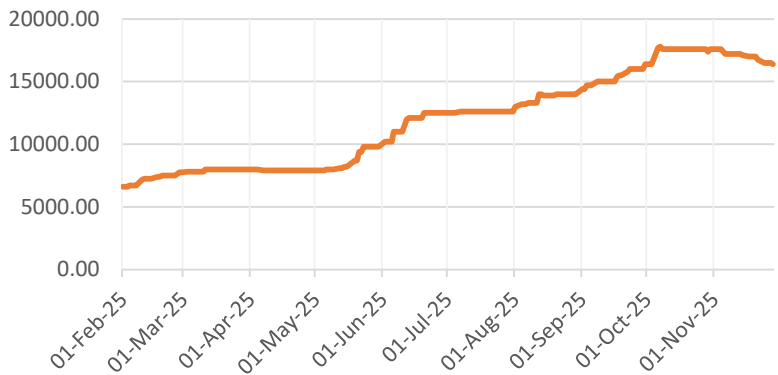


Parag Parikh Financial Advisory Services Limited

Company Highlights

ISIN Number: INE0FGC01012
Face Value (INR) : 10
Authorised Share Capital: INR 30 Cr.
Paid Up Capital: INR 7.87 Cr.
Outstanding Shares : 76,95,874
Status : Unlisted
Industry: Portfolio Management
Services, Mutual Fund
Business Divisions: Portfolio Management
Services, Mutual Fund, Investment Managers,
etc.
HQ: Mumbai, Maharashtra

Price Movement of PPFAS



Key Financial Metrics

Particulars	FY25	FY24	FY23
Revenue from operations (in Cr.)	428.84	286.27	144.81
Total Income (in Cr.)	429.09	286.43	146.39
Fees & commission (in ₹ Cr.)	375.88	212.48	144.81
EBITDA	341.85	220.04	104.98
PBT	335.76	216.92	103.05
PAT	246.60	171.04	76.51
EPS (in ₹)	284.30	196.38	92.29
Dividend per share (in ₹)	15.00	9.00	6.00

Executive Summary

Parag Parikh Financial Advisory Services Limited (PPFAS) is a Mumbai-based financial services organization operating primarily as the **Sponsor of PPFAS Mutual Fund** and offering services through **Portfolio Management Services (PMS)** and asset management operations. The company reported a strong financial performance in FY25, driven by robust growth in Assets Under Management (AUM), solid investor addition, and improved profitability. PPFAS primarily follows a **long-term, value-oriented investment philosophy**, focusing on quality businesses and risk-managed portfolio construction. The firm maintains a conservative approach to liquidity and debt exposure, emphasizing investor protection. The asset allocation structure is heavily **equity-oriented**, with **93% of AUM in equity**, 5% in hybrid, and 2% in liquid assets, indicating growth-focused investment positioning. PPFAS has emerged as a preferred choice for retail investors who value **discipline, transparency and rational investment behavior**, which has enabled the company to build a loyal investor base and gain a strong reputation without heavy advertising or aggressive distribution tactics. Growth in AUM, steady increase in SIP participation, and expansion of physical presence across major Indian cities reflect the increasing acceptance of the PPFAS investment philosophy in the broader market.

Shareholding Pattern as on 31st March 2025

Particular	%
Promoters	81.36%
Others	18.64%

Major Highlights – FY25 of Parag Parikh Financial Advisory Services Limited

Major Highlights

- **Mutual Fund AUM increased by 55.33% YoY**, rising from ₹68,453.01 Cr. in FY24 to ₹1,06,357.72 Cr. in FY25.
- **Investor base expanded significantly by 45.38%**, increasing from 33,75,286 investors in FY24 to 49,05,542 investors in FY25.
- **PMS business recorded AUM growth of 18.88% YoY**, increasing from ₹67.86 Cr. to ₹80.67 Cr.
- **Discretionary PMS AUM** grew from ₹37.96 Cr. to ₹45.94 Cr., recording **21.03% YoY growth**, while **Non-Discretionary PMS AUM** rose from ₹29.90 Cr. to ₹34.73 Cr., up **16.15% YoY**.
- **Strong retail participation** reflected in SIP registrations rise and growth in geographic penetration beyond Tier-1 markets.
- **Asset allocation remained highly equity-oriented**, with **93% of AUM in equity**, **5% in hybrid**, and **2% in liquid**, signaling a strong growth-focused positioning.
- **Key operational expenses included** Tax Expense ₹89 Cr. (**20.78%**), Employee Benefits ₹63 Cr. (**14.66%**), Other Expenses ₹24 Cr. (**5.67%**), Depreciation ₹5 Cr. (**1.24%**), and Finance Cost ₹1 Cr. (**0.18%**).
- **Retail distribution strength improved** through **branch expansion**, with presence across major Indian cities such as Mumbai, Ahmedabad, Bengaluru, Chennai, Hyderabad, Gurugram, Kolkata, Delhi, Pune, Surat, Lucknow, Thane & Vadodara.
- **Technology & digital infrastructure strengthened**, enhancing system security, automation, investor servicing and operational efficiency.
- **Consistent performance across major schemes**, with schemes outperforming benchmark returns across 1-year, 3-year, 5-year and since-inception periods.
- **Expense ratio reduction strategy** continued, supporting long-term investor benefits.
- **Emphasis on governance and leadership strengthening**, including board expansion with experienced industry professionals.

Financial Highlights

₹ (in crores)

Particulars	Financial Year					CAGR
	FY25	Y-o-Y Growth	FY24	Y-o-Y Growth	FY23	
Total Revenue from Operations	428.84	49.80%	286.27	97.69%	144.81	43.60%
Other income	0.26	59.80%	0.16	-89.81%	1.58	-45.39%
Total Income	429.09	49.81%	286.43	95.67%	146.39	43.11%
Finance Cost	0.76	322.35%	0.18	NA	-	NA
Employee benefits expense	62.91	27.53%	49.33	71.95%	28.69	29.92%
Depreciation & Amortization	5.33	81.82%	2.93	52.49%	1.92	40.48%
Other expenses	24.33	42.57%	17.06	34.12%	12.72	24.12%
Total Expenses	93.34	34.28%	69.51	60.40%	43.33	29.14%
PBT	335.76	54.78%	216.92	110.49%	103.05	48.25%
EBITDA	341.85	55.36%	220.04	109.60%	104.98	48.22%
EBITDA Margin	79.72%	3.71%	76.86%	6.03%	72.49%	3.22%
PAT	246.60	44.17%	171.04	123.54%	76.51	47.71%
PAT Margin	57.47%	-3.76%	59.72%	14.25%	52.27%	3.21%
No. of Eq. Shares Outstanding	76,95,874.00	0.36%	76,68,074.00	0.00%	76,68,074.00	0.12%
Equity Share Capital	7.70	0.36%	7.67	0.00%	7.67	0.12%
Total Net Worth	648.84	59.23%	407.48	69.37%	240.59	39.19%
Total Assets	702.15	61.51%	434.74	69.71%	256.17	39.95%

