

MAS Financial Services

Estimate change	
TP change	1
Rating change	—

Bloomberg	MASFIN IN
Equity Shares (m)	181
M.Cap.(INRb)/(USDb)	60.4 / 0.7
52-Week Range (INR)	350 / 220
1, 6, 12 Rel. Per (%)	11/29/12
12M Avg Val (INR M)	64

Financials & Valuations (INR b)

Y/E March	FY25	FY26E	FY27E
Total income	8.0	10.0	12.7
PPP	5.4	6.5	8.4
PAT	3.1	3.6	4.7
EPS (INR)	16.9	20.1	25.9
EPS Gr. (%)	11.6	19.0	29.0
BVPS (INR)	140	158	182
Ratios (%)			
NIM	7.1	6.8	6.9
C/I ratio	32.8	35.2	33.8
RoA	2.9	2.8	2.9
RoE	14.4	13.5	15.2
Payout	10.0	9.2	9.1
Valuations			
P/E (x)	20	17	12.9
P/BV (x)	2.4	2.1	1.8
Div. yield (%)	0.5	0.6	0.7

Shareholding pattern (%)

As on	Jun-25	Mar-25	Jun-24
Promoter (%)	66.6	66.6	66.6
DII (%)	20.0	20.1	20.4
FII (%)	3.1	3.1	3.6
Others (%)	10.3	10.1	9.4

FII Includes depository receipts

CMP: INR333 TP: INR400 (+20%) Bu

Strategic focus on organic retail with a risk-calibrated approach

NIM improves ~10bp QoQ; asset quality broadly stable

- MAS Financial Services (MASFIN)'s 1QFY26 PAT grew ~19% YoY to INR839m (in line). Fee income rose ~55% YoY to ~INR300m. Net total income was up 36% YoY to INR2.4b (in line), while opex at INR827m grew ~46% YoY (8% higher than MOFSLe). PPoP was INR1.5b (in line) and grew 31% YoY.
- Management indicated that the macroeconomic environment has not fully stabilized, which led to AUM growth coming in at the lower end of the guided range. However, it expects the momentum to improve in 2H, aided by a pickup in economic activity and the upcoming festive season.
- The company reiterated its guidance of ~20-25% AUM growth, with the organic retail business likely to outpace its partnership business. This will be driven by continued branch expansion and a strategic focus on the SME business, which is expected to be its key growth driver. We estimate a ~24% PAT CAGR over FY25-27, with RoA/RoE of ~2.9%/15% in FY27E. Reiterate BUY with a TP of INR400 (based on 2.2x Mar'27E BV).

AUM grows ~20% YoY; strong growth in salaried personal loans

- MASFIN's standalone AUM stood at ~INR125b and rose ~20% YoY/3%
 QoQ. Within this, AUM of micro-enterprise/SME/2W/CV loans rose 11%/20%/30%/18% YoY. Salaried personal loans grew ~90% YoY to ~INR11.3b.
- About 35% of the underlying assets in the standalone AUM were sourced through partner NBFCs. The MSME segment contributed ~60% to the incremental AUM growth during the last one year.
- Management reiterated its target to scale AUM to INR200b over the next three years. The company also shared that its Organic Retail segment is expected to account for ~70-75% of the overall AUM within the next 6-12 quarters. We model an AUM CAGR of ~21% over FY25-27E.

NIM rises ~10bp QoQ; expect CoB to dip ~25-35bp in FY26

- Yields (calc.) were largely stable QoQ at ~14.85%, while CoF (calc.) rose ~20bp QoQ to 9.3%. This resulted in ~20bp QoQ contraction in spreads to ~5.5%. Management expects a decline of ~25-35bp in its cost of borrowings in FY26, driven by a gradual reduction in MCLR by banks.
- NIM (calc.) expanded ~10bp QoQ to ~7.7%, while reported CoF was stable QoQ at ~9.8%. We model NIM (as % of AUM) of ~5.1/5.4% in FY26/FY27 (vs. ~5.1% in FY25).

Asset quality broadly stable; GS3 rises ~5bp sequentially

- The 1+dpd declined ~10bp QoQ to 6.6% in 1QFY26. Credit costs were at similar levels as the last quarter and stood at INR424m, translating into annualized credit costs of 1.4% (PQ: 1.4% and PY: 0.9%).
- GNPA (basis AUM) rose ~5bp QoQ to 2.5%, while NNPA was stable at 1.6%. PCR on Stage 3 assets rose ~1pp QoQ to ~41%.

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Other highlights

- The average ticket size of micro-enterprise loans rose to ~INR66k (PQ: ~INR63k).
- The RoTA was largely stable QoQ at ~2.85% in 1QFY26.
- MASFIN Insurance Broking Pvt Ltd, a subsidiary of MAS Financial, has received in-principle approval from IRDAI to operate as a Direct Insurance Broker (Life & General), subject to compliance with IRDAI regulations and final conditions.
- CRAR stood at ~25.2%, with Tier 1 at ~23.2%.

HFC subsidiary

- MAS Housing reported an AUM of ~INR7.7b, rising ~27% YoY.
- GS3 in the HFC subsidiary declined ~2bp QoQ to ~0.92%.
- Management has guided that AUM would reach INR10b by the end of the year while continuing to uphold strong asset quality.

