Bajaj Finance | ADD

In-line quarter; MSME stress weighs on growth

Bajaj Finance (BAF) reported an inline PAT (~23%/4% YoY/QoQ, -1% JMFe) driving RoA/RoE of ~4.0%/18.9%. NII grew 22% YoY, 5% QoQ led by 25bps improvement in cost of funds and AUM growth of +24% YoY, +5% QoQ. Flattish other income due to muted recoveries led to PPoP growth of ~21%/5% YoY/QoQ (-1% JMFe). Credit cost remained flat and elevated at 2.0% as GS3 moved up 21bps QoQ to 1.2% led mainly by MSME and captive 2/3W segments. In regard to this, company remains conservative on disbursals in these segments and revised its AUM growth guidance from earlier 24-25% to 22-23% for FY26E. Further, management guided for flat NIMs from here on as cost benefits will be passed on to customers. Fee income growth guidance of ~13%-15% and credit cost of ~1.85%-1.95 in FY26E was maintained. Considering the revision in mgmt. growth guidance, we revised our EPS estimates down by ~2%-3% for FY26/27E. We roll forward our estimates to FY28E and value the stock at ~4.7x/24x Sep-27E BVPS/EPS to entail a revised TP of 1,140. We downgrade the stock to ADD.

- **AUM growth moderation continues; FY26 guidance cut further:** AUM growth moderated to 24%/5% YoY/QoQ, led primarily by rural B2C business (44%/10% YoY/QoQ) driven mainly by gold loans (85%/18% YoY/QoQ). Loan against securities grew 26%/8% YoY/QoQ followed by commercial lending (27%/5% YoY/QoQ), urban B2C (25%/5% YoY/QoQ), SME loans (24%/4% YoY/QoQ), urban sales B2B (23%/2% YoY/QoQ). In contrast, the 2/3W saw a steep decline of 25%/9% YoY/QoQ due to rundown in captive segment (-49% YoY). Management guided for GL to grow up to INR 160bn by FY26E and INR 350-370bn by FY27E (vs INR 118bn in Q2). Customer franchise grew 20%/4% YoY/QoQ to 110.6mn and mgmt. plans to add 16-17mn new customers by FY26E. With growing stress across MSME and mortgage, management revised its AUM growth guidance down from 24-25% to 22-23% for FY26E. We reduced our AUM growth estimate by ~1% for FY26E/FY27E both and expect AUM CAGR of 23% over FY25-27E.
- **Broadly in-line operating performance:** NII growth was healthy at +22%/+5% YoY/QoQ, however, NIM (calc on AUM) remained largely steady (+1bps QoQ) at 9.5%. Calc. CoFs declined 25bps QoQ to 7.1% while yields declined 23bps QoQ. Management guided for NIMs to largely remain flat from here as any further cost benefit will be passed on to customers. Other income was flat QoQ due to muted debt recoveries which is expected to continue while opex grew 18%/4% YoY/QoQ leading to PPoP growth of 21%/5% YoY/QoQ. Credit costs continued to remain elevated at 2% (flat QoQ) which led to an inline PAT (+23%, +4%, -1% JMFe). With revision in AUM growth guidance, we revise our EPS estimates by -3%/-2% for FY26E/FY27E.
- **Asset quality deterioration led by MSME and captive businesses:** GS3/NS3 moved up +21bps/+11 bps QoQ to 1.24% and 0.61% respectively, with total ECL cover largely stable at 1.7% (-2bps QoQ). The elevated credit costs was mainly in captive 2/3W and MSME business. GS3 has gone up 18bps YoY out of which captive 2/3W bein rundown contributes to 12bps additional GNPA formation and MSME contributes another 6bps. Management maintained credit cost guidance of 1.85-1.95% for FY26E and expect significant improvement in FY27E. We build in avg. credit costs of ~1.9% over FY26E-27E.
- **Valuations and view:** Considering the revision in mgmt. guidance, we revised our EPS estimates down by -3%/-2% for FY26E/FY27E. We roll forward our estimates to FY28E and value the stock at ~4.7x/24x Sep-27E BVPS/EPS to entail a revised TP of 1,140, thus downgrading the stock to ADD.

