8 November 2026
2QFY27 Results Update | Sector: Financials

Repco Home Finance

Estimate change	⟷
TP change	⟷
Rating change	⟷

Bloomberg	REPCO IN
Equity Shares (m)	63
M.Cap.(INRb)/(USDb)	20.7 / 0.2
52-Week Range (INR)	456 / 294
1, 6, 12 Rel. Per (%)	-8/-21/-22
12M Avg Val (INR M)	54
Free float (%)	62.9

Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
NII	7.7	8.4	9.3
PPP	5.5	6.2	7.0
PAT	4.5	4.8	5.1
EPS (INR)	72.4	76.0	81.9
EPS Gr. (%)	1	5	8
BV/Sh. (INR)	624	695	772
Ratios			
NIM (%)	5.1	5.1	5.0
C/I ratio (%)	31.8	30.1	29.0
RoAA (%)	2.9	2.8	2.7
RoE (%)	12.2	11.5	11.2
Payout (%)	4.1	6.2	6.2
Valuation			
P/E (x)	4.6	4.4	4.1
P/BV (x)	0.5	0.5	0.4
P/ABV (x)	0.5	0.5	0.4
Div. Yield (%)	0.9	1.4	1.5

Shareholding pattern (%)

As On	Sep-26	Jun-26	Sep-25
Promoter	37.1	37.1	37.1
DII	26.3	26.1	22.7
FII	11.1	12.4	11.9
Others	25.4	24.4	28.3

FII Includes depository receipts

CMP: INR332 **TP: INR375 (+13%)** **Neutral**

Operational transformation sets stage for better business momentum

NIM stable QoQ; asset quality improvement gaining traction

- Repco Home Finance's (Repco) 2QFY27 PAT grew 8% YoY to INR1.2b (in line). NII in 2QFY27 grew ~9% YoY to ~INR2.1b (in line). Other income grew ~16% YoY to INR143m (vs est. of INR130m; ~10% beat). Opex rose ~18% YoY to INR709m (~13% higher than est.).
- PPOP grew ~6% YoY to INR1.5b (~5% miss). Provisions stood at ~INR4m, translating into annualized credit costs of ~1bp (PY: -4bp and PQ: 24bp).
- Repco shared that it targets disbursements of INR13-13.5b in 3QFY27 and INR16.5-17b in 4QFY27. The aspiration for stronger business momentum is underpinned by organizational verticalization into dedicated sales, credit, operations, and collections teams, enabling sharper accountability and focused execution.
- On the sourcing front, an expanded DST network, a developing DSA channel, the connector model, and revised incentives are expected to improve sourcing productivity. A revamped technology platform and mobile applications for sourcing executives should further enhance TAT and operational efficiency.
- We believe Repco's investments in strengthening its sourcing capabilities, organizational structure, and recovery mechanisms have laid the foundation for a gradual pick-up in loan growth. While improved disbursement momentum and asset quality trends are encouraging, the ability to sustain better loan growth without compromising asset quality and manage yield pressures (to retain better quality customers) will remain key monitorables.
- We model a loan/PAT CAGR of ~12%/6% over FY26-FY28E with an RoA/RoE of 2.7%/11% in FY28E. **Reiterate our Neutral rating** on the stock with a TP of INR375 (based on 0.5x Sep'28E BVPS).

Disbursement momentum expected to now accelerate

- Disbursements grew ~13% YoY and ~43% QoQ to INR12.1b in 2QFY27. Loan book grew ~9% YoY/2.7% QoQ to ~INR164b. Repayment rates declined ~50bp YoY to ~19.3% (PY: ~19.8% and PQ: 18.5%).
- As of Sep'26, loans to the non-salaried segment accounted for ~54% of the outstanding loan book and loans for salaried segment accounted for ~46%. Housing loans accounted for 71% of the loans, while Home Equity accounted for 29% of loan book.
- Repco plans to add 12-13 branches, largely outside Tamil Nadu, to deepen its presence in non-core markets. With employee organizational realignments largely completed and branch-level execution improving, management expects these investments to translate into stronger business generation and higher disbursements, while dedicated recovery mechanisms support disciplined growth and portfolio quality. We expect Repco to deliver a loan CAGR of ~12% for FY26-28.

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Investors are advised to refer through important disclosures made at the last page of the Research Report.
Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Stable spreads; pricing concessions provided to borrowers to curb BT-outs

- Reported yields in 2QFY27 were stable QoQ at ~11.7% and the CoB was also stable QoQ at ~8.3%. This lead to spreads also remaining stable QoQ at ~3.4%. Reported NIM was flat QoQ at 5.4%.
- Going forward, Repco expects to maintain spreads of ~3.25-3.30%, although sustaining margins could be challenging amid rising borrowing costs and pricing concessions to selective existing customers for retention purposes. The company anticipates a 10-15bp increase in its cost of funds following the recent ~25bp increase in Repo rate, with the impact expected to be passed on to borrowers with a lag of around one quarter. We expect Repco to deliver NIMs of 5.1%/5.0% for FY27E/FY28.

