

16 February 2026

India | Equity Research | Company Update

## Manappuram Finance

Gold Loan

### Maintain thesis: Future prospects + valuations > history

We find the future prospects promising for Manappuram with a new strategic direction for the business, which entails new management, lower MFI mix, better asset quality management and high growth/low yield in core gold business. This alone could be countered with the argument of a weak track record. For example, the company did try low yield in gold loans in FY22/FY23 when yields declined ~457bps between FY20–23; also, MFI has gone through a cycle with mix at highs of 26% in FY24 and lows of 16%/9% in FY25/9MFY26. However, looking at its overall attractive valuations (standalone valuations: ~1.7x FY28E P/B; the worst is behind for MFI), the equation tips in favour of Manappuram. Additionally, history can also be seen through a different lens, wherein FY19–24 earnings CAGR has been 18.8% with average RoA/RoE of ~5%/21.8%.

### RBI approval received for Bain Capital (BC) acquisition

Manappuram Finance has received final RBI approval for the proposed acquisition of up to 41.7% of the company by BC via paid-up share capital and/or convertible warrants ([Link](#)), under which BC to invest INR 43,850mn to acquire 18% stake on fully diluted basis through preferential allotment of equity and warrants. This would also trigger a mandatory open offer for purchase of additional 26% from public shareholders. Based on the open offer subscription, BC's stake post investment would vary between 18–41.7% on fully diluted basis. BC would be classified as promoter and jointly control the company along with existing promoters. Shareholding of existing promoters would fall from current 35.3% to 28.9% after capital infusion.

The final approval granted by the RBI is subject to other conditions specified by the RBI, including: 1) any acquisition of shareholding of the company by the proposed investors (BC) resulting in them crossing 26% of the paid-up share capital of the company (other than pursuant to conversion of warrants as part of the proposed investment) after one year, as prescribed by RBI, shall require prior approval of the RBI; and 2) Manappuram is required to advise the investors (BC) to furnish an action plan to the RBI within the timeline specified by the RBI to ensure that **there will not be more than one non-banking financial company of the same category/housing finance company within their group with majority shareholding and control.**

### Financial Summary

Y/E March (INR mn)	FY25A	FY26E	FY27E	FY28E
Net Interest Income (NII)	62,250	57,491	68,854	78,049
PAT	12,039	10,813	23,133	27,150
EPS (INR)	14.2	12.8	27.3	32.1
% Chg YoY	(45.2)	(10.2)	113.9	17.4
P/E (x)	21.3	23.7	11.1	9.4
P/BV (x)	2.1	1.5	1.3	1.2
Dividend Yield (%)	1.3	1.0	1.6	1.9
RoA (%)	2.4	1.7	3.3	3.3
RoE (%)	10.0	7.2	12.6	13.3

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#### Market Data

Market Cap (INR)	256bn
Market Cap (USD)	2,825mn
Bloomberg Code	MGFL IN
Reuters Code	MNFL.BO
52-week Range (INR)	322 /169
Free Float (%)	65.0
ADTV-3M (mn) (USD)	16.4

Price Performance (%)	3m	6m	12m
Absolute	10.5	18.3	56.0
Relative to Sensex	12.7	15.7	47.4

ESG Score	2023	2024	Change
ESG score	74.4	77.2	2.8
Environment	55.6	55.9	0.3
Social	75.6	76.8	1.2
Governance	78.3	85.5	7.2

Note - Score ranges from 0 - 100 with a higher score indicating higher ESG disclosures.

Source: SES ESG, I-sec research

#### Previous Reports

11-08-2025: [Q1FY26 results review](#)

21-03-2025: [Company update](#)

On the question asked in the Q3FY26 earning call about controlling interest in both the NBFCs of BC, management clarified that BC remains committed on the business position of Manappuram. Also, during the Q2FY26 earning call, management stated that the board intended to appoint Mr. Deepak Reddy as MD & CEO, after regulatory approval tied to Bain transaction, with operational control.

