

360 ONE

Investor Presentation -
Q1 FY25

AGENDA

1. 360 ONE at a Glance
2. Business Introduction
3. Financial Update - Q1 FY25



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360 ONE WAM - India's leading wealth and alternates-focused asset firm

360 ONE WAM Ltd.

Wealth Management

Discretionary / Non-Discretionary / Advisory (360 ONE Plus)

- Asset Allocation
- Investment Policy Statement
- Review Mechanism and Portfolio Analytics

Financial Product Distribution

Transaction & Broking services

Corporate Treasury services

Lending Solutions

Estate Planning



Asset Management

Listed Equities

Private Equity

Private Credit

Real Assets

Multi - Asset

AIF

PMS

Mutual
Funds

*360 ONE is an embodiment of two words that are extremely important to us - '360' represents the holistic view we take of the 'ONE' person whose interests are always first: **Our Client.***

Our brand purpose, that has remained constant since 2008, is articulated as Performance Plus. Performance is objectively measured by numbers. It is the long-term performance and personalized care that we provide to our clients.

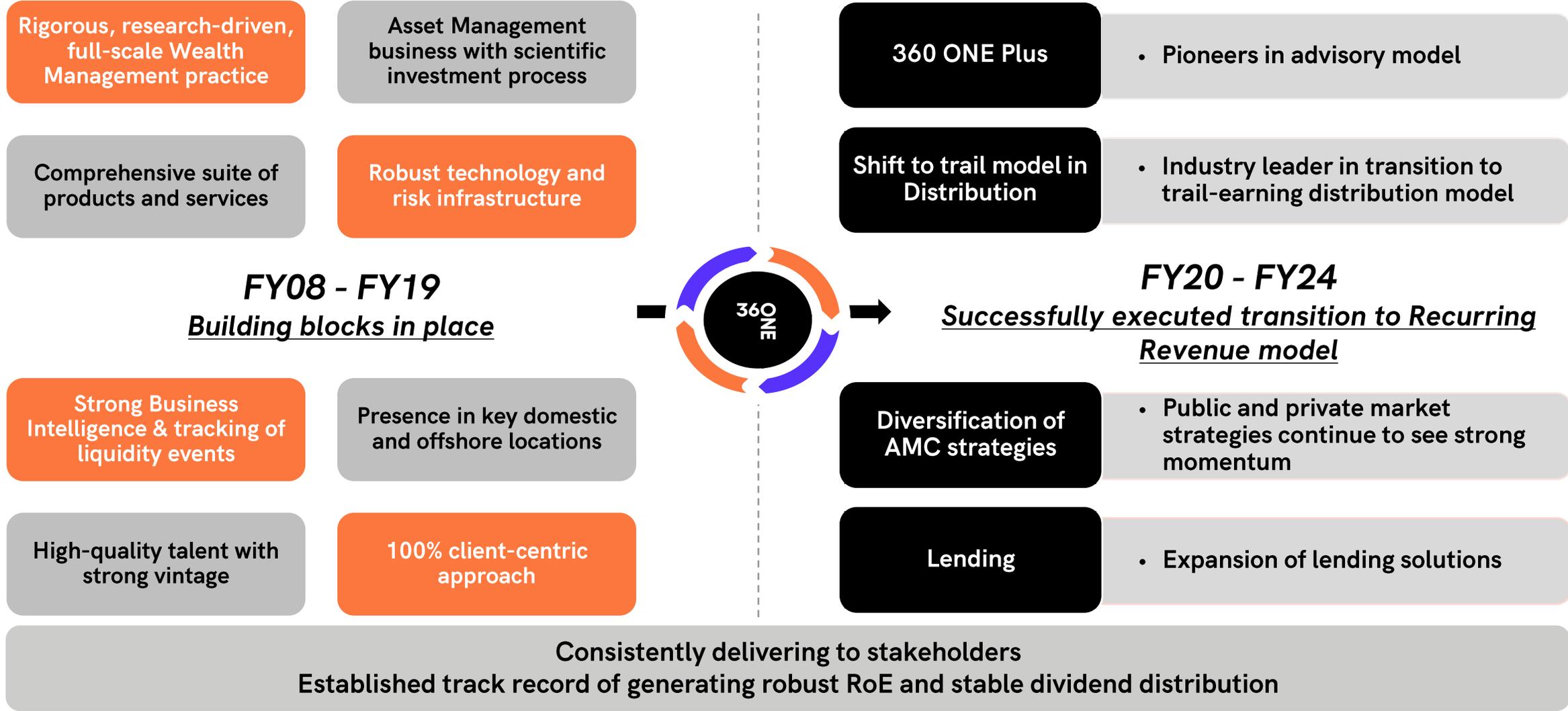
360 ONE - Corporate Overview

Credentials that lend trust to brand 360 ONE

<p>Our Values</p> <ul style="list-style-type: none"> • Client-centric • Entrepreneurial • Right in spirit and letter • Change champion • People-oriented • Rigorous and risk-conscious 	<p>Strategy for path ahead</p> <ul style="list-style-type: none"> • Growth • Resilience • Agility 	<p>Core Business</p> <ul style="list-style-type: none"> • 360 ONE Plus • Financial Product Distribution • Asset management (AIF/PMS/MF) • Estate planning • Family office • Lending solutions 	<p>Landmarks and Milestones</p>
<p>Publicly listed Private Wealth and Asset Manager</p> <p>Market cap: ~Rs 35,000 crs (June '24)</p>	<p>~7,400+</p> <p>HNI + UHNI client families</p>	<p>Strong Employee Team</p> <p>1,200+ Employee strength</p>	<ul style="list-style-type: none"> • 2008 - IIFL Wealth was born • 2011 - Acquired 'Finest Wealth Managers', Pune • 2012 - AUM reached INR 25,000 crs • 2013 - Acquired an AMC and a Private Equity firm • 2014 - Became No. 1 Alternatives Manager • 2015 - General Atlantic picks up ~22% stake • 2016 - Acquired an NBFC, renamed it IIFL Wealth Finance • 2017 - AUM Distribution and Advice crosses Rs 1 lac crore • 2018 - Acquired Wealth Advisors India and Altiore Advisors • 2019 - IIFL Wealth sold stake to 5 marquee investors • 2019 - IIFL Wealth listed on NSE and BSE exchanges • 2020 - Acquired L&T Capital Markets • 2021 - AUM including custody assets INR 2.4 lac crore • 2022 - Bain Capital acquires ~25% • 2022 - Acquired controlling stake in Mumbai Angels • 2022 - IIFL Wealth rebranded to 360 ONE • 2023 - Forayed in the HNI and Global space • 2024 - Launched HNI vertical & entered WealthTech space
<p>28 Offices</p> <p>India + International</p>	<p>~AUM Rs. 5,21,208 Crs^</p> <ul style="list-style-type: none"> • Wealth: Rs. 4,41,556 Crs • AMC: Rs. 79,652 Crs 	<p>170+</p> <p>Industry awards</p>	

HNI = High Net-worth Individuals; UHNI = Ultra High Net-worth Individuals; ^as on 30th June, 2024 and includes custody promoters holding;

