

Mahindra & Mahindra Financial

Estimate change



TP change

Rating change

CMP: INR220

TP: INR260 (+18%)

Buy

Strong business momentum aids market share gain

Bloomberg	MMFS IN
Equity Shares (m)	615
M.Cap.(INRb)/(USD\$)	271.7 / 3.3
52-Week Range (INR)	235 / 128
1, 6, 12 Rel. Per (%)	15/14/11
12M Avg Val (INR M)	947

Financials & valuations (INR b)

Y/E March	FY22	FY23E	FY24E
NII	55.4	60.8	73.9
PPP	37.3	36.9	46.5
PAT	9.9	15.1	19.1
EPS (INR)	8.0	12.3	15.5
EPS Gr. (%)	195	53	26
BV/Sh.(INR)	123	131	141

Ratios

NIM (%)	8.6	8.1	7.9
C/I ratio (%)	35.6	42.3	40.0
RoA (%)	1.3	1.8	1.9
RoE (%)	6.6	9.7	11.4
Payout (%)	44.9	34.0	35.0

Valuations

P/E (x)	27.4	17.9	14.2
P/BV (x)	1.8	1.7	1.6
Div. Yield (%)	1.6	1.9	2.5

Shareholding pattern (%)

As On	Sep-22	Jun-22	Sep-21
Promoter	52.2	52.2	52.2
DII	22.1	18.0	15.8
FII	17.1	17.8	19.3
Others	8.6	12.1	12.8

FII Includes depository receipts

- Mahindra & Mahindra Financial (MMFS) reported a 2QFY23 Core PAT of INR5b (5% beat), which declined 51% YoY. Reported PAT (including extraordinary loss of INR5.5b) declined 56% YoY, but grew ~101% QoQ to ~INR4.5b in 2QFY23. This was led by a ~70bp QoQ compression in NIM and elevated opex with CIR at ~44% (PQ: 40%).
- Net total income (reported NII) grew 2% YoY to INR15.4b (6% miss). Operating profit fell 15% YoY to INR8.6b (13% miss). Credit costs plunged ~70% QoQ to ~INR2b (annualized 1.1%) during the quarter.
- In the context of the RBI ban on deploying third-party agencies for repossession activities, the management has been engaging with the RBI and sounded reasonably confident that the ban could get revoked by 4QFY23. Further, MMFS employs third-party agencies only for repossessions and a ban would not impact collections. Besides, onboarding ~6K off-roll employees (who were predominantly in collections) on its own payroll will mitigate some of the negative impacts from this ban.
- MMFS is benefitting from the strong sectoral tailwinds and its parent Mahindra & Mahindra (M&M)'s strong recovery in auto volumes. This is reflecting in strong disbursement growth and we expect this momentum to sustain in 2HFY23. In the context of healthy asset quality improvement and the company's guidance of no incremental credit costs in FY23E due to the IRACP implementation, we now estimate credit costs of 2.2% each in FY23/FY24 (earlier: 2.8%/2.5%). This, however, will be offset by the NIM compression of ~50bp that we now model in FY23E.
- We model an AUM/PAT CAGR of 24%/39% over FY22-FY24E for an FY24 RoA/RoE of 1.9%/11.4%, respectively. **Maintain BUY with a TP of INR260 (based on 1.8x FY24E BVPS).**

Strong disbursements underpin healthy 9% QoQ AUM growth

- MMFS' business assets increased 9% QoQ/16% YoY to ~INR738b, aided by strong disbursements that surged 83% YoY to INR118b in 2QFY23. Disbursements jumped 106% YoY to ~INR213b in 1HFY23 (PY: ~INR103b).
- The share of SME and other loans rose to 13% of AUM v/s 9% in 1QFY23. Auto and Utility vehicles/Used vehicles grew 16%/42% YoY, while Tractors/CV and CE fell 4%/8% YoY, respectively, in 2QFY23.
- The run-off rate significantly fell to 34% in 2QFY23 (PQ: 41% and PY: 40%).

