

04<sup>th</sup> August 2023

<b>BSE Limited,</b> Phiroze Jeejeebhoy Towers, Dalal Street Mumbai 400 001  <b>Scrp Code: 543232</b>	<b>National Stock Exchange of India Limited</b> Exchange Plaza, 5th floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai 400 051  <b>Trading Symbol : CAMS</b>
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Dear Sir / Madam,

**Sub: Presentation of Unaudited Standalone and Consolidated Financial Results for the quarter ended June 30, 2023**

Please find enclosed presentation of Unaudited Standalone and Consolidated Financial Results for the quarter ended June 30, 2023.

We request you to kindly take the same on record.

Thanking you,

**Yours faithfully,**  
**For Computer Age Management Services Limited**

**G Manikandan**  
**Company Secretary and Compliance Officer**

**Computer Age Management Services Limited**

**Member of the Registrars Association of India (RAIN)**

CIN : L65910TN1988PLC015757

Rayala Towers, 158, Anna Salai, Chennai - 600 002. India.

Phone : +91 44 6109 2992 / 2843 2792, E-mail : secretarial@camsonline.com, Website : www.camsonline.com

Regd. Office : New No. 10, (Old No. 178), M.G.R. Salai, Nungambakkam, Chennai - 600 034. India.



This Presentation, except for the historical information, may contain statements, including the words or phrases such as ‘expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should’ and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements.

These forward-looking statements are based on certain expectations, assumptions, anticipated developments and other factors like risk and uncertainties regarding market growth, competition, ability to maintain and manage key customer relationship and those factors which may affect our ability to implement business strategies successfully.

The Company, therefore, cannot guarantee that the forward-looking statements made herein shall be realized. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.



**Anuj Kumar**  
*Managing Director*



**Ram Charan  
Sesharaman**  
*Chief Financial Officer*



# Presentation flow

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**BUSINESS  
OVERVIEW**

# Key Highlights for the Q1 FY'24 (1/2)



- ❑ CAMS wins RTA mandates from Angel One and Torus Oro Mutual Fund, solidifying its position as the preferred partner for new age AMCs. With this **CAMS has won 4 out of the last 6 new to the market MF RTA mandates**
- ❑ Q1FY24 was marked with increased Q-o-Q MF AuM share from 68.3% to 68.7% riding on higher share of net sales in both equity and debt segments



- ❑ CAMS Alternatives revenue grew ~19% Y-o-Y in Q1FY24 despite a challenging macro environment
- ❑ Q1FY24 saw 27 new wins in the vertical, of which 11 were new-to-CAMS logos, and came on the back of accelerated signings and rapid adoption of CAMS WealthServ & Fintuple's offerings



- ❑ CAMSPay delivered a 25% Y-o-Y revenue growth in Q1FY24
- ❑ Expanded digital footprint through its API, E-mandate and UPI autopay offering which will significantly increase revenues from recurring mandates



- ❑ CAMS KRA grows revenues 40% Y-o-Y in Q1FY24, emerging as the preferred KYC partner for Fintechs and fast-growing capital market participants
- ❑ Launched '10-Minute KYC' an Industry First AI embedded KYC solution to Onboard Customers Instantly



- ❑ CAMS Rep continued to strengthen its leadership position with improved insurer solutions with 100% growth Y-o-Y in EIA and policy additions

# Key Highlights for the Q1 FY'24 (2/2)



- ❑ Think360 wins digitalization mandate from India's fourth largest public sector bank, Canara Bank, for its Kwik.ID product; With this 3 of the top 10 PSBs have awarded their digitization mandates to Kwik.ID
- ❑ Think360's flagship alternative credit scoring product, Algo360, has won the mandate from SBI Cards (country's second largest credit cards issuer) and Kreditbee (one of the Top 5 lending Fintechs)



- ❑ The deal momentum for AA+TSP (FIU) space continues to remain extremely buoyant in Q1FY24 with 25 new signups
- ❑ CAMSfinserv won Technoviti Awards organized by Banking Frontiers for our unique Bank Validation use case



- ❑ Continues to retain the second position in the eNPS segment
- ❑ CAMS NPS makes inroads into the POP and corporate segment with 48% of its new subscriptions coming from the retail POP channel



- ❑ CAMS digital properties clocked 8% growth over the last quarter and have a share of 7% of overall investor-initiated transactions. myCAMS continues to hold fort among the top fintech Apps with 6 million+ registrations
- ❑ MFCentral APIs to intermediaries continue to gain momentum with over 1.5 million hits a month. Delivered 1.5X growth over last quarter

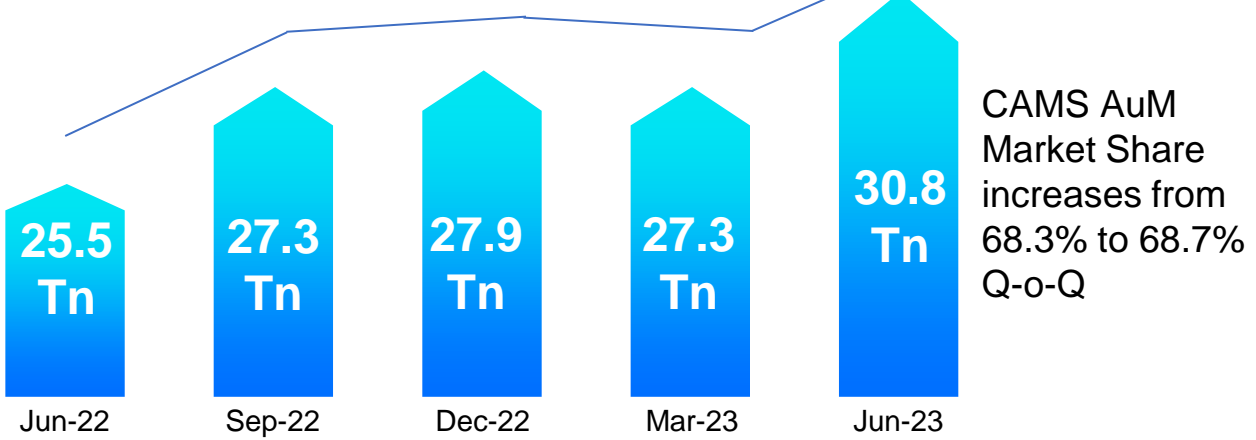


- ❑ Awards – CAMS wins a slew of exclusive awards in diverse areas: Financial Express Best CFO Award, BW HR Excellence Awards 2023, Economic Times Datacon Award 2023 under Smart Data Applications Software category & Banking Frontier's Technoviti 2023 award for CAMS FinServ
- ❑ Think360.AI is the only Indian company recognized by Fintech Global in the 3rd Edition of the AIFintech100 list

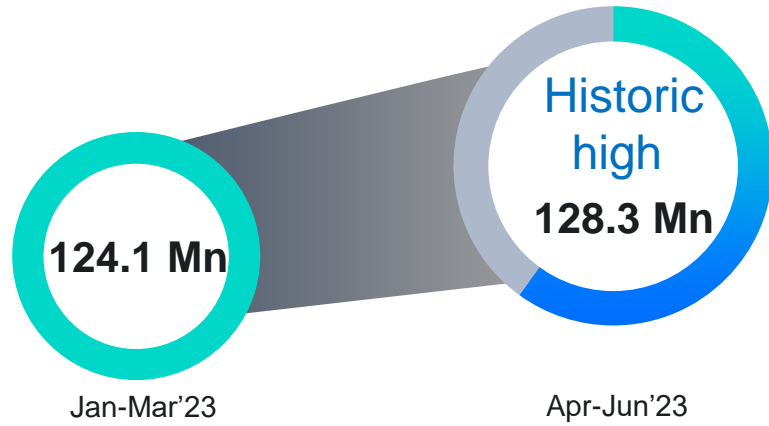


# CAMS MF - The first quarter was marked with increased AuM share, historic high in transaction volume, and improvement in equity net sales and new investors share

## Growth in AuM

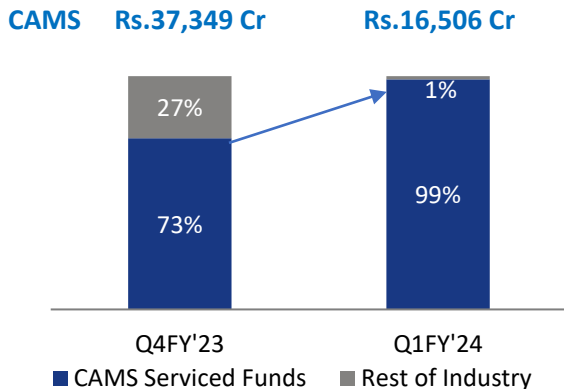


## New Highs in Transaction Volume

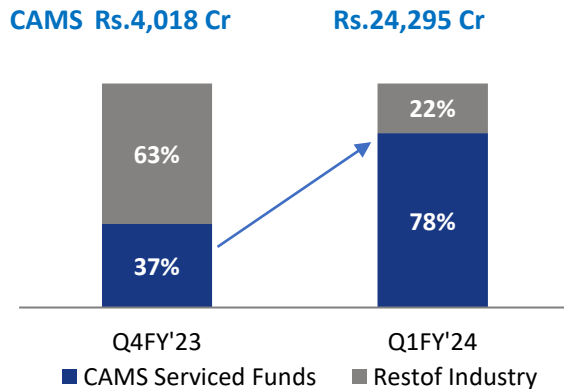


## Net Sales

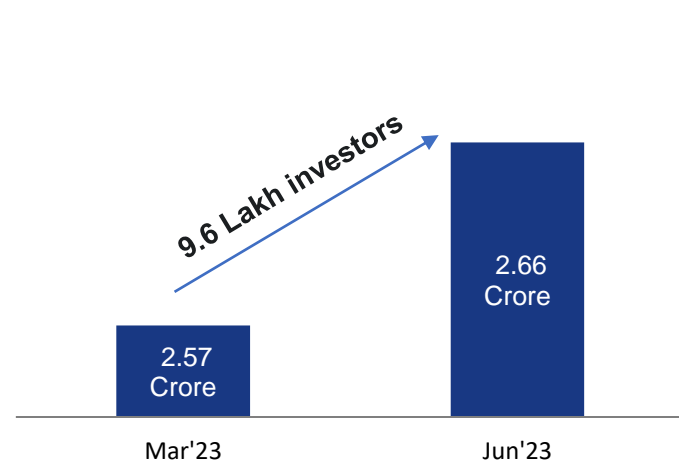
### Equity\*



### Debt



## Unique Investor Growth

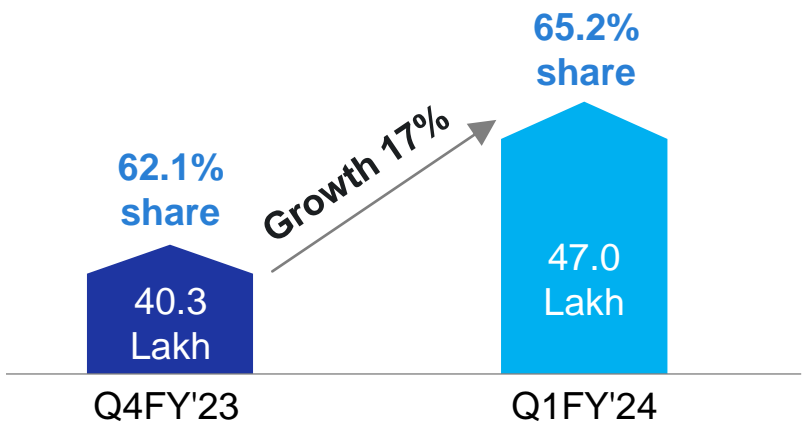


CAMS Share in equity net sales increases from 73% to 99% Q-o-Q and from 37% to 78% Qo-Q in debt net sales

