

Ref No: 63/2023-24

Dated: October 12, 2023

The Manager,
Listing Department,
The National Stock Exchange of India Ltd.,
Exchange Plaza, 5th Floor, Plot C/1, G Block,
Bandra - Kurla Complex, Bandra (E),
Mumbai - 400 051. Tel No.: 2659 8235
Fax No.: 26598237/ 26598238
Trading Symbol: ANANDRATHI

The Manager,
Listing Department,
BSE Limited,
Phiroze Jeejeebhoy Tower,
Dalal Street, Mumbai - 400 001.
Tel no.: 22721233
Fax No.: 22723719/ 22723121/ 22722037
Scrip Code: 543415

Subject: Submission of Investor Presentation

Dear Sir/Madam,

In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation.

We request you to kindly take the above on record.

Thanking You,

Yours faithfully,

For **Anand Rathi Wealth Limited**

NITESH TANWAR
Digitally signed by
NITESH TANWAR
Date: 2023.10.12
18:40:58 +05'30'

Nitesh Tanwar
Company Secretary & Compliance Officer
M. NO. FCS-10181



Enclosed: As above



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Investor Presentation

Quarter & Half Year Ended 30th September 2023

Data Driven Decision-Making for Wealth Creation.

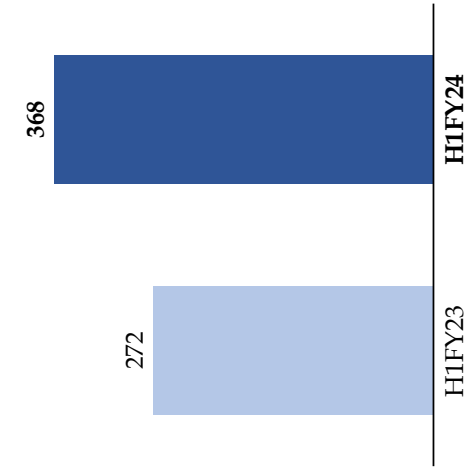
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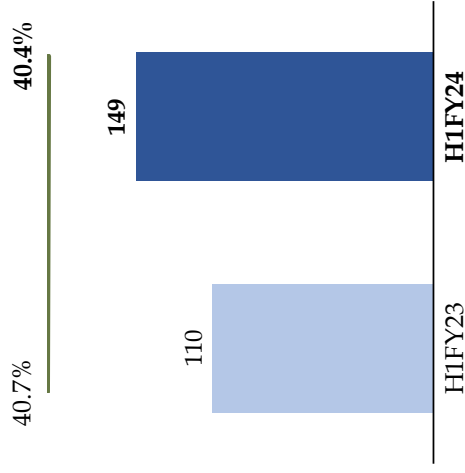
Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

STRONG H1 FY24 FINANCIAL PERFORMANCE (Consolidated)

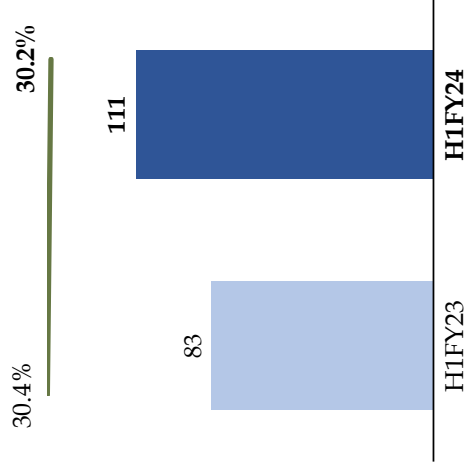
Total Revenue (Rs. Crs.)



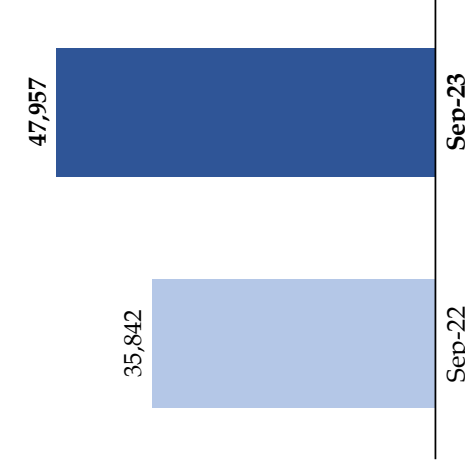
Profit Before Tax (Rs. Crs.)
& PBT Margins



Profit After Tax (Rs. Crs.)
& PAT Margins



AUM (Rs. Crs.)



The Board of Directors have declared an Interim Dividend of Rs. 5 per Equity Share of Face Value of Rs. 5 each of the Company (100% of FV)

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**Private
Wealth
Business**

ONE OF THE LEADING PRIVATE WEALTH SOLUTIONS COMPANY IN INDIA

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Who we are...

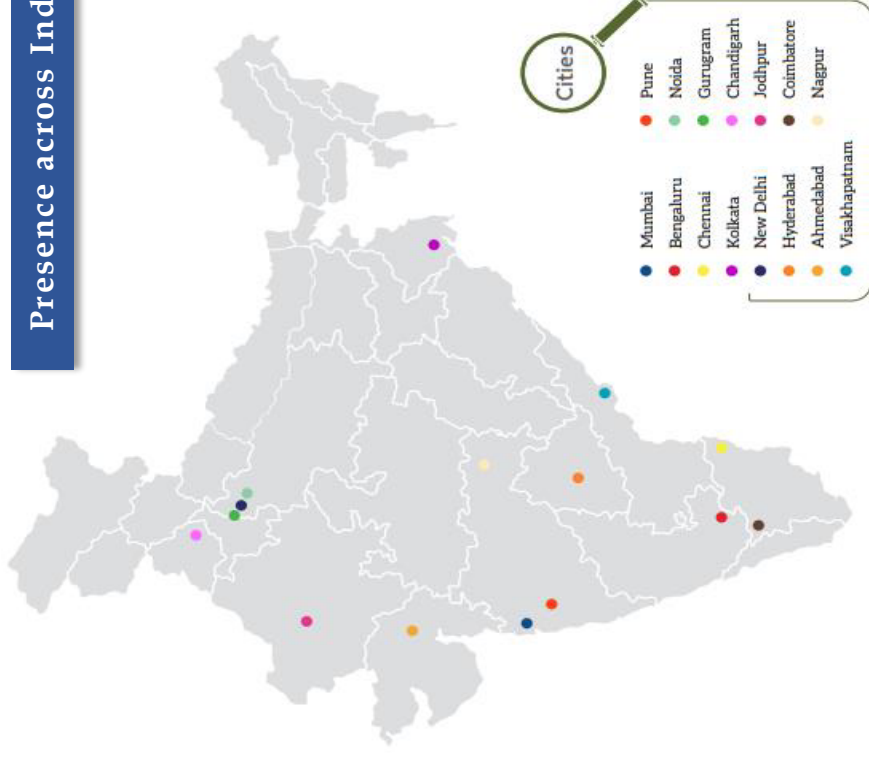
- 👉 One of the leading non-bank sponsored B-C wealth solutions firms in India & have been ranked amongst the top three non-bank sponsored mutual fund distributors in India by gross commission
- 👉 Started in 2002, we have evolved into providing, well researched solutions to our Clients by facilitating investments in financial instruments through an objective driven process

What do we do ...

- 👉 Creating Standardised Wealth Solutions
- 👉 Financial data analysis with the focus on long term returns, through Mutual Funds (MFs) and Non-Principle Protected Structured Products (Non-PP SP)
- 👉 Supporting in tax planning
- 👉 Providing safety net & estate planning solutions using trusts & wills

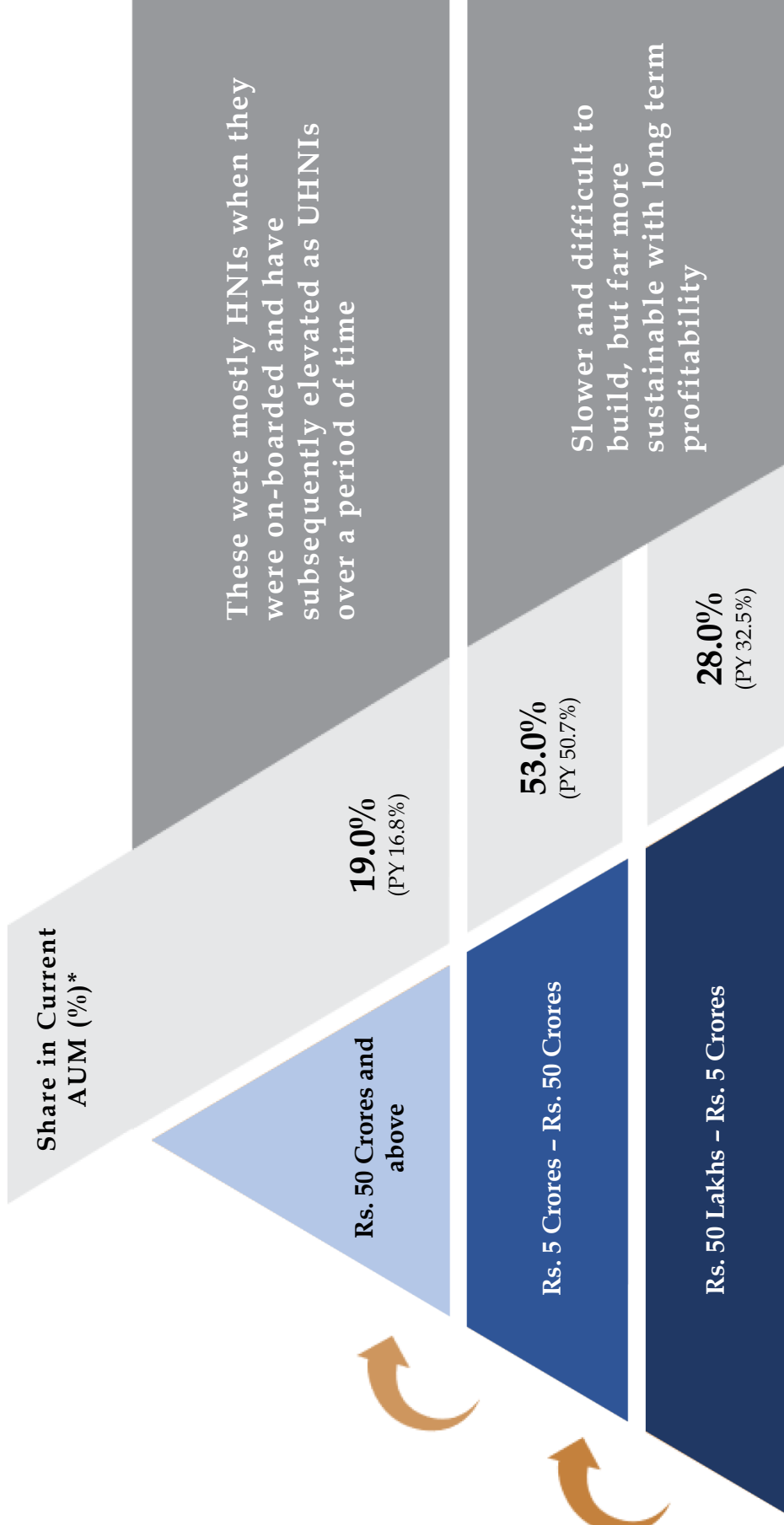
Bharat Story - Potential for Huge Geographic Expansion...

