

May 05, 2023

CS&G/STX/JQ2023/14

1) National Stock Exchange of India Limited

Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra (E),
Mumbai – 400 051

Scrip Symbol: KFINTECH

2) BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

Scrip Code: 543720

Sub. : Investor Presentation and Factsheet

Ref. : Regulation 30 of the LODR Regulations

Dear Sir / Madam,

Further to our letter reference no. CS&G/STX/JQ2023/09 dated April 28, 2023, pursuant to Regulation 30 and other applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“**LODR Regulations**”), please find enclosed herewith the Presentation and Factsheet on performance of the Company for the quarter and financial year ended March 31, 2023.

This is for your information and records.

Thanking you,

Yours faithfully,

For KFin Technologies Limited

Alpana Kundu

Company Secretary and Compliance Officer

ICSI Membership No.: F10191

Encl.: a/a

KFin Technologies Limited

(Formerly known as KFin Technologies Private Limited)

Registered & Corporate Office:

Selenium Building, Tower-B, Plot No- 31 & 32, Financial District, Nanakramguda,
Serilingampally, Hyderabad, Rangareddi, Telangana, India, 500032.

CIN: L72400TG2017PLC117649

compliance.corp@kfintech.com



KFin Technologies Limited

Investor Presentation

Q4 & FY22-23

(for the quarter & year ended March 31, 2023)



Safe Harbour Statement

This presentation may contain certain forward-looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition, economic growth in our markets, ability to attract and retain highly skilled professionals, our ability to manage our operations, government policies and actions, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.

Today's Presenters



Venkata Satya Naga Sreekanth Nadella
Managing Director and
Chief Executive Officer



Vivek Narayan Mathur
Chief Financial Officer



Amit Murarka
Head of Global Business Finance
M&A, and Investor Relations

- 1. Company Overview**
- 2. Key Highlights**
- 3. Industry Highlights**
- 4. Business Highlights**
- 5. Financial Highlights**
- 6. Team & Shareholding**



KFintech: At a Glance

Scaled platform with strong track record of growth and leadership

Investor Solutions – Domestic Mutual Funds

Largest
Investor Solution provider to
Indian MFs¹

26² out of 45²
AMCs in India; ₹12.8 tn AAUM³
serviced

Won 15⁴ out of 22⁵
Last new AMCs launched in India

Over 20⁹
New products launched

34.9%
Equity MF AAUM m. share,
up from 28.8% in FY20

40.9%
Mar-23 SIP monthly inflows m.
share, up from 39% in FY20

119 million
Total investor folios

1.5 mm
Average daily transactions

Issuer Solutions

47.3%
Market share⁶

5,300+
Corporate clients

110 million
Investor folios being
managed

757
IT engineers

ESG rating¹⁰ - A

International & Other Investor Solutions

41
Clients⁷ including
9 new clients yet to go live

1 of 3
Operational CRAs (NPS)
With **9,56,823 subscribers** and **1,985**
corporate clients

411 AIF funds
(**37%** Mar-23 m. share⁸)

800
BitSight Security Score

Note: Metrics as of March 31, 2023, unless stated otherwise; mm represent million; tn represent trillion; (1) based on number of AMC serviced; (2) metric as on March 31, 2023; 3 out of 26 are yet to start operations and 5 out of 45 are yet to start operations; (3) AAUM represent last quarter average; (4) metric as on March 31, 2023; includes 3 AMCs which are yet to start operations; (5) metric as on March 31, 2023; includes 5 AMCs which are yet to start operations; (6) based on market cap of NSE 500 companies (Mar-23); (7) metric as on April 30, 2023; 24 clients in Malaysia, 3 clients in the Philippines and Hong Kong, 1 client in Middle East and Canada each and 3 clients in Gift city. Additionally, 2 clients in Malaysia, 2 client in Singapore and 5 clients in Gift city yet to go live; (8) based on total AIFs registered with SEBI; (9) in last 4 years ended March 31, 2023; (10) Assessed for the fiscal period ended March 31, 2022

1. Company Overview
2. **Key Highlights**
3. Industry Highlights
4. Business Highlights
5. Financial Highlights
6. Team & Shareholding



Key Highlights

KFintech continues to grow at a faster pace despite volatile market conditions leveraging its diversified business model

FY23: Revenue growth at 13% y-o-y; EBITDA margins at 41.4%; PAT margins at 27.2%

Q4FY23: Revenue growth at 1.3% y-o-y; EBITDA margins at 45.8%; PAT margins at 31.1%

Share of non-domestic mutual fund revenue in overall revenue improved to 29% in FY23 vs. 26% in FY22

Acquired 25.63% stake in OneMoney and 100% stake in WebileApps during Q4FY23



Domestic Mutual Fund investor solutions

- Overall AAUM¹ continues to grow faster than the industry, aided by contribution from new clients & faster growth in existing clients' portfolio
- Overall AAUM growth at 7.0% y-o-y (vs. 5.5% growth for industry), market share at 31.6% (vs. 31.2% in Q4FY22)
- Implemented first Digix data-lake platform for one of the largest AMC clients
- 4th AMC client entered the top 10 category (by AUM size)



Issuer solutions

- Crossed major milestone of ₹100 crore revenue during FY23, up by 28.1% y-o-y
- Added 184 corporate clients during Q4FY23 taking total clients' base to 5,363
- Client transition wins include Varun Beverages, Devyani International, Castrol India and Union Bank of India
- Added 1.4 million investor folios during Q4FY23, total folios count at 110 million
- Market share² in NSE 500 companies at 47.3% in Q4FY23 vs. 45.2% in Q4FY22



International investor solutions

- 41 clients³ in FY23
- Services for the first client in Canada went live in Feb-23
- Onboarded 10 funds in Gift City during Q4FY23
- Won first fund administration client⁴ in Singapore
- Received in-principle clearance from Thailand's Securities & Exchange Commission for setting-up operations



AIF & Wealth investor solutions

- 63 funds added during Q4FY23, taking total no of funds to 411 as on Mar-23, market share⁵ at 37%
- AAUM⁶ grew by 22% y-o-y
- Won first wealth client for Digix data-lake platform
- Launched digital onboarding platform for PWM/PMS
- 20 fund administration clients⁶ under Hexagram



