

India

**Overweight** (no change)**Highlighted Companies****HDFC AMC****ADD, TP Rs2250, Rs1934 close**

The probable impact is better than our expectation. We have revised our revenue and profit estimates to arrive at a higher target price of Rs2,250, or ~33x FY25F EPS.

**Nippon Life India Asset Management Ltd****ADD, TP Rs300, Rs245 close**

If the AMC passes on ~50% of the TER cut to its distributors, it will have ~6bp impact on FY24F revenue yield and correspondingly ~5bp impact on PAT yield. We have raised our revenue and profit estimates to arrive at a higher target price of Rs300, or ~26.5x FY25F EPS.

**UTI AMC****ADD, TP Rs900, Rs709 close**

The probable impact is above our expectation. We have raised our revenue and profit estimates to arrive at a higher target price of Rs900, or ~20x FY25F EPS.

# Financial Services - AMC

## Every dark cloud has a silver lining

- We expect the new TER proposed by SEBI to have a limited impact on AMCs' profitability & all listed AMCs would be back to pre-TER cap RoEs by FY26F.
- HDFC MF is relatively more hit due to elevated equity AUM whereas UTI is at an advantage, but the key is AMCs' ability to pass on this cut to distributors.
- Though the proposed TER is beneficial for small AMCs, the dominance of large AMCs may continue due to their superior reach and better brand recognition.

### Proposed TER eases major overhang, the impact is relatively lower

The Securities and Exchange Board of India or SEBI's 'Consultation Paper on Review of Total Expense Ratio (TER) charged by Asset Management Companies' or AMCs has already eased the major overhang on AMC stocks. The upper cap of TER proposed (based on total AUM instead of scheme-wise AUM) is higher than the current TER, but SEBI has proposed to include brokerage, GST, STT and transaction costs in TER. Still, the probable impact on revenue and PAT yields is lower than our/street estimates. We assume that all listed AMCs would be back to pre-TER cap RoEs by FY26F.

### HDFC MF hit by large equity AUM, UTI AMC benefits from low equity

Based on calculations as per the proposed TER, HDFC AMC attracts a lower TER of ~155-157bp vs. its currently functional TER of ~166-168bp due to an elevated share of equity AUM, whereas UTI AMC attracts a lower TER as its equity AUM remains below Rs1,000bn. However, TER pressure for additional AUM will be lower for HDFC AMC compared to other AMCs, as the benefit of a large scale playing out. Based on our analysis, for every additional Rs200bn in equity AUM, TER for HDFC AUM will decline by ~1bp vs. ~4bp for other AMCs (Fig. 1). This will benefit HDFC AMC over the long run.

### Ability to pass on TER cut to distributors is the key

Our interaction with most AMCs indicates that passing on the proposed TER tightening to distributors is subjective in nature and it differs for each AMC. A few large AMCs remain confident of passing on the major burden to their distributors but some of them find it challenging. In our assumption, we are working with a base scenario, that is roughly ~50% of the TER tightening will be passed on to distributors. However, we have presented our scenario analysis (Fig. 2) for the EPS impact in case of ~25% and ~75% pass-on as well.

### Debt schemes will have a negligible impact; arbitrage needs clarity

The TER proposed for debt schemes has witnessed a steep cut to 1.2% vs. 2% currently, with a gradual decline in the TER cap based on AUM size. However, most players remain comfortable with the same because debt schemes are mainly owned by corporates who any how enjoy the benefits of scale by investing via the direct channel. There are ongoing discussions on TER for arbitrage funds which may get excluded from overall TER limits.

### Small AMCs to benefit, but dominance of large AMCs to continue

As the TER cap is based on AUM size, small AMCs will have more scope to charge distribution commission compared to large AMCs, which may benefit their overall distribution and sales. However, our interactions with various channel partners indicate that the dominance of a few large AMCs is likely to continue amid their superior reach and better brand recognition. Also, higher TER allowed for small AMCs needs to be compensated for by the outperformance of their schemes, which always remains a challenge.

### We revise our estimates; maintain Overweight stance on the sector

We have been skeptical of the new norms and have been factoring in severe pressure on revenue and PAT yields, but the current scenario is better than our expectation. In our coverage universe, we have increased revenue and profit numbers for all AMCs. We continue to like HDFC AMC due to its focus on regaining lost market share along with managing best-in-class profitability. NAM India gets benefitted through the change in norms as it has a decent headroom of ~18-20bp to undertake all expenses. For UTI AMC, we feel the lower share of equity AUM has been a blessing in disguise.

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## AMC monthly data analysis for May 2023

### Rate pause-led strong debt fund inflow; equity fund inflow muted

As per the data released by AMFI (Association of Mutual Funds in India) for May 2023, debt funds witnessed a strong inflow of Rs459bn (Rs1tr in Apr 2023) due to rate pause announced by the Reserve Bank of India or RBI, while equity fund inflow stood at Rs32bn (Rs64bn in Apr 2023), which is the second lowest in the last 24 months. Large-cap funds witnessed a net outflow of Rs13.6bn while small-cap funds saw a net inflow of Rs32.8bn in May 2023. We believe that on expectation of a rate pause, debt funds witnessed strong inflow, while incremental inflow in both debt and equity funds will remain volatile in the near term due to a change in expectations about interest rate movement.

### SIPs witness life-time high inflow

The inflow in exchange traded funds (ETFs) was weak at Rs44bn (-63% yoy, -35% mom). Overall ETF AUM grew at ~40.1% yoy/3% mom to Rs7.4tr. Systematic investment plan or SIP inflow remained strong at Rs147bn, showing 20% yoy/7.4% mom growth.

### Industry AUM saw growth driven by debt fund inflow and rise in equity prices

Overall industry AUM witnessed a strong growth of 16.1% yoy/3.8% mom and is now at an all-time high of Rs43.2tr. Equity AUM of the industry grew by ~24.4% yoy/4.5% mom to Rs16.5tr, driven by better equity prices in May 2023 and a low base of last year. We expect the near-term volatility to continue, but we continue to remain optimistic over the mid- to long-term horizon.

