

# Can Fin Homes

Estimate changes	↑
TP change	↑
Rating change	↔
Bloomberg	CANF IN
Equity Shares (m)	133
M.Cap.(INRb)/(USDb)	111.7 / 1.3
52-Week Range (INR)	898 / 559
1, 6, 12 Rel. Per (%)	6/6/-7
12M Avg Val (INR M)	337

Financials Snapshot (INR b)			
Y/E March	FY25	FY26E	FY27E
NII	13.5	15.9	17.2
PPP	11.5	13.3	14.2
PAT	8.6	10.1	10.6
EPS (INR)	64.4	75.9	79.5
EPS Gr (%)	14	18	5
BVPS (INR)	381	443	509
Ratios (%)			
NIM	3.75	4.00	3.84
C/I ratio	17.1	18.8	20.0
RoAA	2.2	2.3	2.2
RoE	18.2	18.4	16.7
Payout	18.6	17.1	17.6
Valuation			
P/E (x)	13.1	11.1	10.6
P/BV (x)	2.2	1.9	1.7
Div. Yield (%)	1.4	1.5	1.7

Shareholding pattern (%)			
As On	Sep-25	Jun-25	Sep-24
Promoter	30.0	30.0	30.0
DII	23.9	24.5	27.5
FII	12.5	12.1	11.7
Others	33.6	33.4	30.8

FII Includes depository receipts

**CMP: INR839**

**TP: INR915 (+9%)**

**Neutral**

**Steady quarter; reported NIM expands ~20bp QoQ**

**Advances grew ~8% YoY; impact of IT transformation business to be monitored**

- Can Fin Homes' (CANF) PAT for 2QFY26 grew ~19% YoY to ~INR2.5b (~5% beat). PAT grew 16% YoY in 1HFY26 and is expected to rise ~20% YoY in 2HFY26. NII grew 19% YoY to ~INR4b (~8% beat) in 2QFY26, while fees and other income stood at ~INR63m (PY: INR72m).
- Opex rose ~28% YoY to INR762m (~13% higher than MOFSLe). The cost-to-income ratio stood at ~19%. (PQ: ~18%, PY: ~17%). PPoP grew ~16% YoY to INR3.3b (~5% beat). The effective tax rate for the quarter stood at ~24.2% (PQ: 19.4% and PY: ~22.8%). CANF's 2QFY26 RoA/RoE stood at ~2.45%/~18.4%.
- CANF reiterated its FY26 disbursement target of INR105b, though 3Q disbursements are expected to be modestly impacted by the ongoing IT transformation. However, management remains confident of a strong recovery in business momentum in 4Q. It has guided for loan growth of 12-13% in FY26 and ~15% from FY27 onwards.
- Management has raised its FY26 guidance for spreads and NIM to ~2.75% and 3.75%, respectively, supported by continued benefits from a lower cost of funds. It noted that asset repricing continues but with a lag. Management also highlighted that competition in the HFC space remains rational, with no signs of aggressive or irrational pricing behavior.
- We have raised our FY26 EPS estimate by ~5% to factor in higher NIMs and lower credit costs, while keeping our FY27 EPS estimates broadly unchanged. We project an advances/PAT CAGR of ~13% each over FY25-28, with an RoA/RoE of ~2.2%/~17% in FY28.
- CANF, in our view, is a robust franchise with strong moats on the liability side. However, we await: 1) execution on its loan growth guidance, and 2) clarity on potential disruptions (if any) from the tech transformation the company is set to undertake this calendar year, before turning constructive on the stock. **Reiterate our Neutral rating with a TP of INR915 (premised on 1.7x Sep'27E P/BV).**

**Disbursements up ~7% YoY; repayment rate increases**

- CANF's 2QFY26 disbursements grew ~7% YoY to INR25.4b.
- Advances grew ~8% YoY and ~2.3% QoQ to ~INR397b. Annualized run-offs in advances remained elevated at ~17% (PQ: 15.3% and PY: ~15.2%), suggesting a rise in BT-OUTs, likely due to the company not implementing any additional PLR cuts during the quarter.
- Management indicated a sequential increase of ~INR2b in prepayments during the quarter. Of this, ~INR1.2b was attributed to BT-OUTs to other lenders, with ~40% originating from Telangana. The remaining ~INR800m was driven by customers making higher-than-scheduled EMI payments (from their own funds) with these accounts continuing to remain active with CANF.

### Reported NIM expands ~20bp QoQ; bank borrowings rise sequentially

- NIM (reported) rose ~20bp QoQ to ~3.83%, primarily due to a decline in the cost of borrowings. We model an NIM of ~4%/3.8% in FY26/FY27.
- Reported yields were stable QoQ at 10.1%, while CoB declined ~20bp QoQ to 7.3%, leading to reported spreads rising by ~20bp QoQ to 2.8%.
- Bank borrowings during the quarter rose to 57% of the total borrowings (PQ: 53%).

