

BSE SENSEX 62,869
S&P CNX 18,696

CMP: INR931 **TP: INR1,150 (+24%)** **Buy**



Stock Info

Bloomberg	ICICIB IN
Equity Shares (m)	6,969
M.Cap.(INRb)/(USD\$b)	6492.1 / 79.8
52-Week Range (INR)	958 / 642
1, 6, 12 Rel. Per (%)	0/11/21
12M Avg Val (INR M)	11152
Free float (%)	100.0

Financials Snapshot (INR b)

Y/E March	FY22	FY23E	FY24E
NII	474.7	592.6	694.9
OP	392.5	469.9	555.1
NP	233.4	309.0	367.9
NIM (%)	4.0	4.3	4.3
EPS (INR)	33.7	44.5	52.9
EPS Gr (%)	39.2	32.1	19.0
ABV (INR)	223.3	267.7	317.1
Cons. BV (INR)	262.0	305.5	358.0

Ratios

RoE (%)	15.0	17.0	17.2
RoA (%)	1.8	2.1	2.1

Valuations

P/BV (x) Cons.	3.6	3.0	2.6
P/ABV (x)	3.4	2.8	2.4
P/E (x)	22.5	17.0	14.3

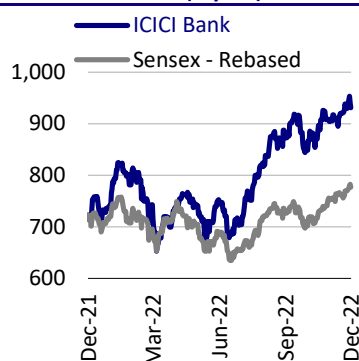
*Multiples adjusted for Subs

Shareholding pattern (%)

As On	Sep-22	Jun-22	Sep-21
Promoter	0.0	0.0	0.0
DII	37.4	38.0	33.5
FII	54.2	53.0	58.7
Others	8.5	9.1	7.8

FII Includes depository receipts

Stock Performance (1-year)



Taking tech to a new level; blurring boundaries between Bank and Fintech

Growth trajectory robust; risk calibrated Core PPOP growth remains key

We attended ICICIBC analyst day, where the management demonstrated its digital capabilities and how the bank is building various platforms and solutions to provide an end-to-end digital journey with a seamless and improved customer experience. The bank follows a 360-degree approach with Fair to Bank, Fair to Customer becoming the core mantra for employees at all levels. The key focus continues to be on growing the core PPOP in a risk-calibrated manner with Return of Capital being the core philosophy vs Return on Capital. ICICIBC appears to be several notches above its peers, when it comes to business transformation, led by tech initiatives and these digital capabilities will enable the bank to deliver superior growth over years to come. We expect ICICIBC to register a loan CAGR of 20% over FY22-24E and estimate FY24E RoA/RoE of 2.1%/17.2%. We reiterate our Buy rating with a SoTP-based TP of INR1,150 (3.1x FY24E ABV). ICICIBC remains our top pick in the sector and we believe that besides the steady investment return, owning ICICI Bank stock also brings a sense of pride in every investor's portfolio.

Corporate Banking – Deepening customer engagements to drive superior profitability

ICICIBC follows a corporate 360-degree approach across segments, covering family offices, employee, supply chain, statutory, and corporate solutions. Data analytics is driving better insights from the complex and large corporate transactions to redefine customer journey, which in turn, helps RM to provide enhanced solutions. ICICIBC has coverage across more than 20 sectors with multi-disciplinary teams. The bank's focus continues to be on discovering industry best practices and insights to co-create solutions as the bank believes it is by only gaining mind share, one can aim to increase the wallet share.

Customer journeys simplified – Giving wings to businesses by minimizing procedural delays

The bank is constantly focused on devising customer-friendly solutions to simplify its work and improve productivity levels. One such initiative includes digitizing the export journey. Likewise, the bank has launched solutions in textile and supply chain businesses, reducing the sanction time to 29 minutes. One Supply Chain Finance (SCF) and Digital Lite are such platforms which have increased the corporates in supply chain by 60% and dealers and vendors by 90%. Further, the bank provides various solutions for the treasury, forex transactions, small and medium businesses via the InstaBiz and iMobile app, resulting in an increased and improved business metric across most parameters.

iLens – A unified customer loan journey

iLens is a recently launched cloud-based app for an end-to-end journey for retail loans. The bank has ~23k active users on this platform, including 10k channels and 2k agencies. About 95% of incremental mortgage business is getting processed through iLens. The customer can check the status on loan application at every single stage and can also submit queries via iLens and have timely resolution. This has helped reduce load on customer care call centers. In Oct'22, 80% of customers have used this functionality, resulting in a drop in call center volumes.

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Investors are advised to refer through important disclosures made at the last page of the Research Report.

Motilal Oswal research is available on www.motilalosal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Gaining market share in payments business, driven by digital capabilities

Credit card business has been completely digitalized and 14% of issuances are executed in 30 minutes and 22% in 30 seconds (for ETB customers). Further, the bank has seen a 67% increase in EMI transactions. The bank has issued ~3.5m cards with Amazon Pay with 65% being to NTB customers over the past three months. Spends for these cards are 20% higher than the industry average, while risk is 30% lower than that of the industry. It has an activation rate of 70% - the best in the industry and had a negligible impact from the recent RBI guidelines on card activation. Further, ICICIBC is offering card less EMI for ETB customers and is live at ~2.5k merchants and 15k retailers. It will soon get live for the other bank customers as well. About 97% of the total country's collections are done via FASTag with the bank's market share standing at ~31%. The bank is live on Parking and access controls and is looking to expand both the use cases as well as the geographic penetration.

Retail Banking – Empowering business centres to take full bank to customer

ICICIBC has expanded the role of its Business Centres, thereby taking the full bank to the customer. It is also intensifying its presence in high potential markets and created 104 Zonal heads, 24 city heads, and 9 state heads. It merged rural banking centres with retail centres, while the retail assets distribution is fully aligned with liabilities. SME and private banking teams are converged with retail, while credit business centres are now co-located in business centres. ICICIBC is thus geared up for the next growth cycle with a focus to improve the NII/fee income, lower the cost of acquisitions and opex, and maintain a healthy portfolio quality to grow PPOP in a risk-calibrated manner.

Go-to-market strategy – Customized approach to better tap high growth

ICICIBC is realigning the distribution to capture the opportunities in various markets. Kolkata provides an important micro market opportunity with 12% of the total national MSMEs in these regions. ICICIBC assesses market share and growth trends in different hubs of Kolkata for potential expansion opportunities. Over the past three years, ICICIBC has increased its distribution by 3x in Kolkata to better tap the SME opportunity. Further, Hyderabad provides an important opportunity in the affluent ecosystem, while Bangalore is among the most important IT and startup industry, contributing 41% of the country's export and 1/3rd of IT manpower with the highest concentration of Unicorns. ICICIBC provides various solutions, aligning with the needs of these markets with focus on increasing digital capabilities to improve the PPOP.

