

Cholamandalam Inv. & Finance

Estimate change 

TP change 

Rating change 

CMP: INR1,230

TP: INR1,470 (+20%)

Buy

AUM growth robust; No NIM expansion because of rise in CoB

Asset quality improved in newer business, supported by write-offs

Bloomberg	CIFC IN
Equity Shares (m)	820
M.Cap.(INRb)/(USD\$b)	1033.5 / 12.4
52-Week Range (INR)	1310 / 697
1, 6, 12 Rel. Per (%)	-2/-2/50
12M Avg Val (INR M)	1955

Financials & Valuations (INR b)

Y/E March	FY24E	FY25E	FY26E
Total Income	98.9	132.5	164.8
PPP	59.7	83.0	105.1
PAT	34.5	47.5	60.0
EPS (INR)	41.1	56.5	70.1
EPS Gr. (%)	27	38	24
BV (INR)	233	287	372

Valuations

NIM (%)	6.8	7.0	7.1
C/I ratio (%)	39.6	37.3	36.2
RoAA (%)	2.6	2.7	2.8
RoE (%)	20.4	21.8	21.5
Payout (%)	6.1	4.4	4.3

Ratios

P/E (x)	29.9	21.8	17.6
P/BV (x)	5.3	4.3	3.3
Div. Yield (%)	0.2	0.2	0.2

Shareholding pattern (%)

As On	Dec-23	Sep-23	Dec-22
Promoter	50.4	51.4	51.5
DII	18.4	20.0	21.2
FII	24.7	21.5	19.4
Others	6.5	7.3	7.9

FII Includes depository receipts

- CIFIC's 3QFY24 PAT grew 28% YoY to INR8.8b (in line), while NII grew 36% YoY to ~INR21.7b (in line). 9MFY24 PAT rose 30% YoY to INR23.6b.
- 'Other income' rose ~75% YoY to ~INR4.1b. This was primarily because CIFIC had started booking the insurance distribution income in the standalone entity after receiving the insurance agency license.
- Opex rose 41% YoY to ~INR10.6b (7% above estimates). CIR rose to ~41% (PQ: ~40%). PPOP grew ~40% YoY to INR15.2b.
- Overall GS3 declined ~15bp QoQ to 2.8%; NS3 was stable at ~1.6%, while S3 PCR declined ~220bp QoQ to ~45%. Annualized credit costs declined to ~1.1% (PQ: ~1.3%). GS3 in newer businesses improved ~35bp QoQ to 1.1% and PCR declined to ~45% (PQ: 63%) because of write-offs.
- New businesses contributed ~22% of disbursements in 3QFY24. CIFIC has tightened the underwriting standards to control delinquencies in this segment. Higher yields in these segments (CSEL and SBPL) will be RoA accretive from FY25 onwards.
- NIM (calc.) remained stable QoQ, but core spreads (calc.) declined ~15bp to 6.4%, due to an increase in the borrowing costs (calc.) by ~30bp. The management shared that it does not expect any significant rise in CoB from its current levels. We model NIM of ~6.8% in FY24 and expect it improve to 7.0%/7.1% in FY25/FY26.
- We estimate a CAGR of 24%/27%/31% in disbursement/AUM/PAT over FY23-FY26. CIFIC has levers on cost ratios and business AUM growth to deliver healthy RoA/RoE of ~2.8%/22% in FY26. We believe in CIFIC's ability to sustain profitable growth in this franchise. We reiterate our **BUY rating on the stock with a revised TP of INR1,470 (based on 4.0x FY26E BVPS)**.
- **Key risks to our target price are** 1) higher delinquencies and credit costs in new businesses, particularly CSEL; and 2) pronounced cyclicity in the vehicle finance business, despite management making efforts to mitigate this cyclicity.

Key highlights from the management commentary

- In Vehicle Finance, the marginal book yield is 100bp higher than portfolio yields and the management expects NIM improvement to sustain in the near term.
- Guided for RoTA (PBT) of 3.5%, but the endeavor will be to improve the RoA from next year onwards.

Valuation and view

- CIFIC is a franchise equipped to deliver strong AUM growth with benign credit costs (relative to peers), translating into sustainable RoE of ~21-22% across economic cycles.

