

Kotak Mahindra Bank Limited

Industry	Financial
Bloomberg	KMB IN
BSE CODE	500247

Diversified Portfolio & Strong Margins drives Growth

RATING	BUY
CMP	1613
Price Target	1946
Potential Upside	21%

Rating Change	↔
Estimate Change	↔
Target Change	↔

Stock Info

52wk Range H/L	1682/1099
Mkt Capital (Rs Cr)	308,021
Free float (%)	70%
Avg. Vol 1M (000)	3,006
No. of Shares (Cr)	191
Promoters Pledged %	

Financial	FY19	FY20E	FY21E
NII	11259	13495	15284
PPP	8348	10078	11496
PAT	4865	6366	7660
NIM %	4.1	4.3	4.3
EPS (Rs)	25	33	40
EPS	18.93	30.84	20.34
ROE (%)	12.2	14.0	14.6
ROA (%)	0.9	1.1	1.1
BV	222	255	294
P/B (X)	6.0	6.4	5.5
P/E (x)	52.4	48.5	40.3

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2QFY20 Result Update

- ❑ NII has grown 25% on the back of healthy advances growth of 15% YoY and with focus on the risk-adjusted return. Other Income has remained almost steady YoY on the back of lower treasury income. PAT has grown 51% YoY mainly on the back of tax benefits availed during the quarter.
- ❑ NIM has increased to 4.61% from 4.19% YoY on the back of fall in the cost of funds. The Cost of SA deposit for Q2FY20 is at 5.37% v/s 5.65% YoY.
- ❑ AUM has grown at a healthy rate of 15% YoY; the growth is slightly muted on the back of slower growth in the corporate book while business banking remains almost flattish YoY. But, growth is driven by the retail segments i.e. Agri, Home loan, small business, personal loans and credit cards with 21% YoY, 23% YoY & 20% YoY respectively.
- ❑ CASA% has improved to 53.6% as of 2QFY20. Management focuses on the granularity of the deposit base thus CASA and TDs below Rs 5 Cr constitute 86% of total deposits.
- ❑ The GNPA has increased from 2.19% to 2.32% QoQ while NNPA has increased from 73 bps to 85 bps. The PCR has declined to 64% as of 2QFY20. The credit cost has increased to 77 bps as of 2QFY20. With the rising stress and slowdown in the economy, management has guided the credit cost for FY20 to remain in the range of 60 bps in FY20. The SMA 2 has further increased sequentially to Rs 431 Cr from Rs 332 Cr QoQ.
- ❑ Kotak prime has witnessed a decrease of 8% QoQ in the auto loan portfolio. In Kotak Life, the gross written premium has grown at 27.5% YoY while the renewal premium grew at 21.7% YoY. In capital market and advisory segment the market share in cash segment has increased to 9.4% from 8.7% with 21% YoY growth in AUM to Rs 242025 Cr. Kotak Mahindra AMC & Trustee Co. has witnessed a 24% YoY growth in AUM standing at Rs 168658 Cr. Kotak Investment has witnessed a decrease in 13% in assets with rising in the GNPA to 85 bps.

Advances Growth Decreased in Specific Sectors

The growth in NBFC sector has declined from 5.2% to 4% YoY with HFC declining to 1.3% from 1.5%. The exposure in the CRE has increased from 1.6% to 2% which management is confident of getting appropriate risk adjusted price.

Strengthening Of Liability Franchise

The ticket size of average SA has increased by 20% to Rs 80425 while CA has increased by 22% to Rs 33216. TD Sweep is at 7.1% v/s 6.6% YoY of total deposits.

Other Details

The number of branches stands at 1512 as at 2QFY20. With north, west, south & east contributing to 30%, 31%, 31% & 8%.

View and Valuation

Kotak has grown at a slower rate on the back of cautious growth in the wholesale segment meanwhile the retail segment is majorly adhering to the 15% growth. NIM remains unhindered on the back of its strong liability franchise and ability to get risk adjusted return in its exposure. Moreover with rising stress in the economy, Kotak has been able to successfully manage delinquency however, there is a slight sequential increase in the GNPA & SMA 2. Management has guided the credit cost to remain at around 60 bps during the year. Management has guided the loan growth to remain in the midteen with strong NII & NIM. We value the stock at 5.2x of the lending business and subsidiary valuation at Rs 435 for Rs 1946. We maintain BUY

Key Risks to our rating and target

- ❑ Loan book growth will be the key trackable.
- ❑ Delinquency control will be important

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2QFY20 Results In Line With Our Expectations

