IPO Note – UTI Asset Management Company Limited

25-September-2020

UTI Asset Management Comany Ltd

Issue Snapshot:
Issue Open: Sept 29 – Oct 01, 2020

Price Band: Rs. 552 – 554

Issue Size: 38,987,081 eq shares
(Entirely Offer for sale)

Issue Size: Rs. 2152.1 – 2159.9 cr

Reservation for:

QIB	Upto 19,393,540 eq sh
Non Institutional	atleast 5,818,062 eq sh
Retail	atleast 13,575,479 eq sh
Employee	Upto 200,000 eq sh

Face Value: Rs 10

Book value: Rs 223.6 (June 30, 2020)

Bid size: - 27 equity shares and in multiples thereof

100% Book built Issue

Capital Structure:

Pre Issue Equity:	Rs. 126.78 cr
Post issue Equity:	Rs. 126.78 cr

Listing: BSE & NSE

Book Running Lead Manager: Kotak Mahindra Capital Company Ltd, Axis Capital Ltd, Citigroup Global Markets India Private Ltd, DSP Merrill Lynch Ltd, ICICI Securities Ltd, JM Financial Ltd, SBI Capital Markets Ltd.

Registrar to issue: KFin Technologies Private Ltd

Shareholding Pattern

Shareholding Pattern	Pre issue %	Post issue %
Promoter and Promoter Group	100.0	69.2
Public & Employee	0.0	30.8
Total	100.0	100.0

Source for this Note: RHP

Background & Operations:

UTI Asset Management Company Ltd is the second largest asset management company in India in terms of Total AUM and the eighth largest asset management company in India in terms of mutual fund QAAUM as of June 30, 2020. As of June 30, 2020 it also had the largest share of its monthly average AUM attributable to B30 cities of the top ten Indian asset management companies by QAAUM as of June 30, 2020, It cater to a diverse group of individual and institutional investors through a wide variety of funds and services. It manages the domestic mutual funds of UTI Mutual Fund, provide portfolio management services ("PMS") to institutional clients and high net worth individuals ("HNIs"), and manage retirement funds, offshore funds and alternative investment funds. As of June 30, 2020, its total QAAUM for its domestic mutual funds ("Domestic Mutual Fund QAAUM") was Rs 1,336.3 billion, while its Other AUM was Rs 8,493.9 billion. With 10.9 million Live Folios as of March 31, 2020, its client base accounts for 12.2% of the approximately 89.7 million folios that, are managed by the Indian mutual fund industry. Its history and track record in the mutual fund industry, strong brand recognition, distribution reach, performance and client relationships provide a platform for future growth.

UTI AMC has a national footprint and offers its schemes through a diverse range of distribution channels. As of June 30, 2020, its distribution network includes 163 UTI Financial Centres ("UFCs"), 257 Business Development Associates ("BDAs") and Chief Agents ("CAs") (40 of whom operate Official Points of Acceptance ("OPAs")) and 43 other OPAs, most of which are in each case located in B30 cities. Its banks and distributors ("BND") channel involves distribution arrangements with domestic and foreign banks, as well as with national and regional distributors. In addition, it has dedicated sales teams for institutional and public sector undertaking ("PSU") clients and also offers products directly through its UFCs, digital applications and website. Its distribution channels are supported by 459 relationship managers ("RMs") (as of June 30, 2020), who interact with clients and distributors and help generate new business and maintains its existing relationships. Investors are also able to directly invest in mutual funds through its mobile applications for customers. It also has offices in London, Dubai, Guernsey and Singapore, through which it market its offshore and domestic mutual funds to offshore investors who seek to invest in India.

UT AMC manages 153 domestic mutual fund schemes, comprising equity, hybrid, income, liquid and money market funds as of June 30, 2020. Its Domestic Mutual Fund QAAUM was Rs.1,336.3 billion as of June 30, 2020, which accounted for approximately 5.4%, or the eighth largest amount, of the total QAAUM invested in all mutual funds in India as of June 30, 2020. It also manage retirement funds (in retirement solutions business, which manages the National Pension System ("NPS") funds), offshore funds (including the Shinsei UTI India Fund, a co-branded fund with Shinsei Bank of Japan) and alternative investment funds. These other businesses (excluding domestic mutual funds and PMS business) had an aggregate closing AUM of Rs. 1523.4 billion as of June 30, 2020.

Objects of Issue:

The objects of the Offer are to achieve the benefits of listing the Equity Shares on the Stock Exchanges and the sale of up to 38,987,081 Equity Shares by the Selling Shareholders in the Offer. Further, the listing of Equity Shares will enhance UTI AMC's brand name and provide liquidity to the existing Shareholders. The Company expects that the proposed listing will also provide a public market for the Equity Shares in India. The Selling Shareholders will be entitled to the entire proceeds of the Offer after deducting the Offer expenses and relevant taxes thereon. The Company will not receive any proceeds from the Offer.

Set forth below is the breakdown of Domestic Mutual Fund QAAUM (in absolute amounts and as a percentage of the total) by category of mutual funds:

(Rs in billions, except percentages)	As of June 30				As of March 31					
	2020		2019		2020		2019		2018	
Category of Fund	**QAAUM**	**% of Total**	**QAAUM**	**% of Total**	**QAAUM**	**% of Total**	**QAAUM**	**% of Total**	**QAAUM**	**% of Total**
Active	332.7	24.9%	387.5	24.6%	381.9	25.2%	372.6	23.3%	366.7	23.7%
Passive	244.5	18.3%	198.0	12.5%	252.2	16.7%	167.4	10.5%	92.1	5.9%
Total Equity	**577.2**	**43.2%**	**585.5**	**37.1%**	**634.1**	**41.9%**	**540.0**	**33.8%**	**458.8**	**29.6%**
Hybrid	187.9	14.1%	221.5	14.0%	209.6	13.8%	219.3	13.7%	219.1	14.1%
Income	193.3	14.5%	318.3	20.2%	213.5	14.1%	391.9	24.5%	487.5	31.5%
Liquid / Money Market	377.9	28.2%	453.3	28.7%	457.9	30.2%	445.8	27.9%	384.0	24.8%
Total	**1336.3**	**100%**	**1578.7**	**100%**	**1515.1**	**100%**	**1596.9**	**100%**	**1549.4**	**100%**

Includes the UTI Gold Exchange Traded Fund, which had QAAUM of Rs.4.8 billion as of June 30, 2020.
Includes the UTI Overnight Fund and the UTI Floater Fund, which had QAAUM of Rs.48.9 billion and Rs.13.9 billion, respectively, as of June 30, 2020.

Competitive Strengths

Well-positioned to capitalise on favourable industry dynamics, including the under penetration of mutual fund products: The Indian mutual fund industry is expected to continue to grow due to supportive industry dynamics and long-term structural drivers, including the increasing financialisation of household savings, increasing market penetration of mutual fund products, particularly in B30 cities, and favourable population and urbanisation trends. Mutual funds continue to constitute a small portion of gross household financial savings in India, accounting for 7.0% of gross household financial savings as of March 31, 2020. UTI AMC has the highest proportion of its monthly average AUM as of June 30, 2020 attributable to B30 cities of the top ten asset management companies in India as of June 30, 2020. There is a particularly low penetration of mutual fund products in B30 cities; as of March 31, 2020 the Indian mutual fund industry's AUM attributable to B30 cities was only 12.6% of total industry AUM. However, the share of industry AUM accounted for by B30 cities has increased in every fiscal year or period since March 31, 2015 (when it accounted for 8.3% of total industry AUM); individual investors, who have historically tended to prefer equity funds, have been a large driver of this shift, with individuals in B 30 cities increasing their share of total industry AUM from approximately 7% as of March 31, 2015 to approximately 10% as of March 31, 2020.

