

ANANDRATHI

Private Wealth. uncomplicated

Letter No: 29/2023-24

Date: June 05, 2023

To,

The Manager,
Listing Department,
The National Stock Exchange of India Ltd.,
Exchange Plaza, 5th Floor, Plot C/1, G Block,
Bandra - Kurla Complex, Bandra (E),
Mumbai - 400 051.
Tel No.: 2659 8235
Fax No.: 26598237/ 26598238
Trading Symbol: ANANDRATHI

The Manager,
Listing Department,
BSE Limited,
Phiroze Jeejeebhoy Tower,
Dalal Street, Mumbai 400 001.
Tel no.: 22721233
Fax No.: 22723719/ 22723121/ 22722037
Scrip Code: 543415

Dear Sir / Madam,

Subject: - Outcome / Summary of Proceedings of the Twenty Eighth (28th) Annual General Meeting of the Members of Anand Rathi Wealth Limited ("the Company") held on Monday, June 05, 2023

Dear Sir/ Madam,

We hereby inform the Exchange that the Twenty Eighth (28th) Annual General Meeting ("AGM") of the Members of the Company was held on Monday, June 05, 2023 at 2:30 p.m. through Video Conferencing (VC) / Other Audio Visual Means (OAVM), without the physical presence of the Members at a common venue, to approve the businesses included in the Notice dated April 12, 2023, convening the AGM.

In this regard, please find enclosed following for your reference and record:

- 1) Summary of proceedings of the AGM as per Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations")- **Annexure 1;**
- 2) Presentation on Business performance of the Company as presented by Mr. Feroze Azeez - Deputy CEO of the Company - **Annexure 2**

Based on the Scrutinizer's Report, the voting result shall be announced within 48 hours from the conclusion of AGM.

The aforesaid Summary of Proceedings of the AGM would also be made available on website of the Company at <https://anandrathiwealth.in/investorrelations.php>

This is for your information and records.

Thanking You,

For Anand Rathi Wealth Limited



Nitesh Tanwar
Company Secretary and Compliance Officer
M. NO. FCS-10181
Place: Mumbai
Encl: as Above

Annexure 1

Summary of the proceedings of the Twenty-Eighth (28th) Annual General Meeting of Anand Rathi Wealth Limited held on Monday, June 05, 2023 at 2:30 P.M.

The Twenty-eighth (28th) Annual General Meeting ("AGM") of the Members of the Company was held on Monday, June 05, 2023 at 2:30 P.M. through Video Conferencing ("VC") / Other Audio Visual Means ("OAVM").

The Meeting was conducted in accordance with the provisions of the Companies Act, 2013, read with applicable Circulars and Notifications issued by the Ministry of Corporate Affairs ("MCA") and the Securities and Exchange Board of India ("SEBI").

The meeting commenced at 2:30 PM (IST) and Mr. Anand Rathi, Non-Executive Chairman of the Company, chaired the proceedings of the meeting.

The moderator informed the Members details regarding participation through VC/OAVM. He further informed the Members that the Registers and documents as required under various laws were available online for inspection of Members. The Company had availed remote e- Voting facility from Link Intime India Private Limited. Since, there was no physical attendance of Members and in compliance with the Circulars issued by the MCA and SEBI, members were informed that appointment of proxies was not applicable.

Total **130 Members** attended the meeting as per the attendance records for the AGM as provided by Link Intime India Private Limited. The details of authorized representations received from corporate shareholders were informed to the Members.

The AGM was attended by the following Directors on the Board, KMP and other officials of the Company either at Corporate Office of the Company or through VC/OAVM:

1. Mr. Anand Rathi – Chairman & Non-executive Director
2. Mr. Pradeep Kumar Gupta – Non-executive Director
3. Mr. Rakesh Rawal – Whole-time Director & CEO
4. Mr. Mohan Tankshale – Independent Director
5. Mr. Ramesh Chandak - Independent Director
6. Mrs. Sudha Navandar - Independent Woman Director
7. Mr. Jugal Mantri – Group CFO
8. Mr. Feroze Azeez – Deputy CEO
9. Mr. Rajesh Bhutara – CFO
10. Mr. Nitesh Tanwar – Company Secretary & Compliance Officer
11. Mr. Chethan Shenoy - Director & Head, Product Research
12. Mr. Vishal Sanghavi - Head of IR

The representatives of the Statutory Auditors and Secretarial Auditors were also present through VC/OAVM. After ascertaining from the moderator that the requisite quorum was present at the AGM, the Chairman called the Meeting to order.