Healthy Performance

Financials	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20	YoY %	QoQ%	FY18	FY19	YoY %
Interest Inc.	5,811	6,250	6,402	6,640	6,762	16%	2%	19,748	23,943	21.2%
Interest Exp.	3,122	3,311	3,354	3,467	3,412	9%	-2%	10,217	12,684	24.2%
NII	2,689	2,939	3,048	3,173	3,350	25%	6%	9,532	11,259	18.1%
Other Income	1,205	964	1,270	1,305	1,224	2%	-6%	4,052	4,604	13.6%
Total Income	3,894	3,903	4,318	4,478	4,574	17%	2%	13,584	15,863	16.8%
Ope Exp.	1,799	1,965	2,036	2,079	2,065	15%	-1%	6,426	7,515	16.9%
PPP	2,095	1,938	2,282	2,399	2,509	20%	5%	7,158	8,348	16.6%
Provisions	354	(32)	171	317	408	15%	29%	940	962	2.4%
PBT	1,741	1,971	2,111	2,082	2,101	21%	1%	6,218	7,386	18.8%
Tax	600	680	703	722	376	-37%	-48%	2,134	2,520	18.1%
Net Profit	1,142	1,291	1,408	1,360	1,724	51%	27%	4,084	4,865	19%

Concall Highlights

- Monsoon has remained positive overall but the delayed monsoon followed by excessive rains has slowed down the economy. The monsoon is further pushed into the month of October, Management expects the 2HFY20 to be normalized than 1HFY20. The slowdown was driven by various sectors i.e. Commercial Vehicle, Passenger car, Resident real estate side.
- The slowing manufacturing auto sector and the real estate sector has resulted in higher riskiness and delinquency. Kotak has combated the slowdown in the economy by opting for low-cost liability franchise & risk-adjusted return.
- Stress in unsecured retail has remained upwards while secured retail continues to be stable. Housing Finance LAP growth is at 20% with contained delinquency. The outstanding portfolio in the credit card is around Rs 5000 Cr. Small business is basically catered to secured working capital loans.
- In the wholesale segment, there is a drop in the corporate banking rate while the business banking side is flattish.
- Loan growth is expected to remain in the midteen supported by better NII and NIM.
- SA cost has decreased from 5.67% to 5.35% YoY. The liability side customer addition is around 400000 per month. CASA deposit stood at 53.6% as of 2QFY20.
- Management states tax benefits will reduce the cost of capital of loans and initiatives, thus management can effectively take a risk at lower hurdles rates.
- Slippages stand at approximately Rs 1000 Cr in 2QFY20, with the slipping of 1 bulky account amounting approximately to Rs 100 Cr. The credit cost is expected to be around 60 bps for FY20 with rise in riskiness in the sectors.
- With the slowdown in the economy especially rural and semi-urban India, there is some spike in the delinquency in the historical agriculture crop loan acquired from ING Vysya.
- Lack of concentration and preference to A category builders with tightly monitored cash flows makes corporate and CRE book less risky. Kotak has stated that it is getting a risk-adjusted price in the CRE segment.
- Commercial Vehicle stress is witnessed across geography, including both new and used, factored by non-availability of loads, very low capacity utilization, lower freight rates, extended monsoon which is resulting in elongated receivables cycles. FTU (First-time users), FTB (First-time buyers) are worse off than larger operators.

Profitability Matrix

	4QFY18	1QFY19	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20	YoY (+/-)	QoQ (+/-)
C/I Ratio %	45.9	45.8	46.2	50.3	47.1	46.4	45.2	-1.05	-1.27
Empl. Cost/ Tot. Exp. %	44.7	42.0	41.4	42.6	42.1	43.4	44.3	2.88	0.94
Other Exp/Tot. Exp.%	55.3	58.0	58.6	57.4	57.9	56.6	55.7	-2.88	-0.94
Provision/PPP %	15.2	23.1	16.9	(1.7)	7.5	13.2	16.3	-0.63	3.06
Tax Rate %	34.3	34.4	34.4	34.5	33.3	34.7	17.9	-16.53	-16.77
Int Exp./Int Inc. (%)	51.5	52.9	53.7	53.0	52.4	52.2	50.5	-3.26	-1.75
Other Inc./Net Inc. %	44.6	45.1	44.8	32.8	41.7	41.1	36.6	-8.27	-4.57
PAT/ Net Income %	30.1	27.4	29.3	33.1	32.6	30.4	37.7	8.39	7.33
PAT Growth %	15.1	12.3	14.8	22.6	25.2	32.7	51.1	36.23	18.34
NII Growth %	19.4	15.0	16.3	22.8	18.1	22.8	24.6	8.28	1.71
PPP Growth %	18.6	27.4	21.5	6.5	13.1	18.0	19.7	-1.72	1.72

Margin Performance

Margin %	4QFY18	1QFY19	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20	YoY (+/-)	QoQ (+/-)
Yield on Advances	10.1	10.1	10.3	10.5	10.4	10.4	10.3	-0.05	-0.16
Yield on Total Assets	9.2	9.1	9.0	9.4	9.1	9.2	9.2	0.15	-0.04
Cost Of Funds	5.2	5.3	5.4	5.6	5.3	5.5	5.2	-0.21	-0.27
Cost Of Deposits	5.5	5.5	5.5	5.6	5.8	5.6	5.6	0.09	-0.06
NIM	4.3	4.3	4.2	4.3	4.5	4.5	4.6	0.41	0.12

