

BUY

TP: Rs 747 | ▲ 19%

360 ONE

| Diversified Financials

| 19 January 2024

Steady quarter; raise to BUY post correction

- ARR AUM and total revenue grew 33% and 14% YoY respectively in Q3; flows also stayed strong at Rs 89bn
- Business outlook appears robust with new domestic HNI and NRI segments guided to start contributing to the topline in FY25
- Upgrade from HOLD to BUY on attractive valuations post 11% stock correction in Jan'24 YTD; TP unchanged at Rs 747

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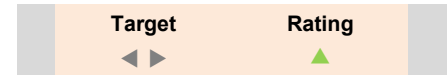
Strong AUM growth with respectable flows: 360 One's recurring AUM grew 33% YoY (+9% QoQ) to Rs 2.2tn, with the 360 One Plus business surging 81% YoY to Rs 736bn at end-Q3FY24. Net inflow was respectable at Rs 89bn for Q3 (Rs 275bn for 9MFY24), with the wealth and AMC businesses generating inflows of Rs 77.2bn and Rs 11.4bn respectively. Management expects to scale net flows to Rs 500bn in FY25 (Rs 600bn including new geographies). Based on the Q3 print, we broadly retain our AUM estimates for FY24 and FY25 and raise our FY26 forecast 2% while trimming our FY24/FY25 PAT by 2% each to bake in higher costs.

PAT in line: Q3 PAT increased 8% YoY (+5% QoQ) to Rs 1.9bn, in line with our estimate. Recurring revenue came in at Rs 3.4bn (+11% YoY), whereas non-recurring income declined 8% YoY to Rs 1bn, making for overall income of Rs 4.7bn (+14% YoY, +6% QoQ) – in line with our estimate. ARR yield (calc.) softened 12bps YoY to 64bps but was flat sequentially. Hiring, particularly for new segments, led to a rise in C/I ratio to 49.6% with total costs of Rs 2.3bn. The tax rate was only 17%, bringing net profit on par with our expectations. The company announced its fourth interim dividend of Rs 4.5/sh for FY24 (Rs 16.5 for FY24 YTD).

Clear plans for new markets: The company is on track to launch its HNI platform with a client base worth Rs 50mn-250mn in Apr'24 and the global business by Jul'24. Management expects a visible impact on the topline from FY25 onwards with a stronger upside from FY26 along with retention (yield) of 70-75bps for both businesses, together with solid returns in the longer term.

Upgrade to BUY post correction: We retain our TP of Rs 747 and continue to value the stock at an unchanged 25x FY26E P/E multiple – a 10% premium to the long-term average. However, we upgrade our rating from HOLD to BUY as current valuations look attractive at 21x FY26E EPS following an 11% correction in stock price during January so far. We remain positive on 360 One considering continued traction in the ARR model, where recurring AUM has hit Rs 2.2tn in Q3, and a well-defined expansion strategy.

Key changes



Ticker/Price	360ONE IN/Rs 629
Market cap	US\$ 2.8bn
Free float	78%
3M ADV	US\$ 5.1mn
52wk high/low	Rs 735/Rs 395
Promoter/FPI/DII	22%/23%/2%

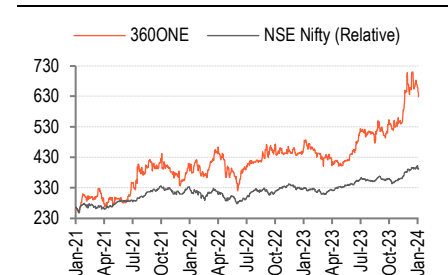
Source: NSE | Price as of 19 Jan 2024

Key financials

Y/E 31 Mar (Rs mn)	FY23A	FY24E	FY25E
PBT (Rs mn)	8,503	9,358	11,193
PBT growth (%)	13.2	10.1	19.6
Adj. net profit (Rs mn)	6,679	7,486	8,843
EPS (Rs)	18.1	20.3	24.0
Consensus EPS (Rs)	18.1	20.0	23.0
P/E (x)	34.7	31.0	26.2
ROE (%)	21.8	23.5	26.8

