

# **Capital First**

**BSE SENSEX S&P CNX** 34,592 10,681

CMP: INR836 TP: INR960 (+15%)

Buy



### **Stock Info**

Bloomberg	CAFL IN
Equity Shares (m)	98.9
52-Week Range (INR)	853 / 584
1, 6, 12 Rel. Per (%)	20/4/7
M.Cap. (INR b)	81.0
M.Cap. (USD b)	1.3
Avg Val, INRm	518
Free float (%)	64.4

### Financials Snapshot (INR b)

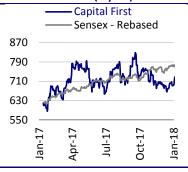
		- 1	
Y/E Mar	<b>2018E</b>	<b>2019E</b>	2020E
NII	18.1	23.4	29.4
PPP	11.5	15.3	19.5
PAT	3.2	4.3	5.5
EPS (INR)	32.8	43.7	56.5
EPS Gr. (%)	33.1	33.4	29.2
BV/Sh. (INR)	263.7	303.2	355.0
RoA on AUM (%	1.7	1.8	1.9
RoE (%)	13.2	15.4	17.2
Payout (%)	9.0	8.0	7.0
Valuations			
P/E (x)	25.5	19.1	14.8
P/BV (x)	3.2	2.8	2.4
Div. Yield (%)	0.4	0.4	0.5

## Shareholding pattern (%)

As On	Sep-17	Jun-17	Sep-16
Promoter	36.0	36.0	64.4
DII	13.1	10.9	6.5
FII	24.3	25.7	7.3
Others	26.6	27.4	21.8

FII Includes depository receipts

## Stock Performance (1-year)



## Into a different league

### A win-win combination

- The Boards of IDFC Bank (IDFCB) and Capital First (CAFL) have approved a merger of the two entities at a 13.9:1 swap ratio. We believe this merger would have benefits for shareholders of both companies, though near term regulatory & integration challenges persist.
- The share swap ratio makes it attractive (~12.5% premium to CMP) for CAFL shareholders. Benefits to IDFCB shareholders will accrue more over a medium to long term perspective. On our proforma merged numbers, we expect ~20bp/200bp higher ROA/ROE for IDFCB by FY21. Without factoring in cost related synergy benefits, balance sheet realignment would drive 4-5% higher profitability for combined entity.
- While the merger would result in dilution of BVPS for IDFCB in the short term (INR41/44 in FY19/20E v/s INR48/51 earlier), we believe its growth and RoE profile would improve significantly post consolidation. We have a BUY rating on Capital First and revise target price to INR960 (earlier INR925) 2.7x FY20 BV. We expect share price of CAFL to largely track the price of IDFCB in the ensuing quarters. We have a neutral rating on IDFCB.

### Swap ratio favourable for CAFL shareholders

IDFCB and CAFL have entered into a share swap arrangement at a ratio of 139 shares of IDFCB for 10 shares of Capital First. At the CMP of IDFCB, this implies a value of INR940/share for CAFL – translating to 3.1x FY19E BVPS. This is a healthy (12.5%) premium to current market price. **This deal would result in 40% equity dilution for IDFCB shareholders.** 

## **Benefits for Capital First shareholders**

- Healthy premium (12.5%) to current market price. In the last five trading session, the stock has already run up by ~11% based on media reports.
- Requirement of lower liquidity on balance sheet Typically 10-12% of total assets of CAFL which led to drag on earnings.
- Reduction in funding cost 100bps lower with better credit rating of IDFCB (AAA by ICRA) and access to retail liabilities.
- Improved visibility for long term growth on a banking platform and access to diversified retail liability base.

### IDFCB - Long term positive; No major benefits in the near term

- Diversification of customer asset from largely wholesale to Retail Mix to change from 80:20 to 65:35.
- Large retail customer base (~3m) as well as geographical spread (228 locations across the country) of CAFL to capitalize on for cross sell of banking products.

Research Analyst: Alpesh Mehta (Alpesh.Mehta@MotilalOswal.com); +91 22 3982 5415 | Piran Engineer (Piran.Engineer@MotilalOswal.com); +91 22 3980 4393

Nitin Aggarwal (Nitin.Aggarwal@MotilalOswal.com); +91 22 3982 5540 | Anirvan Sarkar (Anirvan.Sarkar@MotilalOswal.com); +91 22 3982 5505

■ The combined entity would have a customer base of 5m with an enviable distribution network of 194 branches, 353 dedicated BC outlets and over 9,100 micro-ATM points.

