

# **M&M Financial Services**

# Steady Core Growth, Awaiting Visible Diversification Delivery

MMFSL reported a better-than-expected Q2FY26, with disbursements rising 2.7%/5.5% YoY/QoQ despite the typically soft season. Growth was driven by segments tied to its diversification push, notably SME, while management also highlighted an improving outlook for the mortgage business, which should aid structural broadening. However, actual delivery on diversification has lagged prior ambitions, and while the stock price has benefited from rural recovery and GST cuts, near-term re-rating depends on sustained execution—particularly consistent return ratios above CoE and steady core-segment momentum. Given that the stock already trades above its long-term valuation mean, current pricing seems to reflect the favourable macro backdrop. We maintains a NEUTRAL stance, valuing the standalone business at 1.5× 1HFY28E ABV and revising the SOTP Target Price to Rs282 to incorporate marginal earnings revision.

### Margin resilience and Fee income uplift

Mahindra Finance's calculated yield declined to 13.8% during the quarter, while the cost of funds fell by 43 bps, resulting in a 13 bps improvement in NIMs. Dealer funding, mainly trade advances, typically rises in Q2 (Rs6,800cr vs. Rs4,000cr in Q1FY26 under 'others'), slightly weighing on yields for the quarter. Other operating income rose sharply, driven by a 70% YoY and 23% QoQ increase in fees and commission income, along with dividend inflows from MIBL, the fully owned insurance subsidiary, which is expected to provide a steady income stream. Management noted that most of the benefits from lower funding costs have already been captured, with limited room for further improvement in the coming quarters.

#### Asset quality remains stable

Mahindra Finance's credit cost increased to 2.5% in Q2FY26 (vs. 2.66% YoY and 2.25% QoQ), coming in higher than our estimate of 2.28%. While Q2 is typically a seasonally weaker quarter, overall GS2 + GS3 ratios were largely stable, rising only 2 bps sequentially. Despite the uptick, management has maintained its FY26 credit cost guidance of 1.7% and expects write-offs to remain in the 1.0–1.2% range. Although MMFSL has strengthened underwriting standards and set up segment-specific collection teams, intra-year volatility in asset quality continues to warrant close attention. RoA for the quarter stood at 1.6%, with PAT rising 54% YoY to Rs5.3bn

#### Rural strength offsets pockets of strategic slowdown

Mahindra Finance continues to ride strong rural tailwinds, with tractor disbursements growing 41.1% YoY in Q2FY26, driven by healthy agri cash flows and record Kharif sowing. Tractors remain a strategic focus, as management aims to expand market share in this core segment. However, momentum was muted in other areas—PV disbursements remained muted due to weaker demand. Volume growth in PV is expected to accelerate in 2HFY26 (12% vs. 5% in 1H), offsetting the impact of price reductions, while premiumization continues to support overall growth. The mortgage segment is expected to be key growth engine in future, driving both asset expansion and portfolio diversification. While the CV segment is not witnessing the same traction levels as PVs/Tractors. As a result, while rural-led growth remains encouraging, overall disbursement trends could stay uneven until CV segments stabilize. H1FY26 was muted following the GST cut announcement in August, but momentum in the PV business is expected to pick up in H2, supported by favorable macro tailwind.

### **Financial and valuation summary**

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YE Mar (Rs mn)	2QFY26A	2QFY25A	YoY (%)	1QFY26A	QoQ (%)	FY26E	FY27E	FY28E	
NII	21,116	18,106	16.6	20,122	4.9	87,069	97,165	1,08,488	
PPoP	14,989	11,961	25.3	13,530	10.8	58,953	64,926	71,955	
Provisions	7,514	7,035	6.8	6,597	13.9	24,805	25,159	26,852	
PAT	5,693	3,694	54.1	5,295	7.5	25,542	29,746	33,737	
AUM growth (%)	13.1	20.1		14.7		10.7	12.1	14.4	
NIM (%)	7.0	6.9		6.9		6.9	6.9	6.8	
C / I (%)	38.1	39.9		40.8		39.7	40.7	41.3	
GNPA (%)	3.9	3.8		3.8		3.4	3.3	3.1	
RoA (%)	1.6	1.2		1.6		1.8	1.9	1.9	
RoE (%)	9.8	8.0		9.8		11.5	11.7	12.2	
P/BV (x)						1.7	1.6	1.5	