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

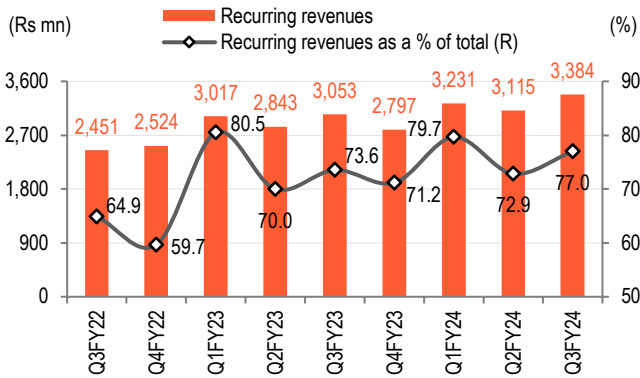
Stock performance



Source: NSE

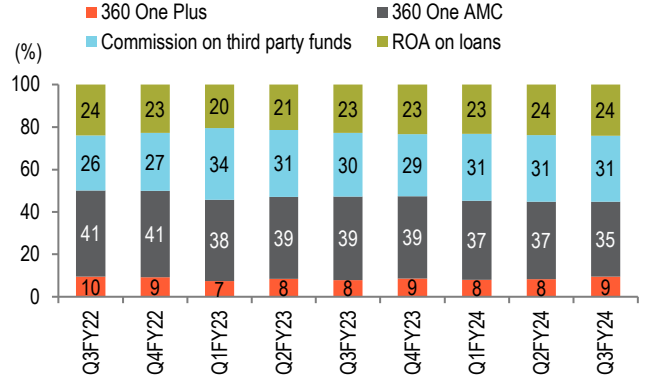


Fig 1 – Recurring revenue continues to gain traction...



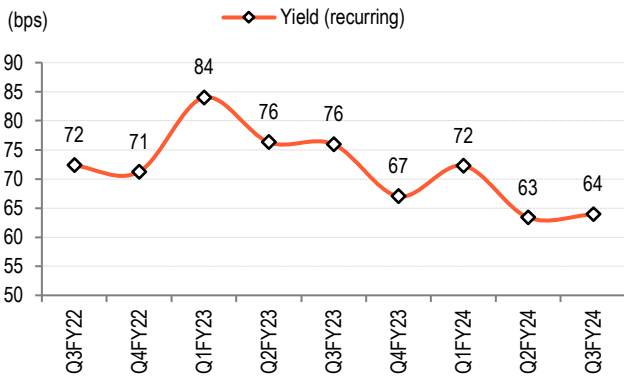
Source: Company, BOBCAPS Research

Fig 2 – ...with a focus on 360 One Plus and AMC segments



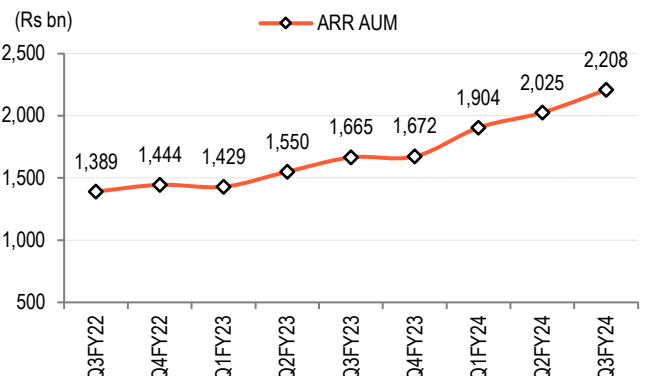
Source: Company, BOBCAPS Research

Fig 3 – ARR yield stable QoQ in Q3FY24



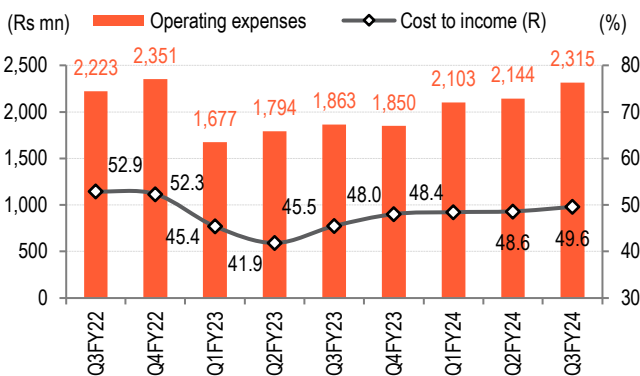
Source: Company, BOBCAPS Research Note: The above yields are calculated