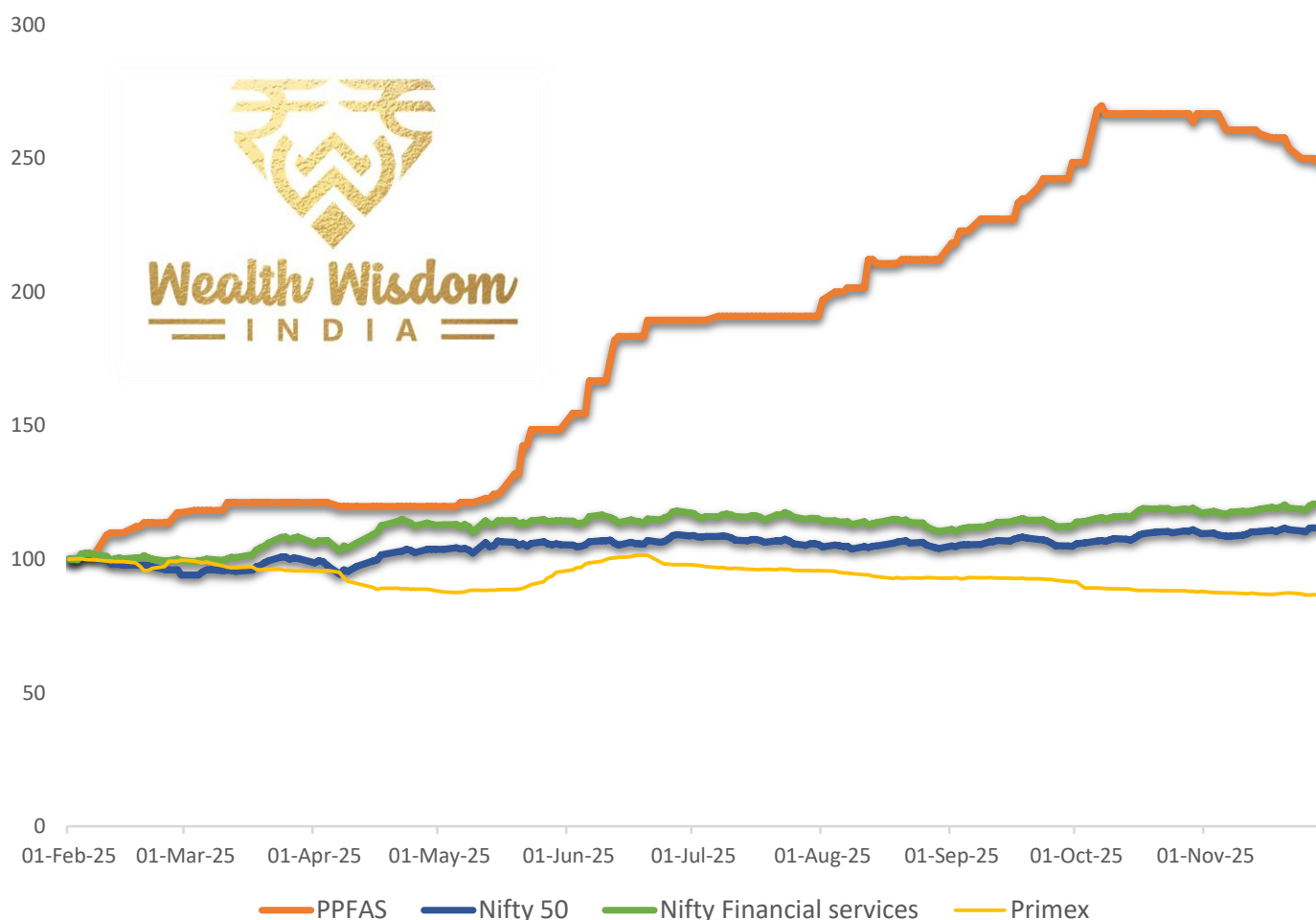
Valuation Ratios

Particulars	FY25	FY24	FY23
BVPS (in ₹)	843.10	531.40	313.76
BV Growth (%)	58.66%	69.37%	92.72%
Price (in ₹)	8,000.00	-	-
Price Growth (%)	NA	NA	NA
Price -BV (x)	9.49	-	-
EPS (in ₹)	284.30	196.38	92.29
EPS Growth %	44.77%	112.79%	90.56%
Price- Earnings (x)	28.14	-	-
Dividend	15.00	8.60	5.50
Dividend growth (%)	74.42%	56.36%	175.00%

The company has demonstrated strong and consistent financial performance over FY23–FY25. Book Value per Share (BVPS) increased significantly from ₹313.76 in FY23 to ₹843.10 in FY25, representing robust growth momentum. Earnings per Share (EPS) also improved sharply, growing from ₹92.29 in FY23 to ₹284.30 in FY25, reflecting operational strength and profitability expansion. The Price-to-Earnings ratio for FY25 stands at 28.14x, while the Price-to-Book ratio is 9.49x, indicating a premium valuation in line with the company's strong fundamentals. Dividend payouts have steadily increased from ₹5.50 in FY23 to ₹15.00 in FY25, ensuring improving returns to shareholders with consistent double-digit dividend growth.

Price Movement

Relative Price movement pattern



Financials

Financial Metrics

Particulars	FY 25	FY 24	FY 23
Cash flow metrics (in ₹ cr.)			
Operating cash flow	198.34	102.56	74.18
Investing cash flow	-190.01	-96.72	-74.63
Financing cash flow	-9.17	-5.10	0.29
Net cash flow	-0.84	0.74	-0.17
Growth ratios (in %)			
Sales Growth	49.80%	97.69%	63.06%
EBITDA Growth	55.36%	109.60%	83.12%
Net profit growth	44.17%	123.54%	95.38%
EPS Growth	44.77%	112.79%	90.56%
Common size ratios -as a % of sales			
EBITDA margin	79.72%	76.86%	72.49%
EBIT margin	78.47%	75.84%	71.17%
PAT margin	57.51%	59.75%	52.84%
Employee cost	14.67%	17.23%	19.81%
Other operating expenses	5.67%	5.96%	8.78%
Return ratios			
RoNW	38.01%	41.98%	31.80%
RoA	35.12%	39.34%	29.87%

Financial Metrics Summary

Cash Flow Performance

- ❖ **Operating cash flow** strengthened sharply to ₹198.34 Cr. in FY25, up from ₹102.56 Cr. in FY24, indicating improved operational efficiency.
- ❖ **Investing cash flow** remained negative at ₹-190.01 Cr. in FY25, driven by continued capital deployment.
- ❖ **Financing cash flow** stood at ₹-9.17 Cr. in FY25, and the outflow is primarily due to dividend paid during the year.
- ❖ **Net cash flow** was marginally negative at ₹-0.84 Cr. in FY25, compared to a positive ₹0.74 Cr. in FY24.