National Pension Scheme

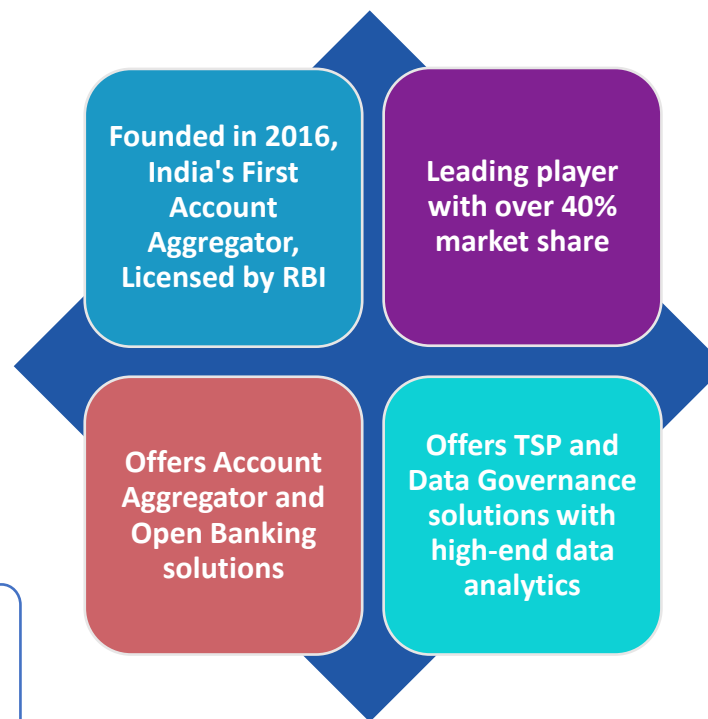
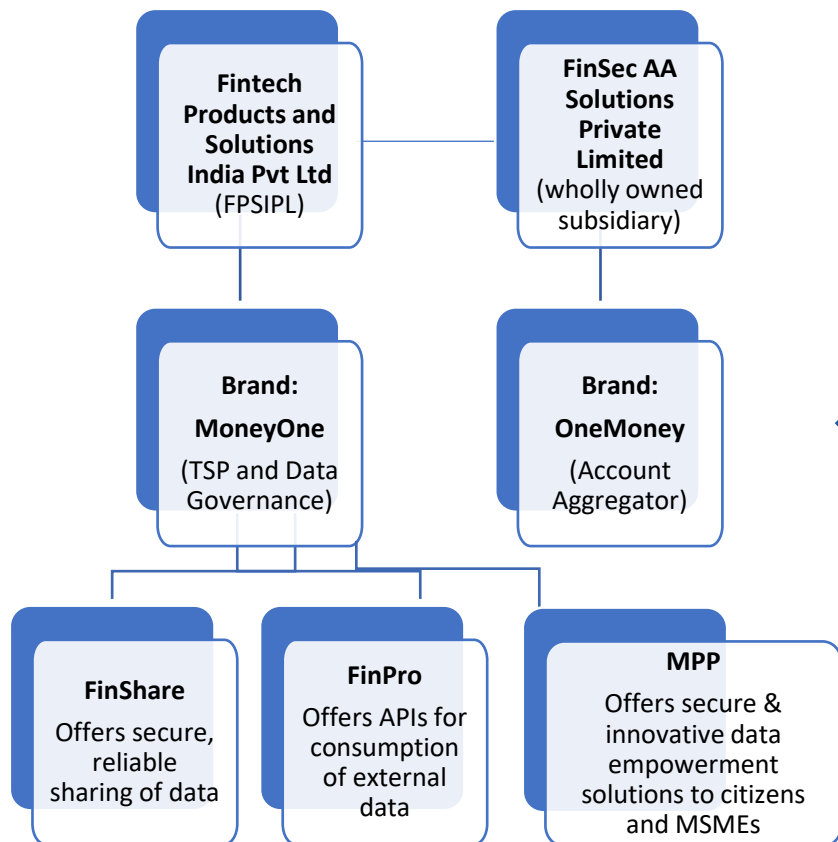
- KFintech's subscriber base grew by 28.0% Y-o-Y vs 13.6% Y-o-Y growth for the industry
- Added 78,850 subscribers during Q4FY23; Overall subscribers' base - 0.96 million⁶
- Market share in overall subscribers' base at 7.3% as on March 31, 2023, vs. 6.5% as on March 31, 2022
- Added 131 corporate clients during Q4FY23; Overall corporate clients' base - 1,985⁶

(1) Last quarter average; (2) based on market capitalization as on March 31, 2023; (3) metric as on April 30, 2023; 24 clients in Malaysia, 3 clients in the Philippines and Hong Kong, 1 client in Middle East and Canada each and 3 clients in Gift city. Additionally, 2 clients in Malaysia, 2 client in Singapore and 5 clients in Gift city yet to go live; (4) During April 2023; (5) based on no of AIFs registered with SEBI; (6) End of period March 2023

Accelerating Digital India's Growth Journey by Partnering with India's First and Leading Account Aggregator, OneMoney, and Data Governance solutions provider MoneyOne



KFintech acquired 25.63% stake in Fintech Products and Solutions India Private Limited (FPSIPL). FPSIPL is a Technology Service Provider (TSP) having a wholly owned subsidiary, FinSec AA Solutions Private Limited, India's first Account Aggregator, licensed by RBI.



Key Highlights:

Total no. of OneMoney handles issued 3.35 million

	Industry	OneMoney	Mkt Share
Consent Request Fulfilled ¹	5.68mn	2.46 mn	43%
Accounts Linked ¹	4.86 mn	2.34 mn	48%

FIPs / FIUs	Banks	Insurance Cos	Others
FIPs ¹	27	5	2
FIUs ¹	27	5	165 (Total)

FY23 Revenue (1st Year of Operations): ₹ 4.5 Cr (Un-Audited)

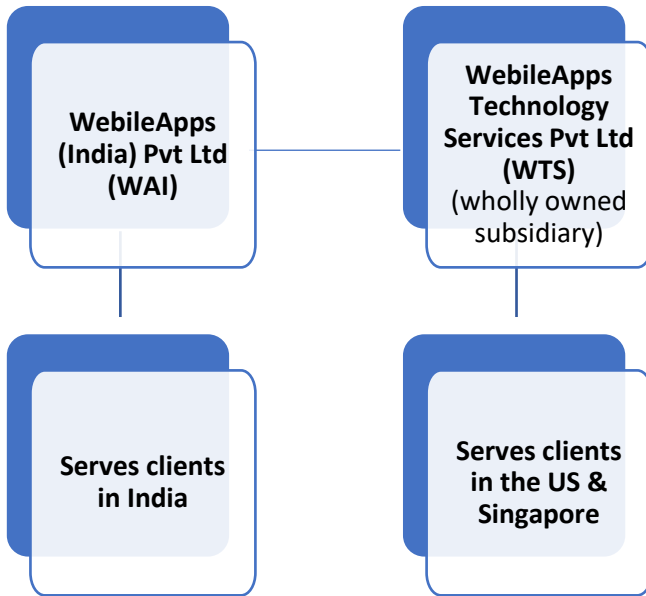
KFintech has an option to acquire additional equity, taking its aggregate shareholding in FPSIPL to 75.01 percent, subject to the satisfaction of customary closing conditions and receipt of regulatory approvals

Note: (1) Source: Sahamti.org.in

Acquired WebileApps to Accelerate Digital Transformation



KFintech acquired 100.0% stake in WebileApps (India) Private Limited, a Hyderabad-based enterprise product development and design company. Founded in 2011, the company specialises in artificial intelligence, machine learning, mobility solutions, UI / UX, and other products development.



Business Highlights

Revenue

FY23: Rs. 7.7 Crore (Un-Audited)
3-CAGR: 24%

Key Work

150+ applications/platforms delivered including MF Central in India.

