

28<sup>th</sup> October 2024

<b>BSE Limited,</b> Phiroze Jeejeebhoy Towers, Dalal Street Mumbai 400 001  <b>Scrip Code: 543232</b>	<b>National Stock Exchange of India Limited</b> Exchange Plaza, 5th floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai 400 051  <b>Trading Symbol : CAMS</b>
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Dear Sir / Madam,

**Sub: Presentation of Un-Audited Standalone and Consolidated Financial Results for the quarter and half year ended September 30, 2024**

Please find enclosed presentation of Un-Audited Standalone and Consolidated Financial Results for the quarter and half year ended September 30, 2024.

We request you to take the same on record.

Thanking you,

**Yours faithfully,**  
**For Computer Age Management Services Limited**

**G Manikandan**  
**Company Secretary and Compliance Officer**

**Computer Age Management Services Limited**

**Member of the Registrars Association of India (RAIN)**

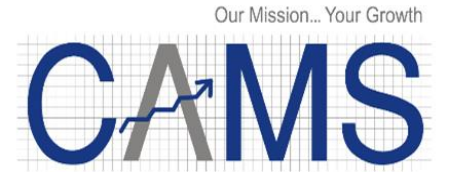
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Regd. Office : New No. 10, (Old No. 178), M.G.R. Salai, Nungambakkam, Chennai - 600 034. India.

# COMPUTER AGE MANAGEMENT SERVICES LIMITED



Investor  
Presentation  
October 2024



This Presentation, except for the historical information, may contain statements, including the words or phrases such as ‘expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should’ and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements.

These forward-looking statements are based on certain expectations, assumptions, anticipated developments and other factors like risk and uncertainties regarding market growth, competition, ability to maintain and manage key customer relationship and those factors which may affect our ability to implement business strategies successfully.

The Company, therefore, cannot guarantee that the forward-looking statements made herein shall be realized. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.



**Anuj Kumar**  
*Managing Director*



**Ram Charan  
Sesharaman**  
*Chief Financial Officer*



# Presentation flow

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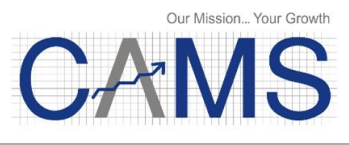
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# BUSINESS OVERVIEW



**CAMS Revenue grew by 32.7% YoY**



**MF revenue grew by 32.9% YoY**



**Non-MF revenue grew by 31.9% YoY**



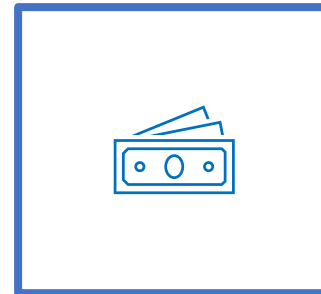
**Sustained focus on expanding Non-MF businesses grew by 31.9% YoY. Share of Non-MF revenue @ 12.9% of overall revenue**



**EBITDA grew by 39.9% YoY**



**EBITDA percentage stood at 46.9%, 240 basis points up YoY**



**Profit After Tax grew by 44.9% YoY**



**Profit percentage stood at 32.4%, 270 basis points up YoY**

**CAMS Board approves an Interim Dividend: ₹ 25 Per share (including a special dividend of ₹ 10.50 per share)**

# Key Highlights for the Q2 FY25



## Mutual Funds

- ❑ At Rs. 45 Tn AuM, **CAMS saw the fastest quarterly growth in overall AuM**, adding Rs. 4.9 Tn during the quarter, a historic high in AuM accretion.
- ❑ Recorded solid performance in **equity assets with 59.4% growth on Y-o-Y basis**, vs. 53.5% for rest of industry. This share gain of nearly 100 basis points has driven Equity AuM market share to ~66%.
- ❑ **Industry net sales set a new record of Rs.1.5 lakh Crs in Q2 FY'25**. CAMS touched ~ 1 lakh Crs of net sales with 66% share.
- ❑ **New milestone set in NFO collections** both for industry (~ Rs 45k Cr) and CAMS ( Rs.27K Cr) on the back of several large sectoral funds launches.
- ❑ **Record high SIP registrations** witnessed in the quarter, with CAMS clocking 1.2 Crs new SIP registrations during the quarter.
- ❑ **SIP collections scaled at a very healthy clip** with CAMS collections growing by 54% Y-o-Y vs. 48% for rest of industry.



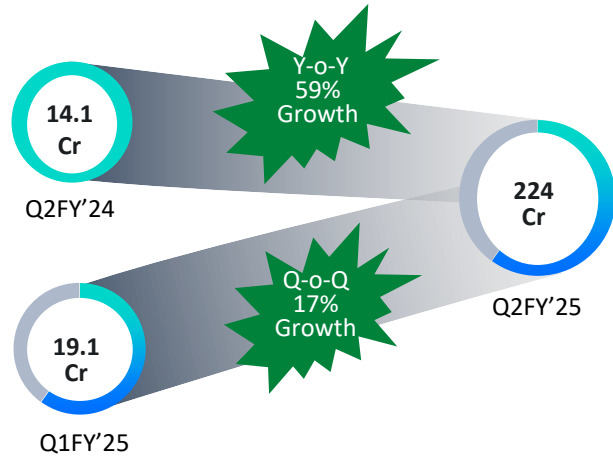
## Beyond Mutual Funds

- ❑ **CAMS Alternatives** recorded a robust 21% Y-o-Y Revenue growth. Recorded highest ever quarterly win rate with 57 new mandates. Opened 2nd office @ GIFT to service expanding clientele of 20+ AMCs.
- ❑ **CAMS KRA** delivered a robust **56% Y-o-Y** revenue growth in Q2 FY'25. Added 26 new financial institutions and FinTechs as its customers, significantly adding non-MF PANs to its stock.
- ❑ **CAMSPay** revenue recorded **69% growth** Y-o-Y in Q2 FY'25 on the back of digital payment adoption, led by UPI Auto-Pay.
- ❑ **BIMA Central unique user base crossed 2.5 lakh** and mobile downloads crossed 50K. Processed 1 lakh service transactions on the platform in Q2. 10 lakhs new policies digitized during the quarter.
- ❑ **CAMS Account Aggregator holds 16.5% market share** of Customers successfully linked to AA ecosystem, vs 9.6% in Q2 FY'24.
- ❑ **CAMS NPS** subscriber onboarding demonstrates **2.5x+ Y-o-Y growth**. Crosses 1 lakh Subscriber onboarding to reach #2 in eNPS registrations.
- ❑ CAMS board approves formation of a joint venture along with KFin Technologies Ltd, to operate **MF Central**, an industry leading unified platform for mutual fund investors and intermediaries.



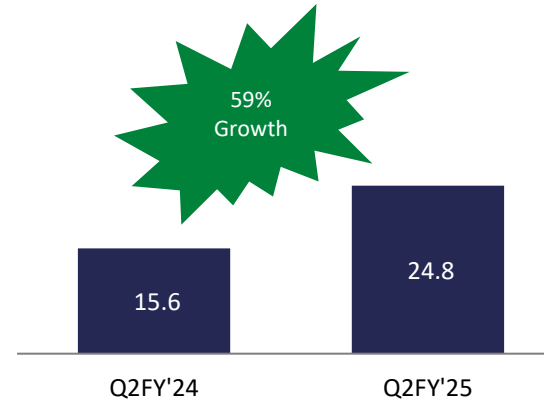
A quarter with fastest growth in AuM, increase in equity AuM share, record high SIP registrations and launch of large sectoral NFOs

### New highs in transaction volume

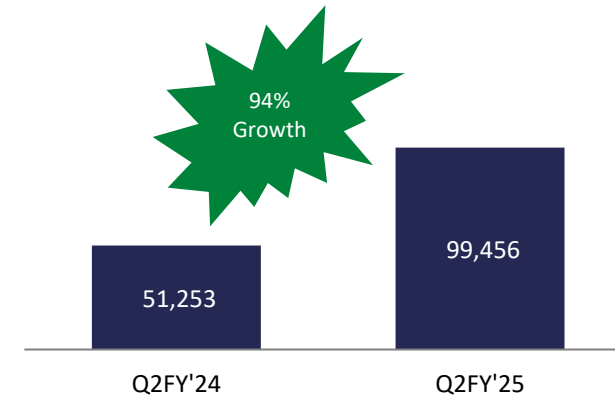


Transaction volume has increased by 17% Q-o-Q and 59% on Y-o-Y

### Equity AuM\* (Rs in Lakh Cr)

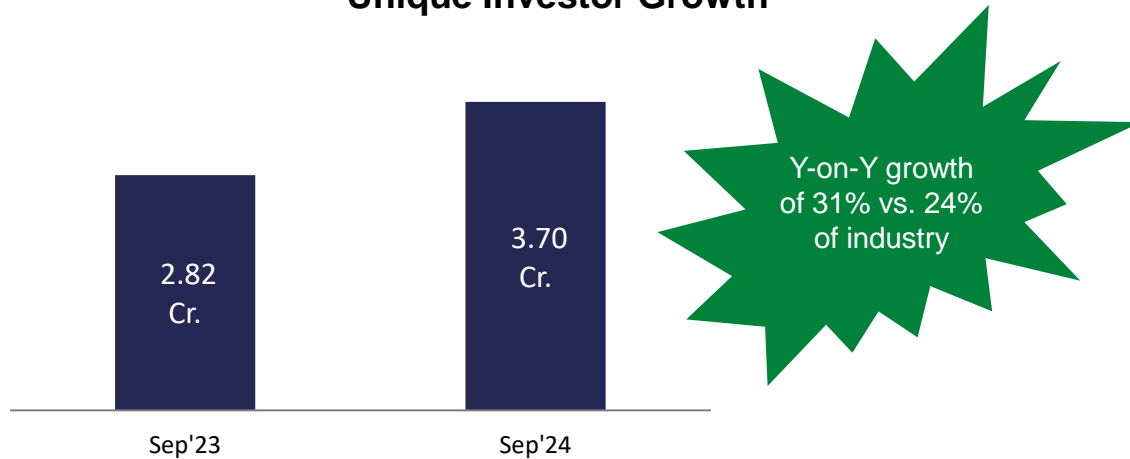


### Equity Net Sales\* (Rs in Cr)



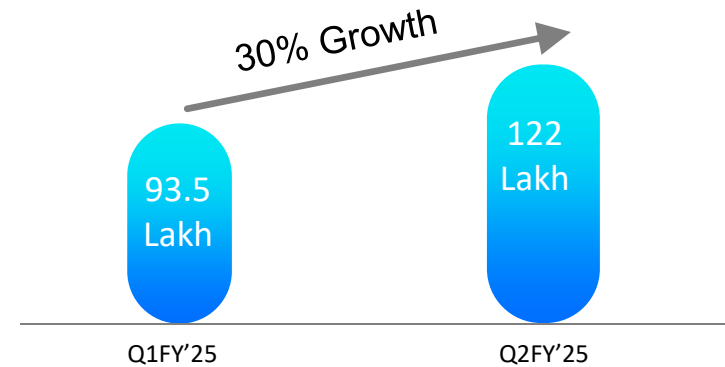
SIP collections are growing at a very healthy clip with CAMS collections growing by 54% Y-o-Y vs. 48% for rest of industry

### Unique Investor Growth



On Q-o-Q basis, Unique Pan count has increased by 9% and Y-o-Y by 31%, ahead of industry growth at 24%

### New SIP registrations



New SIP registrations by CAMS set a new life-time record of 1.2 Cr, an 86% growth Y-o-Y  
 Jul'24 New SIP registration reached a new high at ~45 Lakh

\*Equity includes Growth, Index Equity & Hybrid schemes excluding Arbitrage

# Mutual Fund Industry & CAMS AAuM – Q2FY25

## CAMS – Market Share (based on Quarterly AAuM)

**~68%\***

Net flows into equity assets remain positive in Q2FY25 94% Y-o-Y / 11% Q-o-Q

Inflows through SIPs increased by 54% Y-o-Y / 14% Q-o-Q

\*Market share does not include fund of fund Domestic  
# Equity includes Growth & Equity Oriented schemes, Index-Equity & Hybrid excluding Arbitrage

## AAuM Serviced by CAMS

**₹ 44.8 Tn.**



39.2% Y-o-Y



12.3% Q-o-Q

## Equity AAuM # – CAMS

**₹ 24.8 Tn.**



59.4% Y-o-Y



15.2% Q-o-Q

## Industry AAuM

**₹ 66.2 Tn.**



40.9% Y-o-Y



12.3% Q-o-Q

## Equity AAuM # – Industry

**₹ 37.7 Tn.**



57.3 % Y-o-Y



15.3% Q-o-Q

## CAMS – Market Share (based on half yearly AAuM)

**~68%\***

Net flows into equity assets increased by 172% in H1FY25 Y-o-Y

Inflows through SIPs increased by 50.9% in H1FY25 Y-o-Y

## AAuM Serviced by CAMS

₹ **42.4** Tn.



