

## 360 ONE WAM Ltd. Results Update - Q2 FY25

### Key Highlights

Q2 FY25 PAT AT RS 247 CRORE - UP 33.4% YoY

Q2 FY25 TOTAL REVENUES AT RS 618 CRORE - UP 40.1% YoY

OVERALL ASSETS UNDER MANAGEMENT (AUM) AT RS 5,69,372 CRORE AS ON SEPTEMBER 2024

ANNUAL RECURRING REVENUE (ARR) AUM AT RS 2,42,619 CRORE - UP 40.6% YoY AND 9.6% QoQ

<i>Rs in Crs.</i>	Q2 FY25	Q1 FY25	Q-o-Q %	Q2 FY24	Y-o-Y %
Revenue from Operations	589	600	-1.9%	427	37.7%
Annual Recurring Revenue	397	376	5.8%	311	27.8%
Transactional / Brokerage Income	191	225	-14.8%	117	64.0%
Other Income	30	97	-69.3%	14	116.5%
<b>Total Revenues</b>	<b>618</b>	<b>697</b>	<b>-11.3%</b>	<b>441</b>	<b>40.1%</b>
Total Expenses	299	265	13.0%	214	39.6%
<b>Operating Profit Before Tax (OPBT)</b>	<b>289</b>	<b>335</b>	<b>-13.7%</b>	<b>213</b>	<b>35.8%</b>
<b>Profit before Tax</b>	<b>319</b>	<b>315</b>	<b>1.2%</b>	<b>227</b>	<b>40.7%</b>
<b>Profit After Tax incl. OCI</b>	<b>247</b>	<b>243</b>	<b>1.6%</b>	<b>185</b>	<b>33.4%</b>

**Mumbai, October 21, 2024:** 360 ONE WAM Limited, one of India's largest wealth and alternatives asset managers, announced its financial results for the quarter ended September 30, 2024.

### **Business Performance**

- **Assets under Management for 360 ONE stood at Rs 5,69,372 Crs**, consisting of ARR AUM of Rs 2,42,619 Crs and Transactional / Brokerage AUM of Rs 3,26,753 Crs
  - **Wealth Management: ARR AUM rose to Rs 1,56,849 Crs (+45% YoY)** supported by robust growth across segments. Our 360 ONE Plus proposition saw growth of 72% YoY, while Distribution and Lending businesses grew by 34% YoY and 28% YoY respectively
  - **Asset Management: ARR AUM increased to Rs 85,770 Crs (+33% YoY)** mainly driven by growth in Listed Equity (+54% YoY), Credit (+23% YoY) and Private Equity (+12% YoY) segments
- In Q2 FY25, **360 ONE Wealth successfully onboarded 160+ clients (with more than Rs 10 Crs ARR AUM)**. During this period, **clients having ARR AUM above Rs 50 Crs, increased by 70+**. Overall, the segment manages assets for 7,500+ relevant clients
- In Q2 FY25, **360 ONE Asset raised ~Rs 5,000 Crs in commitments** through our private equity funds and private credit funds. Also, **we raised ~\$350mn from a marquee global investor under the Institutional Mandates segment**

### **Financial Performance for the quarter ended September 30, 2024**

- **Total Revenue increased by 40.1% YoY to Rs 618 Crs** driven by strong growth in ARR AUM and higher transactional/brokerage income
- **Revenue from Operations was Rs 589 Crs - an increase of 37.7% YoY**
- **ARR revenue was Rs 397 Crs - an increase of 27.8% YoY**
- **Combined ARR retention stood at 68 basis points (bps)**. Within that, Wealth Management retention was at 68 bps, while Asset Management retention was at 67 bps
- **Consolidated Profit After Tax was Rs 247 Crs - an increase of 33.4 % YoY** as against Rs 185 Crs for Q2 FY24
- **Tangible net worth stood at Rs 3,251 Crs. Tangible Return on Equity rose to 31.2% in Q2 FY25** vs. 28.3% for Q2 FY24

**Mr. Karan Bhagat (Founder, MD & CEO) said** "Our Q2 results reflect our continued focus on asset growth and enhancing our client mix, alongside notable deal activity in our private credit and private equity segments. **Clients seek trusted brands, expert advisors, and access to innovative products - key drivers of growth in the wealth and asset management industry. As a leader in wealth management and alternatives-focused asset management, we remain committed to further solidifying our growth trajectory.**"

For further information, please contact:

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[Click here to register for conference call](#)

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**360 ONE WAM Q2 FY25 Analyst Conference call is scheduled for Tuesday, October 22, 2024, at 2:00 PM IST**