### Maintain BUY

Our SoTP-based target price for Manappuram stands at INR 355 (earlier INR 305), based on 1.7x P/B for standalone business (1.7x P/B FY27E earlier), 1x (unchanged) P/B for MFI and 1x P/B for home finance/other business on FY28E BV (earlier on FY27E). We factor in AUM growth of 18%/15% in gold on a standalone basis, ~15%/15% in MFI and 10%/12% for home finance business in FY27E/FY28E. We factor in AUM CAGR of ~15.4% on a consol. basis between FY26–28E. We model standalone NIM/opex/credit cost to AUM estimates at 11.5%/5.3%/0.51% for FY26E, 11.2%/4.9%/0.92% for FY27E and 11.1%/4.9%/0.7% for FY28E. This leads to a standalone RoAE of ~11%/12.1%/12.6% in FY26E/FY27E/FY28E (RoAE at 17.2%/13.1%/12.2%/12% in FY25/Q1/Q2/Q3FY26). For Asirvad, we factor in RoAE of -50%/0.8%/6.0% for FY26/27/28E (RoAE of -34.9%/-65.9%/-40.3%/-38.4% in FY25/Q1/Q2/Q3FY26). Consol. RoAE stands at 7.2%/12.5%/13.2% for FY26E/FY27E/FY28E. We have considered full capital infusion of INR 43.8bn by BC in FY26.

**Key risks:** Any adverse regulatory developments as seen in the past, increase in competitive intensity in gold and weakness in asset quality in non-gold segment.

### Gold loan yield dropped as per strategy

**Higher volumes, lower yields:** Manappuram has now lowered yields as a conscious strategy on par with leading players in the NBFC industry. Gold loan portfolio yield (standalone business) declined from 21.7% in Q4FY25 to 18.3% to Q3FY26. Management expects steady-state yield ~ 18%. Driven by online Digital Gold Loan app, pricing transmission is fast. Gold loan AUM growth is driven by higher ticket sizes and not customer counts, while LTV remains stable at ~57% to 60%, despite increase in gold price.

### Key immediate priorities listed by management

1. **Accelerating gold loan is a key initiative with multiple quick-action initiatives.** While continuing on its path to being a diversified NBFC, there is great opportunity to further accelerate gold loan business. Pricing strategy shifted from being above market to at par with market; the company also continues to run multiple price sensitivity tests to determine the ideal scheme mix.

The company is implementing a lot of quick actions – strengthening branch infrastructure (new branch design finalised, rollout planned for next year), building on digital journeys while aiming to go paperless in 1-2 quarters, introducing new best-in-class AI-based security systems at branches (implementation started at branches), building on digital acquisition channels and infrastructure, and leveraging co-lending opportunities (co-lending launched for subsidiaries).

2. **Consolidate strategy for non-gold business:** The company has put a task force to improve on credit performance and profitability in a few of the non-gold businesses, including working on strengthening collection infrastructure and support systems, introducing industry benchmark practices, policies and controls for each individual product class, infusing specialized talent where required, improving operational controls, rationalizing geographical spread for individual product lines and bringing in better cost optimization and efficiency. *Significant scale-down has happened in MSME, vehicle loans, farm equipment, car loans (new*

and used) business. Focus is on asset quality over growth while growth is expected to resume only after systems, underwriting and collections stabilizes from FY27.

3. **Improving organizational effectiveness:** Management is making the company more agile while being focused on operating rigor, delayering operational hierarchies and process matrices. This should result in quicker execution ability, as teams work with more empowerment while also being held more accountable for outcomes. HR practices are being transformed to infuse the organisation about ongoing transformation, bringing in a stronger ground up orientation in building practices, processes and planning exercises.
4. **Infusion of talent is a key priority:** The company is in the process of onboarding a new group leadership team. This top-quality team should start coming in from next month onwards and largely be in place by Feb-Mar'26. While the company will continue to focus on building up internal talent, which has been a key priority of the company over the years, it will also be bring external talent where required. A new Group CFO ([link](#)), a Group Compliance Officer ([link](#)) and a Group General Counsel ([link](#)) have already been onboarded. Hiring is underway for technology, risk, audit, HR and business heads.
5. **Get ready for the medium to long-term strategy:** Long-term strategy would be present by around Q4. Before that, two priorities – reviewing technology architecture and platforms and study new products that can be launched, taking advantage of the branch network that the company has. Engaging with consulting firm to design next-gen tech stack, this will take 2–3 years migration, designed to last ~10 years.
6. **Further build on subsidiaries:** Excited about the possibilities for subsidiaries, including the housing finance company and micro finance company. The company has strong plans for both, and will work with respective companies to build on them and on executing.