37.1% Y-o-Y

## Equity AAuM – CAMS

₹ **23.2** Tn.



57.8% Y-o-Y

## Industry AAuM

₹ **62.6** Tn.



39.0% Y-o-Y

## Equity AAuM – Industry

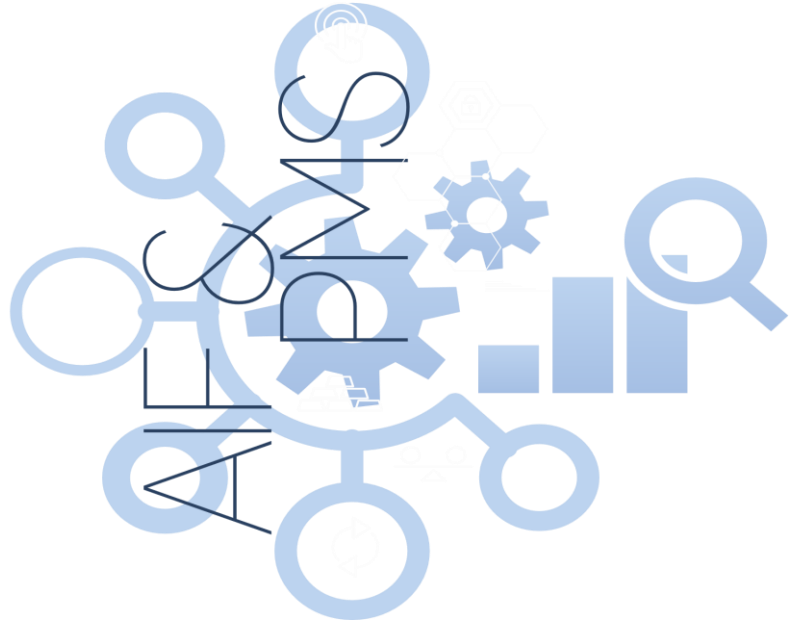
₹ **35.2** Tn.



55.9% Y-o-Y

\*Market share does not include fund-of-fund Domestic  
 # Equity includes Growth & Equity Oriented schemes, Index-Equity & Hybrid excluding Arbitrage

CAMS Alternatives business continues the strong growth trajectory with 21% Y-o-Y revenue growth on the back of healthy signings for core business & rapid adoption of CAMS WealthServ & Fintuple's offerings



**450+**

funds serviced  
across 150+ fund houses

**₹2.30 Tn.**

Assets Under  
Service

**165+**

Installations  
of CAMS WealthServ and  
Fintuple's digital  
on-boarding solution

**1<sup>st</sup>**

RTA at GIFT City  
to set up full-stack  
offerings for AIFs

- ❑ Recorded highest-ever quarterly win rate with 57 new mandates in Q2FY25
- ❑ WealthServ 360 maintains lead as the preferred digital stack for Alternatives Ecosystem with 165+ sign ups
- ❑ CAMS GIFT City continues to see traction with 20+ clients. Opened second and larger office in October 2024
- ❑ Fintuple expands product suite with **nivruti** for NPS and eUpyog ready-to-configure platform

**fintuple**  
— a CAMS company —

**WealthServ360**



**2nd**  
largest KRA

**20%**  
Market Share

- ❑ CAMS KRA continues to bolster its product superiority and is emerging to be a preferred KYC service **provider – delivered a robust 56% Y-o-Y revenue growth in Q2FY25**
- ❑ **Added 26 new financial institutions** and FinTechs as its customers, significantly adding non-MF PANs to its stock
- ❑ **KRA’s seamless onboarding journey, powered by Think360’s Kwik ID** KYC solution provides a compelling product suite to fintechs to build a frictionless journey
- ❑ Unveiled two first-in-the-industry initiatives by CAMS KRA in Global Fintech Fest in August:
  - **Nexus** – KRA Dashboard for financial institutions to track online PAN registration status with CAMS KRA
  - **WhatsApp KYC** – A pioneering industry solution for client onboarding



**7.5 Mn.**

e-Insurance (eIA) accounts

**~40%**

Market Share

**9.4 Mn.**

e Policies under service

**1<sup>st</sup>** in Industry

**BIMA CENTRAL.**

- ❑ **eIA base crosses 7.5 Mn. and continues strong addition** with ~1 Mn. Policies in the quarter (second consecutive quarter) with a 40% market share
- ❑ **ICICI Prudential Life Insurance becomes the first life insurer** to integrate services on Bima Central; two more insurers in process of completing integration
- ❑ **Bima Central unique user base crosses 2.5 Lakh** and mobile downloads cross 50K; processed 1 Lakh service transactions on the platform in last quarter
- ❑ **47 out of 55 insurers now regularly contribute electronic policies** on Bima Central
- ❑ **ASSOCHAM recognises Bima Central for “Best use of Technology”** in Insurance industry
- ❑ IRDAI Master Circular on Policyholder Protection & Allied Interests enhances the appeal of platforms like Bima Central, enabling more use cases



- ❑ **Revenue grew by 69% Y-o-Y**
- ❑ **UPI Auto-Pay transactions have grown 110%** in comparison to the previous quarter
- ❑ **Product further enhanced** with the launch of split settlement and introduction of equated daily instalments (EDI)
- ❑ **23 new logos added in Q2 FY25**
- ❑ **LIC empanelment for Authentication services (announced in Q3FY'23-24) – services have gone live** and delivery commenced in the current quarter. LIC has also empanelled CAMSpay for Payment Gateway services

**2.3 Mn.+**

UPI AutoPay Mandate Registrations

**~40%**

Of Overall Insurance Industry-NACH Transactions

**1.8 Mn.+**

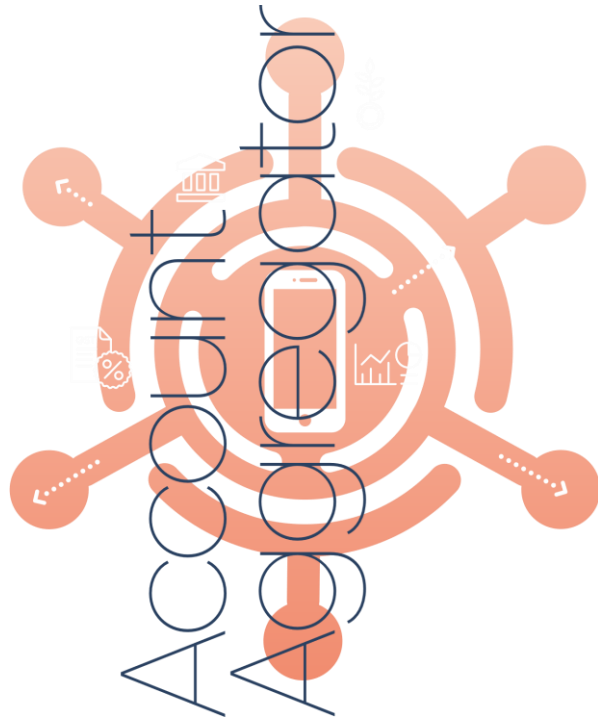
NACH Mandate Registrations

**~₹327 Bn.+**

Worth of NACH + Digital Transactions

**12 Mn.+**

Bank Accounts Validated



- ❑ **Q2FY25 – 16.5% market share of Customers successfully linked to AA ecosystem, vs. Q2'FY24 - 9.6%**
- ❑ **Robust 170% Y-o-Y revenue growth**
- ❑ **Successful data deliveries crossed 1 Cr mark in the quarter. Q2FY25 – 1.2 Cr. vs. Q1FY25 – 0.6 Cr (100% Q-o-Q growth) vs. Q2FY24 – 0.1 Cr (10.5X Y-o-Y growth)**
- ❑ **Volumes from top-tier fintechs continue to scale, business aided by enhanced value proposition through AAmaze (BSA platform)**

## 122 FIPs

Banks, CRA, MF, Insurance & GST

## 126 FIUs

Live  
25% Market Share  
Q2'FY25 – 11

## 214 FIUs

Signups  
Brokers – 68  
Bank/NBFCs – 60  
AMCs/RIAs – 45  
HFC – 13  
Insurance – 19  
Q2'FY25 – 20





**100+**  
Clients Served

**10**  
Years in  
business

**100+**  
AI & Data  
Science  
Experts



- ❑ **Wins Algo360 mandate from L&T Financial Services and Stable Money**
- ❑ AAmaze, analytics solution for Account Aggregator ecosystem, goes live with multiple brokerages and NBFCs
- ❑ Expands credit risk analytics and modelling suite for Banks and NBFC clients
- ❑ Partnered with CAMS NPS and Fintuple teams for NPS stakeholder onboarding platform
- ❑ Covered as Challenger firm in Analytics India Magazine's annual PeMa matrix for data science service provider



**7.9%**

Market share  
in Q2 Retail  
business

**#2**

in eNPS  
registration

**90%**

C-Sat score

- ❑ **Subscriber Onboarding on CAMS CRA crosses 1 Lakh**
- ❑ 2.5x+ growth over Q2FY24 subscriber onboarding
- ❑ Indian Bank started doing business on CAMS CRA platform
- ❑ More than 2.5K Vatsalya accounts opened in a fortnight
- ❑ Focus on API integration with PoPs – Fintech and Banks



**FINANCIALS**

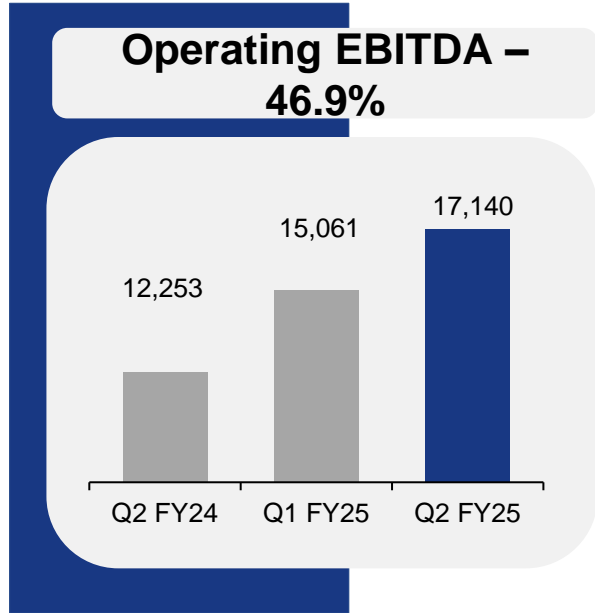
# Revenue Highlights – Q2FY25

<b>Revenue</b>	<b>₹36,517.21 Lakh</b>	▲ 32.7 % Y-o-Y ▲ 10.2 % Q-o-Q
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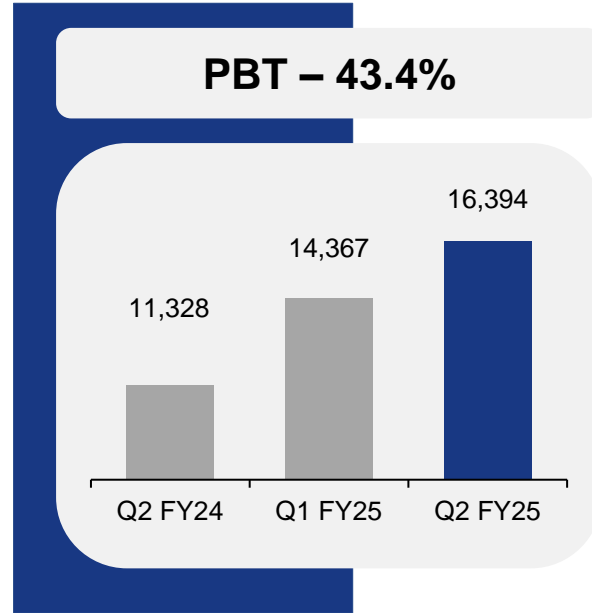
<b>Asset Based Revenue</b>	32.7% Y-o-Y ▲ 10.7% Q-o-Q ▲	<b>Non-Asset Based Revenue</b>	34.0% YoY ▲ 10.5% QoQ ▲	<b>MF Revenue</b>	32.9% Y-o-Y ▲ 10.7% Q-o-Q ▲	<b>Non-MF Revenue</b>	31.9% Y-o-Y ▲ 7.0% Q-o-Q ▲
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<b>Asset Mix</b>	<b>Equity component: Q2FY25 @ 54.6% (Q2FY24: @ 47.8% / Q1FY25: @ 53.2%)</b>
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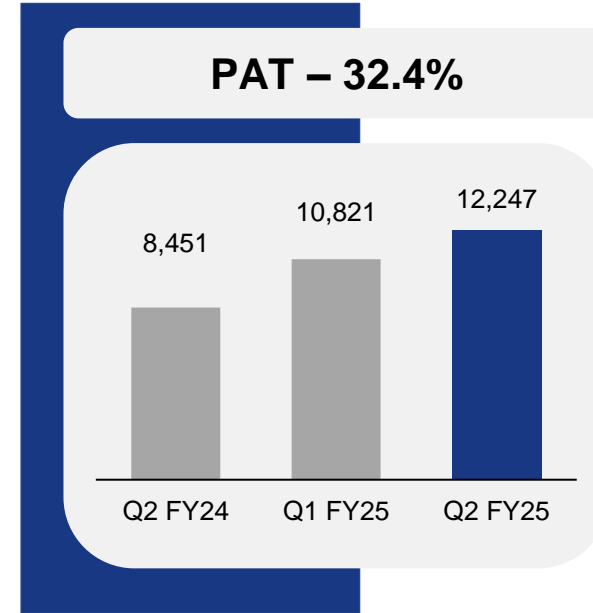
# Financial Highlights – Q2FY25