Key highlights from the management commentary

- While branch expansion has been temporarily moderated due to the macro environment, management expects to resume its branch expansion trajectory from 3QFY26 onwards.
- Management highlighted elevated slippages in the CV portfolio, which resulted in sequentially flat disbursements for the segment. Further, the company has initiated a pilot in the used car segment, though volumes remain modest.
- MASFIN shared that it may take another 1-2 quarters for eligible demand to rebound and for portfolio quality to strengthen meaningfully.

Valuation and view

- MASFIN reported in-line earnings for 1QFY26. The earnings were supported by strong disbursement growth of ~17% YoY, which led to an AUM growth of ~20% YoY. Asset quality remained largely stable, while credit costs continued to remain elevated at 1.4%. The company has a niche expertise in the SME segment, and its asset quality is perhaps the best among its MSME lending peers.
- Going forward, the organic retail mix is expected to continue rising, supporting further yield enhancement and margin expansion. Although operating expenses will remain elevated due to sustained investments in distribution and technology, it will still be able to deliver healthy return ratios.
- We model a CAGR of 21%/24% standalone AUM/PAT over FY25-FY27E, with RoA/RoE of 2.9%/15% in FY27E. The company has maintained high earnings quality, backed by its risk-calibrated AUM growth. Reiterate BUY with a TP of INR400 (premised on 2.2x Mar'27E BV). Key risk: Slowdown in the economic environment leading to sluggish loan growth and deterioration in asset quality.



Quarterly Performance Y/E March		FY2	25			FY2	6F		FY25	FY26E	1Q	(INR M) Act. v/s
T/E Watch	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE	1123	11201	FY26E	Est. (%)
Revenue from Operations	3,465	3,670	3,901	4,169	4,438	4,604	4,809	5,043	15,205	18,894	4,312	3
Interest Income	2,952	3,078	3,332	3,535	3,687	3,827	4,000	4,197	12,896	15,711	3,641	1
Gain on assignments	304	375	356	396	430	447	470	513	1,431	1,860	416	3
Other Operating Income	210	217	213	239	320	329	340	333	877	1,323	256	25
Interest expenses	1,714	1,754	1,845	1,910	2,062	2,148	2,299	2,402	7,224	8,911	2,006	3
Total income	1,751	1,916	2,056	2,259	2,376	2,456	2,511	2,640	7,981	9,982	2,307	3
Growth Y-o-Y (%)	27	26	31	34	36	28	22	17	31	25	32	· ·
Operating Expenses	567	632	673	744	827	860	886	941	2,615	3,515	766	8
Operating Profits	1,183	1,284	1,383	1,516	1,549	1,595	1,624	1,699	5,366	6,467	1,541	1
Growth Y-o-Y (%)	25	24	25	35	31	24	17	12	27	21	30	_
Provisions	239	263	332	427	424	412	395	367	1,261	1,598	431	-2
Profit before tax	944	1,021	1,051	1,089	1,124	1,184	1,229	1,332	4,104	4,869	1,110	1
Growth Y-o-Y (%)	25	28	24	20	19	16	17	22	24	19	18	
Tax Provisions	240	255	270	281	285	296	307	338	1,045	1,227	277	3
Net Profit	704	766	781	808	839	888	922	993	3,059	3,642	832	1
Growth Y-o-Y (%)	23	28	25	19	19	16	18	23	23	19	18	_
Key Operating Parameters												
Yield on loans (Cal)	14.76	14.7	14.8	14.82	14.85							
Cost of funds (Cal)	9.61	9.37	9.31	9.12	9.32							
Spreads (Cal)	5.1	5.3	5.5	5.7	5.5							
NIM on AUM (Cal)	6.83	7.2	7.2	7.60	7.73							
Credit Cost (%)	0.9	1.0	1.2	1.4	1.4							
Cost to Income Ratio	32.4	33.0	32.7	32.9	34.8							
Tax Rate	25.4	25.0	25.0	25.8	25.4							
Balance Sheet Parameters					_							
Standalone AUM (INR B)	103.8	110.2	116.8	121.0	125.0	131.3	138.3	145.4				
Change YoY (%)	23.4	21.8	20.7	19.5	20.4	19.2	18.4	20.2				
Disbursements (INR B)	27.3	30.2	31.6	30.9	31.9	35.1	36.6	38.7				
Change YoY (%)	19.5	21.0	18.6	10.7	17.1	16.0	16.0	25.5				
Borrowings (INR B)	71.9	77.9	80.6	87.0	89.9	97.2	105.1	113.2				
Change YoY (%)	20.1	16.1	18.6	22.9	25.1	24.7	30.4	30.1				
Debt/Equity (x)												
Asset liability Mix												
AUM Mix (%)												
Micro Enterprises	43.6	43.1	40.3	39.6	40.1							
SME loans	36.4	36.1	36.6	37.2	36.2							
2W loans	6.4	6.5	6.9	6.5	7.0							
CV loans	7.9	8.2	8.3	8.1	7.7							
Borrowings Mix (%)			-				-	-				
Direct Assignment	24.4	22.9	22.1	21.3	21.2							
Cash Credit	11.3	14.6	13.2	11.6	10.1							
Term Loan	52.9	50.6	50.4	51.1	51.6							
NCD	8.1	8.9	11.3	13.3	14.4							
Sub Debt	3.3	3.1	3.0	2.8	2.7							
Asset Quality Parameters (%)											
GS 3 (INR m)	2,043	2,235	2,423	2,480	2,620							
GS 3 (%)	2.29	2.36	2.41	2.44	2.49							
NS 3 (INR m)	1,243	1,361	1,505	1,483	1,541							
NS 3 (%)	1.52	1.57	1.62	1.62	1.63							
PCR (%)	39.1	39.1	37.9	40.2	41.2							
Return Ratios (%)	0.2				1.0							
ROA	3.0	3.0	2.9	2.9	2.8							
Tier I ratio	25.4	23.8	23.1	22.6	23.2							

