

Manappuram Finance

Estimate change



TP change



Rating change



Bloomberg	MGFL IN
Equity Shares (m)	846
M.Cap.(INRb)/(USDb)	232.7 / 2.6
52-Week Range (INR)	298 / 148
1, 6, 12 Rel. Per (%)	-7/13/64
12M Avg Val (INR M)	2007

Financials & Valuations (INR b)

Y/E March	FY25	FY26E	FY27E
NII	62.2	55.0	64.9
PPP	36.3	27.2	34.7
PAT	12.0	10.6	19.8
EPS (INR)	14.2	11.3	19.2
EPS Gr. (%)	-45.2	-20.3	69.4
BV/Sh.(INR)	147	169	185

Ratios

NIM (%)	15.0	12.2	12.5
C/I ratio (%)	44.2	52.9	48.8
RoA (%)	2.5	2.0	3.3
RoE (%)	10.0	7.5	11.3
Payout (%)	24.6	33.0	20.6

Valuations

P/E (x)	19.3	24.3	14.3
P/BV (x)	1.9	1.6	1.5
Div. Yld. (%)	1.3	1.4	1.4

Shareholding pattern (%)

As On	Sep-25	Jun-25	Sep-24
Promoter	35.3	35.3	35.3
DII	9.2	8.6	11.0
FII	30.2	29.7	30.4
Others	25.4	26.4	23.4

FII Includes depository receipts

CMP: INR275

TP: INR305 (+11%)

Neutral

Gold loan growth strong but NIM compression continues

Gold tonnage growth weak; asset quality weakens in non-gold segments

- MGFL reported consol. PAT of INR2.2b in 2QFY26 (12% beat). NII declined ~16% YoY to ~INR13.8b (in line) and PPOp declined ~35% YoY to ~INR6.7b (in line). Operating expenses grew 6% YoY to ~INR7.4b (in line).
- Consol. credit costs declined QoQ to ~INR3.7b. Annualized credit costs for the quarter declined ~185bp QoQ to 3.3% (PQ: ~5.1%).
- Consol. total AUM rose ~4% QoQ and was flat YoY. Consol. Gold AUM grew ~9% QoQ and ~29% YoY to ~INR315b.
- Gold loan yields declined to ~19.7% (PQ: 20.5%). Standalone CoB declined ~12bp QoQ to ~9.1%, resulting in a ~70bp decline in spreads. Consol. NIM (calc.) declined ~45bp QoQ to ~12.4%
- Management shared that it will continue to focus more on gold loans, targeting higher-ticket size customers, while the non-gold businesses will resume their growth trajectory once they stabilize. The company guided for a 20-25% CAGR in gold loans over the medium term irrespective of any volatility in gold prices. This is in alignment with the management's strategy of deriving volume-led growth.
- MGFL continues to align the gold loan interest rates with its large peers, which has resulted in a sharp moderation in its gold loan yields. However, the impact will be partially mitigated by declining CoF, which fell by ~12bp in 2QFY26 and is expected to further trend downward in the coming quarters.
- Standalone (Gold +Vehicle + Onlending + MSME) GNPA/NNPA remained stable QoQ at 3.0%/2.6%. Stress was observed in the farm equipment and 2W segments, leading to higher delinquencies in Vehicle Finance business. However, management has ramped up the collection infrastructure and expects asset quality to stabilize and then improve in the subsequent quarters.
- We raise our FY26 EPS estimate by 8% to factor in higher gold loan growth, lower opex and credit costs and keep our FY27 estimates largely unchanged. Over FY25-28, we estimate a CAGR of 24%/16% in gold/consolidated AUM and ~29% in consolidated PAT, with consolidated RoA/RoE of ~3.7%/13% in FY28. **Reiterate our Neutral rating on the stock with a TP of INR305 (based on 1.6x Sep'27E consolidated BVPS).**

Strong gold loan growth of 29% YoY; co-lending to further boost growth

- Gold AUM grew ~9% QoQ and ~29% YoY to ~INR315b. Gold tonnage rose ~1% QoQ to ~57.2 tons. Within gold loans, LTV was stable QoQ at ~56% and the average ticket size (ATS) rose to INR83k (PQ: INR76k). Gold loan customer base was broadly stable at ~2.6m.

- Management highlighted that the RBI's recent initiatives have opened up opportunities for the company to pursue co-lending partnerships in gold loans. Additionally, the culture of availing gold loan is improving across the country, with borrowers now increasingly preferring organized lenders over unorganized lenders.

Asirvad MFI: AUM declines ~49% YoY; asset quality deteriorates

- MFI GNPA rose ~40bp QoQ to 4.8%, while NNPA rose ~60bp QoQ to ~2.0% and credit costs stood at ~INR2.5b (PQ: ~INR4.8b).
- Asirvad AUM declined ~49% YoY and ~8% QoQ to ~INR62b. Asirvad reported 2QFY26 loss of INR1.7b (vs. loss of INR2.7b in 1QFY26).
- Asirvad received ~INR5b equity infusion from MGFL to improve the resilience of its balance sheet.