Asset quality improves further; Repco confident of ~2% GNPA by end-FY27

- GS3 declined ~30bp QoQ to ~2.4%, while NS3 declined ~40bp QoQ to ~0.8%. PCR on S3 loans spiked ~12pp QoQ to ~66%. Stage 2 assets declined ~20bp QoQ to ~7% as of Sep'26.
- For the book originated from Apr'22 onwards, GS2 stood at 4.3% (vs 7% for the overall book) and GS3 stood at 1.1% (vs 2.4% for the overall book).
- Repco expects GNPA to decline to ~2% by end-FY27 (from ~2.4% as of Sep'26), supported by dedicated recovery teams, clearly defined collection targets, and property sales to accelerate the resolution of stressed accounts. These initiatives have already driven a reduction in Stage 2 assets and NPAs. Further, its predominantly urban portfolio, concentrated in Tier 1 and Tier 2 cities, limits exposure to drought-related risks, while improving disbursements in Karnataka without any meaningful asset quality stress provide additional comfort. We expect credit costs to stay benign at ~4bp/20bp in FY27/FY28.

Highlights from management commentary

- The ATS of incremental disbursements stood at INR2.3-2.5m, compared to an overall portfolio ticket size of ~INR1.4m.
- The average yield on housing loans stood at ~11.1%, while non-housing loans generated a higher yield of ~13.3%. Salaried customers carry an average yield of ~11.25%, compared with ~12.1% for non-salaried borrowers.

Valuation and view

- Repco's 2QFY27 performance reflects the gradual benefits of its operational restructuring, with improved sourcing and recovery mechanisms expected to support business momentum in the coming quarters. Disbursements are expected to accelerate, supported by stabilization of the sales team and expansion of sourcing channels. While asset quality has improved, sustaining this improvement alongside faster growth will remain a key monitorable. Further, the ability to maintain spreads amid higher funding costs will be critical.
- We model a loan/PAT CAGR of ~12%/6% over FY26-FY28E with an RoA/RoE of 2.7%/11% in FY28E. Reiterate our Neutral rating on the stock with a TP of INR375 (based on 0.5x Sep'28E BVPS).

Quarterly performance (INR M)

Y/E March	FY26				FY27E				FY26	FY27E	2Q FY27E	Act v/s est(%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Interest Income	4,257	4,334	4,453	4,441	4,569	4,673	4,830	5,037	17,501	19,108	4,633	1
Interest Expenses	2,441	2,444	2,489	2,468	2,513	2,610	2,730	2,851	9,842	10,704	2,561	2
Net Income	**1,816**	**1,890**	**1,964**	**1,974**	**2,056**	**2,063**	**2,100**	**2,186**	**7,660**	**8,404**	**2,073**	**0**
YoY Growth (%)	8.3	14.2	10.2	15.5	13.2	9.1	6.9	10.8	9.0	9.7	9.7	
Other income	150	123	118	100	110	143	135	135	476	523	130	10
Total Income	**1,966**	**2,013**	**2,082**	**2,074**	**2,166**	**2,205**	**2,235**	**2,322**	**8,135**	**8,928**	**2,203**	**0**
YoY Growth (%)	7.3	6.8	5.3	9.6	10.2	9.6	7.3	11.9	8.6	9.7	9.4	
Operating Expenses	530	603	748	704	592	709	688	700	2,585	2,690	627	13
YoY Growth (%)	17.2	16.7	39.9	20.6	11.7	17.6	-8.0	-0.6	23.8	4.0	4.0	
Operating Profits	**1,436**	**1,410**	**1,334**	**1,370**	**1,574**	**1,496**	**1,547**	**1,621**	**5,550**	**6,238**	**1,575**	**-5**
YoY Growth (%)	4.1	3.1	-7.6	4.7	9.6	6.1	15.9	18.4	2.7	12.4	11.7	
Provisions	-27	-15	-156	-114	97	4	-30	-5	-311	66	30	-87
Profit before Tax	**1,463**	**1,424**	**1,490**	**1,483**	**1,477**	**1,492**	**1,577**	**1,626**	**5,860**	**6,173**	**1,545**	**-3**
Tax Provisions	384	355	402	192	336	334	386	364	1,333	1,420	389	-14
Profit after tax	**1,080**	**1,069**	**1,088**	**1,291**	**1,142**	**1,159**	**1,190**	**1,262**	**4,528**	**4,753**	**1,156**	**0**
YoY Growth (%)	2.4	-5.0	2.1	12.3	5.7	8.3	9.4	-2.2	0.8	5.0	8.1	
Loan growth (%)	7.2	7.7	8.8	9.6	8.9	9.3	9.9	10.9	10.6	11.4	9.3	
Cost to Income Ratio (%)	26.9	30.0	35.9	34.0	27.3	32.2	30.8	30.2	31.8	30.1	28.5	
Tax Rate (%)	26.2	24.9	27.0	12.9	22.7	22.4	24.5	22.4	22.7	23.0	25.2	
Key Parameters (%)						1.2						
Yield on loans (Cal)	11.7	11.7	11.7	11.4	11.5	11.5	11.6	11.7	11.8	11.6		
Cost of funds (Cal)	8.8	8.7	8.6	8.2	8.3	8.4	8.5	8.6	8.4	8.3		
Spreads (Cal)	2.9	3.0	3.1	3.1	3.2	3.1	3.1	3.1	3.4	3.3		
NIMs (Reported)	5.4	5.5	5.6	5.5	5.4	5.4	0.0	0.0	5.1	5.1		
Credit Cost	-0.07	-0.04	-0.41	-0.29	0.24	0.01	-0.07	-0.01	-0.2	0.0		
Cost to Income Ratio	26.9	30.0	35.9	34.0	27.3	32.2	30.8	30.2	31.8	30.1		
Tax Rate	26.2	24.9	27.0	12.9	22.7	22.4	24.5	22.4	22.7	23.0		
Balance Sheet												
AUM (INR B)	146.9	150.3	153.9	158.8	159.9	164.3	169.2	176.1	158.8	176.1		
Change YoY (%)	7.2	7.7	8.8	9.6	8.9	9.3	9.9	10.9	9.6	10.9		
AUM Mix (%)												
Non-Salaried	52.3	53.0	53.0	53.0	53.5	53.6			51.3	51.4		
Salaried	47.7	47.0	47.0	47.0	46.5	46.4			48.7	48.6		
AUM Mix (%)												
Home loans	72.4	71.0	71.0	71.0	70.8	71.0			71.0	70.0		
LAP	27.6	29.0	29.0	29.0	29.2	29.2			29.0	30.0		
Disbursements (INR B)	8.3	10.7	10.6	11.9	8.4	12.1			41.5	47.4		
Change YoY (%)	21.8	23.3	39.8	21.6	1.7	12.7			26.3	14.2		
Borrowings (INR B)	110.7	115.0	117.7	122.2	120.8	128.1			122.1	135.9		
Change YoY (%)	1.5	0.3	6.2	9.6	9.1	11.4			9.6	11.3		
Loans/Borrowings (%)	132.6	130.8	130.8	130.0	132.4	128.2			130.1	129.6		
Borrowings Mix (%)												
Banks	82.1	84.8	84.1	85.5	86.7	85.6			77.7	79.2		
NHB	8.4	7.0	7.0	6.2	6.2	7.2			12.0	10.8		
Repco Bank	8.2	7.0	6.9	5.4	4.8	4.5			10.3	10.0		
NCD	0.0	0.0	0.0	1.0	1.0	1.0						
CP	1.3	1.2	1.2	1.2	0.6	0.6						
Asset Quality												
GS 3 (INR B)	4.9	4.8	4.5	4.1	4.3	4.0			4.1	3.7		
Gross Stage 3 (% on Assets)	3.30	3.16	2.92	2.55	2.67	2.42			2.6	2.1		
NS 3 (INR B)	1.72	2.25	2.13	1.82	1.94	1.35			1.8	1.4		
Net Stage 3 (% on Assets)	1.20	1.5	1.42	1.17	1.24	0.8			1.2	0.8		
PCR (%)	64.7	52.5	52.7	55.1	54.6	66.1			55.1	63.0		
Return Ratios (%)												
ROA (Rep)	2.9	2.9	2.9	3.4	2.9	2.9			2.9	2.8		
ROE (Rep)	14.0	13.5	13.3	14.9	12.7	12.6			12.2	11.5		

