



TRANSCRIPT OF THE 7TH ANNUAL GENERAL MEETING OF THE MEMBERS OF KFIN TECHNOLOGIES LIMITED HELD ON AUGUST 29, 2024 AT 4:00 P.M. (IST) THROUGH VIDEO CONFERENCING / OTHER AUDIO-VISUAL MEANS

Moderator : Dear shareholders, good afternoon, and a warm welcome to the 7th Annual General Meeting of the members of KFin Technologies Limited. Please note, for the smooth conduct of the meeting, all the shareholders by default will be placed on listen-only mode. The audio and video will be unmuted during the Q&A session for those shareholders, who have registered themselves as a speaker. We have also provided the shareholders with the webcast facility for live viewing of the proceedings of the meeting. Please note that, as per the statutory requirements, the proceedings of the meeting are being recorded and the transcript will be made available on the website of the Company post conclusion of the meeting. Now, as we have the requisite quorum to conduct the meeting, I invite our Chairperson Mr. M V Nair to initiate the proceedings.

Thank you and over to you, sir.

M V Nair : Good afternoon esteemed shareholders of the Company. I extend a warm welcome to the 7th Annual General Meeting of the Company. I will briefly introduce the Board members attending this AGM. On my left, we have Mr. Sreekanth Nadella, our Managing Director and CEO.

Directors attending virtually are Mr. Prashant Saran, Independent Director and Chairperson of the Stakeholders' Relationship Committee, Mr. Kaushik Mazumdar, Independent Director and Chairperson of the Audit Committee, Mr. Chengalath Jayaram, Independent Director and Chairperson of the Nomination and Remuneration Committee, Ms. Radha Rajappa, Independent Director, Mr. Shantanu Rastogi, Non-Executive Nominee Director, Mr. Alok Misra, Non-Executive Nominee Director, Mr. Jaideep Hansraj, Non-Executive Nominee Director. Mr. Srinivas Peddada, Non-Executive Nominee Director has expressed his inability to join the meeting due to his pre occupation

The members of the Management Team viz., Mr. Vivek Narayan Mathur, Chief Financial Officer, Mr. Amit Murarka, Head of Investor Relations, and Ms. Alpana Kundu Company Secretary, are also attending this Meeting. I am informed that Mr. Amit Kumar Bajaj and Mr. Sri Kumar Tumuluri, representatives of the Statutory Auditors; Mr. Vasudeva Rao Devaki, representative of the Secretarial Auditors; and Mr. S. N. Viswanathan, the Scrutinizer have also joined the Meeting. I once again extend a warm welcome to everyone present at this AGM. I have been informed that necessary quorum for the Meeting is present, and I call the Meeting to order.

I will now request Ms. Alpana to make announcements for the smooth conduct of the Meeting.

Alpana Kundu : Thank you. Good afternoon, everybody.

This meeting is being conducted through video conferencing in accordance with the provisions of the Companies Act, 2013 and the relevant circulars issued by the Ministry of Corporate Affairs and the SEBI.

The proceedings of this annual general meeting are also being webcast live and can be viewed using the details provided in the notice of the AGM.

The annual report containing the Board's report, Corporate Governance report, Business Responsibility and Sustainability report, Management Discussion and Analysis, the standalone and consolidated financial statements along with the Auditor's reports, and the notice of this AGM has already been sent to the shareholders electronically at their registered Email id.

With your permission, we will take them as read.

As the Statutory Auditors' Report on the financial statement of the Company for the Financial Year 2023-24 and the Secretarial Audit Report for the Financial Year 2023-24 do not have any qualification, observation, disclaimer or adverse remark, the said reports are not required to be read out at the meeting in terms of the applicable provisions of the Companies Act, 2013.

In order to enable the shareholders to vote on the resolutions, we had provided e-voting facility through NSDL platform. The remote e-voting period commenced at 9:00 a.m. IST on Monday, August 26, 2024, and ended at 5:00 p.m. IST on Wednesday, August 28, 2024. The voting rights were reckoned on the shares held by the members as on the cut-off date, that is Friday, August 23, 2024.

The e-voting facility is also available at the AGM and the detailed instructions are provided in notes to the Notice of the AGM. In case you have not exercised your voting right through the remote e-voting facility, you are requested to cast your vote during the AGM. Voting will remain open up to 15 minutes from the conclusion of the AGM. Since e-voting facility has been provided, there is no requirement to propose and second the resolution as well to vote by show of hands at the meeting.

The Company has appointed Mr. S. N. Viswanathan, Practising Company Secretary or failing him Ms. Malati Kumar, Practising Company Secretary, partners of M/s. S. N. Ananthasubramanian & Co., Company Secretaries, as the Scrutinizer to scrutinize the process of remote e-voting and e-voting during the AGM in a fair and transparent manner.

The relevant documents required to be kept open at the AGM would remain open and accessible to any member of the Company for inspection in electronic mode, if they so desire, until the conclusion of the meeting

Shareholders who wish to inspect these documents can write to us at investorrelations@kfintech.com. We will facilitate the inspection.

I now invite our Chairperson Mr. M V Nair to continue with the proceedings.

M V Nair : Thank you Alpana.