E: MOFSL estimates





Highlights from the management commentary

Guidance

- Guided for AUM growth of ~20-25%, with a continued emphasis on portfolio quality and profitability.
- If the macro environment is favorable, growth could be at the upper end of the spectrum.
- The company targets achieving an AUM of INR200b over the next 3 years.
- Strategic goal includes maintaining 20-25% of AUM as off-book through direct assignments and co-lending arrangements.
- The retail segment is expected to constitute 70-75% of total AUM over the next 6-12 quarters.
- NIM is likely to stay in the ~7-8% range, with sustainable RoAs at 2.75-3.0%.
- The majority of disbursement activity is expected in 3Q and 4Q, driven by seasonal demand and early festive momentum.
- Expects 25-35bps reduction in borrowing costs over FY26, supported by reporate cuts.
- While the branch expansion remained muted last year and this quarter due to the macro environment, the company will again focus on expanding its branch presence from 3Q and 4Q onwards

Opening Remarks

- Consolidated AUM delivered growth of ~20.8% YoY in 1QFY26.
- The company's current net worth stands at INR27b, with plans to double it over the next 5-6 years.
- It operates a well-established distribution network of 206 branches. Due to prevailing external conditions, branch expansion has been temporarily subdued; however, management expects renewed momentum from 3QFY26 onward.
- ~60-65% of the business is sourced through branches, while the remainder comes from NBFC partnerships, which have consistently delivered strong results over the years.
- Retail business is expected to grow at a faster pace, benefiting from favorable macroeconomic tailwinds. The retail mix is projected to increase to 70-75% of the overall AUM.
- The company remains committed to prudent underwriting and continues to extend credit based on sound risk evaluation.
- Investments in technology are yielding results. A robust in-house tech team and a BRE-enabled LOS are expected to support operating leverage and profitability improvements going forward.

Financial Highlights

- Continued focus on the MSME segment, which contributes ~75% of the portfolio.
- Asset quality remains resilient across product segments.
- GNPA stood at 2.5%, while Net Stage 3 was maintained at 1.6%.
- RoA stood at a healthy 2.8%, supported by an improved yield profile driven by a higher retail mix. Despite rising operating expenses, profitability remains intact.



MSME remains the dominant growth driver, accounting for 60% of the overall portfolio.

Liability Management

- The company has maintained average cash balance of INR10b, with INR2.5b in unutilized liquidity. Sanctioned but undrawn facilities of ~INR22b remain available.
- The company executed over INR7b in DA transactions in the last quarter and currently has a DA/co-lending pool of INR15b, which it plans to utilize over the next two quarters.
- The company raised INR8.4b via term loans (3-5 year tenor).
- Raised INR1.75b through NCDs and plans to raise another INR4b-5b in the next quarter.
- The incremental cost of borrowings stood at ~9.25% in the quarter.
- Increase in NIMs during the quarter attributed to improving asset mix in favor of high-yielding retail assets. Operational expenses have risen, but RoAs remain steady.
- Most borrowings are MCLR-linked; resets are expected over the next 3-6 months, which should further ease funding costs.
- Liabilities are linked as follows: 15% to T-bills/repo/other benchmarks, 10% fixed-rate, and 75% on MCLR with varying tenures (3M, 6M, and 12M).

Opex

- Operating expenses rose 46% YoY, largely due to investments in retail infrastructure and manpower.
- Despite elevated opex, RoA and RoE remain broadly unaffected due to improved NIM profile.

Wheels business

- Focused on used CVs, particularly LCVs and MCVs used for last-mile logistics.
 Average ticket size: INR300-600k.
- AUM remained stable as disbursements were deliberately moderated in 1QFY26 due to eligibility concerns and sectoral stress.
- CV asset quality was slightly under stress with GS3 at 4% and Stage 2+3 at 9%.
- Elevated slippages in the CV portfolio led to flat disbursements on a sequential basis.
- The company is doing pilot in used car. The company has done some business however the number is small as of now. 2W, CV, used car will grow going forward.

Housing Finance

- Confident of achieving INR10b in AUM for FY26, supported by strong profitability and healthy asset quality.
- Asset quality remains best-in-class, with GNPA at 0.92% and NNPA at 0.64%.
- AUM stood at INR7.9b, marking 27% YoY growth.
- PAT increased 27% YoY to INR2.7b.

