

Ref: UTI/AMC/CS/SE/2021-22/0134

Date: 29th October, 2021

National Stock Exchange of India Limited

Exchange Plaza Plot No. C/1

G Block Bandra-Kurla Complex

Bandra (East) Mumbai – 400 051

Scrip Symbol: UTIAMC

BSE Limited

Phiroze Jeejeebhoy Towers

Dalal Street

Mumbai – 400 001

Scrip Code/Symbol: 543238/UTIAMC

Sub: Investors Presentation

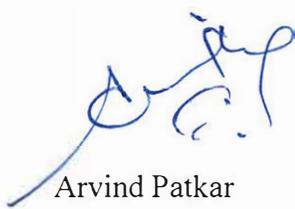
Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investors Presentation on the financial results of the Company for the quarter and half year ended 30th September, 2021.

We request you to kindly take the aforesaid information on record and disseminate the same on your respective websites.

Thanking you,

For **UTI Asset Management Company Limited**



Arvind Patkar

Company Secretary and Compliance Officer



Encl.: As above



UTI Asset Management Company Limited

Investor Presentation

UTI Q2 FY21-22

Conviction Capabilities Commitment



Private and Confidential | Mumbai, India | September 2021



Haq, ek behtar zindagi ka.

UTI AMC – Customer Centric Global Asset Management Firm



Pioneer in India

- Oldest Mutual Fund in India
- First to launch Equity Mutual Fund, Unit Linked Insurance Plan, Children's Plan



12.62 Lakh Crore INR 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



96% Districts covered Across India

- Well spread presence through BDAs, MFDs, Banks, National Distributors and Fin-tech
- Partnering with 59,700+ 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



Haq, ek behtar zindagi ka.

Our Vision and Mission

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



Haq, ek behtar zindagi ka.

Long - Term Success

Performance-driven with purpose



**Investment
Excellence**

Focus of our existence



**Investors
First**

Investors 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



Build excellent investment systems and processes.



Further build our distribution capabilities and strengthen existing relationship with our partners



Execute on key operations and technology initiatives to improve efficiency, security, and agility



Enhance our standing as a leader in Retirement and AIF business



Increase our International presence further



Embed ESG principles across the firm to be admirable stewards of client / shareholder capital

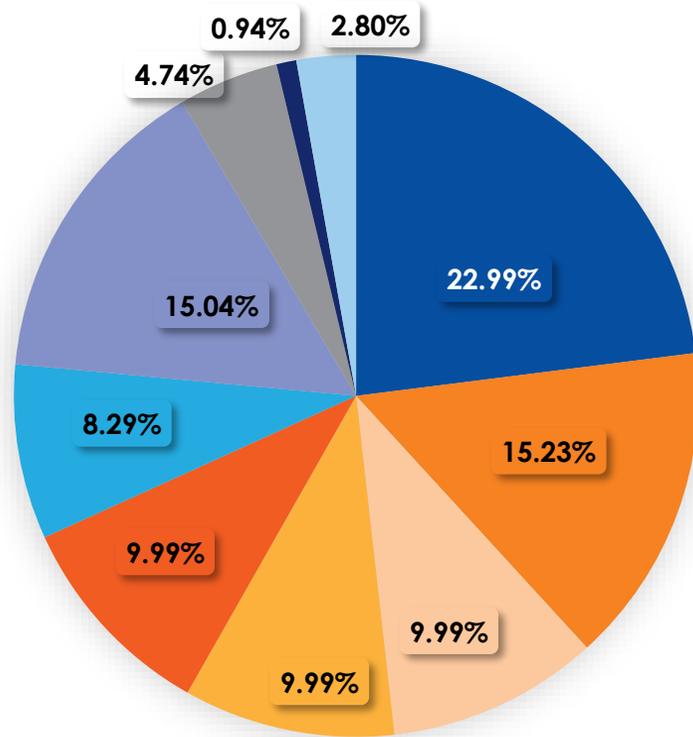


Achieve investment performance for our investors



Returns for our shareholders in the long term

Healthy Mix of Shareholders



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 **15.23%** holding



Haq, ek behtar zindagi ka.

Key Performance Indicators

	Assets Under Management	Total AUM* INR 12,62,546 Crore	MF QAAUM INR 2,08,971 Crore	Other AUM^ INR 10,53,575 Crore
	Market Share	NPS AUM 27.98%	MF AUM 5.77%	Equity + Hybrid AUM 5.31%
	Profitability	Revenue 11% QoQ growth	EBITDA 18% QoQ growth	PAT 28% QoQ growth
	Flows & Folios	Gross Sales@ INR 1,94,421 Crore	SIP Gross Sales@ INR 1,196 Crore	Live folios 1.14 Crore

*Total AUM – QAAUM for UTI MF. Closing AUM as of September 30, 2021, for all other business

^Other AUM: total Closing AUM as of September 30, 2021, for all other business except Mutual Funds

