

Nippon Life India AMC Limited

Strong 4Q; assign ADD on rich valuations

CMP
Rs 584

Target Price
Rs 630
Sep 2025

Rating
ADD

Upside
8% (↑)

- Nippon Life India AMC's (NAM) performance across equity schemes stayed robust during 4QFY24, with 8 of the 10 analysed schemes appearing in Q1/Q2 quartiles on a three-year return basis. Net inflow market share in equity + hybrid schemes remained over 10% in 4Q – the third consecutive quarter of double-digit market share.
- PAT at Rs 3.43bn (+20.6% qoq; EE: Rs 2.7bn) beat estimates on a lower tax rate and higher-than-estimated treasury gains of Rs 923mn. Standalone revenue yields however declined 1.6bps qoq to 40bps with lower equity yields and an increase in passive AUM.
- Overall QAAUM grew ~14.2% qoq (+47.1% yoy) to Rs 4.31trn. Equity QAAUM was up 15.4% qoq (+61.8% yoy) to Rs 2.1trn and formed 48.3% of QAAUM (3Q: 47.8%). NAM's equity QAAUM-based market share further improved by 9bps qoq to 6.83%.
- We expect a ~13% EBITDA CAGR over FY24-FY26E led by a ~16% CAGR in MF AUM. We incorporate ESOP costs of Rs 450mn/Rs 250mn for FY25E/FY26E. Current valuations of ~31x FY26E largely capture all positives and offer limited upside potential. Assign ADD (vs. LONG earlier) with a rolled over Sep'25 TP of Rs 630 (Rs 600 earlier).

Market share in equity AUM increases further: NAM's equity MF QAAUM grew ~15% qoq (+62% yoy), outpacing industry growth of ~14% and leading to 9bps qoq of market share gains to 6.8%. Major equity schemes remained in Q1/Q2 quartiles in the key three-year timeframe, helping NAM retain its double-digit equity net flow market share. SIP flow market share continued to improve and was at 12.1% in Mar'24 (+428bps yoy); also, SIP AUM formed ~47% of equity QAAUM. Annualised SIP flows were at ~13% of equity AUM.

Strong sequential EBITDA growth: Overall revenues grew 10.6% qoq to Rs 4.7bn on strong AUM growth; however, standalone revenue yields declined 1.6bps qoq to 40bps due to a reduction in equity yields and an increase in passive AUM. Opex/QAAUM further improved to 17.3bps vs 18.3bps amid higher QAAUM growth and contained employee expenses. This led to solid sequential growth of ~12% in EBITDA (+39% yoy). Management guided for ESOP-related charges of Rs 850mn-900mn over the next four years, of which 50% would likely be incurred in FY25E. Owing to structural TER pressure, we build in 38.0/35.3bps of MF revenue yields for FY25E/FY26E (a compression of ~2.0/4.8bps vs. FY24E).

View: NAM's scheme performance stayed robust and we expect a ~16% MF QAAUM CAGR between FY24-FY26E led by growth in equity/passive AUM. We model for higher employee expenses ahead on account of ESOP-based charges and expect a ~13% EBITDA CAGR over FY24-FY26E. The stock has rallied ~30% in the last one month and current valuations of ~31x FY26E EPS capture most of the positives. Hence, we assign ADD (vs. LONG earlier) with a Sep'25 TP of Rs 630 (Mar'25 TP of Rs 600 earlier) at 32x (unchanged) Sep'26E EPS. **Key risks:** Adverse trends in equity markets, a sharp decline in revenue yields.

Financial Summary

YE	Revenue	EBITDA	PAT	EPS (Rs)	P/E (x)	Mcap to AUM (%)	RoE (%)	RoA (%)	PAT Yield (bps)	Div Yield (%)
Mar Rs mn										
FY24A	16,432	9,937	11,063	17.6	33.3	12.1	29.5	26.9	30.0	2.8
FY25E	19,211	11,506	11,006	17.5	33.4	8.2	27.3	24.8	23.4	2.7
FY26E	20,955	12,704	11,791	18.7	31.2	7.1	28.6	25.7	21.4	2.9
FY27E	23,094	14,232	13,068	20.7	28.2	6.1	30.4	27.2	20.4	2.9

Source: Company, Equirus Research

Estimate Revision

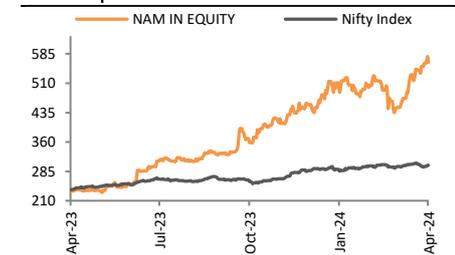
(Rs mn)	Forecasts		% Change	
	FY25E	FY26E	FY25E	FY26E
Revenue	19,211	20,955	4.3	4.1
EBITDA	11,506	12,704	(0.0)	0.7
PAT	11,006	11,791	4.2	1.7
EPS	17.5	18.7	3.1	0.6

Stock Information

Market Cap (Rs Mn)	3,68,408
52 Wk H/L (Rs)	623/230
Avg Daily Volume (6M)	11,39,460
Avg Daily Value (Rs Mn)	6.5
Equity Cap (Rs Mn)	35,156
Face Value (Rs)	10
Share Outstanding (Mn)	630.5
Bloomberg Code	NAM IN
Ind Benchmark	

Ownership (%)	Recent	3M	12M
Promoters	73.1	(0.4)	(0.6)
DII	14.0	(0.5)	5.1
FII	5.7	0.6	(0.3)
Public	7.2	0.3	(4.3)

Relative price chart



Source: Bloomberg

Analysts

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Exhibit 1: Quarterly performance

