RATING HOLD | CMP INR 904 | TP INR 975

# UTI Asset Management Company (UTIAM IN)

Q1FY27 Result Update

July 24, 2026

☑ Estimate Change | ■ Target | ■ Reco.

**Change in Estimates**

| | Current | | Previous | |
|---|---|---|---|---|
| | FY27E | FY28E | FY27E | FY28E |
| Rating | HOLD | | HOLD | |
| Target Price | 975 | | 975 | |
| Revenue (INR mn) | 16,084 | 18,071 | 16,259 | 18,077 |
| *% Chng.* | *(1.1)* | *(0.0)* | | |
| Opex (INR mn) | 9,706 | 10,452 | 10,004 | 10,718 |
| *% Chng.* | *(3.0)* | *(2.5)* | | |
| Core EPS (INR) | 38.7 | 46.2 | 37.9 | 44.6 |
| *% Chng.* | *2.1* | *3.6* | | |

**Key Data**

| Key Data | UTIA.BO \| UTIAM IN |
|---|---|
| BSE Code | 543238 |
| NSE Code | UTIAMC |
| 52-W High / Low | INR 1,466 / INR 896 |
| Face Value | 10 |
| Sensex / Nifty | 76,391 / 23,870 |
| Market Cap | INR 116 bn / $ 1,203 mn |
| Shares Outstanding | 128.53 mn |
| 3M Avg. Daily Value | INR 253.89 mn |

**Shareholding Pattern (%)**

| | |
|---|---|
| Promoters | - |
| FIIs | 7.11 |
| Mutual Funds | 14.35 |
| Domestic Institution | 45.72 |
| Public & Others | 32.82 |
| Promoters Pledge (INR bn) | - |

**Stock Performance (%)**

| | 1M | 3M | 6M | 12M |
|---|---|---|---|---|
| Absolute | (4.3) | (12.7) | (7.2) | (37.5) |
| Relative | (4.5) | (11.3) | (1.0) | (32.4) |

**Key Financials - Standalone**

| Y/e Mar | FY25 | FY26 | FY27E | FY28E |
|---|---|---|---|---|
| Revenue (INR mn) | 14,453 | 15,389 | 16,084 | 18,071 |
| Opex (INR mn) | 8,078 | 9,536 | 9,706 | 10,452 |
| Employee (INR mn) | 4,580 | 5,527 | 5,452 | 5,795 |
| Others (INR mn) | 3,043 | 3,500 | 3,789 | 4,170 |
| Core Inc. (INR mn) | 6,375 | 4,765 | 6,378 | 7,619 |
| PAT (INR mn) | 8,130 | 4,724 | 7,606 | 8,713 |
| Core PAT (INR mn) | 4,926 | 3,735 | 4,975 | 5,943 |
| Core EPS (INR) | 38.5 | 29.1 | 38.7 | 46.2 |
| *Gr. (%)* | *41.8* | *(24.5)* | *33.2* | *19.5* |
| AAuM (INR bn) | 3,377 | 3,838 | 4,194 | 4,750 |
| *Growth (%)* | *25.2* | *13.7* | *9.3* | *13.2* |
| *Core RoE (%)* | *15.7* | *13.9* | *21.8* | *26.5* |
| P/Core EPS (x) | 18.3 | 28.9 | 14.0 | 11.3 |

## Opex stability and equity performance key to re-rating

**Quick Pointers**

- Core income was a beat due to better revenue/opex
- Weak equity performance driving market share loss
- Staff cost guided at INR 1.3bn per quarter in FY27C

**UTIAM saw a good quarter as quarter as core income beat PLe by 18.7% led by 2% beat on revenue and 7.7% lower opex. Blended MF yield was flat QoQ at 30.5bps (expected decline) suggesting that impact of TER change was passed to intermediaries. Staff cost normalized in Q1'27 post declaration of VRS in H2'26. Employee cost guidance is INR 1.3bn per quarter for the consol entity while other opex may rise by 8-10% YoY in FY27 with no major IT expenses expected. Company expects to maintain a dividend payout ratio of >95% (standalone). We keep multiple of 13x on Mar'28 core EPS and maintain TP at INR 975. Retain 'HOLD' rating.**

**Good quarter due to higher revenue and lower opex:** Overall/equity QAAuM was in-line at INR 3,989/1,284bn which grew 1.7%/-1.3% QoQ. Revenue was a 2.0% beat at INR 3.79bn led as revenue yields at 38bps were higher (PLe 37.3bps). Opex was 7.7% lower at INR 2.17bn (PLe INR 2.35bn) due to lower staff cost and other opex. Employee cost was lesser at INR 1.22bn (PLe INR 1.35bn). Other expenses too were lower at INR 782mn (PLe INR 827mn). Core income was 18.7% higher at INR 1.62bn (PLe INR 1.36mn); operating yields were 16bps (PLe 13.6bps). Other income was higher at INR 2.07bn due to more MTM gains leading to lower tax rate at 20% (PLe 24%). Core PAT was INR 1.29bn (PLe INR 1.06bn) with core PAT yields at 12.9bps (PLe 10.6bps). PAT was INR 2.94bn.

