Buy



PNB Housing

1
1

Bloomberg	PNBHOUSI IN
Equity Shares (m)	260
M.Cap.(INRb)/(USDb)	208.5 / 2.5
52-Week Range (INR)	914 / 446
1, 6, 12 Rel. Per (%)	26/-10/55
12M Avg Val (INR M)	593

Financials Snapshot (INR b)

Tillulicials shapshot (littles)						
Y/E MARCH	FY24	FY26E	FY26E			
NII	24.8	29.6	35.0			
OP	21.3	25.7	31.6			
NP	15.1	18.5	22.8			
EPS (Rs)	58	71	88			
EPS Gr. (%)	-6	23	23			
BV/Share	577	648	724			
Ratios						
NIM (%)	4.1	4.2	4.2			
C/I ratio (%)	24.0	23.6	22.6			
RoE (%)	2.2	2.3	2.4			
RoA (%)	11.6	11.7	12.8			
Valuations						
P/E (x)	13.8	11.2	9.1			
P/BV (x)	1.4	1.2	1.1			

Shareholding pattern (%)

As On	Mar-24	Dec-23	Mar-23
Promoter	28.1	28.1	32.5
DII	6.9	7.9	3.7
FII	25.0	24.7	24.3
Others	40.0	39.3	39.5

FII Includes depository receipts

CMP: INR801 TP: INR1,015 (+27%) Strong earnings beat led by NIM expansion and benign credit costs

Expect better earnings predictability going ahead; asset quality improved

- PNBHF's 4QFY24 PAT grew ~57% YoY to ~INR4.4b (~20% beat), driven by NIM expansion of ~15bp QoQ. This NIM expansion, despite a sequential moderation in yields, was aided by 1) the absence of any one-offs unlike the previous quarter, and 2) stable CoB.
- NII rose ~7% YoY to ~INR6.2b due to a gradual shift in mix toward retail.
- 4QFY24 disbursements grew 24% YoY to ~INR55.8b (+35% QoQ). Retail disbursements grew 24% YoY to INR55.4b (+35% QoQ). Affordable segment contributed ~10% to retail disbursements in FY24. Total loan book grew ~10% YoY to ~INR653.6b. However, retail loans grew 14% YoY.
- The management shared it aims to improve yields by catering to Prime, Roshni and Emerging Market customer verticals and targets to bring down its CoB by engaging with banks for lower spreads on MCLR loans and effectively tapping debt markets on the back of a credit rating upgrade to AA+ from all its CRAs. PNBHF continued to guide for credit costs of ~30bp, excluding any recoveries from the written-off corporate and retail loans.
- We continue to believe in our thesis of a transformation in this franchise and the management's ability to deliver an improvement in the RoA profile predicated on a) visibility of healthy retail loan CAGR trajectory of 17%+ from FY25 onward, b) NIM improvement through levers on CoB, and c) normalization to steady-state credit costs of ~25bp (including write-backs from recoveries).
- We expect PNBHF to deliver a CAGR of 17%/23% in AUM/PAT over FY24-FY26 and ~2.4%/13% RoA/RoE in FY26. Maintain BUY with a revised TP of INR1,015 (based on 1.4x FY26E BVPS).

Valuation and view: Risk-reward attractive for a strengthening franchise; Maintain BUY

- PNBHF has levers for NIM improvement through a potential decline in borrowing costs. Asset quality improvement has made it eligible for NHB borrowings, and the credit rating upgrade to AA+ will provide it even better access to primary debt markets.
- The company trades at 1.1x FY26E P/BV, and we believe that risk-reward is favorable for a re-rating in the valuation multiple as investors re-gain confidence in the company's sustained execution in retail (across prime, emerging and affordable). Maintain BUY with a revised TP of INR1,015 (based on 1.4x Mar'26E BVPS). Key risks: a) inability to drive NIM expansion amid aggressive competition in mortgages, and b) subsequent seasoning in the affordable loan book leading to asset quality deterioration.

