Motilal Oswal

ICICI Bank

(RS MILLION)

STOCK INFO. BSE Sensex: 8,510	BLOOMBERG ICICIBC IN	27 Oc	tober 200)8									Buy
S&P CNX: 2,524	REUTERS CODE ICBK.BO	Previo	ous Recom	mendat	ion: B	uy							<u>Rs316</u>
Equity Shares (m)	1,112.7	YEAR N		РАТ	EPS	EPS	P/E	AP/E*	P/BV	AP/ABV*	CAR	ROE	ROA
52-Week Range	1,465/305	END	(RSM)	(RSM)	(RS)	GROWTH (%)	(X)	(X)	(X)	(X)	(%)	(%)	(%)
1 6 12 Pol Port (%) -9/-15/-18	3/07A	125,650	31,102	34.6	21.2	9.1	4.5	1.2	0.6	13.1	13.4	1.0
1,6,12 Rel.Perf.(%) -9/-15/-16	3/08A	161,149	41,577	37.4	8.0	8.5	4.1	0.8	0.4	14.0	11.7	1.1
M.Cap. (Rs b)	351.6	3/09E	170,633	38,836	34.9	-6.6	9.1	4.4	0.7	0.4	11.8	8.2	0.9
M.Cap. (US\$ b)	7.0	3/10E	200,943	46,578	41.9	19.9	7.5	3.4	0.7	0.3	10.4	9.3	1.0

* Price adjusted for value of key ventures and BV adjusted for investments in those key ventures

ICICI Bank's NII grew 20% YoY in 2QFY09 (in line with exp) driven by stable margins on the back of slower loan growth (7%), lower term deposits (8% decline), and higher CASA growth at 16%. CASA ratio improved to 30%. PAT was flat in 2QFY09 to Rs10.1b.

- Loan growth has been slowing down grew 7% YoY (parent book). However, consolidated loans grew 16%. Retail loan book has declined 6% YoY in 2QFY09, while retail disbursements declined 29% YoY (incl. ICICI home finance).
- Fee growth at 26% YoY is impressive. Opex is down 12% YoY and 9% QoQ. Management attributes this to a) lower sourcing costs and b) cost rationalization measures including lower staff increments in FY09. Employee expenses have declined 6% YoY.
- ✓ Net NPA ratio increased to 1.83% from 1.74% a quarter ago. While NPAs continue to increase, incremental NPA addition is stabilizing. Gross NPAs have increased by ~Rs12b and net NPAs by ~Rs2b.
- ✓ UK subsidiary has taken a hit of ~US\$90m through the P&L and ~US\$40m through the reserves in 1HFY09. It has reported a loss of US\$35.5m in 1HFY09 on a asset book of US\$8.7b

Reducing target price; maintain Buy: We are reducing our target multiple of ICICI Bank to 1x FY10E ABV given its subdued core RoE (<12%) for the next couple of years. We are reducing our target valuations for all its subsidiaries due to lower expected growth. Adjusted for value of subs at Rs175/share, the stock trades at 0.4x FY09E BV. Maintain **Buy** with a revised target price of Rs581, an 84% upside.