Fig 4 – Sturdy growth in ARR AUM



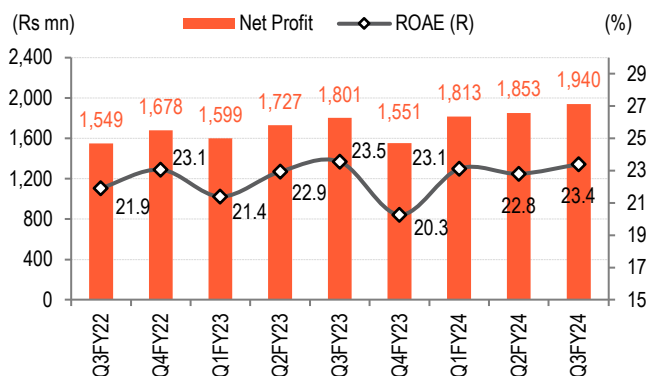
Source: Company, BOBCAPS Research

Fig 5 – C/I ratio elevated in this quarter too



Source: Company, BOBCAPS Research

Fig 6 – Net profit grew 8% YoY; ROAE stood at 23.4%



Source: Company, BOBCAPS Research

Fig 7 – AUM mix shows strong growth in recurring AUM

(Rs mn)	Q3FY24	Q3FY23	YoY (%)	Q2FY24	QoQ (%)
Recurring AUM	22,07,678	16,64,940	32.6	20,25,361	9.0
360 One Plus Assets	7,36,250	4,05,938	81.4	6,26,685	17.5
Funds managed by 360 One AMC	6,91,540	5,90,527	17.1	6,42,930	7.6
Trail commissions managed by third party funds	7,22,246	6,23,735	15.8	7,02,649	2.8
Loans	57,643	44,740	28.8	53,097	8.6
Total AUM (incl. custody)	45,38,860	34,47,092	31.7	41,25,492	10.0

Source: Company, BOBCAPS Research

Fig 8 – ARR AUM positively impacted by MTM gains in Q3FY24

(Rs bn)	Opening AUM Q2FY24	Net Flows	MTM	Closing AUM Q3FY24
Total ARR	2,025.4	88.7	93.7	2,207.7
Wealth ARR	1,382.4	77.3	56.5	1,516.2
360 ONE Plus	626.7	81.4	28.2	736.3
Distribution Assets Earning Trail Fees	702.7	(8.7)	28.3	722.3
NBFC	53.1	4.6	-	57.7
AMC ARR	642.9	11.4	37.2	691.5
Discretionary portfolio manager	217.9	7.2	21.7	246.8
AIF	356.3	(6.7)	8.8	358.5
MF manager	68.7	10.9	6.7	86.3

Source: Company, BOBCAPS Research

Fig 9 – AMC net flows strategy-wise show large inflows in listed equity but outflows in private equity

(Rs bn)	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24
Total	9.6	0.5	25.7	18.5	12.4	(21.5)	11.4
Listed Equity	3.0	(0.0)	5.3	1.0	3.3	2.2	14.1
Private Equity	(0.5)	(3.3)	5.5	5.0	(1.4)	(9.8)	(5.1)
Credit	3.0	7.5	6.2	6.8	4.3	2.5	1.7
Real Assets	-	(0.8)	6.9	4.6	1.8	(3.6)	(0.9)
Long Short	(0.2)	(0.0)	(0.8)	(0.8)	(0.7)	(13.6)	(0.2)
Customized Multi Asset	3.3	0.3	3.6	3.0	2.0	1.8	1.6
Liquid	1.0	(3.1)	(1.2)	(1.1)	3.0	(1.0)	0.1

Source: Company, BOBCAPS Research

Fig 10 – Revenue breakup – Recurring revenue up 11% YoY in Q3FY24

(Rs mn)	Q3FY24	Q3FY23	YoY (%)	Q2FY24	QoQ (%)	9MFY24	9MFY23	YoY (%)
Recurring Revenues	3,384	3,053	10.8	3,115	8.6	9,730	8,913	9.2
Fees on PMS- (360 One Plus)	321	240	33.7	258	24.2	835	702	18.9
Management Fees on funds managed by 360 One AMC	1,200	1,201	(0.1)	1,141	5.1	3,552	3,463	2.6
Trail commission on third party funds	1,048	917	14.3	976	7.4	3,038	2,826	7.5
ROA on loans	815	695	17.3	740	10.3	2,305	1,922	19.9
Non-recurring revenues	1,011	1,097	(7.8)	1,160	(12.9)	2,995	2,808	6.6

Source: Company, BOBCAPS Research

Fig 11 – ARR yields decreased annually but stable sequentially

Calculated yields (bps)	Q3FY24	Q3FY23	YoY (%)	Q2FY24	QoQ (%)	9MFY24	9MFY23	YoY (%)
Recurring	64	76	(12bps)	63	1bps	67	78	(11bps)
Fees on PMS- (360 One Plus)	19	25	(6bps)	18	1bps	19	26	(7bps)
Management Fees on funds managed by 360 One AMC	72	84	(12bps)	71	1bps	74	80	(7bps)
Trail commission on third party funds	59	61	(2bps)	57	2bps	60	68	(8bps)
ROA on loans	589	635	(46bps)	585	4bps	600	594	6bps

