

# Nippon Life India Asset Management Ltd.

1st Aug 2022

Company gains market share but at a cost of lower yield

Nippon Life India AMC (NAM) has outperformed the industry growth during Q1FY23. NAM QAAUM grew by 16.3% YoY (-1.4% QoQ) vs. 13.8% YoY (-1.6% QoQ) growth delivered by the industry, resulting in a market share gain of 16 Bps YoY, but AUM growth has come on the back of ETF and liquid AUM growth, which are low yielding in nature, thus impacting NAM's yield, which has fallen by 7 Bps YoY (3 Bps QoQ).

### Opex/QAAUM continues to remain under check

Opex/QAAUM increased by 1 bps to 19.5 Bps on a QoQ basis but still is below FY22 levels (19.9 bps). Spike in operating cost is due to a hike given to employees and normalization of business expenses which were suppressed owing to covid led restrictions. Even management has increased spending on marketing, and they plan to continue to spend on marketing as they are getting better traction due to improvement in scheme performance.

### Blended yield under pressure

NAM has witnessed higher flows towards ETF and liquid AUM during the quarter, which are low-yielding categories, which has resulted in yields dropping by 3 bps QoQ. Management expects pressure on yields to continue for more time as its peers are focused on AUM gathering rather than profitability.

### NAM fortifying its presence in ETF

NAM has gained significant market share in the ETF segment, with market share increasing from 13.2% in Q1FY22 to 14.1% in Q1FY23. ETF AUM is among the fastest growing category for NAM, growing by 49.6% YoY compared to overall AUM growth of 16.3%. NAM's ETF remains the category leader with the highest liquidity in the industry.

### Strong equity scheme performance, market share gain to follow with a lag

In the last one year, NAM's equity scheme performance has improved massively compared to its 3 and 5-year performance. An improvement in scheme performance is normally followed by market share gain, but with a lag. NAM has improved its market share in the ETF and liquid category, and we expect that they will gain market share in equity category also.

#### **View & Valuation**

We maintain our view on Nippon Life India Asset Management with a BUY rating and a target of Rs. 411 ( $^{\sim}28x$  FY23 earnings). At the current valuations market is expecting NAM to lose market share or grow at slower pace than the industry. Based on the enhancement in market share in the last few quarters and a massive improvement in scheme performance we think NAM is at a pivot point. Going ahead, we expect NAM to grow at least in line with the industry. Given that NAM is trading at -1 standard deviation of its trailing PE, chances of re-rating are High, and the downside from current levels seems limited.

# BUY

CMP Rs. 282

TARGET Rs. 411 (+45.7%)

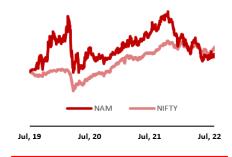
### **Company Data**

MCAP (Rs. Mn)	1,77,049
O/S Shares (Mn)	623
52w High/Low	477 / 259
Face Value (in Rs.)	10
Liquidity (3M) (Rs. Mn)	173.6

### Shareholding Pattern %

	June 22	Mar 22	Dec 21
Promoters	73.7	73.8	73.8
FIIs	6.5	6.7	7.2
DIIs	9.2	8.8	8.4
Non- Institutional	10.5	10.7	10.7

### **NAM vs Nifty**



Source: Keynote Capitals Ltd.

### **Key Financial Data**

(Rs Mn)	FY22	FY23E	FY24E
Revenue	13,066	14,816	16,765
EBITDA	7,902	9,046	10,357
Net Profit	7,434	9,122	10,196
Total Assets	37,965	39,200	40,336
ROCE (%)	24%	26%	28%
ROE (%)	23%	26%	28%

Source: Company, Keynote Capitals Ltd Estimates

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# Nippon Life India Asset | Quarterly Update



# Q1FY23 Conference Call Takeaways

#### **Yields**

- Yields have declined on YoY and QoQ basis owing to growth in low-yielding assets like Liquid and ETF.
- Redemptions of old high-yielding assets have gone down. Going forward, impact on the yields will not be significant.

#### Other Income

- During the quarter, Other Income has turned negative due to mark-to-market (M2M) losses. The Company has almost Rs. 2.5 Bn exposure to equity and market has fallen by 12-15% in last 3 months (Apr-Jun'22). Also, 10-Yr G-sec increased by 50 bps in Q1, leading to M2M losses in the Debt portfolio.
- NAM has 70% of its debt portfolio at the shorter end of the duration curve.

