

# Piramal Finance

**BSE SENSEX** 76,015  
**S&P CNX** 23,816

**CMP: INR1,965**      **TP: INR2,325 (+18%)**      **Buy**



### Stock Info

Bloomberg	PIRAMALF IN
Equity Shares (m)	227
M.Cap.(INRb)/(USDb)	445.4 / 4.7
52-Week Range (INR)	2073 / 1235
1, 6, 12 Rel. Per (%)	13/42/-
12M Avg Val (INR M)	925
Free float (%)	53.8

### Financials Snapshot (INR b)

Y/E March	FY26	FY27E	FY28E
PPOP	22.9	39.3	57.2
PAT	15.1	24.1	36.8
PAT (ex exceptional)	0.0	22.1	36.8
EPS	67	107	163
EPS Gr. (%)	210	60	53
Consol BV/Sh. (INR)	1,247	1,342	1,480
RoA (%)	1.5	2.0	2.6
RoE (%)	5.4	8.2	11.5

### Valuation

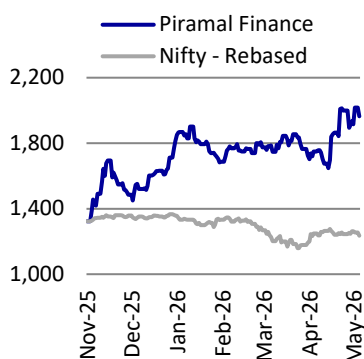
P/E (x)	29.5	18.4	12.1
P/BV (x)	1.6	1.5	1.3
Dividend yield (%)	0.6	1.3	1.7

### Shareholding pattern (%)

As On	Mar-26	Dec-25
Promoter	46.2	46.2
DII	18.8	16.3
FII	14.9	16.0
Others	20.1	21.6

FII Includes depository receipts

### Stock's performance (one-year)



## From transition to takeoff: Retail engine in full gear

**Disciplined execution, improving mix, and structural levers to drive RoA expansion**

- Piramal Finance (Piramal) continues to deliver consistent and disciplined execution across growth, asset quality, and profitability. Over recent quarters, the company has driven steady gains in operating efficiency and a sustained moderation in credit costs, while maintaining strong growth momentum. It has also made significant progress in winding down legacy wholesale exposures, strengthening the balance sheet through proactive provisioning, and building a diversified, multi-product retail franchise that is now scaling with improving profitability.
- AUM growth remains robust and well-diversified, with a notable pickup in unsecured segments such as digital loans, salaried personal loans, and MSME lending. The company is increasingly focusing on scaling high-yielding segments like MFI, micro-LAP and gold loans, while remaining opportunistic on potential M&A in these areas. We expect growth momentum to sustain, with total AUM CAGR of ~24% over FY26-FY28E.
- Margins have expanded steadily, with NIMs expanding by ~70bp over the past year, largely driven by moderation in cost of funds (CoF). We expect further expansion, supported by a continued decline in its cost of borrowings (CoB), a richer mix of high-yielding segments such as MFI, micro-LAP and gold loans, and recovery in unsecured businesses. Additionally, the recent AA+ rating upgrades by CRISIL, CARE, and ICRA should further reduce borrowing costs over the medium term.
- Operating efficiency remains a key strength, with opex-to-AUM declining consistently over the past 8-9 quarters. Despite the resumption of branch expansion, particularly in MFI and gold loans, we expect efficiency gains to continue, with opex-to-AUM likely to moderate to 3.25-3.75%, driven by productivity improvements and operating leverage.
- Asset quality has improved across the retail portfolio, with unsecured segments, including MFI, showing also sequential improvement over the past few quarters. We expect broadly stable credit costs over the next few years, which we estimate at 1.7%/1.6% for FY27/FY28E (vs. ~2% in FY26E).
- **Piramal is entering a phase where scale benefits, lower operating costs, and a stable credit framework are expected to drive RoA expansion. Key structural levers include NIM expansion (supported by a better product mix and lower CoB), enhanced operating efficiency, and a stronger margin profile.**
- **We model a total AUM CAGR of ~24% and PAT CAGR of ~56% over FY26-FY28E, with RoA/RoE reaching 2.6%/12% by FY28. We reiterate our BUY rating with a TP of INR 2,325 (based on our Mar'28E SoTP).**

### Sustained retail-led growth with gradual scale-up of new product segments

- Growth momentum remains healthy, particularly in the retail segment, where demand continues to be robust despite a relatively tight pricing environment. Additionally, the company is witnessing a pickup in unsecured segments, which is expected to support and sustain overall growth momentum going forward.
- The company remains focused on scaling underpenetrated segments such as MFI, micro-LAP and gold loans, which are expected to be important growth drivers over the medium term. This expansion is being executed in a calibrated manner, supported by improving productivity across existing branches. Management has guided for ~25% AUM growth in FY27E, which is expected to drive ~50% YoY growth in consolidated PAT during the year. We model retail AUM CAGR 25% over FY26-FY28E.
- The company continues to run down its legacy wholesale book, which has declined to INR28b (less than 3% of AUM), and it will become immaterial by the end of FY27. This is expected to enhance overall portfolio quality and reduce risk. Meanwhile, the wholesale 2.0 business is scaling steadily, with a more granular and diversified exposure across real estate and corporate mid-market segments.

### Improving product mix and declining CoF to aid margin expansion

- Piramal's margins have been on a steadily improving trajectory over the past few quarters, supported by a gradual moderation in CoF, although transmission has remained relatively slow. The company has realized ~35bp benefit in its CoF in the current rate cycle and expects a further ~10-15bp reduction in the coming months.
- Piramal is actively optimizing its liability mix by accessing lower-cost funding avenues, including ~USD350m of long-term funding from multilateral institutions such as IFC and ADB, with an overall pipeline of ~USD500m for the year.
- A key structural positive is the recent AA+ rating upgrade by CRISIL, CARE, and ICRA, which is expected to reduce CoB by ~50-80bp over time as the existing liability stack gets refinanced, while also enhancing market access and enabling higher leverage. On the asset side, yields have remained resilient, with retail AUM yields stable at ~13.2%. The company has not passed on rate cuts so far, given the limited immediate benefit on CoF.
- We expect a structural decline in CoF, driven by the factors outlined above, which should support a sustained expansion in NIMs over the next couple of years. We estimate NIMs (as a % of AUM) to expand to ~5.6%/5.9% in FY27/FY28E (vs. ~5.2% in FY26).

