

Ref. No.: UTI/AMC/CS/SE/2024-25/0477

Date: 25th October, 2024

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 half year ended 30th September, 2024

Dear Sir / Madam,

With reference to our letter no. UTI/AMC/CS/SE/2024-25/0476 dated 25th October, 2024 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 quarter and half year ended 30th September, 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
Q2 & H1 FY2024-25

A Customer Centric Global Asset Management Firm



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



₹ 20.16 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



700 Districts covered across India

- Well spread presence through DAs, MFDs, Banks, National Distributors and Fin-techs
- Partnering with ~ 71,130 MFDs
- Strong Penetration in B30 cities with high share



Presence across 40+ 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 6 out of 10 members independent
- 2 Women Directors in UTI AMC. Women Directors present in UTI International and UTI Pension Fund

*Total AUM includes QAAUM for UTI MF for Q2 FY24-25 and Closing AUM for all other businesses as of 30th September 2024.

Key Performance Indicators



Business Highlights



Total Group AUM*
₹ 20,16,416 cr
 19.36% YoY, 4.15% QoQ

Industry MF QAAUM
₹ 66,22,377 cr
 40.90% YoY, 12.31% QoQ

UTI MF QAAUM
₹ 3,42,549 cr
 28.39% YoY, 10.25% QoQ

Flows, Folios & Market share



Market Share
Total MF QAAUM
 5.17%

Passive AUM
 13.51%

NPS AUM
 25.12%

Gross Sales@
 ₹ 2,17,563 cr

Live Folios 1.29 cr

Consolidated H1FY25 Financial Performance



Revenue
 22% YoY

Core Revenue#
 24% YoY

EBITDA
 32% YoY

Core EBITDA[†]
 46% YoY

PAT
 18% YoY

Core PAT[†]
 45% YoY

Company Presence



684 Core Sales Team

190 UTI Financial Centres
 (137 in B30 cities)

~ 71,130
Distributors

174 District Associates

Offshore Locations
 Singapore, London, Paris,
 Dubai, New York

* Total AUM includes QAAUM for UTI MF for Q2 FY24-25 and Closing AUM for all other businesses as of 30th September 2024.

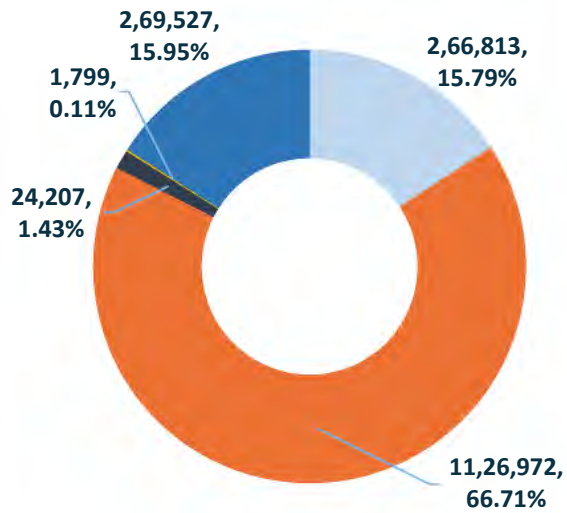
Core Revenue is Revenue from Sale of Services; [†]Core EBITDA and Core PAT exclude M2M gain, Income from Sale of Investment and Other Non-Operating Income.

@For the quarter

Group AUM Increased by ~20% YoY

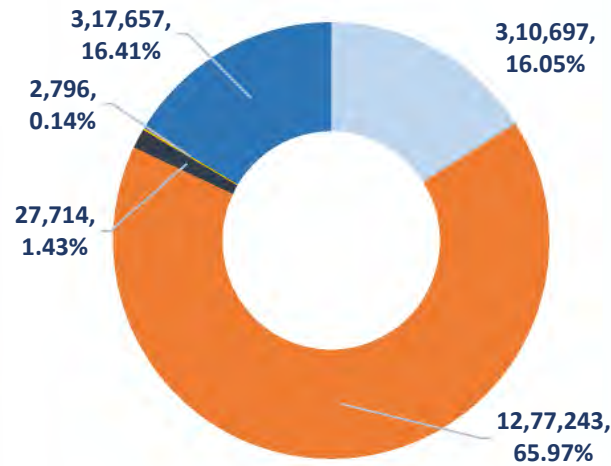


September 2023



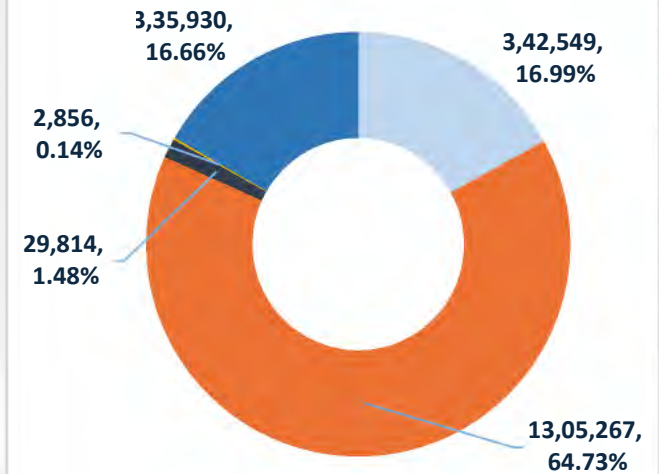
Total
₹ 16,89,318 crore

June 2024



Total
₹ 19,36,107 crore

September 2024



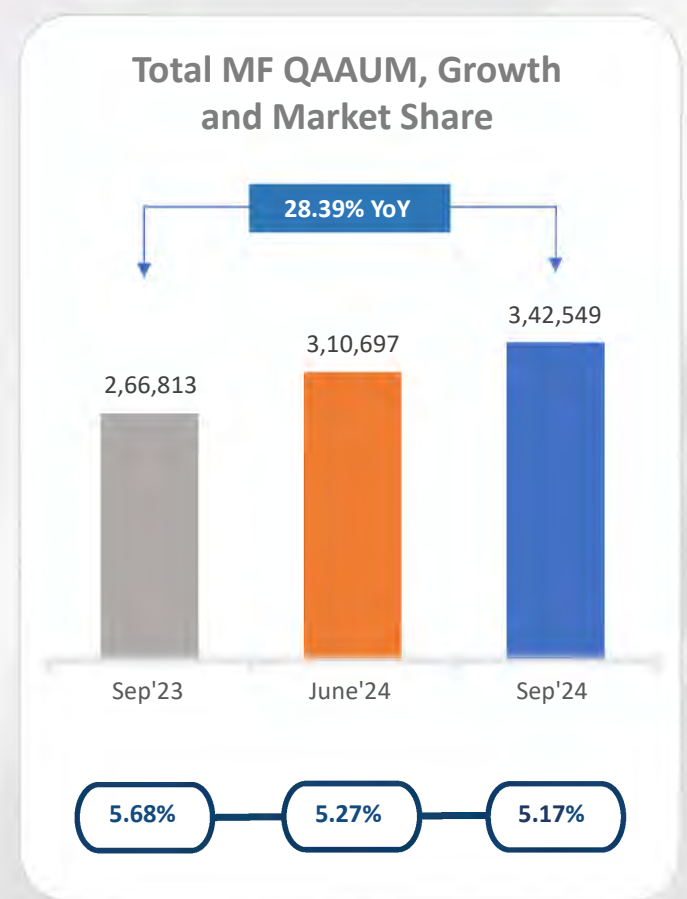
Total
₹ 20,16,416 crore

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

*Formerly known as UTI Retirement Solutions Ltd.

