

Ref. No.: UTI/AMC/CS/SE/2024-25/0507

Date: 28th January, 2025

National Stock Exchange of India Limited

Exchange Plaza Plot No. C/1
G Block Bandra – Kurla Complex
Bandra East Mumbai – 400 051.

Scrip Symbol: UTIAMC

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai – 400 001.

Scrip Code / Symbol: 543238 / UTIAMC

Sub: Investor presentation and press release on financial results of the Company for the quarter and nine months ended 31st December, 2024

Dear Sir / Madam,

With reference to our letter no. UTI/AMC/CS/SE/2024-25/0506 dated 28th January, 2025 and pursuant to Regulation 30 read with Schedule III Part A Para A of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the SEBI Listing Regulations), we are forwarding herewith the investor presentation and a copy of press release on financial results of the Company for the quarter and nine months ended 31st December, 2024.

The same is also available on the Company's website at www.utimf.com in compliance with Regulation 46 of the SEBI Listing Regulations.

Thanking you,

For **UTI Asset Management Company Limited**

Arvind Patkar
Company Secretary and Compliance Officer
Membership No.: ACS21577

Encl.: As Above



UTI Asset Management Company Limited

Investor Presentation
Q3 & 9M FY2024-25



Pioneer in India

- Oldest Mutual Fund in India & a trusted household brand
- First to launch Equity Mutual Fund Mastershare (now UTI Largecap Fund), Children's Plan



₹ 20.77 lakh crore in AUM*

- Focused solely on Investment Management and related services
- Presence across various business segments like Mutual Funds, Alternate Investment Funds, Pension Business and Portfolio Management Services



699 Districts covered across India

- Well spread presence through DAs, MFDs, Banks, National Distributors and Fin-techs
- Partnering with ~ 72,775 MFDs
- Strong Penetration in B30 cities with high share



Presence across 35+ Countries

- International presence through UTI International
- Offices in Singapore, London, Dubai, New York & Paris



Strong Governance practices

- Professionally managed listed Company with no identifiable promoters
- Strong independent Board with 4 out of 8 members independent
- Women Directors present on the Boards of UTI AMC and UTI Pension Fund



Performance Highlights

Business Highlights



Total Group AUM*
₹ 20,77,125 cr
 18% YoY, 3% QoQ

Industry MF QAAUM
₹ 68,61,745 cr
 39% YoY, 4% QoQ

UTI MF QAAUM
₹ 3,52,412 cr
 29% YoY, 3% QoQ

Flows, Folios & Market share



Market Share
Total MF QAAUM
 5.14%

Passive AUM
 13.54%

NPS AUM
 25.02%

Gross Sales@
 ₹ 2,40,969 cr

Live Folios 1.32 cr

Consolidated 9M FY25 Financial Performance



Total Revenue
 13% YoY

Core Revenue#
 26% YoY

EBITDA
 16% YoY

Core EBITDA[†]
 53% YoY

PAT
 7% YoY

Core PAT[†]
 55% YoY

Company Presence



711 Core Sales Team

223 UTI Financial Centres
 (172 in B30 cities)

~72,775

Distributors

173 District Associates

Offshore Locations

Singapore, London, Paris,
 Dubai, New York

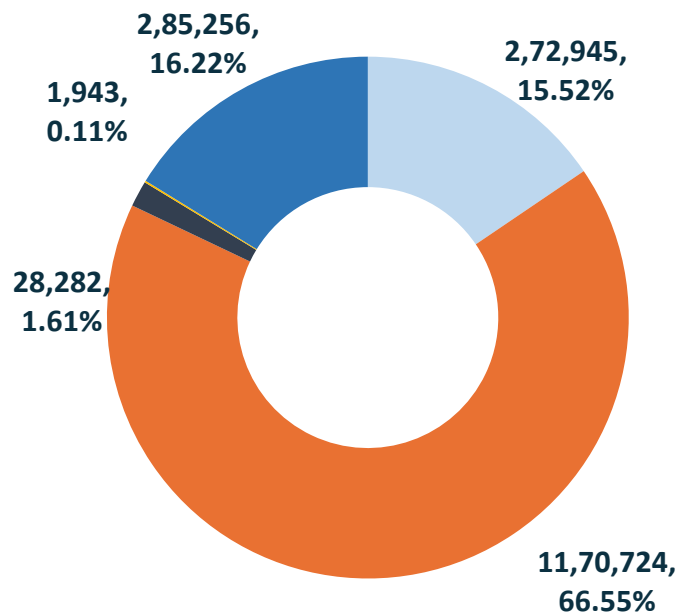
* Total AUM includes QAAUM for UTI MF for Q3 FY24-25 and Closing AUM for all other businesses as of 31st December 2024.

Core Revenue is Revenue from Sale of Services; [†]Core EBITDA and Core PAT exclude M2M gain, Income from Sale of Investment and Other Non-Operating Income.

@For the quarter

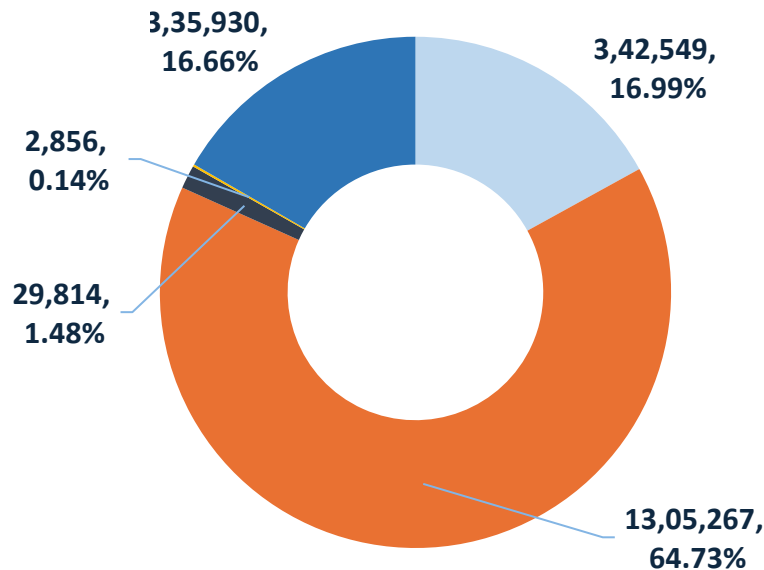
Group AUM Increased by 18% YoY

December 2023



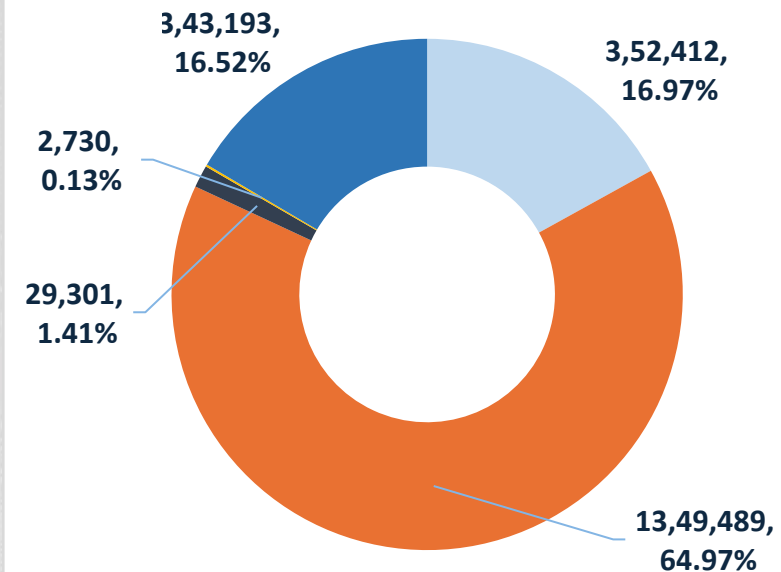
Total
₹ 17,59,150 crore

September 2024



Total
₹ 20,16,416 crore

December 2024



Total
₹ 20,77,125 crore

■ UTI MF
 ■ PMS
 ■ UTI International
 ■ UTI Alternatives
 ■ UTI PFL*

Witnessed 29% YoY Growth in QAAUM

	Domestic MF Closing AUM (₹ cr)	Domestic MF QAAUM (₹ cr)
Equity	95,339	96,988
Hybrid	32,022	31,808
ETFs & Index	1,45,061	1,48,949
Cash & Arbitrage	35,883	40,296
Income	32,654	34,371
Total	3,40,960	3,52,412

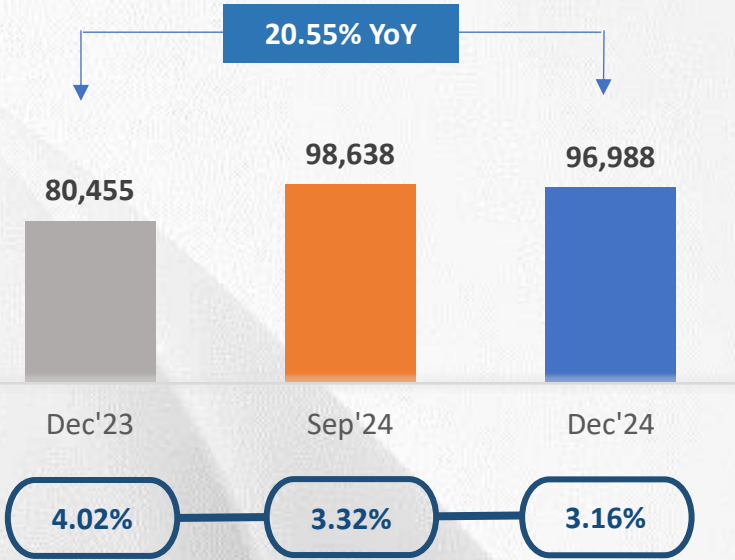


Category Wise QAAUM; Passive demonstrates 43% YoY growth

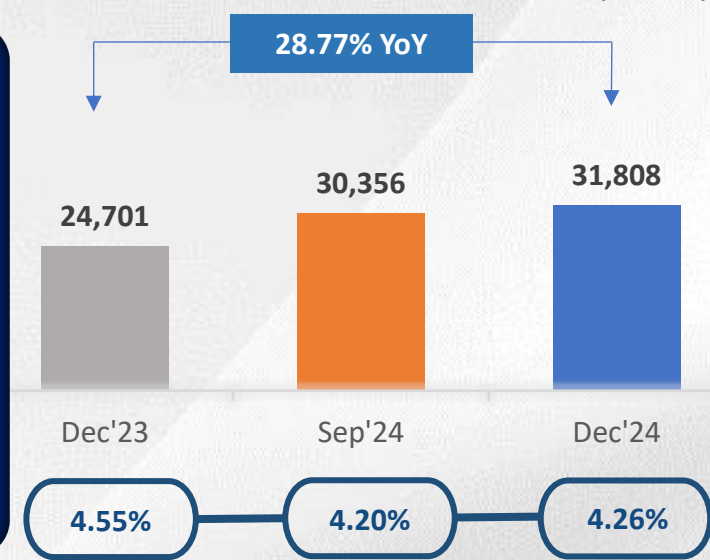
Category wise QAAUM, Growth and Market Share