### Cost efficiency driven by operating leverage and digital initiatives

- Piramal continues to focus on enhancing its operational efficiency as a key lever to reduce operating expenses. Over the last 11 quarters, the company has successfully brought down its opex-to-AUM ratio by ~290bp from around 6.5% in FY23 to 3.6% as of Mar'26, reflecting the impact of scale benefits, digitization, and tighter cost controls.
- Following six quarters of pause in branch expansion, the company has now opened more than ~100 branches in 4QFY26, comprising 26 full-service branches, 22 gold loan branches, and ~60 MFI branches. The company further plans to open 180 new gold loan branches in FY27. Despite that, we remain

confident that operating leverage and productivity gains will ensure continued improvement in the opex-to-AUM ratio over the next few quarters.

- Technology, particularly AI, is playing an increasingly important role in driving efficiency. The company has made significant progress in deploying AI-led solutions in collections, where AI bots are now delivering performance comparable to human agents. This enables scalable and cost-efficient hybrid collection models going forward. We expect C/I ratio to decline to 49/42% in FY27/FY28E (vs. 59% in FY26).

#### Asset quality resilience with improving trends across segments

- Asset quality has improved across most segments, with improving trends in unsecured portfolios and continued resilience in secured lending. Retail 90+ dpd remains well controlled at ~0.6%, broadly within the narrow range seen over the past several years. The unsecured portfolio has shown meaningful improvement, with delinquencies declining to the lowest levels in the past two years. The MFI segment, in particular, is nearing its long-term benign risk levels.
- Within secured lending, the home loan portfolio continues to exhibit strong and stable performance. While used car loans saw some stress earlier in the year, recent originations indicate stabilization and improved credit quality.
- Overall, we believe the company has maintained asset quality within a well-controlled range over the past few quarters despite industry-wide stress, with credit costs also remaining range-bound. We expect asset quality to improve further as sectoral stress gradually subsides and model credit costs of 1.7%/1.6% in FY27/FY28E (vs. 1.5% in FY26).

#### Valuation and view

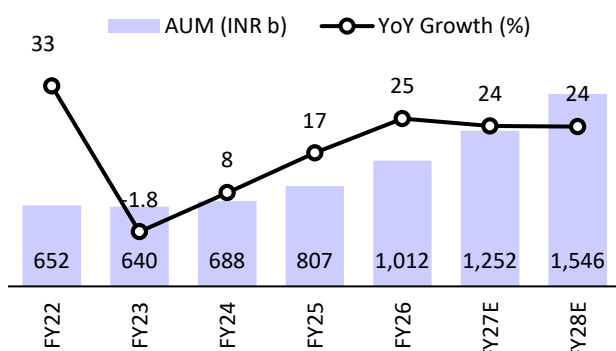
- Piramal has emerged as a large, young, and fast-scaling NBFC with a clear leadership position in semi-urban India. The company's disciplined pivot toward retail, strong growth in affordable housing, competitive pricing, stable risk behavior, and improving operating leverage position it well for meaningful profitability expansion.
- The company is now moving into a phase where the benefits of its multi-year transformation should start reflecting more strongly in its financial performance. With a predominantly retail portfolio in place, the company is positioned for greater stability in credit costs and clearer margin visibility. The earnings volatility of the transition years is now firmly behind it, as the legacy wholesale book has been substantially run down and the retail engine will now drive consistent, predictable outcomes. The company expects profits to grow by ~50% YoY in FY27E leading to RoAUM expanding from 2.1% in FY26 to 2.5% by 4QFY27.
- We estimate a total AUM CAGR of ~24% and a ~25% CAGR in Retail AUM over FY26-28E. We reiterate our BUY rating on the stock with a TP of INR2,325 (based on our Mar'28E SoTP).

#### Piramal: SOTP - Mar'28

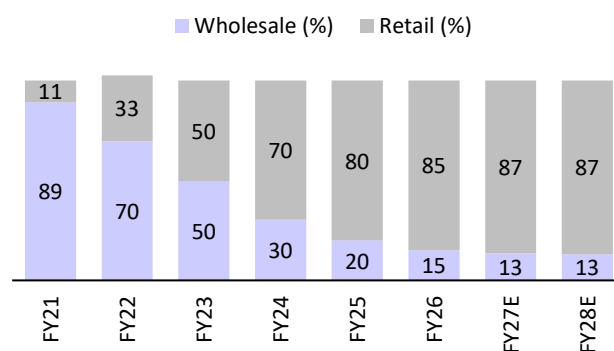
	Value (INR B)	Value (USD B)	INR per share	% To Total	Rationale
Lending Business	482	5.8	2,143	92	❖ 1.4x Mar'28E PBV
Shriram Group	24	0.3	107	5	❖ Based on its stake in General Insurance Businesses
Life Insurance	8	0.1	34	1	
Alternatives	9	0.1	40	2	
<b>Target Value</b>	<b>523</b>	<b>6.3</b>	<b>2,325</b>	<b>100</b>	

## Story in charts

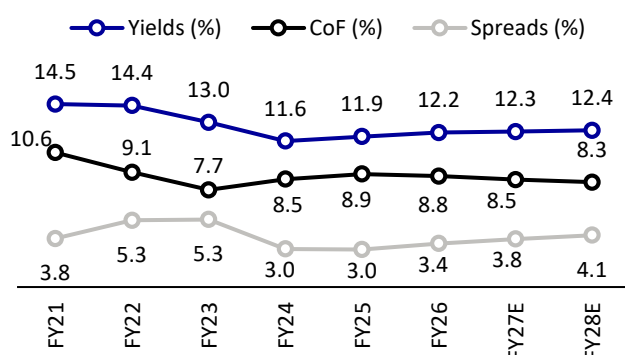
**Exhibit 1: AUM CAGR of ~24% over FY26-FY28E**



