

27<sup>th</sup> June 2023

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

Dear Sir / Madam,

**Sub: Updated Investor Presentation**

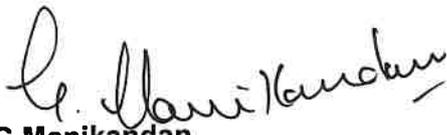
We are attaching an updated presentation which will be used in our investor meetings. This contains business updates till date in addition to the financials of Q4 which has already been published.

This presentation is also available on the website of the Company.

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**





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

## Business Overview

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**BUSINESS  
OVERVIEW**

# Key Highlights for the Q4 FY'23



- ❑ Navi Mutual Fund live on CAMS Platform
- ❑ AUM of CAMS funds was at Rs.28 Tn in Q4
- ❑ Equity asset trend in CAMS serviced funds are encouraging. Share of Equity AUM saw a 0.5% increase from 64.8% to 65.3%. Equity Net sales share rose by ~10 percentage points from 63.7% to 73.3%



- ❑ Alternative Services vertical continued its high growth trajectory recording ~21% Y-o-Y growth in revenue in Q4 FY23, 26% growth in FY23 over FY22
- ❑ CAMS WealthServ, the digital onboarding platform transform client onboarding for Alternatives Industry with 75+ signups



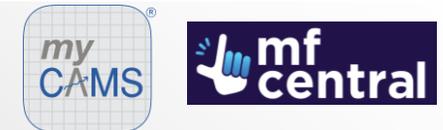
- ❑ Our AA + TSP offering has gained momentum with over 20+ sign ups in the quarter taking the total count to 79 mandates
- ❑ Acquisition of Think360.ai to bolster the offering in the AA+TSP ecosystem



- ❑ CAMSRep achieves 2.2X growth in policy addition and 2X growth in platform transactions in FY23
- ❑ CAMS NPS continues to retain the #2 position with 9% market share in eNPS segment
- ❑ Subscriber addition through POP and corporate channels have commenced

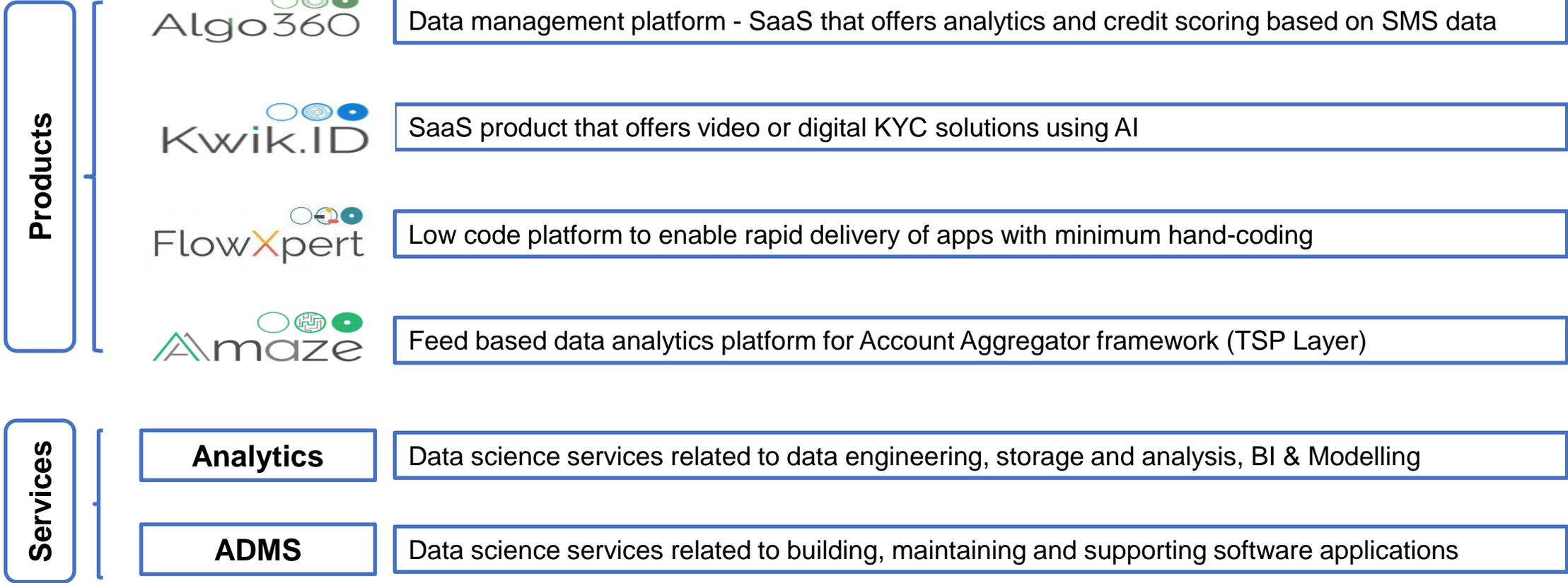


- ❑ CAMSPay delivers a stellar year with 27% growth in revenue driven by increase in transaction volumes and slew of new product offerings
- ❑ Received RBI's in-principle authorization to be a Payment Aggregator in Feb 2023
- ❑ Expanded industry presence – Growing rapidly within BFSI space, unprecedented merchant addition in FY23



- ❑ myCAMS holds fort among the Top 2 fintech apps with close to 6 Million downloads
- ❑ MFCentral gains popularity amongst the intermediary ecosystem with feature rich APIs for MF lifecycle. Daily API hits cross 20,000 a day

CAMS acquired majority stake in Think360.ai, a full-stack Data Science and AI-focused firm, focused on creating innovative solutions using cutting-edge technologies, advanced analytics, AI / ML and mobile cloud computing



# CAMS growth trend upwards in overall AuM, SIP registrations and transaction volumes

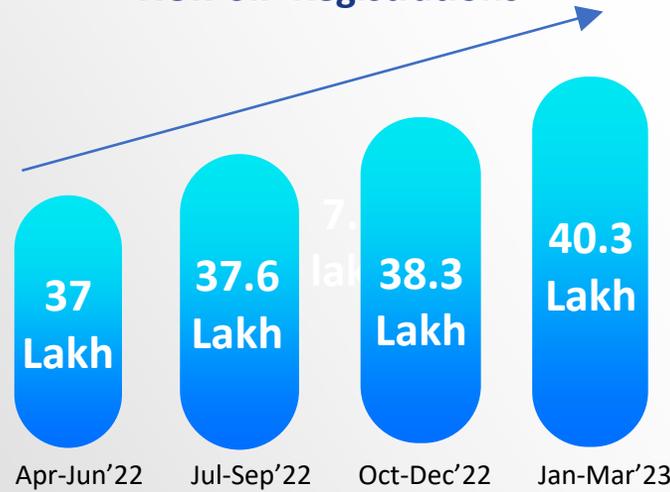
## AuM growth



\* Average AuM for the respective month

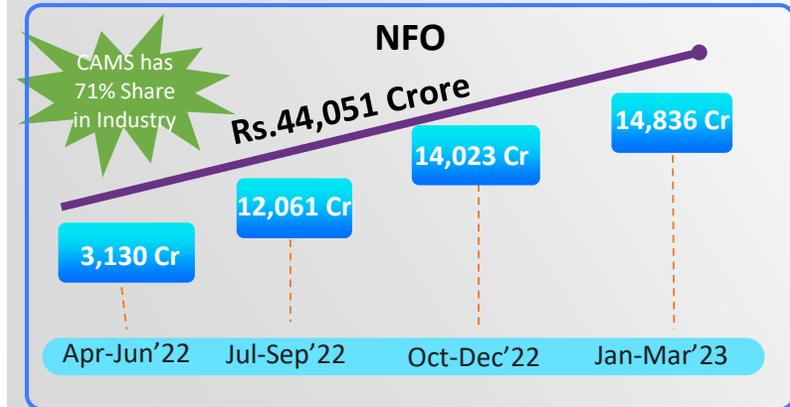
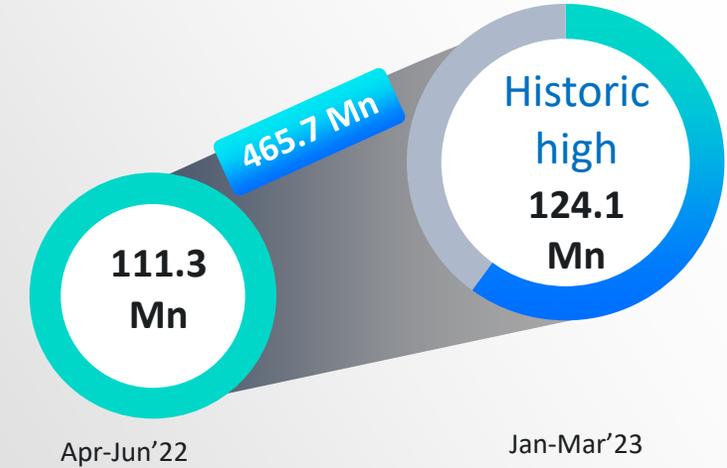
- Overall AuM for Q4FY'23 was at Rs.28 Lakh Cr (a marginal increase over Q3FY'23)
- Equity AuM share of CAMS Serviced funds continues its growth trajectory with share increasing from 64.8% in Q3FY'23 to 65.3% in Q4FY'23
- Equity Net Sales share has increased by 9.6 percentage points in Jan-Mar'23 (73.3% market share)

## New SIP Registrations



- Strong growth in SIP registrations for the quarter with 40.3 Lakh new registrations has led to an improved market share of 62% (5% growth over Q3FY'23)
- Q4FY'23 SIP inflows remain strong, reaching a historic high of ₹24,605 Cr for CAMS serviced funds (6% growth over Q3FY'23 inflows)

## Transaction volume



In the last 10 MF launches, we won 5 mandates from reputed financial brands and supported their rapid growth; In addition, we have won 6 more mandates in recent times



- 360 One MF (formerly IIFL MF)
- Shriram MF
- PPFAS MF
- Mahindra Manulife MF
- White Oak MF

**AuM Rs.58,073 Cr**



**5 wins**

- ITI MF
- Trust MF
- NJ India MF
- Samco MF
- Groww MF (acquisition of India Bulls MF)

**AuM Rs.10,764 Cr**

**CAMS served new clients have witnessed greater than 5x AuM growth compared to competition**

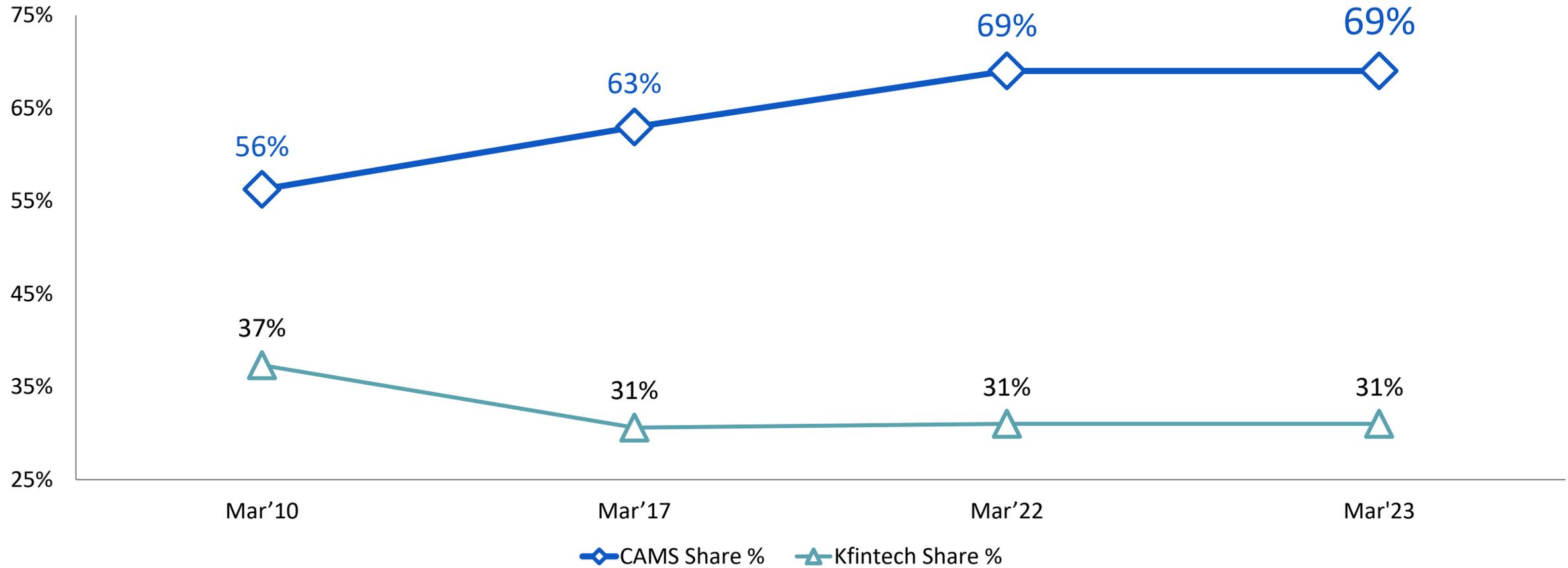
**Other recent AMC Mandates won**

- **Franklin Templeton** – From inhouse to CAMS
- Zerodha MF – New AMC, yet to launch
- Helios MF – New AMC, yet to launch
- **Navi MF** – Migrated from Kfintech to CAMS
- Torus ORO MF – New AMC, yet to launch