360 ONE - Built a strong foundation and competitive moat in the last 16 years



360 ONE - Consistent growth story



Efficient and prudent use of capital purely to support our core business



Strong and growing Return on Equity with high quality, recurring revenue



Consistent history of paying dividend to our shareholders

Performance Metrics - FY24



Performance Metrics - FY21

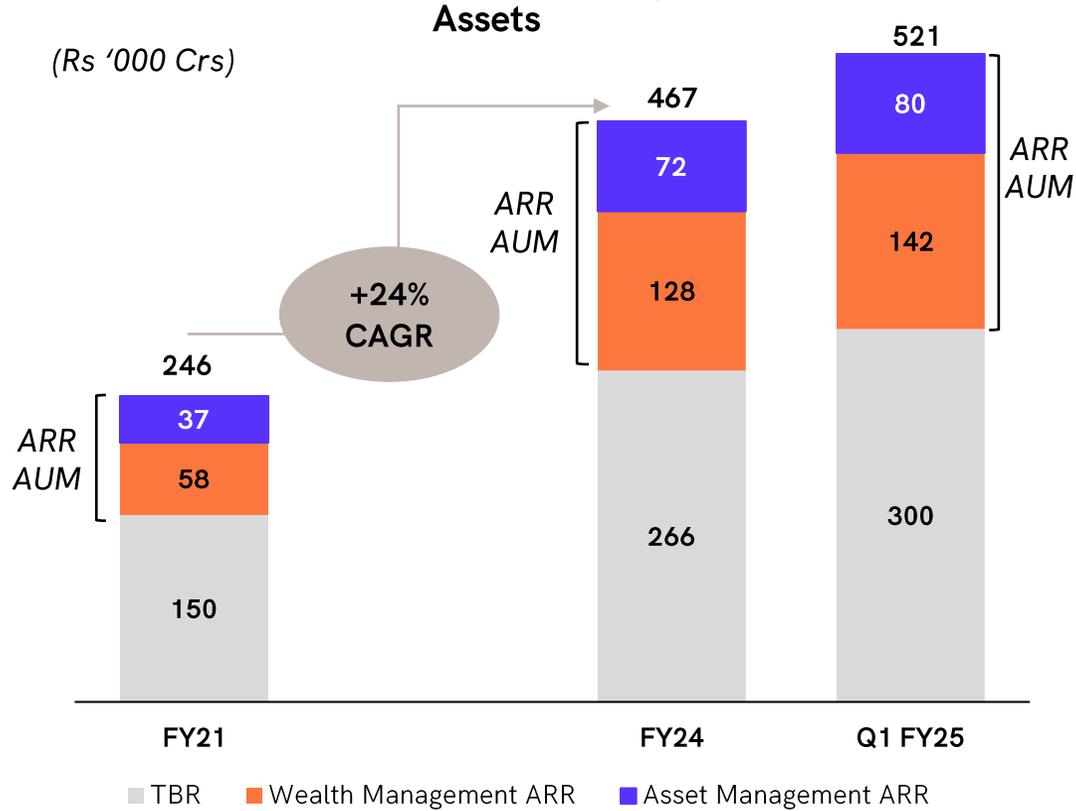


Performance Metrics - Q1FY25



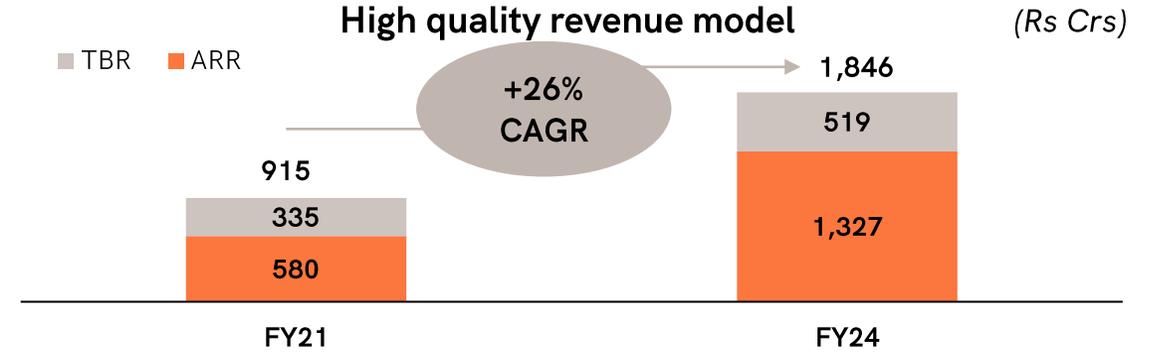
360 ONE - Story in Charts

Transition to Annual Recurring Revenue

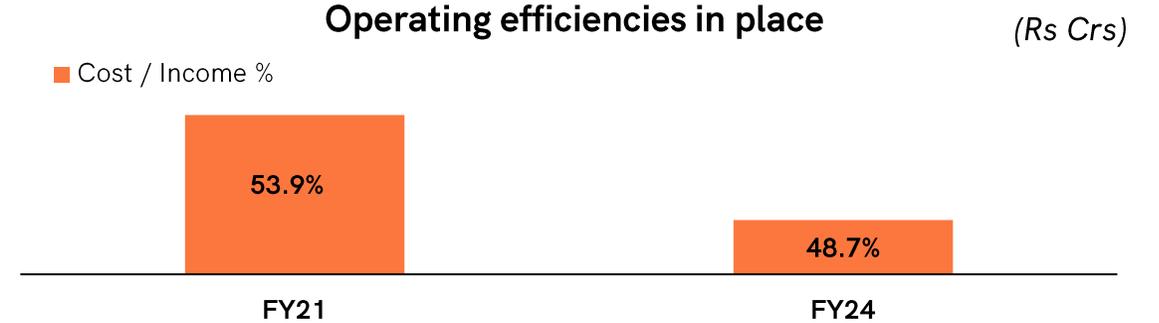


Strong growth in assets coupled with disciplined cost and capital management resulted in significant value creation for all stakeholders

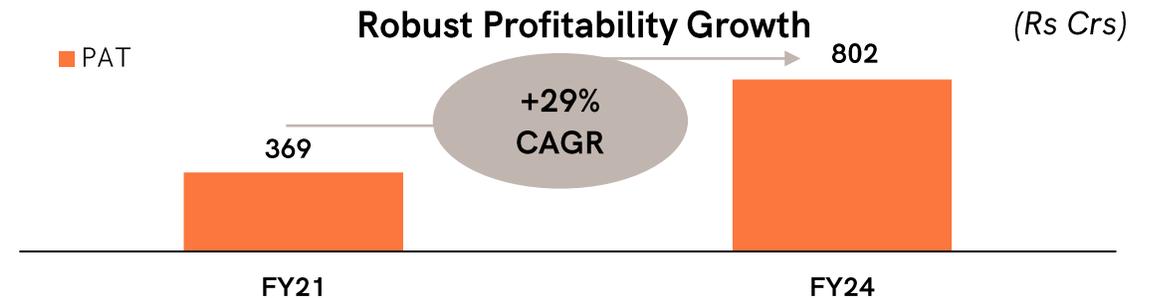
High quality revenue model



Operating efficiencies in place



Robust Profitability Growth



8 *TBR includes revenues from Inactive ARR AUM; **Adjusted for stock split and bonus

Performance at a Glance - Annual

Strong trends in growth and profitability demonstrated...

P/L Summary (INR Crs)	FY21	FY22	FY23	FY24	CAGR %
Total AUM	2,46,083	3,27,237	3,40,834	4,66,909	24%
Wealth Management AUM	2,08,711	2,71,663	2,82,536	3,94,661	24%
Asset Management AUM	37,372	55,574	58,298	72,248	25%
Closing ARR AUM	95,652	1,38,308	1,54,000	2,00,419	28%
Average ARR AUM	74,542	1,20,110	1,41,326	1,73,945	-
ARR Retention	0.78%	0.77%	0.82%	0.76%	-
ARR Net Flows	-	32,985	21,884	16,136	-
<i>Annual Recurring Revenue</i>	<i>580</i>	<i>921</i>	<i>1,165</i>	<i>1,327</i>	-
<i>Transaction & Brokerage Income*</i>	<i>335</i>	<i>477</i>	<i>400</i>	<i>519</i>	-
Revenue from Operations	915	1,398	1,565	1,846	26%
Other Income	137	137	4	119	-
Total Revenue	1,053	1,535	1,569	1,965	23%
Costs	568	784	718	956	19%
Employee Costs	417	602	520	709	19%
Admin and Other Costs	150	183	198	247	18%
Operating PBT	348	614	847	889	37%
Profit before Taxes (PBT)	485	751	850	1,009	28%
Profit After Tax (PAT)	369	582	668	802	29%
Cost to Income	53.9%	51.1%	45.8%	48.7%	-
ARR as % of Total Op. Revenue	63%	66%	74%	72%	-
Dividend per Share**	17.5	13.8	17.3	16.5	-
ROE	12.5%	20.2%	22.0%	24.4%	-
ROE Ex Goodwill & Intangibles	15.0%	24.7%	26.7%	30.1%	-

*TBR includes revenues from Inactive ARR AUM; **Adjusted for stock split and bonus

Performance at a Glance - Quarterly

Strong trends in growth and profitability demonstrated...

P/L Summary (INR Crs)	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	YoY%
Total AUM	3,82,732	4,12,549	4,53,886	4,66,909	5,21,208	36.2%
Wealth Management AUM	3,18,627	3,48,256	3,84,732	3,94,661	4,41,556	38.6%
Asset Management AUM	64,105	64,293	69,154	72,248	79,652	24.3%
Closing ARR AUM	1,65,722	1,72,509	1,86,658	2,00,419	2,21,287	33.5%
Average ARR AUM	1,56,202	1,67,935	1,80,965	1,90,678	2,08,462	33.5%
ARR Retention	0.83%	0.74%	0.74%	0.75%	0.72%	-
ARR Net Flows	3,262	1,061	5,927	5,886	5,549	70.1%
<i>Annual Recurring Revenue</i>	<i>322</i>	<i>311</i>	<i>338</i>	<i>357</i>	<i>376</i>	<i>16.8%</i>
<i>Transaction & Brokerage Income*</i>	<i>84</i>	<i>117</i>	<i>102</i>	<i>216</i>	<i>225</i>	<i>167.9%</i>
Revenue from Operations	406	427	439	573	600	48.0%
Other Income	29	14	27	50	97	238.2%
Total Revenue	434	441	467	623	697	60.6%
Costs	210	214	232	300	265	25.9%
<i>Employee Costs</i>	<i>152</i>	<i>159</i>	<i>172</i>	<i>225</i>	<i>194</i>	<i>27.2%</i>
<i>Admin and Other Costs</i>	<i>58</i>	<i>55</i>	<i>59</i>	<i>75</i>	<i>71</i>	<i>22.6%</i>
Operating PBT	195	213	208	273	335	71.8%
PBT (before exceptional items)	224	227	235	323	432	93.1%
Exceptional Item (net of taxes)	-	-	-	-	88	-
PBT (after exceptional items)	224	227	235	323	345	54.0%
PAT (after exceptional items)	181	185	194	241	243	34.2%
<i>Cost to Income</i>	<i>48.4%</i>	<i>48.6%</i>	<i>49.6%</i>	<i>48.2%</i>	<i>38.0%</i>	<i>-</i>
<i>ARR as % of Total Op. Revenue</i>	<i>79.3%</i>	<i>72.7%</i>	<i>76.8%</i>	<i>62.3%</i>	<i>62.6%</i>	<i>-</i>
<i>ROE</i>	<i>23.1%</i>	<i>22.8%</i>	<i>23.4%</i>	<i>28.6%</i>	<i>27.4%</i>	<i>-</i>
<i>ROE Ex Goodwill & Intangibles</i>	<i>28.6%</i>	<i>28.3%</i>	<i>28.9%</i>	<i>35.2%</i>	<i>33.5%</i>	<i>-</i>

