

# Kotak Mahindra Bank | REDUCE

## Inline quarter; valuation fair for growth/returns profile

KMB standalone PAT declined -3%/-1% YoY/QoQ, broadly in-line with JMFe but 3% below consensus driving RoA/RoE of ~1.9%/10.5%. Loan growth was strong at ~16%/4% YoY/QoQ and deposit growth of ~15%/3% YoY/QoQ was higher than most of its peers (flat QoQ for ICICI, ~1.4%/3.6% QoQ for HDFCB/Axis). Inch up in CD ratio was lower than its large peers (~76bps QoQ for KMB vs. ~156/252/293bps QoQ for Axis/ICICI/HDFCB). NIM (calc.) compression of ~5bps QoQ was in-line with AXSB/HDFCB/ICICI (~5/7/8bps) despite lower inch up in CD ratio. CASA growth picked-up at 11%/7% YoY/QoQ after 13 quarters of muted growth (<8% YoY). Asset quality improved as gross/net slippages declined ~23/34bps QoQ, driving credit cost lower at ~84bps. Management indicated improving assets quality in unsecured retail portfolio but highlighted stress in retail/small CV segment. We have increased our FY26/27E EPS by ~3-4% to factor in lower credit cost and opex. We expect loan CAGR of ~16% during FY25-27E with avg. RoA/RoE of ~1.9%/11% in FY26/27E. Given ~10% rally in stock price in last 1 month, KMB's current standalone valuation of 2.0x FY27 BVPS is only ~10% discount to HDFCB/ICICIB. Hence, we downgrade the stock to REDUCE (as per our new rating system) and keep TP unchanged at INR 2,100, valuing the core bank at 1.9x FY27E BVPS.

- **NIM performance was in-line with large peers but not so impressive:** KMB's NIM (calc.) declined 5bps QoQ which was almost similar to its peers AXSB/HDFCB/ICICI (5bps/7bps/8bps). The bank has reported higher loan and deposit growth better than peers (i.e. HDFCB/ICICIB/AXSB) at 16%YoY (vs. WAVG of ~10% YoY) and 15%YoY (vs. WAVG of ~10% YoY). Further, KMB's CD ratio has expanded by just 75bps QoQ vs. >150bps for HDFCB/ICICIB/AXSB. Management guided for an improving margin from coming quarters.
- **Sustained growth driven by low-yielding book:** KMB's CASA ratio inched up to 42.3%, indicating a healthy contribution from low-cost deposits. We expect this to get factored in next quarter cost of funds. Loan growth momentum was driven by working capital loans (grew 8% QoQ) (i.e. secured business banking), low-yield mortgage loans (grew 5% QoQ), corporate loans (grew 6% QoQ) and SME loans (grew 7% QoQ).
- **Improvement in asset quality:** KMB's asset quality improved, with gross/net slippages declining ~23bps/34bps QoQ to 1.47%/0.85%. Write-offs (17% of GNPA) were offset by steady recoveries/upgrades (~11% of GNPA). This has resulted in lower credit cost (calc.) ~0.84%, reflecting an improvement of 27bps QoQ. Management highlighted that credit cost in unsecured portfolio is moderating and will stabilise in coming quarters. However, the management also indicated pain in small/retail CV segment which will take few quarters to stabilize.
- **Largely In-line quarterly performance:** Core operating profit grew 8% YoY, driven by higher fee income (4%/7% YoY/QoQ) and 3% QoQ decline in opex. However, negative treasury income impacted PAT, as a result PAT declined 3%/1% YoY/QoQ (~1% lower than JMFe). Opex growth continues to remain muted over past two quarter was result of cost control efforts, tech/digital initiatives and lower employee retiral benefit cost.
- **Valuations and view:** We have increased our FY26/27E EPS by ~3-4% to factor in lower credit cost and opex. We expect loan CAGR of ~16% during FY25-27E with avg. RoA/RoE of ~1.9%/11% in FY26/27E. Given ~10% rally in stock in last 1 month, KMB's current standalone valuation of 2.0x FY27 BVPS is ~10% discount to HDFCB/ICICIB. **We downgrade the stock to REDUCE and keep TP unchanged at INR 2,100, valuing the core bank at 1.9x FY27E BVPS.**



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### Recommendation and Price Target

|                            |        |
|----------------------------|--------|
| Current Reco.              | REDUCE |
| Previous Reco.             | HOLD   |
| Current Price Target (12M) | 2,100  |
| Upside/(Downside)          | -4.0%  |
| Previous Price Target      | 2,100  |
| Change                     | 0.0%   |

### Key Data – KMB IN

|                          |                     |
|--------------------------|---------------------|
| Current Market Price     | INR2,187            |
| Market cap (bn)          | INR4,349.1/US\$49.5 |
| Free Float               | 67%                 |
| Shares in issue (mn)     | 1,988.2             |
| Diluted share (mn)       | 1,988.2             |
| 3-mon avg daily val (mn) | INR7,546.5/US\$85.9 |
| 52-week range            | 2,302/1,679         |
| Sensex/Nifty             | 84,212/25,795       |
| INR/US\$                 | 87.9                |

### Price Performance

| %         | 1M  | 6M   | 12M  |
|-----------|-----|------|------|
| Absolute  | 8.6 | -0.8 | 23.6 |
| Relative* | 3.7 | -6.7 | 16.6 |

\* To the BSE Sensex

### Financial Summary

(INR mn)

| Y/E March            | FY24A    | FY25A    | FY26E    | FY27E    | FY28E    |
|----------------------|----------|----------|----------|----------|----------|
| Net Profit           | 1,37,816 | 1,91,803 | 1,35,622 | 1,55,635 | 1,76,106 |
| Net Profit (YoY) (%) | 26.0%    | 39.2%    | -29.3%   | 14.8%    | 13.2%    |
| Assets (YoY) (%)     | 22.6%    | 15.5%    | 10.9%    | 15.1%    | 13.9%    |
| ROA (%)              | 2.5%     | 3.0%     | 1.9%     | 1.9%     | 1.9%     |
| ROE (%)              | 15.3%    | 17.9%    | 10.9%    | 11.2%    | 11.4%    |
| EPS                  | 69.3     | 96.5     | 68.2     | 78.3     | 88.6     |
| EPS (YoY) (%)        | 25.9%    | 39.2%    | -29.3%   | 14.8%    | 13.2%    |
| PE (x)               | 31.5     | 22.7     | 32.1     | 27.9     | 24.7     |
| BV                   | 466      | 569      | 638      | 716      | 804      |
| BV (YoY) (%)         | 16.2%    | 22.1%    | 12.0%    | 12.3%    | 12.4%    |
| P/BV (x)             | 4.69     | 3.84     | 3.43     | 3.06     | 2.72     |

Source: Company data, JM Financial. Note: Valuations as of 24/Oct/2025

JM Financial Research is also available on: Bloomberg - JMFR <GO>, FactSet, LSEG and S&P Capital IQ.