- Front Line MF – New AMC, yet to launch
- Bajaj MF – New AMC, yet to launch
- Old bridge MF – New AMC, yet to launch

Source: AMFI AAuM for May'23

Our differentiators have supported our clients to consistently grow faster than industry, solidifying our leadership position over the years



# Mutual Fund Industry & CAMS AAuM – Q4 FY23

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

**68.2%**

Net flows into equity assets remain positive in Q4 FY23

Inflows through SIPs increased by 5.8% QoQ / 22.3% YoY

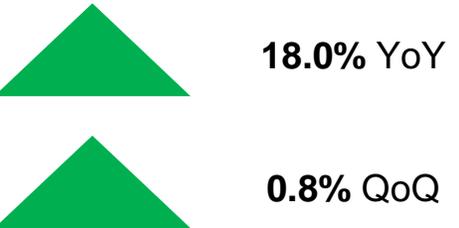
## AAuM Serviced by CAMS

₹ **28.0** trillion



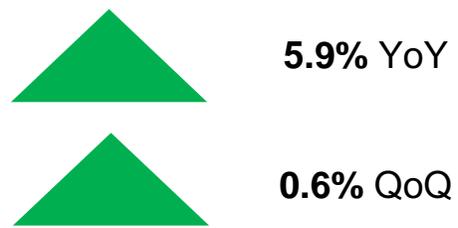
## Equity AAuM – CAMS

₹ **13.0** trillion



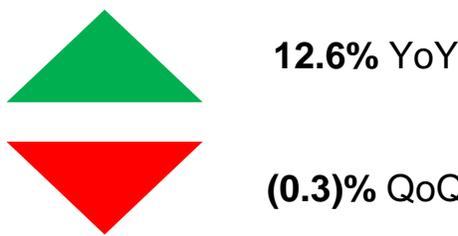
## Industry AAuM

₹ **41.1** trillion



## Equity AAuM – Industry

₹ **19.4** trillion



# Operational Metrics – Q4 FY23

**Transaction Volume**  
**124.1 Mn**

▲ YOY: 8%  
 ▲ QoQ: 6%

**SIP Book**  
**35.4 Mn**  
**(as on 31<sup>st</sup> Mar 23)**

▲ YoY: 18%  
 ▲ QoQ: 4%

**Systematic Transactions  
 Processed**  
**101.9 Mn**

▲ YoY: 16%  
 ▲ QoQ: 5%

**Live Investor Folios**  
**57.4 Mn**  
**(as on 31<sup>st</sup> Mar 23)**

▲ YoY: 11%  
 ▲ QoQ: 3%

**Unique Investors Serviced**  
**25.7 Mn**  
**(as on 31<sup>st</sup> Mar 23)**

▲ YoY: 12%  
 ▲ QoQ: 4%

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

**68.3%**

During the year Net flows into equity assets positive

Inflows through SIP increased by 27.7% YoY

## AAuM Serviced by CAMS

Rs. **27.3** Trillion



7.1% YoY

## Equity AAuM - CAMS

Rs. **12.4** Trillion



22.6% YoY

## Industry AAuM

Rs. **39.9** Trillion



8.3% YoY

## Equity AAuM - Industry

Rs. **18.6** Trillion



18.3% YoY

# Operational Metrics – FY23

**Transaction Volume**  
**465.7 mn**

 **YoY: 12%**

**SIP Book**  
**35.4 mn**  
**(as on 31<sup>st</sup>, Mar 23)**

 **YoY:18%**

**Systematic Transactions  
Processed**  
**382.8 mn**

 **YoY: 23%**

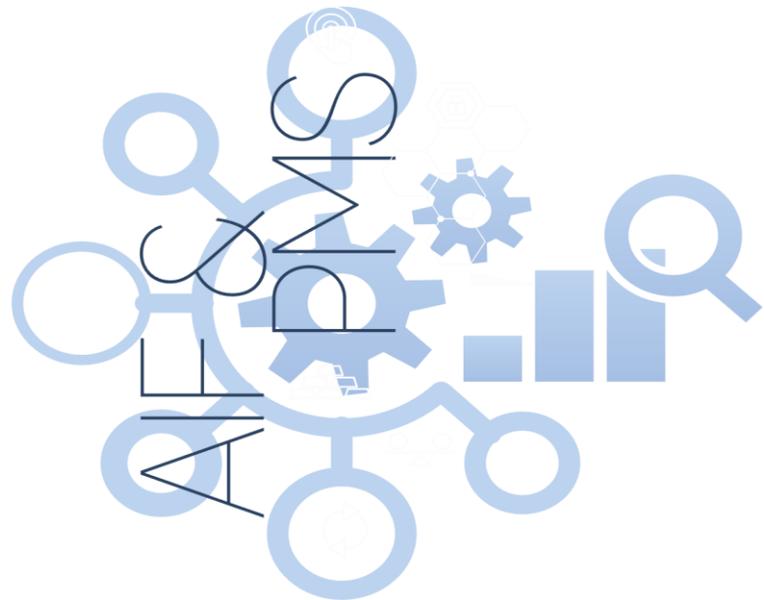
**Live Investor Folios**  
**57.4 mn**  
**(as on 31<sup>st</sup>, Mar 23)**

 **YoY: 11%**

**Unique Investors Serviced**  
**25.7 mn**  
**(as on 31<sup>st</sup>, Mar 23)**

 **YoY: 12%**

# The Alternatives business grows 21% Y-o-Y on the back of accelerated signings and rapid adoption of CAMS WealthServ



- ❑ 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

**300+**  
 funds serviced  
 across 140+ fund houses

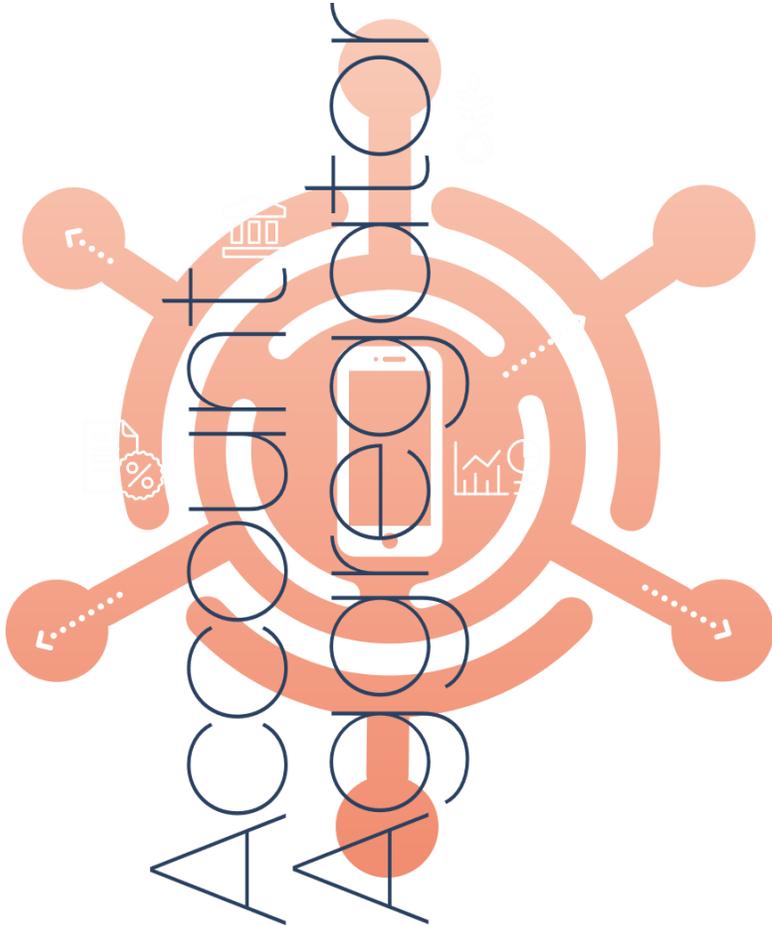
**₹1.5 Tn**  
 assets under service

**75+**  
 Installations  
 of CAMS Wealthserv &  
 Fintuple digital  
 on-boarding solution

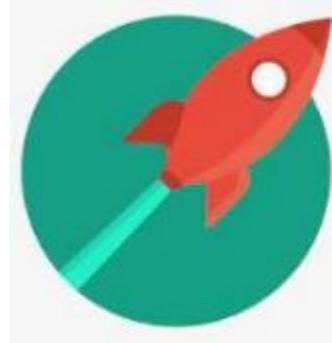
**1<sup>st</sup>**  
 RTA at GIFT City  
 to set up full-stack  
 operations for AIFs

- ❑ The business grew by 26% over FY'22
- ❑ Fintuple Technologies continues to make inroads with large ticket wins from marquee clients
- ❑ CAMS GIFT City operations scaling with 9 signed up clients

**CAMS**finserve

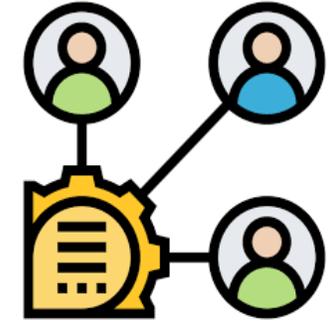


### Business Wins



- ❑ Razor-sharp focus on sales yielding continuous wins
- ❑ **79 AA / TSP wins 20 in Q4**
- ❑ Creating newer use cases – Bank account Validation through AA as Substitute to penny drop

### Business Updates



- ❑ **CAMS RTA /** to be live as FIP Gateway in Q1 FY24
- ❑ **CAMS CRA** live as FIP Gateway in Q4
- ❑ **IRDA** entities initiating integration journeys
- ❑ Catapulted to leadership position in the industry on FIP integration

# AI assisted KYC solutions for entities governed by RBI, SEBI, IRDAI & PFRDA



**10 Minute** KYC solution



Instant KYC,  
 Immediate investment

**17 Million** KYC records

**Kwik.ID**  
 Think360<sup>AI</sup>

- ☐ Fully RBI compliant Video KYC solution with AI assisted Face match, OCR and Liveliness, with built-in OVD verification services