Source: BOBCAPS Research

Fig 12 – Segmental snapshot

(Rs mn)	Q3FY24	9MFY24
Wealth Management Summary		
Revenue from Operations	3,195	9,172
Cost	1,713	4,857
Operating Profit before Taxes (OPBT)	1,481	4,316
Other Income	242	616
Profit before Taxes (PBT)	1,723	4,931
Asset Management Summary		
Revenue from Operations	1,200	3,552
Cost	602	1,706
Operating Profit before Taxes (OPBT)	598	1,846
Other Income	29	79
Profit before Taxes (PBT)	627	1,925

Source: Company, BOBCAPS Research

Fig 13 – P&L – PAT in line with expectations

(Rs mn)	Q3FY24	Q3FY23	YoY (%)	Q2FY24	QoQ (%)	9MFY24	9MFY23	YoY (%)
P&L								
Total income	4,665	4,096	13.9	4,412	5.7	13,419	12,073	11.1
Recurring Revenues	3,384	3,053	10.8	3,115	8.6	9,730	8,913	9.2
Transactional / Brokerage income	1,011	1,097	(7.8)	1,160	(12.9)	2,995	3,045	(1.7)
Other income	271	(54)	(602.0)	137	96.9	695	115	502.9
Costs	2,315	1,863	24.3	2,144	8.0	6,563	5,334	23.0
Employee Costs	1,723	1,318	30.7	1,594	8.1	4,838	3,879	24.7
Admin and Other expenses	592	545	8.7	550	7.7	1,724	1,454	18.5
Profit before Taxes (PBT)	2,350	2,233	5.3	2,268	3.6	6,856	6,739	1.7
Taxes	410	431	(5.0)	415	(1.2)	1,251	1,612	(22.4)
Profit after Tax (PAT)	1,940	1,801	7.7	1,853	4.7	5,606	5,128	9.3

Source: Company, BOBCAPS Research

Fig 14 – Balance sheet

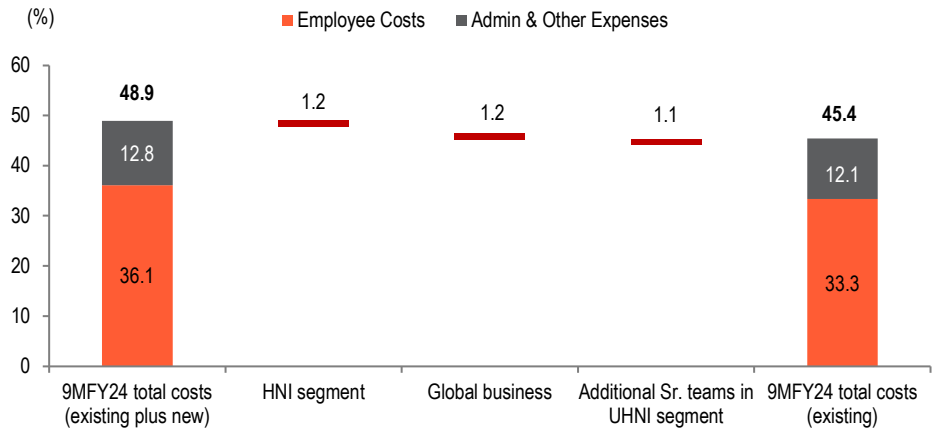
(Rs mn)	Q3FY24	Q3FY23	YoY (%)	Q2FY24	QoQ (%)
Financial assets	1,27,683	86,029	48.4	1,12,572	13.4
Cash and cash equivalents	8,201	2,286	258.7	7,600	7.9
Bank Balance	2,158	2,381	(9.4)	2,591	(16.7)
Derivative financial instruments	11	0	NA	32	(65.1)
Receivables	4,478	4,386	2.1	4,167	7.5
Loans	54,062	43,096	25.4	48,333	11.9
Investment	53,256	30,996	71.8	44,999	18.3
Other financial assets	5,518	2,884	91.3	4,851	13.7
Non- Financial assets	13,174	11,797	11.7	12,864	2.4
Current tax assets	1,851	1,467	26.1	1,667	11.0
Deferred tax assets	229	37	517.6	257	(11.0)
Property plant and equipment	2,878	2,805	2.6	2,880	(0.1)
Capital work in progress	30	294	(89.9)	0	NA
Goodwill	4,176	4,176	-	4,176	-
Other Intangible assets	2,159	1,413	52.8	2,114	2.1
Right-of-use Assets	505	337	49.6	347	45.3
Other non-financial assets	1,349	1,269	6.3	1,423	(5.2)
Total Assets	1,40,857	97,827	44.0	1,25,436	12.3
Financial liabilities	1,06,424	65,018	63.7	91,540	16.3
Derivative financial instruments	1,731	610	183.8	1,740	(0.5)
Payables	4,742	5,183	(8.5)	4,894	(3.1)
Debt Securities	65,511	54,796	19.6	58,438	12.1
Borrowings	22,303	2,010	1,009.8	19,786	12.7
Subordinated Liabilities	1,175	680	72.8	408	188.2
Finance Lease obligation	538	370	45.3	380	41.6
Other financial liabilities	10,426	1,371	660.4	5,894	76.9
Non-Financial liabilities	1,065	1,917	(44.5)	1,202	(11.4)
Current Tax liabilities	196	657	(70.1)	136	44.2
Provisions	158	104	51.3	146	8.6
Deferred Tax liabilities	419	657	(36.2)	441	(5.0)
Other non-financial liabilities	291	500	(41.7)	480	(39.2)
Total Liabilities	1,07,489	66,936	60.6	92,742	15.9
Equity	33,368	30,891	8.0	32,694	2.1
Equity share capital	358	178	101.3	358	0.1
Other equity	33,010	30,713	7.5	32,336	2.1
Total Liabilities and Equity	1,40,857	97,827	44.0	1,25,436	12.3

