



UTI Asset Management Company Limited

# Investor Presentation

UTI Q3 FY21-22

Conviction Capabilities Commitment



Private and Confidential | Mumbai, India | December 2021



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# 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



## 13.11 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



## 97% Districts covered Across India

- Well spread presence through DAs, MFDs, Banks, National Distributors and Fin-tech
- Partnering with 61,000+ 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.

Information Classification: UTI AMC - Public

## 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.

Information Classification: UTI AMC - Public

## 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**



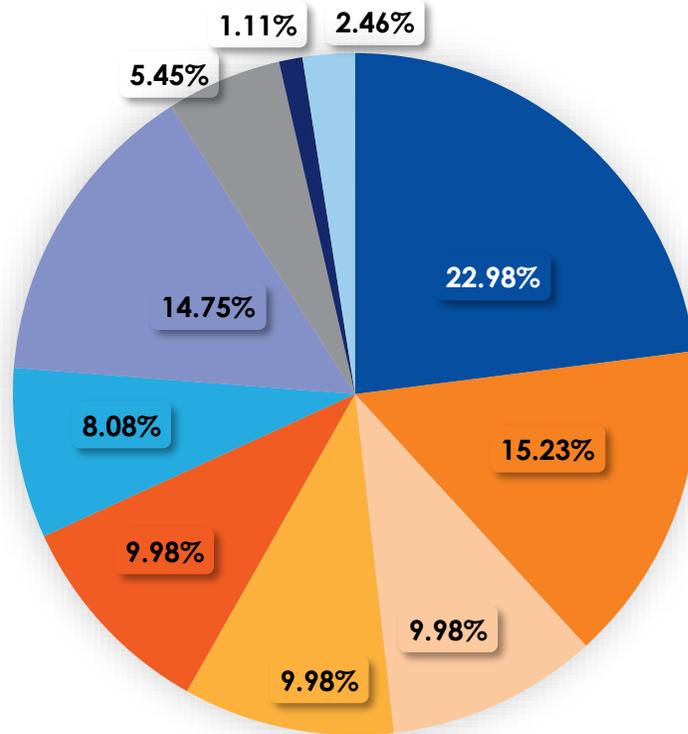
**Returns for our shareholders in the long term**



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# Healthy Mix of Shareholders



-  T. Rowe Price  
INVEST WITH CONFIDENCE
-  Mutual Funds
-  पंजाब नैशुनल बैंक  
punjab national bank
-  बैंक ऑफ बरोडा  
Bank of Baroda
-  LIC  
Life Insurance Corporation of India
-  SBI
-  Retail Shareholders
-  Foreign portfolio Investors
-  Others
-  Alternate Investment Funds



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.

Information Classification: UTI AMC - Public

# Key Performance Indicators

	<b>Assets Under Management</b>	<b>Total AUM*</b> <b>INR 13,11,414 Crore</b>	<b>MF QAAUM</b> <b>INR 2,24,671 Crore</b>	<b>Other AUM^</b> <b>INR 10,86,743 Crore</b>
	<b>Market Share</b>	<b>NPS AUM</b> <b>27.65%</b>	<b>MF AUM</b> <b>5.88%</b>	<b>Equity + Hybrid AUM</b> <b>5.29%</b>
	<b>Profitability</b> <b>Q3 FY22 vs Q3 FY21</b>	<b>Core Revenue</b> <b>Growth# 33%</b>	<b>Core EBITDA</b> <b>Growth# 121%</b>	<b>Core PAT</b> <b>Growth# 153%</b>
	<b>Flows &amp; Folios</b>	<b>Gross Sales@</b> <b>INR 1,97,645 Crore</b>	<b>SIP Gross Sales@</b> <b>INR 1,352 Crore</b>	<b>Live folios</b> <b>1.16 Crore</b>

\* Total AUM includes QAAUM for UTI MF and Closing AUM as of December 31, 2021, for all other business

^ Other AUM: total Closing AUM as of December 31, 2021, for all other business except Mutual Funds

@ For the Quarter

# Core Revenue is revenue from Sale of Services

# Core EBITDA & Core PAT exclude MTM Gain, Income from Sale of Investment and Other Non Operating Income

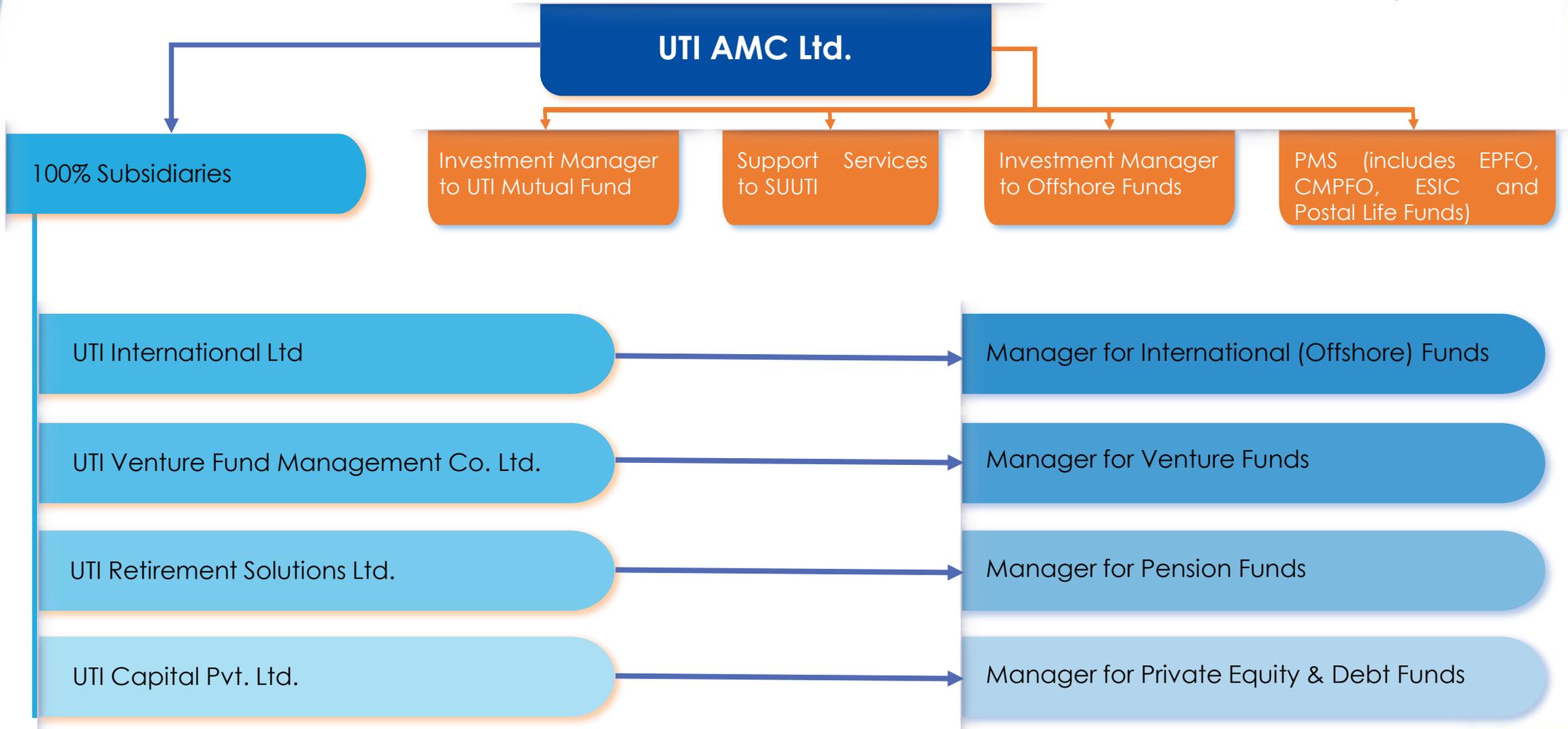
# UTI Group



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# UTI AMC Structure

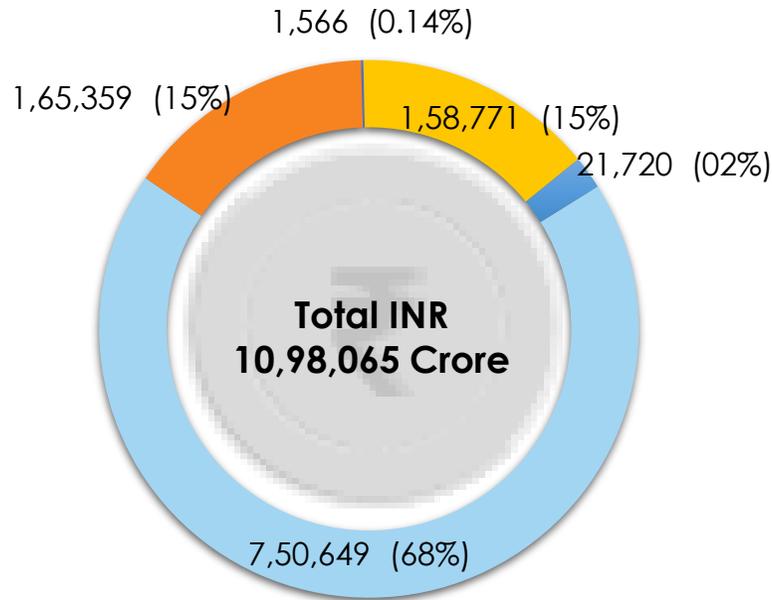


Haq, ek behtar zindagi ka.