### Asset quality improves; GS3 declines ~5bp QoQ

- Asset quality exhibited minor improvements, with GS3 and NS3 declining ~5bp QoQ each to ~0.95% and ~0.5%, respectively. PCR on stage 3 loans rose ~380bp QoQ to ~48.8%.
- Credit costs were benign and stood at INR31m (vs. MOFSLe of INR140m), resulting in annualized credit costs of ~3bp (PQ: ~27bp and PY: ~15bp).
- Management indicated that credit costs are now expected to be lower than the earlier guidance of ~15bp, supported by a further improvement expected in asset quality in 3Q/4QFY26. We model credit costs of ~11b/15bp for FY26/FY27, respectively.

### Highlights from the management commentary

- GNPA reduction reflects a broad-based improvement across SMA-1, SMA-2, and NPA buckets, with delinquencies declining INR1.3b in 2Q. Management expects an additional ~INR1b reduction in 3Q and further improvement in 4Q, leading to lower credit costs than its initial guidance.
- The company will target disbursements of ~INR25b in 3QFY26, with a temporary moderation expected due to the IT transformation rollout, and aims to ramp up disbursements to ~INR31b in 4QFY26.
- CANF has realized the full benefit of repo rate cuts across its bank borrowings and does not intend to pass on any rate reduction to customers in 3QFY26. However, in the event of further repo rate cuts, it may consider a 10bp PLR reduction for customers.

### Valuation and view

- CANF delivered a mixed performance during the quarter, with earnings beat driven by strong net interest income and lower credit costs. However, loan growth remained subdued despite a ~26% QoQ rise in disbursements, as elevated BT-outs led to higher repayments. Asset quality showed improvement, resulting in benign credit costs, while reported NIM expanded ~20bp QoQ, aided by a sharp decline in the cost of borrowings.
- While disbursements momentum strengthened in 2Q, the ongoing IT transformation may temporarily disrupt disbursement activity in 3QFY26, potentially keeping loan growth muted in the near term.
- CANF has successfully demonstrated its ability to maintain asset quality over the years, and we expect this trend to continue going forward. We estimate a CAGR of 14%/13%/13% in NII/PPOP/PAT over FY25-28, with an RoA of 2.2% and RoE of ~17% in FY28. **Reiterate Neutral with a TP of INR915 (premised on 1.7x Sep'27E P/BV).**

**Quarterly performance**

Y/E March	FY25								FY26E		INR m																				
	1Q		2Q		3Q		4Q		1Q	2Q	3QE	4QE	FY25	FY26E	2Q	Act vs est. (%)															
	Interest Income	9,242	Interest Expenses	6,027	Net Interest Income	3,214	YoY Growth (%)	12.7	Other income	70	Total Income	3,284	YoY Growth (%)	12.8	Operating Expenses	488	YoY Growth (%)	12.3	Operating Profits	2,796	YoY Growth (%)	12.9	Profit before Tax	2,551	YoY Growth (%)	12.5	Tax Provisions	555	Profit after tax	1,996	YoY Growth (%)
Interest Income	9,242	9,553	9,803	9,829	10,111	10,432	10,619	10,890	38,426	42,052	10,262	2	Interest Expenses	6,027	6,155	6,356	6,343	6,483	6,386	6,501	6,737	24,882	26,107	6,503	-2						
Net Interest Income	3,214	3,398	3,447	3,485	3,628	4,046	4,119	4,153	13,544	15,945	3,760	8	YoY Growth (%)	12.7	7.3	4.8	6.3	12.9	19.1	19.5	19.2	7.6	17.7	10.7							
Other income	70	74	58	168	93	63	70	202	370	429	97	-35	Total Income	3,284	3,472	3,506	3,653	3,721	4,109	4,189	4,355	13,915	16,374	3,857	7						
YoY Growth (%)	12.8	7.6	4.4	6.3	13.3	18.3	19.5	19.2	7.6	17.7	11.1		Operating Expenses	488	594	593	707	682	762	805	828	2,382	3,077	677	13						
Operating Expenses	488	594	593	707	682	762	805	828	2,382	3,077	677		YoY Growth (%)	12.3	13.3	20.0	-1.7	39.7	28.4	35.8	17.0	9.6	29.2	14.0							
Operating Profits	2,796	2,878	2,913	2,946	3,039	3,346	3,383	3,528	11,532	13,296	3,180	5	YoY Growth (%)	12.9	6.5	1.7	8.4	8.7	16.3	16.2	19.8	7.2	15.3	10.5							
Provisions	245	137	221	154	263	31	75	63	758	431	140	-78	Profit before Tax	2,551	2,741	2,691	2,792	2,776	3,316	3,308	3,465	10,775	12,865	3,040	9						
Tax Provisions	555	626	570	452	538	801	715	699	2,203	2,753	654	23	Profit after tax	1,996	2,115	2,121	2,339	2,239	2,514	2,594	2,765	8,572	10,112	2,386	5						
YoY Growth (%)	8.8	33.8	6.0	11.9	12.1	18.9	22.3	18.2	14.2	18.0	12.8																				

**Key Parameters (%)**

Yield on loans	10.5	10.6	10.6	10.4	10.5	10.6	10.6	10.5				
Cost of funds	7.5	7.4	7.6	7.4	7.3	7.1	7.1	7.1				
Spread	3.0	3.2	3.1	3.05	3.18	3.51	3.5	3.4				
NIM	3.6	3.77	3.7	3.70	3.77	4.13	4.1	4.0				
Credit cost	0.28	0.15	0.24	0.16	0.27	0.03	0.07	0.06				
Cost to Income Ratio (%)	14.9	17.1	16.9	19.4	18.3	18.6	19.2	19.0				
Tax Rate (%)	21.7	22.8	21.2	16.2	19.4	24.2	21.6	20.2				

