans wherein majority are salaried account with relatively low risk. A slowdown in J&K and corporate slippage led to a surge in stressed asset accretion at ~22% in FY18. Going ahead, the pace of stress asset accretion is seen moderating. Therefore, credit cost, which remained elevated in FY17-18, should see moderation in FY19-20E. Allocation from state government of ₹ 300 crore and improvement in tourism is seen to keep slippages from rehabilitated exposure at minimum. Expect GNPA at ₹ 6457 crore (8.3% of credit) & NNPA ratio at ~4% by FY20E.

#### Growth guidance up, asset quality pain moderating, BUY

Plagued by a slowdown in J&K state and corporate slippage, stressed asset accretion was high. Focus on high rated corporate and improvement in tourism activity is seen to revive credit growth. Though state government support in lieu of rehabilitated exposure provides comfort, we remain a bit cautious. We revise our target price lower at ₹ 75 (earlier ₹ 90) valuing the stock at 1.1x FY20E ABV. We maintain **BUY**.



| Variance analysis         |         |         |         |         |         |         |  |
|---------------------------|---------|---------|---------|---------|---------|---------|--|
|                           | Q4FY18  | Q4FY18E | Q4FY17  | YoY (%) | Q3FY18  | QoQ (%) | Comments   |
|                           |         |         |         |         |         |         |  |
| NII                       | 656     | 749     | 655     | 0.1     | 780     | -15.9   | Interest reversal of ₹ 102 crore related to rehabilitated accounts impacted NII growth |
| NIM (%)                   | 3.2     | 3.7     | 3.5     | -31 bps | 4.0     | -83 bps | Higher slippages led to 83 bps QoQ decline in margins                                  |
| Other Income              | 172     | 113     | 125     | 38.3    | 108     | 59.8    | Robust growth at 105% YoY in miscellanous income supported other income                |
|                           |         |         |         |         |         |         |  |
| Net Total Income          | 828     | 862     | 780     | 6.2     | 888     | -6.8    |  |
| Staff cost                | 348     | 342     | 300     | 16.1    | 328     | 6.1     | Gratuity related expenses at ₹ 12.5 crore  |
| Other Operating Expenses  | 214     | 124     | 203     | 5.0     | 177     | 20.4    |  |
|                           |         |         |         |         |         |         |  |
| PPP                       | 266.5   | 396.0   | 276.4   | -3.6    | 382.7   | -30.4   |  |
| Provision                 | 251.1   | 255.0   | 768.3   | -67.3   | 250.1   | 0.4     | Provision remained elevated owing to higher slippages                                  |
| PBT                       | 15.4    | 141.0   | -491.9  | NA      | 132.6   | -88.4   |  |
| Tax Outgo                 | -13.1   | 66.1    | 62.4    | -120.9  | 60.2    | -121.7  |  |
| PAT                       | 28.4    | 74.9    | -554.3  | NA      | 72.5    | -60.8   | Muted NII and elevated provision kept earnings subdued                                 |
|                           |         |         |         |         |         |         |  |
| Key Metrics               |         |         |         |         |         |         |  |
|                           |         |         |         |         |         |         | Slippages surged QoQ at ₹ 1747 crore vs ₹ 371 crore in Q3FY18, higher recovery at ₹    |
| GNPA                      | 6,006.7 | 6,006.8 | 6,000.0 | 0.1     | 6,232.1 | -3.6    | 2300 crore in FY18 kept GNPA low.  |
| NNPA                      | 2,791.1 | 2,791.2 | 2,425.4 | 15.1    | 2,487.7 | 12.2    | NNPA increased ~61 bps QoQ to ₹ 4.9%   |
|                           |         |         |         |         |         |         | Restructured assets declined QoQ- Std RA is ₹3600 crore in J&K and bal corp book       |
| Total Restructured assets | 6,133.0 | 6,764.5 | 7,321.0 | -16.2   | 6,714.5 | -8.7    | ₹500 crore   |
| Advances                  | 56,913  | 56,913  | 49,816  | 14.2    | 57,929  | -1.8    | Uptick in advances led by increase in coporate and retail loans                        |
| Deposits                  | 80,007  | 80,007  | 72,463  | 10.4    | 73,155  | 9.4     | CASA ratio improved ~102 bps QoQ at 50.9%  |
|                           |         |         |         |         |         |         |  |

Source: Company, ICICI Direct Research

| Change in estimates  |       |       |          |       |       |          |
|----------------------|-------|-------|----------|-------|-------|----------|
|                      |       | FY19E |          |       | FY20E |          |
| (₹ Crore)            | Old   | New   | % Change | Old   | New   | % Change |
| Net Interest Income  | 3,291 | 3,218 | -2.2     | 3,832 | 3,752 | -2.1     |
| Pre Provision Profit | 1,800 | 1,722 | -4.4     | 2,145 | 2,107 | -1.8     |
| NIM (%)              | 3.9   | 3.8   | -13 bps  | 3.9   | 3.8   | -12 bps  |
| PAT                  | 523   | 494   | -5.6     | 653   | 653   | 0.1      |
| ABV (₹)              | 66.8  | 60.5  | -9.4     | 69.1  | 63.3  | -8.5     |

