Cholamandalam Inv. & Finance

Estimate change	↑
TP change	↑
Rating change	↔

Bloomberg	CIFC IN
Equity Shares (m)	844
M.Cap.(INRb)/(USDb)	1497.2 / 15.6
52-Week Range (INR)	1875 / 1299
1, 6, 12 Rel. Per (%)	-2/12/20
12M Avg Val (INR M)	2923

Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Total Income	170.7	213.9	252.4
PPP	105.0	133.7	157.6
PAT	52.2	71.7	84.1
EPS (INR)	61.2	83.7	98.1
EPS Gr. (%)	21	37	17
BV (INR)	357	444	539
Ratios			
NIM (%)	7.0	7.3	7.1
C/I ratio (%)	38.5	37.5	37.6
RoAA (%)	2.3	2.7	2.7
RoE (%)	19.3	21.0	20.0
Payout (%)	3.3	2.6	2.4
Valuations			
P/E (x)	28.6	20.9	17.9
P/BV (x)	4.9	3.9	3.2
Div. Yield (%)	0.1	0.1	0.1

Shareholding pattern (%)

As of	Jun-26	Mar-26	Jun-25
Promoter	49.2	49.3	49.9
DII	20.6	19.9	16.1
FII	24.5	24.9	28.0
Others	5.7	6.0	6.1

FII includes depository receipts

CMP: INR1,753 TP: INR2,140 (+22%) Buy

Healthy start to the fiscal year indicates strong profitability in FY27

Business AUM rises ~22% YoY; seasonal deterioration in asset quality

- Cholamandalam Inv. & Finance's (CIFC) 1QFY27 PAT grew ~46% YoY to INR16.5b (~14% beat). NII in 1QFY27 grew ~27% YoY to ~INR40.4b (in line). Other income grew ~31% YoY to ~INR8.9b. Opex rose ~23% YoY to ~INR17.9b (in line), and the cost-to-income ratio declined ~140bp QoQ to ~36.3% (PQ: 37.7% and PY: 37.6%).
- PPoP grew ~30% YoY to INR31.4b (~7% beat). Credit costs in 1QFY27 stood at ~INR9.2b (~8% lower than MOFSLe). This translated into annualized credit costs of ~160bp (PY: 185bp and PQ: 155bp).
- CIFC remains confident of sustaining its growth momentum, with management reiterating its FY27 loan growth guidance of ~20-23%. Growth is expected to be driven by continued traction across VF, MSME, consumer finance, and gold loans, supported by healthy demand, deeper market penetration, and incremental market share gains.
- The company is witnessing strong customer acquisition in MSME and consumer businesses, while the gold loan segment is gaining scale through branch expansion and improving productivity. Management also sees potential to leverage its expanding customer base for cross-selling opportunities over time, providing additional growth avenues.
- CIFC attributed the sequential increase in GNPA during 1QFY27 to normal seasonal trends, rather than any underlying portfolio stress. The company has not witnessed any adverse impact from monsoon conditions or external geopolitical conditions, and it remains positive on credit cost trends. However, given the macroeconomic uncertainties, management retained its FY27 credit cost guidance of ~1.5%, with scope for moderation in the coming quarters.
- CIFC is well positioned to sustain its growth trajectory, driven by a strong franchise, diversified product portfolio, and expanding customer reach. The company's focus on scaling newer growth engines such as gold loans, while deepening its presence across core segments, provides multiple avenues for sustained expansion. Healthy profitability, supported by operating leverage and benign credit trends, coupled with a strong capital position, should enable CIFC to capitalize on the favorable lending environment while maintaining a disciplined risk framework.
- We increase our FY27/FY28 estimates by 9%/4% to factor in lower credit costs and higher other income. The stock currently trades at ~3.9x FY27 P/B. We model a CAGR of ~20%/~21%/~27% in disbursement/AUM/PAT over FY26-28E. We estimate an RoA/RoE of ~2.7%/20% in FY28E. **We reiterate our BUY rating with a TP of INR2,140 (premised on 4x Mar'28E BVPS).**

AUM up ~22% YoY; new business lines contribute ~22% to the disbursement mix

- Business AUM grew 22% YoY to INR2.34t. Total disbursements grew ~22% YoY and declined ~10% QoQ to ~INR296b. The newer lines of business contributed ~22% to the disbursement mix (PQ: ~21% and PY: ~17%). VF disbursements grew ~21% YoY.