**Balance Sheet Parameters**

<b>Loans (INR B)</b>	<b>355.6</b>	<b>365.9</b>	<b>371.6</b>	<b>382.2</b>	<b>387.7</b>	<b>396.6</b>	<b>407.7</b>	<b>423.9</b>				
Growth (%)	9.4	9.7	9.1	9.2	9.0	8.4	9.7	10.9				

**AUM mix (%)**

Home loans	88.9	88.5	88.3	87.8	87.5	86.9						
Non-housing loans	11.1	11.5	11.7	12.2	12.5	13.1						
Salaried customers	71.7	70.9	70.9	70.4	70.3	70.2						
Self-employed customers	28.3	29.1	29.0	29.5	29.6	30.4						
<b>Disbursements (INR B)</b>	<b>18.5</b>	<b>23.8</b>	<b>18.8</b>	<b>24.6</b>	<b>20.2</b>	<b>25.5</b>	<b>26.1</b>	<b>31.5</b>				
Change YoY (%)	-5.7	17.9	0.0	6.1	8.7	6.9	39.0	28.3				

**Borrowing mix (%)**

Banks	56.0	60.0	60.0	52.0	53.0	57.0						
NHB	16.0	14.0	14.0	17.0	17.0	14.0						
Market borrowings	27.0	25.0	25.0	30.0	29.0	28.0						
Deposits	1.0	1.0	1.0	1.0	1.0	1.0						

**Asset Quality**

GNPL (INR m)	3,250	3,200	3,410	3,330	3,780	3,730						
NNPL (INR m)	1,740	1,720	1,870	1,740	2,080	1,910						
GNPL ratio %	0.91	0.88	0.92	0.87	0.98	0.94						
NNPL ratio %	0.49	0.47	0.50	0.46	0.54	0.50						
PCR %	47.0	46.0	45.2	47.7	45.0	48.8						

**Return Ratios (%)**

ROA (Rep)	2.2	2.3	2.3	2.6	2.2	2.4						
ROE (Rep)	17.6	18.0	17.6	18.5	17.6	19.0						

E: MOFSL Estimates



## Highlights from the management commentary

### Guidance

- The company has guided for 12-13% AUM growth in FY26, with plans to accelerate to ~15% loan growth from FY27 onwards.
- Credit costs are expected to remain below 15bp for FY26. The company expects further improvement in asset quality and delinquency trends in 3Q/4QFY26.
- The company has increased its guidance for spreads and margins at 2.75% and 3.75%, respectively, in FY26.
- The company has guided for disbursements of ~INR105b for FY26.
- It expects no major irrational pricing pressure in the market from HFCs; competitive intensity remains rational.
- Most of the benefits of repo rate cuts have already been reflected in the cost of borrowings, with only minor benefits expected from NHB borrowings in the coming quarters.

### Business Performance

- CANF achieved record disbursements of INR25.4b in 2QFY26, marking its first time crossing this milestone. Disbursements in 1QFY26 had also surpassed INR20b for the first time, reflecting a strong business momentum.
- The company continues to maintain a healthy disbursement pipeline, supported by strong traction in key southern markets.
- Karnataka and Telangana posted robust performances.
- Karnataka witnessed INR2.7b in disbursements in Sep'25 (vs. INR2.78b in Sep'24). The Karnataka government's approval allowing B-Khata properties to be converted to E-Khata and faster 15-day registration timelines for E-khata registrations is expected to further support the disbursement momentum.
- Telangana continues to recover gradually with disbursements improving each month, and the company expects the region to turn fully positive by 4QFY26.
- North and West zones posted 30% and 25% growth, respectively, during the quarter, reflecting broader regional traction.
- Average monthly disbursements in Karnataka in 2Q were INR2.6b, with Sep'25 reaching INR2.7b.
- The company aims for INR25b disbursements in 3QFY26, as the IT transformation rollout may temporarily moderate disbursements in 3Q. Subsequently, in 4QFY26, it expects to scale up disbursements to INR31b.

### Prepayments

- Despite strong disbursements, AUM growth remained muted due to elevated prepayments.
- ~INR3.9b was due to BT-OUTs to other lenders (takeovers done by other lenders), rising from INR2.7b-2.75b in 1QFY26. Total loan closures increased by ~INR1.2b (~40% of this coming from Telangana). The company had taken a stringent stance against some DSAs following the fraud incident in FY23-24, leading some of these DSAs to shift customers to other lenders.

### Asset Quality and Credit Costs

- GNPA decline is reflective of steady improvement across delinquency buckets (SMA-1, SMA-2, and NPA).
- Delinquencies reduced INR1.3b during the quarter, and the company expects further improvement in 3Q. The company expects GNPA to further decline by ~INR1b in 3QFY26.
- Delinquencies are expected to reduce further in 4Q, as it is a seasonally strong quarter. Overall, for FY26, the company expects lower credit costs than initially guided.
- Credit costs remained extremely benign, with minimal provisioning required during the quarter.
- Reduction in NPAs was primarily from the SENP (self-employed non-professional) segment, while salaried NPAs remained low at 0.68%.
- Internal credit scoring enhancements and differentiated pricing (0.5% higher for SENP customers) are supporting asset quality; 86% of customers have a CIBIL score above 700.