Source: Company, ICICI Direct Research

| Assumptions |  |   |   |   |   |  |  |  |  |
|-------------|--|---|---|---|---|--|--|--|--|
|             | Curre  | ent   |   | Earli   | er  |  |  |  |  |
| FY17        | FY18   | FY19E   | FY20E   | FY19E   | FY20E   |  |  |  |  |
| -0.8        | 14.2   | 16.6  | 17.0  | 16.6  | 17.0  |  |  |  |  |
| 4.4         | 10.4   | 14.0  | 15.1  | 14.9  | 16.5  |  |  |  |  |
| 51.7        | 49.0   | 48.6  | 47.7  | 48.2  | 46.8  |  |  |  |  |
| 3.5         | 3.8  | 3.8   | 3.8   | 3.9   | 3.9   |  |  |  |  |
| 57.0        | 59.0   | 54.7  | 52.4  | 52.8  | 51.8  |  |  |  |  |
| 6,000.0     | 6,006.8  | 6,214.3   | 6,457.0   | 6,619.5   | 6,925.1   |  |  |  |  |
| -149.3      | 0.0  | 0.0   | 0.0   | 0.0   | 0.0   |  |  |  |  |
| 1.8         | 2.2  | 4.2   | 0.9   | 4.2   | 1.5   |  |  |  |  |
| 1.9         | 1.9  | 4.8   | 0.9   | 4.8   | 1.3   |  |  |  |  |
|             | -0.8<br>4.4<br>51.7<br>3.5<br>57.0<br>6,000.0<br>-149.3<br>1.8 | FY17 FY18 -0.8 14.2 4.4 10.4 51.7 49.0 3.5 3.8 57.0 59.0 6,000.0 6,006.8 -149.3 0.0 1.8 2.2 | -0.8         14.2         16.6           4.4         10.4         14.0           51.7         49.0         48.6           3.5         3.8         3.8           57.0         59.0         54.7           6,000.0         6,006.8         6,214.3           -149.3         0.0         0.0           1.8         2.2         4.2 | FY17         FY18         FY19E         FY20E           -0.8         14.2         16.6         17.0           4.4         10.4         14.0         15.1           51.7         49.0         48.6         47.7           3.5         3.8         3.8         3.8           57.0         59.0         54.7         52.4           6,000.0         6,006.8         6,214.3         6,457.0           -149.3         0.0         0.0         0.0           1.8         2.2         4.2         0.9 | FY17         FY18         FY19E         FY20E         FY19E           -0.8         14.2         16.6         17.0         16.6           4.4         10.4         14.0         15.1         14.9           51.7         49.0         48.6         47.7         48.2           3.5         3.8         3.8         3.8         3.9           57.0         59.0         54.7         52.4         52.8           6,000.0         6,006.8         6,214.3         6,457.0         6,619.5           -149.3         0.0         0.0         0.0         0.0           1.8         2.2         4.2         0.9         4.2 |  |  |  |  |

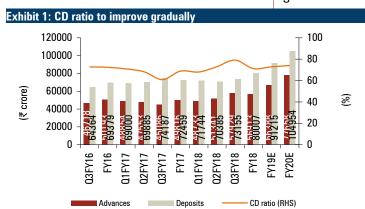


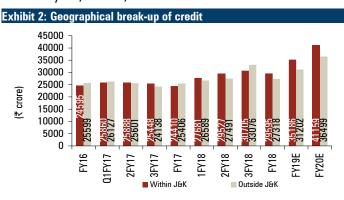
## **Company Analysis**

#### Dominant position in J&K; credit growth to pick up momentum ahead

Historically, the bank's credit growth has been sluggish with mere 11.3% CAGR from ₹ 17080 crore in FY07 to ₹ 26194 crore in FY11. However, the decision turned out to be in favour of J&K Bank as majority of the banks that disbursed credit aggressively during this period grappled with asset quality issues. Post FY11, the management has steadily picked up its credit pace to grow at 21% CAGR from ₹ 26194 crore in FY11 to ₹ 46385 crore in FY14. In FY15, the bank de-grew 4% to ₹ 44586 crore owing to occurrence of flood in the state and slowdown in credit offtake. In FY16, credit growth revived to 12.6% YoY to ₹ 50193 crore. In FY17, credit growth remained sluggish at -0.8% YoY at ₹ 49816 crore, led by an unrest in J&K state as well as demonetisation wherein J&K comprises ~51% of credit while the rest of India comprises balance ~49%. Amid asset quality pressure, in FY18, advances witnessed gradual pick up at ~14% YoY to ₹ 56913 crore.

The under-penetrated market of credit to apple grower, expected rise in investment activity, resumption in tourist arrival, etc, is expected to support strong credit growth within J&K. There are almost 3,00,000 apple growers within J&K and only 10,000-20,000 avail bank credit.

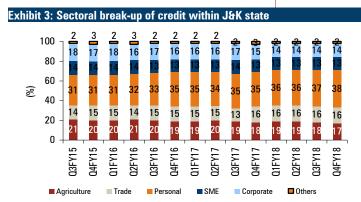




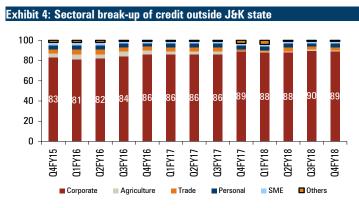
Source: Company Quarterly Earnings update, ICICI Direct Research

Source: Company Quarterly Earnings update, ICICI Direct Research

Advances growth remained healthy YoY at 14.2% to ₹ 56,913 crore but witnessed a decline on a QoQ basis. Deposit growth came in ahead of our estimate at ₹ 80,007 crore, up 10.4% YoY and 9.4% QoQ. Post a marginal decline in CASA in Q3FY18, the ratio improved ~102 bps QoQ to 50.9%, which is a healthy level. Gross credit within J&K grew 19% YoY to ₹ 31758 crore while in rest of India growth remained muted at 2% YoY to ₹ 28540 crore.