Clients Served

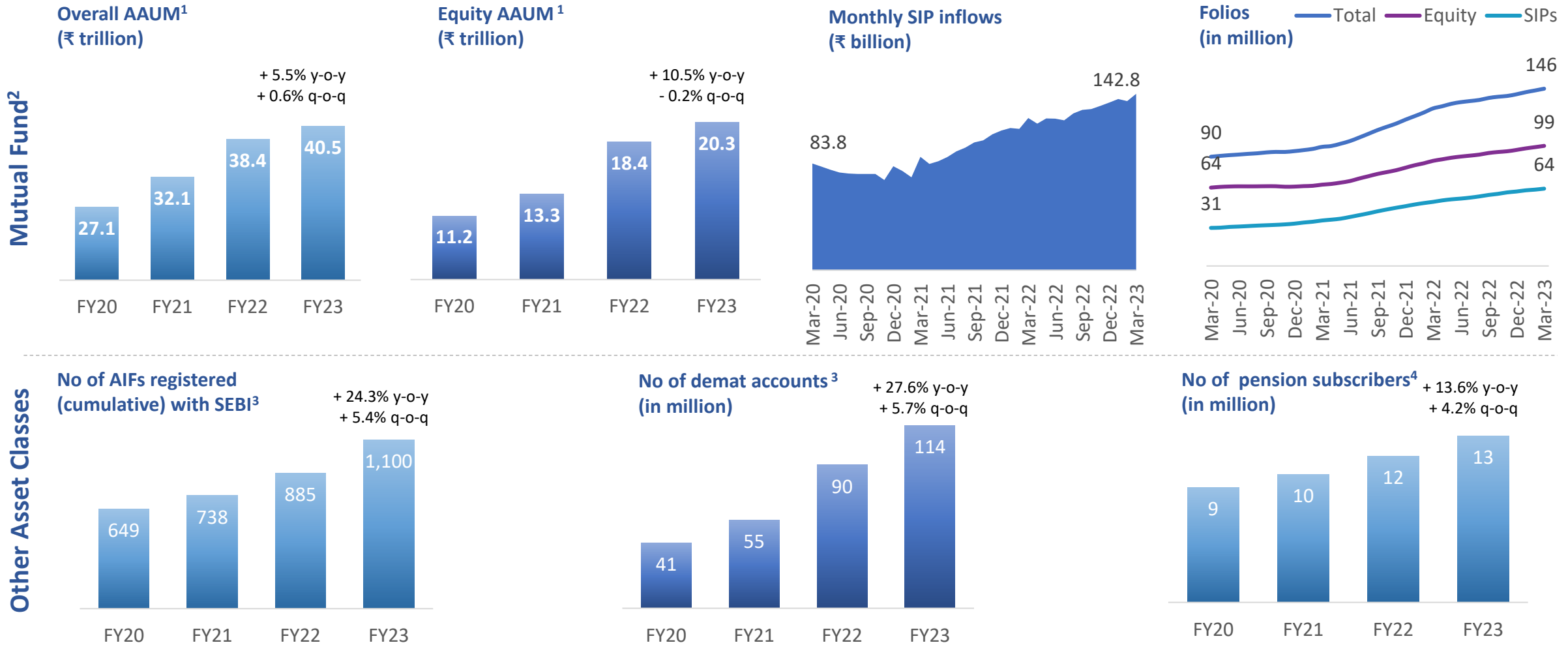
Medium to large enterprises including fortune 500 companies and funded startups

Industry Served

BFSI, Fintech & Retail

1. Company Overview
2. Key Highlights
- 3. Industry Highlights**
4. Business Highlights
5. Financial Highlights
6. Team & Shareholding

India Performance



KFintech, with its multi-asset servicing platform, is well positioned to benefit from strong growth across large markets in India

(1) Last quarter average; (2) Source: AMFI; (3) Source: SEBI; (4) Source: NPS Trust

South East Asia: Opportunity Size



	 Singapore*	 Hong Kong	 Malaysia	 Philippines	 Indonesia	 Thailand
No of Asset Management Companies	1,108 <i>(Registered & licensed fund managers)</i>	56	92	9	80	22 <i>(51 incl. AIFs)</i>
Mutual Fund Industry AUM Dec-22 (\$bn)	691 ▲ 13% y-o-y	165 ▼ 14% y-o-y	218 ▼ 5% y-o-y	5 ▼ 43% y-o-y	32 ▼ 21% y-o-y	172 ▼ 12% y-o-y
AUM CAGR (since 2016)	13.1%	5.2%	4.5%	0.3%	5.2%	3.6%
	<i>Soon to start rendering services</i>	<i>Entered new markets over last few years</i>			<i>Continuous expansion of TAM¹</i>	<i>In the process of setting up operations</i>

Total addressable market is \$1.3 trillion or 2.5x of India's mutual fund industry

* As on Dec 31, 2021; (1) Kfintech is not yet present in Indonesia

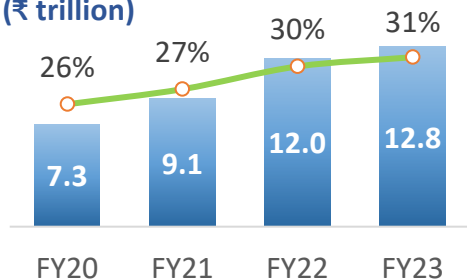
Source: Monetary Authority of Singapore, Securities & Futures Commission of Hongkong, Hongkong Investment Fund Association, Securities Commission Malaysia, Philippines Investment Funds Association, OJK International Information Hub, Securities & Exchange Commission of Thailand

1. Company Overview
2. Key Highlights
3. Industry Highlights
4. **Business Highlights**
5. Financial Highlights
6. Team & Shareholding

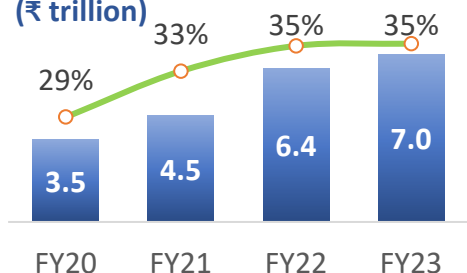
Domestic Mutual Fund investor solutions: Focus on mid-size, equity-oriented AMCs, providing significant sustainable advantage



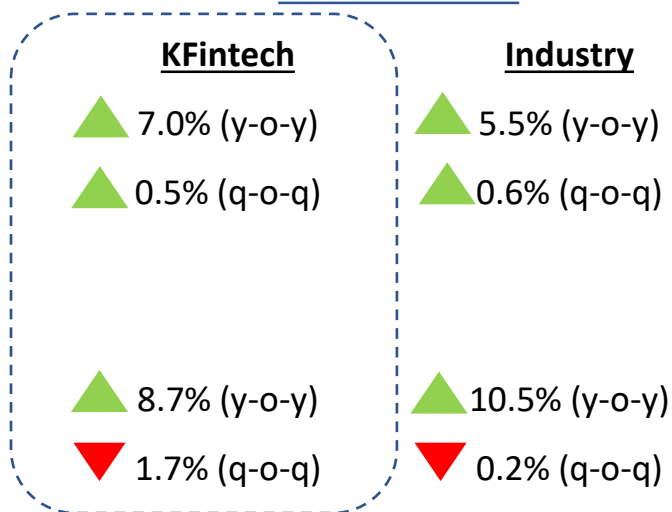
Overall AAUM¹ & market share²
(₹ trillion)



Equity AAUM¹ & market share²
(₹ trillion)



AAUM¹ Growth



AAUM¹ Market Share²

	Q4FY22	Q3FY23	Q4FY23
Overall AAUM	31.2%	31.7%	31.6%
Equity AAUM	35.1%	35.0%	34.5%
Equity Mix in Overall AAUM ¹	53.9%	55.9%	54.7%

SIPs

Q4FY23 inflows: ₹ 172 billion
 ▲ 13.6% (y-o-y) / 3.3% (q-o-q)
40.9% market share in Mar-23

Live folios: 28.2 million³
 ▲ 23.2% (y-o-y) vs. 20.7% (Industry)
 ▲ 3.3% (q-o-q) vs. 3.8% (Industry)

Equity net flows (incl. hybrid)

