

October 19, 2023

Q2FY24 Result Update

☑ Change in Estimates | ■ Target | ■ Reco

Change in Estimates

	Current		Previous	
	FY24E	FY25E	FY24E	FY25E
Rating	BUY		BUY	
Target Price	900		900	
Revenue (Rs. m)	11,785	12,647	12,471	13,333
% Chng.	(5.5)	(5.1)		
Opex (Rs. m)	7,109	7,310	7,391	7,811
% Chng.	(3.8)	(6.4)		
EPS (Rs.)	28.9	32.8	31.2	33.9
% Chng.	(7.2)	(3.3)		

Key Financials - Standalone

Y/e Mar	FY23	FY24E	FY25E	FY26E
Revenue (Rs m)	11,314	11,785	12,647	13,138
Opex	7,045	7,109	7,310	7,469
Employee	4,145	4,261	4,302	4,291
Others	2,899	2,848	3,007	3,178
Core Inc. (Rs m)	4,269	4,676	5,338	5,669
PAT (Rs mn)	4,397	7,163	5,695	6,015
Core PAT (Rs m)	3,203	3,675	4,163	4,422
Core EPS (Rs.)	25.2	28.9	32.8	34.8
Gr. (%)	(12.5)	14.8	13.3	6.2
AAuM (Rs bn)	2,343	2,663	2,988	3,301
Gr. (%)	8.3	13.7	12.2	10.5
RoAAuM (bps)*	0.2	0.3	0.2	0.2
RoE (%)*	12.8	14.7	17.0	17.9
P/Core EPS (x)	15.9	16.8	14.4	13.2

* Core Nos.

Key Data

UTIA.BO | UTIAM IN

52-W High / Low	Rs.908 / Rs.608
Sensex / Nifty	65,629 / 19,625
Market Cap	Rs.100.00bn/ \$ 1.2 bn
Shares Outstanding	127 m
3M Avg. Daily Value	Rs.143.1 m

Shareholding Pattern (%)

Promoter's	-
Foreign	4.85
Domestic Institution	61.03
Public & Others	34.12
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	1.5	20.1	2.0
Relative	2.6	8.5	(10.0)

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Weak quarter; opex leverage to support earnings

Quick Pointers:

- Core earnings miss at 16bps PLe, due to lower MF yields.
- Equity market share continues to decline; debt segment doing well.

UTIAMC saw a weak quarter as core income missed PLe by 5.7% due to lower revenue led by reduction in MF yields by 2bps QoQ to 33.6bps. Fall in MF yields was driven by (1) decline of 6bps in balanced yields to 84bps (2) TER reduction in ETF from 7bps to 4bps and (3) yield decline in debt by 4bps to 22bps due to strong inflows in short duration funds. Equity performance remains sub-optimal which is impacting net flows resulting in market share fall to 4.33% (-15bps QoQ). Opex leverage could benefit UTIAMC and we envisage opex/AuM to reduce from 30bps to 23bps over FY23-26E. We trim core income for FY24/25E by 7%/3% due to 5% cut in revenue led by lower yields. Stock is attractively valued at 13.8x implying a 42% discount to Nippon. Key levers for re-rating are (1) TATA AMC buying majority stake in UTIAMC and (2) excess cash distributed to investors. Rolling forward to Sep'25 core EPS we maintain TP at Rs900. Retain 'BUY'.