Exhibit: Yield and Cost Improving Spreads

■ Yield on Advances% ■ Cost of Deposits%

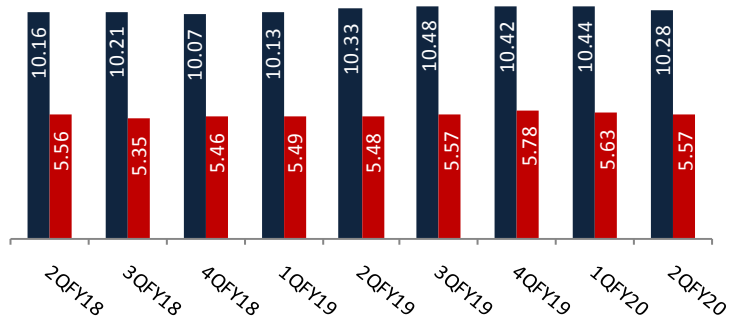
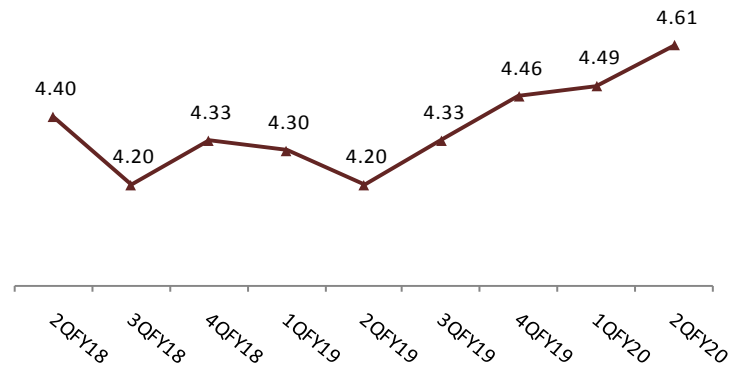


Exhibit: Net Interest Margin NIM on improving trend.

NIM%



Advances Break Up

	2QFY18	3QFY18	4QFY18	1QFY19	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20
Corp. & Bus. Bankng	44	43	41	43	41	41	39	39	39
CV/CE	8	8	9	9	9	9	10	10	9
Agriculture Division	13	13	14	12	12	12	13	12	13
Home Loan & LAP	19	19	19	19	20	20	20	20	21
Small Business, PL & CC	14	14	15	15	16	16	16	16	16
Others	2	2	2	2	2	2	2	2	2

Exhibit: Fee Income/Advances %

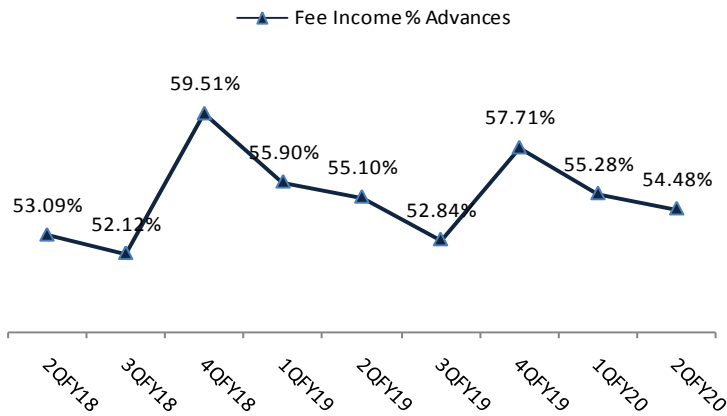
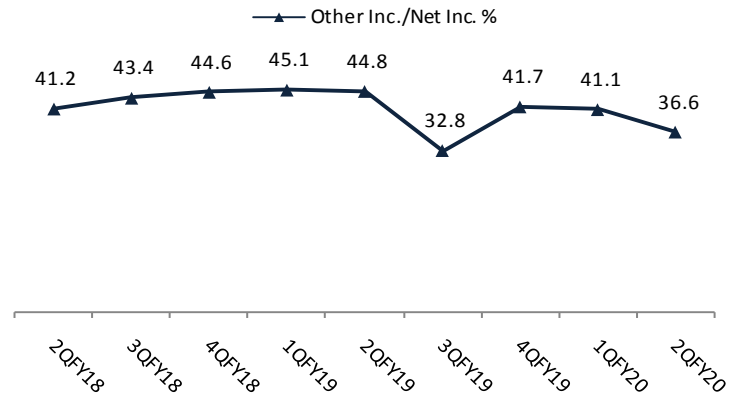


