

Manappuram Finance

BUY

Non- gold portfolio to support growth

Summary

We attended Analyst meet hosted by Manappuram which showcased each business vertical. The management has maintained the gold loan growth to be in the range of 8%-10% YoY while sustaining gold loan yields at existing levels. Further, they expect to maintain overall ROE above 20%. The management is of the opinion that the new risk weight norms announced by RBI will not have any significant impact. The share of non-gold loan business has increased to 47% of the total business (in line with the management's target of 50%). They further reiterated that despite focusing on diversification, Gold loan continues to be a major focus area for growth since ~68% of the market is dominated by unorganized players. We maintained estimates and retain 'BUY' rating with a TP of Rs. 205, valuing it at 1.15x P/ABV FY26E as competitive intensity eases.

Key Highlights and Investment Rationale

- Focus on Gold loan:** Gold loan has grown at a CAGR of 6% over the last 5 years. The management expects the yields to sustain at current levels of ~22% going forward and the AUM to grow by 8-10% YoY for the medium term.
- Growth across non-gold verticals:** The non-gold loan verticals of the company are seeing a steady increase with their overall share at 47% at the end of Q2FY24. Further, the VEF vertical has reported an AUM growth at a 17.4% CAGR (FY21-23) while the MSME and housing loan businesses has grown at 14% (FY21-23) and 16% CAGR (FY16-23) respectively.
- Outlook:** Competitive intensity impacted AUM growth as well as margins. However, H1FY24 reflected improvement in margins and the management opined that competitive intensity seemed to have peaked. We believe that the company has potential to report RoA above 3.5%.

| | |
|---------------------------|---------------|
| TP | Rs 205 |
| CMP | Rs 173 |
| Potential upside/downside | 19% |
| Previous Rating | BUY |

Price Performance (%)

| | -1m | -3m | -12m |
|---------------|------|------|------|
| Absolute | 11.3 | 20.3 | 47.5 |
| Rel to Sensex | 2.8 | 14.7 | 31.9 |

V/s Consensus

| EPS (Rs) | FY24E | FY25E | FY26E |
|--------------|-------|-------|-------|
| IDBI Capital | 25.3 | 27.6 | 30.3 |
| Consensus | 23.0 | 26.2 | 29.7 |
| % difference | 10.1 | 5.2 | 2.0 |

Key Stock Data

| | |
|---------------------------------|------------------|
| Bloomberg/Reuters | MGFL IN /MNFL.BO |
| Sector | Finance |
| Shares o/s (mn) | 846 |
| Market cap. (Rs mn) | 146,222 |
| 3-m daily avg Trd value (Rs mn) | 100.4 |
| 52-week high / low | Rs177 / 101 |
| Sensex / Nifty | 71,437 / 21,453 |

Shareholding Pattern (%)

| | |
|-----------|------|
| Promoters | 35.2 |
| FII | 27.1 |
| DII | 11.1 |
| Public | 26.6 |

Financial snapshot

| Year | FY2022 | FY2023 | FY2024E | FY2025E | FY2026E |
|------------|--------|--------|---------|---------|---------|
| NII | 38,284 | 42,526 | 54,627 | 63,399 | 72,117 |
| Net Profit | 13,287 | 15,002 | 21,418 | 23,340 | 25,607 |
| EPS (Rs) | 15.7 | 17.7 | 25.3 | 27.6 | 30.3 |
| ABV (Rs) | 92.3 | 110.2 | 130.7 | 153.0 | 177.8 |
| PER (x) | 11.0 | 9.7 | 6.6 | 6.2 | 5.7 |
| P/ABV (x) | 1.9 | 1.6 | 1.3 | 1.1 | 0.9 |
| ROE (%) | 17.0 | 16.7 | 20.3 | 18.7 | 17.7 |
| ROA (%) | 4.1 | 4.1 | 4.9 | 4.5 | 4.3 |
| GNPA (%) | 3.4 | 1.8 | 2.0 | 2.0 | 2.0 |
| NNPA (%) | 1.8 | 0.9 | 1.0 | 1.0 | 1.0 |
| CAR (%) | 31.3 | 31.7 | 31.2 | 31.7 | 32.1 |

Source: IDBI Capital Research

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Analyst Meet Highlights:

Company overview:

- On an overall basis, ROA stood at ~3.54% at the end of Q2FY24 while GNPA was maintained at 1.5-2% levels.
- Consolidated AUM for QE Sep'23 was Rs. 3,89,507 Mn representing 5.1% growth sequentially and 27.0% YoY growth.
- Consolidated Revenue from Operations was Rs. 21,603 Mn grew by 6.6% sequentially and 27.4% YoY growth while consolidated PAT was Rs. 5,607 Mn up by 12.6% sequentially and 37% YoY growth.
- Consolidated cost of borrowing has remained stable during Q2FY24 at 8.85%.
- Cash & Cash Equivalents on consol. basis at the end of QE Sep'23 stood at Rs 48,714 Mn.

Gold loan business:

- Total AUM stood at Rs. 1,99,934 Mn with a customer base of 25L. The AUM has grown by 1% sequentially and grown by 8.4% YoY (5% CAGR over the last 5 years). The management expects the AUM to grow in the range of 8-10% in the medium term.
- Standalone PAT up by 20.7% YoY for Q2FY24.
- Net yield on Gold Loans stood at 22.1% during Q2FY24 vs 21.6% in Q1FY24.
- CRAR on a standalone basis stood at ~31% at the end of Q2FY24
- Gold loan continues to remain a major focus area for the company as ~68% of the market is still dominated by informal sector.
- Share of online gold loans stood at 56% with an ATS of Rs. 69,400.

Asirvad microfinance:

- The AUM stood at Rs. 10,041 Cr and has grown at a CAGR of 30% during FY21-23 which is more than the industry average.

- The GNPA at 2.89% and NNPA at 1.89% for Sep'23 and the CAR stood at 24.47%.
- Asirvad is the largest MFI in India in terms of geographic distribution and 3rd largest in terms of AUM with 7.7% of market share.
- The company is the first and fastest amongst peers to get a credit rating of AA-.
- The company has formed an internal policy wherein total AUM from 1 district should not cross the threshold of 1% of the AUM. Further, no single state to cross 5% of the of estimated MFI market size of the state and no state to cross 10% concentration in AUM.

Vehicle finance business:

- AUM has grown by 13.1% sequentially and grown by 66.7% YoY at Rs. 3,143cr with CAGR of 17.4% from FY21-23. The total customer base stood at 1.7L
- The GNPA stood at ~2.7% for FY23 and ~2.5% for Sep'23 while NNPA stood at 2.54% with delinquency at 11.68%
- Disbursement stood at ~ Rs. 760cr for Q2 FY24 and Portfolio yield stood at ~18%.
- The major contributor to the AUM was CV segment followed by 2W at Rs. 530 cr and farm equipments which contributed Rs. 160cr.
- The company has tied up with JCB and is now a preferred financial partner for JCB's used CV business.
- 2W loans have been completely automated with a TAT of 12-15 minutes. The company expects to offer similar offerings in other segments in near term future.

