BUY (Maintained)

CMP: **INR 317** Target Price: **INR 400** ▲ 26%

ICICI Securities

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04 August 2024

India | Equity Research | Q1FY25 results review

Aptus Value Housing Finance

NBFCs

Tech upgradation impacted disbursements; underlying performance remained robust

Improving trajectory in Aptus Value Housing Finance's (Aptus) financial performance sustained in Q1FY25, evident in RoE expanding to 18.1%, from 16.9% in Q1FY24, mainly driven by lower credit cost. While tech upgradation derailed growth momentum with Apr'24 disbursements falling by 77% YoY, it still delivered 4% YoY disbursement growth in Q1FY25. Adjusted for Apr'24, disbursement grew by a healthy 35% YoY during Q1FY25, reflecting resumed normalcy during May'24 and Jun'24. Overall, AUM grew by 27% YoY/4% QoQ. The company reported a PAT of INR 1.7bn, up 5% QoQ, supported by a >50% QoQ fall in provisions. Portfolio quality deteriorated marginally with collection efficiency falling to 99.18% vs. 100.15% QoQ, resulting in higher 30+ DPD to 6.3% vs 5.4% QoQ.

NII grew by 4% QoQ despite muted business during Apr'24. While spreads sustained at 8.7% in Q1FY25, increasing leverage led to NIM contracting to 12.80% vs. 13.45% during FY24. Aptus remains as one of the most cost-efficient AHFC lender with steady cost-income ratio of 21% vs. peers' ~30%. Lower other income, at INR 97mn, vs. INR 166mn QoQ led to flat QoQ PPoP at INR 2.2bn. However, RoA was healthy at 7.7% during Q1FY25. We **retain BUY and our TP of INR 400, valuing Aptus at 4.3x on Sep'25E BVPS.**

Strong rebound in disbursements during May/Jun'24, after Apr'24 remaining muted due to tech upgradation

Aptus' disbursements adversely impacted during Q1FY25, partially due to seasonality and Tech upgradation. It implemented a new LOS – 'mobile-first lead management system' during Apr'24; the same resulted in disbursement falling by 77% YoY for the month. However, this was transient as business normalised in May/Jun'24 with cumulative disbursement growing by 35% YoY. Management remained confident of delivering 30% YoY disbursement growth in FY25 and expects Q2FY25 disbursements to normalise at INR 10bn.

While slowing in Tamil Nadu (TN) persists, visible in 10% YoY growth in disbursement in Q1FY25, Aptus mentioned that corrective measures have been instated and expects full-year FY25 growth at 20% YoY. As on Jun'24, TN's share in overall AUM stands at 35% vs. 43% in Mar'23 vs. 48% in Mar'22.

Management maintains its 30% AUM growth guidance for FY25 aided by deeper penetration into Southern India, wherein, Karnataka and Telangana (23% of the portfolio) will be the primary growing states during the year.

Financial Summary

Y/E March (INR mn)	FY23A	FY24A	FY25E	FY26E
Net Interest Income (NII)	7,649	9,126	11,659	14,738
PAT (INR mn)	5,030	6,119	7,539	9,593
EPS (INR)	10.1	12.3	15.1	19.2
% Chg YoY	38.0	21.7	23.2	27.2
P/E (x)	31.4	25.8	21.0	16.5
P/BV (x)	4.7	4.2	3.7	3.1
Gross Stage - 3 (%)	1.2	1.1	0.9	0.9
RoAA (%)	7.8	7.6	7.4	7.4
RoAE (%)	16.1	17.2	18.6	20.4

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Market Data

Market Cap (INR)	158bn
Market Cap (USD)	1,886mn
Bloomberg Code	APTUS IN
Reuters Code	APTS BO
52-week Range (INR)	392 /257
Free Float (%)	39.0
ADTV-3M (mn) (USD)	5.1

Price Performance (%)	3m	6m	12m
Absolute	(4.1)	(14.4)	20.3
Relative to Sensex	(13.7)	(27.3)	(2.9)

