

SBI Cards and Payment Services

Estimate change	↓
TP change	↓
Rating change	↔

Bloomberg	SBICARD IN
Equity Shares (m)	943
M.Cap.(INRb)/(USD\$b)	705.7 / 8.6
52-Week Range (INR)	1029 / 656
1, 6, 12 Rel. Per (%)	-5/-23/-14
12M Avg Val (INR M)	1427

Financials & Valuations (INR b)

Y/E MARCH	FY23E	FY24E	FY25E
NII	45.1	57.7	77.6
OP	51.4	66.6	87.5
NP	22.7	30.3	40.5
NIM (%)	12.6	12.5	13.2
EPS (INR)	24.1	32.1	43.0
EPS Gr. (%)	40.4	33.4	33.7
BV/Sh. (INR)	104	134	174
ABV/Sh. (INR)	102	132	171

Ratios

RoE (%)	25.8	27.0	27.9
RoA (%)	5.8	6.1	6.5

Valuations

P/E(X)	31.0	23.2	17.4
P/BV (X)	7.2	5.6	4.3
P/ABV (X)	7.3	5.7	4.4

Shareholding pattern (%)

As On	Dec-22	Sep-22	Dec-21
Promoter	69.1	69.4	69.5
DII	16.7	17.0	11.9
FII	9.1	8.8	10.3
Others	5.1	4.7	8.3

FII Includes depository receipts

CMP: INR746

TP: INR960 (+29%)

Buy

Margins remain under pressure; asset quality deteriorates slightly Higher provisions dent earnings

- SBICARD reported a weak quarter as higher provisions dragged down net earnings and PPOP came in slightly below our estimate. PAT grew 32% YoY to INR5.1b (13% miss).
- Margins declined 70bp QoQ to 11.6% in 3QFY23 due to a lower revolver mix (24%) and a higher cost of funds. Growth in spends was healthy at 11% QoQ, with corporate spends up 25% and retail spends up 7% QoQ.
- GNPA/NNPA ratios increased by 8bp/2bp QoQ to 2.22%/0.8%. PCR was stable at ~64%. RoA/RoE came in at 4.8%/22.0%.
- We cut our estimates by 5-7% to factor in lower NII and slightly higher provisions. We estimate SBICARD to deliver a 34% earnings CAGR over FY23-25, leading to RoA/RoE of 6.5%/27.9%. **Maintain Buy with a TP of INR960.**

Spends growth healthy; asset quality deteriorates marginally

- SBICARD reported a PAT of INR5.1b (+32% YoY), missing our estimate by 13% primarily due to higher provisions at INR5.3b. Gross and Net credit costs stood at 5.6% and 4.2%, respectively. For 9MFY23, NII/PPoP/PAT grew 18%/15%/ 61% YoY to INR33.4b/INR37.6b/INR16.6b.
- NII grew 15% YoY to INR11.4b (in line). Margin declined 70bp QoQ to 11.6% due to a stable revolver mix at 24% and a higher cost of funds, which rose 90bp QoQ to 6.3%. Fee income grew by a healthy 15% YoY.
- Opex grew 15% YoY to INR19.7b. Thus, PPOP rose 6% YoY (5% miss), while the cost-to-income ratio increased to 61.9% (+240bp QoQ).
- Cards-in-force grew 21% YoY/7% QoQ to 15.9m. New cards sourcing was robust at ~1.6m (+62% YoY/+26% QoQ), with the open market channel contributing 51% to the total sourcing (59% on an outstanding basis).
- Overall spends grew 24% YoY/10.5% QoQ, with retail/corporate spends rising 29%/10% YoY. The share of online retail spends moderated to 57% in 9MFY23 from 57.8% in 1HFY23 due to a pickup in POS spends. Receivables grew at a modest pace of 2.4% QoQ (+33% YoY).
- GNPA/NNPA ratios deteriorated by 8bp/2bp QoQ to 2.22%/0.80%, with a stable PCR at ~64%. ECL was also stable QoQ at 3.3%.

Highlights from the management commentary

- The cost of funds is likely to increase by a further ~30-40bp; however, the company expects to offset the cost increase by the re-pricing of new EMI loans.
- The company expects the margin compression to moderate going ahead.
- The credit cost is expected to be at ~6% (+/-25bp) on a normalized basis.
- It expects the cost-to-income ratio to remain below 60% in FY23.

