

December 4, 2022

Analyst Meet Update

■ Change in Estimates | ■ Target | ■ Reco

Change in Estimates

	Current		Previous	
	FY24E	FY25E	FY24E	FY25E
Rating	BUY		BUY	
Target Price	1,090		1,090	
NII (Rs. m)	6,72,368	7,68,249	6,72,368	7,68,249
% Chng.	-	-	-	-
Op. Profit (Rs. m)	5,34,680	6,12,313	5,34,680	6,12,313
% Chng.	-	-	-	-
EPS (Rs.)	48.4	55.6	48.4	55.6
% Chng.	-	-	-	-

Key Financials - Standalone

Y/e Mar	FY22	FY23E	FY24E	FY25E
NII (Rs bn)	475	608	672	768
Op. Profit (Rs bn)	393	468	535	612
PAT (Rs bn)	233	308	336	387
EPS (Rs.)	33.6	44.2	48.4	55.6
Gr. (%)	43.5	31.6	9.6	14.9
DPS (Rs.)	2.0	8.0	9.7	11.1
Yield (%)	0.2	0.9	1.0	1.2
NIM (%)	4.0	4.4	4.2	4.1
RoAE (%)	15.0	17.0	16.2	16.4
RoAA (%)	1.8	2.0	1.9	1.9
P/BV (x)	3.9	3.3	2.9	2.6
P/ABV (x)	4.0	3.4	3.1	2.7
PE (x)	27.7	21.1	19.2	16.7
CAR (%)	19.2	18.9	18.1	17.6

Key Data

ICBK.BO | ICICIBC IN

52-W High / Low	Rs.958 / Rs.642	
Sensex / Nifty	62,869 / 18,696	
Market Cap	Rs.6,491bn / \$ (2,14,68,26,273)m	
Shares Outstanding	6,975m	
3M Avg. Daily Value	Rs.10870.69m	

Shareholding Pattern (%)

Promoter's	-
Foreign	44.75
Domestic Institution	42.27
Public & Others	12.98
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	2.9	24.1	28.8
Relative	(0.3)	10.1	18.2

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ICICI Bank (ICICIBC IN)

Rating: BUY | CMP: Rs931 | TP: Rs1,090

Customer centricity the mainstay

ICICI Bank at its Analyst Day reiterated its strategy of delivering an improved 360-degree customer journey through healthy internal culture, customer centricity, seamless processing and delivery, continuous tech investment and stronger brand reputation. While no explicit financial guidance was given, bank stated that focus would remain on risk calibrated operating profit and in turn return on capital, while asset quality would remain a cornerstone. MD&CEO reiterated bank's stance of assessing employees based on overall bank performance as individual targets hinder offering a holistic experience. Our perception of commentary was that ICICIB would continue to profitably grow by focusing on superior customer experience.

Sustained client focus, digital capabilities coupled with a micro-market based approach has resulted in strong retail/SMB growth of 25%/36% YoY in Sep'22 while on the liability side, retail average SA balances have grown by 50% over Mar'19 to Sep'22. Tech spends should remain elevated which contribute 9% to opex (6% in FY20) however as interest cost starts pressurizing NIM, opex intensity would reduce. While our estimates are unchanged for FY24/25E, we remain optimistic on ICICIB with visible RoA/RoE for FY25E at 1.9%/16.2%. Currently, stock is valued at 2.55x on Sep'24 core ABV and we maintain multiple at 3.0x and TP at Rs1090. Retain BUY.

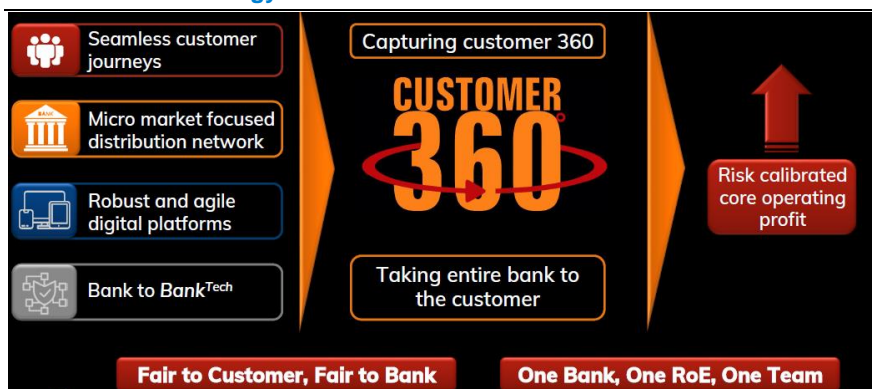
- **Capitalise on India growth story by focusing on micro markets and eco-systems:** Rural economy is reviving while corporate/retail segments have materially deleveraged which provides growth opportunity. Customer behavior has changed post pandemic as they prefer to keep their record unblemished. ICICIB is well equipped to capitalise on next growth phase with its go-to market strategy which encompasses: 1) identifying micro-markets with high potential and increase market share by serving customers relevant all-round solutions 2) leveraging digital platforms to offer best-in-class customer experience and empower its teams 3) tapping vibrant ecosystems, engage with all key stakeholders and deliver customized solutions by being preferred banker. To deepen presence in micro-markets ICICIB has streamlined the following: Rural Banking Centres merged with retail, retail assets distribution fully aligned with liabilities, MSME & private banking teams converged with retail, Credit Business Centres co-located in Business Centres
- **Consistent refinement of customer journeys:** Bank is focused to enhance client experience across all segments. Within corporate, target is on robust execution by decongesting/digitizing processes. Bank has been conducting corporate ecosystem workshops, across functional departments which has resulted in deeper 360-degree wallet share. There are 75mn SMB for whom digital banking acted as a growth catalyst. Bank has created a merchant stack for SMB which resulted in strong growth YoY. Service offering in retail liabilities encompasses digital and data enabled onboarding, enhancing relationship through customer life cycle and providing solutions across all life-stages. On retail assets unified digital journey called iLens was launched in July'22 for mortgage loans with 'track my app' feature providing real time status and query resolution. Endeavor is to move all retail products to iLens.

Key Analyst Day Highlights

Interaction with MD & CEO

- Rural economy has been reviving, corporates & retail both have deleveraged and are now making investments, providing opportunities for growth. Customer behavior has also changed and have become more aware with regards to leverage.
- Landscape of banking has been changed with support from RBI & government like implementation of reforms like GST, RERA, etc
- Return on capital is most important metrics, volatility of capital is due to decisions taken on the asset side as well brand value and reputation.
- Aim is to develop simple frameworks and deliver simple products to customer. Motto is society first, organization next and then departments
- Grow PPOP on risk calibrated basis with good quality assets, liabilities, fees and expenses. Protect capital always than trade capital for income.
- For Liabilities – consideration would be on the money in bank rather than ratios like CASA or TD. For processes – have no exit barriers and hence have considerably moderated prepayment and exit fees. For expenses - investment in processes, distribution, tech, physical, partnerships would be done despite movement in C/I keeping in mind larger opportunities. (Tech spends are ~9% currently)
- Organization to have agility, deliver, process and structures should be able to change.

