

Repro Home Finance

Estimate change	↔
TP change	↑
Rating change	↔

CMP: INR418 **TP: INR465 (+11%)** **Neutral**

Muted loan growth; reported NIM contracts ~30bp QoQ

Bloomberg	REPCO IN
Equity Shares (m)	63
M.Cap.(INRb)/(USDb)	26.2 / 0.3
52-Week Range (INR)	595 / 308
1, 6, 12 Rel. Per (%)	0/-13/-28
12M Avg Val (INR M)	107
Free float (%)	REPCO IN

Financials & Valuations (INR b)

Y/E March	FY25	FY26E	FY27E
NII	6.8	7.3	8.0
PPP	5.5	6.0	6.5
PAT	4.4	4.4	4.7
EPS (INR)	70.2	69.6	74.9
EPS Gr. (%)	11	-1	8
BV/Sh. (INR)	530	595	665

Ratios

NIM (%)	5.0	4.9	4.9
C/I ratio (%)	27.5	27.9	27.7
RoAA (%)	3.1	2.8	2.8
RoE (%)	14.2	12.4	11.9
Payout (%)	5.7	6.5	6.7

Valuation

P/E (x)	6.0	6.0	5.6
P/BV (x)	0.8	0.7	0.6
P/ABV (x)	0.8	0.7	0.7
Div. Yield (%)	1.0	1.1	1.2

Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	37.1	37.1	37.1
DII	21.1	20.6	19.6
FII	11.2	12.5	14.0
Others	30.5	29.8	29.3

FII Includes depository receipts

PPOP miss; PAT in line, led by provision writebacks; asset quality improves

- Repro Home Finance (Repro)'s 4QFY25 PAT grew 6% YoY to INR1.1b (in line). FY25 PAT rose ~11% YoY to INR4.4b. NII in 4QFY25 grew ~5% YoY to ~INR1.7b (~7% miss). Other income increased 30% YoY to INR184m. Opex rose ~21% YoY to INR584m (~5% higher than MOFSLe).
- PPOP grew ~2% YoY to INR1.3b (~13% miss). Provision writebacks stood at INR233m, translating into annualized credit costs of -65bp during the quarter (PY: -30bp and PQ: 1bp).
- GNPA declined ~60bp QoQ to 3.25%, and NNPA dipped ~20bp QoQ to 1.3%. Repro reduced PCR on S3 loans by ~220bp QoQ to ~60%. It highlighted that asset quality witnessed notable improvement during the year, supported by the execution of four SARFAESI auctions and multiple special OTS schemes. Additionally, the company strengthened its collections infrastructure by onboarding 70+ dedicated recovery personnel.
- Home loans grew ~5% YoY, while other mortgage loans (including top-ups, CRE, and LAP) rose ~14% YoY. Management has guided for disbursements of INR40b in FY26, leading to an expected AUM growth of ~12% YoY. Additionally, the company outlined its long-term target of reaching an AUM of INR250b by FY28, supported by accelerated disbursement momentum and expansion initiatives.
- Repro's valuation at ~0.6x FY27E P/BV is indeed attractive, but we believe that the company will continue to fall short of its loan growth guidance because of 1) its inability to scale up loan growth in core home loans and 2) too much focus on improving asset quality and profitability, which is detrimental to loan growth.
- We broadly retain our FY26/FY27 EPS estimates. We model a loan/PAT CAGR of ~9%/3% over FY25-FY27E. For an RoA/RoE of 2.8%/12% in FY27E, **we reiterate our Neutral rating** on the stock with our revised TP of INR465 (based on 0.7x Mar'27E BVPS).

Loan growth remains subdued; disbursements rise 9% YoY

- Disbursements grew ~9% YoY to INR9.8b in 4QFY25. The loan book grew ~7% YoY to ~INR145b. Run-offs were higher, with repayment rates increasing ~85bp YoY to ~18% (PY: ~17.2%).
- The proportion of non-salaried customers remained broadly stable at ~52%. The proportion of non-mortgage loans rose to ~27% (PY: ~25%).
- Management highlighted that it has undertaken several initiatives to curb prepayments and BT-outs, and expressed confidence in meeting its disbursement and AUM growth targets for FY26. However, we estimate slightly lower loan growth of 9%/10% in FY26/FY27.

Reported NIM dips ~30bp QoQ due to yield compression

- Reported yields declined ~40bp QoQ to ~12.2%, while reported CoF was stable QoQ at ~8.9%, leading to ~40bp QoQ dip in spreads to ~3.3%. Reported NIM contracted ~30bp QoQ to 5.2%.
- The cost-to-income ratio rose ~4pp QoQ to ~31%. (PY: ~27% / PQ: ~27%).

Abhijit Tibrewal - Research Analyst (Abhijit.Tibrewal@MotilalOswal.com)

Research Analyst: Nitin Aggarwal (Nitin.Aggarwal@MotilalOswal.com) | Raghav Khemani (Raghav.Khemani@MotilalOswal.com)

Investors are advised to refer through important disclosures made at the last page of the Research Report.

- Management highlighted that it has received a refinance sanction of INR1.5b from NHB, which it plans to avail before Jun'25. We model a NIM of 4.9% each for FY26/FY27 (vs. 5% in FY25), primarily due to a moderation in its yields because of higher competitive intensity in a declining interest rate environment.