**Figure 1: As per the consultation paper, HDFC AMC to have a low impact on TER due to continuous growth in equity AUM size**

TER impact due to increase in equity AUM size	HDFC AMC		UTI AMC		NAM		ABSL AMC	
	Equity AUM (Rs bn)	TER Cap (%)	Equity AUM (Rs bn)	TER Cap (%)	Equity AUM (Rs bn)	TER Cap (%)	Equity AUM (Rs bn)	TER Cap (%)
FY24F	2,710	1.51	843	1.87	1,444	1.68	1,275	1.74
FY25F	3,144	1.49	1,010	1.82	1,647	1.64	1,445	1.68
FY26F	3,710	1.45	1,211	1.78	1,910	1.60	1,668	1.64

SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 2: Sensitivity of AMCs' earnings to pass-on of TER to distributors**

Proposed TER	HDFC AMC		UTI AMC		NAM India AMC		ABSL AMC	
	TER CAP-1.57%		TER CAP-1.87%		TER CAP-1.78%		TER CAP-1.78%	
	Revenue Rs m	PAT Rs m	Revenue Rs m	PAT Rs m	Revenue Rs m	PAT Rs m	Revenue Rs m	PAT Rs m
<b>Pass-on</b>								
25% - Our Worst Case	-22.4%	-24.9%	-5.2%	-10.7%	-16.8%	-28.2%	-25.0%	-38.0%
50% - Our Base Case	-11.4%	-12.1%	2.9%	6.8%	-7.6%	-14.9%	-16.5%	-24.0%
75% - Our Best Case	-1.0%	0.7%	5.9%	12.1%	-0.6%	-4.9%	-5.3%	-7.2%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

India

**ADD** (no change)

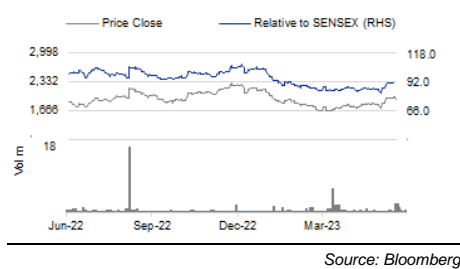
Consensus ratings\*: Buy 14 Hold 6 Sell 2

Current price:	Rs1,934
Target price: ▲	Rs2,250
Previous target:	Rs2,050
Up/downside:	16.3%
InCred Research / Consensus:	13.5%
Reuters:	
Bloomberg:	HDFCAMC IN
Market cap:	US\$5,686m
	Rs412,903m
Average daily turnover:	US\$11.4m
	Rs825.5m
Current shares o/s:	213.2m
Free float:	46.0%

\*Source: Bloomberg

**Key changes in this note**

- Our base-case assumption is that the AMC will be able to pass on ~50% of the TER cut to distributors, which indicates ~9bp impact on FY24F revenue yield.



Price performance	1M	3M	12M
Absolute (%)	6.2	8.5	2.8
Relative (%)	5.2	2.4	(10.8)

Major shareholders	% held
HDFC	52.0
ABRDN INVESTMENT	16.0
LIC	6.0

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# HDFC AMC

## Ability to pass on TER cut is key

- Our scheme-wise analysis indicates that HDFC AMC is operating at an equity TER of ~167bp against the new SEBI norm of ~156bp.
- Our base-case assumption is that the AMC will be able to pass on ~50% of the TER cut to distributors, which indicates ~9bp impact on FY24F revenue yield.
- The probable impact is better than our expectation. We have revised revenue and profit estimates to arrive at a higher TP of Rs2,250, or ~33x FY25F EPS.

### We estimate ~30-32bp impact on TER under new SEBI norm

Our scheme-wise analysis for HDFC Asset Management Company (HDFC AMC) indicates that it is operating at an equity TER (total expense ratio) of ~167bp against the new Securities and Exchange Board of India or SEBI's norm of ~156bp. Our interaction with its management indicates an additional charge of ~30-32bp for all relevant expenses like additional charges such as Goods and Services Tax or GST, brokerage, Securities Transaction Tax or STT and exit load which need to be adjusted against the new TER. This excludes the impact of arbitrage fund, where the probability of some relaxation is most likely.

### We factor in ~9bps decline in revenue yield

As highlighted earlier, ~30-32bp TER impact for equity-oriented schemes (including arbitrage) may have ~18-20bp impact on overall revenue yields as the equity portfolio constituted ~65% of the assets under management or AUM as of end-Mar 2023. Our base-case assumption is that the company would be able to pass on ~50% of the TER cut to distributors, which indicates ~9bp impact on FY24F revenue yields. However, HDFC AMC has a history of passing on ~90% of the TER cut to its distributors in FY19. If implemented similarly, the company can surprise on revenue and profitability fronts in the coming quarters. We also like to highlight that with incremental equity AUM growth, yield pressure will be lesser in case of HDFC AMC compared to peers as the company is already in the lower TER bucket due to elevated equity AUM. HDFC AMC is one of the most efficiently run AMC with its operating expenses at just ~14bp in FY23. We expect a limited moderation in expenses but, adjusting for tax charges, we factor in the PAT yield to fall by ~6bp yoy.

### Current position better than our expectation; upgrade our numbers

We have been skeptical of the new norms and have been factoring in severe pressure on revenue and PAT yields, but the current scenario is better than our expectation. We have increased our revenue estimates for FY24F/25F/26F by 2.7%/5.2%/4.8%, respectively. However, we have factored in some dip in profitability as we have assumed ~50% pass-on to the company's distributors. We have valued the AMC on the discounted dividend methodology and arrived at a higher target price of Rs2,250 (Rs2,050 earlier), corresponding to ~33x FY25F EPS. We have retained our ADD rating on the stock. Downside risks: Weak inflow and underperformance of its schemes.

### Financial Summary

	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Net Interest Income (Rsm)	0	0	0	0	0
Total Non-Interest Income (Rsm)	24,332	24,826	22,617	26,040	30,324
Operating Revenue (Rsm)	24,332	24,826	22,617	26,040	30,324
Total Provision Charges (Rsm)	0	0	0	0	0
Net Profit (Rsm)	13,931	14,239	12,514	14,556	17,116
Core EPS (Rs)	65.34	66.79	58.70	68.27	80.28
Core EPS Growth	5%	2%	(12%)	16%	18%
FD Core P/E (x)	29.60	28.96	32.95	28.33	24.09
DPS (Rs)	42.00	48.00	41.00	48.00	56.00
Dividend Yield	2.17%	2.48%	2.12%	2.48%	2.90%
BVPS (Rs)	259.4	286.5	304.2	324.5	348.8
P/BV (x)	7.46	6.75	6.36	5.96	5.55
ROE	27.0%	24.5%	19.9%	21.7%	23.8%
% Change In Core EPS Estimates					
InCred Research/Consensus EPS (x)					

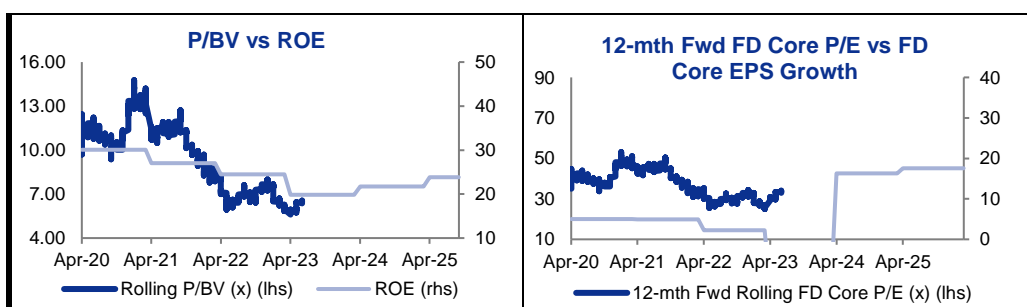
SOURCES: INCRED RESEARCH, COMPANY REPORTS

