

## **Investor Presentation**

Quarter & Half Year Ended 30<sup>th</sup> September 2022

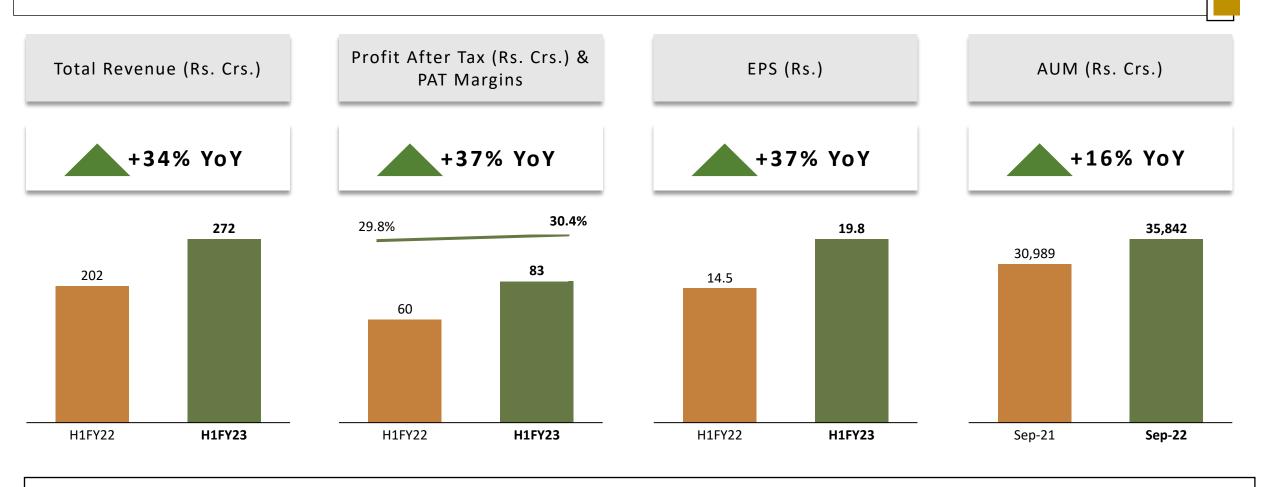
### **SAFE HARBOR**

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## STRONG H1 FY22 FINANCIAL PERFORMANCE (Consolidated)



The Board of Directors have declared an Interim Dividend of **Rs. 5** per Equity Share of Face Value of Rs. 5 each of the Company (100% of FV)

## Private Wealth Business

## ONE OF THE LEADING PRIVATE WEALTH SOLUTIONS FIRM IN INDIA

#### Who we are...

One of the leading non-bank wealth solutions firms in India & have been ranked amongst the top three non-bank mutual fund distributors in India by gross commission



Started in 2002, we have evolved into providing, well researched solutions to our Clients by facilitating investments in financial instruments through an objective driven process

#### What do we do...



- Providing Comprehensive Wealth Solutions
- Client-specific financial strategy with the focus on long term returns, through MFs and Other securities
- Safety net & estate planning using trusts & wills
- Process-driven framework for consistent delivery of service

#### CAGR Growth\* : AUM - 21% ; Client - 22%

\* CAGR from March 2018 to September 2022

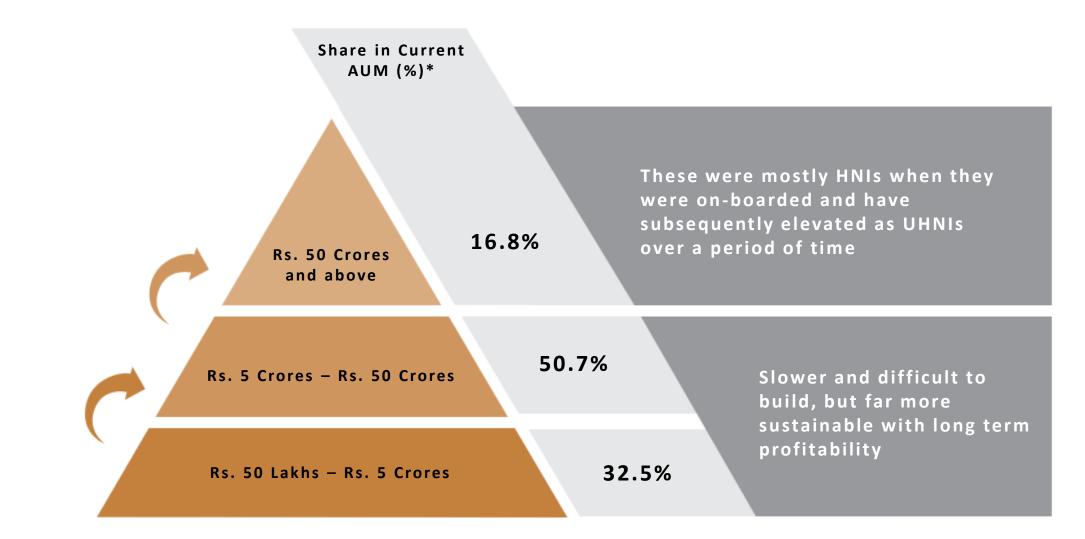
Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy



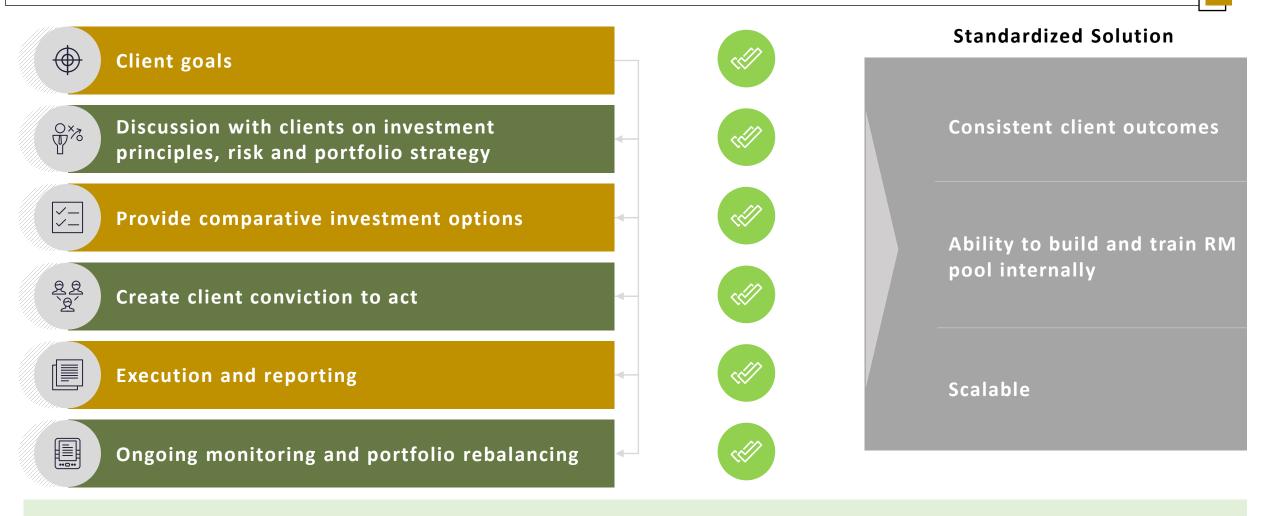
ANANDRATHI

Private Wealth. uncomplicated

## FOCUSED ON MORE REWARDING HNI SEGMENT

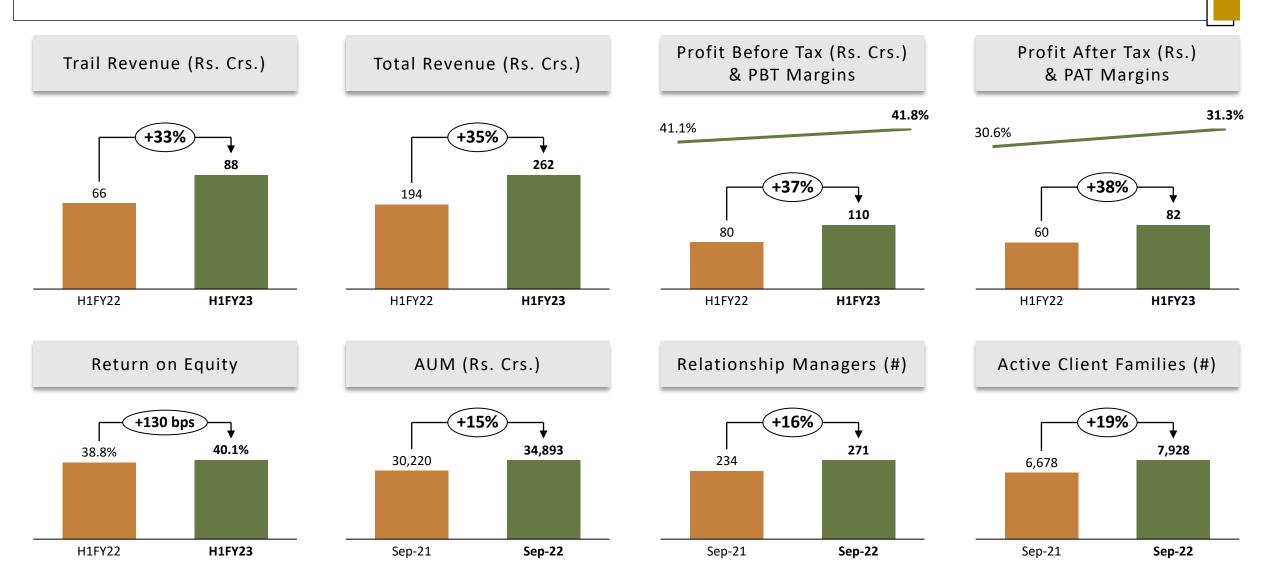


### OFFER END-TO-END, PROCESS DRIVEN, STANDARDIZED & WELL RESEARCHED SOLUTION

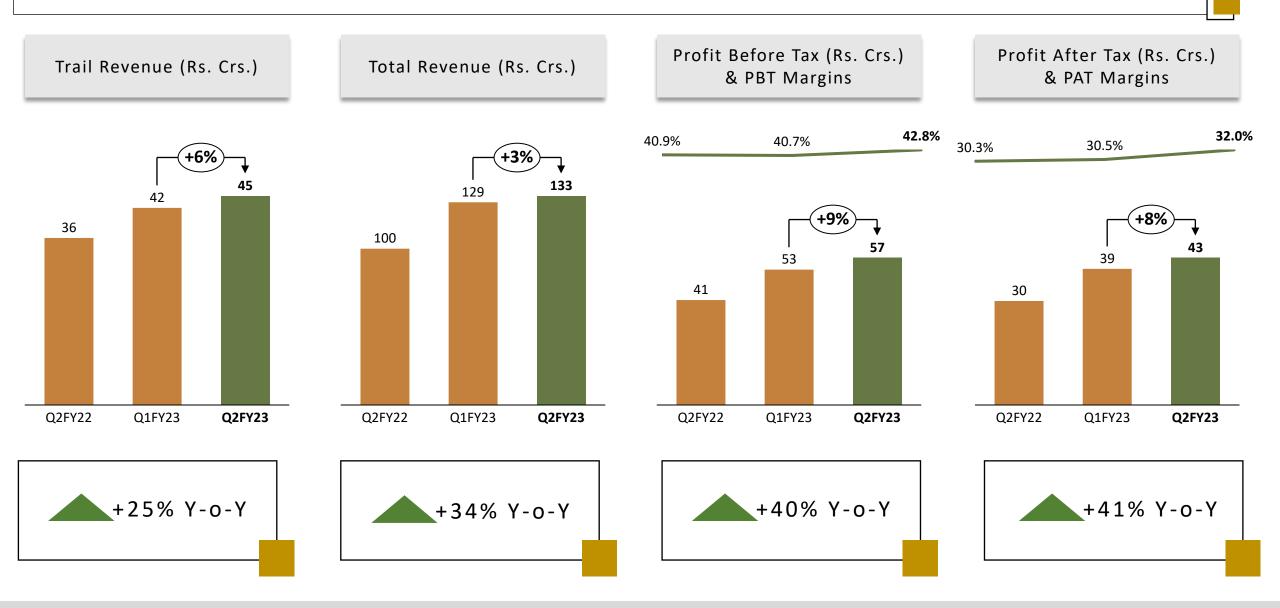


- Well researched Mutual Fund selection process
  - Diversified Sources of MLDs