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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.motilalosal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and

■ The stock trades at 3.3x FY26E P/BV. We believe that these premium valuation multiples will sustain as investors continue to have confidence in the company's execution capability in new product lines and that its ability to successfully tide over the sectoral stress in personal loans. We reiterate our **BUY** rating.

Quarterly Performance

(INR M)

Y/E March	FY23				FY24E				FY23	FY24E	3QFY24E	v/s Est.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Interest Income	26,123	28,293	31,416	34,991	38,492	42,205	46,099	49,875	120,822	176,671	45,919	0
Interest Expenses	11,309	13,404	15,433	17,342	20,071	22,052	24,390	26,098	57,488	92,610	23,948	2
Net Interest Income	14,814	14,888	15,983	17,649	18,421	20,153	21,709	23,777	63,334	84,061	21,971	-1
YoY Growth (%)	16.9	17.3	17.2	29.0	24.3	35.4	35.8	34.7	20.2	32.7	37.5	
Other Income	1,587	2,085	2,334	2,952	2,845	3,514	4,088	4,409	8,958	14,855	3,077	33
Total Income	16,401	16,974	18,317	20,601	21,265	23,667	25,797	28,186	72,292	98,916	25,048	3
YoY Growth (%)	20.3	21.9	23.4	32.0	29.7	39.4	40.8	36.8	23.8	36.8	36.7	
Operating Expenses	5,797	6,611	7,520	7,870	7,867	9,461	10,640	11,248	27,799	39,215	9,936	7
Operating Profit	10,604	10,363	10,797	12,731	13,399	14,206	15,157	16,939	44,494	59,700	15,112	0
YoY Growth (%)	6.8	18.4	13.4	39.6	26.4	37.1	40.4	33.1	18.0	34.2	40.0	
Provisions & Loan Losses	2,986	2,782	1,589	1,140	3,723	3,998	3,588	2,083	8,497	13,393	3,650	-2
Profit before Tax	7,617	7,581	9,208	11,591	9,675	10,208	11,569	14,856	35,997	46,307	11,462	1
Tax Provisions	1,961	1,947	2,365	3,063	2,415	2,583	2,807	4,003	9,335	11,808	2,946	-5
Net Profit	5,657	5,634	6,843	8,528	7,260	7,625	8,762	10,852	26,662	34,499	8,516	3
YoY Growth (%)	73.1	-7.1	30.6	23.7	28.3	35.3	28.0	27.3	24.2	29.4	24.5	
Key Parameters (Calc., %)												
Yield on loans	13.6	13.7	14.1	14.1	14.1	14.3	14.4	14.5	13.2	14.3		
Cost of funds	6.3	7.0	7.3	7.4	7.8	7.8	8.0	8.2	6.9	8.0		
Spread	7.3	6.7	6.7	6.7	6.3	6.6	6.4	6.4	6.3	6.2		
NIM	7.5	7.0	7.0	7.0	6.7	6.7	6.7	6.9	7.1	6.8		
C/I ratio	35.3	38.9	41.1	38.2	37.0	40.0	41.2	39.9	38.5	39.6		
Credit cost	1.5	1.3	0.7	0.5	1.3	1.3	1.1	0.6	0.9	1.1		
Tax rate	25.7	25.7	25.7	26.4	25.0	25.3	24.3	26.9	25.9	25.5		
Balance Sheet Parameters												
Disbursements (INR b)	133	146	176	210	200	215	224	250	665	890		
Growth (%)	266.7	68.0	68.4	65.3	50.2	47.3	27.5	19.0	87.5	33.7		
AUM (INR b)	819	877	955	1,065	1,148	1,242	1,338	1,438	1,065	1,438		
Growth (%)	20.8	25.2	31.3	38.5	40.1	41.7	40.1	35.0	38.5	35.0		
AUM mix (%)												
Vehicle finance	67.6	65.7	64.2	62.9	61.9	60.7	59.5		62.9	58.7		
Home Equity	21.6	21.5	20.9	20.3	19.9	19.9	20.1		20.3	20.0		
Home loans & Others	10.8	12.8	14.9	16.9	18.2	19.4	20.4		8.9	12.0		
Borrowings (INR b)	739	793	893	974	1,081	1,195	1,231		974	1,330		
Growth (%)	17.0	27.3	35.7	40.7	46.3	50.6	37.8		40.7	36.6		
Asset Quality Parameters												
GS 3 (INR B)	34.1	33.8	33.7	32.2	35.5	37.2	38.1		32.2	35.9		
GS 3 (%)	4.2	3.8	3.5	3.0	3.1	3.0	2.8		3.0	2.5		
NS 3 (INR B)	20.2	19.8	19.9	17.4	19.4	19.6	20.9		17.4	18.8		
NS 3 (%)	2.5	2.3	2.1	1.7	1.7	1.6	1.6		1.7	1.3		
PCR (%)	40.7	41.5	41.0	46.0	45.4	47.3	45.1		46.0	47.6		
Vehicle finance AUM mix (%)												
LCV	21.0	21.4	20.9	21.0	20.8	20.7	19.9		21.0			
Cars & MUV	18.9	19.4	19.9	20.2	20.7	21.2	21.8		18.9			
3W & SCV	4.6	4.5	4.4	4.2	4.0	3.9	3.9		4.6			
Used CV	27.4	27.1	26.9	26.6	26.7	26.9	27.0		27.4			
Tractor	9.6	9.2	9.0	8.4	8.1	7.8	7.5		9.6			
HCV	7.2	7.0	6.7	7.1	6.9	6.7	6.6		7.2			
CE	6.4	6.4	6.5	6.7	6.6	6.5	6.5		6.4			
Two wheeler	4.9	5.2	5.7	5.8	6.1	6.4	6.8		4.9			

