Neutral



# **Bandhan Bank**

| Estimate change | $\longrightarrow$ |
|-----------------|-------------------|
| TP change       | <b>—</b>          |
| Rating change   | $\leftarrow$      |

| BANDHAN IN  |
|-------------|
| 1611        |
| 383.3 / 4.6 |
| 336 / 182   |
| 8/11/-39    |
| 2105        |
|             |

## Financials & Valuations (INR b)

| Y/E March     | FY23 | FY24E | FY25E |
|---------------|------|-------|-------|
| NII           | 92.6 | 113.6 | 130.7 |
| OP            | 70.9 | 85.4  | 96.8  |
| NP            | 21.9 | 42.4  | 51.1  |
| NIM (%)       | 6.9  | 7.3   | 6.9   |
| EPS (INR)     | 13.6 | 26.4  | 31.7  |
| EPS Gr. (%)   | NM   | 93.4  | 20.4  |
| BV/Sh. (INR)  | 122  | 137   | 162   |
| ABV/Sh. (INR) | 116  | 133   | 157   |
| Ratios        |      |       |       |
| RoE (%)       | 11.9 | 20.4  | 21.2  |
| RoA (%)       | 1.5  | 2.5   | 2.5   |
| Valuations    |      |       |       |
| P/E(X)        | 17.5 | 9.0   | 7.5   |
| P/BV (X)      | 2.0  | 1.7   | 1.5   |
| P/ABV (X)     | 2.0  | 1.8   | 1.5   |

## Shareholding pattern (%)

|          | •      | •      |        |
|----------|--------|--------|--------|
| As On    | Mar-23 | Dec-22 | Mar-22 |
| Promoter | 40.0   | 40.0   | 40.0   |
| DII      | 17.4   | 16.6   | 4.6    |
| FII      | 27.9   | 28.3   | 34.3   |
| Others   | 14.8   | 15.1   | 21.1   |

FII Includes depository receipts

## **CMP: INR238 TP: INR265 (+11%)** Earnings gain traction; asset quality improves sharply SMA pool moderates to 5.6%

- Bandhan Bank (BANDHAN) reported a healthy 4QFY23, characterized by improving NII, declining provisions, and a superior asset quality. Margin improved 80bp QoQ to 7.3%, led by 14% QoQ growth in advances and lower slippages.
- Advances grew 11% YoY (14% QoQ) to INR1.05t, led by a healthy 16% QoQ growth in the non-MFI portfolio. The MFI book also showed a steady momentum with a QoQ growth of 7%, primarily focusing on diversifying the geographical mix. CASA ratio improved 291bp QoQ to ~39%.
- GNPA/NNPA ratios improved 228bp/69bp QoQ to 4.9%/1.2%, enabled by ARC sale, with PCR improving slightly to ~77%. Excluding NPA, CE improved 50bp QoQ to 98.5%, while SMAs in the MFI book dipped to 5.6% from 8.1% in 3QFY23.
- We estimate RoA/RoE to recover to 2.5%/~21% in FY25. We reiterate our Neutral stance on the stock with a TP of INR265.

## Margin improves 80bp QoQ to 7.3%; CASA ratio improves to ~39%

- BANDHAN reported a PAT of INR8.1b in 4QFY23 (broadly in line), supported by high NII and lower provisions, which declined 52% QoQ to INR7.3b.
- NII increased 19% QoQ (8% beat), due to improving margins (aided by lower interest reversals, controlled funding cost) and steady loan growth of 14% QoQ in 4QFY23.
- 'Other income' declined 35% YoY (10% miss). Total income was thus flat QoQ. PPoP declined 29% YoY to INR18b (in line), while C/I spiked to 42% (v/s 38% in 3QFY23) as the bank added 161 branches during the quarter.
- Advances grew 11% YoY (up 14% QoQ), led by a healthy growth in the non-MFI portfolio. The MFI also showed some momentum with a QoQ growth of 7%, primarily focusing on diversifying the geographical mix to other states such as UP, Bihar, and Telangana. The 16% QoQ growth in the non-MFI book was led by the NBFC book (up 34% QoQ) and strong performance in other Retail products. The share of the MFI (group) moderated to 35% of advances in 4QFY23 v/s 37% in 3QFY23.
- Deposits grew 12% YoY to INR1.1t, led by 14% QoQ growth in CASA deposits, thereby improving the CASA ratio by 291bp QoQ to ~39%. The Retail deposit mix improved to 71% v/s 69% in 3QFY23.
- On the asset quality front, GNPA/NNPA ratios improved 228bp/69bp QoQ to 4.9%/1.2%, enabled by ARC sale, with PCR improving slightly to ~77% in 4QFY23. Excluding NPA, CE improved 50bp QoQ to 98.5% in 4QFY23.

## Key takeaways from the management commentary

- The bank expects a loan growth of 20% with focus on improving business and geographical diversification.
- The bank guided for an ROA of 2.6% to 2.8%, while the ROA for 4QFY23 stands at 2.2%.
- Since the bank is looking at growing granular deposits, it is aiming for 40% CASA ratio by FY24.
- Credit cost is expected to be ~2% in FY24, which was much higher at 4.3% in FY23.