With the consent of the Members, the Notice of the 28th Annual General Meeting was taken as read.

The Chairman informed the members that the Statutory Auditors of the Company had given an unmodified opinion as mentioned in the Auditors Report for FY 2022-23 and also there are no observations, reservations or adverse remarks in the Secretarial Audit Report for FY 2022-23 accordingly, pursuant to the aforesaid provisions both the Audit Reports were taken as read.

The Chairman requested Deputy CEO Mr. Feroze Azeez to provide an overview of the industry and of the company's operational and financial performance.

On the invitation of the Chairman, several members addressed the Meeting, gave their suggestions and raised queries on the Company's financial statements and businesses, which were replied to by the Chairman of the Company.

The Chairman stated that the consolidated results of the remote e-voting prior to and e-Voting during the AGM would be announced after the AGM. The results alongwith the Scrutinizer's Report would be intimated to the Stock Exchanges i.e. BSE Limited and National Stock Exchange of India Limited in terms of the Listing Regulations, on the website of Link Intime India Private Limited and also be placed on the website of the Company.

The Board had appointed M/s. Rathi and Associates, Practicing Company Secretaries as Scrutinizer to scrutinize the remote e-Voting process and e-Voting at the AGM of the Company, in a fair and transparent manner.

The Meeting concluded at 3:25 P.M. and thereafter the e-voting window was kept open for 15 minutes to enable the Members who had not voted earlier to cast their vote.

This is for your information and records.

Thanking you,

Yours sincerely,
For **Anand Rathi Wealth Limited**



Nitesh Tanwar
Company Secretary and Compliance Officer
M. No. F-10181
Date: June 05, 2023
Place: Mumbai



Annexure 2

ANAND RATHI

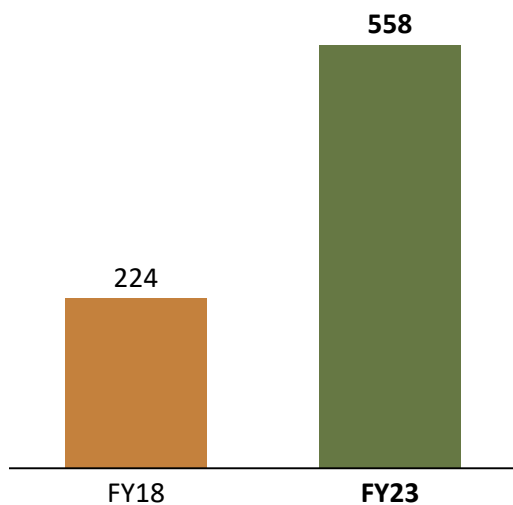
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AGM Presentation

June 05, 2023

HISTORICAL TRENDS (CONSOLIDATED)

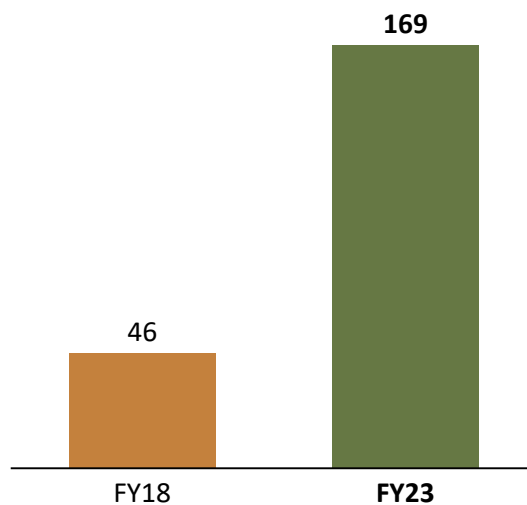
Revenue (Rs. Crs.)