- 👉 Currently have presence at tier II cities - Chandigarh, Coimbatore, Gurugram, Jodhpur, Nagpur, Noida and Visakhapatnam
- 👉 Also, we are expanding at two more tier II cities - Jabalpur & Lucknow



& A representative office in Dubai

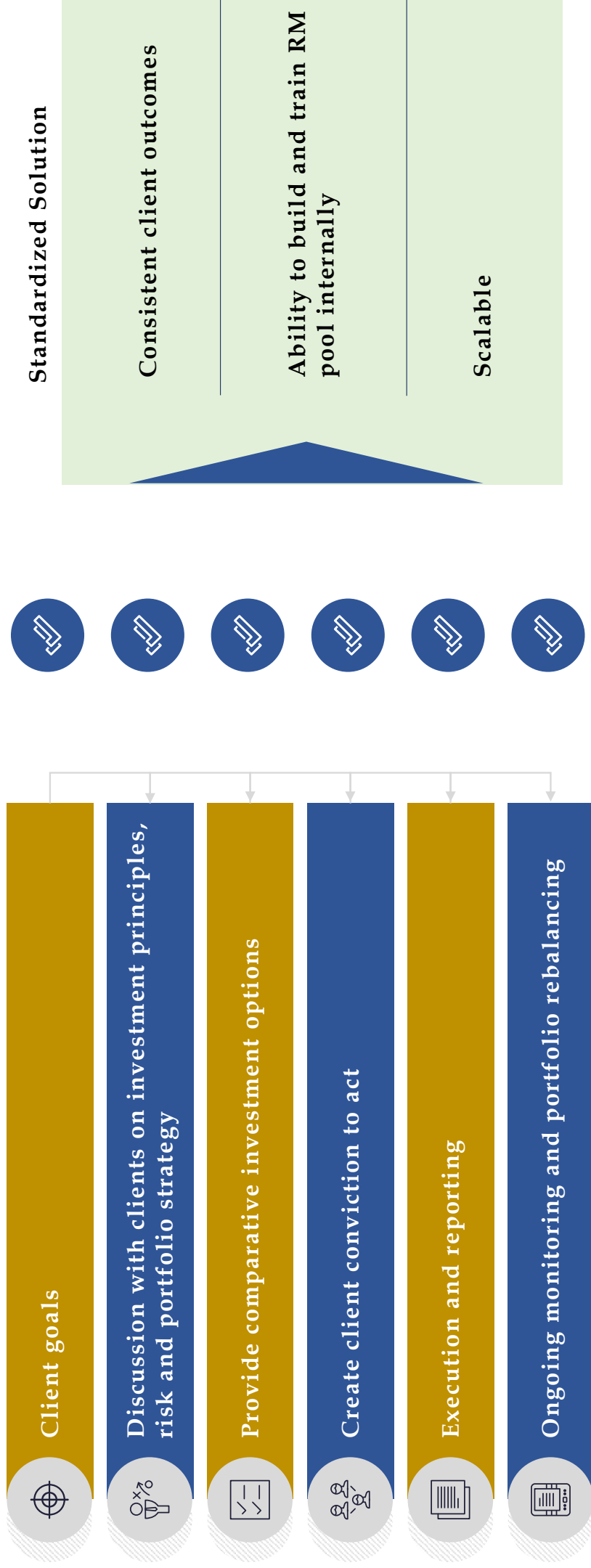
FOCUSED ON MORE REWARDING HNI SEGMENT



* As on 30th September 2023

OFFER END-TO-END, PROCESS DRIVEN, STANDARDIZED & WELL RESEARCHED SOLUTION...

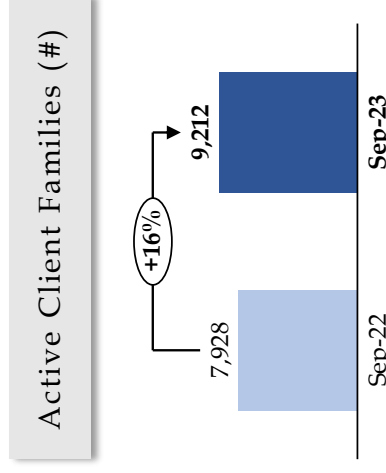
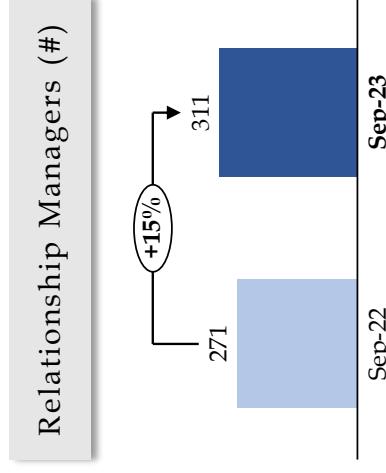
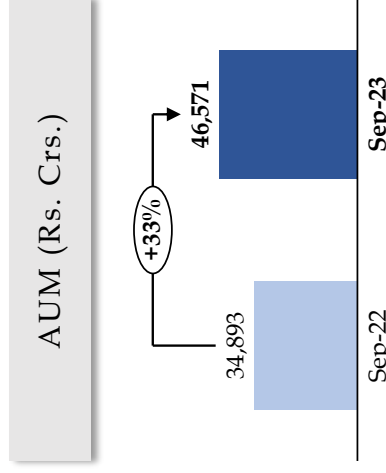
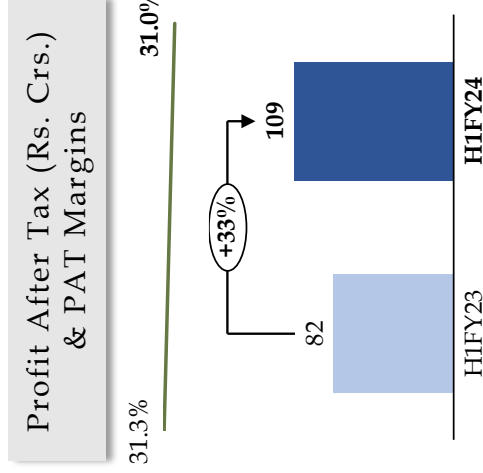
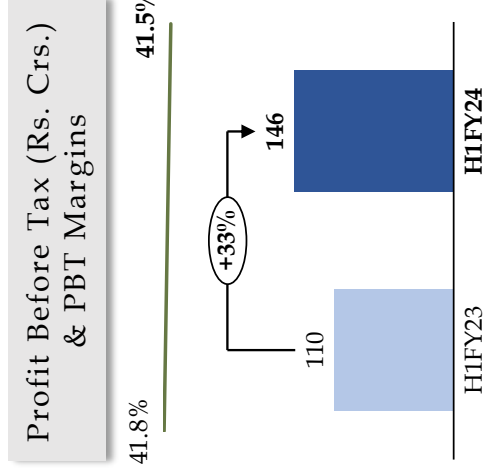
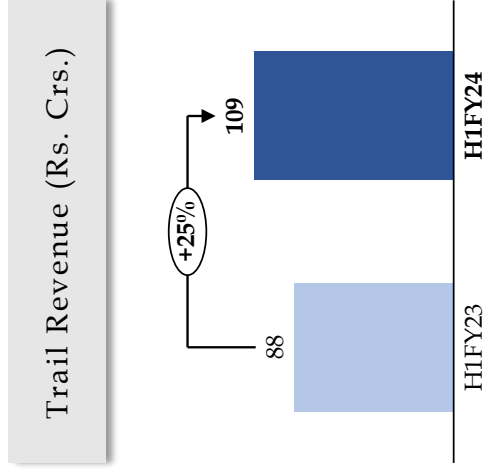
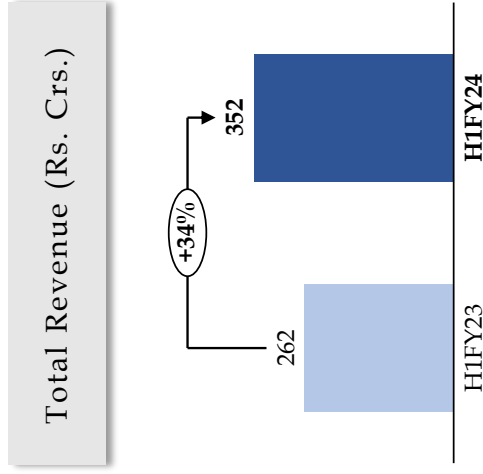
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- Well researched Mutual Fund selection process
- Diversified Sources of Non-Principle Protected Structured Products (Non-PP SPs)

KEY HIGHLIGHTS FOR H1 FY24 - PRIVATE WEALTH BUSINESS

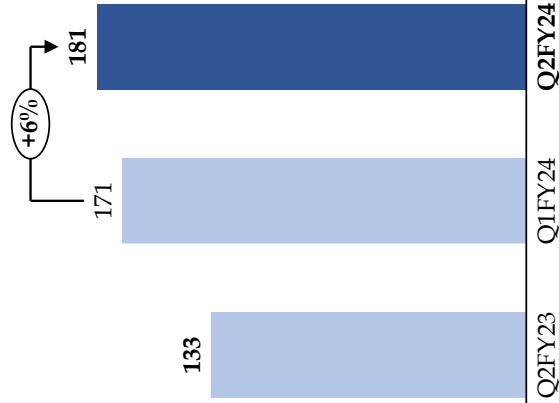
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KEY HIGHLIGHTS FOR Q2 FY24 - PRIVATE WEALTH BUSINESS

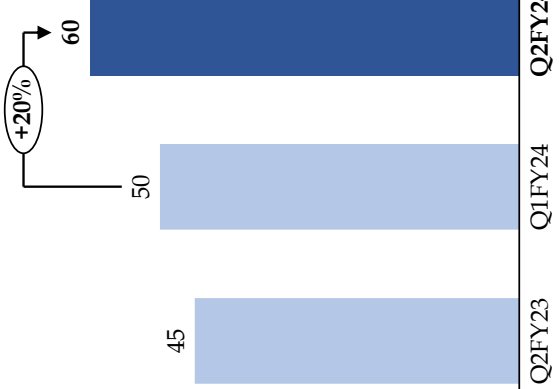
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Total Revenue (Rs. Crs.)