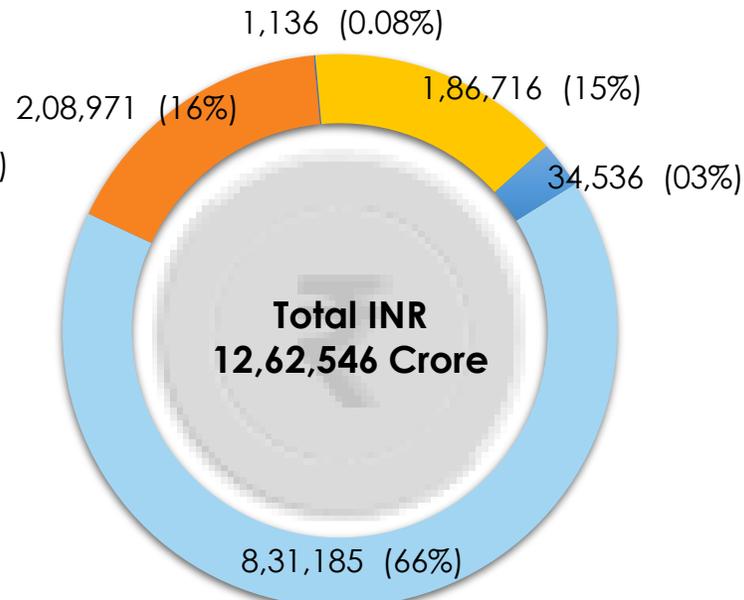
Information Classification: UTI AMC - Public

# UTI Group Assets Under Management have increased by 19% YoY

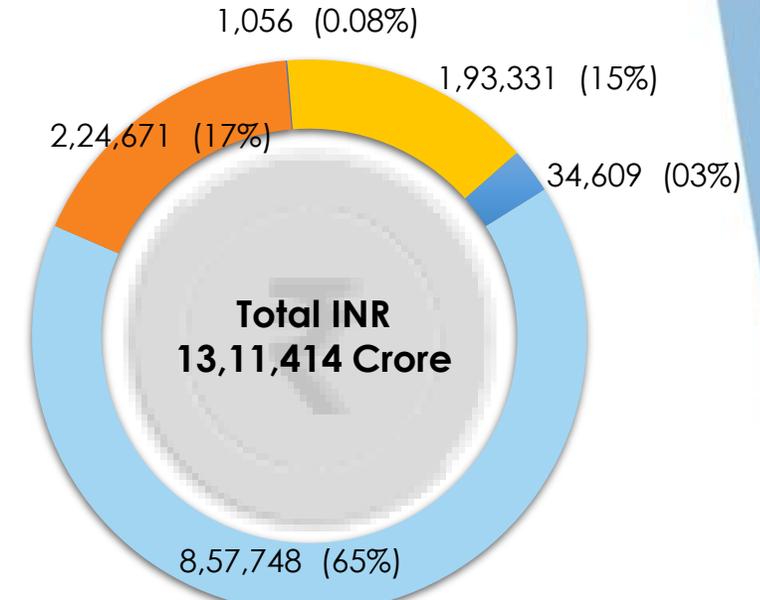
## December 2020



## September 2021



## December 2021



UTI MF

PMS

UTI Capital

UTI RSL

UTI International Ltd.

### Domestic MF QAAUM for the quarter ended 31st December 2021



Equity **INR 70,085 Crore**



ETFs & Index **INR 60,341 Crore**



Liquid **INR 47,129 Crore**



Hybrid **INR 27,064 Crore**



Income **INR 20,053 Crore**



MF QAAUM **INR 2,24,671 Crore**

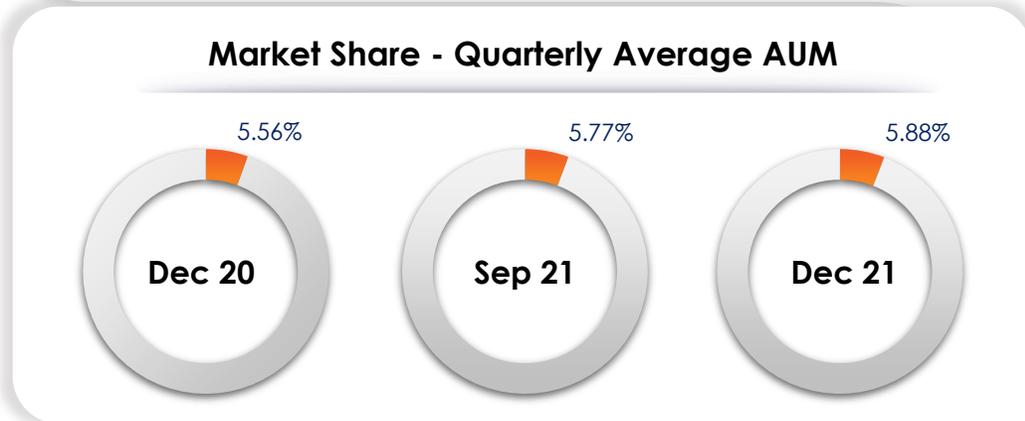
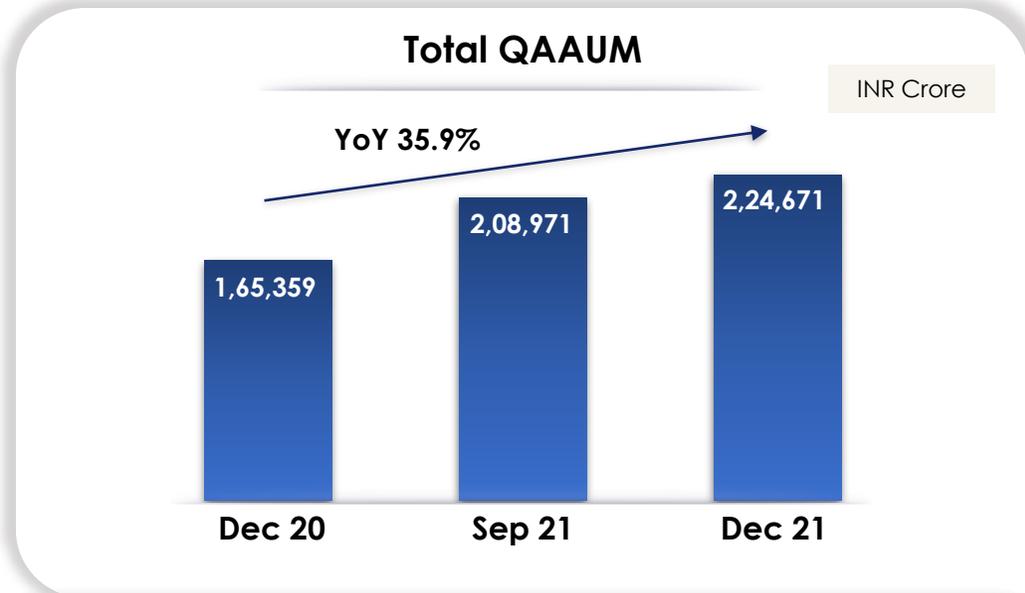


Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# Outpacing the YoY industry growth

~36% YoY growth in QAAUM, industry grew at 28.6%



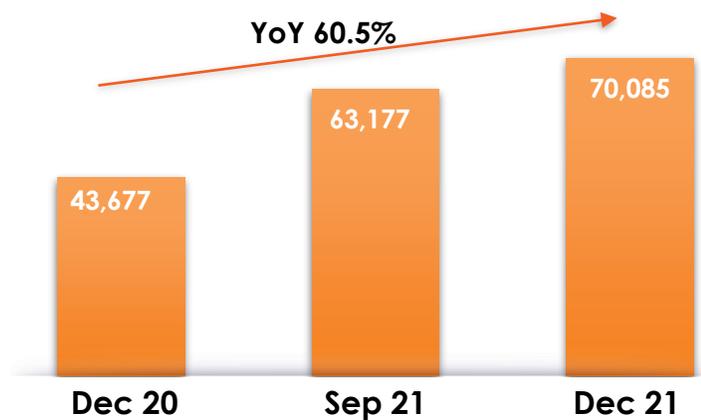
Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# Keystones in Growth – 60% YoY growth in Equity QAAUM