Rs. 558 crores

▲ 20% CAGR

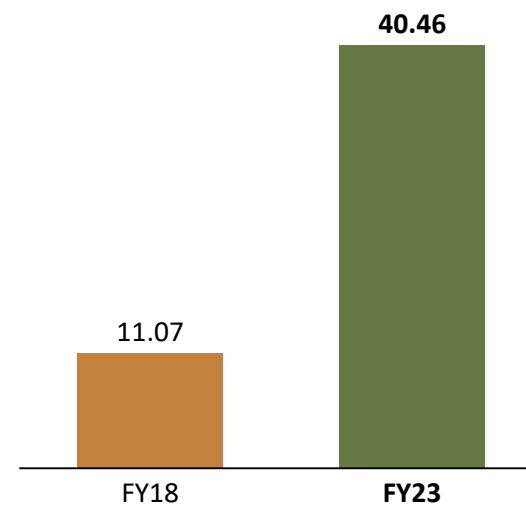
Profit After Tax (Rs. Crs.)



Rs. 169 crores

▲ 30% CAGR

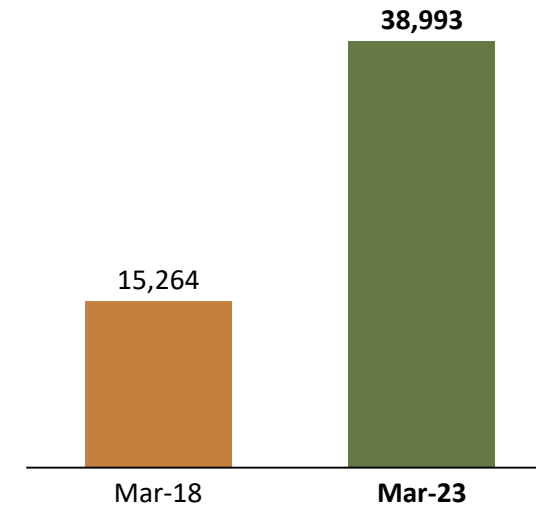
EPS (Rs.)



Rs. 40.46 per share

▲ 30% CAGR

AUM (Rs. Crs.)



Rs. 38,993 crores

▲ 21% CAGR

ONE OF THE LEADING PRIVATE WEALTH SOLUTIONS FIRM IN INDIA

Who we are...

✓ One of the leading non-bank sponsored B-C wealth solutions firms in India & have been ranked amongst the top three non-bank sponsored mutual fund distributors in India by gross commission

✓ Started in 2002, we have evolved into providing, well researched solutions to our Clients by facilitating investments in financial instruments through an objective driven process

What do we do...

✓ Providing Standardised Wealth Solutions

✓ Client-specific financial strategy with the focus on long term returns, through Mutual Funds (MFs) and Non-Principle Protected Structured Products (Non-PP SP)