**Figure 3: Our revised estimates**

Y/e Mar (Rs m)	FY24F			FY25F			FY26F		
	Earlier	Revised	Variance	Earlier	Revised	Variance	Earlier	Revised	Variance
Revenue from operations	22,014	22,617	2.70%	24,757	26,040	7.40%	28,937	30,324	7.00%
PAT	13,274	12,514	-6.70%	15,314	14,556	-3.00%	18,382	17,116	-4.80%
Dividend payout (%)	70	70	0.00%	70	70	0.00%	70	70	0.00%
QAAUM (Rs tr)	5.1	5.1	0.10%	5.8	5.8	0.60%	6.8	6.8	0.00%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

BY THE NUMBERS



Profit & Loss

(Rsm)	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Net Interest Income					
<b>Total Non-Interest Income</b>	<b>24,332</b>	<b>24,826</b>	<b>22,617</b>	<b>26,040</b>	<b>30,324</b>
Operating Revenue	24,332	24,826	22,617	26,040	30,324
<b>Total Non-Interest Expenses</b>	<b>(5,779)</b>	<b>(6,120)</b>	<b>(6,151)</b>	<b>(6,887)</b>	<b>(7,804)</b>
Pre-provision Operating Profit	18,553	18,706	16,466	19,153	22,521
<b>Total Provision Charges</b>					
Operating Profit After Provisions	18,553	18,706	16,466	19,153	22,521
<b>Pretax Income/(Loss) from Assoc.</b>					
Operating EBIT (incl Associates)	18,553	18,706	16,466	19,153	22,521
<b>Non-Operating Income/(Expense)</b>					
Profit Before Tax (pre-EI)	18,553	18,706	16,466	19,153	22,521
<b>Exceptional Items</b>					
Pre-tax Profit	18,553	18,706	16,466	19,153	22,521
Taxation	(4,622)	(4,467)	(3,952)	(4,597)	(5,405)
Consolidation Adjustments & Others					
<b>Exceptional Income - post-tax</b>					
Profit After Tax	13,931	14,239	12,514	14,556	17,116
Minority Interests					
Pref. & Special Div					
<b>FX And Other Adj.</b>					
Net Profit	13,931	14,239	12,514	14,556	17,116
Recurring Net Profit					

Balance Sheet Employment

(Rsm)	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Gross Loans/Cust Deposits					
Avg Loans/Avg Deposits					
Avg Liquid Assets/Avg Assets	0.1%	0.1%	0.2%	0.3%	0.6%
<b>Avg Liquid Assets/Avg IEAs</b>					
Net Cust Loans/Assets					
<b>Net Cust Loans/Broad Deposits</b>					
Equity & Provns/Gross Cust Loans					
Asset Risk Weighting					
<b>Provision Charge/Avg Cust Loans</b>					
<b>Provision Charge/Avg Assets</b>					
Total Write Offs/Average Assets					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

**BY THE NUMBERS...cont'd**

<b>Balance Sheet</b>					
<b>(Rsm)</b>	<b>Mar-22A</b>	<b>Mar-23A</b>	<b>Mar-24F</b>	<b>Mar-25F</b>	<b>Mar-26F</b>
<b>Total Gross Loans</b>					
Liquid Assets & Invst. (Current)					
Other Int. Earning Assets					
Total Gross Int. Earning Assets					
<b>Total Provisions/Loan Loss Reserve</b>					
Total Net Interest Earning Assets					
Intangible Assets					
<b>Other Non-Interest Earning Assets</b>	<b>1,665</b>	<b>3,125</b>	<b>2,000</b>	<b>1,949</b>	<b>1,901</b>
<b>Total Non-Interest Earning Assets</b>	<b>2,887</b>	<b>4,501</b>	<b>3,307</b>	<b>3,191</b>	<b>3,081</b>
Cash And Marketable Securities	81	40	253	205	775
<b>Long-term Investments</b>	<b>55,702</b>	<b>60,792</b>	<b>65,655</b>	<b>70,907</b>	<b>76,580</b>
Total Assets	58,670	65,333	69,215	74,303	80,435
Customer Interest-Bearing Liabilities					
Bank Deposits					
Interest Bearing Liabilities: Others					
Total Interest-Bearing Liabilities					
Banks Liabilities Under Acceptances					
Total Non-Interest Bearing Liabilities	3,503	4,281	4,355	5,118	6,069
Total Liabilities	3,503	4,281	4,355	5,118	6,069
Shareholders Equity	55,300	61,084	64,860	69,186	74,366
<b>Minority Interests</b>					
Total Equity	55,300	61,084	64,860	69,186	74,366

<b>Key Ratios</b>					
	<b>Mar-22A</b>	<b>Mar-23A</b>	<b>Mar-24F</b>	<b>Mar-25F</b>	<b>Mar-26F</b>
Total Income Growth					
Operating Profit Growth	2.8%	0.8%	(12.0%)	16.3%	17.6%
Pretax Profit Growth	6%	1%	(12%)	16%	18%
Net Interest To Total Income					
Cost Of Funds					
Return On Interest Earning Assets					
Net Interest Spread					
Net Interest Margin (Avg Deposits)					
Net Interest Margin (Avg RWA)					
Provisions to Pre Prov. Operating Profit					
Interest Return On Average Assets					
Effective Tax Rate	24.9%	23.9%	24.0%	24.0%	24.0%
Net Dividend Payout Ratio					
Return On Average Assets	25.42%	22.97%	18.60%	20.28%	22.12%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

India

**ADD** (no change)

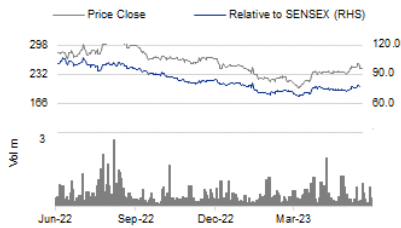
Consensus ratings\*: Buy 15 Hold 3 Sell 0

Current price:	Rs245
Target price: ▲	Rs300
Previous target:	Rs270
Up/downside:	22.4%
InCred Research / Consensus:	4.1%
Reuters:	
Bloomberg:	NAM IN
Market cap:	US\$2,101m Rs152,591m
Average daily turnover:	US\$1.5m Rs109.1m
Current shares o/s:	0.0m
Free float:	46.0%

\*Source: Bloomberg

**Key changes in this note**

- If the AMC passes on ~50% of the TER cut to its distributors, there will be ~6bp impact on its FY24F revenue yield and ~5bp impact on its PAT yield.