Exhibit 1: Core strategy of the Bank



Source: Company, PL

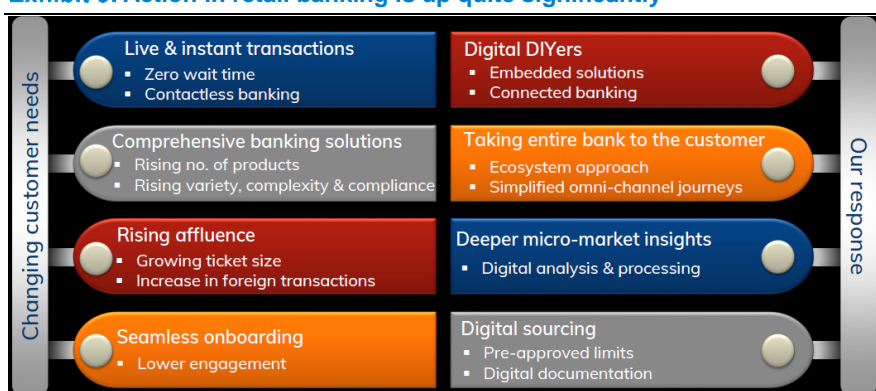
Exhibit 2: Key changes in Indian economy

Structural changes in Indian economy...

GST implementation	Digital revolution	Focus on capex	Socio-economic trends
<ul style="list-style-type: none"> ₹ 1.51 trillion collection in Oct'22 16% y-o-y increase in collections Ease of doing business increasing 	<ul style="list-style-type: none"> UPI transactions crossed ₹ 12.00 trillion in Oct 2022 Stable inter-operable infrastructure Migration to 5G to provide further boost 	<ul style="list-style-type: none"> NIP for FY2020-FY2025: USD 1.4 trillion 500 GW renewable generation capacity by 2030 to reduce oil bill PLI outlay of ₹ 2.00 trillion across 14 sectors 	<ul style="list-style-type: none"> Growing young population Rising consumption Largest source of human capital India as the world's factory

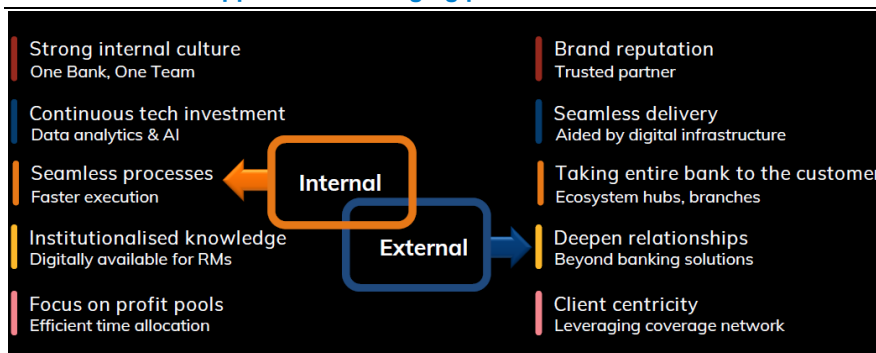
Source: Company, PL

Exhibit 3: Action in retail banking is up quite significantly



Source: Company, PL

Exhibit 4: Bank's approach to changing patterns



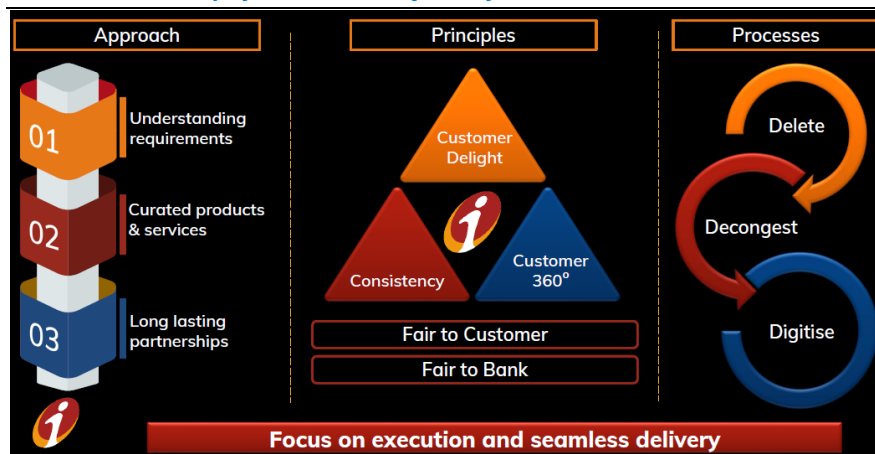
Source: Company, PL

Customer Journeys

- Geopolitical tensions, covid disruptions, climate changes have led to rise in commodity prices, inflation, supply chain disruptions and tightening in monetary policies. The implications have been localization, rising new emerging economies, winners in each sector emerging stronger, changing consumption & spending patterns, etc
- Structural changes in Indian economy like GST, Digital revolution, large focus on capex with China +1 and now Euro +1, government infra push, better balance sheet and change in socio-economic trends giving rise to new opportunities

- Banking patterns have changed and so has the bank's responses to the same by adopting customer 360 degree approach, deepening relationships, providing seamless delivery and being trusted partner.

Exhibit 5: Philosophy on customer journeys



Source: Company, PL

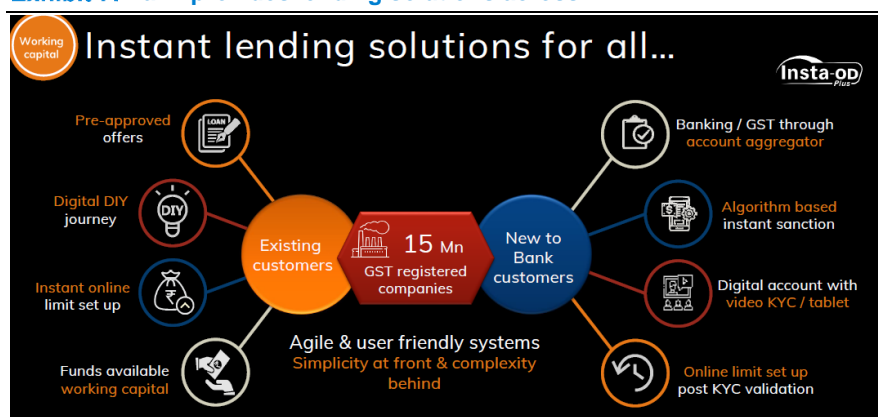
- Corporate Ecosystem** - Focus on profit pools, partnering across ecosystems, customized solutions across layers. New sectors are emerging in corporate segment, bank has been using AI & data analytics to identify profit pools, ecosystem opportunity, size for banking opportunity and possible size of the wallet share for the banks. Digital adoption has been immense by corporates. Bank has been conducting corporate ecosystem workshops with corporate clients across functional departments which results in deeper 360 wallet share. Few focus areas:
 - Exports** – Bank has been digitizing the journey as it's a key growth area for the country to be 5 trillion-dollar economy. Bank has launched Trade emerge (6 months back) to facilitate entire journeys. It has 70% adoption and rupee export book has grown 1.5x YoY from Sep'2.1
 - Supply Chain** – Bank has currently four platforms to take care of end to end supply chain solutions, with credit sanction in 29 minutes to supplier and intimation to dealer. Supply Chia financing has been gathering momentum with no of corporates having increased to 60% YoY, dealers & vendors increasing by 90% YoY and book has increased by 70% YoY
 - Real Estate (Sector solutions)** – As the real estate sector is in the growth momentum phase, bank has launched a stack to start relationship, transact digitally, avail credit and provide FDI, PE,VC and other capital market services
 - Treasury Platforms** – Built on four pillars of customer centricity, ecosystem approach, channel choice and being a market maker with global presence with technology being the underlying force. Suitability and appropriateness strategy which product goes to which customers. Phyigital servicing with DIY and DFIM journeys for forex management. Bank has been investing in capabilities to enhance rate engine and distribution to handle more flow. Remittances through mobile app has been showing encouraging trends. Forex transactions and volumes have grown by 40% each YoY.

