# Motilal Oswal

#### FINANCIAL SERVICES

Estimate change	1
TP change	
Rating change	

Bloomberg	SBIN IN
Equity Shares (m)	8925
M.Cap.(INRb)/(USDb)	5797.9 / 69.9
52-Week Range (INR)	661 / 502
1, 6, 12 Rel. Per (%)	1/-3/-1
12M Avg Val (INR M)	10123

#### Financials & Valuations (INR b)

Y/E March	FY23	FY24E	FY25E
NII	1,448	1,606	1,796
ОР	837	872	1,138
NP	502	560	733
NIM (%)	3.2	3.1	3.1
EPS (INR)	56.3	62.7	82.1
EPS Gr. (%)	58.6	11.4	31.0
ABV (INR)	311	361	429
Cons. BV (INR)	385	453	543
Ratios			
RoE (%)	18.1	17.4	19.6
RoA (%)	1.0	1.0	1.1
Valuations			
P/BV (x) (Cons.)	1.7	1.4	1.2
P/ABV (x)	1.4	1.2	1.0
P/E (x)	7.7	6.9	5.3
* Adjusted for sub	cidiarias		

\*Adjusted for subsidiaries

#### Shareholding pattern (%)

As On	Dec-23	Sep-23	Dec-22
Promoter	56.9	56.9	56.9
DII	24.0	24.2	25.1
FII	11.8	11.6	11.0
Others	7.3	7.2	7.0

FII Includes depository receipts

# **State Bank of India**

CMP: INR650 TP: INR800 (+22%) Buy

### Core performance on track; One-offs dent earnings

#### NIMs contract 7bp QoQ

- SBIN's 3QFY24 PAT of INR91.64b came in 17% below our estimate of INR110b, affected by higher wage provisions and an exceptional item of INR71b. Adjusting for the exceptional item, net profit would have been INR144b.
- NII grew 4.6% YoY/0.8% QoQ (in line). NIMs declined 7bp QoQ to 3.22% (domestic NIMs at 3.34%, down 9bp QoQ).
- Slippages increased marginally to INR50.5b, while healthy recoveries and write-offs led to a 13bp decline in the GNPA ratio. RSA pool declined to INR189b or 0.6% of advances.
- We raise our FY25 EPS estimates by 4.6% as the wage/pension provisioning gets completely done with in FY24 and expect the overall credit cost to remain under control. We estimate FY25 RoA/RoE of 1.1%/19.6%. Reiterate our BUY rating with an unchanged TP of INR800 (based on 1.2x Sep'25E ABV + INR218 from subs).

#### Revenue growth steady; guides for lower wage provisions

- SBIN reported a 36% YoY decline in net profit to INR91.6b as the bank navigated through higher wage provisions and an exceptional item of INR71b. NII grew 4.6% YoY (largely in line), while margins declined by 7bp QoQ to 3.22% (in line).
- Other income grew 6.2% QoQ (flat YoY), as treasury gains remained healthy at INR25b. Core other income grew 5% YoY.
- In 3Q, SBIN made wage-related provisions of INR63b (for a 17% wage hike). For 9MFY24, wage-related provisions stood at INR127.2b. For 4Q, the bank guides for lower wage provisions at INR54b. It also made a provision of INR2.4b for its AIF exposure. As a result, PPoP declined by 19% YoY to ~INR203b, while Core PPoP declined 20% YoY.
- Advances grew ~15% YoY/5.2% QoQ, led by 15% YoY growth in retail and 19% YoY growth in SME segment. Agri book grew 18% YoY, while corporate growth picked up to 11% YoY. Retail growth was driven by home loans (13% YoY/3.2% QoQ; 54% of retail book), while Auto/Xpress credit grew 21%/16% YoY. Deposit growth was slow at 13% YoY/1.6% QoQ, while the CASA mix declined 70bp QoQ to 41.2%. Domestic CD ratio thus increased to 66.3%.
- Slippages increased marginally to INR50b or 0.7% of advances, in 3Q.
  While continued robust recoveries/write-offs led to a 13bp QoQ drop in the GNPA ratio to 2.42%. The NNPA ratio remained flat at 0.64%.
  Restructured book declined to INR189b (0.5% of advances), while SMA 1/2 portfolio stood at INR41.3b (12bp of loans).
- Subsidiary performance: SBICARD clocked a PAT of INR5.49b (up 8% YoY). SBILIFE's PAT grew 6% YoY to INR3.2b. PAT of the AMC business increased by 45% YoY to INR5.4b, while SBI General reported a profit of INR750m vs. a profit of INR130m in 3QFY23.

Nitin Aggarwal - Research Analyst (Nitin.Aggarwal@MotilalOswal.com)

Research Analyst: Dixit Sankharva (Dixit.sankharva@MotilalOswal.com) | Disha Singhal (Disha Singhal@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.

### MOTILAL OSWAL

#### Highlights from the management commentary

- Wage revisions increased to 17% from 14%; 10% was provided from Nov'22 onward. The bank had provided INR88.9b as of Sep'23 and provided additional INR63.13b in 3Q. Total provisions thus stood at INR127.18b in FY24. The bank expects to make residual INR54.08b of wage-related provisions in 4Q.
- After wage provisioning in FY24, the wage bill will be INR660b in FY25E vs. INR770b (total at INR770b + INR71b {one offs} = INR 841b) in FY24.
- CET-1 ratio stands at 10.38% and the bank is open to raise more capital if growth trends demand it. The bank is also reviewing AT1 prices and will make sure that capital will not be a constraint for growth.

