

Nippon Life India AMC

Estimate change	↑
TP change	↔
Rating change	↓
Bloomberg	NAM IN
Equity Shares (m)	637
M.Cap.(INRb)/(USDb)	548.9 / 6
52-Week Range (INR)	987 / 456
1, 6, 12 Rel. Per (%)	1/4/41
12M Avg Val (INR M)	762

Financials & Valuations (INR b)			
Y/E Mar	FY26E	FY27E	FY28E
AAUM	6,754	8,103	9,730
MF Yield (bp)	39.4	37.9	36.4
Rev from Ops	27.0	31.1	35.9
Core PAT	13.1	15.4	17.8
PAT	15.6	18.3	20.7
PAT (bp as AAUM)	23	23	21
Core EPS	20.8	24.4	28.2
EPS	24.8	29.0	32.9
EPS Grw. (%)	22	17	13
BVPS	68	70	71
RoE (%)	37	42	47
Div. Payout (%)	95	95	95
Valuations			
Mcap/AUM (%)	8.0	6.7	5.6
P/E (x)	34.7	29.7	26.2
P/BV (x)	12.7	12.4	12.1
Div. Yield (%)	2.7	3.2	3.6

Shareholding pattern (%)			
As On	Dec-25	Sep-25	Dec-24
Promoter	72.1	72.1	72.4
DII	14.5	13.0	13.0
FII	7.9	7.6	8.3
Others	5.6	7.3	6.3

FII Includes depository receipts

CMP: INR862

TP: INR1,060 (+23%)

Buy

Strong performance led by better yields and opex control

- Nippon Life India AMC's (NAM) operating revenue grew 20%/7% YoY/QoQ to INR7.1b (in line) in 3QFY26. Yields came in at 40.2bp vs 41.3bp in 3QFY25 and 40.1bp in 2QFY26. For 9MFY26, revenue grew 18% to INR19.7b.
- Total opex grew 16% YoY to INR2.4b (6% lower than est.) in 3QFY26. As a result, EBITDA rose 22% YoY to INR4.7b (7% beat) for the quarter. This led to an EBITDA margin of 66.7% vs 65.6% in 3QFY25.
- PAT stood at INR4b in 3QFY26 (5% beat), up 37%/17% YoY/QoQ. PAT margins stood at 57.2% in 3QFY26 vs 50.2% in 3QFY25 and 52.3% in 2QFY26. For 9MFY26, PAT grew 16% to INR11.4b.
- Overall yields remained stable despite strong growth in lower-yielding ETFs, supported by a favorable mix shift within ETFs toward higher-yielding commodity products, particularly gold and silver ETFs.
- **We have increased our earnings estimates to reflect higher revenue driven by improved yields, along with lower expenses due to better operating cost performance. We reiterate our BUY rating on the stock with a TP of INR1,060, based on 38x FY28E Core EPS.**

Market share across categories continues to expand

- Overall MF QAAUM grew 23% YoY/7% QoQ to INR7t. Equity/ETFs/Index/Debt Funds saw a YoY growth of 18%/39%/20%/28%.
- The share of Equity/ETF/Debt/Liquid in the overall QAAUM stood at ~47.1%/29.9%/9.7%/10.1% in 3QFY26 vs 49%/26.4%/9.4%/11.9% in 3QFY25.
- NAM's market share for QAAUM rose 35bp YoY to ~8.7%, with the equity market share rising 11bp YoY to ~7.13%.
- ETF market share continues to surge, rising 217bp YoY to 20.3%, with NAM maintaining a dominant position in this space at 48% of overall industry folios and 51% of ETF trading volumes.
- SIP flows were robust during the quarter at INR109.8b compared to INR99.1b in 3QFY25 and INR107.2b in 2QFY26, reflecting a monthly SIP inflow of INR36.6b (+11% YoY). The SIP book grew to INR1.7t (+19% YoY).
- ~75% of NAM's SIPs category belongs to below INR10k by value.
- Operating expenses rose 16% YoY to INR2.4b, with opex as a % of AUM at 13.4% vs 14.2% in 3QFY25 and 13.9% in 2QFY26.
- Employee costs rose 25% YoY to INR1.3b (INR59.8m of one-time labor code impact). ESOP costs for the quarter stood at INR110m, of which INR60m pertained to the new scheme. ESOP costs are estimated at ~INR260m for FY27. Other expenses grew 7% YoY but declined 4% QoQ to INR821m.
- Other income came in at INR753m (up 4.9x/2.1x YoY/QoQ).
- Under the distribution mix, the retail share declined to 50% in 3QFY26 (vs. 54% in 2QFY26 and 52% in 3QFY25), while HNI/corporate share stood 37%/13%, respectively.
- Cumulative AIF commitments stood at INR89.2b (+28% YoY). During 3QFY26, INR2b was raised. The maiden private credit fund (NICO I) was fully deployed, and the second series (NICO II) has been launched.

