

Results Update - Q4 and Full Year FY 23

360 ONE WAM Ltd. reported a Consolidated Profit After Tax of Rs 668 Crs for FY23 - up 14.8% YoY. Operating Profit Before Tax stood at Rs 847 Crs for the year - up 37.9% YoY. ARR Revenue is up 15.1% YoY at Rs 1,050 Crs for FY23, and up 5.3% YoY at Rs 266 Crs for Q4FY23. We are especially proud of the improvement in quality of revenues that we have been able to achieve over the last four years since our listing in 2019.

Revenue from Operations is up 11.9% YoY at Rs 1,565 Crs for FY23 mainly driven by strong flows in ARR assets.

Total Revenues are up 2.2% YoY at Rs 1,569 Crs for FY23.

Quarterly and Full Year Update								
Rs in Crs	Q3 FY 23	Q4 FY 23	Q-o-Q %	Q4 FY 22	YoY %	FY 22	FY 23	YoY %
Revenue from Operations	415	393	-5.3%	423	-7.1%	1,398	1,565	11.9%
Annual Recurring Revenue	276	266	-3.6%	252	5.3%	912	1,050	15.1%
Transactional / Brokerage Income	139	127	-8.7%	170	-25.4%	486	515	6.0%
Other Income	-5	-8	-	27	-	137	4	-
Total Revenues	410	385	-6.0%	449	-14.3%	1,535	1,569	2.2%
Total Expenses	186	185	-0.7%	235	-21.3%	784	718	-8.4%
Operating Profit Before Tax	229	208	-9.1%	188	10.8%	614	847	37.9%
Profit before Tax	223	200	-10.4%	214	-6.6%	751	850	13.2%
Profit After Tax incl. OCI	180	155	-13.9%	168	-7.6%	582	668	14.8%

Mr. Karan Bhagat, MD & CEO, 360 ONE WAM:

- Global economic outlook continues to remain difficult mainly due to uncertainties fueled by ongoing geopolitical tensions and policy actions taken by central banks in response to a higher inflationary environment. Most global markets, including India, ended FY23 with a negative bias and high volatility. India continues to be a bright spot attracting flows both globally and locally driven by strong local macros trends and consumer demand.
- As the Company completes 15 years in existence, our focus remains on achieving sustained value creation for all stakeholders through transparent, consistent, and high-quality revenues. Our holistic and innovative product offering (including the market-leading wealth advisory model and comprehensive alternates platform), superior

human capital that is fully aligned with client's interests, robust digital and technology framework are key drivers of this strategy

- We strongly believe that India's long-term macroeconomic tailwinds and sustained monetization events will provide an impetus to the wealth and alternates asset management industry that will enable 360 ONE to deepen its existing clients' wallet share and expand its client base in existing and new geographies. We also believe India's economic play has tremendous potential to broaden wealth management industry's addressable market beyond the traditional base of Tier I cities. 360 ONE WAM places particular emphasis on expanding its operations in these domestic geographies and selective offshore locations.
- On the asset management front, we continue to enhance our alternative investments (AIF / PMS) strategy coverage and capabilities. The alternates' space has seen impressive evolution over the past decade and is estimated to deliver stronger growth in the future. We are well positioned to benefit from this opportunity, given our industry-leading position, continual product innovation, increasing traction with global institutions and, responsive product development attuned to shifts in the investment landscape
- Our ARR Assets witnessed healthy net flows of Rs 28,059 Crs in FY23. The ARR AUM stood at Rs 167,174 Crs - up 16% YoY. Higher ARR assets also drove a favourable revenue mix with ARR Revenue at Rs 1,050 Crs - up 15% YoY. ARR revenue now constitutes 67% of total operating revenue
- Our overall retentions remained healthy with aggregate ARR retention at 69 bps. The wealth management ARR retention was at 70 bps, while the asset management ARR retention was at 69 bps. Also, our cost to income during the year stood at 45.8% vs. 51.1% in FY22 with a successful transition towards steady cost structures. As a result, the profitability stood at Rs 668 Crs in FY23 - up 15% YoY
- We are also happy to report our first interim dividend of Rs 4 per share for FY24 in line with our dividend payout strategy

For further information, please contact:

Mr. Akshay Gavankar

Investor Relations | 360 ONE WAM Ltd.

Email: ir@iiflw.com

Phone: +91 86558 09111

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

[Click here for investor presentation](#)

360 ONE WAM Q4 FY 23 Analyst Conference call is scheduled for Friday, 5th May, 2:00 PM IST