

### Q3FY25

₹ 2,900.2 million <b>Revenue</b> +32.6% Y-o-Y +3.4% Q-o-Q	₹ 1305.5 million <b>EBITDA</b> Margin at 45.0%	₹ 901.8 million <b>PAT</b> Margin at 31.1%	₹ 5.21 <b>EPS</b> +34.2% Y-o-Y +0.8% Q-o-Q
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### 9MFY25

₹ 8080.5 million <b>Revenue</b> +32.6% Y-o-Y	₹ 3567.5 million <b>EBITDA</b> Margin at 44.1%	₹ 2475.7 million <b>PAT</b> Margin at 30.6%	₹ 14.34 <b>EPS</b> +43.4% Y-o-Y
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### Domestic Mutual Fund Investor Solutions

	Q3FY25	Q2FY25	Q3FY24	9MFY25	9MFY24
No of Operating Clients	24.0	24.0	23.0	24.0	23.0
AAUM Serviced (₹ billion) (last quarter of the period)	22,345.2	21,442.9	15,645.5	22,345.2	15,645.5
AAUM Market share (last quarter of the period)	32.6%	32.4%	31.8%	32.6%	31.8%
AAUM Serviced (₹ billion) (avg for the period)	22,345.2	21,442.9	15,645.5	20,953.5	14,654.7
AAUM Market share (avg for the period)	32.6%	32.4%	33.5%	32.4%	31.6%
Equity AAUM Serviced (₹ billion) (last quarter of the period)	13,255.2	12,834.3	8,846.5	13,255.2	8,846.5
Equity AAUM Market share (last quarter of the period)	33.4%	33.4%	33.5%	33.4%	33.5%
Equity AAUM Serviced (₹ billion) (avg for the period)	13,255.2	12,834.3	8,846.5	12,421.7	8,146.9
Equity AAUM Market share (avg for the period)	33.4%	33.4%	33.5%	33.4%	33.9%
Equity AAUM Mix (last quarter of the period)	59.3%	59.9%	56.5%	59.3%	56.5%
SIP inflows (billion) (for the period)	304.4	278.1	203.6	827.0	565.7
SIP book AAUM (₹ billion) (last quarter of the period)	4,327.7	4,299.2	2,928.1	4,327.7	2,928.1

## Domestic Mutual Fund Investor Solutions

	Q3FY25	Q2FY25	Q3FY24	9MFY25	9MFY24
SIP book AAUM market share (last quarter of the period)	32.1%	32.0%	31.5%	32.1%	31.5%
SIP live folios (million) (end of the period)	44.0	42.5	32.5	44.0	32.5
No of Transactions (million) (for the period)	134.5	125.2	88.7	369.1	244.8
Avg live folio count (million) (at the end of the period)	99.6	92.9	74.4	99.6	74.4

## Issuer Solutions

	Q3FY25	Q2FY25	Q3FY24	9MFY25	9MFY24
No of Clients	7,043.0	6,677.0	5,863.0	7,043.0	5,863.0
No of folios (million) (end of the period)	156.4	148.1	118.7	156.4	118.7
No of Transactions (million) (for the period)	0.7	0.8	0.8	2.2	2.5
No of IPOs Handled (Main board) (for the period)	14.0	5.0	6.0	24.0	20.0
Main Board IPOs – market share (basis no of clients)	46.7%	19.2%	26.1%	33.8%	36.4%
Main Board IPOs – market share (basis the issue size)	66.4%	34.4%	29.5%	51.1%	45.9%
NSE 500 companies – market share (basis the market capitalisation)	48.1%	48.2%	46.2%	48.1%	46.5%

## International and Other Investor Solutions: International Investor Solutions

	Q3FY25	Q2FY25	Q3FY24	9MFY25	9MFY24
No of clients	70.0	66.0	54.0	70.0	54.0
AAUM Serviced (₹ billion) (at the end of the period)	822.9	717.7	582.1	822.9	582.1
Transactions handled (million) (for the period)	1.0	1.2	0.8	3.2	2.6