E: MOFSL estimates

Share of new businesses in the disbursement mix remains healthy

- CIFIC's Business AUM grew 40% YoY/8% QoQ, with the share of newer businesses stable at ~11% of the AUM mix. Within vehicle finance, MUV/Cars/3W/CE registered sequential growth of 10%/ 7%/ 18%/4%.
- Disbursements were healthy at ~INR224b (in line) and grew 27% YoY. Newer lines of businesses contributed ~22% to the disbursement mix (PQ: 23%).
- With more secular growth across non-vehicle product segments, the company is now better equipped to weather any cyclical downturns in the vehicle finance industry.

Calibrating stress in the CSEL Partnerships business

- To mitigate credit costs in the new business, there has been a tightening of underwriting standards with existing partners. The company has also started sharing flow data with its partners to help them make better underwriting decisions.
- Fully provisioned loans in the CSEL segment were written off, leading to a decline in the provision cover. The current PCR of ~44% on newer businesses is adequate.
- Within CSEL, Chola makes ~50% PCR on 90+ dpd and 100% provisions on 180+ dpd. Loans exceeding 180+ dpd are written off, and subsequently, become eligible for FLDG and tax benefits.



Highlights from the management commentary

Performance Update

- 3QFY24 disbursements stood at ~INR224b and grew 27% YoY and 4% QoQ.
- PAT at ~INR8.8b grew 28% YoY. 9MFY24 PAT rose 30% YoY to INR23.7b.
- Vehicle Finance (VF) disbursements in 3QFY24 were at INR123.5b and grew 18% YoY. LAP disbursements grew 51% YoY and Home Loans disbursements grew by 48%, driven by branch expansion into Tier 3 and 4 locations.
- Disbursement in the three new businesses grew ~33% YoY.
- CRAR was at ~19.4% with T1 at ~15.6% and T2 at ~3.8%.
- Board of Directors of the Company approved the payment of Interim dividend of ~INR1.3/share.

Guidance

- LAP and HL will grow faster than other product segments.
- The Cost to Assets guidance stands at ~3%. Although it is currently on an upward trend, the company anticipates that operating leverage will begin to yield benefits from next year onwards.
- Guided for RoTA (PBT) of 3.5%, but the endeavor will be to improve the RoA from next year onwards.

Vehicle Finance

- CIFC has a presence across both new and old tractors, enabling it to demonstrate healthy growth in the tractor segment despite the overall decline in industry volumes.
- Marginal book yield is 100bp higher than portfolio yields and the company the improvement in VF NIM to sustain
- Tamil Nadu floods did not have any significant impact on the portfolio.
- ~30% of the disbursements in VF comes from existing customers. There is hardly any cross-sell between the businesses.
- Industry growth in CV will be in single digits. The management is confident of achieving a growth rate between 15-20% in Vehicle Finance.