Growth Ratios

- ❖ **Sales growth** moderated to 49.80% in FY25, from 97.69% in FY24, but continues to remain strong.
- ❖ **EBITDA growth** was 55.36% in FY25, compared to 109.60% in FY24, normalizing after a high-growth period.
- ❖ **Net profit growth** declined to 44.17%, down from 123.54% in FY24.
- ❖ **EPS growth** stood at 44.77%, compared to 112.79% in FY24.

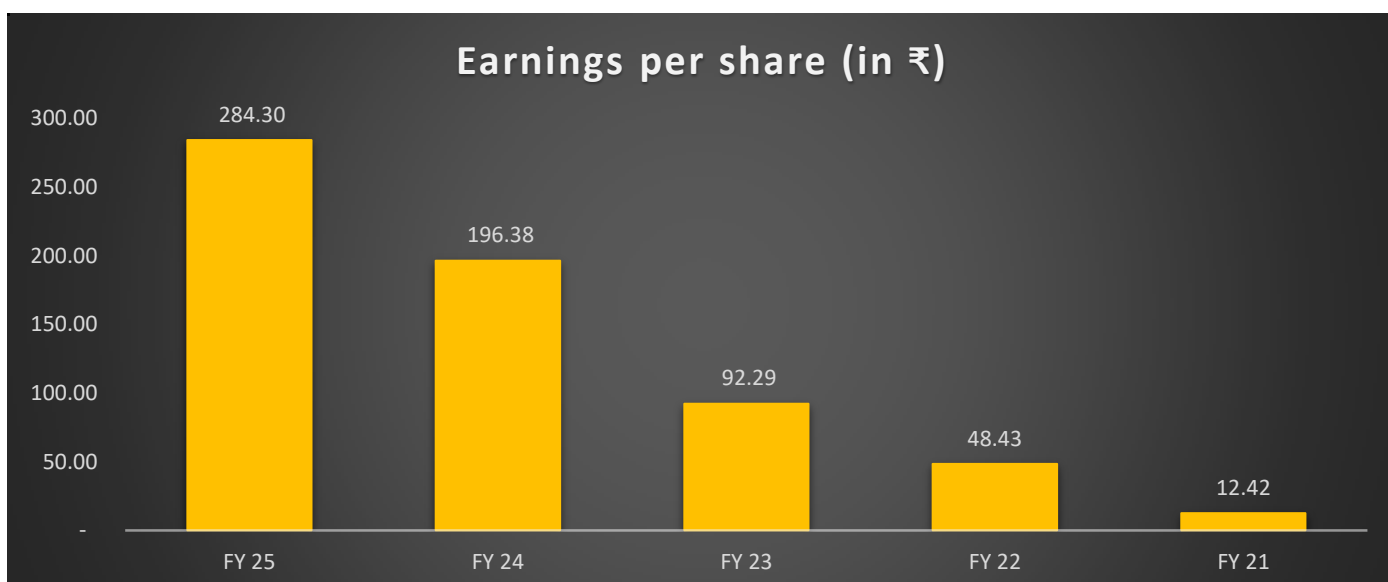
Common Size Ratios (as % of Sales)

- ❖ **EBITDA margin** improved to 79.72% in FY25, up from 76.86% in FY24.
- ❖ **EBIT margin** also increased to 78.47%, compared to 75.84% in FY24.
- ❖ **PAT margin** moderated slightly to 57.51%, from 59.75% in FY24.
- ❖ **Employee cost** as a percentage of sales reduced to 14.67%, down from 17.23% in FY24.
- ❖ **Other operating expenses** remained stable at 5.67% in FY25.

