Aavas Financiers | BUY

Turning the corner

Aavas has underperformed its peers/indices in the last 1 year driven by management/promoter transition and moderation in AUM/RoE profile. We believe its performance in 1Q has bottomed out and should improve from hereon, driven by a) pick-up in disbursement growth as accounting/tech related changes are now complete; b) focus on external sourcing channels and earlier investments in branch/employees should lead to improvement in growth/operating leverage; c) spread should improve as CoF comes down; and 4) benign credit cost as stressed asset pool remains the lowest amongst peers. We expect EPS CAGR of ~17% during FY25-27F with avg. RoA/RoE of ~3.3%/14% during FY26/27F. Current valuation of 2.5x 1-year Fwd P/B is at ~44% discount to the LT average and lowest amongst peers. We maintain BUY on the stock with a revised TP of INR 2,000 (INR 1,990 earlier), valuing it at 2.7x FY27E BVPS.

Aavas has underperformed other AHFCs in last 1 year: In the last 1 year, the stock price of Aavas has corrected ~10% as compared to mid-teen price growth for Aadhar and IndiaShelter and muted NIFTY growth. Even on 1M/3M/6M basis, the stock has underperformed compared to NIFTY and other peers (Exhibit 1).

This underperformance in the last few years (stock down ~24% in the last 3 years) was driven by issues surrounding its founder's exit and consequent change in promoter from Kedaara Capital/Partners group to CVC Capital Partners and deterioration in financial performance. AUM growth moderated from 25% YoY in FY23 to 16% YoY in 1QFY26 and RoE fell from 14.1% in FY23 to 12.6% in 1QFY26 (Exhibit 5). As a result, the stock is currently trading at 2.5X 1 Year Forward P/B vs. 3.4X 1 Year Forward P/B in Mar'23 (~44% discount to the LT average) (Exhibit 2).

- Operating performance bottomed out in 1QFY26, improvement expected from 2Q onwards: After a series of events (Exhibit 3), in Jul'25, both Kedaara Capital and Partner's group exited from the company completely and CVC Partners is now a major stakeholder with ~49% stake. This provides much-needed stability at the promoter level. We also expect financial performance to improve from 2Q onwards driven by: i) Normalisation in disbursement run-rate, ii) Focus shifting to other sourcing channels, iii) Increasing operating leverage and geographical diversification, iv) Possibility of NIMs expansion, and v) Best-in-class asset quality. (Details inside).
- Valuation and view: We believe that the ~10% correction in stock price over the past 1 year is just a reaction to a multiple sequence of events and the seasonality effect in 1Q. We expect 2H to be stronger, led by a) pick-up in disbursement growth momentum, b) margin stabilisation/expansion with CoFs re-pricing and c) improvement in asset quality. We have upgraded our FY26-28F EPS estimates by ~13%-26% and maintain BUY on the stock with a revised TP of INR 2,000 (INR1,990 earlier), valuing it at 2.7x FY27E BVPS in return for avg. RoA/RoE of ~3.3%/14% over FY26E/FY27E.



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Recommendation and Price Target						
Current Reco.	BUY					
Previous Reco.	BUY					
Current Price Target (12M)	2,000					
Upside/(Downside)	19.1%					
Previous Price Target	1,990					
Change	0.5%					

Key Data – AAVAS IN	
Current Market Price	INR1,679
Market cap (bn)	INR132.9/US\$1.5
Free Float	48%
Shares in issue (mn)	79.1
Diluted share (mn)	79.1
3-mon avg daily val (mn)	INR465.4/US\$5.3
52-week range	2,238/1,517
Sensex/Nifty	82,160/25,202
INR/US\$	88.3

Price Performance			
%	1M	6M	12M
Absolute	1.8	-15.2	-9.9
Relative*	0.7	-20.7	-6.8