Building multiple Fintechs in the bank; risk-calibrated core PPOP the key

ICICIBC has been reporting strong growth, led by its digital capabilities and its constant efforts toward simplifying customer journeys and strengthening the trust and brand. This will enable ICICI Bank to become a preferred banking partner for its customers. The focus remains on providing an end-to-end digital journey with a seamless and improved customer experience as the bank follows a 360-degree approach with Fair to Bank, Fair to Customer being the core principle. The digital journey for the bank has resulted in increased throughput and improved efficiency, which in turn has resulted in increased market and wallet share. The bank's focus continues to be on growing the core PPOP in a risk-calibrated manner with Return of Capital being the core philosophy. We expect ICICIBC to register a loan CAGR of 20% over FY22-24E and estimate FY24E RoA/RoE of 2.1%/17.2%, respectively. **We reiterate our Buy rating with a SoTP-based TP of INR1,150 (3.1x FY24E ABV). ICICIBC remains our top pick in the sector and we believe that besides the steady investment return, owning ICICI Bank stock also brings a sense of pride in every investor's portfolio.**

Key takeaways from the session with the management

Opening remarks by Mr. Sandeep Bakhshi – MD and CEO

- The bank aims to create a delightful experience for customers by enhancing its digital capabilities
- The bank's focus remains on building a 360-degree approach for a seamless customer journey and providing robust digital platforms
- There is a significant optimism around the Indian economy and fundamentally, the banking system is at a very strong footing, aided by RBI and Governments support
- Corporates have become financially responsible and the borrowers behavior has also changed as they want to keep their credit score healthy
- SMEs have started to realize that GST is good for business enhancement
- Return of capital is sacrosanct and is a priority over Return on capital
- Brand, Trust, and Reputation are key in a banking business and it is important to be Fair to Bank and Fair to Customers.
- The banking system and processes need to be simple and straight and an appropriate capacity needs to be built to provide customers with a seamless journey.
- The banks need to constantly adapt and innovate to stay relevant.
- Society > Organization > Product and processes – is the internal order of preference/business.
- The bank's focus continues to be on growing PPOP in a risk-calibrated manner with appropriate means, i.e., capital. The bank will continue to trade income to protect capital – This is the core philosophy of the bank.
- The bank continues strive for good quality liability and assets.
- Customers should see ICICIB as the banker of choice with no exit barriers for customers in case they want to move out. Thus, ICICIB has reduced the foreclosure and exit charges in line with this philosophy.
- India could be the third largest economy in the next few years, and thus, banks need to scale up to meet the growing needs of the economy. India needs to have more banks in the top 10/20 global banks
- Optimism, Humility, and Desire to learn are the guiding mantras for the bank.

Session 1: Customer Journeys across business verticals by Mr. Anup Bagchi – Executive Director and Team

- The first trillion dollar of economy was achieved in 58 years, the second trillion was in 12 years, while the third trillion took only five years.
- Geopolitical issues are now gradually converting into Geo-economic issues.
- There is a shift toward India and a very large opportunity remains untapped. Winners are emerging in every sector with gap between others widening.
- The customer-centric companies are the ones thriving in the industry.
- Structural changes in the Indian economy has made the economy much stronger.
- The focus on capex is increasing and the bank is sensing a big shift to India due to global issues. The corporate balance sheet seems to be in a good shape to undertake the capex.

- The banking patterns are changing to cater to the changing needs of the customers. The customer journey should be smooth with minimal friction.
- Approach of the bank to deliver a 360-degree customer journey dwells upon
 - **Internal factors** - One bank, One team, Continuous tech investment, seamless processes, and focus on profit pools
 - **External factors** - Brand reputation, Seamless delivery, Taking the entire bank to customer, deepen relationships and client centricity
- Customer delight, Consistency, and a 360-degree customer journey remain the core principles of the bank
- A corporate 360-degree approach is on providing Corporate solutions, Statutory solutions, Supply chain solutions, employee solutions, and Family office needs
- Data analytics is driving simplified insights from the complex and large corporate transactions to redefine customer journeys, which in turn helps RM to provide enhanced solutions.
- The bank covers more than 20 sectors with multi-disciplinary teams. The bank continues to focus on discovering industry best practice ad insights to co-create solutions.
- Gaining mind share is key to gaining wallet share.
- Another area that the bank is working on is simplifying customer export journey and making the process completely digital to improve on the TAT. Digital adoption has increased to 70% from 5-10% in the past one year, resulting in an increase in the rupee export book by ~1.5x.
- The bank provides a wide bouquet of solutions and digital platforms for Supply chain solutions. The sanction time has reduced to 29 minutes.
- Trade emerge, a platform launched six months back, has significantly enhanced the journey of exporters, making ICICIBC a trusted partner.
- One SCF – a new platform is being launched to make the supply chains solutions easier.
- As a result, the number of Corporates and dealers/vendors has increased by 1.6x and 1.9x, respectively, in the past one year. The book has thus grown by ~1.7x over a similar period
- Further to the existing solutions on treasury, the bank has started to provide Hedging on the move and RM deal booking as new offerings on digital channels
- Forex transactions and volumes grew 40% and 41%, respectively. Trade and services were up 1.5x and 1.4x. Digital onboarding stands at ~88%.
- Small and Medium Business (SMB) contributes 30% of the GDP and this is likely to increase to 35% by FY25, and thus, remains an important vertical for the bank to grow
- The bank offers multi-model solutions for B2C and provides bulk payment options for B2B to meet the needs
- The bank is catering to the working capital needs of ~0.32m SMBs. It further provides algorithm-based solutions for SMBs that do not bank with ICICIBC based on GST returns and bank statements
- The bank is providing a lot of business solutions to cater the needs of SMBs via InstaBiz app, which is witnessing healthy traction. The app is now available to customers of all banks.

- InstaBiz app has ~1.33m active users, of which, INR0.2m are non-ICICIBC customers. CA balances of these customers are 1.7x of that of no digital customers.
- Business banking grew 42% YoY with 95% being fully collateralized. SME book grew 26%. About 93% of transactions are being executed digitally.
- The bank is further providing complete solutions to cater all the needs of salaried and self-employed customers. It has further simplified the investment journey to facilitate MF transactions.
- Digital SIP share has increased to 75% from 50% a couple of years back
- Retail average SA balance grew 1.5x, salary uploads grew 1.4x, and SIP book grew 1.5x over the past three years
- **iLens** – a cloud-based end-to-end journey for retail loans. About 95% of incremental mortgages business is getting processed through iLens. It has 24k active users, including 10k channels and 2k agencies. The customer can not only track the application but the app acts as a repository of documents to resolve query on a live basis. In Oct'22, 80% of the customer base has used this functionality, resulting in a drop in call center volumes
- Student, Wheel, and Mortgage ecosystem are some examples, where the bank has launched various digital solutions to provide a superior customer experience and improve operational efficiency
- **Student ecosystem:** The bank has witnessed ~0.9m page views and 0.6m unique users, offering 70+ bundled services and information about ~1,400 universities
- **Wheel ecosystem:** The aim is to provide complete solutions to OEM, Dealers, and Customers. The bank is offering over ~15m pre-approved offers.
- **Mortgage ecosystem:** The aim is to provide complete solutions to Developers, Sellers, and Customers. The bank has registered over 9k developers, approved over 6k online projects and offering over 10m pre-approved offers across more than 45k approved projects.
- Credit card business is completely digitalized and is a well-matured stack.
- About 14% issuances are executed in 30 minutes and 22% being issued in 30 seconds (for ETB customers). It has seen a 67% increase in EMI transactions.
- **Amazon pay:** The bank has issued ~3.5m cards with 65% to NTB customers over the past three months. Spends are 20% higher than the industry, while risk is 30% of that of the industry average. It has an activation rate of 70% - the best in the industry and had a negligible impact from the recent RBI guidelines. About 80% of cards are sourced via Video KYC.
- Further, the bank is offering card less EMI for ETB customers, which is live at ~2.5k merchants and 15k retailers. The same will soon get live for the other bank customers as well.
- **FASTag** – About 97% of total collections are executed via FASTag with banks' market share at ~31%. The bank is live on Parking and access controls and looking to expand the same in multiple cities to increase the use cases