▲ **39.9 % Y-o-Y**  
 ▲ **13.8 % Q-o-Q**



▲ **44.7% Y-o-Y**  
 ▲ **14.1% Q-o-Q**



▲ **44.9% Y-o-Y**  
 ▲ **13.2% Q-o-Q**

**Return on Net-Worth\* 47.5%**

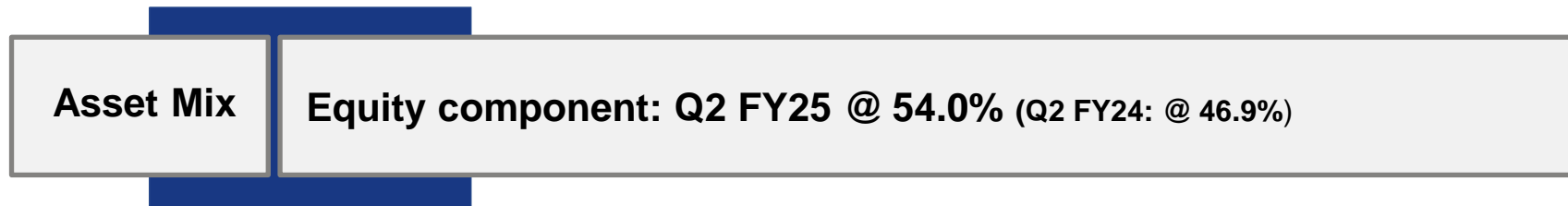
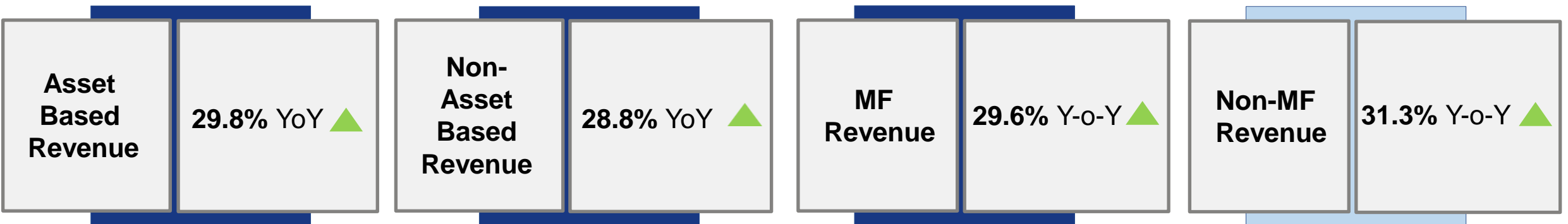
**\*\* Cash & Cash Equivalent as on 30<sup>th</sup> Sep was ₹732.83 Cr.**

Profit numbers are after considering the non-cash charge (ESOPs) amounting to ₹3.6 Cr. (Q2 FY25), ₹ 2.6 Cr. (Q2 FY24) and ₹ 3.3 Cr. (Q1FY25)

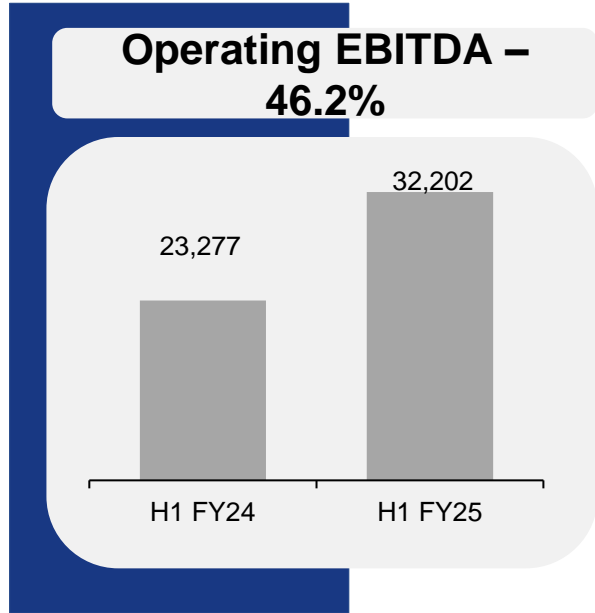
**Interim Dividend: ₹ 25 Per share (including a special dividend of ₹ 10.50 per share)**

- ❑ \* Return on Net-worth – PAT (annualized) / Average Equity for the quarter| \*\* Includes Bank balances, Fixed deposit, Govt Bond & Investment in MF / Excludes money held in trust (ECS, NPS & Stamp duty collection A/c & Money in unpaid dividend A/c
- ❑ Numbers are after eliminating non-controlling interest in Think Analytics & Fintuple Technologies

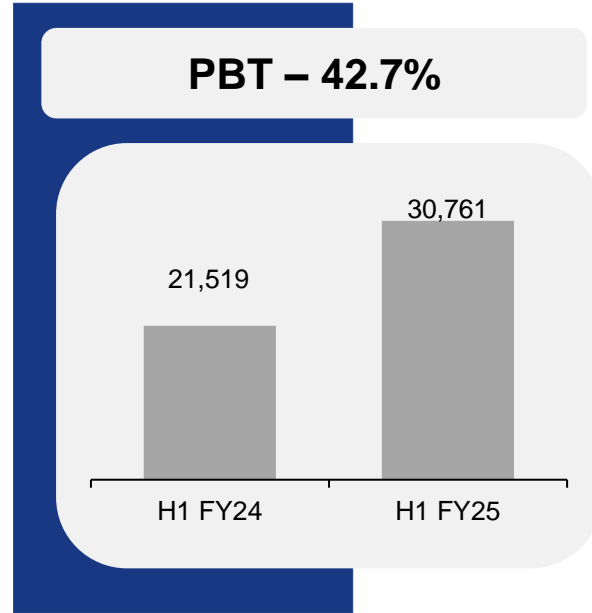
# Revenue Highlights – H1FY25



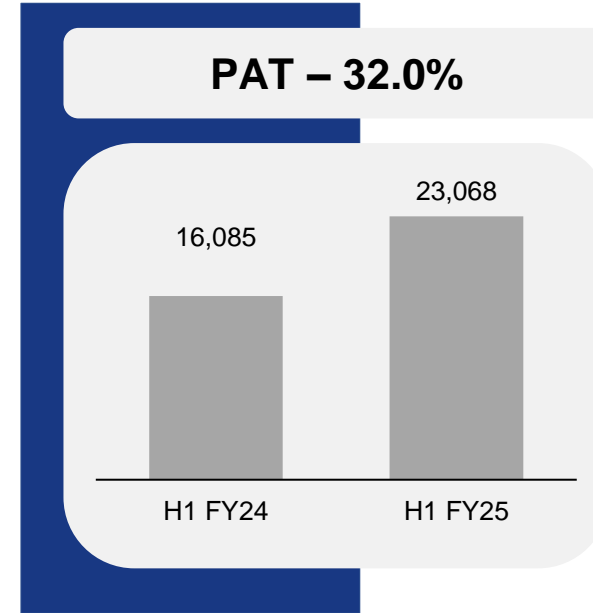
# Financial Highlights – H1 FY25



▲ **38.3 % Y-o-Y**



▲ **42.9% Y-o-Y**



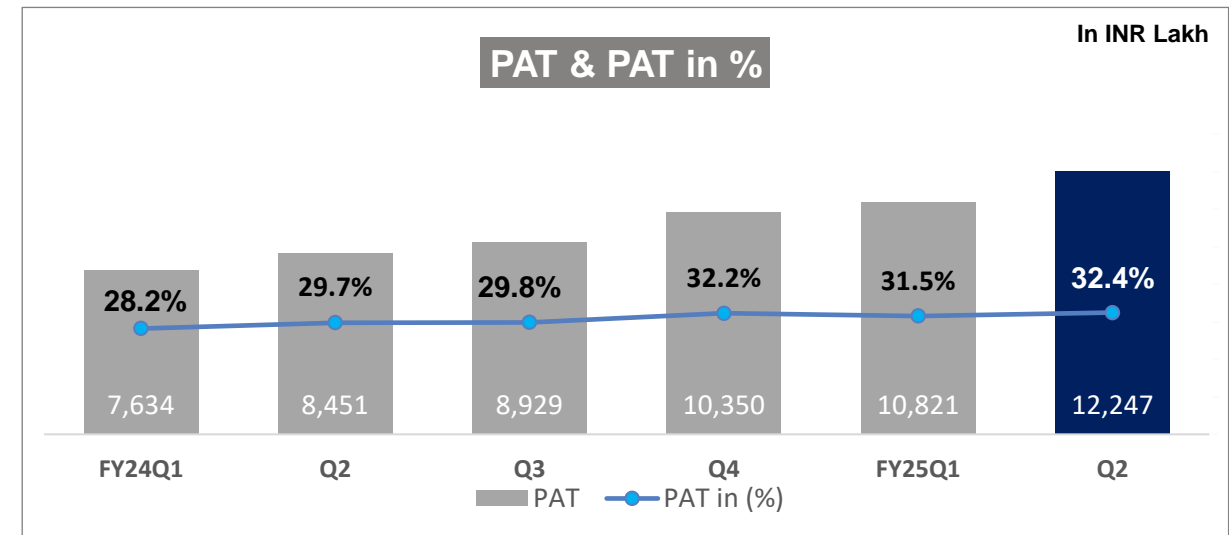
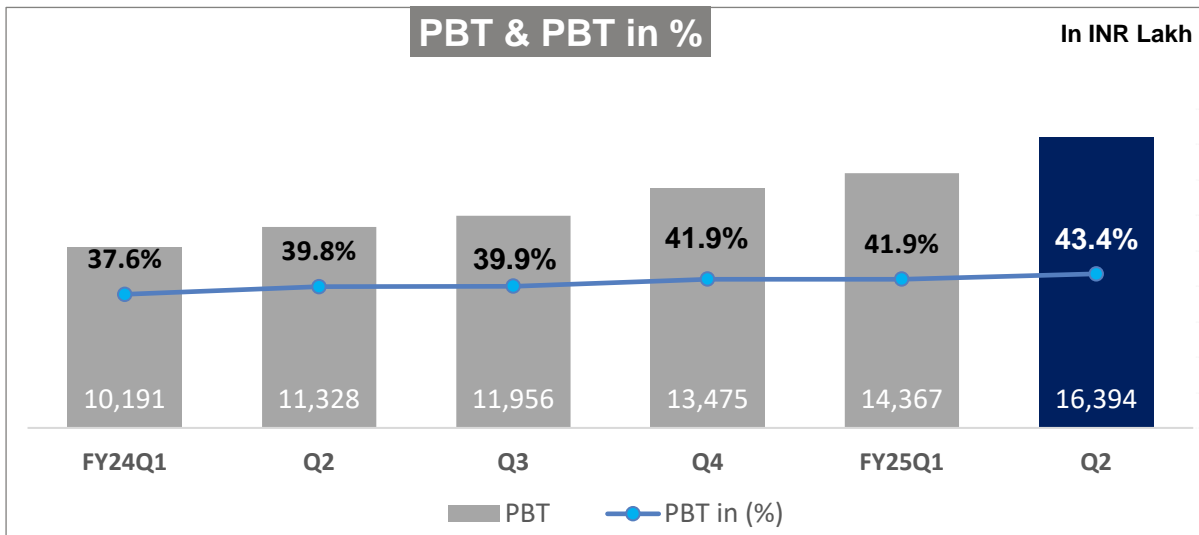
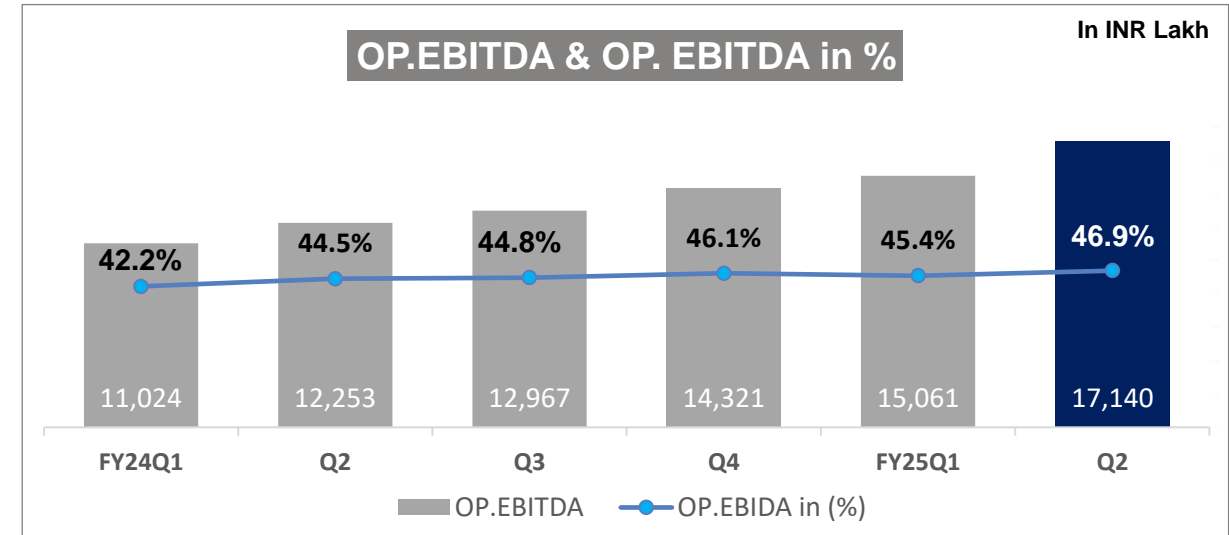
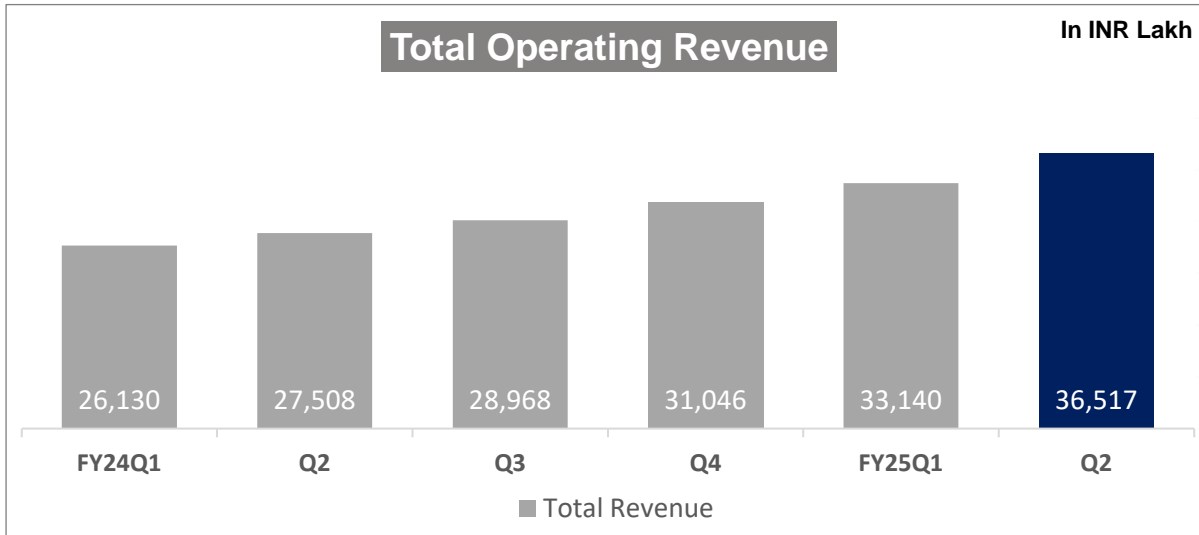
▲ **43.4% Y-o-Y**

