

BUY TP: Rs 1,547 | A 29%

**INDUSIND BANK** 

Banking

19 January 2023

## Recovery plan in play

- Q3 PAT growth strong at 58% YoY backed by healthy core income coupled with stable opex and lower provisions
- Rebound in vehicle finance business looks sustainable, driving improvement in asset quality (FY25E GNPA/NNPA at 1.5%/0.4%)
- We assume coverage with BUY and a TP of Rs 1,547, valuing the stock at 1.7x FY25E ABV

Ajit Agrawal research@bobcaps.in

**Robust quarter:** IIB delivered a strong all-round Q3FY23 performance with continued improvement in loan growth (+19% YoY/+5% QoQ), supported by retail loans (+5% QoQ/+18% YoY). Retail growth was led by recovery in vehicle finance (+7% QoQ), driven by the commercial vehicle, utility vehicle and car segments (+40% YoY growth in disbursals). Management is confident of sustaining growth in the vehicle book and further diversifying the mix, which will be NIM-accretive.

The microfinance business also saw signs of revival with improvement in disbursal and CE of ~99%. Further, SME (small and medium-sized enterprises) and small corporates drove non-retail growth and faced no added asset quality challenges. Deposits were subdued at 14% YoY (3% QoQ) with CASA ratio steady at 42%.

**Margin to remain stable:** NIM remained flat at 4.44% despite higher yield, as slower growth in low-cost CASA deposits kept the cost of funds elevated (+42bps). Given gradual improvement in the retail book, we expect NIM to continue its upward trajectory led by granularity on the liability side. That said, higher granularity keeps the cost/income ratio elevated (expect C/I at 43%/40% in FY24/FY25).

**Gradual improvement in asset quality:** IIB's asset quality was stable with lower slippages in Q3 (GNPA/NNPA at 2.1%/0.6%), but with no major improvement in its vehicle finance book. Management expects a sharp rise in quality of this book over the next two quarters. Sequentially lower slippages resulted in 20bps improvement in credit cost (164bps). Additionally, provisioning at 130% of GNPA offers a cushion against future asset quality challenges. Core PPOP grew 20% YoY and we expect similar levels over FY22-FY25 aided by core business income and lower credit cost.

**BUY, TP Rs 1,547:** Stable asset quality, robust capitalisation and a suitable loan mix place IIB on a strong wicket. Assessing its past record, we believe the bank may surprise the market by surpassing its own growth target (+20% near term) backed by an improved performance across verticals. We expect ROA/ROE to rise to 1.7%/14% by FY25 and believe for a possible rerating. We assume coverage with BUY and a TP of Rs 1,547, set at 1.7x FY25E ABV which is based on the Gordon growth model.

#### Key changes

Target	Rating	
<b>A</b>	<b>∢</b> ▶	

Ticker/Price	IIB IN/Rs 1,201
Market cap	US\$ 11.4bn
Free float	74%
3M ADV	US\$ 43.0mn
52wk high/low	Rs 1,276/Rs 763
Promoter/FPI/DII	17%/45%/39%

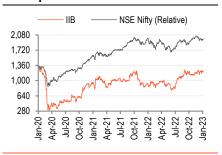
Source: NSE | Price as of 19 Jan 2023

#### **Key financials**

Y/E 31 Mar	FY22A	FY23E	FY24E
Net interest income	1,50,008	1,76,407	2,05,827
NII growth (%)	10.9	17.6	16.7
Adj. net profit (Rs mn)	48,046	74,569	80,895
EPS (Rs)	62.1	96.2	104.4
Consensus EPS (Rs)	62.1	97.0	113.0
P/E (x)	19.3	12.5	11.5
P/BV (x)	1.9	1.6	1.4
ROA (%)	1.3	1.7	1.6
ROE (%)	10.5	13.9	12.9
P/E (x) P/BV (x) ROA (%)	19.3 1.9 1.3	12.5 1.6 1.7	11.5 1.4 1.6

Source: Company, Bloomberg, BOBCAPS Research

#### Stock performance



Source: NSE





Fig 1 - Quarterly performance

(Rs mn)	Q1FY22	Q2FY221	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23	YoY (%)	QoQ (%)
Income Statement									
Interest Income	61,812	62,389	63,350	63,884	67,201	71,478	77,725	22.7	8.7
Income on investments	9,984	9,930	10,232	10,384	10,533	11,283	12,128	18.5	7.5
Int. on bal. with RBI & inter-bank funds & Others	3,951	4,185	3,793	4,331	4,083	4,319	4,721	24.4	9.3
Interest income	75,747	76,504	77,375	78,599	81,818	87,080	94,574	22.2	8.6
Interest expense	40,110	39,920	39,439	38,747	40,565	44,060	49,621	25.8	12.6
Net interest income	35,637	36,584	37,936	39,852	41,253	43,021	44,954	18.5	4.5
Growth YoY (%)	7.7	11.6	11.4	12.7	15.8	17.6	18.5	712bps	91bps
Fee Income	10,220	12,850	12,910	14,100	15,660	16,040	16,920	31.1	5.5
Trading gains/(losses)	5,090	3,320	3,580	2,590	1,460	1,390	1,360	(62.0)	(2.2)
Forex Income	1,920	2,210	2,280	2,340	2,200	2,680	2,490	9.2	(7.1)
Non-interest income	17,234	18,413	18,769	19,050	19,315	20,112	20,765	10.6	3.2
Growth YoY (%)	13.3	18.5	14.0	7.0	12.1	9.2	10.6	(340bps)	141bps
Non-interest income (Ex- Trading income)	12,144	15,093	15,189	16,460	17,855	18,722	19,405	27.8	3.6
Total income	52,871	54,997	56,704	58,902	60,568	63,132	65,718	15.9	4.1
Growth YoY (%)	9.5	13.8	12.2	10.8	14.6	14.8	15.9	365bps	110bps
Staff expenses	8,429	8,489	8,655	9,163	9,281	10,104	10,872	25.6	7.6
Other operating expenses	13,234	14,284	14,928	15,925	16,980	17,584	17,982	20.5	2.3
Operating expenses	21,663	22,774	23,583	25,088	26,261	27,689	28,854	22.4	4.2
Pre-Provisioning Profit (PPoP)	31,208	32,223	33,121	33,814	34,307	35,444	36,864	11.3	4.0
Growth YoY (%)	6.6	13.0	11.8	8.1	9.9	10.0	11.3	(46bps)	131bps
Pre-Provisioning Profit (Ex- Trading income)	26,118	28,903	29,541	31,224	32,847	34,054	35,504	20.2	4.3
Growth YoY (%)	(10.8)	1.3	(0.3)	(0.2)	25.8	17.8	20.2	2,050bps	237bps
Provisions	17,793	17,070	16,541	14,635	12,510	11,411	10,647	(35.6)	(6.7)
Growth YoY (%)	(21.2)	(13.1)	(10.8)	(21.6)	(29.7)	(33.2)	(35.6)	(2,487bps)	(2,48bps)
PBT	13,415	15,154	16,581	19,179	21,797	24,033	26,217	58.1	9.1
Tax	3,254	3,687	4,167	5,174	5,487	5,981	6,582	57.9	10.0
PAT	10,161	11,467	12,414	14,005	16,310	18,052	19,635	58.2	8.8
Growth YoY (%)	99.1	72.9	49.5	51.2	60.5	57.4	58.2	868bps	74bps
Per Share									
FV (Rs)	10	10	10	10	10	10	10	0.0	0.0
EPS (Rs)	13	15	16	18	21	23	25	57.9	8.8
Book Value (Rs)	576	579	601	607	641	635	682	13.5	7.4



