

Price: 4,055

Recommendation: Buy

Industry: Asset Management Company

Sector: Financial Services

Report Date: 03-Apr-2025

HDFC Asset Management Company Limited is enhancing its market position through strategic initiatives. They are expanding their product range across active and passive categories, including equity and fixed income. The company is also focusing on geographical expansion and digital transformation, with 95% of transactions now digital. Leveraging synergies with HDFC Bank, they aim to broaden their customer base and launch new products in response to market demands.

Sales		Profit & Loss		Profitability Matrix	
Current Year	3292 Cr	Operating Profit(Year)	2603 Cr	Operating Profit Margin	79.0 %
Previous Year	2478 Cr	Operating Profit(Quarter)	764 Cr	EBITDA Margin	77.13 %
Current Quarter	934 Cr	PAT (Year)	1946 Cr	Net Profit Margin	61.6 %
Previous Quarter	887 Cr	PAT (Quarter)	641 Cr	EPS	111
Revenue (QYoY)	671 Cr				
Valuation Matrix		Growth(YoY)		Growth(QoQ)	
Trailing P/E	36.7	Sales Growth	35.5 %	Sales Growth	5.3 %
PEG Ratio	2.31	PAT Growth	36.66 %	Sales Growth QYoY	39.2 %
EV/EBITDA	27.1	EPS Growth	21.71 %	PAT Growth	11.09 %
P/B	12.7	Dividend Yield	1.76	PAT Growth QYoY	30.82 %
Capital Allocation		Holdings		Leverage	
RoE	29.5 %	Promoter	52.5 %	Debt/Equity	0.00
RoA	27.6 %	FII	21.3 %	Debt	0.00 Cr
RoCE	37.7 %	DII	17.0 %	Market Cap	86685 Cr
RoIC	52359 %	Public	9.15 %	Enterprise value	86682 Cr
		No of Shares	21.4 Cr	Cash Equivalents	2.96 Cr

source : Company filings

Company's Overview Based on Recent Concall and Performance:

In the recent earnings call, HDFC Asset Management Company Limited highlighted several new initiatives and strategies aimed at enhancing their market position and product offerings. The company has been focusing on expanding its product bouquet across active and passive categories, including equity, fixed income, and money market funds. They have introduced thematic funds, such as the manufacturing fund, which has seen significant inflows. The management emphasized their commitment to providing a comprehensive range of investment solutions, stating, "We have a full bouquet of products to meet every need of the investor." This approach is designed to cater to diverse investor needs and capitalize on emerging market opportunities.

The company is also actively pursuing growth through geographical expansion and digital transformation. They have opened 25 new offices, primarily in B30 cities, to strengthen their presence in these markets. Additionally, 95% of their transactions are now processed digitally, a significant increase from previous years. This digital shift is part of their strategy to enhance operational efficiency and customer experience. The management noted, "We continue to strengthen our position as the second largest player in B30 markets, with a 12% market share of monthly average AUM in December."

Looking ahead, HDFC AMC is optimistic about its growth prospects, driven by a robust product lineup and strategic partnerships. They are leveraging synergies with HDFC Bank to enhance distribution capabilities and reach a broader customer base. The company is also preparing to launch new products in response to regulatory changes and market demands. The CEO stated, "We are fully ready to capture every opportunity," indicating their proactive approach to market dynamics and regulatory developments.

While the company has demonstrated strong performance, there are areas for improvement. The management acknowledged the need to expand market share in certain categories where they are not yet leaders. They are focusing on enhancing product performance and investor education to maintain and grow their market position. The management's emphasis on long-term investment strategies and disciplined investing reflects their commitment to sustainable growth. However, they recognize the challenges posed by market volatility and are working to mitigate these risks through diversified product offerings and strategic initiatives.

HDFCAMC Daily Closing One Year Price Chart



Name	Mar Cap (Rs. Cr.)	P/E	ROE	Sales(G) QoQ	Sales(G) QYoY	PAT(G) QoQ	PAT(G) QYoY
Muthoot Finance	95178.81	20.04	17.86%	7.43%	39.64%	8.95%	32.69%
HDFC AMC	86684.60	36.68	29.51%	5.31%	39.18%	11.19%	30.99%
Bajaj Finance	533057.80	33.35	22.07%	5.52%	27.33%	6.17%	16.70%
Bajaj Finserv	307851.63	35.90	15.28%	-4.93%	10.34%	6.90%	3.40%
Jio Financial	146411.42	91.11	1.27%	-36.79%	5.98%	-57.22%	0.33%