**Video KYC**

**Digital KYC**

**E-Signature & E-NACH**

**Bank Account / UPI Verification**

**DigiLocker Integration**

**OCR & Face Match**

**Banks**

**NBFCs**

**Insurance**

**Fintech**

**Brokerage**

**Wallets**

**Payment Banks**

**1**

**Low Code Design Studio** that introduces **Video Interaction App (VIA)** in any web or mobile app

**2**

The **Plug & Play Design and Drag and Drop UI** enables embedding of a video-interaction app within mere minutes

**3**

**API Integrations** helps enterprises ingest data from various customer systems to create better **authentication, personalization, and experiences**



**>50% Market Share**

In Mutual Funds Ecosystem for RP\*

**140 Million**

NACH Active Mandate registrations

**₹5,000 Crore +**

worth of Monthly Transactions

**2 Lakh +**

UPI Autopay Mandate Registrations

**₹520 Crore**

worth of UPI+ Transactions

- ❑ **Expanded Industry Presence**
- ❑ #30% CAGR / Merchant Base
- ❑ Growing rapidly within **BFSI space**, unprecedented merchant additions in FY23

- ❑ **Payment Aggregator**
- ❑ Received RBI's in-principle authorization to be a Payment Aggregator in Feb 2023



**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 – Growth of over 35% from FY22

**2.5X**

Increase in Policy Service to 2,57,000 Transaction

**12**

New Insurers Onboarded into Digital Services

**9 Million**

Payout transactions processed

**₹8 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 CRA – focusing on simplifying customer journeys for eNPS and extending API stack for POPs

CAMS launched the industry first CRA platform on cloud in March 2022  
 Within a short span of time, achieved **9% share** and **#2 position** in new eNPS sales in Q4 FY'23



**~3 Lakh**

visitors to the website / month

**25K**

registrations which is 10% market share



**Innovation and Transformation**

- ❑ Industry first features of CAMS CRA - KYC and UPI based Bank account verification (recommended by PFRDA to other intermediaries)



- ❑ Subscriber addition through POP and corporate channels has commenced
- ❑ Onboarded 9 POPs and 6 corporates and built a strong pipeline in place including fintechs

**Total eNPS industry registrations**

**2,86,000**

**Total eNPS through camsnps.com**

**24,874**

**eNPS registrations, Market share FY'23**

**9%**

**Position in new eNPS sales**

**#2**



**FINANCIALS**

# Revenue Highlights – Q4 FY23

|         |                |                           |
|---------|----------------|---------------------------|
| Revenue | ₹24,923.9 Lakh | ▲ 2.5 % YoY<br>▲ 2.3% QoQ |
|---------|----------------|---------------------------|

|                     |                          |
|---------------------|--------------------------|
| Asset Based Revenue | 3.3% YoY ▲<br>0.2% QoQ ▼ |
|---------------------|--------------------------|

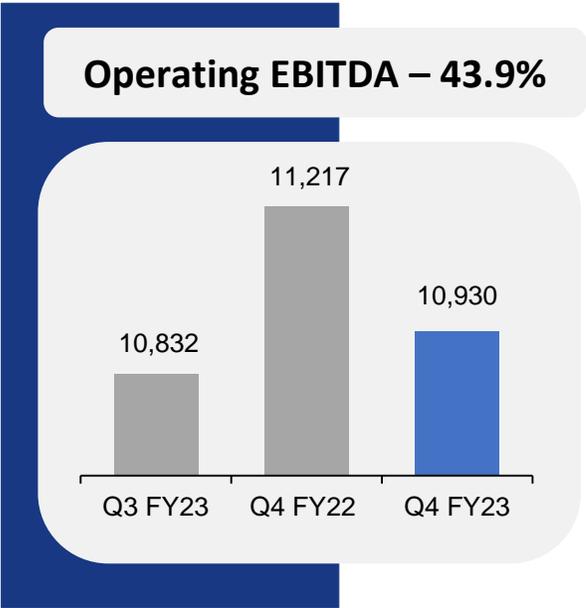
|                         |                          |
|-------------------------|--------------------------|
| Non-Asset Based Revenue | 5.0% YoY ▼<br>5.3% QoQ ▲ |
|-------------------------|--------------------------|

|                |                           |
|----------------|---------------------------|
| Non-MF Revenue | 7.7% YoY ▲<br>18.6% QoQ ▲ |
|----------------|---------------------------|

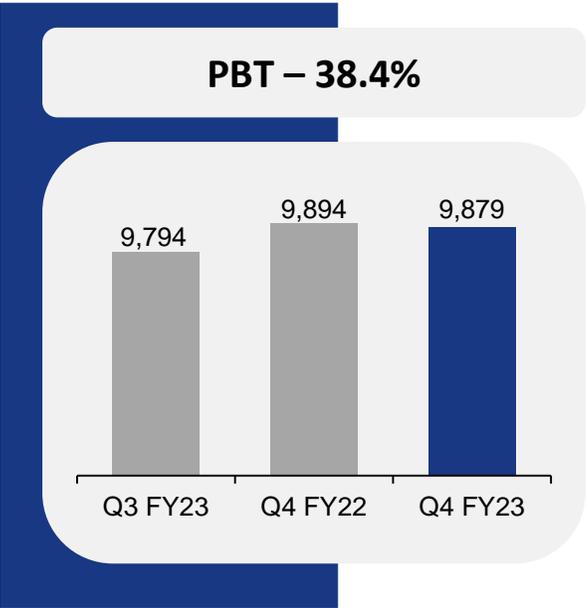
|           |  |
|-----------|--|
| Asset Mix | Equity component: Q4 FY23 @ 46.5% (Q4 FY22: @41.4% / Q3 FY23: @ 46.4%) |
|-----------|--|

Numbers are after eliminating non-controlling interest

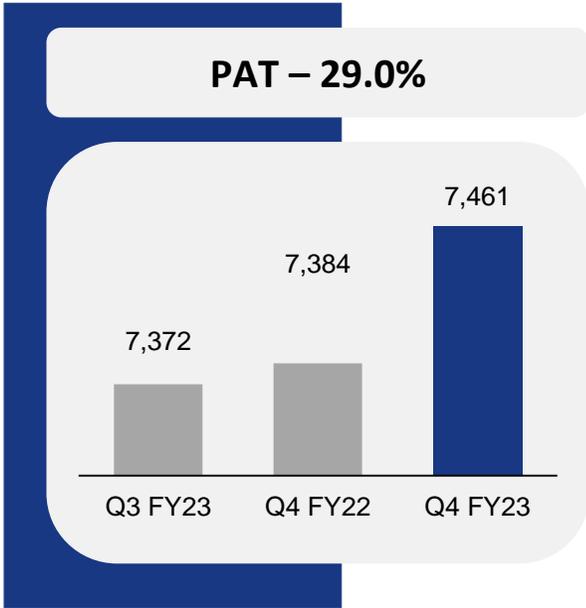
# Financial Highlights – Q4 FY23



▼ **2.6 % YoY**  
 ▲ **0.9 % QoQ**



▼ **0.1% YoY**  
 ▲ **0.9% QoQ**



▲ **1.1% YoY**  
 ▲ **1.2 % QoQ**

**Return on Net-Worth\*  
 ~38.9%**

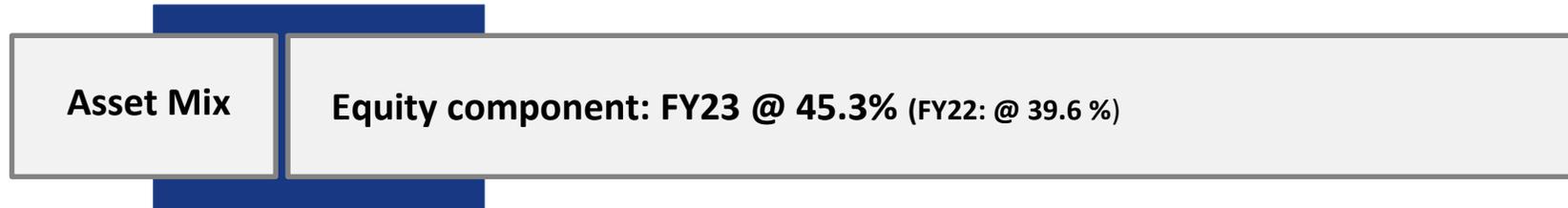
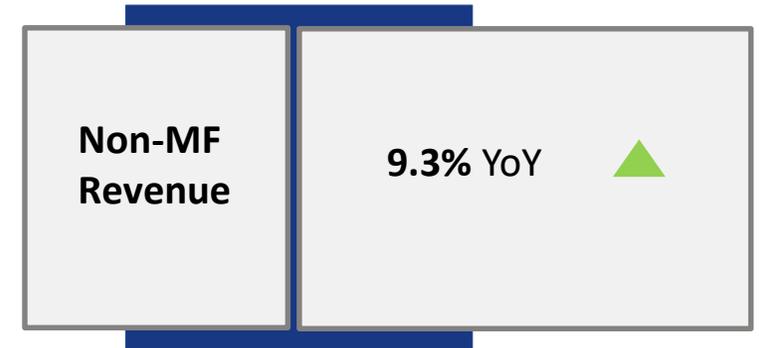
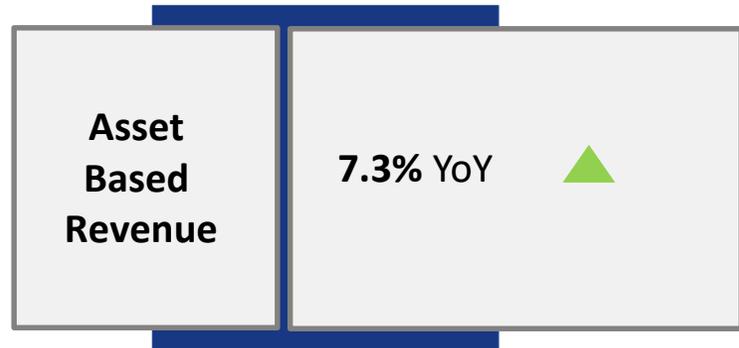
**\*\* Cash & Cash Equivalent  
 as on 31<sup>st</sup> Mar 2023 was  
 ₹ 482.2 Cr**

*Profit numbers are after considering the non-cash charge (ESOPs) amounting to ₹ 5.1 Cr (Q4 FY'23), ₹ 7.5 Cr (Q4 FY'22) and ₹ 5.5 Cr (Q3 FY'23)*

**Final Dividend Proposed: ₹12 Per share**

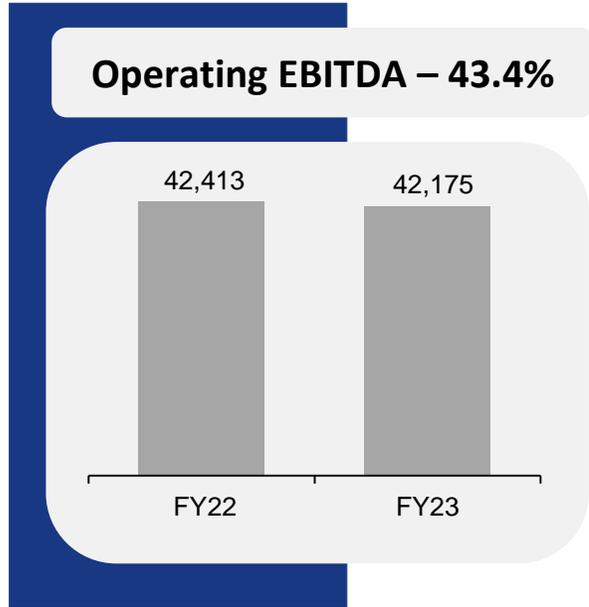
- ❑ \*Return on Net-worth – PAT (annualized) / Average Equity | \*\* Includes Bank balances, Fixed deposit, Govt Bond & Investment in MF / Excludes money held in trust (ECS, NPS & Stamp duty collection a/c & Money in unpaid dividend a/c
- ❑ Numbers are after eliminating non-controlling interest