Please see Appendix I at the end of this report for Important Disclosures and Disclaimers and Research Analyst Certification.

## KMB - 2QFY26 Trends

### Exhibit 1. KMB 2QFY26: Key result update

| (INR bn)                     | 2QFY25      | 1QFY26       | 2QFY26      | YoY (%)    | QoQ (%)    | 2QFY26E vs. Est % |            |
|------------------------------|-------------|--------------|-------------|------------|------------|-------------------|------------|
| <b>Net Interest Income</b>   | <b>70.2</b> | <b>72.6</b>  | <b>73.1</b> | <b>4%</b>  | <b>1%</b>  | <b>71.7</b>       | <b>2%</b>  |
| Non-interest income          | 26.8        | 30.8         | 25.9        | -4%        | -16%       | 31.5              | -18%       |
| <b>Total Income</b>          | <b>97.0</b> | <b>103.4</b> | <b>99.0</b> | <b>2%</b>  | <b>-4%</b> | <b>103.2</b>      | <b>-4%</b> |
| Opex                         | 46.0        | 47.8         | 46.3        | 1%         | -3%        | 49.3              | -6%        |
| <b>Operating Profit</b>      | <b>51.0</b> | <b>55.6</b>  | <b>52.7</b> | <b>3%</b>  | <b>-5%</b> | <b>53.9</b>       | <b>-2%</b> |
| <b>Core PPOp</b>             | <b>47.3</b> | <b>47.3</b>  | <b>50.9</b> | <b>8%</b>  | <b>8%</b>  | <b>48.4</b>       | <b>5%</b>  |
| Provisions                   | 6.6         | 12.1         | 9.5         | 43%        | -22%       | 10.2              | -7%        |
| PBT                          | 44.4        | 43.6         | 43.2        | -3%        | -1%        | 43.7              | -1%        |
| Tax                          | 11.0        | 10.7         | 10.7        | -3%        | -1%        | 10.9              | -2%        |
| <b>Reported PAT</b>          | <b>33.4</b> | <b>32.8</b>  | <b>32.5</b> | <b>-3%</b> | <b>-1%</b> | <b>32.8</b>       | <b>-1%</b> |
| Loan (INR bn)                | 3,995       | 4,448        | 4,627       | 16%        | 4%         | 4,582             | 1%         |
| Deposit (Rs bn)              | 4,615       | 5,128        | 5,288       | 15%        | 3%         | 5,282             | 0%         |
| CD ratio (%)                 | 86.6%       | 86.7%        | 87.5%       | 92 bps     | 76 bps     | 86.7%             | 76 bps     |
| Yield on IEA (Calc, %)       | 8.8%        | 8.3%         | 8.0%        | (77) bps   | (26) bps   | 7.9%              | 14 bps     |
| Cost of funds (Calc, %)      | 5.1%        | 4.9%         | 4.6%        | (47) bps   | (25) bps   | 4.5%              | 13 bps     |
| NIMs (calculated)            | 4.65%       | 4.33%        | 4.28%       | (37) bps   | (5) bps    | 4.21%             | 7 bps      |
| NIMs (reported)              | 4.91%       | 4.65%        | 4.54%       | (37) bps   | (11) bps   |                   |            |
| ROA (%)                      | 2.18%       | 1.90%        | 1.86%       | (31) bps   | (3) bps    | 1.87%             | (1) bps    |
| ROE (%)                      | 12.3%       | 10.9%        | 10.5%       | (186) bps  | (44) bps   | 10.5%             | (1) bps    |
| Cost to income (%)           | 47.5%       | 46.2%        | 46.8%       | (67) bps   | 60 bps     | 47.8%             | (100) bps  |
| Cost to assets (%)           | 3.00%       | 2.76%        | 2.65%       | (35) bps   | (11) bps   | 2.82%             | (17) bps   |
| GNPA (%)                     | 1.49%       | 1.48%        | 1.39%       | (11) bps   | (9) bps    | 1.53%             | (14) bps   |
| NNPA (%)                     | 0.43%       | 0.34%        | 0.32%       | (11) bps   | (2) bps    | 0.36%             | (3) bps    |
| Credit cost (%)              | 0.67%       | 1.11%        | 0.84%       | 17 bps     | (27) bps   | 0.90%             | (7) bps    |
| Gross Slippages (annualised) | 1.93%       | 1.70%        | 1.47%       | (46) bps   | (23) bps   | 1.58%             | (11) bps   |
| Net Slippages (annualised)   | 1.23%       | 1.19%        | 0.85%       | (38) bps   | (34) bps   | 1.04%             | (19) bps   |
| Write off (INR bn)           | 6.4         | 7.6          | 11.0        | 72%        | 45%        |                   |            |
| Write off % of loans         | 0.64%       | 0.68%        | 0.95%       | 31 bps     | 27 bps     | 0.61%             | 34 bps     |
| PCR (%)                      | 71.4%       | 76.9%        | 77.0%       | 556 bps    | 5 bps      | 77.0%             | (1) bps    |