Dear Stakeholders, I am pleased to share with you KFintech's remarkable journey of Financial Year 2023-24. The collective wisdom of the Management and the Board of Directors and the trust and confidence of our customers and shareholders played a vital role in steering our journey of excellence. I would like to take a moment here to thank each one of them, as well as our talented team and Board members, who efficiently executed our defined strategy to deliver an exceptional all-round performance.

Financial Year 2023-24 proved to be an exciting year for the Indian economy and its market, which demonstrated remarkable resilience despite the headwinds from the global monetary tightening, particularly the US Fed rate hikes. Notwithstanding concerns about the recessionary pressures in other developed economies, India became the fifth-largest as well as the fastest-growing economy globally, giving a strong impetus to the capital markets.

As the largest investor solutions provider to mutual funds and the largest issuer solutions provider in India, KFintech continued to be a catalyst in accelerating the country's economic growth and steering it towards achieving Honorable Prime Minister Narendra Modi's vision of 'Viksit Bharat'. Our commitment to accretive value creation for all our stakeholders remains unwavering, and we shall continue to work towards maintaining our industry-leading growth and profitability.

Building on our legacy

Our strong foundations are the core around which we are continually building our edifice of unique and differentiated strengths. While our values remain deep rooted in our culture, the change strategy on which we had embarked about five years ago has enabled a positive transformation in our overall business approach. It has helped KFintech emerge as a stronger and more dynamic entity, with focus on sustained, long-term growth at a global scale. It has also enabled us to play an important role in partnering our clients, helping them to grow faster than the industry.

It is a matter of immense pride for us that we have the distinction today of being the only Indian entity in the capital market industry with diversified businesses, and innovative products and solutions across asset classes in India and overseas. These include products and solutions for equity and bond markets, mutual funds, alternate investment funds, portfolio and wealth management, national pension scheme and private retirement schemes. Our strong domain expertise, innovative solutions and presence across India as well as South-East Asia gives us a distinctive advantage in the global fund services market.

Our share of international and other investor solutions currently stands at 10.6% of our total revenue and is continuously growing faster than the matured businesses of domestic investor solutions and issuer solutions led by our differentiated fund administration offerings for the global asset managers and strong business development efforts across markets leading to new client wins in India and overseas. This year has also been an eventful year for KFintech as we won our first maiden fund administration contract in Thailand, first ever deal from one of the largest custodians in India for fund administration platform, and one of its kind deals from LIC Pension Fund for fund administration platform and digital infrastructure assets. We are continuously gaining market share as the second-largest central record keeping agency of the national pension scheme in India and continue to grow at more than double the rate of the industry growth.

Within the matured businesses too, we continue to grow faster than the industry and gained market share. Our domestic mutual fund investor solutions business has grown significantly on the back of strong growth in our clients' portfolio led by mark-to-market gains and positive net flows into the industry owing to strong participation of retail investors through the systematic investment plans (SIP) route. Within the issuer solutions business too, we have posted strong sustainable growth and continue to consolidate our leadership position with gain in market share led by increase in the number of our corporate clients to over 6,000. We also won marquee clients under Issuer Solutions, like State Bank of India, Union Bank of India, Castrol India, Varun Beverages, Devyani International Ltd and are confident of continuing our track record.

We have two-fold ambition to grow our revenue and profitability. While our focus is to scale up the younger businesses in India and overseas to gain market share, we will also continue to consolidate our leadership position in the domestic investor solutions and issuer solutions.

Pursuing transformational growth

As you would recall, KFintech had strategically embarked on a positive transformation journey in Financial Year 2018-19, with a new and dynamic management team taking over the business under the guidance of highly experienced and independent Board. I am happy and excited to see the transformation yielding exceptional outcomes for the Company. It has led to accelerated measures toward operational excellence for driving business growth and better client experience, both in the domestic and international markets.

Our India businesses continue to see new client wins across our business segments. It gives me immense pride to share that five of the top 10 fastest-growing asset management companies in the country are clients of KFintech today. KFintech was appointed as a share registrar to three of the top five and five of the top 10 IPOs in India with 45.7% market share in terms of mainboard IPOs issue size. Five of the large asset management companies in India, where KFintech is not the Registrar and Transfer Agent, are using our fund accounting platform.

In the international market, we continue to win new clients across Malaysia, Hong Kong, Singapore, Thailand and GIFT City. These wins demonstrate KFintech as a credible technology-enabled service provider. Our investments in technology and cyber security, human capital, and expansion into new geographies over the last few years have laid a strong foundation for KFintech to become a formidable global player in servicing global asset managers in the near future.

Overall, the revenue of our international and other investor solutions businesses grew by 35.1% y-o-y during Financial Year 2023-24. The share of non-mutual fund revenue stood at 30.0% in FY 24. This underscores the success of our focused efforts to drive diversified and inclusive growth, spanning diverse asset classes, geographies and customer profiles. Our

diversification focus has enabled us to create multiple revenue streams and mitigates business concentration risks.

Investing in technology and innovation

As in the past, our investments in technological excellence and product innovation continued to be the key strategic engines driving our future growth. FY 2023-24 witnessed the implementation of several next generation tech-led process improvements and security measures to delight the customers, who remain central to our value proposition.

