



KFin Technologies Limited

8th Annual General Meeting

FY24-25



Chairman's Speech

Transformational Growth & Global Expansion

Diversifying: Anchoring as the first large global fund administrator to emerge from India



Strong Operating Performance

Revenue up by 30.2% y-o-y

EBITDA up by 30.7% y-o-y

PAT up by 35.2% y-o-y

Market Leadership

India's largest investor and issuer solutions provider

Path-Breaking Developments

Empanelled to BlackRock Aladdin Provider Network

Acquisition of Ascent Fund Services

Global Diversification

Southeast Asia, Middle East, Canada, GIFT

City expansion

Business Mix Evolution

Non-MF business at ~30% of total revenue

Technology & Innovation Excellence

Differentiating: From Systems Stewardship to Platform-Driven Innovation



Technology

A Strategic multiplier and enabling sustainable advantage

Purpose-led innovation

Modular, scalable, cloud-ready infrastructure providing real-time AI based analytics, and automated compliance

Frugal Engineering

VAS offerings enabling client growth
Driving operational efficiencies and scale

Large Scale Infrastructure

High availability
Fully secured environment

Nurturing talent to deliver service excellence

Driving scale by investing into domain expertise and building a resilient operating model



Diversity, Equity & Inclusion

Diversity in hiring and equal employment opportunities

Talent Acquisition & Retention

Diversifying talent and broadening reach

Learning & Development

Investing into future leaders
Building technical and regulatory readiness

Engagement & Culture

Inclusive and empowering environment,
focus on employee wellbeing

Sustainable Growth & Governance Excellence

Building an Institution for the Future



Strong Governance

Enhanced risk management, internal controls

Sustainability Commitment

UN SDGs alignment, CSR in tribal education

Stakeholder Value

Service excellence, customer experience focus

Improved ESG Score

61 for FY24, rated by CRISIL. Improved from 57 for FY23 and 49 for FY22

Core Principles

Integrity, Governance, Operational Excellence, Long-term Thinking



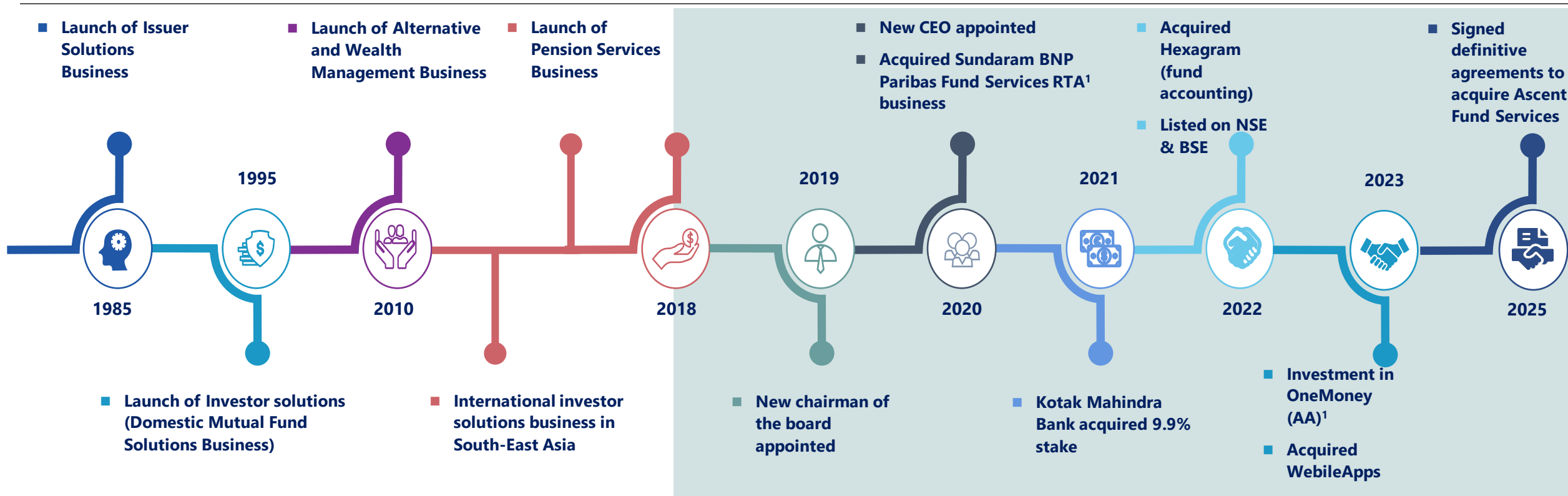
Thank You!



MD & CEO's Speech

Our Journey So Far -

Milestones that shaped us



Our Offerings

Investor Solutions

- ✓ Domestic Mutual Fund
- ✓ International solutions

- ✓ Alternatives and Wealth management
- ✓ Pension

Issuer Solutions

Note: Years represent calendar year ending 31st Dec; (1) Divested entire stake of 20.95% in July'24

Our Foundation for Tomorrow:

Vision that drives, values that guide



Vision

To be the trusted technology partner to all financial service providers. As we expand our business to newer geographies and asset classes, we aim to provide end-to-end technology services to all types of financial institutions.



Values

Transparency, integrity, and an ethical culture lie at the core of our values, defining KFinTech's dedication and commitment to its stakeholders. Our values are our North Star, guiding every decision and action.