Session 2: Go to market strategy by Mr. Rakesh Jha – Executive Director and Team

- The bank is geared up well for the next growth cycle
- Trust, Team and Technology are the key anchors of the strategy

- The bank has formed a lot of business centers, which will take the bank to the customers, enabling deeper customer engagement
- ICICIBC has intensified presence in high potential markets with 104 zonal heads, 24 city heads and nine state heads
- Market share varies from 1% to 20% across geographies and thus dedicated centers focus on improving the market share and deepen its presence
- Rural banking centers have been merged with Retail; Retail assets have been fully aligned with liabilities; SME and private banking have been converged with Retail and Credit business centers are co-located within business centers
- Key pillars of strategy remain: a) Micro-market approach, b) Ecosystem coverage, and, c) Digital as force multiplier
- The outcome is to improve the NII/fee income, lower the cost of acquisitions and opex and maintain a healthy portfolio quality with a focus on growing PPOP in a risk calibrated manner
- The bank has added 200 business centers in 1HFY23 and will look to add more in 2H and FY24
- The app/business solutions provide a comprehensive dashboard with respect to the opportunity available in a particular geography to set targets and improve penetration
- Data analytics are used to provide a detailed and holistic view of the emerging markets, new growth engines and larger market opportunities that enables a focused execution in targeting those segments
- ICICIBC has invested a lot in Virtual Relationship Management (VRM) for seamless engagement and improve the TAT and efficiency
- **Affluent and wealth outlook:** 80% of growth is expected in HNWI's by 2031. 7.7m individual households will have investment assets of more than INR1m. It is expected that Elite individuals are likely to reach 79m
- Hyderabad provides one of the most important affluent ecosystem and opportunity.
- Aggregate deposit market share surged 1.2x, Asset book grew 1.32x, Customer base up 1.14x and product per customer grew 1.27x over the past three years. Around 33% of customers are served by the VRM team
- Kolkata provides one of the most important micro market opportunities with 12% of total MSME being in Kolkata and neighboring regions. Self-employed is thus a big micro-market in Kolkata
- The bank assesses the market share and growth trends in different hubs of Kolkata to focus on potential expansion and efforts
- Over the past three years, the distribution in Kolkata region has surged 3x to tap the SME/MSME markets
- Over the past one year, CA balance grew 39% for ICICIBC v/s 23% for the industry; and SME book grew 44% v/s 21% for the industry. Average CA balances jumped 27%, Business Banking loans rose 23% and SME book increased 24% over the past three years
- Bangalore provides one of the most important IR and startup opportunity with it contributing 41% of the country's exports and one-third of IT manpower. It has the highest concentration of Unicorns
- The bank is focused on aligning needs with solutions covering various aspects such as FDI, remittances, IPO filings, advisory services, etc.

- ICICIBC is present in 11 out of the total 17 tech parks and soon will be available in all tech parks
- Over the past three years, deposit book was up 2.1x, CA book was up 2.9x and SA book was up 1.8x while Retail assets grew 1.2x in the past one year
- Corporate landscape has changed over the past few years with improvement in earnings growth and significant deleveraging. The corporates are looking for inorganic opportunities and new age businesses
- Corporates are now asking beyond traditional lending and are looking for value proposition for its entire ecosystem; thus the bank is analyzing the financial statement to capture incremental opportunities
- It helps in increasing the CA balances, reduce CAC and facilitate cross sell which further enables in increasing the profit pool
- **Digital Journey** – The focus remains on increasing the digital capabilities to improve the PPop. Digital ecosystems includes Data democratization, Digital payments, Credit enablement and Protocol led solutions which all works in a collaborative environment
- The bank has expanded the digital offering that resulted in 28% increase in transaction value per customer and 40% YoY increase in throughput
- About 1m+ units are being cross sold on a monthly basis at present
- InstaBiz saw a 1.3x increase in throughput and 1.7x growth in limit set-up
- **iMobile Pay NTB** - New client acquisition grew 1.45 since Mar'22, products sold increased 1.5x while sanction limits were up 1.6x
- **Key numbers** – Sanctions up 1.4x, Disbursement up 1.8x, credit card sourced up 1.1x, FD value and volume up 1.2x. Mortgages up 1.2x, OD against FD up 2.1x, EMI on credit cards up 2.5x, Auto loans up 1.5x, Personal loans up 1.8x and Insta OD up 1.6x
- The bank has 260m+ customers on its digital platform with a growth of 40% YoY and pre-approved offer to 13m

Session 3: Start-up engagements

- India is the third largest start-up market with more than 100 unicorns in the country
- ICICIBC aims to provide a platform to collaborate and co-create innovative products with start-ups and drive transformation that is aligned with the bank's digital roadmap
- The aim is to encourage employee innovation, enhance risk taking ability and experimentation and build a culture of innovation
- Banking in metaverse is the future such as Virtual branch, Virtual HR training module and Virtual real estate property showcase
- India is becoming a key player in global trade and thus providing a solution for trade finance
- Some of the partnerships with Start-ups include Swirepay, Refyne, PropertyPistol, Corpository, EQL Fintech, Perfios AA, Dice, Fable Fintech, etc.
- ICICIBC has launched initiatives such as I3 Launchpad, CAStartups.org, I-Sprint and AWS & Google to promote startups
- The bank has further invested in several financial startups providing various financial services