Source: Company, Centrum Broking

#### **Result Update**

#### India I NBFC

28 October, 2025

## **NEUTRAL**

Price: Rs300 Target Price: Rs282 Forecast return: -6%

#### **Market Data**

Bloomberg:	MMFS IN
52 week H/L:	306/232
Market cap:	Rs416.9bn
Shares Outstanding:	1390.0mn
Free float:	36.1%
Avg. daily vol. 3mth:	21,56,846
Source: Bloomberg	

#### Changes in the report

Rating:	Unchanged
Target price:	Changed from Rs273 to Rs282
ABV:	FY26E;165.2
ADV.	FY27E;179.0

Source: Centrum Broking

#### **Shareholding pattern**

	Sep-25	Jun-25	Mar-25	Dec-24
Promoter	52.5	52.5	52.5	52.2
FIIs	9.6	9.3	9.5	10.7
DIIs	32.3	32.3	32.0	31.3
Public/other	5.6	5.9	6.0	5.8

Source: BSE

#### Centrum estimates vs Actual results

YE Mar (Rs mn)	Centrum Q2FY26	Actual Q2FY26	Variance (%)	
NII	21,202	21,116	-0.4%	
PPOP	13,641	14,989	9.9%	
ΡΔΤ	5.075	5.693	12.2%	

Source: Bloomberg, Centrum Broking



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# **Thesis Snapshot**

## **Estimate revision**

YE Mar (Rs mn)	FY26E	FY26E	% chg	FY27E	FY27E	% chg
TE IVIAI (NS IIIII)	New	Old	∕₀ ciig	New	Old	70 CHg
NII	87,069	83,269	4.6%	97,165	93,943	3.4%
PPoP	58,953	53,636	9.9%	64,926	59,655	8.8%
PAT	25,542	23,913	6.8%	29,746	26,658	11.6%

Source: Centrum Broking

# **MMFS versus NIFTY Midcap 100**

	1m	6m	1 year
MMFS IN	7.2	17.8	12.9
NIFTY Midcap 100	6.0	9.8	7.2
Source: Bloomberg, NSE			

Key assumptions

Y/E Mar	FY26E	FY27E
Disbursement growth	3.2%	13.0%
AUM growth	10.8%	12.1%
NIMs	6.9%	6.9%
C/I ratio	39.7%	40.7%
Credit costs	2.0%	1.8%

Source: Centrum Broking

## **Valuation**

Given that the stock already trades above its long-term valuation mean, current pricing seems to reflect the favourable macro backdrop. We maintains a NEUTRAL stance, valuing the standalone business at 1.5× 1HFY28E ABV and revising the SOTP Target Price to Rs282 to incorporate marginal earnings revision.

Valuation	Networth	Multiple	Value(Bn)	Value/Sh	% of Total
Core business	2,41,758	1.5	363	261	92.6
Mahindra Rural housing	12,720	2.0	25	18	6.5
Mahindra Insurance bro	kers	11	8	2.9	
Total Value of Subsidiar	ies	37	26	9.4	
Less: 20% holding discou	ınt	7	5	1.9	
Value of Key Subsidiarie	es .		29	21	7.5
Target Value Post 20% h	olding co D	392	282	100	
СМР		417	300	-	
Upside - %		-6.0	-6.0	-	

#### P/BV mean and standard deviation



Source: Bloomberg, Centrum Broking

## Peer comparison

Commons	Marl	ket cap	P/B (x) P/ABV (x)			P/ABV (x)			RoE (	%)				
Company	Rs bn	US \$bn	FY25	FY26E	FY27E	FY28E	FY25	FY26E	FY27E	FY28E	FY25	FY26E	FY27E	FY28E
Shriram Fin	1,358	15.4	2.4	2.2	1.9	1.7	2.8	2.5	2.2	1.9	15.8	16.1	16.4	16.5
Cholamandalam	1,447	16.4	6.1	5.1	4.2	3.4	7.0	5.7	4.7	3.8	19.0	19.7	19.8	20.5
Sundaram Fin	521	5.9	4.7	4.2	3.7	3.3	5.0	4.5	4.0	3.6	15.0	15.1	15.3	15.1
Mahindra Fin	417	4.7	1.9	1.7	1.6	1.5	2.0	1.8	1.7	1.5	12.4	11.5	11.7	12.2