E: MOFSL Estimates



Highlights from the management commentary

Guidance

- Repco expects disbursements to reach INR13-13.5b in 3QFY27 and INR16.5-17b in 4QFY27, supported by improved sourcing channels, stronger branch productivity, and stabilization of the sales team.
- The company targets to bring down GNPA from the current level of ~2.4% to below 2% by the end of FY27, supported by focused recovery efforts and improved collection efficiency.
- Going forward, the key priorities will be to accelerate disbursements while maintaining asset quality, diversify the liability profile, increase NHB refinancing to lower the cost of funds, and improve operating efficiency.
- The company expects its spread to remain stable at ~3.25-3.3%, although maintaining this could be challenging due to customer concessions and higher borrowing costs.
- The company anticipates a ~10-15bp increase in the cost of funds (after ~25bp rate hike) and intends to pass on the higher borrowing costs to borrowers with a lag of ~1 quarter.

Business updates and opening remarks

- Repco has largely completed the groundwork required to strengthen its business, with improvements across technology, organizational structure, sourcing channels, and recovery processes. The focus has now shifted toward accelerating growth and increasing disbursements.
- The company has undertaken significant organizational changes, introducing dedicated verticals for sales, recovery and collections, operations, and credit. This has improved accountability, eliminated overlapping responsibilities, and enabled greater focus on individual business functions.
- The transfer and promotion exercise undertaken in 1QFY27 temporarily affected disbursements during the June quarter. However, the employees have now settled into their respective roles, and business generation and disbursements have started improving.
- The company has strengthened its sourcing capabilities by expanding its DST, developing the DSA channel and introducing a connector model. The revised incentive structure also includes specific incentives to improve sourcing productivity.
- The company currently operates 242 branches across the country and plans to add another 12-13 branches, with a majority of the additions expected in non-Tamil Nadu markets.
- The ATS of incremental disbursements stands at INR2.3-2.5m, compared with an overall portfolio ticket size of around INR1.4m.
- Tamil Nadu accounts for ~57% of the overall portfolio, with the remaining 43% coming from non-Tamil Nadu markets. The company has undertaken several initiatives to improve its geographical diversification and expects these efforts to yield results.
- The company has not witnessed any asset quality stress in Karnataka and has seen an improvement in disbursement momentum in the state.