**Revenue yield was better to estimate:** Equity share (+bal) fell to 32.2% (33.2% in Q4'26) while that of ETF was down 36bps to 33.7%. Net MF yields were stable QoQ at 30.5bps despite share of equity declining QoQ suggesting that the company has passed on the 5bps exit load TER impact to intermediaries. Segment-wise yields were equity 72-73bps, ETF+index 8bps, liquid 12bps and fixed income 20bps. While UTIAMC has been losing market share in active equity due to weak performance, it aims to scale this segment through a higher share of SIP investors, to counter redemptions in some large schemes.

**Opex was lower; guided to rise at steady rate:** Staff cost fell 7.8% QoQ as it normalized in Q1'27 post VRS benefit in H2'26. Employee cost guidance is INR 950mn for standalone entity and INR 1300mn per quarter for the consol entity. Other opex may rise by 8-10% YoY in FY27 with no major IT expenses expected. Management expects to maintain a healthy dividend payout ratio of >95% (standalone). No buyback is under consideration despite significant cash reserves, since UTIAMC would like to maintain cash for potential M&A opportunities to acquire bolt-on businesses, rather for buybacks.

**Quarter Summary**

| Y/e Mar | Q1'27E | Q1'27A | *% Var.* | Q1'26A | *YoY gr. (%)* |
|---|---|---|---|---|---|
| Revenue (INR mn) | 3,698 | 3,787 | *2.4* | 3,793 | *-0.1* |
| *MF Yields (bps)* | *37.3* | *38.0* | *0.7 bps* | *41.5* | *-3.5 bps* |
| Opex (INR mn) | 2,354 | 2,173 | *-7.7* | 2,226 | *-2.4* |
| Core PAT (INR mn) | 1,047 | 1,289 | *23.1* | 1,220 | *5.7* |

*Source: Company, PL*


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## Q1FY27 Concall Highlights

### Industry

- Industry average AUM reached INR 84.2ttn in Jun'26, registering 12.6% YoY growth.
- Healthy retail participation reflected in the industry's investor folio base expanding to nearly 280mn.
- Markets in the Q1'27 witnessed a resilient domestic economy despite global uncertainty. While geopolitical developments and evolving trade dynamics continue to impact market sentiment, India's growth story has remained intact.

### Financial Performance

- Segment-wise yields stood at ~72-73bps for equity and hybrid, ~8bps for ETFs and index, ~12bps for cash and arbitrage and 20bps for fixed income.
- UTIAM has passed on the impact of 5bps exit load to all its intermediaries thus there is no impact on yields.
- Staff cost fell QoQ that normalised in Q1'27 due to VRS benefit that was given Q3'26. Employee expense guidance is 950mn for the standalone entity and close to around 1300mn per quarter for the consol entity. Other opex is likely rise by 8-10% YoY in in FY27 with no major IT or digital expenses anticipated.
- Management expects to maintain a healthy dividend payout ratio >95% (standalone) going forward.
- No buyback currently under consideration despite significant cash reserves, the company maintains cash for potential M&A opportunities to acquire bolt-on businesses, rather than for buybacks. The company is not currently engaged in active M&A talks.
- Management targets doubling current AUM by 2031, having already made necessary investments in people and technology. Aim if to increase its equity flow market share, which is currently lower than its AUM market share, with a focus on SIPs to counter weak performance and redemptions in some large schemes.
- NFO pipeline – UTI has received regulatory approval for several passive products, focusing on increasing passive fund, through a strong pipeline of index and ETF offerings.
- UTI's equity assets across active and passive strategies accounted for 70% of average mutual fund AUM, compared to the industry's equity to non-equity mix of 60:40
- UTI achieved an industry first milestone by signing the country's first ever MOU between a pension fund and a farmer producer organisation. Strengthening retirement awareness across the farming community
- Management noted that a strategic priority for UTI AMC is to consistently improve its competitive position and increase its share of industry assets through disciplined execution and investment excellence. It views its broad distribution franchise, covering 699 districts as an enduring competitive advantage.
- UTI Pension Fund's AUM grew ~13% YoY to INR 4.31trn in Jun'6, managing 24.2% of the NPS industry's AUM. The implementation of a revised EPFO mandate led to a decline of INR 3160bn in PMS AUM on a QoQ basis.
- In the alternatives segment, UTIAMC has launched its second Multi-Opportunities Fund (MOS2); Structured Debt Opportunities Fund IV continues to see strong investor interest, with commitments of ~INR 9bn.
- The international business experiences volatility in reported numbers due to initial feed money flowing through the P&L account, Challenge is AUM and not increasing headcount cost.

