

Poonawalla continues to deliver strong growth, with AUM rising to ~Rs603bn (~69% YoY), backed by strong disbursement momentum—new businesses contributed ~24% in disbursements. Profitability improved meaningfully, with PAT at ~Rs2.55bn (up ~70% QoQ), while RoA expanded to ~1.81% (vs ~0.78% YoY), driven by margin expansion, operating leverage, and stable albeit sticky credit cost. Asset quality improved, with GNPA at ~1.44% and improvement in early indicators, including lower 6MoB delinquency (~1.05%) and ~50% reduction in the 12M 90+ delinquency. However, credit cost at ~2.5% of AUM stays strong, mainly due to higher write-offs (Exhibit 6). Opex/AUM fell to ~4.13% (by ~28bps QoQ), showing early signs of scalability despite continued investments. The management reiterated focus on calibrated growth with portfolio quality and long-term RoA the key priorities, aided by improving pricing power and strong liability profile. Poonawalla remains well capitalized (CAR: ~16.83%; ~20.74% post money), providing sufficient headroom to sustain ~35-40% growth; we build in another fund raise of Rs30bn in FY28E to support the momentum. We retain REDUCE on the stock while raising Mar-27E TP by ~9% to Rs360 (from Rs330), implying 1.6x FY28E P/B (assume another Rs30bn equity raise in FY28E at Rs450/sh) as RoE stays subpar vs peers.

Strong growth and improving profitability, but credit costs stay high

Q4 PAT stood at ~Rs2.55bn (up ~70% QoQ), with better RoA at ~1.81% (vs ~1.2% in Q3, ~0.78% YoY), on margin expansion (NIM: ~9.05%), lower credit cost (~2.51% vs ~2.62% QoQ), operating leverage (Opex/AUM: ~4.13%, ~28bps lower QoQ). AUM was ~Rs603bn, growing ~69% YoY, backed by strong disbursement momentum, with new business disbursements at 24%. Asset quality enhanced, with GNPA/NNPA at ~1.44%/~0.74%; early indicators strengthened, including 6MoB 30+ delinquency falling to ~1.05% (vs ~1.34% QoQ) and ~50% drop in the 12M 90+ delinquency for recent cohorts. Collection efficiency improved, with ~2x YoY improvement in bucket flow + higher Stage1 assets (~97.5%), indicating better portfolio quality and underwriting.

Maintains growth and profitability outlook

The mgmt reiterated AUM growth guidance of ~35-40%, on continued traction in new businesses (now ~24% of disbursements), expanding distribution (ongoing branch scale-up), and increasing digital penetration. Focus remains on improving profitability, with RoA expected to improve from current levels (~1.8%), driven by margin expansion (higher disbursement yields), operating leverage (declining Opex/AUM), and stable-to-higher credit costs supported by portfolio mix and improving early indicators. Poonawalla highlighted continued strengthening of its liability profile, with a diversified borrowing mix and stable CoFs (~7.6%) supporting margins. Capital position remains strong (CAR: ~16.8%; ~20.7% after the recent raise), offering adequate headroom for growth, though we factor in an added capital raise of Rs30bn in FY28E to support growth and maintain sufficient capital buffers.

We tweak estimates; reiterate REDUCE while raising our TP to Rs360

Factoring in the Q4 show, we tweak our FY27-28 estimates; this leads to EPS expanding 16%/4% in FY27E/28E (Exhibit 2). We retain REDUCE; raise Mar-27E TP by 9% to Rs360, implying 1.6x FY28E P/B, assuming added equity raise of Rs30bn in FY28 at Rs450/sh.

Poonawalla Fincorp: Financial Snapshot (Standalone)

Y/E 2026 (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
Net profits	(984)	5,419	11,597	20,045	29,117
AUM growth (%)	42.5	69.4	45.0	40.0	35.0
NII growth (%)	21.1	43.0	56.4	44.3	36.3
NIMs (%)	7.8	7.0	7.1	7.3	7.2
PPOP growth (%)	2.0	36.4	64.8	53.8	40.7
Adj. EPS (Rs)	(1.3)	6.7	13.2	21.2	30.8
Adj. EPS growth (%)	0	0	97.6	60.6	45.3
Adj. BV (INR)	105.1	127.1	157.1	227.5	253.7
Adj. BVPS growth (%)	(0.2)	21.0	23.6	44.8	11.5
RoA (%)	(0.3)	1.1	1.6	1.9	2.0
RoE (%)	(1.2)	5.9	9.6	11.4	12.8
P/E (x)	(345.0)	65.6	33.2	20.7	14.2
P/ABV (x)	4.2	3.5	2.8	1.9	1.7

Source: Company, Emkay Research

Target Price – 12M	Mar-27
Change in TP (%)	9.1
Current Reco.	REDUCE
Previous Reco.	REDUCE
Upside/(Downside) (%)	(18.0)

Stock Data	POONAWAL IN
52-week High (Rs)	570
52-week Low (Rs)	361
Shares outstanding (mn)	880.2
Market-cap (Rs bn)	386
Market-cap (USD mn)	4,055
Net-debt, FY27E (Rs mn)	NA
ADTV-3M (mn shares)	1.7
ADTV-3M (Rs mn)	928.5
ADTV-3M (USD mn)	9.7
Free float (%)	37.4
Nifty-50	24,032.8
INR/USD	95.3

