



3R MATRIX

	+	=	-
Right Sector (RS)	✓	■	■
Right Quality (RQ)	✓	■	■
Right Valuation (RV)	■	✓	■

+ Positive = Neutral - Negative

What has changed in 3R MATRIX

	Old		New
RS	■	↔	■
RQ	■	↔	■
RV	■	↔	■

Reco/View

Reco/View	Change
Reco: Buy	↔
CMP: Rs. 2,031	
Price Target: Rs. 2,428	↑

↑ Upgrade ↔ Maintain ↓ Downgrade

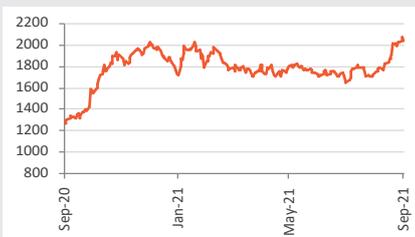
Company details

Market cap:	Rs. 402,742 cr
52-week high/low:	Rs. 2071/1252
NSE volume: (No of shares)	34.2 lakh
BSE code:	500247
NSE code:	KOTAKBANK
Free float: (No of shares)	378.22 cr

Shareholding (%)

Promoters	26
FII	42.7
DII	14.4
Others	16.9

Price chart



Price performance

(%)	1m	3m	6m	12m
Absolute	15.8	19.1	16.1	60.7
Relative to Sensex	12.5	6.0	-5.8	4.3

Sharekhan Research, Bloomberg

Summary

- ◆ Kotak Mahindra Bank (KMB) is well-positioned to grow at a healthy rate as credit demand picks up and as it has a clean balance sheet (capital adequacy of 24.7%; Tier I capital at 22.8%), strong liability franchise (industry leading CASA at 60.2%) and improving trend on asset quality side.
- ◆ In Q1, slippages were elevated amid wave-2 of COVID-19. However, KMB's COVID-related provisions (0.6% of loans) and restructuring was low at 0.25% during the quarter.
- ◆ In Q2, we expect slippages to decline as collection efficiency improves. Consequently, GNPA ratio is expected to be at ~3.3% in Q2, down from 3.56% in Q1. NII is also likely to grow by ~15% with better recoveries and an increase in credit growth during the quarter.
- ◆ We expect the bank's subsidiaries such as Kotak Securities and Kotak Asset Management to perform well amid a buoyant equity market. Valuations are attractive after adjusting for subsidiary valuations of Rs. 571/share. We retain a Buy rating on the stock with revised SOTP-based price target of Rs 2,428 - valuing the standalone bank at 4.5x FY23 book value.

◆ **NII growth and asset quality expected to improve in Q2:** We expect asset quality to get better in Q2FY22 with GNPA ratio likely to be at 3.3% versus 3.56% in Q1FY22 led by lower slippages and better recovery. Recoveries and collections were weak in April-May 2021 amid wave-2 of the COVID-19 pandemic. Despite being well capitalised and having the highest capital adequacy ratio, the bank's loan book growth has been lagging private sector peers. We expect credit growth to pick up in Q2FY22 and accordingly NII is likely to grow by 15% y-o-y in Q2FY22.

◆ **Improvement in subsidiaries to boost consolidated PAT:** In Q1, the loss of Rs. 243 crore reported by its life insurance subsidiary and elevated provisions (standalone operations) led to sequential decline in consolidated profits. However, in Q2, the life insurance subsidiary is expected to turn around, while Kotak Securities and Kotak Prime are expected to maintain their healthy growth trend.

Our Call

**Valuation—Maintain Buy with a revised PT of Rs. 2,428:** We value Kotak Mahindra Bank on a standalone basis at ~4.5x its FY2023E book value and its subsidiaries at ~Rs. 571 per share. The bank's strong operating metrics, prudent and agile leadership team. It is well-positioned to grow at a healthy rate as credit demand picks up, as it has a clean balance sheet (capital adequacy of 24.7%; Tier I capital at 22.8%), strong liability franchise (industry leading CASA at 60.2%) and as asset quality improves. We recommend a Buy on the stock with an SOTP-based PT of Rs. 2,428.

