Result Update

Magma Fincorp

Emkay

Your success is our success

Refer to important disclosures at the end of this report

On solid path of profitable growth; resuming coverage with Buy

- CMP Target Price

 Rs 136 Rs 175 (▲)

 as of (May 31, 2021) 12 months

 Rating Upside

 BUY 28.4 %
- Magma Fincorp reported a loss of Rs6.5bn in Q4 after taking a one-time write-off of Rs2.7bn and management overlay provision of Rs6.2bn (factoring in the second Covid wave). The company introduced 100% provisions and wrote off all accounts in the 90+ DPD in SME lending, 180+ DPD in Vehicle Finance and 730+ DPD bucket in Housing.
- In our view, after recent fund infusion and current quarter clean-up, Magma is well-placed on adequacy, promoter back-up and liquidity fronts. We are building in ~30% AUM CAGR for FY21-24E, backed by product diversity. With ease in cost of funds, we expect margin expansion to 875bps by FY23E from ~800bps in FY21.
- The company has already announced a change in management, under which Mr. Vijay Deshwal, Business head at ICICI Bank, will join as CEO from July'21. We believe the company is well-placed to attract new talent from across industries which would be the biggest trigger for overall growth.
- With change in guard, we do believe Magma 2.0 would be a journey of superior profitable growth, resulting in significant improvement in return ratios. We are resuming coverage of Magma Fincorp with Buy rating and TP of Rs175, corresponding to 2.1x P/ABV FY23E with RoE of 10.8% and RoA of 3.4%.

Surge in disbursements aided by sufficient adequacy and product diversity: Management intends to triple AUM by FY25E, backed by sufficient liquidity and diversity in product offerings. Magma intends to discontinue business in used CV/CE and tractor financing space, which are relatively riskier businesses. Management intends to create sizeable presence in loans to professionals, PL, non-affordable housing loans and SME LAP. It also intends to introduce consumer durable financing, co-branded credit cards and digital lending products by the end of FY22E. With professional management taking guard, we are optimistic about growth numbers.

Cost of fund advantage to support margins and improve asset quality: New promoters should lead to significant improvement in borrowing profile (shift toward capital markets), which in turn should support rejig in asset mix with the right mix of secured-unsecured loans – thus de-risking the loan book from Black Swan events. With ease in cost of funds, the company has dual advantages. Margin expansion being most obvious, the company can focus on quality of customers. And, this is possible at lower yields.

Outlook and valuations: Magma, after fund infusion, is well-placed on adequacy, promoter back-up and liquidity. Probable rating upgrades, lower cost of funds and ability to inject equity by the promoter (without fear of forced dilution) are the key positives. We are resuming coverage with Buy rating and TP of Rs175, corresponding to 2.1x P/ABV FY23E with RoE of 10.8% and RoA of 3.4%.

Please see our sector model portfolio (Emkay Alpha Portfolio): BFSI-NBFCs (Page 11)

Financial Snapshot (Consolidated)

| • | , | | | | |
|-----------------------|-------------|---------|--------|--------|--------|
| (Rs mn) | FY20 | FY21 | FY22E | FY23E | FY24E |
| Net income | 12,767 | 12,520 | 13,080 | 17,789 | 23,603 |
| Net profit | 271 | (5,590) | 5,044 | 6,858 | 9,525 |
| EPS (Rs) | 1.0 | (20.7) | 6.6 | 9.0 | 12.5 |
| ABV (Rs) | 85.7 | 77.4 | 77.4 | 83.7 | 92.2 |
| RoA (%) | 0.2 | (3.9) | 3.3 | 3.4 | 3.5 |
| RoE (%) | 1.0 | (22.6) | 12.2 | 10.8 | 13.6 |
| PE (x) | 136.0 | (6.6) | 20.6 | 15.2 | 10.9 |
| P/ABV | 1.6 | 1.8 | 1.8 | 1.6 | 1.5 |
| Source: Company, Emka | av Research | | | | |

| Change in Estimates | | | | | |
|-------------------------|------------------|---------|--|--|--|
| EPS Chg FY22E/FY23E | (%) (34 | 4)/(40) | | | |
| Target Price change (%) | | NA | | | |
| Target Period (Months) | | 12 | | | |
| Previous Reco | | NR | | | |
| Emkay vs Consensus | | | | | |
| EPS Estimates | | | | | |
| F | Y22E | FY23E | | | |
| Emkay | 6.6 | 9.0 | | | |
| Consensus | 7.9 | 11.5 | | | |
| Mean Consensus TP (12) | M) | Rs - | | | |
| Stock Details | | | | | |
| Bloomberg Code | , and the second | MGMA IN | | | |

| Shareholding Pattern May '2' | 1 |
|------------------------------|------------|
| Daily Avg Turnover (US\$ mn) | 5.4 |
| Daily Avg Volume (nos.) | 3,164,565 |
| M Cap (Rs bn/USD bn) | 104 / 1.43 |
| 52 Week H/L | 148 / 13 |
| Shares outstanding (mn) | 763 |
| Face Value (Rs) | 2 |

| onarcholding rattern may | 4 1 |
|--------------------------|------------|
| Promoters | 73.3% |
| FIIs | 8.7% |
| DIIs | 6.6% |
| Public and Others | 11.5% |
| | |
| | |

| Price Performance | | | | | | | | |
|-------------------|----|----|-----|-----|--|--|--|--|
| (%) | 1M | 3M | 6M | 12M | | | | |
| Absolute | 15 | 16 | 191 | 921 | | | | |
| Rel. to Nifty | 8 | 8 | 142 | 527 | | | | |

Relative price chart



Source: Bloomberg

This report is solely produced by Emkay Global. The following person(s) are responsible for the production of the recommendation:

