

ICICI Prudential AMC

| | |
|-----------------|---|
| Estimate change | ↔ |
| TP change | ↑ |
| Rating change | ↔ |

| | |
|-----------------------|---------------|
| Bloomberg | ICICIAMC IN |
| Equity Shares (m) | 494 |
| M.Cap.(INRb)/(USD\$b) | 1657.5 / 17.7 |
| 52-Week Range (INR) | 3430 / 2529 |
| 1, 6, 12 Rel. Per (%) | 13/-/- |
| 12M Avg Val (INR M) | 3179 |

Financials & Valuations (INR b)

| Y/E Mar | FY26 | FY27E | FY28E |
|-------------------|--------|--------|--------|
| AAUM | 10,348 | 11,905 | 14,054 |
| MF Yield (bp) | 46.8 | 46.3 | 45.8 |
| Rev from Ops | 57.6 | 65.3 | 76.4 |
| Core PAT | 31.2 | 35.2 | 42.2 |
| PAT | 33.0 | 37.4 | 44.7 |
| PAT (bp as AAUM) | 23 | 31 | 32 |
| Core EPS | 63 | 71 | 85 |
| EPS | 67 | 76 | 90 |
| EPS Grw. (%) | 24 | 13 | 20 |
| BVPS | 84 | 96 | 109 |
| RoE (%) | 86 | 84 | 88 |
| Div. Payout (%) | 80 | 85 | 85 |
| Valuations | | | |
| Mcap/AUM (%) | 16.0 | 13.9 | 11.8 |
| P/E (x) | 50.3 | 44.4 | 37.1 |
| P/BV (x) | 39.7 | 35.0 | 30.7 |
| Div. Yield (%) | 1.6 | 1.9 | 2.3 |

Shareholding pattern (%)

| As On | Dec-25 |
|----------|--------|
| Promoter | 87.6 |
| DII | 6.5 |
| FII | 2.7 |
| Others | 3.2 |

FII Includes depository receipts

CMP: INR3,354

TP: INR3,850 (+15%)

Buy

In-line revenue; negative other income leads to PAT miss

- ICICI Prudential AMC's (IPRU) operating revenue grew 20% YoY (flat QoQ) to INR15.2b (in line) in 4QFY26. Yields came in at 55bp vs. 57.7bp in 4QFY25 and 56.3bp in 3QFY26. For FY26, revenue grew 23% YoY to INR57.6b.
- Total opex at INR3.6b was down 5% each YoY/QoQ, with employee costs down 13% YoY/23% QoQ and other expenses down 19% YoY/up 17% QoQ. EBIDTA came in at INR11.6b (in line), up 30% YoY/2% QoQ. Margins stood at 76.5% vs. 70.5% in 4QFY25 and 75.3% in 3QFY26. For FY26, EBITDA came in at INR42.9b, up 29% YoY.
- PAT stood at INR7.6b (8% miss due to negative other income), up 10% YoY but down 17% QoQ. PAT margins came in at 50.3% vs. 54.5% in 4QFY25 and 60.5% in 3QFY26. For FY26, PAT came in at ~INR33b, up 24% YoY.
- Overall gross yield stood at 52bp, with net yield at 48.3bp as of Mar'26; management indicated new TER regulations (effective Apr'26) may impact gross yields by 3-4bp (under negotiation). Net yields for AIF/PMS improved to 0.98% in 4QFY26 from 0.91% in 3QFY26, driven by product mix.
- **We have maintained our earnings estimates for FY26, FY27 and FY28, factoring in relatively lower equity AUM growth, which is expected to be offset by incremental income and AUM inflows from SIF and ICICI Venture investments. Over FY26-FY28E, we project AUM/revenue/PAT CAGRs of 17%/15%/16%. We maintain our BUY rating on the stock, with a target price of INR3,850, based on 45x FY28E core EPS.**

Market share across categories continues to expand

- Total MF QAAUM grew 26% YoY/3% QoQ to INR11t. Equity/Hybrid/ETFs/Index/Debt/Liquid funds saw YoY growth of 5%/31%/61%/19%/14%/5%.
- The share of Equity/ETF/Debt/Liquid in the total QAUM stood at ~59%/13%/14%/10% in 4QFY26 vs. 58%/10%/15%/12% in 4QFY25.
- PMS AUM grew 26% YoY but declined 2% QoQ to INR268.3b due to MTM impact. Advisory assets fell 9% YoY to INR291.3b, while AIF AUM increased 47% YoY and 7% QoQ to INR170.3b. IPRU's market share improved sequentially in 4QFY26 across segments – overall MF QAAUM/Active MF/MF Equity/Equity Hybrid to 13.5% (2nd highest)/ 13.7% (highest)/14.2% (highest)/26.7% (highest) from 13.3%/13.5%/13.8%/26.3% in 3QFY26.
- SIP flows trended upward during the quarter to INR51b compared to INR39.1b in 4QFY25 and INR50.4b in 3QFY26.
- On product launches, two SIFs were launched in Jan'26 with AUM of INR18.96b as of Mar'26. Additionally, an inbound fund (first offering in IFSC GIFT City) was introduced recently, with 4-5 NFOs under approval, of which ~two launches are expected in the near term (SIFs and equity oriented).
- On the distribution front, MFDs remained dominant in the equity AUM mix at 36.7%, followed by direct (28.9%), national distributors (15.5%), and banks (~18.9%) in 4QFY26 vs. 37.3%/28%/15.5%/19.2% in 3QFY26, respectively.