Exhibit: Other Income/ Total Income %



Liability Mix

	2QFY18	3QFY18	4QFY18	1QFY19	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20
Deposit	165671	180826	192643	189744	205830	213804	225880	232931	233071
Growth YoY	17.5%	21.1%	22.4%	16.0%	24.2%	18.2%	17.3%	22.8%	13.2%
Growth QoQ	1.3%	9.1%	6.5%	-1.5%	8.5%	3.9%	5.6%	3.1%	0.1%
CASA (Cr)	79221	84386	97775	95363	103402	108424	118586	118123	124912
CASA Growth YoY	26.9%	16.9%	7.1%	16.2%	3.6%	19.7%	22.4%	20.6%	27.1%
CASA Growth QoQ	-0.1%	-7.2%	0.8%	24.4%	-10.9%	7.1%	3.1%	22.5%	-6.1%
CASA %	47.8%	46.7%	50.8%	50.3%	50.2%	50.7%	52.5%	50.7%	53.6%
CA %	15.5%	14.3%	16.7%	15.1%	15.0%	14.8%	17.2%	15.7%	16.4%
SA %	32.3%	32.3%	34.0%	35.1%	35.3%	35.9%	35.3%	35.0%	37.2%
CD %	92.1%	88.0%	88.1%	93.2%	89.9%	91.9%	91.1%	89.3%	91.5%

Asset Quality

	4QFY18	1QFY19	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20	YoY (+/-)	QoQ (+/-)
GNPA (Rs in Cr)	3,825	3,899	4,033	4,129	4,468	4,614	5,034	25%	9%
GNPA %	2.22	2.17	2.15	2.07	2.14	2.19	2.32	0.17	0.13
NNPA (Rs in Cr)	1,665	1,527	1,501	1,397	1,544	1,524	1,811	21%	19%
NNPA %	0.98	0.86	0.81	0.71	0.75	0.73	0.85	0.04	0.12
SMA (Cr)	72	189	165	344	138	332	431	161%	30%
PCR %	56	61	63	66	65	67	64	1.24	-2.95