Key highlights from the management commentary

- Management shared that over the past three years, the company has disbursed INR90b, which has a GNPA of ~0.7%. It emphasized that the quality of the new book, built over the last three years, remains strong, and no significant incremental GNPA's are expected from this portfolio.
- Repco acknowledged that the E-Khata issue in Karnataka persists; however, the impact has moderated. It also noted an improvement in business performance in Karnataka during 4Q compared to 3QFY25.
- To diversify the funding sources, the company plans to raise INR10-15b via NCDs and CPs, with INR1b of CP and INR1b-INR1.5b of NCD raise targeted for the next quarter.

Valuation and view

- Repco's performance during the quarter was hurt by muted loan growth, despite a marginal uptick in disbursements. However, asset quality continued to improve, reflecting the company's focus on building a high-quality portfolio.
- We will continue to focus on the management's ability to deliver on the guided metrics of loan growth and profitability. Like in the last fiscal year, we expect credit costs to remain benign due to recoveries from NPA and the written-off pool.
- Although the risk-reward appears favorable at the current valuation of ~0.6x FY27E P/BV, we believe that the company will have to start delivering stronger loan growth in its core home loan product to command higher valuations. We reiterate our **Neutral rating with a TP of INR465 (based on 0.7x Mar'27E BVPS)**.

Quarterly performance

(INR m)

Y/E March	FY24				FY25				FY24	FY25	4Q FY25E	Act v/s est(%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Interest Income	3,572	3,770	3,787	3,831	4,007	4,051	4,258	4,166	14,960	16,482	4,303	-3
Interest Expenses	2,026	2,075	2,153	2,203	2,330	2,396	2,475	2,458	8,456	9,659	2,472	-1
Net Income	1,546	1,695	1,635	1,628	1,677	1,656	1,783	1,708	6,504	6,823	1,831	-7
YoY Growth (%)	16.5	23.6	17.8	10.5	8.5	-2.3	9.0	4.9	17.0	4.9	12.5	
Other income	93	69	145	141	155	229	196	184	448	764	218	-16
Total Income	1,639	1,765	1,779	1,769	1,833	1,884	1,978	1,892	6,952	7,587	2,050	-8
YoY Growth (%)	15.7	18.9	18.7	11.9	11.8	6.8	11.2	6.9	16.2	9.1	15.8	
Operating Expenses	392	426	410	483	452	517	535	584	1,710	2,088	554	5
YoY Growth (%)	15.7	24.4	2.9	27.6	15.4	21.2	30.5	21.0	17.3	22.1	14.8	
Operating Profits	1,247	1,338	1,370	1,287	1,380	1,367	1,443	1,308	5,242	5,499	1,496	-13
YoY Growth (%)	15.7	17.3	24.5	6.9	10.7	2.2	5.4	1.6	15.9	4.9	16.2	
Provisions	50	16	29	-100	14	-160	3	-233	-5	-376	-37	-
Profit before Tax	1,198	1,322	1,341	1,387	1,366	1,528	1,440	1,541	5,247	5,875	1,532	1
Tax Provisions	307	341	346	306	312	403	375	392	1,300	1,481	378	4
Profit after tax	891	981	994	1,081	1,054	1,125	1,066	1,149	3,947	4,394	1,155	0
YoY Growth (%)	43.5	37.9	23.1	31.6	18.4	14.7	7.2	6.4	33.3	11.3	6.8	
Loan growth (%)	6.7	7.1	8.1	8.5	8.3	8.1	7.4	7.2	9.0	8.2	7.1	
Cost to Income Ratio (%)	23.9	24.2	23.0	27.3	24.7	27.4	27.0	30.9	24.6	27.5	27.0	
Tax Rate (%)	25.6	25.8	25.8	22.1	22.8	26.3	26.0	25.4	24.8	25.2	24.7	
Key Parameters (%)												
Yield on loans (Cal)	11.4	11.8	11.6	11.5	11.8	11.7	12.1	11.6	12.0	12.1		
Cost of funds (Cal)	8.2	8.3	8.4	8.4	8.6	8.6	8.8	8.8	8.2	8.8		
Spreads (Cal)	3.2	3.5	3.2	3.1	3.2	3.1	3.3	2.8	3.8	3.3		
NIM (Reported)	5.1	5.4	5.3	5.1	5.1	5.1	5.5	5.2	5.2	5.0		
Credit Cost	0.16	0.05	0.09	-0.30	0.04	-0.46	0.01	-0.65	0.0	-0.3		
Cost to Income Ratio	23.9	24.2	23.0	27.3	24.7	27.4	27.0	30.9	24.6	27.5		
Tax Rate	25.6	25.8	25.8	22.1	22.8	26.3	26.0	25.4	24.8	25.2		
Balance Sheet												
AUM (INR B)	126.6	129.2	131.9	135.1	137.0	139.6	141.6	144.9	135.1	144.9		
Change YoY (%)	6.7	7.1	8.1	8.5	8.3	8.1	7.4	7.2	8.5	7.2		
AUM Mix (%)												
Non-Salaried	51.8	51.0	51.3	51.4	51.6	51.8	52.1	52.2	51.8	51.0		
Salaried	48.2	49.0	48.7	48.6	48.4	48.2	47.9	47.8	48.2	49.0		
AUM Mix (%)												
Home loans	76.9	76.2	75.6	74.7	74.3	73.8	74.0	73.0	74.7	73.0		
LAP	23.1	23.8	24.4	25.3	25.7	26.2	26.0	27.0	25.3	27.0		
Disbursements (INR B)	6.8	8.0	7.6	8.9	6.8	8.7	7.6	9.8	31.3	32.8		
Change YoY (%)	6.6	6.9	9.0	7.1	-0.6	8.8	0.3	9.0	7.4	4.8		
Borrowings (INR B)	99.1	100.5	103.6	107.0	109.1	114.6	110.8	111.5	107.0	111.4		
Change YoY (%)	6.4	4.3	7.9	7.9	10.2	14.1	6.9	4.2	7.9	4.1		
Loans/Borrowings (%)	127.8	128.6	127.3	126.3	125.5	121.8	127.8	130.0	126.3	130.1		
Borrowings Mix (%)												
Banks	74.1	75.6	77.7	79.2	79.8	81.4	82.2	82.9	74.1	75.6		
NHB	14.9	13.1	12.0	10.8	10.6	9.5	8.5	7.9	14.9	13.1		
Repco Bank	11.0	11.4	10.3	10.0	9.6	9.1	9.3	9.2	11.0	11.4		
NCD	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0		
CP	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0		
Asset Quality												
GS 3 (INR B)	6.9	6.4	6.2	5.5	5.8	5.5	5.5	4.7	5.5	4.7		
Gross Stage 3 (% on Assets)	5.5	4.9	4.69	4.1	4.3	3.96	3.86	3.26	4.1	3.3		
NS 3 (INR B)	3.4	2.72	2.47	1.92	2.23	2.17	2.09	1.91	1.9	1.9		
Net Stage 3 (% on Assets)	2.8	2.2	1.95	1.5	1.7	1.61	1.53	1.4	1.5	1.4		
PCR (%)	51.4	57.4	60.1	65.2	61.8	60.7	61.8	59.6	65.2	59.6		
Return Ratios (%)												
ROA (Rep)	2.8	3.1	3.1	3.2	3.1	3.3	3.1	3.3	3.0	3.1		
ROE (Rep)	15.8	16.1	15.8	16.5	16.3	16.0	14.6	15.1	14.6	14.2		