Previous Reports

06-05-2024: Q4FY24 results review

03-02-2024: Q3FY24 results review

Credit cost ahead shall be lower than historical level; guiding at 30–40bps in FY25 vs. >40bps during FY22–24

Management highlighted that it carries sufficient provision cover on its portfolio, at 1.05% of AUM, which also includes INR 0.45bn of management overlay. Current provision pool covers 80% of NPL. Hence, it stopped creating management buffer from Q1FY25, which resulted in a sharp fall in provisions to INR 36mn vs. INR 94mn QoQ. As a result, credit cost moderated to 16bps vs. 45bps QoQ and management has guided for full-year FY25 credit cost to remain at 30–40bps, which is lower than its past three-year average. Between FY22–24, management was gradually building the overlay by increasing ECL provision, as reflects in total ECL provision pool increasing to 1.06% by Mar'24, from 0.41% in Mar'21.

Spreads sustained within guidance range of 8.5–9%

Spreads were largely flat QoQ at 8.72% and remained within the management's guided range of 8.5%-9.0%. This was due to a mild uptick of 1bps QoQ in yield and flat cost of borrowings. Management believes that banks are raising interest rates for lending to NBFCs due to the rise in RWA and also due to elevated LDR at banks keeping rates higher. It expects another 10–15bps margin compression, largely due to an inch-up in borrowing cost.

Over the last few quarters, management has been gradually increasing its floating rate borrowings to benefit from the rate cycle reversal, as the same increased to 50% vs. 42% YoY. With this, coupled with ~70% of asset book being fixed in nature, management sounded confident of sustaining spreads at 8.5–9% going forward.

Marginal deterioration in asset quality, but due to seasonality; expects 30+ DPD to remain at 4–5% vs. >6% in Q1FY25

Aptus saw a mild-decline in its collection efficiency (CE) for Q1 to 99.18% vs. 100.15% QoQ. This also resulted in an uptick in 30+ dpd to 6.31% vs. 5.41% QoQ and rise in gross Stage 3 to 1.30% vs. 1.07% QoQ/1.29% YoY. However, this marginal moderation in asset quality can be attributed to seasonality and India's general elections. In fact, for Jul'24, management mentioned that its CE is better than Q1 and is expected to get back on track in Q2.

Aptus carries total provisions of INR 950mn, including management overlay of INR 450mn, which translates into 80% coverage on Stage-3, including management overlay. However, from Q1FY25, it has stopped creating management overlay; hence, the ~60% QoQ decline in provisions. Overall, Aptus continues to guide for credit cost in the range of 30–35bps vs. ~16bps for Q1. Coverage on Stage-1 was flat QoQ at 25%, while coverage on Stage-2 as well as Stage-3 moderated QoQ. Overall, ECL provisioning was flat at 1.06%, at par with the guidance of ~1%.

Cost to income remained range bound at 19–21%

Operating expenses were up 3% QoQ/35% YoY to INR 595mn, wherein staff cost was almost flat QoQ while non-staff cost was up ~8% QoQ. We believe implementation of the new LOS system could have led to higher non-staff cost, despite relatively lower disbursements during the quarter.

Over the past few quarters, NII growth has been relatively healthy led by higher AUM growth and as a result, cost to income remained range bound across the last 12 quarters between 19–21% with Q1FY25's cost to income settling at 21%.

Aptus added five new branches during the quarter, taking the total tally to 267. Usually, Q1 is a slow quarter in terms of branch addition and pace picks up as the years progresses. As per the strategy, the company will continue to go deeper into the existing geographies, while gradually starting its operations contiguously in the states of Odisha and Maharashtra. For FY25, management plans to add 35–40 branches during the year, primarily in Maharashtra, Odisha, Karnataka and Telangana.

Management further highlighted that the existing infrastructure is capable of handling large volumes. Moreover, the company also aims to focus on improving sourcing from the non-branch channel, which could ensure sustainability of current growth without impacting cost ratios in the near future.

