

# CAPITAL FIRST

## Momentum sustained

India Equity Research | Banking and Financial Services

Capital First (CAFL) clocked decent Q1FY18 performance—PAT at INR603mn jumped ~33% YoY driven by sustained momentum on the revenue front (up >45% YoY). This was on account of: (i) margin expansion, given benefit of capital raising & shift in loan mix; and (ii) robust AUM spurt (up >24% YoY) due to sustained traction in the retail book (up >30% YoY). On asset quality front, while GNPA's rose following transition to 90dpd recognition norms, they were broadly stable on like-to-like basis—GNPA's (on 90dpd) stood at 1.72% versus 1.65% in FY17. Consequently, provision coverage dropped to ~40% (~68% in FY17); while adequate at this juncture, we believe this will have to be shored up. Notwithstanding this, we anticipate optimal product strategy anchored by stringent risk mitigants to fuel a smart J-shaped surge in return ratios—RoA of 2% and RoE of 16-18% by FY19E. Maintain 'BUY'.

### Retail momentum sustains

CAFL's retail book sustained robust traction—at INR199bn, retail AUM jumped >30% YoY, taking its proportion to ~93% (~86% in FY16). The surge was driven by robust spurt in consumer durables (up ~57% YoY) and business loan (up ~60% YoY) segments, in line with the company's strategy to shift towards higher-yielding products. Despite the uncertain environment, CAFL's strong growth momentum reinforces our conviction that it will post 25-27% AUM CAGR over FY17-19E on expanding footprint and untapped credit demand.

### Optical rise in GNPA's due to transition, stable otherwise

CAFL transitioned to 90dpd NPA recognition norms during Q1FY18 - consequently, GNPA's rose QoQ. However, on like-to-like basis, asset quality was broadly steady with GNPA's (on 90dpd) at 1.72% versus 1.65% in FY17. The company's strong asset quality position vindicates its sound under-writing skills & collection efficiency given robust business analytics, cutting-edge technology and competent score cards. However, following limited P&L impact due to adequate provisioning, provision coverage dropped to ~40% (~68% in FY17) - we believe that this will be increased over a period of time.

### Outlook and valuations: In right direction; maintain 'BUY'

Strong AUM CAGR, operating leverage benefits and higher cross-sell are expected to drive earnings going ahead—>40% CAGR over FY17-19E. Although valuation at 2.7x FY19E P/ABV appears expensive considering historical RoE, given sustainable growth phase and sharp RoE recovery, we expect the stock to re-rate further on consistent earnings delivery. We maintain 'BUY/SO' with target price of INR927.

| Financials (Standalone) |        |        |          |        |          |        | (INR mn) |        |
|-------------------------|--------|--------|----------|--------|----------|--------|----------|--------|
| Year to March           | Q1FY18 | Q1FY17 | Growth % | Q4FY17 | Growth % | FY17   | FY18E    | FY19E  |
| Net revenue             | 5,004  | 3,383  | 47.9     | 4,628  | 8.1      | 15,989 | 20,181   | 25,457 |
| Net profit              | 603    | 452    | 33.4     | 692    | (12.9)   | 2,169  | 3,400    | 4,535  |
| Dil. EPS (INR)          | 5.8    | 4.7    | 24.4     | 6.7    | (13.0)   | 22.3   | 34.9     | 46.6   |
| Adj. BV (INR)           |        |        |          |        |          | 226.4  | 248.3    | 285.1  |
| Price/Adj book (x)      |        |        |          |        |          | 3.4    | 3.1      | 2.7    |
| Price/Earnings (x)      |        |        |          |        |          | 35.1   | 22.4     | 16.8   |

| EDELWEISS 4D RATINGS           |            |
|--------------------------------|------------|
| Absolute Rating                | BUY        |
| Rating Relative to Sector      | Outperform |
| Risk Rating Relative to Sector | Medium     |
| Sector Relative to Market      | Overweight |

#### MARKET DATA (R: CAPF.BO, B: CAFL IN)

|                              |              |
|------------------------------|--------------|
| CMP                          | : INR 781    |
| Target Price                 | : INR 927    |
| 52-week range (INR)          | : 815 / 465  |
| Share in issue (mn)          | : 97.7       |
| M cap (INR bn/USD mn)        | : 76 / 1,198 |
| Avg. Daily Vol.BSE/NSE('000) | : 524.4      |

#### SHARE HOLDING PATTERN (%)

|                                                  | Current | Q4FY17 | Q3FY17 |
|--------------------------------------------------|---------|--------|--------|
| Promoters *                                      | 36.0    | 61.1   | 61.1   |
| MF's, FI's & BK's                                | 10.9    | 6.2    | 5.8    |
| FII's                                            | 25.7    | 8.4    | 6.5    |
| Others                                           | 27.4    | 24.3   | 26.6   |
| * Promoters pledged shares (% of share in issue) | :       | NIL    |        |

#### PRICE PERFORMANCE (%)

|           | Stock | Nifty | EW Banks and Financial Services Index |
|-----------|-------|-------|---------------------------------------|
| 1 month   | 17.0  | 5.9   | 7.9                                   |
| 3 months  | 2.9   | 8.2   | 11.9                                  |
| 12 months | 7.1   | 16.9  | 32.7                                  |