**Asirvad** is making good progress in stabilising the business and putting in building blocks for strong future growth, and with industry benchmark practices, emerging opportunities like co-lending will be further accelerated. Management believes they are at the tail end of the negative credit cycle. Business volumes, collections are showing good growth. New book is one-third of portfolio, in next two quarters, it will be ~57% to 60% of portfolio. Pace of decline in AUM has reduced, with only 1% decline in Dec'25 and expected to go into positive territory.

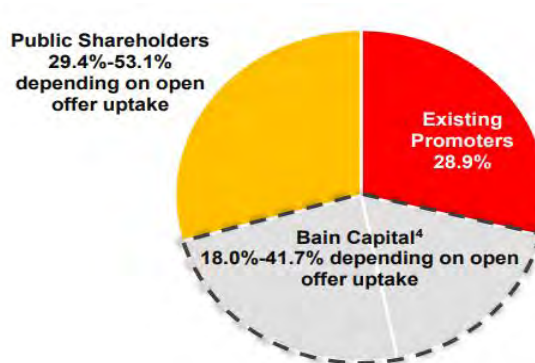
**Housing Finance (HFC):** Accelerating growth in HFC is also a key priority. A new team is being put together and should be in place by quarter Q1FY27. Till then, expect low to moderate growth.

**Exhibit 1: Shareholding pattern - pre transaction (as of Dec'24)**



Source: I-Sec research, Company data

**Exhibit 2: Shareholding pattern- post transaction on fully diluted basis**



Source: I-Sec research, Company data

**Exhibit 3: Q3FY26 standalone result review**

Income statement (INR mn)	Q3FY26	Q3FY25	% Chg YoY	Q2FY26	% Chg QoQ
Net Interest income	11,502	11,609	-0.9%	11,404	0.9%
Add: Other income	83	112	-25.9%	-57	-245.8%
<b>Total net income</b>	<b>11,585</b>	<b>11,721</b>	<b>-1.2%</b>	<b>11,348</b>	<b>2.1%</b>
Less: Operating expenses	5,197	4,826	7.7%	5,094	2.0%
-Employees benefit expenses	3,253	2,972	9.5%	3,041	7.0%
-Depreciation and Amrt	578	514	12.4%	590	-2.1%
-Other expenses	1,366	1,341	1.9%	1,463	-6.7%
<b>Pre-provisioning profit</b>	<b>6,388</b>	<b>6,894</b>	<b>-7.3%</b>	<b>6,253</b>	<b>2.1%</b>
Less: Provisions and write offs	1,280	773	65.5%	1,201	6.6%
<b>PBT</b>	<b>5,108</b>	<b>6,121</b>	<b>-16.5%</b>	<b>5,053</b>	<b>1.1%</b>
Less: Taxes	1,297	1,587	-18.3%	1,294	0.2%
<b>PAT</b>	<b>3,812</b>	<b>4,534</b>	<b>-15.9%</b>	<b>3,759</b>	<b>1.4%</b>
<b>Balance sheet key items (INR mn)</b>					
AUM	4,42,090	3,24,261	36.3%	3,78,240	16.9%
Net worth	1,28,646	1,15,321	11.6%	1,24,834	3.1%
Borrowings	3,97,370	2,68,317	48.1%	3,08,175	28.9%
<b>Asset Quality</b>					
GNPA (INR mn)	11,494	8,107	41.8%	11,347	1.3%
Gross stage-3	2.6%	2.5%	10 bps	3.0%	-40 bps
Net stage-3	2.2%	2.3%	-10 bps	2.6%	-40 bps
Credit cost (annualised)	1.2%	1.0%	28 bps	1.3%	-6 bps
<b>Key Ratios (annualised)</b>					
Yield on AUM	18.5%	22.2%	-370 bps	19.7%	-120 bps
Cost of funds	9.0%	9.2%	-20 bps	9.1%	-10 bps
NIMs on AUM	11.2%	14.4%	-323 bps	12.4%	-120 bps
Cost to income	44.9%	41.2%	368 bps	44.9%	-4 bps
Opex to AUM	5.1%	6.0%	-94 bps	5.5%	-48 bps
RoA	3.1%	4.6%	-150 bps	3.4%	-30 bps
RoE	12.0%	16.0%	-400 bps	12.2%	-20 bps
CAR	25.0%	30.0%	-500 bps	28.0%	-300 bps