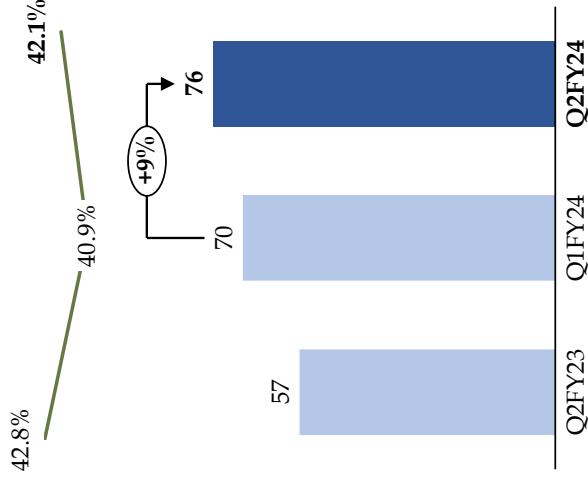
+ 36% Y-o-Y

Trail Revenue (Rs. Crs.)



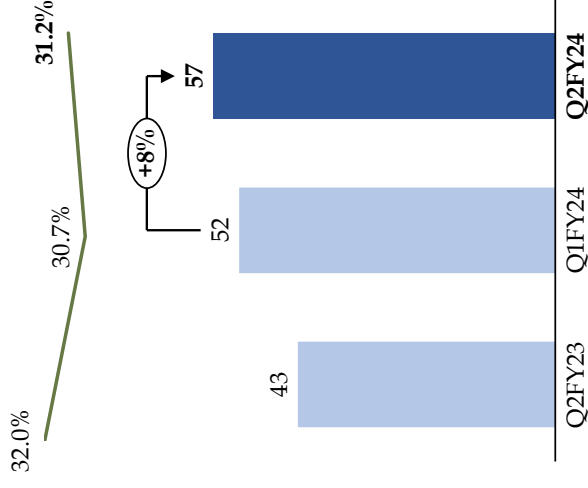
+ 32% Y-o-Y

Profit Before Tax (Rs. Crs.)
& PBT Margins



+ 34% Y-o-Y

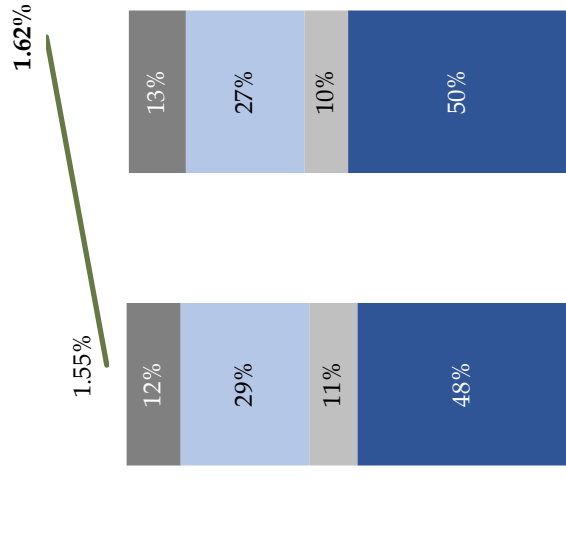
Profit After Tax (Rs. Crs.)
& PAT Margins



+ 33% Y-o-Y

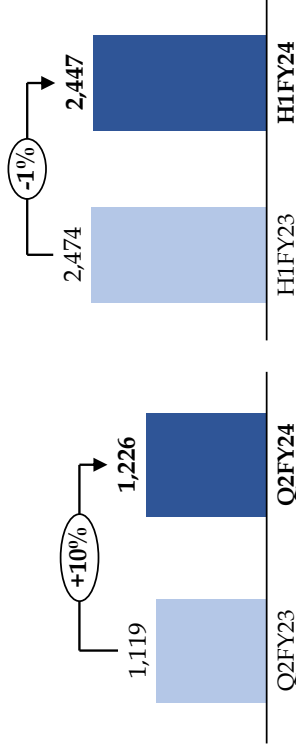
PRIVATE WEALTH PERFORMANCE METRICS

Product Wise AUM Mix (Rs. Crs.) & Avg. AUM Yield*

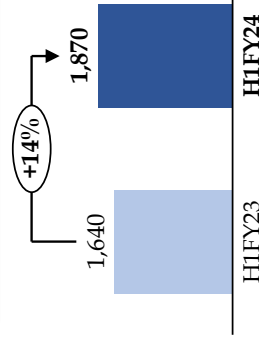


- Others
- Non-Principle Protected Structured Products (Non-PP SP)
- Debt MF
- Equity MF

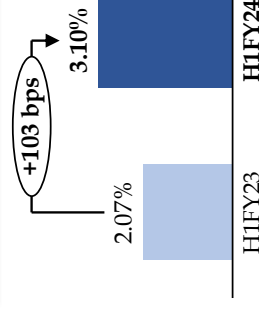
Net Flows (Rs. Crs.)



Equity MF Net Flows (Rs. Crs.)



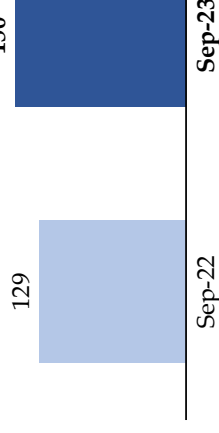
Market Share* (%)



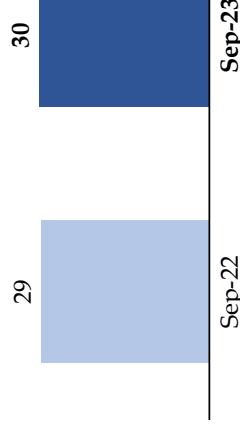
In H1 FY24 Excluding SIP inflows, industry has witnessed outflows of ~Rs. 30,000 Crs whereas ARWL has seen inflows of ~Rs. 1,600+ Crs

*Active Open Ended Equity Mutual Funds

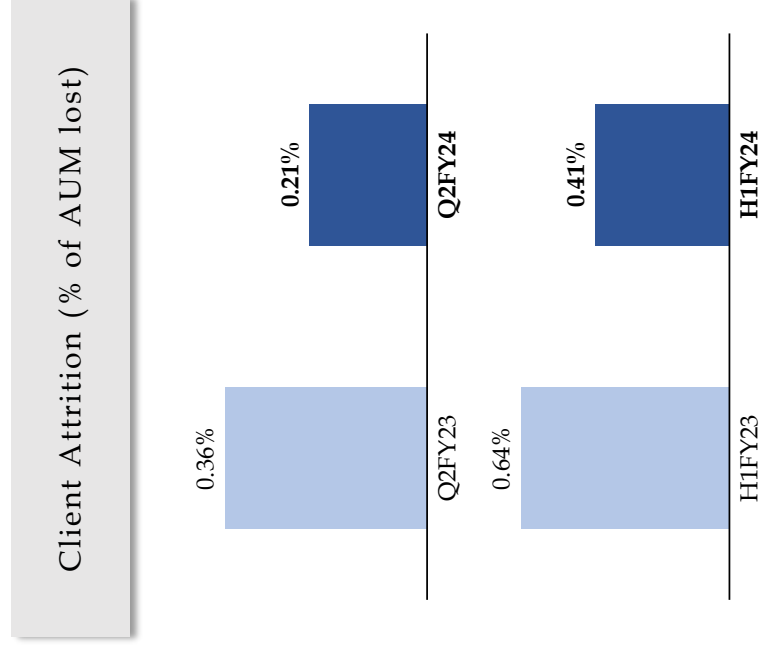
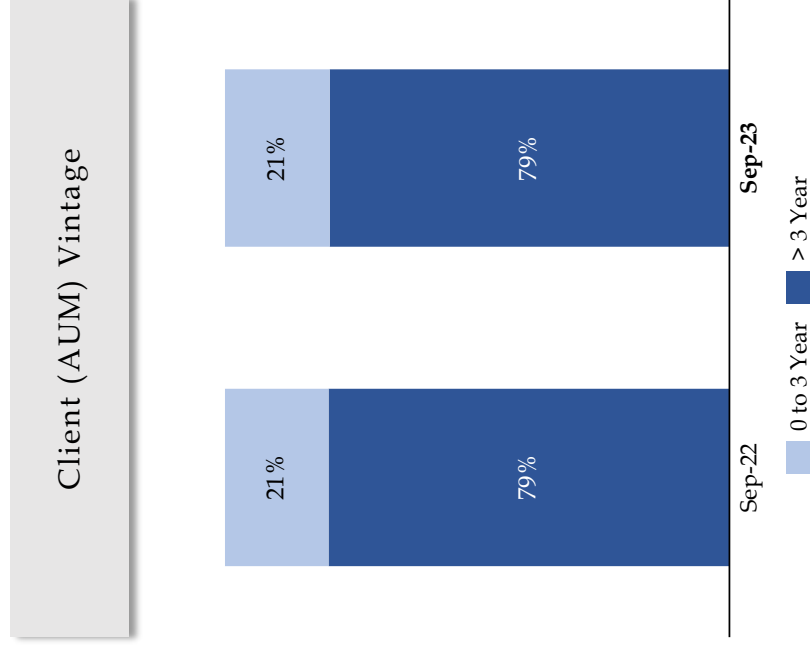
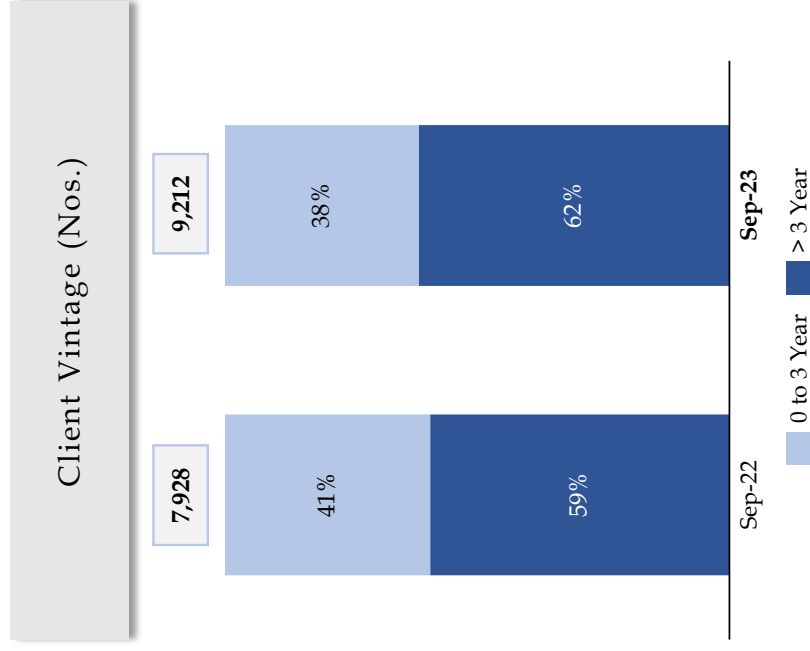
AUM per RM