Abhijit Tibrewal - Research Analyst (Abhijit.Tibrewal@MotilalOswal.com) | **Nitin Aggarwal** (Nitin.Aggarwal@MotilalOswal.com)
Research Analyst: Raghav Khemani (Raghav.Khemani@MotilalOswal.com) | **Pranav Nawale** (Pranav.Nawale@MotilalOswal.com)

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- The company plans to open 360 gold loan branches during FY27 to support business expansion. We expect CIFC to deliver a disbursement/AUM CAGR of ~20%/~21% over FY26-28.

Seasonal deterioration in asset quality; 30+ dpd rises ~50bp QoQ

- GS3/NS3 increased 25bp/15bp QoQ to 3.3%/1.8%, while PCR on S3 declined ~1.6pp QoQ to ~45.7%. ECL/EAD increased ~5bp QoQ to 2.04% (PQ: ~1.97%).
- Stage 2 + Stage 3 [30+ dpd] increased ~50bp QoQ to ~6%. In 1QFY27, write-offs stood at ~INR5.9b, translating into ~1.2% of TTM AUM (PY: ~1.3% and PQ: ~1.5%). Net slippages increased to ~INR13.9b, amounting to 2.6% (PY: ~3% and PQ: 0.9%).
- The ~INR2b management overlay remains intact and will be reviewed at the end of FY27. We estimate CIFC's credit costs (as a % of average assets) at ~1.4% in FY27/FY28.

NIM to expand due to improvement bias on yields and stable CoF

- NIM (calc.) improved ~10bp QoQ to ~7.1%. Management expects the cost of funds to remain broadly stable in FY27, with any increase limited to ~5-10bp, as lower funding costs in 1HFY27 are expected to offset a potential increase in borrowing costs in 2HFY27. The company expects NIM improvement to be driven by a better funding mix, including continued access to bank funding, while maintaining discipline on lending yields.
- We model NIMs of 7.3%/7.1% for FY27E/ FY28E.

Key highlights from the management commentary

- Gold loan branches continue to scale well, with average branch AUM reaching INR120-150m, and management expects all new branches opened during the year to become profitable by next year. Gold loan yields are expected to remain in the 16-17% range.
- Of the ~INR20b compulsory convertible debentures (CCD) issuance, INR13.7b was converted into equity during FY26, followed by a further INR2b conversion in Jul'26. The remaining CCD of ~INR4.3b is scheduled for conversion into equity in Oct'26, which will further strengthen the company's capital base.

Valuation and View

- CIFC delivered a strong operating performance, supported by healthy disbursement momentum, ~22% YoY AUM growth, and steady margins. While asset quality witnessed some sequential deterioration, management attributed it to normal seasonal trends rather than any underlying portfolio stress and remains confident of asset quality improvement going forward.
- The stock currently trades at ~3.9x FY27 P/B. We model a CAGR of 20%/21%/ 27% in disbursement/AUM/PAT over FY26-28E. We estimate an RoA/RoE of ~2.7%/20% in FY28E. **We reiterate our BUY rating with a TP of INR2,140 (premised on 4x Mar'28E BVPS).**

Quarterly Performance (INR M)

