16 April 2026

4QFY26 Results Update | Sector: Financials – Non Lending

HDFC AMC

Estimate change	↔
TP change	↑
Rating change	↔

Bloomberg	HDFCAMC IN
Equity Shares (m)	428
M.Cap.(INRb)/(USDb)	1140.5 / 12.2
52-Week Range (INR)	2967 / 2030
1, 6, 12 Rel. Per (%)	9/-49/-39
12M Avg Val (INR M)	2699

Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
AAUM	8,906	10,187	11,974
MF Yield (bps)	46.1	45.1	44.1
Rev from Ops	41.2	46.1	53.0
Core PAT	24.7	27.4	32.0
PAT	28.6	32.6	37.6
PAT (bps as AAUM)	32	32	31
Core EPS	58	64	75
EPS	67	76	88
EPS Grw. (%)	16	14	15
BVPS	215	234	256
RoE (%)	33	34	36
Div. Payout (%)	81	75	75
Valuations			
Mcap/AUM (%)	12.8	11.2	9.5
P/E (x)	39.9	35.0	30.3
P/BV (x)	12.4	11.4	10.4
Div. Yield (%)	2.0	2.1	2.5

Shareholding pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	52.4	52.4	52.5
DII	14.9	14.1	17.0
FII	24.0	24.7	21.3
Others	8.7	8.8	9.2

FII includes depository receipts

CMP: INR2,662 TP: INR3,170 (+19%) Buy

Non-MF business to drive incremental growth

- HDFC AMC's operating revenue grew 17% YoY, but it declined 2% QoQ to INR10.5b (in line). Yields came in at 45.4bp in 4QFY26 vs. 46.6bp in 4QFY25 and 46.5bp in 3QFY26. For FY26, revenue grew 18% YoY to INR41.2b.
- Total opex at INR2.1b grew 21% YoY/4% QoQ. Employee costs at INR1.3b were up 29% YoY but were flat QoQ, while other expenses at INR783m were up 7% YoY and QoQ each. Opex stood at 8.9bp vs. 8.8bp in 4QFY25 and 8.6bp in 3QFY26, as bp of AUM.
- EBITDA came in at INR8.5b (in line), up 16% YoY but down 4% QoQ. EBIDTA margin was at 80.4% v/s 81% in 4QFY25 and 81.5% in 3QFY26. For FY26, EBITDA came in at ~INR33b, up 18% YoY.
- PAT stood at INR6.2b (in line), down 3% YoY and 19% QoQ. PAT margins came in at 59.2% vs 70.8% in 4QFY25 and 71.6% in 3QFY26. For FY26, PAT came in at INR28.6b, up 16% YoY.
- On the TER regulations (effective Apr'26), gross impact on the existing book is expected to be ~3–4bp, which the company plans to offset through commission optimization and cost control, limiting P&L impact.
- We broadly retain our earnings estimates for FY26–FY28, while reducing our other expense assumptions. We expect a CAGR of 13%/14%/15% in revenue/ EBITDA/PAT and ~16% AUM growth over FY26–28. **We reiterate our BUY rating with a TP of INR3,170 (premised on 42x FY28E Core EPS).**

Market share remains broadly stable across segments

- QAAUM at INR9.3t grew 20% YoY but flat sequentially, driven by 28%/15%/9%/144%/21% YoY growth in equity/hybrid/debt/ETFs/index funds while liquid funds remained flat YoY.
- On a QAAUM basis, the equity mix stood at 65.2% in 4QFY26, way ahead of the industry mix at 55.9% as of Mar'26. The closing AUM for 4QFY26 stood at INR8.4t, registering a growth of 12% YoY and 8% QoQ.
- On a closing AUM basis, the company's overall market share in total AUM remained stable YoY at 11.4% vs. 11.5% in Mar'25. However, ex-ETFs, the market share was 12.7% vs. 12.8% in Mar'25. Actively managed equity/ debt/liquid AUM market share stood at 13%/12.9%/11.4% as of Mar'26.
- The individual monthly AAUM rose 16% YoY but declined 5% QoQ to INR6.2t (contributing ~68.2% of total AUM vs. industry share at 59.7%). The number of live individual accounts grew 30% YoY to 30.1m.
- SIP AUM as of Mar'26 was up 15% YoY but declined 9% QoQ to INR2t led by volatile market conditions. The average ticket size declined sequentially to INR3k from INR3.3k in 3QFY26.
- On the MF front, the company launched seven new schemes during the year. The alternatives business is scaling up, following the closure of its first private credit fund and expansion across AIFs and FoFs. At the same time, the GIFT City platform now has five funds (including two inbound funds launched in FY26) targeting both inbound and outbound opportunities.