New Businesses

- The GS3 in CSEL (traditional) stood at ~0.6%, while in CSEL (Partnerships), it was 2.7%. The company has reduced the disbursements from four partners, leading to a decrease in the monthly run-rate of CSEL disbursements from INR5.5-6.0b to INR2.5-3.0b.
- Tightened the underwriting standards with the existing partners and the company has been sharing flow data with them.
- In the newer businesses, FLDG is restricted to ~5%. After the change in regulations, CIFC has been keeping a higher interest income to mitigate the impact of lower FLDG (post change in guidelines).
- As the fully provided loans in the CSEL segment were written-offs, the provision cover declined. Newer businesses include SME, SBPL, and CSEL and the current provision cover will be adequate.

- Chola makes 50% provisions on 90+ dpd and 100% provisions on 180+dpd. Post 180+dpd, the loans are written-off because it then becomes eligible for FLDG and tax benefits. Unless the loans are written-off, NBFCs do not get tax benefits.
- FLDG recoveries are shown under 'Other income'. To the extent of write-offs, the FLDG income of ~INR120m was recognized in 'other income'.

LAP

- LAP business has ATS of ~INR5m and LTV of ~50%.
- The robust growth in LAP is attributed to a) branch expansions, b) Micro-LAP catching up and c) contributions from the East Zone.
- Delinquencies are continuously coming down in LAP and the implementation of SARFAESI has also facilitated resolutions.

Home Loans

- In Tier 2 and 3 towns, the company maintains slightly higher rates, aiming to operate at those yields so that it can adequately price them going forward.
- In the Home Loans segment, the ATS is ~INR1.32m, with a tenor of 14 years and LTV ratio of ~50% (Home Loans and Self-construction). The expansion of Home Loans in non-South regions contributed to the increase in yield, along with the repricing of a portion of the existing book.

Liabilities and CoB

- Cost of bank borrowings have not gone up significantly since they are linked to EBLR and the spreads on EBLR have remained stable.
- CoB has peaked out, and unless there are significant changes, the company does not anticipate any further increases. It does not anticipate any interest rate cuts and expects the CoB to hover around the current levels.
- Priority Sector Loans are linked to EBLR and non-PSL loans are linked to MCLR. 15% of the bank borrowings are fixed-rate, 25-30% are MCLR-linked, and the remaining are EBLR-linked.
- In this quarter, the company secured loans from IFC amounting to USD150m. Additionally, it has issued Retail debentures and is now leveraging multiple sources for raising liabilities. As a result, the company expects better traction in liabilities, and it reassures that there is no such deficit in systemic liquidity which will constrain its growth.

Others

- The restructured book is currently classified under Stage 2B. Now that these loans have completed more than one year, discussions with auditors are underway to explore the possibility of reclassifying the performing loans under Stage 1.
- Earlier, the company the insurance agency license, and the insurance distribution business was booked in the subsidiary, reflecting in Chola's 'other income' from the dividends received from subsidiaries. Now, with the acquisition of insurance agency license, Chola can directly book the insurance commission as fee income within its standalone entity.

