

Poonawalla reported another patchy quarter (Q4) with elevated credit cost (3.03% of AUM) and opex (4.6% of AUM) pushing profitability materially lower (RoA of 0.76%). With sharp focus, and investment in technology and AI capabilities, the mgmt is confident of achieving strong growth with better-than-industry credit cost, across existing offerings and the 6-7 newer products. To reflect the Q4 developments and mgmt commentary, we adjust our FY26-27 estimates, building in Rs40bn capital raise in FY26 aimed at supporting strong growth which would lead to ~25% increase in FY27E/FY26E BVPS. Led by the rise in opex/credit cost, our RoA/RoE stand reduced for FY26E/27E. We retain **REDUCE** on the stock, revising up Mar-26E TP (+12%) to Rs280 (FY27E P/BV: 1.7x post capital-raise). Given its AAA rating, Parent backing, a credible top-level team, and wide bouquet of product launches, we see the company logging strong growth delivery. However, given the super-normal growth led by a mix of unsecured and secured products in hyper competitive retail segments, we still see upside risk to our credit cost estimates. Against such a backdrop, amid elevated opex and an unseasoned new book, the asset quality and profitability outcomes are all about a leap of faith in the management.

Elevated credit cost and opex continue to hurt profitability

PFL reported Q4 PAT of Rs623mn, impacted by higher credit costs, increased opex, and softer margins. The management indicated that opex will stay elevated for two more quarters due to tech investments (an additional Rs500mn per quarter). On the credit cost front, the management is seeing comfort on multiple levels, with reduced STPL book, higher ODPD, and lower bounce rates. Also, the management mentioned launch of new products that are gaining good momentum, with disbursements for the quarter at Rs93.7bn (31% QoQ growth), leading to strong AUM growth of 15% sequentially. Overall asset quality is stable, with GS3/NS3 at 1.84%/0.85%, respectively. **(Exhibit 4)**

Management confident of high-quality growth and, eventually, profitability

The mgmt maintains its ~30-35% risk-adjusted growth target, driven by a strong leadership team, newly launched product suite, expanding branch network, and improved digital experience. AI-led efficiencies across functions are expected to enhance credit underwriting/collections, and supporting scalable growth. With the clean-up largely done (legacy STPL now 8% of the book) and leadership fully in place, the mgmt is confident of 5-6x book growth over 5Y, while targeting a robust, profitable business, and 3-3.5% RoA within 3Y. The mgmt indicated raising funds in FY26, for supporting such growth.

Adjust our FY26-27 estimates; maintain **REDUCE**; raise TP to Rs280

Factoring in the Q4 performance, we revise our FY26-27 estimates: 1) ~5% higher AUM growth; 2) ~26% earnings cut in FY26 and ~9% upgrade in FY27; 3) higher credit cost assumptions; 4) Rs 40bn fundraise in FY26. The adjustments imply a ~3-5% RoE contraction over FY26-27E. We reiterate **REDUCE** and revise up our Mar-26E TP by 12% to Rs280, (implying FY27E P/BV of 1.7x).

Target Price – 12M	Mar-26
Change in TP (%)	12.0
Current Reco.	REDUCE
Previous Reco.	REDUCE
Upside/(Downside) (%)	(26.3)

Stock Data	POONAWAL IN
52-week High (Rs)	509
52-week Low (Rs)	267
Shares outstanding (mn)	778.0
Market-cap (Rs bn)	296
Market-cap (USD mn)	3,464
Net-debt, FY25E (Rs mn)	NA
ADTV-3M (mn shares)	3
ADTV-3M (Rs mn)	761.3
ADTV-3M (USD mn)	8.9
Free float (%)	37.4
Nifty-50	24,039.3
INR/USD	85.4

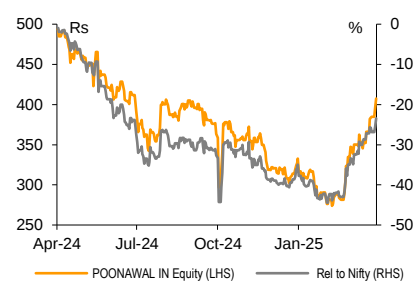
Shareholding,

Promoters (%)	0.0
FPIs/MFs (%)	0.0/0.0

Price Performance

(%)	1M	3M	12M
Absolute	9.8	20.0	(22.8)
Rel. to Nifty	8.1	15.3	(27.6)

1-Year share price trend (Rs)



Poonawalla Fincorp: Financial Snapshot (Consolidated)

Y/E 2025 (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Net profits	20,560	(984)	8,151	17,125	24,951
AUM growth (%)	54.9	42.5	45.0	40.0	40.0
NII growth (%)	59.5	21.1	49.5	47.1	40.1
NIMs (%)	9.5	7.8	8.1	8.4	8.4
PPOP growth (%)	127.1	2.0	52.1	63.1	46.7
Adj. EPS (Rs)	(8.4)	(1.3)	9.2	19.3	28.1
Adj. EPS growth (%)	0	0	0	110.1	45.7
Adj. BV (INR)	105.3	105.1	144.5	160.9	184.8
Adj. BVPS growth (%)	25.9	(0.2)	37.4	11.4	14.9
RoA (%)	(3.1)	(0.3)	1.9	2.8	3.0
RoE (%)	(8.9)	(1.2)	7.8	12.6	16.3
P/E (x)	(45.2)	(298.9)	41.4	19.7	13.5
P/ABV (x)	3.6	3.6	2.6	2.4	2.1

Source: Company, Emkay Research

Avinash Singh

avinash.singh@emkayglobal.com
+91-22-662121327

Kishan Rungta

kishan.rungta@emkayglobal.com
+91-22-66242490

Exhibit 1: Actual vs Estimates

Poonawalla Fincorp Q4FY25 Result	4QFY24	1QFY25	2QFY25	3QFY25	4QY25	QoQ	YoY	Q4FY25E (Emkay)	Variance
NII	5,625	5,761	5,592	6,141	6,101	-0.6%	8.5%	6,671	-8.5%
Total income	6,407	6,758	6,449	6,638	7,162	7.9%	11.8%	7,480	-4.2%
Opex	2,313	2,417	3,610	2,908	3,834	31.9%	65.8%	3,221	19.0%
PPOP	4,094	4,341	2,839	3,731	3,328	-10.8%	-18.7%	4,258	-21.8%
Provision	239	445	9,144	3,479	2,526	-27.4%	955.1%	1,712	47.6%
PBT	3,855	3,896	(6,305)	252	802	218.6%	-79.2%	2,547	-68.5%
PAT	3,317	2,916	(4,710)	187	623	232.8%	-81.2%	1,897	-67.1%
AUM	250,030	269,720	283,960	309,840	356,310	15.0%	42.5%	340,041	4.8%
Disbursement	96,880	74,000	63,130	71,500	93,780	31.2%	-3.2%		
Credit cost	0.41%	0.68%	13.21%	4.69%	3.03%	-165bps	263bps	2.11%	93bps
GS3	1.16%	0.67%	2.10%	1.85%	1.84%	-1bps	68bps	1.9%	-6bps
NS3	0.59%	0.32%	0.33%	0.81%	0.85%	4bps	26bps	0.9%	-1bps
PCR	49%	53%	84%	57%	54%	-232bps	508bps	55%	-52bps