Source: Company Quarterly Earnings update, ICICI Direct Research



Source: Company Quarterly Earnings update, ICICI Direct Research



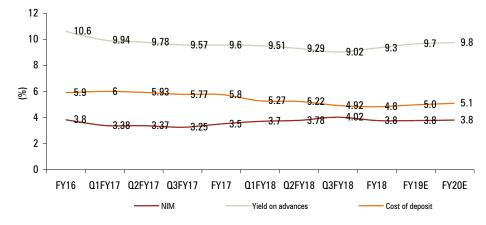
Going ahead, with the new management's focus on balance sheet growth, credit offtake is anticipated to pick up in FY18-20E. Therefore, we expect credit offtake to pick up at 16.8% CAGR in FY18-20E to ₹ 77658 crore. The management has indicated that J&K state will contribute higher growth in total book at ~22-24%+, led by development in the state.

#### Moderation in slippages and credit offtake to aid margins

The bank used to earn NIM of >3.5%, which is among the best in the industry. Elevated NIM of 6%+ within J&K provides a boost to the overall NIM of the bank. Superior CASA ratio of ~53%, within J&K, and dominating position with 50% market share of credit and 85% of deposits enabled the bank to earn lucrative NIM of 6%+. In Q2FY17, higher slippages and incremental credit to higher rated corporate led to ~65 bps YoY decline in margins to 3.37%. In Q3FY17, the dip continued with NIM for quarter below 3% and 9M NIM at 3.25%. However, NIM witnessed a revival at 3.5% in Q4FY17 which continued to touch 4.02% in Q3FY18, led by a pick-up in credit growth, broadly stable CASA and moderation in slippages.

In Q4FY18, NIM witnessed ~83 bps QoQ decline owing to elevated slippages at ₹ 1747 crore and interest reversal related to rehabilitated account. However, moderation in slippages and pick-up in credit bodes well for improvement in margins. However, capitalisation of interest income related to rehabilitated asset is seen to remain a dragger. Therefore, calculated NIM is expected to moderate to ~3.8% range.

#### Exhibit 5: NIM to normalise to $3.8\%\,$ over FY19-20E



Source: Company Quarterly Earnings update, ICICI Direct Research

All are calculated figures

Earlier concerns- Slippages came back to under ₹ 200 crore in Q3FY17 in spite of an unrest in J&K state impacting borrower's ability to repay. A sharp surge was seen in Q2FY17 at ₹ 1062 crore vs. ₹ 1377 crore in Q1FY17 (₹ 200-300 crore run rate seen in prior quarters). In Q1FY18, slippages moderated at ₹ 505 crore (₹ 648 crore in Q4FY17) while recoveries/upgrades came in higher at ₹ 865 crore (₹ 362 crore in Q4FY17). Asset quality improved sequentially with ~41 bps QoQ improvement in GNPA ratio at 10.79% vs. 11.2% in Q4FY17. Absolute net NPA reduced 6.5% QoQ at ₹ 2267 crore. Hence, net NPA ratio improved 22 bps QoQ at 4.65%. The bank has reported one-time gain of ₹ 238 crore owing to DTA during the quarter. However, following a prudent approach, this one-time gain was utilised to shore up provision coverage ratio. Therefore, PCR has improved ~3% QoQ at 70.26% including floating provision of ₹ 349 crore.

Calculated NIM is expected to be closer to ~3.8% range

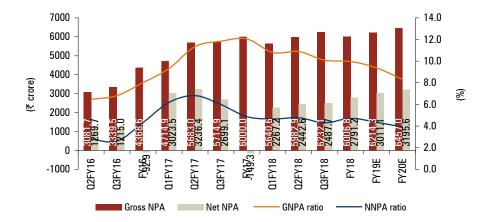


In Q4FY18, absolute GNPA witnessed a decline at ₹ 6007 crore vs ₹ 6232 crore in Q3FY18. Post positive accretion in GNPA in last two quarters, incremental GNPA came in negative at ₹ 225 crore in Q4FY18. Decline in absolute GNPA coupled with credit growth at 14.2% YoY led to 12 bps QoQ decline in GNPA ratio at 9.96% (GNPA ratio in Q3FY18 – 10.08%). However, net NPA ratio increased 61 bps QoQ at 4.9% (₹ 2791 crore vs. ₹ 2488 crore in Q3FY18). PCR, though declined QoQ but still continue to remain healthy at 65.83%. Divergence came in at ₹ 909 crore. Exposure to rehabilitated account stood at ₹ 4118 crore (flat QoQ and standard in it was ₹3600 crore).

With respect to the unrest in J&K state and its impact on the repayment capacity of borrowers, a special dispensation was provided by RBI allowing restructuring of loans till December 2017 at lower interest rates, Additional sanction up to 20% of existing loan has also been allowed. Performance of the rehabilitated portfolio remains prudent as marginal proportion of loans have slipped to NPA. The management remains positive on a recovery from the portfolio due to improvement in tourism arrival. In addition, allocation of ₹ 300 crore by the state government for payment of one third of interest of rehabilitated accounts on timely payment will aid asset quality.

