Choice

IndusInd Bank Ltd

February 1, 2025

Change in Estimates

CMP: 992 | Target Price: INR 1,029 | Potential Upside: 3.8%



Change in Target Price	/
Change in Recommendation	X
Company Info	
BB Code	IIB IN EQUITY

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Face Value (INR)	10
52 W High/Low (INR)	1576/923
Mkt Cap (Bn)	INR 772.9/ \$ 8.9
Shares o/s (Bn)	0.77
3M Avg. Daily Volume	44,16,010
Actual vs Consensus	
Actual vs Collsellsus	

Actual vs Consensus					
INR Bn	Q3FY25A	Consensus Est.	Dev.%		
NII	52	54	-3.3		
PPOP	36	37	-3.8		
P&C	17	14.8	18.0		
PAT	14	15.03	-6.7		
Advances	3,668	4517	-18.8		
Deposits	4,094	5178	-20.9		

Change in CEBPL Estimates								
INR Bn	FY25E FY26E							
	Old	Revised	Dev. (%)	Old	Revised	Dev. (%)		
NII	237	224	-5.7	301	282	-6.5		
Other Income	112	91	-18.5	131	91	-30.9		
OPEX	167	164	-1.9	191	197	3.3		
P&C	47	59	27.7	54	58	6.9		
PAT	100	69	-31.2	135	88	-34.9		
Adj. BVPS (Rs/sh)	895	849	-5.2	1030	936	-9.2		
Deposits	4,458	4,227	-5.2	5,157	4,762	-7.7		
Advances	3,974	3,901	-1.8	4,594	4,402	-4.2		
GNPA	115	93	-19.7	186	146	-21.4		

Shareholding Pattern (%)							
		Dec-24	Sep-24	Jun-24			
Promoters		16.3	16.4	16.4			
FIIs		24.7	34.1	38.4			
DIIs		42.8	35.1	30.2			
Public		16.2	14.4	15.0			
Relative Perforn	nance (%)					
YTD		3Y	2Y	1Y			
BANKEX		27.4	21.3	9.4			
FB		7.2	-16.3	-38.2			



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Margins shrink, slow business traction, asset quality woes, but IndusInd bank recalibrates its future course in turbulent times.

IIB reported dismal performance in Q3FY25, failing short of market and our expectations. The bank reported slower business growth falling well short of high and mid teens guidance, converging spreads with upward drifting C/I ratio. IIB, another victim of micro finance, reported higher slippages with soft recoveries. IIB in Q3FY25 reported:

- Advances at INR 3,668 Bn (vs CEBPL est. INR 3,782), up 12.2% YoY while deposits grew 11% YoY to INR 4,094 Bn (vs CEBPL est. INR 4,192). CD ratio reported at 89.6% as advances grew 2.7% QoQ and deposits declined by 0.7% on QoQ basis.
- Asset quality deteriorates as GNPA/NNPA weakens by 33bps/14bps on YoY basis and 11bps/4bps on QoQ basis. GNPA was reported at INR 84 Bn(vs CEBPL est. INR 84 Bn).
- PAT for Q3FY25 reported at INR 14 Bn, (vs CEBPL est. 18 Bn) was down by 39.1% YoY but recovered 5.3% sequentially.

Balance sheet Calibration in turbulent times: IIB cautiously curtailed non LCR deposits and focused on retail deposits. This strategy resulted in negative 1% QoQ growth in total deposits. IIB implemented calibrated loan growth strategy as microfinance and two wheelers disbursements were intentionally slowed down. We expect the IIB to shift its portfolio away from unsecured loans. To diversify its micro finance business, IIB announced launch of Bharat Vikas Banking seament in April 2025. With these recalibration steps we expect convergence in Loan and deposit growth. We forecast advances to grow by 12.2% and Deposits to grow by 12.1% in FY26.

