

Union Bank of India



Estimate change	↔
TP change	↔
Rating change	↔

Bloomberg	UNBK IN
Equity Shares (m)	6835
M.Cap.(INRb)/(USD\$)	555.7 / 6.8
52-Week Range (INR)	96 / 34
1, 6, 12 Rel. Per (%)	-1/108/79
12M Avg Val (INR M)	1014

Financials & Valuations (INR b)

Y/E March	FY23E	FY24E	FY25E
NII	335.6	386.0	415.3
OP	256.1	301.6	337.0
NP	79.4	107.6	140.2
NIM (%)	2.8	2.9	2.9
EPS (INR)	11.6	15.7	20.5
EPS Gr. (%)	47.1	35.4	30.4
BV/Sh. (INR)	108	119	132
ABV/Sh. (INR)	91	103	117
RoE (%)	11.6	14.3	16.8
RoA (%)	0.6	0.8	1.0

Valuations

P/E(X)	7.0	5.2	4.0
P/BV (X)	0.8	0.7	0.6
P/ABV (X)	0.9	0.8	0.7

Shareholding pattern (%)

As On	Dec-22	Sep-22	Dec-21
Promoter	83.5	83.5	83.5
DII	8.4	7.1	7.0
FII	1.6	1.4	1.2
Others	6.5	8.0	8.3

FII Includes depository receipts

CMP: INR81

TP: INR100 (+23%)

Buy

Operating performance healthy; guidance maintained

Asset quality improvement on track

- Union Bank of India (UNBK) reported 107% YoY growth in PAT to INR22.4b (in line) driven by lower provisions and margin expansion of 6bp QoQ to 3.21% in 3QFY23. Business growth was healthy fueled by the RAM segment while CASA ratio witnessed a slight moderation during the quarter.
- Fresh slippages moderated, which coupled with healthy recoveries and upgrades resulted in an improvement in asset quality ratios. PCR improved to ~75% in 3QFY23. Restructured book declined to 2.38% of loans from 2.60% in 2QFY23. The SMA book, at 72bp, was also fairly controlled.
- We largely maintain our earnings assumptions and estimate an RoA/RoE of 1.0%/16.8%, respectively, by FY25. **Retain BUY with a TP of INR100 (premised on 0.9x Sep'24E ABV).**

Margin expands 6bp QoQ to 3.21%; PCR improves to ~75%

- UNBK reported 107% YoY growth in 3QFY23 PAT to INR22.4b (in line) driven by lower provisions which came in at INR30b (13% lower than MOSLe). Over 9MFY23, PAT grew 49% YoY to INR56.5b.
- NII rose 20% YoY to INR86.3b (in line) in 3QFY23, driven by a combination of healthy 4% QoQ loan growth and 6bp QoQ expansion in NIM to 3.21%. In 9MFY23, NII grew 17% YoY to INR245b.
- Other income jumped 30% YoY fueled by healthy recoveries from written-off account, modest treasury income and 30% growth in fee income.
- Operating expenses grew 15% YoY to INR52.8b as UNBK provided INR1.2b towards wage revision. The C/I ratio thus increased 120bp QoQ to 44.4% in 3QFY23. PPop/Core PPop rose 30%/36% YoY to INR66.2b/INR61.5b, respectively. During 9MFY23, PPop increased 14% YoY to INR186b.
- Advances were up 4% QoQ (+23% YoY) to INR7.6t, propelled by healthy traction across the RAM segment, which grew 7% QoQ to ~55% of loans. Corporate loans were flat QoQ. Deposit grew 14% YoY (+2.1% QoQ) with CASA deposits rising 1% QoQ. CASA ratio moderated 33bp QoQ to 35.3%.
- Fresh slippages moderated to INR25.7b (1.4% annualized), which coupled with healthy recoveries/upgrades resulted in an improvement in asset quality ratios. GNPA/NNPA ratio thus declined 52bp/50bp QoQ to 7.93%/2.14%, respectively, while PCR improved to 74.6%.
- The total SMA book (>INR50m) stood at 0.72% of loans v/s 0.57% in 2QFY23. The total restructured loans declined to 2.4% of loans.