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

Quarterly performance (INR M) FY23 FY24E **4Q FY23** FY24 v/s Est. FY24E **3Q** 4Q **1Q 2Q 3Q** 4Q **1Q 2Q** Interest Income 12,987 15,975 17,136 15,892 16,669 17,029 16,795 16,929 61,991 67,422 17,188 -2 Interest Expenses 9.303 9,639 9,963 10,081 10,475 10,573 10,866 10,697 38,985 42,611 11,225 -5 5 **Net Interest Income** 6,337 7,173 5,812 6,194 6,456 5,929 6,232 23,006 24,811 5,963 3,684 YoY Growth (%) -27.6 36.2 72.8 57.6 -17.3 7.2 30.9 2.6 68.1 1.9 7.8 3,306 Other income 1,124 868 829 485 408 765 765 1,211 3,149 818 48 **Total Income** 4,808 7,205 8,002 6,297 6,602 7,221 6,694 7,443 26,311 27,960 6,781 10 YoY Growth (%) -18.5 30.6 60.2 27.2 37.3 0.2 -16.3 18.2 23.2 6.3 7.7 1,788 1,468 5,313 **Operating Expenses** 1,214 1,368 1,262 1,530 1,702 1,700 1,778 6,710 -1 5.4 15.4 8.5 26.0 34.7 11.6 21.7 YoY Growth (%) 16.7 24.4 21.1 26.3 **Operating Profits** 3,594 5,837 6,740 4,828 5,072 5,519 4,994 5,665 20,998 21,250 4,993 13 -24.3 75.9 YoY Growth (%) 34.8 30.7 41.1 -5.4 -25.9 17.3 26.5 1.2 3.4 448 382 **Provisions** 483 2,432 3,071 1,403 606 591 66 7,389 1,711 -83 **Profit before Tax** 3,111 3,404 3,669 3,425 4,467 5,071 4,403 5,598 13,609 19,539 4,611 21 Tax Provisions 778 978 632 994 1,019 3,149 4,459 939 28 761 1,241 1,206 Profit after tax 2,350 2,626 2,691 2,793 3,473 3,830 3,384 4,393 10,460 15,080 3,671 20 YoY Growth (%) -3.4 11.7 42.8 64.7 47.8 45.8 25.8 57.3 25.0 44.2 31.5 **Key Operating Parameters (%)** 9.57 10.08 Rep. Yield on loans 8.46 10.65 10.43 10.59 10.58 10.19 Rep. Cost of funds 7.21 7.32 7.55 7.76 7.97 7.99 8.07 7.98 Spreads 1.25 2.25 3.10 2.67 2.62 2.59 2.12 2.10 3.74 3.95 **Net Interest Margins** 3.86 3 49 3.65 2.36 4 14 4 68 Cost to Income Ratio 25.3 19.0 15.8 23.3 23.2 23.6 25.4 23.9 0.40 0.38 0.04 Credit Cost 0.34 1.69 2.12 0.96 0.30 22.2 24.5 22.9 26.6 18.5 24.5 23.1 21.5 Tax Rate **Balance Sheet Parameters** Loans (INR B) 573 578 580 593 604 609 623 654 Change YoY (%) -5.2 -2.4 0.3 2.4 6.2 5.2 7.4 10.3 AUM (INR B) 649 657 658 666 673 674 685 712 -9.7 -5.8 6.9 -2.7 4.0 2.6 4.3 Change YoY (%) 1.0 Borrowings (Ex Assgn.) (INR B) 518 523 525 537 527 536 531 551 Change YoY (%) -11.1 -5.9 -2.5 0.8 3.3 2.3 1.2 2.6 Loans /Borrowings (%) 110.5 110.5 110.5 110.5 114.6 117.4 118.7 113.6 Off BS loans/AUM (%) 8.3 11.7 12.0 11.7 11.0 10.4 9.7 9.1 Debt/Equity (x) 4.9 4.9 3.8 3.8 3.7 3.7 5.1 5.0 **Asset Quality Parameters (%)** 35,020 28,240 22,700 22,700 10,860 10,790 9,840 GS 3 (INR Mn) 36,390 Gross Stage 3 (% on loans) 6.06 4.87 3.83 3.76 1.78 6.35 1.73 1.51 24,400 NS 3 (INR Mn) 20.770 18,350 16,170 15,430 7,170 7,080 6,160 Net Stage 3 (% on loans) 4.35 3.68 3.22 2.76 2.59 1.19 1.14 0.95 32.9 40.7 35.0 28.8 32.0 34.0 34.4 37.4 PCR (%)

E: MOFSL Estimates

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Highlights from the management commentary

- Guided for retail loan growth of 17% with higher focus on emerging and affordable segments, Opex to ATA around 95bp-100bp, NIM of 3.5%, credit costs of ~30bp (excluding write-backs from recoveries) and RoA of >2.2%.
- Over the next 4-5 years, it expects corporate to be <10% of the AUM mix and Emerging + affordable to contribute ~40-42% to the portfolio loan book. Rest will be prime.
- There was an audit by the regulator (NHB). The company has discussed the initial observations; there is nothing serious and it is awaiting a revert from the regulator.

Healthy disbursement momentum; contribution of affordable improving

- 4Q disbursements grew 24% YoY to ~INR55.8b (+35% QoQ). Retail disbursements grew by 24% YoY to INR55.4b (+35% QoQ). Total loan book grew ~10% YoY/5% QoQ to ~INR653.6b. However, retail loans grew 14% YoY. Retail loans now form ~97% of the loan mix.
- Affordable segment contributed ~10% to the retail disbursements in FY24.

Sequential NIM expansion; yields decline from higher competitive intensity

- Reported NIM in 4QFY24 rose ~15bp QoQ to ~3.65%. FY24 NIM was flat YoY at 3.75%. Yields declined ~20bp QoQ, while the CoB was stable QoQ.
- The management shared that it targets to increase the yields from Roshni branches from ~11.5% to ~12.5% from Apr'24 onward. In addition, it has also carved out an **Emerging Market Vertical (with ~50 branches)**, wherein it will target Tier 2 and 3 markets where the customer segment will be between Roshni and Prime. Yields in this segment will be 35-40bp higher than the prime customer segment.
- We model NIMs of ~4.2% in FY25 and FY26.