Valuation and view

SBICARD reported a weak quarter as higher provisions dragged down net earnings. Margins declined QoQ due to a lower revolver mix at 24% and a higher funding cost. We expect the revolver mix to increase gradually; however, margins could remain under pressure as the borrowing cost is expected to increase further. Spends growth remained healthy, and we expect the traction to continue, which is likely to drive loan growth. The moderation in ECL will keep the credit cost under control. We cut our estimates by 5-7% to factor in lower NII and slightly higher provisions. We estimate SBICARD to deliver a 34% earnings CAGR over FY23–25, leading to RoA/RoE of 6.5%/27.9%. **Maintain Buy with a revised TP of INR960 (premised on 26x Sep'24E EPS).**

Quarterly performance**(INR b)**

	FY22				FY23E				FY22	FY23E	FY23E	V/s our
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE				
Net Interest Income	9.2	9.2	10.0	10.0	10.8	11.2	11.4	11.7	37.9	45.1	11.6	-0.9
% Change (Y-o-Y)	-18.7	-9.1	9.9	20.6	16.7	21.5	14.9	17.4	-2.3	19.0	15.9	
Other Income	13.0	15.2	18.7	17.5	18.8	19.7	20.5	20.2	64.8	79.1	20.6	-0.5
Total Income	22.2	24.4	28.6	27.5	29.5	30.9	31.9	31.9	102.7	124.2	32.1	-0.6
Operating Expenses	11.7	13.8	17.2	15.8	16.6	18.3	19.7	18.2	58.5	72.9	19.3	2.1
Operating Profit	10.5	10.6	11.4	11.7	12.9	12.5	12.2	13.8	44.3	51.4	12.8	-4.8
% Change (Y-o-Y)	4.0	-7.2	22.9	24.8	22.5	18.3	6.4	17.4	11.8	16.0	11.8	
Provisions	6.4	5.9	6.3	3.9	4.5	5.5	5.3	5.5	22.6	20.8	4.9	8.8
Profit before Tax	4.1	4.6	5.2	7.8	8.4	7.1	6.8	8.3	21.7	30.6	7.9	-13.3
Tax	1.1	1.2	1.3	2.0	2.1	1.8	1.7	2.1	5.6	7.9	2.0	-13.4
Net Profit	3.0	3.4	3.9	5.8	6.3	5.3	5.1	6.2	16.2	22.7	5.9	-13.2
% Change (Y-o-Y)	-22.5	67.3	84.0	231.1	105.8	52.4	32.1	6.8	64.2	40.6	52.2	
Operating Parameters												
Loan (INRb)	230.4	253.9	279.7	301.9	320.8	365.0	373.5	389.4	301.9	389.4	382.0	-2.2
Loan Growth (%)	5.1	15.8	18.0	28.7	39.2	43.7	33.6	29.0	28.7	29.0	36.6	-3.0
Asset Quality												
Gross NPA (%)	3.9	3.4	2.4	2.2	2.2	2.1	2.2	2.2	2.2	2.2	1.9	0.3
Net NPA (%)	0.9	0.9	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.7	0.1
PCR (%)	78.2	73.7	65.9	65.3	65.1	64.0	64.2	65.6	65.3	65.6	65.2	-1.0