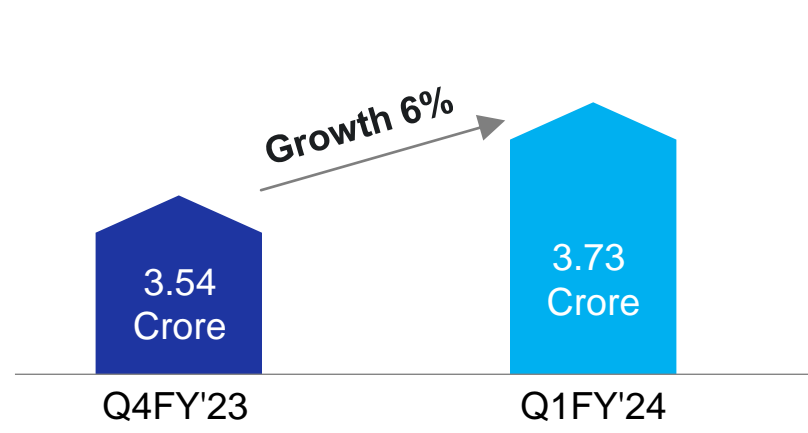
\*Equity includes Growth & Hybrid schemes excluding Arbitrage

SIP registrations and SIP Inflows reached lifetime high in FY-24 Q1, added ~20 Lakh net SIPs

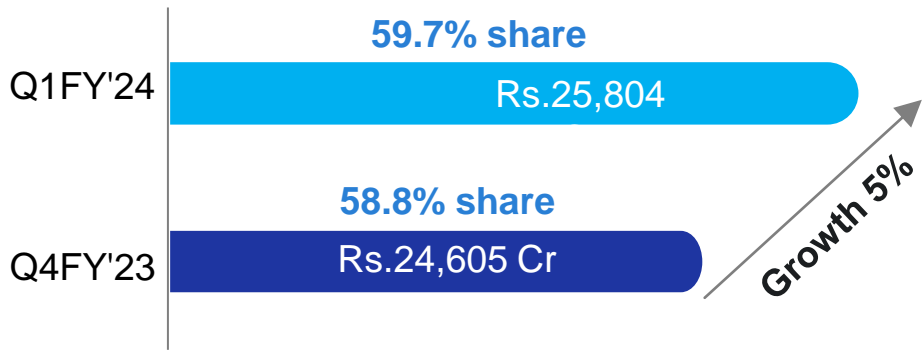
**New SIP Registrations**



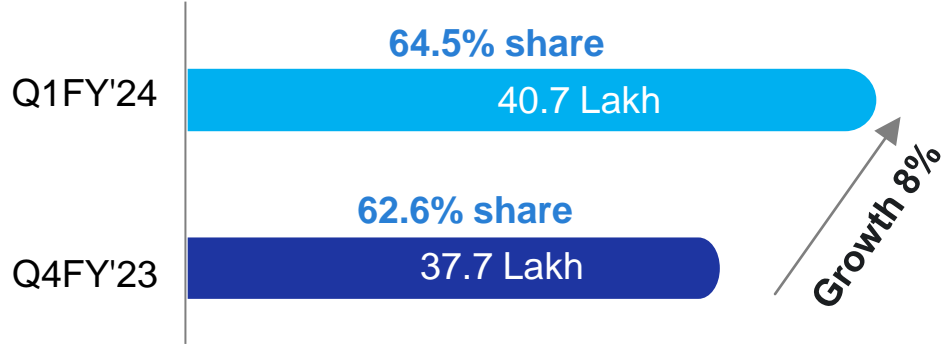
**Live SIP**



**SIP Gross Sales**



**New Folios**



# Mutual Fund Industry & CAMS AAuM – Q1FY24

## CAMS – Market Share (based on Quarterly AAuM)

**68.7%**

Net flows into equity assets remain positive in Q1 FY24

Inflows through SIPs increased by 23.2% YoY / 4.9% QoQ

## AAuM Serviced by CAMS

₹ **30.0** Trillion



14.1% YoY



6.8% QoQ

## Equity AAuM – CAMS

₹ **13.9** Trillion



22.9% YoY



6.8% QoQ

## Industry AAuM

₹ **43.8** Trillion



14.4% YoY



6.4% QoQ

## Equity AAuM – Industry

₹ **20.6** Trillion



19.5% YoY



6.2% QoQ

**Transaction Volume**  
128.3 Mn

▲ YOY: 15%  
▲ QoQ: 3%

**SIP Book**  
37.3 Mn  
(as on 30<sup>th</sup> June 23)

▲ YoY: 19%  
▲ QoQ: 6%

**Systematic  
Transactions  
Processed**  
105.1 Mn

▲ YoY: 17%  
▲ QoQ: 3%

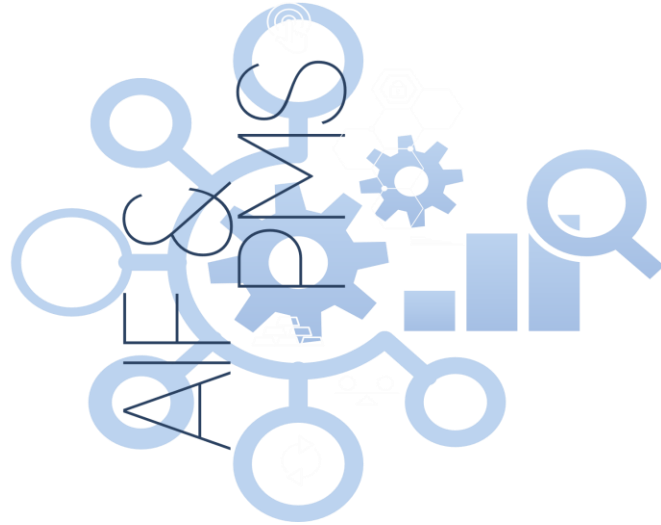
**Live Investor Folios**  
60.0 Mn  
(as on 30<sup>th</sup> June 23)

▲ YoY: 13%  
▲ QoQ: 5%

**Unique Investors  
Serviced**  
26.6 Mn  
(as on 30<sup>th</sup> June 23)

▲ YoY: 13%  
▲ QoQ: 4%

The Alternatives business grew ~19% Y-o-Y despite a challenging macro environment on the back of accelerated signings and rapid adoption of CAMS WealthServ & Fintuple offerings



- ❑ Versatile technology & contemporary digital utilities
- ❑ Full stack services for investor on-boarding, fund accounting and operations
- ❑ Wealthserv digital on-boarding provides a transformational experience to investors

**400+**

funds serviced across 150+ fund houses

**₹1.75 Tn**

assets under service

**90+**

Installations of CAMS Wealthserv & Fintuple digital on-boarding solution

**1<sup>st</sup>**

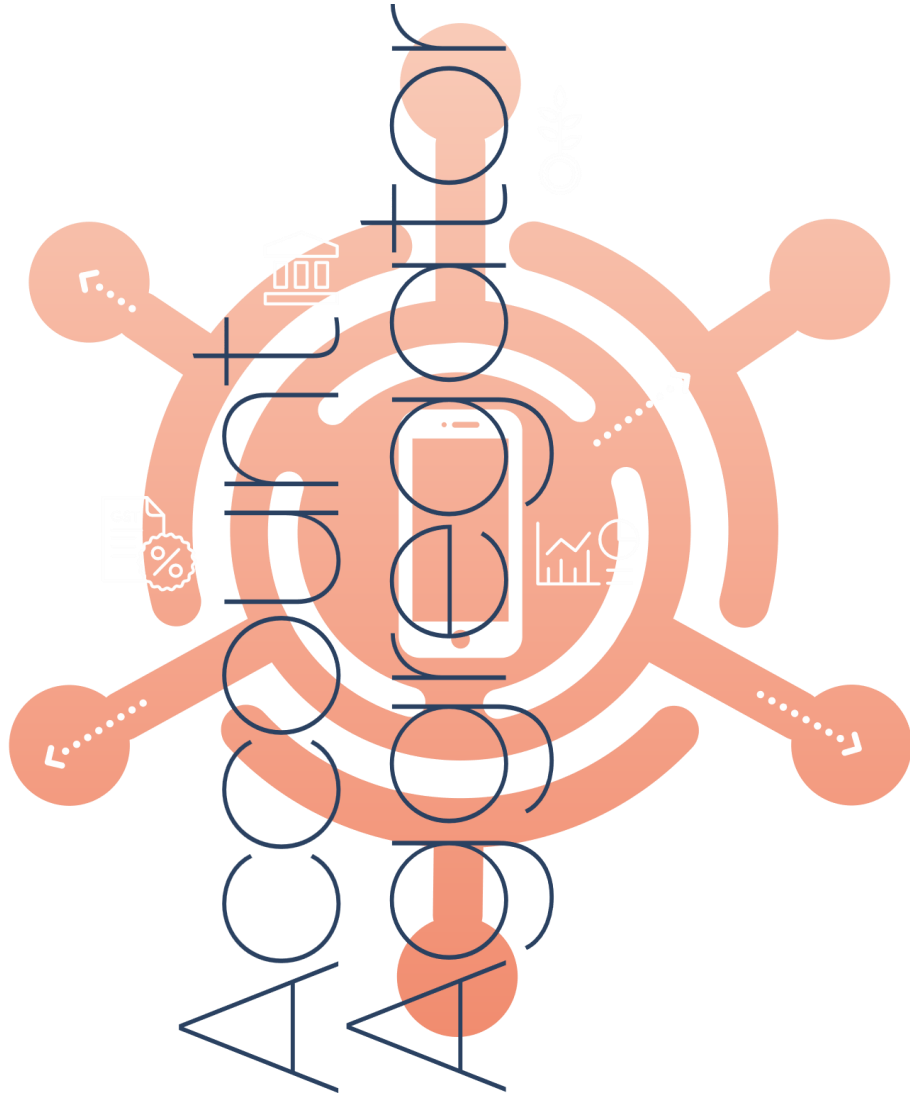
RTA at GIFT City to set up full-stack operations for AIFs

- ❑ Continued momentum in augmenting revenue, Q1FY24 saw 27 new wins in the vertical of which 11 were new to CAMS logos
- ❑ Partners with Temenos for **Multifonds** (leading fund administration platform used by 9 out of the top 15 global asset servicers) to bolster service offering to domestic and **GIFT city** clients
- ❑ Preferred **Digital Transformation Partner** for the Wealth and Alternatives industry by leveraging CAMS technology stack and Fintuple Expertise



# AA+TSP business is gaining momentum with expanded outreach and superior product positioning

**CAMS**finserve



- ❑ Razor-sharp focus on sales yielding continuous wins 25 deals signed up in Q1FY24
- ❑ CAMSfinserve leads industry in FIP integration with 82 FIP signups
- ❑ First AA to go live with Mutual funds
- ❑ **IRDA** entities initiating integration journeys
- ❑ **GST Schema Published** – High volume - Cashflow based lending use case
- ❑ Catapulted to leadership position in the industry on FIP integration
- ❑ Industry 1<sup>st</sup> Product features – Multi FIP Consent, Single journey supporting – multiple flows, multiple webhooks
- ❑ Best Bitsight score in Industry – 780
- ❑ Won the Technoviti Award – Bank Validation use case



**>50% Market Share**

In Mutual Funds Ecosystem for RP\*

**₹5000 Crore +**

worth of Monthly Transactions

**2 Lakh +**

UPI Autopay Mandate Registrations

**₹520 Crore**

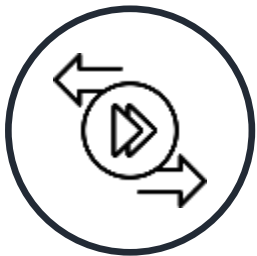
worth of UPI+ Transactions

**140 Million**

NACH Active Mandate registrations

## Key Highlights

- ❑ CAMSPay delivers an impressive **25% YoY growth** in Q1FY24 aligned to the market trends
- ❑ Expands digital footprint through its API, E-mandate and UPI autopay offering which will significantly increase revenues from recurring mandates



