Ref No:67/2024-25

Dated:10th October, 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: Submission of Investor Presentation for the Second Quarter and Half Year Ended 30th September 2024

Dear Sir/Madam,

In terms of Regulation 30 read with Para A of Part A of Schedule III the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the investor presentation for the second quarter and half year ended 30th September 2024.

We request you to kindly take the above on record.

Thanking You,

Yours faithfully, For **Anand Rathi Wealth Limited**

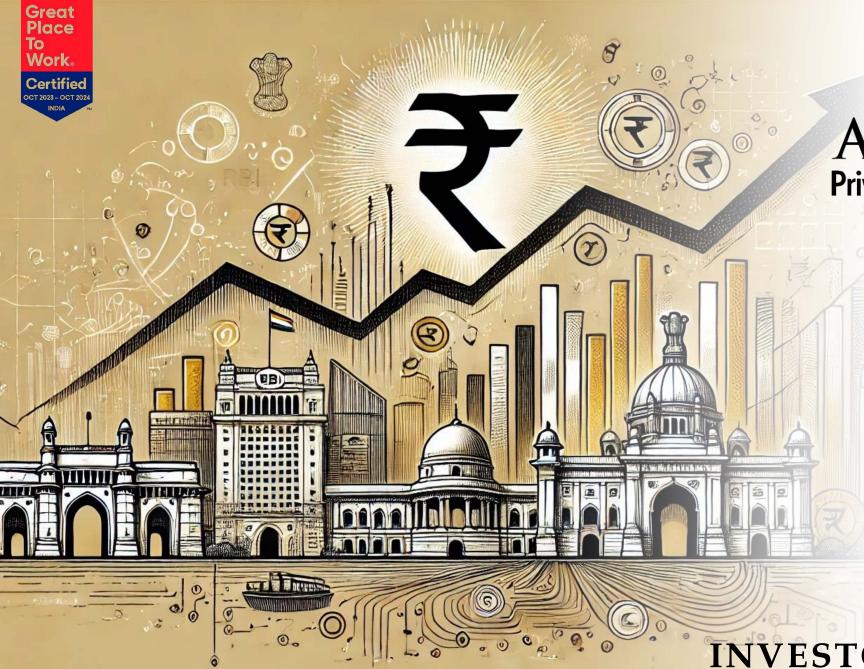
Rajesh Bhutara Chief Financial Officer

Enclosed: As above

ANAND RATHI WEALTH LIMITED (Formerly known as 'Anand Rathi Wealth Services Limited)

AMFI-Registered Mutual Fund Distributor CIN No.: L67120MH1995PLC086696 Registered Office : Floor No. 10, A Wing, Express Zone, Western Express Highway, Goregaon (E), Mumbai - 400 063 Board Line No.: 022 6281 7000 | Website: anandrathiwealth.in

Corporate Office : Floor No. 2 & 3, Block B & C, E Wing, Trade Link, Kamala Mills Compound, Senapati Bapat Marg, Lower Parel, Mumbai - 400013 | Board Line No.: 022 69815400/69815401 | Website: anandrathiwealth.in



INVESTOR PRESENTATION

Quarter & Half Yearly Ended 30th September 2024

This presentation and the accompanying slides (the "Presentation"), which have been prepared by **Anand Rathi Wealth Limited (the "Company")**, have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections. INDEX

ANANDRATHI Private Wealth. uncomplicated

Strong growth momentum to continue ...31-40 Consolidated highlights4-10 Private wealth business ...11-23 Future unlocking of India's wealth story24-27 New businesses ...28-30

Consolidated Highlights

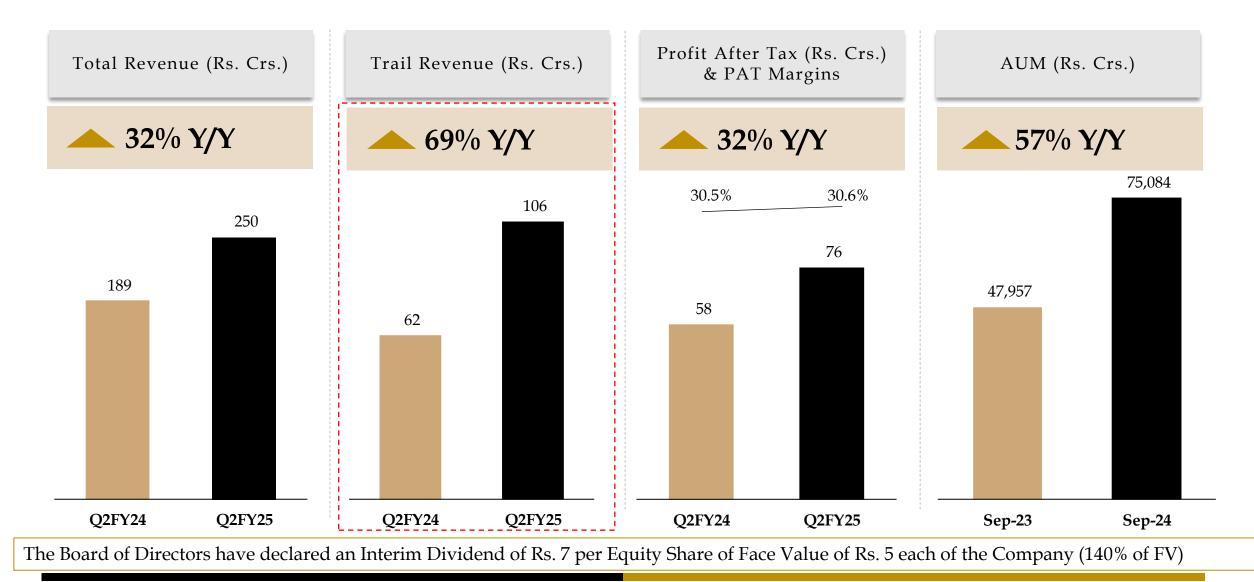


(INR Crs.)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25
Total Revenue	178.4	189.1	187.3	197.2	245.4	249.6
Total Revenue y/y %	33.6	36.9	33.6	34.2	37.5	32.0
Revenue from Operations	175.0	182.6	182.4	184.3	237.6	242.5
<i>Revenue from Operations y/y %</i>	33.0	34.2	32.2	28.9	35.8	32.8
Total Cost	107.5	111.3	109.3	118.2	146.4	147.4
Total Cost y/y %	33.4	38.2	33.5	35.0	36.2	32.4
Employee Benefit Expenses	78.9	80.9	78.4	84.0	108.7	109.4
Employee Expense as a % of Revenue	44.2	42.8	41.9	42.6	44.3	43.8
Other Expenses	28.6	30.5	30.9	34.2	37.7	38.0
PBT	70.9	77.7	78.0	79.0	99.0	102.2
PAT	53.2	57.7	58.0	56.9	73.4	76.3
PAT y/y %	34.0	34.3	34.3	33.4	38.0	32.3
PAT Margin (%)	29.8	30.5	31.0	28.8	29.9	30.6
EPS (Rs.)	12.8	13.8	13.9	13.6	17.6	18.3