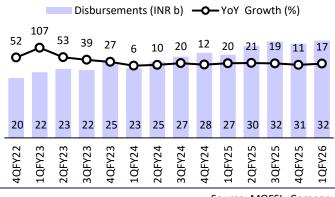


Other Updates

- Management believes that it may take another 1-2 quarters for eligible demand to rebound and for portfolio quality to strengthen meaningfully.
- Branch count currently stands at 206 vs. a targeted 235-240. Expansion efforts to resume in 3Q/4Q with deeper penetration in existing markets across the west, north, and south. No plans to enter new geographies in the near term.
- SPL is not expected to be a major growth driver in the near term.
- Sectoral trends: a) No major improvement in the FMCG sector, b) Textiles showing signs of stabilization, and c) Agri sector continues to face headwinds
- Login volumes, disbursements, and sanction rates have remained steady, and a gradual improvement is expected going forward.
- There are no new segments that the company would want to open.

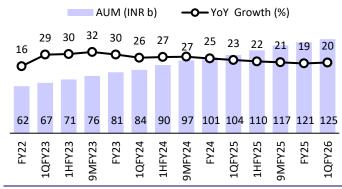
Key exhibits

Exhibit 1: Disbursements grew 17% YoY...



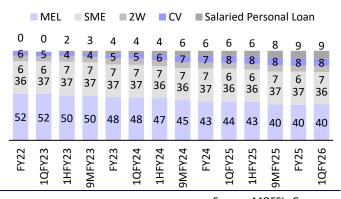
Source: MOFSL, Company

Exhibit 2: ...leading to an AUM growth of ~20% YoY



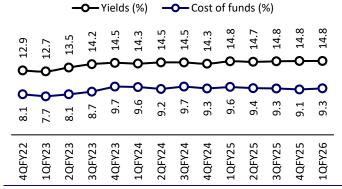
Source: MOFSL, Company

Exhibit 3: Share of personal loan flat QoQ (%)



Source: MOFSL, Company

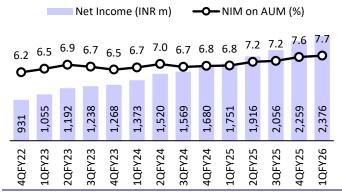
Exhibit 4: Spreads (calculated) declined ~20bp QoQ (%)



Source: MOFSL, Company

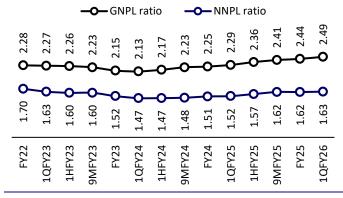


Exhibit 5: NIM expanded ~10bp QoQ



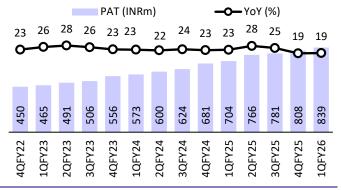
Source: MOFSL, Company; Note: Including upfront assignment

Exhibit 7: GNPL rose ~5bp QoQ (%)



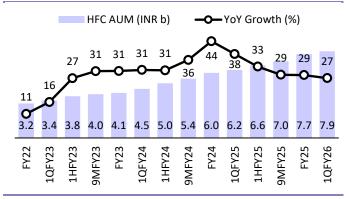
Source: MOFSL, Company

Exhibit 9: PAT rose 19% YoY



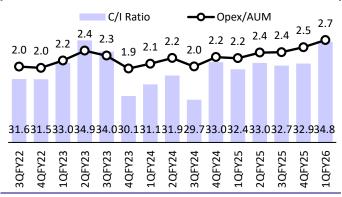
Source: MOFSL, Company

Exhibit 11: HFC subsidiary's AUM grew 27% YoY



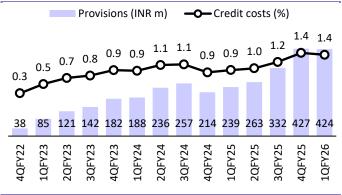
Source: MOFSL, Company

Exhibit 6: Opex-to-AUM rose ~20bp QoQ to ~2.7%



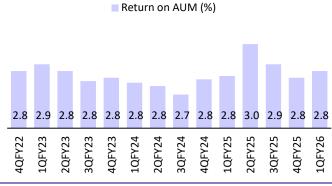
Source: MOFSL, Company

Exhibit 8: Credit costs largely stable QoQ at ~1.4%



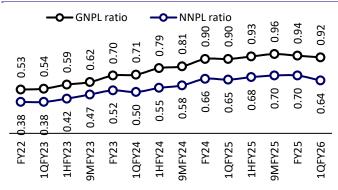
Source: MOFSL, Company

Exhibit 10: Return on AUM (%)



Source: MOFSL, Company. Reported RoA

Exhibit 12: Asset quality broadly stable (%)