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Recommendation and Price Target	
Current Reco.	ADD
Previous Reco.	BUY
Current Price Target (12M)	1,140
Upside/(Downside)	5.1%
Previous Price Target	1,060
Change	7.5%

Key Data – BAF IN	
Current Market Price	INR1,085
Market cap (bn)	INR6,751.4/US$76.1
Free Float	40%
Shares in issue (mn)	6,180.0
Diluted share (mn)	
3-mon avg daily val (mn)	INR7,559.4/US$85.2
52-week range	1,103/644
Sensex/Nifty	83,535/25,574
INR/US$	88.7

Price Performance

%	1M	6M	12M
Absolute	6.0	25.6	57.6
Relative*	4.7	19.4	49.9

** To the BSE Sensex*

Financial Summary (INR mn)

Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Profit	1,44,512	1,67,795	2,06,877	2,65,057	3,30,478
Net Profit (YoY) (%)	25.6%	16.1%	23.3%	28.1%	24.7%
Assets (YoY) (%)	36.5%	24.1%	21.8%	22.4%	21.2%
ROA (%)	4.4%	4.0%	4.0%	4.2%	4.3%
ROE (%)	22.1%	19.4%	19.6%	21.2%	22.0%
EPS	23.4	27.0	33.3	42.6	53.2
EPS (YoY) (%)	22.8%	15.6%	23.2%	28.1%	24.7%
P/E (x)	**46.4**	**40.1**	**32.6**	**25.4**	**20.4**
BV	124	156	183	219	265
BV (YoY) (%)	38.0%	25.5%	17.8%	19.6%	20.6%
P/BV (x)	**8.74**	**6.97**	**5.92**	**4.95**	**4.10**

Source: Company data, JM Financial. Note: Valuations as of 10/Nov/2025

BAF – 2QFY26 trends

Exhibit 1. Bajaj Finance – Q2FY26 Results Snapshot

Earnings (INR bn)	2QFY25	1QFY26	2QFY26	YoY (%)	QoQ (%)	2QFY26F	A/F (%)
NII	**88.4**	**102.3**	**107.8**	**22%**	**5%**	**108.6**	**-0.7%**
Non-Interest income	21.1	23.8	23.8	13%	0%	24.7	-3.6%
Total income	**109.5**	**126.1**	**131.7**	**20%**	**4%**	**133.4**	**-1.2%**
Employee cost	18.3	21.0	21.5	**17%**	**2%**		
Total Operating Expenses	36.4	41.2	43.0	18%	4%	43.4	-1.0%
Operating Profit	**73.1**	**84.9**	**88.7**	**21%**	**5%**	**90.0**	**-1.4%**
Provisions	19.1	21.2	22.7	19%	7%	23.4	-3.0%
PBT	**54.0**	**63.7**	**66.1**	**22%**	**4%**	**66.6**	**-0.7%**
Tax	13.9	16.0	16.6	20%	4%	16.8	-0.9%
Reported Profit	**40.1**	**47.7**	**49.5**	**23%**	**4%**	**49.8**	**-0.7%**
Ratio analysis							
Cost to income (%)	33.2%	32.7%	32.6%	-62 bps	-8 bps		
Effetive tax rate (%)	25.7%	25.2%	25.1%	-57 bps	-4 bps		
Credit quality						**2QFY26F**	**A/E (%)**
GS3 (%)	1.1%	1.0%	1.2%	18 bps	21 bps	1.1%	17 bps
NS3 (%)	0.5%	0.5%	0.6%	14 bps	10 bps	0.5%	8 bps
ECL on stage 3 (%)	57.1%	51.9%	51.8%	-531 bps	-14 bps	51.9%	-14 bps
Credit costs (on AUM) %	2.1%	2.0%	2.0%	-9 bps	3 bps	2.1%	-6 bps
Capital Adequacy							
Tier 1 (%)	20.9%	21.2%	20.5%	-36 bps	-65 bps		
Du-pont Analysis (%)							
NII / Avg. Assets (%)	8.7%	8.6%	8.7%	-2 bps	7 bps		
Non-Interest Inc. / Assets (%)	2.1%	2.0%	1.9%	-16 bps	-9 bps		
Op. Cost / Assets (%)	3.6%	3.5%	3.5%	-13 bps	-1 bps		
PPP / Assets (%)	7.2%	7.2%	7.2%	-5 bps	0 bps		
Provisions / Assets (%)	1.9%	1.8%	1.8%	-5 bps	4 bps		
Reported ROA (%)	4.0%	4.0%	4.0%	3 bps	-3 bps		
AUM Mix (%)							
Consumer B2B -Auto Finance Business	5.1%	3.6%	3.1%	-199 bps	-47 bps		
Consumer B2B - Sales Finance Businesses	7.3%	7.4%	7.3%	-1 bps	-18 bps		
Consumer B2C Businesses	20.7%	20.9%	20.9%	25 bps	-2 bps		
Rural B2B Business	1.9%	2.1%	1.9%	-4 bps	-14 bps		
Rural B2C Business	6.7%	7.5%	7.8%	109 bps	36 bps		
SME Business	14.5%	14.7%	14.6%	9 bps	-13 bps		
Securities Lending Business	6.2%	6.2%	6.4%	14 bps	22 bps		
Commercial Lending Business	6.6%	6.8%	6.8%	20 bps	1 bps		
Mortgages	31.0%	30.9%	31.2%	26 bps	35 bps		
Margins							
Yield on AAUM (%)	16.5%	16.0%	15.8%	-71 bps	-23 bps	16.0%	-20 bps
Cost of borrowings (%)	7.7%	7.4%	7.1%	-57 bps	-25 bps	7.3%	-15 bps
Spread (%)	8.8%	8.6%	8.6%	-15 bps	2 bps	8.7%	-5 bps
NIM (%)	9.7%	9.5%	9.5%	-16 bps	1 bps	9.6%	-7 bps