- Improvement in ROAs/ROEs by ~20/200bps to 1.2-1.3%/~11% due to better profitability of CAFL.
- Better than expected growth rates, with Mr. Vaidyanathan at the helm of affairs.
- No need for raising additional capital for next three years due to healthy capitalization of both entities. On our proforma merged numbers, leverage on balance sheet to remain less than 10x, even by FY21.

## Immediate synergy benefits

- The merged entity will have to borrow INR60-100b additional (after knocking off excess liquidity sitting on CAFL balance sheet) over FY19-21 to take care of CRR/SLR requirement. This would have negative drag of INR1-1.5b on earnings over FY19-21
- We are assuming re-pricing of Capital first liabilities by 100bp leading to gain of INR2.5-4b over FY19-21.
- ~30-35% of the Capital First portfolio qualifies for PSL; Hence no additional benefit of PSL for IDFCB further a drag to shortfall of PSL at CAFL level itself. This will drag earnings by ~INR1b
- Overall balance sheet realignment synergy related immediate benefit could be INR1-1.4b over FY19-21 at the pre-tax level in our view. Without factoring in opex and cross sell related synergies we expect benefit of 4-5% on combined profitability.

## Some headwinds post-merger

- Overhang of shareholding issue of IDFC Ltd Combined entity will have less than 40% (~38%) shareholding by IDFC Ltd. Hence, IDFC Ltd. will have to infuse capital in the combined entity post-merger.
- Shortfall of PSL loans to increase as ~30-35% of the portfolio of CAFL qualifies for PSL
- HR related challenges will remain a key issue to realign culture at both entities. High profile exit at the corporate banking level in IDFCB would be negative.
- Execution remains a key challenge; Post conversion from NBFC to bank IDFCB has seen rapid changes. From a pure infra lender to across spectrum corporate lending; acquisition of MFI and now merger with Retail NBFC.

**Exhibit 1: Merger benefits** 

For IDFCB	For CAFL
Share of retail assets (incl. off-BS) increases from 17% currently to 37% post-merger.	Becomes a "Bank" overnight and gets a ready platform to drive operating synergy
Merged entity will have lower GNPLs	Will be able to offer multiple products to its customers
	Immediate reduction in incremental cost of
IDFCB gets a 3m live retail customer base to	funds would help profitability and well as make
cross-sell liability and fee products	CAFL more competitive in the market

Source: Company, MOSL

Exhibit 2: IDFCB's share count increases by 40% post-merger

Swap Ratio	13.9:1
Existing no. of shares of CAFL, m	98.9
New IDFCB shares to be issued, m	1,375
Existing number of shares of IDFCB, m	3,402
Revised number of shares - IDFCB, m	4,777
% increase in outstanding shares of IDFCB	40%

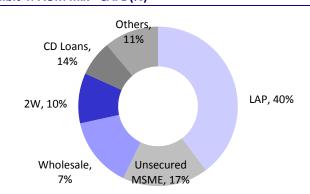
Source: MOSL, Company

Exhibit 3: Customer assets mix - IDFCB (%)

LC Non
Infra+ELC,
20%
Retail, 7%

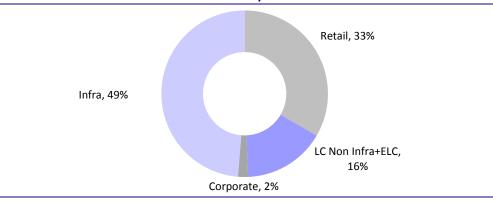
Indirect
Retail, 10%

Exhibit 4: AUM mix - CAFL (%)



Source: Company, MOSL Source: Company, MOSL

Exhibit 5: Customer assets mix - Combined entity



Source: MOSL, Company

Exhibit 6: Liability mix - IDFCB (%)

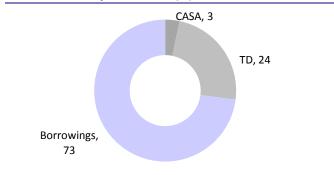
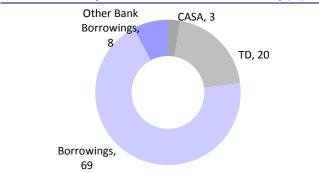


Exhibit 7: Liability mix - Proforma combined entity (%)



Source: Company, MOSL

Source: Company, MOSL

Exhibit 8: Shareholding pattern - IDFCB (%)