Asset quality improves but impact of RBI ban will be crucial in 2HFY23E

- MMFS' GS3/NS3 declined ~130bp/60bp QoQ to ~6.7%/2.9%, aided by focused collection initiatives, timely settlements, and macro tailwinds. The company maintained a stable S3 PCR of ~58% during the quarter.
- Stage 2 fell ~2pp QoQ, which led to an improvement of ~330bp in 30+dpd.
- In Oct'22, GNPA (IRACP) was higher by ~INR9b v/s GS3 (Ind AS). The management is reasonably confident that the company will not be required to make any ECL provisions because of the implementation of the RBI NPA circular and IRACP during the course of FY23.

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- Write-offs of INR5.4b were offset by ECL provision write-backs of ~INR3.5b, leading to lower credit costs of ~INR2b (annualized 1.1%).

Taking margin compression in its stride to gain market share

- Yield in 2QFY23 moderated ~60bp to ~15% while CoF increased ~30bp to 6.8% driving compression in spreads by ~90bp to 8.4%.
- Management shared that margin compression was fallout of the strategic decision to improve the customer mix and bring stability to asset quality by financing slightly affluent customers at lower yields. Further impact on margin was also led by: a) higher proportion of utility vehicles, CV and SME in the disbursement mix and b) higher liquidity buffer leading to a negative carry. Margin might drop further to 7.25% (v/s 7.5% in current quarter).
- The company increased lending rates by ~50bp on select auto products and further plans to selectively increase the rates on other products which will bring yield benefits on a lagged basis. Further, it expects the yields to expand driven by improving share of used vehicles/tractors in AUM mix.

Strong disbursement growth in Oct'22; CE at levels similar to Oct'21

- Total disbursements grew 97% YoY to ~INR52.5b in Oct'22.
- Gross Stage 3 (GS3) deteriorated ~30bp MoM to 7% in Oct'22, potentially led by a MoM decline in collection efficiency (CE). The latter stood at 91% in Oct'22, similar to Oct'21 levels. The MoM decline was primarily attributable to the festive season.

Key takeaways from the management commentary

- Current term of Mr. Ramesh Iyer, MD & CEO, ends in Apr'24. There will be a proper succession planning and someone will be appointed well in advance before the term of Mr. Iyer gets over.
- Management continued to guide that it will bring down cost to average AUM ratio of 2.5% over the next three years. Operating cost ratios will moderate over the next few quarters.

Poised for growth; a strategic transformation on the cards – retain BUY

- The company has maintained its leadership position in the Tractor and Mahindra UV financing segments, which has always been its strength.
- While understandably, MMFS has exhibited volatile operating performance and weak asset quality in the past, we believe that the various strategic initiatives undertaken by the management, if executed correctly, have the potential to script a credible transformation.
- Strong liability franchise and deep moats in rural/semi-urban customer segment position MMFS well to reap rewards of the hard work that is going into evolving this franchise. For an FY24E RoA/RoE of 1.9%/11.4%, we retain our **BUY** rating with a TP of INR260 (based on 1.8x FY24E BVPS).

Quarterly Performance

(INR m)