Source: Company, JM Financial

Bajaj Finance 2QFY26 concall takeaways:

Growth:

- The company added 4.13mn customers to its franchise during Q2 and expects to add 16-17mn new customers to its franchise in FY26.
- Mortgage and SME segments are growing slow which accounts for 31% and 14% of total AUM respectively. However, the slowdown will be compensated from other new segments (GL, car loans and LAP) which are picking up well.
- Management guided for FY26 AUM growth of 22-23% vs 24-25% growth assessment done in Jan'25 mainly due to risk actions taken on the MSME business and BHFL mortgage book.
- In Rural B2C, customers with 2 PL would be less than 1% and in urban, this would be 4.8% (originated post Feb'25) which used to be ~13-14% a year ago. After a long time, rural B2C has revised management assessment from yellow to green post 2 years led by better vintage performance in past 2 quarters.
- Management expects to end FY26 at ~INR 160bn by FY26 and 350-370bn by FY27E in gold loans (currently at ~INR 120bn). RoEs in this segment are in line with the leading competitors.
- Under tractor financing, 75% is new and 25% is used and company plans to maintain the same.

Margins:

- FY26 cost of funds is expected to be 7.55%-7.6% (vs 7.52% in Q2). However, incremental benefit to be passed on to customers and expect NIMs to remain flat from here.

Operational performance:

- Company used data very aggressively across FY14-FY20 and now it wants to be a pioneer to use AI in finance industry as technology is playing a multifaceted role across the value chain.
- FINAI is expected to offer reduction in staff efforts and more time towards growth rather than on backend operations. This will be evident in 15-18 months from here on.
- Flattening of bad debt recoveries has led to lower growth in other operating income. However, company is in line with 13-15% growth in (fee +sale of service +assignment income) in FY26E.

Asset quality:

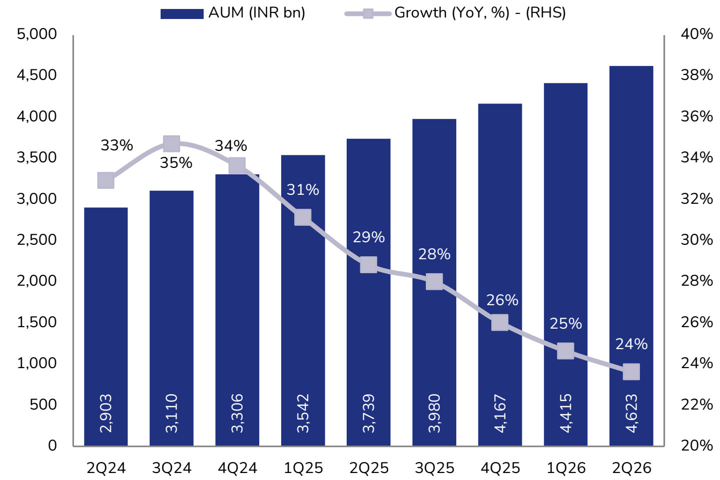
- Credit costs remained elevated in captive 2 & 3-wheeler and MSME businesses. The company has cut 25% of its unsecured MSME volumes and thus AUM growth for MSME lending will be 10-12% in FY26.
- Captive 2&3 wheeler (1-2% of business) continues to run down which will also lead to decline in credit costs in the medium term.
- Management guides for 1.85-1.95% credit cost for FY26E and expect significant improvement in FY27E.
- GNPA has gone up 18bps YoY out of which captive 2W and 3W financing which is on rundown mode contributes to 12bps of additional GNPA formation and MSME contributes to another 6bps. Remaining segments have held their quality well.
- MSME stress is across the geographies and is not focused on any particular region. Management expects the stress to cool down around Mar'26 and also does not expect meaningful change in credit cost guidance.
- Captive 2W&3W which contributed to 1.5% of AUM contributes to 9% of the loan losses. Management targets non-captive 2W/3W loan losses to be 1/3rd of captive business. Currently non-captive loan losses accounts for 1.5-2% of total but post seasoning, it will be 1-1.5% of overall portfolio contribution over the long term considering the normalized nature of the business.