#### Valuation and view

SBIN reported a mixed quarter as one-off pension provisions impacted earnings, whereas high wage provisions were partially offset by a decline in loan loss provisions. Operating expenses thus remained high, thereby affecting PPoP growth. The management anticipates lower wage provisions at INR54b in 4Q. Consequently, we expect improvement in operating profitability in FY25. Margins contracted 7bp QoQ to 3.22% in 3Q; however, the bank expects margins to remain broadly stable, with a potential 1-2bp decline. The bank has various levers such as CD ratio and MCLR repricing to keep margins stable. Business growth remains robust, with signs of a recovery in the corporate segment. Asset quality remains healthy as the GNPA ratio improves further and the restructured book is well-managed at 0.5% of advances, while the SMA pool stands at 12bp of loans. We estimate SBIN to deliver RoA/RoE of 1.1%/19.6% in FY25. We maintain our BUY rating with an unchanged TP of INR 800 (1.2x Sep'25E ABV + INR 218 from subsidiaries).

Y/E March	FY23 FY24E					FY23	FY24E	FY24E	V/s			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QE	Est
Net Interest Income	312.0	351.8	380.7	403.9	389.0	395.0	398.2	423.8	1,448.4	1,606.0	401.6	-1%
% Change (YoY)	12.9	12.8	24.1	29.5	24.7	12.3	4.6	4.9	20.0	10.9	5.5	
Other Income	23.1	88.7	114.7	139.6	120.6	107.9	114.6	140.2	366.2	483.3	111.8	2%
Total Income	335.1	440.6	495.4	543.5	509.7	502.9	512.7	564.0	1,814.6	2,089.3	513.4	0%
Operating Expenses	207.6	229.4	243.2	297.3	256.7	308.7	309.4	342.6	977.4	1,217.5	339.3	-9%
Operating Profit	127.5	211.2	252.2	246.2	253.0	194.2	203.4	221.3	837.1	871.8	174.1	17%
% Change (YoY)	-32.8	16.8	36.2	24.9	98.4	-8.1	-19.4	-10.1	11.2	4.1	-31.0	
Provisions	43.9	30.4	57.6	33.2	25.0	1.2	6.9	21.5	165.1	54.6	27.2	-75%
Exceptional items (exp)	0.0	0.0	0.0	0.0	0.0	0.0	71.0	0.0		71.0	0.0	
Profit before Tax	83.6	180.8	194.6	213.1	228.0	193.0	125.5	199.8	672.1	746.2	146.9	-15%
Tax Provisions	22.9	48.2	52.5	46.1	59.1	49.7	33.8	43.9	169.7	186.6	36.7	-8%
Net Profit	60.7	132.6	142.1	166.9	168.8	143.3	91.6	155.9	502.3	559.7	110.2	-17%
% Change (YoY)	-6.7	73.9	68.5	83.2	178.2	8.0	-35.5	-6.6	58.6	11.4	-22.4	
Adj. Net profit	60.7	132.6	142.1	166.9	168.8	143.3	144.0	155.9	502.3	612.0		
Operating Parameters												
Deposits (INR t)	40.5	41.9	42.1	44.2	45.3	46.9	47.6	49.0	44.2	49.0	48.0	-0.9%
Loans (INR t)	28.2	29.5	30.6	32.0	32.4	33.5	35.2	36.5	32.0	36.5	34.8	1.0%
Deposit Growth (%)	8.7	10.0	9.5	9.2	12.0	11.9	13.0	10.8	9.2	10.8	14.0	
Loan Growth (%)	15.8	20.8	18.6	17.0	14.9	13.3	15.1	14.1	17.0	14.1	13.9	
Asset Quality												
Gross NPA (%)	3.9	3.5	3.1	2.8	2.8	2.6	2.4	2.3	2.8	2.3	2.4	
Net NPA (%)	1.0	0.8	0.8	0.7	0.7	0.6	0.6	0.6	0.7	0.6	0.6	
PCR (%)	75.1	77.9	76.1	76.4	74.8	75.4	74.2	74.0	76.2	74.0	75.2	

#### **Quarterly performance**

E: MOFSL estimates

(INR b)

