

Piramal Enterprises

Bloomberg	PIEL IN
Equity Shares (m)	225
M.Cap.(INRb)/(USDb)	201.1 / 2.4
52-Week Range (INR)	1140 / 716
1, 6, 12 Rel. Per (%)	5/-24/-2
12M Avg Val (INR M)	1737

Financials & Valuations (INR b)

Y/E March	FY24	FY25E	FY26E
PPOP	12.0	19.4	24.6
PAT	-16.8	6.9	14.8
PAT (ex-exceptional)	-15.4	-5.1	9.8
EPS	-75	-	66
EPS Gr. (%)	-	-	113
BV/Sh. (INR)	1,182	1,203	1,256
RoA (%)	-2.0	0.8	1.5
RoE (%)	-5.8	2.6	5.3

Valuation

P/E (x)	N/A	28.9	13.6
P/BV (x)	0.8	0.7	0.7
Dividend yield (%)	1.1	1.4	1.8

Shareholding pattern (%)

As On	Mar-24	Dec-23	Mar-23
Promoter	46.2	46.2	43.5
DII	13.2	13.0	9.6
FII	17.5	17.7	29.2
Others	23.2	23.1	17.8

FII Includes depository receipts

CMP: INR895 TP: INR925 (+3%) Downgrade to Neutral

More stress ahead from rundown of legacy AUM; downgrade to Neutral

4QFY24 credit costs of ~INR33.5b from rundown of wholesale 1.0

- PIEL reported 4QFY24 net profit of ~INR1.37b (loss of ~INR23.8b in 3QFY24). Reported PAT included net provision write-back on AIF investments of INR11.4b and stake sale in Shriram Investment Holdings resulting in one-off gain of INR8.7b. FY24 loss after tax stood at ~INR16.8b, impacted by net AIF provision of INR24.7b.
- NII declined 18% YoY and 10% QoQ to ~INR7.55b. PPOP at ~INR2.9b declined ~25% QoQ and ~37% YoY. Loan losses and provisions stood at ~INR33.5b, which included impairment on investment property of ~INR6.6b.
- Total AUM grew 8% YoY and declined 3% QoQ. Wholesale 2.0 AUM grew 14% QoQ to INR63.5b, while Wholesale 1.0 AUM declined 50% YoY/22% QoQ to INR146b. Retail AUM grew ~49% YoY to INR479b, with its share in the loan book increasing to ~70% (vs. 64% in 3Q).
- GS3 was stable at 2.4%, while NS3 improved by ~30bp QoQ to 0.8%. S3 PCR improved by ~10pp QoQ to ~65%. 90+ DPD delinquency was stable or down across retail products.
- Total SRs declined ~3% QoQ to INR48.5b. As the resolution processes continue, the SR portfolio will continue to fall in the subsequent quarters.
- PEL has also announced a corporate reorganization through a proposed merger of Piramal Enterprises (PEL) with its subsidiary Piramal Capital & Housing Finance (PCHFL). The merged entity will be renamed as Piramal Finance. For each equity share of PEL, a shareholder would receive one equity share of Piramal Finance and a non-convertible, non-redeemable preference share of INR67, subject to RBI approval. We believe that this merger is a step in the right direction to simplify the organization structure.
- The management shared that it targets to rundown the legacy wholesale 1.0 AUM to ~INR60-70b by Mar'25 from INR146b as of Mar'24. **We believe that this will entail elevated credit costs in FY25 as well.** The company pointed out that: a) it has provisions of ~INR25b on the legacy AUM, b) it expects gains of ~INR17b from AIF over FY25-FY26, c) it has residual stakes in Shriram Life and General Insurance, which will be monetized; and d) it has assessed carry forward losses of ~INR106b, which can be utilized from FY25 onward. It will look to take the credit cost impact of running down the legacy AUM on the P&L when there are such one-off gains from the pockets of opportunity in its legacy business.
- We estimate a ~24% CAGR in total AUM and a ~36% CAGR in Retail AUM over FY24-FY26. While its growth business (excluding one-off gains and exceptional items) is showing signs of improvement, it will still take at least 12-18 months to mitigate the earnings and credit cost impact of an accelerated decline in the legacy AUM.
- Pockets of opportunity, which we earlier thought would be utilized for some inorganic acquisition in retail businesses or for strengthening the balance sheet, are being utilized to rundown the stressed legacy AUM. We do not see catalysts for any meaningful improvement in the core earnings trajectory of the company. **Downgrade to Neutral with a revised TP of INR925 (based on Mar'26E SOTP).**