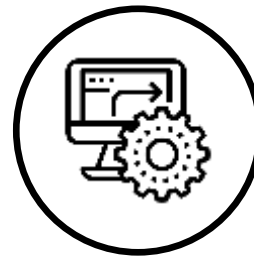
**Launching UPI QR**  
variant for BFSI



**Launched one-view dashboard** for insights and reports



Implemented recurring payment stack for major merchants



**Automating Hybrid mandate journey** for NBFCs



**Introducing Pay-by-link and Registration-by-Link** for registration / transaction failures and drop-outs



**Expanding direct banks** for Net Banking



**Launching SDK** Android and iOS for seamless mobile app-based integrations



**The singular platform in India to service both Insurance companies & policy holders**

- ❑ Empowers over 40 insurance companies with end-to-end operational support and technology-driven solutions
- ❑ Proprietary servicing portal Policy Genie facilitates customer lifecycle management including policy generation, renewal, payout and policy holder services

**5 Million**

E-Insurance policies

**₹10 Billion+**

Unclaimed Amount

Processed using Deep contact tracing

**New Product and Services**

**Insta EIA**

Real-time creation of an e-Insurance account

**Digital Loan Assignment**

Digitizing the entire loan policy assignment process

**KYC**

KYC platform for Insurance companies



CAMS NPS makes inroads into the POP and corporate segment with 48% of its new subscription from the retail POP channel  
Continues to retain No:2 position in the eNPS segment



## CAMS industry-first NPS CRA platform on cloud

- ❑ Designed to provide superior subscriber experience
- ❑ eNPS launched in March 2022, with other modules to follow
- ❑ Only CRA to offer multiple KYC options
- ❑ Simplified user journey

**~1 Lakh**

visitors to the website / month

**31K**

registrations which is 10% market share

Total eNPS industry registrations  
**1,69,602**

Total eNPS through camsnps.com  
**4,129**

eNPS registrations, Market share  
**6.4%**

Position in new eNPS sales  
**#2**



## A full-stack Data Science and AI-focused firm

Comprehensive 360-degree view of the AI technologies landscape focused on creating innovative solutions using cutting-edge technologies, Integrated and intelligent suite of products, solutions and consulting to orchestrate the loan origination to disbursement lifecycle.

- ❑ Trusted Digital Partner to marquee Indian BFSI enterprises
- ❑ Pioneers in Alternative Data and AI Credit Scoring solutions
- ❑ Transforming digital customer onboarding & KYC with smart AI journeys
- ❑ Helping FIs to rapidly scale their API and Partnership infra
- ❑ Bringing modern AI capabilities and advisory to BFSI clients



**100+**

**Clients Served**

**9**

**Years in business**

**100+**

**AI & Data Science Experts**

- ❑ Wins digitalization mandate with India's fourth largest public sector bank, Canara Bank, for its Kwik.ID product; With this 3 of the top 10 PSBs have awarded their digitization mandates to Kwik.ID
- ❑ Think360's flagship alternative credit scoring product, Algo360, has won the mandate from SBI Cards (country's second largest credit cards issuer) and Kreditbee (Top 5 lending fintech)

# FINANCIALS

# Revenue Highlights – Q1 FY24

<b>Revenue</b>	<b>₹26,129.9 Lakh</b>	▲ <b>10.4 % YoY</b> ▲ <b>4.8% QoQ</b>
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<b>Asset Based Revenue</b>	<b>5.5% YoY</b> ▲ <b>2% QoQ</b> ▲
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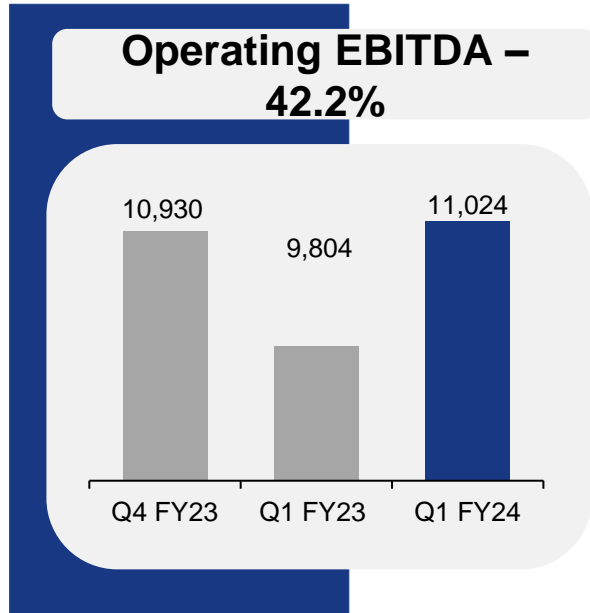
<b>Non-Asset Based Revenue</b>	<b>14.2% YoY</b> ▲ <b>8.5% QoQ</b> ▲
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<b>Non-MF Revenue</b>	<b>43.5% YoY</b> ▲ <b>20.1% QoQ</b> ▲
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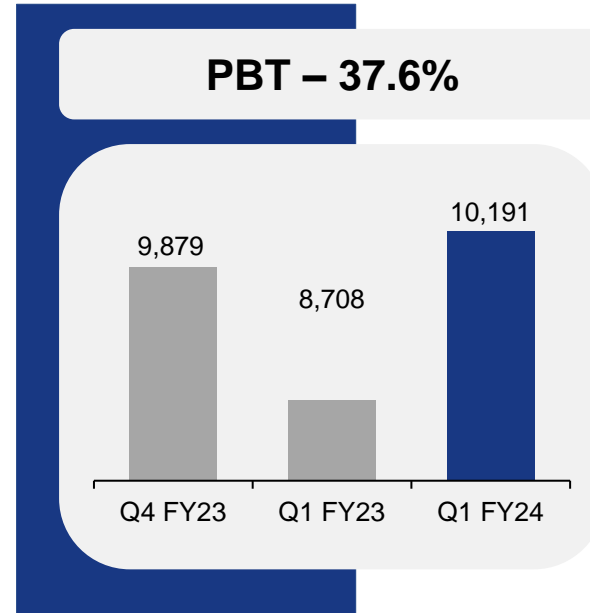
<b>Asset Mix</b>	<b>Equity component: Q1 FY24 @ 46.5% (Q1 FY23: @43.2% / Q4 FY23: @ 46.5%)</b>
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Includes results of think Analytics (subsidiary from 4<sup>th</sup> April 2023)