Highlights from the management commentary

- While the bank is tracking well on its guidance for FY23, management has not changed its guidance due to volatile external environment; UNBK maintains its prudence guidance.
- Management expects margin to be around 3% range for FY23.
- The bank is targeting to reduce its credit cost to below 1.7%.

Nitin Aggarwal - Research Analyst (Nitin.Agarwal@MotilalOswal.com)

Yash Aggarwal - Research Analyst (Yash.Agarwal@motilalosal.com)

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.

Valuation and view

UNBK reported a healthy quarter with earnings growth driven by lower provisions and margin expansion. Fresh slippages moderated, which coupled with a low SMA book (0.72%) and controlled restructuring (2.4%) provide a better outlook on asset quality. Loan growth continued to remain healthy fueled by the RAM segment, which remains the focus area of the bank. We largely maintain our earnings assumptions and estimate an RoA/RoE of 1.0%/16.8%, respectively, by FY25.

Reiterate BUY with a TP of INR100 (premised on 0.9x Sep'24E ABV).

Quarterly performance**(INR m)**

	FY22				FY23E				FY22	FY23E	FY23E	V/S our
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE				
Net Interest Income	70.1	68.3	71.7	67.7	75.8	83.1	86.3	90.5	277.9	335.6	88.7	-3%
% Change (YoY)	9.5	8.5	8.9	25.3	8.1	21.6	20.3	33.6	12.5	20.8	23.7	
Other Income	27.8	39.8	25.2	32.4	28.2	32.8	32.7	34.1	125.2	127.8	32.2	2%
Total Income	97.9	108.1	97.0	100.1	104.0	115.8	119.0	124.6	403.1	463.4	120.9	-2%
Operating Expenses	46.1	47.3	46.0	44.9	49.5	50.0	52.8	54.9	184.4	207.3	52.9	0%
Operating Profit	51.8	60.7	51.0	55.2	54.5	65.8	66.2	69.7	218.7	256.1	68.1	-3%
% Change (YoY)	28.4	25.7	-3.2	11.3	5.1	8.3	29.8	26.2	11.2	17.1	33.5	
Provisions	34.0	37.2	25.5	36.2	32.8	40.8	30.4	33.6	132.9	137.5	35.0	-13%
Profit before Tax	17.8	23.5	25.5	19.0	21.7	25.0	35.8	36.1	85.8	118.5	33.1	8%
Tax	6.0	8.2	14.6	4.6	6.1	6.5	13.4	13.1	33.5	39.1	11.6	15%
Net Profit	11.8	15.3	10.9	14.4	15.6	18.5	22.4	22.9	52.3	79.4	21.5	4%
% Change (YoY)	254.9	195.4	49.3	8.3	32.0	21.1	106.8	59.2	80.0	51.8	98.3	
Operating Parameters												
Deposit (INR b)	9,085	9,140	9,375	10,324	9,928	10,433	10,650	11,150	10,324	11,150	10,807	-1%
Loan (INR b)	5,846	5,810	6,168	6,610	6,764	7,275	7,564	7,813	6,610	7,813	7,445	2%
Deposit Growth (%)	1.8	3.2	6.2	11.8	9.3	14.1	13.6	8.0	11.8	8.0	15.3	(167)
Loan Growth (%)	0.5	0.3	5.8	11.8	15.7	25.2	22.6	18.2	11.8	18.2	20.7	194
Asset Quality												
Gross NPA (%)	13.6	12.6	11.6	11.1	10.2	8.5	7.9	7.3	11.1	7.3	8.1	(15)
Net NPA (%)	4.7	4.6	4.1	3.7	3.3	2.6	2.1	1.9	3.8	1.9	2.5	(35)
PCR (%)	68.7	66.6	67.5	69.5	69.9	70.6	74.6	75.5	68.7	75.5	71.0	360