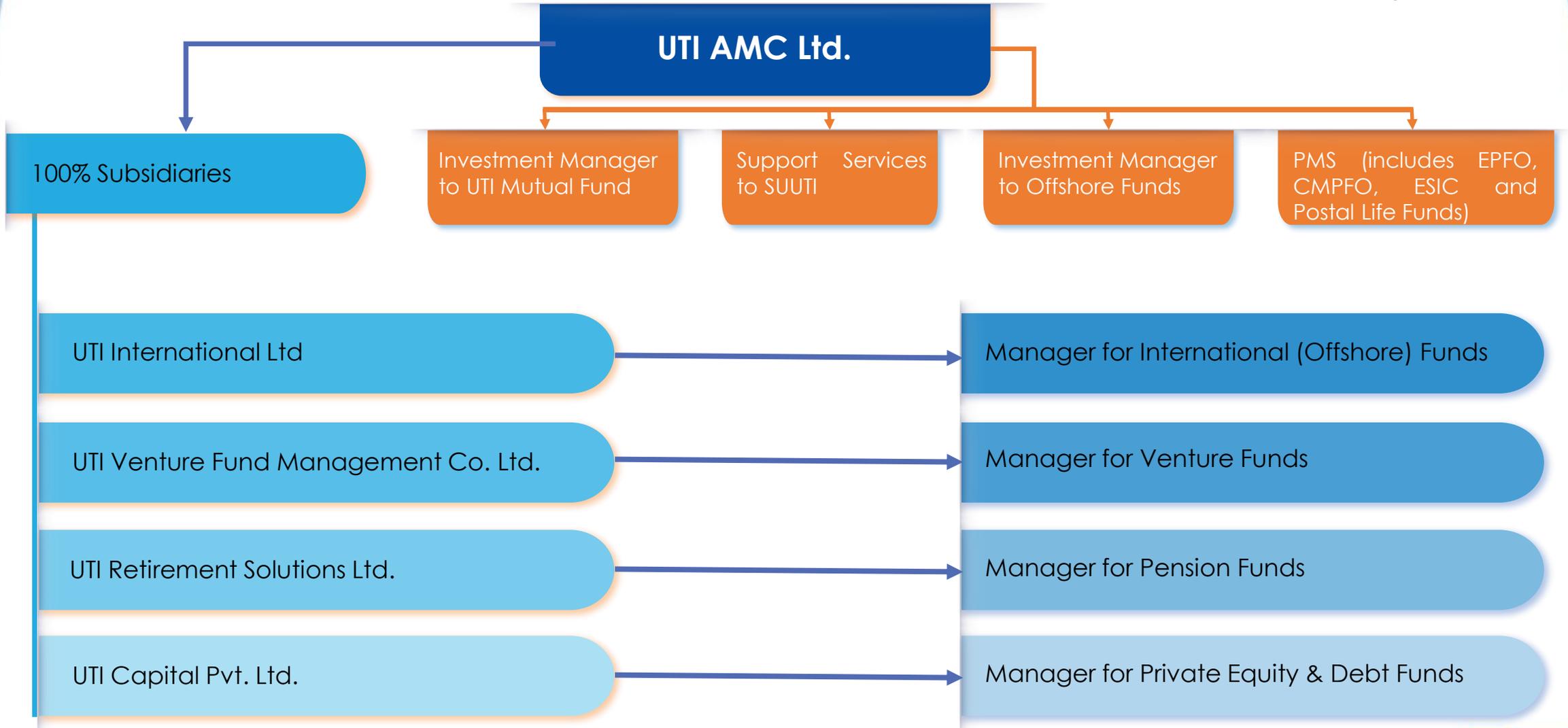
@For the Quarter

UTI Group

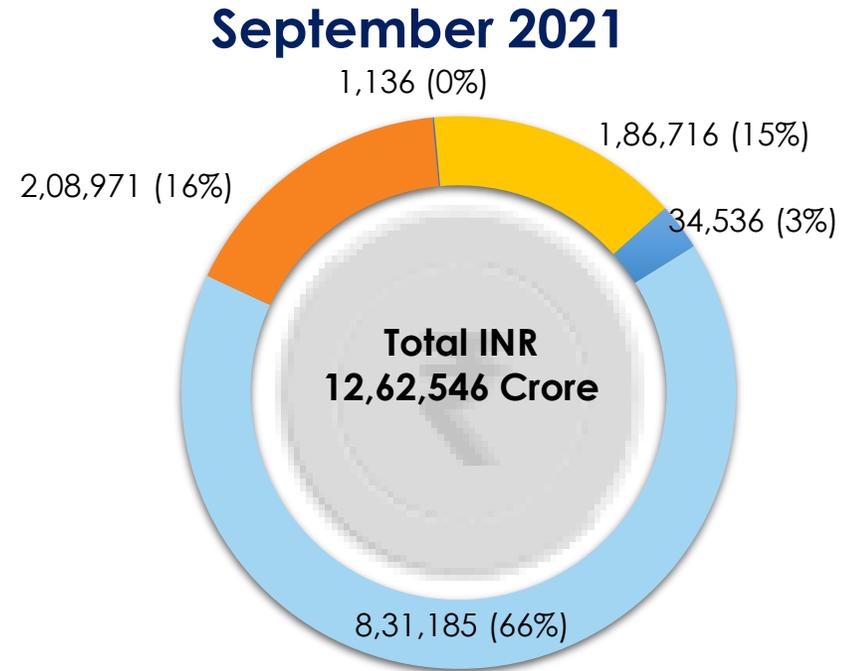
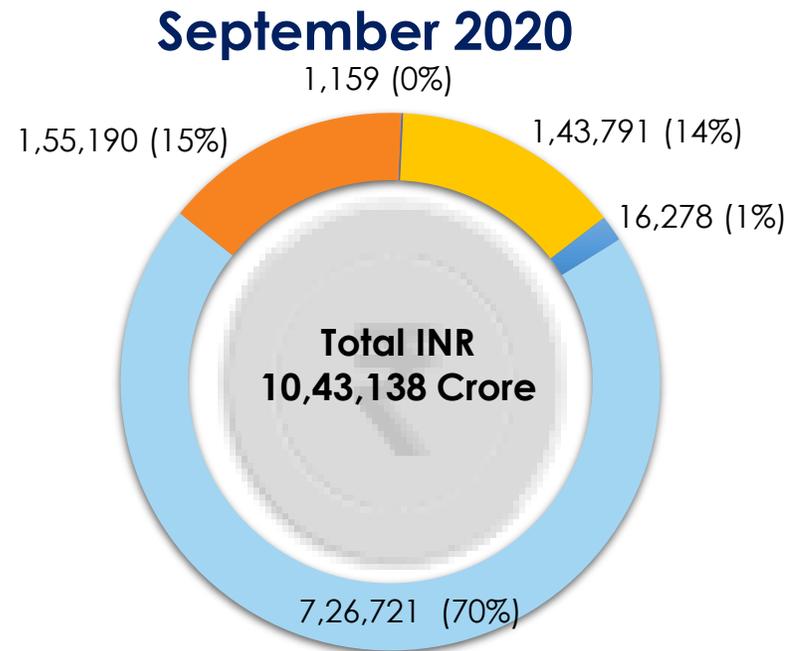


Haq, ek behtar zindagi ka.

UTI AMC Structure



UTI Group Assets Under Management have increased by 21%



■ UTI MF
 ■ PMS
 ■ UTI Capital
 ■ UTI RSL
 ■ UTI International Ltd.

Domestic MF Business for the quarter ended 30th September 2021



Equity **INR 63,177 Crore**



ETFs & Index **INR 53,046 Crore**



Liquid **INR 47,288 Crore**



Hybrid **INR 26,033 Crore**



Income **INR 19,427 Crore**



MF QAAUM **INR 2,08,971 Crore**



Haq, ek behtar zindagi ka.