Highlights from the management commentary

- The new CEO has prioritized certain facets of the business such as accelerating loan growth through branch expansion and co-lending. The company aims to increase efficiency while revamping non-gold business and subsidiaries, with strong collections and prudent risk management.
- Management shared that the Bain Capital transaction is in its final stages and it might get the RBI's approval within a month.

Valuation and view

- MGFL reported a soft quarter, with asset quality weakening across the non-gold business and profitability remaining under pressure from persistent NIM compression. The only bright spot was strong growth in the gold loan portfolio, even as this was tempered by significant yield compression. Asirvad MFI's net loss declined sequentially, driven mainly by lower credit costs; however, the MFI portfolio continues to exhibit a substantial run-down.
- MGFL trades at 1.5x FY27E P/BV, and we believe that there could be a near-term impact on profitability and consolidated AUM growth due to the lingering stress in the MFI, 2W and farm equipment segments. Gold loan is expected to exhibit healthy growth with an AUM CAGR of ~24% over FY25-28, but will be accompanied by a compression in yields. **Reiterate our Neutral rating on the stock with a TP of INR305 (based on 1.6x Sep'27E consolidated BVPS).**

MGFL - Quarterly Performance (Consolidated, INR m)

Y/E March	FY25				FY26E				FY25	FY26E	2Q FY26E	Act v/s Est. %
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Interest Income	23,861	25,411	25,163	23,062	22,357	22,512	22,332	22,349	97,997	89,550	22,088	2
Interest Expenses	8,483	9,057	9,253	8,616	8,553	8,756	8,651	8,550	35,747	34,510	8,630	1
Net Interest Income	15,378	16,354	15,909	14,446	13,804	13,756	13,681	13,799	62,250	55,040	13,458	2
YoY Growth (%)	19.4	20.75	9.5	-3.3	-10.2	-15.88	-14.0	-4.5	10.7	-11.6	-17.7	
Other income	1,259	961	464	230	293	341	417	356	2,752	2,764	388	-12
Net Income	16,636	17,314	16,373	14,676	14,097	14,097	14,098	14,155	65,002	57,803	13,846	2
Operating Expenses	6,823	6,984	7,066	7,843	7,488	7,385	7,631	8,067	28,718	30,572	7,403	0
Operating Profits	9,814	10,331	9,307	6,833	6,609	6,712	6,466	6,087	36,285	27,232	6,443	4
YoY Growth (%)	22.4	19.2	-0.6	-26.8	-32.7	-35.0	-30.5	-10.9	2.6	-24.9	-37.6	
Provisions	2,286	2,604	5,546	9,192	5,594	3,692	2,774	1,869	19,628	13,929	3,822	-3
PBT	7,528	7,727	3,761	-2,359	1,015	3,020	3,692	4,219	16,656	13,303	2,622	15
Tax Provisions	1,963	2,006	976	-327	-310	847	997	1,126	4,618	2,661	682	24
PAT	5,565	5,721	2,785	-2,032	1,325	2,173	2,695	3,092	12,039	10,642	1,940	12
YoY Growth (%)	12	2	-52	-136	-76	-62	-3	-252	-45	-12	-66	
Key Ratios (%)												
Yield on loans	22.5	22.9	22.8	21.5	20.8	20.2	19.6	19.1	23.6	19.9		
Cost of funds (Cal)	9.4	9.4	9.8	9.5	9.4	9.3	9.2	9.1	10.4	9.4		
Spreads (Cal)	13.08	13.5	13.0	11.99	11.41	10.9	10.4	10.0	13.2	10.5		
NIMs (Cal)	14.50	14.8	14.4	13.47	12.85	12.37	12.0	11.8	15.0	12.2		
C/I ratio	41.0	40.3	43.2	53.4	53.1	52.4	54.1	57.0	44.2	52.9		
Credit Cost	2.10	2.3	4.9	8.43	5.12	3.3	2.4	1.6	4.7	3.1		
Tax Rate	26.1	26.0	26.0	13.9	-30.5	28.0	27.0	26.7	27.7	20.0		
Balance Sheet Parameters												
Consol. AUM (INR b)	449	457	442	430	443	459	466	485				
Change YoY (%)	21.2	17.4	9.5	2.3	-1.4	0.4	5.4	12.7				
Gold loans (INR b)	236	244	245	256	288	315	328	348				
Change YoY (%)	14.8	17.1	18.0	19.0	21.8	29.3	33.7	36.0				
Gold stock (tonnes)	60	60	57	56	57	57	0	0				
Gold loans/branch (INR m)	58	60	61	63	71	78	0	0				
Consol. Borrowings (INR b)	385	385	370	354	374	377	373	378				
Change YoY (%)	34.8	19.4	15.9	5.2	-2.8	-1.9	0.7	6.7				
Borrowings Mix (%)												
Debentures	12.3	12.1	11.3	10.6	10.1	9.0						
CPs	2.3	1.5	0.8	0.8	3.4	5.3						
WC/CC	20.5	19.1	20.6	20.5	21.1	19.2						
TL	54.3	47.7	53.5	52.7	51.3	47.3						
ECB	10.0	19.0	13.4	14.8	13.9	19.0						
Others	0.6	0.7	0.4	0.5	0.3	0.2						
Debt/Equity (x)	1.6											
Asset Quality Parameters (%)												
GNPL ratio (Standalone)	2.0	2.4	2.5	2.8	3.0	3.0						
NNPL ratio (Standalone)	1.7	2.1	2.3	2.5	2.6	2.6						
Return Ratios (%)												
RoA (Rep)	4.8	4.4	2.2	-1.6	1.1	1.7						
RoE (Rep)	16.7	18.6	8.9	-6.4	4.3	6.9						