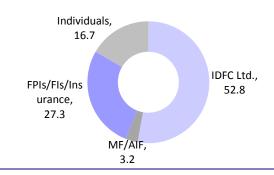
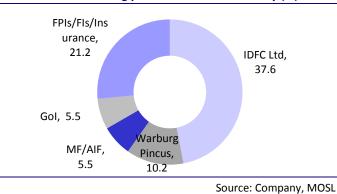


Exhibit 9: Shareholding pattern – Combined entity (%)



Source: Company, MOSL

**Exhibit 10: Pro-forma merged entity** 

	IDFC Bank			CAPITAL FIRST			MERGED ENTITY					
	FY18	FY19	FY20	FY21	FY18	FY19	FY20	FY21	FY18	FY19	FY20	FY21
NII	18,886	21,925	25,743	29,792	18,078	23,373	29,395	36,813	36,964	45,298	55,137	66,605
Growth	-6.4	16.1	17.4	15.7	47.2	29.3	25.8	25.2	13.9	22.5	21.7	20.8
Other Income	12,138	15,138	18,638	23,338	5,456	7,027	8,745	10,884	17,594	22,165	27,383	34,222
Growth	19.8	24.7	23.1	25.2	32.4	28.8	24.4	24.5	23.5	26.0	23.5	25.0
Net Income	31,025	37,064	44,381	53,130	23,534	30,400	38,139	47,697	54,558	67,464	82,520	100,827
Growth	2.4	19.5	19.7	19.7	43.5	29.2	25.5	25.1	16.8	23.7	22.3	22.2
Opex	15,742	18,750	21,729	24,859	12,060	15,137	18,677	23,065	27,802	33,887	40,406	47,924
Growth	23.3	19.1	15.9	14.4	45.3	25.5	23.4	23.5	32.0	21.9	19.2	18.6
PPP	15,283	18,314	22,652	28,272	11,474	15,263	19,462	24,631	26,757	33,577	42,114	52,903
Growth	-12.8	19.8	23.7	24.8	41.6	33.0	27.5	26.6	4.4	25.5	25.4	25.6
Provisions	0	1,960	2,716	3,566	6,715	8,916	11,264	13,710	6,715	10,877	13,981	17,276
Growth	-100.0		38.5	31.3	48.3	32.8	26.3	21.7	-8.7	62.0	28.5	23.6
PBT	15,283	16,353	19,936	24,706	4,759	6,347	8,198	10,922	20,042	22,700	28,133	35,627
Growth	3.9	7.0	21.9	23.9	33.1	33.4	29.2	33.2	9.6	13.3	23.9	26.6
Tax	5,043	5,397	6,579	8,153	1,563	2,085	2,693	3,588	6,607	7,482	9,272	11,741
Tax Rate	33.0	33.0	33.0	33.0	32.8	32.8	32.8	32.8	33.0	33.0	33.0	33.0
PAT	10,240	10,957	13,357	16,553	3,196	4,262	5,505	7,334	13,435	15,219	18,862	23,887
Growth	0.4	7.0	21.9	23.9	33.1	33.4	29.2	33.2	6.6	13.3	23.9	26.6
Equity	33,990	33,990	33,990	33,990	974	974	974	974	33,990	47,532	47,532	47,532
Reserves and surplus	120,634	129,027	139,258	151,938	24,712	28,565	33,607	40,325	145,346	145,024	160,298	179,696
Networth	154,624	163,017	173,248	185,928	25,686	29,539	34,582	41,300	180,310	192,556	207,830	227,227
Growth	5.3	5.4	6.3	7.3	12.5	15.0	17.1	19.4	6.3	6.8	7.9	9.3
Loans	924,042	1,036,359	1,136,469	1,240,859	191,835	239,793	294,946	362,783	1,115,877	1,276,153	1,431,415	1,603,643
Growth	14.6	12.2	9.7	9.2	28.0	25.0	23.0	23.0	16.7	14.4	12.2	12.0
Total Assets	1,292,287	1,467,823	1,616,248	1,782,482	206,270	257,667	315,179	386,434	1,498,557	1,725,490	1,931,427	2,168,916
Growth	15.2	13.6	10.1	10.3	25.7	24.9	22.3	22.6	16.6	15.1	11.9	12.3
EPS	3.0	3.2	3.9	4.9	32.8	43.7	56.5	75.3		3.2	4.0	5.0
BV	45.5	48.0	51.0	54.7	263.7	303.2	355.0	423.9		40.5	43.7	47.8
RoA	0.8	0.8	0.9	1.0	1.7	1.8	1.9	2.1		0.9	1.0	1.2
RoE	6.8	6.9	7.9	9.2	13.2	15.4	17.2	19.3		8.2	9.4	11.0