Jignesh Shial

jignesh.shial@emkayglobal.com +91 22 6624 2468

Anand Dama

anand.dama@emkayglobal.com +91 22 6624 2480

Aman Jain

aman.jain@emkayglobal.com +91 22 6612 1285

Shrishti Jaqati

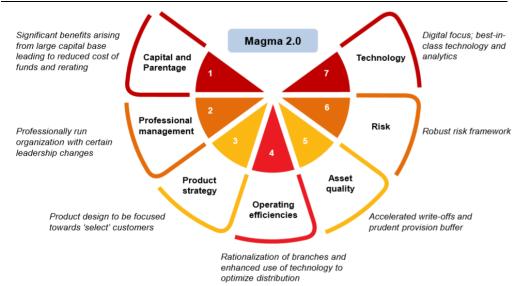
shrishti.jagati@emkayglobal.com +91 22 6624 2110

Magma 2.0 – Embarking on a new journey under the Poonawalla-led Rising Star Holdings umbrella

Changes in management

- Magma Fincorp has announced a series of leadership changes following the Poonawalla-controlled Rising Sun Holdings acquiring controlling stake (~60%) through an equity infusion of Rs34.6bn in May' 21. The board has appointed Mr. Adar Poonawalla as Chairman, Mr. Abhay Bhutada as MD (effective June, 1, 2021) and Mr. Vijay Deshwal as CEO (expected to join in the 1st week of July).
- Vijay Deshwal is currently a business head at ICICI Bank, responsible for its fast-growing services sector, including new-age businesses. He is also responsible for driving the liability strategy for the corporate ecosystem at the bank. Having handled pan-India financial institutions including NBFCs for over six years, Deshwal has a deep understanding of various asset classes and the cyclicality of these businesses. He had previously headed debt syndication business for ICICI Bank for over five years.
- The company is going to add a new set of leadership team with the appointment of highly qualified and experienced professionals from reputed financial institutions for various senior management positions, set to join by Q2FY22. Along with this, rebranding of the company as a Poonawalla Group firm is underway. It is setting the foundation for a strong, stable organization of the future with a well-defined corporate governance framework.

Exhibit 1: Strategic pillars of Magma 2.0



Source: Company, Emkay Research

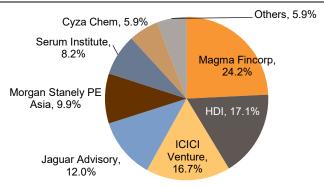
Magma HFC

■ Magma Fincorp has infused Rs5bn of equity into Magma HFC as of May 31, 2021, increasing net worth of the HFC to around Rs100bn. The company has received statutory approval for change of name to Poonawalla Housing Finance Limited. Capital infusion has improved Tier-1 ratio to ~53.3% with leverage standing at 2.5x. The company is expecting to grow at a much higher pace due to the reduction in cost of funds and expansion of customer base. It has presence in affordable housing loans and is also planning to enter in non-affordable housing loan as cost of funds has been reduced. Management mentioned that the new capital will help the HFC grow faster and accelerate the timeline for listing of the company.

Magma HDI

■ The franchise announced a fund-raising of Rs5.25bn. Fresh capital infusion of Rs.2.5bn by ICICI Ventures and Morgan Stanley PE Asia and secondary sale by existing promoter of Rs2.75bn. The infusion should be value-accretive and improve the solvency ratio. New investors include Cyza Chem Pvt Ltd (a Poonawalla Group Company), and two family offices, apart from ICICI Ventures and Morgan Stanley.

Exhibit 2: Magma HDI shareholding pattern (post transaction basis)



Source: Company, Emkay Research

Changes in product mix

- Now, the company can provide loans at competitive rates, benefiting from a large equity base and reduced cost of funds. It is changing the product strategy and is focusing more on select customers and small/medium business segments with opportunity to cross-sell. It is discontinuing products such as Used CV/CE, tractors and auto lease, and is introducing products to address defined customer need in a large, underserved niche segment.
- New products, including loans to professionals, PL, non-affordable housing loans and SME LAP will start with immediate effect. Poonawalla Finance Pvt. Ltd. is already experienced in loans to professional and PL, and has a loan book of Rs12bn which will be merged with Magma Fincorp. Other new products such as co-branded credit cards, consumer durable loans, EMI card, medical equipment, machinery loan, insurance cross-selling, merchant cash advance and digital lending products will be launched by Mar'22.
- The company will rely more on digital distribution and work on enhancing efficiency and asset quality to reduce credit costs and improve profitability, which should result in enhanced growth, higher IRR and risk-adjusted return on capital.

Exhibit 3: Magma's Product Strategy

| Current Product | New Product Suite | Additional Products & Services |
|------------------------|--------------------------|--------------------------------|
| Used Car Loan | Used Car Loan | Co-Branded Credit Card |
| Business Loans | Business Loans | Consumer Durables |
| Affordable Home Loan | Affordable Home Loan | EMI Card |
| Small Ticket LAP | Small Ticket LAP | Medical Equipment |
| Used CV | Loan To Professionals | Machinery Loan |
| Used CE | Personal Loans | Insurance Cross-sell |
| Tractors | Non-Affordable Home Loan | Merchant Cash Advance |
| Auto Lease | SME LAP | Digital Lending Products |

Source: Company, Emkay Research

Operating cost

To be discontinued

The company plans to rationalize operating costs by leveraging Poonawalla's digital strength for distribution as well as collections. It aims to realign cost structures and maintain a branch-light model, going ahead.

New Products

Change in write-off policy

■ The company has adopted one of the most conservative policies in the industry for technical write-offs, effective Q4FY21. This policy change has resulted in a one-time write-off of Rs2.74bn (1.9% of AUM) in Q4FY21. The company has created management overlay provision of Rs6.2bn (4.4% of AUM) in Q4FY21 on account of Covid-19 second wave, and holds cumulative provisions of Rs11.92bn (11.4% of AUM) as of Q4FY21, which provides comfort for future uncertainty.