Source: Company, Emkay Research

Exhibit 2: Change in estimates

Y/e Mar (Rs mn)	FY26E			FY27E			FY28E		
	Earlier	Revised	change	Earlier	Revised	Change	Earlier	Revised	Change
AUM	493,059	516,650	4.8%	690,283	723,309	4.8%	NA	1,012,633	NA
Disbursement	436,918	483,856	10.7%	633,531	749,977	18.4%	NA	1,124,965	NA
Net Interest Income	34,541	35,263	2.1%	47,333	51,864	9.6%	NA	72,671	NA
Operating expenses	16,071	17,598	9.5%	21,856	23,113	5.8%	NA	30,013	NA
PPOP	22,359	21,560	-3.6%	31,765	35,155	10.7%	NA	51,562	NA
Credit cost	7,423	10,590	42.7%	10,591	12,107	14.3%	NA	17,981	NA
PAT	11,097	8,151	-26.5%	15,732	17,125	8.9%	NA	24,951	NA
Adj PAT	11,097	8,151	-26.5%	15,732	17,125	8.9%	NA	24,951	NA
Adj EPS	14.4	9.2	-36.2%	20.4	19.3	-5.5%	NA	28.1	NA
Networth	90,843	128,164	41.1%	104,215	142,720	36.9%	NA	163,928	NA
BVPS	117.9	144.5	22.5%	135.2	160.9	18.9%	NA	184.8	NA
							NA		NA
AUM growth	45.0%	45.0%	0bps	40.0%	40.0%	0bps	NA	40.0%	NA
NIM	8.3%	8.1%	-21bps	8.0%	8.4%	37bps	NA	8.4%	NA
Opex-to-AUM ratio	3.9%	4.0%	17bps	3.7%	3.7%	3bps	NA	3.5%	NA
Cost-to-Income ratio	41.8%	44.9%	312bps	40.8%	39.7%	-109bps	NA	36.8%	NA
Credit Cost	1.8%	2.4%	64bps	1.8%	2.0%	16bps	NA	2.1%	NA
ROA	2.8%	1.9%	-88bps	2.8%	2.8%	2bps	NA	3.0%	NA
ROE	12.9%	7.8%	-510bps	16.1%	12.6%	-349bps	NA	16.3%	NA

Source: Company, Emkay Research

Exhibit 3: Valuation matrix

				P/BV (x)			P/E (x)			RoA (%)			RoE (%)			Book Value (Rs/sh)			Adj EPS (Rs)		
	CMP/TP (Rs)	Upside	Mkt Cap (Rs bn)	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
At current market price	380	-26.4%	296	2.6	2.4	2.1	41.4	19.7	13.5	1.9	2.8	3.0	7.8	12.6	16.3	144	161	185	9	19	28
At target price	280			1.9	1.7	1.5	30.5	14.5	10.0	1.9	2.8	3.0	7.8	12.6	16.3	144	161	185	9	19	28

Source: Company, Emkay Research

Exhibit 4: Quarterly result snapshot

Particulars (Rs mn)	4QFY24	1QFY25	2QFY25	3QFY25	4QY25	QoQ chg	YoY chg
Interest Income	8,436	8,962	9,107	9,991	10,685	6.9%	26.7%
Interest Expenses	2,811	3,201	3,516	3,850	4,584	19.1%	63.1%
NII	5,625	5,761	5,592	6,141	6,101	-0.6%	8.5%
Other Income	782	997	858	498	1,062	113.3%	35.8%
Net Operating Income	6,407	6,758	6,449	6,638	7,162	7.9%	11.8%
Operating Expenses	2,313	2,417	3,610	2,908	3,834	31.9%	65.8%
PPOP	4,094	4,341	2,839	3,731	3,328	-10.8%	-18.7%
Provisions	239	445	9,144	3,479	2,526	-27.4%	955.1%
Credit costs	0.41%	0.68%	13.21%	4.69%	3.03%	-165bps	263bps
Extraordinary items	-	-	-	-	-		
Profit Before Tax	3,855	3,896	(6,305)	252	802	218.6%	-79.2%
Tax	538	980	(1,594)	65	179	177.4%	-66.7%
Tax rate	13.9%	25.2%	25.3%	25.6%	22.3%		
PAT	3,317	2,916	(4,710)	187	623	232.8%	-81.2%
Adj PAT	3,317	2,916	(4,710)	187	623	232.8%	-81.2%
GS3	1.16%	0.67%	2.10%	1.85%	1.84%	-1bps	68bps
NS3	0.59%	0.32%	0.33%	0.81%	0.85%	4bps	26bps
PCR	49.4%	52.5%	84.5%	56.8%	54.5%	-232bps	508bps
AUM	250,030	269,720	283,960	309,840	356,310	15.0%	42.5%
Disbursement	96,880	74,000	63,130	71,500	93,780	31.2%	-3.2%
Networth	81,164	83,700	80,155	80,570	81,240	0.8%	0.1%

Source: Company, Emkay Research

Exhibit 5: AUM trend

	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QY25
AUM (Rs bn)	161	178	202	219	250	270	284	310	356
Growth QoQ	16%	10%	14%	9%	14%	8%	5%	9%	15%
Growth YoY	37%	41%	54%	58%	55%	52%	40%	41%	43%