#### Kunal Shah

+91 22 4040 7579  
kunal.shah@edelweissfin.com

#### Nilesh Parikh

+91 22 4063 5470  
nilesh.parikh@edelweissfin.com

#### Prakhar Agarwal

+91 22 6620 3076  
prakhar.agarwal@edelweissfin.com

#### Malav Simaria

+91 22 6623 3357  
malav.simaria@edelweissfin.com

August 2, 2017

**Table 1: Key takeaways from Q1FY18 earnings**

| (INR mn)            | Q1FY18  | Q1FY17  | YoY (%) | Q4FY17  | QoQ (%) | Comments                                                                                       |
|---------------------|---------|---------|---------|---------|---------|------------------------------------------------------------------------------------------------|
| Net revenues        | 5,004   | 3,383   | 47.9    | 4,628   | 8.1     | Strong revenue momentum, driven by NIMs expansion and robust AUM traction                      |
| Expenses            | 4,086   | 2,686   | 52.1    | 3,570   | 14.5    |                                                                                                |
| Profit before tax   | 918     | 696     | 31.8    | 1,058   | (13.2)  |                                                                                                |
| Tax expense         | 315     | 245     | 28.9    | 366     | (13.8)  |                                                                                                |
| Profit after tax    | 603     | 452     | 33.4    | 692     | (12.9)  | Healthy earnings on back of sustained revenue traction                                         |
| EPS (INR)           | 5.8     | 4.7     | 24.4    | 6.7     | (13.0)  |                                                                                                |
| <b>Key Metrics</b>  |         |         |         |         |         |                                                                                                |
| AUM                 | 214,097 | 172,125 | 24.4    | 198,241 | 8.0     | Robust AUM momentum, on back of continued traction in retail book                              |
| Retail              | 198,808 | 152,411 | 30.4    | 183,528 | 8.3     | Consumer durables (up ~57% YoY) and business loan (up ~60% YoY) segments drive retail traction |
| Wholesale           | 15,289  | 19,714  | (22.4)  | 14,713  | 3.9     | Rationalisation of the wholesale book on track                                                 |
| GNPA (%)            | 1.7     | 1.7     |         | 1.7     |         | Despite transition to 90dpd norms, asset quality was stable on a like-to-like basis            |
| NNPA (%)            | 1.0     | 1.1     |         | 1.0     |         |                                                                                                |
| NIM (calculated, %) | 9.7     | 8.0     |         | 9.5     |         | NIMs expand on shift in loan mix and benefit of capital raising                                |
| CAR (%)             | 19.1    | 18.7    |         | 20.3    |         |                                                                                                |

Source: Company, Edelweiss research

\* Note: Prior period NPAs have been restated on 90dpd basis

**Table 2: Retail focus sustains**

| (%)       | FY15 | FY16 | Q1FY17 | Q2FY17 | Q3FY17 | Q4FY17 | Q1FY18 |
|-----------|------|------|--------|--------|--------|--------|--------|
| Retail    | 84.5 | 85.8 | 85.6   | 90.1   | 90.6   | 92.6   | 92.9   |
| Wholesale | 15.5 | 14.2 | 14.4   | 9.9    | 9.4    | 7.4    | 7.1    |

Source: Company

**Table 3: Retail growth driven by consumer durables and business loans**

| (%)                       | FY15 | FY16 | Q1FY17 | Q2FY17 | Q3FY17 | Q4FY17 | Q1FY18 |
|---------------------------|------|------|--------|--------|--------|--------|--------|
| Secured MSME & home loans | 72.7 | 60.5 | 56.3   | 54.6   | 51.7   | 49.9   | 48.5   |
| Unsecured MSME            | 9.5  | 14.9 | 15.7   | 18.2   | 18.4   | 19.1   | 18.6   |
| Two wheeler               | 8.4  | 10.2 | 10.5   | 10.3   | 11.0   | 11.0   | 10.8   |
| Consumer loans            | 7.3  | 11.5 | 13.6   | 12.4   | 13.5   | 14.0   | 15.8   |
| Others (incl. gold loans) | 2.1  | 2.9  | 3.8    | 4.6    | 5.3    | 6.0    | 6.3    |

Source: Company

**Table 4: Asset quality stable on like-to-like basis (90dpd)**

| (%)   | FY16 | Q1FY17 | Q2FY17 | Q3FY17 | Q4FY17 | Q1FY18 |
|-------|------|--------|--------|--------|--------|--------|
| GNPLs | 1.7  | 1.7    | 1.5    | 1.6    | 1.7    | 1.7    |
| NNPLs | 1.2  | 1.1    | 1.0    | 1.0    | 1.0    | 1.0    |

Source: Company

\* Note: Prior period NPAs have been restated on 90dpd basis

**Table 5: Borrowings composition**

| (%)            | FY15 | FY16 | Q1FY17 | Q2FY17 | Q3FY17 | Q4FY17 | Q1FY18 |
|----------------|------|------|--------|--------|--------|--------|--------|
| Bank Borrowing | 85.3 | 75.1 | 67.5   | 68.5   | 57.1   | 58.4   | 56.1   |
| NCD            | 6.8  | 15.6 | 16.5   | 19.0   | 24.3   | 27.8   | 34.0   |
| CP             | -    | 0.7  | 7.8    | 4.8    | 10.6   | 6.0    | 3.2    |
| Sub Debt       | 5.6  | 6.6  | 6.1    | 5.7    | 5.9    | 5.8    | 5.0    |
| Perpetual Debt | 2.3  | 2.1  | 2.2    | 2.0    | 2.0    | 2.0    | 1.7    |

*Source: Company*

## Financial snapshot

(INR mn)

| Year to March       | Q1FY18 | Q1FY17 | % change | Q4FY17 | % change | FY17   | FY18E  | FY19E  |
|---------------------|--------|--------|----------|--------|----------|--------|--------|--------|
| Net revenues        | 5,004  | 3,383  | 47.9     | 4,628  | 8.1      | 15,989 | 20,181 | 25,457 |
| Expenses            | 4,086  | 2,686  | 52.1     | 3,570  | 14.5     | 8,258  | 9,874  | 11,526 |
| Profit before tax   | 918    | 696    | 31.8     | 1,058  | (13.2)   | 3,323  | 5,112  | 6,820  |
| Provision for taxes | 315    | 245    | 28.9     | 366    | (13.8)   | 1,154  | 1,713  | 2,285  |
| PAT                 | 603    | 452    | 33.4     | 692    | (12.9)   | 2,169  | 3,400  | 4,535  |
| Diluted EPS (INR)   | 5.8    | 4.7    | 24.4     | 6.7    | (13.0)   | 22.3   | 34.9   | 46.6   |

## Ratios

|              |      |      |  |      |  |      |      |      |
|--------------|------|------|--|------|--|------|------|------|
| Tax rate (%) | 34.3 | 35.1 |  | 34.6 |  | 34.7 | 33.5 | 33.5 |
|--------------|------|------|--|------|--|------|------|------|

## Bal. sheet data

|     |         |         |      |         |     |         |         |         |
|-----|---------|---------|------|---------|-----|---------|---------|---------|
| AUM | 214,097 | 172,125 | 24.4 | 198,241 | 8.0 | 198,241 | 253,815 | 311,304 |
|-----|---------|---------|------|---------|-----|---------|---------|---------|