The Indian mutual fund industry is also experiencing a shifting channel mix, with the share of industry AUM accounted for by direct distribution rising from 34.0% to 47.0% from March 31, 2015 to June 30, 2020. The Indian mutual fund industry is also expected to benefit from other growth drivers, including population and urbanisation trends. In addition, according to the United Nations Department of Economic and Social Affairs, Population Division, India's share of working population (defined as individuals from 15 to 59 years of age) increased from 58.4% to 61.4% from July 1, 2000 to July 1, 2010, and was expected to reach 63.7% by July 1, 2020. UTI AMC's size and diverse client base, coupled with its strong product portfolio and, particularly in B30 cities, extensive distribution network and widely recognized brand, positions it to capitalise on future growth in the Indian mutual fund industry.

Pure-play independent asset manager with strong brand recognition and diverse portfolio of funds and services: UTI AMC's brand is recognised nationwide for is strength and more than 55 years of heritage as a leading, and pioneering, participant in the mutual fund industry. It has built a reputation for service, integrity and innovative solutions. Its national footprint, with a presence in many metropolitan and rural areas, and particular strength in B30 cities, has allowed it to leverage the UTI name and establish UTI as a brand which is recognised across the country. UTI AMC's pan-India presence and recognition generates and supports investor confidence in its ability to provide consistent quality services wherever located, and also helps it recruit and retain skilled professionals. It is the second largest asset management company in India in terms of Total AUM and the eighth largest asset management company in India in terms of Domestic Mutual Fund QAAUM as of June 30, 2020.

UTI AMC also offer a diverse portfolio of domestic funds, including equity, hybrid, income, liquid an d money market funds, as well as portfolio management services, retirement solutions, and offshore and alternative investment funds. As of June 30, 2020, its Domestic Mutual Fund QAAUM equalled Rs.1,336.3 billion while its Other AUM equalled Rs.8,493.9 billion (of which PMS represented Rs.6,970.5 billion); the management fees in respect of its Domestic Mutual Fund QAAUM accounted for 5 8.7 of its total income for the three-month period ended June 30, 2020. As of June 30, 2020, its domestic mutual fund portfolio included 43 open-ended mutual fund schemes covering the vast majority of SEBI -approved scheme categories, including 20 equity schemes (including two index funds and five ETFs), nine hybrid schemes, ten income schemes and four liquid and money market schemes (including the UTI Overnight Fund and the UTI Floater Fund). Its diverse portfolio of funds and services enables UTI AMC to operate through market cycles, cater to the requirements of its customers, reduce concentration risks for its business, and leverage its core competencies at scale.

Multiple distribution channels with wide reach and broad and stable client base: UTI AMC has a comprehensive multi-channel distribution network with both in-house capabilities and external distribution channels. It reaches clients through a number of distribution channels, including IFAs, direct distribution, and banks and distributors. Its IFA distribution channel comprises approximately 53,000 IFAs, while its direct distribution channel includes internal sales teams for institutional and PSU clients and its digital platforms, and its banks and distributors ("BND") channel comprises arrangements with various domestic and foreign banks and other distributors. Digital initiatives, including its digital transaction system for its institutional clients, UTI Buddy mobile app for distributors, UTI mobile app for customers, mobile applications for its sales force, digital marketing platform and data driven digital marketing campaigns, are also an increasingly important part of its distribution, particularly following the outbreak of the COVID-19 pandemic. Its wide-spread distribution network in India gives access to its investors located in 697 districts (out of 722 districts in total), including remote areas, and reinforces its strong presence in small and medium towns, cities and villages.

UTI AMC established presence in B30 cities has enabled to attract new clients and positions it to capitalise on future growth in those underpenetrated cities. Its offshore funds are also distributed through foreign offices in London, Guernsey, Dubai and Singapore. It has made directed efforts to improve the experience of its customers, including its responsiveness to customers and their digital experience. According to CRISIL, at 0.002% UTI AMC's grievance ratio (representing the ratio of customer complaints to number of folios) for the fiscal year ended March 31, 2020 was the lowest in the Indian mutual fund industry. Its broad client base also provides with a number of opportunities, including cross-selling different funds.

Long-term track record of product innovation, consistent and stable investment performance and AUM growth: As one of the pioneers of the Indian mutual fund industry, UTI AMC has a long history of introducing and supporting products and solutions that deliver consistent and stable returns through the cycle, driving AUM growth. Many of its open -ended funds were the first in their category in India or has been established for more than ten years (including five with over 25 years of track record), including India's first equity-oriented fun. Its investment philosophy endeavours to deliver investment outperformance against benchmarks and competitors. UTI AMC's rigorous investment research processes take into account both qualitative and quantitative factors, and includes proprietary ratings systems and research methodologies with an emphasis on risk and performance through comprehensive review procedures to drive investment and divestment decisions. Its track record of product innovation and consistent and stable investment performance has contributed to its AUM growth. In its domestic mutual funds business, its passive funds has been growing particularly rapidly during these periods, with the QAAUM of its UTI Nifty ETF growing from Rs.60.8 billion to Rs.146.5 billion between March 31, 2018 and June 30, 2020, and the QAAUM of its UTI Sensex ETF growing from Rs.19.8 billion to Rs.64.2 billion between March 31, 2018 and June 30, 2020. Its SIP AUM has grown at a CAGR of 3.3% from March 31, 2018 to March 31, 2020, and continued to increase by a further Rs.21.2 billion in the three-month period ended June 30, 2020, despite the COVID-19 pandemic.

Established position in retirement solutions through product innovation and large retirement fund mandates: UTI AMC has developed particular strengths in managing retirement funds for beneficiaries right across the socioeconomic spectrum. In its domestic mutual funds business, according to CRISIL it manages the largest income tax -notified fund in the retirement fund category in India (the UTI Retirement Benefit Pension Fund), which as of June 30, 2020 had QAAUM of Rs 26.0 billion . Through its PMS business it is one of two fund managers appointed to manage the EPFO corpus and has also been appointed as a fund manager for CMPFO, ESIC and NSDF. These appointments has resulted in strong growth in its PMS AUM, which totalled Rs.1,158.5 billion, Rs.1,332.7 billion and Rs.6,890.6 billion as of March 31, 2018, 2019 and 2020, respectively, representing a CAGR of 143.9% over the relevant period; as of June 30, 2020, its PMS AUM had increased to Rs.6,970.5 billion, largely due to new mandates from EPFO, ESIC and CMPFO. As of June 30, 2020 it had the second highest market share by AUM of PMS services in India (at 44.7%), and the second highest market share by AUM of NPS funds (at 29.2%). The track record that it is continuing to develop in retirement solutions enhances its brand value and provides additional cross-selling opportunities to grow its AUM, particularly in its domestic mutual funds business.

Experienced management and investment teams supported by strong governance structures and human resources programs: UTI AMC is a professionally managed asset management company led by its Board of Directors and a dedicated and experienced senior management team. The market knowledge and depth of its senior management team enables it to identify and capitalise on strategic opportunities and changing industry, macroeconomic and regulatory dynamics in India. Its organisation, including its Board of Directors and senior management team, operates within strong governance structures, including audit, risk management and nomination and remuneration board committees and internal audit, risk management and compliance policies and procedures. Its investment performance is supported by its experienced and professional investment team. UTI AMC has a 42 –member investment team, with a total of 519 yea rs of experience with it, across its domestic mutual fund, PMS, RSL and offshore businesses, including 19 members in its domestic equity mutual fund management team, 13 members in its domestic fixed income mutual fund management team, five members in its PMS investment team, three members in its RSL investment team, and two members in its offshore fund management team.