Quarterly snapshot

	FY21				FY22				FY23			Change (%)		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	YoY	QoQ	
Profit and Loss (INR m)														
Interest Income	14,121	12,754	11,681	10,721	11,535	11,732	12,733	12,661	13,873	14,845	16,089	26	8	
Interest Expenses	2,746	2,642	2,609	2,437	2,290	2,541	2,768	2,674	3,084	3,677	4,643	68	26	
Net Interest Income	11,375	10,112	9,071	8,284	9,244	9,190	9,965	9,987	10,789	11,168	11,446	15	2	
Other Income														
Fee Income	6,677	10,193	11,068	11,138	10,987	12,440	14,570	14,268	15,380	16,108	16,697	15	4	
Others	1,131	2,180	2,649	2,822	1,988	2,783	4,093	3,232	3,376	3,581	3,776	-8	5	
Total Income	19,183	22,486	22,788	22,245	22,219	24,413	28,629	27,487	29,545	30,856	31,919	11	3	
Operating Expenses														
Employee	1,121	1,222	1,312	1,262	1,164	1,147	1,209	1,207	1,386	1,290	1,421	18	10	
Others	7,926	9,865	12,165	11,592	10,516	12,686	15,979	14,561	15,247	17,050	18,324	15	7	
Operating Profits	10,136	11,399	9,311	9,391	10,540	10,580	11,440	11,720	12,912	12,517	12,174	6	-3	
Provisions	4,853	8,617	6,483	7,047	6,437	5,939	6,255	3,928	4,503	5,460	5,330	-15	-2	
PBT	5,283	2,782	2,829	2,344	4,103	4,641	5,185	7,792	8,409	7,057	6,843	32	-3	
Taxes	1,350	720	732	590	1,057	1,192	1,327	1,984	2,140	1,800	1,749	32	-3	
PAT	3,933	2,061	2,097	1,754	3,046	3,449	3,858	5,809	6,269	5,256	5,095	32	-3	
Balance Sheet (INR b)														
Loans	219,210	219,254	236,960	234,591	230,410	253,936	279,690	301,873	320,790	364,998	373,540	34	2	
Asset Quality (INR b)														
GNPA	3,150	10,287	4,146	12,543	9,555	8,985	6,991	6,944	7,440	8,074	8,575	23	6	
NNPA	1,000	3,539	1,426	2,776	2,083	2,363	2,384	2,410	2,597	2,907	3,070	29	6	
Ratios														
	FY21				FY22				FY23			Change (bp)		
Asset Quality Ratio (%)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	YoY	QoQ	
GNPA	1.4	4.3	1.6	5.0	3.9	3.4	2.4	2.2	2.2	2.1	2.2	-18	8	
NNPA	0.4	1.5	0.6	1.2	0.9	0.9	0.8	0.8	0.8	0.8	0.8	-3	2	
PCR (Calc.)	68.3	65.6	65.6	77.9	78.2	73.7	65.9	65.3	65.1	64.0	64.2	-170	20	
Credit Cost	8.2	14.6	10.4	11.1	10.4	9.3	9.0	5.2	5.6	6.2	5.6	-340	-60	
ECL	6.0	8.6	8.0	6.6	5.7	5.0	4.0	3.5	3.4	3.3	3.3	-70	0	
Business Ratios (%)														
Fees to Total Income	34.8	45.3	48.6	50.1	49.4	51.0	50.9	51.9	52.1	52.2	52.3	142	11	
Cost to Income	47.2	49.3	59.1	57.8	52.6	56.7	60.0	57.4	56.3	59.4	61.9	182	242	
Tax Rate	25.6	25.9	25.9	25.2	25.8	25.7	25.6	25.5	25.4	25.5	25.6	-5	4	
Profitability Ratios (%)														
Yield on loans	23.9	21.4	18.6	17.1	18.5	18.0	17.9	16.8	17.1	16.4	16.4	-150	0	
Cost of borrowings	6.6	6.6	6.1	5.5	5.2	5.5	5.4	4.9	5.1	5.4	6.3	90	90	
Spreads	17.3	14.8	12.5	11.6	13.3	12.5	12.5	11.9	12.0	11.0	10.1	-240	-90	
Margins	19.2	17.0	14.5	13.2	14.8	14.1	14.0	13.2	13.2	12.3	11.6	-240	-70	
RoA	6.3	3.4	3.3	2.6	4.5	4.9	5.0	7.0	7.0	5.4	4.8	-20	-60	
RoE	28.3	14.1	13.8	11.2	18.7	20.1	21.2	30.4	30.8	24.1	22.0	80	-210	
Other Details														
No of Cards (No in Mn)	10.6	11.0	11.5	11.8	12.0	12.5	13.2	13.8	14.3	14.8	15.9	21	7	
Spends (INRb)	190.9	295.9	378.0	359.4	332.6	435.6	554.0	541.3	596.7	623.1	688.4	24	10	



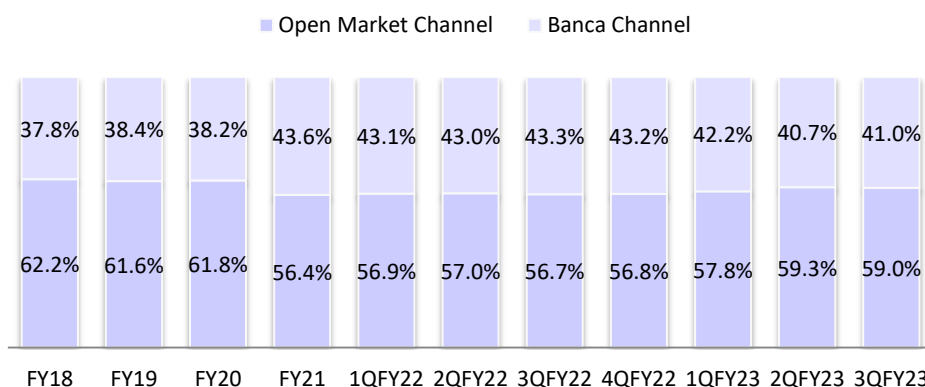
Highlights from management commentary

- The festive season highlights the strength of Indian consumer spends, which improved in 3QFY23.
- Consumer confidence is improving, which bodes well for consumer spends.
- Spends crossed INR1t in many past months, with a peak of INR1.3t in Oct'22.
- The linking of UPI with credit cards will further boost momentum.
- The credit card industry was adversely affected by certain regulations such as approval for credit limit increase, capitalization of unpaid charges for interest computation, etc. However, SBICARD had taken measures to limit the impact.

- SBICARD’s focus on improving the mix of the EMI balance is yielding results, with an aim to improve the NIM and the mix of interest earning assets.
- SBICARD is sourcing ~0.5m cards per month and expects to maintain this trend going ahead, which is likely to lead to ~0.9-1m net card additions on a quarterly basis.
- The current daily average retail spending is two times higher than the pre-Covid level.
- The cost of funds is likely to increase by a further ~30-40bp. However, the company expects to offset the funding cost by the re-pricing of new loans for EMI loans.
- About 65% of funding is short term in nature.
- Overall, the company expects the margin compression to moderate going ahead.
- The revolve rate in Nov’22 and Dec’22 returned to the pre-festival period.
- SBICARD expects the cost-to-income ratio to remain below 60% for FY23.
- SBICARD has made some changes in reward points, reducing 10x reward points to 5x for the Simply Click card and increased the processing fees on EMI transactions to boost profit.
- Interchange fees increased sequentially due to a rise in corporate spends, online spends, travel spends, which all have a higher interchange fees.
- SBICARD has a Rupay cards portfolio of ~1.3-1.5m, and the share of spends would be slightly lower than the cards share.
- Corporate spends are likely to form 22-25% of total spends.
- The credit cost is expected to be ~6% (+/-25bp) on a normalized basis.