## Asset quality

|           |     |     |  |     |  |     |     |     |
|-----------|-----|-----|--|-----|--|-----|-----|-----|
| Gross NPA | 1.7 | 1.7 |  | 1.7 |  | 1.7 | 1.6 | 1.9 |
| Net NPA   | 1.0 | 1.1 |  | 1.0 |  | 1.0 | 0.7 | 0.7 |

## Valuation metrics

|                        |  |  |  |  |  |       |       |       |
|------------------------|--|--|--|--|--|-------|-------|-------|
| B/V per share (INR)    |  |  |  |  |  | 229.6 | 258.4 | 296.7 |
| Adj book value / share |  |  |  |  |  | 226.4 | 248.3 | 285.1 |
| Price/ Book (x)        |  |  |  |  |  | 3.4   | 3.0   | 2.6   |
| Price/ Adj. book (x)   |  |  |  |  |  | 3.4   | 3.1   | 2.7   |
| Price/ Earnings        |  |  |  |  |  | 35.1  | 22.4  | 16.8  |

\* Note: Prior period NPAs have been restated on 90dpd basis

## Company Description

Mr. Vaidyanathan, with financial backing from Warburg Pincus', bought out majority shareholders of an existing NBFC which was primarily into wholesale financing and the brand Capital First was born. Post that, Mr. Vaidyanathan changed the key constituents of the company: (a) majority and minority shareholding was changed through buyout and open offer to public; (b) fresh INR1bn capital was infused; (c) Board of Directors was reconstituted; and (d) business was changed from wholesale to retail lending.

CAFL's retail lending business has clocked a commendable growth from AUM of INR35bn in FY12 to INR199bn currently. Within the retail book as well, the company has built a granular book with incremental focus on high-growth high-yield segments such as consumer durable, 2-wheeler loans, etc.

## Investment Theme

CAFL's earnings are poised to post >40% CAGR over FY17-19E riding on healthy AUM CAGR, prudent product shift strategy, operating leverage benefits, and higher cross-sell opportunities. Though valuation of 2.7x FY19E P/ABV appears expensive considering historical RoE, given the sustainable growth phase and sharp RoE recovery, we expect it to re-rate further as earnings and visibility improve.

## Key Risks

CAFL has built the retail book only over the past 5-6 years registering >40% CAGR over FY12-16. Ergo, the fact remains that the book is yet to face an economic down cycle.

Adverse regulatory changes such as increase in risk weights, securitization norms, capital adequacy requirement etc., can impact CAFL's growth and profitability.

## Financial Statements

## Key Assumptions

| Year to March                       | FY16 | FY17 | FY18E | FY19E |
|-------------------------------------|------|------|-------|-------|
| <b>Macro</b>                        |      |      |       |       |
| GDP(Y-o-Y %)                        | 7.2  | 6.5  | 7.1   | 7.7   |
| Inflation (Avg)                     | 4.9  | 4.5  | 4.0   | 4.5   |
| Repo rate (exit rate)               | 6.8  | 6.3  | 5.8   | 5.8   |
| USD/INR (Avg)                       | 65.0 | 67.5 | 66.0  | 66.0  |
| <b>Sector</b>                       |      |      |       |       |
| Credit growth                       | 9.3  | 9.0  | 12.0  | 14.0  |
| Bank's base rate (%)                | 9.5  | 9.0  | 9.0   | 9.0   |
| Wholesale borr. cost (%)            | 8.5  | 8.5  | 8.5   | 8.5   |
| G-sec yield                         | 7.5  | 6.5  | 6.5   | 6.5   |
| <b>Company</b>                      |      |      |       |       |
| <b>Op. metric assump. (%)</b>       |      |      |       |       |
| Yield on advances                   | 15.2 | 17.6 | 17.4  | 17.2  |
| Cost of funds                       | 8.7  | 8.7  | 8.2   | 8.1   |
| Spread                              | 6.5  | 8.9  | 9.2   | 9.1   |
| Employee cost growth                | 30.5 | 32.8 | 42.1  | 27.6  |
| Other opex growth                   | 34.5 | 84.0 | 10.7  | 11.4  |
| Dividend payout                     | 14.0 | 11.5 | 15.0  | 15.0  |
| Tax rate (%)                        | 34.2 | 34.7 | 33.5  | 33.5  |
| <b>Balance sheet assumption (%)</b> |      |      |       |       |
| Loan growth                         | 38.3 | 17.8 | 28.0  | 22.6  |
| Gross NPLs                          | 1.0  | 1.0  | 1.6   | 1.9   |
| Net NPLs                            | 0.6  | 0.3  | 0.7   | 0.7   |
| Provision coverage                  | 45.5 | 68.4 | 55.0  | 65.0  |

## Income statement

(INR mn)

| Year to March            | FY16   | FY17   | FY18E  | FY19E  |
|--------------------------|--------|--------|--------|--------|
| Interest income          | 16,570 | 24,276 | 29,641 | 36,420 |
| Interest expended        | 8,759  | 11,279 | 13,116 | 16,005 |
| Net interest income      | 7,811  | 12,997 | 16,525 | 20,416 |
| - Fee & forex income     | 1,908  | 2,992  | 3,655  | 5,041  |
| Net revenues             | 9,719  | 15,989 | 20,181 | 25,457 |
| Operating expense        | 4,986  | 8,258  | 9,874  | 11,526 |
| - Employee exp           | 1,755  | 2,332  | 3,314  | 4,227  |
| - Depn /amortisation     | 100    | 166    | 184    | 194    |
| - Other opex             | 3,131  | 5,759  | 6,376  | 7,105  |
| Preprovision profit      | 4,733  | 7,732  | 10,306 | 13,931 |
| Provisions               | 2,347  | 4,409  | 5,194  | 7,111  |
| Profit Before Tax        | 2,386  | 3,323  | 5,112  | 6,820  |
| Less: Provision for Tax  | 817    | 1,154  | 1,713  | 2,285  |
| Profit After Tax         | 1,569  | 2,169  | 3,400  | 4,535  |
| Reported Profit          | 1,569  | 2,169  | 3,400  | 4,535  |
| Shares o /s (mn)         | 91     | 97     | 97     | 97     |
| Basic EPS (INR)          | 17.2   | 22.3   | 34.9   | 46.6   |
| Diluted shares o/s (mn)  | 91     | 97     | 97     | 97     |
| Adj. Diluted EPS (INR)   | 17.2   | 22.3   | 34.9   | 46.6   |
| Dividend per share (DPS) | 2.4    | 2.6    | 5.2    | 7.0    |
| Dividend Payout Ratio(%) | 14.0   | 11.5   | 15.0   | 15.0   |