E: MOSL estimates



Highlights from the management commentary

Guidance

- Standalone RoE guided at ~12%, with upside potential as non-gold businesses stabilize.
- Management guided for gold loan CAGR of 20-25%, even if gold prices correct.

Business updates

Gold finance- Remains the growth anchor

- Yields moderated to 19.7% and are expected to settle near ~18.5%, but RoA will remain at ~6% as CoB benefits offset yield compression.
- The focus continues to shift toward higher-ticket size customers and new customer additions remain healthy.
- Rate cuts aligned to market levels, especially in higher ticket slabs.
- OGL constitutes 87% of total loans.
- LTV policy remains unchanged despite relaxed RBI norms (85% up to INR2.5m).
- Expanding gold loan presence in Asirvad (520 branches), with co-lending to be the key driver of incremental growth.
- Management has highlighted that the culture of availing gold loans is deepening across the country, with a visible shift from the unorganized sector to formal players.

Asirvad MFI: Stabilizing, gradual recovery underway

- Asirvad's AUM stands at INR61.6b, including INR12.7b gold loans.
- New book (since Feb'25) showing ~99.8% collection efficiency.
- Profitability expected by 4QFY26 as credit costs taper.
- Asirvad received ~INR5b equity infusion from MGFL to strengthen balance sheet and improve resilience for FY26.
- Pursuing co-lending opportunities (10-20% participation); will remain conservative in growth.
- No plans to divest the Asirvad business.

Non-gold businesses: Strategic reset and consolidation

- Vehicle finance faced higher delinquencies in farm equipment and 2W; consolidation under CV vertical underway.
- Manappuram faced challenges in certain areas in collections. Hence, the focus is on strengthening collections and risk management; expects improvement over the next few quarters.
- Targeting INR1-1.5m ticket size in new disbursements.
- Created higher PCR on vehicle finance book.
- Re-strategizing non-gold portfolios for selective and sustainable growth in a calibrated manner.

Margins

- CoF declined by about 12bp in the quarter and is expected to decline further due to strong banking relationships.
- The company's strategy involves competitive pricing in alignment with the top players and plans to focus on volume-led profitability.

Leadership and strategic priorities- CEO Deepak Reddy's priorities (3 months into role)

- Accelerate gold loan growth – strengthen branch infra, leverage co-lending, and improve turnaround times.
- Revamp non-gold business strategy – enhance collections, operational controls, and cost efficiency.
- Organizational effectiveness – build a group leadership team by Jan/Feb'26, bring agility, and reinforce HR and tech capabilities.
- Subsidiary performance – stabilize Asirvad, scale housing finance, and pursue group-level synergy opportunities.
- Commit to transparent metric-driven communication.

Regulatory and transactional updates

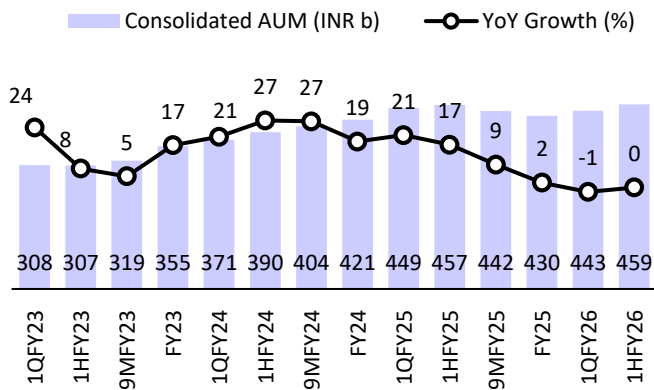
- Bain Capital stake transaction in final RBI approval stage; expected clearance within a month.
- Post-approval, CEO to assume full operational control.
- All the regulatory queries have been addressed.

