Cautiously optimistic

Steady margins offset provisions spike; earnings intact

With spike in credit costs getting offset largely by steady NIMs, Credit Access Grameen's (CREDAG IN) PAT was in line with our expectations in O4FY24 (reported INR 3.97bn versus our estimates of INR 3.94bn) based on strong core. However, both opex and credit costs stood elevated due to lumpy employee incentives and extra provision buffers, geographic risks and customer vintage. Consequently, cost-income surged 61bps to 30% and credit costs by 36bps to 2.4%. Falling in-line with the revised guidance, CREDAG recorded 5.6% RoA and 24.9% RoE for FY24. <u>CREDAG is set to deliver a 26% AUM CAGR and a 20% EPS CAGR during FY24-26E.</u>

Customer accretion, foray into new geographies drive growth

A 4.9mn borrower base with annual addition run-rate and improving GLP/borrower, up 9% QoQ to INR 54,300, coupled with <u>increased</u> expansion outside the top-three states would continue to drive a 25% AUM <u>CAGR in FY24-26E</u>. While the branch network strengthened in Q4, non-top three states formed 44% of incremental customer additions, offsetting concentration risks. Such superior operations continue to drive scale and growth, with CREDAG's loan run-rate at 27% YoY, led by staggering traction in emergency loans and a 23% YoY growth in income generation loans (IGL).

High-risk geographies call for elevated credit cost

In Q4, GNPA increased 21bps QoQ to 1.2% and PAR 90 to 94bps from 80bps, partly due to the impact from flood in Tamil Nadu but steadying PAR outside Karnataka. PAR 60 rose from 1.0% in Q3 to 1.2% Q4. Collection efficiency at 98.3% was steady. CREDAG continues to provide higher for risk perceived geographies – Maharashtra, Madhya Pradesh, Rajasthan and Gujarat. CREDAG expects credit costs to remain elevated, with our expectations of 1.8% and GNPAs at ~1.2% in FY24-26E.

Valuation: Maintain Buy, but with TP pared to INR 1,864

Steady customer addition and stable yields continue to support core. But CREDAG has created buffers and increased credit costs guidance to factor in any risks that could emanate from a foray into newer geographies. Moreover, with 60dpd spiking, we closely track industry trends in the near term. Also, an increase in credit cost guidance for the second quarter in a row prompts us to pare our target multiple and TP to 3.6x (earlier 3.8x) and INR 1.864 (earlier INR 1.986) respectively, as we build in high credit costs. While strong business momentum continues to support core profits, our EPS estimates remain largely intact. Given a rich return profile of 5% ROA and 22% ROE, we reiterate BUY. That said, we closely monitor the balancing act of CREDAG – geography-led credit expansion versus credit cost.



Rating: Buy

Target Price: INR 1,864 Upside: 31%

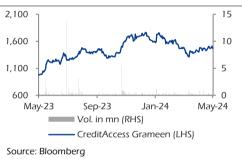
CMP: INR 1,421 (as on 7 May 2024)

Key data

1 USD = INR 83.5	
Face Value (INR)	10
Daily Volume (3M NSE Avg)	257,902
Mkt Cap (INR bn/USD mn)	226/2,711
Current / Dil Shares O/S (mn)	159/159
Bloomberg/Reuters Code	CREDAG IN/CRDE.BO

Note: as on 7 May 2024; Source: Bloomberg

Price & Volume



Shareholding (%)	Q1FY24	Q2FY24	Q3FY24	Q4FY24		
Promoter	66.8	66.7	66.7	66.6		
Institutional Investor	21.5	27.2	27.8	27.4		
Other Investor	7.2	1.0	0.8	0.8		
General Public	4.6	5.1	4.8	5.2		
Source: BSE						
Price performance	(%)	ЗM	6M	12M		
Nifty		1.7	1.7 14.9		1.7 14.9	
CreditAccess Grameen		(12.1)	(15.8)	43.3		
Source: Ploomborg						

Source: Bloomberg

YE March (ll	NR mn)	(24FY24	Q3FY24	Q4FY23		YoY (%)	QoQ (%)	Q4FY	24E	Var (%)
NII			8,810	8,029	6,192		42.3	9.7	8,	158	8.0
Operating p	orofit		6,827	6,018	5,029		35.8	13.4	6,	297	8.4
PAT			3,970	3,533	2,966		33.9	12.4	3,	943	0.7
Key fina	ancials										
YE	NII	YoY	PPoP	YoY	PAT	YoY	EPS	Core	ROA	P/E	P/ABV
March	(INR mn)	(%)	(INR mn)	(%)	(INR mn)	(%)	(INR)	RoE (%)	(%)	(x)	(x)
FY23	21,143	27.9	15,066	32.1	8,262	134.0	52.0	17.8	3.9	27.4	4.5
FY24	31,677	49.8	23,909	58.7	14,459	75.0	90.7	24.8	5.3	15.7	3.5
FY25E	39,920	26.0	30,179	26.2	17,320	19.8	108.7	23.3	5.1	13.1	2.8
FY26E	50,865	27.4	36,840	22.1	21,395	23.5	134.2	22.8	5.2	10.6	2.2
Note: prici	ing as on 7 May 2	074.6	C	C	E stime sta						

