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| Price / Book |       |       |
|--------------|-------|-------|
| (x)          | FY13E | FY14E |
| Axis         | 1.88  | 1.64  |
| HDFCB        | 4.30  | 3.65  |
| ICICI        | 1.99  | 1.78  |
| HDFC         | 4.08  | 3.52  |
| IDFC         | 1.84  | 1.64  |
| Kotak        | 3.02  | 2.66  |
| IndusInd     | 3.18  | 2.68  |
| Yes          | 2.57  | 2.11  |
| PNB          | 0.96  | 0.82  |
| BOI          | 0.82  | 0.72  |
| BOB          | 1.03  | 0.90  |
| SBI          | 1.23  | 1.07  |
| LIC housing  | 2.00  | 1.71  |
| Shriram      | 1.99  | 1.69  |
| MMFS         | 2.50  | 2.09  |
| Federal      | 1.28  | 1.14  |
| ING          | 1.58  | 1.39  |
| J&K          | 1.21  | 1.03  |
| SIB          | 1.08  | 0.94  |

## **Financial Services**

## Still remains a story of contrasting halves; Like Yes/MMFS

Q2FY13 performance continued to remain a story of contrasting halves with private banks/NBFCs surprising and PSUs disappointing, especially on asset quality. Despite undemanding valuations and easing rate cycle, we prefer ICICI/Axis as beta plays as PSU bank managements continue to sound cautious on asset quality. Yes Bank and MMFS are our top picks among mid-caps and we also like old generation private banks despite the run-up (J&K/ING/Federal).

- All well for private banks, YES- Top pick: Private banks reported beat on 2Q13 PAT driven by robust margins and better-than-expected asset quality, especially corporate banks. NIMs have held up or improved for most banks with ICICI, Yes, ING surprising on margins. Corporate asset quality has also held up well despite banks deciding to recognise Deccan and provides comfort on corporate underwriting. Core fee income performance was mixed with Axis/Yes/IIB surprising and ICICI/ING/Federal disappointing. Old generation private banks reported strong overall performance excl. fees and we continue to like J&K/Federal/ING and maintain cautious view on SIB.
  - **PSU banks Q2 performance does not inspire confidence; prefer Axis/ICICI still:** PSUs largely disappointed on asset quality (excl. Union) and that impacted operating metrics as well. NIM performance was impacted by interest reversals and core fee income was also muted. We had upgraded some PSUs from 'Sell' to 'Accumulate' rating in Q1FY13 but muted asset quality outlook from PSU management and large restructuring pipeline restricts from taking a more favorable view despite undemanding valuations and prefer ICICI/Axis still as beta plays though risk-reward is less attractive now.
- NBFCs well placed but valuation challenges in a few; MMFS top pick: NBFCs reported inline Q2 with stable asset quality and with easing rate cycle, we believe, margins will likely improve. NBFCs have got re-rated over the last 4-5 months and with valuations having inched up, we have downgraded IDFC/ HDFC to 'Accumulate' (in Q2FY13), but we still like MMFS as we see further upsides to profitability due to improving margins and stable asset quality. Shriram's valuations are reasonable but we remain marginally cautious on the CV cycle.
- Yes Bank Delivering on re-rating catalysts: (1) Operating performance is improving as fee income remains steady and margins have started to inch up as wholesale rates ease and Yes remains one of the best plays on easing rates (2) Low credit costs despite provision on Deccan provides significant comfort on their corporate underwriting (3) Valuations are still reasonable at 2.1x FY14 book (w/o dilution) - Even with a dilution, ROEs will remain +19% and would make valuations more attractive - 1.85x FY14 book (details on page 2).
- MMFS Momentum sustaining; valuations reasonable: (1) MMFS continues to deliver on growth and CY13 being a pre-election year, Congress will not let the rural-impetus to slow (2) With a large fixed rate book, NIMs will improve over the next 2-3 qtrs (3) Management commentary remains sanguine on asset quality and even feedback from CRISIL on Mahindra's tractor pools suggest robust credit outcomes (4) ROEs despite the dilution will remain +20% and post-dilution vals at 1.9x FY14 book is very reasonable (details on page 3).

