

21st November 2022

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

Dear Sir / Madam,

Sub: Information of Investors Call in terms of Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015

In accordance with Regulation 30 read with Para A of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we would like to inform the following:

Further to the intimation dated 18th November 2022 the management team will be participating in the following Investor/Analysts conference calls also.

Day and Date	Name	Meeting type
Monday, 21 st November 2022	The Voyage Fund	One-on-one
Wednesday, 23 rd November 2022	Arisag Partners	One-on-one
	Ontario Teachers' Pension Plan	
	Ward Ferry	
	Helios	
	Firth Investment Management Pte. Ltd.	

NOTE:

1. Date is subject to change. Changes may happen due to exigencies on the part of investors / company.
2. The attached Investor Presentation will be used for discussions. This presentation includes details of new MF client acquired post the earnings presentation held on 07th November 2022.
3. No UPSI will be shared during these meetings.

You are requested to kindly take the above information on your 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)

CIN : L65910TN1988PLC015757

Rayala Towers, 158, Anna Salai, Chennai - 600 002. India.

Phone: +91 44 6109 2992 / 2843 2792, E-mail : secretarial@camsonline.com, Website : www.camsonline.com

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



**BUSINESS
OVERVIEW**

Key Highlights for the Q2 FY'23



- ❑ CAMS AuM at Rs.27.1 lakh Cr is at an all time high with an increase of 3.1% over Q1 FY23 - reversing the trend of last two quarters of muted growth
- ❑ CAMS serviced funds continue to maintain a dominant ~69% market share in overall AAuM



- ❑ Alternative Services vertical continued its high growth trajectory recording ~32% Y-o-Y growth in revenue in Q2 FY23
- ❑ CAMS WealthServ, the digital onboarding platform for this segment was well received by the market with 50+ signups since launch



- ❑ CAMS launched the industry first CRA platform on cloud in March 2022. eNPS, POP, Corporate and Government Segments are live
- ❑ Within a short span of time, achieved 9.5% share and #2 position in eNPS segment
- ❑ C-Sat Score consistently over 90%



- ❑ Our AA + TSP offering has been gaining momentum with 35+ mandates till date
- ❑ SEBI and PFRDA have released circulars to enable MFs, depositories and Pension funds to join the ecosystem



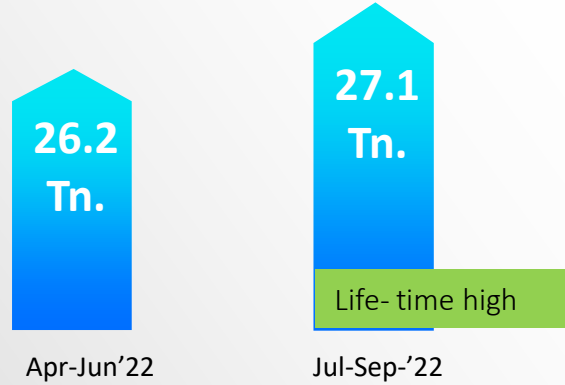
- ❑ CAMS digital properties – myCAMS & edge360, clocked the highest Q-o-Q volume growth at 10%+ in the last 2 quarters which was in sharp contrast to the volume decline seen by other electronic channels
- ❑ MFCentral solidifies CAMS's role in the MF ecosystem by providing APIs to ecosystem to digitize the mutual fund transaction journey



- ❑ PolicyGenie Deep Contact Tracing Solution, uniquely offered by CAMS Insurance Repository, assisted insurance companies in closing ₹100 Cr of unclaimed benefits till date
- ❑ eInsurance Account & e-Policy doubled in volume over Q2FY23, on the back of new requirements on KYC, eIA and e-Policy

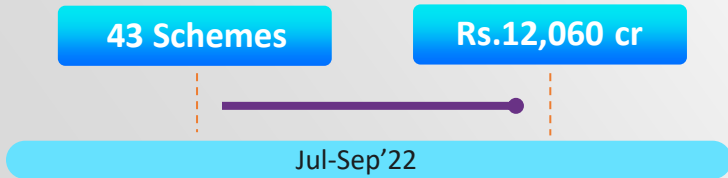
CAMS growth in overall AuM, SIP registrations and transaction volumes trend upwards

