

Bandhan Bank

| Estimate change | — |
|-----------------|----------|
| TP change | 1 |
| Rating change | — |
| Mating thange | |

| Bloomberg | BANDHAN IN |
|-----------------------|-------------|
| Equity Shares (m) | 1611 |
| M.Cap.(INRb)/(USDb) | 383.6 / 4.6 |
| 52-Week Range (INR) | 275 / 182 |
| 1, 6, 12 Rel. Per (%) | -1/0/-25 |
| 12M Avg Val (INR M) | 2321 |

Financials & Valuations (INR b)

| | • | | |
|---------------|------|-------|-------|
| Y/E March | FY23 | FY24E | FY25E |
| NII | 92.6 | 102.8 | 122.3 |
| OP | 70.9 | 69.5 | 81.6 |
| NP | 21.9 | 33.3 | 42.1 |
| NIM (%) | 6.9 | 6.7 | 6.8 |
| EPS (INR) | 13.6 | 20.7 | 26.1 |
| EPS Gr. (%) | NM | 51.9 | 26.2 |
| BV/Sh. (INR) | 122 | 136 | 155 |
| ABV/Sh. (INR) | 116 | 129 | 149 |
| Ratios | | | |
| RoE (%) | 11.9 | 16.0 | 17.9 |
| RoA (%) | 1.5 | 2.0 | 2.1 |
| Valuations | | | |
| P/E(X) | 17.5 | 11.5 | 9.1 |
| P/BV (X) | 2.0 | 1.7 | 1.5 |
| P/ABV (X) | 2.0 | 1.8 | 1.6 |
| | • | • | |

Shareholding pattern (%)

| As On | Sep-23 | Jun-23 | Sep-22 |
|----------|--------|--------|--------|
| Promoter | 40.0 | 40.0 | 40.0 |
| DII | 17.5 | 12.5 | 12.6 |
| FII | 32.8 | 33.5 | 34.2 |
| Others | 9.7 | 14.0 | 13.3 |
| | | | |

FII Includes depository receipts

CMP: INR238 TP: INR250 (+5%) Neutral Weak quarter; growth to revive in seasonally strong 2H Asset quality deteriorates

- Bandhan Bank (BANDHAN) reported a 4% miss on profitability at INR7.2b, amid sluggish NII growth and broadly stable margins.
- Advances growth was moderate at 13% YoY/4% QoQ, driven by healthy growth in the non-MFI portfolio. MFI book, which declined in Q1, has now grown by 5% QoQ. The MFI share in the total loan book now stands at 50% with O/s book currently at ~INR540b.
- Deposits growth has been healthy at 13% YoY/3% QoQ. The CASA mix improved as the bank increased SA rates during the quarter to limit the migration from SA to term deposits.
- GNPA increased 57bp QoQ to 7.3%. This rise can be attributed to higher slippages; however, the SMA book decreased by 130bp QoQ to 4.2%. This reduction in the SMA book is expected to contribute to a decrease in slippage run-rate. Collection efficiency was steady at 98%.
- We reduce our FY24/25E PAT by 3%/5% and estimate FY25 RoA/RoE at 2.1%/18%. We reiterate our Neutral rating on the stock with a TP of INR250.

PPoP misses estimates; MFI loan mix steady at 50%

- BANDHAN reported a PAT of INR7.2b in 2QFY24 (4% miss) due to sluggish NII growth and higher opex.
- NII declined marginally by 2% QoQ (3% miss), while margins declined 10bp QoQ to 7.2%. Other income grew 13% YoY/40% QoQ, leading to 4% QoQ growth in total revenues.
- PPoP growth stood largely flat at 2% YoY/1.4% QoQ to INR15.8b (7% miss) as the bank's C/I ratio spiked to 47%. Bandhan added 80 branches during 2Q and plans to add more in 2H.
- Advances growth stood modest at 13% YoY/4% QoQ, amid healthy growth in the non-MFI portfolio and sluggish growth in the MFI portfolio. The MFI book should report a healthy growth in a seasonally strong 2H. The bank aims to reduce its MFI exposure by growing the other segments of the book.
- Deposit growth has been healthy at 13% YoY/ 3% QoQ, while CASA growth stood strong at 7% YoY/11% QoQ. CASA mix thus improved to 38.5% from 36% in 1Q. Retail deposits mix stood steady at 74%.
- GNPA/NNPA ratios deteriorated 56bp/13bp QoQ to 7.3%/2.3% as slippages continue to remain elevated. PCR increased 72bp QoQ to ~70%.

Key takeaways from the management commentary

- Guided for FY24 credit growth of ~20%, with a focus on the latter half of the fiscal year for substantial growth.
- Fresh slippages stood at INR13.2b; INR10b in the EEB book.

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 CoF is expected to go up by 20-25bp in the next two quarters, which shall be offset by higher yields, so the NIM is expected to be in the same range of 7-7.5%.

 On the ECLGS guarantee, the bank has already received INR850m and expects another INR4.1b refund from the government.