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Investors are advised to refer through important disclosures made at the last page of the Research Report.

Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

- Unique customer base grew 5% QoQ to 17m as of Mar'26, driven by expansion in lower-tier and B30 cities.
- The total investment book stood at INR38.6b as of Mar'26, with 75.2% in MFs (62.8% equity, 36.7% liquid & debt, balance others), 20.9% in AIF/other equity/REITs, and the remainder in corporate bonds vs. 85.8% in MFs and 14.2% in AIF/other equity/REITs as of Dec'25.
- Operating expenses stood at INR3.6b, down 5% YoY/QoQ, with an opex-to-AUM ratio at 12.9bp vs. 17bp in 4QFY25 and 13.9bp in 3QFY26.
- Employee costs were INR1.3b, down 13% YoY/23% QoQ as the company changed its policy from rewarding employees with investments in IPRU AMC schemes to ESOPs. Excluding ESOPs, the cost run-rate is expected to remain stable.
- Non-cash ESOP cost is estimated at INR1.2-1.3b, to be amortized over FY27-29 (INR640-680m in FY27, INR360-380m in FY28, INR180-220m in FY29).
- Other expenses were INR1.2b, down 19% YoY but up 17% QoQ.
- Other income was negative at INR 893m in 4QFY26 vs. positive at INR510m in 4QFY25 and INR1.1b in 3QFY26, mainly due to the MTM impact.

Key takeaways from the management commentary

- New TER regulations, effective Apr'26, are expected to have a 3-4bp impact on a gross basis; negotiations are underway.
- The company remains focused on SIF products, having launched two in Jan'26 with more in the pipeline; yields are in line with equity products given the equity-oriented mix, and the segment is attracting largely new investors.
- It has completed the transfer of ICICI Venture fund management rights (no material considerations paid), with AUM inflows starting in Apr'26; ventures platform (INR46.2b AUM) spans PE, early-stage PE, and affordable real estate, with funds under deployment.

Valuation and view

- IPRUAMC is one of the top asset managers in India, backed by strong brand credibility and a diversified product and distribution mix, with continued strength across equity, hybrid, and passive segments alongside steady SIP and retail base expansion.
- While near-term equity net flows may be volatile, the company is well-positioned structurally, supported by product diversification, strong investor stickiness, improving fund performance, and upcoming launches.
- We have maintained our earnings estimates for FY26, FY27 and FY28, factoring in relatively lower equity AUM growth, which is expected to be offset by incremental income and AUM inflows from SIF and ICICI Venture investments. Over FY26-FY28E, we project AUM/revenue/PAT CAGRs of 17%/15%/16%. **We maintain our BUY rating on the stock, with a TP of INR3,850, based on 45x FY28E core EPS.**

Quarterly Performance

(INR m)

| Y/E March | FY25 | | FY26 | | | | FY25 | FY26 | 4Q | Act v/s | YoY | QoQ |
|--------------------------|--------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-------------|--------|--------|
| | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | | | FY26E | Est. (%) | | |
| Revenue from Operations | 12,267 | 12,692 | 13,133 | 14,196 | 15,147 | 15,170 | 46,828 | 57,646 | 15,295 | -0.8 | 19.5 | 0.2 |
| Change YoY (%) | | | | | 23.5 | 19.5 | 38.7 | 23.1 | | | | |
| Fees & Commission | 940 | 827 | 993 | 999 | 1,085 | 1,115 | 3,194 | 4,192 | 1,139.1 | -2.1 | 34.8 | 2.8 |
| Employee Expenses | 1,627 | 1,476 | 1,704 | 1,728 | 1,659 | 1,285 | 6,142 | 6,376 | 1,664.9 | -22.8 | -12.9 | -22.5 |
| Other expenses | 904 | 1,445 | 977 | 994 | 999 | 1,169 | 4,091 | 4,139 | 1,038.7 | 12.6 | -19.1 | 17.0 |
| Total Operating Expenses | 3,472 | 3,748 | 3,674 | 3,722 | 3,743 | 3,569 | 13,427 | 14,708 | 3,843 | -7.1 | -4.8 | -4.6 |
| Change YoY (%) | | | | | 7.8 | -4.8 | 36.8 | 9.5 | | | | |
| EBIDTA | 8,795 | 8,944 | 9,460 | 10,475 | 11,403 | 11,601 | 33,401 | 42,938 | 11,452 | 1.3 | 29.7 | 1.7 |
| EBIDTA Margin (%) | 71.7 | 70.5 | 72.0 | 73.8 | 75.3 | 76.5 | 71.3 | 74.5 | 74.9 | 160bps | 600bps | 119bps |
| Other Income | -254 | 510 | 1,449 | 718 | 1,089 | (893) | 2,969 | 2,363 | 43 | -2,192.1 | -275.2 | -182.0 |
| Depreciation | 212 | 236 | 253 | 266 | 260 | 276 | 854 | 1,055 | 289 | -4.5 | 17.3 | 6.4 |
| Finance Cost | 49 | 49 | 52 | 36 | 45 | 46 | 186 | 178 | 54 | -14.5 | -6.1 | 2.9 |
| PBT | 8,281 | 9,169 | 10,604 | 10,891 | 12,188 | 10,386 | 35,331 | 44,068 | 11,152 | -6.9 | 13.3 | -14.8 |
| Tax Provisions | 1,963 | 2,252 | 2,781 | 2,536 | 3,017 | 2,752 | 8,824 | 11,086 | 2,874 | -4.3 | 22.2 | -8.8 |
| Net Profit | 6,318 | 6,917 | 7,823 | 8,354 | 9,171 | 7,634 | 26,507 | 32,983 | 8,277 | -7.8 | 10.4 | -16.8 |
| Change YoY (%) | | | | | 45.1 | 10.4 | 29.3 | 24.4 | | | | |
| Core PAT | 6,512 | 6,533 | 6,754 | 7,804 | 8,351 | 8,290 | 24,279 | 31,214 | 8,246 | 0.5 | | |
| Change YoY (%) | | | | | 28.2 | 26.9 | 38.2 | 28.6 | | | | |

