

₹ 2,375.6 million

Revenue

+30.9% Y-o-Y

+4.0% Q-o-Q

₹ 996.6 million

EBITDA

Margin at 42.0%

₹ 680.7 million

PAT

Margin at 28.7%

₹ 3.94

EPS

+57.2% Y-o-Y

-8.7% Q-o-Q

Domestic Mutual Fund Investor Solutions

	Q1FY25	Q4FY24	Q1FY24	FY24
No of Operating Clients	24.0	24.0	24.0	24.0
AAUM Serviced (₹ billion) (last quarter of the period)	19,072.5	17,354.3	13,493.8	17,354.3
AAUM Market share (last quarter of the period)	32.3%	32.1%	31.3%	32.1%
AAUM Serviced (₹ billion) (avg for the period)	19,072.5	17,354.3	13,493.8	15,329.6
AAUM Market share (avg for the period)	32.3%	32.1%	31.3%	31.7%
Equity AAUM Serviced (₹ billion) (last quarter of the period)	11,175.4	10,030.0	7,378.7	10,030.0
Equity AAUM Market share (last quarter of the period)	33.4%	33.4%	34.4%	33.4%
Equity AAUM Serviced (₹ billion) (avg for the period)	11,175.4	10,030.0	7,378.7	8,617.7
Equity AAUM Market share (avg for the period)	33.4%	33.4%	34.4%	33.8%
Equity AAUM Mix (last quarter of the period)	58.6%	57.8%	54.7%	57.8%
SIP inflows (billion) (for the period)	244.6	225.5	174.1	791.1
SIP book AAUM (₹ billion) (last quarter of the period)	3,733.2	3,305.7	2,380.4	3,305.7
SIP book AAUM market share (last quarter of the period)	31.8%	31.5%	31.5%	31.5%
SIP live folios (million) (end of the period)	39.1	35.5	29.2	35.5
No of Transactions (million) (for the period)	109.4	100.6	74.5	345.4
Avg live folio count (million) (at the end of the period)	84.7	79.7	68.6	79.7

Issuer Solutions				
	Q1FY25	Q4FY24	Q1FY24	FY24
No of Clients	6,319.0	6,071.0	5,521.0	6,071.0
No of folios (million) (end of the period)	136.6	124.4	109.6	124.4
No of Transactions (million) (for the period)	0.7	0.7	0.7	3.2
No of IPOs Handled (Main board) (for the period)	5.0	8.0	4.0	28.0
Main Board IPOs – market share (basis no of clients)	33.3%	34.8%	57.1%	35.9%
Main Board IPOs – market share (basis the issue size)	26.3%	42.0%	82.0%	45.0%
NSE 500 companies – market share (basis the market capitalisation)	46.4%	46.1%	46.5%	46.1%

International and Other Investor Solutions: International Investor Solutions				
	Q1FY25	Q4FY24	Q1FY24	FY24
No of clients	60.0	57.0	48.0	57.0
AAUM Serviced (₹ billion) (at the end of the period)	646.7	608.8	560.3	608.8
Transactions handled (million) (for the period)	1.0	1.1	1.0	3.6

International and Other Investor Solutions: AIF and Wealth Management				
	Q1FY25	Q4FY24	Q1FY24	FY24
No of funds being handled (cumulative)	489.0	472.0	416.0	472.0
Market share – based on no of funds (end of period)	36.2%	36.3%	36.4%	36.3%
AAUM (₹ billion) (end of period)	1,164.5	987.2	739.5	987.2

International and Other Investor Solutions: Pension Services				
	Q1FY25	Q4FY24	Q1FY24	FY24
No of Subscribers	12,63,644	12,21,900	9,95,456	12,21,900
Market share - on subscribers' base (end of period)	8.4%	8.3%	7.4%	8.3%
Number of Corporates clients (end of period)	2,481.0	2,327.0	2,109.0	2,327.0
AAUM (₹ billion) (end of period)	440.6	409.4	323.2	409.4
No of POPs associated	94.0	94.0	93.0	94.0

Consolidated Income Statement (₹ million)				
	Q1FY25	Q4FY24	Q1FY24	FY24
Domestic Mutual Fund Investor Solutions	1,717.8	1,590.1	1,280.3	5,769.5
Issuer Solutions	243.1	286.8	199.8	1,104.9
International & Other Investor Solutions	271.9	271.3	173.6	883.5
Global Business Services	92.4	81.8	96.7	348.3
Net Sale of Services	2,325.3	2,230.0	1,750.4	8,106.2
Other Operating Revenue	50.3	53.4	64.7	269.2
Revenue from operations	2,375.6	2,283.4	1,815.0	8,375.3
Employee benefits expense	958.4	850.3	755.7	3,196.6
Other expenses	420.6	387.1	355.0	1,512.8
Operating expenses	1,379.0	1,237.4	1,110.8	4,709.4
EBITDA	996.6	1,046.0	704.3	3,665.9
<i>Margin</i>	42.0%	45.8%	38.8%	43.8%
Profit before tax	918.1	954.7	603.6	3,297.9
<i>Margin</i>	38.6%	41.8%	33.3%	39.4%
Share of profit of associate	-	-11.0	-5.1	-24.1
Tax expense	237.3	199.0	164.8	813.3
Net Profit after tax	680.7	744.7	433.8	2,460.5
<i>Margin</i>	28.7%	32.6%	23.9%	29.4%
Diluted EPS (in INR)	3.94	4.32	2.51	14.34
<i>Value-added-services (as % of overall revenue)</i>	5.5%	5.5%	4.8%	6.0%
<i>ESOP Expenses</i>	31.1	6.1	8.1	26.2
<i>Non-domestic mutual fund revenue (as % of overall revenue)</i>	27.7%	30.4%	29.5%	31.1%

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