Return Ratios

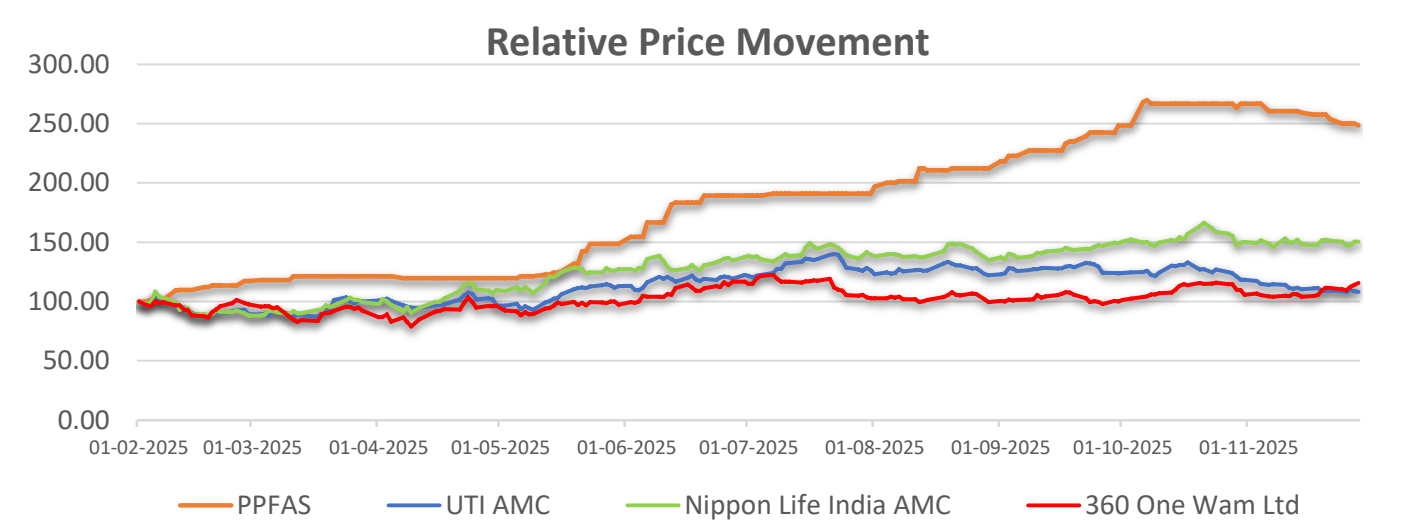
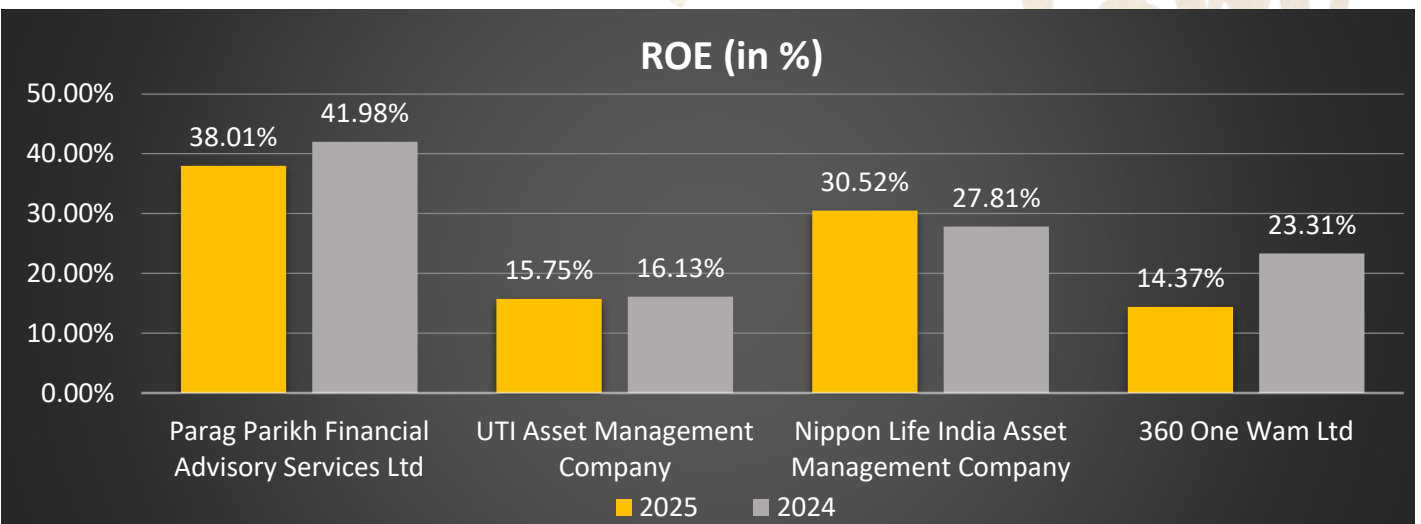
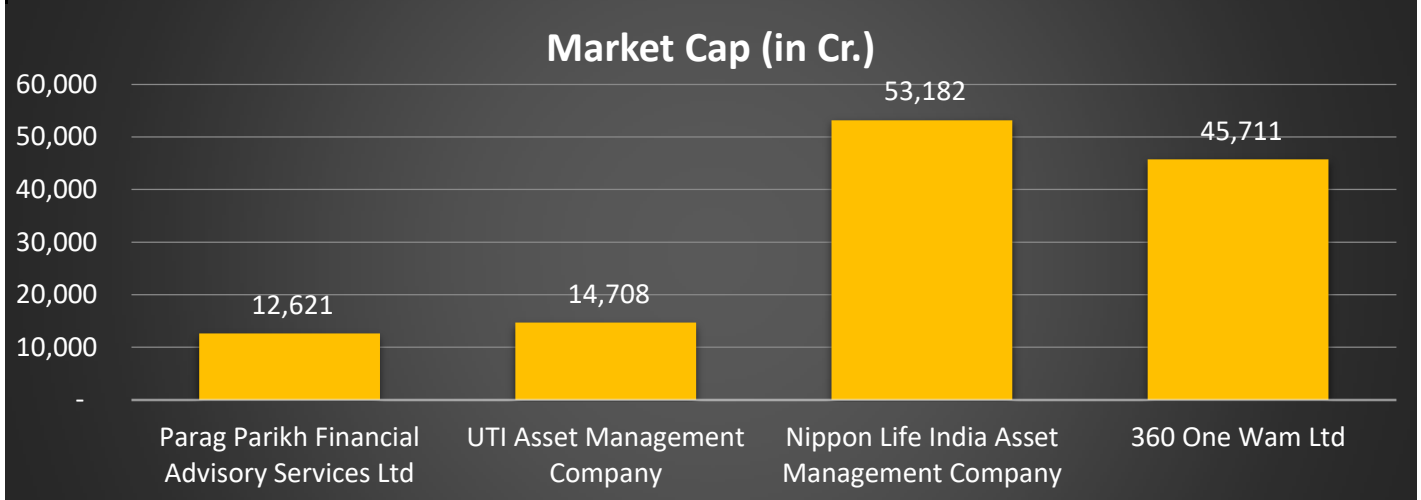
- ❖ **RoNW** stood at 38.01%, compared to 41.98% in FY24.
- ❖ **RoA** was 35.12%, slightly lower than 39.34% in FY24.

Exhibit 1: Earnings per share



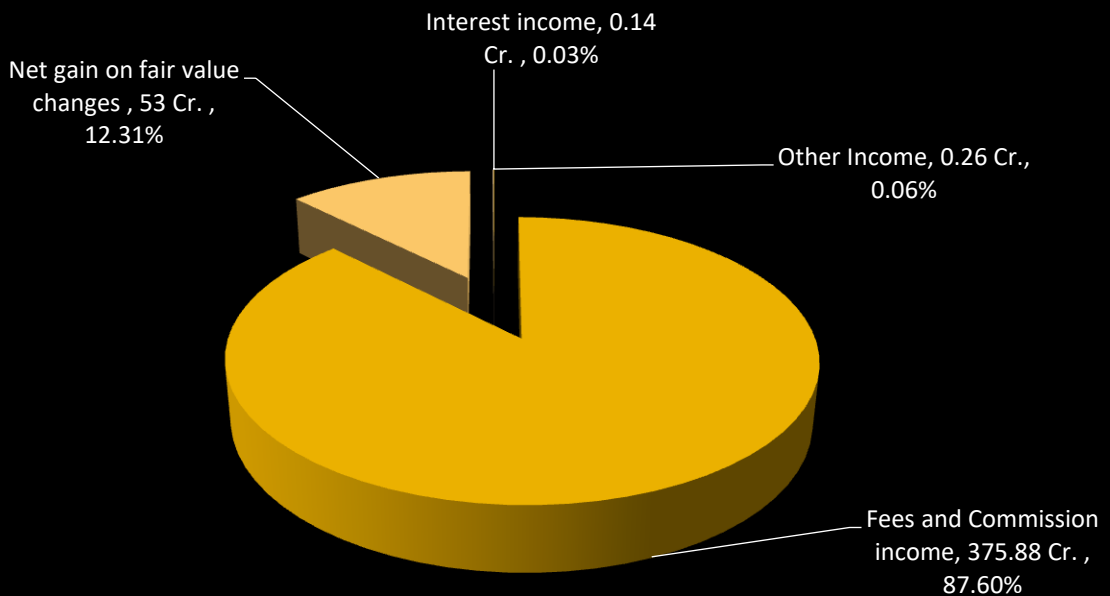
Peer Comparison (CMP Dated December 02, 2025)