*TBR includes revenue from Inactive ARR AUM

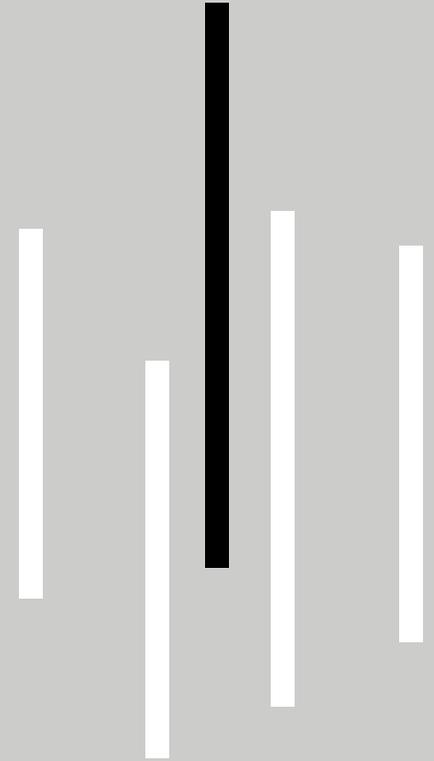
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Wealth Management

An Overview



The addressable asset pool for UHNI + HNI households, is USD 1+ trillion and will almost double in 5 years taking the total market to USD 2+ trillion

Financial Wealth threshold, (USD)		CY23		CY28		Expected CAGR % (2023-28)
		Total HH fin. assets (USD bn)	Households (#, '000s)	Total HH fin. assets (USD bn)		
> 5 mn	UHNI	915 - 935	34 - 40	1,740 - 1,760		13 - 14%
1 - 5 mn	HNI	230 - 240	180 - 190	430 - 440		13 - 14%
100k - 1 mn	Affluent	430 - 450	2,800 - 2,900	795 - 800		12 - 13%
50 - 100k	Emerging Affluent	345 - 355	35 - 40K	675 - 700		11 - 13%
< 50 k	Mass Market	960 - 980	225 - 230K	1.4 - 1.5K		8 - 10%

- India was among the world's fastest-growing economies in 2023; globally, it is one of the strongest stories on growing financialization
- Addressable market estimated to grow by 13-14% pa over next 5 yrs
- Drivers include urbanization, rising incomes, "premiumization" of consumption, increasing female labor participation, adoption of transformative digital technologies and increasing mobility of wealth
- Faster wealth creation outside traditional pockets in the last couple of decades, along with overall low penetration, to aid growth in wealth mgmt services

360 ONE Wealth - One of India's largest wealth manager servicing 7,400+ clients

360 ONE Plus

Unique engagement designed to provide solutions for the Core Portfolio of our clients under **transparent fee model**. Continues to see robust traction with closing Q1 FY25 AUM at INR 78K Crs+ through Discretionary / Non-Discretionary / Advisory propositions

Lending

Our clients have access to **lending solutions** for their short-term capital requirements. With a loan book of INR 6,845 Crs, we have serviced over 1,000 customers through our loan offerings

HNI Segment (INR 5 - 25 Crs)

Our rich legacy and expertise in UHNI segment will enable us to extend our innovative products and best in class propositions to the **HNI segment** which is experiencing **remarkable growth**, with increasing demand for professional wealth management services

Product Distribution

Offers cutting-edge innovation-led products. Widest **open architecture** investment platform coupled with strong prime brokerage capabilities across equities, fixed income, commodities & currencies backed by 'in-house' research, thus ensuring superior execution

Transaction & Broking Services

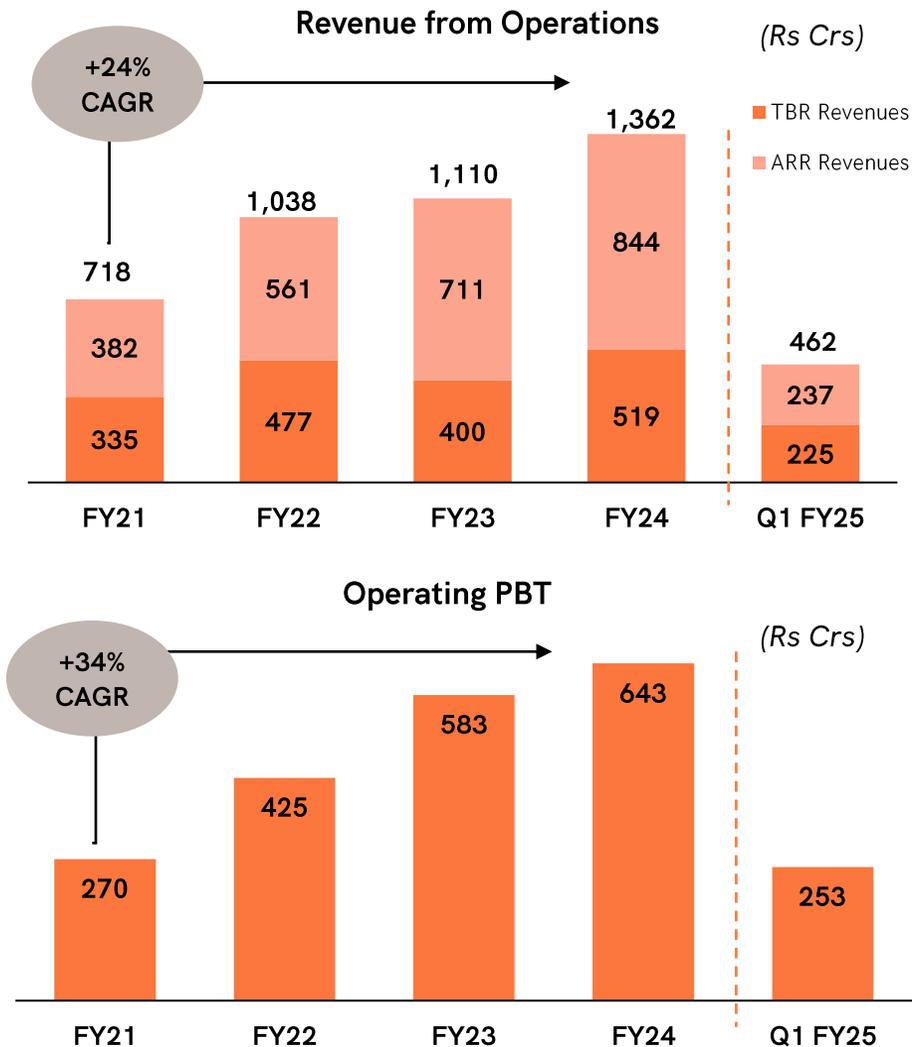
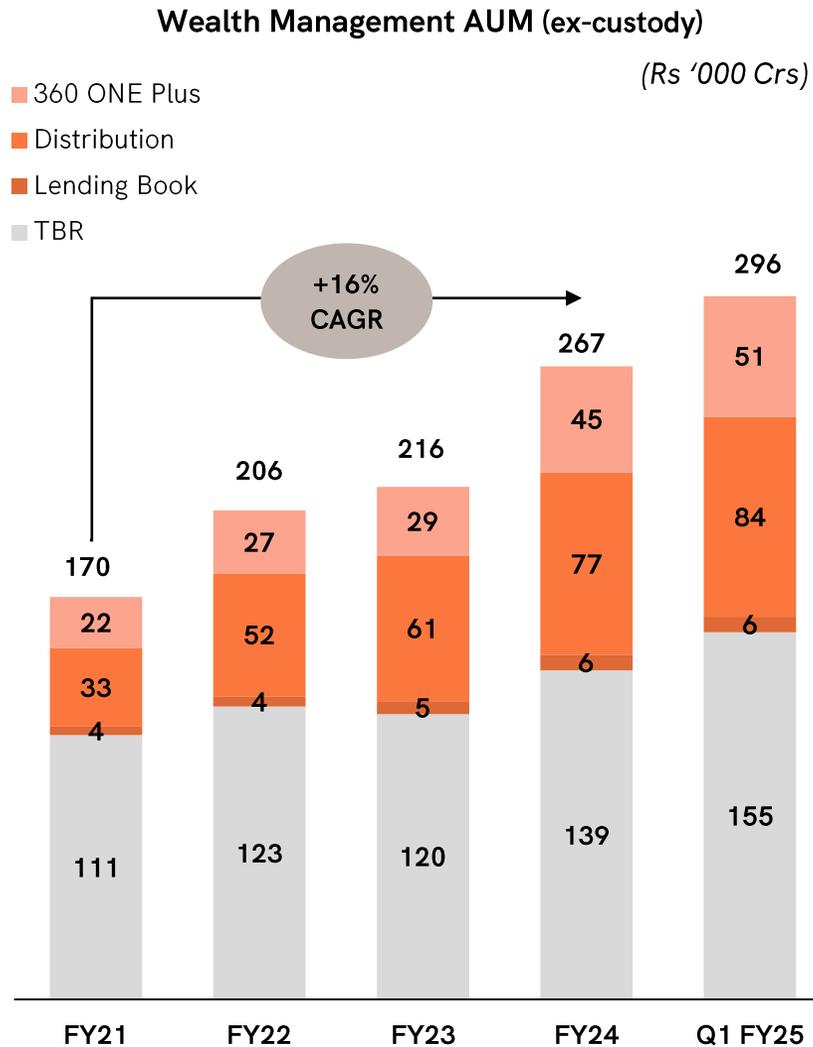
360 ONE has independent broking license to provide **research backed broking services** to our Wealth clientele

Access to **unique product ideas** typically unavailable in the public markets

Global Business

We are excited to build our global platform to cater to the demand for managing inbound and outbound assets of **"Global Indians"** through the synergies of our wealth and asset management capabilities, while simultaneously strengthening our presence in global institutional market

Wealth Management - Story in Charts



- Moved to Trail based revenue model across all the offerings much ahead of the industry
- Brought trust and transparency to clients through advisory offerings; fees to clients with no retrocessions / commissions
- Disciplined and responsible approach on product selection with strong curation
- Comprehensive, unbiased advice & execution capabilities across our clients' financial & business wealth, succession & legacy needs

