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Anand Rathi Wealth reports strong growth for Q1FY23

Mumbai, 12th July 2022 - Anand Rathi Wealth Limited (ARWL), has achieved significant growth on a consolidated financials results for the quarter ended 30th June 2022

Total Revenue

Rs. 134 crores

 +36% Y-o-Y*

Profit After Tax

Rs. 40 crores

 +34% Y-o-Y*

AUM

Rs. 32,961 crores

 +15% Y-o-Y*

*Change compared to same quarter previous year

Particulars (Rs. Crs.)	Q1 FY23	Q1 FY22	Y-o-Y	Q4 FY22	Q-o-Q
Total Revenue	133.5	98.4	35.7%	114.8	16.4%
Profit Before Tax	52.9	39.6	33.6%	44.1	20.1%
Profit After Tax	39.7	29.7	33.6%	34.6	14.8%
Return on Equity*	42.3%	44.3%		39.8%	
EPS (Rs.)	9.5	7.2	32.7%	8.3	14.7%
AUM	32,961	28,561	15.4%	32,906	0.2%

*Annualized

Important Highlights (Y-o-Y)

Private Wealth (PW) (Holding Company)

- Company's main Private Wealth business has recorded a revenue growth of 36.5%, trail revenue growth of 42.1%, PAT growth of 34.3% supported by AUM growth of 15.3%.
- Despite difficult equity markets, net flows have increased by 395.5% to Rs.1,355 crores and active client families increased by 17.4% to 7,477. Share of Equity Mutual Fund AUM to total AUM has increased from 39.2% to 45.9%, thus achieving significant all-round growth in the Private Wealth business.

Digital Wealth (DW) (Subsidiary Company)

- Company's Digital Wealth business AUM has increased by 21% to Rs. 819 Crores and number of clients grew by 20% to 4,021.

Omni Financial Advisors ("OFA") (Subsidiary Company)

- OFA, one of the leading technology platform provider, has 5,368 Mutual Fund Distributors (MFDs) associated and has Assets under Administration (AuA) on this platform of Rs. 79,500+ Crores.

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Commenting on the Q1FY23 Results, Mr. Rakesh Rawal, Chief Executive Officer said

“The company has reported strong growth for the quarter ended 30th June 2022, despite the challenging market scenario. The company has reported the highest ever revenue of Rs. 134 crores, growth of 36% over the same period last year. Our PAT increased by 34% to Rs. 40 crores over same period last year. As on 30th June 2022, our AUM stood at Rs. 32,961 Crores, growth of 15% over same period last year.

We are confident that our long-term commitment to providing our clients with the most effective wealth management solutions, along with a committed team of Relationship Managers, will enable us to see strong growth in the coming years.”

Commenting on the Q1FY23 Results, Mr. Feroze Azeez, Deputy Chief Executive Officer said

“Our performance for the current financial year was backed by the addition of new clients and strong net flows. Our net flows for the quarter grew by whooping 395% as compared to same period last year. We have 7,400+ satisfied client families out of which 58% are with us for more than 3 years and account for 77% of our AUM. We believe the strong performance will continue in the current financial year with a strong team of Relationship Managers.

We believe that the wealth management sector in India holds significant growth potential, and we remain optimistic about the business potential, and will continue to drive towards our vision while consistently focusing on uncomplicated solutions.”

About Anand Rathi Wealth Limited

Anand Rathi Wealth Limited is one of the leading non-bank wealth solutions company in India. We closely work with HNIs & UHNIs to meet their financial goals and objectives. We facilitate their investments in financial instruments using our well-researched solutions. Our performance during last few years has helped our satisfied clients to achieve their objectives. In addition to Private Wealth Vertical (PWM), Company has two new age technology led business verticals i.e., Digital Wealth (DWM) and Omni Financial Advisors (OFA). DWM business is a fin-tech extension of the Company's proposition for the mass affluent segment with wealth solution delivered through a combination of human interface empowered with technology. OFA business is a strategic extension for capturing wealth management landscape to service retail clients through mutual fund distributors (MFDs) by using our technology platform.

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For more information, please contact

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