Fig 2 - Quarterly performance

(Rs mn)	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23	YoY (%)	QoQ (%)
Balance sheet									
Deposits	26,72,330	27,52,882	28,44,840	29,33,495	30,27,190	31,55,321	32,52,780	14.3	3.1
Growth YoY (%)	26.5	20.8	19.0	14.6	13.3	14.6	14.3	(462bps)	(28bps)
Advances	21,07,270	22,08,076	22,85,830	23,90,515	24,79,600	26,01,288	27,27,540	19.3	4.9
Growth YoY (%)	6.4	9.7	10.4	12.4	17.7	17.8	19.3	897bps	152bps
Investment	6,86,990	6,92,447	7,27,150	7,09,299	7,24,870	7,59,935	7,61,740	4.8	0.2
Equity	4,45,480	4,53,260	4,66,050	4,80,264	4,97,070	5,08,842	5,28,840	13.5	3.9
Assets	37,29,960	38,04,949	39,05,640	40,19,674	41,01,000	42,65,752	44,44,850	13.8	4.2
Growth YoY (%)	17.3	14.6	14.4	10.8	9.9	12.1	13.8	(58bps)	170bps
Yield (%)									
Yield on Funds	8.8	8.7	8.5	8.4	8.6	8.9	9.3	81bps	40bps
Cost of Funds	5.1	5.0	4.8	4.6	4.7	5.0	5.4	61bps	42bps
Spread	3.6	3.6	3.7	3.8	3.9	3.9	3.9	20bps	(2bps)
Net Interest Margin	4.1	4.1	4.2	4.3	4.3	4.4	4.4	26bps	2bps
Ratios (%)									
Other Income / Net Income	32.6	33.5	33.1	32.3	31.9	31.9	31.6	(150bps)	(26bps)
Cost to Income ratio	59.0	58.6	58.4	57.4	56.6	56.1	56.1	(232bps)	(5bps)
CASA ratio	42.0	42.1	42.1	42.7	43.1	42.3	41.9	(22bps)	(39bps)
C/D ratio	78.9	80.2	80.4	81.5	81.9	82.4	83.9	350bps	141bps
Investment to Assets	18.4	18.2	18.6	17.6	17.7	17.8	17.1	(148bps)	(68bps)
Assets Quality									
GNPA	61,858	62,450	57,793	55,172	59,329	55,671	57,108	(1.2)	2.6
NNPA	17,596	17,714	16,332	15,298	16,612	15,840	16,815	3.0	6.2
Provision	44,262	44,737	41,461	39,873	42,717	39,832	40,293	(2.8)	1.2
GNPA (%)	2.9	2.8	2.5	2.3	2.4	2.1	2.1	(42bps)	(5bps)
NNPA (%)	0.8	0.8	0.7	0.6	0.7	0.6	0.6	(9bps)	1bps
Provision (%)	70.8	71.1	71.4	71.8	71.5	71.1	69.9	(147bps)	(119bps)
Slippages (%)	5.4	5.1	4.9	3.8	4.0	2.7	2.4	(248bps)	(28bps)

# **Earnings call highlights**

## **Economic outlook**

- Management indicated that while domestic economic activity remains strong and India is the only major economy forecast to grow >5.5% in the coming years, global challenges are like to persist.
- IIB expects the interest rate cycle to pause after another potential hike of 25-30bps in Feb'23.
- The bank will formulate PC 6 in Q4FY23 with a focus on retail business.



## **Asset quality**

- IIB used Rs 4.6bn of its contingency provisions during Q3FY23 and does not expect to utilise more than Rs 13bn in FY23.
- The bank set aside Rs 4.6bn toward restructured asset provisioning and Rs 10bn towards telecom accounts.
- Vehicle finance restructuring was down to Rs 18.7bn from Rs 22.7bn last quarter.
- SMA-1 and SMA-2 stood at 8bps and 22bps respectively vs. a combined 58bps in the prior quarter. Management expects substantial improvement in the restructured book over the next two quarters.
- IIB had no sale of stressed assets to any asset reconstruction company (ARC) during the quarter.
- Standard slippages were higher in the commercial vehicle portfolio due to the impact of a mining duty levy in Odisha. This duty has been rolled back in Q4 and hence slippages should normalise.
- Loans that are 31-90 days past due form 2.4% of the total book mainly contributed by eastern states.