Key exhibits

Exhibit 1: Disbursements rose ~27% YoY

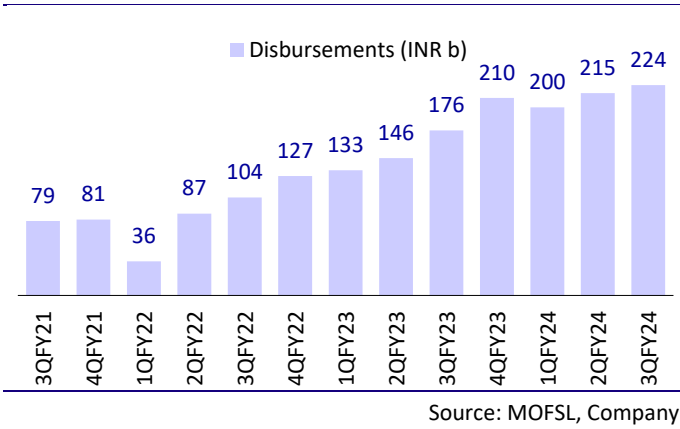


Exhibit 2: AUM grew ~8% QoQ and 40% YoY

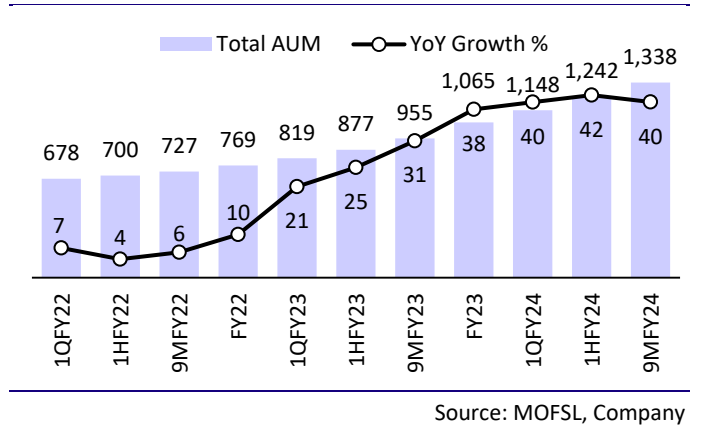


Exhibit 3: Vehicle Finance in the AUM mix has been gradually declining, implying a more diversified mix (%)

