

22 May 2025

## In for the long haul

IndusInd Bank (IIB IN) Q4FY25 was characterized by a series of financial irregularities, which had a cumulative impact of ~INR 49bn, resulting in a Q4 loss of INR 22bn. Not only this, but a lot is left unanswered: 1) how is such a lapse possible despite audits, 2) why did the auditors not share any qualifications, 3) how did this issue go undetected for so long, and 4) most importantly, is this the end or is there more to come. Operationally as well, the quarter was softer and ensuing challenges will feed into softer core performance in FY26, beside the volatility part of it. Stepping into FY26, questions around management change (which will decide direction and drift of the bank), deposit flows, and liquidity position will dominate discussions. Looking at these variables at play, the bank is in for the long haul and would rather be delivering sub-10% ROE even by FY27. After factoring in financial irregular adjustments and softer core, we prune our FY26E BV by 11% and our FY27E BV by 15%, resulting in a lower TP of INR 720. We reiterate Sell.

**Moot question – is it over or more in store?** We saw a series of financial irregularities reported by IIB – a few larger ones being: 1) derivative related of INR 19.6bn, 2) MFI provisions as a few assets were wrongly classified worth INR 17.9bn, and 3) MFI interest income irregularities of INR 4.3bn, which saw a cumulative impact of INR 49bn. Given this, the bank reported an operating loss, but as per management normalized (excluding one-offs) operating profit was INR 30.6bn. Considering this, the core was reasonably weak, which positions FY26 on a soft peddle. We see uncertainty in FY26, which has the potential to further drag earnings; thus, further downgrade to earnings cannot be ruled out.

Slippages were higher (5.8% of loans), which was driven by MFI slippages (~60% contribution) as the bank recognized prior period stress (few accounts were wrongly classified). Even excluding this, MFI slippages were higher, which we see continuing until H1FY26, not to mention, other portfolio may see challenges (which was not the case this quarter). In a nutshell, credit cost was higher, but FY26 will see elevated numbers. The bank has utilized the entire buffer pool; thus, the margin of error hereafter is rather low. We believe such instances have dented investor confidence and created a vulnerable position.

**Reiterate Sell with a lower TP of INR 720:** A lot remains unanswered for us to call for a potential bottoming. We see the bank can deliver a mere 10% level ROE even by FY27E with some event plays rendering volatility. With lack of strategic directions (new management pending), it is difficult to take a constructive call amid such uncertainty regardless of valuation. We watch for a period of stability, outflows on deposits, and new management strategy, which will probably take time. After factoring in financial irregular adjustments and softer core, we prune our FY26E BV by 11% and our FY27E BV by 15%. Hence, we reiterate Sell with a lower TP of INR 720 from INR 830 based on 0.8x (unchanged) FY27E P/ABV.

### Key financials

YE March	FY24	FY25	FY26E	FY27E	FY28E
PPoP	157,403	106,449	116,805	134,174	155,212
YoY (%)	9.7	(32.4)	9.7	14.9	15.7
NP	89,498	26,429	45,086	57,562	75,892
YoY (%)	21.1	(70.5)	70.6	27.7	31.8
EPS (INR)	115.0	33.9	57.9	73.9	97.4
YoY (%)	0.2	(0.7)	0.7	0.3	0.3
P/PPoP	3.8	5.6	5.1	4.5	3.9
RoAE (%)	15.4	4.2	6.9	8.3	10.1
RoAA (%)	2.0	0.5	0.9	1.0	1.2
P/E (x)	6.7	22.7	13.3	10.4	7.9
P/ABV (x)	1.0	1.0	0.9	0.9	0.8

Note: Pricing as on 21 May 2025; Source: Company, Elara Securities Estimate

Rating: **Sell**

Target Price: **INR 720**

Downside: **6%**

CMP: **INR 770**

As on 21 May 2025

#### Key data

Bloomberg	IIB IN
Reuters Code	INBK.NS
Shares outstanding (mn)	779
Market cap (INR bn/USD mn)	600/7,004
EV (INR bn/USD mn)	0/0
ADTV 3M (INR mn/USD mn)	12,473/146
52 week high/low	1,550/605
Free float (%)	85

Note: as on 21 May 2025; Source: Bloomberg

#### Price chart



Source: Bloomberg

	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25
Shareholding (%)				
Promoter	15.1	15.1	15.1	15.1
% Pledge	45.5	45.5	50.9	50.9
FII	36.3	32.2	23.7	29.0
DII	28.3	33.1	40.2	35.0
Others	20.3	19.6	21.0	20.9

Source: BSE

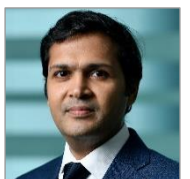
Price performance (%)	3M	6M	12M
Nifty	8.9	6.3	10.1
IndusInd Bank	(26.2)	(21.6)	(45.3)
NSE Mid-cap	9.6	3.6	6.9
NSE Small-cap	11.9	(1.9)	3.6

Source: Bloomberg

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## Financials (YE March)