MSME and Allied business.

- MSME has grown at a CAGR of 14% as compared to CAGR of 2% of banking sector in this space
- GNPA at 1.9% and delinquency in the range of 2-3%. Further, credit cost stood at ~0.5% for Q2FY24.
- Home loan AUM at 1,305cr up 41.6% YOY.L and has grown at a CAGR of 16% (FY19-23). The GNPA stood at 1.6% while PAT stood at Rs. 7.7 Cr for Q2FY24. The management expects Tier 2 and Tier 3 cities to be major book growth drivers in the medium term.

Exhibit 1: Quarterly Snapshot

(Rs mn)

| Year-end: March | Q2FY24 | Q2FY23 | Q1FY24 | YoY (%) | QoQ (%) |
|----------------------------|---------------|---------------|---------------|-----------------|-----------------|
| Interest Income | 20,438 | 16,078 | 19,363 | 27.1 | 5.6 |
| Interest Expenses | 6,894 | 5,284 | 6,484 | 30.5 | 6.3 |
| Net Interest Income | 13,543 | 10,795 | 12,879 | 25.5 | 5.2 |
| NIM (%) | 15.0 | 14.7 | 14.8 | 24 bps | 16 bps |
| Non-Interest Income | 1,303 | 1,063 | 1,209 | 22.5 | 7.8 |
| Operating Income | 14,846 | 11,858 | 14,088 | 25.2 | 5.4 |
| Staff Cost | 3,746 | 3,642 | 3,940 | 2.9 | -4.9 |
| Other Op Exp | 2,436 | 1,883 | 2,128 | 29.4 | 14.5 |
| Total Operating Expenses | 6,182 | 5,525 | 6,068 | 11.9 | 1.9 |
| <i>Cost to Income (%)</i> | <i>41.6</i> | <i>46.6</i> | <i>43.1</i> | <i>-496 bps</i> | <i>-143 bps</i> |
| <i>Cost to AUM (%)</i> | <i>6.0</i> | <i>7.0</i> | <i>7.0</i> | <i>-100 bps</i> | <i>-100 bps</i> |
| Operating Profit | 8,664 | 6,333 | 8,020 | 36.8 | 8.0 |
| Provisions | 1,197 | 805 | 1,212 | 48.7 | -1.2 |
| <i>Credit Cost (%)</i> | <i>1.3</i> | <i>1.1</i> | <i>1.4</i> | <i>22 bps</i> | <i>-7 bps</i> |
| PBT | 7,467 | 5,527 | 6,808 | 35.1 | 9.7 |
| Tax | 1,861 | 1,433 | 1,828 | 29.9 | 1.8 |
| <i>-effective tax rate</i> | <i>24.9</i> | <i>25.9</i> | <i>26.9</i> | <i>-100 bps</i> | <i>-194 bps</i> |
| PAT | 5,606 | 4,095 | 4,980 | 36.9 | 12.6 |
| EPS (Rs) | 6.6 | 4.8 | 5.9 | 36.9 | 12.6 |
| BV (Rs) | 124.9 | 105.8 | 119.1 | 18.0 | 4.9 |
| AUM | 3,89,507 | 3,06,649 | 3,70,605 | 27.0 | 5.1 |

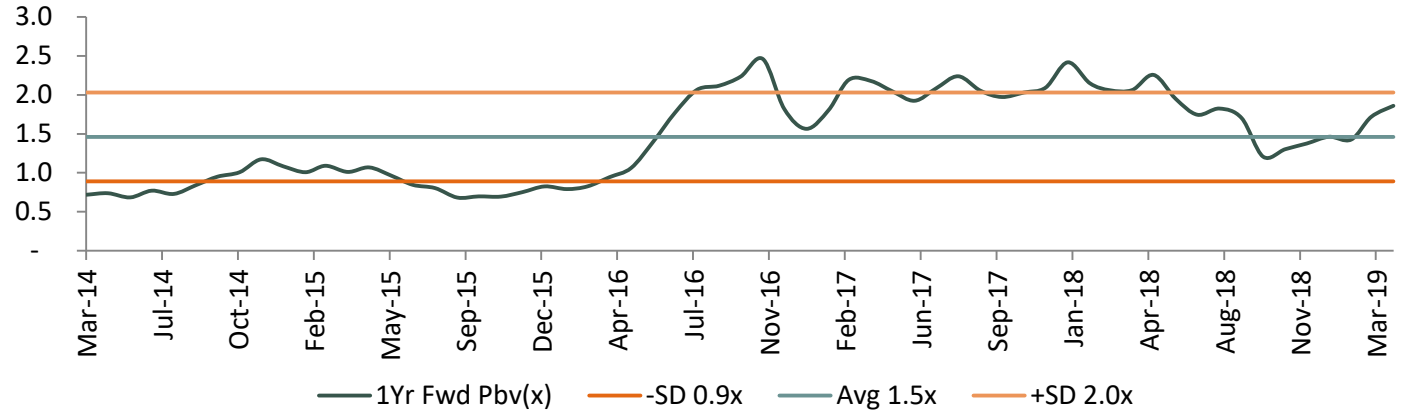
Source: Company; IDBI Capital Research

Exhibit 2: ROE Decomposition

| (%) | FY22 | FY23 | FY24 | FY25E | FY26E |
|--------------------|-------------|-------------|-------------|-------------|-------------|
| NII | 11.8 | 11.6 | 12.5 | 12.3 | 12.2 |
| Non-Int Inc | 0.9 | 0.8 | 1.1 | 0.8 | 0.8 |
| Net Revenue | 12.6 | 12.4 | 13.5 | 13.1 | 13.0 |
| Op.Exp | 5.7 | 6.0 | 5.9 | 6.1 | 6.3 |
| Op.Profit | 7.0 | 6.4 | 7.6 | 7.0 | 6.7 |
| Provisions | 1.5 | 0.8 | 1.1 | 0.9 | 0.9 |
| -Standard | (0.1) | 0.1 | 0.1 | 0.0 | 0.0 |
| -Loan loss | 1.6 | 0.7 | 1.0 | 0.9 | 0.9 |
| PBT | 5.5 | 5.6 | 6.5 | 6.0 | 5.8 |
| Tax | 1.4 | 1.5 | 1.6 | 1.5 | 1.5 |
| ROA | 4.1 | 4.1 | 4.9 | 4.5 | 4.3 |
| Leverage (x) | 4.2 | 4.1 | 4.1 | 4.1 | 4.1 |
| ROE | 17.0 | 16.7 | 20.3 | 18.7 | 17.7 |