4 categories have shown >20% growth YoY

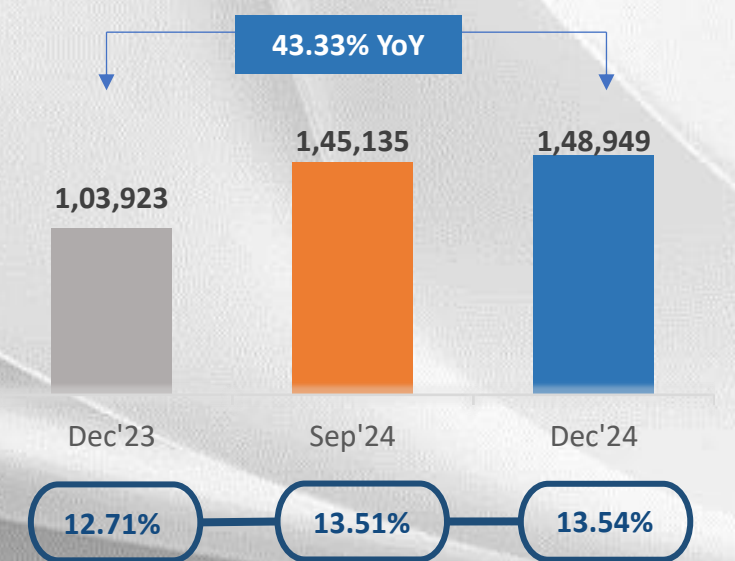
Equity



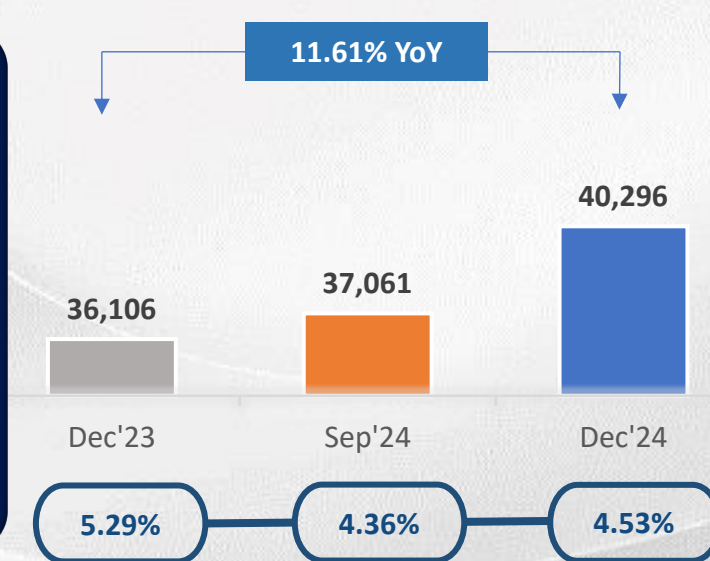
Hybrid



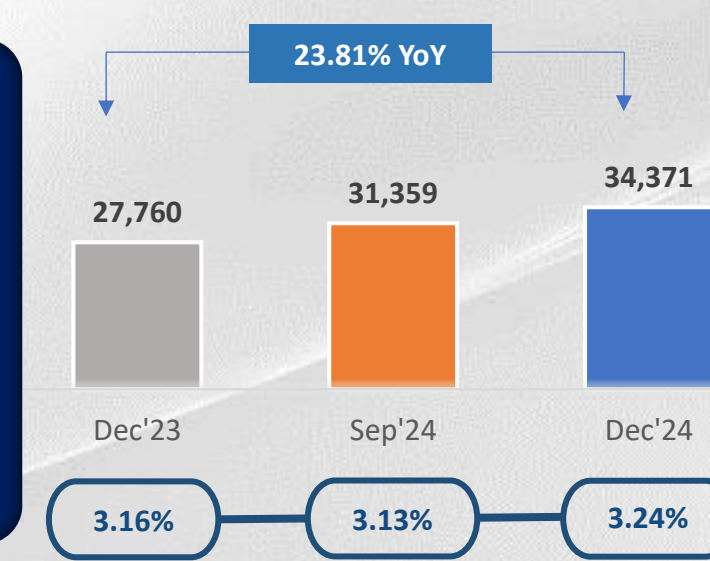
Index and ETFs



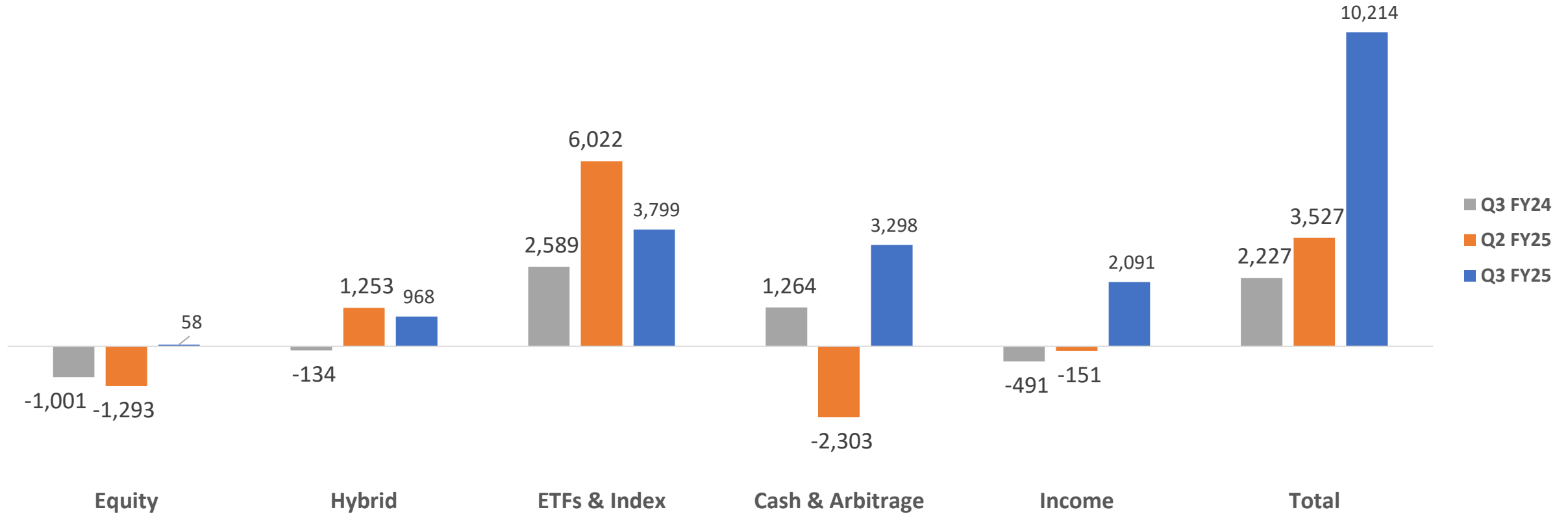
Cash & Arbitrage



Income



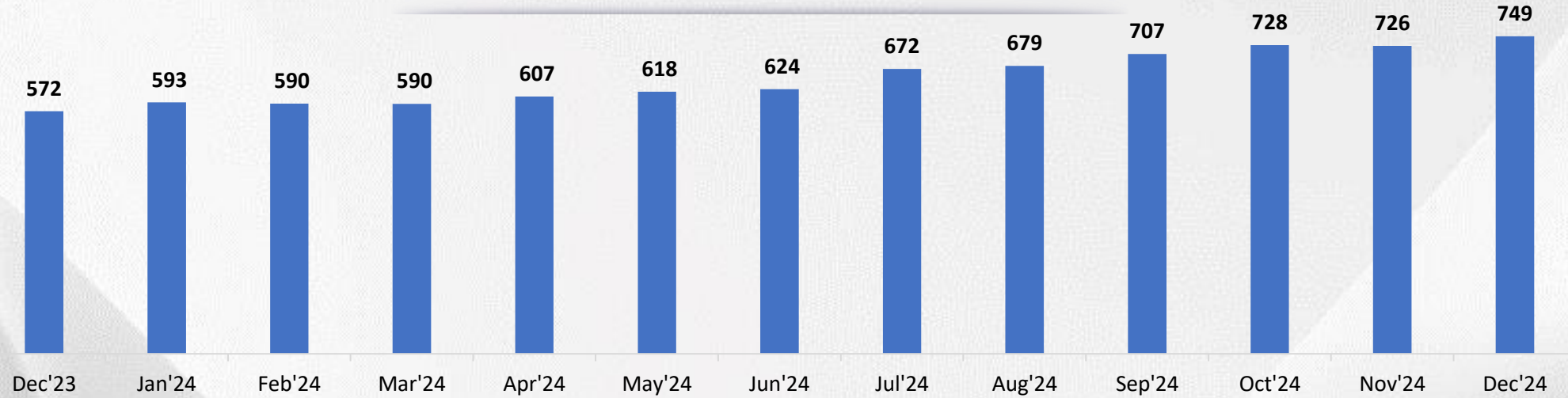
Quarterly Net Sales



(₹ crore)

SIP to remain the Cornerstone for AUM Performance

Monthly Gross SIP Inflow (₹ crore)



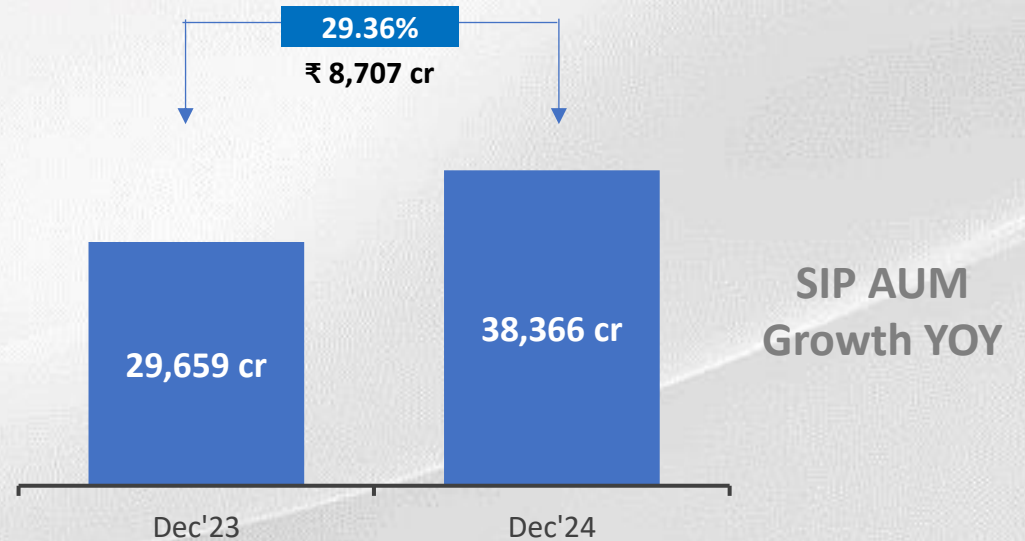
Long Tenure SIP Book⁽¹⁾

More than 10 Years

92%

More than 5 Years

96%

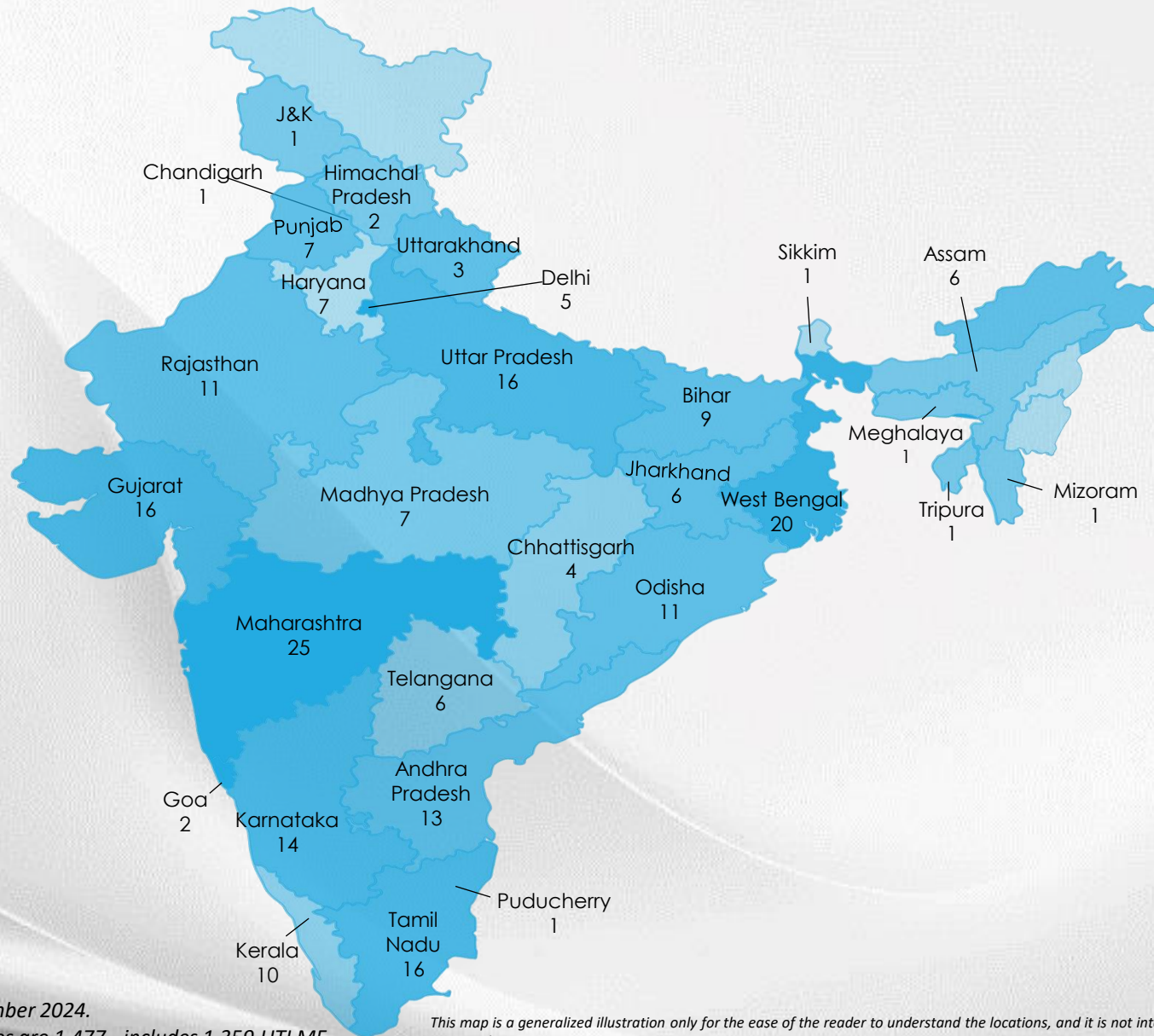


SIP AUM Growth YOY

Source: RTA Data. (1) As of 31st December 2024.

(2) SIP folios with four consecutive SIP failure have been excluded.

UTI AMC – Strong Geographical Presence



223

UTI Financial Centers (UFCs)



1,477

UTI AMC Employees*



711

Core Sales Team Members



~72,775

Mutual Fund Distributors (MFDs)



173

District Associates (DAs)



As of 31st December 2024.