Other updates

- The RBI's recent initiatives enable partnerships with banks and financial institutions for co-lending — beneficial for Manappuram.
- LTV at 56%, with strong appraisal and risk controls in place.
- Manappuram raised ~USD200m ECB from Taiwanese banks.
- Board declared INR0.5/share interim dividend.
- The company plans to start disbursement in a calibrated manner, once stability is achieved in the non-gold portfolio.

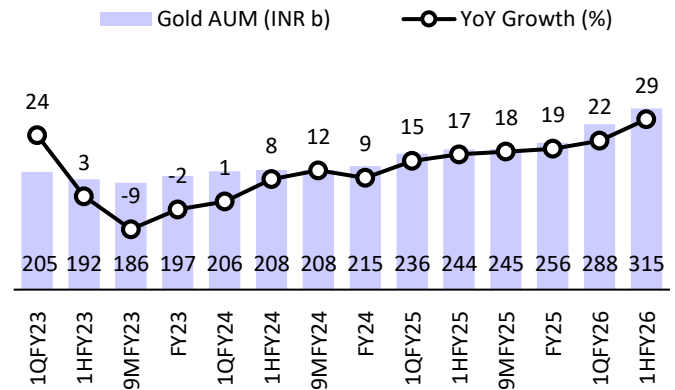
Key Exhibits

Exhibit 1: Consolidated AUM was flat YoY



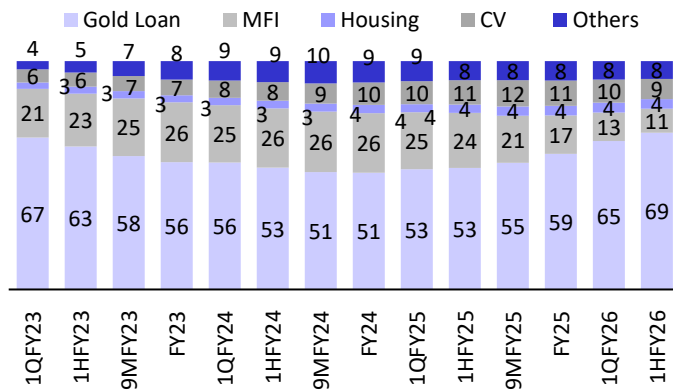
Source: MOFSL, Company

Exhibit 2: Gold AUM grew 29% YoY



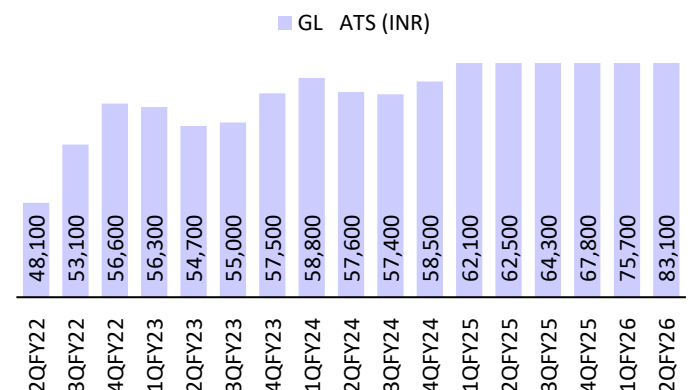
Source: MOFSL, Company

Exhibit 3: Share of gold loans rose ~4pp QoQ (%)



Source: MOFSL, Company

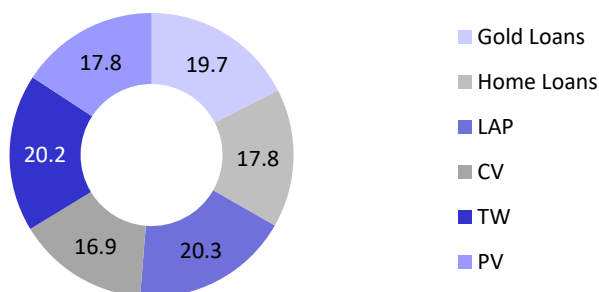
Exhibit 4: ATS in gold loans rose to ~INR83k