- Small and Medium Businesses** – There are 75mn SMB for which digital has acted as a catalyst for growth. Bank has created a merchant stack for these businesses to take their stores online, even created EMI payment option. Also, provides Electronic BG, instant lending solutions also based on GST, Instant OD facilities under 1 minute for pre-approved customers and 5 minutes for NTBs, partnered with Amazon, Flipkart & Zoho. This has resulted in business banking and SME book growing by 42.6% YoY and 26.5% YoY as on Sept'22

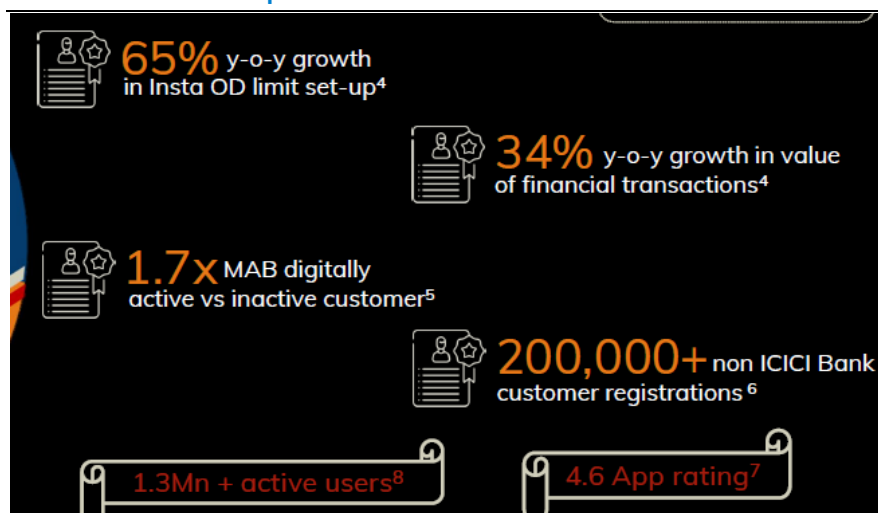
Exhibit 6: Changing SMB landscape

Market trends	Shift towards digital adoption	Digital infrastructure driving banking penetration
<p>GDP of FY2023 projected to grow at 5.8%; SMB's contribute 30% to GDP</p> <p>Preference towards contactless payments: ↑88.4% YOY growth in P2M¹ payments (October 2022)</p> <p>Retail e-commerce is projected to grow to \$ 200bn by 2026</p> <p>Indian Public cloud service market to reach \$13.50bn by 2026 accelerating SMB digitisation</p>	<p>Active tax base of GST has increased from ~10mn (2017) to ~15mn (2022)</p> <p>35% of the SMBs are spending more than 10% of revenue on technology</p> <p>72% of payments happen digitally for SMBs</p> <p>Digitisation of SMBs, increased GST penetration & AA framework will dramatically democratise credit for SMBs.</p>	<p>Account aggregator: Information sharing through interoperable & technology agnostic frame</p> <p>OCEAN² for cash flow based lending</p> <p>ONDC³: Shift from platform centric model to open network</p> <p>Regulatory sandboxes: Controlled environments for live experiments</p> <p>Enhancement of financial discipline: Current Account, Digital lending guidelines</p>

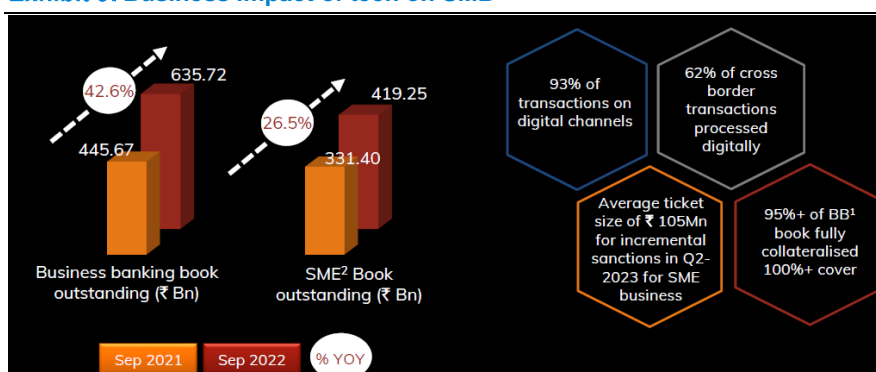
Source: Company, PL

Exhibit 7: Bank provides lending solutions across


Source: Company, PL

Exhibit 8: Business impact of tech on SMB


Source: Company, PL

Exhibit 9: Business impact of tech on SMB


Source: Company, PL

- Liabilities & Investments** – 360 degrees' solutions across life stages. Initiatives taken based on micro-market insights, customer footprints in lending and payments, revamped Robo advisory for investments, partnerships with Amazon for liability relationship, etc. Business impact – 50% YoY growth in retail average savings account balances, 50% increase in SIP Book

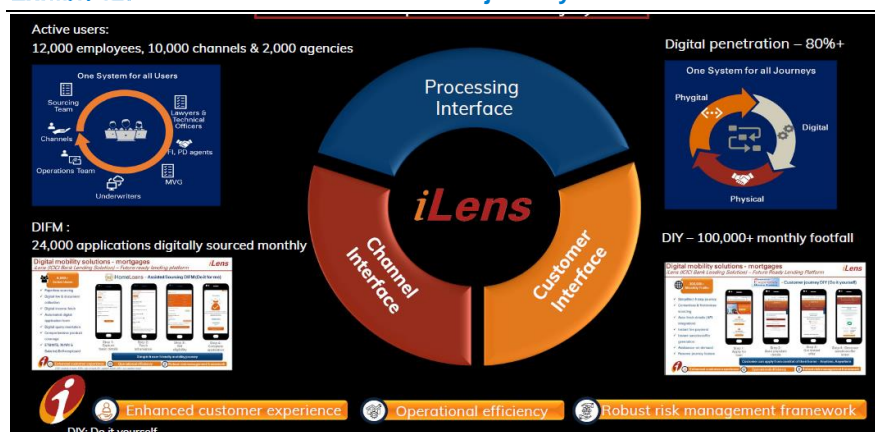
Exhibit 10: Solutions provided across customer lifecycle


