MOTILAL OSWAL

IDFC

STOCK INFO. BSE Sensex: 14,229	BLOOMBERG IDFC IN	26 Ap	ril 2007									Buy
S&P CNX: 4,178	REUTERS CODE IDFC.BO	Previo	ous Recom	nendatio	n:Buy							<u>Rs99</u>
Equity Shares (m)	1,122.5	YEAR	NET INCOME	E PAT	EPS	EPS	P/E	P/BV	CAR	ROE	ROA	P/ABV
52-Week Range	113/43	END	(RSM)	(RSM)	(RS)	GROWTH (%)	(X)	(X)	(%)	(%)	(%)	(X)
1,6,12 Rel.Perf.(%) 7/25/14	3/07A	7,161	4,921	4.4	31.0	22.6	3.8	21.5	18.0	3.3	3.8
M.Cap. (Rs b)	111.0	3/08E	9,419	5,964	5.3	21.2	18.6	3.3	18.0	19.0	2.9	3.3
M.Cap. (US\$ b)	2.7	3/09E	12,157	7,385	6.6	23.8	15.0	2.8	17.0	20.3	2.7	2.8

IDFC has posted 26% increase in consolidated earnings to Rs5b for FY07 on the back of strong volume growth but declining margins. However, 4QFY07 earnings growth was lower on account of lower booking of treasury income during the quarter. Earnings for 4QFY07 increased by 12% YoY to Rs930m. Business momentum has remained steady, with disbursements up 19% in FY07. IDFC continues to maintain its asset quality, with nil net NPLs.

- NII from infrastructure loans grows 33% in FY07
- Disbursements slow in 4QFY07, but sanctions remain strong
- Margins decline to 2.8% in FY07, as leverage increases
- Nil treasury profits in 4QFY07, proportion of fee income increasing

We continue to be positive on IDFC's growth prospects and believe that it can leverage its strength to earn significantly higher fee income. We expect EPS of Rs6.6 and BV of Rs35 in FY09 (pre diluted). The stock currently trades at 15x FY09E EPS and 2.8x FY09E BV. We maintain **Buy**.

Y/E MARCH		FY0	6			FY0	7		FY06*	FY07*
	1Q	2Q	3 Q	4Q	1Q	2Q	3 Q	4 Q		
Operating Income	2,600	2,493	2,533	2,739	3,388	4,008	4,023	4,232	10,365	15,651
Other Income	2	1	0	9	6	13	0	45	22	65
Total income	2,602	2,494	2,534	2,748	3,395	4,021	4,023	4,277	10,387	15,716
Y-o-Y Growth (%)	62.0	40.5	1.0	5.0	30.5	61.3	58.8	55.6	42.7	51.3
Interest Expenses	1,114	1,163	1,317	1,415	1,643	1,960	2,291	2,660	5,009	8,555
NetIncome	1,488	1,331	1,216	1,333	1,751	2,061	1,733	1,617	5,378	7,161
Operating Expenses	93	113	105	194	131	181	182	284	402	777
Operating Profit	1,395	1,219	1,112	1,139	1,620	1,880	1,551	1,333	4,977	6,384
Depreciation	9	9	10	11	10	11	11	12	39	44
Provisions	204	41	10	132	0	-25	43	159	516	178
Profit before Tax	1,182	1,169	1,092	996	1,610	1,894	1,496	1,161	4,422	6,162
Tax Provisions	89	110	156	162	298	404	268	271	517	1,241
Net Profit	1,094	1,059	935	834	1,312	1,490	1,228	890	3,905	4,921
Share of Ass / Minority Int	0	0	-1	-1	-1	58	22	39	-2	118
Consolidated Net Profit	1,093	1,059	935	833	1,312	1,548	1,250	930	3,903	5,039
Y-o-Y Growth (%)	115.1	41.5	-42.6	-48.8	19.9	46.2	33.7	11.5	28.4	26.0
Int Exp/ Int Earned (%)	42.8	46.6	52.0	51.7	48.5	48.9	56.9	62.9	48.3	54.7
Other Income / Net Income (%)	0.1	0.1	0.0	0.7	0.4	0.6	0.0	2.8	0.4	0.9
Cost to Income Ratio (%)	6.2	8.5	8.6	14.6	7.5	8.8	10.5	17.6	7.5	10.9

