

July 28, 2023

CS&G/STX/SQ2023/12

**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/SQ2023/05 dated July 21, 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 ended June 30, 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](mailto:compliance.corp@kfintech.com)

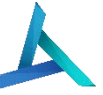


# KFin Technologies Limited

## Investor Presentation

### Q1 FY24

(for the quarter ended June 30, 2023)

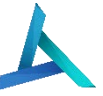


# Safe Harbour Statement

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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

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2. Key Highlights
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## Scaled platform with strong track record of growth and leadership

### Investor Solutions – Domestic Mutual Funds

**Largest**  
Investor Solution provider to  
Indian MFs<sup>1</sup>

**26<sup>2</sup> out of 45<sup>2</sup>**  
AMCs in India; ₹13.5 tn AAUM<sup>3</sup>  
serviced

**Won 15<sup>4</sup> out of 22<sup>5</sup>**  
Last new AMCs launched in India

**Over 20<sup>9</sup>**  
New products launched

**34.4%**  
Equity MF AAUM m. share,  
up from 28.8% in FY20

**39.9%**  
Jun-23 SIP monthly inflows m. share,  
up from 39% in FY20

**121 million**  
Total investor folios

**1.4 mm**  
Average daily transactions

### Issuer Solutions

**46.5%**  
Market share<sup>6</sup>

**5,521**  
Corporate clients

**110 million**  
Investor folios being  
managed

**800+**  
IT engineers

**ESG rating<sup>10</sup> - A**

### International & Other Investor Solutions

**48**  
Clients<sup>7</sup> including  
**14 new clients** yet to go live

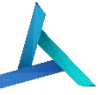
**1 of 3**  
Operational CRAs (NPS)  
With **9,95,456 subscribers** and **2,109**  
**corporate clients**

**416 AIF funds**  
(**36.4%** Jun-23 m. share<sup>8</sup>)

**790**  
BitSight Security Score

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

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# Key Highlights

**KFintech stays committed to diversified business model to deliver higher and sustainable growth**

**Q1FY24: Revenue growth at 8% y-o-y; EBITDA growth at 13% y-o-y and margins at 38.8%; PAT growth at 16% y-o-y and margins at 23.9%**

**Value added services (VAS) revenue grew by 16% y-o-y**

**Share of non-domestic mutual fund revenue in overall revenue at 29% in Q1FY24 vs. 32% in Q1FY23**



## Domestic Mutual Fund investor solutions

- Overall AAUM<sup>1</sup> continues to grow faster than the industry, aided by contribution from new clients & faster growth in existing clients' portfolio
- Overall AAUM growth at 14.5% y-o-y (vs. 14.2% growth for industry)
- Overall AAUM market share at 31.3% (vs. 31.2% in Q1FY23); Equity AAUM market share at 34.4%
- New client Bajaj Finserv AMC went live in Jun'23



## Issuer solutions

- Added 158 corporate clients during Q1FY24 taking total clients' base to 5,521
- Appointed as an RTA for Jio Financial Services Limited<sup>2</sup>
- Total folios count stable at 110 million
- Managed 4 of the total 7 mainboard IPOs during Q1FY24 (Mankind Pharma, Cyient DLM, IKIO Lighting, Nexus Select Trust REIT)
- Market share<sup>3</sup> in NSE 500 companies at 46.5% in Q1FY24 vs. 45.1% in Q1FY23



## International investor solutions

- 48 clients<sup>4</sup> in Q1FY24
- Won one new RTA client in Malaysia & Singapore each
- Won 28 new funds from an existing clients in Philippines for RTA services
- Won maiden contract for fund administration in Thailand, awarded by one of the top five banks<sup>2</sup>
- Onboarded 5 new clients in Gift City, market share<sup>7</sup> at 60%



## AIF & Wealth investor solutions

- Total no of funds at 416, market share<sup>5</sup> at 36.4%
- Client wins include Unifi Investments, Dalton Investments, Samara Capital, Investec India and NAB Ventures
- AAUM<sup>6</sup> grew by 41.4% y-o-y
- Won a new contract for fund administration under Hexagram; 21 India based fund administration clients<sup>6</sup> under Hexagram