### Margins and Spreads

- Spreads expanded from 2.6% to 2.79%, while NIMs crossed 4% during the quarter, driven by a decline in CoB as the company received the entire benefit of repo rate reductions.
- The company received the full benefit of repo rate cuts across bank borrowings. At the end of 1Q, there was one large bank borrowing on the which company was yet to receive benefit; this was received in Jul'25.
- The company received an NHB sanction of INR15b at 6.8% (for affordable and regular refinancing), which is expected to further reduce CoB.
- About ~59% of the loan book is now on annual reset (vs. 67% in 1Q). The company expects some of these customers to get repriced over the next two quarters. The company does not expect any reduction in spreads and margins due to this, as any PLR benefits passed on to these customers will be offset by a reduction in the CoF on its NHB borrowings.
- Incremental long-term borrowing stood at 7.1%, while short-term borrowings (CP, WCCL) were sub-7%.
- Incremental borrowings are expected to come at lower rates than the current portfolio cost of borrowings.
- The company does not plan to pass on any rate cut benefit to customers in 3Q. If there are incremental repo rate cuts, company consider passing on 10bp PLR cut to customers.
- The company has moved all MCLR-linked bank loans to repo-linked borrowings a couple of years ago, improving the rate transmission and lowering CoB.
- It received an AAA rating for NCDs during the quarter, allowing access to slightly longer-tenure debentures.
- NHB refinancing (~INR15b) includes 40% to be qualified under the affordable housing fund, which the company expects to achieve comfortably.
- It is exploring green funding options with foreign banks, which is linked to the eco-lending criteria, such as rooftop solar and LED installations.
- The company is not looking to raise liabilities via ECBs as of now.

### IT Transformation

- The IT system's transformation is expected to go live in 3QFY26 in two phases; the platform is being upgraded for process, UI/UX, and transaction methodology enhancements.
- Staff training is being conducted to adapt to the new system, expected to temporarily impact productivity for a few days.
- The new IT system is expected to improve process efficiency, accuracy, and TAT.
- Incremental IT cost of INR400m will impact opex from FY27 onwards, with cost-to-income expected at 19-19.5% in FY27.
- The system upgrade will allow workforce optimization over time, improving productivity.

### Branch Network and Distribution

- South India remains the dominant geography, accounting for ~65% of branches.
- Expansion in Northern states such as MP, UP, Rajasthan, Gujarat, and Maharashtra is underway.
- The company continues to strengthen its 'feet-on-street' and sales teams and reduce reliance on DSA channels.

### Roadmap for FY28

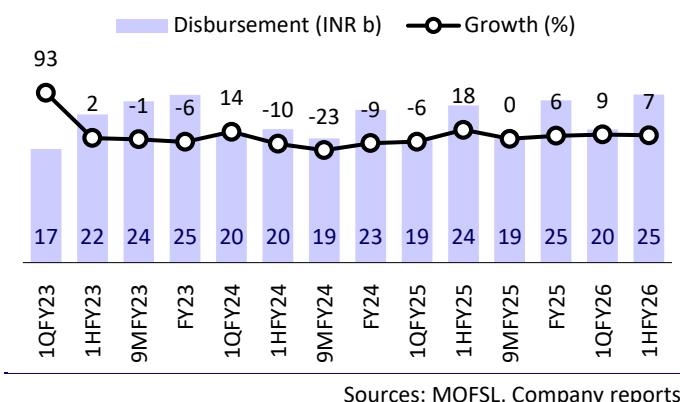
- **Geographical concentration mix** of 60:40 in south and north, respectively (vs. 68:32 currently)
- **Product Mix:** Housing and Non-housing mix of 80:20, respectively (vs. 85:15 currently)
- **Segment Mix:** Salaried and Self-employed mix of 65:35, respectively (vs. 69:31 currently)
- **Sourcing Mix:** Reduce DSA reliance to 60% of overall sourcing vs. 79% currently.

### Others

- The company expects another 10bp cut in customer rates only if further repo cuts are announced; otherwise, spreads should hold.
- Incremental cost of borrowings are likely to be below the current CoB, supporting profitability.
- Salary revisions, which now occur once every three years, were implemented in 1QFY26.
- The company plans to enhance organic sourcing capabilities.
- The <INR1.5m ticket-size segment remains subdued post-CLSS withdrawal, with demand tied to government incentives.
- Karnataka and Tamil Nadu are performing well; Telangana remains under watch due to higher prepayments and construction-linked delays.
- Surplus liquidity in customers' hands is increasing, reflecting improving cashflows.