Source: Company, Emkay Research

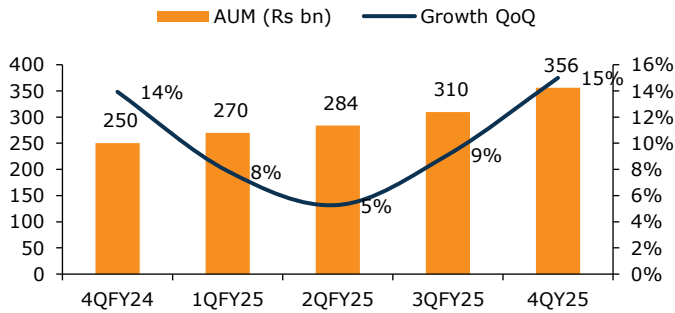
Exhibit 6: Disbursement trend

Disbursement Trend (Rs bn)	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QY25
Disbursement (Rs bn)	63.7	70.6	78.1	87.3	96.9	74.0	63.1	71.5	93.8
Growth QoQ	89%	11%	11%	12%	11%	-24%	-15%	13%	31%
Growth YoY	151%	143%	151%	159%	52%	5%	-19%	-18%	-3%

Source: Company, Emkay Research

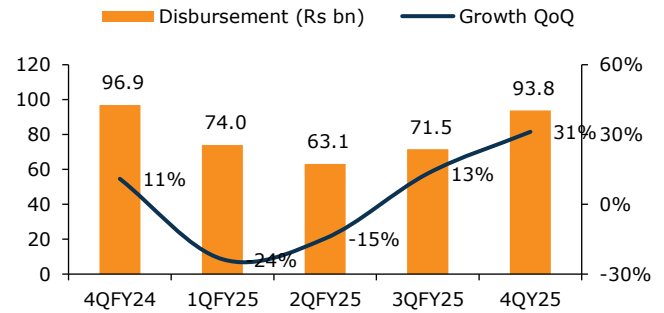
Result in charts

Exhibit 7: Strong AUM growth led by robust disbursements



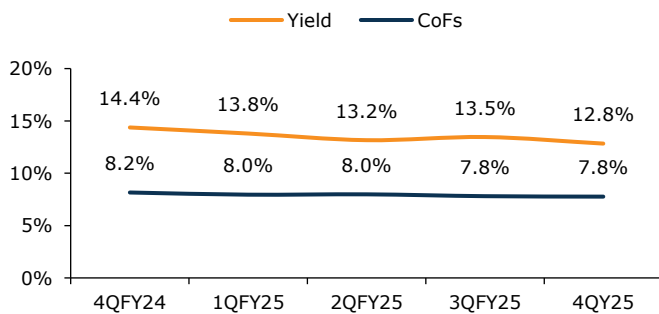
Source: Company, Emkay Research

Exhibit 8: Strong disbursement trend



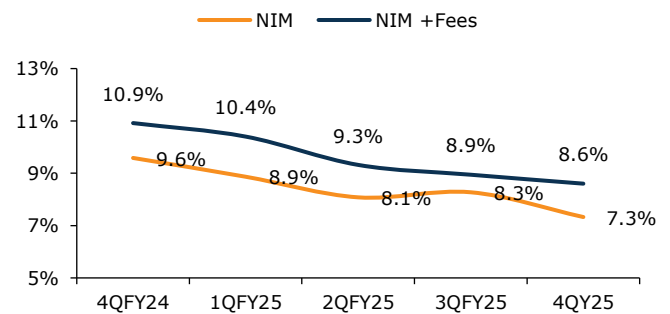
Source: Company, Emkay Research

Exhibit 9: Yield moderation on account of changing product mix



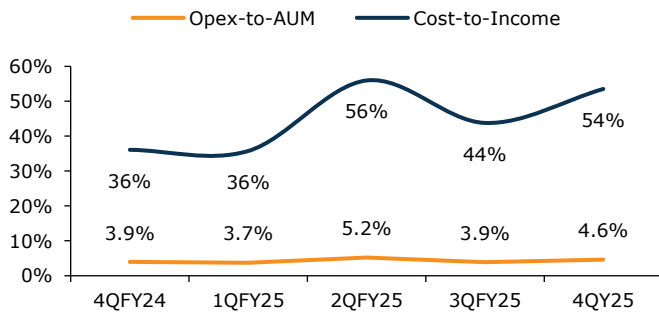
Source: Company, Emkay Research

Exhibit 10: Margin impacted on account of moderating yield and stable CoFs



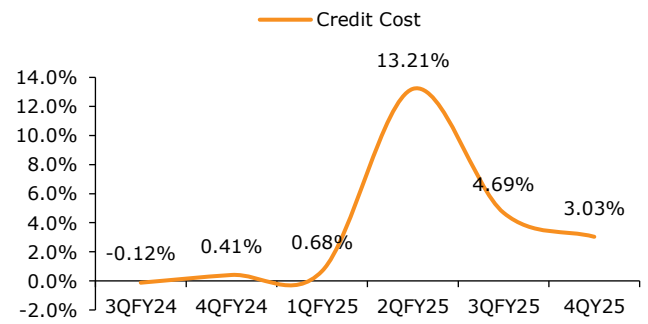
Source: Company, Emkay Research

Exhibit 11: Cost-to-income to remain elevated for the next 2 quarters



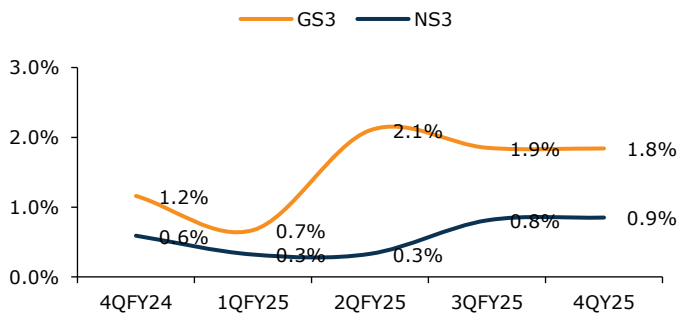
Source: Company, Emkay Research

Exhibit 12: Credit cost remains elevated vs historically



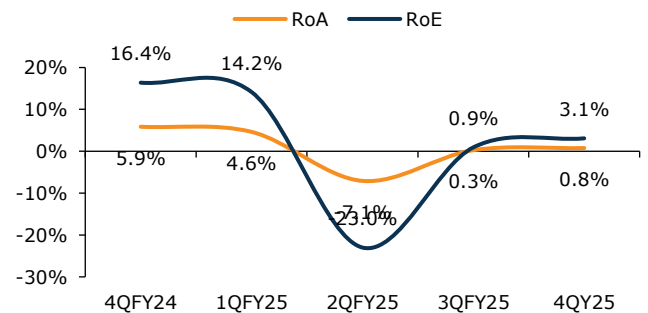
Source: Company, Emkay Research

Exhibit 13: Stable asset quality



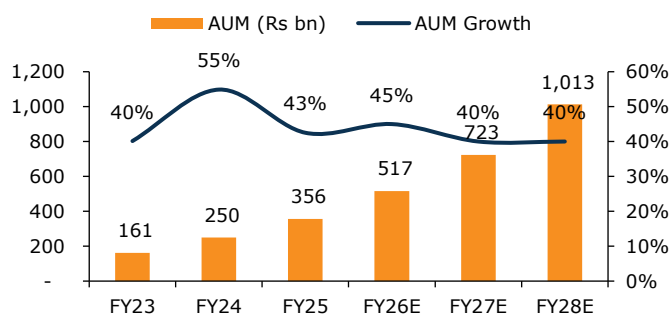
Source: Company, Emkay Research

Exhibit 14: ROA/ROE trend

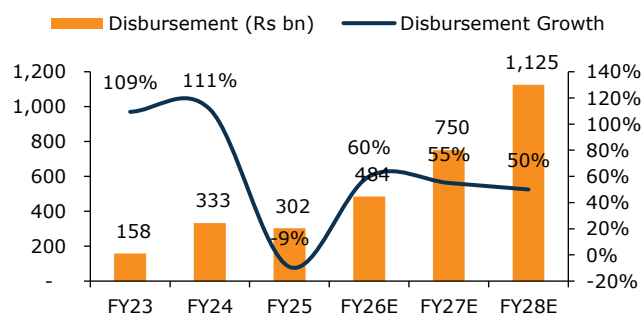


Source: Company, Emkay Research

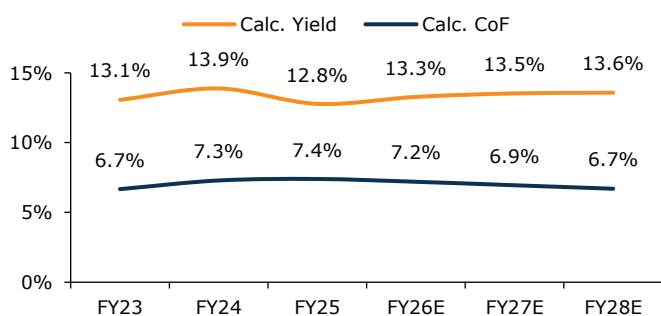
Story in charts

Exhibit 15: AUM growth to remain above 40% over FY26-28E


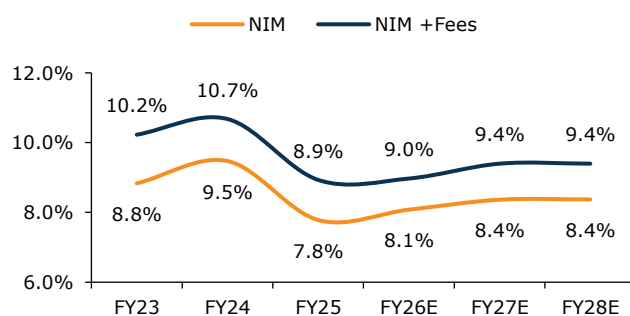
Source: Company, Emkay Research

Exhibit 16: Strong disbursement supported by new launches


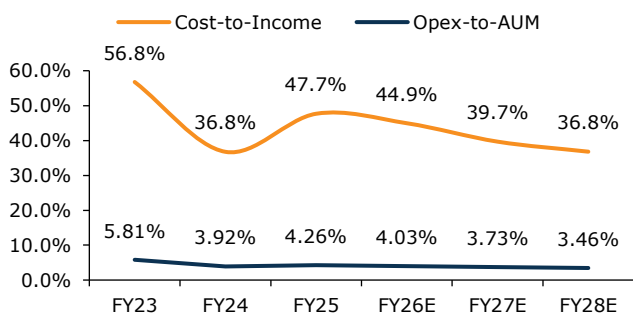
Source: Company, Emkay Research

Exhibit 17: CoF to moderate over FY26-28E


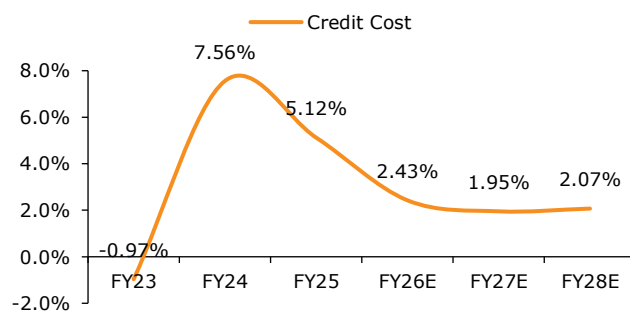
Source: Company, Emkay Research

Exhibit 18: We expect NIMs to remain largely stable


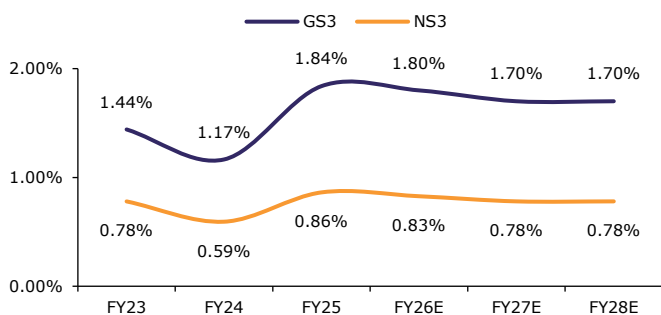
Source: Company, Emkay Research

Exhibit 19: Opex-to-AUM to see gradual improvement going forward


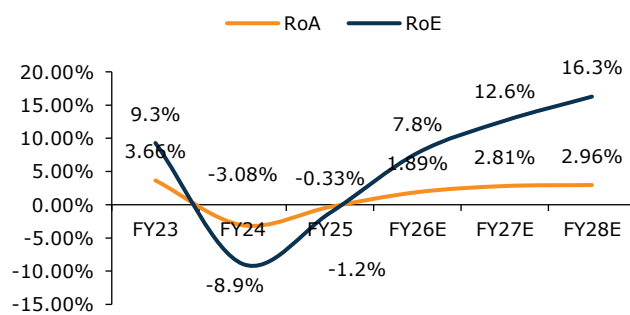
Source: Company, Emkay Research

Exhibit 20: We expect some pressure in credit cost


Source: Company, Emkay Research

Exhibit 21: Overall asset quality to be steady


Source: Company, Emkay Research

Exhibit 22: ROA/ROE to see V shaped recovery in FY26E


Source: Company, Emkay Research

Management call highlights

