

# **India Strategy** Foreign fund flow tracker

**Fund flows in June 2025.** Listed funds witnessed inflows for the second consecutive month. The inflows were driven by ETFs, which attracted US\$2.4 bn, offset by non-ETF outflows of US\$1 bn. GEM funds saw US\$563 mn of inflows, led by ETF inflows of US\$1.3 bn, offset by US\$727 mn of non-ETF outflows. India-dedicated funds witnessed inflows of US\$726 mn (US\$633 mn of ETF inflows and US\$93 mn of non-ETF inflows).

- Emerging market flows. Listed emerging market fund flows were positive for most countries, except for China. South Korea, India, Brazil and Taiwan saw inflows of US\$1.9 bn, US\$1.4 bn, US\$1.2 bn and US\$1 bn, respectively. China witnessed outflows of US\$36 mn. Total FPI and EPFR activity showed a similar trend for India, South Korea and Taiwan.
- Country allocations. Allocations to China and India constitute 40% of the average Asia ex-Japan fund portfolio. Asia ex-Japan fund allocations to India declined marginally to 16.3% in June from 16.4% in May, whereas allocations to India by GEM funds declined to 18.7% in June from 19% in May. Allocations by Asia ex-Japan non-ETFs remained stable at 18.4%. Allocations to India by GEM non-ETFs declined to 16.7% in June from 17% in May.

**Product description and methodology.** KIE's foreign fund flow tracker gives a comprehensive view of the market flow by listed funds into India and its emerging market (EM) peers. These market participants are further classified based on their investment styles—passive (ETFs) or active (non-ETFs)—in an attempt to understand the intent and sentiments governing the flow. Please note that there is a difference between EPFR-reported fund flows and FPI flows reported by NSDL. EPFR fund flow data primarily tracks mutual funds, ETFs, closed-end funds and variable annuity funds/insurance-linked funds, whereas NSDL-reported FPI flows also capture investments from hedge funds, proprietary desks and sovereign wealth funds.

### Fund flow, country flow and country allocations data in the report are as of June 2025.

July 25, 2025

INDIA

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### Listed funds witnessed inflows of US\$1.4 bn led by ETF inflows of US\$2.4 bn

India EPFR fund flows and AUM broken down into different geo-focus funds and investment styles (ETF/non-ETF)

| Estimated AUM (US\$ bn) |                         |     |        |                       |     |         |           |     |         |             |     |         |       |     |         |       |
|-------------------------|-------------------------|-----|--------|-----------------------|-----|---------|-----------|-----|---------|-------------|-----|---------|-------|-----|---------|-------|
|                         | EPFR universe India AUM |     |        | India-dedicated funds |     |         | GEM funds |     |         | Other funds |     |         | Total |     |         |       |
|                         | India-dedicated         | GEM | Others | Total                 | ETF | Non-ETF | Total     | ETF | Non-ETF | Total       | ETF | Non-ETF | Total | ETF | Non-ETF | Total |
| Latest month            | 101                     | 196 | 94     | 391                   | 32  | 68      | 101       | 67  | 129     | 196         | 22  | 73      | 94    | 121 | 270     | 391   |
| 1-month                 | 93                      | 186 | 89     | 367                   | 31  | 62      | 93        | 63  | 123     | 186         | 20  | 69      | 89    | 113 | 254     | 367   |
| 3-months                | 87                      | 174 | 79     | 341                   | 28  | 59      | 87        | 58  | 116     | 174         | 17  | 62      | 79    | 104 | 237     | 341   |
| 6-months                | 95                      | 187 | 84     | 366                   | 30  | 65      | 95        | 61  | 125     | 187         | 18  | 66      | 84    | 109 | 257     | 366   |
| 12-months               | 94                      | 191 | 87     | 372                   | 31  | 63      | 94        | 61  | 130     | 191         | 18  | 70      | 87    | 110 | 262     | 372   |
| CY2025                  | 101                     | 196 | 94     | 391                   | 32  | 68      | 101       | 67  | 129     | 196         | 22  | 73      | 94    | 121 | 270     | 391   |
| End-CY2024              | 95                      | 187 | 84     | 366                   | 30  | 65      | 95        | 61  | 125     | 187         | 18  | 66      | 84    | 109 | 257     | 366   |