## Valuation and view

BANDHAN reported a healthy 4QFY23, characterized by improving NII, declining provisions, and a superior asset quality. Margin improved by a 80bp QoQ to 7.3%, led by a 14% QoQ growth in advances. The SMA overdue in the EEB portfolio has declined to 5.6% from 8.1% in 3QFY23. We continue to remain watchful of asset quality and the high SMA book, which can keep credit costs elevated. We thus estimate an RoA/RoE of 2.5%/~21% in FY25 and reiterate our Neutral stance with a TP of INR265 (premised on 1.8x Sep'24E ABV).

| <b>Quarterly performance</b> |       |       |      |      |       |      |       |       |       |       |       | (INR m) |
|------------------------------|-------|-------|------|------|-------|------|-------|-------|-------|-------|-------|---------|
| Y/E March                    |       | FY22  |      |      |       | FY2  | 3E    |       | FY22  | FY23  | FY23E | V/S our |
| <del>-</del>                 | 1Q    | 2Q    | 3Q   | 4Q   | 1Q    | 2Q   | 3Q    | 4Q    |       |       | 4QE   | Est     |
| Net Interest Income          | 21.1  | 19.4  | 21.2 | 25.4 | 25.1  | 21.9 | 20.8  | 24.7  | 87.1  | 92.6  | 23.0  | 8%      |
| % Change (YoY)               | 16.7  | 0.6   | 2.6  | 44.6 | 18.9  | 13.3 | -2.1  | -2.7  | 15.2  | 6.3   | -9.5  |         |
| Other Income                 | 6.2   | 5.2   | 7.1  | 9.6  | 3.3   | 4.8  | 10.3  | 6.3   | 28.2  | 24.7  | 7.0   | -10%    |
| Total Income                 | 27.3  | 24.6  | 28.4 | 35.0 | 28.4  | 26.7 | 31.1  | 31.0  | 115.4 | 117.3 | 30.0  | 3%      |
| Operating Expenses           | 7.7   | 8.8   | 8.9  | 9.8  | 10.2  | 11.2 | 11.9  | 13.1  | 35.2  | 46.4  | 12.5  | 5%      |
| Operating Profit             | 19.6  | 15.8  | 19.5 | 25.2 | 18.2  | 15.5 | 19.2  | 18.0  | 80.1  | 70.9  | 17.5  | 3%      |
| % Change (YoY)               | 23.5  | -1.7  | 1.4  | 53.5 | -7.0  | -2.0 | -1.4  | -28.8 | 18.4  | -11.5 | -30.6 |         |
| Provisions                   | 14.6  | 56.1  | 8.1  | 0.0  | 6.4   | 12.8 | 15.4  | 7.3   | 78.8  | 19.2  | 6.4   | 15%     |
| Profit Before Tax            | 5.0   | -40.3 | 11.4 | 25.2 | 11.8  | 2.7  | 3.8   | 10.6  | 1.3   | 51.7  | 11.1  | -5%     |
| Tax                          | 1.2   | -10.2 | 2.9  | 6.1  | 2.9   | 0.6  | 0.9   | 2.5   | 0.0   | 7.0   | 2.8   | -11%    |
| Net Profit                   | 3.7   | -30.1 | 8.6  | 19.0 | 8.9   | 2.1  | 2.9   | 8.1   | 1.3   | 44.7  | 8.3   | -2%     |
| % Change (YoY)               | -32.1 | NM    | 35.8 | NM   | 137.6 | NM   | -66.2 | -57.5 | -94.3 | NM    | -56.4 |         |
| Operating Parameters         |       |       |      |      |       |      |       |       |       |       |       |         |
| Deposits (INR b)             | 773   | 819   | 845  | 963  | 931   | 994  | 1,023 | 1,081 | 963   | 1,081 | 1,102 | -2%     |
| Loans (INR b)                | 748   | 745   | 803  | 940  | 909   | 902  | 921   | 1,048 | 940   | 1,048 | 1,013 | 3%      |
| Deposit Growth (%)           | 27.6  | 23.8  | 18.7 | 23.5 | 20.3  | 21.3 | 21.0  | 12.2  | 23.5  | 12.2  | 14.4  | 221     |
| Loan Growth (%)              | 7.2   | 1.6   | 4.6  | 15.1 | 21.6  | 21.1 | 14.7  | 11.5  | 15.1  | 11.5  | 7.8   | -366    |
| Asset Quality                |       |       |      |      |       |      |       |       |       |       |       |         |
| Gross NPA (%)                | 8.2   | 10.8  | 10.8 | 6.5  | 7.3   | 7.2  | 7.2   | 4.9   | 6.5   | 4.9   | 5.6   | 71      |
| Net NPA (%)                  | 3.3   | 3.0   | 3.0  | 1.7  | 1.9   | 1.9  | 1.9   | 1.2   | 1.7   | 1.2   | 1.5   | 28      |
| PCR (%)                      | 61.8  | 74.1  | 74.4 | 75.5 | 74.9  | 75.5 | 75.4  | 76.8  | 75.5  | 76.8  | 75.1  | -177    |
| RoA (%)                      | 1.3   | -10.6 | 2.8  | 6.0  | 2.5   | 0.6  | 0.8   | 2.2   | 0.1   | 3.0   |       |         |
| RoE (%)                      | 8.5   | 0.0   | 22.2 | 46.5 | 19.7  | 4.5  | 6.2   | 17.0  | 0.7   | 24.2  |       |         |
| CASA (%)                     | 42.9  | 44.6  | 45.6 | 41.6 | 43.2  | 40.8 | 36.4  | 39.3  | 41.6  | 35.9  |       |         |
| Margins (%)                  | 8.5   | 7.6   | 7.8  | 8.7  | 8.0   | 7.0  | 6.5   | 7.3   | 7.4   | 6.9   |       |         |