E: MOFSL Estimates



Highlights from the management commentary

Guidance

- Guided for AUM growth of 12% in FY26 and targets to reach AUM of INR162b by FY26.
- Disbursement target for FY26 is INR40b
- Aims to reduce Gross NPA below 2.5%; NNPA to be reduced to below 1%.
- Spread is expected to be maintained at 3.2%; RoA is guided at 3.1%.
- Guided 14 new branches in FY26, taking the total to 247.
- Long-term AUM target of INR250b by FY28 through accelerated growth.
- The company will focus on increasing non-Tamil Nadu disbursements during the year.
- Anticipates the cost-to-income ratio to improve during the year
- Expects to engage with credit rating agencies for a credit rating upgrade during the year.
- Guided for Credit costs of INR100-120m in FY26

Asset quality and recovery

- Gross NPA reduced to 3.25% as of Mar'25, from 4.1% in Mar'24, due to enhanced recovery efforts like auction and OTS schemes.
- Stage 2 assets declined by INR1.5b and now stand at INR14b.
- Net NPA currently stands at 1.32%; the company targets to reduce it below 1% by Mar'26.
- The company highlighted that asset quality was improved during the year, led by four SARFAESI auctions and special OTS schemes which were executed during the year. The company also hired 73 employees dedicated to collections.
- The company will create a recovery vertical, which will be supported by the legal team. Additionally, the company will conduct monthly auctions going forward, which will further improve the asset quality.
- It will appoint an additional GM to oversee recovery, along with empaneled recovery agents.
- In the last 3 years, the company has disbursed INR90b in the new loan book and has seen NPAs of 0.7%. The company highlighted that the quality of the new loan book is better and does not expect any significant GNPA from the same.
- The company aims to increase PCR during the year. It expects credit costs of INR100-120m in FY26.

AUM growth and disbursements

- E-Khata issue is still there in Karnataka, however, it has moderated a bit, and the company has been able to do better business in Mar'25 as compared to Dec'24.
- The company has appointed a state-level resource in Gujarat and expects the business to pick up. It has already started improving in Feb and Mar'25.
- In Kerala, there are again manpower issues. Once that is resolved, the growth will pick up in the state.
- The company has taken a lot of initiatives to reduce pre-payments and BT-outs and is confident of achieving disbursements of INR40b in FY26. The sourcing channels of the company are improving as well.

