



10th October, 2025



India's Best Performing and Most Customer Centric PMS

UTI Asset Management Company Limited (UTI AMC) is one of India's oldest and most established asset managers, offering a diversified suite of mutual funds, pension funds, ETFs, alternatives, and advisory services. With over five decades of presence and a strong brand recall, the company manages assets for a wide spectrum of investors across retail, institutional, and government segments. UTI has built a broad distribution footprint with 255 UTI Financial Centres—over 80% located in underpenetrated B30 cities—while simultaneously scaling its digital channels, which now account for the majority of new purchases. The business model is supported by leadership positions in pension fund management (24.67% NPS market share) and passive products (₹1.55 lakh crore AUM), positioning UTI to benefit from the structural expansion of India's savings and investment landscape.

FY26Q1 Highlights

- Revenue: ₹547 Cr (↑3% YoY; ↑45% QoQ)
- PAT: ₹237 Cr (↓7% YoY; ↑172% QoQ); impacted by ₹39 Cr forex loss at UTI International
- Mutual Fund QAAUM: ₹3,60,867 Cr (↑16.15% YoY; ↑6.22% QoQ)
- Group AUM: ₹21.93 lakh Cr (↑13.28% YoY; ↑4.17% QoQ)
- SIP AUM: ₹42,196 Cr (↑16.9% YoY); Monthly SIP inflow ₹6,100 Cr
- Passive AUM: ₹1,55,071 Cr (↑21.9% YoY) — 43% of MF AUM
- Pension Fund AUM: ₹3,81,383 Cr (↑20% YoY); 24.7% market share in NPS
- Live Folios: 1.35 Cr; Digital purchase transactions 49.1 lakh (↑30% YoY; 95% of gross sales)
- Distribution: 255 centres (205 in B30 cities), 75,000 distributors

Core Revenue Growth with Stable Profitability- UTI AMC delivered healthy operational growth in Q1 FY26, with standalone Sale of Services up 13% YoY to ₹309.3 crore and consolidated Sale of Services up 12% YoY to ₹379.3 crore. Core PAT rose 19% YoY to ₹118 crore standalone and 4% YoY to ₹122 crore consolidated, reflecting strong fee-based income. Reported consolidated PAT declined YoY due to non-core fair value changes and FX fluctuations, masking underlying resilience.

Consistent AUM Growth with SIP Strength- Mutual Fund QAAUM grew 16.15% YoY to ₹3,60,867 crore, supported by disciplined flows and long-term investors. SIP AUM expanded 16.9% YoY to ₹42,196 crore, driven by stable monthly inflows of ₹750 crore approximately. The SIP book remains highly sticky, with over 90% of accounts running beyond 5–10 years, ensuring predictable, recurring revenues.

Strategic Shift Toward Passive & Hybrid Products- AUM mix is tilting towards scalable, low-cost products. Passive AUM (ETFs & Index funds) grew 21.9% YoY to ₹1,55,071 crore, and Hybrid AUM rose 19.8% YoY to ₹32,820 crore, outpacing active equity's 7.1% growth. New fund launches, including UTI Quant and index funds, reinforce this focus. The overall portfolio ratio of 69:31 (equity vs non-equity) remains stronger than the industry's 60:40.

Recovery in Net Flows- Q1 FY26 recorded net inflows of ₹9,920 crore. Equity funds saw inflows of ₹356 crore, income funds added ₹3,588 crore, and ETFs & Index flows moderated sequentially but remained positive. This reflects improving sentiment and diversification across product categories.

Stock Data	
CMP (29-08-2025)	Rs.1288.50
52 Week High/Low	Rs.1494.80 / Rs.905
Face Value (in Rs.)	Rs.10
Market Cap (In Crs)	Rs.16,702 Cr
Enterprise Value (In Crs)	Rs.16,198 Cr
NSE	UTIAMC
BSE	543238
Bloomberg	UTIAMC: IN
Sector	Financial Services

Shareholding Pattern (in %)		
	Jun 24	Jun 25
Promoter	0.00%	0.00%
FII	6.27%	7.70%
DII	60.67%	59.47%
Public	33.08%	32.84%

Price Performance (In%)			
(%)	1M	6M	1Yr
Nifty 50	0.21%	11.30%	-2.61%
UTI AMC	0.42%	38.42%	9.24%

Key Ratios	
Return on Equity	16.30%
Return on Assets	14.80%
Equity Mix %	69% of MF AUM
Dividend Payout	94%
ROCE	21%

Distribution Strength with Digital Scale-Up- UTI AMC operates across 699 districts with 255 Financial Centres, of which 205 are in B30 cities. B30 AUM contribution stood at 20% versus the industry's 18%, underscoring deeper penetration. On the digital side, purchase transactions rose 25% YoY to 49.1 lakh, and 88.89% of gross sales were conducted online, showing strong adoption of its hybrid physical-digital strategy.