## Growth ratios (%)

| Year to March     | FY16  | FY17 | FY18E | FY19E |
|-------------------|-------|------|-------|-------|
| Revenues          | 51.2  | 64.5 | 26.2  | 26.1  |
| NII growth        | 52.3  | 66.4 | 27.1  | 23.5  |
| Opex growth       | 32.2  | 65.6 | 19.6  | 16.7  |
| PPP growth        | 78.1  | 63.3 | 33.3  | 35.2  |
| Provisions growth | 124.8 | 87.8 | 17.8  | 36.9  |
| Adjusted Profit   | 40.1  | 38.2 | 56.8  | 33.4  |

## Operating ratios

| Year to March        | FY16 | FY17 | FY18E | FY19E |
|----------------------|------|------|-------|-------|
| Yield on advances    | 15.2 | 17.6 | 17.4  | 17.2  |
| Cost of funds        | 8.7  | 8.7  | 8.2   | 8.1   |
| Net interest margins | 6.7  | 8.8  | 9.1   | 9.1   |
| Spread               | 6.5  | 8.9  | 9.2   | 9.1   |
| Cost-income          | 51.3 | 51.6 | 48.9  | 45.3  |
| Tax rate             | 34.2 | 34.7 | 33.5  | 33.5  |

| Balance sheet            |                | (INR mn)       |                |                |  |
|--------------------------|----------------|----------------|----------------|----------------|--|
| As on 31st March         | FY16           | FY17           | FY18E          | FY19E          |  |
| Share capital            | 912            | 974            | 974            | 974            |  |
| Reserves & Surplus       | 15,685         | 21,398         | 24,197         | 27,931         |  |
| Shareholders' funds      | 16,597         | 22,372         | 25,171         | 28,906         |  |
| Short term borrowings    | 44,930         | 54,705         | 68,756         | 84,823         |  |
| Long term borrowings     | 70,942         | 86,377         | 108,563        | 133,933        |  |
| Total Borrowings         | 115,872        | 141,081        | 177,319        | 218,756        |  |
| Long Term Liabilities    | 1,702          | 1,143          | 1,463          | 1,795          |  |
| Def. Tax Liability (net) | (544)          | (691)          | (606)          | (491)          |  |
| <b>Sources of funds</b>  | <b>133,627</b> | <b>163,905</b> | <b>203,348</b> | <b>248,965</b> |  |
| Gross Block              | 684            | 884            | 1,284          | 1,484          |  |
| Net Block                | 194            | 430            | 573            | 577            |  |
| Intangible Assets        | 98             | 217            | 289            | 291            |  |
| Total Fixed Assets       | 292            | 646            | 862            | 868            |  |
| Non current investments  | 2,223          | 2,878          | 2,968          | 2,968          |  |
| Cash and Equivalents     | 10,665         | 15,525         | 14,094         | 17,860         |  |
| Sundry Debtors           | 267            | 615            | 677            | 745            |  |
| Loans & Advances         | 126,333        | 148,989        | 190,757        | 233,963        |  |
| Current assets (ex cash) | 267            | 615            | 677            | 745            |  |
| Trade payable            | 1,222          | 1,751          | 2,189          | 2,736          |  |
| Other Current Liab       | 4,932          | 2,997          | 3,821          | 4,702          |  |
| Total Current Liab       | 6,154          | 4,748          | 6,009          | 7,438          |  |
| Net Curr Assets-ex cash  | (5,887)        | (4,133)        | (5,333)        | (6,694)        |  |
| <b>Uses of funds</b>     | <b>133,627</b> | <b>163,905</b> | <b>203,348</b> | <b>248,965</b> |  |
| BVPS (INR)               | 181.9          | 229.6          | 258.4          | 296.7          |  |
| EA growth                | 35.8           | 21.4           | 24.0           | 22.5           |  |
| Provision coverage       | 45.5           | 68.4           | 55.0           | 65.0           |  |
| Gross NPA ratio          | 1.0            | 1.0            | 1.6            | 1.9            |  |
| Net NPA ratio            | 0.6            | 0.3            | 0.7            | 0.7            |  |
| Capital adequacy         | 19.5           | 20.3           | 18.0           | 16.8           |  |
| - Tier 1                 | 14.7           | 16.0           | 14.1           | 13.2           |  |

| RoE decomposition (%)    |      | FY16 | FY17 | FY18E | FY19E |
|--------------------------|------|------|------|-------|-------|
| Year to March            |      |      |      |       |       |
| Net int. income/assets   | 6.7  | 8.8  | 9.1  | 9.1   |       |
| Other income/Assets      | 1.6  | 2.0  | 2.0  | 2.3   |       |
| Net revenues/assets      | 8.4  | 10.8 | 11.1 | 11.4  |       |
| Operating expense/assets | 4.3  | 5.6  | 5.4  | 5.2   |       |
| Provisions/assets        | 2.0  | 3.0  | 2.9  | 3.2   |       |
| Taxes/assets             | 0.7  | 0.8  | 0.9  | 1.0   |       |
| Total costs/assets       | 7.0  | 9.3  | 9.2  | 9.4   |       |
| ROA                      | 1.4  | 1.5  | 1.9  | 2.0   |       |
| Equity/assets            | 13.8 | 13.2 | 13.1 | 12.1  |       |
| ROAE (%)                 | 9.8  | 11.1 | 14.3 | 16.8  |       |

| Valuation parameters    |       | FY16  | FY17  | FY18E | FY19E |
|-------------------------|-------|-------|-------|-------|-------|
| Year to March           |       |       |       |       |       |
| Adj. Diluted EPS (INR)  | 17.2  | 22.3  | 34.9  | 46.6  |       |
| Y-o-Y growth (%)        | 33.8  | 29.4  | 56.8  | 33.4  |       |
| BV per share (INR)      | 181.9 | 229.6 | 258.4 | 296.7 |       |
| Adj. BV per share (INR) | 176.6 | 226.4 | 248.3 | 285.1 |       |
| Diluted P/E (x)         | 45.4  | 35.1  | 22.4  | 16.8  |       |
| P/B (x)                 | 4.3   | 3.4   | 3.0   | 2.6   |       |
| Price/Adj. BV (x)       | 4.4   | 3.4   | 3.1   | 2.7   |       |
| Dividend Yield ( %)     | 0.3   | 0.3   | 0.7   | 0.9   |       |

