

HOLD
TP: Rs 1,946 | A 10%

HDFC AMC

NBFC

25 April 2023

Q4 disappoints; cut to HOLD on multiple headwinds

- Q4 net profit missed our estimate by 7% owing to below-expected revenue of Rs 6.4bn and QAAUM of Rs 4.5tn
- Regulatory headwinds (fee review by SEBI, short-term gains tax) hinder growth prospects
- Downgrade to HOLD with a lower TP of Rs 1,946 (vs. Rs 2,310) as we cut FY24/FY25 PAT 6% and reset to 25x FY25E EPS (vs. 28x)

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Below-expected growth: HDFC AMC's Q4FY23 net profit of Rs 3.8bn (+9.5% YoY) missed our estimate by 7% owing to below-expected revenue/EBITDA of Rs 6.4bn/ Rs 5bn (Rs 7bn/Rs 5.8bn est.). QAAUM grew 4% YoY to Rs 4.5tn (a 3% miss), with debt declining 18% and equity growing 17%. SIP AUM increased 21% YoY to Rs 859bn, of which ~77% has a tenure of >10Y. On annual numbers, FY23 net profit of Rs 14.2bn was 2% short of our expectations. We accordingly cut our AUM and net profit estimates by 5-6% each for FY24 and FY25.

Equity tilt; operating margin maintained: HDFC AMC maintained its #3 rank in overall MAAUM with ~11% market share in FY23 and equity MAAUM share moving up from 11.4% in FY22 to 12.2% in FY23. Equity constituted 57% of MAAUM in FY23 vs. 51% in FY22. Debt remained a drag with its share declining from 29% to 23%. Liquid and ETFs combined remained stable. Calculated revenue yield was flattish at 48bps YoY, as was PAT yield at 32bps. Operating margin held at 35bps of AUM in FY23.

Headwinds continue: AMC stocks have taken a battering owing to regulatory headwinds from a **possible reduction in TER** following a fee review announced by the regulator in Dec'22 and reiteration of the same in its March annual meet. Secondly, certain debt mutual funds were stripped of long-term tax benefits as per a March budget amendment. This could deter flows into debt schemes. Thirdly, net flows for the industry have plunged to Rs 762bn in FY23 vs. Rs 2,467bn in FY22 owing to debt mutual fund outflow.

Downgrade to HOLD: The stock is currently trading at 22.7x FY25E EPS. Apart from scaling back our profit estimates, we also value the stock at a lower 25x FY25E EPS (28x earlier), a 30% discount to the long-term mean, translating to a revised TP of Rs 1,946 (vs. Rs 2,310). The company's focus on launching new funds, maintaining high-quality scheme performance and gaining market share appears factored in, even as industry headwinds combined with the low share of HDFC Bank in generating business will likely remain a drag on growth for a big player like HDFC AMC. We thus cut our rating from BUY to HOLD.

Key changes

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	Target	Rating	
	▼	▼	

Ticker/Price	HDFCAMC IN/Rs 1,766
Market cap	US\$ 4.6bn
Free float	37%
3M ADV	US\$ 11.2mn
52wk high/low	Rs 2,315/Rs 1,590
Promoter/FPI/DII	63%/8%/18%

Source: NSE | Price as of 25 Apr 2023

Key financials

Y/E 31 Mar	FY23P	FY24E	FY25E
Core PBT (Rs mn)	15,549	16,669	18,294
Core PBT (YoY)	1.1	7.2	9.7
Adj. net profit (Rs mn)	14,239	15,086	16,608
EPS (Rs)	66.7	70.7	77.8
Consensus EPS (Rs)	67.5	73.7	84.7
MCap/AAAUM (%)	8.4	7.9	7.2
ROAAAUM (bps)	31.7	31.7	31.6
ROE (%)	24.5	23.8	24.4
P/E (x)	26.5	25.0	22.7