#### Flows (US\$ mn)

|                | EPFR universe India flows |         |         | India-dedicated funds |       |         | GEM funds |       |         | Other funds |       |         | Total   |        |         |         |
|----------------|---------------------------|---------|---------|-----------------------|-------|---------|-----------|-------|---------|-------------|-------|---------|---------|--------|---------|---------|
|                | India-dedicated           | GEM     | Others  | Total                 | ETF   | Non-ETF | Total     | ETF   | Non-ETF | Total       | ETF   | Non-ETF | Total   | ETF    | Non-ETF | Total   |
| Latest month   | 726                       | 563     | 107     | 1,397                 | 633   | 93      | 726       | 1,290 | (727)   | 563         | 480   | (373)   | 107     | 2,404  | (1,007) | 1,397   |
| Previous month | 644                       | (27)    | (110)   | 508                   | 723   | (79)    | 644       | 430   | (457)   | (27)        | 175   | (284)   | (110)   | 1,328  | (821)   | 508     |
| 3-months       | 1,766                     | 84      | (399)   | 1,451                 | 1,607 | 159     | 1,766     | 1,983 | (1,899) | 84          | 809   | (1,208) | (399)   | 4,399  | (2,948) | 1,451   |
| 6-months       | (1,433)                   | (606)   | (738)   | (2,778)               | 446   | (1,879) | (1,433)   | 2,695 | (3,301) | (606)       | 1,313 | (2,051) | (738)   | 4,454  | (7,232) | (2,778) |
| 12-months      | 1,912                     | (1,853) | (2,339) | (2,280)               | 912   | 999     | 1,912     | 3,669 | (5,522) | (1,853)     | 1,833 | (4,171) | (2,339) | 6,414  | (8,694) | (2,280) |
| CY2025         | (1,433)                   | (606)   | (738)   | (2,778)               | 446   | (1,879) | (1,433)   | 2,695 | (3,301) | (606)       | 1,313 | (2,051) | (738)   | 4,454  | (7,232) | (2,778) |
| CY2024         | 19,949                    | (1,332) | (3,388) | 15,229                | 9,094 | 10,855  | 19,949    | 2,063 | (3,395) | (1,332)     | 1,300 | (4,689) | (3,388) | 12,458 | 2,771   | 15,229  |

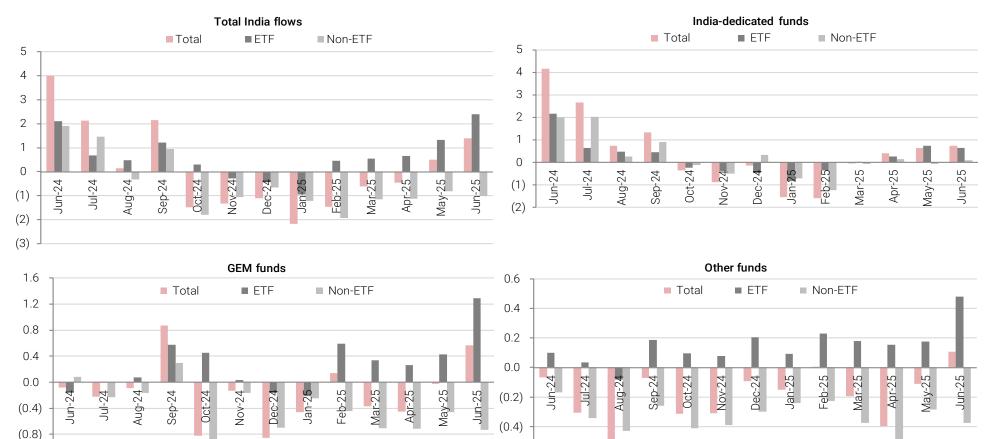
#### Notes:

(a) Others includes Asia ex-Japan regional, Global, Global ex-US and Pacific regional geo-focus funds.