A significant part of our efforts and investments during the year went into the creation of differentiated value-added solutions for our clients, especially in the form of Datalake, cloud computing, API infrastructure and advanced analytics, mobility solutions and the entire technology stack. Our team is constantly at the helm of designing innovative solutions as we launched industry-first fully integrated global fund administration platform ‘XAlt’, trade compliance and reporting platform ‘Guardian’ to comply with SEBI’s insider trading regulations, comprehensive digital onboarding solutions for PMS / PWM clients and many more.

Our product innovations helped us outpace the industry in terms of new client additions and leveraging cross-selling and up-selling to drive faster growth through value-added offerings. While our technology finesse is helping us to implement process excellence, enable our customers to grow faster, it is also enabling us to empower the industry regulators to generate insightful information and monitor the compliance and regulations being adhered by the respective asset management companies.

I am glad to share that KFintech was honored by SEBI for developing and implementing the industry-first SEBI Analytics Platform (S.A.P) and Portal for Alerts, Reports, and Analytics for SEBI (P.A.R.A.S) platforms, designed to empower India’s apex financial regulator.

Nurturing new acquisitions and deriving synergies

Our endeavors to transform the new acquisitions through continuous integration and extract synergistic value is helping us to add adjacencies, open new markets and fuel growth across our business segments. We continue to see fast-paced growth in global fund administration business on the back of successful integration of Hexagram Fintech Private Limited (Hexagram) with KFintech. Acquisition of WebileApps India Private Limited (WebileApps) in 2023 has further strengthened our capability in building mobility solutions and other UI / UX solutions for players in the BFSI sector and beyond. With India’s alternate asset management industry at an inflection point and upsurging of the global alternate asset management industry, we find ourselves well-positioned to seize the burgeoning opportunity in this space through organic as well as inorganic routes.

Investing in sustainable development

While focusing on business growth, we have also made significant investments in promoting the ESG – Environment (E), Social (S) and Governance (G)

aspects of our business in pursuance of our goal of ‘growth with sustainability’ for all the stakeholders. We have in place well-articulated policies to drive our performance across all the key metrics of E, S and G. These policies are aligned to our unequivocal commitment to ensuring holistic and inclusive sustainable development, as also the United Nations Sustainable Development Goals.

Our rankings on the key sustainability indices endorse the successful execution of these policies. Our 12th industry position out of 29 issuers, 71st universe position out of 1,112 issuers, as per the ESG Risk Assessment & Insights Report for the fiscal period ended March 2023, bear testimony to our ESG commitment.

Our corporate social responsibility initiatives are characterized by a steadfast commitment to effecting profound societal change. Such initiatives are intricately woven into the fabric of our organizational values. We extend vital support to several tribal welfare schools and colleges in India by empowering students in shaping their careers through enriching tours and visits, merit-based scholarships, and essential financial aid for infrastructure development. We are proud to have been honored with Bronze Stevie Award in the Innovative Achievement in Corporate Social Responsibility category at 2024 Asia Pacific Stevie Awards.

As a responsible corporate, we shall continue to work towards further scaling up our sustainability development ethos in the coming years.

Building upon strong governance

At KFintech, we continue to strengthen trust and credibility with our stakeholders by following the highest standards of corporate governance to deliver fairness, transparency, accountability, responsibility, and adequate disclosures of all material information. Our acts are governed by an independent, professional, and highly experienced board of directors. The respective committees of the Board met at regular intervals throughout the year to discuss various matters which are of critical importance to KFintech and its stakeholders. These committees have an independent oversight on the management’s performance and empower the Board members to exercise strong governance and internal controls.

Poised for bigger and better growth

As we surge ahead, we believe that the growth odyssey on which we have steadily progressed over the past few years will continue to get stronger and bigger. Our focus shall remain on further strengthening our competitive edge through enhanced geographical diversification and targeted investments in talent and technology to enable profitable and sustainable growth. Creation of strong risk mitigation, investment in sustainable practices, compliance and surveillance, and strengthening our governance parameters will be our other key focus areas to deliver overall value creation for our stakeholders. We are confident that our track record of identifying value-accretive acquisition and integration will continue to help us capitalize on the growth opportunities across our business segments in India as well as in the international markets.

We aspire to make KFinTech the first company from India to become globally relevant in the space of capital market infrastructure. We are extremely excited about the future and shall continue with our efforts to lead a sustainable growth. This, we believe, is important to ensure that our clients are best served in the industry, not just in India but across the world. Besides growing our footprints across South-East Asia, we have accelerated our efforts towards rapid international expansion. We continue to explore new markets like Middle East and the developed markets of the US and Europe in view of the strong growth opportunities they offer in the alternative asset management space for the global fund administrators.

In this onward journey, we shall continue to focus on reinforcing the foundations of good governance and compliance – the keystones of our internal and external operations and the enablers of our stakeholder approach. I am confident that this focus, together with our strategic investments, will propel the Company towards greater heights of inclusive growth.

Concluding remarks

On this positive note, I would like to thank all the shareholders, on behalf of the entire Board, for their sustained trust and confidence in the Company. I would also like to express my gratitude to our customers, employees and partners for supporting and partnering with us in our transformation journey. I would further like to thank the regulators, government, the capital market participants and industry peers, whose collaborative efforts are consistently powering the market growth. The board of directors and the management team of KFinTech stand firm on its commitment to work closely with all the stakeholders to ensure continued long-term growth and value creation for all our stakeholders, including the communities around which we operate.