## **Business operations**

- Corporate loan growth was driven by demand from the steel, services and petroleum segments.
- Savings account contraction was because savings deposits moved into term deposits and the bank let go of some bulk accounts.
- Credit/Deposit ratio was in the range of 85-93%.
- NIM is guided to remain in the range of 4.15-4.25% with PPOP margin holding above 5%.
- Liquidity coverage stood at 117% with surplus liquidity of Rs 440bn.
- IIB aims to take its branch count to 2,450-2,500 by FY23.
- The bank has received no communication from RBI with respect to extension of the MD & CEO's tenure



Fig 3 - Portfolio mix (Absolute)

(Rs mn)	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23
Large Corporates	4,38,190	4,19,270	4,15,510	4,22,970	4,46,090	5,03,950	5,37,890	6,02,230	6,23,220	6,86,680	7,10,530
Mid Corporates	3,66,490	3,98,890	4,27,110	4,24,240	4,37,540	4,44,670	4,67,140	4,03,220	4,22,100	4,24,780	4,42,010
Small Corporates	35,180	36,110	42,200	62,970	40,440	42,170	49,780	89,180	98,970	1,06,200	1,17,560
Corporate and Commercial Banking	8,39,860	8,54,270	8,84,820	9,10,180	9,24,070	9,90,790	10,54,810	10,94,630	11,44,290	12,17,660	12,70,100
Commercial Vehicle Loans	2,37,370	2,39,320	2,38,120	2,36,000	2,28,530	2,25,980	2,26,180	2,32,090	2,44,150	2,53,400	2,68,190
Utility Vehicle Loans	43,600	45,390	47,660	49,880	49,620	52,140	56,970	61,720	67,970	74,670	83,110
Small CV	36,060	36,910	35,900	34,110	32,710	29,900	30,350	30,440	31,840	31,960	33,650
Two-Wheeler Loans	57,740	57,390	60,310	56,440	51,150	47,600	47,230	44,680	43,580	43,340	47,490
Car Loans	72,450	74,600	78,790	79,460	77,640	79,890	82,650	83,920	87,890	93,260	99,930
Tractor	46,730	54,840	61,910	66,530	68,490	71,730	76,660	79,070	82,500	86,110	91,590
Equipment Financing	81,110	83,690	87,340	90,710	88,310	85,780	86,040	87,310	87,900	88,930	92,690
Vehicle Finance	5,75,060	5,92,140	6,10,030	6,13,130	5,96,450	5,93,020	6,06,080	6,19,230	6,45,830	6,71,670	7,16,650
Credit Card	47,750	48,530	52,250	45,360	45,120	50,060	53,010	55,200	64,780	70,980	77,140
LAP	94,690	95,400	93,620	90,030	87,610	87,880	86,640	88,170	90,090	92,480	95,020
BBG	1,08,960	1,15,310	1,15,750	1,17,720	1,12,230	1,10,310	1,13,140	1,18,920	1,22,030	1,25,120	1,28,390
Other (BL, PL, GL, AHL, Others)	79,710	82,990	84,730	85,700	77,880	94,870	97,720	1,08,240	1,18,550	1,27,200	1,43,360
Microfinance (incl. BHAFIN)	2,34,660	2,23,830	2,30,080	2,63,830	2,63,910	2,81,150	2,74,430	3,06,120	2,94,030	2,96,170	2,96,880
Non- Vehicle Finance	5,65,770	5,66,060	5,76,430	6,02,640	5,86,750	6,24,270	6,24,940	6,76,650	6,89,480	7,11,950	7,40,790
Consumer Finance	11,40,830	11,58,200	11,86,460	12,15,770	11,83,200	12,17,290	12,31,020	12,95,880	13,35,310	13,83,620	14,57,440
Total Loan	19,80,690	20,12,470	20,71,280	21,25,950	21,07,270	22,08,080	22,85,830	23,90,510	24,79,600	26,01,280	27,27,540

Fig 4 – Portfolio mix (% share)

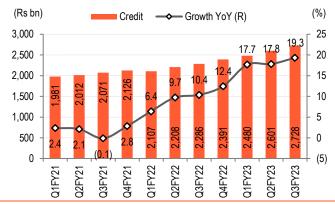
(%)	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23
Large Corporates	22.1	20.8	20.1	19.9	21.2	22.8	23.5	25.2	25.1	26.4	26.1
Mid Corporates	18.5	19.8	20.6	20.0	20.8	20.1	20.4	16.9	17.0	16.3	16.2
Small Corporates	1.8	1.8	2.0	3.0	1.9	1.9	2.2	3.7	4.0	4.1	4.3
Corporate and Commercial Banking	42.4	42.4	42.7	42.8	43.9	44.9	46.1	45.8	46.1	46.8	46.6
Commercial Vehicle Loans	12.0	11.9	11.5	11.1	10.8	10.2	9.9	9.7	9.8	9.7	9.8
Utility Vehicle Loans	2.2	2.3	2.3	2.3	2.4	2.4	2.5	2.6	2.7	2.9	3.0
Small CV	1.8	1.8	1.7	1.6	1.6	1.4	1.3	1.3	1.3	1.2	1.2
Two-Wheeler Loans	2.9	2.9	2.9	2.7	2.4	2.2	2.1	1.9	1.8	1.7	1.7
Car Loans	3.7	3.7	3.8	3.7	3.7	3.6	3.6	3.5	3.5	3.6	3.7
Tractor	2.4	2.7	3.0	3.1	3.3	3.2	3.4	3.3	3.3	3.3	3.4
Equipment Financing	4.1	4.2	4.2	4.3	4.2	3.9	3.8	3.7	3.5	3.4	3.4
Vehicle Finance	29.0	29.4	29.5	28.8	28.3	26.9	26.5	25.9	26.0	25.8	26.3
Credit Card	2.4	2.4	2.5	2.1	2.1	2.3	2.3	2.3	2.6	2.7	2.8
LAP	4.8	4.7	4.5	4.2	4.2	4.0	3.8	3.7	3.6	3.6	3.5
BBG	5.5	5.7	5.6	5.5	5.3	5.0	4.9	5.0	4.9	4.8	4.7
Other (BL, PL, GL, AHL, Others)	4.0	4.1	4.1	4.0	3.7	4.3	4.3	4.5	4.8	4.9	5.3
Microfinance (incl. BHAFIN)	11.8	11.1	11.1	12.4	12.5	12.7	12.0	12.8	11.9	11.4	10.9
Non- Vehicle Finance	28.6	28.1	27.8	28.3	27.8	28.3	27.3	28.3	27.8	27.4	27.2
Consumer Finance	57.6	57.6	57.3	57.2	56.1	55.1	53.9	54.2	53.9	53.2	53.4
Total Loan	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0