- Core income miss due to fall in equity yields; tax rate also lower:** QAAuM came in a tad lower (-0.3%) at R2669bn, growing by 7.6% QoQ. Revenue was a miss at Rs2.91bn (PLe Rs3.01bn). MF fees inched up by 1.8% QoQ to Rs2.24bn, despite equity growing by 8.2%. MF yields dipped by ~2bps QoQ to 33.6bps. Opex was 1.6% lower to PLe at Rs1.86bn, largely led by other opex. Operating income at Rs1.06bn was a 5.7% miss to PLe of Rs0.8bn resulting in operating yields at 16bps (PLe 17bps). Other income was ahead at Rs1.14bn (PLe Rs1.0bn). Tax rate was lower at 16.8% (PLe 22%) leading to in-line core PAT at Rs880mn (PLe Rs876mn). PAT was Rs1.83bn (PLe Rs1.66bn) owing higher other income and lower tax rate.
- Yields saw a downtick QoQ; opex growth should be controlled:** Equity yields were stable QoQ at 72bps and dip in MF yields was due to headwinds in other segments viz. (1) fall of 6bps in balanced yields to 84bps as mobilization of new funds was at a higher cost while NFO was done at a cost of 32-35bps (2) TER in ETF was reduced from 7bps to 4bps as proposal for EPFO rates was revised which led to reduction in management fees and expense ratios and (3) debt saw a 4bps fall to 22bps since there were significant inflows in shorter duration funds which yield lower. Opex growth has been rationalizing and salaries are expected to grow by 4-5% in FY24 and employee addition would be majorly in sales and marketing. Other opex is expected to grow by Rs6-7mn led by rental expenses from new branch offices.
- Performance dragging flows; market share falls:** As per our calculations, equity and hybrid combined (ex-NFO) saw net outflows of Rs35.73bn for H1FY24, compared to inflows of Rs545bn for the industry. Underperformance in flagship schemes has been driving these net outflows for UTIAMC. Market share in equity (incl. balanced) as at Q2'24 further declined by 15bps QoQ to 4.33% with overall market share at 5.68% (vs 5.76% in Q1'24). Extent of compression going forward could be lesser than FY23 as lower yielding AuM now makes up for 80% of equity+balanced AuM.

Exhibit 1: Earnings was beat led by higher other income and lower tax rate

Financials (Rs m)	Q2FY24	Q2FY23	YoY gr. (%)	Q1FY24	QoQ gr. (%)
Revenue	2,916	2,909	0.3	2,828	3.1
Total Expenses	1,858	1,774	4.8	1,802	3.1
Employees	1,112	1,033	7.6	1,063	4.5
Other expenses	611	611	(0.0)	612	(0.2)
Finance cost	28	24	19.3	25	11.8
Fees and Commission	3	6	(54.0)	5	(37.0)
Depreciation	104	100	4.7	96	8.4
Operating Income	1,058	1,135	(6.8)	1,026	3.1
Other Income	1,140	1,490	(23.5)	1,858	(38.7)
Profit before tax	2,198	2,626	(16.3)	2,884	(23.8)
Tax	370	597	(38.1)	540	(31.6)
Profit after tax	1,828	2,028	(9.9)	2,344	(22.0)
Core PAT	880	877	0.4	834	5.5
Profitability ratios (bps)					
Revenue yield	43.7	49.8	(609)	45.6	(189)
Employee to AuM	16.7	17.7	(102)	17.1	(49)
Opex to AuM	22.2	23.2	(92)	25.6	(333)
Core income/AuM	15.9	19.4	(358)	16.5	(69)
PAT/AuM	27.4	34.7	(732)	37.8	(1,040)
Core PAT/AuM	13.2	15.0	(182)	13.4	(26)
QAAuM (Rs. mn)					
QAAuM (Rs. mn)	2,669,125	2,336,829	14.2	2,480,738	7.6
Equity	782,912	717,491	9.1	727,995	7.5
Balanced	232,794	207,459	12.2	211,092	10.3
Debt	269,092	228,361	17.8	249,026	8.1
Liquid	367,875	412,082	(10.7)	376,752	(2.4)
ETF	802,558	603,654	32.9	722,409	11.1
Index	181,978	121,471	49.8	161,969	12.4
Arbitrage	31,917	46,311	(31.1)	31,495	1.3
FoF overseas	-	-	N.A.	-	-

Source: Company, PL.

Revenue was a miss led by annualized lower yields at 0.44% vs 0.46% in Q1FY24.

Operating expenses increased 3.1% QoQ at to Rs1.85bn.

Operating income decreased by 6.8% YoY due to lower yields.

Core PAT in-line, growing by 5.5% QoQ led by lower tax rate.

