FIRST LIGHT

08 May 2024

RESEARCH

KOTAK MAHINDRA BANK | TARGET: Rs 2,000 | +22% | BUY

Healthy business growth; other income supports rise in PAT

PERSISTENT SYSTEMS | TARGET: Rs 3,651 | +8% | HOLD

A discretionary push to drive the growth trajectory

SUMMARY

KOTAK MAHINDRA BANK

- Healthy business growth in Q4, deposits outpaced credit growth driven by TDs, NIIs remained modest while boost in other income aided PPOP
- Lower valuation multiple and ~13% price correction YTD factors in most of the performance moderation, and likely will improve over FY25
- Anticipating stable asset quality, we revise our growth estimates and, hence, our TP to Rs 2,000 (from Rs 2,100) but maintain BUY

Click here for the full report.

PERSISTENT SYSTEMS

- Cost take-out projects and vendor consolidation to be the prime growth driver for PSYS in FY25
- Flattish Q4, PSYS retains medium-term margin outlook due to large deal wins
- We trim our earnings for FY25E/FY26E by ~7% each and maintain our HOLD rating with a new TP to Rs 3,651, valued at 35x FY26E EPS

Click here for the full report.

Daily macro indicators

Indicator	3-May	6-May	Chg (%)
US 10Y yield (%)	4.58	4.49	(9bps)
India 10Y yield (%)	7.16	7.11	(5bps)
USD/INR	83.43	83.50	(0.1)
Brent Crude (US$/bbl)	83.0	83.3	0.4
Dow	38,676	38,852	0.5
Hang Seng	18,476	18,578	0.6
Sensex	73,878	73,896	0.0
India FII (US$ mn)	**30-Apr**	**2-May**	**Chg ($ mn)**
FII-D	(32.1)	(174.8)	(142.7)
FII-E	221.6	(83.3)	(304.9)

Source: Bank of Baroda Economics Research

BOBCAPS Research
research@bobcaps.in

BOBCAPS
TRUST | INNOVATION | EXCELLENCE

BUY
TP: Rs 2,000 | ⮝ 22%

KOTAK MAHINDRA BANK | Banking | 07 May 2024

Healthy business growth; other income supports rise in PAT

- **Healthy business growth in Q4, deposits outpaced credit growth driven by TDs, NIIs remained modest while boost in other income aided PPOP**
- **Lower valuation multiple and ~13% price correction YTD factors in most of the performance moderation, and likely will improve over FY25**
- **Anticipating stable asset quality, we revise our growth estimates and, hence, our TP to Rs 2,000 (from Rs 2,100) but maintain BUY**

Ajit Agrawal
research@bobcaps.in

Strong QoQ performance: KMB posted PAT of Rs 43.1bn (38% QoQ) backed by one-offs like AIF provision reversal (Rs 1.6bn), interest on income tax refund (Rs 1.4bn), tax credit (Rs 2bn) and treasury gains (Rs 1.4bn). NII grew 5% QoQ on higher yield on asset despite rise in deposit cost and reported NIM up 6bps QoQ.

Higher other income and lower provision aided PAT: Other income rose 30% QoQ (36% YoY) backed by interest on income tax refund and a treasury gain. Opex remained muted with a 3% rise QoQ leading to a 364bps improvement in the C/I ratio. Management guided for its C/I ratio to stay elevated in FY25 on higher investments towards tech upgradation to address regulatory issues related to issuing new credit cards and digital onboarding of clients, while it continues to invest in branch expansion to cater new clients. Also, the bank guided for Rs 3.5bn-4bn of impact on PBT due to regulatory business restrictions in FY25 and further clarified that until it gets resolved KMB would focus on deepening its client engagement to cross sell retail products.