Enhanced profitability driven by size and product mix: UTI AMC strives to maintain and enhance profitability while it grows its business and AUM. The fees it is able to charge for equity and hybrid funds are generally higher than the fees charged for income and liquid and money market funds, and its QAAUM for equity and hybrid funds (excluding passive funds) as a percentage of Domestic Mutual Fund QAAUM were 24.9% and 14.1%, respectively, of its Domestic Mutual Fund QAAUM as of June 30, 2020; B30 cities contribute a significant percentage of its closing AUM for domestic active equity and hybrid funds, at 45.7% and 50.7%, respectively, as of June 30, 2020. Its size and broad distribution network, particularly in B30 cities, provides it with economies of scale, particularly in distribution, marketing, and back-office activities. AUM growth, particularly in its passive schemes and PMS business, delivers further economies of scale as a result of its operating leverage.

Business Strategy:

Drive superior investment performance across categories of funds: The most effective strategy for growing the businesses is to enable UTI AMC's clients to achieve their financial goals. Its economic interests are aligned with its clients when it deliver strong investment performance. It follow a disciplined and rigorous investment process. This is supported by in-house fundamental research, a data -based framework for portfolio construction and internal risk management processes. It intends to invest in the human and organisational resources needed to increase the number of companies covered by its in-house research team and its fund strategies. It continuously refine the performance review processes for its fund managers and research analysts to optimize the performance of the team and incorporate best practices. It has implemented a next generation front-end trading system, Bloomberg Asset and Investment Manager, which will improve its trade execution by providing a more responsive, agile and efficient interface for its dealing operations and simplify risk and compliance monitoring.

Increase geographical reach and expand distribution channels: UTI AMC seeks to continue to develop its distribution network and increase its geographical reach through reinforcing and expanding its distribution channels. It plans to do so by deepening it presence in T30 cities, where there remain attractive growth opportunities, and expanding its reach into new markets. To improve its distribution execution and productivity in its existing cities, it has initiated a cross-functional executive mentoring program, wherein senior management members will mentor a select number of managers of its UFCs. It plan to further strengthen and deepen its relationship with its institutional and PSU clients, with a particular focus on developing relationships with small- and medium-sized institutional clients to expand its domestic mutual fund investor base. It also endeavour to expand its share of the provident fund business of institutional clients, as well as targeting institutional clients who has not to date invested in its domestic mutual funds. In its BND channel, in addition to the active funds it is marketing, it intends to continue to focus on marketing its passive fund products in response to increasing demand from clients for such products.

Actively pursue additional partnership opportunities: UTI AMC is actively exploring potential additional strategic partnership opportunities with different types of distributors, including banks, aggregators, and fintech platforms, in order to further enhance its distribution reach and capabilities. In particular, it pursuing a potential additional tie-up with a bank in order to significantly expand its geographical footprint beyond its current locations. It expects this to further improve its positioning to capitalise on future AUM growth in underpenetrated markets and to increase its market share in T30 cities. UTI AMC will explore opportunities to establish strategic partnerships or relationships with other established and reputable distributors, including aggregators with extensive networks of sub - brokers, to capture market segments which it may not be able to access efficiently itself. It is also actively engaging with fintech and payments platforms and other digital intermediaries to capture AUM growth driven by the increasing importance of digital distribution, and as of June 30, 2020 has entered into distribution arrangements with 11 such distributors.

Continue to develop PMS, offshore and alternative funds businesses*:* UTI AMC seeks to increase AUM by accessing new markets which is strategically viable. It intends to use its track record with institutional mandates to manage superannuation funds (such as EPFO and CMPFO) to pursue other opportunities in its PMS business. In its offshore business it aims to capture a disproportionate share of India - directed investment flows, with a particular focus on growing its three UCITS funds and other products with maturities of more than one year. It plans to grow its offshore business by focusing on distribution partnerships, including co-branded and white-labelled funds, expanding its in-house distribution and client coverage capabilities, including through making further in-market hires overseas, and strengthening its relationships with wealth platforms and local banks. It is also seeking to grow its alternative investment funds business, leveraging and augmenting the new team it hired at UTI Capital in 2017.

Leverage technology and digitisation to enhance organisational efficiency and cost optimisation, improve customer acquisition and experience, and ensure data security: UTI AMC plans to leverage investments made in technology to drive business growth and improve profitability across its business. It is implementing a comprehensive digital transformation program to build the efficacy, capacity, resilience and cost effectiveness of its organisation. This program involves multiple initiatives with respect to application modernisation, hybrid cloud architecture adoption, business process digitisation, enterprise data platform ad option and cyber security enhancement. A focus of this program is the implementation of a "cloud first" vision, with the adoption of applications and services aimed at reducing time-to-market and ensuring high availability, scalability, security and the cost-optimised deployment of applications and services, leading to a reduced cost of ownership and maintenance. The Company currently expect this program to be substantially complete by March 2021. It intends to continue its investments in digital marketing and other customer- and distributor-facing digital initiatives. It intends to continue to make its services seamlessly accessible on mobile platforms by building, improving and maintaining mobile applications for its salesforce, as it expects that customers, distributors and employees will increasingly use mobile platforms to access its services. It also expect to scale up the frequency and pace of its digital marketing campaigns and to increase the number of digital platforms through which it interact with current and potential customers to include platforms such as WhatsApp and chatbots. It will continue to build interfaces for fintech, payments and other digital distribution platforms to ensure seamless connectivity and enhance customer reach and will also continue to encourage the adoption of its digital tools, which has proven particularly important during the COVID-19 pandemic. It is in the advanced stages of implementation of its digital video KYC solution, which will help it to transact with new customers virtually and ease its customers' investment journey.

Continue to attract, retain and develop human capital*:* UTI AMC's success depends on its team of employees and it is implementing a number of measures to further strengthen its workforce and improve employee motivation and development. It will continue to provide employee compensation that is merit-based and benchmarked to its industry. It use a balanced score card system as part of its performance management system to facilitate a holistic assessment of its employees' performance, supporting its pay for performance culture. It also plan to continue to focus on training and development for its employees. It identify short - and long-term organizational capability requirements and establish training and development strategies and plans aligned to its business objectives. It also continue to pursue its strategy of external recruitment from the market, as well as merit -based internal promotions, with a particular focus on recruiting junior talent such as the 128 management trainees it hired in the fiscal year ended March 31, 2020. UTI AMC currently plans to hire approximately 55 management trainees, and 100 graduate trainees as entry -level executives for core sales roles, nationwide during the current fiscal year.

Industry

Evolution of the Mutual Fund Industry

The Initial Years (1963-1987)

The Indian mutual fund industry has a history of over 50 years, starting with the formation of the Unit Trust of India ("**UTI**"), a joint initiative of the Government of India and the RBI in 1964. It was regulated and controlled by the RBI until 1978 and thereafter by the Industrial Development Bank of India. UTI launched its first scheme, Unit Scheme 1964, in 1964 and its assets under management ("**AUM**") reached Rs.67 billion by 1988.

Entry of Public Sector Banks (1987-1993)

In 1987, other public sector banks entered the mutual fund space. SBI Mutual Fund was set up in June 1987, followed by the launch of Canbank Mutual Fund in December 1987. Subsequently, other entities such as Life Insurance Corporation of India, Punjab National Bank, Indian Bank, Bank of India, General Insurance Corporation of India and Bank of Baroda opened their own mutual fund houses, taking the industry assets to Rs.470 billion by the end of 1993.