* To the BSE Sensex

Financial Summary					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Profit	4,907	5,741	6,388	7,813	9,488
Net Profit (YoY) (%)	14.2%	17.0%	11.3%	22.3%	21.4%
Assets (YoY) (%)	23.2%	12.7%	15.7%	15.9%	16.1%
ROA (%)	3.3%	3.3%	3.2%	3.4%	3.5%
ROE (%)	13.9%	14.1%	13.6%	14.5%	15.2%
EPS	62.0	72.5	80.7	98.7	119.9
EPS (YoY) (%)	14.1%	17.0%	11.3%	22.3%	21.4%
P/E (x)	27.1	23.1	20.8	17.0	14.0
BV	477	551	632	730	850
BV (YoY) (%)	15.3%	15.5%	14.6%	15.6%	16.4%
P/BV (x)	3.52	3.05	2.66	2.30	1.97

JM Financial Research is also available on: Bloomberg - JMFR <GO>, Thomson Publisher & Reuters, S&P Capital IQ, FactSet and Visible Alpha

Please see Appendix I at the end of this report for Important Disclosures and Disclaimers and Research Analyst Certification.

Source: Company data, JM Financial. Note: Valuations as of 22/Sep/2025

Drivers for improvement in financial performance

Normalisation in disbursement run-rate: 1QFY26 disbursements were down ~5%/43% YoY/QoQ, leading to moderation in AUM YoY growth to 16% in 1QFY26 vs. 18% in FY25. (Exhibit 9-10) The management highlighted that lower disbursements was driven by change in accounting method to cheque realisation-based recognition process, which means disbursements are now recorded only once the funds are credited to the customer's account rather than at the time of cheque issuance. Excluding this one-time impact, disbursement growth would have been in double digits in 1QFY26. The company's IT transformation is also complete, which has reduced its login to sanction TAT from 13 days in FY21 to 6 days in 1QFY26.

As per the management, in post 1QFY26, disbursements run-rate has jumped to ~INR 5.5bn-6.0bn per month vs. ~INR 4.0bn per month in 1QFY26. We expect disbursement growth to pick up to ~22% in 2QFY26 and to ~14% YoY in FY26F (10% CAGR during FY23-25). This should lead to a gradual improvement in AUM growth in FY26/27F. The management remains confident on achieving 18-20% AUM growth in FY26E and 20-22% growth thereafter. (Exhibit 10)

- 2) Focus shifting to other sourcing channels: Typically, Aavas has higher reliance on internal sales team vs. other AHFCs, which has its own limitations especially in the context of elevated competitive intensity. Recently, the management highlighted its intention of diversifying into other sourcing channels like DSA, CSC, e-mitras, India Post etc. As per the management, DSAs now contribute ~15-18% of incremental disbursements and CSCs contribute ~3%-5% of incremental disbursements which should provide impetus to the overall growth profile, in our view. (Exhibit 11)
- 3) Previous investments in branches/employees should lead to higher operating leverage and geographical diversification: Since FY22, Aavas has added ~83 branches and 1,986 employees. Out of 83 new branches, only 20 have been added to its major 3 states Rajasthan, Maharashtra and Gujarat. Hence, the share of the top-three states in AUM has come down from ~71% in FY22 to 65% in FY25. The company has highlighted that it will add 10 more branches in Sep, all of them in a new state, Tamil Nadu. Upfront heavy investments done in branches/employees should lead to higher growth/operating leverage in FY27F, in our view. (Exhibit 13)
- 4) NIMs should expand from hereon: Within bank borrowings (49% of total funding mix), 22% of the book is fixed, 38% is linked to EBLR, and the remaining 40% is linked to MCLR. We expect CoF to further go down driven by recent rate cuts, which should aid margins. Further, the company is engaging with credit rating agencies (CARE/ICRA) for a potential rating upgrade, similar to other AHFCs. A credit rating upgrade, if it happens, should provide an additional tailwind for reduction in cost of funds. (Exhibit 12)
- 5) Best-in-class asset quality: Aavas reported +24bps increase in its stressed pool (stage 2 + stage 3) during 1Q on account of seasonality and stress surrounding the MSME space, specially in regions like Maharashtra, Karnataka and Madhya Pradesh. 1+DPD showed a sharp uptick of 76bps to 4.15%; however, it declined to <4% in Jul'25 itself. Aavas' asset quality metrics are far superior vis-à-vis other HFCs despite its higher self-employed book. Its total stressed pool (Exhibit 6) is the lowest among its affordable housing peers (2.8% of total AUM).