E: MOFSL estimates

Quarterly snapshot

| Quarterly snapshot            | 1      |        |        |        |        |         |        |        |        |        |        |        |            | 1-11    |
|-------------------------------|--------|--------|--------|--------|--------|---------|--------|--------|--------|--------|--------|--------|------------|---------|
|                               |        |        | 21     |        |        |         | 22     |        |        |        | 23     |        | Change (%) |         |
|                               | 1Q     | 2Q     | 3Q     | 4Q     | 1Q     | 2Q      | 3Q     | 4Q     | 1Q     | 2Q     | 3Q     | 4Q     | YoY        | QoQ     |
| Profit and Loss, INRm         |        |        |        |        |        |         |        |        |        |        |        |        |            |         |
| Interest Income               |        | 31,976 | •      |        | '      | 31,809  | •      | 38,716 | · '    | 37,735 | •      | 42,683 | 10         | 12      |
| Loans                         | 26,220 | 27,925 | 29,068 | 25,705 | 29,904 | 27,777  | 29,753 | 34,404 | 35,518 | 32,646 | 32,603 | 36,984 | 7          | 13      |
| Investment                    | 2,292  | 2,723  | 3,158  | 3,568  | 3,414  | 3,394   | 3,944  | 4,031  | 4,422  | 4,555  | 4,864  | 5,021  | 25         | 3       |
| Others                        | 1,669  | 1,328  | 852    | 733    | 781    | 638     | 389    | 281    | 613    | 533    | 610    | 677    | 141        | 11      |
| Interest Expenses             | 12,066 | 12,745 | 12,361 | 12,437 | 12,959 | 12,455  | 12,840 | 13,317 | 15,409 | 15,805 | 17,272 | 17,965 | 35         | 4       |
| Net Interest Income           | 18,115 | 19,231 | 20,717 | 17,570 | 21,141 | 19,354  | 21,247 | 25,398 | 25,144 | 21,930 | 20,804 | 24,718 | -3         | 19      |
| Other Income                  | 3,868  | 3,668  | 5,623  | 7,004  | 6,169  | 5,245   | 7,123  | 9,644  | 3,297  | 4,764  | 10,333 | 6,291  | -35        | -39     |
| Total Income                  | 21,983 | 22,899 | 26,341 | 24,575 | 27,310 | 24,599  | 28,370 | 35,042 | 28,441 | 26,694 | 31,137 | 31,009 | -12        | 0       |
| Operating Expenses            | 6,141  | 6,773  | 7,109  | 8,146  | 7,739  | 8,751   | 8,868  | 9,829  | 10,235 | 11,165 | 11,916 | 13,053 | 33         | 10      |
| Employee                      | 3,894  | 4,148  | 4,348  | 4,257  | 5,054  | 5,525   | 5,190  | 5,491  | 6,346  | 6,663  | 6,867  | 7,274  | 32         | 6       |
| Others                        | 2,247  | 2,625  | 2,761  | 3,889  | 2,684  | 3,227   | 3,678  | 4,338  | 3,888  | 4,502  | 5,049  | 5,778  | 33         | 14      |
| <b>Operating Profits</b>      | 15,842 | 16,126 | 19,232 | 16,429 | 19,571 | 15,848  | 19,501 | 25,214 | 18,206 | 15,529 | 19,222 | 17,957 | -29        | -7      |
| <b>Core Operating Profits</b> | 15,842 | 16,126 | 19,232 | 16,429 | 19,571 | 15,848  | 19,501 | 25,214 | 18,206 | 15,529 | 19,222 | 17,957 | -29        | -7      |
| Provisions                    | 8,491  | 3,796  | 10,778 | 15,077 | 14,609 | 56,135  | 8,057  | 47     | 6,424  | 12,797 | 15,415 | 7,348  | NM         | -52     |
| PBT                           | 7,351  | 12,330 | 8,454  | 1,352  | 4,962  | -40,287 | 11,444 | 25,167 | 11,782 | 2,732  | 3,807  | 10,609 | -58        | 179     |
| Taxes                         | 1,853  | 3,130  | 2,128  | 321    | 1,231  | -10,201 | 2,855  | 6,143  | 2,917  | 640    | 901    | 2,526  | -59        | 180     |
| PAT                           | 5,498  | 9,200  | 6,326  | 1,030  | 3,731  | -30,086 | 8,590  | 19,023 | 8,865  | 2,093  | 2,906  | 8,083  | -58        | 178     |
| Balance Sheet, INRb           |        |        |        |        |        |         |        |        |        |        |        |        |            |         |
| Deposits                      | 606    | 661    | 712    | 780    | 773    | 819     | 845    | 963    | 931    | 994    | 1,023  | 1,081  | 12         | 6       |