Key Risks

Any delay in an economic pick-up may elongate the recovery trajectory, resulting in consequent rise in risk of NPAs affecting profitability.

Valuation

Particulars	Rs cr			
	FY21	FY22E	FY23E	FY24E
NII	15,340	16,617	19,053	22,317
PPoP	12,215	13,605	15,534	18,234
PAT	6,965	7,993	9,482	10,719
EPS (Rs)	35.1	40.3	47.8	56.3
BVPS (Rs)	321.6	361.6	408.9	481.1
PE (x)	57.8	50.4	42.5	36.1
PBV (x)	6.3	5.6	5.0	4.2
RoE (%)	10.9	11.2	11.7	11.7
RoA (%)	1.8	1.8	1.9	1.9

Source: Company; Sharekhan estimates

### Formidable liability franchise

Kotak Mahindra Bank’s strategy for deposit growth and market share has primarily revolved around offering higher deposit savings rates versus its competitors. The strategy has worked well until now; in the 10-year period ending FY21, the bank’s deposit base clocked a 25% CAGR. Growth declined to 14% in FY17, mainly due to integration-related issues, but rebounded to 21% in FY18. Kotak Mahindra Bank has been able to improve its CASA ratio to 60% in FY21 (from 29% in FY13) backed by strong deposit growth.

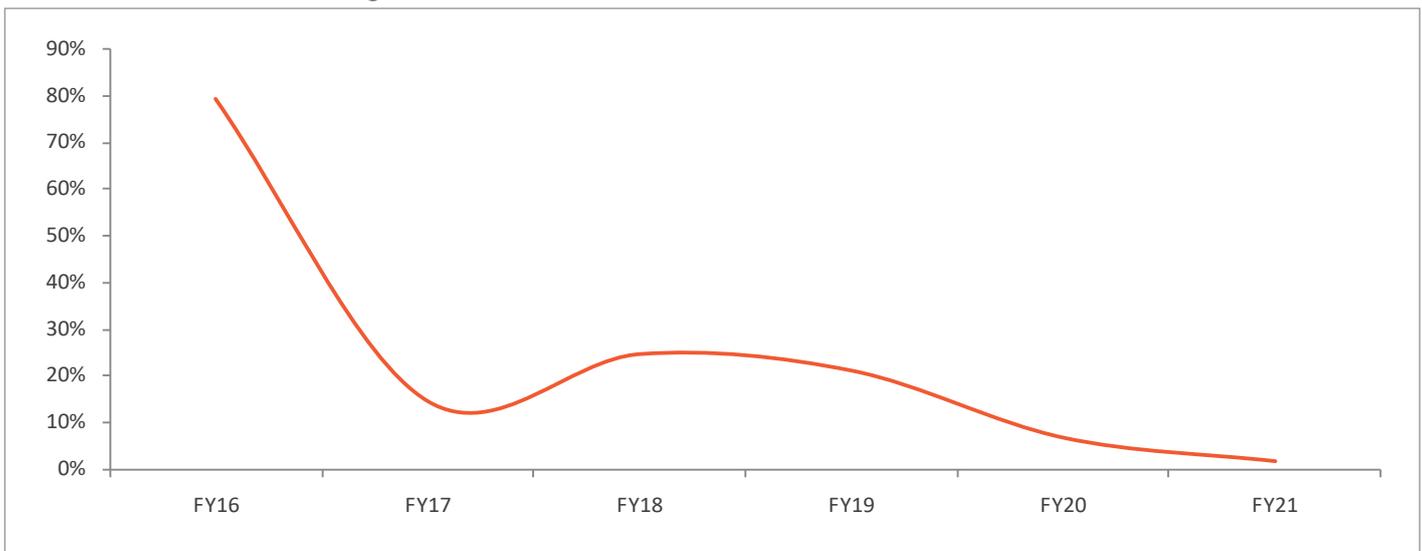
### Best CASA franchise among peers

KMB has clearly been in a league of its own in terms of fortifying its liability franchise – the bank has ramped up share of CASA deposits from 37% in FY16 to 60% in FY19 and successfully closed the gap with larger peers. In fact, at 60% as on Q1FY22, KMB now has the highest CASA ratio in the industry, well ahead of peers. In our view, a series of strategies ranging from the acquisition of ING Vysya Bank to its digital banking initiative ‘811’ have worked in KMB’s favour to create a strong liability franchise.