Exhibit 1. Aavas has underperformed against NIFTY and other AHFCs over the past 3 years									
Index/Company	1M	ЗМ	6M	1Y	3Y				
NIFTY	1.3%	0.4%	7.9%	-2.3%	43.0%				
Aavas	1.8%	-7.6%	-15.2%	-9.9%	-23.7%				
Aadhar	1.1%	20.6%	26.4%	13.6%	NA				
Aptus	-6.6%	2.6%	7.0%	-9.3%	6.6%				
HFFC	-3.2%	-2.1%	15.1%	0.1%	40.8%				
Indiashelter	-3.7%	0.7%	17.0%	17.4%	NA				

Source: Bloomberg; Note: Priced as of 22Sep'25

Source: Bloomberg, JM Financial

Exhibit 3. Sequence of stock transactions over	r past 4 years
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e through block trades in public market and post IPO funding round.
wal resigned and reduced stake from the company; Mr. Sachinder Bhinder appointed as MD and CEO
artners Group signed share purchase agreement with CVC Capital Partners to sell its stake in Aavas
tners group exit ownership from the company and CVC Capital Partners acquired additional 22.5% via open offer resulting in ~49% ownership
١

Source: Company, JM Financial

Exhibit 4. Key promoters' shareholding trend								
	FY20	FY21	FY22	FY23	FY24	FY25	Jun-25	
Lake District Holdings Limited	29.6%	29.5%	23.0%	23.0%	15.6%	15.6%	0.0%	
Partners Group ESCL Limited	16.6%	14.3%	11.2%	11.2%	7.6%	7.6%	0.0%	
Partners Group Private Equity (Master Fund), LLC	7.3%	6.3%	4.9%	4.9%	3.3%	3.3%	0.0%	
Aquilo House Pte. Ltd.							49.0%	

Source: BSE, JM Financial; Note: Aquilo House Pte. Ltd. is a Singapore-based investment firm, indirectly held by CVC Funds; Lake District Holdings Ltd is an affiliate of Kedaara Capital

Exhibit 5. AUM growth trend has declined with increasing base; Normalisation in operations and tech conclusion to aid growth, going forward

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Aavas Financiers	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	1QFY26
AUM growth %	51.2%	45.9%	31.2%	21.3%	20.1%	24.8%	22.2%	17.9%	16.2%
Disbursements growth %	47.4%	30.3%	9.7%	-9.3%	35.6%	39.5%	11.1%	9.7%	-5.4%
Stage 2 %	2.42%	1.61%	1.05%	2.92%	2.96%	1.81%	1.47%	1.47%	1.58%
Stage 3 %	0.46%	0.47%	0.46%	0.98%	0.99%	0.92%	0.94%	1.08%	1.22%
Total stressed pool %	2.89%	2.08%	1.51%	3.89%	3.96%	2.74%	2.40%	2.55%	2.79%
RoA %	2.9%	3.6%	3.8%	3.5%	3.6%	3.5%	3.3%	3.3%	2.9%
RoE %	10.6%	11.6%	12.7%	12.9%	13.7%	14.1%	13.9%	14.1%	12.6%

