

August 4, 2024

Q1FY25 Result Update

☑ Change in Estimates | ☑ Target | ■ Reco

Change in Estimates

	Cui	rrent	vious	
	FY25E	FY26E	FY25E	FY26E
Rating	В	UY	E	BUY
Target Price	9	960	!	910
NII (Rs. m)	17,26,932	19,35,857	17,25,279	19,47,441
% Chng.	0.1	(0.6)		
Op. Profit (Rs. m)	10,14,274	10,83,747	9,97,123	10,71,409
% Chng.	1.7	1.2		
EPS (Rs.)	73.0	75.5	72.3	74.5
% Chng.	0.9	1.4		

Key Financials - Standalone

Y/e Mar	FY23	FY24	FY25E	FY26E
NII (Rs bn)	1,448	1,599	1,727	1,936
Op. Profit (Rs bn)	837	938	1,014	1,084
PAT (Rs bn)	508	663	651	674
EPS (Rs.)	56.9	74.3	73.0	75.5
Gr. (%)	60.4	30.5	(1.8)	3.5
DPS (Rs.)	11.3	13.7	12.4	12.8
Yield (%)	1.3	1.6	1.5	1.5
NIM (%)	3.0	3.0	2.9	2.9
RoAE (%)	18.3	20.4	17.2	15.4
RoAA (%)	1.0	1.1	1.0	0.9
P/BV (x)	2.5	2.2	1.8	1.6
P/ABV (x)	2.7	2.3	1.9	1.7
PE (x)	14.9	11.4	11.6	11.2
CAR (%)	14.7	14.3	15.1	15.1

Key Data	SBI.BO SBIN IN
52-W High / Low	Rs.912 / Rs.543
Sensex / Nifty	80,982 / 24,718
Market Cap	Rs.7,567bn/ \$ 90,349m
Shares Outstanding	8,925m
3M Avg. Daily Value	Rs.18499m

Shareholding Pattern (%)

Promoter's	57.54
Foreign	11.16
Domestic Institution	23.61
Public & Others	7.69
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	2.6	30.5	41.7
Relative	0.7	16.2	15.1

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State Bank of India (SBIN IN)

Rating: BUY | CMP: Rs848 | TP: Rs960

Balance sheet strength to protect NIM

Quick Pointers:

- Core PPoP beat led by lower staff cost; fees and provisions were a miss
- Multiple levers to cushion loan growth, while domestic LDR can increase

SBI reported a steady quarter as core PPoP beat PLe by 7.2% owing to lower opex, although fees and asset quality were a miss. Credit growth was largely in-line, while deposit growth was soft at 8.2% YoY due to focus on controlling high borrowing cost; strong balance sheet allows deposit accretion to remain muted. Hence, domestic LDR that touched 69% (65% in Q1FY24) can further increase to 70-72%. The bank can achieve 15% loan growth since surplus liquidity is Rs3.7trn and capital can support loan accretion of Rs6-7trn. LCR is strong at 129%, which can absorb the impact of draft RBI circular. Slippages were higher led by agri (seasonal) and unsecured; however, the bank has recovered a chunk of unsecured loans. We maintain multiple at 1.5x on core FY26 ABV but raise SOTP-based TP to Rs960 from Rs910 led by (1) Rs37bn accretion to equity due to new investment norms, (2) upgrade in core earnings by ~2% and (3) increase in subsidiary valuation. Retain 'BUY'.

- Core PPoP beat led by lower opex; miss on fees and asset quality: NII at Rs411bn was ahead (PLe Rs409bn) due to higher NIM as loan growth was largely in-line at 15.9% YoY (PLe 15.6%). Deposit growth was 8.2% YoY (PLe 9.3%). NIM was a slight beat at 3.06% (PLe 3.03%) due to better yields, which was partly offset by higher cost of funds. Other income was Rs111.6bn (PLe Rs110.4bn); treasury gains were higher, while fees at Rs69.2bn missed PLe by 5.9%. Opex was better at Rs258.4bn (PLe Rs275bn) led by lower staff cost. Core PPoP was a beat at Rs225.7bn (PLe Rs210.5bn); PPOP was Rs264.5bn. Asset quality was mixed as GNPA/NNPA at 2.21%/0.57% was lower, led by more write-offs. Gross slippages were Rs87.1bn (PLe Rs82.0bn) offset by stronger recoveries at Rs36.7bn (PLe Rs27.5bn). Higher write-offs at Rs50.9bn (PLe Rs30bn) partly led to more provisions at Rs34.5bn (PLe Rs27bn). Core PAT was Rs141.6bn (3.5% above PLe), while PAT was Rs170.35bn.
- Sequential loan growth led by retail/SME: Credit offtake at 1.2% QoQ was led by both overseas (2.6%) and domestic loans (1.0%) driven by retail (1.2%), SME (2.4%) and agri (1.4%); corporate was flat QoQ. 'Xpress' credit growth was muted owing to stress, which is expected to normalize from Q2FY25. The bank is targeting ~15% loan growth, which can be achieved as excess SLR is Rs3.7trn and current capital can support credit growth of Rs6-7trn. While deposit growth was muted at -0.3% QoQ, the bank is focusing on shoring up its CASA; SBI is adding 60,000 SA accounts daily, of which 60% are sourced through 'YONO'. Excess liquidity and low domestic LDR (69%) provide leeway for soft deposit growth as focus is on controlling high borrowing cost. Hence, we expect overall LDR to increase over FY24-26E from 75% to 79%.
- Asset quality blip to normalize: Of the fresh slippages of Rs79bn, 38% was from retail (incl. unsecured) and 34% from agri. Slippages were higher due to seasonality in agri and stress in personal loans as salary credit was delayed in some states. However, the bank has recovered a large portion of unsecured slippages. Due to higher slippages and more write-offs, provisions jumped QoQ from 19bps to 40bps. Loan loss provisions for Q1FY25 stood at Rs45.2bn, of which Rs24.7bn was ageing related and Rs20.5bn was due to fresh slippages. The bank targets to keep provisions under 50bps.



NII degrew at 1.3% QoQ .

Other income decreased by 35.7% QoQ driven by miss on fees

Opex fell by 14.7%QoQ due to lower staff cost

Provisions were higher at Rs345bn

Credit growth increased at 15.9% YoY, while deposit growth was at 8.2% YoY.