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## Yes Bank – Delivering on re-rating catalysts

- NIM outlook positive: Yes Bank's margins have inched up in Q2FY13 to 2.8% (10bps QoQ) after stagnating at ~2.7% for the last 5-6 quarters. Being largely wholesale funded, Yes Bank has started to gain from easing rates (CD rates down 70-80bps and AAA yields down 50bps in last 3mnts) and we believe margins to continue to gain over the next 2-3 quarters. Loan book will reprice early as ~90% of Yes Bank's book is either floating in nature or with maturity of <12 months. However, a large investment book built over last 6-7 months is largely fixed in nature and will prevent asset yields.</p>
- Underlying liability and fee income momentum strong: (1) Yes Bank's momentum on SA accretion has remained the strongest of banks which increased SA rates Higher SA rate offer has led to significant increase in ticket size (2x since SA de-reg). Though interest rate sensitivity will remain high for Yes's SA franchise, the management has guided to keeping SA rates relatively high in the medium term. (2) Fee income momentum also continues to remain strong despite moderating B/S growth and is driven by all round performance rather than deal related corporate fees/treasury.
- Asset quality comfortable despite some exposure to stress accounts: Q2 highlights Yes Bank's superior credit underwriting as this bank was the only bank to recover some loans from Deccan due to superior collateral structures. Credit costs have remained at just ~30bps despite Yes providing Rs0.6bn for their Deccan exposure. Yes has exposure to some stressed accounts like Suzlon (Rs2bn) but we believe higher credit costs assumptions factor these stress.
- Valuations reasonable; ROEs high even on diluted basis: Yes generates ~22-23% ROEs which is among the highest in the industry and valuations on a PE basis is extremely reasonable for a bank with negligible thermal power exposure. An impending dilution will be ~15% book accretive leading to favorable valuations of 1.88 on FY14 book without denting ROEs <18-19%.</p>

#### Exhibit 1: Dilution book accretive by 18% FY13 book, FY13 ROE still at >~20%

|               | Post dilu | tion   | Pre Dilut | ion    | Chang | е     |
|---------------|-----------|--------|-----------|--------|-------|-------|
|               | FY13      | FY14   | FY13      | FY14   | FY13  | FY14  |
| Networth      | 75,691    | 88,976 | 57,460    | 69,998 | 32%   | 27%   |
| PAT           | 12,632    | 15,369 | 12,139    | 14,397 | 4%    | 7%    |
|               |           |        |           |        |       |       |
| BPS           | 191.3     | 224.9  | 162.8     | 198.3  | 18%   | 13%   |
| EPS           | 31.9      | 38.8   | 34.4      | 40.8   | -7%   | -5%   |
| ROA           | 1.69%     | 1.74%  | 1.61%     | 1.61%  | 0.07% | 0.13% |
| ROE           | 20.6%     | 18.7%  | 23.3%     | 22.6%  | -2.7% | -3.9% |
| Current Price | 422       |        |           | -      |       |       |
| P/B           | 2.21      | 1.88   | 2.59      | 2.13   |       |       |
| P/E           | 13.2      | 10.9   | 12.3      | 10.3   |       |       |

## Mahindra Finance - Momentum sustaining; vals reasonable

- Growth going strong; FY14 could be another strong year: MMFS has been reporting better-than-expected growth of ~35% YoY driven by all segments excl. tractors as Mahindra continues to add new OEMs and aid in their rural sales financing. We believe Congress despite tight fiscal situation will continue rural spending next year as it will be the pre-election year and thus, volumes are expected to remain strong in FY14 as well.
- Fixed rate book Margins to inch up: MMFS's margins have been inching down as funding costs increased over last 4-6 quarters as MMFS did not pass on the entire cost hike to consumers. With wholesale rates easing and a completely fixed rate book, we believe margins for MMFS will bounce back over the next 3-4 quarters.
- Operating leverage improving: MMFS's cost-to-assets have come off as opex growth remains lower than B/S growth as against their earlier long-term guidance of 3.5% stable cost/assets, MMFS is currently at ~3.2-3.3% cost/assets and management has now guided for 3.0% stable cost/assets guidance, indicating that operating leverage has aided in lowering opex/assets.
- Asset quality stable; CRISIL feedback suggests limited stress on securitized pools: Credit costs have held up at relatively lower levels and management guidance continues to remain sanguine but there is limited primary data to corroborate management guidance. However, our feedback from CRISIL (securitization team) suggests that asset quality performance of MMFS's tractor pools have been satisfactory and there is no unusual build up in overdue buckets.
- ROEs relatively high even after assuming a dilution: Sensitivity to Rs8bn dilution indicates a post dilution ROE of ~20% which remains best in class and valuations on diluted book at 1.9x FY14 book is undemanding in our view.