| Loans                         | 697    | 733    | 768    | 816    | 748    | 745     | 803    | 940    | 909    | 902    | 921    | 1,048  | 11         | 14      |
| Asset Quality, INRm           |        |        |        |        |        |         |        |        |        |        |        |        |            |         |
| GNPA                          | 10,067 | 8,740  | 8,592  | 57,578 | 64,404 | 87,636  | 94,416 | 63,800 | 69,675 | 68,539 | 69,648 | 52,986 | -17        | -24     |
| NNPA                          | 3,358  | 2,625  | 2,013  | 28,610 | 24,579 | 22,658  | 24,131 | 15,642 | 17,491 | 16,782 | 17,113 | 12,283 | -21        | -28     |
| Ratios (%)                    |        | FY     | 21     |        |        | FY      | 22     |        |        | FY     | 23     |        | Change     | e (bps) |
| - Asset Quality Ratios        | 1Q     | 2Q     | 3Q     | 4Q     | 1Q     | 2Q      | 3Q     | 4Q     | 1Q     | 2Q     | 3Q     | 4Q     | YoY        | QoQ     |
| GNPA (%)                      | 1.4    | 1.2    | 1.1    | 6.8    | 8.2    | 10.8    | 10.8   | 6.5    | 7.3    | 7.2    | 7.2    | 4.9    | -159       | -228    |
| NNPA (%)                      | 0.5    | 0.4    | 0.3    | 3.5    | 3.3    | 3.0     | 3.0    | 1.7    | 1.9    | 1.9    | 1.9    | 1.2    | -49        | -69     |
| PCR (Calc, %)                 | 66.6   | 70.0   | 76.6   | 50.3   | 61.8   | 74.1    | 74.4   | 75.5   | 74.9   | 75.5   | 75.4   | 76.8   | 134        | 139     |
| - Business Ratios             |        |        |        |        |        |         |        |        |        |        |        |        |            |         |
| Cost to Core Income           | 27.9   | 29.6   | 27.0   | 33.1   | 28.3   | 35.6    | 31.3   | 28.0   | 36.0   | 41.8   | 38.3   | 42.1   | 1,405      | 382     |
| Tax Rate                      | 25.2   | 25.4   | 25.2   | 23.8   | 24.8   | 25.3    | 24.9   | 24.4   | 24.8   | 23.4   | 23.7   | 23.8   | -60        | 14      |
| CASA (%)                      | 37.1   | 38.2   | 42.9   | 43.4   | 42.9   | 44.6    | 45.6   | 41.6   | 43.2   | 40.8   | 36.4   | 39.3   | -232       | 291     |
| Loan/Deposit                  | 115.1  | 110.9  | 107.8  | 104.7  | 96.7   | 91.0    | 95.0   | 97.6   | 97.7   | 90.8   | 90.0   | 96.9   | -62        | 690     |
| - Profitability Ratios        |        |        |        |        |        |         |        |        |        |        |        |        |            |         |
| ROA                           | 2.3    | 3.6    | 2.4    | 0.4    | 1.3    | -10.6   | 2.8    | 6.0    | 2.5    | 0.6    | 0.8    | 2.2    | -380       | 140     |
| ROE                           | 14.1   | 22.5   | 14.6   | 2.4    | 8.5    | 0.0     | 22.2   | 46.5   | 19.7   | 4.5    | 6.2    | 17.0   | -2,950     | 1,080   |
| Yield                         | 13.6   | 13.3   | 13.3   | 11.6   | 13.7   | 12.4    | 12.6   | 13.3   | 12.9   | 12.0   | 12.0   | 12.7   | -60        | 70      |
| Cost of Funds                 | 6.4    | 6.2    | 6.0    | 5.7    | 5.7    | 5.3     | 5.2    | 5.1    | 5.3    | 5.5    | 5.8    | 5.8    | 70         | 0       |
| Margins                       | 8.2    | 8.0    | 8.3    | 6.8    | 8.5    | 7.6     | 7.8    | 8.7    | 8.0    | 7.0    | 6.5    | 7.3    | -140       | 80      |
| Other Details                 |        |        |        |        |        |         |        |        |        |        |        |        |            |         |
| Branches                      | 1,018  | 1,045  | 1,107  | 1,147  | 1,152  | 1,168   | 1,176  | 1,189  | 1,190  | 1,190  | 1,250  | 1,411  | 222        | 161     |
| ATM                           | 485    | 487    | 487    | 487    | 487    | 487     | 489    | 471    | 429    | 432    | 412    | 438    | -33        | 26      |
|                               |        |        |        | .07    |        |         |        |        |        | .~-    |        | .00    |            |         |