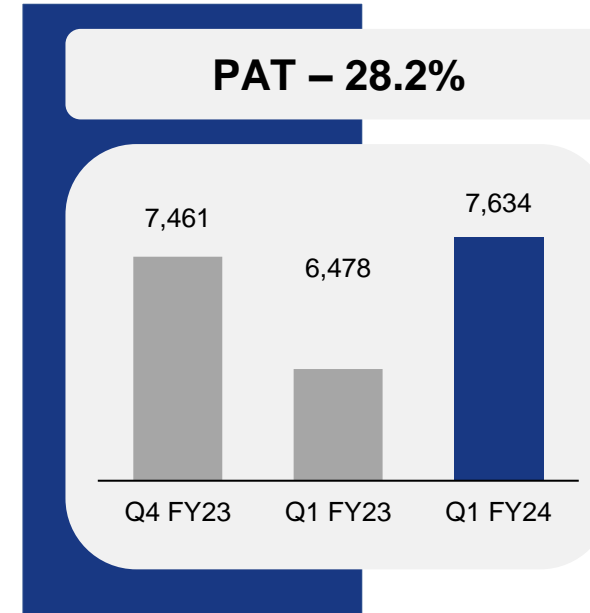
# Financial Highlights – Q1 FY24



▲ **12.4 % YoY**  
 ▲ **0.9 % QoQ**



▲ **17.0% YoY**  
 ▲ **3.2% QoQ**



▲ **17.9% YoY**  
 ▲ **2.3 % QoQ**

**Return on Net-Worth\*  
 ~38.8%**

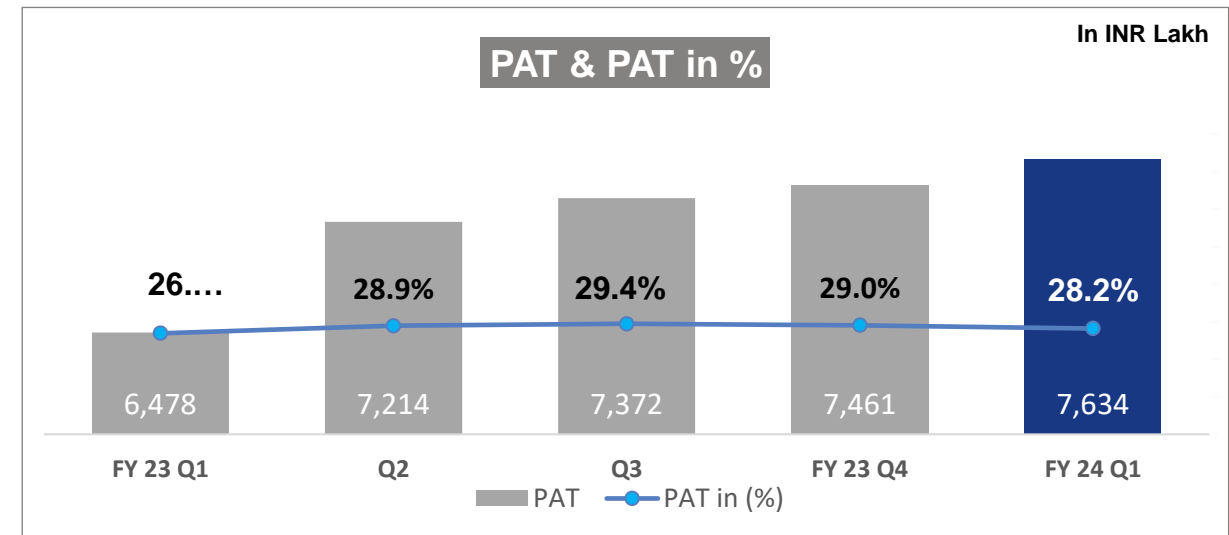
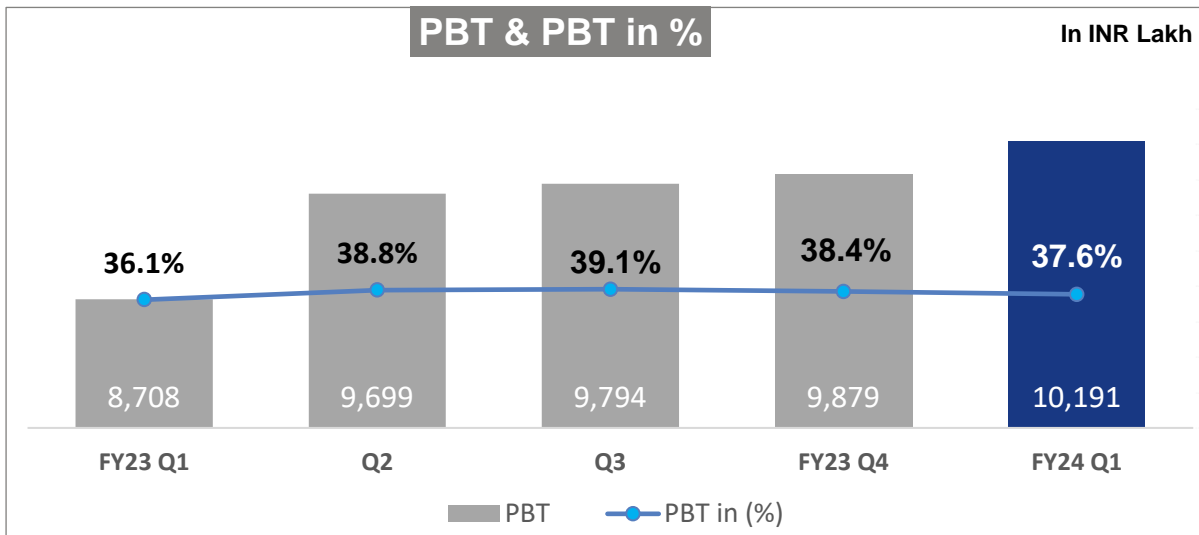
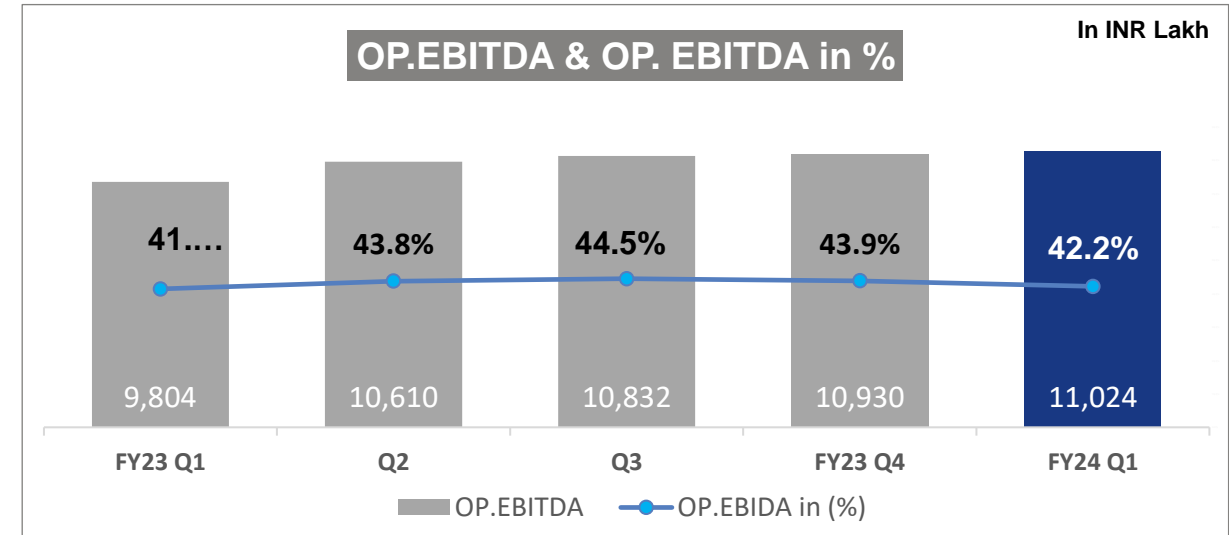
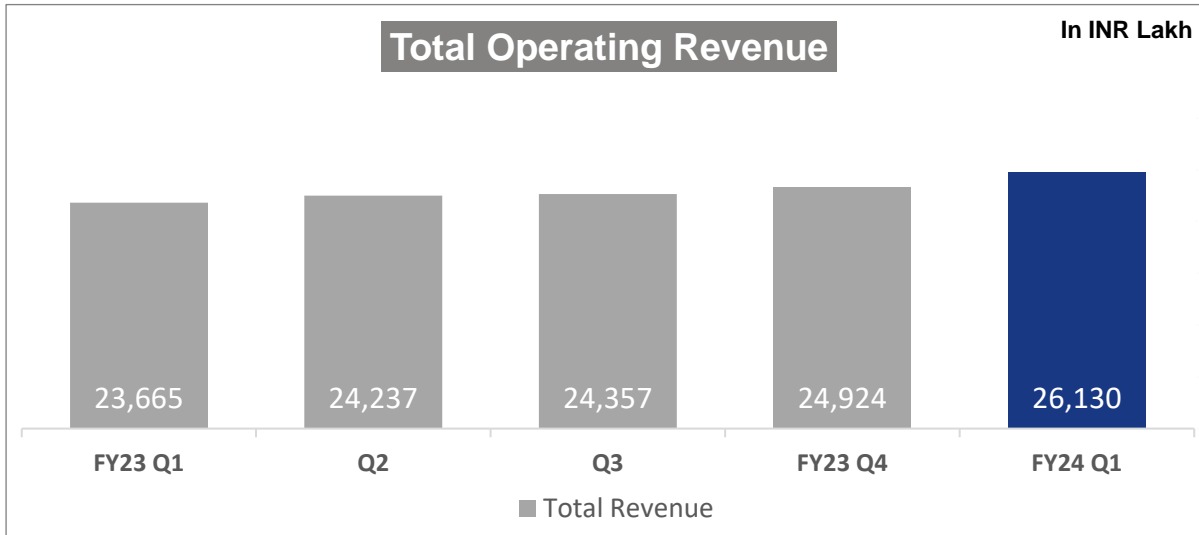
**\*\* Cash & Cash Equivalent as on 30<sup>th</sup> June 2023 was ₹508.96 Cr**

*Profit numbers are after considering the non-cash charge (ESOPs) amounting to ₹1.3 Cr (Q1 FY'24), ₹ 9.6 Cr (Q1 FY'23) and ₹5.1 Cr (Q4 FY'23)*

**Interim Dividend Proposed: ₹8 Per share**

- ❑ \*Return on Net-worth – PAT (annualized) / Average Equity | \*\* Includes Bank balances, Fixed deposit, Investment in MF and Excludes money held in trust (Escrow account for CAMSPAY , Stamp duty collection a/c & Money in unpaid dividend a/c
- ❑ Numbers are after eliminating non-controlling interest
- ❑ Includes results of Think Analytics (subsidiary from 4<sup>th</sup> April 2023)

# Consolidated Financial Highlights – Quarterly



Numbers are after eliminating non-controlling interest (Includes results of think Analytics (subsidiary from 4<sup>th</sup> April 2023))

# Q1 FY24 Standalone P&L

Particulars (In Rs Lakh)	Q1 FY24	Q1 FY23	YoY%	Q4 FY23	QoQ%	FY23
Revenue from operations	24,357.14	22,641.05	7.6%	23,674.80	2.9%	92,861.69
Other income	753.98	332.20	127.0%	616.35	22.3%	2,115.04
<b>Total revenue</b>	<b>25,111.12</b>	<b>22,973.25</b>	<b>9.3%</b>	<b>24,291.15</b>	<b>3.4%</b>	<b>94,976.73</b>
<b>Expenses</b>						
Employee benefits expense	7,474.43	7,748.54	-3.5%	7,170.31	4.2%	29,488.28
Finance costs	166.17	160.41	3.6%	174.34	-4.7%	666.64
Depreciation and amortisation expense	1,361.63	1,245.62	9.3%	1,439.00	-5.4%	5,419.50
Operating expenses	4,321.91	3,802.70	13.7%	4,061.17	6.4%	15,756.41
Other expenses	2,006.99	1,655.55	21.2%	1,997.67	0.5%	7,091.17
<b>Total expenses</b>	<b>15,331.13</b>	<b>14,612.82</b>	<b>4.9%</b>	<b>14,842.49</b>	<b>3.3%</b>	<b>58,422.00</b>
<b>Profit before tax</b>	<b>9,779.99</b>	<b>8,360.43</b>	<b>17.0%</b>	<b>9,448.66</b>	<b>3.5%</b>	<b>36,554.73</b>
<b>Tax expense</b>						
Current tax	2,478.70	2,130.66		2,140.05		9,061.13
Current tax expense of earlier years	-	-		(43.82)		(113.09)
Deferred tax	(21.91)	(2.63)		195.96		152.66
<b>Net tax expense</b>	<b>2,456.79</b>	<b>2,128.03</b>	<b>15.4%</b>	<b>2,292.19</b>	<b>7.2%</b>	<b>9,100.70</b>
<b>Profit / (Loss) for the period</b>	<b>7,323.20</b>	<b>6,232.40</b>	<b>17.5%</b>	<b>7,156.47</b>	<b>2.3%</b>	<b>27,454.03</b>
<b>Earnings per share (In ₹):</b>						
Basic	14.94	12.74		14.61		56.07
Diluted	14.85	12.65		14.51		55.71

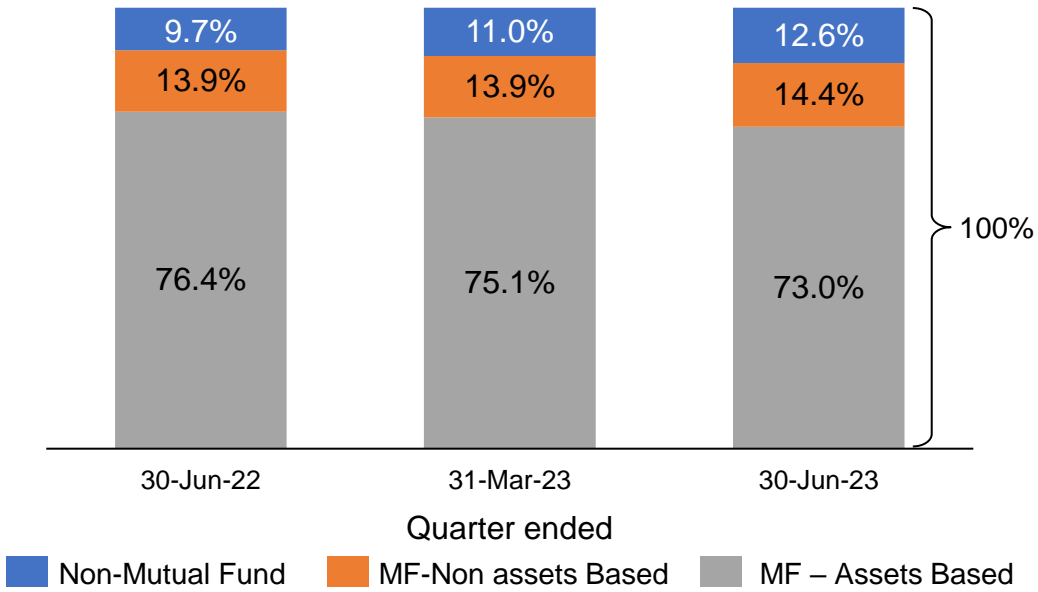
# Q1 FY24 Consolidated P&L

Particulars (In Rs Lakh)	Q1 FY24	Q1 FY23	YoY%	Q4 FY23	QoQ%	FY23
Revenue from operations	26,129.87	23,664.61	10.4%	24,923.87	4.8%	97,182.72
Other income	967.84	443.66	118.1%	788.12	22.8%	2,681.30
<b>Total revenue</b>	<b>27,097.71</b>	<b>24,108.27</b>	<b>12.4%</b>	<b>25,711.99</b>	<b>5.4%</b>	<b>99,864.02</b>
<b>Expenses</b>						
Employee benefits expense	9,495.21	9,326.82	1.8%	8,761.86	8.4%	35,808.18
Finance costs	202.28	177.42	14.0%	203.19	-0.4%	760.75
Depreciation and amortisation expense	1,650.40	1,363.13	21.1%	1,639.43	0.7%	6,025.00
Operating expenses	3,270.02	2,707.75	20.8%	2,937.03	11.3%	11,226.00
Other expenses	2,359.31	1,842.72	28.0%	2,316.10	1.9%	8,025.36
<b>Total expenses</b>	<b>16,977.22</b>	<b>15,417.84</b>	<b>10.1%</b>	<b>15,857.61</b>	<b>7.06%</b>	<b>61,845.29</b>
<b>Profit before tax</b>	<b>10,120.49</b>	<b>8,690.43</b>	<b>16.5%</b>	<b>9,854.38</b>	<b>2.7%</b>	<b>38,018.73</b>
<b>Tax expense</b>						
Current tax	2,702.45	2,256.66		2,280.00		9,543.21
Current tax expense of earlier years	(25.38)	-		(43.82)		(113.09)
Deferred tax	(124.25)	(26.69)		182.12		125.18
Net tax expense	<b>2,552.82</b>	<b>2,229.97</b>	<b>14.5%</b>	<b>2,418.30</b>	<b>5.6%</b>	<b>9,555.39</b>
<b>Profit / (Loss) for the period</b>	<b>7,567.67</b>	<b>6,460.46</b>	<b>17.1%</b>	<b>7,436.08</b>	<b>1.8%</b>	<b>28,463.44</b>
Non-Controlling Interest	(66.30)	(17.22)		(25.04)		(61.39)
<b>Profit attributable to Owners of the Company</b>	<b>7,633.97</b>	<b>6,477.68</b>	<b>17.9%</b>	<b>7,461.12</b>	<b>2.3%</b>	<b>28,524.83</b>
<b>Earnings per share (In ₹):</b>						
Basic	15.58	13.24		15.23		58.26
Diluted	15.48	13.14		15.13		57.88