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- Based on the overall AUM, the direct channel accounted for the largest share at 44.6%, followed by IFAs and national distributors at 23.7% and 22.1%, respectively. Within equity AUM, direct and IFAs led the distribution with a 30.9% and 30.1% share, respectively, while the national distributor channel contributed 27%.
- Unique investors for HDFC AMC were 16.7m (vs. 13.2m at 4QFY25), reflecting 27% penetration in the mutual fund industry.
- Employee costs at INR1.3b were up 29% YoY but flat QoQ, while other expenses at INR783m were up 7% each YoY/QoQ.
- As bp of AUM, opex was 8.9bp vs. 8.8bp in 4QFY25 and 8.6bp in 3QFY26. Management guided cost growth to track the long-term trend of ~13% CAGR over the past five years.
- Other income dipped to INR116m vs. our est. of INR123m (down 91% YoY/93% QoQ). This dip was primarily due to the MTM impact on equity investments (largely driven by SEBI's skin-in-the-game requirement); debt and liquid funds form the majority of the remaining treasury.
- Total investments as of Mar'26 stood at INR93.9b, with 91%/6%/3% being segregated into MFs/other equity and AIFs/tax-free bonds & debentures.

Key takeaways from the management commentary

- On TER regulations (effective Apr'26), the gross impact on existing book is ~3–4 bp. The company plans to offset this impact through commission optimization and cost control, limiting P&L impact.
- SIF approvals are in place; it is adopting a measured approach with no rush to launch. Focus remains on scaling existing schemes, with new launches being selective and conviction-driven.
- The company added 3.5m investors (almost half of net industry additions), taking the total unique investor count for the company to 16.7m. Incremental investor additions are largely driven by B30 (Tier 2/3) markets, with fintech platforms leading first-time acquisitions, while MFDs, banks, and distributors continue to see steady growth.

Valuation and view

- HDFC AMC remains a strong player in the mutual fund industry, backed by robust financial and fund performance, steady AUM growth, best-in-class cost efficiency, and a strong retail presence. Despite short-term market volatilities, the company's long-term fundamentals remain solid.
- With a stable market position, a diversified product portfolio across the segments permitted by SEBI, multi-diversification business streams beyond MFs into Alternatives, AIFs & PMS, and international via GIFT City, and constant digital expansion efforts, HDFC AMC is well-positioned to sustain growth and deliver value to its stakeholders.
- We broadly retain our earnings estimates for FY26–FY28, while reducing our other expense assumptions. We expect a CAGR of 13%/14%/15% in revenue/ EBITDA/PAT and ~16% AUM growth over FY26–28. We reiterate our BUY rating with a TP of INR3,170 (premised on 42x FY28E Core EPS).

Quarterly Performance (INR m)

Y/E March	FY25				FY26				FY25	FY26	4Q FY26E	Act v/s Est. (%)	YoY	QoQ
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q						
Revenue from Operations	7,752	8,872	9,346	9,014	9,682	10,274	10,751	10,515	34,984	41,222	10,648	-1.2	16.7	-2.2
Change YoY (%)	34.9	38.0	39.2	29.6	24.9	15.8	15.0	16.7	35.4	17.8	18.1			
Fees & Commission	9	9	11	12	16	19	21	27	41	82	22.9	15.7	128.4	27.4
Employee Expenses	1,011	959	953	969	1,092	1,238	1,236	1,254	3,894	4,821	1,272	-1.4	29.4	1.4
Other expenses	788	869	743	731	844	1,009	730	783	3,132	3,365	768	1.9	7.1	7.3
Total Operating Expenses	1,809	1,838	1,708	1,712	1,951	2,266	1,987	2,064	7,066	8,268	2,063	0	20.6	3.9
Change YoY (%)	23.9	14.3	6.8	9.6	7.9	23.3	16.4	20.6	13.4	17.0	20.5	0.1		
EBITDA	5,944	7,034	7,639	7,302	7,730	8,008	8,764	8,452	27,919	32,953	8,585	-1.6	15.7	-3.6
EBITDA Margin (%)	76.7	79.3	81.7	81.0	79.8	77.9	81.5	80.4	79.8	79.9	80.6	-25bps	-63bps	-114bps
Other Income	1,735	1,710	931	1,241	2,330	962	1,593	116	5,617	5,000	123	-6.3	-90.7	-92.7
Depreciation	133	137	149	166	173	178	184	194	585	729	194	0.0	16.7	5.5
Finance Cost	23	23	22	26	31	32	34	37	94	133	39	-4.6	42.3	10.1
PBT	**7,523**	**8,584**	**8,399**	**8,351**	**9,857**	**8,760**	**10,139**	**8,336**	**32,856**	**37,092**	**8,475**	**-1.6**	**-0.2**	**-17.8**
Tax Provisions	1,485	2,818	1,985	1,966	2,381	1,575	2,445	2,109	8,254	8,511	2,087	1.1	7.3	-13.7
Net Profit	**6,038**	**5,766**	**6,414**	**6,385**	**7,476**	**7,184**	**7,694**	**6,227**	**24,602**	**28,581**	**6,388**	**-2.5**	**-2.5**	**-19.1**
Change YoY (%)	26.4	31.8	31.0	18.0	23.8	24.6	20.0	-2.5	26.4	16.2	0.1			
Core PAT	4,645	4,618	5,703	5,436	5,708	6,395	6,485	6,140	20,396	24,728	6,295	-2.5		
Change YoY (%)	34.5	33.1	49.9	30.3	22.9	38.5	13.7	13.0	36.7	21.2	15.8			

