Buy



## **Kotak Mahindra Bank**

 BSE SENSEX
 S&P CNX

 82,626
 25,327



Bloomberg	KMB IN
Equity Shares (m)	1988
M.Cap.(INRb)/(USDb)	4038.8 / 45.8
52-Week Range (INR)	2302 / 1679
1, 6, 12 Rel. Per (%)	-1/-10/9
12M Avg Val (INR M)	8257
Free float (%)	74.1

#### Financials & Valuation (INR b)

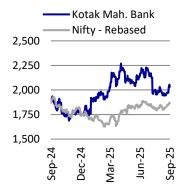
Y/E Mar	FY25	FY26E	FY27E
NII	283.4	301.3	354.1
OP	245.3	221.7	260.9
NP	164.5	140.4	168.6
Cons. NP	221.3	209.0	251.8
NIM (%)	4.8	4.5	4.6
EPS (INR)	82.7	70.6	84.8
EPS Gr. (%)	19.3	(14.7)	20.1
ABV. (INR)	568	597	677
Cons. BV. (INR)	792	869	994
Ratios			
RoA (%)	2.5	1.9	2.0
RoE (%)	15.4	11.7	12.8
Cons. RoE (%)	14.1	12.1	12.7
Valuations			
P/BV (X) (Cons.)	2.6	2.3	2.0
P/ABV (X) (Adj)	2.2	2.1	1.9
P/E(X) (Adj)	15.3	17.9	14.9

#### Shareholding pattern (%)

As On	Jun-25	Mar-25	Jun-24
Promoter	25.9	25.9	25.9
DII	31.3	30.8	29.4
FII	30.7	31.0	31.5
Others	12.2	12.3	13.2

FII Includes depository receipts

#### Stock performance (one-year)



Business growth healthy; RoA remains superior at over 2% Pace of NIM moderation to ease in 2QFY26

CMP: INR2,031

3QFY26 onwards.

TP: INR2,400 (+18%)

# ■ Kotak Mahindra Bank (KMB) has aligned its loan trajectory with a disciplined target of 1.5-2.0x, while consciously improving business granularity by focusing

- on the retail and SME segments.
   SA repricing and ActivMoney sweep are expected to ease funding costs and limit margin contraction following the sharp decline in 1Q. We estimate NII to clock a 19% CAGR over FY26-28, with NIMs stabilizing and beginning to recover from
- We estimate provisioning expenses to subside compared to 1Q and improve further in 2HFY26. Full-year credit costs are likely to sustain at ~70bp (93bp in 1QFY26).
- KMB's leadership continues to strengthen digital capabilities, enhance segmentation, and maintain cost discipline. With 150-200 branches being added annually without increasing headcount, the bank remains focused on strengthening its retail business, diversifying fees, and sustaining RoA at above 2% during FY26-28E.
- We have upgraded KMB after being Neutral on the stock for almost five years in Jan'25 at INR1,759. While we estimate current year performance to remain modest we nevertheless estimate the bank to deliver 20% earnings cagr over FY26-28E. This in context to reasonable valuations will aid stock performance.
- We thus estimate KMB to deliver robust return ratios, with RoA/RoE at 2%/12.8% by FY27E. Retain BUY with TP of INR2,400 (2.4x FY27E).

#### Credit growth to remain healthy; estimated to sustain at 16% CAGR

KMB has aligned its loan trajectory with a disciplined target of 1.5-2.0x of nominal GDP growth at 13-18%. During 1QFY26, the bank delivered 14% YoY growth in net advances, broadly in line with guidance, despite muted private-sector capex and softer demand in select consumption-driven sectors. The focus remains on granular lending, with retail, SME, and mid-market segments forming the core of incremental credit, although growth in 1QFY26 was primarily driven by the corporate sector. The bank is well-positioned to sustain double-digit credit growth, projected at a 16% CAGR over FY25-28.