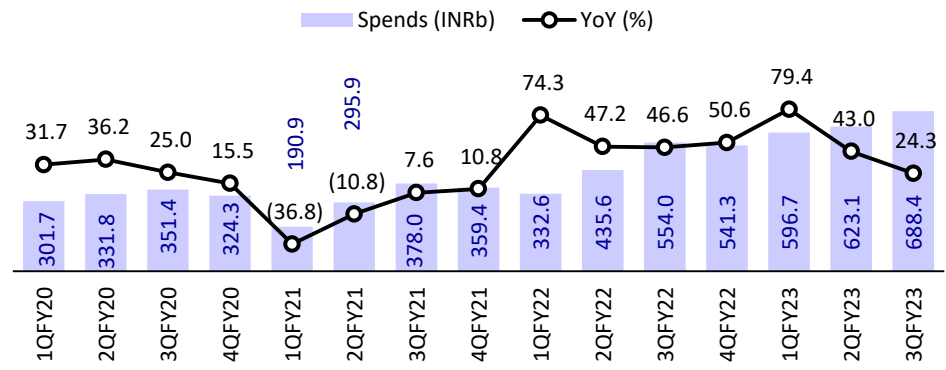
Key exhibits

Exhibit 1: Acquires around 59% of outstanding cards via the open market channel (%)



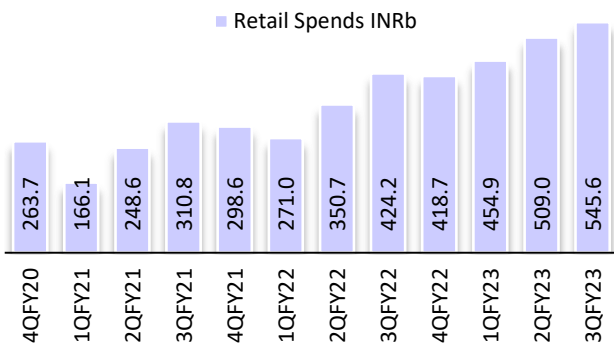
Source: MOFSL, Company

Exhibit 2: Spends remained healthy and grew 24% YoY (+10% QoQ)