Y/E March	FY22				FY23				FY22	FY23E	2QFY23E	v/s est
	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23E	4QFY23E				
Operating Income	21,760	25,079	25,317	24,424	24,863	25,858	28,063	30,275	96,580	1,09,060	26,314	-2
Other Income	111	145	114	239	122	235	170	203	609	731	175	34
Total income	21,871	25,224	25,430	24,664	24,986	26,093	28,233	30,479	97,189	1,09,791	26,489	-1
YoY Growth (%)	-17.6	-4.8	-1.2	-6.5	14.2	3.4	11.0	23.6	-7.6	13.0	5.0	
Interest Expenses	10,179	10,151	9,514	9,514	9,320	10,688	12,078	13,702	39,359	45,788	10,065	6
Net Income	11,691	15,073	15,916	15,150	15,666	15,405	16,156	16,777	57,830	64,003	16,424	-6
YoY Growth (%)	-15.9	5.6	12.4	-2.2	34.0	2.2	1.5	10.7	-0.1	10.7	9.0	
Operating Expenses	4,203	4,910	5,294	6,170	6,208	6,768	6,882	7,225	20,577	27,083	6,481	4
Operating Profit	7,488	10,163	10,623	8,979	9,458	8,637	9,274	9,552	37,253	36,920	9,943	-13
YoY Growth (%)	-28.3	-1.4	6.4	-15.1	26.3	-15.0	-12.7	6.4	-10.4	-0.9	-2.2	
Provisions	28,186	-3,668	-1,474	639	6,453	1,985	4,351	3,618	23,683	16,406	3,476	-43
Profit before Tax	-20,698	13,831	12,096	8,341	3,005	6,652	4,923	5,934	13,570	20,514	6,467	3
Tax Provisions	-5,411	3,602	3,158	2,333	776	1,624	1,280	1,695	3,682	5,375	1,681	-3
Net Profit	-15,288	10,229	8,939	6,008	2,229	4,483	3,643	4,238	9,888	14,594	4,785	-6
YoY Growth (%)	-1,121.3	237.0	-426.1	300.6	-114.6	-56.2	-59.2	-29.5	195.0	47.6	-53.2	
Key Operating Parameters (%)												
Yield on loans (Cal)	14.7	17.3	17.2	16.1	15.8	15.2	15.2	15.2	15.7	15.1		
Cost of funds (Cal)	7.1	7.3	6.7	6.7	6.5	6.8	6.9	7.3	6.9	7.1		
Spreads (Cal)	7.6	10.0	10.5	9.4	9.3	8.4	8.3	8.0	8.9	8.0		
Credit Cost (Cal)	17.6	-2.3	-0.9	0.4	3.9	1.1	2.3	1.8	3.7	2.2		
Cost to Income Ratio	36.0	32.6	33.3	40.7	39.6	43.9	42.6	43.1	35.6	42.3		
Tax Rate	26.1	26.0	26.1	28.0	25.8	24.4	26.0	28.6	27.1	26.2		
Balance Sheet Parameters												
Loans (INR B)	564	572	583	604	631	696	750	807	604	812		
Change YoY (%)	-11.6	-11.2	-6.2	0.8	11.9	21.6	28.7	33.4	0.8	34.4		
Borrowings (INR B)	556	559	571	558	591	673	726	781	558	732		
Change YoY (%)	-12.3	-7.4	-3.6	-4.7	6.3	20.4	27.3	39.9	-4.7	31.1		
Loans/Borrowings (%)	101.5	102.3	102.1	108.3	106.8	103.3	103.3	103.3	108.3	111		
Debt/Equity (x)	4.2	3.9	3.8	3.6	3.8	4.3			3.7	4.5		
Asset Quality Parameters (%)												
GS 3 (INR B)	98.3	80.7	72.2	49.8	54.4	49.4			49.8	53.1		
Gross Stage 3 (% on Assets)	15.5	12.7	11.3	7.7	8.0	6.7			6.2	6.1		
NS 3 (INR B)	45.5	37.9	33.8	20.9	22.8	20.7			20.9	22.8		
Net Stage 3 (% on Assets)	7.8	6.4	0.8	3.4	3.5	2.9			3.5	2.8		
PCR (%)	53.7	53.0	53.2	58.1	58.1	58.2			58.1	57.0		
ECL (%)	11.3	10.1	8.9	6.9	6.8	5.7			7.5	6.2		
Return Ratios (%)												
ROAA	-8.2	5.6	4.8	3.2	1.2	2.2			1.3	1.8		
ROAE	-43.8	29.9	24.5	15.7	5.7	11.4			6.6	9.7		

E: MOFSL estimates



Highlights from the management commentary

Business outlook

- MMFS is gaining market share in Utility vehicle, Tractors and Car segments
- For rural, the second half of the fiscal year has historically been good and that trend is unlikely to change this year.
- 2HFY23 should hold up better with the monsoons ending decently well, crop support prices announced by the government and opening up of the infra activities.
- The company has started pushing up its lending rates that will bring yield benefits on a lagged basis. MMFS has taken a ~50bp rate increase selectively on a few auto products.

- Demand for pre-owned vehicles (PoV) is high but availability is low. As the supply in PoV improves and the proportion of POV in the AUM mix improves, the yields will improve.