Total Mutual Fund QAAUM has grown by 35% YOY

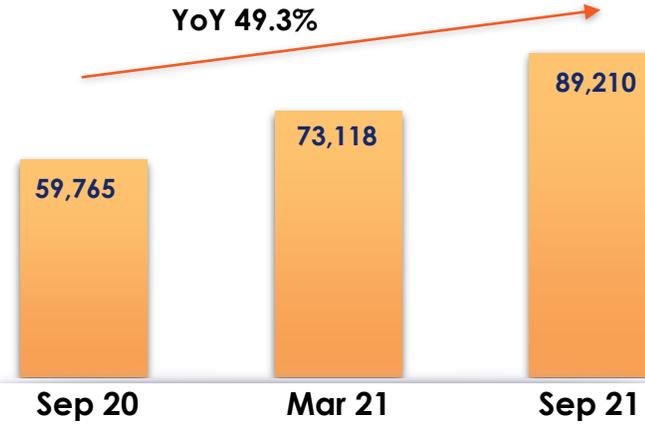
Total QAAUM

INR Crore



Equity + Hybrid QAAUM

INR Crore



Market Share - Quarterly Average AUM



Market Share - Equity & Hybrid QAAUM



Equity and Hybrid – Cornerstones of Growth

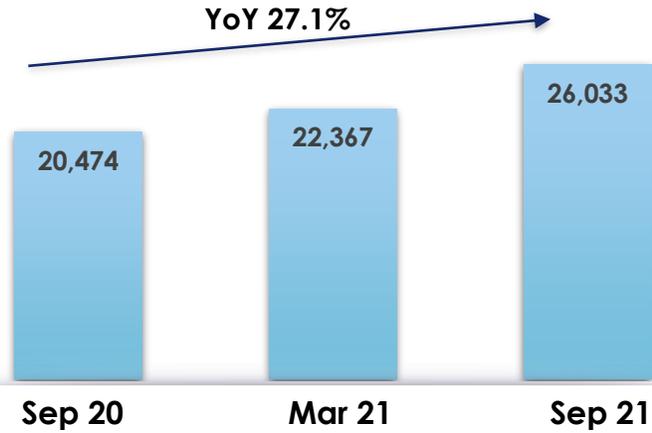
Equity QAAUM

INR Crore



Hybrid QAAUM

INR Crore



Market Share – Equity QAAUM



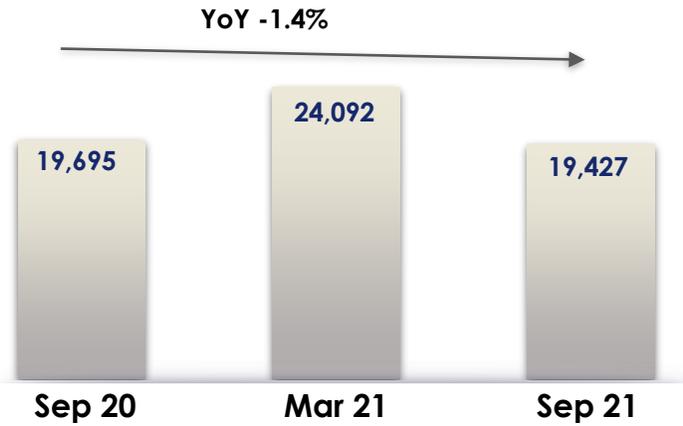
Market Share – Hybrid QAAUM



Income and Liquid QAAUM finding foothold

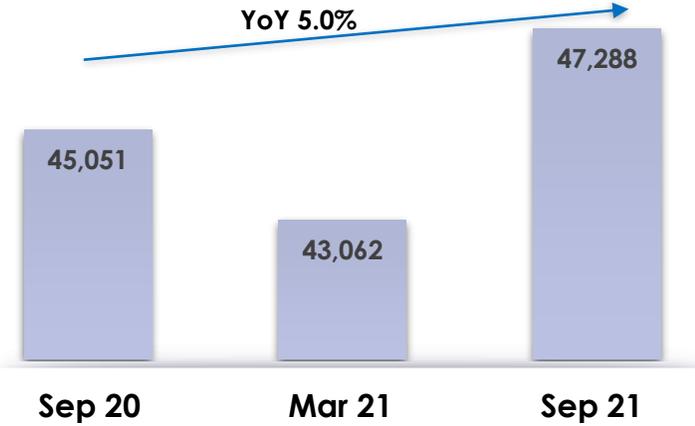
Income QAAUM

INR Crore



Liquid QAAUM

INR Crore



Market Share – Income QAAUM



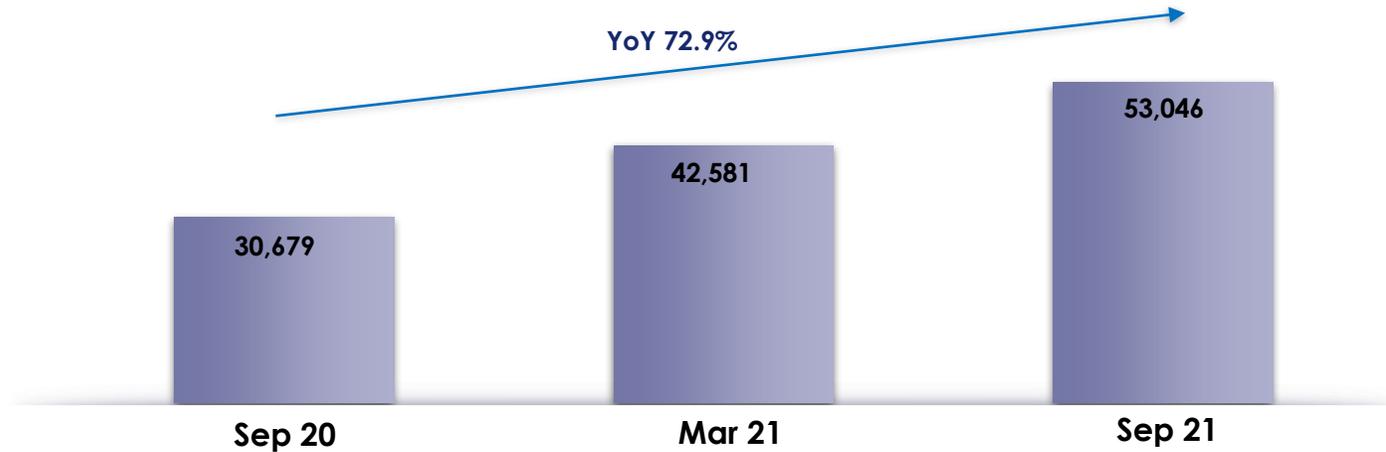
Market Share – Liquid QAAUM



Passive Funds Gaining Traction

Index & ETFs QAAUM

INR Crore

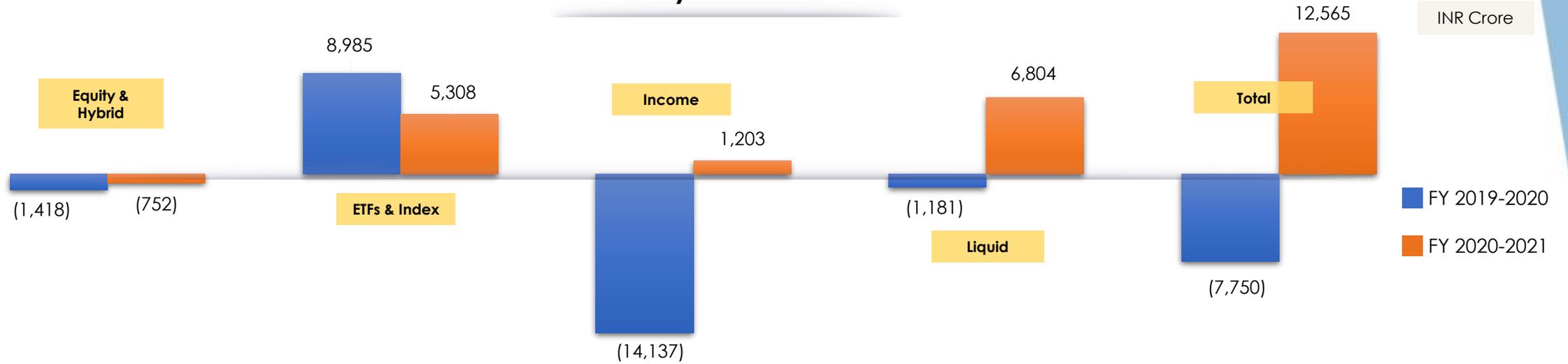


Market Share – Index & ETFs QAAUM

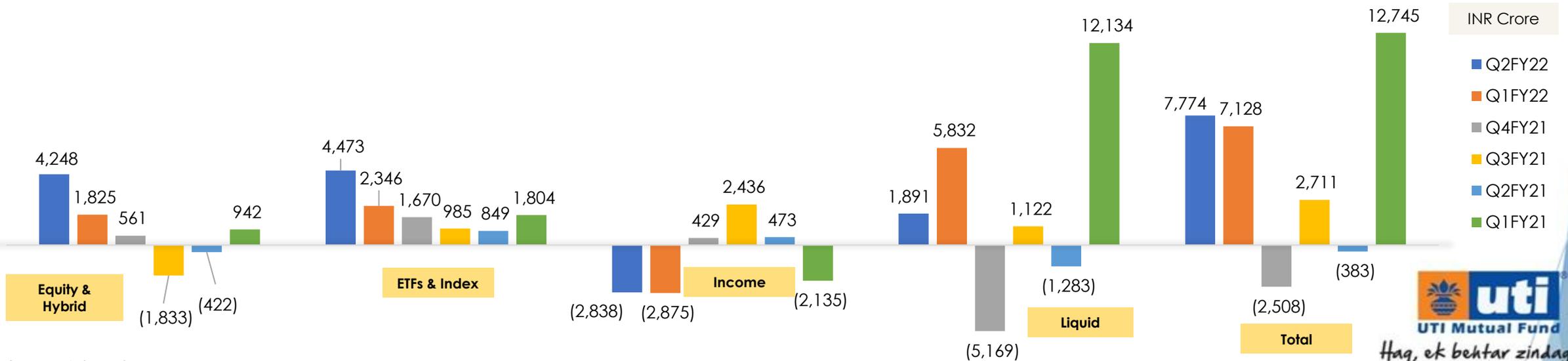


Trend in Net Sales

Yearly Net Sales



Quarterly Net Sales



Source: Internal.

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



Control

- Internal & External Audit team, Regular Compliance Check, Dedicated Risk Management Team



Advisory

- Equity Research
- Debt & Macro Research



Decision Making

- Headed by : CIO, Equity Head & Fixed Income Head + Fund Managers



Fund Accounting

- Accounting Valuation & Net Asset Value (NAV)
- Corporate Action Follow-up & Recovery



Execution

- Equity Dealers, Money Market Dealers
- Debt Dealers & Primary Market Dealers

1. b) Investment Management Process



Equity Investment Process



Investment Process

- In house research team
- Proprietary framework – qualitative & quantitative
- ESG risk assessment & integration
- 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



Haq, ek behtar zindagi ka.

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



Making an effort to restore environment



Accountability



Supports inclusive growth



Safety of Goods



Equitable Development



Sustainability throughout life cycle



Engaging with customers and providing value responsibly



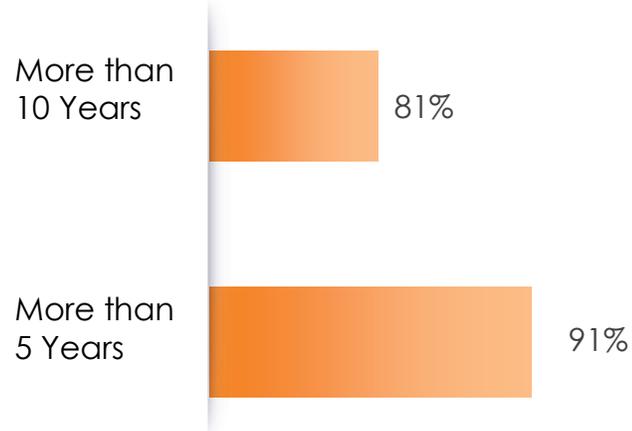
Promotes well being of employees



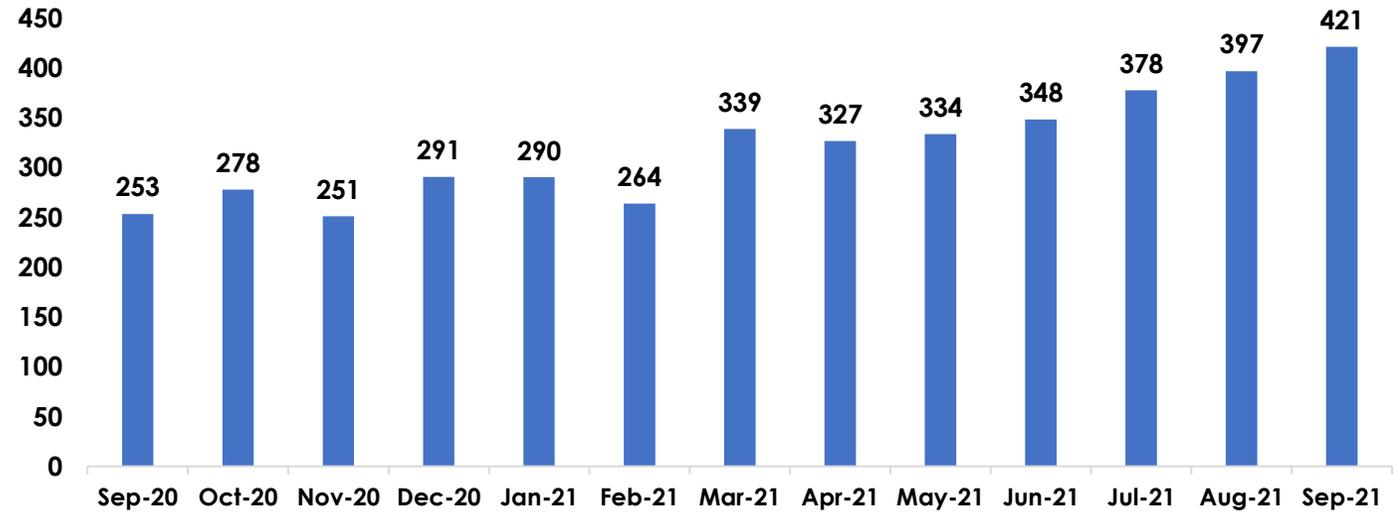
Respecting and Responding to the interest of stakeholders

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 6,202 Crore, or 55.4%, from INR 11,187 Crore as of September 30, 2020 to **INR 17,389⁽²⁾ Crore as of September 30, 2021.**



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 September 30, 2021

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

3. a) Enabling Business Digitally

24x7 Digital Channels



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

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

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.
- Launched 2 Investor Education campaigns- ELSS (Tax Saving) & Women Investors (Equal Right Equal Responsibilities).