### Calibrated, cautious growth in loan book with focus on strong underwriting

Kotak Mahindra Bank’s loan book clocked a CAGR of 22% in the 10-year period ending March 2021 (before the merger with ING in FY16). Integration challenges and demonetisation resulted in loan growth falling to 15% in FY17. After successful integration of ING Vysya, Kotak Mahindra Bank restored its growth (in FY18) with the loan book rising by 21%. Due to the pandemic, loan growth slowed down to 1.8% in FY21 from 21% y-o-y in FY19.

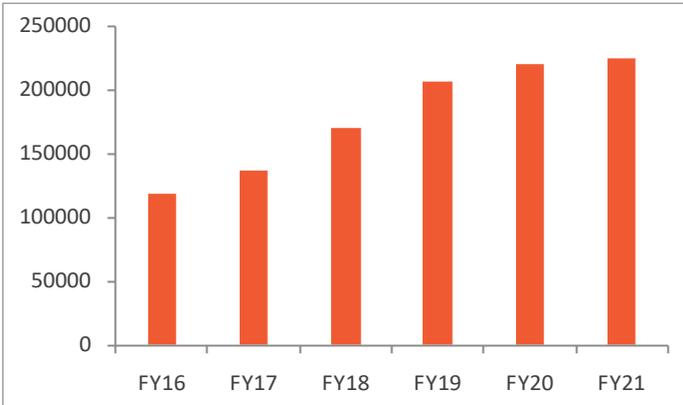
### Loans clocked 13.5% CAGR during FY16-FY21