Highlights from the management commentary

- The management shared the split of credit costs during the quarter. It utilized ~INR14b of fair value markdown on receivables and non-earning assets. Some large and chunky assets which were in Stage 2 and 3 legacy book have been settled and closed, which resulted in credit costs of over ~INR10b. Additionally, ~INR7b of management overlay was created and was added to Stage 1 of the legacy AUM.
- Guided for AUM of ~INR800b (~15% YoY growth) by FY25. This is including the rundown in the legacy AUM to ~INR60-70b. Retail: Wholesale AUM mix to improve to 75:25 by Mar'24.
- Guided for RoA of 3.0-3.5% by FY25; Assessed carry forward tax losses of INR106b will now be available for many years and will provide upside potential to RoA and RoE.

Valuation and view

- Our earnings estimate for FY25 and FY26 only factor in exceptional gains from the AIF exposures and no tax incidence in the foreseeable future. Because of the uncertainty and unpredictability around the timing of the monetization of the stake in Shriram Life and General insurance, we have not factored it in our estimates as well. It does, however, provide streams of one-off gains, which can help offset the credit costs required to dispose of the stressed legacy AUM.
- We expect PIEL to deliver ~1.5% RoA and 5% RoE in FY26. We value the lending business at 0.6x FY26E P/BV (earlier: 0.7x). **Downgrade to Neutral with a revised TP of INR925 (premised on Mar'26 SOTP).**

Piramal: Quarterly Performance

Y/E March	FY23				FY24			
	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24
Interest Income	20,392	18,437	20,062	19,206	17,251	17,783	19,307	19,009
Interest Expenses	10,514	10,129	9,733	10,035	10,439	10,500	11,178	11,887
Net Interest Income	9,878	8,307	10,329	9,171	6,812	7,283	8,129	7,121
YoY Growth (%)	65.6	34.2	13.7	-17.9	-31.0	-12.3	-21.3	-22.3
Other operating income	585	500	12,254	-582	11,739	4,150	5,450	5,724
Other Income	231	625	555	113	208	119	706	549
Total Income	10,694	9,433	23,138	8,702	18,759	11,552	14,284	13,394
YoY Growth (%)	58.6	37.4	130.2	-31.1	75.4	22.5	-38.3	53.9
Operating Expenses	4,415	5,411	5,587	6,735	9,061	6,641	6,970	14,451
Operating Profit	6,278	4,022	17,551	1,967	9,698	4,911	7,314	-1,057
YoY Growth (%)	35.1	-15.7	152.4	-76.0	54.5	22.1	-58.3	-153.7
Provisions & Loan Losses	902	32,567	16,958	4,035	3,090	4,385	5,995	20,852
Profit before Tax	5,376	-28,545	594	-2,068	6,609	526	1,319	-21,909
Tax Provisions	1,454	-6,938	-34,319	22	1,732	107	-9,575	-8,212
PAT (before associate income)	3,922	-21,608	34,913	-2,090	4,877	419	10,894	-13,696
Associate Income	1,493	1,721	541	131	211	707	728	-108
PAT (before exceptional)	5,415	-19,887	35,454	-1,959	5,088	1,125	11,622	-13,805
Exceptional items	76,140	4,523	0	0	0	-643	-35,398	15,176
Profit from Discontinued operations								
PAT (after exceptional)	81,555	-15,364	35,454	-1,959	5,088	482	-23,776	1,371