Exhibit 1: Quarterly Estimates

| (INR mn) | Q1FY27 | YoY gr. (%) | Q2FY27E | YoY gr. (%) | Q3FY27E | YoY gr. (%) | Q4FY27E | YoY gr. (%) |
|---|---|---|---|---|---|---|---|---|
| Revenue | 3,787 | -0.1% | 3,939 | 1.0% | 4,097 | 3.8% | 4,261 | 13.7% |
| Core income | 1,615 | 3.0% | 1,601 | 20.7% | 1,588 | 188.3% | 1,575 | 20.4% |
| *Margin (%)* | *0.2* | *-1.0 bps* | *0.2* | *2.1 bps* | *0.2* | *10.4 bps* | *0.2* | *2.4 bps* |
| Core PAT | 1,289 | 5.7% | 1,258 | 17.7% | 1,228 | 188.5% | 1,199 | 17.5% |

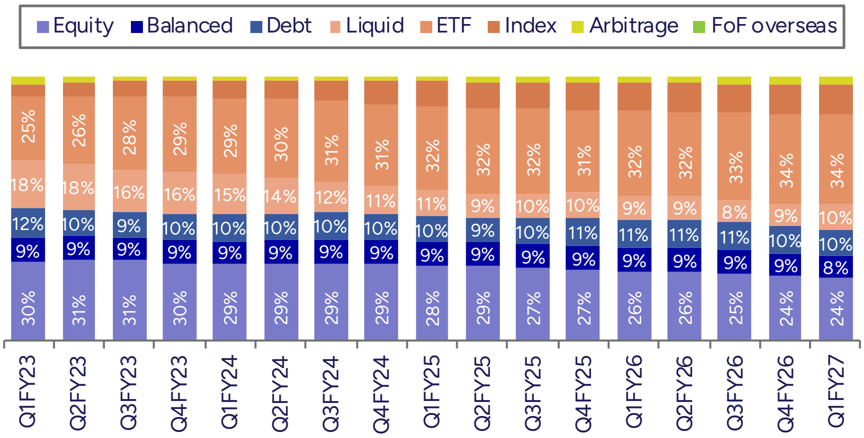
*Source: Company, PL*

Exhibit 2: Core PAT beat led by higher other income and lower expenses

| Financials (Rs mn) | Q1FY27 | Q1FY26 | YoY gr. (%) | Q4FY26 | QoQ gr. (%) | Q1FY27E | % Var. |
|---|---|---|---|---|---|---|---|
| **Revenue** | **3,787** | **3,793** | ***(0.1)*** | **3,749** | ***1.0*** | **3,715** | ***2.0*** |
| **Total Expenses** | **2,173** | **2,226** | ***(2.4)*** | **2,440** | ***(10.9)*** | **2,354** | ***(7.7)*** |
| Employees | 1,216 | 1,292 | *(5.8)* | 1,320 | *(7.8)* | 1,346 | *(9.6)* |
| Other expenses | 782 | 770 | *1.5* | 944 | *(17.2)* | 827 | *(5.5)* |
| Finance cost | 33 | 34 | *(3.0)* | 32 | *2.8* | 34 | *(3.4)* |
| Fees and Commission | 11 | 8 | *46.8* | 12 | *(7.4)* | 12 | *(9.2)* |
| Depreciation | 131 | 123 | *6.5* | 132 | *(1.1)* | 135 | *(3.1)* |
| **Operating Income** | **1,615** | **1,567** | ***3.0*** | **1,308** | ***23.4*** | **1,360** | ***18.7*** |
| Other Income | 2,065 | 1,693 | *22.0* | -1,476 | *(239.9)* | 1,100 | *87.7* |
| **Profit before tax** | **3,679** | **3,260** | ***12.9*** | **-168** | ***(2,290.1)*** | **2,460** | ***49.6*** |
| Tax | 741 | 722 | *2.7* | 346 | *113.9* | 590 | *25.5* |
| **Profit after tax** | **2,939** | **2,539** | ***15.8*** | **-514** | ***(671.3)*** | **1,870** | ***57.2*** |
| **Core PAT** | **1,289** | **1,220** | ***5.7*** | **1,020** | ***26.4*** | **1,061** | ***21.6*** |
| | | | | | | | |
| **Profitability ratios (bps)** | | | | | | | |
| Revenue yield | 38.0 | 41.5 | *(353.6)* | 38.2 | *(26.7)* | *37.3* | *72.7* |
| Employee to AuM | 12.2 | 14.1 | *(194.1)* | 13.5 | *(126.8)* | 13.7 | *(151.6)* |
| Other Opex to AuM | 9.6 | 20.7 | *(1,114.1)* | 21.4 | *(1,184.2)* | 10.3 | *(67.8)* |
| Core income/AuM | 16.2 | 17.2 | *(96.2)* | 13.3 | *284.2* | 13.6 | *255.3* |
| PAT/AuM | 29.5 | 27.8 | *168.1* | -5.2 | *3,471.4* | 18.7 | *1,072.0* |
| Core PAT/AuM | 12.9 | 13.4 | *(42.5)* | 10.4 | *251.9* | 10.6 | *229.3* |
| | | | | | | | |
| **QAAuM (Rs. Mn)** | **39,89,148** | **36,54,617** | ***9.2*** | **39,20,917** | ***1.7*** | ***39,26,911*** | ***1.6*** |
| Equity | 9,45,625 | 9,54,606 | *(0.9)* | 9,59,112 | *(1.4)* | 9,45,669 | *(0.0)* |
| Balanced | 3,38,560 | 3,29,395 | *2.8* | 3,42,551 | *(1.2)* | 3,38,571 | *(0.0)* |
| Debt | 3,81,514 | 3,92,359 | *(2.8)* | 3,99,027 | *(4.4)* | 3,61,842 | *5.4* |
| Liquid | 4,07,197 | 3,39,247 | *20.0* | 3,33,789 | *22.0* | 3,74,701 | *8.7* |
| ETF | 13,44,149 | 11,67,339 | *15.1* | 13,35,467 | *0.7* | 13,34,369 | *0.7* |
| Index | 4,62,642 | 3,94,517 | *17.3* | 4,43,075 | *4.4* | 4,62,370 | *0.1* |
| Arbitrage | 1,09,461 | 77,155 | *41.9* | 1,07,896 | *1.5* | 1,09,387 | *0.1* |