Particulars	Parag Parikh Financial Advisory Services Ltd	UTI Asset Management Company	Nippon Life India Asset Management Company	360 One Wam Ltd
CMP* (in ₹)	16,400.00	1,149.30	837.90	1,162.90
Market Cap (In Cr.)	12,621.23	14,708.40	53,181.73	45,710.57
Revenue From Operations (In Cr.)	428.84	1,851.09	2,230.69	3,295.09
Total Income (In Cr.)	429.09	1,859.94	2,520.72	3,684.39
Total Expenses (In Cr.)	93.34	807.77	826.40	2,249.94
PAT (In Cr.)	246.60	812.96	1,285.73	1,015.30
EPS (Earnings Per Share) (in ₹)	284.30	57.11	20.03	26.08
BVPS (Book Value Per Share) (in ₹)	843.10	403.22	66.38	178.74
P/E	57.69	20.12	41.83	44.59
P/BV	19.45	2.85	12.62	6.51
ROE	38.01%	15.75%	30.52%	14.37%
3 year CAGR Sales	43.60%	13.47%	18.23%	20.09%
3 year CAGR Net profit	47.71%	22.74%	21.16%	15.56%
Operating Margin	78.47%	57.53%	76.26%	67.79%
Asset Turnover ratio	0.61	0.33	0.48	0.17

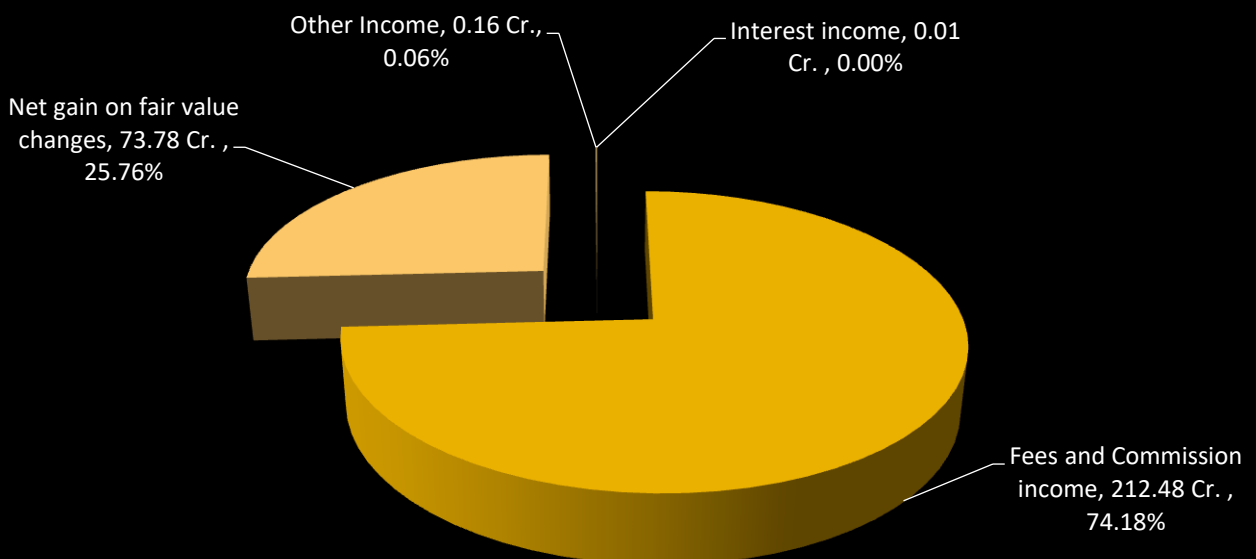


Financials

Total Income Bifurcation (in Cr.) - FY25



Total Income Bifurcation (in Cr.) - FY24



Total Income Bifurcation – FY25

During FY25, Parag Parikh Financial Advisory Services Limited reported a **Total Income of ₹429.09 Cr.**, increasing from **₹286.43 Cr. in FY24**, representing a remarkable **49.81% year-on-year growth**.

The business continues to remain predominantly driven by **fees & commission income**, supported by **net gains on fair value changes**. Marginal contribution was recorded from interest and other income.

Breakdown of Total Income (₹ in Cr.)

Fees & Commission Income: ₹375.88 Cr. (FY25) vs ₹212.48 Cr. (FY24)

✓ Major revenue driver (**~87.60% of total revenue in FY25**)

✓ Strong performance reflecting increased market participation

Net Gain on Fair Value Changes: ₹53 Cr. (FY25) vs ₹73.78 Cr. (FY24)

✓ Continued positive contribution despite a decline vs FY24

Other Income: ₹0.26 Cr. (FY25) vs ₹0.16 Cr. (FY24)