Source: Company, JM Financial

**Exhibit 2. KMB 2Q26: Gross loan mix (standalone)**

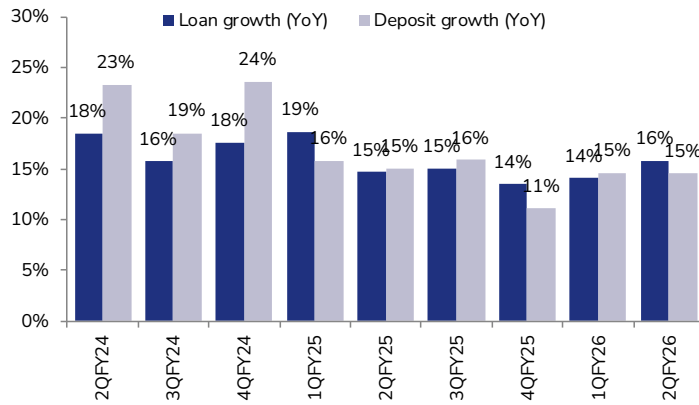
| Loans Break-up - Standalone (INR bn) | 2QFY25       | 1QFY26       | 2QFY26       | YoY (%)      | QoQ (%)     |
|--------------------------------------|--------------|--------------|--------------|--------------|-------------|
| CV & CE                              | 391          | 430          | 437          | 11.8%        | 1.6%        |
| Agriculture Advances (Net)           | 477          | 489          | 485          | 1.7%         | -0.9%       |
| Tractor Finance                      | 157          | 179          | 184          | 17.4%        | 3.2%        |
| Micro finance                        | 98           | 59           | 57           | -41.4%       | -2.7%       |
| Mortgage Loans (Home loans + LAP)    | 1,167        | 1,315        | 1,379        | 18.1%        | 4.8%        |
| Consumer Bank WC (Secured)           | 400          | 445          | 478          | 19.6%        | 7.5%        |
| PL, BL and Cons Durables             | 209          | 244          | 243          | 16.3%        | -0.4%       |
| Credit Cards                         | 144          | 129          | 124          | -13.9%       | -3.7%       |
| Business Banking (SME)               | 322          | 348          | 372          | 15.6%        | 6.9%        |
| Corporate Banking                    | 929          | 1,028        | 1,092        | 17.6%        | 6.2%        |
| Others                               | 153          | 161          | 179          | 17.0%        | 10.7%       |
| IBPC and BRDS                        | 196          | 141          | 162          | -17.2%       | 14.8%       |
| <b>Net Advances</b>                  | <b>3,995</b> | <b>4,448</b> | <b>4,627</b> | <b>15.8%</b> | <b>4.0%</b> |
| <b>Loans Mix</b>                     |              |              |              |              |             |
| CV & CE                              | 9.78%        | 9.66%        | 9.44%        | (34) bps     | (22) bps    |
| Agriculture Advances (Net)           | 11.94%       | 11.00%       | 10.48%       | (146) bps    | (52) bps    |
| Tractor Finance                      | 3.93%        | 4.02%        | 3.99%        | 5 bps        | (3) bps     |
| Micro finance                        | 2.45%        | 1.32%        | 1.24%        | (121) bps    | (8) bps     |
| Mortgage Loans (Home loans + LAP)    | 29.21%       | 29.57%       | 29.80%       | 59 bps       | 23 bps      |
| Consumer Bank WC (Secured)           | 10.01%       | 10.00%       | 10.34%       | 32 bps       | 34 bps      |
| PL, BL and Cons Durables             | 5.22%        | 5.48%        | 5.25%        | 2 bps        | (23) bps    |
| Credit Cards                         | 3.62%        | 2.91%        | 2.69%        | (93) bps     | (22) bps    |
| Business Banking (SME)               | 8.05%        | 7.82%        | 8.04%        | (1) bps      | 22 bps      |
| Corporate Banking                    | 23.24%       | 23.12%       | 23.61%       | 37 bps       | 49 bps      |
| Others                               | 3.82%        | 3.63%        | 3.86%        | 4 bps        | 23 bps      |
| IBPC and BRDS                        | 4.90%        | 3.18%        | 3.51%        | (140) bps    | 33 bps      |
| <b>Net Advances</b>                  | <b>100%</b>  | <b>100%</b>  | <b>100%</b>  |              |             |

Source: Company, JM Financial

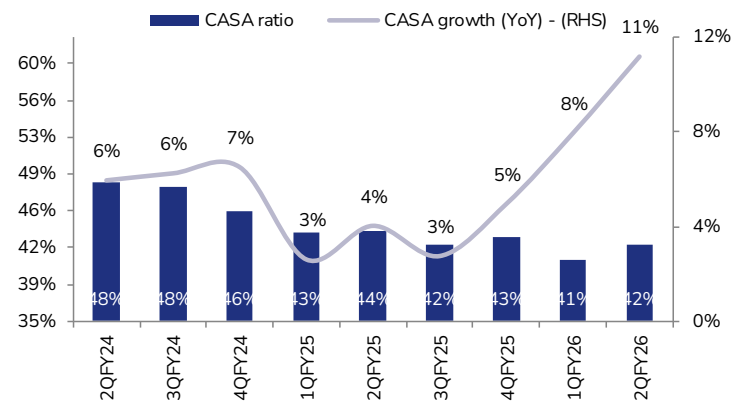
**Exhibit 3. KMB 2Q26: Deposit mix (standalone)**

| Deposits Composition (INR bn) | 2QFY25       | 1QFY26       | 2QFY26       | YoY (%)          | QoQ (%)        |
|-------------------------------|--------------|--------------|--------------|------------------|----------------|
| Current                       | 713          | 817          | 899          | 26.1%            | 10.0%          |
| Saving                        | 1,300        | 1,279        | 1,339        | 3.0%             | 4.7%           |
| <b>CASA</b>                   | <b>2,013</b> | <b>2,096</b> | <b>2,238</b> | <b>11.2%</b>     | <b>6.7%</b>    |
| Time                          | 2,602        | 3,032        | 3,050        | 17.2%            | 0.6%           |
| <b>Total Deposits</b>         | <b>4,615</b> | <b>5,128</b> | <b>5,288</b> | <b>14.6%</b>     | <b>3.1%</b>    |
| <b>Deposit mix</b>            |              |              |              |                  |                |
| Current                       | 15%          | 16%          | 17%          | 155 bps          | 107 bps        |
| Saving                        | 28%          | 25%          | 25%          | (284) bps        | 37 bps         |
| <b>CASA</b>                   | <b>44%</b>   | <b>41%</b>   | <b>42%</b>   | <b>(129) bps</b> | <b>144 bps</b> |
| Time                          | 56%          | 59%          | 58%          | 129 bps          | (144) bps      |
| <b>Total</b>                  | <b>100%</b>  | <b>100%</b>  | <b>100%</b>  |                  |                |