# MOTILAL OSWAL

#### Quarterly snapshot

INR b	FY23				FY24	Change (%)			
Profit and Loss	1Q	2Q	3Q	4Q	1Q	2Q	3Q	YoY	QoQ
Interest Income	726.8	798.6	866.2	929.5	959.8	1,013.8	1,067.3	23	5
Loans	464.7	523.8	588.7	636.8	671.3	702.6	735.2	25	5
Investment	224.4	236.7	245.3	252.9	250.1	270.0	284.3	16	5
Interest Expenses	414.8	446.8	485.5	525.6	570.7	618.8	669.2	38	8
Net Interest Income	312.0	351.8	380.7	403.9	389.0	395.0	398.2	5	1
Other Income	23.1	88.7	114.7	139.6	120.6	107.9	114.6	0	6
Trading profits	-65.5	4.6	29.4	18.0	38.5	20.2	25.1	-15	24
Fee Income	63.7	59.4	59.3	80.0	66.3	65.4	62.4	5	-5
Forex Income	20.1	4.1	13.9	-0.3	2.9	3.0	9.1	-35	204
Others	4.8	20.7	12.1	41.9	13.1	19.4	18.1	49	-7
Total Income	335.1	440.6	495.4	543.5	509.7	502.9	512.7	4	2
Operating Expenses	207.6	229.4	243.2	297.3	256.7	308.7	309.4	27	0
Employee	120.5	128.7	147.6	176.2	166.0	189.3	193.6	31	2
Others	87.0	100.7	95.6	121.2	90.7	119.5	115.8	21	-3
Operating Profits	127.5	211.2	252.2	246.2	253.0	<b>194.2</b>	203.4	-19	5
Core Operating Profits	193.0	206.6	222.8	228.2	214.5	174.0	178.3	-20	3
Provisions	43.9	30.4	57.6	33.2	25.0	1.2	6.9	-88	497
PBT	83.6	180.8	194.6	213.1	228.0	193.0	125.5	-36	-35
Taxes	22.9	48.2	52.5	46.1	59.1	49.7	33.8	-36	-32
PAT	60.7	132.6	142.1	<b>166.9</b>	168.8	143.3	91.6	-30 - <b>35</b>	-32 - <b>36</b>
Balance Sheet (INR t)	00.7	132.0	142.1	100.9	100.0	145.5	91.0	-35	-30
Deposits	40.5	41.9	42.1	44.2	45.3	46.9	47.6	13	2
Loans	28.2	29.5	30.6	32.0	43.3 32.4	33.5	35.2	15	5
Asset Quality (INR b)	20.2	29.5	50.0	52.0	52.4	55.5	55.2	15	
GNPA	1,132.7	1,068.0	983.5	909.3	913.3	869.7	867.5	-12	0
NNPA	282.6	235.7	234.8	909.3 214.7	230.0	213.5	224.1	-12 -5	5
Slippages	101.2	235.7	32.1	34.6	78.7	40.8	50.5	57	24
Ratios	101.2	FY23	52.1	54.0	70.7	FY24E	50.5	Change	
Asset Quality Ratios (%)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	YoY	QoQ
GNPA	3.9	3.5	3.1	2.8	2.8	2.6	2.4	(72)	(13)
NNPA	1.0	0.8	0.8	0.7	0.7	0.6	0.6	(12)	(13)
PCR (Cal.)	75.1	77.9	76.1	76.4	74.8	75.4	74.2	(195)	(128)
PCR (Rep.)	90.1	91.5	91.5	91.9	91.4	91.9	91.5	(133)	(44)
Business Ratios (%)		0 1.0	01.0	0 210	5111	01.0	01.0	(0)	( )
Fees to Total Income	19.0	13.5	12.0	14.7	13.0	13.0	12.2	20	(82)
Cost to Core Income	51.8	52.6	52.2	56.6	54.5	64.0	63.4	1,125	(52)
Tax Rate	27.4	26.6	27.0	21.6	25.9	25.8	27.0	(3)	121
Loan/Deposit	69.6	70.4	72.6	72.3	71.4	71.3	73.9	133	257
CAR	13.4	13.5	13.3	14.7	14.6	14.3	13.1	(22)	(123)
Tier I	11.2	13.5	10.8	14.7	14.0	14.5	10.6	(22)	(123)
	11.2	11.1	10.8	12.1	12.0	11.0	10.0	(22)	(120)
Profitability Ratios (%)	7 4		7.0	0.1	0.0	0.0	0.0	101	2
Yield on Advances	7.4	7.7	7.9	8.1	8.8	8.9	8.9	101	2
Yield on Investments	6.2	6.3	6.4	6.6	6.4	6.7	7.0	57	33
Yield On Funds	7.0	7.3	7.8	8.2	8.3	8.4	8.6	83	22
Cost of Deposits	3.8	3.8	3.9	4.0	4.6	4.7	4.8	85	10
Margins	3.0	3.3	3.5	3.6	3.3	3.3	3.2	(28)	(7)
RoA	0.5	1.0	1.1	1.2	1.2	1.0	0.6	(46)	(39)