I will request Mr. Sreekanth, our MD & CEO also to address the Shareholders.

Sreekanth Nadella : Thank you, Chairman Sir, Good evening, everyone, and I welcome you once again to the 7th AGM of the Company.

I thought this is very opportune moment to explain to our shareholders a little bit about our history, before we delve into our current as well as the future aspirations. The past year that had gone by had seen a significant number of shareholders who believed and continue to believe in KFin Technologies Limited. Your Company has been in existence for nearly three and a half decades. What we have been trying to do for past five to six years is to re- envision, to reimagine and to champion the cause of our North Star, which is to become truly the first of its kind, Global Fund administrator from India. As you could see, the transformation started around 2018 with our General Atlantic partners buying our stake and since then, the organization has had three core philosophies. One of that was to technologically transform both technology front end and profitability. Second to professionalize the entity, which marked from the start of creation of a professional goal followed by creation of a professional management and the workforce that you see today is a testament in terms of fit for purpose, and the people with the requisite expertise are doing their roles and helping the company goals. Third of that

was to identify growth areas, while the organization has been there for about 36 years, we believe that we are poised for a significant growth ahead of us and part of the growth strategy also involves looking at inorganic solutions.

Whilst we will continue to grow in our core businesses, of mutual funds and more specific, geographically within India, we believe there are opportunities elsewhere in the world and to capitalize on the frugal engineering capabilities that India has to offer, combined with the three-and-a-half-decade long domain expertise KFin Technologies Limited has built during this period.

What has that result, in the three and a half decades of the organizational growth and principle that you've seen in the past, it has given it to become the largest Registrar and Transfer Agent of India and amongst the top five in the world in terms of the number of portfolios we handle. For mutual funds, we are largest by the count of number of Asset Management Companies, we continue to grow in that space for remarkable period of time. Our win rates are something that is testimonial in terms of the finest that we are able to bring to the table, both in terms of technological improvisation as well as business development of finance that we are doing we have seen, as I said, market share expansion, both in the overall assets of the management and on it which is for revenue to speed. All of that has resulted in us securing nearly 50% market share in the form of number of folios that we service at this point in time.

Now KFinTech, however, has started with issuer solutions as the first business back in the day, we manage about 46% by market share in terms of NSE 500 listed companies. We are adding roughly about 700 other companies every single year. For the past two years we have taken our numbers to over 6000 as of 31st March and in the quarter that had gone by, we have added another 350 worldwide.

Now, together between mutual funds and corporate issuer solutions, as you could see, near about 260 million portfolios is being handled by KFinTech, making technology to be the single biggest favor, by bringing both of the efficiencies and value to the investors at the same time, helping the organization grow both topline and the bottom-line.

Now these two have been the traditional and the legacy businesses of KFin Technologies Limited, that said both the Board and the management together felt that there was a real opportunity to diversify both for the risk mitigation processes as well as taking up the challenge to grow the organization manifold, as against a more typical, single digit growth numbers to get to 40% of those growth numbers, and the three significant areas that we have started investing and expanding them were, One of that was international business. Second, all the other alternative asset classes including that of wealth management and third, technology driven revenue, even as we can manage up to 10 terabytes of data and transaction volumes growing every single day, we believe there is an absolutely amazing opportunity to make this organization do it to be a data and tech.

It is also pertinent at this moment to explain to you in terms of how this organization is structured, corporate wise, given KFin Technologies Limited, the main holding company, there are a series of subsidiaries that are created fit for purpose, specifically with the vision to grow with the business that I have planned a little while back. KFin Services, largely designed for services component of the businesses that we're running on business which are slightly different, are getting into KFin Technologies Limited.

Our GIFT city expansion has its own subsidiary which we today manage near about 60% of all the funds that are domiciled in the GIFT city, even as our endeavor is to consolidate and domicile all of the international business that we do currently outside Hyderabad and Mumbai into the GIFT city over a period of time.

Our subsidiaries beyond borders, one in Bahrain and one in Malaysia act as a hub and spoke for our international expansion, with relation to the Middle East and Southeast Asia, respectively. Our recent acquisitions of Webile, as the Chairman Sir has alluded to, through our technology promises will appear to get to more into front and center of B2C, from the investor, from the distributor, from any other ecosystem which we service them as the end customer. Even as we continue to be dominant B2B player, our acquisition of Hexagram in 2021 has been significantly helping us expand our footprint and addressable market beyond the traditional RTA business. As we all know KFinTech largely is an RTA player, as a transfer agent who takes care of the investors, but as a fund accountant and as a fund administrator, it becomes our responsibility to take care of asset side of any corporate as well.

Together with these two services, with the overlay of digital and the technology services, we are able to overlay, we are able to offer services under the construct of XAAS, which stands for everything as a service. With the very simple idea, to be able to render any fund manager to be able to focus on the principal job they have, which is to generate alpha and return for their investor. If so, can KFinTech be that Company which can take care of everything else, leaving space for the fund manager to do a better job of investor wealth creation.