To be launched before Mar'22

Exhibit 4: Changes in write-off policy

| Product segment | Product(s) | Earlier write-off policy | Revised write-off policy |
|----------------------------|---|--------------------------|--------------------------|
| Asset Backed Finance (ABF) | Cars, CV, CE, Auto Lease, Used Assets, Agri | 730+ DPD | 180+ DPD |
| SME | Unsecured loan | 450+ DPD | 90+ DPD |
| Mortgage | Affordable Housing Finance | Case to case basis | 730+ DPD |

Source: Company, Emkay Research

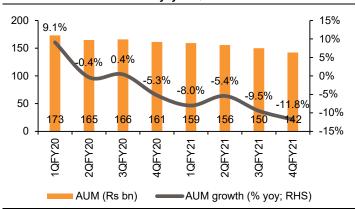
Exhibit 5: Management vision for 2025

- To be among Top 3 NBFCs for consumer and small/medium business finance
- Accelerated growth with calibrated underwriting approach; ~3x of current AUM
- Top-notch cost of funds in the industry; 200-250bps reduction
- Best-in-class provisioning to avoid any surprises in financial performance; net NPAs sub 1%
- State-of-the-art, cutting-edge technology; to be a 'Key Opinion Leader' for tech in NBFCs
- Accelerate the growth trajectory of subsidiaries followed by value unlocking through IPO
- To become the most trusted financial service provider in the country

Source: Company, Emkay Research

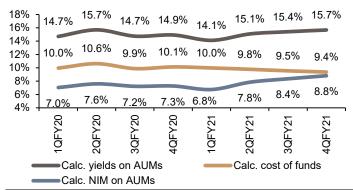
Story in Charts

Exhibit 6: AUM declines ~12% yoy in Q4



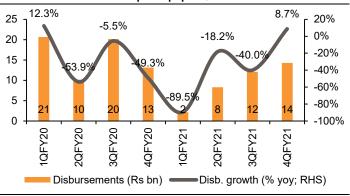
Source: Company, Emkay Research

Exhibit 8: Improving yields (on changing portfolio mix) and reduction in cost of funds helped margins



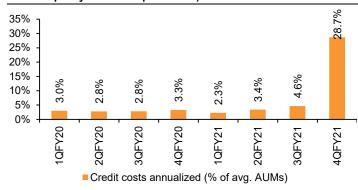
Source: Company, Emkay Research

Exhibit 7: Disbursements up 9% qoq in Q4



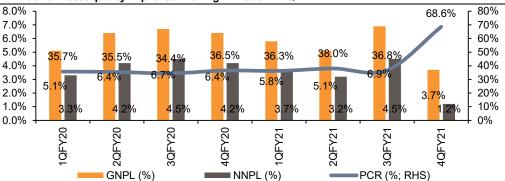
Source: Company, Emkay Research

Exhibit 9: Credit costs spike due to one-off charges (change in write-off policy and Covid provisions)



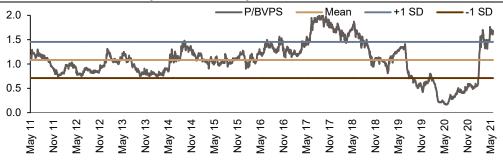
Source: Company, Emkay Research

Exhibit 10: Asset quality improves with high write-off in Q4



Source: Company, Emkay Research

Exhibit 11: The stock currently trades at ~1.7x 1-year forward P/B



Source: Company, Emkay Research

Exhibit 12: Quarterly financials

| Particulars (Rs m) | 4QFY20 | 1QFY21 | 2QFY21 | 3QFY21 | 4QFY21 | % yoy | % qoq | FY20 | FY21 | % yoy |
|---------------------------------|---------|---------|---------|---------|---------|--------|--------|---------|---------|--------|
| Operating Income | 6,103 | 5,659 | 5,939 | 5,893 | 5,728 | -6.1% | -2.8% | 25,134 | 23,189 | -7.7% |
| Interest Expenses | 3,127 | 2,954 | 2,849 | 2,696 | 2,505 | -19.9% | -7.1% | 12,938 | 11,005 | -14.9% |
| Net Operating Income | 2,976 | 2,705 | 3,090 | 3,197 | 3,223 | 8.3% | 0.8% | 12,196 | 12,184 | -0.1% |
| Operating Expenses | 1,705 | 1,391 | 1,380 | 1,316 | 1,496 | -12.3% | 13.7% | 6,959 | 5,583 | -19.8% |
| Operating Profit | 1,344 | 1,354 | 1,797 | 1,946 | 1,870 | 39.2% | -3.9% | 5,808 | 6,937 | 19.4% |
| Provisions | 1,342 | 914 | 1,330 | 1,777 | 10,489 | 681.8% | 490.3% | 4,980 | 14,480 | 190.7% |
| % of operating profit | 99.8% | 67.5% | 74.0% | 91.3% | 560.9% | | | 85.7% | 208.7% | |
| Profit Before Tax from core biz | 2 | 440 | 468 | 169 | (8,619) | NA | NA | 828 | (7,543) | NA |
| Op. results from Gen. Ins. Biz | (43) | 30 | 37 | 5 | (16) | NA | NA | (10) | 55 | NA |
| Profit Before Tax | (41) | 470 | 504 | 174 | (8,636) | NA | NA | 818 | (7,488) | NA |
| Tax | 314 | 93 | 124 | 44 | (2,159) | NA | NA | 547 | (1,898) | NA |
| Reported PAT (after MI) | (355) | 377 | 381 | 130 | (6,477) | NA | NA | 271 | (5,590) | NA |
| | | | | | | | | | | |
| Gross NPA (%) | 6.4% | 5.8% | 5.1% | 6.9% | 3.7% | | | 6.4% | 3.7% | |
| Net NPA (%) | 4.2% | 3.7% | 3.2% | 4.5% | 1.2% | | | 4.2% | 1.2% | |
| Provision coverage ratio (%) | 37% | 36% | 38% | 37% | 69% | | | 37% | 69% | |
| | | | | | | | | | | |
| AUM (Rs mn) | 161,340 | 159,220 | 155,710 | 150,060 | 142,250 | -11.8% | -5.2% | 161,340 | 142,250 | -11.8% |
| Disbursement (Rs mn) | 13,120 | 2,160 | 8,300 | 12,080 | 14,260 | 8.7% | 18.0% | 64,070 | 36,800 | -42.6% |