Borrowings and cost of funds

- Total borrowings as of Mar'25 stood at INR111b
- Repco received INR1.5b sanction from NHB in FY25 after a gap of three years. The company aims to avail this sanction in the coming quarter.
- NHB's contribution is 7.85% of total borrowings, banks contribute 83%, and Repco Bank accounts for 9.2%.
- The company plans to apply for INR5-7b of additional refinance from NHB post Sept'25 and is confident of getting the same.
- To diversify the funding sources, the company plans to raise INR10-15b via NCDs and CPs, with INR1b of CP and INR1.0-INR1.5b of NCD targeted for the next quarter.
- The company acknowledged the higher cost of NCDs/CPs but emphasized that it is important to diversify borrowing sources.
- The company will pass on the benefits of the cost of borrowings to its borrowers.

Financial highlights

- Disbursements of INR9.8b in 4QFY25 grew 9% YoY. Sanctions stood at INR1.1b in 4QFY25.
- The company disbursed INR35b and sanctioned INR33b in FY25. This has been the highest disbursement in the recent past by the company
- AUM stood at INR145b as of Mar'25, grew 7% YoY
- The ratio of salaried and self-employed customers was stable at 52:48 as of Mar'25
- The new loan book showed strong growth, and NPAs in the new loan books remained low.

Branch expansion

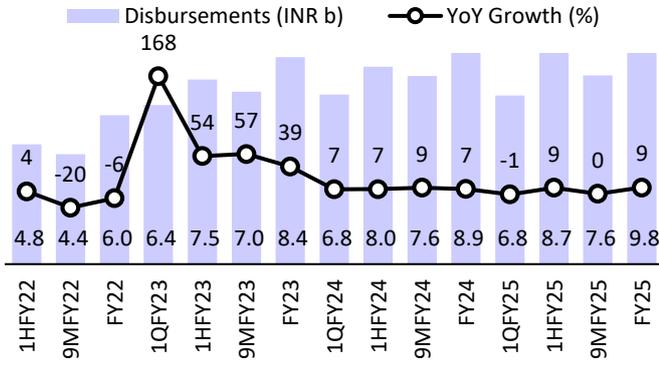
- 31 new branches were added in FY25, taking the total to 233 (including 44 satellite centers).
- Expansion is focused outside Tamil Nadu, especially in Andhra Pradesh, Telangana, and western regions.
- The company is focusing on urban-oriented sourcing, DSA channels, and builder market partnerships.
- DSA pay-outs aligned with industry benchmarks at 1.2% per file for individual DSA.

Technology improvements

- New LMS and loan collection systems are now operational.
- Mobile apps for field staff and sales officers have been rolled out.
- Business Rule Engine (BRE) to be integrated for automated decision-making.
- Systems implemented over the past 1–2 quarters are now stable and performing well.
- Employee training and tech upgrades are ongoing.

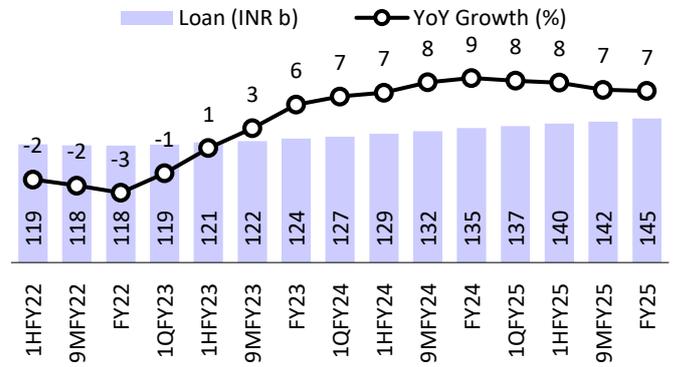
Key exhibits

Exhibit 1: Disbursements grew ~9% YoY



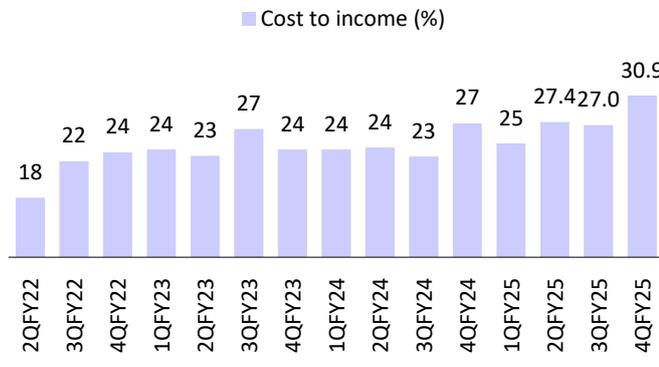
Source: MOFSL, Company

Exhibit 2: Loan book grew 7% YoY



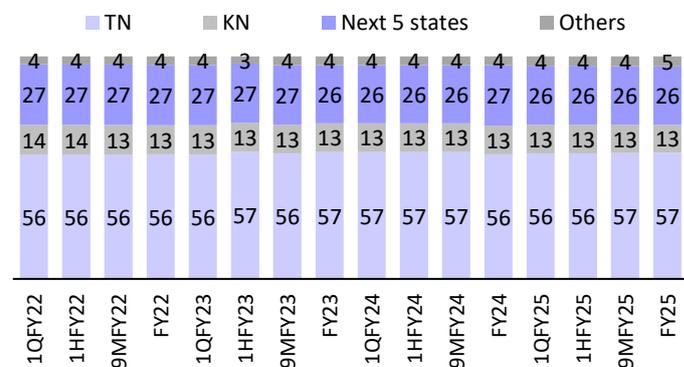
Source: MOFSL, Company;