Income Statement (INR mn)	FY24	FY25	FY26E	FY27E	FY28E
<b>Net interest income</b>	<b>206,159</b>	<b>190,313</b>	<b>191,133</b>	<b>215,601</b>	<b>246,819</b>
Fee income	79,390	86,245	94,157	105,908	120,125
Trading profits	6,989	74,900	4,000	5,000	5,500
Non-interest income	93,879	76,842	103,838	116,873	131,888
Net operating revenue	300,038	267,155	294,971	332,474	378,707
Operating expenses	142,635	160,707	178,166	198,300	223,495
<b>Pre-provisioning operating profit</b>	<b>157,403</b>	<b>106,449</b>	<b>116,805</b>	<b>134,174</b>	<b>155,212</b>
Total provisions	37,987	70,301	56,554	57,250	53,792
Profit before tax	119,415	36,147	60,252	76,924	101,420
Tax	29,918	9,718	15,165	19,362	25,527
Minorities/exceptionals	-	-	-	-	-
<b>Profit after tax</b>	<b>89,498</b>	<b>26,429</b>	<b>45,086</b>	<b>57,562</b>	<b>75,892</b>
Balance Sheet (INR mn)	FY24	FY25	FY26E	FY27E	FY28E
Customer loans	3,432,983	3,450,186	3,743,452	4,192,667	4,779,640
Investments	1,065,267	1,144,968	1,171,980	1,305,273	1,510,632
Cash & bank balances	368,016	591,658	436,434	429,269	491,936
Fixed assets	11,237	12,818	12,968	12,656	11,881
Other assets	261,108	329,814	364,809	391,239	450,366
<b>Total Assets</b>	<b>5,138,611</b>	<b>5,529,444</b>	<b>5,729,643</b>	<b>6,331,103</b>	<b>7,244,455</b>
Net worth	617,231	634,186	670,218	717,820	782,847
Deposits	3,847,929	4,110,782	4,419,090	4,958,219	5,652,370
Borrowings	476,114	537,041	343,491	336,328	442,333
Other liabilities	197,337	247,442	296,845	318,736	366,905
<b>Total Liabilities</b>	<b>5,138,611</b>	<b>5,529,449</b>	<b>5,729,643</b>	<b>6,331,103</b>	<b>7,244,455</b>
Key operating ratios (%)	FY24	FY25	FY26E	FY27E	FY28E
Lending yield	12.0	11.5	11.4	11.2	11.1
Cost of Funds	5.9	6.3	6.1	5.9	5.7
Spreads	4.1	3.4	3.3	3.5	3.6
Net interest margin	4.5	3.8	3.6	3.8	3.9
CASA Ratio	37.9	32.8	32.5	32.3	32.9
Non-interest income / operating income	31.3	28.8	35.2	35.2	34.8
Cost/income	47.5	60.2	60.4	59.6	59.0
Operating expense/avg assets	(3.1)	(3.2)	(3.4)	(3.5)	(3.5)
Credit costs / avg loans	(0.8)	(1.4)	(1.1)	(1.0)	(0.8)
Effective tax rate	25.1	26.9	25.2	25.2	25.2
Loan deposit ratio	89.2	83.9	84.7	84.6	84.6
ROA decomposition (%)	FY24	FY25	FY26E	FY27E	FY28E
NII /Assets	4.5	3.8	3.6	3.8	3.9
Fees/Assets	1.7	1.7	1.8	1.9	1.9
Invst profits/Assets	0.2	1.5	0.1	0.1	0.1
Net revenues/Assets	6.4	3.8	5.5	5.8	5.9
Opex /Assets	(3.1)	(3.2)	(3.4)	(3.5)	(3.5)
Provisions/Assets	(0.8)	(1.4)	(1.1)	(1.0)	(0.8)
Taxes/Assets	(0.7)	(0.2)	(0.3)	(0.3)	(0.4)
Total costs/Assets	(4.6)	(4.8)	(4.7)	(4.9)	(4.8)
ROA	2.0	0.5	0.9	1.0	1.2
Equity/Assets	12.7	12.4	12.4	12.3	11.8
ROAE	15.4	4.2	6.9	8.3	10.1
Key financial ratios (%)	FY24	FY25	FY26E	FY27E	FY28E
Tier I Capital adequacy	15.8	15.1	15.4	14.9	14.2
Gross NPL	1.9	3.2	3.3	3.2	3.0
Net NPL	0.6	1.0	0.9	0.8	0.6
Slippage ratio	2.1	3.0	2.3	2.1	2.0
Per share data					
EPS (INR)	115	34	58	74	97
BVPS (INR)	793	814	860	921	1,005
adj- BVPS (INR)	775	785	829	893	978
Valuation (x)					
P/BV	1.0	0.9	0.9	0.8	0.8
P/ABV	1.0	1.0	0.9	0.9	0.8
P/E	6.7	22.7	13.3	10.4	7.9

Note: Pricing as on 21 May 2025; Source: Company, Elara Securities Estimate

**Key highlights of the quarter**

- ▶ Derivative accounting issue: Reversed Other income amounting to INR 19.6bn
- ▶ MFI segment accounting error: Reversal of revenue of INR 4.2bn net of interim provisions and accrued interest
- ▶ MFI segment slippages: Higher slippages of ~INR 35.1bn due to previous unrecognition (~INR 18.9bn unrecognized) resulting in an interest reversal of ~INR 1.8bn
- ▶ Other assets & liabilities: Set off unsubstantiated increase in other assets and other liabilities amounting to ~INR 5.9bn (no P&L impact)
- ▶ Reclassification: Interest income to Other income – INR 7.6bn and from provisions to other operating expenses of ~INR 1.6bn (no P&L impact)
- ▶ Leadership appointment: The RBI has advised IIB to submit proposals for appointment of the new CEO for its approval by 30s June 2025. The Board is at an advanced stage in the selection process and expect recommendations will be submitted in advance of the timeline