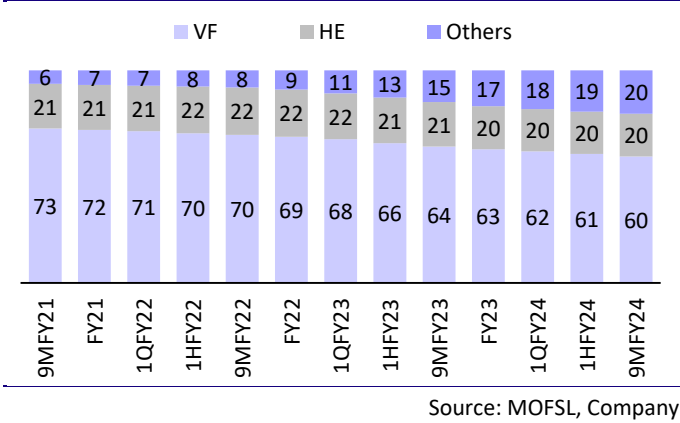


Exhibit 4: C/I ratio increased to 41%

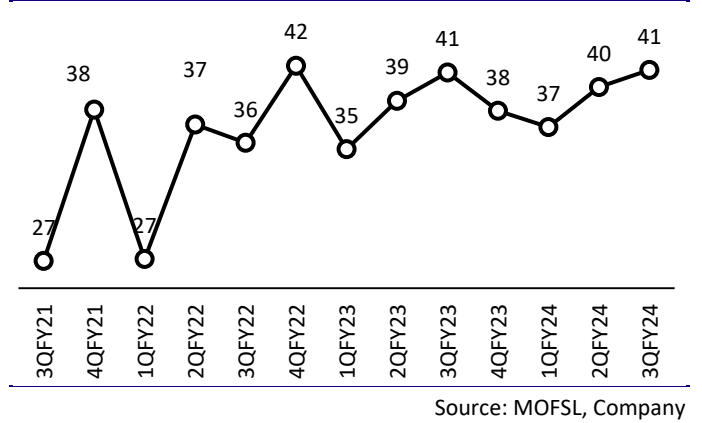


Exhibit 5: GS3 decreased ~15bp QoQ to 2.8%

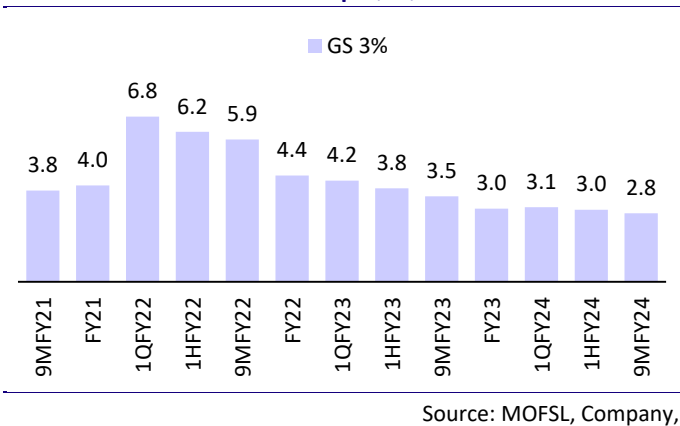


Exhibit 6: 3QFY24 PAT grew 28% YoY to INR8.8b

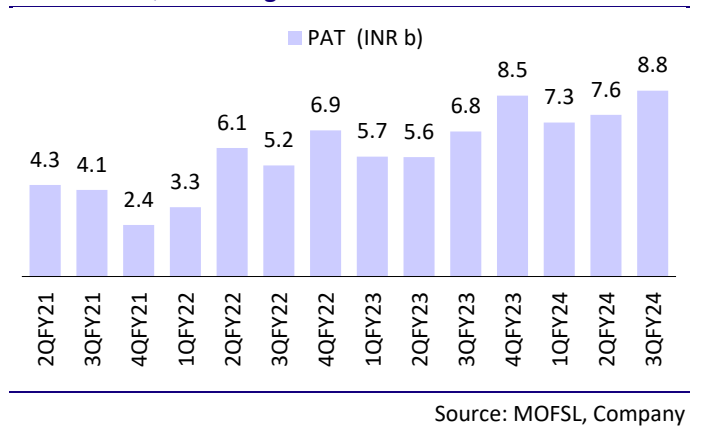
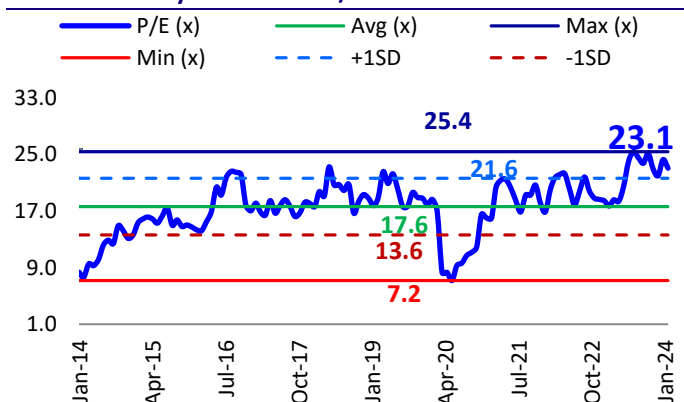


Exhibit 7: Increase our FY25E/FY26E EPS by ~2% each to factor in higher loan growth and other income

INR B	Old Est.			New Est.			% change		
	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E
NII (incl. assignments)	84.0	112.8	140.8	83.6	113.0	140.8	-0.5	0.2	0.0
Other Income	12.9	14.9	17.1	15.4	19.5	24.0	18.6	31.0	40.0
Total Income	97.0	127.7	157.9	98.9	132.5	164.8	2.0	3.8	4.4
Operating Expenses	37.5	46.2	54.7	39.2	49.5	59.7	4.7	7.2	9.2
Operating Profits	59.5	81.5	103.2	59.7	83.0	105.1	0.4	1.9	1.8
Provisions	12.5	18.7	23.7	13.4	19.2	24.3	6.9	2.3	2.4
PBT	47.0	62.8	79.5	46.3	63.9	80.8	-1.4	1.7	1.6
Tax	12.2	16.3	20.6	11.8	16.4	20.8	-2.9	0.9	0.8
PAT	34.8	46.5	58.9	34.5	47.5	60.0	-0.9	2.0	1.9
AUM	1,418	1,788	2,147	1,438	1,813	2,198	1.4	1.4	2.4
Loans	1,403	1,770	2,125	1,425	1,797	2,178	1.5	1.5	2.5
Borrowings	1,340	1,681	1,975	1,330	1,677	2,011	-0.7	-0.2	1.8
NIM	6.9	7.1	7.3	6.8	7.0	7.1			
Credit Cost	1.0	1.2	1.2	1.1	1.2	1.2			
RoA on AUM	2.6	2.7	2.8	2.6	2.7	2.8			
RoE	20.6	21.4	21.2	20.4	21.8	21.5			

