Axis Bank

OP 247

Financials & Valuations (INR b)

Estimate change

Rating change

TP change

Bloomberg Equity Shares (m)

Y/E March

NII

M.Cap.(INRb)/(USDb)

52-Week Range (INR)

1, 6, 12 Rel. Per (%)

12M Avg Val (INR M)

247	293	365
130	178	218
3.3	3.5	3.7
42.5	57.9	71.1
89.7	36.4	22.7
375	391	461
354	373	442
12.0	15.1	16.7
1.2	1.4	1.6
14.9	10.9	8.9
1.7	1.6	1.4
1.8	1.7	1.4
	3.3 42.5 89.7 375 354 12.0 1.2 14.9 1.7	3.3 3.5 42.5 57.9 89.7 36.4 375 391 354 373 12.0 15.1 1.2 1.4 14.9 10.9 1.7 1.6

FY22

331

FY23E

409

202

Motilal Oswal

Motilal Oswal values your support in the

Asiamoney Brokers Poll 2022 for India Research, Sales, Corporate Access and

Trading team. We request your ballot.

AXSB IN

2236.6 / 28.1

867 / 618

9/0/-9

FY24E

492

265

7584

3,070

Shareholding pattern (%)

As On	Jun-22	Mar-22	Jun-21
Promoter	9.5	9.5	11.4
DII	30.8	29.9	23.7
FII	47.8	48.1	53.7
Others	12.0	12.6	11.3

FII Includes depository receipts

CMP: INR728

TP: INR875 (+20%)

Buy

Loan growth muted; lower provisions drive earnings beat

Asset quality outlook robust

- AXSB reported a PAT of INR41.2b (up 91% YoY, 20% beat), driven largely by lower provisions, which fell 89% YoY, while NII/PPOP stood in line. OPEX remains elevated as the bank is investing in the business and technology.
- Business growth was muted, with loans and deposits down sequentially. The Corporate and SME book saw a QoQ decline, while the Retail segment saw a growth of 3% QoQ.
- Fresh slippages fell to INR36.8b, which, coupled with healthy recoveries and upgrades, enabled an improvement in asset quality ratios. The restructuring book remains controlled at 0.45%, which, along with an additional provision buffer, should rein in credit cost. We expect AXSB to deliver a RoA/RoE of 1.6%/16.7% in FY24E. We maintain our Buy rating.

NII and PPOP in line; margin expands by 11bp QoQ

- PAT grew 91% YoY to INR41.3b in 1QFY23 (20% beat), driven largely by lower provisions, which fell 89% QoQ. PPOP declined by 5% YoY (in line), while core PPOP rose 16% YoY.
- NIM expands by 11bp QoQ to 3.6%, resulting in a NII growth of 21% YoY and 6% QoQ (in line). Other income declined 11% YoY (in line), impacted by treasury losses of INR6.7b v/s a gain of INR5.6b in 1QFY22. Fee income grew 34% YoY, within which Retail fee grew 43% YoY.
- OPEX grew 32% YoY due to an increase in business volumes (40%), investment in future growth and technology (25%), collections and statutory-related (15%), and the balance 20% is due to a general increase. As a result, C/I and cost-to-assets ratio remains elevated at 52.5% and 2.4%, respectively.
- Total provisions fell sharply by 89% YoY, aided by higher recoveries and a decline in slippages. Annualized credit cost stood at 41bp (net of recoveries on written-off accounts). The bank did not utilize any COVID-related provisions and holds an additional provision buffer (including standard asset provisions) of INR118.3b (1.7% of loans).
- Loan book grew 14% YoY, but fell 1% QoQ. Retail/SME loans rose 25%/27%
 YoY, while the Corporate book declined by 5% YoY and 7% QoQ. The mid-Corporate book grew 54% YoY. On the liability front, deposits grew 13%
 YoY. CASA ratio moderated to 44% (quarterly average CASA stood at 43%).
- On the asset quality front, fresh slippages fell to INR36.8b (v/s INR39.8b in 4QFY22). Healthy recoveries and upgrades at INR29.6b and write-offs of INR15.1b led to a 6bp/9bp QoQ decline in the GNPA/NNPA ratio. The net NPA ratio fell to 0.64%, while PCR improved by 250bp QoQ to 77.3%. Restructured loans fell to 0.45% (v/s 0.52% in 4QFY22), while provisioning stood at 24%. BB and below pool, including non-fund, fell to 1.17% (v/s 1.33% in 4QFY22).

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

Yash Agarwal - Research Analyst (Yash.Agarwal@motilaloswal.com) | Vinayak Agarwal - Research Analyst (Vinayak.Agarwal@motilaloswal.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.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Highlights from the management commentary

- Retail growth is likely to be led by secured products (Home loans, LAP, and Small Business Banking) and unsecured products, where it is comfortably placed.
- The management aims at a NIM of 3.7-3.8% over the next eight-to-10 quarters.
- It remains committed to attain a medium term cost-to-assets ratio of 2%.

Valuation and view

AXSB delivered strong earnings, driven by a significant decline in provisions and margin expansion, even as OPEX continues to remain elevated. Business growth was muted, with a QoQ decline. Asset quality continues to improve, aided by a moderation in slippages and healthy recoveries and upgrades. Restructured book moderated further, while a higher provisioning buffer provides comfort. We expect slippages to remain in control, enabling a sustained improvement in credit costs, though improvement in margin and cost ratios will be key to watch out for. We expect AXSB to deliver a FY24 RoA/RoE of 1.6%/16.7%. We maintain our Buy rating with a TP of INR875 per share (1.8x FY24E ABV and INR95 from its subsidiaries).