Session 4: Bank to BankTech by Mr. Sandeep Batra – Executive Director and Team

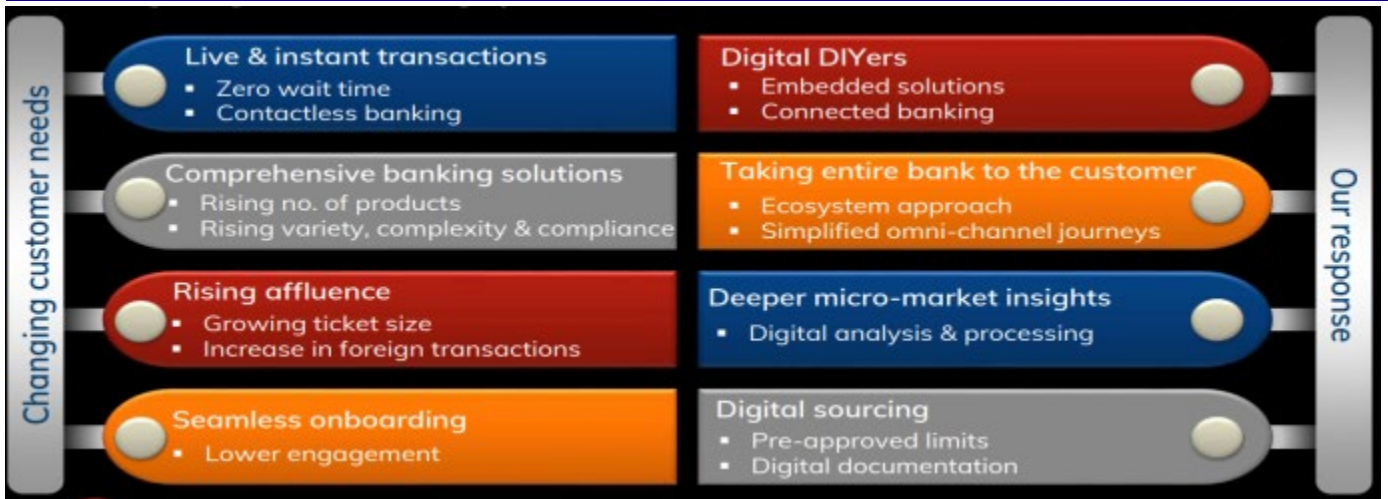
- Bank to BankTech is laying the foundation of providing customer 360 degree
- Daily transaction volume has jumped to 53m from 37m a year ago and the pace is expected to sustain
- Governance has been strengthened with the bank appointing a chief digital officer
- The bank's approach remains to grow core operating profit in a risk-calibrated manner
 - **Maximizing the value of data** – Data science works as an enabler for acquisition, deepening relationships, cross sell and risk management.
 - **Risk management, credit and debt servicing framework** – Focus remains on: a) protection of capital, b) customer experience, c) granularity, d) modular architecture, and, e) portfolio quality
 - **Secure, stable and resilient system architecture** – Agility, Scale, Security, Resilience and Continuous Innovation remain the key design principles
 - **Service deliver innovation** – Serving with simplicity to deliver peace of mind to the customer
- Customer profiling is being done for acquiring deposits and acquiring right counterparties in right products
- The bank has 32 ML models and 360+ triggers to allow personalized offering. About 80% of the conversations are being witnessed from top 5 recommendations
- Sales AI for customer insights is based on data. The bank has seen 1.4x conversions over generic rule-based triggers
- Pre-approved program size has increased by more than 1.5x in the past one year with the use of analytics
- The focus remains on digitizing the credit underwriting process and using assisted underwriting models for NTB customer or customers looking for an enhance limit
- The aim is to improve the pre-approved offers proposition for the whole journey to remain seamless and improve TAT
- Manual underwriting is expected to come down to 8% by FY23 from 45% in FY19, while parameterized underwriting to improve to 92%
- Pre-delinquency model managed 20% of the current book with 80% bounce coverage. Contactless collections grew 34% YoY
- The bank has 70+ robotic processing automations and has established co-location of operations at high footfall branches
- Reduction in SMEG processing time by 43% for on-boarding and 47% in other processes
- ICICIBC is further working on iMobile Pay 3.0, which will be a future ready app and is likely to be launched soon
- Tech spends currently form ~9% of total expenses, which were 6% in FY20. The same is likely to remain elevated as ICICIBC will continue to invest in building tech capabilities

