

Union Bank of India

Estimate change



TP change



Rating change



Bloomberg	UNBK IN
Equity Shares (m)	7634
M.Cap.(INRb)/(USDb)	1315.9 / 13.7
52-Week Range (INR)	205 / 125
1, 6, 12 Rel. Per (%)	0/2/22
12M Avg Val (INR M)	2505

Financials & Valuation (INR b)

Y/E March	FY26	FY27E	FY28E
NII	366.6	417.9	462.6
OP	286.2	331.7	371.6
NP	187.0	211.1	228.5
NIM (%)	2.5	2.7	2.8
EPS (INR)	24.5	27.7	29.9
EPS Gr. (%)	3.9	12.9	8.3
BV/Sh. (INR)	163	187	212
ABV/Sh. (INR)	158	181	205
RoA (%)	1.2	1.3	1.3
RoE (%)	16.3	16.2	15.3

Valuations

P/E(X)	7.0	6.2	5.7
P/BV (X)	1.1	0.9	0.8
P/ABV (X)	1.1	1.0	0.8

Shareholding Pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	74.8	74.8	74.8
DII	11.5	11.9	11.6
FII	9.4	8.1	7.1
Others	4.4	5.2	6.5

CMP: INR172

TP: INR190 (+10%)

Neutral

In-line revenue; low opex, provision drive earnings beat

NIMs improve 16bp QoQ to 2.80%

- Union Bank of India (UNBK) reported 1QFY27 PAT of INR53.3b (up 30% YoY/flat QoQ, 19% beat), led by lower opex intensity and lower-than-expected provisioning.
- NII improved by 10% YoY/7% QoQ to INR100.4b (in line), aided by strong NIMs (up 16bp QoQ to 2.80% vs. MOFSL of 2.60%). NIM refraction was largely on the back of lower cost of deposits.
- Loan book grew 13.3% YoY/1.8% QoQ to INR10.7t, while deposits declined 1.8% QoQ (up 3.5% YoY). This led to the CD ratio rising to 83.6%. Management aims to grow its loan book 1% higher than the system while improving the margin trajectory.
- Fresh slippages rose 3% QoQ to INR21.5b vs. INR21b in 4QFY26. GNPA/NNPA ratios improved 17bp/1bp QoQ to 2.65%/0.47%. PCR was stable QoQ at 82.8%.
- **We raise our estimates by 5% and project FY27E RoA/RoE at 1.3%/15.3%. Retain Neutral with a TP of INR190 (0.9x Mar'28E ABV).**

LCR improves to 123%; CD ratio rises to 83.6%

- UNBK reported 1QFY27 PAT of INR53.3b (30% YoY, 19% beat). NII improved by 10% YoY/7% QoQ, with NIMs improving by 16bp QoQ to 2.80% (MOFSL of 2.60%).
- Other income was down 15% QoQ (up 2.6% YoY) at INR46b amid healthy recoveries from NPAs and modest treasury profits.
- Opex declined 0.8% YoY/3.3% QoQ (6% lower than MOFSL). C/I ratio, thus, declined to 45.3% (vs. 46.3% in 4Q). PPoP improved 15.8% YoY (up 0.6% QoQ) to INR80.0b (10% beat on MOFSL).
- Advances growth was steady at 13.3% YoY/1.8% QoQ, led by strong growth in corporate (up 2.4% QoQ) and steady growth in the RAM segment (up 11.6% YoY/1.6% QoQ). Within retail, growth was led by VF (up 5.7% QoQ) and steady growth in housing (up 2.4% QoQ).
- Deposits grew 3.5% YoY/fell 1.8% QoQ to INR12.8t with a sharp drop in CA deposits. The CA book was down 12.0% QoQ (up 7.9% YoY), and the SA book was up 12.5% YoY/flat QoQ, leading to a stable CASA ratio of 35.1% (down 12bp QoQ). CD ratio picked up to 83.6% (up 296bp QoQ).
- Fresh slippages increased 3% QoQ to INR21.5b, while healthy recoveries and upgrades led to an improvement in the GNPA/NNPA ratios by 17bp/1bp QoQ to 2.65%/0.47%. PCR ratio was stable at 82.8%.
- The bank reported higher credit costs of 0.38% vs. 0.16% in 4QFY26 amid the creation of standard asset provisions of INR1b in 1Q. The bank expects additional ECL transition provisioning of INR60b, against which a management overlay of INR8b has already been made.

Nitin Aggarwal - Research Analyst (Nitin.Aggarwal@MotilalOswal.com) | **Dixit Sankharva** (Dixit.sankharva@MotilalOswal.com)

Research Analyst: Akshay Badlani (Akshay.Badlani@MotilalOswal.com) | **Devansh Jani** (Devansh.Jani@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

- Management expects further NIM improvement to be driven by a lower cost of funds while maintaining LDR and LCR at current levels.
- Under ECLGS, the bank expects cumulative disbursements of INR140-150b, of which INR100b has already been disbursed.
- The bank has mobilized USD106m of FCNR (B) deposits so far and targets USD1.5-2.0b (~ INR200b) in the current FCNR(B) window.
- The bank aims to reduce the bulk deposits as % of total deposits to 15% in the medium term from 19% currently.