|               | Post dilut | tion   | P      | re Dilution | Chang | е     |
|---------------|------------|--------|--------|-------------|-------|-------|
| _             | FY13       | FY14   | FY13   | FY14        | FY13  | FY14  |
| Networth      | 44,752     | 52,116 | 35,440 | 42,400      | 26%   | 23%   |
| PAT           | 8,327      | 9,988  | 8,044  | 9,440       | 4%    | 6%    |
| BPS           | 396.1      | 461.3  | 345.1  | 412.9       | 15%   | 12%   |
| EPS           | 73.7       | 88.4   | 78.3   | 91.9        | -6%   | -4%   |
| ROA           | 3.59%      | 3.43%  | 3.46%  | 3.24%       | 0.12% | 0.19% |
| ROE           | 22.4%      | 20.6%  | 24.8%  | 24.3%       | -2.3% | -3.6% |
| Current Price | 896        |        |        | _           |       |       |
| P/B           | 2.26       | 1.94   | 2.60   | 2.17        |       |       |
| P/E           | 12.2       | 10.1   | 11.4   | 9.7         |       |       |

#### Exhibit 2: Post dilution ROE at ~20% remains commendable

| Exhibit 3: | Private banks +NBFCs have surprised positively in 2Q13 and PSU banks have largely disappointe | d |
|------------|---|---|
|------------|---|---|

| -                    |         |       | <u> </u> |         |       |       |        | /      |        |        |       |       |
|----------------------|---------|-------|----------|---------|-------|-------|--------|--------|--------|--------|-------|-------|
|                      | NII     | q/q   | y/y      | PPOP    | q/q   | y/y   | PAT    | q/q    | y/y    | Loans  | q/q   | y/y   |
| HDFC Bank            | 37,317  | 7.1%  | 26.7%    | 25,713  | -0.4% | 21.0% | 15,600 | 10.1%  | 30.1%  | 2,316  | 8.6%  | 22.9% |
| ICICI Bank           | 33,712  | 5.6%  | 34.5%    | 31,933  | 8.3%  | 35.7% | 19,561 | 7.8%   | 30.1%  | 2,751  | 3.9%  | 17.6% |
| Axis Bank            | 23,269  | 6.7%  | 15.9%    | 21,783  | 10.9% | 22.7% | 11,235 | -2.6%  | 22.1%  | 1,721  | 0.6%  | 22.9% |
| HDFC                 | 15,804  | 8.0%  | 21.0%    | 14,540  | 6.9%  | 16.2% | 11,511 | 14.9%  | 18.6%  | 1,546  | 4.3%  | 21.8% |
| PNB                  | 38,124  | 3.2%  | 10.4%    | 26,959  | -5.1% | 6.6%  | 12,286 | -1.4%  | 2.0%   | 2,947  | 0.1%  | 18.4% |
| BOI                  | 21,960  | 7.5%  | 15.3%    | 18,541  | 10.8% | 19.5% | 3,010  | -66.1% | -38.7% | 2,561  | -3.0% | 18.1% |
| BOB                  | 28,623  | 2.3%  | 11.5%    | 23,826  | 5.7%  | 11.3% | 13,014 | 13.0%  | 10.4%  | 2,922  | 2.2%  | 22.2% |
| Kotak                | 7,581   | 5.1%  | 25.2%    | 4,822   | 7.5%  | 26.9% | 2,804  | -0.7%  | 7.8%   | 454    | 7.4%  | 21.7% |
| IDFC                 | 6,560   | 4.3%  | 31.7%    | 7,260   | 10.7% | -3.8% | 4,760  | 25.3%  | -9.0%  | 534    | 6.4%  | 35.8% |
| IndusInd             | 5,097   | 5.3%  | 21.6%    | 4,198   | 3.9%  | 26.1% | 2,503  | 5.9%   | 29.6%  | 394    | 5.9%  | 30.8% |
| Yes                  | 5,242   | 11.0% | 35.9%    | 4,847   | 5.5%  | 25.6% | 3,061  | 5.5%   | 30.2%  | 420    | 9.0%  | 22.9% |
| SIB                  | 2,977   | 0.3%  | 15.1%    | 1,996   | -3.8% | 20.0% | 972    | -21.0% | 2.3%   | 282    | 2.9%  | 22.3% |
| ING                  | 3,688   | 7.4%  | 21.5%    | 2,276   | 4.7%  | 20.2% | 1,502  | 15.4%  | 30.2%  | 304    | 3.9%  | 20.2% |
| J&K                  | 5,527   | 3.2%  | 27.3%    | 4,227   | 1.8%  | 35.1% | 2,695  | 9.5%   | 35.0%  | 343    | 3.2%  | 21.4% |
| Federal              | 5,059   | 2.9%  | 6.6%     | 3,496   | 0.9%  | -3.2% | 2,151  | 13.0%  | 12.5%  | 363    | -4.6% | 8.0%  |
| LIC Housing          | 3,535   | 0.9%  | 5.8%     | 3,394   | -2.4% | 1.2%  | 2,431  | 6.7%   | 147.0% | 691    | 5.3%  | 23.2% |
| MMFSL                | 5,259   | 7.9%  | 34.8%    | 3,626   | 11.6% | 42.8% | 1,876  | 16.5%  | 38.4%  | 238    | 9.3%  | 34.3% |
| Shriram Tran.        | 4,087   | 51.3% | 16.0%    | 6,806   | 11.8% | 3.8%  | 3,376  | 4.9%   | 12.7%  | 441    | 5.2%  | 15.8% |
| Total Banks (ex SBI) | 210,594 | 5.2%  | 19.3%    | 169,795 | 4.1%  | 19.4% | 87,589 | -1.4%  | 16.4%  | 17,325 | 2.1%  | 20.1% |