Source: Company, Emkay Research

Exhibit 13: Revision in earnings estimates

| Y/E Mar (Rs mn) | | FY22E | | | FY23E | | |
|---------------------|---------|---------|----------|---------|---------|----------|------------|
| | Earlier | Revised | % change | Earlier | Revised | % change | Introduced |
| Net interest income | 12,372 | 12,240 | -1.1% | 14,231 | 16,698 | 17.3% | 22,293 |
| PPOP | 6,568 | 6,914 | 5.3% | 8,039 | 10,840 | 34.9% | 15,688 |
| PAT | 2,684 | 5,044 | 87.9% | 4,033 | 6,858 | 70.1% | 9,525 |
| EPS (Rs) | 10.0 | 6.6 | -33.8% | 15.0 | 9.0 | -40.1% | 12.5 |
| BV (Rs) | 116 | 80 | -31.0% | 130 | 87 | -33.0% | 96 |

Source: Company, Emkay Research

Exhibit 14: Key assumptions

| (in %) | FY21 | FY22E | FY23E | FY24E |
|----------------------------------|--------|-------|-------|-------|
| Loans growth | -16.1% | 25.9% | 41.6% | 40.5% |
| Borrowings growth | -13.0% | 4.2% | 45.3% | 47.7% |
| Yield on average loans | 17.2% | 16.0% | 15.5% | 15.0% |
| Cost of average int. liabilities | 9.8% | 8.0% | 7.7% | 7.4% |

Source: Company, Emkay Research

Con-call highlights

- Poonawalla Group has injected a capital of Rs32.06bn through Rising Sun Holdings, making Magma a highly capitalized NBFC in the industry.
- Capital raising: Magma HDI Gen Ins franchise announced a fund-raising of Rs5.25bn (fresh capital infusion of Rs2.5bn + Secondary sale by existing promoter of Rs2.75bn), subject to regulatory approvals. New investors are ICICI Ventures, Morgan Stanley, Cyza Chem Pvt Ltd (a Poonawalla group company), and two family offices.
- Magma Group has infused Rs5bn capital in Magma Housing Finance (a 100% subsidiary), increasing its net worth to Rs10bn and improving CRAR to 58% (as of May 31, 2021). It will support Magma's liquidity, reduce cost of funds and help improve credit rating.
- Collection efficiency: Focus on efficient collections resulted in CE of 101.8% in Mar'21. Q4FY21 CE neared normalization at 99%. However, the trend slowed with April recording 84% CE due to Covid second wave.
- The company plans to slowly move to digital platforms to control operating costs.
- Provisioning: The company has designed a conservative provisioning policy of 100% provisions and write-off of all accounts at 180+DPD in vehicle finance (earlier 730+DPD), 90+DPD in unsecured SME lending (earlier 450+DPD), 730+DPD in Affordable Housing. This has had an additional impact of Rs2.7bn in Q4.
- Additional management overlay stood at Rs6.21bn against Covid uncertainties, with a provision coverage of 68.6%, which is expected to normalize in FY22.
- 0 to 90 bucket ECL is at 7.2% (highest in the industry) and overall ECL is at 9.5% of total assets.
- Liquidity buffer as of May 15, 2021 stands at Rs50bn.
- Management strength: The board will be headed by Mr. Adar Poonawalla, Chairman, Mr. Abhay Butada, MD of the Group effective June 1, 2021, and Mr. Vijay Deshwal, new CEO. The management team will be augmented with highly qualified professionals from reputed institutions expected to join by Q2FY22.
- New CEO Vijay Deshwal has been in the financial sector for 19 years and has handled the tech-driven services business at ICICI Bank. Earlier, he also managed debt syndication and has headed commercial business for North region at ICICI Bank.
- Future outlook: The company is looking to grow AUM to Rs450-500bn by FY25 by means of modifying product portfolio, improving customer profile and leveraging lower cost of funds and abundant liquidity to scale up.
- Cost of funds should decline to 7-7.5% with the capital infusion and strong parentage.
- Product portfolio shift: Plans to launch Loans to Professionals and Personal Loans present in the Poonawalla portfolio (valued at Rs12bn, write-off policy of 85+DPD, majority contracts in 0 bucket), Affordable home loans, Non-affordable home loans (in metros and large cities), and Secured SME loans. Further, by FY22-end, it plans to introduce consumer durable loans, medical equipment loans, machinery loans and merchant cash advance.
- Discontinued products: used CV, used CE, and tractors and auto lease.
- Higher thrust will be on housing to expand products and customers. It plans expansion in affordable and non-affordable housing and SME LAP (>40k SME customers having secured and unsecured loans demand).
- Good opportunity in used car segment as finance penetration is >25%, and most of it is unorganized.
- Others: Branch expansion will continue with a branch-light model and leverage on Poonawalla's digital strength.
- Competitive advantages: strong capital position, leverage at 1.3 times, improved digital efficiency and cost structures.
- Distribution of consumer loans, personal loans and professional loans will be through digital footprint established by Poonawalla Group.