NIM declined by 6bps QoQ due to higher CoFs

GNPA/NNPA improved at 2.2%/0.6%

Exhibit 1: PAT beat at Rs170bn led by lower opex

Financial Statement (Rs m)	Q1FY25	Q1FY24	YoY gr. (%)	Q4FY24	QoQ gr. (%)
Interest income	11,15,260	9,59,755	16.2	11,10,426	0.4
Interest Expenses	7,04,005	5,70,705	23.4	6,93,874	1.5
Net interest income (NII)	4,11,255	3,89,050	5.7	4,16,552	(1.3)
- Treasury income	25,890	38,470	(32.7)	34,630	(25.2)
Other income	1,11,619	1,20,634	(7.5)	1,73,693	(35.7)
Total income	5,22,873	5,09,683	2.6	5,90,244	(11.4)
Operating expenses	2,58,387	2,56,714	0.7	3,02,769	(14.7)
-Staff expenses	1,54,660	1,66,007	(6.8)	1,63,481	(5.4)
-Other expenses	1,03,728	90,707	14.4	1,39,288	(25.5)
Operating profit	2,64,486	2,52,969	4.6	2,87,476	(8.0)
Core operating profit	2,25,697	2,01,446	12.0	2,03,273	11.0
Total provisions	34,494	25,013	37.9	16,098	114.3
Profit before tax	2,29,992	2,27,956	0.9	2,71,378	(15.3)
Tax	59,640	59,113	0.9	64,394	(7.4)
Profit after tax	1,70,352	1,68,843	0.9	2,06,984	(17.7)
Adjusted Profit	1,41,621	1,30,680	8.4	1,42,761	(0.8)
Balance Sheet (Rs bn)					
Deposits	4 90 17 250	4,53,12,367	8.2	4,91,60,768	(0.3)
Advances		3,23,50,227	15.9	3,70,39,709	1.2
Advantoos	0,14,01,000	0,20,00,221	10.0	0,70,00,700	1.2
Ratios (%)					
RoaA	1.2	1.3	(12)	1.4	(25)
RoaE	18.4	21.2	(287)	23.5	(512)
NIM	3.2	3.3	(11)	3.3	(6)
Yield on Advances	9.0	8.9	14	8.9	7
Cost of Funds	5.4	4.8	58	5.3	8
Asset Quality					
Gross NPL (Rs m)	8,42,260	9,13,278	(7.8)	8,42,763	(0.1)
Net NPL (Rs m)	2,15,547		(6.3)	2,10,511	2.4
Gross NPL ratio	2,10,047		(56)	2.2	(3)
Net NPL ratio	0.6	0.7	(14)	0.6	0
Coverage ratio	74.4		(41)	75.0	(61)
Business & Other Ratios					
Low-cost deposit mix	39.1	41.2	(213)	39.5	(45)
Cost-income ratio	49.4	50.4	(95)	51.3	(188)
Non int. inc / total income	21.3	23.7	(232)	29.4	(808)
Credit deposit ratio	76.5	71.4	509	75.3	114
CAR	13.9	14.6	(70)	14.3	(42)
Tier-I	11.8	12.0	(19)	11.9	(15)

Source: Company, PL



Q1FY25 Concall Highlights

Balance Sheet/Others

- Initiatives have been taken to address **deposits growth challenges**. 60,000 SA accounts are being opened daily, of which 60% are through YONO. To boost CA deposits, 500 relationship managers have been deployed.
- The bank is strengthening digital offerings in unsecured Xpress Credit. It is mindful of RWA consumption by this segment. ATS is Rs0.72mn. The bank has not seen overleveraging in this book.
- Loan book mix **by benchmark** is as follows: MCLR 36%, EBLR 27%, fixed rate 20%, and T-Bills 14%.
- SBI has guided for 15% growth in credit, while domestic credit deposit ratio is expected to increase to 70-72%.
- Current capital can support credit accretion of Rs6-7trn, while additional balance sheet liquidity is Rs3.7trn.
- In response to RBI's circular on investments, Rs36.7bn was transferred to reserves & surplus, impacting CET-1 by 10bps.
- Board approved **limit for capital raise:** Tier-I Rs100bn and Tier-II Rs150bn.
- The bank has no plans to list any of its subsidiaries.

Profit & Loss

- SBI is mindful of cost at which deposits are being raised. To preserve brand value, the bank passed on a part of the rise **TD rates** in certain loan buckets.
- **NIMs** are guided to remain at current levels with variation of +/-10bps.
- The management has assured availability of opportunities to generate MTM gains, which will be reflected in profit & loss.
- Operating expenses are expected to moderate further as per guidance.
- The bank has ploughed back Rs1.14trn profit in the last 3 years.

Asset quality

- Slippages increased in Q1FY25 due to i) agri slippages owing to seasonality, and ii) delayed salary credit in certain states leading to stress in unsecured loans. However, Rs16bn has already been recovered from a balance of Rs70bn as on 30th June 2024.
- Slippages breakup: retail Rs30bn, agri Rs27bn, SME Rs20bn, & CCG Rs2bn.
- **NPA provisions** stood at Rs45.18bn, of which Rs24.73bn was ageing related and balance Rs20.45bn was related to slippages.
- Credit costs have been guided to be below 50bps.



Exhibit 2: Advances growth improved to 15.9% YoY

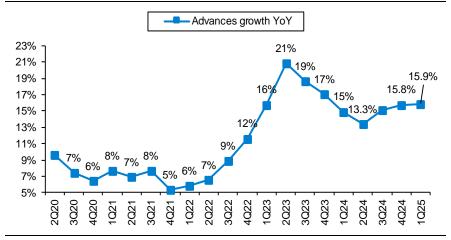
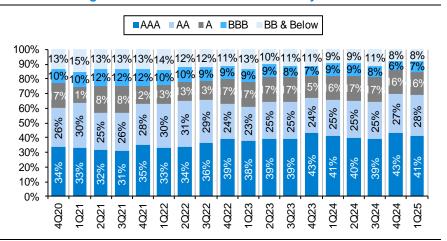


Exhibit 3: Sequential growth of 1.2% led by SME (2.4%) & overseas (2.6%)

Loan break up (Rs bn)	Q1FY25	Q1FY24	YoY gr. (%)	Q4FY24	QoQ gr. (%)
Gross Advances	38,121	32,692	16.6	37,675	1.2
Large Corporates	11,386	9,798	16.2	11,382	0.0
SME	4,434	3,597	23.3	4,330	2.4
Agri	3,091	2,586	19.5	3,049	1.4
International	5,530	4,924	12.3	5,391	2.6
Retail	13,680	11,792	16.0	13,523	1.2
Home	7,396	6,407	15.4	7,258	1.9
Auto	1,176	975	20.6	1,165	0.9
Other Retail	5,108	4409	15.8	5,099	0.2

