

₹ 1,815.0 million

**Revenue**

+7.6% Y-o-Y

₹ 704.3 million

**EBITDA**

Margin at 38.8%

₹ 433.8 million

**PAT**

Margin at 23.9%

₹ 2.51

**EPS**

+13.3% Y-o-Y

### Domestic Mutual Fund Investor Solutions

	Q1FY24	Q4FY23	Q1FY23	FY23
No of Operating Clients	24.0	23.0	23.0	23.0
AAUM Serviced (₹ billion) (last quarter of the period)	13,493.8	12,803.5	11,783.7	12,803.5
AAUM Market share (last quarter of the period)	31.3%	31.6%	31.2%	31.6%
AAUM Serviced (₹ billion) (avg for the period)	13,493.8	12,803.5	11,783.7	12,408.1
AAUM Market share (avg for the period)	31.3%	31.6%	31.2%	31.5%
Equity AAUM Serviced (₹ billion) (last quarter of the period)	7,378.7	7,004.9	6,387.8	7,004.9
Equity AAUM Market share (last quarter of the period)	34.4%	34.5%	34.9%	34.5%
Equity AAUM Serviced (₹ billion) (avg for the period)	7,378.7	7,004.9	6,387.8	6,837.7
Equity AAUM Market share (avg for the period)	34.4%	34.5%	34.9%	34.9%
Equity AAUM Mix (last quarter of the period)	54.7%	54.7%	54.2%	54.7%
SIP inflows (billion) (for the period)	174.1	172.1	154.7	652.3
SIP book AAUM (₹ billion) (last quarter of the period)	2,380.4	2,117.7	1,750.5	2,117.7
SIP book AAUM market share (last quarter of the period)	31.5%	31.3%	31.0%	31.3%
SIP live folios (million) (end of the period)	29.2	28.2	24.2	28.2
No of Transactions (million) (for the period)	69.6	77.0	75.8	303.1
Avg live folio count (million) (at the end of the period)	68.6	67.8	64.0	67.8

<b>Issuer Solutions</b>				
	<b>Q1FY24</b>	<b>Q4FY23</b>	<b>Q1FY23</b>	<b>FY23</b>
No of Clients	5,521.0	5,363.0	4,921.0	5,363.0
No of folios (million) (end of the period)	109.6	110.1	106.3	110.1
No of Transactions (million) (for the period)	0.7	0.6	0.9	3.1
No of IPOs Handled (Main board) (for the period)	4.0	1.0	4.0	10.0
Main Board IPOs – market share (basis no of clients)	57.1%	25.0%	40.0%	26.3%
Main Board IPOs – market share (basis the issue size)	82.0%	81.6%	70.0%	57.0%
NSE 500 companies – market share (basis the market capitalisation)	46.5%	47.3%	45.1%	47.3%

<b>International and Other Investor Solutions: International Investor Solutions</b>				
	<b>Q1FY24</b>	<b>Q4FY23</b>	<b>Q1FY23</b>	<b>FY23</b>
No of clients	48.0	41.0	32.0	41.0
AAUM Serviced (₹ billion) (at the end of the period)	560.3	545.3	630.9	545.3
Transactions handled (million) (for the period)	1.0	0.9	1.0	4.0

<b>International and Other Investor Solutions: AIF and Wealth Management</b>				
	<b>Q1FY24</b>	<b>Q4FY23</b>	<b>Q1FY23</b>	<b>FY23</b>
No of funds being handled (cumulative)	416.0	411.0	278.0	411.0
Market share – based on no of funds (end of period)	36.4%	37.4%	29.8%	37.4%
AAUM (₹ billion) (end of period)	739.5	614.7	522.9	614.7

<b>International and Other Investor Solutions: Pension Services</b>				
	<b>Q1FY24</b>	<b>Q4FY23</b>	<b>Q1FY23</b>	<b>FY23</b>
No of Subscribers	9,95,456	9,56,823	8,02,006	9,56,823
Market share - on subscribers' base (end of period)	7.4%	7.3%	6.7%	7.3%
Number of Corporates clients (end of period)	2,109.0	1,985.0	1,627.0	1,985.0
AAUM (₹ billion) (end of period)	323.2	294.6	230.3	294.6

Consolidated Income Statement (₹ million)				
	Q1FY24	Q4FY23	Q1FY23	FY23
Domestic Mutual Fund Investor Solutions	1,280.3	1,235.7	1,152.1	4,861.0
Issuer Solutions	199.8	241.1	209.0	982.6
International & Other Investor Solutions	173.6	182.5	151.3	652.8
Global Business Services	96.7	101.7	112.8	437.7
<b>Net Sale of Services</b>	<b>1,750.4</b>	<b>1,761.0</b>	<b>1,625.2</b>	<b>6,934.1</b>
OPE Revenues	64.7	70.4	60.9	266.2
<b>Revenue from operations</b>	<b>1,815.0</b>	<b>1,831.3</b>	<b>1,686.1</b>	<b>7,200.3</b>
Employee benefits expense	755.7	676.4	732.7	2,894.3
Other expenses	355.0	316.6	329.1	1,325.6
<b>Operating expenses</b>	<b>1,110.7</b>	<b>993.0</b>	<b>1,061.8</b>	<b>4,219.9</b>
<b>EBITDA</b>	<b>704.3</b>	<b>838.3</b>	<b>624.3</b>	<b>2,980.4</b>
<i>Margin</i>	38.8%	45.8%	37.0%	41.4%
<b>Profit before tax</b>	<b>603.6</b>	<b>760.6</b>	<b>511.5</b>	<b>2,582.2</b>
<i>Margin</i>	33.3%	41.5%	30.3%	35.9%
Share of profit of associate	-5.1	-	-	-
Tax expense	164.8	190.5	137.2	624.8
<b>Net Profit after tax</b>	<b>433.8</b>	<b>570.2</b>	<b>374.3</b>	<b>1,957.4</b>
<i>Margin</i>	23.9%	31.1%	22.2%	27.2%
<b>Diluted EPS (in ₹)</b>	<b>2.51</b>	<b>3.32</b>	<b>2.22</b>	<b>11.52</b>
<i>Value-added-service (as % of revenue)</i>	4.8%	5.6%	4.5%	5.3%
<i>ESOP Expenses</i>	8.1	5.4	30.5	82.9
<i>Non-AAUM linked revenue (as % of revenue)</i>	29.5%	32.5%	31.7%	32.5%

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