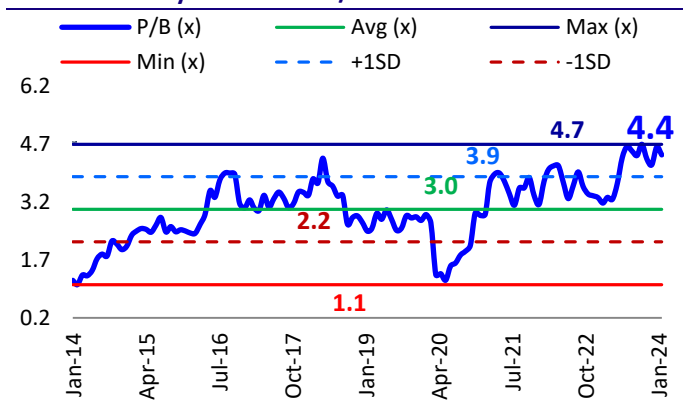
Source: MOFSL, Company

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	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Interest Income	51,862	64,962	78,417	88,772	93,251	1,18,084	1,76,171	2,33,265	2,88,376
Interest Expenses	26,593	35,887	45,922	45,759	42,988	57,488	92,610	1,20,293	1,47,526
Net Interest Income	25,268	29,075	32,495	43,013	50,263	60,596	83,561	1,12,972	1,40,850
Change (%)	18.0	15.1	11.8	32.4	16.9	20.6	37.9	35.2	24.7
Income from assignments	0	867	2,473	0	0	0	0	0	0
Other Operating Income	2,931	4,090	5,637	6,388	7,232	9,487	11,709	15,164	19,140
Other Income	4	7	3	596	905	2,209	3,646	4,375	4,812
Total Income	28,203	34,039	40,607	49,997	58,400	72,292	98,916	1,32,511	1,64,801
Change (%)	16.1	20.7	19.3	23.1	16.8	23.8	36.8	34.0	24.4
Total Operating Expenses	11,153	12,696	15,776	16,394	20,687	27,799	39,215	49,479	59,738
Change (%)	10.1	13.8	24.3	3.9	26.2	34.4	41.1	26.2	20.7
Employee Expenses	5,368	5,906	6,550	7,494	8,945	12,657	22,656	29,452	35,932
Business Origination Expenses	775	1,525	2,398	2,242	2,259	2,744	686	755	830
Other Operating Expenses	5,010	5,265	6,828	6,659	9,483	12,398	15,874	19,272	22,976
Operating Profit	17,051	21,344	24,831	33,603	37,712	44,494	59,700	83,032	1,05,063
Change (%)	20.4	25.2	16.3	35.3	12.2	18.0	34.2	39.1	26.5
Total Provisions	3,037	3,112	8,973	13,218	8,803	8,497	13,393	19,152	24,308
% of Operating Profit	17.8	14.6	36.1	39.3	23.3	19.1	22.4	23.1	23.1
PBT	14,014	18,232	15,857	20,384	28,909	35,997	46,307	63,880	80,755
Tax Provisions	4,831	6,370	5,334	5,235	7,442	9,335	11,808	16,417	20,754
Tax Rate (%)	34.5	34.9	33.6	25.7	25.7	25.9	25.5	25.7	25.7
Extraordinary Items	0	0	0	0	0	0	0	0	0
PAT	9,183	11,862	10,524	15,149	21,467	26,662	34,499	47,463	60,001
Change (%)	27.8	29.2	-11.3	44.0	41.7	24.2	29.4	37.6	26.4
Proposed Dividend	1,016	1,016	1,662	1,640	1,641	1,645	2,098	2,098	2,569

Balance Sheet									
(INR M)									
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Share Capital	1,564	1,564	1,640	1,640	1,643	1,645	1,679	1,679	1,713
Equity Share Capital	1,564	1,564	1,640	1,640	1,643	1,645	1,679	1,679	1,713
Preference Share Capital	0	0	0	0	0	0	0	0	0
Reserves & Surplus	49,105	59,880	80,079	93,962	1,15,434	1,41,316	1,93,682	2,39,047	3,16,445
Net Worth for Equity Shareholders	50,669	61,445	81,718	95,602	1,17,077	1,42,961	1,95,361	2,40,725	3,18,158
Borrowings	3,83,303	5,05,667	5,50,054	6,37,300	6,91,735	9,73,561	13,30,182	16,77,134	20,11,020
Change (%)	26.9	31.9	8.8	15.9	8.5	40.7	36.6	26.1	19.9
Total Liabilities	4,40,897	5,74,263	6,39,930	7,45,484	8,23,634	11,35,155	15,47,904	19,43,574	23,58,750
Investments	729	729	729	16,188	20,762	36,280	53,207	67,085	80,441
Change (%)	4.7	0.0	0.0	2,120.0	28.3	74.7	46.7	26.1	19.9
Loans	4,22,532	5,26,223	5,54,027	6,58,393	7,41,492	10,47,483	14,25,092	17,96,800	21,78,055
Change (%)	27.2	24.5	5.3	18.8	12.6	41.3	36.0	26.1	21.2
Net Fixed Assets	1,646	1,759	2,839	2,294	2,685	4,233	5,292	6,350	7,620
Total Assets	4,40,897	5,74,263	6,39,930	7,45,484	8,23,634	11,35,155	15,47,904	19,43,574	23,58,750