#### **Mutual Fund AUM**

- MF QAAUM increased by 16.3% YoY (-1.4 QoQ), driven by growth in Equity/ETF/Liquid AUM by 17.9% YoY (-1.5% QoQ), 49.6% YoY (7.7% QoQ) and 24.7% YoY (9.5% QoQ) respectively.
- Debt AUM has de-grown by -13.3% YoY (-16.4% QoQ).
- As of June 2022, no category of fund manager has more than 16% of total assets. The majority of the funds are jointly managed, and no individual fund manager manages more than 23% of equity AUM, and that too is spread across funds which have other co-fund managers.
- Q1 MF QAAUM market share is at 7.4%, up 16 bps YoY. NAM has 13 million unique investors, up 76% YoY. NAM's share of the industry's investors is at 37% (vs. 31% as of June 2021).
- NAM's Q1 systematic flows at Rs. 22.8 Bn, up 30% YoY. SIP accounts continuing for more than 5 years is at 13% vs. 9% for the industry.
- Share of ETF volumes on NSE & BSE is at ~74%.

### **Employee and Operating Expenses**

- Employee cost increased by 12.1% YoY. It has increased primarily by hike given to employees which were not given in last 2 years.
- As the economy opens up, certain expenses have normalized, and certain marketing activities were carried out. Management will continue with marketing activities as they are seeing good traction due to improvement in scheme performance.

### Distribution

- During the quarter, NAM added 1200 mutual fund distributors, totaling to ~85,300. NAM has a presence across 275 locations pan India which is among the highest in the industry
- Digital channel contributed 55% of total new purchase transactions





# Q1FY23 Result Update

Result Highlights (Rs. Mn)

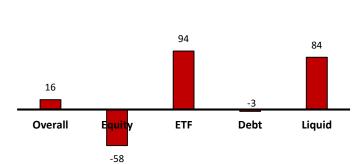
Particulars	Q1FY23	Q1FY22	Change % (Y-o-Y)	Q4FY22	Change % (Q-o-Q)
QAAUM	2,794,314	2,403,644	16%	2,832,610	-1%
Yield (Bps)	45	52	-7 Bps	48	-3 Bps
Revenue	3,161	3,023	5%	3,380	-6%
Employee	781	697	12%	745	5%
Other Opex	590	552	7%	555	6%
EBITDA	1,791	1,774	1%	2,079	-14%
EBITDA %	57%	59%	-203 Bps	62%	-487 Bps
Depreciation	68	73	-7%	69	-1%
EBIT	1,723	1,701	1%	2,010	-14%
EBIT %	54%	56%	-176 Bps	59%	-498 Bps
Finance Cost	9	9	1%	11	-15%
Other Income	-167	669		345	
PBT	1,546	2,360	-35%	2,344	-34%
PBT %	52%	64%	-1230 Bps	63%	-1129 Bps
Tax	403	547	-26%	595	-32%
PAT	1,143	1,814	-37%	1,748	-35%
EPS	1.8	2.9	-37%	2.8	-35%

Operating	Metrics	(Rs.	Mn)

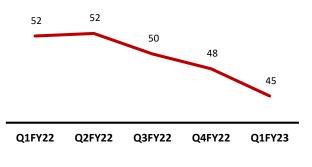
Particulars	Q1FY23	Q1FY22	Change % (Y- o-Y)	Q4FY22	Change % (Q-o-Q)
QAAUM Mix					
Equity	11,75,390	9,97,035	18%	11,93,113	-1%
ETF	6,00,913	4,01,766	50%	5,57,964	8%
Debt	5,36,002	6,18,376	-13%	6,41,357	-16%
Liquid	4,82,009	3,86,467	25%	4,40,176	10%
QAAUM Mix (%)					
Equity	42%	41.5%	58 Bps	42.1%	-6 Bps
ETF	22%	16.7%	479 Bps	19.7%	181 Bps
Debt	19%	25.7%	-654 Bps	22.6%	-346 Bps
Liquid	17%	16.1%	117 Bps	15.5%	171 Bps
Channel Mix (%)					
Direct	56.3%	54.6%	178 Bps	55.7%	66 Bps
Non Associate					
Distributors	44%	45%	-178 Bps	44%	-66 Bps
Associate					
Distributors	0%	0%	0 Bps	0%	0 Bps
Geographical Spread (%)					
T30	82%	81%	120 Bps	83%	-60 Bps
B30	18%	19%	-120 Bps	17%	60 Bps
Investor Mix (%)					
Retail Investor	27%	28%	-87 Bps	28%	-34 Bps
High Networth					
Individuals	23%	22%	117 Bps	22%	77 Bps
FIIs/FPIs	0%	0%	0 Bps	0%	0 Bps
Corporates	48%	48%	-35 Bps	48%	-61 Bps
Banks/FIs	2%	2%	5 Bps	2%	18 Bps