Our governing principles as a responsible listed company

- ***Governance & Ethics, Compliance & People*** having equal weightage as ***Growth***
- Be and be known to be the ***best partner for all Clients***
- Be and be known as the ***most innovative fintech*** in its space
- ***Consistent*** market outperformer

Where We Stand:

Our Current Scale & Reach (as on June 30, 2025)



Scaled global platform with integrated FA and RTA capabilities - Strong track record of growth and leadership

Investor Solutions – Domestic Mutual Funds

Largest

Investor Solution provider to Indian MFs¹

28² out of 53²

AMCs in India; ₹**23.5 tn** AAUM³ serviced

Won 20⁴ out of 32⁵

Last new AMCs launched in India

33.0%

Equity MF AAUM m. share, up from 28.8% in FY20

38.6%

Monthly SIP inflows m. share

175 million

Total investor folios

Issuer Solutions

50.8%

Market share⁶

8,867

Corporate clients

163 million

Investor folios being managed

International & Other Investor Solutions

82

Clients⁷ including **13 new clients** yet to go live

1 of 3

Operational CRAs (NPS)
With **1.7 mn subscribers** and **3,820 corporate clients**

592 AIF funds⁸

(**37.0%** m. share)

35⁹

New products launched

2.7 mm

Average daily transactions

1,100+

IT engineers

ESG Score¹⁰ – 61

810

BitSight Security Score

Note: Metrics as of June 30, 2025, unless stated otherwise; mm represent million; tn represent trillion; (1) based on number of AMCs serviced; (2) 4 out of 28 are yet to start operations and 7 out of 53 are yet to start operations; (3) AAUM represents last quarter average; (4) includes 4 AMCs which are yet to start operations; (5) includes 7 AMCs which are yet to start operations; (6) based on market capitalization of NSE 500 companies; (7) 31 clients in Malaysia, 4 clients in Philippines, 1 client in Hong Kong, Singapore, Thailand, Middle East and Canada each and 29 clients in Gift city. Additionally, 5 clients in Malaysia, 2 clients in Singapore, 1 clients in Philippines and 5 clients in Gift city yet to go live; (8) Includes stamp duty and ISIN clients; market share based on total AIFs registered with SEBI; (9) in last 5 years ended June 30, 2025; (10) Assessed by CRISIL Ratings for the year ended March 31, 2024



Financial Highlights

Financial Performance – FY25

Strong growth momentum across business segments



Particulars	FY25	FY24	% Change (y-o-y)
Revenue from Operations	10,907.5	8,375.3	30.2% ↑
<i>Domestic mutual funds investor solutions</i>	7,799.9	5,865.0	
<i>Issuer solutions</i>	1,548.6	1,274.1	
<i>International and other investor solutions</i>	1,291.8	887.9	
<i>Global Business Services</i>	267.3	348.3	
EBITDA	4,790.0	3,665.9	30.7% ↑
EBITDA Margin (%)	43.9%	43.8%	14 bps ↑
PAT	3,326.3	2,460.5	35.2% ↑
PAT Margin (%)	30.5%	29.4%	112 bps ↑
Diluted EPS	19.27	14.34	34.3% ↑
Cash & Cash Equivalents*	6,595.7	4,011.6	64.4% ↑

All figures are in ₹ million except Diluted EPS

*As on end of period

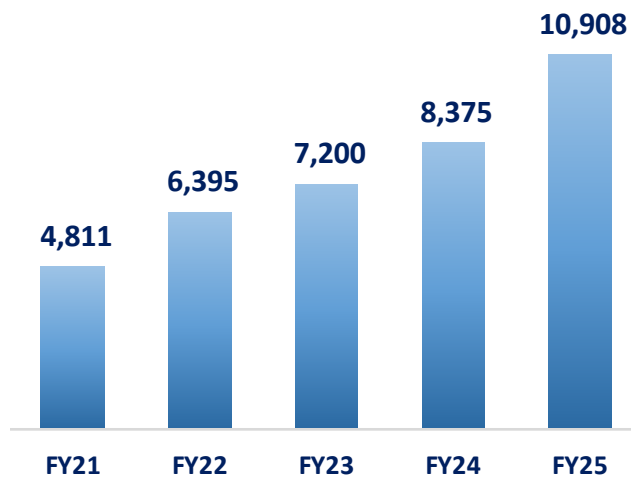
Delivering Consistent Results:

Sustained growth across all key parameters



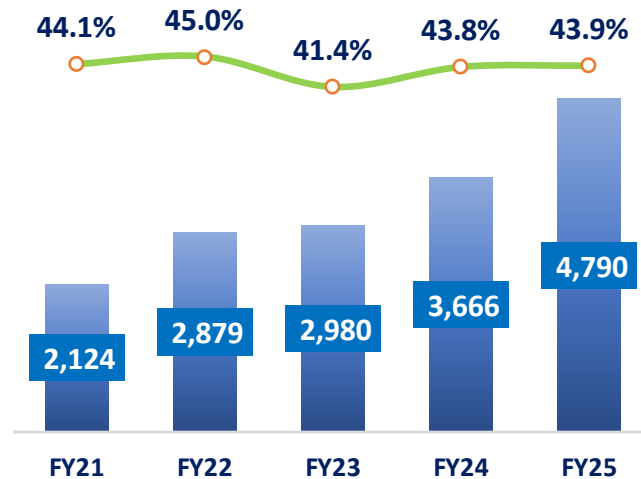
Revenue from Operations

5yr CAGR 19.4%



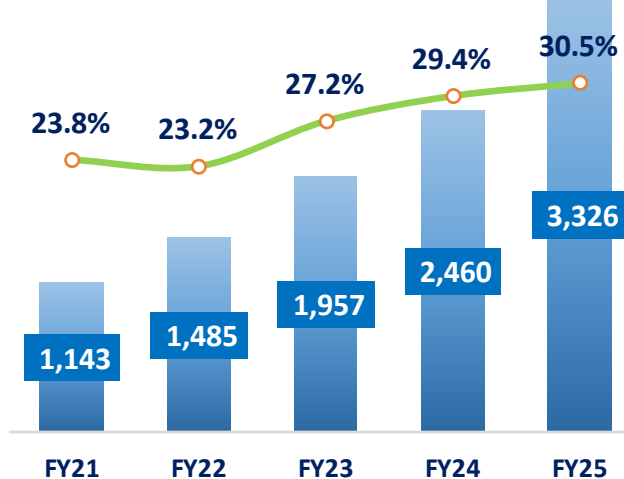
EBITDA & Margin

5yr CAGR 24.7%



PAT & Margin

5yr CAGR 36.0%



All figures are in ₹ million



Business Highlights & Key Developments

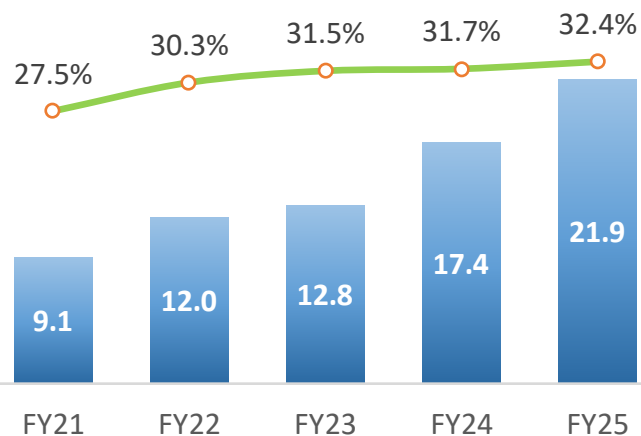
Domestic MF Investor solutions: Structural growth and gain in market share

Focus on mid-size, equity-oriented AMC's, providing significant sustainable advantage



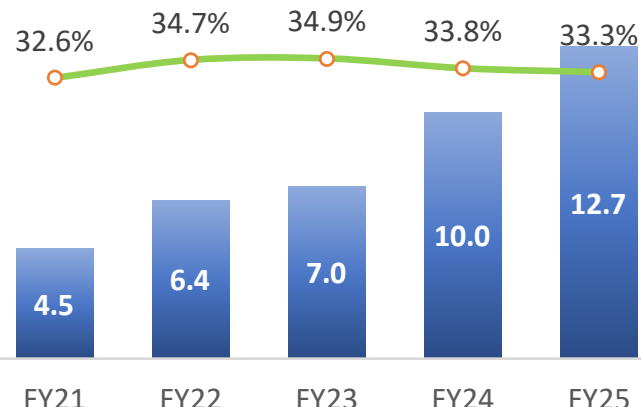
Overall AAUM¹ & Market Share²

(₹ trillion)



Equity AAUM¹ & Market Share²

(₹ trillion)



- Revenue from domestic mutual funds investor solutions stood at ₹ 7,799.9 million, up by 33.0% YoY
- Overall AAUM¹ continues to grow faster; KFinTech's AAUM growth at 25.9% y-o-y vs. 24.6% growth for industry
- KFinTech's Equity AAUM¹ grew by 26.4% y-o-y
- SIP Inflows for the year stood at ₹ 1,135 billion, up by 43.5% YoY, market share remained stable at 39.4%
- Won RTA mandate from a new AMC – Capitalmind Financial Services Private Limited
- Won three data lake contracts including a bank based AMC, where KFinTech is not the RTA
- Won contracts from six AMCs for development of digital assets
- Won a contract from an AMC for development of interactive SOA
- Won a contract from Association of Mutual Fund in India for development of digital assets

(1) Last quarter average; (2) For the period

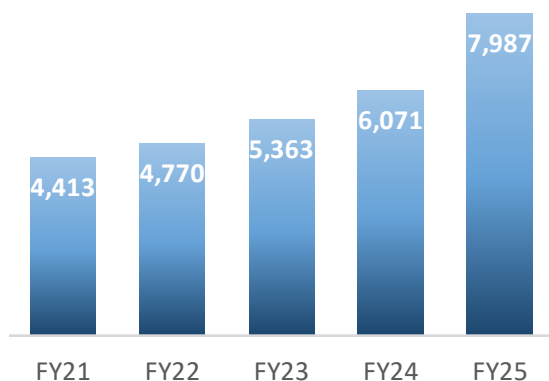
Issuer solutions: Sustaining and strengthening leadership position

Leading India's capital market infrastructure with unmatched scale and reliability



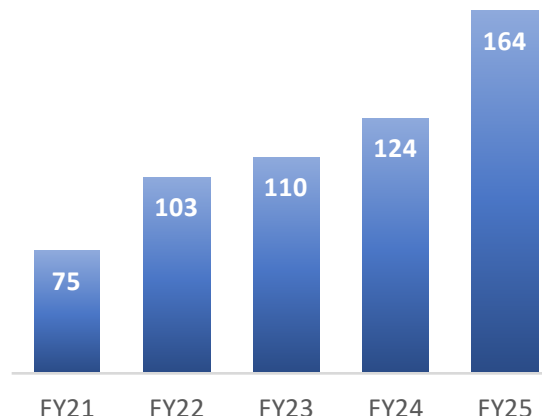
No of corporate clients¹

+31.6% y-o-y



No of investor folios¹
(in million)