Formal Regulation and Entry of Private Sector Mutual Funds (1993-2003)

Seeing the rise in demand for mutual funds and with the onset of liberalisation in the country, the industry was opened to the private sector in 1993. The year also saw the introduction of the first formal mutual fund regulations, Securities and Exchange Board of India (Mutual Fund) Regulations, 1993. All mutual funds, except UTI, were under the ambit of these regulations, which were later replaced by Securities and Exchange Board of India (Mutual Fund) Regulations, 1996. Similarly, SEBI introduced Securities and Exchange Board of India (Portfolio Managers) Regulations, 1993, for the regulation of portfolio management services and Securities and Exchange Board of India (Alternative Investment Funds) Regulations, 2012, for the regulation of alternative investment funds. The Association of Mutual Funds in India ("**AMFI**"), a member association of the mutual fund industry, was incorporated in August 1995. It recommends and promotes best practices and the code of conduct to its members. Kothari Pioneer Mutual Fund (now merged with Franklin Templeton Mutual Fund), started in July 1993, was the first private sector mutual fund in the country. This triggered the entry of various mutual fund houses, both domestic and foreign, taking the number of providers at the end of January 2003 to 33 and the total AUM to Rs.1,218 billion.

Development of the Regulatory Landscape (2003-present)

In February 2003, following the repeal of the UTI Act, 1963, UTI was bifurcated into two separate entities. One is the Specified Undertaking of the UTI with an AUM of Rs.298 billion as of January 2003. The Specified Undertaking of UTI, functioning under an administrator and under rules framed by the central Government, is not subject to the Securities and Exchange Board of India (Mutual Fund) Regulations, 1996. The other is the UTI Mutual Fund. Sponsored by the State Bank of India ("**SBI**"), Punjab National Bank, Bank of Baroda and Life Insurance Corporation of India, UTI Mutual Fund is registered with SEBI and functions under the Securities and Exchange Board of India (Mutual Fund) Regulations, 1996. With this bifurcation and a number of mergers among other private sector funds, the mutual fund industry entered its current phase of consolidation and growth.

Classification of Mutual Funds

By Structure

Open-ended schemes can be purchased and redeemed on any transaction day. They do not have a fixed maturity period, i.e., schemes are available for subscription and repurchase on a continuous basis. The number of units of an open-ended scheme can fluctuate, i.e., increase or decrease every time the fund house sells or repurchases the existing units. A mutual fund may stop accepting new subscriptions for open -ended schemes from investors but is required to repurchase investors' units at any time. Closed-end schemes can be purchased only during the new fund offer ("**NFO**") period and redeemed only at maturity. However, the funds are listed on stock exchanges (as mandated by regulation) where investors can sell their units to other investors. The units may trade on the exchange at a premium or discount to their issue price.

By Fund Management Style

Passive funds are schemes that attempt to mimic a particular index. They include ETFs and index funds. The efficiency of these funds is generally evaluated by monitoring their tracking error, which reflects how efficiently a scheme is able to replicate the returns of its underlying total return index on a daily basis. It is measured by calculating the standard deviation between the daily returns and the underlying total return index of the scheme. A low tracking error indicates efficiency in the management of the scheme. Active funds attempt to generate higher returns than their benchmark index by actively managing the portfolio. An investor in an active fund relies on the expertise of the fund manager, who buys and sells securities based on his/her research and judgment of the market. Another important aspect of active versus passive funds is the difference in expense structures. Expenses for passive funds are typically lower than those for active funds due to the lower fund management cost associated with the former.

By Asset Class

There are five broad categories of mutual fund schemes by asset class – equity, hybrid, debt, solution-oriented and other schemes.

Performance and Trends

Long-Term AUM Growth

Aggregate AUM of the Indian mutual fund industry have grown at a healthy pace over the past ten years , against the backdrop of an expanding domestic economy, robust inflows and rising investor participation, particularly from individual investors. Average AUM grew at a CAGR of 13% from Rs.7.6 trillion as of March 31, 2010 to Rs.27.0 trillion as of March 31, 2020.

Equity Markets and Retail Participation

Aggregate industry AUM grew at a CAGR of approximately 14.9%, from Rs.11.9 trillion as of March 31, 2015 to Rs.24.6 trillion as of June 30, 2020, driven by increasing aggregate financial savings combined with growing investor awareness of mutual fund products. Between March 2015 (Including Fiscal 2015) and June 2020, the industry witnessed a net inflow of Rs.11.7 trillion. The first quarter of Fiscal 2021 saw a drop in AUM as a result of the nationwide lockdown and overall capital markets performance. Fund flows after March 31, 2020 have been inconsistent, driven by the money market/liquid funds (with higher net inflows in April and May) and debt funds (with higher outflows in April).

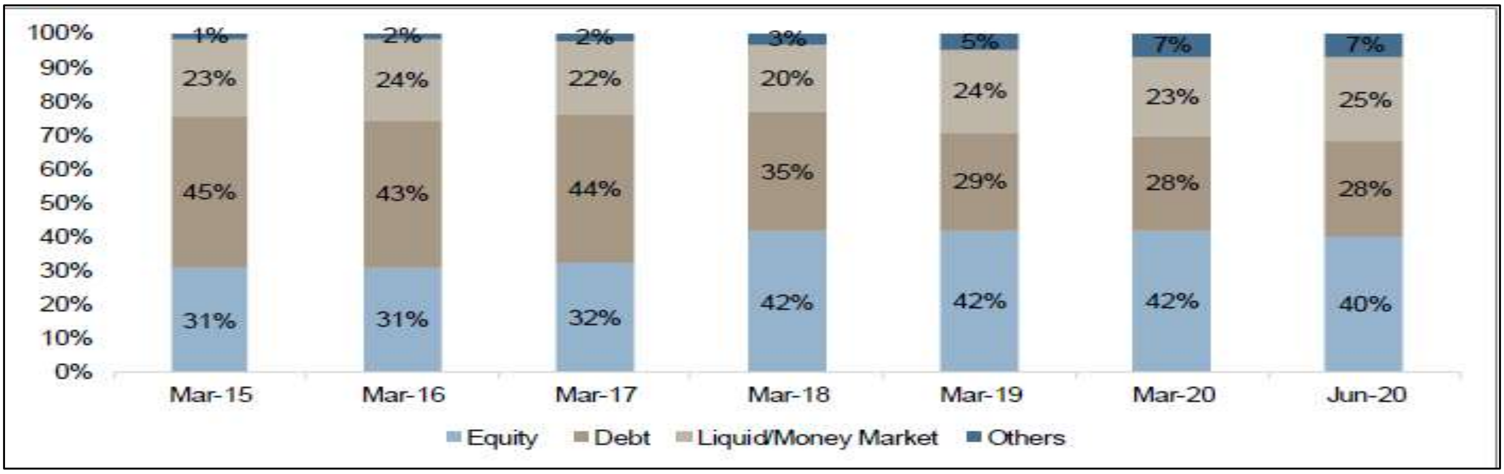
Average AUM of equity-oriented funds grew at a CAGR of approximately 20.5%, from Rs.3.7 trillion as of March 31, 2015 to Rs.9.7 trillion as of June 30, 2020, while average AUM of debt-oriented funds grew at a CAGR of approximately 4.9%, from Rs.5.3 trillion as of March 31, 2015 to Rs.6.8 trillion as of June 30, 2020, primarily driven by the IL&FS default and the ensuing NBFC crisis and subsequently exacerbated by the COVID-19 global pandemic. This had a negative impact on investor confidence in debt markets and resulted in a considerable drop in demand for mutual fund debt products, a trend CRISIL expects to see continuing in the wake of the COVID-19 pandemic. However, as the effects of the COVID-19 pandemic subside, credit quality is expected to improve through the longer term. AUM of multi cap, large cap, large and mid-cap, mid-cap, value/contra and ELSS together accounted for 78.1% of the industry's open ended growth/equity-oriented scheme AUM as on June 30, 2020.