AuM growth



- ❑ AuM at Rs.27.1 lakh Cr all time high with an increase of 3.1% over Apr-Jun Qtr

NFO

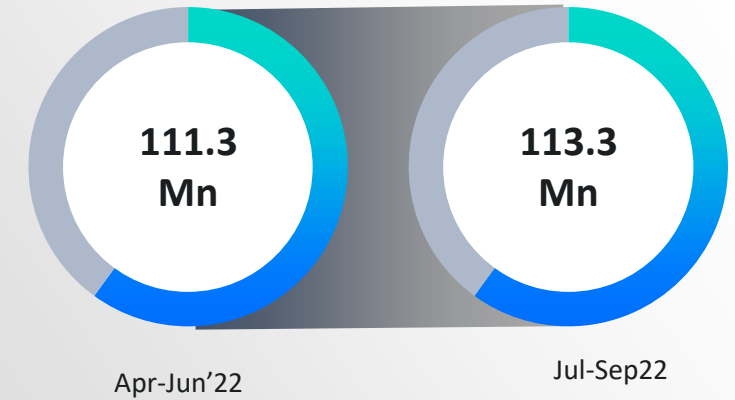


New SIP Registrations



- ❑ Our share in New SIP registrations is sustained at 61% in Jul-Sep'22
- ❑ Jul-Sep'22 **SIP inflow was 5% higher** compared to the previous quarter as against 3% growth for rest of industry
- ❑ Live SIPs grew by 14.2 lakh between Jul-Sep'22

Transaction volume



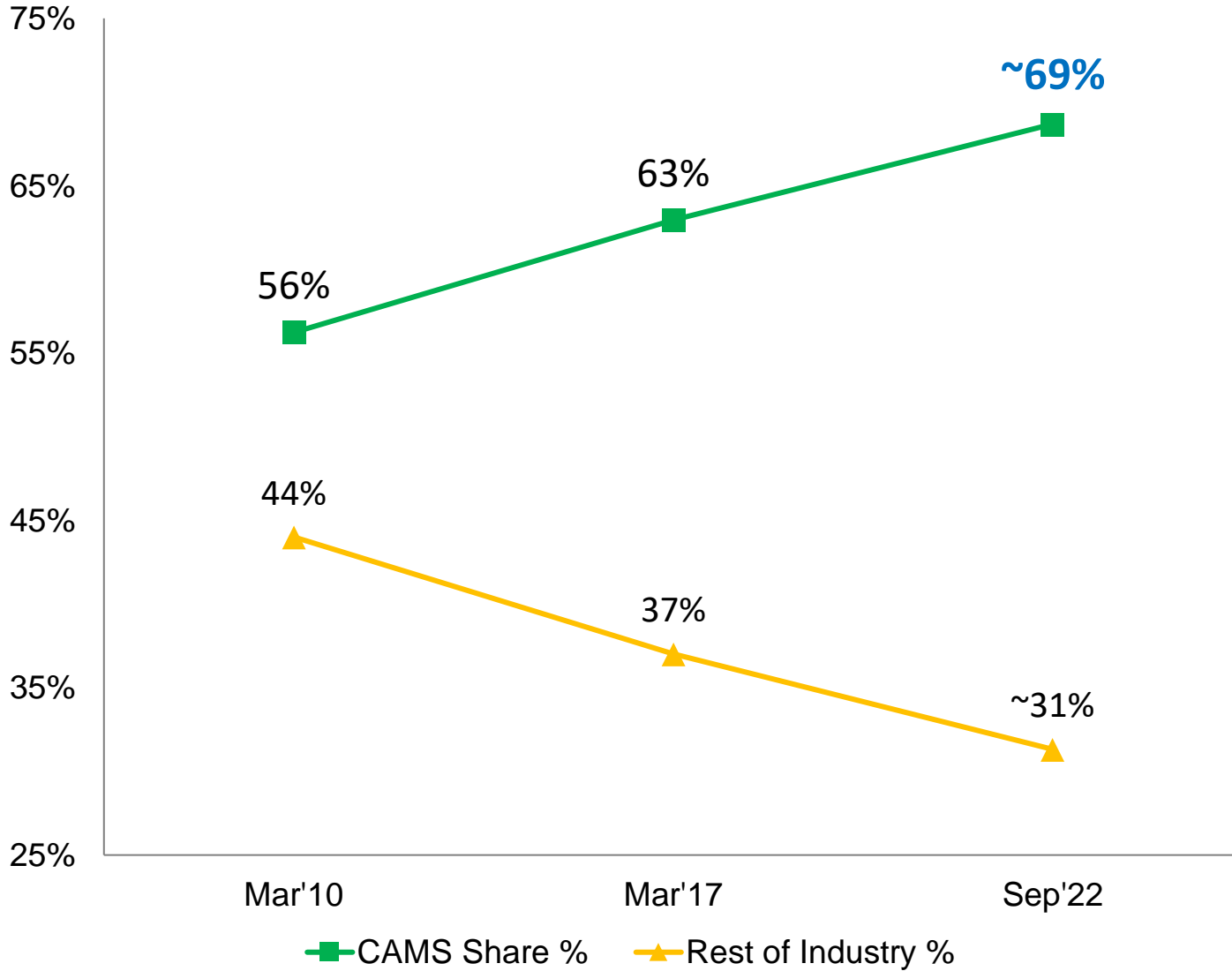
- ❑ Jul-Sep'22 volume swing 2% increase over Q1 FY'23 volume at 113 Mn

