

SBI Cards

Estimate change	↔
TP change	↑
Rating change	↔

Bloomberg	SBICARD IN
Equity Shares (m)	946
M.Cap.(INRb)/(USD\$)	810.6 / 9.9
52-Week Range (INR)	1029 / 691
1, 6, 12 Rel. Per (%)	-4/11/-24
12M Avg Val (INR M)	1090

Financials & Valuations (INR b)

Y/E MARCH	FY23	FY24E	FY25E
NII	44.0	54.8	73.2
OP	51.9	63.9	85.7
NP	22.6	26.5	36.8
NIM (%)	12.2	11.8	12.3
EPS (INR)	23.9	28.0	38.9
EPS Gr. (%)	39.3	17.3	38.8
BV/Sh. (INR)	104	129	165
ABV/Sh. (INR)	101	126	162

Ratios

RoE (%)	25.7	24.0	26.4
RoA (%)	5.6	5.1	5.5

Valuations

P/E(X)	35.9	30.6	22.0
P/BV (X)	8.3	6.6	5.2
P/ABV (X)	8.5	6.8	5.3

Shareholding pattern (%)

As On	Jun-23	Mar-23	Jun-22
Promoter	69.0	69.0	69.6
DII	17.2	17.5	16.2
FII	9.5	8.5	8.3
Others	4.4	5.1	5.8

FII Includes depository receipts

CMP: INR857

TP: INR970 (+13%)

Buy

Earnings in line; asset quality stress remains

Revolver mix and margins stable

- SBI Cards (SBICARD) reported an in-line quarter with 1QFY24 PAT at INR5.9b. PPoP grew 17% YoY (5% beat); however, elevated provisions due to stress in CY19 sourcing vintage dragged earnings.
- Margin stood broadly stable at 11.5% supported by slight increase in mix of EMI loans while revolver mix was stable. Growth in spends was healthy with retail spends up 28% YoY while corporate spends rose 10% YoY in 1QFY24.
- GNPA/NNPA ratios expanded 6bp/2bp QoQ to 2.41%/0.89%. PCR was stable at ~64%. RoA/RoE stood at 5.1%/23.3% during the quarter.
- We estimate SBICARD to deliver 28% earnings CAGR over FY23–25, leading to an RoA/RoE of 5.5%/26.4%. **Reiterate BUY with a TP of INR970.**

Growth in spends healthy; fee income forms 49% of total revenue

- SBICARD posted a PAT of INR5.9b (-5% YoY; in line), with provisions being 15% higher than MOSLe at INR7.2b. Gross credit costs/ECL stood at 6.9%/3.4% in 1QFY24.
- NII rose 14% YoY to INR12.3b (in line). Margin was stable at 11.5% aided by slight improvement in mix of EMI loans, while revolver mix was flat at 24% even as funding costs increased further.
- Fee income grew at healthy 24% YoY and formed 49% of total revenue. Opex grew 18% YoY to INR19.6b (broadly in line). Thus, PPoP rose 17% YoY (5% beat), while the cost-income ratio moderated to 56.4% (-170bp QoQ).
- Cards-in-force rose 21% YoY/3% QoQ to 17.3m in 1QFY24. New cards sourcing was robust at ~1.1m (+22% YoY/-20% QoQ), with the open market channel contributing 46% to total sourcing (58% on an outstanding basis).
- Overall spends grew 24% YoY/3% QoQ, with retail/corporate spends rising 28%/10% YoY. The share of online retail spends stood at 55% in 1QFY24. Receivables grew at a healthy pace of 6.3% QoQ (+30% YoY).
- GNPA/NNPA ratios increased 6bp/2bp QoQ to 2.41%/0.89%. PCR was stable at ~64% during the quarter.

Highlights from the management commentary

- CoF grew 37bp YoY to 7.1% due to higher interest rates and increase in long-term borrowings. CoF would be 5-10bp higher in 2QFY24E.
- Credit costs are declining on a monthly basis with Jun'23 and Jul'23 already witnessing improvements as proportion of newer or better quality vintage increases. Credit costs in 2HFY24 would be back in the range of 5.8%-6.2%.
- Revolver mix is currently stable at 24% and the company does not see any significant changes in the mix within the next 6-12 months (+/- 50bp).

