

# IIFL Finance

Estimate changes



TP change



Rating change



Bloomberg	IIFL IN
Equity Shares (m)	425
M.Cap.(INRb)/(USDb)	229.1 / 2.5
52-Week Range (INR)	675 / 280
1, 6, 12 Rel. Per (%)	-2/1/31
12M Avg Val (INR M)	884

## Financials Snapshot (INR b)

Y/E March	FY26E	FY27E	FY28E
NII	58.7	77.0	93.4
Total Income	76.9	94.5	113.1
PPoP	41.3	50.5	61.2
PAT (pre-NCI)	17.6	23.7	30.2
PAT (post-NCI)	16.1	21.9	28.2
EPS (INR)	37.9	51.7	66.4
EPS Gr. (%)	324	37	28
BV (INR)	326	373	433

## Ratios (%)

NIM	6.3	6.5	6.6
C/I ratio	46.3	46.5	45.9
Credit cost	2.7	2.3	2.2
RoA	2.2	2.4	2.6
RoE	12.2	14.8	16.5

## Valuations

P/E (x)	14.3	10.5	8.2
P/BV (x)	1.7	1.5	1.2

## Shareholding pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	24.9	24.9	24.9
DII	9.2	9.1	4.5
FII	27.8	26.8	27.8
Others	38.2	39.2	42.8

FII Includes depository receipts

**CMP: INR539**

**TP: INR720 (+34%)**

**Buy**

## Earnings in line; no operational risk from special IT audit

### Strong gold loan growth; sequential improvement in asset quality

- IIFL Finance's (IIFL) 3QFY26 NII grew 28% YoY and ~10% QoQ to ~INR15.8b (in line). Other income stood at ~INR4.1b (16% miss; PQ: INR4.9b). This included assignment income of ~INR2.8b (PQ: INR3.5b).
- Net Total Income (NTI) grew ~49% YoY to ~INR20b (5% miss). Opex grew ~25% YoY to INR9.3b (in line), with the cost-income ratio increasing to ~46.8% (PQ: 45.2% and PY: 55.8%). This included a one-time provision on gratuity and leave liabilities of INR225m on account of the new labor code.
- Calculated NIMs expanded ~10bp QoQ to 6.7%. Credit costs stood at INR4b (~17% lower than MOFSLe). This translated into annualized credit costs of ~2.6% (PQ: ~3.4% and PY: ~4.2%).
- PPoP stood at INR10.6b and grew ~79% YoY (in line). PAT (post NCI) in 3QFY26 rose 23% QoQ and stood at INR4.6b (in line).
- Management clarified that the special income tax audit is a procedural step in an ongoing assessment for a block period of six years, and it does not represent any allegation, finding, or adjudication. It shared that such audits are common for large and complex financial institutions and currently carry no tax demand, penalty, or financial impact.**
- The audit involves the appointment of an independent auditor to assist with verification of data, particularly in areas identified during the earlier search, and the report will only serve as an input to the assessment process. Management reiterated that there is no risk to the company's business operations, growth, or financial position, and that the revised returns have already been filed and are currently under verification by the tax authorities.**

### Consol. AUM rises ~38% YoY; strong 26% QoQ growth in gold loans

- Consol. AUM grew 38% YoY and ~9% QoQ to INR901b. On-book loans grew ~28% YoY. Off-book formed ~35% of the AUM mix.
- Gold loan AUM stood at ~INR434b and rose ~26% QoQ. Home loans and MFI AUM were flat QoQ, while discontinued business AUM declined to INR31b (PQ: INR39b).
- Management indicated that momentum in the gold loan segment remains strong, supported by elevated gold prices and a calibration in the unsecured MSME and MFI segments, which is driving customer migration toward gold loans. The company also shared that if gold prices were to remain at current levels, it expects robust gold loan growth to sustain in the coming quarters.
- The company guided for consolidated AUM growth of 20-25% in FY27, with home loan growth expected at around 15-16%. We estimate gold loans/consolidated AUM to grow ~152%/~39% YoY in FY26 and a consol. AUM CAGR of ~26% over FY25-28E.

Abhijit Tibrewal - Research Analyst (Abhijit.Tibrewal@MotilalOswal.com) | Nitin Aggarwal (Nitin.Aggarwal@MotilalOswal.com)

Research Analyst: Raghav Khemani (Raghav.Khemani@MotilalOswal.com) | Pranav Nawale (Pranav.Nawale@MotilalOswal.com)

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

Motilal Oswal research is available on [www.motilaloswal.com/Institutional-Equities](http://www.motilaloswal.com/Institutional-Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

### GS3 declines ~50bp QoQ; credit costs decline sequentially

- GS3 declined ~50bp QoQ to ~1.6%, while NS3 declined ~20bp QoQ to ~0.8%. PCR rose ~40bp QoQ to ~53.2%.
- IIFL has undertaken a portfolio recalibration, as it has exited the digital unsecured MSME, micro-LAP from HFC, and high-risk MFI geographies.
- Management shared that credit costs were high due to stress in the MFI and micro-LAP segments, along with losses from discontinued digital PL originated through partnerships. The company expects credit costs to normalize to ~2% on a steady-state basis in FY27. We model credit costs of 2.7%/2.3% for FY26/FY27.
- IIFL (Standalone) CRAR stood at ~19% as of Dec'25.

### Income tax audit clarification

- The special IT audit will involve the appointment of an independent auditor to assist with the verification and reconciliation of data, particularly in areas identified during the IT searches made last year. The audit report will only act as an input to the assessment process and does not imply any conclusion. The company has already filed revised returns, which are under verification.
- Management reiterated that there is no risk to business operations, growth, or financial position from this audit. For large businesses, such audits are considered normal procedure, and any final tax demand, if issued, may also be contested by the company.