**Loan growth witnesses sequential decline**

- ▶ Loan book contracted 6% QoQ, while it was flat YoY, which was led by higher contraction in the corporate book and continued rundown in the MFI book
- ▶ Corporate book shrank 5.6% YoY and 15.7% QoQ, with a decline across segments despite which mid and small corporate contributed 46.5% to the corporate book. This decline was on account of liquidity and balance sheet management adopted by the bank as a tactical short-term measure; however, IIB would on a selective basis continue disbursements in large corporate while scaling up mid and small corporate. The gems and jewelry portfolio continues to see subdued demand due to weak industry trends even as asset quality was strong. Apart from gems & jewelry, other specialized verticals are real estate, NBFC, steel, power generation, food processing and services, which account for 14.8% of the overall loan book
- ▶ **Vehicular finance**: IIB vehicular finance disbursements declined 8% QoQ to INR 122.7bn. It sustained its share in CV, CE and PV, while consolidating share in tractors. Overall, the vehicular portfolio grew 8% YoY and 2% QoQ. Improving fiscal spend, benign oil prices, falling interest rates and above normal Monsoon predictions should support recovery in industry volume. The bank is cautiously watchful of impact if any from tariffs, weather adversity and State elections
- ▶ **Micro finance**: It declined sharply by 21% YoY and 5.1% QoQ. The microfinance business showed signs of stabilisation in Q4; disbursements were up 1.4% QoQ. Disbursements were primarily made in branches with less forward flows, high customer, and branch vintage. Overall, the portfolio stress witnessed stabilizing, with portfolio quality improving in most States. With implementation of MFIN guardrails further strengthening controls and Karnataka operations steadily getting back to normalcy, focus is on ensuring disbursement quality, dedicated efforts on collection & recovery, and continued diversification of the loan book
- ▶ **Other retail assets**: Within other retails assets, only secured segments saw growth; home loans saw the highest growth on low base. This segment would continue to grow at a faster pace with focus on home loans and MSME

**Deposit growth, trend to watch out**

- ▶ Deposits grew 6.7% YoY and flat QoQ. Lower growth was on account of outflow of CASA deposits (a trend contradictory to peers); this could be attributed to multiple issues at the bank – exit of top management and derivative accounting issues
- ▶ IIB's focus segment, affluent banking deposits, grew 9% YoY (slower than earlier growth) to INR 583bn in Q4 and NR deposits rose 28% YoY
- ▶ With outflow of CASA deposits and slower traction in term deposits, retail deposit share (as per LCR) came off to 45.1% in Q4FY25 from 46.0% in Q3FY25

**Asset quality – uptick in slippages given industry-wide challenges**

- ▶ GNPA and NNPA ratios deteriorated sequentially to ~3.1% and ~0.9% in Q4FY25, respectively, compared to ~2.3% and ~0.7% in the previous quarter. Within the consumer banking division, credit cards witnessed a slight improvement, with GNPA declining from 3.4% to ~3.3% and BBG & LAP portfolios continue to show stable GNPA trends
- ▶ However, in the vehicular finance segment, asset quality saw pressure: Tractor loans GNPA increased by 89bp QoQ to ~3.3%, two-wheeler loans GNPA rose by 44bp to ~9.2% and commercial vehicular (CV) loans GNPA increased by 35bp to ~1.5%. The rise in delinquencies across select vehicular finance categories warrant close monitoring
- ▶ The annualized slippage ratio in Q4 saw a sharp uptick to 5.8% vs 2.6% in the previous quarter. Of the overall slippages of INR 50bn, ~96% was from consumer finance, largely contributed by micro finance (slippages at INR 35bn) and unsecured retail (slippages at ~INR 6.4bn)
- ▶ Overall stress pool saw mixed trends with restructured book trending down to 0.12% of loans vs 0.18% in Q3FY25 whereas SMA loans increased slightly to 24bp vs 20bp in the previous quarter
- ▶ Credit cost (calculated) in this quarter inched up from 1.9% to 2.7% on a sequential basis with IIB utilizing contingent provision of ~INR 13.3bn in this quarter. With this, the bank holds loan-related provisions amounting to ~INR 95.5bn (~2.8% of loans as on Q4FY25)

**Margin compresses on lower MFI**

- ▶ With the bank running off the corporate portfolio and declining growth trend in the consumer portfolio, yield on advances on a sequential basis declined sharply from ~12.2% to ~9.5% with corporate banking yields declining by 73bp to ~8.1% and consumer portfolio yield declining 437bp to ~10.5%
- ▶ Resultantly, reported NIM in Q3 declined sharply to ~2.3% vs ~3.9% in Q3FY25

**Other highlights**

- ▶ Core-fee income grew by ~9% QoQ, which witnessed a sharp decline in general banking fees; however, it was offset by improved cards and distribution fees
- ▶ IIB has an LCR of 118%, with average surplus liquidity of INR 396bn

**Exhibit 1: One-off impact**

Adjustment to P&L on various lapses	(INR mn)
Derivative related impact	19,600
MFI portfolio impact (~INR 6.7bn of interest income & ~INR 1.7bn of fee income reversed and adjusted for interim provision of ~INR 3.2bn and actual interest income of ~INR 1.0bn)	4,226
Interest income reversal on MFI	1,781
Provision impact on MFI	17,911
Int payment on borrowing not recognised earlier	1,000
Other asset not expected to realise	1,333
Prior period expenses	2,060
Income impact on prior period	1,268
<b>Cumulative impact</b>	<b>49,177</b>
<b>Other reclassification not affecting PL</b>	
Interest income to other income	7,608
From provision to other opex	1,579
<b>Per management - ex one-offs</b>	
NII	47,000
Other income	25,000
Opex	42,000
Operating profit	30,600