## **KEY HIGHLIGHTS FOR H1 FY23 – PRIVATE WEALTH BUSINESS**

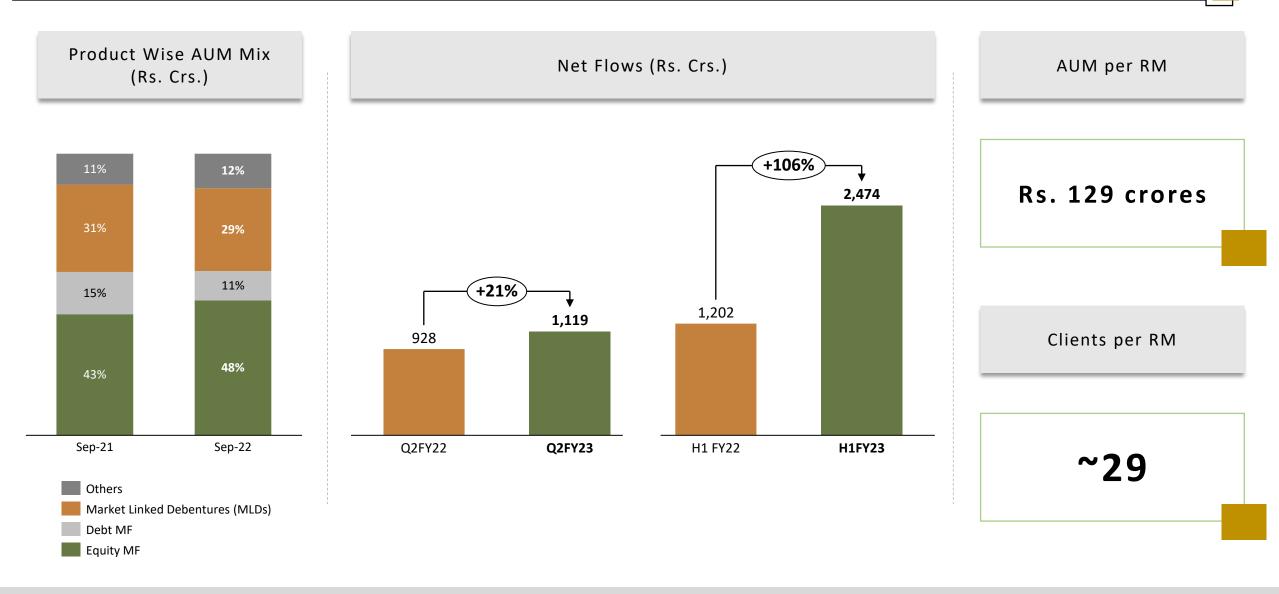


## **KEY HIGHLIGHTS FOR Q2 FY23 – PRIVATE WEALTH BUSINESS**

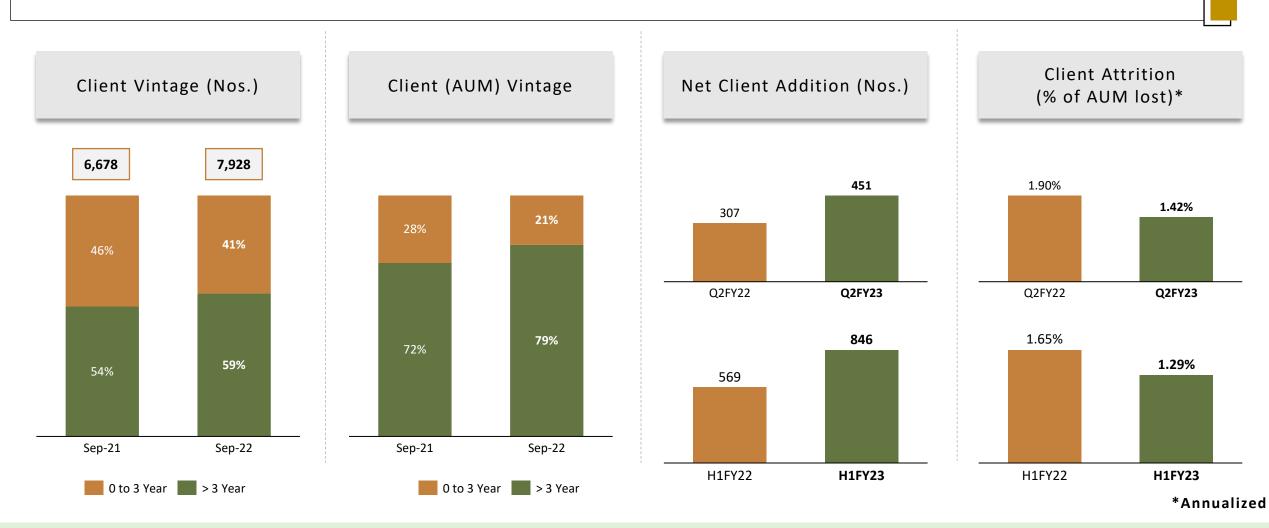


## **PRIVATE WEALTH PERFORMANCE METRICS**

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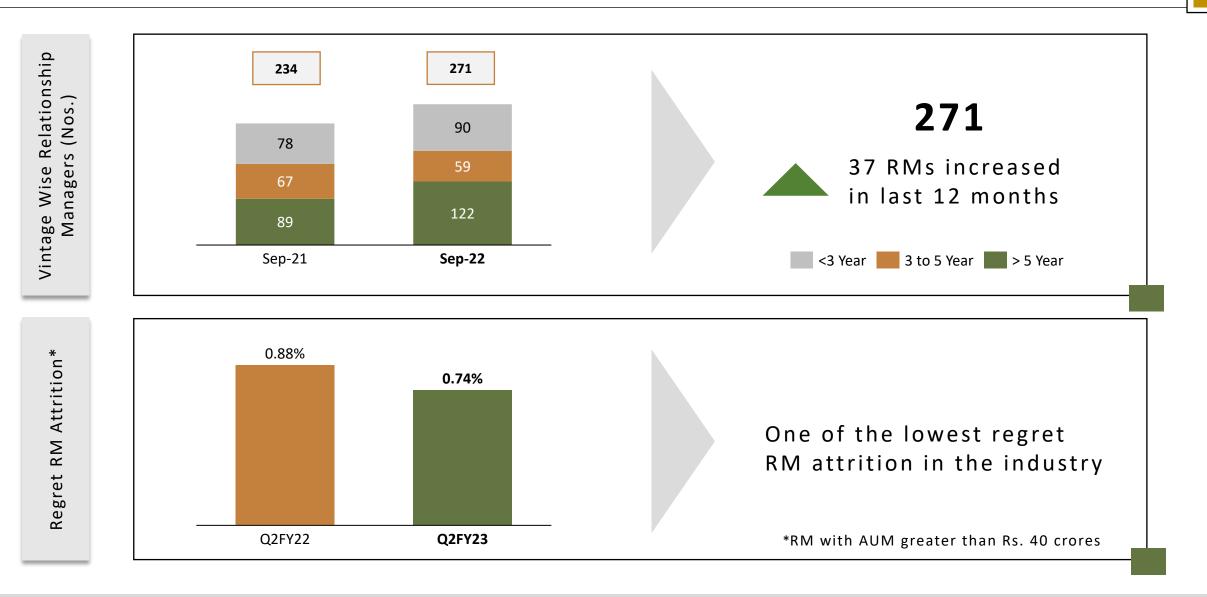