✓ Effective Tax Planning

✓ Safety net & estate planning using trusts & wills

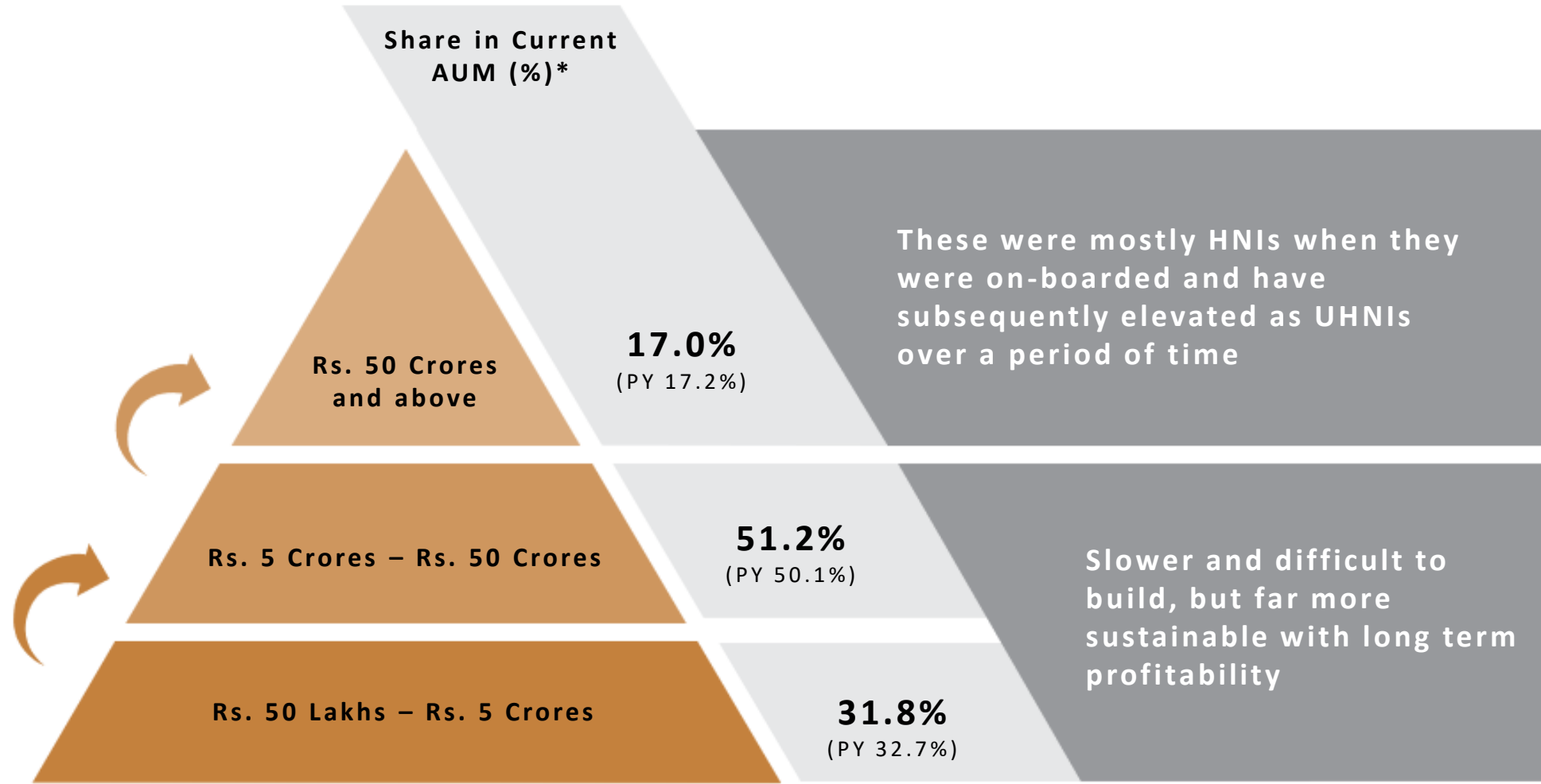
Bharat Story - Potential for Huge Geographic Expansion...

✓ ~25 of our seasoned RMs are from smaller towns and soon will be relocated to their hometowns. Their regional background will help us tap into smaller towns which are highly underpenetrated market with immense opportunities for wealth management