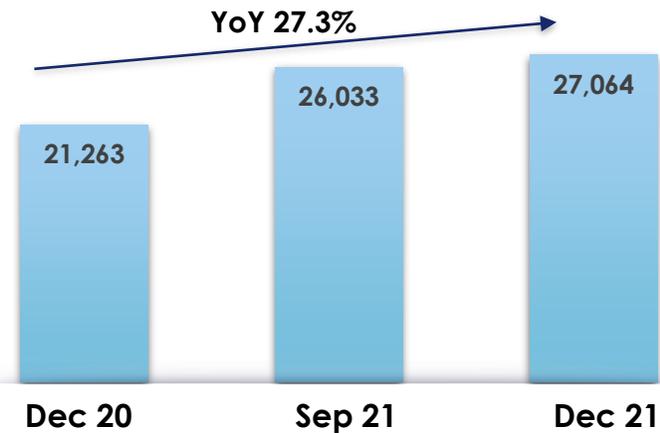
## Equity QAAUM

INR Crore



## Hybrid QAAUM

INR Crore



## Market Share – Equity QAAUM



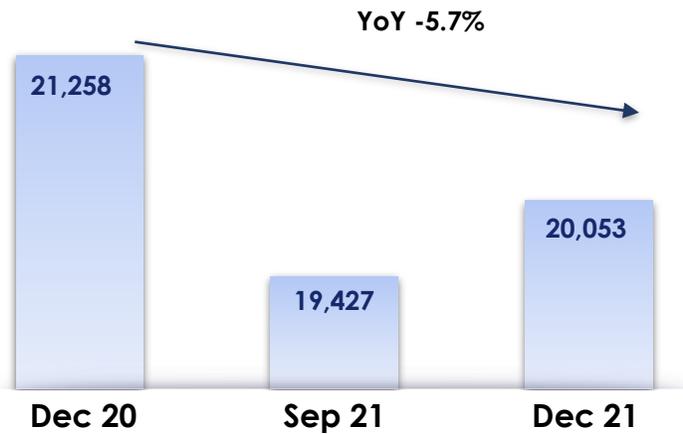
## Market Share – Hybrid QAAUM



# Income and Liquid QAAUM finding foothold

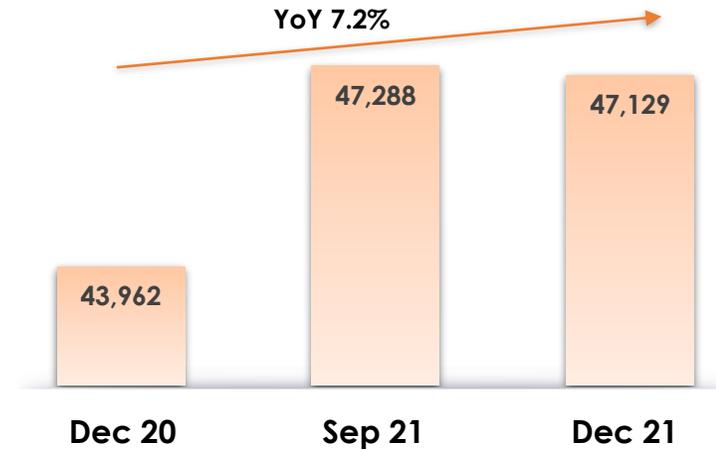
## Income QAAUM

INR Crore



## Liquid QAAUM

INR Crore



## Market Share – Income QAAUM



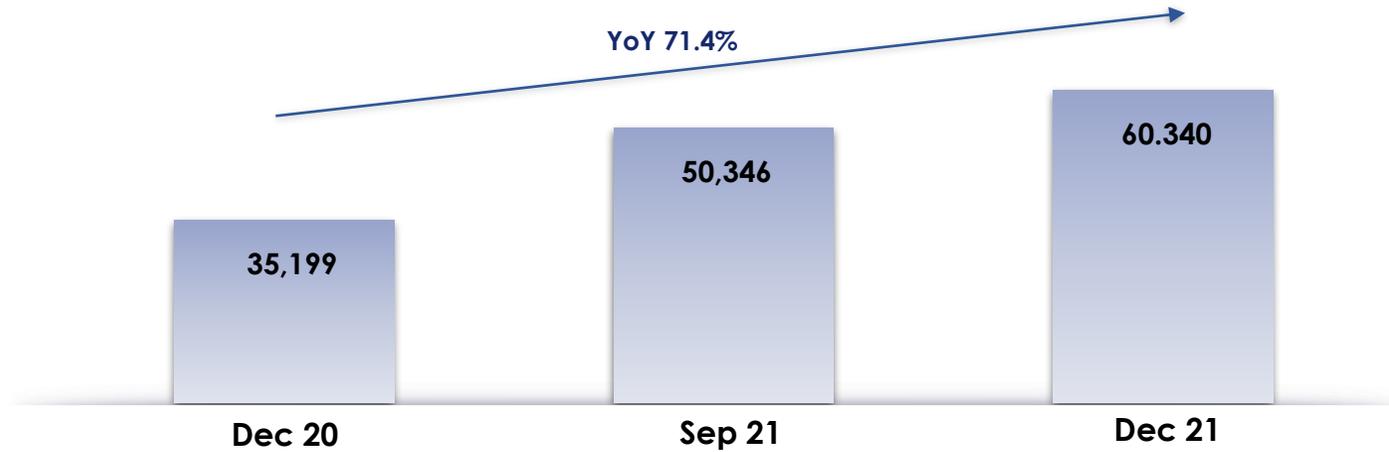
## Market Share – Liquid QAAUM



# Passive Funds Gaining Traction

## Index & ETFs QAAUM

INR Crore



## Market Share – Index & ETFs QAAUM

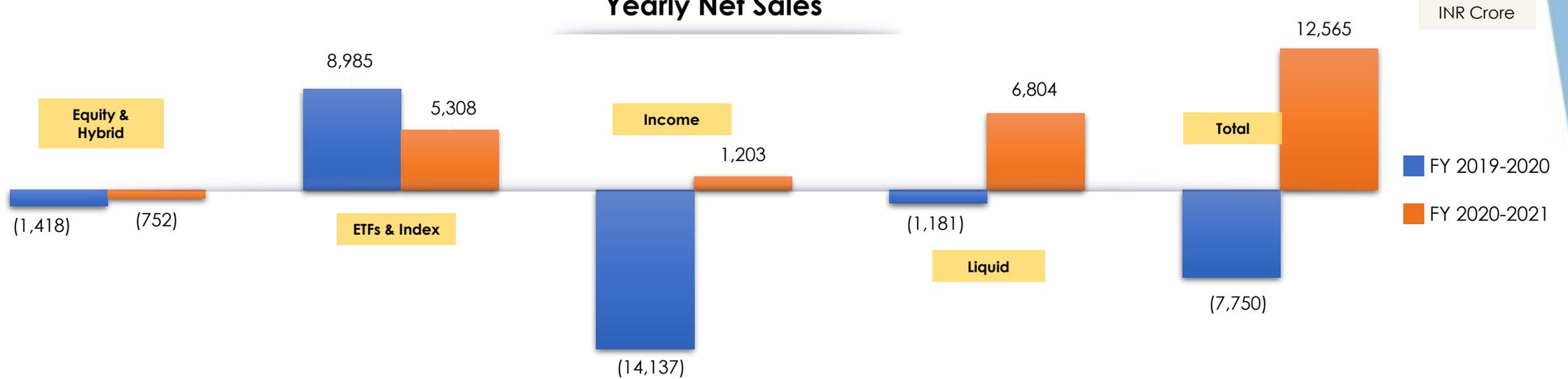


Haq, ek behtar zindagi ka.

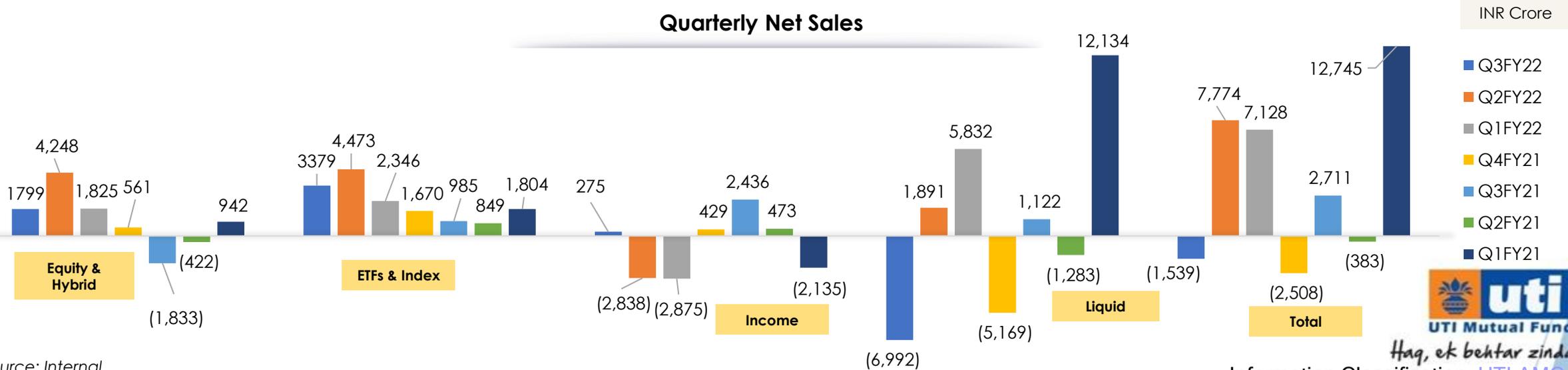
# Trend in Net Sales

9M Net Sales for Equity and ETF & Index capture 7.2% & 10.8% of industry

## Yearly Net Sales



## Quarterly Net Sales



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# 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



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# 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
- 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.

Information Classification: UTI AMC - Public

# 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



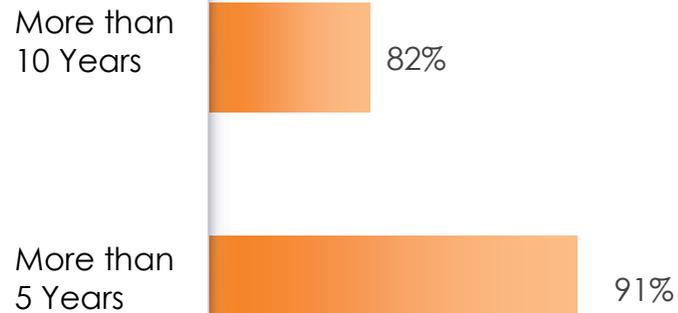
Promotes well being of employees



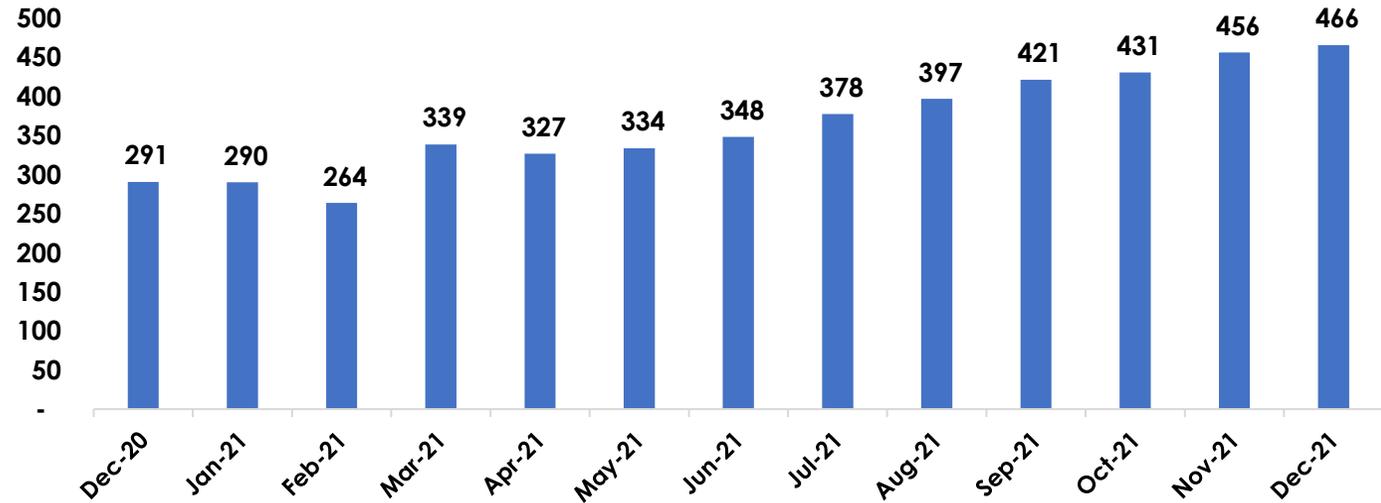
Respecting and Responding to the interest of stakeholders

## 2. SIP to remain the cornerstone for AUM performance

Long Tenure SIP Book<sup>(1)</sup>



Monthly Gross SIP Inflow (INR Crore)



Our SIP AUM increased by INR 4,956 Crore, or 37.6%, from INR 13,170 Crore as of December 31, 2020, to **INR 18,126<sup>(2)</sup> Crore as of December 31, 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 December 31, 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
- 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.



