

Q3FY24

₹ 2,187.2 million Revenue +16.3% Y-o-Y +4.7% Q-o-Q	₹ 979.0 million EBITDA Margin at 44.8%	₹ 668.3 million PAT Margin at 30.6%	₹ 3.88 EPS +23.1% Y-o-Y +8.4% Q-o-Q
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9MFY24

₹ 6,091.9 million Revenue +13.5% Y-o-Y	₹ 2,619.9 million EBITDA Margin at 43.0%	₹ 1,715.8 million PAT Margin at 28.2%	₹ 10.00 EPS +21.9% Y-o-Y
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Domestic Mutual Fund Investor Solutions

	Q3FY24	Q2FY24	Q3FY23	9MFY24	9MFY23
No of Operating Clients	23.0	23.0	24.0	23.0	24.0
AAUM Serviced (₹ billion) (last quarter of the period)	15,645.5	14,824.8	12,746.1	15,645.5	12,746.1
AAUM Market share (last quarter of the period)	31.8%	31.5%	31.7%	31.8%	31.7%
AAUM Serviced (₹ billion) (avg for the period)	15,645.5	14,824.8	12,746.1	14,654.7	12,276.4
AAUM Market share (avg for the period)	31.8%	31.5%	31.7%	31.6%	31.5%
Equity AAUM Serviced (₹ billion) (last quarter of the period)	8,846.5	8,215.5	7,124.9	8,846.5	7,124.9
Equity AAUM Market share (last quarter of the period)	33.5%	34.0%	35.0%	33.5%	35.0%
Equity AAUM Serviced (₹ billion) (avg for the period)	8,846.5	8,215.5	7,124.9	8,146.9	6,782.0
Equity AAUM Market share (avg for the period)	33.5%	34.0%	35.0%	33.9%	35.1%
Equity AAUM Mix (last quarter of the period)	56.5%	55.4%	55.9%	56.5%	55.9%
SIP inflows (billion) (for the period)	203.6	188.0	166.7	565.7	480.2
SIP book AAUM (₹ billion) (last quarter of the period)	2,928.1	2,676.0	2,123.7	2,928.1	2,123.7

Domestic Mutual Fund Investor Solutions

	Q3FY24	Q2FY24	Q3FY23	9MFY24	9MFY23
SIP book AAUM market share (last quarter of the period)	31.5%	31.5%	31.5%	31.5%	31.5%
SIP live folios (million) (end of the period)	32.5	30.8	27.3	32.5	27.3
No of Transactions (million) (for the period)	88.7	81.6	74.1	244.8	226.2
Avg live folio count (million) (at the end of the period)	74.4	71.4	66.6	74.4	66.6

Issuer Solutions

	Q3FY24	Q2FY24	Q3FY23	9MFY24	9MFY23
No of Clients	5,863.0	5,693.0	5,179.0	5,863.0	5,179.0
No of folios (million) (end of the period)	118.7	113.9	108.7	118.7	108.7
No of Transactions (million) (for the period)	0.8	0.9	0.7	2.5	2.5
No of IPOs Handled (Main board) (for the period)	6.0	10.0	5.0	20.0	9.0
Main Board IPOs – market share (basis no of clients)	26.1%	40.0%	25.0%	36.4%	26.5%
Main Board IPOs – market share (basis the issue size)	29.5%	45.1%	33.9%	45.9%	55.2%
NSE 500 companies – market share (basis the market capitalisation)	46.5%	47.3%	49.0%	46.5%	49.0%

International and Other Investor Solutions: International Investor Solutions

	Q3FY24	Q2FY24	Q3FY23	9MFY24	9MFY23
No of clients	54.0	50.0	36.0	54.0	36.0
AAUM Serviced (₹ billion) (at the end of the period)	582.1	562.7	550.3	582.1	550.3
Transactions handled (million) (for the period)	0.8	0.8	0.8	2.6	4.0

International and Other Investor Solutions: AIF and Wealth Management

	Q3FY24	Q2FY24	Q3FY23	9MFY24	9MFY23
No of funds being handled (cumulative)	455.0	434.0	348.0	455.0	348.0
Market share – based on no of funds (end of period)	36.4%	37.2%	33.3%	36.4%	33.3%
AAUM (₹ billion) (end of period)	910.1	844.2	589.5	910.1	589.5

International and Other Investor Solutions: Pension Services

	Q3FY24	Q2FY24	Q3FY23	9MFY24	9MFY23
No of Subscribers	11,00,091	10,43,874	8,77,973	11,00,091	8,77,973
Market share - on subscribers' base (end of period)	7.8%	7.7%	7.0%	7.8%	7.0%
Number of Corporates clients (end of period)	2,244.0	2,177.0	1,854.0	2,244.0	1,854.0
AAUM (₹ billion) (end of period)	370.6	346.4	274.3	370.6	274.3
No of POPs associated	93.0	93.0	92.0	93.0	92.0

Consolidated Income Statement (₹ million)

	Q3FY24	Q2FY24	Q3FY23	9MFY24	9MFY23
Domestic Mutual Fund Investor Solutions	1,490.7	1,408.6	1,263.3	4,179.5	3,626.0
Issuer Solutions	326.9	291.2	274.0	818.0	741.5
International & Other Investor Solutions	215.1	223.3	167.8	612.1	469.7
Global Business Services	80.6	89.2	108.6	266.5	335.9
Net Sale of Services	2,113.4	2,012.2	1,813.7	5,876.2	5,173.1
Other Operating Revenue	73.8	77.4	67.5	215.7	195.8
Revenue from operations	2,187.2	2,089.7	1,881.3	6,091.9	5,368.9
Employee benefits expense	830.9	759.8	725.6	2,346.4	2,217.9
Other expenses	377.3	393.3	348.6	1,125.7	1,009.0
Operating expenses	1,208.2	1,153.1	1,074.2	3,472.0	3,226.9
EBITDA	979.0	936.7	807.0	2,619.9	2,142.0
<i>Margin</i>	44.8%	44.8%	42.9%	43.0%	39.9%
Profit before tax	897.6	841.9	715.0	2,343.2	1,821.6
<i>Margin</i>	41.0%	40.3%	38.0%	38.5%	33.9%
Share of profit of associate	-3.2	-4.8	-	-13.1	-
Tax expense	226.2	223.3	181.2	614.3	434.4
Net Profit after tax	668.3	613.8	533.8	1,715.8	1,387.2
<i>Margin</i>	30.6%	29.4%	28.4%	28.2%	25.8%
Diluted EPS (in INR)	3.88	3.58	3.15	10.00	8.20
<i>Value-added-services (as % of overall revenue)</i>	6.4%	7.3%	4.7%	6.2%	5.2%
<i>ESOP Expenses</i>	4.1	7.9	16.3	20.1	77.5
<i>Non-domestic mutual fund revenue (as % of overall revenue)</i>	31.8%	32.6%	32.8%	31.4%	32.5%

For more information please contact:

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