## Highlights from the management commentary

#### Balance sheet, P&L and others

- The global economy is expected to grow by 3.1% in FY24 and 3.2% in FY25. The projected growth is below the historical average of 3.8%.
- Real GDP growth is expected to be 7.3%.
- 3Q net profit stood at INR 91.64b after absorbing the additional liability of INR71b, which comprised INR54b for pension at a uniform rate and INR17b provisions for ex-gratia benefits and neutralization of Dearness Relief to pre-Nov'02 retirees and family pensioners.
- The bank is mindful of its liability profile and expects to reduce the dependency of wholesale deposits.
- Excess SLR stands at INR4t and LCR is healthy at 131%, well above the regulatory requirement.
- Advances witnessed healthy growth across all segments in 3Q.
- About 59% of savings accounts were opened through the YONO app. SBIN continues to focus on CA accounts too.
- CET1 ratio stands at 10.38% and the bank is open to raising more capital if growth trends demand.
- With inclusion of profits, CRAR would have been 14.31%, CET-1 at 10.38%, RoE growth at 19-20% and loan growth would have been 14-15%. The bank is open to raising capital from all types of avenues. It is also reviewing AT1 prices. The bank will make sure that capital will not be an obstacle for growth.
- The bank believes that credit growth will be at 14-15%. The bank has made total provisions of ~INR200b in FY24. Despite this, RoE is 19.5%.
- The bank has enough elbowroom to grow at the pace of INR7.5t per year (18-20% growth).
- The bank's CD ratio is 66% and LCR too is healthy at 131%.
- RBI decisions are independent of the FOMC. The bank expects repo rate cuts in 2Q or 3Q.
- The bank is reporting a 14% CAGR and will reach the INR50t mark in few years.
- SBIN is leveraging analytics and possible applications of Gen-AI and using tech for the benefits of employees. The bank will be in a position to create a new opportunity.
- SBIN's Chairman aims for a profit of INR1t in the next few years to become the highest profit making entity in the country.
- A credit pipeline of INR4.6t is available in the corporate loan segment and the bank will be happy to cater to the corporates. The bank has not received any communication from private banks for the sale of corporate assets.
- A revised regulatory framework for the valuation of its investment portfolio vide RBI circular dated 12th Sep'23 is estimated to add ~ 50bp to CET-1 in Apr'24.
- The CD ratio increased but the margins did not, as majority of the growth was back-ended in 3Q. And as a result, its benefits will be seen in 4Q.
- 49bp of CET-1 impact was due to an increase in RWAs; 70bp impact on CRAR.
  Further, the bank is passing on the costs to NBFCs. It has also increased rates in the X-press credit.
- SBIN's current RIDF outstanding is INR2.6t.
- It has 22,494 branches as on Dec'23.

Book mix breakup: MCLR 37.6%, Fixed rate 20.9%, EBLR linked at 27.4%.

#### Margins

- SBIN expects margins to remain similar to that of 3Q level and hence there could be only 1-2bp of decline in NIMs from hereon.
- Most of the deposits have already been repriced; hence, there should not be any pressure from deposit repricing.

#### **Asset quality**

- GNPA/NNPA ratios moderated to 2.42% (lowest in >10 years) or 0.64% as of 3QFY24.
- The slippage ratio improved by 5bp YoY to 0.67%. Credit cost stands at 0.25%, improved by 12bp in 9MFY24.
- The bank has worked on credit costs and strengthened the mechanism for underwriting the risk. The bank is clear in terms of portfolio composition and selection. The bank has improved its loan management system and is controlling the quality of the overall book.
- The bank does not expect any lumpy recoveries in AUCA accounts. On NCLT recoveries, the bank has to depend on the consortium and ecosystem.
- The bank had lumpy recovery of INR2b in FY24.

#### Wage revisions and one-offs

- Wage revisions increased to 17% from 14%; 10% was provided from Nov'22 onward. SBIN had provided INR88.9b as of Sep'23 and provided additional INR63.13b in 3Q. Total provisions stand at INR127.18b in FY24. Going forward, the bank expects additional wage-related provisions of INR54.08b in 4Q.
- In 3Q, there was a one-time item of INR71b due to differential pension at 40% or 50%, while this order was pending from 2002. Since this event was bound to happen, the bank made INR54b and another of INR17b for neutralization of DA relief for pre-Nov'02 retirees and family pensioners.
- The bank will get the tax benefits for the additional provisions.
- The INR17b one-time item was related to DA relief, which can be applicable to all other banks.
- The bank has done all settlements and the wage bill will be INR660b in FY25E vs. INR770b (total at INR 770b+ INR 71b {one offs} = INR 841b) in FY24.
- The employee cost was higher vs. other PSUs as there have been pensioners in the bank. But the bank expects efficiency to improve further and employee costs should moderate.

#### Headline asset quality steady; SMA remains under control

 Slippages increased marginally QoQ to ~INR50.5b (0.7% of loans) in 3QFY24. Recoveries/upgrades came in at INR18b, while write-offs stood at ~INR45b. Hence, net slippages came in negative at INR2.2b. The restructuring book improved 9bp QoQ to 0.50% of loans, while the SMA book inched up 4% QoQ to INR~41b (12bp of loans)

- GNPA/NNPA ratios stood at 2.42%/0.64% as of 3QFY24, while PCR moderated to ~74% (91.5%, including TWO).
- GNPAs in the Agri/Corporate/SME/Retail segments stood at 10.1%/2.9%/4.1%/
  0.7%, while the bank targets improvements in Agri GNPA ratio.
- Restructuring 1.0/2.0 declined 7.6%/10.2% QoQ to INR54b/INR135.2b. Thus, total restructuring stood at INR189b (0.5% of loans). The SMA 1/2 portfolio increased marginally by 4% QoQ to INR41.3b.