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# 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

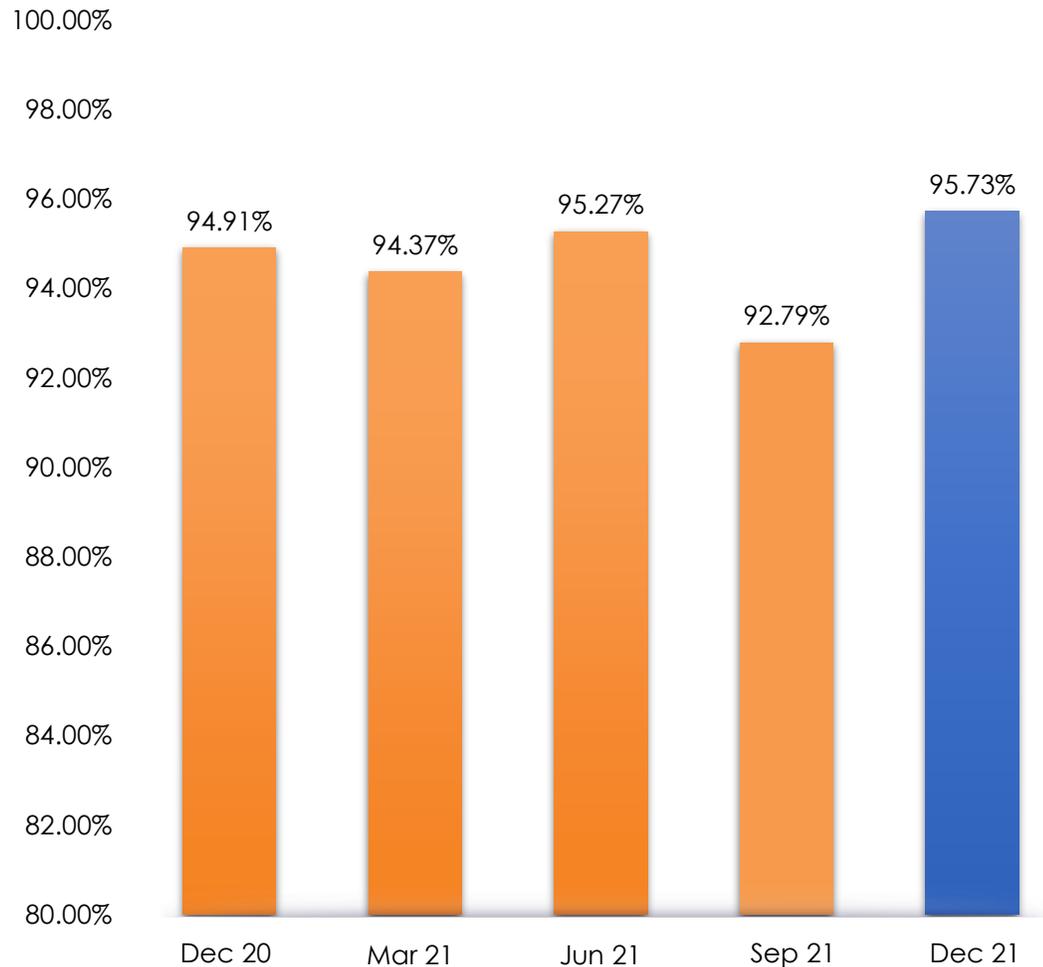


Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

### 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 **154.5% in Q3FY22** as compared to Q3FY21.



Number of digital SIP transactions grew by **116.58% in Q3FY22** as compared to Q3FY21.



**~56% 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.



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# 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.

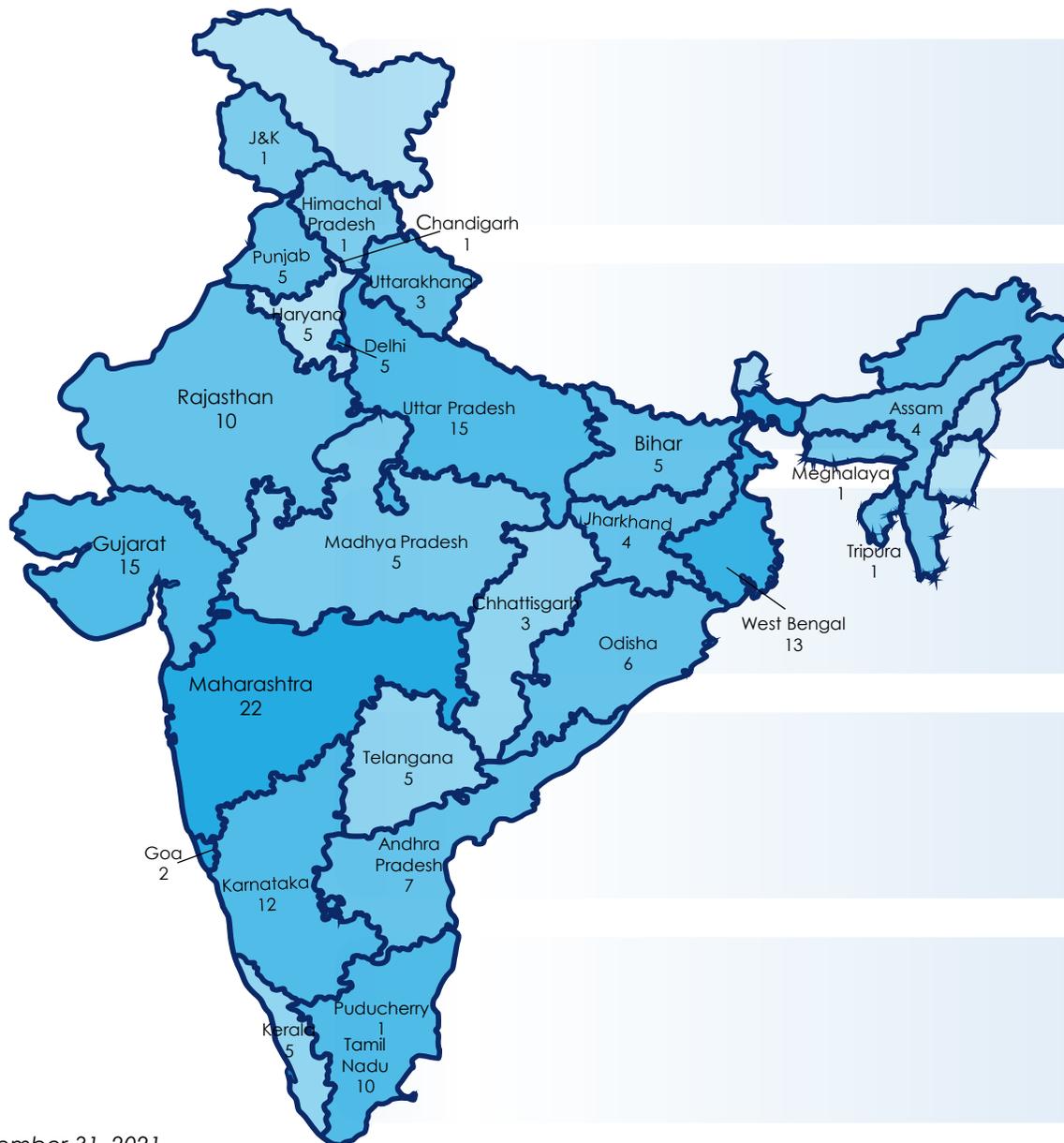
Number of Digital Purchase Transaction (in Lakhs)