Aspect	Commentary
Revenue	The company shows a strong revenue growth with a 35.5% YoY increase, indicating robust sales performance. The quarterly growth of 5.3% suggests consistent demand and effective sales strategies. This positive trend reflects the company's ability to capture market opportunities and <u>expand its customer base, contributing to overall financial health.</u>
Profit & Loss	Operating profit margins are high at 79%, with a significant PAT growth of 36.66% YoY. This indicates efficient cost management and strong profitability. The quarterly PAT growth of 11.09% further supports the company's ability to maintain profitability amidst market fluctuations, <u>showcasing resilience and operational efficiency.</u>
Profitability Matrix	The company exhibits strong profitability with an operating profit margin of 79% and a net profit margin of 61.6%. The high EBITDA margin of 77.13% reflects effective cost control and operational efficiency. These metrics highlight the company's ability to generate substantial profits from its <u>operations, ensuring financial stability.</u>
Valuation Matrix	The valuation metrics show a trailing P/E of 36.7 and a PEG ratio of 2.31, indicating market confidence in future growth. The EV/EBITDA of 27.1 suggests a premium valuation, reflecting investor optimism. The P/B ratio of 12.7 highlights strong market valuation relative to book value, <u>underscoring investor trust.</u>
Growth (YoY)	The company demonstrates impressive YoY growth with sales increasing by 35.5% and PAT by 36.66%. EPS growth of 21.71% indicates strong earnings performance. This growth trajectory reflects successful strategic initiatives and market expansion efforts, positioning the company well <u>for future opportunities.</u>
Growth (QoQ)	Quarterly growth metrics show a 5.3% increase in sales and an 11.09% rise in PAT, indicating consistent performance. The QYoY sales growth of 39.2% and PAT growth of 30.82% highlight the company's ability to sustain growth momentum. These figures suggest effective operational <u>strategies and market adaptability.</u>
Capital Allocation	The company exhibits strong capital efficiency with RoE at 29.5% and RoCE at 37.7%. The exceptional RoIC of 52359% indicates highly effective capital utilization. These metrics reflect the company's strategic focus on maximizing shareholder value and optimizing resource allocation for <u>sustainable growth.</u>
Holdings	Promoter holding stands at 52.5%, indicating strong confidence in the company's prospects. FII and DII holdings at 21.3% and 17% respectively, reflect institutional trust. Public holding of 9.15% suggests a balanced ownership structure, supporting stability and potential for diverse investor <u>engagement.</u>
Leverage	The company maintains a debt-free position with a debt/equity ratio of 0.00, highlighting financial prudence. This conservative leverage strategy ensures financial flexibility and reduces risk, allowing the company to capitalize on growth opportunities without the burden of debt, enhancing <u>long-term sustainability.</u>

Analyst viewpoint: HDFC Asset Management Company Limited stands out with a formidable growth trajectory, as evidenced by their quarterly sales growth of 5.3% and PAT increase of 11.09%. This strong performance is supported by their strategic expansion into both active and passive investment categories, leveraging synergies with HDFC Bank. Their innovative approach and digital transformation strategy, with 95% of transactions now conducted online, showcase their adaptability in a changing market. The company's expansion into B30 cities with 25 new offices further solidifies its presence, ensuring robust customer engagement and product distribution.

Despite a promising outlook, the company has identified areas for potential growth, particularly where they have yet to lead the market. They are proactive in addressing these through enhanced product offerings and investor education, aiming for a stronger market share. While their positioning generally appears bullish due to strong profit margins and a trailing P/E of 36.7, they must navigate market volatility carefully. The management acknowledges these challenges and is focused on long-term strategies to ensure stability and continued success.

Please read detailed disclosure on next page.

Terms & Conditions:

These Terms and Conditions govern the use of the research subscription services provided by GOALZEN CAPITAL SERVICES PRIVATE LTD ("GoalFi" or "We"). By subscribing to our services, you agree to these terms, if you disagree with any part of the terms, you must not use our services.

Payment and Renewal:

The subscription fee is non-refundable. No such requests over email or any other channel requesting for refund or for pro-rata refund will be acknowledged if smallcase constituents or research provided is accessed by the user. Please do not subscribe if you disagree with any part of the terms. Subscription renewals will be charged the standard rate unless otherwise notified.

Limitation of Liability:

GoalFi provides research based on data and analysis. The subscriber acknowledges that all investment decisions carry inherent risks, and GoalFi shall not be liable for any losses incurred based on our research.

No Investment Advice:

The content provided under the subscription is purely for informational purposes and should not be construed as investment advice. GoalFi, being a SEBI Registered Research Analyst (RA), provides research insights and not investment advisory services.

Termination:

GoalFi reserves the right to terminate the subscription at any time due to non-compliance with these terms or any other reasons deemed appropriate by us and no refund will be made.

No Guarantee: While we strive to provide accurate and reliable research, there is no guarantee on the returns or performance of the recommendations. Investing in securities involves risks, and there's the potential for losing money.

Review and Update: Our research products are reviewed and updated periodically to reflect the latest market conditions and insights. However, market conditions can change rapidly, and there's no guarantee that the conditions on which recommendations and insights are based will remain the same.

Research Analyst Details:

Name: Robin Arya

Email: smallcase@goalfi.in

Contact: +91-9394306085

GOALZEN CAPITAL SERVICES PRIVATE LIMITED

CIN: U66190TS2023PTC176030

Address: Co ikeva Office 10, Level 3, NSL Centrum, Serene Estate Pvt Ltd, Site No. Phase I and II, Opp KPHB Colony Lane Opp. Forum Mall Kukatpally, HYDERABAD, TELANGANA, 500072

Support Telephone: +91 9063309052, Support Email – support@goalfi.in

Customer having any query/feedback/ clarification/ In case of grievances for any of the services rendered by GOALZEN CAPITAL SERVICES PRIVATE LIMITED, write to hello@goalfi.app

Website: goalfiresearch.smallcase.com