| Financials & Valuation (INR b) | New Estimates | | Old Estimates | | Change in Estimates | |
|--------------------------------|---------------|--------|---------------|--------|---------------------|---------|
| | 2027E | 2028E | 2027E | 2028E | 2027E | 2028E |
| Y/E March | | | | | | |
| AAUM | 11,905 | 14,054 | 12,038 | 14,057 | -1% | 0% |
| MF Yield (bps) | 46.3 | 45.8 | 47.0 | 46.0 | -1bps | 0bps |
| Rev from Ops | 65.3 | 76.4 | 66.4 | 76.1 | -2% | 0% |
| Core PAT | 35.2 | 42.2 | 36.1 | 41.8 | -3% | 1% |
| PAT | 37.4 | 44.7 | 39.6 | 45.7 | -6% | -2% |
| PAT (bps as AAUM) | 31 | 32 | 33 | 33 | -1bps | -1bps |
| Core EPS | 71 | 85 | 73 | 85 | -3% | 1% |
| EPS | 76 | 90 | 80 | 93 | -5.6% | -2% |
| EPS Grw. (%) | 13 | 20 | 18 | 16 | | |
| BVPS | 96 | 109 | 96 | 109 | 0% | 0% |
| RoE (%) | 84 | 88 | 89 | 90 | -500bps | -200bps |
| Div. Payout (%) | 85 | 85 | 85 | 85 | | |



Key takeaways from the management commentary

Business

- Net flow market share in equity schemes continues to exceed AUM market share, reflecting strong inflow momentum.
- The 2.7% QoQ drop in its Debt AUM was broadly in line with industry trends.
- PMS AUM declined 1.7% QoQ to INR268.3b due to MTM impact, while AIF AUM rose 7.1% QoQ to INR170.3b.
- Unique customer base stood at 17m as of Mar'26 vs. 14.6m as of Mar'25.
- Management indicated that flow trends in Mar'26 largely continued into Apr'26.
- Large redemptions in arbitrage funds were seen on industry levels due to typical March-end corporate treasury deployments; this is seasonal and consistent.
- New TER regulations, effective Apr'26, are expected to have a 3-4 bp impact on a gross basis; negotiations are underway.
- SIF customer mix largely consists of new customers, driven by a lower ticket size of INR1m. For PMS, the ticket size is high at ~INR5m.
- Launched two specialized investment funds in Jan'26 (iSIF Equity Ex-Top 100 Long-Short Fund and iSIF Hybrid Long-Short Fund) with total AUM of INR18.96b as of Mar'26.
- Launched an open-ended category III AIF, ICICI Prudential Smart Navigator Fund, which is an inbound fund (first offering in IFSC Gift City).
- NFO pipeline includes 4-5 funds under regulatory approval; ~2 launches are expected in the near term, subject to approvals. Pipeline spans both SIF and mutual fund categories.
- Employee strength stood at 3,585 as of Mar'26.
- Transfer of investment management rights for ICICI venture funds has been completed in 4Q (no material considerations were paid). AUM related to this has started flowing into ICICI AMC from Apr'26.
- Ventures platform operates across three strategies – PE, early-stage PE, and affordable real estate. Funds have been raised across segments and are currently in the deployment phase. Total AUM under ventures stood at INR46.2b.
- Yields in the ventures segment are in line with industry levels.