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- Offshore AUM grew 7% to INR162b under the managed category in 9MFY26, with inflows from Asia and Europe. Under the advisory segment, AUM declined to INR18b from INR21b.
- Offshore flows remain lumpy in nature. However, management highlighted increasing traction through initiatives such as Japan-focused fund launches, an Indian strategy under Japanese regulations, and the proposed AIF JV with DWS, with expectations of better outcomes over the next 2–3 years vs the past five years.
- On the Gift City front, two feeder funds are operational, with combined AUM growing 35% QoQ to USD41m. Future product pipeline includes Nippon India SHARP Equity Fund and Nippon India Digital Innovation Fund 2B.
- Digital channels accounted for 77% of new purchase transactions in 3QFY26.
- The company has 22.7m unique investors (largest), with over one-third of mutual fund investors having exposure to its schemes.

Key takeaways from the management commentary

- After the earlier rationalization across ~60% of equity AUM, management indicated a continued, gradual progress on commission optimization. Directionally, selective pass-throughs will be used to mitigate regulatory impacts.
- Management is highly bullish on the SIF opportunity, viewing it as a structurally important segment. Since its launch, the segment has already garnered ~INR30b–40b over the past 3–4 months and is led by a six-member team under Andrew Holland. The company's SIF strategy is clearly profitability-led rather than AUM-led.
- The Board approved a strategic collaboration with DWS Group, under which DWS intends to acquire up to a 40% minority stake in Nippon Life India AIF through fresh equity issuance. The partnership will also explore collaboration in passive products and global distribution.

Valuation and view

- NAM, being among the fastest-growing AMCs, continues to expand its market share across segments, especially in the passive segment, supported by robust flows, sustained investor stickiness, and new product launches. While yields are expected to decline at a relatively moderate pace, strong net flows are likely to cushion the impact on overall yields.
- We have increased our earnings estimates to reflect higher revenue driven by improved yields, along with lower expenses due to better operating cost performance. **We reiterate our BUY rating on the stock with a TP of INR1,060, based on 38x FY28E Core EPS.**

Quarterly Performance												(INR m)		
Y/E March	FY25				FY26				FY25	FY26E	3Q FY26E	Act v/s Est. (%)	YoY	QoQ
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE						
Revenue from Operations	5,050	5,713	5,879	5,665	6,066	6,581	7,053	7,290	22,307	26,990	6,919	1.9	20.0	7.2
Change YoY (%)	42.6	43.7	38.9	21.0	20.1	15.2	20.0	28.7	35.8	21.0	18			
Fees & Commission	179	192	187	159	186	198	196	217	718	797	210.0	-6.7	4.6	-1.0
Employee Expenses	1,051	1,069	1,065	1,105	1,226	1,233	1,335	1,286	4,290	5,080	1,331.1	0.3	25.3	8.3
Other expenses	655	708	770	750	772	855	821	896	2,883	3,344	962.3	-14.7	6.7	-4.0
Total Operating Expenses	1,886	1,969	2,022	2,014	2,185	2,286	2,352	2,399	7,891	9,221	2,503	-6.1	16.3	2.9
Change YoY (%)	24	26	23	13	16	16	16	19	21.5	16.9	24			
EBITDA	3,164	3,744	3,857	3,652	3,881	4,295	4,701	4,891	14,416	17,769	4,415	6.5	21.9	9.4
EBITDA Margin	62.7	65.5	65.6	64.5	64.0	65.3	66.7	67.1	64.6	65.8	63.8	-284 bps	105bps	139bps
Other Income	1,308	1,208	154	230	1,460	366	753	801	2,900	3,379	775	-2.9	388.4	105.7
Depreciation	68	74	77	86	84	88	109	109	306	391	90	20.6	40.2	23.0
Finance Cost	16	17	17	18	18	18	18	18	67	72	18	-1.7	7.3	-1.7
PBT	4,388	4,861	3,917	3,778	5,239	4,555	5,328	5,564	16,943	20,686	5,082	4.8	36.0	17.0
Tax Provisions	1,066	1,261	965	795	1,282	1,113	1,291	1,362	4,086	5,047	1,241		4.0	
Net Profit	3,322	3,600	2,953	2,983	3,957	3,443	4,037	4,202	12,857	15,639	3,841	5.1	36.7	17.3
Change YoY (%)	41.1	47.4	4.0	-12.9	19.1	-4.4	36.7	40.9	16.2	21.6	30.1			
Core PAT	2,331	2,705	2,836	2,801	2,854	3,166	3,467	3,597	10,674	13,084	3,255	6.5	22.2	9.5
Change YoY (%)	59.0	47.9	42.5	8.5	22.4	17.0	22.2	28.4	36	23	14.8			
Key Operating Parameters (%)														
Revenue / AUM (bps)	41.8	41.6	41.3	40.7	39.6	40.1	40.2	39.9	41.3	40.0	39.6	-65 bps	-101bps	15bps
Opex / AUM (bps)	15.6	14.3	14.2	14.5	14.3	13.9	13.4	13.1	14.6	13.7	14.3	91 bps	-77bps	-51bps
PAT / AUM (bps)	27.5	26.2	20.7	21.4	25.8	21.0	23.0	23.0	23.8	23.2	22.0	-106 bps	232bps	207bps
Cost to Operating Income Ratio	37.3	34.5	34.4	35.5	36.0	34.7	33.3	32.9	35.4	34.2	36.2	284 bps	-105bps	-139bps
EBITDA Margin	62.7	65.5	65.6	64.5	64.0	65.3	66.7	67.1	64.6	65.8	63.8	-284 bps	105bps	139bps
Tax Rate	24.3	25.9	24.6	21.0	24.5	24.4	24.2	24.5	24.1	24.4	24.4	20 bps	-40bps	-20bps
PAT Margin	65.8	63.0	50.2	52.7	65.2	52.3	57.2	57.6	57.6	57.9	55.5	-173 bps	702bps	493bps
Core PAT Margin	46.2	47.4	48.2	49.4	47.1	48.1	49.2	49.3	47.9	48.5	47.1	-210 bps	91bps	105bps
Opex Mix (%)														
Fees & Commission	9.5	9.8	9.3	7.9	8.5	8.7	8.3	9.0	9.1	8.6	8.4	6 bps	-93bps	-33bps
Employee Expenses	55.8	54.3	52.7	54.9	56.1	53.9	56.8	53.6	54.4	55.1	53.2	-358 bps	409bps	282bps
Others	34.7	36.0	38.1	37.2	35.3	37.4	34.9	37.3	36.5	36.3	38.4	353 bps	-316bps	-250bps
Key Parameters														
QAUM (INR b)	4,838	5,492	5,700	5,572	6,127	6,565	7,009	7,315	5,400	6,754	6,989	0.3	23.0	6.8