Simplifying Life



- e-OTM- One-click Investment
- uSAVE- Liquid Account with Insta Redemption feature
- Digital KYC- Paperless and Contactless KYC process
- 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

Partner Enablement



- UTI Buddy- Office-on-the-go App and web interface for MFDs.
- Online empanelment of 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

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.



Haq, ek behtar zindagi ka.

3. b) Digital Client Acquisition Cycle

Investor Journey



- Submit a Lead
- Invest Now
- Request a Call Back
- Complete Digital KYC
- Use Calculator and Invest
- Set Goals and Invest
- Explore Products
- Chat with Agent

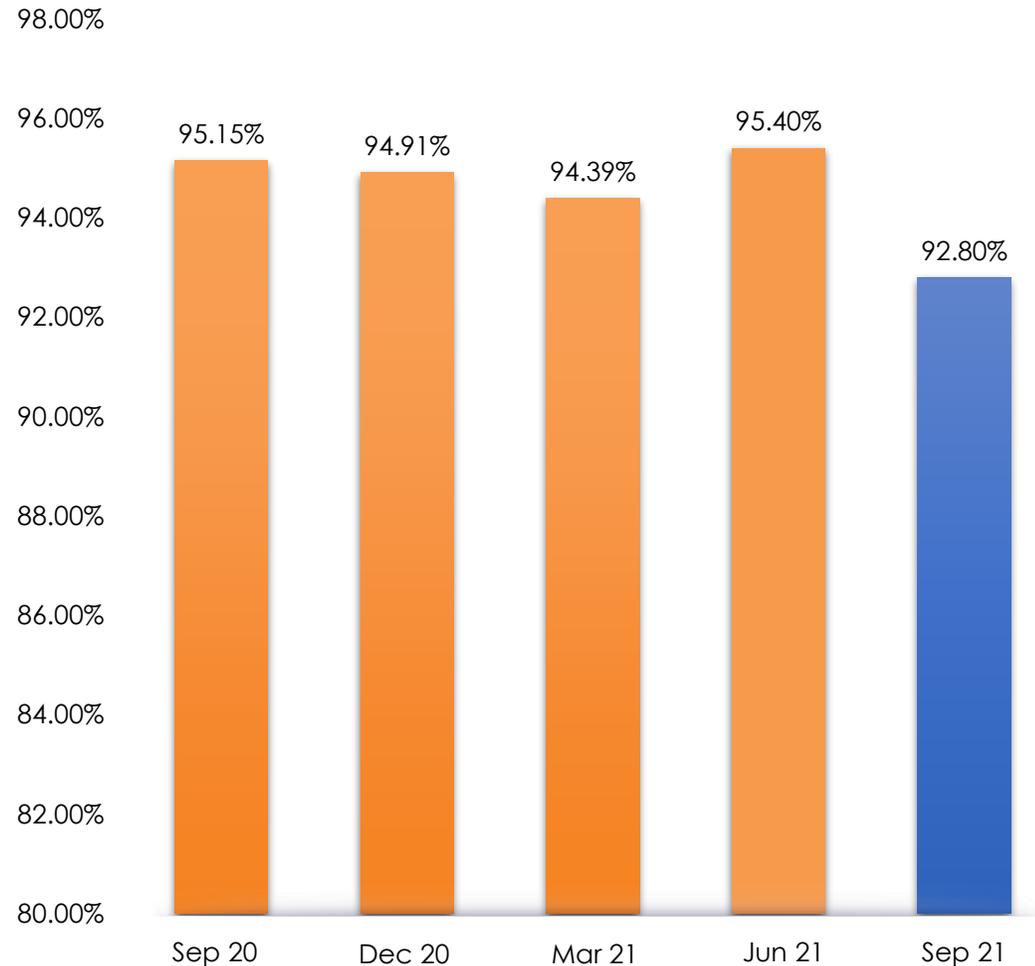
- Invest Via Mobile App
- Invest Via Online Portal
- Invest Via WhatsApp
- Invest Via Chatbot 'UNO'
- IFA/RM Assisted Sale
- Contact Center Assisted Sale
- Application @ UFC



Haq, ek behtar zindagi ka.

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 **135.8% in Q2FY22** as compared to Q2FY21.



Number of digital SIP transactions grew by **244.94% in Q2FY22** as compared to Q2FY21.



~53% 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 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 and SMS.
- We intend to continue our investments in digital marketing and other customer- and distributor-facing digital initiatives.

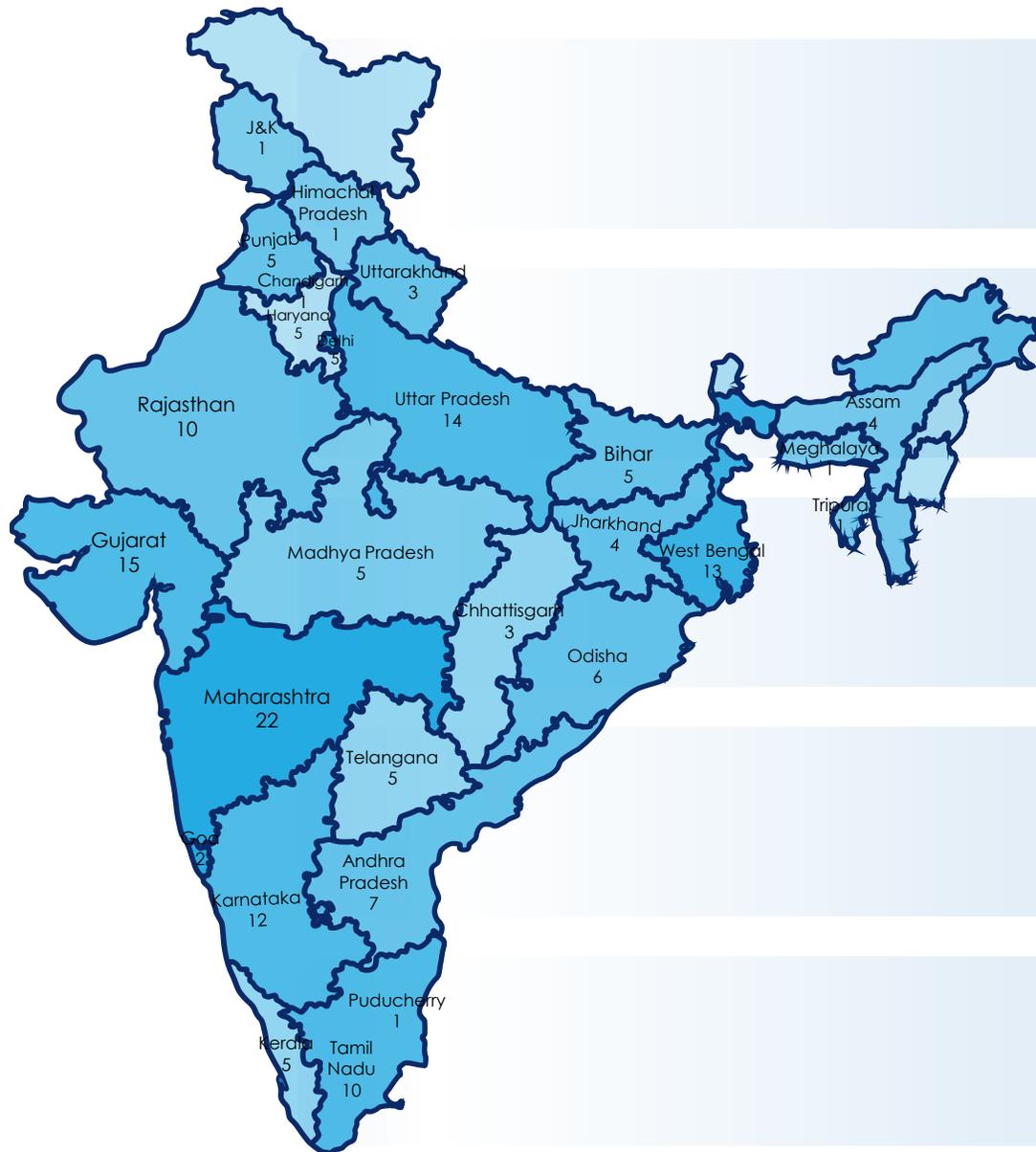
Number of Digital Purchase Transaction (in Lakhs)