*TBR AUM and Revenues include Inactive ARR Assets

Wealth Management - Key Annual Financial Highlights

P/L SUMMARY (INR Crs)	FY21	FY22	FY23	FY24	CAGR %
Total Wealth AUM (ex-custody)	1,69,672	2,06,170	2,16,045	2,66,892	16%
Wealth ARR AUM	58,280	82,733	95,702	1,28,171	30%
<i>360 ONE Plus (DPMS / NDPMS-RIA)</i>	<i>21,622</i>	<i>26,600</i>	<i>29,132</i>	<i>44,781</i>	<i>27%</i>
<i>Distribution Assets</i>	<i>33,038</i>	<i>51,815</i>	<i>61,203</i>	<i>76,960</i>	<i>33%</i>
<i>Lending Book</i>	<i>3,620</i>	<i>4,318</i>	<i>5,367</i>	<i>6,430</i>	<i>21%</i>
Transaction & Broking (TBR ex-custody)*	1,11,392	1,23,437	1,20,343	1,38,720	8%
Average ARR AUM	46,105	70,899	84,697	1,08,609	33%
ARR Retention	0.83%	0.79%	0.84%	0.78%	-
ARR Net Flows	-	21,028	16,449	15,715	-
Average TBR AUM	1,10,108	1,24,654	1,20,590	1,30,818	6%
TBR Retention	0.30%	0.38%	0.33%	0.40%	-
No. of relevant clients	6,707	6,833	6,850	7,195	2%
- <i>No. of clients (AUM > INR 10 Crs)</i>	<i>1,825</i>	<i>2,222</i>	<i>2,314</i>	<i>2,750</i>	<i>15%</i>
No. of Team Leaders	61	64	65	94	16%
No. of Relationship Managers	188	164	141	152	-7%
Annual Recurring Revenue	382	561	711	844	30%
Transaction & Brokerage Income*	335	477	400	519	16%
Revenue from Operations	718	1,038	1,110	1,362	24%
Other Income	115	112	3	107	-3%
Total Revenue	833	1,150	1,113	1,469	21%
Costs	447	613	527	719	17%
Operating PBT	270	425	583	643	34%
Profit before Taxes (PBT)	386	537	586	750	25%
<i>Cost to Income</i>	<i>53.7%</i>	<i>53.3%</i>	<i>47.4%</i>	<i>48.9%</i>	<i>-</i>
Custody AUM	39,039	65,493	66,491	1,27,769	48%

*TBR AUM and Revenues include Inactive ARR Assets

Wealth Management - Key Quarterly Financial Highlights

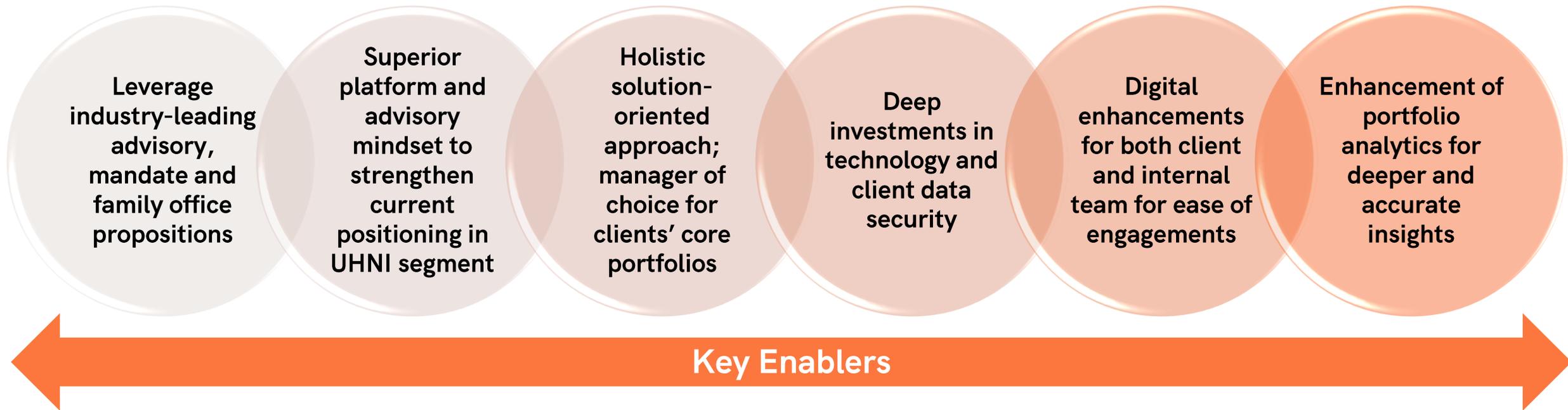
P/L SUMMARY (INR Crs)	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	YoY%
Total Wealth AUM (ex-custody)	2,28,188	2,34,484	2,58,091	2,66,892	2,96,442	29.9%
Wealth ARR AUM	1,01,617	1,08,216	1,17,504	1,28,171	1,41,635	39.4%
<i>360 ONE Plus (DPMS / NDPMS-RIA)</i>	<i>29,633</i>	<i>32,641</i>	<i>39,515</i>	<i>44,781</i>	<i>50,819</i>	<i>71.5%</i>
<i>Distribution Assets</i>	<i>67,175</i>	<i>70,265</i>	<i>72,225</i>	<i>76,960</i>	<i>84,331</i>	<i>25.5%</i>
<i>Lending Book</i>	<i>4,809</i>	<i>5,310</i>	<i>5,764</i>	<i>6,430</i>	<i>6,485</i>	<i>34.9%</i>
Transaction & Broking (TBR ex-custody)*	1,26,570	1,26,268	1,40,587	1,38,720	1,54,807	22.3%
Average ARR AUM	94,935	1,03,983	1,14,624	1,20,893	1,32,932	40.0%
ARR Retention	0.85%	0.75%	0.76%	0.76%	0.71%	-
ARR Net Flows	2,017	3,214	4,786	5,697	4,678	131.9%
Average TBR AUM	1,25,439	1,24,263	1,31,638	1,41,931	1,45,774	16.2%
TBR Retention	0.27%	0.38%	0.31%	0.61%	0.62%	-
<i>Annual Recurring Revenue</i>	<i>201</i>	<i>197</i>	<i>218</i>	<i>229</i>	<i>237</i>	<i>18.1%</i>
<i>Transaction & Brokerage Income*</i>	<i>84</i>	<i>117</i>	<i>102</i>	<i>216</i>	<i>225</i>	<i>167.9%</i>
Revenue from Operations	284	313	319	445	462	62.3%
Other Income	25	12	24	45	87	244.6%
Total Revenue	310	325	344	490	549	77.1%
Costs	153	158	171	237	209	36.5%
Operating PBT	132	155	148	208	253	92.1%
Profit before Taxes (PBT)	157	168	172	253	340	116.6%
<i>Cost to Income</i>	<i>49.3%</i>	<i>48.5%</i>	<i>49.9%</i>	<i>48.3%</i>	<i>38.0%</i>	<i>-</i>
Custody AUM	90,439	1,13,773	1,26,641	1,27,769	1,45,114	60.5%

*TBR AUM and Revenues include Inactive ARR Assets

Core WM proposition and new strategic initiatives will provide significant growth opportunities over the near and long term



UHNI proposition - Focused on new client additions, geographic expansion & increasing share with existing clients

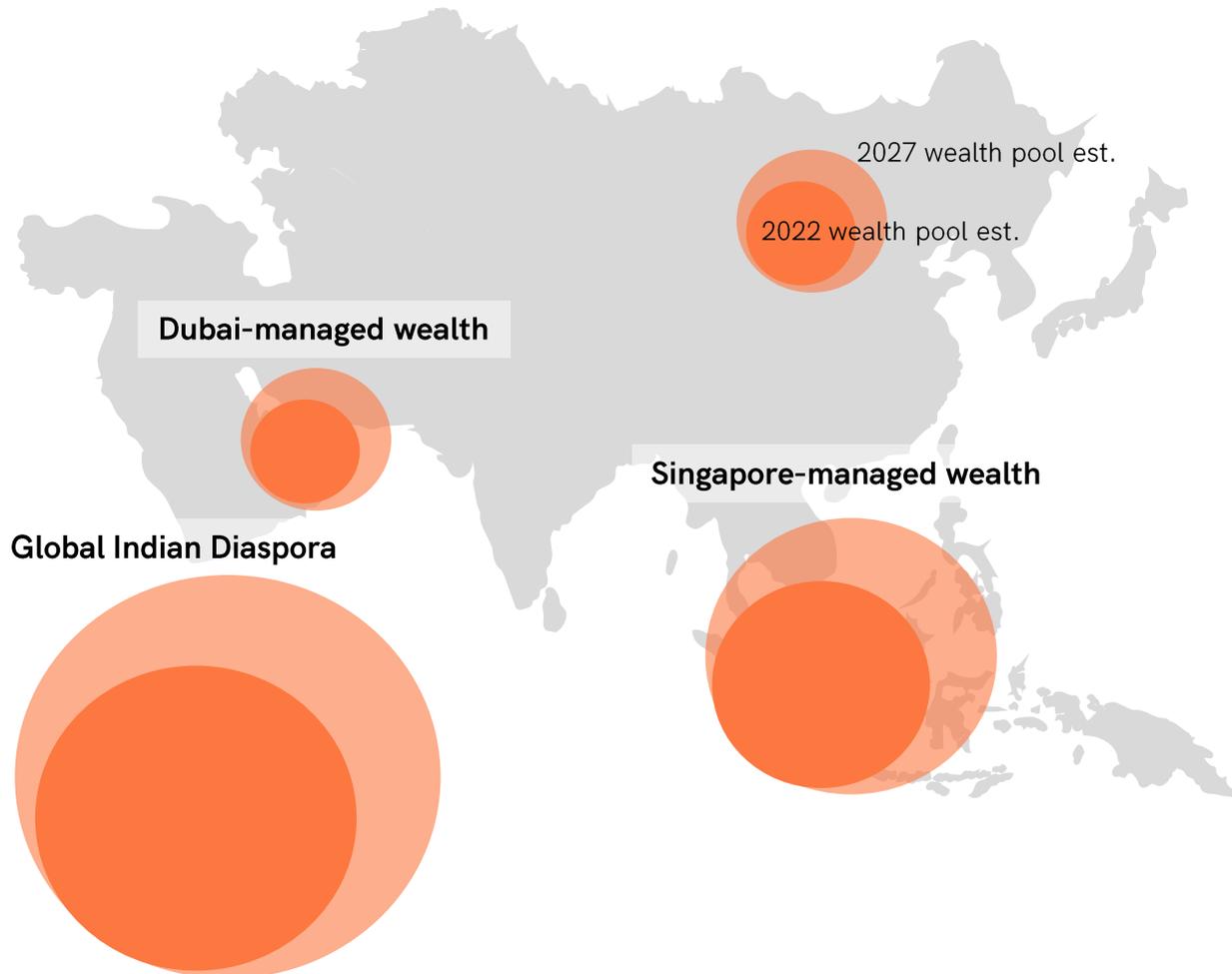


HNI segment - Our deep and unparalleled client understanding, built over the years, continues to be a significant differentiator