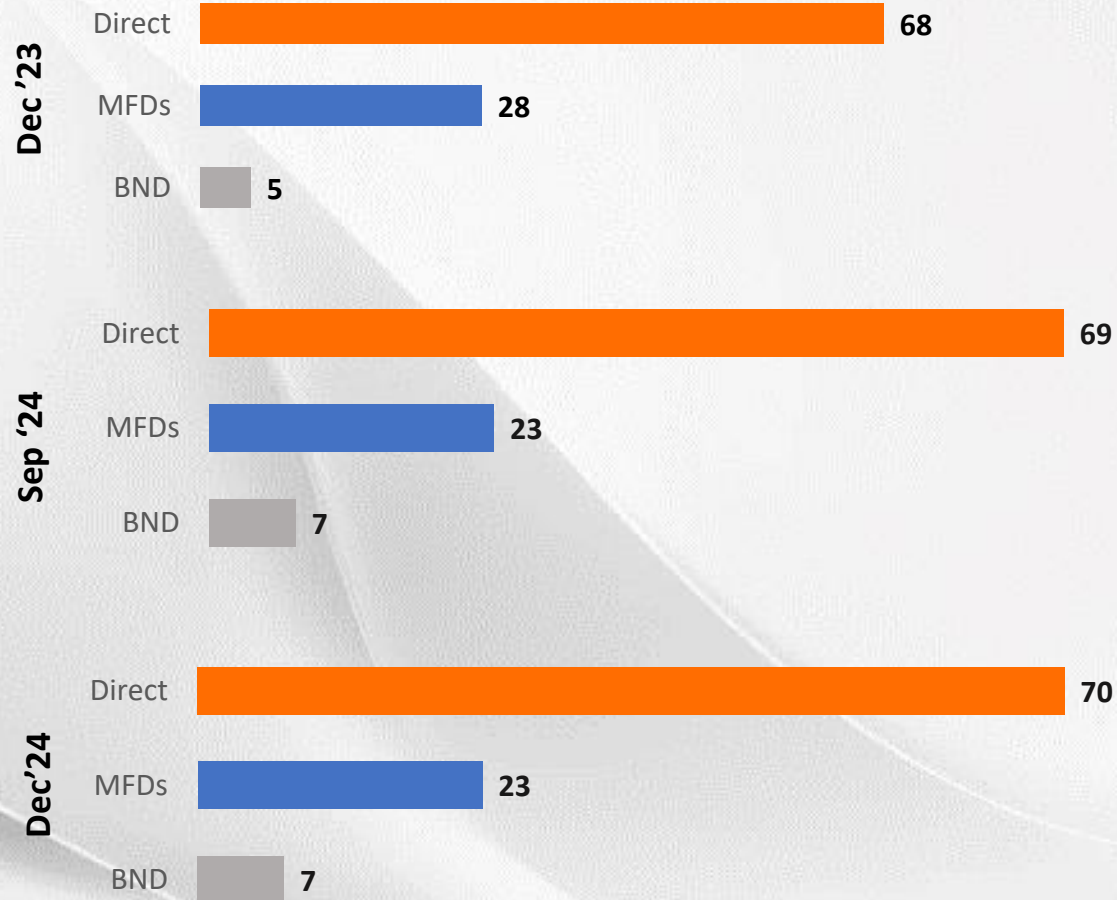
*Total Employees are 1,477 - includes 1,359 UTI MF employees and 118 employees of our subsidiaries.

This map is a generalized illustration only for the ease of the reader to understand the locations, and it is not intended to be used for reference purposes. The representation of political boundaries and the names of geographical features/states do not necessarily reflect the actual position. The Company or any of its directors, officers or employees, cannot be held responsible for any misuse or misinterpretation of any information or design thereof. The Company does not warrant or represent any kind of connection to its accuracy or completeness

Multi-Channel Distribution Network brings Stability

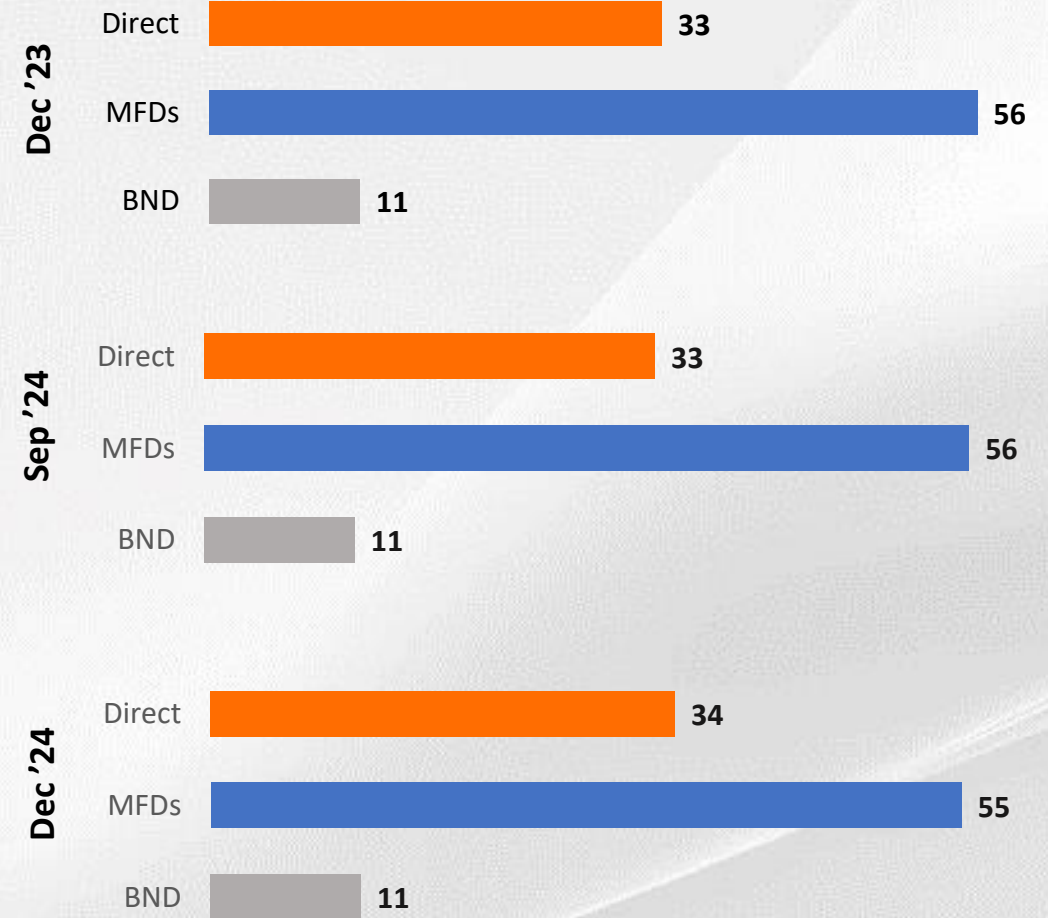
Total QAAUM

(in %)



Equity + Hybrid QAAUM

(in %)

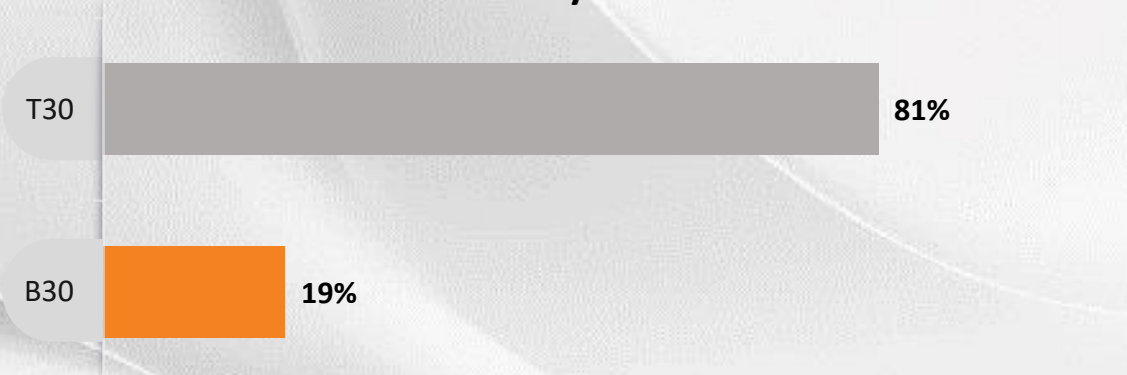







Monthly AAUM - December 2024

UTI Mutual Fund



Industry



-  **Network of 223 branches with 172 branches located in B30 cities as of 31st December 2024**
-  Our established presence in B30 cities has enabled us to attract new clients, and positions us to capitalize on future growth in those underpenetrated cities
-  Our broad client base also provides us with several opportunities, including cross-selling different funds
-  Our size and distribution network, particularly in B30 cities, provides us with economies of scale, particularly in distribution, marketing, and back-office activities
-  B30 AUM aids our overall margins as these are stickier in nature and offer comparatively higher margins

Consolidated Statement of Profit & Loss

Particulars (In cr.)	Q3 FY25	Q3 FY24	YoY (%)	Q2 FY25	QoQ (%)	9M FY25	9M FY24	YoY (%)
Total Revenue from Operations	418	449	(7%)	538	(22%)	1485	1321	12%
Other Income	2	1	100%	2	-	9	3	200%
Total Income	420	450	(7%)	540	(22%)	1494	1324	13%
Fee & Commission Expenses	1	1	-	1	-	2	1	100%
Employee Benefit Expense	113	105	8%	115	(2%)	342	323	6%
Depreciation & Amortization Expenses	11	11	-	11	-	34	31	10%
Other Expense	71	70	1%	74	(4%)	209	192	9%
Finance Cost	3	3	-	3	-	9	8	13%
Total Expenses	199	190	5%	204	(2%)	596	555	7%
Profit Before Tax (PBT)	221	260	(15%)	336	(34%)	898	769	17%
PAT for the Owners of the Company	151	186	(19%)	239	(37%)	644	603	7%
PAT Margins	36%	41%		44%		43%	46%	

Total Revenue from Operations	Q3 FY25	Q3 FY24	YoY (%)	Q2 FY25	QoQ (%)	9M FY25	9M FY24	YoY (%)
Sale of Services	375	290	29%	373	1%	1085	864	26%
Net Gain on fair value changes	29	147	(80%)	152	(81%)	360	421	(14%)
Interest & Dividend Income	10	9	11%	9	11%	29	26	12%
Rental Income	4	3	33%	4	-	11	10	10%
Total Revenue from Operations	418	449	(7%)	538	(22%)	1485	1321	12%

Standalone Statement of Profit & Loss

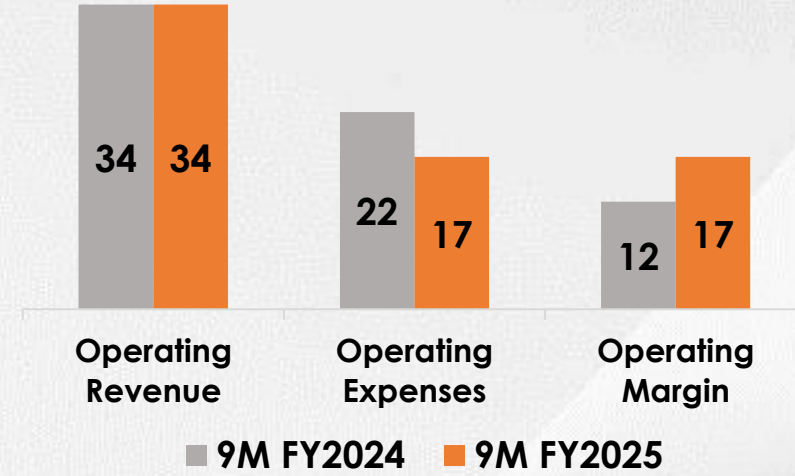
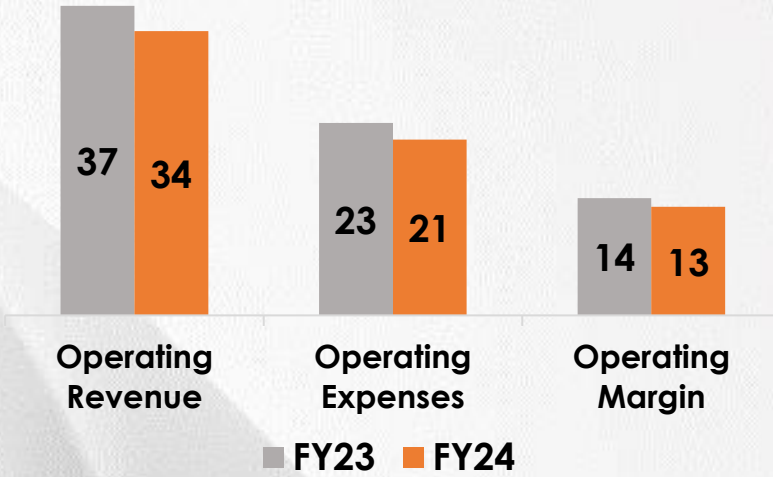
Particulars (In cr.)	Q3 FY25	Q3 FY24	YoY (%)	Q2 FY25	QoQ (%)	9M FY25	9M FY24	YoY (%)
Total Revenue from Operations	329	346	(5%)	417	(21%)	1132	1010	12%
Other Income	1	1	-	1	-	6	1	500%
Total Income	330	347	(5%)	418	(21%)	1138	1011	13%
Fee & Commission Expenses	4	3	33%	4	-	11	8	38%
Employee benefit Expense	88	88	-	95	(7%)	274	271	1%
Depreciation & Amortization Expenses	10	9	11%	9	11%	30	29	3%
Other Expense	38	41	(7%)	38	-	109	112	(3%)
Finance Cost	3	3	-	3	-	9	8	13%
Total Expenses	143	144	(1%)	149	(4%)	433	428	1%
Profit Before Tax (PBT)	187	203	(8%)	269	(30%)	705	583	21%
Profit After Tax (PAT)	142	150	(5%)	201	(29%)	530	449	18%
PAT Margins	43%	43%		48%		46%	44%	