### Highlights from the management commentary

- The company conducted a comprehensive review of its entire housing loan and LAP portfolio to align with its long-term strategy. Certain segments, such as BLC (beneficiary-linked construction) and micro-LAP, were identified as non-core and were fully exited.
- Management shared that co-lending was paused for a few months following the implementation of the new RBI co-lending guidelines effective from 1<sup>st</sup> Jan'26. The company is currently working on system integration, and co-lending activities will resume once the integration with co-lending partners is completed.

### Valuation and view

- IIFL reported a decent quarter, with strong momentum in the gold loan segment supported by robust demand and rising gold prices, while growth in other segments remained subdued. The company witnessed improvement in asset quality across all product segments, including MFI, and has exited riskier segments such as micro-LAP and personal loans, resulting in sequentially lower credit costs.
- We raise our FY26/FY27E EPS by ~2%/5%, respectively, to factor in slightly lower credit costs and higher AUM growth. The stock trades at 1.5x FY27E P/BV and ~11x P/E for an estimated RoA/RoE of 2.6%/16.5% in FY28. **We have a BUY rating on the stock with an unchanged TP of INR720 (based on SoTP valuation; refer to the table below).**

#### IIFL: SoTP – Dec'27

Particulars	Stake	Value (INR b)	Value (USD b)	INR per share	% To Total	Target Multiple(x)	Basis
IIFL Finance (Standalone)	100	187	2.2	441	61	2.0	PBV
IIFL Home Finance (HFC)	80	102	1.2	241	33	1.5	PBV
IIFL Samasta Finance (MFI)	100	16	0.2	38	5	0.8	PBV
<b>Target Value</b>		<b>305</b>	<b>3.6</b>	<b>720</b>	<b>100</b>		

**IIFL Finance (Consolidated): Quarterly Performance**
**(INR M)**

Y/E March	FY25				FY26E				FY25	FY26E	3QFY26E	v/s Est.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Interest Income	24,721	23,181	22,308	24,833	25,835	28,209	30,193	31,354	95,043	1,15,591	30,466	-1
Interest Expenses	10,340	9,788	9,957	11,694	12,888	13,819	14,370	15,835	41,695	56,912	14,441	0
<b>Net Interest Income</b>	<b>14,381</b>	<b>13,394</b>	<b>12,352</b>	<b>13,139</b>	<b>12,947</b>	<b>14,390</b>	<b>15,822</b>	<b>15,519</b>	<b>53,348</b>	<b>58,679</b>	<b>16,025</b>	<b>-1</b>
YoY Growth (%)	9.7	-6.0	-21.6	-20.2	-10.0	7.4	28.1	18.1	-10.4	10.0	29.7	
Other Income	-43	2,467	1,051	810	3,758	4,882	4,135	5,453	4,202	18,229	4,895	-16
<b>Total Income</b>	<b>14,338</b>	<b>15,861</b>	<b>13,402</b>	<b>13,949</b>	<b>16,705</b>	<b>19,272</b>	<b>19,958</b>	<b>20,972</b>	<b>57,550</b>	<b>76,908</b>	<b>20,920</b>	<b>-5</b>
YoY Growth (%)	-1	-2	-21	-10	17	22	49	50	-8.5	33.6	56.1	
Operating Expenses	7,461	7,329	7,478	7,367	8,017	8,702	9,332	9,574	29,634	35,625	9,038	3
<b>Operating Profit</b>	<b>6,878</b>	<b>8,531</b>	<b>5,925</b>	<b>6,582</b>	<b>8,688</b>	<b>10,570</b>	<b>10,626</b>	<b>11,398</b>	<b>27,916</b>	<b>41,282</b>	<b>11,148</b>	<b>-5</b>
YoY Growth (%)	-14.9	-8.9	-38.2	-16.6	26.3	23.9	79.3	73.2	-19.9	47.9	88.1	
Provisions & Loan Losses	2,516	4,063	4,914	3,487	5,125	5,003	3,997	3,803	14,980	17,928	4,803	-17
<b>Profit before Tax</b>	<b>4,362</b>	<b>4,468</b>	<b>1,011</b>	<b>3,095</b>	<b>3,563</b>	<b>5,567</b>	<b>6,629</b>	<b>7,595</b>	<b>7,070</b>	<b>23,354</b>	<b>6,345</b>	<b>4</b>
Exceptional items		-5,865				0						
Tax Provisions	980	-466	193	581	821	1,388	1,616	1,912	1,289	5,737	1,472	10
<b>PAT (Pre NCI)</b>	<b>3,382</b>	<b>-931</b>	<b>818</b>	<b>2,514</b>	<b>2,742</b>	<b>4,179</b>	<b>5,014</b>	<b>5,683</b>	<b>5,782</b>	<b>17,618</b>	<b>4,873</b>	<b>3</b>
NCI	501	646	410	437	408	416	371	355	1,994	1,550	429	-14
<b>PAT (Post NCI)</b>	<b>2,881</b>	<b>-1,577</b>	<b>408</b>	<b>2,077</b>	<b>2,334</b>	<b>3,763</b>	<b>4,643</b>	<b>5,328</b>	<b>3,788</b>	<b>16,068</b>	<b>4,444</b>	<b>4</b>
YoY Growth (%)	-32	-133	-92	-44	-19	-339	1,038	157	-79	324	989	
<b>Key Parameters (%)</b>												
Yield on AUM	13.3	13.6	12.90	13.3	12.7	13.0	12.82					
Cost of funds	9.5	9.7	9.45	9.7	9.8	9.9	9.74					
Spread	3.8	3.9	3.4	3.5	3.0	3.1	3.1					
NIM (on AUM)	7.7	7.8	7.1	7.0	6.4	6.6	6.7					
Credit cost	2.09	3.61	4.17	2.67	3.65	3.42	2.59					
Cost to Income Ratio (%)	52.0	46.2	55.8	52.8	48.0	45.2	46.8					
Tax Rate (%)	22.5	-10.4	19.1	18.8	23.1	24.9	24.4					
<b>Balance Sheet Parameters</b>												
<b>Consol. AUM (INR B)</b>	<b>696</b>	<b>670</b>	<b>714</b>	<b>783</b>	<b>839</b>	<b>901</b>	<b>983</b>					
Change YoY (%)	2	-8	-8	-1	21	35	38					
<b>Disbursements - Core (INR B)</b>	<b>43</b>	<b>73</b>	<b>176</b>	<b>197</b>	<b>191</b>	<b>235</b>	<b>308</b>					
Change YoY (%)	-71	-54	6	21	345	223	75					
<b>Borrowings (INR B)</b>	<b>414</b>	<b>391</b>	<b>451</b>	<b>509</b>	<b>545</b>	<b>574</b>	<b>606</b>					
Change YoY (%)	8	-3	5	11	32	47	34					
Borrowings/AUM (%)	59.5	58.4	63.2	65.0	65.0	63.7	61.7					
Debt/Equity (x)	3.4	3.3	3.7	4.1	4.3	4.5	4.6					
<b>Asset Quality (%)</b>												
<b>GS 3 (INR M)</b>	<b>10,231</b>	<b>10,687</b>	<b>12,028</b>	<b>12,253</b>	<b>13,170</b>	<b>12,534</b>	<b>10,206</b>					
G3 %	2.25	2.40	2.42	2.23	2.34	2.14	1.60					
<b>NS 3 (INR M)</b>	<b>4,982</b>	<b>4,756</b>	<b>4,956</b>	<b>5,685</b>	<b>6,295</b>	<b>5,916</b>	<b>4,776</b>					
NS3 %	1.1	1.1	1.01	1.0	1.1	1.0	0.80					
<b>PCR (%)</b>	<b>51.3</b>	<b>55.5</b>	<b>58.8</b>	<b>53.6</b>	<b>52.3</b>	<b>52.8</b>	<b>53.2</b>					
ECL (%)	2.9	3.2	2.8	2.2	2.1	1.9	1.5					
<b>Return Ratios - YTD (%)</b>												
ROA (Rep)	2.3	0.8	0.8	0.9	1.6	1.9	2.1					
ROE (Rep)	10.3	2.3	2.0	3.4	7.6	9.8	11.3					