Exhibit 12: ~200bp RoE (%) improvement post-merger, exsynergy

Exhibit 11: RoA (%) would improve post-merger, ex-synergy



Source: Company, MOSL Source: Company, MOSL

Exhibit 13: 4-5% PAT accretion post regulatory (CRR,SLR, PSL) requirements assuming 100% liability cost re-pricing

INR m	FY19	FY20	FY21
Old Borrowings (CAFL)	203,128	255,597	320,134
New Borrowings (CAFL)	267,273	336,312	421,229
Of which			
Funding	203,128	255,597	320,134
CRR	10,691	13,452	16,849
SLR	53,455	67,262	84,246
New BS	296,812	370,893	462,529
% increase	15.2	17.7	19.7
Combined BS	1,764,636	1,987,141	2,245,011
Combined NW	193,131	209,311	229,644
Funding Benefit (100bps for CAFL)	2,673	3,363	4,212
CRR cost	802	1,009	1,264
SLR Cost	267	336	421
Net Benefit	1,604	2,018	2,527
PSLC drag	719	885	1,088
PBT Benefit	884	1,133	1,439
Tax 35%	309	227	504
PAT Benefit	575	906	935
Combined PAT	15,794	19,768	24,822
	4	5	4
Combined ROE		9.82	11.31
Combined ROA		1.05	1.17

Source: Company, MOSL

Exhibit 14: PAT analysis with synergies (assuming 1.5% of CAFL's assets as synergy)

					Accretion with	Accretion WO
	Combined PAT	Merger Synergies	New PAT	EPS	Synergies	Synergies
FY19	15,219	3,480	18,698	3.9	22.0	-0.7
FY20	18,862	4,296	23,158	4.9	24.0	1.0
FY21	23,887	5,262	29,149	6.1	25.9	3.2

Source: MOSL, Company

Exhibit 15: DuPont analysis - IDFCB

Y/E MARCH	2H2016	2017	2018E	<b>2019</b> E	2020E	2021E
Net Interest Income	2.04	2.07	1.56	1.59	1.67	1.75
Fee income	0.16	0.31	0.41	0.54	0.68	0.87
Fee to core Income	5.4	9.9	16.1	20.2	23.7	27.7
Core Income	2.20	2.37	1.98	2.13	2.35	2.62
<b>Operating Expenses</b>	1.23	1.31	1.30	1.36	1.41	1.46
Cost to Core Income	55.8	55.1	65.9	63.7	60.0	55.9
Employee cost	0.62	0.59	0.54	0.55	0.58	0.62
Emp to total exp (%)	50.3	44.9	41.7	40.7	41.0	42.3
Technology	0.31	0.23	0.22	0.24	0.25	0.28
Others	0.30	0.49	0.54	0.57	0.58	0.57
Core Operating Profit	0.97	1.06	0.67	0.77	0.94	1.16
Non Interest income	0.97	1.04	1.01	1.10	1.21	1.37
Trading and others	0.81	0.73	0.59	0.55	0.53	0.51
Operating Profit	1.78	1.79	1.27	1.33	1.47	1.66
Provisions	0.06	0.29	0.00	0.14	0.18	0.21
NPA	0.04	-1.09	0.09	0.13	0.17	0.20
Others	0.02	1.38	-0.09	0.01	0.01	0.01
РВТ	1.72	1.51	1.27	1.18	1.29	1.45
Tax	0.60	0.46	0.42	0.39	0.43	0.48
Tax Rate	34.8	30.7	33.0	33.0	33.0	33.0
RoA	1.12	1.04	0.85	0.79	0.87	0.97
Leverage (x)	6.1	6.9	8.0	8.7	9.2	9.5
RoE	6.8	7.2	6.8	6.9	7.9	9.2