Exhibit 1: The core principle and philosophy of the bank



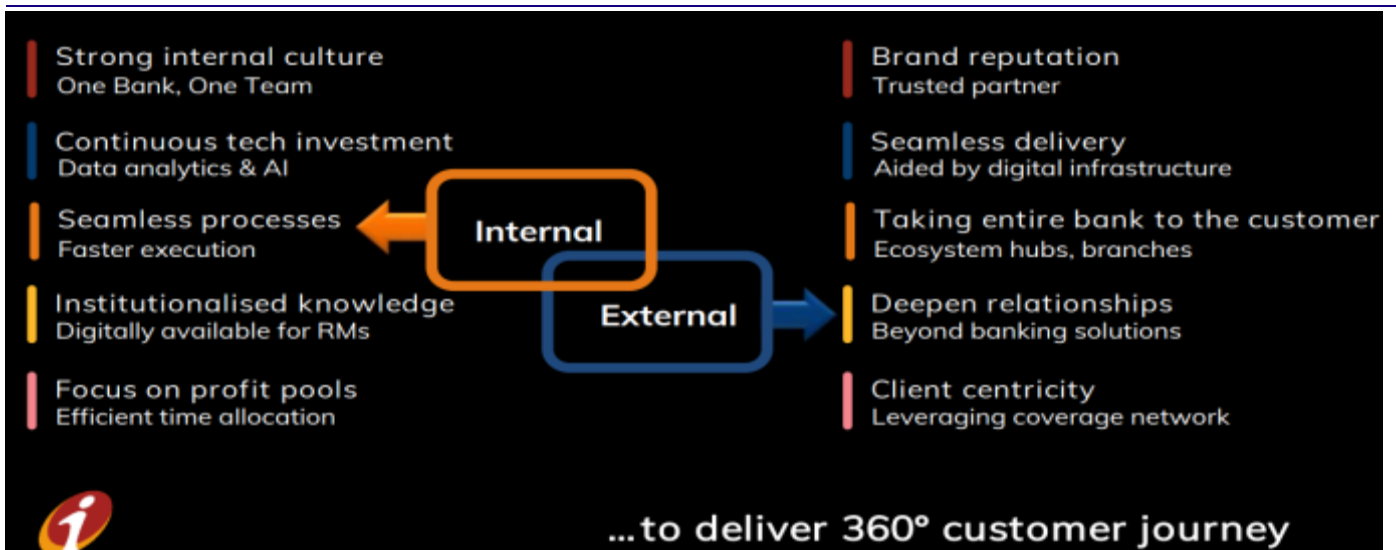
Source: MOFSL, Company

Exhibit 2: Customer needs and patterns are changing



Source: MOFSL, Company

Exhibit 3: Bank's approach to grow in the foreseeable future



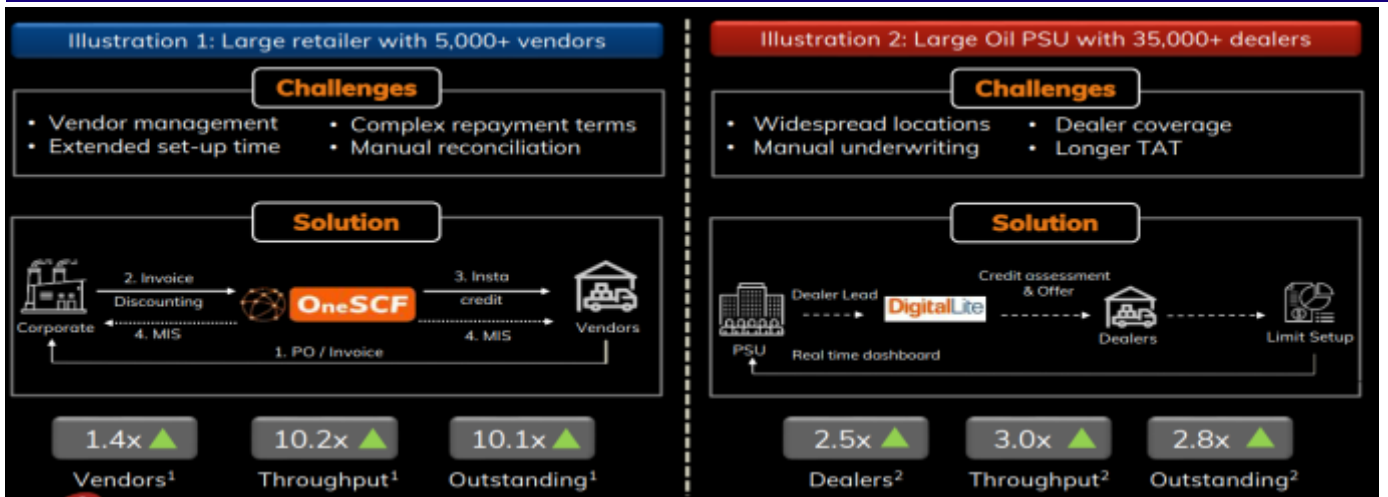
Source: MOFSL, Company

Exhibit 4: Corporate 360 degree – digital solutions to cater to all the needs of the corporates



Source: MOFSL, Company

Exhibit 5: Some of the digitally offered supply chain solutions



Source: MOFSL, Company

Exhibit 6: Digital solutions for 360 degree SMB needs

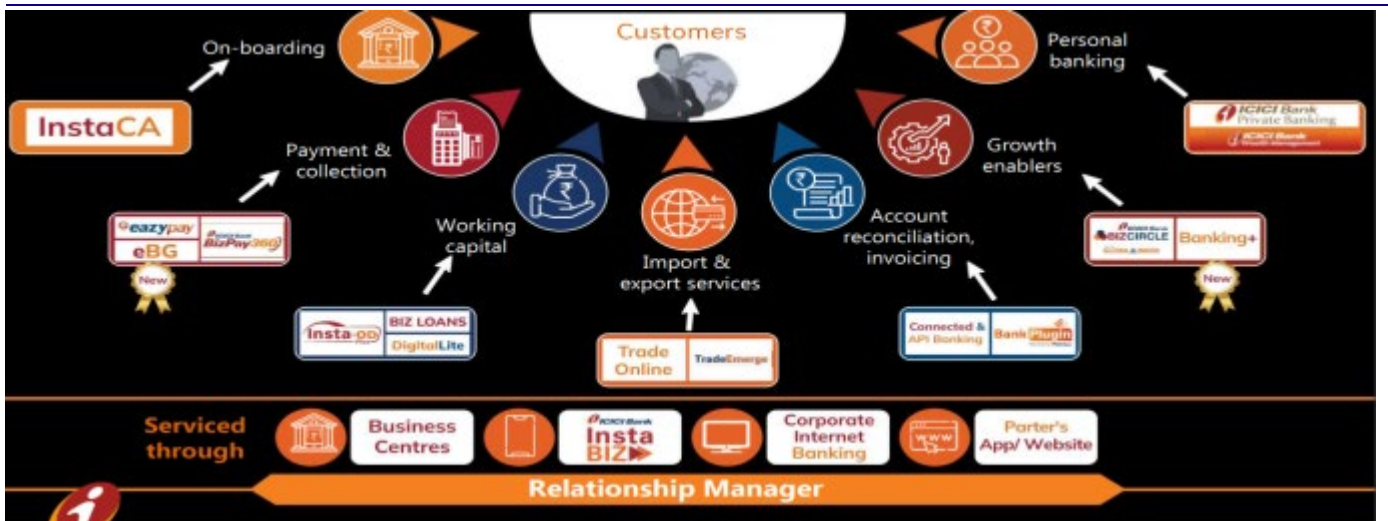
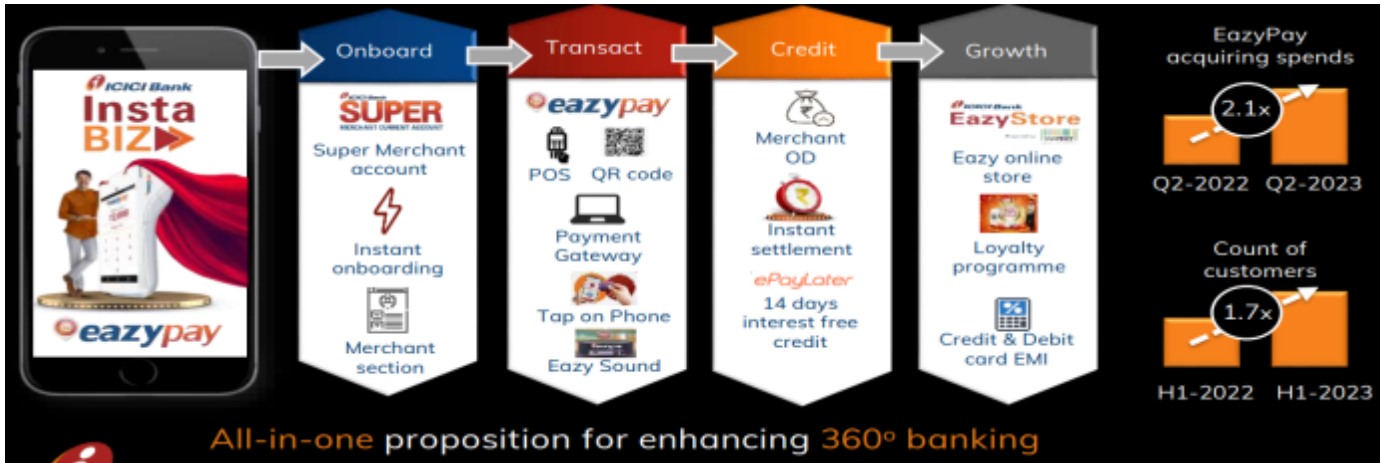