Exhibit: Asset Quality

Assets quality has deteriorated sequentially

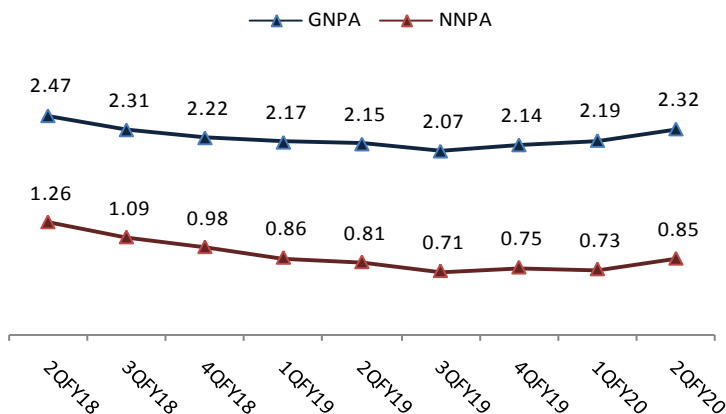


Exhibit: Provisions

PCR has declined sequentially

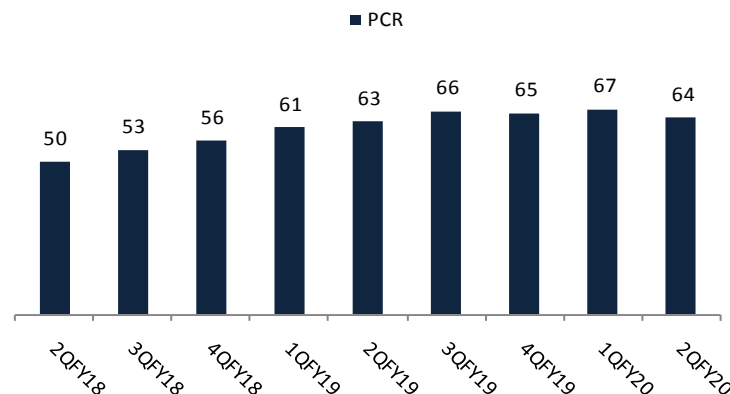


Exhibit: Kotak Life Insurance New Business Premium

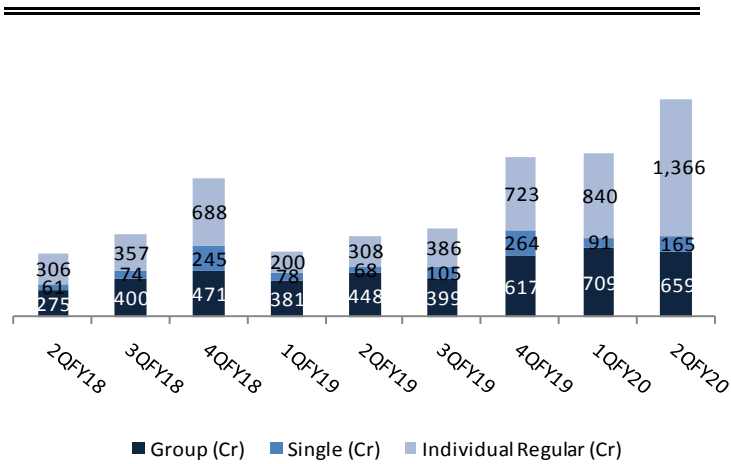


Exhibit: Kotak Securities Market Share%

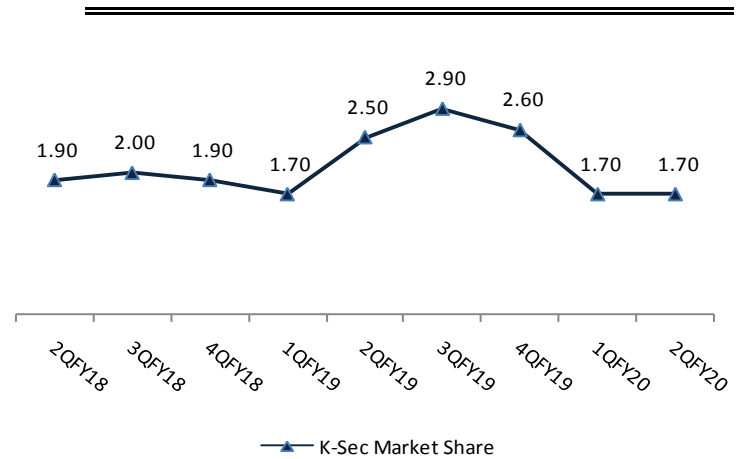


Exhibit: Kotak Mahindra Prime

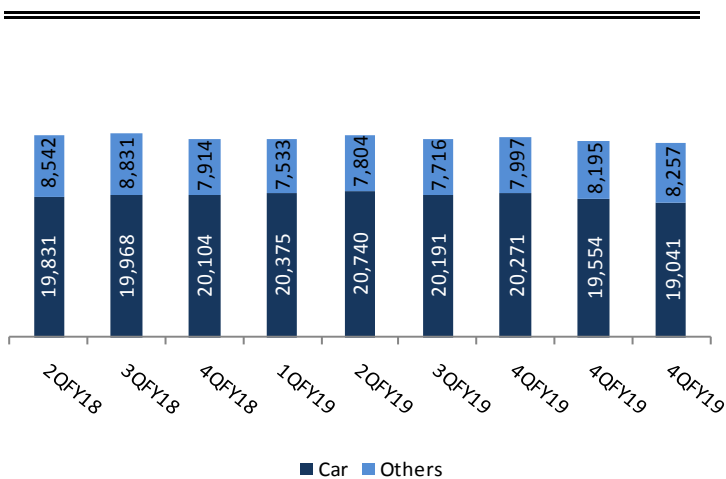


Exhibit: Kotak Mahindra Capital Company

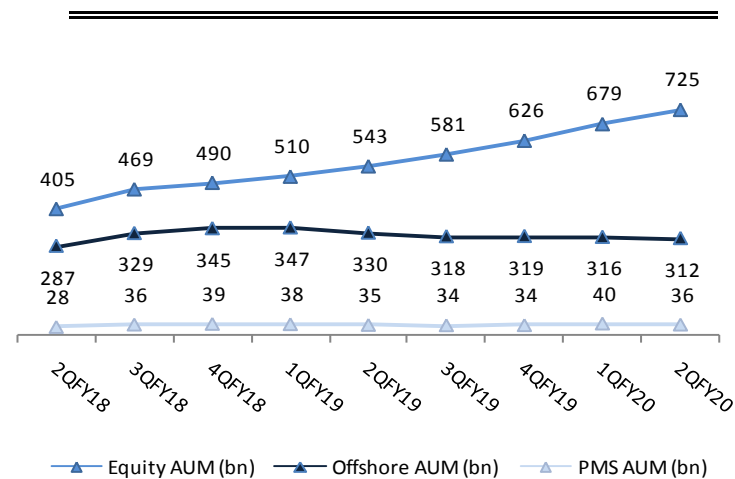


Exhibit: Kotak Mahindra AMC & Trustee Co.

