

# AU Small Finance Bank

Estimate change	↔
TP change	↔
Rating change	↔

Bloomberg	AUBANK IN
Equity Shares (m)	630
M.Cap.(INRb)/(USD\$)	417 / 5
52-Week Range (INR)	733 / 468
1, 6, 12 Rel. Per (%)	-4/-17/10
12M Avg Val (INR M)	1578

## Financials & Valuations (INR b)

Y/E March	FY22	FY23E	FY24E
NII	32.3	43.9	55.1
PPoP	18.2	21.2	27.3
PAT	11.3	14.1	17.5
NIM (%)	5.4	5.6	5.6
EPS (INR)	18.0	21.8	26.4
EPS Gr. (%)	-5.1	21.0	21.1
BV/Sh. (INR)	118.7	163.8	190.2
ABV/Sh. (INR)	116.7	161.2	186.3

## Ratios

RoE (%)	16.6	15.4	14.9
RoA (%)	1.9	1.8	1.8

## Valuations

P/E(X)	34.8	28.7	23.7
P/BV (X)	5.3	3.8	3.3
P/ABV (X)	5.4	3.9	3.4

## Shareholding pattern (%)

As On	Jun-22	Mar-22	Jun-21
Promoter	28.2	28.2	28.4
DII	18.4	18.8	21.4
FII	35.1	34.3	31.9
Others	18.3	18.7	18.3

FII Includes depository receipts

**CMP: INR626**

**TP: INR700 (+12%)**

**Buy**

## Operating performance in line; margins expand sequentially

### Lower provisions drive earnings beat

- AUBANK posted 23% YoY growth in net earnings (9% beat) led by lower provisions in 2QFY23. However, operating profit came in line with healthy NII growth aided by 30bp QoQ margin expansion to 6.2% during the quarter.
- Gross advances grew strongly at 44% YoY, and deposits rose 49% YoY with healthy traction in CASA deposits. CASA ratio thus improved to 42%.
- The absolute amount of GNPA/NNPA increased 3%/5% QoQ, respectively. However, headline GNPA ratio improved 6bp QoQ to 1.90% while NNPA ratio stood flat at 0.56%. PCR ratio was broadly stable at 71.1% in 2QFY23.
- We largely maintain our estimates as higher NII and lower provisions get offset by higher opex, due to sustained investments in building the franchise. We estimate AUBANK to deliver 25% earnings CAGR over FY22–24 with an RoA/RoE of 1.8%/14.9% in FY24E, respectively. **We maintain our BUY rating, with a TP of INR700 (premised on 3.7x FY24E BV).**

### Healthy traction in deposits; restructuring book stands at 1.7% of loans

- AUBANK reported 23% YoY growth in PAT to INR3.4b (9% beat) driven by lower provisions that came in at INR430m v/s estimate of INR610m. For 1HFY22, NII/PPoP/PAT grew 39%/2%/27% to INR20.6b/INR8.9b/INR6.1b, respectively.
- NII rose 44% YoY to INR10.8b (6% beat), supported by 44% YoY growth in advances and 30bp QoQ margin expansion to 6.2%. Core fee income grew 64% YoY (15% QoQ) in 2QFY23.
- Opex rose 51% YoY as the bank continues to invest in building the franchise. However, C/I ratio moderated 280 QoQ to 62.5%. PPoP grew 27% YoY to INR5.0b (3% beat) in 2QFY23.
- Gross advances increased 44% YoY to INR525b (+6% QoQ), led by healthy traction in wholesale book that rose 12% QoQ v/s 3% QoQ growth in retail loans. On a sequential basis, disbursements grew 2% to INR86b.
- Total deposits jumped 49% YoY to ~INR583b, with SA growing 113% YoY to INR218b. The CASA ratio improved to 42% in 2QFY23 from 39% in 1QFY23.
- GNPA/NNPA increased 3%/5% QoQ, respectively. However, headline GNPA ratio improved 6bp QoQ to 1.90% while NNPA ratio stood flat at 0.56%. PCR ratio was broadly stable at 71.1% in 2QFY23.
- O/s restructured portfolio declined to INR8.95b corresponding to 1.7% of advances (v/s 2.1% in 1QY23). The bank has been carrying provisions of INR1.5b (17%) on the restructured book.

### Highlights from the management commentary

- The bank has raised FD rates by upto 60bp for retail deposits taking the peak FD rate to 7.5%. Cost of SA deposits stood at ~5.5%.
- Overall, loan growth could be in the range of ~27-30% for FY23E.
- Asset quality of the book originated post-pandemic remained pristine. About 77% of the total book has originated post-pandemic with GNPA of 0.55%.
- Slippages from the restructuring book came in at ~INR580m.