Yields

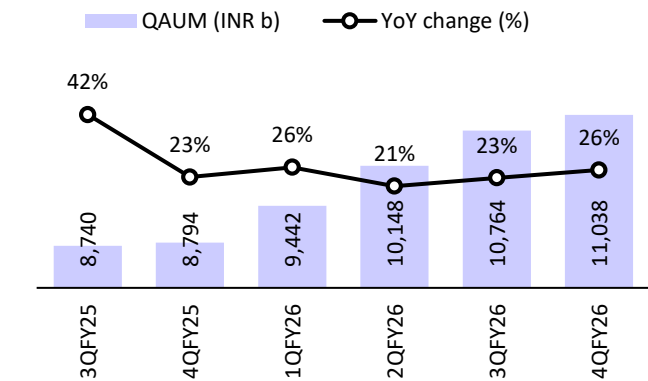
- Yields for 4QFY26: Equity/Debt/Liquid/Passive/Arbitrage at 67bp/32bp/12bp/10bp/30bp
- Overall gross yield stood at 52bp; net yield (post AIF/PMS commission and fee expense) stood at 48.3bp as of Mar'26.
- Overall gross yields for PMS stood at ~2%, while net yield (ex of commission and fee expense) stood at ~0.98%.
- Yield on assets under advisory stood at 0.33%.
- AIF/PMS net yields improved to 0.98% in 4Q vs. 0.91% in the previous quarter, driven by product mix.
- Yields on SIF products are currently in line with equity mutual funds, as offerings are predominantly equity-based.

Financials

- Revenue mix for FY26: MF/Alternatives and PMS/Advisory services at ~90.6%/7.6%/ 1.8%.
- Other income was negative at INR893m in 4Q due to MTM impact.
- Employee costs declined sequentially due to the absence of ESOP charges; excluding ESOP, the cost run-rate is expected to remain at current levels going forward.
- Non-cash ESOP cost is estimated at INR1.2-1.3b, to be amortized over FY27-29, with INR640-680m for FY27, INR360-380m for FY28, and INR180-220m for FY29.
- Other expenses increased sequentially in 4Q, primarily due to CSR and royalty payments; on a full-year basis, expenses remained broadly in line.
- Effective tax rate increased sequentially due to the absence of other income; capital gains tax impact in prior periods led to a lower blended rate.
- Declares a final dividend of INR12.4 per share.