Fig 5 - Yield profile

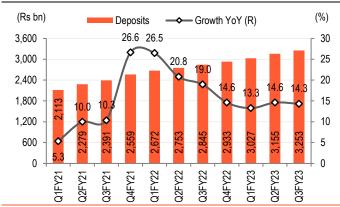
(Rs mn)	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23
Corporate and Commercial Banking	8,39,860	8,54,270	8,84,820	9,10,180	9,24,070	9,90,790	10,54,810	10,94,630	11,44,290	12,17,660	12,70,100
% Of Loan	42.4	42.4	42.7	42.8	43.9	44.9	46.1	45.8	46.1	46.8	46.6
Yield (%)	8.6	8.4	8.4	8.4	8.4	8.2	7.9	7.7	7.8	8.2	8.6
Consumer Finance	11,40,830	11,58,200	11,86,460	12,15,770	11,83,200	12,17,290	12,31,020	12,95,880	13,35,310	13,83,620	14,57,440
% Of Loan	57.6	57.6	57.3	57.2	56.1	55.1	53.9	54.2	53.9	53.2	53.4
Yield (%)	14.5	14.6	14.1	14.3	14.4	14.3	14.2	14.2	14.3	14.3	14.5
Total Loan	19,80,690	20,12,470	20,71,280	21,25,950	21,07,270	22,08,080	22,85,830	23,90,510	24,79,600	26,01,280	27,27,540
Yield (%)	11.9	12.0	11.7	11.8	11.8	11.7	11.4	11.3	11.4	11.5	11.8

Fig 6 - Strongest loan growth in last 8 quarters



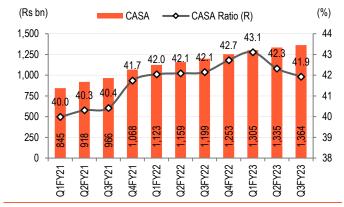
Source: Company, BOBCAPS Research

Fig 7 - Deposit mobilisation remained subdued



Source: Company, BOBCAPS Research

Fig 8 - CASA moderated



Source: Company, BOBCAPS Research

Fig 9 - Assets grew 13.8% YoY

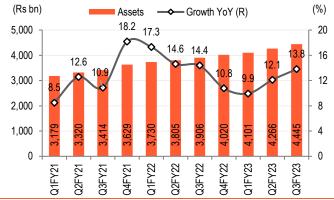




Fig 10 - Higher cost of funds kept NIM flat

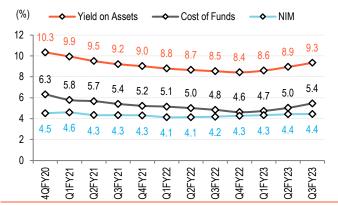
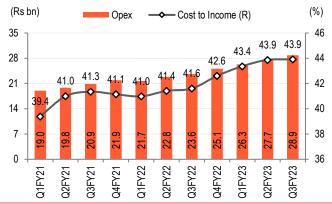
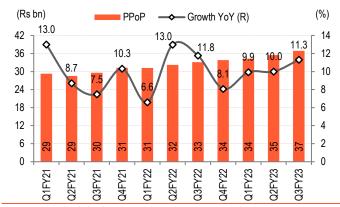


Fig 12 – C/I to remain elevated with retailisation of deposits



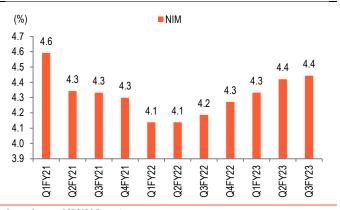
Source: Company, BOBCAPS Research

Fig 14 - Strong topline supported PPOP growth



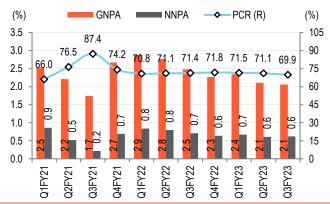
Source: Company, BOBCAPS Research

Fig 11 - NIM likely to remain stable at current level



Source: Company, BOBCAPS Research

Fig 13 – Improvement in asset quality but still some way to go



Source: Company, BOBCAPS Research

Fig 15 - Credit cost continues to decline

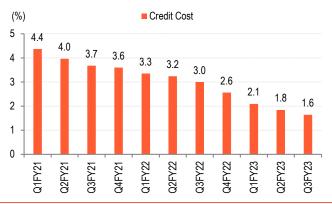
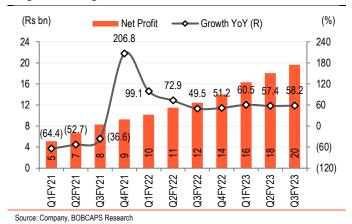




Fig 16 - PAT growth at 58% YoY



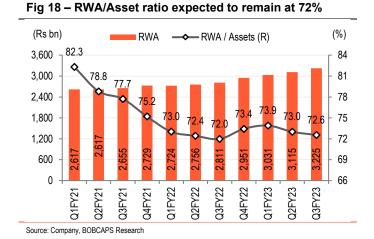


Fig 17 - Return ratios likely to improve

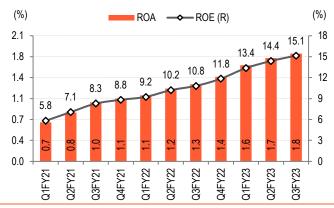
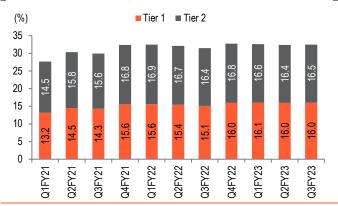


Fig 19 - Well capitalised with tier-1 at 16%





## Valuation methodology

IIB continued to deliver an improved performance across business verticals during Q3FY23. The loan book grew 19% YoY backed by strong recovery in vehicle finance (+7% QoQ), though deposits increased at a slower pace at 14% on lower growth in saving deposits. Backed by a steady recovery in the vehicle and MFI book, we expect the bank to clock a credit CAGR of 20% and deposit CAGR of 17% over FY22-FY25 aided by competitive deposit pricing.

Strong business growth should support an estimated NII CAGR of 19% and a net income CAGR of 20%. Despite a higher cost of funds, we expect NIM to remain stable at 4.1%, in line with management guidance, with a higher C/I ratio of 40% through to FY25 and a PPOP CAGR of 18%.