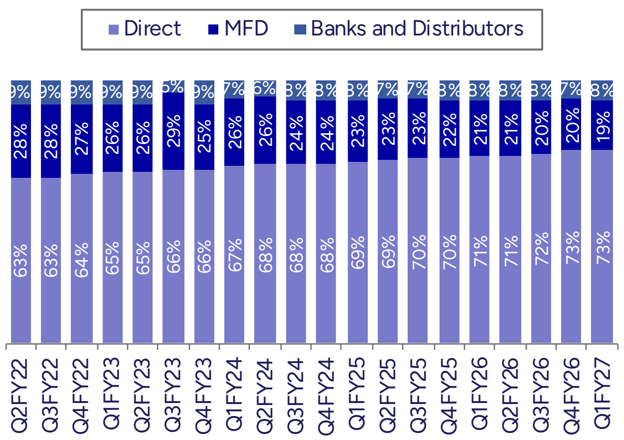
*Source: Company, PL*

**Exhibit 3:** Share of equity & bal fell to 32%, ETF share stable at 34%



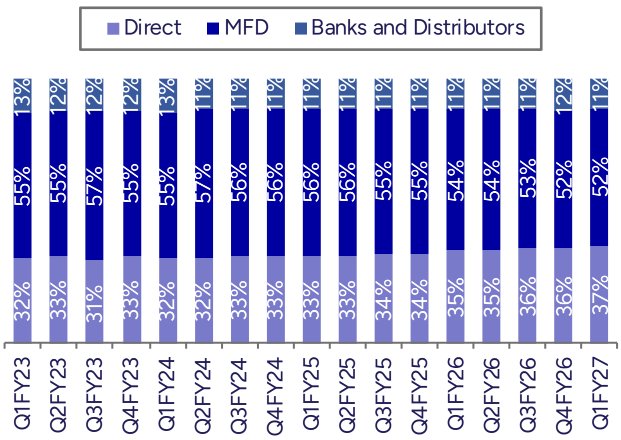

*Source: Company, PL*

**Exhibit 4:** Total distribution: Direct dominates at 73%



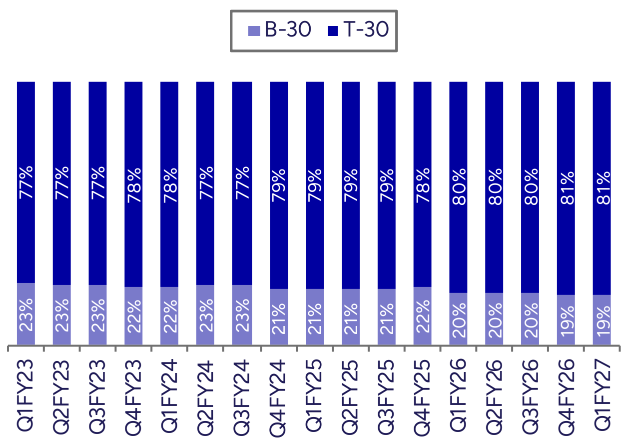

*Source: Company, PL*

**Exhibit 5:** Equity distribution mix stable led by MFD at 52%



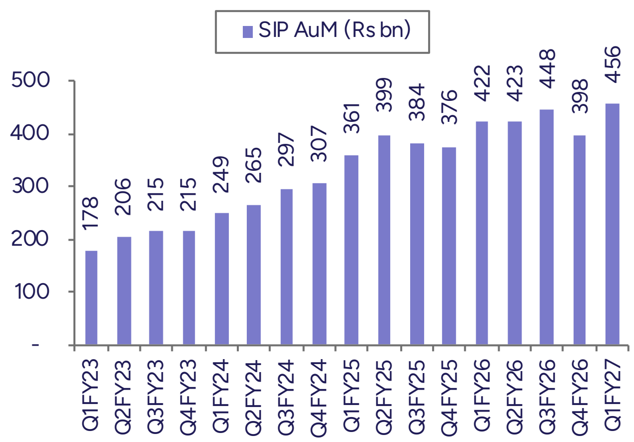

*Source: Company, PL*

**Exhibit 6:** B-30 contribution steady at 19%, T-30 at 81%




*Source: Company, PL*

**Exhibit 7:** SIP AuM increased QoQ to Rs456bn



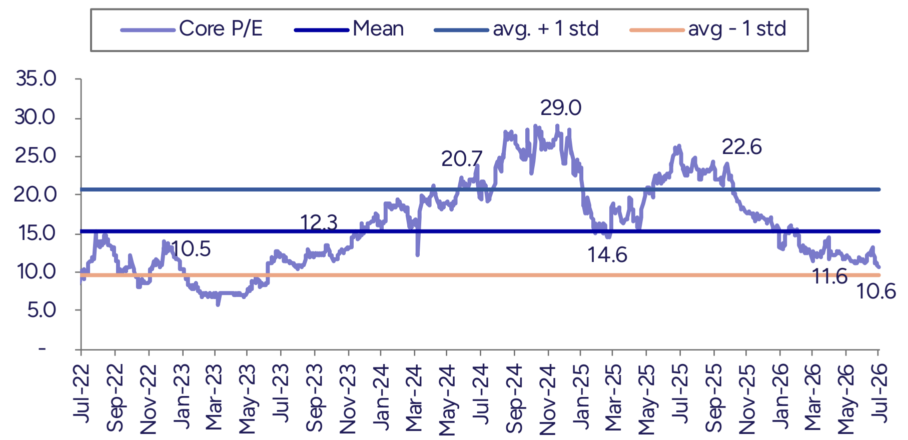

*Source: Company, PL*

**Exhibit 8: Consol revenue up by 1.1% QoQ**

| Revenue Split (INR mn) | Q1FY27 | Q1FY26 | YoY gr. (%) | Q4FY26 | QoQ gr. (%) |
|---|---|---|---|---|---|
| **MF** | **3,040** | **3,030** | ***0.3*** | **2,990** | ***1.7*** |
| PMS | 40 | 60 | *-33.3* | 60 | *-33.3* |
| SUUTI | - | - | *NA* | - | *NA* |
| POP | - | - | *NA* | - | *NA* |
| **Stand Rev.** | **3,080** | **3,090** | ***-0.3*** | **3,050** | ***1.0*** |
| UTI Int. | 240 | 330 | *-27.3* | 270 | *-11.1* |
| UTI RSL | 420 | 370 | *13.5* | 390 | *7.7* |
| UTI Cap. & Ven. | 60 | 50 | *20.0* | 80 | *-25.0* |
| Elimination | -10 | -50 | *-80.0* | -40 | *-75.0* |
| **Consol Rev.** | **3,790** | **3,790** | ***0.0*** | **3,750** | ***1.1*** |