Update on the RBI ban on deploying third-party agencies for repossession activities

- Agencies that it uses are not exclusive agencies and are deployed by other players in the industry. MMFS has gone back to the RBI and has given its feedback on its internal Board discussions. It has revisited and provided an update to the RBI if there were any minor gaps that were identified.
- There were no major gaps in terms of what it was required to do and what was being practiced. The RBI might want to take its time to understand and decide on when to revoke this ban.
- The company guided that the RBI might not revoke the ban in 3QFY23 but sounded reasonably confident that this ban might get revoked by 4QFY23.

Succession planning

- Current term of Mr. Ramesh Iyer, MD & CEO ends in Apr'24. NRC will engage with the Chairman and the M&M Group to identify a successor. It is unlikely that Mr. Iyer will offer himself for re-appointment (perhaps because he is retiring). There will be a proper succession planning and someone will be appointed well in advance before the term of Mr. Iyer gets over.

NIM compression

- NIM might decline to 7.25% (v/s 7.5% now)
- NIM compression was a conscious decision of the company. This can be explained by the below four reasons:
- MMFS has started financing certain affluent customers who come with a little lower yields and lower margins but bring more stability to the asset quality.
- Change in the product mix: Whenever higher disbursements are driven by Cars, CV and SME segments, there will be lower yields but the delinquencies are also lower.
- Third reason from the NIM pressure would come from the higher borrowing costs. Rates will be passed on with a lag. MMFS has delayed increasing the rates during the festive season when it is a good time to acquire good customers.
- Fourth reason is that the company has resorted back to holding four months chest of liquidity. Management believes that this position is likely to continue until Mar'23 or until it sees easing of the liquidity position. Higher liquidity has a negative carry of 25-30bp.

Asset Quality

- CE in Stage 2 and Stage 3 is higher than CE in Stage 1. This could lead to lower overall CE but arrests movements in higher buckets.
- The way, in which MMFS is managing collections today, it is consciously not allowing movements to higher buckets but allowing it to keep a tight leash on movement of customers from the lower buckets into NPA.
- THE company uses third-party only for repossessions and NOT for collections. Ban on usage of third-party, therefore, has no impact on the collections.

- In light of the ban on repossession activities, it has started with some settlement schemes for the customers where it would have other repossessed customer vehicles.
- GS3 of 5-6% and NS3 of 2.0-2.5% will be an ideal number for MMFS.
- The company will not be required to make any ECL provisions because of the implementation of the RBI NPA circular and IRACP during the course of FY23.

Opex

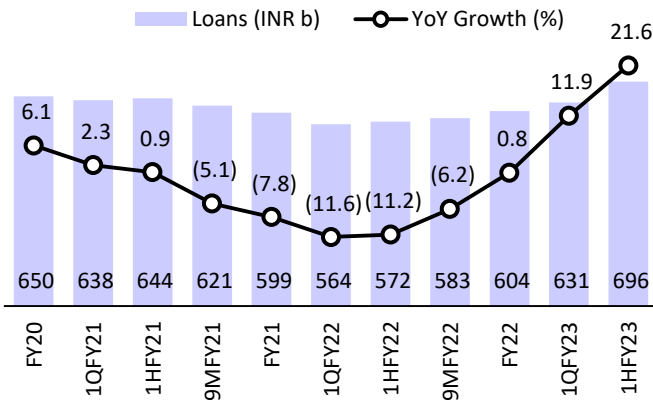
- Opex was at elevated levels. Reasons were :
- Increments to employees were muted during the last two years. Now it has introduced variable components and also increased the fixed components.
- Investments in technology and data: All the partnerships and relationships with OEMs call for good investments on the digital and data front. All these will yield substantial rewards going ahead.
- The company is still evaluating various cost items which can be rationalized.
- Management continued to guide that it will bring down cost to average AUM ratio of 2.5% over the next three years. Operating cost ratios will moderate over the next few quarters.

SME

- Strong growth in SME is coming at a very low base. SME will be in Auto, Engineering and Agriculture segments. Other segments of lending will be to smaller NBFCs who are in similar areas of lending in Vehicle finance. MMFS has re-engaged with them.
- MMFS provides trade advance (TA) to the dealer for retail sales and inventory funding. It is classified under the SME segment and not in the respective vehicle product segments. Barring trade advance (TA), nothing in SME is disbursed to the vehicle customers.
- Under SME, all loans are secured by the underlying working capital or fixed assets which are financed by the funds provided by the company.