Y/E March	FY26				FY27E				FY26	FY27E	1QFY27E	v/s Est.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Interest Income	66,501	68,942	72,238	76,046	80,399	83,696	87,713	92,617	2,83,726	3,44,424	79,544	1
Interest Expenses	34,663	35,155	36,430	37,494	40,031	41,713	43,340	45,390	1,43,742	1,70,474	39,556	1
Net Interest Income	**31,838**	**33,787**	**35,808**	**38,551**	**40,368**	**41,983**	**44,373**	**47,226**	**1,39,984**	**1,73,951**	**39,987**	1
YoY Growth (%)	23.70	24.5	24.0	26.2	26.79	24.3	23.9	22.5	24.6	24.3	25.6	
Other Income	6,807	6,959	7,616	9,340	8,930	9,477	10,290	11,214	30,722	39,912	7,671	16
Total Income	**38,645**	**40,746**	**43,423**	**47,892**	**49,298**	**51,460**	**54,664**	**58,441**	**1,70,706**	**2,13,863**	**47,658**	3
YoY Growth (%)	27.4	25.9	22.6	27.4	27.6	26.3	25.9	22.0	25.8	25.3	23.3	
Operating Expenses	14,528	16,169	16,991	18,054	17,875	19,564	20,475	22,270	65,742	80,184	18,160	-2
Operating Profit	**24,117**	**24,578**	**26,432**	**29,838**	**31,423**	**31,896**	**34,189**	**36,171**	**1,04,965**	**1,33,679**	**29,498**	7
YoY Growth (%)	30.4	27.9	24.2	28.0	30.3	29.8	29.3	21.2	27.5	27.4	22.3	
Provisions & Loan Losses	8,821	8,970	9,103	8,464	9,219	9,500	9,700	9,218	35,358	37,636	10,000	-8
Profit before Tax	**15,296**	**15,608**	**17,329**	**21,374**	**22,205**	**22,396**	**24,489**	**26,953**	**69,607**	**96,043**	**19,498**	14
Tax Provisions	3,937	4,054	4,452	4,967	5,669	5,711	6,171	6,748	17,411	24,299	4,972	14
Net Profit	**11,359**	**11,553**	**12,877**	**16,407**	**16,536**	**16,685**	**18,318**	**20,205**	**52,196**	**71,744**	**14,526**	14
YoY Growth (%)	20.6	20.0	18.5	29.5	45.6	44.4	42.3	23.1	22.6	37.5	27.9	
Key Parameters (Calc., %)												
Yield on loans	14.40	14.45	14.49	14.40	14.5	14.5	14.6	14.6	14.2	14.4		
Cost of funds	7.78	7.63	7.56	7.34	7.4	7.5	7.5	7.5	7.5	7.5		
Spread	6.6	6.8	6.9	7.1	7.1	7.1	7.1	7.1	6.8	6.9		
NIM	6.76	6.91	6.99	7.09	7.05	7.04	7.10	7.15	7.0	7.3		
C/I ratio	37.6	39.7	39.1	37.7	36.3	38.0	37.5	38.1	38.5	37.5		
Credit cost	1.87	1.83	1.78	1.56	1.61	1.59	1.55	1.40	1.7	1.5		
Tax rate	25.7	26.0	25.7	23.2	25.5	25.5	25.2	25.0	25.0	25.3		
Balance Sheet Parameters												
Disbursements (INR b)	**243**	**244**	**300**	**329**	**296**	**313**	**345**	**386**	**1,116**	**1,340**		
Growth (%)	0.0	0.5	16.1	24.6	21.7	28.0	15.0	17.3	10.7	20.0		
AUM (INR b)	**1,921**	**1,992**	**2,107**	**2,243**	**2,336**	**2,436**	**2,561**	**2,720**	**2,243**	**2,720**		
Growth (%)	23.6	21.0	20.7	21.4	21.6	22.3	21.6	21.3	21.4	21.3		
AUM mix (%)												
Vehicle finance	54.5	54.0	53.6	53.3	53.1	52.6	52.6	51.4	53.3	51.4		
Home Equity	22.9	23.2	23.3	23.3	23.2	24.1	24.3	24.2	23.3	24.2		
Home loans & Others	22.6	22.7	23.1	23.4	23.7	23.3	23.1	24.4	13.3	14.2		
Borrowings (INR b)	**1,813**	**1,875**	**1,978**	**2,109**	**2,202**	**2,266**	**2,357**	**2,462**	**2,109**	**2,462**		
Growth (%)	20.9	18.8	18.4	20.5	21.5	20.8	19.1	16.7	20.5	16.7		
Asset Quality Parameters												
GS 3 (INR B)	60.4	66.3	70.1	67.7	75.7				67.7	81.6		
GS 3 (%)	3.16	3.4	3.4	3.1	3.29				3.0	3.0		
NS 3 (INR B)	34.0	37.6	40.0	35.7	41.1				35.7	45.7		
NS 3 (%)	1.81	1.9	2.0	1.6	1.82				1.9	1.8		
PCR (%)	43.7	43.2	43.0	47.3	45.7				47.3	44.0		
Vehicle finance AUM mix (%)												
LCV	19.2	19.3	18.7	18.5	18.5				19.8	19.2		
Cars & MUV	24.5	24.8	25.3	25.5	26.1				23.1	23.7		
3W & SCV	3.5	3.5	3.5	3.4	3.4				3.6	3.6		
Used CV	27.6	27.6	27.2	27.0	26.4				27.6	27.6		
Tractor	5.3	5.1	5.0	4.7	4.5				6.2	6.0		
HCV	6.7	6.7	6.9	7.3	7.3				6.6	6.6		
CE	6.3	6.1	6.2	6.3	6.2				6.3	6.4		
Two wheeler	6.8	6.9	7.3	7.4	7.6				6.7	6.8		

E: MOFSL estimates

CONFERENCE CALL

Key highlights from the management commentary

Guidance

- Chola reiterated its FY27 loan growth guidance of ~22-23% and continues to witness healthy demand across all business segments, with July trends remaining encouraging. Management expects growth momentum to continue over the coming quarters, supported by healthy market conditions and incremental market share gains across vehicle finance and other businesses.
- Credit cost guidance for FY27 is unchanged at ~1.5%, with management expecting further improvement over time, supported by lower normalized credit losses across businesses.
- The company expects cost of funds in FY27 to remain broadly in line with FY26 as lower funding costs in 1HFY27 are likely to offset a potential increase in 2HFY27. At best, cost of funds could increase by ~5-10bp, while NIMs are likely to improve.
- Gold loan AUM is targeted to reach ~INR50b by end-FY27, supported by continued branch expansion and improving branch productivity.
- Management expects the current business upcycle to continue, although it remains watchful of global uncertainties such as geopolitical tensions and any tariff-related developments.