Source: MOSL, Company

Exhibit 16: DuPont analysis - CAFL

Y/E MARCH	FY13	FY14	FY15	FY16	FY17	FY18E	FY19E	FY20E
Interest Income	11.7	11.6	13.2	14.1	15.9	16.9	17.2	17.5
Interest Expended	7.8	7.7	8.0	7.6	7.7	7.1	7.1	7.2
Net Interest Income	4.0	3.9	5.1	6.5	8.2	9.8	10.1	10.3
Other operating income	1.2	0.9	1.4	1.8	2.6	2.6	2.7	2.7
Other Income	0.1	0.1	0.2	0.1	0.2	0.4	0.3	0.3
Net Income	5.2	5.0	6.7	8.4	10.9	12.7	13.1	13.3
Operating Expenses	4.0	3.6	3.9	4.2	5.5	6.5	6.5	6.5
Operating Income	1.3	1.4	2.7	4.1	5.4	6.2	6.6	6.8
Provisions/write offs	0.4	0.6	1.1	2.0	3.0	3.6	3.8	3.9
PBT	0.9	0.8	1.7	2.1	2.4	2.6	2.7	2.9
Tax	0.2	0.1	0.5	0.7	0.8	0.8	0.9	0.9
Reported PAT	0.8	0.7	1.1	1.4	1.6	1.7	1.8	1.9
Leverage	6.9	7.9	7.1	7.2	7.5	7.6	8.4	8.9
RoE	5.4	5.5	8.1	10.2	12.0	13.2	15.4	17.2

Source: MOSL, Company

Exhibit 17: DuPont analysis - Proforma combined entity

		•		
Y/E MARCH	FY18E	FY19E	FY20E	FY21E
Net Interest Income	2.66	2.81	3.02	3.25
Other income	1.26	1.38	1.50	1.67
Total Income	3.92	4.19	4.51	4.92
Operating Expenses	2.00	2.10	2.21	2.34
Core Operating Profit	1.92	2.08	2.30	2.58
Provisions	0.48	0.67	0.76	0.84
РВТ	1.44	1.41	1.54	1.74
Tax	0.47	0.46	0.51	0.57
Tax Rate	33.0	33.0	33.0	33.0
RoA	0.97	0.94	1.03	1.17
Leverage (x)	8.0	8.6	9.1	9.4
RoE	7.7	8.2	9.4	11.0

Source: MOSL, Company

## Financials – IDFC Bank

Income Statement						(INR Million)
Y/E March	2H2016	2017	2018E	2019E	2020E	2021E
Interest Income	36,488	85,327	89,888	102,259	115,977	129,050
Interest Expense	28,015	65,154	71,001	80,333	90,235	99,258
Net Interest Income	8,473	20,173	18,886	21,925	25,743	29,792
Change (%)			-6.4	16.1	17.4	15.7
Non Interest Income	4,032	10,131	12,138	15,138	18,638	23,338
Fee income	677	2,993	5,000	7,500	10,500	14,700
Change (%)			67.1	50.0	40.0	40.0
Other Income	3,355	7,138	7,138	7,638	8,138	8,638
Net Income	12,505	30,304	31,025	37,064	44,381	53,130
Change (%)		142.3	2.4	19.5	19.7	19.7
Operating Expenses	5,106	12,770	15,742	18,750	21,729	24,859
Change (%)		150.1	23.3	19.1	15.9	14.4
Pre Provision Profits	7,399	17,535	15,283	18,314	22,652	28,272
Change (%)			-12.8	19.8	23.7	24.8
Provisions (excl tax)	242	2,825	0	1,960	2,716	3,566
Credit Cost (%)	0.0	0.4	0.0	0.2	0.3	0.3
PBT	7,158	14,710	15,283	16,353	19,936	24,706
Tax	2,489	4,512	5,043	5,397	6,579	8,153
Tax Rate (%)	34.8	30.7	33.0	33.0	33.0	33.0
PAT	4,669	10,197	10,240	10,957	13,357	16,553
Change (%)			0.4	7.0	21.9	23.9
Equity Dividend (Incl tax)	1,092	2,386	2,396	2,564	3,126	3,873
Core PPP*	4,044	10,396	8,145	10,675	14,513	19,633
Change (%)			-21.7	31.1	36.0	35.3
*Core PPP is (NII+Fee income-Onex)						

<sup>\*</sup>Core PPP is (NII+Fee income-Opex)