8 May 2024

Shweta Daptardar • shweta.daptardar@elaracapital.com • +91 22 6164 8559

Financials (YE March)

Income statement (INR mn)	FY23	FY24	FY25E	FY26E
NII	21,143	31,677	39,920	50,865
Other income	2,236	2,725	3,920	4,947
Gross Income	23,379	34,402	43,841	55,812
Operating expenses	8,313	10,494	13,662	18,973
PPOP	15,066	23,909	30,179	36,840
Provisions	4,010	4,518	6,868	8,044
РВТ	11,056	19,391	23,311	28,796
Тах	2,794	4,933	5,991	7,401
PAT	8,262	14,459	17,320	21,395
Balance Sheet (INR bn)	FY23	FY24	FY25E	FY26E
Capital	1,589	1,594	1,594	1,594
Reserves and Surplus	49,481	64,106	81,425	102,820
Net worth	51,070	65,700	83,019	104,413
Borrowings	163,123	218,410	249,046	305,328
Other liabilities	4,389	4,825	6,230	7,126
Total Liabilities	218,581	288,934	338,295	416,868
Fixed assets	6,030	5,016	6,184	7,942
Loans	190,433	251,050	305,898	382,309
Net Current Assets	16,763	14,960	24,855	24,919
Other assets	5,355	16,315	1,358	1,698
Total Assets	218,581	287,340	338,295	416,868
Per Share data & Valuation Ratios	FY23	FY24	FY25E	FY26E
EPS- (INR)	52.0	90.7	108.7	134.2
BV (INR)	321.4	412.2	520.9	655.1
ABV- (INR)	317.5	408.2	515.4	648.1
P/E- (x)	27.4	15.7	13.1	10.6
P/ABV-(x)	4.5	3.5	2.8	2.2
Yield and Cost (%)				
Yield on advances	11.2	13.3	13.2	13.5
Interest Income/ Avg. assets	10.0	11.6	11.7	12.4
Net Interest Margin (%)	11.4	13.2	13.1	13.5
Asset Quality (%)				
Gross NPA	1.2	1.2	1.2	1.2
Net NPA	0.4	0.3	0.4	0.4
% coverage of NPA	65.7	70.5	67.0	67.0
credit cost (calc)	1.9	1.7	2.0	2.0
Capital Adequacy				
Tier 1	20.0	19.5	21.4	22.0
CAR	20.9	20.4	22.3	22.9
Growth Rates				
Loan growth	26.7	27.0	25.8	25.0
Earnings growth	134.0	75.0	19.8	23.5
Business Ratios				
RoAA (%)	3.9	5.3	5.1	5.2
Core RoE (%)	17.8	24.8	23.3	22.8

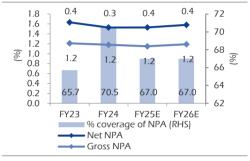
Loans & earnings growth trend



ElaraCapital

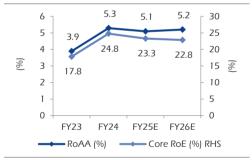
Source: Company, Elara Securities Estimate

Gross and net NPA



Source: Company, Elara Securities Estimate

Return ratios



Source: Company, Elara Securities Estimate

Note: pricing as on 7 May 2024; Source: Company, Elara Securities Estimate

Exhibit 1: CREDAG – Q4FY24 performance

(INR mn)	Q4FY24	Q4FY23	YoY (%/bps)	Q3FY24	000 (%/bps)	Quick comments
Interest income	13,632	9,648	41.3	12,444	9.5	
Interest expenses	4,822	3,456	39.5	4,415	9.2	
Net interest income	8,810	6,192	42.3	8,029	9.7	NII stood above our estimate led by steady- state weighted average cost of funds resulting into stable NIMs.
Other income	959	1,014	(5.4)	509	88.6	Other income remained robust
Total income	9,770	7,206	35.6	8,537	14.4	
Total operating expenses	2,943	2,177	35.1	2,520	16.8	
Operating profit (PPOP)	6,827	5,029	35.8	6,018	13.4	PPoP stood higher due to higher NII and lower opex.
Provisions & write offs	1,533	1,053	45.6	1,262	21.5	Provision stood above our estimate led by higher provisioning in other states on the back of higher growth and flood impact in Tamil Nadu.
РВТ	5,294	3,975	33.2	4,756	11.3	
Тах	1,324	1,010	31.1	1,222	8.3	
Reported profit	3,970	2,966	33.9	3,533	12.4	PAT was in-linebut restricted due to high opex, high provisions.

Balance sheet					
Disbursement	80,530	71,710	12.3	53,440	50.7
Loan book	267,140	210,320	27.0	233,820	AUM stood in-line with our estimate of INF 14.3 236bn, and saw a healthy growth driven by robust customer additions.