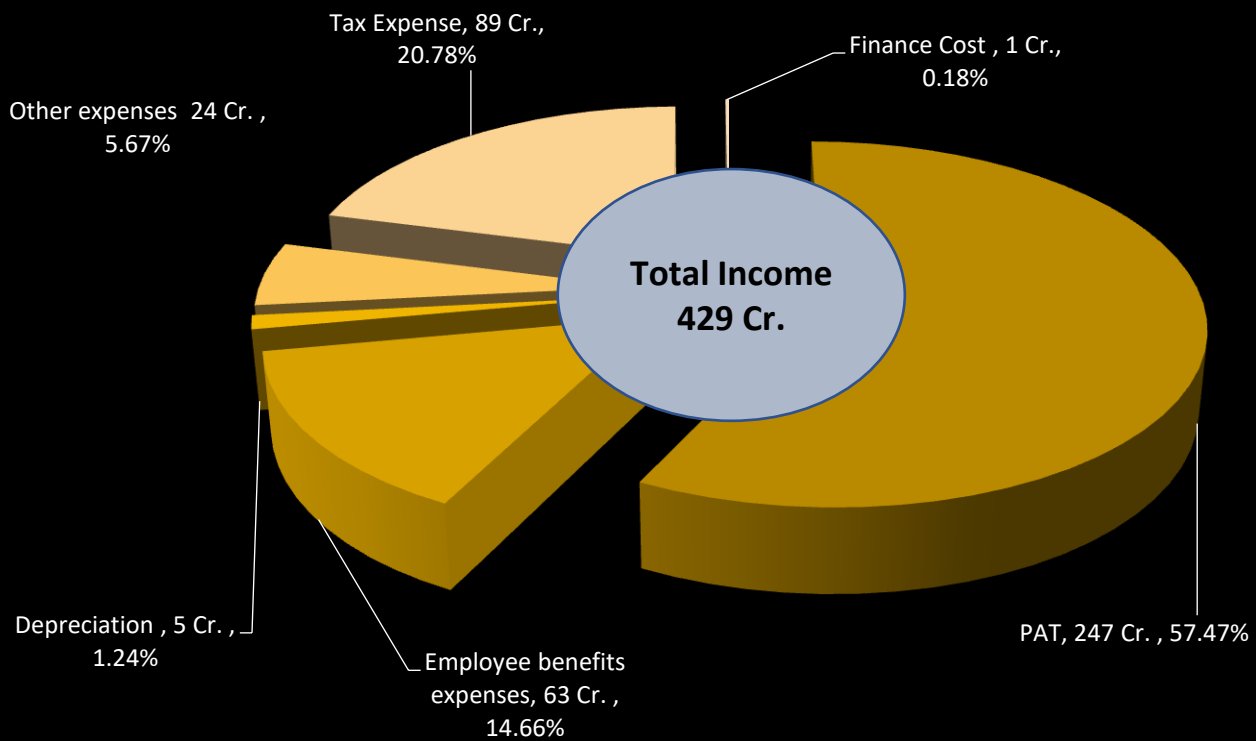
✓ Minor contribution to overall performance

Interest Income: ₹0.14 Cr. (FY25) vs ₹0.01 Cr. (FY24)

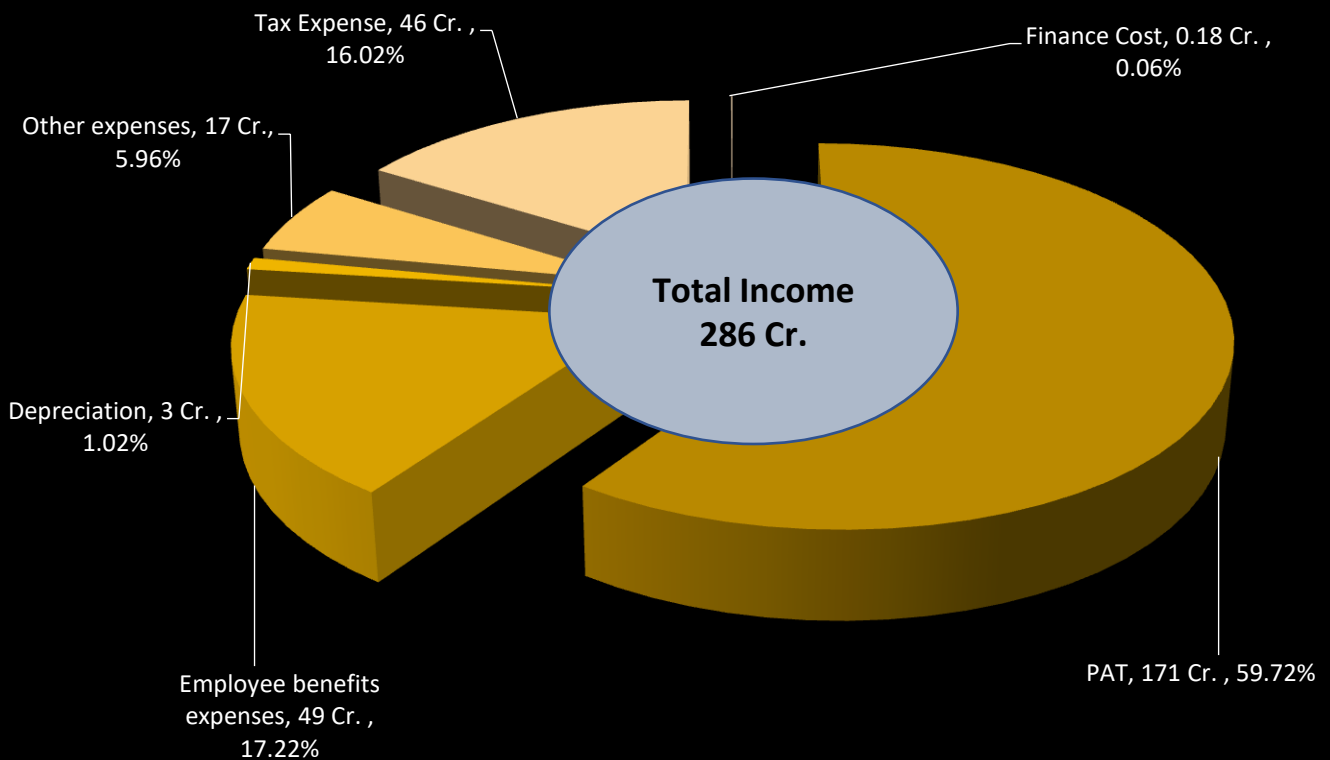
✓ Very small portion of total income

Financials

Total Income Utilization (in Cr.) - FY25



Total Income Utilization (in Cr.) - FY24



Total Income Utilization Summary – FY25

During FY25, **Parag Parikh Financial Advisory Services Limited** generated a **Total Income of ₹429 Cr.**, reflecting strong financial performance compared to the previous year.

Total expenses stood at approximately **₹93 Cr.**, primarily driven by **employee benefit expenses, depreciation, and other operating costs**. As a result, the company recorded a solid **Profit After Tax (PAT)** of **₹247 Cr**, accounting for **57.47% of total income**.

Strategic Developments & Business Expansion

Parag Parikh Financial Advisory Services Limited continued to strengthen its market position in FY25 through strategic initiatives and governance enhancements. The company incorporated a new wholly owned subsidiary, **PPFAS Alternate Asset Managers IFSC Private Limited** at GIFT City, Gandhinagar, on **18 November 2024**, expanding its capabilities in alternative investments and international asset management.

PPFAS also enhanced its leadership depth with the appointment of **Mr. Himanshoo Bohara** (ex-Group CFO of ASK Investment Managers Ltd) as an Additional Director, bringing over **25 years** of experience across capital markets, taxation, and regulatory compliance.

The company's **Portfolio Management Services (PMS)** business witnessed strong momentum with **18.88% YoY AUM growth** to ₹80.67 Cr in FY25, driven by consistent alpha generation and disciplined research-led investment philosophy. The flagship **Discretionary PMS strategy (Cognito)** delivered returns of **21.72%** on a 1-year basis (net of fees), outperforming benchmark returns.