Financials & Valuation (INR b)	New estimates			Old estimates			Change in estimates		
	2026E	2027E	2028E	2026E	2027E	2028E	2026E	2027E	2028E
AAUM (INRb)	6,754	8,103	9,730	6,737	8,082	9,704	0%	0%	0%
MF Yield (bps)	39.4	37.9	36.4	39.0	37.5	36.0	0bps	0bps	0bps
Rev from Ops	27.0	31.1	35.9	26.7	30.7	35.4	1%	1%	1%
Core PAT	13.1	15.4	17.8	12.6	14.8	17.1	4%	4%	4%
PAT	15.6	18.3	20.7	15.3	17.7	20.0	2%	3%	3%
PAT margin(bp as AAUM)	23	23	21	23	22	21	5bps	7bps	7bps
Core EPS	20.8	24.4	28.2	20.0	23.5	27.1	4%	4%	4%
EPS	24.8	29.0	32.9	24.2	28.1	31.8	2.4%	3.3%	3.4%
EPS Grw. (%)	22	17	13	19	16	13			
BVPS	68	70	71	68	69	71	0%	0%	0%
RoE (%)	37	42	47	36	41	45	9bps	13bps	15bps
Div. Payout (%)	95	95	95	95	95	95	0bps	0bps	0bps



Key takeaways from the management commentary

Business

- NAM India was the fastest-growing AMC among the top 10 in both 3QFY26 and 9MFY26, with an overall market share at 8.7% (the highest since FY19), supported by the highest increase in AUM share in the industry during the period.
- The equity sales market share and SIP market share remained in high single digits, above the equity AUM market share.
- The equity and hybrid net sales market share was in high single digits, and would be in double digits excluding NFOs.
- There was a slight QoQ decline in the monthly SIP market share, led by recent moderation in the equity market volatility and narrowing of industry flows into select categories, particularly flexi-cap funds.
- ~75% of NAM's SIPs category belongs to below INR10k by value.
- The company has an investor base of 22.7m unique investors (largest), with over one-third of mutual fund investors having exposure to its schemes.
- Despite some short-term underperformance in select schemes, ~two-thirds of equity funds remain in the top two quartiles over a one-year period.
- After the earlier rationalization across ~60% of equity AUM, management indicated a continued, gradual progress on commission optimization. Directionally, efficiency gains and selective pass-throughs will be used to mitigate regulatory impacts.
- NAM has restricted lump-sum inflows into its small-cap fund for ~2 years, citing stretched valuations and overheating concerns. Flows are currently allowed only via SIPs. The small-cap fund continues to see positive net inflows, with no negative net flows reported.
- Digital channels accounted for 77% of new purchase transactions in 3QFY26. New SIP registrations rose to 4.3m, with Dec'25 marking the highest-ever monthly transaction volume.
- Management expects both active and passive strategies to grow strongly in India, addressing distinct investor segments rather than cannibalizing each other. Nippon AMC is well positioned across both verticals.