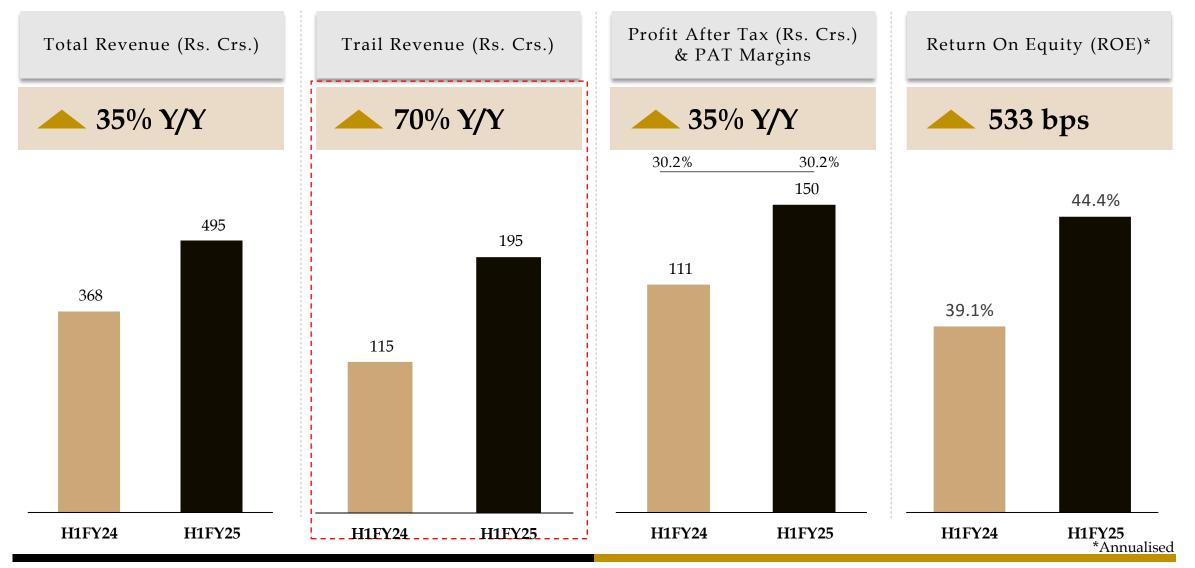
	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24
AUM (Rs. Crs.)	43,413	47,957	55,057	59,351	69,018	75,084
y/y %	31.7	33.8	42.9	52.2	59.0	56.6
Active Client Families	8,747	9,212	9,641	9,911	10,382	10,977
y/y %	17.0	16.2	17.5	18.7	18.7	19.2
Client Attrition (% of AUM lost)	0.2	0.2	0.3	0.3	0.1	0.2
Relationship Managers	308	311	322	332	360	374
y/y %	13.7	14.8	16.2	13.3	16.9	20.3
Regret RM Attrition (%)	0.7	0.0	0.0	0.0	0.0	0.0

Note: Except for AUM, all other figures are for Private wealth

STRONG Q2 FY25 FINANCIAL PERFORMANCE



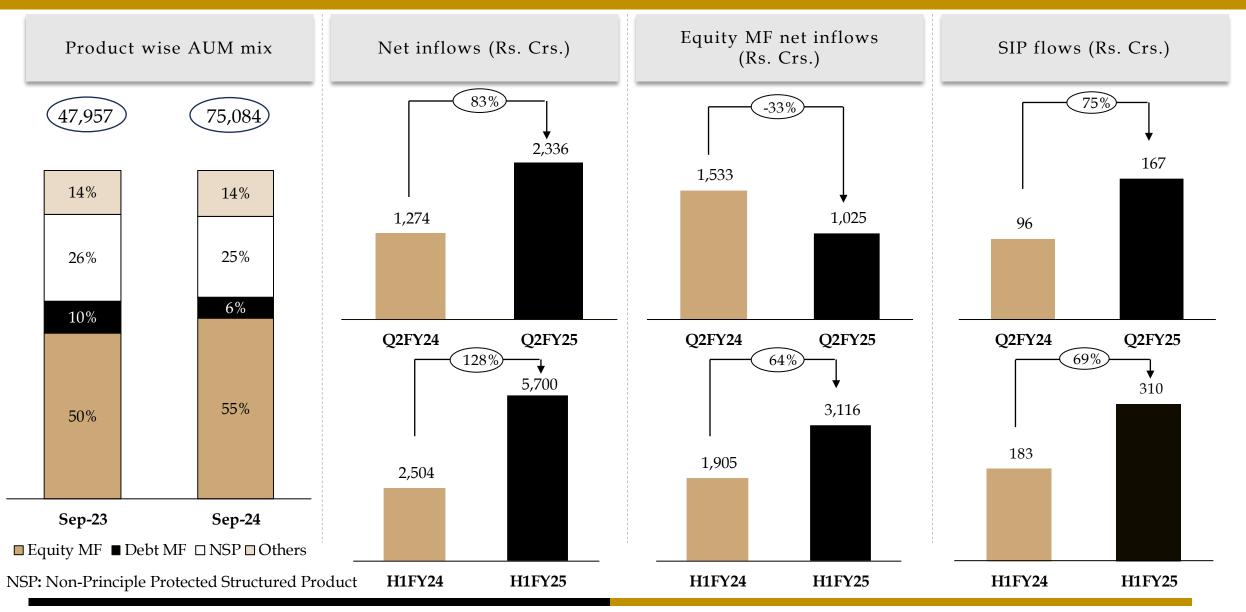
STRONG H1 FY25 FINANCIAL PERFORMANCE



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PERFORMANCE METRICS FOR Q2 & H1 FY25