Exhibit 7: A multi-modal solution for B2C needs



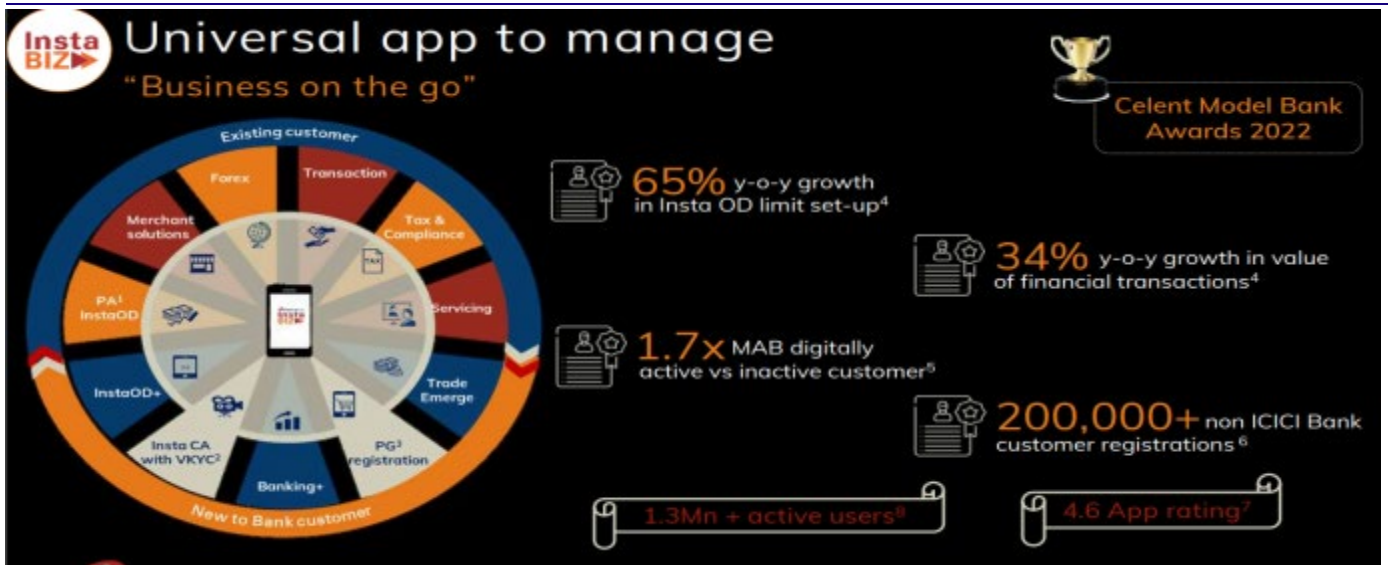
Source: MOFSL, Company

Exhibit 8: InstaBIZ – A business banking super app



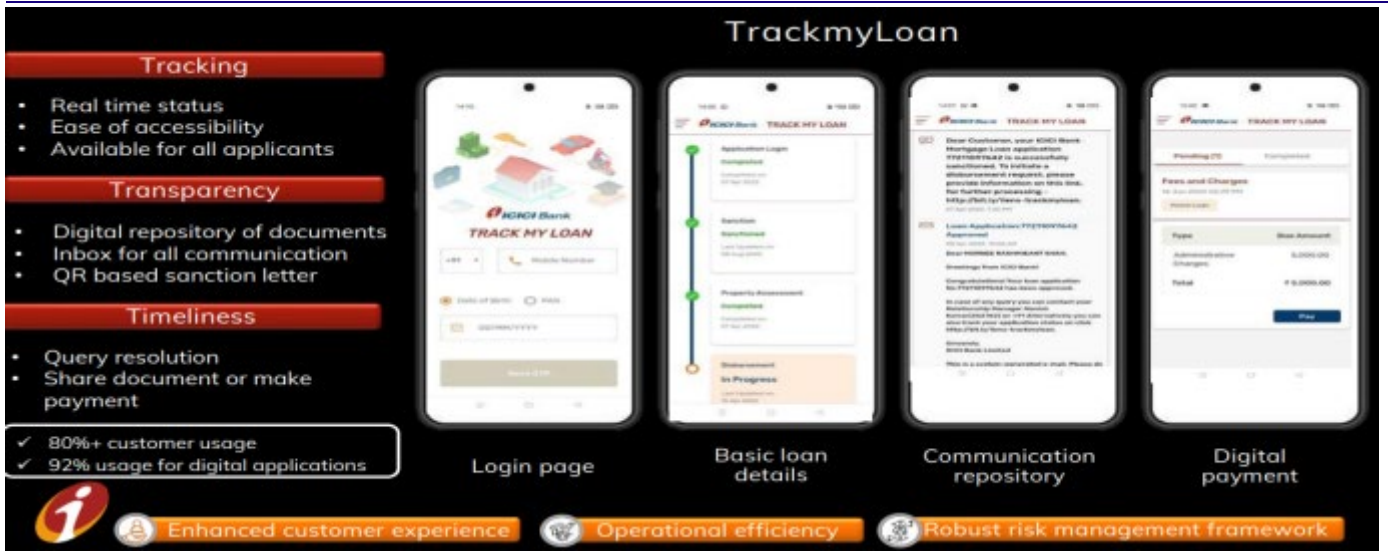
Source: MOFSL, Company

Exhibit 9: Key metrics for InstaBIZ



Source: MOFSL, Company

Exhibit 10: iLens – A unified customer loan journey



Source: MOFSL, Company

Exhibit 11: Performance of the digital ecosystem across different business segments