Clients per RM



ADVANTAGES OF CLIENT VINTAGE AND STICKINESS

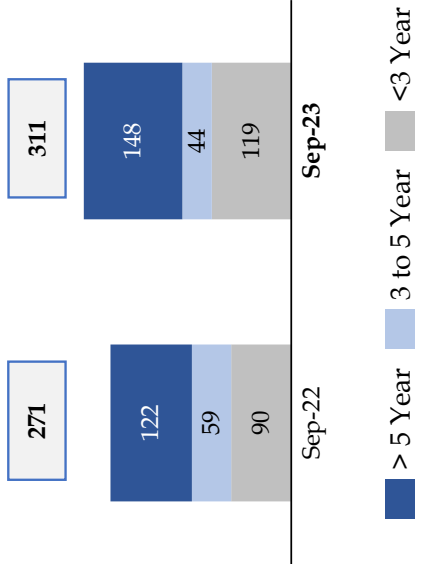


As on 30th September 2023, 62% of our clients have been associated for over 3 years, representing 79% of total PW AUM, which shows ARWL’s strength in vintage of both clients and their AUM

INCREASING SHARE OF HIGHER VINTAGE RELATIONSHIP MANAGERS

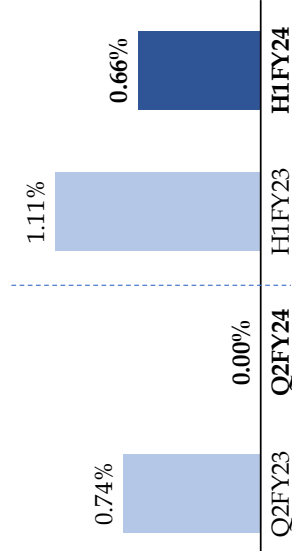
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Vintage Wise Relationship Managers (Nos.)



40 RMs added in last 12 months

Regret RM Attrition*



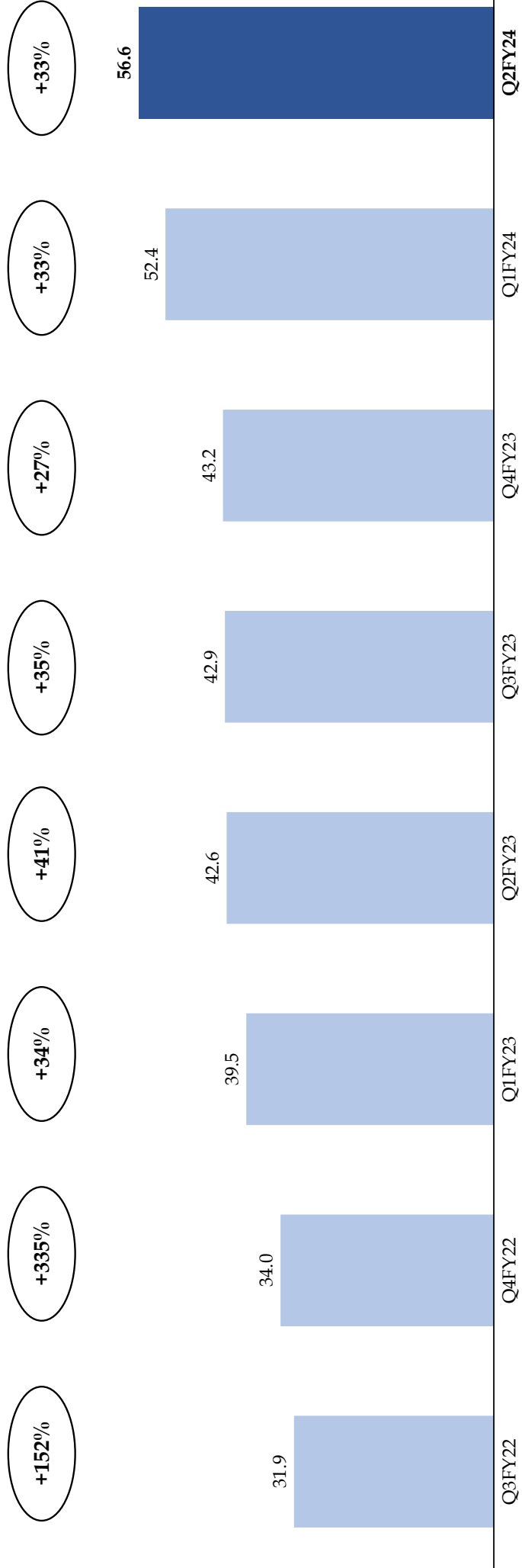
One of the lowest regret RM attrition in the industry.
For Q2 FY24, **Zero** regret RM attrition

*RM with AUM greater than Rs. 40 crores

HISTORIC QUARTERLY PERFORMANCE - PRIVATE WEALTH BUSINESS

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Profit After Tax (Rs. Crs.)



Consistent Y-o-Y Growth

RANKED AMONGST THE TOP THREE NON-BANK SPONSORED MUTUAL FUND DISTRIBUTORS

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Anand Rathi Wealth Limited has been ranked amongst the top three non-bank sponsored mutual fund distributors firms in India

Name of Distributor [^]	Gross Commission (FY23) Rs. Crs.	Rank based on Gross Commission	Gross Commission (FY22) Rs. Crs.	Growth (%)	Yield (%)* for FY23	Rank based on Yield
Competitor 1	1,539.0	1	1,298.3	19%	1.24%	1
Competitor 2	583.0	2	440.9	32%	1.10%	2
Anand Rathi Wealth Limited	212.8	3	169.8	25%	1.03%	3
Competitor 3	143.3	4	146.28	-2%	0.48%	10
Competitor 4	111.1	5	100.6	10%	0.53%	9
Competitor 5	102.4	6	92.4	11%	0.86%	5
Competitor 6	81.7	7	69.8	17%	1.02%	4
Competitor 7	75.8	8	67.0	13%	0.82%	7
Competitor 8	74.3	9	64.0	16%	0.84%	6
Competitor 9	73.7	10	73.6	0%	0.61%	8

*Yield = Gross Commission / Average AUM ^ Excludes Banks & Bank Subsidiaries

India's Wealth Story to unlock in coming years...

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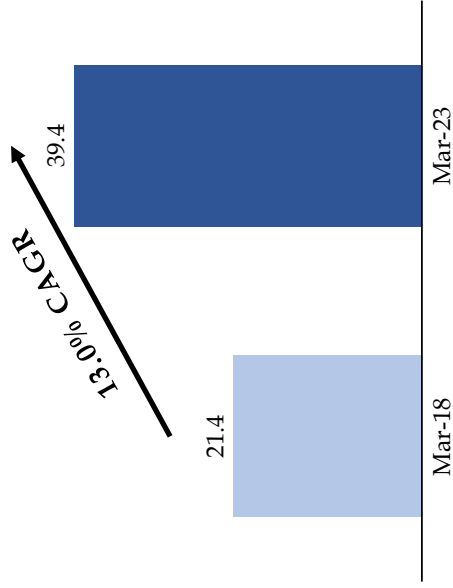


Anand Rathi Wealth : Well, poised to grow exponentially

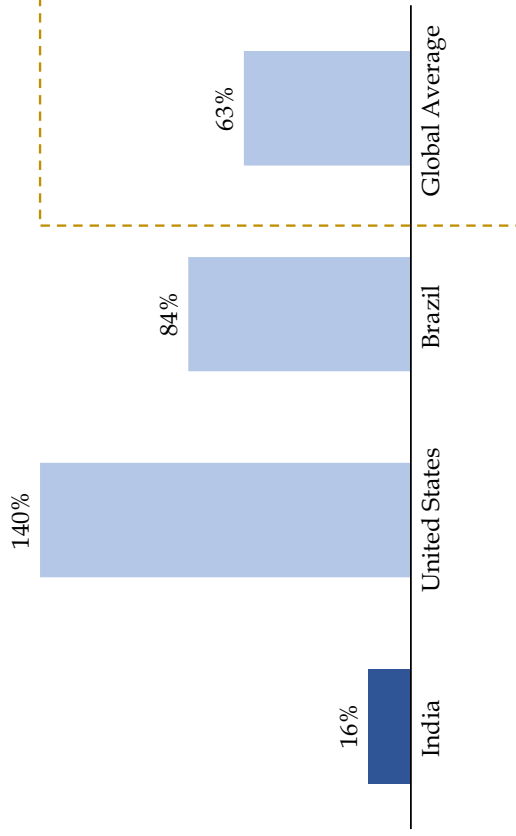
INCREASING PENETRATION OF MUTUAL FUND MARKET IN INDIA

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Assets managed by the Indian mutual fund industry
(Rs. Lakh Crores)



Penetration of MF Industry
(AUM to GDP Ratio - India V/S Other Economies)



☞ India has a huge scope of penetration towards professionally managed financial assets like mutual funds when compared to the global average, which is 4x of India.

☞ This creates more opportunity for wealth management industry.

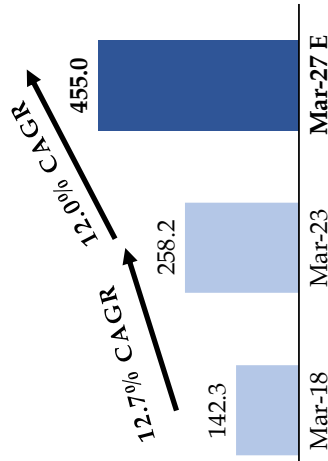
HUGE MARKET POTENTIAL

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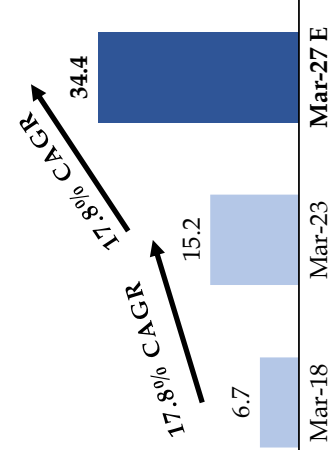
Strong macro-economic trends and a growing HNI families expected to drive growth in the Indian wealth solutions space

Interest in Equities has gone up as it's one of the few asset classes that can deliver double digit returns.