Source: Company, PL

Exhibit 4: Rating distribution of AAA & AA book steady at 69%



Source: PL, Company



Exhibit 5: Domestic NIM steady at 3.4%, while global NIM at 3.2%

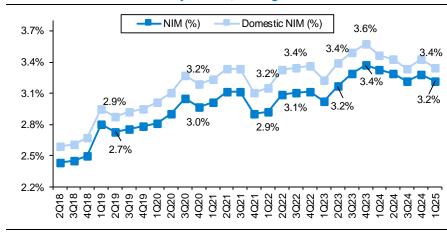
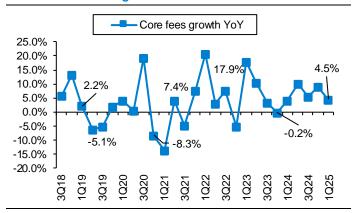
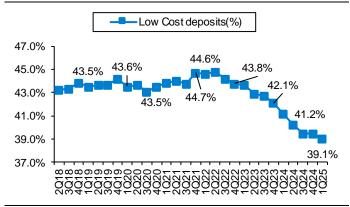


Exhibit 6: Core fees grew 4.5%YoY



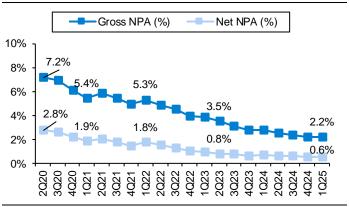
Source: Company, PL

Exhibit 7: CASA ratio declined at 39.1%



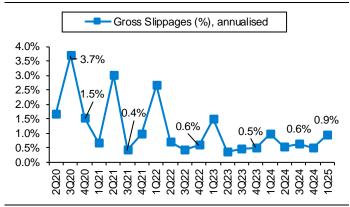
Source: Company, PL

Exhibit 8: GNPA/NNPA was largely stable at 2.2%/0.6%



Source: Company, PL

Exhibit 9: Gross slippage increased to 0.9%



Source: Company, PL



Exhibit 10: Slippages came in at Rs87bn, while overall stress book is quite manageable at sub <1%

(Rs mn)	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24
Additions	162,980	41,760	25,790	36,060	101,150	23,990	32,090	34,580	78,720	40,810	50,460	39,840	87,070
Slippages (%) - annualized	2.66%	0.68%	0.42%	0.59%	1.48%	0.35%	0.47%	0.51%	1.15%	0.60%	0.74%	0.58%	0.94%
Upgradation + Recovery	49,690	74,070	23,060	67,560	52,080	52,070	16,430	42,000	36,070	40,150	17,983	20,528	36,660
Write offs	34,590	72,020	41,870	48,554	36,587	36,596	100,236	66,767	38,649	44,198	34,730	44,037	50,913
Gross NPAs	1,342,595	1,239,418	1,200,288	1,120,234	1,132,717	1,068,041	983,465	909,278	913,278	869,741	8,67,488	8,42,763	8,42,260
Gross NPA Ratio	5.32%	4.90%	4.51%	3.98%	3.91%	3.52%	3.14%	2.78%	2.76%	2.55%	2.42%	2.24%	2.21%
Net NPAs	431,525	371,186	345,397	279,657	282,579	235,722	234,843	214,666	229,954	213,524	216,873	210,511	2,15,547
Net NPA Ratio	1.77%	1.52%	1.34%	1.02%	1.00%	0.80%	0.77%	0.67%	0.71%	0.64%	0.62%	0.57%	0.57%
Provision Coverage Ratio	67.9%	70.1%	71.2%	75.0%	75.1%	77.9%	76.1%	76.4%	74.8%	75.4%	75.0%	75.0%	74.4%
SMA 1 & SMA 2	113,030	66,900	41,670	35,440	69,830	84,970	47,470	32,600	72,210	39,640	41,280	33,010	46,370
% of loans	0.52%	0.31%	0.18%	0.15%	0.28%	0.33%	0.18%	0.12%	0.26%	0.14%	0.14%	0.10%	0.14%
Restructuring/Resolution													
Standard	202,970	303,120	328,950	309,600	287,850	273,360	260,350	243,020	226,660	208,540	1,88,800	1,72,790	1,60,150
% of Loans	0.83%	1.24%	1.28%	1.13%	1.02%	0.93%	0.85%	0.76%	0.70%	0.62%	0.54%	0.47%	0.43%
Net Stressed assets (% of loans)	2.61%	2.76%	2.62%	2.16%	2.03%	1.72%	1.62%	1.43%	1.41%	1.26%	1.15%	1.03%	1.00%

Exhibit 11: Return ratios to remain at 15%-17%

RoA decomposition (%)	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Net Interest Income/Assets	2.5	2.6	2.6	2.5	2.8	2.7	2.7	2.7
Other Income/Assets	1.0	1.2	1.0	0.9	0.7	0.9	0.7	0.7
Net revenues/Assets	3.5	3.8	3.6	3.4	3.5	3.6	3.3	3.4
Operating Expense/Assets	2.0	2.0	1.9	2.0	1.9	2.0	1.8	1.9
Provisions/Assets	1.5	1.1	1.0	0.5	0.3	0.1	0.2	0.2
Taxes/Assets	0.0	0.3	0.2	0.2	0.3	0.4	0.3	0.3
ROA	0.0	0.4	0.5	0.7	1.0	1.1	1.0	0.9
ROE	0.4	7.2	9.3	13.0	18.3	20.4	17.2	15.4

Source: Company Data, PL Research

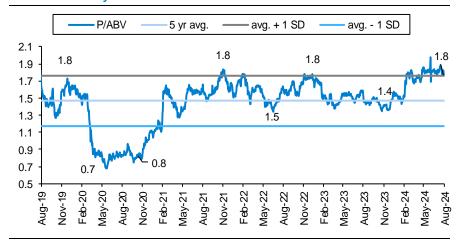
Exhibit 12: SBIN's SOTP based TP at Rs960 with subs value at Rs239

Particulars	Stake (%)	Rs p.s.	% of total	Valuation (x)	Method
Bank	100.0%	722	73.2	1.5	Mar'26 ABV
SBI Life	55.4%	109	11.1	1.0	Mkt Cap
SBI Cards	68.6%	52	5.3	1.0	Mkt Cap
SBI MF	62.1%	51	5.2	32.0	on FY24 PAT
Yes Bank	24.0%	21	2.2	1.0	Mkt Cap
SBI Caps	100.0%	16	1.7	9.0	of Mar'24 PAT
SBI Gen. Ins.	69.1%	7	0.7	35.0	of Mar'24 PAT
UTI AMC	10.0%	8	8.0	17.6	on FY26 core PAT
Total		986			
Holdco disc. 10%		26			
Target Price		960			