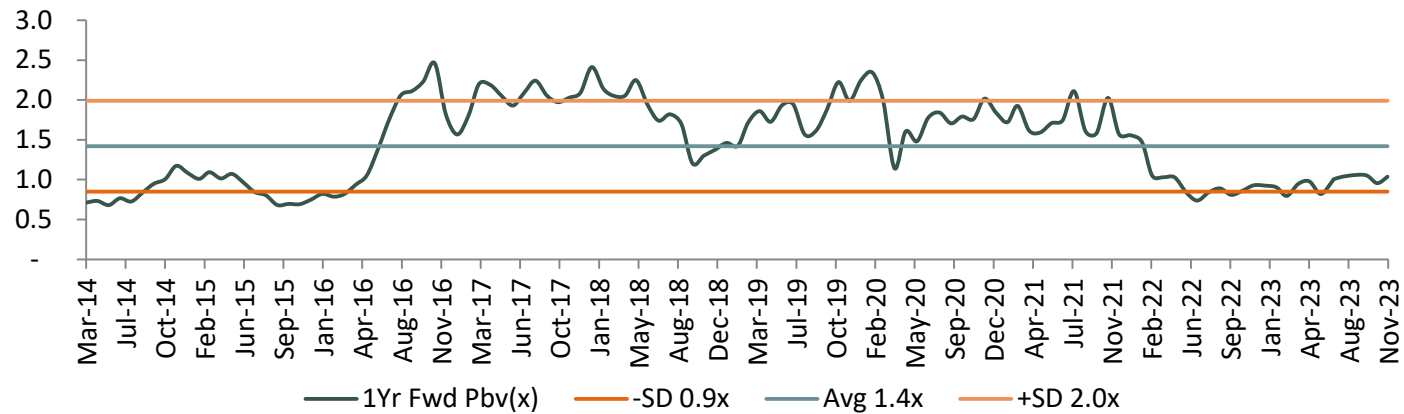
Source: Company; IDBI Capital Research

Exhibit 3: One-year forward P/ABV (FY14-19)



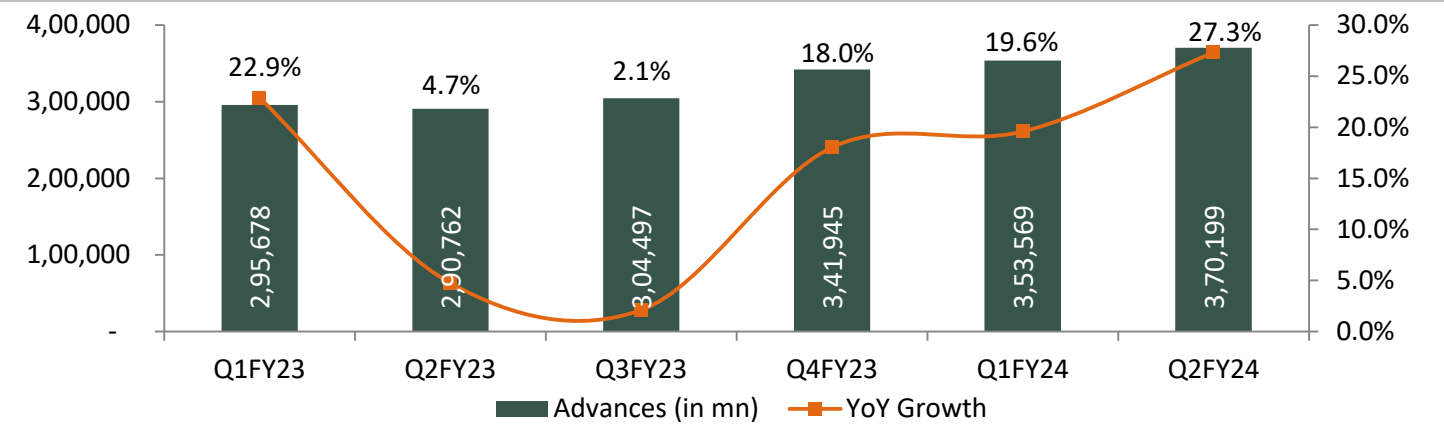
Source: Company; IDBI Capital Research

Exhibit 4: One-year forward P/ABV (FY14-24)



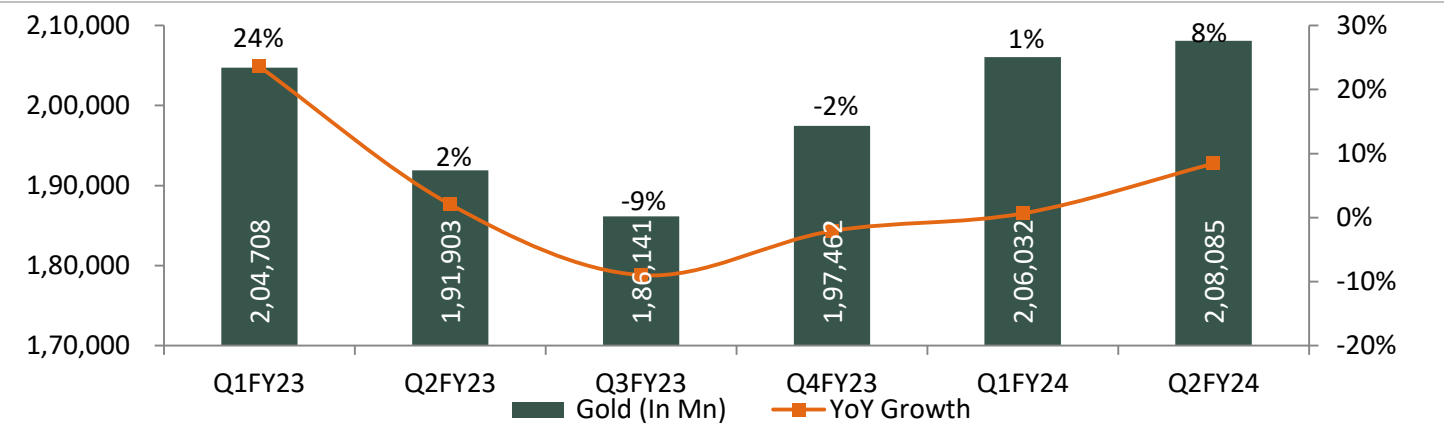
Source: Company; IDBI Capital Research

Exhibit 5: Advances growth witnessed strong growth traction during the qtr.