Valuation and view

UNBK reported a steady quarter on the back of lower opex intensity and lower-than-expected provisioning, aided by NIM improvement. While loan growth was stable, deposit growth continued to lag loan growth, with the bank remaining cautious on bulk deposits, leading to an increase in LDR. Management has guided for loan growth to be 1% higher than systemic growth, with a continued focus on margin-accretive expansion. The bank has built a standard asset provision buffer of INR8b (including ~INR7b created in 4Q), while the estimated ECL transition impact stands at INR60b. Asset quality continued to improve overall, while credit costs normalized upward in 1Q. **We raise our estimates by 5% and project FY27E RoA/RoE at 1.3%/15.3%. We expect an 11.8% CAGR in loans over FY26-28. We reiterate our Neutral rating on the stock with a TP of INR190 (0.9x Mar'28E ABV).**

Quarterly Performance

(INR b)

	FY26				FY27E				FY26	FY27E	FY27E V/S our	
	1Q	2Q	3Q	4Q	1QE	2QE	3QE	4QE			1QE	Est
Interest Income	273.0	261.9	264.4	264.4	272.0	280.6	290.2	307.1	1,059.9	1,149.9	273	0%
Interest Expense	181.8	173.8	171.2	170.3	171.7	178.2	184.4	197.7	693.3	732.0	175	2%
Net Interest Income	91.1	88.1	93.3	94.1	100.4	102.3	105.9	109.4	366.6	417.9	98.2	2%
% Change (YoY)	-3.2	-2.6	0.9	-1.1	10.1	16.1	13.5	16.3	-1.5	14.0	7.8	
Other Income	44.9	50.0	45.4	54.1	46.0	48.2	50.0	55.9	194.3	200.2	44.7	3%
Total Income	136.0	138.1	138.7	148.2	146.4	150.6	155.9	165.2	560.9	618.1	142.9	2%
Operating Expenses	66.9	69.9	69.3	68.6	66.4	69.0	72.2	78.8	274.7	286.4	70.4	-6%
Operating Profit	69.1	68.1	69.4	79.6	80.0	81.5	83.7	86.4	286.2	331.7	72.5	10%
% Change (YoY)	-11.3	-16.0	-7.3	3.3	15.8	19.7	20.6	8.6	-7.9	15.9	4.9	
Provisions	16.6	14.0	3.2	10.5	9.8	13.7	15.7	16.9	44.4	56.1	13.9	-30%
Profit before Tax	52.4	54.2	66.2	69.0	70.2	67.8	68.0	69.5	241.8	275.6	58.5	20%
Tax	11.3	11.7	16.0	15.8	16.9	15.9	15.9	15.8	54.8	64.5	13.7	23%
Net Profit	41.2	42.5	50.2	53.2	53.3	51.9	52.1	53.7	187.0	211.1	44.8	19%
% Change (YoY)	11.9	-10.0	9.0	6.6	29.6	22.2	3.8	1.1	3.9	12.9	9.0	
Operating Parameters												
Deposit (INR b)	12,399	12,346	12,229	13,069	12,834	13,708	14,007	14,428	13,069	14,428	13,368	
Loan (INR b)	9,461	9,483	9,909	10,533	10,723	11,142	11,427	11,828	10,533	11,828	10,818	
Deposit Growth (%)	3.6	1.9	3.4	2.7	3.5	11.0	14.5	10.4	2.7	10.4	7.8	
Loan Growth (%)	7.7	5.7	7.7	10.5	13.3	17.5	15.3	12.3	10.5	12.3	14.3	
Asset Quality												
Gross NPA (%)	3.5	3.3	3.1	2.8	2.7	2.6	2.6	2.6	2.8	2.6	2.8	
Net NPA (%)	0.6	0.6	0.5	0.5	0.5	0.5	0.5	0.4	0.5	0.4	0.5	
PCR (%)	82.9	83.8	83.6	83.3	82.8	82.7	82.5	82.9	82.9	82.9	83.0	