SIF

- Management is highly bullish on the SIF opportunity, viewing it as a nascent but structurally important segment. Since its launch, the segment has already garnered ~INR30b–40b over the past 3–4 months.
- SIF platform is currently led by a six-member team under Andrew Holland. Management is actively investing in back-testing capabilities and risk management frameworks, signaling long-term commitment to building SIF as a distinct and scalable business vertical.
- The company's SIF strategy is clearly profitability-led rather than AUM-led. Management does not intend to price SIF products like liquid or passive funds and believes that differentiated, value-added strategies can command higher yields, with investors willing to pay for performance and expertise.
- Over a 5–10 year horizon, management expects SIF to evolve into a standalone business vertical, similar to how ETFs/passives are discussed today.

Yields

- Yields for the quarter: Equity/Debt/ETF stood at 53bp/25bp/20bp. On an overall basis, average yields are ~37bp.

- Overall yields have remained stable despite strong growth in lower-yielding ETFs, supported by a favorable mix shift within ETFs toward higher-yielding commodity products, particularly gold and silver ETFs.

ETFs

- ETF AUM stood at INR2.1t, with a 20.3% market share. The company accounted for 48% of ETF folios and 51% of ETF trading volumes.
- Gold and silver ETF AUM rose sharply, crossing INR1t in Jan'26; Nippon's Gold ETF ranked among the top 15 globally by inflows in FY25.
- Nippon AMC commands ~35–40% of the industry's gold and silver AUM, reinforcing scale-based advantages of the ETF platform.
- Gold and silver ETFs carry meaningfully higher yields compared to plain-vanilla equity ETFs. Gold ETF yields are ~60bp, while silver ETF yields are ~30bp, vs a blended ETF yield of ~20bp. The rising share of commodity ETFs within overall ETF AUM has, therefore, helped support aggregate ETF and overall AMC yields.

AIF and Offshore

- The Board approved a strategic collaboration with DWS Group, under which DWS intends to acquire up to a 40% minority stake in Nippon Life India AIF through fresh equity issuance. The partnership will also explore collaboration in passive products and global distribution.
- Cumulative AIF commitments stood at INR89.2b (+28% YoY). During 3QFY26, INR2b was raised.
- The maiden private credit fund (NICO I) was fully deployed, and the second series (NICO II) has been launched.
- Offshore AUM grew 7% over 9MFY26 to INR162b, with inflows from Asia and Europe.
- Offshore flows remain lumpy in nature. However, management highlighted increasing traction through initiatives such as Japan-focused fund launches, an Indian strategy under Japanese regulations, and the proposed AIF JV with DWS, with expectations of better outcomes over the next 2–3 years vs the past five years.

GIFT CITY

- Two feeder funds are operational, with combined AUM growing 35% QoQ to USD41m.

Financial Performance

- Management reiterated its guidance of ~15% overall expense growth, which is expected to broadly sustain going into the next year.
- ESOP expense for the quarter stood at INR110m (including INR6m from the new scheme). For FY27, the ESOP costs from existing schemes are guided at ~INR260m.

Regulations

- Management views recent regulatory actions (including exit load removal, TER slab revisions, and brokerage changes) as broadly investor-friendly and industry-positive. While some impact is expected on equity-oriented AUM and larger schemes, smaller schemes could benefit, and overall implications are not seen as materially disruptive at this stage.
- Reduction in cash market brokerage caps to 6bp is not expected to materially affect economics, as the industry's effective brokerage rates were already in the ~8–8.5bp range.

Key exhibits

Exhibit 1: AUM grew 23% YoY in 3QFY26

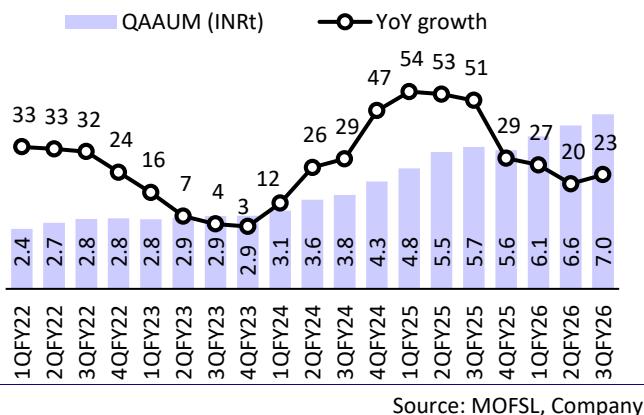


Exhibit 2: Overall AUM mix (%)