Business Updates

- Chola continued its strong growth trajectory in 1QFY27, with disbursements increasing 22% YoY to INR296b, reflecting healthy performance across all major businesses, robust customer demand and the strength of its distribution and operating model.
- Growth during the quarter was supported by healthy demand across key vehicle categories and continued deep market penetration.
- The MSME business remained resilient, benefiting from sustained customer acquisition and continued expansion into underpenetrated markets.
- The consumer business delivered robust growth driven by broad-based traction across product categories and healthy customer acquisition.
- Gold loans witnessed strong growth during the quarter, supported by increasing customer acceptance and continued network expansion.

Disbursement recognition

- Chola has aligned disbursement recognition for home loans, LAP, small business loans and used vehicle finance with cheque clearance rather than cheque issuance.
- This one-time accounting change resulted in relatively lower reported disbursements during the quarter, although on a like-for-like basis these businesses recorded over 20% growth.
- Management expects this timing impact to normalize from 2QFY27 onwards.
- The change aligns with regulatory guidance, as assets will now be recognized only after cheque realization, eliminating the period during which loans remained on the books without earning interest.

Asset Quality

- Chola attributed the sequential increase in GNPA, Stage 2 and Stage 3 assets primarily to the usual seasonal trend observed between the fourth and first quarters.
- Overall asset quality continued to improve on a YoY basis despite seasonal movements, with around ~94-96% of customers continuing to service their loans on time.
- Management remains confident of improving credit costs from current levels as there are no visible signs of deterioration across portfolios. The company has not observed any adverse impact from monsoon conditions or other external factors on asset quality and remains optimistic about portfolio performance through the coming quarters.
- The INR2b management overlay remains intact and will be reviewed at the end of the financial year.
- PCR moderated during the quarter primarily due to write-offs of fully provided accounts rather than any deterioration in portfolio quality.

Gold loan Business

- Chola plans to open 360 gold loan branches during FY27 to support business expansion.
- Gold loan branches continue to scale well, with average branch AUM reaching INR120-150m, and management expects all new branches opened during the year to become profitable by next year.
- Gold loan yields are expected to remain in the 16-17% range.
- Nearly 90% of gold loan customers acquired so far are new to the company, reflecting successful penetration into targeted micro-markets.
- While the current focus remains on acquiring customers in new markets, management sees a significant opportunity to leverage its existing customer base for cross-selling over time.
- The company offers both consumption and income-generation gold loans, with tenures ranging from 6-12 months for consumption loans and 6-9 months for income-generation loans.

Profitability

- Chola achieved its targeted 3.5% PBT RoA, supported by lower operating costs, a decline in funding costs and healthy income growth.
- Management continues to view 3.5% PBT RoA as a sustainable minimum benchmark while remaining conservatively positioned given potential macroeconomic uncertainties.
- Credit cost improvements could provide additional support to profitability going forward, with the company already achieving its FY27 credit cost guidance of 1.5% in 1QFY27.

Funding and Capital

- Banks continue to remain the most competitive source of funding, particularly through priority sector lending, although market borrowings have witnessed a modest increase in funding costs.

- Management highlighted that fixed-rate bond borrowings provide better visibility compared to MCLR-linked borrowings, where future funding costs remain uncertain.
- Of the INR20b CCD issuance, INR13.7b was converted into equity during FY26, followed by a further INR2b conversion in Jul’26. The remaining INR4.3b is scheduled for conversion in Oct’26, which will further strengthen the company's capital base.

Collections and Digital Initiatives

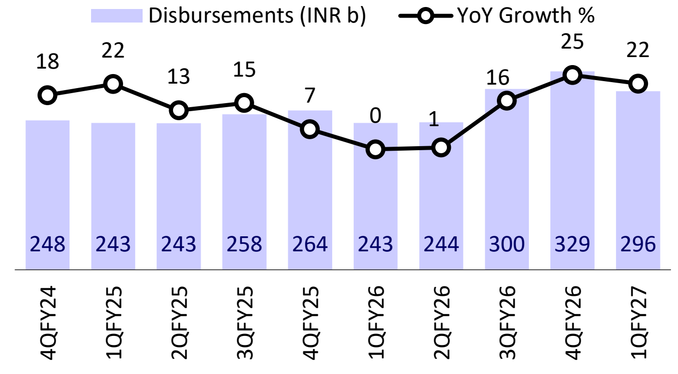
- The company employs nearly 30,000 collection personnel across businesses, with collection strategies tailored to each product segment.
- Around 50% of collections are now completed through digital channels, supporting operational efficiency and collection effectiveness.