Asset quality improved; Net credit costs likely to undershoot guidance of 30bp

- Total GNPA/NNPA stood at ~1.5%/0.95% (% of Loan Assets) and improved ~20bp each QoQ. Retail GNPA improved ~20bp QoQ to 1.45%, while Corporate GNPA declined to ~3.3% (PQ: 3.4%) because of largely stable wholesale book.
- One Corporate account (POS of ~INR1.26b) slipped into Stage 2. However, the company sounded confident that it will either remain in Stage 2 or might even get upgraded to Stage 1.
- The management anticipates recoveries from the written-off pool of loans in both wholesale as well as retail. It expects write-backs to continue for the next five-six quarters starting 4QFY24 (recoveries of ~INR500m in 4Q and ~INR1b in FY24). We model credit costs of ~28bp in FY25-FY26.



Highlights from the management commentary

Business Update

- Retail loan book grew ~14% YoY. Retail now constitutes ~97% of the loan book. Affordable loan book stood at ~INR17.9b and grew ~56% QoQ.
- 160 branches in affordable segment in Tier 2 and 3 cities. Affordable contributed ~12% of the 4QFY24 disbursements in Retail. (PY: 3%)
- Credit rating upgraded to AA+ by CRISIL, ICRA and CARE.

Guidance

- Guided for retail loan growth of 17% with higher focus on emerging and affordable segments
- Guided for Opex to ATA around 95bp-100bp
- Guidance for FY25: NIM at 3.5% | RoA of >2.2% | Credit costs of ~30bp (without considering write-backs)
- Expects CoB to come down, aided by the credit rating upgrade. Because of a decline in the corporate book and depletion of the prime loan-book, there will be a pressure on yields, which can be mitigated by the decline in CoB.
- Over the next 4-5 years, it expects corporate to be <10% of the AUM mix and Emerging + affordable to contribute ~40-42% to the portfolio loan book. Rest will be prime.
- Expects affordable segment to contribute ~18% of the total disbursements in FY25.

Emerging Vertical

- Started emerging markets vertical in Apr'24. It will have 50 branches in the emerging segment, which will give higher yields. Affordable and Emerging will contribute ~40-42% of the overall retail disbursements in FY25.
- Existing employees and branches were culled out from the prime branches. AUM of these branches is ~INR120b.

Affordable Segment

- In the affordable segment, 1/3rd of customers will be new to PNBHF or new to credit; 40-50% with the bureau score of 700+.
- Affordable segment yields were 11.6% in FY24 and guided for 12.5-12.6% in FY25.

Prime Segment

- 90 branches will cater to the Prime segment. In order to bring undivided focus on retail segment, it has set up different verticals - affordable, emerging and Prime.
- Dedicated team of sales, credit, operations and collections across each of these three verticals.

Disbursements

4QFY24 disbursements of ~INR55.4b; FY24 disbursements stood at ~INR174.8b.
 Affordable segment contributed ~10% to the FY24 retail disbursements.

Asset Quality

- NNPA declined to 0.95% as of Mar'24 will endeavor to maintain best-in-class asset quality
- Corporate GNPA declined to ~3.31% (vs. ~22.5% in Mar'23).
- Sold 268 properties in FY24 through auctions and there was no principal loss at an enterprise level.
- Had earlier shared that it had a written-off pool of ~INR17b in corporate and ~INR5b in retail. The company has recovered about ~INR1b from the written-off pool in FY24. Expects recoveries over 4-6 quarters and write-backs/recoveries could be at similar levels as in 4Q.
- One corporate account (POS of ~INR1.26b) slipped into Stage 2. The company is confident that it will remain in Stage 2 or might even get upgraded to Stage 1.

Repayments/Run-off

- Run-off has declined to ~16.7% in FY24.
- BT-OUT was between ~6-7% in FY24 and BT-OUT declined by ~10% YoY in FY24 (in absolute terms).

Liabilities

- Availed ~INR30b of borrowings from NHB in FY24, which came at ~50bp lower
 CoB than other instruments.
- Incremental CoB stood at 7.93%.
- Proportion of ECB declined, while CP and NHB proportion in the borrowing mix improved.
- Tighter liquidity conditions in 4Q led to higher incremental CoB.

Financial Parameters

- Reported 4QFY24 PAT of INR4.4b, up 57% YoY.
- CoB stood at 7.98% (flat QoQ).
- 4QFY24 NIM stood at ~3.65% (in line with the NIM excluding one-offs in 3QFY24). Guided for NIM of ~3.5%.
- Credit costs stood at ~4bp in 4QFY24 and ~25bp in FY24.
- Recovery of ~INR490m from the written-off pool in 4QFY24 and ~INR1b in FY24.
- There were no one-offs in 4QFY24.

Others

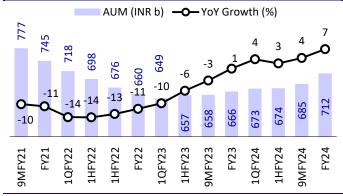
- There will be some pressure on the yields because of prime book depletion or BT-OUTs. Yield contraction was also because of the decline in the corporate book.
- Growth in fee income was in line with volume/disbursement growth. Writebacks are netted off in the credit costs line.
- There was an audit by the regulator (NHB). The company has discussed the initial observations; there is nothing serious and it is awaiting a revert from the regulator.
- There will be a drag on RoE for the next 2-3 years because of the capital raise from the rights Issue.
- PNBHF will continue to pursue profitable growth; It will ensure that it grows in all the 3 segments and scale up in the higher-yielding segments.

 Opened ~100 branches in 4QFY24, including ~60 affordable branches, ~22 emerging branches and ~18 Prime branches.

