



Banking

20 January 2025

# Steady performance, asset quality stable

- Healthy credit growth-driven broad-based growth; deposits too grew strong, while CASA remain muted
- Higher other income and lower opex supported healthy PPoP, in line with our estimates
- Anticipating stable asset quality, we revise our growth estimates and, hence, our TP to Rs 2,074 (from Rs 2,040) but maintain BUY

Vijiya Rao research@bobcaps.in

Steady QoQ performance: KMB registered heathy business performance despite tough competitive environment with stable asset quality. Advances grew 15% YoY (4% QoQ) to Rs 4,138.4bn. Deposits rose 16% YoY (3% QoQ). Asset quality remained stable with GNPA ratio at 1.5% in Q3FY25. NII came in at par with our estimates at Rs 72bn, up 10% YoY (3% QoQ). Management indicated that the Reserve Bank of India's (RBI) embargo on onboarding new customers through digital means and addition of new credit card customers had an impact but was in line with its initial estimates. However, the bank did not give a timeline for the removal of the embargo. We expect the bank to clock loan growth at CAGR of ~12% over FY24-FY27E.

**Other income declined:** Other income fell 2% QoQ (up 14% YoY) while opex was softer sequentially leading to in-line PPoP in Q3FY25. Consequently, C/I ratio was at 47.2% vs. 47.5% in Q2FY25. PPoP rose 14% YoY (2% QoQ).

**Robust business growth:** Deposits grew 16% YoY with low-cost CASA deposits staying flat QoQ and muted at 3% YoY. Consequently, the CASA ratio was at 42.33% vs. 43.62% in Q2FY25. Healthy credit growth was supported by corporate and business banking (up 4% QoQ and 5% QoQ), home loans (4% QoQ), CVs (up 4% QoQ) and secured book (up 4% QoQ). We broadly maintain credit/deposit growth with PAT growth estimates of 10%/12% for FY26/FY27.

**Stable asset quality:** GNPA ratio was stable at 1.5% in Q3FY25 with at 73.2% vs. 71.4% in Q2FY25. Credit cost increased by 12bps QoQ to 0.80%.

**Maintain BUY:** KMB's business seems to be on track although prevailing tough macro-economic conditions. Further, the asset quality improved. Management indicted that it has made significant progress on the IT front and is addressing concerns on the embargo which would be a key monitorable in the near term. We estimate RoA/RoE at 2.2-2.3%/13-13.2% over FY26E- FY27E and raise our SOTP-based TP to Rs 2,074 (vs Rs 2,040) set at 2.1x Dec'26 ABV using the Gordon Growth Model. This includes Rs 769/sh as the value of subsidiaries.

# **Key changes**

,	
Target	Rating
<b>A</b>	<b>∢</b> ▶

Ticker/Price	KMB IN/Rs 1,759
Market cap	US\$ 40.4bn
Free float	74%
3M ADV	US\$ 78.2mn
52wk high/low	Rs 1,942/Rs 1,544
Promoter/FPI/DII	26%/33%/28%
ŭ	- , ,-

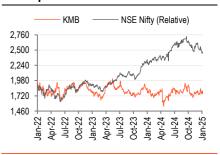
Source: NSE | Price as of 17 Jan 2025

### **Key financials**

Y/E 31 Mar	FY24A	FY25E	FY26E
NII (Rs mn)	2,59,932	2,94,637	3,38,319
NII growth (%)	20.6	13.4	14.8
Adj. net profit (Rs mn)	1,37,896	1,52,464	1,67,176
EPS (Rs)	69.4	76.7	84.1
Consensus EPS (Rs)	69.3	73.1	80.6
P/E (x)	25.4	22.9	20.9
P/BV (x)	3.6	2.9	2.6
ROA (%)	2.5	2.4	2.3
ROE (%)	15.3	14.2	13.2