Synergies with core proposition and our innovative approaches will drive high growth in the HNI segment

Global platform - We are well positioned to address the growing Global Indian wealth management opportunity



360 ONE's strategy for Global Indian diaspora

Comprehensive **wealth and advisory proposition** with best-in-class products and human talent

Leverage our existing relationships and provide a seamless experience for top Indian families across borders for their global wealth pools

A trusted, global brand with our **entrepreneurial, client-centric, risk-conscious values**

Origination and execution platform for global capital looking for best access to India

ET Money - Completing the Flywheel for 360 ONE

Clients



9L+ transacting users

1.1L+
revenue generating users

Genius



75K+ active advisory clients

1,200 Crs+

@1.5%+ retentions

Synergies with 360 ONE - Ability to drive aggressive monetization

1. Distribution of 3rd party managers

Opportunity to tap users to distribute PMS/AIF, bonds / unlisted securities / angel investments through smallcase-type solutions

4. Broking as Platform Offering

Leveraging 360 ONE's broking license to cater to stock trading / investing requirements

2. **Advisory Proposition**

Curation of unique "packaged" products for advice

360 ONE's strong advisory domain understanding to accelerate transition from transactional

5. **Flows to 360 ONE AMC**

Increase in 360 ONE AMC flows given ET Money's user base, MF flows, SIP book, and advisory proposition

3. **Lending Solutions**

Leveraging 360 ONE's existing NBFC to cater to lending needs of the segment through loan against shares (LAS) facilities

6. **Funnel to 360 ONE's HNI Base**

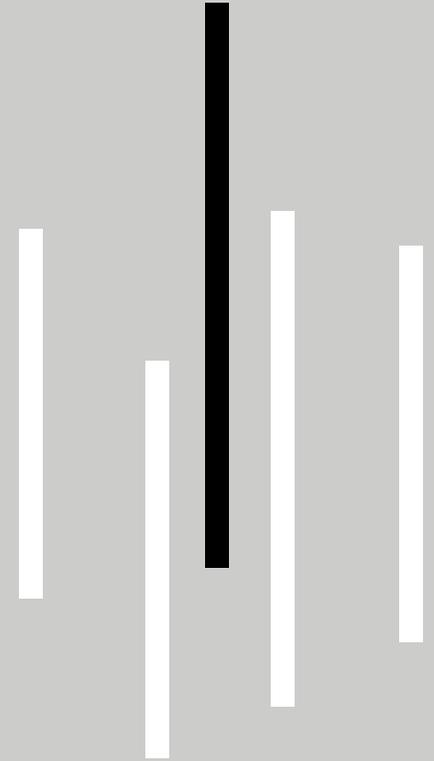
Funnel from top-cohort of ET Money

Proposed acquisition* allows 360 ONE and ET Money to leverage their product suite, domain understanding of the business, portfolio advisory solutions, brokerage services and credit solutions to a large user base

*Subject to regulatory approvals

Asset Management

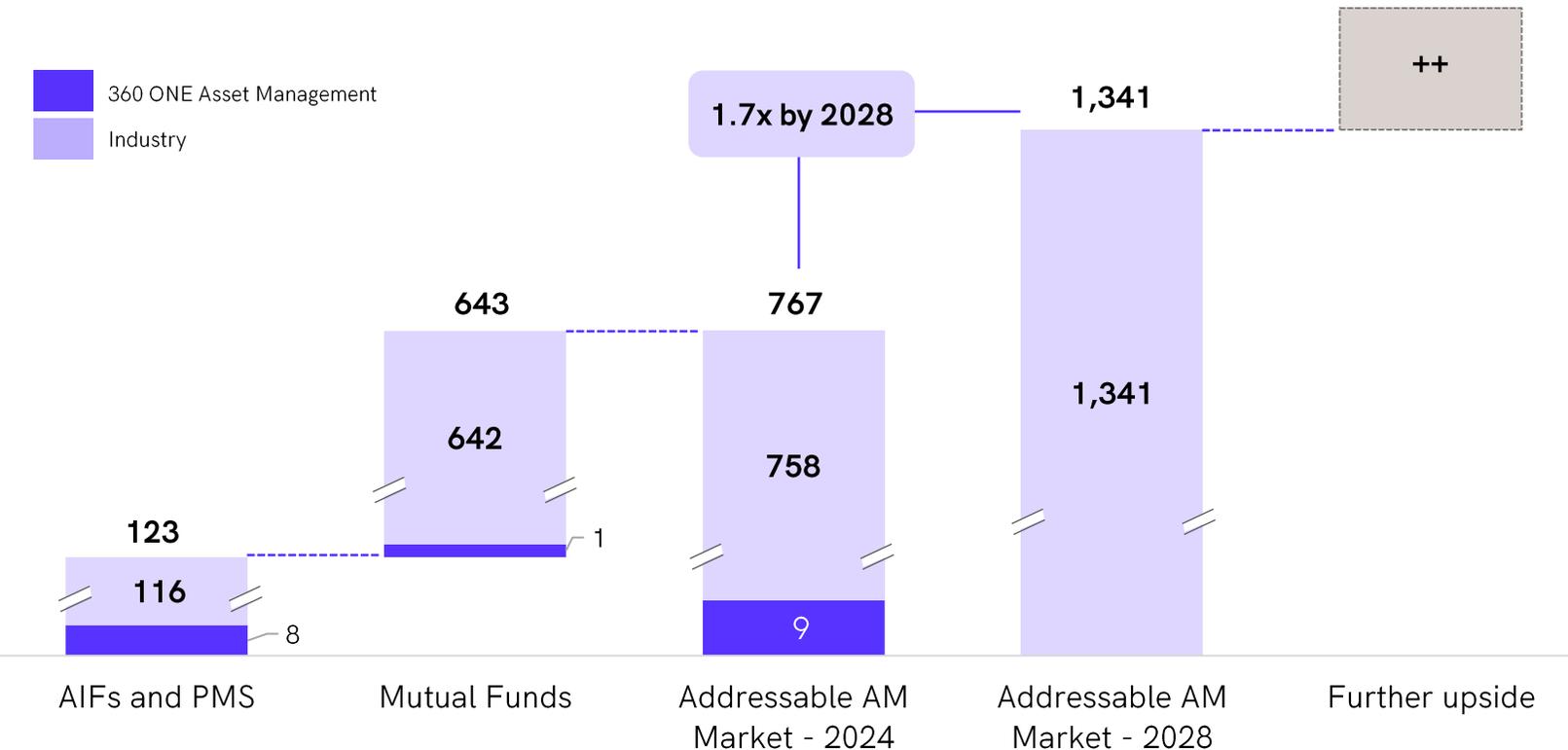
An Overview



The addressable asset pool for Asset Management will be in excess of USD 1 trillion by 2028 - nearly 2x of where it is today