Source: MOFSL, Company

Exhibit 5: Gold loan yield was at ~19.7% as of Sep'25

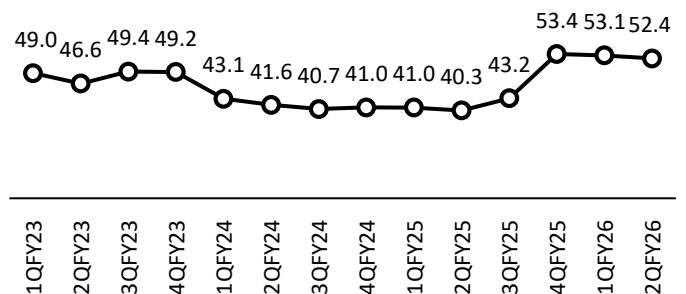
Product-wise yields



Source: MOFSL, Company

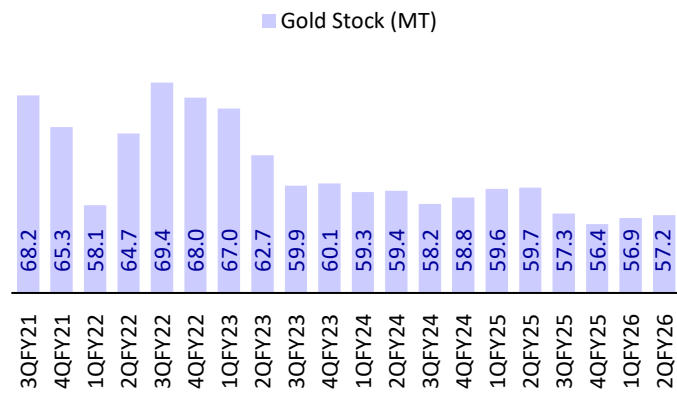
Exhibit 6: C/I ratio declined ~70bp to 52.4%

Cost to income ratio (%)



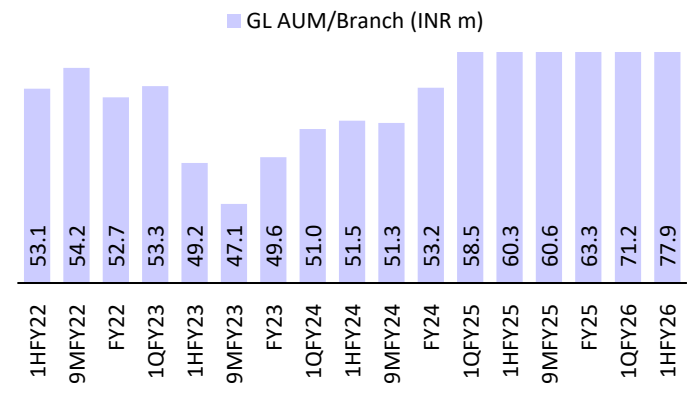
Source: MOFSL, Company

Exhibit 7: Minor uptick in gold tonnage to ~57.2MT



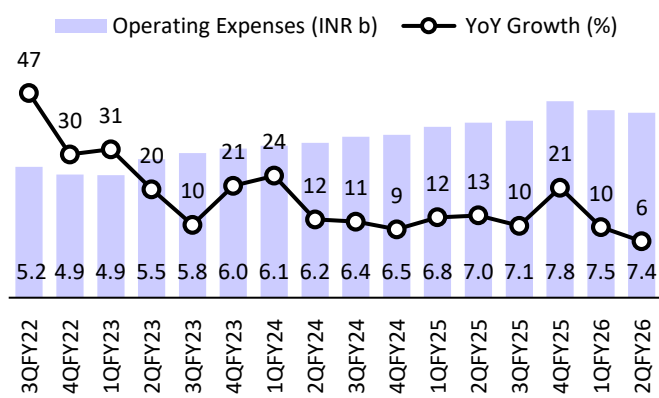
Source: MOFSL, Company

Exhibit 8: Branch productivity improved QoQ



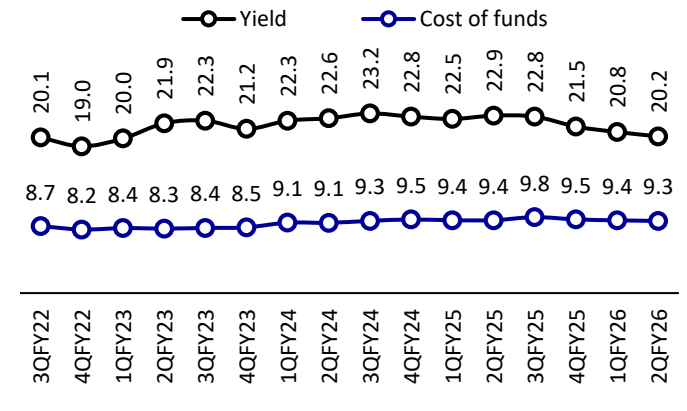
Source: MOFSL, Company

Exhibit 9: Opex grew ~6% YoY



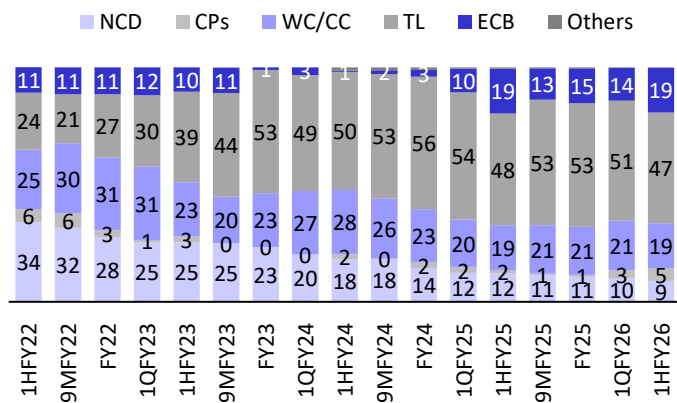
Source: MOFSL, Company

Exhibit 10: Consolidated spreads declined ~50bp QoQ (%)