Source: Company, Bloomberg, BOBCAPS Research | P - Provisional

Stock performance

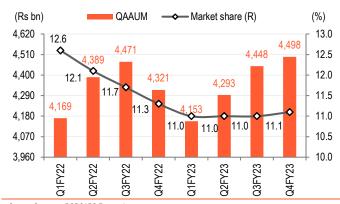


Source: NSE



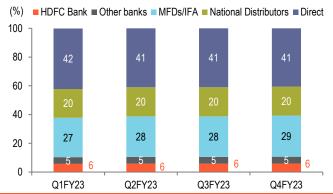


Fig 1 - Market share largely stable



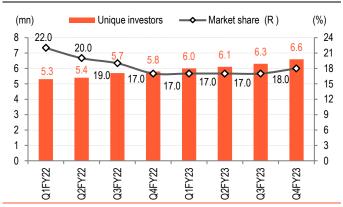
Source: Company, BOBCAPS Research

Fig 3 – Direct channel plays an important role in QAAUM distribution mix



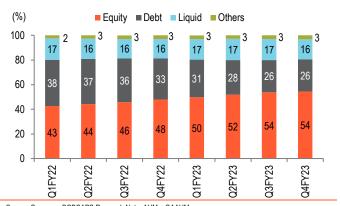
Source: Company, BOBCAPS Research

Fig 5 – Unique investors increasing with market share growth in Q4



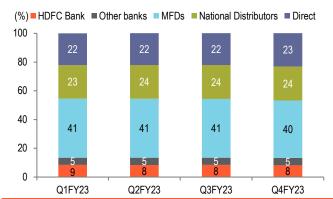
Source: Company, BOBCAPS Research

Fig 2 - Equity component at 54% at end-FY23



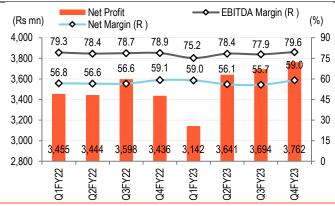
Source: Company, BOBCAPS Research Note: AUM = QAAUM

Fig 4 – Equity QAAUM largely dependent on mutual fund distributors (MFD)



Source: Company, BOBCAPS Research

Fig 6 - Return ratios stable



Source: Company, BOBCAPS Research



Fig 7 – Profit and Loss account

(Rs mn)	Q4FY23	Q4FY22	YoY (%)	Q3FY23	QoQ (%)	FY23	FY22	YoY (%)
Revenue from Operations								
Asset Management Services	5,410	5,163	4.8	5,596	(3.3)	21,668	21,154	2.4
Other Income	969	647	49.8	1,034	(6.3)	3,158	3,178	(0.7)
Total Income	6,378	5,809	9.8	6,629	(3.8)	24,826	24,332	2.0
Expenses								
Fees and Commission Expenses	6	15	(60.9)	6	(3.3)	37	54	(32.0)
Employee Benefits Expenses	719	714	0.6	790	(9.0)	3,127	3,122	0.2
Other Expenses	580	499	16.2	669	(13.3)	2,326	1,978	17.6
Total Operating Expenses	1,304	1,228	6.2	1,465	(11.0)	5,489	5,154	6.5
EBITDA	5,074	4,581	10.8	5,165	(1.8)	19,336	19,178	0.8
Depreciation, Amortisation and Impairment	133	134	(1.2)	134	(0.9)	533	539	(0.9)
Finance Costs	24	21	16.1	24	(0.4)	97	86	12.2
Profit Before Tax	4,918	4,427	11.1	5,007	(1.8)	18,706	18,553	0.8
Tax Expense								
Current Tax	1,055	962	9.7	1,146	(7.9)	4,213	4,190	0.5
Deferred Tax Charge/(Credit)	101	29	244.2	167	(39.8)	254	432	(41.1)
Total Tax Expense	1,156	991	16.6	1,313	(12.0)	4,467	4,622	(3.3)
Profit After Tax	3,762	3,436	9.5	3,694	1.8	14,239	13,931	2.2