Asset quality and collections

- Repco has introduced a dedicated recovery and collections vertical with clearly defined responsibilities and targets to improve collection efficiency and reduce NPAs.
- The company has strengthened its recovery teams and undertaken several initiatives to improve property sales and recoveries from stressed accounts.
- These measures have started yielding results, with reductions in Stage 2 assets and NPAs. The company expects recovery performance to improve further in the coming quarters. The company remains focused on maintaining asset quality while accelerating growth and does not intend to dilute its credit standards to achieve higher disbursements.
- The majority of the loan portfolio is concentrated in urban areas, Tier 1 and Tier 2 cities. Accordingly, the company does not expect drought conditions to have any meaningful impact on portfolio quality.

Liabilities and cost of funds

- The overall cost of borrowings stood at 8.35%, with ~86% of funding sourced from banks. The borrowing base is diversified across 19-20 banks, reducing dependence on any single lender.
- NHB refinancing accounts for ~7.2% of total borrowings. For FY27, NHB has sanctioned a refinancing facility of INR6b, of which INR1b was utilized in 1QFY27 and INR1.25b in 2QFY27. The remaining amount will be drawn based on funding requirements.
- The company intends to increase its reliance on NHB refinancing and diversify its liability profile to optimize borrowing costs.
- Almost the entire borrowing portfolio carries floating interest rates, except for a small portion of borrowings availed under a special NHB scheme.

Yields, pricing and margins

- The average yield on housing loans stood at ~11.1%, while non-housing loans generated a higher yield of ~13.3%. Salaried customers carry an average yield of ~11.25%, compared with ~12.1% for non-salaried borrowers.
- The entire loan portfolio carries floating interest rates and is subject to repricing every three months, with a corresponding three-month time lag for passing on interest rate changes to borrowers.
- Following the recent increase in interest rates, some banking partners have already raised lending rates. The company has not yet passed on the higher borrowing costs to customers and will decide on the quantum of repricing in the upcoming ALCO meeting. Any increase in the cost of funds is expected to be passed on to borrowers with a lag of ~1 quarter.
- The company is selectively offering concessions to existing customers with a good repayment track record of at least two years to retain quality borrowers and arrest BT-outs. While these concessions could exert some pressure on spreads, the company expects them to remain around 3.25-3.30%.

Operating expenses and employee costs

- The increase in employee expenses was partly attributable to incentive payouts for the June quarter, as disbursements had fallen short of the internal target of

~INR10b. The incentives were subsequently paid along with the September quarter payout, recognizing employees' efforts towards improving disbursements and asset quality.

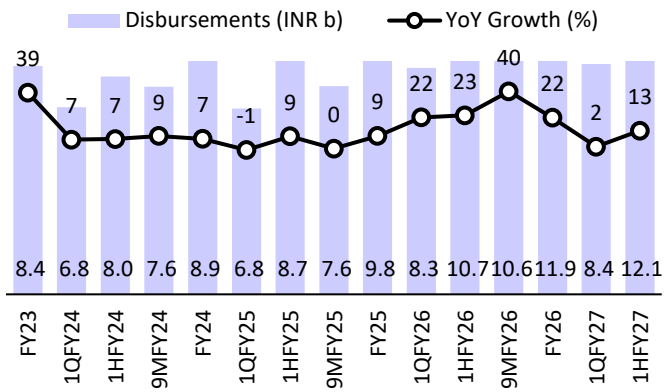
- The company has also strengthened its workforce by recruiting branch sales managers and recovery personnel to improve sourcing and collection capabilities.
- Additionally, provisions were made towards employee retirement benefits, including gratuity and leave encashment, contributing to higher employee costs.
- Administrative expenses were also impacted by higher marketing costs, particularly payouts towards the expanded DSA sourcing channel.

Technology and digital initiatives

- Repco has revamped its technology infrastructure and implemented its digitalization program in two phases. The first phase, covering core applications and mobile applications, has been completed, while the second phase involving supporting applications is underway.
- The technology platform has been integrated with external systems, including credit bureau platforms such as CIBIL, to improve TAT and operational efficiency.
- The company is increasingly leveraging technology across sourcing and processing, with plans to provide mobile applications to sourcing executives to further improve productivity and business penetration.
- The stabilization of the LMS platform and improvements in internal processes have strengthened the company's ability to compete and support higher disbursement growth.