Quarterly performance

<u></u>												(
		FY2	2			FY2	3		FY22	FY23E	FY23E	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Net Interest Income	77.6	79.0	86.5	88.2	93.8	98.9	105.4	110.5	331.3	408.7	92.6	1
Change (YoY %)	11.1	7.8	17.4	16.7	20.9	25.2	21.9	25.3	13.3	23.4	19.4	
Other Income	33.6	38.0	38.4	42.2	30.0	38.7	42.5	48.6	152.2	159.8	30.9	-3
Total Income	111.2	117.0	124.9	130.4	123.8	137.6	148.0	159.2	483.5	568.5	123.5	0
Operating Expenses	49.3	57.7	63.3	65.8	65.0	66.1	69.4	75.0	236.1	275.6	62.7	4
Operating Profit	61.9	59.3	61.6	64.7	58.9	71.4	78.5	84.1	247.4	292.9	60.9	-3
Change (YoY %)	5.9	-11.0	17.4	12.7	-4.8	20.5	27.4	30.1	7.0	18.4	-1.6	
Provisions	33.0	17.4	13.3	9.9	3.6	15.2	17.1	19.3	73.6	55.2	14.7	-76
Profit before Tax	28.8	41.9	48.3	54.8	55.3	56.3	61.4	64.8	173.8	237.8	46.1	20
Тах	7.2	10.6	12.1	13.6	14.0	14.2	15.5	16.2	43.6	59.9	11.6	21
Net Profit	21.6	31.3	36.1	41.2	41.3	42.1	45.9	48.6	130.3	177.8	34.5	20
Change (YoY %)	94.2	86.2	223.7	53.8	91.0	34.3	27.1	18.0	97.7	36.5	59.8	
Operating Parameters												
Deposit (INR t)	7.1	7.4	7.7	8.2	8.0	8.6	8.8	9.4	8.2	9.4	8.4	-4
Loan (INR t)	6.1	6.2	6.6	7.1	7.0	7.5	7.7	8.2	7.1	8.2	7.3	-4
Deposit Growth (%)	16.0	18.1	20.3	17.7	12.6	16.3	14.7	14.0	17.7	14.0	17.7	(512)
Loan Growth (%)	12.0	10.1	16.7	15.2	14.0	20.0	16.3	15.5	15.2	15.5	18.6	(453)
Asset Quality												
Gross NPA (%)	3.9	3.5	3.2	2.8	2.8	2.7	2.5	2.4	3.0	2.4	2.7	7
Net NPA (%)	1.2	1.1	0.9	0.7	0.6	0.6	0.6	0.5	0.8	0.5	0.7	(6)
PCR (%)	69.8	70.2	72.0	74.7	77.3	77.2	77.5	77.7	74.3	77.7	74.6	267

*The bank restated other income and provisions in 4QFY20

(INR b)