Source: Company, PL

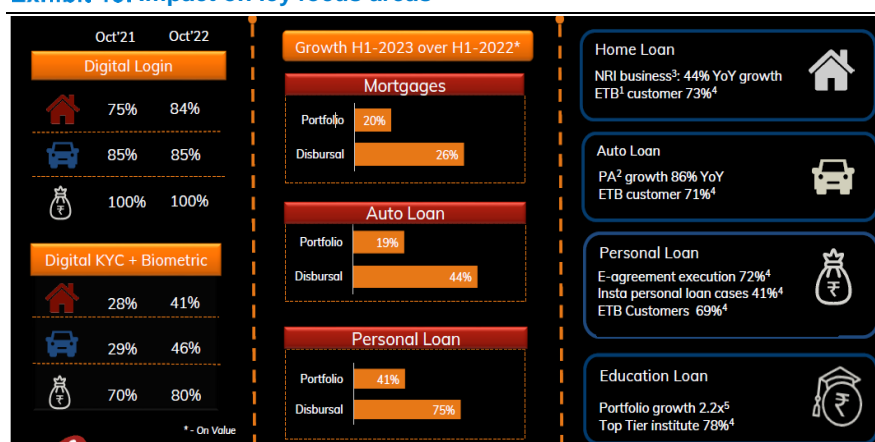
Exhibit 11: Business impact of tech in liabilities & Investment


Source: Company, PL

- Lending** – Bank has launched unified digital journey called iLens in July'22 for mortgage loans with track my application feature providing real time status and query resolution. Endeavor to move all retail products to iLens. Focus areas are student ecosystem (for students planning to study overseas), auto ecosystem (partnered with OEMs for being the preferred financier for the buyers, providing auto search online) and mortgage ecosystem with focus on NRI home loans.

Exhibit 12: iLens – unified customer loan journey


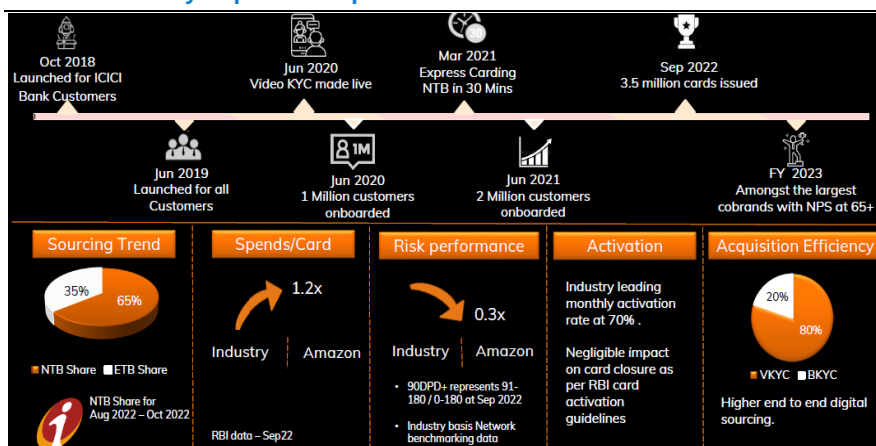
Source: Company, PL

Exhibit 13: Impact on key focus areas


Source: Company, PL

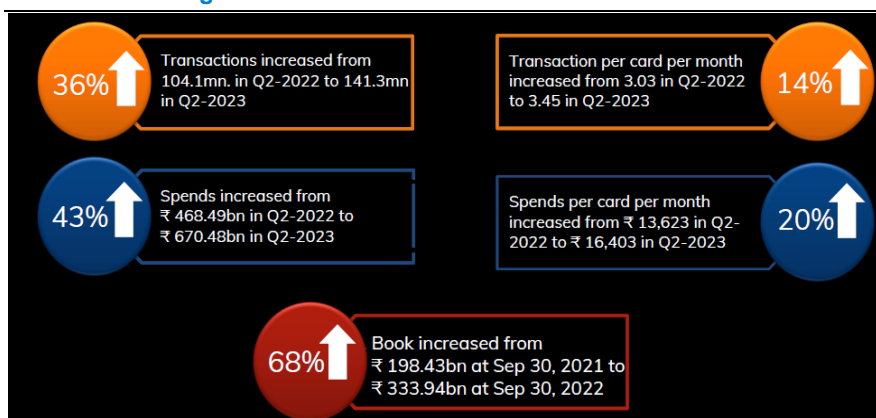
- Payments** – Acquisition of credit cards digitally have led to efficiency in issuance and reduction in cost of acquisition. Under the Amazon partnership, bank has issued 3.5 mn cards so far. Bank has also initiated cardless EMI for ETB customers and will be launching soon for NTB customers too. In addition to this, bank has diversified Fastag platform with auto recharge facility, fuel payments, parking and access control on airports like Delhi, Hyderabad (to be launched for Mumbai & Bangalore airport as well). Forex card which is another focus area for bank has 90% penetration through digital mediums.

Exhibit 14: Story of partnership with Amazon



Source: Company, PL

Exhibit 15: Strong credit card metrics

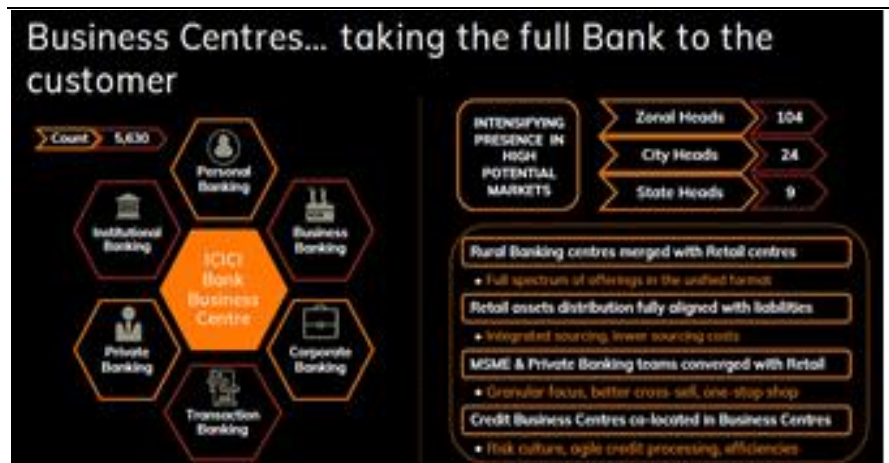


Source: Company, PL

Go to Market Strategy

- Key anchors of bank's strategy – Trust, team and technology
- Branches come up with aspiration for targets for every year, hence every geography would have different aspiration, they would decide which products to be focused on, which micro market to focus on – aim is to garner profitable market share. Underwriting is centralized but however empowerment regarding pricing is given to branches to some extent based on guidelines
- Branch addition would continue in H2FY23 and FY24