In terms of asset quality, we model for substantial improvement in GNPA/NNPA to 1.5%/0.4% by FY25, with further improvement in the vehicle finance book and a judicious corporate book. Credit cost is estimated at 1.5% in FY25 backed by pickup in the vehicle finance segment. While we expect slippages to remain in the range of 2.5-2.3% over FY24-FY25, buffer provisioning at 130% of GNPA provides a cushion against future asset quality challenges.

Stable asset quality, robust capitalisation and a suitable loan mix place IIB on a strong wicket. Assessing its past record, we believe the bank may surprise the market by surpassing its own growth target (of +20% near term) on the strength of all-round improvement across verticals. We expect ROA/ROE to rise to 1.7%/14% by FY25 and believe the stock is a prime candidate for a rerating. We assume coverage with BUY and a TP of Rs 1,547, set at 1.7x FY25E ABV, based on the Gordon growth model.

Fig 20 - Key assumptions

5 1 (0/)	F\/0.4	E1/00	E\/00E	E)/0.4E
Parameter (%)	FY21	FY22	FY23E	FY24E
Advances Growth	12.4	19.5	19	20
NII Growth	12.2	10.9	17.6	16.7
PPoP growth	9.6	10.3	10.8	17.7
PAT growth	(34.3)	64.0	55.2	8.5
NIM	4.14	4.14	4.1	4.03
GNPA	2.7	2.3	1.9	1.7
CAR	17.4	18.4	19.1	18.6

Source: Company, BOBCAPS Research

## **Key risks**

Key downside risks to our estimates are:

- inability to sustain business growth, mainly in the vehicle finance book, and
- further deterioration in asset quality, which may lead to higher provisioning.



## **Financials**

Y/E 31 Mar (Rs)

