

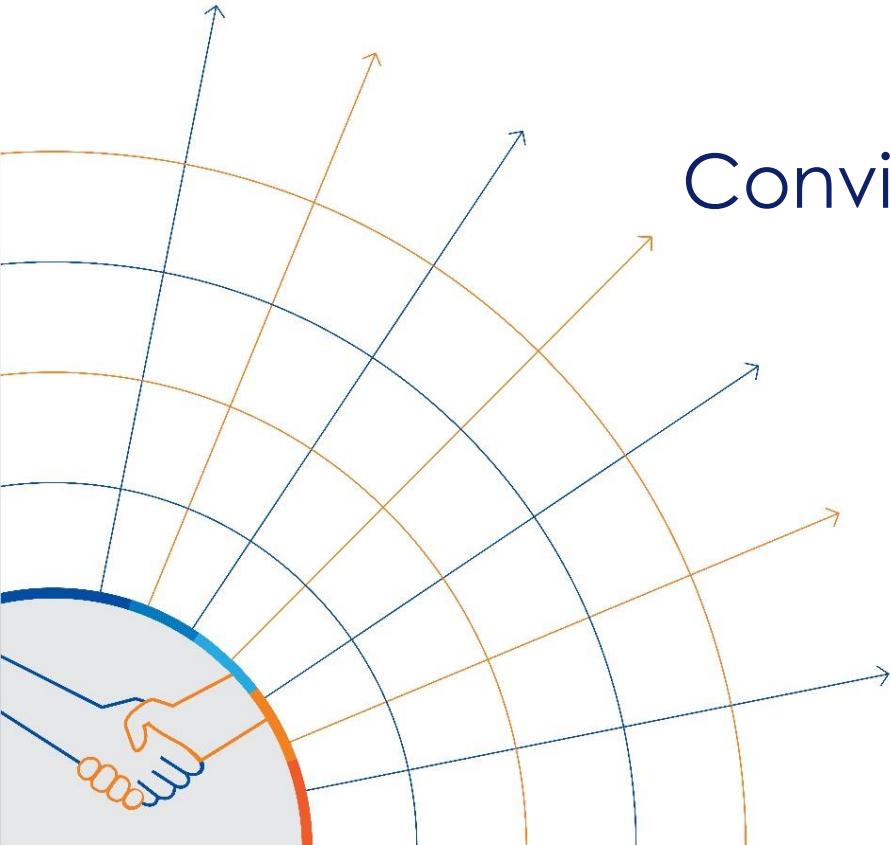


UTI Asset Management Company Limited

Investor Presentation

UTI Q4 & FY 21-22

Conviction. Capabilities. Commitment.



Private and Confidential | Mumbai, India | April 2022



Haq, ek behtar zindagi ka.

UTI AMC – A Customer centric Global Asset Management Firm



Pioneer in India

- Oldest Mutual Fund in India & a trusted Household brand
- First to launch Equity Mutual Fund, Unit Linked Insurance Plan, Children's Plan



INR 13.49 lakh crore in AUM*

- Focused Solely on Investment Management and related services
- Presence across various business segments like Mutual Funds, Alternate Investment Funds, Retirement Business and Portfolio Management Services



97% Districts covered across India

- Well spread presence through DAs, MFDs, Banks, National Distributors and Fin-tech
- Partnering with ~62,900 MFDs
- Strong Penetration in B30 cities with high share



Presence across 37 Countries

- International Presence through UTI International
- Own Offices in Singapore, London, Dubai



Strong Governance practices

- Professionally managed listed company with no identifiable promoters
- Strong independent Board with 6 out of 10 members independent
- 2 Women Directors in UTI AMC. Women Directors present in UTI International, UTI RSL & UTI Capital



Haq, ek behtar zindagi ka.

VISION



To be the most preferred Asset Manager

MISSION



Most trusted brand, admired by all stakeholders



The largest Money Manager with global presence



The best-in-class customer service provider



The most preferred employer



The most innovative wealth creator



A socially responsible organization, known for best corporate governance

Long - Term Success

Performance-driven with purpose



**Investment
Excellence**

Focus of our existence



**Investors
First**

Investor success leads to
our success



**Co-operation and
Collaboration**

Bringing out the best ideas



**Trust and
Mutual Respect**

Long Term relationships



**Thinking Long-
Term**

Can bring competitive
advantage

Our Continuous Endeavour is to

-  **Build and retain highly competent and Motivated investment team across asset classes**
-  **Further build our distribution capabilities and strengthen existing relationship with our partners**
-  **Enhance our standing as a leader in Retirement and AIF business**
-  **Embed ESG principles across the firm to be admirable stewards of client / shareholder capital**
-  **Build excellent investment systems and processes.**
-  **Execute key operations and technology driven initiatives to improve efficiency, security, and agility**
-  **Increase our International presence further**

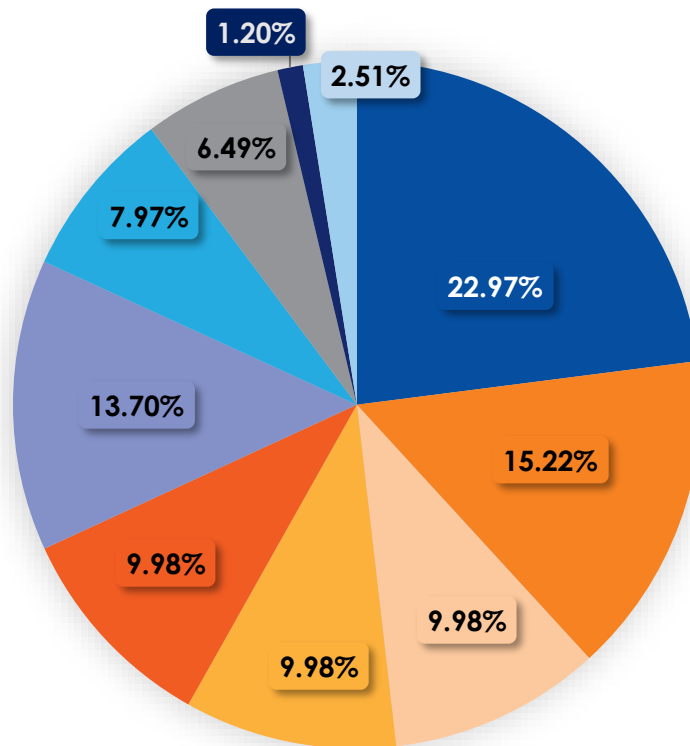


Achieve investment performance for our investors



Returns for our shareholders in the long term

Healthy Mix of Shareholders



Mutual Funds

Retail Shareholders

Foreign Portfolio Investors

Alternate Investment Funds

Others



UTI AMC is a **professionally managed company** with no identifiable promoters



State Bank of India, Bank of Baroda and Life Insurance Corporation of India **divested their stake to below 10%**



T. Rowe Price International Ltd. – a global investment management firm is **largest shareholder**



Punjab National Bank, which has no other AMC business, has a **15.22%** holding



Haq, ek behtar zindagi ka.

Key Performance Indicators



Assets Under Management

Total AUM*
INR 13,48,905 Crore

MF QAAUM
INR 2,23,842 Crore

Other AUM^
INR 11,25,063 Crore



Market Share

NPS AUM
27.41%

MF AUM
5.83%

Equity AUM
5.17%



Profitability FY22 vs FY21

Revenue growth 13%
Core Revenue growth# 39%

EBITDA growth 9%
Core EBITDA growth† 77%

PAT growth 8%
Core PAT growth† 88%



Flows & Folios

Gross Sales@
INR 2,49,984 Crore

SIP Gross Sales@
INR 1,489 Crore

Live folios
1.19 Crore

*Total AUM includes QAAUM for UTI MF and Closing AUM as of 31st March 2022, for all other business

^Other AUM: total Closing AUM as of 31st March 2022, for all other business except Mutual Funds

Core Revenue is Revenue from Sales of Services

† Core EBITDA and Core PAT exclude M2M gain, Income from Sale of Investment and Other Non-Operating Income

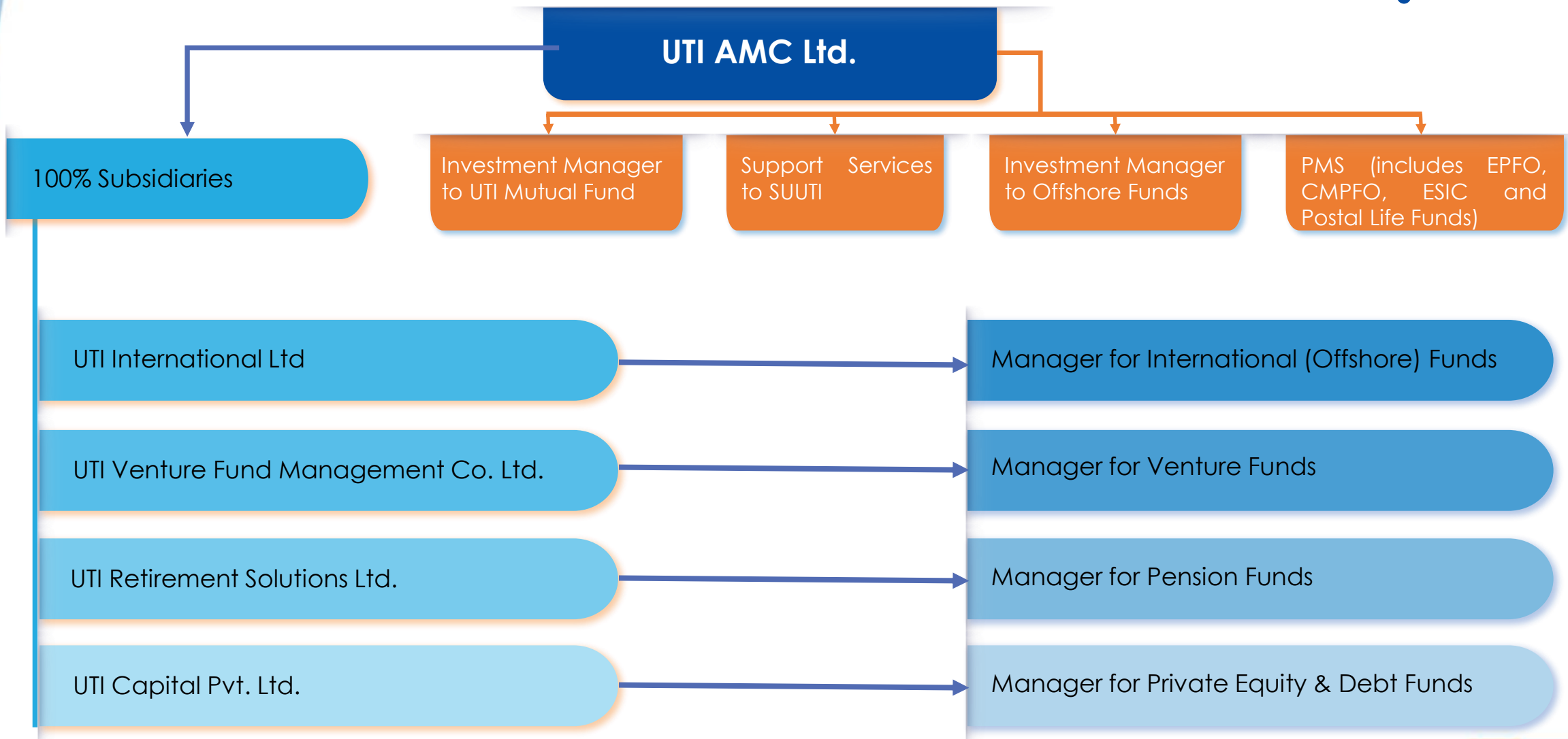
@For the Quarter

UTI Group



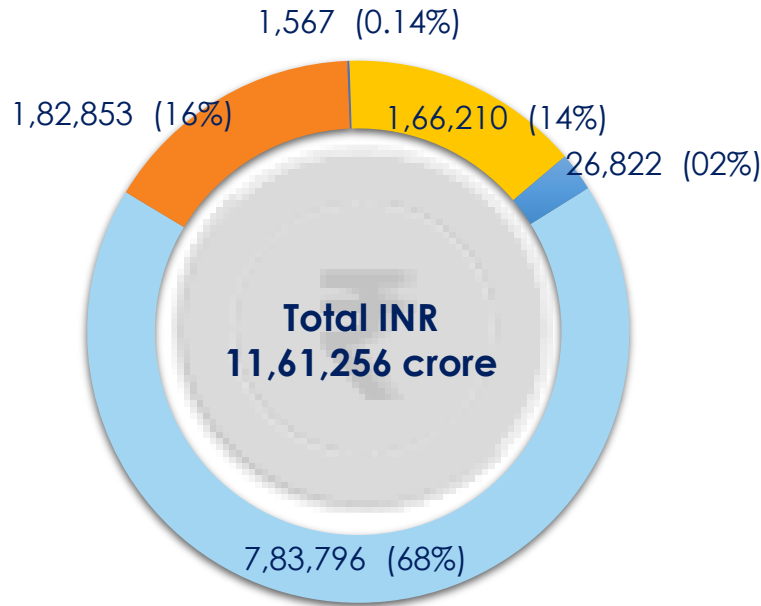
Haq, ek behtar zindagi ka.