E: MOFSL Estimates



## Key highlights from the management commentary

### Guidance

- Management guided for 20-25% consolidated AUM growth for FY27. The company expects gold loan growth of 25% QoQ in 4QFY26.
- It guided for home loan growth of 15-16% and disbursement growth of 24-25%.
- Even at current gold prices, management expects strong gold loan momentum.
- Credit costs are expected to normalize to around 2% on a steady-state basis from next year onwards.
- Current quarter GNPA levels in home loans are seen as sustainable going forward.
- RoE in normal conditions were at 18-20%, and management aims to reach these RoE levels over the next 2-3 years.
- Rising gold prices, improving customer productivity, and higher share of secured lending are expected to structurally support profitability and asset quality.
- Gold loan tonnage is expected to continue growing strongly.
- SR has declined from INR36b in 2QFY26 to INR31b IN 3QFY26, and the company expects most of the SRs to get realized the next year.

### Income tax audit clarification

- The special income tax audit under Section 142(2A) is a procedural step in an ongoing assessment for a multi-year block period and does not represent any allegation, finding, or adjudication against the company.
- Such audits are common for large and complex financial institutions with high transaction volumes, multi-year data, and diversified operations.
- There is no tax demand, no penalty, no determination, and no financial impact on the company at this stage.
- The audit allows income tax authorities to appoint an independent auditor to assist in verification and reconciliation of data.
- The audit report will be an input to the assessment process and does not imply any conclusion.
- The scope of audit is more to do with areas that were identified during the search conducted by the authorities.
- The company has already filed revised returns, and the department will now verify the same.
- Management reiterated that there is no risk to business operations, growth, or financial position of the company from this audit.
- For large and complex businesses with millions of customers and six-year block periods, such special audits are considered normal procedure.
- Once the audit is completed, the tax department may issue a final demand, which the company may contest if required.

### Financial highlights

- The company continued consistent execution of its strategy with a strong focus on asset quality and balance sheet strengthening.
- GNPA improved from 2.14% to 1.6%, reflecting meaningful improvement in portfolio quality. Stage 2 and 3 assets also trended down, indicating improving credit behavior across segments.
- RoA stood at 2.1% and RoE at 11.3% for the quarter.
- S&P International Rating Agency has reaffirmed rating and revised the outlook to positive.

- Gold loan continued the strong momentum, growing 26% QoQ, and Gold loan AUM crossed pre-embargo levels.
- Core segments now form 95% of total AUM, reflecting a more stable business mix.
- The company maintained a cautious stance on unsecured and MFI segments, focusing on recovery and collections, which have remained resilient QoQ.