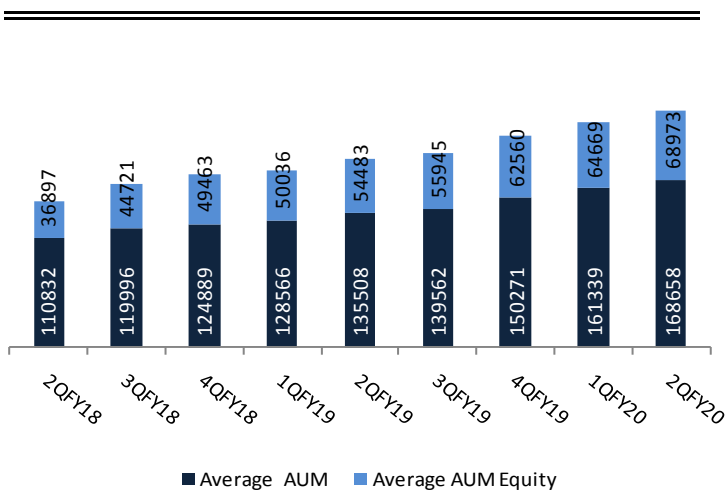
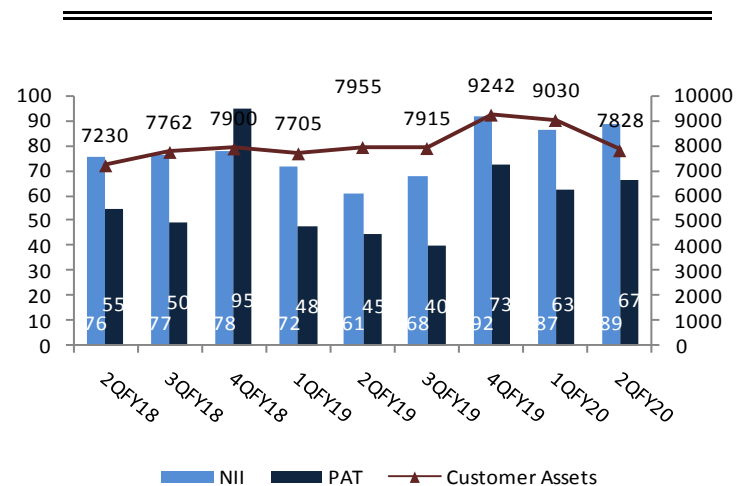


Exhibit: Kotak Mahindra Investments



PAT of Subsidiaries

	2QFY18	3QFY18	4QFY18	1QFY19	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20
Kotak Mahindra Bank	994	1,053	1,124	1,025	1,142	1,291	1,408	1,360	1,724
Kotak Mahindra Prime	150	148	160	139	157	139	164	153	172
Kotak Mahindra	55	50	95	48	45	40	73	63	67
Kotak Securities	118	154	134	130	112	99	111	110	149
Kotak Mahindra Capital	(1)	36	25	25	14	3	21	45	1
Kotak Mahindra Life	100	97	114	117	127	125	138	134	144
Kotak AMC and TC	23	38	39	51	52	76	75	73	85
International Sub.	28	32	38	33	47	37	32	29	34
Others	(2)	12	2	28	13	11	15	17	22
Total	1,466	1,621	1,731	1,596	1,709	1,821	2,037	1,984	2,398
Minority Interest	(26)	(4)							
Affiliates and Others	2	8	58	(22)	38	23	1	(52)	9
Total	1,442	1,625	1,789	1,574	1,747	1,844	2,038	1,932	2,407

Equity

	2QFY18	3QFY18	4QFY18	1QFY19	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20
Kotak Mahindra Bank	35,206	36,297	37,482	38,538	40,103	41,426	42,898	44,290	45,912
Kotak Mahindra Prime	4,509	4,657	4,816	4,955	5,112	5,251	5,416	5,568	5,740
Kotak Mahindra	1,137	1,187	1,382	1,431	1,476	1,516	1,590	1,652	1,719
Kotak Securities	3,239	3,393	3,527	3,656	3,768	3,867	3,979	4,089	4,238
Kotak Mahindra Capital	497	533	559	534	548	551	572	588	589
Kotak Mahindra Life	2,027	2,124	2,238	2,355	2,482	2,607	2,745	2,879	3,023
Kotak AMC and TC	257	295	333	379	432	508	583	623	708
Kotak Infra. Debt Fund	316	320	324	329	337	342	349	356	364
Kotak Mah. Gen. Ins.	114	108	98	135	126	116	108	146	183
Internatnl Subsi.	744	760	813	887	987	987	1,009	1,035	1,097
Kotak Invesmnt Advisors	332	336	338	355	354	355	355	351	353
Other Entities	137	147	154	169	185	199	213	231	250
Affiliates/Associates	791	801	858	888	921	942	942	941	949
Minority, Inter-co	(2,331)	(2,337)	(2,436)	(2,487)	(2,482)	(2,481)	(2,479)	(2,518)	(2,562)
Consolidated Network	46,975	48,621	50,487	52,125	54,350	56,186	58,280	60,231	62,563