Key Operating Parameters (%)	FY25				FY26				FY25	FY26	4Q FY26	Act v/s Est. (%)	YoY	QoQ
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q						
Revenue / AUM (bps)	46.2	46.8	47.5	46.6	46.7	46.6	46.5	45.4	46.8	46.3	46.2	-90bps	-123bps	-115bps
Opex / AUM (bps)	10.8	9.7	8.7	8.8	9.4	10.3	8.6	8.9	9.4	9.3	9.0	-6bps	5bps	31bps
PAT / AUM (bps)	36.0	30.4	32.6	33.0	36.1	32.6	33.3	26.9	32.9	32.1	27.7	-89bps	-614bps	-642bps
Cost to Operating Income Ratio	23.3	20.7	18.3	19.0	20.2	22.1	18.5	19.6	20.2	20.1	19.4	25bps	63bps	114bps
EBITDA Margin	76.7	79.3	81.7	81.0	79.8	77.9	81.5	80.4	79.8	79.9	80.6	-25bps	-63bps	-114bps
Tax Rate	19.7	32.8	23.6	23.5	24.2	18.0	24.1	25.3	25.1	22.9	24.6	68bps	176bps	119bps
PAT Margin	77.9	65.0	68.6	70.8	77.2	69.9	71.6	59.2	70.3	69.3	60.0	-78bps	-1162bps	-1235bps
Core PAT Margin	59.9	52.0	61.0	60.3	59.0	62.2	60.3	58.4	58.3	60.0	59.1	-73bps	-191bps	-193bps
Opex Mix (%)														
Fees & Commission	0.5	0.5	0.6	0.7	0.8	0.8	1.0	1.3	0.6	1.0	1.1	17bps	61bps	24bps
Employee Expenses	55.9	52.2	55.8	56.6	56.0	54.6	62.2	60.8	55.1	58.3	0.0	6078bps	415bps	-144bps
Others	43.6	47.3	43.5	42.7	43.2	44.5	36.7	37.9	44.3	40.7	0.0	3793bps	-476bps	120bps
Key Parameters														
QAUM (INR b)	6,716	7,588	7,874	7,740	8,286	8,814	9,249	9,275	7,480	8,906	9,210	0.7	19.8	0.3

Exhibit 1: Our revised estimates

Financials & Valuation (INR b)	New Estimates		Old estimates		Change in estimates	
Y/E March	2027E	2028E	2027E	2028E	2027E	2028E
AAUM	10,187	11,974	10,380	12,128	-2%	-1%
MF Yield (bps)	45.1	44.1	45.4	44.4	-3bps	-3bps
Rev from Ops	46.1	53.0	47.2	54.0	-2%	-2%
Core PAT	27.4	32.0	28.2	32.7	-3%	-2%
PAT	32.6	37.6	33.2	38.1	-2%	-1%
PAT (bps as AAUM)	32	31	32	31	0bps	-1bps
Core EPS	64	75	66	76	-3%	-2%
EPS	76	88	78	89	-2.0%	-1.4%
EPS Grw. (%)	14	15	15	15		
BVPS	234	256	229	251	2%	2%
RoE (%)	34	36	35	37	-16bps	-13bps
Div. Pay-out (%)	75	75	75	75		

CONFERENCE CALL

Key takeaways from the management commentary

Business

- The industry marked its 14th consecutive year of positive inflows, with 7.2m new investors added during the year.
- Investor behavior during volatility has been highly mature, with higher inflows seen during market corrections.
- SIP book growth remains strong, with ~16m new SIP accounts added during FY26. SIP behavior has shown high stickiness and maturity, even during volatile markets.
- The majority of equity flows are now driven by SIPs, which are more stable and predictable than lump sum flows. Lump sum flows remain volatile and harder to predict.
- Both direct and distributor-led channels are contributing to SIP growth.
- The company added 3.5m investors (almost half of net industry additions), taking the total unique investor count for the company to 16.7m.
- The company added ~7m folios in FY26, taking total folios to 30m.
- Incremental investor additions are largely driven by B30 (Tier 2/3) markets, with fintech platforms leading first-time acquisitions, while MFDs, banks, and distributors continue to see steady growth.
- Flow market share is currently higher than book market share, indicating improving momentum.
- Management expects to gradually optimize market share across products, supported by a strong long-term performance track record and broad-based distribution expansion across all channels, including MFDs, national distributors, banks, RIAs, and fintech platforms.
- Strategy to capture incremental flows remains focused on a mix of physical expansion and strengthening digital capabilities.
- On the tech side, the company has onboarded Rajan Anandan (ex-Google, Microsoft) in the technology committee to strengthen digital and AI oversight.
- Scheme performance remains consistent over the long term, with most funds in the top two quartiles across categories.
- On TER regulations (effective Apr'26), the gross impact on existing book is ~3–4 bp. The company plans to offset this impact through commission optimization and cost control, limiting the P&L impact.