- GNPAs usually goes up in Q2 due to two 31-days months in quarter 2 and recognition of GNPA is done on number of days, the customers with 88-89 days overdue crosses 90dpd in September quarter. So unlike normal quarter where 3 months of GNPA flows in, in Q2, company sees 1 additional month which accounts for 18-20bps of GNPA formation. Correspondingly, Q4 contributes positively due to less number of days.

Other highlights:

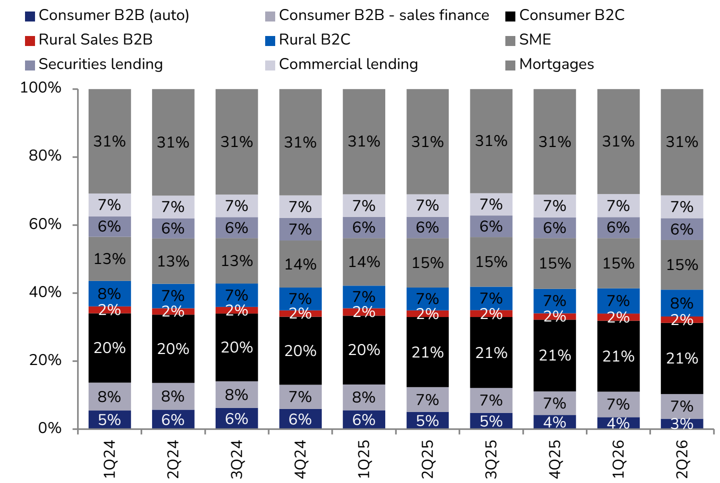
- The Board of Directors approved elevation of Mr. Manish Jain as the Deputy CEO of the company. In addition to his current role as MD of BFSL, he will also be responsible for company's loan against securities, commercial lending and deposits businesses.
- FINAI implementation is underway across each line of business and should start to reflect in costs and productivity benefits in the next 12-18 months.
- 85% resolution in Q2 was powered by AI powered service bots. 442 AI voice BOT agents, contributed to INR 19.9bn of Personal Loan disbursements. This accounts for 18% of total Personal Loan call centre disbursements.