Source: I-Sec research, Company data

#### Exhibit 4: Standalone Dupont

Dupont (%)	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26
Interest Income	17.5	17.5	18.0	17.3	16.4	16.3	14.7
Interest Expense	5.9	6.0	6.3	6.1	6.0	6.1	5.9
Net Interest Income	11.6	11.5	11.7	11.2	10.3	10.2	8.8
Other Income	0.1	0.2	0.1	0.1	-0.0	-0.1	0.1
Total Net Income	11.7	11.7	11.8	11.3	10.3	10.1	8.9
Operating Expenses	4.9	4.7	4.9	5.0	4.7	4.5	4.0
Pre Provision Operating Profit	6.8	7.0	6.9	6.3	5.6	5.6	4.9
Provisions	0.6	0.5	0.8	0.8	0.7	1.1	1.0
PBT	6.2	6.5	6.2	5.5	4.9	4.5	3.9
Tax	1.6	1.7	1.6	1.4	1.3	1.2	1.0
Reported PAT	4.5	4.8	4.6	4.1	3.7	3.3	2.9
Leverage (avg. assets/avg. equity)	3.5	3.6	3.5	3.4	3.6	3.7	4.1
RoE	16.0	17.4	16.0	14.2	13.1	12.2	12.0

Source: I-Sec research, Company data

#### Exhibit 5: Key standalone parameters

	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26
Gold AUM (INR mn)	2,36,473	2,43,651	2,45,043	2,55,860	2,88,020	3,15,050	3,87,540
Gold Holdings (Tonnage)	59.6	59.7	57.3	56.4	56.9	57.2	59.0
No of gold loan branches	3,507	3,507	3,507	3,507	3,507	3,506	3,506
No of gold loan Customers (mn)	2.60	2.66	2.60	2.58	2.59	2.61	2.63

Source: I-Sec research, Company data

#### Exhibit 6: Q3FY26 consolidated result review

Income statement (INR mn)	Q3FY26	Q3FY25	%Change YoY	Q2FY26	%Change QoQ
Net Interest income	12,989	15,909	-18.4%	13,756	-5.6%
Add: Other income	1,148	464	147.6%	241	377.1%
<b>Total net income</b>	<b>14,137</b>	<b>16,373</b>	<b>-13.7%</b>	<b>13,997</b>	<b>1.0%</b>
Less: Operating expenses	7,568	7,066	7.1%	7,285	3.9%
-Employees benefit expenses	5,018	4,478	12.0%	4,444	12.9%
-Depreciation and Amrt	772	705	9.6%	795	-2.8%
-Other expenses	1,777	1,883	-5.6%	2,046	-13.1%
<b>Pre-provisioning profit</b>	<b>6,569</b>	<b>9,307</b>	<b>-29.4%</b>	<b>6,712</b>	<b>-2.1%</b>
Less: Provisions and write offs	3,541	5,546	-36.2%	3,692	-4.1%
<b>PBT</b>	<b>3,029</b>	<b>3,761</b>	<b>-19.5%</b>	<b>3,020</b>	<b>0.3%</b>
Less: Taxes	643	976	-34.1%	847	-24.1%
<b>PAT</b>	<b>2,385</b>	<b>2,785</b>	<b>-14.3%</b>	<b>2,173</b>	<b>9.8%</b>
<b>Balance sheet key items (INR mn)</b>					
AUM	5,22,020	4,42,174	18.1%	4,58,890	13.8%
Loan assets on balance sheet	5,12,800	4,35,296	17.8%	4,52,480	13.3%
Net worth	1,29,150	1,27,763	1.1%	1,27,120	1.6%
Borrowings	4,62,560	3,70,124	25.0%	3,77,380	22.6%
<b>Asset Quality</b>					
Gross stage-3	4.9%	3.9%	100 bps	3.1%	180 bps
Net stage-3	4.9%	5.8%	-90 bps	4.8%	10 bps
Credit cost (annualised)	2.9%	4.9%	-205 bps	3.3%	-39 bps
<b>Key Ratios (annualised)</b>					
Yield on AUM	18.3%	22.4%	-409 bps	20.0%	-167 bps
Cost of funds	9.0%	9.4%	-40 bps	9.1%	-10 bps
NIMs on AUM	10.6%	14.2%	-356 bps	12.2%	-161 bps
Cost to income	53.5%	43.2%	1037 bps	52.0%	148 bps
Opex to AUM	6.2%	6.3%	-12 bps	6.5%	-29 bps
RoA	1.7%	2.2%	-50 bps	1.7%	0 bps
RoE	7.4%	8.9%	-150 bps	6.9%	50 bps