Product launches

- On the MF side, the company launched seven new mutual fund schemes during the year.
- The alternatives business is scaling up with the close of the first private credit fund and expansion in AIFs and FoFs.
- The GIFT City platform now has 5 funds (of which 2 inbound funds launched in FY26), targeting both inbound and outbound investment opportunities.
- On the SIF front, the company has the necessary approvals in place but is taking a measured and deliberate approach rather than rushing to launch. Management believes early entry does not guarantee an advantage in emerging categories such as SIF.
- SIF and alternatives are expected to be strategic long-term opportunities, not immediate revenue drivers.

- The company remains selective on NFO launches, given an already well-diversified product portfolio. Focus is on scaling existing schemes with strong long-term performance rather than launching new products.
- Any new launches (sectoral/thematic/passive) will be opportunistic and conviction-driven.

Distribution mix

- Regarding industry trends, the distributor-led investors tend to show higher longevity due to better handholding. Direct channel participation has increased meaningfully in recent years, though sustainability will be monitored.
- On the distribution front, the approach of the company is to have growth broad-based across channels, rather than any one channel losing share.
- Direct plans accounted for 45%/31% of total/equity AUM, reflecting improving mix quality.
- Digital penetration is already high, with 97% of transactions online, and the company is moving towards becoming a fully digital AMC.
- HDFC AMC maintains healthy relationships with most banks operating on open architecture.
- HDFC Bank remains a key distribution partner, with strong long-term potential despite short-term fluctuations. Variations in HDFC bank channel share are largely event-driven (e.g., NFO cycles) and not structural.

Yields

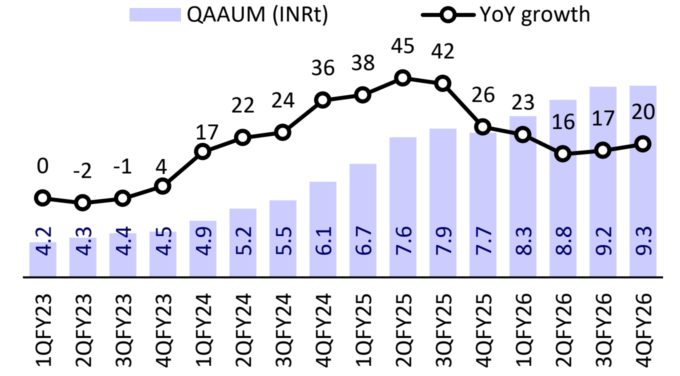
- Equity (incl. index fund)/debt/liquid yields stood at ~56bp/~28bp/~13bp, with blended yields at ~45bp. Core actively managed equity yields remain higher at ~60–61bp, excluding passive products.
- There was no yield compression in Q4, and the minor decline is due to fewer days in the quarter (90 days in 4Q vs 92 days in 3Q).
- Alternative’s business yields are slightly higher than equity margins; PMS (discretionary) yields are broadly in line with equity, while PMS (non-discretionary), largely EPFO-driven, operates in a highly competitive and tight-margin environment.

Financials

- Other income volatility in 4Q was primarily due to mark-to-market impact on equity investments (in the balance sheet are largely driven by SEBI’s skin-in-the-game requirement). Debt and liquid fund investments form the bulk of the remaining treasury portfolio.
- The company follows a largely passive approach in managing treasury investments, especially on the debt side. Overall, the treasury strategy remains conservative, with a focus on stability rather than yield maximization. Going forward, other income is expected to be relatively stable, subject to market movements in equity exposure.
- Cost growth remains controlled, with improving cost-to-AUM despite continued investments. Cost growth is expected to track the long-term trend (~13% CAGR over the last five years).
- The company declared a dividend of INR54/sh, implying a payout ratio of ~81%.