ANANDRATHI Private Wealth. uncomplicated



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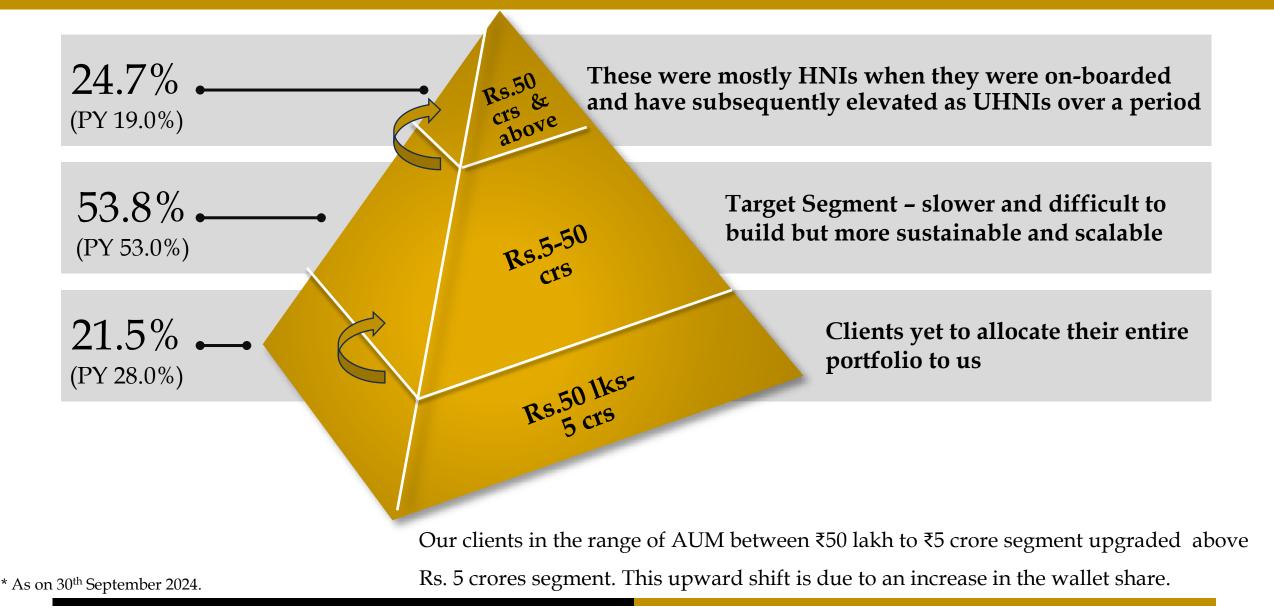
	Industry (Rs. Crs.)				ARWL (Rs. Crs.)			Share in Industry	
For Period	Net inflows of growth / equity oriented schemes	SIP purchases	Net inflows - SIP purchases	Equity MF net inflows	SIP purchases	Net inflows - SIP purchases	Equity MF net inflows	Net inflows - SIP purchases	
FY22	164,405	124,566	39,839	3,085	214	2,871	1.9	7.2	
FY23	146,754	155,972	(9,218)	3,143	304	2,839	2.1	NA*	
FY24	184,091	199,218	(15,127)	4,628	422	4,206	2.5	NA*	
H1FY25	203,994	133,925	70,069	3,116	310	2,805	1.5	4.0	

NA* Industry has witnessed net outflows and ARWL has seen net inflow, therefore industry share cannot be calculated.

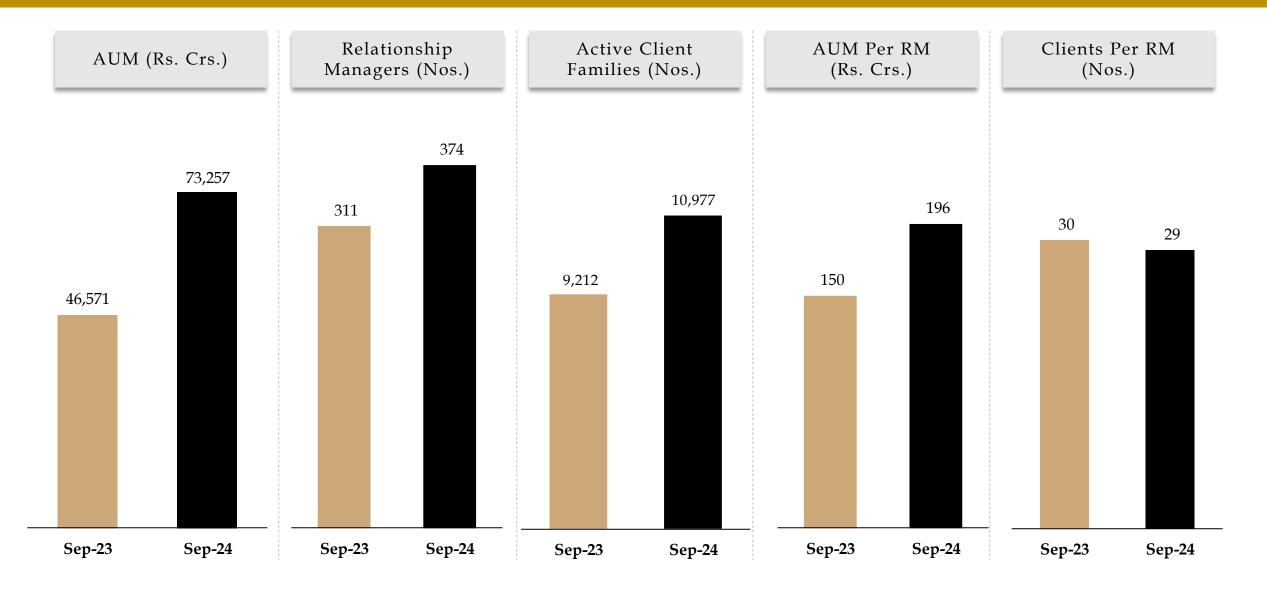
Private Wealth Business



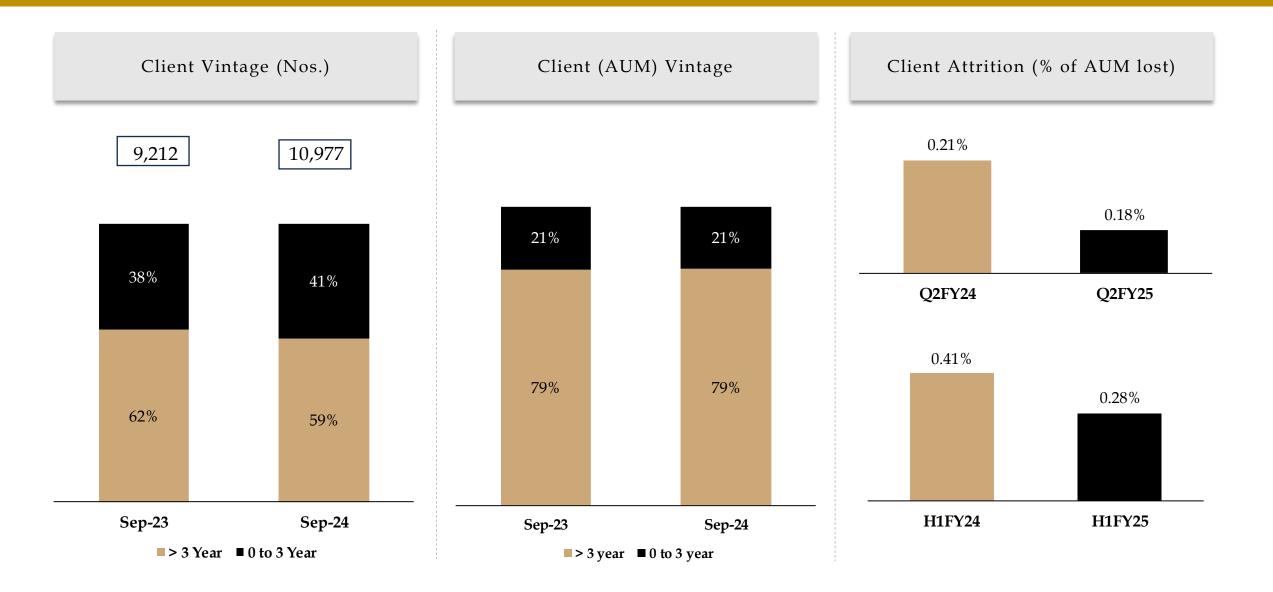
FOCUSED ON MORE REWARDING HNI SEGMENT - SHARE IN AUM ANANDRATHI Private Wealth. uncomplicated