## National Pension Scheme

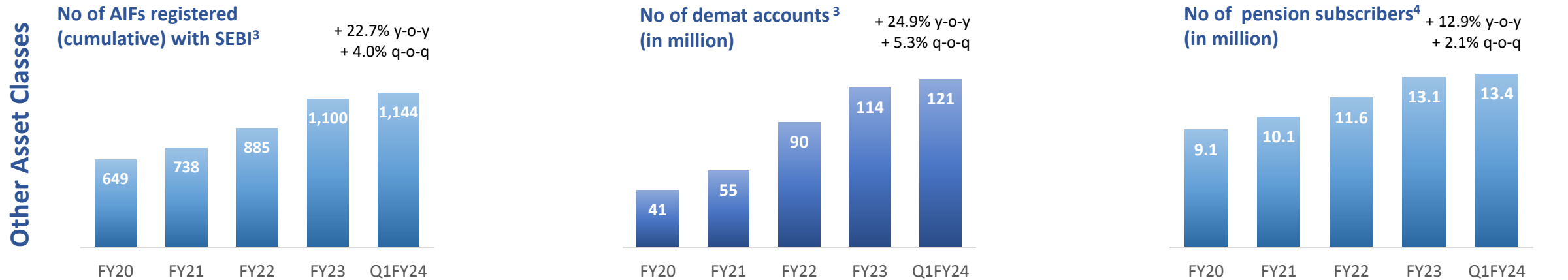
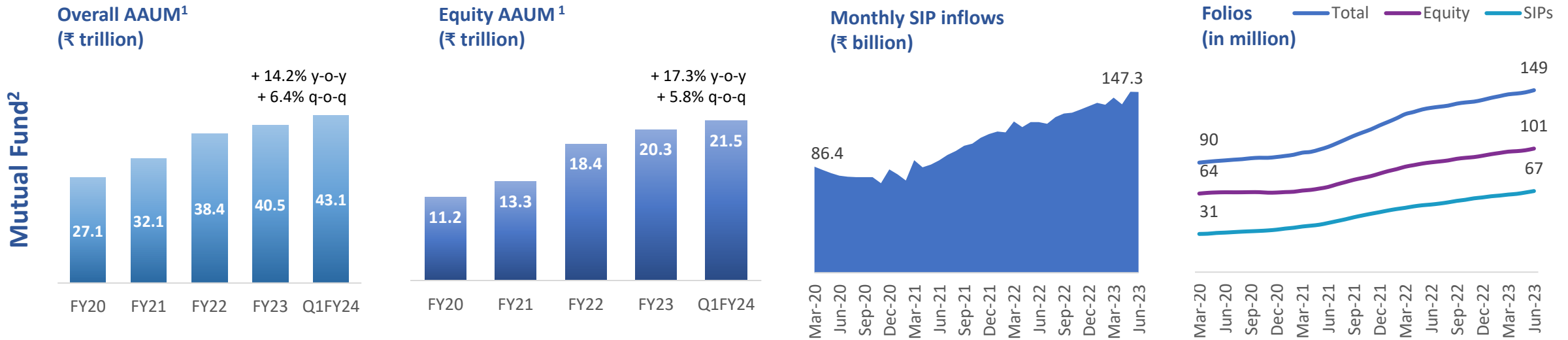
- KFintech's subscriber base grew by 24.1% y-o-y vs 12.9% y-o-y growth for the industry
- Added 38,633 subscribers during Q1FY24; Overall subscribers' base: 1.0 million<sup>6</sup>
- Market share in overall subscribers' base at 7.4% as on Jun 30, 2023, vs. 6.7% as on Jun 30, 2022
- Added 124 corporate clients during Q1FY24; Overall corporate clients' base: 2,109<sup>6</sup>

(1) Last quarter average; (2) During Jul 2023; (3) based on market capitalization as on June 30, 2023; (4) metric as on June 30, 2023; 24 clients in Malaysia, 3 clients in the Philippines and Hong Kong, 1 client in Middle East and Canada each and 5 clients in Gift city. Additionally, 3 clients in Malaysia, 3 client in Singapore and 8 clients in Gift city yet to go live; (5) based on no of AIFs registered with SEBI; (6) End of period Jun 2023; (7) based on the no of operating funds in Gift city as on June 30, 2023



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# India Performance



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

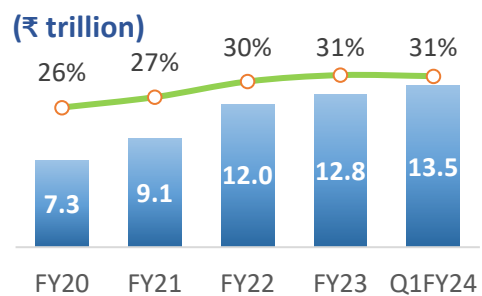
(1) Last quarter average; (2) Source: AMFI; (3) Source: SEBI; (4) Source: NPS Trust

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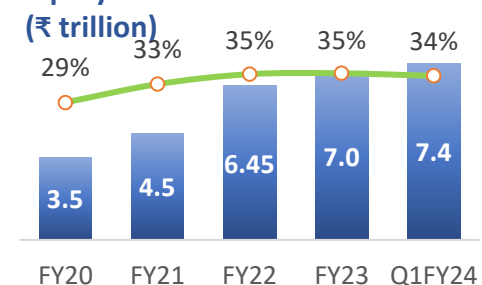
# Domestic Mutual Fund investor solutions: Focus on mid-size, equity-oriented AMCs, providing significant sustainable advantage



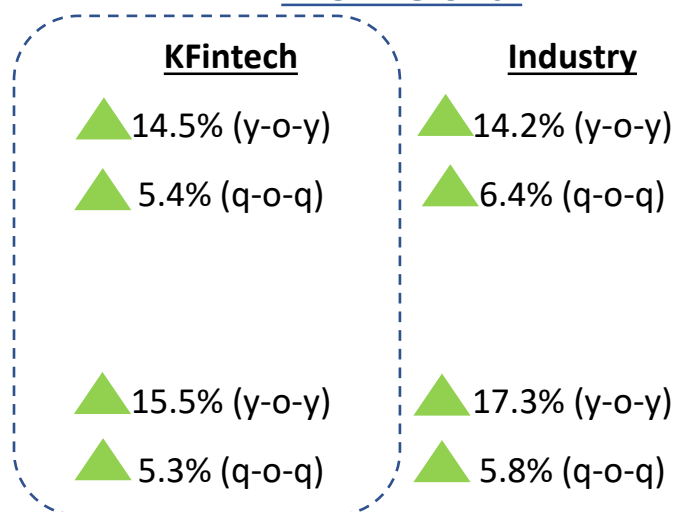
## Overall AAUM<sup>1</sup> & market share<sup>2</sup>



## Equity AAUM<sup>1</sup> & market share<sup>2</sup>



## AAUM<sup>1</sup> Growth



## AAUM<sup>1</sup> Market Share<sup>2</sup>

	Q1FY23	Q4FY23	Q1FY24
Overall AAUM	31.2%	31.6%	31.3%
Equity AAUM	34.9%	34.5%	34.4%
Equity Mix in Overall AAUM <sup>1</sup>	54.2%	54.7%	54.7%