Dividend per share

Book value per share

EPS

Y/E 31 Mar (Rs mn)	FY21A	FY22A	FY23E	FY24E	FY25E
Net interest income	1,35,279	1,50,008	1,76,407	2,05,827	2,51,553
NII growth (%)	12.2	10.9	17.6	16.7	22.2
Non-interest income	65,009	74,076	81,922	93,813	1,08,301
Total income	2,00,288	2,24,085	2,58,329	2,99,640	3,59,853
Operating expenses	81,568	93,107	1,13,166	1,28,720	1,44,874
PPOP	1,18,719	1,30,978	1,45,163	1,70,920	2,14,979
PPOP growth (%)	9.6	10.3	10.8	17.7	25.8
Provisions	79,425	66,650	45,614	62,699	85,551
PBT	39,294	64,328	99,549	1,08,221	1,29,428
Tax	9,995	16,282	24,980	27,326	32,681
Reported net profit	29,299	48,046	74,569	80,895	96,748
Adjustments	0	0	0	0	C
Adjusted net profit	29,299	48,046	74,569	80,895	96,748
	FW04 A	EVO0 A	EV92E	EV04E	FVOFF
Balance Sheet					
Y/E 31 Mar (Rs mn)	FY21A	FY22A	FY23E	FY24E	
Y/E 31 Mar (Rs mn) Equity capital	7,734	7,747	7,750	7,750	7,750
Y/E 31 Mar (Rs mn) Equity capital Reserves & surplus	7,734 4,27,273	7,747 4,72,517	7,750 5,84,473	7,750 6,55,661	7,750 7,37,897
Y/E 31 Mar (Rs mn)  Equity capital  Reserves & surplus  Net worth	7,734 4,27,273 4,35,007	7,747 4,72,517 4,80,264	7,750 5,84,473 5,92,223	7,750 6,55,661 6,63,411	7,750 7,37,897 7,45,647
Y/E 31 Mar (Rs mn) Equity capital Reserves & surplus Net worth Deposits	7,734 4,27,273 4,35,007 25,58,701	7,747 4,72,517 4,80,264 29,33,495	7,750 5,84,473 5,92,223 33,73,519	7,750 6,55,661 6,63,411 39,47,017	7,750 7,37,897 7,45,647 46,93,003
Y/E 31 Mar (Rs mn)  Equity capital  Reserves & surplus  Net worth  Deposits  Borrowings	7,734 4,27,273 4,35,007 25,58,701 5,13,228	7,747 4,72,517 4,80,264 29,33,495 4,73,232	7,750 5,84,473 5,92,223 33,73,519 4,49,571	7,750 6,55,661 6,63,411 39,47,017 5,03,519	FY25E 7,750 7,37,897 7,45,647 46,93,003 5,79,047
Y/E 31 Mar (Rs mn)  Equity capital Reserves & surplus Net worth Deposits Borrowings Other liab. & provisions	7,734 4,27,273 4,35,007 25,58,701 5,13,228 1,22,097	7,747 4,72,517 4,80,264 29,33,495 4,73,232 1,32,683	7,750 5,84,473 5,92,223 33,73,519 4,49,571 1,93,960	7,750 6,55,661 6,63,411 39,47,017 5,03,519 2,23,340	7,750 7,37,897 7,45,647 46,93,003 5,79,047 3,73,232
Y/E 31 Mar (Rs mn)  Equity capital Reserves & surplus Net worth Deposits Borrowings Other liab. & provisions Total liab. & equities	7,734 4,27,273 4,35,007 25,58,701 5,13,228 1,22,097 36,29,033	7,747 4,72,517 4,80,264 29,33,495 4,73,232 1,32,683 40,19,674	7,750 5,84,473 5,92,223 33,73,519 4,49,571 1,93,960 46,09,273	7,750 6,55,661 6,63,411 39,47,017 5,03,519 2,23,340 53,37,287	7,750 7,37,897 7,45,647 46,93,003 5,79,047 3,73,232 <b>63,90,929</b>
Y/E 31 Mar (Rs mn)  Equity capital Reserves & surplus Net worth Deposits Borrowings Other liab. & provisions Total liab. & equities Cash & bank balance	7,734 4,27,273 4,35,007 25,58,701 5,13,228 1,22,097 36,29,033 5,66,099	7,747 4,72,517 4,80,264 29,33,495 4,73,232 1,32,683 40,19,674 6,85,847	7,750 5,84,473 5,92,223 33,73,519 4,49,571 1,93,960 <b>46,09,273</b> 6,46,064	7,750 6,55,661 6,63,411 39,47,017 5,03,519 2,23,340 <b>53,37,287</b> 6,69,829	7,750 7,37,897 7,45,647 46,93,003 5,79,047 3,73,232 <b>63,90,929</b> 7,90,562
Y/E 31 Mar (Rs mn)  Equity capital Reserves & surplus Net worth Deposits Borrowings Other liab. & provisions Total liab. & equities Cash & bank balance Investments	7,734 4,27,273 4,35,007 25,58,701 5,13,228 1,22,097 <b>36,29,033</b> 5,66,099 6,96,534	7,747 4,72,517 4,80,264 29,33,495 4,73,232 1,32,683 <b>40,19,674</b> 6,85,847 7,09,299	7,750 5,84,473 5,92,223 33,73,519 4,49,571 1,93,960 <b>46,09,273</b> 6,46,064 7,92,615	7,750 6,55,661 6,63,411 39,47,017 5,03,519 2,23,340 53,37,287 6,69,829 9,30,783	7,750 7,37,897 7,45,647 46,93,003 5,79,047 3,73,232 <b>63,90,929</b> 7,90,562 11,18,097
Y/E 31 Mar (Rs mn)  Equity capital Reserves & surplus Net worth Deposits Borrowings Other liab. & provisions Total liab. & equities Cash & bank balance Investments Advances	7,734 4,27,273 4,35,007 25,58,701 5,13,228 1,22,097 <b>36,29,033</b> 5,66,099 6,96,534 21,25,954	7,747 4,72,517 4,80,264 29,33,495 4,73,232 1,32,683 <b>40,19,674</b> 6,85,847 7,09,299 23,90,515	7,750 5,84,473 5,92,223 33,73,519 4,49,571 1,93,960 <b>46,09,273</b> 6,46,064 7,92,615 28,56,666	7,750 6,55,661 6,63,411 39,47,017 5,03,519 2,23,340 <b>53,37,287</b> 6,69,829 9,30,783 33,99,432	7,750 7,37,897 7,45,647 46,93,003 5,79,047 3,73,232 <b>63,90,929</b> 7,90,562 11,18,097 40,79,319
Y/E 31 Mar (Rs mn)  Equity capital Reserves & surplus Net worth Deposits Borrowings Other liab. & provisions Total liab. & equities Cash & bank balance Investments Advances Fixed & Other assets	7,734 4,27,273 4,35,007 25,58,701 5,13,228 1,22,097 <b>36,29,033</b> 5,66,099 6,96,534 21,25,954 2,40,446	7,747 4,72,517 4,80,264 29,33,495 4,73,232 1,32,683 <b>40,19,674</b> 6,85,847 7,09,299 23,90,515 2,34,012	7,750 5,84,473 5,92,223 33,73,519 4,49,571 1,93,960 <b>46,09,273</b> 6,46,064 7,92,615 28,56,666 3,13,929	7,750 6,55,661 6,63,411 39,47,017 5,03,519 2,23,340 <b>53,37,287</b> 6,69,829 9,30,783 33,99,432 3,37,243	7,750 7,37,897 7,45,647 46,93,003 5,79,047 3,73,232 63,90,929 7,90,562 11,18,097 40,79,319 4,02,951
Y/E 31 Mar (Rs mn)  Equity capital  Reserves & surplus  Net worth  Deposits  Borrowings  Other liab. & provisions  Total liab. & equities  Cash & bank balance  Investments  Advances  Fixed & Other assets  Total assets	7,734 4,27,273 4,35,007 25,58,701 5,13,228 1,22,097 <b>36,29,033</b> 5,66,099 6,96,534 21,25,954 2,40,446 <b>36,29,033</b>	7,747 4,72,517 4,80,264 29,33,495 4,73,232 1,32,683 <b>40,19,674</b> 6,85,847 7,09,299 23,90,515 2,34,012 <b>40,19,674</b>	7,750 5,84,473 5,92,223 33,73,519 4,49,571 1,93,960 46,09,273 6,46,064 7,92,615 28,56,666 3,13,929 46,09,273	7,750 6,55,661 6,63,411 39,47,017 5,03,519 2,23,340 53,37,287 6,69,829 9,30,783 33,99,432 3,37,243 53,37,287	7,750 7,37,897 7,45,647 46,93,003 5,79,047 3,73,232 63,90,929 7,90,562 11,18,097 40,79,319 4,02,951 63,90,929
Y/E 31 Mar (Rs mn)  Equity capital Reserves & surplus Net worth Deposits Borrowings Other liab. & provisions Total liab. & equities Cash & bank balance Investments	7,734 4,27,273 4,35,007 25,58,701 5,13,228 1,22,097 <b>36,29,033</b> 5,66,099 6,96,534 21,25,954 2,40,446	7,747 4,72,517 4,80,264 29,33,495 4,73,232 1,32,683 <b>40,19,674</b> 6,85,847 7,09,299 23,90,515 2,34,012	7,750 5,84,473 5,92,223 33,73,519 4,49,571 1,93,960 <b>46,09,273</b> 6,46,064 7,92,615 28,56,666 3,13,929	7,750 6,55,661 6,63,411 39,47,017 5,03,519 2,23,340 <b>53,37,287</b> 6,69,829 9,30,783 33,99,432 3,37,243	7,750 7,37,897 7,45,647 46,93,003 5,79,047