Asset quality						
Gross NPA (%)	1.2	1.2	(3) bps	1.0	21 bps	GNPA stood above our estimate of 0.8% on account of seasonality and impact from flood in Tamil Nadu.
ROE (%)	24.9	24.0	90 bps	23.6	130 bps	Overall profitability improved.
ROA (%)	5.7	5.5	20 bps	5.5	20 bps	
Credit cost	2.4	1.7	72 bps	2.1	36 bps	
NIM - calc (%)	13.9	12.8	103 bps	13.7	17 bps	COF has peaked out and with passing of benefits to end customers. NIMs are expected to remain in steady range, ahead
Cost to income ratio (%)	30.1	30.2	(10) bps	29.5	61 bps	Cost to income improved sequentially where CBS upgrades and enhanced functional flexibilities enabled operating efficiencies for CREDAG.

Loan mix (%)					
Income generation loan (IGL)	92.6	95.5	(291) bps	93.2	(62) bps
Family welfare	0.0	0.3	(30) bps	0.4	(42) bps
Home improvement	0.3	3.3	(301) bps	4.2	(391) bps
Emergency	4.4	0.0	437 bps	0.0	440 bps
Retail finance	2.7	0.8	185 bps	2.1	55 bps

Source: Company, Elara Securities Research

Exhibit 2: Strong business momentum

(INR mn)	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24
Total disbursements	57,920	21,460	43,750	48,470	71,710	47,710	49,660	53,440	80,530
YoY growth (%)	22.6	101.5	12.5	2.7	23.8	122.3	13.5	10.3	12.3
OoO growth(%)	22.7	(62.9)	103.9	10.8	47.9	(33.5)	4.1	7.6	50.7
Gross Ioan portfolio (GLP)	166,000	156,150	165,390	177,860	210,320	218,140	224,880	233,820	267,140
YoY growth (%)	22.2	23.3	24.0	21.9	26.7	39.7	36.0	31.5	27.0
OoO growth(%)	13.8	<i>(5.9)</i>	5.9	7.5	18.3	3.7	3.1	4.0	14.3

Source: Company, Elara Securities Research

Exhibit 3: Share of emergency and retail finance loans rise

3,7									
GLP composition (% mix)	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24
IGL (incl. MMFL)	96.1	95.7	95.5	95.9	95.5	94.8	93.8	93.2	92.6
Family Welfare	0.2	0.8	1.1	0.7	0.3	0.7	0.7	0.4	0.0
Home Improvement	2.5	2.6	2.6	2.7	3.3	3.6	3.9	4.2	0.3
Emergency	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	4.4
Retail Finance	1.2	0.9	0.7	0.6	0.8	1.0	1.6	2.1	2.7

Source: Company, Elara Securities Research

Exhibit 4: Yield steady at 21%, supportive of NIMs

(%)	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24
Avg. new disbursement interest rate	-	20.3	20.8	21.5	21.9	21.9	22.0	21.8	21.4
Portfolio yield	18.5	18.4	19.1	19.6	19.7	20.7	21.1	21.0	21.0
Weighted avg. cost of borrowing	8.9	9.1	9.2	9.6	9.5	9.6	9.8	9.8	9.8
Marginal cost of borrowing	8.4	8.7	8.9	10.2	9.4	9.7	9.6	9.7	9.3
NIM	11.3	11.1	12.0	11.9	12.2	13.0	13.1	13.1	13.1

Source: Company, Elara Securities Research

Exhibit 5: Strengthening branch network and manpower

5 5									
(No)	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24
Total branches	1,635	1,681	1,684	1,727	1,786	1,826	1,877	1,894	1,945
YoY growth (%)	14.8	18.0	9.0	8.4	9.2	8.6	11.5	9.7	8.9
QoQ growth/%/	2.6	2.8	0.2	2.6	3.4	2.2	2.8	0.9	2.7
Total employees	15,667	15,642	16,018	16,807	16,759	17,391	19,241	19,041	21,719
YoY growth (%)	8.8	9.0	4.6	8.6	7.0	11.2	20.1	13.3	29.6
QoQ growth(%)	1.2	(0.2)	2.4	4.9	(0.3)	3.8	10.6	(1.0)	14.1
Total borrowers ('000)	3,820	3,690	3,798	3,939	4,264	4,424	4,603	4,693	4,918
YoY growth (%)	(2.4)	(2.5)	1.3	5.3	11.6	19.9	21.2	19.1	15.3
QoQ growth(%)	2.2	(3.4)	2.9	3.7	8.3	3.8	4.0	2.0	4.8
Total loan officers	10,770	10,566	10,826	11,453	11,490	12,043	13,336	13,054	13,190
YoY growth (%)	(36.7)	(37.6)	(41.5)	8.6	6.7	14.0	23.2	14.0	14.8
OoO growth[%]	2.1	(1.9)	2.5	5.8	0.3	4.8	10.7	(2.1)	1.0

Source: Company, Elara Securities Research

Exhibit 6: Customer addition – Run rate up

('000)	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24
Incremental borrower addition	81	(130)	108	141	325	160	179	90	225
Borrower count increase YoY %	(2.4)	(2.5)	1.3	5.3	11.6	19.9	21.2	19.1	15.3
AUM growth YoY%	22.2	23.3	24.0	21.9	26.7	39.7	36.0	31.5	27.0