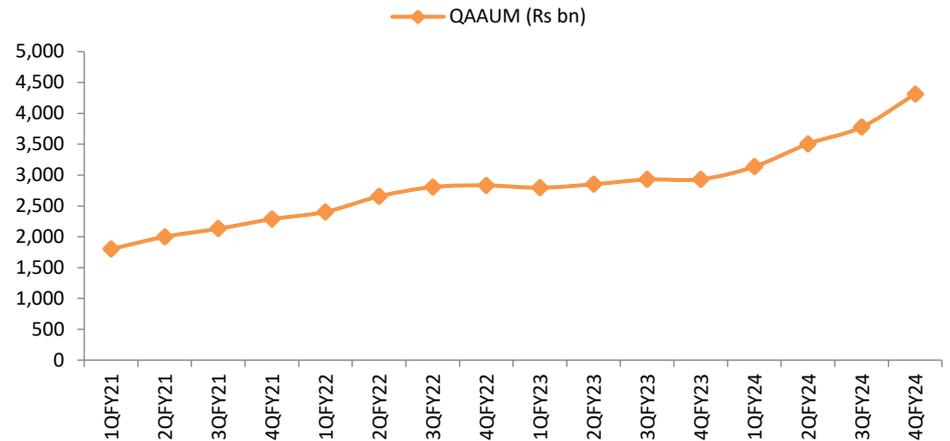
Particulars	Q4FY24	Q4FY24E	Q3FY24	Q4FY23	% Change			Comments
					Q4FY24E	Q3FY24	Q4FY23	
Revenue From Operations	4,683	4,677	4,233	3,483	0.1%	10.6%	34.4%	
Other Income	923	735	1,071	397	25.7%	-13.8%	132.6%	
Total Revenue	5,606	5,412	5,304	3,880	3.6%	5.7%	44.5%	
Operating Expenses	1,865	1,807	1,723	1,488	3.2%	8.2%	25.3%	
Fees & Commission expenses	172	153	156	122	12.4%	10.5%	41.4%	
Employee Expenses	886	926	881	725	-4.3%	0.6%	22.2%	
Interest Expenses	16	17	17	12	-6.5%	-3.6%	37.9%	
Depreciation	73	74	65	82	-0.7%	12.6%	-10.0%	
Others	717	637	604	548	12.6%	18.6%	30.8%	
EBITDA	2,908	2,961	2,592	2,088	-1.8%	12.2%	39.2%	
Profit Before Taxes	3,741	3,604	3,581	2,392	3.8%	4.5%	56.4%	
Taxes	315	898	741	415	-65.0%	-57.5%	-24.1%	Tax rate: 8.4% vs 20.7% qoq
PAT	3,426	2,706	2,840	1,977	26.6%	20.6%	73.3%	
AUM (Rs bn)	Q4FY24	Q4FY24E	Q3FY24	Q4FY23	Vs EE	QoQ change (bps)	YoY change (bps)	
QAAUM	4,313	4,313	3,777	2,932	0.0%	14.2%	47.1%	Non-MF AUM: Rs 925bn
-Debt	409		411	323		-0.4%	26.6%	
-Equity	2,082		1,805	1,287		15.4%	61.8%	SIP AUM forms ~47% of equity AUM
-Liquid	605		542	573		11.6%	5.5%	
-Others	1,217		1,019	748		19.4%	62.6%	
Ratios	Q4FY24		Q3FY24	Q4FY23		QoQ change (bps)	YoY change (bps)	
Profitability ratios (on QAAUM)								
Revenue Yield	43.4		44.8	47.5		-1.4	-4.1	MF revenue yield: 40.0bps vs 41.6bps qoq
Opex Ratio	17.3		18.3	20.3		(1.0)	(3.0)	
EBITDA Yield	27.0		27.4	28.5		(0.5)	(1.5)	
PAT Yield	31.8		30.1	27.0		1.7	4.8	
Margin								
Opex Margin	33.3%		32.5%	38.4%		77	(509)	
EBITDA Margin	62.1%		61.2%	60.0%		87	214	
PAT Margin	73.2%		67.1%	56.8%		608	1,640	