UTI AMC Structure

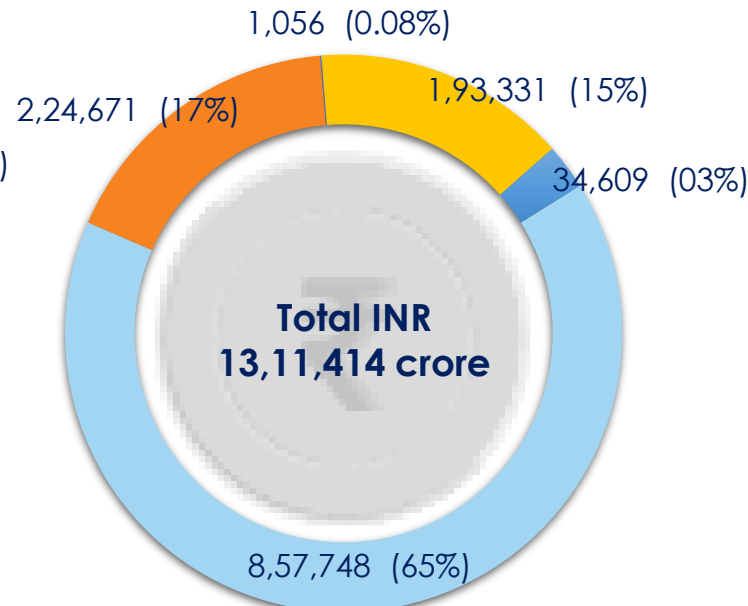


UTI Group Assets Under Management have increased by ~16.2% YoY

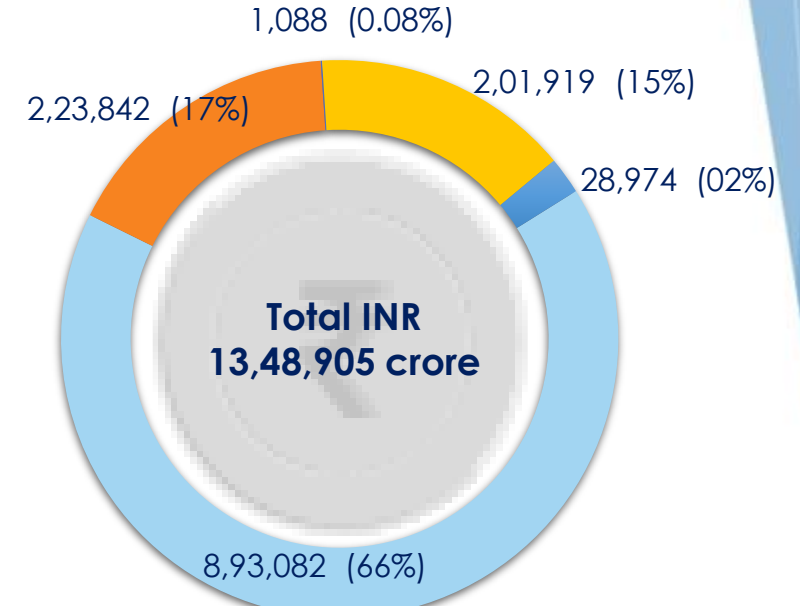
March 2021



December 2021



March 2022



UTI MF

PMS

UTI Capital

UTI RSL

UTI International Ltd.

Domestic MF QAAUM for the quarter ended 31st March 2022



Equity **INR 69,287 crore**



ETFs & Index **INR 62,447 crore**



Liquid **INR 47,848 crore**



Hybrid **INR 26,444 crore**



Income **INR 17,816 crore**

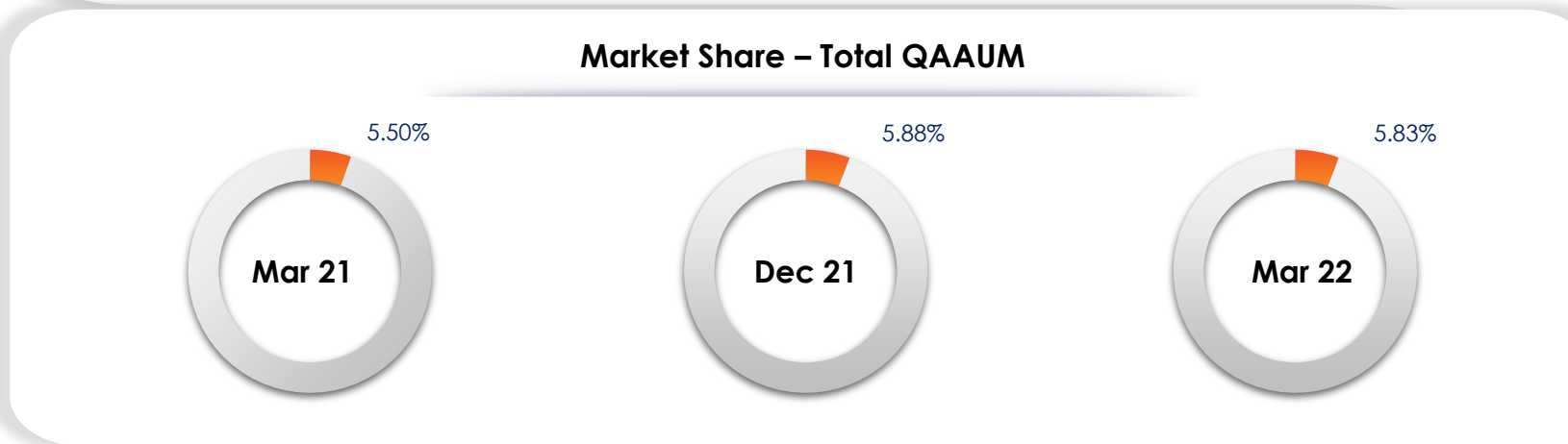
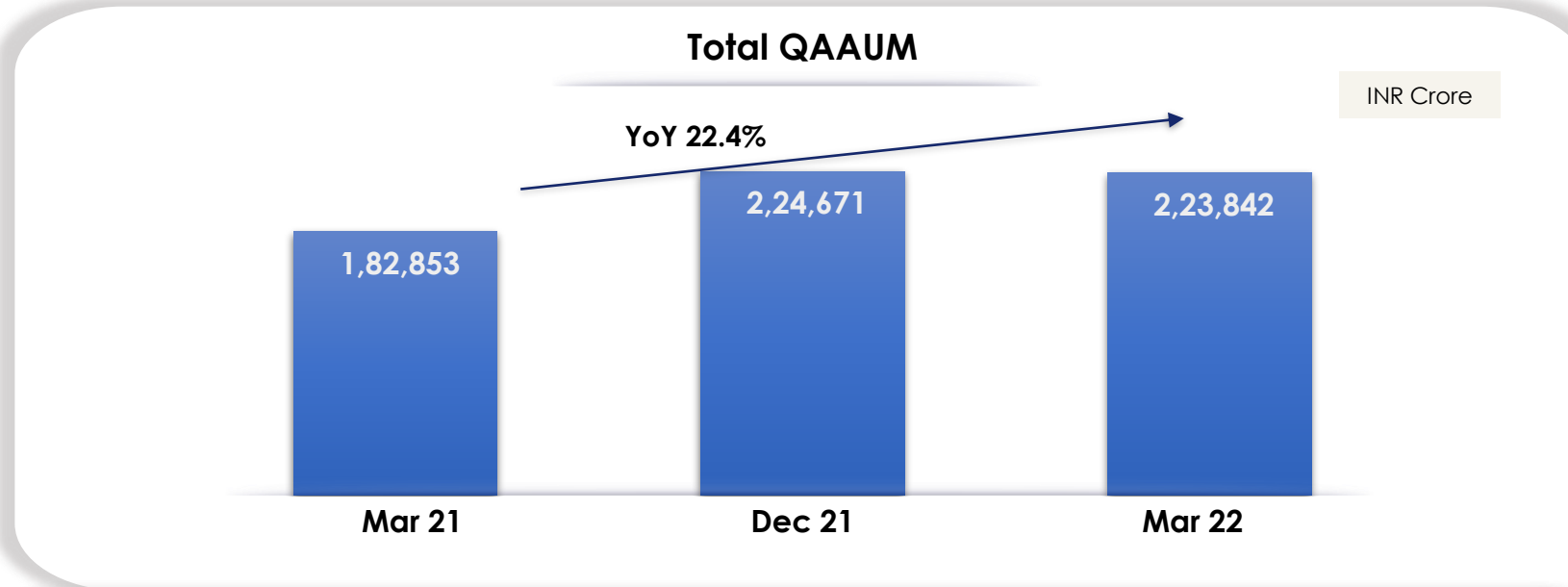


MF QAAUM **INR 2,23,842 crore**



Haq, ek behtar zindagi ka.

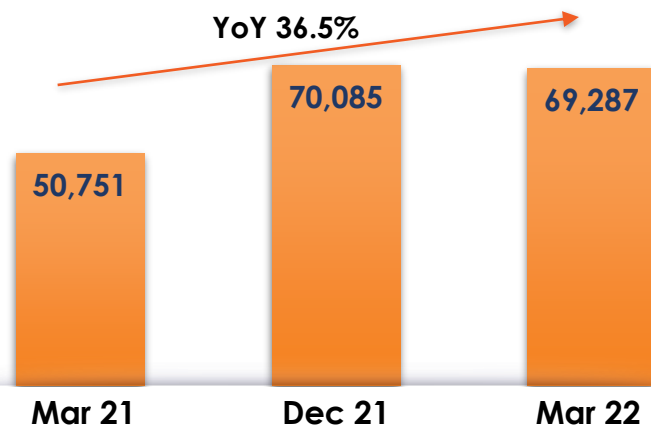
Outpacing the industry – ~22% YoY growth in QAAUM, industry grew at 19.5%