## **ADVANTAGES OF CLIENT VINTAGE AND STICKINESS**



As on 30<sup>th</sup> September 2022, 59.3% of our clients have been associated for over 3 years, representing 79.5% of total PW AuM, which shows ARWL's strength in vintage of both clients and their AuM

## **INCREASING SHARE OF HIGHER VINTAGE RELATIONSHIP MANAGERS**



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Particulars	Guidance given for FY23 (Rs. Crs.)				
Asset Under Management (AuM)	39,000	34,893	41%		
Revenue	495	262	53%		
Profit After Tax	155	82	53%		

### RANKED AMONGST THE TOP THREE NON-BANK MUTUAL FUND DISTRIBUTORS

Anand Rathi Wealth Limited is one of the leading non-bank wealth solutions firms in India and have been ranked amongst the top three non-bank mutual fund distributors

Name of Distributor^	Gross Commission (FY22) Rs. Crs.	Rank based on Gross Commission	Gross Commission (FY21) Rs. Crs.	Growth (%)	Yield (%)* for FY22	Rank based on Yield
Competitor 1	1,298.3	1	873.9	49%	1.19%	1
Competitor 2	440.9	2	263.2	68%	0.97%	4
Anand Rathi Wealth Limited	169.8	3	98.8	72%	1.00%	2
Competitor 3	119.2	4	88.8	34%	0.46%	10
Competitor 4	107.4	5	91.7	17%	0.61%	8
Competitor 5	100.6	6	70.9	42%	0.50%	9
Competitor 6	92.4	7	65.5	41%	0.81%	5
Competitor 7	73.6	8	59.1	25%	0.61%	7
Competitor 8	69.8	9	48.1	45%	0.98%	3
Competitor 9	67.0	10	44.2	52%	0.78%	6

#### In FY22, ARWL achieved highest growth of 72% based on Gross Commissions earned in the industry

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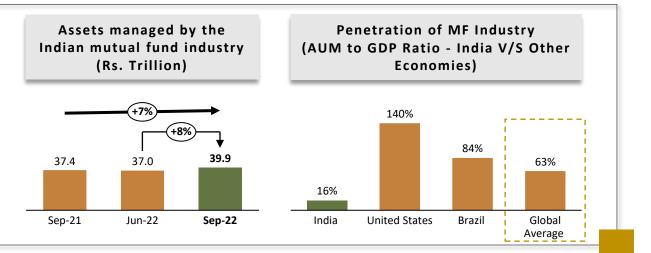
India's Wealth Story to unlock in coming years...

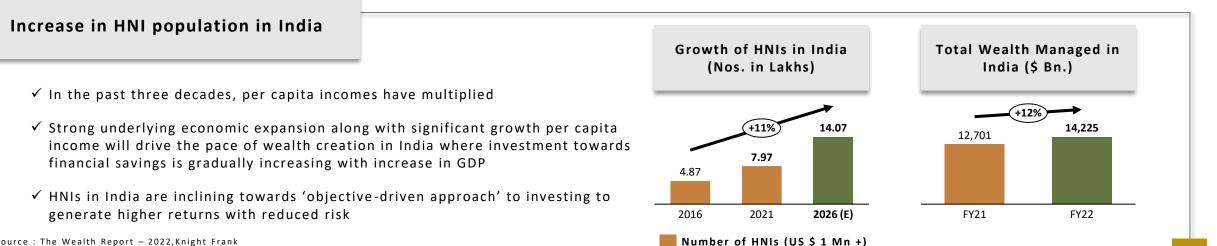
Anand Rathi Wealth : Well, poised to grow exponentially

## **INDUSTRY GROWTH DRIVERS**

#### **Increasing Penetration of Mutual Fund** Market in India

- ✓ Further, India accounts for less than 2% of the global mutual fund industry, representing a significant growth opportunity.
- ✓ The wealth management market (assets under advisory) in India:
  - About ₹ 21.77 trillion in July 2021, which is only approx. 9% of the country's GDP v/s 60% to 75% of GDP in established markets which signifies immense growth opportunities for the sector

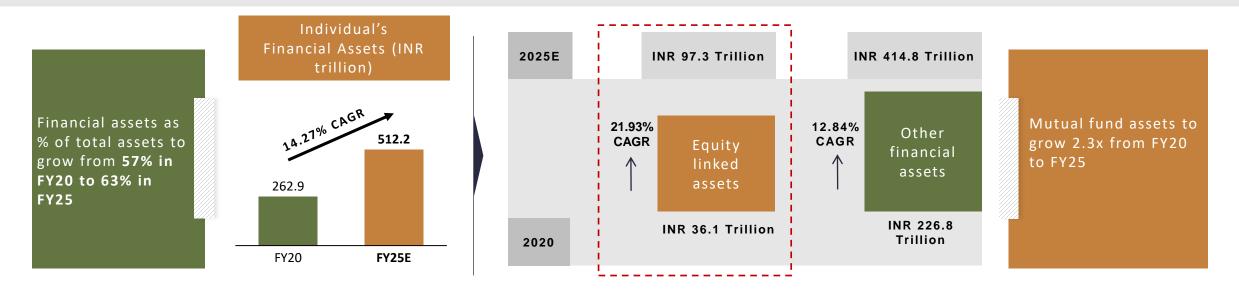


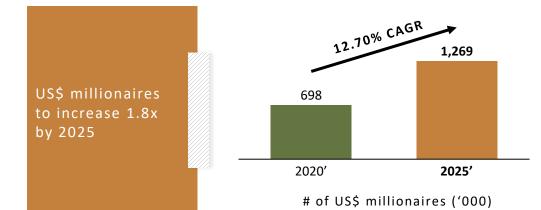


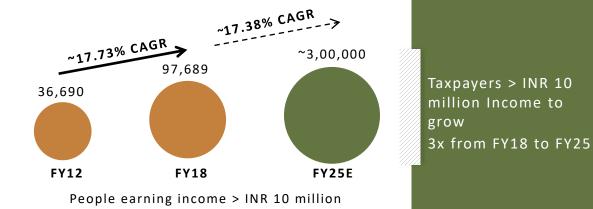
Source : The Wealth Report - 2022, Knight Frank