Source: Company, Equirus Securities

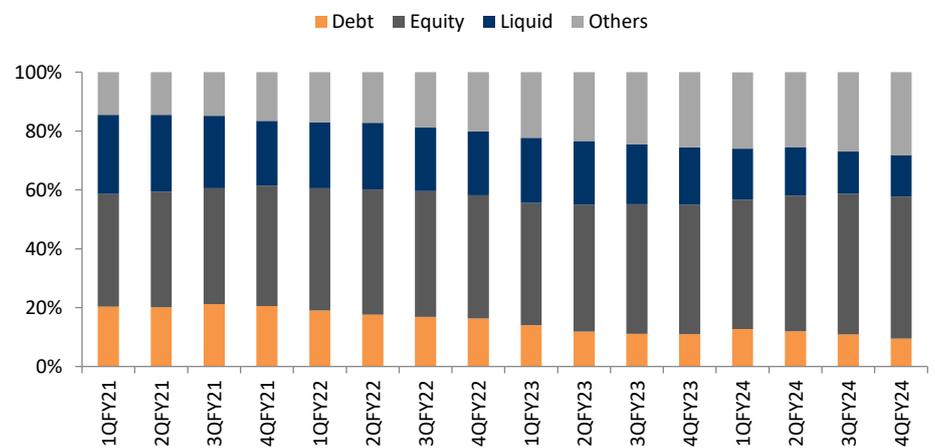
Earnings Call Takeaways

Business Update

- Revenue yields (excluding ETF) declined 0.5bps during the quarter (total 1.6bps qoq decline on standalone revenues). Segment-wise yields:
 - Equity – 63bps vs mid-60s qoq
 - Debt – 25bps vs 25 to 28bps qoq
 - Liquid – 10 to 12bps (stable qoq)
 - ETF (including gold as well as EPFO) – 15bps vs 15-20bps in 3QFY24
- Performance of most equity schemes remained strong for NAM. Management indicated that net flow market share in equity schemes (ex- arbitrage funds) were in excess of 10%
- Management highlighted that new ESOP plan has been announced. Total ESOP based charges is expected to be around Rs 850-900mn, of which 50% is expected to be charged in FY25
 - FY24 ESOP based charges were Rs 70mn
- Overall employee cost (ex-ESOP) is expected to increase by 8-10% in FY25
- During the quarter, 30-40% of the incremental other opex was one-off in nature and remaining were for business purposes
- Effective tax rates were low during the quarter on account of movement of investments from short term to long-term as well as reversal of provisions of earlier IT assessment
- On SIPs,
 - Monthly SIP flows touched Rs 23.3bn in Mar'24 and market share increased ~20bps qoq to 12.1%
 - 62% of the SIP AUM of NAM continues for more than 5 years as compared to 27% at the industry level
 - 75-80% of the SIPs are below Rs 10,000 on a monthly basis
- In AIF – Company has a commitment of Rs 61.9bn and fund raising is underway in:
 - Public Equity AIF “Nippon India Equity Opportunities AIF Scheme 9”
 - Performing Credit AIF “Nippon India Credit Opportunities AIF Scheme 1”
 - Real Estate AIF “Nippon India Yield Plus AIF Scheme 4”; a follow-on fund to an existing Real Estate mandate from Japanese Investors

Exhibit 2: QAAUM increases 14.2% qoq (+47.1% yoy) to Rs 4,313bn

Source: Company Data, Equirus

Exhibit 3: Share of equity QAAUM rises 50bps qoq to 48.3% (4QFY23: 43.9%)

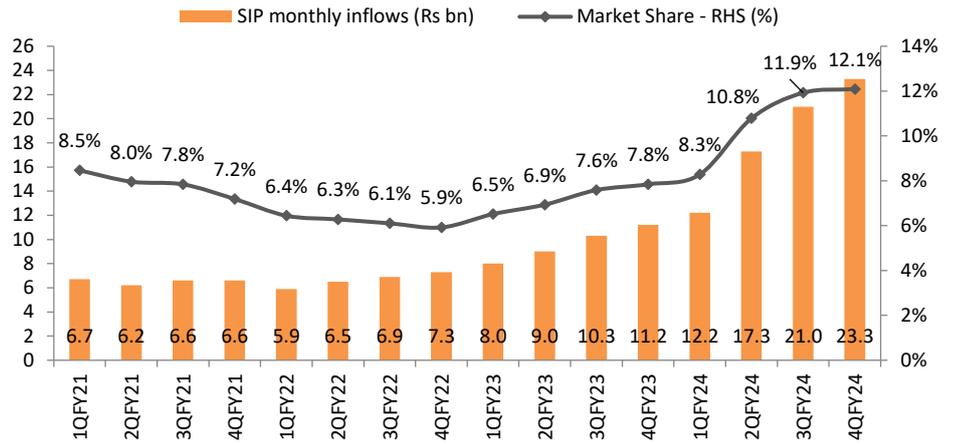
Note: Equity QAAUM includes ELSS, Growth/Equity Oriented, Hybrid, Solution Oriented schemes. Debt QAAUM includes Gilt, Income Oriented schemes. Liquid QAAUM includes Liquid fund schemes and Others include Gold ETF, Other ETF, Index Funds and FoF investing overseas; Source: Company Data, Equirus

Exhibit 4: Overall equity QAAUM-based market share expands 9bps qoq to 6.83% in 4QFY24

Market Share QAAUM	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24
Debt	5.2%	5.3%	5.6%	5.9%	5.7%	5.4%	5.4%	5.5%	6.1%	6.2%	6.1%	6.1%
Equity	6.9%	6.7%	6.5%	6.4%	6.3%	6.2%	6.2%	6.2%	6.3%	6.6%	6.7%	6.8%
Liquid	8.5%	9.0%	8.9%	8.7%	8.7%	8.5%	8.3%	7.9%	7.2%	7.3%	7.2%	7.7%
Others	12.0%	11.5%	11.6%	11.7%	12.0%	11.5%	11.2%	11.2%	11.2%	11.4%	12.5%	13.5%
Total	7.2%	7.3%	7.3%	7.4%	7.4%	7.3%	7.3%	7.2%	7.3%	7.5%	7.7%	8.0%

Note: Equity QAAUM includes ELSS, Growth/Equity Oriented, Hybrid, Solution Oriented schemes. Debt QAAUM includes Gilt, Income Oriented schemes. Liquid QAAUM includes Liquid fund schemes and Others include Gold ETF, Other ETF, Index Funds and FoF investing overseas; Source: Company Data, Equirus

Exhibit 5: Monthly SIP inflows touch Rs 23.3bn in Mar'24 (12.1% market share vs 11.9% in Dec'23)