E: MOFSL Estimates

Financials and valuations

Ratios	(%)								
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Spreads Analysis (%)									
Avg. Yield on Loans	13.7	13.7	14.5	14.6	13.3	13.2	14.3	14.5	14.5
Avg Cost of Funds	7.8	8.1	8.7	7.7	6.5	6.9	8.0	8.0	8.0
Spread of loans	6.0	5.6	5.8	6.9	6.9	6.3	6.2	6.5	6.5
NIM (on loans)	6.8	6.3	6.5	7.7	7.5	7.1	6.8	7.0	7.1
Profitability Ratios (%)									
RoE	19.7	21.2	14.7	17.1	20.2	20.5	20.4	21.8	21.5
RoA	2.3	2.3	1.7	2.2	2.7	2.7	2.6	2.7	2.8
Int. Expended / Int.Earned	51.3	55.2	58.6	51.5	46.1	48.7	52.6	51.6	51.2
Other Inc. / Net Income	10.4	12.0	13.9	14.0	13.9	16.2	15.5	14.7	14.5
Efficiency Ratios (%)									
Op. Exps. / Net Income	39.5	37.3	38.9	32.8	35.4	38.5	39.6	37.3	36.2
Empl. Cost/Op. Exps.	48.1	46.5	41.5	45.7	43.2	45.5	57.8	59.5	60.1
Asset-Liability Profile (%)									
Loans/Borrowings Ratio	110	104	101	103	107	108	107	107	108
Net NPAs to Net Adv.	2.3	1.6	2.3	2.3	2.4	1.9	1.3	1.1	1.1
Assets/Equity	8.7	9.3	7.8	7.8	7.0	7.9	7.9	8.1	7.4
Average leverage	8.5	9.1	8.5	7.8	7.4	7.5	7.9	8.0	7.7
Valuations									
Book Value (INR)	65	79	100	117	143	174	233	287	372
BV Growth (%)	19.1	21.2	26.9	17.0	22.2	22.0	33.9	23.2	29.6
Price-BV (x)	19.0	15.7	12.3	10.5	8.6	7.1	5.3	4.3	3.3
EPS (INR)	12	15	13	18	26	32	41	57	70
EPS Growth (%)	27.7	29.1	-15.4	44.0	41.4	24.0	26.8	37.6	23.9
Price-Earnings (x)	104.7	81.1	95.8	66.6	47.1	37.9	29.9	21.8	17.6
Dividend per share	1.3	1.3	1.7	2.0	2.0	2.0	2.5	2.5	3.0
Dividend Yield (%)	0.1	0.1	0.1	0.2	0.2	0.2	0.2	0.2	0.2

E: MOFSL Estimates

AUM Mix (%)

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
AUM	4,29,240	5,42,790	6,05,490	6,99,960	7,69,070	10,64,980	14,38,034	18,13,118	21,97,836
Change (%)	25.6	26.5	11.6	15.6	9.9	38.5	35.0	26.1	21.2
On Books AUM	3,66,904	5,26,070	5,51,350	6,58,380	7,41,420	10,47,360	14,25,092	17,96,800	21,78,055
Change (%)	31.5	43.4	4.8	19.4	12.6	41.3	36.1	26.1	21.2
% of AUM	85.5	96.9	91.1	94.1	96.4	98.3	99.1	99.1	99.1
Off Books AUM	62,336	16,720	54,140	41,580	27,650	17,620	12,942	16,318	19,781
Change (%)	-0.5	-73.2	223.8	-23.2	-33.5	-36.3	-26.5	26.1	21.2
% of AUM	14.5	3.1	8.9	5.9	3.6	1.7	0.9	0.9	0.9

E: MOFSL Estimates

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NOTES

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BUY	>=15%
SELL	< - 10%
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UNDER REVIEW	Rating may undergo a change
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