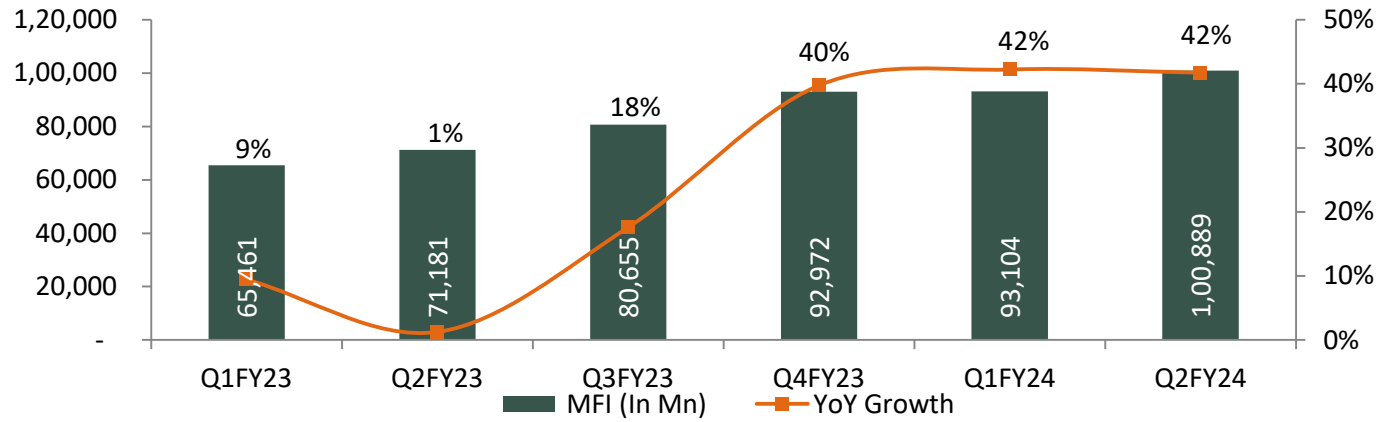
Source: Company; IDBI Capital Research

Exhibit 6: Gold Loan AUM growth witnessed significant improvement during the qtr.



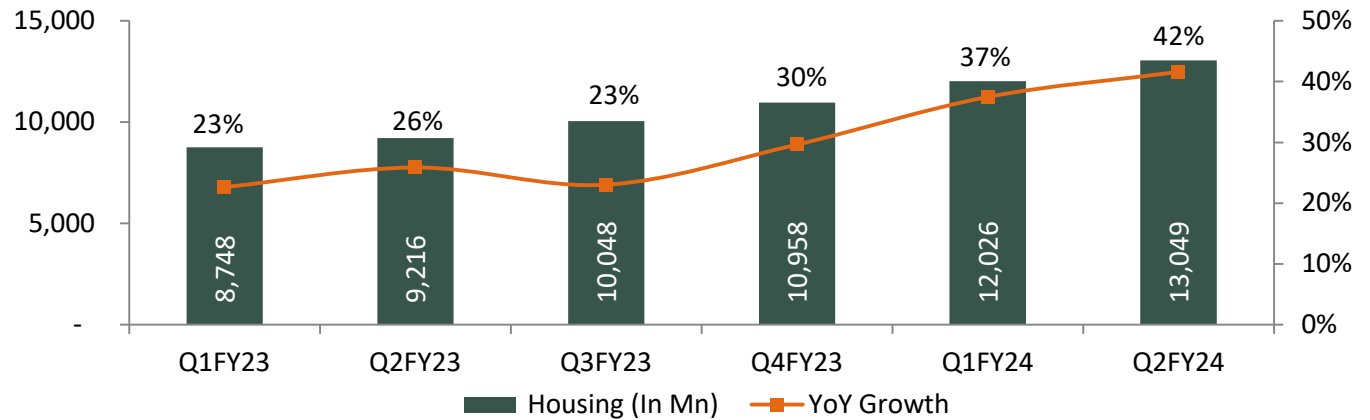
Source: Company; IDBI Capital Research

Exhibit 7: Micro Finance AUM growth continued to remain strong



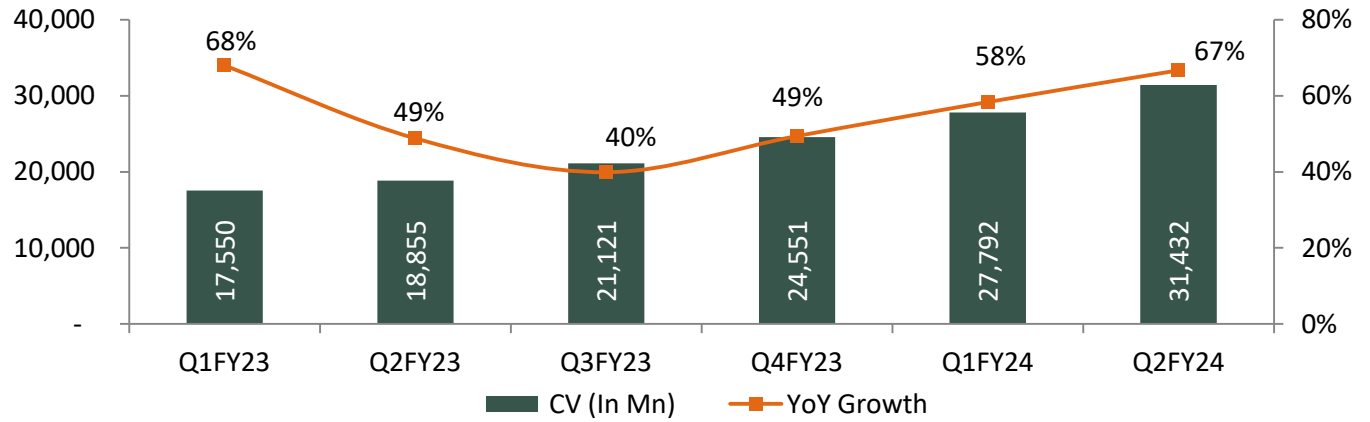
Source: Company; IDBI Capital Research

Exhibit 8: Housing AUM growth continued the strong growth momentum during the qtr