<b>Balance Sheet</b>						(INR Million)
Y/E March	FY16	2017	2018E	<b>2019</b> E	2020E	2021E
Share Capital	33,926	33,990	33,990	33,990	33,990	33,990
Reserves & Surplus	102,399	112,790	120,634	129,027	139,258	151,938
Net Worth	136,326	146,780	154,624	163,017	173,248	185,928
Deposits	82,190	402,082	448,371	577,011	702,235	846,733
Change (%)		n.a.	11.5	28.7	21.7	20.6
CA	3,695	13,685	21,486	30,847	40,684	52,180
SA	756	7,259	16,774	45,318	85,634	134,278
Borrowings	571,598	502,622	619,179	650,672	648,217	638,764
Change (%)		-12.1	23.2	5.1	-0.4	-1.5
Infra Bonds	99,450	104,340	126,900	196,920	269,532	344,995
Other borrowings	472,148	398,282	492,279	453,752	378,685	293,769
Other Liabilities & Prov.	42,044	70,112	70,112	77,123	92,548	111,057
Total Liabilities	832,159	1,121,597	1,292,287	1,467,823	1,616,248	1,782,482
Current Assets	29,039	51,020	45,970	57,256	45,129	53,162
Investments	297,286	504,717	640,608	660,478	666,287	691,465
Change (%)		69.8	26.9	3.1	0.9	3.8
G Sec	110,570	192,640	250,432	287,997	331,196	364,316
RIDF and PTC	0	136,000	196,491	159,428	100,733	69,355
Other investments	186,716	176,077	193,685	213,053	234,358	257,794
Loans	456,994	494,017	533,867	663,878	801,378	913,710
Change (%)	n.a.	8.1	8.1	24.4	20.7	14.0
Other Assets	48,839	71,843	71,843	86,211	103,454	124,144
Total Assets	832,159	1,121,597	1,292,287	1,467,823	1,616,248	1,782,482

# Financials – Capital First

Income Statement								(II	NR Million)
Y/E MARCH	2013	2014	2015	2016	2017	2018E	2019E	2020E	2021E
Interest Income	7,284	9,748	12,892	16,678	23,888	31,266	39,926	49,998	62,155
Interest Expended	4,833	6,467	7,878	8,972	11,606	13,188	16,553	20,603	25,342
Net Interest Income	2,451	3,282	5,014	7,705	12,282	18,078	23,373	29,395	36,813
Change (%)	56.6	33.9	52.8	53.7	59.4	47.2	29.3	25.8	25.2
Other Operating Income	719	782	1,352	2,145	3,841	4,801	6,241	7,801	9,752
Other Income	83	95	175	66	280	655	786	943	1,132
Net Income	3,254	4,158	6,541	9,916	16,403	23,534	30,400	38,139	47,697
Change (%)	-6.0	27.8	57.3	51.6	65.4	43.5	29.2	25.5	25.1
Operating Expenses	2,452	3,022	3,862	5,028	8,298	12,060	15,137	18,677	23,065
Operating Income	802	1,136	2,679	4,888	8,104	11,474	15,263	19,462	24,631
Change (%)	-54.0	41.7	135.8	82.5	65.8	41.6	33.0	27.5	26.6
Provisions and W/Offs	218	489	1,052	2,364	4,530	6,715	8,916	11,264	13,710
РВТ	584	648	1,627	2,524	3,575	4,759	6,347	8,198	10,922
Tax	99	58	511	848	1,174	1,563	2,085	2,693	3,588
Tax Rate (%)	17.0	9.0	31.4	33.6	32.8	32.8	32.8	32.8	32.8
PAT from discontinued operations	-67	-63	26	-14	-11	0	0	0	0
PAT	631	526	1,143	1,662	2,389	3,196	4,262	5,505	7,334
Change (%)	-40.4	-16.6	117.1	45.4	43.8	33.8	33.4	29.2	33.2
Proposed Dividend	128	165	200	219	253	288	341	385	513

Balance Sheet						(INR Million)			
Y/E MARCH	2013	2014	2015	2016	2017	2018E	<b>2019E</b>	2020E	2021E
Capital	704	820	910	912	974	974	974	974	974
Reserves & Surplus	8,903	10,898	14,828	16,123	21,862	24,712	28,565	33,607	40,325
Net Worth	9,607	11,719	15,738	17,035	22,836	25,686	29,539	34,582	41,300
Borrowings	62,301	84,220	84,374	119,549	141,081	180,584	228,128	280,597	345,134
Change (%)	42.0	35.2	0.2	41.7	18.0	28.0	26.3	23.0	23.0
<b>Total Liabilities</b>	71,909	95,938	100,112	136,584	164,119	206,270	257,667	315,179	386,434
Investments	11	3,474	1,942	1,836	2,587	3,104	3,725	4,470	5,363
Change (%)	-99.7	31,281.3	-44.1	-5.4	40.9	20.0	20.0	20.0	20.0
Advances	55,303	69,657	87,089	124,455	149,871	191,835	239,793	294,946	362,783
Change (%)	24.7	26.0	25.0	42.9	20.4	28.0	25.0	23.0	23.0
Net Fixed Assets	391	340	191	292	646	656	666	676	686
Other assets	16,204	22,466	10,890	10,000	11,016	10,675	13,483	15,087	17,601
Total Assets	71,909	95,938	100,112	136,584	164,119	206,270	257,667	315,179	386,434