Presence across India



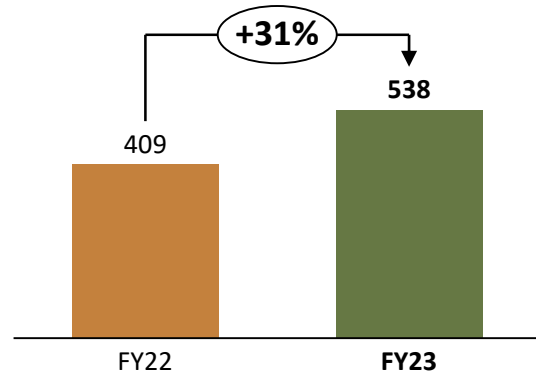
FOCUSED ON MORE REWARDING HNI SEGMENT



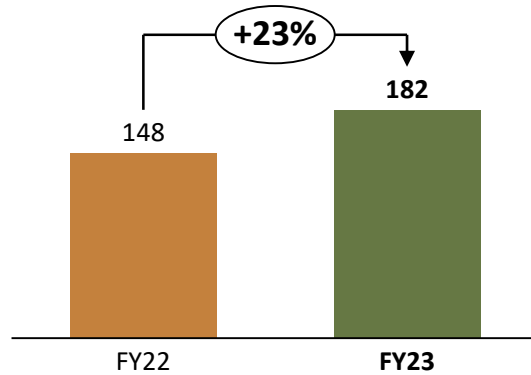
* As on 31st March 2023

KEY HIGHLIGHTS FOR FY23 – PRIVATE WEALTH BUSINESS

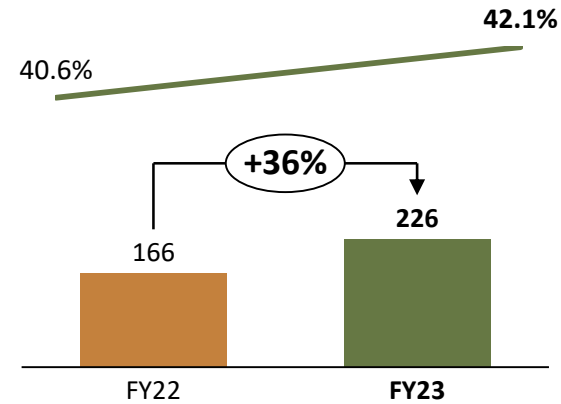
Total Revenue (Rs. Crs.)



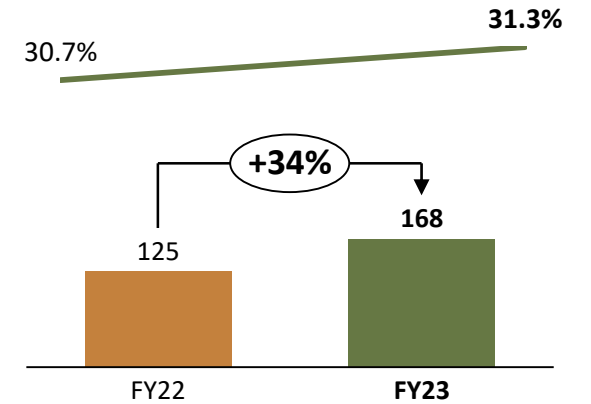
Trail Revenue (Rs. Crs.)



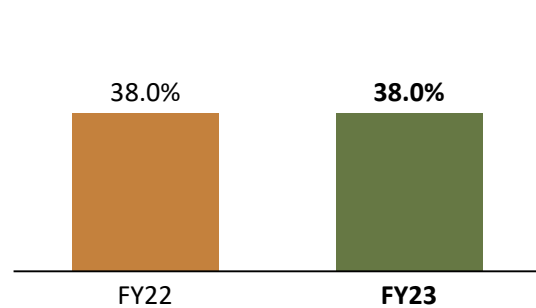
Profit Before Tax (Rs. Crs.) & PBT Margins



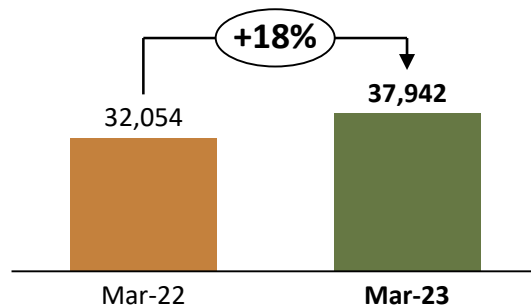
Profit After Tax (Rs.) & PAT Margins



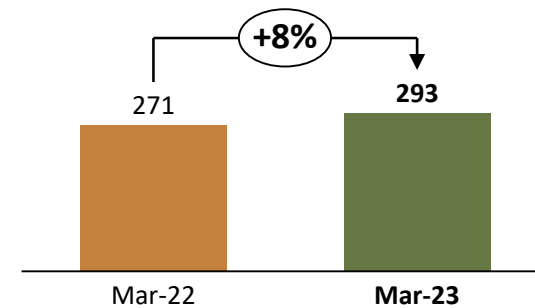
Return on Equity



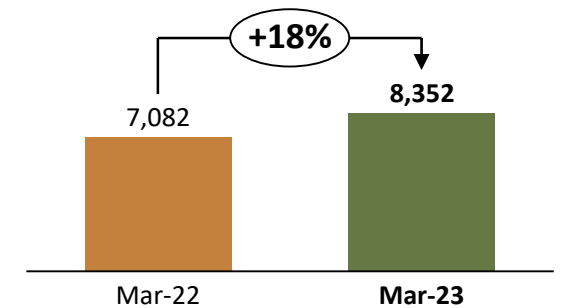
AUM (Rs. Crs.)