Key Financials (Consolidated)

Income Statement

| Y/E Mar (Rs mn) | FY20 | FY21 | FY22E | FY23E | FY24E |
|----------------------|--------|---------|--------|--------|--------|
| Net interest income | 12,196 | 12,184 | 12,240 | 16,698 | 22,293 |
| Other income | 571 | 336 | 839 | 1,091 | 1,310 |
| Net income | 12,767 | 12,520 | 13,080 | 17,789 | 23,603 |
| Operating expenses | 6,969 | 5,528 | 6,110 | 6,894 | 7,860 |
| Pre provision profit | 5,798 | 6,992 | 6,969 | 10,895 | 15,743 |
| PPP excl treasury | 5,798 | 6,992 | 6,969 | 10,895 | 15,743 |
| Provisions | 4,980 | 14,480 | 1,925 | 2,246 | 2,923 |
| Profit before tax | 818 | (7,488) | 5,044 | 8,649 | 12,820 |
| Tax | 547 | (1,898) | 0 | 1,790 | 3,295 |
| Tax rate | 67 | 25 | 0 | 21 | 26 |
| Profit after tax | 271 | (5,590) | 5,044 | 6,858 | 9,525 |

Balance Sheet

| Y/E Year End (Rs mn) | FY20 | FY21 | FY22E | FY23E | FY24E |
|----------------------|---------|---------|---------|---------|---------|
| Equity | 539 | 539 | 1,527 | 1,527 | 1,527 |
| Reserves | 26,941 | 21,404 | 59,264 | 64,751 | 71,894 |
| Net worth | 27,480 | 21,943 | 60,791 | 66,277 | 73,421 |
| Borrowings | 119,870 | 104,330 | 108,722 | 157,988 | 233,424 |
| Total liabilities | 152,397 | 132,122 | 175,653 | 230,713 | 313,615 |
| Cash and bank | 7,083 | 7,747 | 22,993 | 18,719 | 19,142 |
| Investments | 1,506 | 1,774 | 1,087 | 1,264 | 1,867 |
| Loans | 135,465 | 113,612 | 143,055 | 202,548 | 284,663 |
| Others | 6,002 | 7,043 | 6,436 | 5,995 | 5,690 |
| Total assets | 152,397 | 132,122 | 175,653 | 230,713 | 313,615 |

Key Ratios (%)

| Y/E Year End | FY20 | FY21 | FY22E | FY23E | FY24E |
|--------------|------|--------|-------|-------|-------|
| NIM | 7.4 | 8.0 | 8.1 | 8.8 | 8.4 |
| RoA | 0.2 | (3.9) | 3.3 | 3.4 | 3.5 |
| RoAE | 1.0 | (22.6) | 12.2 | 10.8 | 13.6 |
| GNPA (%) | 6.4 | 3.7 | 4.8 | 4.7 | 4.4 |
| NNPA (%) | 4.2 | 1.2 | 1.6 | 1.6 | 1.4 |

| Per Share Data (Rs) | FY20 | FY21 | FY22E | FY23E | FY24E |
|---------------------|-------|--------|-------|-------|-------|
| EPS | 1.0 | (20.7) | 6.6 | 9.0 | 12.5 |
| BVPS | 101.8 | 81.4 | 79.6 | 86.8 | 96.2 |
| ABVPS | 85.7 | 77.4 | 77.4 | 83.7 | 92.2 |
| DPS | 0.0 | 0.0 | 1.0 | 1.8 | 3.1 |

| Valuations (x) | FY20 | FY21 | FY22E | FY23E | FY24E |
|---------------------------------|-------|-------|-------|-------|-------|
| PER | 136.0 | (6.6) | 20.6 | 15.2 | 10.9 |
| P/BV | 1.6 | 1.8 | 1.8 | 1.6 | 1.5 |
| P/ABV | 1.6 | 1.8 | 1.8 | 1.6 | 1.5 |
| Dividend Yield (%) | 0.0 | 0.0 | 0.7 | 1.3 | 2.3 |
| Source: Company, Emkay Research | | | | | |

| Growth (%) | FY20 | FY21 | FY22E | FY23E | FY24E |
|------------|--------|-----------|---------|-------|-------|
| NII | 8.2 | (0.1) | 0.5 | 36.4 | 33.5 |
| PPOP | (18.1) | 20.6 | (0.3) | 56.3 | 44.5 |
| PAT | (91.1) | (2,166.2) | (190.2) | 36.0 | 38.9 |
| Loans | (9.8) | (16.1) | 25.9 | 41.6 | 40.5 |

| Quarterly (Rs mn) | Q4FY20 | Q1FY21 | Q2FY21 | Q3FY21 | Q4FY21 |
|---------------------------------|--------|--------|--------|--------|---------|
| NII | 2,976 | 2,705 | 3,090 | 3,197 | 3,223 |
| NIM(%) | 7.3 | 6.8 | 7.8 | 8.4 | 8.8 |
| PPOP | 1,301 | 1,384 | 1,834 | 1,951 | 1,854 |
| PAT | (355) | 377 | 381 | 130 | (6,477) |
| EPS (Rs) | (1.32) | 1.40 | 1.41 | 0.48 | (24.02) |
| Source: Company, Emkay Research | | | | | |

| Shareholding Pattern (%) | Jun-20 | Sep-20 | Dec-20 | Mar-21 | May-21 |
|--------------------------|--------|--------|--------|--------|--------|
| Promoters | 24.4 | 24.4 | 24.4 | 24.4 | 73.3 |
| FIIs | 32.3 | 32.4 | 30.2 | 28.5 | 8.7 |
| DIIs | 26.9 | 26.4 | 25.0 | 20.2 | 6.6 |
| Public and Others | 16.4 | 16.9 | 20.5 | 26.9 | 11.5 |

