

**Issue Details**

Listing	NSE & BSE
Open Date	02/03/2020
Close Date	05/03//2020
Price Band	750 - 755

**Issue Structure  
(In number of shares)**

Fresh issue	Upto 66,66,666 shares*
Offer for Sale	Upto 130,526,798 shares

\*As per lower price band

**Shareholding Pattern (%)**

Category	Pre	Post
Promoter & Pro. Group	74.0	69.5
CA Rover Holdings	26.0	15.9
Public	-	14.6
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

**Business Overview:**

SBI Cards and Payments Services Ltd. is a subsidiary of SBI, India's largest commercial bank in terms of deposits, advances and number of branches as of September 30, 2019, according to the RBI. The company is the second-largest credit card issuer in India, with an 18.0% and 17.9% market share of the Indian credit card market in terms of the number of credit cards outstanding as of September 30, 2019 and total credit card spends in the six months ended September 30, 2019, respectively, according to the RBI.

**Number of credit cards in force (in Million)**

Particulars	FY17	FY18	FY19
SBI Card	4.6	6.3	8.3
HDFC Bank	8.5	10.7	12.5
ICICI Bank	4.3	5.0	6.6
Axis Bank	3.3	4.5	6.0
Citi Bank	2.5	2.7	2.7

**Total Spend (Rs. in Million)**

Particulars	FY17	FY18	FY19
SBI Card	4,38,545	7,70,232	10,38,353
HDFC Bank	9,74,749	13,24,039	17,04,208
ICICI Bank	3,62,055	5,15,331	6,73,006
Axis Bank	2,87,305	4,43,288	6,28,827
Citi Bank	4,25,583	4,88,625	5,32,185

**Company Highlights:**

- The revenue from operations for Fiscals 2017, 2018 and 2019 was Rs. 3,346 crores, Rs. 5,187 crores and Rs. 6,999 crores, respectively, representing a CAGR of 44.6%.
- The profit before tax for Fiscals 2017, 2018 and 2019 was Rs. 572 crores, Rs. 919 crores and Rs. 1,332 crores, respectively, representing a CAGR of 52.6%.
- Profit for the year for Fiscals 2017, 2018 and 2019 was Rs. 373 crores, Rs. 601 crores and Rs. 863 crores, respectively, representing a CAGR of 52.1%.
- From March 31, 2017 to March 31, 2019, the company's total credit card spends grew at a 54.2% CAGR (as compared to a 35.6% CAGR for the overall credit card industry, according to the RBI) and the number of credit cards outstanding grew at a 34.5% CAGR (as compared to a 25.6% CAGR for the overall credit card industry, according to the RBI).
- The company has a broad credit card portfolio that includes SBI Card-branded credit cards as well as co-branded credit cards that bear both the SBI Card brand and the co-brand partners' brands.

**Objective of the Issue:**

- Augmenting capital base to meet the company's future capital requirements.
- Meet the expenses in relation to any future operating activities and working capital requirements.

**Competitive Strengths:**

- Second largest credit card issuer in India with deep industry expertise and a demonstrated track record of growth and profitability
- Diversified customer acquisition capabilities
- Supported by a strong brand and pre-eminent promoter
- Diversified portfolio of credit card offerings
- Advanced risk management and data analytics capabilities
- Modern and scalable technology infrastructure
- Highly experienced and professional management team

**Business Strategy:**

- Expand customer acquisition capabilities to grow their cardholder base
- Tap into new cardholder segments by broadening their portfolio of credit card products
- Stimulate growth in credit card transaction volumes
- Continue to optimize risk management processes
- Enhance cardholder experience
- Continue leveraging technology across operations

**Issue Structure:**

The SBI Cards IPO contains fresh issue of equity shares aggregating upto ₹500 crores and offer for sale of up to 130,526,798 Equity Shares. The bid lot consists of 19 shares and in multiples thereof.

<b>Category</b>	<b>Allocation</b>
QIB	50%
NIB	15%
Retail	35%
<b>Total</b>	<b>100%</b>

**Financial Statements:**

<b>Profit &amp; Loss Statement</b>		(Rs in crore)		
<b>Particulars</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	
Income from Operations	3,346	5,187	6,999	
Other Income	125	183	288	
<b>Total Income</b>	<b>3,471</b>	<b>5,370</b>	<b>7,287</b>	
Employee Cost	95	193	390	
Operating & Establishment Expenses	257	364	582	
Administrations & Other Expenses	841	1,670	2,379	
Miscellaneous Expenses	575	838	1,196	
Depreciation	5	24	81	
Interest	1,127	1,361	1,327	
<b>Total Expenses</b>	<b>2,899</b>	<b>4,451</b>	<b>5,955</b>	
Profit Before Tax	572	919	1,332	
Tax expense including deferred tax	199	318	469	
<b>Net Profit after tax</b>	<b>373</b>	<b>601</b>	<b>863</b>	