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



4. a) Geographical Reach Across the Country



166  UFCs

1,426  UTI AMC Employees*

772  Sales Team

59,700  Mutual Fund Distributors

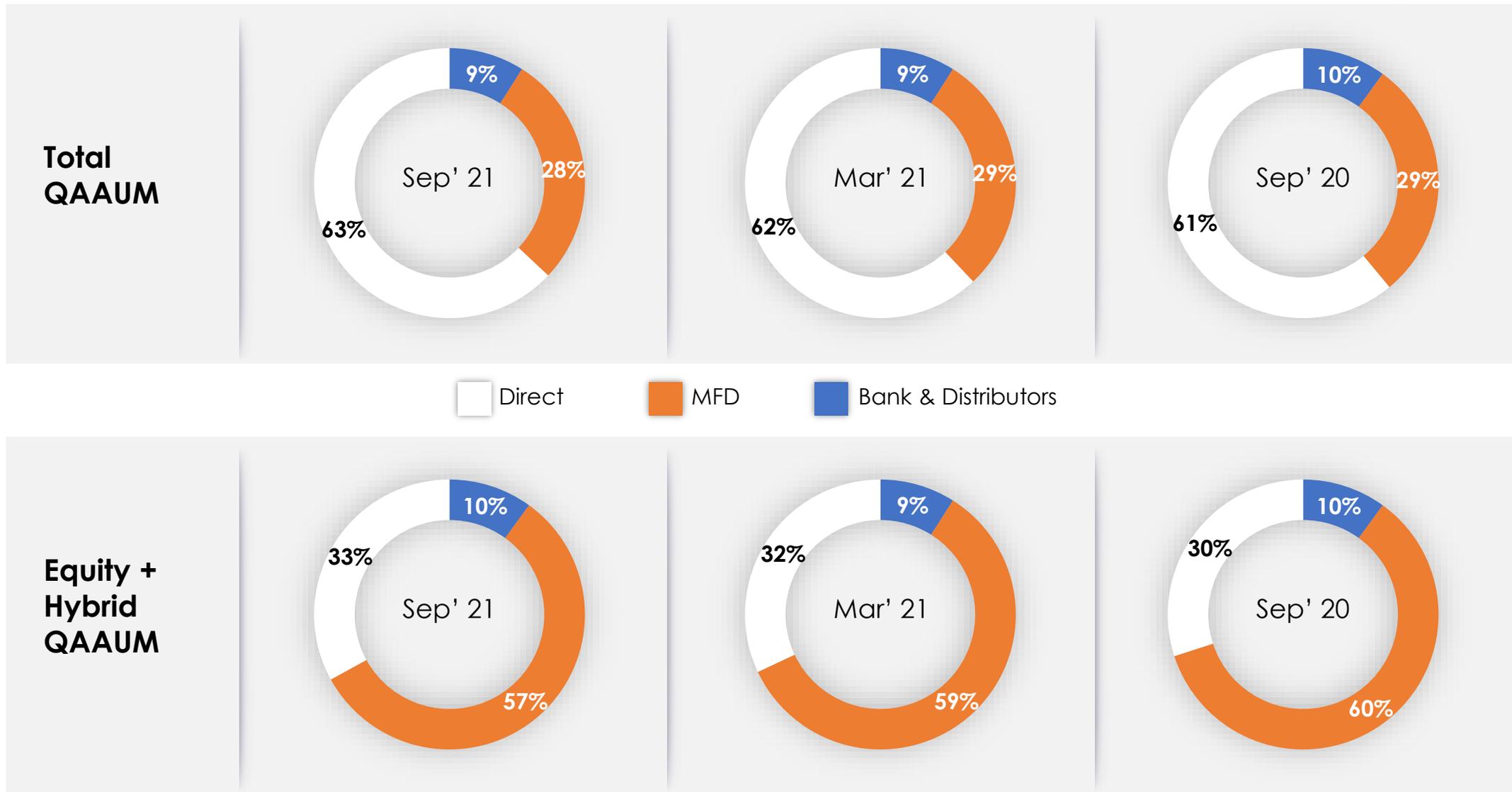
264  BDAs/CAs



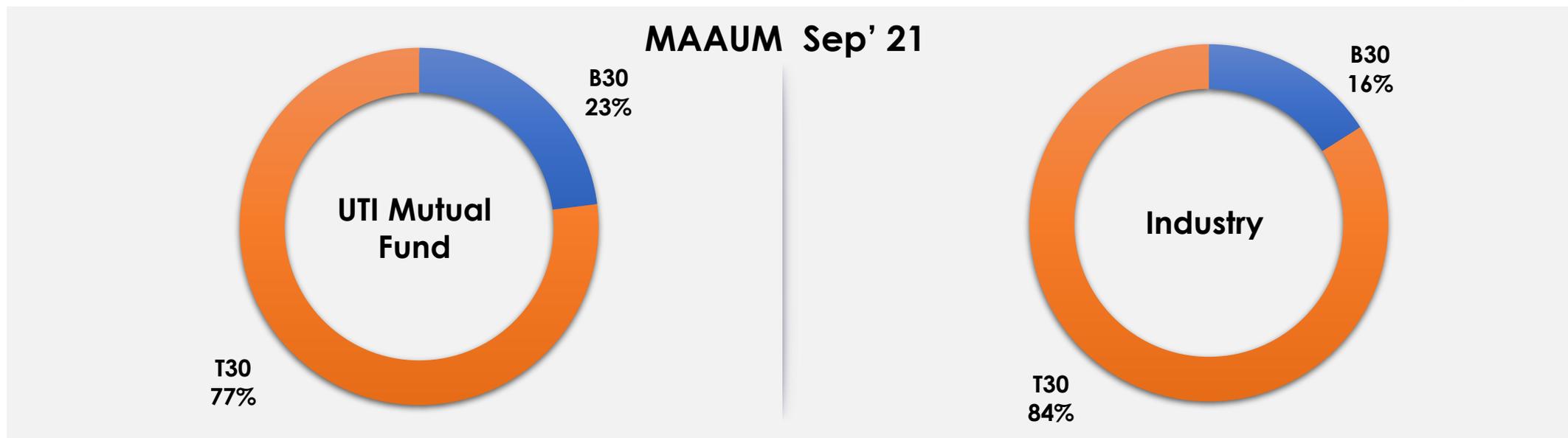
Haq, ek behtar zindagi ka.

As of September 30, 2021
 * Total Employees are 1,426 - includes 1,375 UTI AMC employees and 51 of subsidiaries

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 166 branches with 107 branches located in B-30 cities as of Sep 30, 2021
-  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. – Stellar performance during the year

-  Assets under management increased by 112% from INR 16,278 Crore as of 30th September 2020 to INR 34,536 Crore as of 30th September 2021
-  Three Office Locations – Singapore, Dubai and London with a total of 26 staff across 7 nationalities
-  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 1.09 billion 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 157 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. – Leading from the front



100% subsidiary



PFRDA licensed for managing Pension funds



Managing Government and non-Government NPS corpus



UTI RSL manages 27.98% of Industry AUM as on 30th September 2021



UTI Retirement Solutions has shown AUM growth of 30% from INR 1,43,791 crore as on 30th September 2020 to INR 1,86,717 crore as on 30th September 2021

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 and UTI Structured Debt Opportunities Fund II) with an AUM of INR 860 crore⁽¹⁾
-  **August 2017**
UTI Structured Debt Opportunities Fund I – Launched in August 2017. Fund closed in May 2019. AUM of INR 404 crore. Currently exiting Investments
-  **September 2020**
UTI Structured Debt Opportunities Fund II – Launched in September 2020. AUM of INR 456 crore. Currently Fund Raising as well as Investing
-  **August 2017**
Two Category II AIFs (UTI SDOF Growth Theme I and UTI Multi Opportunities Fund I) are currently being submitted for regulatory approval
-  The firm is also committed to Responsible Investing. UTI SDOF II has a well defined ESG policy and strategy. Firm will implement similar ESG policies for future funds as appropriate

Data as of 30th September 2021

(1) UTI Structured Opportunities Fund I's AUM are on net commitment basis and UTI Structured Debt Opportunities Fund II's AUM are based on the total commitments raised till 30th September 2021. Additionally, UTI Capital is in divesting stage of a 2010 vintage infrastructure PE fund called India Infrastructure Development Fund