Keystones in Growth – ~37% YoY growth in Equity QAAUM

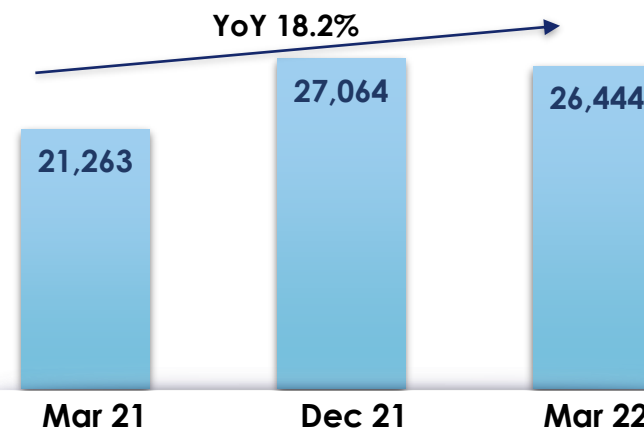
Equity QAAUM

INR Crore



Hybrid QAAUM

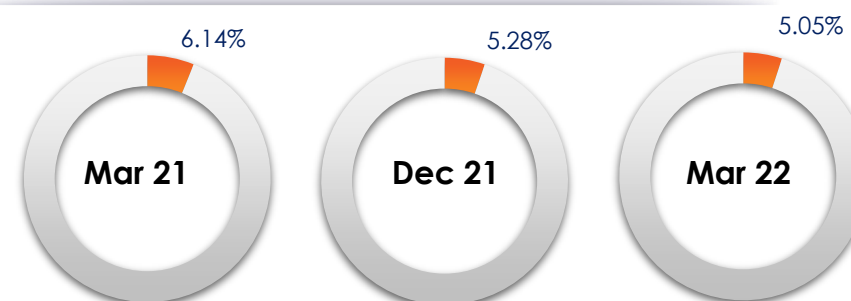
INR Crore



Market Share – Equity QAAUM



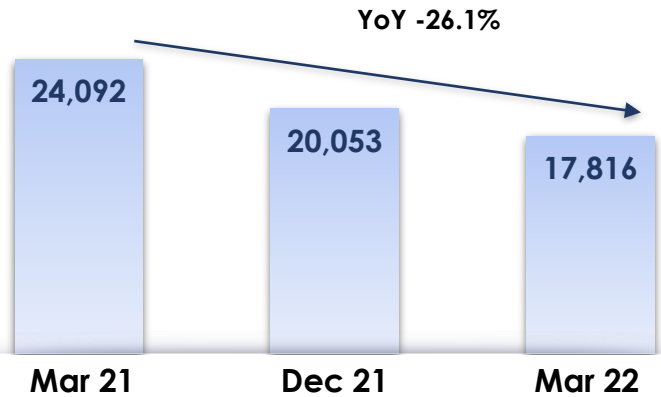
Market Share – Hybrid QAAUM



Income and Liquid QAAUM finding foothold

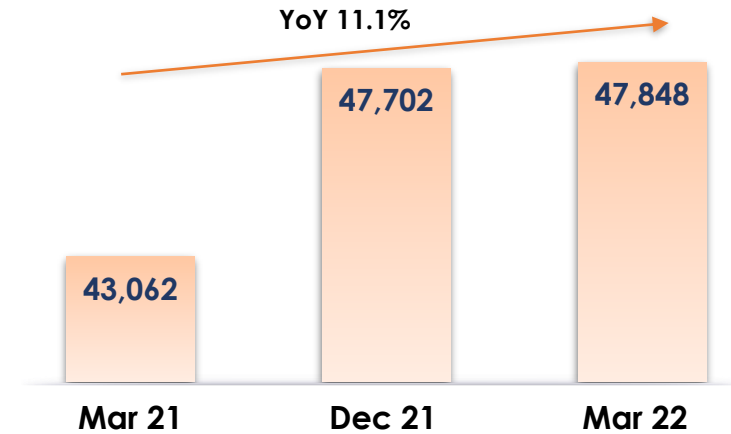
Income QAAUM

INR Crore



Liquid QAAUM

INR Crore



Market Share – Income QAAUM



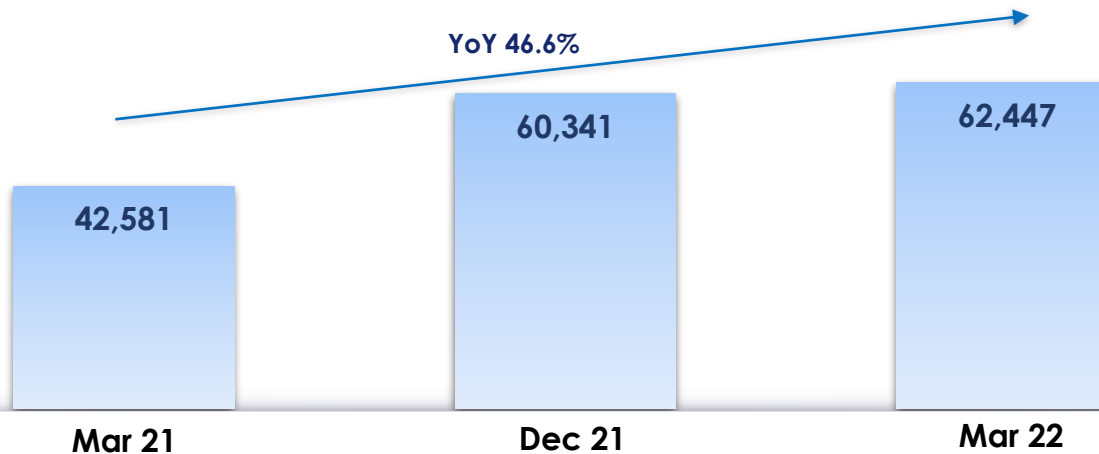
Market Share – Liquid QAAUM



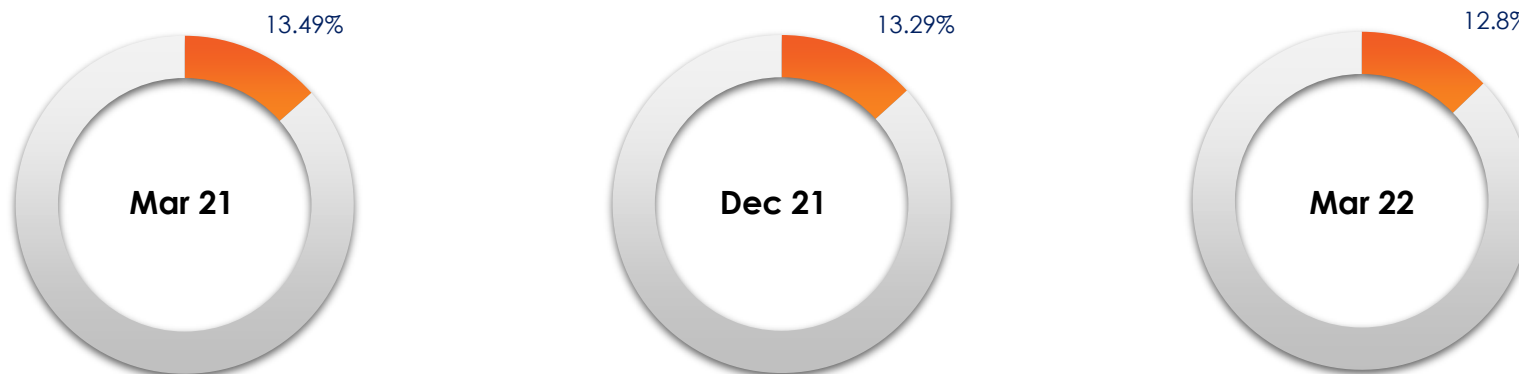
Passive Funds Gaining Traction – clocking ~47% YoY growth

Index & ETFs QAAUM

INR Crore



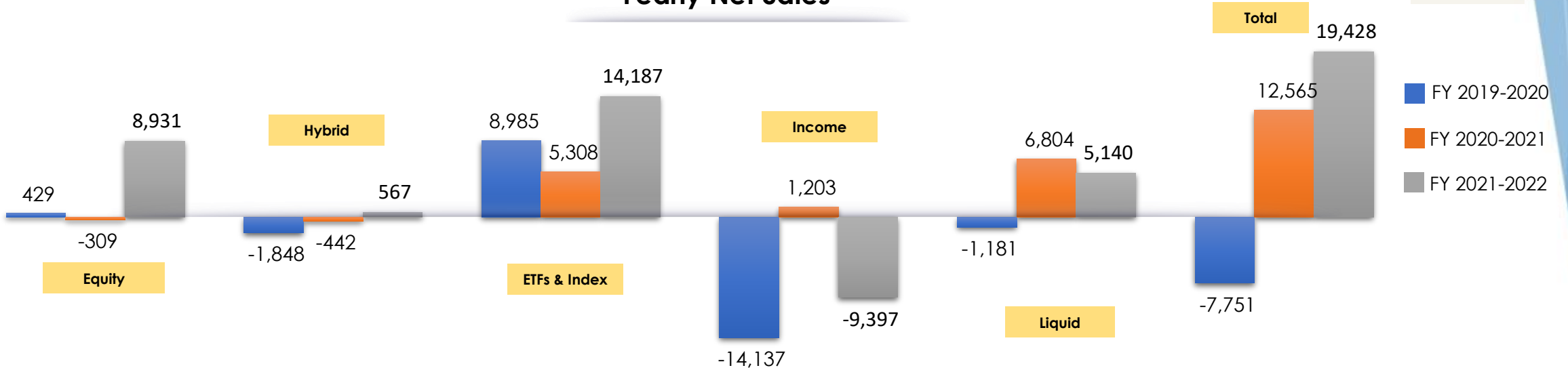
Market Share – Index & ETFs QAAUM



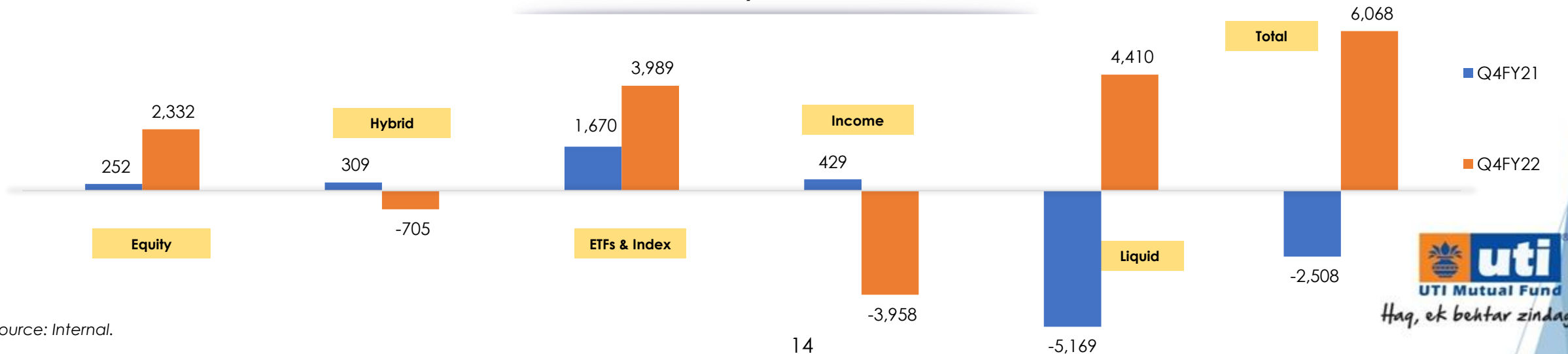
Trend in Net Sales

Yearly Net Sales for Equity and ETF & Index capture 5.8% & 10.2% of Industry

Yearly Net Sales



Quarterly Net Sales



Haq, ek behtar zindagi ka.

Key Business Focus Areas

1

Focus on SIP
growth



3

Geographical
Spread Across
the Country



5

Strong
Financial
Results and
Balance Sheet



Prudent
Investment
Management
Process

2



Leveraging
Digital
Adoption

4



Growth of
International,
Retirement
and Alternate
Business

6

1. a) Prudent Investment Management Policies



1. b) Investment Management Process



Equity Investment Process



Investment Process

- In house research team
- Proprietary framework – qualitative & quantitative
- Portfolio Construction



Diversity

- Diversity of styles with discipline
- Bound by the Investment process
- Risk guidelines



Team Culture

- Experienced and Professional team
- Emphasis on collaboration
- Interactive process - formal and informal



Performance Measurement

- Based on performance of fund against benchmark and peers over different time periods



Fixed Income Investment Process



Approach

- Key objective is yield and duration management
- Achieved through combination of top-down and bottom-up approaches



Research Process

- Takes into account both qualitative and quantitative factors, proprietary ratings and research methodologies
- Arrives at a universe of issuers in which to invest



Construct

- Portfolio constructed in the light of investment objectives and investment strategies
- Emphasis on risk, diversification and performance



Review

- Comprehensive review mechanism with rigorous monitoring
- Supports investment decisions of fund managers

Endeavour to deliver industry leading performance

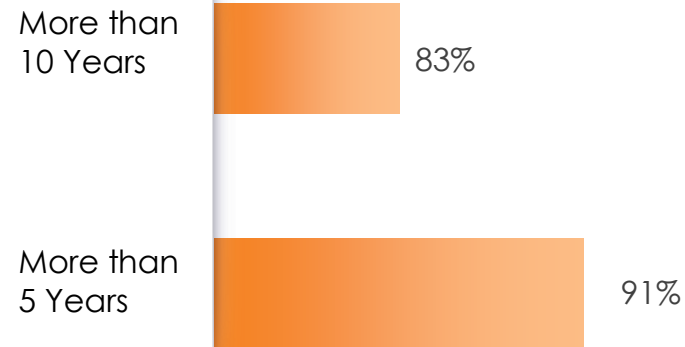
1. c) Embedding ESG considerations into our Investment Decisions

- At UTI AMC, we believe in promoting good Environment, Social & Governance (ESG) standards in the companies we invest in and consider this as an essential part of our ownership responsibilities.
- We have adopted a formal stewardship code, voting policy, have become **PRI signatory** (United Nations – Principles for Responsible Investment) and have engaged a third party ESG rating agency to provide us independent inputs to supplement our ESG assessment of the investee companies in our coverage universe.