Strong growth in retail; retail mix improved to ~70%

- Retail AUM grew ~49% YoY to INR479b with its share in the loan book increasing to ~70% (PQ: 64%). The retail engine (across Home Loans, LAP, Pre-owned Cars) is scaling up well, with a strong focus on risk management and 90+ DPD delinquency remaining stable or declining across retail products.
- Retail disbursements grew ~30% YoY to INR89b and yields improved ~60bp YoY to 13.8%.
- Disbursement yields for retail loans with > 1-year duration declined further to 13.8% (PQ: ~14.2%). Unsecured loans (including microfinance) contributed 35% to the total retail disbursements in 4QFY24 and ~23% to retail AUM mix.

Asset quality stable; Improvement in provision coverage ratio

- GS3 was stable at 2.4%, while NS3 improved by ~30bp QoQ to 0.8%. PCR improved by ~10pp QoQ to ~65%.
- In Wholesale 2.0, the company is building a granular lending book across real estate and corporate mid-market (CMML). This portfolio is performing well, in line with or ahead of expectations. In Wholesale 2.0, the company received pre-payments worth ~INR23b in FY24. It disbursed ~INR14.5b in 4QFY24, of which ~INR9.7b was disbursed in Mar'24. For real estate loans, yields stood at 14.2% and ticket size stood at INR1.4b. For CMML, yields stood at ~12.6% and ticket size stood at INR590m.

Exhibit 1: Key products with average ticket size and disbursement yields

Multi-product retail lending platform across the risk-reward spectrum – Q4 FY24

Product Segments	Products	Average disbursement ticket size (INR lakh)	Disbursement yield (%)	Share in disbursements (%)	AUM yield ¹ (%)	Share in AUM ² (%)
 Housing	Affordable housing	19.2	11.1%	32.4%	11.5%	45.9%
	Mass affluent housing					
	Budget housing					
 Secured MSME (LAP)	Secured business loan	24.2	12.6%	21.5%	12.8%	22.1%
	Loan against property (LAP)					
	LAP plus					
 Other secured	Pre-owned car loans	6.7	15.1%	10.7%	15.0%	5.0%
 Unsecured	Salaried personal loans	3.6	17.3%	11.0%	17.7%	6.5%
	Microfinance loans	0.6	18.4%	4.0%	18.6%	2.5%
	Unsecured business loans	8.2	20.3%	6.6%	20.1%	6.4%
	Merchant BNPL					
	Digital purchase finance	0.7	16.3%	13.7%	17.2%	8.0%
	Digital personal loans					
Total / weighted average		13.4	13.8%		13.4%	

Source: Company, MOFSL



Highlights from the management commentary

Corporate Re-organization

- Approved the composite scheme of arrangement of merger of PEL (listed entity) with PCHFL (wholly owned subsidiary) and will rename the merged entity as Piramal Finance Ltd (PFL)
- Contours of this re-arrangement: One Equity share of Piramal finance limited and subject to RBI NRCPS of INR67 of Piramal Finance Ltd
- PCHFL was required to be listed by Sep'25 since it classified as an upper layer NBFC.
- Company expects the entire process to be completed in 9-12 months
- Through doing this, it gets one consolidated lending entity which can pursue all businesses without any licensing related guard-rails and will also help in the overall borrowing environment
- AIF is an associate company and PFL will have ~50% stake in the AIF company
- Does not expect any challenges from the RBI in completing this composite scheme of arrangement
- PCHFL (HFC) was not able to meet the Principal Business Criteria (PBC) guidelines and will be applying to RBI for a NBFC license
- Does not expect any significant one-offs from this merger.
- Dividend philosophy will not change because of this Corporate Re-organization