Source: Company, Centrum Broking

Exhibit 1: Key conference call takeaways and metrics

Centrum Quarterly Monitor	Q1FY26	Q2FY26	Our Comments
Margins and Profitability	<ul> <li>The company expects fee-based income to provide margin expansion, and some underlying businesses, such as tractor, have a higher NIM, which should also provide expansion going forward.</li> <li>CoB should keep going down on QoQ basis.</li> <li>Change in product mix would also aid margins going ahead.</li> </ul>	GST cuts in August and hence H2 is expected to have much better growth.	
Asset quality	<ul> <li>Credit cost rose to 2.25%, led by higher provision cover.</li> <li>GS2/GS3 increased to 5.9%/3.9%, but stayed within 10% guidance.</li> <li>FY26 credit cost guidance of 1.3–1.7% retained; collection efforts scaled up.</li> </ul>	overall GS2 + GS3 has been flattish	■ We have factored in stable asset quality in medium to long term - in line with management's guidance.
Outlook and guidance	<ul> <li>Management remains focused on achieving mid-teen growth in disbursements over the medium term, despite Q1 disbursement growth being flattish at 0.5% YoY.</li> <li>The company reiterated its aspiration to raise non-vehicle (SME, mortgage, leasing) share to 25% of AUM over the next 3–5 years.</li> <li>RoA stood at 1.6% for Q1; mediumterm aspiration remains at 2.2% RoA to support 15%+ RoE.</li> </ul>	to raise non-vehicle (SME, mortgage, leasing) share to 25% of AUM over the	

Source: Centrum Broking

# **Key Concall takeaways**

# **Opening remarks:**

- Expect momentum to pick up in 2H in wheels business given macro tailwinds.
- Q2 is historically weaker quarter but overall GS2 + GS3 has been flattish sequentially (up mere 2bps).
- Fee based income has been rising.
- ARC transaction in Housing finance has reduced the GNPA/NNPA levels and company is back to report profitability.
- Gross spread expansion of 30bps QoQ.

## **Guidance – FY26**

- Credit cost 1.7% maintained given current position.
- Write off should be in range of 1.0 to 1.2%.

#### **Business assets**

- Historically, the dealer funding book—primarily trade advances—tends to rise in Q2 (Rs6,800 cr vs. Rs4,000 cr in Q1FY26 under 'others'), which typically exerts a mild drag on yields during the quarter.
- PV: Volume growth expected (2HFY26 12% vs. 5%) will offset the value/price reduction along with premiumistation is aiding growth.
- The mortgage segment serves as a key growth driver, contributing both to asset expansion and portfolio diversification.

# **Asset quality and margins**

- H1 had lull since announcement of GST cuts in August and hence H2 is expected to have much better growth.
- CV segment is not witnessing the same traction levels as PVs/Tractors.
- ECL reset in annual exercise in 3Q of 42month before stock i.e. June 2022.
- The benefit from lower cost of funds has largely been realized, and no incremental advantage is expected in the coming quarters.