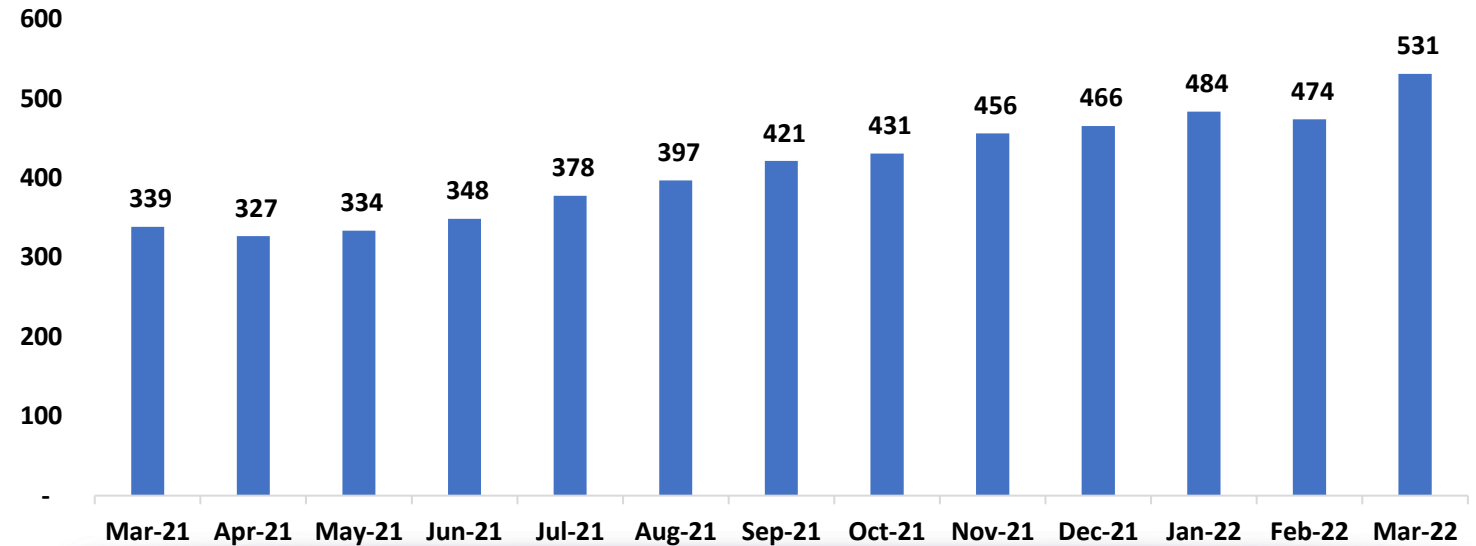
Principles	
 Ethics	 Respects and Promotes human rights
 Transparency	 Contributing to Environment Restoration
 Accountability	 Supports inclusive growth
 Safety of Goods	 Equitable Development
 Sustainability throughout life cycle	 Engaging with customers and providing value responsibly
 Promotes well being of employees	 Respecting and Responding to the interest of stakeholders

2. SIP to remain the cornerstone for AUM performance

Long Tenure SIP Book⁽¹⁾



Monthly Gross SIP Inflow (INR Crore)



Our SIP AUM increased by INR 4,396 crore, or **31.6%** from INR 13,915 crore as of 31st March 2021, to **INR 18,311⁽²⁾ crore as of 31st March 2022.**



Increasing the number of SIP-selling mutual fund distributors and their share of wallet is a particular priority for the sales engagement strategy.

Source: RTA Data. (1) As of 31st March 2022

(2) SIP folios with four consecutive SIP failure has been excluded.



Haq, ek behtar zindagi ka.

3. a) Enabling Business Digitally

24x7 Digital Channels



- Access at your convenience anytime anywhere
- Website utimf.com & Mobile App for Investing, Enquiry and servicing. Website is PWA enabled and SEO optimized
- Conversational Investing, Enquiry & Assistance through chatbot UNO & WhatsApp Interface
- 'Quick Invest' (Invest without Login) feature in Website for SIP & Lumpsum purchase.
- Service transactions available instantly on all Digital Platforms

Simplifying Life



- e-OTM- One-click Investment
- uSAVE- Liquid Account with Insta Redemption feature
- Digital KYC- Paperless and Contactless KYC process
- Aadhaar KYC- KYC in a Go for instant investments
- Missed Call services- Folio Enquiry, Call back
- Flexi Savings Plan- Schedule transactions
- 'Quick Pay' feature launched for failed or missed SIP and Lumpsum transactions
- Abandoned Cart feature launched for drop-off transactions, to start journey from where it was left

Assisted Journeys integrated



- Customer service for Product & Investment enquiry- Inbound, Outbound & Email support
- 24*7 available in 6 languages
- 'Chat with Agent' service for investors through Chatbot & WhatsApp
- Call-back to customers for on-demand Assistance & for failed transactions
- Outbound Voice Bot for reminding customers for pending actions
- Co-browsing feature in website for Humanizing Digital touch points

Partner Enablement



- Online empanelment of MFDs
- UTI Buddy- Office-on-the-go App and web interface for MFDs.
- Initiate transactions for investors to reduce sales cycle. Track AUM, Folio and Market updates
- API integrations with Partners and Aggregators.
- WhatsApp channel for Mutual Fund Distributors. Communication on WhatsApp also enabled
- Centralized RM to MFD communication for major updates and Sales opportunity
- UTI Insta Pay- Insta Brokerage Module for Commission payments on the fly

Building Community



- Active engagement on multiple touch points across Social Media channels
- UTI Swatantra- Investor Education Initiative <https://utiswatantra.utimf.com/>
- Content distribution- Infographics, blog post, videos, eBooks, GIF, surveys chatbot, FAQs etc.
- Symposia - UTI MF Knowledge Series based virtual events.
- Awareness and Consideration campaigns on Search and Display platforms for prospective Audience

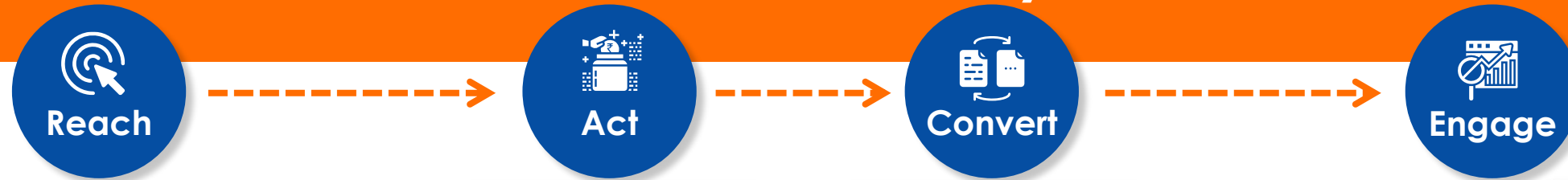
Personalized and Contextual Journey



- Multi-media marketing platform for Email, SMS, Push Notifications etc.
- Delivers relevant content through preferred channel
- Consistency in customer experience with personalized touch.
- Progressive profiling campaigns started for customer segmentation.
- WhatsApp communication for Targeted Investors

3. b) Digital Client Acquisition Cycle

Investor Journey



Submit a Lead

Invest Now

Request a Call Back

Complete Aadhaar
KYC or Digital KYC

Use Calculator and
Invest

Set Goals and Invest

Explore Products

Chat or Co-browse with
Agent

Invest Via Mobile App

Invest Via Online Portal

Invest Via WhatsApp

Invest Via Chatbot
'UNO'

IFA/RM Assisted Sale

Contact Center
Assisted Sale

Application @ UFC

Invest Via MFU, Kfin
App and other Digital
Portals

Engage

Community
Engagement

Remarketing
via Google,
Facebook,
YouTube

Promote
Digital
Assets

Social
Listening
via ORM
tool

Analytics
led cross-
sell/ Up-sell

Nudges to
Investors on
Digital
Platforms

Email/SMS/
WhatsApp
notification

1
Internet

SEO

Search

Social
Media
Platforms

Content
Marketing

Affiliate
Marketing

Retargeting

2
Website
and App

Product
Sections

Goals and
Calculators

Articles
& Blogs

3
UFCs

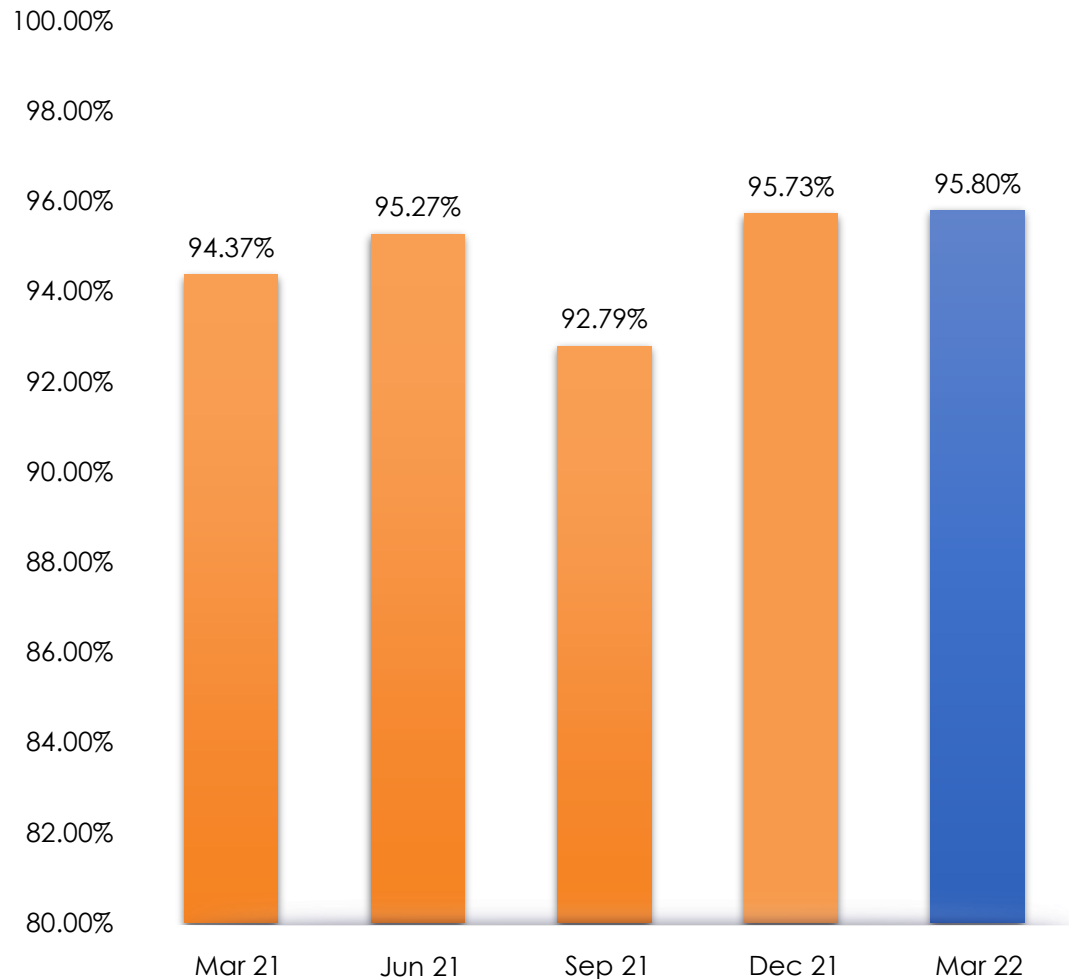
Direct
Investments
on Digital
platforms

4
UNO

Chatbot &
WhatsApp

3. c) Acceptance of digitization reflected in growing online transactions

Quarterly Online Gross Sales as % of Total Gross Sales



Number of purchase transactions through Digital grew by **128% in FY22** as compared to FY21.



Number of digital SIP transactions grew by **21.22% in Q4FY22** as compared to Q4FY21.



~47% of total gross sales of Equity & Hybrid funds were mobilized through digital platforms.



We envisage using analytical tools and our digital marketing platform to identify and capitalize on cross selling and upselling opportunities.

3. d) Steps to increase digital presence are paying off



For Customers

- Seamless accessibility through app
- Complete paperless and digitally-enabled KYC process



For Distributors

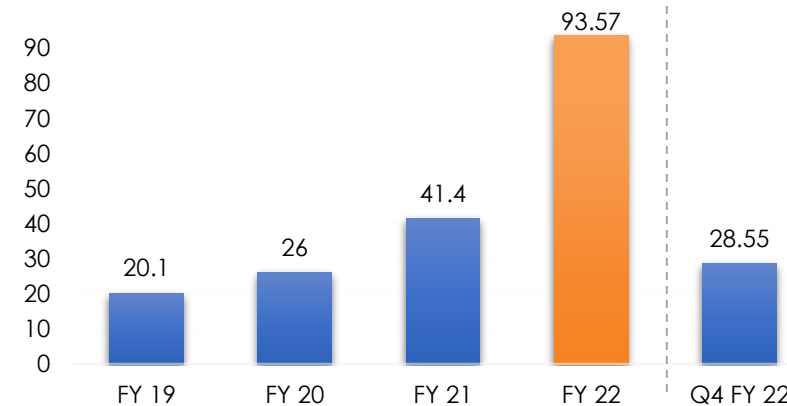
- “UTI Buddy” – Mobile app for distributors
- Introducing new digital training initiatives to develop new mutual fund distributors, including a program to train recruits throughout India and ensure that they are business-ready.



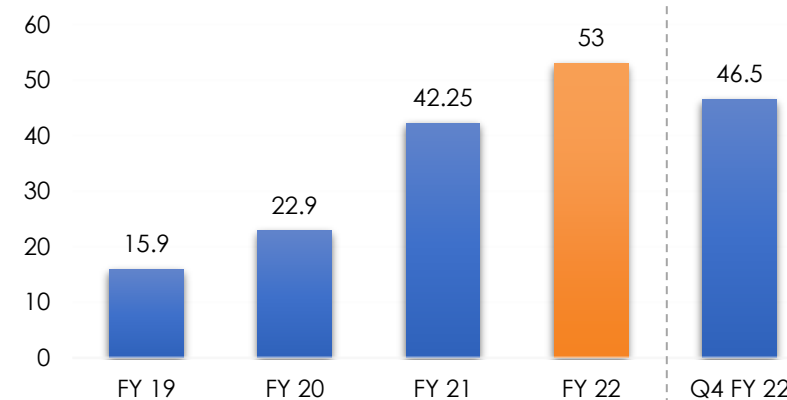
Marketing

- Data driven digital marketing – through email, SMS, notification and WhatsApp
- We intend to continue our investments in digital marketing and other customer- and distributor-facing digital initiatives.