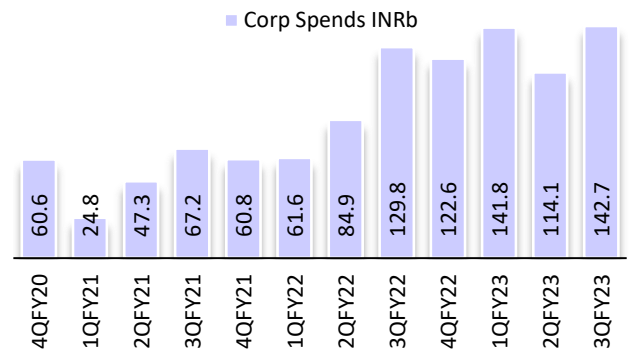
Source: MOFSL, Company

Exhibit 3: Retail spends robust at ~INR546b



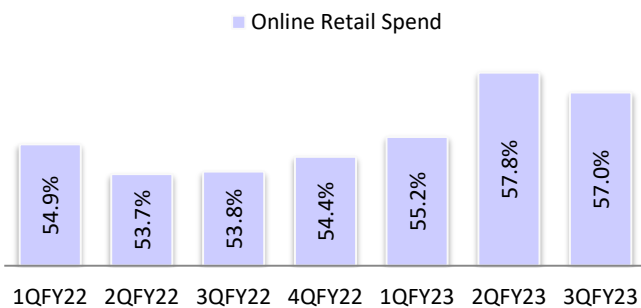
Source: MOFSL, Company, RBI

Exhibit 4: Corporate spends strong at ~INR143b



Source: MOFSL, Company, RBI

Exhibit 5: Online spends comprise ~57% of retail spends



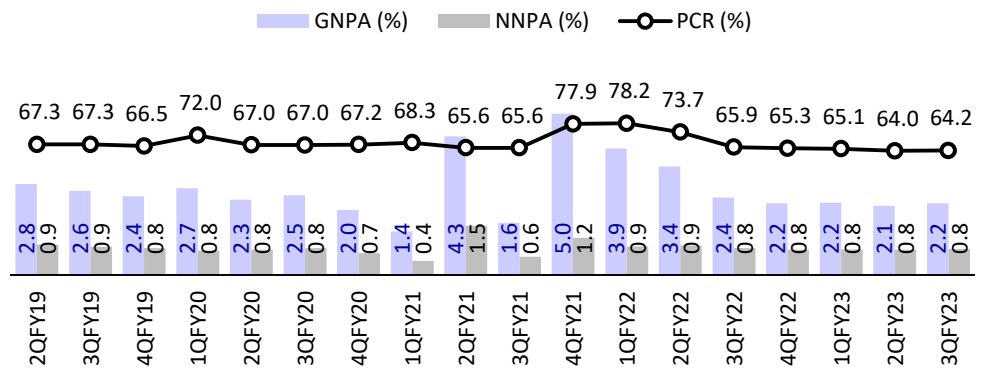
Source: MOFSL, Company

Exhibit 6: Category-wise spends

Spend category	Growth in total	Growth in online	Growth in POS
Category 1	5%	4%	9%
Departmental Stores, Health, Utilities			
Education and Direct Marketing			
Category 2	3%	(22%)	27%
Consumer durables, Furnishing & Hardware			
Apparels & Jewelry			
Category 3	14%	15%	13%
Travel agents, Hotels, Airline, Railways			
Restaurant and Entertainment			

*% growth in 3QFY23 over 2QFY23 Source: MOFSL, Company, RBI

Exhibit 7: GNPA/NNPA ratios deteriorated by 8bp/2bp QoQ to 2.22%/0.8%; PCR stable at ~64%

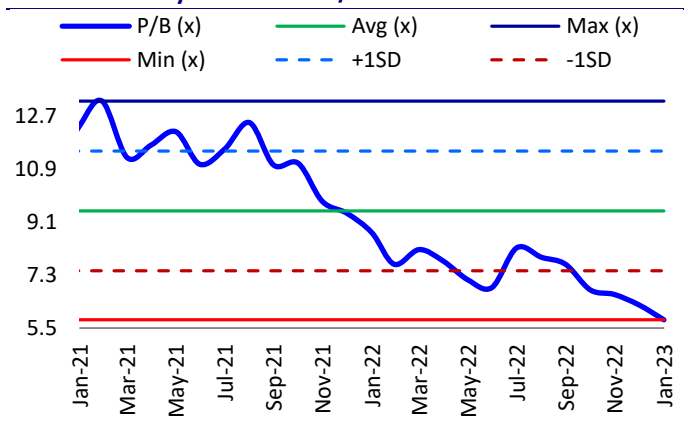


Source: MOFSL, Company

Valuation and view

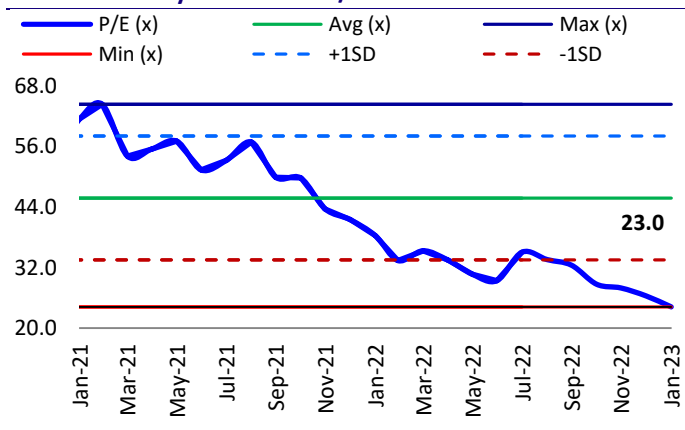
- SBICARD has strengthened its position as the second largest card player in the country, with a market share of 19.3% in outstanding cards and 18.0% in overall spends. It has an outstanding card base of 15.9m and has gained an average incremental market share of ~22% over the past three years (~25% over FY23YTD). The company is also the market leader in terms of open market sourcing and is the largest co-branded card issuer in India.
- SBICARD has access to parent State Bank of India’s vast network of ~22k branches and customer base of ~450m, along with strong open market sourcing capabilities. With robust distribution and co-branded channels, SBICARD is well placed to capitalize on growth opportunities, as the market remains significantly underpenetrated. Open market sourcing has picked up, and the banca channel is also growing healthily, which provides better risk underwriting and lowers opex.
- Asset quality ratios deteriorated slightly, while provisions remained elevated. We estimate GNPA/NNPA ratios of 2.1%/0.6% by FY25, while PCR would be sustained at ~71%.
- The revolver mix was stable in 3QFY23, which is likely to increase gradually over the medium term. The improving revolver mix, a higher proportion of the interest earnings book and an increase in fee income will be the key earnings drivers. Margins, however, are likely to remain under pressure.
- **BUY with a TP of INR960:** SBICARD reported a weak quarter as net earnings were affected by higher provisions. Margins declined QoQ due to a lower revolver mix at 24% and a higher funding cost. We expect the revolver mix to increase gradually; however, margins could remain under pressure as the borrowing cost is expected to rise further. Spends growth remained healthy, and we expect the traction to continue, which is likely to drive loan growth. The moderation in ECL will keep the credit cost under control. We cut our estimates by 5-7% to factor in lower NII and slightly higher provisions. We estimate SBICARD to deliver a 34% earnings CAGR over FY23–25, leading to RoA/RoE of 6.5%/27.9%. **Maintain Buy with a revised TP of INR960 (premised on 26x Sep’24E EPS).**