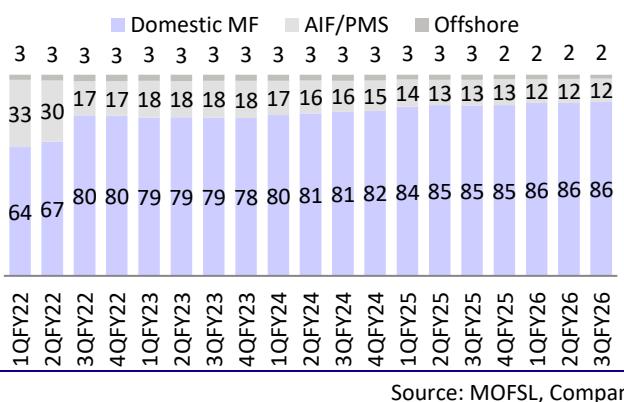


Exhibit 3: Yields stable on a YoY basis

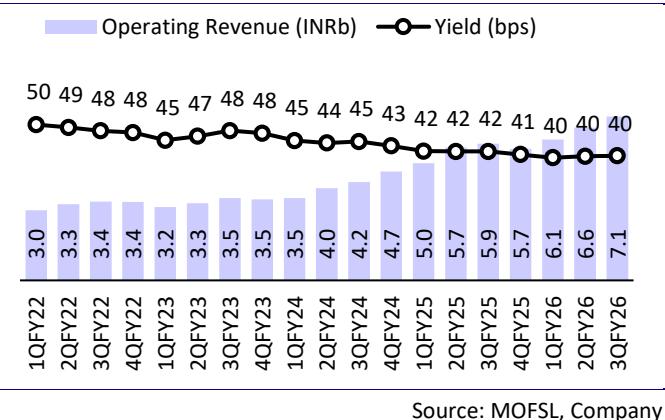


Exhibit 4: Equity mix stood at 47% in the MF AUM mix (%)