*Source: Company, PL*

**Exhibit 9: UTIAMC 2-year forward P/Core EPS trades at 10.6x**




*Source: Company, PL*

## Quarterly Financials

| Y/e Mar | Q2FY25 | Q3FY25 | Q4FY25 | Q1FY26 | Q2FY26 | Q3FY26 | Q4FY26 | Q1FY27 |
|---|---|---|---|---|---|---|---|---|
| **Income Statement (INR mn)** | | | | | | | | |
| **Revenue** | **3,730** | **3,754** | **3,602** | **3,793** | **3,900** | **3,947** | **3,749** | **3,787** |
| **Expenses** | **2,044** | **1,993** | **2,122** | **2,226** | **2,573** | **2,308** | **2,440** | **2,173** |
| Employee | 1,153 | 1,128 | 1,162 | 1,292 | 1,588 | 1,327 | 1,320 | 1,216 |
| Others Expenses | 778 | 752 | 842 | 812 | 858 | 854 | 988 | 826 |
| Depreciation | 112 | 113 | 118 | 123 | 127 | 127 | 132 | 131 |
| **Core Income** | **1,686** | **1,761** | **1,480** | **1,567** | **1,327** | **551** | **1,309** | **1,615** |
| Other Income | 1,671 | 451 | 60 | 1,693 | 314 | 1,232 | (1,476) | 2,065 |
| **PBT** | **3,357** | **2,212** | **1,540** | **3,260** | **1,641** | **1,783** | **(167)** | **3,679** |
| Tax | 726 | 476 | 520 | 722 | 319 | 405 | 346 | 741 |
| **PAT** | **2,631** | **1,736** | **1,020** | **2,539** | **1,322** | **1,378** | **(514)** | **2,939** |
| **Core PAT** | **1,321** | **1,382** | **980** | **1,220** | **1,069** | **426** | **1,020** | **1,289** |
| **QAAuM** | **3,437,118** | **3,539,487** | **3,412,425** | **3,654,617** | **3,809,743** | **3,965,744** | **3,920,917** | **3,989,148** |
| Equity | 986,565 | 969,685 | 907,335 | 954,606 | 995,638 | 1,010,952 | 959,112 | 945,625 |
| Balanced | 303,821 | 318,150 | 314,342 | 329,395 | 336,559 | 345,105 | 342,551 | 338,560 |
| Debt | 322,407 | 353,497 | 369,679 | 392,359 | 418,989 | 419,680 | 399,027 | 381,514 |
| Liquid | 308,857 | 339,395 | 334,040 | 339,247 | 338,148 | 330,232 | 333,789 | 407,197 |
| ETF | 1,115,201 | 1,136,341 | 1,068,142 | 1,167,339 | 1,217,842 | 1,316,259 | 1,335,467 | 1,344,149 |
| Index | 339,741 | 359,107 | 353,262 | 394,517 | 414,183 | 441,439 | 443,075 | 462,642 |
| Arbitrage | 60,526 | 63,311 | 65,626 | 77,155 | 88,385 | 102,077 | 107,896 | 109,461 |
| FoF overseas | - | - | - | - | - | - | - | - |