Source: Company, Elara Securities Research

**Exhibit 2: P&L highlights -- IIB reports a loss of INR 22.3bn, led by one-offs (impact of derivatives & MFI interest reversal) and elevated credit cost**

(INR mn)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25
NII	48,671	50,767	52,956	53,764	54,076	53,473	52,281	30,483
Other Income	22,098	22,818	23,959	25,005	24,413	21,839	23,502	7,088
Net revenue	70,769	73,585	76,916	78,769	78,489	75,312	75,783	37,571
Opex	32,468	34,776	36,893	38,498	39,222	39,394	39,794	42,297
PPoP	38,301	38,809	40,023	40,271	39,267	35,918	35,989	(4,725)
Investment Gains	910	1,620	2,309	2,150	930	600	2,320	(15,960)
Core PPoP	37,391	37,189	37,714	38,121	38,337	35,318	33,669	(20,685)
Provisions	9,916	9,738	9,342	8,991	10,498	18,201	17,436	24,166
PAT	21,236	21,815	22,979	23,468	21,522	13,255	14,013	(22,360)
<b>YoY (%)</b>								
NII	18.0	18.0	17.8	15.1	11.1	5.3	(1.3)	(43.3)
Other Income	14.6	13.5	15.4	16.3	10.5	(4.3)	(1.9)	(71.7)
Net revenue	16.9	16.6	17.0	15.5	10.9	2.3	(1.5)	(52.3)
Opex	22.0	24.5	27.6	25.5	20.8	13.3	7.9	9.9
PPoP	12.9	10.3	8.7	7.3	2.5	(7.4)	(10.1)	NA
Investment Gains	NA	NA	NA	NA	NA	NA	NA	NA
Core PPoP	15.1	10.0	6.4	3.4	2.5	(5.0)	(10.7)	NA
Provisions	(20.7)	(14.7)	(12.3)	(12.7)	5.9	86.9	86.6	168.8
PAT	32.5	22.1	17.3	15.0	1.3	(39.2)	(39.0)	NA
<b>QoQ (%)</b>								
NII	4.2	4.3	4.3	1.5	0.6	(1.1)	(2.2)	(41.7)
Other Income	2.8	3.3	5.0	4.4	(2.4)	(10.5)	7.6	(69.8)
Net revenue	3.8	4.0	4.5	2.4	(0.4)	(4.0)	0.6	(50.4)
Opex	5.9	7.1	6.1	4.4	1.9	0.4	1.0	6.3
PPoP	2.1	1.3	3.1	0.6	(2.5)	(8.5)	0.2	NA
Investment Gains	NA	NA	NA	NA	NA	NA	NA	NA
Core PPoP	1.4	(0.5)	1.4	1.1	0.6	(7.9)	(4.7)	(161.4)
Provisions	(3.7)	(1.8)	(4.1)	(3.8)	16.8	73.4	(4.2)	38.6
PAT	4.1	2.7	5.3	2.1	(8.3)	(38.4)	5.7	NA

Source: Company, Elara Securities Research

**Exhibit 3: Loans contract sequentially by 6% QoQ**

(INR bn)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25
Loan book	3,013	3,155	3,271	3,433	3,479	3,572	3,669	3,450
% YoY	21.5	21.3	19.9	18.4	15.5	13.2	12.2	0.5
% QoQ	3.9	4.7	3.7	5.0	1.3	2.7	2.7	(6.0)

Source: Company, Elara Securities Research

**Exhibit 4: Overall loans grow by 0.5% YoY, largely led by sequential run-off in the corporate segment**

(INR mn)	Gross loans (INR bn)					Loan Growth YoY (%)				
	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25
<b>Retail advances</b>	<b>1,912</b>	<b>1,906</b>	<b>1,910</b>	<b>1,967</b>	<b>2,016</b>	<b>22.8</b>	<b>17.8</b>	<b>10.9</b>	<b>9.0</b>	<b>5.4</b>
Commercial vehicles	332	338	342	348	357	18.0	15.4	10.7	9.3	7.3
Tractor	90	86	82	80	77	-4.4	-9.9	-14.9	-15.6	-14.1
Passenger Vehicles	257	266	274	288	296	30.9	27.3	21.9	16.9	15.5
Two wheelers	91	91	90	95	96	10.8	9.1	5.0	4.2	5.7
Equipment Financing	114	117	118	125	130	15.8	14.2	12.7	13.2	13.4
Home loans/LAP/PL/BL	362	363	393	418	457	38.8	30.6	26.4	28.7	26.4
Credit cards	107	108	109	109	111	27.8	20.1	15.5	6.9	3.3
Microfinance loans	392	370	327	326	309	21.7	15.8	(4.8)	(8.9)	(21.1)
Business banking	167	167	175	178	182	20.9	12.7	13.9	11.8	9.0
<b>Corporate advances</b>	<b>1,521</b>	<b>1,573</b>	<b>1,661</b>	<b>1,702</b>	<b>1,435</b>	<b>13.3</b>	<b>12.8</b>	<b>16.0</b>	<b>16.1</b>	<b>(5.6)</b>
Large Corporates	840	850	907	927	767	13.0	10.4	14.5	14.5	(8.7)
Mid Corporates	501	542	567	578	499	8.0	13.9	18.1	18.3	(0.4)
Small Corporates	179	180	188	198	168	33.4	22.0	17.6	17.9	(6.0)
<b>Total</b>	<b>3,433</b>	<b>3,479</b>	<b>3,572</b>	<b>3,669</b>	<b>3,450</b>	<b>18.4</b>	<b>15.5</b>	<b>13.2</b>	<b>12.2</b>	<b>0.5</b>