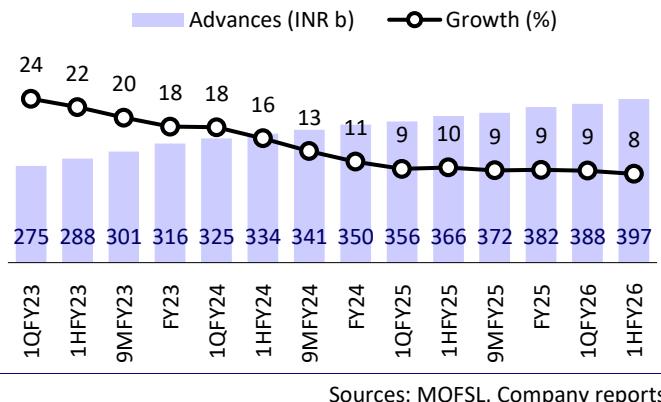
## Key exhibits

### Exhibit 1: Disbursements grew ~7% YoY and 26% QoQ



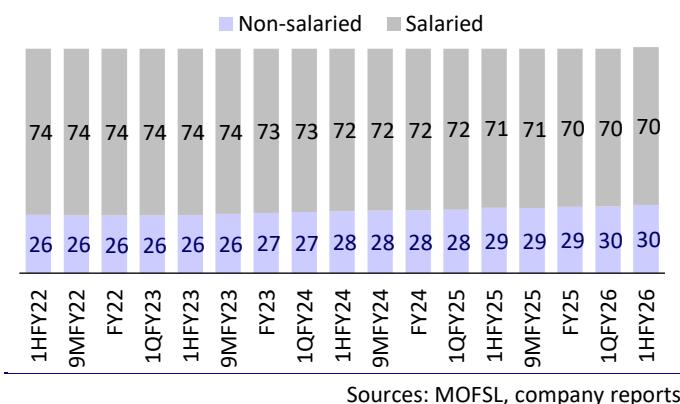
Sources: MOFSL, Company reports

### Exhibit 2: Advances grew 8% YoY



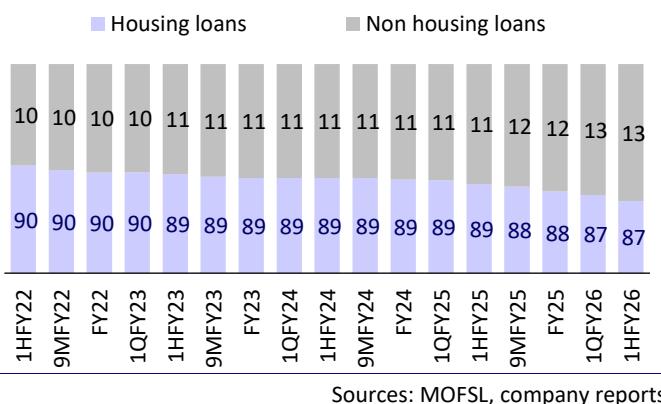
Sources: MOFSL, Company reports

### Exhibit 3: Share of salaried customers was stable at ~70%



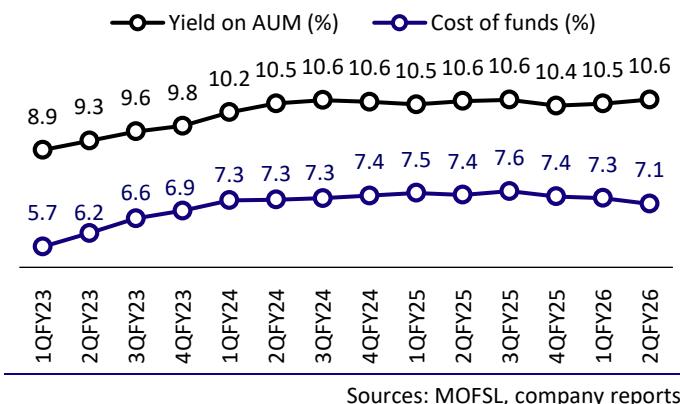
Sources: MOFSL, company reports

### Exhibit 4: Share of housing loans stood at ~87%



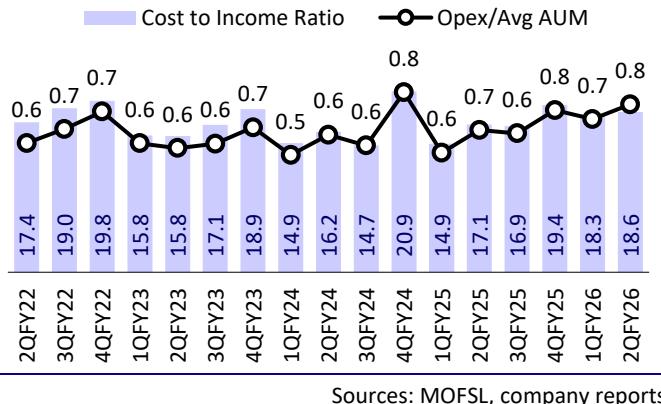
Sources: MOFSL, company reports

### Exhibit 5: Calculated spreads rose ~30bp QoQ (%)



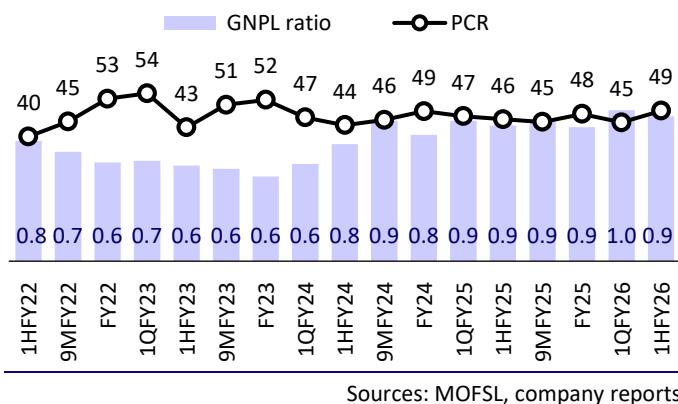
Sources: MOFSL, company reports

### Exhibit 6: C/I ratio rose ~30bp QoQ to ~18.6%



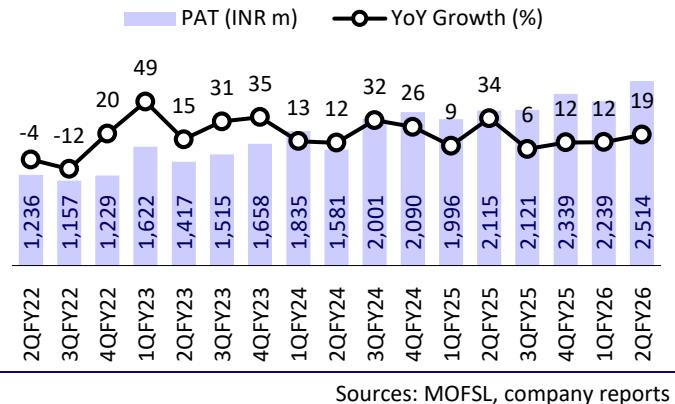
Sources: MOFSL, company reports

**Exhibit 7: GNPA declined ~5bp QoQ (%)**



Sources: MOFSL, company reports

**Exhibit 8: PAT grew ~19% YoY to INR2.5b**



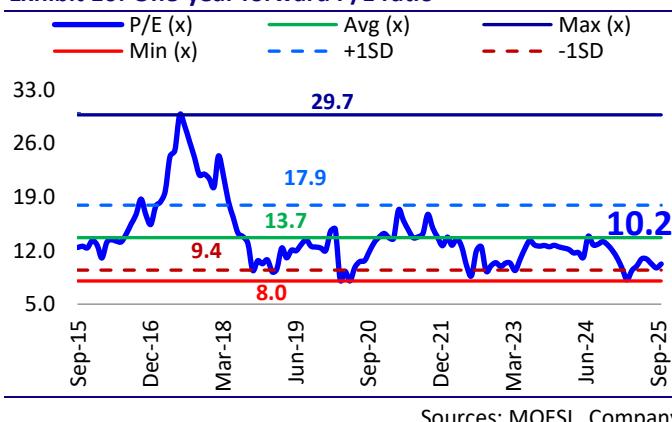
Sources: MOFSL, company reports