Source: I-Sec research, Company data

### Exhibit 7: Consolidated Dupont

Dupont (%)	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26
Interest Income	19.5	19.5	19.4	18.4	17.8	17.5	16.0
Interest Expense	6.9	6.9	7.1	7.1	6.8	6.8	6.8
Net Interest Income	12.6	12.5	12.3	11.2	11.0	10.7	9.3
Other Income	0.9	0.7	0.4	0.2	0.2	0.2	0.8
Total Net Income	13.5	13.3	12.6	11.4	11.2	10.9	10.1
Operating Expenses	5.5	5.3	5.5	6.0	6.0	5.7	5.4
Pre Provision Operating Profit	7.9	7.9	7.2	5.4	5.3	5.2	4.7
Provisions	1.9	2.0	4.3	7.3	4.5	2.9	2.5
PBT	6.1	5.9	2.9	-1.9	0.8	2.3	2.2
Tax	1.6	1.5	0.8	-0.3	-0.2	0.7	0.5
Reported PAT	4.5	4.4	2.2	-1.6	1.1	1.7	1.7
Leverage (avg. assets/avg. equity)	4.2	4.3	4.1	4.0	4.0	4.1	4.4
RoE	18.9	18.6	8.8	-6.4	4.2	6.9	7.4

Source: I-Sec research, Company data

### Exhibit 8: Consolidated AUM mix

Mix (%)	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26
<b>Consol. AUM (INR mn)</b>	<b>4,49,323</b>	<b>4,57,163</b>	<b>4,42,174</b>	<b>4,30,340</b>	<b>4,43,040</b>	<b>4,58,890</b>	<b>5,22,020</b>
<b>Gold</b>	52.6%	53.3%	55.4%	59.5%	65.0%	68.7%	74.2%
MFI	25.0%	24.0%	20.7%	16.7%	12.5%	10.6%	8.5%
HFC	3.5%	3.7%	4.0%	4.2%	4.3%	4.1%	3.6%
VEF	10.1%	10.6%	11.5%	11.1%	10.1%	8.8%	6.9%
On-lending	2.0%	1.8%	1.5%	1.2%	0.9%	0.8%	0.3%
MSME & Allied	6.7%	6.6%	6.9%	7.3%	7.1%	7.0%	6.3%
<b>Manappuram Finance -SA</b>	<b>69.1%</b>	<b>69.7%</b>	<b>73.3%</b>	<b>76.7%</b>	<b>80.6%</b>	<b>82.4%</b>	<b>84.7%</b>
Gold	50.3%	50.7%	53.6%	57.3%	62.5%	65.9%	71.2%
Non-gold	18.8%	19.0%	19.8%	19.4%	18.1%	16.5%	13.5%
- VEF	10.1%	10.6%	11.5%	11.1%	10.1%	8.8%	6.9%
- On-lending	2.0%	1.8%	1.5%	1.2%	0.9%	0.8%	0.3%
- MSME & Allied	6.7%	6.6%	6.9%	7.3%	7.1%	7.0%	6.3%
<b>Asirvad AUM</b>	<b>27.4%</b>	<b>26.6%</b>	<b>22.6%</b>	<b>19.0%</b>	<b>15.1%</b>	<b>13.4%</b>	<b>11.7%</b>
Gold	2.3%	2.5%	1.8%	2.2%	2.5%	2.8%	3.1%
Non-gold	25.1%	24.0%	20.8%	16.9%	12.6%	10.7%	8.6%
<b>Manappuram Home AUM</b>	<b>2.7%</b>	<b>2.9%</b>	<b>3.2%</b>	<b>3.5%</b>	<b>3.6%</b>	<b>3.7%</b>	<b>3.4%</b>