## Highlights from the management commentary

## **Balance sheet related**

- The bank has reached 30m customers by adding 1.4mn customers in 4QFY23.
- Loan Book growth: Retail book has grown 133% YoY in 4QFY23, while the Commercial Banking and Housing book has grown 72%/13% YoY, respectively, in 4QFY23.
- The bank is focusing on Retail Deposits, which constitutes 71% of Total deposits as on 4QFY23. The bank will focus more on granular deposit growth in FY24.
- Collection Efficiency (Excluding NPA) for the bank stands at 98.5% as on 4QFY23.
   On-time repayment rate stands at 97% as on 4QFY23 for the loans lent in FY22 and FY23.

- CV, LAP, and the government business will be the key focus areas for FY24. The
  government business will be an important segment since the bank has invested
  in sector-specific people and technology.
- The bank will focus on improving its geographical mix by issuing more loans primarily in UP, Bihar, and Telangana, and shifting its focus from Assam.
- The bank plans to add 250-275 more branches by 2QFY24.
- The MFI portfolio stands at INR570b as on 4QFY23, out of which, 60% has been re-priced.
- 70% of the bank's portfolio is fixed rate book.
- CD Ratio is expected to be 95-97% going forward.

### P&L related

- NIM increased 80bp QoQ to reach 7.3% v/s 6.5% in 4QFY23.
- The bank will raise its interest rates by 100bp in FY24. The bank is currently offering MFI loans at 22.95%.
- COF remained flat QoQ at 5.8% as on 4QFY23. The stability in COF was maintained due to the change in the deposits mix, with higher growth in CASA deposits. The bank expects the cost of funds to increase in FY24.
- **Non-Interest income:** INR1.3b from the sale of 3rd party products and collection fees from ARCs amounted to INR0.6b for 4QFY23.
- C/I has reached its peak at 42% as on 4QFY23. The bank will take ~1 year to reduce this C/I ratio to below 40%, since it is looking at further investments in the upcoming quarters.

## Asset quality related

- GNPA/NNPA declined 228bp/69bp to 4.9%/1.2% as on 4QFY23.
- The total SMA Book has declined to 5.6% in 4QFY23 from 8.1% in 3QFY23. The SMA book is expected to reach 3% in the medium term.
- Slippages in the EEB book amounted to INR7.3b and recoveries/upgrades amounted to INR2b in 4QFY23. 99% of the EBE book slippages are from the existing book.
- 100bp of the total EEB book has been provided for against a requirement of 25bp by the regulator. Contingency provisions & total provision stand at INR5b and INR51b as on 4QFY23.
- ARC sale was done in the last two quarters of FY23. INR4.1b was received from ARC and investors, out of which, INR3.4b has already been recovered from the sold accounts.
- Total stressed book stands at INR55b as on 4QFY23, out of which, INR38b amounts to the provision covered and INR17b is CGMFU.

## **Others**

- 94% of the transactions are conducted digitally. About 31% of deposits are coming through digital sources.
- In 4QFY23, the bank migrated the housing finance book to a new system and will be looking to transform the remaining books by 2QFY24.

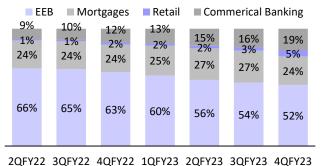
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## **Guidance for FY24**

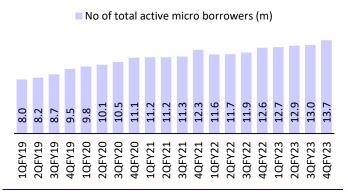
- The bank expects a loan growth of 20% with focus on improving business and geographical diversification.
- The housing book is expected to grow by 22%-25%, while the MFI book is expected to grow by 17%-18%. Of the additional MFI book, about 10%-12% growth is attributed to new customers.
- Deposits to grow at 22%.
- The bank guided for an ROA of 2.6% to 2.8% for FY24, while the ROA for 4QFY23 stood at 2.2%.
- Credit cost is expected to be ~2% in FY24, which was much higher at 4.3% in FY23.
- The bank has guided for an NIM of 7%-7.5% for FY24, depending on the loan book mix.
- Since the bank is looking at growing granular deposits, it is aiming for 40% CASA ratio by FY24.

## **Key exhibits**

Exhibit 1: Portfolio mix (%)

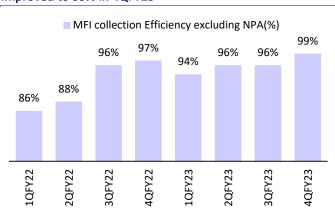


**Exhibit 2: Active MFI borrower base** 



Source: MOFSL, Company

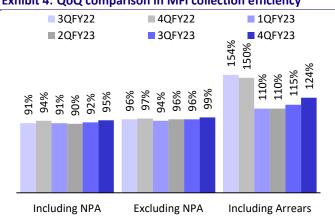
Exhibit 3: MFI collection efficiency (%), excluding NPA, improved to 99% in 4QFY23



Source: MOFSL, Company

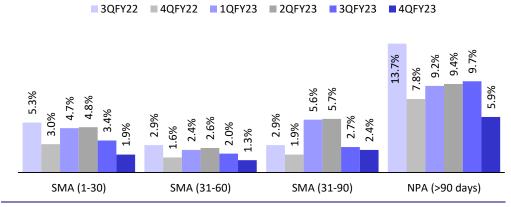
Source: MOFSL, Company

Exhibit 4: QoQ comparison in MFI collection efficiency



Source: MOFSL, Company

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

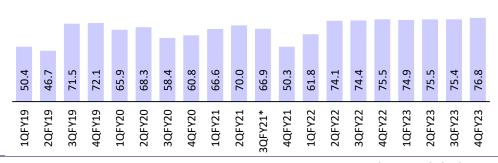


Source: MOFSL, Company

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Exhibit 6: Provision coverage ratio stable at ~77% in 4QFY23

PCR (%)