Valuation and view

BANDHAN reported a muted 2QFY24, with a slight PAT miss of 4%, and elevated slippage run-rate. Higher opex kept the C/I ratio elevated at 47% and further suppressed PPoP growth. SMA book has declined 130bp QoQ to 4.2% though CE continues to remain steady at 98%. The bank has suggested for strong recovery in loan growth and asset quality over a seasonally strong second half. We continue to remain watchful of asset quality and the potential recovery from CGFMU and ECLGS. We cut our FY24/FY25 earnings by 3%/5% and estimate RoA/RoE of 2.1%/~17.9% in FY25. We retain our Neutral rating with a TP of INR250 (premised on 1.7x FY25E ABV).

| Quarterly performance | | | | | | | | | | | | (INR b) |
|------------------------------|-------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------------|
| Y/E March | | FY | 23 | | | FY24 | IE. | | FY23 | FY24E | FY24E | V/S our |
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3QE | 4QE | | | 2QE | Est |
| Net Interest Income | 25.1 | 21.9 | 20.8 | 24.7 | 24.9 | 24.4 | 25.3 | 28.2 | 92.6 | 102.8 | 25.1 | -3% |
| % Change (YoY) | 18.9 | 13.3 | -2.1 | -2.7 | -0.9 | 11.4 | 21.5 | 13.9 | 6.3 | 11.0 | 14.5 | |
| Other Income | 3.3 | 4.8 | 10.3 | 6.3 | 3.9 | 5.4 | 6.3 | 7.9 | 24.7 | 23.5 | 5.5 | -1% |
| Total Income | 28.4 | 26.7 | 31.1 | 31.0 | 28.8 | 29.8 | 31.6 | 36.0 | 117.3 | 126.2 | 30.6 | - 2 % |
| Operating Expenses | 10.2 | 11.2 | 11.9 | 13.1 | 13.1 | 14.0 | 14.5 | 15.1 | 46.4 | 56.8 | 13.6 | 3% |
| Operating Profit | 18.2 | 15.5 | 19.2 | 18.0 | 15.6 | 15.8 | 17.1 | 20.9 | 70.9 | 69.5 | 17.0 | - 7 % |
| % Change (YoY) | -7.0 | -2.0 | -1.4 | -28.8 | -14.2 | 2.0 | -11.1 | 16.5 | -11.5 | -2.0 | 9.2 | |
| Provisions | 6.4 | 12.8 | 15.4 | 7.3 | 6.0 | 6.4 | 6.2 | 6.8 | 42.0 | 25.3 | 6.9 | -8% |
| Profit Before Tax | 11.8 | 2.7 | 3.8 | 10.6 | 9.6 | 9.5 | 10.9 | 14.2 | 28.9 | 44.1 | 10.1 | -6% |
| Tax | 2.9 | 0.6 | 0.9 | 2.5 | 2.4 | 2.3 | 2.7 | 3.4 | 7.0 | 10.8 | 2.5 | -11% |
| Net Profit | 8.9 | 2.1 | 2.9 | 8.1 | 7.2 | 7.2 | 8.2 | 10.7 | 21.9 | 33.3 | 7.5 | -4% |
| % Change (YoY) | 137.6 | NM | -66.2 | -57.5 | -18.7 | 244.6 | 180.7 | 33.0 | NM | 51.9 | 259.3 | |
| Operating Parameters | | | | | | | | | | | | |
| Deposits (INR b) | 931 | 994 | 1,023 | 1,081 | 1,085 | 1,121 | 1,188 | 1,275 | 1,081 | 1,275 | 1,124 | 0% |
| Loans (INR b) | 909 | 902 | 921 | 1,048 | 982 | 1,020 | 1,111 | 1,206 | 1,048 | 1,206 | 1,029 | -1% |
| Deposit Growth (%) | 20.3 | 21.3 | 21.0 | 12.2 | 16.6 | 12.8 | 16.1 | 18.0 | 12.2 | 18.0 | 13.1 | 31 |
| Loan Growth (%) | 21.6 | 21.1 | 14.7 | 11.5 | 8.0 | 13.1 | 20.6 | 15.1 | 11.5 | 15.1 | 14.0 | 92 |
| Asset Quality | | | | | | | | | | | | |
| Gross NPA (%) | 7.3 | 7.2 | 7.2 | 4.9 | 6.8 | 7.3 | 5.5 | 4.9 | 4.9 | 4.9 | 6.4 | -95 |
| Net NPA (%) | 1.9 | 1.9 | 1.9 | 1.2 | 2.2 | 2.3 | 1.6 | 1.4 | 1.2 | 1.4 | 2.0 | -36 |
| PCR (%) | 74.9 | 75.5 | 75.4 | 76.8 | 69.2 | 70.0 | 72.4 | 73.0 | 76.8 | 73.0 | 70.6 | 64 |