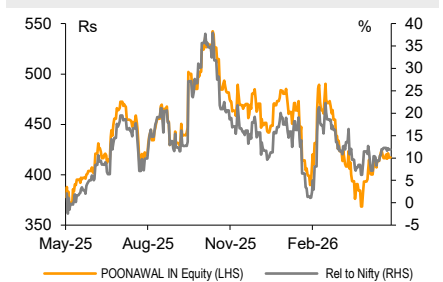
Shareholding, Mar-26

Promoters (%)	63.9
FPIs/MFs (%)	10.2/12.1

Price Performance

(%)	1M	3M	12M
Absolute	11.6	7.1	13.2
Rel. to Nifty	5.5	14.2	15.2

1-Year share price trend (Rs)



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Exhibit 1: Actual vs Estimates – Q4FY26 results

Poonawalla Fincorp - Q4FY26 Result (Rs mn)	4QY25	1QFY26	2QFY26	3QFY26	4QFY26	QoQ	YoY	Q4FY26E (Emkay)	Variance
NII	6,101	6,393	7,644	9,209	10,495	14.0%	72.0%	9,966	5.3%
Total income	7,162	7,679	9,050	10,798	12,763	18.2%	78.2%	12,143	5.1%
Opex	3,834	4,434	5,184	5,520	5,816	5.4%	51.7%	6,209	-6.3%
PPOP	3,328	3,245	3,866	5,278	6,947	31.6%	108.7%	5,934	17.1%
Provision	2,526	2,411	2,877	3,275	3,536	8.0%	40.0%	3,371	4.9%
PBT	802	834	989	2,002	3,411	70.4%	325.2%	2,564	33.1%
PAT	623	626	742	1,503	2,548	69.6%	308.8%	1,921	32.6%
AUM	356,310	412,730	477,010	550,170	603,480	9.7%	69.4%	605,727	-0.4%
Disbursement	93,780	106,510	122,941	130,932	-	-100.0%	-100.0%		
Credit cost	3.03%	2.51%	2.59%	2.55%	2.45%	-10bps	-58bps	2.33%	12bps
GS3	1.84%	1.84%	1.59%	1.51%	1.44%	-7bps	-40bps	1.5%	-6bps
NS3	0.85%	0.85%	0.81%	0.80%	0.74%	-6bps	-11bps	0.8%	-6bps
PCR	54%	54%	50%	48%	49%	125bps	-547bps	48%	100bps

Source: Company, Emkay Research

Exhibit 2: Change in estimates

Y/e Mar (Rs mn)	FY27E			FY28E			FY29E		
	Earlier	Revised	Change	Earlier	Revised	Change	Earlier	Revised	Change
AUM	878,304	875,046	-0.4%	1,229,626	1,225,064	-0.4%	NA	1,653,837	NA
Net Interest Income	53,176	52,785	-0.7%	77,202	76,183	-1.3%	NA	103,854	NA
Operating expenses	30,736	29,237	-4.9%	39,616	39,202	-1.0%	NA	51,617	NA
PPOP	29,674	31,856	7.4%	47,794	48,985	2.5%	NA	68,930	NA
Credit cost	15,650	16,394	4.8%	22,506	22,258	-1.1%	NA	30,107	NA
PAT	10,518	11,597	10.3%	18,966	20,045	5.7%	NA	29,117	NA
Adj PAT	10,518	11,597	10.3%	18,966	20,045	5.7%	NA	29,117	NA
Adj EPS (Rs)	11.3	13.2	16.7%	20.4	21.2	3.9%	NA	30.8	NA
Networth	164,249	137,837	-16.1%	180,370	214,742	19.1%	NA	239,492	NA
BVPS (Rs)	176.9	157.1	-11.2%	194.3	227.5	17.1%	NA	253.7	NA
AUM growth	45.0%	45.0%	0bps	40.0%	40.0%	0bps	NA	35.0%	NA
NIM	7.2%	7.1%	-3bps	7.3%	7.3%	-7bps	NA	7.2%	NA
NIM+Fees	8.1%	8.3%	12bps	8.3%	8.4%	10bps	NA	8.4%	NA
Opex-to-AUM	4.1%	4.0%	-19bps	3.8%	3.7%	-3bps	NA	3.6%	NA
Cost-to-Income	50.9%	47.9%	-302bps	45.3%	44.5%	-87bps	NA	42.8%	NA
Credit Cost	2.1%	2.2%	11bps	2.1%	2.1%	-2bps	NA	2.1%	NA
ROA	1.4%	1.6%	18bps	1.9%	1.9%	2bps	NA	2.0%	NA
ROE	6.6%	9.6%	305bps	11.0%	11.4%	36bps	NA	12.8%	NA

Source: Company, Emkay Research

Exhibit 3: Valuation matrix

	CMP/TP (Rs)	Upside	Mkt Cap (Rs bn)	P/BV (x)			P/E (x)			RoA (%)			RoE (%)			Book Value (Rs/sh)			Adj EPS (Rs)		
				FY27E	FY28E	FY29E	FY27E	FY28E	FY29E	FY27E	FY28E	FY29E	FY27E	FY28E	FY29E	FY27E	FY28E	FY29E	FY27E	FY28E	FY29E
At current market price	439	-18.0%	386	2.8	1.9	1.7	33.2	20.7	14.2	1.6	1.9	2.0	9.6	11.4	12.8	157	227	254	13.2	21.2	30.8
At target price	360			2.3	1.6	1.4	27.2	17.0	11.7	1.6	1.9	2.0	9.6	11.4	12.8	157	227	254	13.2	21.2	30.8