Source: Bloomberg

<b>Price performance</b>	1M	3M	12M
Absolute (%)	3.0	7.9	(13.2)
Relative (%)	2.0	1.9	(24.8)

<b>Major shareholders</b>	% held
Nippon Life Insurance	30.0
LIC	5.5
Baron	2.3

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# Nippon Life India Asset Management Ltd

## TER headroom allows better revenue yield

- Our scheme-wise analysis indicates that NAM India is operating at a lower TER, against the new SEBI norm, allowing it a headroom of ~18-20bp.
- If the AMC passes on ~50% of the TER cut to its distributors, it will have ~6bp impact on FY24F revenue yield and correspondingly ~5bp impact on PAT yield.
- The probable impact is better than our expectation. We have raised revenue and profit estimates to arrive at a higher TP of Rs300, or ~26.5x FY25F EPS.

### We estimate ~18-20bp headroom for TER under new SEBI norm

Our scheme-wise analysis for Nippon Life India Asset Management (NAM India) indicates that it is operating at an equity TER (total expense ratio) of ~160bp against the new SEBI norm of ~178bp. This allows the company to have a headroom of ~18-20bp for adjusting additional charges like GST, brokerage, STT, and exit load. Our interaction with its management indicates an additional charge of ~46bp for all relevant expenses that need to be adjusted against the new TER, including arbitrage funds. However, our discussions with various industry players indicate that some concession or revision for arbitrage funds is likely. Thus, considering the headroom available of ~18-20bp already, the gross TER impact for NAM India will be ~22-24bp and excluding arbitrage fund, the same will be in the range of ~16-18bp for equity-oriented schemes.

### We factor in ~6bps decline in revenue yield

As highlighted earlier, ~22.24bp TER impact for equity-oriented schemes (including arbitrage) may have ~10-12bp impact on overall revenue yield as the equity portfolio constitutes ~45% of AUM as of end-Mar 2023. Our base-case assumption is that the company will be able to pass on ~50% of the TER cut to its distributors and can even moderate overall portfolio churn, which indicates ~6bp impact on FY24F revenue yield. We see limited levers to cut down operating cost further (~20bp in FY23) and so we assume the cut in revenue yield will directly hit profitability. Our interactions indicate the negligible impact of the proposed norm on debt schemes, which we have not factored in our estimates.

### Current situation better than our expectation; upgrade our numbers

We have been skeptical of the new norms and have been factoring in severe pressure on revenue and PAT yields, but the current scenario is better than our expectation. We have increased our revenue estimates for FY24F/25F/26F by 8%/12.5%/13.8%, respectively, and accordingly revised our PAT estimates upwards for FY24F/25F/26F by 3.8%/12.3%/12.5%, respectively. We have valued the AMC on the discounted dividend methodology and arrived at a higher target price of Rs300 (Rs270 earlier), corresponding to ~26.5x FY25F EPS. We have retained our ADD rating on the stock. Downside risks: Weak inflow and underperformance of its schemes.

<b>Financial Summary</b>	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Net Interest Income (Rsm)	0	0	0	0	0
Total Non-Interest Income (Rsm)	15,356	15,166	14,227	16,359	18,637
Operating Revenue (Rsm)	15,356	15,166	14,227	16,359	18,637
Total Provision Charges (Rsm)	0	0	0	0	0
Net Profit (Rsm)	7,444	7,239	6,162	7,153	8,086
Core EPS (Rs)	12.07	11.62	9.99	11.60	13.12
Core EPS Growth	9%	(4%)	(14%)	16%	13%
FD Core P/E (x)	20.28	21.07	24.50	21.10	18.67
DPS (Rs)	8.60	11.70	9.05	10.50	11.88
Dividend Yield	3.51%	4.78%	3.69%	4.29%	4.85%
BVPS (Rs)	53.8	56.4	57.9	59.1	60.4
P/BV (x)	4.55	4.34	4.23	4.15	4.06
ROE	23.2%	21.2%	17.4%	19.8%	22.0%
% Change In Core EPS Estimates					
InCred Research/Consensus EPS (x)					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

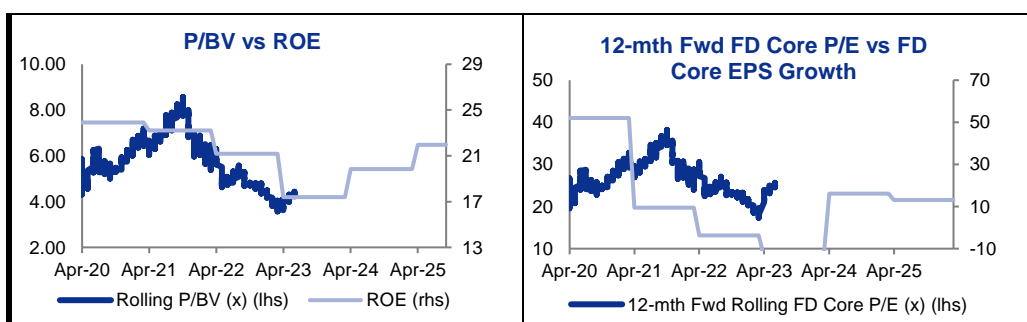
**Figure 4: Our revised estimates**

Y/e Mar (Rs m)	FY24F			FY25F			FY26F		
	Earlier	Revised	% change	Earlier	Revised	% change	Earlier	Revised	% change
Total income	13,196	14,227	7.8%	14,547	16,359	12.5%	16,382	18,637	13.8%
PAT	5,933	6,162	3.8%	6,365	7,153	12.3%	7,186	8,086	12.5%
EPS (Rs)	9.4	9.8	3.8%	10.1	11.3	12.1%	11.4	12.8	12.3%
Dividend payout (%)	90	90	0.0%	90	90	0.0%	90	90	0.0%
QAAUM (Rs tr)	3.3	3.3	0.2%	3.8	3.8	-0.6%	4.4	4.4	-0.6%