QAAuM improved 7.6% QoQ, while it grew 14.2% YoY.

Equity and balanced both witnessed growth at 7.5% and 10.3% QoQ respectively.

Key Q2FY24 Conference Call Highlights

Industry

- Indian economy remains optimistic with lot of potential to grow further. The benchmarks indexes witnessing all-time highs have resulted in increased investor participation in the Indian mutual fund industry.
- According to AMFI, Indian mutual fund industry now has 40mn unique mutual fund investors.
- Inclusion of Indian sovereign bond in emerging market index funds will likely result in inflows to the tune of ~USD 30bn in Indian debt market.

Company Performance

- UTI Group witnessed a growth of 16.8% YoY** and stood at Rs16.9trn in Q2FY24. QAAUM as on September 30, 2023 was higher by 14.2% YoY and stood at Rs2.67trn. Company also captured market share of 7.8% of gross sales of the industry.
- QAAUM for equity stood at Rs78.29bn growing by 9.2% YoY**, index and ETF witnessed growth of 35.8% YoY led by traction in passive investments. ETF and Index Funds net inflows stood at Rs2.3bn. Gross equity sales for Q2FY24 stood at ~20bn.
- Company added 0.1mn folios in Q2FY24**, live folios stood at 1.22mn as on September 30, 2023.
- During the quarter company launched 4 funds** including UTI Nifty 50 equal weighted index fund, UTI S&P BSE housing index fund, UTI balanced advantage fund and UTI Innovation fund.
- SIP AUM witnessed growth of 29.06% YoY in Q2FY24** and stood at Rs26.54bn, SIP inflows for Q2FY24 stood at Rs1.65bn.
- In Q2FY24, B30 cities contributed to 23% in MAAuM**. Out of the 195UFCs, 134 were present in B30 cities.
- Company has got approval from SEBI for USA operations**, there would be only legal cost impact in FY24 led by US subsidiary.

Financial Performance

- UTI Retirement Solutions saw AUM growth of 24% YoY** on a closing basis and stood at Rs2.7trn. UTI RSL had market share of 26.4% of the industry NPS AUM.
- Equity book witnessed de-growth in market share to the tune of 22bps, majorly led by challenges in performance of flagship equity fund. Management expects the fund to witness traction with changes in sales and marketing strategies.
- Equity yields for Q2FY24 remained flattish at 72-73bps. Whereas hybrid yields witnessed compression to 84bps vs 90 bps in Q1FY24 led by launch of new

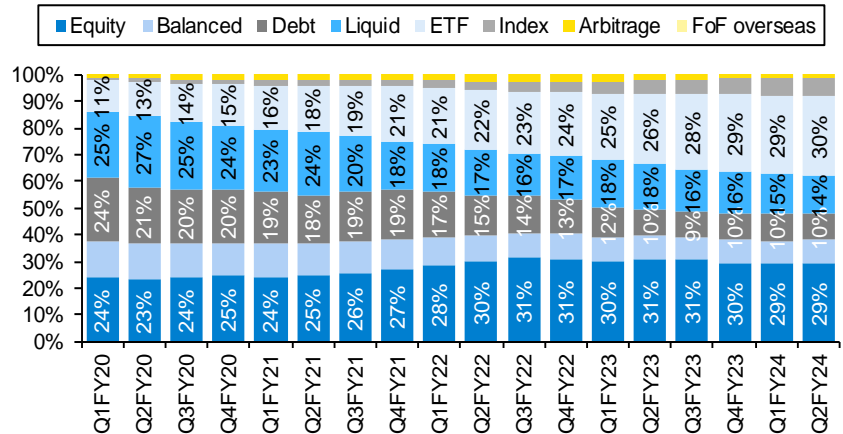
NFOs as yields on new NFO are lower at ~32-35bps. The yields for ETF and index too declined and stood at 4bps as there was revised proposal for EPFO rates which led to reduction in management fees and expense ratios. The yield for liquid fund stood at 8bps.