E: MOFSL Estimates

Quarterly snapshot

INR b	FY26				FY27	Change (%)	
	1Q	2Q	3Q	4Q		YoY	QoQ
Profit and Loss							
Interest Income	273.0	261.9	264.4	264.4	272.0	0	3
Interest Expenses	181.8	173.8	171.2	170.3	171.7	-6	1
Net Interest Income	91.1	88.1	93.3	94.1	100.4	10	7
Other Income	44.9	50.0	45.4	54.1	46.0	3	-15
Trading profits	14.2	10.7	9.0	6.4	6.5	-55	1
Total Income	136.0	138.1	138.7	148.2	146.4	8	-1
Operating Expenses	66.9	69.9	69.3	68.6	66.4	-1	-3
Employee	39.5	39.1	40.1	34.2	38.2	-3	11
Others	27.4	30.9	29.2	34.4	28.2	3	-18
Operating Profits	69.1	68.1	69.4	79.6	80.0	16	1
Core Operating Profits	54.9	57.4	60.4	73.2	73.6	34	1
Provisions	16.6	14.0	3.2	10.5	9.8	-41	-7
PBT	52.4	54.2	66.2	69.0	70.2	34	2
Taxes	11.3	11.7	16.0	15.8	16.9	50	7
PAT	41.2	42.5	50.2	53.2	53.3	30	0
Balance Sheet (INR b)							
Loans	9,461	9,483	9,909	10,533	10,723	13	2
Deposits	12,399	12,346	12,229	13,069	12,834	4	-2
CASA Deposits	4,030	4,019	4,151	4,601	4,503	12	-2
- Savings	3,345	3,388	3,473	3,760	3,763	13	0
- Current	686	630	678	841	740	8	-12
Loan mix (INR b)							
Retail	2,290.4	2,385.1	2,455.4	2,530.8	2,566.5	12	1
Agri	1,716.1	1,684.1	1,752.9	1,833.9	1,831.8	7	0
MSME	1,444.4	1,474.0	1,562.0	1,620.1	1,682.6	16	4
Large Corporate & others	3,930.1	3,879.7	4,036.8	4,424.7	4,530.3	15	2
Loan mix (%)							
Retail	24.4	25.3	25.0	24.3	24.2	-23	-13
Agri	18.3	17.9	17.9	17.6	17.3	-103	-35
MSME	15.4	15.6	15.9	15.6	15.9	46	29
Large Corporate & others	41.9	41.2	41.2	42.5	42.7	80	19
Asset Quality (INR b)							
GNPA	343.1	320.9	311.2	304.0	290.9	-15	-4
NNPA	58.7	52.1	51.0	50.7	50.2	-15	-1
Asset Quality Ratios (%)	1Q	2Q	3Q	4Q	1Q	YoY (bp)	QoQ (bp)
GNPA	3.5	3.3	3.1	2.8	2.7	-87	-17
NNPA	0.6	0.6	0.5	0.5	0.5	-15	-1
PCR - (calc)	82.9	83.8	83.6	83.3	82.8	-13	-58
PCR (inc TWO)	94.7	95.1	95.1	95.0	95.1	40	2
Slippage Ratio	1.0	0.8	0.8	0.8	0.8	-16	-3
Business Ratios (%)							
CASA	32.5	32.6	34.0	35.2	35.1	258	-11
Loan/Deposit	76.3	76.8	81.0	80.6	83.6	725	296
Other Income/Total Income	33.0	36.2	32.7	36.5	31.4	-155	-508
Cost to Income	49.2	50.7	49.9	46.3	45.3	-386	-98
Cost to Asset	1.9	1.9	1.9	1.8	1.8	-10	-3
Tax Rate	21.5	21.6	24.2	23.0	24.1	255	111
Capitalisation Ratios (%)							
Tier-1	16.6	15.6	15.1	16.6	17.5	94	89
CET-1	15.3	14.4	13.9	15.7	16.4	108	69
Tier-2	1.7	1.5	1.4	1.5	0.9	-78	-53
CAR	18.3	17.1	16.5	18.1	18.5	16	36
RWA / Total Assets	47.8	50.2	51.5	49.6	52.0	425	241
LCR	131.7	127.3	123.6	113.8	121.3	-1,042	747
Profitability Ratios (%)							
Yield on Loans	8.5	8.3	8.3	8.0	7.9	-60	-8
Yield on Investments	6.9	6.8	6.8	6.8	6.8	-9	0
Cost of Deposits	5.5	5.5	5.3	5.2	5.1	-48	-18
Margins	2.76	2.67	2.76	2.64	2.80	4	16
Other Details							
Branches	8,649	8,655	8,671	8,697	8,700	51	3
ATMs	8,976	9,064	8,300	8,656	8,758	-218	102



Highlights from the management commentary

Opening remarks

- The RBI and the government have taken proactive measures to better navigate the macroeconomic headwinds.
- The bank remains resilient, supported by five strategic pillars: operational efficiency, asset quality, robust growth, profitability, customer centricity and ease of working for employees.
- Structural changes in technology and operations continue to improve productivity, while Project Muskan is delivering encouraging benefits.
- Management is confident of sustaining CASA through focused efforts.
- The bank continues to improve portfolio quality by increasing exposure to borrowers with higher CIBIL scores.
- Deposit mobilization remains comfortable, with CASA and retail term deposits being the primary focus areas.
- Management aims to improve NIMs going forward rather than merely defend margins.

Advances and deposits

- CD ratio has increased to 83.6% from 80.6% in 4QFY26.
- Average CASA balances of ~INR240b and retail term deposits of ~INR170b were maintained during the quarter.
- The bank consciously reduced bulk deposits by ~INR180-200b during the quarter. Bulk deposits stood at ~INR1.39t as of 1QFY27.
- Share of bulk deposits has reduced from 27% to 19% a year back.
- The bank has mobilized USD106m of FCNR (B) deposits so far and targets USD1.5-2.0b (around INR200b) during the FCNR(B) window. No leverage has been raised under the current FCNR(B) window.
- Planning to raise overseas borrowings of USD200-300m.
- Corporate sanctions worth ~INR1t remain pending disbursement.
- Agriculture and MSME advances are expected to grow by 18-20%, supported by various government schemes.
- Gold loan growth moderated due to the impact of ~INR25b related to tighter compliance after the revised RBI guidelines.
- The bank is currently a seller of IBPC assets and has no plans to purchase or take IBPC exposure.