CAMS serves 10 of Top 15 AMCs with nearly 3x AuM of the 5 MFs serviced by other RTA

	CAMS - AAuM in Rs. Cr	Other RTA - AAuM in Rs. Cr
SBI MF	7,04,237	
ICICI MF	4,83,106	
HDFC MF	4,36,339	
Nippon MF		2,90,509
Aditya Birla Sunlife MF	2,87,464	
Kotak Mahindra MF	2,86,753	
Axis MF		2,52,772
UTI Mutual Fund		2,40,071
IDFC MF	1,19,808	
DSP Mutual Fund	1,14,300	
Mirae MF		1,12,536
Edelweiss		90,015
Tata Mutual Fund	89,355	
L&T MF	72,485	
Franklin Templeton	63,187	
Total	26,57,033	9,85,903

*Source AMFI

CAMS serviced clients continue to consistently grow faster than industry, solidifying our leadership position over the years



In the last 10 MF launches, CAMS won mandates from reputed financial brands and supported their rapid growth



Other RTA

5 wins

5 wins

AuM Rs.45,134 Cr

AuM Rs.10,293 Cr

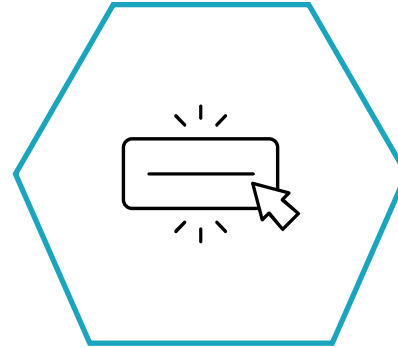
Among the 3 upcoming MF launches, CAMS has won 2 out of the 3 mandates

- Zerodha
- Helios Capital

The Alternatives business grows 32% Y-o-Y on the back of accelerated signings and rapid adoption of CAMS WealthServ



- ❑ The AIF business continues to clock robust growth with revenues growing 32% Y-o-Y in Q2 FY23
- ❑ New business addition remained strong with **19 wins** in the AIF/ PMS space in Q2 FY23



- ❑ Over **50 Funds** have signed up for AIF/PMS digital onboarding with CAMS WealthServ since launch
- ❑ Ambitious target to take this count to over 100 within the financial year



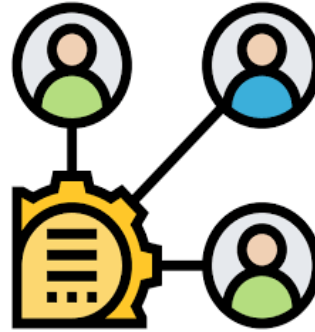
- ❑ Fintuple Technologies has made an impressive start with major wins on the AIF / PMS digital services space
- ❑ CAMS GIFT City operations signed up with **5 clients**