Source: Company, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarqueresolutions.com)

Exhibit 4: Quarterly earnings snapshot

Particulars (Rs mn)	4QY25	1QFY26	2QFY26	3QFY26	4QFY26	QoQ chg	YoY chg
Interest Income	10,685	11,853	14,022	16,597	18,936	14.1%	77.2%
Interest Expenses	4,584	5,461	6,378	7,387	8,441	14.3%	84.1%
NII	6,101	6,393	7,644	9,209	10,495	14.0%	72.0%
Other Income	1,062	1,287	1,405	1,589	2,268	42.8%	113.7%
Net Operating Income	7,162	7,679	9,050	10,798	12,763	18.2%	78.2%
Operating Expenses	3,834	4,434	5,184	5,520	5,816	5.4%	51.7%
PPOP	3,328	3,245	3,866	5,278	6,947	31.6%	108.7%
Provisions	2,526	2,411	2,877	3,275	3,536	8.0%	40.0%
Credit costs	3.03%	2.51%	2.59%	2.55%	2.45%	-10bps	-58bps
Extraordinary items	-	-	-	-	-		
Profit Before Tax	802	834	989	2,002	3,411	70.4%	325.2%
Tax	179	208	247	500	863	72.6%	382.3%
Tax rate	22.3%	25.0%	25.0%	25.0%	25.3%		
PAT	623	626	742	1,503	2,548	69.6%	308.8%
Adj PAT	623	626	742	1,503	2,548	69.6%	308.8%
GS3	1.84%	1.84%	1.59%	1.51%	1.44%	-7bps	-40bps
NS3	0.85%	0.85%	0.81%	0.80%	0.74%	-6bps	-11bps
PCR	54.5%	53.9%	49.7%	47.8%	49.0%	125bps	-547bps
AUM	356,310	412,730	477,010	550,170	603,480	9.7%	69.4%
Networth	81,240	82,130	98,220	99,960	103,482	3.5%	27.4%

Source: Company, Emkay Research

Exhibit 5: AUM trend

	4QFY24	1QFY25	2QFY25	3QFY25	4QY25	1QFY26	2QFY26	3QFY26	4QFY26
AUM (Rs bn)	250	270	284	310	356	413	477	550	603
Growth QoQ	13.9%	7.9%	5.3%	9.1%	15.0%	15.8%	15.6%	15.3%	9.7%
Growth YoY	54.9%	51.7%	40.5%	41.2%	42.5%	53.0%	68.0%	77.6%	69.4%

Source: Company, Emkay Research

Exhibit 6: Provision break-up

(Rs mn)	4QFY24	1QFY25	2QFY25	3QFY25	4QY25	1QFY26	2QFY26	3QFY26	4QFY26
Total Provision	239	445	9,144	3,479	2,526	2,411	2,877	3,275	3,536
Incremental Provision	-2,704	-3,416	7,370	-3,000	-1,710	-480	-960	80	185
Write-off	2,944	3,860	1,774	6,479	4,236	2,891	3,837	4,011	4,428
Annualized write-off as a % of Opening AUM		6.2%	2.6%	9.1%	5.5%	3.2%	3.7%	3.4%	3.2%

Source: Company, Emkay Research

Exhibit 7: PCR movement across stages

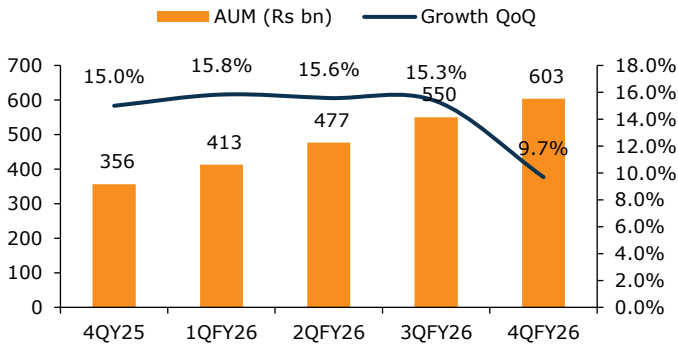
	4QFY24	1QFY25	2QFY25	3QFY25	4QY25	1QFY26	2QFY26	3QFY26	4QFY26
Stage 1	3.56%	2.13%	2.87%	2.17%	1.41%	1.03%	0.76%	0.64%	0.61%
Stage 2	19.3%	14.4%	34.3%	30.4%	27.3%	23.7%	23.6%	22.9%	19.0%
Stage 3	49.4%	52.5%	84.5%	56.8%	54.5%	53.9%	49.7%	47.8%	49.0%

Source: Company, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarqueresolutions)