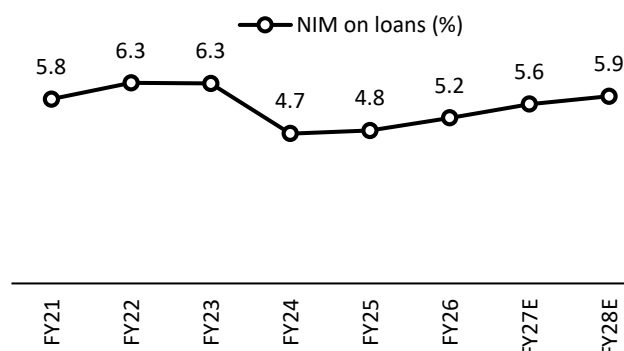
**Exhibit 2: Retail mix continues to increase**



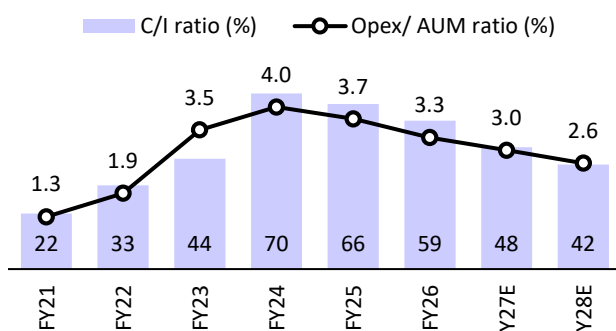
**Exhibit 3: Expect improvement in yields and decline in CoF...**



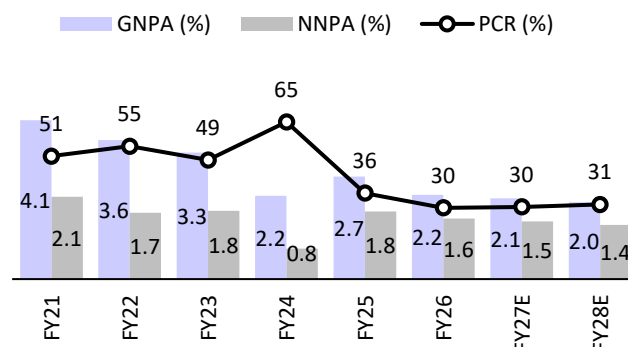
**Exhibit 4: ...to lead to NIM expansion in FY27E/28E**



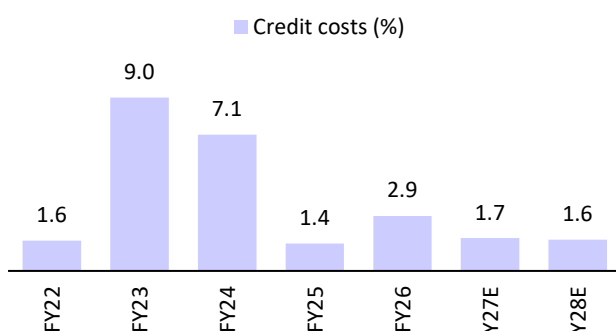
**Exhibit 5: Operating costs will continue to improve**



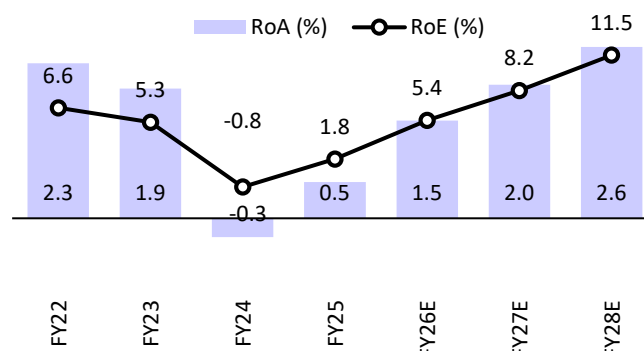
**Exhibit 6: Expect further improvement in asset quality**



**Exhibit 7: Credit costs to gradually come down**



**Exhibit 8: RoA/RoE of 2.6%/11.5% in FY28E**



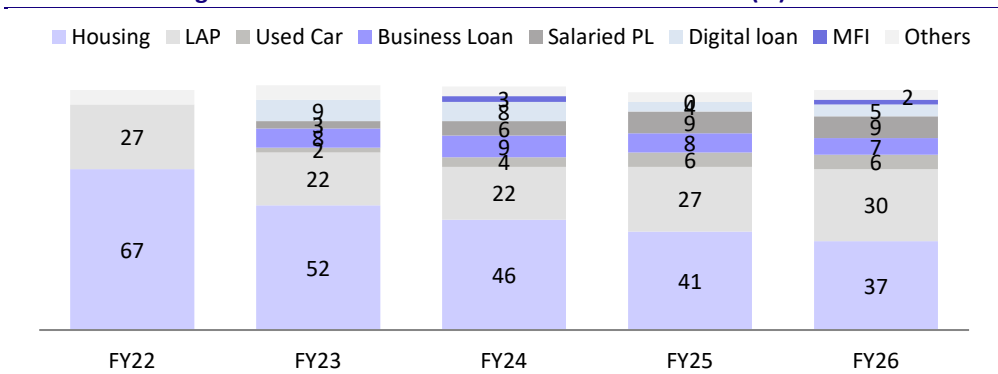
Source: MOFSL, Company

Source: MOFSL, Company;

### Sustained retail-led growth with gradual scale-up of new product segments

- Piramal’s strategy is centered on ‘Middle India’ – cities ranked 100 to 1,000, where the company sees stronger growth opportunities and lower competitive intensity. The lending franchise is intentionally positioned neither toward large metros nor deep-rural India, but squarely in high-growth semi-urban India. Management highlighted that the semi-urban markets have outperformed both urban and rural segments over the last few years, and Piramal’s footprint has benefited from the relative resilience of urban-adjacent catchments.
- Management shared that it is witnessing strong traction across all its products. The retail business is growing at ~33%, while consolidated AUM growth stands at ~25%. The company intends to maintain a balanced product mix, gradually increasing the share of unsecured lending. Currently, unsecured loans account for ~18% of total AUM, which is expected to rise to 25% of total AUM over the medium term. Importantly, the new retail book has already achieved scale, breakeven, and steady risk outcomes. Management has guided for ~25% AUM growth in FY27E, which is expected to drive ~50% YoY growth in consolidated PAT during the year. We model retail AUM CAGR 25% over FY26-FY28E.