- PNBHF did a Rights Issue of ~INR25b at the beginning of the year.
- 2/3rd of the branches will focus on building business at higher yields.
- ~86% to the Retail Loan book has ticket size below ~INR10m.
- Geographical Split: North: 35%, South: 38%; West: 27%
- CRAR stood at ~29.3% (Tier 1: ~27.9%).
- RoA of ~2.2% and RoE of ~10.9% in FY24.

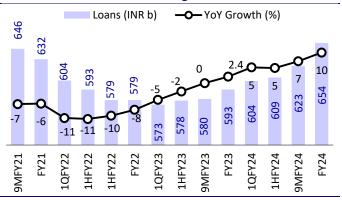
Key exhibits

Exhibit 1: AUM grew 7% YoY...



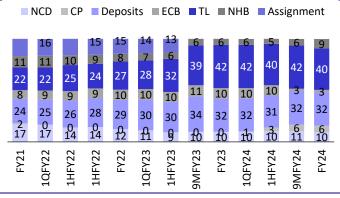
Source: MOFSL, Company

Exhibit 2: ...while on-book loans grew 10% YoY



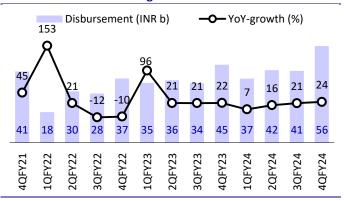
Source: MOFSL, Company

Exhibit 3: Borrowing mix (%)



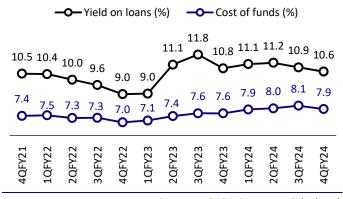
Source: MOFSL, Company

Exhibit 4: Disbursements grew ~24% YoY



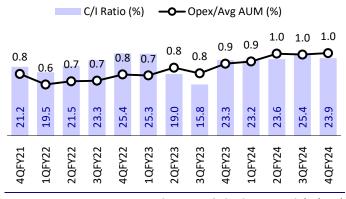
Source: MOFSL, Company

Exhibit 5: Reported spreads remained stable (%)



Source: MOFSL, Company, Calculated

Exhibit 6: C/I ratio declined by 150bp QoQ (%)



Source: MOFSL, Company, Calculated

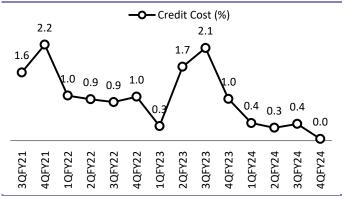
30 April 2024

Exhibit 7: Retail GNPA improved ~20bp QoQ

FY21 2.7 13.5 1QFY22 3.8 15.9 1HFY22 4.9 24.6 FY22 3.9 24.6 FY22 3.9 24.6 HFY23 3.7 28.0 9MFY23 2.6 22.3 1QFY24 2.5 25.0 HFY24 1.7 FY24 1.5 1QFY24 1.5 FY24 1.5

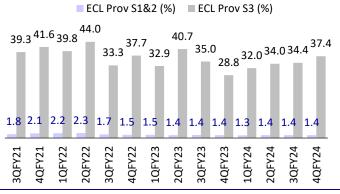
Source: MOFSL, Company

Exhibit 8: Benign credit costs (%)



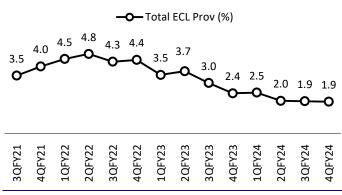
Source: MOFSL, Company

Exhibit 9: Stage 3 PCR increased ~300bp QoQ ...



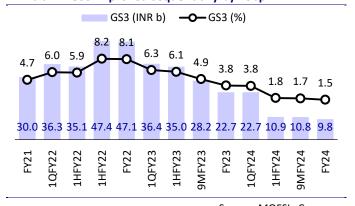
Source: MOFSL, Company

Exhibit 10: ...and ECL/EAD stood at 1.9% of loans



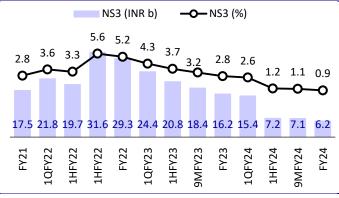
Source: MOFSL, Company

Exhibit 11: GS3 improved sequentially by 20bp...



Source: MOFSL, Company

Exhibit 12: ...while NS3 improved ~20bp QoQ



Source: MOFSL, Company

Exhibit 13: Raise our FY25 PAT estimates by ~2% to factor in lower provisions

INR b		Old Est.			New Est			Change (%)	
	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E
NII	24.5	29.2	35.0	24.8	29.6	35.0	1.1	1.1	-0.1
Other Income	2.8	4.1	5.8	3.1	4.1	5.8	14.3	-0.1	-0.5
Total Income	27.3	33.3	40.8	28.0	33.7	40.7	2.4	1.0	-0.2
Operating Expenses	6.7	8.0	9.3	6.7	7.9	9.2	-0.1	-0.2	-1.0
Operating Profits	20.6	25.4	31.5	21.3	25.7	31.6	3.3	1.3	0.1
Provisions	2.0	2.1	2.5	1.7	2.0	2.3	-15.6	-6.9	-5.8
PBT	18.6	23.3	29.0	19.5	23.8	29.2	5.3	2.0	0.6
Tax	4.2	5.1	6.4	4.5	5.2	6.4	6.3	2.0	0.6
PAT	14.4	18.2	22.7	15.1	18.5	22.8	5.0	2.0	0.6
Loan book	650	760	901	641	766	909	-1.4	0.8	0.9
NIM (%)	4.0	4.1	4.2	4.1	4.2	4.2			
Spreads (%)	2.7	2.9	3.1	2.9	2.7	2.9			
ROAA (%)	2.1	2.3	2.4	2.2	2.3	2.4			
RoAE (%)	11.1	11.5	13.0	11.6	11.7	12.8			