**\*\* Cash & Cash Equivalent as on 30<sup>th</sup> Sep was ₹732.83 Cr.**

*Profit numbers are after considering the non-cash charge (ESOPs) amounting to ₹ 6.9 Cr. (H1FY25) and ₹3.9 Cr. (H1FY24)*

- ❑ **\*\* Includes Bank balances, Fixed deposit, Govt Bond & Investment in MF / Excludes money held in trust (ECS, NPS & Stamp duty collection A/c & Money in unpaid dividend A/c**
- ❑ **Numbers are after eliminating non-controlling interest in Think Analytics & Fintuple Technologies**

# Consolidated Financial Highlights – Quarterly



Numbers are after eliminating non-controlling interest in Think Analytics & Fintuple Technologies



# Q2FY25 Standalone P&L

Particulars (In Rs Lakh)	Q2 FY25	Q2 FY24	YoY%	Q1 FY25	QoQ%	H1FY25	H1FY24	H1% (FY25 vs FY24)	FY24
Revenue from operations	34,190.16	25,496.58	34.1%	30,801.07	11.0%	64,991.23	49,853.72	30.4%	1,05,448.22
Other income	989.70	770.10	28.5%	940.03	5.3%	1,929.73	1,524.08	26.6%	3,187.93
<b>Total revenue</b>	<b>35,179.86</b>	<b>26,266.68</b>	<b>33.9%</b>	<b>31,741.10</b>	<b>10.8%</b>	<b>66,920.96</b>	<b>51,377.80</b>	<b>30.3%</b>	<b>1,08,636.15</b>
<b>Expenses</b>									
Employee benefits expense	9,400.09	7,641.08	23.0%	8,932.03	5.2%	18,332.12	15,115.51	21.3%	31,417.93
Finance costs	182.64	162.07	12.7%	183.38	-0.4%	366.02	328.24	11.5%	687.26
Depreciation and amortisation expense	1,518.62	1,434.45	5.9%	1,420.22	6.9%	2,938.84	2,796.08	5.1%	5,840.64
Other expenses	8,747.20	6,121.77	42.9%	7,672.45	14.0%	16,419.65	12,450.67	31.9%	25,888.06
<b>Total expenses</b>	<b>19,848.55</b>	<b>15,359.37</b>	<b>29.2%</b>	<b>18,208.08</b>	<b>9.0%</b>	<b>38,056.63</b>	<b>30,690.50</b>	<b>24.0%</b>	<b>63,833.89</b>
<b>Profit before tax</b>	<b>15,331.31</b>	<b>10,907.31</b>	<b>40.6%</b>	<b>13,533.02</b>	<b>13.3%</b>	<b>28,864.33</b>	<b>20,687.30</b>	<b>39.5%</b>	<b>44,802.26</b>
<b>Tax expense</b>									
Current tax	3,864.66	2,755.14		3,380.08		7,244.74	5,233.84		11,172.88
Current tax expense of earlier years	-	50.00		-		-	50.00		50.00
Deferred tax	(55.44)	(35.95)		(37.21)		(92.65)	(57.86)		(132.81)
Net tax expense	3,809.22	2,769.19	37.6%	3,342.87	14.0%	7,152.09	5,225.98	36.9%	11,090.07
<b>Profit / (Loss) for the period</b>	<b>11,522.09</b>	<b>8,138.12</b>	<b>41.6%</b>	<b>10,190.15</b>	<b>13.1%</b>	<b>21,712.24</b>	<b>15,461.32</b>	<b>40.4%</b>	<b>33,712.19</b>
<b>Earnings per share (In ₹):</b>									
Basic	23.40	16.56		20.72		44.13	31.48		68.69
Diluted	23.29	16.48		20.61		43.92	31.33		68.34

# Q2FY25 Consolidated P&L

Particulars (In Rs Lakh)	Q2 FY25	Q2 FY24	YoY%	Q1 FY25	QoQ%	H1FY25	H1FY24	H1% (FY25 vs. FY24)	FY24
Revenue from operations	36,517.21	27,508.31	32.7%	33,140.25	10.2%	69,657.46	53,638.18	29.9%	1,13,651.81
Other income	1,257.41	962.72	30.6%	1,170.64	7.4%	2,428.05	1,930.56	25.8%	4,064.81
<b>Total revenue</b>	<b>37,774.62</b>	<b>28,471.03</b>	<b>32.7%</b>	<b>34,310.89</b>	<b>10.1%</b>	<b>72,085.51</b>	<b>55,568.74</b>	<b>29.7%</b>	<b>1,17,716.62</b>
<b>Expenses</b>									
Employee benefits expense	11,857.00	9,768.25	21.4%	11,299.90	4.9%	23,156.90	19,263.46	20.2%	39,715.74
Finance costs	216.04	196.89	9.7%	213.36	1.3%	429.40	399.17	7.6%	821.35
Depreciation and amortisation expense	1,837.19	1,742.25	5.4%	1,698.32	8.2%	3,535.51	3,392.65	4.2%	7,047.78
Other expenses	7,639.75	5,528.42	38.2%	6,859.96	11.4%	14,499.71	11,157.75	30.0%	23,447.24
<b>Total expenses</b>	<b>21,549.98</b>	<b>17,235.81</b>	<b>25.0%</b>	<b>20,071.54</b>	<b>7.4%</b>	<b>41,621.52</b>	<b>34,213.03</b>	<b>21.7%</b>	<b>71,032.11</b>
<b>Profit before tax</b>	<b>16,224.64</b>	<b>11,235.22</b>	<b>44.4%</b>	<b>14,239.35</b>	<b>13.9%</b>	<b>30,463.99</b>	<b>21,355.71</b>	<b>42.7%</b>	<b>46,684.51</b>
<b>Tax expense</b>									
Current tax	4,235.83	2,920.07		3,694.01		7,929.84	5,622.52		11,963.45
Current tax expense of earlier years	-	50.00		-		-	24.62		28.99
Deferred tax	(94.32)	(112.89)		(150.01)		(244.33)	(237.14)		(405.66)
Net tax expense	4,141.51	2,857.18	45.0%	3,544.00	16.9%	7,685.51	5,410.00	42.1%	11,586.78
<b>Profit / (Loss) for the period</b>	<b>12,083.13</b>	<b>8,378.04</b>	<b>44.2%</b>	<b>10,695.35</b>	<b>13.0%</b>	<b>22,778.48</b>	<b>15,945.71</b>	<b>42.9%</b>	<b>35,097.73</b>
<b>Earnings per share (In ₹):</b>									
Basic	24.88	17.24		22.01		46.88	32.81		72.06
Diluted	24.76	17.12		21.88		46.66	32.65		71.68

# Q2FY25 Standalone P&L (with split of operating & other expenses)

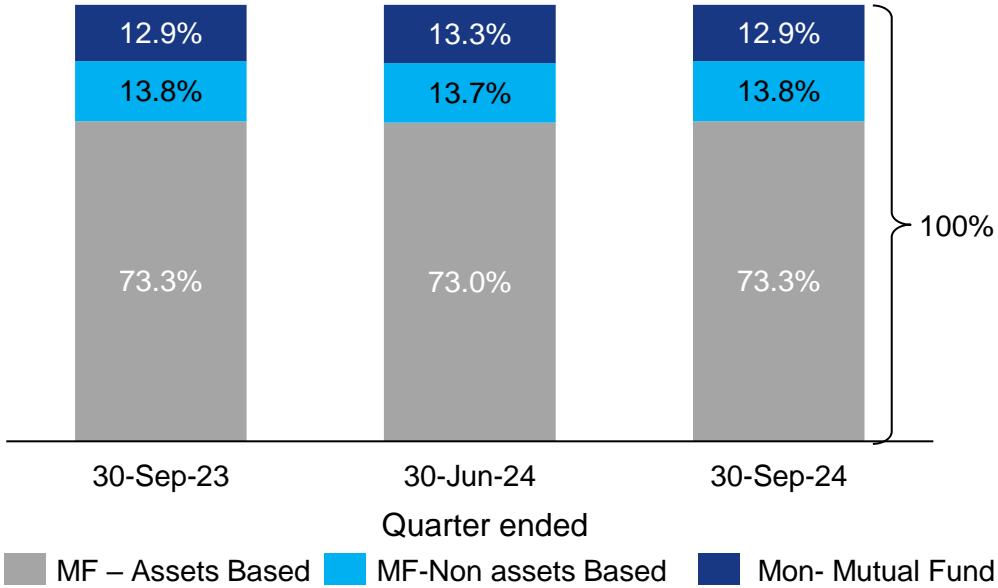
Particulars (In Rs Lakh)	Q2 FY25	Q2 FY24	YoY%	Q1 FY25	QoQ%	H1FY25	H1FY24	H1% (FY25 vs FY24)	FY24
Revenue from operations	34,190.16	25,496.58	34.1%	30,801.07	11.0%	64,991.23	49,853.72	30.4%	1,05,448.22
Other income	989.70	770.10	28.5%	940.03	5.3%	1,929.73	1,524.08	26.6%	3,187.93
<b>Total revenue</b>	<b>35,179.86</b>	<b>26,266.68</b>	<b>33.9%</b>	<b>31,741.10</b>	<b>10.8%</b>	<b>66,920.96</b>	<b>51,377.80</b>	<b>30.3%</b>	<b>1,08,636.15</b>
<b>Expenses</b>									
Employee benefits expense	9,400.09	7,641.08	23.0%	8,932.03	5.2%	18,332.12	15,115.51	21.3%	31,417.93
Finance costs	182.64	162.07	12.7%	183.38	-0.4%	366.02	328.24	11.5%	687.26
Depreciation and amortisation expense	1,518.62	1,434.45	5.9%	1,420.22	6.9%	2,938.84	2,796.08	5.1%	5,840.64
Operating expenses	6,217.19	4,357.02	42.7%	5,355.46	16.1%	11,572.65	8,751.25	32.2%	18,070.03
Other expenses	2,530.01	1,764.75	43.4%	2,316.99	9.2%	4,847.00	3,699.42	31.0%	7,818.03
<b>Total expenses</b>	<b>19,848.55</b>	<b>15,359.37</b>	<b>29.2%</b>	<b>18,208.08</b>	<b>9.0%</b>	<b>38,056.63</b>	<b>30,690.50</b>	<b>24.0%</b>	<b>63,833.89</b>
<b>Profit before tax</b>	<b>15,331.31</b>	<b>10,907.31</b>	<b>40.6%</b>	<b>13,533.02</b>	<b>13.3%</b>	<b>28,864.33</b>	<b>20,687.30</b>	<b>39.5%</b>	<b>44,802.26</b>
<b>Tax expense</b>									
Current tax	3,864.66	2,755.14		3,380.08		7,244.74	5,233.84		11,172.88
Current tax expense of earlier years	-	50.00		-		-	50.00		50.00
Deferred tax	(55.44)	(35.95)		(37.21)		(92.65)	(57.86)		(132.81)
Net tax expense	3,809.22	2,769.19	37.6%	3,342.87	14.0%	7,152.09	5,225.98	36.9%	11,090.07
<b>Profit / (Loss) for the period</b>	<b>11,522.09</b>	<b>8,138.12</b>	<b>41.6%</b>	<b>10,190.15</b>	<b>13.1%</b>	<b>21,712.24</b>	<b>15,461.32</b>	<b>40.4%</b>	<b>33,712.19</b>
<b>Earnings per share (In ₹):</b>									
Basic	23.40	16.56		20.72		44.13	31.48		68.69
Diluted	23.29	16.48		20.61		43.92	31.33		68.34