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Valuation and view

SBICARD reported a mixed quarter as PAT declined 5% YoY despite a 17% YoY increase in PPop (5% beat). Credit costs remained elevated due to stress in CY19 sourcing vintage but are expected to improve in the upcoming quarters. Margin was stable QoQ as higher COF was offset by improving yields. Revolver mix was steady at 24%. Spends growth remained healthy, and we expect the traction to continue, which is likely to drive loan growth. We estimate SBICARD to deliver 28% earnings CAGR over FY23–25, leading to an RoA/ RoE of 5.5%/26.4%. **Reiterate BUY with a revised TP of INR970 (premised on 25x FY25E EPS).**

Quarterly performance**(INR b)**

	FY23				FY24				FY24E	FY24E	V/s our
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		1QE	Est
Net Interest Income	10.8	11.2	11.4	11.7	12.3	13.0	14.0	15.5	54.8	12.2	0.9
% Change (Y-o-Y)	16.7	21.5	14.9	16.7	14.3	16.2	22.0	33.0	24.4	13.3	
Other Income	18.8	19.7	20.5	22.4	22.4	23.8	25.0	26.7	97.9	22.1	1.2
Total Income	29.5	30.9	31.9	34.1	34.8	36.8	38.9	42.2	152.7	34.4	1.1
Operating Expenses	16.6	18.3	19.7	19.8	19.6	21.0	22.6	25.5	88.8	20.0	-2.0
Operating Profit	12.9	12.5	12.2	14.3	15.2	15.7	16.3	16.7	63.9	14.4	5.4
% Change (Y-o-Y)	22.5	18.3	6.4	22.0	17.3	25.7	33.9	17.2	23.2	11.3	
Provisions	4.5	5.5	5.3	6.3	7.2	6.8	6.7	5.8	28.3	6.2	15.0
Profit before Tax	8.4	7.1	6.8	8.0	8.0	9.0	9.6	11.0	35.6	8.1	-1.9
Tax	2.1	1.8	1.7	2.0	2.0	2.3	2.4	2.3	9.1	2.1	-1.9
Net Profit	6.3	5.3	5.1	6.0	5.9	6.7	7.1	8.7	26.5	6.1	-1.9
% Change (Y-o-Y)	105.8	52.4	32.1	2.7	-5.4	27.0	39.7	45.3	17.5	-3.5	
Operating Parameters											
Loan (INRb)	320.8	365.0	373.5	393.6	418.1	437.7	475.2	503.8	503.8	413.4	1.1
Loan Growth (%)	39.2	43.7	33.6	30.4	318.8	211.6	165.3	120.9	28.0	314.2	
Asset Quality											
Gross NPA (%)	2.2	2.1	2.2	2.4	2.4	2.6	2.7	2.7	2.6	2.3	
Net NPA (%)	0.8	0.8	0.8	0.9	0.9	0.9	0.9	0.9	0.9	0.8	
PCR (%)	65.1	64.0	64.2	63.6	63.8	65.2	65.5	66.9	66.9	64.5	