### Gold loans

- Core products, such as home loans, gold loans, and microfinance, collectively grew 46% YoY and 11% QoQ during the quarter.
- Gold loan AUM grew around 26% QoQ and 189% YoY, driven by strong customer demand and higher tonnage.
- Gold loan tonnage has crossed 60 tons and is now above pre-embargo levels.
- The addressable market for gold loans has expanded significantly. The calibration of unsecured MSME and MFI portfolios has led many customers to shift toward gold loans.
- Average loan per branch is INR125m, which is about half of the market leader, providing substantial growth headroom and operating efficiency.
- If gold prices remain at current levels, management expects strong growth in gold loans, with potential for ~25% QoQ growth.

### Strategy shift in housing

- The company has revised its strategy to focus more on affordable and emerging housing segments. In Tier 3 and Tier 4 cities, around 90% of opportunity lies in affordable housing.
- In the top 50-60 cities, the company will selectively target higher-yield segments. The shift is towards affordable first, followed by emerging segments.
- This strategy does not require geographical expansion, as the company is already present in relevant locations.
- Segment mix within existing geographies will be adjusted to improve yields.
- Onboarding yields are expected to increase over the next 2-3 quarters due to this shift.

### ARC transaction in Housing subsidiary

- The company conducted a comprehensive review of its entire housing loan and LAP portfolio to align with its long-term strategy. Certain segments such as BLC (beneficiary-linked construction), construction-linked loans, and micro-LAP were identified as non-core and were fully exited.
- These discontinued segments were transferred in a one-time transaction to ARC, with joint collection efforts, enabling the company to focus on core strategic businesses.
- The total portfolio transferred was approximately INR8.75b. As a result of this clean-up, gross NPAs in the housing segment declined sharply from 1.4% to 0.5%, which is the targeted steady-state level.
- The clean-up was undertaken to prepare the balance sheet for sustainable growth over the next 3–4 years. The BLC and micro-LAP portfolios have now entirely moved out of the book.
- Going forward, the company's strategic focus will be on emerging and affordable housing segments, with affordable housing being the primary growth driver.

### Asset quality and credit costs

- Asset quality has improved materially on the ground, with better credit discipline and lower customer leverage.
- Discontinued portfolios now mainly comprise unsecured MSME, digital loans, and personal loans in the standalone entity.
- Credit costs remained elevated due to turbulence in MFI and micro-LAP. Losses from discontinued digital personal loan partnerships also impacted provisions.
- The discontinued portfolio reduced from INR40b to INR30b in one quarter. Management expects credit costs to normalize to ~2% on a steady-state basis next year.

### MSME portfolio

- The secured MSME portfolio has been completely recalibrated. Earlier, historical portfolio yielded 18-19% but carried higher risk.
- The current portfolio focuses on ticket sizes of INR5m-10m, extendable up to INR20m. Current yields are 13.6-14% on an ongoing basis.
- Management indicated that there are no meaningful delinquencies in the recalibrated MSME portfolio so far.
- Secured MSME sourced from housing averages ticket size of around INR1.4m.

### Co-lending and capital raise

- Co-lending was on hold for a few months due to the new RBI co-lending guidelines, which has been enforced from 1st Jan. The company is undertaking integration and once done, it will restart co-lending.
- Management emphasized that the co-lending engine must scale up quickly to support growth.
- Leverage is expected to remain in the range of 4-4.5x.
- Capital adequacy should be maintained at around 20%. While it is slightly lower, the company will restart co-lending, which is expected to release capital. There are no immediate plans for equity capital raising.
- Co-lending and direct assignments carry around 100bp higher cost. However, these structures help release capital and avoid equity dilution.
- Net gains on derecognition arise from selling loans to banks under direct assignments and co-lending.
- NIMs remain broadly similar, whether assets are retained on book, sold to banks, or transferred to ARC.

### Borrowings & funding

- There was no significant change in the borrowing mix during the quarter.
- Cost of funds declined marginally by around 10bp.
- The company continues to receive fresh funding lines from banks.
- Management expressed confidence on liquidity access, even as smaller MFIs face funding pressure.

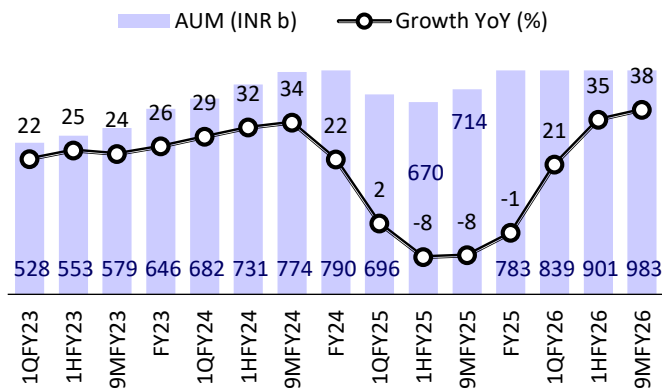
### IIFL Samasta

- Collection efficiency improved significantly in Tamil Nadu and Karnataka during November and December.
- Collection efficiency reached over 99.5% in both states and sustained into January.
- Disbursements in MFI recovered steadily, with disbursements of INR5b in Oct'25, INR7b in Nov'25, and INR8b in Dec'25.