Source: Company, Keynote Capitals Ltd.

Market Share gain (Bps) in last 12 months have been in ETF and Liquid...

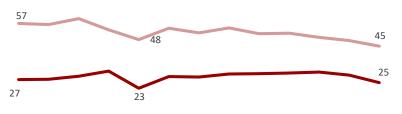


...resulting in pressure on the yields (Bps)



Source: AMFI, Company, Keynote Capitals Ltd.

## Yield and Spread (Bps)



Despite the decline in Yield, NAM has managed to maintain its spread by controlling its cost and bringing in efficiencies.

Other Other

Source: Company, Keynote Capitals Ltd.



# Nippon Life India Asset | Quarterly Update

Income Statement						Cash Flow					
Y/E Mar, Rs. Mn	FY21	FY22	FY23E	FY24E	FY25E	Y/E Mar, Rs. Mn	FY21	FY22	FY23E	FY24E	FY25
Net Sales	10,621	13,066	14,816	16,765	18,969	Pre-tax profit	8,770	9,887	12,163	13,595	15,22
Growth %		23%	13%	13%	13%	Adjustments	-2,773	-1,590	-3,117	-3,238	-3,37
Employee Expenses	2,713	2,903	3,251	3,642	4,079	Change in Working Capital	303	-411	389	26	2
Other Expenses	2,333	2,261	2,519	2,766	3,035	Total Tax Paid	-1,740	-2,090	-3,041	-3,399	-3,80
EBITDA	5,575	7,902	9,046	10,357	11,855	Cash flow from operating	,				
Growth %		42%	14%	14%	14%	Activities	4,560	5,796	6,394	6,984	8,07
Margin%	52%	60%	61%	62%	62%	Net Capital Expenditure	-196	-68	-74	-67	-6
						Change in investments	-4,196	-1,397	0	0	
Depreciation 	333	272	275	280	285	Other investing activities	377	220	3,430	3,556	3,69
EBIT	5,243	7,630	8,770	10,077	11,570	Cash flow from investing activities	-4,016	-1,245	3,356	3,489	3,62
Growth %		46%	15%	15%	15%	Equity raised / (repaid)	929	1225.5	0	0	
Margin%	49%	58%	59%	60%	61%		0	0	0	0	
nterest Paid	44	38	38	38	38	Debt raised / (repaid)					
Other Income & exceptional	3,572	2,295	3,430	3,556	3,695	Dividend (incl. tax)	-3,063	-5,263	-8,217	-9,184	-10,28
РВТ	8,770	9,887	12,163	13,595	15,227	Other financing activities  Cash flow from financing	-257	-221	-38	-38	-3
Тах	1,976	2,453	3,041	3,399	3,807	activities	-2,391	-4,259	-8,255	-9,222	-10,32
PAT	6,794	7,434	9,122	10,196	11,420	Net Change in cash	-1,848	291	1,495	1,251	1,38
Others (Minorities, Associates)	9	8	8	8	8						
						Key Ratios		F1400			
Net Profit	6,803	7,442	9,130	10,204	11,428		FY21	FY22	FY23E	FY24E	FY25
Growth %		9%	23%	12%	12%	Per Share Data					
Margin%	64%	57%	62%	61%	61%	EPS	11.0	12.0	14.7	16.4	18.
Shares (Mn)	616.5	622.0	622.0	622.0	622.0	Growth %		8%	23%	12%	12
EPS	11.0	11.9	14.7	16.4	18.4	Book Value Per Share	50	56	57	59	6
Dolomoo Choot						Return Ratios					
Balance Sheet Y/E Mar, Rs. Mn	FY21	FY22	FY23E	FY24E	FY25E	Return on Assets (%)	22%	21%	24%	26%	28
Cash, Cash equivalents & Bank	3,606	3,384	4,880	6,131	7,513	Return on Equity (%)	24%	23%	26%	28%	31
Current Investments	3,000	0,384	4,880	0,131	7,513	Return on Capital Employed (%)	25%	24%	26%	28%	31