Indian Market Cap Data
(Rs. Lakh Crores)



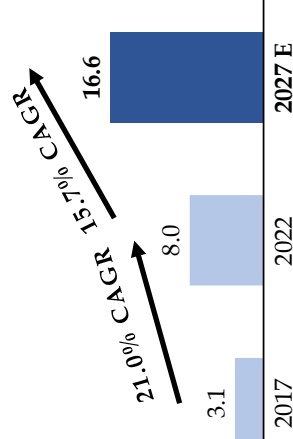
Equity Mutual Fund
(Rs. Lakh Crores)



There is massive potential to increase the share of equity in client portfolios. Equity investment needs guidance, thereby, creating huge opportunity for wealth outflows.

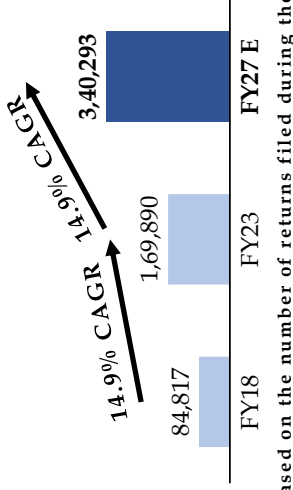
HNI population in India is expected to grow at a GAGR of 15.7% from 2022 to 2027E

No of HNIs (Lakhs)



Increasing HNI population in India

No of Taxpayers Earning > Rs. 1 Crore

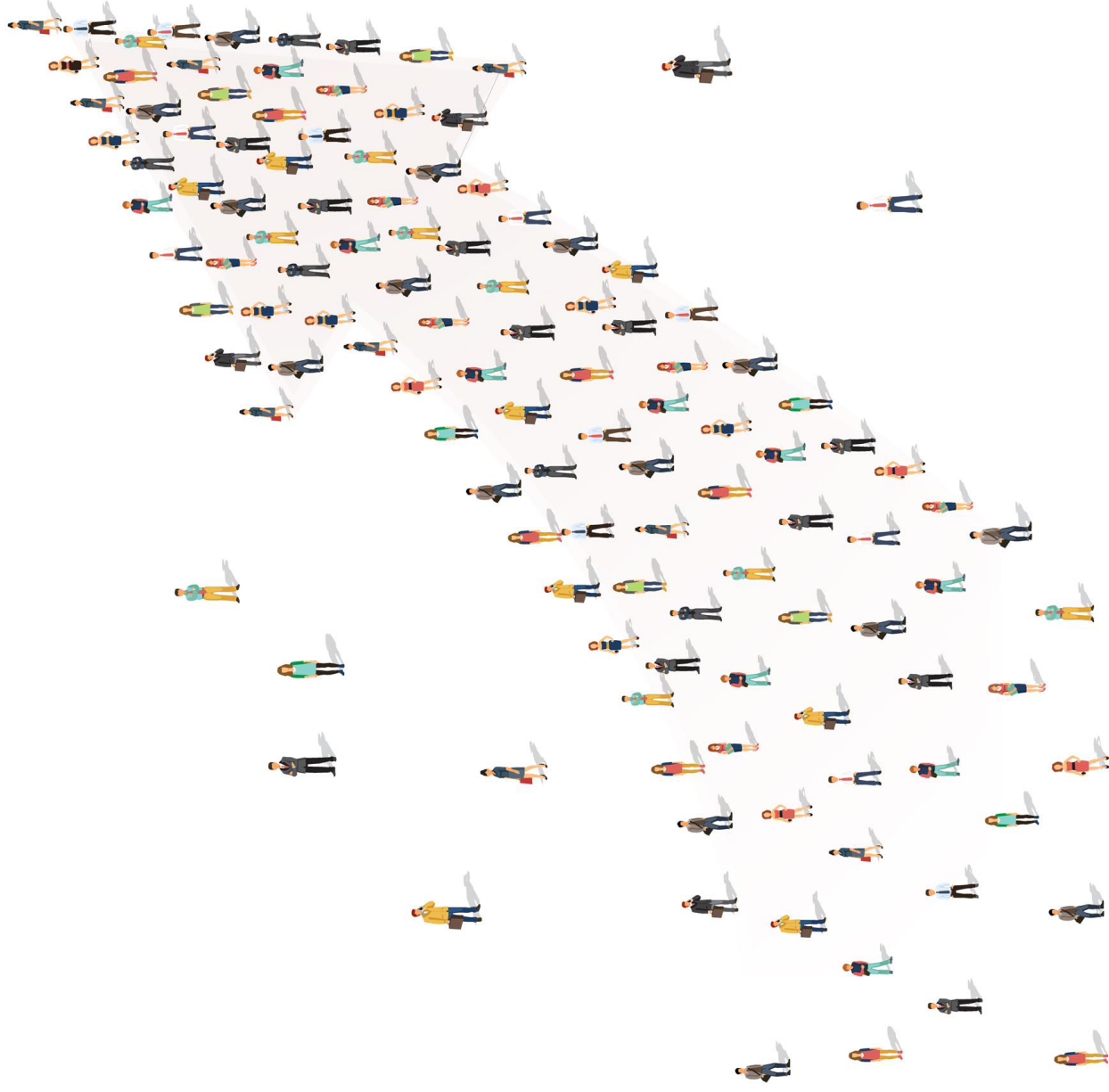


Taxpayers having income of > Rs. 1 crore, grew by 15% from FY18 to FY23. With the same growth number of individuals will increase to 3.40 lakhs.

Based on the number of returns filed during the year

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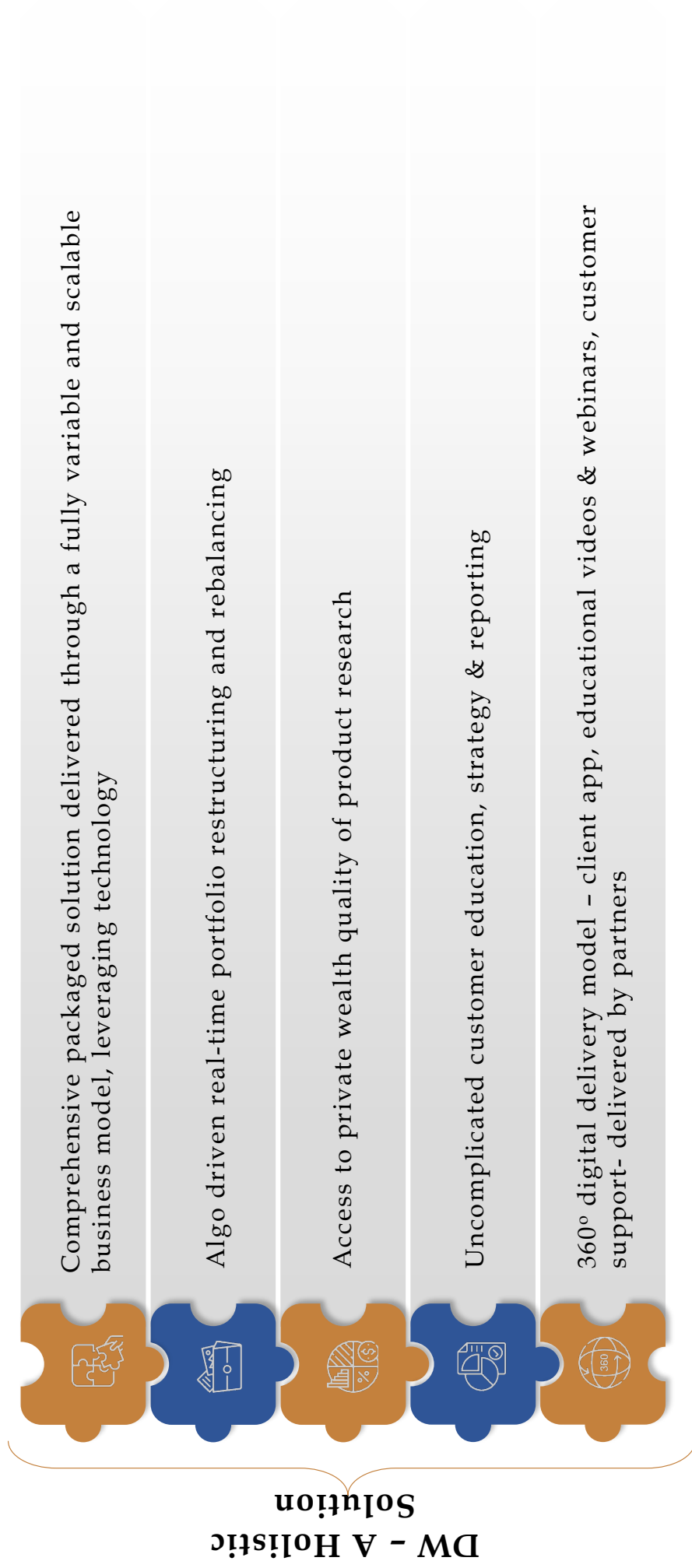
Digital Wealth - New Age Business



1. DIGITAL WEALTH - STRATEGY, PHILOSOPHY & OPPORTUNITIES

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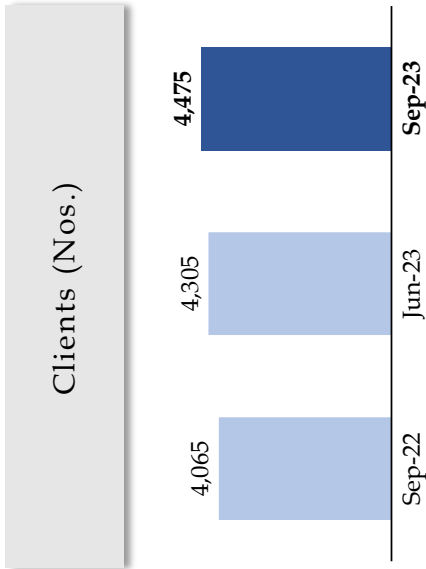
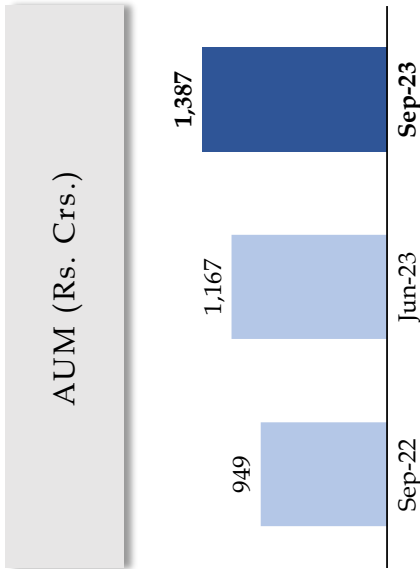
Leveraging technology to cater to the mass affluent segment through a Phygital Model



DIGITAL WEALTH : SCALING UP WITH THE USE OF TECHNOLOGY

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Customer Segment : Mass Affluent having existing financial assets: Rs. 10 lakhs – Rs. 5 crores