MOTILAL OSWAL

Quarterly snapshot

Quarterry shapshot		FY	21			FY	22		FY23	Chan	ge (%)
INR b	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	YoY	QoQ
Profit & Loss											
Interest Income	164.5	159.8	154.3	154.9	160.0	163.4	172.6	177.8	187.3	17	5
Loans	124.9	121.1	114.7	115.5	118.8	119.9	126.8	130.7	138.9	17	6
Investment	29.7	31.0	31.9	32.9	34.3	35.2	37.7	39.0	42.8	25	10
Interest Expenses	94.6	86.5	80.5	79.4	82.4	84.4	86.1	89.6	93.4	13	4
Net Interest Income	69.9	73.3	73.7	75.5	77.6	79.0	86.5	88.2	93.8	21	6
Other Income	25.9	35.7	29.3	35.4	33.6	38.0	38.4	42.2	30.0	-11	-29
Trading profit	6.2	7.4	-0.3	0.2	5.6	4.7	3.7	2.3	-6.7	-220	-389
Fee Income	16.5	27.5	29.1	33.8	26.7	32.3	33.4	37.6	35.8	34	-5
Total Income	95.7	109.0	103.0	111.0	111.2	117.0	124.9	130.4	123.8	11	-5
Operating Expenses	37.3	42.4	50.5	53.6	49.3	57.7	63.3	65.8	65.0	32	-1
Employee	14.1	14.1	16.8	16.7	18.5	19.4	19.4	18.9	21.9	18	16
Others	23.2	28.2	33.8	36.9	30.8	38.3	43.9	46.9	43.1	40	-8
Operating Profit	58.4	66.6	52.5	57.4	61.9	59.3	61.6	64.7	58.9	-5	-9
Core Operating Profit	52.2	59.2	52.8	57.2	56.3	54.6	57.9	62.3	65.5	16	5
Provisions	44.2	43.4	37.6	21.7	33.0	17.4	13.3	9.9	3.6	-89	-64
РВТ	14.3	23.2	14.9	35.7	28.8	41.9	48.3	54.8	55.3	92	1
Taxes	3.2	6.3	3.7	8.9	7.2	10.6	12.1	13.6	14.0	94	3
РАТ	11.1	16.8	11.2	26.8	21.6	31.3	36.1	41.2	41.3	91	0
Balance Sheet (INR t)											
Deposit	6.2	6.2	6.4	7.0	7.1	7.4	7.7	8.2	8.0	13	-2
Loans	5.5	5.6	5.7	6.1	6.1	6.2	6.6	7.1	7.0	14	-1
Asset Quality (INR b)											
GNPA	295.6	268.3	220.0	253.1	259.5	241.5	233.0	218.2	210.4	-19	-4
NNPA	74.5	61.1	46.1	69.9	78.5	72.0	65.1	55.1	47.8	-39	-13
Slippages	22.2	17.5	79.9	52.9	65.2	54.6	41.5	39.8	36.8	-43	-7
Ratios		FY	21			FY	22		FY23	Chang	ge (bp)
Asset Quality Ratios (%)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	ΥοΥ	QoQ
GNPA	4.7	4.2	3.4	3.7	3.9	3.5	3.2	2.8	2.8	-109	-6
NNPA	1.2	1.0	0.7	1.1	1.2	1.1	0.9	0.7	0.6	-56	-9
PCR (Calculated)	74.8	77.2	79.0	72.4	69.8	70.2	72.0	74.7	77.3	751	253
PCR (Reported)	87.0	88.0	91.0	88.0	87.0	88.0	89.0	91.0	92.0	500	100
Slippage Ratio	1.7	1.3	5.7	3.6	4.2	3.7	2.7	2.4	2.2	-200	-17
Credit Cost	3.4	3.2	3.2	1.6	2.3	0.6	0.5	0.4	0.2	-205	-15
Business Ratios (%)											
Fees-to-Total Income	17.3	25.3	28.2	30.4	24.0	27.6	26.8	28.8	28.9	488	6
Cost-to-Core Income	43.2	42.0	49.2	49.0	47.3	51.8	52.8	52.3	50.1	282	-217
Tax Rate	22.1	27.4	25.1	25.0	25.1	25.3	25.1	24.8	25.4	27	53
CASA (Calculated)	41.7	45.0	44.0	45.5	43.1	44.5	44.7	45.0	43.7	55	-129
Loan/Deposit	89.1	90.5	88.9	88.0	86.1	84.4	86.2	86.1	87.3	112	113
Profitability Ratios (%)						-					
Yield on loans			0.0	70	8.2	8.1	8.2	7.9	8.4	28	54
Yield On Investments	9.6	8.9	8.2	7.8						_	
	6.5	6.9	7.2	6.9	6.4	6.3	6.5	6.2	6.4	-5	15
Yield on Funds	6.5 9.2	6.9 8.7	7.2 8.3	6.9 7.8	6.4 8.0	6.3 7.9	6.5 8.0	6.2 7.7	8.0	1	31
Cost of funds	6.5 9.2 4.9	6.9 8.7 4.6	7.2 8.3 4.3	6.9 7.8 4.1	6.4 8.0 4.0	6.3 7.9 3.9	6.5 8.0 3.8	6.2 7.7 3.8	8.0 3.9	1 -8	31 6
Cost of funds Margin	6.5 9.2 4.9 3.4	6.9 8.7 4.6 3.6	7.2 8.3 4.3 3.6	6.9 7.8 4.1 3.6	6.4 8.0 4.0 3.5	6.3 7.9 3.9 3.4	6.5 8.0 3.8 3.5	6.2 7.7 3.8 3.5	8.0 3.9 3.6	1 -8 14	31 6 11
Cost of funds Margin RoA	6.5 9.2 4.9 3.4 0.5	6.9 8.7 4.6 3.6 0.7	7.2 8.3 4.3 3.6 0.5	6.9 7.8 4.1 3.6 1.1	6.4 8.0 4.0 3.5 0.9	6.3 7.9 3.9 3.4 1.2	6.5 8.0 3.8 3.5 1.3	6.2 7.7 3.8 3.5 1.5	8.0 3.9 3.6 1.4	1 -8 14 58	31 6 11 -2
Cost of funds Margin RoA RoE	6.5 9.2 4.9 3.4	6.9 8.7 4.6 3.6	7.2 8.3 4.3 3.6	6.9 7.8 4.1 3.6	6.4 8.0 4.0 3.5	6.3 7.9 3.9 3.4	6.5 8.0 3.8 3.5	6.2 7.7 3.8 3.5	8.0 3.9 3.6	1 -8 14	31 6 11
Cost of funds Margin RoA RoE Loan Mix (%)	6.5 9.2 4.9 3.4 0.5 5.7	6.9 8.7 4.6 3.6 0.7 8.0	7.2 8.3 4.3 3.6 0.5 4.9	6.9 7.8 4.1 3.6 1.1 11.7	6.4 8.0 4.0 3.5 0.9 9.1	6.3 7.9 3.9 3.4 1.2 12.7	6.5 8.0 3.8 3.5 1.3 14.2	6.2 7.7 3.8 3.5 1.5 15.9	8.0 3.9 3.6 1.4 15.1	1 -8 14 58 596	31 6 11 -2 -80
Cost of funds Margin RoA RoE Loan Mix (%) Large/mid corp.	6.5 9.2 4.9 3.4 0.5 5.7 38.1	6.9 8.7 4.6 3.6 0.7 8.0 37.6	7.2 8.3 4.3 3.6 0.5 4.9 35.7	6.9 7.8 4.1 3.6 1.1 11.7 36.2	6.4 8.0 4.0 3.5 0.9 9.1 36.9	6.3 7.9 3.9 3.4 1.2 12.7 34.4	6.5 8.0 3.8 3.5 1.3 14.2 34.5	6.2 7.7 3.8 3.5 1.5 15.9 32.6	8.0 3.9 3.6 1.4 15.1 30.9	1 -8 14 58 596 -606	31 6 11 -2 -80 -173
Cost of funds Margin RoA RoE Loan Mix (%) Large/mid corp. SME	6.5 9.2 4.9 3.4 0.5 5.7 38.1 9.0	6.9 8.7 4.6 3.6 0.7 8.0 37.6 9.4	7.2 8.3 4.3 3.6 0.5 4.9 35.7 9.9	6.9 7.8 4.1 3.6 1.1 11.7 36.2 9.9	6.4 8.0 4.0 3.5 0.9 9.1 36.9 9.2	6.3 7.9 3.9 3.4 1.2 12.7 34.4 10.0	6.5 8.0 3.8 3.5 1.3 14.2 34.5 10.2	6.2 7.7 3.8 3.5 1.5 15.9 32.6 10.9	8.0 3.9 3.6 1.4 15.1 30.9 10.3	1 -8 14 58 596 -606 107	31 6 11 -2 -80 -173 -62
Cost of funds Margin RoA RoE Loan Mix (%) Large/mid corp. SME Retail Advances	6.5 9.2 4.9 3.4 0.5 5.7 38.1	6.9 8.7 4.6 3.6 0.7 8.0 37.6	7.2 8.3 4.3 3.6 0.5 4.9 35.7	6.9 7.8 4.1 3.6 1.1 11.7 36.2	6.4 8.0 4.0 3.5 0.9 9.1 36.9	6.3 7.9 3.9 3.4 1.2 12.7 34.4	6.5 8.0 3.8 3.5 1.3 14.2 34.5	6.2 7.7 3.8 3.5 1.5 15.9 32.6	8.0 3.9 3.6 1.4 15.1 30.9	1 -8 14 58 596 -606	31 6 11 -2 -80 -173
Cost of funds Margin RoA RoE Loan Mix (%) Large/mid corp. SME Retail Advances Other Details	6.5 9.2 4.9 3.4 0.5 5.7 38.1 9.0 52.9	6.9 8.7 4.6 3.6 0.7 8.0 37.6 9.4 53.0	7.2 8.3 4.3 3.6 0.5 4.9 35.7 9.9 54.4	6.9 7.8 4.1 3.6 1.1 11.7 36.2 9.9 53.9	6.4 8.0 4.0 3.5 0.9 9.1 36.9 9.2 53.9	6.3 7.9 3.9 3.4 1.2 12.7 34.4 10.0 55.6	6.5 8.0 3.8 3.5 1.3 14.2 34.5 10.2 55.3	6.2 7.7 3.8 3.5 1.5 15.9 32.6 10.9 56.5	8.0 3.9 3.6 1.4 15.1 30.9 10.3 58.9	1 -8 14 58 596 -606 107 499	31 6 11 -2 -80 -173 -62 235
Cost of funds Margin RoA RoE Loan Mix (%) Large/mid corp. SME Retail Advances	6.5 9.2 4.9 3.4 0.5 5.7 38.1 9.0	6.9 8.7 4.6 3.6 0.7 8.0 37.6 9.4	7.2 8.3 4.3 3.6 0.5 4.9 35.7 9.9	6.9 7.8 4.1 3.6 1.1 11.7 36.2 9.9	6.4 8.0 4.0 3.5 0.9 9.1 36.9 9.2	6.3 7.9 3.9 3.4 1.2 12.7 34.4 10.0	6.5 8.0 3.8 3.5 1.3 14.2 34.5 10.2	6.2 7.7 3.8 3.5 1.5 15.9 32.6 10.9	8.0 3.9 3.6 1.4 15.1 30.9 10.3	1 -8 14 58 596 -606 107	31 6 11 -2 -80 -173 -62



