

Q4FY24

₹ 2,283.4 million Revenue +24.7% Y-o-Y +4.4% Q-o-Q	₹ 1,046.0 million EBITDA Margin at 45.8%	₹ 744.7 million PAT Margin at 32.6%	₹ 4.32 EPS +30.2% Y-o-Y +11.3% Q-o-Q
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FY24

₹ 8,375.3 million Revenue +16.3% Y-o-Y	₹ 3,666.0 million EBITDA Margin at 43.8%	₹ 2,460.5 million PAT Margin at 29.4%	₹ 14.34 EPS +24.5% Y-o-Y
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Domestic Mutual Fund Investor Solutions

	Q4FY24	Q3FY24	Q4FY23	FY24	FY23
No of Operating Clients	24.0	23.0	23.0	24.0	23.0
AAUM Serviced (₹ billion) (last quarter of the period)	17,354.3	15,645.5	12,803.5	17,354.3	12,803.5
AAUM Market share (last quarter of the period)	32.1%	31.8%	31.6%	32.1%	31.6%
AAUM Serviced (₹ billion) (avg for the period)	17,354.3	15,645.5	12,803.5	15,329.6	12,408.1
AAUM Market share (avg for the period)	32.1%	31.8%	31.6%	31.7%	31.5%
Equity AAUM Serviced (₹ billion) (last quarter of the period)	10,030.0	8,846.5	7,004.9	10,030.0	7,004.9
Equity AAUM Market share (last quarter of the period)	33.4%	33.5%	34.5%	33.4%	34.5%
Equity AAUM Serviced (₹ billion) (avg for the period)	10,030.0	8,846.5	7,004.9	8,617.7	6,837.7
Equity AAUM Market share (avg for the period)	33.4%	33.5%	34.5%	33.8%	34.9%
Equity AAUM Mix (last quarter of the period)	57.8%	56.5%	54.7%	57.8%	54.7%
SIP inflows (billion) (for the period)	225.5	203.6	172.1	791.1	652.3
SIP book AAUM (₹ billion) (last quarter of the period)	3,305.7	2,928.1	2,117.7	3,305.7	2,117.7

Domestic Mutual Fund Investor Solutions

	Q4FY24	Q3FY24	Q4FY23	FY24	FY23
SIP book AAUM market share (last quarter of the period)	31.5%	31.5%	31.3%	31.5%	31.3%
SIP live folios (million) (end of the period)	35.5	32.5	28.2	35.5	28.2
No of Transactions (million) (for the period)	100.6	88.7	77.0	345.4	303.1
Avg live folio count (million) (at the end of the period)	79.7	74.4	67.8	79.7	67.8

Issuer Solutions

	Q4FY24	Q3FY24	Q4FY23	FY24	FY23
No of Clients	6,071.0	5,863.0	5,363.0	6,071.0	5,363.0
No of folios (million) (end of the period)	124.4	118.7	110.1	124.4	110.1
No of Transactions (million) (for the period)	0.7	0.8	0.6	3.2	3.1
No of IPOs Handled (Main board) (for the period)	8.0	6.0	1.0	28.0	10.0
Main Board IPOs – market share (basis no of clients)	34.8%	26.1%	25.0%	35.9%	26.3%
Main Board IPOs – market share (basis the issue size)	42.0%	29.5%	81.6%	45.0%	57.0%
NSE 500 companies – market share (basis the market capitalisation)	46.1%	46.5%	47.3%	46.1%	47.3%
NSE 500 companies – market share (basis no of folios)	42.0%	41.5%	42.1%	42.0%	42.1%

International and Other Investor Solutions: International Investor Solutions

	Q4FY24	Q3FY24	Q4FY23	FY24	FY23
No of clients	57.0	54.0	41.0	57.0	41.0
AAUM Serviced (₹ billion) (at the end of the period)	608.8	582.1	545.3	608.8	545.3
Transactions handled (million) (for the period)	1.1	0.8	0.9	3.6	4.0

International and Other Investor Solutions: AIF and Wealth Management

	Q4FY24	Q3FY24	Q4FY23	FY24	FY23
No of funds being handled (cumulative)	472.0	455.0	411.0	472.0	411.0
Market share – based on no of funds (end of period)	36.3%	36.4%	37.4%	36.3%	37.4%
AAUM (₹ billion) (end of period)	987.2	910.1	614.7	987.2	614.7

International and Other Investor Solutions: Pension Services

	Q4FY24	Q3FY24	Q4FY23	FY24	FY23
No of Subscribers	12,21,900	11,00,091	9,56,823	12,21,900	9,56,823
Market share - on subscribers' base (end of period)	8.3%	7.8%	7.3%	8.3%	7.3%
Number of Corporates clients (end of period)	2,327.0	2,244.0	1,985.0	2,327.0	1,985.0
AAUM (₹ billion) (end of period)	409.4	370.6	294.6	409.4	294.6
No of POPs associated	94.0	93.0	92.0	94.0	92.0

Consolidated Income Statement (₹ million)

	Q4FY24	Q3FY24	Q4FY23	FY24	FY23
Domestic Mutual Fund Investor Solutions	1,590.1	1,490.7	1,235.6	5,769.5	4,861.6
Issuer Solutions	286.8	326.9	241.0	1,104.9	982.6
International & Other Investor Solutions	271.3	215.1	183.1	883.5	652.8
Global Business Services	81.8	80.6	101.8	348.3	437.7
Net Sale of Services	2,230.0	2,113.4	1,761.6	8,106.2	6,934.8
Other Operating Revenue	53.4	73.8	69.7	269.2	265.5
Revenue from operations	2,283.4	2,187.2	1,831.3	8,375.3	7,200.3
Employee benefits expense	850.3	830.9	676.4	3,196.6	2,894.3
Other expenses	387.1	377.3	316.6	1,512.7	1,325.6
Operating expenses	1,237.4	1,208.2	993.0	4,709.4	4,219.9
EBITDA	1,046.0	979.0	838.3	3,666.0	2,980.4
<i>Margin</i>	45.8%	44.8%	45.8%	43.8%	41.4%
Profit before tax	954.7	897.6	760.6	3,297.9	2,582.2
<i>Margin</i>	41.8%	41.0%	41.5%	39.4%	35.9%
Share of profit of associate	-11.0	-3.2	-	-24.1	-
Tax expense	199.1	226.2	190.5	813.4	624.8
Net Profit after tax	744.7	668.3	570.2	2,460.5	1,957.4
<i>Margin</i>	32.6%	30.6%	31.1%	29.4%	27.2%
Diluted EPS (in INR)	4.32	3.88	3.32	14.34	11.52
<i>Value-added-services (as % of overall revenue)</i>	5.5%	6.4%	5.6%	6.0%	5.3%
<i>ESOP Expenses</i>	6.1	4.1	5.4	26.2	82.9
<i>Non-domestic mutual fund revenue (as % of overall revenue)</i>	30.4%	31.9%	32.5%	31.1%	32.5%

For more information please contact:

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