+32.1% y-o-y



- Revenue from issuer solutions stood at ₹ 1,548.6 million, up by 21.5% YoY
- 1,916 clients acquired during FY25
- 39.9 million folios added during FY25
- Won several marquee large mandates, including ITC Hotels, Hyundai Motors, Bajaj Housing Finance, LG Electronics, etc.
- Transitioned State Bank of India and NHPC to our platform from the competition
- Main Board IPOs managed by KFinTech: 53.4% market share in terms of issue size and 34.6% market share in terms of number of IPOs in FY25

KFinTech's market share in NSE 500 companies

<u>By</u>	<u>March 31, 2023</u>	<u>March 31, 2024</u>	<u>March 31, 2025</u>
No of folios ²	42.1%	42.0%	42.0%
Market capitalization ²	47.3%	46.1%	49.6%

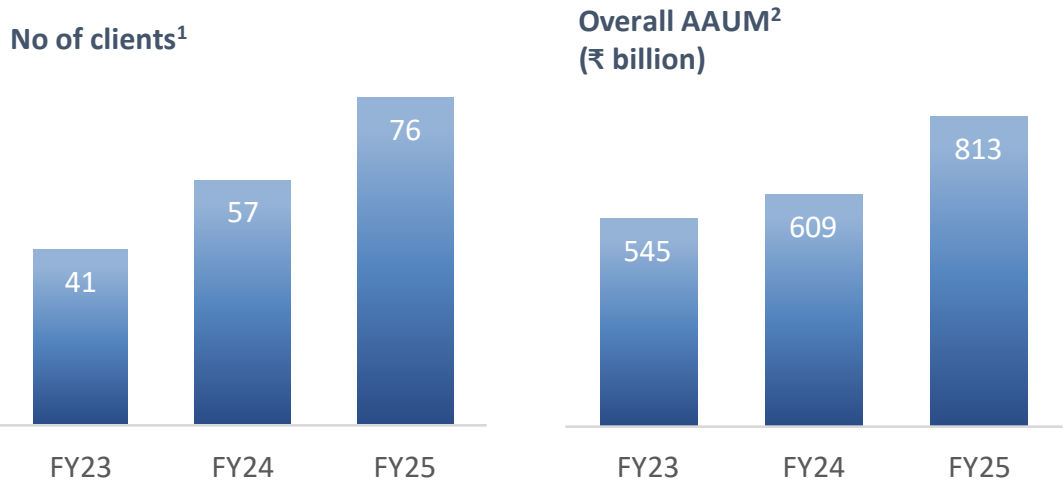
(1) End of period; (2) Based on the movement of clients in the NSE500 category

International investor solutions: Expanding global footprint

Transforming global asset management industry with innovative platforms and strong domain expertise



Growing global footprint



- Revenue from international investor solutions stood at ₹ 476.6 million, up by 31.6% YoY
- No. of clients grew by 33.3% YoY whereas the AAUM grew by 33.5%
- Won seven FA and TA solutions deals in Malaysia including one from a large non-bank-based AMC and one from a leading custodian
- Won three full-service TA deal from two AMCs and a Trust in Philippines
- Received RBI approval to set up a wholly owned subsidiary in Thailand
- Empaneled with exclusive BlackRock Aladdin Provider Network, 1 out of 9 large global fund administrators
- Signed a definitive agreement to acquire Ascent Fund Services (Singapore) Pte. Ltd. giving access to 18 geographies, 600 global funds, 300+ asset managers, US\$ 24+billion AUA

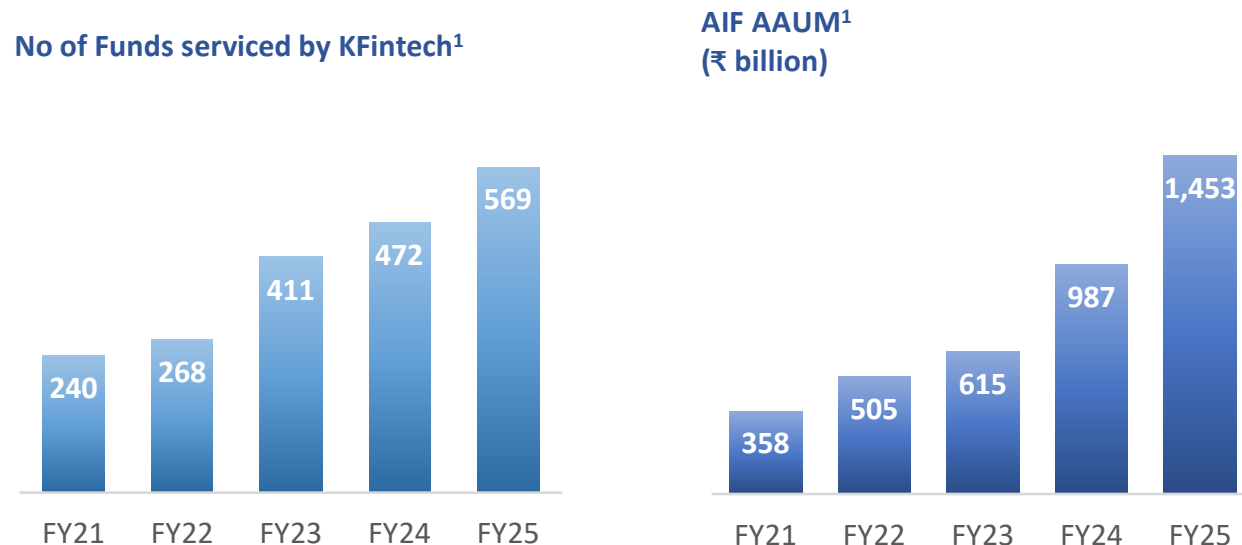
(1) Metric as on March 31, 2025; 31 clients in Malaysia, 2 clients in Philippines, 1 client in Hong Kong, Singapore, Thailand, Middle East and Canada each and 26 clients in Gift city. Additionally, 4 clients in Malaysia, 2 clients in Singapore, 3 clients in Philippines and 3 clients in Gift city yet to go live; (2) represents end of period AAUM and transactions of clients in the Southeast Asia excluding the fund administration platform sale deals