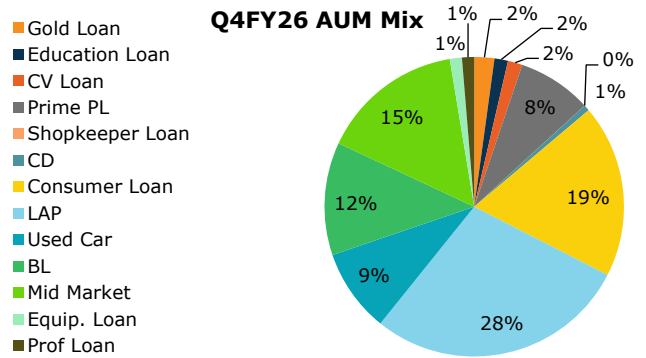
Result in charts

Exhibit 8: Strong AUM growth led by robust disbursement



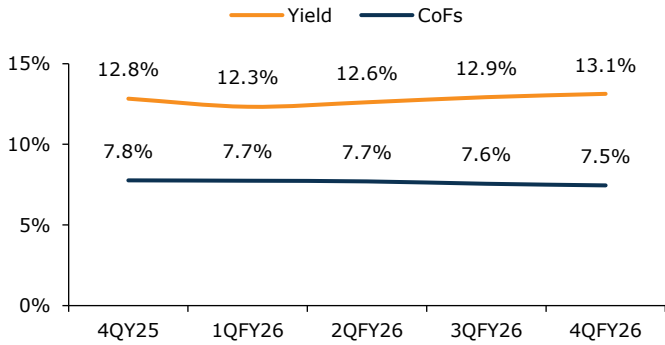
Source: Company, Emkay Research

Exhibit 9: New product disbursement now contributes 24% to the overall disbursement



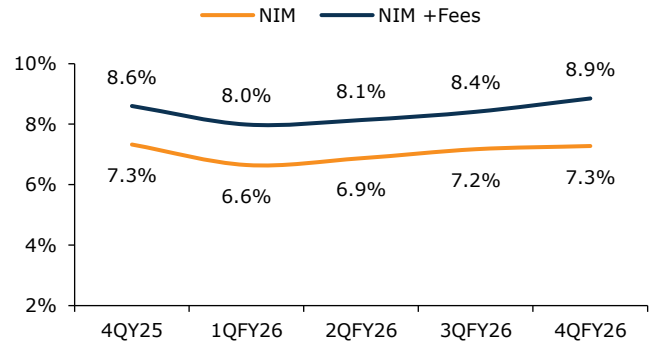
Source: Company, Emkay Research

Exhibit 10: Yield improves as asset mix changes



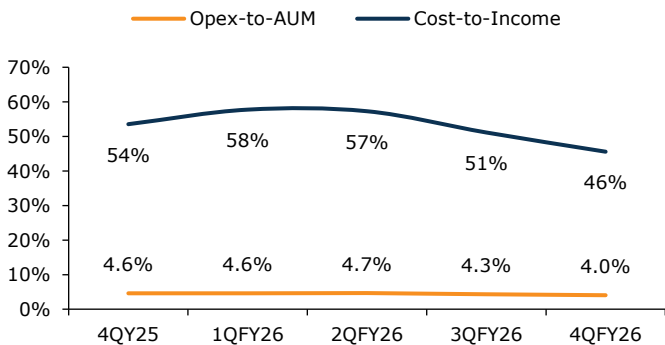
Source: Company, Emkay Research

Exhibit 11: Margins to improve as share of new products increases and CoFs moderate



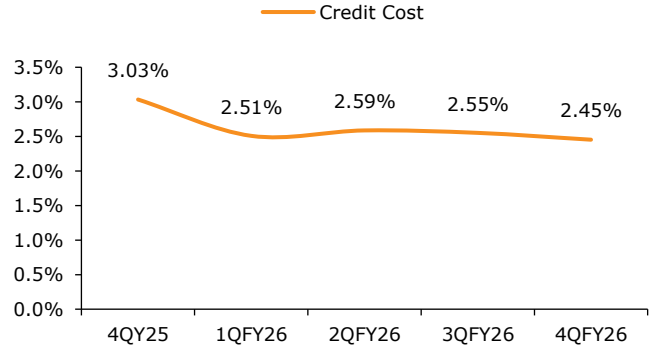
Source: Company, Emkay Research

Exhibit 12: Investment in tech starts yielding returns



Source: Company, Emkay Research

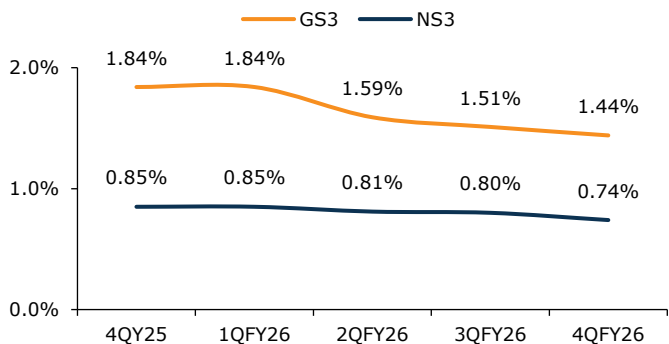
Exhibit 13: Credit cost moderates marginally



Source: Company, Emkay Research

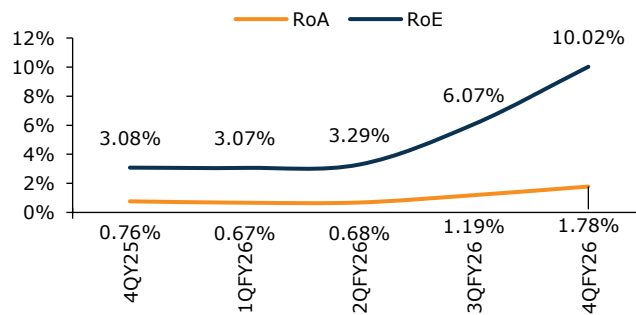
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Exhibit 14: Stable asset quality