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



# 4. a) Geographical Reach Across the Country



167



UFCs

1,393



UTI AMC Employees\*

992



Sales Team

61,000



Mutual Fund Distributors

262



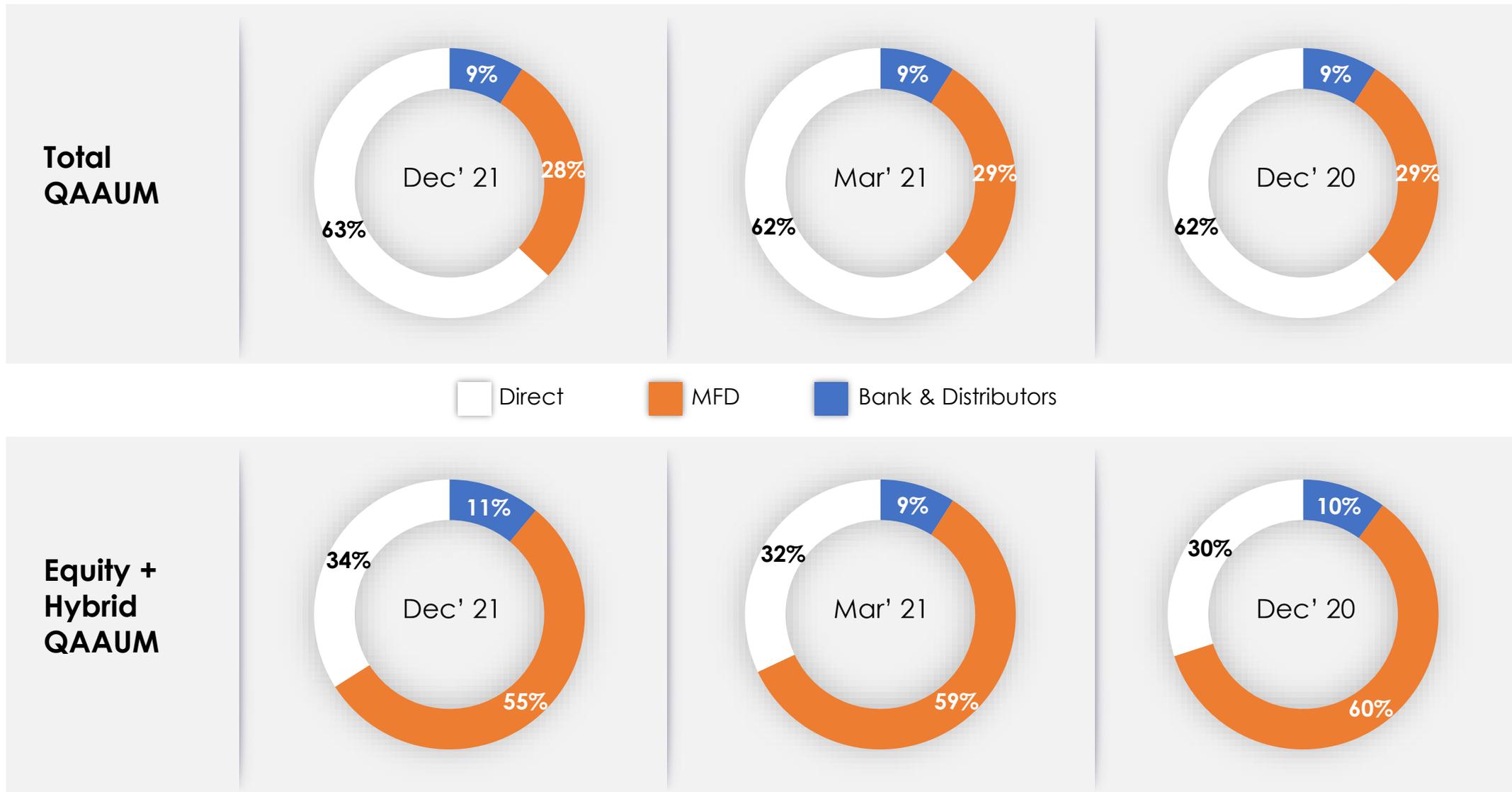
District Associates



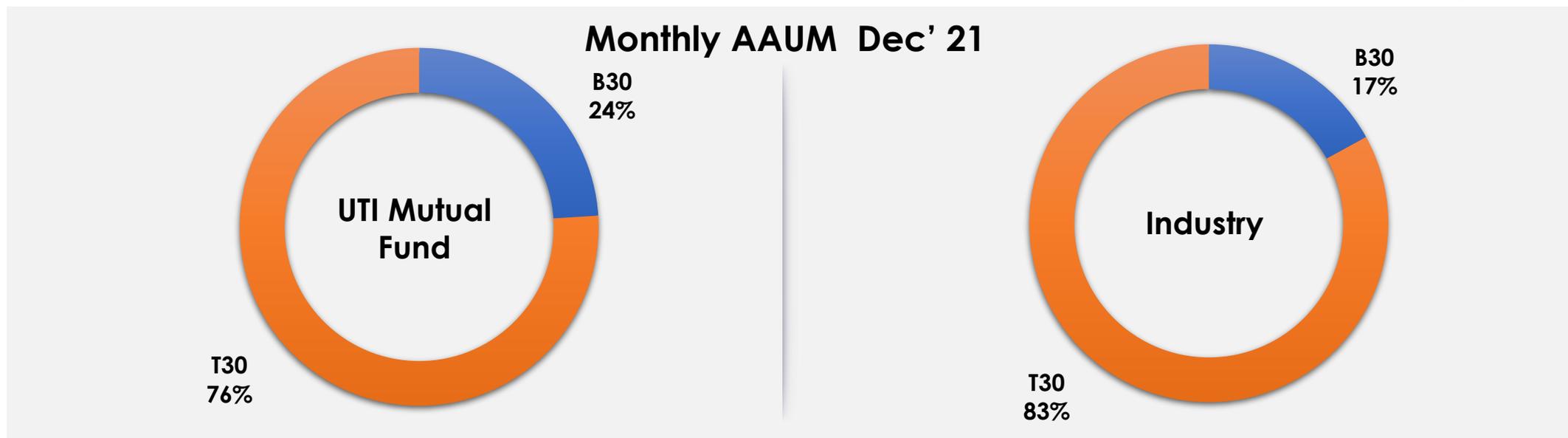
Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

## 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 December 31, 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. – Exploring New Destinations



Assets under management increased by 59% from INR 21,720 Crore as of 31<sup>st</sup> December 2020 to INR 34,608 Crore as of 31<sup>st</sup> December 2021



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 1,400 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 152 Million



Fund structures in Ireland, Singapore, Cayman Islands, Dubai and Mauritius



Regulated by Monetary Authority of Singapore, DIFC in Dubai and FCA, UK



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

## 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 27.65% of Industry AUM as on 31st December 2021



UTI Retirement Solutions has shown AUM growth of 22% from INR 1,58,771 crore as on 31st December 2020 to INR 1,93,331 crore as on 31st December 2021



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

## 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 770 crore<sup>(1)</sup>
-  UTI Structured Debt Opportunities Fund I – Launched in August 2017. Fund closed in May 2019. AUM of INR 301 crore. Currently exiting Investments
-  UTI Structured Debt Opportunities Fund II – Launched in September 2020. AUM of INR 469 crore. Currently Fund Raising as well as Investing
-  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 31st December 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 31st December 2021. Additionally, UTI Capital is in divesting stage of a 2010 vintage infrastructure PE fund called India Infrastructure Development Fund



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# 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

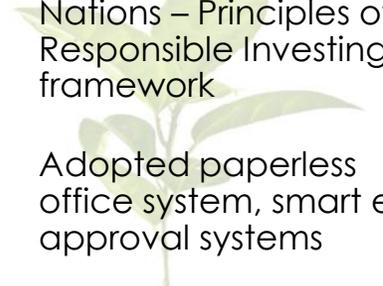


Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

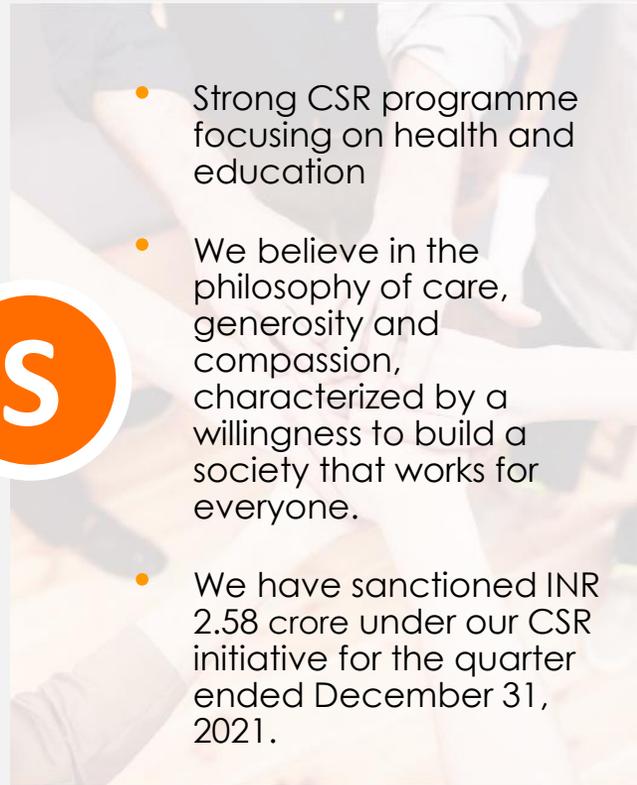
# ESG Initiatives

- 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 154.5% in Q3 FY 22 as compared to Q3 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 2.58 crore under our CSR initiative for the quarter ended December 31, 2021.



**G**

- Corporate governance factors have always been an integral component of our investment philosophy and company selection process.
- As of December 31, 2021, 60% of Board members are independent directors (6 out of 10) and 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 355 women employees in our workforce as of December 31, 2021.

# Modernizing our technology over multiple years

2016-2020



2021-2023

## 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



Haq, ek behtar zindagi ka.  
Classification: UTI AMC - Public

# Investing to be Future Ready

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
- 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.



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public



# Financial Snapshot

# Consolidated Statement of Profit & Loss - Nine Monthly Earnings

INR Crore

Particulars	9M FY 22	9M FY 21	%(+/-)
Total Revenue from Operations	1033	879	18%
Other Income*	5	4	25%
<b>Total Income</b>	<b>1038</b>	<b>883</b>	<b>18%</b>
Fee & Commission expenses	2	2	--
Employee benefit expense	292	305	(4%)
Depreciation & Amortization expenses	27	27	--
Other Expense*	147	92	60%
Finance cost	7	6	17%
<b>Total Expenses</b>	<b>475</b>	<b>432</b>	<b>10%</b>
<b>PBT</b>	<b>563</b>	<b>451</b>	<b>25%</b>
<b>PAT</b>	<b>480</b>	<b>360</b>	<b>33%</b>
PAT Margins (PAT Margin = PAT / Total Income)	46%	41%	

Total Revenue from Operations	9M FY 22	9M FY 21	%(+/-)
Sale of Service	824	571	44%
MTM gain on Investments	108	265	(59%)
Net Gain from sale of Investments	78	25	212%
Interest & Dividend Income	15	11	36%
Rental Income	8	7	14%
<b>Total Revenue from Operations</b>	<b>1033</b>	<b>879</b>	<b>18%</b>

\* GST Inter Branch Invoicing has been eliminated from both Other Income and Other Expense, being contra in nature. The impact amounts to INR 17.11 Crore & INR 22.44 Crore for 9M FY22 & 9M FY21 respectively.



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# Consolidated Statement of Profit & Loss – Quarterly Earnings

INR Crore

Particulars	Q3 FY 22	Q3 FY 21	%(+/-)
Total Revenue from Operations	309	342	(10%)
Other Income*	0	1	(100%)
<b>Total Income</b>	<b>309</b>	<b>343</b>	<b>(10%)</b>
Fee & Commission expenses	1	1	--
Employee benefit expense	97	116	(16%)
Depreciation & Amortization expenses	9	10	(10%)
Other Expense*	51	34	50%
Finance cost	3	2	50%
<b>Total Expenses</b>	<b>161</b>	<b>163</b>	<b>(1%)</b>
<b>PBT</b>	<b>148</b>	<b>180</b>	<b>(18%)</b>
<b>PAT</b>	<b>127</b>	<b>140</b>	<b>(9%)</b>
PAT Margins (PAT Margin = PAT / Total Income)	41%	41%	

Total Revenue from Operations	Q3 FY 22	Q3 FY 21	%(+/-)
Sale of Services	282	212	33%
MTM gain on Investments	4	115	(97%)
Net Gain from sale of Investments	14	9	56%
Interest & Dividend Income	6	3	100%
Rental Income	3	3	--
<b>Total Revenue from Operations</b>	<b>309</b>	<b>342</b>	<b>(10%)</b>

\* GST Inter Branch Invoicing has been eliminated from both Other Income and Other Expense, being contra in nature. The impact amounts to INR 4.99 Crore & INR 4.88 Crore for Q3 FY22 & Q3 FY21 respectively.