Source: Company, Bloomberg, BOBCAPS Research

## Stock performance



Source: NSE





Fig 1 – Quarterly snapshot: Income statement

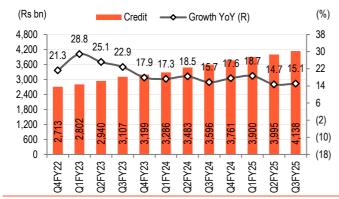
(Rs mn)	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	QoQ (%)	YoY (%)
Income Statement							
Interest Income	92,099	94,736	97,793	101,327	103,490	2.1	12.4
Income on investments	22,758	24,664	25,922	27,719	27,215	(1.8)	19.6
Int. on bal. with RBI & inter-bank funds & Others	3,134	3,671	3,747	3,116	3,572	14.6	14.0
Interest income	117,990	123,071	127,461	132,163	134,276	1.6	13.8
Interest expense	52,455	53,977	59,038	61,967	62,313	0.6	18.8
Net interest income	65,535	69,094	68,424	70,196	71,963	2.5	9.8
Growth YoY (%)	15.9	13.2	9.8	11.5	9.8	-	-
Non-interest income	22,970	29,783	29,290	26,842	26,228	(2.3)	14.2
Growth YoY (%)	9.4	36.2	9.2	16.0	14.2	-	-
Total income	88,505	98,876	97,714	97,038	98,191	1.2	10.9
Growth YoY (%)	14.2	19.3	9.6	12.7	10.9	-	-
Staff expenses	17,483	18,264	18,705	19,514	19,525	0.1	11.7
Other operating expenses	25,360	25,997	26,468	26,532	26,856	1.2	5.9
Operating expenses	42,843	44,261	45,173	46,046	46,380	0.7	8.3
Pre-Provisioning Profit (PPoP)	45,662	54,616	52,541	50,993	51,810	(2.9)	10.6
Growth YoY (%)	18.6	17.5	6.2	10.6	13.5	-	-
Provisions	5,791	2,637	5,785	6,604	7,941	20.2	37.1
Growth YoY (%)	289.1	78.7	58.8	80.2	37.1	-	-
Exceptional Item	-	-	-	-	-		
PBT	39,871	51,978	46,756	44,389	43,869	(1.2)	10.0
Tax	9,821	10,645	19,457	10,951	10,821	(1.2)	10.2
PAT	30,050	41,333	27,299	33,437	33,048	(1.2)	10.0
Growth YoY (%)	7.6	18.2	(20.9)	4.8	10.0	-	-
Per Share							
FV (Rs)	5	5	5	5	5		
EPS (Rs)	15	21	31	17	17	(1.2)	9.9
Book Value (Rs)	468	487	535	557	583	4.7	24.7



Fig 2 - Quarterly snapshot: Balance sheet & other metrics

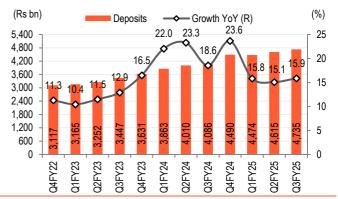
(Rs mn)	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	QoQ (%)	YoY (%)
Deposits	40,86,360	44,89,538	44,74,180	46,14,542	47,34,970	2.6	15.9
Growth YoY (%)	18.6	23.6	15.8	15.1	15.9	-	-
Advances	35,95,880	37,60,753	38,99,570	39,95,216	41,38,390	3.6	15.1
Growth YoY (%)	15.7	17.6	18.7	14.7	15.1	-	-
Investment	14,57,510	15,54,038	16,25,780	17,55,320	16,38,190	(6.7)	12.4
Equity	9,29,940	9,67,188	10,63,080	11,18,481	11,59,683	3.7	24.7
Assets	54,79,490	60,03,571	60,49,480	62,32,084	63,70,030	2.2	16.3
Growth YoY (%)	17.9	22.6	17.9	16.9	16.3	-	-
Yield (%)							
Yield on Funds	8.99	8.81	8.69	8.83	8.76	(7bps)	(23bps)
Cost of Funds	4.89	4.74	4.95	5.14	5.06	(8bps)	17bps
Spread	4.10	4.08	3.74	3.69	3.70	1bps	(40bps)
Net Interest Margin (calc.)	4.99	4.95	4.66	4.69	4.69	0bps	(30bps)
Ratios (%)							
Other Income / Net Income	26.0	30.1	30.0	27.7	26.7	(95bps)	76bps
Cost to Income ratio	48.4	44.8	46.2	47.5	47.2	(22bps)	(117bps)
CASA ratio	47.7	45.5	43.4	43.6	42.3	(129bps)	(541bps)
C/D ratio	88.0	83.8	87.2	86.6	87.4	82bps	(60bps)
Investment to Assets	26.6	25.9	26.9	28.2	25.7	(245bps)	(88bps)
Assets Quality							
GNPA	63,017	52,748	54,772	60,332	62,660	3.9	(0.6)
NNPA	12,253	12,706	13,763	17,238	16,810	(2.5)	37.2
Provision	50,764	40,042	41,008	43,093	45,850	6.4	(9.7)
GNPA (%)	1.73	1.39	1.39	1.49	1.50	1bps	(23bps)
NNPA (%)	0.34	0.34	0.35	0.43	0.41	(2bps)	7bps
Provision Coverage Ratio (%)	80.56	75.91	74.87	71.43	73.17	175bps	(738bps)
Others							
Branches	1,869	1,948	1,965	2,013	2,068	55	199
ATMs	3,239	3,291	3,279	3,329	3,420	91	181
Employees	77,937	81,232	81,941	83,942	86,236	2,294	8,298
Source: Company RORCAPS Research							