Particulars (In cr.)	Q3 FY25	Q3 FY24	YoY (%)	Q2 FY25	QoQ (%)	9M FY25	9M FY24	YoY (%)
Total Revenue from Operations	329	346	(5%)	417	(21%)	1132	1010	12%
Sale of Services	307	231	33%	304	1%	884	692	28%
Net Gain on fair value changes	10	104	(90%)	101	(90%)	213	285	(25%)
Interest & Dividend Income	8	8	-	8	-	24	24	-
Rental Income	4	3	33%	4	-	11	9	22%

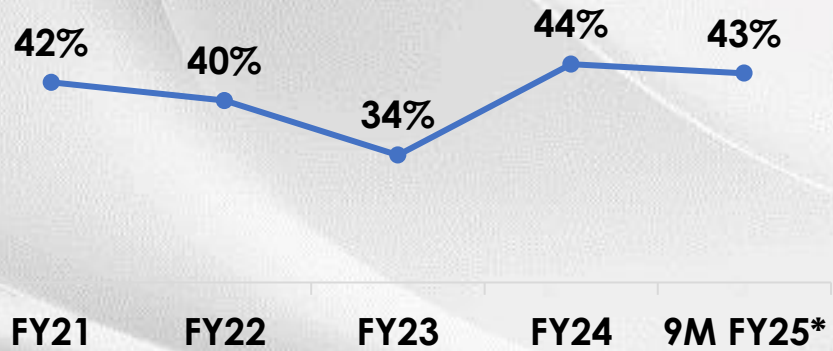
Details of Consolidated Sale of Services

Particulars (In cr.)	Q3 FY25	Q3 FY24	YoY (%)	9M FY25	9M FY24	YoY (%)
MF Fees	299	222	35%	861	666	29%
PMS Fees	8	7	14%	23	20	15%
SUUTI Support Service Fees	-	2	(100%)	-	5	(100%)
POP Fees & others	-	-	-	-	1	(100%)
Sale of Services - UTI AMC Standalone	307	231	33%	884	692	28%
UTI International	35	32	9%	108	93	16%
UTI PFL*	34	29	17%	100	86	16%
UTI Alternatives	4	3	33%	11	6	83%
Elimination	(5)	(5)	-	(18)	(13)	38%
Sale of Services - UTI AMC Consolidated	375	290	29%	1085	864	26%

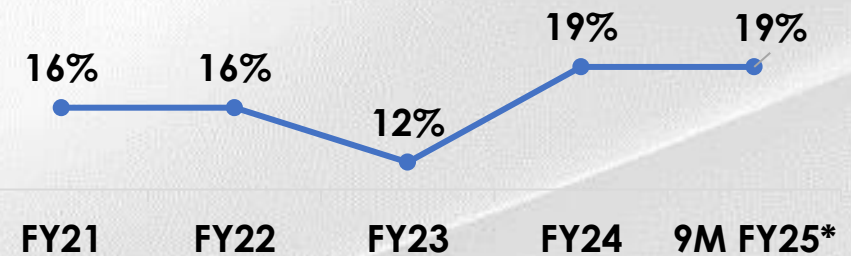
Particulars	Consolidated			Standalone		
	As at 31 Dec 2024	As at 31 Mar 2024	% (+/-)	As at 31 Dec 2024	As at 31 Mar 2024	% (+/-)
Assets:						
Financial Assets	5101	4850	5%	3594	3515	2%
Non-Financial Assets	479	491	(2%)	462	466	(1%)
Total Assets	5580	5341	4%	4056	3981	2%
Liabilities & Equity:						
Financial Liabilities	265	272	(3%)	234	214	9%
Non-financial Liabilities	179	96	86%	151	82	84%
Equity	5136	4973	3%	3671	3685	(1%)
Total Liabilities & Equity	5580	5341	4%	4056	3981	2%



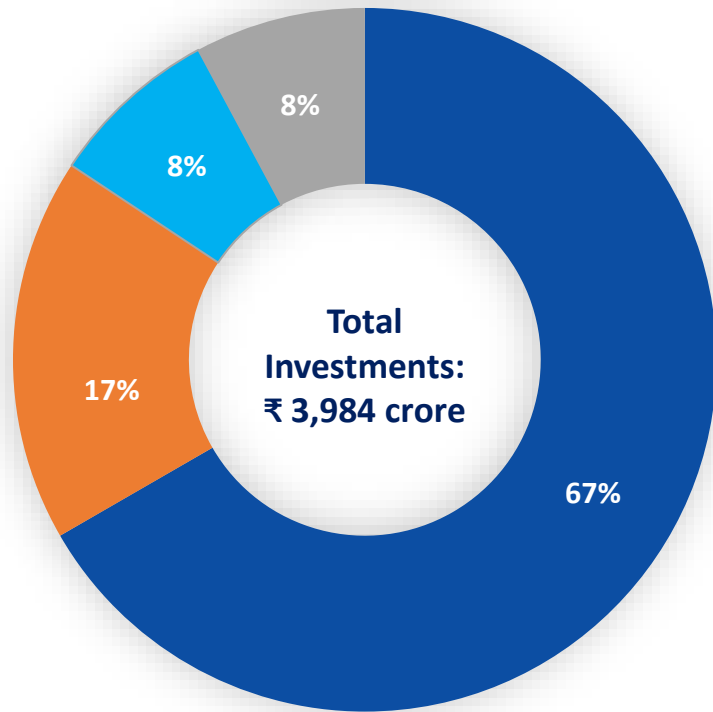
Consolidated PAT Margin (%)



Consolidated Return on Equity (%)



Breakdown of Total Investment



■ Mutual Funds ■ Offshore Funds
■ Venture funds, Other equity ■ G-Sec & Bonds

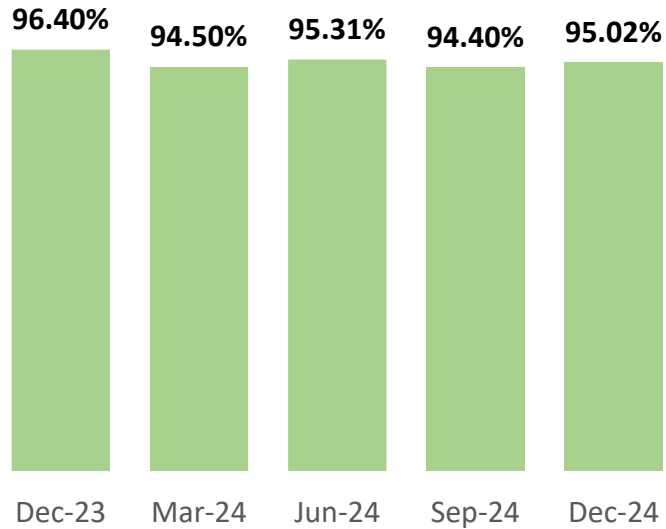
As on 31st December 2024.

(₹ crore)

Investment in UTI MF Schemes	2690
Equity [#]	363
Hybrid	427
Liquid, Debt & Arbitrage	1900
Offshore Funds	668
Equity	475
Debt / Hybrid	193
Venture Funds, Other Equity etc.	319
G-Sec & Bonds	307
TOTAL	3984

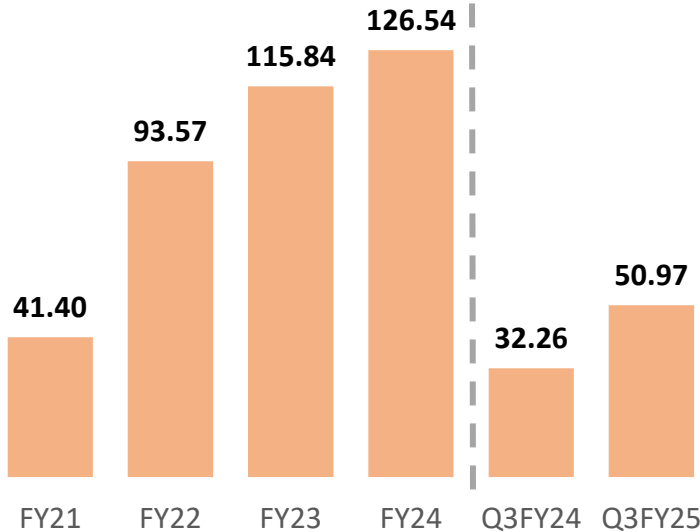
- Total Consolidated Investment as per the Balance Sheet as on 31.12.2024 is ₹4,608 crore, including the investments in SDOF II & III
- Above consolidated investment of ₹ 3,984 crore is the treasury investment of UTI Group after eliminating the consolidation effect of SDOF II & III

Quarterly Online Gross Sales (as % of Total Gross Sales)



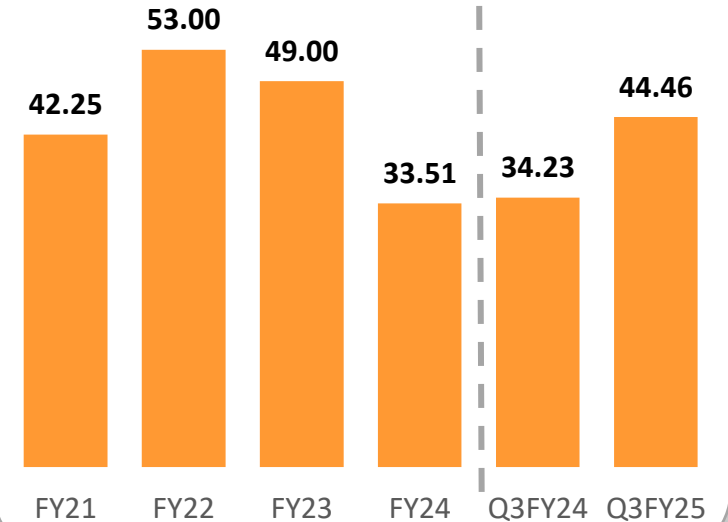
Leveraging on Salesforce Marketing Automation & Personalization capabilities to capitalize on **cross selling and upselling opportunities** has helped in growth in Online Gross Sales

Number of Digital Purchase Transactions (in Lakhs)



20% Growth In Number of **Digital SIP Transactions in Q3 FY25** as compared to Q3 FY24
Strong focus on growing SIP book Digitally

Sales through Digital Platforms (as a % of Equity & Hybrid MF Gross Sales)



44.46% of Total Gross Sales of Equity & Hybrid Funds were mobilized through **Digital Platforms**

Investor Services Key Indicators for the Quarter



Contact Center

2.37 lakh
Total Call Volume
Outbound

- 50% inbound Calls served via Self service IVR for Valuation, NAV, SOA, Branch Locator, etc.
- Inbound Calls for product and sales Support
- Outbound Calls for Leads, Call-back request, reminders etc.

0.51 lakh
Total Call Volume
Inbound

3 seconds
Average Speed of
Answer

- Chat with Live Agent for Assistance via WhatsApp & Website
- Chatbot and WhatsApp for Conversational Enquiry, Investing & Servicing

0.8 lakh
Live Chats
offered



Investor Services

11
Total Complaints Received

1.32 crore
Folios

Low Complaints Ratio
against Folios at 0.0001%



Digital Transactions (own assets)

48%
Digital Transactions done
post E-KYC are SIP
Instalments

₹ 58.95 crore
Digital Transaction
Amount capitalized post
Digital KYC

20,253
Digital KYC Compliant
PANs created



Non-Commercial Transactions

91.43%
Non-Commercial
Transactions processed in
the same day

80.45%
Non-Commercial
Transactions processed in
60 Minutes

Assets Under Management of ₹ **29,301 crore** as of 31st December 2024

Office Locations – **Singapore, Dubai, London, New York and Paris** with a total of **30 staff members**

Clients spread across **35+ countries** with **top 5** being **Japan, Bahrain, UAE, Singapore, Israel** and are primarily Institutions – **Pensions, Banks, Insurance and Asset Managers**

