

360 ONE WAM Ltd. Results Update - Q4 and Full Year FY25

Key Highlights

FY25 PAT AT RS 1,015 CRORE - UP 26.6% YoY

FY25 TOTAL REVENUES AT RS 2,652 CRORE - UP 35.0% YoY

Q4 FY25 PAT AT RS 250 CRORE - UP 3.6% YoY

Q4 FY25 TOTAL REVENUES AT RS 658 CRORE - UP 5.7% YoY

OVERALL ASSETS UNDER MANAGEMENT (AUM) AT RS 5,81,498 CRORE AS ON MARCH 2025

ANNUAL RECURRING REVENUE (ARR) AUM AT RS 2,46,828 CRORE - UP 23.2% YoY

360 ONE WAM ENTERED INTO EXCLUSIVE STRATEGIC COLLABORATION WITH UBS AG
ON WEALTH MANAGEMENT IN INDIA AND INTERNATIONAL MARKETS

<i>Rs in Crs.</i>	Q4 FY25	Q3 FY25	Q-o-Q %	Q4 FY24	Y-o-Y %	FY25	FY24	Y-o-Y %
Revenue from Operations	652	605	7.7%	573	13.7%	2,446	1,846	32.5%
Annual Recurring Revenue	502	426	17.8%	357	40.7%	1,701	1,327	28.2%
Transactional / Brokerage Income	150	179	-16.3%	216	-30.8%	744	519	43.6%
Other Income	7	73	-91.1%	50	-86.9%	206	119	72.7%
Total Revenues	658	678	-2.9%	623	5.7%	2,652	1,965	35.0%
Total Expenses	334	319	4.6%	300	11.3%	1,218	956	27.3%
Operating Profit Before Tax	318	286	11.2%	273	16.4%	1,228	889	38.1%
Profit before Tax	324	359	-9.6%	323	0.4%	1,317	1,009	30.6%
Profit After Tax (incl. OCI)	250	275	-9.1%	241	3.6%	1,015	802	26.6%

Mumbai, April 23, 2025: 360 ONE WAM Limited, one of India's largest wealth and alternates asset managers, announced its financial results for the quarter and year ended March 31, 2025.

Business Performance

- **Assets under Management for 360 ONE stood at Rs 5,81,498 Crs**, consisting of ARR AUM of Rs 2,46,828 Crs and Transactional / Brokerage AUM of Rs 3,34,670 Crs
 - **Wealth Management: ARR AUM rose to Rs 1,62,433 Crs (+27% YoY)** supported by robust growth across segments. Our 360 ONE Plus proposition saw growth of 39% YoY, while Distribution and Lending businesses grew by 19% YoY and 36% YoY respectively. In FY25, 360 ONE Wealth successfully onboarded 440+ clients (with more than Rs 10 Crs ARR AUM). **Clients, having total AUM of Rs 10 Crs+, stand at 3,324 and account for 95% of Wealth AUM (excl. custody).** Overall, the segment manages assets for 7,500+ relevant clients. **Overall client attrition rate was 1.7% - one of the lowest in the industry**
 - **Asset Management: ARR AUM increased to Rs 84,395 Crs (+17% YoY)** mainly driven by growth in Listed Equity (+21% YoY), Private Equity (+16% YoY) and customized multi-asset (+42% YoY) segments
- **Strategic collaboration with UBS AG** will enhance the wealth management solutions available to domestic and global Indian clients. In addition, 360 ONE WAM will acquire UBS's India onshore wealth management business. UBS will also acquire convertible warrants representing 4.95% stake in 360 ONE WAM, demonstrating UBS's commitment to the fast-growing ultra and high-net-worth Indian market. The transaction is subject to necessary regulatory approvals
- **ET money integration was completed in Q4 FY25.** Regulatory approvals related to the acquisition of B&K Securities are in process and it is expected to be completed soon
- In the last 12 months, in recognition of its premier positioning, business impact and leadership excellence, 360 ONE received 23 awards, including **India's Best Wealth Manager by Euromoney Private Banking and Best Private Bank - India by Asian Private Banker**

Financial Performance for the year ended March 31, 2025

- **Total Revenue increased by 35.0% YoY to Rs 2,652 Crs** driven by strong growth in ARR AUM and Other Income
- **Revenue from Operations was Rs 2,446 Crs - an increase of 32.5% YoY**
- **ARR revenue was Rs 1,701 Crs - an increase of 28.2% YoY**
- **Combined ARR retention stood at 73 basis points (bps) vis-à-vis 76 basis points in FY24.** Within that, Wealth Management retention was at 73 bps, while Asset Management retention was at 74 bps
- **Consolidated Profit After Tax was Rs 1,015 Crs - an increase of 26.6% YoY** as against Rs 802 Crs for FY24
- **Tangible net worth stood at Rs 6,045 Crs. Tangible Return on Equity was at 24.3% in FY25**

Mr. Karan Bhagat (Founder, MD & CEO) said “this year has been a defining one for 360 ONE - characterised by strong growth, enhanced client trust, and the effective execution of our long-term strategy. Our results reflect the strength of our platform, the quality of our talent, and the clarity of our vision. Amid global volatility, investor interest in India continues to rise. The exclusive strategic collaboration with UBS enhances our ability to deepen our presence and build a future-ready franchise that delivers lasting value to all stakeholders.”

For further information, please contact:

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360 ONE WAM FY25 Analyst Conference call is scheduled for Wednesday, April 23, 2025, at 5:30 PM IST