Highlights from the management commentary Balance Sheet and P&L related

- System credit growth has picked up over the last four months. The mediumterm opportunity for AXSB remains significant.
- The management's focus is on three core areas: a) deepening its performance culture, b) strengthening its core, and c) building the bank for the future.
- The 'One Axis' strategy is playing out well, with all subsidiaries performing with industry-leading positions.
- AXSB continues to grow and gain market share in its identified preferred areas.
- In deposits, AXSB has gained market share of over 100bp over the last five years.
 In the case of incremental advances, it has a market share of 9-10%.
- Liability growth is driven by granularization and premiumization.
- Corporate salary accounts are a strong focus area, with customized plans.
- In term deposits, growth is higher than the industry, despite competitive rates.
- Digital remains an important source of customer acquisition.
- Loan growth was soft QoQ as pricing in some Wholesale segments was not attractive. With rate hikes, growth is gradually getting better. AXBS intends to grow faster than the system and end FY23 with a double-digit loan growth.
- Retail growth is likely to be led by secured products (Home loans, LAP, and Small Business Banking) and unsecured products, where it is comfortably placed.
- The bank has one of the fastest growing Credit Card acquisition franchises.
- Citi acquisition remains on track and is expected to be completed by FY23-end.
- The bank has developed a strong SME book over the past few years.
- Around 69% of its loan book is floating in nature and will benefit from rate hikes.
- The proportion of the Unsecured segment in disbursements stood at 22% from 18% earlier.
- The management aims at a NIM of 3.7-3.8% over the next eight-to-10 quarters.
- Strong traction was seen in fee income, with a higher share of Retail fees.
- MTM loss is mainly due to corporate bonds. The bank does not expect an economic loss from this book.
- OPEX grew 32% YoY. Of this, 40% is volume linked, 14% is for growth investments, 11% is for digital, 6% is to ramp up collection efficiency, and 5% each is for statutory expenses and one-time costs.
- The bank added 6,150 personnel over the last 12 months in tech and growth businesses.
- Lower credit costs have enabled the bank to run a higher OPEX.
- The management remains committed to attain a medium term cost-to-assets ratio of 2%.
- It is on track to build a profitable and sustainable Corporate book.
- Exit LCR for 1QFY23 stood at 123%.

Asset quality

- Headline asset quality continues to improve, along with lower restructuring and BB and below book.
- Net NPA and BB and below book currently stands at 1.28% of loans v/s 1.48% in 4QFY22.
- The bank saw recovery of INR7.4b from written-off accounts.
- In 1QFY23, the bank saw recovery and upgrades of INR6.5b from the BB and below pool.
- The bank has not utilized any COVID-related provision on a prudent basis.