Source: Bank, Sharekhan Research

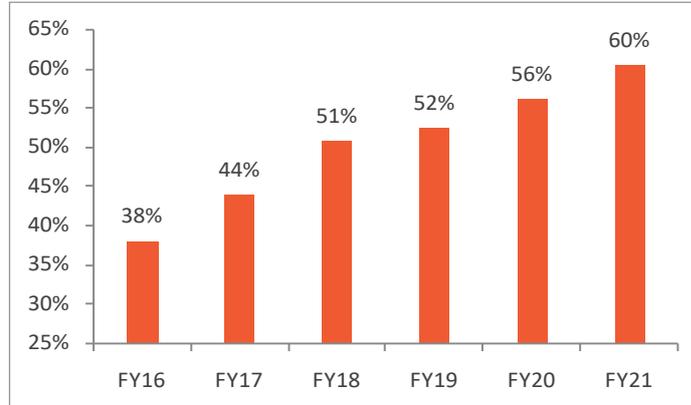
**Financials in charts**

**Loans clocked 13.5% CAGR during FY16-FY21**



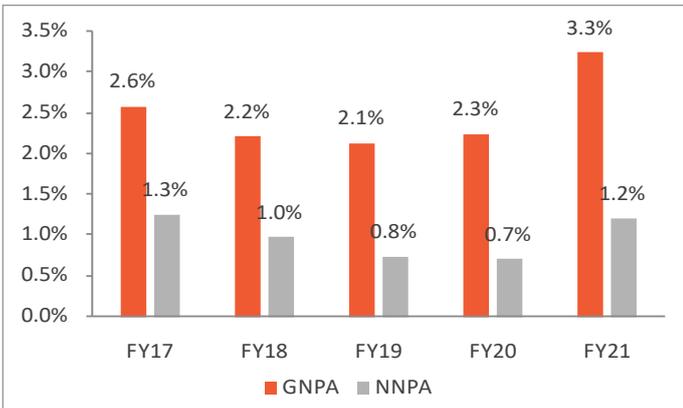
Source: Bank, Sharekhan Research

**Highest CASA ratio among all banks**



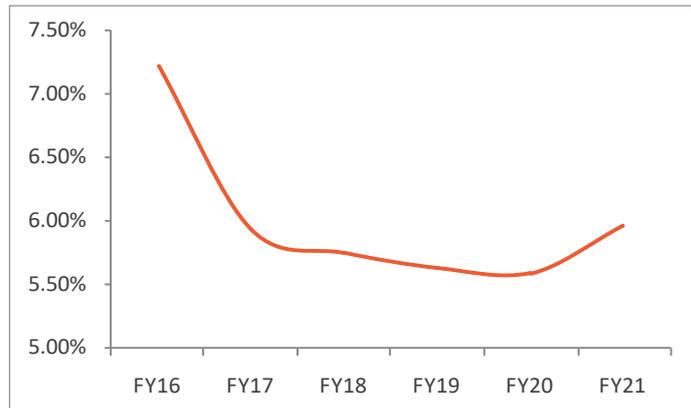
Source: Bank, Sharekhan Research

**Trends in Asset Quality**



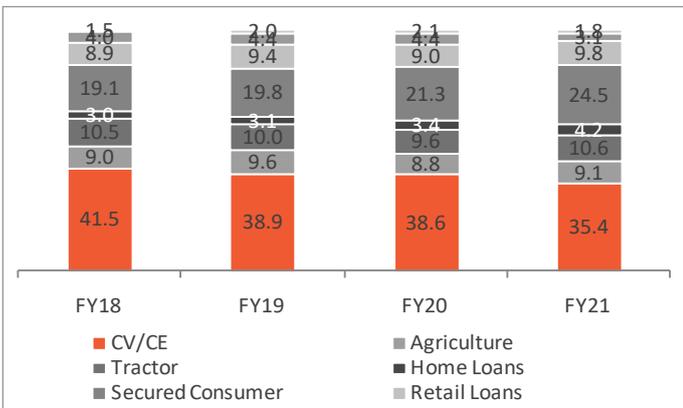
Source: Bank, Sharekhan

**NIMs has stabilised from its high of 7%**



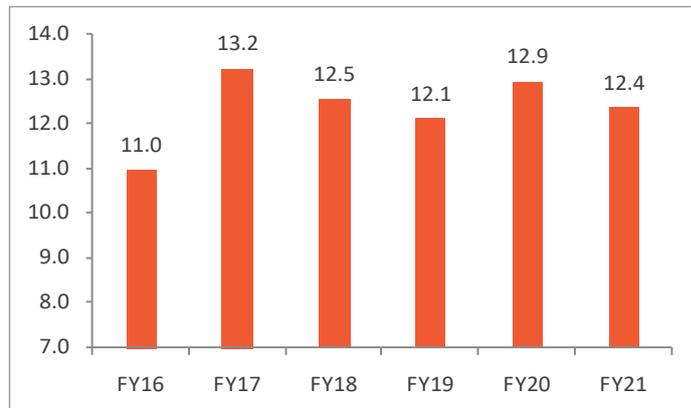
Source: Bank, Sharekhan

**Loan Portfolio: Decline in CV/CE book**



Source: Bank

**ROEs has been in the range of 12-13%**



Source: Bank

## Outlook and Valuation

### ■ Sector view - Credit growth yet to pick up, stronger banks placed better

System-level credit offtake remains sedate, growing by 6.7% y-o-y in the fortnight ending Sep 10, 2021. On the other hand, deposits rose by 9.3%. Moreover, the RBI's accommodative monetary policy stance, resulting in surplus liquidity, provides succour in terms of easy availability of funds and lower cost of funds for banks and financials. The end of the loan moratorium is a relief. Going forward, corporate exposure is likely to be a function of asset quality, client profile, as well as economic recovery. At present, we believe that the banking sector is likely to see increased risk-off behaviour, with tactical market share gains for well-placed players. We believe that large banks, with a strong capital base and strong asset quality (with high coverage and provision buffers), are better placed to take off once the situation normalises.