Source: MOFSL, Company



Exhibit 13: We broadly retain our FY26/FY27 EPS estimates

IND b	Old	Est.	New	/ Est.	Change (%)		
INR b	FY26E	FY27E	FY26E	FY27E	FY26E	FY26E	
NII	7.0	8.7	6.8	8.7	-2.2	0.0	
Other Income	2.9	3.5	3.2	3.9	11.6	11.4	
Total Income	9.8	12.3	10.0	12.7	1.8	3.3	
Operating Expenses	3.2	3.9	3.5	4.3	9.4	9.0	
Operating Profits	6.6	8.3	6.5	8.4	-1.9	0.6	
Provisions	1.7	2.1	1.6	2.1	-4.8	0.0	
PBT	4.9	6.2	4.9	6.3	-0.9	0.8	
Tax	1.2	1.6	1.2	1.6	-0.9	0.8	
PAT	3.7	4.7	3.6	4.7	-0.9	0.8	
AUM	145	178	145	178	0.0	0.0	
NIM (%)	5.2	5.4	5.1	5.4			
ROAA (%)	2.8	2.9	2.8	2.9			
RoAE (%)	13.6	15.1	13.5	15.2			

Source: MOFSL, Company

Exhibit 14: One-year forward P/E





Source: MOFSL, Company

8 24 July 2025



Financials and valuations

INCOME STATEMENT									INR m
Y/E MARCH	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Interest Income	4,645	5,551	4,831	5,611	8,066	10,223	12,896	15,711	19,530
Interest Expense	2,067	2,722	2,645	3,195	4,748	6,142	7,224	8,911	10,794
Net Financing income	2,579	2,829	2,186	2,416	3,318	4,081	5,673	6,800	8,735
Change (%)	36.5	9.7	-22.7	10.5	37.3	23.0	39.0	19.9	28.5
Gains on Assignment	941	1,012	806	639	680	1,170	1,431	1,860	2,325
NII incl assignment income	3,520	3,841	2,992	3,054	3,998	5,251	7,104	8,660	11,061
Change (%)	30.9	9.1	-22.1	2.1	30.9	31.3	35.3	21.9	27.7
Fees and Others	139	165	302	321	745	853	877	1,323	1,593
Total Income	3,659	4,005	3,294	3,375	4,743	6,104	7,981	9,982	12,653
Change (%)	30.5	9.5	-17.8	2.5	40.5	28.7	30.7	25.1	26.8
Operating Expenses	775	899	616	921	1,566	1,894	2,615	3,515	4,272
Change (%)	6.8	16.0	-31.4	49.5	69.9	21.0	38.0	34.4	21.5
Operating Profits	2,885	3,106	2,678	2,454	3,177	4,210	5,366	6,467	8,381
Change (%)	38.7	7.7	-13.8	-8.4	29.5	32.5	27.5	20.5	29.6
Total Provisions	545	825	749	341	530	896	1,261	1,598	2,102
% to operating income	18.9	26.5	28.0	13.9	16.7	21.3	23.5	24.7	25.1
PBT	2,339	2,282	1,929	2,113	2,647	3,314	4,104	4,869	6,279
Tax	818	616	494	538	637	837	1,045	1,227	1,582
Tax Rate (%)	35.0	27.0	25.6	25.5	24.1	25.2	25.5	25.2	25.2
PAT	1,521	1,666	1,435	1,575	2,010	2,478	3,059	3,642	4,697
Change (%)	47.1	9.5	-13.8	9.7	27.6	23.3	23.5	19.0	29.0
Proposed Dividend	279	437	82	164	197	248	306	335	426
BALANCE SHEET									INR m
	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26F	
Y/E MARCH	FY19 547	FY20 547	FY21 547	FY22 547	FY23 547	FY24 1.640	FY25	FY26E 1.815	FY27E
Y/E MARCH Equity Share Capital	547	547	547	547	547	1,640	1,815	1,815	FY27E 1,815
Y/E MARCH Equity Share Capital Reserves & Surplus (Ex-OCI)	547 7,859	547 8,807	547 10,724	547 12,404	547 14,056	1,640 15,595	1,815 23,588	1,815 26,895	1,815 31,165
Y/E MARCH Equity Share Capital	547 7,859 8,406	547 8,807 9,354	547 10,724 11,271	547 12,404 12,951	547 14,056 14,602	1,640 15,595 17234	1,815 23,588 25403	1,815 26,895 28709	1,815 31,165 32980
Y/E MARCH Equity Share Capital Reserves & Surplus (Ex-OCI) Networth (Ex OCI) OCI	547 7,859 8,406 455	547 8,807 9,354 455	547 10,724 11,271 455	547 12,404 12,951 455	547 14,056 14,602 455	1,640 15,595 17234 455	1,815 23,588 25403 455	1,815 26,895 28709 455	1,815 31,165 32980 455
Y/E MARCH Equity Share Capital Reserves & Surplus (Ex-OCI) Networth (Ex OCI)	547 7,859 8,406	547 8,807 9,354	547 10,724 11,271	547 12,404 12,951	547 14,056 14,602	1,640 15,595 17234	1,815 23,588 25403	1,815 26,895 28709	1,815 31,165 32980
Y/E MARCH Equity Share Capital Reserves & Surplus (Ex-OCI) Networth (Ex OCI) OCI Networth (Incl OCI)	547 7,859 8,406 455 8,861	547 8,807 9,354 455 9,809	547 10,724 11,271 455 11,726	547 12,404 12,951 455 13,406	547 14,056 14,602 455 15,057	1,640 15,595 17234 455 17,690	1,815 23,588 25403 455 25,858	1,815 26,895 28709 455 29,164	1,815 31,165 32980 455 33,435