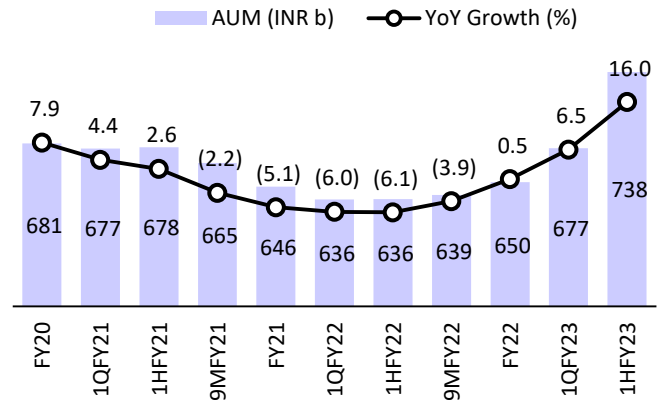
Key exhibits

Exhibit 1: On-book loans grew ~22% YoY



Source: MOFSL, Company

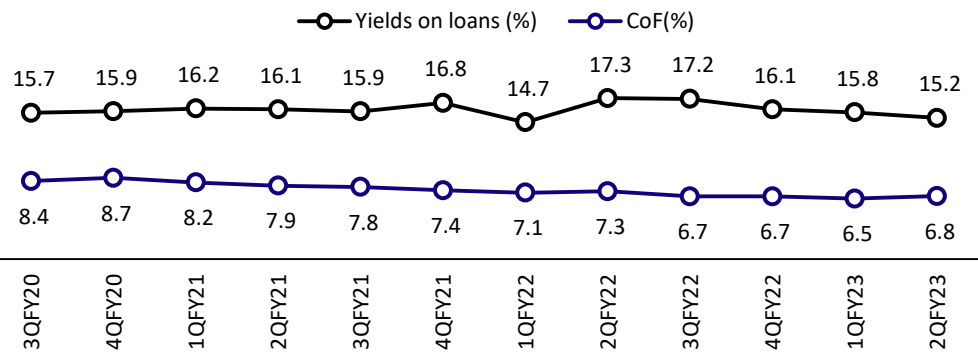
Exhibit 2: Business assets grew ~9% sequentially



Source: MOFSL, Company

Exhibit 3: Spreads declined ~90bp sequentially

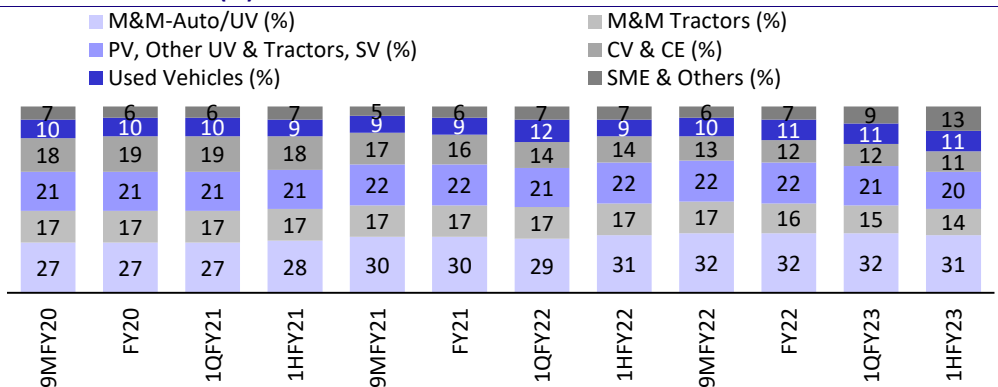
Yields declined ~60bp QoQ



Source: MOFSL, Company

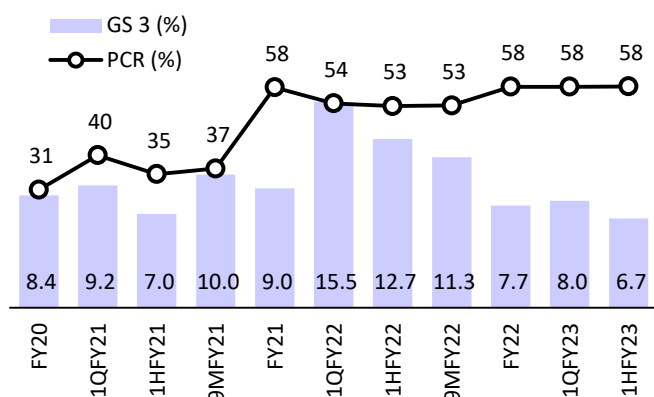
Exhibit 4: AUM mix (%)