## Peer comparison valuation

| Name                                   | Market cap<br>(USD mn) | Diluted P/E (X) |       | P/B (X) |       | ROAE (%) |       |
|----------------------------------------|------------------------|-----------------|-------|---------|-------|----------|-------|
|                                        |                        | FY18E           | FY19E | FY18E   | FY19E | FY18E    | FY19E |
| Capital First                          | 1,198                  | 22.4            | 16.8  | 3.0     | 2.6   | 14.3     | 16.8  |
| Dewan Housing Finance                  | 2,269                  | 12.9            | 11.2  | 1.7     | 1.5   | 13.8     | 14.5  |
| HDFC                                   | 44,189                 | 22.1            | 18.9  | 4.4     | 3.6   | 19.9     | 20.9  |
| Indiabulls Housing Finance             | 7,969                  | 14.8            | 12.2  | 3.8     | 3.4   | 27.3     | 29.3  |
| LIC Housing Finance                    | 5,494                  | 16.9            | 15.2  | 2.7     | 2.4   | 18.8     | 18.4  |
| Mahindra & Mahindra Financial Services | 3,572                  | 35.0            | 21.9  | 3.3     | 3.0   | 9.8      | 14.4  |
| Manappuram General Finance             | 1,404                  | 10.7            | 9.3   | 2.5     | 2.2   | 24.9     | 24.9  |
| Muthoot Finance                        | 2,914                  | 13.4            | 11.9  | 2.5     | 2.1   | 19.7     | 19.4  |
| Power Finance Corp                     | 5,067                  | 4.7             | 4.6   | 0.8     | 0.7   | 17.8     | 16.1  |
| Reliance Capital                       | 2,898                  | 14.8            | 11.9  | 1.1     | 1.0   | 7.5      | 8.7   |
| Repco Home Finance                     | 747                    | 22.0            | 18.2  | 3.6     | 3.0   | 17.5     | 18.0  |
| Rural Electrification Corporation      | 5,341                  | 5.8             | 5.3   | 0.9     | 0.8   | 16.6     | 15.9  |
| Shriram City Union Finance             | 2,409                  | 18.3            | 13.0  | 2.7     | 2.3   | 15.6     | 19.0  |
| Shriram Transport Finance              | 3,628                  | 13.4            | 8.7   | 1.8     | 1.5   | 14.5     | 19.2  |
| Median                                 | -                      | 13.4            | 11.5  | 2.1     | 1.8   | 17.1     | 18.2  |
| AVERAGE                                | -                      | 13.0            | 10.2  | 2.0     | 1.7   | 17.0     | 18.3  |

Source: Edelweiss research

## Additional Data

## Directors Data

|                  |                        |                   |                        |
|------------------|------------------------|-------------------|------------------------|
| V. Vaidyanathan  | Executive Chairman     | Apul Nayyar       | Executive Director     |
| Nihal Desai      | Executive Director     | Vishal Mahadevia  | Non-Executive Director |
| Narendra Ostawal | Non-Executive Director | NC Singhal        | Independent Director   |
| Hemang Raja      | Independent Director   | M S Sundara Rajan | Independent Director   |
| Brinda Jagirdar  | Independent Director   | Dinesh Kanabar    | Independent Director   |

Auditors - S.R. Batliboi &amp; Co. LLP

*\*as per last annual report*

## Holding - Top 10

|                                  | Perc. Holding |                                     | Perc. Holding |
|----------------------------------|---------------|-------------------------------------|---------------|
| GIC Private Limited              | 8.97          | Caladium Investment                 | 4.89          |
| Birla Sun Life Asset Management  | 4.19          | Vaidyanathan V                      | 3.63          |
| Morgan Stanley (France)          | 2.91          | HDFC Asset Management               | 2.60          |
| HDFC Life Insurance              | 2.27          | Goldman Sachs Group                 | 2.21          |
| Government Pension Fund - Global | 2.09          | Jupiter Investment Management Group | 1.62          |

*\*as per last available data*

## Bulk Deals

| Data        | Acquired / Seller                                            | B/S  | Qty Traded | Price  |
|-------------|--------------------------------------------------------------|------|------------|--------|
| 17 May 2017 | Hdfc Standard Life Insurance Co Ltd                          | Buy  | 500000     | 724.90 |
| 17 May 2017 | Shanti Entrepreneurs                                         | Buy  | 200476     | 730.38 |
| 17 May 2017 | Tntbc As The Trustee Of Nomura India Stock Mother Fund       | Buy  | 700000     | 727.10 |
| 17 May 2017 | Hdfc Mutual Fund Mid - Cap Opportunities Fund                | Buy  | 1522608    | 726.52 |
| 17 May 2017 | Morgan Stanley France Sas                                    | Buy  | 3125600    | 734.18 |
| 17 May 2017 | Morgan Stanley (France) S.A.S                                | Buy  | 840000     | 727.10 |
| 17 May 2017 | Natwest Bank Plc As Trustee Of The Jupiter India Fund        | Buy  | 610008     | 730.06 |
| 17 May 2017 | Government Of Singapore Invst Corp Pte Ltd A/C C Account     | Buy  | 8701476    | 725.00 |
| 17 May 2017 | Cloverdell Investment Ltd                                    | Sell | 24300000   | 727.35 |
| 28 Mar 2017 | Jv & Associates LLP                                          | Sell | 3208080    | 699.00 |
| 28 Mar 2017 | V Vaidyanathan                                               | Buy  | 3208080    | 699.00 |
| 16 Mar 2017 | Norges Bank On Account Of The Government Pension Fund Global | Buy  | 650157     | 688.55 |
| 16 Mar 2017 | Jv & Associates LLP                                          | Sell | 1565715    | 688.55 |