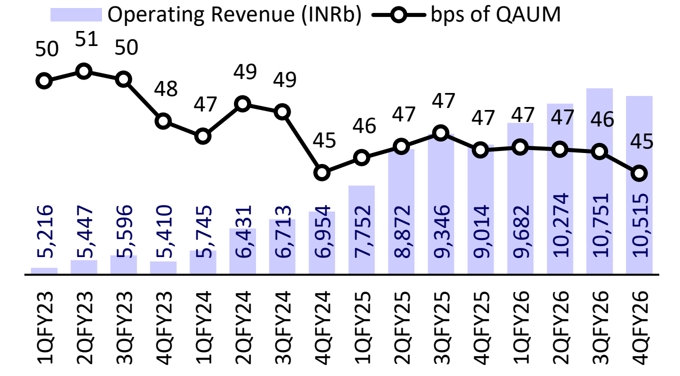
Key exhibits

Exhibit 1: QAUM grew 20% YoY in 4QFY26



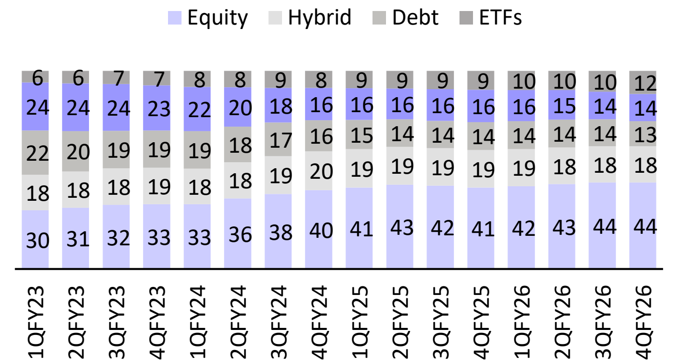
Source: MOFSL, Company

Exhibit 2: Yields declined slightly on a sequential basis in 4Q



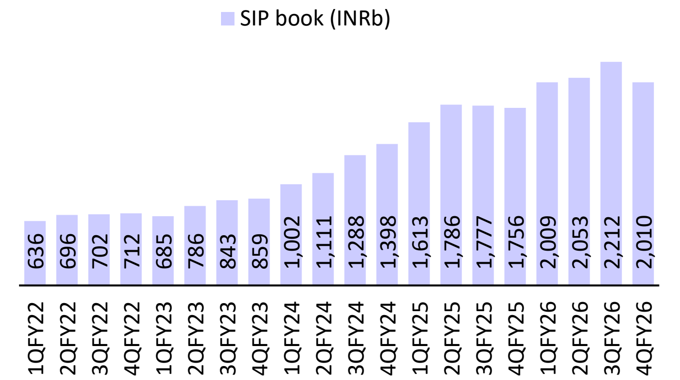
Source: MOFSL, Company

Exhibit 3: Share of equity in QAUM remained stable at 44%



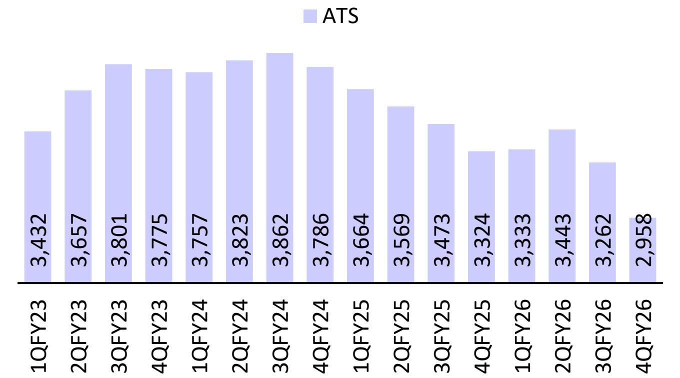
Source: MOFSL, Company

Exhibit 4: SIP book (incl. STP) declined sequentially amid volatile market conditions