PCR rises to 77%; asset quality improves to 2.76%/0.64%

- Reported slippages declined to INR36.8b in 1QFY23, while recoveries/upgrades stood at INR29.6b and write-offs amounted to INR15.1b.
- As a result, asset quality improved as the GNPL/NNPL ratio fell 6bp/9bp QoQ to 2.76%/0.64%. PCR improved by 253bp QoQ to 77.3%.
- The funded/non-funded BB and below pool fell to INR48.6b/INR25.2b. BB and below rated investments stood at INR8b. The total funded and non-funded BB and below pool stood ~1.2% of loans.
- Overall, implemented restructuring declined to INR34.02b (0.45% of loans). The bank is carrying a provision of ~24% of the restructured book and holds total additional provisions (standard and other than NPAs) of INR118.3b.

		,								-			
INR b	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
	FY20	FY20	FY20	FY20	FY21	FY21	FY21	FY21	FY22	FY22	FY22	FY22	FY23
GNPA	294	291	301	302	296	268	220	253	259	241	233	218	210
OSRL	-	-	-	-	-	-	-	-	-	-	-	-	-
Investments	9	18	10	6	6	8	6	7	6	6	7	8	8
Security receipts	29	29	22	22	22	22	22	17	17	17	17	17	17
BB and below (fund based)	75	63	51	65	64	91	87	74	80	67	65	58	49
Stress loans	407	400	384	396	388	390	336	351	363	332	322	301	284
Less: Overlap	-	-	-	-	-	-	-	-	-	-	-	-	-
Gross stress loans	407	400	384	396	388	390	336	351	363	332	322	301	284
Specific provisions	207	205	205	269	290	316	292	303	305	299	302	287	281
Net stress loans	200	195	179	127	98	74	43	48	58	33	20	14	3
Gross stress loans (as a percentage of loans)	8.2	7.7	7.0	6.9	6.9	6.8	5.8	5.7	5.9	5.3	4.8	4.3	4.0
Net stress loans (as a percentage of loans)	4.0	3.7	3.3	2.2	1.7	1.3	0.7	0.8	0.9	0.5	0.3	0.2	0.0
BB and below (non-fund based)	25	22	37	39	37	49	48	46	44	44	43	28	25
· · · · · ·													

Exhibit 1: Negligible net stressed loans, including standard and additional other than NPA provisions

Loan book grew by ~14% YoY; growth in deposits modest at 13%

- Loan book grew 14% YoY, but fell 1% QoQ, with Retail loans up 25% YoY and 3.2% QoQ. The latter comprised ~58.9% of total loans. Retail disbursements witnessed a strong traction across segments.
- Within Retail loans, Home loans and LAP grew 21% YoY and 1.5% QoQ, and Credit Cards and Personal loans grew 13.9% and 4% QoQ.
- The SME portfolio grew 27.3% YoY (but fell 3% QoQ), while growth in the Corporate book fell 4.7% YoY and 7% QoQ. Around 88% of AXSB's Corporate book is now rated A- and above, with 84% of incremental sanctions in 1QFY23 being made to corporates rated A- and above.
- Deposits grew ~13% YoY, within which CASA deposits rose 14% YoY, but fell 5% QoQ. TD growth was flattish QoQ, resulting in a moderation in CASA ratio to 44% (quarterly average CASA stood at 43%). Retail TD growth too was flattish, with CASA and Retail TD comprising 79% of total deposits.

Valuation and view

Strengthening of the Retail franchise: The Retail business has strengthened, with the share of Retail loans improving to ~59% of total loans, led by Home loans. Over 85% of unsecured loans were towards salaried customers. On the liability side, the share of CASA and Retail term deposits stood ~79%, ensuring relatively stable funding costs.

- Improving asset quality outlook: AXSB reported an improvement in its asset quality, with its GNPA/NNPA ratio declining by ~6bp/9bp QoQ to 2.8%/0.6%. Slippages moderated, while the BB and below book too witnessed a decline. Restructuring book stood at 0.45% of loans (24% provided). The bank did not utilize any COVID-related provisions in 1QFY23 and holds a cumulative provision (standard + additional other than NPA) of INR118.3b, which should support credit costs. We expect slippages to moderate to 2.2%/2% in FY23/FY24. We estimate credit cost to moderate to 0.7%/0.8% in FY23/FY24.
- Fee income highly granular, expect it to pick up gradually: Retail fees constituted ~66% of the bank's fees, indicating granularity in fee income. It was driven by cards/third-party distribution. Fee income saw a slight uptick, and we expect it to pick up gradually as economic activity revives further.
- Buy with a TP of INR875 per share: AXSB delivered strong earnings, driven by a significant decline in provisions and margin expansion, even as OPEX continues to remain elevated. Business growth was muted, with a QoQ decline. Asset quality continues to improve, aided by a moderation in slippages and healthy recoveries and upgrades. Restructured book moderated further, while a higher provisioning buffer provides comfort. We expect slippages to remain in control, enabling a sustained improvement in credit costs, though improvement in margin and cost ratios will be key to watch out for. We expect AXSB to deliver a FY24 RoA/RoE of 1.6%/16.7%. We maintain our Buy rating with a TP of INR875 per share (1.8x FY24E ABV and INR95 from its subsidiaries).