SOURCE: INCRED RESEARCH, COMPANY REPORTS



**BY THE NUMBERS**



**Profit & Loss**

(Rsm)	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Net Interest Income					
<b>Total Non-Interest Income</b>	<b>15,356</b>	<b>15,166</b>	<b>14,227</b>	<b>16,359</b>	<b>18,637</b>
Operating Revenue	15,356	15,166	14,227	16,359	18,637
<b>Total Non-Interest Expenses</b>	<b>(5,469)</b>	<b>(5,889)</b>	<b>(6,238)</b>	<b>(7,083)</b>	<b>(8,149)</b>
Pre-provision Operating Profit	9,887	9,277	7,989	9,276	10,488
<b>Total Provision Charges</b>					
Operating Profit After Provisions	9,887	9,277	7,989	9,276	10,488
<b>Pretax Income/(Loss) from Assoc.</b>					
Operating EBIT (incl Associates)	9,887	9,277	7,989	9,276	10,488
<b>Non-Operating Income/(Expense)</b>					
Profit Before Tax (pre-EI)	9,887	9,277	7,989	9,276	10,488
<b>Exceptional Items</b>					
Pre-tax Profit	9,887	9,277	7,989	9,276	10,488
Taxation	(2,453)	(2,048)	(1,838)	(2,134)	(2,412)
Consolidation Adjustments & Others					
<b>Exceptional Income - post-tax</b>					
Profit After Tax	7,434	7,229	6,152	7,143	8,076
Minority Interests	10	10	10	10	10
Prof. & Special Div					
<b>FX And Other Adj.</b>					
Net Profit	7,444	7,239	6,162	7,153	8,086
Recurring Net Profit					

**Balance Sheet Employment**

(Rsm)	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Gross Loans/Cust Deposits					
Avg Loans/Avg Deposits					
Avg Liquid Assets/Avg Assets	86.1%	87.0%	87.4%	86.7%	82.6%
<b>Avg Liquid Assets/Avg IEAs</b>	<b>113.7%</b>	<b>112.8%</b>	<b>112.0%</b>	<b>111.3%</b>	<b>110.6%</b>
Net Cust Loans/Assets					
<b>Net Cust Loans/Broad Deposits</b>					
Equity & Provns/Gross Cust Loans					
Asset Risk Weighting					
<b>Provision Charge/Avg Cust Loans</b>					
<b>Provision Charge/Avg Assets</b>					
Total Write Offs/Average Assets					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

**BY THE NUMBERS...cont'd**

<b>Balance Sheet</b>					
<b>(Rsm)</b>	<b>Mar-22A</b>	<b>Mar-23A</b>	<b>Mar-24F</b>	<b>Mar-25F</b>	<b>Mar-26F</b>
<b>Total Gross Loans</b>					
Liquid Assets & Invst. (Current)	28,559	31,987	35,825	40,124	44,939
Other Int. Earning Assets					
Total Gross Int. Earning Assets	28,559	31,987	35,825	40,124	44,939
<b>Total Provisions/Loan Loss Reserve</b>					
Total Net Interest Earning Assets	28,559	31,987	35,825	40,124	44,939
Intangible Assets					
<b>Other Non-Interest Earning Assets</b>	<b>1,445</b>	<b>1,740</b>	<b>1,487</b>	<b>3,019</b>	<b>7,474</b>
<b>Total Non-Interest Earning Assets</b>	<b>4,768</b>	<b>5,395</b>	<b>5,508</b>	<b>7,442</b>	<b>12,339</b>
Cash And Marketable Securities	3,786	3,976	4,175	4,383	4,602
<b>Long-term Investments</b>					
Total Assets	37,114	41,357	45,507	51,949	61,880
<b>Customer Interest-Bearing Liabilities</b>					
Bank Deposits					
Interest Bearing Liabilities: Others					
Total Interest-Bearing Liabilities					
Banks Liabilities Under Acceptances					
Total Non-Interest Bearing Liabilities	3,947	6,213	9,813	15,541	24,665
Total Liabilities	3,947	6,213	9,813	15,541	24,665
Shareholders Equity	33,174	35,152	35,702	36,416	37,224
<b>Minority Interests</b>					
Total Equity	33,174	35,152	35,702	36,416	37,224

<b>Key Ratios</b>					
	<b>Mar-22A</b>	<b>Mar-23A</b>	<b>Mar-24F</b>	<b>Mar-25F</b>	<b>Mar-26F</b>
Total Income Growth					
Operating Profit Growth	12.7%	(6.2%)	(13.9%)	16.1%	13.1%
Pretax Profit Growth	13%	(6%)	(14%)	16%	13%
Net Interest To Total Income					
Cost Of Funds					
Return On Interest Earning Assets					
Net Interest Spread					
Net Interest Margin (Avg Deposits)					
Net Interest Margin (Avg RWA)					
Provisions to Pre Prov. Operating Profit					
Interest Return On Average Assets					
Effective Tax Rate	24.8%	22.1%	23.0%	23.0%	23.0%
Net Dividend Payout Ratio					
Return On Average Assets	20.86%	18.45%	14.19%	14.68%	14.21%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

India

**ADD** (no change)

Consensus ratings*: Buy 14 Hold 0 Sell 1	
Current price:	Rs709
Target price: ▲	Rs900
Previous target:	Rs800
Up/downside:	26.9%
InCred Research / Consensus:	15.0%
Reuters:	
Bloomberg:	UTIAM IN
Market cap:	US\$1,240m Rs90,057m
Average daily turnover:	US\$3.2m Rs230.6m
Current shares o/s:	0.0m
Free float:	46.0%
*Source: Bloomberg	

**Key changes in this note**

- If the AMC passes on ~50% of the TER cut to its distributors, ~4bp impact is likely on FY24F revenue. However, with a rise in equity AUM, UTI AMC to face yield pressure.



<b>Price performance</b>	1M	3M	12M
Absolute (%)	7.6	7.9	9.3
Relative (%)	6.5	1.9	(5.2)

<b>Major shareholders</b>	% held
T ROWE PRICE	23.0
PNB	15.0
SBI	10.0

**Analyst(s)**



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# UTI AMC

## Lower equity AUM is an advantage

- Our scheme-wise analysis indicates that UTI AMC is operating at a lower TER, against the new SEBI norm, allowing it a headroom of ~20-22bp.
- If the AMC passes on ~50% of TER cut to distributors, ~4bp impact is likely on FY24F revenue. However, with a rise in equity AUM, it will face yield pressure.
- The probable impact is above our expectation. We have raised our revenue and profit estimates to arrive at a higher TP of Rs900, or ~20x FY25F EPS.

### We estimate ~20-22bp headroom because of lower equity AUM

UTI AMC managed an equity AUM of Rs70.5bn as of end-Mar 2023, which is relatively lower compared to peers. Also, it attracts a higher TER under the new norm compared to most peers, which provides further comfort. Our scheme-wise analysis for UTI AMC indicates that the company is operating at an equity TER (total expense ratio) of ~170bp against the new SEBI norm of ~190bp. This allows the company to have headroom of ~20-22bp for adjusting additional charges like GST, brokerage, STT, and exit load. Our base calculation suggests an additional charge of ~35bp for all relevant expenses which needs to be adjusted against the new TER. Thus, considering the headroom available of ~18-20bp already, the gross TER impact for UTI AMC will be ~15-18bp.