Average AUM of other category of funds (including ETFs, index funds and FoF investing overseas) saw robust growth of approximately 57.2% CAGR over a lower base as institutional investors (such as the Employees' Provident Fund Organisation or EPFO) began investing a portion (currently 15%) of their incremental deposits into equities via passively managed funds, an industry trend CRISIL expects to continue long term. Average AUM of liquid/money market funds logged grew at a CAGR of approximately 16.8% from March 2015 to June 2020, supported by corporate investments, stable returns, and a high level of aggregate re-allocations from long-term debt instruments.

AUM Growth Trajectory - Mutual funds (Rs. trillion)

The share of debt funds decreased from 45% in the last quarter of Fiscal 2015 to 28% in the first quarter of Fiscal 2021. 2021. The initial decrease was primarily driven by the IL&FS default and the ensuing NBFC crisis and subsequently exacerbated by the COVID-19 global pandemic, which negatively impacted investor confidence in debt markets, resulting in a considerable drop in demand for mutual fund debt products. In April 2020, Franklin Templeton Mutual Fund shut down six of its debt mutual fund schemes, citing lack of liquidity in the bond market, which ultimately led to their debt funds seeing high redemption pressure. During the same month, however, the industry saw net inflows of approximately Rs.460 billion backed by liquid funds. Inflows into liquid/money market funds have remained stable from Fiscal 2015 to the first quarter of Fiscal 2021, which led to its share in quarterly average AUM growing from 23% to25% over that period. The share of equity funds increased to from 31% in the last quarter of Fiscal 2015 to 40% in the first quarter of Fiscal 2021, due to steady inflows and strong growth of the equity markets in the previous years across the industry. The share of other category of funds grew from 1% to 7% over the same period.

Trend in Share of Various Mutual Fund Segments (%)



Going forward, CRISIL expects increased financial savings as well as improving investor awareness to drive industry growth following a broader economic recovery from the effects of the COVID-19 pandemic starting in Fiscal 2021.

Net Inflows Driven by Equity

Net inflows declined from Rs.3,430 billion in Fiscal 2017 to Rs.870 billion in Fiscal 2020 after major outflows in the last month of Fiscal 2020. In the long term, an increasing share of mutual funds in the financial savings of households, driven by expectations of higher and stable returns, is one of the key factors that are expected to contribute to fund inflows, especially into passive and equity fund categories.

Prior to the recent credit crisis, AMCs saw robust and consistent net inflows across asset classes with a peak of Rs.3,430 billion as of Fiscal 2017. As of Fiscal 2018, non-equity inflows declined sharply, as Rs.2,608 billion in equity net inflows accounted for 95% of aggregate inflows across all asset classes. This was aided by the high number of primary market issuances in equity (201 issuances) accounting for Rs.837 billion raised in Fiscal 2018. At the height of the impact of the recent credit crises as of Fiscal 2019, debt outflows of Rs.1,244 billion more than offset equity inflows of Rs.1,148 billion. The last quarter of Fiscal 2020 saw a net outflow of Rs.943 billion, driven by outflows from liquid funds following the outbreak of the COVID-19 pandemic. Additional outflows from debt funds in April 2020, were driven by Franklin Templeton's closure of six of its debt mutual funds schemes, but liquid funds bounced back with a net inflow of Rs.853 billion. The 'others' segment, comprising ETFs and FoFs, rose steadily over a smaller base in inflows. Further aiding this category was SEBI's decision to allow gold ETFs to invest up to 20% of their assets in the gold monetisation scheme, which saw a rise in inflows in this segment.

Share of Passive Funds

Passively managed ETFs and index funds are yet to gain widespread attraction in India. Passive funds in India had aggregate AUM of approximately Rs.1.8 trillion as of June 30, 2020, representing approximately a 7.4% share, compared to 0.7% as of March 31, 2015. Other ETFs have seen a steady rise in AUM, along with index funds. Overall, passive funds' AUM have grown at a 57.2% CAGR from March 31, 2015 to June 30, 2020. ETF investments have received a boost from the EPFO investing approximately 15.0% of its fresh accretion into ETFs.

SBI and UTI are the major players in passive funds among AMCs driven by high ticket mandates from public sector funds to manage investments in passive funds. While the space is still dominated by institutional investors, retail demand has picked up in the recent past due to discounts provided through government disinvestment schemes (CPSE ETF and Bharat 22) aimed at increasing retail investor participation. Players with higher shares of these funds can better cross-sell other products to their retail base and thus save on the costs incurred for marketing and business acquisition for retail customers. High growth potential of this fund category makes it an attractive segment for AMCs and the large proportion of institutional mandates makes managing the funds more profitable.

Systematic Investment Plans

SIPs have helped further increase retail investor participation in the mutual fund space. Several benefits accrue from SIPs, such as avoidance of behavioural weakness during uncertain periods, the force of aggregation of a high number of small amounts, and certain tax incentives. These have not only made SIPs an attractive investment option, but have also helped grow and diversify net inflows across the industry. With contribution levels set low enough to make inflows less susceptible to cycles, SIPs have also helped reduce the volatility of aggregate inflows. Between April 2016 (when AMFI first began disclosing aggregate monthly SIP contributions) and June 30, 2020, the aggregate amount invested through SIPs has grown from Rs.33.1 billion to Rs.79.2 billion per month. This surge is the result of low contribution minimums increasing accessibility to lower income households. This is reflected in an increase in the number of SIP accounts, from 21.1 million as of March 31, 2018 to 32.3 million as of June 30, 2020. The industry added roughly 982,000 SIP accounts each month in Fiscal 2020, with an average per month ticket size of Rs.2,673 per account in Fiscal 2020, from a high of Rs.3,375 as of Fiscal 2018. The average ticket size as of June 30, 2020 was Rs.2,549. As of Fiscal 2020, the mutual fund industry collected approximately Rs.1.0 trillion through SIPs, an increase of 8% over the Rs.972.0 billion collected as of Fiscal 2019. In the first quarter of Fiscal 2021, SIP contributions to mutual funds have already reached approximately Rs.244.0 billion. As of June 30, 2020, aggregate SIP AUM stood at approximately Rs.3.0 trillion or 11.8% of total industry AUMs.

The popularity of equity funds, the rising participation of retail investors, recent investor education initiatives, and the apparent benefits of SIPs to households that traditionally did not invest in mutual funds lead CRISIL to believe the growth in inflows from SIPs will accelerate over the foreseeable future. This would make SIPs an increasingly important factor in overall AUM growth. However, SIP AUM growth slowed during the COVID-19 pandemic as lower discretionary spending and expenditures of personal emergency funds resulted in a decline in household liquidity available for SIP contributions.

AUM Composition

Other segments account for over 10% of the assets of SBI AMC, UTI AMC and Nippon India AMC; this share is expected to grow at a higher pace in the coming years due to the growth presence of ETFs. At the industry level, this segment has approximately a 7% share of AUM. UTI manages the largest dividend yield fund (the UTI Dividend Yield Fund) and the largest index fund, excluding ETFs (the UTI Nifty Index Fund), in India as of June 30, 2020. It also manages the largest retirement benefit pension fund in the retirement fund category.

