

ANAND RATHI

Private Wealth. uncomplicated

Ref No: 80/2023-24

Dated: January 12, 2024

The Manager,
Listing Department,
The National Stock Exchange of India Ltd.,
Exchange Plaza, 5th Floor, Plot C/1, G Block,
Bandra - Kurla Complex, Bandra (E),
Mumbai - 400 051. Tel No.: 2659 8235
Fax No.: 26598237/ 26598238
Trading Symbol: ANANDRATHI

The Manager,
Listing Department,
BSE Limited,
Phiroze Jeejeebhoy Tower,
Dalal Street, Mumbai - 400 001.
Tel no.: 22721233
Fax No.: 22723719/ 22723121/ 22722037
Scrip Code: 543415

Subject: Press Release

Dear Sir/Madam,

In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Press Release dated 12th January, 2024.

We request you to kindly take the above on record.

Thanking You,

Yours faithfully,

For **Anand Rathi Wealth Limited**







Nitesh Tanwar
Company Secretary & Compliance Officer
M. NO. FCS-10181
Enclosed: As above

9M FY24 Revenue grows by 35% Y-o-Y and PAT grows 34% Y-o-Y

Mumbai, 12th January 2024 - Anand Rathi Wealth Limited reported a consolidated net profit of ₹58 crores for Oct - Dec 2023 (Q3FY24), an increase of 34% compared to Oct - Dec 2022 (Q3FY23) and total revenue of ₹187 crores representing an increase of 34% compared to Oct - Dec 2022 (Q3FY23).

The Company reported a consolidated net profit of ₹169 crores for April - Dec 2023 (9MFY24), an increase of 34% compared to April - Dec 2022 (9MFY23) and total revenue during same period grew 35% to ₹555 crores

Consolidated Financial Highlights - 9MFY24 (April - December 2023)

AUM ₹55,057 crores  43% Y-o-Y	Revenue ₹555 crores  35% Y-o-Y	Profit Before Tax ₹227 crores  34% Y-o-Y	Profit After Tax ₹169 crores  34% Y-o-Y
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Particulars (₹ Crs.)	Q3 FY24	Q3 FY23	Y-o-Y	9M FY24	9M FY23	Y-o-Y
Total Revenue	187.3	140.2	+34%	554.8	411.8	+35%
Profit Before Tax	78.0	58.4	+34%	226.6	168.8	+34%
Profit After Tax	58.0	43.2	+34%	169.0	125.9	+34%
EPS (₹)	13.9	10.4	+34%	40.5	30.2	+34%
AUM	55,057	38,517	+43%	55,057	38,517	+43%

- ROE (Annualized) - 42% for 9MFY24
- Net-flows grew by 41% YoY to ₹5,411 crores
- Equity Mutual Fund net flows increased by 85% YoY to Rs. 3,854 crores
- Share of Equity Mutual Funds in AUM increased to 52%, compared to 48% last year

Important Highlights 9M FY24 (Y-o-Y)

Private Wealth (PW) (Holding Company)

- Total Revenue increased by 34% to ₹531 crores
- PAT grew by 33% to ₹166 crores
- AUM increased by 43% to ₹53,566 crores
- No of Active client families increased by 18% to 9,641

Digital Wealth (DW) (Subsidiary Company)

- Total Revenue increased by 79% to ₹18 crores
- AUM increased by 47% to ₹1,491 crores

Omni Financial Advisors (“OFA”) (Subsidiary Company)

- Total Revenue increased by 15% to ₹5 crores
- Leading technology platform provider to MFDs with 5,932 subscribers as of 31st December 2023 (PY 5,669 MFDs)

Commenting on the Results, Mr. Rakesh Rawal, Chief Executive Officer said:

“Indian economy proved to be a beacon of hope in an otherwise turbulent global economy. The markets remained resilient despite elevated geopolitical escalations. The projected GDP growth of 7.3% for FY24 as per the first advance estimates appears to be achievable. With Indian markets have created substantial wealth post-pandemic the wealth management industry is witnessing a healthy growth. The momentum of this wealth creation is also evident in our performance where our client base increased to 9,641 families and our AUM increased to ₹55,057 crores as of Dec-2023.

In 9MFY24, our revenue grew by 35% YoY to ₹555 crores, while our PAT increased by 34% YoY to ₹169 crores. We have added 45 new Relationship Managers on a net basis over the past twelve months. A reflection of our entrepreneurial work culture is in the zero regret RM attrition for Q2 and Q3FY24.

With a broad network of Relationship Managers of 322 spanning all major Indian cities, we are committed to providing our clients with well-researched data backed and uncomplicated wealth solutions to fulfil their financial goals”

Commenting on the same, Mr. Feroze Azeez, Deputy Chief Executive Officer said:

“During the Q3FY24 total net inflows grew by 124% YoY to ₹ 2,907 crores and during 9MFY24 net inflows in equity oriented mutual funds increased by 85% YoY to ₹ 3,854 crores. During the last quarter we have added highest numbers of HNI families. This growth highlights our client families' trust in us and our deep understanding of our clients' requirements, backed by meticulous research to gain insight into the risks associated with achieving their financial goals.

Alongside this, our superior client retention capabilities have helped us manage our client attrition rate below 1.0% in terms of AUM lost for 9MFY23.

We believe, there are immense possibilities in the Wealth Management space that motivates us to stay committed to our vision of providing quality solutions that fulfil our clients' financial aspirations.”

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Press Release

About Anand Rathi Wealth Limited

Anand Rathi Wealth Limited is amongst India's leading non-bank wealth solutions firms, catering to high and ultra-high net worth individuals. The Company has evolved into providing well defined uncomplicated wealth solution to our clients. Our performance during last few years has helped our clients achieve their wealth objectives. In addition to Private Wealth Vertical (PW), Company has two new age technology led business verticals i.e., Digital Wealth (DW) and Omni Financial Advisors (OFA). DW business is a fin-tech extension of the Company's proposition for the mass affluent segment with wealth solution delivered through a combination of human interface empowered with technology. OFA business is a strategic extension for capturing wealth management landscape to service retail clients through mutual fund distributors by using a technology platform.

For more information, please contact

Company:
Anand Rathi Wealth Limited

Investor Relations (IR) Advisors:
Strategic Growth Advisors Pvt. Ltd.

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SGA Strategic Growth Advisors

CIN: L67120MH1995PLC086696

CIN: U74140MH2010PTC204285

Mr. Vishal Sanghavi - Head IR
vishalsanghavi@rathi.com
+91 98920 52454

Mr. Deven Dhruva
deven.dhruva@sgapl.net
+91 98333 73300

Ms. Liena Thakur - Head PR
lienathakur@rathi.com
+91 99303 19588

Mr. Abhishek Shah
abhishek.shah@sgapl.net
+91 99306 51660

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