## SIPs

**Q1FY24 inflows: ₹ 174 billion**  
 ▲ 12.5% (y-o-y) / 1.1% (q-o-q) ▼  
**39.9% market share in Jun-23**

**Live folios: 29.2 million<sup>3</sup>**  
 ▲ 20.6% (y-o-y) vs. 20.1% (Industry)  
 ▲ 3.4% (q-o-q) vs. 4.8% (Industry)

## Equity net flows (incl. hybrid)

**Continues to be positive in Q1FY24**  
 14.9% of industry net flows in Q1FY24

## Transaction Volume

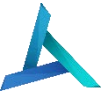
**Q1FY24: 69.6 million**  
 ▼ 8.9% (y-o-y) / 10.5% (q-o-q)

**MFCentral CAS API<sup>4</sup>**  
 2.0 million hits in Q1FY24

**4 AMC clients**  
 in Top 10 category

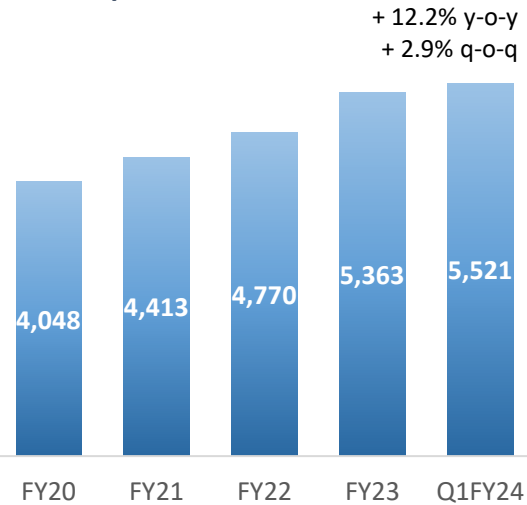
**New client went live during Q1FY24**  
 Bajaj Finserv AMC

(1) Last quarter average; (2) For the period; (3) As on 30<sup>th</sup> June'23 (4) Consolidated account statement;

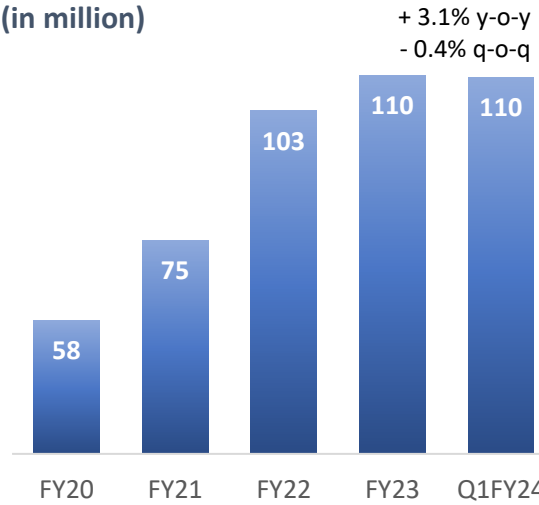


# Issuer solutions - Maintaining the leadership position

No of corporate clients<sup>1</sup>



No of investor folios<sup>1</sup>  
(in million)



- 158 clients added during Q1FY24
- Appointed as an RTA for Jio Financial Services Limited<sup>2</sup>
- Managed 4 of the total 7 mainboard IPOs during Q1FY24 (Mankind Pharma, Cyient DLM, IKIO Lighting, Nexus Select Trust REIT)
- 82.0% market share, as per issue size, in mainboard IPO during Q1FY24

## KFintech's market share in NSE 500 companies

<u>By</u>	<u>June 30, 2022</u>	<u>March 31, 2023</u>	<u>June 30, 2023</u>
No of clients <sup>3</sup>	36.8%	38.0%	38.0%
No of folios <sup>3</sup>	39.8%	42.1%	41.9%
Market capitalization <sup>3</sup>	45.1%	47.3%	46.5%

(1) End of period; (2) During Jul 2023; (3) Based on the movement of clients in the NSE500 category



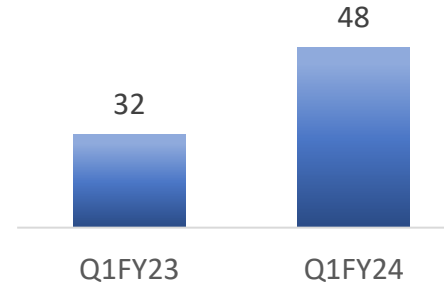
# International investor solutions: Expanding global footprints

## Growing global footprint



- Won one new RTA client in Malaysia & Singapore each
- Won 28 new funds from an existing client in Philippines for RTA services
- Onboarded 5 new clients in Gift City
- Won maiden contract for fund administration in Thailand from one of the top five banks<sup>4</sup>
- Received in-principle clearance from Thailand’s Securities & Exchange Commission for setting-up operations, awaiting Indian regulator’s approvals

No of clients<sup>1</sup>



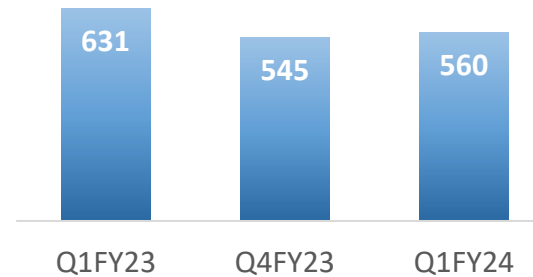
### Solutions

### No of Clients

RTA	36
Fund Administration	19

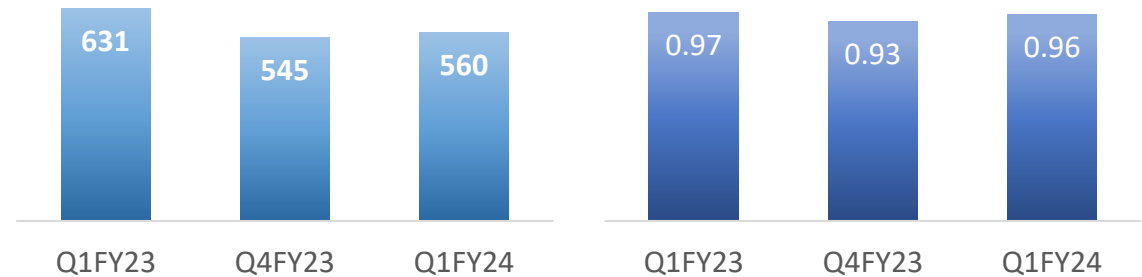
Overall AAUM<sup>2</sup>  
(₹ billion)