FY22A

62.1

5.0

615.8

FY21A

39.9

0.0

558.3

FY23E

96.2

9.6

760.0

FY24E

104.4

12.5

851.9

FY25E

124.8

18.7

958.0

Valuations Ratios					
Y/E 31 Mar (x)	FY21A	FY22A	FY23E	FY24E	FY25E
P/E	30.1	19.3	12.5	11.5	9.6
P/BV	2.2	1.9	1.6	1.4	1.3
Dividend yield (%)	0.0	0.4	0.8	1.0	1.6
DuPont Analysis					
Y/E 31 Mar (%)	FY21A	FY22A	FY23E	FY24E	FY25E
Net interest income	4.0	3.9	4.1	4.1	4.3
Non-interest income	1.9	1.9	1.9	1.9	1.8
Operating expenses	2.4	2.4	2.6	2.6	2.5
Pre-provisioning profit	3.5	3.4	3.4	3.4	3.7
Provisions	2.4	1.7	1.1	1.3	1.5
PBT	1.2	1.7	2.3	2.2	2.2
Tax	0.3	0.4	0.6	0.5	0.6
ROA	0.9	1.3	1.7	1.6	1.6
Leverage (x)	8.6	8.4	8.0	7.9	8.3
ROE	7.5	10.5	13.9	12.9	13.7
Ratio Analysis Y/E 31 Mar	FY21A	FY22A	FY23E	FY24E	FY25E
YoY growth (%)					
Net interest income	12.2	10.9	17.6	16.7	22.2
Pre-provisioning profit	9.6	10.3	10.8	17.7	25.8
EPS	(41.9)	55.4	55.0	8.5	19.6
Profitability & Return rat	ios (%)				
Net interest margin	4.1	4.1	4.1	4.0	4.1
Fees / Avg. assets	1.9	1.9	1.9	1.9	1.8
Cost-Income	40.7	41.5	43.8	43.0	40.3
ROE	7.5	10.5	13.9	12.9	13.7
ROA	0.9	1.3	1.7	1.6	1.6
Asset quality (%)					
GNPA	2.7	2.3	1.9	1.7	1.5
NNPA	0.7	0.6	0.6	0.5	0.4
Slippage ratio	3.7	4.8	2.9	2.5	2.4
Credit cost	2.4	1.8	3.5	2.3	2.0
Provision coverage	73.8	71.6	68.8	71.5	71.6
Ratios (%)					
Cradit Danasit	02.4	01 E	017	06.1	00.0

Source: Company, BOBCAPS Research

83.1

27.2

17.4

16.8

81.5

24.2

18.4

16.8

84.7

23.5

19.1

17.7

86.1

23.6

18.6

17.0

86.9

23.8

17.4

15.9

Credit-Deposit

CAR

Tier-1

Investment-Deposit

**Valuations Ratios** 



NOT FOR DISTRIBUTION, DIRECTLY OR INDIRECTLY, IN OR INTO THE UNITED STATES OF AMERICA ("US") OR IN OR INTO ANY OTHER JURISDICTION IF SUCH AN ACTION IS PROHIBITED BY APPLICABLE LAW.

#### Disclaimer

Recommendation scale: Recommendations and Absolute returns (%) over 12 months

BUY - Expected return >+15%

HOLD - Expected return from -6% to +15%

SELL - Expected return <-6%

Note: Recommendation structure changed with effect from 21 June 2021

Our recommendation scale does not factor in short-term stock price volatility related to market fluctuations. Thus, our recommendations may not always be strictly in line with the recommendation scale as shown above.

#### Ratings and Target Price (3-year history): INDUSIND BANK (IIB IN)



B - Buy, H - Hold, S - Sell, A - Add, R - Reduce

#### Analyst certification

The research analyst(s) authoring this report hereby certifies that (1) all of the views expressed in this research report accurately reflect his/her personal views about the subject company or companies and its or their securities, and (2) no part of his/her compensation was, is, or will be, directly or indirectly, related to the specific recommendation(s) or view(s) in this report. Analysts are not registered as research analysts by FINRA and are not associated persons of BOB Capital Markets Limited (BOBCAPS).

#### General disclaimers

BOBCAPS is engaged in the business of Stock Broking and Investment Banking. BOBCAPS is a member of the National Stock Exchange of India Limited and BSE Limited and is also a SEBI-registered Category I Merchant Banker. BOBCAPS is a wholly owned subsidiary of Bank of Baroda which has its various subsidiaries engaged in the businesses of stock broking, lending, asset management, life insurance, health insurance and wealth management, among others.

BOBCAPS's activities have neither been suspended nor has it defaulted with any stock exchange authority with whom it has been registered in the last five years. BOBCAPS has not been debarred from doing business by any stock exchange or SEBI or any other authority. No disciplinary action has been taken by any regulatory authority against BOBCAPS affecting its equity research analysis activities.

BOBCAPS has obtained registration as a Research Entity under SEBI (Research Analysts) Regulations, 2014, having registration No.: INH000000040 valid till 03 February 2025. BOBCAPS is also a SEBI-registered intermediary for the broking business having SEBI Single Registration Certificate No.: INZ000159332 dated 20 November 2017. BOBCAPS CIN Number: U65999MH1996GOI098009.

BOBCAPS prohibits its analysts, persons reporting to analysts, and members of their households from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover. Additionally, BOBCAPS prohibits its analysts and persons reporting to analysts from serving as an officer, director, or advisory board member of any companies that the analysts cover.

Our salespeople, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein.

This material should not be construed as an offer to sell or the solicitation of an offer to buy any security in any jurisdiction We are not soliciting any action based on this material. It is for the general information of BOBCAPS's clients. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Before acting on any advice or recommendation in this material, clients should consider whether it is suitable for their particular circumstances and, if necessary, seek professional advice. BOBCAPS research reports follow rules laid down by Securities and Exchange Board of India and individuals employed as research analysts are separate from other employees who are performing sales trading, dealing, corporate finance advisory or any other activity that may affect the independence of its research reports.

The price and value of the investments referred to in this material and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance, future returns are not guaranteed and a loss of original capital may occur. BOBCAPS does not provide tax advice to its clients, and all investors are strongly advised to consult with their tax advisers regarding any potential investment in certain transactions — including those involving futures, options, and other derivatives as well as non-investment-grade securities — that give rise to substantial risk and are not suitable for all investors. The material is based on information that we consider reliable, but we do not represent that it is accurate or complete, and it should not be relied on as such. Opinions expressed are our current opinions as of the date appearing on this material only. We endeavour to update on a reasonable basis the information discussed in this material, but regulatory, compliance, or other reasons may prevent us from doing so.

#### **INDUSIND BANK**



We and our affiliates, officers, directors, and employees, including persons involved in the preparation or issuance of this material, may from time to time have "long" or "short" positions in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein and may from time to time add to or dispose of any such securities (or investment). We and our affiliates may assume an underwriting commitment in the securities of companies discussed in this document (or in related investments), may sell them to or buy them from customers on a principal basis, and may also perform or seek to perform investment banking or advisory services for or relating to these companies and may also be represented in the supervisory board or any other committee of these companies.