Source: Company, BOBCAPS Research

Fig 8 - Key performance indicators

Particulars	Q4FY23	Q4FY22	YoY (%)	Q3FY23	QoQ (%)	FY23	FY22	YoY (%)
AUM (Rs bn)								
QAAUM	4,498	4,321	4.1	4,448	1.1	4,498	4,321	4.1
Actively Managed Equity-oriented QAAUM	2,317	1,980	17.0	2,269	2.1	2,317	1,980	17.0
Debt - QAAUM	1,179	1,441	(18.2)	1,166	1.1	1,179	1,441	(18.2)
Liquid - QAAUM	730	686	6.4	760	(3.9)	730	686	6.4
Market share (%)								
QAAUM	11.1	11.3	(20bps)	11.0	0.9	11.1	11.3	(20bps)
Actively managed equity-oriented - QAAUM	12	11.5	50bps	11.7	2.6	12	11.5	50bps
Debt – QAAUM	13.3	14.1	(80bps)	13.5	(1.5)	13.3	14.1	(80bps)
Liquid - QAAUM	13.1	13.3	(20bps)	13.7	(4.4)	13.1	13.3	(20bps)
Others								
Number of Live Individual Accounts (mn)	11.3	9.8	15.4	10.7	5.6	11.3	9.8	15.4
Individual MAAUM (Rs bn)	2,992	2,599	15.1	3,014	(0.7)	2,992	2,599	15.1
Unique Investors (mn)	6.6	5.8	13.8	6.3	4.8	6.6	5.8	13.8
Systematic Transactions (Rs bn)	17.1	12.3	39.0	15.7	8.9	NA	NA	NA
SIP AUM (Rs bn)	859	712	20.6	848	1.3	859	712	20.6
B-30 share in AUM (%)	17.8	16.5	130bps	17.6	1.1	17.8	16.5	130bps

Source: Company, BOBCAPS Research

Fig 9 – Margin indicators

Margins	Q4FY23	Q4FY22	YoY (%)	Q3FY23	QoQ (%)	FY23	FY22	YoY (%)
EBITDA margin (%)	79.6	78.9	70bps	77.9	165bps	77.9	78.8	(93bps)
Net margin (%)	59.0	59.1	(15bps)	55.7	326bps	57.4	57.3	10bps
Revenue yield (bps)	48.1	47.8	31bps	50.3	(221bps)	48.2	49.0	(78bps)

Source: BOBCAPS Research



Earnings call highlights

Business highlights

- For FY23, both revenue and PAT grew at a meagre 2% YoY each (to Rs 24.8bn and Rs 14.2bn respectively). Employee expenses remained flat at Rs 3.1bn. Operating profit margin stood at 35bps of AUM for the year whereas operating revenue margin stood at 49bps. Dividend was at Rs 48/sh vs. Rs 42/sh in in FY22, translating into a payout ratio of 72% as against 64%.
- HDFC AMC's debt QAAUM market share was at 13.3% (14.6% excluding debt index funds). The ratio of equity-oriented and non-equity oriented QAAUM is 54:46, compared to the industry ratio of 49:51 at end-Q4FY23.
- As of Mar'23, 67% of the company's total MAAUM was contributed by individual investors compared to 58% for the industry.
- Total live accounts stood at 11.4mn as on March. Unique customers totalled 6.6mn compared to 37.7mn for the industry, a market share of 18%.
- PAT grew 10% YoY to Rs 3.8bn on revenue of Rs 6.4bn (+10% YoY) in Q4FY23.

Margins

 Operating margin looked muted in Q4FY23 because (i) Q4 was for 90 days as against 92 days for Q3 when revenue per day stood at Rs 60mn, implying potential revenue loss of Rs 120mn, and (ii) the unabsorbed cost of B-30 cities was debited at the fund level during Q4.

Financials

- Trade receivables increased from Rs 745mn in FY22 to Rs 1.8bn in FY23 which is not a concern as this gets paid immediately after the month.
- Opex stood at 14bps of AUM for FY23 as the company was focussing on strengthening IT systems. Excluding ESOPs (employee stock options), employee costs for the last three years grew at a CAGR of 8% (9.5% YoY). Other expenses had a three-year CAGR of ~6%.
- The ESOPs entail a non-cash charge which would be debited to the P&L account over the next three years. Of the Rs 550mn-600mn cost, 55% would be accounted for in FY24, 30% in FY25 and the balance in FY26.