- 11.2% y-o-y  
+2.8% q-o-q



Transaction volume<sup>3</sup>  
(in million)

- 0.8% y-o-y  
+ 3.7% q-o-q

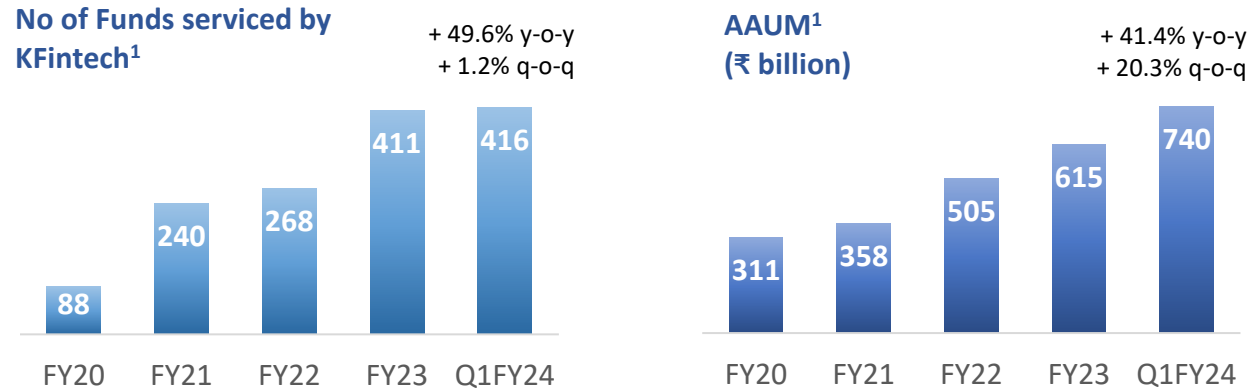


(1) Metric as on June 30, 2023; 24 clients in Malaysia, 3 clients in the Philippines and Hong Kong, 1 client in Middle East and Canada each and 5 clients in Gift city. Additionally, 3 clients in Malaysia, 3 client in Singapore and 8 clients in Gift city yet to go live;  
(2) End of period; (3) For the period; (4) During Jul 2023



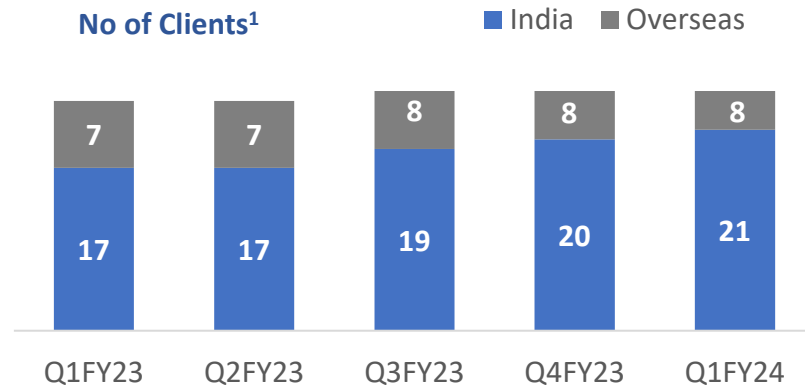
# Other investor solutions: Younger & faster growing businesses

## Alternates & Wealth



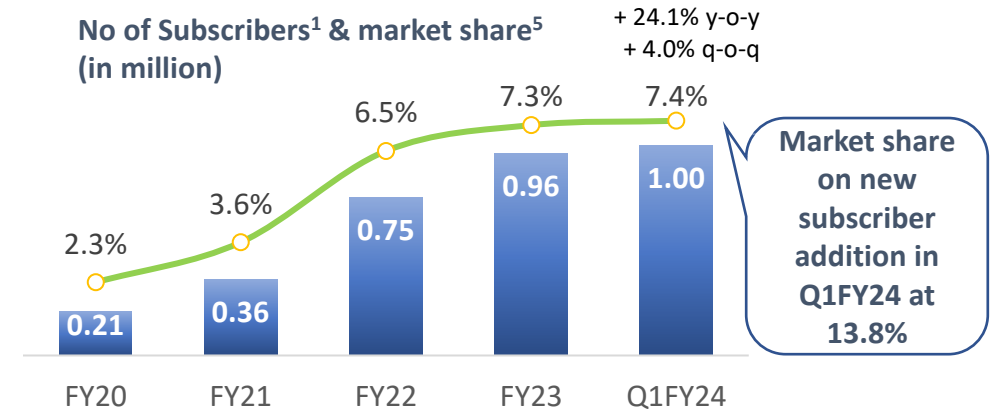
- Total no of funds at 416, market share<sup>2</sup> at 36.4%
- Client wins include Unifi Investments, Dalton Investments, Samara Capital, Investec India and NAB Ventures
- 19 funds with 60% market share<sup>3</sup> in GIFT city as on Jun 30, 2023
- Launched digital onboarding platform for PWM/PMS clients

## Fund Administration



- 1 new client added during Q1FY24
- Won maiden contract for fund administration in Thailand from one of the top five banks<sup>4</sup>