|               | 2Q12  | 1Q13  | 2Q13   | у/у    | q/q    |
|---------------|-------|-------|--------|--------|--------|
| HDFC Bank     | 4.20% | 4.35% | 4.41%  | 0.20%  | 0.06%  |
| ICICI Bank    | 2.61% | 3.01% | 3.00%  | 0.39%  | -0.01% |
| Axis Bank     | 3.78% | 3.37% | 3.46%  | -0.32% | 0.09%  |
| HDFC          | 3.69% | 3.70% | 3.80%  | 0.11%  | 0.10%  |
| PNB           | 3.95% | 3.60% | 3.50%  | -0.45% | -0.10% |
| BOI           | 2.44% | 2.27% | 2.42%  | -0.02% | 0.15%  |
| BOB           | 3.07% | 2.73% | 2.71%  | -0.36% | -0.02% |
| Kotak         | 4.63% | 4.65% | 4.63%  | -0.01% | -0.02% |
| IDFC          | 4.17% | 4.33% | 4.20%  | 0.03%  | -0.13% |
| IndusInd      | 3.56% | 3.41% | 3.46%  | -0.10% | 0.05%  |
| Yes           | 2.90% | 2.80% | 2.90%  | 0.00%  | 0.10%  |
| SIB           | 3.02% | 3.04% | 2.95%  | -0.07% | -0.09% |
| ING           | 3.28% | 3.19% | 3.39%  | 0.10%  | 0.20%  |
| J&K           | 3.62% | 3.88% | 3.89%  | 0.28%  | 0.01%  |
| Federal       | 3.77% | 3.42% | 3.58%  | -0.19% | 0.16%  |
| LIC Housing   | 2.45% | 2.18% | 2.10%  | -0.35% | -0.08% |
| MMFSL         | 9.93% | 9.10% | 10.13% | 0.20%  | 1.03%  |
| Shriram Tran. | 8.89% | 7.82% | 8.07%  | -0.82% | 0.26%  |

Exhibit 4: Margins-Private players gain, margins for PSU's gets impacted by one-offs from interest rates reversal