Valuation Matrix

SOTP	Rs Per Share	Rationale
Lending Business	1,746	5.2x BV FY21e
Kotak Mahindra Bank – Standalone	1,477	5.2x BV FY21e
Kotak Mahindra Prime	195	5.2x BV FY21e
Kotak Mahindra Investments	73	5.2x BV FY21e
Capital Market		
Kotak Securities	70	20x EPS FY21e
Kotak Investment Banking	13	2x BV FY21e
Kotak Life	154	2.8x EV FY21e
Asset Management Business		
Kotak Alternative Assets	3	5% of FY21 AUM
Offshore Funds	10	5% of FY21 AUM
Kotak Mahindra AMC	67	5% of FY21 AUM
Less: Holding Co. Discount	117	
Target Value based on SOTP	1,946	

Financial Details

Balance Sheet

Y/E March	FY14	FY15	FY16	FY17	FY18	FY19	FY20E	FY21E
Share Capital	385	386	917	920	953	1454	1454	1454
>> Equity Capital	385	386	917	920	953	1454	1454	1454
>> Preference Capital	0	0	0	0	0	0	0	0
Reserves & Surplus	11898	13758	23045	26697	36531	41446	47628	55083
Networth	12275	14141	23959	27616	37482	42398	48581	56035
Deposits	59072	74860	138643	157426	192643	225880	257119	298257
Change (%)	16	27	85	14	22	17	14	16
>> CASA Deposits	18828	27217	52777	69265	97775	118586	131130	155094
Change (%)	26	45	94	31	41	21	11	18
Borrowings	12896	12150	20975	21095	25154	32248	28232	32212
Other Liabilities & Provisions	3334	4858	8679	8451	9652	11143	11019	9942
Total Liabilities	87585	106012	192260	214590	264933	312172	345452	396948
Cash & Bank	5980	6262	10880	22572	19620	24676	20804	27163
Investments	25485	30421	51260	45074	64562	71189	77136	83512
Change (%)	-12	19	69	-12	43	10	8	8
Advances	53028	66161	118665	136082	169718	205695	236549	274397
Change (%)	9	25	79	15	25	21	15	16
Fixed Assets	1107	1207	1552	1538	1527	1652	1817	1998
Other Assets	1986	1961	9903	9324	9506	8961	9147	9878
Total Assets	87585	106012	192260	214590	264933	312172	345452	396948

Income Statement

Y/E March	FY14	FY15	FY16	FY17	FY18	FY19	FY20E	FY21E
Interest income	8,767	9,720	16,384	17,699	19,748	23,943	27,615	31,155
Interest expended	5,047	5,496	9,484	9,573	10,217	12,684	14,119	15,871
Net Interest Income	3,720	4,224	6,900	8,126	9,532	11,259	13,495	15,284
Change (%)	16	14	63	18	17	18	20	13
Other Income	1,400	2,028	2,612	3,477	4,052	4,604	5,304	6,041
Change (%)	21	45	29	33	17	14	15	14
>> Core Fee Income	943	1,353	1,851	2,676	3,454	4,233	4,855	5,525
Total Net Income	5,120	6,252	9,513	11,603	13,584	15,863	18,799	21,325
Operating Expenses	2,543	3,255	5,472	5,619	6,426	7,515	8,721	9,829
Change (%)	15	28	68	3	14	17	16	13
>> Employee Expenses	1,159	1,450	2,804	2,745	2,930	3,159	3,707	4,052
Pre-provisioning Profit	2,577	2,997	4,041	5,985	7,158	8,348	10,078	11,496
Change (%)	20	16	35	48	20	17	21	14
Provisions	305	165	917	837	940	962	1,401	1,255
Change (%)	65	(46)	458	(9)	12	2	46	(10)
PBT	2,272	2,833	3,124	5,148	6,218	7,386	8,677	10,241
Tax	770	967	1,034	1,737	2,134	2,520	2,312	2,581
Profit After Tax	1,503	1,866	2,090	3,412	4,084	4,865	6,366	7,660
Change (%)	10	24	12	63	20	19	31	20

Financial Details

Key Ratios

Y/E March	FY14	FY15	FY16	FY17	FY18	FY19	FY20E	FY21E
Balance Sheet Metrics								
Loan Growth (%)	9	25	79	15	25	21	15	16
Deposit Growth (%)	16	27	85	14	22	17	14	16
C/D Ratio (%)	89.8	88.4	85.6	86.4	88.1	91.1	92.0	92.0
CASA (%)	31.9	36.4	38.1	44.0	50.8	52.5	51.0	52.0
Investment/Deposit (%)	43.1	40.6	37.0	28.6	33.5	31.5	30.0	28.0
CRAR (%)	18.8	17.2	16.3	16.8	18.2	17.5	16.1	16.1
>> Tier 1 (%)	17.8	16.2	15.3	15.9	17.6	16.9	15.6	15.7
>> Tier 2 (%)	1.0	1.0	1.0	0.9	0.6	0.6	0.5	0.4