Quarterly snapshot

	FY22				FY23				FY24E	Change (%)	
Profit and Loss (INR m)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	YoY	QoQ
Interest Income	11,535	11,732	12,733	12,661	13,873	14,845	16,089	16,724	18,042	30	8
Interest Expenses	2,290	2,541	2,768	2,674	3,084	3,677	4,643	5,073	5,711	85	13
Net Interest Income	9,244	9,190	9,965	9,987	10,789	11,168	11,446	11,651	12,332	14	6
Other Income	12,975	15,223	18,663	17,500	18,755	19,689	20,473	22,442	22,419	20	0
Fee Income	10,987	12,440	14,570	14,268	15,380	16,108	16,697	17,857	18,981	23	6
Others	1,988	2,783	4,093	3,232	3,376	3,581	3,776	4,585	3,438	2	-25
Total Income	22,219	24,413	28,629	27,487	29,545	30,856	31,919	34,093	34,750	18	2
Operating Expenses	11,680	13,833	17,189	15,767	16,633	18,340	19,745	19,799	19,599	18	-1
Employee	1,164	1,147	1,209	1,207	1,386	1,290	1,421	1,521	1,453	5	-5
Others	10,516	12,686	15,979	14,561	15,247	17,050	18,324	18,278	18,147	19	-1
Operating Profits	10,540	10,580	11,440	11,720	12,912	12,517	12,174	14,294	15,151	17	6
Provisions	6,437	5,939	6,255	3,928	4,503	5,460	5,330	6,298	7,186	60	14
PBT	4,103	4,641	5,185	7,792	8,409	7,057	6,843	7,997	7,966	-5	0
Taxes	1,057	1,192	1,327	1,984	2,140	1,800	1,749	2,032	2,033	-5	0
PAT	3,046	3,449	3,858	5,809	6,269	5,256	5,095	5,965	5,933	-5	-1
Balance Sheet (INR b)											
Loans	2,30,410	2,53,936	2,79,690	3,01,873	3,20,790	3,64,998	3,73,540	3,93,610	4,18,130	30	6
Asset Quality (INR b)											
GNPA	9,555	8,985	6,991	6,944	7,440	8,074	8,575	9,570	10,428	40	9
NNPA	2,083	2,363	2,384	2,410	2,597	2,907	3,070	3,485	3,775	45	8
Ratios											
	FY22				FY23				FY24E	Change (bp)	
Asset Quality Ratios (%)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	YoY	QoQ
GNPA	3.9	3.4	2.4	2.2	2.2	2.1	2.2	2.4	2.4	17	6
NNPA	0.9	0.9	0.8	0.8	0.8	0.8	0.8	0.9	0.9	10	2
PCR (Calc.)	78.2	73.7	65.9	65.3	65.1	64.0	64.2	63.6	63.8	-130	22
Credit Cost	10.4	9.3	9.0	5.2	5.6	6.2	5.6	6.3	6.9	127	57
ECL	5.7	5.0	4.0	3.5	3.4	3.3	3.3	3.3	3.4	0	10
Business Ratios (%)											
Fees to Total Income	49.4	51.0	50.9	51.9	52.1	52.2	52.3	52.4	54.6	257	224
Cost to Income	52.6	56.7	60.0	57.4	56.3	59.4	61.9	58.1	56.4	10	-167
Tax Rate	25.8	25.7	25.6	25.5	25.4	25.5	25.6	25.4	25.5	7	11
Profitability Ratios (%)											
Yield on loans	18.5	18.0	17.9	16.8	17.1	16.4	16.4	16.7	16.9	-20	20
Cost of borrowings	5.2	5.5	5.4	4.9	5.1	5.4	6.3	6.7	7.1	200	40
Spreads	13.3	12.5	12.5	11.9	12.0	11.0	10.1	10.0	9.8	-220	-20
Margins	14.8	14.1	14.0	13.2	13.2	12.3	11.6	11.5	11.5	-170	0
RoA	4.5	4.9	5.0	7.0	7.0	5.4	4.8	5.0	5.1	-190	6
RoE	18.7	20.1	21.2	30.4	30.8	24.1	22.0	24.6	23.3	-750	-130
Other Details											
No of Cards (No in m)	12.0	12.5	13.2	13.8	14.3	14.8	15.9	16.8	17.3	21	3
Spends (INRb)	332.6	435.6	554.0	541.3	596.7	623.1	688.4	716.9	739.1	24	3



Highlights from the management commentary

Related to business performance

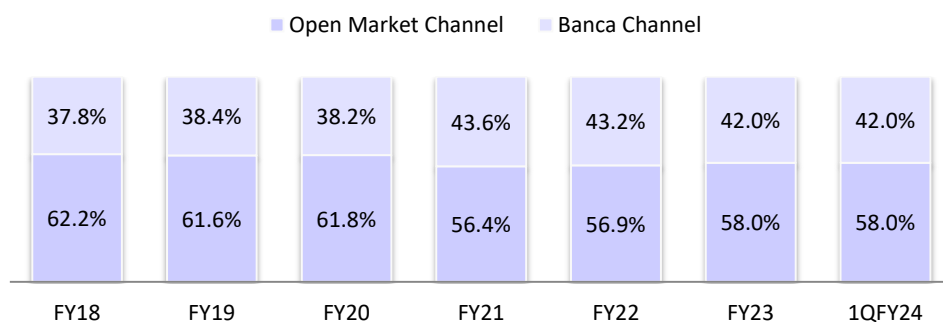
- Transaction volumes in digital payments jumped 56% YoY in FY23 and are likely to surge 4x by FY27.
- As per the RBI, 89m cards are o/s in the country as of 1QFY24 and total spends in the month of Jun'23 stood at INR1.37t.
- The company surpassed 17m outstanding cards in 1QFY24 with the market share being at 19.6%; SBICARD aims to keep the share at ~20% going forward.
- Share of new sourcing channel for credit card stood at 54:46 for Banca:Open market v/s 56:44 in 4QFY23.
- The strategy for open source channel is to use partnerships to deliver more cards.
- SBICARD has a geographical reach of 250-300 cities/towns as of 1QFY24.
- Spends per average card for retail have grown to INR134,000 driven by travel, dining and entertainment spends which grew 11%.
- Market share in credit spends stood at 17.8% as of 1QFY24.
- COF grew 37bp to 7.1% due to higher interest rates and increase in long-term borrowings. COF would be 5-10bp higher in 2QFY24.
- NIM stood at 11.5% as of 1QFY24 and is expected to be stable in 2QFY24.
- Yield on EMI book increased 120-150bp due to interest rate hikes.
- Revolver mix is currently stable at 24% and the company does not see any significant changes in the mix within the next 6-12 months (+/- 50bp).
- Income from subscriptions and fees income grew 23% YoY and formed 49% of the total revenue from operations.
- Business development incentives are long-term business deals with partners for achieving various milestones set for the company (up 22% YoY to INR1.7b).
- Spends from the CY20 and above cohorts are higher than that of the previous vintage books with an increasing EMI book.
- PayTm Rupay SBI Cards have been launched, which will lead to significant transaction volumes going forward.
- Average credit limit for a customer is ~INR90,000 as of 1QFY24 for the entire portfolio.