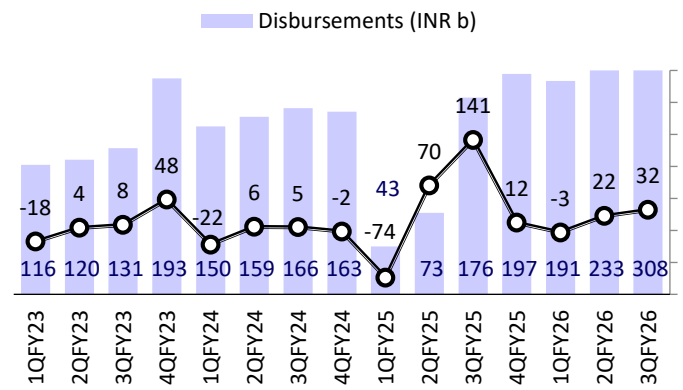
## Key exhibits

**Exhibit 1: Consol. AUM grew ~38% YoY**



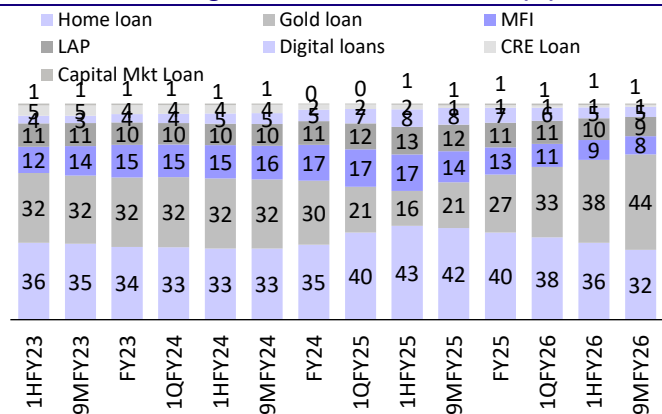
Source: MOFSL, Company

**Exhibit 2: Disbursements grew ~32% QoQ**



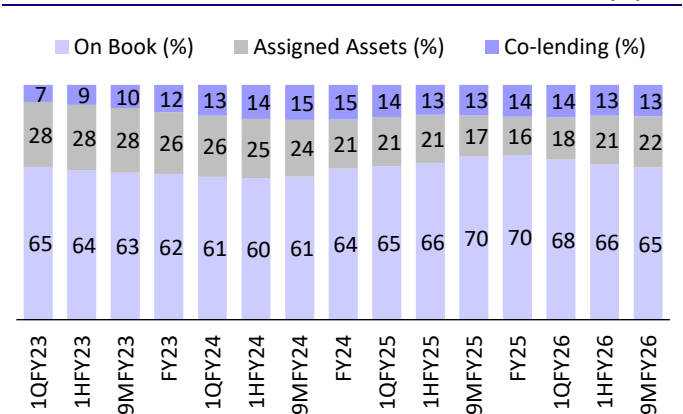
Source: MOFSL, Company

**Exhibit 3: Share of gold loans continued to rise (%)**



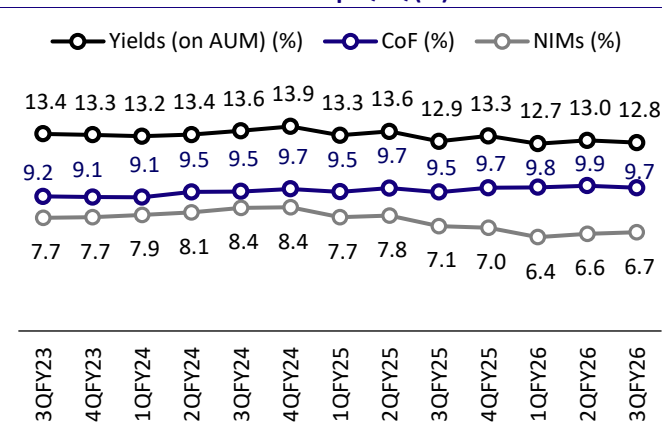
Source: MOFSL, Company

**Exhibit 4: Off-book loans formed 35% of the AUM mix (%)**



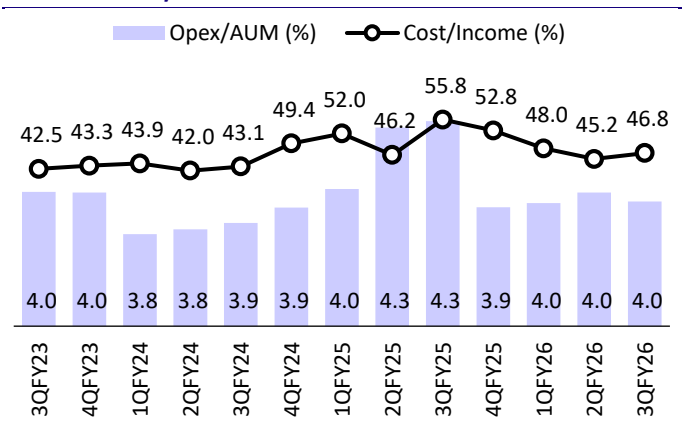
Source: MOFSL, Company

**Exhibit 5: Yields declined ~15bp QoQ (%)**

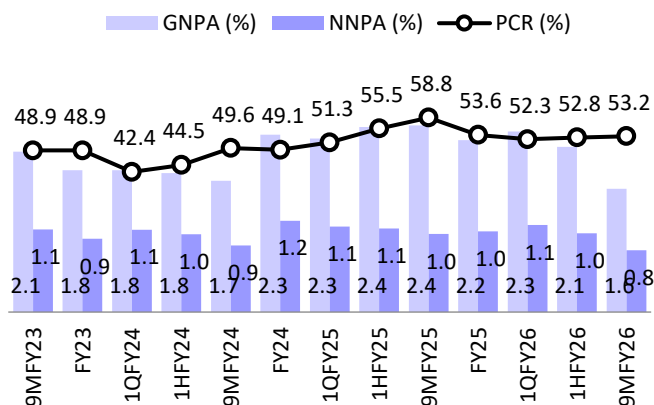


Source: MOFSL, Company

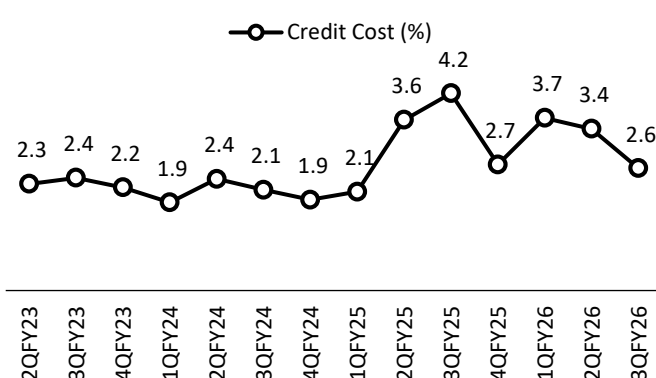
**Exhibit 6: Cost/income ratio rose to 46.8%**



Source: MOFSL, Company

**Exhibit 7: GS3/NS3 declined ~55bp/20bp QoQ**


Source: MOFSL, Company

**Exhibit 8: Credit costs declined to ~2.6%**


Source: MOFSL, Company

**Exhibit 9: We raise our FY27 EPS by ~5% to factor in slightly lower credit costs and higher AUM growth**

INR m	Old Est.			New Est.			% change		
	FY26	FY27	FY28	FY26	FY27	FY28	FY26	FY27	FY28
NII	59,166	75,557	92,123	58,679	77,011	93,421	-0.8	1.9	1.4
Other Income	18,084	16,911	19,273	18,229	17,474	19,708	0.8	3.3	2.3
<b>Total Income</b>	<b>77,250</b>	<b>92,469</b>	<b>1,11,396</b>	<b>76,908</b>	<b>94,485</b>	<b>1,13,129</b>	<b>-0.4</b>	<b>2.2</b>	<b>1.6</b>
Operating Expenses	35,757	44,111	52,185	35,625	43,939	51,973	-0.4	-0.4	-0.4
<b>Operating Profits</b>	<b>41,493</b>	<b>48,357</b>	<b>59,212</b>	<b>41,282</b>	<b>50,546</b>	<b>61,156</b>	<b>-0.5</b>	<b>4.5</b>	<b>3.3</b>
Provisions	18,523	18,489	20,827	17,928	19,283	22,098	-3.2	4.3	6.1
<b>PBT</b>	<b>22,970</b>	<b>29,869</b>	<b>38,385</b>	<b>23,354</b>	<b>31,263</b>	<b>39,058</b>	<b>1.7</b>	<b>4.7</b>	<b>1.8</b>
Exceptional items	-	-	-	-	-	-			