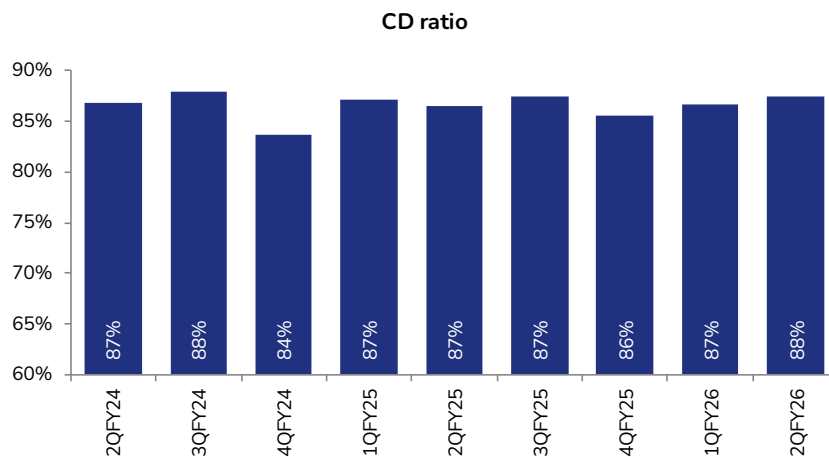
Source: Company, JM Financial

**Exhibit 4. Loan growth picked-up while deposit growth remained steady**

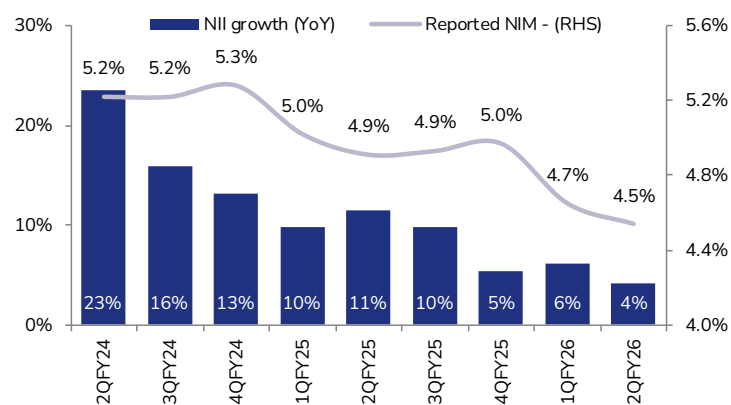
Source: Company, JM Financial

**Exhibit 5. Strong uptick in CASA growth driven by current accounts**

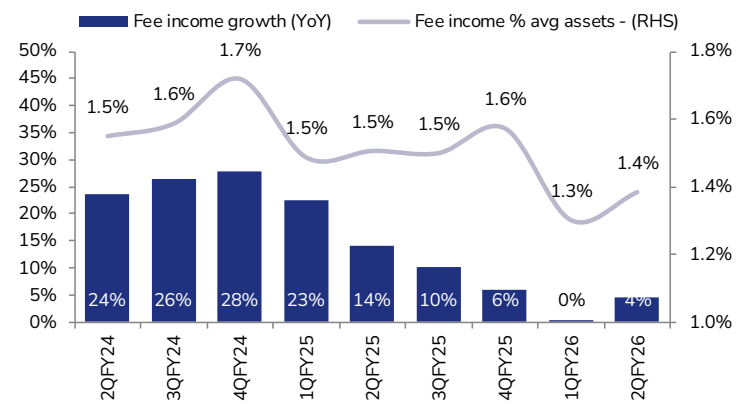
Source: Company, JM Financial

**Exhibit 6. Loan growth higher than deposit growth leads to an increase in CD ratio**

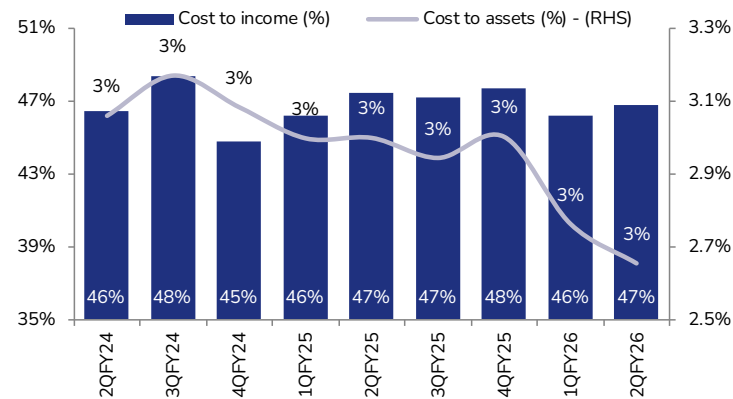
Source: Company, JM Financial

**Exhibit 7. NIM compression arrested at 5bps QoQ as CASA grew 11% YoY**

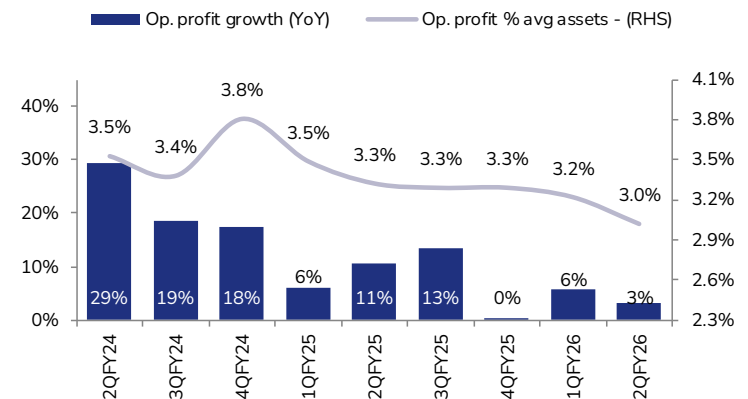
Source: Company, JM Financial

**Exhibit 8. Fee income growth improves as loan growth picked-up**

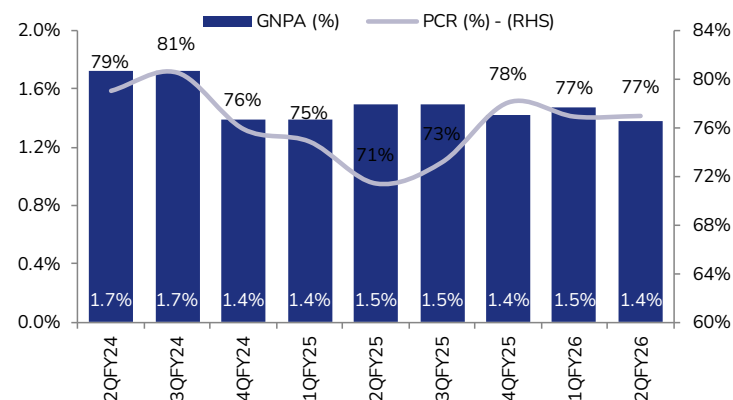
Source: Company, JM Financial

**Exhibit 9. Cost to assets declined as opex growth was muted**

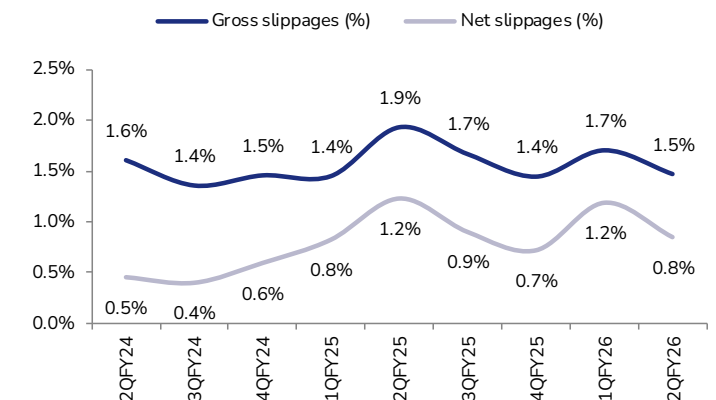
Source: Company, JM Financial

**Exhibit 10. However, PPOP growth reduced due to treasury losses**

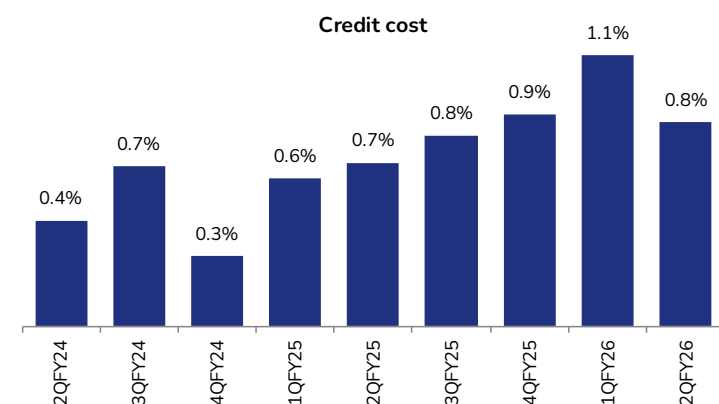
Source: Company, JM Financial

**Exhibit 11. GNPA continues to improve with stable PCR...**

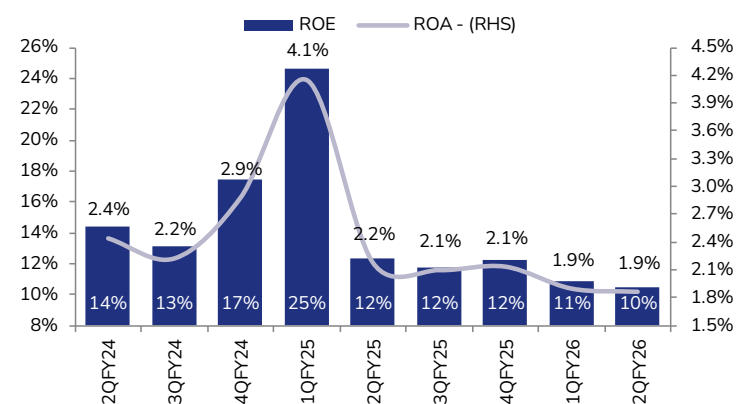
Source: Company, JM Financial

**Exhibit 12. ....as slippages moderated further sequentially**

Source: Company, JM Financial

**Exhibit 13. ...leading to a lower credit cost...**

Source: Company, JM Financial

**Exhibit 14. ...and stable profitability ratio**

Source: Company, JM Financial

**Exhibit 15. Break up of consolidated profits**

| Consolidated PAT (INR mn)                    | 2QFY25        | 1QFY26        | 2QFY26        | YoY (%)     | QoQ (%)     |
|----------------------------------------------|---------------|---------------|---------------|-------------|-------------|
| <b>Kotak Mahindra Bank</b>                   | <b>33,437</b> | <b>32,817</b> | <b>32,533</b> | <b>-3%</b>  | <b>-1%</b>  |
| Kotak Mahindra Prime                         | 2,690         | 2,720         | 2,460         | -9%         | -10%        |
| Kotak Securities                             | 4,440         | 4,650         | 3,450         | -22%        | -26%        |
| Kotak Mahindra Capital Company               | 900           | 890           | 600           | -33%        | -33%        |
| Kotak Mahindra Old Mutual Life Insurance     | 3,600         | 3,270         | 490           | -86%        | -85%        |
| Kotak Mahindra AMC & Trustee Co              | 1,970         | 3,260         | 2,580         | 31%         | -21%        |