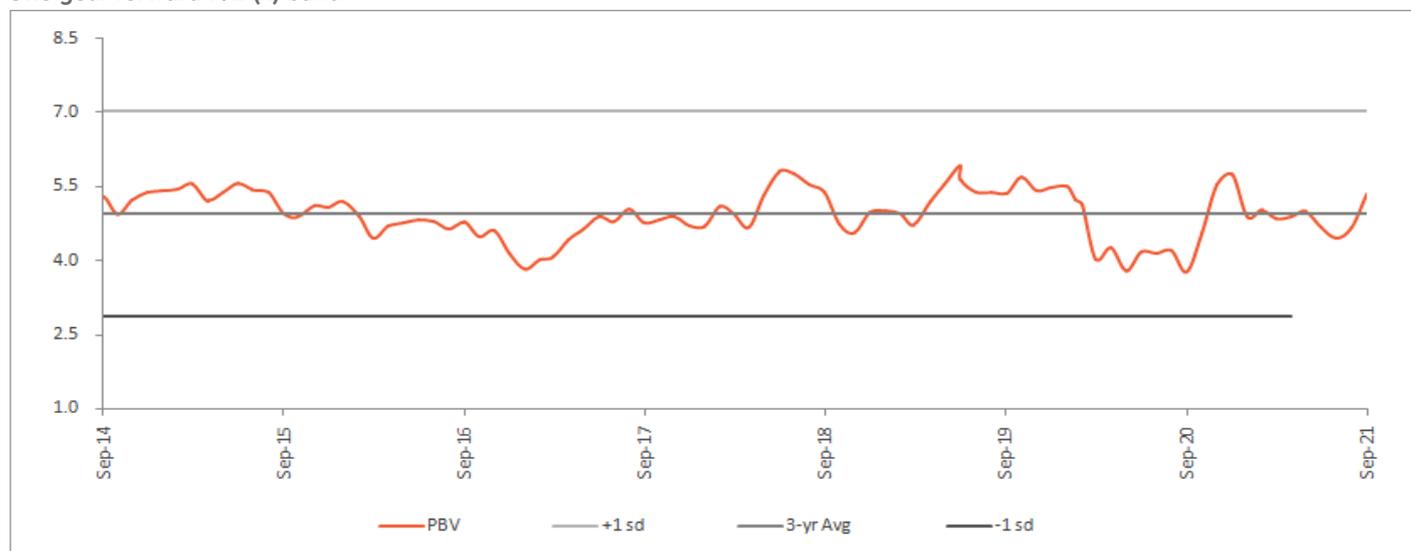
### ■ Company outlook

We believe with KMB's strong retail positioning along with a mass-affluent customer base, the bank is likely to see fewer asset quality issues from the retail segment, and its strategy of front-loading of provisions and recognitions has resulted in an improving NPA position on a sequential basis. The bank is entering FY2022E with a relatively clean/normalised book quality. KMB has one of the highest CASA ratios in the industry (at over 60% as on June 2021), which has helped the bank in reducing Cost of Funds, which will enable it to grow its business in a risk-calibrated manner. The current capitalisation and provision coverage ratio indicate a long growth runway for the bank. KMB has a diversified and integrated financial service offering that helps it balance against market cycles, hedge against downturns in specific segments and access to multiple growth avenues. The broad product spectrum helps meet customers' diverse financial and investment requirements, thus enhancing overall customer experience. We believe that its strength on the liability side, along with strong book quality and robust capital position provide it with strong fundamentals.

### ■ Valuation - Maintain Buy with a revised PT of Rs. 2,428

We value KMB on a standalone basis at ~4.5x its FY2023E book value and its subsidiaries at ~Rs. 571 per share. The bank's strong operating metrics, prudent and agile leadership team, well-capitalised balance sheet, as well as the quality of its subsidiaries (formidable players in their own segments) provide long-term value to the franchises. The stock is available at 5.6x/5.0/4.2x its FY2022E/FY2023E/FY2024E BVPS. With the recent QIP and capital issue, the bank is comfortably placed with a tier-1 capital ratio of 23.6% (standalone) and has the wherewithal for capitalising on opportunities. We recommend a Buy on the stock with an SOTP-based PT of Rs. 2,428.