Source: Company, PL



Exhibit 13: One-year forward P/ABV trades at 1.8x





Income Statement (Rs. m)					Quarterly Financials (Rs. m)					
Y/e Mar	FY2	3 FY2			Y/e Mar	Q2FY24	Q3FY2	4 Q4FY	24	Q1FY25
Int. Earned from Adv.	22,14,00	6 28,80,38	2 33,45,393	37,40,282	Interest Income	10,13,788	10,67,33	7 11,10,4	26	11,15,260
Int. Earned from invt.	9,59,28	3 10,86,40	5 11,80,911	12,30,441	Interest Expenses	6,18,788	6,69,18	1 6,93,8	74	7,04,005
Others	1,12,83	1 1,33,61	7 1,40,242	1,40,242	Net Interest Income	3,95,000	3,98,15	7 4,16,5	52	4,11,255
Total Interest Income	33,21,03	1 41,51,30	7 47,11,363	51,58,327	YoY growth (%)	12.3	4.	6	3.1	5.7
Interest Expenses	18,72,62	6 25,52,54	8 29,84,431	32,22,470	CEB	65,360	62,41	0 87,2	40	69,220
Net Interest Income	14,48,40	5 15,98,75			Treasury	-		-	-	-
Growth(%)	12.	5 16.	6 2.6	11.7	Non Interest Income	1,07,906	1,14,58		93	1,11,619
Non Interest Income	3,66,15			4,90,475	Total Income	11,21,694	11,81,92	6 12,84,1	19	12,26,879
Net Total Income	18,14,56	1 21,15,58	0 21,71,321	24,26,332	Employee Expenses	1,89,264	1,93,61	8 1,63,4	81	1,54,660
Growth(%)	16.	7 26.	6 10.4	9.6	Other expenses	1,19,476	1,15,76	7 1,39,2	88	1,03,728
Employee Expenses	5,72,91	8 7,12,37	0 6,62,784	8,00,256	Operating Expenses	3,08,740	3,09,38	6 3,02,7	69	2,58,387
Other Expenses	3,71,54	0 4,31,71	9 4,94,262	5,42,330	Operating Profit	1,94,166	2,03,36	0 2,87,4	76	2,64,486
Operating Expenses	9,77,43	1 11,77,60	8 11,57,047	13,42,585	YoY growth (%)	(8.1)	(19.4	1) 16	6.8	4.6
Operating Profit	8,37,13	0 9,37,97	2 10,14,274	10,83,747	Core Operating Profits	1,73,956	1,78,31	0 2,52,8	46	2,38,596
Growth(%)	23.	.3 12.	0 8.1	6.8	NPA Provision	18,150	17,57	0 32,9	40	45,180
NPA Provision	91,90	3 94,69	3 62,635	71,456	Others Provisions	1,153	6,87	9 16,0	98	34,494
Total Provisions	1,65,07	3 49,14	2 1,39,494	1,80,000	Total Provisions	1,153	6,87	9 16,0	98	34,494
PBT	6,77,95	6 8,88,83	0 8,74,780	9,03,747	Profit Before Tax	1,93,013	1,96,48	2 2,71,3	78	2,29,992
Tax Provision	1,69,73	2 2,25,38	1 2,23,418	2,29,552	Tax	49,713	52,16	1 64,3	94	59,640
Effective tax rate (%)	25	0 25.	4 25.5	25.4	PAT	1,43,300	1,44,32	1 2,06,9	84	1,70,352
PAT	5,08,22	4 6,63,44	8 6,51,363	6,74,195	YoY growth (%)	8.0	1.	6 24	4.0	0.9
Growth(%)	99	8 30.	5 (1.8)	3.5	Deposits	4,68,92,185	4,76,22,20	7 4,91,60,7	68 4,	,90,17,259
Balance Sheet (Rs. m)					YoY growth (%)	11.9	13.	0 1:	1.1	8.2
Y/e Mar	FY23	FY24	FY25E	FY26E	Advances	3,34,51,673	3,51,95,14	3 3,70,39,7	09 3,	,74,91,389
					YoY growth (%)	13.3	15.	1 15	5.8	15.9
Face value	1	1	1	1	Koy Patios					
No. of equity shares	8,925	8,925	8,925	8,925	Key Ratios		EVOC	EVO4 EV		FVOOF
Equity	8,925	8,925	8,925	8,925	Y/e Mar		FY23		Y25E	FY26E
Networth	32,76,084	37,72,465	43,71,849	49,31,431	CMP (Rs)		848	848	848	848
Growth(%)	17.0	15.2	15.9	12.8	EPS (Rs)		56.9	74.3	73.0	75.5
Adj. Networth to NNPAs	2,14,666	2,10,511	2,04,940	2,15,940	Book Value (Rs)		336	392	459	522
Deposits				6,03,43,284	Adj. BV (70%)(Rs)		312	368	436	497
Growth(%)	9.2	11.1	10.1	11.5	P/E (x)		14.9	11.4	11.6	11.2
CASA Deposits		,96,14,215	2,13,66,171	2,39,48,805	P/BV (x)		2.5	2.2	1.8	1.6
										1.7
% of total deposits	42.7	39.9	39.5	39.7	P/ABV (x)		2.7	2.3	1.9	
Total Liabilities	42.7 5,51,69,785 6	39.9 ,17,96,939	6,82,16,678	7,61,63,220	DPS (Rs)		11.3	13.7	12.4	12.8
Total Liabilities Net Advances	42.7 5,51,69,785 6 3,19,92,693 3	39.9 , 17,96,939 ,70,39,709	6,82,16,678 4,19,29,137	7,61,63,220 4,73,61,090	DPS (Rs) Dividend Payout Ratio (%)		11.3 19.8	13.7 18.4	12.4 17.0	12.8 17.0
Total Liabilities Net Advances Growth(%)	42.7 5,51,69,785 6 3,19,92,693 3 17.0	39.9 , 17,96,939 ,70,39,709 <i>15.8</i>	6,82,16,678 4,19,29,137 <i>13.2</i>	7,61,63,220 4,73,61,090 13.0	DPS (Rs)		11.3	13.7	12.4	12.8
Total Liabilities Net Advances Growth(%) Investments	42.7 5,51,69,785 6 3,19,92,693 3 17.0	39.9 , 17,96,939 ,70,39,709 <i>15.8</i>	6,82,16,678 4,19,29,137 <i>13.2</i>	7,61,63,220 4,73,61,090	DPS (Rs) Dividend Payout Ratio (%)		11.3 19.8	13.7 18.4	12.4 17.0	12.8 17.0
Total Liabilities Net Advances Growth(%)	42.7 5,51,69,785 6 3,19,92,693 3 17.0 1,57,03,662 1	39.9 , 17,96,939 ,70,39,709 15.8 ,67,13,397	6,82,16,678 4,19,29,137 <i>13.2</i>	7,61,63,220 4,73,61,090 <i>13.0</i> 1,93,27,860	DPS (Rs) Dividend Payout Ratio (%) Dividend Yield (%)		11.3 19.8 1.3	13.7 18.4 1.6	12.4 17.0 1.5	12.8 17.0 1.5
Total Liabilities Net Advances Growth(%) Investments	42.7 5,51,69,785 6 3,19,92,693 3 17.0 1,57,03,662 1	39.9 , 17,96,939 ,70,39,709 15.8 ,67,13,397	6,82,16,678 4,19,29,137 13.2 1,76,02,490	7,61,63,220 4,73,61,090 <i>13.0</i> 1,93,27,860	DPS (Rs) Dividend Payout Ratio (%) Dividend Yield (%) Efficiency Y/e Mar		11.3 19.8 1.3	13.7 18.4 1.6	12.4 17.0 1.5 Y25E	12.8 17.0 1.5