# Consolidated Statement of Profit & Loss – Seq. Quarterly Earnings

INR Crore

Particulars	Q3 FY 22	Q2 FY 22	%(+/-)
Total Revenue from Operations	309	380	(19%)
Other Income*	0	3	(100%)
<b>Total Income</b>	<b>309</b>	<b>383</b>	<b>(19%)</b>
Fee & Commission expenses	1	1	--
Employee benefit expense	97	100	(3%)
Depreciation & Amortization expenses	9	9	--
Other Expense*	51	46	11%
Finance cost	3	2	50%
<b>Total Expenses</b>	<b>161</b>	<b>158</b>	<b>2%</b>
<b>PBT</b>	<b>148</b>	<b>225</b>	<b>(34%)</b>
<b>PAT</b>	<b>127</b>	<b>199</b>	<b>(36%)</b>
PAT Margins (PAT Margin = PAT / Total Income)	41%	52%	

Total Revenue from Operations	Q3 FY 22	Q2 FY 22	%(+/-)
Sale of Service	282	280	1%
MTM gain on Investments	4	58	(93%)
Net Gain from sale of Investments	14	34	(59%)
Interest & Dividend Income	6	5	20%
Rental Income	3	3	--
<b>Total Revenue from Operations</b>	<b>309</b>	<b>380</b>	<b>(19%)</b>

\* GST Inter Branch Invoicing has been eliminated from both Other Income and Other Expense, being contra in nature. The impact amounts to INR 4.99 Crore & INR 7.99 Crore for Q3 FY22 & Q2 FY22 respectively.

# Standalone Statement of Profit & Loss - Nine Monthly Earnings

INR Crore

Particulars	9M FY 22	9M FY 21	%(+/-)
Total Revenue from Operations	797	696	15%
Other Income*	1	2	(50%)
<b>Total Income</b>	<b>798</b>	<b>698</b>	<b>14%</b>
Fee & Commission expenses	6	4	50%
Employee benefit expense	261	279	(6%)
Depreciation & Amortization expenses	26	25	4%
Other Expense*	87	57	53%
Finance cost	7	6	17%
<b>Total Expenses</b>	<b>387</b>	<b>371</b>	<b>4%</b>
<b>PBT</b>	<b>411</b>	<b>327</b>	<b>26%</b>
<b>PAT</b>	<b>343</b>	<b>238</b>	<b>44%</b>
PAT Margins (PAT Margin = PAT / Total Income)	43%	34%	

Total Revenue from Operations	9M FY 22	9M FY 21	%(+/-)
Sale of Services	671	516	30%
MTM gain on Investments	29	138	(79%)
Net Gain from sale of Investments	76	20	280%
Interest & Dividend Income	13	14	(7%)
Rental Income	8	8	--
<b>Total Revenue from Operations</b>	<b>797</b>	<b>696</b>	<b>15%</b>

\* GST Inter Branch Invoicing has been eliminated from both Other Income and Other Expense, being contra in nature. The impact amounts to INR 17.11 Crore & INR 22.44 Crore for 9M FY22 & 9M FY21 respectively.



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# Standalone Statement of Profit & Loss – Quarterly Earnings

INR Crore

Particulars	Q3 FY 22	Q3 FY 21	%(+/-)
Total Revenue from Operations	249	260	(4%)
Other Income*	0	1	(100%)
<b>Total Income</b>	<b>249</b>	<b>261</b>	<b>(5%)</b>
Fee & Commission expenses	2	1	100%
Employee benefit expense	86	108	(20%)
Depreciation & Amortization expenses	9	9	--
Other Expense*	28	21	33%
Finance cost	3	2	50%
<b>Total Expenses</b>	<b>128</b>	<b>141</b>	<b>(9%)</b>
<b>PBT</b>	<b>121</b>	<b>120</b>	<b>1%</b>
<b>PAT</b>	<b>104</b>	<b>81</b>	<b>28%</b>
PAT Margins (PAT Margin = PAT / Total Income)	42%	31%	

Total Revenue from Operations	Q3 FY 22	Q3 FY 21	%(+/-)
Sale of Services	226	191	18%
MTM gain on Investments	1	55	(98%)
Net Gain from sale of Investments	14	8	75%
Interest & Dividend Income	5	3	67%
Rental Income	3	3	--
<b>Total Revenue from Operations</b>	<b>249</b>	<b>260</b>	<b>(4%)</b>

\* GST Inter Branch Invoicing has been eliminated from both Other Income and Other Expense, being contra in nature. The impact amounts to INR 4.99 Crore & INR 4.88 Crore for Q3 FY22 & Q3 FY21 respectively.



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# Standalone Statement of Profit & Loss – Seq. Quarterly Earnings

INR Crore

Particulars	Q3 FY 22	Q2 FY 22	%(+/-)
Total Revenue from Operations	249	273	(9%)
Other Income*	0	0	--
<b>Total Income</b>	<b>249</b>	<b>273</b>	<b>(9%)</b>
Fee & Commission expenses	2	2	--
Employee benefit expense	86	90	(4%)
Depreciation & Amortization expenses	9	9	--
Other Expense*	28	28	--
Finance cost	3	2	50%
<b>Total Expenses</b>	<b>128</b>	<b>131</b>	<b>(2%)</b>
<b>PBT</b>	<b>121</b>	<b>142</b>	<b>(15%)</b>
<b>PAT</b>	<b>104</b>	<b>120</b>	<b>(13%)</b>
PAT Margins (PAT Margin = PAT / Total Income)	42%	44%	

Total Revenue from Operations	Q3 FY 22	Q2 FY 22	%(+/-)
Sale of Service	226	230	(2%)
MTM gain on Investments	1	2	(50%)
Net Gain from sale of Investments	14	33	(58%)
Interest & Dividend Income	5	5	--
Rental Income	3	3	--
<b>Total Revenue from Operations</b>	<b>249</b>	<b>273</b>	<b>(9%)</b>

\* GST Inter Branch Invoicing has been eliminated from both Other Income and Other Expense, being contra in nature. The impact amounts to INR 4.99 Crore & INR 7.99 Crore for Q3 FY22 & Q2 FY22 respectively.

# Details of Consolidated Sale of Services

INR Crore

Particulars	Q3 FY 22	Q3 FY 21	%(+/-)	9M FY 22	9M FY 21	%(+/-)
MF Fees	216	183	18%	642	493	30%
PMS Fees	7	5	40%	20	14	43%
SUUTI Support Service Fees	3	3	--	8	8	--
POP Fees & others	0	0	--	1	1	--
<b>Sale of Services - UTI AMC Standalone</b>	<b>226</b>	<b>191</b>	<b>18%</b>	<b>671</b>	<b>516</b>	<b>30%</b>
<b>UTI International</b>	<b>36</b>	<b>17</b>	<b>112%</b>	<b>91</b>	<b>43</b>	<b>112%</b>
<b>UTI RSL</b>	<b>23</b>	<b>4</b>	<b>475%</b>	<b>68</b>	<b>11</b>	<b>518%</b>
<b>UTI Capital &amp; UTI Venture</b>	<b>1</b>	<b>1</b>	<b>--</b>	<b>4</b>	<b>5</b>	<b>(20%)</b>
<b>Elimination</b>	<b>(4)</b>	<b>(1)</b>	<b>300%</b>	<b>(10)</b>	<b>(4)</b>	<b>150%</b>
<b>Sale of Services - UTI AMC Consolidated</b>	<b>282</b>	<b>212</b>	<b>33%</b>	<b>824</b>	<b>571</b>	<b>44%</b>



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# Consolidated Balance Sheet

INR Crore

Particulars	Dec '21	Mar '21	%(+/-)
<b>Assets:</b>			
Financial Assets	3,454	3,216	7%
Non Financial Assets	428	434	(1%)
<b>Total Assets</b>	<b>3,882</b>	<b>3,650</b>	<b>6%</b>
<b>Liabilities &amp; Equity:</b>			
Financial Liabilities	247	265	(7%)
Non-financial Liabilities	84	122	(31%)
Equity	3,551	3,263	9%
<b>Total Liabilities &amp; Equity</b>	<b>3,882</b>	<b>3,650</b>	<b>6%</b>