Tax	5,667	7,189	8,688	5,737	7,514	8,892	1.2	4.5	2.3
<b>PAT (pre-NCI)</b>	<b>17,303</b>	<b>22,680</b>	<b>29,697</b>	<b>17,618</b>	<b>23,749</b>	<b>30,167</b>	<b>1.8</b>	<b>4.7</b>	<b>1.6</b>
NCI	1,600	1,800	2,000	1,550	1,800	2,000	-3.1	0.0	0.0
<b>PAT (post-NCI)</b>	<b>15,703</b>	<b>20,880</b>	<b>27,697</b>	<b>16,068</b>	<b>21,949</b>	<b>28,167</b>	<b>2.3</b>	<b>5.1</b>	<b>1.7</b>
AUM	10,39,506	12,34,216	14,82,240	10,88,608	12,90,394	15,54,648	4.7	4.6	4.9
Borrowings	6,91,243	7,93,274	9,85,937	7,32,270	8,35,683	10,42,892	5.9	5.3	5.8
RoA	2.2	2.4	2.7	2.2	2.4	2.6	-0.8	0.2	-2.9
RoE	12.0	14.2	16.3	12.2	14.8	16.5	2.2	4.5	0.7

**Exhibit 10: Du-Pont (% of avg. assets)**

	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Interest Income	14.4	14.2	14.9	17.0	14.6	14.5	15.0	15.1
Interest Expended	7.0	6.9	6.5	6.7	6.4	7.1	7.1	7.1
<b>NIM</b>	<b>7.5</b>	<b>7.3</b>	<b>8.4</b>	<b>10.3</b>	<b>8.2</b>	<b>7.4</b>	<b>7.8</b>	<b>8.0</b>
Other income	1.5	2.1	2.2	0.6	0.6	2.3	1.8	1.7
<b>Total income</b>	<b>9.0</b>	<b>9.3</b>	<b>10.6</b>	<b>10.9</b>	<b>8.8</b>	<b>9.6</b>	<b>9.6</b>	<b>9.7</b>
Operating cost	3.2	3.7	4.5	4.9	4.6	4.5	4.5	4.5
<b>PPOP</b>	<b>5.8</b>	<b>5.6</b>	<b>6.0</b>	<b>6.0</b>	<b>4.3</b>	<b>5.2</b>	<b>5.1</b>	<b>5.2</b>
Provision	3.1	2.1	1.8	1.6	2.3	2.2	2.0	1.9
<b>PBT</b>	<b>2.7</b>	<b>3.5</b>	<b>4.3</b>	<b>4.5</b>	<b>2.0</b>	<b>2.9</b>	<b>3.2</b>	<b>3.3</b>
<b>Tax</b>	<b>0.7</b>	<b>0.8</b>	<b>1.0</b>	<b>1.0</b>	<b>0.2</b>	<b>0.7</b>	<b>0.8</b>	<b>0.8</b>
<b>ROA (pre-NCI)</b>	<b>2.0</b>	<b>2.7</b>	<b>3.3</b>	<b>3.4</b>	<b>1.8</b>	<b>2.2</b>	<b>2.4</b>	<b>2.6</b>
NCI	0.0	0.0	0.2	0.4	0.3	0.2	0.2	0.2
ROA (post-NCI)	2.0	2.7	3.0	3.1	1.5	2.0	2.2	2.4
Avg. leverage (x)	7.4	7.3	6.4	5.9	5.6	6.1	6.6	6.8
<b>RoE</b>	<b>15.0</b>	<b>20.0</b>	<b>19.4</b>	<b>18.0</b>	<b>8.4</b>	<b>12.2</b>	<b>14.8</b>	<b>16.5</b>