Subsidiary Diversification Adding Stability- UTI Pension Fund managed ₹3,81,383 crore AUM with a 24.7% NPS market share, providing stable fee income. UTI Alternatives managed active commitments of ₹2,679 crore. UTI International managed ₹25,835 crore globally, though PAT was impacted by a ₹39 crore FX loss, highlighting both global scale and external risk.

Industry Tailwinds Supporting Growth- The Indian mutual fund industry continues to expand rapidly, with July equity inflows hitting ₹42,702 crore and SIP contributions reaching a record ₹28,464 crore. Industry AUM rose to ₹76.7 lakh crore, providing a strong backdrop for UTI AMC and peers.

Rising Competition, Valuation Risks & Regulatory Overhang- New entrants like Jio BlackRock are set to intensify competition, potentially driving market share pressure and fee compression. Meanwhile, AMC valuations have rerated to 35–40x earnings versus a historical 20–25x, leaving limited cushion against a correction. On top of this, SEBI's reviews of scheme categorization and operational risks could add compliance costs, while global operations expose the company to FX/geopolitical risks.

Shareholder Returns - UTI AMC has proposed a total dividend of ₹48/share for FY25 (₹26 final and ₹22 special), reflecting one of the highest payout ratios in the AMC sector. The distribution is comfortably supported by its strong equity base and treasury corpus. This consistent high payout underscores management's confidence in recurring fee income and provides investors with both growth exposure and steady cash returns.

Strategic Outlook- UTI AMC is sharpening its medium-term focus on expanding digital platforms and deepening penetration in B30 cities, where it already maintains an above-industry share. Growth is expected to be anchored by a stronger push in equity and passive products, supported by improving fund performance and product innovation. The pension business remains a key opportunity, with UTI Pension Fund managing nearly 25% of NPS industry assets and positioned to benefit from rising retirement savings. Collectively, these levers are expected to enhance earnings visibility and sustain long-term growth.

Segmental Insights

Mutual Fund Business – Core Growth Engine: The mutual fund business remains the primary driver of UTI AMC's earnings. In Q1 FY26, mutual fund management fees rose 15% YoY to ₹303 crore, supported by healthy AUM growth. UTI's MF QAAUM stood at ₹3.6 lakh crore (+16% YoY, +6% QoQ), with equity-oriented strategies contributing 69% of the mix. This equity-heavy composition is structurally positive for fee yields and earnings visibility. Net inflows were robust at ₹9,920 crore, led by equity inflows of ₹7,657 crore across both active and passive products. The SIP franchise continues to deepen, with SIP AUM of ₹42,196 crore (+17% YoY) and monthly gross inflows exceeding ₹6,100 crore. Strong adoption of digital platforms, with 49 lakh digital transactions in the quarter (+30% YoY), further reinforces customer engagement and operating efficiency. Collectively, these trends highlight UTI's strengthening retail franchise and position the AMC to benefit from the structural shift toward equity and systematic investments.

Subsidiaries – Stability from Pension, Volatility from International: The subsidiaries provide diversification to UTI AMC's earnings profile. UTI Pension Fund delivered steady growth, with revenues rising 16% YoY to ₹36.9 crore and PAT at ₹15.1 crore, reflecting its role as a stable and recurring contributor. In contrast, UTI International's performance was impacted by currency movements, with a ₹39 crore devaluation effect dragging reported PAT to just ₹4.8 crore. Adjusted for this, PAT would have been ₹43.8 crore, underscoring the sensitivity of this business to FX volatility. UTI Alternatives, though relatively small in scale, grew its revenues 25% YoY to ₹4.9 crore and represents a long-term optionality in the alternatives space. Overall, subsidiaries provide a mix of stability and risk: pension adds predictable income, international introduces volatility, and alternatives offer growth potential.