# Revenue Profile Q1 FY24

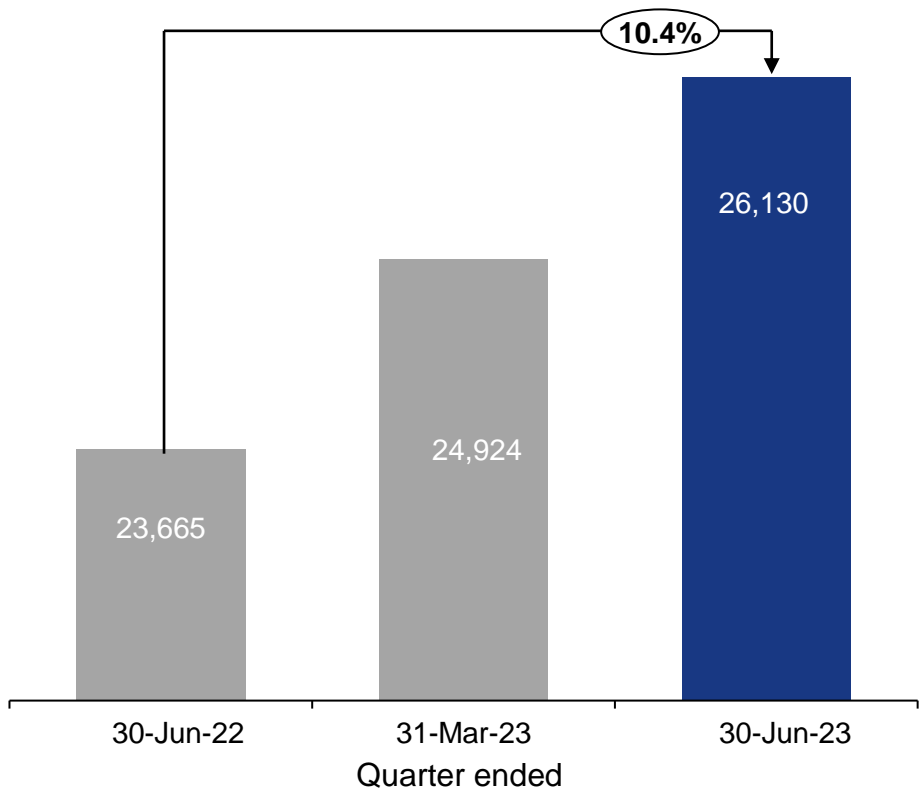
## Revenue Breakup



## Breakup of Non-Mutual Fund

Particulars	Quarter ended		
	30 Jun '22	31 Mar '23	30 Jun '23
AIF	2.7%	2.9%	2.8%
CAMS Pay	2.5%	2.8%	2.8%
CAMS REP	1.8%	2.0%	1.5%
Think360	-	-	1.8%
Others	2.7%	3.3%	3.7%
<b>Non Mutual Fund</b>	<b>9.7%</b>	<b>11.0%</b>	<b>12.6%</b>

## Revenue\* (In ₹ Lakh)



**ESG**

# Update on ESG Initiatives



- ❑ The company has reported the BRSR initiatives as part of the Annual Report 2023.



- ❑ The company has a Board approved ESG policy
- ❑ As part of the Environmental related initiatives the company partnered with an NGO – Environmentalist Foundation of India for renovating a lake with 18 acres of water holding. The renovation is complete



- ❑ Board level committee constituted for ESG initiatives, Road map being put in place to ensure compliance with the Environmental, Social and Governance related aspects



- ❑ The ESG rating for 22-23 is at 57. the separate ratings for E, S and G is as below:
  - Environment – 39
  - Social – 55
  - Governance – 74



As part of the Environmental related initiatives the company partnered with an NGO – Environmentalist Foundation of India for renovating a lake with 18 acres of water holding. The renovation is complete



# Environment

We help combat climate change and environmental challenges by ensuring resource efficiency and reducing our environmental footprints. We operate through 281 offices, including one Corporate Office and six back offices. To achieve our environmental goals, we have stringent internal targets to reduce waste, water, and carbon emission and invest in renewable green energy.

## Reduce

- ❑ Paper use is actively discouraged across the organization, and internal processes have been aligned to process transactions through electronic submissions
- ❑ Internal targets are to reduce waste, water, and carbon emission and invest in renewable green energy

## Replace

- ❑ Installation of lower energy LED lighting system
- ❑ Digital transformation for enhanced resource efficiency

## Reuse & Recycle

- ❑ No hazardous waste is produced since CAMS is a service-based Company
- ❑ Segregation of dry and wet waste
- ❑ Computers, monitors, computer accessories, printers, projectors, and other such hardware that are under-utilized or have reached the end of useful life are managed by the Company's e-waste recycling program, which includes handover to original suppliers or certified disposal vendors
- ❑ Plastic waste is collected, segregated, and transported to Local Government agencies / for processing and disposal

The company partnered with an NGO to restore two lakes and create two urban forests. The restoration of these lakes is expected to directly influence the surroundings and ensure increased water percolation and enhanced ground water recharge. This project involved cleaning up of the water body, removal of invasive weeds, increase in water storage, establishment of strong bunds, inlet-outlet regulation, tree plantation and protective fencing. While plants are expected to turn the lake into a biodiversity hotspot, the urban forest will enhance the air quality, reduce water run-off and soil erosion, and absorb noise, dust, and heat from the region.

As global citizens, we believe that we can thrive only when the communities in which we operate also thrive. We remain committed to impacting communities through initiatives that improve access to jobs, education, and training, protect the environment, promote people’s health and well-being, and encourage equality and care for the underprivileged.

## Customer-Centricity

- Grievance Redressal Mechanism for customers
- Interaction through email, mobile apps, face-to-face meetings on monthly basis to improve customer experience
- Customer Satisfaction surveys are carried out periodically for enhancing customer satisfaction levels
- The Company extensively educates the customers on data privacy and security via website, social media platforms and other digital solutions like mobile apps. CAMS focusses on enhancing customer experience through various digital solutions and technology upgradations

## Commitment to Community

- Virtual learning enhances the school students’ capacity and improves quality during the pandemic through online mediums
- Experimental-based learning through online platforms for underprivileged school students to respond to COVID-19
- Senior Citizens who do not have children/relatives looking for support
- Women self-help groups looking for entrepreneurial skills
- Support for Education of HIV- affected children
- Tree plantation to improve the green cover

## Commitment to Employees

- ❑ Grievance Redressal Mechanism for employees
- ❑ The employees undergo mandatory induction training where the stakeholders are made aware of CoC, Human Rights, Company policies, insider trading
- ❑ The Company also conducts refresher training through “WeLearn programme” to apprise the employees periodically
- ❑ Focused training on Skill Development & periodic drills on Risk Mitigation
- ❑ **Employee well-being is the foremost priority:** POSH committee, Communication, Accountability, Maternity benefits, Human Rights, and Training on Health and safety
- ❑ The Company has in place POSH policy, Whistle blower policy and Employee Safety policy applicable to all employees
- ❑ The grievance redressal mechanisms are available for the employees to raise their concerns. The Company provides opportunity for physically challenged persons to get profitable employment
- ❑ **Diversity & Inclusion:** 14% representation of women on the Board, and the Turnover rate for women in FY22 is 27% which is higher than the previous year

We recognize ethics and governance to be of paramount importance. We are committed to maintaining the highest standards of governance in the conduct of our business and continuously strive to create lasting value for all our stakeholders. Since our inception, we have been building on our organization's foundation by continually enhancing the governance structures, policies, processes, and controls that support and promote accountability, transparency, and ethical behaviour. We remain steadfast in our commitment to creating and reinforcing a strong and healthy culture in which all employees feel respected and empowered to do what is suitable for our customers, communities, and shareholders.

## Regulatory Compliance Framework



- ❑ Proactively identify, assess, monitor, control, and report compliance in adherence to country-specific laws and regulations
- ❑ Compliance ownerships are aligned with corporate objectives
- ❑ Serve the interests of the Company and its shareholders

## Board Governance and its Committees



- ❑ Representation and inclusion of Women in Board of Directors
- ❑ Leadership directly through board level committees



## Compliance, Risk and Internal Audit

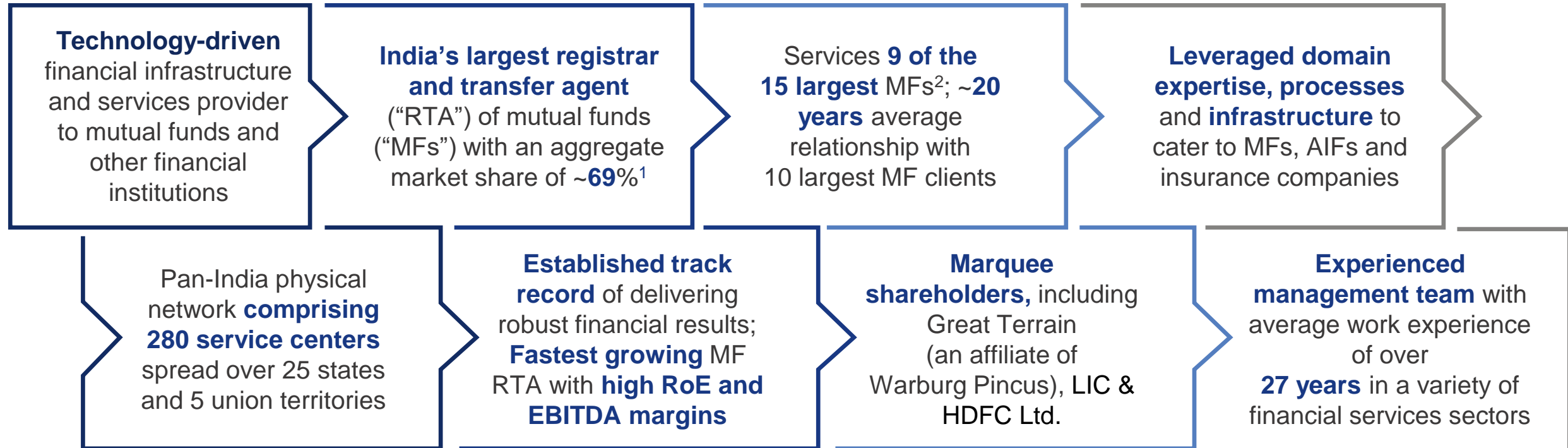
- ❑ The Company has extensive Information Security Management System in place for ensuring protection of the systems and safeguard information to avoid material financial impact
- ❑ ISO 9001:2015 Certification
- ❑ ISO 27001:2013 Certification
- ❑ ISO 22301:2019 Certification
- ❑ Audit Committee of the Board of Directors reviews the reports of the Auditors at its periodical meetings, and to oversee & review the procedures and systems effectuating the policies
- ❑ The Risk Management Committee and Technology Committee of the Board periodically reviews the cyber security systems
- ❑ Data Privacy Policy

## Ethical Practices

- ❑ CAMS Code of Conduct
- ❑ The vigil mechanism & whistle blower policy encourages directors and employees to report the concerns on (but not limited to) illegal or unethical practices or behaviour, actual or suspected fraud or violation of the Company's code of conduct or ethics policy
- ❑ Employee Safety Policy
- ❑ POSH Policy
- ❑ Policy on Anti-Corruption and Bribery