Relationship Managers (#)



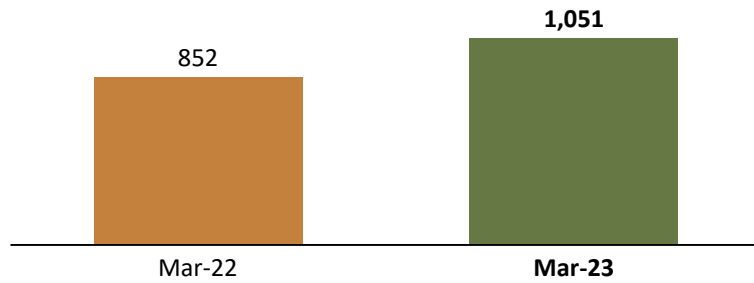
Active Client Families (#)



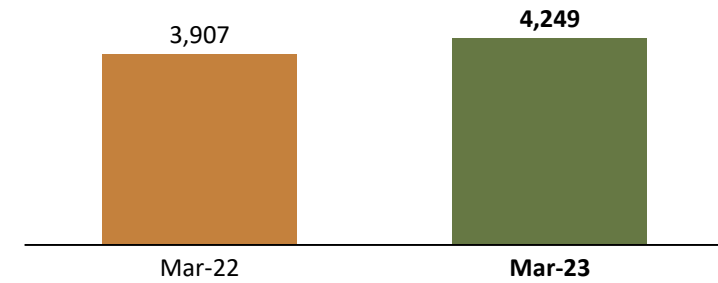
NEW AGE BUSINESSES

Digital Wealth - Customer Segment : Mass Affluent having existing financial assets: Rs. 10 lakhs – Rs. 5 crores

AuM (Rs. Crs.)

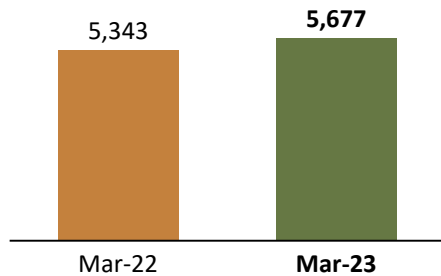


Clients (Nos.)

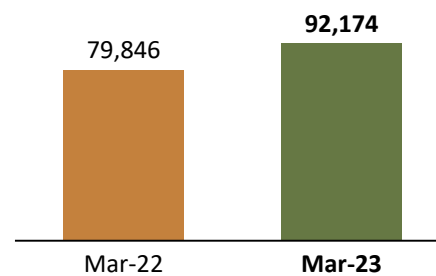


OFA Platform - Key Functionalities : Subscription Model, MFD and his Clients get access to our platform.
(MFD – Web + Mobile, MFD's Clients – Mobile)

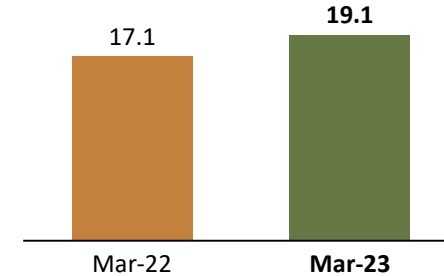
Mutual Fund Distributors (Nos.)



Platform Assets (Rs. Crs.)



Platform Clients (Nos. Lakhs)



OUTPERFORMING THE GUIDANCE

Particulars*	Guidance given for FY23 in June 2022 (Rs. Crs.)*	Revised Guidance given for FY23 in Jan 2023 (Rs. Crs.)*	Actuals for FY23 (Rs. Crs.)*
Asset Under Management (AuM)	39,000	40,000	37,942
Revenue	495	525	538
Profit After Tax	155	165	168

Actuals for FY23 (Consolidated Basis)	Guidance for FY24^
38,993	47,000
558	661
169	205

*Guidance for FY23 was for Private Wealth Business

^ Guidance for FY24 is on Consolidated Basis

SAFE HARBOR

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THANK YOU !