| **Market share (%)** | | | | | | | | |
| Equity | 3.3 | 3.2 | 3.1 | 3.1 | 3.0 | 2.9 | 2.8 | 2.6 |
| Balanced | 4.2 | 4.3 | 4.3 | 4.2 | 4.1 | 3.9 | 3.8 | 3.7 |
| Eq+Bal | 3.5 | 3.4 | 3.4 | 3.3 | 3.2 | 3.1 | 3.0 | 2.8 |
| Debt | 3.2 | 3.3 | 3.5 | 3.4 | 3.3 | 3.2 | 3.2 | 3.3 |
| Liquid | 5.0 | 5.2 | 4.9 | 4.9 | 4.9 | 4.8 | 4.6 | 5.1 |
| ETF | 13.7 | 13.7 | 13.2 | 13.3 | 13.1 | 12.8 | 11.8 | 11.8 |
| Index | 13.1 | 13.2 | 12.8 | 13.3 | 13.4 | 13.7 | 13.8 | 13.9 |
| **QAAuM Growth (%)** | **10.3** | **3.0** | **(3.6)** | **7.1** | **4.2** | **4.1** | **(1.1)** | **1.7** |
| Equity | 11.4 | (1.7) | (6.4) | 5.2 | 4.3 | 1.5 | (5.1) | (1.4) |
| Balanced | 10.9 | 4.7 | (1.2) | 4.8 | 2.2 | 2.5 | (0.7) | (1.2) |
| Eq+Bal | 11.2 | (0.2) | (5.1) | 5.1 | 3.8 | 1.8 | (4.0) | (1.3) |
| Debt | 6.0 | 9.6 | 4.6 | 6.1 | 6.8 | 0.2 | (4.9) | (4.4) |
| Liquid | (5.8) | 9.9 | (1.6) | 1.6 | (0.3) | (2.3) | 1.1 | 22.0 |
| ETF | 12.8 | 1.9 | (6.0) | 9.3 | 4.3 | 8.1 | 1.5 | 0.7 |
| Index | 18.4 | 5.7 | (1.6) | 11.7 | 5.0 | 6.6 | 0.4 | 4.4 |
| Arbitrage | 19.5 | 4.6 | 3.7 | 17.6 | 14.6 | 15.5 | 5.7 | 1.5 |
| FoF overseas | - | - | - | - | - | - | - | - |
| **Dupont (bps)** | | | | | | | | |
| Revenue yield | 43.4 | 42.4 | 42.2 | 41.5 | 40.9 | 39.8 | 38.2 | 38.0 |
| Opex to AuM | 23.8 | 22.5 | 24.9 | 24.4 | 27.0 | 23.3 | 24.9 | 21.8 |
| Staff cost | 13.4 | 12.7 | 13.6 | 14.1 | 16.7 | 13.4 | 13.5 | 12.2 |
| Other opex | 8.6 | 8.1 | 9.4 | 8.4 | 8.6 | 8.2 | 9.6 | 7.8 |
| Core income/AuM | 19.6 | 19.9 | 17.3 | 17.2 | 13.9 | 5.6 | 13.3 | 16.2 |
| PAT/AuM | 30.6 | 19.6 | 12.0 | 27.8 | 13.9 | 13.9 | (5.2) | 29.5 |
| Core PAT/AuM | 15.4 | 15.6 | 11.5 | 13.4 | 11.2 | 4.3 | 10.4 | 12.9 |
| **Profitability (%)** | | | | | | | | |
| Staff cost/revenue | 30.9 | 30.0 | 32.3 | 34.1 | 40.7 | 33.6 | 35.2 | 32.1 |
| Other opex/revenue | 19.9 | 19.0 | 22.3 | 20.3 | 21.0 | 20.5 | 25.2 | 20.6 |
| Core income/revenue | 45.2 | 46.9 | 41.1 | 41.3 | 34.0 | 14.0 | 34.9 | 42.6 |
| Tax rate | 21.6 | 21.5 | 33.8 | 22.1 | 19.4 | 22.7 | (206.2) | 20.1 |
| PAT margin | 70.5 | 46.2 | 28.3 | 66.9 | 33.9 | 34.9 | (13.7) | 77.6 |
| Core PAT margin | 35.4 | 36.8 | 27.2 | 32.2 | 27.4 | 10.8 | 27.2 | 34.0 |

