





ANANDRATHI

Private Wealth. uncomplicated

Q1 FY25 Revenues and PAT grows by 38% Y-o-Y

Mumbai, 11th July 2024 - Anand Rathi Wealth Limited reported a consolidated net profit of ₹ 73 Crores for April - June 2024 (Q1 FY25), an increase of 38% compared to April- June 2023 (Q1 FY24) and total revenue of ₹ 245 Crores representing an increase of 38% compared to April- June 2023 (Q1 FY24).

Consolidated Financial Highlights - Q1 FY25 (April - June 2024)

| AUM | Revenue | Profit Before Tax | Profit After Tax |
|--------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|
| ₹ 69,018 Crores | ₹ 245 Crores | ₹ 99 Crores | ₹ 73 Crores |
|  59% Y-o-Y |  38% Y-o-Y |  40% Y-o-Y |  38% Y-o-Y |

| Particulars (₹ Crores) | Q1 FY24 | Q1 FY25 | Y-o-Y |
|------------------------|---------|---------|-------|
| Total Revenue | 178.4 | 245.4 | 38% |
| Profit Before Tax | 70.9 | 99.0 | 40% |
| Profit After Tax | 53.2 | 73.4 | 38% |
| EPS (₹) | 12.8 | 17.6 | 38% |
| AUM | 43,413 | 69,018 | 59% |

- Mutual Fund revenue increased by 70% YoY to ₹89 Crores
- Net inflows grew by 173% YoY to ₹3,364 Crores
- Equity Mutual Fund net inflows increased by 462% YoY to ₹2,091 Crores
- Share of Equity Mutual Funds in AUM increased to 54% as of June 2024, compared to 48% as of June 2023.
- Return on Equity (ROE - Annualised) : 42.8%
- Buyback of Rs. 164.65 Crores (excluding charges and taxes) successfully completed in June 2024.

Other Important Highlights - Q1 FY25

Private Wealth (PW) (Holding Company)

- Number of Active client families increased by 19% YoY to 10,382
- Number of RMs increased by 17% to 360 in last 12 months

Digital Wealth (DW) (Subsidiary Company)

- Total Revenue increased by 13% YoY to ₹ 6.89 Crores
- AUM increased by 48% YoY to ₹1,727 Crores

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

- Total Revenue increased by 18% YoY to ₹ 1.84 Crores
- Technology platform provider to Mutual Fund Distributors (MFDs) with 6,064 subscribers (PY: 5,688 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 has been in the business of private wealth following an uncomplicated approach and most of the clients have achieved their wealth objectives in last few years. The company has a presence across 17 cities in India and a representative office in Dubai.

Commenting on the Q1 FY25 Results, Mr. Rakesh Rawal, Chief Executive Officer said:

"Indian economy is on a strong footing with GDP expected to grow at 7.2% for this year, making it the fastest growing market globally. In this backdrop, Indian markets have witnessed new all-time highs supported by strong performance of India Inc. With this, we anticipate a noticeable increase in the number of High Net-worth Individuals (HNIs) in the country and thus, creating a huge growth potential for the wealth business.

The increase of financial assets in the total pie of household assets has also helped in growth of our AUM by 59% Y-o-Y to ₹ 69,018 crores as on June 30, 2024. This has aided a revenue increase of 38% Y-o-Y to ₹ 245 crores and PAT increase of 38% Y-o-Y to ₹ 73 crores for this quarter. During Q1 FY25, we added 471 client families and crossed the milestone of 10,000 client families, further improving the financial goals of our clients.

As part of our endeavour to reward shareholders, we successfully concluded the buyback program of ₹ 164.65 crores, excluding charges and taxes. With multiple growth drivers in place, we are confident that our company has the potential to grow by 20-25% in the long-term."

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

"India's strong fundamentals continue to attract investments into the equity markets with incremental inflows recording new highs every month. During Q1 FY25, our equity mutual fund net inflows increased by 462% Y-o-Y to ₹ 2,091 crores. This continued growth underscores the deep trust and confidence our clientele place in our value proposition. Our systematic and data-driven approach along with a realistic understanding of client needs and risks has been instrumental in achieving these results.

Our client base is becoming more informed and data driven, so they understand simple and uncomplicated wealth approach to achieve the objective of around 14%. This is evident from just 0.1% client attrition in terms of AUM lost during the first quarter of FY25.

We have successfully maintained our Zero regret attrition of relationship managers for a straight fourth quarter significantly because of the culture created in the organisation.

With the Indian economy poised for continued growth, the future is promising and has large opportunities for wealth professionals."

For more information, please contact,

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