Other investor solutions: Younger & faster growing businesses

Capturing emerging opportunities in evolving investment landscape

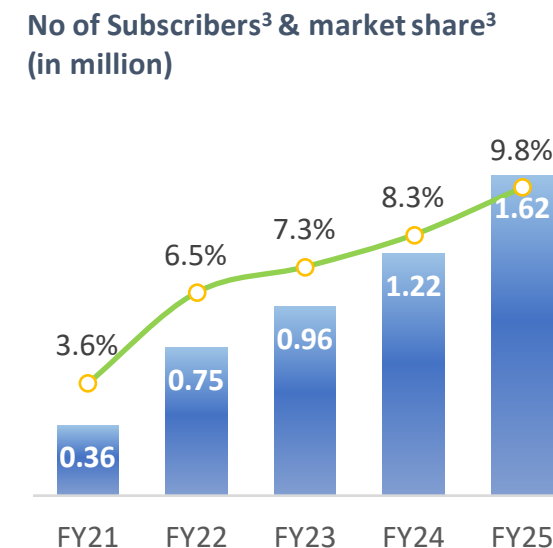


Alternates & Wealth



- Revenue from AIF, PMS, PWM solutions stood at ₹ 580.6 million, up by 47.3% YoY
- No. of funds grew by 20.6% YoY whereas AAUM² grew by 47.2% YoY
- Won 97 new alternate investment funds, market share² at 36.8%
- Launched “mPowerWealth”, a fully integrated multi-asset portfolio optimisation and risk management platform for global wealth managers; onboarded six clients
- Won a contract for wealth analytics datalake and development of digital assets from one of the largest wealth management firms in India
- 77 clients are using our proprietary digital onboarding platform for investor onboarding