Exhibit 2. BAF: AUM growth moderation continues



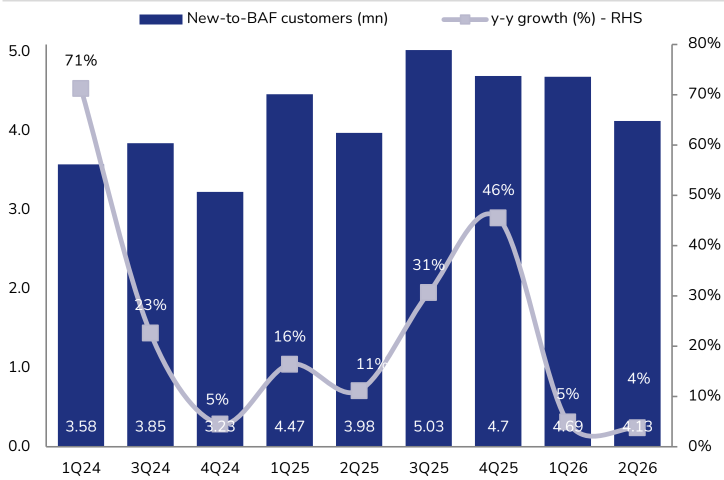
Source: Company, JM Financial

Exhibit 3. BAF: Trend in AUM composition



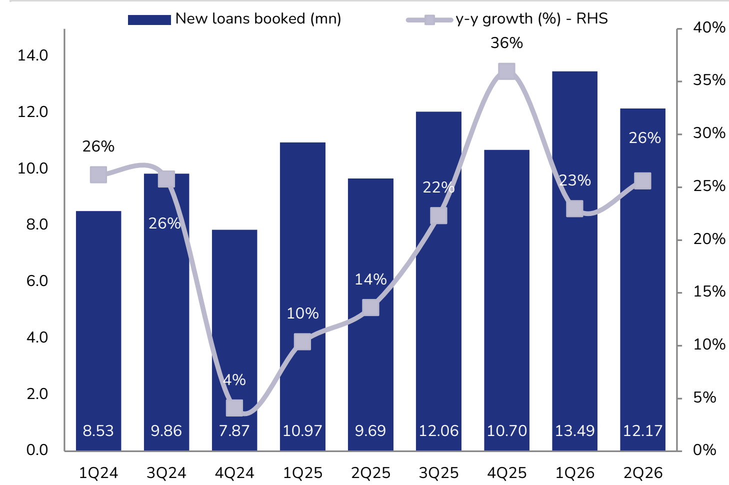
Source: Company, JM Financial

Exhibit 4. Steady growth in new-to-Bajaj customers



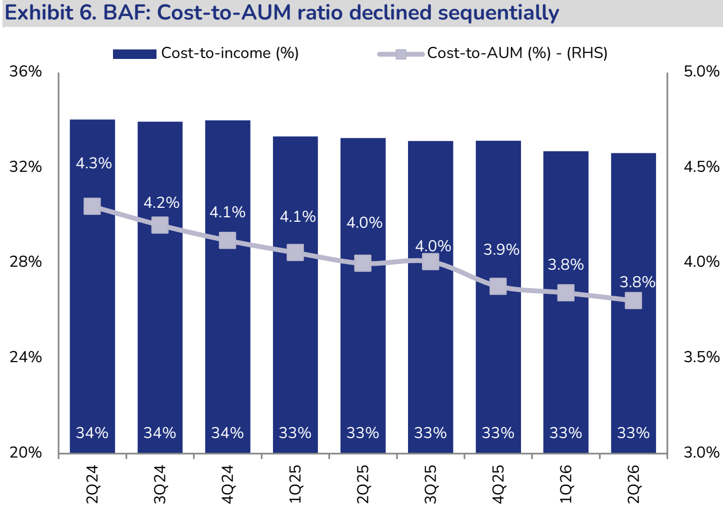
Source: Company, JM Financial

Exhibit 5. Continued traction in new loans booked



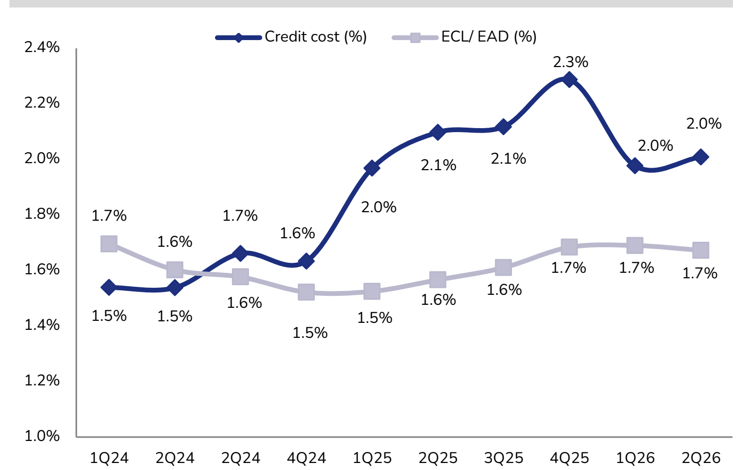
Source: Company, JM Financial

Exhibit 6. BAF: Cost-to-AUM ratio declined sequentially



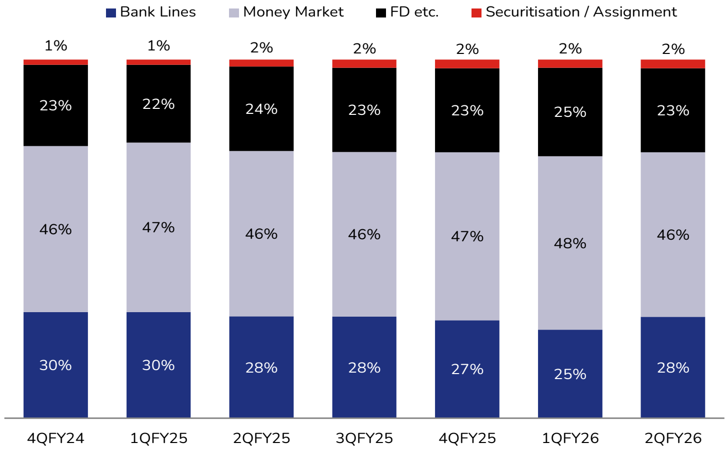
Source: Company, JM Financial

Exhibit 7. BAF: Credit costs remains elevated



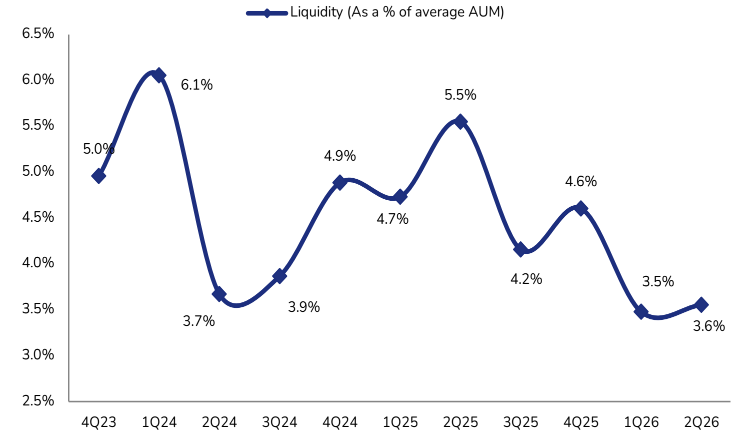
Source: Company, JM Financial

Exhibit 8. BAF: Deposits mix to go down



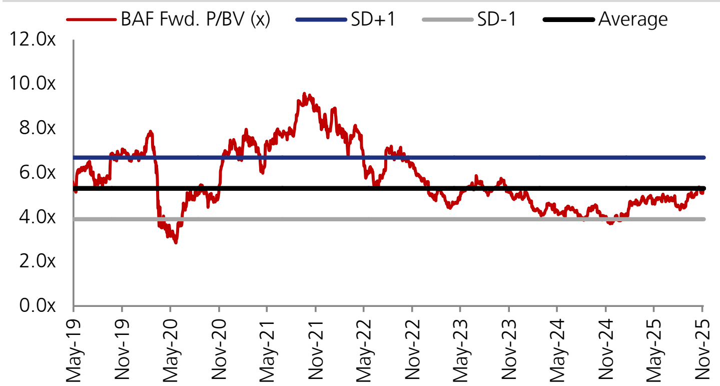
Source: Company, JM Financial

Exhibit 9. BAF: Steady liquidity position



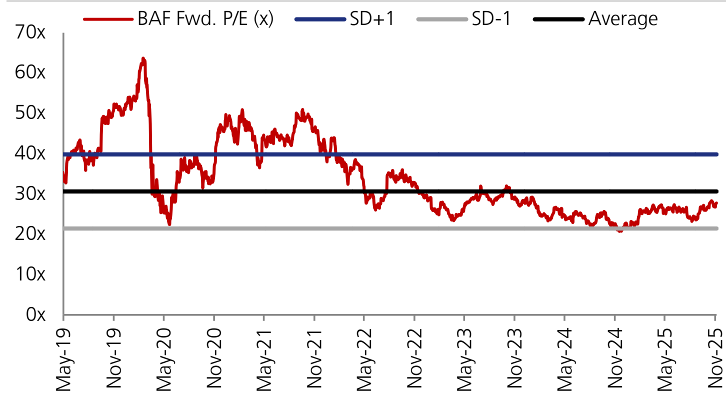
Source: Company, JM Financial

Exhibit 10. BAF: 1 year forward P/B chart



Source: Company, Bloomberg , JM Financial, Note: CMP updated till 10Nov'25

Exhibit 11. BAF: 1 year forward P/E chart



Source: Company, Bloomberg , JM Financial, Note: CMP updated till 10Nov'25