E:MOFSL Estimates

Quarterly snapshot

INR m	FY21				FY22				FY23			Change (%)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	YoY	QoQ
Profit and Loss													
Interest Income	184.3	177.8	170.9	154.8	171.3	167.1	169.3	171.7	181.7	196.8	208.8	23	6
Loans	124.4	118.5	114.5	99.7	113.5	111.7	112.7	114.5	122.6	138.1	150.3	33	9
Investment	52.4	52.7	51.6	49.1	51.0	49.2	49.3	50.0	52.5	53.1	53.5	8	1
Interest Expenses	120.3	114.8	105.0	100.7	101.2	98.8	97.6	104.1	105.9	113.8	122.5	26	8
Net Interest Income	64.0	62.9	65.9	54.0	70.1	68.3	71.7	67.7	75.8	83.1	86.3	20	4
Other Income	14.6	24.1	29.7	43.3	27.8	39.8	25.2	32.4	28.2	32.8	32.7	30	0
Trading profits	5.2	10.3	12.8	6.5	9.9	8.0	5.8	9.4	1.7	3.0	4.7	-18	60
Recoveries	0.8	2.6	2.4	21.0	6.2	17.6	4.7	2.9	7.5	12.4	10.9	130	-12
Core Fees	7.5	9.8	13.2	15.1	10.6	12.3	13.2	18.3	16.8	16.0	17.1	30	7
Total Income	78.7	87.0	95.6	97.3	97.9	108.1	97.0	100.1	104.0	115.8	119.0	23	3
Operating Expenses	38.3	38.7	42.9	47.7	46.1	47.3	46.0	44.9	49.5	50.0	52.8	15	6
Employee	20.9	21.2	24.2	25.6	28.8	26.4	23.8	22.1	26.5	27.5	28.5	20	4
Others	17.4	17.5	18.8	22.2	17.3	20.9	22.2	22.8	23.0	22.6	24.3	9	8
Operating Profits	40.3	48.3	52.7	49.6	51.8	60.7	51.0	55.2	54.5	65.8	66.2	30	1
Core Operating Profits	35.2	38.0	39.8	43.1	41.9	52.7	45.2	45.8	52.8	62.8	61.5	36	-2
Provisions	35.6	42.4	52.1	36.8	34.0	37.2	25.5	36.2	32.8	40.8	30.4	19	-26
NPA provisions	24.5	37.2	30.4	47.1	24.9	36.9	22.7	31.5	36.5	28.2	24.4	7	-13
Provisions on Inv.	-2.1	1.8	0.2	3.2	-2.0	-0.5	-0.9	5.6	6.7	-1.1	0.0	-100	-100
PBT	4.8	5.9	0.5	12.8	17.8	23.5	25.5	19.0	21.7	25.0	35.8	41	43
Taxes	1.5	0.7	-6.7	-0.5	6.0	8.2	14.6	4.6	6.1	6.5	13.4	-9	105
PAT	3.3	5.2	7.3	13.3	11.8	15.3	10.9	14.4	15.6	18.5	22.4	107	21
Balance Sheet													
Deposits (INR b)	8,925	8,861	8,824	9,238	9,085	9,140	9,375	10,324	9,928	10,433	10,650	14	2
Loans (INR b)	5,817	5,790	5,829	5,910	5,846	5,810	6,168	6,610	6,764	7,275	7,564	23	4
Asset Quality													
GNPA (INR b)	971.9	958.0	879.7	897.9	877.6	802.1	777.9	795.9	745.0	653.9	637.7	-18	-2
NNPA (INR b)	289.1	238.9	190.6	272.8	274.4	267.9	252.6	243.0	223.9	191.9	162.0	-36	-16
Others													
Branches	9,590	9,590	9,587	9,315	9,312	9,274	9,113	8,873	8,729	8,729	8,710	-403	-19
ATM	13,239	13,287	12,961	12,957	11,824	11,677	11,455	11,232	11,154	11,092	10,953	-502	-139
Ratios (%)													
Asset Quality Ratios													
GNPA	15.0	14.7	13.5	13.7	13.6	12.6	11.6	11.1	10.2	8.5	7.9	-369	-52
NNPA	5.0	4.1	3.3	4.6	4.7	4.6	4.1	3.7	3.3	2.6	2.1	-195	-50
PCR	79.9	83.2	86.2	81.3	81.4	81.8	82.8	83.6	84.8	86.6	88.5	570	189
Credit Cost	2.5	4.6	3.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0	0
Business Ratio Ratios													
Fees of Total Income	93.4	88.1	86.6	93.3	89.9	92.6	94.1	90.6	98.4	97.5	96.0	198	-141
Cost to Core Income	52.2	50.4	51.9	52.6	52.4	47.3	50.4	49.5	48.4	44.3	46.2	-423	186
Tax Rate	30.4	12.6	NM	NM	33.6	35.1	57.4	24.3	28.1	26.1	37.4	NM	1,125
CASA (Cal)	33.3	34.6	35.4	36.3	36.4	37.2	37.0	36.5	36.2	35.6	35.3	-169	-33
Loan/Deposit	65.2	65.3	66.1	64.0	64.3	63.6	65.8	64.0	68.1	69.7	71.0	523	129
Profitability Ratios													
RoA	0.1	0.2	0.3	0.5	0.4	0.6	0.4	0.5	0.5	0.6	0.7	34	12
RoE	3.3	5.0	6.8	12.2	10.0	12.2	8.2	11.1	11.5	12.9	14.7	644	182
Yield on Loans	7.9	7.5	7.3	6.2	7.3	7.1	7.2	7.0	7.1	7.7	7.8	64	19
Yield on Investments	6.5	6.3	6.3	5.9	5.9	6.1	6.1	6.0	6.0	6.2	6.5	40	24
Cost of Deposits	5.0	4.8	4.6	4.3	4.2	4.2	4.0	4.1	4.0	4.2	4.3	28	5
Margins	2.8	2.8	2.9	2.4	3.1	3.0	3.0	2.8	3.0	3.2	3.2	21	6