It is also pertinent this moment in time, I want to call out in terms of what fully drives our company beyond the goals of growth and numbers and so on and so forth, is our unwavering commitment towards governance, ethics, compliance and all of that to be having equal weightage. As far as we are concerned, as it is growth, we have fiduciary responsibility managing the work and the wealth of millions and millions of investors in India and across over this moment in time for us, the single most important item that we live by, on a day to day basis, management standpoint is our equal weightage, and maybe even more events as lower assets and to be known as the best partner for all of our clients, that includes all the intermediary ecosystems, whilst accomplishing the goal of to be the most innovative FinTech wise center has been our cornerstone system today.

The true translation of all of this English eventually will result in mathematics. And I will explain a little while from now, in terms of the financial performance of the organization.

The Board has already been introduced by our Chairman, sir, and all of them are present here. And as you could see, they bring a wealth of knowledge and, more importantly, their unwavering support and mentoring of everyone in this organization has been truly the guiding factor for the champion of the organization to return to a very high and profitable position.

So, the key focus areas the year that had gone by, you know, had been growth efficiency, sustainability and a paradigm shift on certain items, which we believed the organization has been poised to do, even as we believe that the ecosystem and the investors who are ready to be the recipients of some of such solutions. Many a times we come across a platform solutions technology which are probably ahead of time, but we are purposefully looking at solutions which are relevant for this year and next year and the year after that, even as we create the market for that.

I would not be able to read every item that is mentioned here. I've already spoken about XAAS, few items that I would love to speak about here is one creation of CEOs of the future. As you have seen, this organization has multiple businesses, issuer solutions for the share transfer agency, mutual funds management from a transfer agency standpoint, and fund administration, alternative asset classes, pensions, technological solutions and global solutions. Each of these have addressable market which can easily run into millions of dollars if we get the execution at right and for that to happen, we believe the single biggest ingredient is going to be people and creating the CEOs of such verticals at being at the forefront of our organization over the past two years, being led by the Board and from adequate focus from each of us in this group. We are able to build some of this and in time to come, you would see this organization churning out industry leaders, not just for KFinTech but for other industries at large.

The other item that I would like to call out is about the dual velocity. Dual velocity speaks about a situation where you imagine a moving bus, and you have to change the tires of the moving bus whilst it is in motion, which means that there is a sustenance component associated with that, even as we look at a scenario where we are creating for the future whilst the current is running.

Now, that basically comes from what we call as dual velocity, a velocity whereby our technology and people processes are currently being driven at a pace that is commensurate to the requirement of the industry, even as we are working at cutting edge technologies, very crucially used in today's world, whether it is Gen AI, machine learning, so on and so forth. But your organization truly had been implementing many of these, including IOT, Internet of Things. The testament of that if any of you have ever visited our branch at Fort in Mumbai would have seen the first of its kind, mutual fund ATMs, which does not exist anywhere else in India or anywhere else in the world, but your organization has created, and it has been in live and functioning

for over the past few months. So, these have been and in time to come, I will explain in terms of the outcome some of these have delivered.

For the year 2024-25, we have enhanced version of it, and in time to come we will share with all the industries.

The growth journey, I thought it was also just as pertinent to explain on a longer trajectory, and not just the year that had gone by, a five-year trajectory, which included a year 18 months of COVID still has meant that we have grown our revenue from operations over the five years about 14% even as our net profit back numbers are at about 45%. The quarter that has gone by many of you might have seen also has shown the continued trajectory of growth, both on top and bottom line.

We have also taken cognizance of many of the investor's request, as well as the fact that we have reached as an organization, including the cash corpus, by declaring dividend for the first time for this organization.

The year that had gone by, FY 24 clearly marks positive indicator across all aspects of our business trend, revenue from operations has grown over 16%, our EBITDA margin has expanded by nearly 238 basis points at expansion by 222 basis points. Cash and cash equivalents sit about 400 crores. This is despite retiring all the debt that this organization has had over the last year.

As of today, this organization remains safe. I would, over the next 10 minutes, briefly walk you through in terms of the business performance of individual lines of businesses as we all know, which used to be our single largest business back in the day, the share between mutual funds and issuer solutions used to be about 85% of revenue from mutual funds and about 15 from issuer solutions. We have carefully, purposefully orchestrated new lines of businesses which occupy about 25% of the new revenue by leaving mutual funds to be about 65% of the total share of the buy.

As you can see, the overall AAUM market share for the company has been growing steadily over the past four years from 26% over 32% that marks near 100 basis points of expansion of AAUM during this period, even as the overall mutual fund AAUM has nearly increased by 2.5 times. That means over an expanded AAUM Day by day, mutual fund industry, we have taken a higher market share, largely through our new client wins, as well as creating solutions, both for the distributors and for the end investors and our clients which help them to outpace the rest of the group faster.

As you would see the trends, of course, are the performance of not just the AMCs, but also has resulted in equitable revenue growth for the organization. It should be understood that AAUM increased need not necessarily transfer to equal amount of revenue growth for an organization like RTA, we have been significantly ahead of the industry in terms of the conversion of AAUM into the revenue for the KFinTech.