# Revenue Highlights – FY23

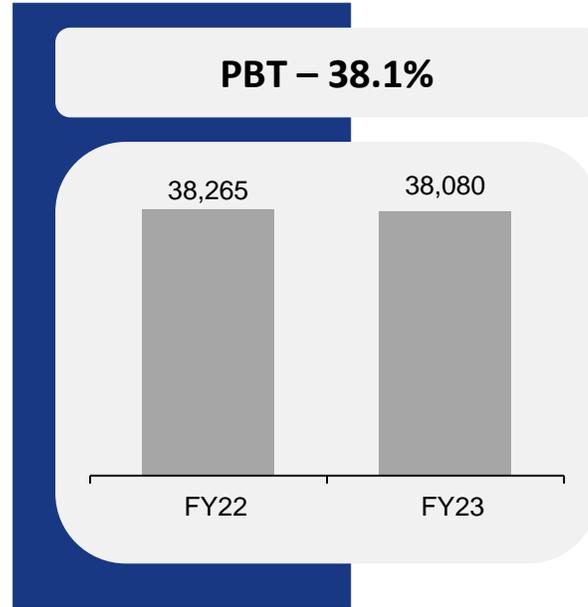


Numbers are after eliminating non-controlling interest

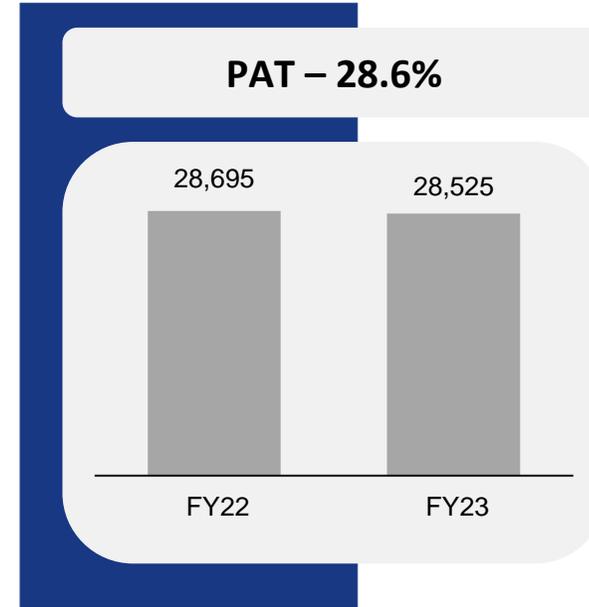
# Financial Highlights – FY23



▼ **0.6 % YoY**



▼ **0.5% YoY**



▼ **0.6% YoY**

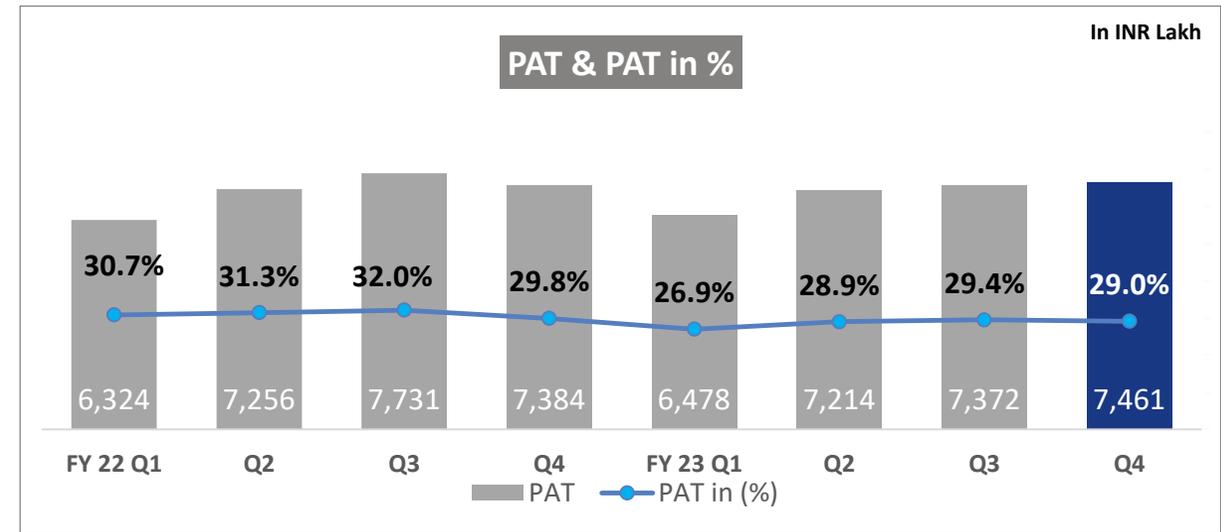
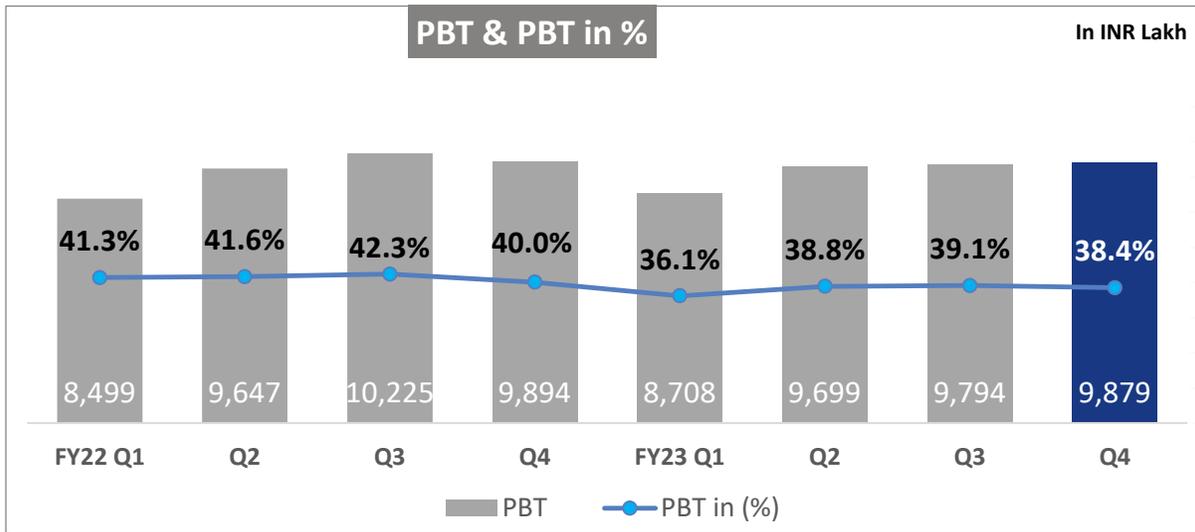
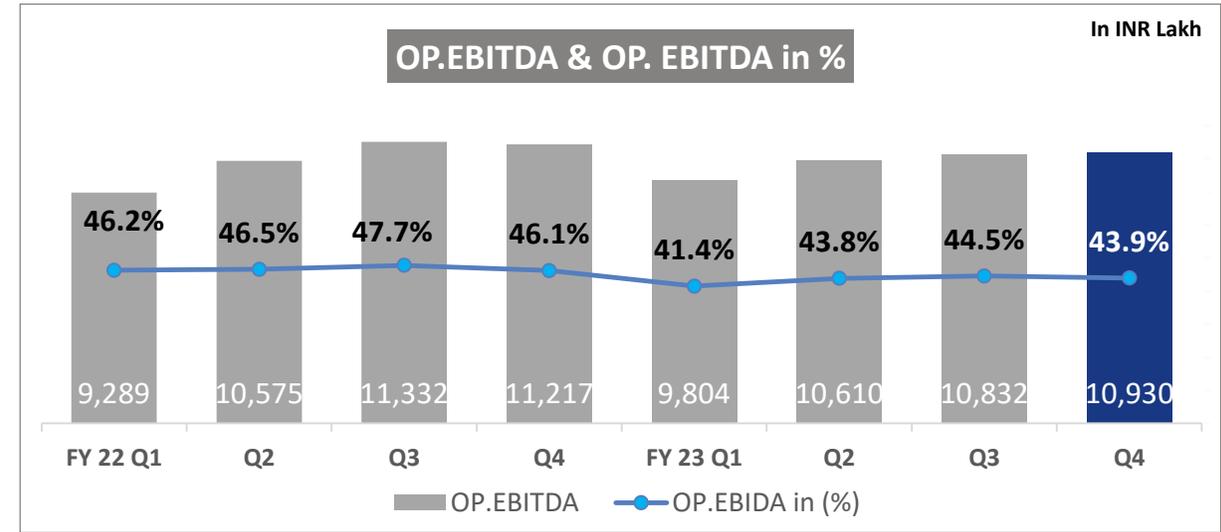
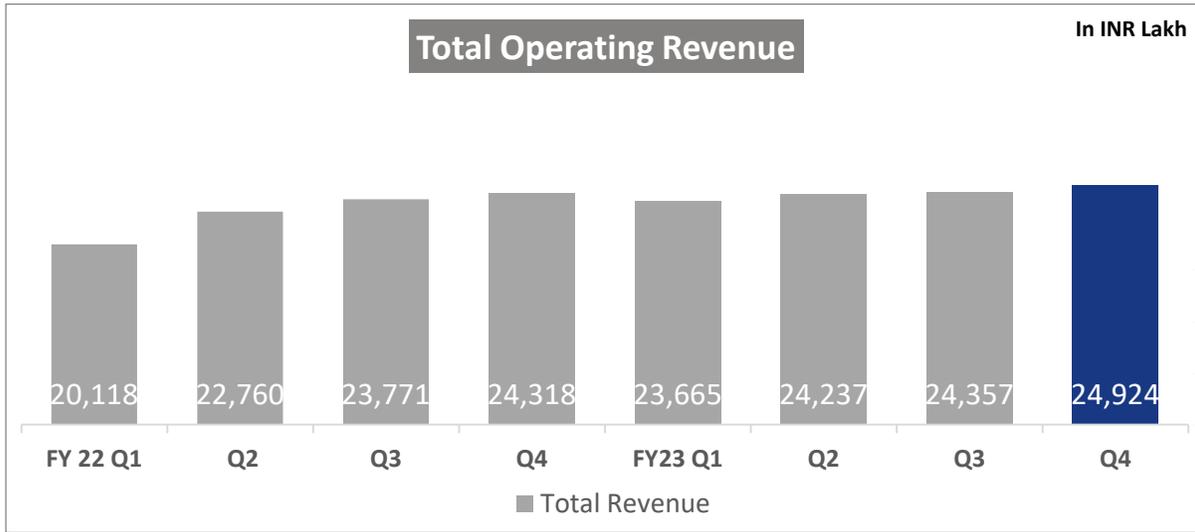
**Return on Net-Worth\***  
**39.9%**

*Profit numbers are after considering the non-cash charge (ESOPs) amounting to ₹26.7 Cr vs. FY'23 ₹25.3*