Source: MOFSL estimates

Exhibit 14: One-year forward P/B

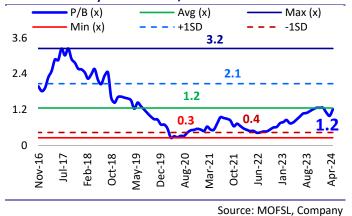
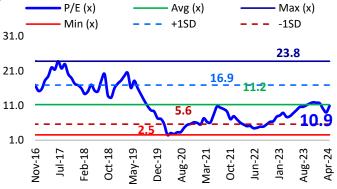


Exhibit 15: One-year forward P/E



Source: MOFSL, Company

30 April 2024 9

Financials and Valuation

Interest Income	terest Income terest Expended et Interest Income Change (%) ther Operating Income et Income Change (%) Decrating Expenses Decrating Income Change (%)	67,929 51,664 16,265 7.7 8,904 25,169 28.9 5,935	76,882 58,750 18,133 11.5 8,013 26,146 3.9	71,898 50,998 20,901 15.3 4,343 25,243	58,220 40,645 17,575 -15.9 3,787	61,991 38,985 23,006 30.9	67,422 42,611 24,811 7.8	77,608 48,045 29,563	91,779 56,827 34,953 18.2
Interest Expended 51,664 58,750 50,998 40,645 38,985 42,611 48,045 50,000 16,265 18,133 20,901 17,575 23,006 24,811 29,563 30,000 24,811 29,563 30,000 24,811 29,563 30,000 24,811 29,563 30,000 24,811 29,563 30,000 24,811 29,563 30,000 24,811 29,563 30,000 24,811 29,563 30,000 24,811 29,563 30,000 24,811 29,563 30,000 24,811 24,000	terest Expended et Interest Income Change (%) ther Operating Income et Income Change (%) Derating Expenses Derating Income Change (%)	51,664 16,265 7.7 8,904 25,169 28.9 5,935	58,750 18,133 11.5 8,013 26,146 3.9	50,998 20,901 15.3 4,343 25,243	40,645 17,575 -15.9 3,787	38,985 23,006 30.9	42,611 24,811 7.8	48,045 29,563	56,827 34,953
Net Interest Income 16,265 18,133 20,901 17,575 23,006 24,811 29,563 3 Change (%) 7.7 11.5 15.3 -15.9 30.9 7.8 19.2 Other Operating Income 8,904 8,013 4,343 3,787 3,306 3,149 4,098 Net Income 25,169 26,146 25,243 21,363 26,311 27,960 33,661 4 Change (%) 28.9 3.9 -3.5 -15.4 23.2 6.3 20.4 Operating Expenses 5,935 5,522 4,554 4,760 5,313 6,710 7,941 Operating Income 19,234 20,624 20,689 16,603 20,998 21,250 25,720 3 Change (%) 27.3 7.2 0.3 -19.7 26.5 1.2 21.0 2 Provisions/write offs 1,890 12,514 8,619 5,764 7,389 1,711 1,970 1 1,970 1	change (%) cher Operating Income change (%) change (%) change (%) change Expenses change Income Change Income Change (%)	16,265 7.7 8,904 25,169 28.9 5,935	18,133 11.5 8,013 26,146 3.9	20,901 15.3 4,343 25,243	17,575 -15.9 3,787	23,006 30.9	24,811 7.8	29,563	34,953
Change (%) 7.7 11.5 15.3 -15.9 30.9 7.8 19.2 Other Operating Income 8,904 8,013 4,343 3,787 3,306 3,149 4,098 Net Income 25,169 26,146 25,243 21,363 26,311 27,960 33,661 4 Change (%) 28.9 3.9 -3.5 -15.4 23.2 6.3 20.4 Operating Expenses 5,935 5,522 4,554 4,760 5,313 6,710 7,941 Operating Income 19,234 20,624 20,689 16,603 20,998 21,250 25,720 3 Change (%) 27.3 7.2 0.3 -19.7 26.5 1.2 21.0 Provisions/write offs 1,890 12,514 8,619 5,764 7,389 1,711 1,970 PBT 17,344 8,110 12,070 10,840 13,609 19,539 23,750 2 Extraordinary Items 0 0	Change (%) cher Operating Income et Income Change (%) perating Expenses perating Income Change (%)	7.7 8,904 25,169 28.9 5,935	11.5 8,013 26,146 3.9	15.3 4,343 25,243	-15.9 3,787	30.9	7.8		
Other Operating Income 8,904 8,013 4,343 3,787 3,306 3,149 4,098 Net Income 25,169 26,146 25,243 21,363 26,311 27,960 33,661 4 Change (%) 28.9 3.9 -3.5 -15.4 23.2 6.3 20.4 Operating Expenses 5,935 5,522 4,554 4,760 5,313 6,710 7,941 Operating Income 19,234 20,624 20,689 16,603 20,998 21,250 25,720 3 Change (%) 27.3 7.2 0.3 -19.7 26.5 1.2 21.0 Provisions/write offs 1,890 12,514 8,619 5,764 7,389 1,711 1,970 PBT 17,344 8,110 12,070 10,840 13,609 19,539 23,750 2 Extraordinary Items 0 0 0 0 0 0 0 0 0 0 Tax R	cher Operating Income et Income Change (%) Decrating Expenses Decrating Income Change (%)	8,904 25,169 28.9 5,935	8,013 26,146 3.9	4,343 25,243	3,787			19.2	10 2