**Exhibit 9: Housing + LAP constitute ~67% of overall retail AUM mix (%)**

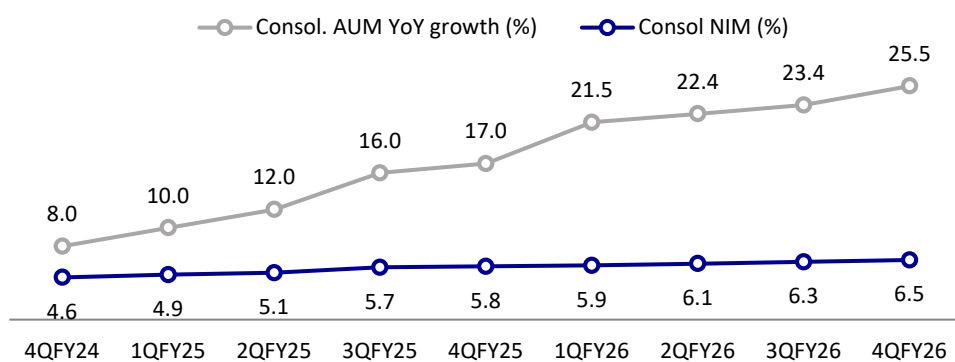


Source: MOFSL, Company

### Improving product mix and declining CoF to aid margin expansion

- Piramal’s margins have been on a steadily improving trajectory over the past few quarters, supported by a gradual moderation in CoF, although transmission has remained relatively slow. The company has realized ~25bp benefit in its CoF in the current rate cycle and expects a further ~25bp reduction in the coming months.
- Piramal has received multiple rating upgrades across agencies, including CRISIL, S&P, CARE, and ICRA, reflecting a strengthening in its credit profile. This is expected to improve borrowing efficiency and enable access to funding at more competitive rates. With ratings now largely in the AA+ category across domestic agencies, the company is well-positioned to benefit from a structurally lower CoF going ahead.
- Further, the company is focused on increasing the share of unsecured retail AUM to ~30% from ~22% currently over the next few years, along with a gradual scale-up in high-yielding segments such as gold and MFI loans, which is expected to support NIM expansion.
- We expect a structural decline in CoF, driven by the factors outlined above, which should support a sustained expansion in NIMs over the next couple of years. We estimate NIMs (as a % of AUM) to expand to ~5.6%/5.9% in FY27/FY28E (vs. ~5.2% in FY26).

**Exhibit 10: Consol. AUM growth and NIM are increasing (%)**

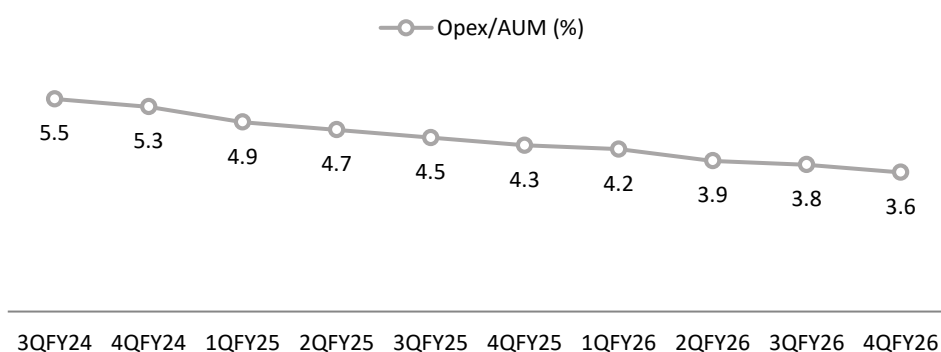


Source: MOFSL, Company

**Advancing results through AI integration**

- AI adoption has delivered clear, measurable gains for Piramal, with underwriting outcomes strengthening as horizontal risk fell 40% YoY for three consecutive years, and fraud risk (straight flows 90+ dpd) declined by over 50% annually over the same period.
- Productivity has also seen a step change, with sales efficiency rising 25%, credit manager output up 20%, operations manager productivity nearly 60% higher, and call center productivity improving 17%, alongside faster loan disbursements and throughput that have supported stronger growth.
- Customer experience has improved meaningfully, with the quarterly complaint ratio falling from 2.6 per thousand to just 0.3 per thousand in about three years. Developers have been empowered, with nearly half of all codes now AI-generated, enabling faster development and smoother integration.

**Exhibit 11: Consistent improvement in retail opex-to-AUM ratio over the past 10 quarters**

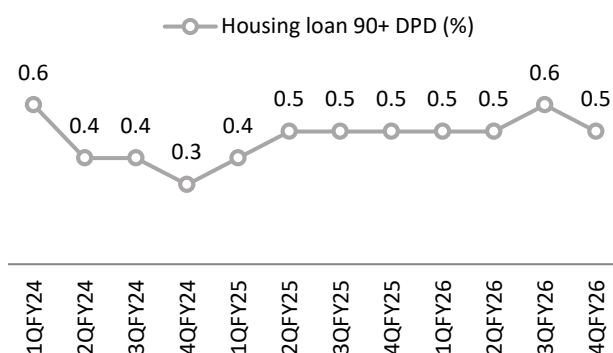


Source: MOFSL, Company

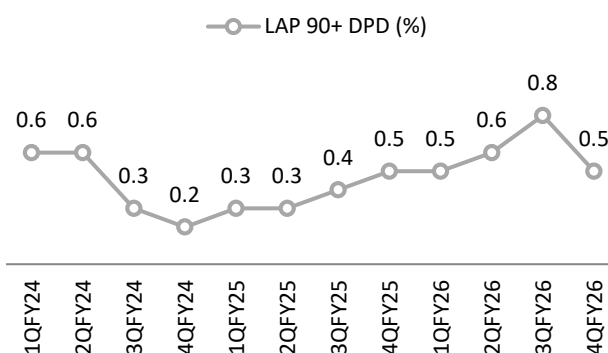
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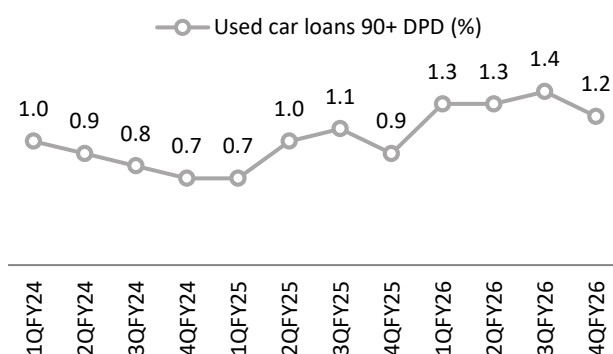
- Within secured lending, the home loan portfolio continues to exhibit strong and stable performance. While used car loans saw some stress earlier in the year, recent originations indicate stabilization and improved credit quality.
- Overall, we believe the company has maintained asset quality within a well-controlled range over the past few quarters despite industry-wide stress, with credit costs also remaining range-bound. We expect asset quality to improve further as sectoral stress gradually subsides and model credit costs of 1.7%/1.6% in FY27/FY28E (vs. 1.5% in FY26E).