□ \*Return on Net-worth – PAT / Average Equity

Numbers are after eliminating non-controlling interest

# Consolidated Financial Highlights – Quarterly



Numbers are after eliminating non-controlling interest

# Q4 FY23 Standalone P&L

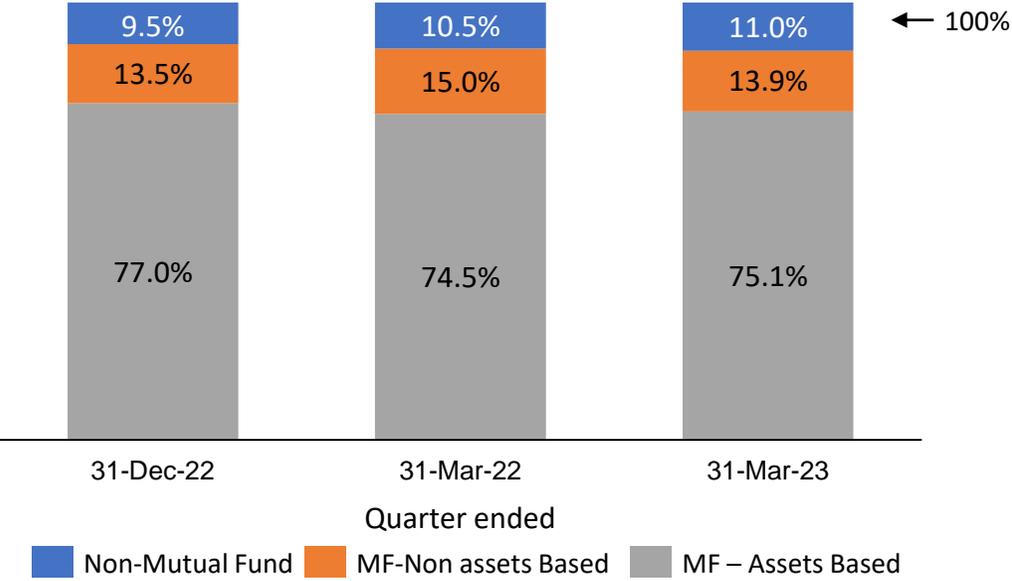
| Particulars (In Rs Lakhs)             | Q4 FY23          | Q4 FY22          | YoY%        | Q3 FY23          | QoQ%        | FY23             | FY22             | FY 23 vs. 22 % |
|---------------------------------------|------------------|------------------|-------------|------------------|-------------|------------------|------------------|----------------|
| Revenue from operations               | 23,674.80        | 23,014.29        | 2.9%        | 23,347.65        | 1.4%        | 92,861.69        | 86,377.00        | 7.5%           |
| Other income                          | 616.35           | 307.72           | 100.3%      | 557.17           | 10.6%       | 2,115.04         | 3,976.29         | -46.8%         |
| <b>Total revenue</b>                  | <b>24,291.15</b> | <b>23,322.01</b> | <b>4.2%</b> | <b>23,904.82</b> | <b>1.6%</b> | <b>94,976.73</b> | <b>90,353.29</b> | <b>5.1%</b>    |
| <b>Expenses</b>                       |                  |                  |             |                  |             |                  |                  |                |
| Employee benefits expense             | 7,170.31         | 7,072.06         | 1.4%        | 7,194.42         | -0.3%       | 29,488.28        | 27,030.38        | 9.1%           |
| Finance costs                         | 174.34           | 163.13           | 6.9%        | 169.15           | 3.1%        | 666.64           | 662.40           | 0.6%           |
| Depreciation and amortisation expense | 1,439.00         | 1,434.23         | 0.3%        | 1,392.99         | 3.3%        | 5,419.50         | 4,739.88         | 14.3%          |
| Operating expenses                    | 4,061.17         | 3,888.85         | 4.4%        | 3,977.73         | 2.1%        | 15,756.41        | 13,919.75        | 13.2%          |
| Other expenses                        | 1,997.67         | 1,681.69         | 18.8%       | 1,782.83         | 12.0%       | 7,091.17         | 6,416.53         | 10.5%          |
| <b>Total expenses</b>                 | <b>14,842.49</b> | <b>14,239.96</b> | <b>4.2%</b> | <b>14,517.12</b> | <b>2.2%</b> | <b>58,422.00</b> | <b>52,768.94</b> | <b>10.7%</b>   |
| <b>Profit before tax</b>              | <b>9,448.66</b>  | <b>9,082.05</b>  | <b>4.0%</b> | <b>9,387.70</b>  | <b>0.6%</b> | <b>36,554.73</b> | <b>37,584.35</b> | <b>-2.7%</b>   |
| <b>Tax expense</b>                    |                  |                  |             |                  |             |                  |                  |                |
| Current tax                           | 2,140.05         | 2,211.92         |             | 2,415.20         |             | 9,061.13         | 8,891.76         |                |
| Current tax expense of earlier years  | (43.82)          | -                |             | (69.27)          |             | (113.09)         | (190.30)         |                |
| Deferred tax                          | 195.96           | 60.12            |             | (55.77)          |             | 152.66           | (58.54)          |                |
| Net tax expense                       | <b>2,292.19</b>  | <b>2,272.04</b>  | <b>0.9%</b> | <b>2,290.16</b>  | <b>0.1%</b> | <b>9,100.70</b>  | <b>8,642.92</b>  | <b>5.3%</b>    |
| <b>Profit / (Loss) for the period</b> | <b>7,156.47</b>  | <b>6,810.01</b>  | <b>5.1%</b> | <b>7,097.54</b>  | <b>0.8%</b> | <b>27,454.03</b> | <b>28,941.43</b> | <b>-5.1%</b>   |
| <b>Earnings per share (In ₹):</b>     |                  |                  |             |                  |             |                  |                  |                |
| Basic                                 | 14.61            | 13.93            |             | 14.49            |             | 56.07            | 59.23            |                |
| Diluted                               | 14.51            | 13.84            |             | 14.39            |             | 55.71            | 58.91            |                |

# Q4 FY23 Consolidated P&L

| Particulars (In Rs Lakhs)                           | Q4 FY23          | Q4 FY22          | YoY%         | Q3 FY23          | QoQ%         | FY23             | FY22             | FY23 vs. 22 % |
|---|------------------|------------------|--------------|------------------|--------------|------------------|------------------|---------------|
| Revenue from operations                             | 24,923.87        | 24,318.39        | 2.5%         | 24,357.23        | 2.3%         | 97,182.72        | 90,966.75        | 6.8%          |
| Other income  | 788.12           | 425.04           | 85.4%        | 707.97           | 11.3%        | 2,681.30         | 1,727.44         | 55.2%         |
| <b>Total revenue</b>                                | <b>25,711.99</b> | <b>24,743.43</b> | <b>3.9%</b>  | <b>25,065.20</b> | <b>2.6%</b>  | <b>99,864.02</b> | <b>92,694.19</b> | <b>7.7%</b>   |
| <b>Expenses</b>                                     |                  |                  |              |                  |              |                  |                  |               |
| Employee benefits expense                           | 8,761.86         | 8,525.56         | 2.8%         | 8,713.02         | 0.6%         | 35,808.18        | 32,175.22        | 11.3%         |
| Finance costs                                       | 203.19           | 178.99           | 13.5%        | 199.04           | 2.1%         | 760.75           | 713.39           | 6.6%          |
| Depreciation and amortisation expense               | 1,639.43         | 1,568.61         | 4.5%         | 1,550.57         | 5.7%         | 6,025.00         | 5,162.17         | 16.7%         |
| Operating expenses                                  | 2,937.03         | 2,742.51         | 7.1%         | 2,823.22         | 4.0%         | 11,226.00        | 9,298.80         | 20.7%         |
| Other expenses                                      | 2,316.10         | 1,833.72         | 26.3%        | 2,000.41         | 15.8%        | 8,025.36         | 7,079.79         | 13.4%         |
| <b>Total expenses</b>                               | <b>15,857.61</b> | <b>14,849.39</b> | <b>6.8%</b>  | <b>15,286.26</b> | <b>3.74%</b> | <b>61,845.29</b> | <b>54,429.37</b> | <b>13.6%</b>  |
| <b>Profit before tax</b>                            | <b>9,854.38</b>  | <b>9,894.04</b>  | <b>-0.4%</b> | <b>9,778.94</b>  | <b>0.8%</b>  | <b>38,018.73</b> | <b>38,264.82</b> | <b>-0.6%</b>  |
| <b>Tax expense</b>                                  |                  |                  |              |                  |              |                  |                  |               |
| Current tax   | 2,280.01         | 2,391.61         |              | 2,539.31         |              | 9,543.21         | 9,762.42         |               |
| Current tax expense of earlier years                | (43.82)          | -                |              | (69.27)          |              | (113.09)         | (190.30)         |               |
| Deferred tax  | 182.12           | 118.88           |              | (48.03)          |              | 125.18           | (1.99)           |               |
| <b>Net tax expense</b>                              | <b>2,418.30</b>  | <b>2,510.49</b>  | <b>-3.7%</b> | <b>2,422.01</b>  | <b>-0.2%</b> | <b>9,555.39</b>  | <b>9,570.13</b>  | <b>-0.2%</b>  |
| <b>Profit / (Loss) for the period</b>               | <b>7,436.08</b>  | <b>7,383.55</b>  | <b>0.7%</b>  | <b>7,356.93</b>  | <b>1.1%</b>  | <b>28,463.44</b> | <b>28,694.69</b> | <b>-0.8%</b>  |
| Non-Controlling Interest                            | (25.04)          | -                |              | (14.80)          |              | (61.39)          | -                |               |
| <b>Profit attributable to Owners of the Company</b> | <b>7,461.12</b>  | <b>7,383.55</b>  | <b>1.1%</b>  | <b>7,371.73</b>  | <b>1.2%</b>  | <b>28,524.83</b> | <b>28,694.69</b> | <b>-0.6%</b>  |
| <b>Earnings per share (In ₹):</b>                   |                  |                  |              |                  |              |                  |                  |               |
| Basic   | 15.23            | 15.10            |              | 15.05            |              | 58.26            | 58.73            |               |
| Diluted   | 15.13            | 15.00            |              | 14.95            |              | 57.88            | 58.41            |               |

# Revenue Profile Q4 FY24

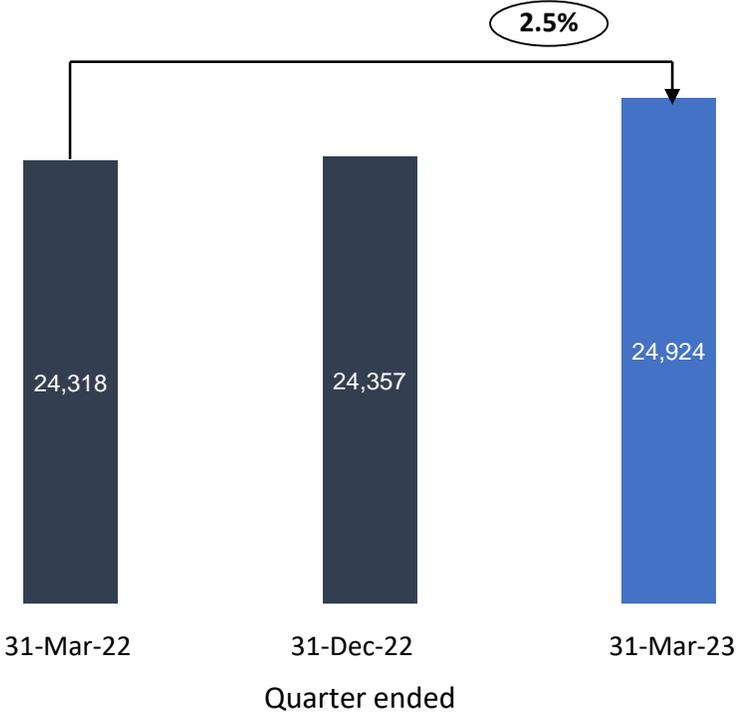
## Revenue Breakup



## Breakup of Non-Mutual Fund

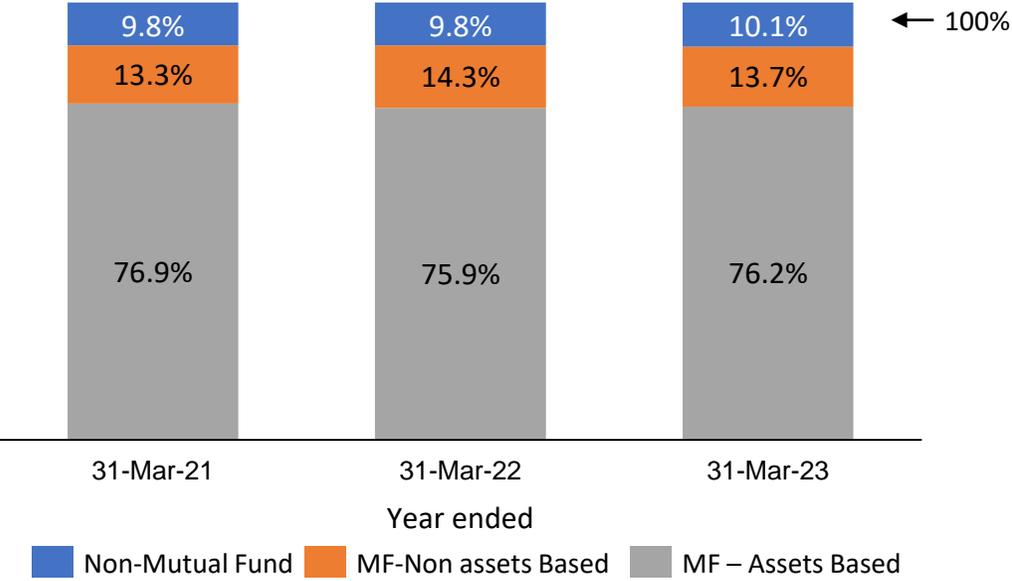
| Particulars            | Quarter ended |              |              |
|------------------------|---------------|--------------|--------------|
|                        | 31 Dec'22     | 31 Mar'22    | 31 Mar'23    |
| AIF                    | 2.8%          | 2.5%         | 2.9%         |
| CAMS Pay               | 2.3%          | 2.3%         | 2.8%         |
| CAMS REP               | 1.8%          | 2.3%         | 2.0%         |
| Others                 | 2.6%          | 3.4%         | 3.3%         |
| <b>Non-Mutual Fund</b> | <b>9.5%</b>   | <b>10.5%</b> | <b>11.0%</b> |