- The management highlighted that the company's digital platforms, proprietary AI models, and advanced risk analytics are key strengths, enabling end-to-end efficiency – from sourcing to collections, and offering a significant competitive advantage.
- The management emphasized that deep product and risk expertise, along with a seasoned leadership team, drive agility and strong customer assessment capabilities, thus positioning Poonawalla Fincorp as a tech-driven leader in the NBFC space.
- The management has highlighted in earlier calls that AUM growth was expected at 30–35% for FY25, with 35–40% growth thereafter. However, the actual AUM growth for Q4 was 42.5% YoY and 15% QoQ, reaching Rs356bn and reflect the company's strong execution and market traction. Total disbursements for Q4FY25 stood at Rs93.78bn, up 31% QoQ, driven by new product launches and expansion into new customer segments.
- Product Launch and milestone achieved:
 - Gold Loans: The company plans to double its physical presence in gold loans, targeting 400 branches by FY26-end across Gujarat, Maharashtra, Rajasthan, and Haryana. These branches are intended to function as multi-product distribution hubs.
 - Commercial Vehicles: CV loan disbursements started in Pune, Mumbai, and Kolkata, offering customized solutions across new and used vehicles. A tech-driven onboarding platform and >25 secure integrations for KYC, asset, and fraud checks will be launched soon.
 - Education loans: saw a strong start, with >300 applications in 45 days and 25 consultants onboarded. PFL aims to scale to 500 consultants and sanction 3,000–4,000 loans in FY25-26, supported by a 100-member sales team and an industry-first instant digital sanction solution.
 - Consumer Durables: PFL targets 210 locations and 10,000-12,000 dealer points by FY-end. The newly launched PFIN EMI card offers customers flexible, pre-approved CD financing at partner dealers, boosting accessibility, and engagement.
 - Shopkeeper Loans: Focused on *kirana* stores; operational in 44 locations.
- With regard to sourcing, the management informed that it follows a product-specific distribution model, with gold loans via branches, consumer durables at POS in Tier 2/3 cities, shopkeeper loans through direct channels, CV loans at dealerships, and personal loans via digital/DSA networks. It also plans to leverage digital journeys alongside physical expansion, for enhancing reach and efficiency.