Source: Company, BOBCAPS Research

Fig 15 – Ratio analysis

(%)	Q3FY24	Q3FY23	YoY (%)	Q2FY24	QoQ (%)	9MFY24	9MFY23	YoY (%)
Recurring Revenues as a % of total revenue from operations	77.0	73.6	342bps	72.9	413bps	76.5	74.5	193bps
Non-Recurring Revenues as a % of total revenue from operations	23.0	26.4	(342bps)	27.1	(413bps)	23.5	25.5	(193bps)
Other income as a % of total revenue	5.8	(1.3)	712bps	3.1	269bps	5.2	1.0	422bps
Cost to Income Ratio	49.6	45.5	413bps	48.6	102bps	48.9	44.2	473bps
ROAE	23.4	23.5	(16bps)	22.8	58bps	22.6	22.3	31bps

Source: Company, BOBCAPS Research

Fig 16 – C/I ratio increased because of newer businesses

Source: Company, BOBCAPS Research

Earnings call highlights

New business

- 360 One is on track to launch HNI coverage by Apr'24 (Q1FY25) and its global platform in the first week of July.
- Management expects a retention (yield) of 70-75bps for both the HNI and global businesses.

Cost-to-Income (C/I)

- 360 One's C/I ratio remained elevated at 49.6% in Q3FY24 (49% in 9MFY24) owing to the hiring of senior personnel in existing and new businesses. In the existing wealth business, 360 One hired a team of 35+ staff at the partner level during 9MFY24.
- The new hires at the partner level should help the company manage a total of 8,000-10,000 families with AUM of Rs 50mn each as compared to the current capacity of ~4,000 families. Management sees a large market opportunity in the wealth business comprising 30,000-50,000 potential families in India.
- Management conceded that senior hires and the lag in corresponding revenue would keep the C/I ratio elevated at 48-49% for FY24, with some decline expected in FY25 before settling at 45% in FY26.

Yields

- ARR yield (calc.) has declined 12bps YoY to 64bps in Q3FY24 but held steady QoQ.
 - Yield (calc.) for 360 One Plus slipped 6bps YoY to 19bps but was broadly stable sequentially. Within this, management expects that the NDPMS business attracting yield of 29-30bps can potentially move to 35bps by Q2FY25.
 - Yield (calc.) on distributing third-party managed funds declined 12bps YoY to 72bps.

- According to the company, of the total ARR AUM of Rs 2.2tn, only ~Rs 1.85tn is yielding revenue currently. Of the balance Rs 340bn, 50% is likely to take 3-4 quarters to convert into fee-paying accounts while the remaining 50% will take a longer time for conversion.

Net flows

- ARR net flows stood at Rs 89bn for Q3FY24 and Rs 275bn for 9MFY24.
- Of the Rs 89bn in Q3 net inflows, Rs 77.2bn came from the wealth division and Rs 11.4bn from alternative business. In the wealth division, 360 One Plus flows held strong at Rs 81bn whereas distribution assets saw net outflows of Rs 8.7bn. The loan book made up the remaining Rs 4.5bn.
- 360 One Plus saw lower flows in discretionary PMS as the company rejigged this business based on the expectation of a slight improvement in Q4FY24 and a large positive shift from FY25 onwards.
- Management retained guidance of Rs 400bn in annual recurring net flows for FY24 and expects to scale up to Rs 500bn in FY25, with another Rs 100bn likely to come from its new business (65-70% from HNIs and the remainder from the global business).