Robust business growth: Deposit growth (10%/24% QoQ/YoY) outpaced loan growth (5%/18% QoQ/YoY) driven by terms deposits – ActivMoney doubled over FY23. Healthy credit growth was fueled by growth across the segment, wherein retail grew by 21% YoY and SME/Corporate by 23%/21% YoY. Unsecured retail contributed 11.8% of loans vs. 10% in Q4FY23 (11.6% in Q3) and KMB retained its guidance on unsecured retail mix in the mid-teens despite the business restriction by RBI. We broadly retain credit growth estimates and raise deposit growth estimates for FY25/ FY26 by 4%. We cut PAT estimates by 9% for each year due to business challenges.

Stable asset quality: Despite the rise in slippages, higher upgrades and write-offs led to improved asset quality. GNPA/NNPA/PCR stood at 1.4%/0.3%/76%. Credit cost improved to 29bps on AIF provision reversal from 67bps in Q3. CAR remained healthy.

Maintain BUY: Considering the moderation in business growth, we estimate RoA/RoE at 2.1%/13% over FY25/FY26 and we cut our SOTP-based TP to Rs 2,000, from Rs 2,100, set at 2.3x FY26E ABV (2.5x earlier) using the GGM. This includes Rs 642/sh as the value of subsidiaries.

Key changes

Target	Rating
▼	◀ ▶

Ticker/Price	KMB IN/Rs 1,644
Market cap	US$ 39.8bn
Free float	74%
3M ADV	US$ 159.2mn
52wk high/low	Rs 2,064/Rs 1,544
Promoter/FPI/DII	26%/38%/23%

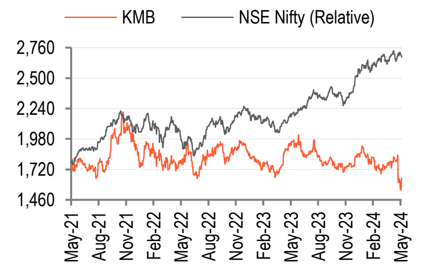
Source: NSE | Price as of 7 May 2024

Key financials

Y/E 31 Mar	FY24P	FY25E	FY26E
NII (Rs mn)	25,993	29,619	34,971
NII growth (%)	20.6	13.9	18.1
Adj. net profit (Rs mn)	13,782	13,693	15,696
EPS (Rs)	69.3	68.9	79.0
Consensus EPS (Rs)	69.3	73.1	80.6
P/E (x)	23.7	23.9	20.8
P/BV (x)	3.4	3.0	2.6
ROA (%)	2.5	2.1	2.1
ROE (%)	15.3	13.2	13.3

Source: Company, Bloomberg, BOBCAPS Research | P – Provisional

Stock performance



Source: NSE

RESULT REVIEW

BOBCAPS
TRUST | INNOVATION | EXCELLENCE

HOLD
TP: Rs 3,651 | 8%

PERSISTENT SYSTEMS | Technology & Internet | 07 May 2024

A discretionary push to drive the growth trajectory

- **Cost take-out projects and vendor consolidation to be the prime growth driver for PSYS in FY25**
- **Flattish Q4, PSYS retains medium-term margin outlook due to large deal wins**
- **We trim our earnings for FY25E/FY26E by ~7% each and maintain our HOLD rating with a new TP to Rs 3,651, valued at 35x FY26E EPS**

Saptarshi Mukherjee
research@bobcaps.in

Healthy growth, strong product expertise: PSYS reported healthy QoQ revenue growth of 3.3% both in US dollar and in constant currency (CC) terms to US$ 311mn, driven by material engagement in healthcare & BFSI verticals. BFSI revenue continued to surprise its peers with growth of 1.8% QoQ, whereas hi-tech declined (0.75%). Geographically, North America/India grew 4% QoQ each and Europe de-grew by 9.4%. Despite weak macros, PSYS delivered a healthy topline on the back of improved sales, strong product development, vendor consolidation, cost take-out projects, rebadging, higher annuity business and a well-balanced portfolio mix

Building senior management team with strong pedigree: The inclusion of Tier-I DNAs will strengthen the senior management squad and the most recent hire was the Head of BFSI & Europe (formerly at Wipro). We believe this will improve PSYS's business scalability and mine large accounts better. A recent large deal win from a European energy conglomerate includes setting up an offshore development centre.