Exhibit 3: C/I ratio rose ~4pp QoQ



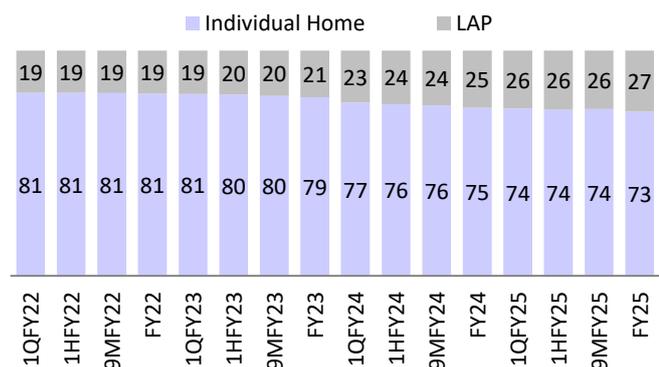
Source: MOFSL, Company

Exhibit 4: Geographical loan mix (%)



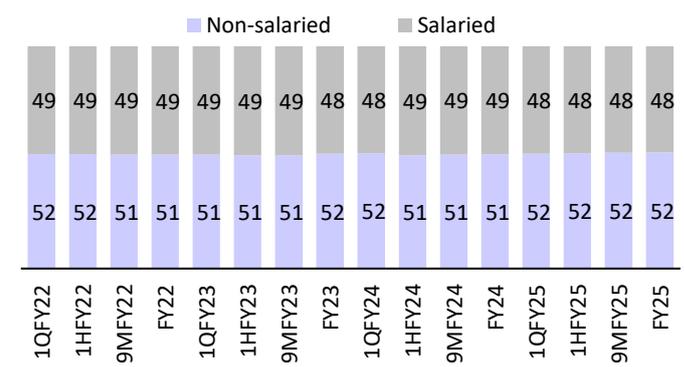
Source: MOFSL, Company

Exhibit 5: Share of home loans declined QoQ



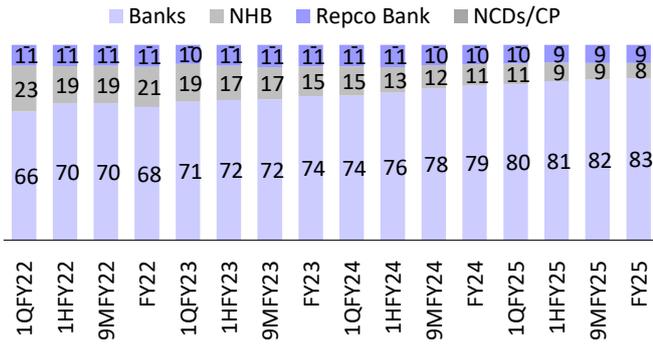
Source: MOFSL, Company

Exhibit 6: Share of salaried customers stable QoQ (%)



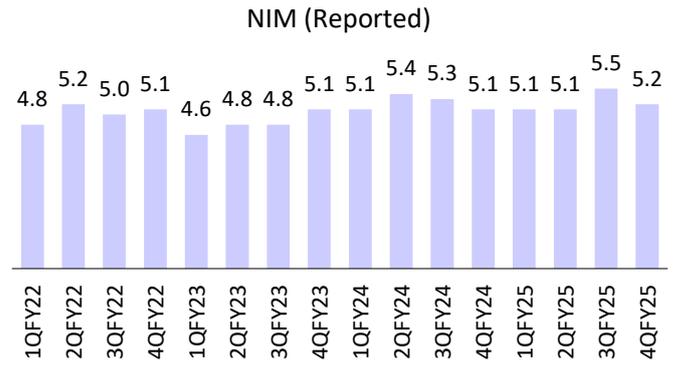
Source: MOFSL, Company

Exhibit 7: Bank borrowings in the mix rose ~75bp QoQ (%)