Source: Company, Elara Securities Research

Exhibit 7: Increased productivity, key enabler to CREDAG's loan growth

GLP per branch (INR mn)	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24
GLP per branch	101.5	92.9	98.2	103.0	117.8	119.5	120.0	123.0	136.0
OoQ growth(%)	10.9	(8.5)	5.7	4.9	14.3	1.4	0.4	2.5	10.6
YoY growth (%)	6.4	4.5	13.8	12.5	16.0	28.6	22.2	19.4	15.5
GLP per loan officer	15.4	14.8	15.3	15.5	18.3	18.1	16.9	17.9	20.3
QoQ growth(%)	11.4	(4.1)	3.4	1.7	17.9	(1.0)	(6.9)	6.2	13.1
YoY growth (%)	93.0	97.6	112.1	12.3	18.8	22.6	10.4	15.3	10.6
Borrowers per branch (nos.)	2,336	2,195	2,255	2,281	2,387	2,423	2,452	2,478	2,529
QoQ growth(%)	(0.5)	(6.0)	2.7	1.1	4.7	1.5	1.2	1.0	2.0
YoY growth (%)	(15.0)	(17.4)	(7.1)	(2.8)	2.2	10.4	8.7	8.6	5.9
Borrowers per loan officer (nos.)	355	349	351	344	371	367	345	360	373
QoQ growth(%)	0.0	(1.5)	0.5	(2.0)	7.9	(1.0)	(6.0)	4.2	3.7
YoY growth (%)	54.2	56.3	73.1	(3.0)	4.6	5.2	(1.6)	4.5	0.5
GLP - Avg O/S per Ioan (INR '000)	29.8	28.1	27.4	28.1	30.6	30.1	29.7	30.6	32.8
QoQ growth(%)	8.0	(5.7)	(2.5)	2.6	8.9	(1.6)	(1.3)	3.0	7.2
YoY growth (%)	20.6	19.6	9.2	1.8	2.7	7.1	8.4	8.9	7.2
GLP - Avg O/S per borrower (INR '000)	43.4	42.3	43.5	45.2	49.3	49.3	48.9	49.8	54.3
QoQ growth(%)	11.3	(2.5)	2.8	3.9	9.1	-	(0.8)	1.8	9.0
YoY growth (%)	25.1	26.6	22.5	15.9	13.6	16.5	12.4	10.2	10.1

Source: Company, Elara Securities Research

Exhibit 8: Contribution of non-top states up

States	States Q1FY24			Q2FY24			Q3FY24			Q4FY24		
	Branch share (%)	Borrower share (%)		Branch share (%)	Borrower share (%)		1	Borrower share (%)			Borrower share (%)	GLP (%) share
Karnataka	17.5	26.0	33.0	17.8	25.7	32.9	17.8	26.3	32.2	17.3	25.0	31.8
Maharashtra	16.8	20.7	20.6	16.5	20.8	20.6	16.4	21.1	20.7	19.7	20.3	20.6
Tamil Nadu	21.0	19.7	19.9	20.5	19.5	20.0	20.3	20.0	20.4	15.3	19.6	20.1
Madhya Pradesh	8.1	7.6	6.5	7.9	7.4	6.3	7.9	7.5	6.2	7.7	7.3	6.3
Other states & UT	36.7	25.9	21.0	37.3	26.6	20.2	37.6	25.1	20.6	21.2	27.8	21.2

Source: Company, Elara Securities Research

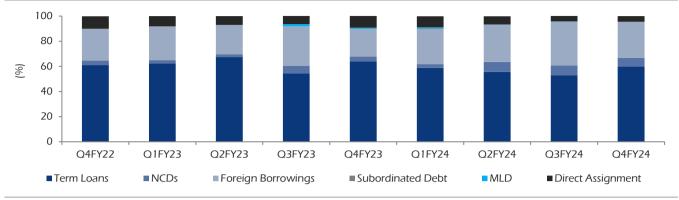
Exhibit 9: Strong book expansion across states

States [INR mn]	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24
Karnataka	69,826	71,986	73,986	75,290	84,951
Maharashtra	43,957	44,937	46,325	48,401	55,031
Tamil Nadu	42,485	43,410	44,976	47,699	53,695
Madhya Pradesh	14,091	14,179	14,167	14,497	16,830
Other states & UT	39,961	45,809	45,426	48,167	56,634
Total	210,320	220,321	224,880	234,054	267,140

Source: Company, Elara Securities Research



Exhibit 10: Term loans share in borrowing mix down by 270bps QoQ; foreign borrowing share up 550bps QoQ