Total Liabilities Net Advances Growth(%) Investments Total Assets	42.7 5,51,69,785 6 3,19,92,693 3 17.0 1,57,03,662 1 5,51,69,785 6	39.9 ,17,96,939 ,70,39,709 15.8 ,67,13,397 ,17,96,939	6,82,16,678 4,19,29,137 13.2 1,76,02,490 6,82,16,678	7,61,63,220 4,73,61,090 13.0 1,93,27,860 7,61,63,220	DPS (Rs) Dividend Payout Ratio (%) Dividend Yield (%) Efficiency Y/e Mar Cost-Income Ratio (%)		11.3 19.8 1.3 FY23 53.9	13.7 18.4 1.6 FY24 F	12.4 17.0 1.5 Y25E 53.3	12.8 17.0 1.5 FY26E 55.3
Total Liabilities Net Advances Growth(%) Investments Total Assets Growth (%)	42.7 5,51,69,785 6 3,19,92,693 3 17.0 1,57,03,662 1 5,51,69,785 6 10.6	39.9 ,17,96,939 ,70,39,709 15.8 ,67,13,397 ,17,96,939	6,82,16,678 4,19,29,137 13.2 1,76,02,490 6,82,16,678 10.4	7,61,63,220 4,73,61,090 13.0 1,93,27,860 7,61,63,220 11.6	DPS (Rs) Dividend Payout Ratio (%) Dividend Yield (%) Efficiency Y/e Mar Cost-Income Ratio (%) C-D Ratio (%)		11.3 19.8 1.3 FY23 53.9 72.3	13.7 18.4 1.6 FY24 F 55.7 75.3	12.4 17.0 1.5 Y25E 53.3 77.5	12.8 17.0 1.5 FY26E 55.3 78.5
Total Liabilities Net Advances Growth(%) Investments Total Assets Growth (%) Asset Quality Y/e Mar	42.7 5,51,69,785 6 3,19,92,693 3 17.0 1,57,03,662 1 5,51,69,785 6 10.6	39.9 ,17,96,939 ,70,39,709 15.8 ,67,13,397 ,17,96,939 12.0	6,82,16,678 4,19,29,137 13.2 1,76,02,490 6,82,16,678 10.4	7,61,63,220 4,73,61,090 13.0 1,93,27,860 7,61,63,220 11.6	DPS (Rs) Dividend Payout Ratio (%) Dividend Yield (%) Efficiency Y/e Mar Cost-Income Ratio (%) C-D Ratio (%) Business per Emp. (Rs m)		11.3 19.8 1.3 FY23 53.9 72.3 323	13.7 18.4 1.6 FY24 F 55.7 75.3 371	12.4 17.0 1.5 Y25E 53.3 77.5 420	12.8 17.0 1.5 FY26E 55.3 78.5 478
Total Liabilities Net Advances Growth(%) Investments Total Assets Growth (%) Asset Quality Y/e Mar Gross NPAs (Rs m)	42.7 5,51,69,785 6 3,19,92,693 3 17.0 1,57,03,662 1 5,51,69,785 6 10.6	39.9 ,17,96,939 ,70,39,709 15.8 ,67,13,397 ,17,96,939 12.0 3 FY2 8 8,42,76	6,82,16,678 4,19,29,137 13.2 1,76,02,490 6,82,16,678 10.4 4 FY25E 3 8,19,760	7,61,63,220 4,73,61,090 13.0 1,93,27,860 7,61,63,220 11.6 FY26E 8,63,760	DPS (Rs) Dividend Payout Ratio (%) Dividend Yield (%) Efficiency Y/e Mar Cost-Income Ratio (%) C-D Ratio (%) Business per Emp. (Rs m) Profit per Emp. (Rs lacs)		11.3 19.8 1.3 FY23 53.9 72.3 323 22	13.7 18.4 1.6 FY24 F 55.7 75.3 371 29	12.4 17.0 1.5 Y25E 53.3 77.5 420 28	12.8 17.0 1.5 FY26E 55.3 78.5 478
Total Liabilities Net Advances Growth(%) Investments Total Assets Growth (%) Asset Quality Y/e Mar Gross NPAs (Rs m) Net NPAs (Rs m)	42.7 5,51,69,785 6 3,19,92,693 3 17.0 1,57,03,662 1 5,51,69,785 6 10.6	39.9 ,17,96,939 ,70,39,709 15.8 ,67,13,397 ,17,96,939 12.0 3 FY2 8 8,42,76 6 2,10,51	6,82,16,678 4,19,29,137 13.2 1,76,02,490 6,82,16,678 10.4 4 FY25E 3 8,19,760 1 2,04,940	7,61,63,220 4,73,61,090 13,0 1,93,27,860 7,61,63,220 11.6 FY26E 8,63,760 2,15,940	DPS (Rs) Dividend Payout Ratio (%) Dividend Yield (%) Efficiency Y/e Mar Cost-Income Ratio (%) C-D Ratio (%) Business per Emp. (Rs m) Profit per Emp. (Rs lacs) Business per Branch (Rs m)		11.3 19.8 1.3 FY23 53.9 72.3 323 22 3,367	13.7 18.4 1.6 FY24 F 55.7 75.3 371 29 3,784	12.4 17.0 1.5 Y25E 53.3 77.5 420 28 4,193	12.8 17.0 1.5 FY26E 55.3 78.5 478 30 4,678
Total Liabilities Net Advances Growth(%) Investments Total Assets Growth (%) Asset Quality Y/e Mar Gross NPAs (Rs m) Net NPAs (Rs m) Gr. NPAs to Gross Adv.(%)	42.7 5,51,69,785 6 3,19,92,693 3 17.0 1,57,03,662 1 5,51,69,785 6 10.6 FY2 9,09,27 2,14,66	39.9 ,17,96,939 ,70,39,709 15.8 ,67,13,397 ,17,96,939 12.0 3 FY2 8 8,42,76 6 2,10,51 8 2.	6,82,16,678 4,19,29,137 13.2 1,76,02,490 6,82,16,678 10.4 4 FY25E 3 8,19,760 1 2,04,940 2 1.9	7,61,63,220 4,73,61,090 13.0 1,93,27,860 7,61,63,220 11.6 FY26E 8,63,760 2,15,940 1.8	DPS (Rs) Dividend Payout Ratio (%) Dividend Yield (%) Efficiency Y/e Mar Cost-Income Ratio (%) C-D Ratio (%) Business per Emp. (Rs m) Profit per Emp. (Rs lacs)		11.3 19.8 1.3 FY23 53.9 72.3 323 22	13.7 18.4 1.6 FY24 F 55.7 75.3 371 29	12.4 17.0 1.5 Y25E 53.3 77.5 420 28	12.8 17.0 1.5 FY26E 55.3 78.5 478 30 4,678
Total Liabilities Net Advances Growth(%) Investments Total Assets Growth (%) Asset Quality Y/e Mar Gross NPAs (Rs m) Net NPAs (Rs m) Gr. NPAs to Gross Adv.(%) Net NPAs to Net Adv. (%)	42.7 5,51,69,785 6 3,19,92,693 3 17.0 1,57,03,662 1 5,51,69,785 6 10.6 FY2 9,09,27 2,14,66	39.9 ,17,96,939 ,70,39,709 15.8 ,67,13,397 ,17,96,939 12.0 3 FY2 8 8,42,76 6 2,10,51 8 2.7 7 0.5	6,82,16,678 4,19,29,137 13.2 1,76,02,490 6,82,16,678 10.4 4 FY25E 3 8,19,760 1 2,04,940 2 1.9 6 0.5	7,61,63,220 4,73,61,090 13.0 1,93,27,860 7,61,63,220 11.6 FY26E 8,63,760 2,15,940 1.8 0.5	DPS (Rs) Dividend Payout Ratio (%) Dividend Yield (%) Efficiency Y/e Mar Cost-Income Ratio (%) C-D Ratio (%) Business per Emp. (Rs m) Profit per Emp. (Rs lacs) Business per Branch (Rs m)		11.3 19.8 1.3 FY23 53.9 72.3 323 22 3,367	13.7 18.4 1.6 FY24 F 55.7 75.3 371 29 3,784	12.4 17.0 1.5 Y25E 53.3 77.5 420 28 4,193	12.8 17.0 1.5 FY26E 55.3 78.5 478 30 4,678