*Source: Company, PL*

## Financials

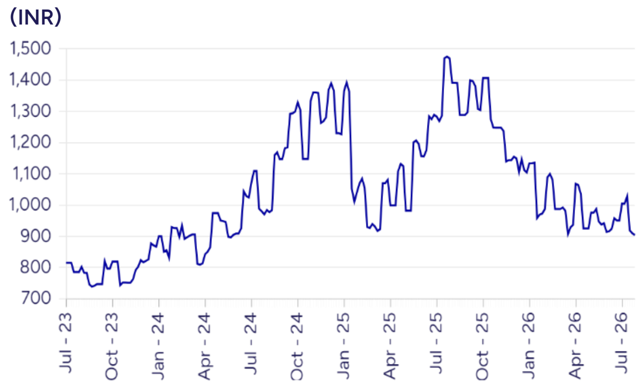
| Y/e Mar | FY25 | FY26 | FY27E | FY28E |
|---|---|---|---|---|
| **Profit & Loss (INR mn)** | | | | |
| **Revenue** | **14,453** | **15,389** | **16,084** | **18,071** |
| Investment mgmt. | 14,443 | 15,377 | 16,066 | 18,053 |
| PMS / Advisory | 10 | 12 | 18 | 18 |
| **Expenses** | **8,078** | **9,536** | **9,706** | **10,452** |
| Employee | 4,580 | 5,527 | 5,452 | 5,795 |
| Other Expenses | 3,043 | 3,500 | 3,789 | 4,170 |
| Depreciation | 455 | 509 | 464 | 487 |
| **Core Income** | **6,375** | **4,765** | **6,378** | **7,619** |
| Other Income | 4,146 | 1,751 | 3,373 | 3,551 |
| **PBT** | **10,522** | **6,516** | **9,751** | **11,170** |
| Tax | 2,392 | 1,792 | 2,145 | 2,457 |
| **PAT** | **8,130** | **4,724** | **7,606** | **8,713** |
| **Core PAT** | **4,926** | **3,735** | **4,975** | **5,943** |
| **Dividend** | **6,144** | **5,141** | **6,162** | **7,232** |
| **Growth ratios (%)** | | | | |
| **Revenue** | **22.3** | **6.5** | **4.5** | **12.4** |
| **Opex** | **6.7** | **18.0** | **1.8** | **7.7** |
| Employee | 4.2 | 20.7 | (1.4) | 6.3 |
| Others | 10.4 | 15.0 | 8.3 | 10.1 |
| **Core income** | **50.0** | **(25.3)** | **33.9** | **19.5** |
| PAT | 1.4 | (41.9) | 61.0 | 14.6 |
| **Core PAT** | **42.6** | **(24.2)** | **33.2** | **19.5** |
| **DuPont analysis (%)** | | | | |
| **Revenue** | **0.43** | **0.40** | **0.38** | **0.38** |
| **Expenses** | **0.24** | **0.25** | **0.23** | **0.22** |
| Employee | 0.14 | 0.14 | 0.13 | 0.12 |
| Others | 0.09 | 0.09 | 0.09 | 0.09 |
| **Core Income** | **0.19** | **0.12** | **0.15** | **0.16** |
| Other Income | 0.12 | 0.05 | 0.08 | 0.07 |
| **PBT** | **0.31** | **0.17** | **0.23** | **0.24** |
| Tax | 0.07 | 0.05 | 0.05 | 0.05 |
| **PAT (RoAAuM)** | **0.24** | **0.12** | **0.18** | **0.18** |
| **Core RoAAuM** | **0.15** | **0.10** | **0.12** | **0.13** |
| ROE | 16.0 | 9.8 | 16.5 | 17.9 |
| Core RoE | 15.7 | 13.9 | 21.8 | 26.5 |
| **Other Ratios (%)** | | | | |
| Staff cost/revenue | 31.7 | 35.9 | 33.9 | 32.1 |
| Other opex/revenue | 21.1 | 22.7 | 23.6 | 23.1 |
| **Core Income/revenue** | **44.1** | **31.0** | **39.7** | **42.2** |
| Other Income/revenue | 28.7 | 11.4 | 21.0 | 19.6 |
| Yield on Investments | 8.7 | 4.1 | 8.0 | 8.0 |
| Effective tax rate | 22.7 | 27.5 | 22.0 | 22.0 |
| PAT margin | 56.2 | 30.7 | 47.3 | 48.2 |
| **Core PAT margin** | **34.1** | **24.3** | **30.9** | **32.9** |
| **Dividend payout (%)** | **75.6** | **108.8** | **81.0** | **83.0** |