### We factor in ~4bp decline in revenue yield

As highlighted earlier, ~15-18bp TER impact for equity-oriented schemes (including arbitrage) may have ~6-8bp impact on overall revenue yield as the equity portfolio constitutes ~30% of AUM as of end-Mar 2023. Our base-case assumption is that the company will be able to pass on ~50% of the TER cut to its distributors and can even moderate the overall portfolio churn, which indicates ~4bp impact on FY24F revenue yield. However, with the rise in equity AUM, UTI AMC will face pressure on overall yield due to a lower TER being implemented. Our discussions with industry players suggest a negligible impact of the proposed norms on debt schemes, which we have not factored in our estimates.

### Current situation better than our expectation; upgrade our estimates

We have been skeptical of the new norms and have been factoring in severe pressure on revenue and PAT yields, but the current scenario is better than our expectation. We have increased our revenue estimates for FY24F/25F/26F by 3.9%/1.9%/2.9%, respectively, and accordingly revised our PAT estimates upwards for FY24F/25F/26F by 9.2%/4%/5.9%, respectively. We have valued the AMC on the discounted dividend methodology and arrived at a higher target price of Rs900 (Rs800 earlier), corresponding to ~20x FY25F EPS. We have retained our ADD rating on the stock. Downside risks: Weak inflow and underperformance of its schemes.

<b>Financial Summary</b>	<b>Mar-22A</b>	<b>Mar-23A</b>	<b>Mar-24F</b>	<b>Mar-25F</b>	<b>Mar-26F</b>
Net Interest Income (Rsm)	0	0	0	0	0
Total Non-Interest Income (Rsm)	13,189	12,669	13,031	15,288	18,243
Operating Revenue (Rsm)	13,271	12,901	13,310	15,617	18,624
Total Provision Charges (Rsm)	0	0	0	0	0
Net Profit (Rsm)	5,341	4,374	4,670	5,692	6,923
Core EPS (Rs)	42.12	34.49	36.83	44.89	54.60
Core EPS Growth	8%	(18%)	7%	22%	22%
FD Core P/E (x)	16.84	20.56	19.26	15.80	12.99
DPS (Rs)	21.00	22.00	25.00	35.00	45.00
Dividend Yield	2.96%	3.10%	3.53%	4.94%	6.35%
BVPS (Rs)	284.4	297.1	309.1	319.2	328.9
P/BV (x)	2.49	2.39	2.29	2.22	2.16
ROE	15.6%	11.9%	12.2%	14.3%	16.8%
% Change In Core EPS Estimates					
InCred Research/Consensus EPS (x)					

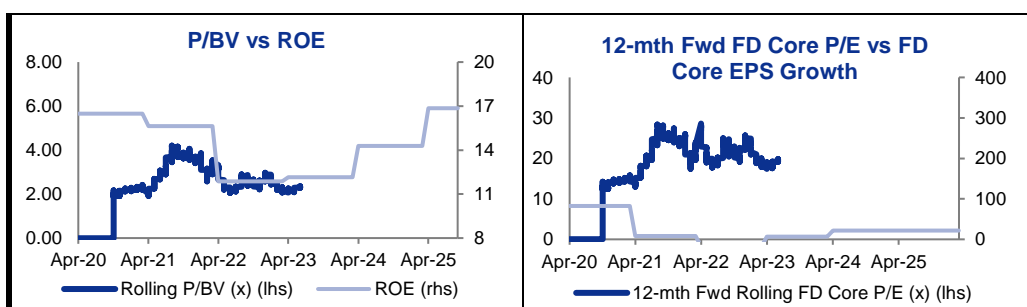
SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 5: Our revised estimates**

Y/e Mar (Rs m)	FY24F			FY25F			FY26F		
	Earlier	Revised	% change	Earlier	Revised	% change	Earlier	Revised	% change
Revenue from operations	12,810	13,310	3.9%	15,323	15,617	1.9%	18,108	18,624	2.9%
PAT	4,278	4,670	9.2%	5,471	5,692	4.0%	6,536	6,923	5.9%
EPS (Rs)	33.7	36.8	9.2%	43.1	44.9	4.1%	51.5	54.6	6.0%
Dividend payout (%)	70.0	70.0	0.0%	80.0	80.0	0.0%	90.0	80.0	-11.1%
QAAUM (Rs tr)	2.7	2.7	0.1%	3.2	3.2	-1.3%	3.7	3.7	0.7%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

BY THE NUMBERS



<b>Profit &amp; Loss</b>					
(Rsm)	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Net Interest Income					
<b>Total Non-Interest Income</b>	<b>13,189</b>	<b>12,669</b>	<b>13,031</b>	<b>15,288</b>	<b>18,243</b>
Operating Revenue	13,271	12,901	13,310	15,617	18,624
<b>Total Non-Interest Expenses</b>	<b>(6,303)</b>				
Pre-provision Operating Profit	6,600	5,856	6,258	7,620	9,262
<b>Total Provision Charges</b>					
Operating Profit After Provisions	6,600	5,856	6,258	7,620	9,262
<b>Pretax Income/(Loss) from Assoc.</b>					
Operating EBIT (incl Associates)	6,600	5,856	6,258	7,620	9,262
<b>Non-Operating Income/(Expense)</b>					
Profit Before Tax (pre-EI)	6,600	5,856	6,258	7,620	9,262
<b>Exceptional Items</b>					
Pre-tax Profit	6,600	5,856	6,258	7,620	9,262
Taxation	(1,256)	(1,459)	(1,564)	(1,905)	(2,315)
Consolidation Adjustments & Others					
<b>Exceptional Income - post-tax</b>					
Profit After Tax	5,344	4,397	4,693	5,715	6,946
Minority Interests	(3)	(23)	(23)	(23)	(23)
Pref. & Special Div					
<b>FX And Other Adj.</b>					
Net Profit	5,341	4,374	4,670	5,692	6,923
Recurring Net Profit					

<b>Balance Sheet Employment</b>					
(Rsm)	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Gross Loans/Cust Deposits					
Avg Loans/Avg Deposits					
Avg Liquid Assets/Avg Assets	7.9%	9.9%	9.7%	9.0%	7.8%
<b>Avg Liquid Assets/Avg IEAs</b>					
Net Cust Loans/Assets					
<b>Net Cust Loans/Broad Deposits</b>					
Equity & Provns/Gross Cust Loans					
Asset Risk Weighting					
<b>Provision Charge/Avg Cust Loans</b>					
<b>Provision Charge/Avg Assets</b>					
Total Write Offs/Average Assets					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