#### Retail, MSME, and CVs to anchor next cycle of growth

- Retail lending, including mortgages and LAP, is expected to drive advances growth over FY25-27, supported by urban housing demand and increasing credit penetration among the self-employed. SME lending, which grew 18% YoY in 1Q, is expected to maintain a healthy momentum, with ~96% of the bank's SME book secured. Credit cards are witnessing a rebuild after issuance commenced in Apr-25 after lifting of RBI ban with gradual market share recovery anticipated over the coming years. Tractor financing remains resilient, while CV volumes are expected to recover, supported by the recent GST rate cuts.
- KMB's cautious stance in retail CVs ensures that losses are contained, allowing the portfolio to rebound with cyclical recovery. Together, these segments are expected to account for majority of the incremental loan growth and enable long-term market share gains.

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

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



#### Stable CASA franchisee and sweep product to ease funding costs

KMB's liability franchise is expected to remain a key competitive advantage, with deposits projected to clock ~14.5% CAGR over FY25-28 and CASA ratio sustaining in the 42-43% range. The realignment of savings account rates to 2.5% is expected to materially reduce funding costs, with the average SA cost already declining to 3.3% in 1QFY26 from 4.1% a year ago. The ActivMoney sweep product, which grew 23% YoY in 1QFY26, is likely to expand further, enabling balance-sheet liquidity while preserving customer stickiness. TD grew 20% YoY, reflecting strong deposit mobilization despite declining rates. As the repricing benefit of lower SA rates flows through from 2QFY26 onwards, the bank expects a visible reduction in the cost of deposits, enabling resilience in the margin outlook, compared to the sharp 32bp margin decline to 4.65% seen in 1QFY26.

## Bank remains focused on enhancing digital prowess and deepening business granularity

Under the new leadership structure, the bank has placed strong emphasis on building and scaling up digital platforms, customer segmentation, and effective cost control. Operating leverage is improving, with branch expansion continuing at 150-200 outlets annually without headcount growth, highlighting efficiency gains from increased digital adoption. Over FY26-28E, the bank will remain focused on scaling retail lending, increasing the share of fee income, and deepening liability granularity. This leadership-driven pivot positions KMB well to enhance returns structurally while sustaining prudence, reinforcing its medium-term aspiration of industry-leading profitability with RoA consistently above 2%.

#### Acquisitions strengthen franchise; future to be driven by integration

KMB has strengthened its franchise through a series of selective acquisitions, each designed to add strategic depth rather than scale, positioning the bank for further growth, particularly as the operating environment improves in the coming quarters.

- The acquisition of ING Vysya Bank in FY16 was transformational, doubling the bank's balance sheet and significantly expanding its branch network across southern India, thus laying the foundation for nationwide presence.
- The acquisition of BSS Microfinance in FY17 provided the bank with a platform to expand into microfinance, generating cumulative gains of ~INR30b over eight years despite recent stress from the credit cycle.
- The purchase of Standard Chartered's personal loan and credit card portfolio has further strengthened the bank's retail business and given access to high-yielding unsecured customers.

Looking ahead, KMB's strong capital position (CET-1 at 21.8%) provides the flexibility to keep pursuing inorganic expansion. However, the focus will remain on extracting synergies and improving profitability from acquired subsidiaries.

#### Asset quality to remain resilient as MFI stress subsides

Asset quality remains under control, with GNPA at 1.48% and NNPA at 0.34% as of Jun'25. Slippages stood elevated amid stress in MFI and retail CVs. However, the bank guided that MFI-related stress peaked in 1QFY26. Incremental vintages are exhibiting improved CE, and tighter underwriting standards in MFIs are expected to limit fresh stress. The SME portfolio is largely secured (96%), limiting downside risk, while retail credit card and personal loan delinquencies have stabilized after peaking in FY25. The bank continues to clean up legacy 811 accounts and is also working on introducing secured cards for 811 customers. With a healthy PCR of 77%, credit losses are expected to be cushioned. Looking ahead, asset quality metrics are



expected to remain resilient, with GNPA maintained below 1.5% and credit costs trending down to 0.7% post-FY26, underpinning confidence in sustainable risk-adjusted growth.

