

IPO Note: AU Small Finance Bank Ltd.

Industry: Finance Recommendation: Subscribe Date: June 22, 2017

| Issue Snapshot | | | | |
|----------------|--|--|--|--|
| Company Name | AU Small Finance Bank Ltd. | | | |
| Issue Opens | June 28, 2017 to June 30, 2017 | | | |
| Price Band | Rs. 355 to Rs. 358 | | | |
| Bid Lot | 41 Equity Shares and in multiples thereof. | | | |
| The Offer | Public issue of 53,422,169 Equity shares* of Face value Rs. 10 each, (Comprising of Offer for Sale by Selling Shareholder). | | | |
| Issue Size | Rs. 1896.49 – 1912.51 Crore | | | |
| IPO Process | 100% Book Building | | | |
| Face Value | Rs. 10.00 | | | |
| Exchanges | NSE & BSE | | | |
| BRLM | ICICI Securities Limited, HDFC Bank Limited, Motilal Oswal Investment Advisors Limited and Citigroup Global Markets India Private Limited. | | | |
| Registrar | Link Intime India Private Limited | | | |

Objects of the Offer

Offer for Sale

The Company expects that listing of the Equity Shares will enhance visibility and brand and provide liquidity to its existing shareholders. Listing will also provide a public market for the Equity Shares in India. The Company will not receive any proceeds from the Offer. All proceeds from the Offer will go to each of the Selling Shareholders, in proportion to its portion of the Offered Shares.

| Issue Break up | | | | | | |
|----------------|------------|----------------|--|--|--|--|
| Issue Size | Allocation | Equity Shares* | | | | |
| QIB | 50% | 26,211,085 | | | | |
| HNI | 15% | 7,863,325 | | | | |
| RII | 35% | 18,347,759 | | | | |
| Total Public | 100% | 52,422,169 | | | | |
| Employee | | 1,000,000 | | | | |
| Total | | 53,422,169 | | | | |

^{*}Based on higher price band @ Rs. 358

Company Highlights

AU Small Finance Bank Ltd. (erstwhile known as AU Financiers Ltd) (AUSFB) is a NBFC converted into Small Finance Bank. It primarily served low and middle-income individuals and businesses that have limited or no access to formal banking and finance channels. In fact this group has created a niche place with purely asset based financing and has thus carved a new path of growth. It was one of the 10 new small bank licensees and the 7th one to go in operation as small finance bank. In fact, it converted itself from NBFC to SFB status on 19th April 2017 and post this change only, it is tapping the market. As an NBFC, it operated in three business lines: vehicle finance; micro, small and medium enterprises ("MSMEs") loans; and small and medium enterprises ("SMEs") loans. Post commencing its SFB business, it has expanded and strengthened business model to offer a diverse suite of banking products and services by leveraging its asset-based lending strengths, NBFC customer base and cost efficient, technology driven hub-and spoke branch operating model to successfully operate SFB. In addition to its vehicle finance, MSME and SME offerings, AUSFB's asset product offerings include working capital facilities, gold loans, agriculture related term loans, Kisan credit cards for farmers and loans against securities. Its liability product offerings include current accounts, savings accounts, term deposits, recurring deposits and collections and payments solutions for MSME and SME customers.



Post transitioning to an SFB model, it is now poised for significant growth potential and aims to be a retail focused, preferred trusted SFB offering integrated and tailored solutions to customers. AUSFB adopted a strategy of contiguous expansion across regions and as of March 31, 2017, it conducted operations through 301 NBFC branches spread across 10 states and one union territory in India, with significant presence in the states of Rajasthan, Gujarat, Maharashtra and Madhya Pradesh and employed 8,515 personnel serving 280,349 active loan accounts. The credit penetration of Gujarat, Madhya Pradesh and Rajasthan is below average, while the credit penetration of Maharashtra is above average, thus offering us significant growth potential. As of May 31, 2017, AUSFB conducted operations through 269 branches, 121 asset centers, one central processing center and 10 offices. In addition, AUSFB plans to set up an additional 162 branches and seven central processing centers during the financial year 2018.