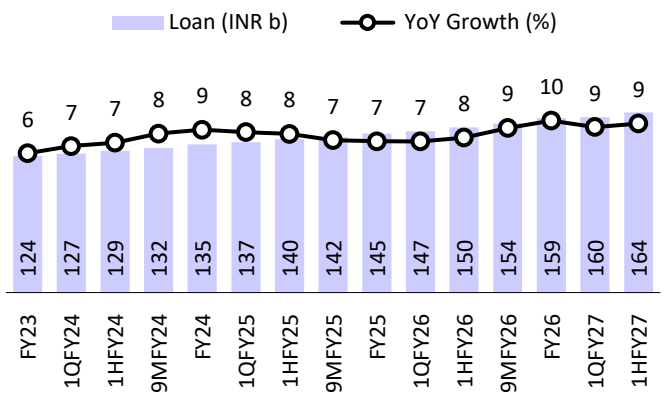
Key exhibits

Exhibit 1: Disbursements grew ~13% YoY



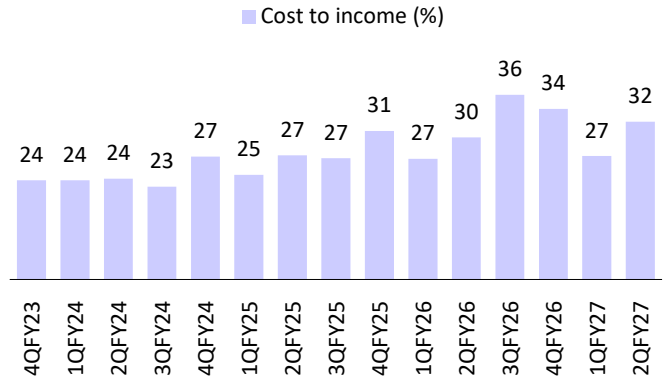
Source: MOFSL, Company

Exhibit 2: Loan book grew 9% YoY



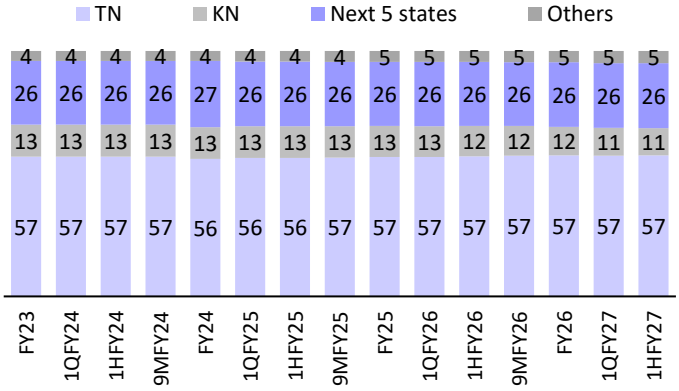
Source: MOFSL, Company;

Exhibit 3: C/I ratio increased to ~32%



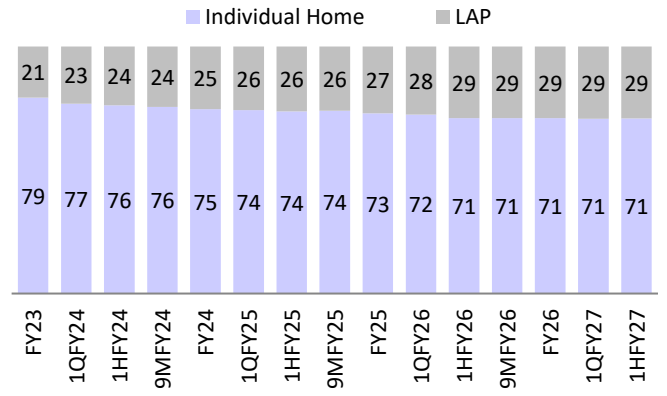
Source: MOFSL, Company

Exhibit 4: Geographical loan mix (%)



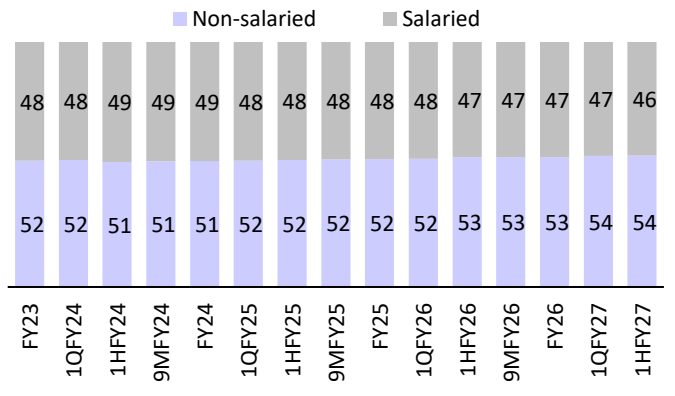
Source: MOFSL, Company

Exhibit 5: Share of home loans remains stable QoQ (%)



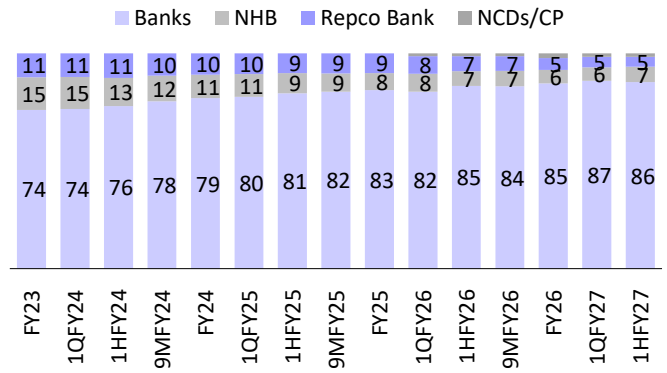
Source: MOFSL, Company

Exhibit 6: Share of salaried segment remained stable QoQ (%)



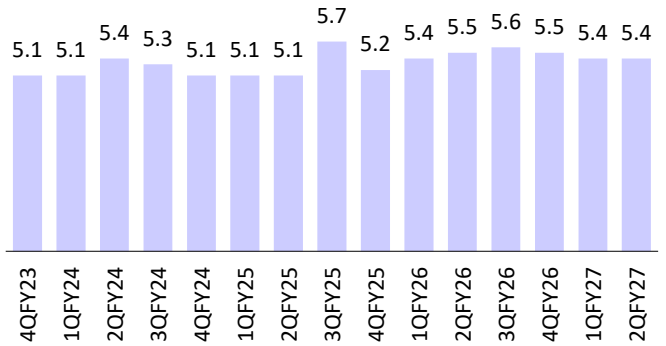
Source: MOFSL, Company

Exhibit 7: Borrowing mix (%)