Exhibit 8: One-year forward P/B



Source: MOFSL, Company

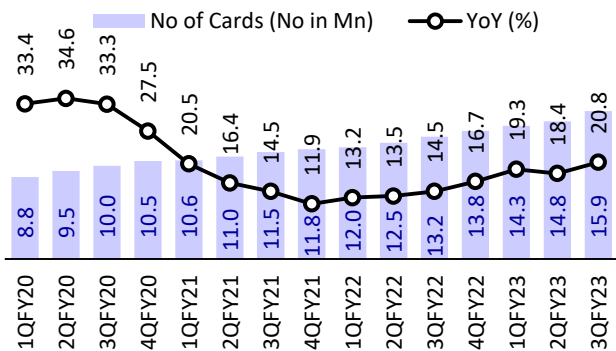
Exhibit 9: One-year forward P/E



Source: MOFSL, Company

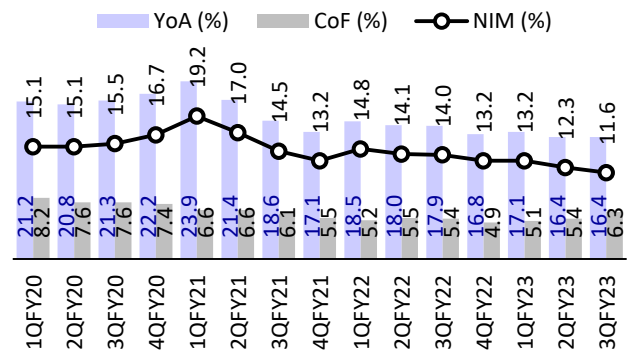
Story in charts

Exhibit 10: No of cards up ~21% YoY to 15.9m



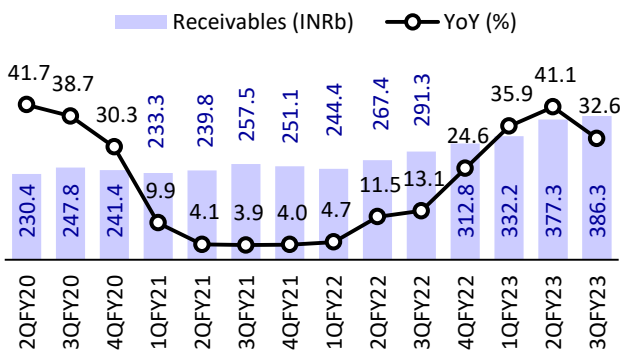
Source: MOFSL, Company

Exhibit 11: Margins decline 70bp QoQ to 11.6%



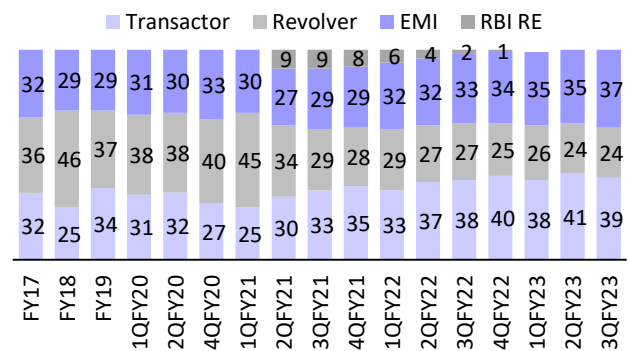
Source: MOFSL, Company

Exhibit 12: Receivables up 33% YoY to ~INR386b



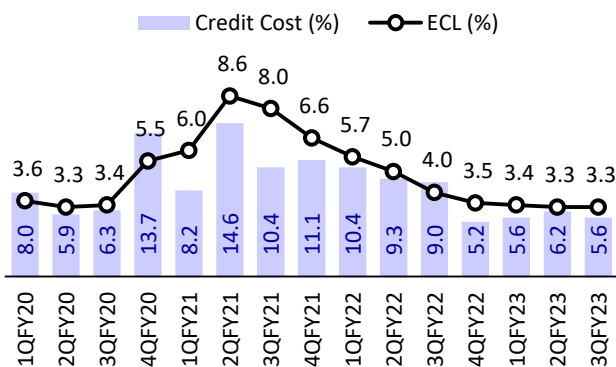
Source: MOFSL, Company

Exhibit 13: Receivables mix: Transactor mix down to 39%, while revolver share stable at 24%