**Exhibit 2: Quarterly performance** 

Q2FY26	Q2FY25	Q1FY26	YoY (%)	QoQ (%)
41,779	37,448	41,646	11.6	0.3
20,663	19,343	21,524	6.8	(4.0)
21,116	18,106	20,122	16.6	4.9
7.0	6.9	6.9	14bps	13bps
3,113	1,802	2,732	72.7	14.0
24,230	19,908	22,853	21.7	6.0
4,909	4,460	5,232	10.1	(6.2)
4,331	3,487	4,092	24.2	5.9
9,240	7,947	9,323	16.3	(0.9)
38.1	39.9	40.8	-178bps	-266bps
14,989	11,961	13,530	25.3	10.8
7,514	7,035	6,597	6.8	14
7,475	4,926	6,933	51.7	7.8
1,782	1,232	1,638	44.7	8.8
23.8	25.0	23.6		
5,693	3,694	5,295	54.1	7.5
11,47,866	10,32,168	11,08,700	11.2	3.5
12,72,460	11,25,450	12,20,080	13.1	4.3
	41,779 20,663 21,116 7.0 3,113 24,230 4,909 4,331 9,240 38.1 14,989 7,514 7,475 1,782 23.8 5,693 11,47,866	41,779       37,448         20,663       19,343         21,116       18,106         7.0       6.9         3,113       1,802         24,230       19,908         4,909       4,460         4,331       3,487         9,240       7,947         38.1       39.9         14,989       11,961         7,514       7,035         7,475       4,926         1,782       1,232         23.8       25.0         5,693       3,694         11,47,866       10,32,168	41,779         37,448         41,646           20,663         19,343         21,524           21,116         18,106         20,122           7.0         6.9         6.9           3,113         1,802         2,732           24,230         19,908         22,853           4,909         4,460         5,232           4,331         3,487         4,092           9,240         7,947         9,323           38.1         39.9         40.8           14,989         11,961         13,530           7,514         7,035         6,597           7,475         4,926         6,933           1,782         1,232         1,638           23.8         25.0         23.6           5,693         3,694         5,295           11,47,866         10,32,168         11,08,700	41,779         37,448         41,646         11.6           20,663         19,343         21,524         6.8           21,116         18,106         20,122         16.6           7.0         6.9         6.9         14bps           3,113         1,802         2,732         72.7           24,230         19,908         22,853         21.7           4,909         4,460         5,232         10.1           4,331         3,487         4,092         24.2           9,240         7,947         9,323         16.3           38.1         39.9         40.8         -178bps           14,989         11,961         13,530         25.3           7,514         7,035         6,597         6.8           7,475         4,926         6,933         51.7           1,782         1,232         1,638         44.7           23.8         25.0         23.6           5,693         3,694         5,295         54.1           11,47,866         10,32,168         11,08,700         11.2

Source: NBFC, Centrum Broking

**Exhibit 3: Detailed quarterly financials** 

Y/E March (Rs mn)	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26
Interest Income	29,344	30,349	31,535	33,733	35,471	36,122	37,448	39,572	40,172	41,646	41,779
Interest Expense	13,340	14,505	15,665	16,750	17,351	18,286	19,343	20,459	20,896	21,524	20,663
Net Interest Income	16,004	15,844	15,870	16,983	18,121	17,836	18,106	19,113	19,276	20,122	21,116
NIM (%)	8.4	7.8	7.3	7.4	7.5	7.1	6.9	6.9	6.8	6.9	7.0
Non-Interest income	1,223	905	870	1,172	1,590	1,480	1,802	1,872	2,279	2,732	3,113
Total Income	17,227	16,750	16,740	18,155	19,710	19,316	19,908	20,985	21,555	22,853	24,230
Employee cost	4,552	4,174	4,368	4,342	4,243	4,703	4,460	4,892	4,976	5,232	4,909
Other Op Exp	3,233	2,577	2,944	3,188	3,737	3,267	3,487	3,876	4,452	4,092	4,331
Total Op Exp	7,786	6,750	7,312	7,530	7,980	7,970	7,947	8,768	9,427	9,323	9,240
Cost to Income (%)	45.2	40.3	43.7	41.5	40.5	41.3	39.9	41.8	43.7	40.8	38.1
Pre-provision op profit	9,441	10,000	9,428	10,625	11,730	11,345	11,961	12,217	12,128	13,530	14,989
Provisions	4	5,264	6,266	3,284	3,415	4,482	7,035	91	4,571	6,597	7,514
PBT	9,437	4,735	3,163	7,341	8,315	6,864	4,926	12,126	7,557	6,933	7,475
Tax	2,596	1,209	811	1,813	2,126	1,734	1,232	3,131	1,925	1,638	1,782
-effective tax rate (%)	27.5	25.5	25.6	24.7	25.6	25.3	25.0	25.8	25.5	23.6	23.8
PAT	6,841	3,527	2,352	5,528	6,190	5,130	3,694	8,995	5,631	5,295	5,693
Extraordinary items	-	-	-	-	-	-	-	-	-	-	-
Reported PAT	6,841	3,527	2,352	5,528	6,190	5,130	3,694	8,995	5,631	5,295	5,693
Gross Loans	8,27,700	8,67,320	9,37,230	9,70,480	10,25,970	10,63,390	11,25,450	11,51,260	11,96,730	12,20,080	12,72,460
Growth (%)	27.4	28.1	27.0	25.5	24.0	22.6	20.1	18.6	16.6	14.7	13.1
Disbursements	1,37,500	1,21,650	1,33,150	1,54,360	1,52,920	1,27,411	1,31,630	1,64,661	1,55,290	1,28,090	1,35,140
Growth (%)	49	28	13	7	11	5	-1	7	2	1	3
Gross Stage 2 (%)	6.0	6.4	5.8	6.0	5.0	6.1	6.4	6.3	5.4	5.9	5.8
Stage 2 PCR (%)	10.6	10.9	11.3	11.3	11.4	10.5	10.6	9.1	9.3	9.1	9.4
Gross Stage 3 (%)	4.5	4.3	4.3	4.0	3.4	3.6	3.8	3.9	3.7	3.8	3.9
Stage 3 PCR (%)	59.5	60.1	61.2	61.2	63.2	59.8	59.5	50.1	51.2	51.4	53.0
Tier 1 Capital (%)	19.9	18.9	16.7	16.5	16.4	16.4	14.8	15.1	15.2	17.9	16.9
CAR (%)	22.5	21.2	18.7	18.3	18.9	18.5	16.7	17.8	18.3	20.6	19.5