Witnessed 28% YoY Growth in QAAUM

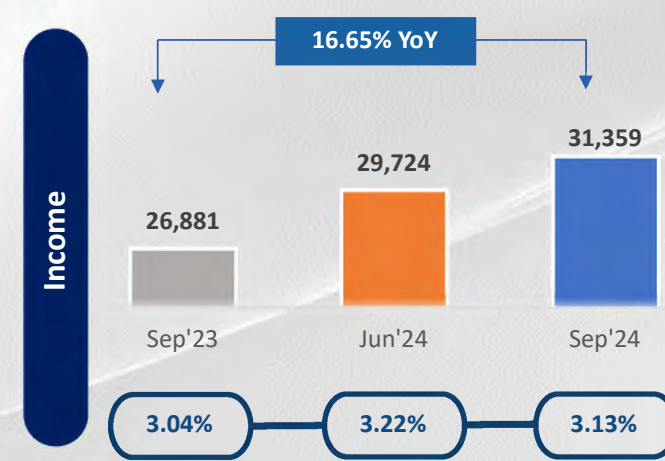
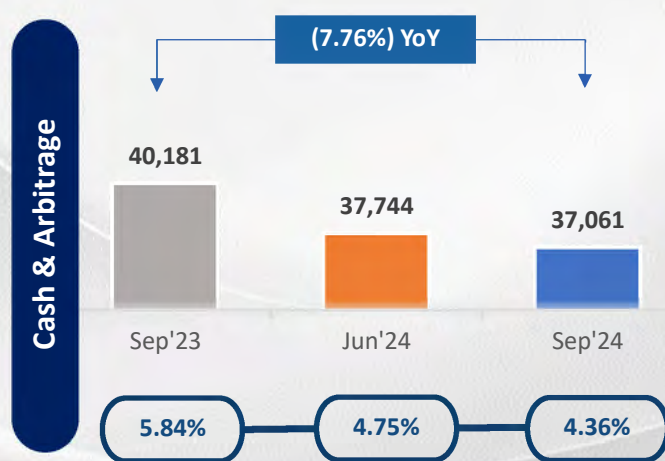
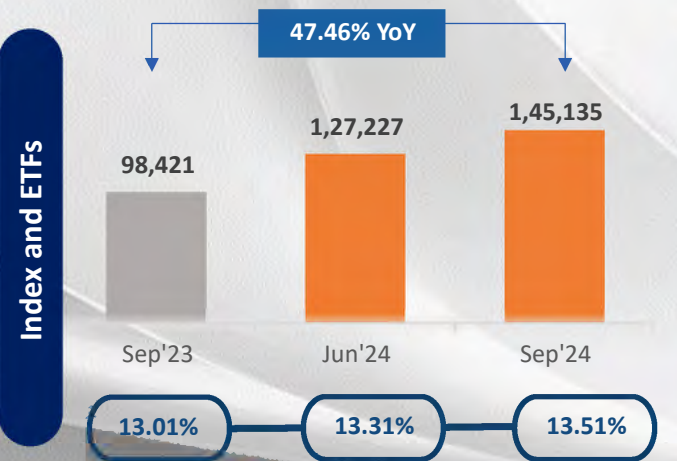
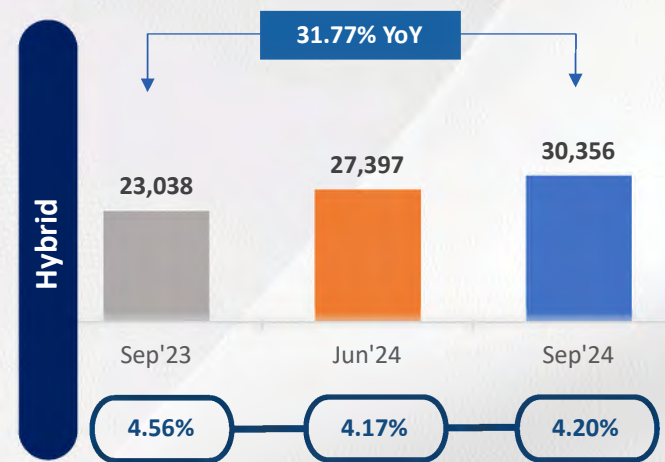
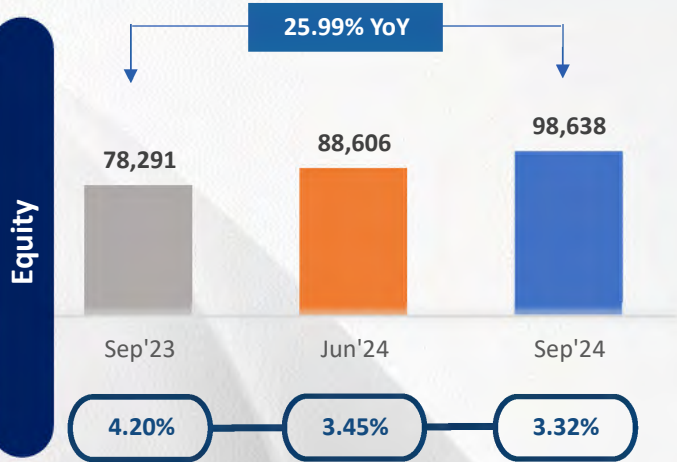
	Domestic MF Closing AUM (₹)	Domestic MF QAAUM (₹)
Equity	1,02,378 cr	98,638 cr
Hybrid	32,018 cr	30,356 cr
ETFs & Index	1,54,030 cr	1,45,135 cr
Cash & Arbitrage	31,912 cr	37,061 cr
Income	29,986 cr	31,359 cr
Total	3,50,323 cr	3,42,549 cr



Category Wise QAAUM; Passive demonstrates ~47% YoY growth

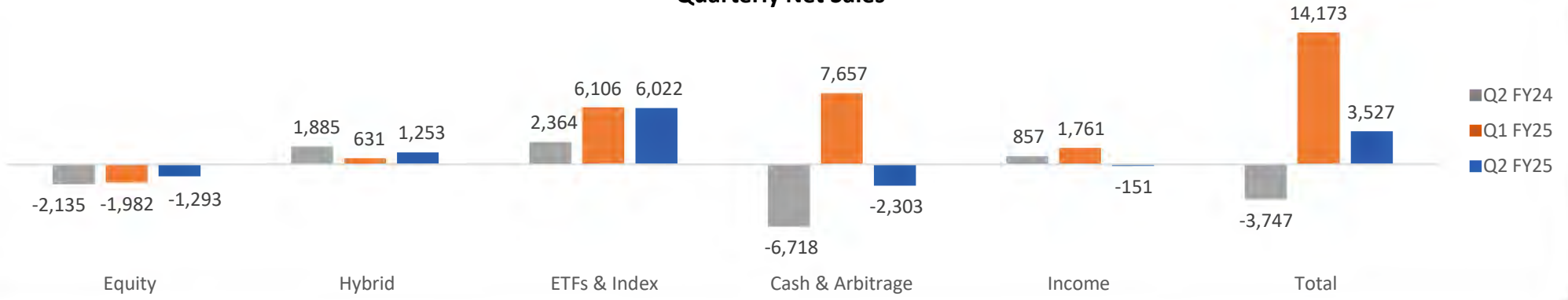
Category wise QAAUM, Growth and Market Share

3 categories have shown >25% growth YoY

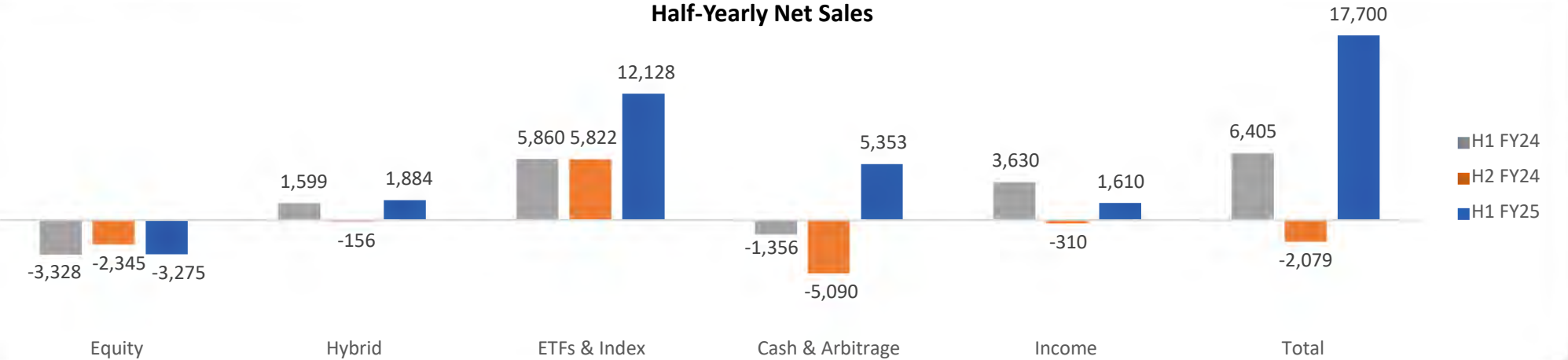


Trend in Net Sales (Quarterly Net Sales for ETF & Index Funds witnessed Steady Growth)

Quarterly Net Sales



Half-Yearly Net Sales

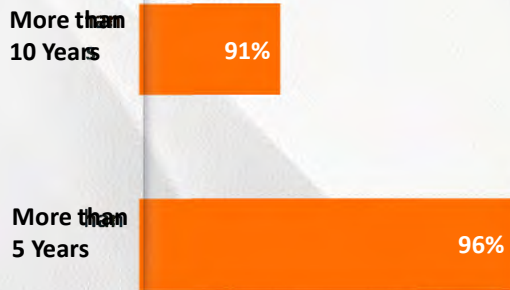


Source: Internal.

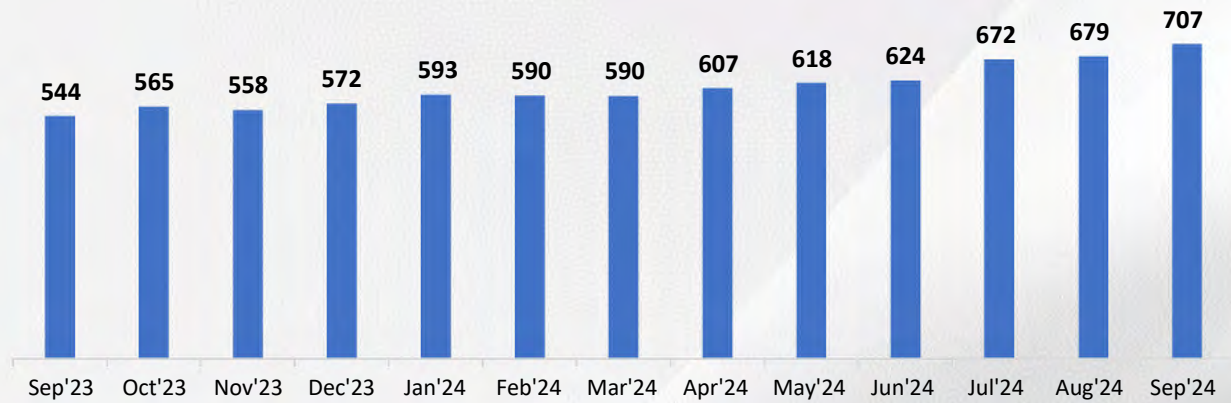
SIP to remain the Cornerstone for AUM Performance