## HUGE MARKET POTENTIAL

Strong macro-economic trends and a growing HNI families expected to drive growth in the Indian wealth solutions space







## Digital Wealth -New Age Business

## 1. DIGITAL WEALTH – STRATEGY, PHILOSOPHY & OPPORTUNITIES

#### Leveraging technology to cater to the mass affluent segment through a Phygital Model

#### Challenges faced by Customers

- ✓ Poor Quality of advice and service due to inadequately skilled, low inexperienced & high attrition channel
- ✓ High cost of delivery of advice leads to mis-selling specially products having upfront payouts

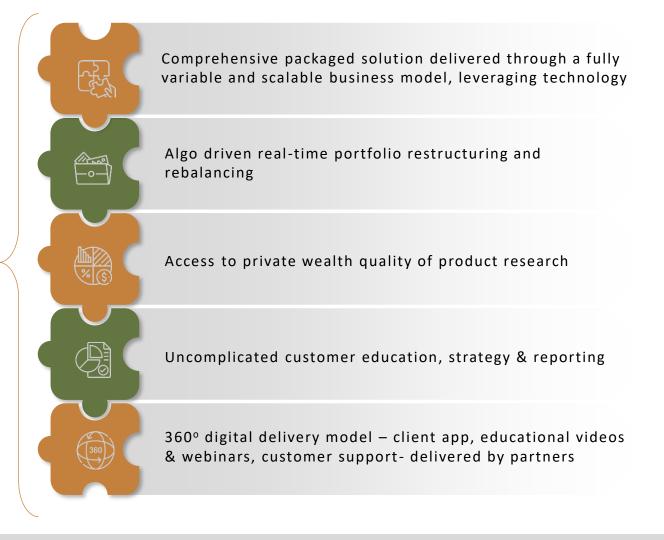


✓ Leverage Private Wealth Business Model

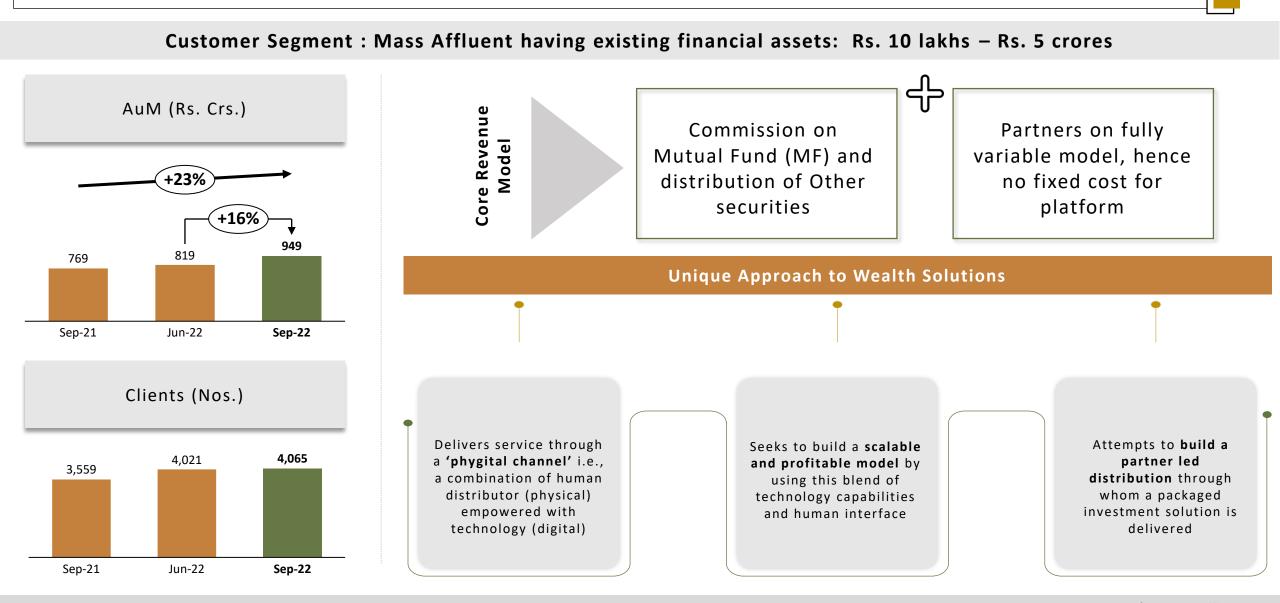
- ✓ Use of Expertise in Product Selection
  - ✓ Established Brand

DW – A Holistic Solution

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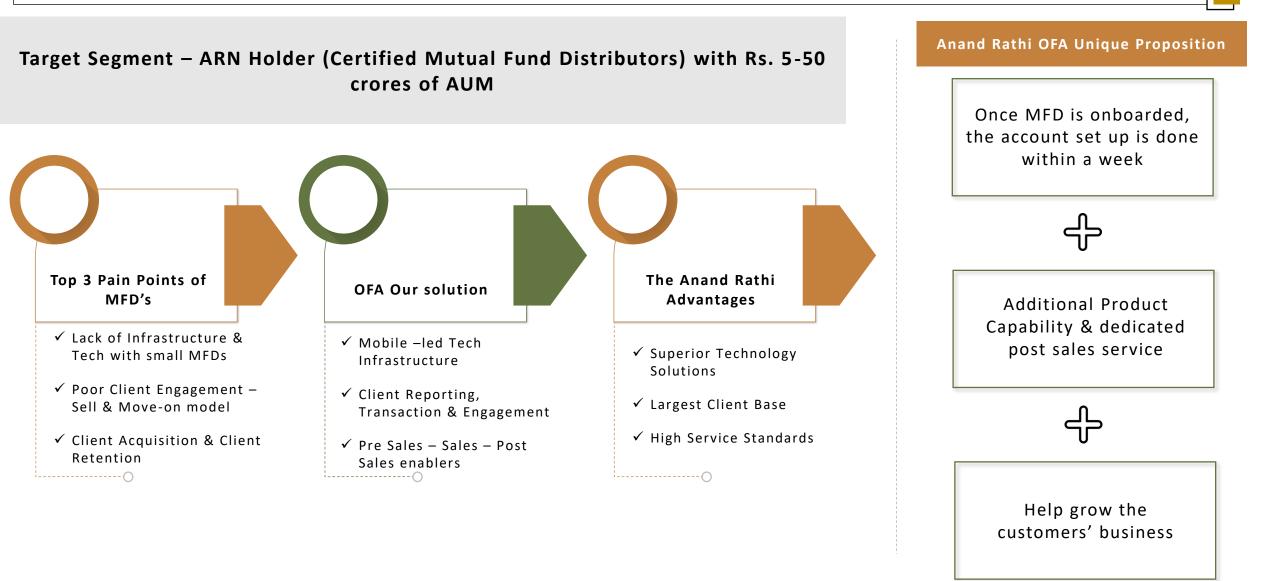