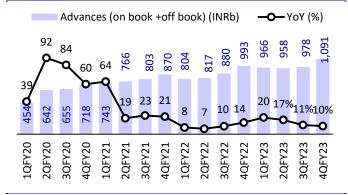
Source: MOFSL, Company

Exhibit 7: DuPont Analysis: Return ratios to pick up strongly from FY24

|                               | FY18 | FY19 | FY20 | FY21 | FY22 | FY23 | FY24E | FY25E |
|-------------------------------|------|------|------|------|------|------|-------|-------|
| Net Interest Income           | 8.1  | 8.9  | 8.5  | 7.3  | 6.9  | 6.3  | 6.7   | 6.4   |
| Other Income                  | 1.9  | 2.1  | 2.1  | 2.0  | 2.2  | 1.7  | 1.7   | 1.7   |
| Total Income                  | 10.0 | 11.0 | 10.6 | 9.3  | 9.1  | 8.0  | 8.4   | 8.1   |
| Operating Expenses            | 3.5  | 3.6  | 3.3  | 2.7  | 2.8  | 3.1  | 3.4   | 3.4   |
| Employees                     | 1.8  | 2.0  | 1.8  | 1.6  | 1.7  | 1.8  | 1.9   | 1.9   |
| Others                        | 1.7  | 1.6  | 1.4  | 1.1  | 1.1  | 1.3  | 1.4   | 1.4   |
| Operating Profits             | 6.5  | 7.4  | 7.4  | 6.5  | 6.3  | 4.8  | 5.0   | 4.7   |
| <b>Core operating Profits</b> | 6.4  | 7.4  | 7.2  | 6.3  | 6.1  | 4.7  | 4.9   | 4.7   |
| Provisions                    | 1.0  | 1.5  | 1.9  | 3.7  | 6.2  | 2.8  | 1.7   | 1.4   |
| NPA                           | 0.6  | 1.3  | 0.8  | 4.2  | 4.1  | 2.7  | 1.6   | 1.3   |
| Others                        | 0.4  | 0.1  | 1.1  | -0.5 | 2.1  | 0.1  | 0.1   | 0.1   |
| PBT                           | 5.5  | 6.0  | 5.5  | 2.9  | 0.1  | 2.0  | 3.3   | 3.3   |
| Tax                           | 1.9  | 2.1  | 1.4  | 0.7  | 0.0  | 0.5  | 0.8   | 0.8   |
| RoA                           | 3.61 | 3.87 | 4.08 | 2.13 | 0.10 | 1.49 | 2.5   | 2.5   |
| Leverage (x)                  | 5.4  | 4.9  | 5.6  | 6.3  | 7.3  | 8.0  | 8.2   | 8.5   |
| RoE                           | 19.5 | 19.0 | 22.9 | 13.5 | 0.7  | 11.9 | 20.4  | 21.2  |

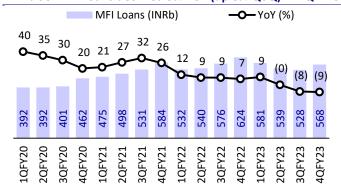
## **Story in charts**

## Exhibit 8: AUM grew 10% YoY (up 12% QoQ) in 4QFY23



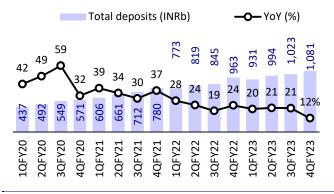
2QFY20-1QFY21 growth not comparable due to its merger with
GRUH Finance Source: MOFSL, Company