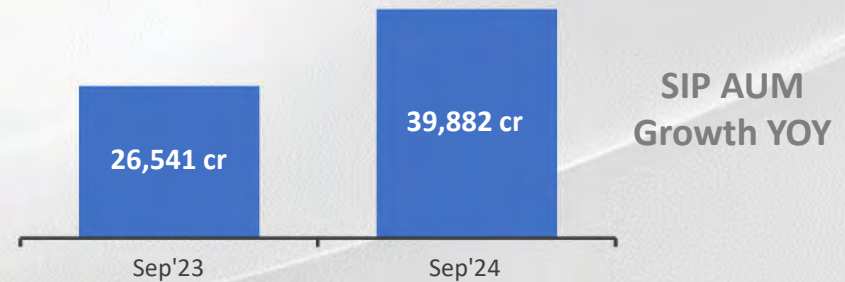
Long Tenure SIP Book⁽¹⁾



Monthly Gross SIP Inflow (₹ crore)



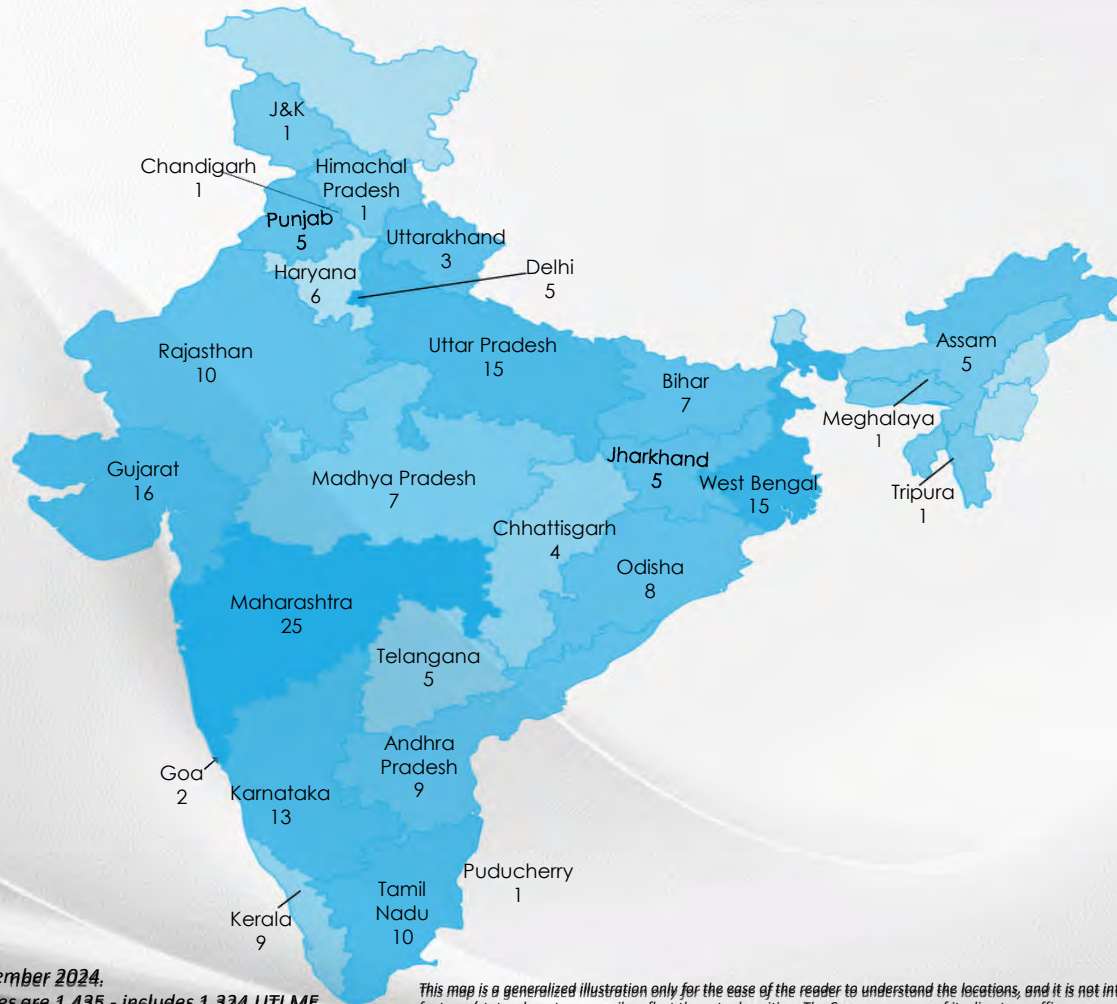
Increasing the number of SIP-selling mutual fund distributors and their share of wallet is a particular priority for the sales engagement strategy



Source: RTA Data. (1) As of 30th September 2024.

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

UTI AMC – Strong Geographical Presence



190

UTI Financial Centers (UFCs)



1,435

UTI AMC Employees*



684

Core Sales Team Members



~71,130

Mutual Fund Distributors (MFDs)



174

District Associates (DAs)



As of 30th September 2024.

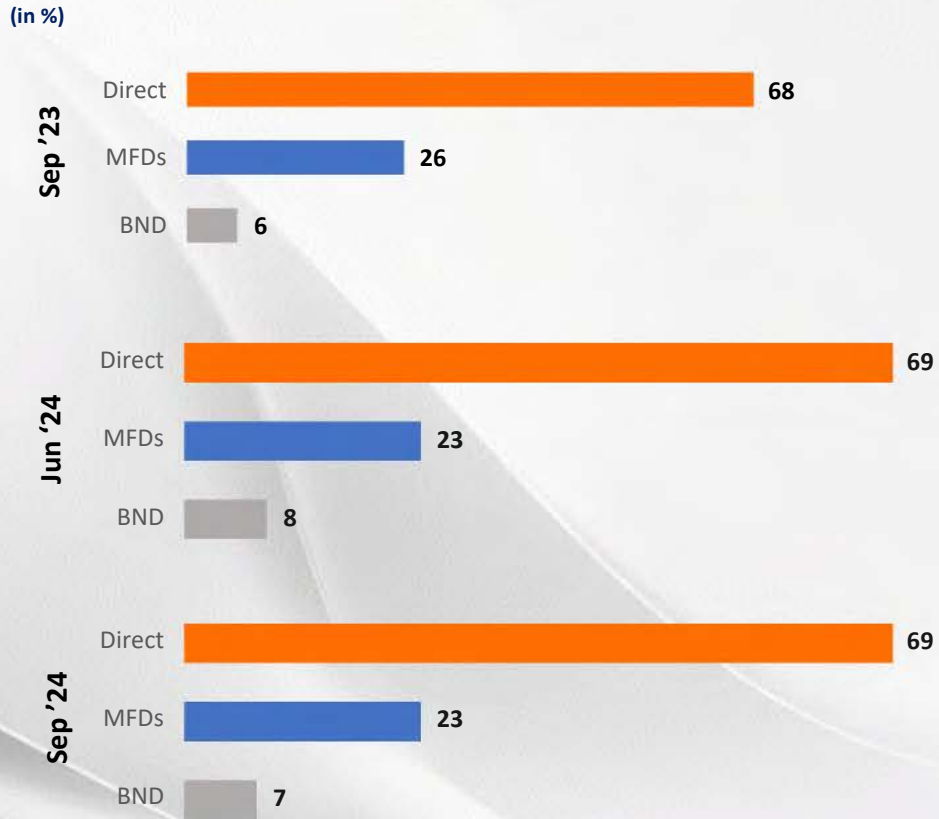
*Total Employees are 1,435 - includes 1,324 UTI MF employees and 111 employees of our subsidiaries.

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

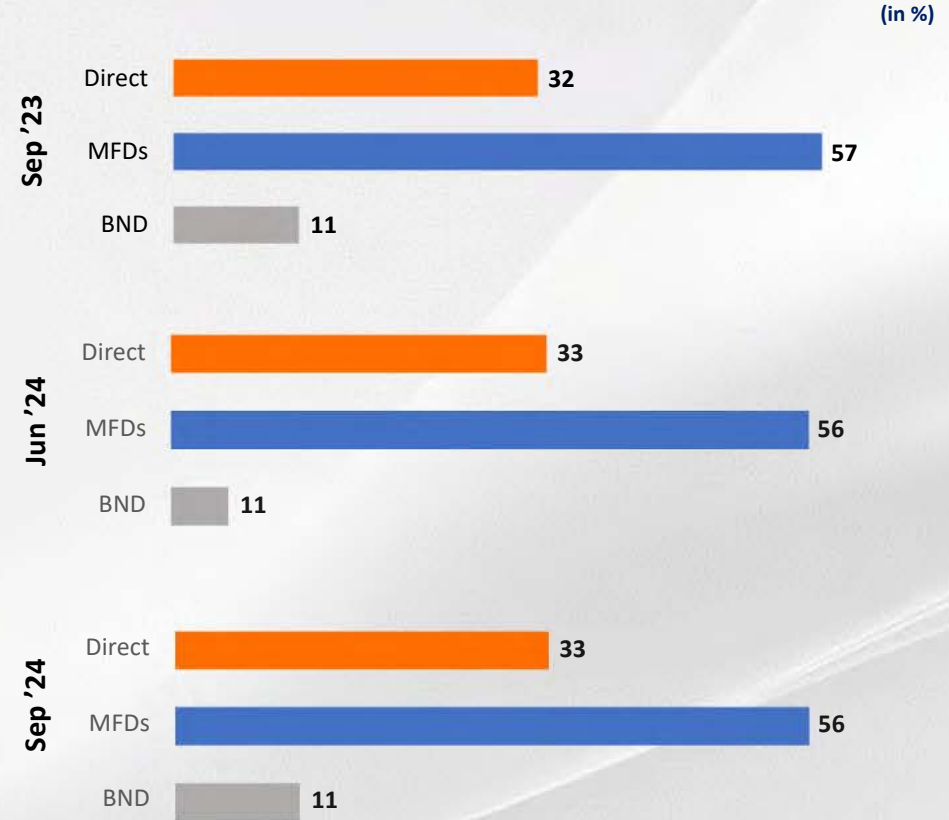
Multi-Channel Distribution Network brings Stability