## **DIGITAL WEALTH : SCALING UP WITH THE USE OF TECHNOLOGY**

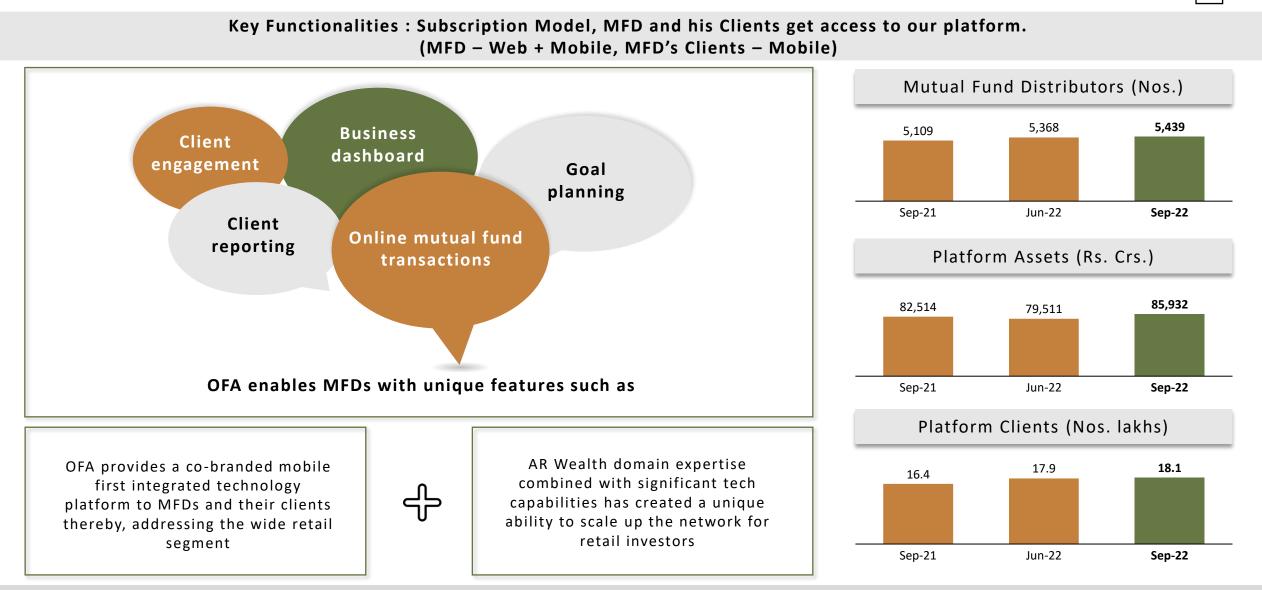


Omni Financial Advisor (OFA) – New Age Business

## 2. OFA – PROVIDES A TECHNOLOGY PLATFORM TO THE MFDs & THEIR CLIENTS



## **OFA – LEVERAGING TECHNOLOGY TO CATER TO THE RETAIL SEGEMENT**



#### ANANDRATHI Private Wealth. uncomplicated

## Leadership Team

### **BOARD OF DIRECTORS**







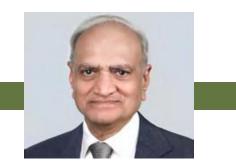
Mr. Anand Rathi Chairman & Non-Executive Director

Mr. Pradeep Kumar Gupta Non-Executive Director

Mr. Rakesh Rawal Executive Director & CEO



Mr. Mohan Tanksale Independent Director



Mr. Ramesh Chandak Independent Director



Mr. K. G. Somani

Independent Director



Mrs. Sudha Navandar Independent Director

## **KEY LEADERSHIP PERSONNEL**



Mr. Rakesh Rawal Chief Executive Officer

- Master's Degree in management studies from the Jamnalal Bajaj Institute of Management Studies and Bachelors Degree in Mechanical Engineering from Indian Institute of Technology, Kanpur
- Past-Experience Hindustan Unilever Limited & Deutsche Bank
- Joined Anand Rathi Wealth in 2007



Mr. Feroze Azeez Deputy Chief Executive Officer

- Post Graduate Diploma in Management majors in Derivative and Finance from SDM Institute for Management Development and Mechanical Engineer from University of Mysore
- Past Experience : ABN AMRO Bank N.V. and Religare Macquarie Private Wealth
- Joined Anand Rathi Wealth in 2012



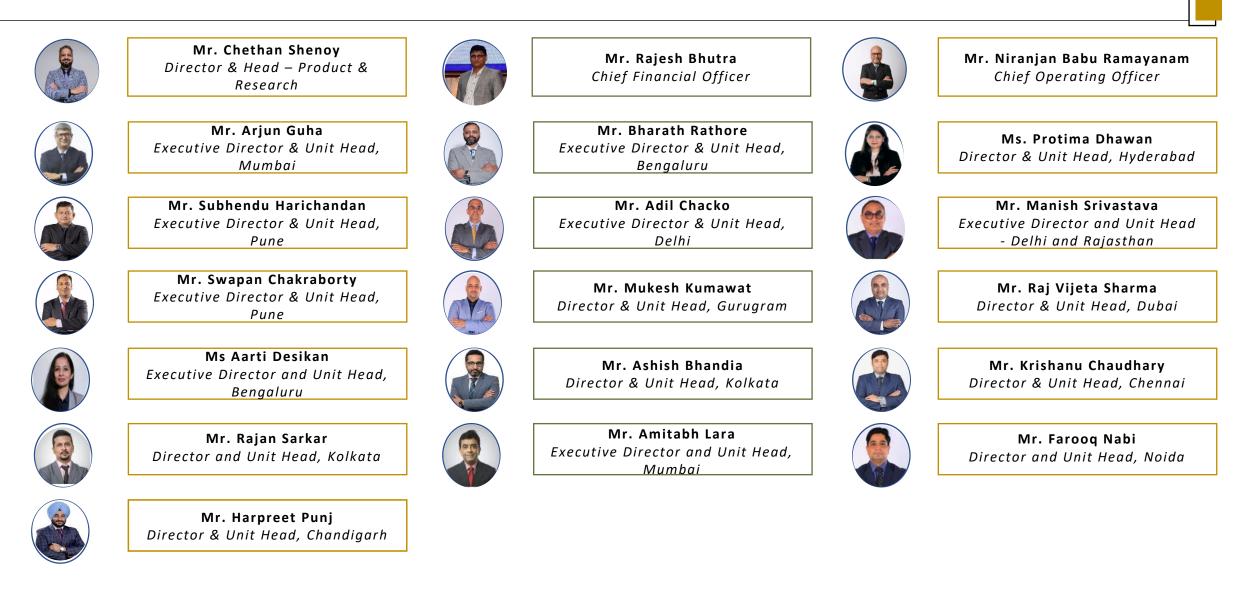
Mr. Jugal Mantri Group Chief Financial Officer