| International subsidiaries                   | 760           | 420           | 480           | -37%        | 14%         |
| Kotak Investment Advisors + Others           | 653           | 573           | 987           | 51%         | 72%         |
| Kotak Mahindra Investments                   | 1,410         | 1,070         | 1,200         | -15%        | 12%         |
| <b>Total</b>                                 | <b>49,860</b> | <b>49,670</b> | <b>44,780</b> | <b>-10%</b> | <b>-10%</b> |
| Minority Interest, Equity Affiliates, Others | 580           | -4,950        | -100          | -117%       | -98%        |
| <b>Consolidated PAT</b>                      | <b>50,440</b> | <b>44,720</b> | <b>44,680</b> | <b>-11%</b> | <b>0%</b>   |
| <b>Subsidiaries PAT</b>                      | <b>17,003</b> | <b>11,903</b> | <b>12,147</b> | <b>-29%</b> | <b>2%</b>   |

Source: Company, JM Financial

**Exhibit 16. SOTP valuation of KMB - 1 year fwd**

| KMB SOTP                   | (%)  | Valuation Methodology                                | per Share    | to TP (%)   |
|----------------------------|------|------------------------------------------------------|--------------|-------------|
| Kotak - Parent Bank        | 100% | 1.9x FY27E standalone BVPS                           | 1,369        | 65%         |
| Kotak Prime                | 100% | 2.2x 1HFY26 BVPS                                     | 118          | 6%          |
| Kotak Life                 | 100% | 2.5x FY25 EV                                         | 221          | 11%         |
| Capital Markets            | 100% | 15x TTM EPS                                          | 147          | 7%          |
| Kotak MF                   | 100% | 25x TTM EPS                                          | 149          | 7%          |
| Kotak Investments          | 100% | 2x 1HFY26 BVPS                                       | 41           | 2%          |
| International Subsidiaries | 100% | 15x TTM EPS                                          | 15           | 1%          |
| Kotak General insurance    | 30%  | At recent deal price; post money valuation of Rs79bn | 12           | 1%          |
| Others                     | 100% | 15x TTM EPS                                          | 47           | 2%          |
| Less: Cost of investments  |      |                                                      | -20          | -1%         |
| <b>Total</b>               |      | <b>2.2x FY27E consolidated BVPS</b>                  | <b>2,100</b> | <b>100%</b> |