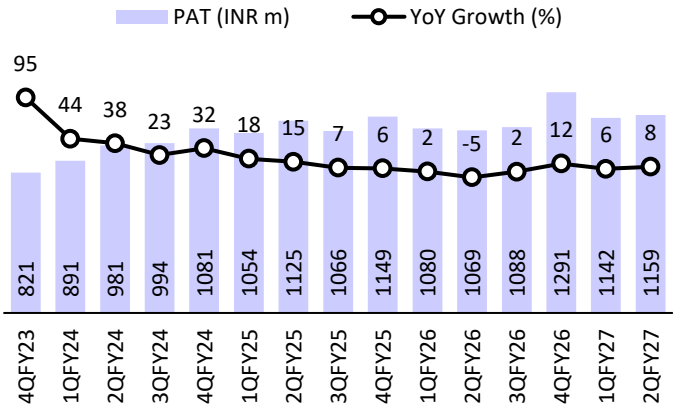
Source: MOFSL, Company

Exhibit 8: Reported NIMs remained stable QoQ (%)



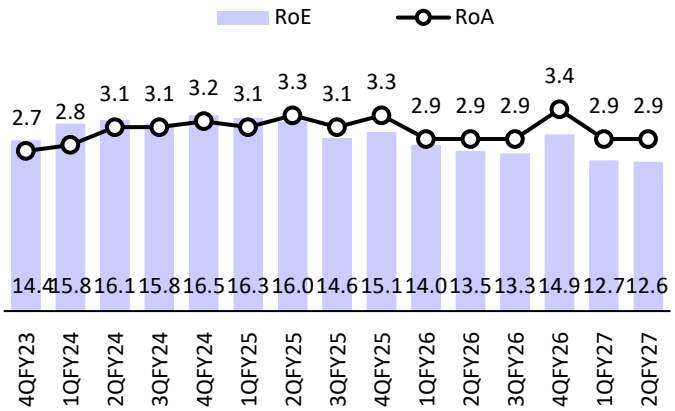
Source: MOFSL, Company

Exhibit 9: PAT grew ~8% YoY to ~INR1.16b



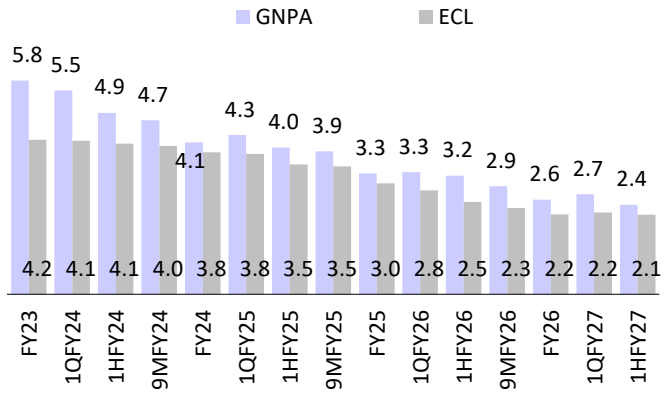
Source: MOFSL, Company

Exhibit 10: RoE/RoA trends (%)



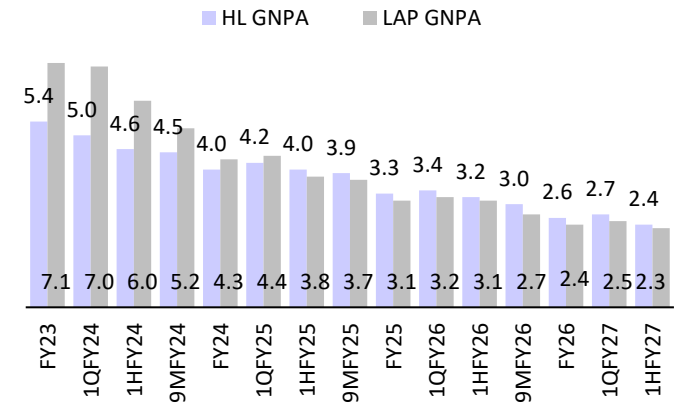
Source: MOFSL, Company

Exhibit 11: Asset quality improved ~30bp QoQ (%)



Source: MOFSL, Company

Exhibit 12: GNPA in the HL segment declined ~30bp QoQ

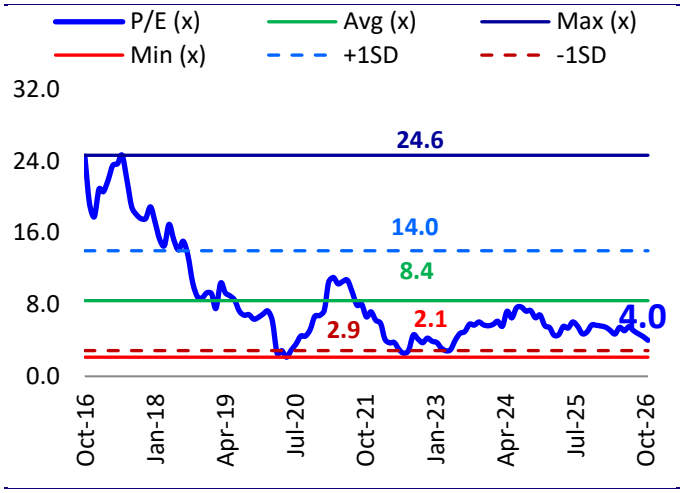


Source: MOFSL, Company;