Investor Profile of the Industry

Individual Investors Outpace Institutional

Historically, the majority of the industry's assets were held by institutional investors, mainly corporates. However, the share of institutional investments (corporates, banks/financial institutions ("**FIs**") and foreign institutional investors ("**FIIs**") has gradually declined from 54% as of March 31, 2015 to 49% as of June 30, 2020. Institutional investor AUM grew at a CAGR of 13.9% from March 31, 2015 to June 30, 2020. Retail AUM saw a faster 17.8% CAGR over the same period due to increased participation, especially in equity funds.

The mutual fund industry has seen growing participation from households in recent years as a result of growing awareness, financial inclusion, and improved access to banking channels. Between March 31, 2015 and March 31, 2020, the industry grew by 48 million folios to approximately 89.7 million folios, driven almost entirely by individual investors (retail and high net worth individuals or HNIs). These represented an approximate CAGR of 17% in accounts over the period and an increase in average ticket size from approximately Rs.135,000 as of March 31, 2015 to approximately Rs.168,000 as of March 31, 2019. Following the outbreak of the COVID-19 pandemic, the average ticket size of individual folios has decreased to Rs.134,500 as of March 31, 2020. Institutional investor folios, on the other hand, saw no significant additions until Fiscal 2020. However, their average ticket size decreased from Rs.14.3 million to Rs.13.5 million over the same period but has gone down recently as institutional investors have chosen more schemes to diversify their portfolio as a risk mitigation strategy.

Individual Investors are Highly Concentrated in Equity Funds

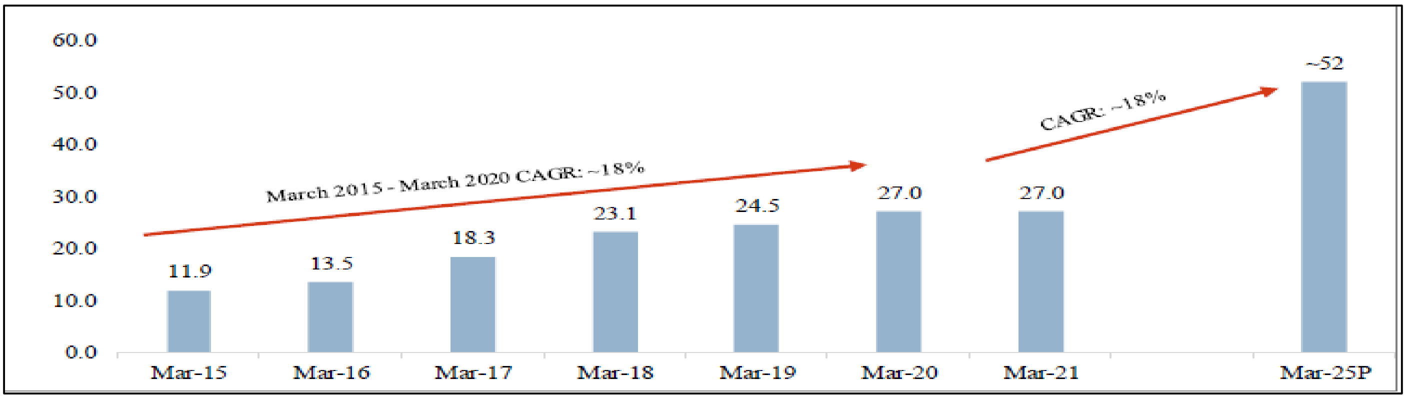
As of June 30, 2020, the AUMs of approximately 68% individual investors were invested in equity-oriented funds, up from 57% as of March 31, 2015. This was driven by sharp reductions in debt-oriented funds as a result of the recent credit crises, relative outperformance of equity funds over other asset classes, and a higher push of equity products by AMCs and distributors owing to their relatively higher profitability and expense ratios. For institutional investors too, the proportion of others and equity -oriented funds have seen a rise. The rise in the others category is due to the investment of 15% of fresh accretion of the EPFO into equity ETFs by its fund managers. However, despite this, the share is dominated by debt funds, including the liquid category.

AUM Growth

CRISIL expects the mutual fund QAAUM growth to be near-flat for Fiscal 2021. After growing at a CAGR of approximately 18% between March 31, 2015 and March 31, 2020, from Rs.11.9 to Rs.27.0 trillion, respectively, the QAAUM as March 31, 2021 is expected to stay at approximately Rs.27.0 trillion, mainly due to the effects of the COVID-19 pandemic. In an environment in which the GDP growth is expected to be around 5%, and there is no clear visibility on corporate earnings growth or disposable income levels, fund flows into the mutual fund industry are likely to be limited and the capital markets returns are also expected to remain range-bound.

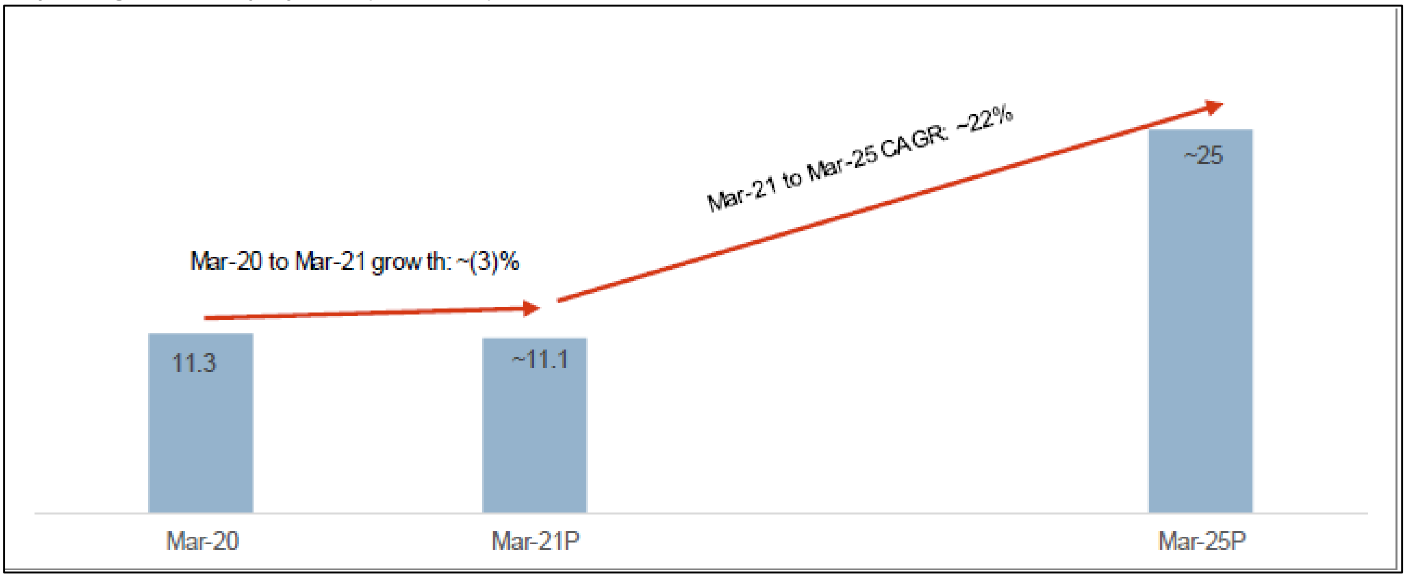
However, CRISIL expects QAAUM to grow at an 18% CAGR between March 31, 2021 and March 31, 2025, to total approximately Rs.52 trillion as of March 31, 2025, driven by improved overall economic growth, a growing investor base, higher disposable income levels and investable household surplus, increases in aggregate household and financial savings, increases in geographical penetration as well as better awareness, ease of investing, digitalisation, and perception of mutual funds as long term wealth creators. CRISIL's forecasts assume a gradual pick up in corporate earnings, inflation rates within targets, stable political environment, consistent growth in mutual fund inflows and an approximate nominal GDP growth of 9% after Fiscal 2021.