Continues to be positive in Q4FY23

25.7% of industry net flows in Q4FY23

36.8% of industry net flows in FY23

Transaction Volume

FY23: 303.1 million
 ▲ 10.2% (y-o-y)

MFCentral CAS API⁴ live since Jun-22
 (0.3 million hits in Mar'23)

Highest Growth in AAUM⁵

In ₹ terms

In % terms

Clients of KFintech

4 out of top 7 AMCs

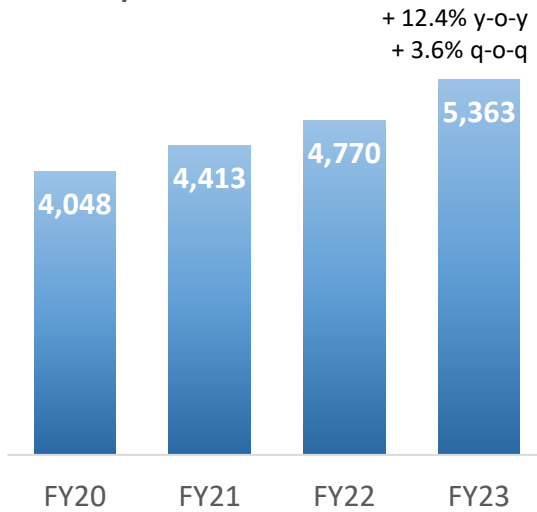
6 out of top 7 AMCs

(1) Last quarter average; (2) For the period; (3) As on 31st March'23 (4) Consolidated account statement; (5) Ranking as per last quarter AAUM of AMCs with at least ₹10,000cr AUM

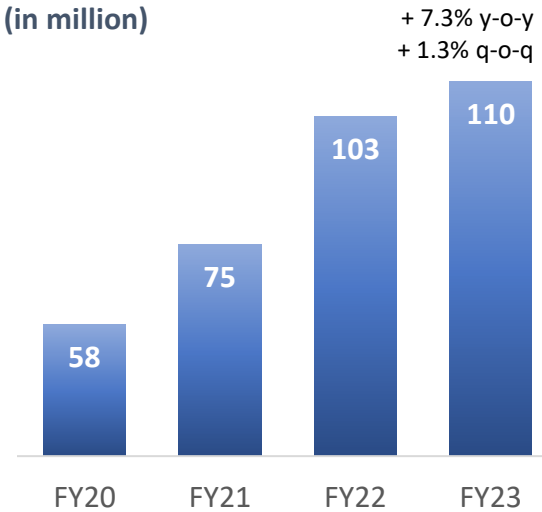


Issuer solutions - Maintaining the leadership position

No of corporate clients¹



No of investor folios¹
(in million)



- 184 clients added during Q4; 593 clients added during FY23
- Client transition wins include Varun Beverages, Devyani International, Castrol India and Union Bank of India
- 1.4 million folios added during Q4; 7.5 million folios added during FY23
- 10 mainboard IPOs during FY23
- 57.0% market share, as per issue size, in mainboard IPO during FY23



Won Asia- Pacific Stevie award (Gold) for Innovation in Digital Transformation - Financial Services Industries for *“Digitally transforming the IPO subscription model.”*

KFintech’s market share in NSE 500 companies

By	March 31, 2022	December 31, 2022	March 31, 2023
No of clients ²	36.6%	39.9%	38.0%
No of folios ²	39.8%	42.8%	42.1%
Market capitalization ²	45.2%	49.0%	47.3%

(1) End of period; (2) Based on the movement of clients in the NSE500 category



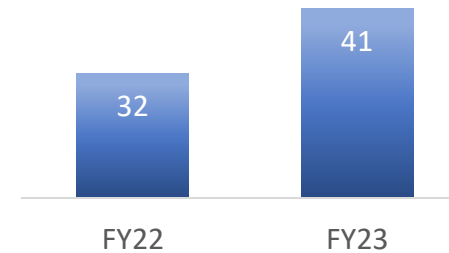
International investor solutions: Expanding global footprints

Growing global footprint



- Services for the first client in Canada went live in Feb-23
- Onboarded 10 funds in Gift City during Q4FY23 (13 funds as on Mar-23)
- Won first fund administration deal in Singapore in Apr-23
- Received in-principle clearance from Thailand’s Securities & Exchange Commission for setting-up operations

No of clients¹



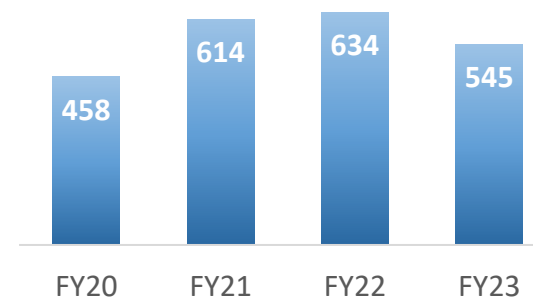
Solutions

No of Clients

RTA	32
Fund Administration	16

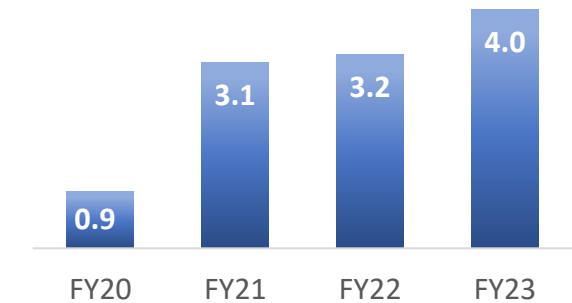
Overall AAUM²
(₹ billion)

- 14.0% y-o-y
- 0.9% q-o-q



Transaction volume³
(in million)

+ 22.9% y-o-y

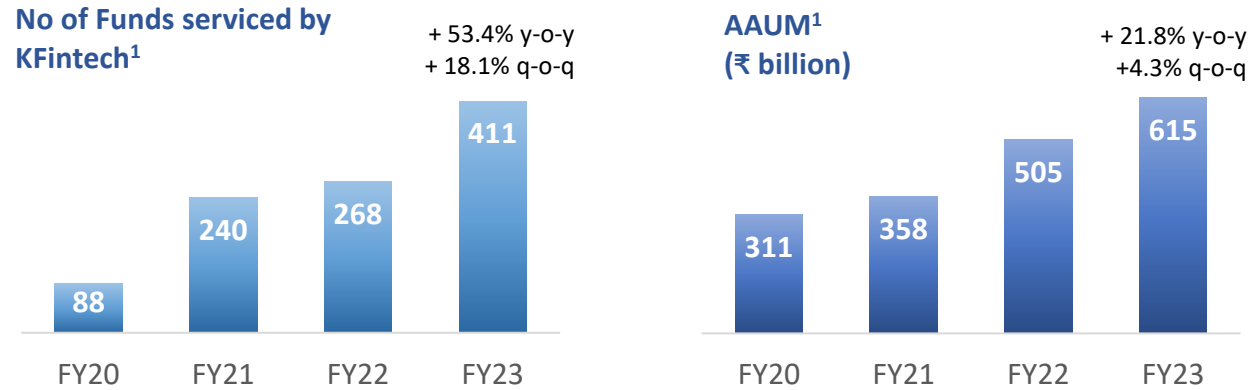


(1) Metric as on April 30, 2023; 24 clients in Malaysia, 3 clients in the Philippines and Hong Kong, 1 client in Middle East and Canada each and 3 clients in Gift city. Additionally, 2 clients in Malaysia, 2 client in Singapore and 5 clients in Gift city yet to go live;
(2) End of period; (3) For the period