Business Wins



- ❑ Razor-sharp focus on sales yielding excellent results with **almost 1 signup every week**
- ❑ **35+ AA/TSP wins** as on date
- ❑ Ambitious target to get 75 signups by the end of the year

Stakeholder Engagement



- ❑ Targeted Customer Engagement Events – **“Reimagine Wealth Management”** – Mumbai/Delhi – Showcasing the potential & building deal pipelines
- ❑ CAMS unique value proposition coupling our digital solutions along with core AA offering well received in the market with sign-ups with a number of marquee clients

Regulatory Support



- ❑ SEBI released guidelines for capital market entities to join the AA ecosystem as FIP & FIU – **CAMS RTA to be FIP Gateway**
- ❑ Participation in AA ecosystem is expanding with entities under IRDA (Both LI & GI) & PFRDA (CRAs) being mandated to join the ecosystem

CAMS CRA – eNPS launched in March 2022, POP and Corporate Segments went live in Q2 FY23

CAMS launched the industry first CRA platform on cloud in March 2022

Within a short span of time, achieved **9.5% share** and **#2 position** in new eNPS sales in Q2 FY'23

Total eNPS industry registrations

1.2 L

Total eNPS through camsnps.com

11969

eNPS registrations, YTD market share

9.5%

Position in new eNPS sales

#2



Innovation and Transformation

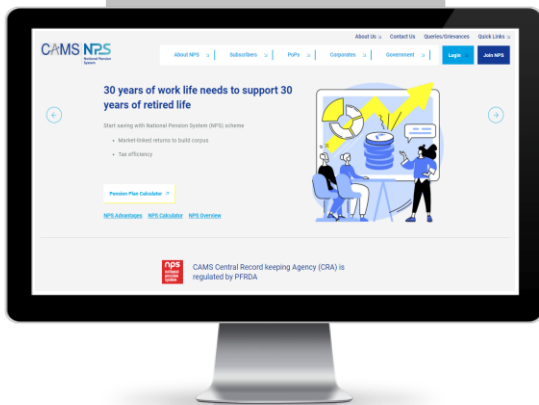
- Multiple KYC options (CKYC/EKYC),
- comprehensive API Stack for partners
- Grievance management solution



- Engagement with ecosystem entities Including PoPs, PFMs, ASPs & CRAs progressing well
- Onboarded 2 of the top POPs and strong pipeline in place including fintech's

CAMS NPS website logged over 4L visitors

4,07,497
 website visitors



Business Highlights

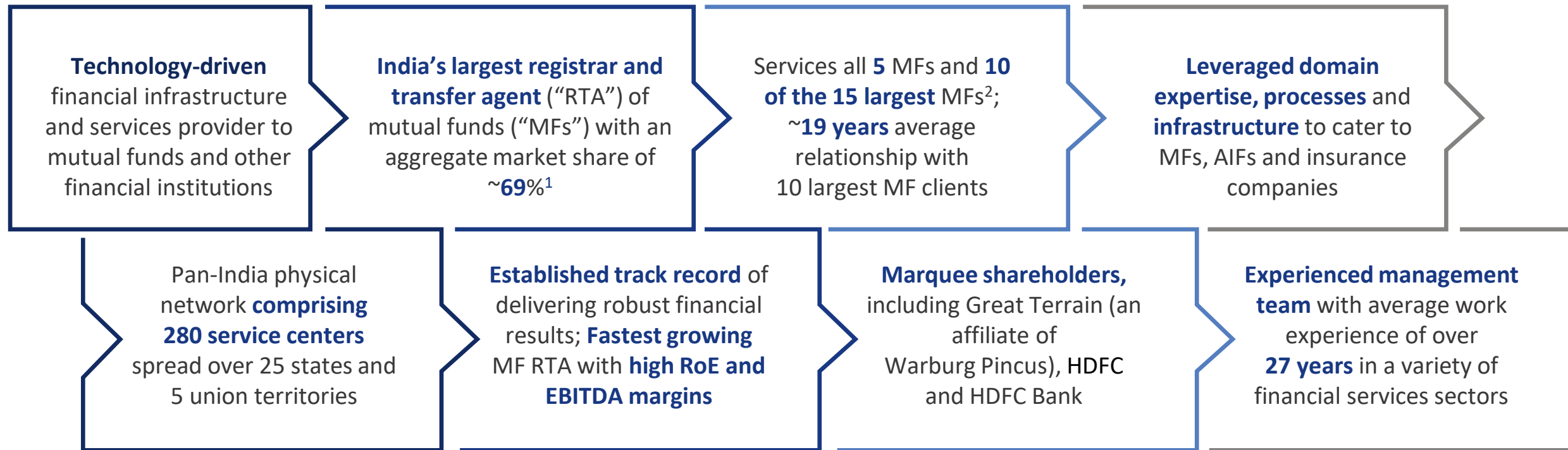
- ❑ eInsurance Account & e-Policy doubled in volume over Q1FY23, on the back of new requirements on KYC, eIA and e-Policy
- ❑ PolicyGenie Deep Contact Tracing Solution, uniquely offered by CAMS Insurance Repository, assisted insurance companies in closing ₹100 Cr of unclaimed benefits till date
- ❑ CAMSRep's Digital solutions and Insurance repository services significantly improved policyholder experience by refining contactability & policy benefit continuity