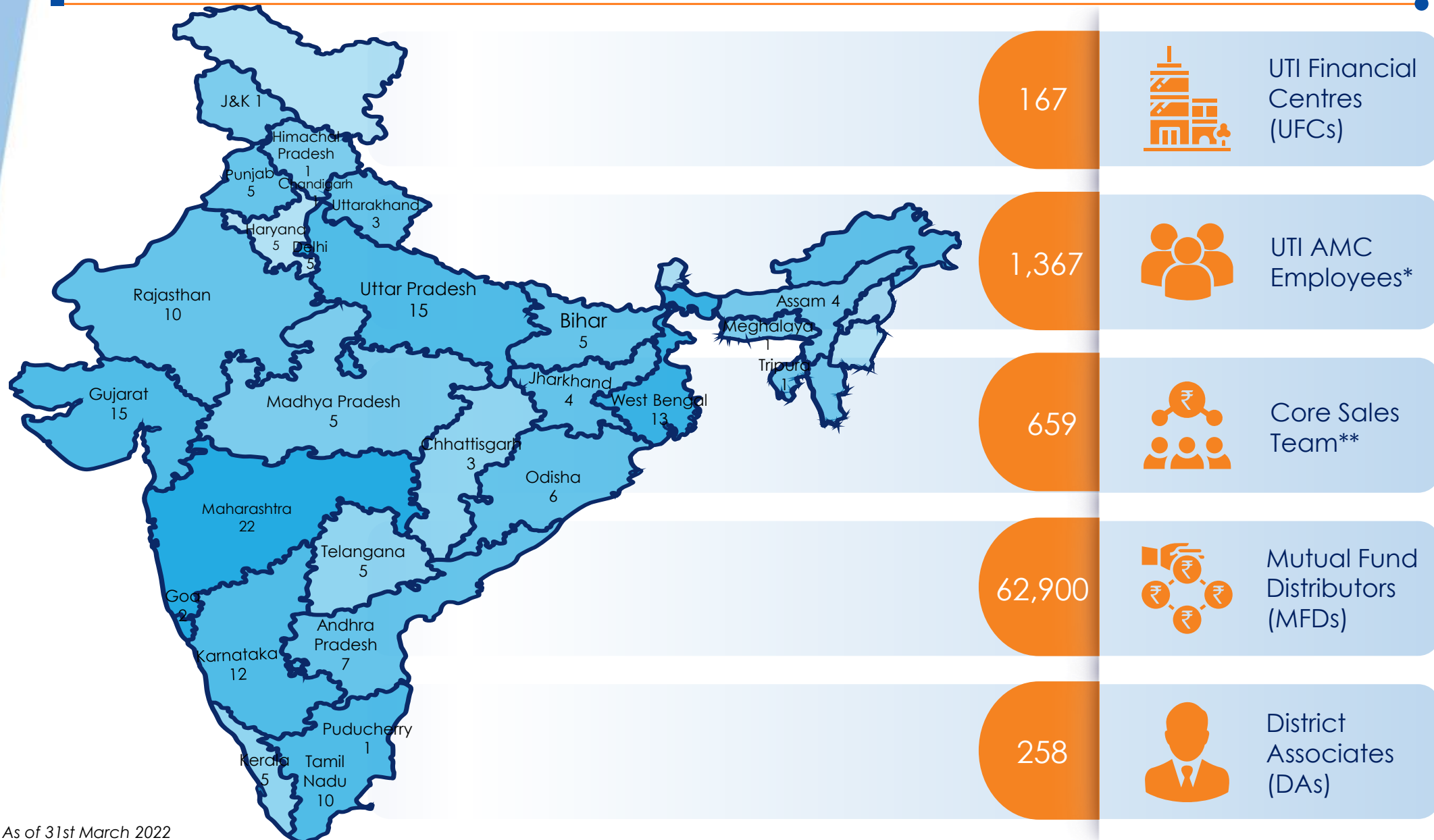
Number of Digital Purchase Transaction (in Lakhs)



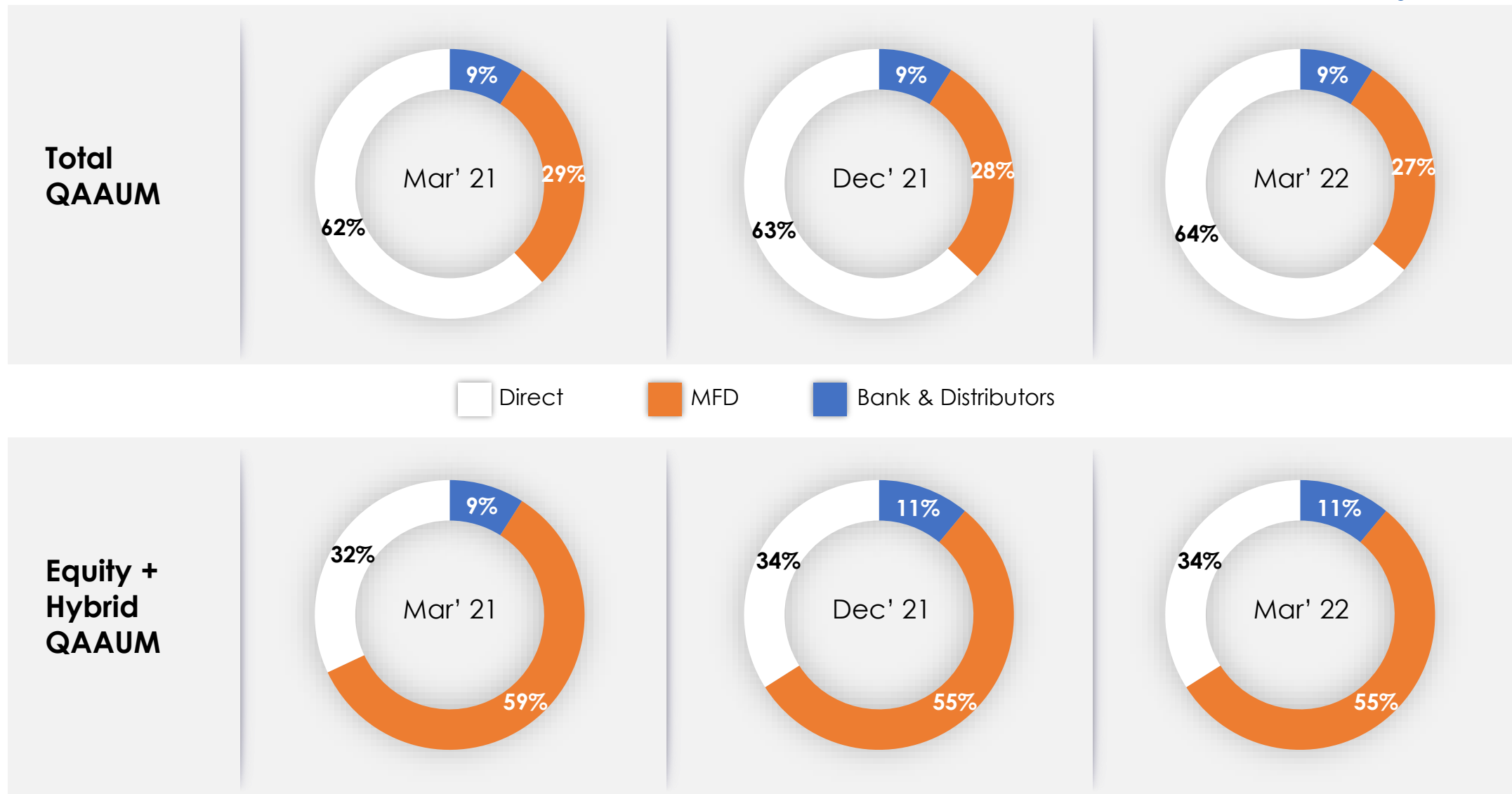
Sales through Digital Platforms (as a % of Equity & Hybrid MF Gross Sales)



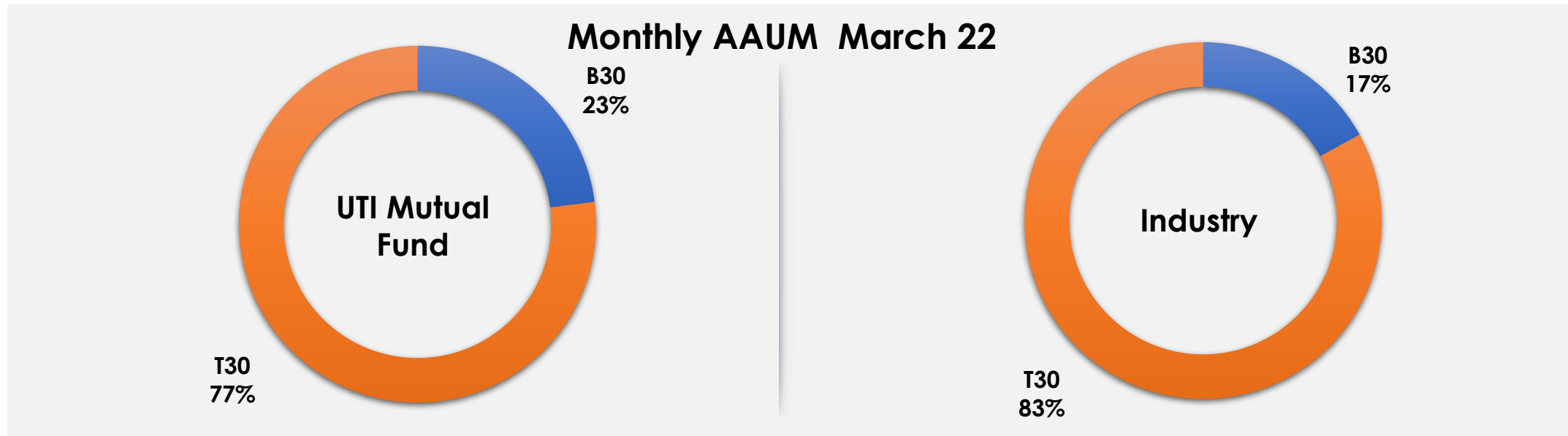
4. a) Geographical Reach Across the Country



4. b) Multi-channel distribution network brings stability










4. c) Outpacing the Industry in B30 cities



-  Improved awareness about investing in financial products vis a vis traditional investment
-  Our established presence in B30 cities has enabled us to attract new clients and positions us to capitalize on future growth in those underpenetrated cities
-  Network of 167 branches with 108 branches located in B-30 cities as of 31st March 2022
-  Our broad client base also provides us with a number of opportunities, including cross-selling different funds
-  Our size and distribution network, particularly in B30 cities, provides us with economies of scale, particularly in distribution, marketing, and back-office activities
-  B30 AUM aids our overall margins as these are stickier in nature and offer comparatively higher margins

5. a) UTI International Ltd. – Exploring New Destinations

-  Assets under management increased by 8% from INR 26,821 crore as of 31st March 2021 to INR 28,974 crore as of 31st March 2022
-  Three Office Locations – Singapore, Dubai and London with a total of 26 staff of which 13 are women
-  Clients spread across 37 countries with top 5 being Japan, Switzerland, France, UK, Israel and are primarily Institutions – Pensions, Insurance, Banks and Asset Managers
-  Our Indian Equity fund (IDEF) domiciled in Ireland, with an AUM of USD 1,188 million is being widely recognized and highly recommended
-  The J Safra Sarasin Responsible India fund, Europe's first ESG compliant India fund, has AUM of USD 125 million
-  Fund structures in Ireland, Singapore, Cayman Islands, Dubai and Mauritius
-  Regulated by Monetary Authority of Singapore, DIFC in Dubai and FCA, UK

5. b) UTI Retirement Solutions Ltd. – Reaching New Heights



100% subsidiary



PFRDA licensed for managing Pension funds



Managing Government and non-Government NPS corpus



UTI RSL manages 27.41% of Industry AUM as on 31st March 2022



UTI Retirement Solutions has shown AUM growth of 21.48% from INR 1,66,210 crore as on 31st March 2021 to INR 2,01,919 crore as on 31st March 2022

5. c) UTI Capital – Expanding the Business Portfolio



100% subsidiary of UTI AMC Ltd. mandated to manage and grow the private capital investment business



Currently manages 2 active private debt funds (UTI Structured Debt Opportunities Fund I & UTI Structured Debt Opportunities Fund II) and 1 multi strategy fund (UTI Multi Opportunities Fund I) with total AUM of INR 1,556 crore



UTI Structured Debt Opportunities Fund I – Launched in August 2017. Fund closed in May 2019. AUM of INR 287 crore⁽¹⁾. Currently exiting Investments



UTI Structured Debt Opportunities Fund II – Launched in September 2020. AUM of INR 509 crore⁽²⁾. Currently Fund Raising as well as Investing



UTI Multi Opportunity Fund I – Launched in March 2022. AUM of INR 760 crore⁽³⁾. Currently Investing



UTI Capital is also committed to Responsible Investing. UTI SDOF II has a well defined ESG policy and strategy.