AMC business

- 360 One saw strong inflows in the mutual fund (MF) business in Q3FY24 and has a positive outlook for the next 12-24 months. Although the company has an open architecture where relationship managers are instructed not to invest more than 10-20% into its own asset management products, the new businesses are expected to drive greater traction in MF products.
- The company plans to launch SOF 12, a special opportunities fund, and expects it to grow to Rs 30bn-40bn by end-Q1FY25. Management believes its healthcare fund will reach the Rs 10bn mark from the current Rs 5bn. A new Rs 20bn-25bn credit fund is also planned for launch this quarter.

Other updates

- 360 One onboarded 400+ clients during 9MFY24, each with AUM exceeding Rs 50mn in ARR assets. This >Rs 50mn client segment now constitutes 95%+ of the company's wealth ARR AUM.
- Carry income for an AMC is difficult to predict but management estimates that it is typically 15-16bps of non-listed equity AUM plus some listed carry AUM. For instance, Rs 400bn of AUM should attract carry income of Rs 600mn for the full year.
- The company intends to maintain a gearing ratio of ~4x on its NBFC book with its own capital at Rs 15bn.
- 360 One has 8-10 tentative institutional mandates, of which at least 2-3 should be converted in the next 6-9 months.
- Custody assets totalled Rs 1.2tn at end-Q3.
- Management announced the fourth interim dividend of Rs 4.5/sh for FY24 for a YTD total of Rs 16.5/sh. Dividend payout is proposed to continue at 70-80% of PAT.

Valuation methodology

360 One retains its niche positioning in the wealth management business, enjoys a track record of innovative products and has a strong team leader-driven model that boasts of low attrition at both the client and senior banker level. Management's decision to venture into new domestic geographies and target the HNI category besides global markets is likely to spur the next leg of growth and have a positive impact on the topline from FY25 onwards. However, we have not factored new businesses into our estimates as we await more clarity.

In our view, the company's target of Rs 400bn in ARR net flows for FY24 looks achievable given that it has already attracted Rs 275bn in 9MFY24. Management has guided for Rs 500bn of ARR net flows for FY25 excluding new business. We broadly retain our AUM estimates for FY24 and FY25 and increase our FY26 forecast by 2%. As the C/I ratio is likely to remain elevated due to the operational expansion, we lower our FY24/FY25 PAT projections by 2% each but bake in 1% higher profits in FY26 on higher AUM.

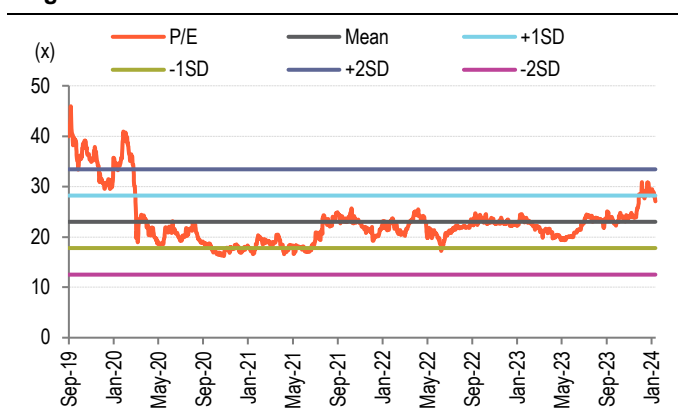
We retain our TP of Rs 747 and continue to value the stock at an unchanged 25x FY26E P/E multiple – a 10% premium to the long-term average. Though we had moved 360 One to HOLD in our [Q3FY24 preview](#) of 3 January, we now reinstate our rating to BUY as the stock has corrected 11% since our report, making current valuations attractive at 21x FY26E EPS. Our premium multiple stems from continued traction in the company's ARR model where AUM has reached Rs 2.2tn in Q3FY24, strong net flows, better growth visibility as operations expand, and positive market sentiment.