## National Pension Scheme



- Kfintech's subscriber base grew by 24.1% Y-o-Y vs 12.9% Y-o-Y growth for the industry
- Added 38,633 subscribers & 124 corporate clients in Q1FY24

(1) End of period; (2) Based on total AIF registered with SEBI; (3) Based on no of funds operating in Gift city as on Jun 2023; (4) During Jul 2023; (5) on overall subscribers' base

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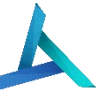
# Financial Performance



Particulars	Q1FY24	Q1FY23	% Change
Revenue from Operations	1,815.0	1,686.1	7.6% y-o-y ↑
EBITDA	704.3	624.3	12.8% y-o-y ↑
EBITDA Margin (%)	38.8%	37.0%	178 bps y-o-y ↑
PAT	433.8	374.3	15.9% y-o-y ↑
PAT Margin (%)	23.9%	22.2%	170 bps y-o-y ↑
Cash & Cash Equivalents*	3,197.6	1,380.7	131.6% ↑
Diluted EPS (in ₹)**	2.51	2.22	13.3% y-o-y ↑

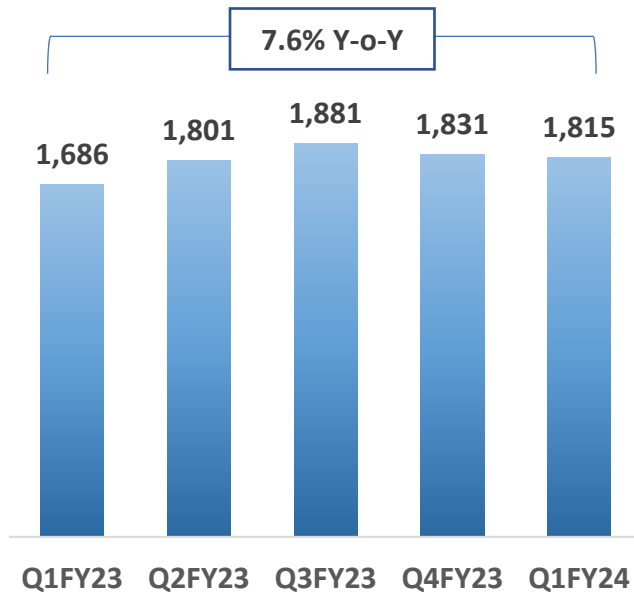
All figures are in ₹ million

\*As on end of period, \*\*EPS for the quarter is not annualised

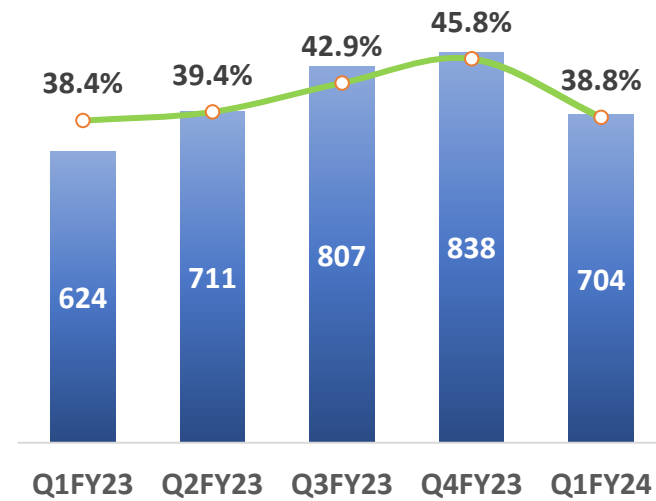


# Quarterly Financial Trend

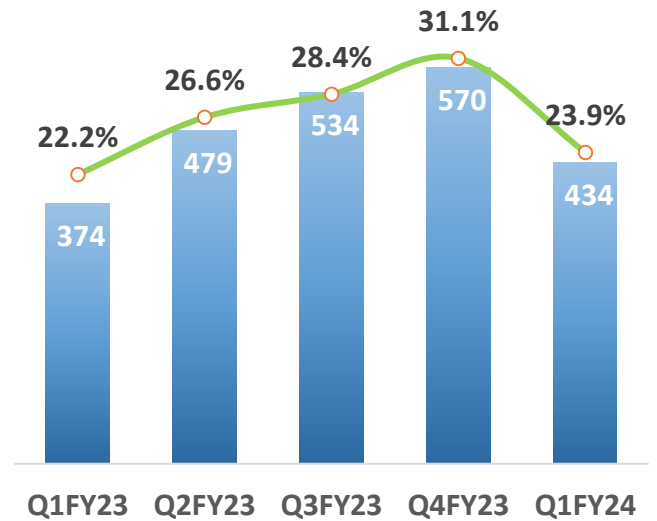
## Revenue from Operations



## EBITDA & Margin



## PAT & Margin

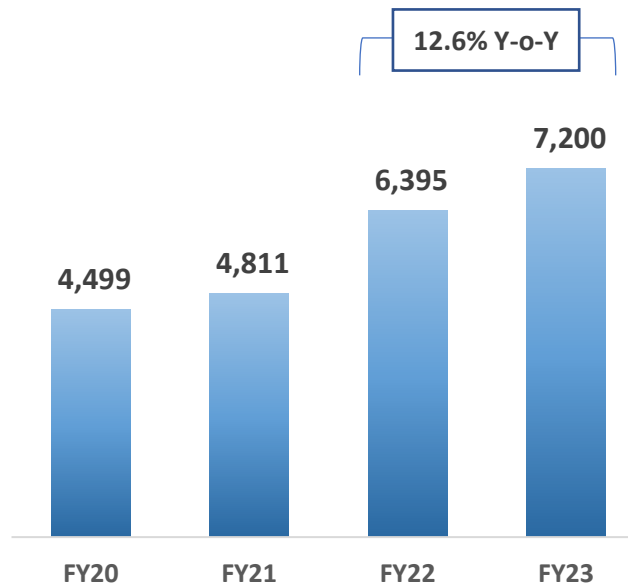


All figures are in ₹ million

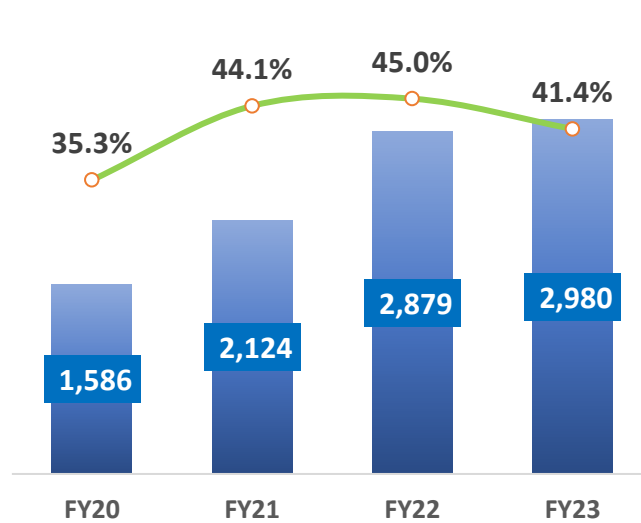


# Yearly Financial Trend

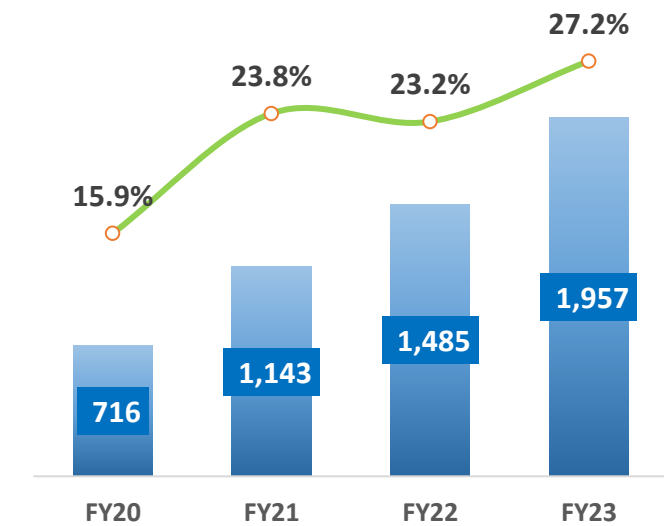
## Revenue from Operations



## 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	Q1FY24	Q4FY23	Q-o-Q	Q1FY23	Y-o-Y	FY23
<b>Revenue</b>						
Domestic Mutual Fund Investor Solutions	1,280.3	1,235.7	3.6%	1,152.1	11.1%	4,861.0
Issuer Solutions	199.8	241.1	-17.1%	209.0	-4.4%	982.6
International & Other Investor Solutions	173.6	182.5	-4.9%	151.3	14.8%	652.8
Global Business Services	96.7	101.7	-5.0%	112.8	-14.3%	437.7