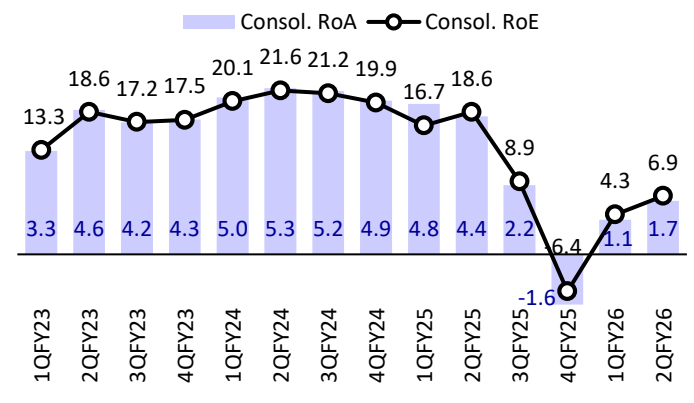
Source: MOFSL, Company

Exhibit 11: Consolidated borrowing mix (%)



Source: MOFSL, Company

Exhibit 12: Consol. RoA/RoE stood at ~1.7%/6.9% in 2QFY26



Source: MOFSL, Company

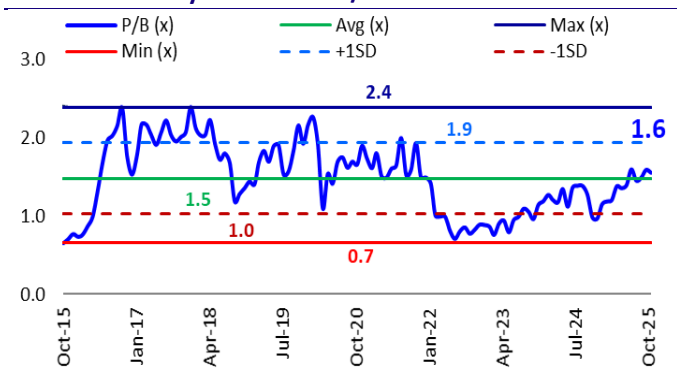
Valuation and view

- MGFL reported a soft quarter, with asset quality weakening across the non-gold business and profitability remaining under pressure from a sustained compression in NIM. The only bright spot was the strong growth in the gold loan portfolio, even as this was tempered by significant yield compression. Asirvad MFI's net loss declined sequentially, driven mainly by lower credit costs; however, the MFI portfolio continues to exhibit a substantial run-down.
- MGFL trades at 1.5x FY27E P/BV, and we believe that there could be a near-term impact on profitability and consolidated AUM growth due to the lingering stress in the MFI, 2W and farm equipment segments. Gold loan is expected to exhibit healthy growth with an AUM CAGR of ~24% over FY25-28, but will be accompanied by a compression in yields. **Reiterate our Neutral rating on the stock with a TP of INR305 (based on 1.6x Sep'27E consolidated BVPS).**

Exhibit 13: We raise our FY26 EPS estimates by 8% to factor in higher gold loan growth, lower opex and credit costs