Deteriorating operating leverage adding fuel to fire: For the 5th consecutive quarter cost to income ratio is in upward trend rising 507 bps YoY. NIM for the bank has contracted 36 bps YoY as cost of funds rose 14 bps YoY to 6.58% and Yield on advances fell 21 bps YoY to 12.21%. We expect this trend of double whammy to continue and forecast NIM at ~3.83% in FY26 and cost to income ratio at 53% in FY26, despite management efforts to curtail Opex costs.

Microfinance and two-wheeler segments weighing down the asset quality: GNPA in microfinance and two wheeler segment remained at elevated levels, 7.05% and 8.73% respectively, rising 51 bps and 74 bps respectively on QoQ basis. The management has guided that slippages to remain elevated for another quarter in both the segments. While the overall GNPA stands at 2.28%, we expect it to rise to ~2.6% by FY26 fueled by higher slippage ratio. The troubled segments (MFI, Credit cards and 2-wheeler) combined stands at ~13.2% of the overall portfolio.

View and Valuation: We revise our FY25/26 ABVPS estimates downwards by 5.2%/9.2% and reiterate our 'HOLD' rating. We revise our TP downwards to INR 1,029, valuing it at 1.10x FY26 P/ABPS. IIB is showing growth in core areas while navigating through challenges in its unsecured business. While the bank's focus on retail deposit mobilization and digital and cost management initiatives will indeed translate into long term value creation, recalibration is a slow and steady process. Anticipated rate cut cycle will also put pressure on margins. We expect IIB to deliver ROE of 10.5% and 12.1% in FY25 and FY26.

India Banking : IndusInd E	ndia Banking : IndusInd Bank								
Result Snapshot (INR Bn)	Q3 FY25	Q3 FY24	YoY (%)	Q2 FY25	QoQ (%)	EST.	Dev. (%)		
NII	52	53	-1.3	53	-2.2	56	-6.1		
NIM (%)	3.93	4.29	-36 bps	4.08	-15 bps	4.14	-21 bps		
Other Income	24	24	-1.7	22	7.8	30	-21.2		
Total Income	152	140	8.5	149	1.9	163	-6.9		
OPEX	40	36	9.1	39	1.3	44	-9.2		
PPOP	36	40	-10.9	36	0.0	42	-13.6		
P&C	17	10	79.9	18	-4.2	17	2.5		
PAT	14	23	-39.1	13	5.3	18	-24.2		
Deposits	4094	3688	11.0	4124	-0.7	4120	-0.6		
Advances	3668	3271	12.2	3572	2.7	3782	-3.0		
GNPA	84	64	31.3	76	9.6	84	-0.2		
NNPA	25	19	33.1	23	9.4	25	-1.2		

Management Call - Highlights

Microfinance Segment

- Management remains cautious about the microfinance segment, with slippages expected to stay elevated for another quarter.
- The bank is monitoring the segment closely and will take a conservative approach before accelerating growth.
- Focus remains on good customers and centers for disbursements.
- The bank aims to reduce the share of microfinance in its loan book to 8-10%.
- Management believes that microfinance is cyclical, with ROA ranging from 2.5% to 3%.
- The industry is expected to grow at 10-15%, driven by newer geographies rather than new customers in existing regions.
- The bank is monitoring the implications of new MFIN guidelines.
- Internal systems are already in place to ensure no new customers beyond BFIL + 2
 lenders
- Stress in the microfinance segment is expected to stabilize, with improvements anticipated from Q1 onwards.

Loan Growth and Diversification

- Overall loan growth is expected to resume in core domains, with retail loan share increasing.
- The bank will continue to scale up retail assets at a faster pace, focusing on diversification by increasing the retail secured mix.
- Focus remains on building a granular and diversified corporate bank franchise.
- A new segment, Bharat Vikas Banking, will launch in April to further diversify business beyond microfinance.

Deposits

- The bank will continue to reduce bulk deposits.
- The target is to maintain an LCR ratio of 48-52% and an LDR of 88-90%.
- Focus remains on granularizing liabilities.
- Retail deposit momentum is expected to continue, supporting loan growth.