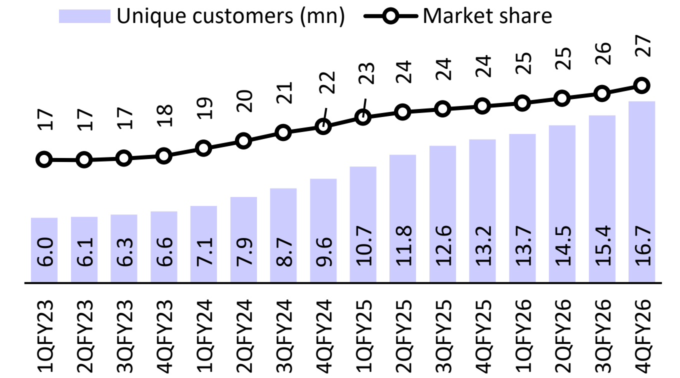
Source: MOFSL, Company

Exhibit 5: Average ticket size declined sequentially in 4Q



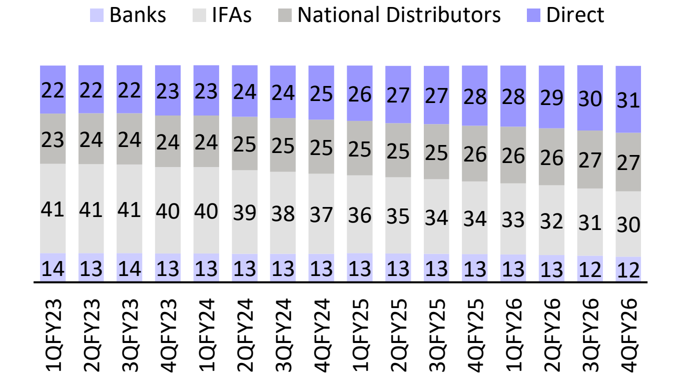
Source: MOFSL, Company

Exhibit 6: Unique customers' market share improved



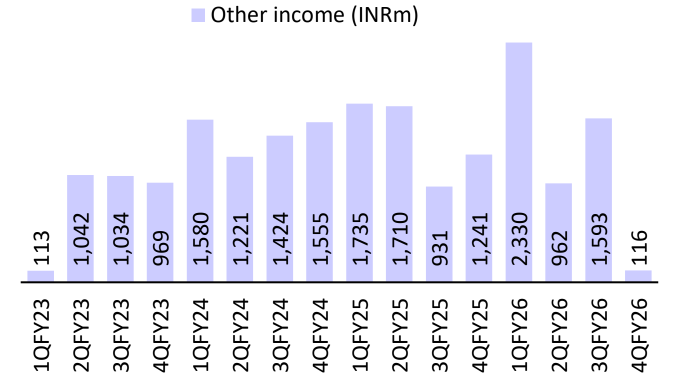
Source: MOFSL, Company

Exhibit 7: Diverse distribution mix (%)