## Revenue\* (In ₹ Lakh)



# Revenue Profile FY23

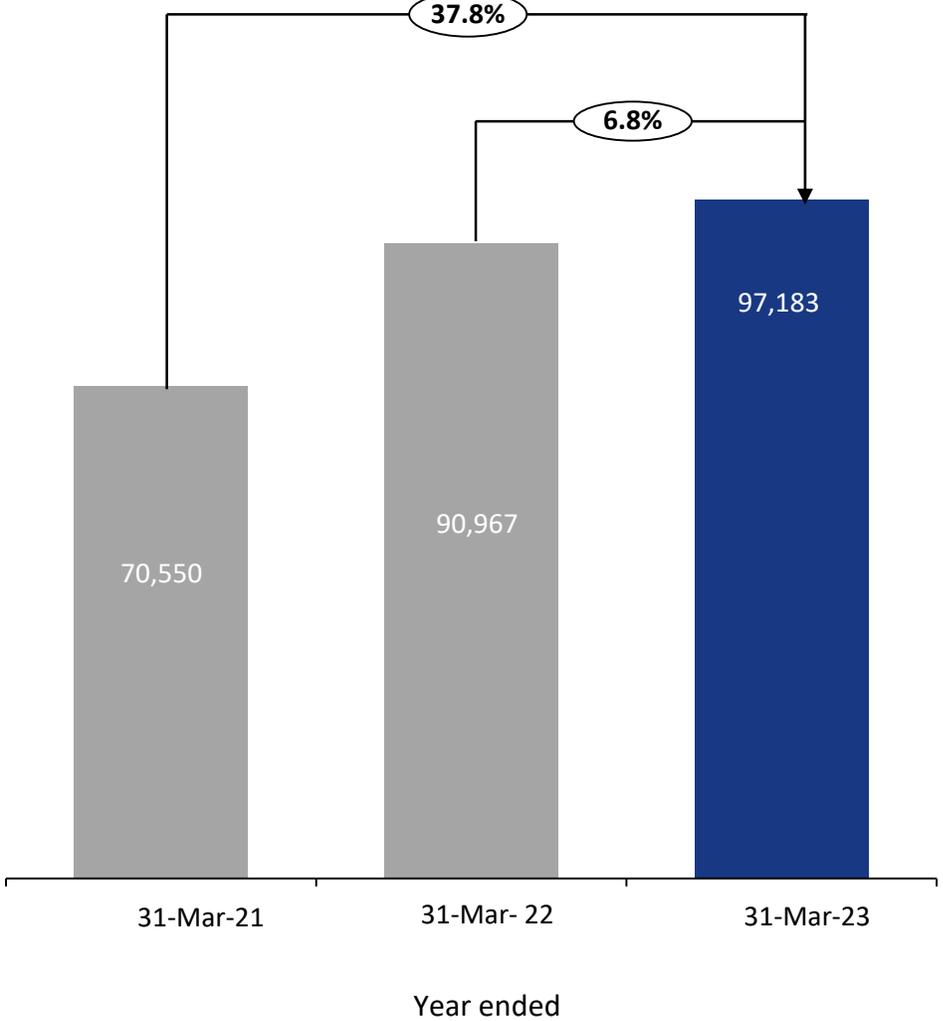
## Revenue Breakup



## Breakup of Non-Mutual Fund

| Particulars            | Quarter ended |             |              |
|------------------------|---------------|-------------|--------------|
|                        | 31 Mar'21     | 31 Mar'22   | 31 Mar'23    |
| AIF                    | 2.6%          | 2.3%        | 2.8%         |
| CAMS Pay               | 2.5%          | 2.2%        | 2.6%         |
| CAMS REP               | 2.1%          | 2.1%        | 1.8%         |
| Others                 | 2.6%          | 3.2%        | 2.9%         |
| <b>Non-Mutual Fund</b> | <b>9.8%</b>   | <b>9.8%</b> | <b>10.1%</b> |

## Revenue\* (In ₹ Lakh)





**ESG**

# Update on ESG Initiatives



- ❑ Published ESG initiatives in Annual report on voluntary basis in CAMS annual report FY2021-22. Coverage will be further enhanced in the Annual report for FY 2022-23



- ❑ 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 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



The publicly available CRISIL ESG score for the company is 58 considered as Adequate



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



We help combat climate change and environmental challenges by ensuring resource efficiency and reducing our environmental footprints. We operate through 280 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

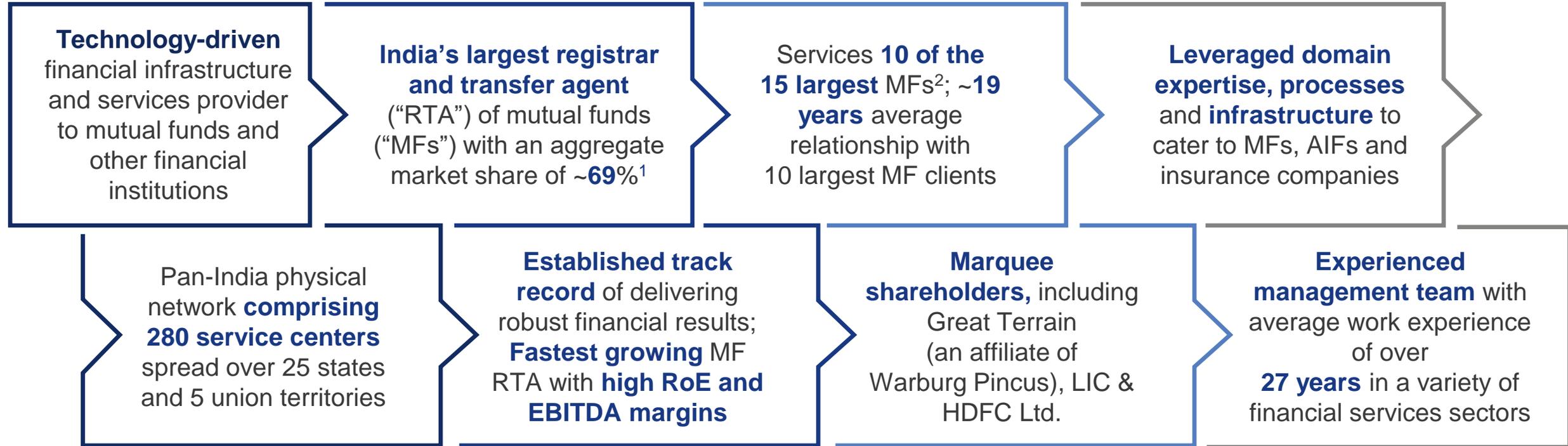
- ❑ The Company has extensive Information Security Management System in place for ensuring protection of the systems and safeguard information to avoid material financial impact
- ❑ ISO 9001-2015 Certification
- ❑ ISO 27001 Certification
- ❑ Audit Committee of the Board of Directors reviews the reports 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**