- Management guided income funds witnessed higher inflows towards shorter duration funds which has lower yields compared to longer durations funds leading to yield compression from 26bps in Q1FY24 to 22bps in Q2FY24.
- **Opex in Q2FY24 grew by 3.15 QoQ** in FY24 opex is expected to grow by ~6-7mn led by rental expenses from new branch offices.
- **Employee expenses grew by 5% QoQ in Q2FY24** led by increase in wages in spite of retirement benefits, ESOP amortization cost and increase in actuarial valuation of leave encashment. Expense growth towards salaries is expected to grow in the range of 4-5% in FY24. The employee addition would be majorly in distribution and marketing departments.

Others

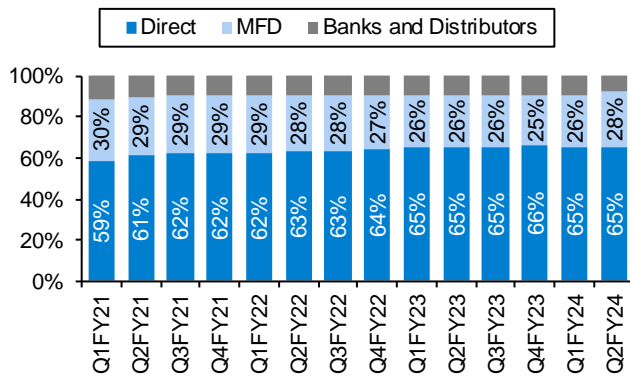
- **UTI alternatives AUM for Q2FY24 stood at Rs17.99bn**; company has received the regulator's approval for two more funds, UTI Credit Opportunity Fund I and UTI Asset Reconstruction Opportunity Fund I which would be launched soon.
- **In Q2FY24 UTI international AUM stood at Rs242bn**, stake in subsidiary stood at USD18mn and with favorable market opportunities reduction in stake will be carried out. Management believes UTI international will help in penetrating into European, Asian, Australian and United States markets.
- **Management aims to capitalize newer untapped markets beyond 30 cities** and accordingly has added 29 new branches in Q2FY24; 8-10 resident offices are expected to be opened by FY24.
- Out of ETF portfolio of industry, EPFO share in incremental flows would stood at 23.5%. As per management, yields in EPFO are best in the industry for UTI.
- **In terms of TER reductions**, industry will aim for protecting margin and pass on reductions to intermediaries. Slight margin compression is expected to be offset by overall revenue growth.