Exhibit 9: MFI loans declined 9% YoY (up 8% QoQ) in 4QFY23



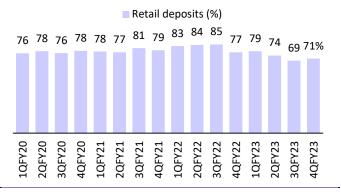
Source: MOFSL, Company

Exhibit 10: Total deposits rose  $^{\sim}12\%$  YoY to INR1,081b in 4QFY23



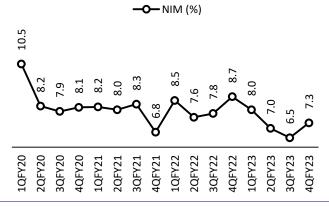
Source: MOFSL, Company

Exhibit 11: Share of Retail deposits (%) increased to 71% in 4QFY23



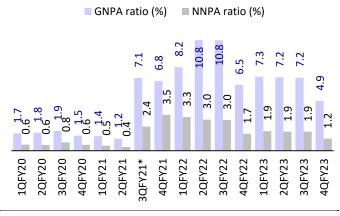
Source: MOFSL, Company

Exhibit 12: Margin improved 80bp QoQ to 7.3% in 4QFY23



Source: MOFSL, Company

Exhibit 13: GNPA/NNPA improved 228bp/69bp to 4.9%/1.2% in 4QFY23



3QFY21 based on pro-forma numbers

Source: MOFSL, Company

# **Financials and valuations**

| Income Statement           |       |       |         |         |         |         | (INR b) |
|----------------------------|-------|-------|---------|---------|---------|---------|---------|
| Y/E March                  | FY19  | FY20  | FY21    | FY22    | FY23    | FY24E   | FY25E   |
| Interest Income            | 66.4  | 108.9 | 125.2   | 138.7   | 159.0   | 207.5   | 243.0   |
| Interest Expense           | 21.5  | 45.6  | 49.6    | 51.6    | 66.5    | 94.0    | 112.3   |
| Net Interest Income        | 45.0  | 63.2  | 75.6    | 87.1    | 92.6    | 113.6   | 130.7   |
| Growth (%)                 | 48.3  | 40.7  | 19.6    | 15.2    | 6.3     | 22.7    | 15.0    |
| Non-Interest Income        | 10.6  | 15.5  | 20.2    | 28.2    | 24.7    | 29.1    | 35.0    |
| Total Income               | 55.6  | 78.7  | 95.9    | 115.4   | 117.3   | 142.7   | 165.6   |
| Growth (%)                 | 48.7  | 41.6  | 21.8    | 20.4    | 1.7     | 21.7    | 16.1    |
| Operating Expenses         | 18.1  | 24.3  | 28.2    | 35.2    | 46.4    | 57.3    | 68.8    |
| Pre Provision Profits      | 37.5  | 54.5  | 67.7    | 80.1    | 70.9    | 85.4    | 96.8    |
| Growth (%)                 | 54.2  | 45.3  | 24.3    | 18.4    | -11.5   | 20.4    | 13.4    |
| Core PPoP                  | 37.1  | 53.3  | 65.5    | 77.4    | 69.8    | 84.0    | 95.2    |
| Growth (%)                 | 55.7  | 43.7  | 22.8    | 18.2    | -9.8    | 20.4    | 13.3    |
| Provisions (excl tax)      | 7.4   | 13.9  | 38.2    | 78.8    | 42.0    | 28.6    | 28.5    |
| PBT                        | 30.1  | 40.5  | 29.5    | 1.3     | 28.9    | 56.7    | 68.4    |
| Tax                        | 10.6  | 10.3  | 7.4     | 0.0     | 7.0     | 14.3    | 17.2    |
| Tax Rate (%)               | 35.2  | 25.4  | 25.2    | 2.2     | 24.1    | 25.2    | 25.2    |
| PAT                        | 19.5  | 30.2  | 22.1    | 1.3     | 21.9    | 42.4    | 51.1    |
| Growth (%)                 | 45.0  | 54.9  | -27.1   | -94.3   | 1,644.6 | 93.4    | 20.4    |
| Balance Sheet              |       |       |         |         |         |         |         |
| Y/E March                  | FY19  | FY20  | FY21    | FY22    | FY23    | FY24E   | FY25E   |
| Equity Share Capital       | 11.9  | 16.1  | 16.1    | 16.1    | 16.1    | 16.1    | 16.1    |
| Reserves & Surplus         | 100.1 | 135.9 | 158.0   | 157.7   | 179.7   | 205.0   | 244.8   |
| Net Worth                  | 112.0 | 152.0 | 174.1   | 173.8   | 195.8   | 221.1   | 260.9   |
| Deposits                   | 432.3 | 570.8 | 779.7   | 963.3   | 1,080.7 | 1,307.6 | 1,595.3 |
| Growth (%)                 | 27.6  | 32.0  | 36.6    | 23.5    | 12.2    | 21.0    | 22.0    |
| of which CASA Dep          | 176.2 | 210.3 | 338.3   | 400.8   | 388.0   | 478.6   | 595.1   |
| Growth (%)                 | 51.6  | 19.4  | 60.9    | 18.5    | -3.2    | 23.4    | 24.3    |
| Borrowings                 | 5.2   | 163.8 | 169.6   | 199.2   | 247.1   | 284.2   | 332.5   |
| Other Liabilities & Prov.  | 14.9  | 30.6  | 26.8    | 52.3    | 34.1    | 40.2    | 48.2    |
| Total Liabilities          | 564.4 | 917.2 | 1,150.2 | 1,388.7 | 1,557.7 | 1,853.1 | 2,236.9 |
| Current Assets             | 58.0  | 83.5  | 62.3    | 93.2    | 82.5    | 76.7    | 83.4    |
| Investments                | 100.4 | 153.5 | 251.6   | 290.8   | 323.7   | 391.6   | 473.9   |
| Growth (%)                 | 19.9  | 52.9  | 63.9    | 15.6    | 11.3    | 21.0    | 21.0    |
| Loans                      | 396.4 | 666.3 | 816.1   | 939.7   | 1,047.6 | 1,258.3 | 1,522.9 |
| Growth (%)                 | 33.4  | 68.1  | 22.5    | 15.1    | 11.5    | 20.1    | 21.0    |
| Fixed Assets               | 3.3   | 3.7   | 4.9     | 5.9     | 8.5     | 9.6     | 10.7    |
| Other Assets               | 6.3   | 10.1  | 15.3    | 59.0    | 95.4    | 116.9   | 146.0   |
| Total Assets               | 564.4 | 917.2 | 1,150.2 | 1,388.7 | 1,557.7 | 1,853.1 | 2,236.9 |
| Asset Quality              | FY19  | FY20  | FY21    | FY22    | FY23    | FY24E   | FY25E   |
| GNPA                       | 8.2   | 9.9   | 57.6    | 63.8    | 53.0    | 44.1    | 46.1    |
| NNPA                       | 2.3   | 3.9   | 28.6    | 15.6    | 12.3    | 10.4    | 10.6    |
| GNPA Ratio                 | 2.0   | 1.5   | 6.8     | 6.5     | 4.9     | 3.4     | 3.0     |
| NNPA Ratio                 | 0.6   | 0.6   | 3.5     | 1.7     | 1.2     | 0.8     | 0.7     |
| Credit Cost                | 1.9   | 2.6   | 5.2     | 9.0     | 4.0     | 2.3     | 2.0     |
|                            |       |       |         |         |         |         |         |
| PCR (Excl Tech. write off) | 72.1  | 60.8  | 50.3    | 75.5    | 76.8    | 76.5    | 77.1    |