*\*in last one year*

## Insider Trades

| Reporting Data | Acquired / Seller | B/S | Qty Traded |
|----------------|-------------------|-----|------------|
|                |                   |     |            |

*\*in last one year*

| Company                           | Absolute reco | Relative reco | Relative risk | Company                                | Absolute reco | Relative reco | Relative Risk |
|-----------------------------------|---------------|---------------|---------------|----------------------------------------|---------------|---------------|---------------|
| Allahabad Bank                    | HOLD          | SU            | M             | Axis Bank                              | BUY           | SO            | M             |
| Bajaj Finserv                     | HOLD          | SP            | L             | Bank of Baroda                         | BUY           | SP            | M             |
| Bharat Financial Inclusion        | BUY           | SO            | M             | Capital First                          | BUY           | SO            | M             |
| DCB Bank                          | HOLD          | SU            | M             | Dewan Housing Finance                  | BUY           | SO            | M             |
| Equitas Holdings Ltd.             | BUY           | SO            | M             | Federal Bank                           | BUY           | SP            | L             |
| HDFC                              | HOLD          | SP            | L             | HDFC Bank                              | BUY           | SO            | L             |
| ICICI Bank                        | BUY           | SO            | L             | IDFC Bank                              | HOLD          | SP            | L             |
| Indiabulls Housing Finance        | BUY           | SO            | M             | IndusInd Bank                          | BUY           | SP            | L             |
| Karnataka Bank                    | BUY           | SP            | M             | Kotak Mahindra Bank                    | HOLD          | SP            | M             |
| L&T FINANCE HOLDINGS LTD          | BUY           | SO            | M             | LIC Housing Finance                    | BUY           | SP            | M             |
| Magma Fincorp                     | BUY           | SP            | M             | Mahindra & Mahindra Financial Services | HOLD          | SU            | M             |
| Manappuram General Finance        | BUY           | SO            | H             | Max Financial Services                 | BUY           | SO            | L             |
| Multi Commodity Exchange of India | BUY           | SP            | M             | Muthoot Finance                        | BUY           | SO            | M             |
| Oriental Bank Of Commerce         | HOLD          | SP            | L             | Power Finance Corp                     | BUY           | SO            | M             |
| Punjab National Bank              | BUY           | SP            | M             | Reliance Capital                       | BUY           | SP            | M             |
| Repco Home Finance                | BUY           | SO            | M             | Rural Electrification Corporation      | BUY           | SO            | M             |
| Shriram City Union Finance        | BUY           | SO            | M             | Shriram Transport Finance              | BUY           | SO            | L             |
| South Indian Bank                 | BUY           | SP            | M             | State Bank of India                    | BUY           | SP            | L             |
| Union Bank Of India               | HOLD          | SP            | M             | Yes Bank                               | BUY           | SO            | M             |

## ABSOLUTE RATING

### Ratings

### Expected absolute returns over 12 months

|        |                      |
|--------|----------------------|
| Buy    | More than 15%        |
| Hold   | Between 15% and - 5% |
| Reduce | Less than -5%        |

## RELATIVE RETURNS RATING

### Ratings

### Criteria

|                            |                                     |
|----------------------------|-------------------------------------|
| Sector Outperformer (SO)   | Stock return > 1.25 x Sector return |
| Sector Performer (SP)      | Stock return > 0.75 x Sector return |
|                            | Stock return < 1.25 x Sector return |
| Sector Underperformer (SU) | Stock return < 0.75 x Sector return |

Sector return is market cap weighted average return for the coverage universe within the sector

## RELATIVE RISK RATING

### Ratings

### Criteria

|            |                                       |
|------------|---------------------------------------|
| Low (L)    | Bottom 1/3rd percentile in the sector |
| Medium (M) | Middle 1/3rd percentile in the sector |
| High (H)   | Top 1/3rd percentile in the sector    |

Risk ratings are based on Edelweiss risk model

## SECTOR RATING

### Ratings

### Criteria

|                  |                                     |
|------------------|-------------------------------------|
| Overweight (OW)  | Sector return > 1.25 x Nifty return |
| Equalweight (EW) | Sector return > 0.75 x Nifty return |
|                  | Sector return < 1.25 x Nifty return |
| Underweight (UW) | Sector return < 0.75 x Nifty return |

**Edelweiss Securities Limited**, Edelweiss House, off C.S.T. Road, Kalina, Mumbai – 400 098.

Board: (91-22) 4009 4400, Email: [research@edelweissfin.com](mailto:research@edelweissfin.com)

Aditya Narain

Head of Research

[aditya.narain@edelweissfin.com](mailto:aditya.narain@edelweissfin.com)

## Coverage group(s) of stocks by primary analyst(s): Banking and Financial Services

Allahabad Bank, Axis Bank, Bharat Financial Inclusion, Bajaj Finserv, Bank of Baroda, Capital First, DCB Bank, Dewan Housing Finance, Equitas Holdings Ltd., Federal Bank, HDFC, HDFC Bank, ICICI Bank, IDFC Bank, Indiabulls Housing Finance, IndusInd Bank, Karnataka Bank, Kotak Mahindra Bank, LIC Housing Finance, L&T FINANCE HOLDINGS LTD, Max Financial Services, Multi Commodity Exchange of India, Manappuram General Finance, Magma Fincorp, Mahindra & Mahindra Financial Services, Muthoot Finance, Oriental Bank Of Commerce, Punjab National Bank, Power Finance Corp, Reliance Capital, Rural Electrification Corporation, Repco Home Finance, State Bank of India, Shriram City Union Finance, Shriram Transport Finance, South Indian Bank, Union Bank Of India, Yes Bank

### Recent Research

| Date      | Company                           | Title                                                                    | Price (INR) | Recos |
|-----------|-----------------------------------|--------------------------------------------------------------------------|-------------|-------|
| 02-Aug-17 | <b>Shriram City Union Finance</b> | Stable quarter amid lingering merger overhang;<br><i>Result Update</i>   | 2,326       | Buy   |
| 02-Aug-17 | <b>Punjab National Bank</b>       | The same old story;<br><i>Result Update</i>                              | 159         | Buy   |
| 01-Aug-17 | <b>Banking</b>                    | Savings rate de-regulation: A giant move by SBI;<br><i>Sector Update</i> |             |       |