- The management informed that it is prioritizing risk calibration in new products, focusing on quality before scaling. It highlighted that the secured-to-unsecured on-book mix improved to 57:43 (from 54:46 QoQ), reflecting a strategic tilt toward secured lending. In LAP, incremental LTV stands at 58%, with focus on vintage businesses with strong cash-flows.
- With regard to the STPL book, the management highlighted that the book has reduced to 8% of AUM (down from 21% in Sep-24 and 15% in Dec-25), with 80% of this now at Nil DPD, and that it does expect any additional stress. It also highlighted that cheque bounces have decreased to one-third, with cautious growth being pursued. Collection efficiency improved 9–10% over the last six months, while early bucket flows moderated by over 40%.
- Regarding liability mix and funding growth, the management indicated a focus on long-term borrowings, particularly NCDs (currently 12% of total borrowings), and mentioned the possibility of an additional capital raise early in next calendar/financial year.
- Management guidance includes an additional Rs500mn per quarter investment in tech, and expansion expected to moderate over Q3-Q4FY26. ROA target stands at 3–3.5% over the next 3–3.5 years, with no surprises anticipated from the residual STPL portfolio.

Poonawalla Fincorp: Consolidated Financials and Valuations

Profit & Loss					
Y/E 2025 (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Interest Income	29,041	38,745	57,964	83,883	117,870
Interest Expense	9,551	15,151	22,701	32,019	45,199
Net interest income	19,490	23,594	35,263	51,864	72,671
NII growth (%)	59.5	21.1	49.5	47.1	40.1
Non interest income	2,478	3,483	3,896	6,404	8,904
Total income	21,967	27,078	39,158	58,268	81,575
Operating expenses	8,074	12,906	17,598	23,113	30,013
PPOP	13,894	14,172	21,560	35,155	51,562
PPOP growth (%)	127.1	2.0	52.1	63.1	46.7
Provisions & contingencies	15,551	15,526	10,590	12,107	17,981
PBT	(1,658)	(1,354)	10,970	23,049	33,581
Extraordinary items	27,043	0	0	0	0
Tax expense	4,826	(371)	2,819	5,923	8,630
Minority interest	-	-	-	-	-
Income from JV/Associates	-	-	-	-	-
Reported PAT	20,560	(984)	8,151	17,125	24,951
PAT growth (%)	251.5	0	0	110.1	45.7
Adjusted PAT	(6,483)	(984)	8,151	17,125	24,951
Diluted EPS (Rs)	26.9	(1.3)	10.7	22.4	32.6
Diluted EPS growth (%)	265.0	0	0	110.1	45.7
DPS (Rs)	2.0	0	1.4	2.9	4.2
Dividend payout (%)	7.5	0	15.0	15.0	15.0
Effective tax rate (%)	(291.1)	27.4	25.7	25.7	25.7
Net interest margins (%)	9.5	7.8	8.1	8.4	8.4
Cost-income ratio (%)	36.8	47.7	44.9	39.7	36.8
PAT/PPOP (%)	148.0	(6.9)	37.8	48.7	48.4
Shares outstanding (mn)	770.6	772.9	887.2	887.2	887.2