Source: Company, Elara Securities Research

**Exhibit 5: Due to sequential run-off in corporate segments, retail proportion increases from 53.6% to 58.4% QoQ**

%	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25
<b>Retail advances</b>	<b>53.7</b>	<b>54.6</b>	<b>55.2</b>	<b>55.7</b>	<b>54.8</b>	<b>53.5</b>	<b>53.6</b>	<b>58.4</b>
Commercial vehicles	9.7	9.8	9.7	9.7	9.7	9.6	9.5	10.3
Tractor	3.2	3.0	2.9	2.6	2.5	2.3	2.2	2.2
Passenger vehicles	6.9	7.1	7.5	7.5	7.7	7.7	7.8	8.6
Two wheelers	2.8	2.7	2.8	2.7	2.6	2.5	2.6	2.8
Equipment Financing	3.4	3.3	3.4	3.3	3.4	3.3	3.4	3.8
Home loans/LAP/PL/BL	9.2	9.8	9.9	10.5	10.4	11.0	11.4	13.3
Credit cards	3.0	3.0	3.1	3.1	3.1	3.1	3.0	3.2
Microfinance loans	10.6	10.9	10.9	11.4	10.6	9.2	8.9	9.0
Business banking	4.9	4.9	4.9	4.9	4.8	4.9	4.8	5.3
<b>Corporate advances</b>	<b>46.3</b>	<b>45.4</b>	<b>44.8</b>	<b>44.3</b>	<b>45.2</b>	<b>46.5</b>	<b>46.4</b>	<b>41.6</b>
Large Corporates	25.6	25.1	24.8	24.5	24.4	25.4	25.3	22.2
Mid Corporates	15.8	15.2	14.9	14.6	15.6	15.9	15.8	14.5
Small Corporates	4.9	5.1	5.1	5.2	5.2	5.3	5.4	4.9

Source: Company, Elara Securities Research

**Exhibit 6: Deposit growth led by term deposits; CASA further declines to 32.8%**

(INR bn)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25
<b>Deposits</b>	<b>3,470</b>	<b>3,595</b>	<b>3,688</b>	<b>3,848</b>	<b>3,985</b>	<b>4,127</b>	<b>4,094</b>	<b>4,109</b>
% YoY	14.6	13.8	13.4	14.4	14.8	14.8	11.0	6.8
% QoQ	3.2	3.6	2.6	4.3	3.6	3.6	(0.8)	0.3
<b>Current Account</b>	<b>493</b>	<b>499</b>	<b>500</b>	<b>470</b>	<b>485</b>	<b>526</b>	<b>459</b>	<b>408</b>
% YoY	39.9	13.0	0.1	(7.1)	(1.8)	5.4	(8.3)	(13.2)
% QoQ	(2.5)	1.1	0.3	(6.1)	3.2	8.5	(12.8)	(11.1)
<b>Savings Account</b>	<b>891</b>	<b>915</b>	<b>919</b>	<b>987</b>	<b>977</b>	<b>953</b>	<b>969</b>	<b>940</b>
% YoY	(6.5)	2.4	6.4	17.3	9.6	4.2	5.5	(4.7)
% QoQ	5.9	2.7	0.4	7.4	(1.0)	(2.4)	1.7	(3.0)

Source: Company, Elara Securities Research

**Exhibit 7: Given the decline in yield, NIM sees sharp fall of ~168bp QoQ to ~2.3%**

(%)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25
<b>Yield on advances</b>	12.24	12.30	12.45	12.66	12.57	12.31	12.21	9.45
Corporate and commercial	8.99	8.97	9.06	9.01	8.96	8.89	8.80	8.07
Consumer finance	14.76	14.84	15.07	15.45	15.35	15.07	14.89	10.52
Cost of deposits	6.12	6.35	6.44	6.48	6.53	6.55	6.58	6.50
Cost of funds	5.31	5.40	5.46	5.59	5.62	5.61	5.70	5.60
NIM	4.29	4.29	4.29	4.26	4.25	4.08	3.93	2.25

Source: Company, Elara Securities Research

**Exhibit 8: Impact of heightened slippages lead to uptick in headline asset quality**

(INR mn)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25
<b>Opening GNPA</b>	<b>58,270</b>	<b>59,420</b>	<b>61,640</b>	<b>63,770</b>	<b>66,930</b>	<b>71,270</b>	<b>76,390</b>	<b>83,750</b>
Reduction/Write-off	12,610	12,420	15,520	11,120	11,020	12,860	14,640	22,000
Additions	13,760	14,650	17,650	14,280	15,360	17,980	22,000	50,140
Closing GNPA	59,420	61,650	63,770	66,930	71,270	76,390	83,750	111,890
NNPA	17,469	18,138	18,752	19,689	20,955	22,820	24,958	32,871
GNPL (%)	1.9	1.9	1.9	1.9	2.0	2.1	2.3	3.1
NNPL (%)	0.6	0.6	0.6	0.6	0.6	0.6	0.7	0.9
PCR (%)	70.6	70.6	70.6	70.6	70.6	70.1	70.2	70.6