Industry Overview

- ❑ Insurance industry witnessed unprecedented regulatory activity in this quarter which is likely to define the medium-term business outlook for CAMSRep, particularly in the repository services segment
- ❑ CAMSRep intensified its business development efforts to highlight the value proposition of repository and digital services with life insurance clients and for the first time with general insurers too
- ❑ In 2021, CAMSRep had applied for Sandbox project with IRDA for developing an industry platform for digital assignment of policies. CAMSRep has submitted its completion report to IRDAI and is now working to commercialize the platform by adding more insurers and financiers on to it



ABOUT CAMMS

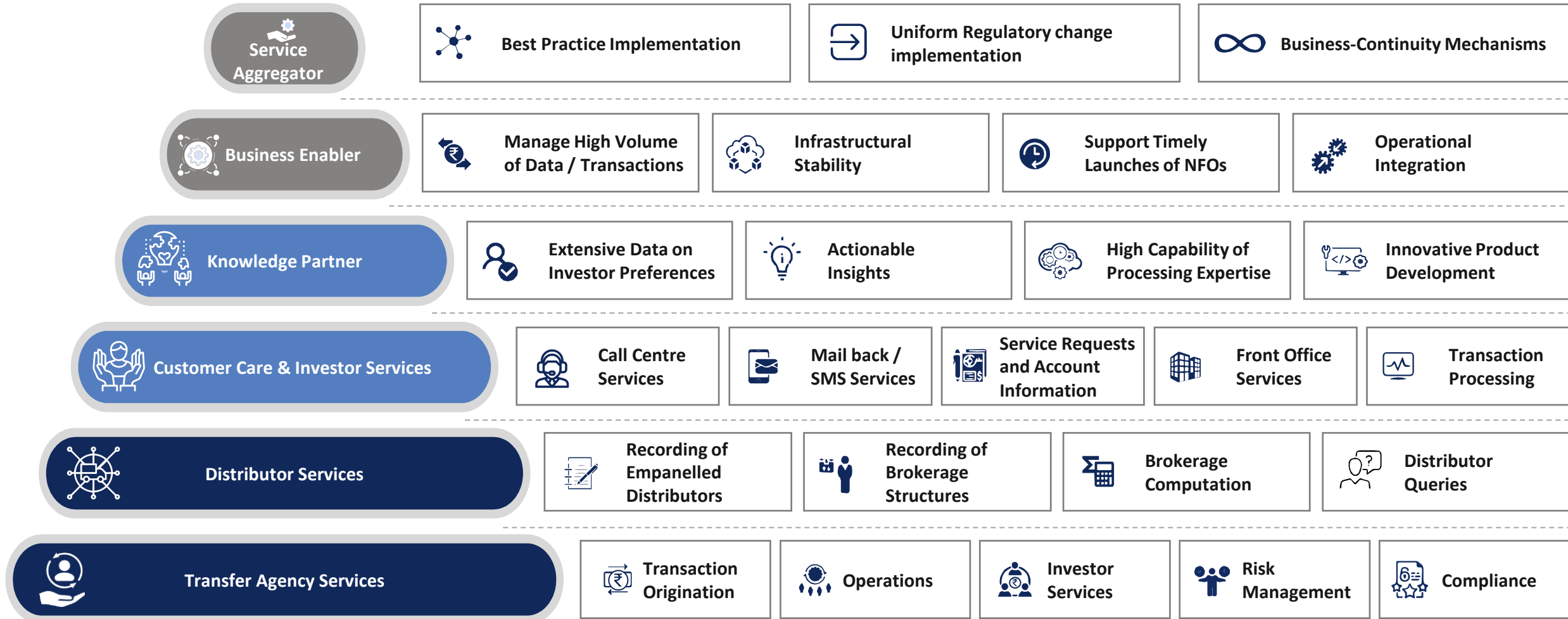


Notes: 1. Market share basis FY23 Q2 (3 Months Average)

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

CAMS – Mutual Fund Services Business

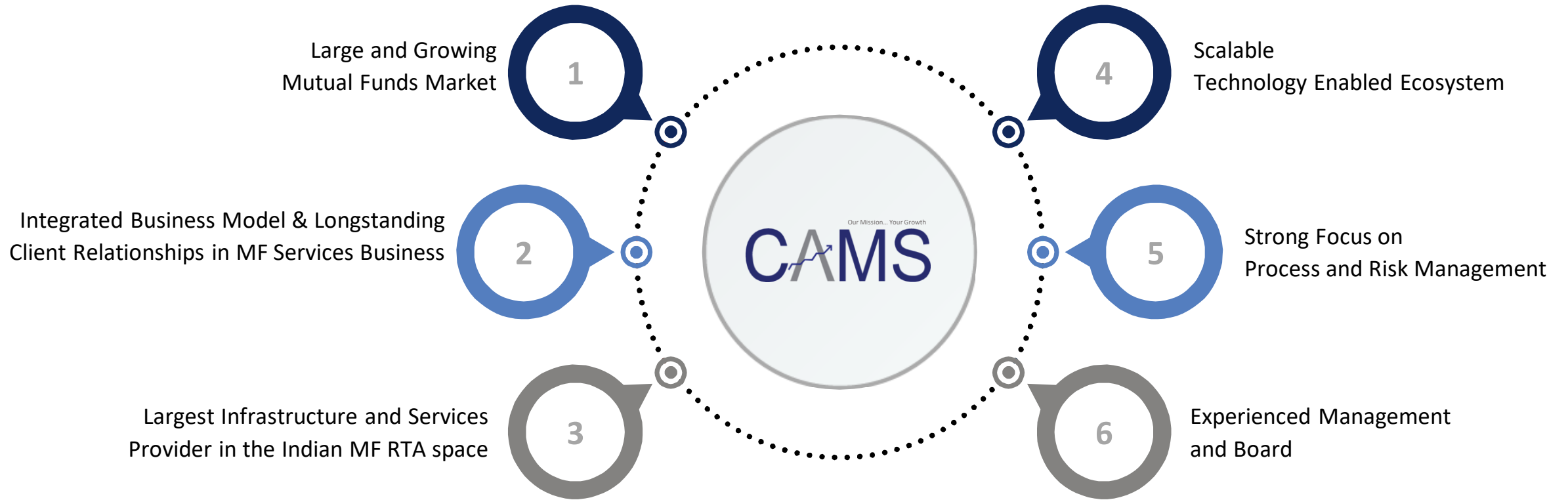
Provides a range of technology-enabled infrastructure to mutual funds –
Involved through the life cycle of an account from account creation to processing transactions and redemption of the amount invested

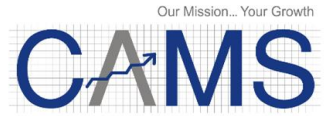


CAMS – Proprietary technology platforms and mobile applications for MF, AIF and PMS

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







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THANK YOU