Exhibit 2: Share of equity & bal. stable at 38%, liquid share declined to 14%



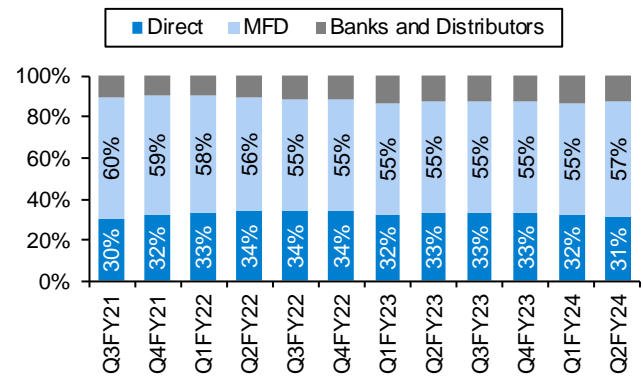
Source: Company, PL

Exhibit 3: Total distribution: Direct dominates at 65%



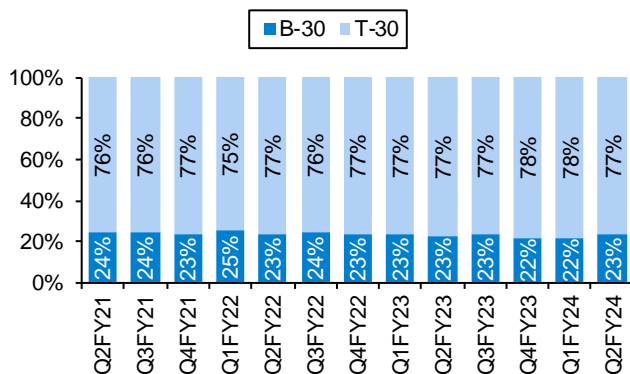
Source: Company, PL

Exhibit 4: Equity Distribution mix stable led by MFD at 57%



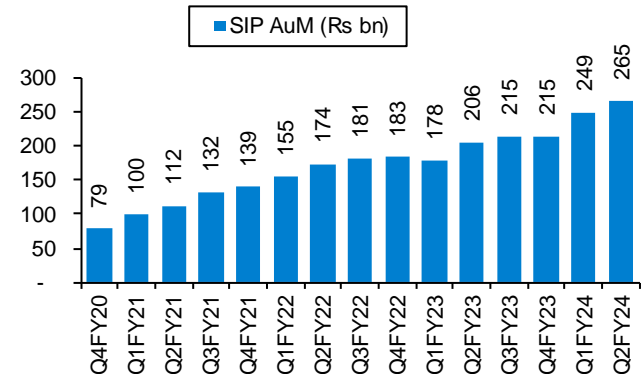
Source: Company, PL

Exhibit 5: T-30 contribution slightly declined at 78%



Source: Company, PL

Exhibit 6: SIP AuM grew 6.5% QoQ to Rs265.4bn

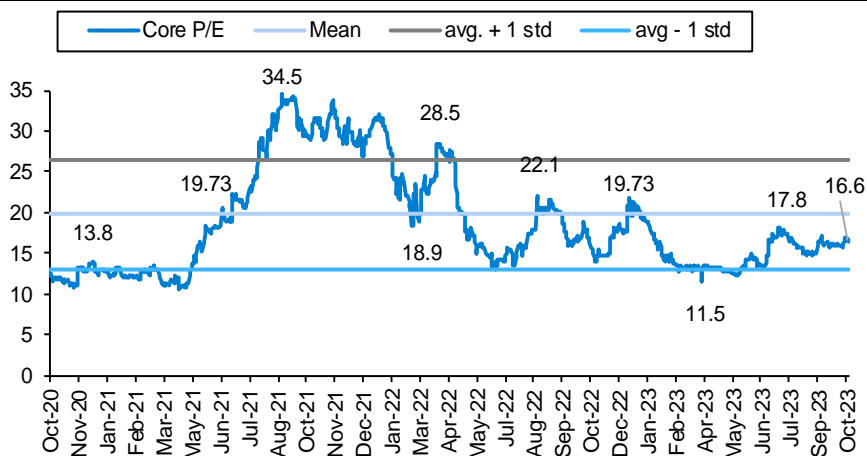


Source: Company, PL

Exhibit 7: Consol revenue up 3.2% QoQ due to increase in yields

Revenue Split (Rs. Mn)	Q2FY24	Q2FY23	YoY gr. (%)	Q1FY24	QoQ gr. (%)
MF	2,240	2,250	(0.4)	2,200	1.8
PMS	70	70	-	60	16.7
SUUTI	10	20	(50.0)	20	(50.0)
POP	10	10	N.A	-	N.A
Stand Rev.	2,330	2,350	(0.9)	2,280	2.2
UTI Int.	290	330	(12.1)	290	-
UTI RSL	280	250	12.0	280	-
UTI Cap. & Ven.	20	10	100.0	20	-
Elimination	-	(30)	N.A.	(40)	N.A.
Consol Rev.	2,920	2,910	0.3	2,830	3.2