Highlights from the management commentary

Business Performance, Balance Sheet and P&L related

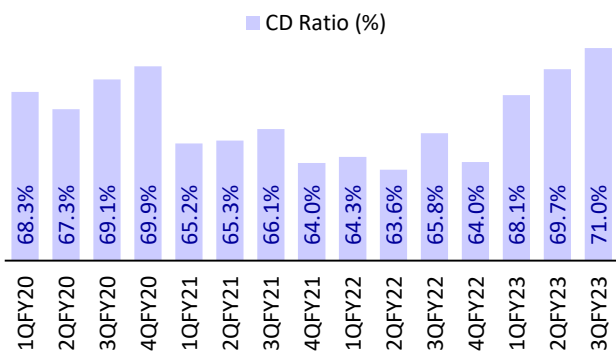
- While the bank is tracking well on its guidance for FY23, management has not changed its guidance due to volatile external environment; UNBK maintains its prudence guidance
- Corporate book has shown a strong growth of 23% YoY
- Advances growth of 20% YoY in 3QFY23 was due to a low base in 3QFY22
- Within the Retail segment, gold loans recorded a strong growth of 40% YoY, while mortgage-backed loans grew 12% YoY
- The bank has identified 3-4 accounts that will be transferred to NARCL in the coming quarters
- Management has taken a Board approval to raise INR81b of which ~INR41b has been raised until Dec'22
- Management expects margin to be around 3% range for FY23
- The bank has set a budget of INR16b for FY24 for building its digital capabilities. It has also partnered with various Fin-techs to improve its reach
- In 3QFY23, UNBK has reversed DTA amounting to INR13b with outstanding DTA at INR90b as on 3QFY23
- The bank has made provisions of INR1.2b for wages revision taking a hike of 12-13% in 3QFY23
- Treasury income consisted of INR1.68b of profit on sale of investments, Exchange income amounted to INR2.1b and write-back of MTM at INR0.67b
- LCR ratio was stable at 163%

Asset quality related

- Healthy recoveries and lower slippages resulted in reduction in MSME NPA by 545bp YoY and Agri NPA by 152bp YoY
- Over 9MFY23, recoveries and upgrades at INR135b were higher than slippages of INR97b. The management is confident of achieving total recoveries of INR150b in FY23E
- Total restructured book reduced to 2.38% of overall loans while SMA book declined to 0.72% of total advances v/s 0.57% in 2QFY23
- The bank is targeting to reduce its credit cost to below 1.7%
- Interest income included NPA recoveries of ~INR6.85b