Total QAAUM



Equity + Hybrid QAAUM

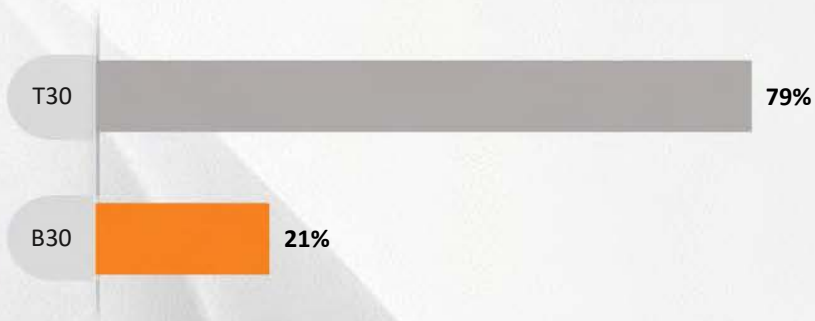


Outpacing the Industry in B30 cities



Monthly AAUM - September 2024

UTI Mutual Fund



Industry



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



Network of 190 branches with 137 branches located in B30 cities as of 30th September 2024



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.)	Q2 FY25	Q2 FY24	YoY (%)	Q1 FY25	QoQ (%)	H1 FY25	H1 FY24	YoY (%)
Total Revenue from Operations	538	404	33%	529	2%	1068	872	22%
Other Income	2	2	-	5	(60%)	6	2	200%
Total Income	540	406	33%	534	1%	1074	874	23%
Fee & Commission Expenses	1	-	NA	1	-	1	1	-
Employee Benefit Expense	115	111	4%	114	1%	229	218	5%
Depreciation & Amortization Expenses	11	10	10%	11	-	23	20	15%
Other Expense	74	62	19%	64	16%	138	122	13%
Finance Cost	3	3	-	3	-	6	5	20%
Total Expenses	204	186	10%	193	6%	397	366	8%
Profit Before Tax (PBT)	336	220	53%	341	(1%)	677	508	33%
PAT for the Owners of the Company	239	183	31%	254	(6%)	493	417	18%
PAT Margins	44%	45%		48%		46%	48%	
Total Revenue from Operations	Q2 FY25	Q2 FY24	YoY (%)	Q1 FY25	QoQ (%)	H1 FY25	H1 FY24	YoY (%)
Sale of Services	373	292	28%	337	11%	710	574	24%
Net Gain on fair value changes	152	101	50%	179	(15%)	332	274	21%
Interest & Dividend Income	9	8	13%	9	-	19	18	6%
Rental Income	4	3	33%	4	-	7	6	17%
Total Revenue from Operations	538	404	33%	529	2%	1068	872	22%

Standalone Statement of Profit & Loss



Particulars (In cr.)	Q2 FY25	Q2 FY24	YoY (%)	Q1 FY25	QoQ (%)	H1 FY25	H1 FY24	YoY (%)
Total Revenue from Operations	417	312	34%	387	8%	803	664	21%
Other Income	1	-	NA	3	(67%)	5	-	NA
Total Income	418	312	34%	390	7%	808	664	22%
Fee & Commission Expenses	4	3	33%	3	33%	7	5	40%
Employee benefit Expense	95	95	-	92	3%	187	183	2%
Depreciation & Amortization Expenses	10	9	11%	10	-	20	18	11%
Other Expense	38	36	6%	33	15%	71	72	(1%)
Finance Cost	3	3	-	3	-	6	5	20%
Total Expenses	149	146	2%	141	6%	291	284	2%
Profit Before Tax (PBT)	269	166	62%	249	8%	517	380	36%
Profit After Tax (PAT)	201	134	50%	186	8%	387	299	29%
PAT Margins	48%	43%		48%		48%	45%	

Particulars (In cr.)	Q2 FY25	Q2 FY24	YoY (%)	Q1 FY25	QoQ (%)	H1 FY25	H1 FY24	YoY (%)
Total Revenue from Operations	417	312	34%	387	8%	803	664	21%
Sale of Services	304	233	30%	273	11%	577	461	25%
Net Gain on fair value changes	100	67	49%	102	(2%)	202	181	12%
Interest & Dividend Income	9	9	-	8	13%	17	16	6%
Rental Income	4	3	33%	4	-	7	6	17%

Details of Consolidated Sale of Services



Particulars (In cr.)	Q2 FY25	Q2 FY24	YoY (%)	H1 FY25	H1 FY24	YoY (%)
MF Fees	298	224	33%	562	444	27%
PMS Fees	7	7	-	15	13	15%
SUUTI Support Service Fees	(1)	1	(200%)	-	3	(100%)
POP Fees & others	-	1	(100%)	-	1	(100%)
Sale of Services - UTI AMC Standalone	304	233	30%	577	461	25%
UTI International	38	32	19%	73	61	20%
UTI PFL*	34	29	17%	66	57	16%
UTI Alternatives	3	1	200%	7	3	133%
Elimination	(6)	(3)	100%	(13)	(8)	63%
Sale of Services - UTI AMC Consolidated	373	292	28%	710	574	24%

*Formerly known as UTI Retirement Solutions Ltd (UTI RSL).

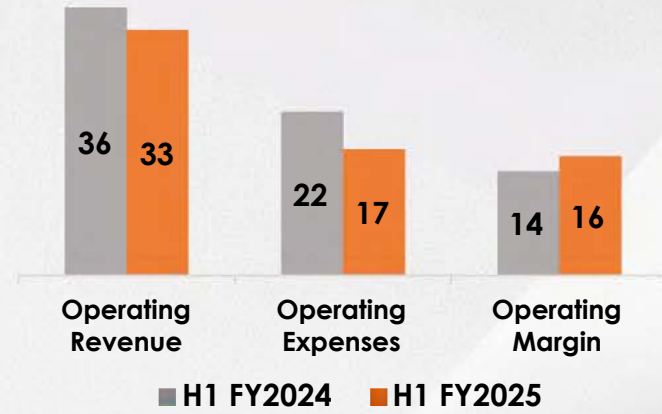
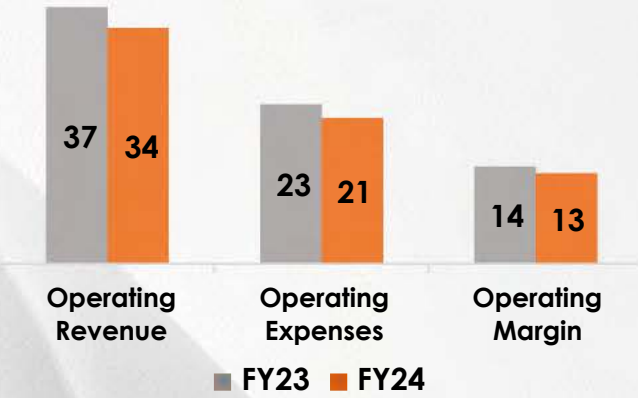
Balance Sheet



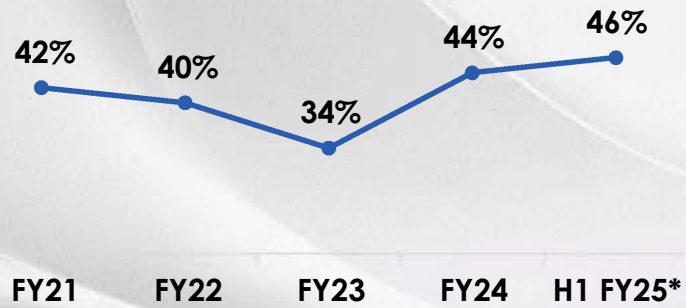
(₹ crore)

Particulars	Consolidated			Standalone		
	As at 30 Sep 2024	As at 31 Mar 2024	% (+/-)	As at 30 Sep 2024	As at 31 Mar 2024	% (+/-)
Assets:						
Financial Assets	4,959	4,850	2%	3,414	3,515	(3%)
Non-Financial Assets	452	491	(8%)	437	466	(6%)
Total Assets	5,411	5,341	1%	3,851	3,981	(3%)
Liabilities & Equity:						
Financial Liabilities	241	272	(11%)	206	214	(4%)
Non-financial Liabilities	177	96	84%	158	82	93%
Equity	4,993	4,973	0%	3,487	3,685	(5%)
Total Liabilities & Equity	5,411	5,341	1%	3,851	3,981	(3%)