Exhibit 1: SMA 1/2	increased	marginally	by 4%	QoQ to INR41b
--------------------	-----------	------------	-------	---------------

			<u> </u>						
INR b	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24
SMA 1	25.68	29.89	51.69	65.76	30.59	24.65	56.38	21.8	20.72
SMA 2	15.99	5.55	18.14	19.21	16.88	7.95	15.83	17.84	20.55
Total	41.67	35.44	69.83	84.97	47.47	32.6	72.21	39.64	41.27

Source: Company, MOFSL

Retail loans grew 15.1% YoY (up 5.2% QoQ)

#### Advances up 15.1% YoY/5.2% QoQ; growth broad-based across segments

- The Retail segment grew 4.3% QoQ (up 15.3% YoY), led by robust growth in Vehicle loans (up 21.2% YoY) and Xpress Credit, which continued to grow at a healthy pace of 16.4% to INR3.35t. Home loans grew 13.2% YoY.
- Growth in the Corporate book picked up to 4.7% QoQ, while the SME/Agri book grew ~8%/~7% QoQ.

Exhibit 2: Loan b	xhibit 2: Loan book remains well-diversified –SME book up 5% QoQ; Retail/Agri book up 3.3/3.7% QoQ											
INR b	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	ΥοΥ	QoQ	
Retail	9,522	10,023	10,341	10,749	11,245	11,792	12,043	12,434	12,963	15.3%	4.3%	
Agri	2,215	2,282	2,299	2,386	2,470	2,586	2,641	2,739	2,917	18.1%	6.5%	
SME	3,072	3,055	3,128	3,169	3,506	3 <i>,</i> 593	3,699	3,890	4,181	19.2%	7.5%	
Large corporate	7,834	8,707	8,740	9,170	9,250	9,798	9,822	9,777	10,241	10.7%	4.7%	
International	22,642	24,068	24,508	25,474	26,472	27,768	28,204	28,840	30,303	14.5%	5.1%	

### Subsidiary performance

 SBICARD clocked a PAT of INR5.49b (up 8% YoY). SBILIFE's PAT grew 6% YoY to INR3.2b. PAT of the AMC business increased by 45% YoY to INR5.4b, while SBI General reported a profit of INR750m vs. a profit of INR130m in 3QFY23.

### Valuation and view

- SBIN has followed a conservative policy as it has strengthened its balance sheet by creating higher provisions (pension and DA related provisions). It raised its PCR (including TWO) to ~92% in 3QFY24 (from ~65% in 1QFY18), with a ~92% provision coverage on Corporate NPAs.
- The bank has one of the best liability franchises (CASA mix: ~41%). This puts SBIN in a better position to manage pressure on yields and support margin to a large extent in a rising interest rate scenario.
- Its subsidiaries, SBI MF, SBILIFE, SBICARD, and SBI Cap, have reported healthy performances over the last few years, supporting our SoTP-based valuation for SBIN.
- Headline asset quality remained stable in 3Q, as fresh slippages increased marginally to INR50.5b (0.7% of loans). GNPA/NNPA ratios declined to 2.42%/0.64% in 3QFY24 as the rate of reductions outpaced slippages. We expect slippages to remain under control going forward and estimate a credit cost of ~40bp over FY24-26.

- Among PSU banks, SBIN remains the best play on a gradual recovery in the Indian economy, with a healthy specific PCR (~74%), Tier I of ~11%, a strong liability franchise, and improved core operating profitability.
- BUY with a TP of INR800: SBIN reported a mixed quarter as one-time pension provisions impacted earnings, whereas high wage provisions were partially offset by a decline in loan loss provisions. Operating expenses thus remained high, thereby affecting PPoP growth. The management anticipates lower wage provisions at INR54b in 4Q. Consequently, we expect improvement in operating profitability in FY25. Margins declined 7bp QoQ to 3.22%, but the bank expects margins to remain broadly stable, with a potential 1-2bp decline. SBIN has various levers such as CD ratio and MCLR repricing to keep margins stable. Business growth remains robust, with signs of a recovery in the corporate segment. Asset quality remains healthy, as the GNPA ratio improves further, the restructured book is well-managed at 0.5% of advances, while the SMA pool stands at 12bp of loans. We estimate SBIN to deliver RoA/RoE of 1.1%/19.6% in FY25. We maintain our BUY rating with an unchanged PT of INR 800 (1.2x Sep'25E ABV + INR 218 from subsidiaries).

#### Exhibit 3: SoTP-based pricing

Name	Stake (%)	Value for SBIN (INRb)	Value per Share- (at our PT)	% of total value	Rationale
SBI Bank	100	5,190	582	73	1.2x FY25E ABV
Life insurance	55	948	106	13	2.3x Sep'25E EV
Cards	69	605	68	8	23x Sep'25E PAT
Asset management	63	419	47	6	30x Sep'25E PAT
General insurance	70	78	9	1	25x Sep'25E PAT
YES Bank	26	179	20	3	Based on CMP
Capital Market/DFHI/Others		206	23	3	
Total Value of Subs		2,435	273	34	
Less: 20% holding disc		487	55	7	
Value of Subs (Post Holding Disc)		1,948	218	27	
Target Price		7,139	800		