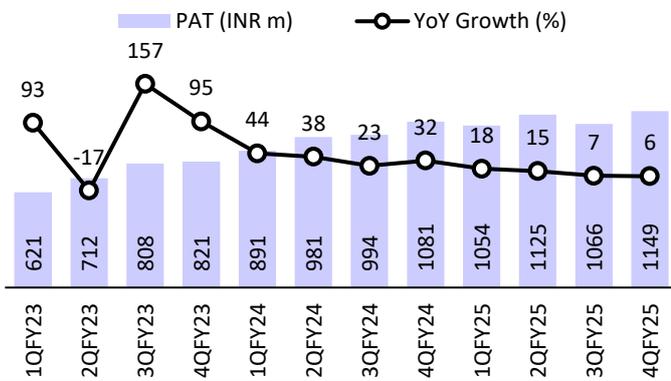
Source: MOFSL, Company

Exhibit 8: NIM (reported) dipped ~30bp QoQ to 5.2%



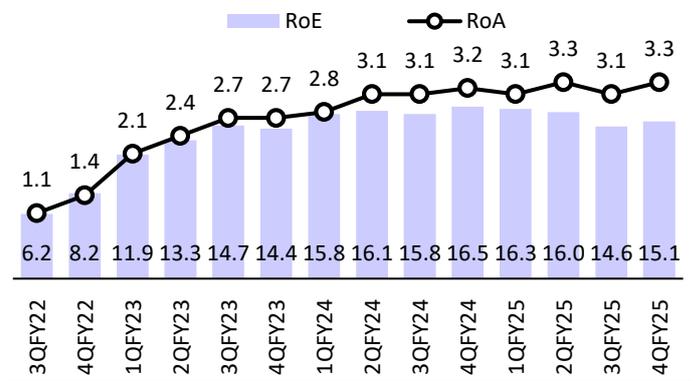
Source: MOFSL, Company, Reported

Exhibit 9: PAT grew ~6% YoY to INR1.1b



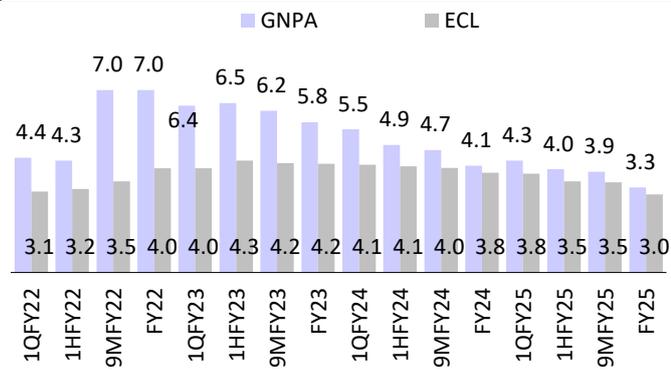
Source: MOFSL, Company

Exhibit 10: RoE/RoA trends (%)



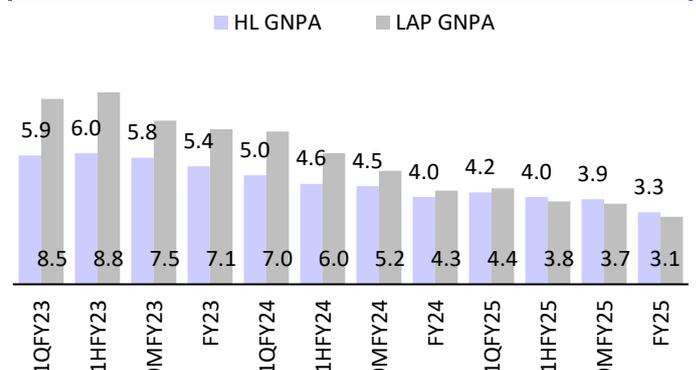
Source: MOFSL, Company

Exhibit 11: GNPA improved QoQ to 3.3%, while ECL/EAD declined to ~3%



Source: MOFSL, Company;

Exhibit 12: GNPA in LAP segment improved ~60bp QoQ (%)



Source: MOFSL, Company;

Valuation and view

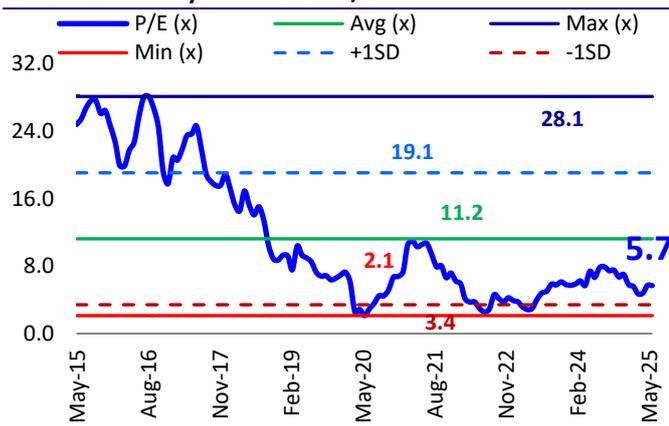
- Repco's performance during the quarter was hurt by muted loan growth, despite a marginal uptick in disbursements. However, asset quality continued to improve, reflecting the company's focus on building a high-quality portfolio.
- We will continue to focus on the management's ability to deliver on the guided metrics of loan growth and profitability. Like in the last fiscal year, we expect credit costs to remain benign due to recoveries from NPA and the written-off pool.
- Although the risk-reward appears favorable at the current valuation of ~0.6x FY27E P/BV, we believe that the company will have to start delivering stronger loan growth in its core home loan product to command higher valuations. We reiterate our **Neutral rating with a TP of INR465 (based on 0.7x Mar'27E BVPS)**.