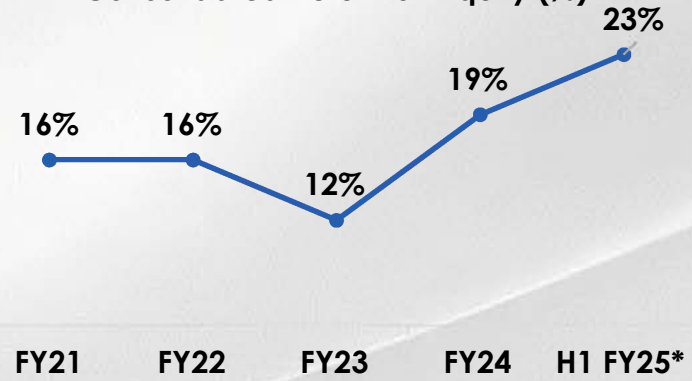
Ratio Analysis



Consolidated PAT Margin (%)



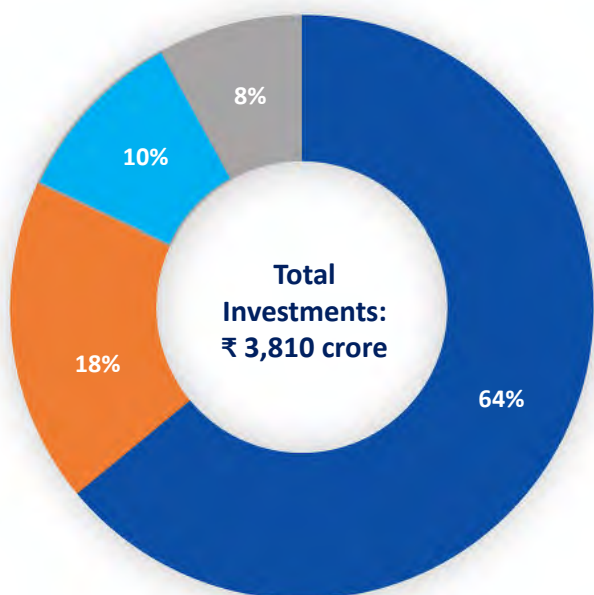
Consolidated Return on Equity (%)



*H1 FY25 figures have been annualised

Breakup of Consolidated investments

Breakdown of Total Investment



As on 30th September 2024.

(₹ crore)

Investment in UTI MF Schemes	2,457
Equity [#]	357
Hybrid	440
Liquid, Debt & Arbitrage	1,660
Offshore Funds	682
Equity	511
Debt / Hybrid	171
Venture Funds, Other Equity etc.	368
G-Sec & Bonds	303
TOTAL	3,810

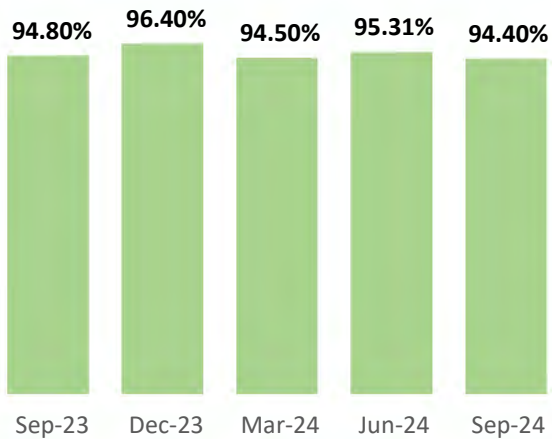
- Total Consolidated Investment as per the Balance Sheet as on 30.09.2024 is ₹4,467 crore, including the investments in SDOF II & III
- Above consolidated investment of ₹ 3,810 crore is the treasury investment of UTI Group after eliminating the consolidation effect of SDOF II & III

[#]Note : Investment in equity includes investment as per regulatory mandate.

Growing Online Transactions reflect Acceptance of Digital

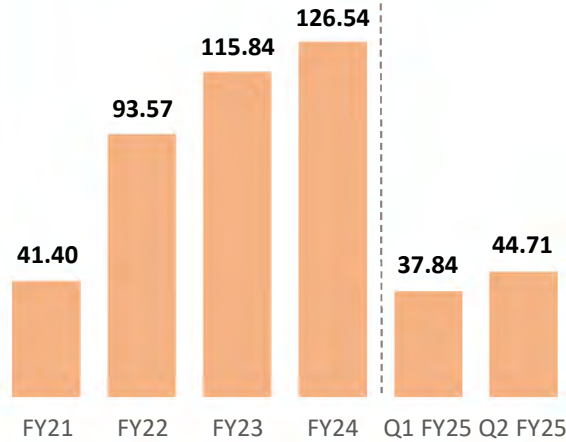


**Quarterly Online Gross Sales
(as % of Total Gross Sales)**



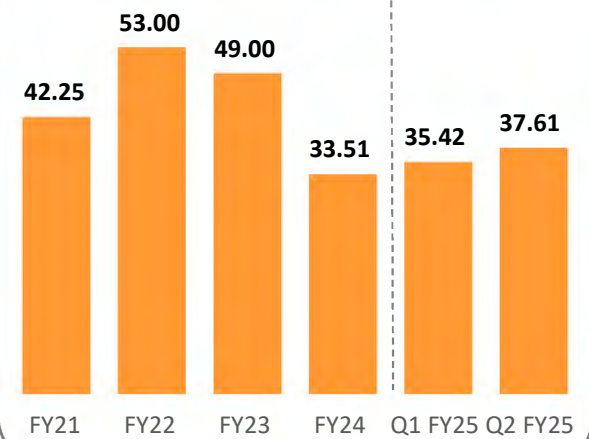
Leveraging on analytical tools to capitalize on **cross selling and upselling opportunities** has helped in growth in Online Gross Sales

Number of Digital Purchase Transactions (in Lakhs)



18% Growth In Number of Digital SIP Transactions in Q2 FY25 as compared to Q2 FY24





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



37.61% of Total Gross Sales of Equity & Hybrid Funds were mobilized through Digital Platforms

Investor Services Key Indicators for the Quarter



 <p>Contact Center</p>	<p>1.67 lakh Total Call Volume Outbound</p> <ul style="list-style-type: none"> • Self service IVR for NAV, SOA, Branch Locator etc. • Inbound Calls for Queries and Support • Outbound Calls for Leads, Call-back request, reminders etc. 	<p>0.69 lakh Total Call Volume Inbound</p>	<p>5 seconds Average Speed of Answer</p> <ul style="list-style-type: none"> • Chat with Live Agent for Assistance • Co-browsing for on-demand Live Assistance on Website • Chatbot and WhatsApp for Conversational Enquiry, Investing & Servicing 	<p>0.2 lakh Live Chats offered</p>
 <p>Investor Services</p>	<p>16 Total Complaints Received</p>	<p>1.29 crore Folios</p>	<p>Low Complaints Ratio against folios at 0.0001%</p>	
 <p>Digital Transactions (own assets)</p>	<p>56.14% Digital Transactions done post E-KYC are SIP Instalments</p>	<p>₹ 74.47 crore Digital Transaction Amount capitalized post Digital KYC</p>	<p>27,588 Digital KYC Compliant PANs created</p>	
 <p>Non-Commercial Transactions</p>	<p>89.88% Non-Commercial Transactions processed in the same day</p>		<p>81.14% Non-Commercial Transactions processed in 60 Minutes</p>	

UTI International Ltd. – Exploring New Destinations



Assets Under Management of ₹ **29,814 crore** as of 30th September 2024

Office Locations – **Singapore, Dubai, London, New York and Paris** with a total of **29 staff members**

Clients spread across **40+ countries** with **top 5 being Japan, Switzerland, France, UK, 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 1136.30 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 76.06 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 55.56 million**

Data as of 30th September 2024.
(1) Net Outstanding Amount.
(2) Commitments received.

UTI Pension Fund Ltd. – Reaching New Heights



PFRDA Licensed for managing Pension Funds

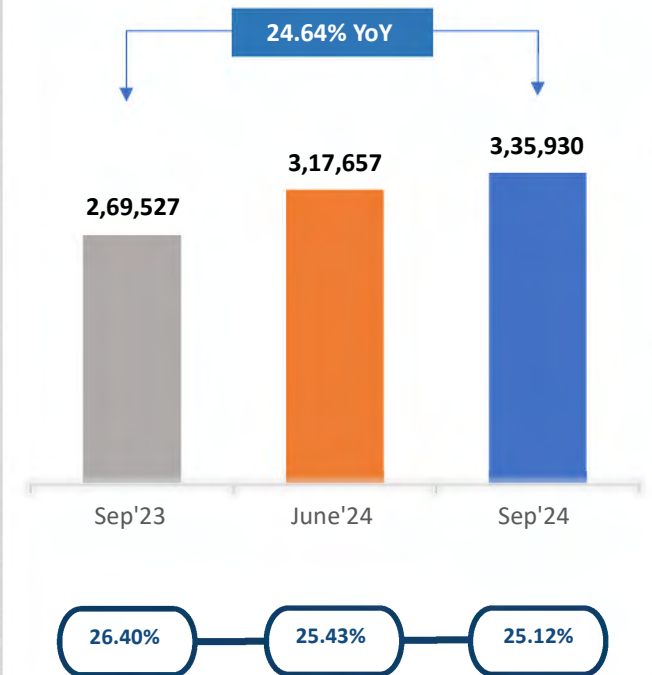
Manages **25.12%** of the NPS Industry AUM as on 30th September 2024

100% Subsidiary of UTI AMC Ltd

Managing Government and non-Government NPS corpus

Augmenting Pension Business

UTI PFL, Growth and Market Share



(₹ crore)

Source: Internal.