## International and Other Investor Solutions: AIF and Wealth Management

	Q3FY25	Q2FY25	Q3FY24	9MFY25	9MFY24
No of funds being handled (cumulative)	535.0	526.0	455.0	535.0	455.0
Market share – based on no of funds (end of period)	36.7%	37.5%	36.4%	36.7%	36.4%
AAUM (₹ billion) (end of period)	1,406.6	1,309.5	910.1	1,406.6	910.1

## International and Other Investor Solutions: Pension Services

	Q3FY25	Q2FY25	Q3FY24	9MFY25	9MFY24
No of Subscribers	14,85,769	13,74,047	11,00,091	14,85,769	11,00,091
Market share - on subscribers' base (end of period)	9.4%	8.9%	7.8%	9.4%	7.8%
Number of Corporates clients (end of period)	2,939.0	2,695.0	2,244.0	2,939.0	2,244.0
AAUM (₹ billion) (end of period)	500.5	481.0	370.6	500.5	370.6
No of POPs associated	94.0	94.0	93.0	94.0	93.0

## Consolidated Income Statement (₹ million)

	Q3FY25	Q2FY25	Q3FY24	9MFY25	9MFY24
Domestic Mutual Fund Investor Solutions	2,053.5	1,963.3	1,490.7	5,734.6	4,179.5
Issuer Solutions	402.7	367.4	326.9	1,013.3	818.0
International & Other Investor Solutions	328.2	321.5	215.1	921.6	612.1
Global Business Services	49.9	79.7	80.6	222.1	266.5
<b>Net Sale of Services</b>	<b>2,834.3</b>	<b>2,732.0</b>	<b>2,113.3</b>	<b>7,891.6</b>	<b>5,876.2</b>
Other Operating Revenue	65.9	72.7	73.8	188.9	215.7
<b>Revenue from operations</b>	<b>2,900.2</b>	<b>2,804.7</b>	<b>2,187.2</b>	<b>8,080.5</b>	<b>6,091.9</b>
Employee benefits expense	1,040.1	1,017.5	830.9	3,016.0	2,346.4
Other expenses	554.6	521.9	377.3	1,497.1	1,125.7
<b>Operating expenses</b>	<b>1,594.7</b>	<b>1,539.4</b>	<b>1,208.2</b>	<b>4,513.1</b>	<b>3,472.0</b>
<b>EBITDA</b>	<b>1,305.5</b>	<b>1,265.4</b>	<b>979.0</b>	<b>3,567.5</b>	<b>2,619.9</b>
<i>Margin</i>	45.0%	45.1%	44.8%	44.1%	43.0%
<b>Profit before tax</b>	<b>1,220.9</b>	<b>1,194.7</b>	<b>897.6</b>	<b>3,333.7</b>	<b>2,343.2</b>
<i>Margin</i>	42.1%	42.6%	41.0%	41.3%	38.5%
Share of profit of associate	-	-	-3.2	-	-13.1
Tax expense	319.1	301.5	226.2	857.9	614.3
<b>Net Profit after tax</b>	<b>901.8</b>	<b>893.2</b>	<b>668.3</b>	<b>2,475.7</b>	<b>1,715.8</b>
<i>Margin</i>	31.1%	31.8%	30.6%	30.6%	28.2%
<b>Diluted EPS (in INR)</b>	<b>5.21</b>	<b>5.16</b>	<b>3.88</b>	<b>14.34</b>	<b>10.00</b>
<i>Value-added-services (as % of overall revenue)</i>	7.8%	7.9%	6.4%	7.2%	6.2%
<i>ESOP Expenses</i>	36.5	35.9	4.1	103.5	20.1
<i>Non-domestic mutual fund revenue (as % of overall revenue)</i>	29.2%	30.0%	31.8%	29.0%	31.4%

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