Source: Company, Emkay Research

Exhibit 15: Profitability improves sequentially

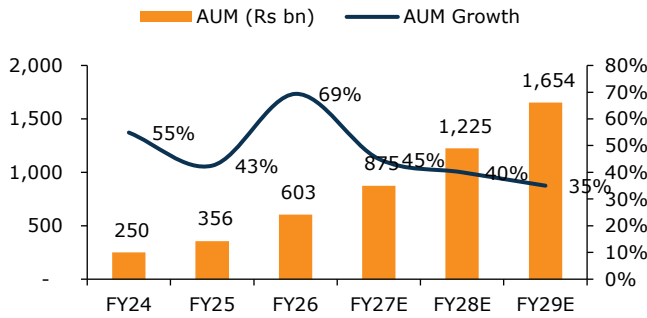


Source: Company, Emkay Research

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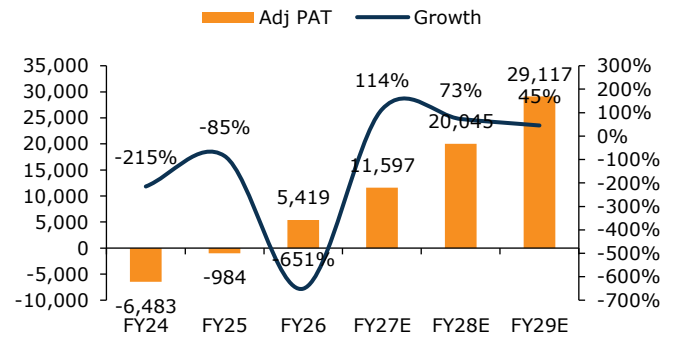
Story in charts

Exhibit 16: Strong growth momentum to continue over the medium term



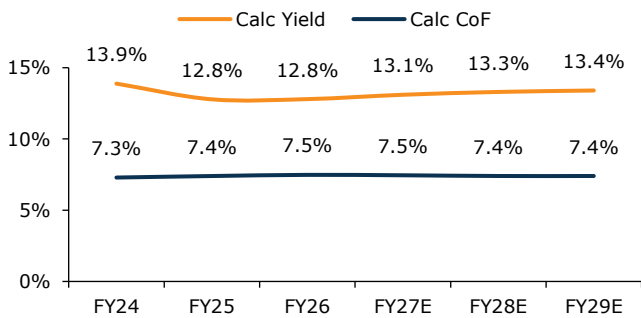
Source: Company, Emkay Research

Exhibit 17: PAT CAGR of 75% over FY26-29E



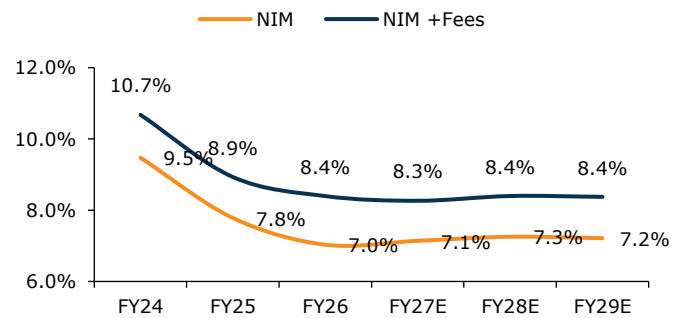
Source: Company, Emkay Research

Exhibit 18: Yield and CoFs to improve, as asset mix changes



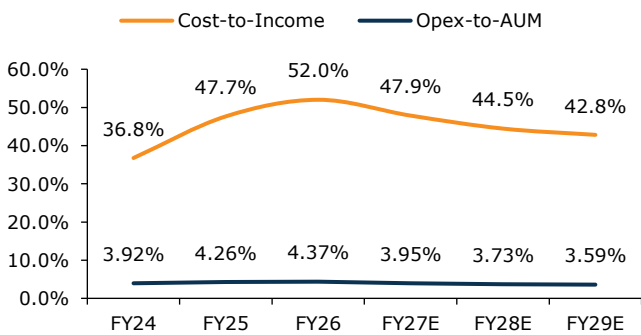
Source: Company, Emkay Research

Exhibit 19: Margins to improve on the back of increasing share of new high-yield products



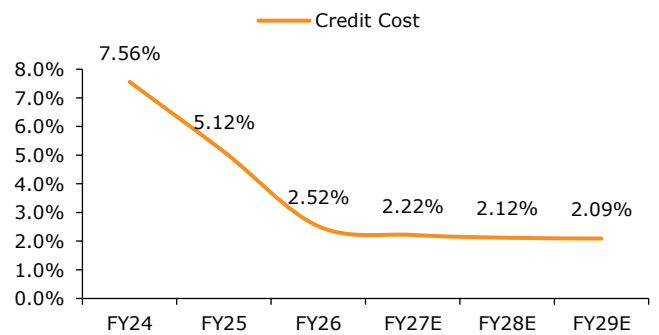
Source: Company, Emkay Research

Exhibit 20: Opex to moderate as efficiency improves



Source: Company, Emkay Research

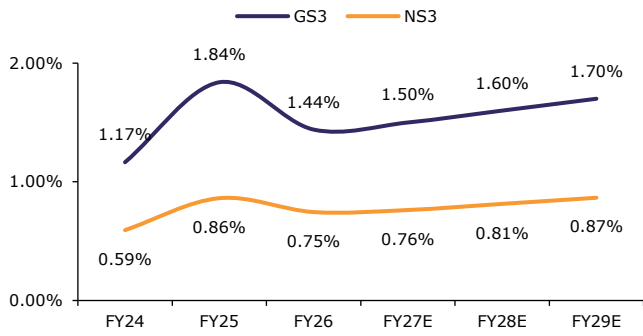
Exhibit 21: Credit cost to be range bound