Source: Company, Elara Securities Research

Exhibit 11: GNPA up ~20bps sequentially on account of seasonality

(INR mn)	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24
Asset quality	5,601	4,584	3,400	2,887	2,368	1,817	1,657	2,197	3,152
Gross NPAs	3.6	3.1	2.2	1.7	1.2	0.9	0.8	1.0	1.2
Gross NPA (%)	3.7	3.1	4.0	4.6	5.5	5.8	5.6	5.5	5.7
ROA (%)	15.9	13.4	16.1	18.8	24.0	26.4	24.7	23.6	24.9
ROE (%)									
EAD	147,582	141,363	152,488	165,347	192,868	200,993	211,776	223,835	254,388
- Stage 1	1,873	1,518	926	609	437	444	674	959	969
- Stage 2	5,601	4,584	3,400	2,887	2,368	1,817	1,657	2,197	3,037
- Stage 3	3.4	3.0	2.5	2.0	1.8	1.6	1.6	1.8	2.0
Total ECL provisioning (%)	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24

Source: Company, Elara Securities Research

Exhibit 12: PAR 60 continues to surge

(%)	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24
PAR 0	2.2	1.5	1.2	1.3	1.8	1.7
PAR 30	1.8	1.2	1.0	0.9	1.2	1.4
PAR 60	1.6	1.1	0.8	0.7	1.0	1.2
PAR 90	1.3	1.0	0.7	0.6	0.8	0.9

Source: Company, Elara Securities Research

Exhibit 13: Collection efficiency steady sequentially

(%)	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24
Collection efficiency – CREDAG	96.0	97.0	98.0	98.0	98.0	98.7	98.7	98.3	98.3
CE% (excl. arrears) – MMFL	92.0	93.0	94.0	95.0	97.0	NA	NA	NA	NA
CE% (incl. arrears) – MMFL	94.0	94.0	96.0	96.0	97.0	NA	NA	NA	NA

Source: Company, Elara Securities Research

Exhibit 14: Change in estimates

(INR mn)	Old		Revise	ed	% Chg		
	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E	
Net interest income	37,358	47,644	39,920	50,865	6.9	6.8	
РРОР	27,772	34,437	30,179	36,840	8.7	7.0	
PAT	16,653	20,591	17,320	21,395	4.0	3.9	
EPS (INR)	104.7	129.4	109	134	3.8	3.7	
TP (INR)		1,986		1,864		(6.1)	

Source: Elara Securities Estimate

Exhibit 15: Valuation

Fair price - EVA (Enterprise value method) (INR)	2,303
Fair price - P/ABV (2-stage Gordon growth model) (INR)	1,425
Target price - Average (INR)	1,864
Target P/ABV (x)	3.6
Target P/E (x)	18.7
СМР	1,424
Upside (%)	30.9
Dividend yield (%)	0.0
Total return (%)	30.9

Note: pricing as on 7 May 2024; Source: Elara Securities Estimate

Coverage History



	Date	Rating	Target Price	Closing Price
1	14-Dec-2022	Buy	INR 1,100	INR 907
2	8-Feb-2023	Buy	INR 1,155	INR 957
3	16-May-2023	Buy	INR 1,303	INR 1,086
4	19-May-2023	Buy	INR 1,474	INR 1,220
5	21-July-2023	Buy	INR 1,535	INR 1,312
6	20-Oct-2023	Buy	INR 1,638	INR 1,390
7	19-Jan-2024	Buy	INR 1,986	INR 1,675
8	7-May-2024	Buy	INR 1,864	INR 1,421

Guide to Research Rating

BUY	Absolute Return >+20%
ACCUMULATE	Absolute Return +5% to +20%
REDUCE	Absolute Return -5% to +5%
SELL	Absolute Return < -5%

Disclosures & Confidentiality for non U.S. Investors

The Note is based on our estimates and is being provided to you (herein referred to as the "Recipient") only for information purposes. The sole purpose of this Note is to provide preliminary information on the business activities of the company and the projected financial statements in order to assist the recipient in understanding / evaluating the Proposal. Nothing in this document should be construed as an advice to buy or sell or solicitation to buy or sell the securities of companies referred to in this document. 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. Nevertheless, Elara Securities (India) Private Limited or any of its affiliates is committed to provide independent and transparent recommendation to its client and would be happy to provide any information in response to specific client queries. Elara Securities (India) Private Limited or any of its affiliates have not independently verified all the information given in this Note and expressly disclaim all liability for any errors and/or omissions, representations or warranties, expressed or implied as contained in this Note. The user assumes the entire risk of any use made of this information. Elara Securities (India) Private Limited or any of its affiliates, 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 Note. Each of these entities functions as a separate, distinct and independent of each other. This Note is strictly confidential and is being furnished to you solely for your information. This Note should not be reproduced or redistributed or passed on directly or indirectly in any form to any other person or published, copied, in whole or in part, for any purpose. This Note 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 Elara Securities (India) Private Limited or any of its affiliates to any registration or licensing requirements within such jurisdiction. The distribution of this document in certain jurisdictions may be restricted by law, and persons in whose possession this document comes. should inform themselves about and observe, any such restrictions. Upon request, the Recipient will promptly return all material received from the company and/or the Advisors without retaining any copies thereof. The Information given in this document is as of the date of this report and there can be no assurance that future results or events will be consistent with this information. This Information is subject to change without any prior notice. Elara Securities (India) Private Limited or any of its affiliates reserves the right to make modifications and alterations to this statement as may be required from time to time. However, Elara Securities (India) Private Limited is under no obligation to update or keep the information current. Neither Elara Securities (India) Private Limited nor any of its affiliates, group companies, directors, employees, agents or representatives shall be liable for any damages whether direct, indirect, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. This Note should not be deemed an indication of the state of affairs of the company nor shall it constitute an indication that there has been no change in the business or state of affairs of the company since the date of publication of this Note. The disclosures of interest statements incorporated in this document are provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. Elara Securities (India) Private Limited generally prohibits its analysts, persons reporting to analysts and their family members from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover. The analyst for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