#### RoA well-positioned to sustain at above ~2%

KMB delivered RoA of ~2% and RoE of ~11% in 1QFY26, despite witnessing a sharp NIM contraction and elevated credit costs. Return ratios are expected to strengthen further as credit costs normalize and margins recover in 2H after a more modest decline in 2QFY26. Management's medium-term aspiration remains to consistently maintain RoA above 2%. Key drivers include lower funding costs from SA repricing, fee income diversification from subsidiaries, and cost efficiencies from digital investments. As credit costs decline to ~50-70bp in FY27, RoE is expected to expand to mid-teens. The bank's strong capital position provides ample capacity to fund growth without diluting returns. Its ability to combine retail-led growth, liability strength, and efficiency gains places it well to deliver industry-leading return ratios over the coming years.

#### Subsidiary remains a key contributor to overall franchise

KMB's subsidiaries are evolving into a structural growth engine, expected to account for more than 30% of consolidated PAT by FY28 vs ~26% currently.

- **Kotak AMC** is well placed to capitalize on India's financialization trend, with industry equity AAUM projected to clock a 15-18% CAGR.
- **Kotak Securities**, holding ~13% market share, benefits from record retail participation and rising derivative volumes, ensuring mid-teen earnings growth.
- **Kotak Life Insurance** is positioned for long-term compounding as insurance penetration (currently <4% of GDP) moves toward global averages, with protection and annuity products driving margins.
- **Kotak Prime** is expected to track vehicle and secured retail finance growth at a 12-14% CAGR.

Together, these subsidiaries provide annuity-style, fee-driven income and strengthen KMB's positioning and premium valuations.

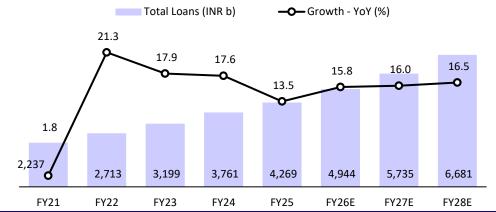
#### Valuation and view

- KMB reported a sharp 32bp QoQ contraction in NIM and elevated credit costs (93bp) in 1QFY26. However, we expect operating performance to recover in the coming quarters as SA/TD repricing takes effect and credit costs subside with a reduction in unsecured segment slippages.
- The bank is selectively rebuilding its credit card and PL portfolios, while retail, SME, and tractor portfolios continue to witness healthy growth, supporting a balanced mix. CASA remains healthy at ~41%, and sweep products are cushioning deposit cost pressures.
- Subsidiaries are emerging as a core strength, contributing 26% to PAT in 1Q, with the mix projected to increase to 30% by FY28, driven by growth in the AMC, Prime, and Insurance subsidiaries.
- We have upgraded KMB after being Neutral on the stock for almost five years in Jan'25 at INR1,759. While we estimate current year performance to remain modest we nevertheless estimate the bank to deliver 20% earnings cagr over FY26-28E. This in context to reasonable valuations will aid stock performance.
- We thus estimate KMB to deliver robust return ratios, with RoA/RoE at 2%/12.8% by FY27E. Retain BUY with TP of INR2,400 (2.4x FY27E ABV, including an SoTP of INR764 for subs).



### **Story in charts**

Exhibit 1: Estimate healthy loan CAGR of ~16% over FY25-28

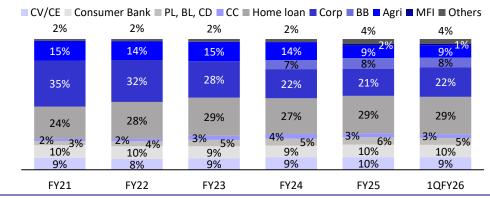


Loan book is estimated to clock a healthy ~16% CAGR over FY25-28.

Source: MOFSL, Company

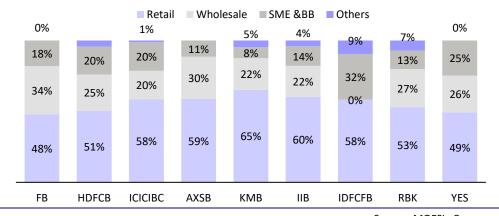
Exhibit 2: Corporate loan mix declines as bank focuses on high-yielding products

The shares of high-yielding products, such as BB and unsecured, have steadily increased over the past few years.