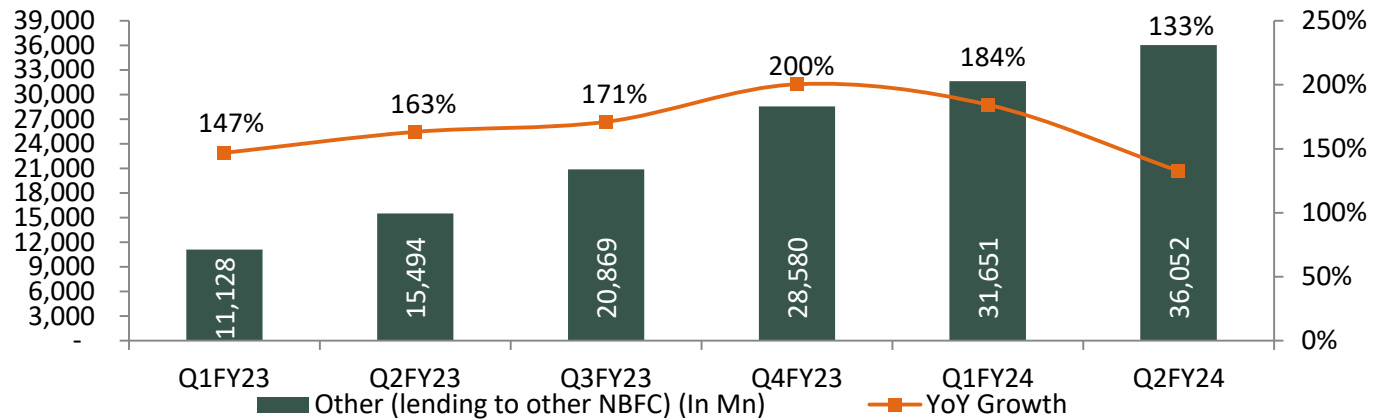
Source: Company; IDBI Capital Research

Exhibit 9: CV Segment AUM growth continued to improve during the qtr



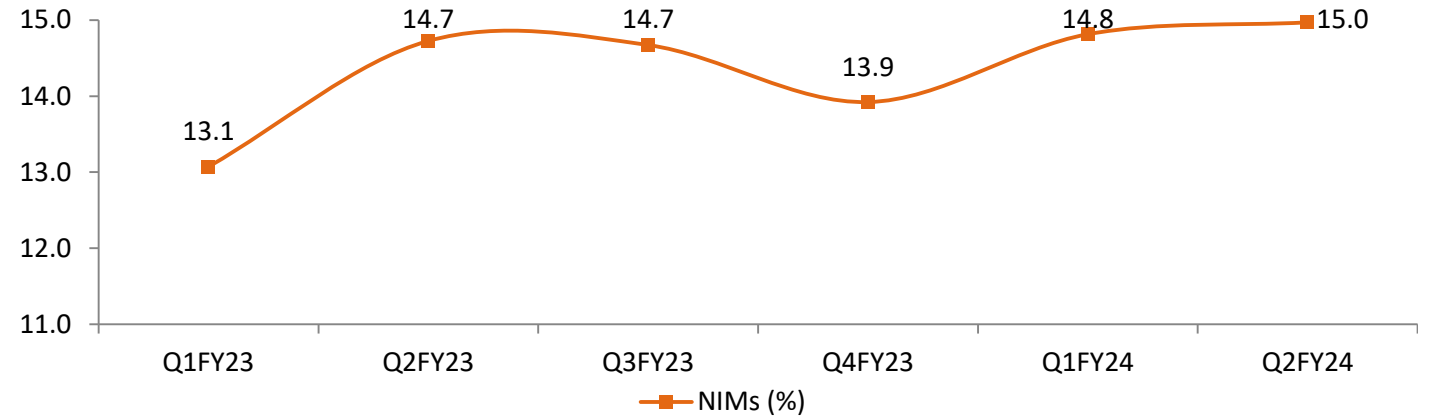
Source: Company; IDBI Capital Research

Exhibit 10: Others (Lending to other NBFC) AUM showed strong Y-o-Y growth rate



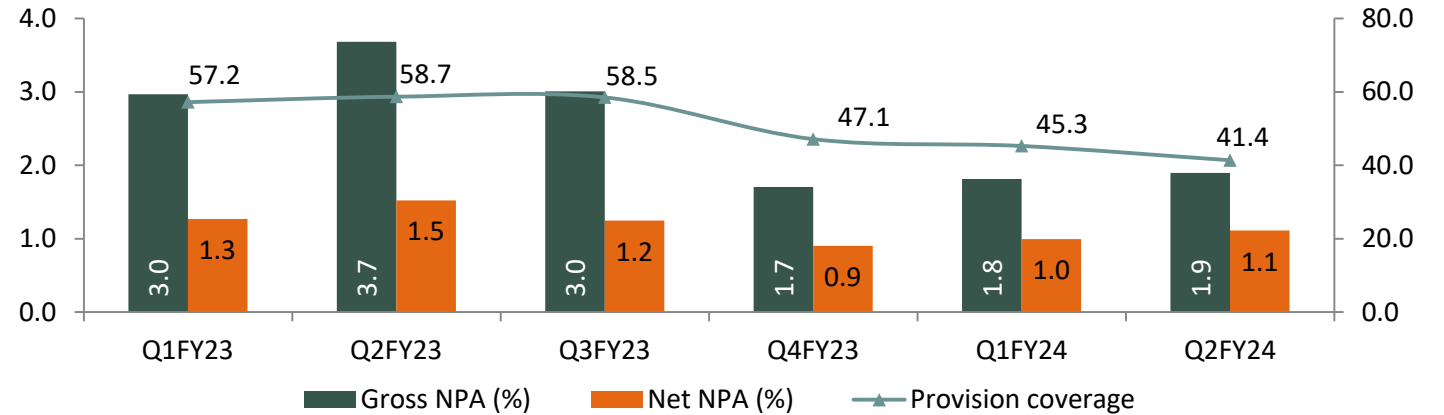
Source: Company; IDBI Capital Research

Exhibit 11: Net Interest margins inched up sequentially



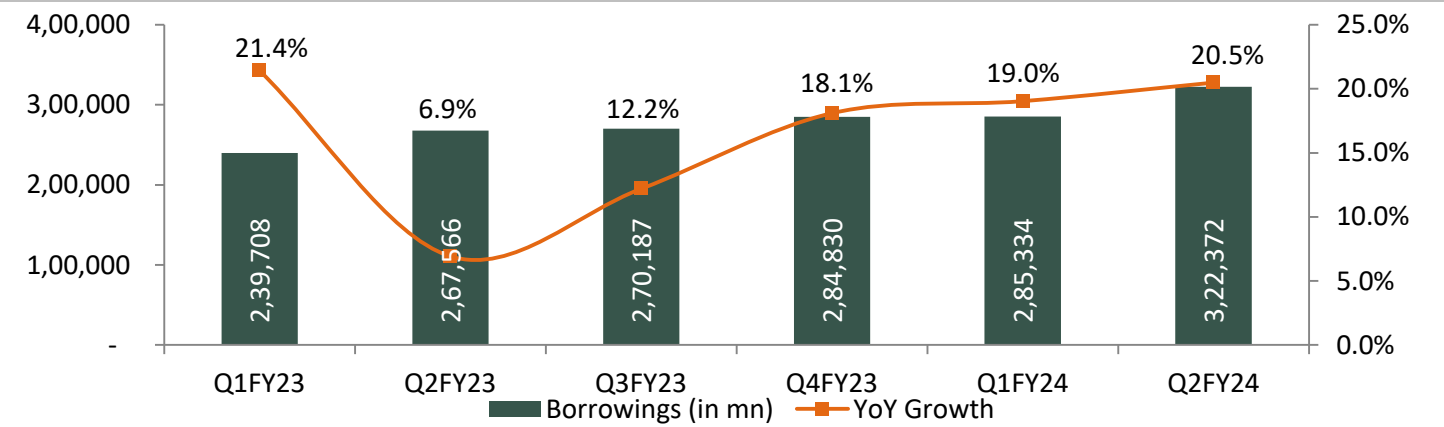
Source: Company; IDBI Capital Research

Exhibit 12: Asset quality declined marginally QoQ



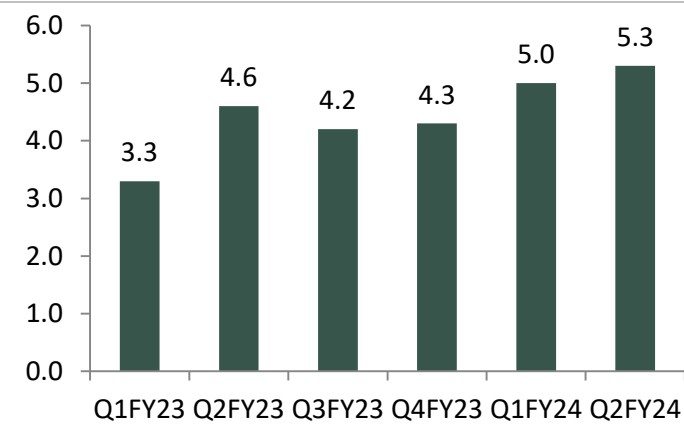
Source: Company; IDBI Capital Research

Exhibit 13: Borrowings growth rate witnessed up tick YoY



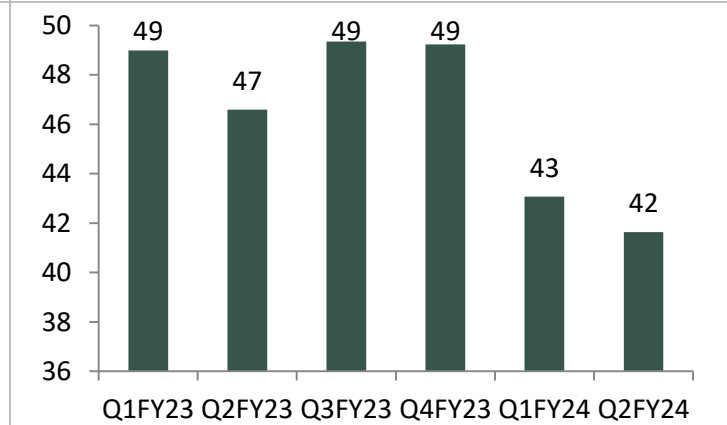
Source: Company; IDBI Capital Research

Exhibit 14: Return on Assets inched up QoQ



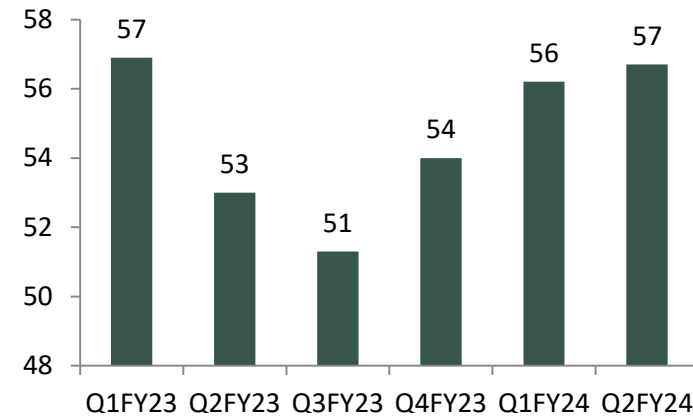
Source: Company; IDBI Capital Research

Exhibit 15: Cost to Income Ratio witnessed down tick sequentially



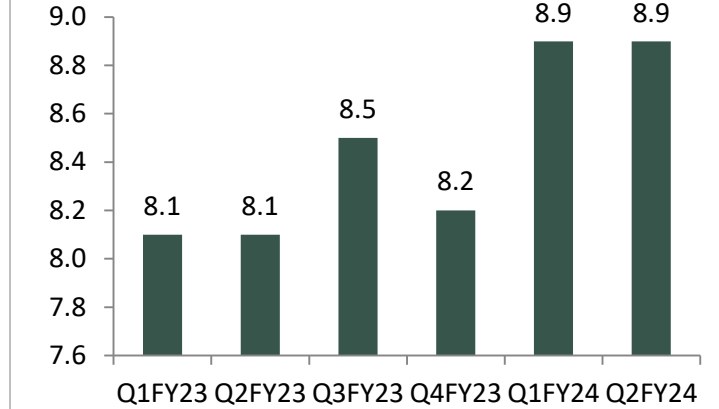
Source: Company; IDBI Capital Research

Exhibit 16: Average AUM per Branch inched up sequentially



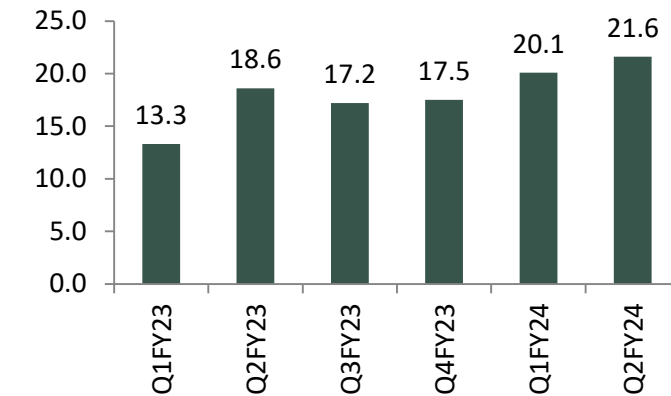
Source: Company; IDBI Capital Research

Exhibit 17: Cost of Funds remained stable QoQ



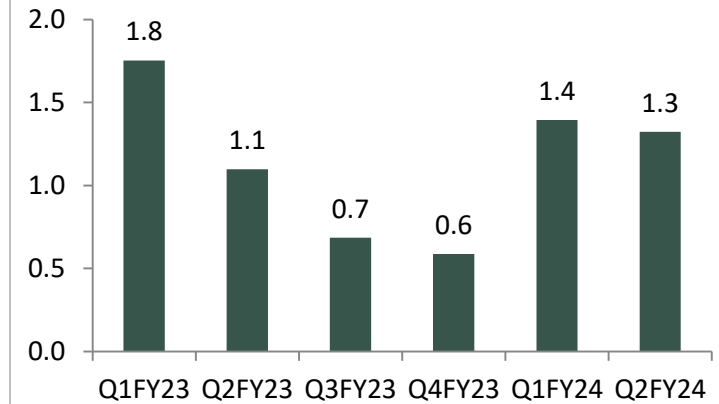
Source: Company; IDBI Capital Research

Exhibit 18: Return on Equity inched up in line with RoA



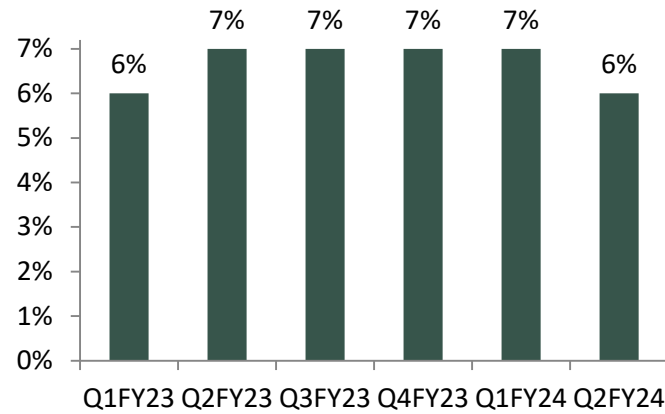
Source: Company; IDBI Capital Research