Legacy AUM

- Strategic decision in 4QFY24 to further accelerate rundown of legacy AUM as quickly as possible and reduce the non-yielding assets
- During 4QFY24, legacy AUM declined to INR145.7b as of Mar'24. There was an increase in credit costs during the quarter from this rundown of the Legacy AUM
- Trying to conclude a few deals in the Land and Receivables book.
- Expects Legacy book to decline to ~INR60-70b by Mar'25 - Objective is to make this book insignificant in FY26
- Carries provisions of INR25b against the legacy AUM
- Cash realization of over ~INR14b from the SR book during the course of FY24. SRs have peaked out and will continue to decline through the course of the year, as resolutions progress.
- **Total credit costs from the rundown of the Legacy AUM from ~INR450b to ~INR140b, is of the order of ~30% (company took a hit of a little over ~INR90b)**
- **Some of its most difficult assets (Renewable Energy Project and Power exposure) have already moved out of its Legacy book**
- Split of credit costs in the quarter: ~INR14b of fair value markdown on receivables and non-earning assets; some Large and very chunky assets which were in Stage 2 and 3 legacy book have been settled and closed. The hit was a little over ~INR10b; Additionally, ~INR7b of management overlay has been created and added to Stage 1 of the legacy book

Growth Business

- Profitability trends of the growth business is improving - still on the path to achieve strong return ratios in the subsequent quarters
- Improvement in opex ratios would drive profitability in the medium to the long term.

Guidance - Consolidated Business

- Guided for AUM of ~INR800b (~15% YoY growth) by FY25. This is including the rundown in the legacy AUM to ~INR60-70b. Retail: Wholesale AUM mix to improve to 75:25 by Mar'24
- Guided for Retail AUM CAGR of ~26% and Total AUM CAGR of 21% over FY24-28. Targets to reach total AUM of ~INR1.5t by FY28 with Retail Wholesale Mix of 75:25
- Guided for RoA of 3.0-3.5% by FY25; Assessed carry forward tax losses of INR106b will now be available for many years and will provide upside potential to RoA and RoE

Retail Segment

- Retail AUM grew 49% YoY to INR479.4b and FY24 retail disbursements grew 55% YoY
- Mortgages grew 38% YoY and forms ~68% of the Retail AUM
- **Mortgage Business:** Very Strong Asset Quality with declining delinquency ratios and 90+ dpd of 0.2% (across both Home Loans and LAP)
- Unsecured Loans: Disbursement volumes have been flat in 4Q compared to 3Q levels. On the digital part of the business, ~90% of the business comes from credit-protected partnerships rather than through own balance-sheet risks
- Incremental income streams have emerged over the last few quarters;
- Opex stood at 5.5% (% of on-book loans). Retail business had a strong tailwind from POCI recoveries in FY23. That tailwind reduced in FY24 - POCI became a smaller part of the AUM and smaller part of profit contribution
- Investing in manpower, technology for future lending growth
- As new branches mature, it expects overall improvement in branch productivity which will help in decline of opex ratios

Wholesale 2.0

- Wholesale 2.0 grew 14% QoQ. Disbursed ~INR14.5b in 4QFY24
- Received prepayments of ~INR23.14b from the Real Estate book which demonstrates the credit quality of the underlying book
- ATS in Real Estate 2.0 stood at INR1.41b and in CMML at INR590m (on sanction basis)
- Intends to build this book in a very calibrated manner

AIF Book

- Provision write-backs of ~INR10.5b and cash recoveries of INR4.5b from the AIF investments. Wrote back ~INR16b from this AIF book.

Financial Performance

- Concluded sale of Shriram Investment Holdings and there was a one-off gain of INR8.7b
- Income tax assessment order of FY22 and it allows carry forwards losses upto INR106b and this will be available starting from FY25

Performance Update

- Growth Business grew by 55% YoY to INR542.7b and forms ~79% of the AUM (v/s 34% around 2 years back)
- Retail AUM grew by ~49% YoY to INR479.3b. Mortgage AUM was up 38% YoY and forms 68% of the Retail AUM