Related to asset quality

- GNPA/NNPA ratio increased slightly by 6bp/2bp QoQ to 2.4%/0.9%. PCR stood stable at 63.8%.
- CE has not reverted to pre-Covid level due to change in customer behavior.
- Credit costs grew 60bp QoQ, of which 14bp increase was due to stress in CY19 sourcing cohort that stood at 16% of assets and over 20% of NPA in 1QFY24.
- Credit costs are declining on a monthly basis with Jun'23 and Jul'23 already witnessing improvements as proportion of newer or better quality vintage increases. Credit costs in 2HFY24 would be back in the range of 5.8%-6.2%.
- New vintage book has a better asset quality but the revolver rate is lower in these advances.

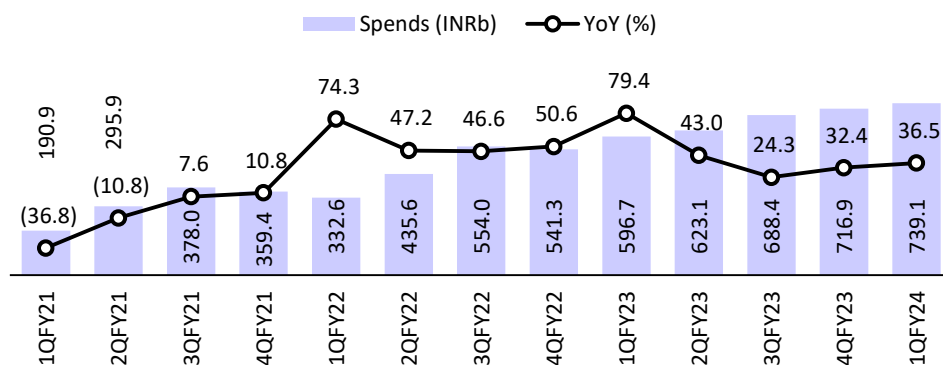
Key exhibits

Exhibit 1: Acquired ~58% of outstanding cards via the open market channel (%)



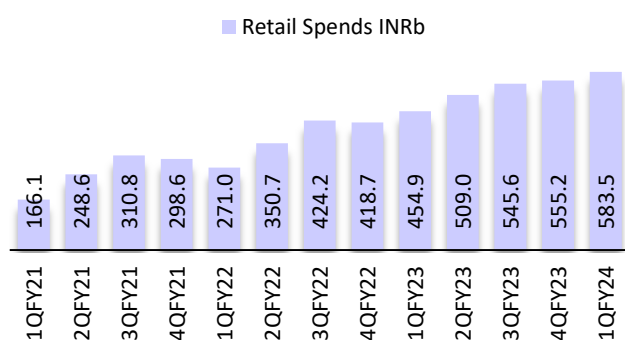
Source: MOFSL, Company

Exhibit 2: Spends remained healthy and grew 37% YoY (+3% QoQ)