Exhibit 19: Credit Cost moderated sequentially



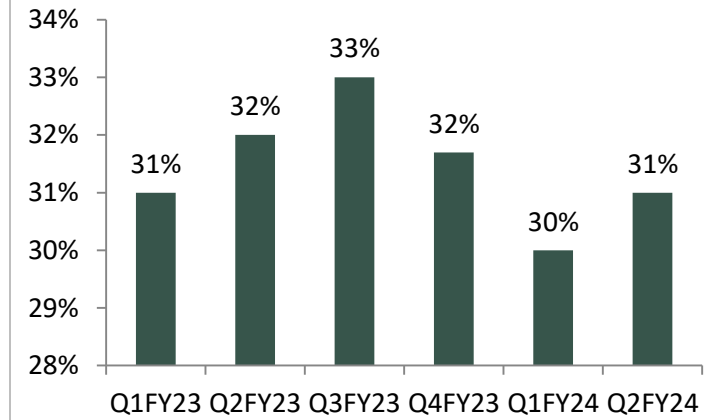
Source: Company; IDBI Capital Research

Exhibit 20: Opex to AUM(%)



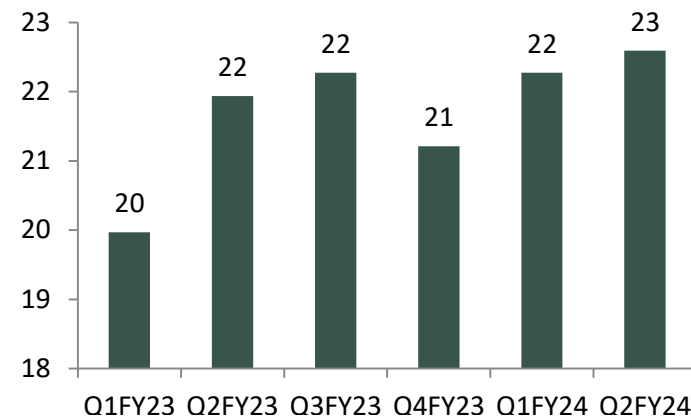
Source: Company; IDBI Capital Research

Exhibit 21: CAR remains comfortable



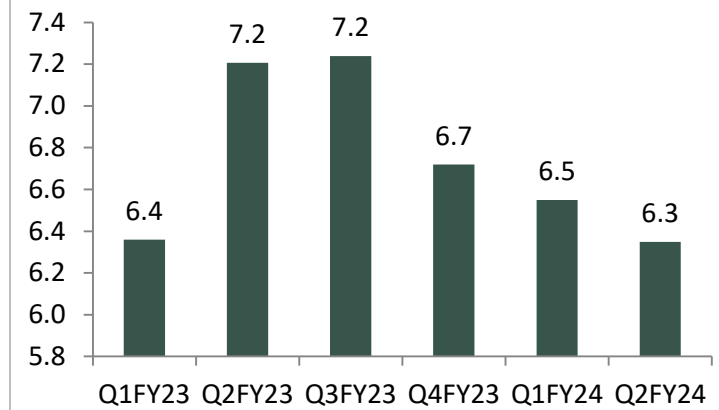
Source: Company; IDBI Capital Research

Exhibit 22: Yield on Loans improved QoQ



Source: Company; IDBI Capital Research

Exhibit 23: Costs to AUM witnessed downtick sequentially



Source: Company; IDBI Capital Research

Exhibit 24: AUM Mix (In Mn)

| Consolidated AUM | Q2FY24 | Q2FY23 | Q1FY24 | YoY | QoQ |
|----------------------|-----------------|-----------------|-----------------|-------------|------------|
| Gold Loan | 2,08,085 | 1,91,903 | 2,06,032 | 8.4 | 1.0 |
| Micro Finance Loan | 1,00,889 | 71,181 | 93,104 | 41.7 | 8.4 |
| Housing Finance Loan | 13,049 | 9,216 | 12,026 | 41.6 | 8.5 |
| Vehicle Finance Loan | 31,432 | 18,855 | 27,792 | 66.7 | 13.1 |
| On-Lending | 9,206 | 2,723 | 8,050 | 238.1 | 14.4 |
| MSME & Other Loans | 26,846 | 12,771 | 23,601 | 110.2 | 13.7 |
| Total AUM | 3,89,507 | 3,06,649 | 3,70,605 | 27.0 | 5.1 |

Source: Company; IDBI Capital Research

Exhibit 25: AUM Mix (In %)

| Consolidated AUM | Q2FY24 | Q2FY23 | Q1FY24 | YoY | QoQ |
|----------------------|------------|------------|------------|----------|----------|
| Gold Loan | 53.4 | 62.6 | 55.6 | -916 bps | -217 bps |
| Micro Finance Loan | 25.9 | 23.2 | 25.1 | 269 bps | 78 bps |
| Housing Finance Loan | 3.4 | 3.0 | 3.2 | 34 bps | 11 bps |