Source: Company, Emkay Research

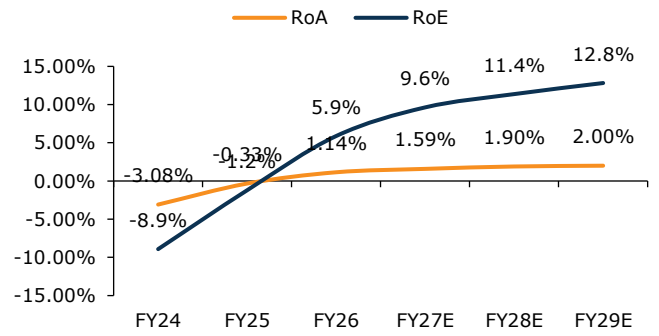
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Exhibit 22: Asset quality to be stable



Source: Company, Emkay Research

Exhibit 23: RoA/RoE expansion led by improving operating metrics



Source: Company, Emkay Research

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Earnings Call Highlights

- The management stated that the company has reached a key inflection point, with investments across new businesses, technology, and distribution now translating into improved profitability and operating leverage. Return on assets improved to 1.81% (vs ~1.2% QoQ and ~0.78% YoY), which the management indicated as a new baseline for the business.
- Business momentum remained strong, with AUM at ~Rs603.48bn, growing ~69% YoY. Newly launched businesses are scaling up and contributed ~24% of disbursements in Q4 (vs ~20% in Q3), reflecting increasing traction.
- Profitability improved meaningfully, with PAT at ~Rs2.55bn in Q4, up ~70% QoQ, driven by operating leverage, improving margins, and better cost efficiency.
- Net interest margin expanded to ~9.05% (vs ~8.62% in Q3), supported by improvement in disbursement yields, which increased by ~40bps sequentially, with the management highlighting improving pricing power and gradual catch-up in portfolio yields.
- Credit metrics showed steady improvement, with credit cost declining to ~2.51% (vs ~2.62% QoQ and ~3.14% YoY). GNPA improved to ~1.44%, while NNPA declined to ~0.74%, reflecting stronger portfolio quality.
- Early risk indicators also improved, with 6-MoB 30+ delinquency at ~1.05% (vs ~1.34% in Q3) and significant improvement (~50%) in 12-month 90+ delinquency for recent cohorts, indicating better underwriting and portfolio seasoning.
- Collections efficiency showed strong improvement, with ~2x improvement in bucket flow YoY, alongside sequential improvement in slippage ratios across Stage 1 and Stage 3 portfolios. Stage 1 assets improved to ~97.5% (vs ~96.3% YoY), reflecting stronger sourcing quality and early-stage collections performance.
- Operating efficiency improved, with Opex-to-AUM at ~4.13%, declining by ~28bps QoQ and by ~63bps YoY (vs ~4.76%), driven by productivity gains and maturing digital capabilities. The management indicated that this is a structural shift, with further moderation expected over time.
- In the personal loan segment, the company continues to focus on high-quality salaried customers, with >70% customers having bureau scores of >750. Digital penetration increased, with ~33% of disbursements processed through fully digital straight-through journeys (vs ~28% in Q3).
- The gold loan business scaled up significantly, with ~400 branches operationalized, and Q4 disbursements of ~Rs8.19bn. Over 90% of branches are located in tier-2 and tier-3 markets, supporting deeper geographic penetration; the management expects similar branch expansion in coming years.
- The consumer durable financing business expanded rapidly, with >12,500 retail outlets across ~240 locations. The business processed >54k cases in a single month, highlighting strong throughput and scalability.
- In commercial segments, the company continues calibrated expansion, with commercial vehicle disbursements at ~Rs10bn annually and ~18% QoQ growth in Q4, while maintaining disciplined risk selection.
- Education loans have scaled up steadily, with ~Rs9bn disbursements and >22,000 applications processed, supported by a network of >500 consultants and partners. Instant sanction processes now contribute ~20% of sanctions.
- Digital and AI adoption continues to deepen, with ~18% of AUM sourced through digital journeys, alongside increasing automation across credit and operations.
- The company has identified ~76 AI initiatives, of which ~42 are already deployed, indicating broad-based adoption across functions. Enterprise-wide AI usage has scaled up significantly, with ~30mn tokens consumed per month, reflecting increased integration into workflows.
- AI-led platforms are delivering measurable productivity improvements. For example, underwriting capacity has increased to process ~1.2x files with the same headcount,

while internal productivity tools are reducing manual effort and turnaround times across functions.