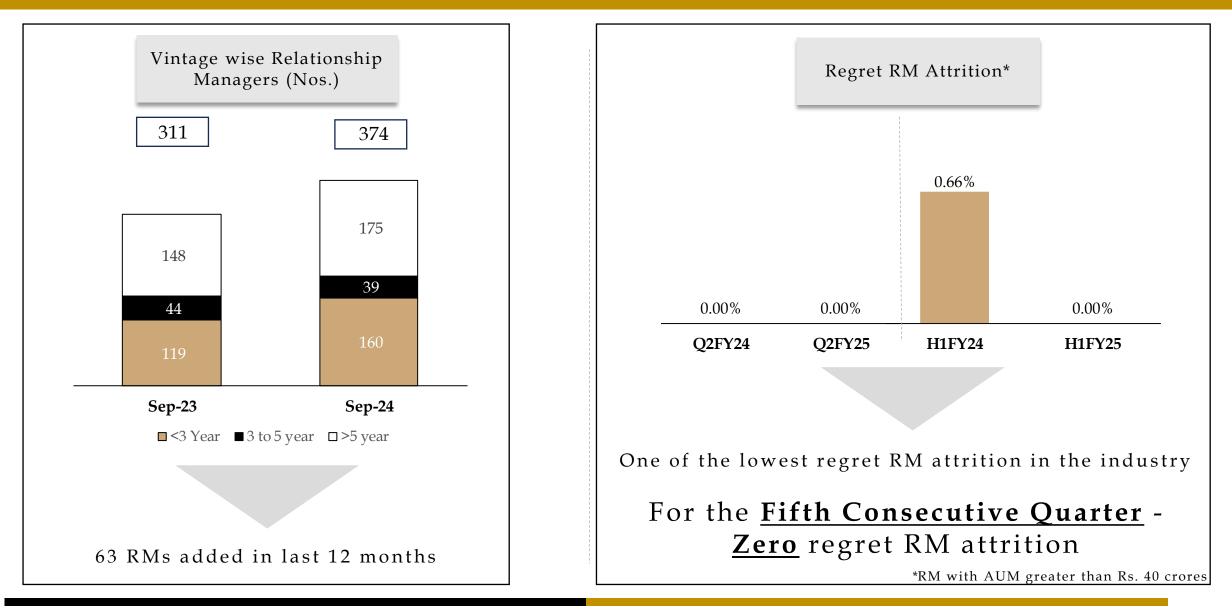
KEY OPERATIONAL HIGHLIGHTS FOR Q2 FY25



ADVANTAGES OF CLIENT VINTAGE AND STICKINESS

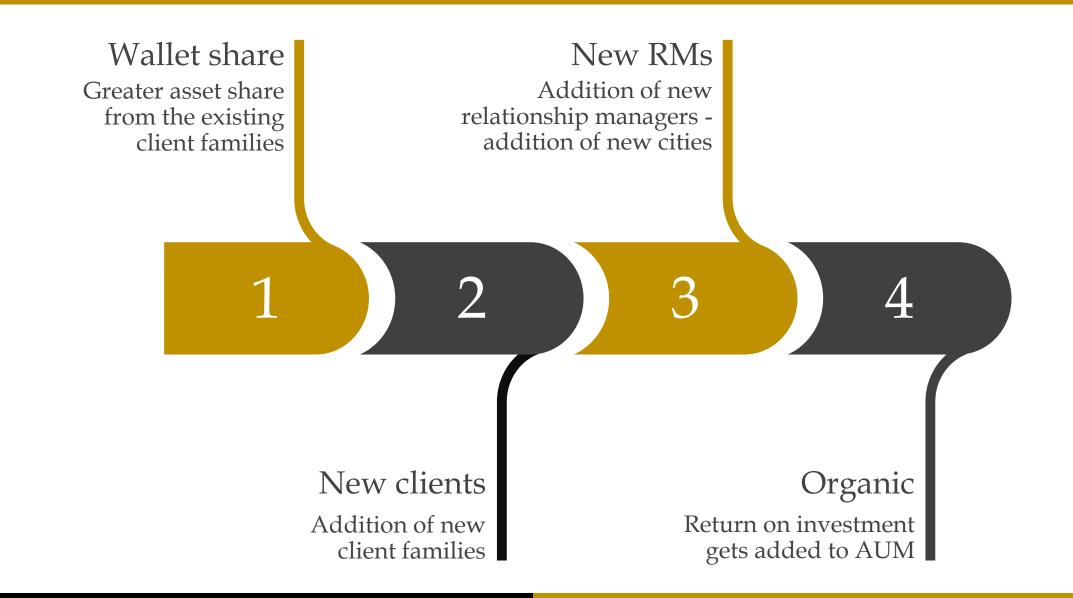


INCREASING SHARE OF HIGHER VINTAGE RELATIONSHIP MANAGERS

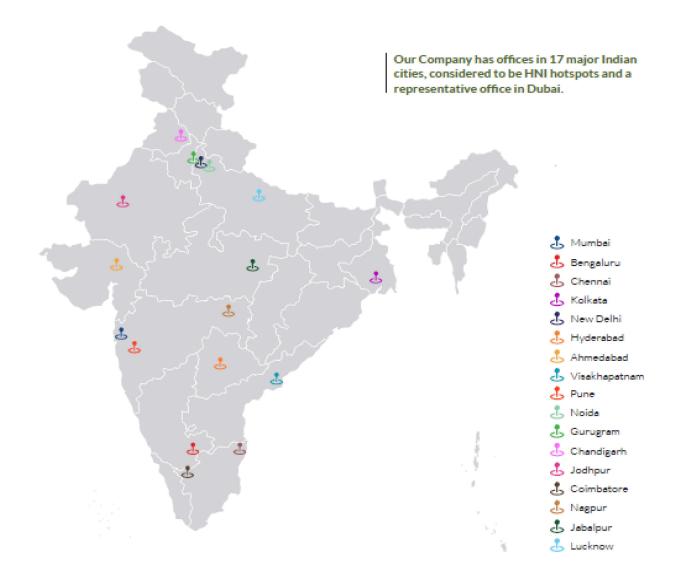


As a leading wealth solutions provider, ARWL prioritises delivering financial success to our clients. Our team of over 137 research and specialist members work tirelessly, dedicating over 1,800 workforce hours annually, to refine our processes and offer uncomplicated wealth solutions. This rigorous approach enables our clients to build their wealth seamlessly





GEOGRAPHICAL PRESENCE



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

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

KEY PERSONNEL – BUSINESS HEADS



Mr. Chethan Shenoy Head – Product and Research



Mr. Chirag Muni Head – Business Process



Mr. Rajesh Bhutara Chief Financial Officer (CFO)