Unique Approach to Wealth Solutions



Delivers service through a **'phygital channel'** i.e., a combination of human distributor (physical) empowered with technology (digital)



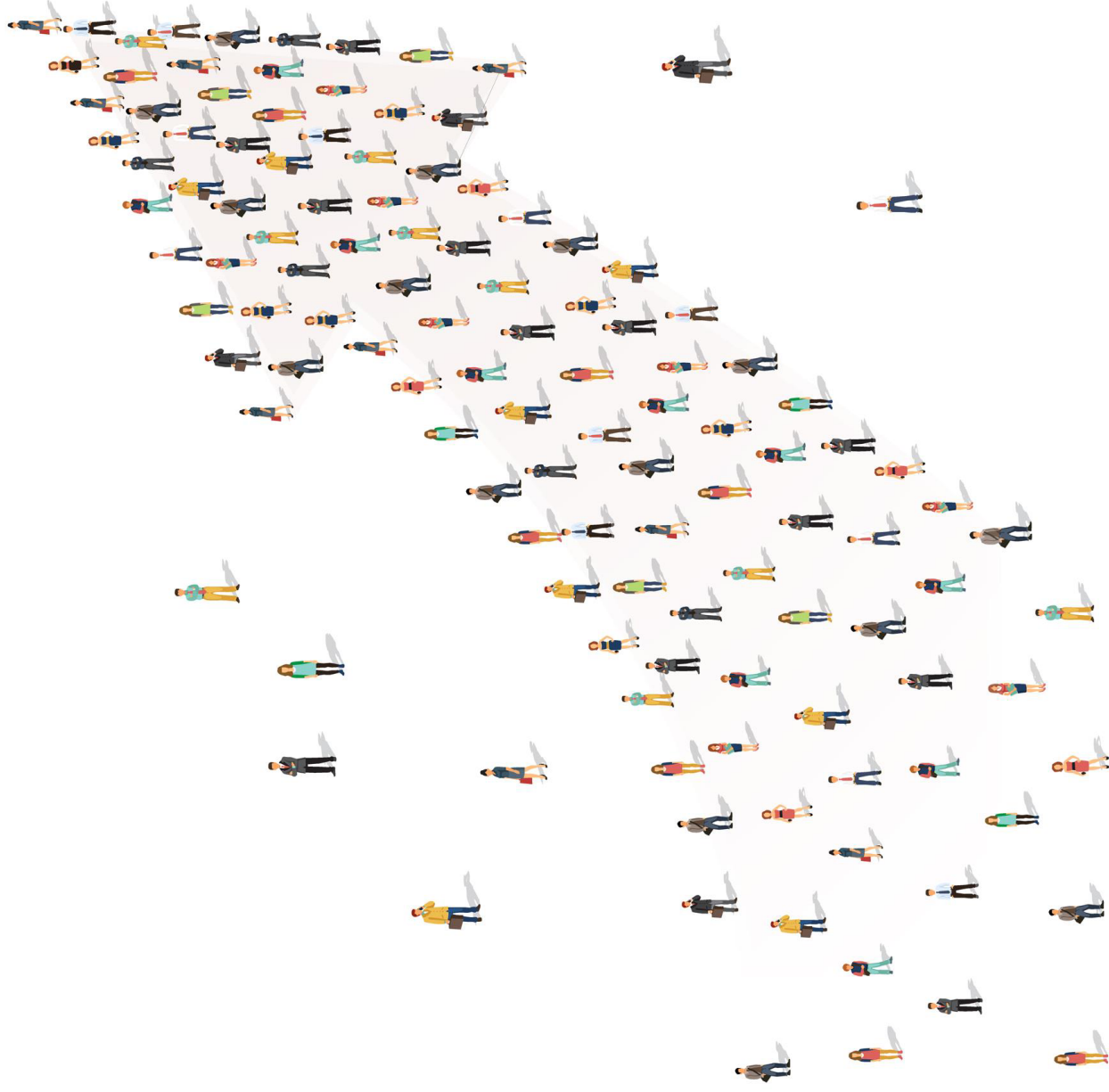
Seeks to build a **scalable and profitable model** by using this blend of technology capabilities and human interface



Attempts to build a **partner led distribution** through whom a packaged investment solution is delivered

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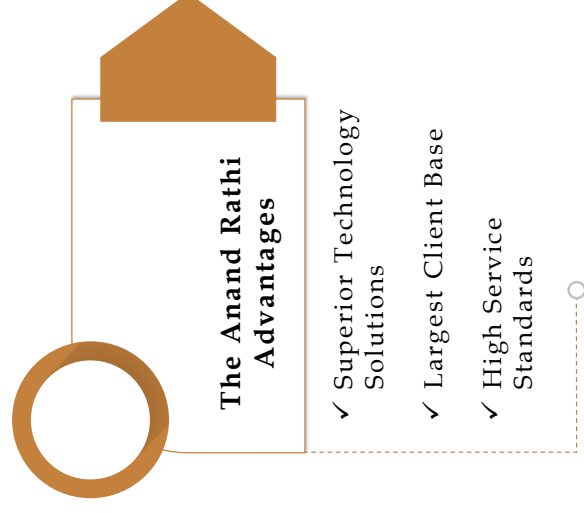
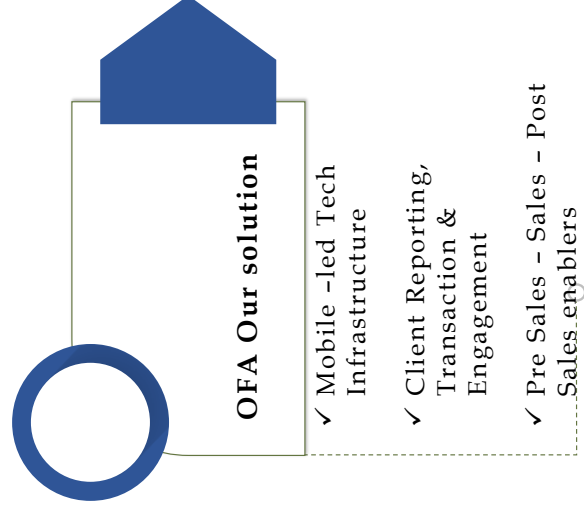
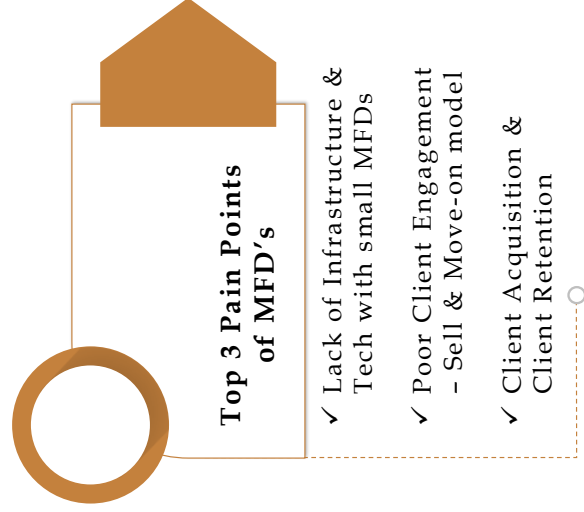
Omni Financial Advisor (OFA) - New Age Business



2. OFA - PROVIDES A TECHNOLOGY PLATFORM TO THE MFDs & THEIR CLIENTS

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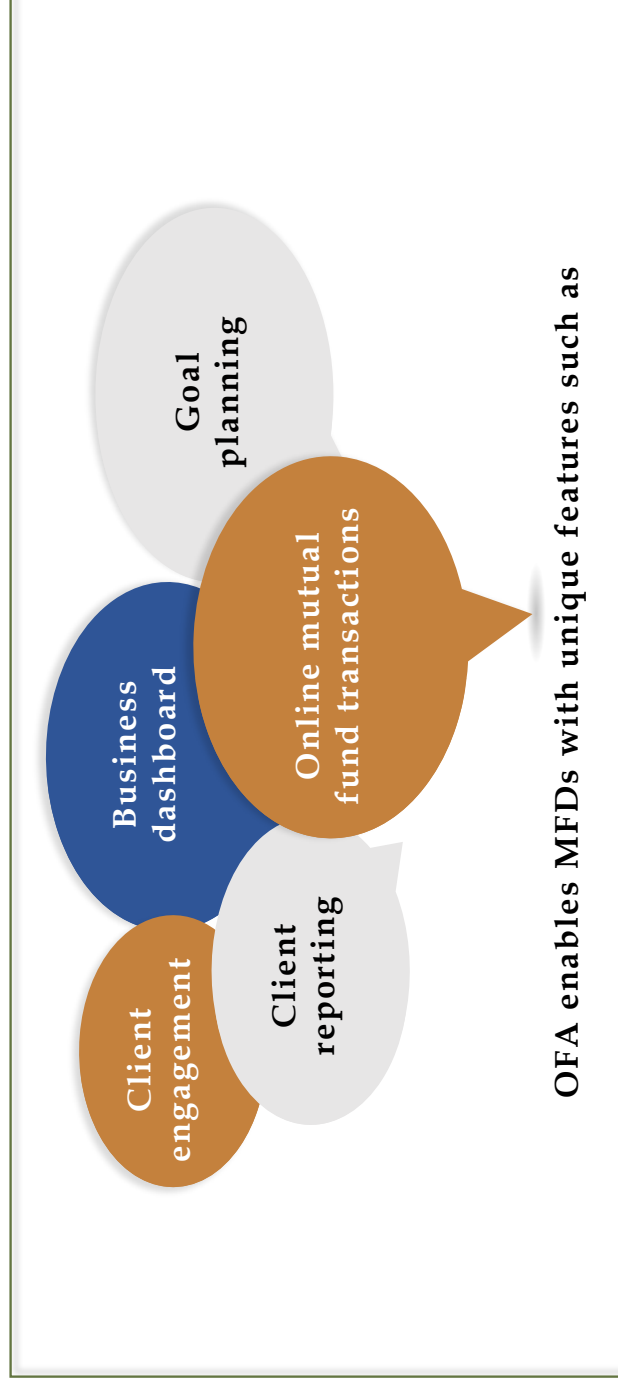
Target Segment - ARN Holder (Certified Mutual Fund Distributors)