We have also created several industries for solutions which have helped the SIP numbers for KFinTech to grow faster than the industry. Even as our AAUM

is standing at about 30 to 33%, whereas the market share from SIP stands nearly about 40%. As we all know, SIP brings in sticky retail assets, which, over a period tend to grow the overall AAUM and equity AAUM as well. So symptomatically, today, the entire SIP booked stands at 40% sometime in the future, I would expect the overall market share also to move towards the benchmark, which is the SIP.

The net flows for the Company, in terms of the NFOs and reduction in the outflows for our AMC's continue to be in a very good state, as you can see, as against the overall industry growth of 33.6% year on year, for the AAUM, if index growth had been nearly 200 basis points ahead of the industries.

In the Mutual funds, beyond just the growth on the revenue, very happy to inform you about the going live of the market, mutual funds of Bajaj Finance and also for Old Bridge, both of them have had successful launch, and we are very happy to partake in the journey for growth.

The volume of the transactions has been expanding ever since retail participation in the mutual fund has been on the uptick. Our technological transformation meant that we could create a lot of straight through processing, significantly reducing reliance of manpower, whilst technology plays the biggest role in terms of processing over six to seven million transactions, 70 lakh transactions on a peak day on the cycle days. And we're able to do that without sticking a hand and we continue to believe that we will be able to do lot more straight through in the coming days and weeks. And then by improving the profitability of the Association.

Moving on to the issuer solutions, which occupies roughly 15% of the total share of the revenue, we have added significant number of clientele into the previous 12 months. As you could see, the share of market in terms of market capitalization, stands at 46% and of course this a factor of the market cap of all the companies that we support. Market Capitalization itself is a factor of their own performance. That said, our growth had been nothing short of spectacular in terms of early single I mean late single digit growth this business has seen in the three to four years proceeding has now started to deliver nearly 20% top line growth with a profitability which is at par with that of the mutual fund business, which has benefits.

We have also launched a series of solutions to significantly alleviate the constraints and the challenges many of the investor's face. Cognizant of the fact that what KFintech does is to take care of the physical shares more prominently, and as we all know, the physical shares continuity of challenges associated with dematerialization so that the shares is moving to IEPF, which is not necessarily within the control of the Register and Transfer Agent.

That said, we have created formidable solutions to be able reduce the cycle time, improve the claim processing, as well as create a lot of technological solutions for the investors to be able to trace whether these unclaimed shares, where exactly it is they are lying and how quickly we can go out.

We have also apart from winning several large mandates, we have also orchestrated transition of some of the clients from other Registrar and Transfer Agent into the KFintech family previous year.

The third business, which is something that we are very excited about, as we've been for the first two but where we see a significantly addressable market international and the rest of the world and everything associated with that. As you could see, we started with very humble beginnings about 5-6 years back, with a small acquisition back in the day, but in spite and despite of two years of COVID where the travel wasn't possible, that is a key requirement in international space. We have managed to increase the number of clientele about 57 and contracts to about a total of 70 contracts, because for some clients, we do both transfer agency and fund accounting.

Our footprint has expanded beyond Malaysia and Philippines into Hong Kong, Singapore, and Thailand this year, we believe, and we have clientele in Canada where we support some of the alternate investment funds.

Our growth for international in the previous year that we have seen is about roughly 35% year on year and the quarter that had gone by had also significant growth too.

I will take a moment to explain how we see the strategic focus on global fund administration.

Broadly, this is a \$13 billion industry which has about 10 fund administrators, largely US and Europe domiciled fund administrators who managed near about \$ 122 million dollars of the global wealth at this point in time.

We believe we have a good shot at making KFintech the first of Indian entity to be amongst the Global Fund administrators, that had been fully our goal over the last four years. Now this is a decade long journey. This is not something that I expect to happen overnight, but the steps we have taken have been giving us significant amount of confidence that we are in the right direction. The fact that in five years we could add 70 clients, 70 contracts and grow the business from zero to near about 10 to 15, 10 to 12 million dollars today, apart from being now regulated by each of the country's market regulators such as, The Securities Commission Malaysia, Monetary Authority of Singapore gives us truly the confidence that we can make this happen.

Our right to win had several folds, whether it is cost or so, whether it is the nimbleness and agility of our platform, whether it is a frugal engineering workforce that we have and all the near three-and-a-half-decade long domain expertise that we're able to bring to the table. Our strategy had been to focus on the countries that are listed on the map whether is America or Cayman Island, even Dublin, Middle East even we have double down our efforts into current locations where we are already to design it.

I will quickly move on to the other asset classes and the other fast-growing business beyond international alternatives, has been growing at a cater of 60% in India over the past four years spanning at about Rs. 12 trillion, that's four

lakh crores in AAUM and growing. We believe that capital growth can be within the range of around 40% for possible future and same is the case with the pensions as well, even though they've had a little bit of slowness in the previous year. But we believe that as India grows to the pension society, the recent opportunity for us to go in that side.

I would bring attention to the top left hand corner chat, which speaks about the number of Funds KFintech used to manage in 2020 started about 88 to near 500 we are managing today speaks volumes about also further from a market share of less than 8% today too we manage about 37% of the market in the country. We have aims and ambitions to be the largest alternatives provider in India and we believe that is the sector for our international destination as a global fund administration of business is largely dependent on the alternatives.