Exhibit 13: We keep our FY26/FY27 EPS estimates broadly unchanged

INR b	Old Est.		New Est.		Change (%)	
	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
NII	7.4	8.1	7.3	8.0	-0.9	-1.6
Other Income	0.9	1.0	0.9	1.0	4.3	2.4
Total Income	8.3	9.1	8.3	9.0	-0.3	-1.1
Operating Expenses	2.2	2.3	2.3	2.5	4.7	6.6
Operating Profits	6.1	6.8	6.0	6.5	-2.1	-3.8
Provisions	0.2	0.4	0.1	0.3	-	-
PBT	5.8	6.4	5.8	6.3	-0.4	-1.9
Tax	1.5	1.6	1.5	1.6	0.4	-1.1
PAT	4.4	4.8	4.4	4.7	-0.7	-2.2
Loan book	154	168	155	171	1.0	1.5
NIM (%)	5.0	5.0	4.9	4.9		
Spreads (%)	3.4	3.4	3.2	3.1		
ROAA (%)	2.8	2.8	2.8	2.8		
RoAE (%)	12.5	12.1	12.4	11.9		

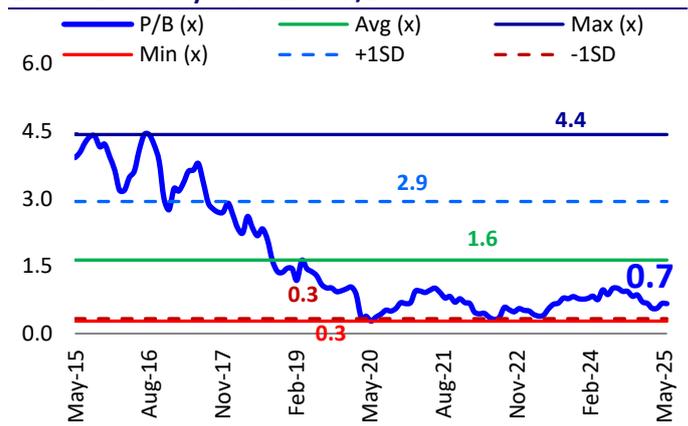
Source: MOFSL, Company

Exhibit 14: One-year forward P/E



Source: MOFSL, Company

Exhibit 15: One-year forward P/B



Source: MOFSL, Company

Financials and valuations

Income statement									(INR m)
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Interest Income	11,634	13,174	13,518	12,804	12,570	14,960	16,482	17,254	18,745
Interest Expended	7,200	8,250	8,072	6,899	7,011	8,456	9,659	9,929	10,732
Net Interest Income	4,434	4,924	5,446	5,905	5,560	6,504	6,823	7,325	8,013
Change (%)	1.7	11.0	10.6	8.4	-5.8	17.0	4.9	7.4	9.4
Other Operating Income	318	337	404	262	421	448	764	932	1,025
Net Income	4,752	5,261	5,850	6,166	5,981	6,952	7,587	8,257	9,038
Change (%)	3.1	10.7	11.2	5.4	-3.0	16.2	9.1	8.8	9.5
Operating Expenses	984	1,065	1,144	1,241	1,458	1,710	2,088	2,305	2,504
Operating Income	3,768	4,196	4,706	4,926	4,523	5,242	5,499	5,952	6,534
Change (%)	-1.4	11.4	12.1	4.7	-8.2	15.9	4.9	8.2	9.8
Provisions/write offs	170	594	808	2,331	516	-5	-376	130	266
PBT	3,598	3,602	3,898	2,595	4,008	5,247	5,875	5,822	6,268
Extraordinary Items	0	0	0	0	0	0	0	0	0
PBT after EO	3,598	3,602	3,898	2,595	4,008	5,247	5,875	5,822	6,268
Tax	1,252	798	1,022	680	1,047	1,300	1,481	1,467	1,580
Tax Rate (%)	34.8	22.2	26.2	26.2	26.1	24.8	25.2	25.2	25.2
DTL on Special Reserve									
PAT	2,346	2,804	2,876	1,915	2,961	3,947	4,394	4,355	4,688
Change (%)	16.7	19.5	2.6	-33.4	54.6	33.3	11.3	-0.9	7.7
PAT adjusted for EO	2,346	2,804	2,876	1,915	2,961	3,947	4,394	4,355	4,688
Change (%)	16.7	19.5	2.6	-33.4	54.6	33.3	11.3	-0.9	7.7
Proposed Dividend	181	181	156	157	169	188	250	281	313

Balance sheet

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Capital	626	626	626	626	626	626	626	626	626
Reserves & Surplus	14,648	17,243	19,967	21,730	24,536	28,314	32,510	36,584	40,959
Net Worth	15,274	17,869	20,593	22,356	25,162	28,940	33,136	37,209	41,585
Loans from Banks	0	0	0	0	0	0	0	0	0
Bonds/Debentures	0	0	0	0	0	0	0	0	0
Borrowings	92,774	1,01,090	1,01,974	96,920	99,241	1,07,010	1,11,391	1,22,234	1,33,282
Borrowings	92,774	1,01,090	1,01,974	96,920	99,241	1,07,010	1,11,391	1,22,234	1,33,282
Change (%)	14.1	9.0	0.9	-5.0	2.4	7.8	4.1	9.7	9.0
Other liabilities	1,522	987	1,093	698	832	1,103	1,496	1,870	2,244
Total Liabilities	1,09,570	1,19,946	1,23,659	1,19,974	1,25,234	1,37,053	1,46,022	1,61,313	1,77,110
Loans	1,08,379	1,15,884	1,18,356	1,12,918	1,19,622	1,30,371	1,41,092	1,55,119	1,70,874
Change (%)	12.3	6.9	2.1	-4.6	5.9	9.0	8.2	9.9	10.2
Investments	363	321	345	440	477	494	2,112	1,690	1,605
Change (%)	51.5	-11.6	7.4	27.7	8.4	3.4	328.0	-20.0	-5.0
Net Fixed Assets	155	372	314	353	396	576	807	1,009	1,211
Other assets	673	3,369	4,645	6,263	4,740	5,612	2,011	3,495	3,421
Total Assets	1,09,570	1,19,946	1,23,659	1,19,974	1,25,234	1,37,053	1,46,022	1,61,313	1,77,110