Fig 3 - Broad-based credit growth at 15% YoY



Source: Company, BOBCAPS Research

Fig 4 – Deposits strong (16% YoY) backed by TDs



Source: Company, BOBCAPS Research | TDs: Term Deposits



Fig 5 - Asset growth at 16% YoY

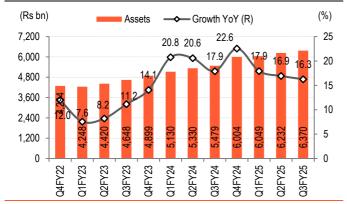
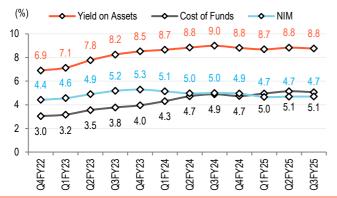
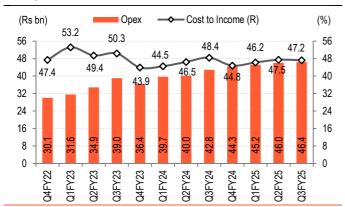


Fig 7 - NIM (calc.) and CoF steady



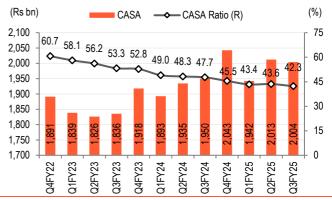
Source: Company, BOBCAPS Research

Fig 9 – C/I ratio declined; likely to remain elevated over FY25E



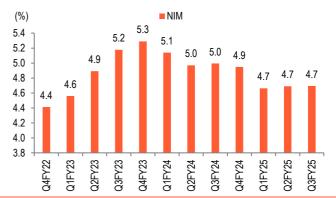
Source: Company, BOBCAPS Research

Fig 6 – Decline in CASA due to subdued CASA mobilisation



Source: Company, BOBCAPS Research

Fig 8 - NIM likely to remain flat with upward biased



Source: Company, BOBCAPS Research

Fig 10 - PPOP growth improved QoQ

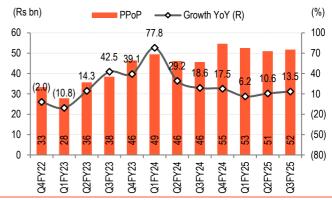




Fig 11 - Asset quality remained flat

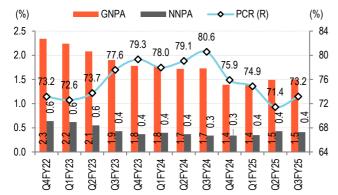
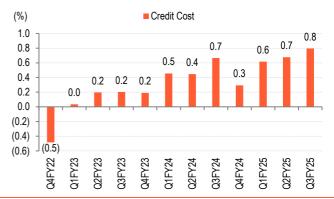


Fig 12 - Credit cost elevated QoQ



Source: Company, BOBCAPS Research

Fig 13 - PAT growth trend

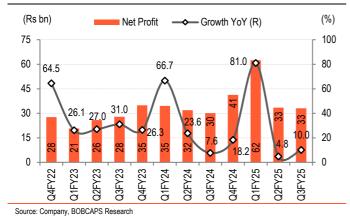
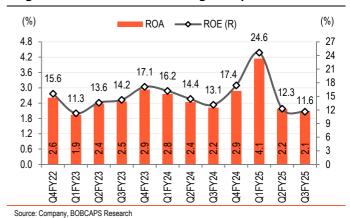


Fig 14 - Return ratios saw a marginal dip QoQ



**Earnings call highlights** 

# On RBI embargo

- KMB indicated that the bank has made significant progress on the IT front and has been addressing RBI concerns on improving customer service. Management also indicated that while the embargo had an impact on its financials, the assumptions of the impact were in line with management's initial estimates.
- In Apr'24, the RBI had placed severe business restrictions on the bank because of serious lapses in its information technology system. The regulator barred the bank from onboarding any new customers through digital channels and stopped the addition of new credit card customers.

# On growth

- KMB's focus is on risk-calibrated business growth against gross volume boost to improve overall performance.
- NIMs were stable at 4.93% in Q3FY25.



# **Asset quality**

- Management believed stress/delinquencies in the PL and credit cards portfolio has been plateauing and may decline in the coming quarters.
- However, for the microfinance portfolio, management continues to be watchful going forward.
- With respect to the current economic environment, the bank opined that there is heightened volatility and there are signs of economic slowdown.
- Slippages stood at Rs 16.6bn (1.7% annualised) in Q3FY25 vs. Rs 18.8bn (2% annualised) in Q2FY25.

#### NII and NIM

- NII grew 10% YoY (3% QoQ) led by strong advances growth.
- Reported NIM remains stable at 4.93% vs. 4.91% in Q2FY25.