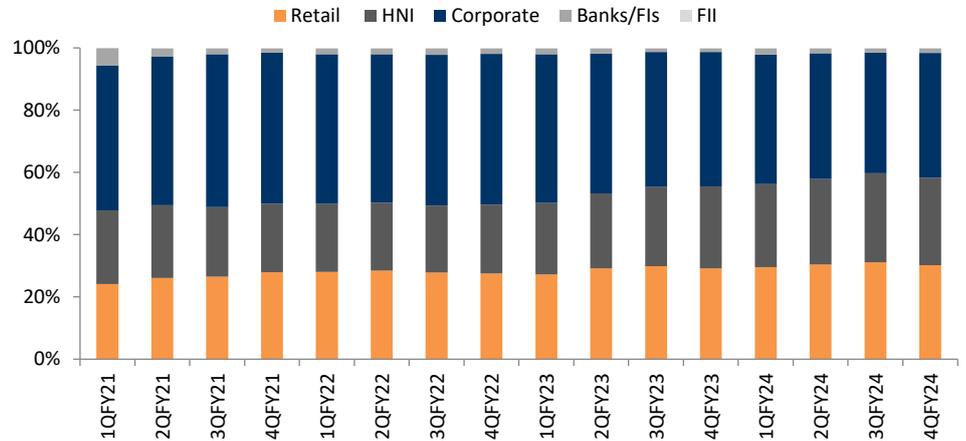
Source: Company Data, Equirus

Exhibit 6: ~47% of the equity QAAUM contributed by SIP Book

SIP AUM (Rs bn)	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24
NAM	497	507	514	482	555	583	580	683	779	914	987
Industry	5,450	5,654	5,764	5,512	6,353	6,747	6,833	7,936	8,704	9,959	10,717
Market Share (%)	9.1%	9.0%	8.9%	8.7%	8.7%	8.6%	8.5%	8.6%	9.0%	9.2%	9.2%
Equity QAAUM	1,129	1,199	1,187	1,162	1,229	1,290	1,287	1,379	1,616	1,805	2,082
SIP AUM (as % of Equity QAAUM)	44.0%	42.3%	43.3%	41.5%	45.1%	45.2%	45.1%	49.5%	48.2%	50.6%	47.4%