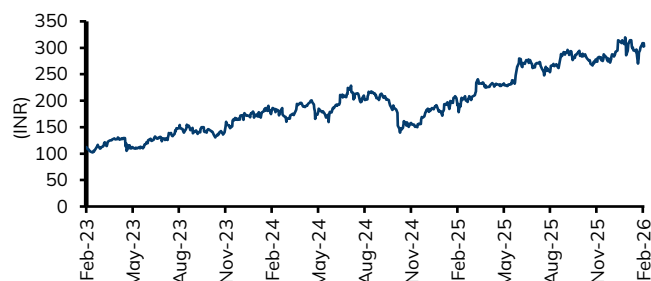
Source: I-Sec research, Company data

### Exhibit 9: Shareholding pattern

%	Jun'25	Sep'25	Dec'25
Promoters	35.3	35.3	35.3
Institutional investors	38.4	39.4	39.9
MFs and others	6.8	6.9	9.1
FIs/Banks	0.0	0.1	0.0
Insurance	0.9	1.2	1.0
FII	30.7	31.2	29.8
Others	26.3	25.3	24.8

Source: Bloomberg, I-Sec research

### Exhibit 10: Price chart



Source: Bloomberg, I-Sec research

## Financial Summary

### Exhibit 11: Profit & Loss

(INR mn, year ending March)

	FY25A	FY26E	FY27E	FY28E
Interest Income	97,997	94,937	1,11,599	1,26,163
Net gain on fair value changes	-	-	-	-
Interest Expenses	(35,747)	(37,446)	(42,746)	(48,114)
<b>Net Interest Income (NII)</b>	<b>62,250</b>	<b>57,491</b>	<b>68,854</b>	<b>78,049</b>
Other Income	342	212	1,456	625
<b>Total Income (net of interest expenses)</b>	<b>65,002</b>	<b>60,189</b>	<b>73,186</b>	<b>81,685</b>
Employee benefit expenses	(18,418)	(19,783)	(21,856)	(24,392)
Depreciation and amortization	(2,674)	(2,808)	(2,927)	(3,159)
Fee and commission expenses	-	-	-	-
Other operating expenses	(7,626)	(8,027)	(9,181)	(10,667)
<b>Total Operating Expense</b>	<b>(28,718)</b>	<b>(30,618)</b>	<b>(33,964)</b>	<b>(38,218)</b>
<b>Pre Provisioning Profits (PPoP)</b>	<b>36,285</b>	<b>29,572</b>	<b>39,222</b>	<b>43,467</b>
Provisions and write offs	(19,628)	(15,144)	(8,259)	(7,118)
<b>Profit before tax (PBT)</b>	<b>16,657</b>	<b>14,428</b>	<b>30,963</b>	<b>36,349</b>
Total tax expenses	(4,618)	(3,615)	(7,830)	(9,199)
<b>Profit after tax (PAT)</b>	<b>12,039</b>	<b>10,813</b>	<b>23,133</b>	<b>27,150</b>

Source Company data, I-Sec research

### Exhibit 12: Key Ratios

(Year ending March)