Exhibit 16: Customers have access to full bank



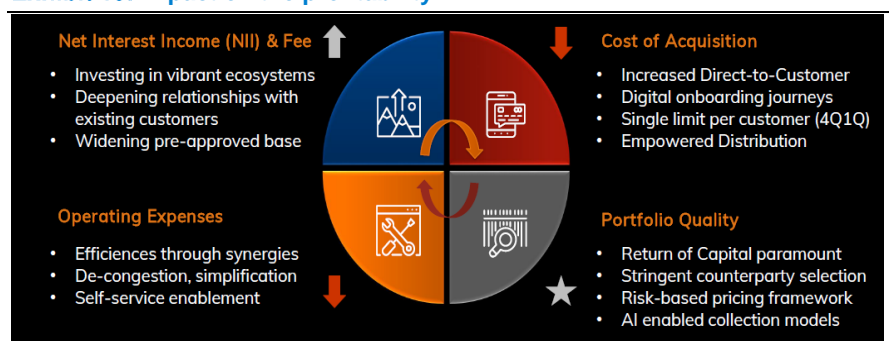
Source: Company, PL

Exhibit 17: Ecosystem based focus



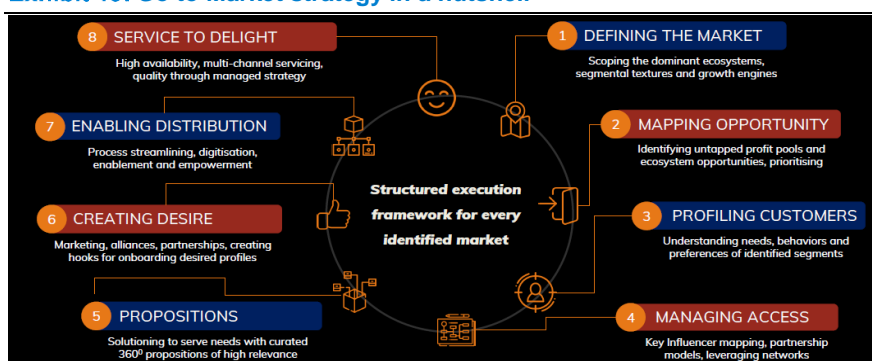
Source: Company, PL

Exhibit 18: Impact on the profitability



Source: Company, PL

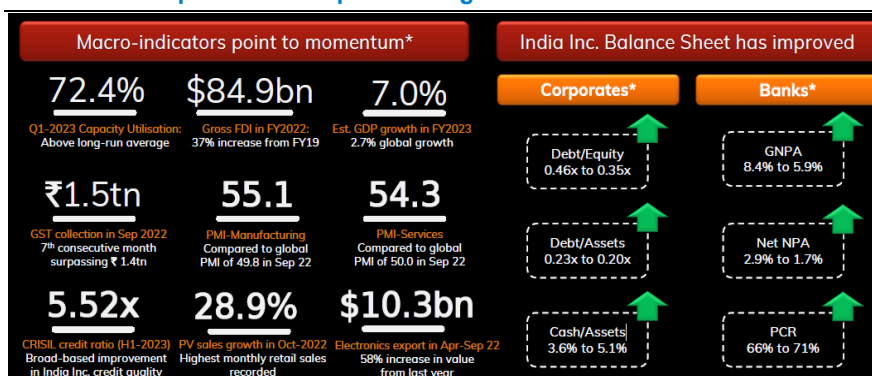
Exhibit 19: Go to Market strategy in a nutshell



Source: Company, PL

- Micro-market based approach – RM at branch level needs to evaluate and come up with which new catchments are coming up, as they have access to details like what services customers have or don't have and what can be offered. Leveraging data to identify market opportunities and make investments to harness those opportunities. Few examples of this strategy are:
 - **Affluent ecosystem in Hyderabad** – Teams analyze data markers and categorize info to acquire new customers, manage & deepen relationships with ETB customers with digital propositions to further aid. Based on the analytics, bank has increased advisory team at Hyderabad to provide hi-tech and hi-touch solutions & recommend products according to needs of the affluent customers. This has resulted in growing deposit market share by 20% from June'19 to June'22 while the asset book has grown by 32% from Oct'19 to Oct'22
 - **Self-employed ecosystem in Kolkata** - This market has many small & medium businesses located, hence strategy here was to target promoters and new companies being registered on MCA (35% of new companies registered in Kolkata are being banking with ICICI bank). Further, bank has identified markets and divided them into cohorts to make future strategy. Bank's deposit share in Kolkata has increased by 39% YoY from June'22 to June'21 while MSME advances have grown by 44% over the same time frame.
 - **IT & ITeS ecosystem in Bangalore** – Not much lending opportunities exist in this sector, hence strategy is to focus on revenue cycle (bidding process), share in remittances, hedging solutions and employee solutions. For large companies – banks have captive solutions within company premises, follows solution based approach for medium companies and distribution approach for small companies
 - **Start-up ecosystem in Bangalore** – Here focus is on handling FDIs, liability insurance, remittances. For early stage startup focus is on leveraging business centre channel, Growth stage – promoter is the target, mature stage start-up– investor driven approach (PE, VCs connect to start relationship). Currently, there are 17 tech parks in the city, of which bank is present in 11 and plans to expand there.
- Corporate Ecosystem – Government infra push is yet to see impact. Focus areas would be infra, renewable, EV and platform based companies. Strategy is to build team based on customer homogeneity, create DIY journeys. Aim to bring down cost of acquisition & COF, cross sell & upsell products.

Exhibit 20: Corporate sector poised for growth...