**Balance Sheet**

(Rs in crore)

Particulars	FY17	FY18	FY19
<b>EQUITY AND LIABILITIES</b>			
Share Capital	785	785	837
Share Warrants & Outstandings	-	95	95
Total Reserves	664	1,473	2,649
<b>Shareholder's Funds</b>	<b>1,449</b>	<b>2,353</b>	<b>3,582</b>
Unsecured Loans	563	1,771	3,333
Deferred Tax Assets / Liabilities	-129	-88	-167
<b>Total Non-Current Liabilities</b>	<b>434</b>	<b>1,683</b>	<b>3,167</b>
Trade Payables	119	530	665
Other Current Liabilities	432	988	1,638
Short Term Borrowings	7,705	9,641	10,317
Short Term Provisions	497	403	705
<b>Total Current Liabilities</b>	<b>8,753</b>	<b>11,562</b>	<b>13,325</b>
<b>Total Liabilities</b>	<b>10,636</b>	<b>15,598</b>	<b>20,073</b>
<b>ASSETS</b>			
Gross Block	29	271	397
Less: Accumulated Depreciation	5	29	110
Net Block	24	242	286
Capital Work in Progress		13	4
Intangible assets under development		22	16
Non Current Investments	-	-	1
Long Term Loans & Advances	29	44	47
Other Non Current Assets	0	89	7
<b>Total Non-Current Assets</b>	<b>53</b>	<b>410</b>	<b>363</b>
Sundry Debtors	132	151	295
Cash and Bank	283	473	777
Other Current Assets	179	480	812
Short Term Loans and Advances	9,988	14,085	17,827
<b>Total Current Assets</b>	<b>10,582</b>	<b>15,188</b>	<b>19,710</b>
<b>Total Assets</b>	<b>10,636</b>	<b>15,598</b>	<b>20,073</b>

**Cash Flow Statement**

(Rs in crore)

Particulars	FY17	FY18	FY19
Profit Before Tax	572	919	1,332
Adjustment	1,063	1,530	2,225
Changes In working Capital	-3,028	-4,376	-4,548
Cash Flow after changes in Working Capital	-1,394	-1,927	-991
Interest Paid	-502	-692	-895
Tax Paid	-339	-258	-479
<b>Cash From Operating Activities</b>	<b>-2,235</b>	<b>-2,877</b>	<b>-2,365</b>
Purchase of Fixed Assets	-2	-36	-93
Sale of Fixed Assets	0	0	0
Purchase of Investment	-1,270	-1,430	-766
Sale of Investments	1,270	1,431	765
Interest Income	0	3	21
<b>Cash Flow from Investing Activities</b>	<b>-1</b>	<b>-31</b>	<b>-72</b>
Increase / (Decrease) in Loan Funds	2,343	3,044	2,306
Proceeds from Issue of Equity Share Capital	-	-	470
Equity Dividend Paid	-79	-79	-
Income tax on dividend paid	-16	-16	-
Other Financial Activities	-4	-14	-35
<b>Cash from Financing Activities</b>	<b>2,244</b>	<b>2,935</b>	<b>2,741</b>
Net Cash Inflow / Outflow	9	26	304
Opening Cash & Cash Equivalent	274	283	473
Cash on Amalgamation/Take over/Merger	-	163	-
<b>Closing Cash &amp; Cash Equivalent</b>	<b>283</b>	<b>473</b>	<b>777</b>

**Disclosures & Disclaimer**

Ventura Securities Limited (VSL) is a SEBI registered intermediary offering broking, depository and portfolio management services to clients. VSL is a member of BSE and NSE. VSL is a depository participant of NSDL. VSL states that no disciplinary action whatsoever has been taken by SEBI against it in last five years except administrative warning issued in connection with technical and venial lapses observed while inspection of books of accounts and records. Ventura Guaranty Limited is the holding Company of VSL; Ventura Commodities Limited and Ventura Allied Services Private Limited are subsidiaries of VSL. Research Analyst (RA) involved in the preparation of this research report and VSL, disclose that neither RA nor VSL nor its associates (i) have any financial interest in the company which is the subject matter of this research report (ii) holds ownership of one percent or more in the securities of subject company (iii) have any material conflict of interest at the time of publication of this research report (iv) have received any compensation from the subject company in the past twelve months (v) have managed or co-managed public offering of securities for the subject company in past twelve months (vi) have received any compensation for investment banking, merchant banking or brokerage services from the subject company in the past twelve months (vii) have received any compensation for products or services from the subject company in the past twelve months (viii) have received any compensation or other benefits from the subject company or third party in connection with the research report. RA involved in the preparation of this research report discloses that he / she has not served as an officer, director or employee of the subject company. RA involved in the preparation of this research report and VSL discloses that they have not been engaged in the market making activity for the subject company. Our sales people, dealers, traders and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein. We may have earlier issued or may issue in future, reports on the companies covered herein with recommendations/ information inconsistent or different than those made in this report. In reviewing this document, you should be aware that any or all of the foregoing, among other things, may give rise to or potential conflicts of interest. We may rely on information barriers, such as "Chinese Walls" to control the flow of information contained in one or more areas within us, or other areas, units, groups or affiliates of VSL. This report is for information purposes only and this document/material should not be construed as an offer to sell or the solicitation of an offer to buy, purchase or subscribe to any securities, and neither this document nor anything contained herein shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. This document does not solicit any action based on the material contained herein. It is for the general information of the clients / prospective clients of VSL. VSL will not treat recipients as clients by virtue of their receiving this report. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of clients / prospective clients.