Exhibit 12. Bajaj Finance – Change in our estimates

Particulars	New estimates			Old estimates			Change in estimates		
	FY26F	FY27F	FY28F	FY26F	FY27F	FY28F	FY26F	FY27F	FY28F
Recommendation	**ADD**			**BUY**					
Target price (Rs)	**1,140**			**1,060**			**8%**		
Assumptions									
AUM (Rs bn)	5,125	6,281	7,639	5,155	6,364	7,787	-1%	-1%	-2%
YoY AUM growth	23.0%	22.6%	21.6%	23.7%	23.4%	22.4%	(73)bps	(89)bps	(74)bps
Net interest margins (calculated)	9.6%	9.7%	9.6%	9.7%	9.8%	9.7%	(18)bps	(9)bps	(9)bps
Opex/AUM	3.8%	3.7%	3.7%	3.8%	3.8%	3.7%	(6)bps	(7)bps	(0)bps
Credit cost	2.0%	1.9%	1.7%	2.0%	1.9%	1.8%	(1)bps	2 bps	(10)bps
Output									
Net interest income (Rs bn)	444	551	668	454	562	685	-2%	-2%	-3%
Other income (Rs bn)	100	123	150	102	124	152	-2%	-1%	-2%
Total income (Rs bn)	544	674	817	556	686	837	-2%	-2%	-2%
Operating profit (Rs bn)	368	461	562	377	467	577	-2%	-1%	-3%
Consol. PAT (Rs bn)	207	265	330	212	269	335	-3%	-2%	-1%
EPS (Rs)	33	43	53	34	43	54	-3%	-2%	-1%
BVPS (Rs)	183	219	265	184	221	267	-1%	-1%	-1%
RoA	3.9%	4.1%	4.2%	4.0%	4.1%	4.2%	(9)bps	(2)bps	1 bps
RoE	19.6%	21.2%	22.0%	20.1%	21.4%	22.1%	(48)bps	(23)bps	(16)bps