Source: Company Data, PL Research

### Exhibit 5: Fee income mixed as Axis/Yes/IIB surprised and ICICI/ING/Federal disappointed

| Other Income (Ex-Treasury) | 2Q12   | 3Q12  | 4Q12  | 1Q13  | 2Q13  |
|----------------------------|--------|-------|-------|-------|-------|
| HDFC Bank                  | 19.8%  | 29.6% | 25.4% | 26.0% | 19.6% |
| ICICI Bank                 | 5.7%   | 13.3% | 12.7% | 14.0% | 2.8%  |
| Axis Bank                  | 30.4%  | 29.5% | 3.5%  | 8.0%  | 14.8% |
| PNB                        | 22.9%  | 12.6% | 2.3%  | 4.1%  | 1.3%  |
| BOI                        | 25.3%  | 32.6% | 28.3% | 34.5% | 15.1% |
| BOB                        | 26.8%  | 29.2% | 6.6%  | 21.6% | -1.1% |
| Kotak (standalone)         | 52.5%  | 41.3% | 12.3% | 5.5%  | 18.0% |
| IndusInd                   | 47.6%  | 35.3% | 60.8% | 48.0% | 34.0% |
| Yes                        | 63.4%  | 30.8% | 42.6% | 74.3% | 29.3% |
| ING                        | 22.4%  | 5.8%  | 17.8% | 18.4% | 3.2%  |
| J&K                        | 11.4%  | 8.9%  | 18.2% | 28.7% | 3.3%  |
| Federal                    | -20.8% | 7.8%  | -7.4% | -2.8% | 0.7%  |
|                            |        |       |       |       |       |

|             |    | intate player su |       |       |        |        |
|-------------|----|------------------|-------|-------|--------|--------|
|             |    | 2Q12             | 1Q13  | 2Q13  | у/у    | q/q    |
| HDFC Bank   |    | 0.78%            | 0.91% | 0.51% | -0.27% | -0.41% |
| ICICI Bank  |    | 0.55%            | 0.70% | 0.74% | 0.19%  | 0.03%  |
| Axis Bank   |    | 1.16%            | 0.60% | 1.18% | 0.03%  | 0.58%  |
| PNB         |    | 1.14%            | 1.40% | 1.46% | 0.32%  | 0.05%  |
| BOI         |    | 2.13%            | 0.72% | 2.42% | 0.30%  | 1.71%  |
| BOB         |    | 0.81%            | 1.25% | 0.90% | 0.09%  | -0.35% |
| Kotak       |    | -0.03%           | 0.32% | 0.62% | 0.65%  | 0.30%  |
| IDFC        |    | 0.64%            | 0.82% | 0.22% | -0.42% | -0.60% |
| IndusInd    |    | 0.62%            | 0.57% | 0.50% | -0.13% | -0.08% |
| Yes         |    | 0.44%            | 0.31% | 0.30% | -0.14% | -0.01% |
| SIB         |    | 0.41%            | 0.37% | 0.80% | 0.38%  | 0.42%  |
| ING         |    | 0.28%            | 0.36% | 0.08% | -0.19% | -0.28% |
| J&K         |    | 0.32%            | 0.61% | 0.38% | 0.07%  | -0.22% |
| Federal     |    | 0.86%            | 0.66% | 0.34% | -0.52% | -0.32% |
| MMFSL       |    | 1.18%            | 1.57% | 1.41% | 0.23%  | -0.16% |
| Shriram Tra | n. | 2.48%            | 1.93% | 1.91% | -0.57% | -0.02% |