- Customer service and internal operations are also benefiting from AI deployment, with automation platforms designed to handle ~80–85% of customer interactions, and employee query resolution improving from ~24 hours to under 10 seconds in certain use cases.
- The funding profile was stable, with cost of borrowing at ~7.63% (vs ~7.65% QoQ). The management highlighted continued focus on liability diversification, with long-term borrowings increasing to ~86.5% (vs ~83.4% QoQ and ~61% YoY).
- Capital adequacy remains strong, with CAR at ~16.83% (Tier 1 at ~15.90%), and improving to ~20.74% post capital raise of Rs25bn, providing adequate growth headroom. Liquidity coverage ratio remains robust at ~181%, with surplus liquidity of ~Rs75.9bn.
- Guidance/Outlook
 - Though the management reiterated focus on calibrated growth, with AUM growth guidance of at least ~35–40%.
 - Operating leverage expected to improve as prior investments mature.
 - Credit cost expected to be stable-to-improving, supported by portfolio mix.
 - Digital and AI adoption to continue driving efficiency and scalability.

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Poonawalla Fincorp: Standalone Financials and Valuations

Profit & Loss					
Y/E 2026 (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
Interest Income	38,745	61,408	96,843	139,657	192,886
Interest Expense	15,151	27,667	44,058	63,475	89,032
Net interest income	23,594	33,741	52,785	76,183	103,854
NII growth (%)	21.1	43.0	56.4	44.3	36.3
Non interest income	3,483	6,548	8,308	12,004	16,693
Total income	27,078	40,290	61,094	88,187	120,547
Operating expenses	12,906	20,954	29,237	39,202	51,617
PPOP	14,172	19,336	31,856	48,985	68,930
PPOP growth (%)	2.0	36.4	64.8	53.8	40.7
Provisions & contingencies	15,526	12,099	16,394	22,258	30,107
PBT	(1,354)	7,237	15,462	26,727	38,823
Extraordinary items	0	0	0	0	0
Tax expense	(371)	1,818	3,866	6,682	9,706
Minority interest	-	-	-	-	-
Income from JV/Associates	-	-	-	-	-
Reported PAT	(984)	5,419	11,597	20,045	29,117
PAT growth (%)	0	0	114.0	72.9	45.3
Adjusted PAT	(984)	5,419	11,597	20,045	29,117
Diluted EPS (Rs)	(1.3)	6.7	13.2	21.2	30.8
Diluted EPS growth (%)	0	0	97.6	60.6	45.3
DPS (Rs)	0	0	2.0	3.2	4.6
Dividend payout (%)	0	0	15.0	15.0	15.0
Effective tax rate (%)	27.4	25.1	25.0	25.0	25.0
Net interest margins (%)	7.8	7.0	7.1	7.3	7.2
Cost-income ratio (%)	47.7	52.0	47.9	44.5	42.8
PAT/PPOP (%)	(6.9)	28.0	36.4	40.9	42.2
Shares outstanding (mn)	772.9	810.0	877.4	944.1	944.1

Source: Company, Emkay Research

Asset quality and other metrics					
Y/E 2026 (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
Asset quality					
GNPL - Stage 3	6,190	8,180	12,354	18,448	26,462
NNPL - Stage 3	2,820	4,170	6,177	9,224	13,231
GNPL ratio - Stage 3 (%)	1.8	1.4	1.5	1.6	1.7
NNPL ratio - Stage 3 (%)	0.9	0.7	0.8	0.8	0.9
ECL coverage - Stage 3 (%)	54.4	49.0	50.0	50.0	50.0
ECL coverage - 1 & 2 (%)	1.9	0.8	0.9	1.0	1.0
Gross slippage - Stage 3	-	-	-	-	-
Gross slippage ratio (%)	-	-	-	-	-
Write-off ratio (%)	0	0	1.0	1.3	1.4
Total credit costs (%)	5.1	2.5	2.2	2.1	2.1
NNPA to networth (%)	3.5	4.0	4.5	4.3	5.5
Capital adequacy					
Total CAR (%)	22.9	16.8	15.6	17.3	14.4
Tier-1 (%)	21.7	15.9	14.7	16.3	13.5
Miscellaneous					
Total income growth (%)	23.3	48.8	51.6	44.3	36.7
Opex growth (%)	59.9	62.4	39.5	34.1	31.7
PPOP margin (%)	4.7	4.0	4.3	4.7	4.8
Credit costs-to-PPOP (%)	109.6	62.6	51.5	45.4	43.7
Loan-to-Assets (%)	93.7	92.9	94.1	90.5	92.1
Yield on loans (%)	12.8	12.8	13.1	13.3	13.4
Cost of funds (%)	7.4	7.5	7.5	7.4	7.4
Spread (%)	5.4	5.3	5.7	5.9	6.0