Source: Company, Emkay Research

Balance Sheet					
Y/E 2025 (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Share capital	1,541	1,546	1,774	1,774	1,774
Reserves & surplus	79,623	79,690	126,390	140,946	162,154
Net worth	81,164	81,236	128,164	142,720	163,928
Borrowings	150,801	258,810	371,988	549,715	799,980
Other liabilities & prov.	8,397	9,740	11,298	13,105	15,201
Total liabilities & equity	240,362	349,786	511,450	705,540	979,110
Net loans	220,464	326,950	477,966	670,192	938,269
Investments	8,783	13,410	14,751	15,489	16,263
Cash, other balances	2,685	320	9,274	9,826	13,931
Interest earning assets	231,933	340,680	501,991	695,507	968,463
Fixed assets	1,944	1,850	2,035	2,239	2,462
Other assets	6,485	7,070	7,424	7,795	8,184
Total assets	240,362	349,600	511,450	705,540	979,110
BVPS (Rs)	105.3	105.1	144.5	160.9	184.8
Adj. BVPS (INR)	105.3	105.1	144.5	160.9	184.8
Gross loans	230,454	336,600	488,070	683,298	956,617
Total AUM	250,030	356,310	516,650	723,309	1,012,633
On balance sheet	230,454	336,600	488,070	683,298	956,617
Off balance sheet	19,576	19,710	28,580	40,011	56,016
Disbursements	332,890	302,410	483,856	749,977	1,124,965
Disbursements growth (%)	111.3	(9.2)	60.0	55.0	50.0
Loan growth (%)	44.8	48.3	46.2	40.2	40.0
AUM growth (%)	54.9	42.5	45.0	40.0	40.0
Borrowings growth (%)	35.6	71.6	43.7	47.8	45.5
Book value growth (%)	25.9	(0.2)	37.4	11.4	14.9

Source: Company, Emkay Research

Asset quality and other metrics					
Y/E 2025 (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Asset quality					
GNPL - Stage 3	2,685	6,190	8,785	11,616	16,262
NNPL - Stage 3	1,359	2,820	3,953	5,227	7,318
GNPL ratio - Stage 3 (%)	1.2	1.8	1.8	1.7	1.7
NNPL ratio - Stage 3 (%)	0.6	0.9	0.8	0.8	0.8
ECL coverage - Stage 3 (%)	49.4	54.4	55.0	55.0	55.0
ECL coverage - 1 & 2 (%)	3.8	1.9	1.1	1.0	1.0
Gross slippage - Stage 3	-	-	-	-	-
Gross slippage ratio (%)	-	-	-	-	-
Write-off ratio (%)	7.6	1.4	1.5	1.5	1.5
Total credit costs (%)	7.6	5.1	2.4	2.0	2.1
NNPA to networth (%)	1.7	3.5	3.1	3.7	4.5
Capital adequacy					
Total CAR (%)	33.8	22.9	24.7	19.8	16.4
Tier-1 (%)	32.3	21.7	23.7	18.8	15.4
Miscellaneous					
Total income growth (%)	55.3	23.3	44.6	48.8	40.0
Opex growth (%)	0.5	59.9	36.4	31.3	29.9
PPOP margin (%)	6.8	4.7	4.9	5.7	5.9
Credit costs-to-PPOP (%)	111.9	109.6	49.1	34.4	34.9
Loan-to-Assets (%)	91.7	93.5	93.5	95.0	95.8
Yield on loans (%)	14.1	12.8	13.3	13.5	13.6
Cost of funds (%)	7.3	7.4	7.2	6.9	6.7
Spread (%)	6.8	5.4	6.1	6.6	6.9

Source: Company, Emkay Research

Valuations and key Ratios					
Y/E 2025	FY24	FY25	FY26E	FY27E	FY28E
P/E (x)	(45.2)	(298.9)	41.4	19.7	13.5
P/B (x)	3.6	3.6	2.6	2.4	2.1
P/ABV (x)	3.6	3.6	2.6	2.4	2.1
P/PPOP (x)	2.7	2.7	1.8	1.1	0.7
Dividend yield (%)	0.5	0	0.4	0.8	1.1
Dupont-RoE split (%)					
NII/avg AUM	9.5	7.8	8.1	8.4	8.4
Other income	0.7	0.8	0.9	1.0	1.0
Securitization income	-	-	-	-	-
Opex	1.8	2.2	2.1	1.9	1.8
Employee expense	2.2	2.1	2.0	1.8	1.6
PPOP	6.8	4.7	4.9	5.7	5.9
Provisions	7.6	5.1	2.4	2.0	2.1
Tax expense	2.3	(0.1)	0.6	1.0	1.0
RoAUM (%)	10.0	(0.3)	1.9	2.8	2.9
Leverage ratio (x)	2.8	3.7	4.2	4.6	5.7
RoE (%)	(8.9)	(1.2)	7.8	12.6	16.3

Quarterly data					
Rs mn, Y/E Mar	Q1FY25	Q2FY25	Q3FY25	Q4FY25	
NII	5,761	5,592	6,141	6,101	
NIM (%)	8.9	8.1	8.3	7.3	
PPOP	4,341	2,839	3,731	3,328	
PAT	0	0	0	0	
EPS (Rs)	3.79	(6.10)	0.24	0.81	

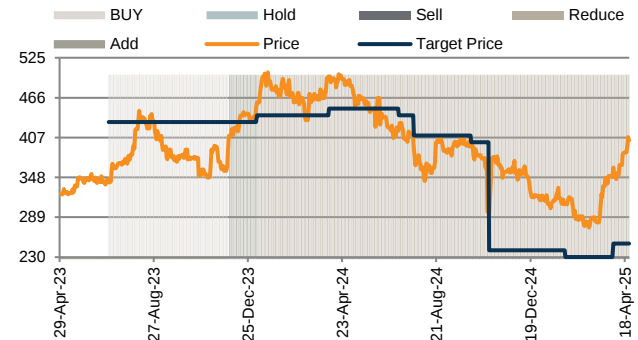
Source: Company, Emkay Research

RECOMMENDATION HISTORY – DETAILS

Date	Closing Price (INR)	TP (INR)	Rating	Analyst
10-Apr-25	352	250	Reduce	Avinash Singh
03-Apr-25	363	250	Reduce	Avinash Singh
27-Feb-25	283	230	Reduce	Avinash Singh
01-Feb-25	309	230	Reduce	Avinash Singh
06-Jan-25	313	240	Reduce	Avinash Singh
04-Dec-24	359	240	Reduce	Avinash Singh
27-Oct-24	297	240	Reduce	Avinash Singh
04-Oct-24	395	400	Reduce	Avinash Singh
02-Sep-24	388	410	Reduce	Avinash Singh
20-Aug-24	400	410	Reduce	Avinash Singh
23-Jul-24	391	410	Reduce	Avinash Singh
04-Jul-24	419	440	Reduce	Avinash Singh
05-Jun-24	435	450	Reduce	Avinash Singh
30-Apr-24	491	450	Reduce	Avinash Singh
06-Apr-24	497	450	Reduce	Avinash Singh
18-Mar-24	472	440	Reduce	Avinash Singh
19-Jan-24	504	440	Reduce	Avinash Singh
05-Jan-24	459	440	Reduce	Avinash Singh
30-Nov-23	409	430	Add	Avinash Singh
21-Oct-23	377	430	Buy	Avinash Singh
25-Jul-23	380	430	Buy	Avinash Singh
08-Jul-23	362	430	Buy	Avinash Singh
30-Jun-23	341	430	Buy	Avinash Singh