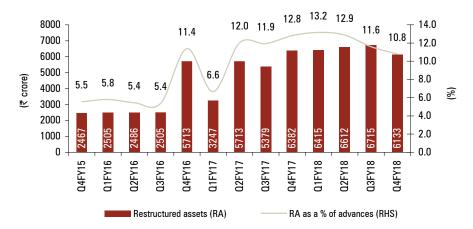
Going ahead, the management has indicated recognition of majority of stressed assets. Therefore, credit cost, which remained elevated in FY17-18, should see moderation in FY19-20E. We expect the pace of stress asset accretion to moderate in FY19-20E. Subsequently, credit cost is expected to ease ahead. Overall, we expect GNPA at ₹ 6457 crore (8.3% of credit) and NNPA at ₹ 3197 crore (~4.1% of credit) by FY20E.

#### Exhibit 6: Stressed assets to moderate in FY18-20E



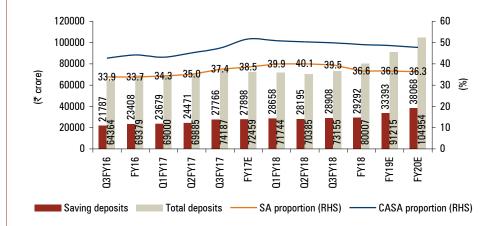






Source: Company Quarterly Earnings update, ICICI Direct Research

#### Exhibit 8: CASA ratio steady at ~50% in FY18



Source: Company Quarterly Earnings update, ICICI Direct Research

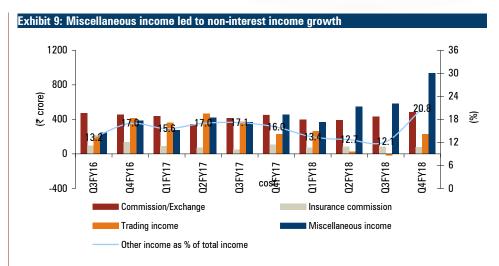
Led by demonetisation, deposit growth has been healthy with some volatility in the quarters with a sequential increase in low cost deposit. We expect deposit growth to gather pace at 14.5% CAGR in FY18-20E to ₹ 104954 crore by FY20E.

#### Higher miscellaneous income led growth in non-interest income

Non-interest income grew 38% YoY to ₹ 172 crore, led by surge in miscellaneous income at ₹ 93.5 crore vs ₹ 45.6 crore in Q4FY17 and ₹ 58.3 crore in Q3FY18. Post trading loss at ₹ 2 crore in Q3FY18, performance remained better with trading gains at ₹ 22.6 crore.

With the balance sheet cleaning remaining in focus, plans to divest a stake in MetLife have taken a back seat. Consequently, a near term windfall from sale of investment is ruled out. Apart from any exceptional gains, we expect non-interest income growth to follow balance sheet growth at 16.6% CAGR in FY18-20E to ₹ 674 crore.





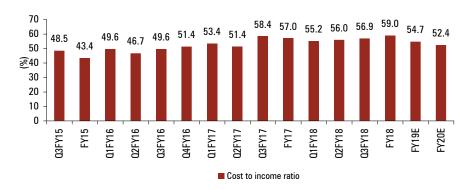
Source: Company Quarterly Earnings update, ICICI Direct Research



Cost income ratio to improve to  $\sim\!52$  in FY20E

RoE is seen inching up to double digits at  $\sim$ 10% in FY20E

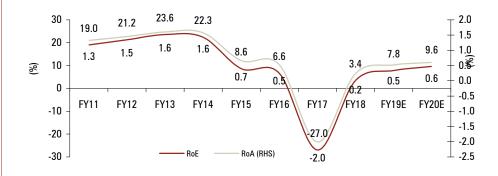
#### Exhibit 10: Gradual improvement in CI ratio in FY18-20E



Source: Company, ICICI Direct Research

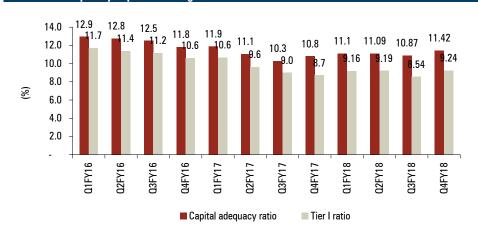
#### Gradual improvement in return ratios in FY18-20E

#### Exhibit 11: Trend in return ratios



Source: Company Quarterly Earnings update, ICICI Direct Research

#### Exhibit 12: Adequately capitalised for growth



Source: Company Quarterly Earnings update, ICICI Direct Research

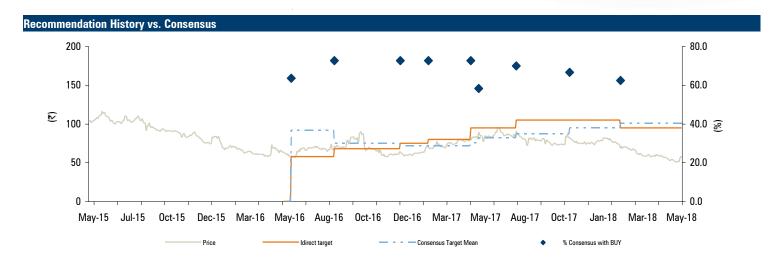


## **Outlook** and valuation

Plagued by a slowdown in J&K state and corporate slippage, credit offtake remained moderate with a rise in stressed asset accretion. Focus on high rated corporate and improvement in tourism activity is seen to revive credit growth. Though state government support in lieu of rehabilitated exposure provides comfort (book of ₹ 4000 crore), outlook remains a bit cautious. We expect PAT growth at 79% CAGR in FY18-20E to ₹ 653 crore. We revise our target price lower at ₹ 75 (earlier ₹ 90) valuing the stock at 1.1x FY20E ABV. We maintain **BUY**.