Source: MOFSL, Company

Exhibit 12: Amazon pay credit card snapshot

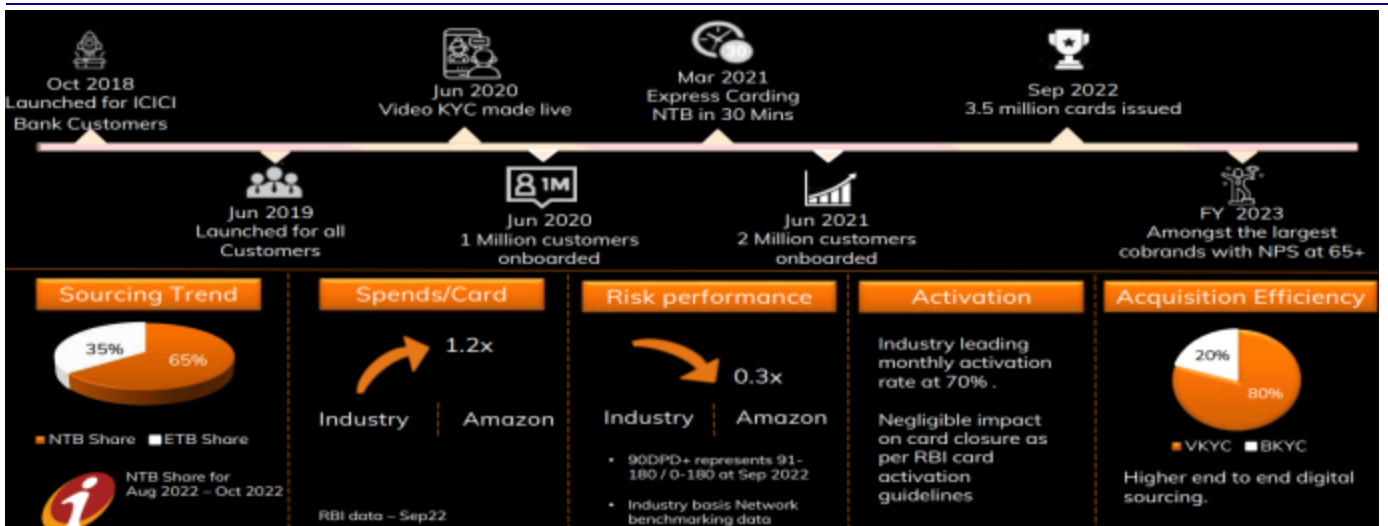
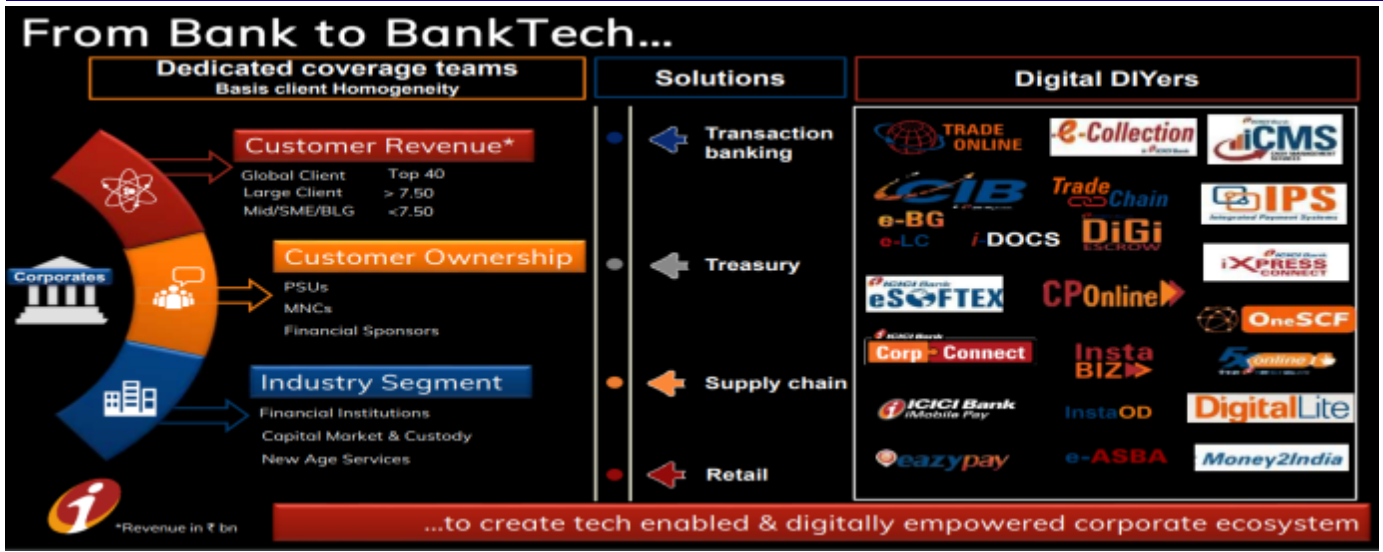
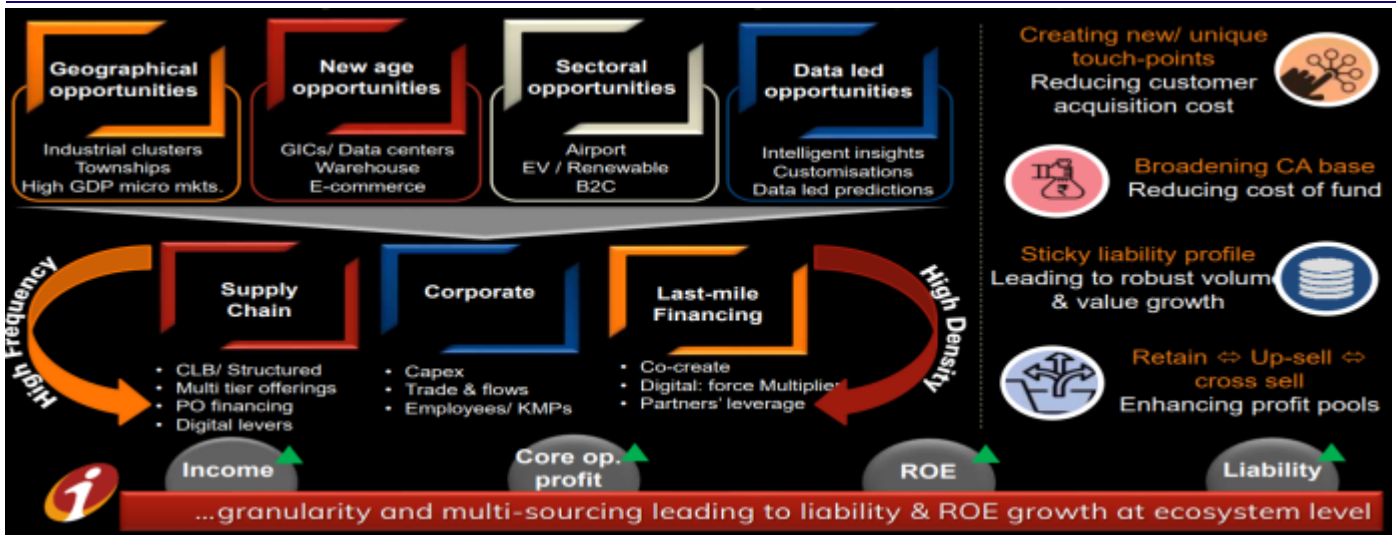


Exhibit 13: A journey from Bank to BankTech



Source: MOFSL, Company

Exhibit 14: Concretizing and expanding the profit pools



Source: MOFSL, Company

Exhibit 15: Digital sourcing across key product segments



Exhibit 16: DuPont Analysis – Return ratios to improve further led by moderation in credit cost and pick up in NII

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Interest Income	6.66	6.88	7.25	6.79	6.54	7.23	7.58
Interest Expense	3.87	3.95	4.03	3.45	2.95	3.28	3.54
Net Interest Income	2.79	2.93	3.23	3.35	3.59	3.95	4.04
Core Fee Income	1.32	1.26	1.28	1.27	1.04	1.19	1.16
Trading and others	0.79	0.31	0.32	0.36	0.36	0.17	0.27
Non-Interest income	2.11	1.57	1.59	1.63	1.40	1.36	1.43
Total Income	4.90	4.50	4.82	4.98	5.00	5.31	5.48
Operating Expenses	1.90	1.96	2.10	1.85	2.02	2.18	2.25
Employee cost	0.72	0.74	0.80	0.69	0.73	0.78	0.82
Others	1.19	1.22	1.29	1.16	1.29	1.40	1.43
Operating Profits	3.00	2.54	2.72	3.13	2.97	3.13	3.23
Core operating Profits	2.21	2.23	2.41	2.77	2.61	2.96	2.96
Provisions	2.10	2.13	1.36	1.39	0.65	0.42	0.41
NPA	1.73	1.82	0.85	0.93	0.47	0.38	0.36
Others	0.37	0.31	0.51	0.47	0.19	0.04	0.05
PBT	0.90	0.41	1.36	1.73	2.32	2.71	2.82
Tax	0.08	0.04	0.59	0.34	0.55	0.65	0.68
RoA	0.82	0.36	0.77	1.39	1.77	2.06	2.14
Leverage	8.3	8.9	9.4	9.0	8.5	8.3	8.0
RoE	6.8	3.2	7.3	12.6	15.0	17.0	17.2
Core RoE	7.6	3.6	8.0	13.6	15.9	17.8	17.9