Total Liabilities Net Advances Growth(%) Investments Total Assets Growth (%) Asset Quality Y/e Mar Gross NPAs (Rs m) Net NPAs (Rs m) Gr. NPAs to Gross Adv.(%)	42.7 5,51,69,785 6 3,19,92,693 3 17.0 1,57,03,662 1 5,51,69,785 6 10.6 FY2 9,09,27 2,14,66	39.9 ,17,96,939 ,70,39,709 15.8 ,67,13,397 ,17,96,939 12.0 3 FY2 8 8,42,76 6 2,10,51 8 2.7 7 0.0	6,82,16,678 4,19,29,137 13.2 1,76,02,490 6,82,16,678 10.4 4 FY25E 3 8,19,760 1 2,04,940 2 1.9 6 0.5	7,61,63,220 4,73,61,090 13.0 1,93,27,860 7,61,63,220 11.6 FY26E 8,63,760 2,15,940 1.8 0.5	DPS (Rs) Dividend Payout Ratio (%) Dividend Yield (%) Efficiency Y/e Mar Cost-Income Ratio (%) C-D Ratio (%) Business per Emp. (Rs m) Profit per Emp. (Rs lacs) Business per Branch (Rs m) Profit per Branch (Rs m)		11.3 19.8 1.3 FY23 53.9 72.3 323 22 3,367 22	13.7 18.4 1.6 55.7 75.3 371 29 3,784 29	12.4 17.0 1.5 Y25E 53.3 77.5 420 28 4,193	12.8 17.0 1.5 FY26E 55.3 78.5 478 30 4,678
Total Liabilities Net Advances Growth(%) Investments Total Assets Growth (%) Asset Quality Y/e Mar Gross NPAs (Rs m) Net NPAs (Rs m) Gr. NPAs to Gross Adv.(%) Net NPAs to Net Adv. (%)	42.7 5,51,69,785 6 3,19,92,693 3 17.0 1,57,03,662 1 5,51,69,785 6 10.6 FY2 9,09,27 2,14,66	39.9 ,17,96,939 ,70,39,709 15.8 ,67,13,397 ,17,96,939 12.0 3 FY2 8 8,42,76 6 2,10,51 8 2.7 7 0.5	6,82,16,678 4,19,29,137 13.2 1,76,02,490 6,82,16,678 10.4 4 FY25E 3 8,19,760 1 2,04,940 2 1.9 6 0.5	7,61,63,220 4,73,61,090 13.0 1,93,27,860 7,61,63,220 11.6 FY26E 8,63,760 2,15,940 1.8 0.5	DPS (Rs) Dividend Payout Ratio (%) Dividend Yield (%) Efficiency Y/e Mar Cost-Income Ratio (%) C-D Ratio (%) Business per Emp. (Rs m) Profit per Emp. (Rs lacs) Business per Branch (Rs m) Profit per Branch (Rs m)		11.3 19.8 1.3 FY23 53.9 72.3 323 22 3,367 22	13.7 18.4 1.6 FY24 F 55.7 75.3 371 29 3,784 29	12.4 17.0 1.5 Y25E 53.3 77.5 420 28 4,193 28	12.8 17.0 1.5 FY26E 55.3 78.5 478 30 4,678 29
Total Liabilities Net Advances Growth(%) Investments Total Assets Growth (%) Asset Quality Y/e Mar Gross NPAs (Rs m) Net NPAs to Gross Adv.(%) Net NPAs to Net Adv. (%) NPA Coverage %	42.7 5,51,69,785 6 3,19,92,693 3 17.0 1,57,03,662 1 5,51,69,785 6 10.6 FY2 9,09,27 2,14,66	39.9 ,17,96,939 ,70,39,709 15.8 ,67,13,397 ,17,96,939 12.0 3 FY2 8 8,42,76 6 2,10,51 8 2. 7 0. 4 75.	6,82,16,678 4,19,29,137 13.2 1,76,02,490 6,82,16,678 10.4 FY25E 3 8,19,760 1 2,04,940 2 1.9 6 0.5 0 75.0	7,61,63,220 4,73,61,090 13.0 1,93,27,860 7,61,63,220 11.6 FY26E 8,63,760 2,15,940 1.8 0.5	DPS (Rs) Dividend Payout Ratio (%) Dividend Yield (%) Efficiency Y/e Mar Cost-Income Ratio (%) C-D Ratio (%) Business per Emp. (Rs m) Profit per Emp. (Rs lacs) Business per Branch (Rs m) Profit per Branch (Rs m) Du-Pont Y/e Mar		11.3 19.8 1.3 FY23 53.9 72.3 323 22 3,367 22	13.7 18.4 1.6 FY24 F 55.7 75.3 371 29 3,784 29	12.4 17.0 1.5 Y25E 53.3 77.5 420 28 4,193 28	12.8 17.0 1.5 FY26E 55.3 78.5 478 30 4,678 29
Total Liabilities Net Advances Growth(%) Investments Total Assets Growth (%) Asset Quality Y/e Mar Gross NPAs (Rs m) Net NPAs (Rs m) Gr. NPAs to Gross Adv. (%) NPA Coverage % Profitability (%)	42.7 5,51,69,785 6 3,19,92,693 3 17.0 1,57,03,662 1 5,51,69,785 6 10.6 FY2 9,09,27 2,14,66 2 0 76	39.9 ,17,96,939 ,70,39,709 15.8 ,67,13,397 ,17,96,939 12.0 3 FY2 8 8,42,76 6 2,10,51 8 2. 7 0. 4 75.	6,82,16,678 4,19,29,137 13.2 1,76,02,490 6,82,16,678 10.4 4 FY25E 3 8,19,760 1 2,04,940 2 1.9 6 0.5 0 75.0	7,61,63,220 4,73,61,090 13,0 1,93,27,860 7,61,63,220 11.6 FY26E 8,63,760 2,15,940 1.8 0.5 75.0	DPS (Rs) Dividend Payout Ratio (%) Dividend Yield (%) Efficiency Y/e Mar Cost-Income Ratio (%) C-D Ratio (%) Business per Emp. (Rs m) Profit per Emp. (Rs lacs) Business per Branch (Rs m) Profit per Branch (Rs m) Du-Pont Y/e Mar NII		11.3 19.8 1.3 53.9 72.3 323 22 3,367 22 FY23 2.76	13.7 18.4 1.6 55.7 75.3 371 29 3,784 29 FY24 FY 2.73 3.62	12.4 17.0 1.5 53.3 77.5 420 28 44,193 28 (25E 2.66	12.8 17.0 1.5 FY26E 55.3 78.5 478 30 4,678 29