Source: EPFR, Kotak Institutional Equities

### India-dedicated funds saw inflows of U\$726 mn, whereas GEM funds saw inflows of US\$563 mn

Monthly India total, ETF and non-ETF flows broken down into different geo-focus funds (US\$ bn)



(0.6)

(0.8)

Source: EPFR, Kotak Institutional Equities

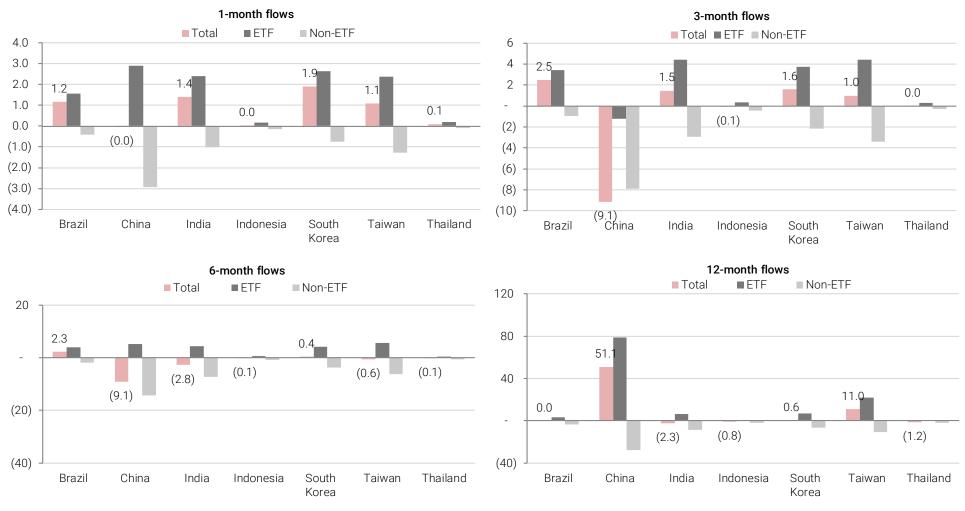
(1.2)

(1.6)

### EPFR flows into emerging markets

China saw outflows of US\$2.9 bn of ETF inflows and US\$2.9 bn of non-ETF outflows

EPFR fund flows into emerging markets (US\$ bn)



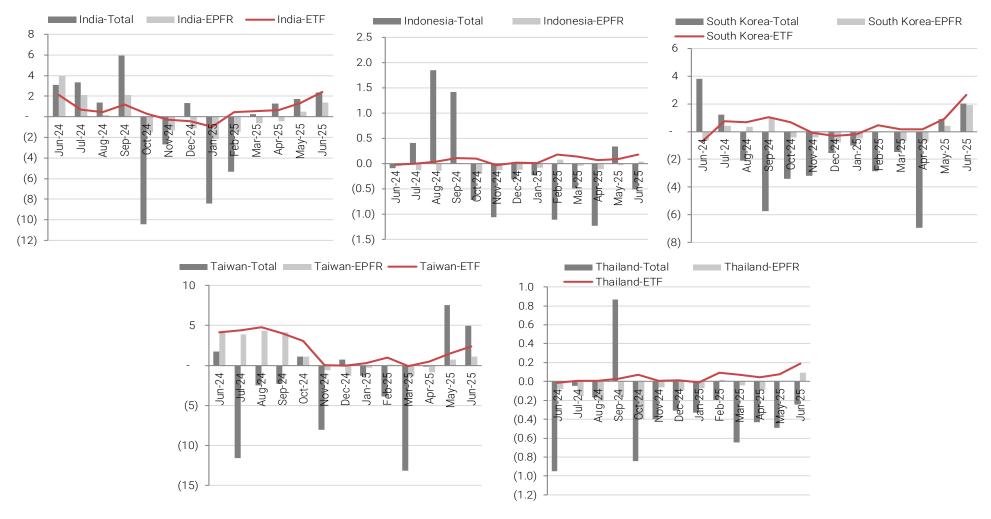
Source: EPFR, Kotak Institutional Equities

Kotak Institutional Equities Research

### Comparison of total FPI and EPFR flows

### Total FPI and EPFR activity showed a similar trends for India, South Korea and Taiwan

Comparison of total FPI flows and EPFR flows for emerging markets over the past 12 months (US\$ bn)