## Financials and Valuation

Income Statement						(INR M)		
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Interest Income	54,212	61,345	73,693	98,386	95,043	1,15,591	1,47,240	1,76,503
Interest Expenses	26,258	29,910	32,218	38,829	41,695	56,912	70,230	83,082
<b>Net Interest Income</b>	<b>27,954</b>	<b>31,435</b>	<b>41,474</b>	<b>59,557</b>	<b>53,348</b>	<b>58,679</b>	<b>77,011</b>	<b>93,421</b>
Change (%)	26	12	32	44	-10	10	31	21
-NII on on-book	20,934	23,713	30,183	41,538	39,876	44,221	57,442	70,221
-NII on off-book	7,020	7,722	11,291	18,019	13,390	14,458	19,569	23,200
Other Operating Income	4,186	7,202	8,896	931	3,941	17,387	16,314	18,194
Other Income	1,499	1,689	1,883	2,410	262	842	1,160	1,515
<b>Total Income</b>	<b>33,639</b>	<b>40,326</b>	<b>52,253</b>	<b>62,899</b>	<b>57,550</b>	<b>76,908</b>	<b>94,485</b>	<b>1,13,129</b>
Change (%)	37	20	30	20	-9	34	23	20
<b>Total Operating Expenses</b>	<b>11,904</b>	<b>15,918</b>	<b>22,466</b>	<b>28,067</b>	<b>29,634</b>	<b>35,625</b>	<b>43,939</b>	<b>51,973</b>
Change (%)	-6	34	41	25	6	20	23	18
Employee Expenses	7,231	9,307	13,295	16,849	18,888	21,466	25,434	29,304
Depreciation	1,057	1,217	1,526	1,808	1,886	2,000	2,348	2,683
Other Operating Expenses	3,617	5,394	7,645	9,410	8,861	12,159	16,157	19,986
<b>Operating Profit</b>	<b>21,734</b>	<b>24,408</b>	<b>29,787</b>	<b>34,832</b>	<b>27,916</b>	<b>41,282</b>	<b>50,546</b>	<b>61,156</b>
Change (%)	82	12	22	17	-20	48	22	21
Provisions and write-offs	11,686	9,048	8,661	9,113	14,980	17,928	19,283	22,098
<b>PBT</b>	<b>10,048</b>	<b>15,359</b>	<b>21,125</b>	<b>25,719</b>	<b>12,935</b>	<b>23,354</b>	<b>31,263</b>	<b>39,058</b>
Exceptional Items					-5,865	0	0	0
Tax Provisions	2,440	3,477	5,050	5,977	1,289	5,737	7,514	8,892
Tax Rate (%)	24.3	22.6	23.9	23.2	10.0	24.6	24.0	22.8
<b>PAT (pre-NCI)</b>	<b>7,608</b>	<b>11,882</b>	<b>16,076</b>	<b>19,742</b>	<b>5,782</b>	<b>17,618</b>	<b>23,749</b>	<b>30,167</b>
Change (%)	51	56	35	23	-71	205	35	27
Non Controlling Interest (NCI)	-7	-4	-1,072	-2,107	-1,994	-1,550	-1,800	-2,000
<b>PAT (post-NCI)</b>	<b>7,601</b>	<b>11,879</b>	<b>15,003</b>	<b>17,635</b>	<b>3,788</b>	<b>16,068</b>	<b>21,949</b>	<b>28,167</b>
Change (%)	51	56	26	18	-79	324	37	28
Balance Sheet						(INR M)		
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	758	759	761	763	849	849	849	849
Reserves & Surplus	53,177	63,879	89,160	1,05,607	1,23,273	1,37,643	1,57,469	1,83,088
Non-controlling interest		59.0	12,101	14,195	15,428	16,978	18,778	20,778
<b>Net Worth</b>	<b>53,934</b>	<b>64,697</b>	<b>1,02,021</b>	<b>1,20,564</b>	<b>1,39,550</b>	<b>1,55,469</b>	<b>1,77,095</b>	<b>2,04,715</b>
<b>Borrowings</b>	<b>3,22,645</b>	<b>3,57,255</b>	<b>3,96,040</b>	<b>4,66,992</b>	<b>5,10,680</b>	<b>7,32,270</b>	<b>8,35,683</b>	<b>10,42,892</b>
Change (%)	16.4	10.7	10.9	17.9	9.4	43.4	14.1	24.8
Other Liabilities	30,090	37,150	31,951	36,655	26,212	29,876	34,525	39,827
<b>Total Liabilities</b>	<b>4,06,669</b>	<b>4,59,102</b>	<b>5,30,012</b>	<b>6,24,212</b>	<b>6,76,442</b>	<b>9,17,615</b>	<b>10,47,303</b>	<b>12,87,434</b>
Cash and Bank	47,841	81,569	58,390	42,457	41,918	54,284	51,289	56,425
Investments	316	11,922	35,110	40,590	44,380	53,581	61,587	70,041
<b>Loans</b>	<b>3,35,332</b>	<b>3,36,929</b>	<b>4,00,011</b>	<b>5,09,523</b>	<b>5,53,643</b>	<b>7,69,593</b>	<b>8,87,410</b>	<b>11,06,669</b>
Change (%)	17.5	0.5	18.7	27.4	8.7	39.0	15.3	24.7
Fixed Assets	4,102	4,777	5,708	6,569	6,315	6,998	8,114	9,119
Other Assets	19,079	23,908	30,794	25,072	30,187	33,159	38,903	45,181
<b>Total Assets</b>	<b>4,06,669</b>	<b>4,59,104</b>	<b>5,30,013</b>	<b>6,24,212</b>	<b>6,76,442</b>	<b>9,17,615</b>	<b>10,47,303</b>	<b>12,87,434</b>