And we have not just fully integrated Hexagram, as we have acquired 2021, today we stand tall and proud to be the only administrator in the country who has an integrated TAFE and digital solution that we're able to offer to every new fund management in the country.

We have also launched one of its kind platform, I was just referring to the integrated TAFE platforms that is X-Alt and this has integrations into the entire industry and has been adding tremendous amount of value to our current clients, as well as many of the clients that we aim to onboarding the coming months and quarters.

This platform is multi-currency, multi-Geo, multi-asset and now multilingual as well, which makes it truly our right to win as we expand our operations beyond borders.

The next one I wanted to call out is the True to being a FinTech company beyond Registrar and Transfer Agent, what is the value we're able to add? What is the pivot we are making from the organization standpoint, to alleviate challenges for the existing ecosystem, to increase the speed and agility in terms of the go to market. Three, empower a significant number of new age asset managers and wealth managers to start their business with zero investments, which effectively translates to KFintech being the entire foundation on which any new wealth or an asset manager can start their business without having to spend a single rupee on a critical component of technical operations.

In addition to the X-Alt, Empower Wealth. I take this opportunity also to inform the esteemed shareholders that just the day before in one of the marquee wealth management event that happened in Mumbai called Rubis, we have launched one of its kind wealth management platform in India, and this is ready for the globe. So, we are looking at several countries beyond India, even as we believe that wealth would be the next big business line that will come out of this organization.

As the progress of individuals and in India generally moves from the net borrowers to savers, from savers to investors, and as investors money swells up from there, you will need wealth managers to manage that wealth. And hence, it had been our intent as well, to be in this line of business. And we have

just made our first significant specular direction, which is to launch this platform. In time to come, we would continue to expand this quickly, educate this to be amongst the best wealth platforms in the world.

Some of the other platforms have relevance to regulation and governance, built for the regulators. Some of these are meant for our clients, but all of these with the singular focus to help not just our end investors and our clients, but also the entire ecosystem being governed by the regulator.

mPower Wealth is just a quick snapshot in terms of what I was just talking about, and you would start seeing this to be powering several market in time to come.

I was just talking about compliance and governance and us in Bedrock and the foundation to be governance, ethics and culture.

We are managed and governed by series of regulators, both within and outside of this country, whether it is SEBI and PFRDA within our country or Monetary Authority of Singapore (MAS), The Securities Commission Malaysia (SEC), Security Exchange Commission of Philippines (SEC) and every countries that we move from here to be able to be not just a compliant, but also be the policy implementor in today's world.

In many ways, we are also partaking in the creation of the policy itself, you know, speaks volumes in terms of the movement of this organization to be to the regulators, you know, trusted partner in many different ways. We are fully certified and compliant with everything that needs be done both within India and outside of the country, technologically, for the amount of data that we process as a fiduciary role that we perform, the entire cybersecurity framework, which falls out both for technological finesse and significant investments, not just in place, but had been an industry leader for a fair amount of time.

We also have a dedicated functions which monitors the compliance, the frauds, the surveillances, and so on and so forth, with nearly 300 individuals whose job is to ensure that the investors' money is safely protected, and every single transaction is performed being fully compliant under the rule of the law.

Just in terms of our road ahead, which is pretty much to emulate what we have done in the past few years, we stay very close to the feedback that our clients give us, our investors, our distributors and our shareholders give us, and to repeat our good performance by improving upon the areas that we have enough to work on.

Extracting and retention of talent. It continues to be our single most important topic. We continue to believe that this is a knowledge industry, and in knowledge industry, one or two individual leaders can make a lot of difference. And hence our talent migration policy had been to create the CEOs of the future, as I have called out.

Strategic acquisitions, your organization has also been in the forefront of it, having championed the cause of growing through acquisition of not just within India, but also beyond the borders. Every single year we have done one

acquisition in the past five years. It continues to be a very effective modes of capital deployment, even as we expand our addressable markets.

Focus and selective international expansion, I have walked you through in terms of the geographies that we are focused on. The world is your oyster, but we can only look into the geographies that make sense, both in terms of immediacy, both in terms of our strength as well as the markets that genuinely need partners like KFintech to come and solve problems for that.

Continuing to maintain the market leadership to our different relationship XAAS which is to be able to deliver everything for the client which continues to relate to where a client be expand our share of wallet by performing several different areas of solutions for our client more specifically on the technology side of a significant amount of scale and strength to our organization.

Expanding the client base and the market share, as you have seen, movement of alternatives from 8-9% to 37%, whether it is corporate registry, whether it is mutual funds or international business, we have been able to expand all market share whilst being the market share coming at accelerated ability and accelerated margins as well.

Lastly, this is a Fintech organization at its core, and we have just begun, the journey and in time to come, our commitment had been to pivot significantly into making KFintech one of the market fintech organization in the world, not just within this country but beyond borders.

With that, I bring the presentation to closure and Chairman Sir, over to you.

M V Nair : Thank you Sreekanth for your comprehensive presentation. I now request Ms. Alpana to present the items on the agenda to the Shareholders.

Alpana Kundu : Thank you, Chairman Sir,

I will proceed with the statutory items as included in the notice of the AGM and other matters.