E: MOFSL estimates

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Quarterly snapshot

| Quarterly snapshot | | gan . | 22 | | | | 22 | | | 24 | C! | (0/) |
|------------------------|--------|---------|--------|--------|--------|-------------|---|--------|--------|--------|-------|---------|
| | | | 22 | | | | 23 | | | 24 | | ge (%) |
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | YoY | QoQ |
| Profit and Loss, INRm | | | | | | | | | | | | |
| Interest Income | 34,100 | 31,809 | 34,087 | 38,716 | 40,554 | 37,735 | 38,076 | 42,683 | 45,229 | 44,919 | 19 | -1 |
| Loans | 29,904 | 27,777 | 29,753 | 34,404 | 35,518 | 32,646 | 32,603 | 36,984 | 39,057 | 38,882 | 19 | 0 |
| Investment | 3,414 | 3,394 | 3,944 | 4,031 | 4,422 | 4,555 | 4,864 | 5,021 | 5,158 | 5,311 | 17 | 3 |
| Others | 781 | 638 | 389 | 281 | 613 | 533 | 610 | 677 | 1,014 | 726 | 36 | -28 |
| Interest Expenses | 12,959 | 12,455 | 12,840 | 13,317 | 15,409 | 15,805 | 17,272 | 17,965 | 20,323 | 20,486 | 30 | 1 |
| Net Interest Income | 21,141 | 19,354 | 21,247 | 25,398 | 25,144 | 21,930 | 20,804 | 24,718 | 24,906 | 24,434 | 11 | -2 |
| Other Income | 6,169 | 5,245 | 7,123 | 9,644 | 3,297 | 4,764 | 10,333 | 6,291 | 3,851 | 5,403 | 13 | 40 |
| Total Income | 27,310 | 24,599 | 28,370 | 35,042 | 28,441 | 26,694 | 31,137 | 31,009 | 28,757 | 29,836 | 12 | 4 |
| Operating Expenses | 7,739 | 8,751 | 8,868 | 9,829 | 10,235 | 11,165 | 11,916 | 13,053 | 13,134 | 14,002 | 25 | 7 |
| Employee | 5,054 | 5,525 | 5,190 | 5,491 | 6,346 | 6,663 | 6,867 | 7,274 | 8,117 | 8,623 | 29 | 6 |
| Others | 2,684 | 3,227 | 3,678 | 4,338 | 3,888 | 4,502 | 5,049 | 5,778 | 5,017 | 5,379 | 19 | 7 |
| Operating Profits | 19,571 | 15,848 | 19,501 | 25,214 | 18,206 | 15,529 | 19,222 | 17,957 | 15,623 | 15,834 | 2 | 1 |
| Core Operating Profits | 19,571 | 15,848 | 19,501 | 25,214 | 18,187 | 15,453 | 19,222 | 17,736 | 15,070 | 15,478 | 0 | 3 |
| Provisions | 14,609 | 56,135 | 8,057 | 47 | 6,424 | 12,797 | 15,415 | 7,348 | 6,021 | 6,362 | -50 | 6 |
| PBT | 4,962 | -40,287 | 11,444 | 25,167 | 11,782 | 2,732 | 3,807 | 10,609 | 9,602 | 9,472 | 247 | -1 |
| Taxes | 1,231 | -10,201 | 2,855 | 6,143 | 2,917 | 640 | 901 | 2,526 | 2,392 | 2,261 | 254 | -5 |
| PAT | 3,731 | -30,086 | 8,590 | 19,023 | 8,865 | 2,093 | 2,906 | 8,083 | 7,211 | 7,212 | 245 | 0 |
| Balance Sheet, INRb | | | | | | , , , , , , | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | | , | | | - |
| Deposits | 773 | 819 | 845 | 963 | 931 | 994 | 1,023 | 1,081 | 1,085 | 1,121 | 13 | 3 |
| Loans | 748 | 745 | 803 | 940 | 909 | 902 | 921 | 1,048 | 982 | 1,020 | 13 | 4 |
| Asset Quality, INRm | | | | | | | | | | | | |
| GNPA | 64,404 | 87,636 | 94,416 | 63,800 | 69,675 | 68,539 | 69,648 | 52,986 | 69,604 | 78,738 | 15 | 13 |
| NNPA | 24,579 | 22,658 | 24,131 | 15,642 | 17,491 | 16,782 | 17,113 | 12,283 | 21,407 | 23,652 | 41 | 10 |
| Ratios (%) | | FY | 22 | | | FY | 23 | | FY | 24 | Chang | e (bps) |
| - Asset Quality Ratios | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | YoY | QoQ |
| GNPA (%) | 8.2 | 10.8 | 10.8 | 6.5 | 7.3 | 7.2 | 7.2 | 4.9 | 6.8 | 7.3 | 13 | 56 |
| NNPA (%) | 3.3 | 3.0 | 3.0 | 1.7 | 1.9 | 1.9 | 1.9 | 1.2 | 2.2 | 2.3 | 46 | 14 |
| PCR (Calc, %) | 61.8 | 74.1 | 74.4 | 75.5 | 74.9 | 75.5 | 75.4 | 76.8 | 69.2 | 70.0 | -555 | 72 |
| - Business Ratios | | | | | | | | | | | | |
| Cost to Core Income | 28.3 | 35.6 | 31.3 | 28.0 | 36.0 | 41.9 | 38.3 | 42.4 | 46.6 | 47.5 | 555 | 93 |
| Tax Rate | 24.8 | 25.3 | 24.9 | 24.4 | 24.8 | 23.4 | 23.7 | 23.8 | 24.9 | 23.9 | 46 | -104 |
| CASA (%) | 42.9 | 44.6 | 45.6 | 41.6 | 43.2 | 40.8 | 36.4 | 39.3 | 36.0 | 38.5 | -223 | 253 |
| Loan/Deposit | 96.7 | 91.0 | 95.0 | 97.6 | 97.7 | 90.8 | 90.0 | 96.9 | 90.5 | 91.0 | 25 | 51 |
| - Profitability Ratios | | | | | | | | | | | | |
| ROA | 1.3 | -10.6 | 2.8 | 6.0 | 2.5 | 0.6 | 0.8 | 2.2 | 1.9 | 1.9 | 130 | 0 |
| ROE | 8.5 | 0.0 | 22.2 | 46.5 | 19.7 | 4.5 | 6.2 | 17.0 | 14.4 | 14.0 | 950 | -40 |
| Yield | 13.7 | 12.4 | 12.6 | 13.3 | 12.9 | 12.0 | 12.0 | 12.7 | 13.3 | 13.3 | 130 | 0 |
| Cost of Funds | 5.7 | 5.3 | 5.2 | 5.1 | 5.3 | 5.5 | 5.8 | 5.8 | 6.4 | 6.5 | 100 | 10 |
| Margins | 8.5 | 7.6 | 7.8 | 8.7 | 8.0 | 7.0 | 6.5 | 7.3 | 7.3 | 7.2 | 20 | -10 |
| Other Details | | | | - ** | | | | | | | | |
| Branches | 1,152 | 1,168 | 1,176 | 1,189 | 1,190 | 1,190 | 1,250 | 1,411 | 1,542 | 1,621 | 431 | 79 |
| ATM | 487 | 487 | 489 | 471 | 429 | 432 | 412 | 438 | 438 | 438 | 6 | 0 |
| | | | | | | | | | | | _ | - |