Transformational deal wins yet to improve: The company has had several US$ 50mn deals with a high component of managed services/vendor consolidation, which will impact margin negatively due to higher onsite mix, higher subcon cost and lower utilisation. Due to weak discretionary spends and elongated decision-making cycle, the number of transformational deal wins is likely to stay modest in the near term which will impact the company at the operating level, in our view.

Flattish Q4 margin: The company has prioritised growth over margin improvement. Most of its investments are directed at SG&A expenses to improve the win run-rate and the remainder on upfront costs related to large deal wins including improving capabilities such as Gen AI.

Valuation outlook: PSYS trades at 39.1/32.5x FY25E/FY26E EPS Modest deal wins/ stable broad-based growth indicates at modest growth acceleration in FY25. We trim our FY25/FY26E EPS earnings by 7%/7.3% and maintain our HOLD rating with a new TP of Rs3,651 (previously Rs 3,938), based on 35x on FY26E EPS.

Key changes

Target	Rating
▼	◀ ▶

Ticker/Price	PSYS IN/Rs 3,396
Market cap	US$ 3.1bn
Free float	70%
3M ADV	US$ 20.5mn
52wk high/low	Rs 4,450/Rs 2,309
Promoter/FPI/DII	30%/26%/44%

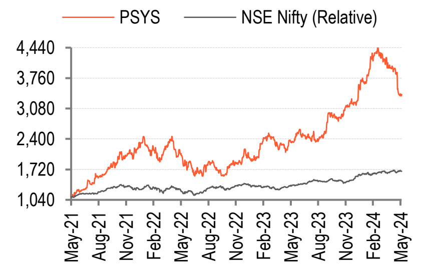
Source: NSE | Price as of 6 May 2024

Key financials

Y/E 31 Mar	FY24A	FY25E	FY26E
Total revenue (Rs mn)	98,216	1,07,359	1,20,696
EBITDA (Rs mn)	17,243	20,184	23,415
Adj. net profit (Rs mn)	11,421	13,204	15,783
Adj. EPS (Rs)	73.4	86.8	104.3
Consensus EPS (Rs)	73.4	87.4	107.9
Adj. ROAE (%)	25.6	24.7	25.7
Adj. P/E (x)	46.3	39.1	32.5
EV/EBITDA (x)	15.1	12.7	10.8
Adj. EPS growth (%)	15.4	18.3	20.2

Source: Company, Bloomberg, BOBCAPS Research

Stock performance



Source: NSE

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

Name of the Research Entity: **BOB Capital Markets Limited**
Registered office Address: **1704, B Wing, Parinee Crescenzo, G Block, BKC, Bandra East, Mumbai 400051**
SEBI Research Analyst Registration No: **INH000000040 valid till 03 February 2025**
Brand Name: **BOBCAPS**
Trade Name: **www.barodaetrade.com**
CIN: **U65999MH1996GOI098009**

Logo:

Investments in securities market are subject to market risks. Read all the related documents carefully before investing.
Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

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.

Analyst certification

Each of the analysts mentioned in this research report certify, with respect to the sections of the report for which they are responsible, that (1) all of the views expressed in this 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).

Important disclosures

This product is a compilation of previously published research notes. To view the complete report along with the associated Analyst certifications and Company-specific disclosures, please click on the hyperlink accompanying each excerpt.

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 is also a SEBI-registered intermediary for the broking business having SEBI Single Registration Certificate No.: INZ000159332 dated 20 November 2017.

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.

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.

Other disclosures

BOBCAPS does not have any financial interest in the subject company. BOBCAPS does 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.

BOBCAPS is not engaged in any market making activities for 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.