Nitin Aggarwal - Research Analyst (Nitin.Aggarwal@MotilalOswal.com)

Yash Aggarwal - Research Analyst (Yash.Agarwal@motilaloswal.com)

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

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

**Valuation and view**

AUBANK reported a healthy performance in 2QFY23 with earnings supported by lower provisions and margins witnessing an expansion. On the business front, growth in advances was strong at 44% YoY while the traction in deposits remained healthy, especially savings account deposits. The bank carries contingent reserves of INR1.29b (25bp of loans), which coupled with 17% coverage on restructured assets provide comfort. We largely maintain our estimate as higher NII and lower provisions gets offset by higher opex, due to sustained investments in building the franchise. We estimate AUBANK to deliver 25% earnings CAGR over FY22–24 with an RoA/RoE of 1.8%/14.9% in FY24E, respectively. **We maintain our BUY rating, with a TP of INR700 (premised on 3.7x FY24E BV).**

**Quarterly performance table (INR m)**

	FY22				FY23				FY22	FY23E	FY23E 2QE	v/s Est.
	1Q*	2Q*	3Q*	4Q	1Q	2Q	3QE	4QE				
<b>Net Interest Income</b>	<b>7,240</b>	<b>7,531</b>	<b>8,204</b>	<b>9,366</b>	<b>9,760</b>	<b>10,833</b>	<b>11,200</b>	<b>12,129</b>	<b>32,341</b>	<b>43,923</b>	<b>10,248</b>	<b>5.7</b>
% Change (Y-o-Y)	40.4	34.3	29.6	42.8	34.8	43.8	36.5	29.5	36.7	35.8	36.1	
Other Income	2,148	1,919	2,756	3,114	1,592	2,474	3,026	3,343	9,937	10,434	2,372	4.3
<b>Total Income</b>	<b>9,388</b>	<b>9,451</b>	<b>10,961</b>	<b>12,479</b>	<b>11,352</b>	<b>13,307</b>	<b>14,226</b>	<b>15,472</b>	<b>42,278</b>	<b>54,356</b>	<b>12,620</b>	<b>5.4</b>
Operating Expenses	4,570	5,526	6,376	7,656	7,411	8,319	8,520	8,903	24,128	33,154	7,794	6.7
<b>Operating Profit</b>	<b>4,818</b>	<b>3,925</b>	<b>4,584</b>	<b>4,823</b>	<b>3,941</b>	<b>4,988</b>	<b>5,706</b>	<b>6,569</b>	<b>18,150</b>	<b>21,203</b>	<b>4,826</b>	<b>3.4</b>
% Change (Y-o-Y)	8.1	-11.1	-48.8	40.1	-18.2	27.1	24.5	36.2	-14.7	16.8	23.0	
Provisions	2,072	46	560	932	384	430	681	855	3,610	2,350	610	-29.6
<b>Profit before Tax</b>	<b>2,747</b>	<b>3,878</b>	<b>4,025</b>	<b>3,891</b>	<b>3,557</b>	<b>4,558</b>	<b>5,024</b>	<b>5,714</b>	<b>14,541</b>	<b>18,853</b>	<b>4,215</b>	<b>8.1</b>
Tax Provisions	715	1,093	1,004	430	878	1,132	1,266	1,474	3,242	4,751	1,062	6.6
<b>Net Profit</b>	<b>2,032</b>	<b>2,785</b>	<b>3,020</b>	<b>3,461</b>	<b>2,679</b>	<b>3,426</b>	<b>3,758</b>	<b>4,239</b>	<b>11,298</b>	<b>14,102</b>	<b>3,153</b>	<b>8.7</b>
% Change (Y-o-Y)	1.2	-13.5	-36.9	104.8	31.8	23.0	24.4	22.5	-3.5	24.8	13.2	
<b>Operating Parameters</b>												
Deposit (INR b)	370.1	390.3	442.8	525.8	546.3	583.4	611.0	667.8	525.8	667.8	583.4	0
Loan (INR b)	339.6	358.5	401.8	461.0	486.5	517.4	551.3	593.8	461.0	593.8	515.9	0
Deposit Growth (%)	38.5	44.7	49.0	46.2	47.6	49.4	38.0	27.0	46.2	27.0	49.4	0
Loan Growth (%)	29.4	31.6	32.6	33.2	43.3	44.4	37.2	28.8	33.2	28.8	43.9	44
<b>Asset Quality</b>												
GNPA (%)	4.3	3.2	2.6	2.0	2.0	1.9	1.9	1.8	2.0	1.8	2.0	-6
NNPA (%)	2.3	1.7	1.3	0.5	0.6	0.6	0.5	0.5	0.5	0.5	0.6	0
PCR (%)	48.8	48.6	50.8	75.0	71.7	71.1	72.5	71.3	75.0	71.3	72.0	-92

\*YoY growth is not comparable due to gain from the Aavas stake sale

Source: MOFSL,

## Quarterly snapshot

(INR m)