### Distribution of Ratings / Market Cap

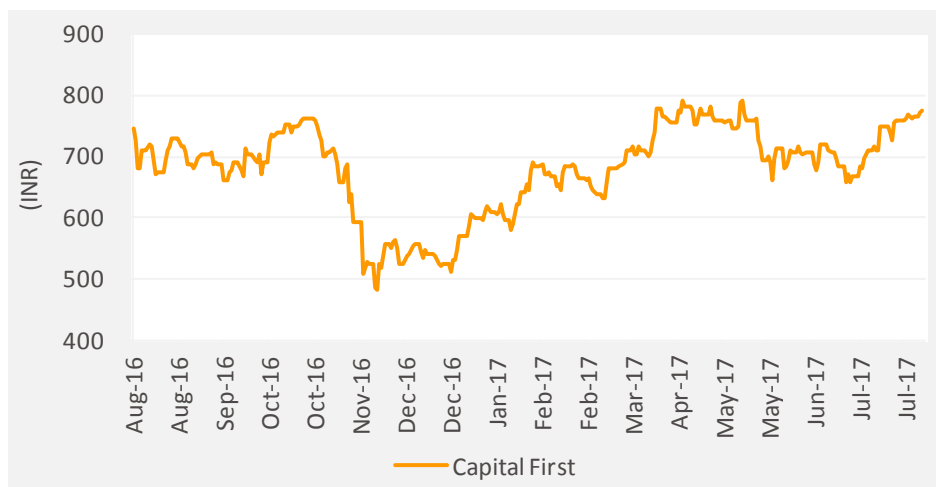
#### Edelweiss Research Coverage Universe

|                        | Buy    | Hold                   | Reduce | Total |
|------------------------|--------|------------------------|--------|-------|
| Rating Distribution*   | 161    | 67                     | 11     | 240   |
| * 1stocks under review |        |                        |        |       |
|                        | > 50bn | Between 10bn and 50 bn | < 10bn |       |
| Market Cap (INR)       | 156    | 62                     | 11     |       |

### Rating Interpretation

| Rating        | Expected to                                     |
|---------------|-------------------------------------------------|
| <b>Buy</b>    | appreciate more than 15% over a 12-month period |
| <b>Hold</b>   | appreciate up to 15% over a 12-month period     |
| <b>Reduce</b> | depreciate more than 5% over a 12-month period  |

### One year price chart



**DISCLAIMER**

Edelweiss Securities Limited (“ESL” or “Research Entity”) is regulated by the Securities and Exchange Board of India (“SEBI”) and is licensed to carry on the business of broking, depository services and related activities. The business of ESL and its Associates (list available on [www.edelweissfin.com](http://www.edelweissfin.com)) are organized around five broad business groups – Credit including Housing and SME Finance, Commodities, Financial Markets, Asset Management and Life Insurance.

This Report has been prepared by Edelweiss Securities Limited in the capacity of a Research Analyst having SEBI Registration No.INH200000121 and distributed as per SEBI (Research Analysts) Regulations 2014. This report does not constitute an offer or solicitation for the purchase or sale of any financial instrument or as an official confirmation of any transaction. Securities as defined in clause (h) of section 2 of the Securities Contracts (Regulation) Act, 1956 includes Financial Instruments and Currency Derivatives. The information contained herein is from publicly available data or other sources believed to be reliable. This report is provided for assistance only and is not intended to be and must not alone be taken as the basis for an investment decision. The user assumes the entire risk of any use made of this information. Each recipient of this report should make such investigation as it deems necessary to arrive at an independent evaluation of an investment in Securities referred to in this document (including the merits and risks involved), and should consult his own advisors to determine the merits and risks of such investment. The investment discussed or views expressed may not be suitable for all investors.

This information is strictly confidential and is being furnished to you solely for your information. This information should not be reproduced or redistributed or passed on directly or indirectly in any form 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 ESL and associates / group companies to any registration or licensing requirements within such jurisdiction. The distribution of this report in certain jurisdictions may be restricted by law, and persons in whose possession this report comes, should observe, any such restrictions. The information given in this report is as of the date of this report and there can be no assurance that future results or events will be consistent with this information. This information is subject to change without any prior notice. ESL reserves the right to make modifications and alterations to this statement as may be required from time to time. ESL or any of its associates / group companies shall not be in any way responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained in this report. ESL is committed to providing independent and transparent recommendation to its clients. Neither ESL nor any of its associates, group companies, directors, employees, agents or representatives shall be liable for any damages whether direct, indirect, special or consequential including loss of revenue or lost profits that may arise from or in connection with the use of the information. Our proprietary trading and investment businesses may make investment decisions that are inconsistent with the recommendations expressed herein. Past performance is not necessarily a guide to future performance. The disclosures of interest statements incorporated in this report are provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. The information provided in these reports remains, unless otherwise stated, the copyright of ESL. All layout, design, original artwork, concepts and other Intellectual Properties, remains the property and copyright of ESL and may not be used in any form or for any purpose whatsoever by any party without the express written permission of the copyright holders.

ESL shall not be liable for any delay or any other interruption which may occur in presenting the data due to any reason including network (Internet) reasons or snags in the system, break down of the system or any other equipment, server breakdown, maintenance shutdown, breakdown of communication services or inability of the ESL to present the data. In no event shall ESL be liable for any damages, including without limitation direct or indirect, special, incidental, or consequential damages, losses or expenses arising in connection with the data presented by the ESL through this report.

We offer our research services to clients as well as our prospects. Though this report is disseminated to all the customers simultaneously, not all customers may receive this report at the same time. We will not treat recipients as customers by virtue of their receiving this report.