<b>Net Sale of Services</b>	<b>1,750.4</b>	<b>1,761.0</b>	<b>-0.6%</b>	<b>1,625.2</b>	<b>7.7%</b>	<b>6,934.1</b>
Other Operating Revenue	64.7	70.4	-8.2%	60.9	6.1%	266.2
<b>Revenue from operations*</b>	<b>1,815.0</b>	<b>1,831.3</b>	<b>-0.9%</b>	<b>1,686.1</b>	<b>7.6%</b>	<b>7,200.3</b>
Employee benefits expense**	755.7	676.4	11.7%	732.7	3.1%	2,894.3
Other expenses	355.0	316.6	12.1%	329.1	7.9%	1,325.6
<b>Operating expenses</b>	<b>1,110.7</b>	<b>993.0</b>	<b>11.9%</b>	<b>1,061.8</b>	<b>4.6%</b>	<b>4,219.9</b>
<b>EBITDA</b>	<b>704.3</b>	<b>838.3</b>	<b>-16.0%</b>	<b>624.3</b>	<b>12.8%</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>-20.6%</b>	<b>511.5</b>	<b>18.0%</b>	<b>2582.2</b>
<i>Margin</i>	33.3%	41.5%		30.3%		35.9%
Tax expense	164.8	190.5	-13.5%	137.2	20.1%	624.8
<b>Net Profit after tax</b>	<b>433.8</b>	<b>570.2</b>	<b>-23.9%</b>	<b>374.3</b>	<b>15.9%</b>	<b>1957.4</b>
<i>Margin</i>	23.9%	31.1%		22.2%		27.2%
<b>Diluted Earnings Per Share (EPS in ₹)</b>	<b>2.51</b>	<b>3.32</b>	<b>-24.3%</b>	<b>2.22</b>	<b>13.3%</b>	<b>11.52</b>

All figures in ₹ million

\*Value-added-service (VAS) revenue (as % of overall revenue): Q1FY24 – 4.8%; Q4FY23 – 5.6%; Q1FY23 – 4.5%; FY23 – 5.3%

\*\*ESOP expenses: Q1FY24 – 8.07; Q4FY23 – 5.4, Q1FY23 – 30.5; FY23 – 82.9

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# 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



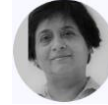
**Gopala Krishnan Giridhar**  
*Chief Business Officer - Corporate Registry*

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



**Senthil Gunasekaran**  
*Chief Business Development Officer*

- 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**  
*Regional Head – South East Asia*

- 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 & CSR<sup>1</sup> 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