#### **Subsidiaries**

- Kotak Securities: PAT came in at Rs 4.5bn, up 46% YoY, compared to Rs 4.4bn in Q2FY25 and Rs 3.1bn in Q3FY24. Its market share declined to 11.5% vs. 11.6% in Q2FY25 vs. 11.6% in Q3FY24.
- **Kotak AMC:** AAUM was up 29% YoY to Rs 6.9tn. Equity AAUM grew 51% YoY to Rs 3.2tn, with market share of 6.5%.
- Kotak Prime: PAT stood at Rs 2.2bn vs. Rs 2.7bn in Q2FY25. NNPA was at 1.0% vs. 0.9% in Q2FY25 vs. 0.8% in Q3FY24.

Fig 15 - Loan book distribution

(Rs mn)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25
Corporate Banking	7,75,690	8,18,440	8,42,460	8,73,100	9,35,810	9,28,640	9,66,490
SME	2,33,120	2,45,690	2,58,160	2,72,470	2,81,860	3,21,740	3,37,380
Commercial Vehicles	2,85,260	3,10,460	3,37,510	3,68,330	3,79,410	3,90,640	4,07,560
Agriculture Finance	2,65,130	2,70,310	2,75,120	2,78,500	2,73,240	2,69,650	2,75,640
Tractor finance	1,39,160	1,43,760	1,51,560	1,58,020	1,58,000	1,61,910	1,70,000
Home loans & LAP	9,51,470	9,91,000	10,22,340	10,67,260	11,08,500	11,67,150	12,17,000
Consumer Bank WC (Secured)	2,99,060	3,30,950	3,37,900	3,59,970	3,75,910	4,00,020	4,16,870
PL, BL and Consumer Durables	1,66,920	1,78,620	1,93,100	2,00,490	2,03,170	2,08,680	2,12,980
Credit Cards	1,13,600	1,25,970	1,38,820	1,45,050	1,46,440	1,44,460	1,41,170
Others	71,270	75,050	82,570	94,270	93,550	1,00,430	1,06,520
Micro Finance	69,630	79,870	85,100	99,830	1,03,680	97,760	82,250
Loan	33,70,310	35,70,120	37,24,640	39,17,290	40,59,570	41,91,080	43,33,860
Credit substitutes	2,51,730	2,34,000	2,82,950	3,15,950	2,98,700	3,09,560	2,60,500
Total customer assets	36,22,040	38,04,120	40,07,590	42,33,240	43,58,270	45,00,640	45,94,360



Fig 16 – Loan book distribution (%)

Segment (%)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25
Corporate Banking	21.4	21.5	21.0	20.6	21.5	20.6	21.0
SME	6.4	6.5	6.4	6.4	6.5	7.1	7.3
Commercial Vehicles	7.9	8.2	8.4	8.7	8.7	8.7	8.9
Agriculture Finance	7.3	7.1	6.9	6.6	6.3	6.0	6.0
Tractor finance	3.8	3.8	3.8	3.7	3.6	3.6	3.7
Home loans & LAP	26.3	26.1	25.5	25.2	25.4	25.9	26.5
Consumer Bank WC (Secured)	8.3	8.7	8.4	8.5	8.6	8.9	9.1
PL, BL and Consumer Durables	4.6	4.7	4.8	4.7	4.7	4.6	4.6
Credit Cards	3.1	3.3	3.5	3.4	3.4	3.2	3.1
Others	2.0	2.0	2.1	2.2	2.1	2.2	2.3
Micro Finance	1.9	2.1	2.1	2.4	2.4	2.2	1.8
Loan	93.1	93.8	92.9	92.5	93.1	93.1	94.3
Credit substitutes	6.9	6.2	7.1	7.5	6.9	6.9	5.7
Total customer assets	100.0	100.0	100.0	100.0	100.0	100.0	100.0

Fig 17 - Loan book growth YoY

Segment (%)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25
Corporate Banking	16.4	17.7	20.4	20.6	20.6	13.5	14.7
SME	13.6	16.0	11.5	23.0	20.9	31.0	30.7
Commercial Vehicles	22.7	26.2	30.7	32.6	33.0	25.8	20.8
Agriculture Finance	7.8	8.1	5.3	1.1	3.1	(0.2)	0.2
Tractor finance	26.3	19.7	16.7	13.6	13.5	12.6	12.2
Home loans & LAP	17.5	15.4	14.7	15.1	16.5	17.8	19.0
Consumer Bank WC (Secured)	12.9	20.8	16.8	18.6	25.7	20.9	23.4
PL, BL and Consumer Durables	43.7	35.3	32.8	27.1	21.7	16.8	10.3
Credit Cards	66.6	59.4	51.6	43.8	28.9	14.7	1.7
Others	55.0	50.1	48.1	43.2	31.3	33.8	29.0
Micro Finance	90.8	79.8	59.4	60.4	48.9	22.4	(3.3)
Loan	20.3	20.6	19.9	20.3	20.5	17.4	16.4
Credit substitutes	7.3	(14.3)	(1.0)	16.5	18.7	32.3	(7.9)
Total customer assets	19.3	17.6	18.1	20.0	20.3	18.3	14.6