Other Highlights

- The home loan business is gradually moving towards higher ticket-size loans.
- Management has not observed any meaningful impact from the monsoon or geopolitical developments on business performance so far and expects a healthy operating environment through the remainder of the year, subject to evolving macroeconomic conditions.

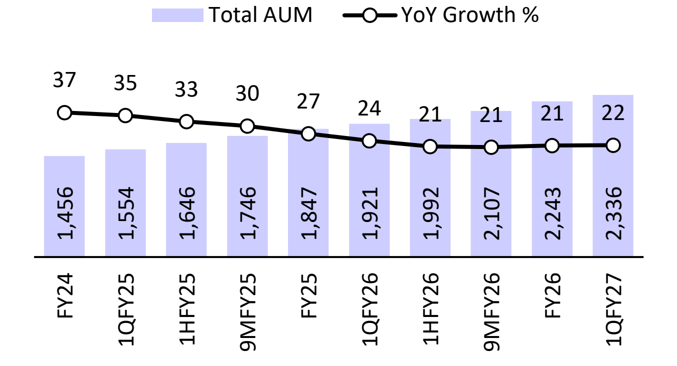
Key exhibits

Exhibit 1: Disbursements grew 22% YoY



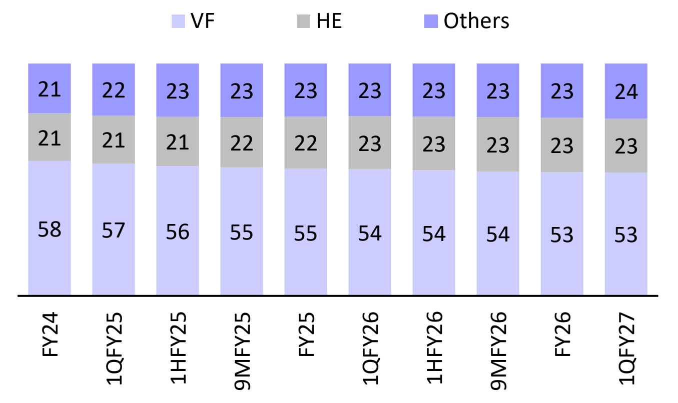
Source: MOFSL, Company

Exhibit 2: AUM grew 22% YoY



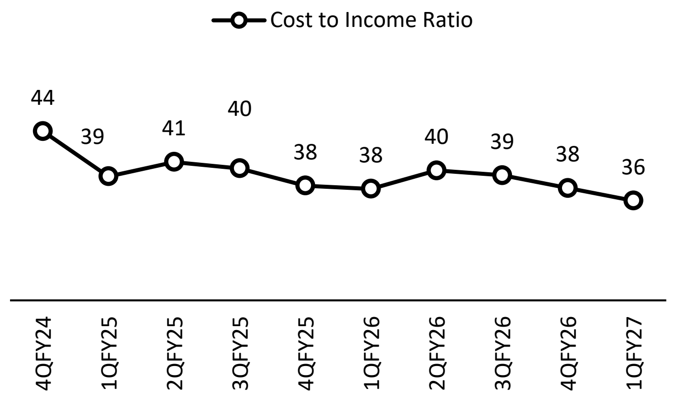
Source: MOFSL, Company

Exhibit 3: Other segments' share improved marginally



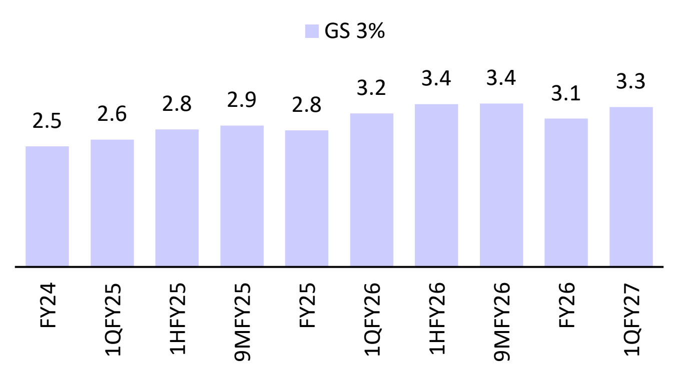
Source: MOFSL, Company

Exhibit 4: C/I ratio declined ~140bp QoQ to 36%



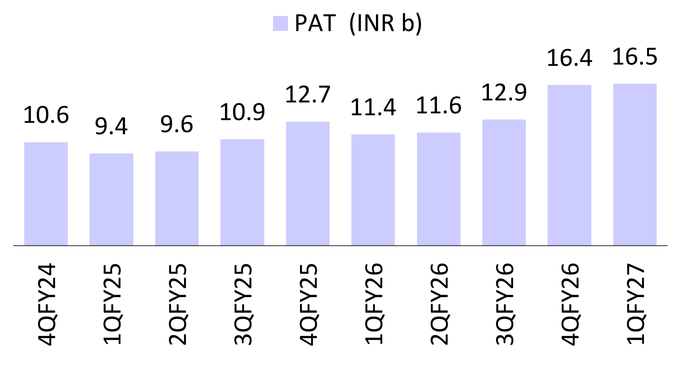
Source: MOFSL, Company

Exhibit 5: GS3 increased ~20bp QoQ to 3.3%



Source: MOFSL, Company,

Exhibit 6: PAT grew 46% YoY to INR16.5b