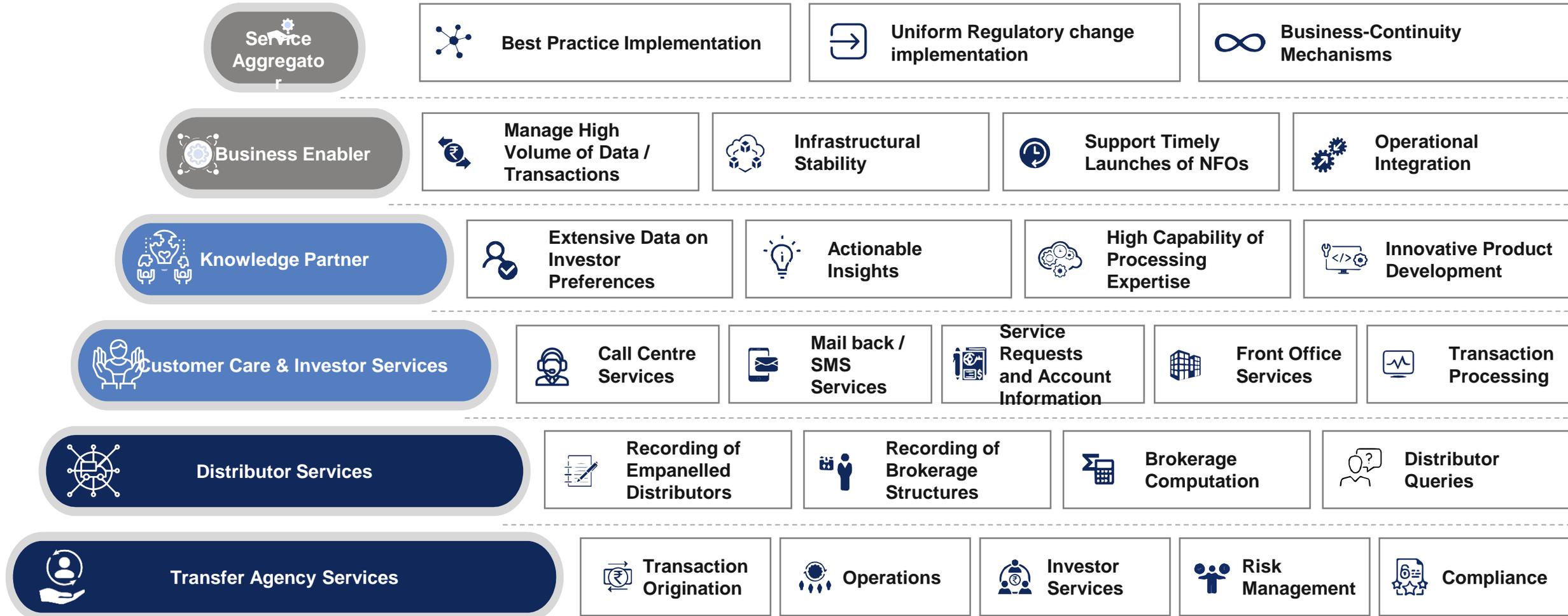


**Notes:** 1. Market share basis FY23 Q4 (3 Months Average)

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



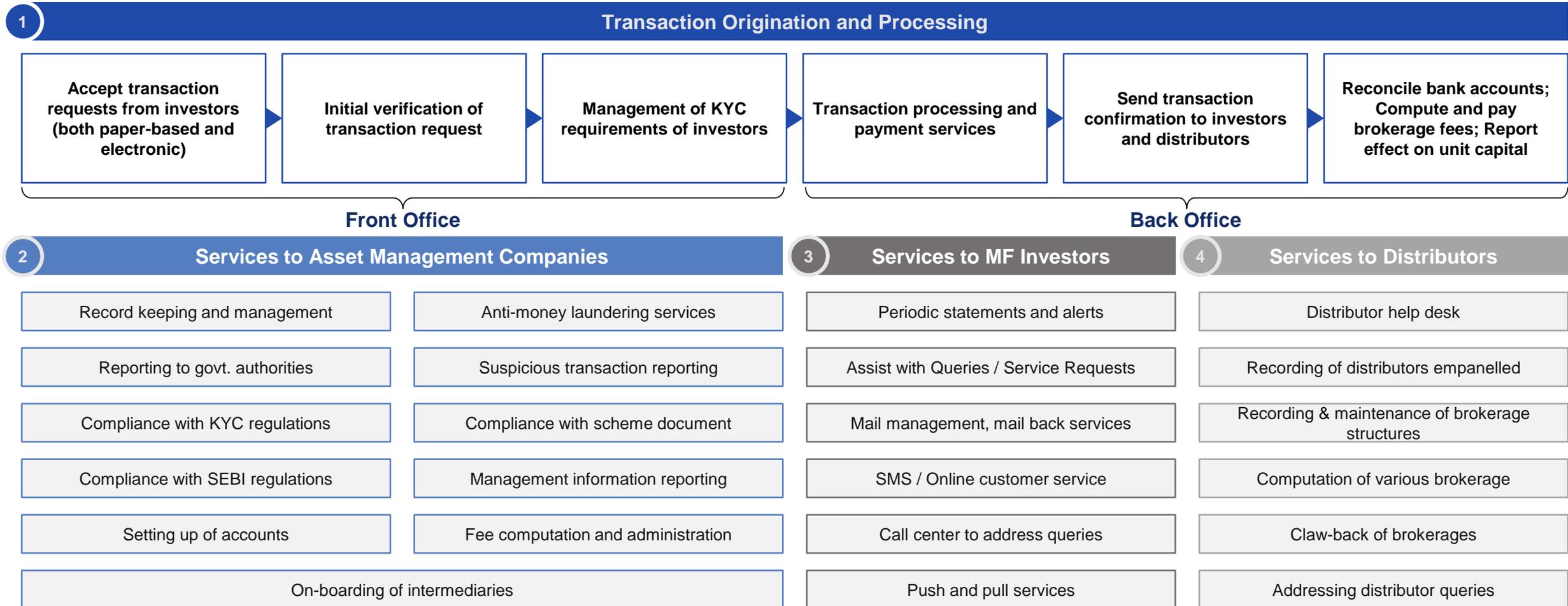
# CAMS – Proprietary technology platforms and mobile applications for MF, AIF and PMS

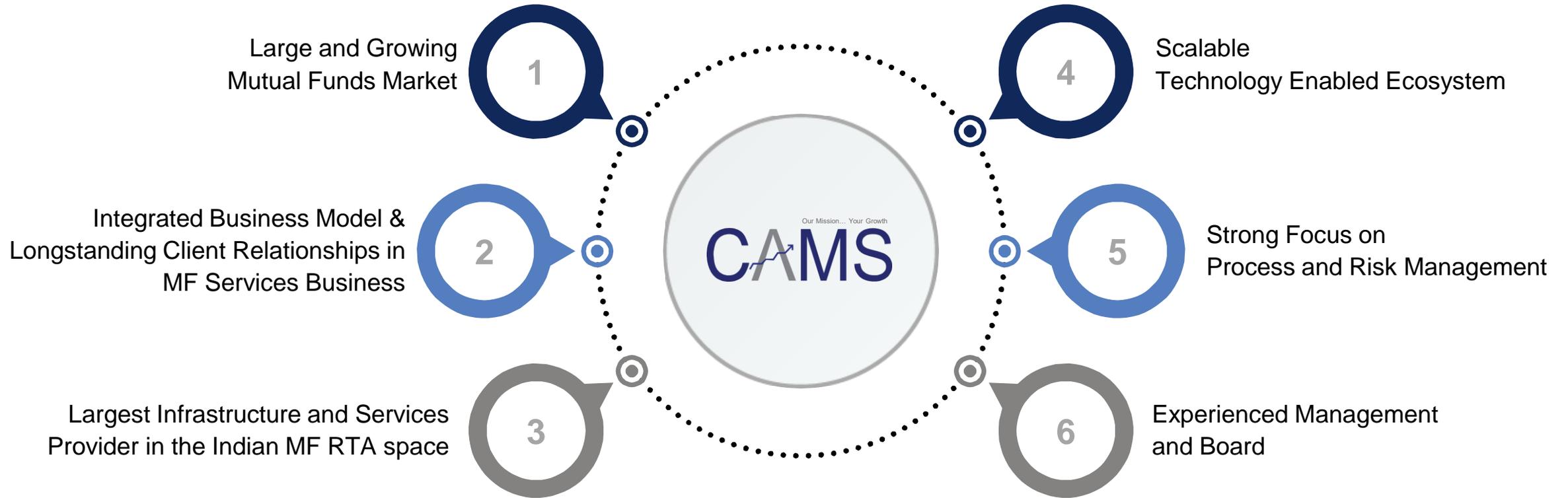
**CAMS has developed and implemented various technology platforms and its technology driven infrastructure and services are integral to the operations of its clients**



# 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**





# 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



- ❑ ~37% market share in insurance repository business<sup>2</sup>, 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 31<sup>st</sup> March 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

**4** **KYC Registration Agency (“KRA”)**

- ❑ 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)

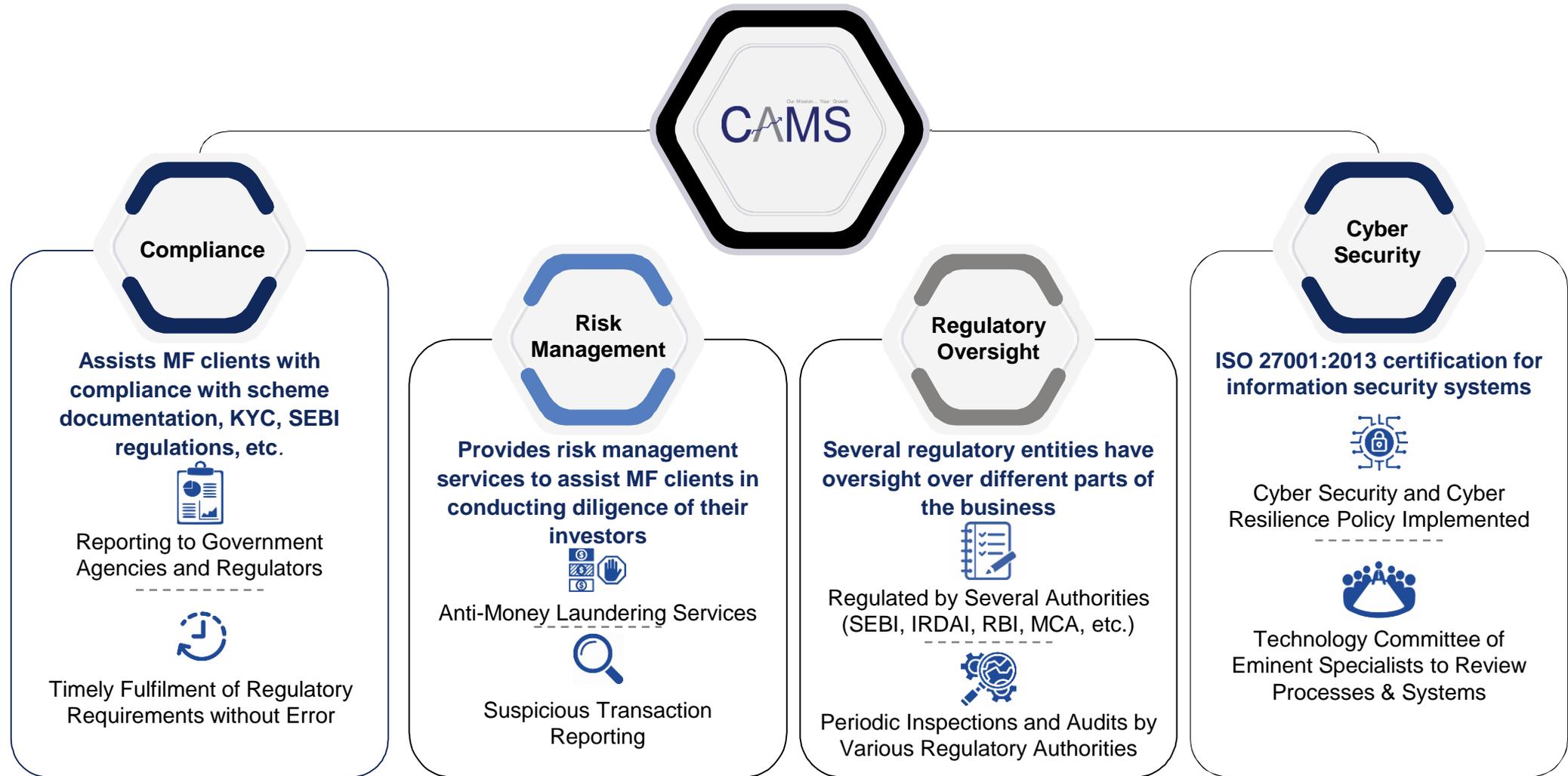
**5** **Software Solutions**

- ❑ Owns, develops and maintains the technology solutions for MF services business & MF clients
- ❑ Technology team of 813 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 March 31, 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*



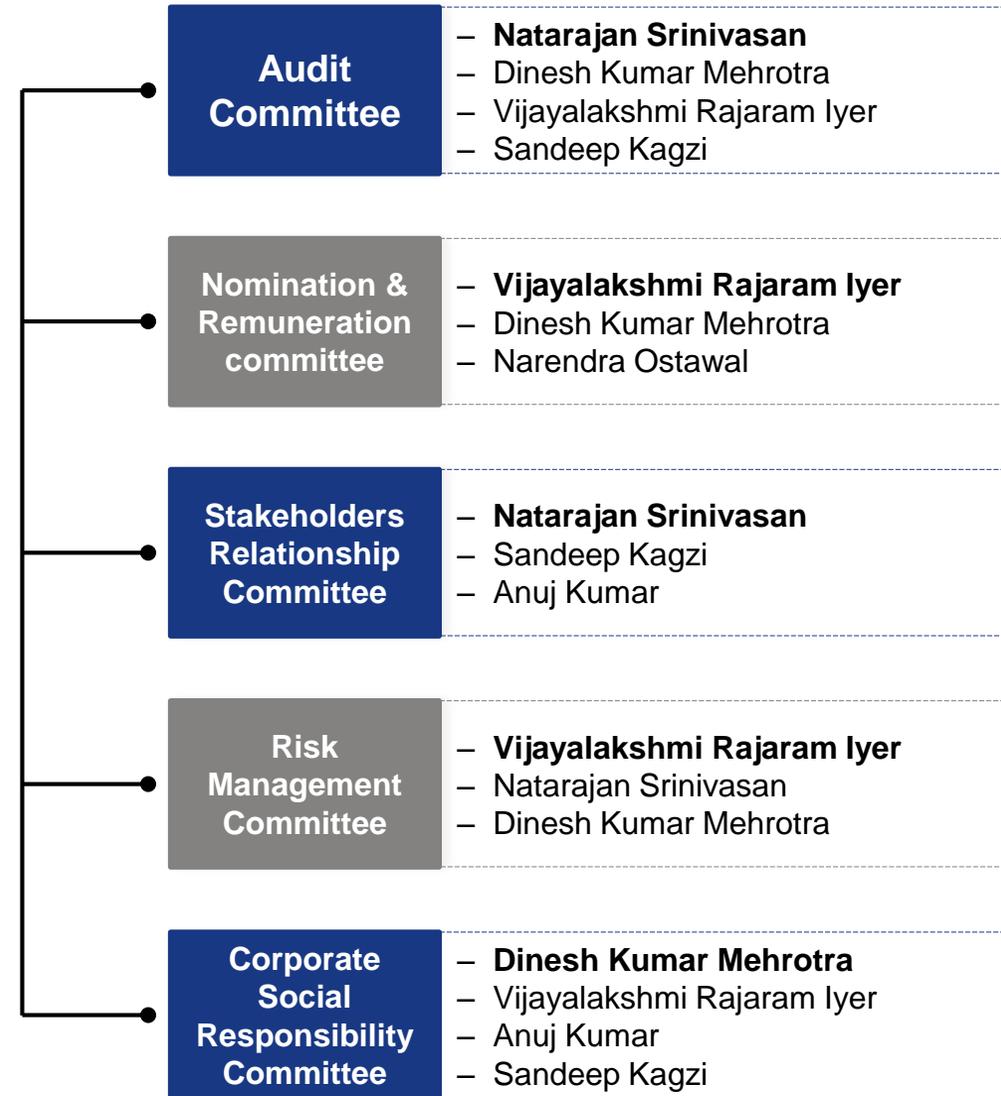
**Narendra Ostawal**  
*Non-Executive Director*