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# Standalone Balance Sheet

INR Crore

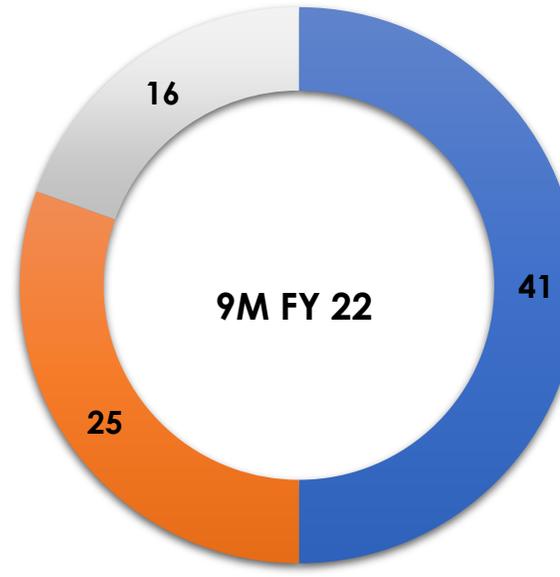
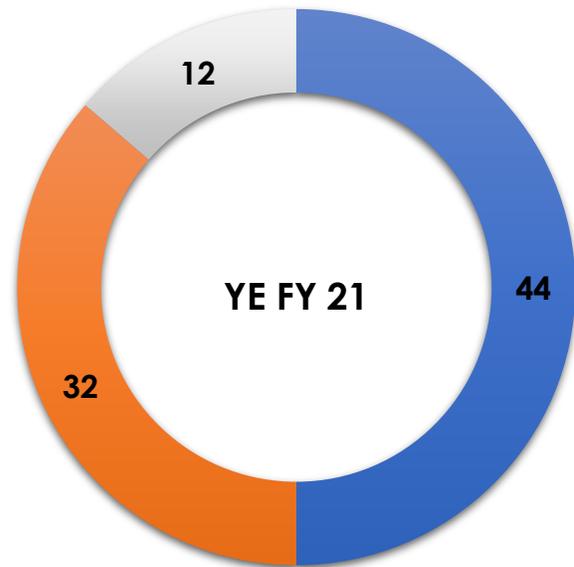
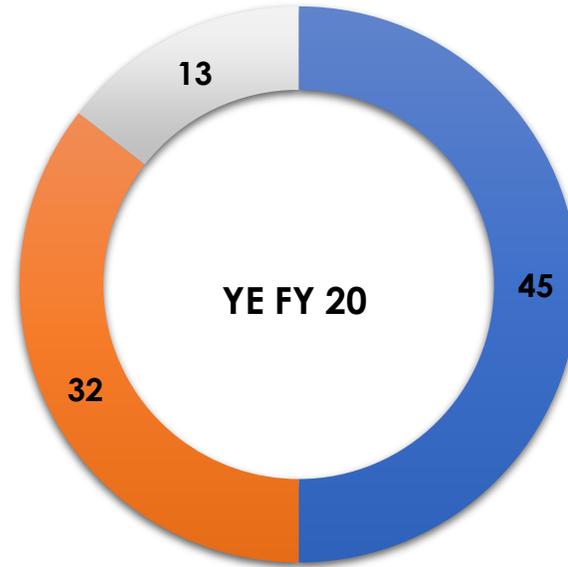
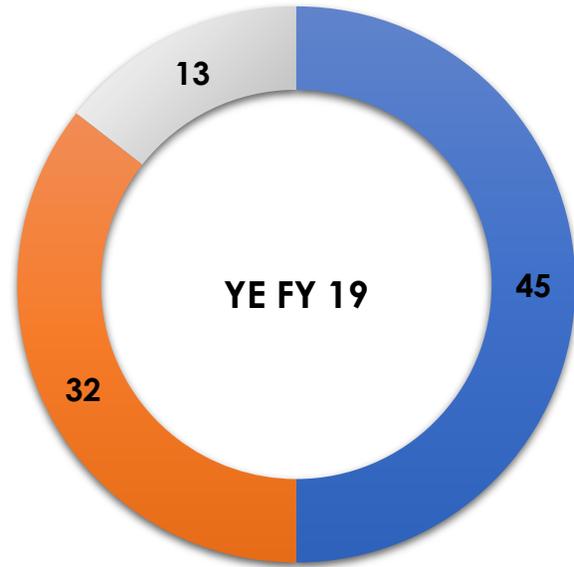
Particulars	Dec '21	Mar '21	%(+/-)
<b>Assets:</b>			
Financial Assets	2,915	2,820	3%
Non Financial Assets	419	422	(1%)
<b>Total Assets</b>	<b>3,334</b>	<b>3,242</b>	<b>3%</b>
<b>Liabilities &amp; Equity:</b>			
Financial Liabilities	226	246	(8%)
Non-financial Liabilities	50	89	(44%)
Equity	3,058	2,907	5%
<b>Total Liabilities &amp; Equity</b>	<b>3,334</b>	<b>3,242</b>	<b>3%</b>



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# Operating Profit Margin (bps of AAUM)



- Operating Revenue
- Operating Expenses
- PAT Margin



Haq, ek behtar zindagi ka.

# UTI International – Consolidated Statement of Profit & Loss

Particulars	For the Period Ended December 2021		For the Period Ended December 2020	
	(GBP in '000)	INR Crore	(GBP in '000)	INR Crore
<b>AUM</b>	<b>34,50,484</b>	<b>34,609</b>	<b>21,80,780</b>	<b>21,720</b>
Sale of Service	8,917	91	4,495	43
M2M gain from Investment	7,687	78	13,206	127
Other Income	802	9	617	6
<b>Total Income</b>	<b>17,406</b>	<b>178</b>	<b>18,318</b>	<b>176</b>
Employee Cost	2,283	23	2,162	21
Admin & other Exp	4,730	49	3,475	33
Total Expenses	<b>7,013</b>	<b>72</b>	<b>5,637</b>	<b>54</b>
Profit before Tax	<b>10,393</b>	<b>106</b>	<b>12,681</b>	<b>122</b>
<b>Profit after Tax</b>	<b>10,227</b>	<b>104</b>	<b>12,677</b>	<b>122</b>
Paid up Share Capital	6,758	68	6,758	68
Net Worth	<b>59,676</b>	<b>598</b>	<b>47,329</b>	<b>472</b>



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# Other Subsidiaries Financial highlights

INR Crore

Particulars	UTI Retirement Solutions Ltd.		UTI Capital Pvt. Ltd.		UTI Venture Funds Mgmt. Co. Pvt. Ltd.	
	9M FY 22	9M FY 21	9M FY 22	9M FY 21	9M FY 22	9M FY 21
<b>AUM</b>	<b>1,93,331</b>	<b>1,58,771</b>	<b>1,055</b>	<b>1,566</b>	--	--
Sale of Services	68.0	10.8	4.2	5.6	--	--
M2M Gain on Investment	0.5	1.3	1.6	1.2	(1.1)	1.6
Other Income	1.1	0.0	0.3	0.3	2.0	0.4
<b>Total Income</b>	<b>69.6</b>	<b>12.1</b>	<b>6.1</b>	<b>7.1</b>	<b>0.9</b>	<b>2.0</b>
Employee Benefit Expenses	2.9	1.8	4.0	3.6	--	--
Depreciation Expenses	0.4	0.2	--	--	--	--
Administration Expenses	21.8	6.8	2.5	2.3	0.1	0.3
Total Expenses	<b>25.1</b>	<b>8.8</b>	<b>6.5</b>	<b>5.9</b>	<b>0.1</b>	<b>0.3</b>
PBT	<b>44.5</b>	<b>3.3</b>	<b>(0.4)</b>	<b>1.2</b>	<b>0.8</b>	<b>1.7</b>
<b>Profit after Tax</b>	<b>33.3</b>	<b>3.1</b>	<b>(0.2)</b>	<b>1.0</b>	<b>0.8</b>	<b>1.3</b>
Net Worth	<b>77.7</b>	<b>43.4</b>	<b>29.9</b>	<b>30.4</b>	<b>12.1</b>	<b>11.2</b>



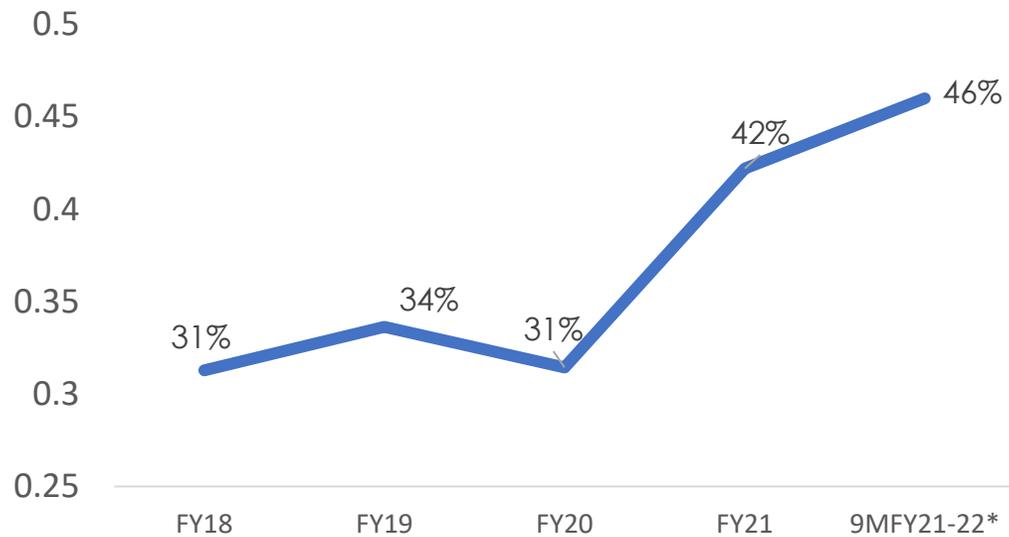
Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# Consolidated Ratios



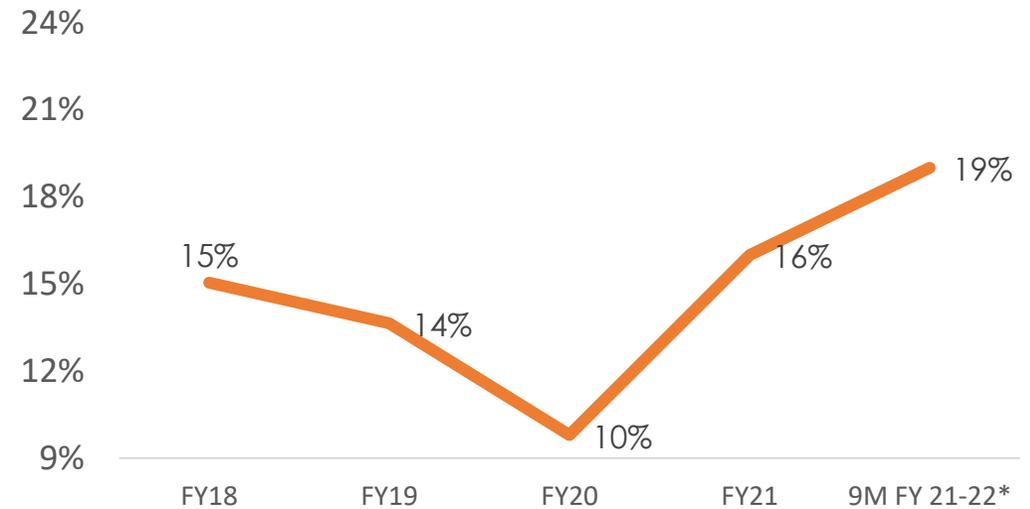
## PAT Margin (%)



#9M FY21-22 has been annualized



## Return on Equity (%)



#9M FY21-22 has been annualized



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# Annexures



Haq, ek behtar zindagi ka.