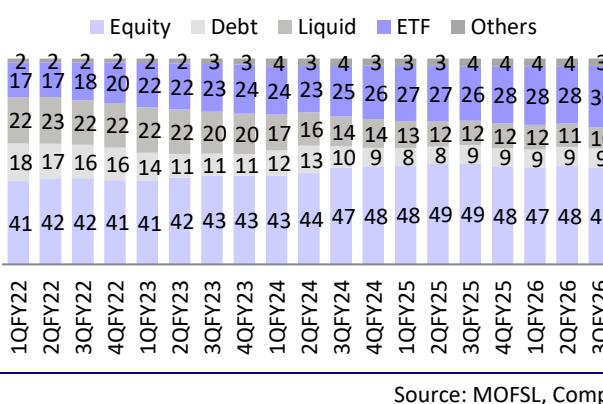


Exhibit 5: SIP monthly average inflows and folios trend

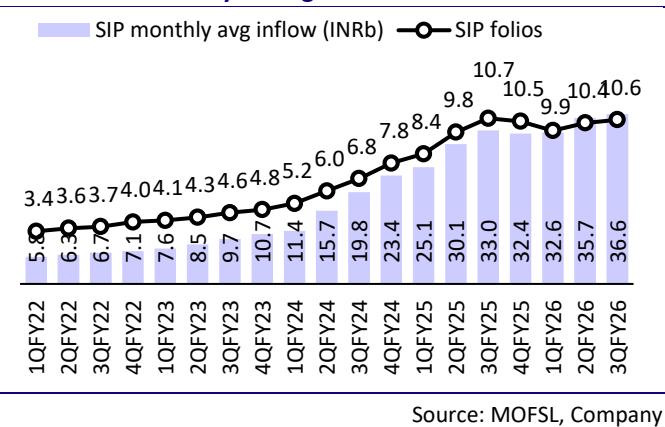


Exhibit 6: Unique customers' market share remained stable sequentially

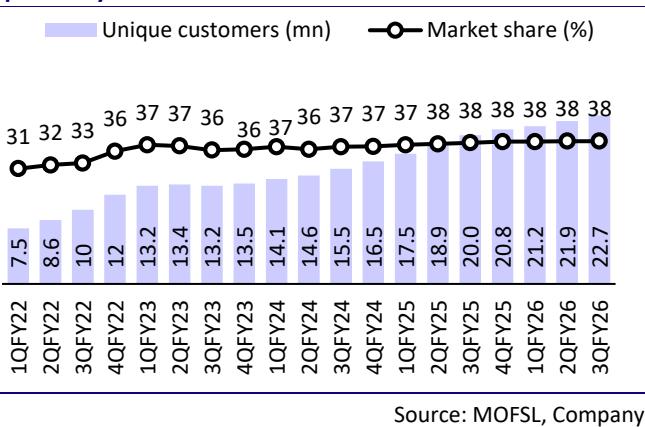
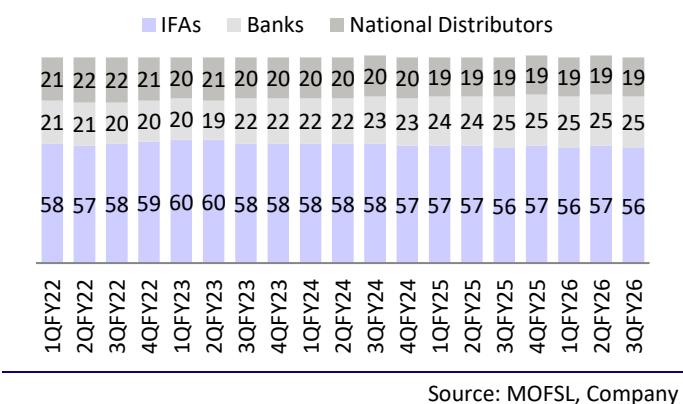
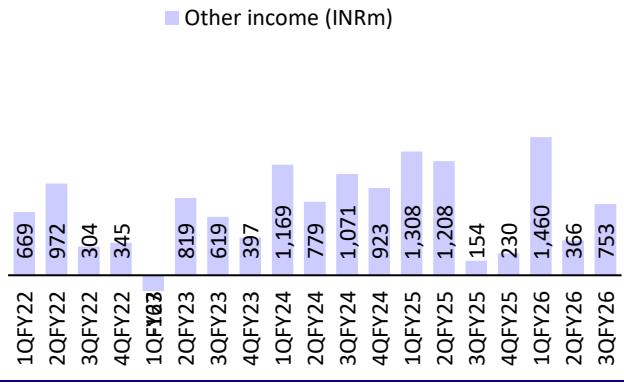


Exhibit 7: Stable distribution mix (%)