Source: Company, Elara Securities Research

**Exhibit 9: Segment-wise quarterly slippages -- all segments see uptick except the corporate segment**

(INR mn)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25
Microfinance	3,690	3,450	3,630	3,350	3,380	3,980	6,950	35,090
Vehicular finance	5,810	5,000	5,980	4,880	6,600	6,920	6,710	6,570
Non-vehicular retail loans	3,820	4,060	4,920	4,440	4,900	5,900	5,530	6,280
<b>Total Consumer</b>	<b>13,320</b>	<b>12,510</b>	<b>14,530</b>	<b>12,670</b>	<b>14,880</b>	<b>16,800</b>	<b>19,190</b>	<b>47,940</b>
Corporate	430	2,140	3,120	1,620	480	1,180	2,810	2,200
<b>Gross slippages</b>	<b>13,750</b>	<b>14,650</b>	<b>17,650</b>	<b>14,290</b>	<b>15,360</b>	<b>17,980</b>	<b>22,000</b>	<b>50,140</b>

Source: Company, Elara Securities Research

**Exhibit 10: Total stress loans witness increase, up ~90bp QoQ to 3.5% to total loans**

(INR mn)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25
<b>PCR</b>	<b>41,240</b>	<b>42,800</b>	<b>44,320</b>	<b>46,550</b>	<b>49,620</b>	<b>52,870</b>	<b>58,090</b>	<b>76,890</b>
Floating provisions	700	700	700	700	700	700	700	700
Contingency	17,000	15,200	13,000	10,000	10,000	15,250	13,250	-
Others	-	-	-	-	-	-	-	-
Total provisions	58,940	58,700	58,020	57,250	60,320	68,820	72,040	77,590
Mandatory provisions	13,450	13,970	14,400	14,850	15,050	15,300	15,880	17,910
<b>Total provisions incl mandatory</b>	<b>72,390</b>	<b>72,670</b>	<b>72,420</b>	<b>72,100</b>	<b>75,370</b>	<b>84,120</b>	<b>87,920</b>	<b>95,500</b>
GNPLs	59,420	61,650	63,770	66,930	71,270	76,390	83,750	111,890
Restructuring	19,887	17,035	15,699	13,732	11,829	10,358	6,604	4,140
SMA loans	6,930	8,202	6,214	8,582	8,697	11,786	7,338	8,280
<b>Total stress loans</b>	<b>86,237</b>	<b>86,886</b>	<b>85,683</b>	<b>89,244</b>	<b>91,796</b>	<b>98,534</b>	<b>97,692</b>	<b>124,311</b>
Total stress loans / gross total loans (%)	2.8	2.7	2.6	2.6	2.6	2.7	2.6	3.5
<b>PCR on total stress (%)</b>	<b>67.5</b>	<b>66.8</b>	<b>66.9</b>	<b>63.4</b>	<b>64.9</b>	<b>69.1</b>	<b>73.0</b>	<b>77.1</b>
PCR on std stress (%)	63.4	60.2	59.3	44.8	48.7	68.9	95.0	144.2
PCR on GNPL (%)	69.4	69.4	69.5	69.5	69.6	69.2	69.4	69.6
Std prov / Total loans (%)	0.6	0.5	0.4	0.3	0.3	0.4	0.4	0.5
Std prov incl mandatory / total loans (%)	1.0	0.9	0.8	0.7	0.7	0.9	0.8	0.5

Source: Company, Elara Securities Research

**IIB Q4FY25 conference call – highlights****Opening remarks**

- ▶ Board was not apprised of the discrepancies in the specific period
- ▶ Board and management aspire for higher standards of transparency and governance
- ▶ IIB has sought guidance of external firms and conducted internal reviews to take care of irregularities
- ▶ It is engaged with regulator consistently to navigate through the challenges
- ▶ The bank has received final report of derivatives accounting issue and has discontinued internal accounting trades.
- ▶ Additional matters identified: 1) MFI – over 9MFY25 incorrect recording of fee and interest income and resulted in under provisioning – ~INR 18.9bn and is in the process of undertaking again staff accountability, and 2) Other assets & Other liabilities – INR 7.6bn incorrectly classified as interest income instead of Other income
- ▶ Board suspects occurrence of fraud against the bank and expects involvements of staff
- ▶ Financial impact have been taken into account for FY25. Aspire to start FY26 on a clean slate
- ▶ To elect MD & CEO, IIB has to submit to the RBI by 30.06.2025; thus, it is in advanced stage to identify the candidate. In the interim, Committee of Executives are entrusted to oversee operations with oversight of the Board

**Vehicular finance**

- ▶ Loans grew 8% YoY and 2% QoQ, in Q4FY25; disbursements were INR 122bn, up 3% YoY. Industry volume has grown in the single digits
- ▶ IIB has sustained a market share in PV and CV. While the bank has consolidated position in tractors, it has reinforced underwriting standards and processes
- ▶ Asset quality trends in this portfolio have been improving. Except tractors, all segments saw improved gross slippages; the bank has refrained from selling any portfolio to ARC and focussed on collection, which has led optically to increasing GNPA



- ▶ Restructured book showed reduction from ~INR 5.5bn in March 2024 to ~INR 1.2bn in March 2025, majority reduction has been from upgrade and recoveries
- ▶ Improving fiscal, benign oil prices, falling interest rates, and expectations of good Monsoon would support recovery in industry volume