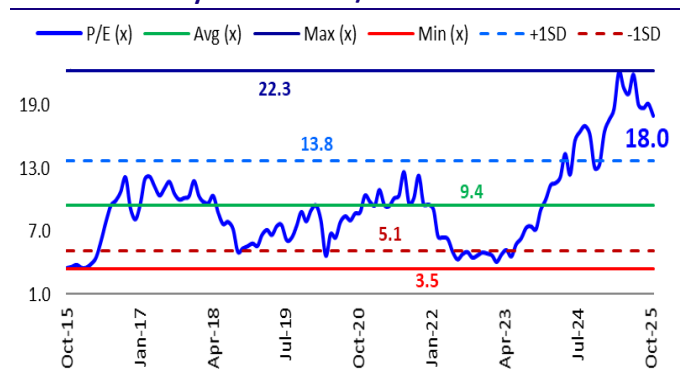
INR B	Old Est.			New Est.			Change (%)		
	FY26	FY27	FY28	FY26	FY27	FY28	FY26	FY27	FY28
NII	54.7	65.0	77.1	55.0	64.9	76.5	0.6	-0.2	-0.8
Other Income	2.9	3.1	3.4	2.8	3.0	3.2	-5.3	-5.2	-5.0
Net Income	57.6	68.1	80.5	57.8	67.9	79.7	0.3	-0.4	-0.9
Operating Expenses	31.2	34.2	37.5	30.6	33.1	36.3	-1.9	-3.1	-3.2
Operating Profits	26.4	33.9	42.9	27.2	34.7	43.4	3.0	2.3	1.0
Provisions	14.2	7.7	8.5	13.9	8.0	8.6	-1.8	3.0	1.0
PBT	12.3	26.2	34.4	13.3	26.8	34.8	8.5	2.1	1.0
Tax	2.5	6.8	8.9	2.7	7.0	9.0	8.5	2.1	1.0
PAT	9.8	19.4	25.5	10.6	19.8	25.7	8.5	2.1	1.0
Loans	472	560	659	476	566	665	0.9	1.1	1.0
Borrowings	362	421	507	378	429	512			
RoA (%)	1.9	3.3	3.7	2.0	3.3	3.7			
RoE (%)	6.9	11.1	12.7	7.5	11.3	12.8			

Exhibit 14: One-year forward P/B



Source: MOFSL, Company

Exhibit 15: One-year forward P/E



Source: MOFSL, Company

Financials and valuations

INCOME STATEMENT										(INR M)
Y/E MARCH	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Interest Income	40,461	52,805	61,896	58,397	64,404	84,885	97,997	89,550	1,01,625	1,18,852
Interest Expense	13,449	18,322	22,190	20,114	21,878	28,657	35,747	34,510	36,709	42,336
Net Interest Income	27,012	34,483	39,706	38,284	42,526	56,228	62,250	55,040	64,915	76,516
Change (%)	16.3	27.7	15.1	-3.6	11.1	32.2	10.7	-11.6	17.9	17.9
Other operating income	1,334	1,848	1,410	2,213	2,436	3,595	2,411	2,593	2,790	3,004
Total Income	28,346	36,331	41,116	40,496	44,963	59,823	64,660	57,633	67,705	79,520
Change (%)	18.6	28.2	13.2	-1.5	11.0	33.1	8.1	-10.9	17.5	17.4
Other income	625	859	441	653	659	721	342	171	179	188
Net Income	28,971	37,190	41,557	41,149	45,622	60,544	65,002	57,803	67,885	79,708
Change (%)	18.3	28.4	11.7	-1.0	10.9	32.7	7.4	-11.1	17.4	17.4
Operating Expenses	13,858	14,741	13,996	18,453	22,140	25,165	28,718	30,572	33,144	36,332
Operating Profits	15,113	22,449	27,561	22,697	23,482	35,378	36,285	27,232	34,741	43,377
Change (%)	24.5	48.5	22.8	-17.6	3.5	50.7	2.6	-24.9	27.6	24.9
Provisions	547	2,376	4,401	4,862	3,071	5,783	19,628	13,929	7,974	8,621
PBT	14,566	20,073	23,160	17,835	20,410	29,595	16,656	13,303	26,767	34,755
Tax	5,080	5,270	5,911	4,548	5,409	7,621	4,618	2,661	6,960	9,036
Tax Rate (%)	34.9	26.3	25.5	25.5	26.5	25.8	27.7	20.0	26.0	26.0
PAT	9,486	14,803	17,250	13,287	15,002	21,974	12,039	10,642	19,808	25,719
Change (%)	40.3	56.1	16.5	-23.0	12.9	46.5	-45.2	-11.6	86.1	29.8
Dividend (Excl Tax)	1,812	2,372	1,777	2,539	2,539	3,005	2,963	3,512	4,080	5,298