Highlights from the management commentary

Balance sheet related

- Advances grew 12.3% and 4.3% QoQ, driven by an uptick in demand across all verticals. The growth in Q2 was primarily concentrated in the month of September, and as a result not reflected in NIMs.
- Bank's Retail book grew 80% YoY/15% QoQ; Commercial banking grew 65% YoY/ 7% QoQ; Housing book grew 4% YoY.
- The housing sector is seeing a steady recovery, evidenced by a steady increase in overall disbursements. Moreover, productivity is also on the rise in tandem with the growth in disbursements.

- Deposits grew 12.8% YoY, and a tad stronger than industry growth. Retail to total deposits ratio moved to 74%.
- CASA deposits have shown growth of 10.5% YoY/6.6% QoQ. The bank's CASA ratio stood at 38.5%.
- The bank has increased the SA rates in the month of September. The bank had witnessed a trend where customers were shifting their funds from savings to TD due to favorable interest rates. However, this trend is now reversing, and the bank anticipates a stabilization in the savings bank book moving forward. MFI customers contribute 4% of the total deposits.
- The bank has successfully added 1m customers, with 0.6-0.7m lac coming from the EEB segment. On the liabilities side, there has been a 12% YoY increase in the number of customers.
- The bank expects other segment's business growth to be faster than the EEB book, but does not expect any decline in growth in the EEB book.

P&L and Asset Quality related

- Collection Efficiency stood at 98%, EEB (ex-NPA stood at 98%, up from 95% a year ago).
- GNPA stood at 7.3%, with improvements across all buckets.
- The bank reported a PAT of INR7.2b, up 245% YoY. NII stood at INR24.4b, vs INR21.9b, growing 11.4% YoY.
- NIM stood at 7.2% vs. 7% in 2QFY23. NIM stood at 7.3% for Sep-23 due to better yields amid festive demand.
- CoF is expected to go up 20-25bp in the next two quarters, which shall be offset by higher yields. So, the NIMs is expected to hover around 7-7.5%.
- The benefit of the CASA was witnessed in the later part of the quarter.
- Credit cost is largely stable. While we expect credit cost to be stable at 2% with a variance of 20bp.
- The bank has delivered RoA at 1.9% and RoE at 14% in Q2.
- In Q2, the bank expanded its network by opening 80 new branches, with 70% of them strategically located in the northern, southern, and western zones.
- Fresh slippages in the EEB book stood at INR13.2b, out of which INR10b was specifically from the EEB segment. About INR550m of this total originated from the state of Manipur, as the state of Manipur is not active currently.
- In H2, the bank anticipates an improvement in collections. The DPD book has decreased, is expected to result in lower slippages in the future. The bank is optimistic that slippages will decrease and recoveries will increase during the period.
- PCR on the EEB book stands at 85% and the bank has 35-36% coverage in the other books, leading to 70% PCR on the overall book.
- During the quarter, the bank recovered and repaid INR2.5b from its ARC pool, which was sold in Dec-22 and Mar-23. The bank has fulfilled all the necessary payments to the ARC and investors. Hence, any recovery from hereon will directly benefit the bank. By Q4, recoveries from both tranches are expected to be consistent, amounting to a run-rate of INR2.5b per quarter.
- The DPD pool has come down QoQ, and hence, should reflect in the slippages going forward.

- The bank expects to maintain 3% of Opex/Assets going forward in FY24. Further, it targets to add 100-120 branches in the year.
- For the Assam refund, the bank has received its first tranche of INR470m.
- CGMFU recovery The audit has been completed and the bank remains hopeful of receiving this in the future.
- On the ECLGS guarantee, the bank has already received INR850m and INR4.1b is still pending.
- Collection fees from the ARC will be received till Q3 and will be stopped from Q4 onwards.
- INR16b from CGMFU recovery will be parked in a separate account as a liability to enhance provision cover. Consequently, the NNPA will decrease due to the CGMFU recovery, although it will not directly contribute to the income in the P&L.

Guidance for FY24

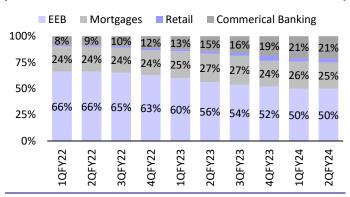
- Guided for FY24 credit growth of ~20%, with the majority of the growth expected in the latter half of the year.
- Expect collection efficiency to be steady at 98%.
- Credit cost guidance set at 2% with a variance of 20bp.
- H2 is the better half for the year and the ongoing festive season is also showing credit demand.