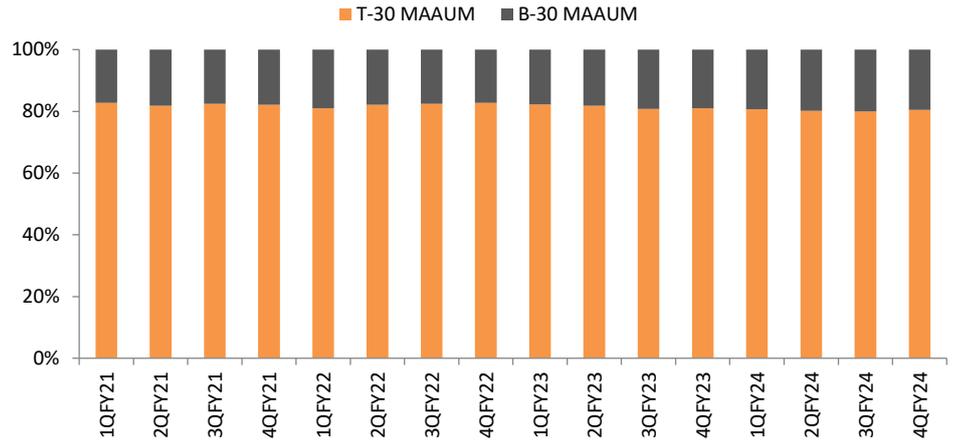
Source: Company Data, Equirus

Exhibit 7: Share of individual MAAUM at 58.3% in Mar'24 vs. 59.7% in Dec'23



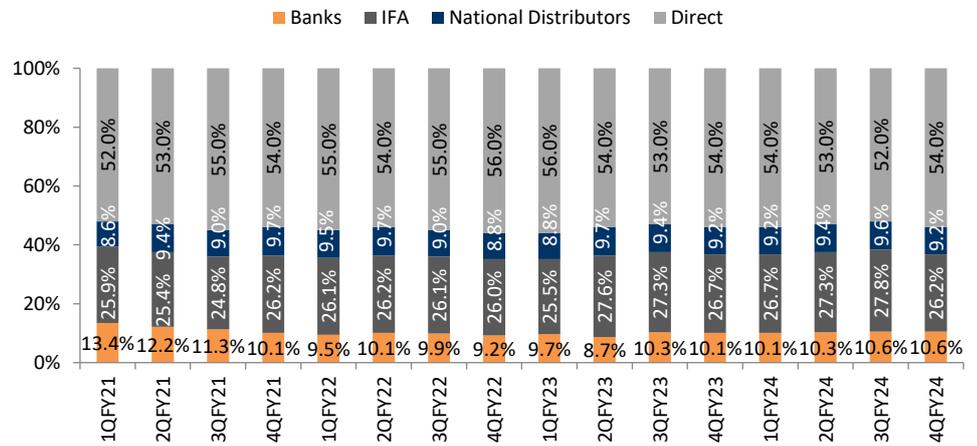
Source: Company Data, Equirus

Exhibit 8: 19.5% of MAAUM from B-30 cities as of Mar'24



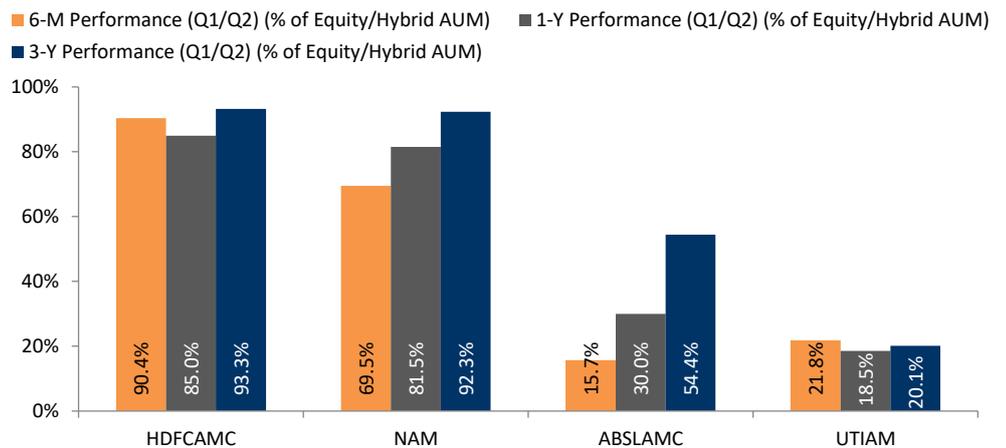
Source: Company Data, Equirus

Exhibit 9: 54% of AUM comes from direct channel



Source: Company Data, Equirus

Exhibit 10: Performance of equity AUM of NAM remains strong in 1Y/3Y time-frame



Note: data is as of 18th Mar'24; Source: Company Data, Equirus

Nippon AMC (NAM) – Q1/Q2 in 3-year time period

- NAM's performance across major equity schemes has been strong and 8 of the 10 analysed schemes either in Q1/Q2 in 3-year time period as of Dec'23.
- Performance in Small-cap/Large cap/Mid-Cap Fund stood at Q1 in all time buckets – 1, 3 and 5 years.
- NAM's market share in the estimated net inflows across these 9 core equity schemes in Feb'24 has been much higher than AUM market share of 6.7%.

Exhibit 11: 8 of the 10 analysed NAM schemes are either in Q1 or Q2 in 3-year time period as of Feb'24

	Performance period	Scheme Performance (%)			Scheme Performance - Quartile		
		Feb-23	Nov-23	Feb-24	Feb-23	Nov-23	Feb-24
Nippon India Large Cap Fund(G)	1 Yr	11.5%	18.3%	42.2%	Q1	Q1	Q1
	3 Yr	17.8%	25.1%	22.9%	Q1	Q1	Q1
	5 Yr	10.5%	15.4%	18.6%	Q2	Q1	Q1
Nippon India Vision Fund(G)	1 Yr	4.5%	21.1%	44.4%	Q2	Q2	Q2
	3 Yr	16.5%	22.1%	21.2%	Q3	Q2	Q2
	5 Yr	7.2%	15.6%	19.8%	Q4	Q3	Q3
Nippon India Growth Fund(G)	1 Yr	7.6%	34.3%	54.3%	Q2	Q1	Q1
	3 Yr	21.4%	31.1%	27.6%	Q2	Q1	Q1
	5 Yr	13.0%	23.3%	25.6%	Q2	Q1	Q1
Nippon India Small Cap Fund(G)	1 Yr	13.0%	38.4%	57.3%	Q1	Q1	Q1
	3 Yr	32.5%	40.9%	35.7%	Q1	Q1	Q1
	5 Yr	14.5%	27.1%	30.9%	Q2	Q1	Q1
Nippon India Flexi Cap Fund-Reg(G)	1 Yr	1.5%	21.1%	40.2%	Q2	Q1	Q2
	3 Yr	0.0%	0.0%	0.0%	NA	NA	NA
	5 Yr	0.0%	0.0%	0.0%	NA	NA	NA
Nippon India Multi Cap Fund(G)	1 Yr	15.2%	27.4%	48.2%	Q1	Q1	Q1
	3 Yr	20.5%	33.6%	28.4%	Q1	Q1	Q1
	5 Yr	11.5%	18.4%	21.2%	Q2	Q3	Q3
Nippon India Tax Saver (ELSS) Fund(G)	1 Yr	4.4%	15.6%	40.3%	Q2	Q2	Q2
	3 Yr	16.1%	23.4%	20.6%	Q2	Q1	Q1
	5 Yr	4.0%	12.5%	16.3%	Q4	Q4	Q3
Nippon India Value Fund(G)	1 Yr	3.0%	25.5%	55.9%	Q4	Q1	Q1
	3 Yr	19.2%	26.6%	25.6%	Q2	Q2	Q2
	5 Yr	10.6%	18.7%	22.6%	Q2	Q1	Q1
Nippon India Focused Equity Fund(G)	1 Yr	3.6%	14.6%	32.2%	Q2	Q3	Q3
	3 Yr	19.8%	24.0%	16.3%	Q1	Q1	Q3
	5 Yr	9.9%	17.3%	18.5%	Q2	Q1	Q2
Nippon India Equity Hybrid Fund(G)	1 Yr	6.4%	14.9%	31.8%	Q1	Q1	Q2
	3 Yr	10.5%	19.5%	17.3%	Q4	Q1	Q1
	5 Yr	4.5%	9.4%	11.8%	Q4	Q4	Q4

Note: Nippon Flexi Cap scheme was launched in Aug'21; Source: AMFI, Company Website, Equirus

Exhibit 12: Market share of NAM improved on a m-o-m basis across 4 schemes

	Closing AUM (Rs bn)	% mom Change	% yoy Change	Market Share (%)	bps change mom	bps change yoy	Regular TER (bps)	bps change mom	bps change yoy	Distribut Payout (As % of Regular TER)	bps change mom	bps change yoy
Nippon India Large Cap Fund(G)	227.7	6.1%	81.8%	7.4%	28	210	166	-1	-19	52.4%	151	700
Nippon India Vision Fund(G)	42.4	1.7%	40.1%	2.1%	-3	-28	203	-	-6	21.7%	-148	-368
Nippon India Growth Fund(G)	244.8	0.5%	82.6%	8.3%	-11	104	167	1	-16	47.3%	-89	960
Nippon India Small Cap Fund(G)	460.4	0.3%	92.6%	18.5%	-6	30	152	1	-26	47.4%	-429	-432
Nippon India Flexi Cap Fund-Reg(G)	61.6	3.3%	53.2%	1.8%	1	10	181	-	-21	69.1%	-110	718
Nippon India Multi Cap Fund(G)	268.1	4.2%	90.2%	21.9%	15	17	164	-1	-24	47.6%	29	714
Nippon India Tax Saver (ELSS) Fund(G)	142.9	0.9%	27.4%	6.9%	-10	-64	173	1	-9	35.3%	-195	10
Nippon India Value Fund(G)	70.6	1.0%	52.2%	4.9%	-12	-32	189	-	-10	33.3%	-159	-486
Nippon India Focused Equity Fund(G)	76.6	-1.6%	29.1%	6.1%	-15	7	187	1	-7	35.3%	-19	-233
Nippon India Equity Hybrid Fund(G)	34.0	1.5%	22.9%	1.7%	1	-4	200	-1	-10	39.5%	119	236