**BY THE NUMBERS...cont'd**

<b>Balance Sheet</b>					
<b>(Rsm)</b>	<b>Mar-22A</b>	<b>Mar-23A</b>	<b>Mar-24F</b>	<b>Mar-25F</b>	<b>Mar-26F</b>
<b>Total Gross Loans</b>					
Liquid Assets & Invst. (Current)					
Other Int. Earning Assets					
Total Gross Int. Earning Assets					
<b>Total Provisions/Loan Loss Reserve</b>					
Total Net Interest Earning Assets					
Intangible Assets					
<b>Other Non-Interest Earning Assets</b>	<b>2,701</b>	<b>2,765</b>	<b>2,832</b>	<b>2,902</b>	<b>2,975</b>
<b>Total Non-Interest Earning Assets</b>	<b>6,108</b>	<b>6,241</b>	<b>6,377</b>	<b>6,518</b>	<b>6,663</b>
Cash And Marketable Securities	3,983	4,126	4,114	3,782	3,336
<b>Long-term Investments</b>	<b>29,782</b>	<b>31,271</b>	<b>32,834</b>	<b>34,476</b>	<b>36,200</b>
Total Assets	39,873	41,638	43,326	44,776	46,198
Customer Interest-Bearing Liabilities					
Bank Deposits					
Interest Bearing Liabilities: Others					
Total Interest-Bearing Liabilities					
Banks Liabilities Under Acceptances					
Total Non-Interest Bearing Liabilities	3,697	3,854	4,019	4,192	4,374
Total Liabilities	3,697	3,854	4,019	4,192	4,374
Shareholders Equity	36,062	37,670	39,193	40,470	41,710
<b>Minority Interests</b>	<b>114</b>	<b>114</b>	<b>114</b>	<b>114</b>	<b>114</b>
Total Equity	36,177	37,784	39,307	40,584	41,824

<b>Key Ratios</b>					
	<b>Mar-22A</b>	<b>Mar-23A</b>	<b>Mar-24F</b>	<b>Mar-25F</b>	<b>Mar-26F</b>
Total Income Growth					
Operating Profit Growth	9.1%	85.1%	3.2%	17.3%	19.3%
Pretax Profit Growth	9%	(11%)	7%	22%	22%
Net Interest To Total Income					
Cost Of Funds					
Return On Interest Earning Assets					
Net Interest Spread					
Net Interest Margin (Avg Deposits)					
Net Interest Margin (Avg RWA)					
Provisions to Pre Prov. Operating Profit					
Interest Return On Average Assets					
Effective Tax Rate	19.0%	24.9%	25.0%	25.0%	25.0%
Net Dividend Payout Ratio	49.9%	63.8%	67.9%	78.0%	82.4%
Return On Average Assets	13.96%	10.73%	10.99%	12.92%	15.22%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

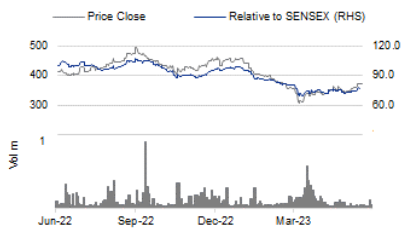
India

**ADD** (no change)

Consensus ratings*:	Buy 8	Hold 4	Sell 0
Current price:	Rs373		
Target price:	Rs430 ▲		
Previous target:	Rs390		
Up/downside:	15.3%		
InCred Research / Consensus:	13.5%		
Reuters:			
Bloomberg:	ABSLAMC IN		
Market cap:	US\$1,480m		
	Rs107,447m		
Average daily turnover:	US\$0.5m		
	Rs33.2m		
Current shares o/s:	288.0m		
Free float:	46.0%		
*Source: Bloomberg			

**Key changes in this note**

- Our base-case assumption is that the AMC will be able to pass on ~50% of the TER cut to its distributors, which indicates ~7bp impact on FY24F revenue yield.



Source: Bloomberg

<b>Price performance</b>	1M	3M	12M
Absolute (%)	4.1	0.3	(10.2)
Relative (%)	3.1	(5.3)	(22.1)

<b>Major shareholders</b>	% held
Aditya Birla Capital	50.0
SnI life	37.0
Public	13.0

**Analyst(s)**



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# Aditya Birla Sunlife AMC

## Balanced AUM mix to aid revenue yield

- Our scheme-wise analysis indicates that ABSL AMC is operating at an equity TER of ~170bp against the new SEBI norm of ~178bp.
- Our base-case assumption is the AMC will be able to pass on ~50% of the TER cut to its distributors, which indicates ~7bp impact on FY24F revenue yield.
- The probable impact is better than our expectation. We have raised revenue and profit estimates to arrive at a higher TP of Rs430, or ~23x FY25F EPS.

### We estimate ~33-35bp impact on TER under new SEBI norm

Our scheme-wise analysis for Aditya Birla Sunlife Asset Management Company (ABSL AMC) indicates that the company is operating at an equity TER (total expense ratio) of ~170bp against the new SEBI norm of ~178bp. Our base calculation suggests an additional charge of ~28-30bp for all relevant expenses including additional charges like GST, brokerage, STT, exit load, etc., which need to be adjusted against the new TER.

### Factor in ~7bps decline in revenue yield and ~5bp in PAT yield

As highlighted earlier, ~28-30bp TER impact for equity-oriented schemes (including arbitrage) may have ~13-14bp impact on overall revenue yield, as the equity portfolio constitutes ~40% of the assets under management or AUM as of end-Mar 2023. Our base-case assumption is that the company will be able to pass on ~50% of the TER cut to its distributors, which indicates ~7bp impact on FY24F revenue yield. ABSL AMC has a linear expense structure and hence, we expect a limited moderation in expenses but adjusting for tax charges, we are factoring in the PAT yield to decline by ~5bp.

### Focus on granularity of inflow; SIP inflow trend is steady

We have been skeptical of the new norms and have been factoring in severe pressure in revenue and PAT yields, but the current scenario is better than our expectation. We have increased our revenue estimates for FY24F/25F/26F by 1.2%/2.1%/3.1%, respectively, and accordingly revised our PAT estimates. We have valued the AMC on the discounted dividend methodology and arrived at a higher target price of Rs430 (Rs390 earlier), corresponding to ~23x FY25F EPS. We have retained our ADD rating on the stock. Downside risks: Weak inflow and underperformance of its schemes.

