




Q1 FY24 PAT and Revenues grows by 34% Y-o-Y

Mumbai, 12th July 2023 - Anand Rathi Wealth Limited reported a consolidated net profit of ₹53 crores for April - June 2023 (Q1FY24), an increase of 34% compared to April - June 2022 (Q1FY23) and total revenue of ₹178 crores representing an increase of 34% compared to April - June 2022 (Q1FY23).

Consolidated Financial Highlights - Q1 FY24 (April - June 2023)

Total Revenue ₹178 crores  34% Y-o-Y	Profit After Tax ₹53 crores  34% Y-o-Y	AUM ₹43,413 crores  32% Y-o-Y
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Particulars (₹ Crs.)	Q1 FY24	Q1 FY23	Y-o-Y	Q4 FY23	Q-o-Q
Total Revenue	178	134	+33.6%	147	+21.3%
Profit Before Tax	71	53	+34.0%	60	+19.1%
Profit After Tax	53	40	+34.0%	43	+24.6%
EPS (₹)	12.8	9.5	+33.8%	10.3	+24.6%
AUM	43,413	32,961	+31.7%	38,993	+11.3%

- ROE (annualized) - 43.2%

Important Highlights Q1 FY24 (Y-o-Y)

Private Wealth (PW) (Holding Company)

- Total Revenue increased by 32% to ₹171 crores
- PAT grew by 33% to ₹52 crores
- AUM increased by 31% to ₹42,246 crores
- Equity Mutual AUM increased by 36% to ₹19,982 crores
- Share of Equity Mutual Funds in AUM increased to 47% (PY 46%)
- No of Active client families increased by 1,270 to 8,747

Digital Wealth (DW) (Subsidiary Company)

- AUM increased by 43% to ₹1,167 Crores (PY ₹819 Crores)
- Number of clients grew by 7% to 4,305 (PY 4,021)

Omni Financial Advisors ("OFA") (Subsidiary Company)

- One of the leading technology platform provider, associated with 5,688 MFDs (PY 5,368)
- Assets under Administration (AuA) of MFDs on this platform is ₹106,804 crores as on 30th June 2023 (PY ₹79,511 crores)

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

“During Q1 FY24, our total revenue stood at Rs. 178 crores, a growth of 34% compared to Rs. 134 crores in Q1 FY23. This growth is also reflected in our PAT, which stood at Rs. 53 crores, representing a growth of 34% compared to the PAT of Rs. 40 crores during the same period last year. PAT Margins stood at 30%

Our strong performance was further fueled by the robust growth in our Asset Under Management (AUM), which witnessed 32% YoY increase, reaching to Rs. 43,413 crores. This growth was driven by cumulative efforts of team and favorable market conditions.

Additionally, we continued to expand our client base, adding 395 client families during Q1 FY24. In terms of Relationship Managers, we successfully added 15 new RMs on a net basis this quarter.

We firmly believe that the Wealth Management sector holds immense potential, and this motivates us to remain committed to our vision of providing high-quality solutions that fulfil our clients' objectives.”

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

“The emergence of India as a strong player in the global economy has been a significant driver behind the growth of the Indian equity markets. We have 8,700+ satisfied client families out of which 62% are with us for more than 3 years and account for 80% of our AUM. At Anand Rathi Wealth, our core belief has always been centered around offering uncomplicated, standardized and well researched wealth solutions to our clients. This philosophy has not only enabled us to consistently achieve desired returns but also enhance our client retention capabilities. Our client attrition rate is less than 1% in terms of AUM lost for Q1 FY24 which speaks of value which we add for our clients.

As Indian economy continues to expand and progress, coupled with a growing number of millionaires and billionaires in the country, we believe, there will be an immense opportunity for professional wealth managers.”

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Private Wealth. uncomplicated

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

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Anand Rathi Wealth Limited

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

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SGA Strategic Growth Advisors

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