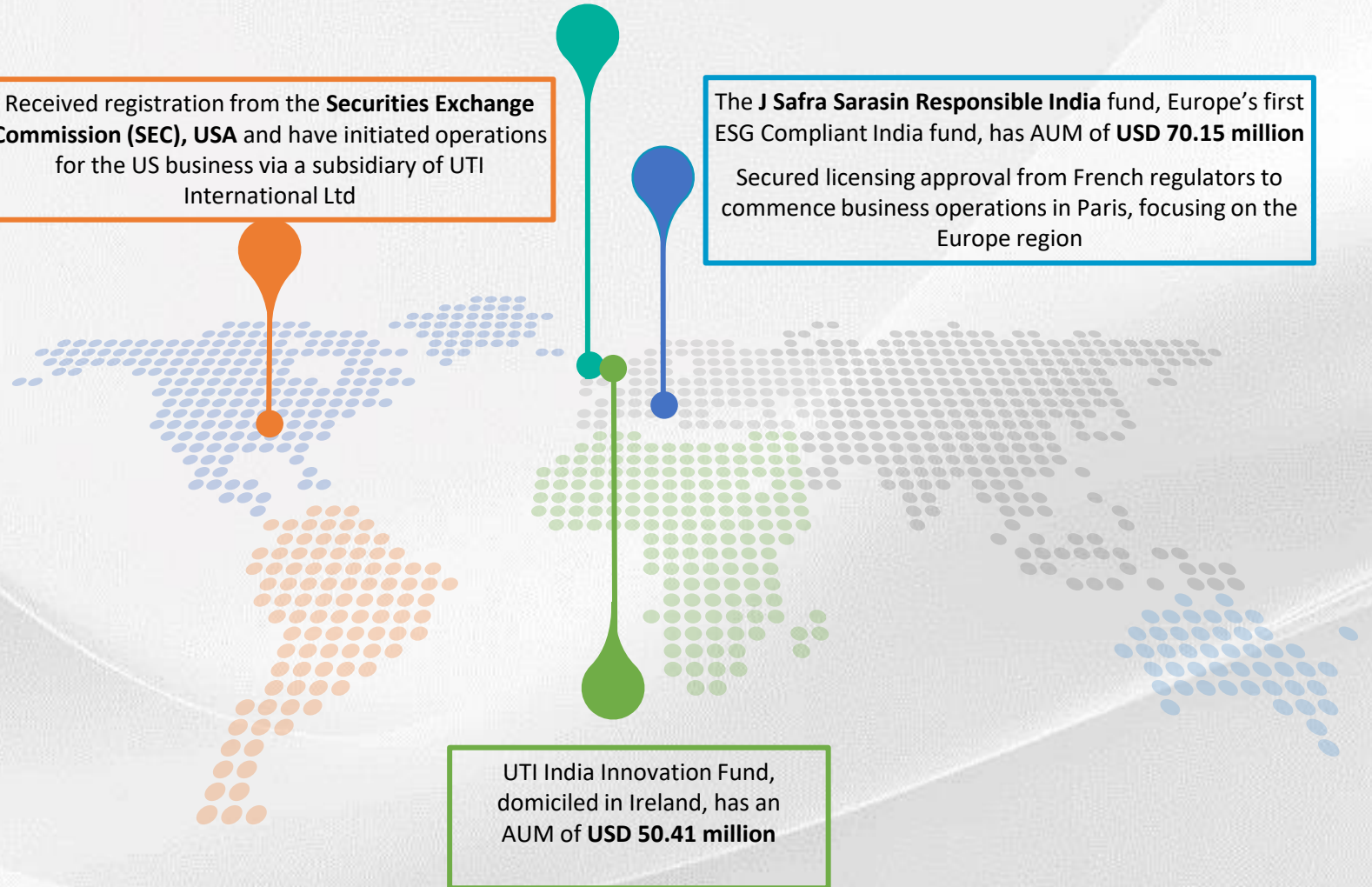
Regulated by **Monetary Authority of Singapore, DIFC in Dubai and FCA, UK**

Our **Indian Equity fund (IDEF)** domiciled in Ireland, with an AUM of **USD 1008.13 million** is being widely recognized and recommended

Received registration from the **Securities Exchange Commission (SEC), USA** and have initiated operations for the US business via a subsidiary of UTI International Ltd

The **J Safra Sarasin Responsible India** fund, Europe's first ESG Compliant India fund, has AUM of **USD 70.15 million**
Secured licensing approval from French regulators to commence business operations in Paris, focusing on the Europe region

UTI India Innovation Fund, domiciled in Ireland, has an AUM of **USD 50.41 million**



PFRDA Licensed for managing **Pension Funds** and carrying out **PoP Operations**

Manages **25.02%** of the **NPS Industry AUM** as on 31st December 2024

100% Subsidiary of UTI AMC Ltd

Managing **Government and non-Government NPS corpus**

Augmenting Pension Business



(₹ crore)

Source: Internal.

100% subsidiary of UTI AMC Ltd, mandated to manage and grow the private capital investment business

Track record of several profitable exits. Strong governance framework and best in class partners.

Received **Co-investment Portfolio Manager (CPM) License** in August 2022

IFSC Approval received for 3 funds i.e., **UTI India Opportunities (IFSC) Fund, UTI India Opportunities (IFSC) Fund II & UTI India Opportunities (IFSC) Fund III**

UTI Alternatives is also committed to **Responsible Investing**. UTI SDOF II & III have a well-defined ESG policy and strategy

FUND OF FUNDS IN IFSC GIFT CITY

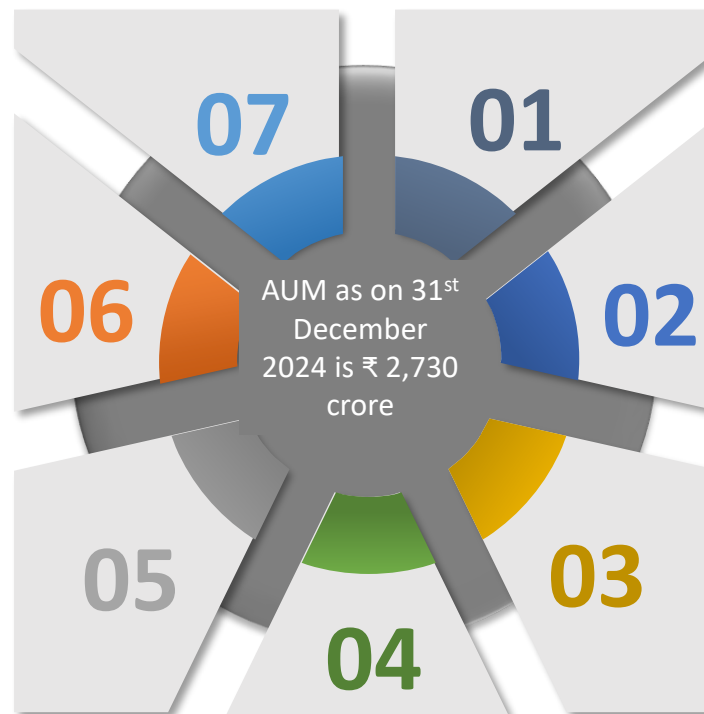
- 3 funds approved by IFSC under UAPL branch office's FME approval
- Gross commitments of **USD 200 mn⁽³⁾**

MULTI STRATEGY

- Investing across a diverse range of credit and structured equity opportunities
- Investing from Multi Opportunities Fund I (MOF) with gross commitments of ₹ **1,598 crore⁽¹⁾**

CO-INVESTMENT PORTFOLIO MANAGEMENT SERVICES

- Investors who hold units of any of the AIF schemes managed by UAPL are eligible for co-investments along with schemes of AIFs managed by UAPL
- cPMS cumulative gross AUM of ₹ **143 crore⁽²⁾**



DISTRESS CREDIT

- Special situation investments including Distress or asset backed investing in NCDs
- Investing from Asset Reconstruction Opportunities Fund I (AROF)

PERFORMING CREDIT (PASSIVELY MANAGED)

- Primarily invest in investment grade NCDs
- Usually participate with other investors
- Investing from Credit Opportunities Fund I (COF)
- D2 units of COF I are rated CARE AA+ (SO) for capital protection

PERFORMING CREDIT (ACTIVELY MANAGED)

- Investing in high yield NCDs across sectors and situations
- Usually hold to maturity and majority to sole subscriber of NCDs
- SDOF series was started in 2017, currently in 3rd series with 4th fund launching soon
- Gross Commitments in SDOF series of ₹ **1,828 crore⁽¹⁾** and AUM of ₹ **949 crore**

REAL ESTATE CREDIT

- Invest primarily in NCDs backed by late stage real estate projects
- Investment from Real Estate Opportunities Fund I (ROF) with gross Commitments of ₹ **131 crore⁽¹⁾**

Other Subsidiaries - Financial Highlights

(₹ crore)

Particulars	UTI International Ltd		UTI Pension Fund Ltd*		UTI Alternatives Pvt. Ltd		UTI HART Financial And Investment Services Ltd#	
	9M FY25	9M FY24	9M FY25	9M FY24	9M FY25	9M FY24	9M FY25	9M FY24
AUM	29,301	28,282	3,43,193	2,85,256	2,730	1,943	--	--
Sale of Service	108.3	92.6	100.4	86.4	10.9	6.3	--	--
Investment & Other Income	90.5	110.9	10.8	7.2	5.4	9.8	(0.02)	0.9
Total Income	198.8	203.5	111.2	93.6	16.3	16.1	(0.02)	0.9
Employee Benefit Expenses	48.7	37.4	10	6.5	8.6	7.8	--	--
Admin & Other Expenses	66.8	56.1	42.9	34.2	5.1	3.6	0.07	0.1
Total Expenses	115.5	93.5	52.9	40.7	13.7	11.4	0.07	0.1
Profit Before Tax	83.3	110	58.3	52.9	2.6	4.7	(0.09)	0.8
Profit After Tax	83.2	108.8	43.1	39.6	1.9	4.2	(0.10)	0.6

*Formerly known as UTI Retirement Solutions Limited

#Formerly known as UTI Venture Fund Management Co. Ltd.



About the Company

VISION

To be The **MOST
PREFERRED**
Asset Manager

MISSION



The Most Trusted Brand,
admired by all stakeholders



Asset Manager with a
Diverse Suite of Products & Global Presence



Enable our
Customers to Achieve Their Financial Goals



Employer of First Choice



A Socially Responsible Organization, known for Best
Corporate Governance

Performance-Driven Organisation with a Purpose



**Drive Common
Organisation
Goals,
Beyond
Individual
Goals**



**Take Collective
Ownership and
Individual
Accountability to
reach a
Collective
Purpose**



**Respect and Support
Each Other**



**Encourage
Meritocracy**



**Encourage Open
Discussion
and Debate**



**Pursue Innovation
and Take
Calibrated Risks**

Our Continuous Endeavour is to

Build and Retain Highly Competent and Motivated Investment Team across Asset Classes



Further Build our Distribution Capabilities and Strengthen Existing Relationship with our Partners



Enhance our standing as a Leader in Pension and AIF Business



Embed ESG Principles across the firm to be Admirable Stewards of Client/Shareholder Capital



Build Excellent Investment Systems and Processes



Execute Key Operations and Technology Driven Initiatives to improve Efficiency, Security and Agility



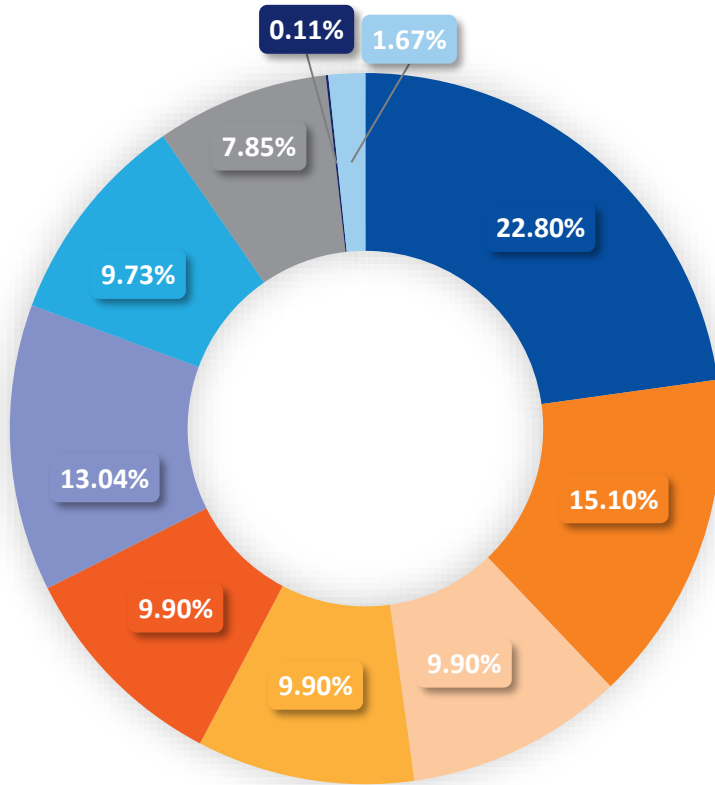
Augment our International Presence



Achieve investment performance for our investors



Returns for our shareholders in the long term



Mutual Funds

Retail Shareholders

Foreign Portfolio Investors

Alternate Investment Funds

Others



UTI AMC has no identifiable promoters



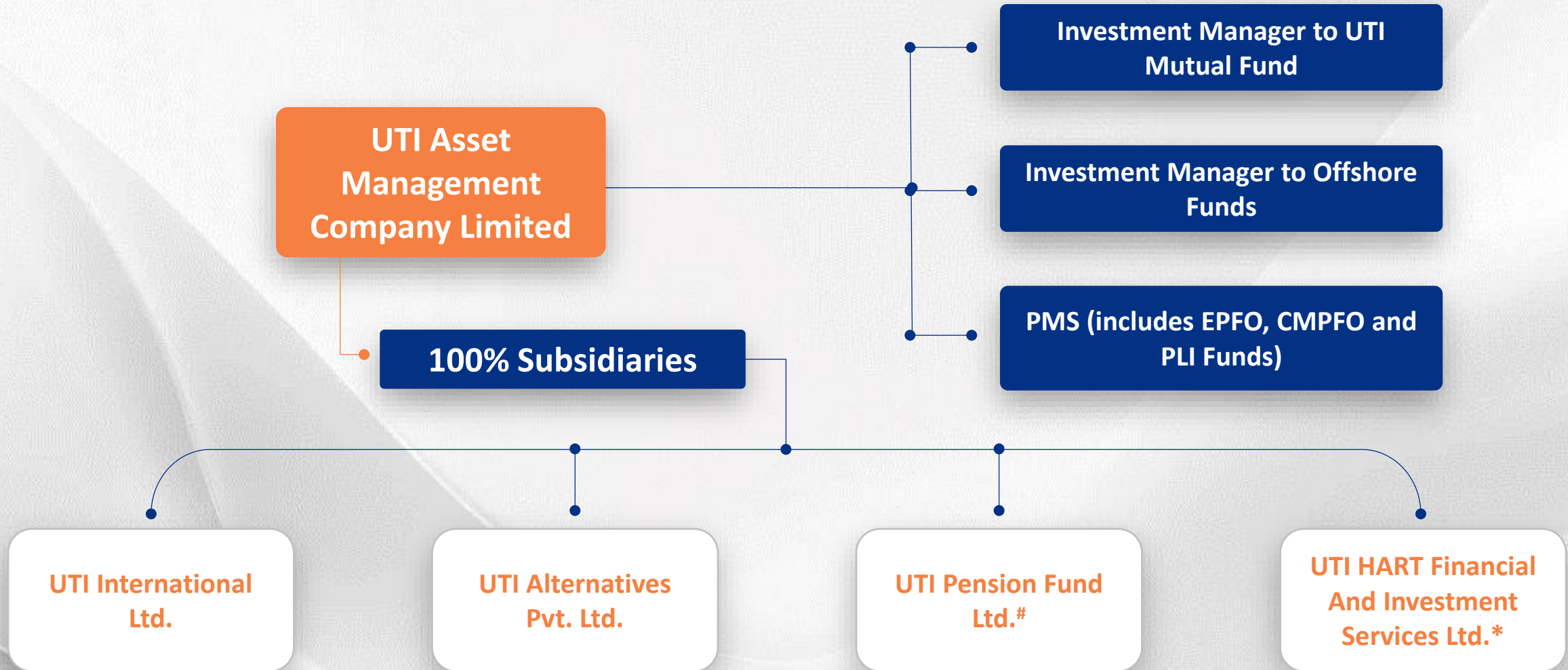
State Bank of India, Bank of Baroda and Life Insurance Corporation of India hold 9.90% share capital each



T. Rowe Price International Ltd. – a global investment management firm is the largest shareholder



Punjab National Bank, which has no other Mutual Fund, has 15.10% holding



#Formerly known as UTI Retirement Solutions Ltd.