Debtors	459	754	686	777	879	Operating Metrics	2570	2.,,0	2070	2070	
Inventory	0	0	0	0	0	Average QAAUM (in Bn)	2.1	2.7	3.1	3.6	4.
Short Term Loans & Advances	96	91	91	91	91	Revenue Yield (in Bps)	31.4	38.9	38.0	37.0	
Other Current Assets	788	877	877	877	877	Operating Profit Yield (in Bps)	27.1	29.5	29.0	28.4	27.
Total Current Assets	4,950	5,107	6,534	7,876	9,361					28.0	26.
Net Block & CWIP	3,021	2,961	2,760	2,546	2,328	PAT Yield (in Bps)	33.1	27.8	29.3	28.0	20.
Long Term Investments	25,500	29,417	29,425	29,433	29,441	AQAAUM Mix%	40.00/	42.40/	42.60/	42.00/	42.5
Other Non-current Assets	452	481	481	481	481	Equity	40.8%	42.1%	42.6%	43.0%	43.5
Total Assets	33,922	37,965	39,200	40,336	41,610	ETF	16.3%	19.7%	20.4%	21.2%	21.99
e !!.						Debt	27.3%	22.6%	21.9%	21.2%	20.59
Creditors	629	560	881	996	1,127	Liquid	15.6%	15.5%	15.0%	14.6%	14.1
Provision Short Term Borrowings	87 0	36 0	36 0	36 0	36 0	Valuation					
Other Current Liabilities	1,655	1,684	1,684	1,684	1,684	PE (x)	30.7	29.1	19.0	17.0	15.
Total Current Liabilities	2,371	2,280	2,601	2,717	2,848	Annual QAAUM/Mcap (x)	6.2%	6.4%	4.5%	3.8%	3.3
Long Term Debt	0	0	0	0	0	Earnings Yield (%)	3.3%	3.4%	5.3%	5.9%	6.6
Deffered Tax Liabilities	396	782	782	782	782	Price to Sales (x)	19.6	16.5	11.7	10.4	9.
Other Long Term Liabilities	147	118	118	118	118	Price to Book (x)	6.7	6.2	4.9	4.7	4
Total Non Current Liabilities	543	899	899	899	899	EV/EBITDA (x)	36.8	26.9	18.8	16.5	14
Paid-up Capital	6,165	6,220	6,220	6,220	6,220	EV/Sales (x)	19.3	16.3	11.5	10.2	9
Reserves & Surplus	24,844	28,566	29,479	30,499	31,642						_
reserves & surpius	27,077	20,500	,	50, .55	01,0.1						

Source: Company, Keynote Capitals Ltd Estimates

0

33,922

0

37,965

0

39,200

0

40,336

0

Non Controlling Interest

**Total Equity & Liabilities** 





# **Valuation**

# 4-Year Trailing PE - NAM is trading at - Standard Deviation of its historical range



Source: Company, Keynote Capitals Ltd.

# **KEYNOTE Rating History**

Date	Rating	Market Price at Recommendation	Upside/Downside
27 <sup>th</sup> July 2022	BUY	285	+44.2%
1 <sup>st</sup> August 2022	BUY	282	+45.7%





# **Rating Methodology**

Rating	Criteria
BUY	Expected positive return of > 10% over 1-year horizon
NEUTRAL	Expected positive return of > 0% to < 10% over 1-year horizon
REDUCE	Expected return of < 0% to -10% over 1-year horizon
SELL	Expected to fall by >10% over 1-year horizon
NOT RATED (NR)/UNDER REVIEW (UR)/COVERAGE SUSPENDED (CS)	Not covered by Keynote Capitals Ltd./Rating & Fair value under Review/Keynote Capitals Ltd. has suspended coverage

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# Nippon Life India Asset | Quarterly Update



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