Source: Company, Emkay Research

Balance Sheet					
Y/E 2026 (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
Share capital	1,546	1,620	1,755	1,888	1,888
Reserves & surplus	79,690	101,360	136,082	212,854	237,603
Net worth	81,236	102,980	137,837	214,742	239,492
Borrowings	258,810	480,980	701,787	1,013,741	1,392,531
Other liabilities & prov.	8,890	18,250	20,988	24,136	27,756
Total liabilities & equity	348,936	602,210	860,611	1,252,618	1,659,778
Net loans	326,950	559,510	810,108	1,133,017	1,528,045
Investments	13,410	24,900	26,145	27,452	28,825
Cash, other balances	320	2,940	8,827	75,468	84,984
Interest earning assets	340,680	587,350	845,079	1,235,938	1,641,854
Fixed assets	1,850	6,770	7,447	8,192	9,011
Other assets	7,070	7,700	8,085	8,489	8,914
Total assets	349,600	601,820	860,611	1,252,618	1,659,778
BVPS (Rs)	105.1	127.1	157.1	227.5	253.7
Adj. BVPS (INR)	105.1	127.1	157.1	227.5	253.7
Gross loans	336,600	567,990	823,586	1,153,020	1,556,577
Total AUM	356,310	603,480	875,046	1,225,064	1,653,837
On balance sheet	336,600	567,990	823,586	1,153,020	1,556,577
Off balance sheet	19,710	35,490	51,461	72,045	97,260
Disbursements	302,410	0	0	0	0
Disbursements growth (%)	(9.2)	0	0	0	0
Loan growth (%)	48.3	71.1	44.8	39.9	34.9
AUM growth (%)	42.5	69.4	45.0	40.0	35.0
Borrowings growth (%)	71.6	85.8	45.9	44.5	37.4
Book value growth (%)	(0.2)	21.0	23.6	44.8	11.5

Source: Company, Emkay Research

Valuations and key Ratios					
Y/E 2026	FY25	FY26	FY27E	FY28E	FY29E
P/E (x)	(345.0)	65.6	33.2	20.7	14.2
P/B (x)	4.2	3.5	2.8	1.9	1.7
P/ABV (x)	4.2	3.5	2.8	1.9	1.7
P/PPOP (x)	0.0	0.0	0.0	0.0	0.0
Dividend yield (%)	0	0	0.5	0.7	1.1
Dupont-RoE split (%)					
NII/avg AUM	7.8	7.0	7.1	7.3	7.2
Other income	0.8	0.9	1.0	1.0	1.1
Securitization income	-	-	-	-	-
Opex	2.2	2.2	2.2	2.1	2.0
Employee expense	2.1	2.1	1.8	1.6	1.6
PPOP	4.7	4.0	4.3	4.7	4.8
Provisions	5.1	2.5	2.2	2.1	2.1
Tax expense	(0.1)	0.4	0.5	0.6	0.7
RoAUM (%)	(0.3)	1.1	1.6	1.9	2.0
Leverage ratio (x)	3.7	5.2	6.1	6.0	6.3
RoE (%)	(1.2)	5.9	9.6	11.4	12.8

Quarterly data				
Rs mn, Y/E Mar	Q1FY26	Q2FY26	Q3FY26	Q4FY26
NII	6,393	7,644	9,209	10,495
NIM (%)	6.6	6.9	7.2	7.3
PPOP	3,245	3,866	5,278	6,947
PAT	626	742	1,503	2,548
EPS (Rs)	0.81	0.92	1.85	3.15

Source: Company, Emkay Research

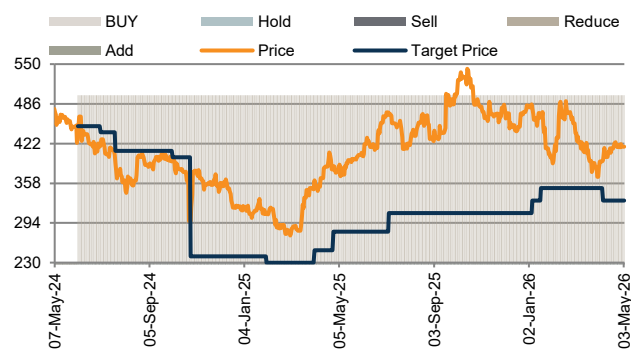
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RECOMMENDATION HISTORY - DETAILS

Date	Closing Price (Rs)	TP (Rs)	Rating	Analyst
06-Apr-26	396	330	Reduce	Avinash Singh
17-Mar-26	406	350	Reduce	Avinash Singh
17-Jan-26	464	350	Reduce	Avinash Singh
06-Jan-26	479	330	Reduce	Avinash Singh
18-Oct-25	526	310	Reduce	Avinash Singh
06-Oct-25	531	310	Reduce	Avinash Singh
27-Jul-25	413	310	Reduce	Avinash Singh
07-Jul-25	468	310	Reduce	Avinash Singh
20-Jun-25	415	280	Reduce	Avinash Singh
05-Jun-25	405	280	Reduce	Avinash Singh
27-Apr-25	380	280	Reduce	Avinash Singh
10-Apr-25	352	250	Reduce	Avinash Singh
03-Apr-25	363	250	Reduce	Avinash Singh
27-Feb-25	283	230	Reduce	Avinash Singh
01-Feb-25	309	230	Reduce	Avinash Singh
06-Jan-25	313	240	Reduce	Avinash Singh
04-Dec-24	359	240	Reduce	Avinash Singh
27-Oct-24	297	240	Reduce	Avinash Singh
04-Oct-24	395	400	Reduce	Avinash Singh
02-Sep-24	388	410	Reduce	Avinash Singh

Source: Company, Emkay Research

RECOMMENDATION HISTORY - TREND



Source: Company, Bloomberg, Emkay Research

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BUY	>15% upside
ADD	5-15% upside
REDUCE	5% upside to 15% downside
SELL	>15% downside

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