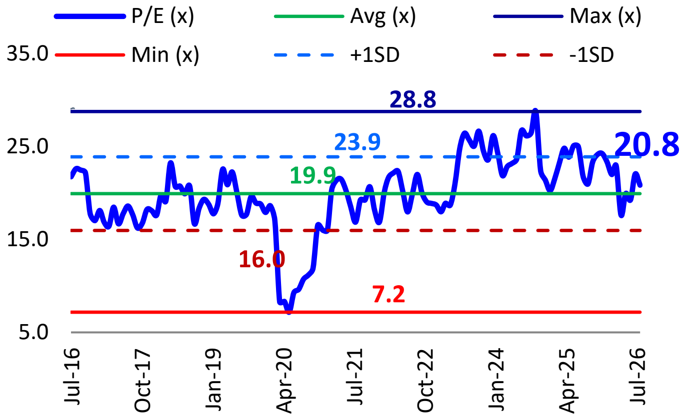
Source: MOFSL, Company

Exhibit 7: We increase our FY27/FY28 EPS estimates by ~9%/~4% to factor in lower credit costs and higher other income

INR B	Old Est.		New Est.		% change	
	FY27	FY28	FY27	FY28	FY27	FY28
NII (incl. assignments)	175.8	208.1	179.3	210.5	2.0	1.1
Other Income	32.8	40.5	34.6	41.9	5.3	3.5
Total Income	**208.6**	**248.7**	**213.9**	**252.4**	**2.5**	**1.5**
Operating Expenses	80.2	94.8	80.2	94.8	0.0	0.0
Operating Profits	**128.4**	**153.9**	**133.7**	**157.6**	**4.1**	**2.4**
Provisions	40.3	45.1	37.6	45.1	-6.7	-0.1
PBT	**88.1**	**108.8**	**96.0**	**112.5**	**9.0**	**3.5**
Tax	22.3	27.5	24.3	28.5	9.0	3.5
PAT	**65.8**	**81.2**	**71.7**	**84.1**	**9.0**	**3.5**
AUM	2,726	0	2,720	0	-0.2	-1.0
Loans	2,617	3,141	2,611	3,130	-0.2	-0.3
Borrowings	2,453	2,963	2,462	2,933	0.4	-1.0
NIM	7.1	7.0	7.3	7.1		
Credit Cost	1.6	0.0	1.5	0.0		
RoA on AUM	2.5	2.6	2.7	2.7		
RoE	**19.4**	**19.6**	**21.0**	**20.0**		