Exhibit 2: SoTP-based pricing

Company	Stake (%)	Attributed value (INR b)	Value per share	As a percentage of total value	Rationale		
Axis Bank	100	2,394.1	780	89.1	*	1.8x FY24E P/ABV	
Axis Finance	100	73.4	24	2.7	*	2.5x FY24E net worth	
Axis Capital	100	60.4	20	2.2	*	18x FY24E PAT	
Axis Securities	100	23.2	8	0.9	*	18x FY24E PAT	
Axis Mutual Fund	75	168.0	55	6.3	*	35x FY24E PAT	
Max Life Insurance	20	41.0	13	1.5	*	2.5x FY24E EV	
Total value of subsidiaries		366.1	119	13.6			
Less: 20% holding discount		73.2	24	2.7			
Value of subsidiaries (post holding discount)		292.9	95	10.9			
Target price		2,687.0	875				

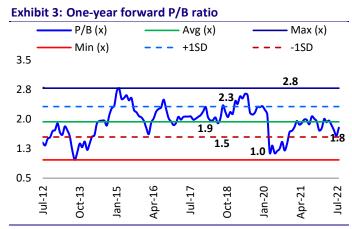
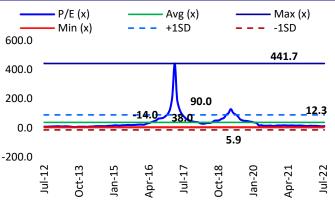


Exhibit 4: One-year forward P/E ratio

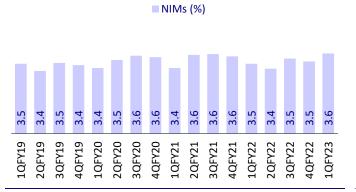


Source: MOFSL, Company

Source: MOFSL, Company

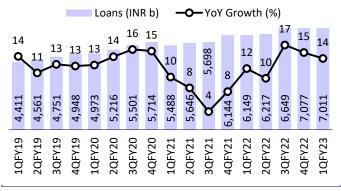
Story in charts





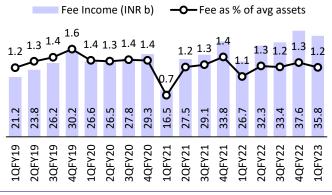
Source: MOFSL, Company

Exhibit 7: Loan book up ~14% YoY, but down 1% QoQ



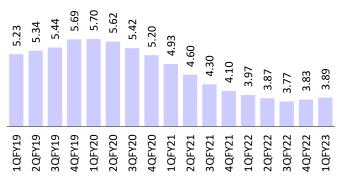
Source: MOFSL, Company

Exhibit 9: Fee income, as a percentage of assets, moderates to 1.2% in 1QFY23



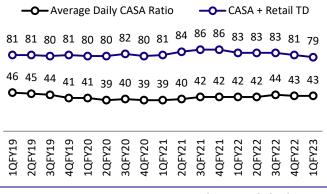
Source: MOFSL, Company





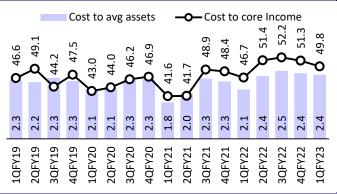
Source: MOFSL, Company





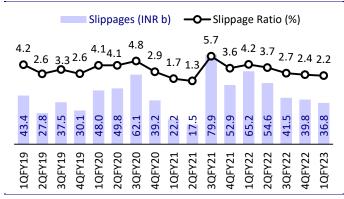
Source: MOFSL, Company





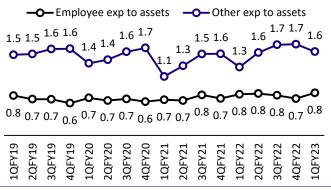
Source: MOFSL, Company



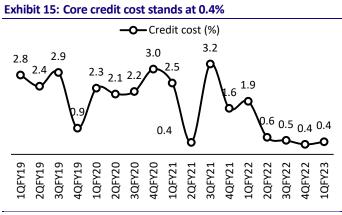


*2Q/3QFY21 includes pro-forma slippages Source: MOFSL, Company

Exhibit 13: Employee expense increases to 0.8% QoQ, while other expenses moderates to 1.6%

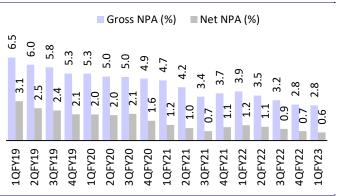


Source: MOFSL, Company



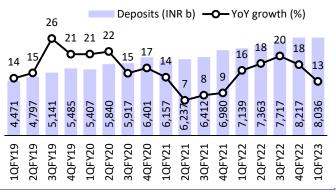
Source: MOFSL, Company





Source: MOFSL, Company





Source: MOFSL, Company

Exhibit 16: Total number of branches stands at 4,759

3,779	3,882	3,964	4,050	4,094	4,284	4,415	4,528	4,528	4,568	4,586	4,594	4,600	4,679	4,700	4,758	4,759
1 QFY 19	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20	3QFY20	4QFY20	1QFY21	2QFY21	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23

Source: MOFSL, Company

MOTILAL OSWAL

Exhibit 17: DuPont Analysis: Return ratios to see a continuous increase

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Interest Income	7.08	7.37	7.30	6.66	6.23	6.70	7.16
Interest Expense	4.20	4.46	4.36	3.59	3.17	3.41	3.66
Net Interest Income	2.88	2.91	2.94	3.07	3.06	3.30	3.50
Fee income	1.49	1.66	1.56	1.19	1.28	1.23	1.27
Trading and others	0.21	0.10	0.25	0.10	0.13	0.06	0.06
Non-Interest income	1.70	1.76	1.81	1.29	1.41	1.29	1.33
Total Income	4.58	4.67	4.75	4.36	4.47	4.59	4.83
Operating Expenses	2.16	2.12	2.02	1.93	2.18	2.22	2.24
Employee cost	0.67	0.64	0.62	0.65	0.70	0.71	0.72
Others	1.50	1.49	1.40	1.28	1.48	1.51	1.52
Operating Profit	2.41	2.55	2.73	2.43	2.29	2.36	2.59
Core Operating Profit	2.21	2.45	2.48	2.33	2.16	2.31	2.53
Provisions	2.39	1.61	2.16	1.51	0.68	0.45	0.52
NPA	2.57	1.37	1.49	1.15	0.48	0.40	0.47
Others	-0.17	0.24	0.67	0.35	0.20	0.05	0.04
РВТ	0.02	0.93	0.57	0.93	1.61	1.92	2.07
Tax	-0.02	0.31	0.38	0.23	0.40	0.48	0.52
RoA	0.04	0.63	0.19	0.69	1.20	1.43	1.55
Leverage (x)	10.8	11.5	11.3	10.2	10.0	10.5	10.8
RoE	0.5	7.2	2.1	7.1	12.0	15.1	16.7