| Vehicle Finance Loan | 8.1 | 6.1 | 7.5 | 192 bps | 57 bps |
| On-Lending | 2.4 | 0.9 | 2.2 | 148 bps | 19 bps |
| MSME & Other Loans | 6.9 | 4.2 | 6.4 | 273 bps | 52 bps |
| Total AUM | 100 | 100 | 100 | | |

Source: Company; IDBI Capital Research

Exhibit 26: Consolidated Borrowing Mix (In Mn)

| Borrowing Mix | Q2FY24 | Q2FY23 | Q1FY24 | YoY | QoQ |
|-------------------------------|-----------------|-----------------|-----------------|-------------|-------------|
| WCDL / CC | 88,733 | 61,792 | 76,918 | 43.6 | 15.4 |
| Term Loan | 1,61,983 | 1,03,140 | 1,41,165 | 57.1 | 14.7 |
| NCD/Bonds | 58,735 | 67,980 | 57,849 | (13.6) | 1.5 |
| External Commercial Borrowing | 6,502 | 27,919 | 9,401 | (76.7) | (30.8) |
| Commercial Paper | 6,419 | 6,720 | - | (4.5) | - |
| Others | 1 | 16 | 1 | (93.8) | - |
| Total Borrowings | 3,22,373 | 2,67,567 | 2,85,334 | 20.5 | 13.0 |

Source: Company; IDBI Capital Research

Exhibit 27: Consolidated Borrowing Mix (In %)

| Borrowing Mix | Q2FY24 | Q2FY23 | Q1FY24 | YoY | QoQ |
|-------------------------------|------------|------------|------------|----------|----------|
| WCDL / CC | 27.5 | 23.1 | 27.0 | 443 bps | 57 bps |
| Term Loan | 50.2 | 38.5 | 49.5 | 1170 bps | 77 bps |
| NCD/Bonds | 18.2 | 25.4 | 20.3 | -719 bps | -205 bps |
| External Commercial Borrowing | 2.0 | 10.4 | 3.3 | -842 bps | -128 bps |
| Commercial Paper | 2.0 | 2.5 | - | -52 bps | 199 bps |
| Others | 0.0 | 0.0 | 0.0 | -1 bps | 0 bps |
| Total Borrowings | 100 | 100 | 100 | | |