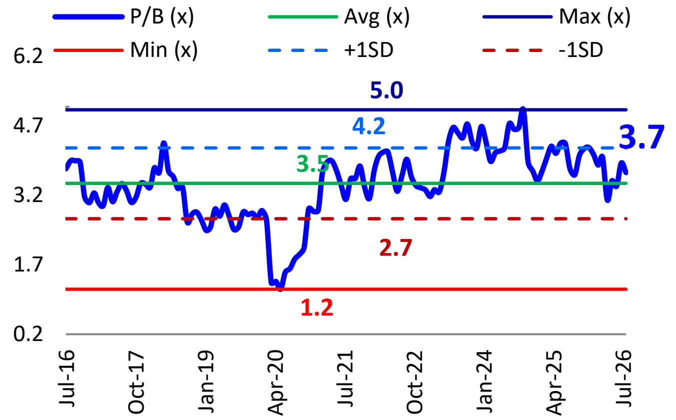
Source: MOFSL, Company

Exhibit 8: One-year forward P/E



Source: Company, MOFSL

Exhibit 9: One-year forward P/B



Source: Company, MOFSL

Financials and valuations

Income Statement (INR M)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Interest Income	78,417	88,772	93,251	1,18,084	1,75,637	2,37,200	2,83,726	3,44,424	4,08,238
Interest Expenses	45,922	45,759	42,988	57,488	92,306	1,24,849	1,43,742	1,70,474	2,03,639
Net Interest Income	**32,495**	**43,013**	**50,263**	**60,596**	**83,331**	**1,12,351**	**1,39,984**	**1,73,951**	**2,04,598**
Change (%)	11.8	32.4	16.9	20.6	37.5	34.8	24.6	24.3	17.6
Income from assignments	2,473	0	0	0	0	1,590	4,391	5,357	5,893
Other Operating Income	5,637	6,388	7,232	9,487	12,815	18,666	21,700	28,998	35,544
Other Income	3	596	905	2,209	3,711	3,092	4,631	5,557	6,391
Total Income	**40,607**	**49,997**	**58,400**	**72,292**	**99,857**	**1,35,699**	**1,70,706**	**2,13,863**	**2,52,426**
Change (%)	19.3	23.1	16.8	23.8	38.1	35.9	25.8	25.3	18.0
Total Operating Expenses	**15,776**	**16,394**	**20,687**	**27,799**	**40,818**	**53,388**	**65,742**	**80,184**	**94,807**
Change (%)	24.3	3.9	26.2	34.4	46.8	30.8	23.1	22.0	18.2
Employee Expenses	6,550	7,494	8,945	12,657	23,306	32,805	41,528	51,910	62,292
Business Origination Expenses	2,398	2,242	2,259	2,744	0	0	0	0	0
Other Operating Expenses	6,828	6,659	9,483	12,398	17,512	20,583	24,214	28,274	32,515
Operating Profit	**24,831**	**33,603**	**37,712**	**44,494**	**59,039**	**82,311**	**1,04,965**	**1,33,679**	**1,57,620**
Change (%)	16.3	35.3	12.2	18.0	32.7	39.4	27.5	27.4	17.9
Total Provisions	**8,973**	**13,218**	**8,803**	**8,497**	**13,218**	**24,943**	**35,358**	**37,636**	**45,080**
% of Operating Profit	36.1	39.3	23.3	19.1	22.4	30.3	33.7	28.2	28.6
PBT	**15,857**	**20,384**	**28,909**	**35,997**	**45,821**	**57,369**	**69,607**	**96,043**	**1,12,539**
Tax Provisions	5,334	5,235	7,442	9,335	11,593	14,783	17,411	24,299	28,472
Tax Rate (%)	33.6	25.7	25.7	25.9	25.3	25.8	25.0	25.3	25.3
Extraordinary Items	0	0	0	0	0	0	0	0	0
PAT	**10,524**	**15,149**	**21,467**	**26,662**	**34,228**	**42,585**	**52,196**	**71,744**	**84,067**
Change (%)	-11.3	44.0	41.7	24.2	28.4	24.4	22.6	37.5	17.2
Proposed Dividend	1,662	1,640	1,641	1,645	1,681	1,683	1,705	1,885	2,057

Balance Sheet (INR M)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Share Capital	1,640	1,640	1,643	1,645	1,681	1,683	1,705	1,714	1,714
Equity Share Capital	1,640	1,640	1,643	1,645	1,681	1,683	1,705	1,714	1,714
Preference Share Capital	0	0	0	0	0	0	0	0	0
Reserves & Surplus	80,079	93,962	1,15,434	1,41,316	1,93,885	2,34,592	3,02,335	3,78,485	4,60,495
Net Worth for Equity Shareholders	**81,718**	**95,602**	**1,17,077**	**1,42,961**	**1,95,565**	**2,36,274**	**3,04,040**	**3,80,199**	**4,62,209**
Borrowings	**5,50,054**	**6,37,300**	**6,91,735**	**9,73,561**	**13,44,736**	**17,49,461**	**21,08,666**	**24,61,680**	**29,32,742**
Change (%)	8.8	15.9	8.5	40.7	38.1	30.1	20.5	16.7	19.1
Total Liabilities	**6,39,930**	**7,45,484**	**8,23,634**	**11,35,155**	**15,64,508**	**20,16,476**	**24,50,699**	**28,85,571**	**34,45,196**
Investments	729	16,188	20,762	36,280	41,002	63,904	66,381	71,389	79,184
Change (%)	0.0	2,120.0	28.3	74.7	13.0	55.9	3.9	7.5	10.9
Loans	**5,54,027**	**6,58,393**	**7,41,492**	**10,47,483**	**14,44,243**	**18,19,299**	**21,75,712**	**26,11,285**	**31,30,455**
Change (%)	5.3	18.8	12.6	41.3	37.9	26.0	19.6	20.0	19.9
Net Fixed Assets	2,839	2,294	2,685	4,233	16,067	17,827	18,953	22,744	26,155
Total Assets	**6,39,930**	**7,45,484**	**8,23,634**	**11,35,155**	**15,64,508**	**20,16,476**	**24,50,699**	**28,85,571**	**34,45,196**