BALANCE SHEET										
Y/E MARCH	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	1,686	1,690	1,693	1,693	1,693	1,693	1,693	1,879	2,065	2,065
Reserves & Surplus	43,561	55,771	71,382	81,991	94,756	1,13,788	1,22,629	1,56,979	1,88,965	2,09,385
Networth (Post OCI)	45,247	57,461	73,074	83,683	96,449	1,15,481	1,24,322	1,58,858	1,91,029	2,11,450
Non Controlling Interest	459	583	472	161	203	289	167	192	217	242
Borrowings	1,52,972	2,25,735	2,27,163	2,41,185	2,84,830	3,36,535	3,54,040	3,77,878	4,28,922	5,11,883
Change (%)	21.3	47.6	0.6	6.2	18.1	18.2	5.2	6.7	13.5	19.3
Other liabilities	5,862	11,572	12,669	13,076	13,559	15,175	13,518	14,870	16,357	17,993
Change (%)	1.0	97.4	9.5	3.2	3.7	11.9	-10.9	10.0	10.0	10.0
Total Liabilities	2,04,540	2,95,351	3,13,378	3,38,106	3,95,041	4,67,479	4,92,047	5,51,798	6,36,524	7,41,568
Loans	1,78,119	2,42,971	2,65,076	2,89,710	3,41,945	4,09,476	4,22,516	4,76,126	5,66,177	6,65,448
Change (%)	16.8	36.4	9.1	9.3	18.0	19.7	3.2	12.7	18.9	17.5
Investments	1,738	905	3,380	4,207	5,340	7,263	7,877	8,665	9,532	10,485
Change (%)	3,428.0	-47.9	273.6	24.5	26.9	36.0	8.5	10.0	10.0	10.0
Goodwill	356	356	356	356	356	356	356	356	356	356
Net Fixed Assets	3,319	7,705	8,980	10,295	10,748	10,677	10,569	11,626	12,789	14,067
Other assets	21,009	43,414	35,586	33,538	36,652	39,708	50,730	55,025	47,672	51,212
Total Assets	2,04,540	2,95,351	3,13,378	3,38,106	3,95,041	4,67,479	4,92,047	5,51,798	6,36,524	7,41,568

E: MOSL Estimates

Financials and valuations

RATIOS

Y/E MARCH	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E	FY28E
Spreads Analysis (%)										
Avg Yield on loans	24.5	25.1	24.4	21.1	20.4	22.6	23.6	19.9	19.5	19.3
Avg Cost of funds	9.6	9.7	9.8	8.6	8.3	9.2	10.4	9.4	9.1	9.0
Spreads	14.8	15.4	14.6	12.5	12.1	13.4	13.2	10.5	10.4	10.3
Net Interest Margins	16.3	16.4	15.6	13.8	13.5	15.0	15.0	12.2	12.5	12.4

Profitability Ratios (%)

RoAE	22.8	28.8	26.4	17.0	16.7	20.7	10.0	7.5	11.3	12.8
RoAA	5.1	5.9	5.7	4.1	4.1	5.1	2.5	2.0	3.3	3.7
Cost to Income	47.8	39.6	33.7	44.8	48.5	41.6	44.2	52.9	48.8	45.6
Empl. Cost/Op. Exps.	52.0	56.3	60.2	61.0	66.4	63.5	64.1	59.6	59.4	59.6

Asset Quality

GNPL (INR m)	826	1,677	3,951	6,623	3,211	5,467	8,906	7,142	8,493	9,316
GNPL ratio (%)	0.5	0.9	1.9	2.9	1.3	1.8	2.6	1.5	1.5	1.4
NNPL (INR m)	481	1,092	2,092	5,674	2,554	4,553	7,528	5,856	6,964	7,546
NNPL ratio (%)	0.3	0.6	0.8	2.0	0.7	1.1	1.8	1.2	1.2	1.1
PCR (%)	41.7	34.9	47.1	14.3	20.4	16.7	15.5	18.0	18.0	19.0

Valuations	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E	FY28E
Book Value (INR)	54	68	86	99	114	136	147	169	185	205
Price-BV (x)	5.1	4.0	3.2	2.8	2.4	2.0	1.9	1.6	1.5	1.3
EPS (INR)	11.3	17.5	20.4	15.7	17.7	26.0	14.2	11.3	19.2	24.9
Change YoY (%)	40.3	55.7	16.3	-23.0	12.9	46.5	-45.2	-20.3	69.4	29.8
Price-Earnings (x)	24.4	15.7	13.5	17.5	15.5	10.6	19.3	24.3	14.3	11.0
Dividend	2.1	2.8	2.1	3.0	3.0	3.6	3.5	3.7	4.0	5.1
Dividend Payout (%)	23.0	19.3	10.3	19.1	16.9	13.7	24.6	33.0	20.6	20.6
Dividend Yield (%)	0.8	1.0	0.8	1.1	1.1	1.3	1.3	1.4	1.4	1.9

E: MOSL 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 and BSE enlistment no. 5028. 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 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 and is a member of Association of Portfolio Managers in India (APMI) for distribution of PMS products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at <http://online.reports.motilaloswal.com/Dormant/documents/Associate%20Details.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>. As per Regulatory requirements, Research Audit Report is uploaded on www.motilaloswal.com > MOFSL - Important Links > MOFSL Research Analyst Compliance Audit Report.

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 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.

Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

Contact: (+65) 8328 0276

Specific Disclosures

- 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
- 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
- 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.
- 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 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.

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, enlistment as RA with Exchange 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.

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
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@motilaloswal.com

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, BSE enlistment no. 5028, AMFI registered Mutual Fund Distributor and SIF Distributor: ARN : 146822. IRDA Corporate Agent – CA0579, APMI: APRN00233. 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. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.