Digital

- The bank has completed migration to the core banking system, and is live on Oracle Flexcube.
- As a first step in the tech migration journey, the bank has launched a new mobile app.
- The new CBS system will enable the launch of additional products and services, enhancing the personalized experience for customers.

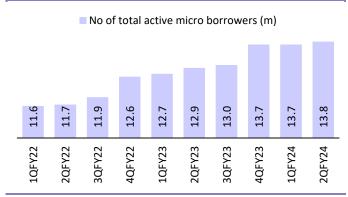
Key exhibits

Exhibit 1: Share of EEB (MFI) in the overall Portfolio mix decreased to 50%



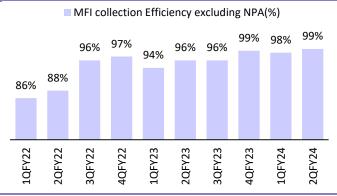
Source: MOFSL, Company

Exhibit 2: Active MFI borrower base increased to 13.8m



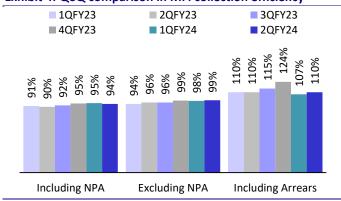
Source: MOFSL, Company

Exhibit 3: MFI collection efficiency (%), excluding NPA, increased to 99% in 2QFY24



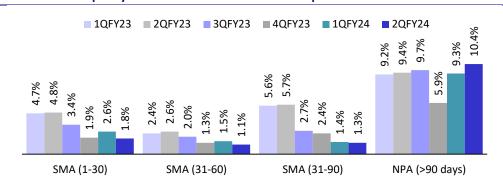
Source: MOFSL, Company

Exhibit 4: QoQ comparison in MFI collection efficiency



Source: MOFSL, Company

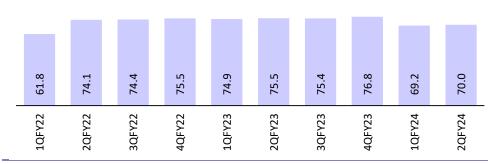
Exhibit 5: Asset quality trends across buckets in the MFI portfolio



Source: MOFSL, Company

Exhibit 6: Provision coverage ratio moderated to ~70% in 2QFY24

PCR (%)



Source: MOFSL, Company

Exhibit 7: DuPont Analysis: Return ratios to pick up gradually

| | FY18 | FY19 | FY20 | FY21 | FY22 | FY23 | FY24E | FY25E |
|-------------------------------|------|------|------|------|------|------|-------|-------|
| Net Interest Income | 8.1 | 8.9 | 8.5 | 7.3 | 6.9 | 6.3 | 6.1 | 6.2 |
| Other Income | 1.9 | 2.1 | 2.1 | 2.0 | 2.2 | 1.7 | 1.4 | 1.4 |
| Total Income | 10.0 | 11.0 | 10.6 | 9.3 | 9.1 | 8.0 | 7.5 | 7.5 |
| Operating Expenses | 3.5 | 3.6 | 3.3 | 2.7 | 2.8 | 3.1 | 3.4 | 3.4 |
| Employees | 1.8 | 2.0 | 1.8 | 1.6 | 1.7 | 1.8 | 2.0 | 2.0 |
| Others | 1.7 | 1.6 | 1.4 | 1.1 | 1.1 | 1.3 | 1.4 | 1.4 |
| Operating Profits | 6.5 | 7.4 | 7.4 | 6.5 | 6.3 | 4.8 | 4.1 | 4.1 |
| Core operating Profits | 6.4 | 7.4 | 7.2 | 6.3 | 6.1 | 4.7 | 4.0 | 4.0 |
| Provisions | 1.0 | 1.5 | 1.9 | 3.7 | 6.2 | 2.8 | 1.5 | 1.3 |
| NPA | 0.6 | 1.3 | 0.8 | 4.2 | 4.1 | 2.7 | 1.4 | 1.3 |
| Othes | 0.4 | 0.1 | 1.1 | -0.5 | 2.1 | 0.1 | 0.1 | 0.0 |
| PBT | 5.5 | 6.0 | 5.5 | 2.9 | 0.1 | 2.0 | 2.6 | 2.8 |
| Tax | 1.9 | 2.1 | 1.4 | 0.7 | 0.0 | 0.5 | 0.6 | 0.7 |
| RoA | 3.6 | 3.9 | 4.1 | 2.1 | 0.1 | 1.5 | 2.0 | 2.1 |
| Leverage (x) | 5.4 | 4.9 | 5.6 | 6.3 | 7.3 | 8.0 | 8.1 | 8.4 |
| RoE | 19.5 | 19.0 | 22.9 | 13.5 | 0.7 | 11.9 | 16.0 | 17.9 |