National Pension Scheme

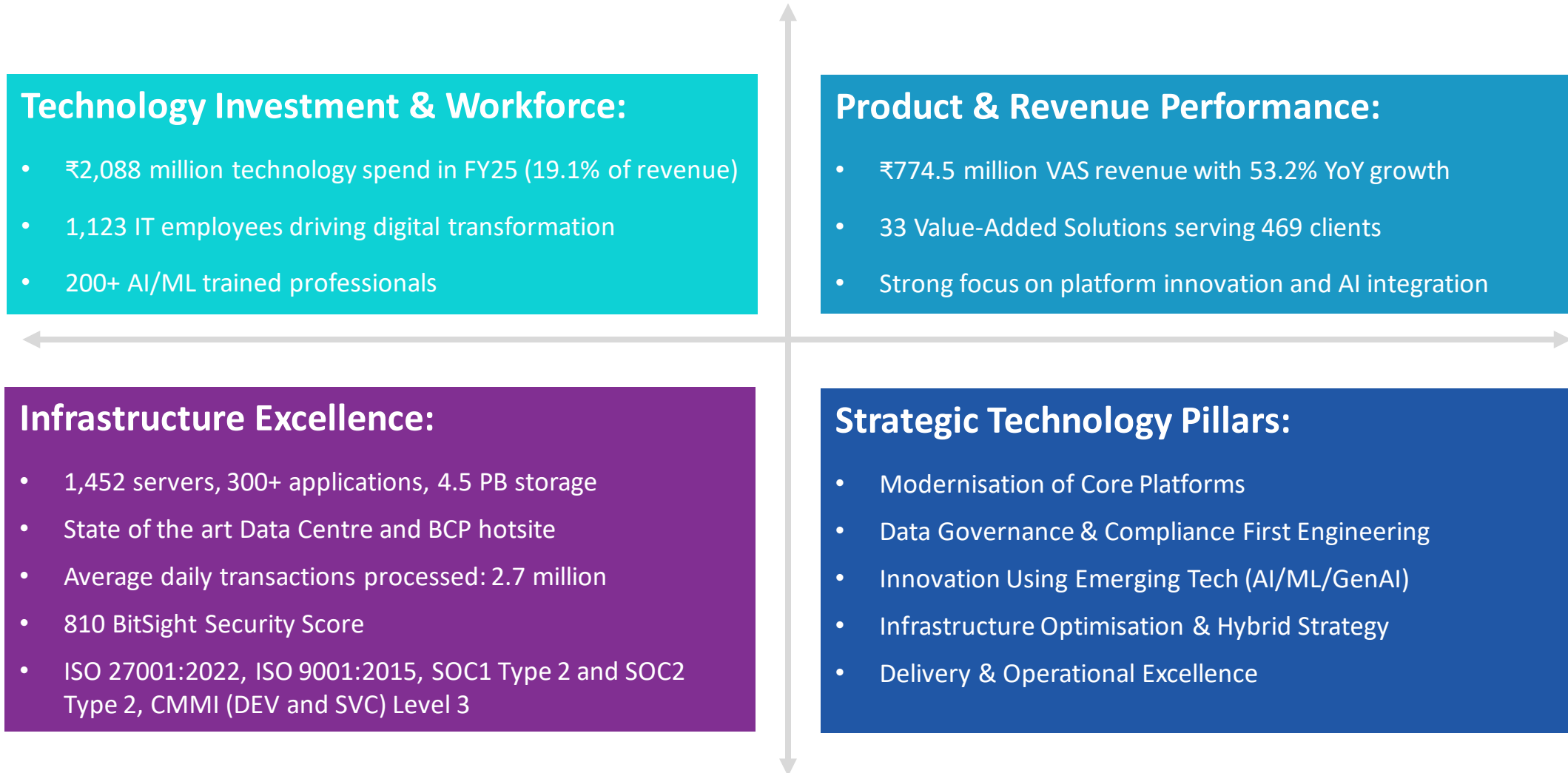


- Revenue from NPS solutions stood at ₹ 110.1 million, up by 34.4% YoY
- Kfintech’s subscriber base grew by 32.4% YoY vs 12.2% YoY growth for the industry
- Added 3,95,672 subscribers during FY25
- Added 1,010 corporate clients during FY25; Overall corporate clients’ base: 3,337

(1) End of period; Includes stamp duty and ISIN clients; (2) Based on total AIF registered with SEBI; (3) End of period, market share on overall subscribers’ base;

Technology & Digital Transformation: A key differentiator

Building a unified and future-ready ecosystem



Driving Significant Product Innovation

Industry-first innovative solutions driving client success and operational efficiency



Select Technology Platforms



***Integrated Fund
Administration Platform***



***Marquee Wealth Management Platform for
ass asset classes and wealth management
outfits***



***Data aggregation, processing,
analysing and customized
reporting platform***



***One-stop app for distributors /
financial advisors to deliver
client services***



***Automated Reporting
platform for all regulatory
and compliance needs***



***One stop solution for
surveillance, fraud detection,
quality control & audit reporting***



***Insider trading
management platform***



***Best in class fund
administration platform***



Platform for REiTs

The People Behind the Success:

Strong leadership team



Venkata Satya Naga Sreekanth Nadella
Managing Director and Chief Executive Officer

- 22+ years of experience
- Previously served as Managing Director at Accenture Services and Transformation manager at IBM Global Services



Sujay Puthran
Chief People Officer

- 25+ years of experience in human resources
- Previously worked at Atos, Syntel Inc, Eserve International (Citigroup), Aditya Birla TransWorks



Gopala Krishnan Giridhar
Chief Business Officer - Issuer Solutions

- 27+ years of experience in financial services
- Previously worked at GIC AMC



Quah Meng Kee
Regional Head – Southeast Asia

- 10+ years of experience in system integration, sales & business development, relationship management, business operations and liaising in Malaysia
- Previously worked at AIA Pension and Asset Management



Vivek Narayan Mathur
Chief Financial Officer

- 28+ years of experience
- Previously worked at Bharti BT Internet, American Express, Bajaj Capital, Cigna TTK Health Insurance



Praveen Shankaran
Chief Operating Officer – Domestic Mutual Fund Solutions

- 18+ years of experience
- Previously worked at IndusInd Bank and Shinhan Bank



Senthil Gunasekaran
Chief Business Development Officer

- 20+ years of experience in leading sales, business development, marketing, and CRM
- Previously worked at HDFC AMC, Religare Invesco AMC, Sundaram BNP Paribas AMC



Venkata Giri Vonkayala
Chief Technology Officer

- 33+ years of experience in software development, implementation and railway finance and accounts
- Previously worked at Michelin India, GE India Industrial, LinkedIn Technology Information

Guided by:

Experienced and independent board of directors



Vishwanathan Mavila Nair

(Chairman and Non-Executive Director)

- Ex-CMD of Union Bank of India & Ex-Chairman IBA; Director of TransUnion CIBIL
- Ex-non-executive chairman of SWIFT India Domestic Services
- 48 years of experience in financial services and advising fintech start ups



Shankar Iyer

(Independent Director)

- Founder of Viteos, Ex-CEO of Intertrust, Ex-Chief Strategy Officer of CSC
- 40+ years experience in global capital markets and asset management operations industry



Chetan Savla

(Non-Executive Nominee Director)

- President – Sustainability and Strategic Projects at Kotak Mahindra Bank Limited.
- Over 33 years of experience in investment banking covering equity capital markets and M&A advisory



Chengalath Jayaram

(Independent Director)

Chair: SRC¹ NRC³

- 39 years of experience in private banking, alternative investments, including private equity funds and real estate funds
- Ex-joint MD at Kotak Mahindra Bank
- Prior to joining the Kotak Group, he was with Overseas Sanmar Financial Limited



Srinivas Peddada

(Non-Executive Nominee Director)

Chair: ITSC⁵

- Over 15 years of experience in information and technology
- Principal at General Atlantic
- ex-Chief Technology Officer at Dun & Bradstreet and ex-CIO at Dun & Bradstreet South Asia Middle east Ltd., Ex-Chief information officer with Bharat Financial Inclusion



Kaushik Mazumdar

(Independent Director)

Chair: Audit Committee

- Ex-general manager (operation and technology group head) at Samba Financial Group
- 30 years of experience in banking, finance, operations and technology, mergers and acquisitions, investment advisory and transformation projects



Alok Chandra Misra

(Non-Executive, Nominee Director)

Chair : RMC²

- Over 30 years of experience in India and Asia Pacific
- Chief Operating Officer and Operating Partner at General Atlantic
- Ex-Group CFO at WNS Group, Ex-Group CFO at Mphasis BFL Group. Fellow member of the Institute of Chartered Accountants of India