Asset Quality

- Asset quality outside microfinance remains robust, including in vehicle finance.
- Forward flows from the other retail book are expected to decline over the next two quarters.
- Slippages in the tractor segment should slow down in the next 3-4 months, supported by stricter underwriting norms.
- Q4 is expected to be one of the best quarters for asset quality in vehicle finance.

Margins

- No formal guidance on margins at this time, as management wants to assess Q4
 developments, especially regarding microfinance stabilization and interest rate changes.
- Retail loan growth is expected to contribute to operating leverage.
- Operating margins are projected to remain healthy, allowing the bank to absorb incremental stress in microfinance.

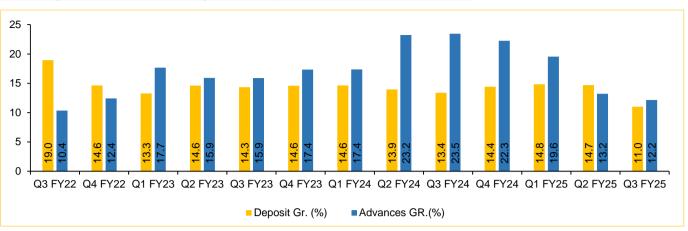
Digital Initiatives

- The bank has launched its upgraded digital banking app, INDIE, now open to all customers.
- Early adopters of the digital platform are showing positive engagement trends.
- The bank has also introduced INDIE for Business, specifically for MSME clients.

Other Key Updates

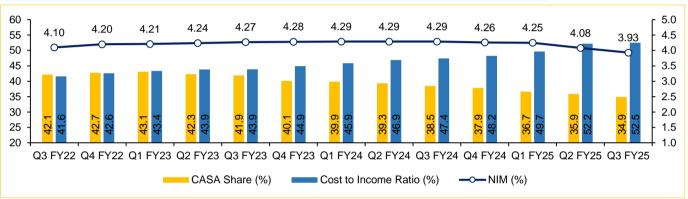
- Operating expenses remain well-contained.
- The bank intends to maintain a conservative stance on provisions to ensure adequate coverage for potential risks.
- Capital adequacy levels remain healthy, even after factoring in microfinance stress, regulatory changes, and growth ambitions.
- The bank remains focused on vintage customers and centers.
- Investments are being made to enhance collection infrastructure

Advance growth outpaced Deposit growth rate by 390 bps on YoY basis in Q3FY25



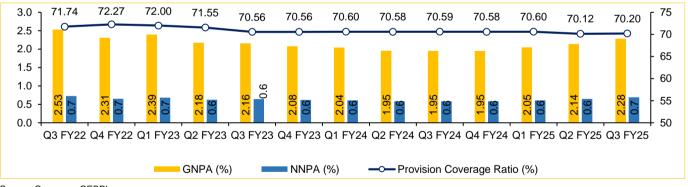
Source: Company, CEBPL

NIM remains flat while CASA and Cost to Income ratio rise marginally on QoQ basis in Q3FY25



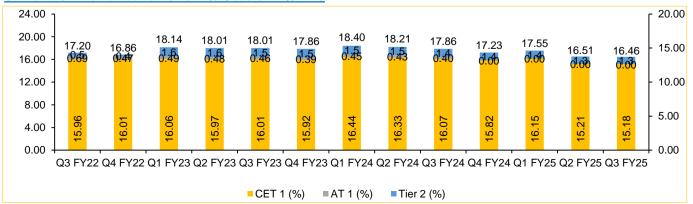
Source: Company, CEBPL

Asset Quality remains healthy and stable. PCR expands by 210 bps on YoY basis in Q3FY25