#### Micro banking

- ▶ Outstanding book stood at INR 380bn, contracting by 21% YoY and 5% QoQ
- ▶ This book observed stabilization in Q4FY25, leading to disbursements growth by 1.4% QoQ
- ▶ IIB has an adopted cautious approach with 94% disbursements taking place through branches with low flows from current arrears and customers & centers with high vintage
- ▶ The bank has implemented MFIN guardrails from 1 April 2025, and the impact has been limited to date
- ▶ Update on Karnataka: Asset quality is improving and current book net off collection efficiency has improved from 96.4% in February 2025 to 98.2% in March 2025. 31-91DPD reduced to 2.3% as on March 2025 vs 4.1% in December 2024
- ▶ Slippages were elevated due to accumulated stress in earlier periods and misclassification earlier. The stress is expected to remain elevated in H1FY26, and expect improvement from H2FY26 subject to industry selection, uncertain Monsoon impact, and MFIN guardrails payout
- ▶ Bharat Super Store: Customers stood at 664mn and book of INR 72.6bn, up 30% YoY, resulting in the share of non-MFI book improving from 12% in March 2024 to 19% in March 2025. Liability book of Bharat Super Store came in at INR 26bn, up 3% QoQ, and has 19mn accounts

#### Other retail assets

- ▶ Growth in this segment was 17% YoY and 6% QoQ
- ▶ MSME book INR 180bn, up 9% YoY and 3% QoQ (key focus area)
- ▶ LAP sustained steady traction with growth of 15% YoY and 3% QoQ
- ▶ Another focus area is home loans, which registered growth of 151% YoY
- ▶ Credit card spend was INR 27,600 (broadly steady) and market share came in at ~5.3%
- ▶ IIB would continue to scale up secured other retail assets at a faster pace and improve diversification of the book

#### Corporate growth

- ▶ During the quarter, IIB let go of the corporate book for liquidity and balance sheet management, resulting in a decline of book by 16% QoQ and 6% YoY. Management highlighted this as a tactical decision for better management during the quarter; however, it has resumed selective disbursements in Q1FY26
- ▶ Endeavour continues to scale up granular small corporate and selective large companies
- ▶ A+ and above rates at 77% steady YoY, with a slight decline QoQ (79% in December 2024)
- ▶ Weighted average rating stood at ~2.8 in March 2025 vs ~2.5 in March 2024
- ▶ Diamond portfolio: Asset quality remains healthy and there is no SMA. Growth is subdued due to weak industry demand. Industry is liaising with stakeholders for suitable terms in bilateral trade discussions, however IIB is comfortable with exposure
- ▶ Gross slippages in this portfolio were elevated at INR 2.2bn, majorly on account of one restructured real estate account of INR 1.4bn
- ▶ Corporate restructured book reduced to ~INR 1.5bn vs ~INR 5.8bn YoY
- ▶ SMA 1 & 2 improved from 24bp vs 20bp QoQ

**Deposits**

- ▶ Deposits grew 7% YoY and was steady QoQ. Deposit book was resilient in turbulent times; the bank continues to engage with customers to build trust in the institution to stabilize post hiatus
- ▶ Retail deposits grew 9% YoY and stood at 45.1% of overall deposits
- ▶ LCR as on 31 March 2025 was 156% surplus liquidity of INR 620bn
- ▶ Affluent book was INR 583bn, up 9% YoY, with an AUM of INR 1tn, up 24% YoY
- ▶ NRI deposits grew 28% YoY
- ▶ Top 20 depositors concentration was ~14.9% in March 2025 vs 17.4% in March 2024
- ▶ CD – 8.2% of overall deposit and borrowings
- ▶ Retailization of deposits has been the core strategy, and one bank approach is new initiative

**Asset quality**

- ▶ PCR of 70%
- ▶ Gross slippages: VF – INR 6.57bn, Corporate – INR 2.2bn, other retail - ~INR 6.3bn, MFI – INR 35.1bn
- ▶ There was improvement in SR and stood at 27bp and restructured book at 12bp and stable SMA at 24bp
- ▶ IIB utilized contingent provision

**Margin**

- ▶ NIM was ~3.5%
- ▶ On a business as usual (BAU) basis, NII would be INR 40bn, Other income at INR 25bn, opex at INR 42bn resulting in PPOP of INR 30.6bn

**Other highlights**

- ▶ CRAR was 16.2% as on March 2025 with CET -1 at 15.1%
- ▶ Average LCR at 118% and excess SLR at INR 396bn and LCR in the first half of Q1FY26 was 139%
- ▶ Details of irregularities:
  - ▶ Derivative-related issue: Reversed Other income by INR 19.6bn
  - ▶ MFI business: Reversed revenue of ~INR 4.2bn net of interim provisions and actual interest income (Interest Income – ~INR 6.7bn, fee income of ~INR 1.7bn, adjusted for interim provision of INR 3.2bn and actual interest income of ~INR 1.0bn)
  - ▶ Unsubstantiated other assets and other liabilities – ~INR 5.9bn (no P&L impact)
  - ▶ MFI book slippages: Recognized higher slippages of ~INR 35.1bn, leading to interest reversal of ~INR 1.8bn; and
  - ▶ Regrouping P&L items of INR 7.6bn from interest income to Other income and ~INR 1.6bn from provisions to other opex