Mr. Niranjan Babu Ramayanam Chief Operating Officer



Mr. Sushil Goswami Chief Marketing Officer



Ms. Tejal Shah Chief Human Resource Officer

KEY PERSONNEL – UNIT HEADS



Mr. Arjun Guha

Mumbai



Mr. Amitabh Lara Mumbai



Mr. Bharath Rathore

Bengaluru



Mr. Suraj Sinha

Bengaluru



Ms. Protima Dhawan Hyderabad



Mr. Adil Chacko

Delhi

Mr. Manish Srivastava Delhi



Mr. Swapan Chakraborty

Pune



Mr. Subhendu Harichandan

Pune

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KEY PERSONNEL - UNIT HEADS



Mr. Raj Vijeta Sharma Dubai



Mr. Ashish Bhandia

Kolkata



Mr. Ranjan Sarkar

Kolkata



Mr. Krishanu Chaudhary

Chennai



Mr. Mukesh Kumawat Gurugram



Mr. Farooq Nabi

Noida



Mr. Harpreet Punj Chandigarh

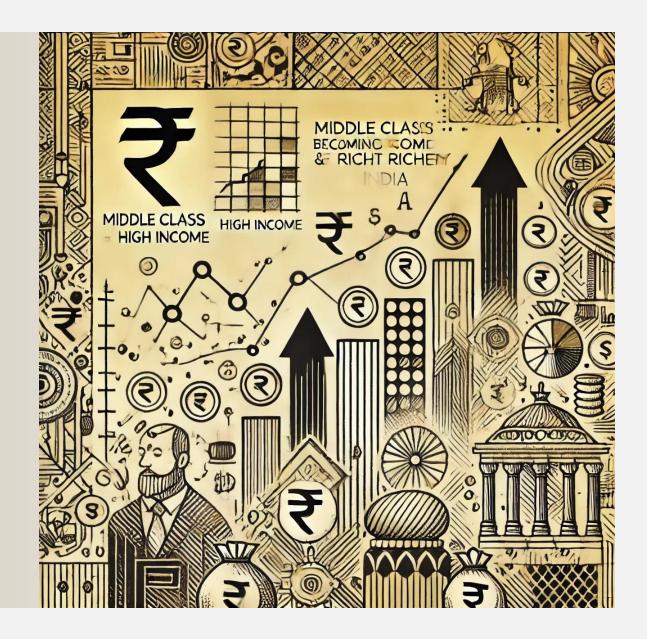


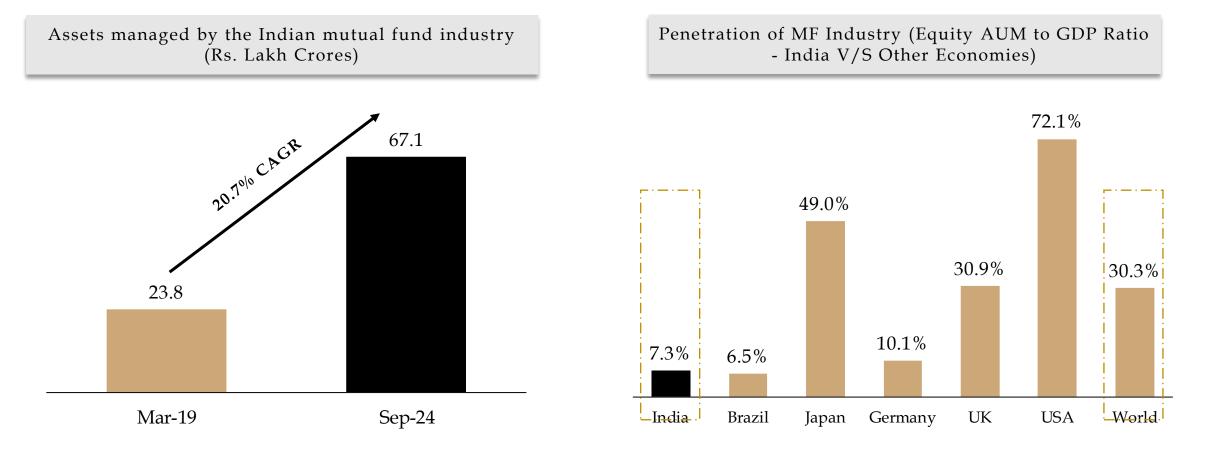
Mr. Sudhir Hiran

Rajasthan

Holistic Wealth Solutions CREATION. PROTECTION.TRANSMISSION.

Future Unlocking of India's Wealth Story





India has a huge scope of penetration towards professionally managed financial assets like mutual funds when compared to the global average, which is 4x of India.

This creates more opportunity for wealth management industry.

HUGE MARKET POTENTIAL

There is massive

increase the share

of equity in client

portfolios. Equity

investment needs

thereby, creating

huge opportunity

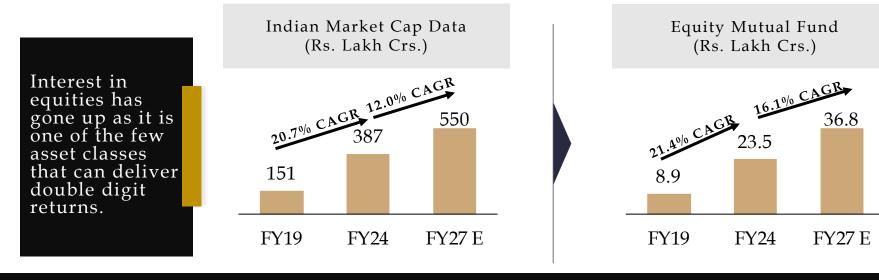
potential to

guidance,

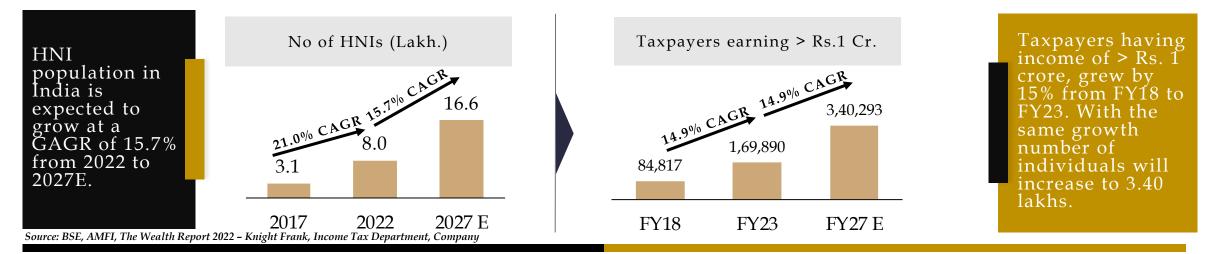
for wealth

outfits.