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

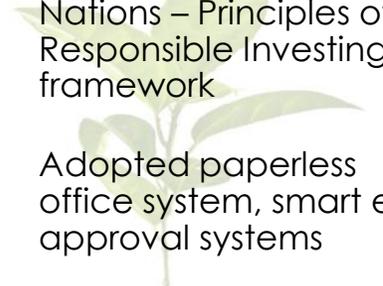


Technology & Operations

- 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

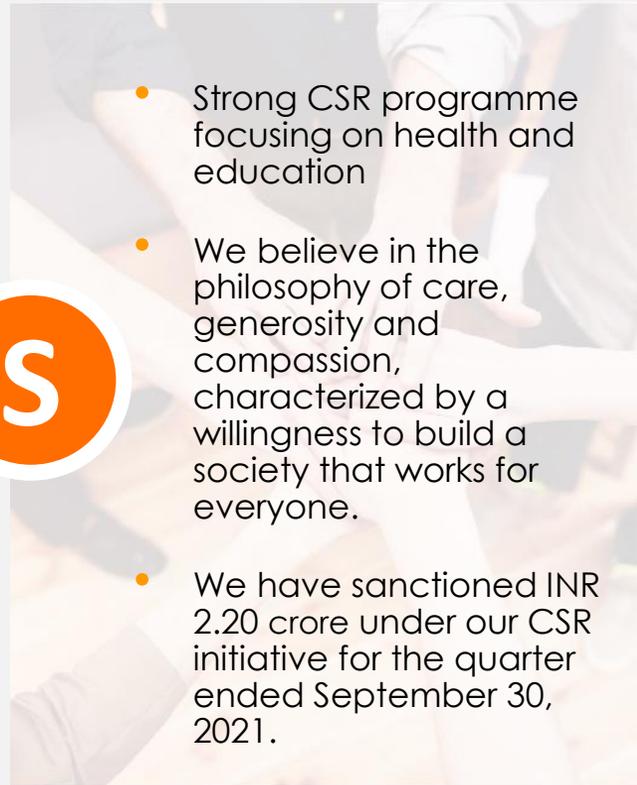
ESG Initiatives

- 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
- Number of purchase transactions through Digital grew by 135.8% in Q2 FY 22 as compared to Q2 FY 21.



S

- Strong CSR programme focusing on health and education
- We believe in the philosophy of care, generosity and compassion, characterized by a willingness to build a society that works for everyone.
- We have sanctioned INR 2.20 crore under our CSR initiative for the quarter ended September 30, 2021.



G

- Corporate governance factors have always been an integral component of our investment philosophy and company selection process.
- As of September 30, 2021, 60% of Board members are independent directors (6 out of 10) and 2 independent women directors.
- We are an equal opportunity employer. 25% of our total workforce are women. We have 351 women employees in our workforce as of September 30, 2021.

Modernizing our technology over multiple years

2016-2020



2021-2023

Infrastructure	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> Adoption of Containerized deployment model to reduce cost , increase availability and faster deployment Build Cloud agnostic architecture
Information Security & Business Continuity	<ul style="list-style-type: none"> Redrafting of Information Security policies Designed multilayer resilient security posture 	<ul style="list-style-type: none"> Zero trust security 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	<ul style="list-style-type: none"> Re-architecting and Modernizing Business Applications Adoption of SaaS first approach 	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> Identify Operation enhancement area Assessment of existing partner capability Approach towards virtual helpdesk 	<ul style="list-style-type: none"> 24*7 IT operations monitoring and management Completely automated DR switch of applications

Modernizing our technology over multiple years

2016-2020



2021-2023

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

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



Financial Snapshot

Consolidated Statement of Profit & Loss – Half Yearly Earnings

INR Crore

Particulars	H1 FY 22	H1 FY 21	%(+/-)
Total Revenue from Operations	724	537	35%
Other Income*	5	3	67%
Total Income	729	540	35%
Fee & Commission expenses	1	1	--
Employee benefit expense	195	189	3%
Depreciation & Amortization expenses	18	17	6%
Other Expense*	96	58	66%
Finance cost	4	4	--
Total Expenses	314	269	17%
PBT	415	271	53%
PAT	354	220	61%
PAT Margins (PAT Margin = PAT / Total Income)	49%	41%	

Total Revenue from Operations	H1 FY 22	H1 FY 21	%(+/-)
Sale of Service	542	359	51%
MTM gain on Investments	104	149	(30%)
Net Gain from sale of Investments	64	16	300%
Interest & Dividend Income	9	8	13%
Rental Income	5	5	--
Total Revenue from Operations	724	537	35%

* GST Inter Branch Invoicing has been eliminated from both Other Income and Other Expense, being contra in nature. The impact amounts to INR 12.12 Crore & INR 17.55 Crore for H1 FY22 & H1 FY21 respectively.

Consolidated Statement of Profit & Loss – Quarterly Earnings

INR Crore

Particulars	Q2 FY 22	Q2 FY 21	%(+/-)
Total Revenue from Operations	380	276	38%
Other Income*	3	2	50%
Total Income	383	278	38%
Fee & Commission expenses	1	1	--
Employee benefit expense	100	91	10%
Depreciation & Amortization expenses	9	9	--
Other Expense*	46	28	64%
Finance cost	2	2	--
Total Expenses	158	131	21%
PBT	225	147	53%
PAT	199	119	67%
PAT Margins (PAT Margin = PAT / Total Income)	52%	43%	

Total Revenue from Operations	Q2 FY 22	Q2 FY 21	%(+/-)
Sale of Services	280	199	41%
MTM gain on Investments	58	59	(2%)
Net Gain from sale of Investments	34	10	240%
Interest & Dividend Income	5	5	--
Rental Income	3	3	--
Total Revenue from Operations	380	276	38%

* GST Inter Branch Invoicing has been eliminated from both Other Income and Other Expense, being contra in nature. The impact amounts to INR 7.99 Crore & INR 9.28 Crore for Q2 FY22 & Q2 FY21 respectively.

Consolidated Statement of Profit & Loss – Seq. Quarterly Earnings

INR Crore

Particulars	Q2 FY 22	Q1 FY 22	%(+/-)
Total Revenue from Operations	380	344	10%
Other Income*	3	2	50%
Total Income	383	346	11%
Fee & Commission expenses	1	1	--
Employee benefit expense	100	94	6%
Depreciation & Amortization expenses	9	9	--
Other Expense*	46	50	(8%)
Finance cost	2	2	--
Total Expenses	158	156	1%
PBT	225	190	18%
PAT	199	155	28%
PAT Margins (PAT Margin = PAT / Total Income)	52%	45%	

Total Revenue from Operations	Q2 FY 22	Q1 FY 22	%(+/-)
Sale of Service	280	261	7%
MTM gain on Investments	58	46	26%
Net Gain from sale of Investments	34	30	13%
Interest & Dividend Income	5	4	25%
Rental Income	3	3	--
Total Revenue from Operations	380	344	10%

* GST Inter Branch Invoicing has been eliminated from both Other Income and Other Expense, being contra in nature. The impact amounts to INR 7.99 Crore & INR 4.13 Crore for Q2 FY22 & Q1 FY22 respectively.

Standalone Statement of Profit & Loss – Half Yearly Earnings

INR Crore

Particulars	H1 FY 22	H1 FY 21	%(+/-)
Total Revenue from Operations	548	436	26%
Other Income*	1	1	--
Total Income	549	437	26%
Fee & Commission expenses	4	2	100%
Employee benefit expense	175	172	2%
Depreciation & Amortization expenses	17	16	6%
Other Expense*	59	37	59%
Finance cost	4	3	33%
Total Expenses	259	230	13%
PBT	290	207	40%
PAT	239	158	51%
PAT Margins (PAT Margin = PAT / Total Income)	44%	36%	

Total Revenue from Operations	H1 FY 22	H1 FY 21	%(+/-)
Sale of Services	445	325	37%
MTM gain on Investments	27	82	(67%)
Net Gain from sale of Investments	62	13	377%
Interest & Dividend Income	8	11	(27%)
Rental Income	6	5	20%
Total Revenue from Operations	548	436	26%

* GST Inter Branch Invoicing has been eliminated from both Other Income and Other Expense, being contra in nature. The impact amounts to INR 12.12 Crore & INR 17.55 Crore for H1 FY22 & FY21 respectively.