Yields, costs, and margins

- The cost of deposits declined by 18bp during the quarter, with the shedding of bulk deposits.
- NIM improved to 2.80% from 2.64% in 4QFY26 largely on the back of lower cost of deposits.
- Tier-II bonds worth ~INR25b were raised at ~9%, temporarily increasing funding costs.
- Domestic yield on advances stood at 8.01%, while global yield on advances was 7.90%.
- Repricing toward higher-yielding domestic assets has supported margins, while overseas yields remain relatively volatile.
- Management believes yields on advances have bottomed out.

Other income and opex

- PSLC income stood at INR2.17b during the quarter.
- SMF business is not dependent on the agriculture gold loan portfolio.
- Interest income on income-tax refunds was INR5.32b in 1QFY27 compared with INR5.62b in 4QFY26.

Asset quality

- MSME stress persists but remains manageable, supported by government guarantee schemes. Stress is largely confined to lower-ticket MSME accounts.
- Recovery quartering 4Q was aided by one large security receipt (SC) recovery, while current recoveries in 1Q are largely through one-time settlements (OTS).
- Slippages remain well contained, with recoveries continuing to exceed fresh slippages.
- Under ECLGS, the bank expects cumulative disbursements of INR140-150b, of which INR100b has already been disbursed.
- Higher utilization of cash credit limits by corporates reflects liquidity management rather than stress.
- Around 140 MSME customer outreach programs were conducted across India to assess borrower-level stress and undertake corrective action.
- Do not expect any material impact from the Maharashtra farm loan waiver, as adequate provisions have already been made.

ECL provisioning

- Additional standard provisions of INR1b were created during the quarter.
- Total provisioning requirement under ECL is estimated at ~INR115b, of which INR55b has already been provided for and an overlay of INR8b has been created.
- Even if the full ECL transition impact is recognized in one year, CRAR is expected to remain comfortable at around 17.5%.
- SMA book declined by ~INR14b compared with Mar'26.

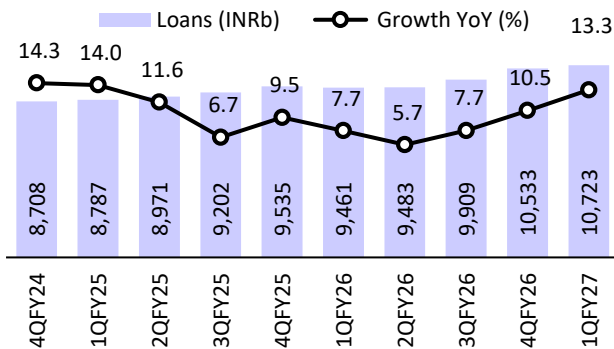
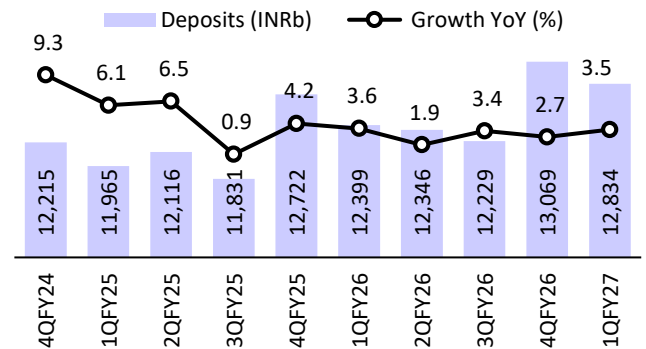
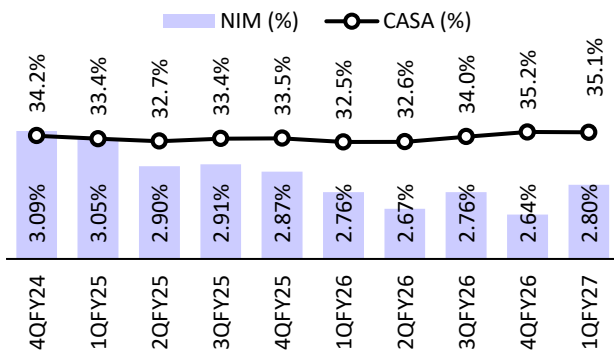
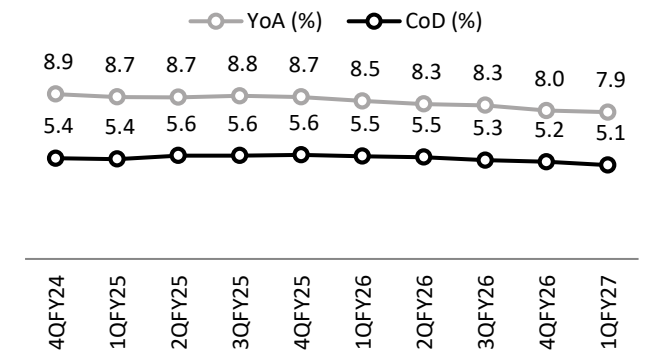
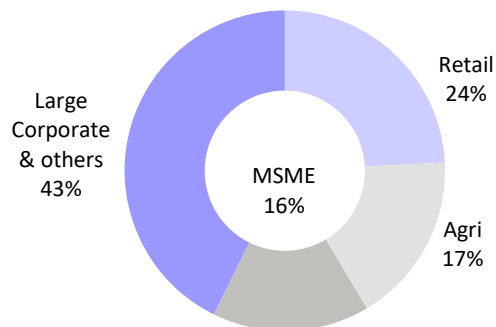
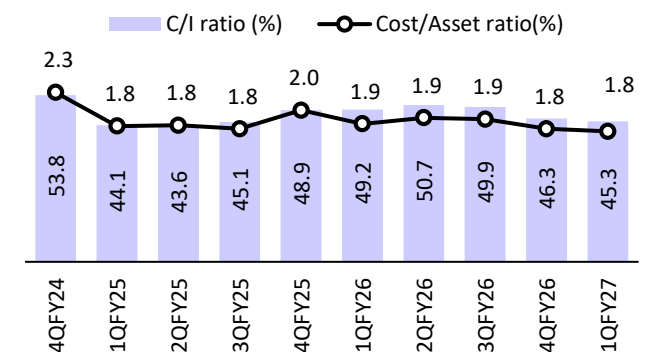
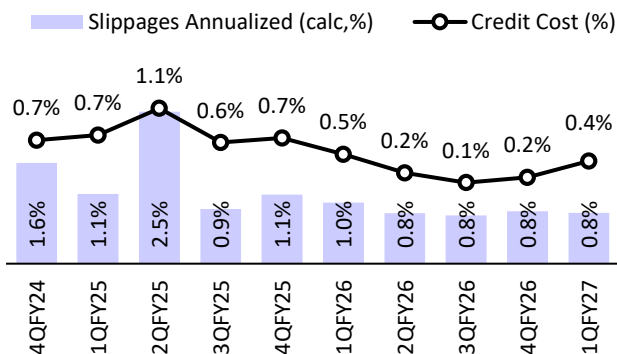
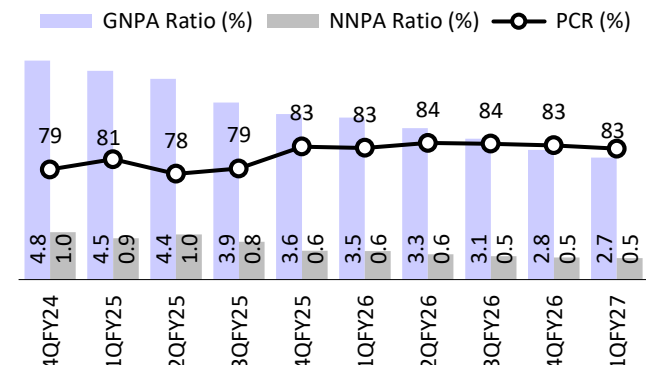
Miscellaneous

- AFS reserve improved to negative INR3.46b from negative INR8.0b in the previous quarter.
- LCR remains comfortable at 121% against the board-approved threshold of 107%, providing a buffer of ~INR420b.
- Revised LCR guidelines have provided liquidity benefits of INR40-50b and improved LCR by around 2.5-3%.
- Lower run-off factors for society and trust deposits have aided liquidity metrics.

Guidance

- Management aims to grow advances at around 1% above industry growth.
- Deposit growth to be 100-200bp lower than credit growth.
- Loan mix expected to be at 58%/42% for RAM/corporate segments.
- CD ratio is expected to remain comfortable in the 84-85% range.
- CASA balances are expected to be sustained at the current levels or marginally improve.
- Aims to reduce bulk deposits to 15% of overall mix.
- Management expects further NIM improvement to be driven by a lower cost of funds while maintaining comfortable LDR and LCR levels.

Story in charts

Exhibit 1: Loans grew 13.3% YoY (1.8% QoQ) to INR13.3t

Exhibit 2: Deposits up 3.5% YoY (down 1.8% QoQ) to INR12.8t

Exhibit 3: NIMs improved 16bp QoQ to 2.80%; CASA was flat at 35.1%

Exhibit 4: YoA declined 8bp QoQ to 7.90%; CoD declined by 18bp to 5.05%

Exhibit 5: Loan mix as a % of domestic advances - 1QFY27

Exhibit 6: C/I ratio declined 98bp QoQ to 45.3%

Exhibit 7: Credit costs inched up to 38bp in 1QFY27

Exhibit 8: GNPA/NNPA ratios improved 17bp/1bp QoQ


Source: MOFSL, Company

Source: MOFSL, Company

Valuation and view: Reiterate Neutral with a TP of INR190

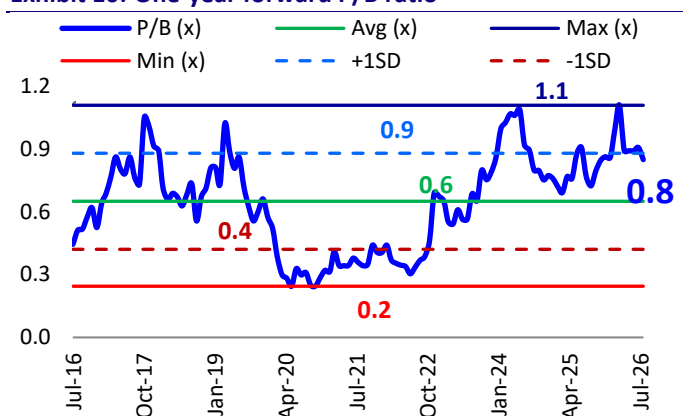
- UNBK reported a steady quarter on the back of lower opex intensity and lower-than-expected provisioning, aided by NIM improvement.
- While loan growth was stable, deposit growth continued to lag loan growth, with the bank remaining cautious on bulk deposits, leading to an increase in LDR.
- Management has guided for loan growth of 1% above systemic growth, with a continued focus on margin-accretive expansion.
- The bank has built a standard asset provision buffer of INR8b (including ~INR7b created in 4Q), while the estimated ECL transition impact stands at INR60b. Asset quality continued to improve overall, while credit costs normalized upward in 1Q.
- **We raise our estimates by 5% and project FY27E RoA/RoE at 1.3%/15.3%. We expect an 11.8% CAGR in loans over FY26-28. We reiterate our Neutral rating on the stock with a TP of INR190 (0.9x Mar'28E ABV).**

Exhibit 9: Summary of our earnings estimates

INR B	Old Est		Rev Est		Change %/bps	
	FY27	FY28	FY27	FY28	FY27	FY28
Net Interest Income	412.0	455.1	417.9	462.6	1.4	1.7
Other Income	202.1	223.3	200.2	221.2	-1.0	-1.0
Total Income	614.1	678.5	618.1	683.8	0.7	0.8
Operating Expenses	293.3	319.8	286.4	312.3	-2.4	-2.4
Operating Profits	320.8	358.6	331.7	371.6	3.4	3.6
Provisions	58.0	74.5	56.1	73.3	-3.2	-1.7
PBT	262.8	284.1	275.6	298.3	4.9	5.0
Tax	61.5	66.5	64.5	69.8	4.9	5.0
PAT	201.3	217.6	211.1	228.5	4.9	5.0
Loans	11,828	13,177	11,828	13,177	0.0	0.0
Deposits	14,428	15,943	14,428	15,943	0.0	0.0
Margins (%)	2.69	2.73	2.73	2.78	4	5
RoA (%)	1.22	1.20	1.28	1.26	6	6
RoE (%)	15.5	14.7	16.2	15.3	69	58
BV	185	209	187	212	0.7	1.3
ABV	180	202	181	205	0.8	1.3
EPS	26	29	28	30	4.9	5.0

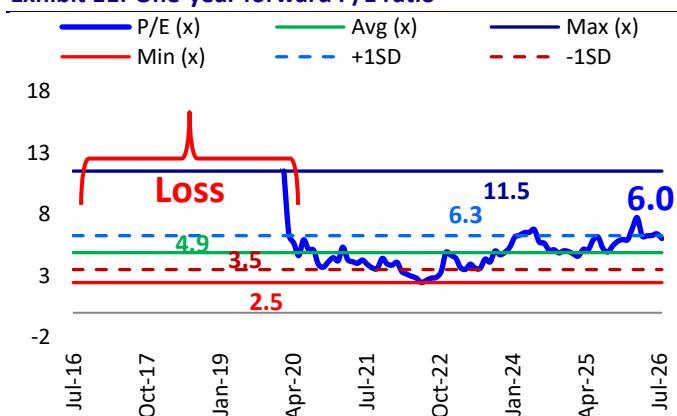
Source: MOFSL, Company

Exhibit 10: One-year forward P/B ratio



Source: MOFSL, Company

Exhibit 11: One-year forward P/E ratio



Source: MOFSL, Company

Exhibit 12: DuPont Analysis

Y/E MARCH (%)	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Interest Income	6.01	6.54	7.47	7.32	6.91	6.98	6.94
Interest Expense	3.55	3.89	4.73	4.75	4.52	4.44	4.39
Net Interest Income	2.46	2.65	2.74	2.57	2.39	2.54	2.55
Fee income	0.82	1.10	1.06	1.14	1.07	1.01	0.99
Trading and others	0.29	0.09	0.14	0.23	0.19	0.20	0.22
Non-Interest Income	1.11	1.19	1.20	1.37	1.27	1.22	1.22
Total Income	3.57	3.84	3.94	3.94	3.66	3.75	3.77
Operating Expenses	1.63	1.78	1.83	1.79	1.79	1.74	1.72
Employees	0.90	1.00	1.08	1.01	1.00	0.97	0.97
Others	0.74	0.77	0.75	0.78	0.79	0.76	0.75
Operating Profits	1.94	2.06	2.11	2.15	1.86	2.01	2.05
Core Operating Profits	1.64	1.98	1.97	1.92	1.67	1.81	1.82
Provisions	1.18	1.08	0.51	0.53	0.29	0.34	0.40
PBT	0.76	0.98	1.60	1.62	1.58	1.67	1.64
Tax	0.30	0.30	0.58	0.38	0.36	0.39	0.38
RoA	0.46	0.68	1.02	1.24	1.22	1.28	1.26
Leverage (x)	18.02	17.88	16.34	14.54	13.40	12.62	12.18
RoE	8.34	12.22	16.69	18.09	16.32	16.18	15.33

Financials and valuations

Income Statement

(INRb)

Y/E March	FY23	FY24	FY25	FY26	FY27E	FY28E
Interest Income	807.4	997.8	1,059.1	1,059.9	1,149.9	1,259.1
Interest Expense	479.8	632.1	687.0	693.3	732.0	796.5
Net Interest Income	327.7	365.7	372.1	366.6	417.9	462.6
- growth (%)	17.9	11.6	1.8	-1.5	14.0	10.7
Non-Interest Income	146.3	160.8	198.1	194.3	200.2	221.2
Total Income	474.0	526.5	570.3	560.9	618.1	683.8
- growth (%)	17.6	11.1	8.3	-1.6	10.2	10.6
Operating Expenses	219.3	244.4	259.4	274.7	286.4	312.3
Pre Provision Profits	254.7	282.1	310.9	286.2	331.7	371.6
- growth (%)	16.4	10.8	10.2	-7.9	15.9	12.0
Core PPP	243.8	262.8	278.1	256.7	298.2	330.9
- growth (%)	31.3	7.8	5.8	-7.7	16.2	11.0
Provisions (excl tax)	133.3	67.8	76.1	44.4	56.1	73.3
PBT	121.4	214.3	234.8	241.8	275.6	298.3
Tax	37.0	77.8	54.9	54.8	64.5	69.8
Tax Rate (%)	30.5	36.3	23.4	22.7	23.4	23.4
PAT	84.3	136.5	179.9	187.0	211.1	228.5
- growth (%)	61.2	61.8	31.8	3.9	12.9	8.3

Balance Sheet

Y/E March	FY23	FY24	FY25	FY26	FY27E	FY28E
Equity Share Capital	68.3	76.3	76.3	76.3	76.3	76.3
Reserves & Surplus	715.0	893.4	1,053.4	1,209.4	1,387.2	1,581.4
Net Worth	783.3	969.7	1,129.8	1,285.7	1,463.5	1,657.7
Deposits	11,177.2	12,215.3	12,722.5	13,068.9	14,428.1	15,943.0
- growth (%)	8.3	9.3	4.2	2.7	10.4	10.5
- CASA Dep	3,940.6	4,101.3	4,263.3	4,600.8	4,948.8	5,468.5
- growth (%)	4.5	4.1	3.9	7.9	7.6	10.5
Borrowings	431.4	269.5	648.4	771.9	714.8	748.1
Other Liabilities & Prov.	415.6	465.1	497.9	567.0	635.0	711.2
Total Liabilities	12,807.5	13,919.6	14,998.6	15,693.5	17,241.5	19,060.0
Current Assets	1,121.5	1,193.0	1,308.4	957.0	605.7	734.4
Investments	3,393.0	3,379.0	3,543.8	3,302.4	3,401.4	3,571.5
- growth (%)	-2.6	-0.4	4.9	-6.8	3.0	5.0
Loans	7,618.5	8,707.8	9,535.1	10,532.8	11,828.3	13,176.7
- growth (%)	15.3	14.3	9.5	10.5	12.3	11.4
Fixed Assets	88.3	92.2	97.8	116.1	106.8	112.1
Other Assets	586.3	547.5	513.4	785.3	1,299.3	1,465.3
Total Assets	12,807.5	13,919.6	14,998.6	15,693.5	17,241.5	19,060.0

Asset Quality

GNPA	609.9	431.0	353.5	304.0	309.5	335.8
NNPA	133.6	93.1	59.7	52.0	52.9	66.8
Slippages	125.2	118.8	120.7	84.5	145.3	156.3
GNPA Ratio (%)	7.53	4.76	3.60	2.82	2.56	2.50
NNPA Ratio (%)	1.75	1.07	0.63	0.49	0.45	0.51
Slippage Ratio (%)	1.76	1.45	1.32	1.30	1.30	1.25
Credit Cost (%)	1.87	0.83	0.83	0.44	0.45	0.55
PCR (Excl Tech. write off) (%)	78.1	78.4	83.1	82.9	82.9	80.1

E: MOFSL Estimates

Financials and valuations

Ratios

Y/E March	FY23	FY24	FY25	FY26	FY27E	FY28E
Yield and Cost Ratios (%)						
Avg. Yield-Earning Assets	6.9	7.9	7.7	7.3	7.5	7.6
Avg. Yield on loans	8.0	8.8	8.7	8.0	8.0	8.1
Avg. Yield on Investments	6.3	6.7	6.8	6.6	6.6	6.6
Avg. Cost-Int. Bear. Liab.	4.3	5.2	5.3	5.1	5.1	5.0
Avg. Cost of Deposits	4.1	5.0	5.2	5.1	5.0	4.9
Interest Spread	2.6	2.6	2.3	2.2	2.5	2.6
Net Interest Margin	2.8	2.9	2.7	2.5	2.7	2.8

Capitalisation Ratios (%)

CAR	16.0	17.0	18.0	18.1	18.1	17.9
Tier I	13.9	15.0	16.3	16.6	16.8	16.8
CET-1	12.4	13.7	15.0	15.7	15.8	15.9
Tier II	2.1	2.0	1.8	1.5	1.3	1.1

Business and Efficiency Ratios (%)

Loans/Deposit Ratio	68.2	71.3	74.9	80.6	82.0	82.6
CASA Ratio	35.3	33.6	33.5	35.2	34.3	34.3
Cost/Assets	1.7	1.8	1.7	1.8	1.7	1.6
Cost/Total Income	46.3	46.4	45.5	49.0	46.3	45.7
Cost/ Core Income	-2.1	-1.3	-0.8	-0.9	-0.9	-0.8
Int. Expense/Int.Income	59.4	63.3	64.9	65.4	63.7	63.3
Fee Income/Total Income	28.6	26.9	29.0	29.4	27.0	26.4
Non Int. Inc.Total Income	30.9	30.5	34.7	34.6	32.4	32.3
Empl. Cost/Total Expense	56.5	58.8	56.6	55.7	56.1	56.2

Efficiency Ratios (%)

Employee per branch (in nos)	8.8	9.0	8.6	8.5	8.5	8.5
Staff cost per employee (INR m)	1.6	1.9	2.0	2.1	2.2	2.3
CASA per branch (INR m)	459.4	484.6	494.5	529.0	563.4	616.4
Deposits per branch (INR m)	1,303.2	1,443.2	1,475.8	1,502.7	1,642.5	1,797.0
Business per Employee (INR m)	248.6	275.8	301.2	319.4	351.8	386.4
Profit per Employee (INR m)	1.1	1.8	2.4	2.5	2.8	3.0

Profitability Ratios and Valuation (%)

RoE	12.2	16.7	18.1	16.3	16.2	15.3
RoA	0.7	1.0	1.2	1.2	1.3	1.3
RoRWA	1.4	2.0	2.5	2.4	2.5	2.3
Book Value (INR)	110	123	144	163	187	212
- growth (%)	10.3	12.1	17.2	13.4	14.3	13.6
Price-BV (x)	1.6	1.4	1.2	1.1	0.9	0.8
Adjusted BV (INR)	94	112	136	158	181	205
Price-ABV (x)	1.8	1.5	1.3	1.1	1.0	0.8
EPS (INR)	12.3	18.9	23.6	24.5	27.7	29.9
- growth (%)	56.1	52.9	24.9	3.9	12.9	8.3
Price-Earnings (x)	13.9	9.1	7.3	7.0	6.2	5.7
Dividend Per Share (INR)	3.0	3.6	4.8	4.7	4.5	4.5
Dividend Yield (%)	1.7	2.1	2.8	2.8	2.6	2.6

E: MOFSL Estimates

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	$\geq 15\%$
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 be 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 and BSE enlistment no. 5028. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL 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 Commodity 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 and is a member of Association of Portfolio Managers in India (APMI) for distribution of PMS products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.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 service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>. As per Regulatory requirements, Research Audit Report is uploaded on www.motilaloswal.com > MOFSL-Important Links > MOFSL Research Analyst Compliance Audit Report.

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") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore. This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL.

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to grievances@motilaloswal.com.

Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

Contact: (+65) 8328 0276

Specific Disclosures

- Research Analyst and/or his/her relatives do not have a financial interest in the subject company(ies), as they do not have equity holdings in the subject company(ies). MOFSL has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of the Research Report: Yes.
Nature of Financial interest is holding equity shares or derivatives of the subject company
- Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.
MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report: No
- Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months.
MOFSL may have received compensation from the subject company(ies) in the past 12 months.
- Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report.
MOFSL does not have material conflict of interest in the subject company at the time of publication of research report.
- Research Analyst has not served as an officer, director or employee of subject company(ies).
- 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(ies) in the past 12 months.
- MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.
- MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
- 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 at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
- received compensation/other benefits from the subject company in the past 12 months
- 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.
- 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.
- Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

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.

This report is meant for the clients of Motilal Oswal only.

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

Registration granted by SEBI, enlistment as RA with Exchange and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@motilaloswal.com

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412, BSE enlistment no. 5028, AMFI registered Mutual Fund Distributor and SIF Distributor: ARN : 146822. IRDA Corporate Agent – CA0579, APMI: APRN00233. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.