*Formerly known as UTI Venture Fund Management Co. Ltd.

1

Geographical
Spread Across
the Country



3

Growth of
International,
Pension &
Alternate
Business



5

Consistent
Development of
Human Capital



Prudent
Investment
Management
Process

2



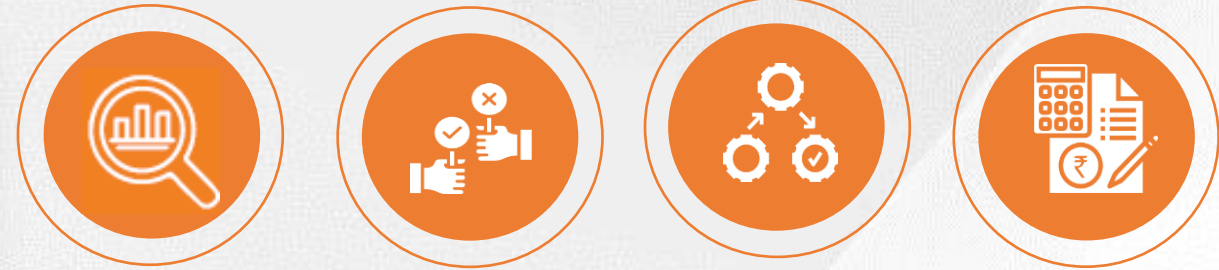
Leveraging
Digital
Adoption

4



Attracting Right
Opportunities
through
Partnerships

6



Research

- Equity
- Debt
- Macro Research

Fund Management

- CIO
- Head (Equity)
- Head (Fixed Income)
- Fund Managers

Execution

- Equity Dealers
- Debt Dealers
- Money Market Dealers
- Primary Market Dealers

Fund Accounting

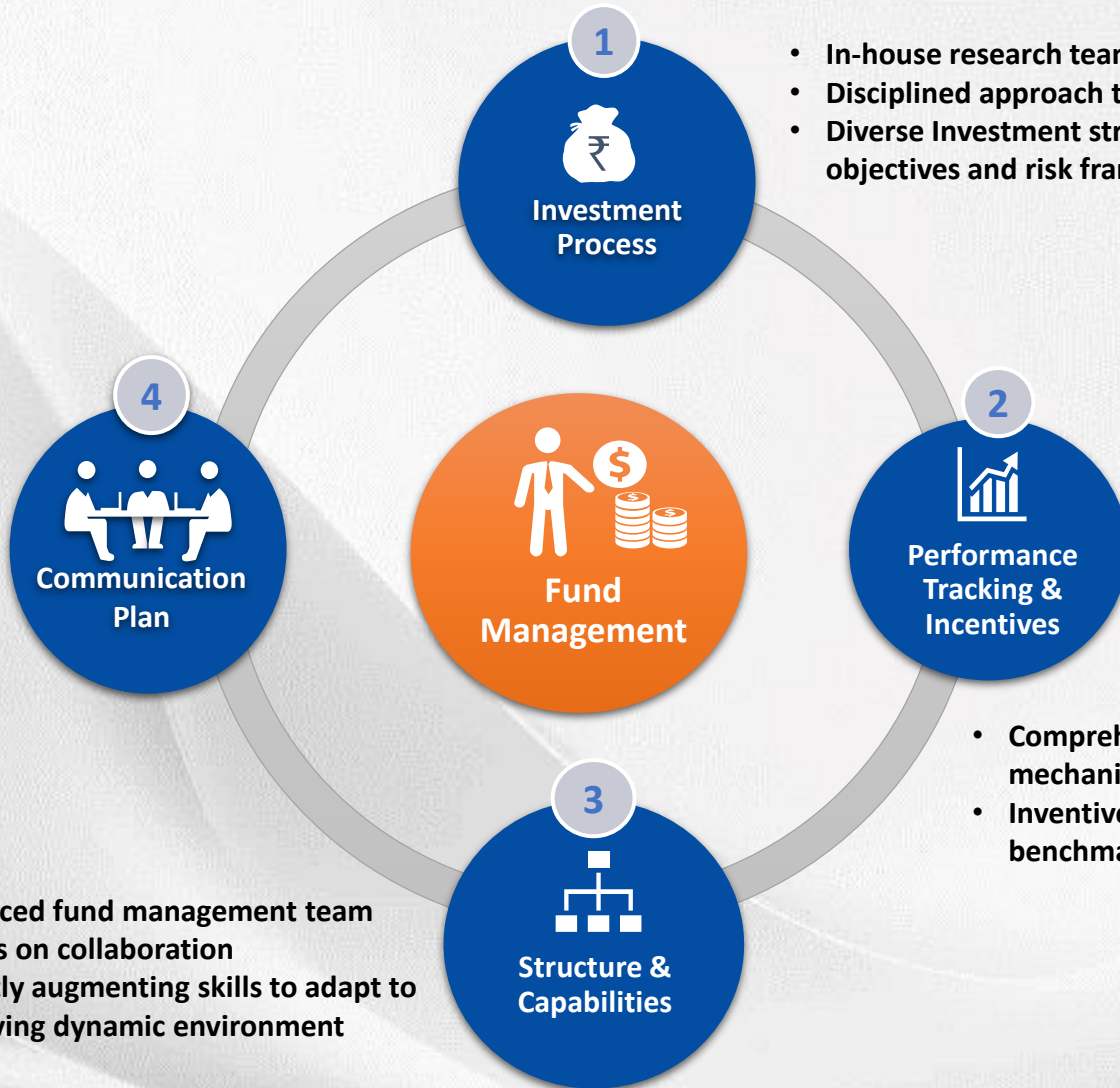
- Accounting Valuation & Net Asset Value (NAV)
- Corporate Action Follow-up & Recovery

Risk and Compliance

- Regular Compliance Check
- Dedicated Risk Management Team

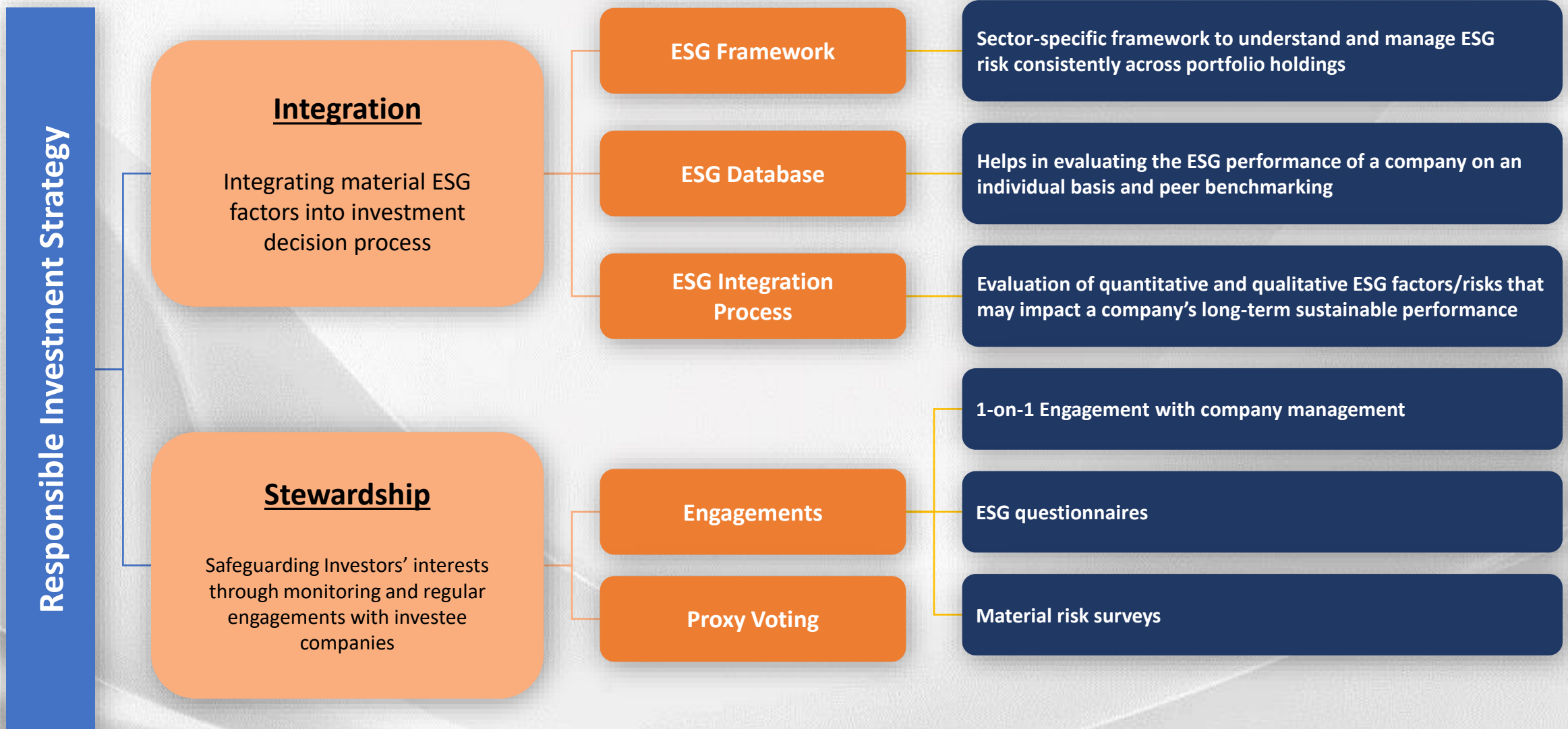


- Internal & External Audit Team



Proprietary Investment Management Processes





24x7 Digital Channels



- Access at your convenience **anytime anywhere, with Mobile App & Website- Improved UI/UX and seamless transactional journeys**
- Revamped **website utimf.com** for exploring, investing, enquiry and servicing. Website is PWA enabled, and SEO optimized
- **Conversational** investing, enquiry & assistance through chatbot UNO & WhatsApp interface
- Tech enabled, secured and 2FA compliant digital channels
- Added new features such as real-time OTM registration, real-time SIP activation, SIP life cycle management, insta service for investment and services

Assisted Journeys integrated



- Customer service for product & investment enquiry- **inbound & outbound** support
- **Revamped contact centre operations** – new dialer & updated processes. ASA of 5 secs for inbound channel
- **'Live chat with agent'** service for investors through chatbot & WhatsApp
- **Call-back to customers** for on-demand assistance & for failed transactions - website, app, chatbot, WhatsApp
- **Insta invest** - for one click digital investment via UTI financial centres & contact centre

Building Community



- Active engagement on multiple touch points across social media channels
- Growing social media follower base and engagement via multiple multimedia campaigns
- **Content distribution across channels** - infographics, blog post, videos, eBooks, GIF, surveys chatbot, FAQs etc
- **Market insight** - UTI MF knowledge series based virtual events
- **Awareness & consideration** led paid marketing campaigns on search, display, OTT, video, news platforms for existing prospective audience

Simplifying Life



- **Real-time one time mandate** – for enabling one-click investment
- **Multi-scheme investing** – create and invest in up to 4 schemes in-a-go with one click investment
- **Revamped digital KYC** - paperless and contactless KYC process riding on Aadhar & DigiLocker
- **Quick services** via SMS or Missed Call – portfolio valuation enquiry, request call back, SOA enquiry etc
- **'Quick pay'** feature launched for instant payment via pre-filled investment links for missed SIPs, failed transactions
- **Instant call-back** for failed SIP and lumpsum transactions & **abandoned cart** feature launched for drop-off transactions, to re-start journey