## Exhibit 6: Credit Costs- Private player surprised as against disappointment from PSUs

Source: Company Data, PL Research

### Exhibit 7: Valuation Summary

|             | Duites |              | Detine     | DT    | the state | P/B  |      | P/E  |      | ROE   |       |
|-------------|--------|--------------|------------|-------|-----------|------|------|------|------|-------|-------|
|             | Price  | Mcap (\$ mn) | Rating     | PT    | Upside-   | FY13 | FY14 | FY13 | FY14 | FY13  | FY14  |
| Axis        | 1,214  | 9,334        | BUY        | 1,325 | 9%        | 1.88 | 1.64 | 10.7 | 9.2  | 18.9% | 19.3% |
| HDFCB       | 635    | 27,043       | Accumulate | 660   | 4%        | 4.30 | 3.65 | 22.6 | 18.9 | 20.3% | 20.7% |
| ICICI       | 1,078  | 22,321       | BUY        | 1,200 | 11%       | 1.99 | 1.78 | 13.0 | 11.7 | 12.8% | 13.0% |
| HDFC        | 770    | 21,375       | Accumulate | 800   | 4%        | 4.08 | 3.52 | 17.0 | 14.5 | 22.4% | 21.5% |
| IDFC        | 166    | 4,540        | Accumulate | 165   | -1%       | 1.84 | 1.64 | 13.7 | 11.4 | 14.2% | 15.1% |
| Kotak       | 626    | 8,381        | Reduce     | 590   | -6%       | 3.02 | 2.66 | 22.6 | 18.4 | 14.2% | 15.3% |
| IndusInd    | 363    | 3,071        | BUY        | 400   | 10%       | 3.18 | 2.68 | 17.0 | 13.7 | 20.3% | 21.2% |
| Yes         | 419    | 2,685        | BUY        | 480   | 15%       | 2.57 | 2.11 | 12.2 | 10.3 | 23.3% | 22.6% |
| PNB         | 755    | 4,615        | Accumulate | 800   | 6%        | 0.96 | 0.82 | 5.1  | 4.4  | 17.7% | 17.6% |
| BOI         | 279    | 2,889        | ACCUMULATE | 310   | 11%       | 0.82 | 0.72 | 5.6  | 4.4  | 13.8% | 15.5% |
| BOB         | 745    | 5,254        | BUY        | 850   | 14%       | 1.03 | 0.90 | 6.3  | 5.5  | 17.1% | 17.1% |
| SBI         | 2,145  | 25,932       | Accumulate | 2,100 | -2%       | 1.23 | 1.07 | 7.2  | 6.4  | 16.6% | 16.3% |
| LIC housing | 252    | 2,287        | BUY        | 275   | 9%        | 2.00 | 1.71 | 11.9 | 9.1  | 17.4% | 19.8% |
| Shriram     | 628    | 2,562        | Accumulate | 650   | 3%        | 1.99 | 1.69 | 10.5 | 9.2  | 20.7% | 19.8% |
| MMFS        | 887    | 1,663        | BUY        | 1,100 | 24%       | 2.50 | 2.09 | 11.3 | 9.6  | 24.5% | 23.8% |
| Federal     | 480    | 1,478        | BUY        | 550   | 15%       | 1.28 | 1.14 | 9.6  | 8.4  | 14.1% | 14.6% |
| ING         | 462    | 1,262        | BUY        | 515   | 12%       | 1.58 | 1.39 | 12.4 | 9.9  | 13.6% | 15.0% |
| J&K         | 1,216  | 1,062        | BUY        | 1,400 | 15%       | 1.21 | 1.03 | 5.8  | 5.4  | 22.7% | 20.7% |
| SIB         | 23     | 555          | Accumulate | 25    | 8%        | 1.08 | 0.94 | 6.7  | 5.5  | 18.9% | 18.3% |