- Wholesale 2.0 comprised of ~67% in Real Estate and ~33% is Corporate Mid-Market Loans
- Net-worth stood at ~INR265b as of Mar'24 (CRAR of ~25.5%)
- Had 3-4 one-off gains during the quarter - Shriram Gain, AIF provision write-off, recoveries from AIF investments and tax write back from earlier years and one-off DTA

Potential P&L items to consider from the legacy business

- Provision carried: ~INR25b existing provisions against legacy book
- Gains from AIF: Expected gains from AIF of ~INR12b in FY25 and ~INR5b in FY26
- Residual stake in Shriram insurance entities with current book value of ~INR17b
- Assessed carry forward losses of ~INR106b available from FY25 onwards

Others

- By holding on to the asset and by allowing it to run its natural course, no one would benefit. Undervalued and unvalued pockets of the legacy AUM are being run down.
- On a net basis, it has been saying that it has the pockets of value which are being utilized for running down the Legacy AUM
- Opportunistically it has been careful about taking the knock-downs when there are one-off gains

Valuation and view

- Our earnings estimate for FY25 and FY26 only factor in exceptional gains from the AIF exposures and no tax incidence in the foreseeable future. Because of the uncertainty and unpredictability around the timing of the monetization of the stake in Shriram Life and General insurance, we have not factored it in our estimates as well. It does, however, provide streams of one-off gains, which can help offset the credit costs required to dispose of the stressed legacy AUM.
- We expect PIEL to deliver ~1.5% RoA and 5% RoE in FY26. We value the lending business at 0.6x FY26E P/BV (earlier: 0.7x). **Downgrade to Neutral with a revised TP of INR925 (premised on Mar'26 SOTP).**

Exhibit 2: SOTP valuation – Mar'26

	Value (INR B)	Value (USD B)	INR per share	% To Total	Rationale
Lending Business	169	2.0	754	82	❖ 0.6x Mar'26E PBV
Shriram Group	30	0.4	134	14	❖ Based on its stake in Shriram Life/General Insurance Businesses
Life Insurance	4	0.0	17	2	❖ 0.4x FY23 EV
Alternatives	5	0.1	20	2	❖ 0.4x FY23 Equity
Target Value	208	2.5	925	100	

Source: MOFSL, Company

Key exhibits

Exhibit 3: Total AUM grew 8% YoY (%)

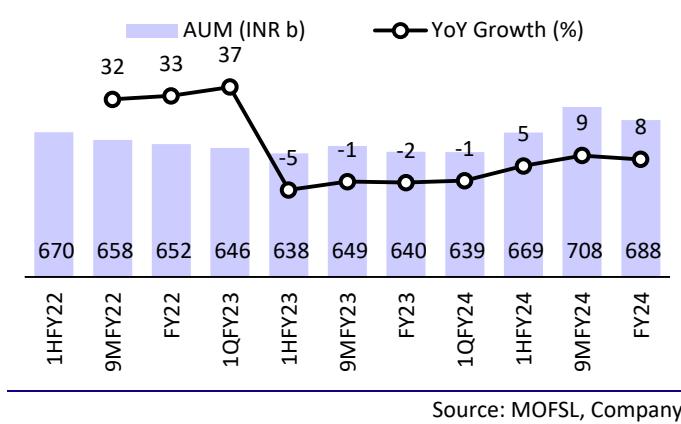


Exhibit 4: Borrowing mix (%)

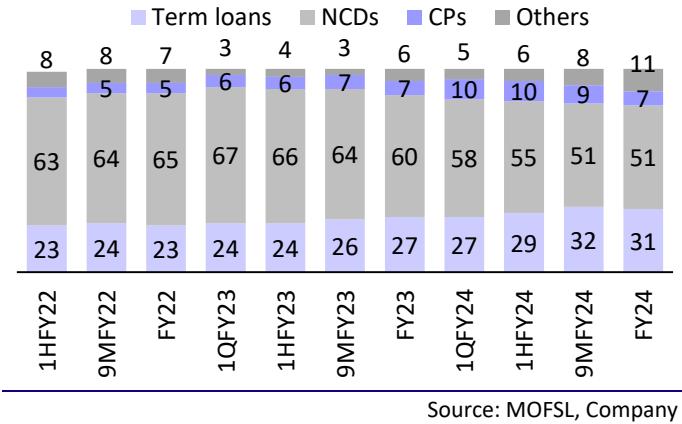


Exhibit 5: ECL/EAD rose ~80bp QoQ (%)