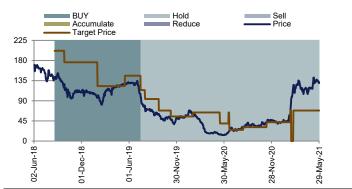
Source: Capitaline

RECOMMENDATION HISTORY TABLE

| Date | Closing Price | TP | Period (months) | Rating | Analyst |
|-----------|------------------|-----|-----------------|--------|---------------|
| 19-Feb-21 | 125 | 68 | 12m | Hold | Jignesh Shial |
| 11-Feb-21 | 94 | - | 12m | Hold | Jignesh Shial |
| 08-Feb-21 | 70 | 68 | 12m | Hold | Jignesh Shial |
| 09-Nov-20 | 40 | 42 | 12m | Hold | Jignesh Shial |
| 16-Sep-20 | 38 | 31 | 12m | Hold | Jignesh Shial |
| 11-Aug-20 | 32 | 31 | 12m | Hold | Jignesh Shial |
| 19-Jun-20 | 24 | 25 | 12m | Hold | Jignesh Shial |
| 16-Jun-20 | 20 | 64 | 12m | Hold | Jignesh Shial |
| 14-May-20 | 15 | 39 | 12m | Hold | Jignesh Shial |
| 08-Mar-20 | 39 | 64 | 12m | Hold | Jignesh Shial |
| 01-Feb-20 | 55 | 64 | 12m | Hold | Jignesh Shial |
| 19-Nov-19 | 39 | 55 | 12m | Hold | Jignesh Shial |
| 08-Nov-19 | 47 | 55 | 12m | Hold | Jignesh Shial |
| 23-Sep-19 | 61 | 68 | 12m | Hold | Jignesh Shial |
| 28-Aug-19 | 68 | 94 | 12m | Hold | Jignesh Shial |
| 01-Aug-19 | 74 | 94 | 12m | Hold | Jignesh Shial |
| 15-Jul-19 | 99 | 114 | 12m | Hold | Jignesh Shial |
| 25-May-19 | 129 | 146 | 12m | Buy | Jignesh Shial |
| 25-May-19 | 129 | 146 | 12m | Buy | Jignesh Shial |
| 16-May-19 | 126 | 146 | 12m | Buy | Jignesh Shial |
| 15-Feb-19 | 81 | 123 | 12m | Buy | Jignesh Shial |
| 31-Jan-19 | 97 | 123 | 12m | Buy | Jignesh Shial |
| 02-Nov-18 | 107 | 176 | 12m | Buy | Jignesh Shial |
| 26-Sep-18 | 127 | 176 | 12m | Buy | Jignesh Shial |
| 24-Sep-18 | 119 | 202 | 12m | Buy | Jignesh Shial |
| 20-Aug-18 | 143 | 202 | 12m | Buy | Jignesh Shial |

Source: Company, Emkay Research

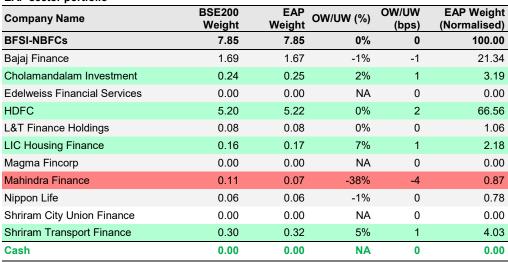
RECOMMENDATION HISTORY CHART



Source: Bloomberg, Company, Emkay Research

Emkay Alpha Portfolio - BFSI-NBFCs

EAP sector portfolio



Source: Emkay Research

■ High Conviction/Strong Over Weight ■ High Conviction/Strong Under Weight

Analyst: Jignesh Shial

jignesh.shial@emkayglobal.com +91 22 6624 2468

Sector

NBFCs/AFCs

Contact Details

Analyst bio

Jignesh Shial is a CA and has total 12 years of research experience. His team currently covers 11 NBFCs/AFCs.

Sector portfolio NAV

| | Base | | | | | Latest |
|---|----------|----------|----------|----------|-----------|-----------|
| | 1-Apr-19 | 1-Jun-20 | 1-Dec-20 | 1-Mar-21 | 30-Apr-21 | 31-May-21 |
| EAP - BFSI-NBFCs | 100.0 | 82.5 | 122.4 | 139.4 | 133.3 | 140.7 |
| BSE200 Neutral Weighted Portfolio (ETF) | 100.0 | 77.3 | 115.2 | 131.1 | 125.2 | 132.0 |

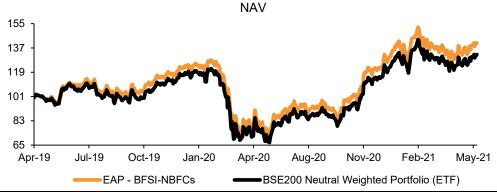
^{*}Performance measurement base date 1st April 2019 Source: Emkay Research

Price Performance (%)

| | 1m | 3m | 6m | 12m |
|---|------|------|-------|-------|
| EAP - BFSI-NBFCs | 5.5% | 0.9% | 15.0% | 70.6% |
| BSE200 Neutral Weighted Portfolio (ETF) | 5.5% | 0.7% | 14.6% | 70.8% |

Source: Emkay Research

NAV chart



Source: Emkay Research

Please see our model portfolio (Emkay Alpha Portfolio): Nifty
Please see our model portfolio (Emkay Alpha Portfolio): SMID

"Emkay Alpha Portfolio – SMID and Nifty are a supporting document to the Emkay Alpha Portfolios Report and is updated on regular intervals"

^{*} Not under coverage: Equal Weight

Emkay Rating Distribution

| Ratings | Expected Return within the next 12-18 months. |
|---------|---|
| BUY | Over 15% |
| HOLD | Between -5% to 15% |
| SELL | Below -5% |

Completed Date: 01 Jun 2021 10:26:17 (SGT) Dissemination Date: 01 Jun 2021 10:27:17 (SGT)

Sources for all charts and tables are Emkay Research unless otherwise specified.