Y/E MARCH Equity Share Capital Reserves & Surplus (Ex-OCI) Networth (Ex OCI) OCI Networth (Incl OCI) Change (%)	547 7,859 8,406 455 8,861 16.6	547 8,807 9,354 455 9,809 10.7	547 10,724 11,271 455 11,726 19.5	547 12,404 12,951 455 13,406 14.3	547 14,056 14,602 455 15,057 12.3	1,640 15,595 17234 455 17,690 17.5	1,815 23,588 25403 455 25,858 46.2	1,815 26,895 28709 455 29,164 12.8	1,815 31,165 32980 455 33,435 14.6
Y/E MARCH Equity Share Capital Reserves & Surplus (Ex-OCI) Networth (Ex OCI) OCI Networth (Incl OCI) Change (%) Minority Interest	547 7,859 8,406 455 8,861 16.6	547 8,807 9,354 455 9,809 10.7	547 10,724 11,271 455 11,726 19.5	547 12,404 12,951 455 13,406 14.3	547 14,056 14,602 455 15,057 12.3	1,640 15,595 17234 455 17,690 17.5	1,815 23,588 25403 455 25,858 46.2 0	1,815 26,895 28709 455 29,164 12.8	1,815 31,165 32980 455 33,435 14.6
Y/E MARCH Equity Share Capital Reserves & Surplus (Ex-OCI) Networth (Ex OCI) OCI Networth (Incl OCI) Change (%) Minority Interest Other Capital Instruments	547 7,859 8,406 455 8,861 16.6 0	547 8,807 9,354 455 9,809 10.7 0	547 10,724 11,271 455 11,726 19.5 1	547 12,404 12,951 455 13,406 14.3 0	547 14,056 14,602 455 15,057 12.3 0	1,640 15,595 17234 455 17,690 17.5 0	1,815 23,588 25403 455 25,858 46.2 0	1,815 26,895 28709 455 29,164 12.8 0	1,815 31,165 32980 455 33,435 14.6 0
Y/E MARCH Equity Share Capital Reserves & Surplus (Ex-OCI) Networth (Ex OCI) OCI Networth (Incl OCI) Change (%) Minority Interest Other Capital Instruments Borrowings	547 7,859 8,406 455 8,861 16.6 0 0	547 8,807 9,354 455 9,809 10.7 0 0	547 10,724 11,271 455 11,726 19.5 1 0	547 12,404 12,951 455 13,406 14.3 0 0 46,896	547 14,056 14,602 455 15,057 12.3 0 0 61,432	1,640 15,595 17234 455 17,690 17.5 0 0	1,815 23,588 25403 455 25,858 46.2 0 0	1,815 26,895 28709 455 29,164 12.8 0 0	1,815 31,165 32980 455 33,435 14.6 0 0
Y/E MARCH Equity Share Capital Reserves & Surplus (Ex-OCI) Networth (Ex OCI) OCI Networth (Incl OCI) Change (%) Minority Interest Other Capital Instruments Borrowings Change (%)	547 7,859 8,406 455 8,861 16.6 0 0 27,438 45.4	547 8,807 9,354 455 9,809 10.7 0 0 34,870 27.1	547 10,724 11,271 455 11,726 19.5 1 0 39,264	547 12,404 12,951 455 13,406 14.3 0 0 46,896	547 14,056 14,602 455 15,057 12.3 0 0 61,432 31.0	1,640 15,595 17234 455 17,690 17.5 0 0 73,026	1,815 23,588 25403 455 25,858 46.2 0 0 87,018	1,815 26,895 28709 455 29,164 12.8 0 0 1,13,239 30.1	FY27E 1,815 31,165 32980 455 33,435 14.6 0 1,37,795 21.7
Y/E MARCH Equity Share Capital Reserves & Surplus (Ex-OCI) Networth (Ex OCI) OCI Networth (Incl OCI) Change (%) Minority Interest Other Capital Instruments Borrowings Change (%) Other liabilities	547 7,859 8,406 455 8,861 16.6 0 27,438 45.4 736	547 8,807 9,354 455 9,809 10.7 0 34,870 27.1	547 10,724 11,271 455 11,726 19.5 1 0 39,264 12.6 786	547 12,404 12,951 455 13,406 14.3 0 0 46,896 19.4	547 14,056 14,602 455 15,057 12.3 0 0 61,432 31.0	1,640 15,595 17234 455 17,690 17.5 0 0 73,026 18.9	1,815 23,588 25403 455 25,858 46.2 0 0 87,018 19.2 3,769	1,815 26,895 28709 455 29,164 12.8 0 0 1,13,239 30.1 4,146	FY27E 1,815 31,165 32980 455 33,435 14.6 0 1,37,795 21.7 4,560
Y/E MARCH Equity Share Capital Reserves & Surplus (Ex-OCI) Networth (Ex OCI) OCI Networth (Incl OCI) Change (%) Minority Interest Other Capital Instruments Borrowings Change (%) Other liabilities Change (%) Total Liabilities Loans	547 7,859 8,406 455 8,861 16.6 0 27,438 45.4 736 44.5	547 8,807 9,354 455 9,809 10.7 0 34,870 27.1 1,038 41.0	547 10,724 11,271 455 11,726 19.5 1 0 39,264 12.6 786 -24.3	547 12,404 12,951 455 13,406 14.3 0 0 46,896 19.4 341 -56.7 60,642 45,538	547 14,056 14,602 455 15,057 12.3 0 0 61,432 31.0 291 -14.6	1,640 15,595 17234 455 17,690 17.5 0 0 73,026 18.9 377 29.6	1,815 23,588 25403 455 25,858 46.2 0 87,018 19.2 3,769 899.7	1,815 26,895 28709 455 29,164 12.8 0 0 1,13,239 30.1 4,146 10.0	1,815 31,165 32980 455 33,435 14.6 0 0 1,37,795 21.7 4,560 10.0