Partner Enablement



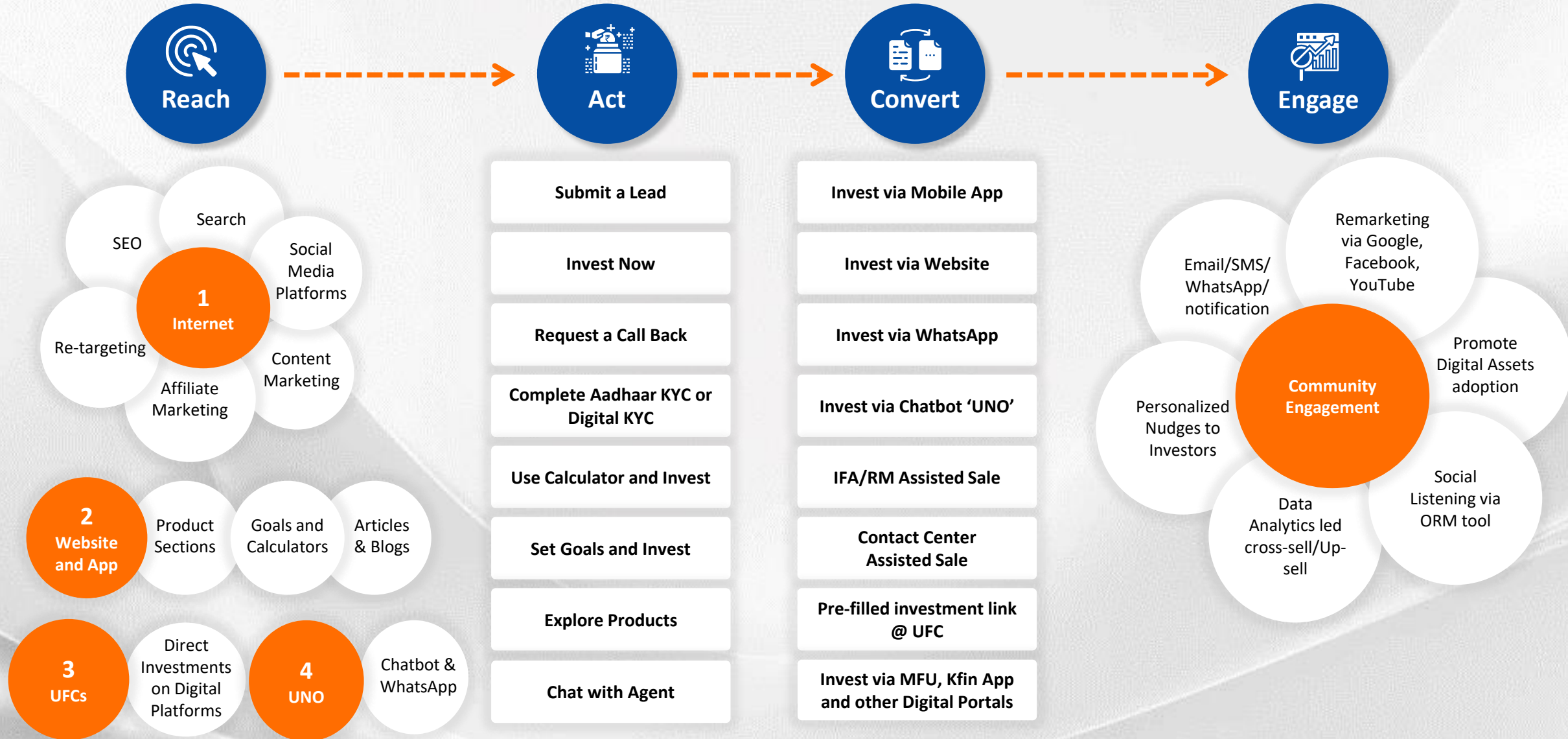
- **Paperless & digital empanelment** of MFDs
- **Revamped UTI Buddy** - office-on-the-go app and web interface for MFDs. improved UI/UX and transactional journeys and straight through capabilities
- **Initiate & track transactions** for investors to reduce sales cycle. Track AUM, folio and market updates
- **Embedded investing** - API integrations with partners and aggregators
- **WhatsApp channel** for distributors. Communication on WhatsApp also enabled as preferred channel
- **UTI insta pay** - Insta brokerage module for commission payments on the fly

Personalized and Contextual Journey



- Implemented Salesforce marketing automation tool at data cloud for offering **personalization @scale across touch points**
 - **Offering segmented, targeted & personalized communication** via email, SMS, banners & push notifications etc
 - Consistency in customer experience with **personalized touch** across platforms via preferred channels
 - Segmented and targeted campaigns for cross-sell based on data analytics
- **Re-Marketing campaigns** – re-targeting and cookie based framework
- WhatsApp communication for targeted Investors

Digital Client Acquisition Cycle



Current Digital Ecosystem at UTI AMC

Riding on Best-in-Class Technology and Partner Ecosystem

Front Office

(Revenue generating & Customer facing)



Middle Office

(Risk & Compliance)



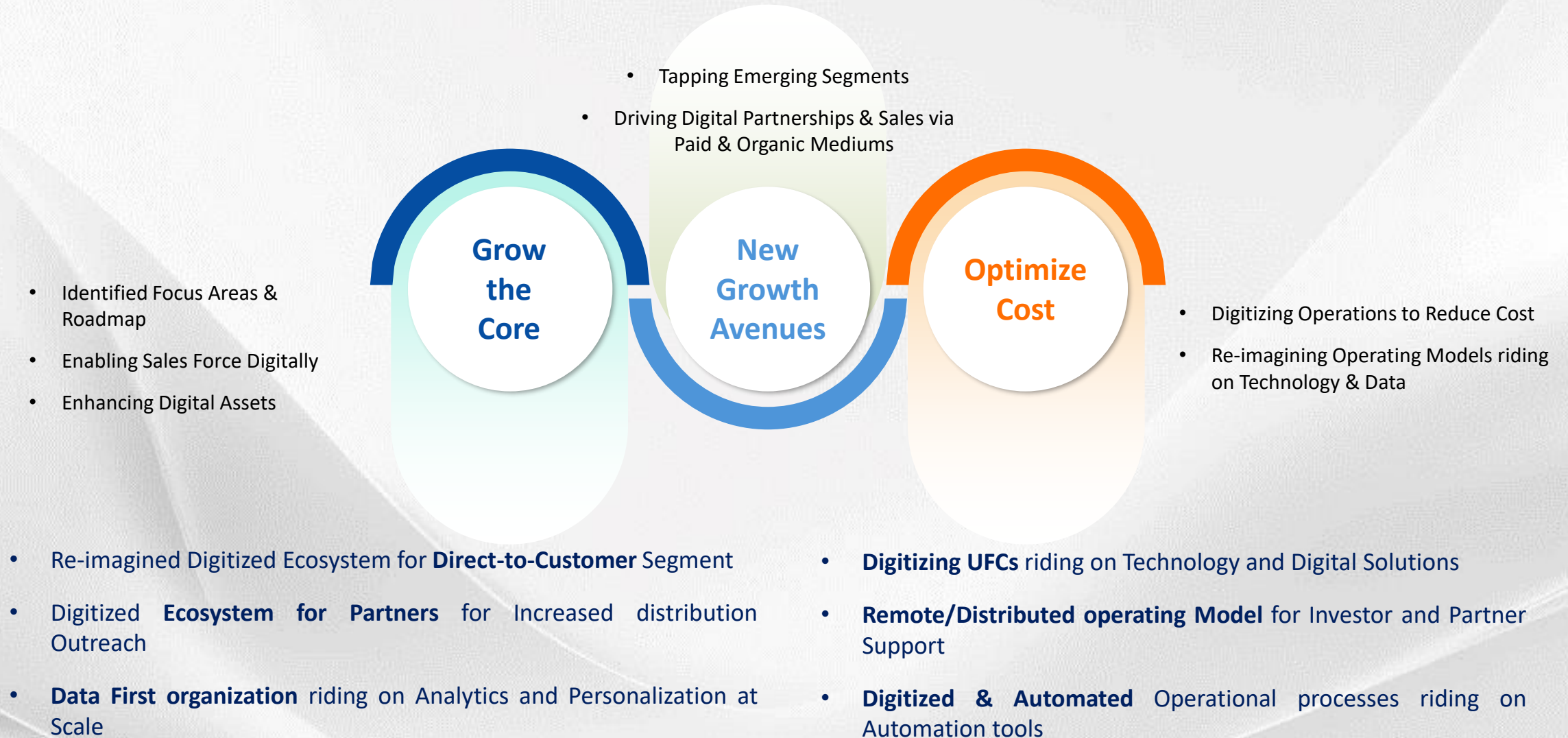
Back Office

(Accounting, Technology, HR, Finance)



Cybersecurity

Data



- UTI AMC has incorporated ESG Strategy within its business operations and considering the same, the ESG rating agencies have started evaluating the Company. The ESG Rating Agency “Sustainalytics” has progressed our score from ‘High Risk’ to ‘Medium Risk’ (from 32.9 in 2021 to 24.1 in 2023)
- The Company has conducted Double Materiality Assessment that covers both Impact Materiality and Financial Materiality. This evaluation addresses changes in stakeholder expectations, business environments, regulations, and new sustainability trends
- UTI AMC is a signatory to United Nations – Principles of Responsible Investing Framework and Climate Action 100+*
- The Company has onboarded SES ESG Research to provide in-depth ESG ratings and scores



ENVIRONMENTAL

- Adopted paperless office system, smart e-approval systems through document management software "UTI E-Way"
- 100% renewable energy usage at corporate tower, used sensor-based faucets, replaced all CFLs with LEDs, used environment-friendly R-134A refrigerant in the air-conditioning systems at our corporate office
- Compost 100% of our wet waste and recycled 100% of paper and plastic waste at the corporate office



SOCIAL

- Training on Code of ethics, Whistleblowing, Anti-money laundering, Cyber security awareness, Diversity, Equity and Inclusion, Prevention of Sexual Harassment and ESG conducted.
- 27% Female workforce
- Conducted an employee sensitization session on communication etiquette with the differently abled
- Launched a volunteering initiative called “UTI Cares”, a platform for employees to contribute to various social causes
- Through our strong CSR programme, we focus on health, education and rural development



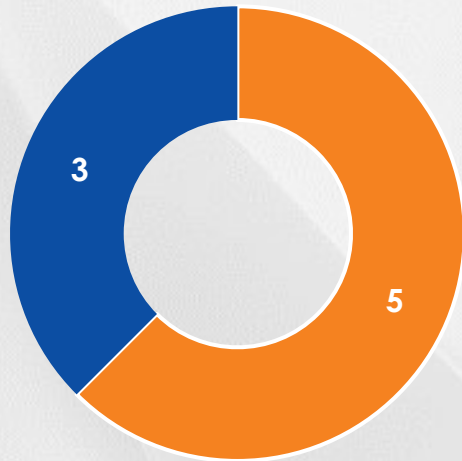
GOVERNANCE

- Responsible Investment: As a signatory to UNPRI, we scored 4 out of 5 stars under Policy Governance & Strategy, Direct Listed Equity – Active Fundamental and Confidence building measures. Scored 3 out of 5 stars under Direct Listed Equity – Passive Equity, Fixed Income – Corporate. We need to improve on Fixed Income – Sovereign module
- Robust Risk Management Framework: Regularly monitor risk registers and risk mitigation
- Data Security and Cyber Risks: Strengthening of mechanisms for cyber security (cloud security, dark web and deep web monitoring)

**Climate Action 100+ is an investor-led initiative to ensure the world's largest corporate greenhouse gas emitters take necessary action on climate change.*

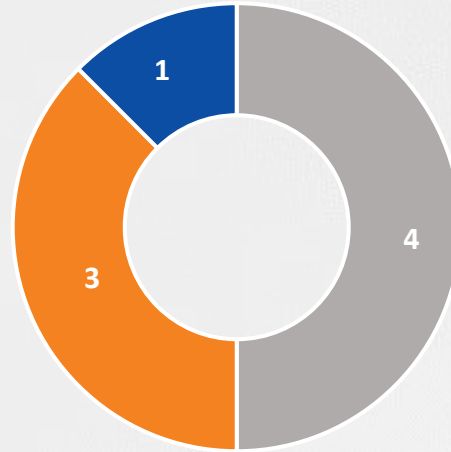
UTI AMC is a professionally managed company

Geographical Representation



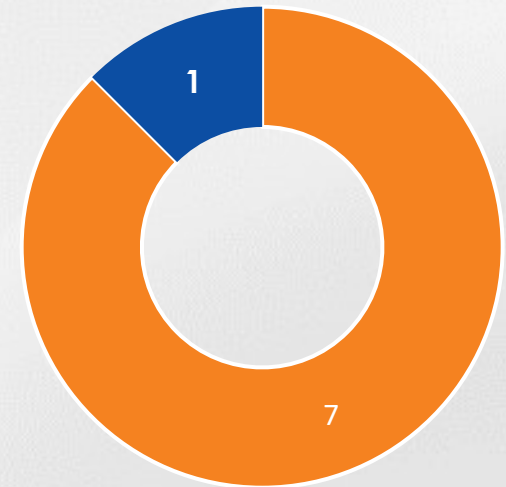
■ Domestic ■ Overseas

Board Composition



■ Independent Directors
■ Non-Executive Non-Independent Directors
■ Managing Director

Women Directors Representation



■ Women Director



Mr. Dinesh Kumar Mehrotra

Non-Executive Chairman & Independent Director

Mr. Dinesh Kumar Mehrotra is a Non-Executive Chairman & Independent Director of the Company. He has previously served as the Chairman and the Managing Director of LIC. He has also served as the Executive Director of International Operations at LIC. He holds a B.Sc. (Honours) degree from the University of Patna.