# ABOUT CAMMS

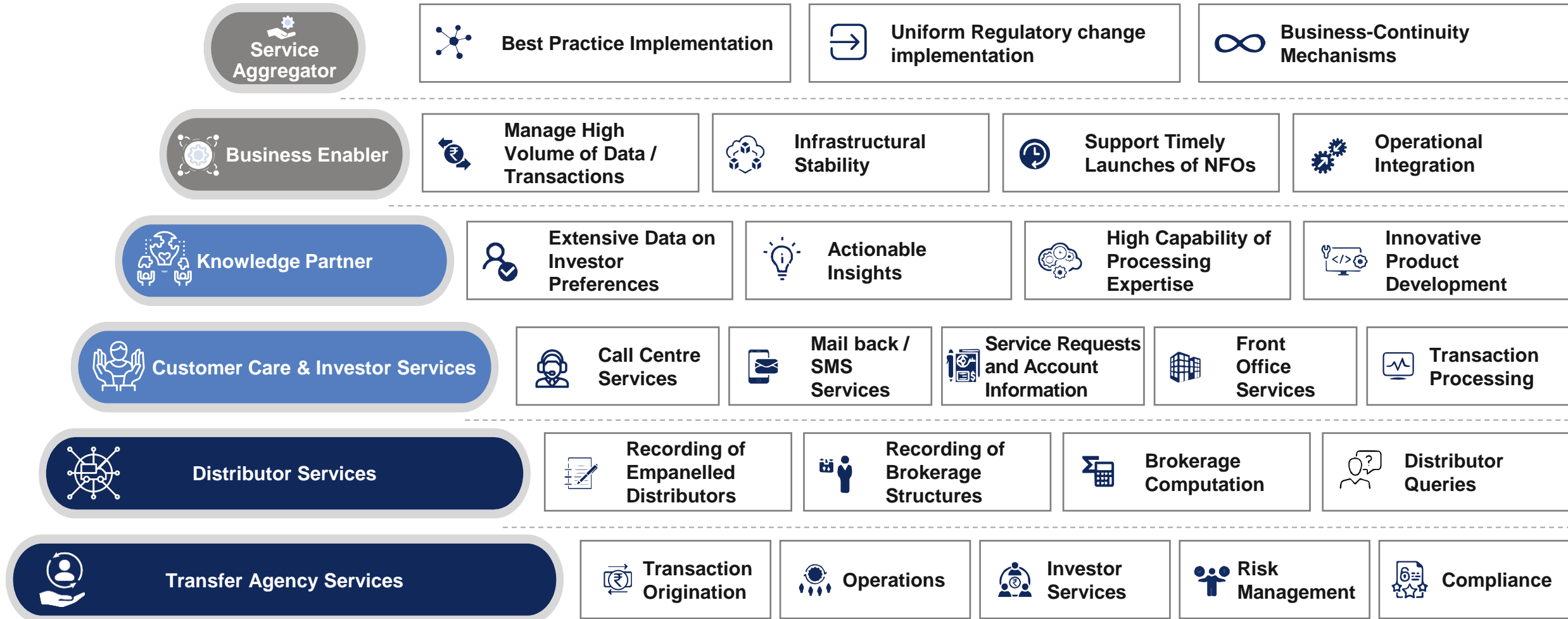


**Notes:** 1. Market share basis FY24 Q1 (3 Months Average)

2. Based on mutual fund average assets under management managed by clients and serviced by CAMS as per AMF

# CAMS – Mutual Fund Services Business

Provides a range of technology-enabled infrastructure to mutual funds –  
**Involved through the life cycle** of an account from account creation to processing transactions and redemption of the amount invested



# CAMS – Proprietary technology platforms and mobile applications for MF, AIF and PMS

CAMS has developed and implemented various technology platforms and its technology driven infrastructure and services are integral to the operations of its clients

## mfCRM

Mobility solution for MF RMs/SMs



## edge360

App and Portal for MF distributors & advisors

## MFCentral

Unified portal to serve investors across the MF industry



## MFDEX

Sales & business intelligence tool

## CAMSmart

Business intelligence service

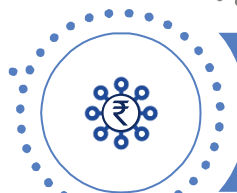


## GoCORP

Corporate investment portal

## CAMServ

Self-service chatbot for investors



## mfCompass

Allow MFs to sight funds real-time

## myCAMS

B2C app over 6 Mn registered users



## mf360

Proprietary investor service app

## Dice

AMC interface for brokerage structure updation



## CAMS Wealthserv

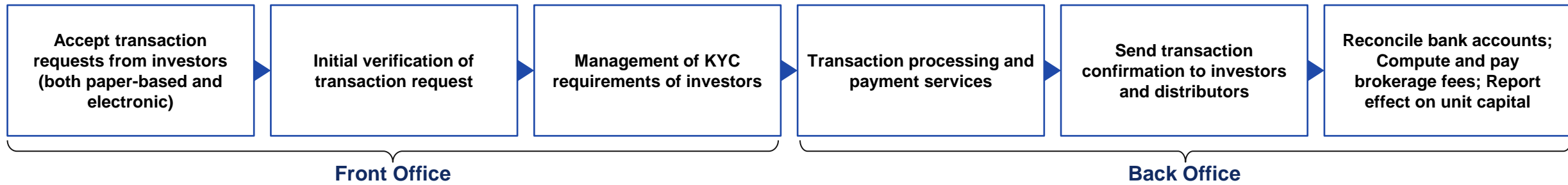
Digital onboarding of PMS investors



# Mutual Fund Services provided by CAMS

**CAMS is involved through the life cycle of an account – from account creation to processing to redemption;  
 Also provides statutory statements, transaction origination, operations, investor and distributor services, risk management services and compliance services**

## 1 Transaction Origination and Processing



## 2 Services to Asset Management Companies

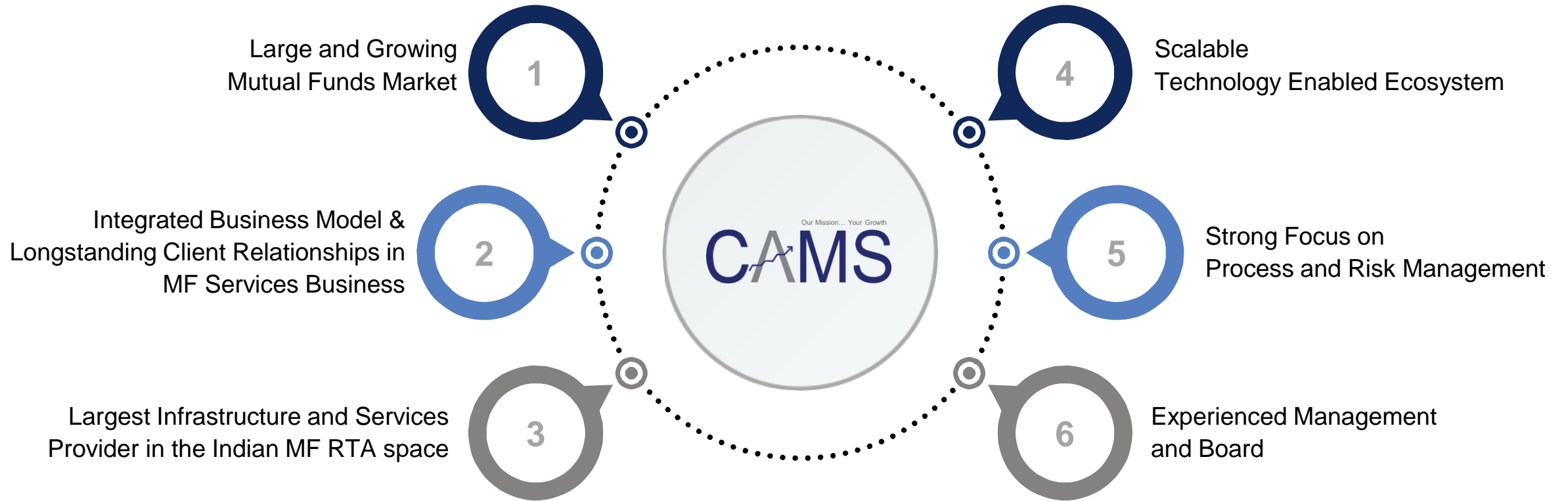
- |                                  |                                    |
|----------------------------------|------------------------------------|
| Record keeping and management    | Anti-money laundering services     |
| Reporting to govt. authorities   | Suspicious transaction reporting   |
| Compliance with KYC regulations  | Compliance with scheme document    |
| Compliance with SEBI regulations | Management information reporting   |
| Setting up of accounts           | Fee computation and administration |
| On-boarding of intermediaries    |                                    |

## 3 Services to MF Investors

- |  |
|--|
| Periodic statements and alerts         |
| Assist with Queries / Service Requests |
| Mail management, mail back services    |
| SMS / Online customer service          |
| Call center to address queries         |
| Push and pull services                 |

## 4 Services to Distributors

- |   |
|---|
| Distributor help desk                           |
| Recording of distributors empanelled            |
| Recording & maintenance of brokerage structures |
| Computation of various brokerage                |
| Claw-back of brokerages                         |
| Addressing distributor queries                  |



# CAMS – Overview of Non-MF Services

Over the years, CAMS has leveraged its domain expertise, processes and infrastructure to diversify its service offering to cater to a variety of other financial services sectors



- ❑ Market leader servicing over ~150 AIF / PMS / Wealth Serve Clients
- ❑ Offers services such as creation of investor record, fund accounting services and reconciliation and creation of MIS and reporting systems
- ❑ Also offers intermediaries revenue management, investor service management
- ❑ 30-35% AIF industry growth projected between FY19-24<sup>1</sup>



- ❑ Manages end-to-end ACH transactions and ECS and services mutual funds, NBFCs and insurance companies
- ❑ Provides services through CAMSPay, which is a highly automated ECS or NACH platform
- ❑ Supports periodical or adhoc payments (including receipt of funds from mutual fund investors through SIP accounts)
- ❑ 38.0 Mn ECS and ACH registrations and transactions executed in Q4 FY23, it was 33.1 Mn in Q4 FY22
- ❑ CamsPay Digital transaction executed in Q4 FY23 is 5.3 Mn against Q4 FY22 was 2.9 Mn



- ❑ ~40% market share in insurance repository business<sup>2</sup> (number of policies) , with ~5.5 Mn policies held
- ❑ Branch operations, servicing policies, renewal premium collections Claims processing & Unclaimed Management, Demat of Policies and other permitted support functions
- ❑ Assists with back-office operations as well as physical infrastructure and facility management functions

Note: ACH – Automated Clearing House. ECS – Electronic Clearance Services. 1. According to CRISIL Report. 2. Company Estimated as on 30<sup>th</sup> June 2023 (Industry data not available)



# CAMS – Overview of Non-MF Services (cont'd.)

Over the years, CAMS has leveraged its domain expertise, processes and infrastructure to diversify its service offering to cater to a variety of other financial services sectors



- ❑ Verification and maintenance of KYC records of investors for use by financial institutions
- ❑ Online services for intermediaries include verification of PAN card details, facilitate uploading new KYC data and entering data for new KYC applicants
- ❑ Also includes scanning and uploading KYC document and viewing and downloading KYC data maintained by KRAs (including CAMS)