Profit and Loss (INR m)	FY21				FY22				FY23		Change (%)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	YoY	QoQ
<b>Net Interest Income</b>	5,159	5,606	6,331	6,558	7,240	7,531	8,204	9,366	9,760	10,833	44	11
<b>Other Income</b>	2,258	2,610	6,856	2,472	2,148	1,919	2,756	3,114	1,592	2,474	29	55
<b>Total Income</b>	7,416	8,216	13,187	9,030	9,388	9,451	10,961	12,479	11,352	13,307	41	17
<b>Operating Expenses</b>	2,961	3,800	4,237	5,587	4,570	5,526	6,376	7,656	7,411	8,319	51	12
Employee	1,793	2,242	2,398	3,368	2,826	3,268	3,559	4,137	3,940	4,513	38	15
Others	1,167	1,558	1,839	2,218	1,743	2,258	2,818	3,519	3,471	3,806	69	10
<b>Operating Profits</b>	4,456	4,416	8,950	3,443	4,818	3,925	4,584	4,823	3,941	4,988	27	27
Provisions	1,813	327	3,058	1,483	2,072	46	560	932	384	430	828	12
<b>PBT</b>	2,643	4,089	5,892	1,960	2,747	3,878	4,025	3,891	3,557	4,558	18	28
Taxes	635	870	1,102	271	715	1,093	1,004	430	878	1,132	4	29
<b>Adj. PAT</b>	2,008	3,219	4,790	1,690	2,032	2,785	3,020	3,461	2,679	3,426	23	28
<b>PAT</b>	1,771	1,963	578	1,690	2,032	2,785	3,020	3,461	2,679	3,426	23	28
<b>Balance Sheet (INRb)</b>												
<b>Loans</b>	263	272	303	346	340	358	402	461	487	517	44	6
<b>Deposits</b>	267	270	297	360	370	390	443	526	546	583	49	7
<b>Total Assets</b>	443	440	466	516	514	532	586	691	710	779	46	10
<b>Asset Quality</b>												
<b>GNPA</b>	4,471	4,232	3,027	15,028	14,959	11,514	10,576	9,244	9,696	9,967	-13	3
<b>NNPA</b>	1,632	1,228	727	7,555	7,660	5,915	5,202	2,308	2,748	2,882	-51	5
<b>AUM Mix (%)</b>											Change (bp)	
<b>Retail</b>	83.8	84.4	85.2	84.6	85.2	89.3	86.6	84.4	83.6	80.9	-843	-272
Wheels	41.4	40.3	40.8	36.8	35.9	39.2	38.1	37.0	37.7	36.2	-300	-149
Secured MSME	37.5	38.9	38.7	39.3	39.4	39.5	37.5	35.3	34.3	33.0	-645	-123
<b>Wholesale</b>	15.2	15.6	14.5	15.4	14.8	15.1	16.6	17.8	18.0	19.1	402	107
NBFC	5.0	4.8	4.2	4.0	3.5	3.2	4.0	4.3	3.6	3.6	39	0
RE Group	2.6	2.4	1.9	1.8	1.6	1.7	1.7	1.7	1.7	1.8	12	8
Business Banking	3.6	4.1	4.2	5.2	5.0	5.2	5.6	6.2	6.6	7.4	220	78
<b>Ratios (%)</b>											Change (bp)	
<b>Asset Quality Ratios (%)</b>	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	YoY	QoQ
GNPA (%)	1.7	1.5	1.0	4.3	4.3	3.2	2.6	2.0	2.0	1.9	-126	-6
NNPA (%)	0.6	0.5	0.2	2.2	2.3	1.7	1.3	0.5	0.6	0.6	-109	0
PCR (Reported, %)	64	71	76	50	49	49	51	75	72	71	2,250	-60
<b>Business Ratios (%)</b>												
Non Int. to Total Income	30.4	31.8	52.0	27.4	22.9	20.3	25.1	25.0	14.0	18.6	-172	457
Cost to Income	39.9	46.3	32.1	61.9	48.7	58.5	58.2	61.3	65.3	62.5	405	-277
CASA (Reported)	14.0	21.0	22.0	23.0	26.0	30.3	39.0	37.0	39.0	42.0	1,170	300
CASA (incl. CD's)	14.5	19.8	21.7	23.0	25.6	30.3	39.2	37.3	38.8	42.3	1,199	346
Loan/Deposit	98.2	100.9	102.0	96.2	91.7	91.8	90.7	87.7	89.1	88.7	-313	-36
<b>Profitability Ratios</b>												
Margins	4.8	5.1	5.6	5.3	6.0	6.1	6.3	6.3	5.9	6.2	10	30
Yield on AUM	14.6	14.5	14.3	14.1	14.0	13.9	13.7	13.4	13.3	13.3	-60	0
Cost of funds	7.2	7.0	6.7	6.5	6.3	6.1	5.9	5.7	5.7	5.8	-30	10
RoA	1.9	2.9	4.2	1.4	1.6	2.1	2.2	2.2	1.5	1.8	-30	30
RoE	17.9	27.1	37.1	12.2	12.7	16.8	17.4	18.9	14.0	15.3	-150	130



## Highlights from the management commentary

### Balance sheet and P&L related

- The focus of AUBANK remains on delivering sustainable growth
- Global economic environment is slowing down, however, despite the headwinds, India is expected to grow at a healthy pace
- The bank has added ~0.4m customers in the past quarter
- Management continues to invest in digital capabilities, which is seeing healthy traction
- The bank will continue to focus on growing the book in a calibrated and granular manner
- AUBANK has opened 27 touch points in 2QFY23 of which 15 were deposits touch points. The same has been opened in the states of UP and South India
- The bank has raised FD rates by upto 60bp for retail deposits taking the peak FD rate to 7.5%
- AUBANK has sourced ~9k+ life insurance policies, 8k+ trading accounts and 12k+ SIP in 2QFY23
- Further, the bank was involved in cross selling ~INR7.28b to branch banking customers, which grew 64% QoQ
- About 66% of all savings accounts were from royal and platinum customers
- Wheels business was driven by passenger and CV segment. ATS on portfolio stood at INR0.26m and INR0.5m on incremental disbursement. IRR stood at ~14.2–14.3%; CE was at ~106%
- **Wheels mix:** New (53%), Used and Re-finance (35%), Tractor (10%), 2Ws (2%)
- Secured business loans has an IRR of 15%, ATS of INR1.12m and CE of 112%
- Home loans have an ATS of INR1.1m. The bank is witnessing greater demand from the Urban and Semi Urban regions
- Within Commercial banking, key drivers are likely to be Business banking (ATS of INR8-10m) and Agri banking
- The bank has sourced ~90k+ cards in 2QFY23 with monthly spends crossing INR50b in Sep'22. ~47% of cards are being issued to new customers. ~86% of the customers have activated cards with 53% being 30-day active
- Cost of SA deposits stands at ~5.5%
- Operating leverage is likely to kick in over the next 2-5 years
- Overall, loan growth could be in ~27-30% for FY23E