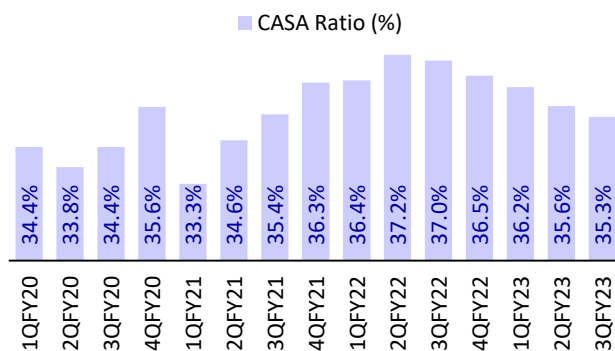
Story in charts

Exhibit 1: CD ratio increased QoQ to 71% in 3QFY23



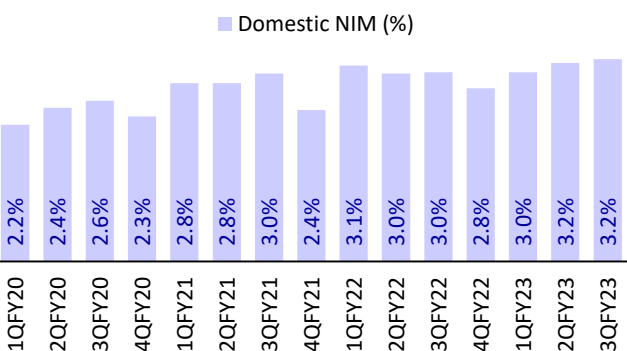
Merged numbers from 1QFY21 onwards Source: MOFSL, Company