I will now brief you on all the resolutions included in the notice of the AGM. Once I finish the customary process of briefing on the resolutions, we will invite the members who have registered themselves as speakers to ask questions or seek clarifications or express their views, from the management.

Item No. 1 of the notice is an Ordinary Resolution which is to consider and adopt the standalone and consolidated audited financial statements of the Company for the financial year ended March 31, 2024, and the Reports of the Board of Directors and Auditors thereon. The auditor had issued an unmodified opinion on the financial statements. The Board has recommended these financial statements for adoption by the members.

Item No. 2 of the notice is an Ordinary Resolution which is to declare final dividend on the equity shares for the financial year ended March 31, 2024.

Item No. 3 of the notice is an Ordinary Resolution which is to re-appoint Mr. Shantanu Rastogi, who retires by rotation as a Nominee Director, and being eligible has offered himself for re-appointment.

Item No. 4 of the notice is an Ordinary Resolution which is to re-appoint Mr. Alok Chandra Misra, who retires by rotation as a Nominee Director, and being eligible has offered himself for re-appointment.

We will now invite members who have registered themselves as the speakers to ask question or seek clarification or express their views from the management.

They will be unmuted and will be allowed to ask questions when called upon by the moderator. We will respond to all the questions and queries in one go.

Considering the high registrations from the speakers, in the interest of the time, I request the members to keep their questions and comments in brief and not to repeat the questions which have already been asked by the fellow members.

I also request speakers not to take more than two minutes. This will ensure that other members get an opportunity to ask questions. May I now request the moderator to please invite the shareholders one by one, over to you, Moderator.

Moderator : Thank you. Thank you very much. We will now begin with the question-and-answer session. I once again request the speaker to keep their questions brief and limit to the performance of the company.

Now I invite speaker, Mr. Santos Kumar Saraf, we request you to kindly accept the prompt on your screen, kindly unmute your audio, switch on your video and proceed with your question.

Santosh Kumar Saraf :

1. How are we using Artificial Intelligence to increase productivity and profitability of the company?
2. What are the steps taken towards cybersecurity?
3. Do we conduct energy audit of the branches?
4. How many offices or premises are company owned. How are we utilising solar energy for these premises?

Bharat Raj :

1. Do we plan to conduct physical AGM?
2. Whether higher dividends are possible in the near future?

Reddeppa Gundluru :

1. What is the organization's plan for the next two to five years. What are the key focus areas?

Savitri Mandapati :

1. What should be the future growth expectations?

Naresh Babu Gollapudi :

1. Are we planning any M&A in the near future. And how is it going to benefit the company?
2. How do you see the trend in investment changing?

- Celestine E Mascarenhas** : 1. Are we listed on any domestic / international ESG platform?
2. Out of all the business segments, which gives us the highest revenues, best margins and where would the growth come from in future?
3. Who are our main competitors in the domestic & international market. And what is our market share?
4. Any value unlocking plan by demerging and listing any business segment?
- Aloysius P Mascarenhas** : 1. What is the revenue generated by the Company through IPOs?
2. Impact of recent budget on our business?
- Vinay Vishnu Bhide** : 1. What is the market size for international investor solutions. What is our go to market strategy to scale up this business?
2. The Company has eight subsidiaries – Can you list two to three subsidiaries that hold promise for the future?
3. What was our IT capex in FY24 and budgeted capex for FY25?
- Manoj Kumar Gupta** : 1. What is the future plan of the Company to reach new heights?
2. Any new geography we plan to enter in FY25?
- Manjit Singh** : 1. Number of employees pre & post listing?
- Sheetal Doba** : 1. What is your outlook on revenue growth and margin?
2. Why did the Company exit the account aggregator business?
- Suresh Chand Jain** : Expressed his views on the Company’s financial and business performance.
- Kamal Kishore Jhavar** : 1. Is the company planning for a stock split?
- Srikanth Jhavar** : Expressed his views on the Company’s financial and business performance.
- Krishna Priya M** : 1. What are the various employee benefit schemes. And what are the measures taken for women empowerment?
- Moderator** : Thank you, all the speakers, for your questions and participation.

Before we move ahead, we would like to play a short video on KFinTech products and clients’ testimonials for the benefit of our esteemed shareholders.

Now I would request Mr. Sreekanth to respond to the questions of the speakers.
- *Mr. Sreekanth Nadella responded to the questions raised by the shareholders during the AGM.*

The detailed responses to the questions have been separately uploaded on our website at <https://investor.kfintech.com/general-meetings-postal-ballot/>
- M V Nair** : Thank you. Thank you Sreekanth for covering all questions very comprehensively. As Sreekanth mentioned if there is any question, which

remains unanswered, I request the shareholder to please send an email to us at investorelations@kfintech.com, we will ensure that the same is appropriately responded to.

I'd like to thank all the shareholders for attending this AGM today and would like to conclude the proceedings of the AGM.

As mentioned earlier, the e-voting facility is still available to shareholders for the next 15 minutes. Members who have not yet voted can proceed to vote.

I authorise the Company Secretary to accept the Scrutinizer's Report on behalf of the Company. The e-voting results along with the Scrutinizer's report shall be disseminated to the Stock Exchange and also be placed on the website of the Company and NSDL, within prescribed timelines.

Thank you once again. Stay healthy stay safe, Thank you.