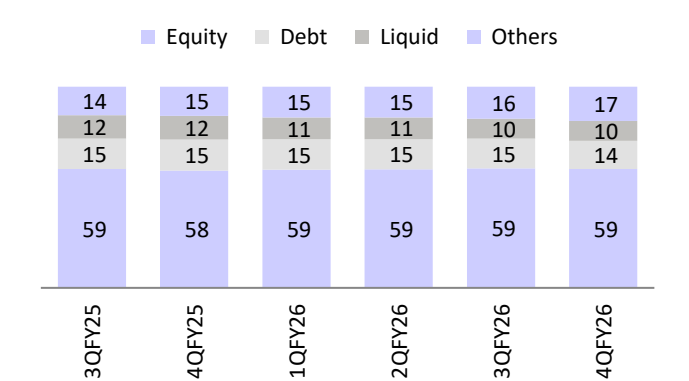
Key exhibits

Exhibit 1: QAAUM grew 26% YoY in 4QFY26



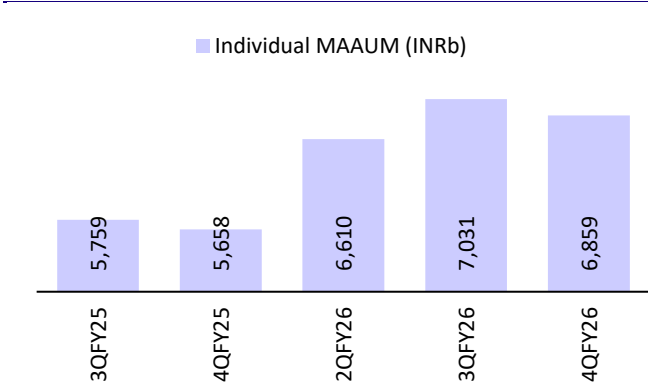
Source: MOFSL, Company

Exhibit 2: Overall AUM mix dominated by equity segment



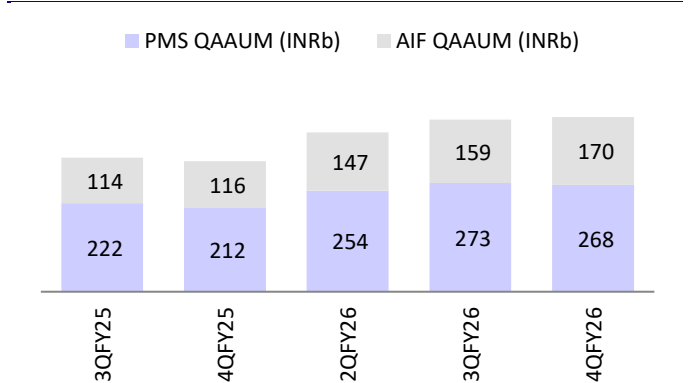
Source: MOFSL, Company

Exhibit 3: Individual MAAUM grew 21% YoY in 4QFY26



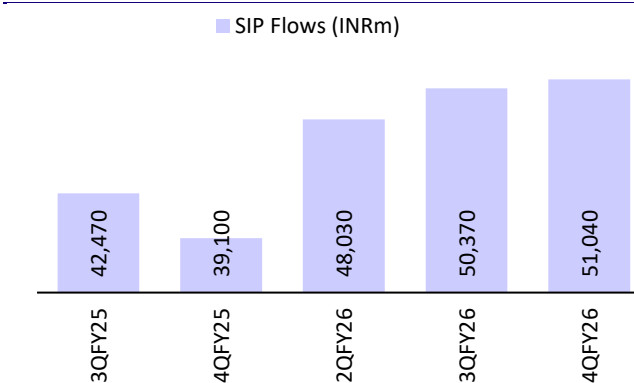
Source: MOFSL, Company

Exhibit 4: PMS QAAUM fell, while AIF QAAUM rose QoQ



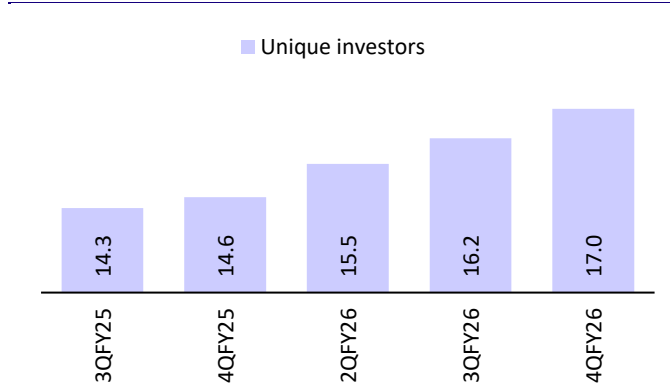
Source: MOFSL, Company

Exhibit 5: SIP flows continue to trend upward



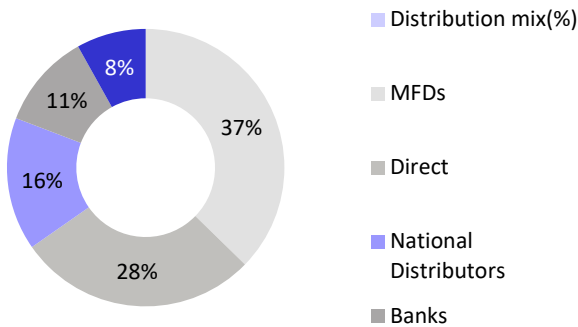
Source: MOFSL, Company

Exhibit 6: Share of unique investors continues to rise



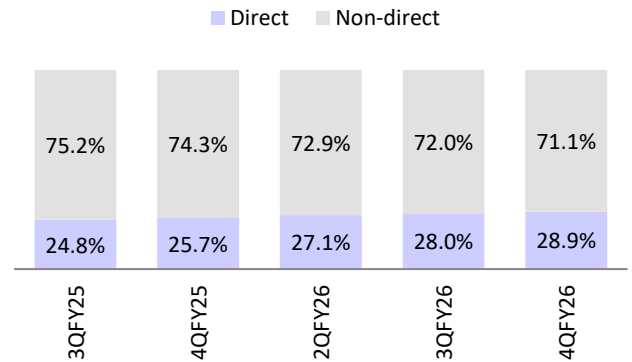
Source: MOFSL, Company

Exhibit 7: Equity QAAUM Distribution mix dominated by MFDs



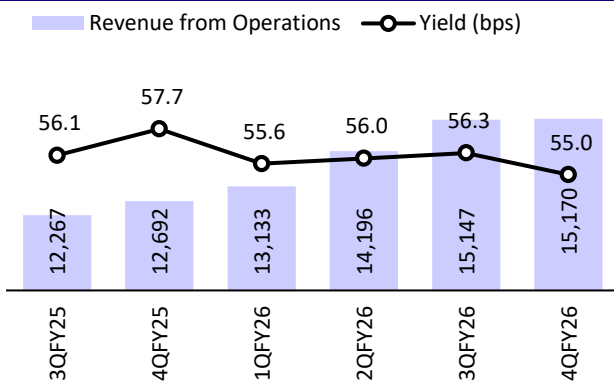
Source: MOFSL, Company

Share of direct channel continues to trend upward, though mix remains dominated by non-direct channel