Source: MOFSL, Company

Exhibit 3: Asset business mix (%) for various banks

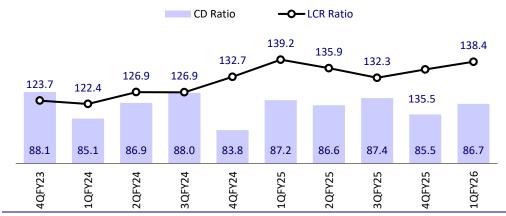


KMB has one of the highest shares in the retail book among its peers.

Source: MOFSL, Company



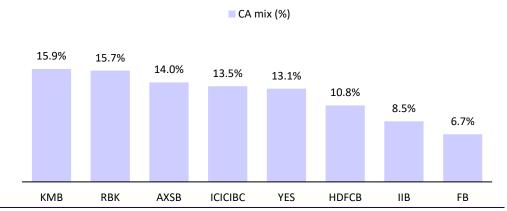
Exhibit 4: CD ratio remains in a steady range of 86-87%; LCR ratio comfortable at 138%



Source: MOFSL, Company

Exhibit 5: CA mix (%) comparison across key private banks

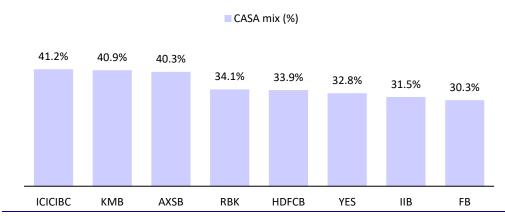
KMB has one of the highest CA mixes among its peers.



Source: MOFSL, Company

Exhibit 6: CASA mix (%) for various private banks

CASA mix stands comparatively healthy at 41%, though it has declined sharply over the past two years.

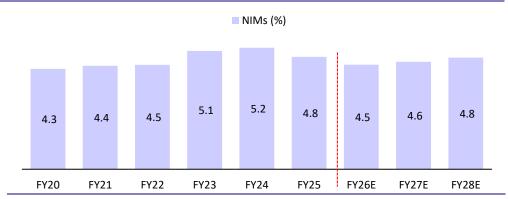


Source: MOFSL, Company



Exhibit 7: Estimate calculated NIMs to bottom out in FY26; recover to 4.8% by FY28

NIMs are expected to face near-term pressure, with an estimated 10-15bp decline in 2QFY26E vs 32bp decline in 1QFY26.

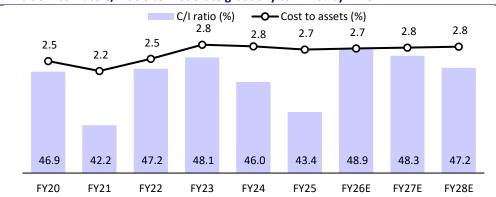


FY26 and FY27 are on a calculated basis

Source: MOFSL, Company

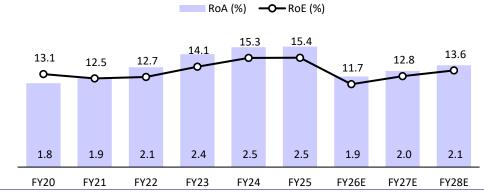
Exhibit 8: Estimate C/I ratio to moderate gradually to 47.2% by FY28E

We estimate the C/I ratio to decline due to cost optimization and margin recovery.



Source: MOFSL, Company

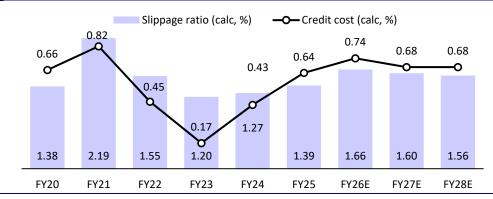
Exhibit 9: Return ratios to improve from FY27E; RoA projected to sustain at >2%



Source: MOFSL, Company

Exhibit 10: Estimate credit costs to remain elevated at ~74bp in FY26

We estimate credit costs to remain elevated at ~68-74bp over FY26-28.