E: MOSt Estimates * Quaterly nos and full year nos will not tally due to different way of reporting financial nos

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NII from infrastructure loans grows 33% in FY07

NII from infrastructure loans (consolidated) has increased by 33% (to Rs3.9b) in FY07 and by 34% in 4QFY07, as asset yields have improved. While IDFC has been able to maintain its spreads, margins have declined due to higher leverage.

Disbursements slow in 4QFY07, but sanctions remain strong IDFC has maintained strong growth in balance sheet – up 50% to Rs18b. Gross disbursements increased 19% during the year to Rs72b. However, during the quarter, disbursements have remained flat YoY at Rs19b. Gross approvals have increased 23% to Rs131b in FY07. The management has indicated that it has a strong pipeline of new loan requests over the next few quarters.

Margins decline to 2.8% in FY07, as leverage increases

While asset yields are improving, as cost of funds is rising faster due to higher leverage, margins for FY07 declined 20bp to 2.8%. Infrastructure asset yields (excluding one-off items) have increased to 9.2% in FY07 from 8.9% in FY06. Overall yields (including treasury yields) have also improved to 9% in FY07 from 8.5% in FY06 on the back of significant improvement in treasury yields (up 150bp in FY07). As IDFC continues to build up its loan book, we expect margins to witness a declining trend. Leverage has increased from 4.4x in FY06 to 5.4x in FY07.

ROLLING TWELEVE MONTH BASIS

	FY06	JUN-06	SEP-06	DEC-06	MAR-07	FY07
Yields on Infra. Loans	8.9	8.9	8.9	9.1	9.2	9.2
Yield on Treasury Assets	6.1	6.2	6.9	7.5	7.6	7.6
Overall Yield	8.5	8.5	8.6	8.8	9.0	9.0
Cost to Income Ratio	5.3	5.3	5.2	5.2	5.2	5.2
Effective Tax Rate	11.7	15.0	18.3	18.9	20.1	20.1
Leverage (x)	4.5	4.6	5.0	5.2	5.4	5.4
RoE	17.0	17.0	18.0	18.0	18.0	18.0

Source: Company/ Motilal Oswal Securities

Nil treasury profits in 4QFY07; proportion of fee income increasing

IDFC has not booked any equity gains out of its proprietary equity book in 4QFY07 as against Rs160m witnessed during 4QFY06. For FY07, treasury gains have remained flat at Rs1.2b. As of March 2006, IDFC had unrealized gains valued at Rs2.2b on its books, which has also been flat QoQ.

One of the key highlights for IDFC has been its traction in fee revenues. Its fee income has increased by 40% in FY07, driven by AMC fees – up 83% in FY07. AMC fees as a proportion of total fees have increased from 30% in FY06 to 40% in FY07. Core fees / Non-interest income has increased from 42% in FY06 to 50% in FY07.

Tax rate increases

IDFC's tax rate has increased to 20% in FY07 from 12% in FY06. In 4QFY07, tax rates were higher at 23%, on account of absence of treasury gains. We expect higher tax rates going forward, as the budget had also withdrawn some concessions for long-term finance under Sec 36 (i) (viii). We are building in a 24% tax rate for FY08.

Provisions have been lower due to write-backs

Standard asset provisions have continued to increase in line with increase in asset base. IDFC follows a policy of providing 0.5% of gross disbursements against a norm of 0.4% on assets outstanding. During the year, due to a settlement of one restructured asset, IDFC wrote back Rs520m of provisions, resulting in lower provisions for the fiscal. Also, due to the settlement of accounts, gross NPAs have declined to 0.2% in FY07 from 0.5% in FY06. Net NPAs continue to be nil.