Source: Company Website, Equirus

Exhibit 13: Total estimated net flows across the 10 analysed schemes witnessed were positive in 4QFY24

Estimated Net Monthly Flows (Rs bn)	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24
Nippon India Large Cap Fund(G)	1.45	1.29	1.04	1.33	-0.24	1.13	1.61	5.87	5.16	5.29	6.33	9.25	6.59
Nippon India Vision Fund(G)	-0.11	-0.09	-0.11	-0.19	-0.17	-0.22	-0.58	0.41	0.01	-0.02	-0.06	0.08	-0.05
Nippon India Growth Fund(G)	1.03	1.14	1.16	1.24	2.10	2.07	1.47	5.14	2.61	3.83	4.25	4.63	3.35
Nippon India Small Cap Fund(G)	3.99	5.04	4.88	7.29	12.58	5.57	1.42	6.90	4.52	5.78	4.81	4.93	4.62
Nippon India Flexi Cap Fund-Reg(G)	0.08	0.16	-0.15	-0.51	-0.44	-0.34	-0.12	0.74	0.53	0.61	1.48	1.48	1.83
Nippon India Multi Cap Fund(G)	1.55	1.72	1.57	2.15	3.06	3.88	4.89	7.56	5.37	4.90	5.95	5.45	5.32
Nippon India Tax Saver (ELSS) Fund(G)	-0.48	-0.57	-0.69	-1.18	-1.24	-1.52	-2.34	0.25	-0.66	-0.76	-1.40	-1.07	-1.11
Nippon India Value Fund(G)	0.16	0.09	-0.05	-0.20	-0.20	-0.28	-0.74	0.33	-0.06	-0.05	-0.19	0.09	-0.13
Nippon India Focused Equity Fund(G)	0.05	-0.24	-0.02	-0.22	-0.39	0.18	-0.79	0.54	0.07	-0.02	-0.23	-0.16	-0.39
Nippon India Equity Hybrid Fund(G)	-0.50	-0.29	-0.34	-0.30	-0.14	-0.15	-0.37	0.10	-0.11	-0.11	-0.14	-0.10	-0.13

Source: Company Website, Equirus Estimates

Company Snapshot

How we differ from consensus

Particular (Rs Mn)		Equirus	Consensus	% Diff	Comment
Revenue	FY25E	19,211	21,117	-9.0%	We expect the consensus estimates to be revised
	FY26E	20,955	23,903	-12.3%	
Core EBITDA	FY25E	11,506	12,055	-4.6%	
	FY26E	12,704	13,746	-7.6%	
PAT	FY25E	11,006	11,204	-1.8%	
	FY26E	11,791	12,707	-7.2%	

Key Estimates

Key Assumptions	FY23	FY24	FY25E	FY26E	FY27E
Revenue Yield (bps of AQAAUM)	46.9	44.6	40.9	38.1	36.1
Total Expenses (bps of AQAAUM)	20.5	18.6	17.2	15.7	14.5
PAT (bps of AQAAUM)	25.1	30.0	23.4	21.4	20.4
AQAAUM Growth (%)	7.5%	28.0%	27.5%	17.2%	16.4%
Debt AQAAUM Growth (%)	-26.0%	19.0%	7.8%	15.2%	9.0%
Equity AQAAUM Growth (%)	10.1%	38.5%	35.5%	17.7%	18.0%
PAT Growth (%)	-2.7%	53.0%	-0.5%	7.1%	10.8%

Company Description

NAM is one of the largest asset managers in India, managing (directly & indirectly) assets across mutual funds including Exchange Traded Funds, managed accounts, including portfolio management services, alternative investments funds, and offshore funds and advisory mandates. It also acts as an advisor for India focused Equity & Fixed Income funds in Japan (launched by Nissay Asset Management), and in Thailand (launched by BBL Asset Management). It also manages offshore funds through its subsidiaries in Singapore & Mauritius and, also has representative office in Dubai thereby catering to investors across Asia, Middle East, UK, US, & Europe. As of Mar'24, it manages overall AUM of Rs 5.23tn and serves 24.3mn total folios.

Comparable valuation

Company	Reco.	CMP (Rs)	Mkt Cap (Rs. Bn.)	Price Target	Target Date	P/E			RoE (%)			Div Yield (%)		
						FY24A/E	FY25E	FY26E	FY24A/E	FY25E	FY26E	FY24A/E	FY25E	FY26E
AMCs														
ABSLAMC	ADD	551	159	520	Mar-25	21.4	21.4	20.3	28.0	25.4	24.3	2.8	2.8	3.0
HDFC AMC	ADD	3,660	781	3,960	Mar-25	40.2	37.4	35.0	29.5	29.5	30.3	1.9	2.0	2.1
NAM	ADD	584	368	630	Sep-25	33.3	33.4	31.2	29.5	27.3	28.6	2.8	2.7	2.9
UTIAM	ADD	948	121	860	Sep-24	18.2	20.3	17.3	15.6	12.5	13.8	2.6	2.6	3.2
Wealth Management														
360 One	LONG	801	288	870	Sep-25	37.8	33.2	27.3	24.1	26.8	30.8	2.6	2.4	2.9
ANANDRAT	ADD	3,936	165	2,875	Mar-25	71.6	56.3	46.7	41.3	40.3	37.7	0.5	0.6	0.8
PRUDENT	LONG	1,506	62	1,480	Mar-25	47.4	40.2	32.8	32.0	28.6	27.3	0.2	0.2	0.3
NUVAMA	LONG	5,386	190	6,330	Sep-25	30.6	27.5	22.6	22.8	22.3	23.6	-	1.5	1.8
RTAs														
CAMS	REDUCE	3,230	159	2,715	Mar-25	46.4	40.0	35.7	40.5	40.7	39.6	1.4	1.6	1.8
KFINTECH	ADD	654	112	600	Mar-25	45.3	39.0	33.1	24.6	23.2	22.9	-	0.6	0.8