Source: Company, CEBPL

CAR and CET remained flattish on QoQ basis in Q3FY25



Source: Company, CEBPL

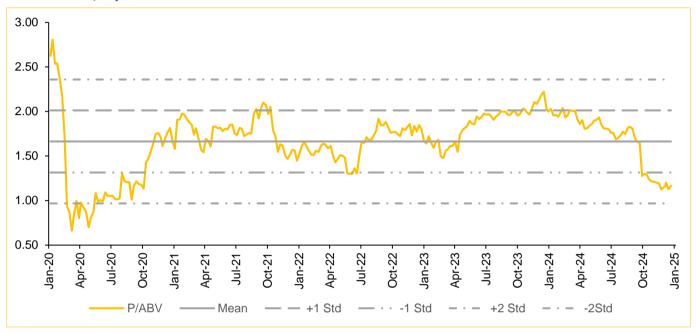
Sequential Operating Performance

Particulars (Rs bn)	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	YoY (%)	QoQ (%)
Interest Earned	116	122	125	127	128	10.6	0.9
nterest Expended	63	68	71	73	76	20.6	3.2
NII	53	54	54	53	52	-1.3	-2.2
Other Income	24	25	24	22	24	-1.7	7.8
Fees & commissions	22	23	23	21	21	-1.9	-0.1
Total Income	140	147	150	149	152	8.5	1.9
OPEX	36	38	39	39	40	9.1	1.3
PPOP	40	41	40	36	36	-10.9	0.0
P&C (incl NPA)	10	10	10	18	17	79.9	-4.2
PBT	31	31	29	18	19	-39.6	4.3
Tax	8	8	7	4	5	-41.1	1.4
Net Profit	23	23	22	13	14	-39.1	5.3
Outstanding Shares	1	1	1	1	1	0.0	0.0
Dil. EPS (Rs)	30	30	28	17	18	-39.1	5.3
Balance Sheet items/ratios (Rs bn)							
Deposits	3,688	3,846	3,985	4,124	4,094	11.0	-0.7
CA Deposits	500	470	485	526	459	-8.3	-12.8
SB Deposits	919	987	977	953	969	5.5	1.7
•							
CASA	1,419	1,457	1,461	1,479	1,428	0.6	-3.5
Term Deposits	2,269	2,389	2,524	2,645	2,666	17.5	0.8 2.7
Advances	3,271	3,430	3,479	3,572	3,668	12.2	
CD (%)	88.7	89.2	87.3	86.6	89.6	91 bps	298 bps
CASA Share (%)	38.5	37.9	36.7	35.9	34.9	-360 bps	-99 bps
CAR(%)	17.9	17.2	17.5	16.5	16.5	-140 bps	-5 bps
Tier 1 (%)	16.5	15.8	16.1	15.2	15.2	-129 bps	-4 bps
CET 1 (%)	16.1	15.8	16.1	15.2	15.2	-89 bps	-4 bps
Operating ratios (%)							
Credit cost (Annualized)	0.89	0.81	0.90	1.50	1.40	50 bps	-11 bps
CoD	6.44	6.48	6.53	6.55	6.58	14 bps	3 bps
YoA	12.45	12.66	12.57	12.31	12.21	-24 bps	-10 bps
NIM	4.29	4.26	4.25	4.08	3.93	-36 bps	-15 bps
Yol	6.86	6.67	7.09	7.26	6.91	5 bps	-35 bps
Cost-Income (C/I) Ratio	47.44	48.23	49.65	52.21	52.52	507 bps	31 bps
Assets Quality							
Gross NPAs	64	67	71	76	84	31.3	9.6
Net NPAs	19	20	21	23	25	33.1	9.4
GNPA (%)	1.95	1.95	2.05	2.14	2.28	33 bps	14 bps
NNPA (%)	0.58	0.58	0.61	0.65	0.69	11 bps	4 bps
Coverage Ratio(%)	70.59	70.58	70.60	70.12	70.20	-39 bps	8 bps
RoA(%) (average) - annualized	2.12	2.01	1.87	1.10	1.12	-99 bps	2 bps
Slippages							
Gross slippages	18	14	15	18	22	24.6	22.4
R&U	8	6	5	6	5	-42.7	-22.5
Write-offs	7	5	6	7	10	37.8	47.5
Slippages (Net Addition to GNPAs)	18	14	15	18	22	24.6	22.4
Slippages (%)	0.56	0.44	0.45	0.52	0.62	0.06	0.10
Advances Break-Out							
Gross Advances	3,271	3,430	3,479	3,572	3,668	12.2	2.7
Corporate	1,466	1,521	1,573	1,661	1,702	16.1	2.5
Retail Personal	1,805	1,909	1,906	1,910	1,966	8.9	2.9
Vehicle Finance	861	881	898	906	935	8.6	3.2
Non-Vehicle Finance	586	637	638	677	705	20.3	4.1
Microfinance	358	392	370	327	326	-8.9	-0.5
Domestic Advances segments (% wise)							
Corporate Credit	45	44	45	47	46		
Retail Advances	55	56	55	53	54		
Network (in num)							
Branches	6,772	6,971	7,026	7,090	7,135		
Total CRMs and ATMs	2,939	2,956	2,988	3,011	2,993		