UTI Alternatives Pvt. Ltd. – Alternative Investing across the Credit Spectrum



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 more funds i.e., **UTI India Opportunities (IFSC) Fund, UTI India Opportunities (IFSC) Fund II & UTI India Opportunities (IFSC) Fund III – To be launched.**

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

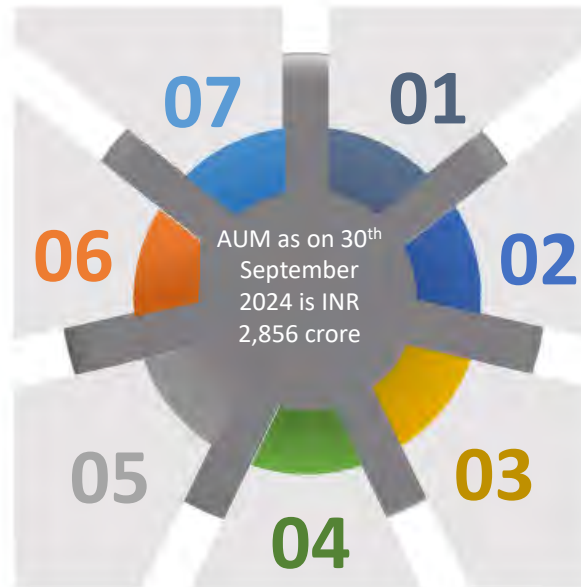
- 3 funds approved by IFSC under UAPL branch office's FME approval

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 the fund.
- cPMS cumulative gross AUM of ₹ 135 crore⁽²⁾



DISTRESS CREDIT

- Distress or mezzanine investing in NCDs which are primarily asset collateral backed
- 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
- Investing from Structured Debt Opportunities Fund III (SDOF). SDOF series was started in 2017.
- Gross Commitments in SDOF series of ₹ 1,756 crore⁽¹⁾ and AUM of ₹ 1,078 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 ₹ 130.25 crore⁽¹⁾

Data as of 30th September 2024.

(1) Commitments received; (2) Gross capital invested since inception.

Other Subsidiaries - Financial Highlights



(₹ crore)

Particulars	UTI International Ltd		UTI Pension Fund Ltd*		UTI Alternatives Pvt. Ltd		UTI HART Financial And Investment Services Ltd#	
	H1 FY25	H1 FY24	H1 FY25	H1 FY24	H1 FY25	H1 FY24	H1 FY25	H1 FY24
AUM	29,814	24,207	3,35,930	2,69,527	2,856	1,799	--	--
Sale of Service	72.5	60.6	65.8	56.6	7.1	3.4	--	--
Investment & Other Income	80.7	93.9	7.5	4.4	4	3.3	(0.2)	0.7
Total Income	153.2	154.5	73.3	61	11.1	6.7	(0.2)	0.7
Employee Benefit Expenses	30.7	25.1	6.3	4.5	5.5	4.5	--	--
Admin & Other Expenses	45.8	36.4	27.7	22.1	3.3	2.1	--	0.1
Total Expenses	76.5	61.5	34	26.6	8.8	6.6	--	0.1
Profit Before Tax	76.7	93	39.3	34.4	2.3	0.1	(0.2)	0.6
Profit After Tax	76.5	92.1	29.1	25.2	1.8	0.6	(0.1)	0.5

*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

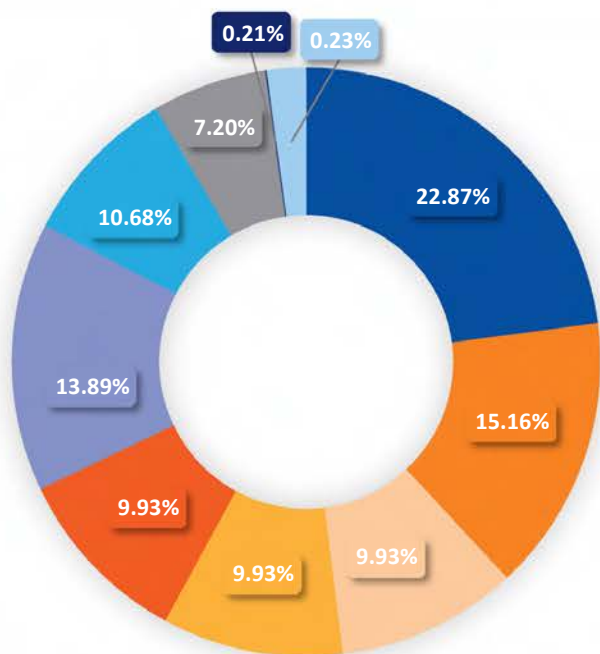


Achieve investment performance for our investors



Returns for our shareholders in the long term

Diversified Shareholding



UTI AMC has no identifiable promoters



State Bank of India, Bank of Baroda and Life Insurance Corporation of India hold 9.93% share capital each

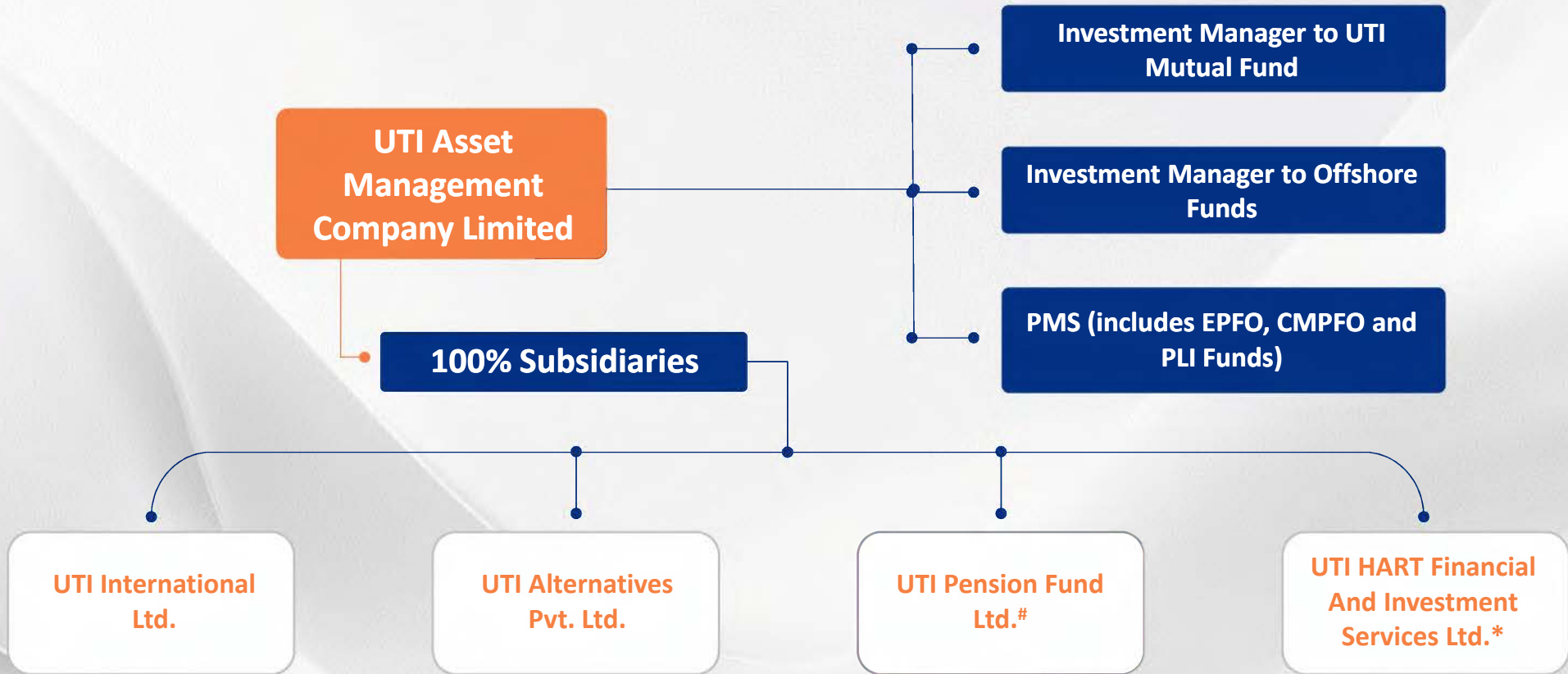


T. Rowe Price International Ltd. – a global investment management firm is the largest shareholder



Punjab National Bank, which has no other Mutual Fund, has 15.16% holding

UTI AMC – Group Structure



#Formerly known as UTI Retirement Solutions Ltd.