With rising financialisation of household savings in India and expanding equity participation, PPFAS is uniquely positioned to capture accelerating inflows across PMS, Mutual Funds and newly formed **GIFT City Alternative Investment structures**. The addition of PPFAS Alternate Asset Managers IFSC Pvt Ltd provides access to global investor pools, offshore funds and sophisticated structures, diversifying earnings beyond domestic flows and creating a **second growth engine** independent of traditional mutual fund cycles.

Key Metrics

Exhibit 2: Growth in the number of SIP's registered

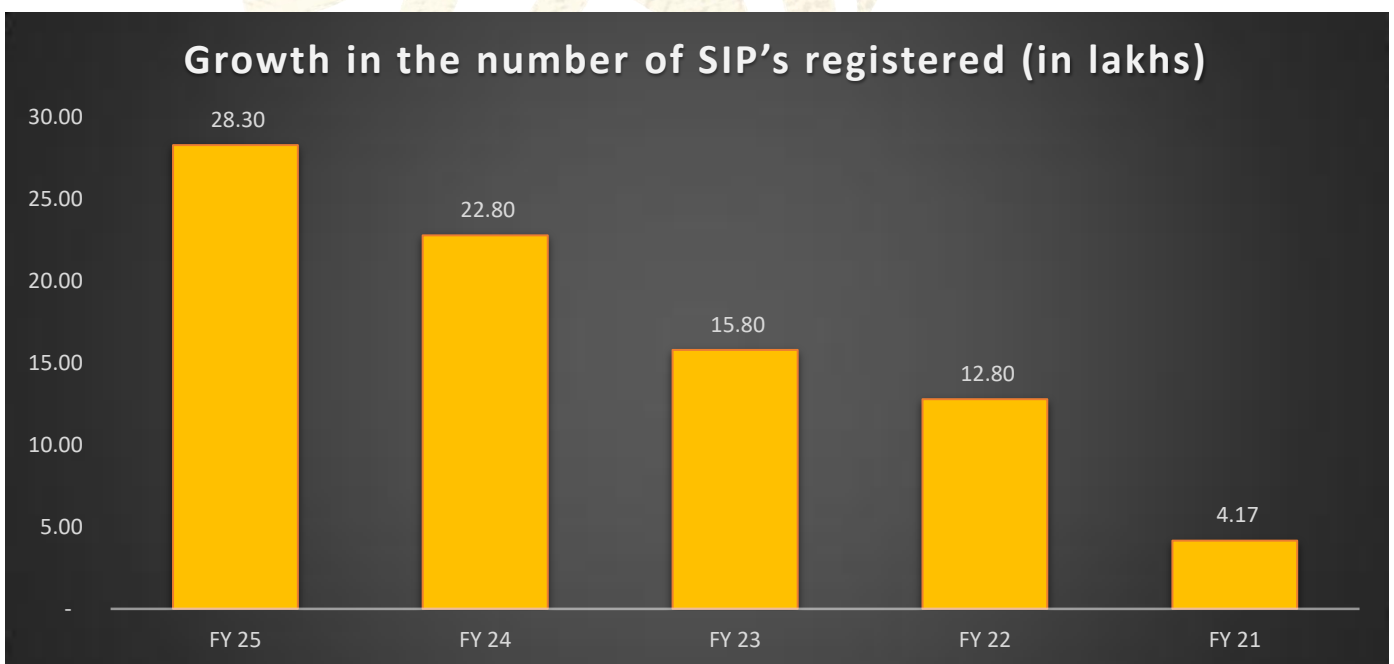
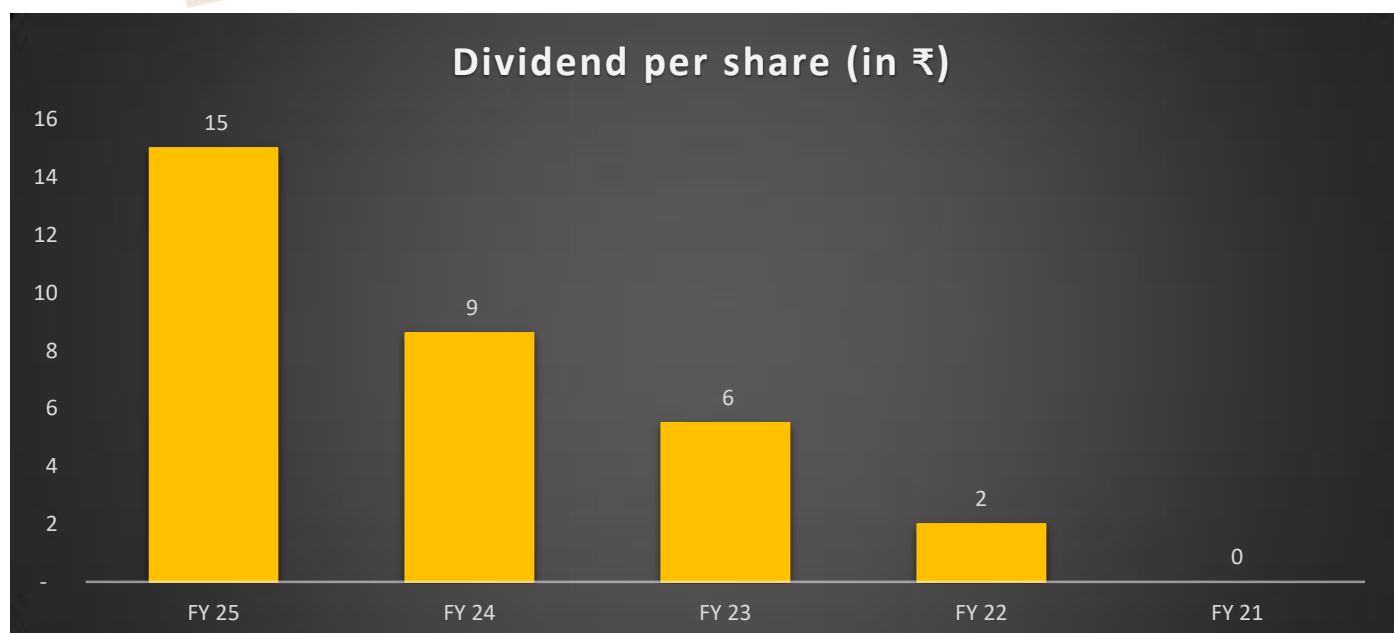
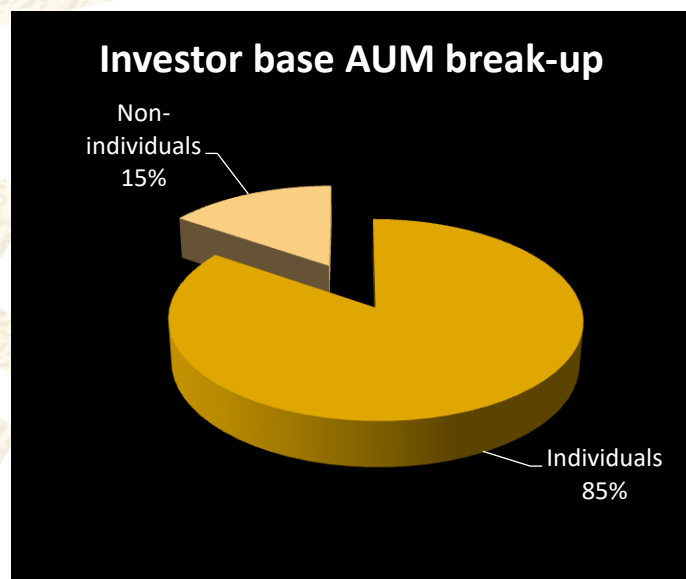
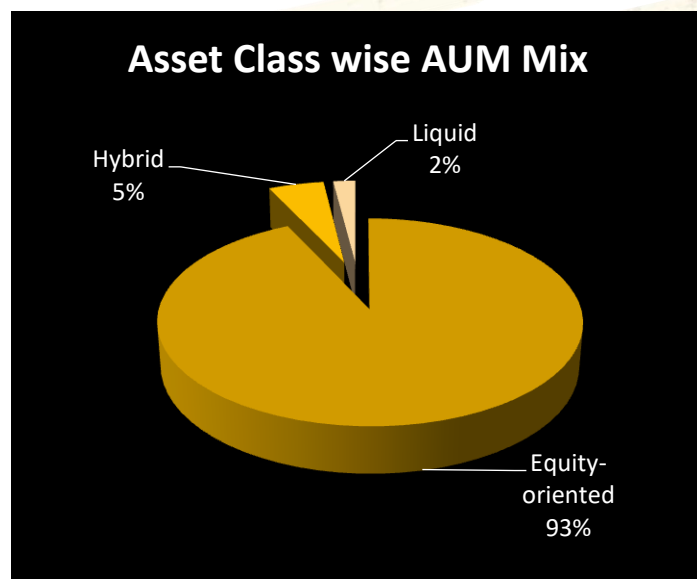
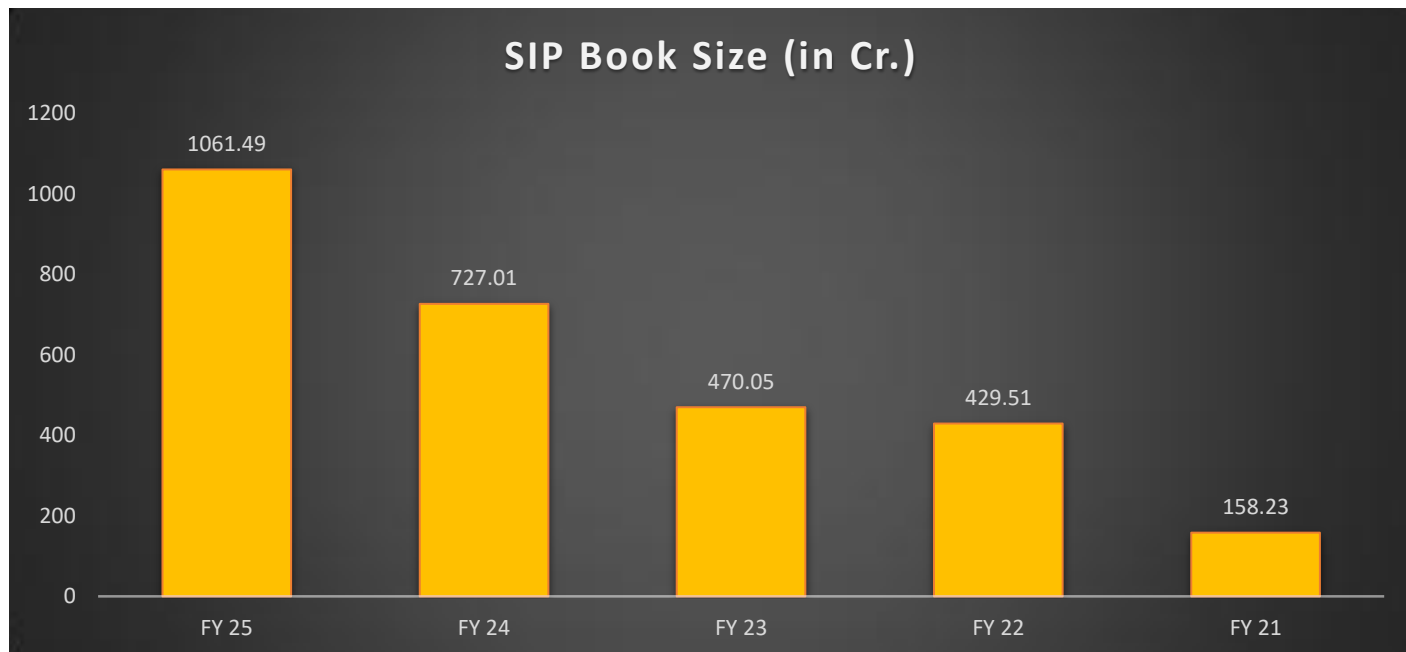


Exhibit 3: Dividend per share



Key Metrics

Exhibit 4: Growth in the number of SIP's registered



Disclaimer

The figures as on 31 March 2025 have been sourced from the Company's Annual Report. This material has been prepared for information purposes only and is based on publicly available information, internally developed data, data obtained from the NSE website, and other openly available and reliable sources. However, we do not warrant the completeness, accuracy, or reliability of the information contained herein.

This document does not constitute an offer to sell or a solicitation to buy any security or financial instrument. Any reference to products, funds, or securities merely represents instruments that we deal in on an execution-only basis and should not be construed as recommendations.

Investors are strongly advised to consult their own investment advisors and not make investment decisions solely based on this publication. Individual financial advice based on one's specific risk profile should be obtained before acting on any information contained herein. Investors remain solely responsible for their investment decisions, aligned with their objectives and risk appetite, and we shall not be liable for any consequences arising from such decisions.

We may have current or future positions in the securities mentioned in this report and may offer to buy or sell such securities or related investments. We do not guarantee the performance of any security covered in this material and accept no responsibility for any loss or damage arising from investment in such securities.