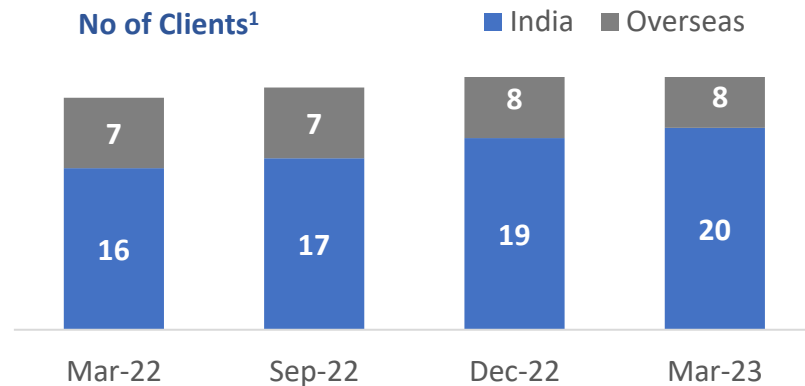
Other investor solutions: Younger & faster growing businesses

Alternates & Wealth



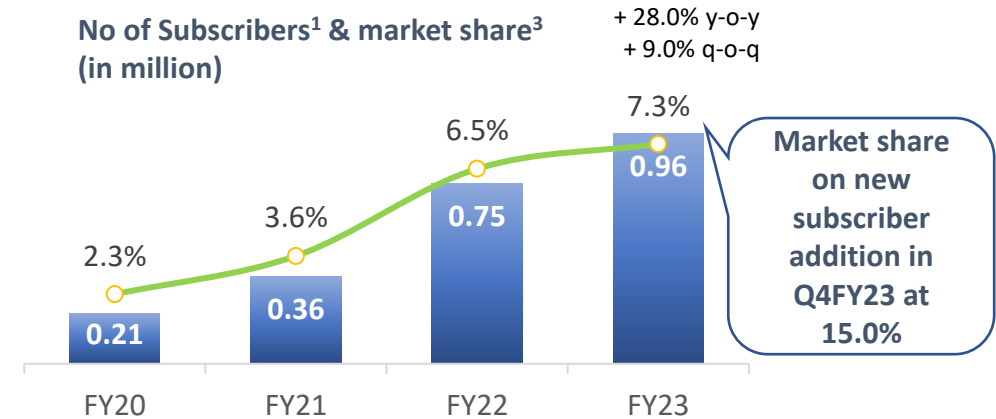
- 63 funds added in Q4; 143 funds added during FY23
- 37.4% market share²
- 13 funds in GIFT city as on Mar 31, 2023
- Won first wealth client for Digix data-lake platform in Q4FY23
- Launched digital onboarding platform for PWM/PMS clients

Fund Administration



- 1 new client added during Q4FY23; 5 new clients added during FY23
- Won first fund administration deal in Singapore in Apr-23

National Pension Scheme



- Kfintech's subscriber base grew by 28.0% Y-o-Y vs 13.6% Y-o-Y growth for the industry
- Added 78,850 subscribers & 131 corporate clients in Q4FY23
- Added 2,09,247 subscribers & 512 corporate clients in FY23

(1) End of period; (2) Based on total AIF registered with SEBI; (3) on overall subscribers' base

1. Company Overview
2. Key Highlights
3. Industry Highlights
4. Business Highlights
5. **Financial Highlights**
6. Team & Shareholding



Financial Performance

Particulars	Q4FY23	% Change	FY23	% Change
Revenue from Operations	1,831.3	1.3% y-o-y ↑ 2.7% q-o-q ↓	7,200.3	12.6% y-o-y ↑
EBITDA	838.3	0.1% y-o-y ↑ 3.9% q-o-q ↑	2,980.4	3.5% y-o-y ↑
EBITDA Margin (%)	45.8%	53 bps y-o-y ↓	41.4%	362 bps y-o-y ↓
PAT	570.2	12.1% y-o-y ↑ 6.8% q-o-q ↑	1,957.4	31.8% y-o-y ↑
PAT Margin (%)	31.1%	301 bps y-o-y ↑	27.2%	396 bps y-o-y ↑
Return-on-Equity (ROE)*			25.8%	414 bps y-o-y ↓
Cash & Cash Equivalents**			3,090.9	123.5% y-o-y ↑
Diluted EPS (in ₹)***	3.32	3.6% y-o-y ↑ 5.2% q-o-q ↑	11.52	23.1% y-o-y ↑

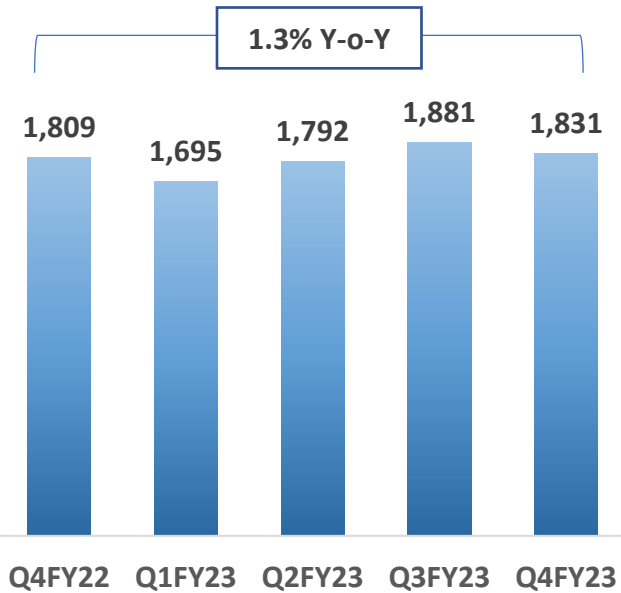
All figures are in ₹ million

* ROE is annualised; ** as on March 31, 2023, ***EPS for the quarter is not annualised