Any clarifications / queries on the proposal as well as any future communication regarding the proposal should be addressed to Elara Securities (India) Private Limited. It is important to note that any dispute with respect to this research report, would not have access to stock exchange investor redressal forum or arbitration mechanism.

Elara Securities (India) Private Limited was incorporated in July 2007 as a subsidiary of Elara Capital (India) Private Limited.

Elara Securities (India) Private Limited is a SEBI registered Stock Broker in the Capital Market and Futures & Options Segments of National Stock Exchange of India Limited [NSE], in the Capital Market Segment of BSE Limited [BSE] and a Depository Participant registered with Central Depository Services (India) Limited [CDSL].

Elara Securities (India) Private Limited's business, amongst other things, is to undertake all associated activities relating to its broking business.

The activities of Elara Securities (India) Private Limited were neither suspended nor has it defaulted with any stock exchange authority with whom it is registered in last five years. However, during the routine course of inspection and based on observations, the exchanges have issued advise letters or levied minor penalties on Elara Securities (India) Private Limited for minor operational deviations in certain cases. Elara Securities (India) Private Limited has not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has the certificate of registration been cancelled by SEBI at any point of time.

Elara Securities (India) Private Limited offers research services primarily to institutional investors and their employees, directors, fund managers, advisors who are registered or proposed to be registered.

Details of Associates of Elara Securities (India) Private Limited are available on group company website www.elaracapital.com

Elara Securities (India) Private Limited is maintaining arms-length relationship with its associate entities.

Research Analyst or his/her relative(s) may have financial interest in the subject company. Elara Securities (India) Private Limited does not have any financial interest in the subject company, whereas its associate entities may have financial interest. Research Analyst or his/her relative does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. Elara Securities (India) Private Limited does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the subject company at the end of the month immediately preceding the date of publication of Research Report. Associate entities of Elara Securities (India) Private Limited may have actual/beneficial ownership of 1% or more securities (India) Private Limited may have actual/beneficial ownership of 1% or more securities (India) Private Limited may have actual/beneficial ownership of 1% or more securities (India) Private Limited may have actual/beneficial ownership of 1% or more securities (India) Private Limited may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. Associate entities of Elara Securities (India) Private Limited may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. Research Analyst or his/her relative or Elara Securities (India) Private Limited or its associate entities does not have any other material conflict of interest at the time of publication of the Research Report.

Research Analyst or his/her relative(s) has not served as an officer, director or employee of the subject company.

Research analyst or Elara Securities (India) Private Limited have not received any compensation from the subject company in the past twelve months. Associate entities of Elara Securities (India) Private Limited may have received compensation from the subject company in the past twelve months. Research analyst or Elara Securities (India) Private Limited or its associate entities have not managed or co-managed public offering of securities for the subject company in the past twelve months. Research analyst or Elara Securities (India) Private Limited or its associate entities do recommanged or co-managed public offering of securities for the subject company in the past twelve months. Research analyst or Elara Securities (India) Private Limited or its associate shave not received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months. Research analyst or Elara Securities (India) Private Limited or its associate entities may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company or third party in connection with the Research Report in the past twelve months.

Disclaimer & Standard warning

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

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



Disclaimer for non U.S. Investors

The information contained in this note is of a general nature and is not intended to address the circumstances of any particular individual or entity. Although we endeavor to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act on such information without appropriate professional advice after a thorough examination of the particular situation.

Disclosures for U.S. Investors

The research analyst did not receive compensation from CreditAccess Grameen Limited.

Elara Capital Inc.'s affiliate did not manage an offering for CreditAccess Grameen Limited.

Elara Capital Inc.'s affiliate did not receive compensation from CreditAccess Grameen Limited in the last 12 months.

Elara Capital Inc.'s affiliate does not expect to receive compensation from CreditAccess Grameen Limited in the next 3 months.

Disclaimer for U.S. Investors

This material is based upon information that we consider to be reliable, but Elara Capital Inc. does not warrant its completeness, accuracy or adequacy and it should not be relied upon as such.