Key risks: 1) Succession planning – smooth and seamless transition following founder-promoter's (Mr. M Anandan) retirement; and 2) rebalancing of mix in favour of housing loans.

Exhibit 1: Q1FY25 result review

Income statement (INR mn)	Q1FY24	Q4FY24	Q1FY25	% YoY	% QoQ
Interest income	2,968	3,600	3,810	28.4	5.8
Interest expenses	847	1,085	1,199	41.5	10.5
Net interest income	**2,121**	**2,514**	**2,611**	**23.1**	**3.8**
Non-interest Income	181	312	237	31.0	(24.2)
Total Income (net of interest expenses)	**2,301**	**2,826**	**2,848**	**23.7**	**0.8**
Employee expenses	324	433	434	33.8	0.2
Depreciation and amortization	19	23	26	33.8	11.9
Other operating expenses	98	126	135	37.4	7.5
Total Operating Expense	**442**	**582**	**595**	**34.6**	**2.2**
Pre-provisioning profit (PPoP)	**1,859**	**2,244**	**2,253**	**21.2**	**0.4**
Provisions and write offs	25	94	36	46.3	(61.2)
PBT	**1,834**	**2,150**	**2,216**	**20.8**	**3.1**
Tax expenses	412	510	499	21.1	(2.2)
PAT	**1,423**	**1,640**	**1,717**	**20.7**	**4.7**
Diluted EPS (INR)	2.85	3.27	3.42	**20.0**	**4.6**
Balance Sheet (INR mn)	**Q1FY24**	**Q4FY24**	**Q1FY25**	**% YoY**	**% QoQ**
Share capital	996	1,000	1,000	0.4	0.0
Reserves & surplus	32,820	36,680	37,180	13.3	1.4
Shareholders' funds	**33,816**	**37,680**	**38,180**	**12.9**	**1.3**
Borrowings	41,340	52,000	55,210	33.6	6.2
Other Liabilities and provisions	278	370	360	29.3	(2.7)
Total Liabilities and SHE	**75,435**	**90,050**	**93,750**	**24.3**	**4.1**
Loans	**70,062**	**85,280**	**89,310**	**27.5**	**4.7**
Liquid assets - Bank FDs, MFs	4,967	4,020	3,870	(22.1)	(3.7)
Fixed assets	46	60	70	50.9	16.7
Other assets	359	680	580	61.5	(14.7)
Total Assets	**75,435**	**90,040**	**93,830**	**24.4**	**4.2**
Key ratios	**Q1FY24**	**Q4FY24**	**Q1FY25**	**% YoY**	**% QoQ**
AUM (INR mn)	71,230	87,220	90,720	27.4	4.0
Disbursements (INR mn)	6,460	9,680	6,750	4.5	-30.3
Yields (%)	17.2	17.4	17.4	21 bps	0 bps
Cost of borrowings (%)	8.3	8.6	8.64	34 bps	0 bps
Margins (%)	8.9	8.7	8.7	-13 bps	0 bps
Gross NPA (%)	1.29	1.07	1.30	1 bps	23 bps
Net NPA (%)	0.97	0.80	0.98	1 bps	18 bps
30+ DPD (%)	6.3	5.4	6.3	4 bps	89 bps
Collection efficiency (%)	99.5	100.2	99.2	-34 bps	-97 bps
ECL Provision (%)	1.06	1.06	1.05	-2 bps	-2 bps

Source: Company data, I-Sec research

Exhibit 2: Spreads were flat QoQ due to stable yield as well as cost of borrowings

(%)	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25
Yields (%)	16.95	16.89	16.89	16.80	16.85	16.90	17.00	17.15	17.20	17.21	17.35	17.36
Cost of borrowings (%)	7.86	8.00	7.74	7.68	7.70	7.90	8.10	8.30	8.41	8.55	8.64	8.64
Spread (%)	9.09	8.89	9.15	9.17	9.15	9.00	8.90	8.85	8.79	8.66	8.71	8.72