QUARTERLY PERFORMANCE

QUARTERLY PERFORMANCE									(R	S MILLION)
Y/E MARCH		FY0	8			FYO)9		FY08	FY09E
	1Q	2 Q	3 Q	4 Q	1QA	2 Q	3 Q E	4QE		
Interest Income	73,308	75,165	79,118	80,293	78,918	78,350	83,834	104,682	307,883	345,784
Interest Expense	58,519	57,305	59,521	59,498	58,021	56,874	61,139	81,269	234,842	257,302
Net Interest Income	14,790	17,860	19,597	20,795	20,898	21,476	22,695	23,413	73,041	88,481
Y-o-Y Growth (%)	22.4	33.9	32.0	29.3	41.3	20.2	15.8	12.6	29.6	21.1
Other Income	19,506	20,719	24,266	23,617	15,382	18,773	23,053	24,944	88,108	82,152
Net Income	34,295	38,579	43,863	44,411	36,279	40,250	45,748	48,356	161,149	170,633
Operating Expenses	19,053	19,708	21,276	21,505	19,136	17,400	20,010	22,418	81,542	78,965
Operating Profit	15,242	18,871	22,587	22,907	17,144	22,849	25,737	25,938	79,607	91,668
Y-o-Y Growth (%)	58.0	37.8	28.9	28.1	12.5	21.1	13.9	13.2	35.5	15.2
Provisions and Contingencies	5,523	6,445	7,603	9,475	7,925	9,235	10,644	13,427	29,046	41,232
Profit before Tax	9,720	12,427	14,984	13,432	9,219	13,614	15,093	12,511	50,561	50,436
Provision for Taxes	1,969	2,401	2,681	1,933	1,935	3,472	3,773	2,420	8,984	11,600
Net Profit	7,751	10,026	12,303	11,498	7,283	10,142	11,320	10,091	41,577	38,836
Y-o-Y Growth (%)	25.1	32.7	35.2	39.4	-6.0	1.2	-8.0	-12.2	33.7	-6.6
Int Exp/ Int Earned (%)	79.8	76.2	75.2	74.1	73.5	72.6	72.9	77.6	76.3	74.4
Other Income / Net Income (%)	56.9	53.7	55.3	53.2	42.4	46.6	50.4	51.6	54.7	48.1
Cost to Income Ratio (%)	55.6	51.1	48.5	48.4	52.7	43.2	43.7	46.4	50.6	46.3
Provisions/Operating Profit (%)	36.2	34.2	33.7	41.4	46.2	40.4	41.4	51.8	36.5	45.0
Tax Rate (%)	20.3	19.3	17.9	14.4	21.0	25.5	25.0	19.3	17.8	23.0
E: MOSt Estimates										

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RESULTS ANALYSIS (RS M)

	2QFY09	2QFY08	YOY GR. %	1QFY09	QOQ GR. %	FY07	FY08	FY09E
Interest Income	78,350	75,165	4	78,918	(1)	219,956	307,883	345,784
Interest Expense	56,874	57,305	(1)	58,021	(2)	163,585	234,842	257,302
Net Interest Income (NII)	21,476	17,860	20	20,898	3	56,371	73,041	88,481
Other Income	18,773	20,719	(9)	15,382	22	69,279	88,108	82,152
- Fees	18,760	14,860	26	19,580	(4)	49,748	57,155	76,126
- Treasury Income (including MTM)	(1,530)	1,750	(187)	(5,940)	(74)	10,802	18,121	4,000
- Others	1,543	4,109	(62)	1,742	(11)	8,729	12,831	2,026
Net Income	40,250	38,579	4	36,279	11	125,650	161,149	170,633
Total Operating Costs	17,400	19,708	(12)	19,136	(9)	66,906	81,542	78,965
- Staff Costs	4,881	5,199	(6)	5,232	(7)	16,167	20,789	21,796
- Other Opex	12,520	14,509	(14)	13,904	(10)	50,738	60,753	57,169
Operating Profit	22,849	18,871	21	17,144	33	58,744	79,607	91,668
Provisions	9,235	6,445	43	7,925	17	22,294	29,046	41,232
- NPAs (includes contingencies)	8,680	5,660	53	8,225	6	14,564	26,833	39,483
- Others	555	785	(29)	(300)	(285)	7,729	2,213	1,749
РВТ	13,614	12,427	10	9,219	48	36,450	50,561	50,436
Тах	3,472	2,400	45	1,935	79	5,348	8,984	11,600
Tax payout %	26	19		21		15	18	23
PAT	10,142	10,027	1	7,283	39	31,102	41,577	38,836
EPS	6.5	8.6	(24)	10.3	(37)	35	37	35
Deposits	2,234,020	2,283,066	(2)	2,344,608	(5)	2,305,100	2,444,311	2,688,742
CASA Ratio %	30	25		28		22	26	29
Advances	2,219,850	2,071,211	7	2,241,459	(1)	1,958,656	2,256,161	2,488,167
- Retail Advances	1,225,000	1,310,140	(6)	1,277,632	(4)	1,276,890	1,316,630	1,382,462
- International Advances	577,161	369,940	56	537,950	7	244,100	477,460	596,825
Net NPA %	1.8	1.4		1.7		1.0	1.5	1.9
Yields on Advances %*	10.2	11.0		10.2		9.4	10.7	10.7
Cost of Funds %*	7.0	7.6		7.0		6.35	7.43	7.37
NIM %**	2.4	2.2		2.4		2.19	2.22	2.35
Tier I CAR %	11.0	13.0		11.4		8.3	11.8	10.8
Tier II CAR %	3.0	3.8		2.1		4.8	2.2	1.0
Branches#	1,400.0	950.0		1,388.0		755.0	1,262.0	1,425.0
ATMs	4,530	3,600		4,233		3,271	3,950	