Source: Company, JM Financial

Financial Tables (Consolidated)

Income Statement					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Interest Income (NII)	2,95,819	3,63,928	4,44,288	5,51,443	6,67,778
Non Interest Income	66,836	85,790	1,00,080	1,22,828	1,49,872
Total Income	**3,62,655**	**4,49,718**	**5,44,368**	**6,74,271**	**8,17,650**
Operating Expenses	1,23,252	1,49,261	1,75,700	2,13,213	2,55,447
Pre-provisioning Profits	**2,39,403**	**3,00,457**	**3,68,668**	**4,61,058**	**5,62,203**
Loan-Loss Provisions	46,307	79,660	92,094	1,06,704	1,20,387
Others Provisions	0	0	0	0	0
Total Provisions	**46,307**	**79,660**	**92,094**	**1,06,704**	**1,20,387**
PBT	**1,93,096**	**2,20,796**	**2,76,574**	**3,54,354**	**4,41,816**
Tax	48,584	53,002	69,697	89,297	1,11,338
PAT (Pre-Extra ordinaries)	**1,44,512**	**1,67,795**	**2,06,877**	**2,65,057**	**3,30,478**
Extra ordinaries (Net of Tax)	0	0	0	0	0
Reported Profits	**1,44,512**	**1,67,795**	**2,06,877**	**2,65,057**	**3,30,478**
Dividend	22,248	34,768	33,901	41,475	48,965
Retained Profits	**1,22,264**	**1,33,027**	**1,72,976**	**2,23,582**	**2,81,514**

Source: Company, JM Financial

Key Ratios					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Growth (YoY) (%)					
Borrowed funds	35.4%	23.1%	22.9%	23.6%	21.6%
Advances	34.7%	25.0%	23.0%	22.6%	21.6%
Total Assets	36.5%	24.1%	21.8%	22.4%	21.2%
NII	28.7%	23.0%	22.1%	24.1%	21.1%
Non-interest Income	13.9%	28.4%	16.7%	22.7%	22.0%
Operating Expenses	21.5%	21.1%	17.7%	21.4%	19.8%
Operating Profits	27.9%	25.5%	22.7%	25.1%	21.9%
Core Operating profit	0.0%	0.0%	0.0%	0.0%	0.0%
Provisions	45.2%	72.0%	15.6%	15.9%	12.8%
Reported PAT	25.6%	16.1%	23.3%	28.1%	24.7%
Yields / Margins (%)					
Interest Spread	9.37%	8.80%	8.60%	8.75%	8.70%
NIM	10.24%	9.74%	9.56%	9.67%	9.59%
Profitability (%)					
ROA	4.44%	3.99%	4.00%	4.20%	4.30%
ROE	22.1%	19.4%	19.6%	21.2%	22.0%
Cost to Income	34.0%	33.2%	32.3%	31.6%	31.2%
Asset quality (%)					
Gross NPA	0.85%	0.96%	0.99%	0.99%	1.14%
LLP	1.60%	2.13%	1.98%	1.87%	1.73%
Capital Adequacy (%)					
Tier I	21.51%	21.09%	23.37%	23.37%	23.74%
CAR	22.52%	21.93%	24.14%	24.00%	24.26%