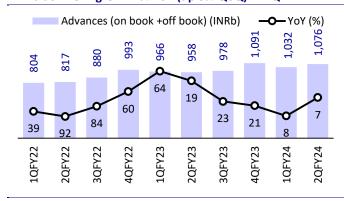
Exhibit 8: We reduce our estimates for PAT/PPoP for FY24/FY25 by 3%/5% each

| INID b | Old Est | imates | New Es | timates | Change | (%/bps) |
|---------------------|---------|--------|--------|---------|--------|---------|
| INR b | FY24 | FY25 | FY24 | FY25 | FY24 | FY25 |
| Net Interest Income | 105.1 | 129.8 | 102.8 | 122.3 | -2.2 | -5.8 |
| Other Income | 23.5 | 27.4 | 23.5 | 27.4 | 0.0 | 0.0 |
| Total Income | 128.6 | 157.2 | 126.2 | 149.7 | -1.8 | -4.8 |
| Operating Expenses | 56.8 | 68.9 | 56.8 | 68.1 | 0.0 | -1.2 |
| Operating Profit | 71.8 | 88.3 | 69.5 | 81.6 | -3.2 | -7.6 |
| Provisions | 26.4 | 29.8 | 25.3 | 25.9 | -4.0 | -13.3 |
| PBT | 45.4 | 58.5 | 44.1 | 55.7 | -2.8 | -4.7 |
| PAT | 34.3 | 44.1 | 33.3 | 42.1 | -2.8 | -4.7 |
| Loans | 1,238 | 1,495 | 1,206 | 1,418 | -2.6 | -5.2 |
| Deposits | 1,297 | 1,556 | 1,275 | 1,518 | -1.7 | -2.5 |
| Credit Cost (%) | 2.2 | 2.1 | 2.2 | 1.9 | -0.1 | -0.2 |
| RoA (%) | 2.0 | 2.2 | 2.0 | 2.1 | 0.0 | -0.1 |
| RoE (%) | 16.5 | 18.6 | 16.0 | 17.9 | -0.4 | -0.7 |
| EPS | 21.3 | 27.4 | 20.7 | 26.1 | -2.8 | -4.7 |
| BV | 137.0 | 157.3 | 136.4 | 155.4 | -0.4 | -1.2 |
| ABV | 130.9 | 152.1 | 129.2 | 149.1 | -1.3 | -2.0 |