View & Valuation

We revise our FY25/26 ABVPS estimates downwards by 5.2%/9.2% and reiterate our 'HOLD' rating. We revise our TP downwards to INR 1,029, valuing it at 1.10x FY26 P/ABPS. IIB is showing growth in core areas while navigating through challenges in its unsecured business. While the bank's focus on retail deposit mobilization and digital and cost management initiatives will indeed translate into long term value creation, recalibration is a slow and steady process. Anticipated rate cut cycle will also put pressure on margins. We expect IIB to deliver ROE of 10.5% and 12.1% in FY25 and FY26.

12M forward P/Adjusted Book Value



Source: Company, CEBPL

Key risks to investment

- Asset quality risks Rising non-performing assets (NPAs) could impact profitability and strain capital reserves.
- Regulatory compliance challenges Stringent RBI regulations and policy changes may affect lending and operational flexibility.
- Interest rate volatility Fluctuations in rates can compress net interest margins and impact profitability.

Financial Summary (Standalone in INR Bn.)

Income Statement	FY22	FY23	FY24	FY25E	FY26E
Interest Earned	308	364	457	520	589
Growth (%)	34.2	38.0	36.4	13.6	13.3
Interest Expended	158	188	251	296	307
Growth (%)	32.4	39.9	37.3	17.7	3.8
Net Interest Income	150	176	206	224	282
Net Interest Margin (%)	4.2	4.28	4.26	4.22	4.70
Other Income	73	82	94	91	91
% of Interest Income	19.2	18.3	17.0	17.6	15.4
Total Income	382	445	551	611	679
Growth (%)	34.4	37.6	36.4	10.8	11.2
Operating & Other expenses	93	113	141	164	197
PPOP	130	144	159	151	175
P&C	66	45	39	59	58
P&C % of Advances	2.8	1.5	1.1	1.5	1.3
Operating Profit before Tax	64	99	120	92	117
Growth (%)	42.5	37.9	35.4	-23.4	27.8
Pre-tax Margin %	16.9	22.3	21.7	15.0	17.3
Тах	16	25	30	23	29
% of PBT	25.3	25.1	25.1	25.0	25.0
Reported PAT	48	74	90	69	88
Net Profit Margin %	12.6	16.7	16.3	11.3	12.9
Extrodinary Income	0	0	0	0	0
Adjusted PAT	48	74	90	69	88
Growth (%)	64.0	54.9	20.6	-23.4	27.8