**Alok Chandra Misra**  
(Non-Executive, Nominee Director)<sup>3</sup>

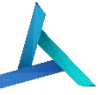
- Over 30 years of experience in India and Asia Pacific
- Chief Operating Officer and Operating Partner at General Atlantic
- Ex-Group CFO at WNS Group, Ex-Group CFO at Mphasis BFL Group. Fellow member of the Institute of Chartered Accountants of India



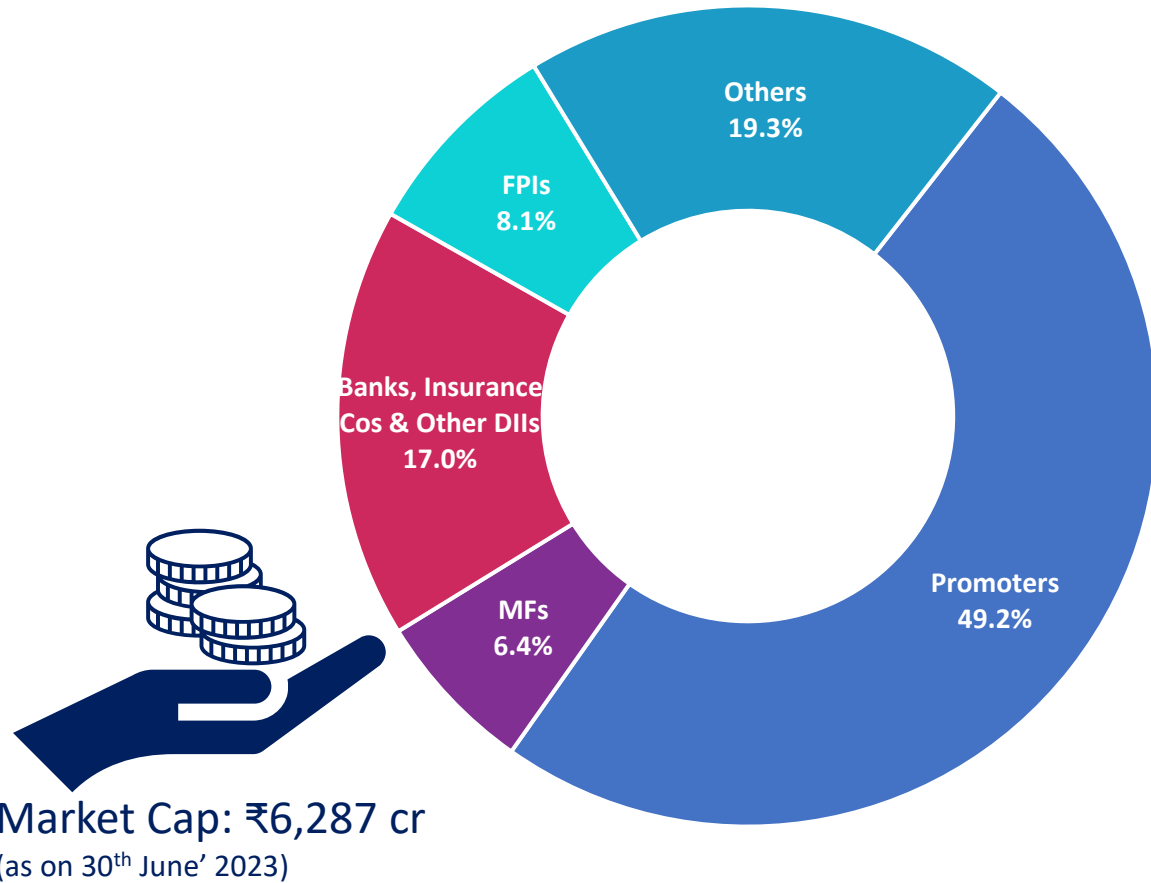
**Shantanu Rastogi**  
(Non-Executive Nominee Director)  
Chair: BD&SC<sup>2</sup>

- 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

(1) Corporate Social Responsibility; (2) Business Development & Strategy Committee; (3) Appointed with effect from 28<sup>th</sup> July 2023



# Shareholding Pattern: as on 30<sup>th</sup> June 2023



## Stock information

BSE Ticker	543720
NSE Symbol	KFINTECH
Face Value (₹)	10.00
No. of shares outstanding	16,99,12,087
Free Float	8,62,77,484
Industry	Depositories, Clearing Houses and Other Intermediaries