# Q2FY25 Consolidated P&L (with split of operating & other expenses)

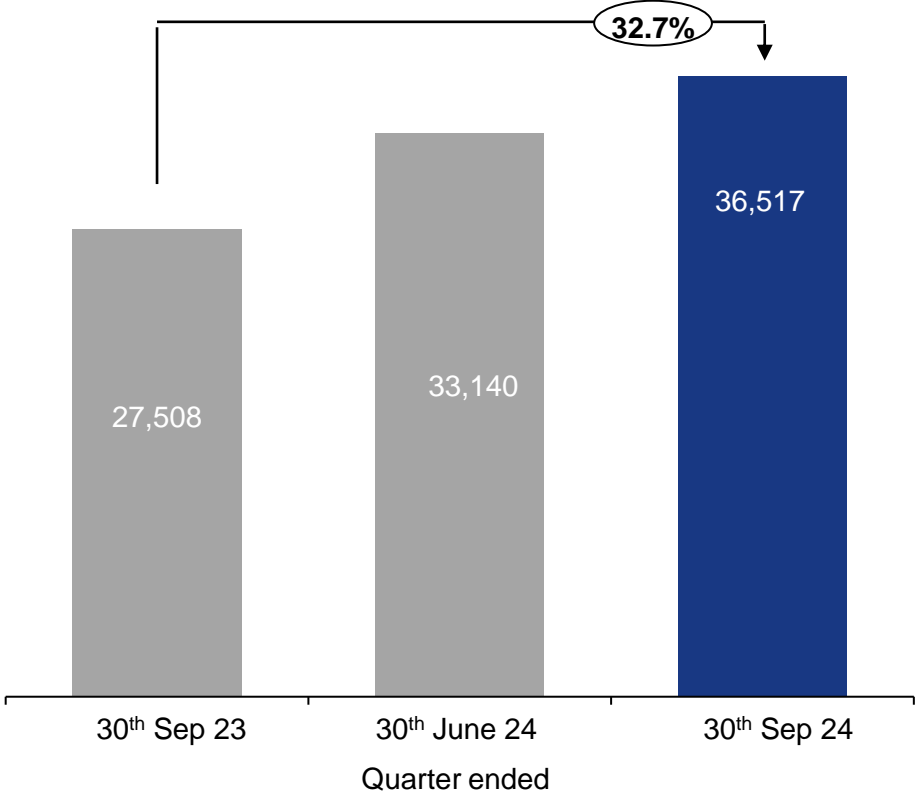
Particulars (In Rs Lakh)	Q2 FY25	Q2 FY24	YoY%	Q1 FY25	QoQ%	H1FY25	H1FY24	H1% (FY25 vs FY24)	FY24
Revenue from operations	36,517.21	27,508.31	32.7%	33,140.25	10.2%	69,657.46	53,638.18	29.9%	1,13,651.81
Other income	1,257.41	962.72	30.6%	1,170.64	7.4%	2,428.05	1,930.56	25.8%	4,064.81
<b>Total revenue</b>	<b>37,774.62</b>	<b>28,471.03</b>	<b>32.7%</b>	<b>34,310.89</b>	<b>10.1%</b>	<b>72,085.51</b>	<b>55,568.74</b>	<b>29.7%</b>	<b>1,17,716.62</b>
<b>Expenses</b>									
Employee benefits expense	11,857.00	9,768.25	21.4%	11,299.90	4.9%	23,156.90	19,263.46	20.2%	39,715.74
Finance costs	216.04	196.89	9.7%	213.36	1.3%	429.40	399.17	7.6%	821.35
Depreciation and amortisation expense	1,837.19	1,742.25	5.4%	1,698.32	8.2%	3,535.51	3,392.65	4.2%	7,047.78
Operating expenses	4,806.60	3,427.60	40.2%	4,218.76	13.9%	9,025.36	6,788.32	33.0%	14,272.82
Other expenses	2,833.15	2,100.82	34.9%	2,641.20	7.3%	5,474.35	4,369.43	25.3%	9,174.42
<b>Total expenses</b>	<b>21,549.98</b>	<b>17,235.81</b>	<b>25.0%</b>	<b>20,071.54</b>	<b>7.4%</b>	<b>41,621.52</b>	<b>34,213.03</b>	<b>21.7%</b>	<b>71,032.11</b>
<b>Profit before tax</b>	<b>16,224.64</b>	<b>11,235.22</b>	<b>44.4%</b>	<b>14,239.35</b>	<b>13.9%</b>	<b>30,463.99</b>	<b>21,355.71</b>	<b>42.7%</b>	<b>46,684.51</b>
<b>Tax expense</b>									
Current tax	4,235.83	2,920.07		3,694.01		7,929.84	5,622.52		11,963.45
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Net tax expense	4,141.51	2,857.18	45.0%	3,544.00	16.9%	7,685.51	5,410.00	42.1%	11,586.78
<b>Profit / (Loss) for the period</b>	<b>12,083.13</b>	<b>8,378.04</b>	<b>44.2%</b>	<b>10,695.35</b>	<b>13.0%</b>	<b>22,778.48</b>	<b>15,945.71</b>	<b>42.9%</b>	<b>35,097.73</b>
Non-Controlling Interest	(163.45)	(72.70)		(126.02)		(289.47)	(139.00)		(266.33)
<b>Profit attributable to Owners of the Company</b>	<b>12,246.58</b>	<b>8,450.74</b>	<b>44.9%</b>	<b>10,821.37</b>	<b>13.2%</b>	<b>23,067.95</b>	<b>16,084.71</b>	<b>43.4%</b>	<b>35,364.06</b>
<b>Earnings per share (In ₹):</b>									
Basic	24.88	17.24		22.01		46.88	32.81		72.06
Diluted	24.76	17.12		21.88		46.66	32.65		71.68

# Revenue Profile Q2FY25

Revenue Breakup



Revenue (In ₹ Lakh)

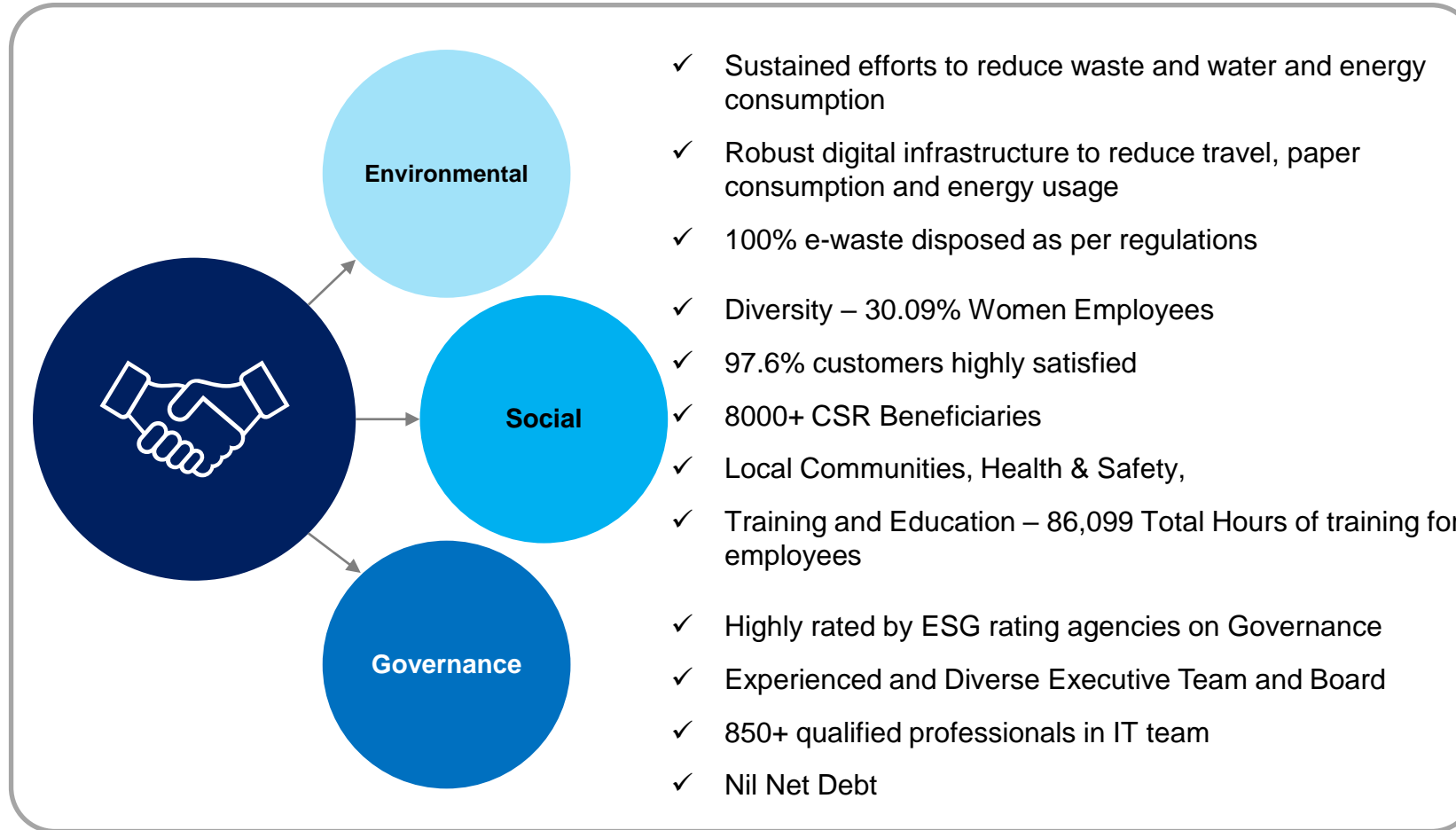


Breakup of Non-Mutual Fund

Particulars	Quarter ended		
	30th Sep 23	30th June 24	30th Sep 24
AIF (including Fintuple)	2.9%	2.7%	2.7%
CAMS Pay	2.6%	3.2%	3.3%
CAMS REP	1.4%	1.3%	1.2%
Think360 AI	1.5%	1.2%	0.7%
CAMSKRA	3.3%	3.7%	3.9%
Others	1.3%	1.2%	1.1%
<b>Non Mutual Fund</b>	<b>12.9%</b>	<b>13.3%</b>	<b>12.9%</b>

ESG

# Building upon ESG and CSR Activities



## ESG and CSR committee of the Board headed by Independent Director

We are committed to adopting the highest business, governance, ethical and legal standards in the conduct of our operations.  
 We promote responsible behavior amongst employees through various measures and initiatives

### Workplace Policies

- ❑ CAMS has policies and processes in place to support gender equality in the workplace. These include:
- ❑ Providing a flexible working environment through a range of leave and working options
- ❑ Sexual Harassment policy
- ❑ Support measures for employees experiencing stress, professional and confidential counselling services to help employees navigate life's challenges