Exhibit 13: We keep our FY27/FY28 estimates largely unchanged

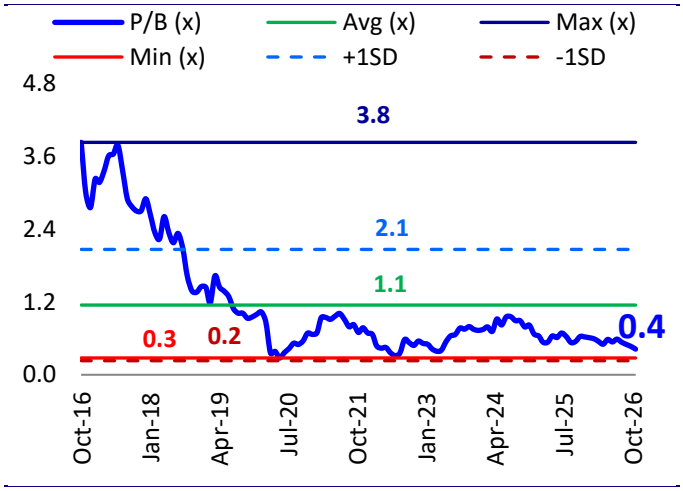
INR b	Old Est.		New Est.		Change	
	FY27E	FY28E	FY27E	FY28E	FY27E	FY28E
NII	8.4	9.3	8.4	9.3	0.0	0.4
Other Income	0.5	0.6	0.5	0.6	0.0	0.0
Total Income	**8.9**	**9.9**	**8.9**	**9.9**	**0.0**	**0.4**
Operating Expenses	2.6	2.8	2.7	2.9	3.0	2.5
Operating Profits	**6.3**	**7.1**	**6.2**	**7.0**	**-1.2**	**-0.4**
Provisions	0.1	0.4	0.1	0.4	-	8.3
PBT	**6.2**	**6.7**	**6.2**	**6.7**	**-0.6**	**-0.9**
Tax	1.6	1.7	1.4	1.5	-9.2	-9.6
PAT	**4.6**	**5.0**	**4.8**	**5.1**	**2.4**	**2.0**
Loan book	173	194	174	196	0.4	0.8
NIM (%)	5.1	5.0	5.1	5.0		
Spreads (%)	3.3	3.2	3.3	3.2		
ROAA (%)	**2.7**	**2.6**	**2.8**	**2.7**		
RoAE (%)	**11.3**	**11.0**	**11.5**	**11.2**		

Exhibit 14: One-year forward P/E



Source: MOFSL, Company

Exhibit 15: One-year forward P/B



Source: MOFSL, Company

Financials and valuations

Income statement (INR M)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E	FY29E
Interest Income	13,518	12,804	12,570	14,960	16,687	17,501	19,108	21,596	24,570
Interest Expended	8,072	6,899	7,011	8,456	9,659	9,842	10,704	12,288	14,031
Net Interest Income	**5,446**	**5,905**	**5,560**	**6,504**	**7,028**	**7,660**	**8,404**	**9,308**	**10,540**
Change (%)	10.6	8.4	-5.8	17.0	8.1	9.0	9.7	10.8	13.2
Other Operating Income	404	262	421	448	462	476	523	602	674
Net Income	**5,850**	**6,166**	**5,981**	**6,952**	**7,490**	**8,135**	**8,928**	**9,910**	**11,213**
Change (%)	11.2	5.4	-3.0	16.2	7.7	8.6	9.7	11.0	13.2
Operating Expenses	1,144	1,241	1,458	1,710	2,088	2,585	2,690	2,871	3,083
Operating Income	**4,706**	**4,926**	**4,523**	**5,242**	**5,403**	**5,550**	**6,238**	**7,038**	**8,130**
Change (%)	12.1	4.7	-8.2	15.9	3.1	2.7	12.4	12.8	15.5
Provisions/write offs	808	2,331	516	-5	-376	-311	66	385	291
PBT	**3,898**	**2,595**	**4,008**	**5,247**	**5,778**	**5,860**	**6,173**	**6,654**	**7,839**
Extraordinary Items	0	0	0	0	0	0	0	0	0
PBT after EO	**3,898**	**2,595**	**4,008**	**5,247**	**5,778**	**5,860**	**6,173**	**6,654**	**7,839**
Tax	1,022	680	1,047	1,300	1,286	1,333	1,420	1,530	1,803
Tax Rate (%)	26.2	26.2	26.1	24.8	22.3	22.7	23.0	23.0	23.0
DTL on Special Reserve									
PAT	**2,876**	**1,915**	**2,961**	**3,947**	**4,492**	**4,528**	**4,753**	**5,123**	**6,036**
Change (%)	2.6	-33.4	54.6	33.3	13.8	0.8	5.0	7.8	17.8
PAT adjusted for EO	**2,876**	**1,915**	**2,961**	**3,947**	**4,492**	**4,528**	**4,753**	**5,123**	**6,036**
Change (%)	2.6	-33.4	54.6	33.3	13.8	0.8	5.0	7.8	17.8
Proposed Dividend	156	157	169	188	250	188	295	317	374