* Calculated, ** Reported , Gross and Net NPA for quarterly numbers are % of customer assets while for annual number are as % of loans

Highlights

Balance sheet growth: Significant slow down: Loan growth has been slowing down every quarter for ICICI Bank - grew by 7% YoY (parent book). However, consolidated loans grew 16%. Growth has been higher in ICICI Bank Canada and ICICI Home Finance. Retail loan book has declined 6% YoY in 2QFY09, while retail disbursements declined 29% YoY (including housing finance subsidiary). Slowdown in retail has been offset by strong growth of 55% YoY in international loan book and this book now accounts for 26% of loans v/s 18% a year ago.

Deposits declined 2% YoY as the bank has been moderating its overall growth. International and housing finance subs growth has been met by borrowings. CASA deposits grew by 16% YoY driven by 23% growth in savings deposits. However, current accounts have been flat YoY. CASA % has increased to 30%. Term deposits declined 8% YoY and 7% QoQ. The management has a target for CASA to increase to 33-35% by FY10 and reducing the reliance on high cost bulk deposits. However, this is a long drawn process and intermittent pressure on profits is inevitable, in our view.

Fee income growth strong at 26%; treasury losses at Rs1.5b: Other income declined 9% YoY in 2QFY09. Fee income growth is strong at 27% YoY, aided by corporate and international fees. During 2QFY09, ICICI Bank took a MTM hit of Rs1.5b on its investment book.

Asset quality worsening: Gross NPAs increased by 11% QoQ. However, reported net NPAs increased by 5% QoQ. Incremental addition to gross NPAs is at Rs12b. ICICI Bank has made Rs8.7b of provisions towards NPAs during the quarter. NPA addition seems to be stabilizing and is expected to moderate going forward. While provisioning levels are expected to remain high, we do not expect any large increases in NPL provisioning in future quarters. We believe that ICICI Bank has been ahead of the curve and has a relatively better seasoned portfolio compared to its peers. We do not expect NPAs to worsen substantially from current levels.

Opex declines despite fast distribution expansion: Opex declined 12% YoY and 9% QoQ despite addition of 450 branches and 930 ATMs during the last 12 months. Staff costs declined by 6% YoY and 7% QoQ in 2QFY09. Direct marketing expenses declined sharply by 62% YoY and 36% QoQ as retail business slowed down significantly. Excluding DMA expenses, overheads grew by mere 4%. Management attributes this to a) lower sourcing costs and b) its costs rationalization measures including lower staff increments in FY09.

Key concerns - international book and deposit mix: The concerns on the international book continue for ICICI Bank, as the spreads have widened significantly in October and ICICI Bank might have to resort to further MTMs in 3QFY09 if the current trend prevails. With wholesale deposits at ~50% of total deposits, we believe that repricing of these would work against ICICI Bank. Thus, while we expect margins to improve for the banking sector (due to CRR relief and better pricing power), we expect margins for ICICI Bank to remain flat. Also, given the current news flows emanating for the bank, it would be challenging for ICICI Bank to grow its retail deposits aggressively.

ICICI Pru Life growth slows down significantly: ICICI Prudential Life retail new WRP (Weighted received premium) grew by mere 8% to Rs14.7b in 2QFY09. In 1HFY09, retail WNRP growth is 22%. NBAP increased by 20% YoY to Rs5.22b with a NBAP margin of 18.9% in 1HFY09. Considering the state of capital markets, we expect insurance

growth to significantly slow down in coming months. We have reduced our new sales growth expectations for ICICI Pru Life from ~35% earlier to 15% in FY09.

Reducing target price; maintain Buy: In light of the current environment, we have reduced our estimates for ICICI Bank's subsidiaries significantly. We are now expecting the life insurance venture to grow by 15% in FY09 and remain flat in FY10 in terms of new sales. We are also reducing our P/NBAP multiple to 12x from 15x earlier. Overall, for the subs, we now assign a value of Rs175 per share (post 20% holding company discount). We are also reducing the P/B multiple for ICICI to 1x (from 1.5x earlier), given the lower RoE it would be generating over the next couple of fiscals.