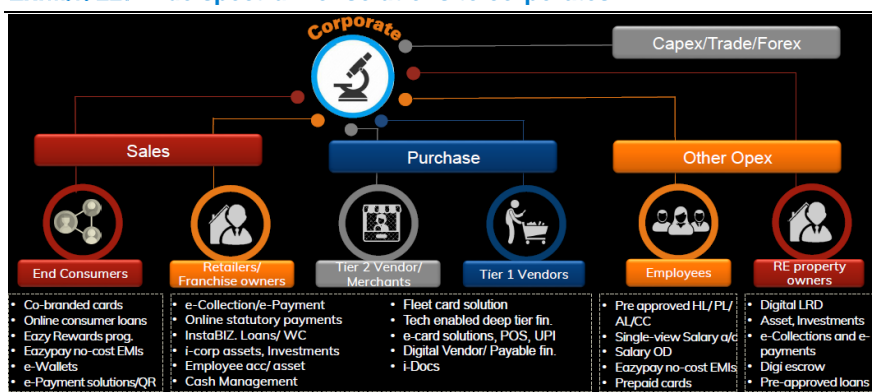
Source: Company, PL

Exhibit 21: ...bank's response to changing needs



Source: Company, PL

Exhibit 22: Wide spectrum of solutions to corporates

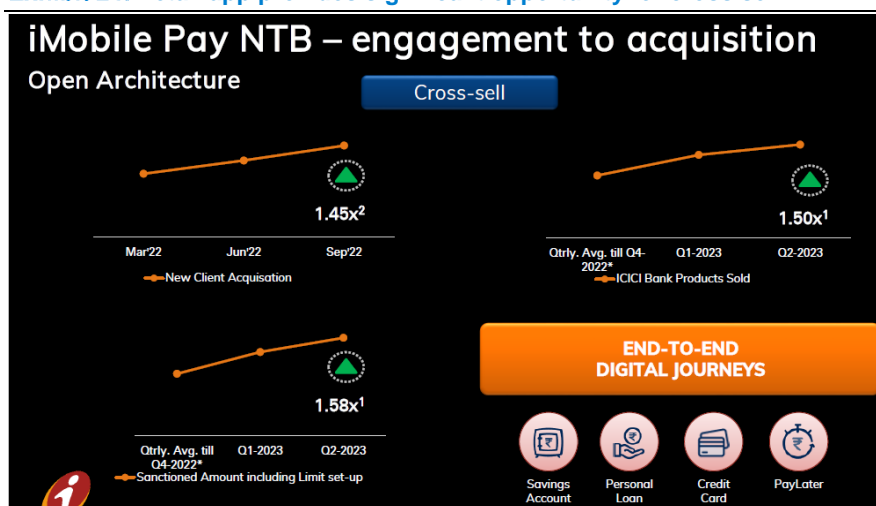


Source: Company, PL

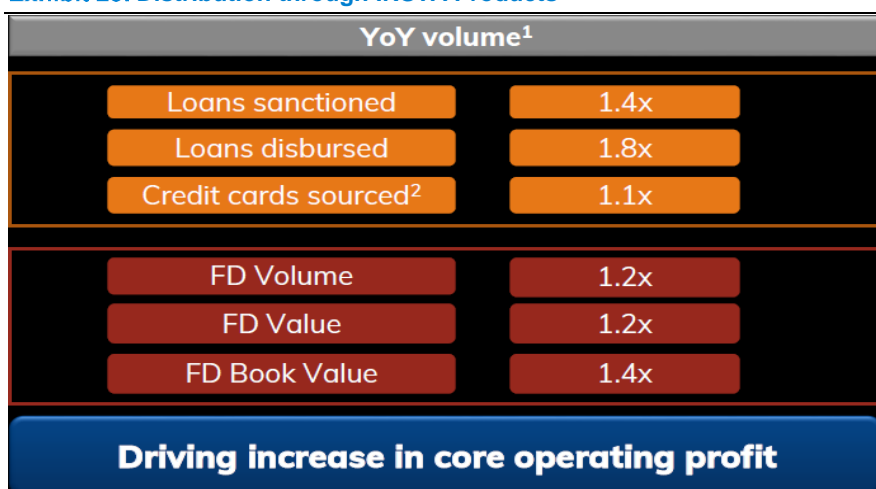
- Digital & partnerships have enabled increased distribution through platforms, APIs (95% transaction digital). Customer engagement has been increasing, 1 mn + cross sell units per month. 35000+ data points are being analysed. 19% mkt share in UPI. Focus is on cross selling digitally through reaching them real time with nudges. PayLater EMI has been seeing good offtake.

Exhibit 23: Platforms have been robust

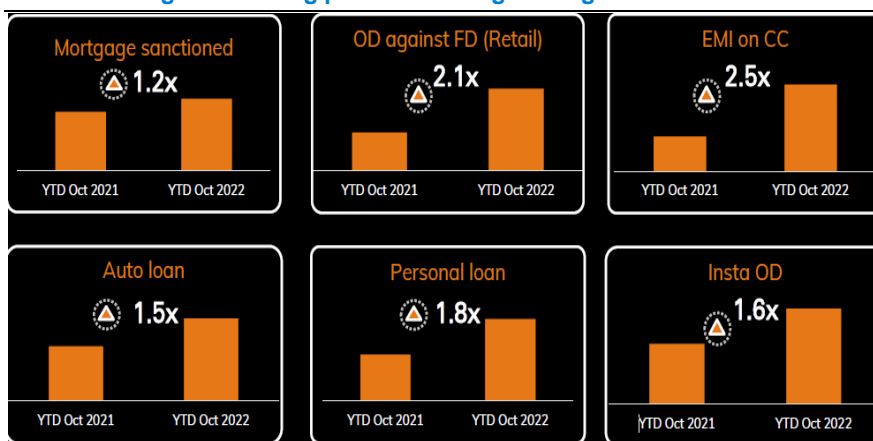

Source: Company, PL

Exhibit 24: Retail app provides significant opportunity for cross sell


Source: Company, PL

Exhibit 25: Distribution through INSTA Products


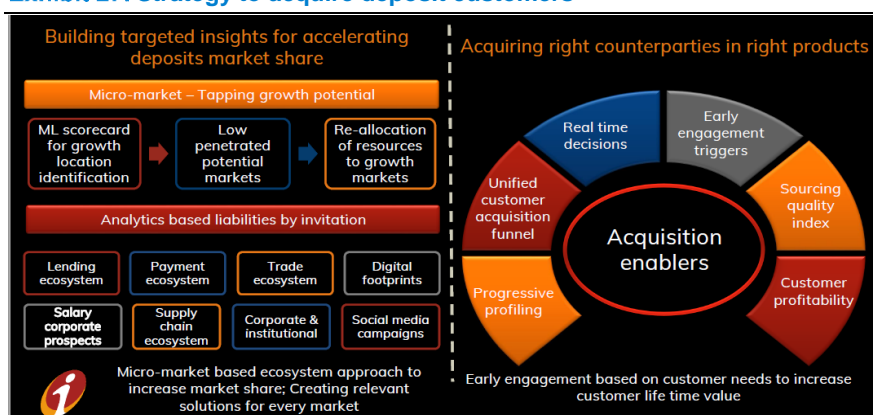
Source: Company, PL

Exhibit 26: Digital sourcing provides strong asset growth


Source: Company, PL

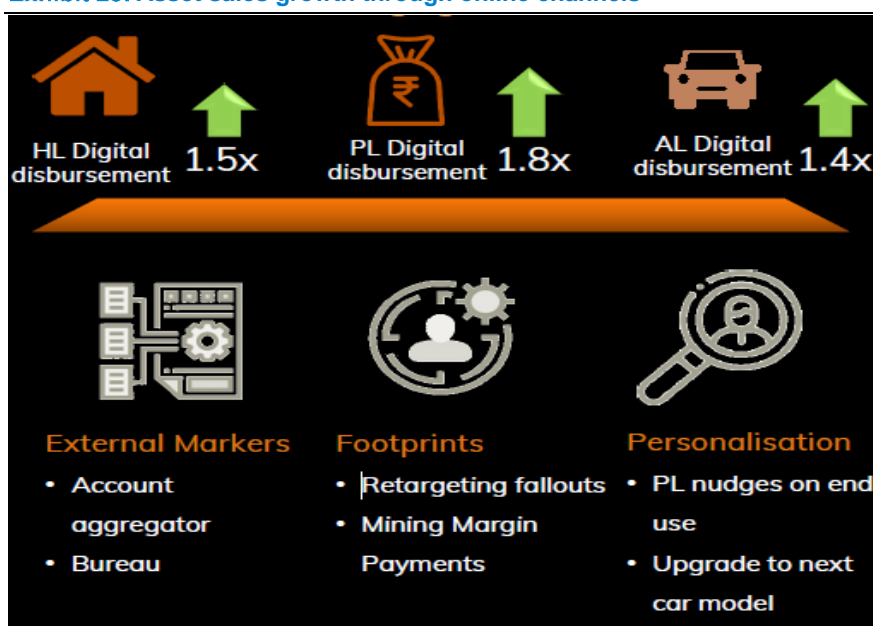
Bank to Bank Tech

- Daily transaction volume at 53mn, expect the pace to continue
- Manage scale with extensive data usage; maximizing value of data; risk management, credit and debt servicing framework; secure, stable and resilient system architecture and service delivery innovation.
- Aim is minimizing risk ratio in all aspects, build processes and systems that are effortless and seamless, be agile with ability to support scale
- All new apps that are being developed are either on cloud or cloud ready. Core banking would be made cloud ready, however shift to cloud would be decided later
- Deposit growth through analytics is core area of growth with acquiring right counterparties, deepening existing relationships through enabling digital channels.
- Asset growth – digitization provides stronger underwriting than other channel, expect to see significant growth in pre-approved loans segment. Aim to strengthen credit automation through account aggregator, GST, satellite based models, etc

