

### FY2023

₹ 7,200.3 million  
**Revenue**  
+12.6% Y-o-Y

₹ 2,980.4 million  
**EBITDA**  
Margin at 41.4%

₹ 1,957.4 million  
**PAT**  
Margin at 27.2%

₹ 11.52  
**EPS**  
+23.1% Y-o-Y

### Q4 FY2023

₹ 1,831.3 million  
**Revenue**  
+1.3% Y-o-Y  
-2.7% Q-o-Q

₹ 838.3 million  
**EBITDA**  
Margin at 45.8%

₹ 570.2 million  
**PAT**  
Margin at 31.1%

₹ 3.32  
**EPS**  
+3.6% Y-o-Y  
+5.2% Q-o-Q

### Domestic Mutual Fund Investor Solutions

	Q4 FY23	Q3 FY23	Q4 FY22	FY23	FY22
No of Operating Clients	23.0	24.0	24.0	23.0	24.0
AAUM Serviced (₹ billion) (last quarter of the period)	12,803.5	12,746.1	11,970.3	12,803.5	11,970.3
AAUM Market share (last quarter of the period)	31.6%	31.7%	31.2%	31.6%	31.2%
AAUM Serviced (₹ billion) (avg for the period)	12,803.5	12,746.1	11,970.3	12,408.1	11,067.5
AAUM Market share (avg for the period)	31.6%	31.7%	31.2%	31.5%	30.3%
Equity AAUM Serviced (₹ billion) (last quarter of the period)	7,004.9	7,124.9	6,447.1	7,004.9	6,447.1
Equity AAUM Market share (last quarter of the period)	34.5%	35.0%	35.1%	34.5%	35.1%
Equity AAUM Serviced (₹ billion) (avg for the period)	7,004.9	7,124.9	6,447.1	6,837.7	5,841.6
Equity AAUM Market share (avg for the period)	34.5%	35.0%	35.1%	34.9%	34.7%
Equity AAUM Mix (last quarter of the period)	54.7%	55.9%	53.9%	54.7%	53.9%
SIP inflows (billion) (for the period)	172.1	166.7	151.6	652.3	528.7
SIP book AAUM (₹ billion) (last quarter of the period)	2,117.7	2,123.7	1,772.6	2,117.7	1,772.6

## Domestic Mutual Fund Investor Solutions

	Q4 FY23	Q3 FY23	Q4 FY22	FY23	FY22
SIP book AAUM market share (last quarter of the period)	31.3%	31.5%	31.2%	31.3%	31.2%
SIP live folios (million) (end of the period)	28.2	27.3	22.9	28.2	22.9
No of Transactions (million) (cumulative)	303.1	226.2	275.1	303.1	275.1
Avg live folio count (million) (at the end of the period)	67.8	66.6	60.7	67.8	60.7

## Issuer Solutions

	Q4 FY23	Q3 FY23	Q4 FY22	FY23	FY22
No of Clients	5,363.0	5,179.0	4,770.0	5,363.0	4,770.0
No of folios (million) (end of the period)	110.1	108.7	102.6	110.1	102.6
No of Transactions (million) (cumulative)	3.1	2.5	3.0	3.1	3.0
No of IPOs Handled (Main board) (year to date)	10.0	9.0	21.0	10.0	21.0
Main Board IPOs – market share (basis no of clients)	26.3%	26.5%	38.2%	26.3%	38.2%
Main Board IPOs – market share (basis the issue size)	57.0%	55.0%	38.0%	57.0%	38.0%
NSE 500 companies – market share (basis the market capitalisation)	47.3%	49.0%	45.2%	47.3%	45.2%

## International and Other Investor Solutions: International Investor Solutions

	Q4 FY23	Q3 FY23	Q4 FY22	FY23	FY22
No of clients	41.0	35.0	32.0	41.0	32.0
AAUM Serviced (₹ billion) (at the end of the period)	545.3	550.3	634.3	545.3	634.3
Transactions handled (million) (cumulative)	4.0	3.0	3.2	4.0	3.2