Source: Company; IDBI Capital Research

Financial Summary

Profit & Loss Account

(Rs mn)

| Year-end: March | FY21 | FY22 | FY23 | FY24E | FY25E | FY26E |
|-------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Net interest income | 39,707 | 38,284 | 42,526 | 54,627 | 63,399 | 72,117 |
| <i>Change (yoy, %)</i> | 17% | -4% | 11% | 28% | 16% | 14% |
| Non-Interest Income | 1,850 | 2,866 | 3,095 | 4,631 | 4,280 | 4,908 |
| Net Revenue | 41,557 | 41,149 | 45,622 | 59,258 | 67,680 | 77,025 |
| Operating expenses | 13,995 | 18,453 | 22,140 | 25,827 | 31,700 | 37,355 |
| Employee expenses | 8,429 | 11,250 | 14,695 | 16,521 | 20,998 | 25,048 |
| Other expenses | 5,566 | 7,202 | 7,445 | 9,306 | 10,702 | 12,307 |
| Pre-Provision Profit | 27,562 | 22,697 | 23,482 | 33,431 | 35,980 | 39,669 |
| <i>Change (yoy, %)</i> | 23% | -18% | 3% | 42% | 8% | 10% |
| Provision | 4,401 | 4,862 | 3,071 | 4,809 | 4,790 | 5,449 |
| PBT | 23,161 | 17,835 | 20,411 | 28,622 | 31,191 | 34,221 |
| Taxes | 5,911 | 4,548 | 5,409 | 7,204 | 7,851 | 8,613 |
| <i>Effective tax rate (%)</i> | 26% | 26% | 26% | 25% | 25% | 25% |
| Net profit | 17,250 | 13,287 | 15,002 | 21,418 | 23,340 | 25,607 |
| <i>Change (yoy, %)</i> | 17% | -23% | 13% | 43% | 9% | 10% |
| EPS | 20.4 | 15.7 | 17.7 | 25.3 | 27.6 | 30.3 |
| Return on Equity (%) | 26.4 | 17.0 | 16.7 | 20.3 | 18.7 | 17.7 |
| Return on Asset (%) | 5.7 | 4.1 | 4.1 | 4.9 | 4.5 | 4.3 |

Balance Sheet

(Rs mn)

| Year-end: March | FY21 | FY22 | FY23 | FY24E | FY25E | FY26E |
|---------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Capital | 1,693 | 1,693 | 1,693 | 1,693 | 1,693 | 1,693 |
| Reserves | 71,382 | 81,991 | 94,756 | 1,13,104 | 1,32,551 | 1,54,222 |
| Networth | 73,074 | 83,683 | 96,449 | 1,14,797 | 1,34,243 | 1,55,915 |
| Borrowings | 2,27,162 | 2,41,185 | 2,84,829 | 3,53,233 | 4,03,227 | 4,58,857 |
| Other liabilities | 13,142 | 13,238 | 13,764 | 12,935 | 14,140 | 16,119 |
| Total Liab. & Equity | 3,13,378 | 3,38,107 | 3,95,041 | 4,80,965 | 5,51,611 | 6,30,890 |
| Fixed Assets | 2,942 | 3,639 | 4,478 | 4,926 | 5,418 | 5,960 |
| Investments | 3,380 | 4,207 | 5,340 | 5,340 | 5,340 | 5,340 |
| Loans | 2,65,076 | 2,89,710 | 3,41,945 | 4,13,460 | 4,75,583 | 5,45,331 |
| Cash | 29,124 | 26,974 | 30,351 | 37,211 | 42,802 | 49,080 |
| Other assets | 12,856 | 13,576 | 12,927 | 20,027 | 22,466 | 25,179 |
| Total assets | 3,13,378 | 3,38,107 | 3,95,041 | 4,80,965 | 5,51,611 | 6,30,890 |

Financial Ratios

(%)

| Year-end: March | FY21 | FY22 | FY23 | FY24E | FY25E | FY26E |
|-----------------------------|------|--------|-------|-------|-------|-------|
| Growth | | | | | | |
| Advances | 9.1 | 9.3 | 18.0 | 20.9 | 15.0 | 14.7 |
| NII | 17.3 | (3.6) | 11.1 | 28.5 | 16.1 | 13.7 |
| Pre-Provision Profit | 22.8 | (17.7) | 3.5 | 42.4 | 7.6 | 10.3 |
| Net Profit | 16.5 | (23.0) | 12.9 | 42.8 | 9.0 | 9.7 |
| Spreads | | | | | | |
| Yield on Assets | 24.4 | 21.1 | 20.4 | 21.9 | 21.9 | 21.9 |
| Cost of Funds | 9.8 | 8.6 | 8.3 | 8.9 | 9.0 | 9.2 |
| NIM | 15.6 | 13.8 | 13.5 | 14.5 | 14.3 | 14.1 |
| Spread | 14.6 | 12.5 | 12.1 | 13.1 | 12.9 | 12.7 |
| Operating Efficiency | | | | | | |
| Cost-to-Income | 33.7 | 44.8 | 48.5 | 43.6 | 46.8 | 48.5 |
| Cost-to-AUM | 5.5 | 6.7 | 7.0 | 6.8 | 7.1 | 7.3 |
| Asset Quality | | | | | | |
| GNPA | 2.3 | 3.4 | 1.8 | 2.0 | 2.0 | 2.0 |
| NNPA | 1.1 | 1.8 | 0.9 | 1.0 | 1.0 | 1.0 |
| Provision Coverage | 52.8 | 44.1 | 47.1 | 49.0 | 50.1 | 50.8 |
| Credit Cost | 0.5 | 0.3 | 0.1 | 1.3 | 1.1 | 1.1 |
| Capital Adequacy | | | | | | |
| CAR | 29.0 | 31.3 | 31.7 | 31.2 | 31.7 | 32.1 |
| Tier I | 28.7 | 31.0 | 31.7 | 31.2 | 31.7 | 32.1 |
| Valuation | | | | | | |
| EPS | 20.4 | 15.7 | 17.7 | 25.3 | 27.6 | 30.3 |
| ABV | 83.0 | 92.3 | 110.2 | 130.7 | 153.0 | 177.8 |
| P/E | 7.4 | 9.6 | 8.5 | 5.9 | 5.4 | 5.0 |
| P/ABV | 1.8 | 1.6 | 1.4 | 1.1 | 1.0 | 0.8 |
| ROE | 26.4 | 17.0 | 16.7 | 20.3 | 18.7 | 17.7 |
| ROA | 5.7 | 4.1 | 4.1 | 4.9 | 4.5 | 4.3 |

Source: Company; IDBI Capital Research



Notes

Dealing

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Key to Ratings Stocks:**BUY:** 15%+; **HOLD:** -5% to 15%; **SELL:** -5% and below.**IDBI Capital Markets & Securities Ltd.****Equity Research Desk**

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