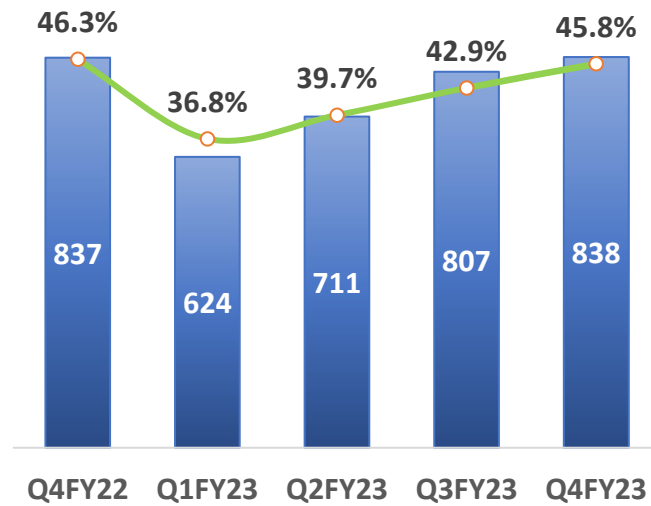


Quarterly Financial Trend

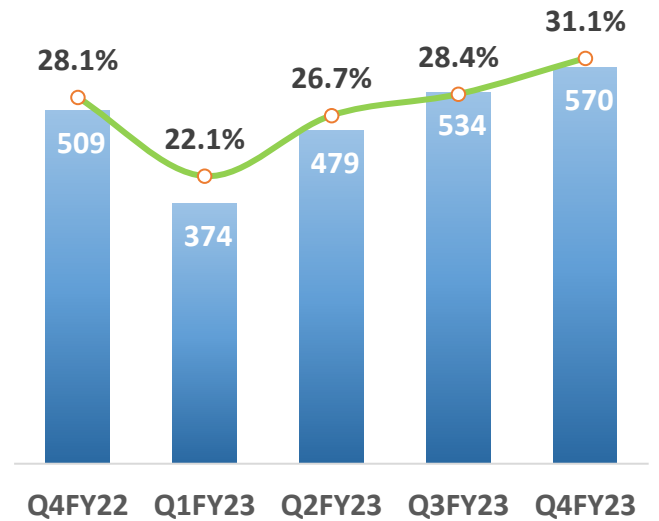
Revenue from Operations



EBITDA & Margin



PAT & Margin

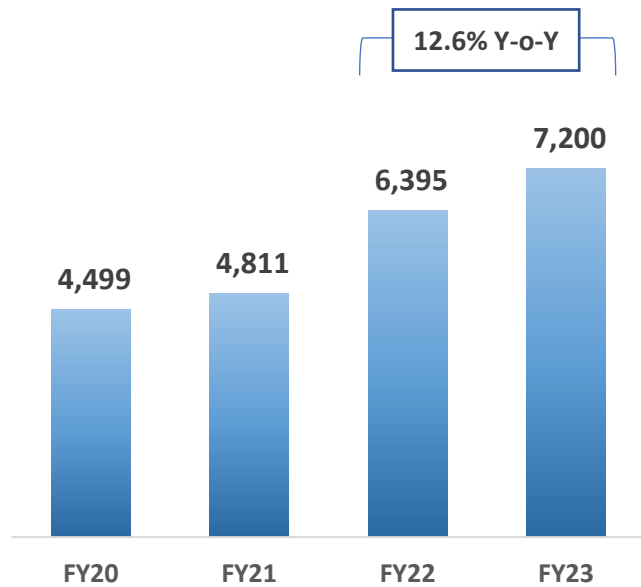


All figures are in ₹ million

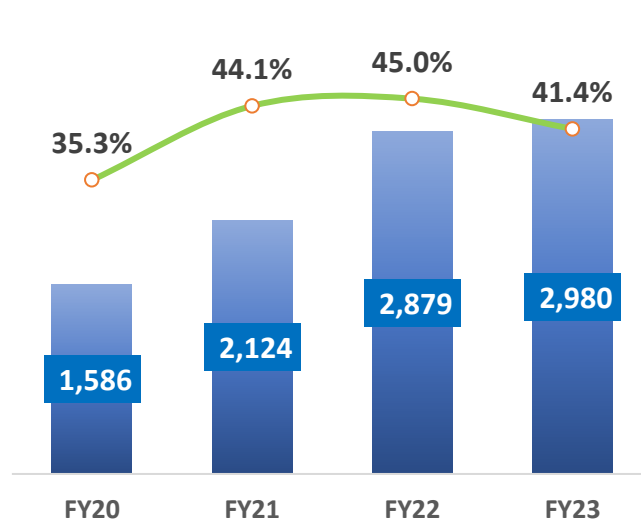


Yearly Financial Trend

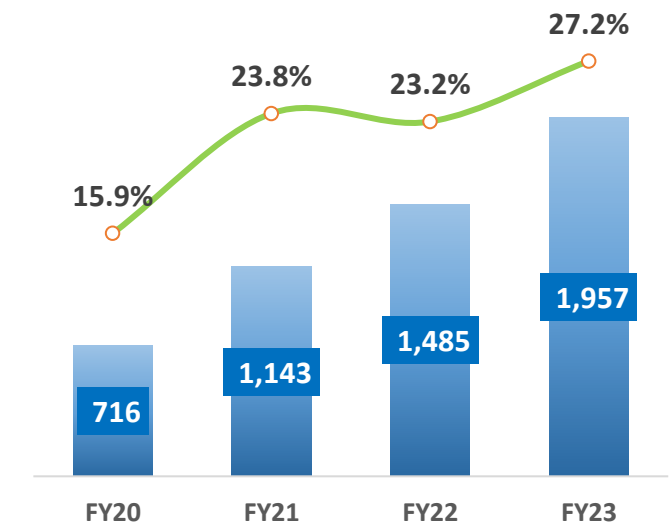
Revenue from Operations



EBITDA & Margin



PAT & Margin



All figures are in ₹ million

*For the period FY20 & FY21, PAT is adjusted for goodwill amortisation and impact of change in Finance Act, 2021



Consolidated Financial Summary

Particulars	Q4FY23	Q3FY23	Q-o-Q	Q4FY22	Y-o-Y	FY23	FY22	Y-o-Y
Revenue								
Domestic Mutual Fund Investor Solutions	1,235.6	1,263.3	-2.2%	1,249.5	-1.1%	4,861.6	4,514.0	7.7%
Issuer Solutions	241.0	274.0	-12.0%	210.8	14.3%	982.6	745.0	31.9%
International & Other Investor Solutions	183.1	167.9	9.1%	162.1	12.9%	652.8	484.6	34.7%
Global Business Services	101.8	108.6	-6.3%	110.5	-7.9%	437.7	422.4	3.6%
Net Sale of Services	1,761.6	1,813.7	-2.9%	1,732.9	1.7%	6,934.8	6,166.0	12.5%
Other Operating Revenue	69.7	67.5	3.3%	75.6	-7.8%	265.5	229.1	15.9%
Revenue from operations*	1,831.3	1,881.3	-2.7%	1,808.5	1.3%	7,200.3	6,395.1	12.6%
Employee benefits expense**	676.4	725.6	-6.8%	630.8	7.2%	2,894.3	2,324.9	24.5%
Other expenses	316.6	348.6	-9.2%	340.3	-7.0%	1,325.6	1,191.7	11.2%
Operating expenses	993.0	1,074.2	-7.6%	971.1	2.3%	4,219.9	3,516.6	20.0%
EBITDA	838.3	807.0	3.9%	837.4	0.1%	2,980.4	2,878.5	3.5%
<i>Margin</i>	45.8%	42.9%		46.3%		41.4%	45.0%	
Profit before tax	760.6	715.0	6.4%	722.8	5.2%	2582.2	2040.0	26.6%
<i>Margin</i>	41.5%	38.0%		40.0%		35.9%	31.9%	
Tax expense	190.5	181.2	5.1%	214.2	-11.1%	624.8	554.5	12.7%
Net Profit after tax	570.2	533.8	6.8%	508.6	12.1%	1957.4	1485.5	31.8%
<i>Margin</i>	31.1%	28.4%		28.1%		27.2%	23.2%	
Diluted Earning Per Share (EPS in ₹)	3.32	3.15	5.2%	3.21	3.6%	11.52	9.36	23.1%

All figures in ₹ million

*Value-added-service (VAS) revenue (as % of overall revenue): Q4FY23 – 5.6%; Q3FY23 – 4.7%; Q4FY22 – 8.4%; FY23 – 5.3%; FY22 – 6.1%

**ESOP expenses: Q4FY23 – 5.4, Q3FY23 – 16.3 Q4FY22 – 40.8, FY23 – 82.9, FY22 - 91.6

1. **Company Overview**
2. **Key Highlights**
3. **Industry Highlights**
4. **Business Highlights**
5. **Financial Highlights**
6. **Team & Shareholding**