Exhibit 27: Strategy to acquire deposit customers


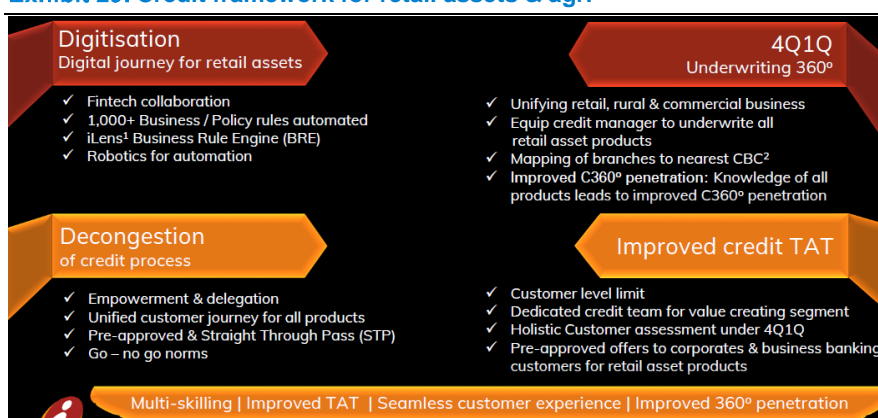
Source: Company, PL

Exhibit 28: Asset sales growth through online channels



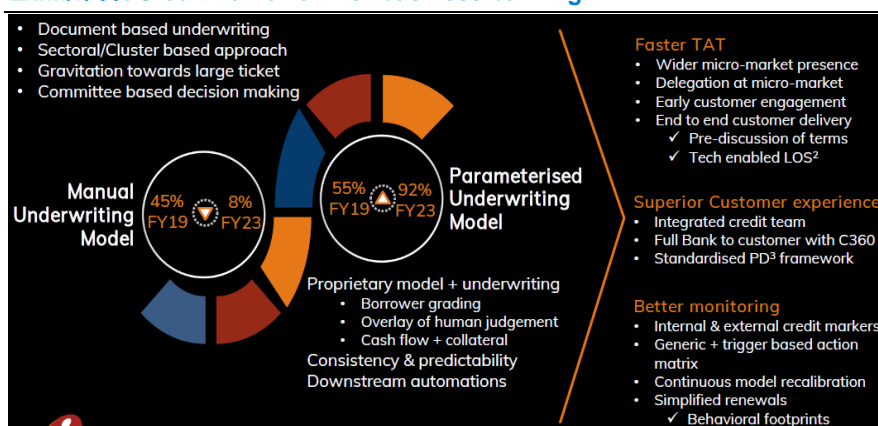
Source: Company, PL

Exhibit 29: Credit framework for retail assets & agri



Source: Company, PL

Exhibit 30: Credit framework for business banking

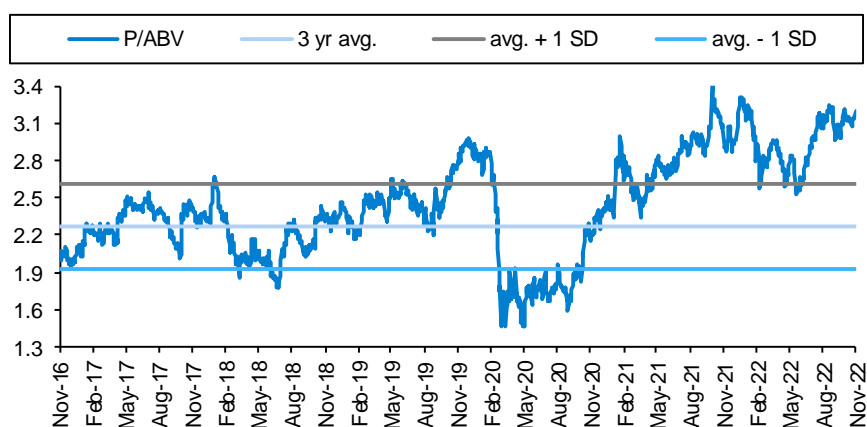


Source: Company, PL

Exhibit 31: Bank continues to drive valuation for consolidated entity

Value per share (Rs)	Holding (%)	Multiple	Basis	Sep-24E
ICICI Standalone		3.0x		954
Subsidiaries / Others				
Life insurance	51	M-Cap	M-Cap	54
General insurance	48	M-Cap	Mcap	39
Asset management	51	30x	Mar-22 PAT	232
Broking & IB	75	M-Cap	M-Cap	21
Others				7
Total subsidiaries' value				152
% contribution of Subsidiaries				14
Hold –Co Discount		15%		15
Total fair value per share				1,090

Source: Company, PL

Exhibit 32: ICICIBC One year forward P/ABV trends


Source: Company, PL

Income Statement (Rs. m)

Y/e Mar	FY22	FY23E	FY24E	FY25E
Int. Earned from Adv.	6,38,336	8,40,157	10,78,879	13,13,053
Int. Earned from invt.	1,64,093	2,09,592	2,46,786	2,98,895
Others	45,709	29,098	38,278	44,810
Total Interest Income	8,63,745	10,94,848	13,79,359	16,71,816
Interest Expenses	3,89,085	4,87,284	7,06,991	9,03,568
Net Interest Income	4,74,661	6,07,564	6,72,368	7,68,249
Growth(%)	21.7	28.0	10.7	14.3
Non Interest Income	1,85,175	2,00,622	2,41,662	2,77,986
Net Total Income	6,59,836	8,08,186	9,14,029	10,46,235
Growth(%)	6.9	23.5	25.1	20.3
Employee Expenses	96,727	1,22,265	1,35,107	1,53,377
Other Expenses	1,58,895	2,18,348	2,44,243	2,80,545
Operating Expenses	2,67,333	3,40,614	3,79,350	4,33,922
Operating Profit	3,92,503	4,67,572	5,34,680	6,12,313
Growth(%)	7.8	19.1	14.4	14.5
NPA Provision	61,640	65,761	64,953	73,499
Total Provisions	86,414	57,883	86,048	96,855
PBT	3,06,089	4,09,688	4,48,632	5,15,457
Tax Provision	72,694	1,01,801	1,12,158	1,28,864
Effective tax rate (%)	23.7	24.8	25.0	25.0
PAT	2,33,395	3,07,888	3,36,474	3,86,593
Growth(%)	44.1	31.9	9.3	14.9

Balance Sheet (Rs. m)

Y/e Mar	FY22	FY23E	FY24E	FY25E
Face value	2	2	2	2
No. of equity shares	6,950	6,969	6,950	6,950
Equity	13,900	13,938	13,900	13,900
Networth	17,05,120	19,88,329	22,29,365	25,38,640
Growth(%)	15.6	16.6	12.1	13.9
Adj. Networth to NNPA's	69,310	62,637	76,945	88,995
Deposits	1,06,45,716	1,18,48,492	1,41,64,643	1,67,21,159
Growth(%)	14.2	11.3	19.5	18.0
CASA Deposits	51,84,366	56,18,847	62,50,193	71,79,158
% of total deposits	48.7	47.4	44.1	42.9
Total Liabilities	1,41,12,977	1,60,75,551	1,86,91,088	2,19,34,348
Net Advances	85,90,204	1,03,08,188	1,21,68,463	1,43,57,852
Growth(%)	17.1	20.0	18.0	18.0
Investments	31,02,410	34,36,063	39,30,688	47,32,924
Total Assets	1,41,12,977	1,60,75,551	1,86,91,088	2,19,34,348
Growth (%)	14.7	13.9	16.3	17.4