Adjusted for the value of subsidiaries, ICICI trades at 0.4x FY09E Adjusted BV and 0.3x FY10E Adjusted BV (BV adjusted for investments in key ventures) – 4.4x FY09E EPS and 3.4xE FY10 EPS. We cut our target price to Rs581 based on 1.0x FY10E ABV adjusted for investments in key subsidiaries (cutting valuation multiple for core lending business). Maintain **Buy** with a revised price target of Rs581.

	Total Value	Total Value	Value Per	% of Total	
	Rsb	USDb	Share Rs	Value	Rationale
					1x FY10E BV ex Investment in key
ICICI Bank	452.1	9.0	406	69.9	ventures
Key Ventures					
					12x FY10E NBAP; 8% CAGR in APE in
ICICI Pru Life Insurance (74% stake)	128.7	2.6	116	19.9	FY08-10E; NBAP Margin of 18%
ICICI Bank UK (100% Subsidiary)	27.0	0.5	24	4.2	1x FY10E BV
ICICI Bank Canada (100% Subsidiary)	17.0	0.3	15	2.6	1x FY10E BV
ICICI Home Finance (100% Subsidiary)	14.8	0.3	13	2.3	1.5x FY10E BV
ICICI Securities	10.8	0.2	10	1.7	10x FY10E PAT
ICICI Ventures	16.3	0.3	15	2.5	15x FY10E PAT/10% FY10E AUMs
ICICI Lombard General Insurance (74% stake)	10.7	0.2	10	1.7	12x FY10E PAT
ICICI Pru Asset Management (51% stake)	17.5	0.3	16	2.7	Valued at 5% of Total AUM exp in FY10
Total Value of Ventures	242.8	4.8	218.2	37.6	
Less: 20% holidng Discount	48.6	1.0	44		
Value of Key Ventures	194.2	3.9	174.6	30.1	
Target Price Post 20% Holding Co. Disc.	646.4	12.9	581	100	
Current Value	351.6	7.0	316		
Upside - %	83.8	83.8	83.8		

SOTP FY10E Based

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Source: Company/Motilal Oswal Securities

80

60

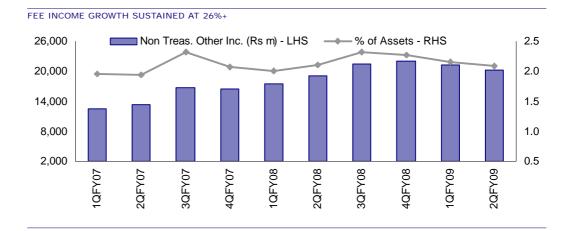
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20

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1QFY09

2QFY09

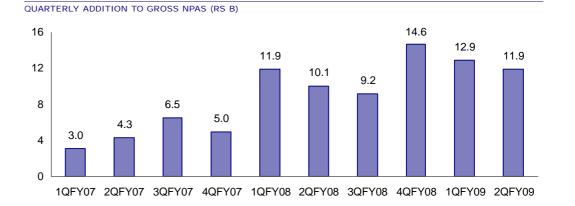


NII Treasury Fees and others — Cost to Income % (ex treasury)



ng to ncies 50% 25% 0% -25% LOALBC LOALBC 80ALBC 80

Strict cost control leading to improvement in efficiencies







ICICI Bank: an investment profile

Company background

ICICI Bank was incorporated in 1994 under the leadership of the erstwhile ICICI Ltd. Bank of Madura was merged with it during 2001. In 2002, the entity underwent a reverse merger with its promoter ICICI Ltd. and emerged as the largest private sector bank in India. This was followed by a fundamental shift in the business profile from project and corporate businesses to retail loans. The bank has a balance sheet size of Rs4t and a wide geographical reach with 1,388 branches and about 4,233 ATMs across the country.

Key investment arguments

- Modest loan growth with improving margin would result in significant net interest income growth; fee income is expected to remain buoyant
- Subsidiaries hold significant values

Key investment risks

- NPAs have been increasing over the last few quarters and have reached 1.7% (net) as on June 2008
- NIM and CASA ratio continue to be one of the lowest in the industry

COMPARATIVE VALUATIONS

		ICICI BANK*	HDFC BANK	AXIS BANK
P/E (x)	FY09E	4.4	18.5	15.4
	FY10E	3.4	14.8	11.7
P/BV (x)	FY09E	0.4	2.8	2.2
	FY10E	0.3	2.1	1.9
RoE (%)	FY09E	9.1	15.6	15.1
	FY10E	10.6	16.6	17.5
RoA (%)	FY09E	0.9	1.3	1.1
	FY10F	1.0	14	1 1