| Exhibit 13: | Valuation |        |         |        |       |      |       |       |        |
|-------------|-----------|--------|---------|--------|-------|------|-------|-------|--------|
|             | NII       | Growth | PAT     | Growth | P/E   | ABV  | P/ABV | RoA   | RoE    |
|             | (₹ cr)    | (%)    | (₹ cr)  | (%)    | (x)   | (₹)  | (x)   | (%)   | (%)    |
| FY16        | 2,711     | 2.3    | 414     | (19)   | 6.9   | 87.8 | 0.7   | 0.5   | 6.6    |
| FY17        | 2,513     | (7.3)  | (1,633) | NA     | (1.9) | 62.3 | 0.9   | (2.0) | (27.0) |
| FY18        | 2,871     | 14.2   | 203     | NA     | 16.2  | 60.5 | 1.0   | 0.2   | 3.4    |
| FY19E       | 3,218     | 12.1   | 494     | 143    | 6.7   | 63.3 | 0.9   | 0.5   | 7.8    |
| FY20E       | 3,752     | 16.6   | 653     | 32     | 5.0   | 68.9 | 0.9   | 0.6   | 9.6    |





Source: Bloomberg, Company, ICICI Direct Research

| Key events |   |
|------------|---|
| Date       | Event   |
| FY02       | Ties up with Metlife for foray in insurance sector, launches J&K Bank - Amex co-branded credit card in agreement with American Express Bank               |
| FY03       | Dr Haseeb Drabu - consultant to the Economic Advisory Council of PM, Economic Advisor to J&K government appointed as director of bank                     |
| FY04       | The bank launches global access card (an international debit card) in association with Mastercard International   |
| FY07       | Receives approval from RBI for increasing FII holding, ties up with Kotak Mutual Funds  |
| Oct-10     | Mushtaq Ahmad appointed Chairman and CEO. He joined the bank in 1972 as probationary officer  |
| Sep-12     | J&K Bank planning to sell its Metlife stake comes in public domain post which the stock rallies significantly   |
| Nov-12     | NIM and RoA of bank scales new highs of 3.9% and 1.8%, respectively. Stock continues to rally north   |
| FY13       | Steady stock appreciation during FY09-13 as dividend/share increased from ₹ 16.9 to ₹ 50 along with steady and healthy PAT CAGR of 26.7%                  |
| May-13     | PAT of ₹ 250 crore disappoints as couple of accounts slip to NPA leading to higher provision. Also, ₹ 70 crore profit in metlife stake sale was included. |
| Jul-13     | RBI hikes MSF rates and tightens liquidity by various measures. However, J&K Bank has fallen relatively less as it has a much stabler business model      |
| May-14     | Local daily reports some stress on asset, which was later on classified as NPA in Q1FY15  |
| Sep-15     | Subdivision of shares of face value of ₹10 each into equity shares of ₹1 each   |
| Jan-17     | J&K state government reserves ₹532 crore for capital infusion in the bank   |

Source: Company, ICICI Direct Research

| Top ' | 10 Shareholders                              |                    |       |              |            |
|-------|--|--------------------|-------|--------------|------------|
| Rank  | Name   | Latest Filing Date | % O/S | Position (m) | Change (m) |
| 1     | Government of Jammu & Kashmir                | 31-Mar-18          | 0.6   | 311.2        | -18.6      |
| 2     | Secretary Finance Deptt Jammu & Kashmir Govt | 31-Mar-18          | 0.0   | 18.6         | 18.6       |
| 3     | East Bridge Capital Management L.P.          | 31-Mar-18          | 0.0   | 17.5         | 0.0        |
| 4     | ICICI Prudential Asset Management Co. Ltd.   | 31-Dec-17          | 0.0   | 17.2         | -2.4       |
| 5     | Life Insurance Corporation of India          | 31-Mar-18          | 0.0   | 15.4         | 0.0        |
| 6     | ICICI Prudential Life Insurance Company Ltd. | 31-Dec-17          | 0.0   | 10.7         | -0.8       |
| 7     | Dimensional Fund Advisors, L.P.              | 31-Mar-18          | 0.0   | 8.0          | 0.0        |
| 8     | UTI Asset Management Co. Ltd.                | 31-Dec-17          | 0.0   | 7.8          | 0.1        |
| 9     | The Vanguard Group, Inc.                     | 30-Apr-18          | 0.0   | 5.3          | 0.0        |
| 10    | BlackRock Institutional Trust Company, N.A.  | 30-Apr-18          | 0.0   | 3.7          | 0.1        |
|       |  |                    |       |              |            |

| Snarehold | ling Patto | ern    |        |        |        |
|-----------|------------|--------|--------|--------|--------|
| (in %)    | Mar-17     | Jun-17 | Sep-17 | Dec-17 | Mar-18 |
| Promoter  | 56.5       | 59.2   | 59.2   | 59.2   | 59.2   |
| FII       | 17.0       | 17.6   | 17.5   | 16.8   | 15.5   |
| DII       | 8.3        | 7.7    | 7.8    | 7.8    | 8.3    |
| Others    | 18.3       | 15.5   | 15.5   | 16.2   | 17.0   |