Y/E MARCH Equity Share Capital Reserves & Surplus (Ex-OCI) Networth (Ex OCI) OCI Networth (Incl OCI) Change (%) Minority Interest Other Capital Instruments Borrowings Change (%) Other liabilities Change (%) Total Liabilities	547 7,859 8,406 455 8,861 16.6 0 27,438 45.4 736 44.5 37,036	547 8,807 9,354 455 9,809 10.7 0 34,870 27.1 1,038 41.0 45,718	547 10,724 11,271 455 11,726 19.5 1 0 39,264 12.6 786 -24.3 51,775	547 12,404 12,951 455 13,406 14.3 0 0 46,896 19.4 341 -56.7 60,642	547 14,056 14,602 455 15,057 12.3 0 0 61,432 31.0 291 -14.6 76,780	1,640 15,595 17234 455 17,690 17.5 0 73,026 18.9 377 29.6 91,092	1,815 23,588 25403 455 25,858 46.2 0 0 87,018 19.2 3,769 899.7 1,16,645	1,815 26,895 28709 455 29,164 12.8 0 0 1,13,239 30.1 4,146 10.0 1,46,549	FY27E 1,815 31,165 32980 455 33,435 14.6 0 0 1,37,795 21.7 4,560 10.0 1,75,791
Y/E MARCH Equity Share Capital Reserves & Surplus (Ex-OCI) Networth (Ex OCI) OCI Networth (Incl OCI) Change (%) Minority Interest Other Capital Instruments Borrowings Change (%) Other liabilities Change (%) Total Liabilities Loans	547 7,859 8,406 455 8,861 16.6 0 27,438 45.4 736 44.5 37,036 32,185 26.4 223	547 8,807 9,354 455 9,809 10.7 0 34,870 27.1 1,038 41.0 45,718 33,485 4.0 375	547 10,724 11,271 455 11,726 19.5 1 0 39,264 12.6 786 -24.3 51,775 38,051 13.6 2,350	547 12,404 12,951 455 13,406 14.3 0 0 46,896 19.4 341 -56.7 60,642 45,538	547 14,056 14,602 455 15,057 12.3 0 61,432 31.0 291 -14.6 76,780 59,102	1,640 15,595 17234 455 17,690 17.5 0 0 73,026 18.9 377 29.6 91,092 72,648	1,815 23,588 25403 455 25,858 46.2 0 87,018 19.2 3,769 899.7 1,16,645 86,139	1,815 26,895 28709 455 29,164 12.8 0 0 1,13,239 30.1 4,146 10.0 1,46,549 1,13,239	FY27E 1,815 31,165 32980 455 33,435 14.6 0 1,37,795 21.7 4,560 10.0 1,75,791 1,38,760
Y/E MARCH Equity Share Capital Reserves & Surplus (Ex-OCI) Networth (Ex OCI) OCI Networth (Incl OCI) Change (%) Minority Interest Other Capital Instruments Borrowings Change (%) Other liabilities Change (%) Total Liabilities Loans Change (%)	547 7,859 8,406 455 8,861 16.6 0 27,438 45.4 736 44.5 37,036 32,185 26.4 223 572	547 8,807 9,354 455 9,809 10.7 0 34,870 27.1 1,038 41.0 45,718 33,485 4.0 375 603	547 10,724 11,271 455 11,726 19.5 1 0 39,264 12.6 786 -24.3 51,775 38,051 13.6 2,350 609	547 12,404 12,951 455 13,406 14.3 0 0 46,896 19.4 341 -56.7 60,642 45,538 19.7 5,381 647	547 14,056 14,602 455 15,057 12.3 0 61,432 31.0 291 -14.6 76,780 59,102 29.8 8,261 730	1,640 15,595 17234 455 17,690 17.5 0 73,026 18.9 377 29.6 91,092 72,648 22.9 7,877 897	1,815 23,588 25403 455 25,858 46.2 0 0 87,018 19.2 3,769 899.7 1,16,645 86,139 18.6	1,815 26,895 28709 455 29,164 12.8 0 0 1,13,239 30.1 4,146 10.0 1,46,549 1,13,239 31.5 15,938 1,253	FY27E 1,815 31,165 32980 455 33,435 14.6 0 1,37,795 21.7 4,560 10.0 1,75,791 1,38,760 22.5 15,938 1,353
Y/E MARCH Equity Share Capital Reserves & Surplus (Ex-OCI) Networth (Ex OCI) OCI Networth (Incl OCI) Change (%) Minority Interest Other Capital Instruments Borrowings Change (%) Other liabilities Change (%) Total Liabilities Loans Change (%) Investments	547 7,859 8,406 455 8,861 16.6 0 27,438 45.4 736 44.5 37,036 32,185 26.4 223	547 8,807 9,354 455 9,809 10.7 0 34,870 27.1 1,038 41.0 45,718 33,485 4.0 375	547 10,724 11,271 455 11,726 19.5 1 0 39,264 12.6 786 -24.3 51,775 38,051 13.6 2,350	547 12,404 12,951 455 13,406 14.3 0 0 46,896 19.4 341 -56.7 60,642 45,538 19.7 5,381	547 14,056 14,602 455 15,057 12.3 0 61,432 31.0 291 -14.6 76,780 59,102 29.8 8,261	1,640 15,595 17234 455 17,690 17.5 0 73,026 18.9 377 29.6 91,092 72,648 22.9 7,877	1,815 23,588 25403 455 25,858 46.2 0 0 87,018 19.2 3,769 899.7 1,16,645 86,139 18.6 15,938	1,815 26,895 28709 455 29,164 12.8 0 0 1,13,239 30.1 4,146 10.0 1,46,549 1,13,239 31.5 15,938	FY27E 1,815 31,165 32980 455 33,435 14.6 0 1,37,795 21.7 4,560 10.0 1,75,791 1,38,760 22.5 15,938