Data as of 31st March 2022

(1) Net Outstanding amount

(2) Commitments received

(3) Commitments received from the Investor

Note: UTI Capital also manages India Infrastructure Development Fund (IIDF) which is in exit mode. Total AUM of UTI Capital does not include IIDF.

Investments and Initiatives across the organization



Research

Investment management process through dynamic third-party software and additional investments to improve internal and external interactions to collaborate frequently with company management, sell side analysts, other industry experts and make better investment decisions



ESG Initiatives

- Company became a signatory to UN Principles for Responsible Investment
- Framed policy for integration of ESG into Investment Management
- Hired a dedicated ESG resource and integrate best practices in ESG into our investment process
- Subscribed to the top tier third party agency for providing inputs on various ESG related developments on companies
- Initiated engagement with Investee companies on ESG factors.



Technology & Operations

- Resilient IT Infrastructure through adoption of hybrid cloud architecture
- Multi layered Security landscape with 24*7 Security Operation Centre
- Comprehensive data privacy and protection technologies
- Agile and DevOps development techniques for faster application rollout
- Data driven decision making through enterprise data strategy

ESG Initiatives

- Initiated ESG framework development exercise for integrating essential ESG aspects into business operations
- Framework to be based on international standards and help in strengthening existing management systems
- Created Materiality Map by identifying key ESG aspects and prioritizing their relevance for business and society
- Working towards developing first GRI Standards based sustainability report to enable improving overall ESG performance

E

- UTI AMC Group is a signatory to United Nations – Principles of Responsible Investing framework
- Adopted paperless office system, smart e-approval systems
- Buying Green Energy for Corporate Office
- Number of purchase transactions through Digital grew by 128% in FY 22 as compared to FY 21.

S

- Strong CSR programme focusing on health and education with a human development approach
- We believe in the philosophy of care, generosity & compassion, characterized by a willingness to build a society that works for everyone.
- We have sanctioned INR 8.84 crore under our CSR initiative for the year ended March 31, 2022, of which, 1.17 crore was sanctioned during Q4 FY 22.

G

- Corporate governance has always been an integral component of our investment philosophy and company selection process.
- As of March 31, 2022, 60% of the Board members are Independent Directors (6 out of 10) with 2 Independent Women Directors. Women Directors present on the Boards of UTI Capital, UTI International & UTI RSL
- We are an equal opportunity employer. 26% of our total workforce are women. We have 342 women employees in our workforce as of March 31, 2022.

Modernizing our technology over multiple years

2016-2021



2022-2023

Infrastructure

- Plan for movement of On-premise data centre
- Set Cloud first and SaaS first Objective
- Engaged Industry leading technology partner for Assessment of existing technology landscape and prepare Roadmap for future

- Adopt Multi and Hybrid Cloud architecture
- Adoption of Containerized deployment model to reduce cost , increase availability and faster deployment
- Build Cloud agnostic architecture

Information Security & Business Continuity

- Redrafting of Information Security policies
- Designed multilayer resilient security posture

- Move towards Zero trust security
- Risk Assessment based Security Controls
- Automated and faster incident response through Security Orchestration Automation and Remediation
- User behavior analysis to identify and alert unusual behavior pattern using Bigdata analysis
- Dark web monitoring
- Continuous Vulnerability assessment & management

Business application & Digitization

- Re-architecting and Modernizing Business Applications
- Adoption of SaaS first approach

- Modern application architecture, development and deployment with Micro Services, Serverless architecture and Containerization
- Continuous Integration and deployment through DevOps framework
- Enable organization for data driven decision making

IT Operations

- Identify Operation enhancement area
- Assessment of existing partner capability
- Approach towards virtual helpdesk

- 24*7 IT operations monitoring and management
- SaaS based Service Management tools
- Completely automated DR switch of applications

Investing to be Future Ready

2016-2021



2022-2023

Research

- Fund Accounting and Trade Management
- Core Data Distribution

- Using dynamic third-party software for investment management process
- Wide range of information both domestic and international domain
- Migrated Research Fund to better track analyst performance

Distribution and Client Facing

- Digital enablement and client journeys
- Transaction systems simplification
- White Labelled solutions
- Generalized Communications

- Enhanced campaigning and client analytics through implementation of Digital marketing platform
- In-house transaction platforms and additional channels for Customers through WhatsApp and Chatbot
- UI/UX personalization with stitched and automated journeys
- Highly targeted and personalized communication
- Digitization led Distribution via B2B or B2B2C methods

Customer Service

- Call Centre for Support
- Basic skills with support in limited languages
- Physical process for service request

- Contact Centre for Support
- Multi skilled with support in 6 languages
- Chat, Inbound, Outbound and Email support
- Digitized processes for onboarding and service requests
- AI/ML based conversational interfaces
- Humanize Digital Interfaces with tools like Co-browsing, Multi-lingual Assistive UI etc.

The background of the slide features a large, semi-transparent clock face with numbers 1 through 12. In the foreground, there are several stacks of gold-colored coins of varying heights, positioned around the bottom and right sides of the clock. A white speech bubble with a blue border contains the title text.

Financial Snapshot

Consolidated Statement of Profit & Loss – Year ended Earnings

INR Crore

Particulars	FY 22	FY 21	%(+/-)
Total Revenue from Operations	1319	1169	13%
Other Income*	8	4	100%
Total Income	1327	1173	13%
Fee & Commission expenses	2	3	(33%)
Employee benefit expense	407	380	7%
Depreciation & Amortization expenses	37	36	3%
Other Expense*	212	143	48%
Finance cost	9	8	13%
Total Expenses	667	570	17%
PBT	660	603	9%
PAT	534	494	8%
PAT Margins (PAT Margin = PAT / Total Income)	40%	42%	

Total Revenue from Operations	FY 22	FY 21	%(+/-)
Sale of Service	1119	807	39%
MTM gain on Investments	124	285	(56%)
Net Gain from sale of Investments	54	58	(7%)
Interest & Dividend Income	11	9	22%
Rental Income	11	10	10%
Total Revenue from Operations	1319	1169	13%

* GST Inter Branch Invoicing has been eliminated from both Other Income and Other Expense, being contra in nature. The impact amounts to INR 22.07 Crore & INR 27.33 Crore for FY22 & FY21 respectively.



Haq, ek behtar zindagi ka.

Consolidated Statement of Profit & Loss – Quarterly Earnings

INR Crore

Particulars	Q4 FY 22	Q4 FY 21	%(+/-)
Total Revenue from Operations	286	289	(1%)
Other Income*	4	0	400%
Total Income	290	289	0%
Fee & Commission expenses	1	2	(50%)
Employee benefit expense	115	74	55%
Depreciation & Amortization expenses	10	9	11%
Other Expense*	65	51	27%
Finance cost	2	2	--
Total Expenses	193	138	40%
PBT	97	151	(36%)
PAT	54	134	(60%)
PAT Margins (PAT Margin = PAT / Total Income)	19%	46%	

Total Revenue from Operations	Q4 FY 22	Q4 FY 21	%(+/-)
Sale of Services	295	236	25%
MTM gain on Investments	(27)	19	(242%)
Net Gain from sale of Investments	12	30	(60%)
Interest & Dividend Income	3	2	50%
Rental Income	3	2	50%
Total Revenue from Operations	286	289	(1%)

* GST Inter Branch Invoicing has been eliminated from both Other Income and Other Expense, being contra in nature. The impact amounts to INR 4.96 Crore & INR 4.89 Crore for Q4 FY22 & Q4 FY21 respectively.

Consolidated Statement of Profit & Loss – Seq. Quarterly Earnings

INR Crore

Particulars	Q4 FY 22	Q3 FY 22	%(+/-)
Total Revenue from Operations	286	309	(7%)
Other Income*	4	0	400%
Total Income	290	309	(6%)
Fee & Commission expenses	1	1	--
Employee benefit expense	115	97	19%
Depreciation & Amortization expenses	10	9	11%
Other Expense*	65	51	27%
Finance cost	2	3	(33%)
Total Expenses	193	161	20%
PBT	97	148	(34%)
PAT	54	127	(57%)
PAT Margins (PAT Margin = PAT / Total Income)	19%	41%	

Total Revenue from Operations	Q4 FY 22	Q3 FY 22	%(+/-)
Sale of Service	295	282	5%
MTM gain on Investments	(27)	13	(308%)
Net Gain from sale of Investments	12	8	50%
Interest & Dividend Income	3	3	--
Rental Income	3	3	--
Total Revenue from Operations	286	309	(7%)

* GST Inter Branch Invoicing has been eliminated from both Other Income and Other Expense, being contra in nature. The impact amounts to INR 4.96 Crore & INR 4.99 Crore for Q4 FY22 & Q3 FY22 respectively.

Standalone Statement of Profit & Loss – Year ended Earnings

INR Crore

Particulars	FY 22	FY 21	%(+/-)
Total Revenue from Operations	1060	940	13%
Other Income*	--	2	(100%)
Total Income	1060	942	13%
Fee & Commission expenses	8	5	60%
Employee benefit expense	362	342	6%
Depreciation & Amortization expenses	35	34	3%
Other Expense*	120	95	26%
Finance cost	9	8	13%
Total Expenses	534	484	10%
PBT	526	458	15%
PAT	418	352	19%
PAT Margins (PAT Margin = PAT / Total Income)	39%	37%	

Total Revenue from Operations	FY 22	FY 21	%(+/-)
Sale of Service	910	726	25%
MTM gain on Investments	82	162	(49%)
Net Gain from sale of Investments	48	29	66%
Interest & Dividend Income	8	12	(33%)
Rental Income	12	11	9%
Total Revenue from Operations	1060	940	13%

* GST Inter Branch Invoicing has been eliminated from both Other Income and Other Expense, being contra in nature. The impact amounts to INR 22.07 Crore & INR 27.33 Crore for FY22 & FY21 respectively.

Standalone Statement of Profit & Loss – Quarterly Earnings

INR Crore

Particulars	Q4 FY 22	Q4 FY 21	%(+/-)
Total Revenue from Operations	262	244	7%
Other Income*	--	--	--
Total Income	262	244	7%
Fee & Commission expenses	2	2	--
Employee benefit expense	101	62	63%
Depreciation & Amortization expenses	9	9	--
Other Expense*	33	38	(13%)
Finance cost	2	2	--
Total Expenses	147	113	30%
PBT	115	131	(12%)
PAT	75	113	(34%)
PAT Margins (PAT Margin = PAT / Total Income)	29%	46%	

Total Revenue from Operations	Q4 FY 22	Q4 FY 21	%(+/-)
Sale of Service	239	211	13%
MTM gain on Investments	11	24	(54%)
Net Gain from sale of Investments	7	5	40%
Interest & Dividend Income	2	1	100%
Rental Income	3	3	--
Total Revenue from Operations	262	244	7%

* GST Inter Branch Invoicing has been eliminated from both Other Income and Other Expense, being contra in nature. The impact amounts to INR 4.96 Crore & INR 4.89 Crore for Q4 FY22 & Q4 FY21 respectively.

Standalone Statement of Profit & Loss – Seq. Quarterly Earnings

INR Crore

Particulars	Q4 FY 22	Q3 FY 22	%(+/-)
Total Revenue from Operations	262	249	5%
Other Income*	--	--	--
Total Income	262	249	5%
Fee & Commission expenses	2	2	--
Employee benefit expense	101	86	17%
Depreciation & Amortization expenses	9	9	--
Other Expense*	33	28	18%
Finance cost	2	3	(33%)
Total Expenses	147	128	15%
PBT	115	121	(5%)
PAT	75	104	(28%)
PAT Margins (PAT Margin = PAT / Total Income)	29%	42%	

Total Revenue from Operations	Q4 FY 22	Q3 FY 22	%(+/-)
Sale of Service	239	226	6%
MTM gain on Investments	11	8	38%
Net Gain from sale of Investments	7	10	(30%)
Interest & Dividend Income	2	2	--
Rental Income	3	3	--
Total Revenue from Operations	262	249	5%

* GST Inter Branch Invoicing has been eliminated from both Other Income and Other Expense, being contra in nature. The impact amounts to INR 4.96 Crore & INR 4.99 Crore for Q4 FY22 & Q3 FY22 respectively.