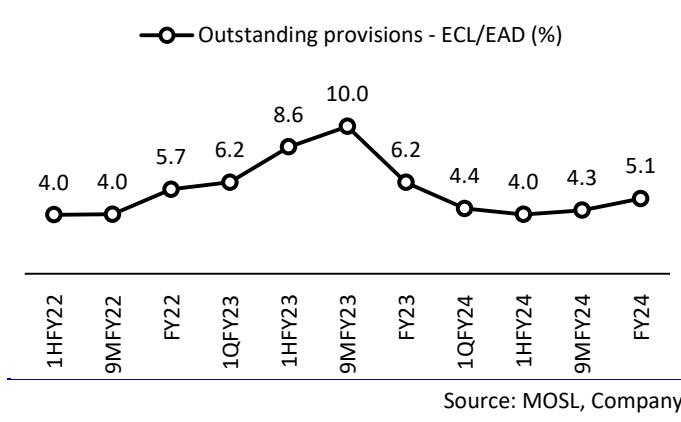
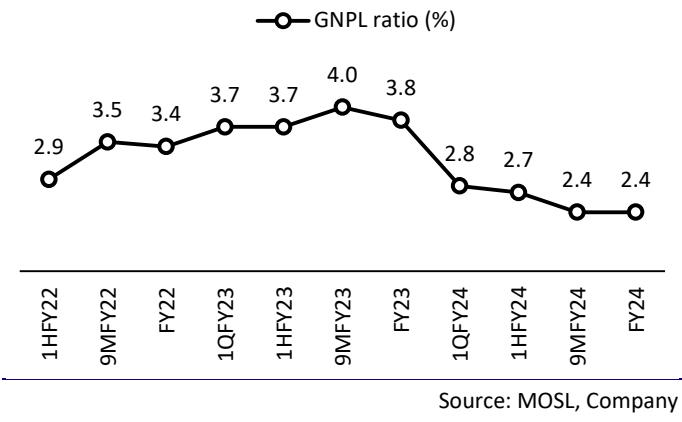


Exhibit 6: GNPA ratio stable QoQ (%)



Financials and valuations

Income statement					
Y/E March	FY22	FY23	FY24	FY25E	INR m FY26E
Interest Income	75,228	77,986	74,230	85,214	1,07,740
Interest Expended	42,251	40,412	44,004	50,396	61,844
Net Interest Income	32,977	37,574	30,226	34,818	45,896
Change (%)	19.1	13.9	-19.6	15.2	31.8
Other Income	3,881	12,881	9,480	14,653	14,392
Net Income	36,858	50,456	39,706	49,471	60,287
Change (%)	27.8	36.9	-21.3	24.6	21.9
Operating Expenses	12,284	22,148	27,740	30,116	35,656
PPoP	24,574	28,307	11,966	19,355	24,631
Change (%)	9.4	15.2	-57.7	61.8	27.3
Provisions/write offs	8,299	54,101	39,900	27,382	16,802
PBT	16,275	-25,793	-27,934	-8,027	7,829
Tax	4,062	-39,781	-11,030	-1,204	0
Tax Rate (%)	19.0	0.0	0.0	15.0	0.0
PAT (before associate income)	12,213	13,987	-16,904	-6,823	7,829
Associate Income	5,939	3,886	1,540	1,771	1,948
PAT (before exceptional)	18,152	17,873	-15,364	-5,052	9,777
Exceptional items	-1,529	80,663	-1,480	12,000	5,000
PAT (after exceptional)	16,622	98,536	-16,844	6,948	14,777
Profit from discontinued Operations	3,365	0	0	0	0
Reported net profit/loss	19,988	98,536	-16,844	6,948	14,777
Balance sheet					
Y/E March	FY22	FY23	FY24	FY25E	FY26E
Capital	477	477	449	449	449
Reserves & Surplus	3,54,414	3,10,114	2,65,121	2,69,823	2,81,820
Net Worth	3,68,369	3,10,591	2,65,571	2,70,272	2,82,270
Borrowings	5,54,510	4,95,828	5,34,020	6,31,203	7,90,490
Change (%)	48	-11	8	18	25
Other liabilities	39,549	23,891	24,274	27,915	32,102
Total Liabilities	9,98,729	8,37,522	8,26,050	9,29,389	11,04,862
Loans and advances	4,93,180	4,63,946	5,49,434	7,39,465	9,70,959
Change (%)	7	-6	18	35	31
Investments	2,48,565	2,23,318	1,25,130	68,822	55,057
Net Fixed Assets	86,715	7,385	6,232	6,856	7,541
Cash and Cash equivalents	71,872	46,491	44,468	50,000	30,000
Deferred tax assets	13,679	18,472	28,756	14,378	7,189
Other assets	71,366	77,910	72,030	49,869	34,115
Total Assets	9,98,729	8,37,522	8,26,050	9,29,389	11,04,862