E: MOFSL Estimates



Financials and valuations

Assumptions	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
AUM (INR M)	53,384	59,663	53,724	62,468	80,926	1,01,257	1,20,998	1,45,386	1,78,042
Change (%)	28.4	11.8	-10.0	16.3	29.5	25.1	19.5	20.2	22.5
On Balance Sheet	60.9	55.7	75.4	81.4	81.0	77.8	80.4	79.0	79.0
Off Balance Sheet	39.1	44.3	24.6	18.6	19.0	22.2	19.6	22.1	22.1

E: MOFSL Estimates

RATIOS									(%)
Y/E MARCH	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Spreads Analysis (%)									
Yield on loans	16.1	16.9	13.5	13.4	15.4	15.5	16.2	15.8	15.5
Cost of Funds	8.9	8.7	7.1	7.4	8.8	9.1	9.0	8.9	8.6
Spreads (On books)	7.2	8.2	6.4	6.0	6.6	6.4	7.2	6.9	6.9
NIMs (On Books)	8.9	8.6	6.1	5.8	6.3	6.2	7.1	6.8	6.9
Profitability Ratios (%)									
RoE	19.5	18.8	13.9	13.0	14.6	15.6	14.4	13.5	15.2
RoA	4.8	4.0	2.9	2.8	2.9	3.0	2.9	2.8	2.9
RoA (on AUM)	3.2	2.9	2.5	2.7	2.8	2.7	2.8	2.7	2.9
Op. Exps./Net Income	21.2	22.4	18.7	27.3	33.0	31.0	32.8	35.2	33.8
Empl. Cost/Op. Exps.	60.9	58.3	48.2	45.8	39.9	46.0	43.9	40.5	42.0
Asset-Liability Profile (%)									
Net NPAs to Adv.	1.6	1.4	1.0	1.2	1.2	1.5	1.5	1.0	0.9
Debt/Equity (x) - On BS	3.3	3.7	3.5	3.6	4.2	4.2	3.4	3.9	4.2
Average leverage	3.0	3.5	3.6	3.6	3.9	4.2	3.8	3.7	4.1
CAR	29.1	31.0	26.9	26.4	25.3	24.1	24.7	27.9	26.1

Valuations	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Book Value (INR)	51	57	69	79	89	105	140	158	182
Price-BV (x)	6.5	5.8	4.8	4.2	3.7	3.2	2.4	2.1	1.8
Adjusted BV (INR)	49	55	67	76	86	100	134	153	175
Price-ABV (x)	6.8	6.0	5.0	4.4	3.9	3.3	2.5	2.2	1.9
EPS (INR)	9.3	10.2	8.8	9.6	12.3	15.1	16.9	20.1	25.9
EPS Growth (%)	47	9	-14	10	28	23	12	19	29
Price-Earnings (x)	36	33	38	35	27	22	20	17	13
Dividend per share	5.1	8.0	1.5	3.0	3.0	1.5	1.7	1.8	2.3
Dividend yield (%)	0.5	0.8	0.2	0.3	0.3	0.5	0.5	0.6	0.7

E: MOFSL Estimates

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Explanation of Investment Rating						
Investment Rating	Expected return (over 12-month)					
BUY	>=15%					
SELL	<-10%					
NEUTRAL	< - 10 % to 15%					
UNDER REVIEW	Rating may undergo a change					
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation					

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