Source: Company, PL

Exhibit 8: UTIAMC one-year forward P/Core EPS trades at 16.6x


Source: Company, PL

Financials

Exhibit 9: Quarterly Financials

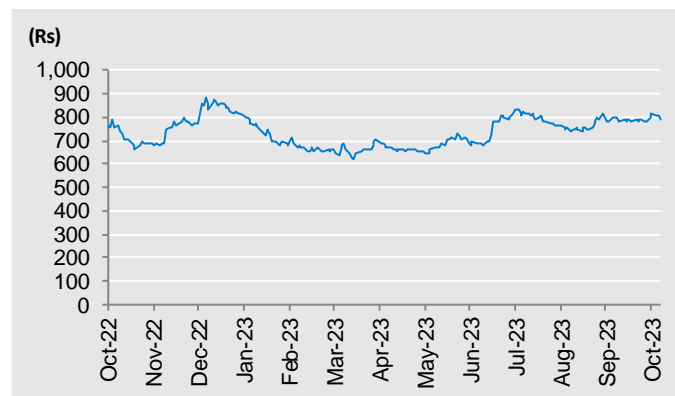
Particulars (Rs mn)	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24
Revenue	2,804	2,820	2,950	2,874	2,909	2,836	2,695	2,828	2,916
Expenses	1,581	1,606	1,923	1,620	1,774	1,738	1,913	1,802	1,858
Employee	1003	971	1151	1008	1033	1041	1064	1063	1112
Others	460	510	647	487	611	563	715	612	611
Depreciation	91	93	95	96	100	103	101	96	104
Core Income	1,223	1,215	1,027	1,253	1,135	1,098	782	1,026	1,058
Other Income	1030	265	-54	-189	1490	-74	392	1858	1140
PBT	2,252	1,480	973	1,065	2,626	1,024	1,174	2,884	2,198
Tax	265	211	434	121	597	424	317	540	370
PAT	1,987	1,269	539	944	2,028	600	857	2,344	1,828
Core PAT	1,079	1,042	569	1,111	877	643	571	834	880
QAAuM	20,90,646	22,45,680	22,38,889	22,41,872	23,36,829	24,06,774	23,87,541	24,80,738	26,69,125
Equity	6,23,552	7,01,169	6,92,923	6,67,305	7,17,491	7,36,368	7,05,106	7,27,995	7,82,912
Balanced	2,10,751	2,09,364	2,07,243	2,01,592	2,07,459	2,09,910	2,06,079	2,11,092	2,32,794
Debt	3,16,812	3,20,271	2,87,384	2,60,263	2,28,361	2,23,059	2,31,429	2,49,026	2,69,092
Liquid	3,50,138	3,50,548	3,69,990	4,05,117	4,12,082	3,83,371	3,81,024	3,76,752	3,67,875
ETF	4,68,147	5,25,972	5,34,551	5,49,723	6,03,654	6,80,403	6,86,136	7,22,409	8,02,558
Index	62,879	77,599	89,749	1,02,510	1,21,471	1,35,577	1,43,004	1,61,969	1,81,978
Arbitrage	58,369	60,756	57,049	55,362	46,311	38,087	34,763	31,495	31,917
FoF overseas	0	0	0	0	0	0	0	0	0