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



Increasing HNI population in India



Holistic Wealth Solutions CREATION, PROTECTION, TRANSMISSION

FY27 E

FINANCIAL ASSETS OF INDIAN HOUSEHOLDS

	Total financial assets	Currency	Deposits	Equity	Equity mutual funds	Mutual funds - others	Govt securities	Small savings	Insurance	PF and pension
]	Rs. Lakh Crs	•				
FY14	143.0	12.5	55.4	5.7	1.8	2.2	1.4	22.9	21.1	20.1
FY23	370.8	31.2	129.3	23.6	17.3	6.4	2.0	42.6	60.4	58.0
FY24	426.8	32.5	143.0	36.1	26.6	7.3	2.2	48.2	66.0	64.9
					% Share					
FY14	100.0	8.7	38.8	4.0	1.3	1.5	0.9	16.0	14.7	14.1
FY23	100.0	8.4	34.9	6.4	4.7	1.7	0.5	11.5	16.3	15.6
FY24	100.0	7.6	33.5	8.5	6.2	1.7	0.5	11.3	15.5	15.2

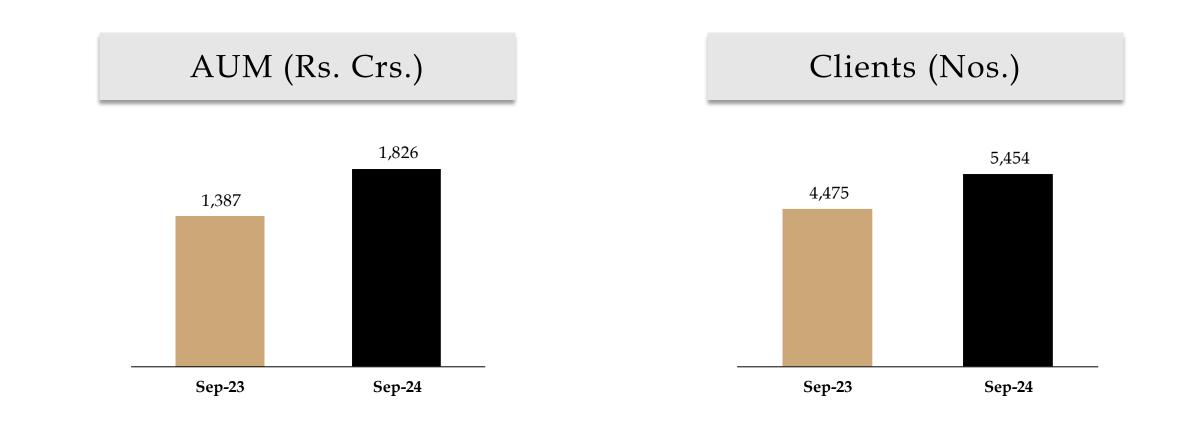
Key Takeaways:

- Indian households have heavily allocated (with almost 60% of their financial assets) in low but guaranteed returns assets, such as deposits, small savings and pension and provident funds. Nearly 8% of the financial asset is held in cash with no return.
- The proportion of equity and equity mutual funds have increased significantly between 2014 and 2024. From a combined share in overall financial assets of **5.3% in FY14**, the share has increased to 14.7% in FY24.
- However, with the existing asset allocation, Indian households are expected to generate an average annual return of around 7% on their financial portfolio. This means that Indian households would earn returns in line with inflation and thereby not making significant real return.

New Businesses

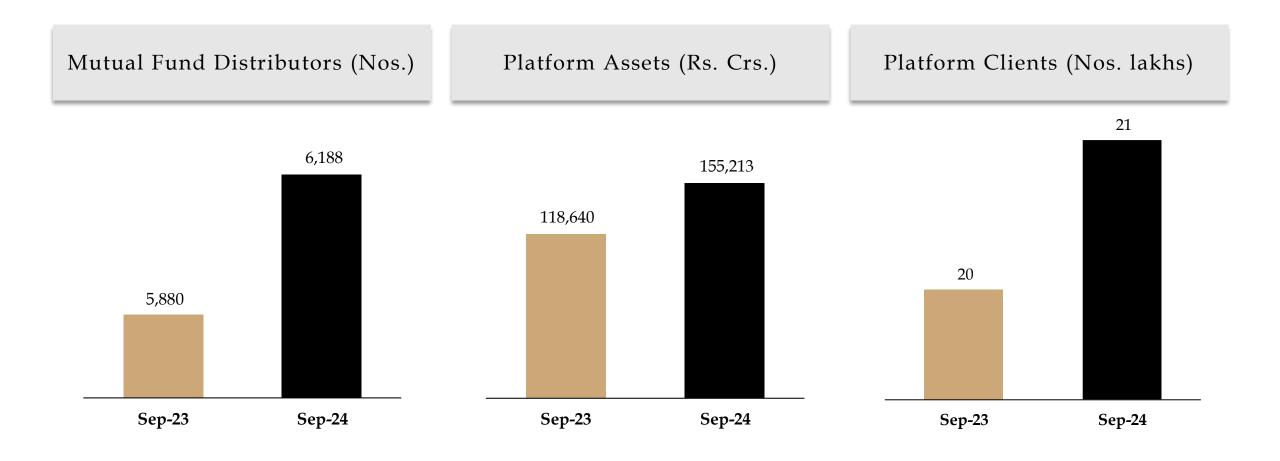


Customer Segment: Mass Affluent having existing financial assets: Rs. 10 lakhs - Rs. 5 crores



OFA – LEVERAGING TECHNOLOGY TO CATER TO THE RETAIL SEGEMENT

Key Functionalities : Subscription Model, MFD and his Clients get access to our platform. (MFD - Web + Mobile, MFD's Clients - Mobile)



Strong Growth Momentum to Continue



CONSISTENT & MARKET AGNOSTIC PERFORMANCE

Sr. No.	Period	ARWL (Co	nsolidated)	Nifty Performance
01.100.	I CHOM	PAT (Rs. Crs)	Growth (Y/Y %)	i tirty i ciroimanee
1	Q3FY22	32.00	144.2%	-1.5%
2	Q4FY22	34.60	239.0%	0.6%
3	Q1FY23	39.71	33.6%	-9.6%
4	Q2FY23	42.95	41.1%	8.3%
5	Q3FY23	43.23	34.9%	5.9%
6	Q4FY23	42.71	23.4%	-4.1%
7	Q1FY24	53.23	34.0%	10.5%
8	Q1FY24	57.69	34.3%	2.3%
9	Q3FY24	58.04	34.3%	10.7%
10	Q4FY24	56.86	33.1%	2.7%
11	Q1FY25	73.44	38.0%	7.5%
12	Q2FY25	76.31	32.3%	7.5%
Based on last 10	Mea	an	33.9%	
Quarters PAT	Med	ian	34.2%	
Growth (Y/Y %)	SI)	4.5%	

During the worst Nifty performance, ARWL's PAT growth was equivalent to the mean.