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



**Anuj Kumar**  
*Managing Director*



# Experienced Senior Management Team

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

## 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

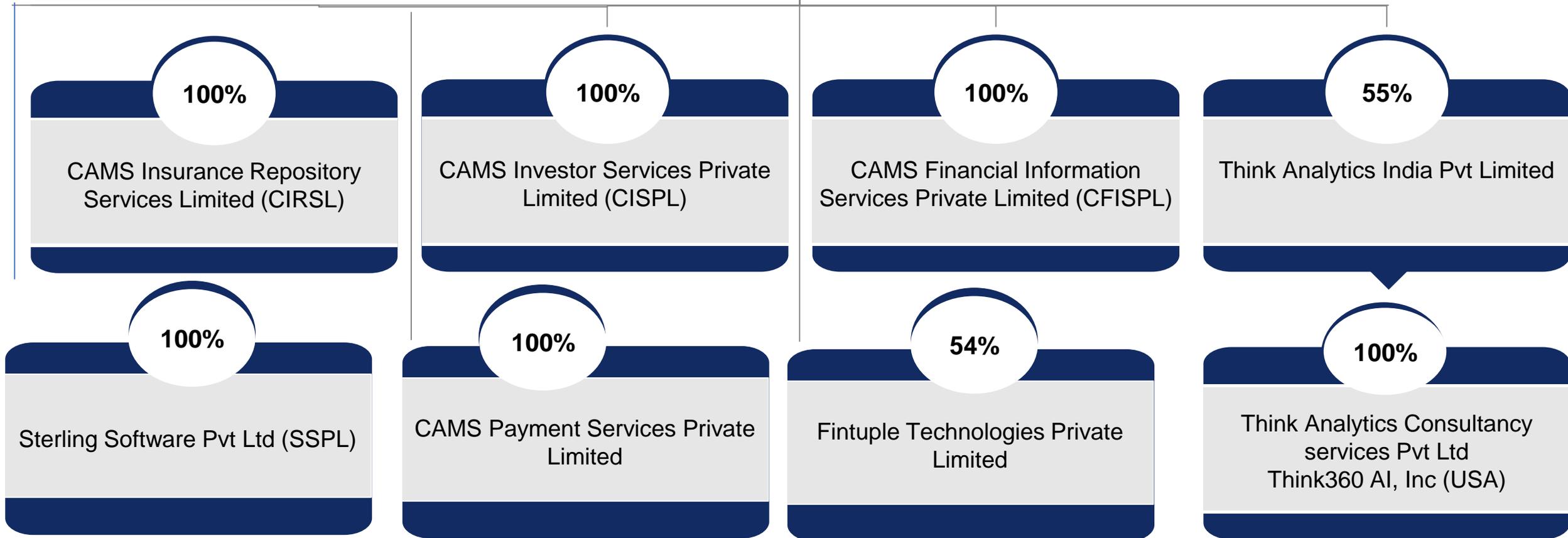
- ❑ Joined the company in October 2017
- ❑ Previously associated with Bennett, Coleman & Co, Agenda Net marketing

## Abhishek Mishra – Chief Risk Officer

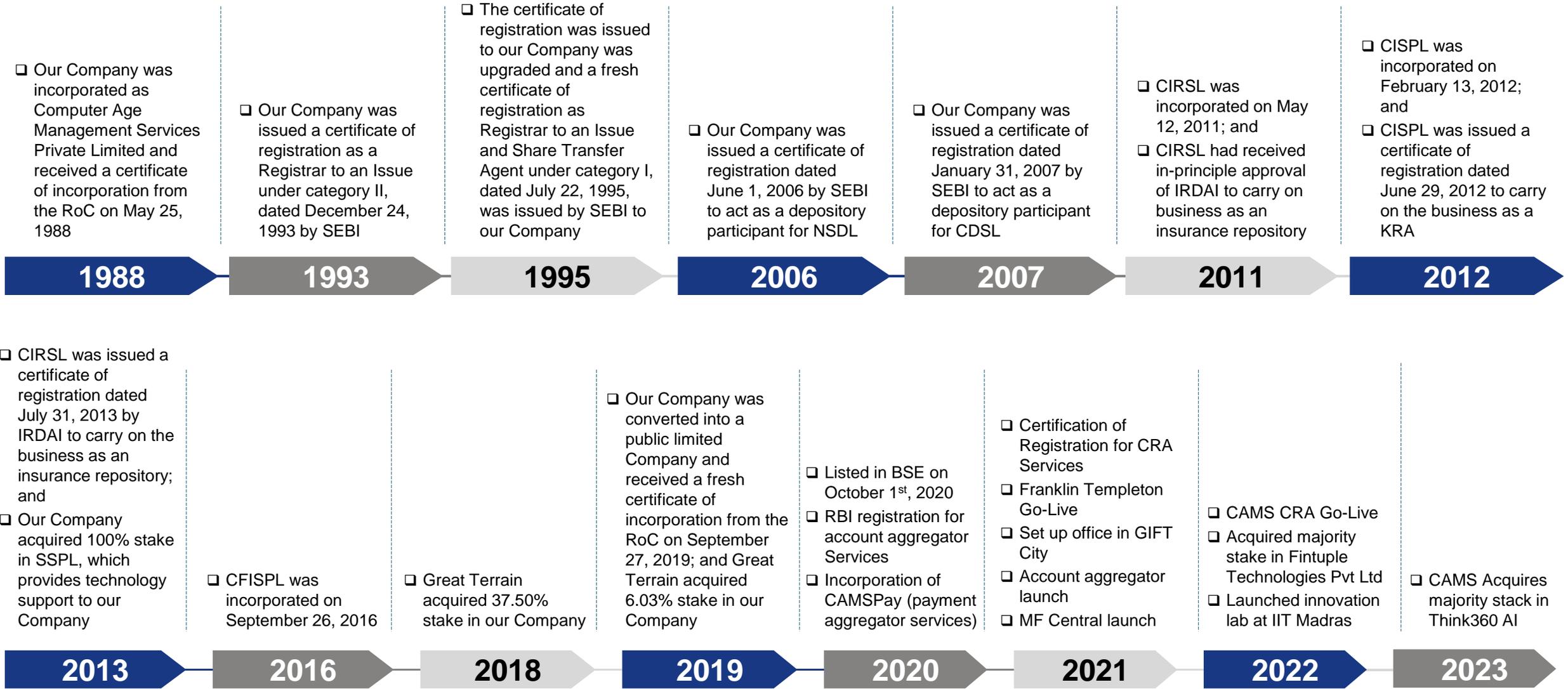
- ❑ Joined the company in 2<sup>nd</sup> January 2023
- ❑ Previously associated with Accenture, GE, Washington Mutual Bank

**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

# Shareholders' Information

## Stock Data as on 31<sup>st</sup> March 2023

**Market Capitalisation**  
**9,955.01 Cr**

**Shares Outstanding**  
**4,89,93,596**

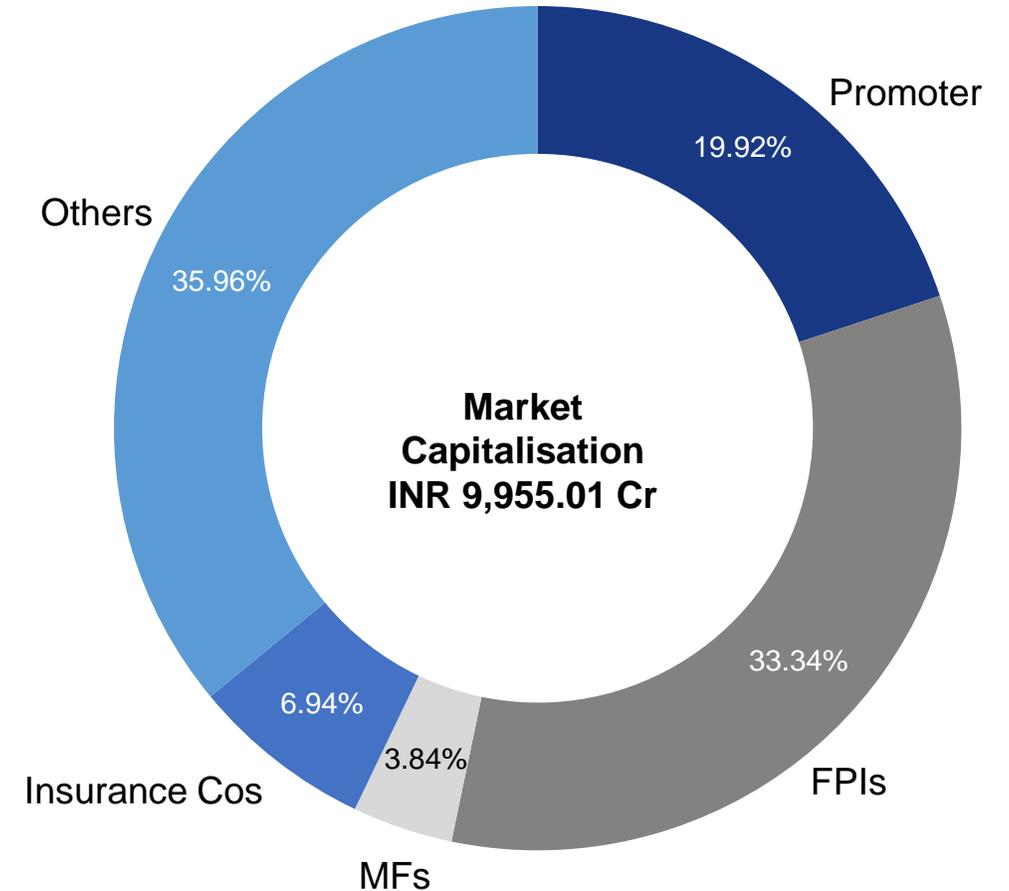
**Free Float**  
**7,971.97 Cr**

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

## Top Institutional Holders

- Housing Development Finance Corporation Limited
- HDB Employees Welfare Trust
- Life Insurance Corporation of India & LICP&GS Fund
- Seafarer Overseas Growth & income Fund
- Smallcap world Fund, Inc
- Arisaig Asia Fund Ltd
- Goldman Sachs Funds & Goldman Sachs Trust
- Goldman Sachs Emerging Markets Equity Fund
- IIFL India Private Equity Fund
- J P Morgan Funds
- Acsys Investments
- Vanguard Emerging Markets Stock Index 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  |



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**THANK YOU**