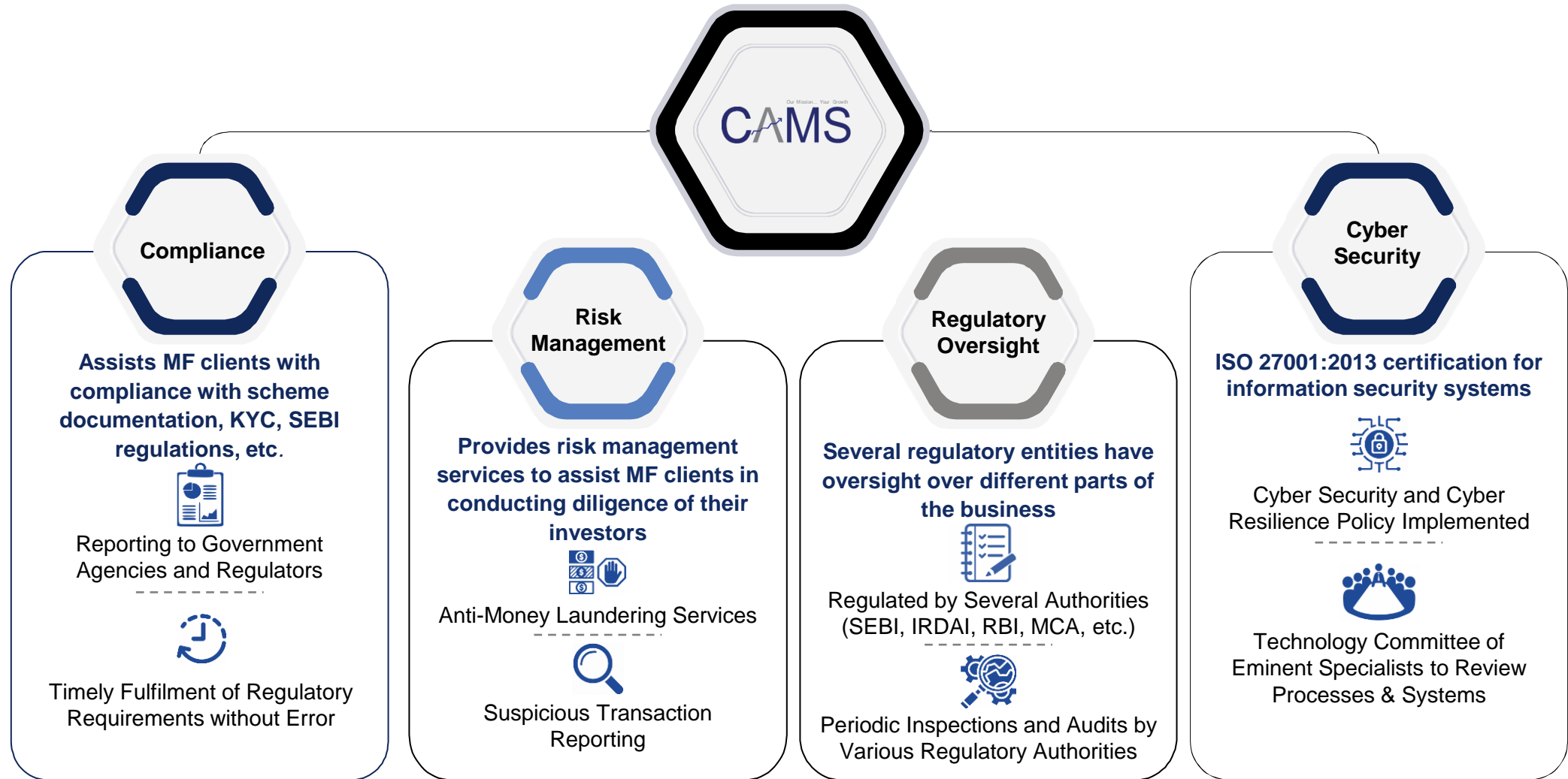


- ❑ Owns, develops and maintains the technology solutions for MF services business & MF clients
- ❑ Technology team of 957 personnel<sup>1</sup>
- ❑ Developed Investrak.NET, a scalable mutual fund transfer agency platform, among others
- ❑ Assists with website design and development, provides mobility solutions, performs trend analysis, business intelligence and analytics based services, etc.

Note: 1. As of June 30, 2023.

# CAMS – Compliance and risk management architecture

Relentless focus on systems and processes has allowed CAMS to become a trusted provider of services to its clients and other stakeholders



# Experienced Board of Directors

## Board of Directors



**Dinesh Kumar Mehrotra**  
*Chairman & Independent Director*



**Natarajan Srinivasan**  
*Independent Director*



**Vedanthachari Srinivasa Rangan**  
*Non-Executive Director*



**Vijayalakshmi Rajaram Iyer**  
*Independent Director*



**Narendra Ostawal**  
*Non-Executive Director*



**Sandeep Kagzi**  
*Non-Executive Director*



**Anuj Kumar**  
*Managing Director*

### Audit Committee

- Natarajan Srinivasan
- Dinesh Kumar Mehrotra
- Vijayalakshmi Rajaram Iyer
- Sandeep Kagzi

### Nomination & Remuneration committee

- Vijayalakshmi Rajaram Iyer
- Dinesh Kumar Mehrotra
- Narendra Ostawal

### Stakeholders Relationship Committee

- Natarajan Srinivasan
- Sandeep Kagzi
- Anuj Kumar

### Risk Management Committee

- Vijayalakshmi Rajaram Iyer
- Natarajan Srinivasan
- Dinesh Kumar Mehrotra

### Corporate Social Responsibility & ESG Committee

- Dinesh Kumar Mehrotra
- Vijayalakshmi Rajaram Iyer
- Anuj Kumar
- Sandeep Kagzi

Experienced management team, with an average work experience of **27 years** and a demonstrated ability to grow and diversify the business and innovate services

**Anuj Kumar – Managing Director**

- ❑ Joined the company in March 2016
- ❑ Previously associated with Godrej & Boyce, Escorts Finance & IBM India

**Syed Hassan – Chief Operating Officer**

- ❑ Joined the company in March 2022
- ❑ Previously associated with DXC Technology, Britannia Industries, Unilever

**Soumendu Sekar Ganguly – Chief Product officer, Head-New platforms**

- ❑ Joined the company in April 2017
- ❑ Previously associated with Naukri, 99acres and Shiksha, and Sulekha

**Vinodh Chelambathodi – Chief Human Resources Officer**

- ❑ Joined the company in January 2022
- ❑ Previously associated with Godrej, Flextronics, HCL, Capgemini, Polaris / Intellect and FSS

**Vivek Bengani – CEO – CAMS Insurance Repository**

- ❑ Joined the company in March 2022
- ❑ Previously associated with Edelweiss Tokio Life Insurance

**Gopalakrishnan Subbiah – Chief Technology Officer**

- ❑ Joined the company July 2023
- ❑ Previously associated with Kyndryl, IBM

**Ramcharan Sesharaman – Chief Financial Officer**

- ❑ Joined the company in March 2020
- ❑ Previously associated with Photon Interactive and Reliance Jio Infocomm

**Ravi Kethana – Chief Platform Officer**

- ❑ Joined the company in December 2019
- ❑ Previously associated with Tata Consultancy Services and Wipro

**Manikandan Gopalakrishnan – Company Secretary & Compliance Officer**

- ❑ Joined the company in June 2011
- ❑ Previously associated with BPL, Precot Meridian & SJK Steel Plant

**Vasanth Jeyapaul Emmanuel – CEO, CAMS Payment Services Private Limited**

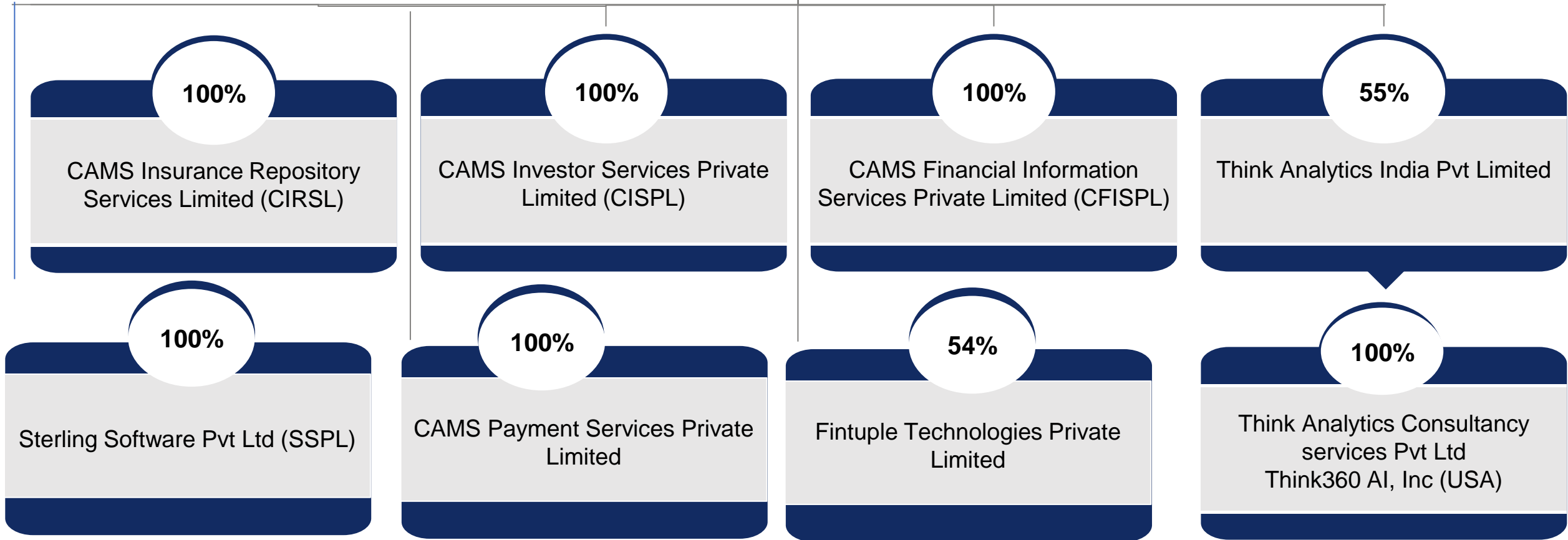
- ❑ Joined the company in October 2017
- ❑ Previously associated with Bennett, Coleman & Co, Agenda Net marketing

**Abhishek Mishra – Chief Risk Officer**

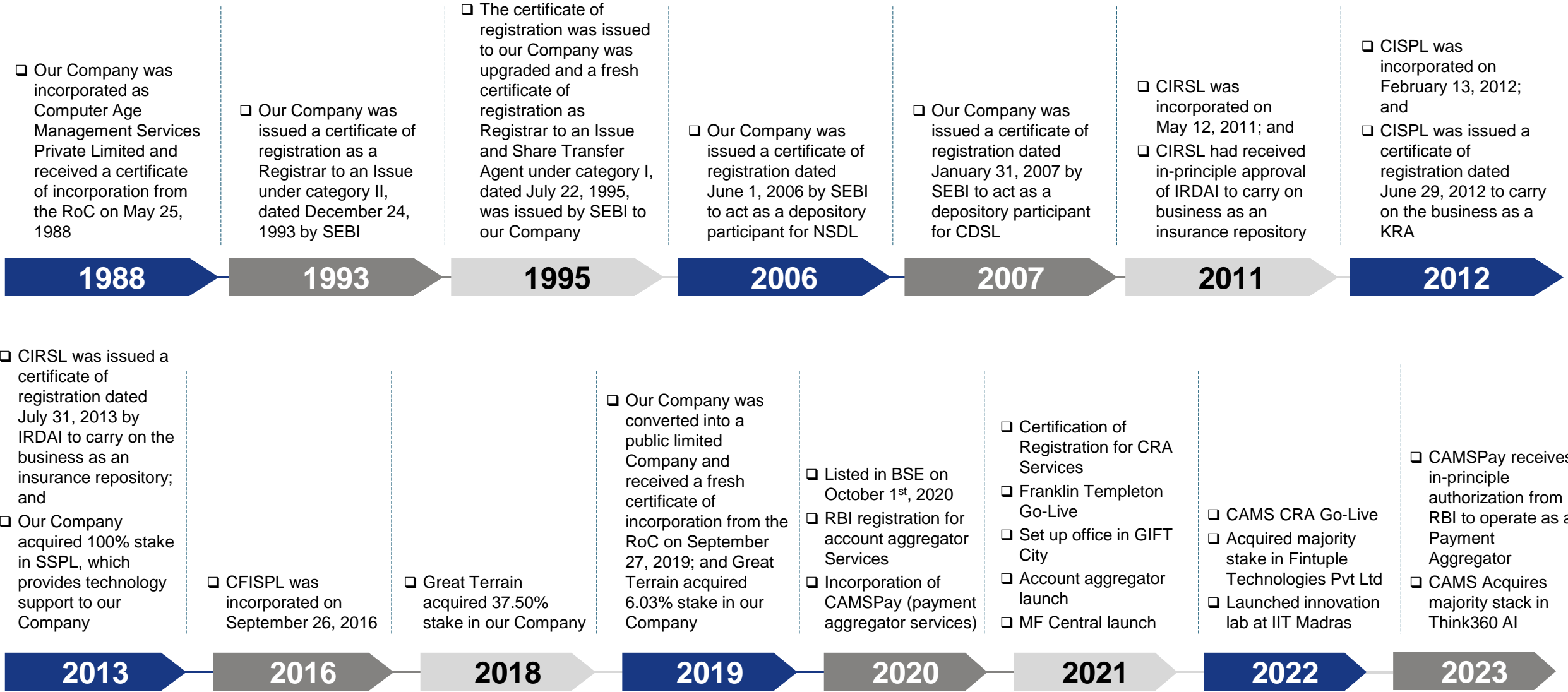
- ❑ Joined the company in 2<sup>nd</sup> January 2023
- ❑ Previously associated with Accenture, GE, Washington Mutual Bank