*Source: Company, PL*

| Y/e Mar | FY25 | FY26 | FY27E | FY28E |
|---|---|---|---|---|
| **Balance Sheet (INR mn)** | | | | |
| **Net Worth** | **51,603** | **45,046** | **47,396** | **49,829** |
| Capital | 1,280 | 1,285 | 1,285 | 1,285 |
| Reserves | 50,324 | 43,761 | 46,111 | 48,544 |
| Employee benefit | 1,546 | 1,527 | 1,557 | 1,588 |
| Other liabilities | 3,435 | 3,861 | 4,036 | 4,219 |
| **Total Liabilities** | **56,584** | **50,434** | **52,989** | **55,636** |
| Cash and Bank | 5,045 | 4,440 | 4,884 | 5,373 |
| Investment | 45,575 | 39,876 | 41,678 | 43,509 |
| Fixed assets | 4,195 | 4,086 | 4,243 | 4,407 |
| Other assets | 1,770 | 2,031 | 2,184 | 2,347 |
| **Total Assets** | **56,584** | **50,434** | **52,989** | **55,636** |
| **AuM Data (INR bn)** | | | | |
| **AAuM** | **3,377** | **3,838** | **4,194** | **4,750** |
| Equity | 937 | 980 | 997 | 1,132 |
| Balanced | 303 | 338 | 365 | 431 |
| Debt | 337 | 408 | 425 | 456 |
| Liquid | 328 | 335 | 341 | 353 |
| ETF | 1,077 | 1,259 | 1,464 | 1,665 |
| Index | 335 | 423 | 488 | 576 |
| Arb & FoF | 60 | 94 | 114 | 137 |
| **Mix (%)** | | | | |
| Equity | 27.8 | 25.5 | 23.8 | 23.8 |
| Balanced | 9.0 | 8.8 | 8.7 | 9.1 |
| Debt | 10.0 | 10.6 | 10.1 | 9.6 |
| Liquid | 9.7 | 8.7 | 8.1 | 7.4 |
| ETF | 31.9 | 32.8 | 34.9 | 35.1 |
| Index | 9.9 | 11.0 | 11.6 | 12.1 |
| Arb & FoF | 1.8 | 2.4 | 2.7 | 2.9 |
| **Growth (%)** | | | | |
| **Overall** | **25.2** | **13.7** | **9.3** | **13.2** |
| Equity | 18.5 | 4.6 | 1.7 | 13.5 |
| Balanced | 27.3 | 11.8 | 7.7 | 18.4 |
| Debt | 25.0 | 20.8 | 4.3 | 7.2 |
| Liquid | (5.1) | 2.4 | 1.6 | 3.4 |
| ETF | 31.8 | 16.9 | 16.3 | 13.7 |
| Index | 68.6 | 26.5 | 15.4 | 18.0 |
| **Valuations** | | | | |
| **EPS (INR)** | **63.5** | **36.8** | **59.2** | **67.8** |
| **Core EPS (INR)** | **38.5** | **29.1** | **38.7** | **46.2** |
| CPS (INR) | 395.5 | 344.8 | 362.3 | 380.3 |
| DPS (INR) | 48.0 | 40.0 | 47.9 | 56.3 |
| Dividend yield (%) | 4.4 | 3.4 | 5.3 | 6.2 |
| BVPS (INR) | 403.2 | 350.5 | 368.8 | 387.7 |
| P/B (x) | 2.7 | 3.4 | 2.5 | 2.3 |
| P/E (x) | 17.3 | 32.2 | 15.3 | 13.3 |
| **P/core EPS** | **18.3** | **28.9** | **14.0** | **11.3** |

*Source: Company, PL*

**Price Chart**




**Recommendation History**

| No. | Date | Rating | TP (INR) | Share Price (INR) |
|---|---|---|---|---|
| 1 | 07-Jul-26 | HOLD | 975 | 992 |
| 2 | 24-Apr-26 | Hold | 975 | 925 |
| 3 | 10-Apr-26 | Buy | 1125 | 942 |
| 4 | 08-Jan-26 | Accumulate | 1250 | 1135 |
| 5 | 20-Oct-25 | Accumulate | 1400 | 1339 |
| 6 | 08-Oct-25 | BUY | 1400 | 1332 |
| 7 | 08-Jul-25 | BUY | 1300 | 1329 |
| 8 | 02-May-25 | BUY | 1300 | 1019 |
| 9 | 08-Apr-25 | BUY | 1320 | 1035 |
| 10 | 08-Jan-25 | BUY | 1320 | 1296 |

**Analyst Coverage Universe**

| Sr. No. | Company Name | Rating | TP (INR) | Share Price (INR) |
|---|---|---|---|---|
| 1 | Axis Bank | BUY | 1550 | 1329 |
| 2 | Bank of Baroda | Accumulate | 290 | 248 |
| 3 | Canara Bank | Accumulate | 150 | 125 |
| 4 | Canara Robeco Asset Management Company | HOLD | 285 | 267 |
| 5 | City Union Bank | BUY | 310 | 228 |
| 6 | DCB Bank | BUY | 155 | 185 |
| 7 | Federal Bank | Accumulate | 345 | 349 |
| 8 | HDFC Asset Management Company | BUY | 3040 | 2729 |
| 9 | HDFC Bank | BUY | 1040 | 820 |
| 10 | ICICI Bank | BUY | 1850 | 1444 |
| 11 | ICICI Prudential Asset Management Company | BUY | 3550 | 3206 |
| 12 | Indian Bank | BUY | 1000 | 843 |
| 13 | IndusInd Bank | Accumulate | 1150 | 1069 |
| 14 | Karur Vysya Bank | BUY | 345 | 301 |
| 15 | Kotak Mahindra Bank | BUY | 480 | 390 |
| 16 | Nippon Life India Asset Management | Buy | 1225 | 1148 |
| 17 | Prudent Corporate Advisory Services | Accumulate | 2875 | 3021 |
| 18 | State Bank of India | BUY | 1200 | 1038 |
| 19 | Union Bank of India | Accumulate | 190 | 172 |
| 20 | UTI Asset Management Company | HOLD | 975 | 992 |

**PL's Recommendation Nomenclature (Absolute Performance)**

| | | |
|---|---|---|
| **BUY** | : | > 15% |
| **Accumulate** | : | 5% to 15% |
| **Hold** | : | +5% to -5% |
| **Reduce** | : | -5% to -15% |
| **Sell** | : | < -15% |
| **Not Rated (NR)** | : | No specific call on the stock |
| **Under Review (UR)** | : | Rating likely to change shortly |

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