Exhibit 2: CASA ratio contracted marginally to 35.3%



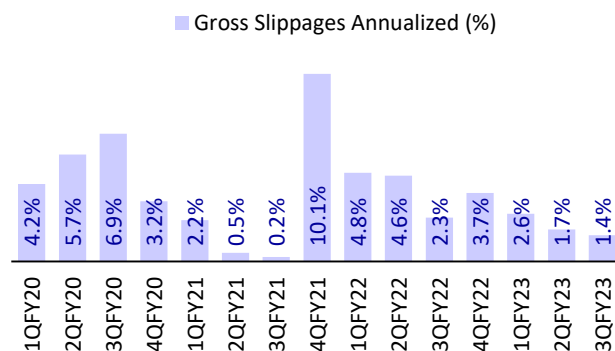
Source: MOFSL, Company

Exhibit 3: NIMs expanded 6bp QoQ to 3.21%



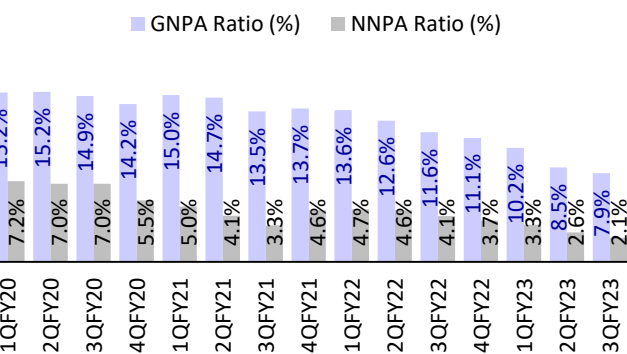
Source: MOFSL, Company

Exhibit 4: Slippages moderated to 1.4% in 3QFY23



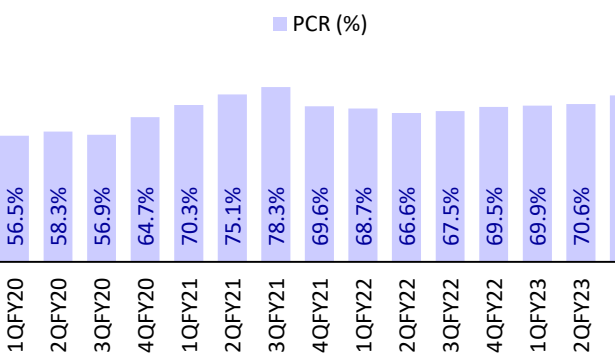
Source: MOFSL, Company

Exhibit 5: GNPA/NNPA ratio improved 52bp/50bp QoQ



Source: MOFSL, Company

Exhibit 6: PCR improved 395bp to 74.6%



Source: MOFSL, Company

Exhibit 7: DuPont Analysis – expect return ratios to improve from FY23

Y/E MARCH (%)	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E
Interest Income	6.97	6.94	7.13	6.57	6.01	6.66	7.22	7.27
Interest Expense	4.99	4.86	4.94	4.21	3.55	3.94	4.35	4.45
Net Interest Income	1.98	2.08	2.19	2.36	2.46	2.72	2.88	2.82
Fee income	0.79	0.79	0.73	0.73	0.82	0.87	0.90	0.95
Trading and others	0.27	0.12	0.28	0.39	0.29	0.16	0.19	0.23
Non-Interest Income	1.06	0.91	1.01	1.12	1.11	1.03	1.10	1.18
Total Income	3.04	2.99	3.20	3.48	3.57	3.75	3.97	4.00
Operating Expenses	1.44	1.46	1.44	1.60	1.63	1.68	1.72	1.71
Employees	0.67	0.64	0.64	0.89	0.90	0.91	0.94	0.93
Others	0.77	0.82	0.80	0.71	0.74	0.77	0.79	0.78
Operating Profits	1.60	1.53	1.76	1.88	1.94	2.07	2.25	2.29
Core Operating Profits	1.33	1.42	1.48	1.49	1.64	1.91	2.06	2.06
Provisions	3.02	2.33	2.53	1.65	1.18	1.11	1.10	0.97
NPA	2.87	2.33	1.78	1.33	1.03	1.05	1.05	0.92
Others	0.14	0.00	0.75	0.32	0.15	0.06	0.05	0.05
PBT	-1.41	-0.80	-0.77	0.23	0.76	0.96	1.15	1.32
Tax	-0.30	-0.20	-0.22	-0.05	0.30	0.32	0.34	0.37
RoA	-1.12	-0.60	-0.55	0.28	0.46	0.64	0.80	0.95
Leverage (x)	21.3	20.9	19.0	18.3	18.0	18.0	17.8	17.6
RoE	-23.8	-12.5	-10.6	5.1	8.3	11.6	14.3	16.8

Financials and valuations

Income Statement									(INR b)
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E	
Interest Income	327.5	340.7	372.3	687.7	679.4	822.4	969.0	1,070.6	
Interest Expense	234.4	238.5	257.9	440.8	401.6	486.8	583.0	655.3	
Net Interest Income	93.0	102.1	114.4	246.9	277.9	335.6	386.0	415.3	
Growth (%)	4.5	9.8	12.0	115.9	12.5	20.8	15.0	7.6	
Non-Interest Income	49.9	44.7	52.6	117.4	125.2	127.8	146.9	173.4	
Total Income	142.9	146.9	167.0	364.3	403.1	463.4	532.9	588.7	
Growth (%)	3.1	2.8	13.7	118.2	10.6	14.9	15.0	10.5	
Operating Expenses	67.5	71.7	75.2	167.7	184.4	207.3	231.3	251.7	
Pre Provision Profits	75.4	75.2	91.8	196.7	218.7	256.1	301.6	337.0	
Growth (%)	1.5	-0.2	22.1	114.2	11.2	17.1	17.8	11.7	
Core PPP	62.7	69.5	77.2	156.1	185.7	235.9	276.0	303.8	
Growth (%)	48.7	10.7	11.1	102.2	19.0	27.0	17.0	10.1	
Provisions (exc. tax)	141.8	114.5	132.1	172.7	132.9	137.5	147.9	142.2	
PBT	-66.4	-39.3	-40.3	24.0	85.8	118.5	153.7	194.7	
Tax	-13.9	-9.8	-11.3	-5.1	33.5	39.1	46.1	54.5	
Tax Rate (%)	21.0	24.9	28.1	-21.1	39.0	33.0	30.0	28.0	
PAT	-52.5	-29.5	-29.0	29.1	52.3	79.4	107.6	140.2	
Growth (%)	NM	NM	NM	NM	80.0	51.8	35.4	30.4	