# **Financials and valuations**

| Ratios                             |                  |           |                      |                    |                        |             |             |
|------------------------------------|------------------|-----------|----------------------|--------------------|------------------------|-------------|-------------|
| Y/E March                          | FY19             | FY20      | FY21                 | FY21               | FY23                   | FY24E       | FY25E       |
| Spread Analysis (%)                |                  |           |                      |                    |                        |             |             |
| Avg. Yield- on Earning Assets      | 14.2             | 15.4      | 12.7                 | 11.7               | 11.8                   | 13.3        | 12.9        |
| Avg. Yield on loans                | 16.5             | 17.9      | 14.7                 | 13.9               | 14.2                   | 15.7        | 15.1        |
| Avg. Yield on Investments          | 6.7              | 6.6       | 5.9                  | 5.5                | 6.4                    | 6.9         | 7.1         |
| Avg. Cost of Int. Bear. Liab.      | 6.0              | 8.3       | 6.2                  | 5.1                | 5.6                    | 6.8         | 6.7         |
| Avg. Cost of Deposits              | 5.4              | 6.6       | 5.9                  | 5.0                | 5.4                    | 5.7         | 5.6         |
| Interest Spread                    | 8.2              | 7.2       | 6.5                  | 6.6                | 6.2                    | 6.5         | 6.1         |
| Net Interest Margin                | 9.6              | 9.0       | 7.7                  | 7.4                | 6.9                    | 7.3         | 6.9         |
|                                    |                  |           |                      |                    |                        |             |             |
| Capitalisation Ratios (%)          |                  |           |                      |                    |                        |             |             |
| CAR                                | 29.2             | 27.4      | 23.5                 | 20.1               | 19.8                   | 18.2        | 17.4        |
| Tier I                             | 27.9             | 25.2      | 22.5                 | 18.9               | 18.7                   | 17.3        | 16.7        |
| Tier II                            | 1.3              | 2.2       | 1.0                  | 1.2                | 1.1                    | 0.9         | 0.7         |
|                                    |                  |           |                      |                    |                        |             |             |
| Business and Efficiency Ratios (%) |                  |           |                      |                    |                        |             |             |
| Loans/Deposit Ratio                | 91.7             | 116.7     | 104.7                | 97.6               | 96.9                   | 96.2        | 95.5        |
| CASA Ratio                         | 40.8             | 36.8      | 43.4                 | 41.6               | 35.9                   | 36.6        | 37.3        |
| Cost/Assets                        | 3.2              | 2.6       | 2.4                  | 2.5                | 3.0                    | 3.1         | 3.1         |
| Cost/Total Income                  | 32.6             | 30.8      | 29.4                 | 30.5               | 39.5                   | 40.2        | 41.5        |
| Cost/Core income                   | 32.8             | 31.3      | 30.1                 | 31.3               | 39.9                   | 40.6        | 41.9        |
| Int. Expense/Int. Income           | 32.3             | 41.9      | 39.6                 | 37.2               | 41.8                   | 45.3        | 46.2        |
| Fee Income/Total Income            | 18.4             | 18.2      | 18.8                 | 22.1               | 20.1                   | 19.5        | 20.1        |
| Non Int. Inc./Total Income         | 19.1             | 19.7      | 21.1                 | 24.5               | 21.0                   | 20.4        | 21.1        |
| Empl. Cost/Total Expense           | 55.7             | 56.3      | 59.1                 | 60.6               | 58.6                   | 57.8        | 57.8        |
| Investment/Deposit Ratio           | 23.2             | 26.9      | 32.3                 | 30.2               | 29.9                   | 29.9        | 29.7        |
| 5 6 10 5 7                         |                  |           |                      |                    |                        |             |             |
| Profitability Ratios and Valuation | 10.0             | 22.0      | 42.5                 | 0.7                | 44.0                   | 20.4        | 24.2        |
| RoE                                | 19.0             | 22.9      | 13.5                 | 0.7                | 11.9                   | 20.4        | 21.2        |
| RoA                                | 3.9<br>5.6       | 4.1       | 2.1                  | 0.1                | 1.5<br>2.2             | 2.5         | 2.5         |
| RoRWA                              | 94               | 6.2<br>94 | 3.3<br>108           | 0.2                |                        | 3.7         | 3.6         |
| Book Value (INR)<br>Growth (%)     | 94<br>19.4       | 0.5       | 14.5                 | 108<br>-0.2        | 122<br>12.7            | 137<br>12.9 | 162<br>18.0 |
| Price-BV (x)                       | 2.5              | 2.5       | 2.2                  | -0.2<br><b>2.2</b> | 2.0                    | 12.9<br>1.7 | 1.5         |
| Adjusted BV (INR)                  | 93               | 93        | 96                   | 101                | 116                    | 133         | 157         |
| Price-ABV (x)                      | 93<br><b>2.6</b> | 2.6       | 2.5                  | 2.4                | 2.0                    | 1.8         | 1.5         |
| EPS (INR)                          | 16.4             | 21.6      | 13.7                 | 0.8                | 13.6                   | 26.4        | 31.7        |
| Growth (%)                         | 39.1             | 31.9      | -36.5                | -94.3              | 1,644.5                | 93.4        | 20.4        |
| Price-Earnings (x)                 | 14.5             | 11.0      | -30.3<br><b>17.4</b> | 304.7              | 1,044.5<br><b>17.5</b> | 9.0         | 7.5         |
| Dividend Per Share (INR)           | 1.2              | 3.8       | 1.0                  | 0.0                | 4.7                    | 5.9         | 7.1         |
| Dividend Yield (%)                 | 0.5              | 1.6       | 0.4                  | 0.0<br><b>0.0</b>  | 4.7<br><b>2.0</b>      | 2.5         | 3.0         |
| Dividend Held (70)                 | 0.5              | 1.0       | 0.4                  | 0.0                | 2.0                    | 2.5         | 3.0         |

E: MOFSL Estimates

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