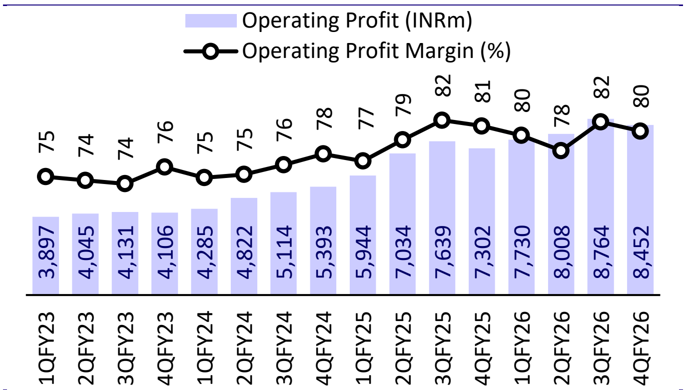
Source: MOFSL, Company

Exhibit 8: Other income declined in 4Q, led by MTM impact



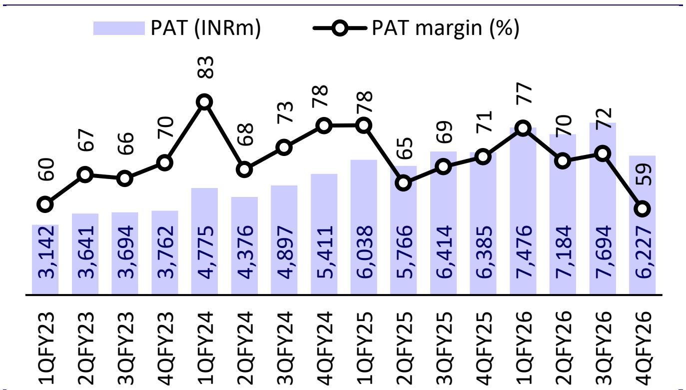
Source: MOFSL, Company

Exhibit 9: Operating margins dipped in 4Q



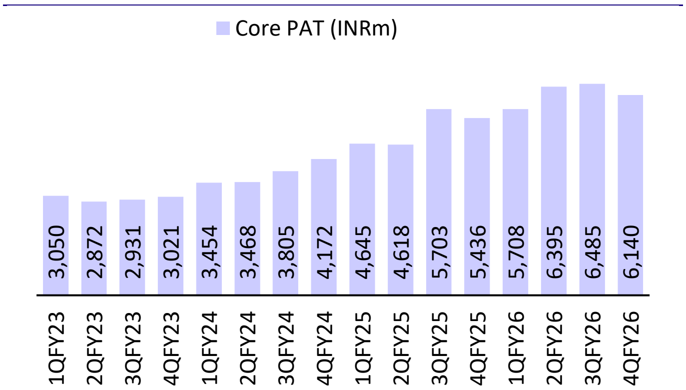
Source: MOFSL, Company

Exhibit 10: PAT hit by lower other income



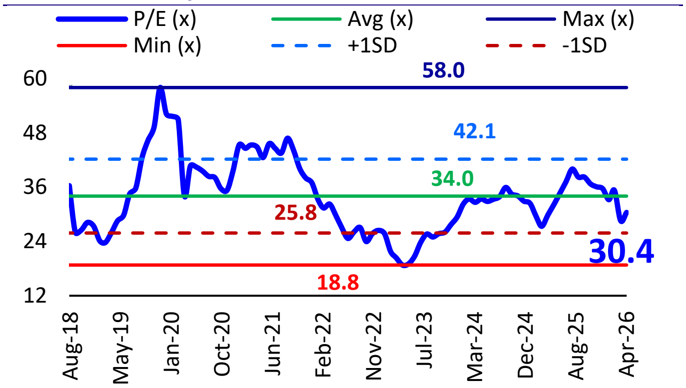
Source: MOFSL, Company

Exhibit 11: Core PAT trend in INRm



Source: MOFSL, Company

Exhibit 12: One-year forward P/E



Source: MOFSL, Company

Financials and valuations

Income Statement									INR m
Y/E March	**2020**	**2021**	**2022**	**2023**	**2024**	**2025**	**2026**	**2027E**	**2028E**
Investment management fees	20,033	18,525	21,154	21,668	25,844	34,984	41,222	46,135	53,023
Change (%)	4.6	-7.5	14.2	2.4	19.3	35.4	17.8	11.9	14.9
Operating Expenses	4,310	3,884	5,154	5,489	6,270	7,066	8,268	9,098	9,823
Core Operating Profits	**15,722**	**14,641**	**15,999**	**16,179**	**19,574**	**27,919**	**32,953**	**37,037**	**43,200**
Change (%)	26.2	-6.9	9.3	1.1	21.0	42.6	18.0	12.4	16.6
Dep/Interest/Provisions	594	644	625	630	614	680	862	981	1,070
Core PBT	**15,129**	**13,997**	**15,375**	**15,549**	**18,960**	**27,239**	**32,091**	**36,056**	**42,130**
Change (%)	26.8	-7.5	9.8	1.1	21.9	43.7	17.8	12.4	16.8
Other Income	1,402	3,492	3,178	3,158	5,790	5,617	5,000	6,816	7,358
PBT	**16,531**	**17,490**	**18,553**	**18,706**	**24,750**	**32,856**	**37,092**	**42,872**	**49,489**
Change (%)	20.2	5.8	6.1	0.8	32.3	32.7	12.9	15.6	15.4
Tax	3,906	4,232	4,622	4,467	5,323	8,254	8,511	10,289	11,877
Tax Rate (%)	23.6	24.2	24.9	23.9	21.5	25.1	22.9	24.0	24.0
PAT	**12,624**	**13,258**	**13,931**	**14,239**	**19,427**	**24,602**	**28,581**	**32,582**	**37,611**
Change (%)	35.7	5.0	5.1	2.2	36.4	26.6	16.2	14.0	15.4
Core PAT	11,554	10,610	11,545	11,836	14,882	20,396	24,728	27,402	32,019
Change (%)	43.1	-8.2	8.8	2.5	25.7	37.1	21.2	10.8	16.8
Dividend	7,183	7,241	8,954	10,244	14,944	19,242	23,134	24,437	28,209

Balance Sheet									INR m
Y/E March	**2020**	**2021**	**2022**	**2023**	**2024**	**2025**	**2026**	**2027E**	**2028E**
Equity Share Capital	1,064	1,065	1,066	1,067	1,067	1,069	2,142	2,142	2,142
Reserves & Surplus	39,229	46,697	54,235	60,017	69,683	80,231	90,145	98,291	1,07,694
Net Worth	**40,293**	**47,762**	**55,301**	**61,084**	**70,750**	**81,300**	**92,287**	**1,00,433**	**1,09,836**
Borrowings	0	0	0	0	0	0	0	0	0
Other Liabilities	2,793	3,185	3,503	4,281	4,788	6,207	7,627	7,901	8,208
Total Liabilities	**43,086**	**50,947**	**58,804**	**65,365**	**75,539**	**87,507**	**99,914**	**1,08,334**	**1,18,044**
Cash and Investments	39,716	47,556	55,783	60,832	71,961	82,966	94,167	1,01,795	1,10,407
Change (%)	33.9	19.7	17.3	9.1	18.3	15.3	13.5	8.1	8.5
Loans	**217**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Net Fixed Assets	1,567	1,532	1,351	1,505	1,526	1,983	2,726	2,826	2,926
Current Assets	1,586	1,859	1,670	3,029	2,052	2,557	3,021	3,712	4,710
Total Assets	**43,086**	**50,947**	**58,804**	**65,365**	**75,539**	**87,507**	**99,914**	**1,08,334**	**1,18,044**

E: MOSL Estimates

Y/E March	**2020**	**2021**	**2022**	**2023**	**2024**	**2025**	**2026**	**2027E**	**2028E**
AAAUM (INR B)	**3,729**	**3,842**	**4,337**	**4,348**	**5,440**	**7,480**	**8,906**	**10,187**	**11,974**
Change (%)	15.5	3.0	12.9	0.2	25.1	37.5	19.1	14.4	17.5
Equity (Including Hybrid)	44.6	39.1	44.0	49.8	54.1	60.9	61.5	61.8	63.1
Debt	23.6	27.4	26.9	20.0	17.3	14.1	13.6	13.3	12.7
Liquid	30.0	30.6	24.7	23.7	18.8	16.0	14.5	14.0	13.1
Others	1.7	2.9	4.5	6.5	9.8	9.0	10.4	10.9	11.1