### Asset quality related

- Asset quality of the book originated post-pandemic remained pristine. About 77% of the total book has originated post-pandemic with GNPA of 0.55%.
- **Segmental GNPA:** Wheels (~2.2%), Secured business loans (2.8%), Home loans (0.44%), and Business banking (0.17%)
- Write-offs for the quarter stood at INR230m
- Slippages from the restructuring book came in at ~INR580m

Yield on gross advances stood flat QoQ at 13.3%, while the same on disbursements increased 40bp QoQ to 13.1% in 2QFY23; incremental cost of funds up 40bp QoQ to 6.1%

### Retail dominated portfolio; disbursements grew 2% QoQ

- **Gross advances** grew 44% YoY (+6.3% QoQ) to INR525b, as disbursements rose 68% YoY to INR86.1b, led by healthy traction across most business segments. Within total advances, Retail advances grew ~31% YoY (+2.8% QoQ) and Wholesale advances grew 82.5% YoY (+12.6% QoQ).
- The Retail/Wholesale mix stood at 81%/19% in 2QFY23.
- **Within Retail AUM**, the Wheels segment grew 2.1% QoQ (+33% YoY) and the SBL-MSME segment rose 2.5% QoQ (+21% YoY). The Wheels and MSME segments constituted ~86% of the total Retail AUM.
- Newly launched products (gold loans, consumer durable loans, personal loans, housing loans, and OD against FD) collectively saw healthy growth in 2QFY23.
- **Within wholesale AUM**, the Agri and SME book grew 10% QoQ (+82% YoY). Business Banking / RE Group grew 19%/11% QoQ while the NBFC portfolio saw a growth of 6% QoQ during the quarter.

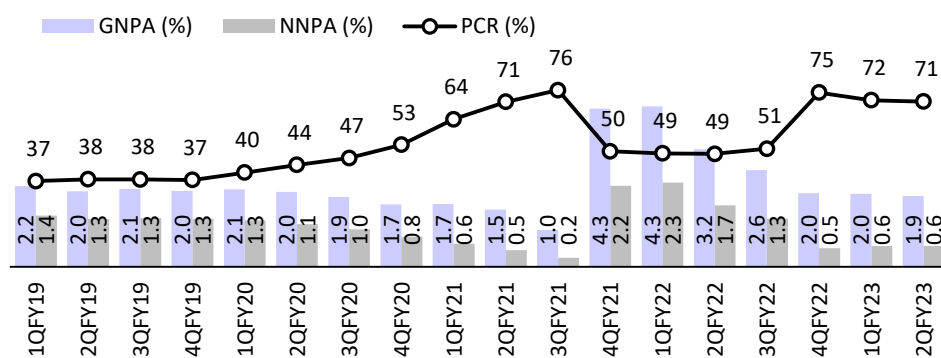
### Management focus remains on building granular deposits; retail TDs form 54% of total term deposits

- Deposits grew 49.4% YoY / 6.8% QoQ to INR583b, led by strong growth in CASA deposits (+16% QoQ); term deposits stood at INR337b (+58% YoY) in 2QFY23.
- SA deposits grew 15% QoQ to INR218b in 2QFY23. The reported CASA ratio thus inched up to 42%. The management does not factor in CDs when calculating the CASA ratio.
- Retail TDs constituted 54% of the total term deposits, while CASA plus retail TD formed 73% of the total deposits.

### Asset quality steady; CE healthy and PCR stable at ~71%

- Absolute GNPA/NNPA increased 3%/5% QoQ to INR10b/INR2.9b, respectively. Total slippage stood at INR2.6b, while reductions were robust at INR2.3b.
- The GNPA ratio declined 6bp QoQ to 1.9% while NNPA ratio stood flat at 0.50%. PCR stood stable at ~71% during the quarter.
- **GNPA breakup:** The GNPA book has been secured, granular, and skewed towards Retail. Wheels constituted 43% of GNPA, while SBL constituted 47% of GNPA.
- AUBANK carried additional contingent provisions of INR1.29b (0.25% of loans).
- Collection efficiency remained strong across most segments and was healthy at ~108% in 2QFY23.
- The total restructuring book declined to INR8.95b (1.7% of gross advances) v/s ~2.1% in 1QFY23, on which the bank made provisions of INR1.5b (17% coverage).