Treasury & Investments – Balance Sheet Strength, Earnings Volatility: Treasury operations remain an important, though volatile, part of UTI AMC's financials. Net gains on fair value changes were ₹153 crore in Q1, down 15% YoY, reflecting market-driven variability. The company's treasury corpus stood at ₹4,325 crore, with the bulk invested in UTI MF schemes (₹3,024 crore), followed by offshore funds (₹657 crore), venture/equity investments (₹333 crore), and bonds (₹311 crore). This sizeable investment book underpins UTI's strong balance sheet and supports its high dividend payout capacity. However, the contribution from treasury gains remains inherently market-sensitive, introducing quarterly earnings volatility.

Peer Comparison

Metric	UTI AMC	HDFC AMC	Nippon Life India AMC	Aditya Birla Sun Life AMC
QA AUM	Rs.3.61 lakh Cr	Rs. 8.29 lakh Cr	Rs. 7.45 lakh Cr	Rs. 4.43 lakh Cr
YoY AUM growth	16%	23%	20% approx.	16%
Equity mix	69%	56%	50–55%	46%
Revenue yield / margin	Stable core fee growth; core PAT up	Yield 46–47 bps, strong margins	High revenue growth, PAT ₹396 Cr	Yield 44 bps, slight dilution QoQ

Investment Rationale

UTI Asset Management Company offers a compelling investment case underpinned by its diversified product portfolio, strong market positioning, and improving profitability metrics. As one of India's oldest and most established asset managers, UTI AMC has steadily built scale across mutual funds, pension funds, offshore mandates, and alternative strategies, ensuring resilience against market cyclicality.

1. Strengthened Market Position with Consistent AUM Growth: The company reported healthy growth in overall AUM to ₹21.93 lakh crore, with mutual fund AUM rising by 16.15% YoY. Systematic investment plan (SIP) AUM at ₹42,196 crore (Up 16.90% YoY) underscores the strength of recurring inflows and retail franchise depth. Additionally, the Pension AUM of ₹3.81 lakh crore, supported by a leadership position in the NPS space (24.67% market share), provides a stable and predictable revenue base. UTI AMC's ability to balance retail flows with institutional mandates positions it as a structurally resilient player in India's growing asset management industry.

2. Stable Profitability and Improving Operating Efficiency: Despite competitive pressures and regulatory challenges, UTI AMC has delivered consistent profitability. Return on Equity (ROE) stands at 20%, while the cost-to-income ratio of 40.6% highlights disciplined expense management. A high dividend payout ratio of 94% reflects strong free cash generation and shareholder-friendly capital allocation. These factors, combined with prudent cost controls, suggest that UTI AMC is well-placed to sustain margins while scaling operations.

3. Diversification through Subsidiaries and Alternate Channels: Subsidiaries contribute meaningfully to business stability, particularly UTI Retirement Solutions and UTI International. The pension business reported double-digit growth, while UTI International continues to expand offshore mandates. Furthermore, digital distribution initiatives — with over 255 Financial Centers and a growing focus on direct and online platforms — are broadening client reach and reducing dependency on traditional channels. This multi-pronged distribution model enhances long-term sustainability.

4. Favorable Industry Tailwinds and Structural Growth Drivers: India's mutual fund penetration remains low compared to global benchmarks, offering significant headroom for growth. Rising retail participation, increasing financialization of household savings, and structural shifts toward SIPs and hybrid products underpin a strong demand outlook. UTI AMC, with its established brand, wide distribution network, and diversified product suite, is well-positioned to capture incremental market share.

5. Valuation Support and Peer Positioning: Relative to peers, UTI AMC demonstrates a balanced growth profile. Its equity mix (69%) and robust net flows of ₹9,920 crore in FY24 underscore competitive positioning. While HDFC AMC and Nippon Life India AMC enjoy stronger near-term growth, UTI AMC offers investors a mix of stability through pensions and predictable SIP inflows, alongside upside potential from improved flows into active equity products and ETFs. UTI AMC combines the strengths of a legacy brand, a diversified product platform, and improving financial discipline. With steady AUM growth, high recurring revenue visibility through SIPs and pensions, efficient cost management, and shareholder-friendly policies, the company is well placed to deliver sustainable returns. Against a backdrop of favorable industry tailwinds and rising retail participation, UTI AMC offers investors an attractive blend of growth and stability.