RoA at 3.3%

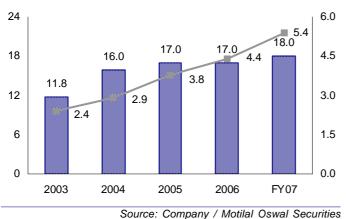
As expected, RoAs for IDFC have declined. IDFC reported RoA of 3.3% in FY07, as against 3.8% in FY06 and 3.6% for the 12 months ended December 2006, despite higher leverage. This is due to marginally lower NIMs and lower contribution from capital gains. Leverage has increased to 5.4x in FY07 from 4.4x in FY06. Going forward, we expect RoA to decline on the back of decreasing margins coupled with lower contribution from treasury. RoE for FY07 was 18%.

ROA ANALYSIS: ROLLING TWELEVE MONTHS BASIS

		JUL-	OCT-	JAN-	
	FY06	JUN-06	SEP-06	DEC-06	FY07
Net Interest Income	3.0	2.9	2.9	2.9	2.8
Infrastructure	2.9	2.8	2.8	2.7	2.6
Treasury	0.1	0.1	0.2	0.2	0.2
Non Interest Income	2.2	1.9	1.9	1.9	1.7
Fees income	0.9	0.9	0.9	0.8	0.9
Dividend	0.1	0.0	0.0	0.0	0.1
Profit on Sale of Equity	1.2	1.0	1.0	1.0	0.8
Miscelleneous Income	0.0	0.2	0.1	0.1	0.1
Operating Income	5.2	5.0	5.0	4.9	4.7
Operating Expenses	0.5	0.5	0.5	0.5	0.5
Operating Profit	4.7	4.4	4.5	4.4	4.1
Provisions	0.3	0.1	0.1	0.1	0.1
PBT	4.3	4.3	4.4	4.3	4.0
Tax, Minority Interest	0.5	0.6	0.8	0.8	0.8
Share of Associate Comp.	0.0	0.0	0.0	0.1	0.1
PAT	3.8	3.7	3.7	3.6	3.3

Source: Company/ Motilal Oswal Securities

IMPROVING LEVERAGE, IMPROVING ROE



Would be raising capital over the next 18 months

The current capital adequacy ratio (CAR) for IDFC is 20.3%, of which tier-1 is ~16.1%. The board has approved capital raising through issue of equity or quasi-equity instruments up to US\$500m. The management has mentioned three key reasons for raising capital:

- Leverage would increase to >7x in FY08 and IDFC would have to raise capital in order to maintain its credit ratings
- IDFC would require to provide seed capital for new funds, which it would be launching
- In order to take larger exposure in projects

Capital raising to be book accretive

If IDFC were to raise capital at Rs100 per share and dilute ~15% of its equity capital, it would raise Rs17b. Book value would expand to Rs40 per share owing to capital raising.

IMPACT OF DILUTION

	PRE D	ILUTION	POST	DILUTION
	FY08E	FY09E	FY08E	FY09E
EPS (Rs)	5.3	6.8	4.7	6.1
BVPS (Rs)	30.0	35.2	39.1	43.6
P/E (x)	18.6	15.0	20.7	16.1
P/BV (x)	3.3	2.8	2.5	2.2
ROE (%)	19.0	21.0	14.0	14.7

Source: Company/ Motilal Oswal Securities

We maintain Buy

We continue to be positive on IDFC's growth prospects and believe that it can leverage its strength to earn significantly higher fee income. We expect EPS of Rs6.6 and BV of Rs35 in FY09 (pre diluted). The stock currently trades at 15x FY09E EPS and 2.8x FY09E BV. We maintain **Buy**.

IDFC: an investment profile

Company description

IDFC was established in 1997 as a specialized financial intermediary to catalyze private sector investments to commercially viable infrastructure projects. Apart from infrastructure funding, IDFC works closely with the Government of India and other state governments to conceptualize and formulate policies to inculcate a conducive environment for private sector participation in the infrastructure sector. IDFC's main focus areas are power, roads, ports and telecom. Since it began operations in 1997, IDFC has rapidly grown across all business parameters. While its total assets, total income and profit after tax have recorded CAGR of 33%, 21%, and 22%, respectively, total infrastructure loans have grown at an impressive CAGR of 54% from FY01 to FY06.