* Valuations adjusted for Rs175 per share of subs

SHAREHOLDING PATTERN (%)

	SEP-08	JUN-08	SEP-07
Promoter	0.0	0.0	0.0
Domestic Inst	19.5	17.5	16.0
Foreign	65.6	68.3	70.3
Others	14.8	14.2	13.7

Recent developments

- Completed Rs200b follow on offering
- « Amalgamated Sangli Bank with itself

Valuation and view

- Improvement in CASA and margins, high fee income and reduction in net NPAs will be the key triggers to watch out for.
- We value subsidiaries at Rs175 (FY10 basis). Adjusted for this value, the stock trades at 0.9x FY10E BV (adjusted for investments in key ventures) and 7.5x FY10E EPS.
- We maintain **Buy** with a target price of Rs581, an upside of 84%.

Sector view

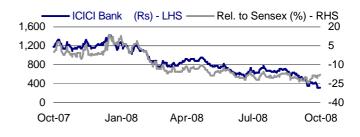
- ✓ YTD loan growth of 29% and deposit growth of 24%
- Concerns on macro economic factors like rising inflation, higher interest rates, slowing economic growth remain concerns in mid term
- Selective buying with favor for banks with higher earnings visibility from core operations.

EPS: MOST FORECAST VS CONSENSUS (RS)

	MOST	CONSENSUS	VARIATION
	FORECAST	FORECAST	(%)
FY09	34.9	38.5	-9.4
FY10	41.9	46.5	-9.8

TARGET PRICE A	ND RECOMMENDATION		
CURRENT	TARGET	UPSIDE	RECO.
PRICE (RS)	PRICE (RS)	(%)	
316	581	83.8	Buy

STOCK PERFORMANCE (1 YEAR)

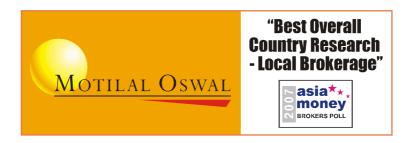


			(Rs Million)
2007	2008	2009E	2 0 10 E
219,956	307,883	345,784	395,746
163,585	234,842	257,302	295,630
56,371	73,041	88,481	100,116
44.3	29.6	21.1	13.1
69,279	88,108	82,152	100,827
125,650	16 1,149	170,633	200,943
413	28.3	5.9	17.8
66,906	81,542	78,965	86,977
58,744	79,607	91,668	113,966
51.1	35.5	15.2	24.3
22,294	29,046	41,232	51,862
36,450	50,561	50,436	62,104
5,348	8,984	11,600	15,526
14.7	17.8	23.0	25.0
3 1, 10 2	41,577	38,836	46,578
22.4	33.7	-6.6	19.9
8,993	12,239	13,352	15,578
			(Rs Million)
2007	2008	2009E	2 0 10 E
8,993	11,127	11,127	11,127
3,500	3,500	3,500	3,500
234,139	453,575	476,789	505,141
246,633	468,202	491,416	519,768
2,305,100	2,444,311	2,688,742	3,011,391
39.6	6.0	10.0	12.0
706,613	863,986	986,628	1,126,169
188,235	221,452	281,244	357,180
3,446,581	3,997,951	4,448,030	5,014,508
371,213	380,411	386,853	460,957
912,578	1,114,543	1,281,725	1,473,984
27.5	22.1	15.0	15.0
1,958,656	2,256,161	2,488,167	2,736,104
34.0	15.2	10.3	10.0
39,234	41,089	44,389	47,189
164,899	205,746	246,896	296,275
3,446,581	3,997,951	4,448,030	5,014,508
			(%)
39.6	6.0	10.0	12.0
34.0	15.2	10.3	10.0
27.5	22.1	15.0	15.0
51.7	53.9	59.3	68.8
	219,956 163,585 56,371 44.3 69,279 125,650 413 66,906 58,744 511 22,294 36,450 5,348 14.7 31,102 22.4 8,993 3,500 234,139 246,633 2,305,100 39.6 706,613 188,235 3,446,581 371213 912,578 27.5 1,958,656 34.0 39.6 34.0 39.6 39.6 34.0 27.5	219,956 307,883 163,585 234,842 56,371 73,041 44.3 29.6 69,279 88,108 125,650 161,149 41.3 28.3 66,906 81,542 58,744 79,607 511 35.5 22,294 29,046 36,450 50,561 5,348 8,984 14.7 17.8 31,102 41,577 22.4 33.7 8,993 12,239 2007 2008 8,993 11,127 3,500 3,500 234,139 453,575 246,633 468,202 2,305,100 2,444,311 39.6 6.0 706,613 863,986 188,235 221,452 3,446,581 3,997,951 371213 380,411 912,578 1,14,543 27.5 22.1 39,234 <td< td=""><td>219,956 307,883 345,784 163,585 234,842 257,302 56,371 73,041 88,481 44.3 29.6 211 69,279 88,108 82,152 125,650 161,149 170,633 413 28.3 5.9 66,906 81542 78,965 58,744 79,607 91,668 5111 35.5 5.2 22,294 29,046 41232 36,450 50,561 50,436 5,348 8,984 11,600 44.7 7.8 23.0 31,102 41,577 38,836 22.4 33.7 -6.6 8,993 12,239 13,352 2007 2008 2009E 8,993 11,127 11,127 3,500 3,500 3,500 234,139 453,575 476,789 246,633 468,202 491,416 2,305,100 2,444,311 2</td></td<>	219,956 307,883 345,784 163,585 234,842 257,302 56,371 73,041 88,481 44.3 29.6 211 69,279 88,108 82,152 125,650 161,149 170,633 413 28.3 5.9 66,906 81542 78,965 58,744 79,607 91,668 5111 35.5 5.2 22,294 29,046 41232 36,450 50,561 50,436 5,348 8,984 11,600 44.7 7.8 23.0 31,102 41,577 38,836 22.4 33.7 -6.6 8,993 12,239 13,352 2007 2008 2009E 8,993 11,127 11,127 3,500 3,500 3,500 234,139 453,575 476,789 246,633 468,202 491,416 2,305,100 2,444,311 2