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Standalone Statement of Profit & Loss – Quarterly Earnings

INR Crore

Particulars	Q2 FY 22	Q2 FY 21	%(+/-)
Total Revenue from Operations	273	226	21%
Other Income*	0	1	(100%)
Total Income	273	227	20%
Fee & Commission expenses	2	1	100%
Employee benefit expense	90	82	10%
Depreciation & Amortization expenses	9	9	--
Other Expense*	28	17	65%
Finance cost	2	2	--
Total Expenses	131	111	18%
PBT	142	116	22%
PAT	120	88	36%
PAT Margins (PAT Margin = PAT / Total Income)	44%	39%	

Total Revenue from Operations	Q2 FY 22	Q2 FY 21	%(+/-)
Sale of Services	230	181	27%
MTM gain on Investments	2	29	(93%)
Net Gain from sale of Investments	33	9	267%
Interest & Dividend Income	5	4	25%
Rental Income	3	3	--
Total Revenue from Operations	273	226	21%

* GST Inter Branch Invoicing has been eliminated from both Other Income and Other Expense, being contra in nature. The impact amounts to INR 7.99 Crore & INR 9.28 Crore for Q2 FY22 & Q2 FY21 respectively.

Standalone Statement of Profit & Loss – Seq. Quarterly Earnings

INR Crore

Particulars	Q2 FY 22	Q1 FY 22	%(+/-)
Total Revenue from Operations	273	276	(1%)
Other Income*	0	0	--
Total Income	273	276	(1%)
Fee & Commission expenses	2	2	--
Employee benefit expense	90	85	6%
Depreciation & Amortization expenses	9	9	--
Other Expense*	28	30	{7%}
Finance cost	2	2	--
Total Expenses	131	128	2%
PBT	142	148	(4%)
PAT	120	119	1%
PAT Margins (PAT Margin = PAT / Total Income)	44%	43%	

Total Revenue from Operations	Q2 FY 22	Q1 FY 22	%(+/-)
Sale of Service	230	215	7%
MTM gain on Investments	2	26	(92%)
Net Gain from sale of Investments	33	29	14%
Interest & Dividend Income	5	3	67%
Rental Income	3	3	--
Total Revenue from Operations	273	276	(1%)

* GST Inter Branch Invoicing has been eliminated from both Other Income and Other Expense, being contra in nature. The impact amounts to INR 7.99 Crore & INR 4.13 Crore for Q2 FY22 & Q2 FY21 respectively.

Details of Consolidated Sale of Services

INR Crore

Particulars	Q2 FY 22	Q2 FY 21	%(+/-)	H1 FY 22	H1 FY 21	%(+/-)
MF Fees	220	174	26%	426	310	37%
PMS Fees	7	5	40%	13	9	44%
SUUTI Support Service Fees	2	2	--	5	5	--
POP Fees & others	1	0	--	1	1	--
Sale of Services - UTI AMC Standalone	230	181	27%	445	325	37%
UTI International	29	14	107%	55	26	112%
UTI RSL	23	4	475%	45	7	543%
UTI Capital & UTI Venture	1	2	(50%)	3	4	(25%)
Elimination	(3)	(2)	50%	(6)	(3)	100%
Sale of Services - UTI AMC Consolidated	280	199	41%	542	359	51%

Consolidated Balance Sheet

INR Crore

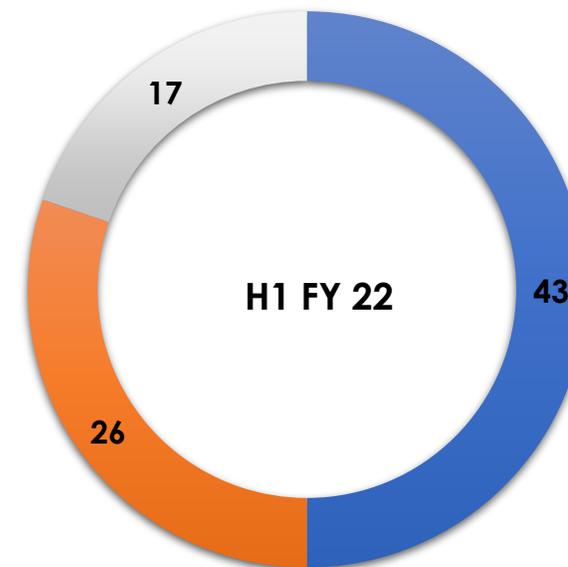
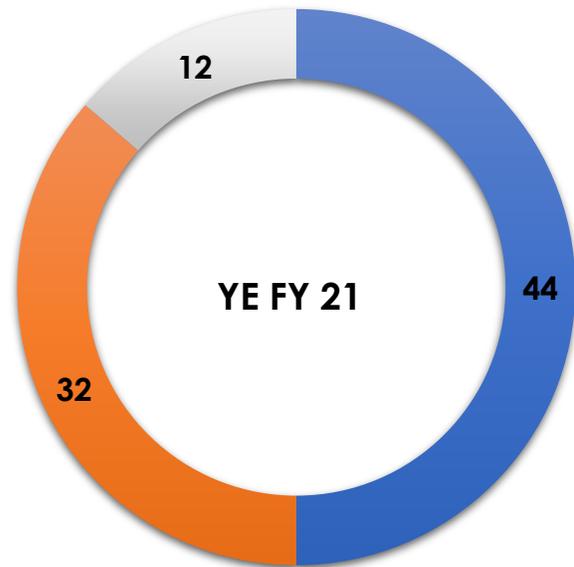
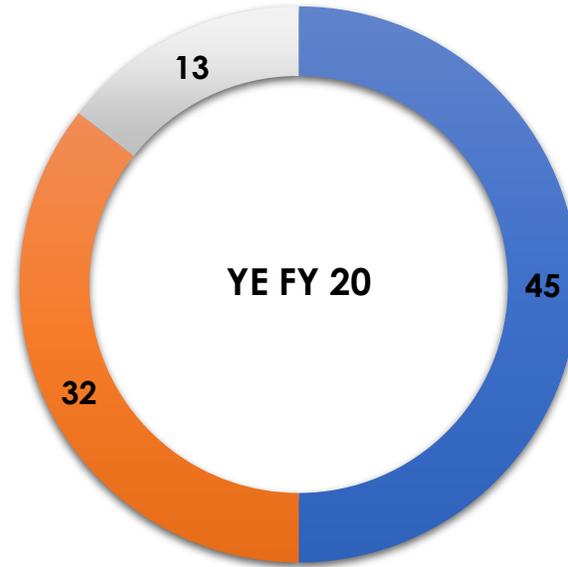
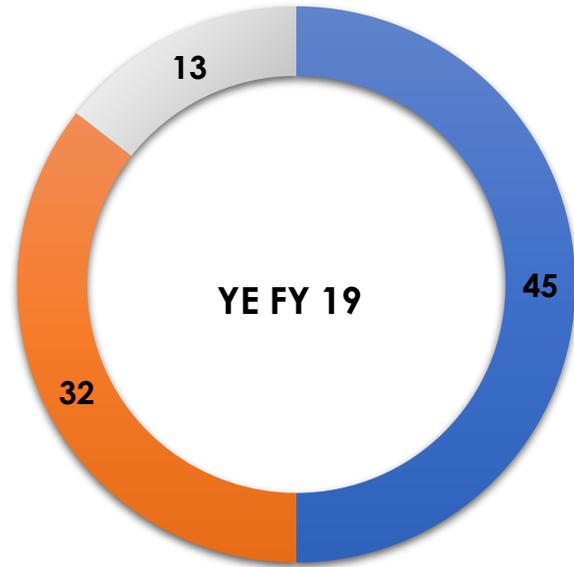
Particulars	H1 FY 22	H1 FY 21	%(+/-)
Assets:			
Financial Assets	3,305	2,913	13%
Non Financial Assets	434	435	0%
Total Assets	3,739	3,348	12%
Liabilities & Equity:			
Financial Liabilities	232	201	10%
Non-financial Liabilities	136	132	3%
Equity	3,371	3,006	12%
Total Liabilities & Equity	3,739	3,348	12%

Standalone Balance Sheet

INR Crore

Particulars	H1 FY 22	H1 FY 21	%(+/-)
Assets:			
Financial Assets	2,789	2,627	6%
Non Financial Assets	427	422	1%
Total Assets	3,216	3,049	5%
Liabilities & Equity:			
Financial Liabilities	213	198	8%
Non-financial Liabilities	99	101	(2%)
Equity	2,904	2,750	6%
Total Liabilities & Equity	3,216	3,049	5%

Operating Profit Margin (bps of AAUM)



- Operating Revenue
- Operating Expenses
- PAT Margin

UTI International – Consolidated Statement of Profit & Loss

Particulars	For the Period Ended on September 2021		For the Period Ended on September 2020	
	(GBP in '000)	INR Crore	(GBP in '000)	INR Crore
AUM	34,58,321	34,536	17,20,013	16,278
Sale of Service	5,384	55	2,798	27
M2M gain from Investment	7,426	76	7,094	67
Other Income	554	6	438	4
Total Income	13,364	137	10,330	98
Employee Cost	1,483	15	1,471	14
Admin & other Exp	2,815	29	2,084	20
Total Expenses	4,298	44	3,555	34
Profit before Tax	9,066	93	6,775	64
Profit after Tax	8,954	92	6,764	64
Paid up Share Capital	6,758	67	6,758	67
Net Worth	58,361	583	41,821	396