View

Jaipur based AU Small Finance Bank, formerly AU Financiers, has transitioned from an asset financing NBFC providing loans for Vehicle financing, MSME's and SME's to a small finance bank (SFB). Gross AUM has grown by 30% to Rs.10,734 cr over previous year. Gross AUM for vehicle finance business has grown from Rs.2,930.6 cr in FY13 to Rs.5,395.7 cr in FY17 at a CAGR of 16.5%, constituting 50.3% of total Gross AUM. Gross AUM for MSME loans business grew from Rs.561.4 mn in FY13 to Rs.3,216.3 cr in FY17 at a CAGR of 54.7%, constituting 30% of total Gross AUM. Gross AUM for SME loans business grew from Rs.212.4 cr in FY13 to Rs.2,121.8 cr in FY17 at a CAGR of 77.8%, constituting 19.7% of total Gross AUM.

AU's vehicle finance business extends loans for the purchase of new and pre-owned vehicles and for refinancing of vehicles, which are primarily used for revenue generating activities. For FY17, the average ticket size of this segment was Rs. 3.4 lakhs. Loan tenures for vehicle finance loans are upto 5 years. MSME loans business of the company extends loans to MSME's primarily for business expansion, working capital and purchase of equipment. For FY17, the average ticket size of MSME loans was Rs. 10.8 lakhs. Loan tenures for MSME loans are upto 12 years. SME loans business extends loans to several types of small and medium sized businesses. For FY17, the average ticket size of SME loans was Rs.2.19 cr. Loan tenures for SME loans are upto 15 years. MSME and SME loans are categorized on the basis of ticket size, with the initial MSME loan disbursed for an amount upto Rs. 50 lakhs and the initial SME loan disbursed for amounts over Rs.50 lakhs. As on 31st Mar, 2017, 98.99% of their total receivables under financing activity were secured.

They have 269 branches and 121 asset centers across West and Central India, with significant presence in Rajasthan, Gujarat, Maharashtra and Madhya Pradesh with focus on low and middle income group (LIG and MIG) customers. Business is concentrated in its home geography, with ~54% of its gross AUM coming from Rajasthan. In June 2016, company sold its lucrative, high-growth home loan business of Rs.1,500 cr AUM, for approximately Rs. 950 cr to enable its transition to SFB.

In FY17, company's total income grew 36% y-o-y to Rs.1,430 cr as disbursements soared ~20% y-o-y to Rs. 6,730 cr, while NII grew ~41% y-o-y to Rs. 917 cr. After accounting for provisions and write-offs of Rs. 77 cr and exceptional gains of Rs.670 cr (Rs. 517 cr post tax) on sale of housing finance and other smaller businesses (insurance broking, micro finance), company reported PAT of Rs. 843 cr. Adjusting for this one-time gain, FY17 PAT rose 32% y-o-y to Rs. 326 cr, resulting in EPS of Rs. 11.74. On borrowings of Rs. 7,071 cr, company is well capitalized, with capital adequacy ratio of 23.21%, vis-à-vis regulatory requirement of 15%. Net interest margins (NIM), at 9.67% are strong, which will contract going forward, once banking norms of CRR and SLR become applicable. Return on Net Worth (RoNW) of 21.7% and Return on Assets (RoA) of 3.4% are also healthy. As on 31st Mar 17, Gross NPA stood at 1.61% and net NPA stood at 1.05%, at 120 days past due. Company's net worth was Rs. 2,000 cr, having doubled from Rs. 1,000 cr (Mar-16) on sale of housing business, leading to BVPS of Rs. 70, as on date.

At upper end of the price band (Rs. 358), company will have a market cap of Rs. 10,176 cr. On FY17, valuation multiples are at P/B of 5.1x and adjusted P/E of 30.5x seem to be fully priced in. The higher valuation is justified as AU Small Finance Bank is an asset-led bank unlike its peers. Thus, we recommend our investors to "SUBSCRIBE" the issue from a long term perspective.