E: MOSt Estimates

RATIOS				
Y/E MARCH	2007	2008	2009E	2 0 10 E
Spreads Analysis (%)				
Avg. Yield - Earning Assets	7.9	8.9	8.8	9.0
Avg. Cost-Int. Bear. Liab.	6.4	7.4	7.4	7.6
Interest Spread	1.6	1.4	1.4	1.5
Net Interest Margin	2.0	2.1	2.3	2.3
Profitability Ratios (%)				
RoE	13.4	11.7	8.2	9.3
Adjusted RoE	15.3	12.9	9.1	10.6
RoA	1.0	1.1	0.9	1.0
Int. Expended/Int.Earned	74.4	76.3	74.4	74.7
Other Inc./Net Income	55.1	54.7	48.1	50.2
Efficiency Ratios (%)	48.1	49.9	42.7	39.7
Op. Exps./Net Income* Empl. Cost/Op. Exps.	24.2		42.7	
	110.7	25.5 110.7	27.6 120.5	27.: 121.
Busi. per Empl. (Rs m) NP per Empl. (Rs lac)				
	9.3	10.3	9.5	10.4
* ex treasury				
Asset-Liability Profile (%)				
Adv./Deposit Ratio	85.0	92.3	92.5	90.9
CASA Ratio %	21.8	26.1	29.0	30.5
Invest./Deposit Ratio	39.6	45.6	47.7	48.9
G-Sec/Invest. Ratio	73.8	67.6	62.9	61.
Gross NPAs to Adv.	2.1	3.3	4.5	5.4
Net NPAs to Adv.	1.0	1.5	1.9	1.8
CAR	13.1	14.0	11.8	10.4
Tier 1	8.3	11.8	10.8	9.4
VALUATION				
Book Value (Rs)	270	418	439	464
Price-BV (x)	1.2	0.8	0.7	0.1
Adjusted BV (Rs)	256	397	411	43
Price-ABV (x)	1.2	0.8	0.8	0.
BV Ex Invsts in key ventues(Rs)	248	379	387	40
Adjusted Price-ABV (x)	0.6	0.4	0.4	0.3
EPS (Rs)	34.6	37.4	34.9	41.
EPS Growth (%)	21.2	8.0	-6.6	19.
Price-Earnings (x)	9.1	8.5	9.1	7.
Adj. Price-Earnings (x)	4.5	4.1	4.4	3.4

E: MOSt Estimates



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1.	Analyst ownership of the stock	No
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