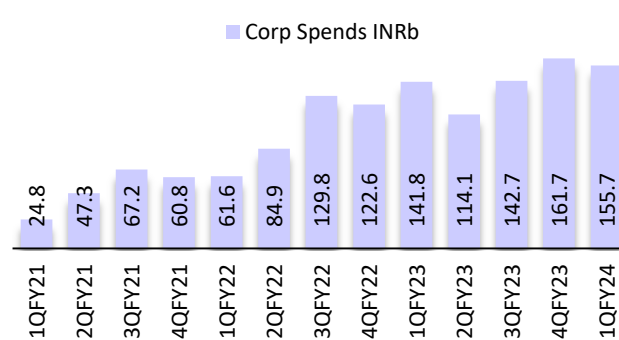
Source: MOFSL, Company

Exhibit 3: Retail spends robust at ~INR584b



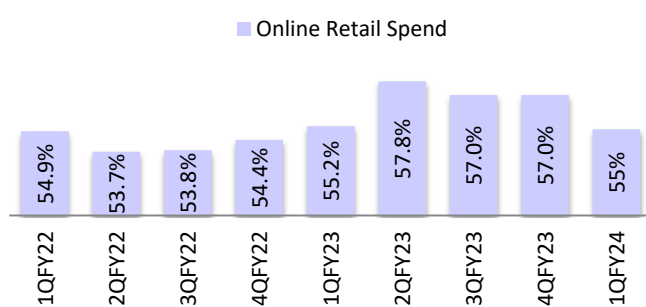
Source: MOFSL, Company, RBI

Exhibit 4: Corporate spends steady at ~INR156b



Source: MOFSL, Company, RBI

Exhibit 5: Online spends comprised ~55% of retail spends



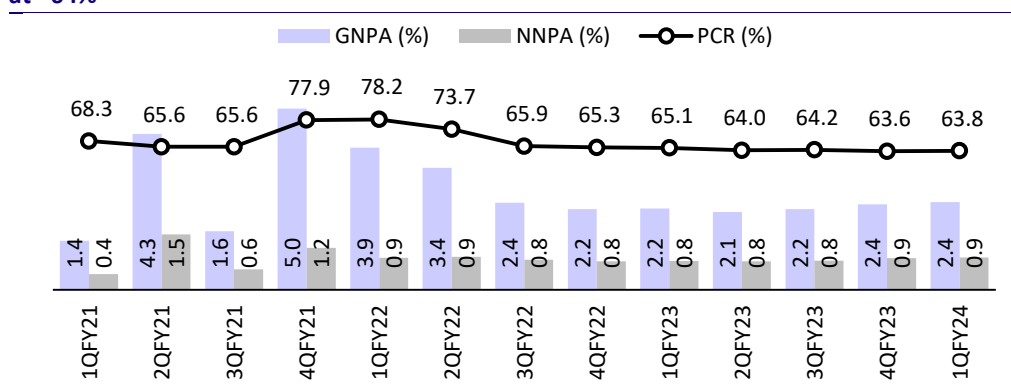
Source: MOFSL, Company

Exhibit 6: Category-wise spends

Spend category	Growth in total	Growth in online	Growth in POS
Category 1	1%	(1%)	5%
Departmental Stores, Health, Utilities			
Education and Direct Marketing			
Category 2	17%	41%	11%
Consumer durables, Furnishing & Hardware			
Apparels & Jewelry			
Category 3	11%	15%	7%
Travel agents, Hotels, Airline, Railways			
Restaurant and Entertainment			

*% growth in 1QFY24 over 4QFY23 Source: MOFSL, Company, RBI

Exhibit 7: GNPA/NNPA ratios deteriorated 6bp/2bp QoQ to 2.41%/0.89%; PCR stable at ~64%



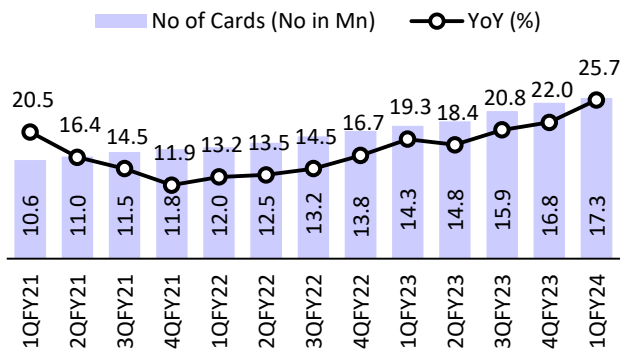
Source: MOFSL, Company

Valuation and view

- SBICARD has strengthened its position as the second-largest card player in the country, with a market share of 19.6% in outstanding cards and 17.8% in overall spends. It has an outstanding card base of 17.3m and has gained an average incremental market share of ~23% over the past three years (~26% in FY23). The company is also the market leader in terms of open market sourcing and is the largest co-branded card issuer in India.
- SBICARD has access to parent State Bank of India's vast network of branches and customer base, along with strong open market sourcing capabilities. With robust distribution and co-branded channels, it is well placed to capitalize on growth opportunities, as the market remains significantly underpenetrated. Open market sourcing has picked up, and the banca channel is also growing strongly, which provides better risk underwriting and lowers opex.
- Asset quality ratios deteriorated slightly, while provisions remained elevated. We estimate GNPA/NNPA ratios of 2.0%/0.7% by FY25, while PCR would sustain at ~69%.
- The revolver mix was stable in 1QFY24 but is not expected to improve within the next 6-12 months due to change in customer behavior. The steady revolver mix, a higher proportion of the interest earnings book and an increase in fee income will be the key earnings drivers. We expect margins to improve slightly to 12.3% by FY25.
- **BUY with a TP of INR970:** SBICARD reported a mixed quarter as PAT declined 5% YoY despite a 17% YoY increase in PPOP (5% beat). Credit costs remained elevated due to stress in CY19 sourcing vintage but are expected to improve in the upcoming quarters. Margin was stable QoQ as higher COF was offset by improving yields. Revolver mix was steady at 24%. Spends growth remained healthy, and we expect the traction to continue, which is likely to drive loan growth. **We estimate SBICARD to deliver 28% earnings CAGR over FY23–25, leading to an RoA/ RoE of 5.5%/26.4%. Reiterate BUY with a revised TP of INR970 (premised on 25x FY25E EPS).**