Source: Company, BOBCAPS Research

Fig 18 – Loan book growth QoQ

Segment (%)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25
Corporate Banking	7.1	5.5	2.9	3.6	7.2	(0.8)	4.1
SME	5.2	5.4	5.1	5.5	3.4	14.1	4.9
Commercial Vehicles	2.7	8.8	8.7	9.1	3.0	3.0	4.3
Agriculture Finance	(3.8)	2.0	1.8	1.2	(1.9)	(1.3)	2.2
Tractor finance	0.1	3.3	5.4	4.3	0.0	2.5	5.0
Home loans & LAP	2.6	4.2	3.2	4.4	3.9	5.3	4.3
Consumer Bank WC (Secured)	(1.4)	10.7	2.1	6.5	4.4	6.4	4.2
PL, BL and Consumer Durables	5.8	7.0	8.1	3.8	1.3	2.7	2.1
Credit Cards	12.6	10.9	10.2	4.5	1.0	(1.4)	(2.3)
Others	8.3	5.3	10.0	14.2	(0.8)	7.4	6.1
Micro Finance	11.9	14.7	6.5	17.3	3.9	(5.7)	(15.9)
Loan	3.5	5.9	4.3	5.2	3.6	3.2	3.4
Credit substitutes	(7.1)	(7.0)	20.9	11.7	(5.5)	3.6	(15.8)
Total customer assets	2.7	5.0	5.3	5.6	3.0	3.3	2.1



# Valuation methodology

KMB delivered strong credit and deposits growth, 15% YoY and 16% YoY respectively in Q3FY25. Deposits growth was impacted by lower CASA deposits with CASA ratio of 42.33% vs. 43.62% in Q2FY25. Considering the current business environment we maintain broadly our credit/deposit growth estimates.

KMB is well capitalised with CAR at 23.4% (CET1 at 22.5%) as of Q3FY25 to fund future asset growth. We expect the overall return ratio to remain healthy at 2.2% over FY25 and 13% over FY26.

Assume coverage of KMB and maintain BUY: KMB's business seems to be on track although tough micro economic conditions prevail. The asset quality too improved. Management indicted that it has made significant progress on the IT front and is addressing concerns on the RBI's embargo which would be a key monitorable in the near term. We estimate RoA/RoE at 2.2-2.3%/13-13.2% over FY26E-FY27E and raise our SOTP-based TP to Rs 2,074 (vs Rs 2,040) set at 2.1x Dec'26 ABV using the GGM. This includes Rs 769/sh as the value of subsidiaries

Fig 19 - Key operational assumptions

(%)	FY24A	FY25E	FY26E	FY27E
Advances Growth	17.6	16.0	16.5	16.9
Net Interest Income Growth	20.6	13.4	14.8	16.2
PPoP Growth	31.9	15.4	12.5	12.2
PAT Growth	26.1	10.5	9.7	11.6
NIM	4.9	4.7	4.7	4.7
GNPA	1.4	1.5	1.4	1.4
CAR	20.6	21.7	21.1	20.7

Source: Company, BOBCAPS Research

Fig 20 - SOTP valuation summary

Business	Valuation	Holdings (%)	Value (Rs/sh)
Kotak Bank	2.1x FY26E ABV	100	1,438
Kotak Life	2.3x FY26E EV	100	231
Kotak Prime	1.8x FY26E BV	100	124
Kotak AMC	5% FY26 AAUM	100	142
Kotak Securities	15x FY26 PAT	100	145
Others		100	63
Holding Co. Discount	10%		(71)
Total			2,074



Fig 21 – Valuation assumptions

Gordon growth model	(%)
Return on Equity (RoE)	15.9
Cost of Equity (Ke)	12.8
Growth (Period 1)	14.3
Growth (Long Term)	7.6
Initial High Growth Period (years)	10.0
Dividend Payout (Period 1)	10.0
Dividend Payout (Long Term)	52.0
Factor 1	1.1
Factor 2	12.2
Justified P/BV	2.1
O DODOADO D	

Source: BOBCAPS Research

# **Key risks**

Key downside risks to our estimates are:

- reversal in credit cycle, which can lead to higher-than-anticipated deterioration in asset quality and, thus, weaker profitability owing to higher provisions, and
- inability to manage cost of funds, which may drag the bank's NIM as well as overall profitability.