E: MOFSL Estimates

## Financials and Valuation

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>AUM</b>	<b>4,46,891</b>	<b>5,12,097</b>	<b>6,46,376</b>	<b>7,89,599</b>	<b>7,83,413</b>	<b>10,88,608</b>	<b>12,90,394</b>	<b>15,54,648</b>
Change (%)	18	15	26	22	-1	39	19	20
<b>On-book/Off-book Mix (%)</b>								
On-book AUM (%)	75	67	62	64	70	71	68	70
Assignments (%)	25	28	26	21	16	17	20	18
Co-lending (%)	0	6	12	15	14	11	12	12
<b>Total (%)</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>
<b>Disbursements</b>	<b>2,78,300</b>	<b>3,83,090</b>	<b>5,59,630</b>	<b>6,38,263</b>	<b>4,88,325</b>	<b>10,38,423</b>	<b>12,48,746</b>	<b>14,49,971</b>
Change (%)		38	46	14	-23	113	20	16
<b>Ratios</b>								
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>Spreads Analysis (%)</b>								
Avg. Yield on Loans	17.5	18.3	20.0	21.6	17.9	17.5	17.8	17.7
Avg Cost of Funds	8.8	8.8	8.6	9.0	8.5	9.2	9.0	8.8
Spread of loans	8.7	9.5	11.4	12.6	9.3	8.3	8.8	8.9
NIM (as % of total AUM)	6.8	6.6	7.2	8.3	6.8	6.3	6.5	6.6
On-book NIM (% of on-book AUM)	6.8	7.0	8.1	9.1	7.5	6.7	6.9	7.1
<b>Profitability Ratios (%)</b>								
RoE	15.0	20.0	19.4	18.0	3.3	12.2	14.8	16.5
RoA	2.0	2.7	3.3	3.4	0.9	2.2	2.4	2.6
Int. Expended / Int.Earned	48.4	48.8	43.7	39.5	43.9	49.2	47.7	47.1
Other Inc. / Net Income	16.9	22.0	20.6	5.3	7.3	23.7	18.5	17.4
<b>Efficiency Ratios (%)</b>								
Op. Exps. / Avg AUM	2.9	3.3	3.9	3.9	3.8	3.8	3.7	3.7
Op. Exps. / Net Income	35	39	43	45	51	46	47	46
Empl. Cost/Op. Exps.	61	58	59	60	64	60	58	56
<b>Asset-Liability Profile (%)</b>								
Debt-Equity Ratio	6.0	5.5	4.4	4.4	4.1	5.3	5.3	5.7
Assets/Equity	7.5	7.1	5.9	5.9	5.4	6.6	6.6	7.0
<b>Asset Quality (%)</b>								
GNPA (INR m)	6,620	10,740	7,380	11,692	12,253	13,381	13,993	14,587
GNPA (%)	2.1	3.2	1.8	2.3	2.2	1.7	1.6	1.3
NNPA (INR m)	2,986	6,218	3,771	5,951	5,685	5,997	6,240	6,653
NNPA (%)	1.0	1.8	1.1	1.2	1.0	0.8	0.7	0.6
PCR (%)	55	42	49	49	54	55	55	54
Credit costs	3.8	2.7	2.4	2.0	2.8	2.7	2.3	2.2
<b>Valuations</b>								
	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Book Value (INR)	142	170	236	279	292	326	373	433
BV Growth (%)	13	20	39	18	5	12	14	16
<b>P/BV</b>	<b>3.8</b>	<b>3.2</b>	<b>2.3</b>	<b>1.9</b>	<b>1.9</b>	<b>1.7</b>	<b>1.5</b>	<b>1.2</b>
EPS (INR)	20	31	39	46	9	38	52	66
EPS Growth (%)	51	56	26	17	-81	324	37	28
<b>P/E</b>	<b>27.0</b>	<b>17.3</b>	<b>13.7</b>	<b>11.7</b>	<b>60.6</b>	<b>14.3</b>	<b>10.5</b>	<b>8.2</b>
Dividend	3.0	3.5	4.0	4.0	4.0	5.0	6.0	6.0
<b>Dividend yield</b>	<b>0.6</b>	<b>0.6</b>	<b>0.7</b>	<b>0.7</b>	<b>0.7</b>	<b>0.9</b>	<b>1.1</b>	<b>1.1</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	$\geq 15\%$
SELL	$< -10\%$
NEUTRAL	$-10\% \text{ to } 15\%$
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](http://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://onlinereports.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](http://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](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

- 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.
- Research Analyst has not served as an officer, director or employee of subject company(ies).
- MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
- MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
- 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.
- MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
- 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, 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 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/NCDX); 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.