#### Exhibit 4: DuPont Analysis: Earnings normalization cycle is progressing well

Y/E MARCH	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Interest Income	6.74	6.25	5.79	6.32	7.20	7.31	7.28
Interest Expense	4.17	3.64	3.25	3.57	4.45	4.54	4.43
Net Interest Income	2.57	2.61	2.54	2.76	2.75	2.77	2.85
Fee income	0.96	0.88	0.78	0.72	0.86	0.84	0.84
Trading and others	0.22	0.14	0.07	-0.03	-0.03	-0.03	-0.03
Non-Interest income	1.19	1.03	0.85	0.70	0.83	0.81	0.81
Total Income	3.76	3.63	3.39	3.45	3.58	3.58	3.66
Operating Expenses	1.97	1.95	1.81	1.86	2.09	1.83	1.81
Employee cost	1.20	1.20	1.05	1.09	1.30	1.05	1.04
Others	0.77	0.75	0.75	0.77	0.79	0.78	0.77
Operating Profit	1.79	1.69	1.58	1.59	1.50	1.75	1.85
Core Operating Profit	1.56	1.54	1.51	1.62	1.52	1.78	1.88
Provisions	1.13	1.04	0.51	0.31	0.09	0.24	0.25
NPA	1.13	0.64	0.30	0.17	0.11	0.22	0.23
Others	0.00	0.39	0.22	0.14	-0.01	0.02	0.02
РВТ	0.66	0.65	0.91	1.28	1.40	1.51	1.60
Тах	0.28	0.17	0.25	0.32	0.32	0.38	0.40
RoA	0.38	0.48	0.67	0.96	1.08	1.13	1.19
Leverage (x)	18.9	19.4	19.6	18.9	18.1	17.4	16.4
RoE	7.2	9.3	13.0	18.1	19.6	19.6	19.6

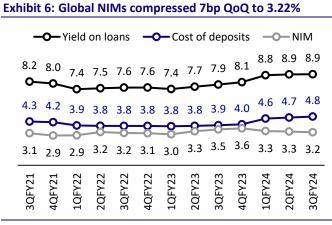
# MOTILAL OSWAL

### Exhibit 5: We have increased our earnings estimates by 0.9%/4.6% for FY24/FY25

	Old Est	timates	Revised E	stimates	Change	Change (%)/bps	
INR B	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E	
Net Interest Income	1,598.8	1,773.6	1,606.0	1,796.5	0.5	1.3	
Other Income	473.8	523.6	483.3	526.8	2.0	0.6	
Total Income	2,072.6	2,297.2	2,089.3	2,323.3	0.8	1.1	
Operating Expenses	1,249.8	1,211.2	1,217.5	1,185.6	-2.6	-2.1	
Operating Profits	822.7	1,086.0	871.8	1,137.7	6.0	4.8	
Provisions	80.0	147.6	54.6	156.5	-31.7	6.0	
РВТ	742.8	938.5	746.2	981.2	0.5	4.6	
Тах	187.9	237.4	186.6	248.2	-0.7	4.6	
РАТ	554.9	701.0	559.7	733.0	0.9	4.6	
Loans (INRt)	36.3	41.1	36.5	41.4	0.5	0.7	
Deposits (INRt)	49.5	54.7	49.0	54.2	-0.9	-0.9	
Margins (%)	3.1	3.1	3.1	3.1	1	2	
Credit Cost (%)	0.2	0.4	0.2	0.4	-5	2	
RoA (%)	0.9	1.1	1.0	1.1	1	6	
RoE (%)	17.3	18.9	17.4	19.6	14	75	
Standalone ABV	362.5	427.2	360.8	428.8	-0.5	0.4	
Consol BV	452.1	538.4	452.7	542.5	0.1	0.8	