Source: Company data, I-Sec research

Exhibit 3: Tech upgradation impacted disbursements

(INR mn)	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	YoY %	QoQ %
AUM	44,820	48,050	51,800	55,190	59,320	63,070	67,380	71,230	76,040	80,720	87,220	90,720	27.4	4.0
Disbursements	4,210	4,540	5,190	5,250	6,040	6,050	6,680	6,460	7,450	7,680	9,680	6,750	4.5	-30.3

Source: Company data, I-Sec research

Exhibit 4: Stable growth across segments

AUM Mix (INR mn)	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	% of total
Housing loans	34,406	37,211	39,080	42,026	44,864	47,625	52,332	54,432	60.00%
Small business loans	11,864	12,614	14,150	14,958	15,208	16,951	17,444	18,144	20.00%
Quasi housing loans	8,898	9,461	10,107	11,397	12,927	12,915	13,955	14,515	16.00%
Insurance loans	1,780	1,892	2,021	1,425	1,521	1,614	1,744	1,814	2.00%
Top up loans	2,373	1,892	2,021	1,425	1,521	1,614	1,744	1,815	2.00%
Total	**59,320**	**63,070**	**67,380**	**71,230**	**76,040**	**80,720**	**87,220**	**90,720**	**100.00%**

Source: Company data, I-Sec research

Exhibit 5: TN share declining consistently in overall AUM mix, while AP share inches up

AUM by state/territory (%)	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25
Tamil Nadu	49	48	47	46	44	43	42	40	39	37	35
Andhra Pradesh	30	31	31	33	34	35	36	38	39	40	41
Telangana	12	12	13	13	13	14	14	14	14	15	16
Karnataka	9	9	9	8	8	8	8	8	8	8	8
Total	**100**	**100**	**100**	**100**	**100**	**100**	**100**	**100**	**100**	**100**	**100**

Source: Company data, I-Sec research

Exhibit 6: Stage 3 assets up 1bp YoY and 23bp QoQ due to moderation in CE

(%)	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25
Loans											
Stage I Assets	87.02	90.09	93.53	93.51	93.74	94.10	93.73	94.01	93.96	94.08	93.85
Stage II Assets	11.45	8.72	4.72	5.03	4.82	4.75	4.98	4.80	4.85	4.85	4.85
Stage III Assets	1.53	1.19	1.75	1.47	1.44	1.15	1.29	1.19	1.19	1.07	1.30
Total Loans	**100.00**	**100.00**	**100.00**	**100.00**	**100.00**	**100.00**	**100.00**	**100.00**	**100.00**	**100.00**	**100.00**
Provisioning coverage											
Stage I Assets	0.29	0.34	0.34	0.34	0.37	0.41	0.40	0.40	0.40	0.40	0.40
Stage II Assets	2.23	2.26	3.46	6.42	7.35	7.97	7.32	8.10	7.98	7.98	7.98
Stage III Assets	25.16	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00
Total Provisions	**0.89**	**0.80**	**0.92**	**1.01**	**1.06**	**1.06**	**1.06**	**1.06**	**1.06**	**1.06**	**1.05**

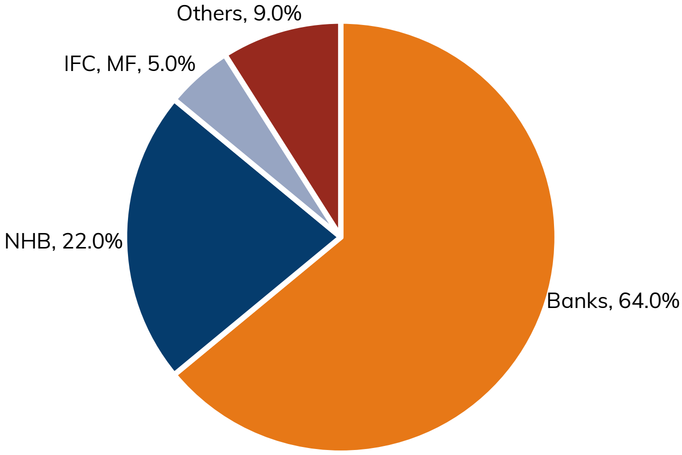
Source: Company data, I-Sec research

Exhibit 7: 30+ dpd as well as Stage-3 saw moderation due to seasonality and general elections