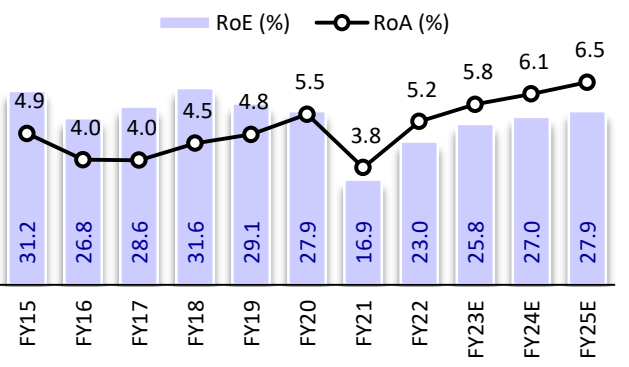
Source: MOFSL, Company

Exhibit 14: Credit cost moderates to 5.6%; ECL at 3.3%



Source: MOFSL, Company

Exhibit 15: RoE/RoE to remain strong at 6.5%/27.9% in FY25



Source: MOFSL, Company

Exhibit 16: DuPont Analysis – return ratios to remain robust

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E
Interest Income	20.87	19.96	21.30	18.84	15.64	15.89	16.55	17.18
Interest Expense	5.38	5.63	5.72	3.99	3.33	4.38	4.88	4.74
Net Interest Income	15.49	14.32	15.58	14.85	12.31	11.50	11.67	12.44
Fee Income	16.46	17.15	17.51	14.94	16.95	16.68	16.89	16.72
Trading and others	3.27	3.57	4.10	3.36	4.07	3.49	3.38	3.34
Non-Interest income	19.74	20.71	21.61	18.29	21.02	20.17	20.26	20.06
Total Income	35.23	35.04	37.19	33.14	33.32	31.67	31.93	32.50
Operating Expenses	22.22	21.18	21.04	18.00	18.96	18.58	18.48	18.46
Employee cost	1.46	2.12	2.06	1.88	1.53	1.49	1.46	1.41
Others	20.76	19.07	18.98	16.12	17.43	17.09	17.02	17.05
Operating Profits	13.00	13.86	16.15	15.15	14.36	13.09	13.46	14.04
Provisions	6.05	6.41	8.54	10.09	7.32	5.30	5.21	5.29
NPA	4.52	5.21	5.39	8.26	9.12	4.93	4.84	4.82
Others	1.53	1.19	3.14	1.83	-1.80	0.37	0.37	0.47
PBT	6.95	7.45	7.61	5.06	7.05	7.80	8.25	8.75
Tax	2.41	2.62	2.13	1.30	1.80	2.00	2.12	2.25
RoA	4.55	4.83	5.48	3.76	5.24	5.79	6.13	6.50
Leverage (x)	7.0	6.0	5.1	4.5	4.4	4.5	4.4	4.3
RoE	31.6	29.1	27.9	16.9	23.0	25.8	27.0	27.9

Financials and valuations

Income Statement								(INR m)
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E
Interest Income	27,600	35,757	48,413	49,277	48,212	62,322	81,884	107,167
Interest Expense	7,115	10,094	13,009	10,434	10,273	17,192	24,161	29,568
Net Interest Income	20,485	25,664	35,404	38,843	37,939	45,130	57,723	77,599
Growth (%)	50.7	25.3	38.0	9.7	-2.3	19.0	27.9	34.4
Non-Interest Income	26,102	37,111	49,110	47,859	64,803	79,116	100,245	125,074
Total Income	46,587	62,775	84,514	86,702	102,742	124,246	157,969	202,673
Growth (%)	58.3	34.7	34.6	2.6	18.5	20.9	27.1	28.3
Operating Expenses	29,393	37,947	47,815	47,079	58,462	72,880	91,403	115,127
Pre Provision Profits	17,194	24,828	36,699	39,623	44,280	51,366	66,566	87,546
Growth (%)	55.8	44.4	47.8	8.0	11.8	16.0	29.6	31.5
Provisions (excl. tax)	8,001	11,477	19,402	26,386	22,558	20,774	25,761	32,975
PBT	9,193	13,351	17,296	13,237	21,722	30,592	40,804	54,572
Tax	3,182	4,701	4,848	3,392	5,560	7,862	10,487	14,025
Tax Rate (%)	34.6	35.2	28.0	25.6	25.6	25.7	25.7	25.7
PAT	6,011	8,650	12,448	9,845	16,161	22,730	30,318	40,547
Growth (%)	61.2	43.9	43.9	-20.9	64.2	40.6	33.4	33.7
OCI	(18)	(31)	(31)	128	102	-	-	-
Total Comprehensive Income	5,993	8,618	12,417	9,974	16,263	22,730	30,318	40,547
Growth (%)	61.4	43.8	44.1	-19.7	63.1	39.8	33.4	33.7