### Learning and development

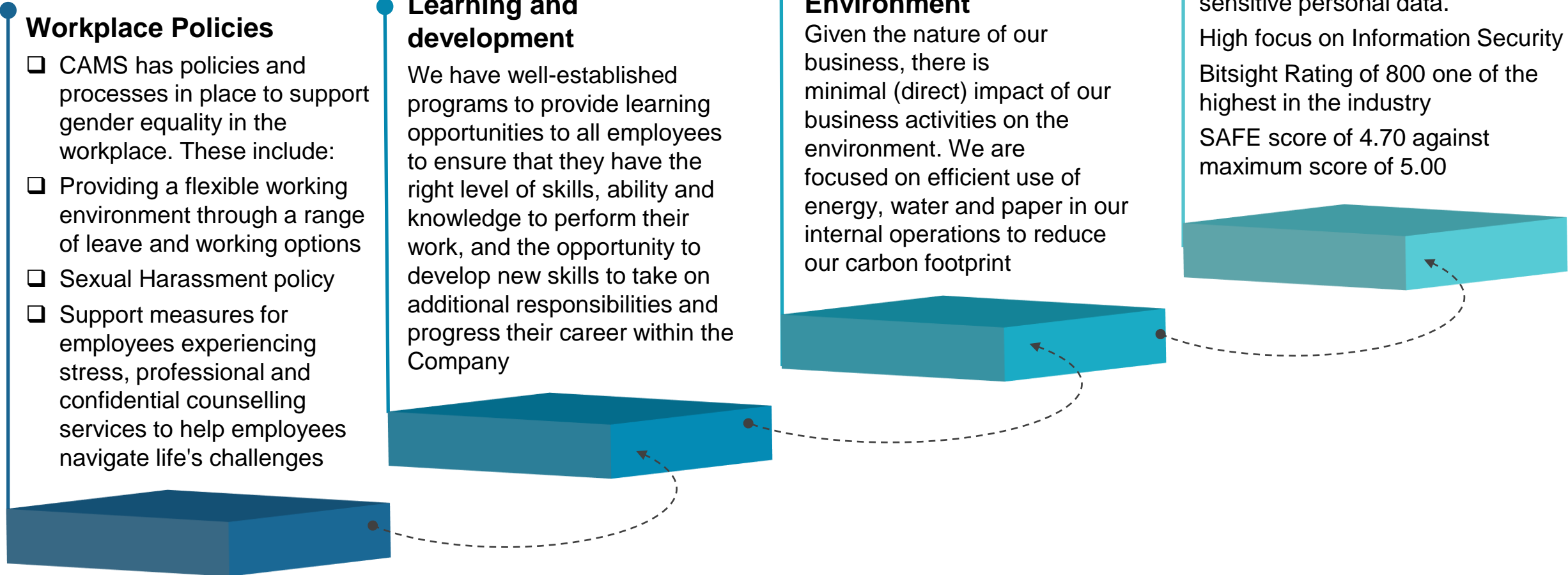
We have well-established programs to provide learning opportunities to all employees to ensure that they have the right level of skills, ability and knowledge to perform their work, and the opportunity to develop new skills to take on additional responsibilities and progress their career within the Company

### Environment

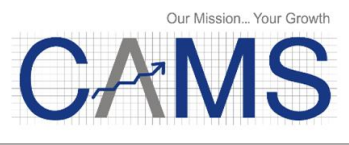
Given the nature of our business, there is minimal (direct) impact of our business activities on the environment. We are focused on efficient use of energy, water and paper in our internal operations to reduce our carbon footprint

### Data Privacy & Security

Our business model requires collection and handling of sensitive personal data.  
 High focus on Information Security  
 Bitsight Rating of 800 one of the highest in the industry  
 SAFE score of 4.70 against maximum score of 5.00

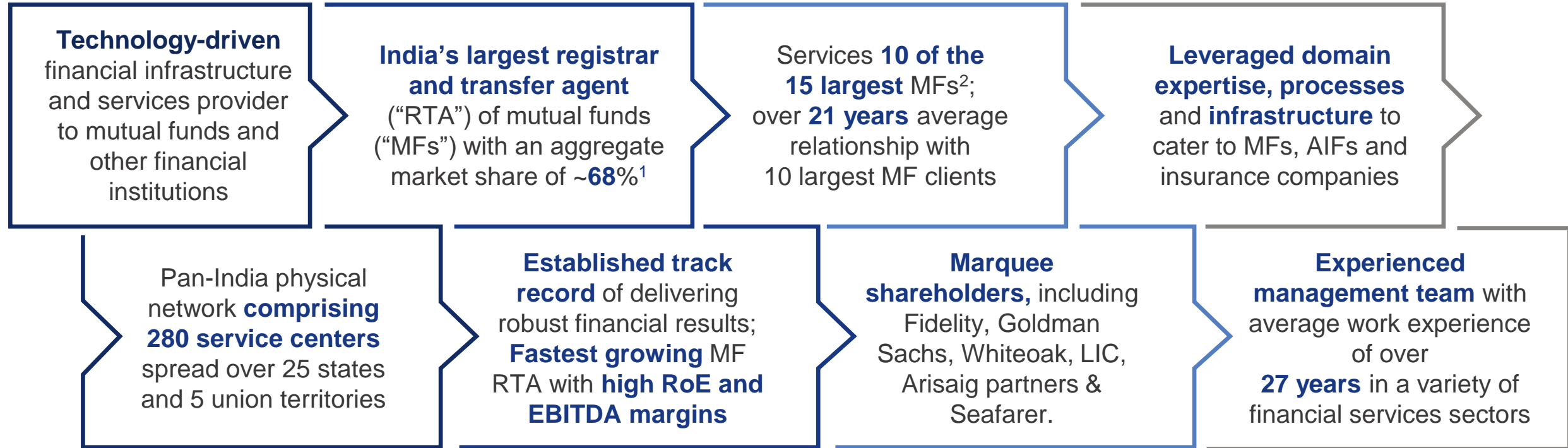






## ABOUT CAMMS

# CAMS – Business at a glance

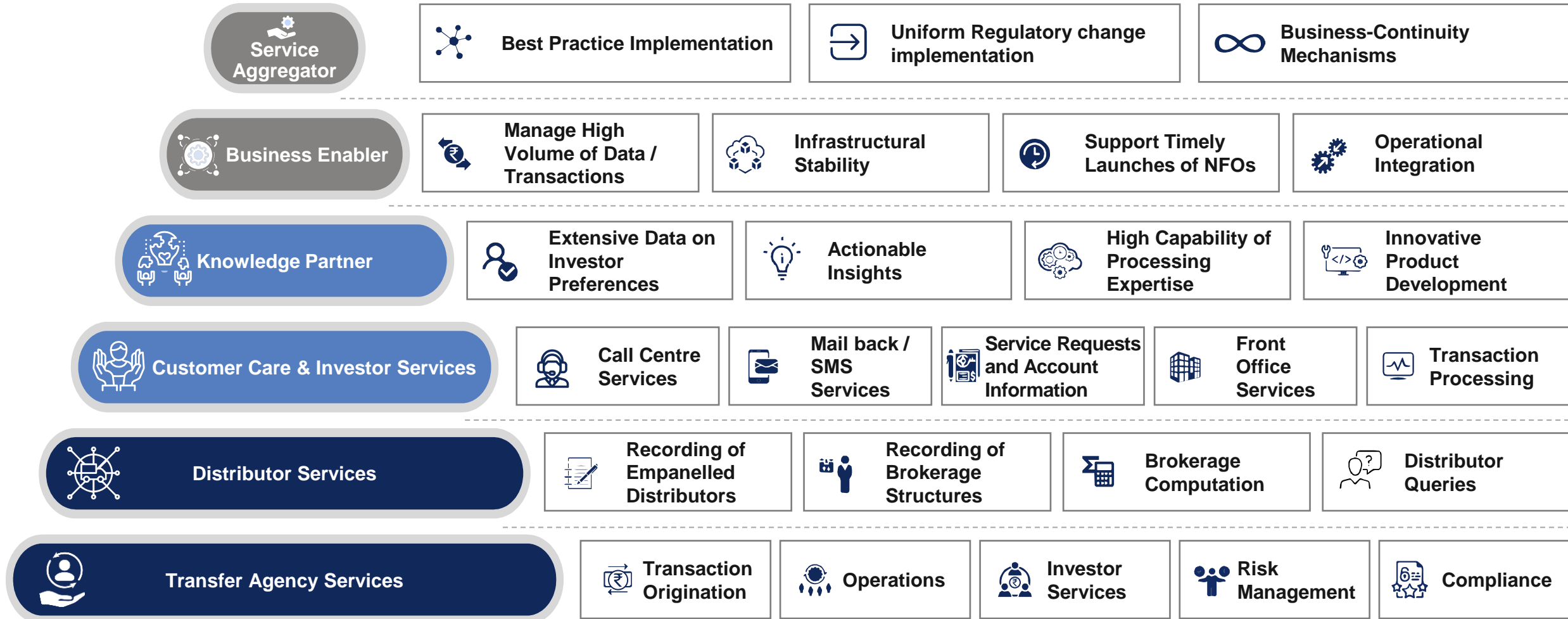


**Notes:** 1. Market share basis Q2FY25 (3 Months Average)

2. Based on mutual fund average assets under management managed by clients and serviced by CAMS as per AMFI

# CAMS – Mutual Fund Services Business

Provides a range of technology-enabled infrastructure to mutual funds –  
**Involved through the life cycle** of an account from account creation to processing transactions and redemption of the amount invested



# CAMS – Proprietary technology platforms and mobile applications for MF, AIF & PMS

CAMS has developed and implemented various technology platforms and its technology driven infrastructure and services are integral to the operations of its clients

## mfCRM

Mobility solution for MF RMs/SMs

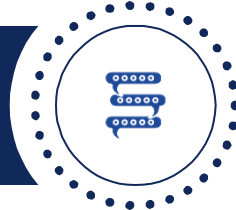


## edge360

App and Portal for MF distributors & advisors

## MFCentral

Unified portal to serve investors across the MF industry



## MFDEX

Sales & business intelligence tool

## CAMSmart

Business intelligence service

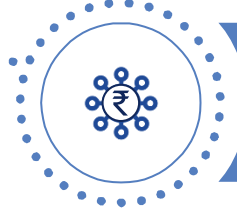


## GoCORP

Corporate investment portal

## CAMServ

Self-service chatbot for investors



## mfCompass

Allow MFs to sight funds real-time

## myCAMS

B2C app over 6 Mn registered users



## mf360

Proprietary investor service app

## Dice

AMC interface for brokerage structure updation



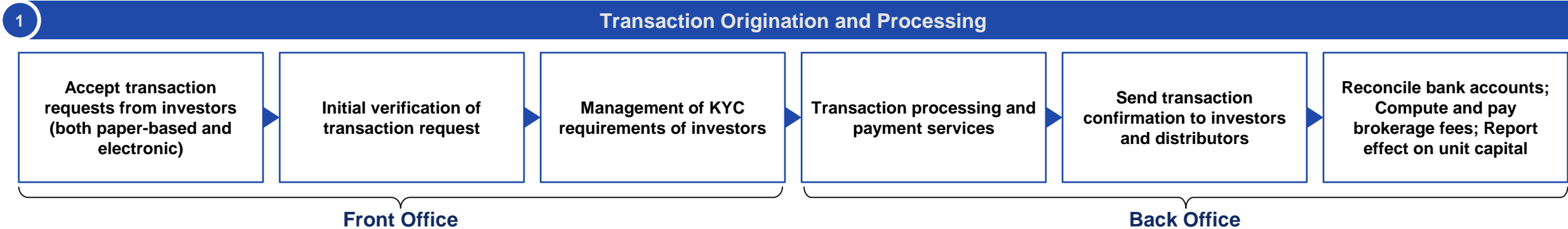
## CAMS Wealthserv

Digital onboarding of PMS investors



# Mutual Fund Services provided by CAMS

**CAMS is involved through the life cycle of an account – from account creation to processing to redemption;  
 Also provides statutory statements, transaction origination, operations, investor and distributor services, risk management services and compliance services**



**2 Services to Asset Management Companies**

- |                                  |                                    |
|----------------------------------|------------------------------------|
| Record keeping and management    | Anti-money laundering services     |
| Reporting to govt. authorities   | Suspicious transaction reporting   |
| Compliance with KYC regulations  | Compliance with scheme document    |
| Compliance with SEBI regulations | Management information reporting   |
| Setting up of accounts           | Fee computation and administration |
| On-boarding of intermediaries    |                                    |