# **Glossary**

Glossary of	Abbreviations			
AFS	Available For Sale	ICRR	Incremental Cash Reserve Ratio	
AUCA	Advance Under Collection Account	LAP	Loans against Property	
ARC	Asset Reconstruction Company	LCR	Liquidity Coverage Ratio	
BRDS	Bills Rediscounting Scheme	MCLR	Marginal Cost of Funds-based Lending Rate	
CASA	Current Account and Savings Account	MTM	Mark to Market	
CAR	Capital Adequacy Ratio	NII	Net Interest Income	
CET1	Common Equity Tier 1	NIM	Net Interest Margin	
CD	Credit-Deposit Ratio	NNPA	Net Non-Performing Assets	
C/I	Cost-Income Ratio	PCR	Provision Coverage Ratio	
CRB	Commercial and Rural Banking	PPOP	Pre-Provision Operating Profit	
EBLR	External Benchmark-based Lending Rate	PSU	Public Sector Unit	
ECL	Expected Credit Loss	RWA	Risk-weighted Assets	
GNPA	Gross Non-Performing Assets	SLR	Statutory Liquidity Ratio	
HFT	Held for Trading	SMA	Special Mention Account	
IBPC	Interbank Participation Certificate	SME	Small and Medium-sized Enterprises	



# **Financials**

Y/E 31 Mar (Rs)