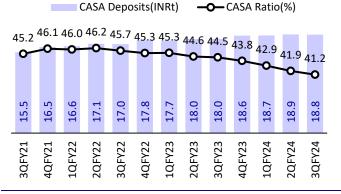
Source: Company, MOFSL

## **Story in charts**



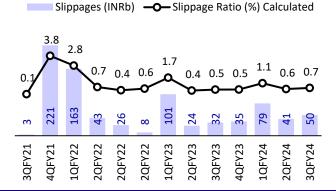
Source: MOFSL, Company

#### Exhibit 8: CASA ratio moderated 70bp QoQ to 41.2%



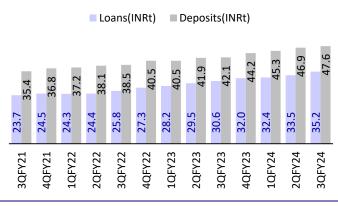
Source: MOFSL, Company

# Exhibit 10: Slippages stood at INR50b (annualized 0.7% of loans)



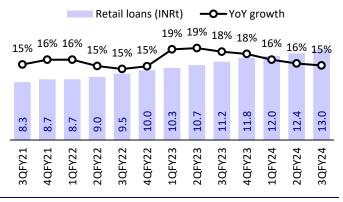
#### Source: MOFSL, Company

#### Exhibit 7: Loans up 15% YoY (5.2% QoQ); deposits up 13% YoY



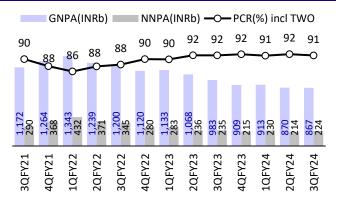
Source: MOFSL, Company

#### Exhibit 9: Retail loans up ~15.3% YoY



Source: MOFSL, Company

# Exhibit 11: GNPA/NNPA at 2.42%/0.64%; PCR (including TWO) at 91.5%



Source: MOFSL, Company

# **Financials and valuations**

Income Statement							(INRb)
Y/E March	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Interest Income	2,573.2	2,651.5	2,754.6	3,321.0	4,197.5	4,743.5	5,252.2
Interest Expense	1,592.4	1,544.4	1,547.5	1,872.6	2,591.5	2,947.0	3,197.6
Net Interest Income	980.8	1,107.1	1,207.1	1,448.4	1,606.0	1,796.5	2,054.7
Change (%)	11.0	12.9	9.0	20.0	10.9	11.9	14.4
Non-Interest Income	452.2	435.0	405.6	366.2	483.3	526.8	584.8
Total Income	1,433.1	1,542.1	1,612.7	1,814.6	2,089.3	2,323.3	2,639.4
Change (%)	14.5	7.6	4.6	12.5	15.1	11.2	13.6
Operating Expenses	751.7	826.5	859.8	977.4	1,217.5	1,185.6	1,307.1
Pre Provision Profits	<b>681.3</b>	715.5	752.9	837.1	871.8	1,137.7	1,332.3
Change (%)	22.9	5.0	5.2	11.2	4.1	30.5	17.1
Core Provision Profits	595.6	655.2	720.7	850.7	888.1	1,157.2	1,355.7
Change (%)	13.9	10.0	10.0	18.0	4.4	30.3	17.2
Provisions (excl tax)	430.7	440.1	244.5	165.1	54.6	156.5	180.0
Exceptional Items (Exp)	NA	NA	74.2	NA	71.0	NA	NA
PBT	250.6	275.4	434.2	672.1	746.2	981.2	1,152.3
Тах	105.7	71.3	117.5	169.7	186.6	248.2	291.5
Tax Rate (%)	42.2	25.9	27.1	25.3	25.0	25.3	25.3
ΡΑΤ	144.9	204.1	316.8	502.3	559.7	733.0	860.8
Change (%)	1,580.3	40.9	55.2	58.6	11.4	31.0	17.4
Cons. PAT post MI	197.7	224.1	353.7	556.5	635.5	839.1	1,009.4
Change (%)	759.6	13.3	57.9	57.3	14.2	32.0	20.3
Balance Sheet							
Y/E March	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Share Capital	9	9	9	9	9	9	9
Reserves & Surplus	2,311	2,530	2,792	3,267	3,704	4,306	5,025
Net Worth	2,320	2,539	2,801	3,276	3,713	4,315	5,034
Deposits	32,416	36,813	40,515	44,238	49,015	54,162	59,849
Change (%)	11.3	13.6	10.1	9.2	10.8	10.5	10.5
of which CASA Dep	14,337	16,713	18,036	18,874	20,439	22,802	25,376
Change (%)	10.5	16.6	7.9	4.7	8.3	11.6	11.3
Borrowings	3,147	4,173	4,260	4,931	5,619	6,266	6,965
Other Liab. & Prov.	1,631	1,820	2,299	2,725	3,086	3,548	4,081
Total Liabilities Current Assets	<b>39,514</b>	<b>45,344</b>	<b>49,876</b>	<b>55,170</b>	61,433	68,291	<b>75,929</b>
	2,511	3,430 <b>13,517</b>	3,946	3,079 <b>15,704</b>	3,064 <b>17,070</b>	3,293 <b>18,453</b>	3,531 <b>20,021</b>
Investments Change (%)	<b>10,470</b> 8.3	29.1	<b>14,814</b> 9.6	<b>15,704</b> 6.0	8.7	8.1	8.5
Loans	<b>23,253</b>	29.1	27,340	<b>31,993</b>	36,504	41,432	46,942
Change (%)	6.4	<b>24,495</b> 5.3	27,340 11.6	17.0	14.1	<b>41,452</b> 13.5	13.3
Fixed Assets	384	384	377	424	432	458	495
Other Assets	2,896	3,518	3,399	3,971	432	4,656	495
Total Assets	<u> </u>	<b>45,344</b>	49,876	55,170	61,433	68,291	75,929
	33,314	43,344	45,870	55,170	01,433	00,231	13,525
Asset Quality							
GNPA	1,491	1,264	1,120	909	837	870	920
NNPA	519	368	282	217	218	225	235
GNPA Ratio	6.15	4.98	3.98	2.78	2.3	2.1	1.9
NNPA Ratio	2.23	1.50	1.03	0.68	0.6	0.5	0.5
Slippage Ratio	2.2	1.50	1.0	0.6	0.6	0.9	0.9
Credit Cost	1.9	1.2	0.9	0.6	0.2	0.4	0.4
PCR (Excl Tech. W/O)	65.2	70.9	74.9	76.2	74.0	74.2	74.4
F: MOESI Estimates			-				