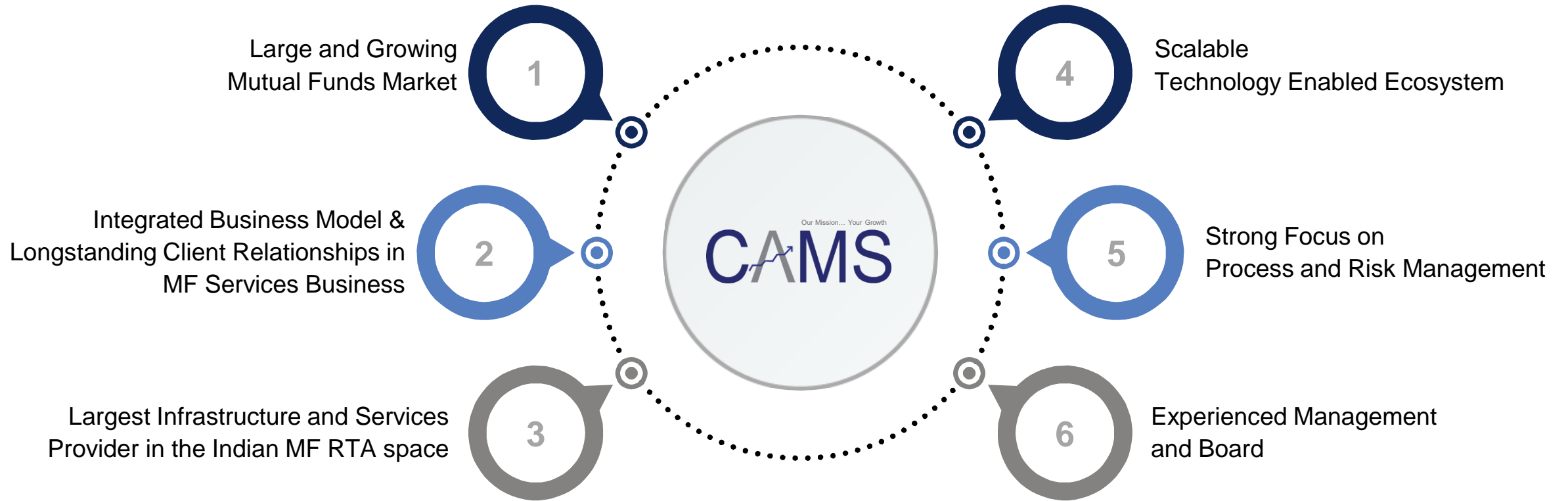
**3 Services to MF Investors**

- |                                        |
|----------------------------------------|
| Periodic statements and alerts         |
| Assist with Queries / Service Requests |
| Mail management, mail back services    |
| SMS / Online customer service          |
| Call center to address queries         |
| Push and pull services                 |

**4 Services to Distributors**

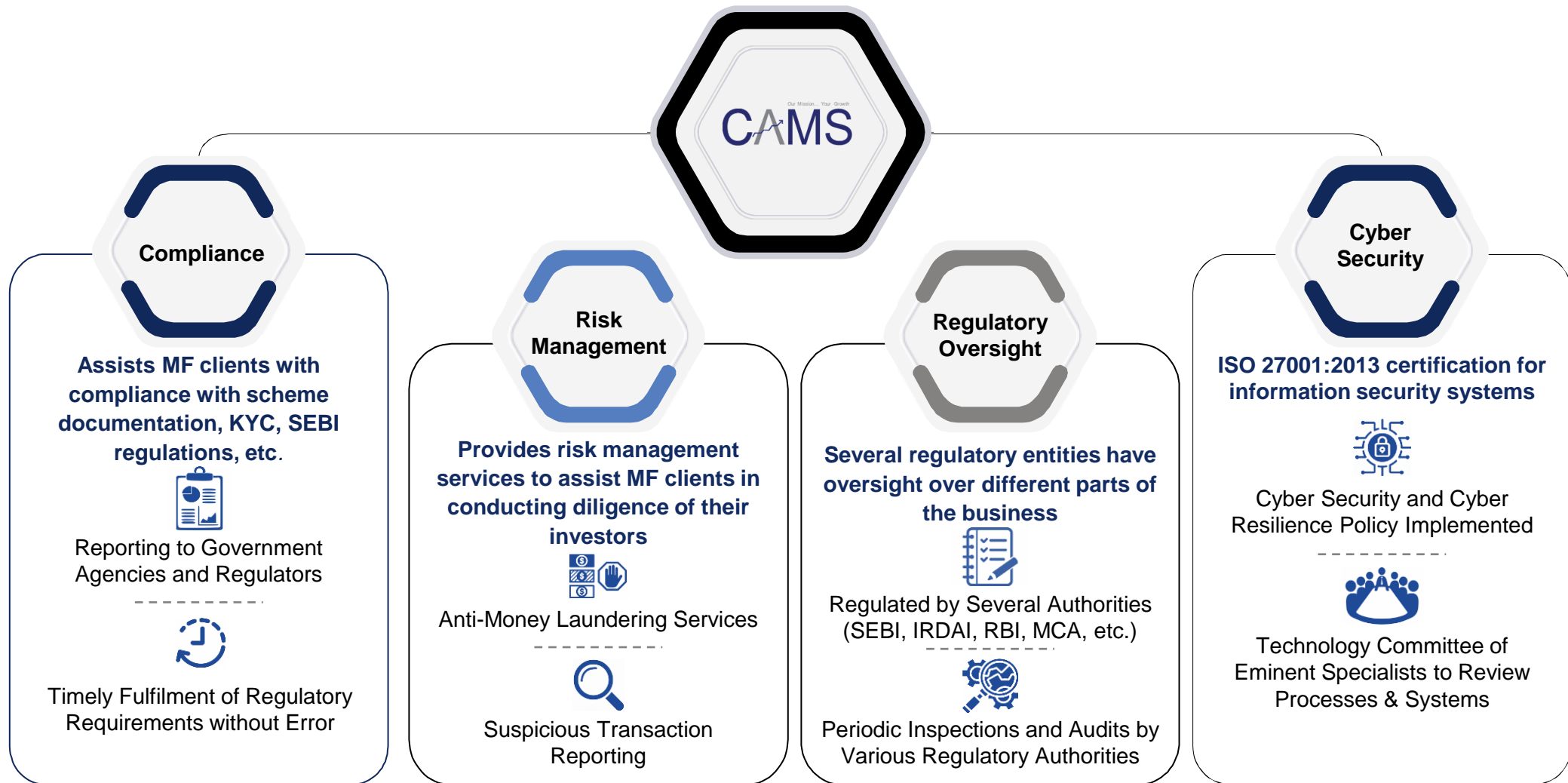
- |                                                 |
|-------------------------------------------------|
| Distributor help desk                           |
| Recording of distributors empanelled            |
| Recording & maintenance of brokerage structures |
| Computation of various brokerage                |
| Claw-back of brokerages                         |
| Addressing distributor queries                  |

# Key Highlights



# CAMS – Compliance and risk management architecture

Relentless focus on systems and processes has allowed CAMS to become a trusted provider of services to its clients and other stakeholders



# Experienced Board of Directors

## Board of Directors



**Dinesh Kumar Mehrotra**  
*Chairman &  
 Independent Director*



**Natarajan Srinivasan**  
*Independent Director*



**Pravin Udhyavara Bhadya Rao**  
*Independent Director*



**Vijayalakshmi Rajaram Iyer**  
*Independent Director*



**Santosh Kumar Mohanty**  
*Independent Director*



**Anuj Kumar**  
*Managing Director*



**Narumanchi Venkata Sivakumar**  
*Additional Director  
 (wef 16<sup>th</sup> October 2024)*

### Audit Committee

- Natarajan Srinivasan
- Dinesh Kumar Mehrotra
- Vijayalakshmi Rajaram Iyer

### Nomination & Remuneration committee

- Vijayalakshmi Rajaram Iyer
- Dinesh Kumar Mehrotra
- Pravin Udhyavara Bhadya Rao

### Stakeholders Relationship Committee

- Natarajan Srinivasan
- Pravin Udhyavara Bhadya Rao
- Anuj Kumar

### Risk Management Committee

- Vijayalakshmi Rajaram Iyer
- Natarajan Srinivasan
- Dinesh Kumar Mehrotra

### CSR and ESG Committee

- Dinesh Kumar Mehrotra
- Vijayalakshmi Rajaram Iyer
- Anuj Kumar



Experienced management team, with an average work experience of over **27 years** and a demonstrated ability to grow and diversify the business and innovate services

**Anuj Kumar – Managing Director**

- ❑ Joined the company in March 2016
- ❑ Previously associated with Godrej & Boyce, Escorts Finance & IBM India

**Syed Hassan – Chief Operating Officer**

- ❑ Joined the company in March 2022
- ❑ Previously associated with DXC Technology, Britannia Industries, Unilever

**Vinodh Chelambathodi – Chief Human Resources Officer**

- ❑ Joined the company in January 2022
- ❑ Previously associated with Godrej, Flextronics, HCL, Capgemini, Polaris / Intellect and FSS

**Kamala Radhakrishnan – Chief Marketing Officer**

- ❑ Joined the company in June 2009
- ❑ Previously associated with Citigroup Subsidiary, ANZ Grindlays Bank, Standard Chartered Bank and Fifth Avenue Sourcing (Canada)

**ES Varadharajan – Chief Process Officer**

- ❑ Joined the company in 2002
- ❑ Previously associated with UTIMF

**Manikandan Gopalakrishnan – Company Secretary & Compliance Officer**

- ❑ Joined the company in June 2011
- ❑ Previously associated with BPL, Precot Meridian & SJK Steel Plant

**Ramcharan Sesharaman – Chief Financial Officer**

- ❑ Joined the company in March 2020
- ❑ Previously associated with Photon Interactive and Reliance Jio Infocomm

**Ravi Kethana – Chief Platform Officer**

- ❑ Joined the company in December 2019
- ❑ Previously associated with Tata Consultancy Services and Wipro

**Abhishek Mishra – Chief Risk Officer**

- ❑ Joined the company in 2<sup>nd</sup> January 2023
- ❑ Previously associated with Accenture, GE, Washington Mutual Bank

**Prabal Nag – Chief Business Officer**

- ❑ Joined the company in June 2009
- ❑ Previously associated with Metropolitan Life USA, JM Financial Asset Management and JP Morgan Asset Management India

**Soumendu Sekar Ganguly – Deputy COO and Chief Product Officer**

- ❑ Joined the company in April 2017
- ❑ Previously associated with Naukri, 99acres and Shiksha, and Sulekha

**Deepak Kumar Singh – Chief Information Security Officer**

- ❑ Joined the company in May 2024
- ❑ Previously associated with Indian Navy

Experienced management team, with an average work experience of **27 years** and a demonstrated ability to grow and diversify the business and innovate services

**Rahul Sethi, Chief Marketing Officer-Designate**

- ❑ Joined the company in Sep.2024
- ❑ Previously associated with Worldline, Edelweiss Financial services, Lady Blush, Ibibo Web Pvt Ltd etc.

**Vasanth Emmanuel Jeyapaul, Chief Executive Officer – CAMSPay**

- ❑ Joined the company in March 2017
- ❑ Bennett, Coleman & Co. Ltd., Agenda Netmarketing Ltd. and Financial Software & Systems Pvt. Ltd

**Anish Jagdish Sawlani, Chief Executive Officer – CAMS KRA**

- ❑ Joined the company in 2016
- ❑ Previously associated with Sundaram Finance, Sundaram Business Services, Idea Cellular

**Tejinder Pal Singh Manchanda, Chief Executive Officer – CAMSfinserv**

- ❑ Joined the company in February 2022
- ❑ Previously associated with HFCL, ABN Amro Bank, Bill Junction Payments, Bharti Airtel and ICIC Bank

**Prasenjit Mukherjee, Senior Vice President and Business Head – CAMS CRA**

- ❑ Joined the company in June 2022
- ❑ Previously associated with NSDL, now Protean e-Gov Technologies Ltd.