Source: Company, JM Financial

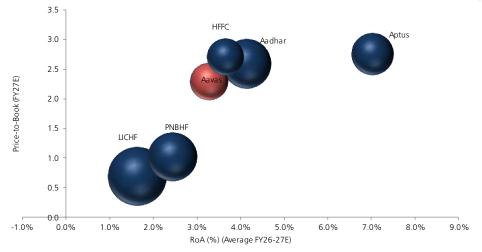
Exhibit 6. Aavas has lowest stressed pool among AHFC peers									
As of 1QFY26	Aavas Aadhar Aptus HFFC Ir								
Stage 2 %	1.58%	3.65%	4.97%	1.61%	3.43%				
Stage 3 %	1.22%	1.39%	1.49%	1.84%	1.24%				
Total stressed pool %	2.79%	5.04%	6.45%	3.45%	4.67%				
PCR - Stage 3	31.6%	32.5%	25.0%	22.0%	24.5%				
Total ECL cover	0.7%	1.2%	1.0%	0.8%	0.9%				

Source: Company, JM Financial

Exhibit 7. Aavas is currently trading at a significant discount to other AHFCs at 2.2x FY27E P/B **EPS AUM** Up/down MCap Reco. CMP Name side CAGR CAGR P/B P/E RoA (%) **RoE (%)** (USD FY25- FY25-(INR) (INR) (%) FY26E FY27E FY25 FY26E FY27E FY25 FY26E FY27E FY27E mn) 27E 27E FY25 FY25 FY26E Housing Financiers (HFCs) LIC HF 3,692 587 9% 0.9 6.1 1.8% 1.6% 13.8% BUY 685 17% 3% 0.8 0.7 6.0 5.6 1.6% 16.0% 13.2% PNB HF 2,557 BUY 859 1,210 41% 13% 18% 1.3 1.2 1.0 11.5 9.8 2.3% 12.2% 12.7% 12.1% 19.6% Aptus 1,848 BUY 323 385 19% 22% 26% 3.7 3.2 2.8 21.5 17.7 14.4 7.4% 7.1% 6.9% 18.6% 20.6% Aavas 1,519 BUY 1,679 2,000 19% 17% 17% 3.0 2.7 23.2 20.8 17.0 3.3% 3.2% 3.4% 14.1% 13.6% 14.5% BUY 1,266 1,500 19% 25% 4.5 2.7 15.2% HomeFirst 1,497 21% 3.1 29.8 25.4 20.5 3.5% 3.6% 3.6% 16.5% 14.0%

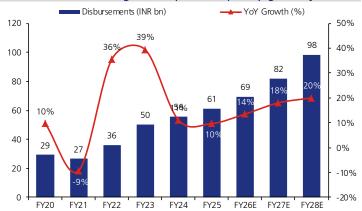
Source: Bloomberg, JM Financial; CMP considered as of 22 Sep'25

Exhibit 8. Aavas is trading at lowest valuation multiple compared to its closest AHFC peers



Source: Bloomberg, Company, JM Financial; Priced as of 22 Sep'25

Exhibit 9. Disbursement growth expected to pick up gradually...



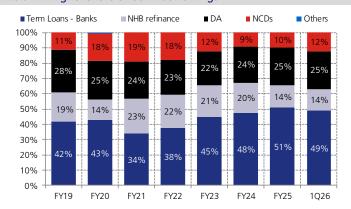
Source: Company, JM Financial

Exhibit 10. ...leading to gradual pick-up in AUM growth



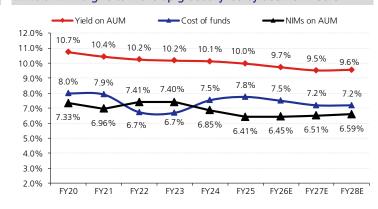
Source: Company, JM Financial

Exhibit 11. Higher share of bank borrowings



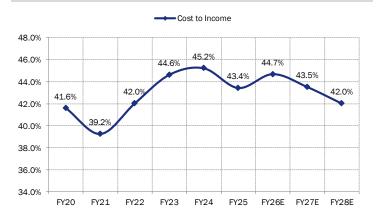
Source: Company, JM Financial

Exhibit 12. Margins to move up gradually led by decline in CoFs



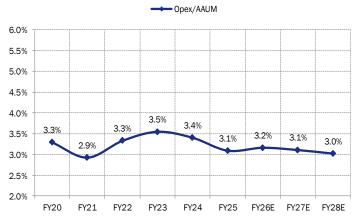
Source: Company, JM Financial

Exhibit 13. Improving cost-to-income ratio; employee cost to move up in FY26E due to fresh hiring