Net Income 25,169 26,146 25,243 21,363 26,311 27,960 33,661 4 Change (%) 28.9 3.9 -3.5 -15.4 23.2 6.3 20.4 Operating Expenses 5,935 5,522 4,554 4,760 5,313 6,710 7,941 Operating Income 19,234 20,624 20,689 16,603 20,998 21,250 25,720 3 Change (%) 27.3 7.2 0.3 -19.7 26.5 1.2 21.0 21.0 21.0 22.0 <td>et Income Change (%) Derating Expenses Derating Income Change (%)</td> <td>25,169 28.9 5,935</td> <td>26,146 3.9</td> <td>25,243</td> <td></td> <td>3,306</td> <td>3,149</td> <td></td> <td>10.2</td>	et Income Change (%) Derating Expenses Derating Income Change (%)	25,169 28.9 5,935	26,146 3.9	25,243		3,306	3,149		10.2
Change (%) 28.9 3.9 -3.5 -15.4 23.2 6.3 20.4 Operating Expenses 5,935 5,522 4,554 4,760 5,313 6,710 7,941 Operating Income 19,234 20,624 20,689 16,603 20,998 21,250 25,720 3 Change (%) 27.3 7.2 0.3 -19.7 26.5 1.2 21.0 Provisions/write offs 1,890 12,514 8,619 5,764 7,389 1,711 1,970 PBT 17,344 8,110 12,070 10,840 13,609 19,539 23,750 2 Extraordinary Items 0	Change (%) perating Expenses perating Income Change (%)	28.9 5,935	3.9	•	21 262		,	4,098	5,791
Operating Expenses 5,935 5,522 4,554 4,760 5,313 6,710 7,941 Operating Income 19,234 20,624 20,689 16,603 20,998 21,250 25,720 3 Change (%) 27.3 7.2 0.3 -19.7 26.5 1.2 21.0 Provisions/write offs 1,890 12,514 8,619 5,764 7,389 1,711 1,970 PBT 17,344 8,110 12,070 10,840 13,609 19,539 23,750 2 Extraordinary Items 0	perating Expenses perating Income Change (%)	5,935		2 -	21,303	26,311	27,960	33,661	40,744
Operating Income 19,234 20,624 20,689 16,603 20,998 21,250 25,720 3 Change (%) 27.3 7.2 0.3 -19.7 26.5 1.2 21.0 Provisions/write offs 1,890 12,514 8,619 5,764 7,389 1,711 1,970 PBT 17,344 8,110 12,070 10,840 13,609 19,539 23,750 2 Extraordinary Items 0 <td< td=""><td>perating Income Change (%)</td><td></td><td>5 522</td><td>-3.5</td><td>-15.4</td><td>23.2</td><td>6.3</td><td>20.4</td><td>21.0</td></td<>	perating Income Change (%)		5 522	-3.5	-15.4	23.2	6.3	20.4	21.0
Change (%) 27.3 7.2 0.3 -19.7 26.5 1.2 21.0 Provisions/write offs 1,890 12,514 8,619 5,764 7,389 1,711 1,970 PBT 17,344 8,110 12,070 10,840 13,609 19,539 23,750 2 Extraordinary Items 0	Change (%)	19,234	3,322	4,554	4,760	5,313	6,710	7,941	9,192
Change (%) 27.3 7.2 0.3 -19.7 26.5 1.2 21.0 Provisions/write offs 1,890 12,514 8,619 5,764 7,389 1,711 1,970 PBT 17,344 8,110 12,070 10,840 13,609 19,539 23,750 2 Extraordinary Items 0	Change (%)		20,624	20,689	16,603	20,998	21,250	25,720	31,551
PBT 17,344 8,110 12,070 10,840 13,609 19,539 23,750 2 Extraordinary Items 0 3,750 2 2 22.5 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 3 1 <td>ovisions/write offs</td> <td>27.3</td> <td>7.2</td> <td>0.3</td> <td>-19.7</td> <td>26.5</td> <td>1.2</td> <td>21.0</td> <td>22.7</td>	ovisions/write offs	27.3	7.2	0.3	-19.7	26.5	1.2	21.0	22.7
Extraordinary Items 0		1,890	12,514	8,619	5,764	7,389	1,711	1,970	2,345
Reported PBT 17,344 8,110 12,070 10,840 13,609 19,539 23,750 2 Tax 5,429 2,201 2,978 2,475 3,149 4,459 5,225 Tax Rate (%) 31.3 27.1 24.7 22.8 23.1 22.8 22.0 DTL on Special Reserve Reported PAT 11,915 5,909 9,092 8,365 10,460 15,080 18,525 2 Change (%) 41.7 -50.4 53.9 -8.0 25.0 44.2 22.8 PAT adjusted for EO 11,915 5,909 9,092 8,365 10,460 15,080 18,525 2 Change (%) 41.7 -50.4 53.9 -8.0 25.0 44.2 22.8 Proposed Dividend 1,809 0 0 0 0 0 3,112	ВТ	17,344	8,110	12,070	10,840	13,609	19,539	23,750	29,206
Tax 5,429 2,201 2,978 2,475 3,149 4,459 5,225 Tax Rate (%) 31.3 27.1 24.7 22.8 23.1 22.8 22.0 DTL on Special Reserve Reported PAT 11,915 5,909 9,092 8,365 10,460 15,080 18,525 2 Change (%) 41.7 -50.4 53.9 -8.0 25.0 44.2 22.8 PAT adjusted for EO 11,915 5,909 9,092 8,365 10,460 15,080 18,525 2 Change (%) 41.7 -50.4 53.9 -8.0 25.0 44.2 22.8 Proposed Dividend 1,809 0 0 0 0 0 3,112	traordinary Items	0	0	0	0	0	0	0	0