Financial Analysis

Revenue Trends – Resilient Fee Income, Lower Treasury Contribution- UTI AMC's consolidated revenue from operations rose 3% YoY to ₹547 crore. Growth was led by resilient mutual fund management fees (+15% YoY) and higher interest/dividend income, though treasury gains moderated. The shift toward recurring fee-based income improves earnings stability and reduces dependence on volatile MTM gains.

Profitability – Adjusted Growth Despite Reported Decline- Reported consolidated PAT declined 7% YoY to ₹237 crore, impacted by a one-off ₹39 crore FX translation loss at UTI International. Adjusted for this, PAT grew 9% YoY, highlighting healthy core momentum. Core PAT (ex-MTM/other items) grew 4% YoY, reflecting strong fee income and a growing pension business. This underlines the improving predictability of UTI's earnings base.

Cost Dynamics – Investments in Growth Pressuring Margins- Employee and other expenses rose 13–20% YoY as UTI ramped up digital platforms, distribution reach, and international operations. While this elevated cost base weighed on margins, standalone performance still showed operating leverage (PAT +16% YoY vs revenue +13%), suggesting the core business is scaling efficiently.

AUM & Flows – Equity-Led Growth and Robust Retail Participation- QAAUM reached ₹3.6 lakh crore (+16% YoY), with equity (active + passive) forming 69% of MF assets. Net inflows turned positive across categories, led by ₹7,657 crore in cash and arbitrage. SIP assets grew 17% YoY to ₹42,196 crore, supported by rising digital adoption (49 lakh digital purchase transactions, +30% YoY). This entrenched SIP franchise positions UTI well to capture the structural retail shift.

Subsidiaries – Strength in Pension, Volatility in International- UTI Pension Fund reported double-digit growth in both revenues and profits, reinforcing its steady contribution. UTI International's results, however, were dragged by currency movements, highlighting FX as a recurring swing factor in quarterly performance. Over the long term, domestic equity and retirement products remain the primary growth anchors.

Balance Sheet & Capital Allocation – Strong and Shareholder Friendly- The company closed the quarter with equity of ₹5,399 crore and treasury investments of ₹4,325 crore, providing liquidity strength and the capacity to fund growth. The Board proposed a total dividend of ₹48/share for FY25, reflecting UTI's high payout philosophy and consistent shareholder returns.

Cost-to-Income Ratio Trend – Total expenses rose 16% YoY in Q1 FY26, with employee costs up 14% and other expenses higher by 21%, reflecting continued investments in digital platforms, staff expansion, and distribution. Despite this, revenue growth kept pace, holding the cost-to-income ratio broadly steady. This indicates that operating leverage is beginning to play out, and maintaining this balance will be key for sustaining margins as AUM scales further.

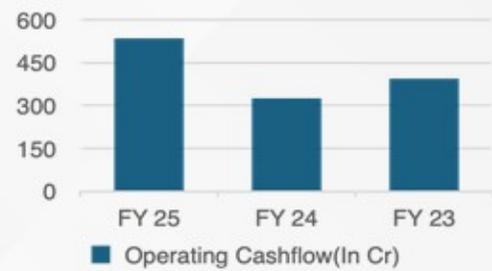
Return on Equity (ROE Bridge) – UTI AMC delivered an ROE of 20% in Q1 FY26. The strong 43% PAT margin underpins profitability, while the AMC's asset-light model and near-zero leverage limit the denominator, allowing high returns on equity despite modest absolute earnings growth. This highlights that UTI's ROE is driven by recurring fee income and operating efficiency, rather than financial leverage – a structurally sustainable driver.

Q1 FY26 showcased strengthening core earnings, backed by equity-heavy AUM growth, deepening SIP inflows, and pension scale-up. While operating costs and FX volatility introduce near-term noise, UTI AMC remains a relatively defensive yet growth-oriented play in the AMC sector, offering investors exposure to India's rising retail financialization with steady dividend support.