Source: MOFSL, Company

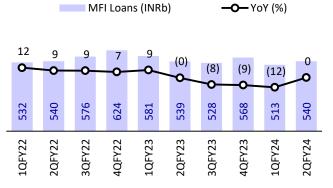
Story in charts

Exhibit 9: AUM grew 12% YoY (up 5% QoQ) in 2QFY24



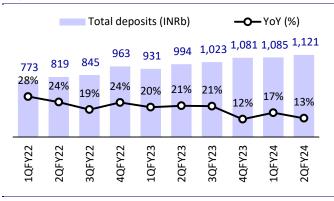
Source: MOFSL, Company

Exhibit 10: MFI loans increased 5% YoY in 2QFY24



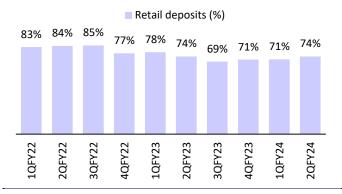
Source: MOFSL, Company

Exhibit 11: Total deposits rose $^{\sim}13\%$ YoY to INR1,121b in 2QFY24



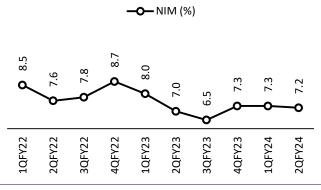
Source: MOFSL, Company

Exhibit 12: Share of Retail deposits (%) increased to 74% in 2QFY24



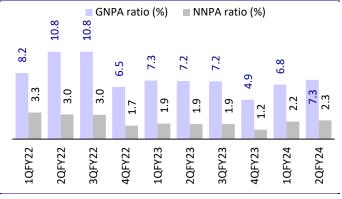
Source: MOFSL, Company

Exhibit 13: Margin remained stable at 7.2% in 2QFY24



Source: MOFSL, Company

Exhibit 14: GNPA/NNPA increased 56bp/14bp QoQ to 7.3%/2.3% in 2QFY24



Source: MOFSL, Company

Financials and valuations

| Income Statement | | | | | | | | (INR b) |
|----------------------------|-------|-------|---------|---------|---------|---------|---------|---------|
| Y/E March | FY19 | FY20 | FY21 | FY22 | FY23 | FY24E | FY25E | FY26E |
| Interest Income | 66.4 | 108.9 | 125.2 | 138.7 | 159.0 | 202.6 | 235.9 | 274.0 |
| Interest Expense | 21.5 | 45.6 | 49.6 | 51.6 | 66.5 | 99.8 | 113.6 | 131.7 |
| Net Interest Income | 45.0 | 63.2 | 75.6 | 87.1 | 92.6 | 102.8 | 122.3 | 142.3 |
| Growth (%) | 48.3 | 40.7 | 19.6 | 15.2 | 6.3 | 11.0 | 19.0 | 16.3 |
| Non Interest Income | 10.6 | 15.5 | 20.2 | 28.2 | 24.7 | 23.5 | 27.4 | 32.7 |
| Total Income | 55.6 | 78.7 | 95.9 | 115.4 | 117.3 | 126.2 | 149.7 | 174.9 |
| Growth (%) | 48.7 | 41.6 | 21.8 | 20.4 | 1.7 | 7.6 | 18.6 | 16.8 |
| Operating Expenses | 18.1 | 24.3 | 28.2 | 35.2 | 46.4 | 56.8 | 68.1 | 80.0 |
| Pre Provision Profits | 37.5 | 54.5 | 67.7 | 80.1 | 70.9 | 69.5 | 81.6 | 94.9 |
| Growth (%) | 54.2 | 45.3 | 24.3 | 18.4 | -11.5 | -2.0 | 17.5 | 16.3 |
| Core PPoP | 37.1 | 53.3 | 65.5 | 77.4 | 69.8 | 68.1 | 80.0 | 93.0 |
| Growth (%) | 55.7 | 43.7 | 22.8 | 18.2 | -9.8 | -2.4 | 17.4 | 16.3 |
| Provisions (excl tax) | 7.4 | 13.9 | 38.2 | 78.8 | 42.0 | 25.3 | 25.9 | 28.8 |
| PBT | 30.1 | 40.5 | 29.5 | 1.3 | 28.9 | 44.1 | 55.7 | 66.1 |
| Tax | 10.6 | 10.3 | 7.4 | 0.0 | 7.0 | 10.8 | 13.6 | 16.2 |
| Tax Rate (%) | 35.2 | 25.4 | 25.2 | 2.2 | 24.1 | 24.5 | 24.5 | 24.5 |
| PAT | 19.5 | 30.2 | 22.1 | 1.3 | 21.9 | 33.3 | 42.1 | 49.9 |
| Growth (%) | 45.0 | 54.9 | -27.1 | -94.3 | 1,644.6 | 51.9 | 26.2 | 18.7 |
| | | | | | | | | |
| Balance Sheet | | | | | | | | |
| Y/E March | FY19 | FY20 | FY21 | FY22 | FY23 | FY24E | FY25E | FY26E |
| Equity Share Capital | 11.9 | 16.1 | 16.1 | 16.1 | 16.1 | 16.1 | 16.1 | 16.1 |
| Reserves & Surplus | 100.1 | 135.9 | 158.0 | 157.7 | 179.7 | 203.6 | 234.3 | 272.8 |
| Net Worth | 112.0 | 152.0 | 174.1 | 173.8 | 195.8 | 219.7 | 250.4 | 289.0 |
| Deposits | 432.3 | 570.8 | 779.7 | 963.3 | 1,080.7 | 1,275.2 | 1,517.5 | 1,805.8 |
| Growth (%) | 27.6 | 32.0 | 36.6 | 23.5 | 12.2 | 18.0 | 19.0 | 19.0 |
| of which CASA Dep | 176.2 | 210.3 | 338.3 | 400.8 | 424.6 | 478.2 | 588.8 | 707.9 |
| Growth (%) | 51.6 | 19.4 | 60.9 | 18.5 | 5.9 | 12.6 | 23.1 | 20.2 |
| Borrowings | 5.2 | 163.8 | 169.6 | 199.2 | 247.1 | 284.2 | 332.5 | 389.0 |
| Other Liabilities & Prov. | 14.9 | 30.6 | 26.8 | 53.6 | 34.1 | 40.2 | 48.2 | 57.9 |
| Total Liabilities | 564.4 | 917.2 | 1,150.2 | 1,390.0 | 1,557.7 | 1,819.3 | 2,148.6 | 2,541.7 |
| Current Assets | 58.0 | 83.5 | 62.3 | 93.2 | 82.5 | 75.1 | 79.9 | 94.9 |
| Investments | 100.4 | 153.5 | 251.6 | 290.8 | 323.7 | 391.6 | 473.9 | 573.4 |
| Growth (%) | 19.9 | 52.9 | 63.9 | 15.6 | 11.3 | 21.0 | 21.0 | 21.0 |
| Loans | 396.4 | 666.3 | 816.1 | 939.7 | 1,047.6 | 1,206.0 | 1,417.5 | 1,664.4 |
| Growth (%) | 33.4 | 68.1 | 22.5 | 15.1 | 11.5 | 15.1 | 17.5 | 17.4 |
| Fixed Assets | 3.3 | 3.7 | 4.9 | 5.9 | 8.5 | 9.6 | 10.7 | 12.0 |
| Other Assets | 6.3 | 10.1 | 15.3 | 60.3 | 95.4 | 137.0 | 166.6 | 197.0 |
| Total Assets | 564.4 | 917.2 | 1,150.2 | 1,390.0 | 1,557.7 | 1,819.3 | 2,148.6 | 2,541.7 |
| | | | | | | | | |
| Asset Quality | FY19 | FY20 | FY21 | FY22 | FY23 | FY24E | FY25E | FY26E |
| GNPA | 8.2 | 9.9 | 57.6 | 63.8 | 53.0 | 61.2 | 48.5 | 51.1 |
| NNPA | 2.3 | 3.9 | 28.6 | 15.6 | 12.3 | 16.5 | 14.7 | 14.9 |
| GNPA Ratio | 2.0 | 1.5 | 6.8 | 6.5 | 4.9 | 4.9 | 3.3 | 3.0 |
| NNPA Ratio | 0.6 | 0.6 | 3.5 | 1.7 | 1.2 | 1.4 | 1.0 | 0.9 |
| Credit Cost | 1.9 | 2.6 | 5.2 | 9.0 | 4.0 | 2.2 | 1.9 | 1.8 |
| PCR (Excl Tech. write off) | 72.1 | 60.8 | 50.3 | 75.5 | 76.8 | 73.0 | 69.8 | 70.9 |