Source: Company, JM Financial

Balance Sheet					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Equity Capital	12,360	12,417	12,430	12,430	12,430
Reserves & Surplus	7,54,594	9,54,512	11,27,481	13,51,063	16,32,576
Borrowed Funds	29,33,458	36,12,487	44,39,351	54,89,256	66,75,882
Preference Shares	57,004	81,853	99,888	1,01,226	1,06,436
Total Liabilities	**37,57,416**	**46,61,268**	**56,79,150**	**69,53,975**	**84,27,325**
Net Advances	32,62,933	40,78,441	50,16,466	61,47,967	74,76,987
Investments	3,08,807	3,44,408	4,23,621	5,19,172	6,31,402
Cash & Bank Balances	1,06,240	1,35,435	1,25,412	1,47,551	1,49,540
Fixed Assets	32,934	38,215	43,947	53,859	65,502
Total Assets	**37,57,416**	**46,61,268**	**56,79,150**	**69,53,975**	**84,27,325**

Source: Company, JM Financial

Dupont Analysis					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
NII / Assets	9.09%	8.65%	8.59%	8.73%	8.68%
Other Income / Assets	2.05%	2.04%	1.94%	1.94%	1.95%
Total Income / Assets	11.14%	10.68%	10.53%	10.67%	10.63%
Cost / Assets	3.79%	3.55%	3.40%	3.38%	3.32%
PPP / Assets	7.36%	7.14%	7.13%	7.30%	7.31%
Provisions / Assets	1.42%	1.89%	1.78%	1.69%	1.57%
PBT / Assets	5.93%	5.25%	5.35%	5.61%	5.74%
Tax rate	25.2%	24.0%	25.2%	25.2%	25.2%
ROA	4.44%	3.99%	4.00%	4.20%	4.30%
Leverage	5.0	4.9	4.9	5.0	5.1
ROE	22.1%	19.4%	19.6%	21.2%	22.0%

Source: Company, JM Financial

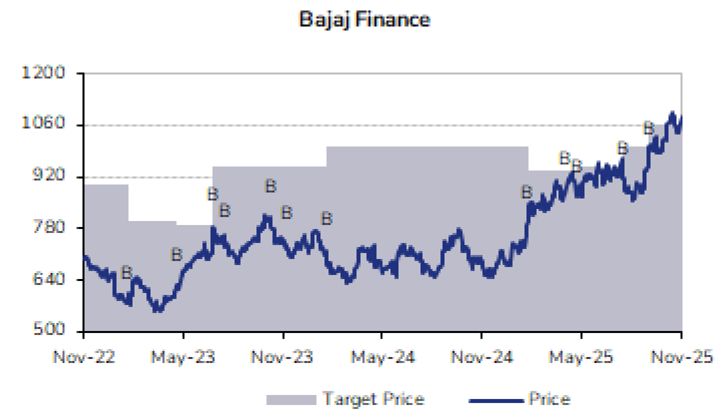
Valuations					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Shares in Issue	6,180.0	6,208.5	6,215.1	6,215.1	6,215.1
EPS (INR)	23.4	27.0	33.3	42.6	53.2
EPS (YoY) (%)	22.8%	15.6%	23.2%	28.1%	24.7%
P/E (x)	46.4	40.1	32.6	25.4	20.4
BV (INR)	124	156	183	219	265
BV (YoY) (%)	38.0%	25.5%	17.8%	19.6%	20.6%
P/BV (x)	8.74	6.97	5.92	4.95	4.10
DPS (INR)	3.6	5.6	5.5	6.7	7.9
Div. yield (%)	0.3%	0.5%	0.5%	0.6%	0.7%

Source: Company, JM Financial

History of Recommendation and Target Price

Date	Recommendation	Target Price	% Chg.
21-Jul-21	Buy	685	
27-Oct-21	Buy	900	31.4
19-Jan-22	Buy	900	0.0
4-Mar-22	Buy	900	0.0
27-Apr-22	Buy	900	0.0
11-Jul-22	Buy	900	0.0
27-Jul-22	Buy	900	0.0
21-Oct-22	Buy	900	0.0
27-Jan-23	Buy	800	-11.1
27-Apr-23	Buy	793	-0.9
5-Jul-23	Buy	950	19.9
26-Jul-23	Buy	950	0.0
17-Oct-23	Buy	950	0.0
16-Nov-23	Buy	950	0.0
29-Jan-24	Buy	1,000	5.3
30-Jan-25	Buy	935	-6.5
8-Apr-25	Buy	935	0.0
30-Apr-25	Buy	950	1.6
25-Jul-25	Buy	1,000	5.3
10-Sep-25	Buy	1,060	6.0

Recommendation History



APPENDIX I

JM Financial Institutional Securities Limited

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New Rating System: Definition of ratings	
Rating	**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	Expected return < -10% over the next twelve months.

Note: For REITs (Real Estate Investment Trust) and InvIT (Infrastructure Investment Trust) total expected returns include dividends or DPU (distribution per unit)

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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