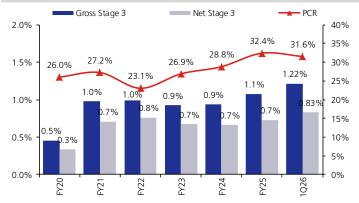
Source: Company, JM Financial

Exhibit 14. Operating leverage kicking in gradually



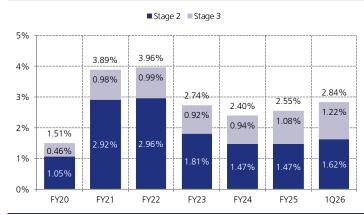
Source: Company, JM Financial

Exhibit 15. GS-3 elevated but superior compared to peers



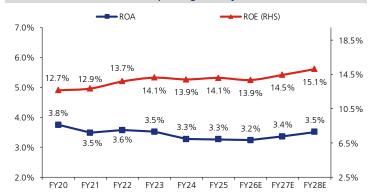
Source: Company, JM Financial

Exhibit 16. Seasonal inch-up in stress pool lowest amongst peers



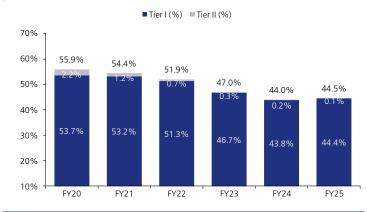
Source: Company, JM Financial

Exhibit 17. Return ratios to improve gradually



Source: Company, JM Financial

Exhibit 18. Comfortable capital adequacy



Source: Company, JM Financial

Exhibit 19. Aavas Financiers: Change in our estimates										
Old vs. New Estimates	FY26E, Old	FY26E, New	Change	FY27E, Old	FY27E, New	Change	FY28E, Old	FY28E, New	Change	
Income Statement (INR bn)										
Net Interest Income	12.7	14.1	11.5%	15.2	16.8	10.7%	17.9	20.0	12.0%	
Non-Interest Income	1.5	1.4	-8.3%	1.8	1.6	-7.9%	2.1	1.8	-12.3%	
Total Income	14.2	15.5	9.3%	17.0	18.5	8.8%	19.9	21.8	9.6%	
Operating Expenses	7.2	7.0	-2.5%	8.1	8.0	-0.5%	8.7	9.2	5.0%	
Pre-provisioning Profits	7.0	8.5	21.5%	8.9	10.4	17.2%	11.2	12.7	13.2%	
PAT	5.1	6.4	26.3%	6.5	7.8	19.7%	8.4	9.5	13.4%	
Balance Sheet (INR bn)										
Net Borrowings	164.2	160.7	-2.2%	193.8	186.4	-3.8%	228.7	216.2	-5.5%	
Net Advances	191.1	188.9	-1.2%	225.7	221.1	-2.1%	268.0	260.7	-2.7%	
Total Assets	217.6	215.3	-1.1%	254.5	249.6	-1.9%	298.7	289.8	-3.0%	
Key Ratios (%)										
NIM (%)	5.27%	5.90%	0.63%	5.38%	6.00%	0.63%	5.40%	6.12%	0.72%	
ROA (%)	2.50%	3.18%	0.69%	2.76%	3.36%	0.60%	3.03%	3.52%	0.49%	
ROE (%)	11.0%	13.6%	2.6%	12.6%	14.5%	1.9%	14.1%	15.2%	1.1%	
EPS (INR)	63.9	80.7	26.3%	82.5	98.7	19.6%	105.7	119.9	13.4%	
BV (INR)	614.6	631.6	2.8%	696.8	730.3	4.8%	802.6	850.2	5.9%	
Adj. BV (INR)	596.1	610.1	2.4%	673.4	707.2	5.0%	772.7	824.3	6.7%	