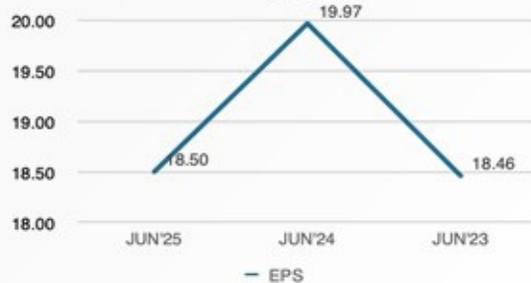
Revenue (In Cr)



Operating Cashflow



EPS



ROE (In %)



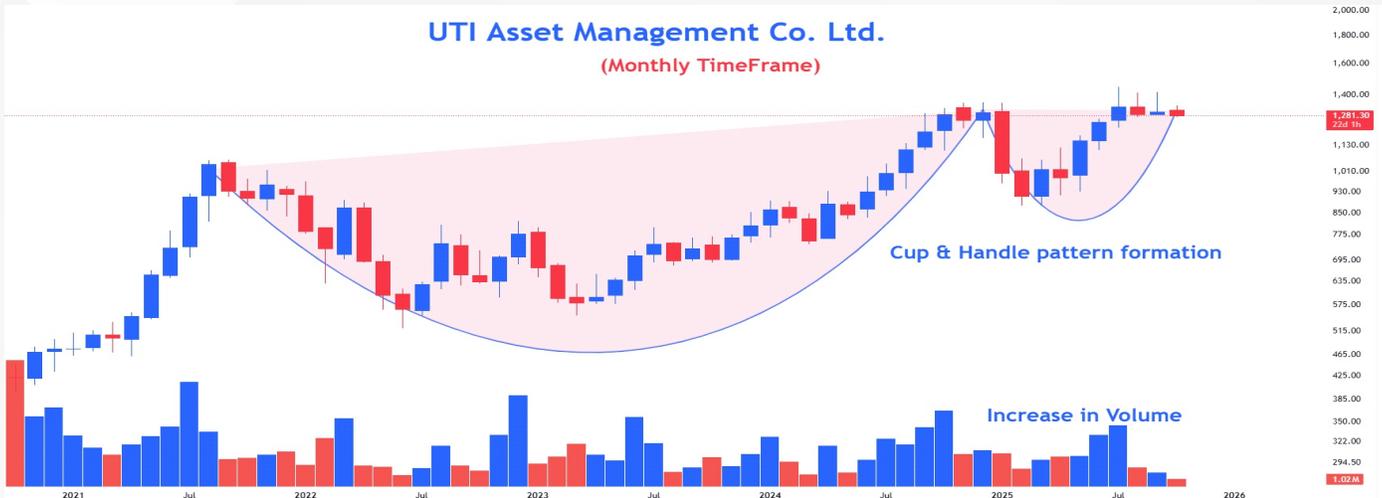
CAGR (In %)



PAT (In Cr)



Technical Outlook



The monthly chart for UTI Asset Management Co. Ltd. reveals a classic Cup & Handle formation — a powerful continuation pattern seen in long-term bullish setups. From 2021 to early 2024, the stock underwent a broad rounding base, forming the 'cup' as it gradually recovered from a multi-quarter decline. The base was accompanied by a healthy rise in volume, indicating accumulation over time.

In mid-2024, the stock tested the neckline resistance near ₹1,300–1,400 and entered a mild corrective phase, forming the 'handle' portion of the pattern. This pullback remained shallow and orderly, respecting the higher low structure. The price has now begun consolidating near the breakout zone, suggesting potential strength ahead if the upper resistance is crossed with volume confirmation.

Currently trading near ₹1,280, the stock remains structurally sound. A strong monthly close above ₹1,450 would confirm the Cup & Handle breakout and could open up higher levels over the medium to long term. Until then, the ₹1,100–1,150 zone may act as a support base, with volume trends continuing to support the bullish case.

Moving Averages Days	Simple Moving Average	Exponential Moving Average
5	1306.24	1301.31
10	1312.74	1314.45
20	1340.02	1327.61
50	1337.74	1329.91
100	1312.44	1295.78
200	1195.91	1235.69

Pivot Levels : FIBONACCI			Daily	Weekly
R1 1386.48	Pivot 1335.87	S1 1285.25	Relative Strength Index (RSI) 36.53	53.38
R2 1417.75		S2 1253.98		
R3 1468.37		S3 1203.37		

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