**Exhibit 1: PCR healthy at ~71%; GNPA ratio declines 6bp QoQ to 1.9% while NNPA ratio flat at 0.56% in 2QFY23**



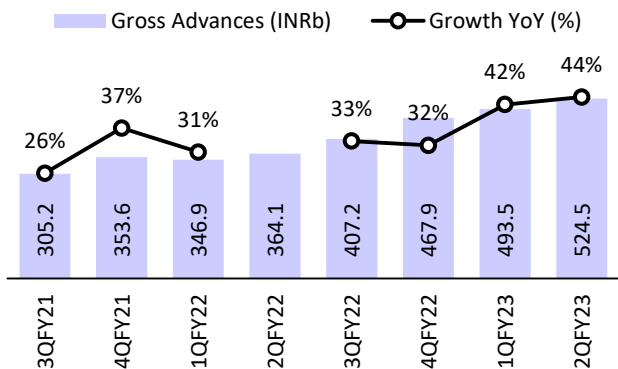
Source: Company, MOFSL

## Valuation and view

- The management's focus is on scaling up its key business lines of Vehicle Loans / MSME Loans. It aims to expand the new segments of Housing Loans, Gold Loans, Consumer Durable Financing, and Credit Cards, among others. Growth has picked up over the last few quarters, with demand accruing across segments. We expect a 28% loan CAGR over FY22–24.
- AUBANK has shown strong progress in building a granular liability franchise, with the proportion of deposits to overall funding constantly improving. The proportion of retail TD rose to 54%; CASA plus retail TD increased to 73% and is expected to grow further as customer vintage increases. The bank has increased the deposits rates by 60bp in Oct'22, which can result in an increase in cost of funds keeping us watchful of its margin going forward.
- The bank witnessed an improvement in GNPA ratio by 6bp to 1.9% while NNPA ratio stood stable at 0.5%. Collection efficiency remained healthy at 108% in 2QFY23. PCR was stable at 71%. The total restructuring book declined to INR8.95b (~1.7% of total loans v/s 2.1% in Jun'22), on which the management made provisions of INR1.5b. The bank carries additional contingent provisions of INR1.29b (0.25% of loans). Thus, we estimate credit costs at 05%/0.6% over FY23/24, respectively.
- **BUY, with a TP of INR700:** AUBANK reported a healthy performance in 2QFY23 with earnings supported by lower provisions and margins witnessing an expansion. On the business front, growth in advances was strong at 44% YoY while the traction in deposits remained healthy, especially savings account deposits. The bank carries contingent reserves of INR1.29b (25bp of loans), which coupled with 17% coverage on restructured assets provide comfort. We largely maintain our estimate as higher NII and lower provisions gets offset by higher opex, due to sustained investments in building the franchise. We estimate AUBANK to deliver 25% earnings CAGR over FY22–24 with an RoA/RoE of 1.8%/14.9% in FY24E, respectively. **We maintain our BUY rating, with a TP of INR700 (premised on 3.7x FY24E BV).**