Key investment arguments

- Explosive infrastructure growth will enable robust loan book expansion and fee income growth
- The company has a sterling pedigree in quality lending, and hence, it is able to maintain zero net NPAs
- Enjoys the highest RoA in the sector; high CAR gives enough room to grow loan book and boost RoE
- Is one of the few US\$2b stocks in the financial sector available to FIIs

COMPARATIVE VALUATIONS

		IDFC	HDFC	HDFC BANK
P/E (x)	FY08E	18.6	14.2	22.0
	FY09E	15.0	11.8	16.8
P/ABV (x)	FY08E	3.3	4.0	4.4
	FY09E	2.8	3.4	3.6
RoE (%)	FY08E	19.0	30.5	21.4
	FY09E	20.3	30.7	23.2
RoA (%)	FY08E	2.9	2.5	1.4
	FY09E	2.7	2.4	1.5

SHAREHOLDING PATTERN (%)

	MAR.07	DEC.06	MAR.06
Promoter	0.0	0.0	0.0
Domestic Inst	40.1	38.1	44.8
Foreign	48.1	50.6	44.7
Others	11.8	11.4	12.6

Recent developments

- IDFC board has approved increasing the FII limit from 24% to 49% of the paid-up equity capital of the company
- The board has also approved offer, issue and allotment in one or more tranches, and in one or more private or preferential offerings, an aggregate value of up to US\$250m or its equivalent

Valuation and view

- With growth in infrastructure development activities, the loan book is expected to expand by 40% CAGR in FY06-09. Borrowings will also grow at 43% CAGR during the same period.
- PAT is expected to grow by 21% in FY08 and 24% in FY09. The stock trades at P/BV of 2.8x FY09E BV. We maintain **Buy**.

Key investment risks

- Is dependent on government policies
- Rising interest rates may pressurize margins
- Faces competitive pressures from banks

EPS: MOST FORECAST VS CONSENSUS (RS)

	MOST	CONSENSUS	VARIATION
	FORECAST	FORECAST	(%)
FY08	5.3	5.2	1.5
FY09	6.6	6.3	5.1

TARGET PRICE AND RECOMMENDATION

CURRENT	TARGET	UPSIDE	RECO.
PRICE (RS)	PRICE (RS)	(%)	
99	115	16.2	Buy

STOCK PERFORMANCE (1 YEAR)



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INCOME STATEMENT				(RSN	ILLION)
Y/E MARCH	2005	2006	2007E	2008E	2009E
Interest Income	5,481	7,741	12,588	18,539	26,132
Interest Expended	3,119	5,008	8,555	13,502	19,602
Net Interest Income	2,362	2,733	4,033	5,037	6,529
Change (%)	22.1	15.7	47.6	24.9	29.6
Other Income	1,795	2,416	3,128	4,382	5,628
- Fees	500	858	1,430	2,532	3,768
- Capital Gains (incl trea	1,295	1,558	1,698	1,850	1,860
Net Income	4,157	5,149	7,161	9,419	12,157
Change (%)	11	23.9	39.1	315	29.1
Operating Expenses	280	440	821	1,047	1,302
Operating Income	3,878	4,709	6,340	8,372	10,855
Change (%)	2.0	214	34.6	32.1	29.7
Other Provisions	648	516	178	525	875
PBT	3,230	4,193	6,162	7,847	9,980
Тах	190	437	1,241	1,883	2,595
Tax Rate (%)	5.9	10.4	20.1	24.0	26.0
PAT	3,040	3,756	4,921	5,964	7,385
Change (%)	17.3	23.6	31.0	212	23.8
Share of associates	0	0	118	142	170
Consolidated PAT	3,040	3,756	5,039	6,106	7,556
Change (%)	19.3	23.6	34.1	212	23.8
Proposed Dividend	1,143	1,283	1,122	1,403	1,684