Other Subsidiaries Financial highlights

INR Crore

Particulars	UTI Retirement Solutions Ltd.		UTI Capital Pvt. Ltd.		UTI Venture Funds Mgmt. Co. Pvt. Ltd.	
	H1 FY 22	H1 FY 21	H1 FY 22	H1 FY 21	H1 FY 22	H1 FY 21
AUM	1,86,717	1,43,791	1,136	1,159	--	--
Sale of Services	44.6	6.9	2.9	3.7	--	--
M2M Gain on Investment	0.3	(2.5)	1.4	0.9	(0.9)	0.5
Other Income	0.7	3.5	0.3	0.3	2.0	0.3
Total Income	45.6	7.9	4.6	4.9	1.1	0.8
Employee Benefit Expenses	1.7	1.2	2.6	2.5	--	--
Depreciation Expenses	0.3	0.2	0	0	--	--
Administration Expenses	13.5	4.6	1.7	1.4	0.1	0.2
Total Expenses	15.5	6.0	4.3	3.9	0.1	0.2
PBT	30.1	1.9	0.3	1.0	1.0	0.6
Profit after Tax	22.6	1.9	0.3	0.8	0.9	0.5
Net Worth	66.8	42.1	30.2	30.1	12.2	10.5

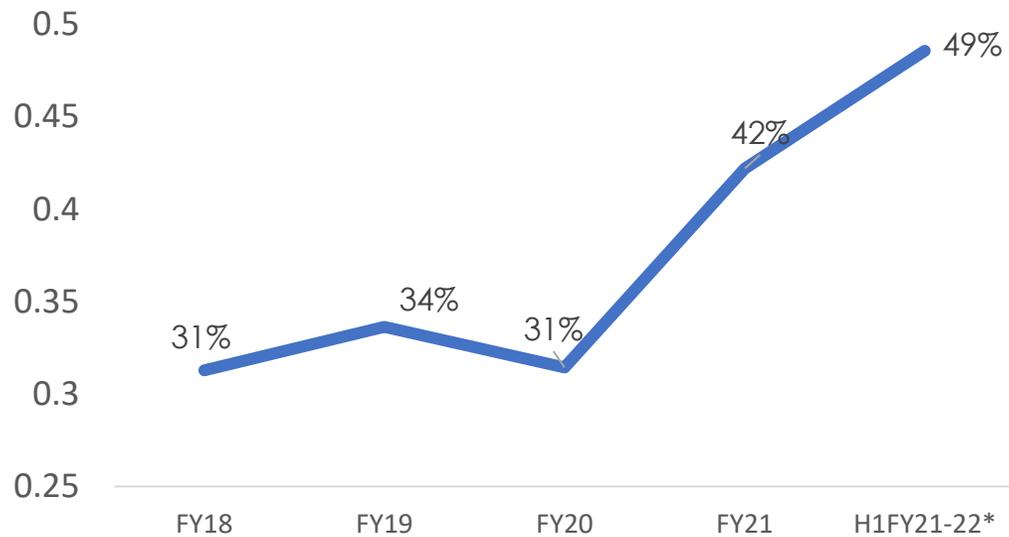


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Consolidated Ratios



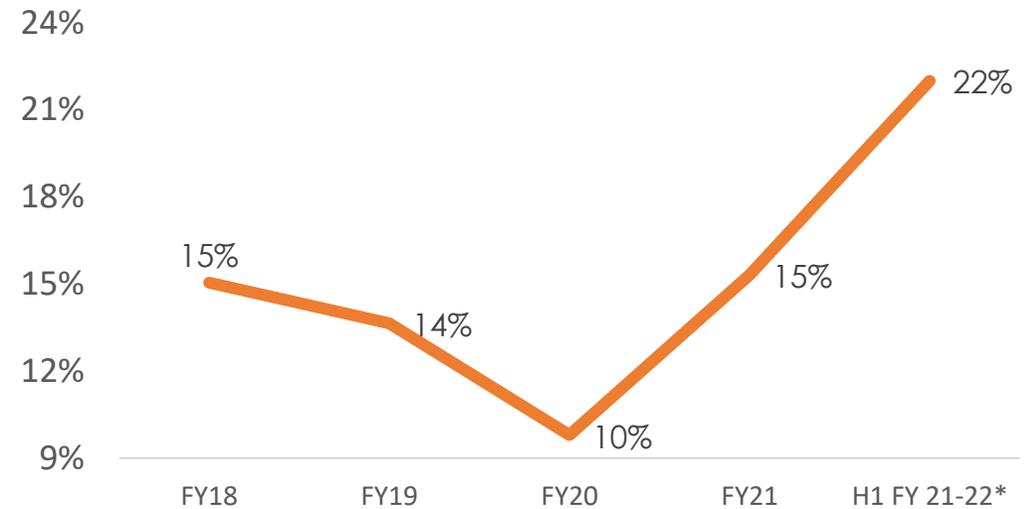
PAT Margin (%)



#h1 FY21-22 has been annualized



Return on Equity (%)



#H1 FY21-22 has been annualized



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Annexures



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Investor Services Key Indicators – Q2 FY 21-22



Contact Center

1.09 Lakh
Total Call Volume Outbound

0.79 Lakh
Total Call Volume Inbound

20.32 Seconds
Average Speed of Answer



Investor Services

23
Total Complaints Received

1.14 Crore
Folios

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



Digital Transactions (own assets)

38.97%
Digital Transactions done
post E-KYC are SIP
Instalments

INR 5.96 Crs
Digital Transaction Amount
capitalized post Digital KYC

2,934
Digital KYC Compliant PANs
created



Non-Commercial Transactions

100%
Non-Commercial
Transactions processed in
the same day

70.15%
Non- Commercial Transactions
processed in 60 Minutes

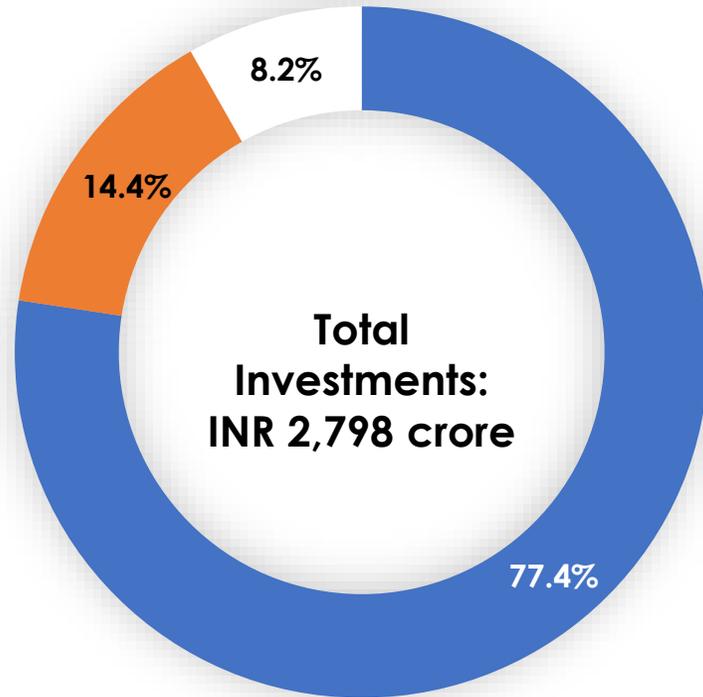
71.78%
Total Digital KYC Compliant PANs
created using our website.



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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 Sep 30, 2021	INR crore
Investment in UTI MF Schemes	2,166
Equity	130
Arbitrage	1,286
Liquid & Debt	750
Offshore Funds	403
Equity	363
Debt / Hybrid	40
Venture Funds, Other Equity etc.#	229
Total	2,798

#Note : Investment in Venture Funds & Other Equity Includes:
 Inv. In Ascent India III : INR 109 Crore
 Inv. In SODF I & II: INR 111 Crore



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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 Non-Independent 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 Non-Executive Director of the Company was approved by the shareholders at the Annual General Meeting held on 22 August 2019.



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 37 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 four 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 a 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 Non-Independent Director

Sanjay Varshneya is a Non-Executive Non Independent Director of the Company with effect from 29th July, 2021. He holds a master's degree in science specializing in Physics and is a CAIIB. He is currently the General Manager Treasury Division at Punjab National Bank and has been working with the Bank for the last 19 years. He has a rich experience in the treasury operations of over 11 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 30 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. His appointment as an Non-Executive Non Independent Director of the Company was approved by the shareholders at the 18th Annual General Meeting held on 28th July, 2021.



Mr. Imtaiyazur Rahman | CEO & Whole Time Director

Imtaiyazur Rahman is the Chief Executive Officer and Whole-Time Director of the Company. He has more than 30 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 and Board related matters. 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 (ISB-Kellog).

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 Ltd. He was also a member of the working group for risk management in liquid schemes constituted by SEBI. 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



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Thank You

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investor.relations@uti.co.in

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