Dividend per share

Book value per share

EPS

Y/E 31 Mar (Rs mn)	FY23A	FY24A	FY25E	FY26E	FY27E
Net interest income	2,15,519	2,59,932	2,94,637	3,38,319	3,93,039
NII growth (%)	28.1	20.6	13.4	14.8	16.2
Non-interest income	70,831	1,02,731	1,18,630	1,38,569	1,61,701
Total income	2,86,350	3,62,663	4,13,268	4,76,888	5,54,740
Operating expenses	1,37,870	1,66,788	1,87,307	2,22,585	2,69,307
PPOP	1,48,480	1,95,875	2,25,961	2,54,303	2,85,433
PPOP growth (%)	23.2	31.9	15.4	12.5	12.2
Provisions	4,570	15,657	26,705	32,584	38,031
PBT	1,43,910	1,80,218	1,99,256	2,21,719	2,47,402
Tax	34,517	42,321	46,792	54,543	60,861
Reported net profit	1,09,393	1,37,896	1,52,464	1,67,176	1,86,541
Adjustments	0	0	0	0	0
Adjusted net profit	1,09,393	1,37,896	1,52,464	1,67,176	1,86,541
	FY23A	FY24A	FY25E	FY26E	FY27E
Balance Sheet Y/E 31 Mar (Rs mn)					FY27E
Y/E 31 Mar (Rs mn) Equity capital	14,933	9,940	9,941	9,940	9,940
Y/E 31 Mar (Rs mn) Equity capital Reserves & surplus	14,933 8,20,270	9,940 9,57,248	9,941 11,75,476	9,940 13,42,652	9,940 15,29,193
Y/E 31 Mar (Rs mn)  Equity capital  Reserves & surplus  Net worth	14,933 8,20,270 8,35,202	9,940 9,57,248 9,67,188	9,941 11,75,476 11,85,417	9,940 13,42,652 13,52,591	9,940 15,29,193 15,39,133
Y/E 31 Mar (Rs mn)  Equity capital  Reserves & surplus  Net worth  Deposits	14,933 8,20,270 8,35,202 36,30,961	9,940 9,57,248 9,67,188 44,89,537	9,941 11,75,476 11,85,417 52,07,864	9,940 13,42,652 13,52,591 60,67,161	9,940 15,29,193 15,39,133 70,98,578
Y/E 31 Mar (Rs mn)  Equity capital Reserves & surplus Net worth Deposits Borrowings	14,933 8,20,270 8,35,202 36,30,961 2,34,163	9,940 9,57,248 9,67,188 44,89,537 2,83,681	9,941 11,75,476 11,85,417 52,07,864 3,17,723	9,940 13,42,652 13,52,591 60,67,161 3,55,849	9,940 15,29,193 15,39,133 70,98,578 4,02,110
Y/E 31 Mar (Rs mn)  Equity capital Reserves & surplus Net worth Deposits Borrowings Other liab. & provisions	14,933 8,20,270 8,35,202 36,30,961 2,34,163 1,98,299	9,940 9,57,248 9,67,188 44,89,537 2,83,681 2,63,164	9,941 11,75,476 11,85,417 52,07,864 3,17,723 1,08,128	9,940 13,42,652 13,52,591 60,67,161 3,55,849 2,25,507	9,940 15,29,193 15,39,133 70,98,578 4,02,110 2,34,789
Y/E 31 Mar (Rs mn)  Equity capital Reserves & surplus Net worth Deposits Borrowings Other liab. & provisions Total liab. & equities	14,933 8,20,270 8,35,202 36,30,961 2,34,163 1,98,299 48,98,625	9,940 9,57,248 9,67,188 44,89,537 2,83,681 2,63,164 <b>60,03,570</b>	9,941 11,75,476 11,85,417 52,07,864 3,17,723 1,08,128 <b>68,19,131</b>	9,940 13,42,652 13,52,591 60,67,161 3,55,849 2,25,507 <b>80,01,109</b>	9,940 15,29,193 15,39,133 70,98,578 4,02,110 2,34,789 <b>92,74,609</b>
Y/E 31 Mar (Rs mn)  Equity capital Reserves & surplus Net worth Deposits Borrowings Other liab. & provisions Total liab. & equities Cash & bank balance	14,933 8,20,270 8,35,202 36,30,961 2,34,163 1,98,299 48,98,625 3,25,423	9,940 9,57,248 9,67,188 44,89,537 2,83,681 2,63,164 <b>60,03,570</b> 5,27,884	9,941 11,75,476 11,85,417 52,07,864 3,17,723 1,08,128 <b>68,19,131</b> 4,83,222	9,940 13,42,652 13,52,591 60,67,161 3,55,849 2,25,507 <b>80,01,109</b> 5,58,114	9,940 15,29,193 15,39,133 70,98,578 4,02,110 2,34,789 <b>92,74,609</b> 6,51,704
Y/E 31 Mar (Rs mn)  Equity capital Reserves & surplus Net worth Deposits Borrowings Other liab. & provisions Total liab. & equities Cash & bank balance	14,933 8,20,270 8,35,202 36,30,961 2,34,163 1,98,299 48,98,625 3,25,423 12,14,037	9,940 9,57,248 9,67,188 44,89,537 2,83,681 2,63,164 <b>60,03,570</b> 5,27,884 15,54,038	9,941 11,75,476 11,85,417 52,07,864 3,17,723 1,08,128 <b>68,19,131</b> 4,83,222 17,94,598	9,940 13,42,652 13,52,591 60,67,161 3,55,849 2,25,507 <b>80,01,109</b> 5,58,114 21,50,747	9,940 15,29,193 15,39,133 70,98,578 4,02,110 2,34,789 <b>92,74,609</b> 6,51,704 24,36,647
Y/E 31 Mar (Rs mn)  Equity capital Reserves & surplus Net worth Deposits Borrowings Other liab. & provisions Total liab. & equities Cash & bank balance Investments	14,933 8,20,270 8,35,202 36,30,961 2,34,163 1,98,299 48,98,625 3,25,423	9,940 9,57,248 9,67,188 44,89,537 2,83,681 2,63,164 <b>60,03,570</b> 5,27,884	9,941 11,75,476 11,85,417 52,07,864 3,17,723 1,08,128 <b>68,19,131</b> 4,83,222	9,940 13,42,652 13,52,591 60,67,161 3,55,849 2,25,507 <b>80,01,109</b> 5,58,114	9,940 15,29,193 15,39,133 70,98,578 4,02,110 2,34,789 <b>92,74,609</b>
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	14,933 8,20,270 8,35,202 36,30,961 2,34,163 1,98,299 48,98,625 3,25,423 12,14,037	9,940 9,57,248 9,67,188 44,89,537 2,83,681 2,63,164 <b>60,03,570</b> 5,27,884 15,54,038	9,941 11,75,476 11,85,417 52,07,864 3,17,723 1,08,128 <b>68,19,131</b> 4,83,222 17,94,598	9,940 13,42,652 13,52,591 60,67,161 3,55,849 2,25,507 <b>80,01,109</b> 5,58,114 21,50,747	9,940 15,29,193 15,39,133 70,98,578 4,02,110 2,34,789 <b>92,74,609</b> 6,51,704 24,36,647
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	14,933 8,20,270 8,35,202 36,30,961 2,34,163 1,98,299 48,98,625 3,25,423 12,14,037 31,98,612 1,60,552 48,98,625	9,940 9,57,248 9,67,188 44,89,537 2,83,681 2,63,164 <b>60,03,570</b> 5,27,884 15,54,038 37,60,753 1,60,896 <b>60,03,570</b>	9,941 11,75,476 11,85,417 52,07,864 3,17,723 1,08,128 <b>68,19,131</b> 4,83,222 17,94,598 43,62,473 1,78,837 <b>68,19,130</b>	9,940 13,42,652 13,52,591 60,67,161 3,55,849 2,25,507 80,01,109 5,58,114 21,50,747 50,82,281 2,09,966 80,01,109	9,940 15,29,193 15,39,133 70,98,578 4,02,110 2,34,789 <b>92,74,609</b> 6,51,704 24,36,647 59,41,187
Y/E 31 Mar (Rs mn)  Equity capital Reserves & surplus Net worth Deposits Borrowings Other liab. & provisions	14,933 8,20,270 8,35,202 36,30,961 2,34,163 1,98,299 48,98,625 3,25,423 12,14,037 31,98,612 1,60,552	9,940 9,57,248 9,67,188 44,89,537 2,83,681 2,63,164 <b>60,03,570</b> 5,27,884 15,54,038 37,60,753 1,60,896	9,941 11,75,476 11,85,417 52,07,864 3,17,723 1,08,128 <b>68,19,131</b> 4,83,222 17,94,598 43,62,473 1,78,837	9,940 13,42,652 13,52,591 60,67,161 3,55,849 2,25,507 <b>80,01,109</b> 5,58,114 21,50,747 50,82,281 2,09,966	9,940 15,29,193 15,39,133 70,98,578 4,02,110 2,34,789 <b>92,74,609</b> 6,51,704 24,36,647 59,41,187 2,45,071