Financial Statement

| (In Rs. Cr) | FY13 | FY14 | FY15 | FY16 | FY17 |
|---------------------------------|--------|--------|--------|--------|--------|
| Share Capital | 40.5 | 43.0 | 44.1 | 44.1 | 284.3 |
| Net Worth | 441.9 | 597.8 | 766.5 | 1000.7 | 1999.6 |
| Long Term Borrowings | 1462.5 | 1273.5 | 1579.6 | 2810.9 | 4936.7 |
| Other Long Term Liabilities | 23.8 | 37.5 | 69.5 | 89.0 | 122.0 |
| Short-term borrowings | 677.8 | 468.5 | 972.6 | 1006.6 | 994.0 |
| Other Current Liabilities | 506.8 | 581.5 | 591.8 | 1366.0 | 1765.3 |
| Fixed Assets | 16.8 | 16.9 | 19.0 | 24.6 | 275.8 |
| Non Current Assets | 1321.4 | 1630.1 | 2414.4 | 3876.2 | 5174.6 |
| Current Assets | 1774.6 | 1311.6 | 1546.5 | 2372.2 | 4367.2 |
| Total Assets | 3112.8 | 2958.6 | 3979.9 | 6273.0 | 9817.6 |
| Revenue from Operations | 410.7 | 565.5 | 687.0 | 1046.9 | 1417.0 |
| Finance costs | 197.2 | 287.6 | 282.0 | 395.3 | 500.3 |
| Net Interest Income | 213.5 | 277.9 | 405.0 | 651.7 | 916.7 |
| NII Growth (%) | | 30.2 | 45.7 | 60.9 | 40.7 |
| Net Profit | 69.4 | 72.5 | 139.5 | 247.2 | 842.7 |
| Net Profit Margin (%) | 16.9 | 12.8 | 20.3 | 23.6 | 59.5 |
| Earnings Per Share (Rs.) | 2.9 | 3.0 | 5.3 | 9.3 | 30.4 |
| EPS (ex. exceptional item) | 2.9 | 3.0 | 5.3 | 9.3 | 11.7 |
| Return on Networth (%) | 15.7 | 12.1 | 18.2 | 24.7 | 42.1 |
| Net Asset Value per Share (Rs.) | 18.2 | 23.0 | 29.0 | 37.8 | 70.3 |

Source: RHP, Ashika Research

Cash Flow Statement

| (In Rs. Cr) | FY13 | FY14 | FY15 | FY16 | FY17 |
|--|---------|---------|---------|----------|----------|
| Cash flow from Operations Activities | (931.0) | (570.2) | (747.1) | (1938.0) | (495.6) |
| Cash flow from Investing Activities | (675.7) | 611.3 | (22.8) | (33.4) | (1579.8) |
| Cash flow from Financing Activities | 1844.1 | (266.4) | 782.4 | 1963.9 | 2487.7 |
| Net increase/(decrease) in cash and cash equivalents | 237.3 | (225.2) | 12.4 | (7.5) | 412.3 |
| Cash and cash equivalents at the beginning of the year | 12.3 | 249.7 | 24.5 | 36.9 | 29.4 |
| Cash and cash equivalents at the end of the year | 249.7 | 24.5 | 36.9 | 29.4 | 441.8 |

Source: RHP

Comparison with listed industry peers

| Co Name | EPS (Rs.) | RONW (%) | P/E (x) | P/BV (x) | NAV (Rs.) | Market Cap (Rs. Cr.) |
|----------------------------|--------------|-------------|------------|-------------|--------------|-------------------------|
| AU Small Finance Bank | 11.7 | 16.3 | 30.5 | 5.1 | 70.3 | 10176 |
| Bajaj Finance | 33.7 | 19.1 | 39.1 | 7.6 | 174.6 | 77034 |
| Sundaram Finance | 61.5 | 14.2 | 24.4 | 3.5 | 433.5 | 17674 |
| Cholamandalam Investment | 46.0 | 16.6 | 21.9 | 3.7 | 276.8 | 16967 |
| RBL Bank | 11.8 | 10.3 | 43.8 | 4.5 | 115.6 | 19267 |
| IndusInd Bank | 47.6 | 13.9 | 31.1 | 4.3 | 345.2 | 89169 |
| Equitas Holdings | 4.7 | 7.1 | 32.8 | 2.3 | 66.0 | 5202 |
| Ujjivan Financial Services | 17.1 | 11.8 | 18.1 | 2.3 | 147.0 | 3790 |