## AIF and Wealth Management

	Q4 FY23	Q3 FY23	Q4 FY22	FY23	FY22
No of Asset Managers	245.0	233.0	178.0	245.0	178.0
No of funds being handled (cumulative)	411.0	348.0	268.0	411.0	268.0
Market share – based on no of funds (end of period)	37.4%	33.3%	30.3%	37.4%	30.3%
AAUM (₹ billion) (end of period)	614.7	589.5	504.7	614.7	504.7

## Pension Services

	Q4 FY23	Q3 FY23	Q4 FY22	FY23	FY22
No of Subscribers	9,56,823.0	8,77,973.0	7,47,576.0	9,56,823.0	7,47,576.0
Market share - on subscribers' base (end of period)	7.3%	7.0%	6.5%	7.3%	6.5%
Number of Corporates clients (end of period)	1985.0	1,854.0	1,396.0	1,985.0	1,396.0
AAUM (₹ billion) (end of period)	294.6	274.3	211.2	294.6	211.2

## Consolidated Income Statement (₹ million)

	Q4 FY23	Q3 FY23	Q4 FY22	FY23	FY22
Domestic Mutual Fund Investor Solutions	1,235.6	1,263.3	1,249.5	4,861.7	4,514.0
Issuer Solutions	241.0	274.0	210.8	982.6	745.0
International & Other Investor Solutions	183.1	167.8	162.1	652.8	484.6
Global Business Services	101.8	108.6	110.5	437.7	422.4
<b>Net Sale of Services</b>	<b>1,761.6</b>	<b>1,813.7</b>	<b>1,732.9</b>	<b>6,934.8</b>	<b>6,166.0</b>
OPE Revenues	69.7	67.5	75.6	265.5	229.1
<b>Revenue from operations</b>	<b>1,831.3</b>	<b>1,881.3</b>	<b>1,808.5</b>	<b>7,200.3</b>	<b>6,395.1</b>
Employee benefits expense	676.4	737.7	630.8	2,894.3	2,324.9
Other expenses	316.6	336.6	340.3	1,325.6	1,191.7
<b>Operating expenses</b>	<b>993.0</b>	<b>1,074.2</b>	<b>971.1</b>	<b>4,219.9</b>	<b>3,516.6</b>
<b>EBITDA</b>	<b>838.3</b>	<b>807.0</b>	<b>837.4</b>	<b>2,980.4</b>	<b>2,878.5</b>
<i>Margin</i>	<i>45.8%</i>	<i>42.9%</i>	<i>46.3%</i>	<i>41.4%</i>	<i>45.0%</i>
<b>Profit before tax</b>	<b>760.6</b>	<b>715.0</b>	<b>722.8</b>	<b>2,582.2</b>	<b>2,040.0</b>
<i>Margin</i>	<i>41.5%</i>	<i>38.0%</i>	<i>40.0%</i>	<i>35.9%</i>	<i>31.9%</i>
Tax expense	190.5	181.2	214.2	624.8	554.5
<b>Net Profit after tax</b>	<b>570.2</b>	<b>533.8</b>	<b>508.6</b>	<b>1,957.4</b>	<b>1,485.5</b>
<i>Margin</i>	<i>31.1%</i>	<i>28.4%</i>	<i>28.1%</i>	<i>27.2%</i>	<i>23.2%</i>
<b>Diluted EPS (in ₹)</b>	<b>3.32</b>	<b>3.15</b>	<b>3.21</b>	<b>11.52</b>	<b>9.36</b>
<i>Value-added-service (as % of revenue)</i>	<i>5.6%</i>	<i>4.7%</i>	<i>8.4%</i>	<i>5.3%</i>	<i>6.1%</i>
<i>ESOP Expenses</i>	<i>5.4</i>	<i>16.3</i>	<i>40.8</i>	<i>82.9</i>	<i>91.6</i>
<i>Non-AAUM linked revenue (as % of revenue)</i>	<i>28.7%</i>	<i>29.3%</i>	<i>26.7%</i>	<i>28.8%</i>	<i>25.8%</i>

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