Source: Reuters, ICICI Direct Research

| Recent Activity                              |          |           |  |          |           |
|--|----------|-----------|--|----------|-----------|
| Buys   |          |           | Sells  |          |           |
| Investor name                                | Value(m) | Shares(m) | Investor name                                | Value(m) | Shares(m) |
| Secretary Finance Deptt Jammu & Kashmir Govt | 17.2     | 18.6      | Government of Jammu & Kashmir                | -17.2    | -18.6     |
| Kotak Mahindra Asset Management Company Ltd. |          | 0.2       | ICICI Prudential Asset Management Co. Ltd.   | -2.9     | -2.4      |
| UTI Asset Management Co. Ltd.                | 0.2      | 0.1       | Fidelity Management & Research Company       | -0.8     | -0.9      |
| State Street Global Advisors (US)            | 0.1      | 0.1       | ICICI Prudential Life Insurance Company Ltd. | -1.0     | -0.8      |
| BlackRock Institutional Trust Company, N.A.  | 0.1      | 0.1       | Van Eck Associates Corporation               | -0.3     | -0.4      |

Source: Reuters, ICICI Direct Research



## **Financial summary**

| Profit and loss statement      |         |        | ₹      | Crore  |
|--------------------------------|---------|--------|--------|--------|
| (Year-end March)               | FY17    | FY18   | FY19E  | FY20E  |
| Interest Earned                | 6685.8  | 6621.3 | 7569.4 | 8853.5 |
| Interest Expended              | 4173.0  | 3750.6 | 4351.3 | 5101.5 |
| Net Interest Income            | 2512.8  | 2870.7 | 3218.0 | 3752.0 |
| growth (%)                     | -7.3    | 14.2   | 12.1   | 16.6   |
| Non Interest Income            | 497.3   | 495.5  | 578.4  | 673.9  |
| Fees and advisory              | 182.5   | 209.8  | 245.5  | 287.3  |
| Treasury Income /sale of Invt. | 135.4   | 29.8   | 44.7   | 67.0   |
| Other income                   | 179.4   | 255.8  | 288.3  | 319.7  |
| Net Income                     | 3010.1  | 3366.1 | 3796.5 | 4425.9 |
| Employee cost                  | 1126.3  | 1286.9 | 1356.4 | 1456.5 |
| Other operating Exp.           | 590.1   | 697.6  | 718.5  | 862.6  |
| Operating Income               | 1293.6  | 1381.7 | 1721.6 | 2106.9 |
| Provisions                     | 2800.3  | 1022.6 | 1016.4 | 1173.5 |
| PBT                            | -1506.7 | 359.1  | 705.2  | 933.3  |
| Taxes & Exceptional Item       | 126.3   | 156.4  | 211.6  | 280.0  |
| Net Profit                     | -1633.0 | 202.7  | 493.6  | 653.3  |
| growth (%)                     | -494.6  | NA     | 143.5  | 32.4   |
| EPS                            | -31.3   | 3.6    | 8.9    | 11.7   |
|                                |         |        |        |        |

Source: Company, ICICI Direct Research

| Key ratios                  |       |       |       |       |
|-----------------------------|-------|-------|-------|-------|
| (Year-end March)            | FY17  | FY18  | FY19E | FY20E |
| Valuation                   |       |       |       |       |
| No. of Equity Shares        | 52.1  | 55.7  | 55.7  | 55.7  |
| EPS (₹)                     | -31.3 | 3.6   | 8.9   | 11.7  |
| BV (₹)                      | 108.8 | 110.6 | 117.3 | 126.3 |
| BV-ADJ (₹)                  | 62.3  | 60.5  | 63.3  | 68.9  |
| P/E                         | -1.8  | 15.4  | 6.3   | 4.8   |
| P/BV                        | 0.5   | 0.5   | 0.5   | 0.4   |
| P/ABV                       | 0.9   | 0.9   | 0.9   | 0.8   |
| Yields & Margins (%)        |       |       |       |       |
| Net Interest Margins        | 3.5   | 3.8   | 3.8   | 3.8   |
| Yield on avg earning assets | 9.3   | 8.7   | 8.8   | 9.0   |
| Avg. cost on funds          | 5.7   | 4.8   | 5.0   | 5.1   |
| Avg. Cost of Deposits       | 5.8   | 4.8   | 5.0   | 5.1   |
| Yield on average advances   | 9.6   | 9.3   | 9.7   | 9.8   |
| Quality and Efficiency (%)  |       |       |       |       |
| Cost / Total net income     | 57.0  | 59.0  | 54.7  | 52.4  |
| Credit/Deposit ratio        | 68.8  | 71.1  | 72.8  | 74.0  |
| GNPA                        | 12.0  | 10.0  | 9.4   | 8.3   |
| NNPA                        | 4.9   | 4.7   | 4.3   | 3.9   |
| RONW                        | -27.0 | 3.4   | 7.8   | 9.6   |
| RΩΔ                         | -2 N  | 0.2   | 0.5   | 0.6   |