Regulatory issues

- Management did not comment on IRDA's ongoing review of the fees charged by mutual funds.
- With effect from 1 Apr 2023, specified debt mutual funds where equity exposure is not more than 35% of the total corpus in domestic equity shares will be treated as short-term capital assets by default and taxed at the investors' slab rate, irrespective of the holding period. Management reiterated that the industry would have preferred the tax advantage to continue for development of the debt market.



However, debt mutual funds will continue to offer benefits of no prepayment penalty and good liquidity.

Others

- HDFC AMC launched two equity-oriented thematic sectorial funds and one long duration debt fund, which saw healthy interest especially toward the end of March.
- The company announced first close of HDFC AMC Select AIF FOF on 31 March with commitments adding up to Rs 4bn.
- In FY23, the MF industry collected ~Rs 342bn via actively managed equity-oriented NFOs, constituting 21% of the net flows into these funds, as compared to Rs 748bn (34%) in FY22.



Valuation methodology

HDFC AMC is one of the largest fund houses in India and enjoys considerable moats in the form of brand strength, pedigree and a large AUM base. Key positives include: (i) maintaining its #3 rank in MAAUM in FY23 (vs. FY22) with ~11% market share and also its #3 rank in equity MAAUM with a higher 12.2% market share vs. 11.4% in FY22, and (ii) improved scheme performance in the large-, mid- and small-cap equity space at end-Mar'23 (see our 19Apr report for details).

Key negatives are: (i) steep market share contraction (~-260bps, FY20-FY23) – the highest among listed peers, (ii) low originations from HDFC Bank despite being a bank-based AMC franchise (5.8% of QAAUM as compared to 10.3% in FY18 and 8.1% of equity QAAUM – a multi-quarter low), (iii) margin pressure over the last few years owing to revision in TER four years ago, (iv) regulatory headwinds from a possible further reduction in TER following a fee review by the regulator, (v) removal of long-term tax benefits on certain debt mutual funds from FY24, and (vi) a plunge in net flows for the industry to Rs 762bn in FY23 vs. Rs 2,467bn in FY22.

We cut our AUM estimates for HDFC AMC by 5% each for FY24/FY25 and our PAT forecasts by 6% each. The stock is currently trading at 22.7x FY25E EPS, and we value it at 25x FY25E EPS (vs. 28x earlier to factor in the negatives), a 30% discount to the long-term mean, translating to a TP of Rs 1,946 (vs. Rs 2,310). This lowers the potential upside to our TP to 10%, prompting us to downgrade our rating from BUY to HOLD.

Fig 10 - Revised estimates

(Po mn)	New		Old		Chang	e (%)
(Rs mn)	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
Total Income	26,611	29,161	28,031	30,572	(5.1)	(4.6)
EBITDA	20,762	22,847	22,184	24,366	(6.4)	(6.2)
Profit After Tax (PAT)	15,086	16,608	16,067	17,610	(6.1)	(5.7)
AUM	4,760	5,260	5,028	5,527	(5.3)	(4.8)
EBITDA Margin (%)	78.0	78.3	79.1	79.7	(112bps)	(135bps)
Net Margin (%)	56.7	57.0	57.3	57.6	(63bps)	(65bps)

Source: Company, BOBCAPS Research

Fig 11 - 1Y fwd P/E band

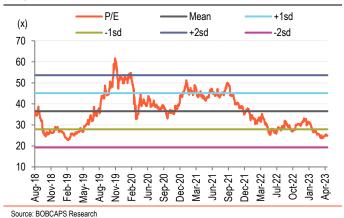
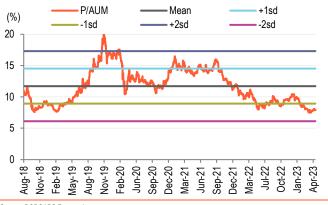