Share of SME up 400bp QoQ to 13%



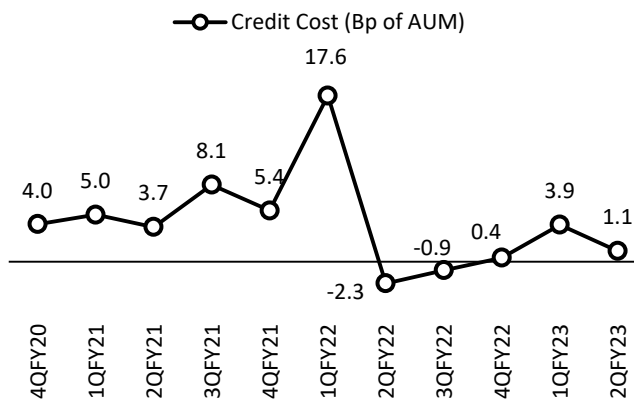
Source: MOFSL, Company

Exhibit 5: GS3 improved to 6.7%, PCR stable at ~58%



Source: MOFSL, Company, GS 3% on total assets

Exhibit 6: Credit costs moderated (%)



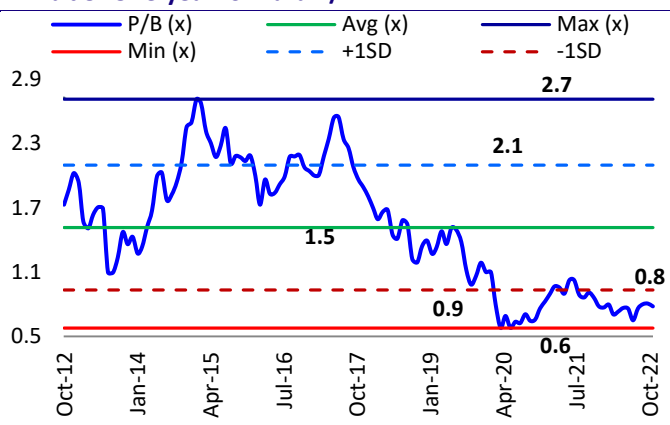
Source: MOFSL, Company

Exhibit 7: We raise our FY23/24 EPS estimates by 1.5%/2.6% driven by lower credit costs

INR B	Old Est		New Est		% Change	
	FY23	FY24	FY23	FY24	FY23	FY24
NII (incl. Sec. Inc)	66.2	76.6	63.3	76.6	-4.5	0.0
Other Income	0.7	0.9	0.7	0.9	0.0	0.0
Total Income	67.0	77.4	64.0	77.5	-4.4	0.0
Operating Expenses	26.4	30.2	27.1	31.0	2.7	2.4
Operating Profits	40.6	47.2	36.9	46.5	-9.1	-1.5
Provisions	20.4	22.0	16.4	20.6	-19.5	-6.2
PBT	20.2	25.3	20.5	25.9	1.5	2.6
Tax	5.3	6.6	5.4	6.8	1.5	2.6
PAT	14.9	18.6	15.1	19.1	1.5	2.6
Loans	772	889	812	956	5.2	7.5
Borrowings	696	794	732	854	5.2	7.5
Margins	8.7	8.4	8.1	7.9		
Credit Cost	2.8	2.5	2.2	2.2		
RoA on AUM	1.8	1.9	1.8	1.9		
RoE	9.5	11.1	9.7	11.4		