Source: Company, ICICI Direct Research

| Balance sheet                    |         |         |          | ₹ Crore  |
|----------------------------------|---------|---------|----------|----------|
| (Year-end March)                 | FY17    | FY18    | FY19E    | FY20E    |
| Sources of Funds                 |         |         |          |          |
| Capital                          | 52.1    | 55.7    | 55.7     | 55.7     |
| Reserves and Surplus             | 5620.7  | 6105.5  | 6480.6   | 6977.2   |
| Networth                         | 5672.9  | 6161.2  | 6536.3   | 7032.9   |
| Deposits                         | 72459.0 | 80006.9 | 91215.2  | 104954.1 |
| Borrowings                       | 1276.0  | 1628.0  | 1918.4   | 2266.9   |
| Other Liab & Prov (incl sub-debt | 2604.2  | 1892.4  | 1999.7   | 2113.7   |
| Total                            | 82012.1 | 89688.5 | 101669.7 | 116367.7 |
|                                  |         |         |          |          |
| Uses of Funds                    |         |         |          |          |
| Fixed Assets                     | 1543.3  | 1614.4  | 1884.0   | 2214.8   |
| Investments                      | 21290.9 | 18880.6 | 20766.6  | 23589.9  |
| Advances                         | 49816.1 | 56912.7 | 66387.9  | 77658.2  |
| Other Assets                     | 3969.0  | 4028.1  | 4366.4   | 3816.8   |
| Cash with RBI & call money       | 5392.8  | 8252.7  | 8264.8   | 9087.9   |
| Total                            | 82012.1 | 89688.5 | 101669.7 | 116367.7 |

Source: Company, ICICI Direct Research

| Growth ratios       |        |        | (     | % growth) |
|---------------------|--------|--------|-------|-----------|
| (Year-end March)    | FY17   | FY18   | FY19E | FY20E     |
| Total assets        | 2.2    | 9.4    | 13.4  | 14.5      |
| Advances            | -0.8   | 14.2   | 16.6  | 17.0      |
| Deposits            | 4.4    | 10.4   | 14.0  | 15.1      |
| Total Income        | -2.3   | -0.9   | 14.5  | 16.9      |
| Net interest income | -7.3   | 14.2   | 12.1  | 16.6      |
| Operating expenses  | 10.4   | 15.6   | 4.6   | 11.8      |
| Operating profit    | -22.3  | 6.8    | 24.6  | 22.4      |
| Net profit          | -494.6 | -112.4 | 143.5 | 32.4      |
| Book value          | -11.6  | 8.6    | 6.1   | 7.6       |
| EPS                 | -466.9 | -111.6 | 143.5 | 32.4      |



### ICICI Direct Research coverage universe (Banking)

|                              | CMP   |       |        | M Cap   | EPS   | (₹)   |       | P/E   | (x)   |       | P/ABV   | (x)  |       | RoA     | (%)    |      | RoE (   | %)     |      |
|------------------------------|-------|-------|--------|---------|-------|-------|-------|-------|-------|-------|---------|------|-------|---------|--------|------|---------|--------|------|
| Sector / Company             | (₹)   | TP(₹) | Rating | (₹ Cr)  | FY18E | FY19E | FY20E | FY18E | FY19E | FY20E | FY18E F | Y19E | FY20E | FY18E I | Y19E F | Y20E | FY18E F | Y19E F | Y20E |
| Bank of Baroda (BANBAR)      | 137   | 185   | Buy    | 36,199  | 4     | 8     | 14    | 36.2  | 17.7  | 10.0  | 1.0     | 1.0  | 0.9   | 0.1     | 0.3    | 0.4  | 2       | 5      | 8    |
| State Bank of India (STABAN) | 267   | 340   | Buy    | 240,527 | 4     | 9     | 18    | 75.8  | 29.8  | 14.6  | 1.7     | 1.5  | 1.5   | 0.1     | 0.2    | 0.4  | 1       | 3      | 6    |
| Axis Bank (AXIBAN)           | 537   | 600   | Buy    | 140,151 | 15    | 15    | 39    | 34.9  | 36.0  | 13.6  | 2.7     | 2.5  | 2.0   | 0.6     | 0.6    | 1.2  | 7       | 6      | 12   |
| City Union Bank (CITUNI)     | 191   | 200   | Buy    | 13,050  | 9     | 11    | 12    | 21.5  | 18.2  | 15.8  | 3.5     | 2.9  | 2.3   | 1.6     | 1.6    | 1.6  | 15      | 16     | 15   |
| DCB Bank (DCB)               | 182   | 215   | Buy    | 5,708   | 8     | 10    | 14    | 22.5  | 17.4  | 13.2  | 2.3     | 2.1  | 1.8   | 1.0     | 1.0    | 1.1  | 11      | 12     | 14   |
| Federal Bank (FEDBAN)        | 83    | 105   | Buy    | 16,738  | 5     | 6     | 8     | 17.2  | 14.0  | 10.6  | 1.8     | 1.4  | 1.3   | 8.0     | 0.9    | 1.0  | 10      | 11     | 12   |
| HDFC Bank (HDFBAN)           | 2,111 | 2,300 | Buy    | 556,880 | 67    | 78    | 94    | 31.3  | 27.1  | 22.4  | 5.4     | 4.0  | 3.5   | 1.8     | 1.8    | 1.9  | 18      | 17     | 17   |
| IndusInd Bank (INDBA)        | 1,915 | 2,050 | Buy    | 117,366 | 59    | 74    | 92    | 32.5  | 25.9  | 20.9  | 5.1     | 4.4  | 3.7   | 1.8     | 1.9    | 1.9  | 16      | 18     | 19   |
| Jammu & Kashmir Bk(JAMKAS)   | 56    | 75    | Buy    | 3,288   | 4     | 9     | 12    | 15.5  | 6.4   | 4.8   | 0.9     | 0.9  | 0.8   | 0.2     | 0.5    | 0.6  | 3       | 8      | 10   |
| Kotak Mahindra Bank (KOTMAH) | 1,318 | 1,440 | Buy    | 254,318 | 21    | 27    | 34    | 61.5  | 48.4  | 39.2  | 7.1     | 6.5  | 5.7   | 1.7     | 1.8    | 1.9  | 13      | 13     | 15   |
| Yes Bank (YESBAN)            | 343   | 375   | Hold   | 79,793  | 18    | 24    | 31    | 18.7  | 14.3  | 11.2  | 3.2     | 2.7  | 2.2   | 1.7     | 1.8    | 1.9  | 17      | 19     | 21   |



#### RATING RATIONALE

ICICI Direct Research endeavours to provide objective opinions and recommendations. ICICI Direct Research assigns ratings to its stocks according to their notional target price vs. current market price and then categorises them as Strong Buy, Buy, Hold and Sell. The performance horizon is two years unless specified and the notional target price is defined as the analysts' valuation for a stock.