AUM (Rs. trillion)



CRISIL expects equity AUM to decline by approximately 3% year-on-year in Fiscal 2021 as equity inflows, including through SIPs, remain low in Fiscal 2021 due to lower disposable income and lower savings among household s as a result of the effects of the COVID-19 pandemic. However, CRISIL expects net inflows in mutual funds to gradually increase in line with its expectation for a broader economic recovery starting in Fiscal 2021 and equity funds to be the engine of overall industry growth with an approximate 22% CAGR between March 31, 2020 and March 31, 2025, driven by strong inflows due to GDP growth, recovery in corporate earnings, growing individual investor base on the back of rising household incomes, growing financial savings and robust performance in the underlying equity markets.

Projected growth in equity AUM (Rs. trillion)

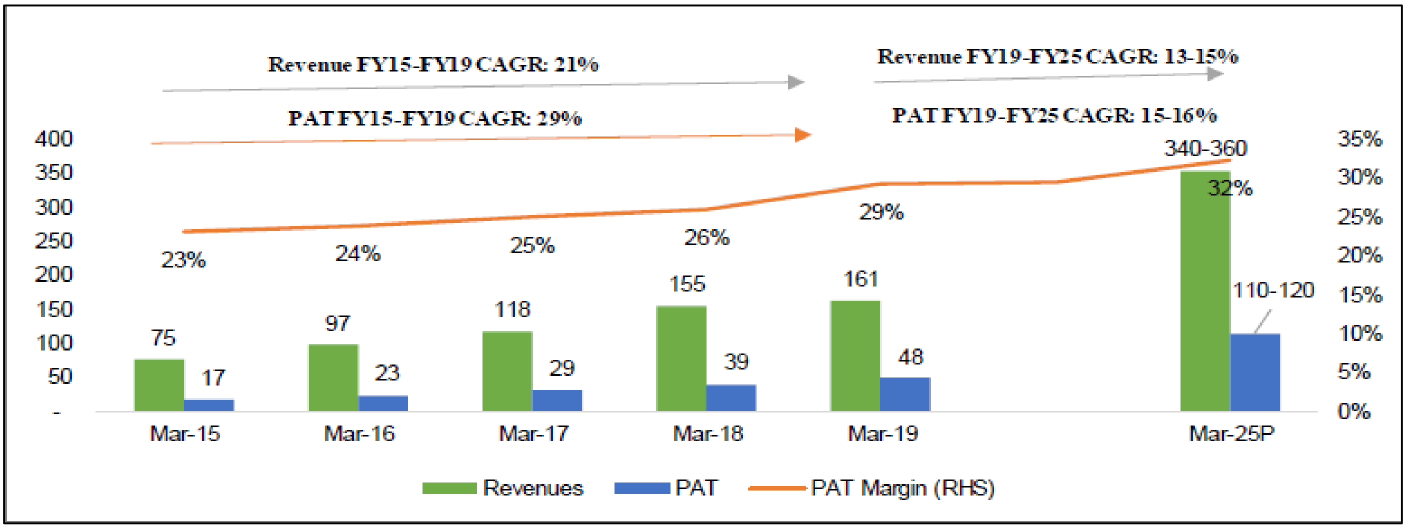


CRISIL expects similar performance across debt, liquid and other categories of funds, including index funds and ETFs. The initial effects of the COVID-19 pandemic, including business requirements by corporates and lower savings rates, in Fiscal 2021 are expected to drive down QAAUM in the last quarter of Fiscal 2021 while the initial moratorium period is expected to keep inflows to a minimum and may result in a negative mark-to-market return in the debt category. Following Fiscal 2021, CRISIL expects improved returns from income (debt-oriented) schemes due to a change in investment philosophy towards safer products and more moderate coupon rates to drive inflow growth. The gain of mark-to-market returns is expected to be limited due to stable interest rate cycles due to current high government borrowing and low prevalent rates, which leaves limited room for further rate cuts. CRISIL expects the growing preference for passive funds, the investment of EPFO and government divestment plans to raise funds to drive growth in the other funds category.

Revenue and Profit Growth

CRISIL expects industry revenues to grow at a CAGR of between 13% and 15%, from Rs.161 billion in Fiscal 2019 to between Rs.340 and Rs.360 by Fiscal 2025, driven mainly by growth in AUM and incremental re-allocations of AUM from fixed income to equity-oriented funds (which usually charge higher investment management fees (on actively managed equity funds) than other categories). In addition, other revenue streams, including portfolio management services ("**PMS**"), alternative investment funds ("**AIF**") and offshore advisory services, are expected to supplement core growth at a healthy pace, driven by a growing appetite for high-ticket investments in the high net worth individuals ("**HNI**") segment. CRISIL expects industry profitability to improve and net profits to grow at a high CAGR of between 15% and 16% over the same period to total between Rs.110 and Rs.120 billion by Fiscal 2025, due in part to gradual decreases in the percentage of management fees as a result of higher competition and tighter TER regulations. Intensifying competition will also require increased marketing expenses, but CRISIL believes this will be partly offset by an improvement in employee efficiency and technological enhancements, which will eventually help increase profit margins. Both revenue and profit after tax will stay impacted due to the COVID-19 pandemic and will witness a decrease in Fiscal 2021, after which CRISIL projects they will grow at a steady pace, in line with the overall AUMs.

Projected Industry Revenue and Profits (Rs. billion)



Key Concerns:

- Income and profit are largely dependent on the value and composition of AUM, which may decline because of factors outside control
- Underperformance of investment portfolio could lead to a loss of clients and reduction in AUM and result in a decline in income.
- UTI AMC's market share has declined consistently over the past years and may continue to do so, which could have an adverse impact on the business, financial condition and results of operations.
- Concentration in investment portfolio could have a material adverse effect on the business, financial condition and results of operations.
- Investment performance, income and profitability may be materially adversely affected if UTI AMC is unable to identify appropriate investment opportunities or if the investment strategy for any of its funds goes out of favour with its clients.
- Business of UTI AMC is subject to extensive regulation, including periodic inspections by SEBI and by the Pension Fund Regulatory and Development Authority ("PFRDA"), and its non-compliance with existing regulations or SEBI's or PFRDA's observations or its failure or delay to obtain, maintain or renew regulatory approvals could expose to penalties and restrictions.
- UTI AMC is currently subject to actions by SEBI in connection with India Debt Opportunities Fund Limited ("IDOF") and the outcome of such actions could expose it to penalties and restrictions and may also harm its reputation.
- Dependent on the strength of brand and reputation, and activities of third-party entities that are entitled to use the UTI brand may damage that brand and reputation, which may harm the business.
- Credit risks related to the debt portfolio of funds may expose funds to significant losses, which may have a material adverse effect on the business, results of operations and financial condition.

- Credit risks related to the investments, loans and advances may expose it to significant losses.

- UTI AMC's investment activities are also exposed to investment, liquidity, operational, market, regulatory and other risks and limitations in its risk management system, and its ability to adequately and effectively identify or mitigate its risk exposure may expose it to material unanticipated losses.

- Increases in interest rates, or concern about potential future increases, could have an adverse effect on the fixed income, liquid and hybrid business, liquidity and AUM.