Tax Rate (%) 31.3 27.1 24.7 22.8 23.1 22.8 22.0 DTL on Special Reserve Reported PAT 11,915 5,909 9,092 8,365 10,460 15,080 18,525 2 Change (%) 41.7 -50.4 53.9 -8.0 25.0 44.2 22.8 PAT adjusted for EO 11,915 5,909 9,092 8,365 10,460 15,080 18,525 2 Change (%) 41.7 -50.4 53.9 -8.0 25.0 44.2 22.8 Proposed Dividend 1,809 0 0 0 0 0 3,112		17,344	8,110	12,070	10,840	13,609	19,539	23,750	29,206
DTL on Special Reserve Reported PAT 11,915 5,909 9,092 8,365 10,460 15,080 18,525 2 Change (%) 41.7 -50.4 53.9 -8.0 25.0 44.2 22.8 PAT adjusted for EO 11,915 5,909 9,092 8,365 10,460 15,080 18,525 2 Change (%) 41.7 -50.4 53.9 -8.0 25.0 44.2 22.8 Proposed Dividend 1,809 0 0 0 0 0 3,112	X	5,429	2,201	2,978	2,475	3,149	4,459	5,225	6,425
Reported PAT 11,915 5,909 9,092 8,365 10,460 15,080 18,525 2 Change (%) 41.7 -50.4 53.9 -8.0 25.0 44.2 22.8 PAT adjusted for EO 11,915 5,909 9,092 8,365 10,460 15,080 18,525 2 Change (%) 41.7 -50.4 53.9 -8.0 25.0 44.2 22.8 Proposed Dividend 1,809 0 0 0 0 0 3,112	ıx Rate (%)	31.3	27.1	24.7	22.8	23.1	22.8	22.0	22.0
Change (%) 41.7 -50.4 53.9 -8.0 25.0 44.2 22.8 PAT adjusted for EO 11,915 5,909 9,092 8,365 10,460 15,080 18,525 2 Change (%) 41.7 -50.4 53.9 -8.0 25.0 44.2 22.8 Proposed Dividend 1,809 0 0 0 0 0 3,112	TL on Special Reserve								
PAT adjusted for EO 11,915 5,909 9,092 8,365 10,460 15,080 18,525 2 Change (%) 41.7 -50.4 53.9 -8.0 25.0 44.2 22.8 Proposed Dividend 1,809 0 0 0 0 0 3,112	eported PAT	11,915	5,909	9,092	8,365	10,460	15,080	18,525	22,781
Change (%) 41.7 -50.4 53.9 -8.0 25.0 44.2 22.8 Proposed Dividend 1,809 0 0 0 0 0 3,112	Change (%)	41.7	-50.4	53.9	-8.0	25.0	44.2	22.8	23.0
Proposed Dividend 1,809 0 0 0 0 3,112	AT adjusted for EO	11,915	5,909	9,092	8,365	10,460	15,080	18,525	22,781
	Change (%)	41.7	-50.4	53.9	-8.0	25.0	44.2	22.8	23.0
Balance sheet (In	oposed Dividend	1,809	0	0	0	0	0	3,112	3,895
Balance sheet (III									
	alance sheet								(INR M)
Y/E March FY19 FY20 FY21 FY22 FY23 FY24 FY25E	E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Capital 1,675 1,682 1,683 1,686 1,689 2,597 2,597	pital	1,675	1,682	1,683	1,686	1,689	2,597	2,597	2,597
		73,764	78,296	87,548	97,030	1,08,448	1,47,147	1,65,673	1,85,341
Net Worth 75,439 79,978 89,230 98,716 1,10,137 1,49,744 1,68,270 1,8	et Worth	75,439	79,978	89,230	98,716	1,10,137	1,49,744	1,68,270	1,87,938
	orrowings	7,18,589	6,77,351	5,93,925	5,30,050	5,36,211	5,50,166	6,66,175	8,00,318
Change (%) 33.6 -5.7 -12.3 -10.8 1.2 2.6 21.1									20.1
	<u> </u>	44,662	31,969	30,767	28,530	15,795	24,138	25,345	26,612
Total Liabilities 8,38,690 7,89,297 7,13,922 6,57,296 6,62,143 7,24,049 8,59,790 10,1	otal Liabilities	8,38,690	7,89,297	7,13,922	6,57,296	6,62,143	7,24,049	8,59,790	10,14,869
Loans 7,42,879 6,66,280 6,06,447 5,53,359 5,78,398 6,41,082 7,65,718 9,0	ans	7,42,879	6,66,280	6,06,447	5,53,359	5,78,398	6,41,082	7,65,718	9,09,452
Change (%) 30.0 -10.3 -9.0 -8.8 4.5 10.8 19.4	Change (%)	30.0	-10.3	-9.0			10.8	19.4	18.8
		45,607	20,757	20,448	34,827	31,963	43,460	47,806	52,587
Change (%) 89.0 -54.5 -1.5 70.3 -8.2 36.0 10.0	Change (%)	89.0		-1.5					10.0
Net Fixed Assets 1,083 1,353 1,056 935 839 0 0			1,353	1,056	935	839	0	0	0
Other assets 49,122 1,00,906 85,971 68,175 50,943 39,506 46,265 5	her assets	49,122	1,00,906	85,971	68,175	50,943	39,506	46,265	52,829
Total Assets 8,38,690 7,89,297 7,13,922 6,57,296 6,62,143 7,24,049 8,59,790 10,1	otal Assets	8,38,690	7,89,297	7,13,922	6,57,296	6,62,143	7,24,049	8,59,790	10,14,869