Fig 17 – Revised estimates

(Rs mn)	New			Old			Change (%)		
	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E
Recurring AUM	23,02,753	30,78,363	38,98,444	22,99,555	30,77,910	38,35,345	0.1	0.0	1.6
Recurring revenue	13,198	16,320	20,165	13,164	16,246	20,008	0.3	0.5	0.8
Total revenue	18,348	21,120	25,365	18,314	21,046	25,108	0.2	0.3	1.0
Cost to income (%)	49.0	47.0	45.0	48.0	46.0	45.0	100bps	100bps	0bps
PBT	9,358	11,193	13,951	9,523	11,365	13,810	(1.7)	(1.5)	1.0
Tax rate (%)	20.0	21.0	21.0	20.0	21.0	21.0	0bps	0bps	0bps
PAT	7,486	8,843	11,021	7,618	8,978	10,910	(1.7)	(1.5)	1.0
Diluted EPS (Rs)	20	24	30	21	25	30	(2.8)	(2.5)	(0.0)
ROAE (%)	23.5	26.8	32.0	24.0	27.2	31.6	(41bps)	(39bps)	35bps

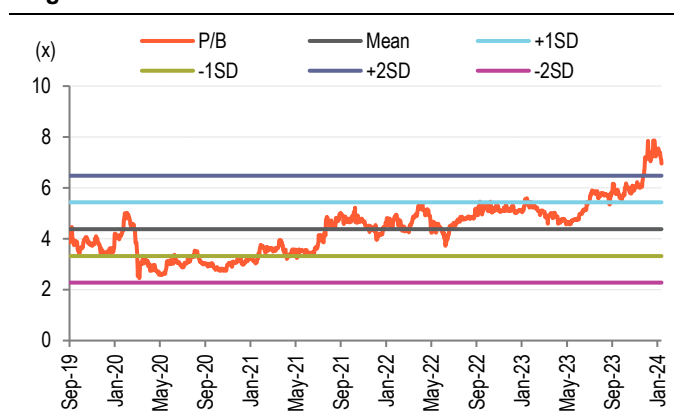
Source: BOBCAPS Research

Fig 18 – 1Y fwd P/E band



Source: Bloomberg, BOBCAPS Research

Fig 19 – 1Y fwd P/B band



Source: Bloomberg, BOBCAPS Research

Key risks

Key downside risks to our estimates are:

- **Goodwill risk:** 360 One's business is built on the goodwill of existing clients with new clients being acquired by word of mouth. Any change in the company's reputation due to a customer's bad experience can result in loss of goodwill, thereby hampering its ability to acquire new customers or even leading to attrition among existing clients.
- **Volatile capital markets:** Volatility in capital markets persists owing to geopolitical tensions, erratic oil prices and fluctuating corporate earnings. This could lead to abnormal losses/profits in client portfolios. Should new wealth creation drop, the pace of estimated growth in the wealth industry may slow, which may result in lower AUM growth for the company. As per management, a 20% fall in the benchmark can result in an 8-12% decline in AUM.
- **Slower-than-anticipated growth in 360 One Plus assets:** The company has been a pioneer in pushing for the shift to a recurring revenue model, spearheaded by the 360 One Plus proposition, where revenue is earned in the form of fees from clients rather than commissions from mutual funds. However, the speed of client conversion to this proposition may be slower than expected. Also, pricing pressures may arise as other competitors move to similar models.
- **High dependence on senior team leaders:** 360 One is dependent on senior team leaders, bankers and relationship managers to retain and expand the client base over the long term. Any substantial senior-level attrition may lead to a corresponding increase in client attrition or may even slow AUM growth.
- **Regulatory issues:** Several regulatory changes have been introduced over the last few years, altering the dynamics of the business (for example, the change in commission earned from upfront to trail). Any further unfavourable changes can affect the income earned by the company.

Glossary

Glossary			
AIF	Alternative Investment Fund	MTM	Mark to Market
AMC	Asset Management Company	NDPMS	Non-Discretionary PMS
ARR	Annual Recurring Revenue	NRI	Non-Resident Indian
AUM	Assets Under Management	PMS	Portfolio Management Services
HNI	High Net Worth Individuals	UHNI	Ultra-High Net Worth Individuals

Financials

Income Statement

Y/E 31 Mar (Rs mn)	FY22A	FY23A	FY24E	FY25E	FY26E
Recurring revenue	9,120	10,496	13,198	16,320	20,165
Non-recurring revenue	4,862	5,154	4,250	4,000	4,300
Other income	1,372	37	900	800	900
Total income	15,354	15,687	18,348	21,120	25,365
Operating expenses	7,841	7,184	8,991	9,926	11,414
PBT	7,513	8,503	9,358	11,193	13,951
PBT growth (%)	54.9	13.2	10.1	19.6	24.6
Tax	1,696	1,824	1,872	2,351	2,930
Tax rate (%)	22.6	21.5	20.0	21.0	21.0
Reported PAT	5,818	6,679	7,486	8,843	11,021