	FY25A	FY26E	FY27E	FY28E
<b>Valuations</b>				
EPS	14	10	22	26
BVPS	147	169	188	209
<b>Yields, Interest income &amp; spreads (%)</b>				
Yield on AUM	23	19	18	18
Cost of funding	10	9	9	9
NIM on AUM	15	12	11	11
Other income on AUM	0.6	0.5	0.7	-
<b>Operating efficiency (%)</b>				
Cost to income	44.2	50.9	46.4	46.8
Opex to AUM	6.7	6.2	5.6	5.4
AUM per branch (INR Mn)	5,273.1	5,564.5	6,771.9	7,977.7
<b>Asset Quality (%)</b>				
GNPA	2.7	2.5	2.3	2.2
NNPA	2.3	2.0	1.7	1.7
Credit cost on AUM	0.9	1.0	0.9	0.7
<b>Profitability (%)</b>				
ROAA	2.5	1.9	3.4	3.6
ROE	10.0	7.2	12.6	13.3

Source Company data, I-Sec research

### Exhibit 13: Balance sheet

(INR mn, year ending March)

	FY25A	FY26E	FY27E	FY28E
Share capital	1,693	2,064	2,064	2,064
Reserves & surplus	1,22,629	1,72,678	1,91,581	2,13,847
<b>Shareholders' funds</b>	<b>1,24,322</b>	<b>1,74,742</b>	<b>1,93,646</b>	<b>2,15,911</b>
Borrowings	3,54,040	4,65,339	4,89,427	5,85,135
Provisions & Other Liabilities	13,518	13,828	15,058	16,067
Deferred tax liabilities (net)	-	-	-	-
Current Liabilities and short-term provisions	-	-	-	-
<b>Total Liabilities and Stakeholder's Equity</b>	<b>4,92,047</b>	<b>6,54,130</b>	<b>6,98,467</b>	<b>8,17,586</b>
Cash and balance with RBI	38,077	75,524	25,264	39,444
Fixed assets	10,983	7,651	8,692	9,891
<b>Loans</b>	<b>4,22,516</b>	<b>5,47,186</b>	<b>6,37,575</b>	<b>7,38,274</b>
Investments	7,877	4,481	4,402	4,339
Deferred tax assets (net)	3,754	4,083	4,474	4,913
Current Assets including cash and bank	-	-	-	-
Other Assets	8,485	14,849	17,704	20,369
<b>Total Assets</b>	<b>4,92,047</b>	<b>6,54,130</b>	<b>6,98,467</b>	<b>8,17,586</b>

Source Company data, I-Sec research

### Exhibit 14: Key Metrics

(Year ending March)

	FY25A	FY26E	FY27E	FY28E
<b>DuPont Analysis</b>				
Gross AUM (INR Mn)	4,30,340	5,64,533	6,56,091	7,52,351
Interest Income (%)	20.4	16.6	16.5	16.6
Interest Expense (%)	7.5	6.5	6.3	6.3
<b>Net Interest Income (%)</b>	<b>13.0</b>	<b>10.0</b>	<b>10.2</b>	<b>10.3</b>
Other Income (%)	0.6	0.5	0.6	0.5
<b>Total Net Income (%)</b>	<b>13.5</b>	<b>10.5</b>	<b>10.8</b>	<b>10.8</b>
Operating Expenses (%)	6.0	5.3	5.0	5.0
<b>Pre Provision Operating Profit (%)</b>	<b>7.6</b>	<b>5.2</b>	<b>5.8</b>	<b>5.7</b>
Provisions (%)	4.1	2.6	1.2	0.9
<b>PBT (%)</b>	<b>3.5</b>	<b>2.5</b>	<b>4.6</b>	<b>4.8</b>
Tax (%)	1.0	0.6	1.2	1.2
<b>Reported PAT (%)</b>	<b>2.5</b>	<b>1.9</b>	<b>3.4</b>	<b>3.6</b>
Leverage (average assets/average equity)	4.0	3.8	3.7	3.7
<b>RoE (%)</b>	<b>10.0</b>	<b>7.2</b>	<b>12.6</b>	<b>13.3</b>

Source Company data, I-Sec research

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