- UTI AMC may engage in strategic transactions and other business combinations that could create risks and harm its business and financial results.

- Competitive pressures could cause to review fees, which may reduce its income and profitability.

- Reductions of the expense limits prescribed under SEBI regulations may impact S+UTI AMC's profitability and cause it to decrease marketing and other efforts on behalf of the funds.

- The regulatory environment in which UTI AMC operates is subject to change, and such changes may be unpredictable and may expose to additional costs or materially adversely affect the business, growth results and financial condition.

- As UTI AMC expand its business infrastructure with, among others, additional branches, improved systems and better compensated fund managers and other professionals, it may not be able to generate sufficient additional income to offset its higher incremental costs.

- Depend on third-party distribution channels and other intermediaries, and issues with these distribution channels and intermediaries, or failure to continue to expand its current third -party distribution channels and intermediaries, could adversely affect its business and financial performance.

- Rely on third-party service providers in several areas of operations and may not have full control over the services provided by them to it or to its customers.

- Business is highly dependent upon IT systems to process transactions, and any weaknesses, disruptions, failures or inadequacies in its IT systems and related risk management strategies may limit its growth, disrupt its business and result in a material adverse effect on the business, financial position and prospects.

- The Sponsors' shareholding in Equity Shares will be diluted after the Offer and they will own less than 51% of outstanding shares, which may adversely affect the ability to gain and retain Government business.

- Employee misconduct or failure of internal processes or procedures could harm UTI AMC by impairing its ability to attract and retain clients and subject it to significant legal liability and reputational harm.

- UTI AMC undertake certain business operations outside of India and it may not be able to grow its overseas business in accordance with its growth plans or at all.

- Business and results of operations have been, and may continue to be, adversely affected by the ongoing COVID-19 outbreak and associated responses.
- AUM and the future of the asset management industry are dependent on the performance of the Indian economy and securities market, and any slowdown, decline or volatility in the economy and markets may adversely affect its business and financial results.

- The mutual fund business in India may be adversely affected by changes in the present favourable tax regime.

- Many of its large competitors are part of diversified financial institutions that offer clients a wide range of services, which places UTI AMC at a relative disadvantage and may adversely affect its market share and growth plans.

- The asset management industry is intensely competitive, and increased competition has affected and in the future can further adversely affect its market share.

- The asset management business is subject to substantial liquidity and periodic redemption risks, which could materially adversely affect the business and financial condition and cause significant harm to its reputation and brand.

- The asset management industry benefits significantly from the high rate of financial savings in India, and any decline in the rate of savings may adversely affect the business.

- Volatile conditions in the Indian securities market may affect the price or liquidity of the Equity Shares.

- Fluctuation in the exchange rate between the Indian Rupee and foreign currencies may have an adverse effect on the value of Equity Shares, independent of its operating results.

Balance Sheet

Particulars (Rs in Million)	Q1FY21	FY20	FY19	FY18
Financial Assets				
Cash and cash equivalents	1238.6	1192.5	1241.8	1501.9
Trade receivable	420.9	456.2	275.5	500.4
Other Receivables	92.3	97.4	361.8	48.8
Loans	364.1	374.4	281.7	356.8
Investments	24573.9	23557.5	22613.7	21788.5
Other Financial Assets	1513.5	1542.4	1278.6	922.3
Total Financial Assets	**28203.2**	**27220.4**	**26053.1**	**25118.7**
Non Financial Assets				
Current Tax Assets (Net)	500.6	461.05	320.56	170.55
Investment Property	106.0	107.27	112.47	117.68
Property, Plant and Equipments	2471.1	2503.9	2529.4	2585.5
Right of use assets	959.4	896.5	834.2	912.7
Capital work in progress	5.7	2.8	8.8	22.9
Intangible assets under development	19.1	7.6	0.0	31.2
Other Intangible Assets	104.5	118.0	36.1	24.9
Other Non Financial Assets	264.8	231.7	238.0	208.3
Total Non Financial Assets	**4431.0**	**4328.8**	**4079.6**	**4073.8**
Total Assets	**32634.2**	**31549.2**	**30132.6**	**29192.5**
EQUITY AND LIABILITIES				
Equity				
Equity share capital	1267.9	1267.9	1267.9	1267.9
Other Equity	27081.4	26357.1	24775.9	22406.5
Non Controlling Interest	114.4	107.9	371.9	701.9
Total Equity	**28463.7**	**27732.8**	**26415.7**	**24376.2**
Liabilities				
Financial liabilities				
Total outstanding dues of creditors other than micro enterprises and small enterprises	8.4	14.2	37.8	111.1
Other Payables				
Total outstanding dues of micro enterprises and small enterprises	4.5	8.0	9.3	1.6
Total outstanding dues of creditors other than micro enterprises and small enterprises	318.8	640.1	667.0	1496.2
Other Financial Liabilities	1782.2	1755.8	1593.9	1543.9
Total Financial Liabilities	**2114.0**	**2418.0**	**2307.9**	**3152.9**
Non Financial Liabilities				
Current Tax Liabilities (Net)	76.9	44.9	43.4	50.7
Provisions	1298.1	830.9	916.1	1061.2
Deferred Tax Liabilities (Net)	498.8	444.5	363.4	438.3
Other Non Financial liabilities	182.8	78.0	86.2	113.3
Total Non Financial Liabilities	**2056.6**	**1398.4**	**1409.1**	**1663.4**
Total Liabilities	**4170.5**	**3816.4**	**3717.0**	**4816.3**
Total Equity and Liabilities	**32634.2**	**31549.2**	**30132.6**	**29192.5**

Profit & Loss

Particular(Rs in Million)	Q1FY21	FY20	FY19	FY18
Revenue from Operations				
Interest Income	34.2	177.9	140.5	67.5
Dividend Income	0.1	2.5	4.9	5.7
Rental Income	24.4	75.2	62.5	102.6
Net Gain on Fair Value Changes	901.2	-86.6	931.7	-225.1
Sale of Services	1597.8	7878.9	8906.3	9668.6
Others - Net Gain/Loss on sale of Investments	60.2	501.9	459.2	1881.2
Total Revenue from Operations	**2617.9**	**8549.7**	**10505.1**	**11500.5**
Other Income	92.8	359.9	303.9	127.0
Total Income	**2710.7**	**8909.6**	**10809.0**	**11627.5**
Expenses				
Fees and Commission Expense	6.7	29.1	21.1	17.9
Impairment on Financial Instruments	0.0	0.0	0.0	19.0
Finance Cost	22.9	84.8	81.9	87.1
Employee Benefit Expenses	980.4	3398.6	3066.5	3207.6
Depreciation, amortisation and impairment	84.6	313.4	291.5	272.5
Other Expenses	383.9	1629.3	2435.5	2569.1
Total Expenses	**1478.5**	**5455.2**	**5896.5**	**6173.2**
Profit/(Loss) before tax	**1232.2**	**3454.5**	**4912.5**	**5454.3**
Tax Expenses	**221.5**	**689.6**	**1433.2**	**1403.4**
Current Tax	165.8	744.0	1408.4	1597.4
Tax adjustments for the earlier years	0.0	4.7	0.8	0.0
Deferred Tax	57.6	-54.0	26.3	-189.0
MAT Credit entitlement	-1.9	-5.1	-2.2	-5.1
Profit After Tax	**1010.8**	**2764.8**	**3479.3**	**4050.9**
EPS	8.0	21.8	27.4	32.0
Equity	1267.9	1267.9	1267.9	1267.9
FV	10.0	10.0	10.0	10.0
PATM (%)	37.3	31.0	32.2	34.8

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