For the purpose of calculating whether BOBCAPS and its affiliates hold, beneficially own, or control, including the right to vote for directors, one per cent or more of the equity shares of the subject company, the holdings of the issuer of the research report is also included.

BOBCAPS and its non-US affiliates may, to the extent permissible under applicable laws, have acted on or used this research to the extent that it relates to non-US issuers, prior to or immediately following its publication. Foreign currency denominated securities are subject to fluctuations in exchange rates that could have an adverse effect on the value or price of or income derived from the investment. In addition, investors in securities such as ADRs, the value of which are influenced by foreign currencies, effectively assume currency risk. In addition, options involve risks and are not suitable for all investors. Please ensure that you have read and understood the Risk disclosure document before entering into any derivative transactions.

No part of this material may be (1) copied, photocopied, or duplicated in any form by any means or (2) redistributed without BOBCAPS's prior written consent.

#### Company-specific disclosures under SEBI (Research Analysts) Regulations, 2014

The research analyst(s) or his/her relatives do not have any material conflict of interest at the time of publication of this research report.

BOBCAPS or its research analyst(s) or his/her relatives do not have any financial interest in the subject company. BOBCAPS or its research analyst(s) or his/her relatives do not have actual/beneficial ownership of one per cent or more securities in the subject company at the end of the month immediately preceding the date of publication of this report.

The research analyst(s) has not received any compensation from the subject company or third party in the past 12 months in connection with research report/activities. Compensation of the research analyst(s) is not based on any specific merchant banking, investment banking or brokerage service transactions.

BOBCAPS or its research analyst(s) is not engaged in any market making activities for the subject company.

The research analyst(s) has not served as an officer, director or employee of the subject company.

BOBCAPS or its associates may have material conflict of interest at the time of publication of this research report.

BOBCAPS's associates may have financial interest in the subject company. BOBCAPS's associates may hold actual / beneficial ownership of one per cent or more securities in the subject company at the end of the month immediately preceding the date of publication of this report.

BOBCAPS or its associates may have managed or co-managed a public offering of securities for the subject company or may have been mandated by the subject company for any other assignment in the past 12 months.

BOBCAPS may have received compensation from the subject company in the past 12 months. BOBCAPS may from time to time solicit or perform investment banking services for the subject company. BOBCAPS or its associates may have received compensation from the subject company in the past 12 months for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory services in a merger or specific transaction. BOBCAPS or its associates may have received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months.

#### Other disclaimers

BOBCAPS and MAYBANK (as defined below) make no representation or warranty, express or implied, as to the accuracy or completeness of any information obtained from third parties and expressly disclaim the merchantability, suitability, quality and fitness of this report. The information in this report has not been independently verified, is provided on an "as is" basis, should not be relied on by you in connection with any contract or commitment, and should not be used as a substitute for enquiries, procedures and advice which ought to be undertaken by you. This report also does not constitute an offer or solicitation to buy or sell any securities referred to herein and you should not construe this report as investment advice. All opinions and estimates contained in this report constitute BOBCAPS's judgment as of the date of this report and are subject to change without notice, and there is no obligation on BOBCAPS or MAYBANK to update this report upon issuance. This report and the information contained herein may not be reproduced, redistributed, disseminated or copied by any means without the prior consent of BOBCAPS and MAYBANK.

To the full extent permitted by law neither BOBCAPS, MAYBANK nor any of their respective affiliates, nor any other person, accepts any liability howsoever arising, whether in contract, tort, negligence, strict liability or any other basis, including without limitation, direct or indirect, special, incidental, consequential or punitive damages arising from any use of this report or the information contained herein. By accepting this report, you agree and undertake to fully indemnify and hold harmless BOBCAPS and MAYBANK from and against claims, charges, actions, proceedings, losses, liabilities, damages, expenses and demands (collectively, the "Losses") which BOBCAPS and/or MAYBANK may incur or suffer in any jurisdiction including but not limited to those Losses incurred by BOBCAPS and/or MAYBANK as a result of any proceedings or actions brought against them by any regulators and/or authorities, and which in any case are directly or indirectly occasioned by or result from or are attributable to anything done or omitted in relation to or arising from or in connection with this report.

### Distribution into the United Kingdom ("UK"):

This research report will only be distributed in the United Kingdom, in accordance with the applicable laws and regulations of the UK, by Maybank Securities (London) Ltd) ("MSL") who is authorised and regulated by the Financial Conduct Authority ("FCA") in the United Kingdom (MSL and its affiliates are collectively referred to as "MAYBANK"). BOBCAPS is not authorized to directly distribute this research report in the UK.

This report has not been prepared by BOBCAPS in accordance with the UK's legal and regulatory requirements.

This research report is for distribution only to, and is solely directed at, selected persons on the basis that those persons: (a) are eligible counterparties and professional clients of MAYBANK as selected by MAYBANK solely at its discretion; (b) have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, as amended from time to time (the "Order"), or (c) fall within Article 49(2)(a) to (d) (high net worth companies, unincorporated associations, etc. as mentioned in the stated Article) of the Order; (all such persons together being referred to as "relevant persons").

This research report is directed only at relevant persons and must not be acted on or relied on by any persons who are not relevant persons. Any investment or investment activity to which this material relates is available only to relevant persons and will be engaged in only with relevant persons.

The relevant person as recipient of this research report is not permitted to reproduce, change, remove, pass on, distribute or disseminate the data or make it available to third parties without the written permission of BOBCAPS or MAYBANK. Any decision taken by the relevant person(s) pursuant to the research report shall be solely at their costs and consequences and BOBCAPS and MAYBANK shall not have any liability of whatsoever nature in this regard.

#### No distribution into the US:

This report will not be distributed in the US and no US person may rely on this communication.

#### Other jurisdictions

This report has been prepared in accordance with SEBI (Research Analysts) Regulations and not in accordance with local regulatory requirements of any other jurisdiction. In any other jurisdictions, this report is only for distribution (subject to applicable legal or regulatory restrictions) to professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions by Maybank Securities Pte Ltd. (Singapore) and / or by any broker-dealer affiliate or such other affiliate as determined by Malayan Banking Berhad.

If the recipient of this report is not as specified above, then it should not act upon this report and return the same to the sender.

By accepting this report, you agree to be bound by the foregoing limitations.