Rank holder Chartered Accountant and Senior Management Program from IIM Ahmedabad.

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• One of the first to join the Anand Rathi Group when it was founded in 1994

## **KEY PERSONNEL – BUSINESS & FINANCIAL HEADS**



## Strong Growth Momentum...To Continue

## **CONSOLIDATED PROFIT & LOSS SUMMARY**

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Revenue / Cost (Rs. Crs.)	Q2 FY23	Q2 FY22	Y-0-Y
Operating Revenue	136.1	101.7	34%
Other Revenue	2.0	2.1	
Total Revenue	138.1	103.8	33%
Employee costs	58.9	46.6	
Other expenses	16.8	11.7	
Total Operating Costs	75.7	58.3	
РВТ	57.5	41.1	40%
PBT Margin%	41.7%	39.6%	
ΡΑΤ	43.0	30.4	41%
PAT Margin	31.1%	29.3%	

Q1 FY23	Q-0-Q
131.6	3%
1.9	
133.5	3%
60.3	
15.6	
75.9	
52.9	9%
39.6%	
39.7	8%
29.7%	

H1 FY23	H1 FY22	Y-0-Y
267.7	199.3	34%
4.0	2.9	
271.6	202.2	34%
119.1	89.5	
32.4	22.9	
151.6	112.3	
110.5	80.7	37%
40.7%	39.9%	
82.7	60.2	37%
30.4%	29.8%	

AUM Mix (Rs. Crs.)	Sep-22	Sep-21	Y-o-Y
MF — Equity & debt	21,170	18,069	17%
Other Securities	10,384	9,469	10%
Others	4,289	3,451	24%
AUM	35,842	30,989	16%

June-22	Q-o-Q
19,281	10%
9,853	5%
3,827	12%
32,961	9%

Sep-22	Sep-21	Y-o-Y
21,170	18,069	17%
10,384	9,469	10%
4,289	3,451	24%
35,842	30,989	16%

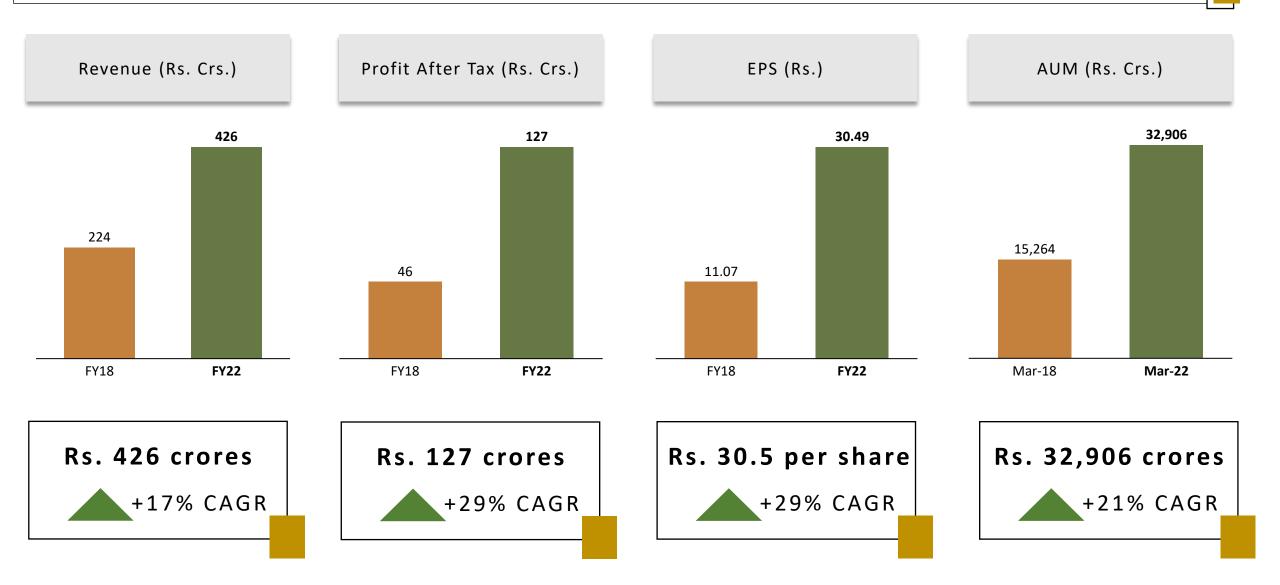
## BALANCE SHEET AS ON 30<sup>th</sup> SEPTEMBER 2022

Assets (Rs. Crs)	Sept-22	Mar-22
Non - Current Assets		
Property Plant & Equipments	91.4	80.8
Goodwill	2.9	2.9
Intangible assets	24.7	27.1
Right of use asset	12.7	13.2
Financial Assets		
Investments	103.0	103.5
Other Financial Assets	2.9	4.2
Deferred Tax Assets (Net)	3.9	3.8
Other Non - Current Assets (Net)	28.3	43.5
Total Non - Current Assets	269.9	279.0
Current Assets		
Financial Assets		
(i)Investments	15.1	0.0
(ii)Trade receivables	16.1	14.9
(iii)Cash and cash equivalents	199.4	87.1
(iv)Other Bank balances	0.0	0.0
(v) Loans	0.0	0.0
(vi) Other Financial Assets	114.3	92.0
Other Current Assets	5.6	7.2
Total Current Assets	350.4	201.2
Total Assets	620.3	480.2