Date of Appointment: 23rd August 2017



Mr. Flemming Madsen

Non-Executive Nominee Director

Mr. Madsen is a Non-Executive Nominee Director of the Company. He was the Head of Global Financial Intermediaries at T. Rowe Price. He was a Vice President of T. Rowe Price Group, Inc., T. Rowe Price International Limited and member of the EMEA Distribution Executive Committee. He has been associated with T. Rowe Price for 23 years. He has more than three decades of experience in the financial industry which includes Capital Markets Transactions, Investment Banking and Asset Management.

Date of Appointment: 25th July 2022



Mr. Narasimhan Seshadri

Independent Director

Mr. Narasimhan Seshadri is an Independent Director of the Company. He has four decades of experience in the banking industry, having served two major public sector banks viz. Canara Bank and Bank of India. Prior to joining the Company, he was a Director on the Board of NPCI and a whole-time executive director on the Board of Bank of India. He holds a Master's Degree in Commerce from the Bangalore University, Masters in Divya Prabandam M.A. (DP) from SASTRA University and Masters in Banking and Finance (MBA Banking and Finance) from IGNOU. He is a Certified Associate of the Indian Institute of Bankers.

Date of Appointment: 23rd August 2017



Mr. Deepak Kumar Chatterjee
Independent Director

Mr. Deepak Kumar Chatterjee is an Independent Director of the Company. Prior to joining the Company, he was associated with SBI Funds Management Private Limited as the Managing Director and Chief Executive Officer and SBI Capital Markets Limited as a Executive Vice President. He was also associated with IIFCL Projects Limited as its Chief Executive Officer and IIFCL Asset Management Company Limited as a Director. He holds a B.Sc. (Honours) degree in Physics from the University of Delhi, and M.Sc. degree in Agricultural Physics from the Indian Agricultural Research Institute, New Delhi and an MBA from the University of Delhi. He is also a Certified Associate of the Indian Institute of Bankers.

Date of Appointment: 25th September 2018



Ms. Jayashree Vaidhyanathan
Independent Director

Ms. Jayashree Vaidhyanathan is an Independent Director of the Company. She was associated with Scope International Private Limited as Head of Technology and Strategy and served as a partner with Accenture Services Private Limited. She has also served as an Independent Director in Altran, Global Engineering and Innovation consulting firm and Mahindra Sanyo Steel. She holds a B.E. degree in Computer Science Engineering from the University of Madras and an MBA from Cornell University. She is also a Chartered Financial Analyst from CFA Institute.

Date of Appointment: 16th December 2019



Mr. Santosh Kumar
Non-Executive Nominee Director

Mr. Santosh Kumar is a Non-Executive Nominee Director of the Company. He is currently working as the General Manager – Treasury Division at Punjab National Bank. He holds a B.A.(Hons), LL.B. and CAIIB. He has more than two decades of experience and carries a rich and diverse banking exposure mainly in areas of Treasury, International Banking, and as business unit head in the field. He also carries experience of working in Administrative offices like Circle Office and Head Office of the Bank. He is having hands on professional knowledge and experience in Forex and Integrated Treasury functions. He is well versed in areas such as: Dealing in Foreign Currency and Precious Metals, Derivatives, Correspondent Banking, Trade Finance, Remittances, Non-Resident accounts, Nostro / Vostro A/c.

Date of Appointment: 1st October 2024



Mr. Srivatsa Desikamani
Non-Executive Nominee Director

Srivatsa Desikamani is Non-Executive Nominee Director of the Company. He is Head of Strategy and Corporate Development at T. Rowe Price. He is a Vice President of T. Rowe Price Associates, Inc. and T. Rowe Price Group, Inc. In his current role, he oversees the development of firm wide strategy, strategic initiatives, corporate development, and merger & acquisition activities for the firm. From 2013-2021, he was at Janus Henderson group (JHG), most recently as the Global Head of Strategy and Corporate Development and an advisory member of the Executive Committee. He led the areas of corporate strategy, strategic finance, planning, and corporate development at JHG. While at JHG, he led the merger of Janus Capital Group with Henderson Plc, the acquisitions of Kapstream Inc. (Australian Fixed Income manager), Velocity Shares (Exchange Traded product manager), the divestiture of Geneva Capital Management, and other significant strategic ventures. Prior to Janus Henderson, he was at McKinsey & Co. in New York, where he served a variety of global asset management, banking, and financial services firms and was a leader in the asset management vertical within Financial Services. He has a bachelor's degree, in engineering from Birla Institute of Technology and Science in Pilani, India, MS in Computer Science from the University of Delaware, and M.B.A. from the Tuck School of Business, Dartmouth. He has more than 15 years of asset management and financial industry experience.

Date of Appointment 25th July 2023



Mr. Imtaiyazur Rahman
Managing Director & CEO

Mr. Imtaiyazur Rahman is the Managing Director & Chief Executive Officer of the Company. He has more than three decades of experience in management, business leadership, leading change and forming strategic alliances. He joined the UTI Group in 1998 as part of UTI Investor Services Ltd. and joined UTI AMC Ltd. in 2003. He was also the CFO of the Company from 2005. In his role as Group President & Chief Finance Officer, he headed the functions of Finance, Accounts, Taxation, Information Technology, Board related matters, Offshore funds, Alternate Investments and Portfolio Management Services. He is a Science graduate and Fellow member of Institute of Cost Accountants of India; and Institute of Company Secretaries of India. He holds a Certified Public Accountancy degree (USA); has attended GAMP from Indian School of Business & Kellogg School of Management and has also completed the Leadership programme - "Leading for Results" from INSEAD (France). He has been awarded ESG Competent Board's Global Certification and Designation. He has also been conferred an Honorary doctorate degree, D.Litt, by the ITM University, Raipur. He has successfully completed programs on "Making Corporate Boards more Effective", "Compensation Committees-New Challenges, New Solutions" and "Audit Committees in a New Era of Governance" from the Harvard Business School.

Mr. Rahman is on the Board of UTI International (Singapore), UTI Alternatives Pvt. Ltd., UTI Pension Fund Ltd. and UTI Hart Financial and Investment Services Ltd. Mr. Rahman was a director on the Board of IndianOil Adani Ventures Ltd. He is a Member on the Board of Governors of National Institute of Securities Market (NISM), established by SEBI; and CII National Committee on Financial Markets - 2024-25. He was the Chairperson for the FICCI Task Force on ESG; CII Financial Sector Development Council; and Banking & Finance Committee of IMC Chamber of Commerce & Industry. He was on the Board of Association of Mutual Funds in India (AMFI) and is presently a permanent invitee to the AMFI Board Meetings.

Date of Appointment: 25th July 2022



Mr. Suhail Nathani

Suhail Nathani is Independent Director of UTI Trustee Company Private Limited. He has completed M.A. in Law from Cambridge University and LLM from Duke University. He is also the Co-Founder and Partner of the 'Economic Laws Practice'.



Ms. Mukeeta Jhaveri

Ms. Mukeeta Jhaveri is Independent Director of UTI Trustee Company Private Limited. She has completed B.A. in Economics & Political Science and B.Sc. in Finance from New York University. She has worked at DSP Financial Consultants, (now Bank of America Merrill Lynch), Mumbai as Head of Equity Sales and Vice President Capital Markets. She has considerable experience in the areas of merchant banking, capital market, equity sales and portfolio management. She serves on the Board of Raymond Limited, Taurus Trading Pvt Ltd and St. Jude India Childcare Centers as a Director.



Mr. Shiva Kumar

Mr. Shiva Kumar is Independent Director of UTI Trustee Company Private Limited. He was Chief General Manager at State Bank of India and Managing Director of State Bank of Bikaner & Jaipur. He was also President of Edelweiss Financial Services Group, Mumbai.



Mr. Venkatraman Srinivasan

Mr. Venkataraman Srinivasan is Independent Director of UTI Trustee Company Private Limited. He is engaged in Audit & Assurance practice and Direct Tax & Corporate Advisory Services since 1984, specializing in Statutory Audits of Banks, Mutual Funds and Financial Companies, Public Sector Companies, and advisory in the areas of Direct Tax, Company Law, Competition Law, the Foreign Exchange Management Act and Securities and Exchange Board of India matters. He has a work experience of over 36 years. He was a special invitee on the Accounting Standards Board of the Institute of Chartered Accountants of India (ICAI) for FY2020-21 and was a special invitee on the Ind AS Transition Facilitation Group Committee of the ICAI for FY2019-20. He has been Co-opted as a Member of the Expert Advisory Committee of the ICAI for FY 2021-22. He has also participated in the case study based governance program on "Audit Committees in this New Era of Governance" at the Harvard Business School.



Thank You

REGISTERED OFFICE:

UTI Tower, 'Gn' Block, Bandra Kurla Complex,
Bandra (E), Mumbai - 400051.
Phone: 022 – 66786666.

UTI Asset Management Company Limited
(Investment Manager for UTI Mutual Fund)

E-mail: corpcomm@uti.co.in

UTI Asset Management Company Limited Q3 and 9M FY2024-25 Results

**Consolidated Net Profit stood at ₹ 151 crore in Q3 FY2024-25
₹ 644 crore in 9M FY2024-25**

UTI Asset Management Company Limited announced its financial results for the period ending 31st December 2024.

Mr. Imtaiyazur Rahman, Managing Director & Chief Executive Officer, UTI AMC, said: “UTI AMC has seen a notable uptick in AUM, with the Gross SIP inflows depicting a progressive curve in the last one year. This reflects the trust that our investors have been reposing in the Company. We ended 2024 with the launch of two more index funds that add to our passive product line of innovative investment solutions. To further enhance our reach in far placed investors, we opened 68 new branches in Tier II and III cities across the country. In the new year 2025, we remain steadfast with our commitment to improve accessibility and keep empowering investors in their wealth creation journey.

On the macro front, it will be pertinent to say that investors’ confidence on India’s resilient economy has remained high over the last few years and this confidence along with significant government impetus will lend velocity as we pave way towards being one of the largest economies in the world.”

Business Highlights for Q3 FY2024-25

- The total group AUM for UTI Asset Management Company stood at ₹ 20,77,125 crore.
- As on December 31, 2024, UTI MF’s quarterly average assets under management (QAAUM) was ₹ 3,52,412 crore.
- Equity Assets (Active + Passive) contributed 70% to UTI MF’s total average AUM.
- The ratio of equity oriented QAAUM and non-equity oriented QAAUM was 70:30 vis-à-vis industry ratio of 61:39.
- Gross Inflow mobilized through SIP for the quarter ended December 31, 2024, stood at ₹ 2,202 crore.
SIP AUM as of quarter end stood at ₹ 38,366 crore, an increase of 29.36% as compared to December 31, 2023.
- Total live folios stood at 1.32 crore as on December 31, 2024.
- Digital purchase transactions rose to 50.97 lakh, an increase of 58% as against quarter ended December 31, 2023.
- UTI AMC has geographical presence in 699 districts in India, amongst the highest in the industry.

Consolidated Financial Highlights for Q3 FY2024-25

- Revenue from operations for the October-December quarter stood at ₹ 418 crore, down by 7% YoY and 22% QoQ.
The core revenue from operations for Q3 FY2024-25 consisting entirely of sale of services amounted to ₹ 375 crore, up by 29% YoY and 1% QoQ.

- Profit before tax for the third quarter of FY2024-25 was at ₹ 221 crore, down by 15% YoY and 34% QoQ.
Core Profit before tax was ₹ 176 crore for Q3 FY2024-25, up 75% YoY and 4% QoQ.
- The quarterly profit after tax stood at ₹ 151 crore in Q3 FY24-25, down by 19% YoY and 37% QoQ.
The core profit after tax for the third quarter (excluding income from investments and other non-operating income) was ₹ 138 crore, up 76% YoY and 5% QoQ.

Consolidated Financial Highlights for 9M FY2024-25

- Revenue from operations for the 9MFY25 stood at ₹ 1,485 crore, up 12% YoY.
The core revenue from operations for 9MFY25 consisting entirely of sale of services amounted to ₹ 1,085 crore, up 26% YoY.
- Profit before tax for the 9MFY25 was at ₹ 898 crore, up 17% YoY.
Core Profit before tax was ₹ 489 crore for 9M FY25, up 58% YoY.
- The Profit after tax stood at ₹ 644 crore in 9MFY25, up 7% YoY.
The core profit after tax for nine months (excluding income from investments and other non-operating income) was ₹ 387 crore, up 55% YoY.

About UTI Asset Management Company Limited

UTI Asset Management Company Limited (UTI AMC) is Investment Manager to UTI Mutual Fund. It is incorporated under the Companies Act, 1956 and was approved to act as an Asset Management Company for UTI Mutual Fund by SEBI on 14th January 2003. UTI AMC is registered as Portfolio Manager with SEBI and through its subsidiary it acts as Fund manager for AIF, among others. It also has a countrywide network of branches along with a diversified distribution network.

Mumbai
28th January 2025

Registered Office: UTI Tower, 'Gn' Block, Bandra - Kurla Complex, Bandra (E), Mumbai - 400 051.
Phone: 022-66786666.

Mutual Fund Investments are subject to market risks, read all scheme related documents carefully.

For media queries, please contact:

Isha Srivastava @ isha.srivastava@uti.co.in, or Ruchi Singh @ ruchi.singh@adfactorspr.com