Particulars	Guidance given for FY25 (Rs. Crs.)	Actuals for H1 FY25 (Rs. Crs.)	Achieved % of guidance	Revised Guidance (Rs. Crs.)
Revenue	910	495	54%	980
Profit after tax	280	150	53%	295
Asset under management (AUM)	72,000	75,084		80,000

CONSOLIDATED PROFIT & LOSS SUMMARY

Particulars (Rs. Crs.)	Q2 FY24	Q2 FY25	Y/Y %
MF – Equity & Debt	62.5	105.7	
Distribution of financial products	118.7	135.2	
IT enabled services	1.4	1.5	
Others	6.5	7.2	
Total revenue	189.1	249.6	32%
Employee costs	80.9	109.4	
Other expenses	30.5	38.0	
Total costs	111.3	147.4	32%
PBT	77.7	102.2	31%
PBT margin %	41.1%	40.9%	
PAT	57.7	76.3	32%
PAT margin %	30.5%	30.6%	

H1FY24	H1FY25	Y/Y %
114.7	194.7	
240.2	282.3	
2.7	3.1	
9.9	15.0	
367.5	495.1	35%
159.8	218.2	
59.1	75.7	
218.9	293.9	34%
148.6	201.2	35%
40.4%	40.6%	
110.9	149.8	35%
30.2%	30.2%	

Particulars (Rs. Crs.)	Sep-23	Sep-24	Y/Y %
MF – Equity & Debt	28,908	46,063	
Non-PP SPs	12,595	18,514	
Others	6,455	10,507	
Total AUM	47,957	75,084	57%

Sep-23	Sep-24	Y/Y %
28,908	46,063	
12,595	18,514	
6,455	10,507	
47,957	75,084	57%

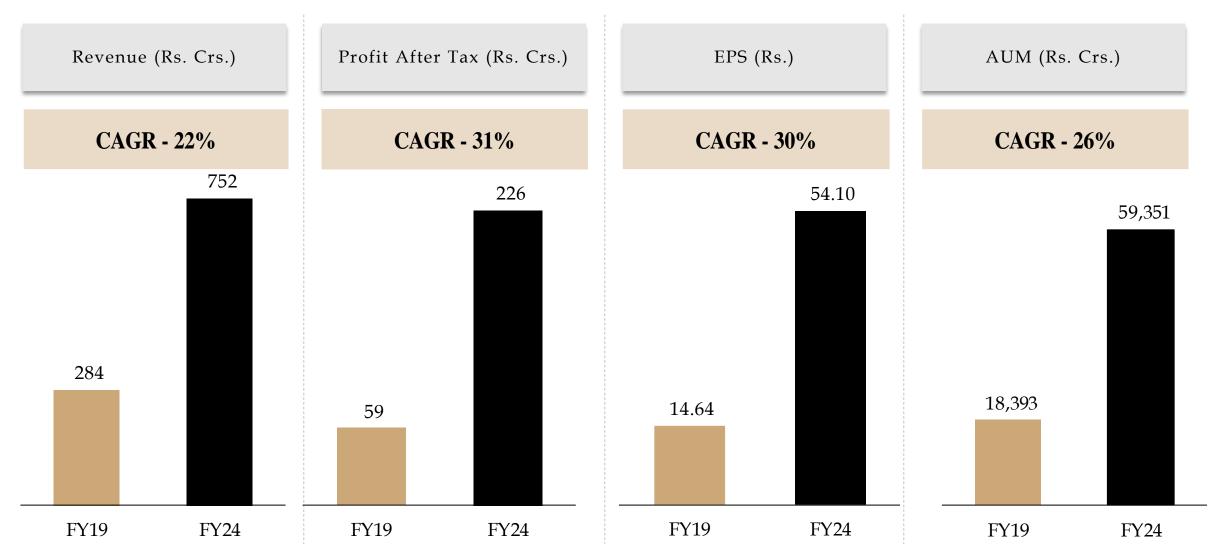
CONSOLIDATED BALANCE SHEET AS ON 30th SEPTEMBER



Assets (Rs. Crs)	Sep-24	Mar-24	Equity & Liabilities (Rs. Crs)	Sep-24	Mar
Non - Current Assets			Total Equity		
Property Plant & Equipments	90.9	90.5	Share capital	20.8	20.
CWIP	1.4	0.8	Other equity	532.9	627
Goodwill	2.9	2.9	Non-controlling interest	13.1	12
Intangible assets	15.0	17.4	- Total equity	566.7	661
Right of use asset	59.1	41.6	Non-current liabilities	500.7	
Intangible assets under development	0.0	0.0	Financial liabilities	-	
Financial Assets				0.1	
Investments	111.4	111.2	(i) Borrowings	0.1	0.
Other Financial Assets	6.7	5.2	(ii) Lease liabilities	50.8	34
Deferred Tax Assets (Net)	0.0	0.0	Provisions	1.8	3.
Other Non - Current Assets (Net)	1.2	1.2	Deferred tax liability	5.9	3.
Total Non - Current Assets	288.5	270.7	Total non-current liabilities	58.6	41
Current Assets			Current liabilities		
Financial Assets			Financial liabilities		
(i)Investments	1.2	1.1	(i) Borrowings	4.2	8.4
(ii)Trade receivables	36.1	28.2	(ii) Trade payables	0.0	0.
(iii)Cash and cash equivalents	118.9	33.1	(iii) Lease	11.0	8.
(iv)Other Bank balances			(iii) Other financial liabilities	96.2	34
(v) Loans					16
Other Financial Assets	396.2	540.1	Other current liabilities	19.3	-
Other Current Assets	9.6	6.4	Provisions	94.3	109
Total Current Assets	561.9	609.1	Total current liabilities	225.0	176
Total Assets	850.4	879.7	Total equity & liabilities	850.4	879

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HISTORICAL TRENDS



All financial numbers are on Consolidated basis

HISTORICAL FINANCIALS

Particulars (Rs. Crs.)	FY20	FY21	FY22	FY23	FY24
MF – Equity & Debt	99.6	90.2	154.0	189.9	266.6
Distribution of financial products	227.7	170.6	258.8	353.9	452.1
IT enabled services	4.6	4.5	4.8	4.9	5.6
Others	4.6	13.9	7.7	10.3	27.6
Total revenue	336.4	279.2	425.2	558.9	752.0
Employee costs	167.2	150.8	192.0	241.8	322.2
Other expenses	57.7	45.0	48.2	68.2	98.3
Total costs	224.9	195.8	240.2	310.0	420.5
PBT	86.6	62.9	167.4	228.4	305.6
PBT margin%	25.7%	22.5%	39.4%	40.9%	40.6%
PAT	61.4	44.6	126.8	168.6	225.8
PAT margin%	18.2%	16.0%	29.8%	30.2%	30.0%

Particulars (Rs. Crs.)	FY20	FY21	FY22	FY23	FY24
MF – Equity & Debt	11,068	14,559	19,434	23,221	35,577
Non-PP SPs	5,797	9,408	9,591	10,974	14,398
Others	1,490	2,703	3,881	4,797	9,376
Total AUM	18,355	26,670	32,906	38,993	59,351