Balance Sheet								
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E
Equity Share Capital	11.7	17.6	34.2	64.1	68.3	68.3	68.3	68.3
Reserves & Surplus	239.3	247.2	303.6	580.7	637.4	696.3	769.7	858.7
Net Worth	251.0	264.9	337.9	644.8	705.8	764.7	838.1	927.0
Deposits	4,085.0	4,159.2	4,506.7	9,238.1	10,323.9	11,149.8	12,209.1	13,491.0
Growth (%)	8.0	1.8	8.4	105.0	11.8	8.0	9.5	10.5
of which CASA Deposits	1,392.4	1,501.4	1,603.7	3,355.9	3,771.9	4,092.0	4,480.7	5,032.2
Growth (%)	6.9	7.8	6.8	109.3	12.4	8.5	9.5	12.3
Borrowings	456.8	428.6	524.9	518.4	511.8	547.7	594.0	639.6
Other Liabilities & Prov.	81.0	87.7	137.4	315.9	334.4	351.2	368.7	387.1
Total Liabilities	4,873.8	4,940.4	5,506.8	10,717.1	11,875.9	12,813.4	14,009.9	15,444.8
Current Assets	494.4	430.5	551.1	844.1	1,195.0	1,123.0	1,075.5	1,003.3
Investments	1,237.5	1,260.5	1,524.1	3,315.1	3,485.1	3,694.2	3,952.8	4,189.9
Growth (%)	10.3	1.9	20.9	117.5	5.1	6.0	7.0	6.0
Loans	2,887.6	2,969.3	3,150.5	5,909.8	6,610.0	7,813.1	8,828.8	9,976.5
Growth (%)	0.8	2.8	6.1	87.6	11.8	18.2	13.0	13.0
Fixed Assets	38.3	37.6	47.6	73.4	71.9	75.5	79.3	83.2
Other Assets	215.9	242.5	233.5	574.6	513.9	107.7	73.6	191.8
Total Assets	4,873.8	4,940.4	5,506.8	10,717.1	11,875.9	12,813.4	14,009.9	15,444.8

Asset Quality								
GNPA (INR m)	493.7	487.3	490.9	897.9	795.9	601.5	527.3	504.4
NNPA (INR m)	243.3	203.3	173.0	279.4	249.3	147.1	127.3	118.6
GNPA Ratio	15.73	14.98	14.15	13.75	11.12	7.28	5.71	4.87
NNPA Ratio	8.42	6.85	5.49	4.73	3.77	1.88	1.44	1.19
Slippage Ratio	7.46	4.70	5.02	2.93	3.65	2.05	2.00	2.00
Credit Cost	4.69	3.90	4.32	2.90	2.12	1.80	1.70	1.44
PCR (Exc. Tech. write off)	50.7	58.3	64.7	68.9	68.7	75.5	75.9	76.5

Financials and valuations

Ratios

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E
Yield and Cost Ratios (%)								
Avg. Yield-Earning Assets	7.3	7.3	7.5	7.0	6.4	6.9	7.3	7.4
Avg. Yield on loans	7.9	8.1	8.2	7.7	7.2	7.7	8.1	8.0
Avg. Yield on Investments	7.6	7.4	7.7	6.8	5.9	6.5	6.8	7.1
Avg. Cost-Int. Bear. Liab.	5.4	5.2	5.4	4.6	3.9	4.3	4.8	4.9
Avg. Cost of Deposits	5.5	5.4	5.5	4.6	3.8	4.3	4.7	4.8
Interest Spread	1.9	2.1	2.2	2.4	2.5	2.6	2.6	2.5
Net Interest Margin	2.1	2.2	2.3	2.5	2.6	2.8	2.9	2.9

Capitalisation Ratios (%)

CAR	11.6	11.9	12.7	12.6	14.5	14.6	14.6	14.6
Tier I	9.1	9.6	10.7	10.4	12.2	12.3	12.3	12.4
Tier II	2.4	2.3	2.0	2.2	2.3	2.3	2.3	2.2