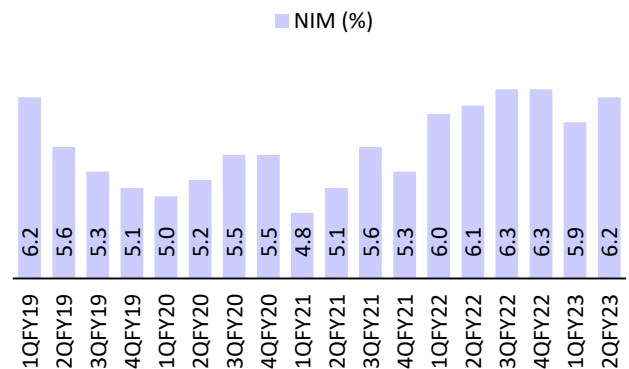
## Story in charts

**Exhibit 2: Gross advances rise 44% YoY (+6.3% QoQ)**



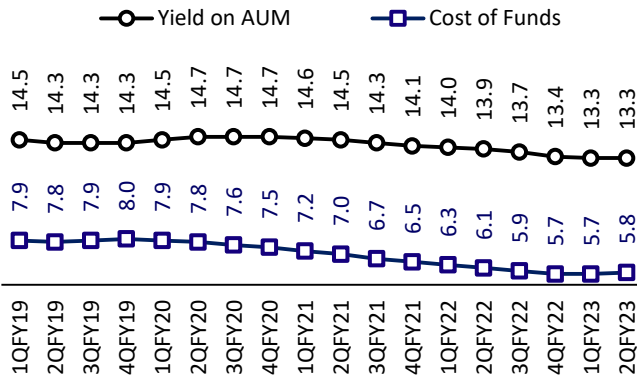
Source: Company, MOFSL

**Exhibit 3: Margins improve 30bp QoQ to 6.2%**



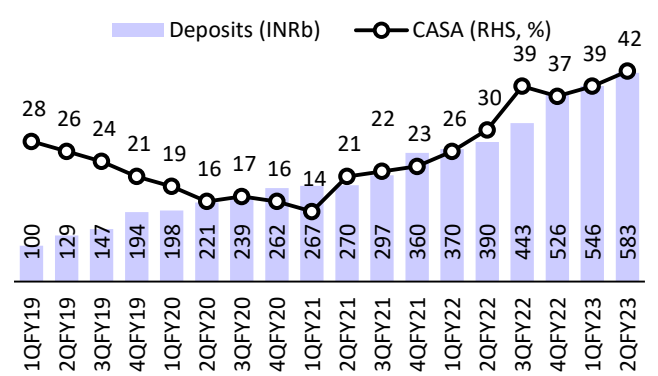
Source: Company, MOFSL

**Exhibit 4: Yields on gross advances flat QoQ, while cost of funds increases 10bp QoQ**



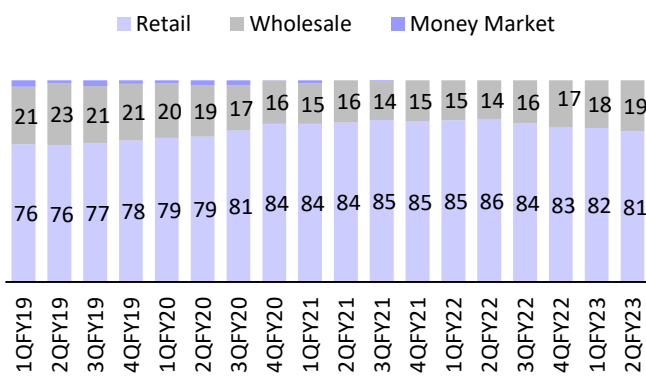
Source: Company, MOFSL

**Exhibit 5: Robust traction in deposit mobilization (~49% YoY); CASA ratio stands healthy at ~42%**



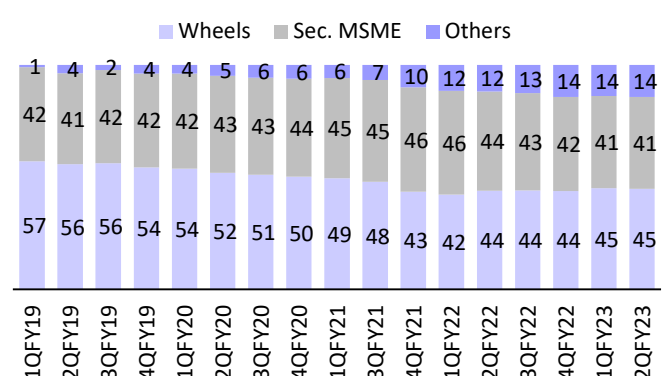
Source: Company, MOFSL

**Exhibit 6: Retail mix dominates with share of ~81%**



Source: Company, MOFSL

**Exhibit 7: Vehicles and MSME form ~86% of retail loans**



Source: Company, MOFSL

**Exhibit 8: DuPont Analysis | Expect return ratios to increase gradually**

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Interest Income	12.35	11.46	11.46	10.56	9.81	10.24	10.73
Interest Expense	5.78	6.24	6.36	5.51	4.45	4.65	5.18
<b>Net Interest Income</b>	<b>6.57</b>	<b>5.22</b>	<b>5.11</b>	<b>5.05</b>	<b>5.36</b>	<b>5.59</b>	<b>5.56</b>
Core Fee Income	2.45	1.71	1.43	1.21	1.41	1.19	1.15
<b>Non-Interest income</b>	<b>2.71</b>	<b>1.80</b>	<b>1.89</b>	<b>3.03</b>	<b>1.65</b>	<b>1.33</b>	<b>1.37</b>
<b>Total Income</b>	<b>9.29</b>	<b>7.01</b>	<b>7.00</b>	<b>8.08</b>	<b>7.01</b>	<b>6.92</b>	<b>6.93</b>
<b>Operating Expenses</b>	<b>5.26</b>	<b>4.21</b>	<b>3.79</b>	<b>3.54</b>	<b>4.00</b>	<b>4.22</b>	<b>4.17</b>
Employee cost	2.97	2.34	2.03	2.09	2.29	2.37	2.35
Others	2.29	1.87	1.76	1.45	1.71	1.85	1.83
<b>Operating Profits</b>	<b>4.03</b>	<b>2.81</b>	<b>3.20</b>	<b>4.54</b>	<b>3.01</b>	<b>2.70</b>	<b>2.75</b>
<b>Core operating Profits</b>	<b>3.76</b>	<b>2.72</b>	<b>2.74</b>	<b>2.72</b>	<b>2.77</b>	<b>2.56</b>	<b>2.54</b>
<b>Provisions</b>	<b>0.93</b>	<b>0.55</b>	<b>0.76</b>	<b>1.43</b>	<b>0.60</b>	<b>0.30</b>	<b>0.39</b>
NPA	0.39	0.29	0.17	1.36	0.19	0.25	0.34
Others	0.53	0.26	0.58	0.07	0.40	0.05	0.05
<b>PBT</b>	<b>3.10</b>	<b>2.25</b>	<b>2.44</b>	<b>3.11</b>	<b>2.41</b>	<b>2.40</b>	<b>2.36</b>
Tax	1.06	0.77	0.64	0.61	0.54	0.60	0.60
<b>RoA</b>	<b>2.04</b>	<b>1.48</b>	<b>1.81</b>	<b>2.50</b>	<b>1.87</b>	<b>1.80</b>	<b>1.77</b>
Leverage (x)	6.7	9.5	10.0	8.9	8.8	8.6	8.4
<b>RoE</b>	<b>13.7</b>	<b>14.0</b>	<b>18.0</b>	<b>22.3</b>	<b>16.6</b>	<b>15.4</b>	<b>14.9</b>