E: MOFSL Estimates

Financials and valuations

Cash Flow Statement

Y/E March	2020	2021	2022	2023	2024	2025	2026	2027E	2028E
Cashflow from operations	**13,908**	**13,813**	**14,416**	**14,189**	**21,299**	**26,039**	**30,406**	**32,809**	**37,631**
PBT	16,531	17,490	18,553	18,706	24,750	32,856	37,092	42,872	49,489
Depreciation and amortization	504	554	539	533	523	585	729	848	936
Tax Paid	-3,906	-4,232	-4,622	-4,467	-5,323	-8,254	-8,511	-10,289	-11,877
Deferred tax	-28	321	432	254	148	952	448	0	0
Interest, dividend income (post-tax)	-915	-243	-234	-220	-221	-164	0	-356	-384
Interest expense (post-tax)	69	68	65	74	71	70	103	101	101
Working capital	1,655	-145	-317	-692	1,351	-7	546	-366	-634
Cash from investments	**-10,849**	**-8,204**	**-7,901**	**-5,699**	**-11,108**	**-11,898**	**-12,580**	**-8,144**	**-8,709**
Capex	-1,688	-485	-350	-704	-532	-1,037	-1,486	-948	-1,036
Interest, dividend income (post-tax)	915	243	234	220	221	164	0	356	384
Others	-10,076	-7,962	-7,786	-5,215	-10,797	-11,026	-11,094	-7,552	-8,057
Cash from financing	**-3,107**	**-5,856**	**-6,457**	**-8,529**	**-9,832**	**-14,121**	**-16,623**	**-24,538**	**-28,310**
Equity	0	0	0	1	0	2	1,073	0	0
Debt	0	0	0	0	0	0	0	0	0
Interest costs	-69	-68	-65	-74	-71	-70	-103	-101	-101
Dividends Paid	-7,183	-7,241	-8,954	-10,244	-14,944	-19,242	-23,134	-24,437	-28,209
Others	4,144	1,452	2,562	1,788	5,183	5,190	5,540	0	0
Change of cash	**-49**	**-248**	**57**	**-39**	**360**	**20**	**1,202**	**128**	**612**
Cash start	320	271	23	81	40	400	418	547	675
Cash end	271	23	81	40	400	418	547	675	1,287
FCFF	**12,220**	**13,328**	**14,065**	**13,485**	**20,767**	**25,002**	**28,920**	**31,862**	**36,594**

Y/E March	2020	2021	2022	2023	2024	2025	2026	2027E	2028E
Margins Analysis (%)									
Operating income to total income	93.5	84.1	86.9	87.3	81.7	86.2	89.2	87.1	87.8
Cost to Core Income Ratio	**21.5**	**21.0**	**24.4**	**25.3**	**24.3**	**20.2**	**20.1**	**19.7**	**18.5**
EBITDA Margins	78.5	79.0	75.6	74.7	75.7	79.8	79.9	80.3	81.5
Core PBT Margins	**75.5**	**75.6**	**72.7**	**71.8**	**73.4**	**77.9**	**77.9**	**78.2**	**79.5**
PBT Margins (On total income)	77.1	79.4	76.2	75.4	78.2	80.9	80.2	81.0	82.0
Profitability Ratios (%)									
RoE	35.6	30.1	27.0	24.5	29.5	32.4	32.9	33.8	35.8
Dividend Payout Ratio	47.2	54.6	64.3	71.9	76.9	78.2	80.9	75.0	75.0

Valuations	2020	2021	2022	2023	2024	2025	2026	2027E	2028E
BVPS (INR)	94	111	129	143	165	190	215	234	256
Change (%)	31.2	18.5	15.8	10.5	15.8	14.9	13.5	8.8	9.4
Price-BV (x)	**28.3**	**23.9**	**20.6**	**18.7**	**16.1**	**14.0**	**12.4**	**11.4**	**10.4**
EPS (INR)	29.5	30.9	32.5	33.2	45.3	57.4	66.7	76.1	87.8
Change (%)	35.7	5.0	5.1	2.2	36.4	26.6	16.2	14.0	15.4
Price-Earnings (x)	**90.4**	**86.1**	**81.9**	**80.1**	**58.7**	**46.4**	**39.9**	**35.0**	**30.3**
Core EPS (INR)	27.0	24.8	26.9	27.6	34.7	47.6	57.7	64.0	74.7
Change (%)	-28.7	-8.2	8.8	2.5	25.7	37.1	21.2	10.8	16.8
Core Price-Earnings (x)	**98.7**	**107.5**	**98.8**	**96.4**	**76.7**	**55.9**	**46.1**	**41.6**	**35.6**
DPS (INR)	14.0	17.0	21.0	24.0	35.0	45.0	54.0	57.0	65.8
Dividend Yield (%)	**0.5**	**0.6**	**0.8**	**0.9**	**1.3**	**1.7**	**2.0**	**2.1**	**2.5**

E: MOFSL Estimates

N O T E S

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