Assets Quality Metrics

Gross NPA (Rs)	1,059	1,237	2,838	3,579	3,825	4,468	5,441	5,762
Gross NPA (%)	2.8	2.8	2.8	2.3	2.4	2.4	2.4	2.4
Net NPA(Rs)	574	609	1,262	1,718	1,665	1,544	1,795	1,902
Net NPA (%)	1.1	0.9	1.1	1.3	1.0	0.8	0.8	0.7
Provision Coverage (%)	46	51	56	52	56	65	65	67
Provision/Average Advances (%)	0.6	0.3	1.0	0.7	0.6	0.5	0.6	0.5

Margin Metrics

Yield On Advances (%)	13.2	12.5	13.5	10.5	9.6	9.8	9.8	9.8
Yield On Investment (%)	7.5	7.9	8.5	7.6	7.2	7.2	7.1	6.6
Yield on Earning Assets (%)	10.7	10.6	11.6	9.2	8.7	8.7	8.8	8.7
Cost Of Deposits (%)	6.9	6.8	7.4	5.6	5.1	5.3	5.2	5.1
Cost Of Funds (%)	6.8	6.7	7.4	5.5	5.0	5.2	5.1	5.0
Spread (%)	3.8	3.9	4.2	3.7	3.7	3.5	3.7	3.7
NIM (%)	4.5	4.6	4.9	4.2	4.2	4.1	4.3	4.3

Profitability & Efficiency Metrics

Int. Expense/Int.Income (%)	57.6	56.5	57.9	54.1	51.7	53.0	51.1	50.9
Fee Income/NII (%)	25.3	32.0	26.8	32.9	36.2	37.6	36.0	36.1
Cost to Income (%)	49.7	52.1	57.5	48.4	47.3	47.4	46.4	46.1
Cost on Average Assets (%)	3.0	3.4	3.7	2.8	2.7	2.6	2.7	2.6
Tax Rate (%)	33.9	34.1	33.1	33.7	34.3	34.1	26.6	25.2

Valuation Ratio Metrics

EPS (Rs)	9.8	12.1	11.4	18.5	21.4	25.5	33.4	40.1
Change (%)	7.0	23.9	(5.7)	62.7	15.7	19	30.8	20.3
ROAE (%)	13.8	14.1	11.0	13.2	12.5	12.2	14.0	14.6
ROAA (%)	0.5	0.5	0.5	0.8	0.8	0.9	1.1	1.1
Dividend Payout (%)	4.1	3.7	4.4	3.2	3.3	3.1	2.4	2.2
Dividend yield (%)	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Book Value (Rs)	79.7	91.5	130.6	150.0	196.7	222.1	254.5	293.6
Change (%)	26	15	43	15	31	13	15	15
P/B (X)	4.9	7.2	5.2	5.8	5.3	6.0	6.4	5.5
P/E (X)	39.9	54.4	59.8	47.1	48.9	52.4	48.5	40.3

Financial Details

Exhibit: DuPont Analysis

	FY14	FY15	FY16	FY17	FY18	FY19	FY20E	FY21E
<i>Interest Income</i>	10.2	10.0	11.0	8.7	8.2	8.3	8.4	8.4
<i>Interest expended</i>	5.9	5.7	6.4	4.7	4.3	4.4	4.3	4.3
<i>Net Interest Income</i>	4.3	4.4	4.6	4.0	4.0	3.9	4.1	4.1
<i>Non-Fund Based Income</i>	1.6	2.1	1.8	1.7	1.7	1.6	1.6	1.6
>> Core Fee Income	1.1	1.4	1.2	1.3	1.4	1.5	1.5	1.5
>> Trading and Other	0.5	0.7	0.5	0.4	0.2	0.1	0.1	0.1
Core Operating Income	5.4	5.8	5.9	5.3	5.4	5.4	5.6	5.6
<i>Total Income</i>	6.0	6.5	6.4	5.7	5.7	5.5	5.7	5.7
Total Operating Expenses	3.0	3.4	3.7	2.8	2.7	2.6	2.7	2.6
>> Employee Expenses	1.4	1.5	1.9	1.3	1.2	1.1	1.1	1.1
>> Other Expenses	1.6	1.9	1.8	1.4	1.5	1.5	1.5	1.6
<i>Operating Profit</i>	3.0	3.1	2.7	2.9	3.0	2.9	3.1	3.1
Provisions	0.4	0.2	0.6	0.4	0.4	0.3	0.4	0.3
Others	2.7	2.9	2.1	2.5	2.6	2.6	2.6	2.8
PBT	0.9	1.0	0.7	0.9	0.9	0.9	0.7	0.7
Tax	1.8	1.9	1.4	1.7	1.7	1.7	1.9	2.1
<i>PAT/RoAA</i>	7.9	7.3	7.8	7.9	7.4	7.2	7.2	7.1
<i>Equity Multiplier (x)</i>	13.8	14.1	11.0	13.2	12.5	12.2	14.0	14.6
<i>ROAE</i>	13.8	14.1	11.0	13.2	12.5	12.2	14.0	14.6

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