BALANCE SHEET				(RS	MILLION)
Y/E MARCH	2005	2006	2007E	2008E	2009E
Capital	10,000	11,225	11,225	11,225	11,225
Reserves & Surplus	8,889	14,217	17,943	22,407	27,993
Net Worth	18,889	25,442	29,168	33,632	39,218
Borrowings	58,951	87,165	137,721	185,924	256,575
Change (%)	77.3	47.9	58.0	35.0	38.0
Sub-ordinated Debt	6,500	6,500	6,500	6,500	6,500
Other Liabilities & Prov.	2,975	4,447	5,337	6,671	8,339
Total Liabilities	87,315	123,555	178,726	232,727	310,631
Cash and bank balance	4,270	3,349	12,935	7,150	7,235
Investments	7,688	12,949	20,718	21,754	26,104
Change (%)	-34.0	68.4	60.0	5.0	20.0
Advances	70,504	101,834	139,512	198,107	271,407
Change (%)	59.6	44.4	37.0	42.0	37.0
Net Fixed Assets	505	498	508	517	523
Deferred Tax Assets	662	792	713	642	577
Other Assets	3,687	4,133	4,340	4,557	4,785
Total Assets	87,315	123,555	178,726	232,727	310,631

PTIONS				(%)
gs Growth	77.3 47.9	9 58.0	35.0	38.0
s Growth	59.6 44.4	4 37.0	42.0	37.0
	10.0 10.0	.0 10.0	12.5	15.0
	10.0 10.0	0 10.0	12.5	

E: MOSt Estimates

RATIOS					
Y/E MARCH	2005	2006	2007E	2008E	2009E
Spreads Analysis (%)					
Avg. Yield - Earning Asset:	7.7	7.5	8.5	9.3	9.8
Avg.Cost-Int.Bear.Liab.	5.9	6.3	7.2	8.0	8.6
Interest Spread	1.8	1.2	1.4	1.2	1.2
Net Interest Margin	3.3	2.6	2.7	2.5	2.5
Profitability Ratios (%)					
RoE	16.9	16.9	18.0	19.0	20.3
RoA	4.1	3.6	3.3	2.9	2.7
Int. Expended/Int.Earned	56.9	64.7	68.0	72.8	75.0
Other Inc./Net Income	43.2	46.9	43.7	46.5	46.3
Efficiency Ratios (%)					
Op. Exps./Net Income	6.7	8.6	11.5	11.1	10.7
Empl. Cost/Op. Exps.	52.7	59.6	65.3	61.5	59.2
Busi. per Empl. (Rs m)	995	1,274	1,295	1,713	2,214
NP per Empl. (Rs m)	29.2	30.1	27.3	30.9	35.9
Asset-Liability Profile ((%)				
Adv./Deposit Ratio	119.6	116.8	101.3	106.6	105.8
Invest./Deposit Ratio	13.0	14.9	15.0	11.7	10.2
Gross NPAs to Adv.	0.7	0.5	0.5	0.5	0.6
Net NPAs to Adv.	0.0	0.0	-0.1	0.0	0.1
CAR	28.6	25.6	21.5	18.0	17.0
Tier 1	20.1	19.2	15.0	12.0	12.0
VALUATION					
Book Value (Rs)	18.9	22.7	26.0	30.0	34.9
Price-BV (x)	5.2	4.4	3.8	3.3	2.8
Adjusted BV (Rs)	18.9	22.7	26.1	30.0	34.8
Price-ABV (x)	5.2	4.4	3.8	3.3	2.8
EPS (Rs)	3.0	3.3	4.4	5.3	6.6
EPS Growth (%)	17.3	10.1	31.0	21.2	23.8
Price-Earnings (x)	32.5	29.6	22.6	18.6	15.0
OPS (Rs)	3.9	4.2	5.6	7.5	9.7
OPS Growth (%)	2.0	8.2	34.6	32.1	29.7
Price-OP (x)	25.5	23.6	17.5	13.3	10.2

E: MOSt Estimates



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Dis	closure of Interest Statement	IDFC
1.	Analyst ownership of the stock	No
2.	Group/Directors ownership of the stock	Yes
3.	Broking relationship with company covered	No
4.	Investment Banking relationship with company covered	No

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