Source: MOFSL, Company



#### Valuation and view

- KMB reported a sharp 32bp QoQ contraction in NIM and elevated credit costs (93bp) in 1QFY26. However, we expect operating performance to recover in the coming quarters as SA/TD repricing takes effect and credit costs subside with a reduction in unsecured segment slippages.
- The bank is selectively rebuilding its credit card and PL portfolios, while retail, SME, and tractor portfolios continue to witness healthy growth, supporting a balanced mix. CASA remains healthy at ~41%, and sweep products are cushioning deposit cost pressures.
- Subsidiaries are emerging as a core strength, contributing 26% to PAT in 1Q, with the mix projected to increase to 30% by FY28, driven by growth in the AMC, Prime, and Insurance subsidiaries.
- We have upgraded KMB after being Neutral on the stock for almost five years in Jan'25 at INR1,759. While we estimate current year performance to remain modest we nevertheless estimate the bank to deliver 20% earnings cagr over FY26-28E. This in context to reasonable valuations will aid stock performance.
- We thus estimate KMB to deliver robust return ratios, with RoA/RoE at 2%/12.8% by FY27E. Retain BUY with TP of INR2,400 (2.4x FY27E ABV, including an SoTP of INR764 for subs).

Exhibit 11: KMB: FY27E-based SOTP valuation

	Stales (9/)	Total value A	Attributed Valu	e Value	INR per	% to	Dot	lanala
	Stake (%)	(INR b)	(INR b)	(USD B)	share	total	Kati	onale
Lending Business		3,246	3,677	44.1	1,849	77		
Kotak Mahindra Bank		2,869	3,252	39.0	1,635	68	*	2.4x FY27E NW
Kotak Prime (Car and other loans)	100%	271	303	3.6	153	6	*	2.3x FY27E NW
Kotak Investment Company (LAS)	100%	106	122	1.5	61	3	*	2.3x FY27E NW
Asset Management Business		345	408	4.9	205	9	*	5.5% of FY27E AUMs
Domestic Mutual Fund	100%	270	319	3.8	160	7		
Alternative Assets	100%	34	41	0.5	20	1		
Offshore Funds	100%	41	49	0.6	24	1		
Capital Markets related Business		368	450	5.4	227	9		
Kotak Securities	100%	319	389	4.7	196	8	*	16x FY27E PAT
Kotak Investment Banking (KMCC)	100%	49	61	0.7	31	1	*	2.2x FY27E NW
Kotak Life Insurance	100%	505	616	7.4	310	13	*	2.2x FY27E EV
Subs value @ 20% discount		1,276	1,520	18.2	764	32		
Target Value (Post 20% holding discount)		4,145	4,771	57.3	2,400	100		
- contribution of subs/associates to total PT								

Source: MOFSL, Company



Exhibit 12: Dupont: Estimate RoA to improve to 2.15% by FY28

<u> </u>							
Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Interest Income	6.65	7.45	8.40	8.18	7.62	7.74	7.87
Interest Expense	2.51	2.76	3.63	3.80	3.51	3.47	3.41
Net Interest Income	4.14	4.69	4.77	4.38	4.10	4.26	4.46
Fee income	1.70	1.75	1.72	1.62	1.59	1.57	1.54
Trading and others	-0.23	-0.21	0.17	0.70	0.21	0.24	0.28
Non Interest income	1.47	1.54	1.88	2.31	1.80	1.81	1.81
Total Income	5.61	6.23	6.65	6.69	5.90	6.08	6.27
Operating Expenses	2.65	3.00	3.06	2.90	2.89	2.93	2.96
Employee cost	1.14	1.21	1.26	1.22	1.22	1.24	1.26
Others	1.51	1.79	1.80	1.68	1.67	1.69	1.70
<b>Operating Profits</b>	2.96	3.23	3.59	3.79	3.02	3.14	3.31
<b>Core operating Profits</b>	3.19	3.44	3.42	3.09	2.81	2.90	3.03
Provisions	0.17	0.10	0.29	0.45	0.50	0.46	0.48
NPA	0.27	0.11	0.27	0.40	0.46	0.44	0.44
Others	-0.10	-0.01	0.02	0.06	0.03	0.03	0.03
PBT	2.80	3.13	3.30	3.34	2.52	2.68	2.83
Tax	0.69	0.75	0.78	0.79	0.61	0.65	0.69
RoA	2.11	2.38	2.53	2.54	1.91	2.03	2.15
Leverage (x)	6.0	5.9	6.0	6.0	6.1	6.3	6.3
RoE	12.6	14.0	15.3	15.4	11.6	12.8	13.6

