

Ref No: 45/2024-25

Dated: 11<sup>th</sup> July, 2024

The Manager,  
Listing Department,  
The National Stock Exchange of India Ltd.,  
Exchange Plaza, 5<sup>th</sup> Floor, Plot C/1, G Block,  
Bandra - Kurla Complex, Bandra (E),  
Mumbai - 400 051. Tel No.: 2659 8235  
Fax No.: 26598237/ 26598238  
Trading Symbol: ANANDRATHI

The Manager,  
Listing Department,  
BSE Limited,  
Phiroze Jeejeebhoy Tower,  
Dalal Street, Mumbai - 400 001.  
Tel no.: 22721233  
Fax No.: 22723719/ 22723121/ 22722037  
Scrip Code: 543415

**Subject: Press Release**

Dear Sir/Madam,

In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Press Release dated 11<sup>th</sup> July, 2024.

We request you to kindly take the above on record.

Thanking You,

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

**Jaee Sarwankar**  
Company Secretary & Compliance Officer  
M.No : A38080

Enclosed: As above





# ANANDRATHI

Private Wealth. uncomplicated

## Q1 FY25 Revenues and PAT grows by 38% Y-o-Y

Mumbai, 11<sup>th</sup> July 2024 - Anand Rathi Wealth Limited reported a consolidated net profit of ₹ 73 Crores for April - June 2024 (Q1 FY25), an increase of 38% compared to April- June 2023 (Q1 FY24) and total revenue of ₹ 245 Crores representing an increase of 38% compared to April- June 2023 (Q1 FY24).

### Consolidated Financial Highlights - Q1 FY25 (April - June 2024)

AUM	Revenue	Profit Before Tax	Profit After Tax
₹ 69,018 Crores	₹ 245 Crores	₹ 99 Crores	₹ 73 Crores
 59% Y-o-Y	 38% Y-o-Y	 40% Y-o-Y	 38% Y-o-Y

Particulars (₹ Crores)	Q1 FY24	Q1 FY25	Y-o-Y
Total Revenue	178.4	245.4	38%
Profit Before Tax	70.9	99.0	40%
Profit After Tax	53.2	73.4	38%
EPS (₹)	12.8	17.6	38%
AUM	43,413	69,018	59%

- Mutual Fund revenue increased by 70% YoY to ₹89 Crores
- Net inflows grew by 173% YoY to ₹3,364 Crores
- Equity Mutual Fund net inflows increased by 462% YoY to ₹2,091 Crores
- Share of Equity Mutual Funds in AUM increased to 54% as of June 2024, compared to 48% as of June 2023.
- Return on Equity (ROE - Annualised) : 42.8%
- Buyback of Rs. 164.65 Crores (excluding charges and taxes) successfully completed in June 2024.

### Other Important Highlights - Q1 FY25

#### Private Wealth (PW) (Holding Company)

- Number of Active client families increased by 19% YoY to 10,382
- Number of RMs increased by 17% to 360 in last 12 months

#### Digital Wealth (DW) (Subsidiary Company)

- Total Revenue increased by 13% YoY to ₹ 6.89 Crores
- AUM increased by 48% YoY to ₹1,727 Crores

#### Omni Financial Advisors ("OFA") (Subsidiary Company)

- Total Revenue increased by 18% YoY to ₹ 1.84 Crores
- Technology platform provider to Mutual Fund Distributors (MFDs) with 6,064 subscribers (PY: 5,688 MFDs)

## About Anand Rathi Wealth Limited

Anand Rathi Wealth Limited is amongst India's leading wealth firms, catering to high and ultra-high net worth individuals. The company has been in the business of private wealth following an uncomplicated approach and most of the clients have achieved their wealth objectives in last few years. The company has a presence across 17 cities in India and a representative office in Dubai.

### *Commenting on the Q1 FY25 Results, Mr. Rakesh Rawal, Chief Executive Officer said:*

"Indian economy is on a strong footing with GDP expected to grow at 7.2% for this year, making it the fastest growing market globally. In this backdrop, Indian markets have witnessed new all-time highs supported by strong performance of India Inc. With this, we anticipate a noticeable increase in the number of High Net-worth Individuals (HNIs) in the country and thus, creating a huge growth potential for the wealth business.

The increase of financial assets in the total pie of household assets has also helped in growth of our AUM by 59% Y-o-Y to ₹ 69,018 crores as on June 30, 2024. This has aided a revenue increase of 38% Y-o-Y to ₹ 245 crores and PAT increase of 38% Y-o-Y to ₹ 73 crores for this quarter. During Q1 FY25, we added 471 client families and crossed the milestone of 10,000 client families, further improving the financial goals of our clients.

As part of our endeavour to reward shareholders, we successfully concluded the buyback program of ₹ 164.65 crores, excluding charges and taxes. With multiple growth drivers in place, we are confident that our company has the potential to grow by 20-25% in the long-term."

### *Commenting on the same, Mr. Feroze Azeez, Deputy Chief Executive Officer said:*

"India's strong fundamentals continue to attract investments into the equity markets with incremental inflows recording new highs every month. During Q1 FY25, our equity mutual fund net inflows increased by 462% Y-o-Y to ₹ 2,091 crores. This continued growth underscores the deep trust and confidence our clientele place in our value proposition. Our systematic and data-driven approach along with a realistic understanding of client needs and risks has been instrumental in achieving these results.

Our client base is becoming more informed and data driven, so they understand simple and uncomplicated wealth approach to achieve the objective of around 14%. This is evident from just 0.1% client attrition in terms of AUM lost during the first quarter of FY25.

We have successfully maintained our Zero regret attrition of relationship managers for a straight fourth quarter significantly because of the culture created in the organisation.

With the Indian economy poised for continued growth, the future is promising and has large opportunities for wealth professionals."

For more information, please contact,

**Anand Rathi Wealth Limited**

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**Disclaimer:** Certain statements in this “Press Release” may not be based on historical information or facts and may be “forward looking statements” within the meaning of applicable securities laws and regulations, including, but not limited to, those relating to general business plans & strategy of the Company, its future outlook & growth prospects, future developments in its businesses, its competitive & regulatory environment and management's current views & assumptions which may not remain constant due to risks and uncertainties. Actual results could differ materially from those expressed or implied. The Company assumes no responsibility to publicly amend, modify or revise any statement, on the basis of any subsequent development, information or events, or otherwise. This “Press Release” does not constitute a prospectus, offering circular or offering memorandum or an offer to acquire any shares and should not be considered as a recommendation that any investor should subscribe for or purchase any of the Company’s shares. The financial figures in this “Press Release” have been rounded off to the nearest ₹one Crore. The financial results are consolidated financials unless otherwise specified.