Market share (%)	5.8	5.9	5.8	5.9	6.0	6.0	5.9	5.8	5.7
Equity	5.1	5.3	5.2	5.0	5.0	4.8	4.6	4.5	4.2
Balanced	6.1	5.3	5.1	4.9	4.8	4.7	4.6	4.5	4.6
Debt	2.9	3.0	3.0	3.0	2.9	2.9	3.0	3.0	3.0
Liquid	7.5	7.4	7.2	7.7	7.4	6.9	6.9	6.7	6.4
ETF	13.4	13.5	12.9	12.9	13.1	13.5	13.5	13.6	13.9
Index	22.0	19.6	17.1	13.7	12.4	11.5	10.4	9.4	10.1
QAAuM Growth (%)	11.7	7.4	-0.3	0.1	4.2	3.0	-0.8	3.9	7.6
Equity	17.7	12.4	-1.2	-3.7	7.5	2.6	-4.2	3.2	7.5
Balanced	4.1	-0.7	-1.0	-2.7	2.9	1.2	-1.8	2.4	10.3
Debt	-1.6	1.1	-10.3	-9.4	-12.3	-2.3	3.8	7.6	8.1
Liquid	6.6	0.1	5.5	9.5	1.7	-7.0	-0.6	-1.1	-2.4
ETF	18.0	12.4	1.6	2.8	9.8	12.7	0.8	5.3	11.1
Index	25.3	23.4	15.7	14.2	18.5	11.6	5.5	13.3	12.4
Arbitrage	37.7	4.1	-6.1	-3.0	-16.3	-17.8	-8.7	-9.4	1.3
Dupont (bps)									
Revenue yield	53.6	50.2	52.7	51.3	49.8	47.1	45.1	45.6	43.7
Opex to AuM	30.2	28.6	34.3	28.9	30.4	28.9	32.0	29.0	27.8
Staff cost	19.2	17.3	20.6	18.0	17.7	17.3	17.8	17.1	16.7
Other opex	8.8	9.1	11.6	8.7	10.5	9.4	12.0	9.9	9.2
Depreciation	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.6	1.6
Core income/AuM	23.4	21.6	18.4	22.4	19.4	18.2	13.1	16.5	15.9
PAT/AuM	38.0	22.6	9.6	16.8	34.7	10.0	14.4	37.8	27.4
Core PAT/AuM	20.6	18.6	10.2	19.8	15.0	10.7	9.6	13.4	13.2
Profitability (%)									
Staff cost/revenue	35.8	34.4	39.0	35.1	35.5	36.7	39.5	37.6	38.1
Other opex/revenue	16.4	18.1	21.9	17.0	21.0	19.8	26.5	21.6	20.9
Core income/revenue	43.6	43.1	34.8	43.6	39.0	38.7	29.0	36.3	36.3
Tax rate	11.8	14.2	44.6	11.3	22.8	41.4	27.0	18.7	16.8
PAT margin	36.7	9.4	-1.8	-6.6	51.2	-2.6	14.5	65.7	39.1
Core PAT margin	38.5	36.9	19.3	38.7	30.1	22.7	21.2	29.5	30.2