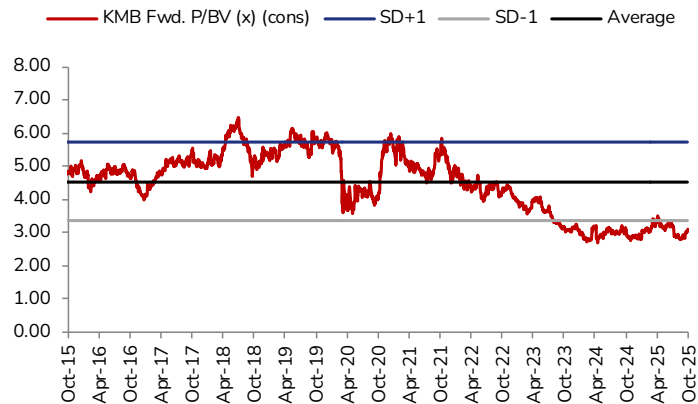
Source: Company, JM Financial

## Exhibit 17. Change in estimates

|                                   | New estimates |              |              | Old estimates |              |              | Change        |               |                 |
|-----------------------------------|---------------|--------------|--------------|---------------|--------------|--------------|---------------|---------------|-----------------|
|                                   | FY26E         | FY27E        | FY28E        | FY26E         | FY27E        | FY28E        | FY26E         | FY27E         | FY28E           |
| <b>Recommendation</b>             | <b>REDUCE</b> |              |              | <b>HOLD</b>   |              |              |               |               |                 |
| <b>Target price (Rs)</b>          | <b>2,100</b>  |              |              | <b>2,100</b>  |              |              | <b>0%</b>     |               |                 |
| <b>Assumptions</b>                |               |              |              |               |              |              |               |               |                 |
| YoY loan growth                   | 16.8%         | 15.4%        | 15.0%        | 15.6%         | 15.9%        | 16.2%        | 118 bps       | (44) bps      | (116) bps       |
| Net interest margins (calculated) | 4.21%         | 4.24%        | 4.27%        | 4.17%         | 4.23%        | 4.28%        | 4 bps         | 1 bps         | (1) bps         |
| Fee income to assets              | 1.4%          | 1.5%         | 1.5%         | 1.4%          | 1.5%         | 1.5%         | (4) bps       | 1 bps         | 1 bps           |
| Cost to assets                    | 2.7%          | 2.8%         | 2.9%         | 2.8%          | 2.9%         | 2.9%         | (13) bps      | (11) bps      | (4) bps         |
| Credit cost                       | 0.85%         | 0.88%        | 0.88%        | 0.89%         | 0.87%        | 0.86%        | (4) bps       | 1 bps         | 2 bps           |
| <b>Outputs (Rs bn)</b>            |               |              |              |               |              |              |               |               |                 |
| Loans                             | 4,987         | 5,756        | 6,620        | 4,936         | 5,720        | 6,645        | 1%            | 1%            | 0%              |
| Deposits                          | 5,793         | 6,676        | 7,744        | 5,761         | 6,676        | 7,744        | 1%            | 0%            | 0%              |
| Assets                            | 7,695         | 8,860        | 10,093       | 7,698         | 8,885        | 10,190       | 0%            | 0%            | -1%             |
| <b>NII</b>                        | <b>299</b>    | <b>341</b>   | <b>393</b>   | <b>297</b>    | <b>341</b>   | <b>397</b>   | <b>1%</b>     | <b>0%</b>     | <b>-1%</b>      |
| Other income                      | 119           | 143          | 166          | 126           | 145          | 169          | -5%           | -2%           | -2%             |
| <b>Total income</b>               | <b>418</b>    | <b>484</b>   | <b>559</b>   | <b>422</b>    | <b>486</b>   | <b>567</b>   | <b>-1%</b>    | <b>-1%</b>    | <b>-1%</b>      |
| Opex                              | 198           | 230          | 270          | 208           | 239          | 276          | -5%           | -4%           | -2%             |
| <b>Operating profit</b>           | <b>220</b>    | <b>254</b>   | <b>288</b>   | <b>214</b>    | <b>247</b>   | <b>291</b>   | <b>3%</b>     | <b>3%</b>     | <b>-1%</b>      |
| Provisions                        | 40            | 47           | 54           | 41            | 46           | 53           | -4%           | 2%            | 2%              |
| <b>Net Profit</b>                 | <b>136</b>    | <b>156</b>   | <b>176</b>   | <b>130</b>    | <b>151</b>   | <b>178</b>   | <b>4%</b>     | <b>3%</b>     | <b>-1%</b>      |
| EPS (Rs)                          | 68            | 78           | 89           | 65            | 76           | 90           | 4%            | 3%            | -1%             |
| Tax rate (%)                      | 25%           | 25%          | 25%          | 25%           | 25%          | 25%          | -25           | -25           | -25             |
| <b>ROA (%)</b>                    | <b>1.9%</b>   | <b>1.9%</b>  | <b>1.9%</b>  | <b>1.8%</b>   | <b>1.8%</b>  | <b>1.9%</b>  | <b>8 bps</b>  | <b>6 bps</b>  | <b>(1) bps</b>  |
| <b>ROE (%)</b>                    | <b>10.9%</b>  | <b>11.2%</b> | <b>11.4%</b> | <b>10.5%</b>  | <b>10.9%</b> | <b>11.6%</b> | <b>43 bps</b> | <b>30 bps</b> | <b>(21) bps</b> |