**Exhibit 9: We raise our FY26 EPS estimates by 5% to factor in higher NIM and lower credit cost**

INR b	Old Est.			New Est.			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
NII	15.3	16.8	19.5	15.9	17.2	20.0	4.5	2.4	2.5
Other Income	0.4	0.5	0.6	0.4	0.5	0.6	0.0	0.0	0.0
<b>Total Income</b>	<b>15.7</b>	<b>17.3</b>	<b>20.1</b>	<b>16.4</b>	<b>17.7</b>	<b>20.6</b>	<b>4.3</b>	<b>2.4</b>	<b>2.4</b>
Operating Expenses	2.8	3.3	3.8	3.1	3.5	4.1	9.6	8.0	6.4
<b>Operating Profits</b>	<b>12.9</b>	<b>14.0</b>	<b>16.3</b>	<b>13.3</b>	<b>14.2</b>	<b>16.5</b>	<b>3.2</b>	<b>1.1</b>	<b>1.4</b>
Provisions	0.7	0.6	0.7	0.4	0.7	0.8	-34.4	10.5	9.5
<b>PBT</b>	<b>12.2</b>	<b>13.4</b>	<b>15.6</b>	<b>12.9</b>	<b>13.5</b>	<b>15.7</b>	<b>5.2</b>	<b>0.6</b>	<b>1.1</b>
Tax	2.6	2.9	3.3	2.8	2.9	3.4	5.2	0.6	1.1
<b>PAT</b>	<b>9.6</b>	<b>10.5</b>	<b>12.2</b>	<b>10.1</b>	<b>10.6</b>	<b>12.4</b>	<b>5.2</b>	<b>0.6</b>	<b>1.1</b>
AUM	425	483	551	424	481	549	-0.4	-0.4	-0.4
Borrowings	389	441	503	388	439	501	-0.3	-0.4	-0.4
NIM (%)	3.8	3.7	3.8	4.0	3.8	3.9			
ROA (%)	2.2	2.2	2.2	2.3	2.2	2.2			
RoE (%)	17.6	16.7	16.9	18.4	16.7	16.9			