E: MOFSL Estimates

Financials and valuations

Ratios									(%)
Y/E March	**FY20**	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**
Spreads Analysis (%)									
Avg. Yield on Loans	14.5	14.6	13.3	13.2	14.1	14.5	14.2	14.4	14.2
Avg Cost of Funds	8.7	7.7	6.5	6.9	8.0	8.1	7.5	7.5	7.6
Spread of loans	5.8	6.9	6.9	6.3	6.1	6.5	6.8	6.9	6.7
NIM (on loans)	6.5	7.7	7.5	7.1	6.7	6.89	7.01	7.27	7.1
Profitability Ratios (%)									
RoE	14.7	17.1	20.2	20.5	20.2	19.7	19.3	21.0	20.0
RoA	1.7	2.2	2.7	2.7	2.5	2.4	2.3	2.7	2.7
Int. Expended / Int.Earned	58.6	51.5	46.1	48.7	52.6	52.6	50.7	49.5	49.9
Other Inc. / Net Income	13.9	14.0	13.9	16.2	16.5	16.0	15.4	16.2	16.6
Efficiency Ratios (%)									
Op. Exps. / Net Income	38.9	32.8	35.4	38.5	40.9	39.3	38.5	37.5	37.6
Empl. Cost/Op. Exps.	41.5	45.7	43.2	45.5	57.1	61.4	63.2	64.7	65.7
Asset-Liability Profile (%)									
Loans/Borrowings Ratio	101	103	107	108	107	104	103	106	107
Net NPAs to Net Adv.	2.2	2.2	2.6	1.6	1.3	1.5	1.9	1.8	1.7
Assets/Equity	7.8	7.8	7.0	7.9	8.0	8.5	8.1	7.6	7.5
Average leverage	8.5	7.8	7.4	7.5	8.0	8.3	8.3	7.8	7.5

Valuations	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Book Value (INR)	100	117	143	174	233	281	357	444	539
BV Growth (%)	26.9	17.0	22.2	22.0	33.9	20.7	27.0	24.4	21.6
Price-BV (x)	**17.6**	**15.0**	**12.3**	**10.1**	**7.5**	**6.2**	**4.9**	**3.9**	**3.2**
EPS (INR)	13	18	26	32	41	51	61	84	98
EPS Growth (%)	-15.4	44.0	41.4	24.0	25.6	24.3	21.0	36.7	17.2
Price-Earnings (x)	**136.5**	**94.8**	**67.0**	**54.0**	**43.0**	**34.6**	**28.6**	**20.9**	**17.9**
Dividend per share	1.7	2.0	2.0	2.0	2.0	2.0	2.0	2.2	2.4
Dividend Yield (%)	**0.1**	**0.1**	**0.1**	**0.1**	**0.1**	**0.1**	**0.1**	**0.1**	**0.1**

E: MOFSL Estimates

AUM Mix (%)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
AUM	**6,05,490**	**6,99,960**	**7,69,070**	**10,64,980**	**14,55,720**	**18,47,460**	**22,43,340**	**27,20,089**	**32,95,216**
Change (%)	11.6	15.6	9.9	38.5	36.7	26.9	21.4	21.3	21.1
On Books AUM	**5,51,350**	**6,58,380**	**7,41,420**	**10,47,360**	**14,43,510**	**18,19,290**	**21,76,060**	**26,11,285**	**31,30,455**
Change (%)	4.8	19.4	12.6	41.3	37.8	26.0	19.6	20.0	19.9
% of AUM	91.1	94.1	96.4	98.3	99.2	98.5	97.0	96.0	95.0
Off Books AUM	**54,140**	**41,580**	**27,650**	**17,620**	**12,210**	**28,170**	**67,280**	**1,08,804**	**1,64,761**
Change (%)	223.8	-23.2	-33.5	-36.3	-30.7	130.7	138.8	61.7	51.4
% of AUM	8.9	5.9	3.6	1.7	0.8	1.5	3.0	4.0	5.0

E: MOFSL Estimates

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Nainesh Rajani
Email: nainesh.rajani@motilaloswal.com
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Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@motilaloswal.com

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