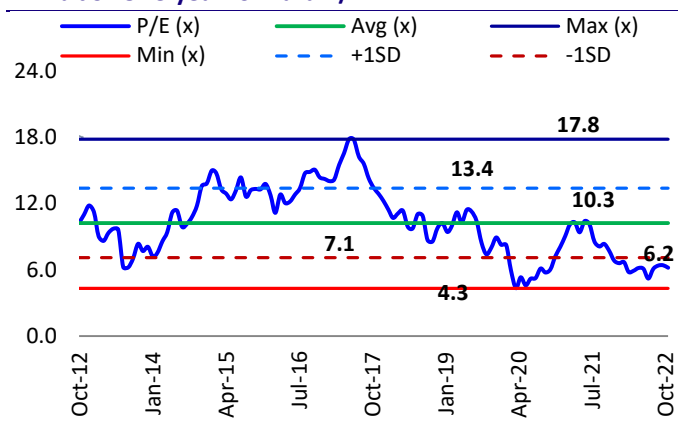
Source: MOFSL, Company

Exhibit 8: One-year forward P/B



Source: MOFSL, Company

Exhibit 9: One-year forward P/E



Source: MOFSL, Company

Financials and valuations

Income Statement									INR m
Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Interest Income	56,163	60,127	65,842	86,146	99,417	1,02,670	94,756	1,06,599	1,35,701
Interest Expended	26,393	28,574	30,816	39,446	48,287	47,332	39,359	45,788	61,822
Net Interest Income	29,770	31,553	35,025	46,700	51,130	55,338	55,398	60,811	73,879
Change (%)	7.8	6.0	11.0	33.3	9.5	8.2	0.1	9.8	21.5
Other Operating Income	2,368	1,612	493	1,084	1,561	1,283	1,824	2,462	2,708
Other Income	519	636	517	869	1,473	1,277	609	731	877
Net Income	32,658	33,801	36,036	48,653	54,164	57,897	57,830	64,003	77,464
Change (%)	5.8	3.5	6.6	35.0	11.3	6.9	-0.1	10.7	21.0
Operating Expenses	11,781	14,509	14,336	18,476	20,182	16,325	20,577	27,083	30,953
Operating Profits	20,877	19,292	21,700	30,177	33,982	41,573	37,253	36,920	46,511
Change (%)	0.3	-7.6	12.5	39.1	12.6	22.3	-10.4	-0.9	26.0
Provisions	10,495	13,091	5,681	6,352	20,545	37,348	23,683	16,406	20,602
PBT	10,382	6,201	16,019	23,824	13,438	4,224	13,570	20,514	25,909
Tax	3,656	2,198	5,907	8,254	4,374	873	3,682	5,375	6,788
Tax Rate (%)	35.2	35.5	36.9	34.6	32.5	20.7	27.1	26.2	26.2
PAT	6,726	4,002	10,111	15,571	9,064	3,352	9,888	15,139	19,121
Change (%)	-19.1	-40.5	152.6	54.0	-41.8	-63.0	195.0	53.1	26.3
Proposed Dividend (Incl Tax)	2,713	1,610	2,938	4,779	0	986	4,439	5,147	6,692

Balance Sheet									INR m
Y/E March	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Equity Share Capital	1,129	1,130	1,229	1,230	1,231	2,464	2,466	2,466	2,466
Reserves & Surplus (Ex OCI)	59,752	64,994	92,052	1,03,072	1,12,408	1,43,666	1,49,376	1,59,368	1,71,796
Net Worth	60,881	66,124	93,281	1,04,221	1,13,558	1,46,049	1,51,761	1,61,834	1,74,262
Other Comprehensive Income		0	0	81	81	81	81	81	81
Net Worth	60,881	66,124	93,281	1,04,302	1,13,639	1,46,130	1,51,842	1,61,915	1,74,343
Change (%)	7.4	8.6	41.1	11.8	9.0	28.6	3.9	6.6	7.7
Borrowings	2,94,523	3,52,656	4,00,932	5,28,469	5,94,623	5,85,767	5,58,139	7,31,663	8,53,524
Change (%)	12.1	19.7	13.7	31.8	12.5	-1.5	-4.7	31.1	16.7
Other liabilities	40,391	24,404	33,715	38,009	32,451	38,469	42,906	47,197	51,916
Total Liabilities	3,95,795	4,43,185	5,27,927	6,70,780	7,40,712	7,70,365	7,52,887	9,40,694	10,79,703
Investments	15,351	19,843	27,341	37,917	59,110	1,16,073	84,403	92,843	1,02,127
Change (%)	41.4	29.3	37.8	38.7	55.9	96.4	-27.3	10.0	10.0
Loans and Advances	3,62,189	4,06,000	4,85,470	6,12,496	6,49,935	5,99,474	6,04,446	8,12,146	9,55,947
Change (%)	11.7	12.1	19.6	26.2	6.1	-7.8	0.8	34.4	17.7
Other assets	18,255	17,342	15,116	20,367	31,668	54,818	64,038	35,705	21,628
Total Assets	3,95,795	4,43,185	5,27,927	6,70,780	7,40,712	7,70,365	7,52,887	9,40,694	10,79,703