Source: MOFSL, Company



## Financials and valuations

Income Statement							(INR m)
Y/E MARCH	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Interest Income	17,672	29,488	42,859	49,501	59,217	80,414	106,450
Interest Expense	8,267	16,064	23,769	25,846	26,876	36,491	51,320
<b>Net Interest income</b>	<b>9,405</b>	<b>13,425</b>	<b>19,089</b>	<b>23,654</b>	<b>32,341</b>	<b>43,923</b>	<b>55,130</b>
Growth (%)	20.0	42.7	42.2	23.9	36.7	35.8	25.5
Other Income	3,881	4,620	7,061	14,209	9,937	10,434	13,564
<b>Total Income</b>	<b>13,285</b>	<b>18,045</b>	<b>26,150</b>	<b>37,864</b>	<b>42,278</b>	<b>54,356</b>	<b>68,694</b>
Growth (%)	-16.6	35.8	44.9	44.8	11.7	28.6	26.4
<b>Operating Expenses</b>	<b>7,526</b>	<b>10,826</b>	<b>14,179</b>	<b>16,584</b>	<b>24,128</b>	<b>33,154</b>	<b>41,374</b>
Growth (%)	113.3	43.8	31.0	17.0	45.5	37.4	24.8
<b>Operating Profits</b>	<b>5,759</b>	<b>7,219</b>	<b>11,972</b>	<b>21,279</b>	<b>18,150</b>	<b>21,203</b>	<b>27,320</b>
Growth (%)	-53.6	25.3	65.8	77.7	-14.7	16.8	28.8
<b>Core Operating Profits</b>	<b>5,377</b>	<b>6,998</b>	<b>10,246</b>	<b>12,737</b>	<b>16,721</b>	<b>20,079</b>	<b>25,163</b>
Growth (%)	-4.8	30.1	46.4	24.3	31.3	20.1	25.3
Total Provisions	1,326	1,418	2,832	6,694	3,610	2,350	3,880
<b>PBT</b>	<b>4,433</b>	<b>5,801</b>	<b>9,140</b>	<b>14,585</b>	<b>14,541</b>	<b>18,853</b>	<b>23,440</b>
Tax	1,513	1,984	2,392	2,878	3,242	4,751	5,907
Tax Rate (%)	34.1	34.2	26.2	19.7	22.3	25.2	25.2
<b>PAT</b>	<b>2,920</b>	<b>3,818</b>	<b>6,748</b>	<b>11,707</b>	<b>11,298</b>	<b>14,102</b>	<b>17,533</b>
Growth (%)	-64.5	30.7	76.8	73.5	-3.5	24.8	24.3
<b>Adj. PAT</b>	<b>2,920</b>	<b>3,818</b>	<b>5,962</b>	<b>6,002</b>	<b>11,298</b>	<b>14,102</b>	<b>17,533</b>
Growth (%)	-12.4	30.7	56.2	0.7	88.2	24.8	24.3
<b>Balance Sheet</b>							
Y/E MARCH	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Equity Share Capital	5,714	5,847	6,082	6,244	6,298	6,643	6,643
Reserves & Surplus	17,098	25,782	37,164	55,477	68,429	102,186	119,719
<b>Equity Networkh</b>	<b>22,812</b>	<b>31,629</b>	<b>43,247</b>	<b>61,721</b>	<b>74,727</b>	<b>108,829</b>	<b>126,362</b>
<b>Deposits</b>	<b>79,233</b>	<b>194,224</b>	<b>261,639</b>	<b>359,793</b>	<b>525,846</b>	<b>667,825</b>	<b>854,816</b>
Growth (%)	NA	145%	35%	38%	46%	27.0%	28.0%
Borrowings	76,389	86,134	103,353	70,297	59,908	69,313	81,790
Other liabilities	9,894	14,241	12,670	23,071	29,884	33,769	39,847
<b>Total Liabilities</b>	<b>188,328</b>	<b>326,228</b>	<b>421,431</b>	<b>515,913</b>	<b>690,778</b>	<b>880,149</b>	<b>1,103,228</b>
Current Assets	17,612	17,402	33,697	47,813	59,285	63,830	66,478
<b>Investments</b>	<b>30,506</b>	<b>71,617</b>	<b>106,682</b>	<b>108,154</b>	<b>153,065</b>	<b>198,985</b>	<b>254,700</b>
Growth (%)	41.9	134.8	49.0	1.4	41.5	30.0	28.0
<b>Loans</b>	<b>133,121</b>	<b>228,187</b>	<b>269,924</b>	<b>346,089</b>	<b>460,953</b>	<b>593,789</b>	<b>759,367</b>
Growth (%)	103.2	71.4	18.3	28.2	33.2	28.8	27.9
Net Fixed Assets	3,861	4,470	4,480	4,824	6,226	7,160	8,234
Other assets	3,227	4,552	6,648	9,033	11,250	16,386	14,449
<b>Total Assets</b>	<b>188,328</b>	<b>326,228</b>	<b>421,431</b>	<b>515,913</b>	<b>690,778</b>	<b>880,149</b>	<b>1,103,228</b>
<b>Asset Quality</b>							
Y/E MARCH	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
GNPA (INR m)	2,697	4,701	4,578	15,028	9,244	10,825	14,276
NNPA (INR m)	1,693	2,945	2,173	7,555	2,308	3,104	4,283
GNPA Ratio	2.0	2.1	1.7	4.3	2.0	1.8	1.9
NNPA Ratio	1.3	1.3	0.8	2.2	0.5	0.5	0.6
Slippage Ratio	2.1	2.5	2.5	4.2	3.6	2.0	2.0
Credit Cost	1.0	0.6	1.0	2.0	0.7	0.4	0.5
PCR (Exc. Tech. write off)	37.2	37.4	52.5	49.7	75.0	71.3	70.0

## Financials and valuations

### Ratios

Y/E MARCH	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
<b>Yield and Cost Ratios (%)</b>							
<b>Avg. Yield - on IEA</b>	<b>13.1</b>	<b>12.1</b>	<b>12.1</b>	<b>11.2</b>	<b>10.4</b>	10.9	11.3
Avg. Yield on loans	9.4	11.7	12.4	11.5	11.4	12.0	12.4
Avg. Cost of funds	7.3	7.4	7.4	6.5	5.3	5.5	6.1
<b>NIM (On total assets)</b>	<b>6.6</b>	<b>5.2</b>	<b>5.1</b>	<b>5.0</b>	<b>5.4</b>	5.6	5.6
<b>NIM (On IEA)</b>	<b>7.0</b>	<b>5.5</b>	<b>5.4</b>	<b>5.3</b>	<b>5.7</b>	<b>5.9</b>	<b>5.9</b>