Balance Sheet

Y/E 31 Mar (Rs mn)	FY22A	FY23A	FY24E	FY25E	FY26E
Equity capital	177	356	356	356	356
Reserves & surplus	29,798	30,908	31,964	33,290	34,943
Net worth	29,976	31,264	32,320	33,646	35,300
Total debt	58,250	67,837	88,837	1,15,680	1,42,599
Other liab. & provisions	49,145	44,084	46,119	49,933	54,097
Total liabilities &	1,07,395	1,11,921	1,34,955	1,65,613	1,96,696
Cash & bank balance	10,222	7,256	10,250	16,069	20,139
Fixed & Other assets	97,173	1,04,665	1,24,705	1,49,544	1,76,557
Total assets	1,07,395	1,11,921	1,34,955	1,65,613	1,96,696

Per Share

Y/E 31 Mar (Rs)	FY22A	FY23A	FY24E	FY25E	FY26E
EPS	64.1	18.1	20.3	24.0	29.9
Dividend per share	55.0	17.3	17.3	20.4	25.4
Book value per share	332.6	85.7	87.7	91.2	95.7

Valuations Ratios

Y/E 31 Mar (x)	FY22A	FY23A	FY24E	FY25E	FY26E
P/E	9.8	34.7	31.0	26.2	21.0
P/BV	1.9	7.3	7.2	6.9	6.6
Dividend yield (%)	8.7	2.8	2.7	3.2	4.0

DuPont Analysis

Y/E 31 Mar (bps of AAAUM)	FY22A	FY23A	FY24E	FY25E	FY26E
Operating income	113.5	100.4	87.8	75.5	70.1
Operating expenses	63.6	46.1	45.2	36.9	32.7
Other income	11.1	0.2	4.5	3.0	2.6
PBT	61.0	54.6	47.1	41.6	40.0
Tax	13.8	11.7	9.4	8.7	8.4

Ratio Analysis

Y/E 31 Mar	FY22A	FY23A	FY24E	FY25E	FY26E
YoY growth (%)					
PBT	54.9	13.2	10.1	19.6	24.6
EPS	53.5	(71.7)	NA	18.1	24.6
Profitability & Return ratios (%)					
Operating to Total income	91.1	99.8	95.1	96.2	96.5
Cost to Income ratio	51.1	45.8	49.0	47.0	45.0
PBT margin	48.9	54.2	51.0	53.0	55.0
ROE	20.0	21.8	23.5	26.8	32.0
Dividend payout ratio	85.8	95.5	85.0	85.0	85.0

Source: Company, BOBCAPS Research

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BUY – Expected return >+15%

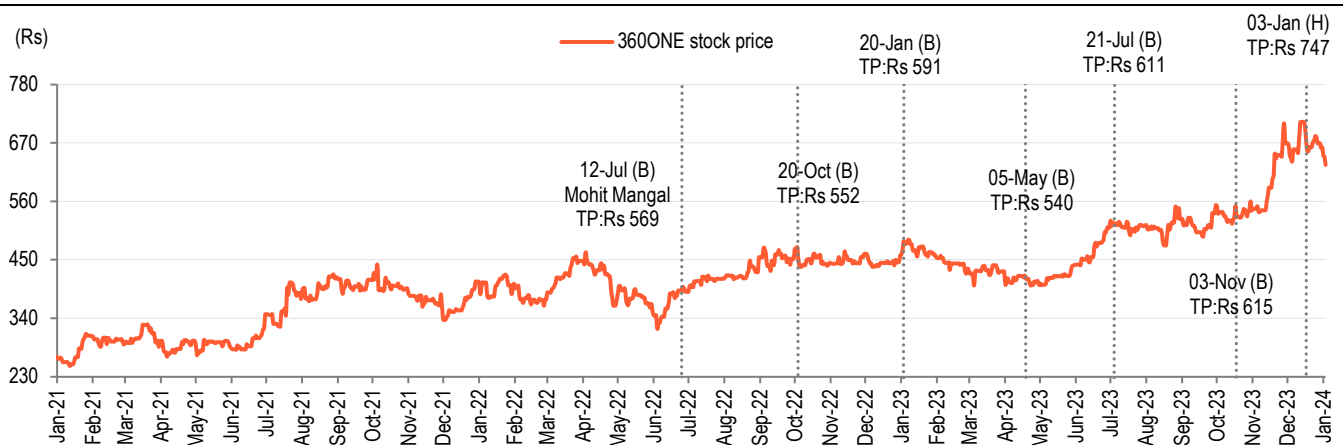
HOLD – Expected return from -6% to +15%

SELL – Expected return <-6%

Note: Recommendation structure changed with effect from 21 June 2021

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Ratings and Target Price (3-year history): 360 ONE (360ONE IN)



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