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Equity & Liabilities (Rs. Crs)	Sept-22	Mar-22
Total Equity		
Share Capital	20.8	20.8
Other Equity	380.6	322.9
Non Controlling Interest	11.7	11.7
Total Equity	413.1	355.3
Non-Current Liabilities		
Financial Liabilities		
(i) Borrowings	12.5	16.6
(ii) Lease Liabilities	7.7	8.5
Provisions	2.9	2.1
Total Non-Current Liabilities	23.1	27.3
Current Liabilities		
Financial Liabilities		
(i) Borrowings	8.3	8.3
(ii) Trade Payables	0.0	0.0
(iii) Lease	6.1	5.8
(iii) Other Financial Liabilities	112.4	21.2
Other Current Liabilities	11.2	8.7
Provisions	46.0	53.6
Total Current Liabilities	184.0	97.6
Total Equity & Liabilities	620.3	480.2

## **HISTORICAL TRENDS**



## HISTORICAL FINANCIALS

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Particulars (Rs. Crs.)	FY18	FY19	FY20	FY21	FY22
Operating Revenue	221.0	276.6	331.8	265.3	417.5
Other Revenue	2.7	7.5	4.6	13.9	8.1
Total Revenue	223.7	284.1	336.4	279.2	425.6
Employee costs	104.2	132.8	167.2	150.8	191.5
Other expenses	38.3	56.8	57.7	45.0	48.8
Total Operating Cost	142.5	189.6	224.9	195.7	240.3
PBT	67.3	84.3	86.6	62.9	167.7
PBT Margin%	30.1%	29.7%	25.7%	22.5%	39.4%
PAT	46.1	59.1	61.4	44.6	126.8
PAT Margin%	20.6%	20.8%	18.2%	15.8%	29.8%
Particulars (Rs. Crs.)	FY18	FY19	FY20	FY21	FY22
MF — Equity & debt	11,050	12,862	11,068	14,559	19,434
Other securities	2,640	3,966	5,797	9,408	9,591
Others	1,575	1,565	1,490	2,703	3,881
AUM	15,264	18,393	18,355	26,670	32,906

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Assets (Rs. Crs)	Mar-19	Mar-20	Mar-21	Mar-22		Equity & Liabilities (Rs. Crs)	Equity & Liabilities (Rs. Crs) Mar-19	Equity & Liabilities (Rs. Crs) Mar-19 Mar-20	Equity & Liabilities (Rs. Crs) Mar-19 Mar-20 Mar-21
on - Current Assets						Total Equity			
Property Plant & Equipments	7.5	8.9	7.2	80.8		Share Capital			
CWIP	-	65.4	69.0	-		•			
Goodwill	0.4	2.9	2.9	2.9	_	Other Equity			
ntangible assets	7.9	37.3	32.2	27.1		Non Controlling Interest	Non Controlling Interest 12.5	Non Controlling Interest 12.5 11.6	Non Controlling Interest12.511.611.6
Right of use asset	-	26.3	12.9	13.2		Total Equity	Total Equity 135.0	Total Equity 135.0 197.9	Total Equity 135.0 197.9 253.2
ntangible assets under levelopment	31.7	-	-	-		Non-Current Liabilities	Non-Current Liabilities	Non-Current Liabilities	Non-Current Liabilities
inancial Assets						Financial Liabilities	Financial Liabilities	Financial Liabilities	Financial Liabilities
nvestments	-	101.3	101.8	103.5		(i) Borrowings	(i) Borrowings 0.4	(i) Borrowings 0.4 33.4	(i) Borrowings 0.4 33.4 25.0
Other Financial Assets	4.7	5.2	4.3	4.2		(ii) Lease Liabilities	(ii) Lease Liabilities -	(ii) Lease Liabilities - 16.5	(ii) Lease Liabilities - 16.5 6.4
Deferred Tax Assets (Net)	3.9	4.6	4.2	3.8		Provisions	Provisions 0.1	Provisions 0.1 0.3	Provisions 0.1 0.3 1.2
ther Non-Current Assets (Net)	28.6	7.2	11.1	43.5		Total Non-Current Liabilities	Total Non-Current Liabilities 0.5	Total Non-Current Liabilities 0.5 50.2	Total Non-Current Liabilities 0.5 50.2 32.5
otal Non - Current Assets	84.7	259.1	245.6	279.0		Current Liabilities			
Current Assets									
Financial Assets						Financial Liabilities	-		
i)Investments	75.1	1.8	2.7	-		(i) Borrowings	(i) Borrowings 0.2	(i) Borrowings 0.2 8.4	(i) Borrowings 0.2 8.4 8.4
ii)Trade receivables	11.0	9.1	10.9	14.9		(ii) Trade Payables	(ii) Trade Payables 0.7	(ii) Trade Payables 0.7 2.1	(ii) Trade Payables 0.7 2.1 0.2
(iii)Cash and cash equivalents	11.4	28.3	65.3	87.1		(iii) Lease	(iii) Lease -	(iii) Lease - 10.0	(iii) Lease - 10.0 7.8
(iv)Other Bank balances	- 0.2	- 66.7	- 1.2	-		(iii) Other Financial Liabilities	(iii) Other Financial Liabilities 20.2	(iii) Other Financial Liabilities 20.2 90.6	(iii) Other Financial Liabilities 20.2 90.6 5.7
(v) Loans Other Financial Assets	10.2	31.5	1.2	- 92.0		Other Current Liabilities	Other Current Liabilities 6.6	Other Current Liabilities 6.6 9.1	Other Current Liabilities 6.6 9.1 12.2
Other Current Assets	4.6	13.3	1.6	7.2		Provisions	Provisions 34.1	Provisions 34.1 41.6	Provisions 34.1 41.6 19.8
Total Current Assets	112.7	150.7	94.2	201.2		Total Current Liabilities	Total Current Liabilities 61.8	Total Current Liabilities61.8161.7	Total Current Liabilities61.8161.754.1
Total Assets	197.3	409.8	339.7	480.2		Total Equity & Liabilities	Total Equity & Liabilities 197.3	Total Equity & Liabilities 197.3 409.8	Total Equity & Liabilities 197.3 409.8 339.7

#### All financial numbers are on Consolidated Basis

## THANK YOU !

#### **Company: Anand Rathi Wealth Limited**

ANANDRATHI Private Wealth. uncomplicated

CIN: L67120MH1995PLC086696

Mr. Rajesh Bhutara, CFO / Vishal Sanghavi – Head IR

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SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285

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