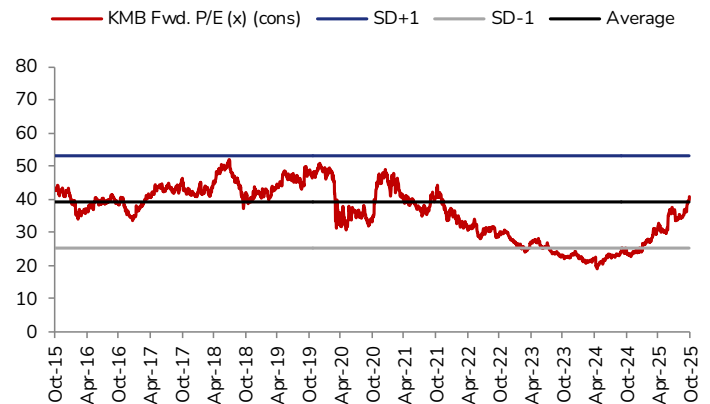
Source: Company, JM Financial

## Exhibit 18. KMB: One year forward P/BV (x) (consol)



Source: Company, JM Financial

## Exhibit 19. KMB: One year forward P/E (x) (consol)



Source: Company, JM Financial

## Financial Tables (Standalone)

| Profit & Loss (INR bn)           |            |            |            |            |            |
|----------------------------------|------------|------------|------------|------------|------------|
| Y/E March                        | FY24A      | FY25A      | FY26E      | FY27E      | FY28E      |
| Net Interest Income              | 260        | 283        | 299        | 341        | 393        |
| Profit on Investments            | -6         | 40         | 1          | 2          | 1          |
| Exchange Income                  | 14         | 14         | 0          | 0          | 0          |
| Fee & Other Income               | 94         | 96         | 118        | 142        | 165        |
| <b>Non-Interest Income</b>       | <b>103</b> | <b>150</b> | <b>119</b> | <b>143</b> | <b>166</b> |
| <b>Total Income</b>              | <b>363</b> | <b>433</b> | <b>418</b> | <b>484</b> | <b>559</b> |
| Operating Expenses               | 167        | 188        | 198        | 230        | 270        |
| <b>Pre-provisioning Profits</b>  | <b>196</b> | <b>245</b> | <b>220</b> | <b>254</b> | <b>288</b> |
| Loan-Loss Provisions             | 16         | 29         | 40         | 47         | 54         |
| Provisions on Investments        | 1          | 1          | 0          | 0          | 0          |
| Others Provisions                | -1         | 0          | 0          | 0          | 0          |
| <b>Total Provisions</b>          | <b>16</b>  | <b>29</b>  | <b>40</b>  | <b>47</b>  | <b>54</b>  |
| <b>PBT</b>                       | <b>180</b> | <b>216</b> | <b>180</b> | <b>207</b> | <b>234</b> |
| Tax                              | 42         | 51         | 45         | 51         | 58         |
| <b>PAT (Pre-Extraordinaries)</b> | <b>138</b> | <b>165</b> | <b>136</b> | <b>156</b> | <b>176</b> |
| Extra ordinaries (Net of Tax)    | 0          | 27         | 0          | 0          | 0          |
| <b>Reported Profits</b>          | <b>138</b> | <b>192</b> | <b>136</b> | <b>156</b> | <b>176</b> |
| Dividend paid                    | 4          | 5          | 5          | 5          | 6          |
| <b>Retained Profits</b>          | <b>134</b> | <b>187</b> | <b>131</b> | <b>151</b> | <b>170</b> |

Source: Company, JM Financial

| Key Ratios                  |        |        |        |        |        |
|-----------------------------|--------|--------|--------|--------|--------|
| Y/E March                   | FY24A  | FY25A  | FY26E  | FY27E  | FY28E  |
| <b>Growth (YoY) (%)</b>     |        |        |        |        |        |
| Deposits                    | 23.6%  | 11.2%  | 16.1%  | 15.3%  | 16.0%  |
| Advances                    | 17.6%  | 13.5%  | 16.8%  | 15.4%  | 15.0%  |
| Total Assets                | 22.6%  | 15.5%  | 10.9%  | 15.1%  | 13.9%  |
| NII                         | 20.6%  | 9.0%   | 5.7%   | 13.8%  | 15.4%  |
| Non-interest Income         | 45.0%  | 45.6%  | -20.6% | 20.5%  | 15.7%  |
| Operating Expenses          | 21.0%  | 12.6%  | 5.6%   | 15.7%  | 17.8%  |
| Operating Profits           | 31.9%  | 25.2%  | -10.4% | 15.7%  | 13.5%  |
| Core Operating profit       | 22.4%  | 19.7%  | 6.6%   | 7.6%   | 15.7%  |
| Provisions                  | 244.4% | 87.0%  | 34.5%  | 19.8%  | 14.9%  |
| Reported PAT                | 26.0%  | 39.2%  | -29.3% | 14.8%  | 13.2%  |
| <b>Yields / Margins (%)</b> |        |        |        |        |        |
| Interest Spread             | 4.07%  | 3.61%  | 3.46%  | 3.58%  | 3.62%  |
| NIM                         | 4.91%  | 4.50%  | 4.21%  | 4.24%  | 4.27%  |
| <b>Profitability (%)</b>    |        |        |        |        |        |
| Non-IR to Income            | 28.3%  | 34.5%  | 28.4%  | 29.6%  | 29.6%  |
| Cost to Income              | 46.0%  | 43.4%  | 47.4%  | 47.4%  | 48.4%  |
| ROA                         | 2.53%  | 2.96%  | 1.85%  | 1.88%  | 1.86%  |
| ROE                         | 15.3%  | 17.9%  | 10.9%  | 11.2%  | 11.4%  |
| <b>Assets Quality (%)</b>   |        |        |        |        |        |
| Slippages                   | 1.57%  | 1.70%  | 1.50%  | 1.60%  | 1.60%  |
| Gross NPA                   | 1.39%  | 1.42%  | 1.24%  | 1.42%  | 1.46%  |
| Net NPAs                    | 0.34%  | 0.31%  | 0.29%  | 0.32%  | 0.32%  |
| Provision Coverage          | 75.9%  | 78.1%  | 77.0%  | 78.0%  | 78.0%  |
| Specific LLP                | 0.43%  | 0.64%  | 0.76%  | 0.83%  | 0.81%  |
| Net NPAs / Network          | 1.3%   | 1.1%   | 1.1%   | 1.2%   | 1.3%   |
| <b>Capital Adequacy (%)</b> |        |        |        |        |        |
| Tier I                      | 19.25% | 21.10% | 21.09% | 20.36% | 19.89% |
| CAR                         | 20.55% | 22.25% | 21.40% | 20.68% | 20.20% |

Source: Company, JM Financial

| Balance Sheet (INR bn)   |              |              |              |              |               |
|--------------------------|--------------|--------------|--------------|--------------|---------------|
| Y/E March                | FY24A        | FY25A        | FY26E        | FY27E        | FY28E         |
| Equity Capital           | 10           | 10           | 10           | 10           | 10            |
| Reserves & Surplus       | 956          | 1,162        | 1,297        | 1,453        | 1,629         |
| Deposits                 | 4,490        | 4,991        | 5,793        | 6,676        | 7,744         |
| Borrowings               | 284          | 484          | 504          | 565          | 583           |
| Other Liabilities        | 263          | 289          | 91           | 155          | 126           |
| <b>Total Liabilities</b> | <b>6,004</b> | <b>6,936</b> | <b>7,695</b> | <b>8,860</b> | <b>10,093</b> |
| Investments              | 1,554        | 1,819        | 1,914        | 2,201        | 2,531         |
| Net Advances             | 3,761        | 4,269        | 4,987        | 5,756        | 6,620         |
| Cash & Equivalents       | 528          | 658          | 567          | 652          | 666           |
| Fixed Assets             | 22           | 24           | 28           | 31           | 34            |
| Other Assets             | 139          | 167          | 200          | 220          | 242           |
| <b>Total Assets</b>      | <b>6,004</b> | <b>6,936</b> | <b>7,695</b> | <b>8,860</b> | <b>10,093</b> |