Fig 12 - 1Y fwd P/AUM band



Source: BOBCAPS Research



Key risks

- Decline in AUM growth due to increased competition: HDFC AMC has
 witnessed intense competitive pressure that has eroded market share over the past
 five years. Higher competition coupled with new entrants could dampen AUM
 growth and hurt revenue.
- Prolonged weakness in equity markets: Equity assets constitute a significant portion of the company's AUM. Thus, a decline in Indian equity markets would cause AUM to decline directly as the value of the underlying securities fall, and indirectly as securities investments become less attractive for investors, resulting in net outflows or redemptions. Any decrease in AUM will impact fees and hence net profit.
- Regulatory risks: AMCs are regulated by SEBI and could be adversely impacted in case of unfavourable policy changes.
 - In the event the regulator mandates a further decline in TER, yields could reduce further.
 - SEBI in Apr'22 had barred fund houses from floating new schemes till the industry complied with its direction to discontinue mutual fund investments by distributors and brokers from their pool accounts.
- Covid-like disruptions. While Covid-related lockdowns are unlikely to be unduly harsh in future, we believe that any such lockdowns/disruptions due to any pandemic/virus mutations would be a risk to retail customer acquisition and could also result in higher redemptions.

Sector recommendation snapshot

Company	Ticker	Market Cap (US\$ bn)	Price (Rs)	Target (Rs)	Rating
Aditya Birla Sun Life AMC	ABSLAMC IN	1.2	339	488	HOLD
HDFC AMC	HDFCAMC IN	4.6	1,766	1,946	HOLD
Nippon Life India AMC	NAM IN	1.8	235	347	BUY
UTI AMC	UTIAM IN	1.0	663	983	BUY

Source: BOBCAPS Research, NSE | Price as of 25 Apr 2023

Glossary

Glossary			
AUM	Assets Under Management	NFO	New Fund Offer
B30	Beyond the Top 30 cities	QAAUM	Quarterly Average Assets Under Management
ETF	Exchange Traded Funds	SIP	Systematic Investment Plan
MAAUM	Monthly Average Assets Under Management	T30	Top 30 cities
MF	Mutual Fund	TER	Total Expense Ratio



Financials

Income Statement					
Y/E 31 Mar (Rs mn)	FY21A	FY22A	FY23P	FY24E	FY25E
Investment mgmt. fees	18,525	21,154	21,668	23,166	25,310
YoY (%)	(7.5)	14.2	2.4	6.9	9.3
Operating expenses	3,884	5,154	5,489	5,849	6,314
Core operating profits	14,641	15,999	16,179	17,317	18,996
Core operating profits growth (%)	(6.9)	9.3	1.1	7.0	9.7
Depreciation and Interest	644	625	630	648	703
Core PBT	13,997	15,375	15,549	16,669	18,294
Core PBT growth (%)	(7.5)	9.8	1.1	7.2	9.7
Other income	3,492	3,178	3,158	3,445	3,851
PBT	17,490	18,553	18,706	20,114	22,145
PBT growth (%)	5.8	6.1	0.8	7.5	10.1
Tax	4,232	4,622	4,467	5,029	5,536
Tax rate (%)	24.2	24.9	23.9	25.0	25.0
Reported PAT	13,258	13,931	14,239	15,086	16,608
Balance Sheet					
Y/E 31 Mar (Rs mn)	FY21A	FY22A	FY23P	FY24E	FY25E
Equity capital	1,065	1,066	1,067	1,067	1,067
Reserves & surplus	46,697	54,234	60,017	64,543	69,525
Net worth	47,762	55,300	61,084	65,610	70,592
Borrowings	0	0	0	0	(
Other liab. & provisions	3,185	3,503	4,281	4,240	4,404
Total liab. & equities	50,947	58,804	65,365	69,850	74,996
Cash & bank balance	47,556	55,783	60,832	64,438	70,141
Fixed & Other assets	3,078	2,714	4,229	5,412	4,855
Total assets	50,947	58,804	65,365	69,850	74,996
Per Share	5 1044	5 1/201	=1/000	=>/0.4=	=1/0==
Y/E 31 Mar (Rs)	FY21A	FY22A	FY23P	FY24E	FY25E
EPS	62.2	65.3	66.7	70.7	77.8
Dividend per share	34.0	42.0	48.0	49.5	54.5
Book value per share	223.9	259.2	286.3	307.5	330.8
Valuations Ratios					
Y/E 31 Mar (x)	FY21A	FY22A	FY23P	FY24E	FY25E
P/E	28.4	27.0	26.5	25.0	22.7
P/BV	7.9	6.8	6.2	5.7	5.3
Dividend yield (%)	1.9	2.4	2.7	2.8	3.1
Dividend yield (%)	1.9	2.4	2.1	2.0	3.1