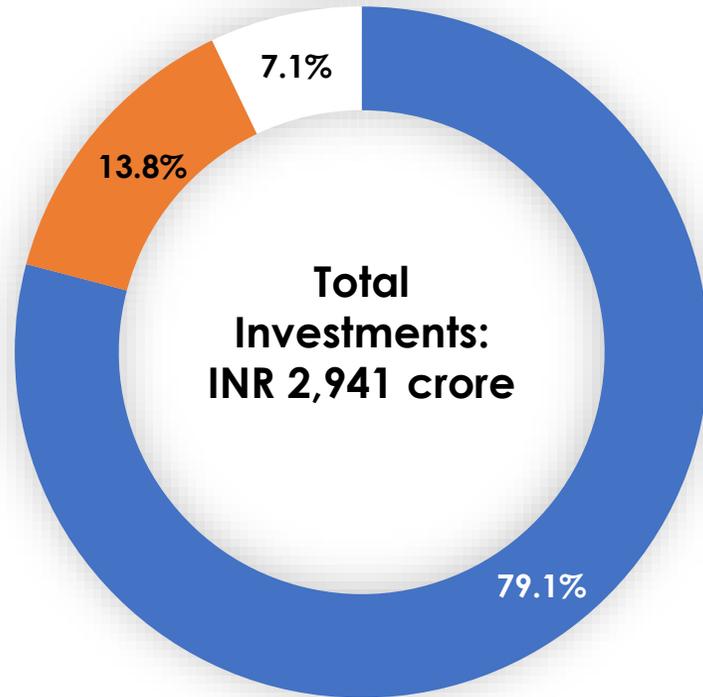
Information Classification: UTI AMC - Public

# Investor Services Key Indicators – Q3 FY 21-22

 <p><b>Contact Center</b></p>	<p><b>1.66 Lakh</b> Total Call Volume Outbound</p>	<p><b>0.67 Lakh</b> Total Call Volume Inbound</p>	<p><b>5.10 Seconds</b> Average Speed of Answer</p>
 <p><b>Investor Services</b></p>	<p><b>23</b> Total Complaints Received</p>	<p><b>1.16 Crore</b> Folios</p>	<p><b>Low Complaints Ratio</b> against folios at <b>0.0001%</b></p>
 <p><b>Digital Transactions (own assets)</b></p>	<p><b>37%</b> Digital Transactions done post E-KYC are SIP Instalments</p>	<p><b>INR 4.96 Crs</b> Digital Transaction Amount capitalized post Digital KYC</p>	<p><b>2,762</b> Digital KYC Compliant PANs created</p>
 <p><b>Non-Commercial Transactions</b></p>	<p><b>100%</b> Non-Commercial Transactions processed in the same day</p>	<p><b>70.65%</b> Non- Commercial Transactions processed in 60 Minutes</p>	<p><b>74%</b> Total Digital KYC Compliant PANs created using our website.</p>

# 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 Dec 31, 2021	INR crore
<b>Investment in UTI MF Schemes</b>	<b>2,324</b>
Equity	465
Arbitrage	1,188
Liquid & Debt	671
<b>Offshore Funds</b>	<b>408</b>
Equity	368
Debt / Hybrid	40
<b>Venture Funds, Other Equity etc.#</b>	<b>209</b>
<b>Total</b>	<b>2,941</b>

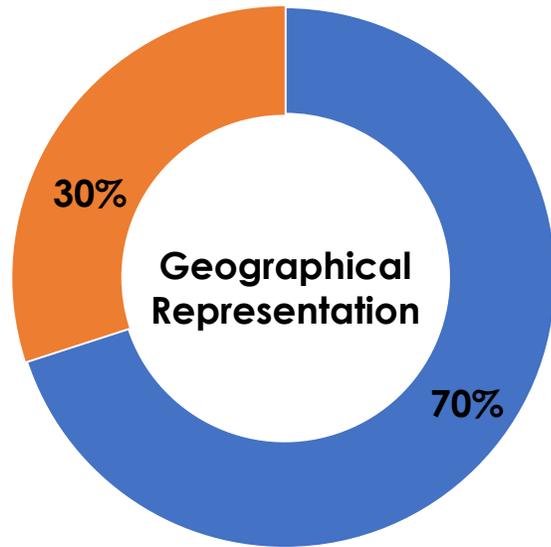
#Note : Investment in Venture Funds & Other Equity Includes:  
 Inv. In Ascent India III : INR 86 Crore  
 Inv. In SODF I & II: INR 95 Crore



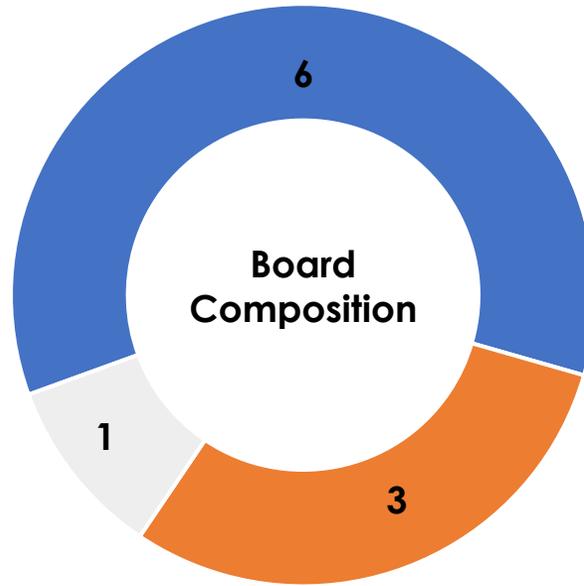
Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

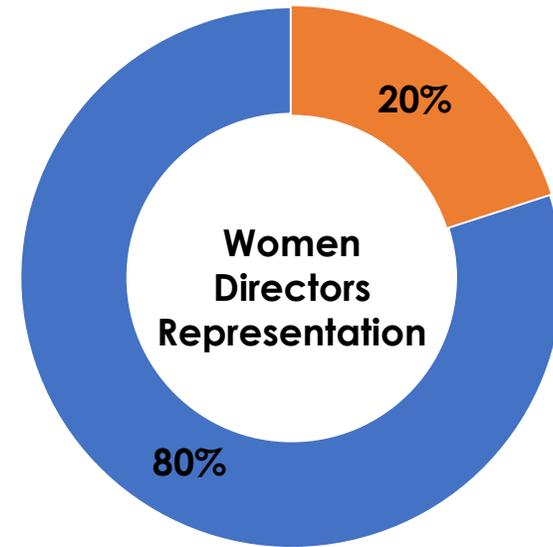
# UTI AMC Board of Directors - Composition



■ Domestic ■ Overseas



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



■ Women Director



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# 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.



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# 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 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 a 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

Mr. 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, 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.



Haq, ek behtar zindagi ka.

Information Classification: UTI AMC - Public

# Disclaimer

This presentation is for information purposes only and does not constitute a prospectus, an offering circular, an advertisement, a private placement offer letter or offer document or an offer or the recommendation or solicitation of an offer or invitation to purchase or sell any securities of UTI Asset Management Company Limited or its subsidiaries or its associates (together, the "Company") under the Companies Act, 2013 and the rules made thereunder, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended, or any other applicable law in India, the United States, or any other jurisdiction. This presentation has not been and will not be reviewed or approved by a regulatory authority in India or by any stock exchange in India. The Company has prepared this presentation based on information available to it, including information derived from public sources that have not been independently verified. Please note that for ease of understanding and calculations purposes, figures are rounded off to the nearest number while presenting figures in crores, lakhs, thousands or trillion, billion and million. In view of the rounding off, any calculations representing growth in % may not tally as it is derived from the underlying number. No representation or warranty, express or implied, is provided in relation to the fairness, accuracy, correctness, completeness or reliability of the information, estimates, projections, opinions or conclusions expressed herein. This presentation should not be used as a basis for any investment decision. The Company may alter, modify or otherwise change in any manner the contents of this presentation, without obligation to notify any person of such revision or changes.

The statements contained in this presentation speak only as at the date as of which they are made, and the Company expressly disclaims any obligation or undertaking to supplement, amend or disseminate any updates or revisions to any statements contained herein to reflect any change in events, conditions or circumstances on which any such statements are based. By preparing this presentation, none of the Company, its management, and the respective advisers undertakes any obligation to provide the recipient with access to any additional information or to update this presentation or any additional information or to correct any inaccuracies in any such information which may become apparent. Past performance may or may not be sustained in future and should not be considered as, indicative of future results. The presentation may contain information about UTI Mutual Fund which has to be read and understood in the context of the Company's business, its operations and performance, and should not be construed as any form of communication / advertisement of UTI Mutual Fund. The information contained in this presentation is strictly confidential and is intended solely for your reference and shall not be reproduced (in whole or in part), retransmitted, summarized or distributed to any other persons without the Company's prior written consent. Any extraneous or inconsistent information or representation, if given or made by any person, should not be relied upon as having been authorized by or on behalf of the Company.

This presentation may contain, words or phrases like "will", "aim", "believe", "expect", "projects", "plans", "will continue", "anticipate", "intend", "estimate" and similar expressions or variations of these expressions, that are "forward-looking statements that involve risks and uncertainties and are based on certain beliefs, plans and expectations of the Company. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Although the Company believes that such forward-looking statements are based on reasonable assumptions, it can give no assurance that such expectations will be met. Representative examples of factors that could affect the accuracy of forward-looking statements include (without limitation) the condition of, and changes in, India's political and economic status, government policies, applicable laws, global capital markets, the mutual fund industry in India, pandemics and international and domestic events having a bearing on the Company's business, and such other factors beyond the Company's control. You are cautioned not to place undue reliance on these forward-looking statements, which are based on current views of the Company's management on future events. Further, nothing in this presentation should be construed as constituting legal, business, tax or financial advice or a recommendation regarding the securities. None of the Company or any of its affiliates, advisers or representatives accepts any liability whatsoever for any loss or damage howsoever arising from any information presented or contained in this presentation. The distribution of this presentation in certain jurisdictions may be restricted by law. Accordingly, any persons in possession of this presentation should inform themselves about and observe any such restrictions. The information contained herein does not constitute an offer of securities for sale in the United States or in any other jurisdiction. Securities may not be offered or sold in the United States absent registration or an exemption from registration under the U.S. Securities Act of 1933, as amended. Before acting on any information you should consider the appropriateness of the information having regard to these matters, and in particular, you should seek independent financial advice. This presentation is not an advertisement under the Securities and Exchange Board of India (Mutual Funds) Regulations, 1996 and is not intended to influence investment decisions of any current or prospective investors of the schemes of UTI Mutual Fund.

## 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.

Information Classification: UTI AMC - Public

# Thank You

## REGISTERED OFFICE:

Registered Office: UTI Tower, 'Gn' Block, Bandra Kurla Complex, Bandra (E), Mumbai - 400051.

Phone: 022 – 66786666.

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

E-mail: [investor.relations@uti.co.in](mailto:investor.relations@uti.co.in)

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



*Haq, ek behtar zindagi ka.*

Information Classification: UTI AMC - Public