This material is not intended as an offer or solicitation for the purchase or sale of any security or other financial instrument. Securities, financial instruments or strategies mentioned herein may not be suitable for all investors. Any opinions expressed herein are given in good faith, are subject to change without notice, and are only correct as of the stated date of their issue. Prices, values or income from any securities or investments mentioned in this report may fall against the interests of the investor and the investor may get back less than the amount invested. Where an investment is described as being likely to yield income, please note that the amount of income that the investor will receive from such an investment may fluctuate. Where an investment or security is denominated in a different currency to the investor's currency of reference, changes in rates of exchange may have an adverse effect on the value, price or income of or from that investment to the investor. The information contained in this report does not constitute advice on the tax consequences of making any particular investment decision. This material does not take into account your particular investment objectives, financial situations or needs and is not intended as a recommendation of particular securities, financial instruments or sources and, if necessary, seek professional advice.

Certain statements in this report, including any financial projections, may constitute "forward-looking statements." These "forward-looking statements" are not guarantees of future performance and are based on numerous current assumptions that are subject to significant uncertainties and contingencies. Actual future performance could differ materially from these "forward-looking statements" and financial information.



Elara Securities (India) Private Limited

India		Europe	VSA AZU	Asia / Pacific	
Elara Securities (India) Pv	t. Ltd.	Elara Capital Plc.		Elara Capital (Asia) Pte.Ltd.	
One International Center				One Marina Boulevard,	
Senapati Bapat Marg, El				evel 20.	
Mumbai – 400 013, India		London, NW1 6JZ, United Kingdom		Singapore 018989	
Tel : +91 22 6164 8500		Tel : +44 20 7486 9733		el : +65 6978 4047	
laran dea Kuman	Managing Dire	eter	haven dra lu mar@elarasaeital.com	+91 22 6164 857	
larendra Kumar Sales	Managing Dire	2010	harendra.kumar@elaracapital.com	±91 ZZ 0104 857	
shok Agarwal	India		ashok.agarwal@elaracapital.com	+91 22 6164 855	
litesh Danak	India		hitesh.danak@elaracapital.com	+91 22 6164 854	
aran Rathod	India		karan.rathod@elaracapital.com	+91 22 6164 85	
ekha Nahar	India		lekha.nahar@elaracapital.com	+91 22 6164 85	
rashin Lalvani	India		prashin.lalvani@elaracapital.com	+91 22 6164 85	
hraddha Shrikhande	India		shraddha.shrikhande@elaracapital.com	+91 22 6164 85	
udhanshu Rajpal	India		sudhanshu.rajpal@elaracapital.com	+91 22 6164 85	
oshua Saldanha	Asia		joshua.saldanha@elaracapital.com	+91 22 6164 85	
nita Nazareth		ess, Conference & Events	anita.nazareth@elaracapital.com	+91 22 6164 85	
na D'souza	Corporate Acc		tina.dsouza@elaracapital.com	+91 22 6164 85	
Quantitative, Alternatives, S			tha.usouzae claracapital.com	17122010105	
unil Jain	Quantitative &		sunil.jain@elaracapital.com	+91 22 6164 85	
andish Patel	Quantitative &			+91 22 6164 85	
iren Mehta			nandish.patel@elaracapital.com biren.mehta@elaracapital.com	+91 22 6164 85	
	Head - Sales Tra India	auny	kalpesh.parekh@ElaraCapital.com	+91 22 6164 85	
alpesh Parekh Japoj Murarka					
lanoj Murarka pil Powar	India		manoj.murarka@elaracapital.com	+91 22 6164 85	
nil Pawar	India		anil.pawar@elaracapital.com	+91 22 6164 85	
lilesh Chheda	India		nilesh.chheda@elaracapital.com	+91 22 6164 85	
lupur Barve	India		nupur.barve@elaracapital.com	+91 22 6164 85	
Research					
)r Bino Pathiparampil		Healthcare, Pharmaceuticals, Strategy	bino.pathiparampil@elaracapital.con		
mit Purohit	Analyst	Building Materials, FMCG, Paints	amit.purohit@elaracapital.com	+91 22 6164 8594	
nkita Shah	Analyst	Infrastructure, Ports & Logistics, Industrials	ankita.shah@elaracapital.com	+91 22 6164 8516	
iju Samuel	Analyst	Quantitative & Alternate Strategy	biju.samuel@elaracapital.com	+91 22 6164 8505	
iagan Dixit	Analyst	Aviation, Chemicals, Oil & Gas	gagan.dixit@elaracapital.com	+91 22 6164 8504	
iarima Kapoor	Economist		garima.kapoor@elaracapital.com	+91 22 6164 8527	