GENERAL DISCLOSURE/DISCLAIMER BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Emkay Global Financial Services Limited (CIN-L67120MH1995PLC084899) and its affiliates are a full-service, brokerage, investment banking, investment management and financing group. Emkay Global Financial Services Limited (EGFSL) along with its affiliates are participants in virtually all securities trading markets in India. EGFSL was established in 1995 and is one of India's leading brokerage and distribution house. EGFSL is a corporate trading member of Bombay Stock Exchange Limited (BSE), National Stock Exchange of India Limited (NSE), MCX Stock Exchange Limited (MCX-SX). EGFSL along with its subsidiaries offers the most comprehensive avenues for investments and is engaged in the businesses including stock broking (Institutional and retail), merchant banking, commodity broking, depository participant, portfolio management, insurance broking and services rendered in connection with distribution of primary market issues and financial products like mutual funds, fixed deposits. Details of associates are available on our website i.e. www.emkayqlobal.com

EGFSL is registered as Research Analyst with SEBI bearing registration Number INH000000354 as per SEBI (Research Analysts) Regulations, 2014. EGFSL hereby declares that it has not defaulted with any stock exchange nor its activities were suspended by any stock exchange with whom it is registered in last five years, except that NSE had disabled EGFSL from trading on October 05, October 08 and October 09, 2012 for a manifest error resulting into a bonafide erroneous trade on October 05, 2012. However, SEBI and Stock Exchanges have conducted the routine inspection and based on their observations have issued advice letters or levied minor penalty on EGFSL for certain operational deviations in ordinary/routine course of business. EGFSL has not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has its certificate of registration been cancelled by SEBI at any point of time.

EGFSL offers research services to clients as well as prospects. 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.

Other disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) covered in this report

EGFSL and/or its affiliates may seek investment banking or other business from the company or companies that are the subject of this material. Our salespeople, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that may be inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest including but not limited to those stated herein. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein. This report is not directed to, 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 or regulation or which would subject EGFSL or its group companies to any registration or licensing requirement within such jurisdiction. Specifically, this document does not constitute an offer to or solicitation to any U.S. person for the purchase or sale of any financial instrument or as an official confirmation of any transaction to any U.S. person. Unless otherwise stated, this message should not be construed as official confirmation of any transaction. No part of this document may be used by private customers in United Kingdom. All material presented in this report, unless specifically indicated otherwise, is under copyright to Emkay. None of the material, nor its content, nor any copy of it, may be altered in any way, transmitted to, copied or distributed to any other party, without the prior express written permission of EGFSL. All trademarks, service marks and logos used in this report are trademarks or registered trademarks of EGFSL or its Group Companies. The information contained herein is not intended for publication or distribution or circulation in any manner whatsoever and any unauthorized reading, dissemination, distribution or copying of this communication is prohibited unless otherwise expressly authorized. Please ensure that you have read "Risk Disclosure Document for Capital Market and Derivatives Segments" as prescribed by Securities and Exchange Board of India before investing in Indian Securities Market. In so far as this report includes current or historic information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed.

- This publication has not been reviewed or authorized by any regulatory authority. There is no planned schedule or frequency for updating research publication relating to any issuer.
- Please contact the primary analyst for valuation methodologies and assumptions associated with the covered companies or price targets

Disclaimer for U.S. persons only: This research report is a product of Emkay Global Financial Services Limited (Emkay), which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of Financial Institutions Regulatory Authority (FINRA) or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account. This report is intended for distribution to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor. In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors.

ANALYST CERTIFICATION BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL)

The research analyst(s) primarily responsible for the content of this research report, in part or in whole, certifies that the views about the companies and their securities expressed in this report accurately reflect his/her personal views. The analyst(s) also certifies that no part of his/her compensation was, is, or will be, directly or indirectly, related to specific recommendations or views expressed in the report. The research analyst (s) primarily responsible of the content of this research report, in part or in whole, certifies that he or his associate does not serve as an officer, director or employee of the issuer or the new listing applicant (which includes in the case of a real estate investment trust, an officer of the management company of the real estate investment trust; and in the case of any other entity, an officer or its equivalent counterparty of the entity who is responsible for the management of the issuer or the new listing applicant). The research analyst(s) primarily responsible for the content of this research report or his associate does not have financial interests in relation to an issuer or a new listing applicant that the analyst reviews. EGFSL has procedures in place to eliminate, avoid and manage any potential conflicts of interests that may arise in connection with the production of research reports. The research analyst(s) responsible for this report operates as part of a separate and independent team to the investment banking function of the EGFSL and procedures are in place to ensure that confidential information held by either the research or investment banking function is handled appropriately. There is no direct link of EGFSL compensation to any specific investment banking function of the EGFSL.

¹ An associate is defined as (i) the spouse, or any minor child (natural or adopted) or minor step-child, of the analyst; (ii) the trustee of a trust of which the analyst, his spouse, minor child (natural or adopted) or minor step-child, is a beneficiary or discretionary object; or (iii) another person accustomed or obliged to act in accordance with the directions or instructions of the analyst.