Business and Efficiency Ratios (%)

Loans/Deposit Ratio	70.7	71.4	69.9	64.0	64.0	70.1	72.3	73.9
CASA Ratio	34.1	36.1	35.6	36.3	36.5	36.7	36.7	37.3
Cost/Assets	1.4	1.5	1.4	1.6	1.6	1.6	1.7	1.6
Cost/Total Income	47.3	48.8	45.0	46.0	45.7	44.7	43.4	42.8
Cost/ Core Income	-0.5	-1.3	-0.5	-0.4	-0.6	-1.0	-0.9	-0.8
Int. Expense/Int. Income	71.6	70.0	69.3	64.1	59.1	59.2	60.2	61.2
Fee Income/Total Income	26.0	26.6	22.7	21.1	22.9	23.2	22.8	23.8
Non Int. Inc. Total Income	34.9	30.5	31.5	32.2	31.1	27.6	27.6	29.4
Emp. Cost/Total Expense	46.7	44.0	44.7	55.4	54.9	54.2	54.4	54.5
Investment/Deposit Ratio	30.3	30.3	33.8	35.9	33.8	33.1	32.4	31.1

Profitability Ratios and Valuation

RoE	-23.7	-12.5	-10.6	5.1	8.3	11.6	14.3	16.8
RoA	-1.1	-0.6	-0.6	0.3	0.5	0.6	0.8	1.0
RoRWA	-1.8	-1.1	-1.0	0.5	1.0	1.3	1.7	2.0
Book Value (INR)	204	143	94	96	99	108	119	132
Growth (%)	-38.1	-29.7	-34.7	3.0	3.1	8.7	9.9	11.0
Price-BV (x)	0.4	0.6	0.9	0.8	0.8	0.8	0.7	0.6
Adjusted BV (INR)	51	57	55	63	72	91	103	117
Price-ABV (x)	1.6	1.4	1.5	1.3	1.1	0.9	0.8	0.7
EPS (INR)	-56.5	-20.1	-11.2	4.5	7.9	11.6	15.7	20.5
Growth (%)	NM	NM	NM	NM	74.2	47.1	35.4	30.4
Price-Earnings (x)	-1.4	-4.0	-7.3	17.9	10.3	7.0	5.2	4.0

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

Disclosures

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations). Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at

<http://onlinereports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf>

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act") and together with the 1934 Act, the "Acts), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets Singapore Pte Ltd ("MOCMSPL") (Co. Reg. NO. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore. As per the approved agreement under Paragraph 9 of Third Schedule of Securities and Futures Act (CAP 289) and Paragraph 11 of First Schedule of Financial Advisors Act (CAP 110) provided to MOCMSPL by Monetary Authority of Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Accordingly, if a Singapore person is not or ceases to be such an institutional investor, such Singapore Person must immediately discontinue any use of this Report and inform MOCMSPL.

Specific Disclosures

- 1 MOFSL, Research Analyst and/or his relatives does not have financial interest in the subject company, as they do not have equity holdings in the subject company.
- 2 MOFSL, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company
- 3 MOFSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months
- 4 MOFSL, Research Analyst and/or his relatives do not have material conflict of interest in the subject company at the time of publication of research report
- 5 Research Analyst has not served as director/officer/employee in the subject company
- 6 MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- 7 MOFSL has received compensation for investment banking/merchant banking/brokerage services from the subject company in the past 12 months
- 8 MOFSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months
- 9 MOFSL has not received any compensation or other benefits from third party in connection with the research report
- 10 MOFSL has not engaged in market making activity for the subject company

The associates of MOFSL may have:

- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
- received compensation/other benefits from the subject company in the past 12 months
- any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however, the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
- Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

Terms & Conditions:

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. 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. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. 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 MOFSL 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. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022-3980

4263; www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-71881085.

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL: IN-DP-16-2015; NSDL: IN-DP-NSDL-152-2000; Research Analyst: INH000000412. AMFI: ARN.: 146822. IRDA Corporate Agent – CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products. Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.