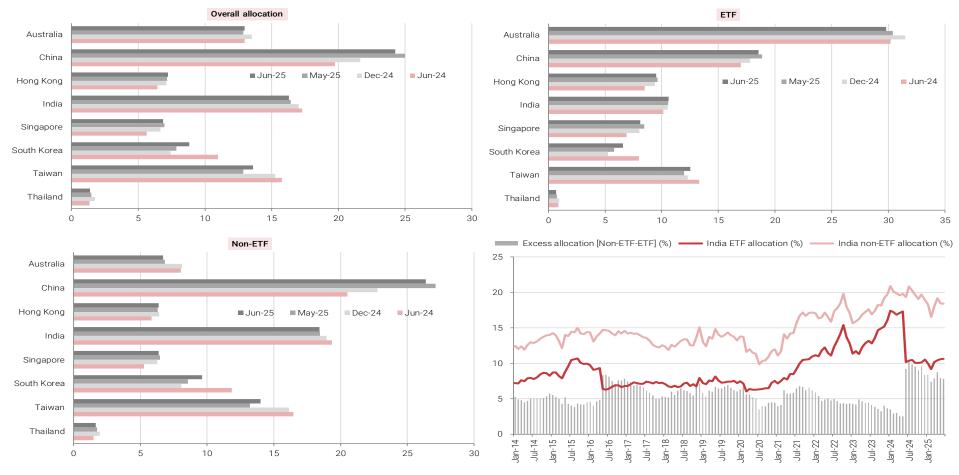


Source: Bloomberg, EPFR, Kotak Institutional Equities

### Asia ex-Japan country allocation

Overall allocations to India by Asia ex-Japan funds declined marginally to 16.3% in June from 16.4% in May

Country allocations by Asia ex-Japan funds (%)



#### Notes:

(a) EPFR expanded their Asia ex-Japan fund coverage in June 2024. Allocation of those funds to India is relatively low.

Source: EPFR, Kotak Institutional Equities

Kotak Institutional Equities Research

### **GEM country allocation**

Fund allocations to India by GEM funds declined to 18.7% in June from 19% in May

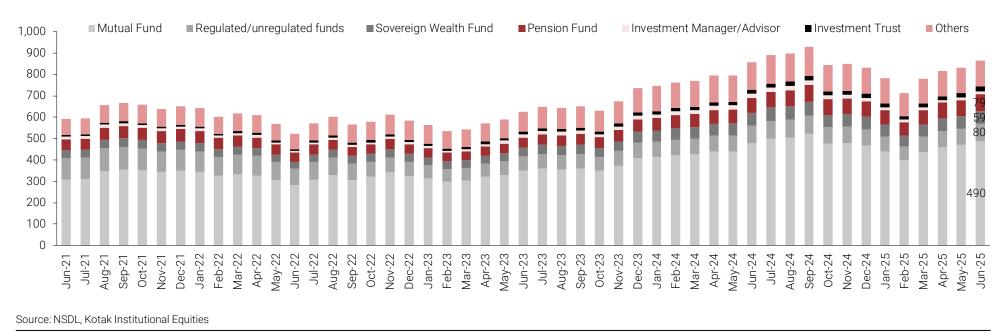
Country allocations by GEM funds (%)

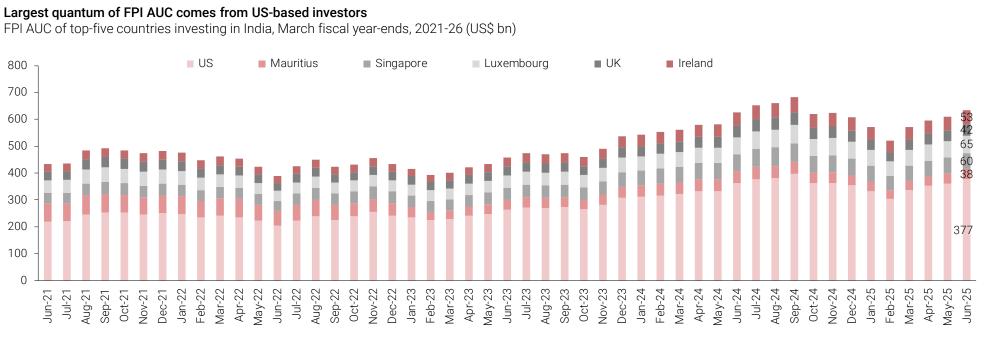


Kotak Institutional Equities Research

### FPI AUC at US\$865 bn in June

Total FPI AUC classified based on client type, March fiscal year-ends, 2021-26 (US\$ bn)