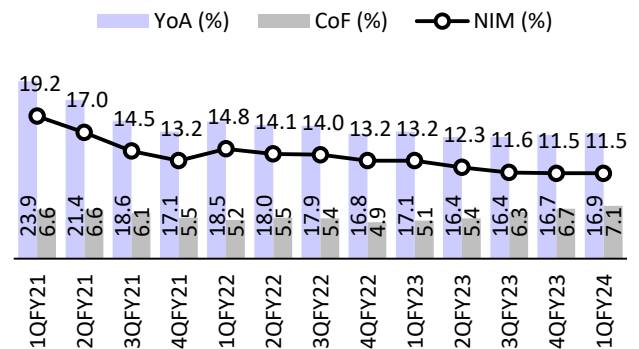
Story in charts

Exhibit 8: No. of cards up ~26% YoY to 17.3m



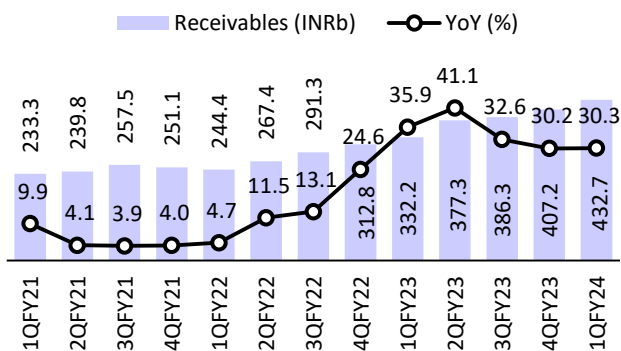
Source: MOFSL, Company

Exhibit 9: Margin steady at 11.5%



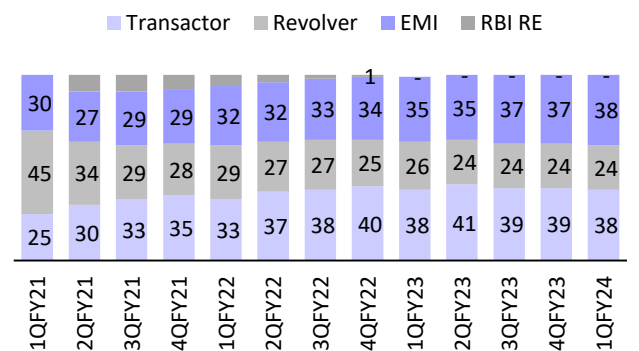
Source: MOFSL, Company

Exhibit 10: Receivables up 30% YoY to ~INR433b



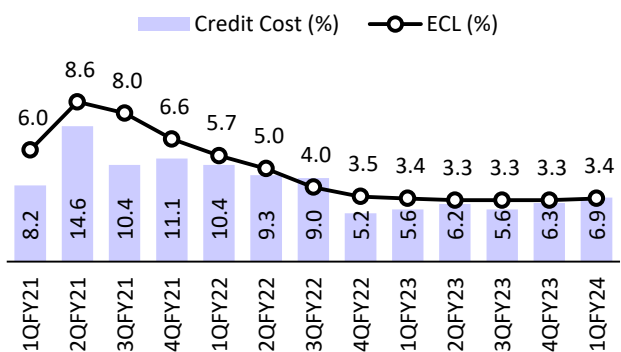
Source: MOFSL, Company

Revolver mix stable at 24% as of 1QFY24



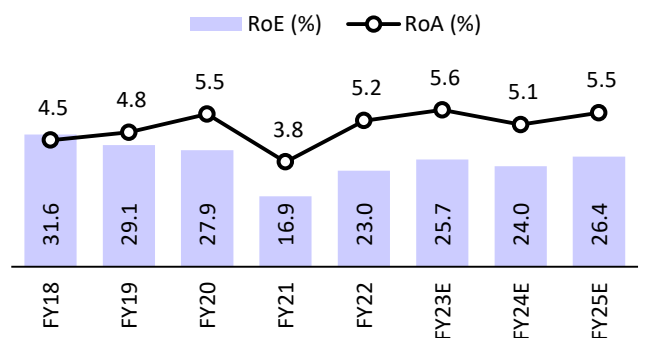
Source: MOFSL, Company

Exhibit 11: Credit cost increased to 6.9%; ECL at 3.4%



Source: MOFSL, Company

Exhibit 12: RoA/RoE to remain strong at 5.5%/26.4% in FY25



Source: MOFSL, Company

Exhibit 13: DuPont Analysis – return ratios to remain healthy

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Interest Income	20.9	20.0	21.3	18.8	15.6	15.1	15.8	16.1
Interest Expense	5.4	5.6	5.7	4.0	3.3	4.1	5.3	5.1
Net Interest Income	15.5	14.3	15.6	14.8	12.3	11.0	10.5	11.0
Fee Income	16.5	17.1	17.5	14.9	17.0	16.5	15.7	15.4
Trading and others	3.3	3.6	4.1	3.4	4.1	4.1	3.1	2.8
Non-Interest income	19.7	20.7	21.6	18.3	21.0	20.5	18.8	18.2
Total Income	35.2	35.0	37.2	33.1	33.3	31.5	29.3	29.2
Operating Expenses	22.2	21.2	21.0	18.0	19.0	18.6	17.1	16.3
Employee cost	1.5	2.1	2.1	1.9	1.5	1.4	1.3	1.3
Others	20.8	19.1	19.0	16.1	17.4	17.2	15.8	15.1
Operating Profits	13.0	13.9	16.1	15.1	14.4	12.9	12.3	12.9
Provisions	6.0	6.4	8.5	10.1	7.3	5.4	5.4	5.4
NPA	4.5	5.2	5.4	8.3	9.1	4.7	5.1	5.0
Others	1.5	1.2	3.1	1.8	(1.8)	0.7	0.4	0.4
PBT	7.0	7.5	7.6	5.1	7.0	7.6	6.8	7.4
Tax	2.4	2.6	2.1	1.3	1.8	1.9	1.7	1.9
RoA	4.5	4.8	5.5	3.8	5.2	5.6	5.1	5.5
Leverage (x)	7.0	6.0	5.1	4.5	4.4	4.6	4.7	4.8
RoE	31.6	29.1	27.9	16.9	23.0	25.7	24.0	26.4

Financials and valuations

Income Statement							(INR m)	
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Interest Income	27,600	35,757	48,413	49,277	48,212	60,502	82,168	1,06,958
Interest Expense	7,115	10,094	13,009	10,434	10,273	16,476	27,394	33,780
Net Interest Income	20,485	25,664	35,404	38,843	37,939	44,025	54,774	73,178
Growth (%)	50.7	25.3	38.0	9.7	-2.3	16.0	24.4	33.6
Non-Interest Income	26,102	37,111	49,110	47,859	64,803	82,353	97,918	1,21,158
Total Income	46,587	62,775	84,514	86,702	1,02,742	1,26,379	1,52,692	1,94,336