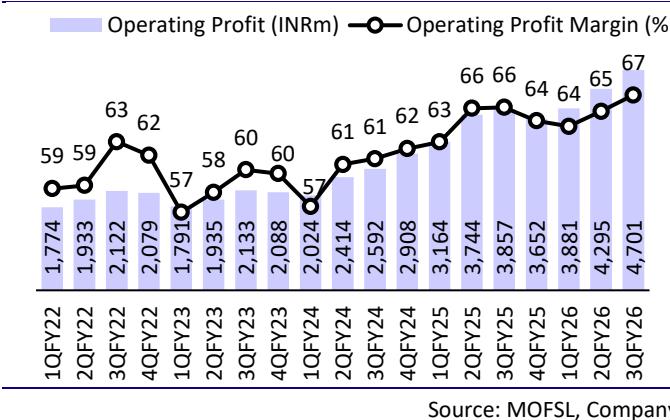
Source: MOFSL, Company

Exhibit 8: Other income increased to INR753m in 3QFY26



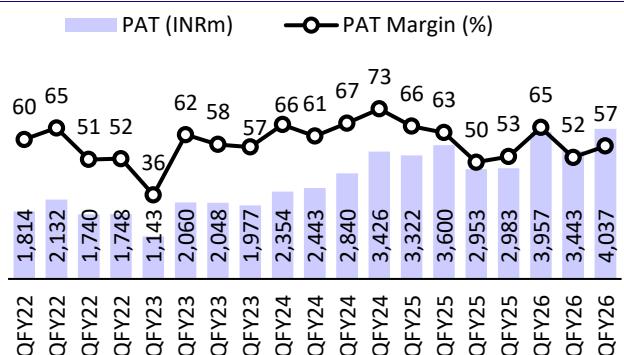
Source: MOFSL, Company

Exhibit 9: Operating profit trends



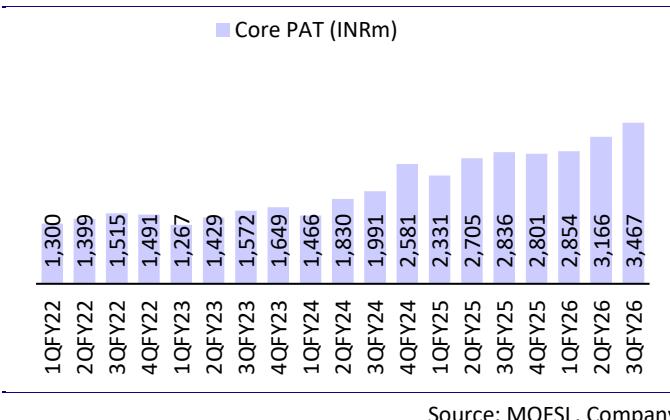
Source: MOFSL, Company

Exhibit 10: PAT trends



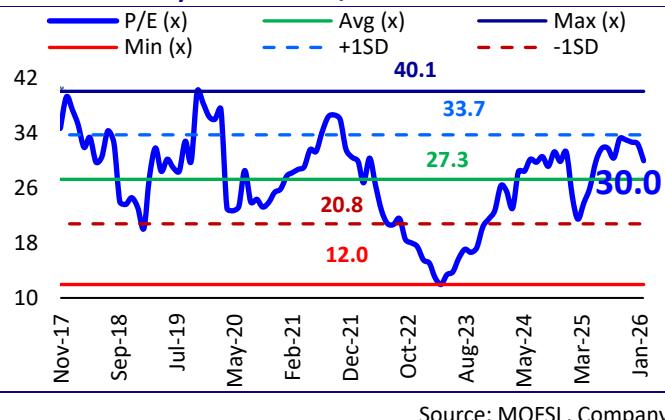
Source: MOFSL, Company

Exhibit 11: Core PAT trend



Source: MOFSL, Company

Exhibit 12: One-year forward P/E



Source: MOFSL, Company

Financials and valuations

Income Statement										INRm
Y/E March	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E	
Investment management fees	12,030	10,621	13,066	13,498	16,432	22,307	26,990	31,131	35,882	
Change (%)	(18.6)	(11.7)	23.0	3.3	21.7	35.8	21.0	15.3	15.3	
Operating Expenses	5,945	5,046	5,159	5,551	6,495	7,891	9,221	10,294	11,891	
Core Operating Profits	6,085	5,575	7,907	7,947	9,937	14,416	17,769	20,837	23,991	
Change (%)	12.9	-8.4	41.8	0.5	25.0	45.1	23.3	17.3	15.1	
Dep/Interest/Provisions	389	377	310	338	354	373	463	471	480	
Core PBT	5,696	5,198	7,597	7,609	9,584	14,043	17,306	20,366	23,511	
Change (%)	7.7	-8.7	46.1	0.2	25.9	46.5	23.2	17.7	15.4	
Other Income	-98	3,572	2,290	1,668	3,941	2,900	3,379	3,807	3,911	
PBT	5,598	8,770	9,887	9,277	13,525	16,943	20,686	24,173	27,422	
Change (%)	-20.1	56.7	12.7	-6.2	45.8	25.3	22.1	16.9	13.4	
Tax	1,441	1,976	2,472	2,048	2,462	4,086	5,047	5,898	6,691	
Tax Rate (%)	25.7	22.5	25.0	22.1	18.2	24.1	24.4	24.4	24.4	
PAT	4,158	6,794	7,415	7,229	11,063	12,857	15,639	18,274	20,731	
Change (%)	-14.6	63.4	9.1	-2.5	53.0	16.2	21.6	16.9	13.4	
Core PAT	4,230	4,027	5,698	5,929	7,839	10,656	13,084	15,397	17,774	
Change (%)	15.0	-4.8	41.5	4.1	32.2	35.9	22.8	17.7	15.4	
Proposed Dividend	3,061	4,932	6,839	7,167	10,395	12,059	14,863	17,367	19,701	

Balance Sheet										INR m
Y/E March	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E	
Equity Share Capital	6,121	6,165	6,220	6,232	6,300	6,347	6,347	6,347	6,347	
Reserves & Surplus	19,809	24,844	28,566	28,925	33,522	35,782	36,564	37,479	38,515	
Net Worth	25,931	31,009	34,786	35,156	39,822	42,129	42,911	43,826	44,862	
Borrowings	0	0	0	0	0	0	0	0	0	0
Other Liabilities	2,878	2,914	3,179	3,453	3,929	4,572	5,362	6,136	7,062	
Total Liabilities	28,808	33,922	37,965	38,609	43,750	46,701	48,274	49,961	51,924	
Cash and Investments	23,479	29,106	32,802	32,959	37,832	36,114	37,059	38,080	39,280	
Change (%)	28.1	24.0	12.7	0.5	14.8	-4.5	2.6	2.8	3.2	
Loans	1,006	781	842	1,164	848	795	993	1,192	1,431	
Change (%)	-76.9	-22.4	7.8	38.3	-27.2	-6.3	25.0	20.0	20.1	
Net Fixed Assets	3,256	3,021	2,961	3,073	3,328	8,717	8,876	9,076	9,276	
Current Assets	1,067	1,015	1,361	1,413	1,743	1,076	1,345	1,614	1,938	
Total Assets	28,808	33,922	37,965	38,609	43,750	46,701	48,274	49,961	51,924	