**Girish Sankar, Deputy Chief Strategy Officer, Business Head Alternatives**

- ❑ Joined the company in September 2017
- ❑ IDFC Bank, Yes Bank, Barclays Bank, Infosys

**Vivek Bengani, Chief Executive Officer – CAMSRep**

- ❑ Joined the company in March 2022
- ❑ Previously associated with BFSI organization's such as Edelweiss Tokio Life, ING Group, Exide Life Insurance and SBI Capital markets

**Kaushik Narayan, Chief Executive Officer – Fintuple**

- ❑ Joined the company in March 2018
- ❑ Previously associated with Big4 consulting firms in the US, such as Accenture & Capgemini

**Amit Das, Co-Founder and Chief Executive Officer – Think360 AI**

- ❑ Joined the company in December 2020
- ❑ Previously associated with 3i Infotech, PwC US, EXL and TCS

**Suryadip Ghoshal, Co-Founder and Chief Analytics Officer – Think360 AI**

- ❑ Joined the company in 2<sup>nd</sup> January 2023
- ❑ Previously associated with PwC US and FICO

**APPENDIX**

# Corporate Structure

## Computer Age Management Services Limited

Mutual Funds Services, Alternate Investment Funds Services, Payment Services, Banking and Non-Banking Service Businesses

100%

CAMS Insurance Repository Services Limited (CIRSL)

100%

CAMS Investor Services Private Limited (CISPL)

100%

CAMS Financial Information Services Private Limited (CFISPL)

55%

Think Analytics India Pvt Limited

100%

Sterling Software Pvt Ltd (SSPL)

100%

CAMS Payment Services Private Limited

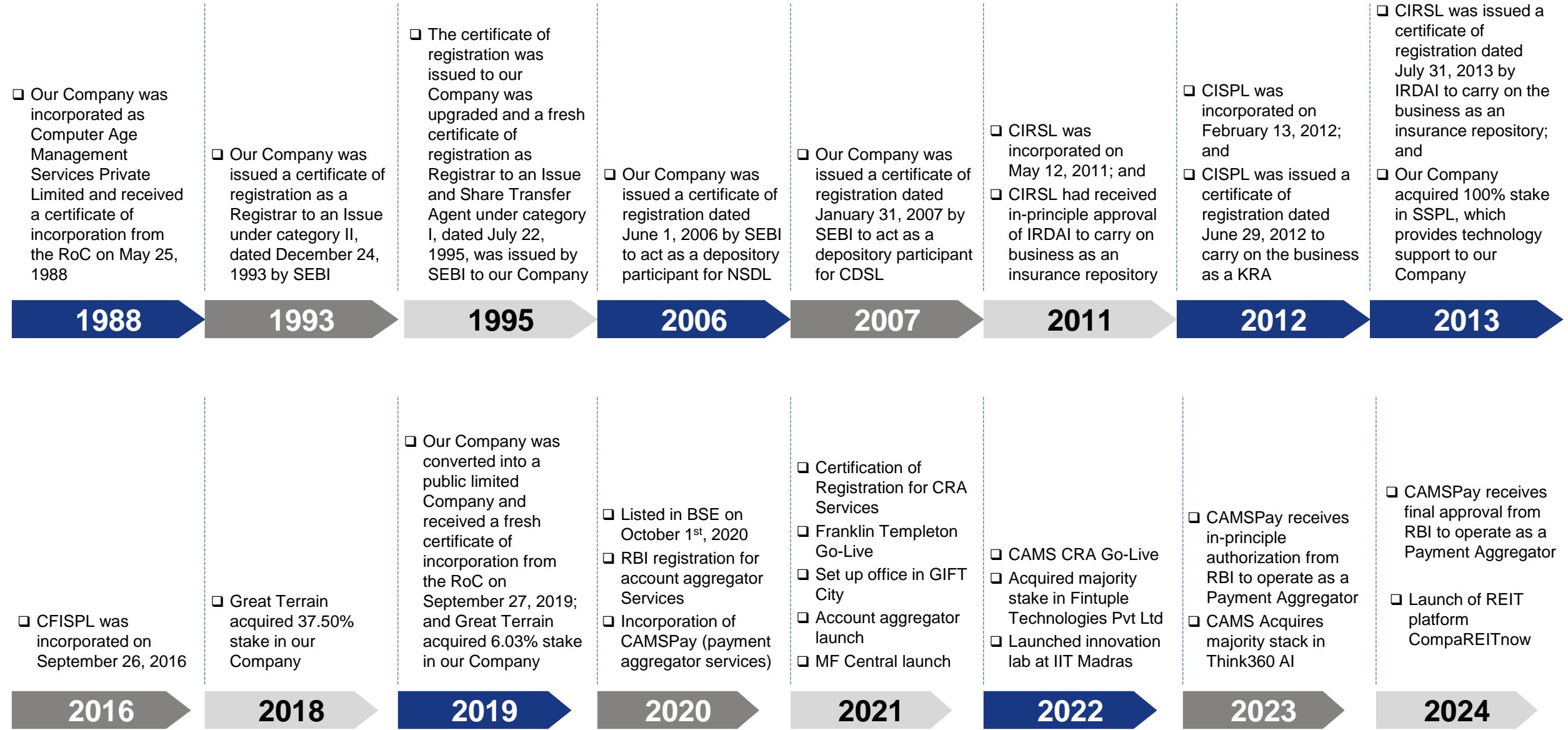
54%

Fintuple Technologies Private Limited

100%

Think Analytics Consultancy Services Pvt Ltd  
 Think360 AI, Inc (USA)

# History / Milestones



# Awards and Accolades



2015

- Our Company was awarded 'Best App' for 'myCAMS' app under finance category at the Global Mobile App Summit and Awards
- CIRSL was awarded 'Best Newcomer Award' at Asia Insurance Technology Awards
- CIRSL was awarded 'Best Service Provider' award in 'Feet on Street Collections' category by ICICI Prudential Life Insurance Company Limited at Tatva Annual Meet



2016

- Our Company was awarded SME Business Excellence Awards in mid-corporate IT and IT-enabled services category by Dun and Bradstreet and RBL Bank Limited
- Our Company was awarded 'Best App' for 'myCAMS' app under finance category at the Global Mobile App Summit and Awards



2017

- Our Company was awarded 'Best use of digital media / platform' in the mutual fund category for 'myCAMS' app at the Drivers of Digital Awards
- Our Company was awarded 'Best App' for 'myCAMS' app under finance category at the Global Mobile App Summit and Awards
- CIRSL was awarded 'Best Newcomer Award' at Asia Insurance Technology Awards
- CIRSL received the Celent Award for CIRSL's iCare services
- 20 most promising capital market solution provider



2018

- Our Company was awarded 'Special Mention for Use of Digital Media in the Mutual Fund Category' for 'GoCorp' app at the Drivers of Digital Awards 2018
- Our Company was awarded 'Best Application of Technology' for 'myCAMS' app at 4th edition of CX Strategy Summit and Awards
- CIRSL was awarded 'Best Service Provider' award



2019

- CIRSL was awarded 'OSCAR' by TATA AIA for outstanding support in DJFM 2019
- CIRSL was awarded 'Best Service Provider' award in 'Mandate Registration and Insurance Repository' category by ICICI Prudential Life Insurance Company Limited at Tatva Annual Meet
- SSPL was awarded "20 Most Promising Capital Market Solution Providers – 2019" by CIO Review India
- Our Company was awarded "Highly Commended – Harnessing the Power of Technology" at the Adam Smith Awards Asia 2019
- SSPL was awarded for "Digital and Fintech Solutions" at the SME Business Excellence Awards 2019 by Dun & Bradstreet and RBL Bank Limited



2020

- Recognized as the Star of FinTech in Tamil Nadu (highest category recognition) by Tamil Nadu Government



2021

- CAMSPay won the prestigious FINNOVITI 2021 Award
- CAMS Insurance Repository Services limited has been recognized as 'Feet on Street (FOS)-Best Service provider' by ICICI Prudential Life Insurance company limited at the 15<sup>th</sup> Annual TATVA annual awards 2021

2022

- CAMS won the NASSCOM cloud innovator of the year

# Awards and Accolades



2023

- ❑ CAMS Wins LACP vision for Annual Report
- ❑ CAMS FE CFO Awards CAMS was selected in the Small Enterprises category. CFO Mr. Ramcharan Sesharaman was honoured with the prestigious Award
- ❑ BW HR Excellence Awards 2023 For Employee Engagement strategy category
- ❑ Economic Times Datacon Award 2023 under Smart Data Applications Software category
- ❑ CAMSfinserv Wins Banking Frontier's Technoviti 2023 for implementing Account Aggregator based bank account validation in *myCAMS* Application (with 6 Mn.+ registered users) for Third Party verification
- ❑ Think360 AI has been recognized by Fintech Global in the 3<sup>rd</sup> Edition of the AIFintech100 list
- ❑ Think360 AI is now a Great Place to Work Certified <sup>TM</sup> Company
- ❑ HDFC Bank has honored CAMSPay with the prestigious 'Best Corporate Technology Adoption' award
- ❑ CAMS was the **WINNER** for the award category "**New Initiatives IT Infrastructure Award**" at the "**16<sup>th</sup> Edition DataCenter Summit & Awards 2023**" organized by UBS Forums Pvt. Ltd.
- ❑ Think360 AI has been recognized as '**Top Data Science Services Providers**' by AIM Research
- ❑ Think360.AI was awarded with 'Best Data Intelligence Analytics Developer 2023' in the Small Business Awards Category at Global Business Awards



2024

- ❑ **Infrastructure Award**" at the "**16<sup>th</sup> Edition DataCenter Summit & Awards 2023**" organized by UBS Forums Pvt. Ltd.
- ❑ Think360 AI has been recognized as 'Top Data Science Services Providers' by AIM Research
- ❑ Think360.AI was awarded with 'Best Data Intelligence Analytics Developer 2023' in the Small Business Awards Category at Global Business Awards.
- ❑ Banking Frontier's Technoviti Awards 2024 – CAMSfinserv for 'LAMF solution'
- ❑ Bank Frontier's Technoviti Awards 2024 – CAMSPay for 'Daily SIP on UPI AutoPay'
- ❑ Business World Award 2024 Young Leader under 40' award for – Anish Sawlani, CEO of CAMSKRA
- ❑ Business World Award 2024 – CAMSfinserv was awarded for 'Open Banking Solution'
- ❑ Tatva awards 2024 – CAMSPay for Best Service Provider award for AutoPay and CAMSRep for 'Digital Payment Solutions' from ICICI Prudential Life Insurance
- ❑ CAMS Insurance Repository - 'Best Use of Technology' award at the ASSOCHAM 6<sup>th</sup> Edition Insurance Leaders Meet 2024 & Excellence Awards.

# Shareholders' Information

## Stock Data as on 30<sup>th</sup> September 2024

**Market Capitalisation**  
**21,725.00 Cr.**

**Shares Outstanding**  
**4,92,82,953**

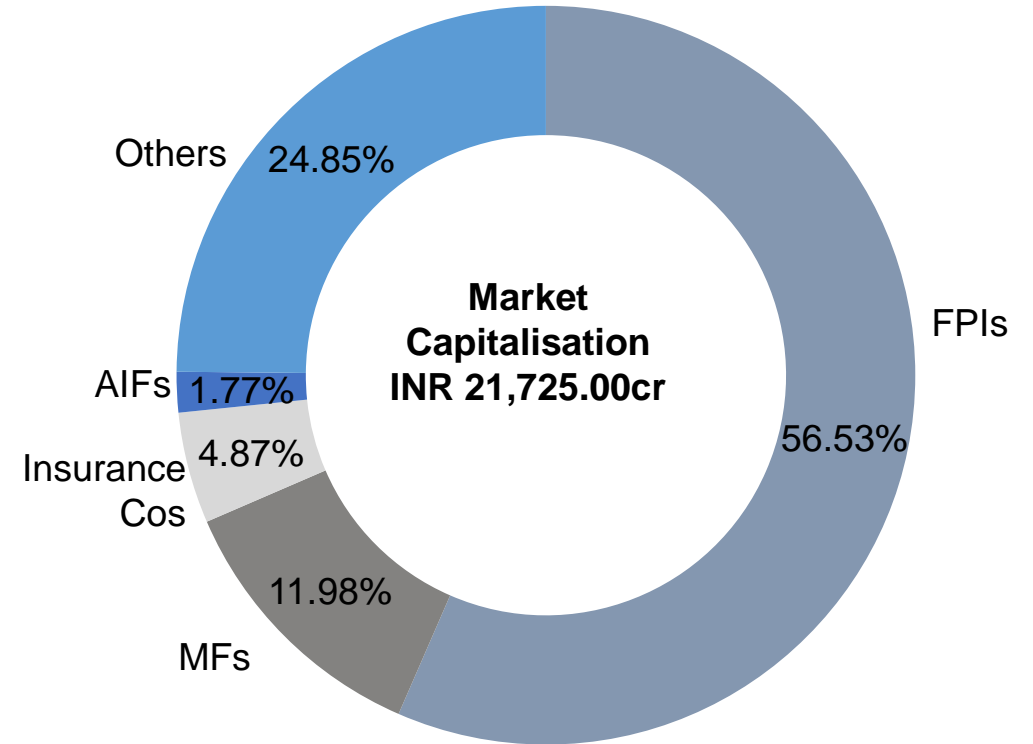
**Free Float**  
**21,725.00 Cr.**

**Scrip Symbol / Code**  
**CAMS / 543232**

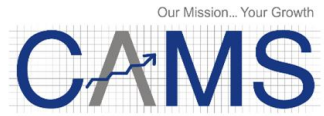
## Top Institutional Holders

- Fidelity Mgt & Research
- The Goldman Sachs Group, Inc
- Life Insurance Corporation of India
- HDB Employees Welfare Trust
- The Vanguard Group, Inc
- J P Morgan Chase & Co.
- WhiteOak Capital Group
- Seafarer Capital Partners
- Mitsubishi UFJ Financial Group
- BlackRock Inc

## Shareholding Pattern (%)







Computer Age  
Management Services  
Limited (CAMS)



Mr. Anish Sawlani, Head - IR



+91 72990 07973



[anish.sawlani@camsonline.com](mailto:anish.sawlani@camsonline.com)



**orient capital**

Investor Relations  
Orient Capital



Ms. Shiwani Karwat



+91 9833251393



[shiwani.karwat@linkintime.co.in](mailto:shiwani.karwat@linkintime.co.in)

**THANK YOU**