Source: Company, JM Financial

Financial Tables (Standalone)

Income Statement				(1	INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Interest Income (NII)	10,785	12,096	14,116	16,829	20,008
Non Interest Income	1,061	1,333	1,395	1,624	1,827
Total Income	11,846	13,429	15,511	18,452	21,835
Operating Expenses	5,357	5,832	6,994	8,030	9,174
Pre-provisioning Profits	6,489	7,597	8,517	10,423	12,661
Loan-Loss Provisions	132	224	365	453	554
Others Provisions	46	45	0	0	0
Total Provisions	245	271	365	453	554
PBT	6,244	7,326	8,152	9,969	12,107
Tax	1,338	1,585	1,763	2,157	2,619
PAT (Pre-Extra ordinaries)	4,907	5,741	6,388	7,813	9,488
Extra ordinaries (Net of Tax)	0	0	0	0	0
Reported Profits	4,907	5,741	6,388	7,813	9,488
Dividend	0	0	0	0	0
Retained Profits	4,907	5,741	6,388	7,813	9,488

Source: Company, JM Financial

Balance Sheet				(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Equity Capital	791	792	792	792	792
Reserves & Surplus	36,942	42,817	49,205	57,018	66,506
Stock option outstanding	0	0	0	0	0
Borrowed Funds	123,501	138,499	160,658	186,364	216,182
Deferred tax liabilities	0	0	0	0	0
Preference Shares	0	0	0	0	0
Current Liabilities & Provisions	3,960	4,078	4,673	5,416	6,288
Total Liabilities	165,195	186,185	215,328	249,589	289,767
Net Advances	140,044	162,297	188,850	221,084	260,718
Investments	1,822	2,300	2,833	3,316	3,911
Cash & Bank Balances	17,978	15,596	17,941	19,898	22,161
Loans and Advances	0	0	0	0	0
Other Current Assets	4,636	5,167	4,750	4,186	1,694
Fixed Assets	715	824	953	1,105	1,283
Miscellaneous Expenditure	0	0	0	0	0
Deferred Tax Assets	0	0	0	0	0
Total Assets	165,195	186,185	215,328	249,589	289,767

Source: Company, JM Financial

Key Ratios					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Growth (YoY) (%)					
Borrowed funds	25.5%	12.1%	16.0%	16.0%	16.0%
Advances	22.0%	15.9%	16.4%	17.1%	17.9%
Total Assets	23.2%	12.7%	15.7%	15.9%	16.1%
NII	14.3%	12.2%	16.7%	19.2%	18.9%
Non-interest Income	51.3%	25.6%	4.7%	16.4%	12.5%
Operating Expenses	18.4%	8.9%	19.9%	14.8%	14.2%
Operating Profits	15.6%	17.1%	12.1%	22.4%	21.5%
Core Operating profit	11.2%	15.6%	18.2%	22.7%	22.7%
Provisions	90.7%	10.8%	34.6%	24.2%	22.1%
Reported PAT	14.2%	17.0%	11.3%	22.3%	21.4%
Yields / Margins (%)					
Interest Spread	4.97%	4.68%	4.67%	4.81%	4.86%
NIM	6.21%	5.89%	5.90%	6.00%	6.12%
Profitability (%)					
ROA	3.28%	3.27%	3.18%	3.36%	3.52%
ROE	13.9%	14.1%	13.6%	14.5%	15.2%
Cost to Income	45.2%	43.4%	45.1%	43.5%	42.0%
Asset quality (%)					
Gross NPA	0.94%	1.08%	1.28%	1.18%	1.12%
LLP	0.00%	0.14%	0.17%	0.18%	0.18%
Capital Adequacy (%)					
Tier I	43.76%	44.38%	43.99%	43.89%	44.01%
CAR	43.99%	44.50%	44.10%	43.98%	44.08%