Balance sheet

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E	FY29E
Capital	626	626	626	626	626	626	626	626	626
Reserves & Surplus	19,967	21,730	24,536	28,314	34,443	38,423	42,882	47,688	53,350
Net Worth	**20,593**	**22,356**	**25,162**	**28,940**	**35,069**	**39,049**	**43,507**	**48,313**	**53,976**
Loans from Banks	0	0	0	0	0	0	0	0	0
Bonds/Debentures	0	0	0	0	0	0	0	0	0
Borrowings	1,01,974	96,920	99,241	1,07,010	1,11,391	1,22,060	1,35,864	1,53,262	1,73,038
Borrowings	**1,01,974**	**96,920**	**99,241**	**1,07,010**	**1,11,391**	**1,22,060**	**1,35,864**	**1,53,262**	**1,73,038**
Change (%)	0.9	-5.0	2.4	7.8	4.1	9.6	11.3	12.8	12.9
Other liabilities	1,093	698	832	1,103	815	1,975	2,370	2,845	3,413
Total Liabilities	**1,23,659**	**1,19,974**	**1,25,234**	**1,37,053**	**1,47,275**	**1,63,085**	**1,81,741**	**2,04,420**	**2,30,428**
Loans	**1,18,356**	**1,12,918**	**1,19,622**	**1,30,371**	**1,41,025**	**1,56,000**	**1,73,738**	**1,95,736**	**2,20,712**
Change (%)	2.1	-4.6	5.9	9.0	8.2	10.6	11.4	12.7	12.8
Investments	**345**	**440**	**477**	**494**	**2,112**	**1,366**	**1,298**	**1,233**	**1,171**
Change (%)	7.4	27.7	8.4	3.4	328.0	-35.3	-5.0	-5.0	-5.0
Net Fixed Assets	314	353	396	576	807	999	1,199	1,438	1,726
Other assets	4,645	6,263	4,740	5,612	3,331	4,720	5,506	6,012	6,818
Total Assets	**1,23,659**	**1,19,974**	**1,25,234**	**1,37,053**	**1,47,275**	**1,63,085**	**1,81,741**	**2,04,420**	**2,30,428**

E: MOFSL Estimates

Financials and valuations

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E	FY29E
Spreads Analysis (%)									
Avg Yield on Loans	11.5	11.1	10.8	12.0	12.3	11.8	11.6	11.7	11.8
Avg. Cost of Borrowings	8.0	6.9	7.1	8.2	8.8	8.4	8.3	8.5	8.6
Interest Spread	3.6	4.1	3.6	3.7	3.3	3.2	3.2	3.1	3.1
Net Interest Margin	4.6	5.1	4.8	5.2	5.1	5.1	5.1	5.0	5.0
Profitability Ratios (%)									
RoE	15.0	8.9	12.5	14.6	14.0	12.2	11.5	11.2	11.8
RoA	2.4	1.6	2.4	3.0	3.2	2.9	2.8	2.7	2.8
Int. Expended/Int.Earned	59.7	53.9	55.8	56.5	57.9	56.2	56.0	56.9	57.1
Other Inc./Net Income	6.9	4.2	7.0	6.4	6.2	5.8	5.9	6.1	6.0
Efficiency Ratios (%)									
Op. Exps./Net Income	19.6	20.1	24.4	24.6	27.9	31.8	30.1	29.0	27.5
Empl. Cost/Op. Exps.	62.3	63.4	60.3	59.7	57.4	57.4	57.4	58.1	59.0
Asset Quality (%)									
Gross NPAs	4,485	8,198	7,187	5,516	4,729	4,050	3,738	3,912	4,107
Gross NPAs to Adv.	3.7	7.0	5.8	4.1	3.3	2.6	2.1	2.0	1.8
Net NPAs	2,714	5,587	3,621	1,919	1,910	1,820	1,383	1,486	1,643
Net NPAs to Adv.	2.3	4.9	3.0	1.5	1.4	1.2	0.8	0.8	0.7

VALUATION	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E	FY29E
Book Value (INR)	329.2	357.1	402.2	462.6	560.6	624.2	695.4	772.3	862.8
Price-BV (x)	**1.0**	**0.9**	**0.8**	**0.7**	**0.6**	**0.5**	**0.5**	**0.4**	**0.4**
EPS (INR)	46.0	30.6	47.3	63.1	71.8	72.4	76.0	81.9	96.5
EPS Growth YoY	2.6	-33.4	54.7	33.3	13.8	0.8	5.0	7.8	17.8
Price-Earnings (x)	**7.2**	**10.8**	**7.0**	**5.2**	**4.6**	**4.6**	**4.4**	**4.0**	**3.4**
Dividend per share (INR)	2.5	2.5	2.7	3.0	4.0	3.0	4.7	5.1	6.0
Dividend yield (%)	**0.8**	**0.8**	**0.8**	**0.9**	**1.2**	**0.9**	**1.4**	**1.5**	**1.8**

E: MOFSL Estimates

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