





H1 FY25 Revenue and PAT grows by 35% Y-o-Y

Mumbai, 10th October 2024 - Anand Rathi Wealth Limited reported a consolidated net profit of ₹ 76 Crores for July - Sep 2024 (Q2FY25), an increase of 32% compared to July - Sep 2023 (Q2FY24) and total revenue of ₹ 250 Crores for July - Sep 2024 (Q2FY25) representing an increase of 32% compared to July - Sep 2023 (Q2FY24).

The Company reported a consolidated net profit of ₹ 150 crores for Apr - Sep 2024 (H1FY25), an increase of 35% compared to Apr - Sep 2023 (H1FY24) and total revenue during same period grew 35% to ₹495 crores

Consolidated Financial Highlights - H1 FY25 (April - September 2024)

AUM ₹ 75,084 Crores  57% Y-o-Y	Revenue ₹ 495 Crores  35% Y-o-Y	Profit Before Tax ₹ 201 Crores  35% Y-o-Y	Profit After Tax ₹ 150 Crores  35% Y-o-Y
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Particulars (₹ Crores)	Q2 FY24	Q2 FY25	Y-o-Y	H1 FY24	H1 FY25	Y-o-Y
Total Revenue	189.1	249.6	32%	367.5	495.1	35%
Profit Before Tax	77.7	102.2	31%	148.6	201.2	35%
Profit After Tax	57.7	76.3	32%	110.9	149.8	35%
EPS (₹)	13.8	18.3	32%	26.6	35.9	35%
AUM	47,957	75,084	57%	47,957	75,084	57%

- Mutual Fund distribution revenue increased by 70% YoY to ₹ 195 Crores
- Net inflows grew by 128% YoY to ₹ 5,700 Crores
- Equity Mutual Fund net inflows increased by 64% YoY to ₹ 3,116 Crores
- Share of Equity Mutual Funds in AUM increased to 55% as of September 2024, compared to 50% as of September 2023
- Return on Equity (ROE - Annualised) : 44%
- The Board of Directors have declared an Interim Dividend of ₹ 7 per Equity Share of Face Value of ₹ 5 each of the Company (140% of Face Value)

Important Highlights -H1 FY25 (Y-o-Y)

Private Wealth (PW) (Holding Company)

- Number of Active client families increased by 19% YoY to 10,977
- Number of RMs increased by 20% in last 12 months to 374
- Zero regret RM attrition for last 15 months

Digital Wealth (DW) (Subsidiary Company)

- Total Revenue increased by 17% YoY to ₹ 14 Crores
- AUM increased by 32% YoY to ₹ 1,826 Crores

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

- Total Revenue increased by 15% YoY to ₹ 4 Crores
- Technology platform provider to Mutual Fund Distributors (MFDs) with 6,188 subscribers (PY: 5,880 MFDs)

About Anand Rathi Wealth Limited

Anand Rathi Wealth Limited is amongst India’s leading wealth firms, catering to high and ultra-high net-worth individuals. The company is in the business of private wealth with a unique and differentiative business strategy for the clients. The company has a presence across 17 cities in India and a representative office in Dubai.

Mr. Rakesh Rawal, Chief Executive Officer, commented on the H1 FY25 results stating: “We are thrilled to announce another exceptional financial result. In H1 FY25 our total revenue grew by 35% year-on-year to ₹ 495 Crores and Profit after Tax was ₹ 150 Crores, representing growth of 35% year-on-year. Our Assets Under Management (AUM) has seen a significant increase of 57% to ₹ 75,084 Crores. In the first half of FY25, we welcomed 1,066 new client families, bringing our total count of client families to 10,977.

In alignment with our policy of rewarding shareholders, we have declared an interim dividend of ₹ 7 per share for FY25.

India’s growth story is being celebrated as the global economy faces geopolitical challenges and slow growth. As the fastest-growing large economy, India is projected to achieve a 7% GDP growth for FY25, driven by strong domestic demand, government reforms and increased capital expenditure, which has also boosted its market capitalization.

In light of such strong economic growth, the company’s prospects are positive, supported by the rising HNI population who are seeking a strategic approach to wealth creation.”

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

“India’s strong economic fundamentals have driven increased interest from both domestic and foreign investors. This trend is reflected in consistent inflows into the equity markets, with new investments hitting record highs month-on-month. Such a positive momentum is expected to strengthen the Indian equity markets further, fostering an environment conducive to long-term capital appreciation and broadening of the investor base.

During H1 FY25 our total net inflows registered a remarkable year-on-year growth of 128%, reaching ₹ 5,700 crores. Equity mutual fund net inflows achieved year-on-year growth of 64%, amounting to ₹ 3,116 crores.

Our client centric approach has resulted in 0.28% client attrition rate in terms of AUM lost during the first half of FY25.

We take immense pride in achieving zero regret RM attrition for the fifth consecutive quarter – a true testament to our robust entrepreneurial work culture and unwavering commitment to our team’s growth and satisfaction.”

For more information, please contact,

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