	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25
Gross NPA (%)	1.53	1.19	1.75	1.47	1.44	1.15	1.29	1.19	1.19	1.07	1.30
Net NPA (%)	1.16	0.87	1.32	1.10	1.08	0.86	0.97	0.89	0.89	0.80	0.98
30+ DPD (%)	12.98	9.91	6.48	6.32	6.27	5.90	6.27	5.99	6.04	5.41	6.31
Collection efficiency (%)	98.28	103.14	101.17	100.21	100.31	102.90	99.52	99.72	99.65	100.15	99.18

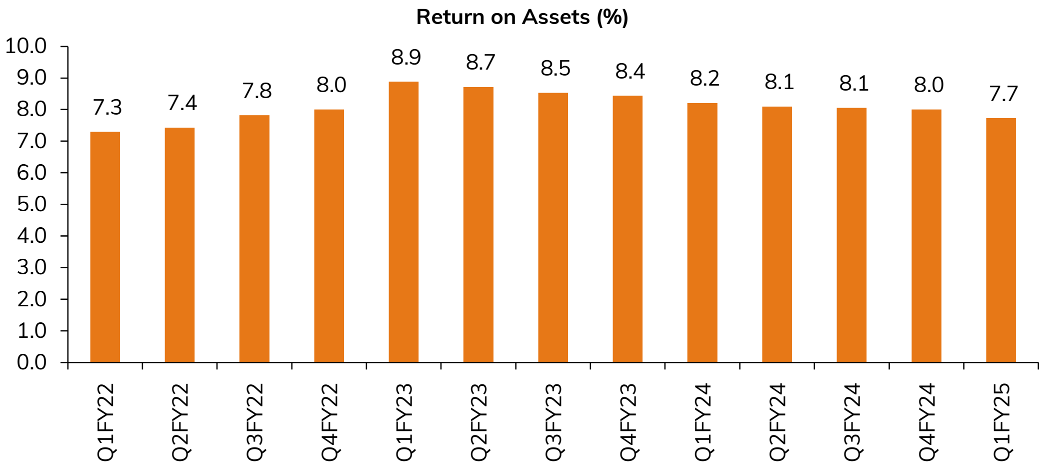
Source: Company data, I-Sec research

Exhibit 8: Diversified borrowing profile



Source: Company data, I-Sec research

Exhibit 9: RoA healthy despite moderation at 7.7%



Source: Company data, I-Sec research

Exhibit 10: Shareholding pattern

%	Dec'23	Mar'24	Jun'24
Promoters	62.1	62.1	54.1
Institutional investors	20.6	24.7	31.9
MFs and other	4.1	4.1	8.1
FIs/ Banks	0.0	0.0	0.9
Insurance Cos.	0.0	0.1	0.1
FIIs	16.5	20.5	22.8
Others	17.3	14.2	14.0

Source: Bloomberg, I-Sec research

Exhibit 11: Price chart

Source: Bloomberg, I-Sec research

Financial Summary

Exhibit 12: Profit & Loss

(Rs mn, year ending March)