Leadership Team



Venkata Satya Naga Sreekanth Nadella
Managing Director and Chief Executive Officer

- 20+ years of experience
- Previously served as Managing Director at Accenture Services and Transformation manager at IBM Global Services



Vivek Narayan Mathur
Chief Financial Officer

- 26+ years of experience
- Previously worked at Bharti BT Internet, American Express, Bajaj Capital, Cigna TTK Health Insurance



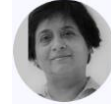
Gopala Krishnan Giridhar
Chief Business Development Officer

- 25+ years of experience in financial services
- Previously worked at GIC AMC



Senthil Gunasekaran
Chief Business Development Officer – New Growth

- 18+ years of experience in leading sales, business development, marketing, and CRM
- Previously worked at HDFC AMC, Religare Invesco AMC, Sundaram BNP Paribas AMC



Kiran Aidhi
Chief People Officer

- 19+ years of experience in human resources
- Previously worked at Accenture, Hutchison 3 Global Services, Bharti Cellular



Venkata Giri Vonkayala
Chief Technology Officer

- 31+ years of experience in software development, implementation and railway finance and accounts
- Previously worked at Michelin India, GE India Industrial, LinkedIn Technology Information



Quah Meng Kee
Country Head, Malaysia & Philippines

- 8+ years of experience in system integration, sales & business development, relationship management, business operations and liaising in Malaysia
- Previously worked at AIA Pension and Asset Management



Board of Directors



Vishwanathan Mavila Nair
(Chairman and Non-Executive Director)

- Ex-CMD of Union Bank of India & Ex-Chairman IBA; Director of TransUnion CIBIL
- Ex-non-executive chairman of SWIFT India Domestic Services
- 48 years of experience in financial services and advising fintech start ups



Prashant Saran
(Independent Director)
Chair: Stakeholders' Relationship Committee & Risk Management Committee

- Ex-SEBI Whole time member; Ex-chief general manager in charge of Reserve Bank of India
- 34 years experience in regulatory and other functions



Kaushik Mazumdar
(Independent Director)
Chair: Audit Committee

- Ex-general manager (operation and technology group head) at Samba Financial Group
- 30 years of experience in banking, finance, operations and technology, mergers and acquisitions, investment advisory and transformation projects



Sonu Halan Bhasin
(Independent Director)
Chair: Nomination & Remuneration Committee & CSR¹ Committee

- 20 years of experience in financial and non-financial sector organizations
- Served in various leadership roles within the Tata Group; Ex-president at Axis Bank



Jaideep Hansraj
(Non-Executive Nominee Director)

- Chief Executive Officer and Managing Director with Kotak Securities
- Over 28 years of experience in retail operations in the banking and securities sectors



Srinivas Peddada
(Non-Executive Nominee Director)
Chair: IT Strategy Committee)

- Over 15 years of experience in information and technology
- Principal at General Atlantic
- ex-Chief Technology Officer at Dun & Bradstreet and ex-CIO at Dun & Bradstreet South Asia Middle east Ltd., Ex-Chief information officer with Bharat Financial Inclusion



Sandeep Achyut Naik
(Non-Executive Nominee Director)

- Over 16 years of experience in India and Asia Pacific
- Managing Director and Head of General Atlantic's business in India & Asia Pacific
- Member of Management Committee of General Atlantic

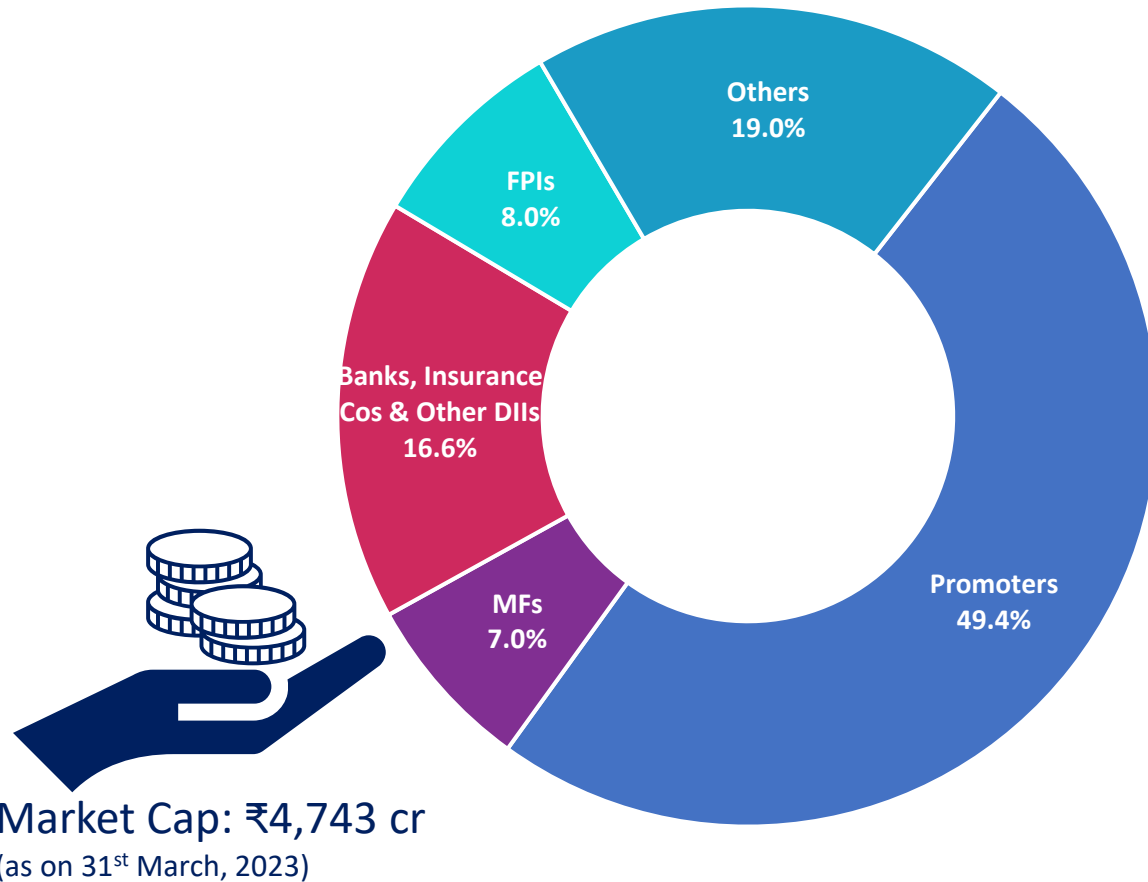


Shantanu Rastogi
(Non-Executive Nominee Director)
Chair: BD&SC²

- Managing Director in General Atlantic Pvt. Ltd.
- Over 17 years of experience in financial services, technology, healthcare and consumer sectors in India and Asia-Pacific region



Shareholding Pattern: as on 31st March 2023



Stock information

BSE Ticker	543720
NSE Symbol	KFINTECH
Face Value (₹)	10.00
No. of shares outstanding	16,92,28,699
Free Float	4,26,43,622
Industry	Depositories, Clearing Houses and Other Intermediaries