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

Key Business Focus Areas

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

Prudent Investment Management Policies



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



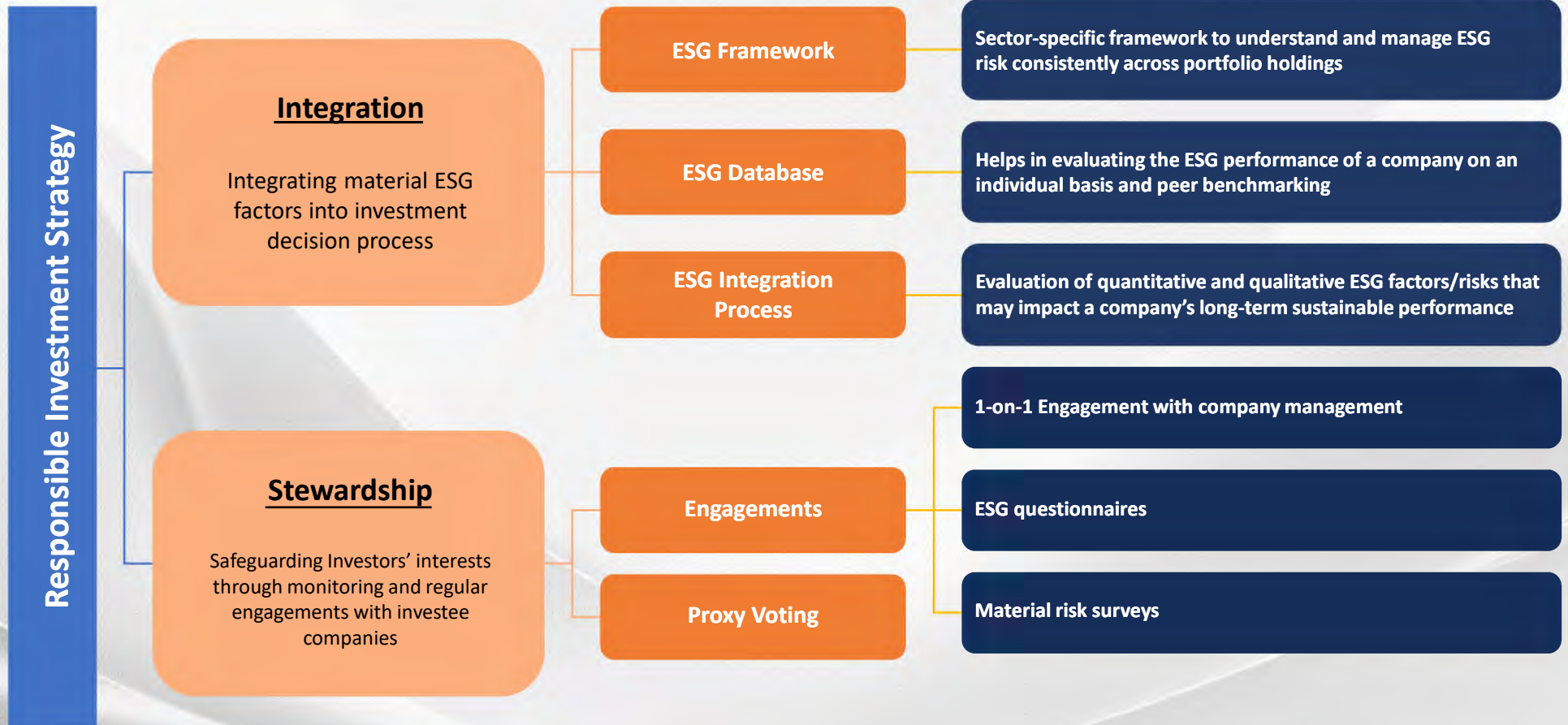
- Internal & External Audit Team

UTI AMC – Fund Management Process



Proprietary Investment Management Processes





Enabling Business Digitally



24x7 Digital Channels



- Access at your convenience **anytime anywhere, with Mobile App & Transaction portal- 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, Insta service for Investment and services

Assisted Journeys integrated



- Customer service for Product & Investment enquiry- **Inbound, Outbound & Co-browsing** 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 upto 4 schemes in-a-go with one click investment
- **Revamped Digital KYC** - Paperless and Contactless KYC process riding on Aadhar & Digi Locker
- **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



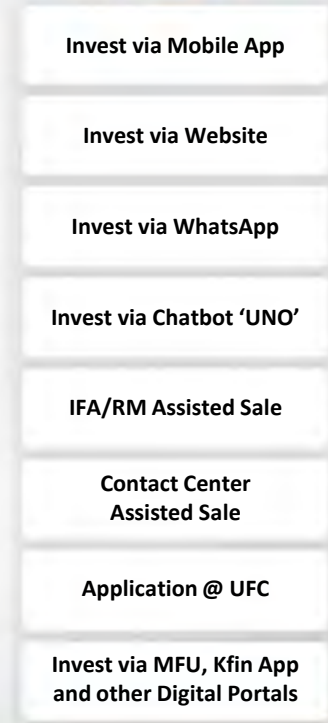
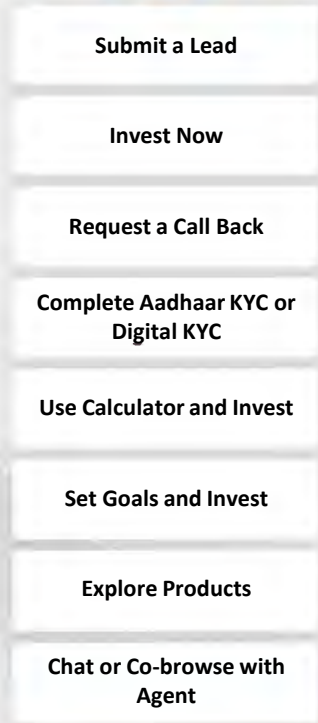
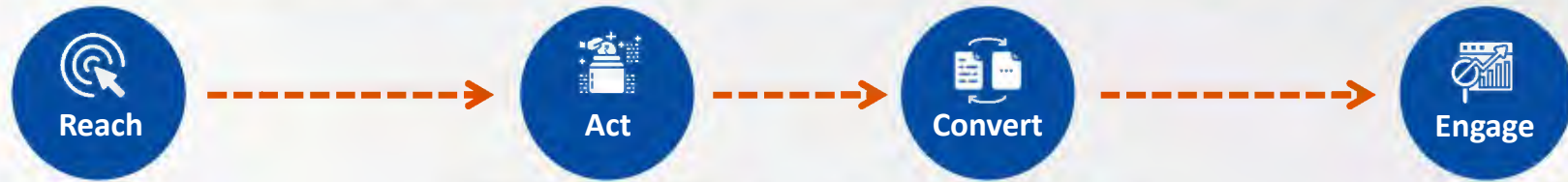
- **Paperless & Digital empanelment** of MFDs
- **Revamped UTI Buddy** - Office-on-the-go App and web interface for MFDs. Improved UI/UX and transactional Journeys and straight through capabilities
- **Initiate & track transactions** for investors to reduce sales cycle. Track AUM, Folio and Market updates
- **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



- Implementing Salesforce Marketing Automation Tool and 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** – Retargeting 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)

Brand Message

Investment Management

Risk & Compliance

Research & Fund Management

Human Resource

Customer Onboarding Channels

Transaction Processing

Accounting & Operations

Robotic Process Automation

Digital Enablers

Customer Engagement

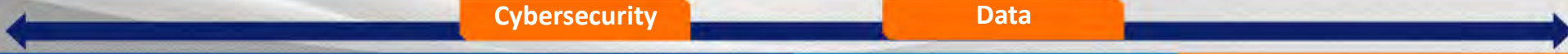
Registrar & Transfer Agent

Customer Servicing

Information Technology

Cybersecurity

Data



Developing Digital Resources to be Future Ready



- Tapping Emerging Segments
- Driving Digital Partnerships & Sales via Paid & Organic Mediums

- Identified Focus Areas & Roadmap
- Enabling Sales Force Digitally
- Enhancing Digital Assets

- Digitizing Operations to Reduce Cost
- Re-imagining Operating Models riding on Technology & Data

- Re-imagined Digitized Ecosystem for **Direct-to-Customer** Segment
- Digitized **Ecosystem for Partners** for Increased distribution Outreach
- **Data First organization** riding on Analytics and Personalization at Scale
- **Digitizing UFCs** riding on Technology and Digital Solutions
- **Remote/Distributed operating Model** for Investor and Partner Support
- **Digitized & Automated** Operational processes riding on Automation tools

- 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+



ENVIRONMENTAL

- Adopted paperless office system, smart e-approval systems through document management software "UTI E-Way"
- 100% renewable energy usage at corporate tower, use sensor-based faucets, replaced all CFLs with LEDs, use environment-friendly R-134A refrigerant in the air-conditioning systems at our corporate office
- Compost 100% of our wet waste and recycle 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.
- 28% Female workforce
- 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.

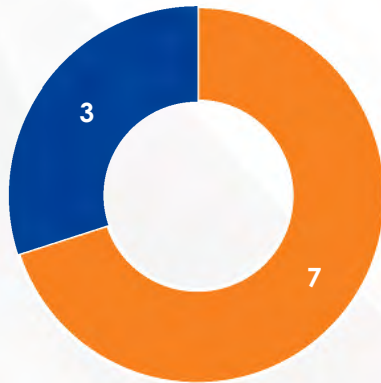


GOVERNANCE

- 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)

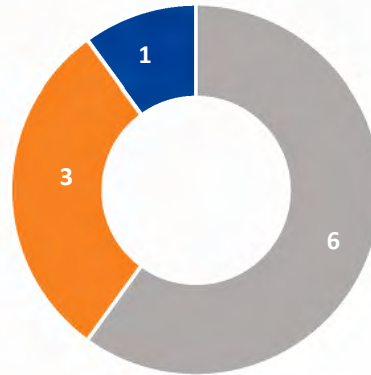
UTI AMC is a **professionally managed company**

Geographical Representation



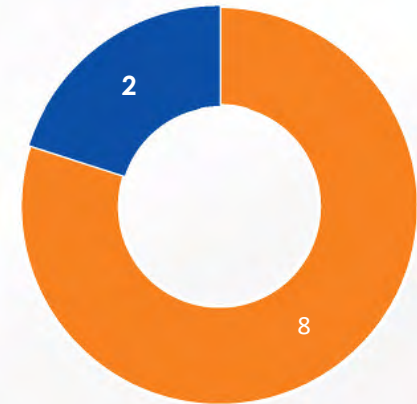
■ Domestic ■ Overseas

Board Composition



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

Women Directors Representation



■ Women Director

UTI AMC - Board of Directors



Mr. Dinesh Kumar Mehrotra
Non-Executive Chairman & Independent Director

Mr. Dinesh Kumar Mehrotra is the Non-Executive Chairman and an 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. The shareholders approved his appointment as an Independent Director of the Company at the Annual General Meeting held on 23rd August 2017.