Source: PL Research

Exhibit 8: All PSU ex Union have disappointed

| Opening<br>Addition<br>Cash Recovery<br>Upgradation<br>Deduction | 43,780<br>11,770<br>4,180<br>2,340<br>6,630<br>48,920<br><b>1.9%</b> | 48,920<br>9,930<br>5,130<br>2,060<br>7,370<br>51,480 | 51,480<br>16,830<br>3,340<br>250<br>3,900 | 64,410<br>28,190<br>4,100<br>650 | 87,200<br>27,690<br>5,700 | 99,890<br>45,440<br>3,840 |
|--|--|--|---|----------------------------------|---------------------------|---------------------------|
| Cash Recovery<br>Upgradation                                     | 4,180<br>2,340<br>6,630<br>48,920                                    | 5,130<br>2,060<br>7,370                              | 3,340<br>250                              | 4,100                            | 5,700                     |                           |
| Upgradation  | 2,340<br>6,630<br>48,920   | 2,060<br>7,370                                       | 250                                       |                                  |                           | 3,840                     |
|  | 6,630<br>48,920  | 7,370  |   | 650                              | 0.0/0                     |                           |
| Deduction  | 48,920   |  | 3,900                                     |                                  | 8,960                     | 1,080                     |
| Deduction  |  | 51,480   |   | 5,410                            | 15,000                    | 5,080                     |
| Closing  | 1.9%   |  | 64,410                                    | 87,190                           | 99,890                    | 140,250                   |
| Annualized Slippages %   |  | 1.6%   | 2.6%                                      | 4.1%                             | 3.8%                      | 6.2%                      |
| Reductions (ex write offs %)                                     | 1.1%   | 1.2%   | 0.6%                                      | 0.7%                             | 2.0%                      | 0.7%                      |
| Net Slippages (%)  | 0.9%   | 0.4%   | 2.1%                                      | 3.4%                             | 1.8%                      | 5.5%                      |
| BOI  |  |  |   |                                  |                           |                           |
| Opening  | 48,116   | 59,881   | 67,699                                    | 64,266                           | 59,076                    | 67,636                    |
| Additions  | 16,837   | 28,217   | 5,196                                     | 3,770                            | 17,470                    | 27,334                    |
| Recovery   | 2,305  | 2,980  | 2,715                                     | 4,050                            | 3,620                     | 2,871                     |
| Upgradation  | 1,268  | 1,458  | 1,274                                     | 870                              | 3,220                     | 1,072                     |
| Write off  | 1,499  | 15,961   | 2,640                                     | 4,040                            | 2,070                     | 1,097                     |
| Ending   | 59,881   | 67,699   | 64,266                                    | 59,076                           | 67,636                    | 89,795                    |
| Annualized Slippages %   | 3.1%   | 5.2%   | 0.9%                                      | 0.6%                             | 2.7%                      | 4.2%                      |
| Reductions (ex write offs %)                                     | 0.7%   | 0.8%   | 0.7%                                      | 0.8%                             | 1.1%                      | 0.6%                      |
| Net Slippages (%)  | 2.5%   | 4.4%   | 0.2%                                      | -0.2%                            | 1.7%                      | 3.6%                      |
| BOB  |  |  |   |                                  |                           |                           |
| Opening  | 31,527   | 34,256   | 34,023                                    | 38,952                           | 44,649                    | 53,196                    |
| Additions  | 5,848  | 5,825  | 9,527                                     | 13,233                           | 12,567                    | 14,715                    |
| Recovery   | 1,255  | 1,454  | 1,389                                     | 1,708                            | 1,249                     | 1,740                     |
| Upgradations   | 715  | 421  | 1,656                                     | 564                              | 1,342                     | 1,039                     |
| Write offs   | 1,149  | 4,184  | 1,552                                     | 5,265                            | 1,955                     | 5,783                     |
| Closing NPAs   | 34,256   | 34,023   | 38,952                                    | 44,649                           | 53,196                    | 59,348                    |
| Annualized Slippages %   | 1.01%  | 0.99%  | 1.52%                                     | 1.93%                            | 1.75%                     | 2.04%                     |
| Reductions (ex write offs %)                                     | 0.34%  | 0.32%  | 0.49%                                     | 0.33%                            | 0.36%                     | 0.38%                     |
| Net Slippages (%)  | 0.67%  | 0.67%  | 1.04%                                     | 1.60%                            | 1.39%                     | 1.65%                     |
| Union  |  |  |   |                                  |                           |                           |
| Opening  | 36230  | 36230  | 50140                                     | 50870                            | 54500                     | 65410                     |
| Additions  | 7660   | 18210  | 5660                                      | 6070                             | 16310                     | 7920                      |
| Upgrades/Recoveries  | 3040   | 2320   | 2040                                      | 2550                             | 4610                      | 6270                      |
| Write offs   | 3400   | 1980   | 2890                                      | 1110                             | 790                       | 2360                      |
| Closing  | 37450  | 50140  | 50870                                     | 54500                            | 65410                     | 64700                     |
| Annualized Slippages %   | 2.14%  | 4.88%  | 1.55%                                     | 1.60%                            | 3.91%                     | 1.80%                     |
| Reductions (ex write offs %)                                     | 1.80%  | 1.15%  | 1.35%                                     | 0.96%                            | 1.29%                     | 1.96%                     |
| Net Slippages (%)  | 0.34%  | 3.73%  | 0.20%                                     | 0.64%                            | 2.61%                     | - <b>0.16%</b>            |



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**Rating Distribution of Research Coverage** 60% 53.3% 50% % of Total Coverage 40% 30% 23.0% 23.0% 20% 10% 0.8% 0% BUY Accumulate Reduce Sell

| PL's Recommen  | dati | on Nomenclature                                  |                   |   |  |
|----------------|------|--|-------------------|---|--|
| BUY            | :    | Over 15% Outperformance to Sensex over 12-months | Accumulate        | : | Outperformance to Sensex over 12-months            |
| Reduce         | :    | Underperformance to Sensex over 12-months        | Sell              | : | Over 15% underperformance to Sensex over 12-months |
| Trading Buy    | :    | Over 10% absolute upside in 1-month              | Trading Sell      | : | Over 10% absolute decline in 1-month               |
| Not Rated (NR) | :    | No specific call on the stock                    | Under Review (UR) | : | Rating likely to change shortly                    |

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