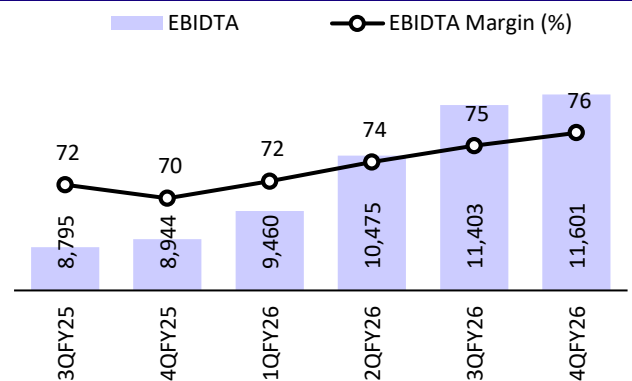
Source: MOFSL, Company

Exhibit 8: Revenue yields declined in 4Q



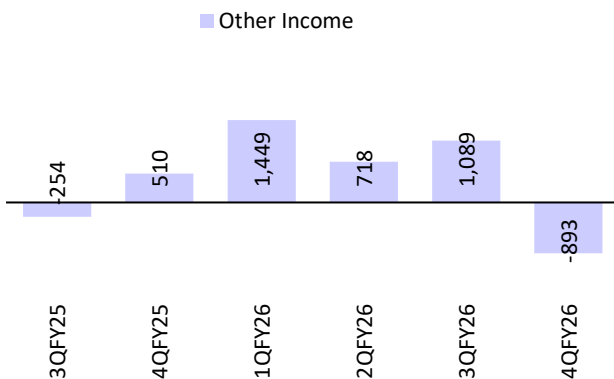
Source: MOFSL, Company

Exhibit 9: EBITDA margins rose sequentially



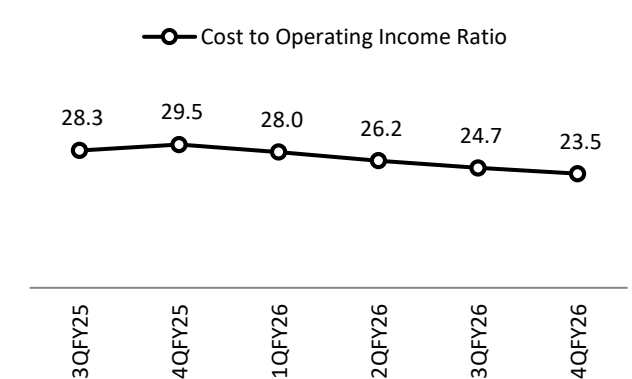
Source: MOFSL, Company

Exhibit 10: Other income was negative due to MTM impact



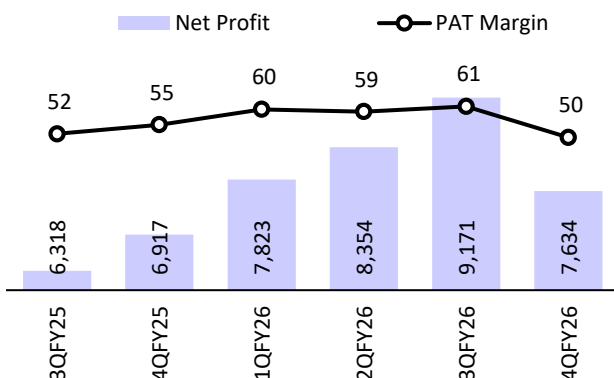
Source: MOFSL, Company

Exhibit 11: Cost to income ratio improved in 4Q



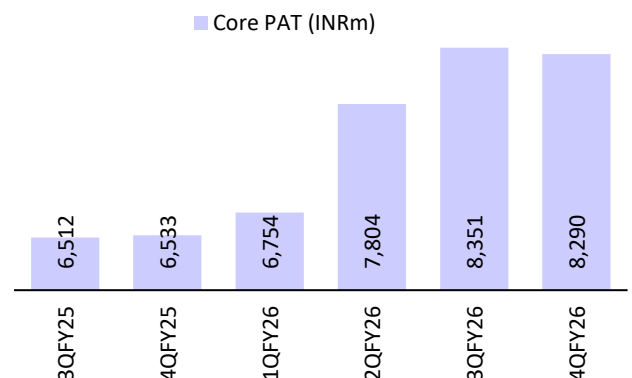
Source: MOFSL, Company

Exhibit 12: PAT margins fell due to negative other income



Source: MOFSL, Company

Exhibit 13: Core PAT trends



Source: MOFSL, Company

Financials and valuations

| Income Statement | | | | | | | INR m | |
|-------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Y/E March | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027E | 2028E |
| Investment management fees | 20,046 | 24,177 | 26,892 | 33,759 | 46,828 | 57,646 | 65,318 | 76,375 |
| Change (%) | 1.3 | 20.6 | 11.2 | 25.5 | 38.7 | 23.1 | 13.3 | 16.9 |
| Operating Expenses | 5,132 | 6,415 | 7,656 | 9,812 | 13,427 | 14,708 | 17,068 | 18,682 |
| Core Operating Profits | 14,914 | 17,762 | 19,236 | 23,947 | 33,401 | 42,938 | 48,250 | 57,693 |
| Change (%) | 3.3 | 19.1 | 8.3 | 24.5 | 39.5 | 28.6 | 12.4 | 19.6 |
| Dep/Interest/Provisions | 628 | 648 | 654 | 819 | 1,039 | 1,233 | 1,334 | 1,436 |
| Core PBT | 14,286 | 17,114 | 18,582 | 23,128 | 32,362 | 41,706 | 46,916 | 56,256 |
| Change (%) | 3.2 | 19.8 | 8.6 | 24.5 | 39.9 | 28.9 | 12.5 | 19.9 |
| Other Income | 2,292 | 2,176 | 1,490 | 3,853 | 2,969 | 2,363 | 2,892 | 3,312 |
| PBT | 16,578 | 19,290 | 20,072 | 26,981 | 35,331 | 44,068 | 49,808 | 59,568 |
| Change (%) | 17.4 | 16.4 | 4.1 | 34.4 | 30.9 | 24.7 | 13.0 | 19.6 |
| Tax | 4,124 | 4,749 | 4,914 | 6,484 | 8,824 | 11,086 | 12,452 | 14,892 |
| Tax Rate (%) | 24.9 | 24.6 | 24.5 | 24.0 | 25.0 | 25.2 | 25.0 | 25.0 |
| PAT | 12,454 | 14,541 | 15,158 | 20,497 | 26,507 | 32,983 | 37,356 | 44,676 |
| Change (%) | 19.1 | 16.8 | 4.2 | 35.2 | 29.3 | 24.4 | 13.3 | 19.6 |