Radha Rajappa

(Independent Director)

Chair: CSR⁴ Committee

- 30 years of experience in digital transformation and IT products & services
- Served in various leadership roles at Microsoft India, Mindtree and IBM



Shantanu Rastogi

(Non-Executive Nominee Director)

Chair: BD&SC⁶

- Managing Director in General Atlantic Pvt. Ltd.
- Over 17 years of experience in financial services, technology, healthcare and consumer sectors in India and Asia-Pacific region

(1) Stakeholders' Relationship Committee; (2) Risk Management Committee; (3) Nomination & Remuneration Committee; (4) Corporate Social Responsibility; (5) IT Strategy Committee; (6) Business Development & Strategy Committee

Nurturing High Performance Culture and Inclusive Growth

Unflinching commitment of our people delivering growth and profitability with scale and excellence



Diversity in hiring

Total Employees: 6,371

Women in workforce: 1,865 (28% of total)

Women in leadership role: 36, On board: 1, in KMP: 1

Inclusivity and Ownership

ESOP Pool: 2.87%

Long term incentive plans

Leadership Development Programme: 65

Learning & Development

Total training: 61,069.4 man hours

Average training hours per employee: 8.93 hrs

No. of programmes: 1,001

Awards & Recognition

Number of high potential employees identified: 25

Rubaroo awards: 17

SPOT awards: 267; RISE awards: 709

Sustainability & CSR Impact

Leading environmental stewardship and social responsibility



Environmental Sustainability

17.89

Total Waste
(Metric Tonnes)

59.4%

Waste reduction vs
previous year

100%

Waste Recycled

1,000+

Trees Planted
Across 4 locations

- **Electric Mobility:** EV fleet partnerships & charging infrastructure
- **Public Transport:** First office within metro station
- **Renewable Energy:** Solar farm project in Sangareddy
- **Water Conservation:** Expanded rainwater harvesting
- **Biodiversity:** Ethnobotanical garden in Odisha

Social Impact & CSR Programs

7,714

CSR Beneficiaries

38

Student Scholarships

3

States covered

1,865

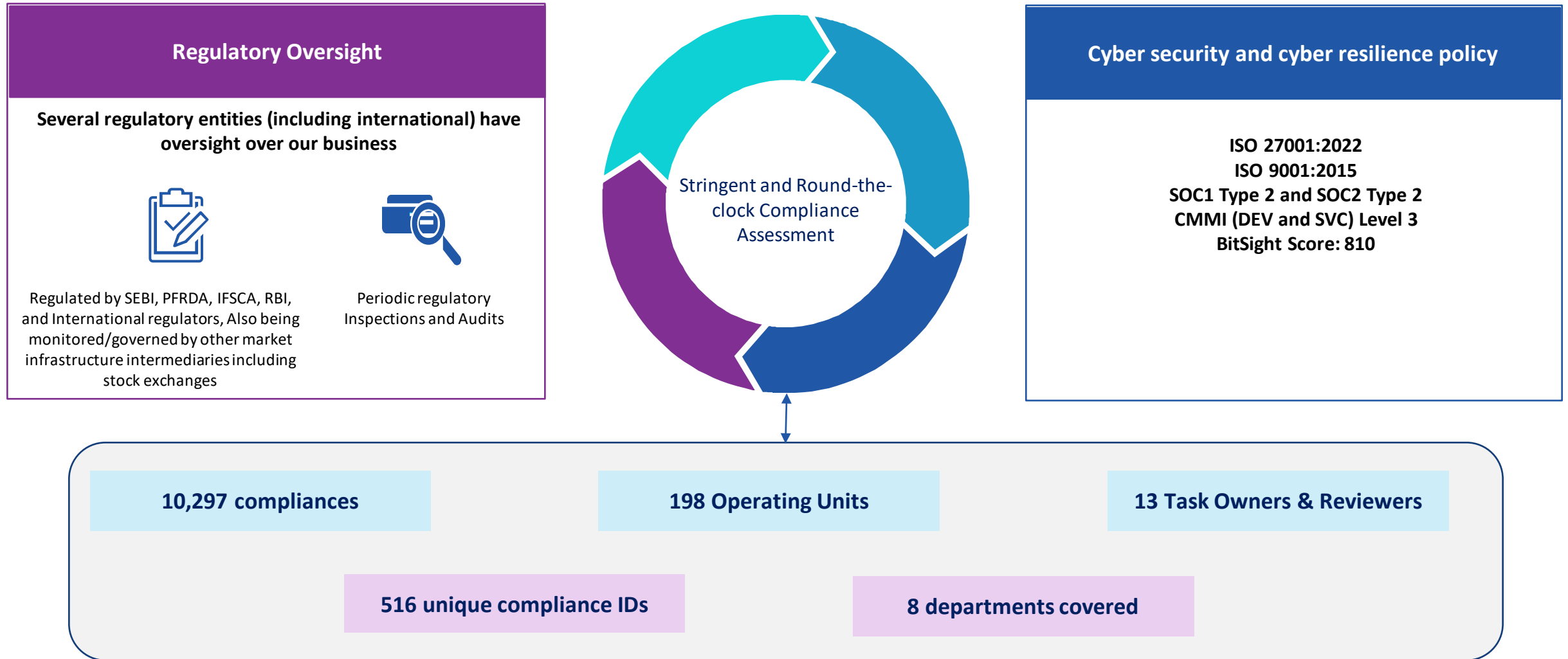
Female Employees
(28% of total)

