

ANANDRATHI

Private Wealth. uncomplicated

Anand Rathi Wealth reports strong performance for FY22

Mumbai, 12th April 2022 - Anand Rathi Wealth Limited (ARWL), has declared excellent Consolidated Audited Financial Results for quarter and year ended 31st March 2022 as under:

AUM

Rs. 32,906 crores



+23% Y-o-Y

Total Revenue

Rs. 426 crores



+52% Y-o-Y

Profit After Tax

Rs. 127 crores



+184% Y-o-Y

Particulars (Rs. Crs.)	Q4 FY22	Q4 FY21	Y-o-Y	FY22	FY21	Y-o-Y
AUM	32,906	26,670	23%	32,906	26,670	23%
Revenue	115	77	49%	426	279	52%
EBITDA	46	14	216%	177	70	155%
Profit After Tax	35	10	239%	127	45	184%

- Final Dividend* of Rs.6 per Equity Share. Total Dividend of Rs.11 per Equity Share
- EPS - Rs. 30.49 for FY 2021-22
- ROE - 41.7% for FY 2021-22

Important Highlights (Y-o-Y)

Private Wealth (PW) (Holding Company)

- AUM increased by 23% to Rs. 32,054 Crores
- Revenue increased significantly by 56% to Rs 409 Crores
- PAT grew by whopping 184% to Rs. 125 Crores
- Active client families increased by 16% to 7,082
- Share of Mutual Funds in AUM increased to 46% (PY 36%)
- Number of RMs increased to 271 (PY 233)

Digital Wealth (DW) (Subsidiary Company)

- AUM increased by 39% to Rs. 852 Crores
- Client Engagement Partners (CEPs) increased to 316 with 3,907 active clients

Omni Financial Advisors (“OFA”) (Subsidiary Company)

- Leader in technology product sale to 5,343 IFAs as of 31st March 2022
- Assets under Administration (AuA) of IFAs on this platform is Rs. 79,800+ Crores as on 31st March 2022

ANANDRATHI

Private Wealth. uncomplicated

Commenting on the Results, Mr. Rakesh Rawal, Chief Executive Officer said

"I am pleased to share that Anand Rathi Wealth Limited has demonstrated outstanding performance for the year 2021-22.

Our growth in AUM to Rs. 32,906 Crores, (23% over last year) has helped us deliver strong growth in topline and much higher margins. Our revenue increased by 52% Y-o-Y to Rs. 426 Crores and PAT increased by 184% Y-o-Y to Rs. 127 crores for the year.

We believe our long-term commitment to offering the most efficient wealth management solutions to our clientele, coupled with a dedicated team of Relationship Managers will enable us to achieve strong growth in years ahead."

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

"Our performance reinforces our long-term commitment to our strategy and to the clients. The macro tailwinds in this business are huge and we want to build a business that is highly differentiated and sustainable. We are happy to have more than 7,000 satisfied client families out of which 57% are with us for more than 3 years. With a well trained and committed team of Relationship Managers, we are expecting significant growth in the current year.

With growing awareness of a need of dedicated wealth management advisor and broad-based recovery in the economy, we expect an increased inflow of funds and consistent growth in our AUM in the coming quarters."

About Anand Rathi Wealth Limited

Anand Rathi Wealth Limited is one of the leading non-bank wealth solutions firms in India. The Company has evolved into providing well defined uncomplicated wealth management solution to our clients and our performance during last few years has helped our clients achieve their objectives. In addition to Private Wealth Vertical (PWM), Company has two new age technology led business verticals i.e. Digital Wealth (DWM) and Omni Financial Advisors (OFA). DWM business is a fin-tech extension of the Company's proposition for the mass affluent segment with wealth solution delivered through a combination of human interface empowered with technology and the OFA business is a strategic extension for capturing wealth management landscape to service retail clients through independent financial advisors by using a technology platform.

ANANDRATHI

Private Wealth. uncomplicated

For more information, please contact

Company:

Anand Rathi Wealth Limited

Investor Relations (IR) Advisors:

Strategic Growth Advisors Pvt. Ltd.

ANANDRATHI
Private Wealth. uncomplicated

SGA Strategic Growth Advisors

CIN: L17291TN2010PLC077303

CIN: U74140MH2010PTC204285

Mr. Rajesh Bhutra - CFO

rajeshbhutra@rathi.com

Mr. Deven Dhruva

deven.dhruva@sgapl.net

+91 98333 73300

Mr. Vishal Sanghavi – EVP Finance

vishalsanghavi@rathi.com

Mr. Abhishek Shah

abhishek.shah@sgapl.net

+91 99306 51660

022 6281 7003

Disclaimer: Certain statements in this “Media 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 Rs. one Crore. The financial results are consolidated financials unless otherwise specified.