**APPENDIX**

## Computer Age Management Services Limited Mutual Funds Services, Alternate Investment Funds Services, Payment Services, Banking and Non-Banking Service Businesses



# History / Milestones



# Awards and Accolades



2015

- ❑ Our Company was awarded 'Best App' for 'myCAMS' app under finance category at the Global Mobile App Summit and Awards
- ❑ CIRSL was awarded 'Best Newcomer Award' at Asia Insurance Technology Awards
- ❑ CIRSL was awarded 'Best Service Provider' award in 'Feet on Street Collections' category by ICICI Prudential Life Insurance Company Limited at Tatva Annual Meet



2016

- ❑ Our Company was awarded SME Business Excellence Awards in mid-corporate IT and IT-enabled services category by Dun and Bradstreet and RBL Bank Limited
- ❑ Our Company was awarded 'Best App' for 'myCAMS' app under finance category at the Global Mobile App Summit and Awards



2017

- ❑ Our Company was awarded 'Best use of digital media / platform' in the mutual fund category for 'myCAMS' app at the Drivers of Digital Awards
- ❑ Our Company was awarded 'Best App' for 'myCAMS' app under finance category at the Global Mobile App Summit and Awards
- ❑ CIRSL was awarded 'Best Newcomer Award' at Asia Insurance Technology Awards
- ❑ CIRSL received the Celent Award for CIRSL's iCare services
- ❑ 20 most promising capital market solution provider



2018

- ❑ Our Company was awarded 'Special Mention for Use of Digital Media in the Mutual Fund Category' for 'GoCorp' app at the Drivers of Digital Awards 2018
- ❑ Our Company was awarded 'Best Application of Technology' for 'myCAMS' app at 4th edition of CX Strategy Summit and Awards
- ❑ CIRSL was awarded 'Best Service Provider' award



2019

- ❑ CIRSL was awarded 'OSCAR' by TATA AIA for outstanding support in DJFM 2019
- ❑ CIRSL was awarded 'Best Service Provider' award in 'Mandate Registration and Insurance Repository' category by ICICI Prudential Life Insurance Company Limited at Tatva Annual Meet
- ❑ SSPL was awarded "20 Most Promising Capital Market Solution Providers – 2019" by CIO Review India
- ❑ Our Company was awarded "Highly Commended – Harnessing the Power of Technology" at the Adam Smith Awards Asia 2019
- ❑ SSPL was awarded for "Digital and Fintech Solutions" at the SME Business Excellence Awards 2019 by Dun & Bradstreet and RBL Bank Limited



2020

- ❑ Recognized as the Star of FinTech in Tamil Nadu (highest category recognition) by Tamil Nadu Government



2021

- ❑ CAMSPay won the prestigious FINNOVITI 2021 Award
- ❑ CAMS Insurance Repository Services limited has been recognized as 'Feet on Street (FOS)-Best Service provider' by ICICI Prudential Life Insurance company limited at the 15<sup>th</sup> Annual TATVA annual awards 2021

2022

- ❑ CAMS won the NASSCOM cloud innovator of the year

2023

- ❑ CAMS Wins LACP vision for Annual Report



# Awards and Accolades



2023

- ❑ CAMS FE CFO Awards CAMS was selected in the Small Enterprises category. CFO Mr. Ramcharan Sesharaman was honoured with the prestigious Award
- ❑ BW HR Excellence Awards 2023 For Employee Engagement strategy category
- ❑ Economic Times Datacon Award 2023 under Smart Data Applications Software category
- ❑ CAMSfinserv Wins Banking Frontier's Technoviti 2023 for implementing Account Aggregator based bank account validation in myCAMS Application (with 6 Million+ registered users) for Third Party verification
- ❑ Think360.AI has been recognized by Fintech Global in the 3<sup>rd</sup> Edition of the AIFintech100 list

# Shareholders' Information

## Stock Data as on 30<sup>th</sup> June 2023

**Market Capitalisation**  
**10,780.58 Cr**

**Shares Outstanding**  
**4,90,12,680**

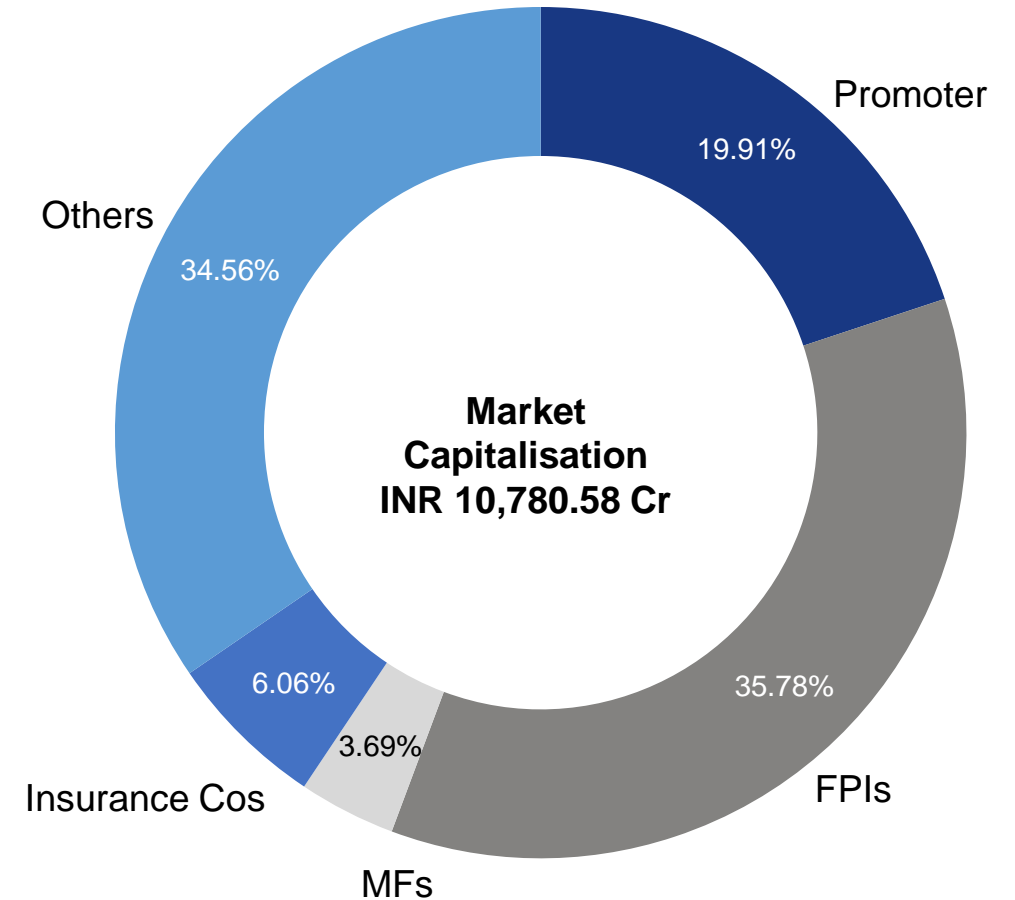
**Free Float**  
**8,634.17 Cr**

**Scrip Symbol / Code**  
**CAMS / 543232**

## Top Institutional Holders

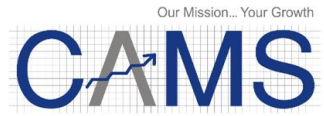
- Housing Development Finance Corporation Limited
- HDB Employees Welfare Trust
- Seafarer Overseas Growth & income Fund
- Life Insurance Corporation of India & LICP&GS Fund
- Smallcap world Fund , Inc
- Arisaig Asia Fund Ltd
- Goldman Sachs Funds
- 360 One India Private Equity Fund
- J P Morgan Funds
- Vanguard Fund

## Shareholding Pattern (%)



Term	Description
AAuM	Average Assets under Management
ACH	Automated Clearing House
Aditya Birla Capital	Aditya Birla Capital Limited
AIF	Alternative Investment Fund
AMC	Asset Management Company
AUM	Assets under Management
B2C	Business-to-Customer
c.	Approximately
CEO	Chief Executive Officer
DDT	Dividend Distribution Tax
DNS	Domain Name System
DSP Investment Managers	DSP Investment Managers Private Limited
EBITDA	Earnings before Interest, Tax, Depreciation and Amortization
ECS	Electronic Clearance Services
FI	Financial Institutions
FII	Foreign Institutional Investors
GDP	Gross Domestic Product
Great Terrain	Great Terrain Investment Ltd
HDFC	Housing Development Finance Corporation
HDFC AMC	HDFC Asset Management Company Limited
HDFC Bank	HDFC Bank Limited
HNI	High Net worth Individual
ICICI Prudential AMC	ICICI Prudential Asset Management Company Limited
ICICI Securities	ICICI Securities Limited
IIT	Indian Institute of Technology
IRDAI	Insurance Regulatory and Development Authority of India
IT	Information Technology

Term	Description
Kotak	Kotak Mahindra Capital Company Limited
Kotak Mahindra AMC	Kotak Mahindra Asset Management Company Limited
KRA	KYC Registration Agency
KYC	Know your Customer
MCA	Ministry of Corporate Affairs
MF	Mutual Fund
MIS	Management Information Systems
NACH	National Automated Clearing House
NBFC	Non-Banking Financial Company
NSE Investments	NSE Investments Limited
Nomura	Nomura Financial Advisory and Securities (India) Private Limited
PAN	Permanent Account Number
PAT	Profit after Tax
RBI	Reserve Bank of India
RFI	Regulated Financial Institutions
RM	Relationship Manager
RoE	Return on Equity
RTA	Registrar and Transfer Agent
SBI Fund Management	SBI Fund Management Private Limited
SEBI	Securities and Exchange Board of India
SIP	Systematic Investment Plan
SM	Sales Manager
SMS	Short Message Service
SSPL	Sterling Software Private Limited
TB	Terabyte
TER	Total Expense Ratio
UT	Union Territory



Computer Age  
Management Services  
Limited (CAMS)



Mr. Anish Sawlani, Head - IR



+91 72990 07973



[Anish.sawlani@camsonline.com](mailto:Anish.sawlani@camsonline.com)



**orient capital**

Investor Relations  
Orient Capital



Mr. Rajesh Agrawal



+91 99674 91495



[Rajesh.Agrawal@linkintime.co.in](mailto:Rajesh.Agrawal@linkintime.co.in)

**THANK YOU**