Total Liabilities Net Advances Growth(%) Investments Total Assets Growth (%) Asset Quality Y/e Mar Gross NPAs (Rs m) Net NPAs (Rs m) Gr. NPAs to Gross Adv. (%) NPA Coverage % Profitability (%) Y/e Mar	42.7 5,51,69,785 6 3,19,92,693 3 17.0 1,57,03,662 1 5,51,69,785 6 10.6 FY2 9,09,27 2,14,66 2. 0 76	39.9 ,17,96,939 ,70,39,709 15.8 ,67,13,397 ,17,96,939 12.0 3 FY2 8 8,42,76 6 2,10,51 8 2. 7 0. 4 75.	6,82,16,678 4,19,29,137 13.2 1,76,02,490 6,82,16,678 10.4 4 FY25E 3 8,19,760 1 2,04,940 2 1.9 6 0.5 0 75.0 4 FY25E 0 2.9	7,61,63,220 4,73,61,090 13.0 1,93,27,860 7,61,63,220 11.6 FY26E 8,63,760 2,15,940 1.8 0.5 75.0	DPS (Rs) Dividend Payout Ratio (%) Dividend Yield (%) Efficiency Y/e Mar Cost-Income Ratio (%) C-D Ratio (%) Business per Emp. (Rs m) Profit per Emp. (Rs lacs) Business per Branch (Rs m) Profit per Branch (Rs m) Du-Pont Y/e Mar NII Total Income		11.3 19.8 1.3 53.9 72.3 323 22 3,367 22 FY23 2.76 3.45	13.7 18.4 1.6 55.7 75.3 371 29 3,784 29 FY24 FY 2.73 3.62 2.01	12.4 17.0 1.5 53.3 77.5 420 28 44,193 28 (25E 2.66 3.34	12.8 17.0 1.5 FY26E 55.3 78.5 478 30 4,678 29 FY26E 2.68 3.36
Total Liabilities Net Advances Growth(%) Investments Total Assets Growth (%) Asset Quality Y/e Mar Gross NPAs (Rs m) Net NPAs (Rs m) Gr. NPAs to Gross Adv.(%) NPA Coverage % Profitability (%) Y/e Mar NIM	42.7 5,51,69,785 6 3,19,92,693 3 17.0 1,57,03,662 1 5,51,69,785 6 10.6 FY2 9,09,27 2,14,66 2. 00 76	39.9 ,17,96,939 ,70,39,709 15.8 ,67,13,397 ,17,96,939 12.0 3 FY2 8 8,42,76 6 2,10,51 8 2. 7 0. 4 75. 3 FY2 0 3. 0 1.	6,82,16,678 4,19,29,137 13.2 1,76,02,490 6,82,16,678 10.4 4 FY25E 3 8,19,760 1 2,04,940 2 1.9 6 0.5 0 75.0 4 FY25E 0 2.9 1 1.0	7,61,63,220 4,73,61,090 13.0 1,93,27,860 7,61,63,220 11.6 FY26E 8,63,760 2,15,940 1.8 0.5 75.0 FY26E	DPS (Rs) Dividend Payout Ratio (%) Dividend Yield (%) Efficiency Y/e Mar Cost-Income Ratio (%) C-D Ratio (%) Business per Emp. (Rs m) Profit per Emp. (Rs lacs) Business per Branch (Rs m) Profit per Branch (Rs m) Du-Pont Y/e Mar NII Total Income Operating Expenses PPoP		11.3 19.8 1.3 53.9 72.3 323 22 3,367 22 FY23 2.76 3.45 1.86	13.7 18.4 1.6 55.7 75.3 371 29 3,784 29 FY24 FY 2.73 3.62 2.01 1.60	12.4 17.0 1.5 53.3 77.5 420 28 44,193 28 225E 2.66 3.34 1.78 1.56	12.8 17.0 1.5 FY26E 55.3 78.5 478 30 4,678 29 FY26E 2.68 3.36 1.86
Total Liabilities Net Advances Growth(%) Investments Total Assets Growth (%) Asset Quality Y/e Mar Gross NPAs (Rs m) Net NPAs (Rs m) Gr. NPAs to Gross Adv. (%) Net NPAs to Net Adv. (%) NPA Coverage % Profitability (%) Y/e Mar NIM RoAA	42.7 5,51,69,785 6 3,19,92,693 3 17.0 1,57,03,662 1 5,51,69,785 6 10.6 FY2 9,09,27 2,14,66 2 0 76 FY2 3.	39.9 ,17,96,939 ,70,39,709 15.8 ,67,13,397 ,17,96,939 12.0 3 FY2 8 8,42,76 6 2,10,51 8 2. 7 0. 4 75. 3 FY2 0 3.1 0 1.3 2 20.	6,82,16,678 4,19,29,137 13.2 1,76,02,490 6,82,16,678 10.4 4 FY25E 3 8,19,760 1 2,04,940 2 1.9 6 0.5 0 75.0 4 FY25E 0 2.9 1 1.0 4 17.2	7,61,63,220 4,73,61,090 13.0 1,93,27,860 7,61,63,220 11.6 FY26E 8,63,760 2,15,940 1.8 0.5 75.0 FY26E 2.9 0.9	DPS (Rs) Dividend Payout Ratio (%) Dividend Yield (%) Efficiency Y/e Mar Cost-Income Ratio (%) C-D Ratio (%) Business per Emp. (Rs m) Profit per Emp. (Rs lacs) Business per Branch (Rs m) Profit per Branch (Rs m) Du-Pont Y/e Mar NII Total Income Operating Expenses PPoP Total provisions		11.3 19.8 1.3 53.9 72.3 323 22 3,367 22 FY23 2.76 3.45 1.86 1.59 0.31	13.7 18.4 1.6 55.7 75.3 371 29 3,784 29 FY24 FY 2.73 3.62 2.01 1.60 0.08	12.4 17.0 1.5 53.3 77.5 420 28 4,193 28 2.266 3.34 1.78 1.56 0.21	12.8 17.0 1.5 FY26E 55.3 78.5 478 30 4,678 29 FY26E 2.68 3.36 1.86 1.50 0.25
Total Liabilities Net Advances Growth(%) Investments Total Assets Growth (%) Asset Quality Y/e Mar Gross NPAs (Rs m) Net NPAs to Gross Adv. (%) Net NPAs to Net Adv. (%) NPA Coverage % Profitability (%) Y/e Mar NIM RoAA RoAE	42.7 5,51,69,785 6 3,19,92,693 3 17.0 1,57,03,662 1 5,51,69,785 6 10.6 FY2 9,09,27 2,14,66 2 0 76 FY2 3. 1. 18.	39.9 ,17,96,939 ,70,39,709 15.8 ,67,13,397 ,17,96,939 12.0 3 FY2 8 8,42,76 6 2,10,51 8 2. 7 0. 4 75. 3 FY2 0 3. 0 1. 3 20. 1 11.	6,82,16,678 4,19,29,137 13.2 1,76,02,490 6,82,16,678 10.4 4 FY25E 3 8,19,760 1 2,04,940 2 1.9 6 0.5 0 75.0 4 FY25E 0 2.9 1 1.0 4 17.2 9 12.8	7,61,63,220 4,73,61,090 13.0 1,93,27,860 7,61,63,220 11.6 FY26E 8,63,760 2,15,940 1.8 0.5 75.0 FY26E 2.9 0.9	DPS (Rs) Dividend Payout Ratio (%) Dividend Yield (%) Efficiency Y/e Mar Cost-Income Ratio (%) C-D Ratio (%) Business per Emp. (Rs m) Profit per Emp. (Rs lacs) Business per Branch (Rs m) Profit per Branch (Rs m) Du-Pont Y/e Mar NII Total Income Operating Expenses PPoP		11.3 19.8 1.3 19.8 1.3 53.9 72.3 323 22 3,367 22 FY23 2.76 3.45 1.86 1.59 0.31 0.97	13.7 18.4 1.6 FY24 F 55.7 75.3 371 29 3,784 29 2.73 3.62 2.01 1.60 0.08 1.13	12.4 17.0 1.5 53.3 77.5 420 28 44,193 28 225E 2.66 3.34 1.78 1.56	12.8 17.0 1.5 FY26E 55.3 78.5 478 30 4,678 29 FY26E 2.68 3.36 1.86 1.50





Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	AAVAS Financiers	Accumulate	1,875	1,778
2	Axis Bank	BUY	1,425	1,239
3	Bank of Baroda	BUY	300	254
4	Can Fin Homes	BUY	930	845
5	City Union Bank	Accumulate	185	169
6	DCB Bank	BUY	180	137
7	Federal Bank	BUY	210	205
8	HDFC Asset Management Company	BUY	4,700	4,196
9	HDFC Bank	BUY	2,000	1,607
10	ICICI Bank	BUY	1,520	1,207
11	IndusInd Bank	BUY	1,404	1,750
12	Kotak Mahindra Bank	BUY	2,125	1,821
13	LIC Housing Finance	Hold	660	771
14	Nippon Life India Asset Management	BUY	700	636
15	State Bank of India	BUY	910	860
16	UTI Asset Management Company	BUY	1,050	1,049

PL's Recommendation Nomenclature (Absolute Performance)

 Buy
 : > 15%

 Accumulate
 : 5% to 15%

 Hold
 : +5% to -5%

 Reduce
 : -5% to -15%

 Sell
 : < -15%</td>

Not Rated (NR) : No specific call on the stock
Under Review (UR) : Rating likely to change shortly



ANALYST CERTIFICATION

(Indian Clients)

We/l, Mr. Gaurav Jani- CA, Passed CFA Level II, Ms. Harshada Gite- CA, Mr. Aditya Modani- CA, Passed CFA Level II Research Analysts, authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.

(US Clients)

The research analysts, with respect to each issuer and its securities covered by them in this research report, certify that: All of the views expressed in this research report accurately reflect his or her or their personal views about all of the issuers and their securities; and No part of his or her or their compensation was, is or will be directly related to the specific recommendation or views expressed in this research report.

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