Strong Buy: >15%/20% for large caps/midcaps, respectively, with high conviction;

Buy: >10%/15% for large caps/midcaps, respectively;

Hold: Up to  $\pm$ -10%; Sell: -10% or more;



Pankaj Pandey

Head - Research

pankaj.pandey@icicisecurities.com

ICICI Direct Research Desk,
ICICI Securities Limited,
1st Floor, Akruti Trade Centre,
Road No 7, MIDC,
Andheri (East)
Mumbai – 400 093
research@icicidirect.com



#### **ANALYST CERTIFICATION**

We /l, Kajal Gandhi, CA, Vasant Lohiya, CA and Vishal Narnolia, MBA, Research Analysts, authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.

#### Terms & conditions and other disclosures:

ICICI Securities Limited (ICICI Securities) is a full-service, integrated investment banking and is, inter alia, engaged in the business of stock brokering and distribution of financial products. ICICI Securities Limited is a Sebi registered Research Analyst with Sebi Registration Number – INH00000990. ICICI Securities is a wholly-owned subsidiary of ICICI Bank which is India's largest private sector bank and has its various subsidiaries engaged in businesses of housing finance, asset management, life insurance, general insurance, venture capital fund management, etc. ("associates"), the details in respect of which are available on www.icicibank.com.

ICICI Securities is one of the leading merchant bankers/ underwriters of securities and participate in virtually all securities trading markets in India. We and our associates might have investment banking and other business relationship with a significant percentage of companies covered by our Investment Research Department. ICICI Securities generally prohibits its analysts, persons reporting to analysts and their relatives from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover.

The information and opinions in this report have been prepared by ICICI Securities and are subject to change without any notice. The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of ICICI Securities. While we would endeavour to update the information herein on a reasonable basis, ICICI Securities is under no obligation to update or keep the information current. Also, there may be regulatory, compliance or other reasons that may prevent ICICI Securities from doing so. Non-rated securities indicate that rating on a particular security has been suspended temporarily and such suspension is in compliance with applicable regulations and/or ICICI Securities policies, in circumstances where ICICI Securities might be acting in an advisory capacity to this company, or in certain other circumstances.

This report is based on information obtained from public sources and sources believed to be reliable, but no independent verification has been made nor is its accuracy or completeness guaranteed. This report and information herein is solely for informational purpose and shall not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. ICICI Securities will not treat recipients as customers by virtue of their receiving this report. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. The recipient should independently evaluate the investment risks. The value and return on investment may vary because of changes in interest rates, foreign exchange rates or any other reason. ICICI Securities accepts no liabilities whatsoever for any loss or damage of any kind arising out of the use of this report. Past performance is not necessarily a guide to future performance. Investors are advised to see Risk Disclosure Document to understand the risks associated before investing in the securities markets. Actual results may differ materially from those set forth in projections. Forward-looking statements are not predictions and may be subject to change without notice.

ICICI Securities or its associates might have managed or co-managed public offering of securities for the subject company or might have been mandated by the subject company for any other assignment in the past twelve months.

ICICI Securities or its associates might have received any compensation from the companies mentioned in the report during the period preceding twelve months from the date of this report for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory service in a merger or specific transaction.

ICICI Securities or its associates might have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the companies mentioned in the report in the past twelve months.

ICICI Securities encourages independence in research report preparation and strives to minimize conflict in preparation of research report. ICICI Securities or its associates or its analysts did not receive any compensation or other benefits from the companies mentioned in the report or third party in connection with preparation of the research report. Accordingly, neither ICICI Securities nor Research Analysts and their relatives have any material conflict of interest at the time of publication of this report.

It is confirmed that Kajal Gandhi, CA, Vasant Lohiya, CA and Vishal Narnolia, MBA Research Analysts of this report have not received any compensation from the companies mentioned in the report in the preceding twelve months.

Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions.

ICICI Securities or its subsidiaries collectively or Research Analysts or their relatives do not own 1% or more of the equity securities of the Company mentioned in the report as of the last day of the month preceding the publication of the research report.

Since associates of ICICI Securities are engaged in various financial service businesses, they might have financial interests or beneficial ownership in various companies including the subject company/companies mentioned in this report.

It is confirmed that Kajal Gandhi, CA, Vasant Lohiya, CA and Vishal Narnolia, MBA, Research Analysts do not serve as an officer, director or employee of the companies mentioned in the report.

ICICI Securities may have issued other reports that are inconsistent with and reach different conclusion from the information presented in this report.

Neither the Research Analysts nor ICICI Securities have been engaged in market making activity for the companies mentioned in the report.

We submit that no material disciplinary action has been taken on ICICI Securities by any Regulatory Authority impacting Equity Research Analysis activities

This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject ICICI Securities and affiliates to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction.