

Credit cost improves, but revenue growth challenges persist

BFSI - NBFCs ▶ Result Update ▶ July 27, 2026

CMP (Rs): 619 | TP (Rs): 750

Sharp improvement in credit cost to 6.8% (vs 8.1% in 4QFY26 and 10.3% in 1QFY26) led to SBICARD delivering an impressive 20% yoy growth in PAT to Rs6.64bn. However, PPOP at Rs18.4bn was down 12% yoy and 3% qoq, as AUM growth remained anemic at 3% yoy and revolver rates stable at 22%; the quality of spends growth remained poor with corporate card spends growth (+125% YoY) driving a large part of the spends growth. Overall, asset quality pain seems to be gradually resolving, albeit leading to challenges on the revenue growth front due to a combination of spending mix (retail vs corporate) moderating revolver rates and EMI in the asset mix. Factoring in the slower NII and spend based revenue growth, partly compensated by cut in credit cost estimates, we cut FY27-29E EPS by ~5-7% and Jun-27E TP by ~12% to Rs750 from Rs850 (Mar-27E), valuing the company at FY28E PER of 22x. We retain BUY on the stock, as we believe the moderated valuation multiples and easing asset quality challenges will support a re-rating.

Healthy spends growth; AUM growth improves

SBIC's new card additions improved to 1.02mn after being range-bound at ~0.9mn in recent quarters, while net card additions increased to ~0.5mn vs ~0.3mn qoq. The overall cards-in-force (CIF) base grew 6.6% yoy to 22.6mn. Spends growth remained healthy at 27% yoy/3% qoq driven by corporate spends, which increased 125% yoy and declined 4% qoq, while retail spends growth improved 14% yoy/5% qoq. Increase in EMI contribution, along with a stable revolver portfolio, supported receivables/AUM growth of 2.9% yoy/2.4% qoq, albeit remains anemic. Management believes revolver rates will be broadly stable, though with a marginal downward bias, while it expects receivable growth to accelerate in 2HFY27, on higher customer acquisition and festive season demand.

Asset quality improvements continue; revenue growth drivers in slow mode

With the sustained easing in incremental stress flow, SBIC's GS3 ratio improved sequentially to 2.04% (vs 2.41% in 4QFY26), while GS2 improved to 3.6% (vs 3.7% in 4QFY26). This, along with lower write-offs, led to a sharp moderation in overall credit costs to 6.5% in 1Q vs 7.7% in 4Q. The management expects asset quality and credit costs to improve further in FY27, while remaining watchful for potential disruptions from the ongoing West Asia conflict.

We retain BUY, on valuation and easing in credit costs

To reflect the 1Q developments and management commentary, we change our FY27-29 estimates; this leads to: 1) ~2-3% cut in net revenue; 2) ~4-8% cut in PPOP estimates; and 3) ~5-7% cut in EPS estimates. We cut our Jun-27 TP by ~12% to Rs750 from Rs850 (Mar-27E), valuing the stock at Jun-28E PER of 21x, as we believe moderation in earnings growth and ROE warrants multiple compression. We retain BUY, as moderation in valuation multiples and easing of credit costs are likely to support a re-rating. Key risks: slower-than-expected growth, deterioration in asset quality, and attrition among KMPs.

Target Price – 12M	Jun-27
Change in TP (%)	(11.8)
Current Reco.	BUY
Previous Reco.	BUY
Upside/(Downside) (%)	21.2

Stock Data	SBICARD IN
52-week High (Rs)	965
52-week Low (Rs)	565
Shares outstanding (mn)	951.6
Market-cap (Rs bn)	589
Market-cap (USD mn)	6,097
Net-debt, FY27E (Rs mn)	NA
ADTV-3M (mn shares)	1.6
ADTV-3M (Rs mn)	1,024.5
ADTV-3M (USD mn)	10.6
Free float (%)	31.4
Nifty-50	23,767.4
INR/USD	96.6

Shareholding, Jun-26

Promoters (%)	68.9
FPIs/MFs (%)	9.0/18.1

Price Performance

(%)	1M	3M	12M
Absolute	1.8	(7.7)	(30.1)
Rel. to Nifty	2.9	(7.2)	(26.3)

1-Year share price trend (Rs)



SBI Cards: Financial Snapshot (Standalone)

Y/E Mar (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
Net profits	19,164	21,667	25,598	31,851	39,229
AUM growth (%)	9.5	1.8	7.9	12.0	15.1
NII growth (%)	15.7	10.7	(4.0)	14.3	17.1
NIMs (%)	10.6	10.9	10.0	10.3	10.6
PPOP growth (%)	14.3	5.7	(2.8)	15.0	15.9
Adj. EPS (Rs)	20.1	22.8	26.9	33.5	41.2
Adj. EPS growth (%)	(20.6)	13.0	18.1	24.4	23.2
Adj. BV (INR)	138.9	160.8	184.1	213.4	249.2
Adj. BVPS growth (%)	13.1	15.7	14.5	15.9	16.7
RoA (%)	3.1	3.3	3.7	4.1	4.5
RoE (%)	14.8	14.7	15.2	16.5	17.5
P/E (x)	30.7	27.2	23.0	18.5	15.0
P/ABV (x)	4.5	3.8	3.4	2.9	2.5

Source: Company, Emkay Research

Avinash Singh

 avinash.singh@emkayglobal.com
 +91-22-66121327

Nikhil Vaishnav

 nikhil.vaishnav@emkayglobal.com
 +91-22-66242485

Aman Mehta

 aman.mehta@emkayglobal.com
 +91-22-66121275

Key concall takeaways

Portfolio performance

- SBI Cards maintains a strong leadership position, with 18.6% market share in cards-in-force and 19.5% market share in card spends.
- Management expects receivable growth to accelerate in 2HFY27, supported by higher new customer acquisitions and seasonal demand during the festive quarter.
- Management remains confident of achieving its medium-term RoA guidance of 4.0–4.5%, supported by improving earnings stability and sustained profitability.
- Customer acquisition will be driven by an expanded bancassurance/bank partnership channel and digital sourcing, with focus on acquiring premium customers with high spending potential and strong credit profiles. The company will continue to strengthen its diversified product portfolio, expanding core and co-branded credit card offerings.
- The co-branded BPCL SBI Card crossed the 5mn milestone, making it one of the largest fuel co-branded credit card partnerships in India.
- Business growth remained healthy, with cards-in-force increasing 7% yoy to 22.6mn, while the company added over 1mn new accounts during 1QFY27, reflecting 17% yoy growth, in line with its strategic roadmap.
- The management expects revolver rates to be stable, as the company has witnessed a slight downward bias on these rates; however, the rates will track a similar range ahead. The gradual shift toward EMI products has contributed to the recent moderation in revolver rates, in line with management expectations.
- While some customers may migrate from revolving balances to personal loans, the management believes this does not diminish the overall growth opportunity, given the large untapped customer base and significant headroom for credit penetration.
- Management highlighted strong momentum in card acquisitions, supported by ongoing business initiatives and growth in the EMI portfolio, which are expected to drive revenue growth going forward. Further, given that the festive season is approaching, the EMI portfolio will see an uptick going forward.
- Management continues to focus on its "spend-to-lend" strategy, encouraging customers to convert card spends into EMI transactions either at the point of sale or post-purchase. The company has strengthened its EMI ecosystem over the past 2Y through partnerships with leading OEMs, enabling attractive EMI offerings across offline and online channels.
- SBI Cards has also expanded collaborations with payment gateways and intermediaries, improving transaction processing and facilitating seamless EMI conversions. These initiatives are expected to support higher EMI penetration, improve customer engagement, and drive growth in interest-earning assets.
- Management indicated that while some existing customers continue to avail personal loans on credit cards, the company is currently not offering the product to new customers and may revisit the strategy in the future.
- The company aims for corporate spends to be ~20% or below the overall spends vs the industry range of 20-25%.

NIM

- Despite interest rate volatility during 4QFY26 and 1QFY27, the average cost of funds was stable at 6.6% in 1QFY27. However, the management expects funding costs to gradually increase in line with the prevailing market rates, while NIM would maintain current levels.

Asset quality

- The asset mix has improved significantly, with Stage-2 and Stage-3 assets declining to their lowest levels since the Covid period, highlighting better portfolio quality.

- Annual review of the ECL model was completed in 1QFY27, resulting in the utilization of Rs1.80bn from the Rs2.20bn management overlay carried in the previous quarter.
- Improvement in the portfolio mix enabled a provision write-back of Rs650mn during the quarter. However, the company carried a Rs700mn management overlay as a prudent buffer against ongoing geopolitical and macroeconomic uncertainties.
- Management has not observed any material impact from the Middle East conflict, on portfolio performance so far, but continues to monitor the situation closely. Given its unsecured lending portfolio, the company remains vigilant and is prepared to take timely corrective actions should any signs of stress emerge.
- Management remains watchful of external risks, particularly the potential second-order impact of higher fuel prices, inflation, and geopolitical developments on customer cash flows and repayment behaviour.
- The company expects gross credit costs to track the current guided range, barring any material impact from the Middle East conflict. The overall portfolio remains resilient, with no specific customer cohort currently showing any material signs of stress.

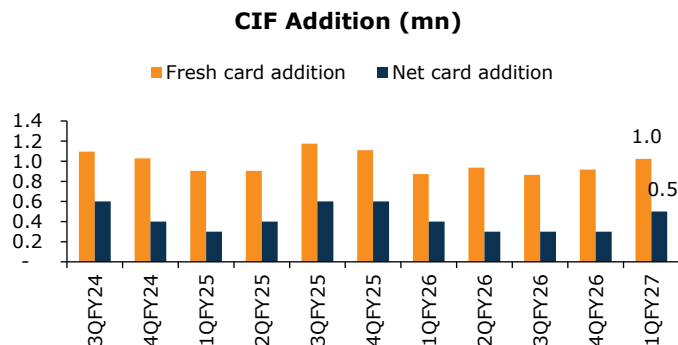
Other highlights

- Management remains confident of achieving its medium-term RoA guidance of 4.0–4.5%, supported by improving earnings stability and sustained profitability.
- Improved data visibility has strengthened the company's ability to optimize credit limits based on customer risk profiles and spending behaviour. The company has been rationalizing credit limits, increasing limits for eligible customers after adopting a relatively conservative approach during the recent challenging credit cycle.

This report is intended for Team White Marquee Solutions (team.emkay@whitemarquesolutions)

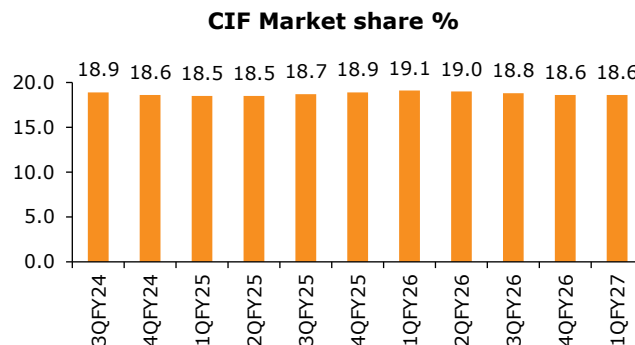
Story in charts

Exhibit 1: New card additions improved to 1.02mn...



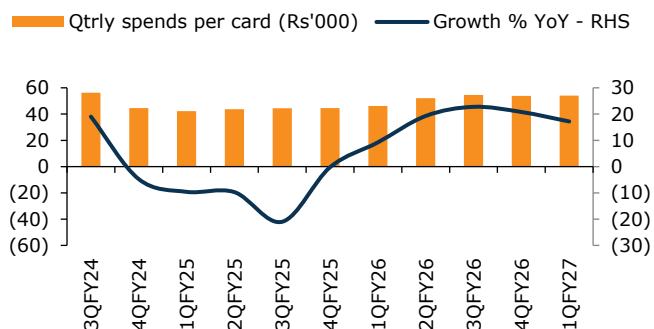
Source: Company, Emkay Research

Exhibit 2: ...resulting in a relatively stable CIF market share



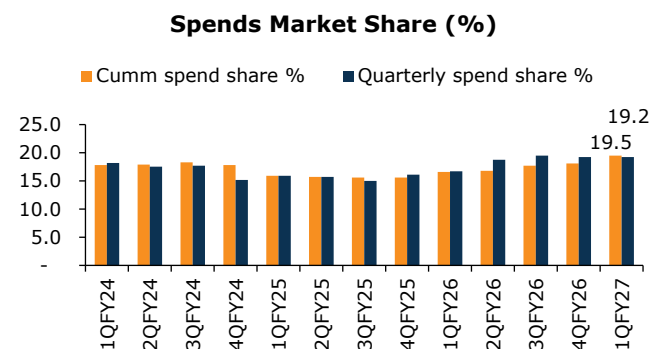
Source: Company, Emkay Research

Exhibit 3: Quarterly spends per card qoq decline marginally, owing to decline in corporate spends qoq while aided by retail spends...



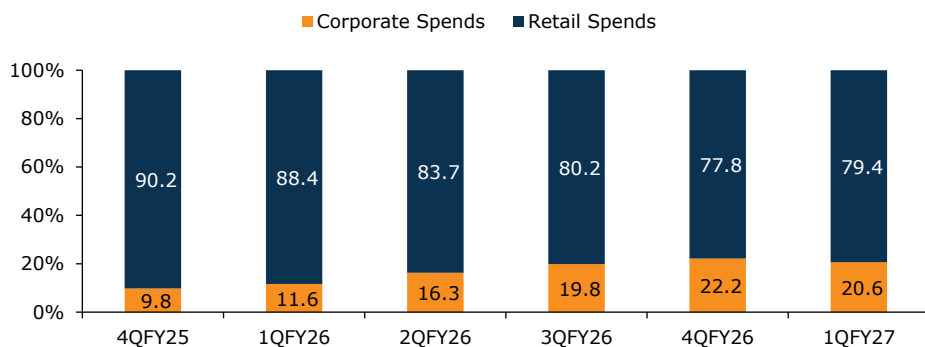
Source: Company, Emkay Research

Exhibit 4: ...resulting in stable spends market share



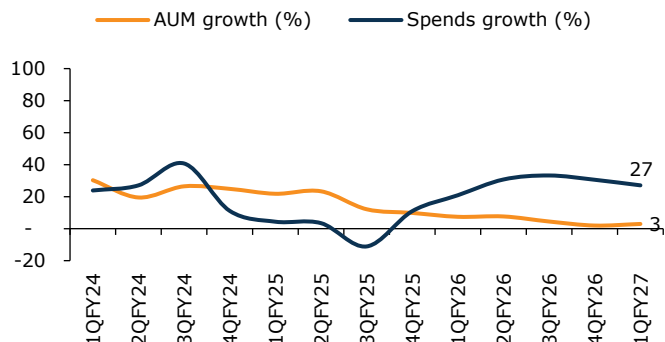
Source: Company, Emkay Research

Exhibit 5: Share of corporate spends declines qoq, while retail share improves qoq

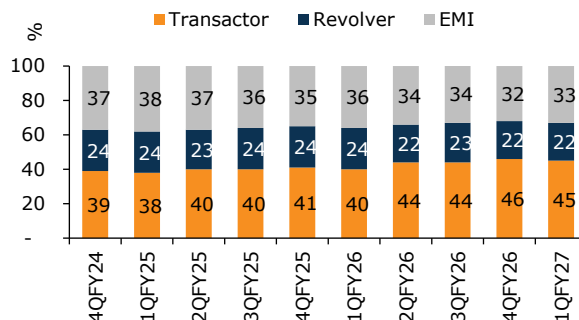


Source: Company, Emkay Research

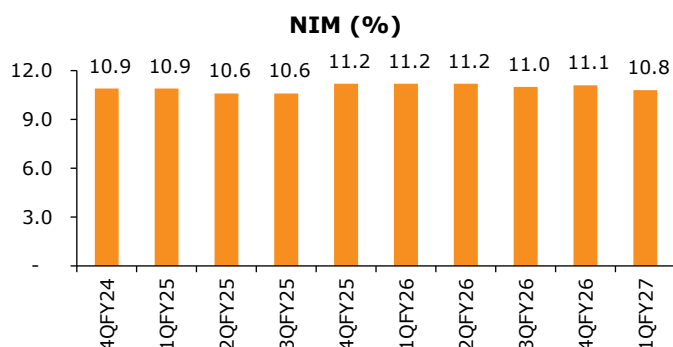
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Exhibit 6: Rising share of transactors and small-value spends leads to slower receivables and AUM growth...

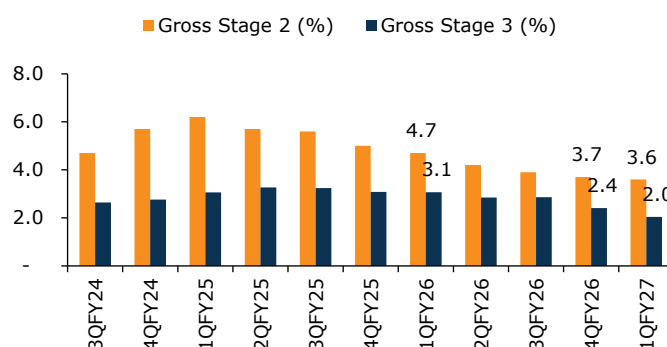
Source: Company, Emkay Research

Exhibit 7: ...leading to increase in the company's EMI share qoq to 33%

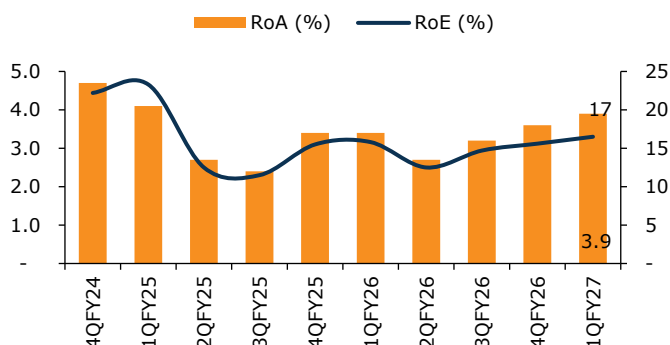
Source: Company, Emkay Research

Exhibit 8: NIM declines qoq owing to higher cost of funds and lower yields

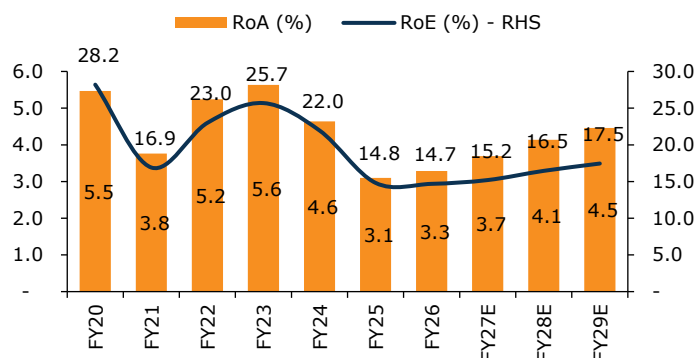
Source: Company, Emkay Research

Exhibit 9: The stress pool continues to ease, leading to improvement in asset quality

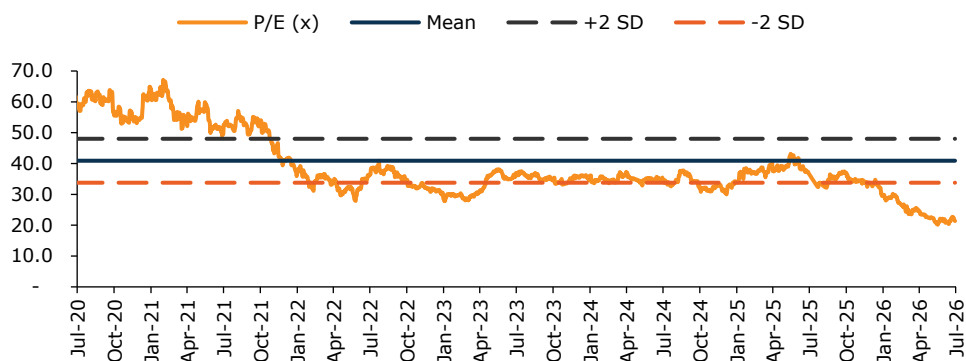
Source: Company, Emkay Research

Exhibit 10: Higher net income, coupled with lower provisions, leads to increase in ROA

Source: Company, Emkay Research

Exhibit 11: We expect SBIC's ROA to improve over FY27-29E, as growth, margins, and LLP improve

Source: Emkay Research

Exhibit 12: The stock currently trades at ~21x 1YF PER, below its -2 SD level

Source: Bloomberg, Emkay Research

Exhibit 13: Actuals vs estimates (1QFY27)

(Rs mn)	Actuals	Estimates		Variation		Comments
		Emkay	Consensus	Emkay	Consensus	
Net income	44,734	45,878	46,707	-2%	-4%	Lower NII and stable other income led to a miss
PPOP	19,127	20,419	19,886	-6%	-4%	Lower net income coupled with stable opex led to a miss
PAT	6,093	6,217	6,058	-2%	1%	Lower PPOP led to a miss

Source: Emkay Research

Exhibit 14: Quarterly summary

(Rs mn)	1QFY26	2QFY26	3QFY26	4QFY26	1QFY27	yoy (%)	qoq (%)	FY26	FY27E	yoy (%)
Interest earned	24,932	24,899	25,364	23,818	24,206	-3	2	99,011	95,091	-4
Interest expense	8,128	7,601	7,851	7,136	7,445	-8	4	30,716	29,513	-4
Net interest income	16,803	17,298	17,513	16,681	16,761	0	0	68,296	65,578	-4
Non-interest income	25,422	26,466	28,170	28,053	27,847	10	-1	108,065	119,160	10
Operating Expenses	21,227	24,839	25,971	25,607	26,200	23	2	97,605	108,193	11
PPoP	20,999	18,925	19,713	19,127	18,408	-12	-4	78,756	76,545	-3
Provision and contingencies	13,516	12,927	12,222	10,968	9,477	-30	-14	49,624	42,185	-15
PBT	7,484	5,998	7,491	8,159	8,931	19	9	29,132	34,359	18
Income tax expense (gain)	1,924	1,550	1,925	2,066	2,287	19	11	7,465	8,762	17
Net profit/(loss)	5,560	4,448	5,566	6,093	6,644	20	9	21,667	25,598	18
Gross NPA (%)	3.1	2.9	2.9	2.4	2.0	-103bps	-37bps	2.5	2.4	-7bps
Net NPA (%)	1.4	1.3	1.3	1.0	0.8	-59bps	-21bps	1.0	1.0	-7bps
CIF (mn)	21.2	21.5	21.8	22.1	22.6	7	2	22.1	23.6	7
Spends (Rs bn)	932.4	1,070.6	1,147.0	1,153.5	1,184.8	27	3	4,304	5,099	18
Net advances (Rs bn)	546.3	578.6	552.2	549.8	563.9	3	3	549.8	593.0	7.9
ROA - annualized (%)	3.4	2.7	3.2	3.6	3.9	50bps	30bps	3.3	3.7	41bps
ROE - annualized (%)	15.8	12.5	14.7	15.6	16.5	70bps	90bps	14.7	15.2	52bps

Source: Company, Emkay Research

This report is intended for Team White Marquee Solutions (team.emkay@whitemarquesolutions)

Exhibit 15: Revision in estimates

Y/E Mar (Rs mn)	FY27E			FY28E			FY29E		
	Earlier	Revised	Change	Earlier	Revised	Change	Earlier	Revised	Change
Net income	191,246	184,738	-3.4%	212,207	207,373	-2.3%	238,811	234,727	-1.7%
PPOP	83,052	76,545	-7.8%	92,882	88,048	-5.2%	106,144	102,061	-3.8%
PAT	27,040	25,598	-5.3%	34,048	31,851	-6.5%	42,271	39,229	-7.2%
EPS (Rs)	28.4	26.9	-5.3%	35.8	33.5	-6.5%	44.4	41.2	-7.2%
BV (Rs)	190.2	188.7	-0.8%	221.9	218.1	-1.7%	261.4	254.3	-2.7%

Source: Emkay Research

Exhibit 16: Key assumptions

(%)	FY26	FY27E	FY28E	FY29E
Loan growth	1.9	7.9	11.9	15.0
CIF growth	6.3	6.8	7.7	14.9
NIMs	10.9	10.0	10.3	10.6
GNPA	2.5	2.4	2.4	2.4
Credit cost	9.0	7.3	7.1	6.8

Source: Emkay Research

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SBI Cards: Standalone Financials and Valuations

Profit & Loss					
Y/E Mar (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
Interest Income	93,473	99,011	95,091	106,544	123,352
Interest Expense	31,784	30,716	29,513	31,600	35,585
Net interest income	61,689	68,296	65,578	74,944	87,767
NII growth (%)	15.7	10.7	(4.0)	14.3	17.1
Non interest income	92,898	108,065	119,160	132,429	146,961
Total income	154,588	176,360	184,738	207,373	234,727
Operating expenses	80,066	97,605	108,193	119,325	132,666
PPOP	74,522	78,756	76,545	88,048	102,061
PPOP growth (%)	14.3	5.7	(2.8)	15.0	15.9
Provisions & contingencies	48,715	49,624	42,185	45,295	49,405
PBT	25,807	29,132	34,359	42,753	52,656
Extraordinary items	-	-	-	-	-
Tax expense	6,643	7,465	8,762	10,902	13,427
Minority interest	-	-	-	-	-
Income from JV/Associates	-	-	-	-	-
Reported PAT	19,164	21,667	25,598	31,851	39,229
PAT growth (%)	(20.4)	13.1	18.1	24.4	23.2
Adjusted PAT	19,164	21,667	25,598	31,851	39,229
Diluted EPS (Rs)	20.1	22.8	26.9	33.5	41.2
Diluted EPS growth (%)	(20.6)	13.0	18.1	24.4	23.2
DPS (Rs)	2.5	2.5	3.5	4.0	5.0
Dividend payout (%)	12.4	11.0	13.0	12.0	12.1
Effective tax rate (%)	25.7	25.6	25.5	25.5	25.5
Net interest margins (%)	10.6	10.9	10.0	10.3	10.6
Cost-income ratio (%)	51.8	55.3	58.6	57.5	56.5
PAT/PPOP (%)	25.7	27.5	33.4	36.2	38.4
Shares outstanding (mn)	951.4	951.6	951.6	951.6	951.6

Source: Company, Emkay Research

Asset quality and other metrics					
Y/E Mar (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
Asset quality					
GNPL - Stage 3	15,989	13,719	14,381	16,149	18,863
NNPL - Stage 3	7,579	5,718	5,752	5,975	6,602
GNPL ratio - Stage 3 (%)	2.9	2.5	2.4	2.4	2.4
NNPL ratio - Stage 3 (%)	1.4	1.0	1.0	0.9	0.9
ECL coverage - Stage 3 (%)	52.6	58.3	60.0	63.0	65.0
ECL coverage - 1 & 2 (%)	-	-	-	-	-
Gross slippage - Stage 3	50,462	39,049	33,092	35,365	38,772
Gross slippage ratio (%)	9.2	7.0	5.5	5.3	5.0
Write-off ratio (%)	0	0	0	0	0
Total credit costs (%)	9.3	9.0	7.3	7.1	6.8
NNPA to networth (%)	5.5	3.6	3.2	2.9	2.7
Capital adequacy					
Total CAR (%)	25.7	25.5	27.7	27.9	28.3
Tier-1 (%)	20.3	20.0	23.3	24.1	25.0
Miscellaneous					
Total income growth (%)	3.8	14.1	4.8	12.3	13.2
Opex growth (%)	(4.3)	21.9	10.8	10.3	11.2
PPOP margin (%)	14.2	14.2	13.2	13.8	14.1
Credit costs-to-PPOP (%)	65.4	63.0	55.1	51.4	48.4
Loan-to-Assets (%)	82.3	82.9	81.9	81.3	80.9
Yield on loans (%)	17.8	17.8	16.2	16.5	16.8
Cost of funds (%)	7.5	6.9	6.4	6.3	6.2
Spread (%)	10.3	10.9	9.7	10.2	10.6

Source: Company, Emkay Research

Balance Sheet					
Y/E Mar (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
Share capital	9,514	9,516	9,516	9,516	9,516
Reserves & surplus	128,304	147,739	170,006	198,051	232,522
Net worth	137,817	157,255	179,522	207,567	242,038
Borrowings	449,466	440,637	475,376	527,909	611,512
Other liabilities & prov.	68,175	65,386	67,378	77,109	83,058
Total liabilities & equity	655,458	663,278	723,719	816,225	943,290
Net loans	539,346	549,844	593,036	663,441	763,180
Investments	62,351	63,737	71,704	78,875	88,340
Cash, other balances	27,382	23,198	26,146	31,675	39,748
Interest earning assets	629,079	636,779	690,886	773,991	891,268
Fixed assets	3,303	2,311	2,877	5,166	6,044
Other assets	23,076	24,188	29,956	37,069	45,977
Total assets	655,458	663,278	723,719	816,225	943,290
BVPS (Rs)	144.9	165.3	188.7	218.1	254.3
Adj. BVPS (INR)	138.9	160.8	184.1	213.4	249.2
Gross loans	547,756	557,844	601,664	673,615	775,441
Total AUM	547,756	557,844	601,664	673,615	775,441
On balance sheet	547,756	557,844	601,664	673,615	775,441
Off balance sheet	-	-	-	-	-
Disbursements	-	-	-	-	-
Disbursements growth (%)	0	0	0	0	0
Loan growth (%)	9.9	1.9	7.9	11.9	15.0
AUM growth (%)	9.5	1.8	7.9	12.0	15.1
Borrowings growth (%)	12.7	(2.0)	7.9	11.1	15.8
Book value growth (%)	14.0	14.1	14.2	15.6	16.6

Source: Company, Emkay Research

Valuations and key Ratios					
Y/E Mar	FY25	FY26	FY27E	FY28E	FY29E
P/E (x)	30.7	27.2	23.0	18.5	15.0
P/B (x)	4.3	3.7	3.3	2.8	2.4
P/ABV (x)	4.5	3.8	3.4	2.9	2.5
P/PPOP (x)	0.0	0.0	0.0	0.0	0.0
Dividend yield (%)	0.4	0.4	0.6	0.6	0.8
Dupont-RoE split (%)					
NII/avg AUM	10.0	10.4	9.5	9.7	10.0
Other income	15.0	16.4	17.2	17.2	16.7
Securitization income	14.1	15.5	16.4	16.6	16.2
Opex	12.9	14.8	15.6	15.5	15.1
Employee expense	1.0	1.0	1.0	0.9	0.8
PPOP	12.0	11.9	11.0	11.4	11.6
Provisions	7.9	7.5	6.1	5.9	5.6
Tax expense	1.1	1.1	1.3	1.4	1.5
RoAUM (%)	3.1	3.3	3.7	4.1	4.5
Leverage ratio (x)	4.8	4.5	4.1	4.0	3.9
RoE (%)	14.8	14.7	15.2	16.5	17.5

Quarterly data					
Rs mn	Q1FY26	Q2FY26	Q3FY26	Q4FY26	Q1FY27
NII	16,803	17,298	17,513	16,681	16,761
NIM (%)	11.2	11.2	11.0	11.1	10.8
PPOP	20,999	18,925	19,713	19,127	18,408
PAT	5,560	4,448	5,566	6,093	6,644
EPS (Rs)	5.84	4.67	5.85	6.40	6.98

Source: Company, Emkay Research

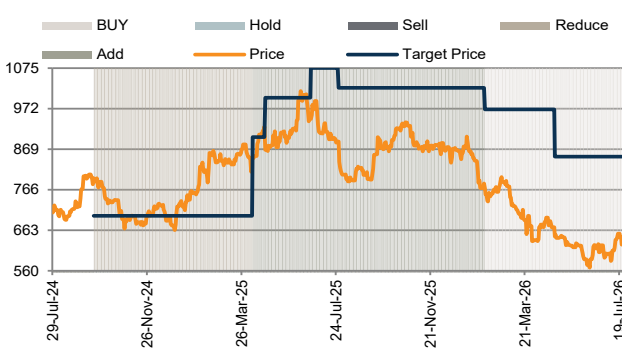
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RECOMMENDATION HISTORY - DETAILS

Date	Closing Price (Rs)	TP (Rs)	Rating	Analyst
28-Apr-26	647	850	Buy	Anand Dama
12-Feb-26	773	970	Buy	Anand Dama
29-Jan-26	769	970	Buy	Anand Dama
25-Oct-25	929	1,025	Add	Anand Dama
26-Sep-25	874	1,025	Add	Anand Dama
27-Jul-25	889	1,025	Add	Anand Dama
22-Jun-25	946	1,075	Add	Anand Dama
25-Apr-25	868	1,000	Add	Anand Dama
09-Apr-25	847	900	Add	Anand Dama
29-Oct-24	685	700	Reduce	Anand Dama
19-Sep-24	795	700	Reduce	Anand Dama

Source: Company, Emkay Research

RECOMMENDATION HISTORY - TREND



Source: Company, Bloomberg, Emkay Research

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BUY	>15% upside
ADD	5-15% upside
REDUCE	5% upside to 15% downside
SELL	>15% downside

Emkay Global Financial Services Ltd.

CIN - L67120MH1995PLC084899

7th Floor, The Ruby, Senapati Bapat Marg, Dadar - West, Mumbai - 400028. India

Tel: +91 22 66121212 Fax: +91 22 66121299 Web: www.emkayglobal.com

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