Source: MOFSL, Company

Exhibit 13: One-year forward P/B ratio

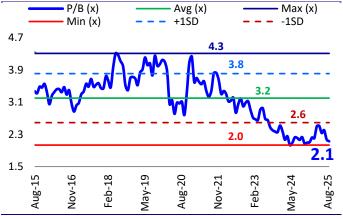
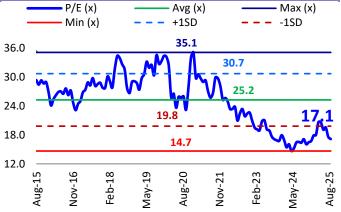


Exhibit 14: One-year forward P/E ratio



Source: MOFSL, Company

Source: MOFSL, Company

8 19 September 2025



## **Financials and valuations**

Income Statement							(INRb)
Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Interest Income	270.4	342.5	458.0	529.2	559.2	642.5	749.3
Interest Expense	102.2	127.0	198.1	245.8	257.9	288.4	324.9
Net Interest Income	168.2	215.5	259.9	283.4	301.3	354.1	424.3
-growth (%)	9.6	28.1	20.6	9.0	6.3	17.5	19.8
Non Interest Income	59.9	70.8	102.7	149.6	132.3	150.4	172.5
Total Income	228.0	286.3	362.7	433.0	433.6	504.5	596.8
-growth (%)	12.1	25.6	26.7	19.4	0.1	16.4	18.3
Operating Expenses	107.5	137.9	166.8	187.8	211.9	243.6	281.9
Pre Provision Profits	120.5	148.5	195.9	245.3	221.7	260.9	314.9
-growth (%)	2.5	23.2	31.9	25.2	-9.6	17.7	20.7
Core PPoP	129.9	158.2	186.7	200.2	206.1	240.6	288.5
-growth (%)	8.7	21.9	18.0	7.3	2.9	16.8	19.9
Provisions	6.9	4.6	15.7	29.4	36.5	38.4	45.2
PBT	113.6	143.9	180.1	215.8	185.2	222.5	269.6
Tax	27.9	34.5	42.3	51.3	44.8	53.8	65.3
Tax Rate (%)	24.5	24.0	23.5	23.8	24.2	24.2	24.2
PAT	85.7	109.4	137.8	164.5	140.4	168.6	204.4
-growth (%)	23.1	27.6	26.0	19.4	-14.7	20.1	21.2
Adjusted PAT	85.7	109.4	137.8	164.5	140.4	168.6	204.4
Change (%)	23.1	27.6	26.0	19.4	-14.7	20.1	21.2
Consolidated PAT	117.2	149.3	182.1	221.3	209.0	251.8	305.3
-growth (%)	17.3	27.3	22.0	21.5	-5.5	20.5	21.2
g. c (///							
Balance Sheet							
Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	9.9	9.9	9.9	9.9	9.9	9.9	9.9
Reserves & Surplus	710.0	820.3	957.2	1,162.5	1,228.2	1,393.3	1,594.1
Net Worth	724.9	835.2	967.2	1,172.4	1,238.2	1,403.3	1,604.1
- Equity Networth	719.9	830.2	967.2	1,172.4	1,238.2	1,403.3	1,604.1
Deposits	3,116.8	3,631.0	4,489.5	4,990.6	5,679.2	6,502.7	7,484.7
-growth (%)	11.3	16.5	23.6	11.2	13.8	14.5	15.1
- CASA Dep	1,891.3	1,918.2	2,043.0	2,144.2	2,373.9	2,757.2	3,240.9
-growth (%)	11.7	1.4	6.5	4.9	10.7	16.1	17.5
Borrowings	259.7	234.2	283.7	484.4	505.7	571.9	647.5
Other Liabilities & Prov.	192.9		263.2			371.9	
		198.3	6,003.6	288.9	326.4		439.2
Total Liabilities	4,294.3	4,898.6		6,936.2	7,749.6	8,856.6	10,175.4
Current Assets	429.2	325.4	527.9	657.8	581.4	608.4	666.8
Investments	1,005.8	1,214.0	1,554.0	1,819.1	2,026.4	2,310.2	2,615.1
-growth (%)	-4.3	20.7	28.0	17.1	11.4	14.0	13.2
Loans	2,712.5	3,198.6	3,760.8	4,269.1	4,943.6	5,734.6	6,680.8
-growth (%)	21.3	17.9	17.6	13.5	15.8	16.0	16.5
Fixed Assets	16.4	19.2	21.6	23.6	27.3	31.1	35.4
Other Assets	130.3	141.3	139.3	166.7	170.8	172.3	177.3
Total Assets	4,294.3	4,898.6	6,003.6	6,936.2	7,749.6	8,856.6	10,175.4
Asset Quality							
Y/E MARCH	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
· ·							
GNPA	64.7	57.7	52.7	61.3	72.2	84.0	96.0
NNPA	17.4	11.9	12.7	13.4	18.0	20.6	23.4
GNPA Ratio (%)	2.34	1.78	1.39	1.42	1.44	1.45	1.42
NNPA Ratio (%)	0.64	0.37	0.34	0.31	0.36	0.36	0.35
Slippage Ratio (%)	1.55	1.20	1.27	1.39	1.66	1.60	1.56
Credit Cost (%) PCR (Excl Tech. write off) (%)	0.45 73.2	0.17	0.43	0.64 78.1	0.74 75.1	0.68	0.68
		79.3	75.9			75.5	75.7