E: MOFSL Estimates

Financials and valuations

Ratios

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Spreads Analysis (%)									
Avg Yield on Loans	11.4	11.7	11.5	11.1	10.8	12.0	12.1	11.7	11.5
Avg. Cost of Borrowings	8.3	8.5	8.0	6.9	7.1	8.2	8.8	8.5	8.4
Interest Spread	3.1	3.2	3.6	4.1	3.6	3.7	3.2	3.0	3.0
Net Interest Margin	4.3	4.4	4.6	5.1	4.8	5.2	5.0	4.9	4.9
Profitability Ratios (%)									
RoE	16.5	16.9	15.0	8.9	12.5	14.6	14.2	12.4	11.9
RoA	2.3	2.4	2.4	1.6	2.4	3.0	3.1	2.8	2.8
Int. Expended/Int.Earned	61.9	62.6	59.7	53.9	55.8	56.5	58.6	57.5	57.3
Other Inc./Net Income	6.7	6.4	6.9	4.2	7.0	6.4	10.1	11.3	11.3
Efficiency Ratios (%)									
Op. Exps./Net Income	20.7	20.2	19.6	20.1	24.4	24.6	27.5	27.9	27.7
Empl. Cost/Op. Exps.	59.5	62.4	62.3	63.4	60.3	59.7	57.4	58.3	59.0
Asset Quality (%)									
Gross NPAs	3,258	5,117	4,485	8,198	7,187	5,516	4,729	4,235	4,235
Gross NPAs to Adv.	3.0	4.3	3.7	7.0	5.8	4.1	3.3	2.7	2.4
Net NPAs	1,507	3,287	2,714	5,587	3,621	1,919	1,910	1,525	1,440
Net NPAs to Adv.	1.4	2.8	2.3	4.9	3.0	1.5	1.4	1.0	0.8

VALUATION	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Book Value (INR)	244.1	285.6	329.2	357.1	402.2	462.6	529.7	594.8	664.7
Price-BV (x)		1.5	1.3	1.2	1.0	0.9	0.8	0.7	0.6
EPS (INR)	37.5	44.8	46.0	30.6	47.3	63.1	70.2	69.6	74.9
EPS Growth YoY	16.7	19.5	2.6	-33.4	54.7	33.3	11.3	-0.9	7.7
Price-Earnings (x)		9.3	9.1	13.7	8.8	6.6	6.0	6.0	5.6
Dividend per share (INR)	2.5	2.5	2.5	2.5	2.7	3.0	4.0	4.5	5.0
Dividend yield (%)		0.6	0.6	0.6	0.6	0.7	1.0	1.1	1.2

E: MOFSL Estimates

Investment in securities market are subject to market risks. Read all the related documents carefully before investing

Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	> - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

Disclosures:

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf>

Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>

MOFSL, its associates, Research Analyst or their relatives may have any financial interest in the subject company. MOFSL and/or its associates and/or Research Analyst or their relatives may have actual beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance. MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may have any other potential conflict of interests at the time of publication of the research report or at the time of public appearance, however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

In the past 12 months, MOFSL or any of its associates may have:

- a) received any compensation/other benefits from the subject company of this report
- b) managed or co-managed public offering of securities from subject company of this research report,
- c) received compensation for investment banking or merchant banking or brokerage services from subject company of this research report,
- d) received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company of this research report.

- MOFSL and its associates have not received any compensation or other benefits from the subject company or third party in connection with the research report.
- Subject Company may have been a client of MOFSL or its associates during twelve months preceding the date of distribution of the research report.
- Research Analyst may have served as director/officer/employee in the subject company.
- MOFSL and research analyst may engage in market making activity for the subject company.

MOFSL and its associate company(ies), and Research Analyst and their relatives from time to time may have:

- a) a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein.
- (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures. To enhance transparency, MOFSL has incorporated a Disclosure of Interest Statement in this document. This should, however, not be treated as endorsement of the views expressed in the report. MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report.

Terms & Conditions:

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

Disclosure of Interest Statement	Repco Home Finance
Analyst ownership of the stock	No

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to subject company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Financial Services Limited (SEBI Reg No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

MOTILAL Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and

interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motalal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motalal Oswal Capital Markets Singapore Pte Ltd ("MOCMSPL") (Co. Reg. NO. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act of Singapore. Accordingly, if a Singapore person is not, or ceases to be, such an investor, they must immediately discontinue any use of this Report and inform MOCMSPL.

Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

This report is meant for the clients of Motalal Oswal only.

Investment 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.

Registered Office Address: Motalal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com

Registration details of group entities.: Motalal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412 . AMFI: ARN : 146822. IRDA Corporate Agent – CA0579. Motalal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motalal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.