## Institutional shareholder with more than 5% shareholding

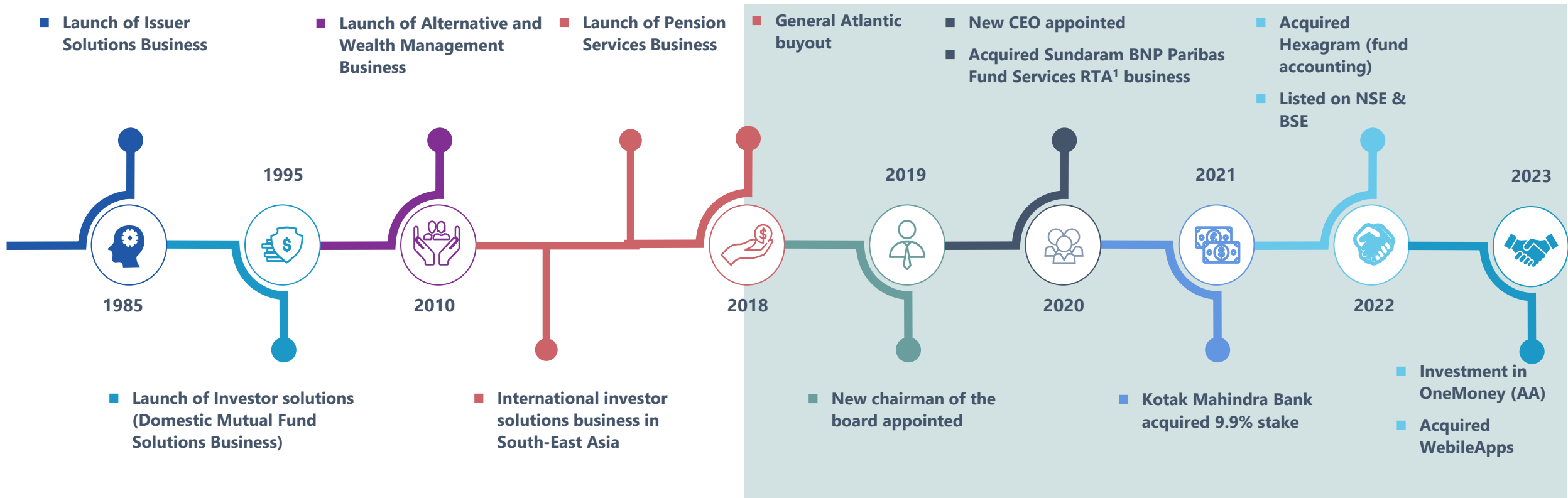
Kotak Mahindra Bank Ltd	9.84%
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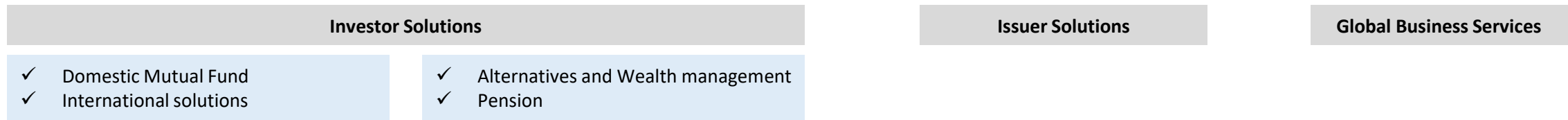
# Appendix



# Our Journey So Far

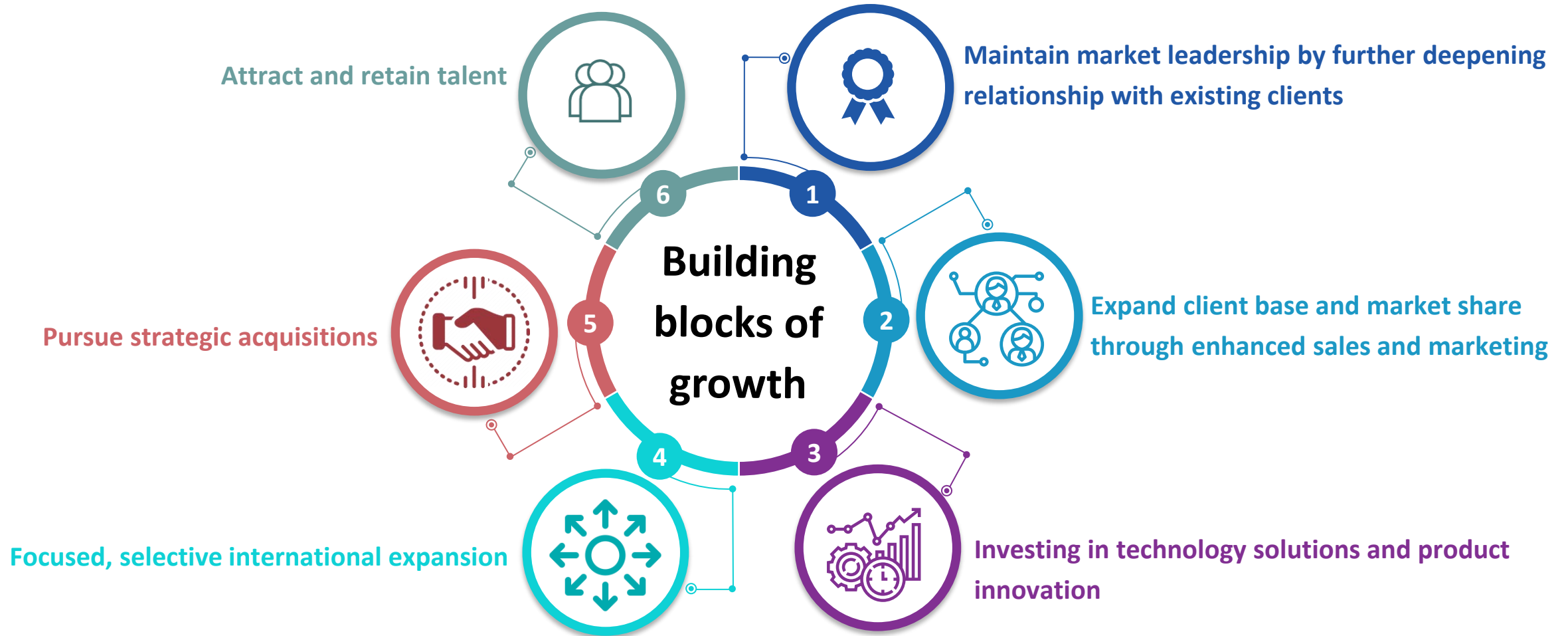
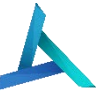


## Our Offerings



Note: Years represent calendar year ending 31<sup>st</sup> Dec

# Our Growth Strategies





**Thank You!**

₹ 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

<b>Consolidated Income Statement (₹ million)</b>				
	<b>Q1FY24</b>	<b>Q4FY23</b>	<b>Q1FY23</b>	<b>FY23</b>
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%

**For more information please contact:**

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Email: [InvestorRelations@kfintech.com](mailto:InvestorRelations@kfintech.com)