OFA - LEVERAGING TECHNOLOGY TO CATER TO THE RETAIL SEGEMENT

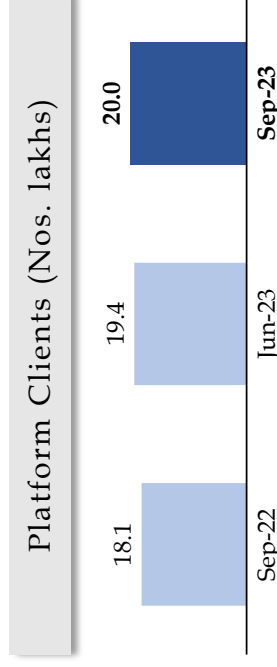
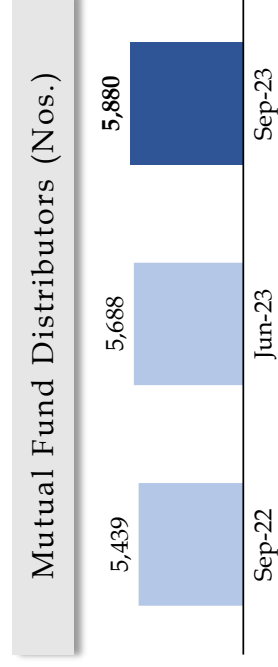
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Key Functionalities : Subscription Model, MFD and his Clients get access to our platform. (MFD - Web + Mobile, MFD's Clients - Mobile)



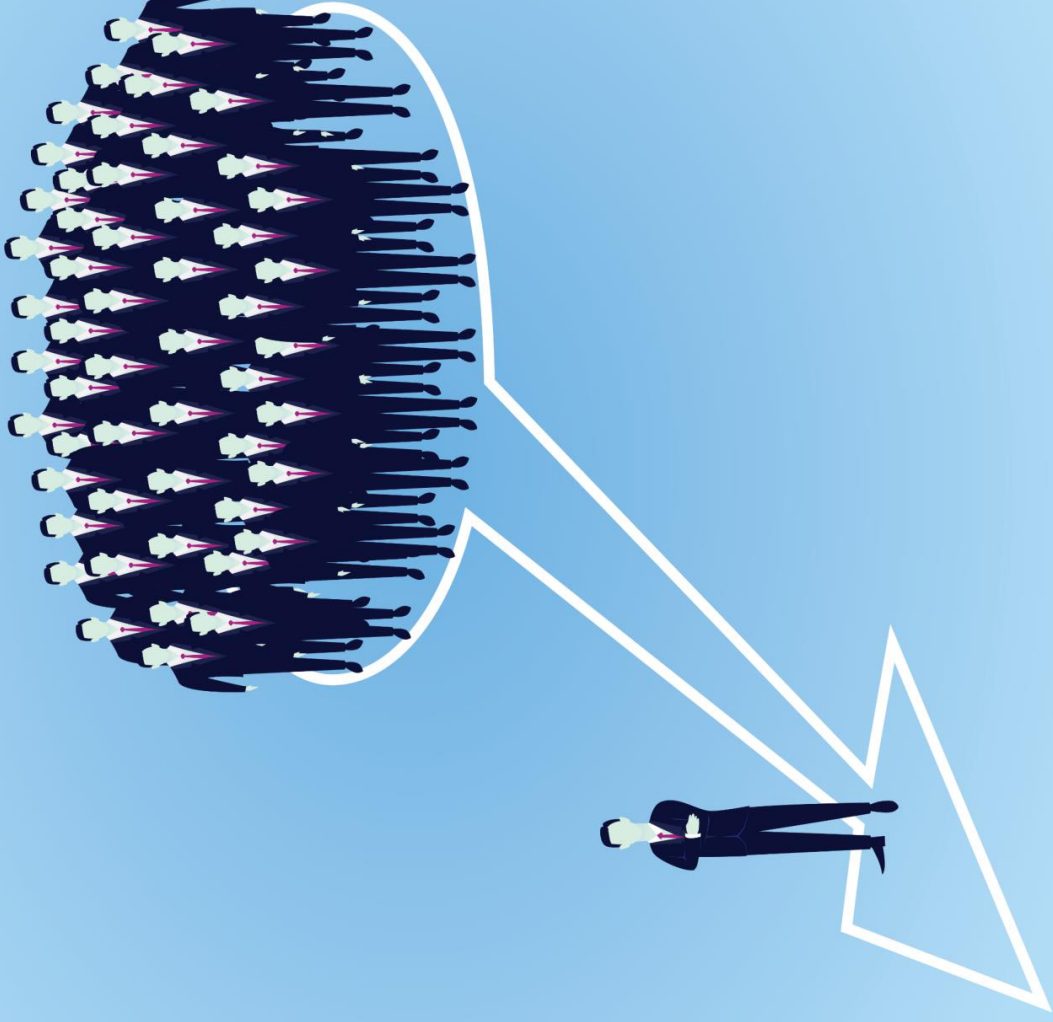
OFA provides a co-branded mobile first integrated technology platform to MFDs and their clients thereby, addressing the wide retail segment

AR Wealth domain expertise combined with significant tech capabilities has created a unique ability to scale up the network for retail investors



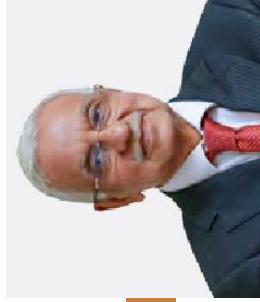
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Leadership Team

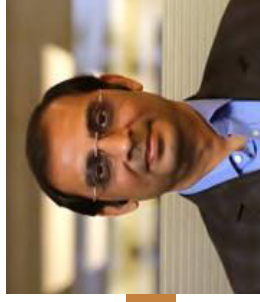


BOARD OF DIRECTORS

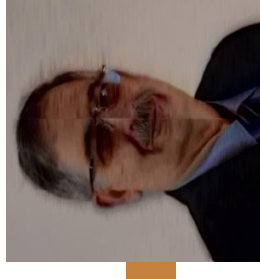
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Mr. Anand Rathi
Chairman & Non-Executive
Director



Mr. Pradeep Kumar Gupta
Non-Executive Director



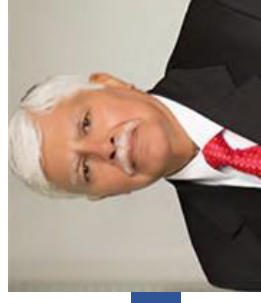
Mr. Rakesh Rawal
Executive Director & CEO



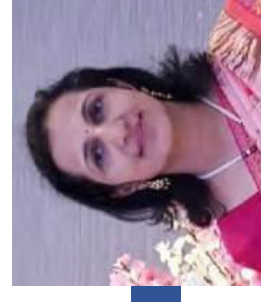
Mr. Mohan Tanksale
Independent Director



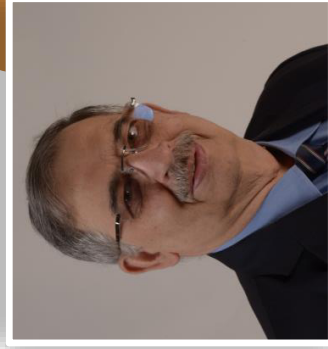
Mr. Ramesh Chandak
Independent Director



Mr. K. G. Somani
Independent Director

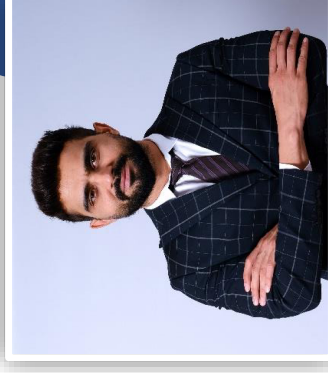


Mrs. Sudha Navandar
Independent Director



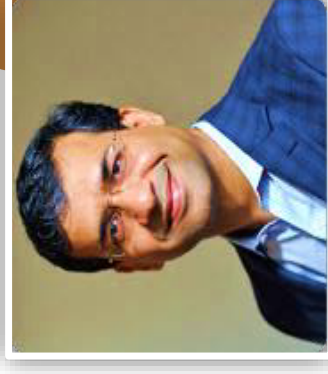
Mr. Rakesh Rawal
Chief Executive Officer

- Master's Degree in management studies from the Jamnalal Bajaj Institute of Management Studies and Bachelors Degree in Mechanical Engineering from Indian Institute of Technology, Kanpur
- Past-Experience - Hindustan Unilever Limited & Deutsche Bank
- Joined Anand Rathi Wealth in 2007



Mr. Feroze Azeez
Deputy Chief Executive Officer

- Post Graduate Diploma in Management - majors in Derivative and Finance from SDM Institute for Management Development and Mechanical Engineer from University of Mysore
- Past Experience : ABN AMRO Bank N.V. and Religare Macquarie Private Wealth
- Joined Anand Rathi Wealth in 2012



Mr. Jugal Mantri
Group Chief Financial Officer

- Rank holder Chartered Accountant and Senior Management Program from IIM Ahmedabad.
- One of the first to join the Anand Rathi Group when it was founded in 1994

KEY PERSONNEL – BUSINESS & FINANCIAL HEADS

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Department Heads



Mr Chethan Shenoy
Executive Director and
Head - Product and
Research



Mr Chirag Muni
Associates Director &
Head - Business Process



Mr Rajesh Bhutara
Chief Financial
Officer



Mr Niranjan Babu Ramayanam
Chief Operating
Officer



Mr Agraj Gupta
Chief Human
Resources Officer



Mr Arjun Guha
Mumbai



Mr Amitabh Lara
Mumbai



Mr Bharath Rathore
Bengaluru



Mr Suraj Sinha
Bengaluru



Ms Protima Dhawan
Hyderabad



Mr Adil Chacko
Delhi



Mr Manish Srivastava
Delhi



Mr Swapan Chakraborty
Pune



Mr Subhendu Harichandan
Pune



Mr Raj Vijeta Sharma
Dubai



Mr Ashish Bhandia
Kolkata



Mr Rajan Sarkar
Kolkata



Mr Krishanu Chaudhary
Chennai



Mr Mukesh Kumawat
Gurugram



Mr Farooq Nabi
Noida



Mr Harpreet Punj
Chandigarh



Mr Sudhir Hiran
Rajasthan

Strong Growth Momentum... To Continue

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OUTPERFORMING THE GUIDANCE

Particulars	Guidance given for FY24 (Rs. Crs)	Actual for H1 FY24 (Rs. Crs.)	% Achieved	Revised Guidance
Revenue	661	368	56%	720
Profit After Tax	205	111	54%	220
Asset Under Management (AUM)	47,000	47,957	-	51,000