Source: RHP, Capitaline, Ashika Research

Note: GTPL fig. are calculated based on post issue diluted, higher price band and Net Profit ex. exceptional item. All other company fig. are of FY17



| (In Rs. Mn except percentages and numbers) | 31-Mar-17 | 31-Mar-16 | 31-Mar-15 |
|--|------------|-----------|-----------|
| Gross AUM | | | |
| Vehicle finance | 53,956.82 | 41,744.75 | 31,462.86 |
| MSME loans | 32,163.38 | 22,176.02 | 13,755.83 |
| SME loans | 21,218.39 | 18,292.06 | 10,458.41 |
| Total Gross AUM | 107,338.59 | 82,212.83 | 55,677.09 |
| Disbursement | 35,437.75 | 28,981.88 | 17,261.19 |
| Vehicle finance | | | |
| MSME loans | 17,039.98 | 13,142.60 | 7,444.52 |
| SME loans | 14,826.94 | 14,067.79 | 9,069.53 |
| Total Disbursement | 67,304.67 | 56,192.27 | 33,775.25 |
| Revenue from operations | 14,169.93 | 10,469.31 | 6,870.20 |
| Profit after tax (as restated) | 8,427.13 | 2,471.54 | 1,394.50 |
| Gross NPA | 1,072.30 | 370.61 | 326.5 |
| Gross NPA/Gross Advances | 1.61% | 0.64% | 0.92% |
| Net NPA | 693.41 | 221.54 | 154.94 |
| Net NPA/ Net Advances | 1.05% | 0.38% | 0.44% |
| Net worth | 19,995.60 | 10,006.66 | 7,664.51 |
| Number of branches (Nos.) | 301 | 291 | 231 |
| Number of active loan accounts (Nos.) | 280,349 | 225,713 | 189,175 |

| (In Rs. Mn except percentages and numbers) | FY13 | FY14 | FY15 | FY16 | FY17 |
|---|-----------|-----------|-----------|-----------|------------|
| Return on Equity and Assets | | | | | |
| Profit After Tax | 693.58 | 725.4 | 1,394.50 | 2,471.54 | 8,427.13 |
| Total Assets | 31,128.10 | 29,585.91 | 39,799.04 | 62,730.09 | 98,176.41 |
| Gross AUM | 37,043.23 | 44,490.12 | 55,677.09 | 82,212.83 | 107,338.59 |
| Average Gross AUM | 31,293.36 | 40,766.68 | 50,083.61 | 68,944.96 | 94,775.71 |
| Net Worth | 4,418.64 | 5,977.53 | 7,664.51 | 10,006.66 | 19,995.60 |
| Average Net Worth | 4,117.59 | 5,198.09 | 6,821.02 | 8,835.58 | 15,001.13 |
| Total Borrowings | 24,820.66 | 21,300.48 | 28,783.11 | 47,826.16 | 70,709.78 |
| Average Borrowings | 15,681.94 | 23,060.57 | 25,041.79 | 38,304.63 | 59,267.97 |
| Return on Average Gross AUM (%) | 2.22% | 1.78% | 2.78% | 3.58% | 8.89% |
| Return on Average Net Worth (%) | 16.84% | 13.96% | 20.44% | 27.97% | 56.18 |
| Average Borrowings / Average Net Worth | 3.81 | 4.44 | 3.67 | 4.34 | 3.95 |
| Average Net worth/Average Gross AUM | 13.16% | 12.75% | 13.62% | 12.82% | 15.83% |
| Net Assets Value per equity share | 18.2 | 23.03 | 28.98 | 37.83 | 70.34 |
| Yield and Cost of Funds | | | | | |
| Average Yield on Gross AUM (%) | 17.93% | 17.68% | 17.48% | 17.09% | 16.51% |
| Average Yield on Disbursement (%) | 18.11% | 17.76% | 17.60% | 17.24% | 16.25% |
| Average Cost of Borrowing (%) | 12.61% | 11.98% | 11.42% | 10.48% | 10.13% |
| Average Cost of Securitization and Assignment (%) | 10.71% | 9.86% | 9.28% | 9.11% | 8.72% |
| Average Cost of Funds (%) | 11.63% | 11.15% | 10.55% | 10.03% | 9.62% |