Source: Company, JM Financial

| Dupont Analysis       |       |       |       |       |       |
|-----------------------|-------|-------|-------|-------|-------|
| Y/E March             | FY24A | FY25A | FY26E | FY27E | FY28E |
| NII / Assets          | 4.77% | 4.38% | 4.09% | 4.12% | 4.15% |
| Other Income / Assets | 1.88% | 2.31% | 1.62% | 1.73% | 1.75% |
| Total Income / Assets | 6.65% | 6.69% | 5.72% | 5.84% | 5.90% |
| Cost / Assets         | 3.06% | 2.90% | 2.71% | 2.77% | 2.85% |
| PBP / Assets          | 3.59% | 3.79% | 3.00% | 3.07% | 3.04% |
| Provisions / Assets   | 0.29% | 0.45% | 0.54% | 0.57% | 0.57% |
| PBT / Assets          | 3.30% | 3.34% | 2.46% | 2.50% | 2.47% |
| Tax rate              | 23.5% | 23.8% | 24.8% | 24.8% | 24.8% |
| ROA                   | 2.53% | 2.96% | 1.85% | 1.88% | 1.86% |
| Leverage              | 5.9   | 5.6   | 5.8   | 6.0   | 6.2   |
| ROE                   | 15.3% | 17.9% | 10.9% | 11.2% | 11.4% |

Source: Company, JM Financial

| Valuations      |       |       |        |       |       |
|-----------------|-------|-------|--------|-------|-------|
| Y/E March       | FY24A | FY25A | FY26E  | FY27E | FY28E |
| Shares in Issue | 2.0   | 2.0   | 2.0    | 2.0   | 2.0   |
| EPS (INR)       | 69.3  | 96.5  | 68.2   | 78.3  | 88.6  |
| EPS (YoY) (%)   | 25.9% | 39.2% | -29.3% | 14.8% | 13.2% |
| PER (x)         | 31.5  | 22.7  | 32.1   | 27.9  | 24.7  |
| ABV (INR)       | 466   | 569   | 638    | 716   | 804   |
| ABV (YoY) (%)   | 16.2% | 22.1% | 12.0%  | 12.3% | 12.4% |
| P/ABV (x)       | 3.1   | 2.6   | 2.3    | 2.0   | 1.8   |
| DPS (INR)       | 2.0   | 2.5   | 2.5    | 2.5   | 3.0   |
| Div. yield (%)  | 0.1%  | 0.1%  | 0.1%   | 0.1%  | 0.1%  |

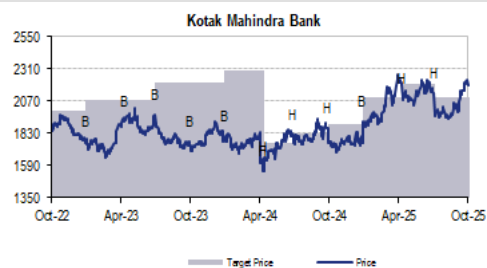
Source: Company, JM Financial



## History of Recommendation and Target Price

| Date      | Recommendation | Target Price | % Chg. |
|-----------|----------------|--------------|--------|
| 3-May-21  | Hold           | 2,050        |        |
| 26-Jul-21 | Hold           | 2,050        | 0.0    |
| 26-Oct-21 | Hold           | 2,250        | 9.8    |
| 29-Jan-22 | Buy            | 2,300        | 2.2    |
| 4-May-22  | Buy            | 1,975        | -14.1  |
| 26-May-22 | Buy            | 1,975        | 0.0    |
| 24-Jul-22 | Buy            | 2,000        | 1.3    |
| 22-Oct-22 | Buy            | 2,000        | 0.0    |
| 22-Jan-23 | Buy            | 2,080        | 4.0    |
| 2-May-23  | Buy            | 2,080        | 0.0    |
| 23-Jul-23 | Buy            | 2,205        | 6.0    |
| 22-Oct-23 | Buy            | 2,205        | 0.0    |
| 22-Jan-24 | Buy            | 2,300        | 4.3    |
| 2-May-24  | Hold           | 1,760        | -23.5  |
| 5-May-24  | Hold           | 1,760        | 0.0    |
| 21-Jul-24 | Hold           | 1,830        | 4.0    |
| 20-Oct-24 | Hold           | 1,900        | 3.8    |
| 20-Jan-25 | Buy            | 2,100        | 10.5   |
| 5-May-25  | Hold           | 2,200        | 4.8    |
| 27-Jul-25 | Hold           | 2,100        | -4.5   |

## Recommendation History



## APPENDIX I

## JM Financial Institutional Securities Limited

Corporate Identity Number: U67100MH2017PLC296081

Member of BSE Ltd. and National Stock Exchange of India Ltd.

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Grievance Officer: Ms. Ashley Johnson | Tel: +91 22 6224 1862 | Email: instcompliance@jmfl.com

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

| New Rating System: Definition of ratings |                                                                     |
|------------------------------------------|---------------------------------------------------------------------|
| Rating                                   | Meaning                                                             |
| BUY                                      | Expected return $\geq$ 15% over the next twelve months.             |
| ADD                                      | Expected return $\geq$ 5% and $<$ 15% over the next twelve months.  |
| REDUCE                                   | Expected return $\geq$ -10% and $<$ 5% over the next twelve months. |
| SELL                                     | Expected return $<$ -10% over the next twelve months.               |

Note: For REITs (Real Estate Investment Trust) and InvIT (Infrastructure Investment Trust) total expected returns include dividends or DPU (distribution per unit)

| Previous Rating System: Definition of ratings |                                                                                                                                                                                                                                                                                                               |
|-----------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Rating                                        | Meaning                                                                                                                                                                                                                                                                                                       |
| BUY                                           | Total expected returns of more than 10% for stocks with market capitalisation in excess of INR 200 billion and REITs* and more than 15% for all other stocks, over the next twelve months. Total expected return includes dividend yields.                                                                    |
| HOLD                                          | Price expected to move in the range of 10% downside to 10% upside from the current market price for stocks with market capitalisation in excess of INR 200 billion and REITs* and in the range of 10% downside to 15% upside from the current market price for all other stocks, over the next twelve months. |
| SELL                                          | Price expected to move downwards by more than 10% from the current market price over the next twelve months.                                                                                                                                                                                                  |

\* REITs refers to Real Estate Investment Trusts.

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