Asset Quality

Y/e Mar	FY22	FY23E	FY24E	FY25E
Gross NPAs (Rs m)	3,32,949	3,09,229	3,66,013	4,21,576
Net NPAs (Rs m)	69,310	62,637	76,945	88,995
Gr. NPAs to Gross Adv.(%)	4.0	3.2	3.2	3.1
Net NPAs to Net Adv. (%)	0.8	0.6	0.6	0.6
NPA Coverage %	79.2	79.7	79.0	78.9

Profitability (%)

Y/e Mar	FY22	FY23E	FY24E	FY25E
NIM	4.0	4.4	4.2	4.1
RoAA	1.8	2.0	1.9	1.9
RoAE	15.0	17.0	16.2	16.4
Tier I	18.3	17.8	17.0	16.6
CRAR	19.2	18.9	18.1	17.6

Source: Company Data, PL Research

Quarterly Financials (Rs. m)

Y/e Mar	Q3FY22	Q4FY22	Q1FY23	Q2FY23
Interest Income	2,20,826	2,26,749	2,36,715	2,60,330
Interest Expenses	98,466	1,00,703	1,04,615	1,12,462
Net Interest Income	1,22,360	1,26,046	1,32,100	1,47,868
YoY growth (%)	23.4	20.8	20.8	26.5
CEB	42,910	43,660	42,430	44,800
Treasury	-	-	-	-
Non Interest Income	49,871	47,374	46,652	50,549
Total Income	2,70,697	2,74,123	2,83,367	3,10,879
Employee Expenses	24,848	24,289	28,492	28,885
Other expenses	45,900	46,201	47,171	52,728
Operating Expenses	70,749	70,490	75,663	81,614
Operating Profit	1,01,483	1,02,929	1,03,089	1,16,803
YoY growth (%)	15.1	20.5	15.9	17.8
Core Operating Profits	1,00,603	1,01,639	1,02,729	1,17,653
NPA Provision	20,073	440	-	-
Others Provisions	20,073	10,690	11,438	16,445
Total Provisions	20,073	10,690	11,438	16,445
Profit Before Tax	81,410	92,240	91,651	1,00,358
Tax	19,471	22,053	22,601	24,780
PAT	61,938	70,187	69,049	75,578
YoY growth (%)	25.4	59.4	49.6	37.1
Deposits	1,01,74,667	1,06,45,716	1,05,03,490	1,09,00,080
YoY growth (%)	16.4	14.2	13.4	11.5
Advances	81,39,916	85,90,204	89,56,248	93,85,628
YoY growth (%)	16.4	17.1	21.3	22.7

Key Ratios

Y/e Mar	FY22	FY23E	FY24E	FY25E
CMP (Rs)	931	931	931	931
EPS (Rs)	33.6	44.2	48.4	55.6
Book Value (Rs)	241	281	316	361
Adj. BV (70%)(Rs)	230	271	304	347
P/E (x)	27.7	21.1	19.2	16.7
P/BV (x)	3.9	3.3	2.9	2.6
P/ABV (x)	4.0	3.4	3.1	2.7
DPS (Rs)	2.0	8.0	9.7	11.1
Dividend Payout Ratio (%)	5.9	18.0	20.0	20.0
Dividend Yield (%)	0.2	0.9	1.0	1.2

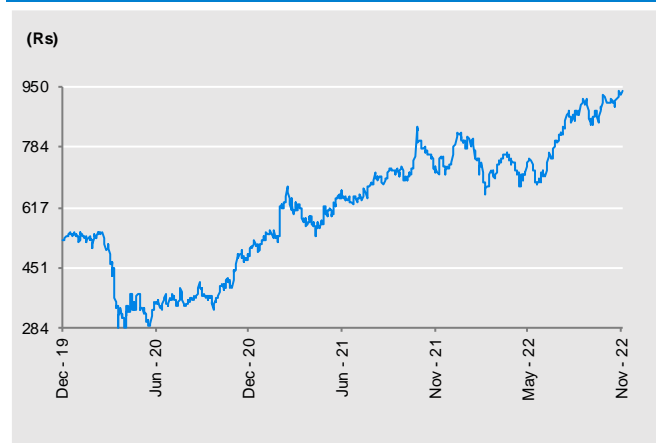
Efficiency

Y/e Mar	FY22	FY23E	FY24E	FY25E
Cost-Income Ratio (%)	40.5	42.1	41.5	41.5
C-D Ratio (%)	80.7	87.0	85.9	85.9
Business per Emp. (Rs m)	182	204	239	278
Profit per Emp. (Rs lacs)	22	28	31	35
Business per Branch (Rs m)	3,550	3,875	4,488	5,164
Profit per Branch (Rs m)	43	54	57	64

Du-Pont

Y/e Mar	FY22	FY23E	FY24E	FY25E
NII	3.59	4.03	3.87	3.78
Total Income	5.00	5.35	5.26	5.15
Operating Expenses	2.02	2.26	2.18	2.14
PPoP	2.97	3.10	3.08	3.01
Total provisions	0.65	0.38	0.50	0.48
RoAA	1.77	2.04	1.94	1.90
RoAE	14.59	16.85	15.97	16.25

Source: Company Data, PL Research

Price Chart
Recommendation History


No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	23-Oct-22	BUY	1,090	907
2	05-Oct-22	BUY	950	868
3	24-Jul-22	BUY	950	800
4	08-Jul-22	BUY	950	742
5	24-Apr-22	BUY	950	748
6	09-Apr-22	BUY	906	754
7	23-Jan-22	BUY	906	805
8	12-Jan-22	BUY	819	811

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	AAVAS Financiers	Accumulate	2,250	1,990
2	Axis Bank	BUY	1,080	826
3	Bank of Baroda	BUY	190	145
4	Can Fin Homes	BUY	700	524
5	City Union Bank	BUY	220	190
6	DCB Bank	BUY	150	120
7	Federal Bank	BUY	165	130
8	HDFC	BUY	3,000	2,489
9	HDFC Bank	BUY	1,800	1,439
10	ICICI Bank	BUY	1,090	907
11	IDFC First Bank	UR	-	53
12	IndusInd Bank	BUY	1,450	1,218
13	Kotak Mahindra Bank	Accumulate	2,100	1,903
14	LIC Housing Finance	Accumulate	410	367
15	Punjab National Bank	BUY	50	36
16	State Bank of India	BUY	700	594

PL's Recommendation Nomenclature (Absolute Performance)

Buy	: > 15%
Accumulate	: 5% to 15%
Hold	: +5% to -5%
Reduce	: -5% to -15%
Sell	: < -15%
Not Rated (NR)	: No specific call on the stock
Under Review (UR)	: Rating likely to change shortly

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