## **Financials and valuations**

- This is a second transaction of	<u>-</u>						
Ratios							
Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Yield and Cost Ratios (%)							
Avg. Yield-Earning Assets	7.2	8.0	9.1	9.0	8.3	8.3	8.4
Avg. Yield on loans	7.8	9.1	10.2	10.1	9.2	9.2	9.4
Avg. Yield on Investments	6.8	6.1	6.7	6.7	6.8	6.7	6.7
Avg. Cost-Int. Bear. Liab.	3.2	3.5	4.6	4.8	4.4	4.3	4.3
Avg. Cost of Deposits	3.1	3.5	4.5	4.8	4.4	4.4	4.3
Interest Spread	4.7	5.6	5.7	5.4	4.7	4.8	5.0
Net Interest Margin	4.5	5.1	5.2	4.8	4.5	4.6	4.8
Capitalisation Ratios (%)							
CAR	23.7	21.8	20.5	22.3	21.9	20.8	19.8
CET-1	21.5	20.6	19.2	21.1	20.9	19.9	19.0
Tier I	22.8	20.6	19.2	21.1	20.9	19.9	19.0
Tier II	0.9	1.2	1.3	1.2	1.0	0.9	0.8
Business Ratios (%)							
Loans/Deposit Ratio	87.0	88.1	83.8	85.5	87.0	88.2	89.3
CASA Ratio	60.7	52.8	45.5	43.0	41.8	42.4	43.3
Cost/Assets	2.5	2.8	2.8	2.7	2.7	2.8	2.8
Cost/Total Income	47.2	48.1	46.0	43.4	48.9	48.3	47.2
Cost/Core Income	45.3	46.6	47.2	48.4	50.7	50.3	49.4
Int. Expense/Int.Income	37.8	37.1	43.2	46.4	46.1	44.9	43.4
Fee Income/Total Income	30.3	28.1	25.8	24.1	26.9	25.8	24.5
Non Int. Inc./Total Income	26.2	24.7	28.3	34.5	30.5	29.8	28.9
Empl. Cost/Total Expenses	42.9	40.2	41.3	42.2	42.2	42.4	42.5
Efficiency Ratios (INRm)	72.3	70.2	41.5	72.2	72.2	72.7	72.3
Employee per branch (in nos)	39.1	37.3	40.0	35.1	42.4	43.6	44.9
Staff cost per employee (INR m)	0.7	0.8	0.9	1.1	1.0	1.1	1.2
CASA per branch	1,113	1,078	1,049	998	1,128	1,259	1,423
Deposits per branch	1,833	2,040	2,305	2,323	2,698	2,970	3,287
Business per Employee	88	103	106	123	119	128	139
Profit per Employee	1.3	1.6	1.8	2.2	1.6	1.8	2.0
rront per Employee	1.5	1.0	1.0	2.2	1.0	1.0	2.0
Profitability Ratios and Valuation							
RoE (%)	12.7	14.1	15.3	15.4	11.7	12.8	13.6
RoA (%)	2.1	2.4	2.5	2.5	1.9	2.0	2.1
	12.1	13.3	14.0	14.1	12.1	12.7	13.4
Consolidated ROA (%)	2.3	2.6	2.6	2.7	2.3	2.5	2.5
Consolidated ROA (%)	2.2	2.4	2.4	2.6	1.9	1.9	2.0
RoRWA (%) Book Value (INR)	363	418	487	590	623	706	807
-growth (%)	13.7	15.2	16.4	21.2	5.6	13.3	14.3
Price-BV (x)	3.5	3.0	2.6	2.1	2.0	1.8	1.6
Adjusted BV (INR)	342	398	462	568	597	677	774
-growth (%)	15.3	16.4	16.3	22.9	5.2	13.3	14.4
Price-ABV (x)	3.7	3.2	2.7	2.2	2.1	1.9	1.6
EPS (INR)	43.2	55.1	69.4	82.7	70.6	84.8	102.8
-growth (%)	20.9	27.5	25.9	19.3	-14.7	20.1	21.2
Price-Earnings (x)	29.3	23.0	18.2	15.3	17.9	14.9	12.3
Consolidated EPS (INR)	59.1	75.1	91.6	111.3	105.1	126.6	153.5
Change (%)	17.1	27.2	21.9	21.5	-5.5	20.5	21.2
Price-Consolidated Earnings (x)	34.4	27.0	22.2	18.2	19.3	16.0	13.2
Dividend Per Share (INR)	1.1	1.3	1.7	2.0	1.8	1.8	1.8
Dividend Yield (%)	0.1	0.1	0.0	0.0	0.1	0.1	0.1
E: MOFSL Estimates							

E: MOFSL Estimates

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