Exhibit 14: Forward P/E Chart



Source: Equirus

Quarterly performance

Y/E Mar (Rs mn)	1QFY24A	2QFY24A	3QFY24A	4QFY24A	1QFY25E	2QFY25E	3QFY25E	4QFY25E
Revenue from Operations	3,542	3,975	4,233	4,683	4,672	4,751	4,826	4,962
Other Income	1,169	779	1,071	923	738	812	893	709
Total Income	4,710	4,754	5,304	5,606	5,410	5,564	5,720	5,670
Operating Expenses	1,517	1,561	1,642	1,775	1,858	1,917	1,980	1,949
-Employee Expenses	780	799	881	886	957	1,005	1,055	1,052
-Other Operating Expenses	737	762	760	889	901	912	925	898
EBITDA	2,024	2,414	2,592	2,908	2,813	2,834	2,846	3,012
Finance Cost	13	17	17	16	16	17	17	16
Depreciation	81	72	65	73	72	73	75	79
Profit Before Tax	3,099	3,104	3,581	3,741	3,463	3,556	3,648	3,626
Tax	746	661	741	315	797	818	839	834
Profit after Tax	2,354	2,443	2,840	3,426	2,667	2,738	2,809	2,792
QAAUM (Rs bn)								
Equity	1,379	1,616	1,805	2,082	2,176	2,277	2,382	2,491
Debt	400	419	411	409	418	434	449	466
Liquid	543	580	542	605	534	551	568	586
Others	814	891	1,019	1,217	1,276	1,329	1,393	1,450
Total QAAUM	3,137	3,506	3,777	4,313	4,405	4,591	4,793	4,993
% Growth								
Revenue from Operation	12.0	19.9	19.6	34.4	31.9	19.5	14.0	6.0
Other income	(798.6)	(4.9)	72.9	132.6	(36.8)	4.3	(16.6)	(23.2)
Total income	57.3	15.0	27.6	44.5	14.9	17.0	7.8	1.2
Total Expenses	11.3	13.1	15.4	25.3	20.8	21.7	20.2	9.6
Employee expense	(0.1)	4.4	18.0	22.2	22.8	25.8	19.7	18.7
EBITDA	96.7	15.9	33.1	54.1	11.2	14.2	2.1	(2.9)
PAT	105.9	18.5	38.7	73.3	13.3	12.1	(1.1)	(18.5)
QAAUM	12.3	23.0	29.0	47.1	40.4	31.0	26.9	15.8
Debt QAAUM	2.4	24.3	25.9	26.6	4.6	3.4	9.4	13.8
Equity QAAUM	18.7	31.5	40.0	61.8	57.8	40.9	32.0	19.6
Liquid QAAUM	(12.4)	(6.0)	(8.6)	5.5	(1.6)	(4.9)	4.8	(3.2)
Other QAAUM	30.9	33.4	41.6	62.6	56.7	49.2	36.8	19.2
Profitability Ratios (%)								
Revenue/QAAUM (bps)	45.2	45.4	44.8	43.4	42.4	41.4	40.3	39.7
Total Expenses/QAAUM (bps)	20.5	18.8	18.3	17.3	17.7	17.5	17.3	16.4
EBITDA/QAAUM (bps)	25.8	27.5	27.4	27.0	25.5	24.7	23.8	24.1
PAT/QAAUM (bps)	30.0	27.9	30.1	31.8	24.2	23.9	23.4	22.4
Revenue from Operations/Total Income	75.2	83.6	79.8	83.5	86.4	85.4	84.4	87.5
Opex/Total Income	34.2	34.7	32.5	33.3	36.0	36.1	36.2	36.1
Employee Expenses/Opex	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5
EBITDA/Total Income	43.0	50.8	48.9	51.9	52.0	50.9	49.8	53.1
PAT/Total Income	50.0	51.4	53.5	61.1	49.3	49.2	49.1	49.2
QAAUM Mix (%)								
Debt	44.0	46.1	47.8	48.3	49.4	49.6	49.7	49.9
Equity	12.7	12.0	10.9	9.5	9.5	9.4	9.4	9.3
Liquid	17.3	16.5	14.4	14.0	12.1	12.0	11.9	11.7
Others	26.0	25.4	27.0	28.2	29.0	28.9	29.1	29.0

Key Financials (Consolidated)

Income Statement

Y/E Mar (Rs mn)	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
Revenue from Operations	10,621	13,066	13,498	16,432	19,211	20,955	23,094
Other Income	3,572	2,290	1,668	3,941	3,153	2,995	3,145
Total Income	14,193	15,356	15,166	20,373	22,364	23,951	26,239
Core Operating expenses	5,046	5,159	5,551	6,495	7,705	8,251	8,862
Employee expenses	2,713	2,903	3,029	3,360	4,069	4,231	4,479
Other operating expenses	2,333	2,256	2,523	3,135	3,636	4,020	4,383
EBITDA	5,575	7,907	7,947	9,937	11,506	12,704	14,232
Depreciation	333	272	298	291	300	317	333
Finance Costs	44	38	40	62	66	69	72
Profit before tax	8,770	9,887	9,277	13,525	14,294	15,313	16,972
Tax	1,976	2,453	2,048	2,462	3,288	3,522	3,903
Net Profit	6,794	7,434	7,229	11,063	11,006	11,791	13,068