Source: NBFC, Centrum Broking

YE Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Interest income	1,31,088	1,53,314	1,72,707	1,91,834	2,14,334
Interest expense	64,269	78,983	85,639	94,668	1,05,846
NII	66,818	74,331	87,069	97,165	1,08,488
Other income	4,537	7,433	10,732	12,317	14,137
Total income	71,355	81,764	97,801	1,09,483	1,22,626
Operating expenses	29,572	34,113	38,848	44,557	50,671
Employee	17,126	19,031	21,125	23,660	26,499
Others	12,446	15,081	17,723	20,897	24,172
PPOP	41,783	47,651	58,953	64,926	71,955
Provisions	18,228	16,179	24,805	25,159	26,852
PBT	23,555	31,473	34,148	39,767	45,103
Tax	5,959	8,022	8,605	10,021	11,366
PAT	17,596	23,450	25,542	29,746	33,737

Ratios					
YE Mar	FY24A	FY25A	FY26E	FY27E	FY28E
Growth (%)					
AUM	24.0	16.6	10.7	12.1	14.4
Borrowings	23.1	22.4	10.8	8.9	14.5
NII	9.4	11.2	17.1	11.6	11.7
Other income	21.5	63.8	44.4	14.8	14.8
Opex	8.4	15.4	13.9	14.7	13.7
PPoP	11.4	14.0	23.7	10.1	10.8
Provisions	82.4	(11.2)	53.3	1.4	6.7
PAT	(13.7)	33.3	8.9	16.5	13.4
Profitability (%)					
Yield on advances	14.7	14.2	14.1	14.0	13.9
Cost of funds	7.7	7.7	7.2	7.2	7.2
NIM (on AuM)	7.2	6.7	6.9	6.9	6.8
Other Income/ Total Income	2.2	0.9	0.8	0.8	0.8
Other Income / Total Assets	0.1	0.1	0.1	0.1	0.1
Cost/Income	41.4	41.7	39.7	40.7	41.3
Employee	24.0	23.3	21.6	21.6	21.6
Others	17.4	18.4	18.1	19.1	19.7
Opex/ Avg AuM	3.2	3.1	3.1	3.2	3.2
Provisions	2.0	1.5	2.0	1.8	1.7
Tax Rate	25.3	25.5	25.2	25.2	25.2
RoA	1.7	1.9	1.8	1.9	1.9
RoE	10.0	12.4	11.5	11.7	12.2