	FY23A	FY24A	FY25E	FY26E
Interest Income	10,408	13,005	16,819	21,662
Interest Expenses	(2,759)	(3,879)	(5,160)	(6,924)
Net Interest Income (NII)	7,649	9,126	11,659	14,738
Other Income	**356**	**517**	**550**	**711**
Total Income (net of interest expenses)	8,531	10,290	12,963	16,382
Employee benefit expenses	**(1,213)**	**(1,489)**	**(1,990)**	**(2,468)**
Depreciation and amortization	(72)	(93)	(100)	(107)
Other operating expenses	(367)	(484)	(581)	(697)
Total Operating Expense	(1,652)	(2,067)	(2,671)	(3,272)
Pre Provisioning Profits (PPoP)	6,878	8,223	10,292	13,109
Provisions and write offs	**(341)**	**(292)**	**(520)**	**(675)**
Profit before tax (PBT)	**6,537**	**7,932**	**9,772**	**12,434**
Total tax expenses	(1,507)	(1,813)	(2,233)	(2,842)
Profit after tax (PAT)	**5,030**	**6,119**	**7,539**	**9,593**

Source Company data, I-Sec research

Exhibit 13: Balance sheet

(Rs mn, year ending March)

	FY23A	FY24A	FY25E	FY26E
Share capital	996	998	998	998
Reserves & surplus	32,397	36,681	42,225	49,822
Shareholders' funds	**33,393**	**37,679**	**43,222**	**50,820**
Borrowings	37,861	51,850	68,926	93,326
Provisions & Other Liabilities	507	515	592	681
Total Liabilities and Stakeholder's Equity	**71,761**	**90,044**	**112,740**	**144,827**
Cash and balance with RBI	4,600	3,502	4,048	4,683
Fixed assets	37	50	58	67
Loans	65,921	85,282	107,322	138,647
Investments	515	515	515	515
Deferred tax assets (net)	197	254	292	336
Other Assets	491	441	506	579
Total Assets	**71,761**	**90,044**	**112,740**	**144,827**

Source Company data, I-Sec research

Exhibit 14: Key ratios

(Year ending March)

	FY23A	FY24A	FY25E	FY26E
AUM and Disbursements (INR mn)				
AUM	67,380	87,220	112,701	145,749
On-book Loans	64,156	82,890	107,001	138,324
Off-book Loans	3,224	4,330	5,700	7,425
Disbursements	23,940	31,270	39,928	51,158
Repayments	8,360	11,430	14,447	18,110
Growth (%):				
Total AUM (%)	**30.1**	**29.4**	**29.2**	**29.3**
Disbursements (%)	45.9	30.6	27.7	28.1
Repayments (%)	58.1	36.7	26.4	25.4
Loan book (on balance sheet) (%)	29.7	29.2	29.1	29.3
Total Assets (%)	26.3	25.5	25.2	28.5
Net Interest Income (NII) (%)	34.9	19.3	27.8	26.4
Non-interest income (%)	36.6	31.9	12.1	26.0
Total Income (net of interest expenses) (%)	35.1	20.6	26.0	26.4
Operating Expenses (%)	41.1	25.1	29.2	22.5
Employee Cost (%)	43.8	22.8	33.6	24.0
Non-Employee Cost (%)	40.3	31.9	20.0	20.0
Pre provisioning operating profits (PPoP) (%)	33.7	19.6	25.2	27.4
Provisions (%)	(1.0)	(14.5)	78.2	29.8
PBT (%)	36.2	21.3	23.2	27.2
PAT (%)	35.9	21.6	23.2	27.2
EPS (%)	38.0	21.7	23.2	27.2
Yields, interest costs and spreads (%)				
NIM on loan assets (%)	13.1	12.1	12.1	12.0
NIM on IEA (%)	**11.9**	**11.2**	**11.2**	**11.0**
NIM on AUM (%)	12.8	11.8	11.7	11.4
Yield on loan assets (%)	17.8	17.2	17.5	17.6
Yield on IEA (%)	16.2	16.0	16.2	16.2
Yield on AUM (%)	17.5	16.8	16.8	16.8
Cost of borrowings (%)	8.5	8.6	8.5	8.5
Interest Spreads (%)	9.4	8.6	8.9	9.1
Operating efficiencies				
Non interest income as % of total income	0.7	0.6	0.6	0.6
Cost to income ratio	**19.4**	**20.1**	**20.6**	**20.0**
Op.costs/avg assets (%)	2.6	2.6	2.6	2.5
Op.costs/avg AUM (%)	2.8	2.7	2.7	2.5
No of employees (estimate) (x)	2,405	2,918	3,110	3,120
No of branches (x)	231	262	287	312
Salaries as % of non-interest costs (%)	73.4	72.1	74.5	75.4
NII /employee (INR mn)	3.2	3.1	3.7	4.7
AUM/employee(INR mn)	28.0	29.9	36.2	46.7
AUM/ branch (INR mn)	291.7	332.9	392.7	467.1
Capital Structure				
Average gearing ratio (x)	1.1	1.4	1.6	1.8
Leverage (x)	**2.0**	**2.3**	**2.6**	**2.9**
CAR (%)	80.7	70.3	63.0	57.5
Tier 1 CAR (%)	80.6	70.3	63.0	57.5
Tier 2 CAR (%)	0.1	0.1	0.0	0.0
RWA (estimate) - INR mn	40,608	52,533	65,896	84,852
RWA as a % of loan assets	61.6	61.6	61.4	61.2