- **Education Excellence:** Scholarships for students across Telangana. Laboratory infrastructure at KISS, Odisha
- **Healthcare & Sanitation:** Integrated community development program across 3 states
- **Wildlife Conservation:** Partnership with Nature Conservancy for Satpura Tiger Reserve
- **Livelihood Generation:** Agricultural productivity enhancement through modern techniques

Total CSR Spend: ₹52.11 million; ESG Score by Crisil improved from 49 (FY22) → 57 (FY23) → 61 (FY24)

Strong Culture of Governance and Maximum Compliance

Strengthening compliance culture through expanded systems, refined processes, and enhanced technology solutions



Awards & Accolades:

A year of remarkable growth, strategic expansion, and industry recognition



Leadership and Cybersecurity Excellence

- Cyber Excellence Award – CISO Award Awarded for outstanding leadership and cybersecurity strategy, presented at an industry forum in 2025
- CIO100 Game Changer Award Presented by Foundry at the CIO100 Symposium in 2025 for leading transformative IT infrastructure initiatives that delivered long-term impact

Product and Technology Innovation

- Best DevOps Cloud Product Awarded for QUEST at the DevOps Conclave and Awards by UBS Forums Pvt. Ltd. for its scalable, cloud-native DevOps capabilities in 2024.
- Best Gen AI Use Case of the Year 2024 Awarded by UBS Forums Pvt. Ltd. at the Gen AI Conclave & Awards for the application of generative AI in FINSTAX to enhance digital customer experiences

Strategic Communications and Branding

- Platinum Award – Global Communications Competition 2024–25 Awarded by the League of American Communications Professionals (LACP) in 2025 for excellence in Investor Presentation under the Print/Speech Communication category

Operational Excellence in Procurement

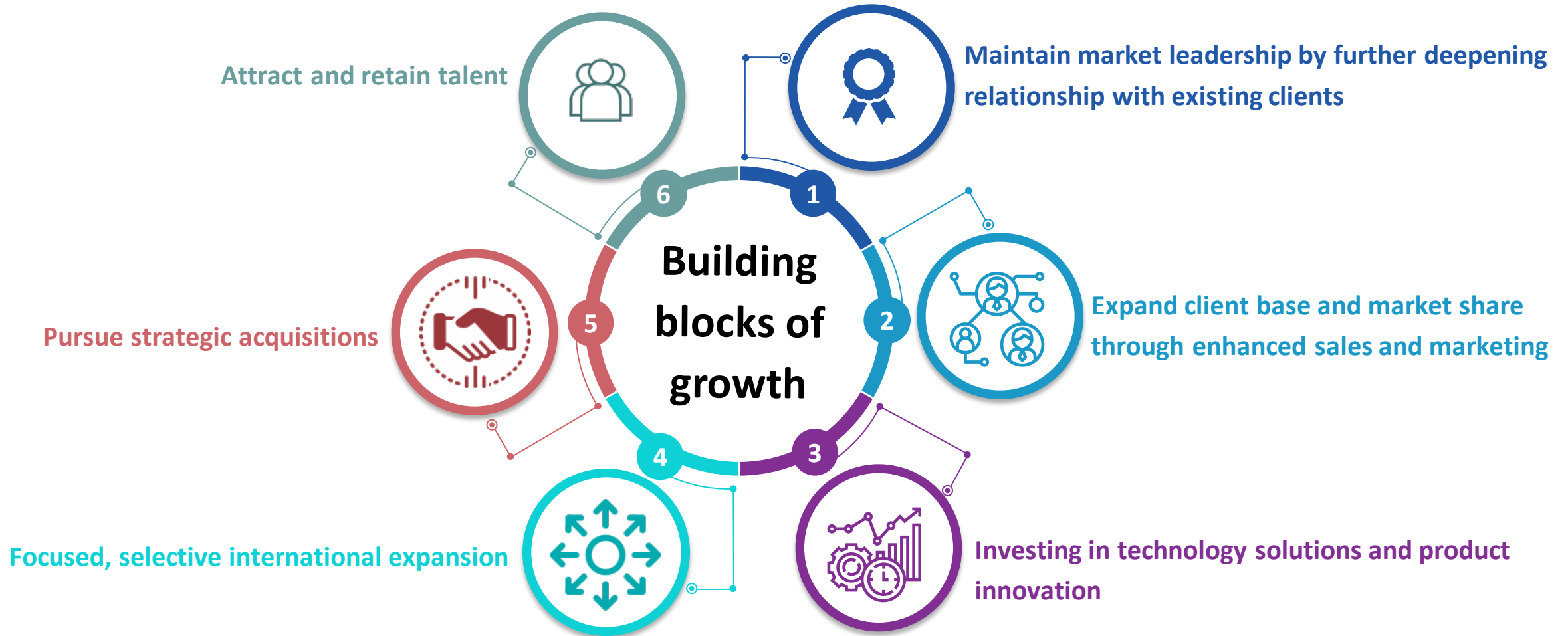
- Best Use of Technology Award – NXTGEN Procurement Awards Awarded in 2024 at the 4th NXTGEN Procurement Awards, Hyderabad for implementing an AI-powered smartContract CLM system

Corporate Social Responsibility

- Bronze Stevie Award – Asia-Pacific Stevie Awards Awarded in 2024 at the 4th NXTGEN Procurement Awards, Hyderabad for implementing an AI-powered smartContract CLM system; received by Mr. Santosh on behalf of the company.

The Road Ahead: Vision for the Future

Strategies that transform our growth and profitability





Thank You!