All financial numbers are on Consolidated Basis

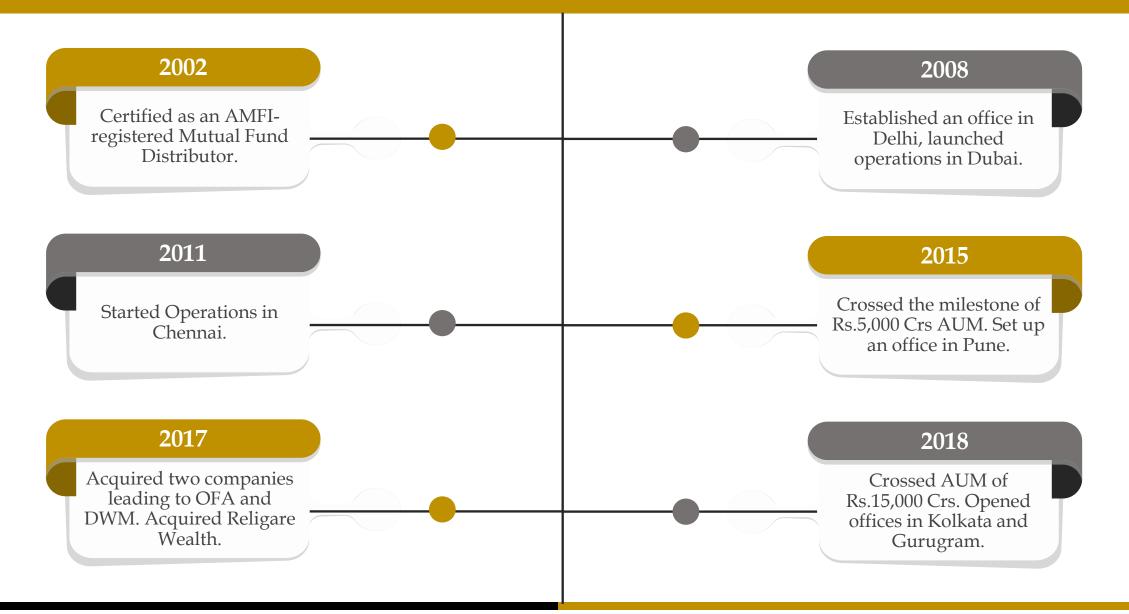
HISTORICAL BALANCE SHEET

ANANDRATHI Private Wealth. uncomplicated

Assets (Rs. Crs)	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24	Equity & Liabilities (Rs. Crs)	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24
Non - Current Assets						Total Equity					
Property plant & equipments	8.9	7.2	80.8	92.5	90.5	Share capital	13.5	13.8	20.8	20.8	20.9
CWIP	65.4	69.0	-	0.0	0.8	Other equity	172.8	227.8	322.9	447.4	627.9
Goodwill	2.9	2.9	2.9	2.9	2.9	Non controlling interest	11.6	11.6	11.7	11.9	12.7
Intangible assets	37.3	32.2	27.1	22.3	17.4	Total equity	197.9	253.2	355.3	480.1	661.6
Right of use asset	26.3	12.9	13.2	18.5	41.6	Non-current liabilities	2,7113			10001	00110
Intangible assets under development	-	-	-	-	-	Financial liabilities					
Financial Assets							00.4	25.0	1()	0.5	0.1
Investments	101.3	101.8	103.5	105.5	111.2	(i) Borrowings	33.4	25.0	16.6	8.5	0.1
Other financial assets	5.2	4.3	4.2	3.6	5.2	(ii) Lease liabilities	16.5	6.4	8.5	14.2	34.7
Deferred tax assets (Net)	4.6	4.2	3.8	0.5	-	Provisions	0.3	1.2	2.1	3.9	3.6
Other non-current assets (Net)	7.2	11.1	43.5	31.4	1.2	Deferred tax liability	-	-	-	-	3.1
Total non - current assets	259.1	245.6	279.0	277.1	270.7	Total non-current liabilities	50.2	32.5	27.2	26.5	41.5
Current assets						Current liabilities					
Financial assets						Financial liabilities					
(i) Investments	1.8	2.7	-	-	1.1	(i) Borrowings	8.4	8.4	8.3	8.3	8.4
(ii) Trade receivables	9.1	10.9	14.9	17.1	28.2	(ii) Trade payables	2.1	0.2		0.3	0.0
(iii) Cash and cash equivalents	28.3	65.3	87.1	64.8	33.1	(iii) Lease	10.0	7.8	5.8	5.7	8.5
(iv) Other bank balances	-	-	-	-	-						
(v) Loans	66.7	-	-	-	-	(iii) Other financial liabilities	90.6	5.7	21.2	10.8	34.1
Other financial assets	31.5	13.7	92.0	258.6	540.1	Other current liabilities	9.1	12.2	8.7	12.0	16.6
Other current assets	13.3	1.6	7.2	6.6	6.4	Provisions	41.6	19.8	53.6	80.3	109.1
Total current assets	150.7	94.2	201.2	347.1	609.1	Total current liabilities	161.7	54.1	97.6	117.5	176.7
Total assets	409.8	339.7	480.2	624.1	879.7	Total equity & liabilities	409.8	339.7	480.2	624.1	879.7

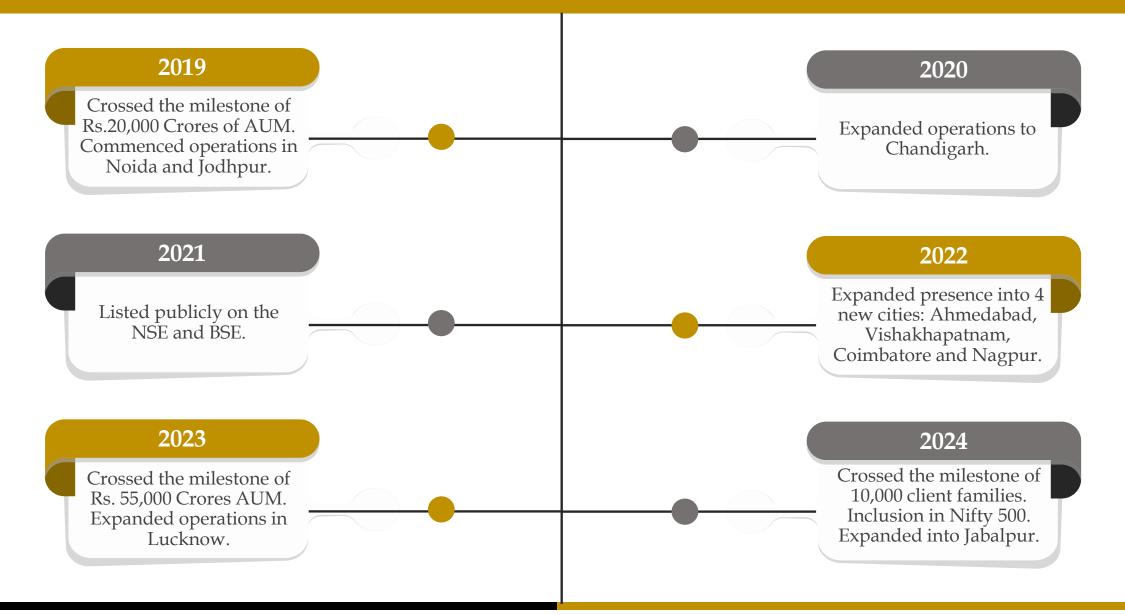
All financial numbers are on Consolidated Basis

ARWL JOURNEY: 2002-18



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