

## Results Update – Q3 FY 23

360 ONE WAM Ltd. reported a Consolidated Profit After Tax of Rs 180 Crs for the quarter, up 16% YoY and 4% QoQ, and Rs 513 Crs for the 9-month ended, up 24% YoY. Operating Profit Before Tax stood at Rs 229 Crs for the quarter, up 47% YoY and 13% QoQ, and Rs 639 Crs for the 9-month ended, up 50% YoY.

Total Revenues stood marginally higher QoQ at Rs 410 Crs, and Rs 1,184 Crs for the 9-month ended, up 9% YoY. Revenue from Operations stood at Rs 415 Crs, up 10% YoY and 9% QoQ, and Rs 1,172 Crs for the 9-month ended, up 20% YoY. Annual Recurring Revenues stood at Rs 276 Crs up 12% YoY and 6% QoQ, and Rs 784 Crs for the 9-month ended, up 19% YoY.

Quarterly Update								
<i>Rs in Crs.</i>	Q2 FY 23	Q3 FY 23	Q-o-Q %	Q3 FY 22	Y-o-Y %	9M FY 22	9M FY 23	Y-o-Y %
Revenue from Operations	382	415	9%	378	10%	975	1,172	20%
Annual Recurring Revenue	261	276	6%	245	12%	660	784	19%
Transactional / Brokerage Income	122	139	14%	133	5%	316	388	23%
Other Income	22	-5	NA	42	NA	111	12	NA
<b>Total Revenues</b>	<b>405</b>	<b>410</b>	<b>1%</b>	<b>420</b>	<b>-3%</b>	<b>1,086</b>	<b>1,184</b>	<b>9%</b>
<b>Total Expenses</b>	<b>179</b>	<b>186</b>	<b>4%</b>	<b>222</b>	<b>-16%</b>	<b>549</b>	<b>533</b>	<b>-3%</b>
<b>Operating Profit Before Tax (OPBT)</b>	<b>203</b>	<b>229</b>	<b>13%</b>	<b>155</b>	<b>47%</b>	<b>426</b>	<b>639</b>	<b>50%</b>
<b>Profit before Tax (PBT)</b>	<b>226</b>	<b>223</b>	<b>-1%</b>	<b>198</b>	<b>13%</b>	<b>537</b>	<b>650</b>	<b>21%</b>
<b>Profit After Tax incl. OCI</b>	<b>173</b>	<b>180</b>	<b>4%</b>	<b>155</b>	<b>16%</b>	<b>414</b>	<b>513</b>	<b>24%</b>

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

- The global macro environment continues to remain moderate with high inflation and interest rates raising questions on growth in the short term. This uncertainty has resulted in volatility in all asset classes over the last quarter. While we remain cautiously optimistic in the near term, the comprehensiveness of our product offerings and advisory expertise helps in enabling clients to maintain an optimal asset diversification strategy and navigate the volatility of the current investment landscape.
- During the quarter, we rebranded ourselves to "360 ONE" which 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.
- For the quarter, despite a weak global geopolitical and macro environment, our Annual Recurring Revenue Assets witnessed healthy net flows of Rs 10,386 Crs and ARR AUM stood at Rs 166 K Crs up 20% over last year.
- The current quarter has seen sustained strong Profit after Tax (PAT) of Rs 180 Crs. Our retentions remained healthy with wealth management retention at 56 bps, asset management retention at 83 bps and aggregate retention at 62 bps. Also, our cost to income in the current quarter has remained steady at ~45% as we continue to keep a sharp focus across all expense heads.
- We strongly believe that India's long-term inclusive growth story places the wealth management industry in sweet spot, strongly supported by increased momentum in Tier 2 cities, inter-generational wealth transfer and sustained monetization events. We are well-positioned to optimally leverage these trends and further lead the industry with our advisory proposition and leadership in alternative investments offerings.
- This quarter, our Tangible ROE has further improved to 29%. We are happy to report our fourth interim dividend of Rs 17 and remain committed to our dividend pay-out strategy. In addition, we have also proposed a share split and bonus issue in the ratio of 1:1, respectively, subject to shareholders approval.

For further information, please contact:

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

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**360 ONE WAM Q3 FY 23 Analyst Conference call is scheduled for Friday, 20<sup>th</sup> January, 2:00 PM IST**