E: MOSL Estimates

# Financials – Capital First

Ratios									
Y/E MARCH	2013	2014	2015	2016	2017E	2018E	2019E	2020E	2020E
Spreads Analysis (%)									
Yield on Advances	14.6	15.6	16.4	15.8	17.4	18.3	18.5	18.7	18.9
Cost of borrowings	9.1	8.8	9.3	8.8	8.9	8.2	8.1	8.1	8.1
Interest Spread	5.5	6.8	7.1	7.0	8.5	10.1	10.4	10.6	10.8
NIM	4.9	5.3	6.4	7.3	9.0	10.6	10.8	11.0	11.2
NIM - AUM	4.0	3.9	4.8	5.8	7.2	8.3	8.5	8.7	8.9
Profitability Ratios (%)									
RoE	7.0	4.9	8.3	10.1	12.0	13.2	15.4	17.2	19.3
RoA	1.0	0.6	1.2	1.4	1.6	1.7	1.8	1.9	2.1
RoA on AUM	0.9	0.6	1.1	1.2	1.3	1.4	1.5	1.6	1.7
Int. Expended/Int.Earned	66.3	66.3	61.1	53.8	48.6	42.2	41.5	41.2	40.8
Secur. Inc./Net Income	22.1	18.8	20.7	21.6	23.4	20.4	20.5	20.5	20.4
Efficiency Ratios (%)									
Op. Exps./Net Income	75.4	72.7	59.0	50.7	50.6	51.2	49.8	49.0	48.4
Empl. Cost/Op. Exps.	53.3	42.0	35.2	35.2	28.8	25.4	25.3	24.6	23.9
Accet Liebility Duefile (0/)									
Asset-Liability Profile (%) Loans/Borrowings Ratio	00.0	02.7	102.2	104.1	106.2	106.2	105.1	105.1	105 1
Net NPAs to Adv.	88.8	82.7	103.2			0.8	0.8	105.1 0.8	105.1
CAR	0.0 23.5	0.1 22.2	0.2 23.4	0.5 19.8	0.3 20.3	0.8 17.4	15.6	0.8 14.5	0.7 13.7
Tier 1	23.5 16.3	16.3	23.4 18.8	19.8	16.0	17.4 14.0	12.9	14.5	11.9
Her 1	10.5	10.5	10.0	14.5	16.0	14.0	12.9	12.5	11.9
Valuation							3.1		
Book Value (INR)	136	143	173	187	234	264	303	355	424
Price-BV (x)					3.6	3.2	2.8	2.4	2.0
Adjusted BV (INR)	136.4	143	172	184	233	258	297	347	414
Price-ABV (x)					3.6	3.2	2.8	2.4	2.0
EPS (INR)	9.9	7.2	12.3	18.4	24.6	32.8	43.7	56.5	75.3
EPS Growth (%)	-39.6	-27.5	70.8	49.6	34.2	33.1	33.4	29.2	33.2
Price-Earnings (x)					33.9	25.5	19.1	14.8	11.1
Dividend per Share (INR)	1.8	2.0	2.2	2.4	2.6	3.0	3.5	4.0	5.3
Dividend Yield (%)					0.3	0.4	0.4	0.5	0.6
E MAGGLE III									

E: MOSL Estimates

## NOTES

#### 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 Securities Ltd. (MOSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Investment Advisory Services, Depository participant services & distribution of various financial products. MOSL is a subsidiary company of Motilal Oswal Financial Service Ltd. (MOFSL). MOFSL is a listed public company, the details in respect of which are available on <a href="https://www.motilaloswal.com">www.motilaloswal.com</a>. MOSL is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Metropolitan Stock Exchange Of India Ltd. (MSE) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) & National Securities Depository Limited (NSDL) and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products. Details of associate entities of Motilal Oswal Securities Limited are available on the website at <a href="http://onlinereports.motilaloswal.com/Dormant/documents/Associates%20Details.pdf">http://onlinereports.motilaloswal.com/Dormant/documents/Associates%20Details.pdf</a>

#### Pending Regulatory Enquiries against Motilal Oswal Securities Limited by SEBI:

SEBI pursuant to a complaint from client Shri C.R. Mohanraj alleging unauthorized trading, issued a letter dated 29th April 2014 to MOSL notifying appointment of an Adjudicating Officer as per SEBI regulations to hold inquiry and adjudge violation of SEBI Regulations; MOSL requested SEBI to provide all documents, records, investigation report relied upon by SEBI which were referred in Show Cause Notice. The matter is currently pending.