Source: Company, PL

Exhibit 10: Summary Financials (Rs mn)

Particulars	FY23	FY24E	FY25E	FY26E	Particulars	FY23	FY24E	FY25E	FY26E
Profit & Loss					Balance Sheet				
Revenue	11,314	11,785	12,647	13,138	Net Worth	38,678	41,043	42,751	44,556
Investment mgmt.	11,292	11,767	12,629	13,120	Capital (FV Rs5)	1,270	1,270	1,270	1,270
PMS / Advisory	22	18	18	18	Reserves	37,409	39,773	41,482	43,286
Expenses	7,045	7,109	7,310	7,469	Employee benefit	1,213	1,237	1,262	1,287
Employee	4,145	4,261	4,302	4,291	Others	1,858	1,942	2,030	2,123
Others	2,500	2,480	2,632	2,792	Total Liabilities	41,749	44,222	46,044	47,967
Depreciation	399	368	375	386	Cash and Bank	3,572	3,929	4,322	4,754
Core Income	4,269	4,676	5,338	5,669	Investment	32,479	34,261	35,335	36,447
Other Income	1,587	4,438	1,964	2,042	Fixed assets	3,775	3,960	4,154	4,358
PBT	5,856	9,113	7,302	7,711	Others	1,924	2,072	2,233	2,407
Tax	1,459	1,950	1,606	1,697	Total Assets	41,749	44,222	46,044	47,967
PAT	4,397	7,163	5,695	6,015	AuM Data				
Core PAT	3,203	3,675	4,163	4,422	AAuM	23,43,254	26,63,265	29,87,673	33,00,685
Dividend	2,794	4,800	3,987	4,211	Equity	7,06,568	7,92,152	8,82,312	9,51,999
Growth ratios (%)	-12.5%	14.8%	13.3%	6.2%	Balanced	2,06,260	2,27,347	2,54,629	2,73,301
Revenue	1.1	4.2	7.3	3.9	Debt	2,06,260	2,54,024	2,89,587	3,23,179
Opex	5.6	0.9	2.8	2.2	Liquid	2,35,778	3,73,433	4,07,612	4,49,609
Employee	1.9	2.8	1.0	-0.3	ETF	3,95,399	7,99,609	9,13,134	10,30,736
Others	11.8	-0.8	6.2	6.1	Index	6,29,979	1,79,830	1,95,049	2,16,080
Core income	-5.5	9.5	14.2	6.2	Arb & FoF	1,69,271	36,870	45,350	55,781
PAT	-17.8	62.9	-20.5	5.6	Mix				
Core PAT	-12.5	14.8	13.3	6.2	Equity	30.2	29.7	29.5	28.8
DuPont analysis (%)					Balanced	8.8	8.5	8.5	8.3
Revenue	0.48	0.44	0.42	0.40	Debt	10.1	9.5	9.7	9.8
Expenses	0.30	0.27	0.24	0.23	Liquid	16.9	14.0	13.6	13.6
Employee	0.18	0.16	0.14	0.13	ETF	26.9	30.0	30.6	31.2
Others	0.11	0.09	0.09	0.08	Index	5.4	6.8	6.5	6.5
Depreciation	0.02	0.01	0.01	0.01	Arb & FoF	1.9	1.4	1.5	1.7
Core Income	0.18	0.18	0.18	0.17	Growth				
Other Income	0.07	0.17	0.07	0.06	Overall	8.3	13.7	12.2	10.5
PBT	0.25	0.34	0.24	0.23	Equity	10.9	12.1	11.4	7.9
Tax	0.06	0.07	0.05	0.05	Balanced	-20.5	10.2	12.0	7.3
PAT (RoAAuM)	0.19	0.27	0.19	0.18	Debt	-24.3	7.7	14.0	11.6
Core RoAAuM	0.137	0.138	0.139	0.134	Liquid	13.0	-5.6	9.2	10.3
ROE	11.7	18.0	13.6	13.8	ETF	30.9	26.9	14.2	12.9
Core RoE	12.8	14.7	17.0	17.9	Index	79.2	43.1	8.5	10.8
Other Ratios (%)					Valuations				
Staff cost/revenue	36.6	36.2	34.0	32.7	EPS	34.6	56.4	44.9	47.4
Other opex/revenue	22.1	21.0	20.8	21.3	Core EPS	25.2	28.9	32.8	34.8
Core Income/revenue	37.7	39.7	42.2	43.2	CPS	283.9	300.8	312.3	324.5
Other Income/revenue	14.0	37.7	15.5	15.5	DPS	22.0	37.8	31.4	33.2
Yield on Investments	3.90	12.70	5.00	5.00	Dividend yield	3.0	4.8	4.0	4.2
Effective tax rate	24.9	21.4	22.0	22.0	BVPS	305	323	337	351
PAT margin	38.9	60.8	45.0	45.8	P/B	2.3	2.4	2.3	2.2
Core PAT margin	28.3	31.2	32.9	33.7	P/E	13.2	13.9	17.5	16.6
Dividend payout (%)	63.5	67.0	70.0	70.0	P/core EPS	15.9	16.8	14.4	13.2

Source: Company, PL


Price Chart
Recommendation History


No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	8-Mar-23	BUY	830	668
2	11-Apr-23	BUY	830	666
3	28-Apr-23	BUY	770	658
4	07-Jul-23	BUY	830	811
5	27-Jul-23	BUY	900	814
6	07-Oct-23	BUY	900	787

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	AAVAS Financiers	Hold	1,560	1,726
2	Axis Bank	BUY	1,170	1,001
3	Bank of Baroda	BUY	235	215
4	Can Fin Homes	BUY	900	774
5	City Union Bank	Accumulate	160	129
6	DCB Bank	BUY	150	123
7	Federal Bank	BUY	180	149
8	HDFC Asset Management Company	BUY	3,000	2,757
9	HDFC Bank	BUY	2,025	1,530
10	ICICI Bank	BUY	1,180	945
11	IndusInd Bank	BUY	1,620	1,420
12	Kotak Mahindra Bank	BUY	2,250	1,744
13	LIC Housing Finance	Hold	430	468
14	State Bank of India	BUY	770	594
15	UTI Asset Management Company	BUY	900	787

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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