Details of Consolidated Sale of Services

INR Crore

Particulars	Q4 FY 22	Q4 FY 21	%(+/-)	FY 22	FY 21	%(+/-)
MF Fees	228	200	14%	870	693	26%
PMS Fees	7	7	--	27	21	29%
SUUTI Support Service Fees	3	2	50%	11	10	10%
POP Fees & others	1	2	(50%)	2	2	--
Sale of Services - UTI AMC Standalone	239	211	13%	910	726	25%
UTI International	36	22	64%	127	65	95%
UTI RSL	23	4	475%	91	15	507%
UTI Capital & UTI Venture	1	2	(50%)	5	7	(29%)
Elimination	(4)	(3)	33%	(14)	(6)	133%
Sale of Services - UTI AMC Consolidated	295	236	25%	1119	807	39%

Consolidated Balance Sheet

INR Crore

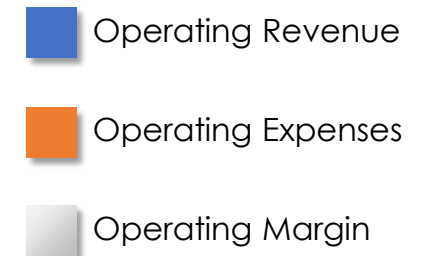
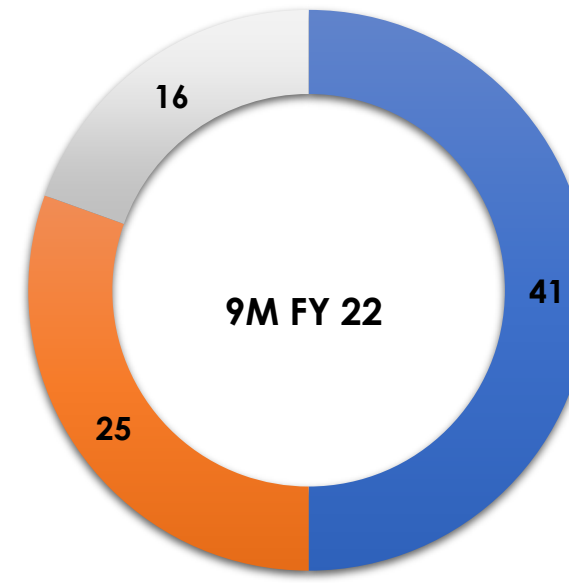
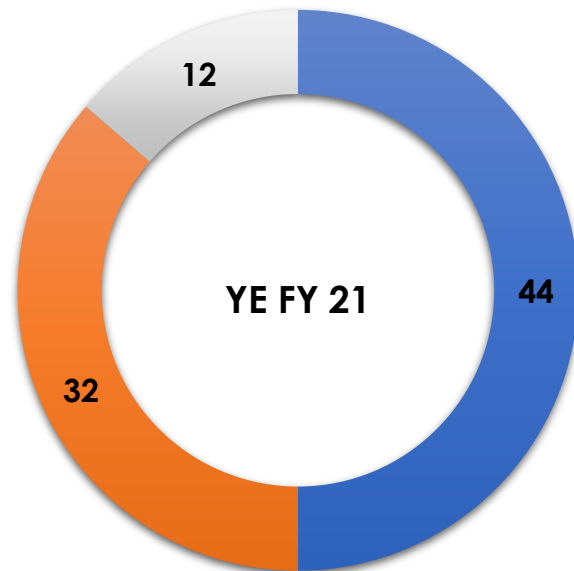
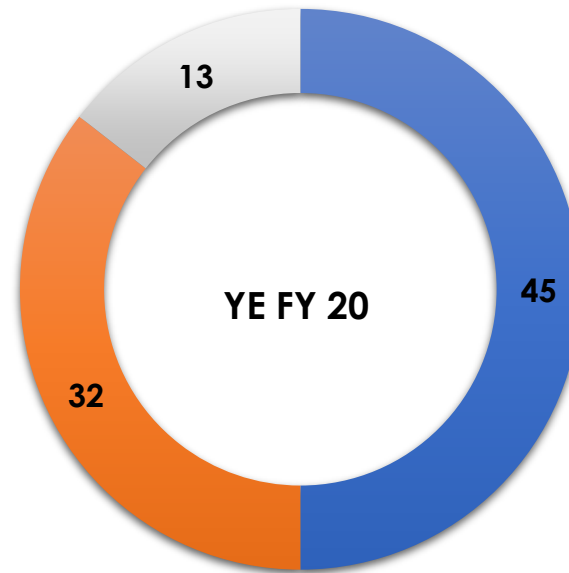
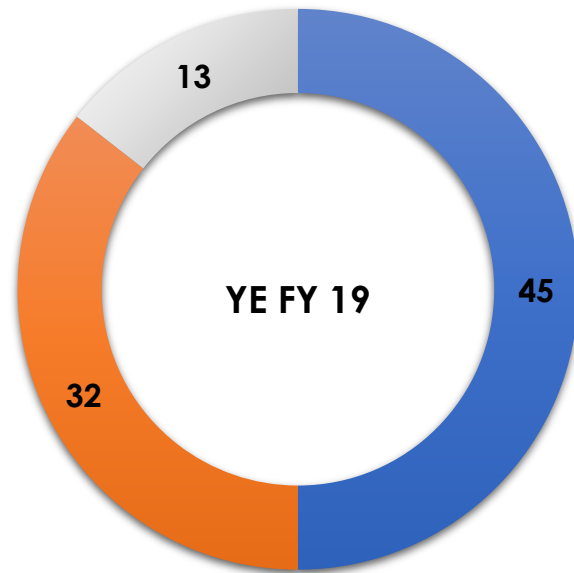
Particulars	Mar '22	Mar '21	%(+/-)
Assets:			
Financial Assets	3,554	3,216	11%
Non Financial Assets	434	434	--
Total Assets	3,988	3,650	9%
Liabilities & Equity:			
Financial Liabilities	290	265	9%
Non-financial Liabilities	80	122	(34%)
Equity	3,618	3,263	11%
Total Liabilities & Equity	3,988	3,650	9%

Standalone Balance Sheet

INR Crore

Particulars	Mar '22	Mar '21	%(+/-)
Assets:			
Financial Assets	3,031	2,820	7%
Non Financial Assets	423	422	0%
Total Assets	3,454	3,242	7%
Liabilities & Equity:			
Financial Liabilities	261	246	6%
Non-financial Liabilities	46	89	(48%)
Equity	3,147	2,907	8%
Total Liabilities & Equity	3,454	3,242	7%

Operating Profit Margin (bps of AAUM)



UTI International – Consolidated Statement of Profit & Loss

Particulars	For the Year Ended March 2022		For the Year Ended March 2021	
	(GBP in '000)	INR Crore	(GBP in '000)	INR Crore
AUM	29,10,427	28,974	26,67,219	26,821
Sale of Service	12,445	127	6,669	65
M2M gain from Investment	4,346	44	15,061	146
Other Income	1,530	15	804	8
Total Income	18,321	186	22,534	219
Employee Cost	3,250	33	3,033	29
Admin & other Exp	7,319	74	4,787	47
Total Expenses	10,569	107	7,820	76
Profit before Tax	7,752	79	14,714	143
Profit after Tax	7,515	76	14,649	142
Paid up Share Capital	6,758	67	6,758	67
Net Worth	57,326	571	49,165	494

Other Subsidiaries Financial highlights

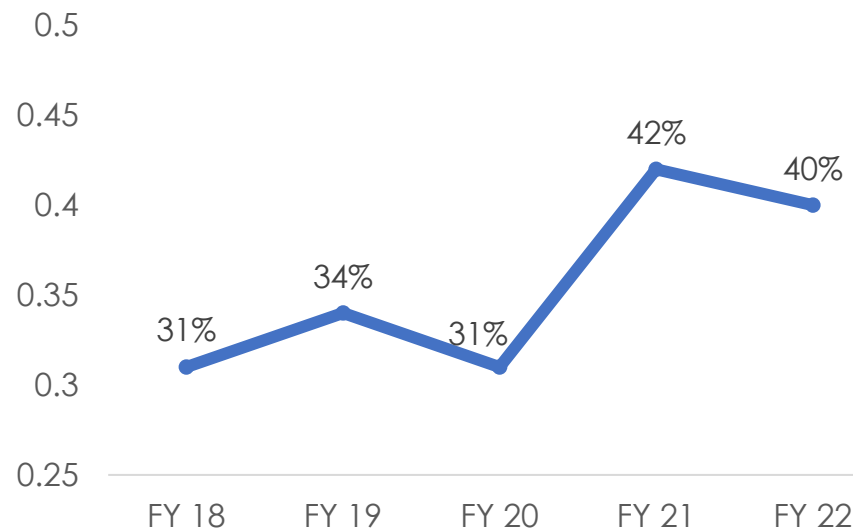
INR Crore

Particulars	UTI Retirement Solutions Ltd.		UTI Capital Pvt. Ltd.		UTI Venture Funds Mgmt. Co. Pvt. Ltd.	
	FY 22	FY 21	FY 22	FY 21	FY 22	FY 21
AUM	2,01,919	1,66,210	1,088	1,576	--	--
Sale of Services	91.4	14.9	5.4	7.3	--	--
M2M Gain on Investment	1.3	1.4	1.9	1.5	0.9	2
Other Income	1.1	0.2	0.4	0.3	0.1	0.1
Total Income	93.8	16.5	7.7	9.1	1	2.1
Employee Benefit Expenses	4.3	2.6	6.8	5.8	--	--
Depreciation Expenses	0.7	0.3	0	0	--	--
Administration Expenses	32.3	9.3	3.9	3.2	0.1	0.4
Total Expenses	37.3	12.2	10.7	9	0.1	0.4
PBT	56.5	4.3	(3)	0.1	0.9	1.7
Profit after Tax	42.3	3.8	(2.2)	0.2	0.9	1.2
Net Worth	86.8	44.1	28.1	29.7	12.2	11.3

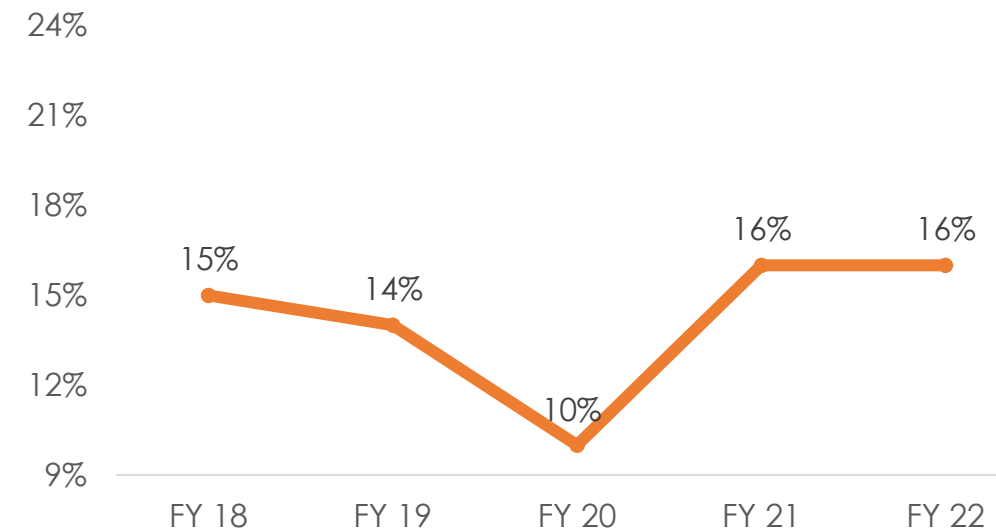
Consolidated Ratios



PAT Margin (%)



Return on Equity (%)



Annexures

Investor Services Key Indicators – Q4 FY 21-22



Contact Center

0.64 Lakh
Total Call Volume Outbound

1.33 Lakh
Total Call Volume Inbound

5.50 Seconds
Average Speed of Answer



Investor Services

18
Total Complaints Received

1.19 Crore
Folios

Low Complaints Ratio
against folios at **0.0001%**



Digital Transactions (own assets)

49%
Digital Transactions done
post E-KYC are SIP
Instalments

INR 3.99 Crs
Digital Transaction Amount
capitalized post Digital KYC

2,510
Digital KYC Compliant PANs
created



Non-Commercial Transactions

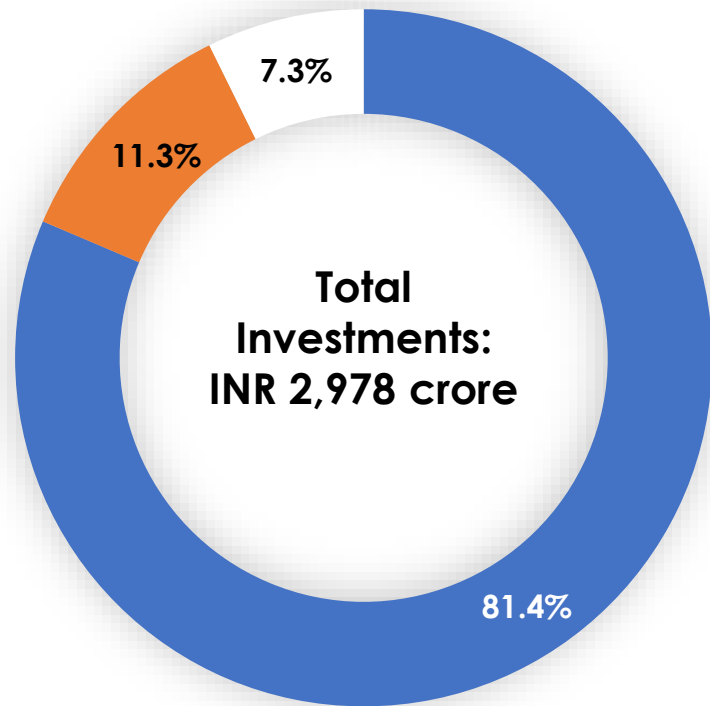
100%
Non-Commercial
Transactions processed in
the same day

79.50%
Non- Commercial Transactions
processed in 60 Minutes

74%
Total Digital KYC Compliant PANs
created using our website.