Source: Company, CEBPL

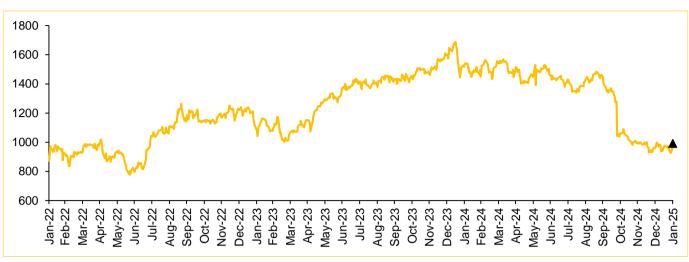
Balance Sheet	FY22	FY23	FY24	FY25E	FY26E
Cash with RBI and Banks	602	430	186	362	400
Investments	709	831	1,065	1,084	1,207
Advances	2,391	2,899	3,433	3,901	4,402
Fixed assets	19	21	23	22	24
Other assets	215	260	261	303	333
TOTAL ASSETS	4,020	4,578	5,151	5,671	6,366
Capital	8	8	8	8	8
Reserves and Surplus	473	542	613	680	757
Deposits	2,933	3,361	3,725	4,227	4,762
Borrowings	473	490	423	511	553
Other liabilities and provisions	133	177	193	245	287
TOTAL CAPITAL AND LIABILITIES	4,020	4,578	5,151	5,671	6,366

Source: Company, CEBPL

Financial Ratios	FY22	FY23	FY24	FY25E	FY26E
Return / Profitability Ratios (%)					
Net interest margin (NIM)	4.2	4.3	4.3	4.1	3.8
Yield on Advances	11.5	11.7	12.4	12.1	11.8
Yield on Investments	6.7	7.1	6.7	7.0	6.6
EPS (Diluted) (Rs)	62.0	95.8	115.2	88.3	112.8
RoA	1.3	1.7	1.8	1.3	1.5
RoE	10.5	14.4	15.3	10.5	12.1
Cost of Deposits	4.6	5.8	6.5	6.5	5.9
Operating ratios (%)		'	'		
Credit to Deposit (C/D)	81.5	86.3	89.3	92.3	92.4
Cost to Income (C/I)	41.7	44.0	47.1	52.0	53.0
CASA Share	42.7	40.1	37.9	35.0	35.1
Investment / Deposit	24.2	24.7	27.7	25.6	25.3
Non Interest Income / Total Income	19.2	18.3	17.0	14.9	13.3
Capital adequacy (%)		'	'	'	
Tier-1	16.0	15.9	15.8	16.3	16.1
CAR (BASEL III)	16.9	17.9	17.2	18.0	17.8
Equity / Assets	11.9	12.0	12.1	12.1	12.0
Loans / Assets	59.5	63.3	66.6	68.8	69.1
Investments / Assets	17.6	18.1	20.7	19.1	19.0
Dividend pay-out	13.7	14.6	14.3	18.1	18.6
Asset Quality ratios (%)					
Gross NPA	2.3	2.0	1.9	2.3	2.6
Net NPA	0.7	0.6	0.6	0.7	0.8
Coverage Ratio	72.3	70.6	70.6	69.7	69.0
Slippage Ratio	4.5	2.6	1.9	2.1	2.3
Credit cost	2.8	1.5	1.1	1.5	1.3
Per Share Data (Rs)					
EPS (Diluted)	62.0	95.8	115.2	88.3	112.8
DPS	8.5	14.0	16.5	16.0	21.0
BVPS	619.7	707.9	796.9	883.5	981.6
Adjusted BVPS	600.0	685.9	771.7	848.6	935.7
Valuation ratios (x)					
P/E (x)	16.0	10.4	8.6	11.2	8.8
P/BV (x)	1.6	1.4	1.2	1.1	1.0
P/ABV (x)	1.7	1.4	1.3	1.2	1.1
Growth ratios (%)					
Advances	12.4	21.3	18.4	13.6	12.8
Deposits	14.6	14.6	14.4	9.9	12.7
Net Interest Income (NII)	10.9	17.3	17.2	8.5	25.9
Interest Earned	6.3	18.0	25.8	13.6	13.3
PAT	64.0	54.9	20.6	-23.4	27.8

Source: Company, CEBPL

Historical recommendations and Target Price: FB Limited



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CHOICE RATING DISTRIBUTION & METHODOLOGY

BUY The security is expected to generate upside of 15% or more over the next 12 months

HOLD The security is expected to show upside or downside returns by 14% to -5% over the next 12 months

SELL The security is expected to show downside of 5% or more over the next 12 months

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