| Core PAT | 10,732 | 12,901 | 14,033 | 17,570 | 24,279 | 31,214 | 35,187 | 42,192 |
| Change (%) | 4.7 | 20.2 | 8.8 | 25.2 | 38.2 | 28.6 | 12.7 | 19.9 |
| Dividend | 8,314 | 12,039 | 12,198 | 14,775 | 20,123 | 26,404 | 31,753 | 37,975 |

| Balance Sheet | | | | | | | INR m | |
|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Y/E March | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027E | 2028E |
| Equity Share Capital | 177 | 177 | 177 | 177 | 177 | 494 | 494 | 494 |
| Reserves & Surplus | 17,448 | 19,998 | 22,954 | 28,652 | 34,993 | 41,217 | 46,821 | 53,522 |
| Net Worth | 17,625 | 20,174 | 23,131 | 28,828 | 35,169 | 41,712 | 47,315 | 54,016 |
| Borrowings | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Liabilities | 3,438 | 4,173 | 4,476 | 6,249 | 8,036 | 8,235 | 8,841 | 9,498 |
| Total Liabilities | 21,063 | 24,347 | 27,606 | 35,077 | 43,206 | 49,947 | 56,156 | 63,514 |
| Cash and Investments | 17,866 | 20,654 | 23,189 | 29,164 | 33,132 | 40,040 | 45,468 | 52,002 |
| Change (%) | 40.3 | 15.6 | 12.3 | 25.8 | 13.6 | 20.9 | 13.6 | 14.4 |
| Loans | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net Fixed Assets | 1,335 | 1,372 | 1,499 | 1,994 | 3,092 | 6,342 | 6,842 | 7,342 |
| Current Assets | 1,862 | 2,321 | 2,918 | 3,919 | 6,981 | 3,565 | 3,847 | 4,171 |
| Total Assets | 21,063 | 24,347 | 27,606 | 35,077 | 43,206 | 49,947 | 56,156 | 63,514 |

E: MOFSL Estimates

| Y/E March | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027E | 2028E |
|---------------------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|
| AAAUM (INR B) | 3,679 | 4,499 | 4,823 | 6,075 | 8,355 | 10,348 | 11,905 | 14,054 |
| Change (%) | 5.3 | 22.3 | 7.2 | 25.9 | 37.5 | 23.9 | 15.0 | 18.1 |
| Equity (Including Hybrid) | 40.5 | 46.5 | 51.3 | 52.8 | 58.7 | 59.0 | 59.0 | 60.0 |
| Debt | 33.7 | 29.2 | 21.2 | 19.5 | 15.5 | 14.7 | 14.3 | 13.5 |
| Liquid | 21.6 | 17.6 | 17.5 | 13.9 | 11.8 | 10.3 | 10.1 | 9.5 |
| Others | 4.3 | 6.7 | 10.0 | 13.8 | 14.0 | 16.0 | 16.6 | 16.9 |