Source: Company, Emkay Research

RECOMMENDATION HISTORY - TREND



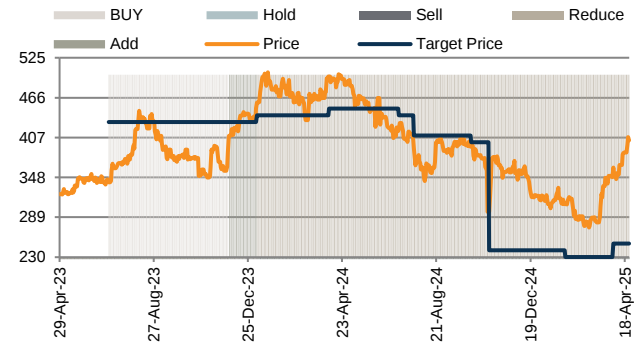
Source: Company, Bloomberg, Emkay Research

RECOMMENDATION HISTORY – DETAILS

Date	Closing Price (INR)	TP (INR)	Rating	Analyst
10-Apr-25	352	250	Reduce	Avinash Singh
03-Apr-25	363	250	Reduce	Avinash Singh
27-Feb-25	283	230	Reduce	Avinash Singh
01-Feb-25	309	230	Reduce	Avinash Singh
06-Jan-25	313	240	Reduce	Avinash Singh
04-Dec-24	359	240	Reduce	Avinash Singh
27-Oct-24	297	240	Reduce	Avinash Singh
04-Oct-24	395	400	Reduce	Avinash Singh
02-Sep-24	388	410	Reduce	Avinash Singh
20-Aug-24	400	410	Reduce	Avinash Singh
23-Jul-24	391	410	Reduce	Avinash Singh
04-Jul-24	419	440	Reduce	Avinash Singh
05-Jun-24	435	450	Reduce	Avinash Singh
30-Apr-24	491	450	Reduce	Avinash Singh
06-Apr-24	497	450	Reduce	Avinash Singh
18-Mar-24	472	440	Reduce	Avinash Singh
19-Jan-24	504	440	Reduce	Avinash Singh
05-Jan-24	459	440	Reduce	Avinash Singh
30-Nov-23	409	430	Add	Avinash Singh
21-Oct-23	377	430	Buy	Avinash Singh
25-Jul-23	380	430	Buy	Avinash Singh
08-Jul-23	362	430	Buy	Avinash Singh
30-Jun-23	341	430	Buy	Avinash Singh

Source: Company, Emkay Research

RECOMMENDATION HISTORY - TREND



Source: Company, Bloomberg, Emkay Research

GENERAL DISCLOSURE/DISCLAIMER BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Emkay Global Financial Services Limited (CIN-L67120MH1995PLC084899) and its affiliates are a full-service, brokerage, investment banking, investment management and financing group. Emkay Global Financial Services Limited (EGFSL) along with its affiliates are participants in virtually all securities trading markets in India. EGFSL was established in 1995 and is one of India's leading brokerage and distribution house. EGFSL is a corporate trading member of BSE Limited (BSE), National Stock Exchange of India Limited (NSE), MCX Stock Exchange Limited (MCX-SX), Multi Commodity Exchange of India Ltd (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) (hereinafter referred to be as "Stock Exchange(s)"). EGFSL along with its [affiliates] offers the most comprehensive avenues for investments and is engaged in the businesses including stock broking (Institutional and retail), merchant banking, commodity broking, depository participant, portfolio management and services rendered in connection with distribution of primary market issues and financial products like mutual funds, fixed deposits. Details of associates are available on our website i.e. www.emkayglobal.com.

EGFSL is registered as Research Analyst with the Securities and Exchange Board of India ("SEBI") bearing registration Number INH000000354 as per SEBI (Research Analysts) Regulations, 2014. EGFSL hereby declares that it has not defaulted with any Stock Exchange nor its activities were suspended by any Stock Exchange with whom it is registered in last five years. However, SEBI and Stock Exchanges had conducted their routine inspection and based on their observations have issued advice letters or levied minor penalty on EGFSL for certain operational deviations in ordinary/routine course of business. EGFSL has not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has its certificate of registration been cancelled by SEBI at any point of time.

EGFSL offers research services to its existing clients as well as prospects. The analyst for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

This report is based on information obtained from public sources and sources believed to be reliable, but no independent verification has been made nor is its accuracy or completeness guaranteed. This report and information herein is solely for informational purpose and shall not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Though disseminated to all the clients simultaneously, not all clients may receive this report at the same time. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient.

EGFSL and/or its affiliates may seek investment banking or other business from the company or companies that are the subject of this material. EGFSL may have issued or may issue other reports (on technical or fundamental analysis basis) of the same subject company that are inconsistent with and reach different conclusion from the information, recommendations or information presented in this report or are contrary to those contained in this report. Users of this report may visit www.emkayglobal.com to view all Research Reports of EGFSL. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, and target price of the research published by any other analyst or by associate entities of EGFSL; our proprietary trading, investment businesses or other associate entities may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest including but not limited to those stated herein. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein. All material presented in this report, unless specifically indicated otherwise, is under copyright to Emkay. None of the material, nor its content, nor any copy of it, may be altered in any way, transmitted to, copied or distributed to any other party, without the prior express written permission of EGFSL. All trademarks, service marks and logos used in this report are trademarks or registered trademarks of EGFSL or its affiliates. The information contained herein is not intended for publication or distribution or circulation in any manner whatsoever and any unauthorized reading, dissemination, distribution or copying of this communication is prohibited unless otherwise expressly authorized. Please ensure that you have read "Risk Disclosure Document for Capital Market and Derivatives Segments" as prescribed by Securities and Exchange Board of India before investing in Indian Securities Market. In so far as this report includes current or historic information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed.

This report has not been reviewed or authorized by any regulatory authority. There is no planned schedule or frequency for updating research report relating to any issuer/subject company.