**Financial Summary**

	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Net Interest Income (Rsm)	0	0	0	0	0
Total Non-Interest Income (Rsm)	13,790	13,199	11,748	13,444	15,435
Operating Revenue (Rsm)	13,790	13,199	11,748	13,444	15,435
Total Provision Charges (Rsm)	0	0	0	0	0
Net Profit (Rsm)	6,604	5,793	4,470	5,413	6,509
Core EPS (Rs)	22.93	20.11	15.52	18.80	22.60
Core EPS Growth	28%	(12%)	(23%)	21%	20%
FD Core P/E (x)	16.27	18.55	24.04	19.85	16.51
DPS (Rs)	8.05	10.25	12.00	14.00	17.00
Dividend Yield	2.16%	2.75%	3.22%	3.75%	4.56%
BVPS (Rs)	76.4	87.4	90.9	90.9	90.9
P/BV (x)	4.88	4.27	4.10	4.10	4.10
ROE	33.8%	24.6%	17.4%	20.7%	24.9%
% Change In Core EPS Estimates					
InCred Research/Consensus EPS (x)					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

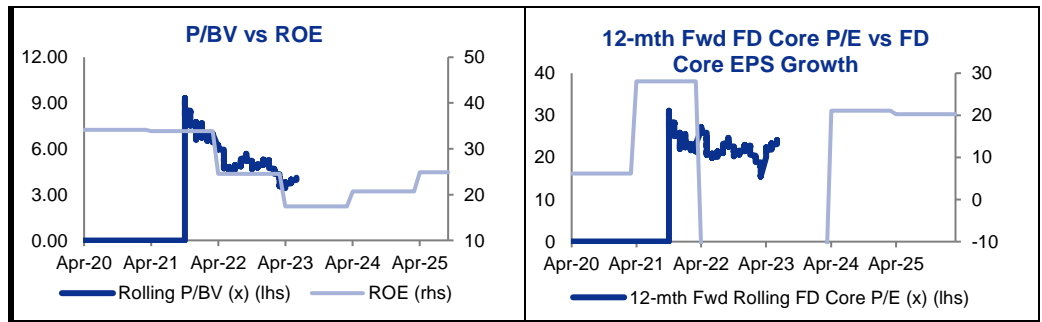
**Figure 6: Our revised estimates**

Y/e Mar (Rs m)	FY24F			FY25F			FY26F		
	Earlier	Revised	% change	Earlier	Revised	% change	Earlier	Revised	% change
Revenue from operations	11,608	11,748	1%	13,168	13,444	2%	14,971	15,435	3%
PAT	4,642	4,470	-4%	5,233	5,413	3%	5,909	6,509	10%
EPS (Rs)	16	15	-4%	18	19	4%	21	23	10%
Dividend payout (%)	75	75	0%	75	75	0%	75	75	0%
QAAUM (Rs tr)	3	3	2%	4	4	1%	4	4	0%

SOURCE: INCRED RESEARCH, COMPANY REPORTS



BY THE NUMBERS



Profit & Loss

(Rsm)	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Net Interest Income					
<b>Total Non-Interest Income</b>	<b>13,790</b>	<b>13,199</b>	<b>11,748</b>	<b>13,444</b>	<b>15,435</b>
Operating Revenue	13,790	13,199	11,748	13,444	15,435
<b>Total Non-Interest Expenses</b>	<b>(4,622)</b>	<b>(5,099)</b>	<b>(5,445)</b>	<b>(5,867)</b>	<b>(6,379)</b>
Pre-provision Operating Profit	8,823	7,767	5,960	7,217	8,678
<b>Total Provision Charges</b>					
Operating Profit After Provisions	8,823	7,767	5,960	7,217	8,678
<b>Pretax Income/(Loss) from Assoc.</b>					
Operating EBIT (incl Associates)	8,823	7,767	5,960	7,217	8,678
<b>Non-Operating Income/(Expense)</b>					
Profit Before Tax (pre-EI)	8,823	7,767	5,960	7,217	8,678
<b>Exceptional Items</b>					
Pre-tax Profit	8,823	7,767	5,960	7,217	8,678
Taxation	(2,219)	(1,975)	(1,490)	(1,804)	(2,170)
Consolidation Adjustments & Others					
<b>Exceptional Income - post-tax</b>					
Profit After Tax	6,604	5,793	4,470	5,413	6,509
Minority Interests					
Pref. & Special Div					
<b>FX And Other Adj.</b>					
Net Profit	6,604	5,793	4,470	5,413	6,509
Recurring Net Profit					

Balance Sheet Employment

(Rsm)	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Gross Loans/Cust Deposits					
Avg Loans/Avg Deposits					
Avg Liquid Assets/Avg Assets	2.2%	1.8%	2.4%	1.7%	0.5%
<b>Avg Liquid Assets/Avg IEAs</b>					
Net Cust Loans/Assets					
<b>Net Cust Loans/Broad Deposits</b>					
Equity & Provns/Gross Cust Loans					
Asset Risk Weighting					
<b>Provision Charge/Avg Cust Loans</b>					
<b>Provision Charge/Avg Assets</b>					
Total Write Offs/Average Assets					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

**BY THE NUMBERS...cont'd**

<b>Balance Sheet</b>					
<b>(Rsm)</b>	<b>Mar-22A</b>	<b>Mar-23A</b>	<b>Mar-24F</b>	<b>Mar-25F</b>	<b>Mar-26F</b>
<b>Total Gross Loans</b>					
Liquid Assets & Invst. (Current)					
Other Int. Earning Assets					
Total Gross Int. Earning Assets					
<b>Total Provisions/Loan Loss Reserve</b>					
Total Net Interest Earning Assets					
Intangible Assets					
<b>Other Non-Interest Earning Assets</b>	<b>23,951</b>	<b>27,325</b>	<b>28,473</b>	<b>29,690</b>	<b>30,682</b>
<b>Total Non-Interest Earning Assets</b>	<b>23,951</b>	<b>27,325</b>	<b>28,473</b>	<b>29,690</b>	<b>30,682</b>
Cash And Marketable Securities	392	556	817	216	61
<b>Long-term Investments</b>					
Total Assets	24,343	27,881	29,290	29,905	30,743
Customer Interest-Bearing Liabilities					
Bank Deposits					
Interest Bearing Liabilities: Others	1,468	1,468	1,615	1,857	2,136
Total Interest-Bearing Liabilities	1,468	1,468	1,615	1,857	2,136
Banks Liabilities Under Acceptances					
Total Non-Interest Bearing Liabilities	869	1,243	1,492	1,865	2,424
Total Liabilities	2,337	2,711	3,106	3,722	4,559
Shareholders Equity	22,006	25,170	26,184	26,184	26,184
<b>Minority Interests</b>					
Total Equity	22,006	25,170	26,184	26,184	26,184

<b>Key Ratios</b>					
	<b>Mar-22A</b>	<b>Mar-23A</b>	<b>Mar-24F</b>	<b>Mar-25F</b>	<b>Mar-26F</b>
Total Income Growth					
Operating Profit Growth	27.1%	(11.7%)	(22.2%)	20.2%	19.5%
Pretax Profit Growth	29%	(12%)	(23%)	21%	20%
Net Interest To Total Income					
Cost Of Funds					
Return On Interest Earning Assets					
Net Interest Spread					
Net Interest Margin (Avg Deposits)					
Net Interest Margin (Avg RWA)					
Provisions to Pre Prov. Operating Profit					
Interest Return On Average Assets					
Effective Tax Rate	25.2%	25.4%	25.0%	25.0%	25.0%
Net Dividend Payout Ratio					
Return On Average Assets	29.89%	22.18%	15.64%	18.29%	21.46%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

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