Source: NSDL, Kotak Institutional Equities

### FPIs sold consumer staples, industrials and utilities stocks

Sector-wise net FPI flows, June 2025 (US\$ mn)

|                            |       |         |         |         | FPI flows (U | S\$ mn) |          |         |        |         |
|----------------------------|-------|---------|---------|---------|--------------|---------|----------|---------|--------|---------|
| Sectors                    | 1-mo  | 3-mo    | 6-mo    | CY2025  | CY2024       | CY2023  | CY2022   | CY2021  | CY2020 | CY2019  |
| Consumer Discretionary     | 778   | 1,482   | (1,573) | (1,573) | 1,869        | 5,248   | 310      | 4,220   | 1,868  | 740     |
| Consumer Staples           | (753) | (524)   | (3,463) | (3,463) | (2,309)      | 810     | 46       | (32)    | 3,091  | (679)   |
| Energy                     | 994   | 1,505   | 686     | 686     | (6,174)      | (2,995) | (2,499)  | 985     | 1,218  | 3,092   |
| Financials                 | 1,042 | 3,681   | 1,671   | 1,671   | (6,987)      | 6,012   | (8,112)  | (2,058) | 7,197  | 10,322  |
| Health Care                | (47)  | (437)   | (1,093) | (1,093) | 3,378        | 1,496   | 1,766    | (493)   | 1,281  | (482)   |
| Industrials                | (213) | 143     | (2,668) | (2,668) | 1,128        | 7,127   | (435)    | 106     | 951    | (982)   |
| Information Technology     | 137   | (1,925) | (3,552) | (3,552) | 1,761        | (876)   | (9,267)  | (3,233) | 274    | (2,346) |
| Materials                  | (47)  | (440)   | (642)   | (642)   | (2)          | (295)   | 559      | (273)   | 42     | (427)   |
| Real estate                | 156   | (122)   | (306)   | (306)   | 2,419        | 341     | (366)    | 1,106   | (85)   | (73)    |
| Telecommunication Services | 320   | 1,810   | 3,103   | 3,103   | 2,853        | 666     | 674      | 1,797   | (877)  | (262)   |
| Utilities                  | (739) | (921)   | (1,796) | (1,796) | (846)        | 306     | 330      | 536     | (461)  | 939     |
| Others                     | 77    | 301     | 806     | 806     | 3,025        | 2,896   | 623      | 1,045   | 8,609  | 4,539   |
| Total                      | 1,710 | 4,557   | (8,829) | (8,829) | 122          | 20,728  | (16,364) | 3,704   | 23,108 | 14,381  |

#### Notes:

(a) BSE had classified around 4,800 number of issuers into 22 sectors. Any FPI investment outside those 4,800 issuers, is classified under 'Others'. We have reclassified those 22 sectors into GICS sectors.

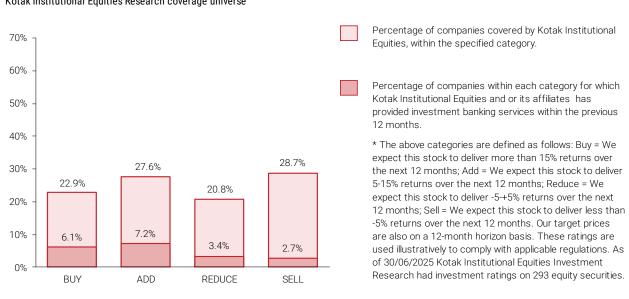
Source: NSDL, Kotak Institutional Equities

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Source: Kotak Institutional Equities

As of June 30. 2025

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ADD. We expect this stock to deliver 5-15% returns over the next 12 months.

REDUCE. We expect this stock to deliver -5-+5% returns over the next 12 months.

**SELL.** We expect this stock to deliver <-5% returns over the next 12 months.

Our Fair Value estimates are also on a 12-month horizon basis.

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