**Exhibit 12: Housing loan 90+ dpd (%)**


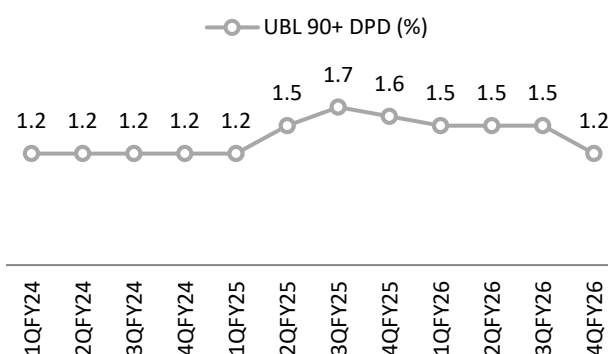
Source: MOFSL, Company

**Exhibit 13: LAP 90+ dpd (%)**


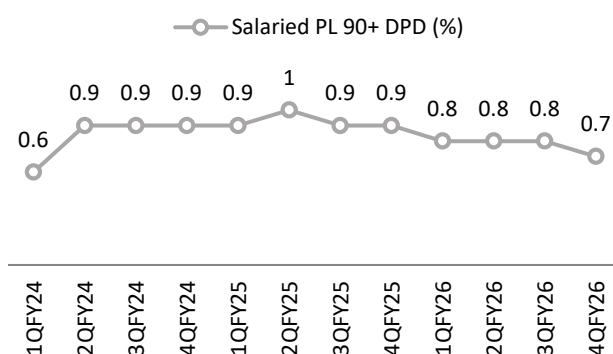
Source: MOFSL, Company;

**Exhibit 14: Used car 90+ dpd (%)**


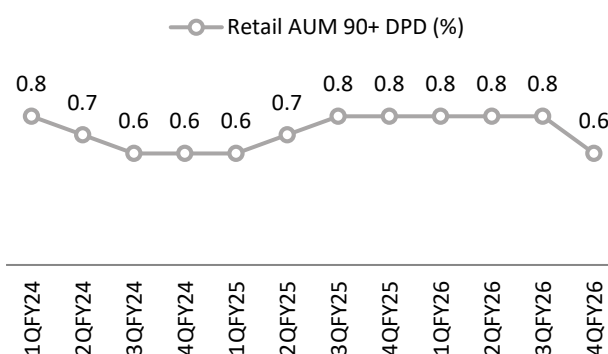
Source: MOFSL, Company

**Exhibit 15: Business loan 90+ dpd (%)**


Source: MOFSL, Company

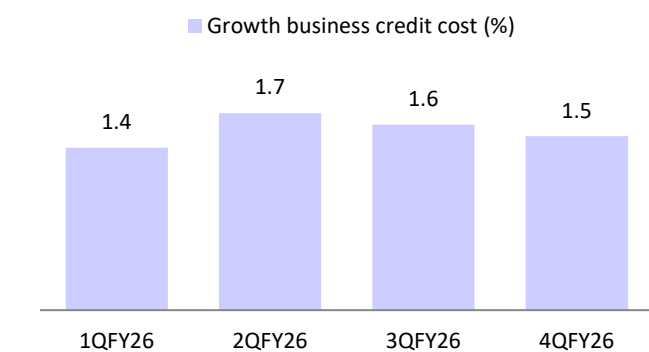
**Exhibit 16: Salaried PL 90+ dpd (%)**


Source: MOFSL, Company

**Exhibit 17: Retail AUM 90+ dpd (%)**


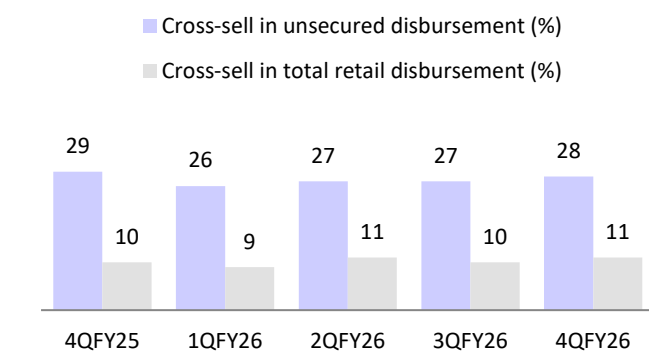
Source: MOFSL, Company

**Exhibit 18: Growth business credit cost at 1.5% in 4QFY26**



Source: MOFSL, Company

**Exhibit 19: Cross sell %**



Source: MOFSL, Company;

Note: ECL rebalancing in 1Q-2QFY26 had a net impact of 36bp

### Capital and balance sheet optimization

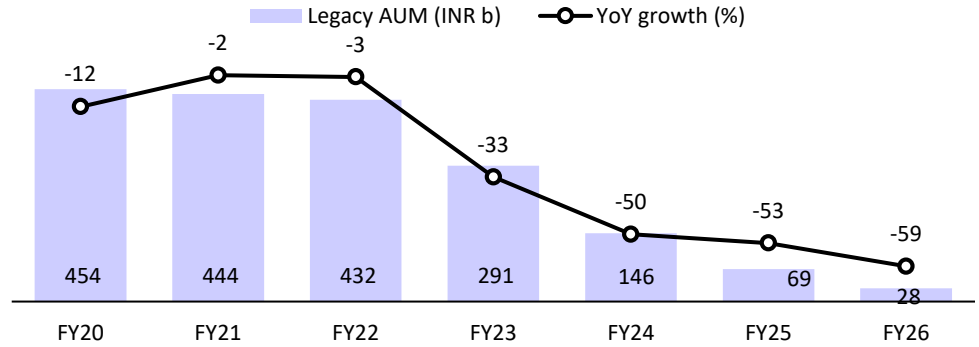
- Piramal has received an amount of INR148m and may receive additional proceeds in subsequent years from eligible profits and future earnouts related to the Imaging Group, subject to an overall cap of USD200m (including the USD148m already received). This has supported the company in reducing its legacy wholesale book without any impact on net worth.
- Further, the company has completed the sale of its entire equity stake in Shriram Life Insurance Company Limited to Sanlam Emerging Markets (Mauritius) Limited for a consideration of INR6b, and has received the full amount on 30<sup>th</sup> Mar'26.