### Capitalization Ratios (%)

CAR	19.3	19.3	22.0	23.4	21.0	23.7	21.2
Tier I	18.4	16.0	18.4	21.5	19.7	22.8	20.6
Tier II	0.9	3.4	3.6	1.8	1.3	0.9	0.6

### Business and Efficiency Ratios (%)

Loan/Deposit Ratio	168.0	117.5	103.2	96.2	87.7	88.9	88.8
CASA Ratio	26.9	18.5	14.5	23.0	37.3	34.3	35.4
Cost/Assets	5.3	4.2	3.8	3.5	4.0	4.2	4.2
Cost/Total Income	56.7	60.0	54.2	43.8	57.1	61.0	60.2
Cost/Core Income	58.3	60.7	58.1	56.6	59.1	62.3	62.2
Int. Expense/Int. Income	46.8	54.5	55.5	52.2	45.4	45.4	48.2
Fee Income/Total Income	26.3	24.4	20.4	15.0	20.1	17.1	16.6
Non Int. Income/Total Income	29.2	25.6	27.0	37.5	23.5	19.2	19.7
Investment/Deposit Ratio	38.5	36.9	40.8	30.1	29.1	29.8	29.8
Emp. Cost/Total Expense	56.5	55.5	53.6	59.1	57.2	56.1	56.2

### Profitability and Valuations

	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
RoE	13.7	14.0	18.0	22.3	16.6	15.4	14.9
RoA	2.0	1.5	1.8	2.5	1.9	1.8	1.8
RoRWA	2.5	2.0	3.0	4.2	3.1	3.0	2.9
Book Value (INR)	39.9	54.1	71.1	98.8	118.7	163.8	190.2
Growth (%)	14.2	35.5	31.4	39.0	20.0	38.1	16.1
<b>Price-BV (x)</b>	<b>15.7</b>	<b>11.6</b>	<b>8.8</b>	<b>6.3</b>	<b>5.3</b>	<b>3.8</b>	<b>3.3</b>
Adjusted BV (INR)	38.2	51.3	69.5	92.0	116.7	161.2	186.3
Growth (%)	12.0	34.5	35.4	32.5	26.9	38.1	15.6
<b>Price-ABV (x)</b>	<b>16.4</b>	<b>12.2</b>	<b>9.0</b>	<b>6.8</b>	<b>5.4</b>	<b>3.9</b>	<b>3.4</b>
EPS (INR)	5.1	6.6	11.3	19.0	18.0	21.8	26.4
Growth (%)	-79.5	28.9	71.3	67.9	-5.1	21.0	21.1
<b>Price-Earnings (x)</b>	<b>122.3</b>	<b>94.9</b>	<b>55.4</b>	<b>33.0</b>	<b>34.8</b>	<b>28.7</b>	<b>23.7</b>

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

\*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

#### Disclosures

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on [www.motilaloswal.com](http://www.motilaloswal.com). MOFSL (erstwhile Motilal Oswal Securities Limited - 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), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf>

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>

A graph of daily closing prices of securities is available at [www.nseindia.com](http://www.nseindia.com), [www.bseindia.com](http://www.bseindia.com). Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

#### Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

#### For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

#### For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

#### For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets Singapore Pte Ltd ("MOCMSPL") (Co. Reg. NO. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore. As per the approved agreement under Paragraph 9 of Third Schedule of Securities and Futures Act (CAP 289) and Paragraph 11 of First Schedule of Financial Advisors Act (CAP 110) provided to MOCMSPL by Monetary Authority of Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Accordingly, if a Singapore person is not or ceases to be such an institutional investor, such Singapore Person must immediately discontinue any use of this Report and inform MOCMSPL.

#### Specific Disclosures

- 1 MOFSL, Research Analyst and/or his relatives does not have financial interest in the subject company, as they do not have equity holdings in the subject company.
- 2 MOFSL, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company
- 3 MOFSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months
- 4 MOFSL, Research Analyst and/or his relatives do not have material conflict of interest in the subject company at the time of publication of research report
- 5 Research Analyst has not served as director/officer/employee in the subject company
- 6 MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- 7 MOFSL has not received compensation for investment banking/ merchant banking/brokerage services from the subject company in the past 12 months
- 8 MOFSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months
- 9 MOFSL has not received any compensation or other benefits from third party in connection with the research report
- 10 MOFSL has not engaged in market making activity for the subject company

The associates of MOFSL may have:

- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
- received compensation/other benefits from the subject company in the past 12 months
- any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however, the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
- Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

#### **Analyst Certification**

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

#### **Terms & Conditions:**

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

#### **Disclaimer:**

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022-3980 4263; [www.motilaloswal.com](http://www.motilaloswal.com). Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: [na@motilaloswal.com](mailto:na@motilaloswal.com), Contact No.:022-71881085.

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL: IN-DP-16-2015; NSDL: IN-DP-NSDL-152-2000; Research Analyst: INH000000412. AMFI: ARN.: 146822. IRDA Corporate Agent – CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products. Customer having any query/feedback/ clarification may write to [query@motilaloswal.com](mailto:query@motilaloswal.com). In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to [grievances@motilaloswal.com](mailto:grievances@motilaloswal.com), for DP to [dp\\_grievances@motilaloswal.com](mailto:dp_grievances@motilaloswal.com).