Financials and valuations

Income Statement							(INR b)	
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E	
Interest Income	549.7	634.0	748.0	791.2	863.7	1,084.2	1,303.6	
Interest Expended	319.4	363.9	415.3	401.3	389.1	491.6	608.7	
Net Interest Income	230.3	270.1	332.7	389.9	474.7	592.6	694.9	
Growth (%)	5.9	17.3	23.1	17.2	21.7	24.9	17.3	
Other Income	174.2	145.1	164.5	189.7	185.2	203.7	246.5	
Total Income	404.5	415.3	497.2	579.6	659.8	796.3	941.4	
Growth (%)	-1.9	2.7	19.7	16.6	13.8	20.7	18.2	
Operating Exp.	157.0	180.9	216.1	215.6	267.3	326.4	386.3	
Operating Profits	247.4	234.4	281.0	364.0	392.5	469.9	555.1	
Growth (%)	-6.6	-5.3	19.9	29.5	7.8	19.7	18.1	
Core PPP	189.5	221.0	264.6	312.2	385.5	466.4	551.2	
Growth (%)	6.1	16.6	19.7	18.0	23.5	21.0	18.2	
Provisions & Cont.	173.1	196.6	140.5	162.1	86.4	63.3	71.0	
PBT	74.3	37.8	140.5	201.8	306.1	406.6	484.1	
Tax	6.6	4.1	61.2	39.9	72.7	97.6	116.2	
Tax Rate (%)	8.8	10.9	43.5	19.8	23.7	24.0	24.0	
PAT	67.8	33.6	79.3	161.9	233.4	309.0	367.9	
Growth (%)	-30.9	-50.4	135.8	104.2	44.1	32.4	19.0	
Balance Sheet								
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E	
Equity Share Capital	12.9	12.9	12.9	13.8	13.9	13.9	13.9	
Reserves & Surplus	1,038.7	1,070.8	1,152.1	1,461.2	1,688.6	1,980.9	2,328.0	
Net Worth	1,051.6	1,083.7	1,165.0	1,475.1	1,702.5	1,994.8	2,341.9	
Deposits	5,609.8	6,529.2	7,709.7	9,325.2	10,645.7	12,029.7	14,074.7	
Growth (%)	14.5	16.4	18.1	21.0	14.2	13.0	17.0	
Of which CASA Deposits	2,899.3	3,239.4	3,478.2	4,316.2	5,184.4	5,666.0	6,671.4	
Growth (%)	17.5	11.7	7.4	24.1	20.1	9.3	17.7	
Borrowings	1,828.6	1,653.2	1,629.0	916.3	1,072.3	1,072.5	1,162.5	
Other Liabilities & Prov.	302.0	378.5	479.9	587.7	689.8	793.3	912.3	
Total Liabilities	8,791.9	9,644.6	10,983.6	12,304.3	14,110.3	15,890.3	18,491.4	
Current Assets	841.7	803.0	1,191.6	1,331.3	1,678.2	1,492.6	1,626.1	
Investments	2,029.9	2,077.3	2,495.3	2,812.9	3,102.4	3,598.8	4,102.6	
Growth (%)	25.7	2.3	20.1	12.7	10.3	16.0	14.0	
Loans	5,124.0	5,866.5	6,452.9	7,337.3	8,590.2	10,308.2	12,318.4	
Growth (%)	10.4	14.5	10.0	13.7	17.1	20.0	19.5	
Net Fixed Assets	79.0	79.3	84.1	88.8	93.7	101.2	109.3	
Other Assets	717.3	818.5	759.8	734.1	648.4	389.4	335.0	
Total Assets	8,791.9	9,644.6	10,983.7	12,304.3	14,113.0	15,890.3	18,491.4	
Asset Quality								
GNPA	540.6	462.9	414.5	414.6	339.1	283.9	311.4	
NNPA	278.9	135.8	100.5	92.5	70.6	50.5	60.9	
GNPA Ratio (%)	10.0	7.5	6.1	5.4	3.8	2.7	2.5	
NNPA Ratio (%)	5.4	2.3	1.6	1.3	0.8	0.5	0.5	
Slippage Ratio (%)	6.1	2.0	2.2	2.3	2.4	2.0	2.0	
Credit Cost (%)	3.5	3.6	2.3	2.4	1.1	0.6	0.6	
PCR (Excl. technical write off) (%)	48.4	70.7	75.7	77.7	79.2	82.2	80.4	

Financials and valuations

Ratios

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Yield and Cost Ratios (%)							
Avg. Yield - Earning Assets	7.7	7.9	8.2	7.6	7.3	7.9	8.1
Avg. Yield on loans	8.4	8.7	9.3	8.3	8.0	8.8	8.9
Avg. Yield on Investments	6.3	6.2	6.4	6.2	5.5	6.5	6.8
Avg. Cost-Int. Bear. Liab.	4.6	4.7	4.7	4.1	3.5	4.0	4.3
Avg. Cost of Deposits	4.5	4.4	4.6	3.9	3.3	3.8	4.1
Interest Spread	3.0	3.3	3.5	3.5	3.7	3.9	3.8
Net Interest Margin	3.2	3.4	3.7	3.7	4.0	4.3	4.3

Capitalization Ratios (%)

CAR	17.9	16.5	15.8	18.9	18.9	18.3	17.9
<i>Tier I</i>	15.6	14.7	14.4	17.8	18.0	17.6	17.3
<i>Tier II</i>	2.3	1.7	1.4	1.1	0.9	0.7	0.6

Business and Efficiency Ratios (%)

Loan/Deposit Ratio	91.3	89.8	83.7	78.7	80.7	85.7	87.5
CASA Ratio %	51.7	49.6	45.1	46.3	48.7	47.1	47.4
Cost/Assets	1.8	1.9	2.0	1.8	1.9	2.1	2.1
Cost/Total Income	38.8	43.6	43.5	37.2	40.5	41.0	41.0
Cost/Core Income	45.3	45.0	45.0	40.8	41.0	41.2	41.2
Int. Expended/Int. Earned	58.1	57.4	55.5	50.7	45.0	45.3	46.7
Other Inc./Net Income	43.1	34.9	33.1	32.7	28.1	25.6	26.2
Emp. Cost/Op. Exp.	37.7	37.6	38.3	37.5	36.2	35.9	36.4

Valuation

	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
RoE (%)	6.8	3.2	7.3	12.6	15.0	17.0	17.2
Core RoE (%)	7.6	3.6	8.0	13.6	15.9	17.8	17.9
RoA (%)	0.8	0.4	0.8	1.4	1.8	2.1	2.1
RoRWA (%)	1.0	0.5	1.0	1.9	2.6	2.9	2.9
Standalone ABV	115.3	135.5	151.3	187.3	223.3	267.7	317.1
ABV Growth (%)	-4.0	17.5	11.6	23.8	19.2	19.8	18.5
Adjusted Price-ABV (x)	6.6	5.6	5.0	4.0	3.4	2.8	2.4
Consol Book Value (INR)	172.1	177.2	189.9	227.8	262.0	305.5	358.0
BV Growth (%)	-4.2	3.0	7.2	19.9	15.0	16.6	17.2
Price-Consol BV (x)	5.4	5.3	4.9	4.1	3.6	3.0	2.6
EPS (INR)	11.1	5.2	12.3	24.2	33.7	44.5	52.9
EPS Growth (%)	-34.3	-52.8	135.0	97.0	39.2	32.1	19.0
Adj. Price-Earnings (x)	68.4	144.8	61.6	31.3	22.5	17.0	14.3

Explanation of Investment Rating	
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BUY	>=15%
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