YE Mar	FY24A	FY25A	FY26E	FY27E	FY28E
Interest income	12.4	12.2	12.0	12.0	12.1
Interest expense	6.1	6.3	5.9	5.9	6.0
NII	6.3	5.9	6.0	6.1	6.1
Other income	0.4	0.6	0.7	0.8	0.8
Total income	6.8	6.5	6.8	6.9	6.9
Operating expenses	2.8	2.7	2.7	2.8	2.9
Employee	1.6	1.5	1.5	1.5	1.5
Others	1.2	1.2	1.2	1.3	1.4
PPOP	4.0	3.8	4.1	4.1	4.1
Provisions	1.7	1.3	1.7	1.6	1.5
PBT	2.2	2.5	2.4	2.5	2.5
Tax	0.6	0.6	0.6	0.6	0.6
PAT	1.7	1.9	1.8	1.9	1.9

Source: Company, Centrum Broking

Balance sheet					
YE Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Financial assets		13,21,500			
Cash	26,891	55,360	97,197	72,482	83,069
Loans		11,62,140			
Investment	96,508	1,04,000	1,10,240	1,16,854	1,23,866
Non-financial assets	36,241	33,990	32,663	31,482	30,438
Deferred tax assets	0	0	0	0	0
Fixed Assets	8,111	8,770	9,209	9,669	10,152
Other Non-fin. assets	28,130	25,220	23,455	21,813	20,286
Total Assets	11,51,592	13,55,490	15,27,711	16,63,934	18,89,337
Financial liabilities	9,22,252	11,28,740	12,50,108	13,61,430	15,58,456
Borrowings	9,22,252	11,28,740	12,50,108	13,61,430	15,58,456
Non-financial liabilities	47,766	28,630	32,925	38,192	44,303
Other Non-fin liabilities	47,766	28,630	32,925	38,192	44,303
Total equity	1,81,575	1,98,120	2,44,679	2,64,311	2,86,577
Share capital	2,469	2,470	2,779	2,779	2,779
Other equity	1,79,106	1,95,650	2,41,900	2,61,532	2,83,799
Total Liabilities	11,51,592	13,55,490	15,27,711	16,63,934	18,89,337
Balance Sheet ratios (%)					
Debt / Equity	5.1	5.7	5.1	5.2	5.4
Assets / Equity	6.3	6.8	6.2	6.3	6.6
Cash / Borrowings	2.9	4.9	7.8	5.3	5.3
Details on loans					
AUM	10,25,970	11,96,730	13,25,367	14,85,714	16,99,599
Disbursements	5,62,080	5,78,990	5,97,692	6,75,391	7,76,700
Capital Adequacy (%)					
CRAR	18.9	18.3	20.0	19.4	18.6
Tier-1	16.4	15.2	16.9	16.5	15.7
Tier-2	2.5	3.1	3.0	3.0	2.9
Asset quality (%)					
GNPA (Rs mn)	34,910	44,140	45,149	48,477	51,978
Growth (%)	(6.1)	26.4	2.3	7.4	7.2
NNPA (Rs mn)	12,860	21,559	21,672	22,299	23,390
Growth (%)	(14.7)	67.6	0.5	2.9	4.9
GNPA	3.4	3.7	3.4	3.3	3.1
NNPA	1.3	1.8	1.6	1.5	1.4
PCR	63.2	51.2	52.0	54.0	55.0
NNPA / Equity	7.1	10.9	8.9	8.4	8.2
Per share (Rs)	44.2	40.0	40.4	24.4	242
EPS	14.3	19.0	18.4	21.4	24.3
BVPS	147.1	160.4	176.1	190.2	206.3
ABVPS	139.8	148.2	165.2	179.0	194.5
DPS	6.3	6.5	6.4	7.3	8.3
Valuation (x)	24.0	45.0	16.2	110	43.4
P/E	21.0	15.8	16.3	14.0	12.4
P/BV	2.0	1.9	1.7	1.6	1.5
P/ABV	2.1	2.0	1.8	1.7	1.5
Dividend yield	2.1	2.2	2.1	2.4	2.8

Source: Company, Centrum Broking

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