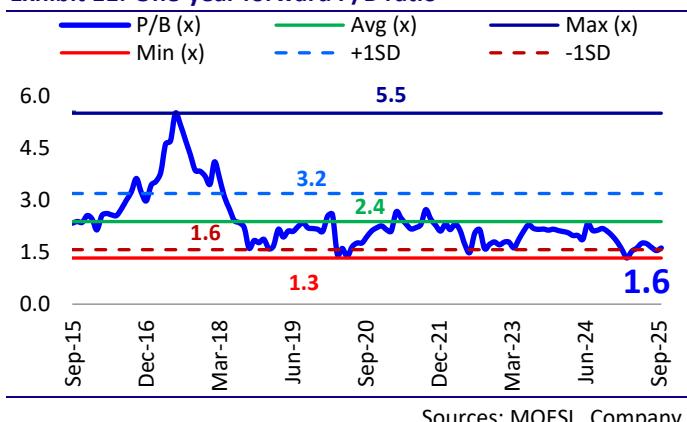
Sources: MOFSL, company reports

**Exhibit 10: One-year forward P/E ratio**



Sources: MOFSL, Company

**Exhibit 11: One-year forward P/B ratio**



Sources: MOFSL, Company

## Financials and Valuation

Income statement									INR m
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Interest Income	20,189	20,064	19,697	27,154	34,899	38,426	42,052	45,745	51,989
Interest Expended	13,442	12,083	11,535	17,009	22,314	24,882	26,107	28,535	31,972
<b>Net Interest Income</b>	<b>6,747</b>	<b>7,980</b>	<b>8,162</b>	<b>10,146</b>	<b>12,585</b>	<b>13,544</b>	<b>15,945</b>	<b>17,209</b>	<b>20,017</b>
Change (%)	24.0	18.3	2.3	24.3	24.0	7.6	17.7	7.9	16.3
Other Income	115	121	188	277	348	370	429	492	565
<b>Net Income</b>	<b>6,862</b>	<b>8,101</b>	<b>8,350</b>	<b>10,423</b>	<b>12,933</b>	<b>13,915</b>	<b>16,374</b>	<b>17,702</b>	<b>20,582</b>
Change (%)	22.1	18.0	3.1	24.8	24.1	7.6	17.7	8.1	16.3
Operating Expenses	1,076	1,240	1,530	1,765	2,173	2,382	3,077	3,545	4,092
<b>Operating Income</b>	<b>5,786</b>	<b>6,861</b>	<b>6,820</b>	<b>8,658</b>	<b>10,760</b>	<b>11,532</b>	<b>13,296</b>	<b>14,157</b>	<b>16,490</b>
Change (%)	23.0	18.6	-0.6	26.9	24.3	7.2	15.3	6.5	16.5
Provisions/write offs	603	685	469	418	1,185	758	431	683	761
<b>PBT</b>	<b>5,183</b>	<b>6,176</b>	<b>6,351</b>	<b>8,240</b>	<b>9,575</b>	<b>10,775</b>	<b>12,865</b>	<b>13,474</b>	<b>15,728</b>
Tax	1,422	1,615	1,640	2,028	2,068	2,203	2,753	2,883	3,366
Tax Rate (%)	27.4	26.2	25.8	24.6	21.6	20.4	21.4	21.4	21.4
<b>Reported PAT</b>	<b>3,761</b>	<b>4,561</b>	<b>4,711</b>	<b>6,212</b>	<b>7,507</b>	<b>8,572</b>	<b>10,112</b>	<b>10,590</b>	<b>12,362</b>
Change (%)	27	21	3	32	21	14	18	5	17
Proposed Dividend (incl. tax)	321	266	399	466	799	1,598	1,731	1,864	1,997

## Balance sheet

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Capital	266	266	266	266	266	266	266	266	266
Reserves & Surplus	21,234	25,832	30,400	36,206	43,172	50,409	58,790	67,516	77,881
<b>Net Worth</b>	<b>21,501</b>	<b>26,098</b>	<b>30,666</b>	<b>36,473</b>	<b>43,439</b>	<b>50,675</b>	<b>59,056</b>	<b>67,782</b>	<b>78,147</b>
Borrowings	1,87,484	1,92,929	2,46,477	2,90,681	3,18,629	3,50,512	3,88,008	4,39,101	5,01,249
Change (%)	11.6	2.9	27.8	17.9	9.6	10.0	10.7	13.2	14.2
Other liabilities	1,451	1,710	2,300	3,551	8,069	8,486	10,183	12,220	14,664
<b>Total Liabilities</b>	<b>2,10,436</b>	<b>2,20,737</b>	<b>2,79,443</b>	<b>3,30,705</b>	<b>3,70,137</b>	<b>4,09,673</b>	<b>4,57,247</b>	<b>5,19,102</b>	<b>5,94,060</b>
Loans	2,05,257	2,18,915	2,63,781	3,11,933	3,45,531	3,76,964	4,19,468	4,75,732	5,43,654
Change (%)	12.6	6.7	20.5	18.3	10.8	9.1	11.3	13.4	14.3
Investments	243	496	11,260	14,590	14,590	23,740	27,301	31,396	36,105
Change (%)	49.1	104.1	2,169.9	29.6	0.0	62.7	15.0	15.0	15.0
Net Fixed Assets	379	378	346	454	526	503	482	461	441
Other assets	4,557	948	4,057	3,727	9,489	8,466	9,997	11,514	13,860
<b>Total Assets</b>	<b>2,10,436</b>	<b>2,20,737</b>	<b>2,79,443</b>	<b>3,30,705</b>	<b>3,70,137</b>	<b>4,09,673</b>	<b>4,57,247</b>	<b>5,19,102</b>	<b>5,94,060</b>