E: MOFSL Estimates

Financials and valuations

| Y/E March | FY19 | FY20 | FY21 | FY21 | FY23 | FY24E | FY25E | FY26E |
|------------------------------------|------|-------|-------|-------|---------|-------|-------|-------|
| Spread Analysis (%) | | | | | 7.120 | | | |
| Avg. Yield- on Earning Assets | 14.2 | 15.4 | 12.7 | 11.7 | 11.8 | 13.1 | 13.1 | 12.8 |
| Avg. Yield on loans | 16.5 | 17.9 | 14.7 | 13.9 | 14.2 | 15.6 | 15.6 | 15.3 |
| Avg. Yield on Investments | 6.7 | 6.6 | 5.9 | 5.5 | 6.4 | 6.8 | 6.9 | 6.9 |
| Avg. Cost of Int. Bear. Liab. | 6.0 | 8.3 | 6.2 | 5.1 | 5.6 | 7.3 | 7.0 | 6.9 |
| Avg. Cost of Deposits | 5.4 | 6.6 | 5.9 | 5.0 | 5.4 | 6.1 | 6.0 | 5.9 |
| Interest Spread | 8.2 | 7.2 | 6.5 | 6.6 | 6.2 | 5.8 | 6.0 | 5.9 |
| Net Interest Margin | 9.6 | 9.0 | 7.7 | 7.4 | 6.9 | 6.7 | 6.8 | 6.6 |
| Capitalisation Ratios (%) | | | | | | | | |
| CAR | 29.2 | 27.4 | 23.5 | 20.1 | 19.8 | 17.8 | 16.9 | 16.3 |
| Tier I | 27.9 | 25.2 | 22.5 | 18.9 | 18.7 | 16.9 | 16.2 | 15.7 |
| Tier II | 1.3 | 2.2 | 1.0 | 1.2 | 1.1 | 0.9 | 0.7 | 0.6 |
| | | | | | | | | |
| Business and Efficiency Ratios (%) | 04.7 | 446 7 | 4047 | 07.6 | 06.0 | 04.6 | 00.4 | 00.5 |
| Loans/Deposit Ratio | 91.7 | 116.7 | 104.7 | 97.6 | 96.9 | 94.6 | 93.4 | 92.2 |
| CASA Ratio | 40.8 | 36.8 | 43.4 | 41.6 | 39.3 | 37.5 | 38.8 | 39.2 |
| Cost/Assets | 3.2 | 2.6 | 2.4 | 2.5 | 3.0 | 3.1 | 3.2 | 3.1 |
| Cost/Total Income | 32.6 | 30.8 | 29.4 | 30.5 | 39.5 | 45.0 | 45.5 | 45.7 |
| Cost/Core income | 32.8 | 31.3 | 30.1 | 31.3 | 39.9 | 45.4 | 46.0 | 46.2 |
| Int. Expense/Int.Income | 32.3 | 41.9 | 39.6 | 37.2 | 41.8 | 49.3 | 48.2 | 48.1 |
| Fee Income/Total Income | 18.4 | 18.2 | 18.8 | 22.1 | 20.1 | 17.5 | 17.3 | 17.6 |
| Non Int. Inc./Total Income | 19.1 | 19.7 | 21.1 | 24.5 | 21.0 | 18.6 | 18.3 | 18.7 |
| Empl. Cost/Total Expense | 55.7 | 56.3 | 59.1 | 60.6 | 58.6 | 58.4 | 58.4 | 58.1 |
| Investment/Deposit Ratio | 23.2 | 26.9 | 32.3 | 30.2 | 29.9 | 30.7 | 31.2 | 31.8 |
| Profitability Ratios and Valuation | | | | | | | | |
| RoE | 19.0 | 22.9 | 13.5 | 0.7 | 11.9 | 16.0 | 17.9 | 18.5 |
| RoA | 3.9 | 4.1 | 2.1 | 0.1 | 1.5 | 2.0 | 2.1 | 2.1 |
| RoRWA | 5.6 | 6.2 | 3.3 | 0.2 | 2.3 | 2.9 | 3.1 | 3.1 |
| Book Value (INR) | 94 | 94 | 108 | 108 | 122 | 136 | 155 | 179 |
| Growth (%) | 19.4 | 0.5 | 14.5 | -0.2 | 12.7 | 12.2 | 14.0 | 15.4 |
| Price-BV (x) | 2.5 | 2.5 | 2.2 | 2.2 | 2.0 | 1.7 | 1.5 | 1.3 |
| Adjusted BV (INR) | 93 | 93 | 96 | 101 | 116 | 129 | 149 | 173 |
| Price-ABV (x) | 2.6 | 2.6 | 2.5 | 2.4 | 2.0 | 1.8 | 1.6 | 1.4 |
| EPS (INR) | 16.4 | 21.6 | 13.7 | 0.8 | 13.6 | 20.7 | 26.1 | 31.0 |
| Growth (%) | 39.1 | 31.9 | -36.5 | -94.3 | 1,644.5 | 51.9 | 26.2 | 18.7 |
| Price-Earnings (x) | 14.5 | 11.0 | 17.4 | 304.7 | 17.5 | 11.5 | 9.1 | 7.7 |
| Dividend Per Share (INR) | 1.2 | 3.8 | 1.0 | 0.0 | 4.7 | 5.9 | 7.1 | 7.1 |
| Dividend Yield (%) | 0.5 | 1.6 | 0.4 | 0.0 | 2.0 | 2.5 | 3.0 | 3.0 |

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|----------------------------------|--|--|--|--|--|--|--|
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| 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 | | | | | | |

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| Officialist Neurossai Ocii. | | |
|-----------------------------|-----------------------------|------------------------------|
| Contact Person | Contact No. | Email ID |
| Ms. Hemangi Date | 022 40548000 / 022 67490600 | query@motilaloswal.com |
| Ms. Kumud Upadhyay | 022 40548082 | servicehead@motilaloswal.com |
| Mr. Ajay Menon | 022 40548083 | am@motilaloswal.com |

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; 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.

18 October 2023