

360 ONE WAM Ltd. Results Update - Q3 FY25

Key Highlights

Q3 FY25 PAT AT RS 275 CRORE - UP 41.7% YoY

Q3 FY25 TOTAL REVENUES AT RS 678 CRORE - UP 45.4% YoY

OVERALL ASSETS UNDER MANAGEMENT (AUM) AT RS 5,79,222 CRORE AS ON DECEMBER 2024

ANNUAL RECURRING REVENUE (ARR) AUM AT RS 2,47,999 CRORE - UP 32.9% YoY AND 2.2% QoQ

360 ONE WAM TO ACQUIRE B&K SECURITIES, ONE OF INDIA'S LEADING BROKERAGE HOUSES

<i>Rs in Crs.</i>	Q3 FY25	Q2 FY25	Q-o-Q %	Q3 FY24	Y-o-Y %
Revenue from Operations	605	589	2.8%	439	37.7%
Annual Recurring Revenue	426	397	7.3%	338	26.2%
Transactional / Brokerage Income	179	191	-6.5%	102	75.7%
Other Income	73	30	145.9%	27	170.3%
Total Revenues	678	618	9.7%	467	45.4%
Total Expenses	319	299	6.7%	232	37.9%
Operating Profit Before Tax (OPBT)	286	289	-1.3%	208	37.4%
Profit before Tax	359	319	12.4%	235	52.7%
Profit After Tax incl. OCI	275	247	11.2%	194	41.7%

Mumbai, January 27, 2025: 360 ONE WAM Limited, one of India's largest wealth and alternates asset managers, announced its financial results for the quarter ended December 31, 2024.

Business Performance

- **Assets under Management for 360 ONE stood at Rs 5,79,222 Crs**, consisting of ARR AUM of Rs 2,47,999 Crs and Transactional / Brokerage AUM of Rs 3,31,223 Crs
 - **Wealth Management: ARR AUM rose to Rs 1,62,749 Crs (+39% YoY)** supported by robust growth across segments. Our 360 ONE Plus proposition saw growth of 49% YoY, while Distribution and Lending businesses grew by 32% YoY and 40% YoY respectively
 - **Asset Management: ARR AUM increased to Rs 85,250 Crs (+23% YoY)** mainly driven by growth in Listed Equity (+26% YoY), Private Equity (+24% YoY) and Credit (+17% YoY) and segments
- In Q2 FY25, **360 ONE Wealth successfully onboarded 60+ clients (with more than Rs 10 Crs ARR AUM)**. Clients, having total AUM of 10 Crs+, stand at 3,218 and account for 94% of Wealth AUM (excl. custody). Overall, the segment manages assets for 7,500+ relevant clients
- In January 2025, the Company has entered into a definitive agreement to acquire B&K Securities, one of the largest brokerages servicing leading foreign and domestic institutions, subject to regulatory approvals. This acquisition will strengthen 360 ONE's position as a market leader with the most comprehensive platform offering, enabling integration of research, advisory, and execution capabilities across a wider spectrum of services and new market segments
- CRISIL assigned a "Strong" rating (CRISIL ESG 65) to 360 ONE. The score is one of the highest amongst wealth and asset managers in India, and a reaffirmation of our strong commitment to holistic, long term ESG practices

Financial Performance for the quarter ended December 31, 2024

- **Total Revenue increased by 45.4% YoY to Rs 678 Crs** driven by strong growth in ARR AUM
- **Revenue from Operations was Rs 605 Crs - an increase of 37.7% YoY**
- **ARR revenue was Rs 426 Crs - an increase of 26.2% YoY**
- **Combined ARR retention stood at 70 basis points (bps) vis-à-vis 68 basis points in Q2 FY25.** Within that, Wealth Management retention was at 73 bps, while Asset Management retention was at 65 bps
- **Consolidated Profit After Tax was Rs 275 Crs - an increase of 41.7 % YoY** as against Rs 194 Crs for Q3 FY24
- **Tangible net worth stood at Rs 5,806 Crs. Tangible Return on Equity was at 24.1% in Q3 FY25**

Mr. Karan Bhagat (Founder, MD & CEO) said “our focus continues to deliver a comprehensive platform for wealth and asset management, ensuring unmatched value for our clients and stakeholders. With the strategic acquisition of B&K, we are seamlessly integrating advisory, research, and execution capabilities. This, not only enhances our offerings, but also creates a powerful flywheel effect - compounding value creation and driving exceptional client outcomes across an expanding spectrum of services.”

For further information, please contact:

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360 ONE WAM Q3 FY25 Analyst Conference call is scheduled for Monday, January 27, 2025, at 5:30 PM IST