Growth (%)	58.3	34.7	34.6	2.6	18.5	23.0	20.8	27.3
Operating Expenses	29,393	37,947	47,815	47,079	58,462	74,484	88,757	1,08,654
Pre Provision Profits	17,194	24,828	36,699	39,623	44,280	51,895	63,935	85,682
Growth (%)	55.8	44.4	47.8	8.0	11.8	17.2	23.2	34.0
Provisions (excl. tax)	8,001	11,477	19,402	26,386	22,558	21,591	28,318	36,247
PBT	9,193	13,351	17,296	13,237	21,722	30,304	35,617	49,435
Tax	3,182	4,701	4,848	3,392	5,560	7,721	9,082	12,606
Tax Rate (%)	34.6	35.2	28.0	25.6	25.6	25.5	25.5	25.5
PAT	6,011	8,650	12,448	9,845	16,161	22,583	26,535	36,829
Growth (%)	61.2	43.9	43.9	-20.9	64.2	39.7	17.5	38.8
OCI	(18)	(31)	(31)	128	102	(28)	-	-
Total Comprehensive Income	5,993	8,618	12,417	9,974	16,263	22,555	26,535	36,829
Growth (%)	61.4	43.8	44.1	-19.7	63.1	38.7	17.6	38.8
Balance Sheet								
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Share Capital	7,850	8,372	9,390	9,405	9,432	9,461	9,461	9,461
Reserves & Surplus	15,681	27,506	44,023	53,615	68,095	88,840	1,13,008	1,46,999
Net Worth	23,531	35,878	53,412	63,020	77,527	98,301	1,22,468	1,56,459
Borrowings	1,14,128	1,35,494	1,75,728	1,78,948	2,29,825	3,11,096	4,07,536	5,21,646
Other Liabilities & Prov.	19,201	30,090	23,927	28,161	39,133	46,059	55,271	69,088
Total Liabilities	1,56,860	2,01,462	2,53,067	2,70,129	3,46,484	4,55,456	5,85,275	7,47,194
Current Assets	4,727	7,768	6,774	7,201	11,064	13,545	15,576	17,757
Investments	0	15	15	9,576	12,972	21,397	25,676	33,379
Growth (%)	NA	NA	0.0	65,347.3	35.5	64.9	20.0	30.0
Loans	1,40,455	1,79,087	2,28,116	2,34,591	3,01,873	3,93,610	5,03,821	6,44,890
Growth (%)	40.7	27.5	27.4	2.8	28.7	30.4	28.0	28.0
Fixed Assets	2,768	2,164	3,346	3,182	4,537	5,737	6,023	6,385
Other Assets	8,910	12,428	14,817	15,579	16,039	21,168	34,178	44,782
Total Assets	1,56,860	2,01,462	2,53,067	2,70,129	3,46,484	4,55,456	5,85,275	7,47,194
Asset Quality								
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
GNPA (INR m)	4,125	4,529	4,844	12,543	6,934	9,575	13,491	12,879
NNPA (INR m)	1,348	1,518	1,589	2,776	2,409	3,487	4,470	3,948
GNPA Ratio	2.8	2.4	2.0	5.0	2.2	2.4	2.6	2.0
NNPA Ratio	0.9	0.8	0.7	1.1	0.8	0.9	0.9	0.6
Slippage Ratio	3.1	5.9	5.9	12.8	8.0	6.0	6.0	5.8
Credit Cost	6.4	6.2	9.1	10.7	8.0	6.0	6.1	6.1
PCR (Excl. Tech. write off)	67.3	66.5	67.2	77.9	65.3	63.6	66.9	69.3