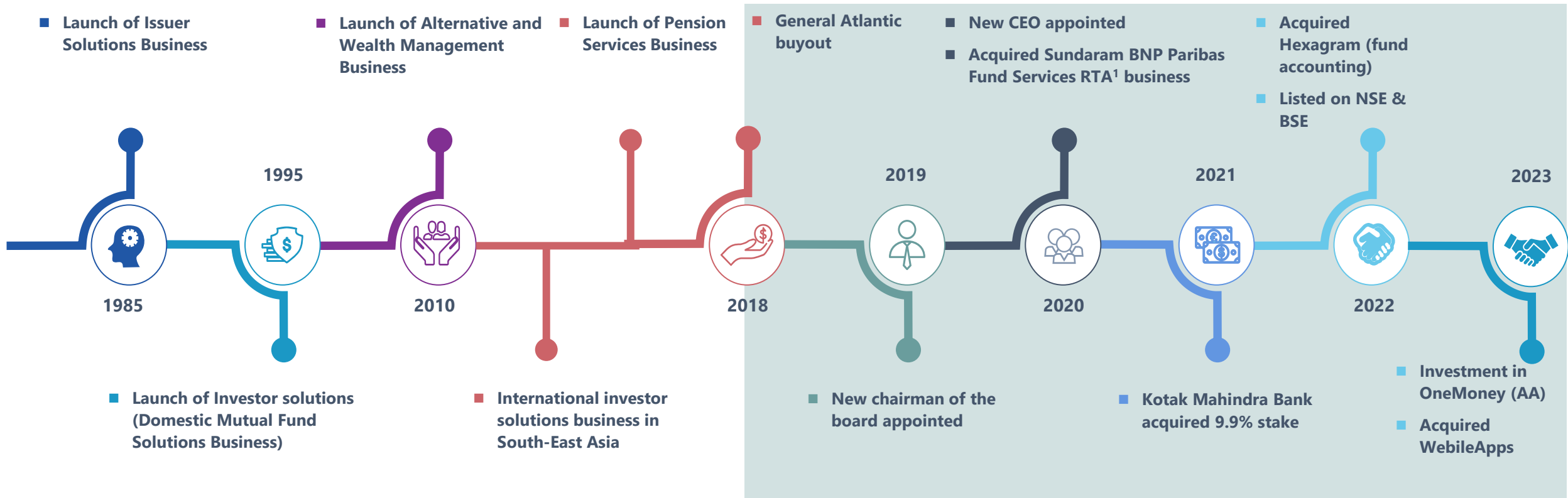
Institutional shareholder with more than 5% shareholding

Kotak Mahindra Bank Ltd	9.88%
-------------------------	-------

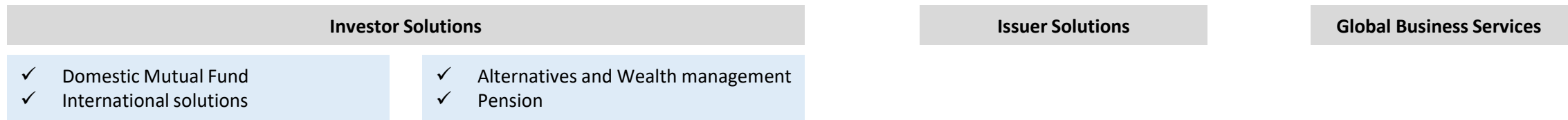
Appendix



Our Journey So Far



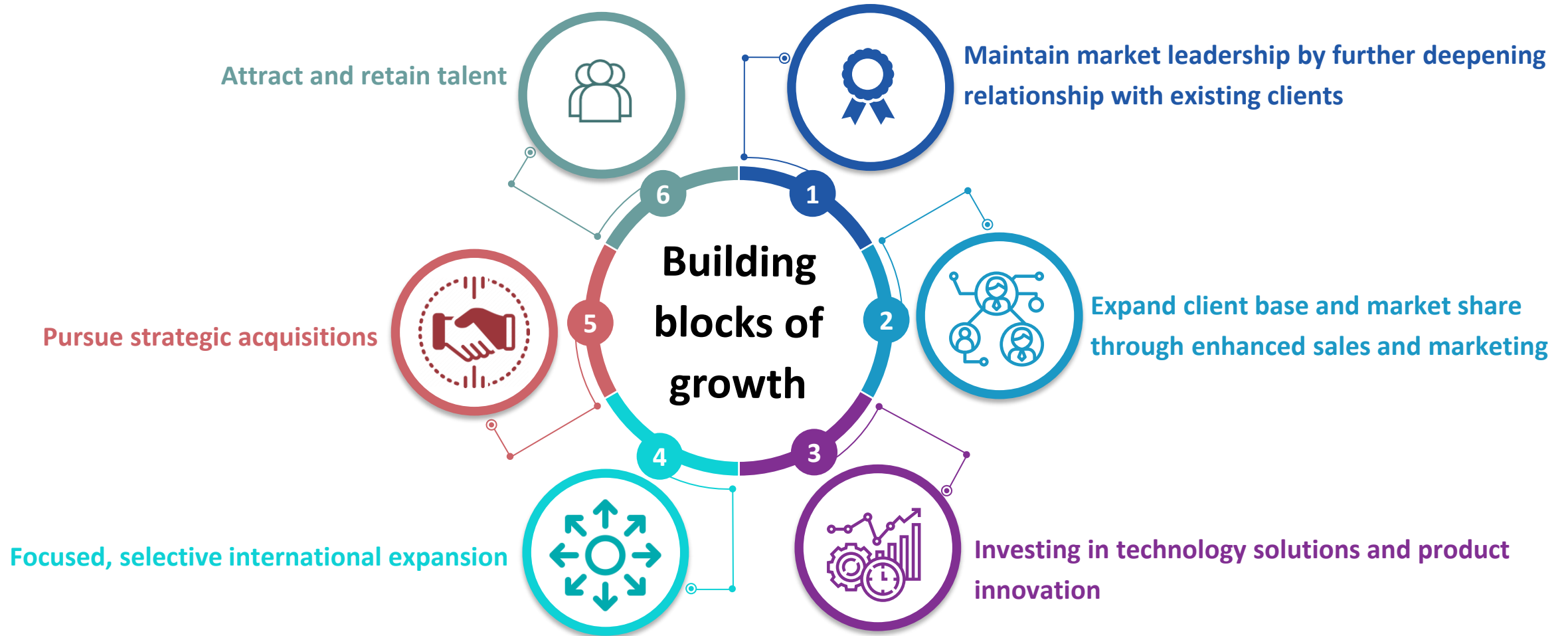
Our Offerings



Note: Years represent calendar year ending 31st Dec



Our Growth Strategies





Thank You!

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
Net Sale of Services	1,761.6	1,813.7	1,732.9	6,934.8	6,166.0
OPE Revenues	69.7	67.5	75.6	265.5	229.1
Revenue from operations	1,831.3	1,881.3	1,808.5	7,200.3	6,395.1
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
Operating expenses	993.0	1,074.2	971.1	4,219.9	3,516.6
EBITDA	838.3	807.0	837.4	2,980.4	2,878.5
<i>Margin</i>	<i>45.8%</i>	<i>42.9%</i>	<i>46.3%</i>	<i>41.4%</i>	<i>45.0%</i>
Profit before tax	760.6	715.0	722.8	2,582.2	2,040.0
<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
Net Profit after tax	570.2	533.8	508.6	1,957.4	1,485.5
<i>Margin</i>	<i>31.1%</i>	<i>28.4%</i>	<i>28.1%</i>	<i>27.2%</i>	<i>23.2%</i>
Diluted EPS (in ₹)	3.32	3.15	3.21	11.52	9.36
<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>

For more information please contact:

Amit Murarka

Email: InvestorRelations@kfintech.com