Mr. Flemming Madsen
Non-Executive Nominee Director

Mr. Flemming 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. His appointment as a Non-Executive Nominee Director of the Company was approved by the shareholders at the 19th Annual General Meeting held on 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. The shareholders approved his appointment as an Independent Director of the Company at the Annual General Meeting held on 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 the 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, an 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. The shareholders approved his appointment as an Independent Director of the Company at the Annual General Meeting held on 25th September 2018.

UTI AMC - Board of Directors



Mr. Rajeev Kakar
Independent Director

Mr. Rajeev Kakar is an Independent Director of the Company. He currently serves on the boards of various banks and financial institutions such as Eurobank Ergasias SA (Greece), Gulf International Bank (GIB Bahrain), Gulf International Bank (GIB Saudi Arabia) and Commercial International Bank (Egypt). He started his career in 1988 at Citibank NA, where he worked for 18 years and in his last role, was the Managing Director and Division Head for Turkey, Middle East and Africa region. In 2006, he moved to become the Global co-founder of Fullerton Financial Holdings Pte. Ltd., headquartered in Singapore (a wholly owned subsidiary of Temasek Holdings Pte. Ltd., Singapore), where he served for 11 years in various roles including serving on its Global Management Board, as its Executive Vice President, Head of Consumer Banking and Head of Central and Eastern Europe, Middle East and Africa region. Simultaneously, he also was the Founder of Dunia Finance LLC in UAE, where he operated as its Managing Director and Chief Executive Officer. He holds a B. Tech. degree in Mechanical Engineering from the Indian Institute of Technology, Delhi and a Post Graduate Diploma in Management from the Indian Institute of Management, Ahmedabad. His appointment as an Independent Director of the Company was approved by the shareholders at the Extra Ordinary General Meeting held on 16th December 2019.



Ms. Dipali Sheth
Independent Director

Ms. Dipali Sheth is an Independent Director of the Company. She serves as an Independent Director on the Boards of four other companies. Prior to joining the Company, she was associated with RBS Business Services Private Limited as the Country Head of Human Resources, Standard Chartered Bank as Head of HR South Asia, Procter & Gamble Distribution Company Limited and DCM Limited. She holds a B.A. (Honours) degree in Economics from the University of Delhi, passed out from the DCM Management Centre, and is an accredited Coach from ICF and Gallup, USA. The shareholders approved her appointment as an Independent Director of the Company at the Extra Ordinary General Meeting held on 16th December 2019.



Ms. Jayashree Vaidhyathan
Independent Director

Ms. Jayashree Vaidhyathan is an Independent Director of the Company. She currently serves as a co-founder and CEO of BCT Digital, a technology company specialising in AI and Predictive Analytics. Prior to BCT, 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, a US \$3.2 bn 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 the Association for Investment Management and Research. The shareholders approved her appointment as an Independent Director of the Company at the Extra Ordinary General Meeting held on 16th December 2019.



Mr. Kiran Kumar Tarania
Non-Executive Nominee Director*

Mr. Kiran Kumar Tarania is a Non-Executive Nominee Director of the Company. He is currently General Manager – Treasury Division at Punjab National Bank. He is an accomplished finance professional with over 34 years of demonstrated history of work experience in the banking industry. He has a vast experience in Treasury Management, Risk Management, Corporate Credit and General Banking. He holds a B.Com (Honours) and a Masters of Management Studies degree and is a Certified Associate of the Indian Institute of Bankers. The shareholders approved his re-appointment as a Non-Executive Nominee Director at the Annual General Meeting held on 25th July 2023.

*Mr. Kiran Kumar Tarania has resigned from the position of Non-Executive Nominee Director of the Company with effect from close of business hours on 30th September 2024.

UTI AMC - Board of Directors



Mr. Srivatsa Desikamani
Non-Executive Nominee Director

Mr. Srivatsa Desikamani is a Non - Executive Nominee Director of the Company. He is Head of Strategy and Corporate Development at T. Rowe Price. He is a Vice President at 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. The shareholders approved his appointment as a Non-Executive Nominee Director at the Annual General Meeting held on 25th July 2023.



Mr. Santosh Kumar
Additional Director (Non-Executive Nominee Category)

Mr. Santosh Kumar is an Additional Director (Non-Executive Nominee Category) 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.



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, Fellow member of Institute of Cost Accountants of India and Institute of Company Secretaries of India, Certified Public Accountancy (USA) and GAMP from Indian School of Business & Kellogg School of Management. He has 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 a 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 & Investment Services Ltd. Mr. Rahman was a director on the Board of Indian Oil Adani Ventures Ltd. He was the Chairperson for the FICCI Task Force on ESG; member of the CII National Committee on Financial Markets; 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. Prior to joining the Company, he was associated with Sumeet Machines Ltd, Leasing Finance India Ltd, Bells Controls Ltd, New India Rubber Works (P) Ltd. and S. Gupta & Co.



Mr. Suhail Nathani

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



Ms. Mukeeta Jhaveri

Mrs. 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 Centres as a Director.



Mr. Shiva Kumar

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



Mr. Venkataraman Srinivasan

Mr. Venkataraman Srinivasan is Independent Director of UTI Trustee Company Private Limited. He is a Chartered Accountant by profession and has completed B.Com. from University of Bombay. He has been engaged in Audit & Assurance practice and Direct Tax & Corporate Advisory Services since 1984, specialising 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 over 36 years of work experience. 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 FY2021-22. 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: invest@uti.co.in

UTI Asset Management Company Limited

**Consolidated Net Profit stands at ₹ 239 crore for the quarter ended
September 30, 2024; up by 31% YoY**

Business Highlights for Q2 FY2024-25

- The total group AUM for UTI Asset Management Company stood at ₹ 20,16,416 crore.
- As on 30th September 2024, UTI MF's quarterly average assets under management (QAAUM) was ₹ 3,42,549 crore.
- Equity Assets (Active + Passive) contributed 71% to UTI MF's total average AUM.
- The ratio of equity oriented QAAUM and non-equity oriented QAAUM was 71:29 vis-à-vis industry ratio of 61:39.
- Gross Inflow mobilized through SIP for the quarter ended 30th September 2024, stood at ₹ 2,058 crore.
SIP AUM as of quarter end stood at ₹ 39,882 crore, an increase of 50.26% as compared to 30th September 2023.
- Total live folios stood at 1.29 crore as on 30th September 2024.
- Digital purchase transactions rose to 44.71 lakh, an increase of 43.80% as against quarter ended 30th September 2023.
- UTI AMC has geographical presence in 700 districts in India, amongst the highest in the industry.

Consolidated Financial Highlights for Q2 FY2024-25

- Revenue from operations for the July-September quarter stood at ₹ 538 crore, up by 33% YoY and 2% QoQ.
The core revenue from operations for Q2 FY2024-25 consisting entirely of sale of services amounted to ₹ 373 crore, up by 28% YoY and 11% QoQ.
- Profit before tax for the second quarter of FY2024-25 was at ₹ 336 crore, up by 53% YoY and down by 1% QoQ.
Core Profit before tax was ₹ 169 crore for Q2 FY2024-25, up by 59% YoY and 17% QoQ.
- The quarterly profit after tax stood at ₹ 239 crore in Q2 FY24-25, up by 31% YoY and down by 6% QoQ.
The core profit after tax for the second quarter (excluding income from investments and other non-operating income) was ₹ 132 crore, up by 50% YoY and 14% QoQ.

Consolidated Financial Highlights for H1 FY2024-25

- Revenue from operations for the H1FY25 stood at ₹ 1,068 crore, up by 22% YoY.

The core revenue from operations for H1FY25 consisting entirely of sale of services amounted to ₹ 710 crore, up by 24% YoY.

- Profit before tax for the H1FY25 was at ₹ 677 crore, up by 33% YoY.
Core Profit before tax was ₹ 313 crore for H1 FY25, up by 50% YoY.
- The Profit after tax stood at ₹ 493 crore in H1FY25, up by 18% YoY.
The core profit after tax for the half year (excluding income from investments and other non-operating income) was ₹ 248 crore, up by 45% YoY.

Commenting on the performance **Mr. Imtaiyazur Rahman, Managing Director & Chief Executive Officer, UTI AMC** said, *"India has been soaring high owing to a steady economic progress, robust growth, strong domestic demand, rising working population coupled with a rising tech wave. IMF's projection for a 7% growth rate for FY25 signifies the resilience with which the nation has been paving its way to be one of the most powerful economies in the world. Keeping up on the momentum, Indian mutual fund industry continues to showcase remarkable growth, with Average AUM reaching Rs 66.22 lakh crore, reflecting strong investor confidence across the country. The increasing participation from smaller cities, with over 50% of new investor folios coming from beyond major urban centres, highlights the expanding reach of mutual funds and their role in driving financial inclusion.*

At UTI AMC, we remain dedicated to offering competitive investment solutions that meet the evolving needs of our investors. The strong inflows into both equity and debt underline mutual funds as a preferred choice for long-term wealth creation. We will continue to focus on sustainable growth and creating value for our stakeholders, contributing to India's economic journey."

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
25th October 2024

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