Financials and valuations

Business Metrics

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Total No of Cards (Nos. in m)	6.3	8.3	10.5	11.8	13.8	16.8	20.5	25.2
Total spends (INR b)	770.2	1,032.7	1,309.2	1,224.2	1,863.5	2,625.0	3,360.0	4,267.2
Spends per card (INR k)	123.1	124.8	124.1	103.5	135.4	156.2	163.9	169.3
Loans per card (INR)	22,443	21,651	21,628	19,844	21,927	23,429	24,581	25,581
Loans as % of spends	18.2	17.3	17.4	19.2	16.2	15.0	15.0	15.1
Fee income earned per card	3,479	3,714	3,772	3,305	3,796	3,931	3,985	4,065

Ratios

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Yield & Cost Ratios (%)								
Avg. Yield on loans	22.2	21.6	22.7	20.0	17.1	16.8	17.7	18.0
Avg. Cost of Borrowings	7.2	8.1	8.4	5.9	5.0	6.1	7.6	7.3
Interest Spread	15.0	13.5	14.3	14.1	12.1	10.7	10.1	10.7
Net Interest Margin	16.5	15.5	16.6	15.8	13.5	12.2	11.8	12.3

Capitalisation Ratios (%)

Tier I	12.4	14.9	17.7	20.9	21.0	20.4	19.7	19.3
Tier II	5.9	5.3	4.7	3.9	2.8	2.7	2.0	1.5
CAR	18.3	20.1	22.4	24.8	23.8	23.1	21.7	20.9

Asset-Liability Profile (%)

Cost/Assets	22.2	21.2	21.0	18.0	19.0	18.6	17.1	16.3
Cost/Total Income	63.1	60.4	56.6	54.3	56.9	58.9	58.1	55.9
Int. Expense/Int. Income	25.8	28.2	26.9	21.2	21.3	27.2	33.3	31.6
Fee Income/Total Income	46.7	48.9	47.1	45.1	50.9	52.3	53.5	52.7
Non Int. Inc./Total Income	56.0	59.1	58.1	55.2	63.1	65.2	64.1	62.3
Emp. Cost/Total Expense	6.6	10.0	9.8	10.4	8.1	7.5	7.7	7.7

Valuation

RoE	31.6	29.1	27.9	16.9	23.0	25.7	24.0	26.4
RoA	4.5	4.8	5.5	3.8	5.2	5.6	5.1	5.5
RoRWA	4.8	5.2	5.9	4.1	5.8	6.2	5.5	5.7
Book Value (INR)	30	43	57	67	82	104	129	165
Growth (%)	62.4	43.0	32.7	17.8	22.7	26.4	24.6	27.8
Price-BV (x)	28.6	20.0	15.1	12.8	10.4	8.3	6.6	5.2
Adjusted BV (INR)	29	42	56	65	80	101	126	162
Price-ABV (x)	29.8	20.6	15.4	13.2	10.7	8.5	6.8	5.3
EPS (INR)	7.7	10.7	14.0	10.5	17.2	23.9	28.0	38.9
Growth (%)	61.2	39.3	31.4	-25.3	63.8	39.3	17.3	38.8
Price-Earnings (x)	112.0	80.5	61.2	81.9	50.0	35.9	30.6	22.0

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