Similarly, this document does not have regard to the specific investment objectives, financial situation/circumstances and the particular needs of any specific person who may receive this document. The securities discussed in this report may not be suitable for all investors. The appropriateness of a particular investment or strategy will depend on an investor's individual circumstances and objectives. Persons who may receive this document should consider and independently evaluate whether it is suitable for his/ her/their particular circumstances and, if necessary, seek professional/financial advice. And such person shall be responsible for conducting his/her/their own investigation and analysis of the information contained or referred to in this document and of evaluating the merits and risks involved in the securities forming the subject matter of this document. The projections and forecasts described in this report were based upon a number of estimates and assumptions and are inherently subject to significant uncertainties and contingencies. Projections and forecasts are necessarily speculative in nature, and it can be expected that one or more of the estimates on which the projections and forecasts were based will not materialize or will vary significantly from actual results, and such variances will likely increase over time. All projections and forecasts described in this report have been prepared solely by the authors of this report independently for the Company. These projections and forecasts were not prepared with a view toward compliance with published guidelines or generally accepted accounting principles. No independent accountants have expressed an opinion or any other form of assurance on these projections or forecasts. You should not regard the inclusion of the projections and forecasts described herein as a representation or warranty by VSL, its associates, the authors of this report or any other person that these projections or forecasts or their underlying assumptions will be achieved. For these reasons, you should only consider the projections and forecasts described in this report after carefully evaluating all of the information in this report, including the assumptions underlying such projections and forecasts. The price and value of the investments referred to in this document/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. Actual results may differ materially from those set forth in projections. Forward-looking statements are not predictions and may be subject to change without notice. We do not provide tax advice to our clients, and all investors are strongly advised to consult regarding any potential investment. VSL and the RA involved in the preparation of this research report and its associates accept no liabilities for any loss or damage of any kind arising out of the use of this report. This report/document has been prepared by VSL, based upon information available to the public and sources believed to be reliable. No representation or warranty, express or implied is made that it is accurate or complete. VSL has reviewed the report and, in so far as it includes current or historical information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed. The opinions expressed in this document/material are subject to change without notice and have no obligation to tell you when opinions or information in this report change. This report or recommendations or information contained herein do/does not constitute or purport to constitute investment advice in publicly accessible media and should not be reproduced, transmitted or published by the recipient. The report is for the use and consumption of the recipient only. This publication may not be distributed to the public /used by the public media without the express written consent of VSL. This report or any portion hereof may not be printed, sold or distributed without the written consent of VSL. This document does not constitute an offer or invitation to subscribe for or purchase or deal in any securities and neither this document nor anything contained herein shall form the basis of any contract or commitment whatsoever. This document is strictly confidential and is being furnished to you solely for your information, may not be distributed to the press or other media and may not be reproduced or redistributed to any other person. The opinions and projections expressed herein are entirely those of the author and are given as a part of the normal research activity of VSL and are given as of this date and are subject to change without notice. Any opinion, estimate or projection herein constitutes a view as of the date of this report and there can be no assurance that future results or events will be consistent with any such opinions, estimates or projection. This document has not been prepared by or in conjunction with or on behalf of or at the instigation of, or by arrangement with the company or any of its directors or any other person. Information in this document must not be relied upon as having been authorized or approved by the company or its directors or any other person. Any opinions and projections contained herein are entirely those of the authors. Neither the company nor its directors or any other person accepts any liability whatsoever for any loss arising from any use of this document or its contents or otherwise arising in connection therewith. The information contained herein is not intended for publication or distribution or circulation in any manner whatsoever and any unauthorized reading, dissemination, distribution or copying of this communication is prohibited unless otherwise expressly authorized. Please ensure that you have read "Risk Disclosure Document for Capital Market and Derivatives Segments" as prescribed by Securities and Exchange Board of India before investing in Securities Market.

**Ventura Securities Limited**

Corporate Office: 8<sup>th</sup> Floor, 'B' Wing, I Think Techno Campus, Pokhran Road No. 02, Off Eastern Express Highway, Thane (West), 400 607

**SEBI Registration No.: INH000001634**