### Management transition

- Piramal shared that Jagdeep Mallareddy (CEO – Retail Lending) and Sumit Madan (COO) have resigned to pursue opportunities outside the company. They will continue with the company until Mar'26. Imtiaz Ahmed has been appointed as CBO (Retail) and will be driving growth and sales, while Vikas Arora has been appointed as the COO to oversee control and risk functions. This is in line with the earlier organizational structure.
- The realignment of responsibilities between Imtiaz Ahmed (driving retail growth and sales) and Vikas Arora (overseeing control and risk functions) is consistent with the company's existing organizational design, indicating no shift in strategic priorities or operating approach. Given the planned nature of these changes and the clarity in role allocation, we do not anticipate any impact on execution, business momentum, or risk management, with operations expected to remain stable and uninterrupted.

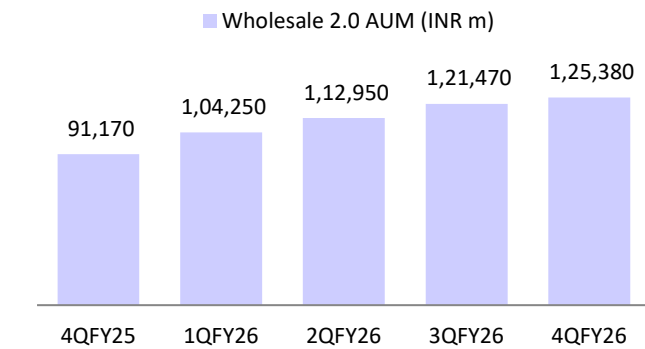
## Legacy wholesale and wholesale 2.0: Story in charts

**Exhibit 20: Accelerated rundown of legacy AUM**



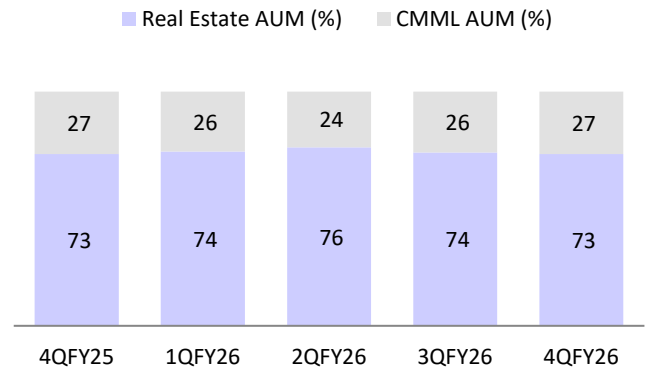
Source: MOFSL, Company

**Exhibit 21: Wholesale 2.0 AUM stood at INR125b as of Mar'26**



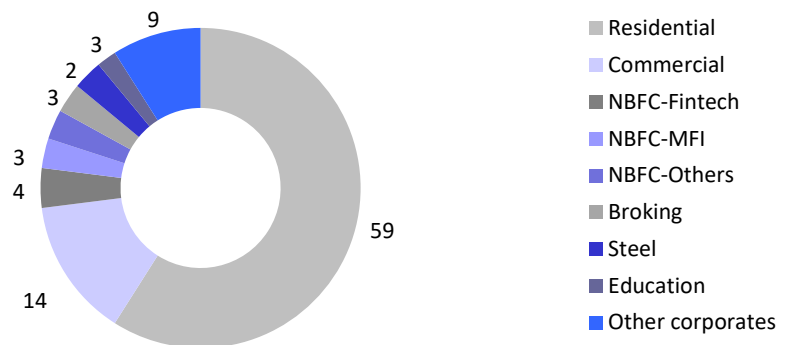
Source: MOFSL, Company

**Exhibit 22: Wholesale 2.0 AUM Mix (%)**



Source: MOFSL, Company

**Exhibit 23: Wholesale 2.0 AUM Mix (%)**

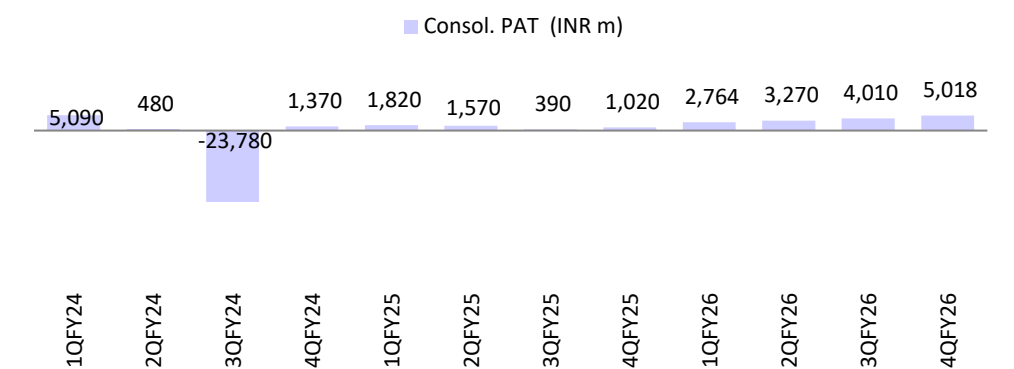


Note: Data as of 4QFY26; Source: MOFSL, Company

### Valuation and view

- Piramal has emerged as a large, young, and fast-scaling NBFC with a clear leadership position in semi-urban India. The company's disciplined pivot toward retail, strong growth in affordable housing, competitive pricing, stable risk behavior, and improving operating leverage position it well for meaningful profitability expansion.
- The company is now moving into a phase where the benefits of its multi-year transformation should start reflecting more strongly in its financial performance. With a predominantly retail portfolio in place, the company is positioned for greater stability in credit costs and clearer margin visibility. The earnings volatility of the transition years is now firmly behind it, as the legacy wholesale book has been substantially run down and the retail engine will now drive consistent, predictable outcomes. The company expects profits to grow by ~50% YoY in FY27E leading to RoAUM expanding from 2.1% in FY26 to 2.5% by 4QFY27.
- We estimate a total AUM CAGR of ~24% and a ~25% CAGR in Retail AUM over FY26-28E. We reiterate our BUY rating on the stock with a TP of INR2,325 (based on our Mar'28E SoTP).