### One-year forward P/B (x) band



Source: Company; Sharekhan Research

### SOTP Valuation

ENTITY	Stake	Valuation Parameter	Value Per share
Kotak Mahindra Bank	Parent Bank	4.5x FY23E BVPS	1,857
Kotak Securities Ltd	100%	27x PAT FY23E	197
Kotak Mahindra Asset Management Company Ltd	100%	5% of FY23E AUM	77
Kotak Mahindra Life Insurance Ltd	100%	Trailing EV for FY21	297
Kotak Mahindra Prime	100%	28x PAT FY22E	102
Others	100%		40
Less: Holdco Discount for subsidiaries	20%		570
<b>SOTP VALUE</b>			<b>2,428</b>

Source: Company; Sharekhan Research

## About company

Established in 1985, Kotak Mahindra Group (Group) is one of India's leading financial services conglomerate. KMB has a national footprint of 1,600 branches and 2,573 ATMs. The Group offers a wide range of financial services that include commercial banking, stock broking, mutual funds, insurance, and investment banking. The Group caters to diverse financial needs of both individuals and the corporate sector. The bank has a well-diversified pan India (~30% each in North, West and South regions and 8% in Eastern India) and has one of the highest CASA ratios in the Industry.

## Investment theme

We believe KMB continues to be an attractive business franchise, with a well-rounded products and services offering, shaping up well for the long term. Consistent performance across interest rate and asset cycles is a key differentiator and indicates the management's quality and strength of the franchise. The bank's subsidiaries are shaping up well; and while at present, they are relatively small, we believe each one has strong business strengths and are well on way to be a significant value contributor to the consolidated business in the long term. We find KMB to be an attractive franchisee with a strong balance sheet, with pan India reach and healthy capitalisation, which will help it tide over medium-term challenges.

## Key Risks

Any delay in economic pickup may elongate the recovery trajectory, resulting in consequent rise in risk of NPAs affecting profitability.

## Additional Data

### Key management personnel

Mr Uday Kotak	Executive Vice Chairman and MD
Mr Deepak Gupta	Joint MD
Ms S Ekambaram	Country Head – Consumer Banking
Mr K V S Manian	Country Head - Wholesale and Investment Banking
Mr. D. Kannan	Country Head – Commercial Banking

Source: Company

### Top 10 shareholders

Sr. No.	Holder Name	Holding (%)
1	Kotak Uday Suresh	25.77
2	Capital Group Cos Inc/The	2.3
3	Euro pacific growth fund	4.45
4	CANADA PENSION PLAN INVESTMENT B	6.37
5	Oppenheimer Funds Inc	3.3
6	Axis Mutual fund	1.55
7	SBI Funds Management Pvt Ltd	2.41
8	Life Insurance Corp of India	4.38
9	Sumitomo Mitsui Financial Group In	1.72
10	NEW WORLD FUND INC	1.98

Source: BSE

Sharekhan Limited, its analyst or dependant(s) of the analyst might be holding or having a position in the companies mentioned in the article.

## Understanding the Sharekhan 3R Matrix

Right Sector	
Positive	Strong industry fundamentals (favorable demand-supply scenario, consistent industry growth), increasing investments, higher entry barrier, and favorable government policies
Neutral	Stagnancy in the industry growth due to macro factors and lower incremental investments by Government/private companies
Negative	Unable to recover from low in the stable economic environment, adverse government policies affecting the business fundamentals and global challenges (currency headwinds and unfavorable policies implemented by global industrial institutions) and any significant increase in commodity prices affecting profitability.
Right Quality	
Positive	Sector leader, Strong management bandwidth, Strong financial track-record, Healthy Balance sheet/cash flows, differentiated product/service portfolio and Good corporate governance.
Neutral	Macro slowdown affecting near term growth profile, Untoward events such as natural calamities resulting in near term uncertainty, Company specific events such as factory shutdown, lack of positive triggers/events in near term, raw material price movement turning unfavourable
Negative	Weakening growth trend led by led by external/internal factors, reshuffling of key management personal, questionable corporate governance, high commodity prices/weak realisation environment resulting in margin pressure and deteriorating balance sheet
Right Valuation	
Positive	Strong earnings growth expectation and improving return ratios but valuations are trading at discount to industry leaders/historical average multiples, Expansion in valuation multiple due to expected outperformance amongst its peers and Industry up-cycle with conducive business environment.
Neutral	Trading at par to historical valuations and having limited scope of expansion in valuation multiples.
Negative	Trading at premium valuations but earnings outlook are weak; Emergence of roadblocks such as corporate governance issue, adverse government policies and bleak global macro environment etc warranting for lower than historical valuation multiple.