| (In Rs. Mn except percentages and numbers) | FY13 | FY14 | FY15 | FY16 | FY17 |
|--|-----------|-----------|-----------|-----------|------------|
| Financial Ratios | | | | | |
| Gross AUM | 37,043.23 | 44,490.12 | 55,677.09 | 82,212.83 | 107,338.59 |
| Gross AUM Growth (%) | 45.02% | 20.10% | 25.14% | 47.66% | 30.56% |
| Average Gross AUM | 31,293.36 | 40,766.68 | 50,083.61 | 68,944.96 | 94,775.71 |
| Securitized AUM | 18,611.63 | 19,929.64 | 21,637.51 | 26,004.77 | 43,438.81 |
| Net AUM | 18,431.60 | 24,560.48 | 34,039.58 | 56,208.06 | 63,899.78 |
| Disbursements | 24,380.86 | 26,850.37 | 33,775.25 | 56,192.27 | 67,304.67 |
| Disbursement Growth (%) | 17.05% | 10.13% | 25.79% | 66.37% | 19.78% |
| Total Active Loan Accounts | 146,277 | 175,531 | 189,175 | 225,713 | 280,349 |
| Interest income and other charges | 4,106.56 | 5,655.09 | 6,870.20 | 10,469.31 | 14,169.93 |
| Other Income | 24.28 | 58.11 | 23.88 | 50.19 | 135.28 |
| Total Revenue | 4,130.84 | 5,713.20 | 6,894.08 | 10,519.50 | 14,305.21 |
| Interest Expense and Other Borrowing Cost | 1,971.84 | 2,875.60 | 2,819.74 | 3,952.53 | 5,003.33 |
| Net Interest Income | 2,134.72 | 2,779.49 | 4,050.46 | 6,516.78 | 9,166.60 |
| Net Interest Margin (%) | 6.82% | 6.82% | 8.09% | 9.45% | 9.67% |
| Total Expenses | 3,104.16 | 4,616.69 | 4,821.02 | 6,747.07 | 9,259.42 |
| Operating Expense | 951.65 | 1,113.35 | 1,492.02 | 2,527.77 | 3,467.35 |
| Operating Expense / Average Gross AUM (%) | 3.04% | 2.73% | 2.98% | 3.67% | 3.66% |
| Credit Cost | 180.67 | 627.74 | 509.26 | 266.77 | 788.74 |
| Credit Cost / Average Gross AUM (%) | 0.58% | 1.54% | 1.02% | 0.39% | 0.83% |
| Gross NPA | 99.17 | 312.02 | 326.5 | 370.61 | 1,072.30 |
| Gross NPA / Gross Advances (%) | 0.53% | 1.23% | 0.92% | 0.64% | 1.61% |
| Net NPA | 49.58 | 156.01 | 154.94 | 221.54 | 693.41 |
| Net NPA / Net Advances (%) | 0.27% | 0.62% | 0.44% | 0.38% | 1.05% |
| Productivity Ratios | | | | | |
| Number of branches (Nos.) | 177 | 220 | 231 | 291 | 301 |
| Number of employees (Nos.) | 2,266 | 2,716 | 3,553 | 5,072 | 8,515 |
| Number of active loan accounts | 146,277 | 175,531 | 189,175 | 225,713 | 280,349 |
| Gross AUM per branch | 209.28 | 202.23 | 241.03 | 282.52 | 356.61 |
| Gross AUM per employee | 16.35 | 16.38 | 15.67 | 16.21 | 12.61 |
| Gross AUM per active loan account | 0.25 | 0.25 | 0.29 | 0.36 | 0.38 |
| Disbursement per branch | 137.74 | 122.05 | 146.21 | 193.1 | 223.6 |
| Disbursement per employee | 10.76 | 9.89 | 9.51 | 11.08 | 7.9 |
| Capital Adequacy | | | | | |
| Tier I Capital | 4,023.32 | 5,231.04 | 6,596.07 | 8,776.41 | 18,954.50 |
| Tier II Capital | 942.9 | 1,015.32 | 626.14 | 2,237.64 | 1,915.78 |
| Total Capital | 4,966.22 | 6,246.36 | 7,222.21 | 11,014.05 | 20,870.28 |
| Total Risk Weighted Assets | 27,095.83 | 33,320.20 | 41,775.17 | 65,126.12 | 89,928.41 |
| Capital Adequacy Ratio | | | | | |
| CRAR - Tier I capital (%) | 14.85% | 15.70% | 15.79% | 13.47% | 21.08% |
| CRAR - Tier II capital (%) | 3.48% | 3.05% | 1.50% | 3.44% | 2.13% |
| CRAR (%) | 18.33% | 18.75% | 17.29% | 16.91% | 23.21% |



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