Please contact the primary analyst for valuation methodologies and assumptions associated with the covered companies or price targets.

Disclaimer for U.S. persons only: Research report is a product of Emkay Global Financial Services Ltd., under Marco Polo Securities 15a6 chaperone service, which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of Financial Institutions Regulatory Authority (FINRA) or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

This report is intended for distribution to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor. In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors. Emkay Global Financial Services Ltd. has entered into a chaperoning agreement with a U.S. registered broker-dealer, Marco Polo Securities Inc. ("Marco Polo"). Transactions in securities discussed in this research report should be effected through Marco Polo or another U.S. registered broker dealer.

RESTRICTIONS ON DISTRIBUTION

This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation. Except otherwise restricted by laws or regulations, this report is intended only for qualified, professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions. Specifically, this document does not constitute an offer to or solicitation to any U.S. person for the purchase or sale of any financial instrument or as an official confirmation of any transaction to any U.S. person. Unless otherwise stated, this message should not be construed as official confirmation of any transaction. No part of this document may be distributed in Canada or used by private customers in United Kingdom.

ANALYST CERTIFICATION BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL)

The research analyst(s) primarily responsible for the content of this research report, in part or in whole, certifies that the views about the companies and their securities expressed in this report accurately reflect his/her personal views. The analyst(s) also certifies that no part of his/her compensation was, is, or will be, directly or indirectly, related to specific recommendations or views expressed in the report. The research analyst (s) primarily responsible of the content of this research report, in part or in whole, certifies that he or his associated persons¹ may have served as an officer, director or employee of the issuer or the new listing applicant (which includes in the case of a real estate investment trust, an officer of the management company of the real estate investment trust; and in the case of any other entity, an officer or its equivalent counterparty of the entity who is responsible for the management of the issuer or the new listing applicant). The research analyst(s) primarily responsible for the content of this research report or his associate may have Financial Interests² in relation to an issuer or a new listing applicant that the analyst reviews. EGFSL has procedures in place to eliminate, avoid and manage any potential conflicts of interests that may arise in connection with the production of research reports. The research analyst(s) responsible for this report operates as part of a separate and independent team to the investment banking function of the EGFSL and procedures are in place to ensure that confidential information held by either the research or investment banking function is handled appropriately. There is no direct link of EGFSL compensation to any specific investment banking function of the EGFSL.

¹ An associated person is defined as (i) who reports directly or indirectly to such a research analyst in connection with the preparation of the reports; or (ii) another person accustomed or obliged to act in accordance with the directions or instructions of the analyst.

² Financial Interest is defined as interest that are commonly known financial interest, such as investment in the securities in respect of an issuer or a new listing applicant, or financial accommodation arrangement between the issuer or the new listing applicant and the firm or analysis. This term does not include commercial lending conducted at the arm's length, or investments in any collective investment scheme other than an issuer or new listing applicant notwithstanding the fact that the scheme has investments in securities in respect of an issuer or a new listing applicant.

COMPANY-SPECIFIC / REGULATORY DISCLOSURES BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) covered in this report:-

- EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her associate/relative's may have Financial Interest/proprietary positions in the securities recommended in this report as of April 27, 2025
- EGFSL, and/or Research Analyst does not market make in equity securities of the issuer(s) or company(ies) mentioned in this Report

Disclosure of previous investment recommendation produced:

- EGFSL may have published other investment recommendations in respect of the same securities / instruments recommended in this research report during the preceding 12 months. Please contact the primary analyst listed in the first page of this report to view previous investment recommendations published by EGFSL in the preceding 12 months.
- EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her relative's may have material conflict of interest in the securities recommended in this report as of April 27, 2025
- EGFSL, its affiliates and Research Analyst or his/her associate/relative's may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the April 27, 2025
- EGFSL or its associates may have managed or co-managed public offering of securities for the subject company in the past twelve months.
- EGFSL, its affiliates and Research Analyst or his/her associate may have received compensation in whatever form including compensation for investment banking or merchant banking or brokerage services or for products or services other than investment banking or merchant banking or brokerage services from securities recommended in this report (subject company) in the past 12 months.
- EGFSL, its affiliates and/or and Research Analyst or his/her associate may have received any compensation or other benefits from the subject company or third party in connection with this research report.

Emkay Rating Distribution

Ratings	Expected Return within the next 12-18 months.
BUY	>15% upside
ADD	5-15% upside
REDUCE	5% upside to 15% downside
SELL	<15% downside

Emkay Global Financial Services Ltd.

CIN - L67120MH1995PLC084899

7th Floor, The Ruby, Senapati Bapat Marg, Dadar - West, Mumbai - 400028. India

Tel: +91 22 66121212 Fax: +91 22 66121299 Web: www.emkayglobal.com

OTHER DISCLAIMERS AND DISCLOSURES:

Other disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) :-

EGFSL or its associates may have financial interest in the subject company.

Research Analyst or his/her associate/relative's may have financial interest in the subject company.

EGFSL or its associates and Research Analyst or his/her associate/ relative's may have material conflict of interest in the subject company. The research Analyst or research entity (EGFSL) have not been engaged in market making activity for the subject company.

EGFSL or its associates may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of public appearance or publication of Research Report.

Research Analyst or his/her associate/relatives may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of public appearance or publication of Research Report.

Research Analyst may have served as an officer, director or employee of the subject company.

EGFSL or its affiliates may have received any compensation including for investment banking or merchant banking or brokerage services from the subject company in the past 12 months. . Emkay may have issued or may issue other reports that are inconsistent with and reach different conclusion from the information, recommendations or information presented in this report or are contrary to those contained in this report. Emkay Investors may visit www.emkayglobal.com to view all Research Reports. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, and target price of the research published by any other analyst or by associate entities of Emkay; our proprietary trading, investment businesses or other associate entities may make investment decisions that are inconsistent with the recommendations expressed herein. EGFSL or its associates may have received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months. EGFSL or its associates may have received any compensation or other benefits from the Subject Company or third party in connection with the research report. EGFSL or its associates may have received compensation from the subject company in the past twelve months. Subject Company may have been client of EGFSL or its affiliates during twelve months preceding the date of distribution of the research report and EGFSL or its affiliates may have co-managed public offering of securities for the subject company in the past twelve months.

**SESHADRI
KUMAR SEN** Digitally signed by
SESHADRI KUMAR SEN
Date: 2025.04.27
16:03:40 +05'30'