Financials and valuations

Income Statement							(INR b)
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Interest Income	457.8	549.9	626.4	633.5	673.8	831.0	1,007.6
Interest Expense	271.6	332.8	374.3	341.1	342.4	422.3	515.2
Net Interest Income	186.2	217.1	252.1	292.4	331.3	408.7	492.4
Growth (%)	2.9	16.6	16.1	16.0	13.3	23.4	20.5
Non-Interest Income	109.7	131.3	155.4	122.6	152.2	159.8	187.0
Total Income	295.8	348.4	407.4	415.0	483.5	568.5	679.4
Growth (%)	(0.7)	17.8	16.9	1.9	16.5	17.6	19.5
Operating Expenses	139.9	158.3	173.0	183.8	236.1	275.6	314.8
Pre Provision Profit	155.9	190.1	234.4	231.3	247.4	292.9	364.6
Growth (%)	(11.3)	21.9	23.3	(1.3)	7.0	18.4	24.5
Core PPP	142.7	182.5	212.7	221.5	233.6	286.1	356.4
Growth (%)	0.3	27.9	16.5	4.2	5.5	22.4	24.6
Provisions (excl. tax)	154.7	120.3	185.3	143.2	73.6	55.2	73.0
PBT	1.2	69.7	49.0	88.1	173.8	237.8	291.7
Тах	(1.5)	23.0	32.8	22.2	43.6	59.9	73.5
Tax Rate (%)	(126.8)	32.9	66.8	25.2	25.1	25.2	25.2
ΡΑΤ	2.8	46.8	16.3	65.9	130.3	177.8	218.2
Growth (%)	(92.5)	NM	(65.2)	304.9	97.7	36.5	22.7
Balance Sheet							
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Equity Share Capital	5.1	5.1	5.6	6.1	6.1	6.1	6.1
Reserves and Surplus	629.3	661.6	843.8	1,009.9	1,144.1	1,194.7	1,407.6
Net Worth	634.5	666.8	849.5	1,016.0	1,150.3	1,200.9	1,413.7
Deposits	4,536.2	5,484.7	6,401.0	6,979.9	8,217.2	9,367.6	10,913.3
Growth (%)	9.5	20.9	16.7	9.0	17.7	14.0	16.5
of which CASA Deposits	2,438.5	2,433.9	2,637.1	3,177.5	3,697.6	4,243.5	4,932.8
Growth (%)	14.5	-0.2	8.3	20.5	16.4	14.8	16.2
Borrowings Other Liabilities and Prov.	1,480.2 262.5	1,527.8 330.7	1,479.5 421.6	1,428.7 443.4	1,851.3 531.5	1,862.4 611.2	2,088.9 672.3
Total Liabilities	6,913.3	8,010.0	9,151.6	9,868.0	11,750.3	13,042.1	15,088.2
Current Assets	434.5	672.0	972.7	617.3	1,109.9	954.6	1,027.2
Investments	1,538.8	1,749.7	1,567.3	2,261.2	2,756.0	3,141.8	3,613.1
Growth (%)	19.5	13.7	-10.4	44.3	2,750.0	14.0	15.0
Loans	4,396.5	4,948.0	5,714.2	6,144.0	7,077.0	8,173.9	9,604.3
Growth (%)	17.8	12.5	15.5	7.5	15.2	15.5	17.5
Fixed Assets	39.7	40.4	43.1	42.5	45.7	48.0	51.9
Other Assets	503.8	599.9	854.3	803.0	763.3	723.9	791.8
Total Assets	6,913.3	8,010.0	9,151.6	9,868.0	11,751.8	13,042.1	15,088.2
	0,0-2010	0,01010			,		
Asset Quality	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
GNPA	342.5	297.9	302.3	253.1	218.2	200.5	207.9
NNPA	165.9	112.8	93.6	70.6	56.1	44.8	44.9
GNPA Ratio	7.5	5.8	5.1	4.0	3.0	2.4	2.1
NNPA Ratio	3.8	2.3	1.6	1.1	0.8	0.5	0.5
Slippage Ratio	8.2	3.0	3.7	2.9	3.0	2.2	2.0
Credit Cost	4.1	2.2	2.4	1.8	0.8	0.7	0.8
PCR (Excl. Tech. write-off)	51.6	62.1	69.0	72.1	74.3	77.7	78.4