E: MOFSL Estimates

## Financials and Valuation

Ratios									
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Yield on loans	10.4	9.44	8.14	9.4	10.6	10.6	10.6	10.2	10.2
Cost of funds	7.6	6.35	5.25	6.3	7.3	7.4	7.1	6.9	6.8
Spread	2.8	3.1	2.9	3.1	3.3	3.2	3.5	3.3	3.4
Net Interest Margin	3.5	3.8	3.4	3.5	3.8	3.7	4.0	3.8	3.9
<b>Profitability Ratios (%)</b>									
RoE	19.1	19.2	16.6	18.5	18.8	18.2	18.4	16.7	16.9
RoA	1.9	2.1	1.9	2.0	2.1	2.2	2.3	2.2	2.2
C/I ratio	15.7	15.3	18.3	16.9	16.8	17.1	18.8	20.0	19.9
<b>Asset Quality (%)</b>									
Gross NPAs	1,571	2,019	1,706	1,738	2,860	3,333	3,556	4,030	4,568
Gross NPAs to Adv.	0.8	0.9	0.6	0.6	0.8	0.9	0.8	0.8	0.8
Net NPAs	1,118	1,343	807	829	1,468	1,743	1,813	2,055	2,330
Net NPAs to Adv.	0.5	0.6	0.3	0.3	0.4	0.5	0.4	0.4	0.4
PCR	28.8	33.5	52.7	52.3	48.7	47.7	49.0	49.0	49.0
<b>VALUATION</b>									
Book Value (INR)	161	196	230	274	326	381	443	509	587
<b>Price-BV (x)</b>	<b>5.2</b>	<b>4.3</b>	<b>3.7</b>	<b>3.1</b>	<b>2.6</b>	<b>2.2</b>	<b>1.9</b>	<b>1.7</b>	<b>1.4</b>
EPS (INR)	28.2	34.2	35.4	46.7	56.4	64.4	75.9	79.5	92.8
EPS Growth YoY	26.8	21.3	3.3	31.9	20.8	14.2	18.0	4.7	16.7
<b>Price-Earnings (x)</b>	<b>30.0</b>	<b>24.7</b>	<b>23.9</b>	<b>18.1</b>	<b>15.0</b>	<b>13.1</b>	<b>11.1</b>	<b>10.6</b>	<b>9.1</b>
Dividend per share (INR)	2.0	2.0	3.0	3.5	6.0	12.0	13.0	14.0	15.0
<b>Dividend yield (%)</b>	<b>0.2</b>	<b>0.2</b>	<b>0.4</b>	<b>0.4</b>	<b>0.7</b>	<b>1.4</b>	<b>1.5</b>	<b>1.7</b>	<b>1.8</b>

E: MOFSL Estimates

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

**Explanation of Investment Rating**

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 be 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](http://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 Limited are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf>

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have 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.

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. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>

A graph of daily closing prices of securities is available at [www.nseindia.com](http://www.nseindia.com), [www.bseindia.com](http://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 Securities (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, Motilal 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 Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore. This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL.

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to [grievances@motilaloswal.com](mailto:grievances@motilaloswal.com).

Nainesh Rajani

Email: [nainesh.rajani@motilaloswal.com](mailto:nainesh.rajani@motilaloswal.com)

Contact: (+65) 8328 0276

**Specific Disclosures**

1. Research Analyst and/or his/her relatives do not have a financial interest in the subject company(ies), as they do not have equity holdings in the subject company(ies).  
MOFSL has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of the Research Report: Yes.  
Nature of Financial interest is holding equity shares or derivatives of the subject company
2. Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.  
MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report: No
3. Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months.  
MOFSL may have received compensation from the subject company(ies) in the past 12 months.
4. Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report.  
MOFSL does not have material conflict of interest in the subject company at the time of publication of research report.
5. Research Analyst has not served as an officer, director or employee of subject company(ies).
6. MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
7. MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.

8. MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.
9. MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
10. MOFSL has not engaged in market making activity for the subject company.

The associates of MOFSL may have:

- financial interest in the subject company
- 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.
- received compensation/other benefits from the subject company in the past 12 months
- 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.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- 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)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
- Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with 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.

#### 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.

#### 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 warranty, 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.

#### 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 alterations 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, nor 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 Motilal 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: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; [www.motilaloswal.com](http://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](mailto:na@motilaloswal.com), Contact No.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	<a href="mailto:query@motilaloswal.com">query@motilaloswal.com</a>
Ms. Kumud Upadhyay	022 40548082	<a href="mailto:servicehead@motilaloswal.com">servicehead@motilaloswal.com</a>
Mr. Ajay Menon	022 40548083	<a href="mailto:am@motilaloswal.com">am@motilaloswal.com</a>

Registration details of group entities.: Motilal 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. Motilal 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](mailto:query@motilaloswal.com). In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to [grievances@motilaloswal.com](mailto:grievances@motilaloswal.com), for DP to [dpgrivances@motilaloswal.com](mailto:dpgrivances@motilaloswal.com).