#### Exhibit 24: Volatility in earnings behind; steady profitability over the last nine quarters



Source: MOFSL, Company

#### Exhibit 25: Piramal: SOTP - Mar'28

	Value (INR B)	Value (USD B)	INR per share	% To Total	Rationale
Lending Business	482	5.8	2,143	92	❖ 1.4x Mar'28E PBV
Shriram Group	24	0.3	107	5	❖ Based on its stake in General Insurance Businesses
Life Insurance	8	0.1	34	1	
Alternatives	9	0.1	40	2	
<b>Target Value</b>	<b>523</b>	<b>6.3</b>	<b>2,325</b>	<b>100</b>	

## Financials and valuations

								INR m
Income statement								
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Interest Income	69,260	75,228	77,986	74,230	89,090	1,11,213	1,39,260	1,73,505
Interest Expended	41,580	42,251	40,412	44,004	53,174	63,902	75,502	91,228
<b>Net Interest Income</b>	<b>27,680</b>	<b>32,977</b>	<b>37,574</b>	<b>30,226</b>	<b>35,916</b>	<b>47,311</b>	<b>63,758</b>	<b>82,277</b>
Change (%)		19.1	13.9	-19.6	18.8	31.7	34.8	29.0
Other Income	1,150	3,881	12,881	9,480	10,040	8,694	12,560	15,616
<b>Net Income</b>	<b>28,830</b>	<b>36,858</b>	<b>50,456</b>	<b>39,706</b>	<b>45,956</b>	<b>56,005</b>	<b>76,317</b>	<b>97,893</b>
Change (%)		27.8	36.9	-21.3	15.7	21.9	36.3	28.3
Operating Expenses	6,360	12,284	22,148	27,740	30,143	33,078	36,979	40,674
<b>PPoP</b>	<b>22,470</b>	<b>24,574</b>	<b>28,307</b>	<b>11,966</b>	<b>15,814</b>	<b>22,927</b>	<b>39,338</b>	<b>57,219</b>
Change (%)		9.4	15.2	-57.7	32.2	45.0	71.6	45.5
Provisions/write offs	10	8,299	54,101	45,638	10,740	26,080	19,321	22,867
<b>PBT</b>	<b>22,460</b>	<b>16,275</b>	<b>-25,793</b>	<b>-33,672</b>	<b>5,074</b>	<b>-3,153</b>	<b>20,018</b>	<b>34,352</b>
Tax	5,790	4,062	-39,781	-15,949	1,594	-1,231	0	0
Tax Rate (%)	25.8	19.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>PAT (before associate income)</b>	<b>16,670</b>	<b>12,213</b>	<b>13,987</b>	<b>-17,724</b>	<b>3,479</b>	<b>-1,922</b>	<b>20,018</b>	<b>34,352</b>
Associate Income	0	5,939	3,886	1,540	1,366	1,889	2,078	2,494
<b>PAT (before exceptional)</b>	<b>16,670</b>	<b>18,152</b>	<b>17,873</b>	<b>-16,184</b>	<b>4,845</b>	<b>-33</b>	<b>22,096</b>	<b>36,846</b>
Exceptional items	0	-1,529	80,663	13,840	0	15,084	2,000	0
<b>PAT (after exceptional)</b>	<b>16,670</b>	<b>16,622</b>	<b>98,536</b>	<b>-2,344</b>	<b>4,845</b>	<b>15,051</b>	<b>24,096</b>	<b>36,846</b>
Profit from discontinued Operations	0	3,365	0	0	0	0	0	0
<b>Reported net profit/loss</b>	<b>16,670</b>	<b>19,988</b>	<b>98,536</b>	<b>-2,344</b>	<b>4,845</b>	<b>15,051</b>	<b>24,096</b>	<b>36,846</b>

								INR m
Balance sheet								
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Capital	451	477	477	449	451	452	452	452
Reserves & Surplus	1,80,279	3,54,414	3,10,114	2,65,121	2,70,509	2,81,463	3,03,071	3,34,134
<b>Net Worth</b>	<b>1,80,730</b>	<b>3,68,369</b>	<b>3,10,591</b>	<b>2,65,571</b>	<b>2,70,959</b>	<b>2,81,915</b>	<b>3,03,524</b>	<b>3,34,586</b>
Borrowings	3,75,564	5,54,510	4,95,828	5,34,020	6,54,840	7,99,892	9,76,626	12,21,641
Change (%)	0	48	-11	8	23	22	22	25
Other liabilities	5,086	39,549	23,891	24,274	20,681	20,975	16,780	13,424
<b>Total Liabilities</b>	<b>5,61,380</b>	<b>9,98,729</b>	<b>8,37,522</b>	<b>8,26,050</b>	<b>9,49,434</b>	<b>11,05,465</b>	<b>12,96,929</b>	<b>15,69,651</b>
<b>Loans and advances</b>	<b>4,61,680</b>	<b>4,93,180</b>	<b>4,63,946</b>	<b>5,49,434</b>	<b>6,57,918</b>	<b>8,48,380</b>	<b>10,51,751</b>	<b>12,98,960</b>
Change (%)	0	7	-6	18	20	29	24	24
<b>Investments</b>		<b>2,48,565</b>	<b>2,23,318</b>	<b>1,25,130</b>	<b>1,25,387</b>	<b>98,138</b>	<b>88,324</b>	<b>79,492</b>
Net Fixed Assets	1,200	86,715	7,385	6,232	4,931	4,290	3,003	2,102
Cash and Cash equivalents	38,500	71,872	46,491	44,468	62,759	55,679	55,000	60,000
Deferred tax assets		13,679	18,472	28,756	27,404	27,674	27,674	27,674
Other assets	60,000	71,366	77,910	72,030	71,036	71,303	71,177	1,01,423
<b>Total Assets</b>	<b>5,61,380</b>	<b>9,98,729</b>	<b>8,37,522</b>	<b>8,26,050</b>	<b>9,49,434</b>	<b>11,05,465</b>	<b>12,96,929</b>	<b>15,69,651</b>