COMPANY-SPECIFIC / REGULATORY DISCLOSURES BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) covered in this report-:

- 1. EGFSL, its subsidiaries and/or other affiliates do not have a proprietary position in the securities recommended in this report as of June 1, 2021
- 2. EGFSL, and/or Research Analyst does not market make in equity securities of the issuer(s) or company(ies) mentioned in this Research Report Disclosure of previous investment recommendation produced:
- 3. EGFSL may have published other investment recommendations in respect of the same securities / instruments recommended in this research report during the preceding 12 months. Please contact the primary analyst listed in the first page of this report to view previous investment recommendations published by EGFSL in the preceding 12 months.
- 4. EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her relative's does not have any material conflict of interest in the securities recommended in this report as of June 1, 2021.
- 5. EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her relative's does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the June 1, 2021
- 6. EGFSL, its subsidiaries and/or other affiliates and Research Analyst have not received any compensation in whatever form including compensation for investment banking or merchant banking or brokerage services or for products or services other than investment banking or merchant banking or brokerage services from securities recommended in this report (subject company) in the past 12 months.
- 7. EGFSL, its subsidiaries and/or other affiliates and/or and Research Analyst have not received any compensation or other benefits from securities recommended in this report (subject company) or third party in connection with the research report.
- 8. Securities recommended in this report (Subject Company) has not been client of EGFSL, its subsidiaries and/or other affiliates and/or and Research Analyst during twelve months preceding the June 1, 2021

² Financial interest is defined as interest that are commonly known financial interest, such as investment in the securities in respect of an issuer or a new listing applicant, or financial accommodation arrangement between the issuer or the new listing applicant and the firm or analysis. This term does not include commercial lending conducted at the arm's length, or investments in any collective investment scheme other than an issuer or new listing applicant notwithstanding the fact that the scheme has investments in securities in respect of an issuer or a new listing applicant.

RESTRICTIONS ON DISTRIBUTION

| 12011110110110 | 701112011011 |
|---|--|
| General | This report is not directed to, 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 or regulation. |
| Australia | This report is not for distribution into Australia. |
| Hong Kong | This report is not for distribution into Hong Kong. |
| Indonesia | This report is being distributed in Indonesia by PT DBS Vickers Sekuritas Indonesia. |
| Malaysia | This report is not for distribution into Malaysia. |
| Singapore | This report is distributed in Singapore by DBS Bank Ltd (Company Regn. No. 16800306E) or DBSVS (Company Regn. No. 1860024G) both of which are Exempt Financial Advisers as defined in the Financial Advisers Act and regulated by the Monetary Authority of Singapore. DBS Bank Ltd and/or DBSVS, may distribute reports produced by its respective foreign entities, affiliates or other foreign research houses pursuant to an agreement under Regulation 32C of the financial Advisers Regulations. Singapore recipients should contact DBS Bank Ltd at 6327 2288 for matters arising from, or in connection with the report. |
| Thailand | This report is being distributed in Thailand by DBS Vickers Securities (Thailand) Co Ltd. |
| | This report is disseminated in the United Kingdom by DBS Vickers Securities (UK) Ltd, ("DBSVUK"). DBSVUK is authorised and regulated by the Financial Conduct Authority in the United Kingdom. |
| United Kingdom | In respect of the United Kingdom, this report is solely intended for the clients of DBSVUK, its respective connected and associated corporations and affiliates only and no part of this document may be (i) copied, photocopied or duplicated in any form or by any means or (ii) redistributed without the prior written consent of DBSVUK. This communication is directed at persons having professional experience in matters relating to investments. Any investment activity following from this communication will only be engaged in with such persons. Persons who do not have professional experience in matters relating to investments should not rely on this communication. |
| Dubai International Financial Centre | This research report is being distributed by DBS Bank Ltd., (DIFC Branch) having its office at units 608-610, 6th Floor, Gate Precinct Building 5, PO Box 506538, Dubai International Financial Centre (DIFC), Dubai, United Arab Emirates. DBS Bank Ltd., (DIFC Branch) is regulated by The Dubai Financial Services Authority. This research report is intended only for professional clients (as defined in the DFSA rulebook) and no other person may act upon it. |
| United Arab Emirates | This report is provided by DBS Bank Ltd (Company Regn. No. 196800306E) which is an Exempt Financial Adviser as defined in the Financial Advisers Act and regulated by the Monetary Authority of Singapore. This report is for information purposes only and should not be relied upon or acted on by the recipient or considered as a solicitation or inducement to buy or sell any financial product. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situation, or needs of individual clients. You should contact your relationship manager or investment adviser if you need advice on the merits of buying, selling or holding a particular investment. You should note that the information in this report may be out of date and it is not represented or warranted to be accurate, timely or complete. This report or any portion thereof may not be reprinted, sold or redistributed without our written consent. |
| United States | DBSVUSA did not participate in its preparation. The research analyst(s) named on this report are not registered as research analysts with FINRA and are not associated persons of DBSVUSA. The research analyst(s) are not subject to FINRA Rule 2241 restrictions on analyst compensation, communications with a subject company, public appearances and trading securities held by a research analyst. This report is being distributed in the United States by DBSVUSA, which accepts responsibility for its contents. This report may only be distributed to Major U.S. Institutional Investors (as defined in SEC Rule 15a-6) and to such other institutional investors and qualified persons as DBSVUSA may authorize. Any U.S. person receiving this report who wishes to effect transactions in any securities referred to herein should contact DBSVUSA directly and not its affiliate. |
| Other jurisdictions | In any other jurisdictions, except if otherwise restricted by laws or regulations, this report is intended only for qualified, professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions. |
| | |

Emkay Global Financial Services Ltd.

CIN - L67120MH1995PLC084899

7th Floor, The Ruby, Senapati Bapat Marg, Dadar - West, Mumbai - 400028. India Tel: +91 22 66121212 Fax: +91 22 66121299 Web: www.emkayglobal.com