Financials and valuations

Ratios							
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Yield and Cost Ratios (%)							
Avg. Yield on Earning Assets	7.7	8.0	8.0	7.3	6.7	7.2	7.6
Avg. Yield on loans	8.4	8.8	9.1	8.0	7.5	8.0	8.4
Avg. Yield on Investments	7.2	7.0	6.9	6.7	5.9	6.4	6.8
Avg. Cost on Int. Bear. Liab.	4.8	5.1	5.0	4.2	3.7	4.0	4.3
Avg. Cost of Deposits	4.4	4.7	4.9	4.0	3.5	3.8	4.1
Avg. Cost of Borrowings	6.3	6.4	5.4	5.2	4.6	4.7	5.2
Interest Spread	2.9	2.9	3.0	3.1	3.0	3.2	3.3
Net Interest Margin	3.1	3.2	3.2	3.4	3.3	3.5	3.7
Capitalization Ratios (%)							
CAR	16.6	15.9	17.6	19.2	18.5	16.0	15.3
Tier I	13.0	12.7	14.6	16.6	16.4	14.2	13.8
Tier II	3.5	3.2	3.0	2.6	2.1	1.8	1.5
Business and Efficiency Ratios (%)							
Loans/Deposit Ratio	96.9	90.2	89.3	88.0	86.1	87.3	88.0
CASA Ratio	53.8	44.4	41.2	45.5	45.0	45.3	45.2
Cost/Avg. Assets ratio	2.2	2.1	2.0	1.9	2.2	2.2	2.2
Cost/Total Income ratio	47.3	45.4	42.5	44.3	48.8	48.5	46.3
Cost/Core Income ratio	49.5	46.5	44.9	45.3	50.3	49.1	46.9
Int. Expense/Int. Income ratio	59.3	60.5	59.8	53.8	50.8	50.8	51.1
Fee Income/Total Income ratio	27.8	31.2	28.9	23.4	24.7	22.6	22.1
Non-Int. Inc./Total Income ratio	37.1	37.7	38.1	29.5	31.5	28.1	27.5
Investment/Deposit Ratio	33.9	31.9	24.5	32.4	33.5	33.5	33.1
Profitability Ratios and Valuation							
RoE	0.5	7.2	2.1	7.1	12.0	15.1	16.7
RoA	0.0	0.6	0.2	0.7	1.2	1.4	1.6
RoRWA	0.1	0.8	0.3	1.0	1.7	2.0	2.0
Book Value (INR)	247.2	259.3	301.1	331.6	375.2	391.2	460.5
Growth (%)	6.2	4.9	16.1	10.2	13.1	4.3	17.7
Price-to-BV (x)	2.6	2.4	2.1	1.9	1.7	1.6	1.4
Adjusted BV (INR)	193.8	219.7	269.7	308.0	354.1	372.5	441.6
Price-to-ABV (x)	3.3	2.9	2.3	2.1	1.8	1.7	1.4
EPS (INR)	1.1	18.2	6.0	22.4	42.5	57.9	71.1
Growth (%)	-92.8	NM	-66.9	271.0	89.7	36.4	22.7
Price-to-Earnings (x)	-92.8 NM	34.8		271 .0 28.3	14.9		
FILE-LO-Editilitys (X)	INIVI	34. ð	NM	20.3	14.9	10.9	8.9

ΝΟΤΕS

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 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, Investment Advisory Services, Depository participant services & distribution of various financial products. MOFSL is a subsidiary company of Passionate Investment Management Pvt. Ltd.. (PIMPL). 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 Commotity 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%200f%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 pending Oswal transactions. Details of Enquiry Proceedings of Motilal Financial Services Limited are available the service on website tigation.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

- 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.
- MOFSL, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company 2
- 3 MOFSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months
- 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 4
- 5
- 6
- Research Analyst a native as director/officer/employee in the subject company MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months MOFSL has not received compensation for investment banking/merchant banking/brokerage services from the subject company in the past 12 months MOFSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months 8
- 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
- received compensation/other benefits from the subject company in the past 12 months
- 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.
- The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

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 71934200/ 022-71934263; Website www.motilaloswal.com.CIN no.: L67190MH2005PLC153397.Correspondence Office Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad(West), Mumbai- 400 064. Tel No: 022 7188 1000.

Registration Nos.: Motilal Oswal Financial Services Limited (MOFSL)*: INZ000158836(BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412. AMFI: ARN - 146822; Investment Adviser: INA00007100; Insurance Corporate Agent: CA0579; PMS:INP000006712. Motilal Oswal Asset Management Company Ltd. (MOAMC): PMS (Registration No.: INP00000670); PMS and Mutual Funds are offered through MOAMC which is group company of MOFSL. Motilal Oswal Wealth Management Ltd. (MOWML): PMS (Registration No.: INP000004409) is offered through MOVML, which is a group company of MOFSL. Motilal Oswal Financial Services Limited is a distributor of Mutual Funds, PMS, Fixed Deposit, Bond, NCDs,Insurance Products and IPOS, Real Estate is offered through Motilal Oswal Real Estate Investment Advisors II Pvt. Ltd. which is a group company of MOFSL. Research & Advisors Pvt. Ltd. which is a group company of MOFSL. Research & Advisors Pvt. Ltd. which is a group company of MOFSL. Research & Advisors Pvt. Ltd. which is a group company of MOFSL. Research & Advisors Pvt. Ltd. which is a group company of MOFSL. Research & Advisors Pvt. Ltd. which is a group company of MOFSL. Research & Advisors Pvt. Ltd. which is a group company of MOFSL. Research & Advisors Pvt. Ltd. which is a group company of MOFSL. Research & Advisors Pvt. Ltd. which is a group company of MOFSL. Research & Advisors Pvt. Ltd. which is a group company of MOFSL. Research & Advisors Pvt. Ltd. which is a group company of MOFSL. Research & Advisors Pvt. Ltd. which is a group company of MOFSL. Research & Advisors Pvt. Ltd. which is a group company of MOFSL. Research & Advisors Pvt. Ltd. which is a group company of MOFSL. Research & Compliance Officer: Name: Neerai and analysis and analysis

* MOSL has been amalgamated with Motilal Oswal Financial Services Limited (MOFSL) w.e.f August 21, 2018 pursuant to order dated July 30, 2018 issued by Hon'ble National Company Law Tribunal, Mumbai Bench.