E: MOFSL Estimates

Financials and valuations

Cash Flow Statement

| Y/E March | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027E | 2028E |
|--------------------------------------|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Cashflow from operations | 13,396 | 15,066 | 15,657 | 21,746 | 28,283 | 34,742 | 38,971 | 46,410 |
| PBT | 16,578 | 19,290 | 20,072 | 26,981 | 35,331 | 44,068 | 49,808 | 59,568 |
| Depreciation and amortization | 471 | 509 | 505 | 657 | 854 | 1,055 | 1,138 | 1,221 |
| Tax Paid | -4,124 | -4,749 | -4,914 | -6,484 | -8,824 | -11,086 | -12,452 | -14,892 |
| Deferred tax | 232 | -17 | -181 | 362 | 119 | 227 | 51 | 57 |
| Interest, dividend income (post-tax) | -69 | -291 | -340 | -448 | -518 | 0 | 0 | 0 |
| Interest expense (post-tax) | 118 | 105 | 113 | 123 | 139 | 133 | 147 | 161 |
| Working capital | 192 | 220 | 403 | 555 | 1,182 | 345 | 278 | 295 |
| Cash from investments | -5,059 | -2,882 | -3,315 | -6,851 | -8,089 | -7,071 | -7,178 | -8,277 |
| Capex | -302 | -561 | -655 | -1,150 | -4,775 | -1,489 | -1,624 | -1,721 |
| Interest, dividend income (post-tax) | 69 | 291 | 340 | 448 | 518 | 0 | 0 | 0 |
| Others | -4,827 | -2,613 | -3,001 | -6,150 | -3,832 | -5,582 | -5,553 | -6,556 |
| Cash from financing | -8,367 | -12,091 | -12,270 | -14,871 | -20,252 | -26,122 | -31,866 | -38,099 |
| Equity | 0 | 0 | 0 | 0 | 0 | 318 | 0 | 0 |
| Debt | -21 | 5 | 44 | 51 | 53 | 97 | 34 | 37 |
| Interest costs | -118 | -105 | -113 | -123 | -139 | -133 | -147 | -161 |
| Dividends Paid | -8,314 | -12,039 | -12,198 | -14,775 | -20,123 | -26,404 | -31,753 | -37,975 |
| Others | 86 | 47 | -4 | -25 | -42 | 0 | 0 | 0 |
| Change of cash | -30 | 92 | 72 | 24 | -58 | 1,549 | -73 | 34 |
| Cash start | 181 | 150 | 243 | 314 | 338 | 280 | 1,475 | 1,402 |
| Cash end | 150 | 243 | 314 | 338 | 280 | 1,475 | 1,402 | 1,436 |
| FCFF | 13,095 | 14,505 | 15,003 | 20,597 | 23,509 | 33,253 | 37,346 | 44,689 |

| Y/E March | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027E | 2028E |
|----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Margins Analysis (%) | | | | | | | | |
| Operating income to total income | 89.7 | 91.7 | 94.8 | 89.8 | 94.0 | 96.1 | 95.8 | 95.8 |
| Cost to Core Income Ratio | 25.6 | 26.5 | 28.5 | 29.1 | 28.7 | 25.5 | 26.1 | 24.5 |
| EBITDA Margins | 74.4 | 73.5 | 71.5 | 70.9 | 71.3 | 74.5 | 73.9 | 75.5 |
| Core PBT Margins | 71.3 | 70.8 | 69.1 | 68.5 | 69.1 | 72.3 | 71.8 | 73.7 |
| PBT Margins (On total income) | 74.2 | 73.2 | 70.7 | 71.7 | 70.9 | 73.4 | 73.0 | 74.8 |
| Profitability Ratios (%) | | | | | | | | |
| RoE | 80.3 | 76.9 | 70.0 | 78.9 | 82.8 | 85.8 | 83.9 | 88.2 |
| Dividend Payout Ratio | 66.8 | 82.8 | 80.5 | 72.1 | 75.9 | 80.1 | 85.0 | 85.0 |

| Valuations | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027E | 2028E |
|-------------------------|--------------|--------------|--------------|-------------|-------------|-------------|-------------|-------------|
| BVPS (INR) | 36 | 41 | 47 | 58 | 71 | 84 | 96 | 109 |
| Change (%) | -53.0 | 14.5 | 14.7 | 24.6 | 22.0 | 18.6 | 13.4 | 14.2 |
| Price-BV (x) | 94.0 | 82.2 | 71.7 | 57.5 | 47.1 | 39.7 | 35.0 | 30.7 |
| EPS (INR) | 25.2 | 29.4 | 30.7 | 41.5 | 53.6 | 66.7 | 75.6 | 90.4 |
| Change (%) | -57.5 | 16.8 | 4.2 | 35.2 | 29.3 | 24.4 | 13.3 | 19.6 |
| Price-Earnings (x) | 133.1 | 114.0 | 109.4 | 80.9 | 62.5 | 50.3 | 44.4 | 37.1 |
| Core EPS (INR) | 21.7 | 26.1 | 28.4 | 35.6 | 49.1 | 63.2 | 71.2 | 85.4 |
| Change (%) | -62.6 | 20.2 | 8.8 | 25.2 | 38.2 | 28.6 | 12.7 | 19.9 |
| Core Price-Earnings (x) | 154.4 | 128.5 | 118.1 | 94.3 | 68.3 | 53.1 | 47.1 | 39.3 |
| DPS (INR) | 16.8 | 24.4 | 24.7 | 29.9 | 40.7 | 53.4 | 64.3 | 76.8 |
| Dividend Yield (%) | 0.5 | 0.7 | 0.7 | 0.9 | 1.2 | 1.6 | 1.9 | 2.3 |

E: MOFSL Estimates

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|----------------------------------|--|
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| BUY | >=15% |
| SELL | < - 10% |
| NEUTRAL | < - 10 % to 15% |
| UNDER REVIEW | Rating may undergo a change |
| NOT RATED | We have forward looking estimates for the stock but we refrain from assigning recommendation |

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