Note: All the above numbers are on consolidated basis

CONSOLIDATED PROFIT & LOSS SUMMARY

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Particulars (Rs. Crs.)	Q2 FY24	Q2 FY23	Y-o-Y	Q1 FY24	Q-o-Q	H1 FY24	H1 FY23	Y-o-Y
MF - Equity & Debt	62.5	46.9		52.2		114.7	91.2	
Distribution of Financial Products	118.7	88.0		121.5		240.2	174.2	
IT Enabled Services	1.4	1.2		1.3		2.7	2.4	
Others	6.5	2.0		3.4		9.9	4.0	
Total Revenue	189.1	138.1	37%	178.4	6%	367.5	271.6	35%
Employee costs	80.9	59.1		78.9		159.8	119.6	
Other expenses	24.2	16.6		22.7		47.0	32.0	
Total Operating Costs	105.1	75.7	39%	101.7	3%	206.8	151.6	36%
PBT	77.7	57.5	35%	70.9	10%	148.6	110.5	35%
PBT Margin %	41.1%	41.7%		39.7%		40.4%	40.7%	
PAT	57.7	43.0	34%	53.2	8%	110.9	82.7	34%
PAT Margin %	30.5%	31.1%		29.8%		30.2%	30.4%	
Particulars (Rs. Crs.)	Sep-23	Sep-22	Y-o-Y	Jun-23	Y-o-Y	Sep-23	Sep-22	Y-o-Y
MF - Equity & Debt	28,908	21,170		25,774		28,908	21,170	
Non-PP SPs	12,595	10,384		12,293		12,595	10,384	
Others	6,455	4,289		5,346		6,455	4,289	
Total AUM	47,957	35,842	34%	43,413	10%	47,957	35,842	34%

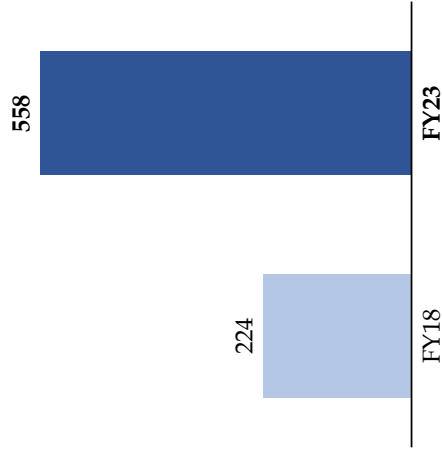
CONSOLIDATED BALANCE SHEET AS ON 30th SEPTEMBER

ANANDRATHI
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Assets (Rs. Crs)	Sep-23	Mar-23	Equity & Liabilities (Rs. Crs)	Sep-23	Mar-23
Non - Current Assets			Total Equity		
Property Plant & Equipments	92.3	92.5	Share Capital	20.9	20.8
CWIP	-	-	Other Equity	532.2	447.4
Goodwill	2.9	2.9	Non-Controlling Interest	12.2	11.9
Intangible assets	19.9	22.3	Total Equity	565.2	480.1
Right of use asset	33.0	18.5	Non-Current Liabilities		
Intangible assets under development	-	-	Financial Liabilities		
Financial Assets			(i) Borrowings	4.3	8.5
Investments	107.3	105.5	(ii) Lease Liabilities	27.2	14.2
Other Financial Assets	3.2	3.6	Provisions	2.7	3.9
Deferred Tax Assets (Net)	0.2	0.5	Total Non-Current Liabilities	34.1	26.5
Other Non - Current Assets (Net)	35.1	31.4	Current Liabilities		
Total Non - Current Assets	293.9	277.1	Financial Liabilities		
Current Assets			(i) Borrowings	8.3	8.3
Financial Assets			(ii) Trade Payables	0.1	0.3
(i) Investments	-	-	(iii) Lease	6.9	5.7
(ii) Trade receivables	21.6	17.1	(iii) Other Financial Liabilities	89.8	10.8
(iii) Cash and cash equivalents	175.2	64.8	Other Current Liabilities	13.8	12.0
(iv) Other Bank balances	-	-	Provisions	61.7	80.3
(v) Loans	-	-	Total Current Liabilities	180.6	117.5
Other Financial Assets	280.9	258.6	Total Equity & Liabilities	780.0	624.1
Other Current Assets	8.5	6.6			
Total Current Assets	486.1	347.1			
Total Assets	780.0	624.1			

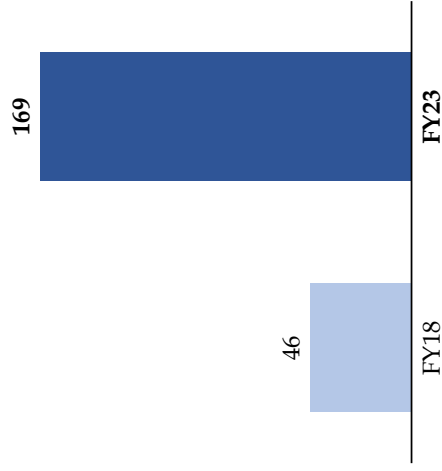
HISTORICAL TRENDS

Revenue (Rs. Crs.)



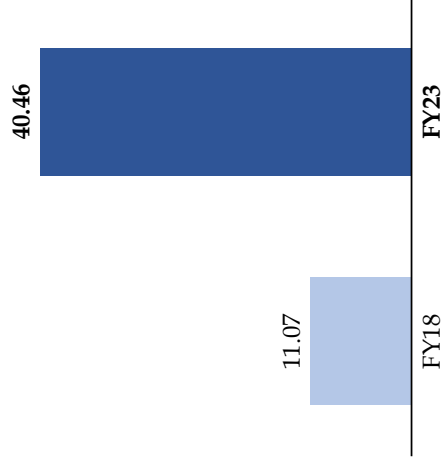
Rs. 558 crores
▲ 20% CAGR

Profit After Tax (Rs. Crs.)



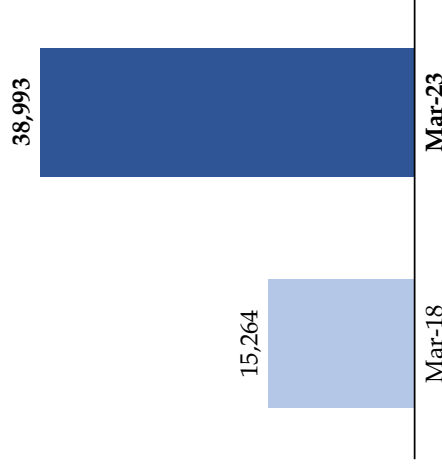
Rs. 169 crores
▲ 30% CAGR

EPS (Rs.)



Rs. 40.46 per share
▲ 30% CAGR

AUM (Rs. Crs.)



Rs. 38,993 crores
▲ 21% CAGR

HISTORICAL FINANCIALS

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Particulars (Rs. Crs.)	FY19	FY20	FY21	FY22	FY23
MF - Equity & Debt	104.0	99.6	90.2	154.0	189.9
Distribution of Financial Products	169.0	227.7	170.6	258.8	353.9
IT Enabled Services	3.6	4.6	4.5	4.8	4.9
Others	7.5	4.6	13.9	7.7	9.7
Total Revenue	284.1	336.4	279.2	425.2	558.3
Employee costs	132.8	167.2	150.8	192.0	241.8
Other expenses	56.8	57.7	45.0	48.2	68.1
Total Costs	189.6	224.9	195.8	240.2	309.9
PBT	84.3	86.6	62.9	167.4	227.9
PBT Margin%	29.7%	25.7%	22.5%	39.4%	40.8%
PAT	59.1	61.4	44.6	126.8	168.6
PAT Margin%	20.8%	18.2%	15.8%	29.8%	30.2%
Particulars (Rs. Crs.)	FY19	FY20	FY21	FY22	FY23
MF - Equity & Debt	12,862	11,068	14,559	19,434	23,221
Non-PP SPs	3,966	5,797	9,408	9,591	10,974
Others	1,565	1,490	2,703	3,881	4,797
Total AUM	18,393	18,355	26,670	32,906	38,993

All financial numbers are on Consolidated Basis

HISTORICAL BALANCE SHEET

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Assets (Rs. Crs)	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Equity & Liabilities (Rs. Crs)	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23
Non - Current Assets						Total Equity					
Property Plant & Equipments	7.5	8.9	7.2	80.8	92.5	Share Capital	13.5	13.5	13.8	20.8	20.8
CWIP	-	65.4	69.0	-	-	Other Equity	109.0	172.8	227.8	322.9	447.4
Goodwill	0.4	2.9	2.9	2.9	2.9	Non Controlling Interest	12.5	11.6	11.6	11.7	11.9
Intangible assets	7.9	37.3	32.2	27.1	22.3	Total Equity	135.0	197.9	253.2	355.3	480.1
Right of use asset	-	26.3	12.9	13.2	18.5	Non-Current Liabilities					
Intangible assets under development	31.7	-	-	-	-	Financial Liabilities					
Financial Assets						(i) Borrowings	0.4	33.4	25.0	16.6	8.5
Investments	-	101.3	101.8	103.5	105.5	(ii) Lease Liabilities	-	16.5	6.4	8.5	14.2
Other Financial Assets	4.7	5.2	4.3	4.2	3.6	Provisions	0.1	0.3	1.2	2.1	3.9
Deferred Tax Assets (Net)	3.9	4.6	4.2	3.8	0.5	Total Non-Current Liabilities	0.5	50.2	32.5	27.2	26.5
Other Non - Current Assets (Net)	28.6	7.2	11.1	43.5	30.6	Current Liabilities					
Total Non - Current Assets	84.7	259.1	245.6	279.0	276.2	Financial Liabilities					
Current Assets						(i) Borrowings	0.2	8.4	8.4	8.3	8.3
Financial Assets						(ii) Trade Payables	0.7	2.1	0.2	-	0.3
(i) Investments	75.1	1.8	2.7	-	-	(iii) Lease	-	10.0	7.8	5.8	5.7
(ii) Trade receivables	11.0	9.1	10.9	14.9	17.1	(iii) Other Financial Liabilities	20.2	90.6	5.7	21.2	10.8
(iii) Cash and cash equivalents	11.4	28.3	65.3	87.1	60.2	Other Current Liabilities	6.6	9.1	12.2	8.7	12.0
(iv) Other Bank balances	-	-	-	-	-	Provisions	34.1	41.6	19.8	53.6	80.2
(v) Loans	0.2	66.7	1.2	-	-	Total Current Liabilities	61.8	161.7	54.1	97.6	117.4
Other Financial Assets	10.3	31.5	12.5	92.0	258.6	Liabilities directly associated with disposal group classified as held for sale	-	-	-	-	0.05
Other Current Assets	4.6	13.3	1.6	7.2	6.6	Total Equity & Liabilities	197.3	409.8	339.7	480.2	624.1
Total Current Assets	112.7	150.7	94.2	201.2	342.5						
Assets directly associated with disposal group classified as held for sale	-	-	-	-	5.4						
Total Assets	197.3	409.8	339.7	480.2	624.1						

All financial numbers are on Consolidated Basis

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THANK YOU !

Company: Anand Rathi Wealth Limited

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CIN: L67120MH1995PLC086696

Mr. Rajesh Bhutara, CFO / Vishal Sanghavi – Head IR
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Investor Relation Advisors: Strategic Growth Advisors Pvt. Ltd.

SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285

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