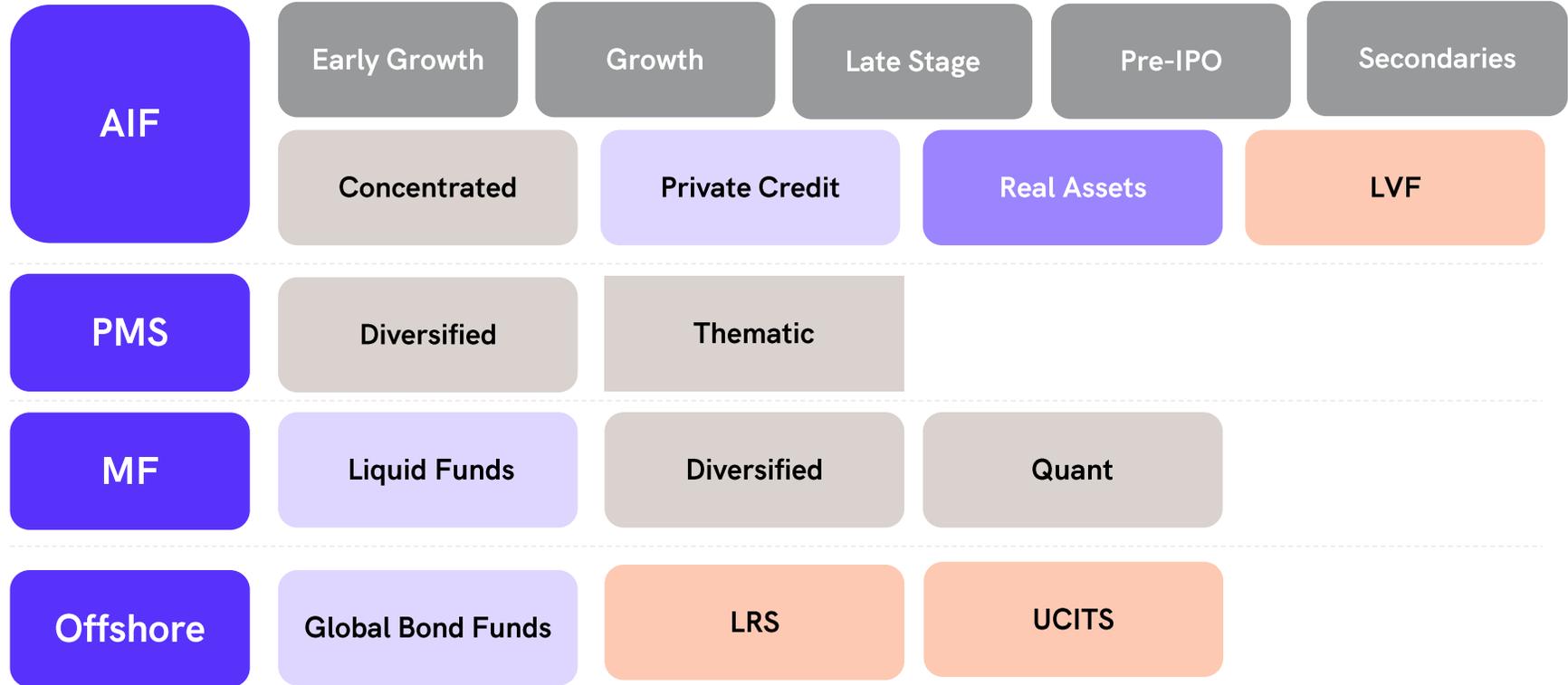
Asset Management - Addressable market and share of 360 ONE Asset

USD billions



- India's Mutual Fund pool as a share of GDP is only 15% compared to the global average of 70%+; leaving large room to grow
- Faster growth rates in AIFs specially across differentiated asset classes including unlisted equity, high yielding credit, real assets, allowing us to further build on our core areas
- India is under-represented in global institutional mandates; our reputation and traction in this space will allow us to expand significantly

360 ONE Asset - Pioneer and leader in alternate asset management in India



360 ONE Asset has demonstrated a commendable ability to operate effectively throughout varying market cycles and has successfully expanded the range of products across AIFs, PMS and MFs

Indian Alternatives market is still in its nascent phase, both in terms of strategies implemented and AUM allocated to these strategies. Given 360 ONE Asset's **diversified range of strategies** as well as its **prominent position and platform** within this domain, the Company is best placed to address the significant growth opportunities

Total AUM: INR 79,652 Crs across various strategies



Product innovation, institutional mandates and domestic distribution are key focus areas for the business

1. Driving expansion in institutional relationships

- Robust traction from global institutional clients driven by our standing as a diligent and systematic fund manager
- Currently, managing mandates from institutional clients including endowment, pension, and sovereign wealth funds through listed strategies
- Focused on expanding institutional client base in our alternates strategies

Strong Performance Track Record

Strong team of 60+ Investment professionals across strategies

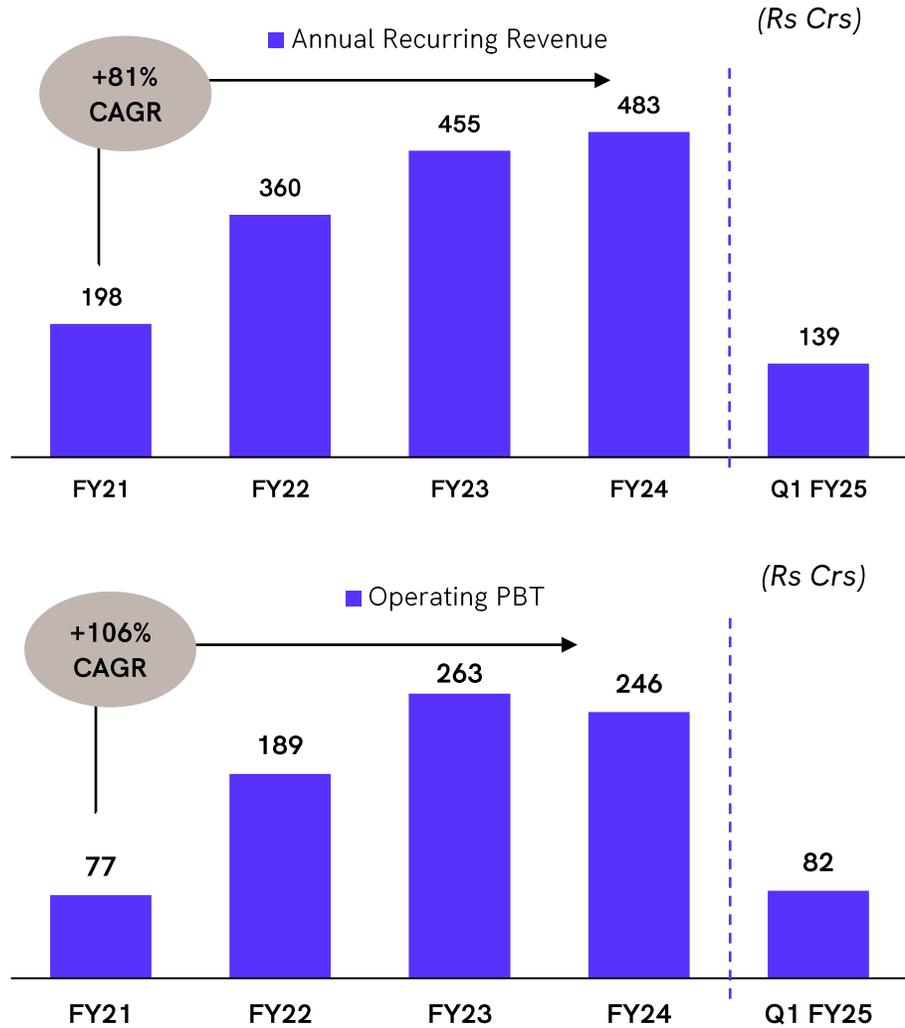
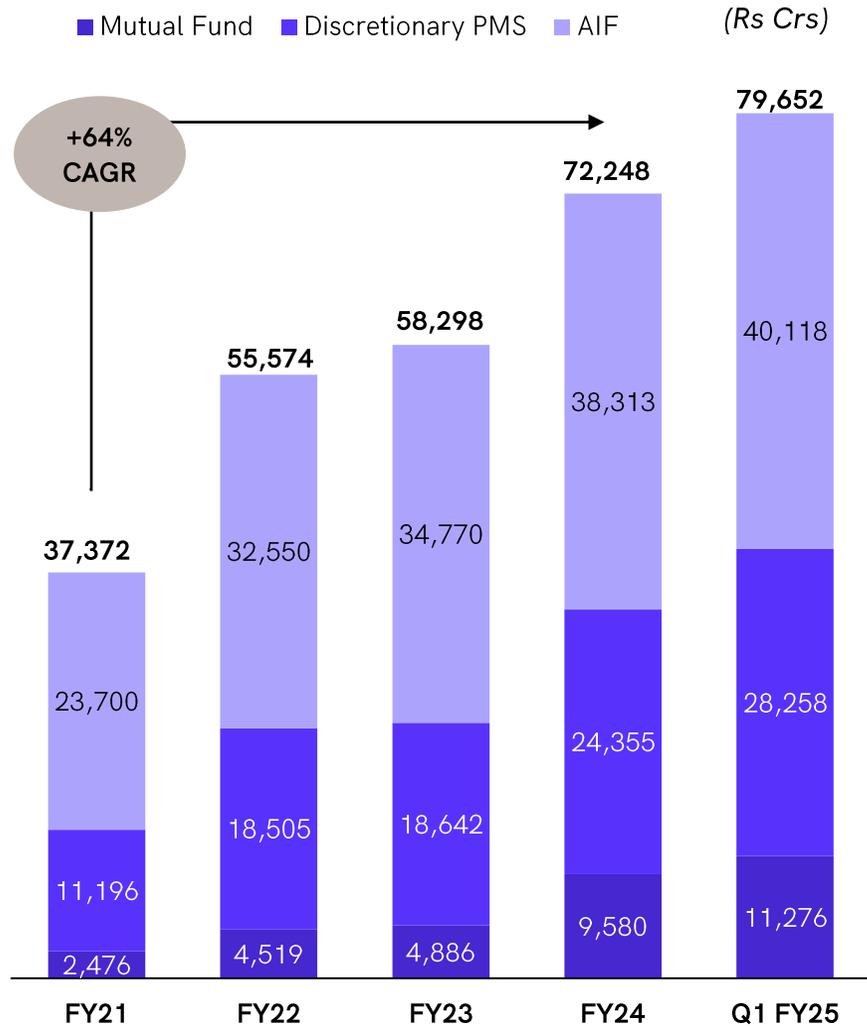
2. Focus on product innovation and new fund strategies

- Pioneers in launching funds in the pre-IPO and Secondaries space
- Full spectrum funds ranging from VC / early stage to pre-IPO / secondaries to listed strategies
- Key sector themes include Healthcare, Consumer, Financials, Technology and Industrials

3. Deepening of domestic channel partner relationships

- Continued investment towards expansion of distribution base by leveraging on strong performance track record
- Deep synergies with the Wealth proposition as Alternates are a key investment avenue for UHNI / HNI clients
- Consistent increase in distribution coverage with 33K+ empanelled partners (added 2,000+ partners in FY24)

Asset Management - Story in Charts



- Uniquely positioned from seed stage to pre-IPO, credit and real assets spanning the capital needs of private and public businesses
- Building on a rigorous, process-driven offering focused on select areas of strength
- Deep domain knowledge fuelled by macro tailwinds for India
- Attractive segments where we bring strong experience (such as Real Estate and Infrastructure)