Breakup of Consolidated investments

Breakdown of Total Investment



■ Mutual Funds ■ Offshore Funds ■ Venture funds, Other equity

#Note : Investment in equity includes investment as per regulatory mandate

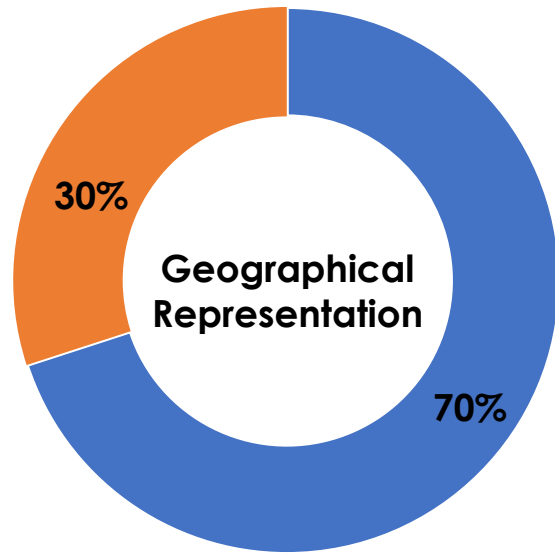
As on March 31, 2022	INR crore
Investment in UTI MF Schemes	2,424
Equity	528
Arbitrage	1,255
Liquid & Debt	641
Offshore Funds	336
Equity	296
Debt / Hybrid	40
Venture Funds, Other Equity etc.#	218
Total	2,978

#Note : Investment in Venture Funds & Other Equity Includes:
Inv. In Ascent India III : INR 84 Crore
Inv. In SODF I & II: INR 94 Crore

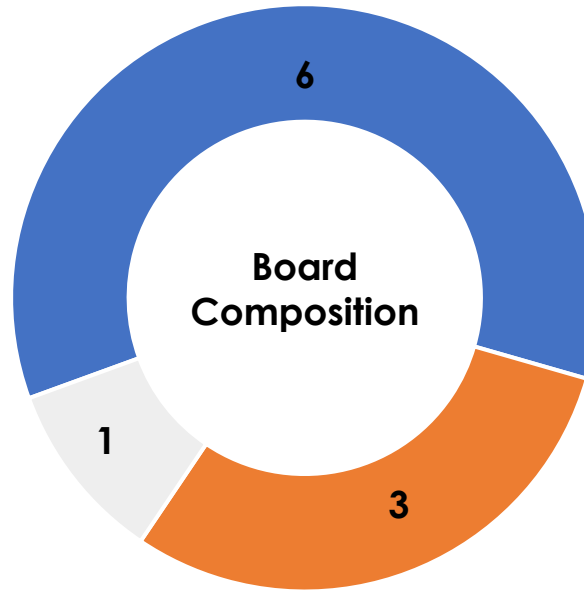


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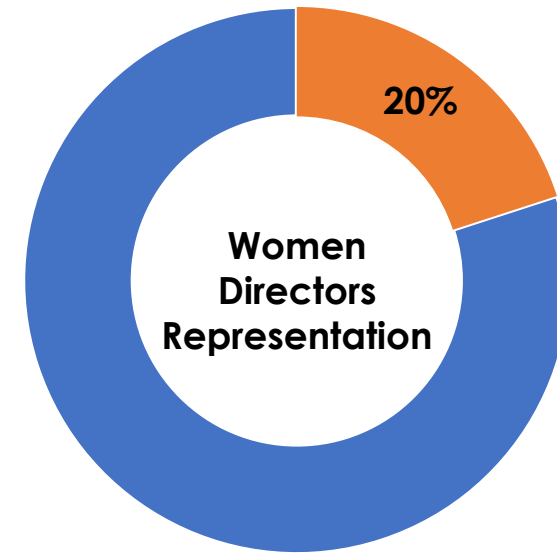
UTI AMC Board of Directors - Composition



■ Domestic ■ Overseas



■ Independent Directors
■ Non-Executive Non-Independent Directors
■ Whole Time Director



■ Women Director

Experienced and Independent AMC Board



Mr. Dinesh Kumar Mehrotra | Non - Executive Chairman and Independent Director

Dinesh Kumar Mehrotra has previously served as the Chairman and the Managing Director of LIC. He has also served as the Executive Director of International Operations at LIC. He holds a B.Sc. (Honours) degree from the University of Patna. His appointment as an Independent Director of the Company was approved by the shareholders at the Annual General Meeting held on 23 August 2017.



Mr. Edward Cage Bernard | Non-Executive Nominee Director

Prior to joining the Company, Edward Cage Bernard was associated with the TRP group as a Vice Chairman, T. Rowe Price Group Inc. as a Director on the Board and as a member of the firm's Management Committee. Currently, he is also associated with T. Rowe Price Group Inc. as a Senior Advisor. He holds a B.A. degree in Religious Studies from Brown University and an MBA in Finance from New York University Leonard N. Stern School of Business. His appointment as a Nominee Director of the Company was approved by the shareholders at the Annual General Meeting held on 28 July 2021.



Mr. Flemming Madsen | Non-Executive Non-Independent Director

Flemming Madsen is Head of Global Financial Intermediaries at T. Rowe Price. He is a Vice President of T. Rowe Price Group, Inc., T. Rowe Price International Ltd and member of the EMEA Distribution Executive Committee. He has been associated with T. Rowe Price for 21 years. His total 38 years' experience in the financial industry includes capital markets transactions, investment banking, and asset management. His appointment as a Non-Executive Director of the Company was approved by the shareholders at the Extra Ordinary General Meeting held on 20 January 2010.



Mr. Narasimhan Seshadri | Independent Director

Narasimhan Seshadri has four decades of experience in the banking industry, having served two major public sector banks viz Canara Bank and Bank of India. Prior to joining the Company, he was a Director on the board of NPCI and a whole-time Executive Director on the Board of Bank of India. He holds Masters Degree in Commerce from Bangalore University; Masters in Divya Prabandam MA (DP) from Sastra University and Masters in Banking and Finance (MBA Banking and Finance) from IGNOU/Indian Institute of Bankers. He is a certified associate of the India Institute of Bankers. His appointment as an Independent Director of the Company was approved by the shareholders at the Annual General Meeting held on 23 August 2017.



Ms. Dipali Hemant Sheth | Independent Director

Dipali H Sheth serves as Independent Director on the Boards of five other companies. Prior to joining the Company, she was associated with RBS Business Services Private Limited as the Country Head of Human Resources, Standard Chartered Bank as Head HR South Asia, Procter & Gamble Distribution Company Limited and DCM Limited. She holds a B.A. (Honours) degree in Economics from University of Delhi, passed out from the DCM Management Centre, and is an accredited Coach from ICF and Gallup, USA. Her appointment as an Independent Director of the Company was approved by the shareholders at the Extra Ordinary General Meeting held on 16 December 2019.

Experienced and Independent AMC Board



Mr. Deepak Kumar Chatterjee | Independent Director

Prior to joining the Company, Deepak Kumar Chatterjee was associated with SBI Funds Management Private Limited as the Managing Director and Chief Executive Officer and SBI Capital Markets Limited as an Executive Vice President. He was also associated with IIFCL Projects Limited as its Chief Executive Officer and IIFCL Asset Management Company Limited as a Director. He holds a B.Sc. (Honours) degree in Physics from University of Delhi, an M.Sc. degree in Agricultural Physics from Indian Agricultural Research Institute, New Delhi and an MBA from University of Delhi. He is also a Certificated Associate of the Indian Institute of Bankers. His appointment as an Independent Director of the Company was approved by the shareholders at the Annual General Meeting held on 25 September 2018.



Mr. Rajeev Kakar | Independent Director

Rajeev Kakar currently serves on the boards of various banks and financial institutions such as Eurobank Ergasias SA (Greece), Gulf International Bank (GIB Bahrain), Gulf International Bank (GIB Saudi Arabia) and Commercial International Bank (Egypt). He started his career in 1988 at Citibank NA, where he worked for 18 years and in his last role, was the Managing Director and Division Head for Turkey, Middle East and Africa region. In 2006, he moved to become the Global co-founder of Fullerton Financial Holdings Pte. Ltd., headquartered in Singapore (a wholly owned subsidiary of Temasek Holdings Pte. Ltd., Singapore), where he served for 11 years in various roles including serving on its Global Management Board, as its Executive Vice President, Head of Consumer Banking and Head of Central and Eastern Europe, Middle East and Africa region. Simultaneously, he also was the Founder of Dunia Finance LLC in UAE, where he operated as its Managing Director and Chief Executive Officer. He holds a B. Tech. degree in Mechanical Engineering from the Indian Institute of Technology, Delhi and a Post Graduate Diploma in Management from the Indian Institute of Management, Ahmedabad. His appointment as an Independent Director of the Company was approved by the shareholders at the Extra Ordinary General Meeting held on 16 December 2019.



Ms. Jayashree Vaidhyanathan | Independent Director

Jayashree Vaidhyanathan currently serves as a Co-Founder and CEO of BCT Digital, a technology company specializing in AI and Predictive analytics. Prior to BCT, she was associated with Scope International Private Limited as Head of Technology and Strategy and served as a partner with Accenture Services Private Limited. She has also served as an Independent Director in Altran, a \$3.2 Billion Global Engineering and Innovation consulting firm and Mahindra Sanyo Steel. She holds a B.E. degree in Computer Science Engineering from University of Madras and an MBA from Cornell University. She is also a Chartered Financial Analyst from the Association for Investment Management and Research. Her appointment as an Independent Director of the Company was approved by the shareholders at the Extra Ordinary General Meeting held on 16 December 2019.



Mr. Sanjay Varshneya | Non-Executive Nominee Director

Sanjay Varshneya is currently the General Manager Treasury Division at Punjab National Bank and has been working with the Bank for the last 20 years. He has a rich experience in the treasury operations of over 12 years. In his earlier roles at the Bank, he was leading as Branch Head and Circle Head. He is an accomplished finance professional with over 31 years of demonstrated history of work experience in banking industry. He is an exceptional leader, expert at interpersonal communications and people management, problem solver and craving to perform under challenging environments. He holds a master's degree in Science specializing in Physics and is a CAIIB. His appointment as a Nominee Director of the Company was approved by the shareholders at the Annual General Meeting held on 28 July 2021.



Mr. Intaiyazur Rahman | CEO & Whole Time Director

Mr. Intaiyazur Rahman has over 32 years of experience in management, business leadership, leading change and forming strategic alliances. He joined the UTI Group in 1998 as part of UTI Investor Technology Services Ltd. and joined UTI AMC Ltd. in 2003. He was also the CFO of the Company from 2005. In his role as Group President & Chief Finance Officer, he headed the functions of Finance, Accounts, Taxation, Information Technology, Board related matters, Offshore funds, Alternate Investments and Portfolio Management Services. He is a Science graduate, Fellow member of Institute of Cost Accountants of India and Institute of Company Secretaries of India, Certified Public Accountant (USA) and GAMP from Indian School of Business and Kellogg School of Management. He has been conferred an Honorary doctorate degree, D.Litt., by the ITM University, Raipur. Mr. Rahman is on the Board of UTI International (Singapore), UTI International Ltd. Guernsey, UTI Venture Funds Management Co. Pvt. Ltd., UTI Capital Ltd., UTI Retirement Solutions Ltd. and IOT Infrastructure & Energy Services Limited. He is a member of the CII National Committee on Financial Markets as well as the Banking & Finance Committee of IMC Chamber of Commerce & Industry. He was on the Board of Association of Mutual Funds in India (AMFI) and is presently a permanent invitee to the AMFI Board Meetings. Prior to joining the Company, he was associated with Sumeet Machines Ltd, Leasing Finance India Ltd, Bells Controls Ltd, New India Rubber Works (P) Ltd. and S. Gupta & Co.

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Definitions

AUM refers to Assets Under Management as on end of any given month/period

MAAUM refers to a given month's average Assets Under Management

QAAUM refers to a given quarter's average Assets Under Management

AAAUM refers to a given year's average Assets Under Management Unless otherwise stated, the above definitions are used for Mutual Fund Assets under management

Total AUM refers to the total Assets Under Management of UTI Asset Management Company Limited

Other AUM refers to the AUM Under Management other than Mutual Fund AUM



Haq, ek behtar zindagi ka.

Thank You

REGISTERED OFFICE:

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Phone: 022 – 66786666.

UTI Asset Management Company Ltd. (Investment Manager for UTI Mutual Fund)

E-mail: investor.relations@uti.co.in

Mutual Fund investments are subject to market risks, read all scheme related documents carefully before investing



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