YoY Growth (%)	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
Revenue from Operations	(11.7)	23.0	3.3	21.7	16.9	9.1	10.2
Total Expenses	(14.4)	0.9	7.7	16.3	17.8	7.0	7.3
EBITDA	(8.4)	41.8	0.5	25.0	15.8	10.4	12.0
PAT	63.4	9.4	(2.7)	53.0	(0.5)	7.1	10.8
Average QAAUM	(1.5)	30.2	7.5	28.0	27.5	17.2	16.4
Investments	35.3	15.4	2.8	16.2	4.3	3.3	6.4
Total Assets	17.8	11.9	1.7	13.3	3.0	3.4	6.1

Key Ratios

Profitability (%)	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
Investment Management Fees/AQAAUM (bps)	49.6	47.2	45.9	43.7	40.2	37.4	35.4
Revenue/AQAAUM (bps)	51.7	48.9	46.9	44.6	40.9	38.1	36.1
Total Expenses/AQAAUM (bps)	26.4	20.5	20.5	18.6	17.2	15.7	14.5
EBITDA/AQAAUM (bps)	27.1	29.6	27.6	27.0	24.5	23.1	22.2
PAT/AQAAUM (bps)	33.1	27.8	25.1	30.0	23.4	21.4	20.4
Revenue/Total Income	74.8	85.1	89.0	80.7	85.9	87.5	88.0
Total Expenses/Total Income	38.2	35.6	38.8	33.6	36.1	36.1	35.3
Employee Expenses/Opex	50.0	53.1	51.4	49.1	50.4	49.0	48.3
PAT/Total Income	47.9	48.4	47.7	54.3	49.2	49.2	49.8
Tax Rate	22.5	24.8	22.1	18.2	23.0	23.0	23.0

AQAAUM Mix (%)

Debt	20.6	17.4	12.0	11.1	9.4	9.3	8.7
Equity	39.5	42.2	43.2	46.7	49.7	49.9	50.6
Liquid	24.8	22.1	20.9	15.4	11.9	11.3	11.0
Others	15.1	18.4	24.0	26.7	29.0	29.5	29.8

CAGR (%)	1 year	2 years	3 years	5 years	7 years
Revenue	21.7	12.1	15.7	2.1	4.7
PEBITDA	25.0	12.1	21.2	13.0	16.1
PAT	53.0	22.0	17.6	17.8	22.4
Networth		13.3	7.0	8.7	9.2

Balance Sheet

Y/E Mar (Rs mn)	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
Equity	6,165	6,220	6,232	6,300	6,300	6,300	6,300
Reserve & surplus	24,844	28,566	28,925	33,522	34,448	35,529	37,887
Other Liabilities	2,914	3,179	3,453	3,929	4,321	4,754	5,229
Total Liabilities	33,922	37,965	38,609	43,750	45,070	46,583	49,416
Cash & Cash Equivalents	3,606	3,384	2,727	2,706	2,253	2,329	2,471
Investments	25,500	29,417	30,231	35,127	36,634	37,829	40,267
Fixed Assets	3,021	2,961	3,073	3,328	3,527	3,704	3,889
Other Assets	1,796	2,203	2,578	2,590	2,655	2,721	2,789
Total Assets	33,922	37,965	38,609	43,750	45,070	46,583	49,416
QAAUM (Rs bn)	2,286	2,833	2,932	4,313	4,993	5,835	6,764

Per Share Data (Rs)	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
EPS	11.0	12.0	11.6	17.6	17.5	18.7	20.7
BVPS	50.3	55.9	56.4	63.2	64.7	66.4	70.1
DPS	8.0	11.0	11.5	16.5	16.0	17.0	17.0

Valuation (x)	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
P/E (x)	53.0	48.9	50.4	33.3	33.4	31.2	28.2
P/B (x)	11.6	10.4	10.4	9.2	9.0	8.8	8.3
Dividend yield (%)	1.4	1.9	2.0	2.8	2.7	2.9	2.9
RoAA (%)	21.7	20.7	18.9	26.9	24.8	25.7	27.2
RoAE (%)	23.9	22.6	20.7	29.5	27.3	28.6	30.4

RoA Tree on AQAAUM basis (bps)	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
Investment Management Fees	49.6	47.2	45.9	43.7	40.2	37.4	35.4
Other Operating Revenue	2.1	1.6	1.0	0.9	0.7	0.7	0.7
Other Income	17.4	8.6	5.8	10.7	6.7	5.4	4.9
Total income	69.1	57.4	52.7	55.3	47.6	43.5	41.0
Employee expenses	13.2	10.9	10.5	9.1	8.7	7.7	7.0
Other operating expenses	11.4	8.4	8.8	8.5	7.7	7.3	6.8
Total Operating expenses	24.6	19.3	19.3	17.6	16.4	15.0	13.8
EBITDA	27.1	29.6	27.6	27.0	24.5	23.1	22.2
Interest Expenses	0.2	0.1	0.1	0.2	0.1	0.1	0.1
Depreciation	1.6	1.0	1.0	0.8	0.6	0.6	0.5
PBT	42.7	37.0	32.3	36.7	30.4	27.8	26.5
Tax	9.6	9.2	7.1	6.7	7.0	6.4	6.1
PAT	33.1	27.8	25.1	30.0	23.4	21.4	20.4

Source: Company, Equirus Research



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