**Exhibit 11: Q4FY25 result highlights**

(INR mn)	Q4FY25	Q4FY24	YoY (%)	Q3FY25	QoQ (%)
Interest income	106,339	121,985	(12.8)	128,008	(16.9)
Interest expenses	75,855	68,221	11.2	75,727	0.2
Net interest income	30,483	53,764	(43.3)	52,281	(41.7)
Other income	7,088	25,005	(71.7)	23,502	(69.8)
Operating expenses	42,297	38,498	9.9	39,794	6.3
Staff expense	10,995	10,491	4.8	10,695	2.8
Other opex	31,302	28,007	11.8	29,099	7.6
Pre prov op profit (PPP)	(4,725)	40,271	NA	35,989	NA
Provisions	24,166	8,991	168.8	17,436	38.6
Profit before tax	(28,891)	31,280	NA	18,553	NA
Provision for tax	(6,531)	7,812	NA	4,540	NA
Profit after tax	(22,360)	23,468	NA	14,013	NA
EPS (INR)	(28.7)	30.2		18.0	
<b>Ratios (%)</b>					
NII / GII	28.7	44.1		40.8	
Cost - income	112.6	48.9		52.5	
Provisions / PPOP	(511.4)	22.3		48.4	
Tax rate	22.6	25.0		24.5	
<b>Balance sheet data</b>					
Advances (INR bn)	3,450	3,433	0.5	3,669	(6.0)
Deposits (INR bn)	4,109	3,848	6.8	4,094	0.3
CD ratio (%)	84.0	89.2		89.6	
<b>Asset quality (%)</b>					
Gross NPA	110,464	66,934	65.0	83,753	31.9
Net NPA	32,871	19,689	63.0	24,958	39.1
Gross NPA	3.1	1.9		2.3	
Net NPA	1.0	0.6		0.7	
Provision coverage	70.2	70.6		70.2	

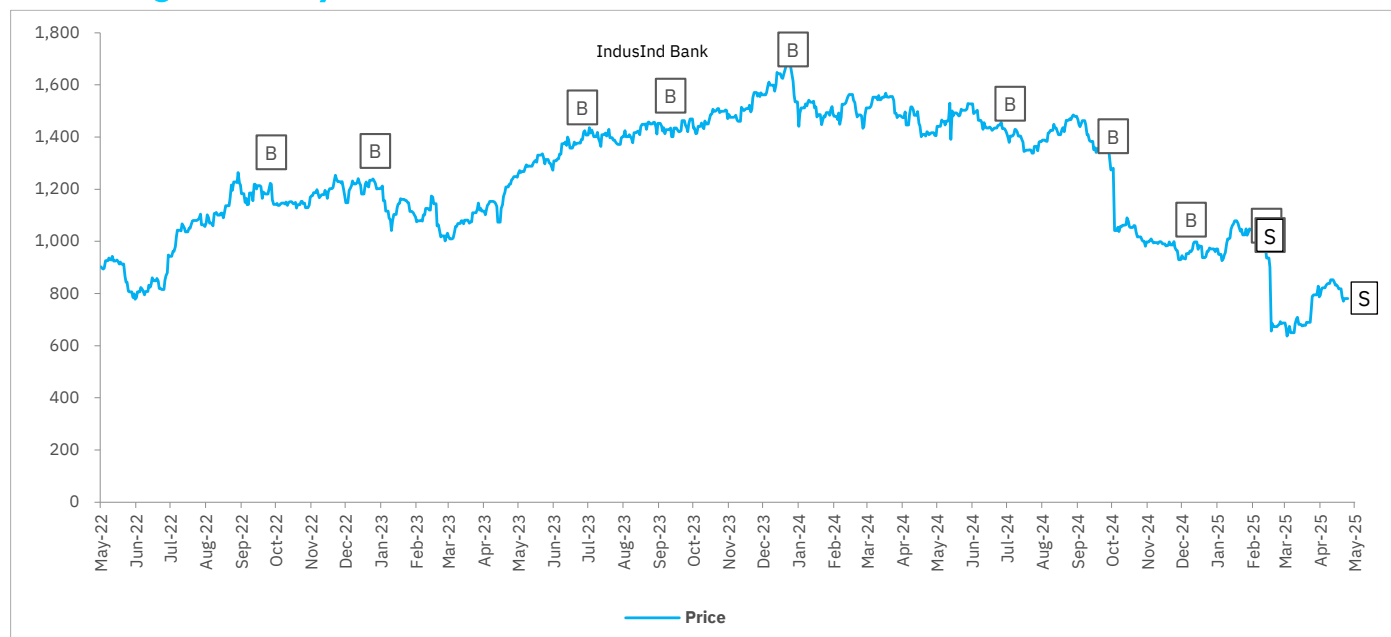
Source: Company, Elara Securities Research

**Exhibit 12: Change in estimates**

(INR mn)	Revised		Old		% Change		New
	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E	FY28E
Net Interest Income	191,133	215,601	242,548	275,171	(21.2)	(21.6)	246,819
Operating Profit	116,805	134,174	173,937	199,785	(32.8)	(32.8)	155,212
Net Profit	45,086	57,562	94,202	108,792	(52.1)	(47.1)	75,892
<b>Target price (INR)</b>	<b>720</b>		<b>830</b>		<b>(13.3)</b>		

Source: Elara Securities Estimate

## Coverage History



Date	Rating	Target Price (INR)	Closing Price (INR)
19-Oct-2022	Buy	1,475	1,218
18-Jan-2023	Buy	1,545	1,223
18-Jul-2023	Buy	1,646	1,390
03-Oct-2023	Buy	1,738	1,435
18-Jan-2024	Buy	1,890	1,613
26-Jul-2024	Buy	1,770	1,404
24-Oct-2024	Buy	1,600	1,280
31-Dec-2024	Buy	1,320	960
07-Mar-2025	Accumulate	1,050	937
10-Mar-2025	Sell	830	901
21-May-2025	Sell	720	770

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<b>BUY (B)</b>	Absolute Return >+20%
<b>ACCUMULATE (A)</b>	Absolute Return +5% to +20%
<b>REDUCE (R)</b>	Absolute Return -5% to +5%
<b>SELL (S)</b>	Absolute Return < -5%

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