E: MOFSL Estimates

Financials and valuations

Ratios	(%)								
Y/E March	2016	2017	2018	FY19	FY20	FY21	FY22	FY23E	FY24E
Spreads Analysis (%)									
Yield on Portfolio	16.4	15.7	14.8	15.7	15.8	16.4	15.7	15.1	15.4
Cost of Borrowings	9.5	8.8	8.2	8.5	8.6	8.0	6.9	7.1	8.0
Interest Spread	6.9	6.8	6.6	7.2	7.2	8.4	8.9	8.0	7.4
Net Interest Margin	8.3	7.7	7.3	8.1	7.8	8.3	8.6	8.1	7.9
Profitability Ratios (%)									
Cost/Income	36.1	42.9	39.8	38.0	37.3	28.2	35.6	42.3	40.0
Empl. Cost/Op. Exps.	47.4	46.9	58.1	59.0	56.9	62.2	56.9	55.4	55.7
RoE	11.4	6.3	12.7	15.8	8.3	2.6	6.6	9.7	11.4
RoA	1.8	1.0	2.1	2.6	1.3	0.4	1.3	1.8	1.9
Asset Quality (%)									
GNPA	32,242	35,341	50,270	40,706	57,467	57,857	49,760	53,121	61,082
NNPA	12,351	7,968	139	-63	6,695	24,339	20,860	22,842	26,876
GNPA %	8.4	8.0	9.8	6.4	8.4	9.0	7.7	6.2	6.1
NNPA %	3.4	2.0	0.0	0.0	1.0	4.1	3.5	2.8	2.8
PCR %	61.7	77.5	99.7	100.2	88.3	57.9	58.1	57.0	56.0
Capitalisation (%)									
CAR	17.3	18.1	22.7	20.3	19.6	26.0	27.8	20.5	18.2
Tier I	14.6	13.6	17.0	15.5	15.4	22.2	24.3	18.3	16.5
Tier II	2.7	4.5	5.7	4.8	4.2	3.8	3.5	2.2	1.7
Average Leverage on Assets (x)	6.3	6.6	6.1	6.1	6.5	5.8	5.1	5.4	6.0
Valuation									
Book Value (INR)	108	117	152	169	185	119	123	131	141
BV Growth (%)	7.3	8.5	29.7	11.7	8.9	-35.8	3.8	6.6	7.7
Price-BV (x)						1.9	1.8	1.7	1.6
Adjusted BV (INR)	93	107	152	170	176	104	110	117	126
Price-ABV (x)						2.1	2.0	1.9	1.7
OPS (INR)	37.0	34.1	35.3	49.1	55.2	33.7	30.2	29.9	37.7
OPS Growth (%)	0.2	-7.7	3.4	39.0	12.5	-38.9	-10.5	-0.9	26.0
Price-OP (x)						6.5	7.3	7.3	5.8
EPS (INR)	11.9	7.1	16.5	25.3	14.7	2.7	8.0	12.3	15.5
EPS Growth (%)	-19.2	-40.5	132.3	53.9	-41.8	-81.5	194.8	53.1	26.3
Price-Earnings (x)						80.9	27.4	17.9	14.2
Dividend	4.0	2.4	4.0	6.5	0.0	0.8	3.6	4.2	5.4
Dividend Yield (%)						0.4	1.6	1.9	2.5

E: MOFSL Estimates

NOTES

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

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