E: MOSL Estimates

Financials and Valuation

Operating Expenses

Other Expenses

Provisions/write offs

Operating Profit

PBT

Tax

Cost to Income Ratio (%)

Employee Expenses

Ratios								(%)
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Spreads Analysis (%)								
Avg yield on loans	10.1	10.6	10.9	9.7	10.6	10.7	10.6	10.7
Avg. cost of funds	8.2	8.4	8.0	7.2	7.3	7.8	7.9	7.8
Interest Spread	1.9	2.1	2.9	2.4	3.3	2.9	2.7	2.9
NIM on loans	2.5	2.6	3.3	3.0	4.1	4.1	4.2	4.2
Profitability Ratios (%)								
RoE	16.9	7.6	10.7	8.9	10.0	11.6	11.7	12.8
RoA	1.6	0.7	1.2	1.2	1.6	2.2	2.3	2.4
Int. Expended/Int.Earned	76.1	76.4	70.9	69.8	62.9	63.2	61.9	61.9
Other Inc./Net Income	35.4	30.6	17.2	17.7	12.6	11.3	12.2	14.2
Efficiency Ratios (%)								
Op. Exps./Net Income	23.6	21.1	18.0	22.3	20.2	24.0	23.6	22.6
Empl. Cost/Op. Exps.	51.2	42.2	46.4	45.5	50.1	50.3	50.6	51.1
Asset Quality (INR m)								
Gross NPA	3,549	18,562	29,990	47,062	22,714	9,840	10,802	12,333
GNPA ratio	0.5	2.8	4.8	8.2	3.9	1.5	1.4	1.3
Net NPA	2,784	11,838	17,500	29,312	16,184	6,160	6,805	7,646
NNPA ratio	0.4	1.8	2.9	5.3	2.8	1.0	0.9	0.8
CAR	20.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0
VALUATION	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Book Value (INR)	450	476	530	586	652	577	648	724
BVPS Growth YoY	14.3	5.6	11.5	10.4	11.4	-11.6	12.4	11.7
Price-BV (x)	20	3.0	1.5	1.4	1.2	1.4	1.2	1.1
EPS (INR)	71.1	35.1	54.0	49.6	61.9	58.1	71.3	87.7
EPS Growth YoY	40.9	-50.6	53.8	-8.2	24.9	-6.3	22.8	23.0
Price-Earnings (x)		22.8	14.8	16.1	12.9	13.8	11.2	9.1
Dividend per share (INR)	9.0	0.0	0.0	0.0	0.0	0.0	12.0	15.0
Dividend yield (%)			0.0	0.0	0.0	0.0	1.5	1.9
E: MOSL Estimates								,
DuPont Analysis								
DuPont Analysis	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Interest Income	9.2	9.4	9.6	8.5	9.4	9.7	9.8	9.8
Interest Expended	7.0	7.2	6.8	5.9	5.9	6.1	6.1	6.1
Net Interest Income	2.2	2.2	2.8	2.6	3.5	3.6	3.7	3.7
Other Income	1.2	1.0	0.6	0.6	0.5	0.5	0.5	0.6
Fees	0.6	0.4	0.2	0.4	0.4	0.4	0.4	0.5
Trading gains and MM	0.6	0.6	0.3	0.2	0.1	0.1	0.1	0.2
Net Income	3.4	3.2	3.4	3.1	4.0	4.0	4.3	4.3

Tax Rate (%) 31.3 27.1 24.7 22.8 23.1 22.8 22.0 22.0 **Reported PAT** 2.4 1.6 0.7 1.2 1.2 1.6 2.2 2.3 Leverage 10.4 10.5 8.9 7.3 6.3 5.3 5.0 5.3 RoE 16.9 7.6 10.7 8.9 10.0 11.6 11.7 12.8

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

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NOTES

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

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