Source: Company, JM Financial

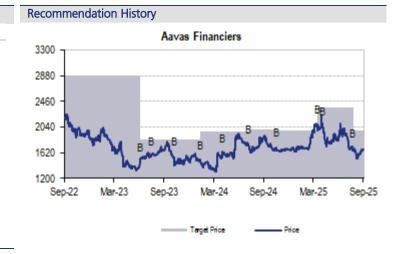
Dupont Analysis					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
NII / Assets	7.21%	6.88%	7.03%	7.24%	7.42%
Other Income / Assets	0.71%	0.76%	0.70%	0.70%	0.68%
Total Income / Assets	7.92%	7.64%	7.73%	7.94%	8.10%
Cost / Assets	3.58%	3.32%	3.48%	3.45%	3.40%
PPP / Assets	4.34%	4.32%	4.24%	4.48%	4.69%
Provisions / Assets	0.16%	0.15%	0.18%	0.20%	0.21%
PBT / Assets	4.17%	4.17%	4.06%	4.29%	4.49%
Tax rate	21.4%	21.6%	21.6%	21.6%	21.6%
ROA	3.28%	3.27%	3.18%	3.36%	3.52%
Leverage	4.4	4.3	4.3	4.3	4.3
ROE	13.9%	14.1%	13.6%	14.5%	15.2%

Source: Company, JM Financial

Valuations					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Shares in Issue	79.1	79.2	79.2	79.2	79.2
EPS (INR)	62.0	72.5	80.7	98.7	119.9
EPS (YoY) (%)	14.1%	17.0%	11.3%	22.3%	21.4%
P/E (x)	27.1	23.1	20.8	17.0	14.0
BV (INR)	477	551	632	730	850
BV (YoY) (%)	15.3%	15.5%	14.6%	15.6%	16.4%
P/BV (x)	3.52	3.05	2.66	2.30	1.97
DPS (INR)	0.0	0.0	0.0	0.0	0.0
Div. yield (%)	0.0%	0.0%	0.0%	0.0%	0.0%

Source: Company, JM Financial

History of Reco	ommendation and Ta	arget Price	
Date	Recommendation	Target Price	% Chg.
5-Apr-21	Buy	2,750	
3-May-21	Buy	2,810	2.2
2-Aug-21	Buy	2,875	2.3
26-Jun-23	Buy	1,840	-36.0
6-Aug-23	Buy	1,840	0.0
29-Oct-23	Buy	1,840	0.0
2-Feb-24	Buy	1,960	6.5
25-Apr-24	Buy	1,960	0.0
26-Jul-24	Buy	2,000	2.0
7-Nov-24	Buy	1,985	-0.7
8-Apr-25	Buy	2,350	18.4
25-Apr-25	Buy	2,350	0.0
13-Aug-25	Buy	1,990	-15.3



APPENDIX I

JM Financial Institutional Securities Limited

Corporate Identity Number: U67100MH2017PLC296081 Member of BSE Ltd. and National Stock Exchange of India Ltd.

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Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

New Rating Syste	New Rating System: Definition of ratings			
Rating	ing Meaning			
BUY	Expected return >= 15% over the next twelve months.			
ADD	Expected return >= 5% and < 15% over the next twelve months.			
REDUCE	Expected return >= -10% and < 5% over the next twelve months.			
SELL	SELL Expected return < -10% over the next twelve months.			

Previous Ratin	Previous Rating System: Definition of ratings					
Rating	Meaning					
BUY	Total expected returns of more than 10% for stocks with market capitalisation in excess of INR 200 billion and REITs* and more than 15% for all other stocks, over the next twelve months. Total expected return includes dividend yields.					
HOLD	Price expected to move in the range of 10% downside to 10% upside from the current market price for stocks with market capitalisation in excess of INR 200 billion and REITs* and in the range of 10% downside to 15% upside from the current market price for all other stocks, over the next twelve months.					
SELL	Price expected to move downwards by more than 10% from the current market price over the next twelve months.					

^{*} REITs refers to Real Estate Investment Trusts.

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