

H1 FY23 PAT grows by 37% Y-o-Y and Revenue grows 34% Y-o-Y


Mumbai, 13th October 2022 - Anand Rathi Wealth Limited reported a consolidated net profit of ₹43 crores for July - Sep 2022 (Q2FY23), an increase of 41% compared to July - Sep 2021 (Q2FY22) and total revenue during same period rose 33% to ₹138 crores. The consolidated net profit for Q2FY23 is higher by 8% as compared to ₹40 crores for April - June 2022 (Q1FY23) and total revenue for Q2FY23 is higher by 3% as compared to ₹134 crores for April - June 2022 (Q1FY23)

The Company reported a consolidated net profit of ₹83 crores for April - Sep 2022 (H1FY23), an increase of 37% compared to April - Sep 2021 (H1FY22) and total revenue during same period rose 34% to ₹272 crores.

Consolidated Financial Highlights – H1 FY23 (April – September 2022)


Total Revenue

₹272 crores

 +34% Y-o-Y


Profit After Tax

₹83 crores

 +37% Y-o-Y

AUM

₹35,842 crores

 +16% Y-o-Y

Particulars (₹Cr.)	Q2 FY23	Q2 FY22	Y-o-Y	H1 FY23	H1 FY22	Y-o-Y
Total Revenue	138.1	103.8	+33%	271.6	202.2	+34%
Profit Before Tax	57.5	41.1	+40%	110.5	80.7	+37%
Profit After Tax	43.0	30.4	+41%	82.7	60.2	+37%
EPS (₹)	10.3	7.3	+41%	19.8	14.5	+37%
AUM	35,842	30,989	+16%	35,842	30,989	+16%

- ROE (Annualized) – 43.0% for H1 FY23
- The Board of Directors have declared an Interim Dividend of ₹5 per Equity Share of Face Value of ₹5 each of the Company (100% of Face Value)

Important Highlights H1 FY23 (Y-o-Y)

Private Wealth (PW) (Holding Company)

- Total Revenue increased by 35% to Rs 262 Crores
- PAT grew by 38% to ₹82 Crores
- Net flows grew by 106% to Rs.2,474 Crores
- AUM increased by 15% to ₹34,893 Crores
- Share of Equity Mutual Funds in AUM increased to 48% (PY 43%)
- Trail Revenue grew by 33%
- Active client families increased by 19% to 7,928
- Number of RMs stood at 271 (PY 234)

Digital Wealth (DW) (Subsidiary Company)

- AUM increased by 23% to ₹949 Crores
- Number of active clients grew by 14% to 4,065

Omni Financial Advisors (“OFA”) (Subsidiary Company)

- Leader in technology product sale to 5,439 MFDs as of 30th September 2022
- Assets under Administration (AuA) of MFDs on this platform is ₹85,932 Crores as on 30th September 2022

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

“Despite all the external challenges, I am happy to share that our Company has reported robust performance in H1 FY23 wherein the revenue grew by 34%, and PAT by 37%. This performance was backed by strong growth in AUM of 16% YoY at Rs.35,842 crores.

Another area where we witnessed strong momentum was the addition in number of client families. We added almost 1,250 client families in last one year. Our total client families as on 30th September 2022 stood at 7,928. On the Relationship Manager (RM) side, we have added 37 RMs on a net basis.

We continue to remain optimistic about the business growth while assisting our clients achieve high quality experience in the journey of wealth solutions.”

Commenting on the same, Mr. Feroze Azeez, Deputy Chief Executive Officer said:

“I am pleased to share that the board of directors has declared an Interim Dividend of ₹5 per Equity Share of ₹5 each of the Company. This is in line with the company’s endeavor to regularly reward its shareholders.

We delivered a strong performance across verticals coupled with an overall improvement in operational efficiencies. In spite of the volatile market scenario we have witnessed strong net flows of ₹2,474 crores in H1 FY23 which is more than double as compared to the net flows of ₹1,202 crores same period last year.

For H1 FY23, our PBT grew by 37% over the same period last year, to ₹110 crores, while our PAT grew by 37% over the same period last year, to ₹83 crores. This growth reflects the effectiveness of developing uncomplicated wealth solutions for our client families as well as the tenacity of our team.

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Private Wealth. uncomplicated

Press Release

About Anand Rathi Wealth Limited

Anand Rathi Wealth Limited is amongst India's leading non-bank wealth solutions firms, catering to high and ultra-high net worth individuals. The Company has evolved into providing well defined uncomplicated wealth solution to our clients. Our performance during last few years has helped our clients achieve their wealth objectives. In addition to Private Wealth Vertical (PW), Company has two new age technology led business verticals i.e., Digital Wealth (DW) and Omni Financial Advisors (OFA). DW 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 by using a technology platform.

For more information, please contact

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Strategic Growth Advisors Pvt. Ltd.

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