E: MOFSL Estimates

## Financials and valuations

Ratios								
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
<b>Spreads Analysis (%)</b>								
Yield on loans	14.5	14.4	13.0	11.6	11.9	12.2	12.3	12.4
Cost of funds	10.6	9.1	7.7	8.5	8.9	8.8	8.5	8.3
Spread	3.8	5.3	5.3	3.0	3.0	3.4	3.8	4.1
Net Interest Margin	5.8	6.3	6.3	4.7	4.8	5.2	5.6	5.9
<b>Profitability Ratios (%)</b>								
RoE	9.9	6.6	5.3	-0.8	1.8	5.4	8.2	11.5
RoA	3.1	2.3	1.9	-0.3	0.5	1.5	2.0	2.6
C/I ratio	22.1	33.3	43.9	69.9	65.6	59.1	48.5	41.5
<b>Asset Quality (%)</b>								
Gross NPA	20,180	22,270	20,550	14,300	19,510	19,700	23,339	27,452
Gross NPA (% of AUM)	4.1	3.6	3.3	2.2	2.7	2.2	2.1	2.0
Net NPA	9,870	9,980	10,380	4,960	12,540	13,870	16,337	18,942
Net NPA (% of AUM)	2.1	1.7	1.8	0.8	1.8	1.6	1.5	1.4
PCR (%)	51.1	55.2	49.5	65.3	35.7	29.6	30.0	31.0
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
<b>AUM (INR m)</b>								
AUM (INR m)	4,88,910	6,51,850	6,39,890	6,88,460	8,06,890	10,12,300	12,52,084	15,46,380
YoY growth (%)	-5	33	-2	8	17	25	24	24
<b>AUM Mix (%)</b>								
Wholesale	89.2	69.6	49.8	30.4	19.9	15.2	13.5	13.1
Retail	10.8	33.1	50.2	69.6	80.1	84.8	86.5	86.9
<b>Total</b>	<b>100.0</b>	<b>102.6</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
<b>Wholesale Loans (INR m)</b>								
Wholesale Loans (INR m)	3,93,650	3,84,620	2,74,960	2,09,190	1,60,370	1,53,450	1,68,795	2,02,554
YoY growth (%)	-13.3	-2.3	-28.5	-23.9	-23.3	-4.3	10.0	20.0
<b>Retail Loans (INR m)</b>								
Retail Loans (INR m)	53,030	2,15,520	3,21,440	4,79,270	6,46,520	8,58,850	10,83,289	13,43,826
YoY growth (%)	-4.2	306.4	49.1	49.1	34.9	32.8	26.1	24.1
<b>Total Loan Book</b>								
Total Loan Book	<b>4,46,680</b>	<b>6,00,140</b>	<b>5,96,400</b>	<b>6,88,460</b>	<b>8,06,890</b>	<b>10,12,300</b>	<b>12,52,084</b>	<b>15,46,380</b>
YoY growth (%)	-12.4	34.4	-0.6	15.4	17.2	25.5	23.7	23.5
VALUATION	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Book Value (INR)	801	1,544	1,301	1,182	1,202	1,247	1,342	1,480
<b>Price-BV (x)</b>		<b>1.3</b>	<b>1.5</b>	<b>1.7</b>	<b>1.6</b>	<b>1.6</b>	<b>1.5</b>	<b>1.3</b>
EPS (INR)	73.9	69.7	74.9	-10.4	21.5	66.6	106.6	163.0
EPS Growth YoY		-6	8	-114	-306	210	60	53
<b>Price-Earnings (x)</b>		<b>28.2</b>	<b>26.2</b>	<b>-188.3</b>	<b>91.4</b>	<b>29.5</b>	<b>18.4</b>	<b>12.1</b>
Dividend per share (INR)			31.0	10.0	11.0	11.0	25.6	32.6
<b>Dividend yield (%)</b>			<b>1.6</b>	<b>0.5</b>	<b>0.6</b>	<b>0.6</b>	<b>1.3</b>	<b>1.7</b>

Du-pont	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Interest income	13.7	9.6	8.5	8.9	10.0	10.8	11.6	12.1
Interest expense	8.2	5.4	4.4	5.3	6.0	6.2	6.3	6.4
<b>NII</b>	<b>5.5</b>	<b>4.2</b>	<b>4.1</b>	<b>3.6</b>	<b>4.0</b>	<b>4.6</b>	<b>5.3</b>	<b>5.7</b>
Fee and other income	0.2	0.5	1.4	1.1	1.1	0.8	1.0	1.1
<b>Total income</b>	<b>5.7</b>	<b>4.7</b>	<b>5.5</b>	<b>4.8</b>	<b>5.2</b>	<b>5.5</b>	<b>6.4</b>	<b>6.8</b>
Operating expense	1.3	1.6	2.4	3.3	3.4	3.2	3.1	2.8
<b>PPOP</b>	<b>4.4</b>	<b>3.2</b>	<b>3.1</b>	<b>1.4</b>	<b>1.8</b>	<b>2.2</b>	<b>3.3</b>	<b>4.0</b>
Provisions (annualized)	0.0	1.1	5.9	5.5	1.2	2.5	1.6	1.6
<b>PBT</b>	<b>4.4</b>	<b>2.1</b>	<b>-2.8</b>	<b>-4.0</b>	<b>0.6</b>	<b>-0.3</b>	<b>1.7</b>	<b>2.4</b>
<b>ROA (before associate and exceptional)</b>	<b>3.3</b>	<b>1.6</b>	<b>1.5</b>	<b>-2.1</b>	<b>0.4</b>	<b>-0.2</b>	<b>1.7</b>	<b>2.4</b>
<b>Consol RoA (including associate and exceptional)</b>		<b>2.6</b>	<b>10.9</b>	<b>-2.0</b>	<b>0.5</b>	<b>1.5</b>	<b>2.0</b>	<b>2.6</b>
Assets-to-equity	3.0	2.8	2.7	2.9	3.3	3.7	4.1	4.5
<b>Consol ROE (PAT)</b>	<b>9.9</b>	<b>7.3</b>	<b>29.4</b>	<b>-5.8</b>	<b>1.8</b>	<b>5.4</b>	<b>8.2</b>	<b>11.5</b>

E: MOFSL Estimates

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