E: MOFSL Estimates

Financials and valuations

Ratios					
Y/E March	FY22	FY23	FY24	FY25E	FY26E
Spreads Analysis (%)					
Yield on loans	14.4	13.0	11.6	11.3	11.5
Cost of funds	9.1	7.7	8.5	8.7	8.7
Spread	5.3	5.3	3.0	2.7	2.8
Net Interest Margin	6.3	6.3	4.7	4.6	4.9
Profitability Ratios (%)					
RoE	6.6	5.3	-5.8	2.6	5.3
RoA	2.3	1.9	-2.0	0.8	1.5
C/I ratio	33.3	43.9	69.9	60.9	59.1
Asset Quality (%)					
Gross NPA	22,270	20,550	14,300	14,755	16,864
Gross NPA (% of AUM)	3.6	3.3	2.2	1.8	1.6
Net NPA	9,980	10,380	4,960	4,427	5,059
Net NPA (% of AUM)	1.7	1.8	0.8	0.6	0.5
PCR (%)	55.2	49.5	65.3	70.0	70.0
Y/E March	FY22	FY23	FY24E	FY25E	FY26E
AUM (INR m)	6,51,850	6,39,890	6,88,460	8,19,744	10,53,987
YoY growth (%)		-2	8	19	29
AUM Mix (%)					
Wholesale	69.6	49.8	30.4	18.4	15.7
Retail	33.1	50.2	69.6	81.6	84.3
Total	102.6	100.0	100.0	100.0	100.0
Wholesale Loans (INR m)	3,84,620	2,74,960	2,09,190	1,50,617	1,65,678
YoY growth (%)	-2.3	-28.5	-23.9	-28.0	10.0
Retail Loans (INR m)	2,15,520	3,21,440	4,79,270	6,69,127	8,88,309
YoY growth (%)	306.4	49.1	49.1	39.6	32.8
Total Loan Book	6,00,140	5,96,400	6,88,460	8,19,744	10,53,987
YoY growth (%)	34.4	-0.6	15.4	19.1	28.6
VALUATION					
Book Value (INR)	1,544	1,301	1,182	1,203	1,256
Price-BV (x)	0.6	0.7	0.8	0.7	0.7
EPS (INR)	69.7	74.9	-75.0	30.9	65.8
EPS Growth YoY	-6	8	-200	-141	113
Price-Earnings (x)	12.8	12.0	-11.9	28.9	13.6
Dividend per share (INR)		31.0	10.0	12.4	16.4
Dividend yield (%)		3.5	1.1	1.4	1.8

E: MOFSL Estimates

NOTES

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

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