larshit Kapadia	Analyst	Capital Goods, Consumer Electronics	harshit.kapadia@elaracapital.com	+91 22 6164 8542	
ay Kale, CFA	Analyst	Auto & Auto Ancillaries	jay.kale@elaracapital.com	+91 22 6164 8507	
aran Taurani	Analyst	Media & Entertainment, Alcobev, QSR, Interne	t karan.taurani@elaracapital.com	+91 22 6164 8513	
rakhar Agarwal	Analyst	Banking & Financials	prakhar.agarwal@elaracapital.com	+91 22 6164 8502	
rashant Biyani	Analyst	Agrochemicals, Fertilisers, Hotels, Sugar	prashant.biyani@elaracapital.com	+91 22 6164 8581	
rerna Jhunjhunwala	Analyst	Textiles, Retail	prerna.jhunjhunwala@elaracapital.co	om +91 22 6164 8519	
avi Sodah	Analyst	Cement, Metals & Mining	ravi.sodah@elaracapital.com	+91 22 6164 8517	
upesh Sankhe	Analyst	Utilities, Renewables, Capital Goods, Real Estat		+91 22 6164 8518	
hweta Daptardar	Analyst	Diversified Financials, Non Lending Financials	shweta.daptardar@elaracapital.com	+91 22 6164 8559	
aurabh Mitra	Sr. Associate	Cement, Metals & Mining	saurabh.mitra@elaracapital.com	+91 22 6164 8546	
ditya Jaiswal	Associate	Strategy	aditya.jaiswal@elaracapital.com	+91 22 4204 8683	
mogh Deshpande	Associate	Aviation, Chemicals, Oil & Gas	amogh.deshpande@elaracapital.com		
havi Shah	Associate	Cement, Metals & Mining	bhavi.shah@elaracapital.com	+91 22 6164 8521	
evarshi Raj	Associate	Diversified Financials, Non Lending Financials	devarshi.raj@elaracapital.com	+91 22 6164 8500	
inyan Thaker	Associate	Textiles, Retail	gnyan.thaker@elaracapital.com	+91 22 6164 8500	
nesh Kothari	Associate	Infrastructure, Ports & Logistics	jinesh.kothari@elaracapital.com	+91 22 6164 8500	
artik Solanki	Associate	Banking & Financials	kartik.solanki@elaracapital.com	+91 22 4204 8604	
ashish Thakur	Associate	Healthcare, Pharmaceuticals	kashish.thakur@elaracapital.com	+91 22 4204 8569	
eval Shah	Associate		keval.shah@elaracapital.com	+91 22 6164 8569	
lihir Vora	Associate	Strategy			
		Auto & Auto Ancillaries	mihir.vora@elaracapital.com mudit.kabra@elaracapital.com	+91 22 6164 8500	
ludit Kabra Iomich Sundar	Associate	Capital Goods, Consumer Electronics		+91 22 4204 8611	
lemish Sundar	Associate	Capital Goods, Consumer Electronics	nemish.sundar@elaracapital.com	+91 22 4204 8683	
lishant Chowhan, CFA	Associate	Auto & Auto Ancillaries	nishant.chowhan@elaracapital.com	+91 22 4204 8667	
alak Shah	Associate	Banking & Financials	palak.shah@elaracapital.com	+91 22 4204 8682	
agini Pande	Associate	Utilities, Renewables	ragini.pande@elaracapital.com	+91 22 6164 8500	
ohit Harlikar	Associate	Building Materials, FMCG, Paints	rohit.harlikar@elaracapital.com	+91 22 6164 8562	
ounak Ray	Associate	Media & Entertainment, Alcobev, QSR, Interne		+91 22 4204 8684	
unit Kapoor	Associate	Healthcare, Pharmaceuticals	runit.kapoor@elaracapital.com	+91 22 6164 8500	
nweta Roy	Associate	Economics	shweta.roy@elaracapital.com	+91 22 6164 8500	
ubhankar Sanyal	Associate	Economics	subhankar.sanyal@elaracapital.com	+91 22 4204 8688	
anvi Tambat	Associate	Real Estate	tanvi.tambat@elaracapital.com	+91 22 6164 8537	
ljwal Wadighare	Associate	Agrochemicals, Fertilisers, Hotels, Sugar	ujwal.wadighare@elaracapital.com	+91 22 4204 8684	
ïdhi Puj	Associate	Building Materials, FMCG, Paints	vidhi.puj@elaracapital.com	+91 22 4204 8692	
/inayak Patil	Database		vinayak.patil@elaracapital.com	+91 22 6164 8510	
riyanka Sheth	Editor		priyanka.sheth@elaracapital.com	+91 22 6164 8568	
rakriti Singh	Editor		prakriti.singh@elaracapital.com	+91 22 6164 8500	
iurunath Parab	Production		gurunath.parab@elaracapital.com	+91 22 6164 8515	
nesh Bhansali	Production		jinesh.bhansali@elaracapital.com	+91 22 6164 8537	

Access our reports on Bloomberg: Type RESP ESEC <GO>

Also available on Thomson & Reuters

Elara Securities (India) Private Limited

Elara Securities (India) Private Limited Registered Office Address: One International Center, Tower 3, 21st Floor, Senapati Bapat Marg, Elphinstone Road (West) Mumbai – 400 013, India Tel : +91 22 6164 8500 CIN: U74992MH2007PTC172297 | SEBI Research Analyst Registration No.: INH000000933 Member of BSE Limited and National Stock Exchange of India Limited | SEBI REGN. NO.: INZ 000 238236 Member of Central Depository Services (India) Limited | SEBI REGN. NO.: INZ-970-2018 Investor Grievance Email ID: investor.grievances@elaracapital.com - Tel. +91 22 6164 8509 Compliance Officer: Mr. Anand Rao - Email ID: anand.rao@elaracapial.com