ESL and its associates, officer, directors, and employees, research analyst (including relatives) worldwide may: (a) from time to time, have long or short positions in, and buy or sell the Securities, mentioned herein or (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 subject company/company(ies) discussed herein or act as advisor or lender/borrower to such company(ies) or have other potential/material conflict of interest with respect to any recommendation and related information and opinions at the time of publication of research report or at the time of public appearance. ESL may have proprietary long/short position in the above mentioned scrip(s) and therefore should be considered as interested. The views provided herein are general in nature and do not consider risk appetite or investment objective of any particular investor; readers are requested to take independent professional advice before investing. This should not be construed as invitation or solicitation to do business with ESL.

ESL or its associates may have received compensation from the subject company in the past 12 months. ESL or its associates may have managed or co-managed public offering of securities for the subject company in the past 12 months. ESL or its associates may have received compensation for investment banking or merchant banking or brokerage services from the subject company in the past 12 months. ESL or its associates may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months. ESL or its associates have not received any compensation or other benefits from the Subject Company or third party in connection with the research report. Research analyst or his/her relative or ESL's associates may have financial interest in the subject company. ESL and/or its Group Companies, their Directors, affiliates and/or employees may have interests/ positions, financial or otherwise in the Securities/Currencies and other investment products mentioned in this report. ESL, its associates, research analyst and his/her relative may have other potential/material conflict of interest with respect to any recommendation and related information and opinions at the time of publication of research report or at the time of public appearance.

Participants in foreign exchange transactions may incur risks arising from several factors, including the following: ( i) exchange rates can be volatile and are subject to large fluctuations; ( ii) the value of currencies may be affected by numerous market factors, including world and national economic, political and regulatory events, events in equity and debt markets and changes in interest rates; and (iii) currencies may be subject to devaluation or government imposed exchange controls which could affect the value of the currency. Investors in securities such as ADRs and Currency Derivatives, whose values are affected by the currency of an underlying security, effectively assume currency risk.

Research analyst has served as an officer, director or employee of subject Company: No

ESL has financial interest in the subject companies: No

ESL's Associates may have actual / beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of research report.

Research analyst or his/her relative has actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of research report: No

ESL has actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of research report: No

Subject company may have been client during twelve months preceding the date of distribution of the research report.

There were no instances of non-compliance by ESL on any matter related to the capital markets, resulting in significant and material disciplinary action during the last three years except that ESL had submitted an offer of settlement with Securities and Exchange commission, USA (SEC) and the same has been accepted by SEC without admitting or denying the findings in relation to their charges of non registration as a broker dealer.

A graph of daily closing prices of the securities is also available at [www.nseindia.com](http://www.nseindia.com)

### **Analyst Certification:**

The analyst for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

### **Additional Disclaimers**

#### **Disclaimer for U.S. Persons**

This research report is a product of Edelweiss Securities Limited, which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

This report is intended for distribution by Edelweiss Securities Limited only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor.

In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors, Edelweiss Securities Limited has entered into an agreement with a U.S. registered broker-dealer, Edelweiss Financial Services Inc. ("EFSI"). Transactions in securities discussed in this research report should be effected through Edelweiss Financial Services Inc.

#### **Disclaimer for U.K. Persons**

The contents of this research report have not been approved by an authorised person within the meaning of the Financial Services and Markets Act 2000 ("FSMA").

In the United Kingdom, this research report is being distributed only to and is directed only at (a) persons who have professional experience in matters relating to investments falling within Article 19(5) of the FSMA (Financial Promotion) Order 2005 (the "Order"); (b) persons falling within Article 49(2)(a) to (d) of the Order (including high net worth companies and unincorporated associations); and (c) any other persons to whom it may otherwise lawfully be communicated (all such persons together being referred to as "relevant persons").

This research report must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which this research report relates is available only to relevant persons and will be engaged in only with relevant persons. Any person who is not a relevant person should not act or rely on this research report or any of its contents. This research report must not be distributed, published, reproduced or disclosed (in whole or in part) by recipients to any other person.

#### **Disclaimer for Canadian Persons**

This research report is a product of Edelweiss Securities Limited ("ESL"), which is the employer of the research analysts who have prepared the research report. The research analysts preparing the research report are resident outside the Canada and are not associated persons of any Canadian registered adviser and/or dealer and, therefore, the analysts are not subject to supervision by a Canadian registered adviser and/or dealer, and are not required to satisfy the regulatory licensing requirements of the Ontario Securities Commission, other Canadian provincial securities regulators, the Investment Industry Regulatory Organization of Canada and are not required to otherwise comply with Canadian rules or regulations regarding, among other things, the research analysts' business or relationship with a subject company or trading of securities by a research analyst.

This report is intended for distribution by ESL only to "Permitted Clients" (as defined in National Instrument 31-103 ("NI 31-103")) who are resident in the Province of Ontario, Canada (an "Ontario Permitted Client"). If the recipient of this report is not an Ontario Permitted Client, as specified above, then the recipient should not act upon this report and should return the report to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any Canadian person.

ESL is relying on an exemption from the adviser and/or dealer registration requirements under NI 31-103 available to certain international advisers and/or dealers. Please be advised that (i) ESL is not registered in the Province of Ontario to trade in securities nor is it registered in the Province of Ontario to provide advice with respect to securities; (ii) ESL's head office or principal place of business is located in India; (iii) all or substantially all of ESL's assets may be situated outside of Canada; (iv) there may be difficulty enforcing legal rights against ESL because of the above; and (v) the name and address of the ESL's agent for service of process in the Province of Ontario is: Bamac Services Inc., 181 Bay Street, Suite 2100, Toronto, Ontario M5J 2T3 Canada.

#### **Disclaimer for Singapore Persons**

In Singapore, this report is being distributed by Edelweiss Investment Advisors Private Limited ("EIAPL") (Co. Reg. No. 201016306H) which is a holder of a capital markets services license and an exempt financial adviser in Singapore and (ii) solely to persons who qualify as "institutional investors" or "accredited investors" as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Pursuant to regulations 33, 34, 35 and 36 of the Financial Advisers Regulations ("FAR"), sections 25, 27 and 36 of the Financial Advisers Act, Chapter 110 of Singapore shall not apply to EIAPL when providing any financial advisory services to an accredited investor (as defined in regulation 36 of the FAR). Persons in Singapore should contact EIAPL in respect of any matter arising from, or in connection with this publication/communication. This report is not suitable for private investors.

Copyright 2009 Edelweiss Research (Edelweiss Securities Ltd). All rights reserved