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 and BSE enlistment no. 5028. 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 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 and is a member of Association of Portfolio Managers in India (APMI) for distribution of PMS products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at

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 may have a potential conflict of interest 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 Motifal Oswal Financial Services Limited are available on the website at axy.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 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") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore. This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to grievances@motilaloswal.com.

#### Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

Contact: (+65) 8328 0276

#### Specific Disclosures

- Research Analyst and/or his/her relatives do not have a financial interest in the subject company(ies), as they do not have equity holdings in the subject company(ies). MOFSL has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of the Research Report: No. Nature of Financial interest is holding equity shares or derivatives of the subject company
- Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.
  - MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research
- Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months. MOFSL may have received compensation from the subject company(ies) in the past 12 months.
- Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report. MOFSL does not have material conflict of interest in the subject company at the time of publication of research report.
- Research Analyst has not served as an officer, director or employee of subject company(ies).
- 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(ies) in the past 12 months
- MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) 8. in the past 12 months.
- 9 MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
- MOFSL has not engaged in market making activity for the subject company.

The associates of MOFSL may have:

11 19 September 2025



- 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. 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 SEBI, enlistment as RA with Exchange 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

evance Redressal Cell

Official foot foot cood of ooff.		
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
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@motilaloswal.com

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412, BSE enlistment no. 5028. AMFI: ARN .: 146822. IRDA Corporate Agent - CA0579, APMI: APRN00233. 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.

12 19 September 2025