E: MOFSL Estimates

# **Financials and valuations**

Ratios							
Y/E March	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Yield and Cost Ratios (%)							
Avg. Yield-Earning Assets	7.7	7.2	6.7	7.2	8.2	8.3	8.2
Avg. Yield on loans	8.0	7.2	6.6	7.5	8.6	8.7	8.5
Avg. Yield on Investments	6.9	6.8	6.1	6.4	6.9	6.9	6.9
Avg. Cost-Int. Bear. Liab.	4.6	4.0	3.6	4.0	5.0	5.1	5.0
Avg. Cost of Deposits	4.8	4.1	3.7	3.8	4.7	4.9	4.8
Interest Spread	3.1	3.1	3.0	3.2	3.2	3.2	3.2
Net Interest Margin	3.0	3.0	2.9	3.2	3.1	3.1	3.2
Capitalization Ratios (%)							
CAR	13.3	14.0	13.8	14.7	14.6	15.2	15.8
Tier I	11.2	11.7	11.4	12.1	12.0	12.8	13.6
Tier II	2.1	2.3	2.4	2.6	2.6	2.4	2.2
Business and Efficiency Ratios (%)	-4 -	66 F	<b>67 F</b>	70.0	745	70 5	70
Loans/Deposit Ratio	71.7	66.5	67.5	72.3	74.5	76.5	78.4
CASA Ratio	44.2	45.4	44.5	42.7	41.7	42.1	42.4
Cost/Assets	1.9	1.8	1.7	1.8	2.0	1.7	1.7
Cost/Total Income	52.5	53.6	53.3	53.9	58.3	51.0	49.5
Cost/Core Income	55.8	55.8	54.4	53.5	57.8	50.6	49.1
Int. Expense./Int. Income	61.9	58.2	56.2	56.4	61.7	62.1	60.9
Fee Income/Total Income	25.6	24.3	23.2	20.9	23.9	23.5	23.0
Non Int. Inc./Total Income	31.6	28.2	25.2	20.2	23.1	22.7	22.2
Empl. Cost/Total Expense	60.8	61.6	58.3	58.6	62.1	57.4	57.3
Investment/Deposit Ratio	32.3	36.7	36.6	35.5	34.8	34.1	33.5
Profitability Potios and Valuation							
Profitability Ratios and Valuation RoE	7.2	9.3	13.0	18.1	17.4	19.6	19.6
	0.4		0.7		17.4	19.0	19.0
RoA		0.5		1.0			
RoRWA	0.7	0.9	1.2	1.7	1.7	2.0	2.1
Consolidated RoE	7.9	8.2	11.8	16.2	16.1	18.3	18.4
Consolidated RoA	0.5	0.5	0.7	1.0	1.0	1.2	1.3
Book Value (INR)	245	270	299	350	399	466	547
Change (%)	5.6	10.0	10.9	16.9	14.0	16.9	17.3
Price-BV (x)	1.8	1.6	1.4	1.2	1.1	0.9	0.8
Consol BV (INR)	267	294	328	385	453	543	651
Change (%)	7.7	10.3	11.5	17.4	17.6	19.8	20.1
Price-Consol BV (x)	2.4	2.2	2.0	1.7	1.4	1.2	1.0
Adjusted BV (INR)	187	221	256	311	361	429	510
Price-ABV (x)	2.3	2.0	1.7	1.4	1.2	1.0	0.8
Adjusted Consol BV	212	250	289	350	417	506	613
Price-Consol ABV (x)	3.1	2.6	2.2	1.9	1.6	1.3	1.1
EPS (INR)	16.2	22.9	35.5	56.3	62.7	82.1	96.4
Change (%)	1,580.3	40.9	55.2	58.6	11.4	31.0	17.4
Price-Earnings (x)	26.6	18.9	12.2	7.7	6.9	5.3	4.5
Consol EPS (INR)	22.1	25.1	39.6	62.4	71.2	94.0	113.1
Change (%)	759.6	13.3	57.9	57.3	14.2	32.0	20.3
Price-Consol EPS (x)	29.4	25.9	16.4	10.4	9.1	6.9	5.8
Dividend Per Share (INR)	0.0	4.0	7.1	11.3	13.8	14.6	15.8
Dividend Yield (%)	0.0	0.6	1.1	1.7	2.1	2.3	2.4

E: MOFSL Estimates

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

ΝΟΤΕS

Explanation of Investment Rating				
Investment Rating	Expected return (over 12-month)			
BUY	>=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. 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 (erstwhile Motilal Oswal Securities Limited - MOSL) 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. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at http://online

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 MOFSL and / or its attillates do and seek to do dusiness including investment banking with companies covered in its research reports. For a closed, its respective 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 service transactions. Details of pending Enquiry Proc https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx

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 Act of 4040 as amended (the "Advisor Act" and together with the 1034 Act the "Acts) and 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") (Co. Reg. NO. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore. As per the approved agreement under Paragraph 9 of Third Schedule of Securities and Futures Act (CAP 289) and Paragraph 11 of First Schedule of Financial Advisors Act (CAP 110) provided to MOCMSPL by Monetary Authority of Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Accordingly, if a Singapore person is not or ceases to be such an institutional investor, such Singapore Person must immediately discontinue any use of this Report and inform MOCMSPL.

#### Specific Disclosures

- MOFSL. Research Analyst and/or his relatives does not have financial interest in the subject company, as they do not have equity holdings in the subject company.
- 2 MOFSL, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company
- 3 MOFSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months
- 4 MOFSL, Research Analyst and/or his relatives do not have material conflict of interest in the subject company at the time of publication of research report
- 5
- 6
- Research Analyst has not served as director/officer/employee in the subject company 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 in the past 12 months
- MOFSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months 8
- MOFSL has not received any compensation or other benefits from third party in connection with the research report
- 10 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 SEB1 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	

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); OSL and NSDL: IN-DP-16-2015; Research Analyst: INH00000412 . AMFI: ARN .: 146822. IRDA Corporate Agent - CA0579. 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