Source: Sharekhan Research

# Sharekhan

by BNP PARIBAS

Know more about our products and services

For Private Circulation only

**Disclaimer:** This document has been prepared by Sharekhan Ltd. (SHAREKHAN) and is intended for use only by the person or entity to which it is addressed to. This Document may contain confidential and/or privileged material and is not for any type of circulation and any review, retransmission, or any other use is strictly prohibited. This Document is subject to changes without prior notice. This document does not constitute an offer to sell or solicitation for the purchase or sale of any financial instrument or as an official confirmation of any transaction. Though disseminated to all customers who are due to receive the same, not all customers may receive this report at the same time. SHAREKHAN will not treat recipients as customers by virtue of their receiving this report.

The information contained herein is obtained from publicly available data or other sources believed to be reliable and SHAREKHAN has not independently verified the accuracy and completeness of the said data and hence it should not be relied upon as such. While we would endeavour to update the information herein on reasonable basis, SHAREKHAN, its subsidiaries and associated companies, their directors and employees ("SHAREKHAN and affiliates") are under no obligation to update or keep the information current. Also, there may be regulatory, compliance, or other reasons that may prevent SHAREKHAN and affiliates from doing so. This document is prepared for assistance only and is not intended to be and must not alone be taken as the basis for an investment decision. Recipients of this report should also be aware that past performance is not necessarily a guide to future performance and value of investments can go down as well. The user assumes the entire risk of any use made of this information. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. We do not undertake to advise you as to any change of our views. Affiliates of Sharekhan may have issued other reports that are inconsistent with and reach different conclusions from the information presented in this report.

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 SHAREKHAN 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.

The analyst certifies that the analyst has not dealt or traded directly or indirectly in securities of the company and that all of the views expressed in this document accurately reflect his or her personal views about the subject company or companies and its or their securities and do not necessarily reflect those of SHAREKHAN. The analyst and SHAREKHAN further certifies that neither he or his relatives or Sharekhan associates has any direct or indirect financial interest nor have actual or beneficial ownership of 1% or more in the securities of the company at the end of the month immediately preceding the date of publication of the research report nor have any material conflict of interest nor has served as officer, director or employee or engaged in market making activity of the company. Further, the analyst has also not been a part of the team which has managed or co-managed the public offerings of the company and no part of the analyst's compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this document. Sharekhan Limited or its associates or analysts have not received any compensation for investment banking, merchant banking, brokerage services or any compensation or other benefits from the subject company or from third party in the past twelve months in connection with the research report.

Either, SHAREKHAN or its affiliates or its directors or employees / representatives / clients or their relatives may have position(s), make market, act as principal or engage in transactions of purchase or sell of securities, from time to time or may be materially interested in any of the securities or related securities referred to in this report and they may have used the information set forth herein before publication. SHAREKHAN may from time to time solicit from, or perform investment banking, or other services for, any company mentioned herein. Without limiting any of the foregoing, in no event shall SHAREKHAN, any of its affiliates or any third party involved in, or related to, computing or compiling the information have any liability for any damages of any kind.

Compliance Officer: Mr. Joby John Meledan; Tel: 022-61150000; email id: [compliance@sharekhan.com](mailto:compliance@sharekhan.com);

For any queries or grievances kindly email [igc@sharekhan.com](mailto:igc@sharekhan.com) or contact: [myaccount@sharekhan.com](mailto:myaccount@sharekhan.com)

**Registered Office:** Sharekhan Limited, 10th Floor, Beta Building, Lodha iThink Techno Campus, Off. JVLR, Opp. Kanjurmarg Railway Station, Kanjurmarg (East), Mumbai – 400042, Maharashtra. Tel: 022 - 61150000. Sharekhan Ltd.: SEBI Regn. Nos.: BSE / NSE / MSEI (CASH / F&O / CD) / MCX - Commodity: INZ000171337; DP: NSDL/CDSL-IN-DP-365-2018; PMS: INP000005786; Mutual Fund: ARN 20669; Research Analyst: INH000006183;

Disclaimer: Client should read the Risk Disclosure Document issued by SEBI & relevant exchanges and the T&C on [www.sharekhan.com](http://www.sharekhan.com); Investment in securities market are subject to market risks, read all the related documents carefully before investing.