Source Company data, I-Sec research

	FY23A	FY24A	FY25E	FY26E
Asset quality and provisioning				
GNPA (%)	1.2	1.1	0.9	0.9
NNPA (%)	0.9	0.8	0.7	0.7
GNPA (INR mn)	777	933	1,070	1,383
NNPA (INR mn)	583	700	770	996
Coverage ratio (%)	21.2	21.1	24.2	24.1
Credit Costs as a % of avg AUM (bps)	57	38	52	52
Credit Costs as a % of avg on book loans (bps)	60	40	55	55
Return ratios				
RoAA (%)	7.8	7.6	7.4	7.4
RoAE (%)	16.1	17.2	18.6	20.4
ROAAUM (%)	8.4	7.9	7.5	7.4
Valuation Ratios				
No of shares	**498**	**499**	**499**	**499**
No of shares (fully diluted)	499	499	499	499
ESOP Outstanding	1	-	-	-
EPS (INR)	10.1	12.3	15.1	19.2
EPS fully diluted (INR)	10.1	12.3	15.1	19.2
Price to Earnings (x)	31.4	25.8	21.0	16.5
Price to Earnings (fully diluted) (x)	31.4	25.8	21.0	16.5
Book Value (fully diluted)	67	76	87	102
Adjusted book value	66	74	85	100
Price to Book	4.7	4.2	3.7	3.1
Price to Adjusted Book	4.8	4.3	3.7	3.2

Source Company data, I-Sec research

Exhibit 15: Key metrics

(Year ending March)

	FY23A	FY24A	FY25E	FY26E
DuPont Analysis				
Average Assets (INR mn)	64,301	80,903	101,392	128,784
Average Loans (INR mn)	58,354	75,601	96,302	122,984
Average Equity (INR mn)	31,277	35,536	40,451	47,021
Interest earned (%)	16.2	16.1	16.6	16.8
Net gain on fair value changes (%)	-	-	-	-
Interest expended (%)	4.3	4.8	5.1	5.4
Gross Interest Spread (%)	**11.9**	**11.3**	**11.5**	**11.4**
Credit cost (%)	0.5	0.4	0.5	0.5
Net Interest Spread (%)	**11.4**	**10.9**	**11.0**	**10.9**
Operating cost (%)	2.6	2.6	2.6	2.5
Lending spread (%)	**8.8**	**8.4**	**8.4**	**8.4**
Non interest income (%)	1.4	1.4	1.3	1.3
Operating Spread (%)	**10.2**	**9.8**	**9.6**	**9.7**
Tax rate (%)	23.1	22.9	22.9	22.9
ROAA (%)	**7.8**	**7.6**	**7.4**	**7.4**
Effective leverage (AA/ AE)	2.1	2.3	2.5	2.7
RoAE (%)	**16.1**	**17.2**	**18.6**	**20.4**

Source Company data, I-Sec research

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