E: MOFSL Estimates

Y/E March	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
AAAUM (INR B)	2,086	2,054	2,687	2,876	3,702	5,400	6,754	8,103	9,730
Change (%)	-12.6	-1.5	30.8	7.0	28.7	45.9	25.1	20.0	20.1
Equity (Including Hybrid)	42.7	38.6	41.5	42.3	45.7	48.5	47.2	47.2	47.2
Debt	23.1	20.6	17.3	12.0	11.6	8.6	9.3	8.8	8.3
Liquid	20.0	24.8	22.0	20.9	15.3	12.4	10.7	10.2	9.7
Others	14.2	16.0	19.2	24.8	27.4	30.6	32.9	33.9	34.8

E: MOFSL Estimates

Financials and valuations

Cash flow statement									INR m
INR m	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
Cash flow from operations	10,582	7,309	7,562	7,450	11,125	14,305	16,241	18,863	21,397
PBT	5,598	8,770	9,887	9,277	13,525	16,943	20,686	24,173	27,422
Depreciation and amortisation	333	333	272	298	291	306	391	399	408
Tax Paid	-1,441	-1,976	-2,472	-2,048	-2,462	-4,086	-5,047	-5,898	-6,691
Deferred tax	0	396	386	-73	186	310	0	0	0
Interest, dividend income (post-tax)	-592	-221	-183	-181	-235	-260	-259	-265	-272
Interest expense (post-tax)	42	34	29	31	51	51	54	54	54
Changes in working capital	6,643	-26	-357	146	-231	1,041	416	400	476
Cash from investments	-7,244	-6,466	-4,036	-1,198	-4,869	-3,497	-1,337	-1,480	-1,632
Capex	-1,021	-97	-213	-410	-546	-5,695	-550	-599	-608
Interest, dividend income (post-tax)	592	221	183	181	235	260	259	265	272
Investments	-6,815	-6,590	-4,006	-969	-4,558	1,939	-1,046	-1,145	-1,296
Cash from financing	-4,259	-1,821	-3,690	-6,903	-6,212	-10,590	-14,759	-17,263	-19,566
Equity	-126	49	58	6	66	47	0	0	0
Debt	-164	-120	-82	-19	170	-36	152	152	183
Dividend paid	-3,061	-4,932	-6,839	-7,167	-10,395	-12,059	-14,863	-17,367	-19,701
Interest costs	-42	-34	-29	-31	-51	-51	-54	-54	-54
Others	-867	3,216	3,202	308	3,998	1,509	7	7	7
Change of cash	-920	-978	-163	-651	44	218	145	121	200
Op Cash	5,428	4,633	3,606	3,385	2,728	2,706	2,877	3,021	3,142
CI Cash	4,633	3,606	3,385	2,728	2,706	2,877	3,021	3,142	3,342
FCFF	9,562	7,212	7,350	7,040	10,578	8,610	15,691	18,264	20,789

Y/E March	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
Margins Analysis (%)									
Operating income to total income	100.8	74.8	85.1	89.0	80.7	88.5	88.9	89.1	90.2
Cost to Core Income Ratio	49.4	47.5	39.5	41.1	39.5	35.4	34.2	33.1	33.1
EBITDA Margins	50.6	52.5	60.5	58.9	60.5	64.6	65.8	66.9	66.9
Core PBT Margins	47.3	48.9	58.1	56.4	58.3	63.0	64.1	65.4	65.5
PBT Margins (On total income)	46.9	61.8	64.4	61.2	66.4	67.2	68.1	69.2	68.9
Profitability Ratios (%)									
RoE	16.1	23.9	22.5	20.7	29.5	31.4	36.8	42.1	46.8
Dividend Payout Ratio	73.7	72.5	92.1	99.1	93.9	93.7	95.0	95.0	95.0

Valuations	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
BVPS (INR)	41	49	55	56	63	67	68	70	71
Change (%)	0.9	19.6	12.2	1.1	13.3	5.8	1.9	2.1	2.4
Price-BV (x)	20.9	17.5	15.6	15.4	13.6	12.9	12.7	12.4	12.1
EPS (INR)	6.6	10.8	11.8	11.5	17.6	20.4	24.8	29.0	32.9
Change (%)	-14.6	63.4	9.1	-2.5	53.0	16.2	21.6	16.9	13.4
Price-Earnings (x)	130.6	79.9	73.2	75.1	49.1	42.2	34.7	29.7	26.2
Core EPS (INR)	6.7	6.4	9.0	9.4	12.4	16.9	20.8	24.4	28.2
Change (%)	15.0	-4.8	41.5	4.1	32.2	35.9	22.8	17.7	15.4
Core Price-Earnings (x)	128.4	134.9	95.3	91.6	69.3	51.0	41.5	35.3	30.6
DPS (INR)	5.0	8.0	11.0	11.5	16.5	19.0	23.4	27.4	31.0
Dividend Yield (%)	0.6	0.9	1.3	1.3	1.9	2.2	2.7	3.2	3.6

E: MOFSL Estimates

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