Balance Sheet

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E
Share Capital	7,850	8,372	9,390	9,405	9,432	9,432	9,432	9,432
Reserves & Surplus	15,681	27,506	44,023	53,615	68,095	88,939	116,899	154,616
Net Worth	23,531	35,878	53,412	63,020	77,527	98,371	126,330	164,048
Borrowings	114,128	135,494	175,728	178,948	229,825	289,579	363,422	457,911
Other Liabilities & Prov.	19,201	30,090	23,927	28,161	39,133	50,090	61,611	73,933
Total Liabilities	156,860	201,462	253,067	270,129	346,484	438,040	551,362	695,891
Current Assets	4,727	7,768	6,774	7,201	11,064	11,949	12,785	13,553
Investments	0	15	15	9,576	12,972	15,047	17,605	20,598
Growth (%)	NA	NA	0.0	65,347.3	35.5	16.0	17.0	17.0
Loans	140,455	179,087	228,116	234,591	301,873	389,416	498,452	638,018
Growth (%)	40.7	27.5	27.4	2.8	28.7	29.0	28.0	28.0
Fixed Assets	2,768	2,164	3,346	3,182	4,537	4,764	5,002	5,252
Other Assets	8,910	12,428	14,817	15,579	16,039	16,864	17,518	18,470
Total Assets	156,860	201,462	253,067	270,129	346,484	438,040	551,362	695,891

Asset Quality

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E
GNPA (INR m)	4,125	4,529	4,844	12,543	6,934	8,605	10,213	13,846
NNPA (INR m)	1,348	1,518	1,589	2,776	2,409	2,963	3,183	4,042
GNPA Ratio	2.8	2.4	2.0	5.0	2.2	2.2	2.0	2.1
NNPA Ratio	0.9	0.8	0.7	1.1	0.8	0.8	0.6	0.6
Slippage Ratio	3.1	5.9	5.9	12.8	8.0	5.5	5.4	5.3
Credit Cost	6.4	6.2	9.1	10.7	8.0	5.8	5.6	5.6
PCR (Excl Tech. write off)	67.3	66.5	67.2	77.9	65.3	65.6	68.8	70.8

Financials and valuations

Business Metrics

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E
Total No of Cards (Nos. in Mn)	6.3	8.3	10.5	11.8	13.8	16.9	20.8	25.4
Total spends (INR b)	770.2	1,032.7	1,309.2	1,224.2	1,863.5	2,534.4	3,269.4	4,184.8
Spends per card (INR k)	123.1	124.8	124.1	103.5	135.4	149.7	157.0	164.7
Loans per card (INR)	22,443	21,651	21,628	19,844	21,927	22,997	23,932	25,109
Loans as % of spends	18.2	17.3	17.4	19.2	16.2	15.4	15.2	15.2
Fee income earned per card	3,479	3,714	3,772	3,305	3,796	3,864	4,011	4,103

Ratios

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E
Yield & Cost Ratios (%)								
Avg. Yield on loans	22.2	21.6	22.7	20.0	17.1	17.4	17.8	18.2
Avg. Cost of Borrowings	7.2	8.1	8.4	5.9	5.0	6.6	7.4	7.2
Interest Spread	15.0	13.5	14.3	14.1	12.1	10.8	10.4	11.0
Net Interest Margin	16.5	15.5	16.6	15.8	13.5	12.6	12.5	13.2

Capitalisation Ratios (%)

Tier I	12.4	14.9	17.7	20.9	21.0	20.5	20.3	20.1
Tier II	5.9	5.3	4.7	3.9	2.8	2.1	1.6	1.2
CAR	18.3	20.1	22.4	24.8	23.8	22.6	21.8	21.3

Asset-Liability Profile (%)

Cost/Assets	22.2	21.2	21.0	18.0	19.0	18.6	18.5	18.5
Cost/Total Income	63.1	60.4	56.6	54.3	56.9	58.7	57.9	56.8
Int. Expense/Int. Income	25.8	28.2	26.9	21.2	21.3	27.6	29.5	27.6
Fee Income/Total Income	46.7	48.9	47.1	45.1	50.9	52.7	52.9	51.4
Non Int. Inc./Total Income	56.0	59.1	58.1	55.2	63.1	63.7	63.5	61.7
Emp. Cost/Total Expense	6.6	10.0	9.8	10.4	8.1	8.0	7.9	7.6

Valuation

RoE	31.6	29.1	27.9	16.9	23.0	25.8	27.0	27.9
RoA	4.5	4.8	5.5	3.8	5.2	5.8	6.1	6.5
RoRWA	4.8	5.2	5.9	4.1	5.8	6.1	6.1	6.1
Book Value (INR)	30	43	57	67	82	104	134	174
Growth (%)	62.4	43.0	32.7	17.8	22.7	26.9	28.4	29.9
Price-BV (x)	24.9	17.4 (x)	13.1	11.1	9.1	7.2	5.6	4.3
Adjusted BV (INR)	29	42	56	65	80	102	132	171
Price-ABV (x)	25.9	17.9 (x)	13.4	11.5	9.3	7.3	5.7	4.4
EPS (INR)	7.7	10.7	14.0	10.5	17.2	24.1	32.1	43.0
Growth (%)	61.2	39.3	31.4	-25.3	63.8	40.4	33.4	33.7
Price-Earnings (x)	97.4	70.0	53.2	71.2	43.5	31.0	23.2	17.4

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