Asset Management - Key Annual Financial Highlights

P/L SUMMARY (INR Crs)	FY21	FY22	FY23	FY24	CAGR %
Total Asset Management AUM	37,372	55,574	58,298	72,248	64%
<i>Alternative Investment Fund</i>	23,700	32,550	34,770	38,313	54%
<i>Discretionary PMS</i>	11,196	18,505	18,642	24,355	73%
<i>Mutual Fund</i>	2,476	4,519	4,886	9,580	129%
Average ARR AUM	28,437	49,211	56,629	65,336	77%
ARR Retention	0.70%	0.73%	0.80%	0.74%	-
ARR Net Flows	8,957	11,957	5,435	421	-
No. of Folios	84,009	1,65,063	1,67,832	1,89,366	75%
No. of Investment Professionals	34	46	47	62	61%
<i>Annual Recurring Revenue</i>	198	360	455	483	81%
<i>Other Income</i>	22	26	1	13	-
Total Revenue	220	386	456	496	75%
Costs	121	171	191	238	66%
Operating PBT	77	189	263	246	106%
Profit before Taxes (PBT)	99	215	264	259	87%
<i>Cost to Income</i>	54.9%	44.3%	42.0%	47.9%	-

Asset Management - Key Quarterly Financial Highlights

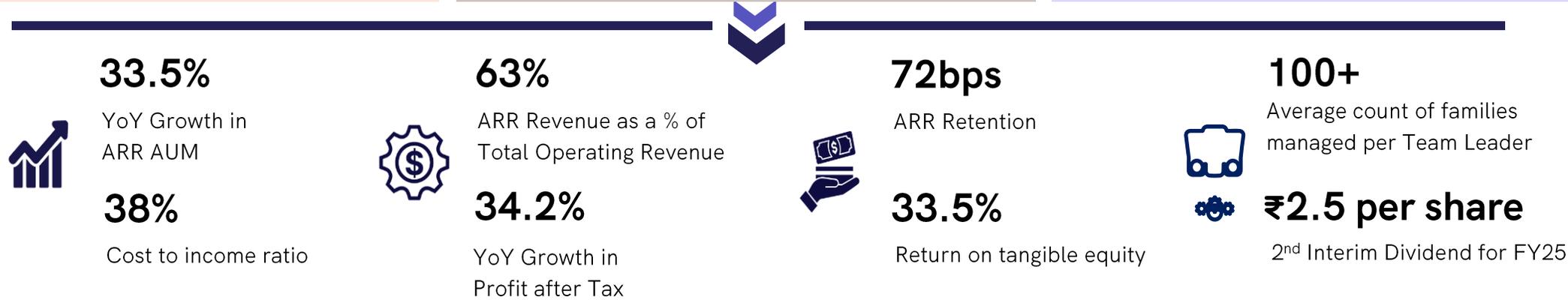
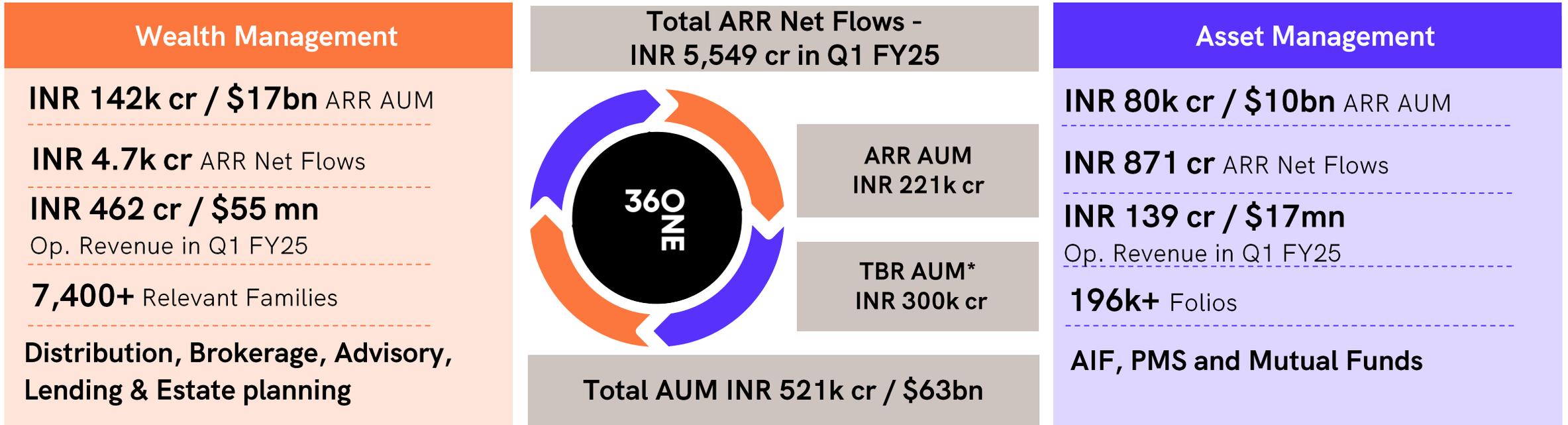
P/L SUMMARY (INR Crs)	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	YoY%
Total Asset Management AUM	64,105	64,293	69,154	72,248	79,652	24.3%
<i>Alternative Investment Fund</i>	<i>37,131</i>	<i>35,633</i>	<i>35,845</i>	<i>38,313</i>	<i>40,118</i>	<i>8.0%</i>
<i>Discretionary PMS</i>	<i>20,929</i>	<i>21,792</i>	<i>24,679</i>	<i>24,355</i>	<i>28,258</i>	<i>35.0%</i>
<i>Mutual Fund</i>	<i>6,045</i>	<i>6,869</i>	<i>8,629</i>	<i>9,580</i>	<i>11,276</i>	<i>86.5%</i>
Average ARR AUM	61,267	63,952	66,342	69,785	75,530	23.3%
ARR Retention	0.79%	0.71%	0.72%	0.74%	0.74%	-
ARR Net Flows	1,245	-2,153	1,141	189	871	-30.0%
<i>Annual Recurring Revenue</i>	<i>121</i>	<i>114</i>	<i>120</i>	<i>128</i>	<i>139</i>	<i>14.5%</i>
<i>Other Income</i>	<i>3</i>	<i>2</i>	<i>3</i>	<i>5</i>	<i>10</i>	<i>190.6%</i>
Total Revenue	124	116	123	133	149	19.3%
Costs	58	57	60	63	56	-2.2%
Operating PBT	63	58	60	65	82	29.8%
Profit before Taxes (PBT)	67	59	63	70	92	37.9%
<i>Cost to Income</i>	<i>46.3%</i>	<i>48.9%</i>	<i>49.0%</i>	<i>47.6%</i>	<i>37.9%</i>	<i>-</i>

AGENDA

1. 360 ONE at a Glance
2. Business Introduction
- 3. Financial Update - Q1 FY25**



Business Snapshot - Q1 FY25



*TBR AUM includes INR 27k cr of Inactive ARR AUM

Key Financial Highlights (1/2)



AUM

- Continued focus on ARR AUM at INR 2,21,287 Crs up 33.5% YoY
- ARR Net flows at INR 5,549 Crs for Q1 FY25 up 70.1% YoY
- Total AUM up 36.2% YoY at INR 5,21,208 Crs
- For Q1 FY25, additional 150+ clients with INR 10 Crs+ ARR AUM have been onboarded
- Clients, having total AUM of 10 Crs+, stand at 2,990 and account for 94% of Wealth AUM (excl. custody)



REVENUES

- ARR Revenue is up 16.8% YoY and up 5.3% QoQ at INR 376 Crs, led by growth in assets across business segments and stable retentions
- Revenue from Operations is up 48.0% YoY and up 4.7% QoQ at INR 600 Crs
- Total Revenues are up 60.6% YoY and 11.9% QoQ at INR 697 Crs, also supported by higher other income

Key Financial Highlights (2/2)



COST

- Total Costs remained stable at INR 265 Crs up 25.9% YoY and down 11.8% QoQ
- Employee costs stood at INR 194 Crs (+27.2% YoY), while Administrative costs at INR 71 Crs (+22.6% YoY)
- Cost to Income ratio stood at 38.0% in Q1 FY25 as against 48.4% in Q1 FY24
- One-time exceptional cost of INR 88 Crs (net of taxes) has been provided towards full and final settlement in connection with the ongoing litigation in UK against various 360 ONE entities



PROFIT

- Operating PBT is up 71.8% YoY and 22.9% QoQ at INR 335 Crs in Q1 FY25
- PBT (after exceptional items) is up 54.0% YoY and 6.7% QoQ at INR 345 Crs in Q1 FY25
- PAT remained strong at INR 243 Crs, up 34.2% YoY
- Tangible RoE is at 33.5% in Q1 FY25 vis-à-vis 28.6% in Q1 FY24