FY24A

69.4

2.0

486.5

FY23A

55.1

1.5

417.9

FY25E

76.7

2.3

596.3

FY26E

84.1

2.5

680.4

FY27E

93.8

2.8

774.2

Valuations Ratios					
Y/E 31 Mar (x)	FY23A	FY24A	FY25E	FY26E	FY27E
P/E	31.9	25.4	22.9	20.9	18.7
P/BV	4.2	3.6	2.9	2.6	2.3
Dividend yield (%)	0.1	0.1	0.1	0.1	0.2
DuPont Analysis					
Y/E 31 Mar (%)	FY23A	FY24A	FY25E	FY26E	FY27E
Net interest income	5.2	4.8	4.6	4.6	4.6
Non-interest income	1.7	1.9	1.9	1.9	1.9
Operating expenses	3.1	3.1	2.9	3.0	3.1
Pre-provisioning profit	3.8	3.6	3.5	3.4	3.3
Provisions	0.1	0.3	0.4	0.4	0.4
PBT	3.7	3.3	3.1	3.0	2.9
Tax	0.8	0.8	0.7	0.7	0.7
ROA	2.8	2.5	2.4	2.3	2.2
Leverage (x)	0.1	0.1	0.1	0.1	0.1
ROE	17.8	15.3	14.2	13.2	12.9
Ratio Analysis					
Y/E 31 Mar	FY23A	FY24A	FY25E	FY26E	FY27E
YoY growth (%)					
Net interest income	28.1	20.6	13.4	14.8	16.2
Pre-provisioning profit	23.2	31.9	15.4	12.5	12.2
EPS	50.5	26.0	10.6	9.6	11.6
Profitability & Return ra	tios (%)				
Net interest margin	4.3	4.9	4.9	4.7	4.7
Fees / Avg. assets	0.4	0.5	0.5	0.5	0.5
Cost-Income	48.1	46.0	45.3	46.7	48.5
ROE	17.8	15.3	14.2	13.2	12.9
ROA	2.8	2.5	2.4	2.3	2.2
Asset quality (%)					
GNPA	1.8	1.4	1.5	1.4	1.4
NNPA					
	0.4	0.3	0.4	0.4	0.3
Slippage ratio	0.4 1.5	0.3 1.6	0.4 1.8	0.4 1.5	0.3
Slippage ratio Credit cost					
	1.5	1.6	1.8	1.5	1.5
Credit cost	1.5 0.2	1.6 0.5	1.8 0.7	1.5 0.7	1.5 0.7
Credit cost Provision coverage	1.5 0.2	1.6 0.5	1.8 0.7	1.5 0.7	1.5 0.7

Source: Company, BOBCAPS Research

33.4

21.8

20.8

34.6

20.6

19.3

34.5

21.7

20.6

35.4

21.1

20.1

34.3

20.7

19.7

Investment-Deposit

CAR

Tier-1



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





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%

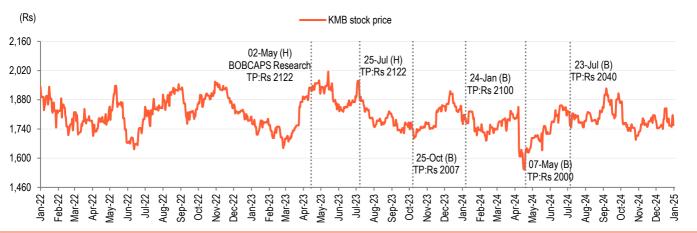
HOLD - Expected return from -6% to +15%

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.

## Ratings and Target Price (3-year history): KOTAK MAHINDRA BANK (KMB 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 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 conflictions 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.

### **KOTAK MAHINDRA BANK**



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.

#### 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 construct this report as investment advice. All opinions and estimates contained in this report constitute BOBCAPS's judgment as free 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.