DuPont Analysis					
Y/E 31 Mar (bps of AAAUM)	FY21A	FY22A	FY23P	FY24E	FY25E
Operating income	44.6	49.0	48.2	48.7	48.1
Operating expenses	9.3	11.9	12.2	12.3	12.0
EBITDA	43.6	44.4	43.0	43.6	43.4
Depreciation and Others	1.5	1.4	1.4	1.4	1.3
Core PBT	33.7	35.6	34.6	35.0	34.8
Other income	8.4	7.4	7.0	7.2	7.3
PBT	42.1	42.9	41.6	42.3	42.1
Tax	10.2	10.7	9.9	10.6	10.5
ROAAAUM	31.9	32.2	31.7	31.7	31.6
ROAAAUM Ratio Analysis					31.6
	31.9 FY21A	32.2 FY22A	31.7 FY23P	31.7 FY24E	31.6
Ratio Analysis					
Ratio Analysis Y/E 31 Mar					FY25E
Ratio Analysis Y/E 31 Mar YoY growth (%)	FY21A	FY22A	FY23P	FY24E	

84.1

21.0

82.4

63.6

79.4

30.1

54.7

86.9

24.4

78.8

63.2

76.2

27.0

64.3

87.3

25.3

77.9

62.6

75.3

24.5

71.9

87.1

25.2

78.0

62.6

75.6

23.8

70.0

86.8

24.9

78.3

62.7

75.9

24.4

70.0

Annual Average Al	JM				
Y/E 31 Mar	FY21A	FY22A	FY23P	FY24E	FY25E
AAAUM (Rs bn)	4,156	4,321	4,498	4,760	5,260
YoY Growth (%)	12.4	4.0	4.1	5.8	10.5
% of AAAUM					
Equity	40	46	52	56	57
Debt	38	33	26	21	20
Liquid	19	16	16	16	15
Others	3	5	6	7	7

Source: Company, BOBCAPS Research

Profitability & Return ratios (%)
Operating inome to Total inc.

Cost to Core income ratio

PBT margin (on total inc.)

Dividend payout ratio

EBITDA margin

ROE

Core PBT margin



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Recommendation scale: Recommendations and Absolute returns (%) over 12 months

BUY - Expected return >+15%

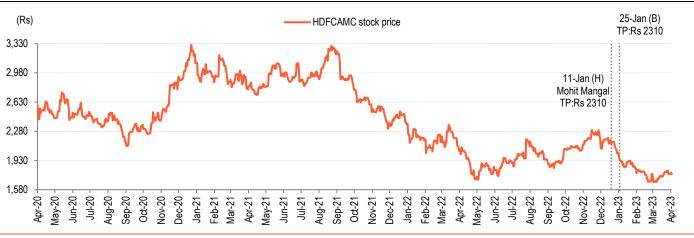
HOLD - Expected return from -6% to +15%

SELL - Expected return <-6%

Note: Recommendation structure changed with effect from 21 June 2021

Our recommendation scale does not factor in short-term stock price volatility related to market fluctuations. Thus, our recommendations may not always be strictly in line with the recommendation scale as shown above.

Ratings and Target Price (3-year history): HDFC AMC (HDFCAMC IN)



B - Buy, H - Hold, S - Sell, A - Add, R - Reduce

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