





9M FY25 PAT grows by 34% Y-o-Y and Revenue grows 33% Y-o-Y & Declared Bonus Share in the ratio of 1:1

Mumbai, 13th January 2025 - Anand Rathi Wealth Limited announced its consolidated financial results for the quarter ending December 2024 (Q3 FY25) and the nine-month period ending December 2024 (9M FY25).

For Apr-Dec 2024 (9M FY25), the company posted a consolidated net profit of ₹ 227 crores, registering a Y-o-Y increase of 34%. Total revenue during this period rose by 33% to ₹ 739 crores.

Board of Directors decided to allot Bonus Share in the ratio of 1:1 i.e. one bonus equity share for every one equity share held presently (subject to shareholders approval).

Consolidated Financial Highlights - 9M FY25 (April - December 2024)

AUM ₹ 76,402 Crores  39% Y-o-Y	Revenue ₹ 739 Crores  33% Y-o-Y	Profit Before Tax ₹ 305 Crores  35 % Y-o-Y	Profit After Tax ₹ 227 Crores  34% Y-o-Y
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Particulars (₹ Crores)	Q3 FY24	Q3 FY25	Y-o-Y	9M FY24	9M FY25	Y-o-Y
Total Revenue	187.3	244.2	30%	554.8	739.3	33%
Profit Before Tax	78.0	104.2	34%	226.6	305.3	35%
Profit After Tax	58.0	77.3	33%	169.0	227.1	34%
EPS (₹)	13.9	18.6	34%	40.5	54.6	35%
AUM	55,057	76,402	39%	55,057	76,402	39%

- Mutual Fund Distribution Revenue: Increased by 63% YoY to ₹ 303 crores.
- Net Inflows: Recorded a YoY growth of 69% to ₹ 9,145 crores.
- Equity Mutual Fund Net Inflows: Increased by 51% YoY to ₹ 5,831 crores.
- Share of Equity Mutual Funds in AUM: Rose to 55% as of December 2024, compared to 52% in December 2023.
- Return on Equity (ROE - Annualized): 45%

Important Highlights - 9M FY25 (Y-o-Y)

Private Wealth (PW) (Holding Company)

- Active client families grew by 19% Y-o-Y to 11,426
- Relationship Managers (RMs) increased by 61 over the past twelve months bringing the total to 383

Digital Wealth (DW) (Subsidiary Company)

- Total revenue surged by 18% Y-o-Y to ₹ 22 crores.
- AUM increased by 23% Y-o-Y to ₹ 1,827 crores

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

- Total revenue grew by 15% Y-o-Y to ₹ 5.7 crores.
- Technology platform subscriber base for Mutual Fund Distributors / Independent Financial Advisors (MFDs/IFAs) expanded to 6,273 (Previous Year: 5,932).

Mr. Rakesh Razwal, Chief Executive Officer, shared his insight on the company's performance

stating: “We are thrilled to report another outstanding financial result and extend our heartfelt gratitude to our clients and team members for their continued trust and support.

During the nine-month period of FY25, our total revenue grew by 33% Y-o-Y to ₹ 739 crores, while Profit after Tax (PAT) increased by 34% to ₹ 227 crores. Our AUM recorded a significant rise of 39%, reaching ₹76,402 crores.

We have achieved 75% of our revised revenue guidance of ₹ 980 crores and 77% of our revised PAT guidance of ₹ 295 crores in the first nine months of FY25. Additionally, we on boarded 1,785 new client families during last one year, bringing our total client base to 11,426 families. As a part of our policy to reward our shareholders, the Board has approved one bonus equity share for every one equity share held by shareholders, subject to approval of shareholders.

India’s economy continues to grow steadily, driven by rising income levels and increased financialization. This shift is driving unprecedented financial activity and positioning wealth management industry exceptionally strong position. We believe that our business holds inherent growth potential of 20-25%, which we expect to sustain for many years. Our confidence stems from our uncomplicated wealth solutions for our clients to build their wealth seamlessly.”

Commenting on market opportunities, Mr. Feroze Azeez, Deputy Chief Executive Officer,

said: “The magnitude of capital poised to flow into India is substantial and unprecedented. With a growing investor base and positive macroeconomic indicators, the Indian equity market presents an unparalleled opportunity for both domestic and foreign investors. This vast pool of capital, combined with India’s strong performance, makes the equity markets a more compelling investment destination.

We believe our performance has been consistent and market agnostic. If you look at the worst NIFTY performance after we have got listed; was Q1FY23 when it fell by 9.6% and last quarter when it fell by 8.4%. However, for that both quarters our profit grew by more than 33% on year-on-year basis.

We have recorded highest ever quarterly net inflows during last quarter in spite sentiment not being the best. During 9M FY25 our total net inflows registered a remarkable year-on-year growth of 69%, reaching ₹9,145 crores.

Our client centric approach has resulted in 0.28% client attrition rate in terms of AUM lost during the nine months of FY25. In the last quarter, we achieved near-zero regret RM attrition, following five consecutive quarters of zero regret RM attrition. This is a true testament to our entrepreneurial work culture and our unwavering commitment to the growth and satisfaction of our team.”

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 strategy for the clients. The company has a presence across 17 cities in India and a representative office in Dubai.

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