

Q3 FY2023

₹ 1,881.3 million Revenue +12.1% Y-o-Y +5.0% Q-o-Q	₹ 807.0 million EBITDA Margin at 42.9%	₹ 533.8 million PAT Margin at 28.4%	₹ 3.15 EPS +70.5% Y-o-Y +11.3% Q-o-Q
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9M FY2023

₹ 5,368.9 million Revenue +17.1% Y-o-Y	₹ 2,142.0 million EBITDA Margin at 39.9%	₹ 1,387.2 million PAT Margin at 25.8%	₹ 8.20 EPS +29.4% Y-o-Y
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Domestic Mutual Fund Investor Solutions

KPIs	Q3 FY23	Q2 FY23	Q3 FY22	9M FY23	9M FY22
No of Operating Clients	24.0	24.0	25.0 ¹	24.0	25.0 ¹
AAUM Serviced (₹ billion) (last quarter of the period)	12,746.1	12,299.3	11,744.2	12,746.1	11,744.2
AAUM Market share (last quarter of the period)	31.7%	31.5%	30.7%	31.7%	30.7%
Equity AAUM Serviced (₹ billion) (last quarter of the period)	7,124.9	6,833.2	6,314.5	7,124.9	6,314.5
Equity AAUM Market share (last quarter of the period)	35.0%	35.2%	34.9%	35.0%	34.9%
Equity AAUM Mix (last quarter of the period)	55.9%	55.6%	53.8%	55.9%	53.8%
SIP inflows (billion) (for the period)	166.7	158.7	140.5	480.2	377.1
SIP book AAUM (₹ billion) (last quarter of the period)	2,123.7	1,976.2	1,716.6	2,123.7	1,716.6
SIP book AAUM market share (last quarter of the period)	31.5%	31.5%	30.9%	31.5%	30.9%
SIP live folios (million) (end of the period)	27.3	25.7	20.9	27.3	20.9
No of Transactions (million)	226.2	152.1	196.1	226.2	196.1
Avg live folio count (million) (at the end of the period)	66.6	65.2	55.1	66.6	55.1

(1) Includes two asset management companies Sundaram Mutual Fund and Principal Mutual Fund which got merged into one in Q4FY22

Issuer Solutions					
KPIs	Q3 FY23	Q2 FY23	Q3 FY22	9M FY23	9M FY22
No of Clients	5,179.0	5,051.0	4,643.0	5,179.0	4,643.0
No of folios (million) (end of the period)	108.7	107.9	96.1	108.7	96.1
No of Transactions (million) (cumulative)	2.5	1.7	2.1	2.5	2.1
No of IPOs Handled (Main board)	9.0	4.0	20.0	9.0	20.0
Main Board IPOs – market share (basis no of clients)	26.5%	28.6%	39.2%	26.5%	39.2%
Main Board IPOs – market share (basis the issue size)	55.2%	64.0%	39.7%	55.2%	39.7%
NSE 500 companies – market share (basis the market capitalisation)	49.0%	45.9%	42.9%	49.0%	42.9%

International and Other Investor Solutions: International Investor Solutions					
KPIs	Q3 FY23	Q2 FY23	Q3 FY22	9M FY23	9M FY22
No of clients	33.0	31.0	22.0	33.0	22.0
AAUM Serviced (₹ billion) (at the end of the period)	550.3	523.9	642.3	550.3	642.3
Transactions handled (million)	4.0	2.2	2.6	4.0	2.6

AIF and Wealth Management					
KPIs	Q3 FY23	Q2 FY23	Q3 FY22	9M FY23	9M FY22
No of Asset Managers	233	201	157	233	157
No of funds being handled	348	301	263	348	263
Market share – based on no of funds (end of period)	33.3%	29.6%	31.4%	33.3%	31.4%
AAUM (₹ billion) (end of period)	641.9	620.3	501.1	641.9	501.1

Pension Services					
KPIs	Q3 FY23	Q2 FY23	Q3 FY22	9M FY23	9M FY22
No of Subscribers	877,973	841,938	457,904	877,973	457,904
Market share - on subscribers' base (end of period)	7.0%	6.9%	4.2%	7.0%	4.2%
Number of Corporates clients	1,854	1,756	1,309	1,854	1,309
AAUM (₹ billion) (end of period)	274.3	253.0	52.2	274.3	52.2

Consolidated Income Statement (₹ million)

Particulars	Q3 FY23	Q2 FY23	Q3 FY22	9M FY23	9M FY22
Domestic Mutual Fund Investor Solutions	1,263.3	1,201.4	1,202.3	3,626.0	3,264.5
Issuer Solutions	274.0	258.5	196.4	741.5	534.2
International & Other Investor Solutions	167.8	150.5	115.6	469.6	321.8
Global Business Services	108.6	114.5	106.5	335.9	311.9
Net Sale of Services	1,813.7	1,724.9	1,620.7	5,173.1	4,432.5
OPE Revenues	67.5	67.3	56.8	195.8	154.0
Revenue from operations	1,881.3	1,792.3	1,677.5	5,368.9	4,586.6
Employee benefits expense	725.6	759.6	598.9	2,217.9	1,694.0
Other expenses	348.6	322.1	339.1	1,009.0	851.4
Operating expenses	1,074.3	1,081.6	938.0	3,226.9	2,545.5
EBITDA	807.0	710.7	739.5	2,142.0	2,041.1
<i>Margin</i>	<i>42.9%</i>	<i>39.7%</i>	<i>44.1%</i>	<i>39.9%</i>	<i>44.5%</i>
Profit before tax	715.0	595.1	408.5	1,821.6	1,317.2
<i>Margin</i>	<i>38.0%</i>	<i>33.2%</i>	<i>24.3%</i>	<i>33.9%</i>	<i>28.7%</i>
Tax expense	181.2	116.0	109.6	434.4	340.3
Net Profit after tax	533.8	479.2	298.9	1,387.2	976.9
<i>Margin</i>	<i>28.4%</i>	<i>26.7%</i>	<i>17.8%</i>	<i>25.8%</i>	<i>21.3%</i>
Diluted EPS (in INR)	3.15	2.83	1.85	8.20	6.34
<i>Value-added-services (as % of overall revenue)</i>	<i>4.7%</i>	<i>6.3%</i>	<i>5.4%</i>	<i>5.2%</i>	<i>5.2%</i>
<i>ESOP Expenses</i>	<i>16.3</i>	<i>30.8</i>	<i>22.3</i>	<i>77.5</i>	<i>50.8</i>
<i>Non-domestic mutual fund revenue (as % of overall revenue)</i>	<i>29.3%</i>	<i>29.2%</i>	<i>24.9%</i>	<i>28.8%</i>	<i>25.5%</i>

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