MOSL, it's associates, Research Analyst or their relative may have any financial interest in the subject company. MOSL and/or its associates and/or Research Analyst may have 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. MOSL 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 MOSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report. Research Analyst may have served as director/officer, etc. in the subject company in the last 12 months.

In the last 12 months period ending on the last day of the month immediately preceding the date of publication of this research report, MOSL or any of its associates may have:

- a) managed or co-managed public offering of securities from subject company of this research report.
- b) received compensation for investment banking or merchant banking or brokerage services from subject company of this research report,
- c) received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company of this research report.
- d) Subject Company may have been a client of MOSL or its associates during twelve months preceding the date of distribution of the research report.

MOSL and it's associates have not received any compensation or other benefits from the subject company or third party in connection with the research report. To enhance transparency, MOSL has incorporated a Disclosure of Interest Statement in this document. This should, however, not be treated as endorsement of the views expressed in the report. MOSL 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 MOSL 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.

#### Terms & Conditions:

This report has been prepared by MOSL 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 MOSL. 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. MOSL will not treat recipients as customers by virtue of their receiving this report.

### 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.

## Disclosure of Interest Statement Analyst ownership of the stock

### **Capital First**

A graph of daily closing prices of securities is available at <a href="https://www.nseindia.com">www.nseindia.com</a>, <a href="https://www.nseindia.com">www.nseindia.com</a>, <a href="https://www.nseindia.com">www.nseindia.com</a>, <a href="https://www.nseindia.com">www.nseindia.com</a>, <a href="https://www.nseindia.com">www.nseindia.com</a>, <a href="https://www.nseindia.com">www.nseindia.com</a>, <a href="https://www.nseindia.com</a>, <a href="https://www.nseindia.com">www.nseindia.com</a>, <a href="https://www.nseindia.com</a>, <a href="https://www.nseindia.com">www.nseindia.com</a>, <a href="https://www.nseindia.com</a>, <a href="https://www.nseindia.com">www.nseindia.com</a>, <a href="https://www.nseindia.com</a>, <a href="https://www.nseindia.com">www.nseindia.com</a>, <a h

#### 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 MOSL & 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 Analysts who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

### For U.S.

Motilal Oswal Securities Limited (MOSL) 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 MOSL 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 MOSL, 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., MOSL 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

Motilal Oswal Capital Markets Singapore Pte Limited is acting as an exempt financial advisor under section 23(1)(f) of the Financial Advisers Act(FAA) read with regulation 17(1)(d) of the Financial Advisors Regulations and is a subsidiary of Motilal Oswal Securities Limited in India. This research is distributed in Singapore by Motilal Oswal Capital Markets Singapore Pte Limited and it is only directed in Singapore to accredited investors, as defined in the Financial Advisers Regulations and the Securities and Futures Act (Chapter 289), as amended from time to time. In respect of any matter arising from or in connection with the research you could contact the following representatives of Motilal Oswal Capital Markets Singapore Pte Limited:

### 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 alternations to this statement as may be required from time to time without any prior approval. MOSL, 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 MOSL. 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 MOSL 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 MOSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOSL 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.

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022-3980 4263; www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai-400 064. Tel No: 022 3080 1000. Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-30801085.

Registration details of group entities.: MOSL: SEBI Registration: INZ000158836 (BSE/NSE/MSE); CDSL: IN-DP-16-2015; NSDL: IN-DP-NSDL-152-2000; Research Analyst: INH000000412. AMFI: ARN 17397. Investment Adviser: INA000007100. Motilal Oswal Asset Management Company Ltd. (MOAMC): PMS (Registration No.: INP000000670) offers PMS and Mutual Funds products. Motilal Oswal Wealth Management Ltd. (MOWML): PMS (Registration No.: INP000004409) offers wealth management solutions. \*Motilal Oswal Securities Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Bond, NCDs, Insurance and IPO products. \* Motilal Oswal Securities Ltd. offers Real Estate products. \* Motilal Oswal Private Equity Investment Advisors Pvt. Ltd. offers Private Equity products