Consolidated Business Summary

Particulars (INR Crs)	Q1 FY25	Q4 FY24	QoQ %	Q1 FY24	YoY %
ANNUAL RECURRING REVENUE ASSETS	2,21,287	2,00,419	10.4%	1,65,722	33.5%
REVENUE	697	623	11.9%	434	60.6%
Annual Recurring Revenue	376	357	5.3%	322	16.8%
Transactional / Brokerage Revenue*	225	216	3.9%	84	167.9%
Total Revenue from Operations	600	573	4.7%	406	48.0%
Other Income	97	50	93.7%	29	238.2%
RETENTION					
Average ARR Assets	2,08,462	1,90,678	9.3%	1,56,202	33.5%
Retention on ARR Assets	0.72%	0.75%	-	0.83%	-
COSTS	265	300	-11.8%	210	25.9%
Employee Costs	194	225	-14.1%	152	27.2%
Fixed Employee Costs	141	130	8.5%	108	30.0%
Variable Employee Costs	32	74	-56.7%	36	-11.5%
Employee ESOP Costs	20	21	-3.1%	7	174.6%
Admin and Other Expenses	71	75	-5.0%	58	22.6%
PROFIT METRICS					
Operating Profit before Taxes (OPBT)	335	273	22.9%	195	71.8%
PBT before exceptional item	432	323	33.9%	224	93.1%
Exceptional Item (net of taxes)	88	-	-	-	-
PBT after exceptional item	345	323	6.7%	224	54.0%
Profit After Tax (PAT incl. OCI & FCTR)	243	241	0.9%	181	34.2%
Cost to Income Ratio	38.0%	48.2%	-	48.4%	-
ROE	27.4%	28.6%	-	23.1%	-
ROE Ex Goodwill & Intangibles	33.5%	35.2%	-	28.6%	-

*TBR segment includes revenues from Inactive ARR assets

Segmental Business Snapshot - Quarterly

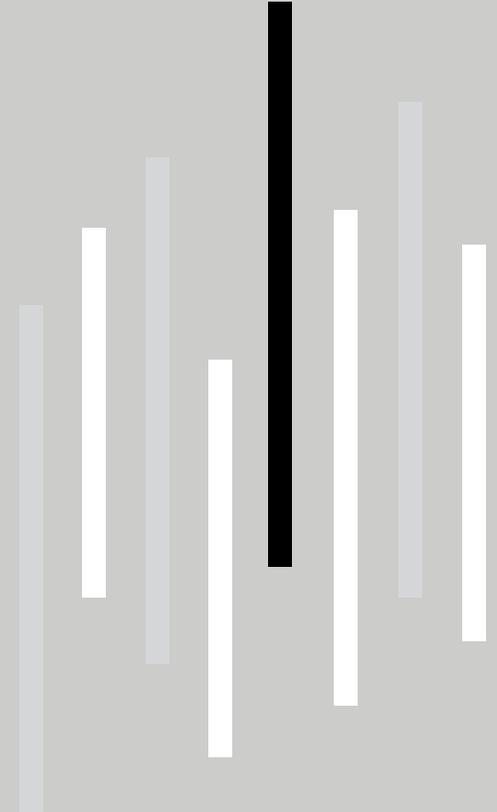
Particulars (INR Crs)	ARR AUM		ARR NET FLOWS		ARR REVENUE		ARR RETENTION	
	Q4 FY24	Q1 FY25	Q4 FY24	Q1 FY25	Q4 FY24	Q1 FY25	Q4 FY24	Q1 FY25
Wealth Management	1,28,171	1,41,635	5,697	4,678	229	237	0.76%	0.71%
Asset Management	72,248	79,652	189	871	128	139	0.74%	0.74%
Totals	2,00,419	2,21,287	5,886	5,549	357	376	0.75%	0.72%

INR Crs	WEALTH MANAGEMENT						ASSET MANAGEMENT		TOTAL	
	UHNI SEGMENT		HNI SEGMENT		GLOBAL		Q4 FY24	Q1 FY25	Q4 FY24	Q1 FY25
	Q4 FY24	Q1 FY25	Q4 FY24	Q1 FY25	Q4 FY24	Q1 FY25				
Revenue from Operations	445	462	-	-	-	-	128	139	573	600
ARR Revenue	229	237	-	-	-	-	128	139	357	376
TBR Revenue*	216	225	-	-	-	-	-	-	216	225
Other Income	45	87	-	-	-	-	5	10	50	97
Cost	214	186	9	10	13	13	63	56	300	265
PBT	276	363	-9	-10	-13	-13	70	92	323	432

*TBR segment includes revenues from Inactive ARR assets

ARR AUM Build-Up

Financial Performance - Q1 FY25



ARR AUM Build-up - Across Business Segments and Asset Classes

Particulars (INR Crs)	ARR AUM Build up - Q1 FY25			
	Opening AUM	Net Flows	MTM	Closing AUM
TOTAL ARR	2,00,419	5,549	15,319	2,21,287
Wealth ARR	1,28,171	4,678	8,785	1,41,635
<i>360 ONE Plus* (DPMS / NDPMS-RIA)</i>	<i>44,781</i>	<i>3,091</i>	<i>2,947</i>	<i>50,819</i>
<i>Distribution Assets Earning Trail Fees</i>	<i>76,960</i>	<i>1,533</i>	<i>5,838</i>	<i>84,331</i>
<i>Lending Book</i>	<i>6,430</i>	<i>55</i>	<i>-</i>	<i>6,485</i>
AMC ARR	72,248	871	6,533	79,652
<i>Listed Equity</i>	<i>35,203</i>	<i>-36</i>	<i>5,049</i>	<i>40,216</i>
<i>Private Equity</i>	<i>22,140</i>	<i>297</i>	<i>1,069</i>	<i>23,505</i>
<i>Credit & Hybrid</i>	<i>7,726</i>	<i>204</i>	<i>232</i>	<i>8,161</i>
<i>Real Assets</i>	<i>4,293</i>	<i>-20</i>	<i>-61</i>	<i>4,212</i>
<i>Customized Multi Asset</i>	<i>2,073</i>	<i>292</i>	<i>229</i>	<i>2,594</i>
<i>Liquid</i>	<i>814</i>	<i>134</i>	<i>16</i>	<i>964</i>

*The Inactive Assets from 360 ONE Plus (Corporate Treasuries and portion of RIA/NDPMS) have been reclassified into TBR AUM

ARR AUM Segmental Snapshot - Wealth Management - Quarterly

PRODUCTS (INR Crs)	ARR AUM Build up - Q1 FY25				Revenue Build up - Q1 FY25		
	Opening AUM	Net Flows	MTM	Closing AUM	Average AUM	Retentions	Revenue
TOTAL ARR	1,28,171	4,678	8,785	1,41,635	1,32,932	0.71%	237
360 ONE Plus*	44,781	3,091	2,947	50,819	46,363	0.33%	38
<i>Discretionary (PMS)</i>	<i>9,608</i>	<i>-</i>	<i>-</i>	<i>9,820</i>	<i>9,467</i>	<i>0.44%</i>	<i>10</i>
<i>Non-discretionary (RIA / PMS)</i>	<i>35,174</i>	<i>-</i>	<i>-</i>	<i>40,999</i>	<i>36,896</i>	<i>0.30%</i>	<i>28</i>
Distribution Assets Earning Trail Fees	76,960	1,533	5,838	84,331	80,112	0.60%	121
<i>Mutual Funds</i>	<i>36,366</i>	<i>-</i>	<i>-</i>	<i>39,591</i>	<i>38,900</i>	<i>0.45%</i>	<i>43</i>
<i>Managed Accounts</i>	<i>40,594</i>	<i>-</i>	<i>-</i>	<i>44,741</i>	<i>41,212</i>	<i>0.75%</i>	<i>77</i>
Lending Book	6,430	55	-	6,485	6,457	4.86%	78

*The Inactive Assets from 360 ONE Plus (Corporate Treasuries and portion of RIA/NDPMS) have been reclassified into TBR AUM

ARR AUM Segmental Snapshot - Asset Management - Quarterly

ASSET MANAGEMENT (INR Crs)	ARR AUM Build up - Q1 FY25				Revenue Build Up - Q1 FY25		
	Opening AUM	Net Flows	MTM	Closing AUM	Average AUM	Retentions	Revenue
TOTAL ARR	72,248	871	6,533	79,652	75,530	0.74%	139
Discretionary Portfolio Manager	24,355	391	3,512	28,258	26,344	0.44%	29
Standardized	6,310	-	-	7,677	7,117	0.87%	15
Institutional Mandates	18,044	-	-	20,581	19,227	0.29%	14
Alternate Investment Manager	38,313	5	1,800	40,118	38,847	1.01%	98
Listed Equity	3,632	-	-	3,933	3,729	1.96%	18
Private Equity	22,134	-	-	22,969	22,349	1.08%	60
Credit & Real Assets	10,475	-	-	10,623	10,544	0.67%	18
Customized Multi-Asset	2,073	-	-	2,594	2,224	0.37%	2
Mutual Fund Manager	9,580	475	1,221	11,276	10,340	0.44%	11
Listed Equity	7,422	-	-	8,779	8,026	0.52%	10
Debt & Hybrid	1,345	-	-	1,533	1,414	0.23%	0.8
Liquid Funds	814	-	-	964	900	0.13%	0.3

Capital Allocation & Dividend History

Net Worth

Tangible	3,031 Crs
Wealth Management	882 Crs
Lending	1,502 Crs
Asset Management	290 Crs
Fixed Assets	357 Crs
+	
Goodwill + Intangibles	658 Crs
Total	3,689 Crs

Consistent Dividend History

Time period	INR / share
Total FY22	13.8
Total FY23	17.3
Total FY24	16.5
Total FY25 till date	6.0
<i>First Interim Dividend (April 2024)</i>	3.5
<i>Second Interim Dividend (July 2024)</i>	2.5
<ul style="list-style-type: none"> • <i>Dividend payout is proposed to continue at ~70-80% of PAT</i> • <i>Q1 FY25: RoE - 27.4%; Tangible RoE - 33.5%</i> 	

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GREAT PLACE TO WORK CERTIFICATION 2024



Link to download data book

Data reported across previous quarters is now continued to be reported in a Data Book, maintained in an excel format on our website. The Link for the data book is hosted below.

Contents of the Data Book:

1. Consolidated Data
2. Segmental - Wealth Management
3. Segmental - Asset Management
4. Consolidated Business Summary - Quarter
5. Annexure 1 - Annual
6. Annexure 2 - Quarterly

[Click here to access the Databook](#)

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