

08th November 2023

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

Sub: Presentation of Unaudited Standalone and Consolidated Financial Results for the quarter and half year ended September 30, 2023

Please find enclosed presentation of Unaudited Standalone and Consolidated Financial Results for the quarter and half year ended September 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 Q2 FY'24



Mutual Funds

- ❑ Q2 FY24 was marked by historic highs, key milestones and expanding business share across key business lines
- ❑ Amongst the 4 new recent AMC wins, Helios MF & Zerodha Fund house went live with their maiden NFOs in October '23
- ❑ CAMS MF AUM stood at ₹ 32.2 Tn, registering a 20% growth YoY. The overall market share is at 68.5%
- ❑ CAMS Equity AUM stood at ₹ 15.2 Tn, registering 28% growth YoY
- ❑ CAMS Equity market share grew by 120 Basis points YoY to touch 65.5%
- ❑ Equity Net Sales market share in Q2 was 80%



Beyond Mutual Funds

- ❑ Beyond MF, the sustained focus on expanding Non-MF businesses led to a 300 basis points increase YoY in the share of Non-MF revenue to ~13% of overall revenue
- ❑ Non-MF revenue grew 47% YoY (30% growth on constant base, excluding contribution of Think360.ai)
- ❑ Assets under service in CAMS alternatives grew past the ₹ 2 Tn milestone
- ❑ CAMS KRA continues to broaden its offerings in Capital markets, adding fintech brokerages and wealth advisors as its clients

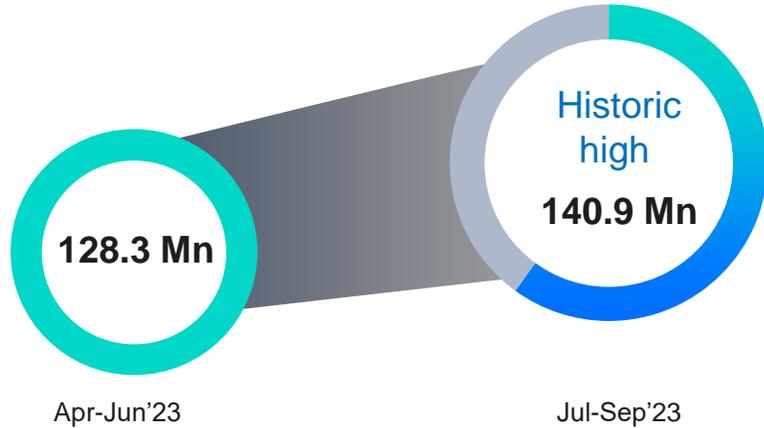


Financial Highlights

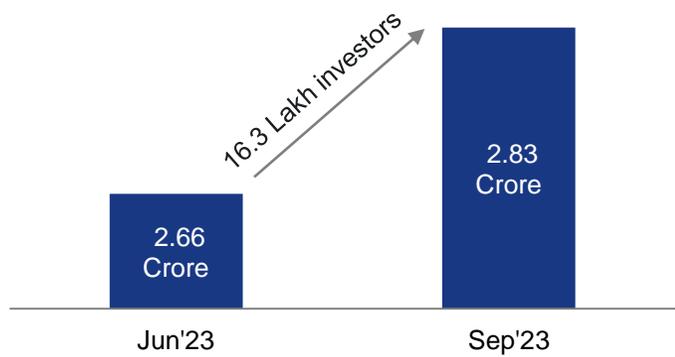
- ❑ Revenue grew by 13.5% YoY
- ❑ EBIDTA grew by 15.5% YoY
- ❑ EBIDTA Percentage stood at 44.5%, 70 basis points up YoY
- ❑ Profit After Tax grew by 17%, 80 basis points up YoY

CAMS MF – The Second quarter was marked by increased share in equity AuM and historic highs in key metrics – transaction volumes, unique investors and equity net sales

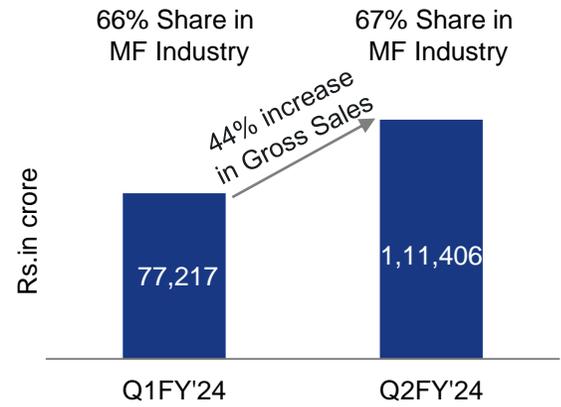
New Highs in Transaction Volume



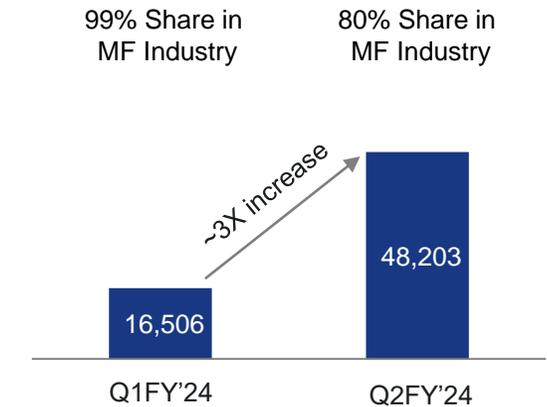
Unique Investor Growth



Gross Sales – Equity

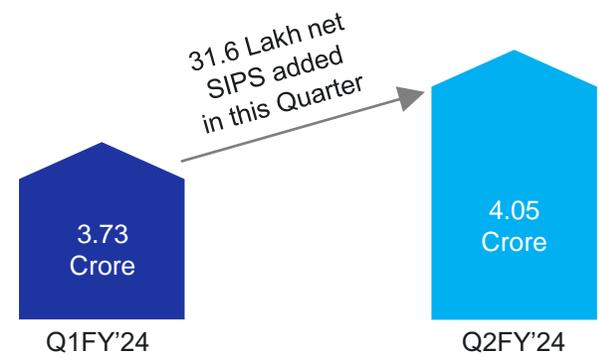


Net Sales – Equity



Equity Net Sales increased from Rs.16,506 Cr. to Rs.48,203 Cr. in Q2FY'24, ~3X increase during the quarter

Live SIP



CAMS Live SIPs Share in industry has increased from 56.1% in June'23 to 56.8% in September'23

* Equity includes Growth & Hybrid schemes excluding Arbitrage

Mutual Fund Industry & CAMS AAuM – Q2FY24

CAMS – Market Share (based on Quarterly AAuM)

68.5%*

Net flows into equity assets increased ~3x in Q2 FY24

Inflows through SIPs increased by 29.0% YoY / 9.7% QoQ

AAuM Serviced by CAMS

₹ **32.5** Trillion



20.3% YoY



8.7% QoQ

Equity AAuM – CAMS

₹ **15.5** Trillion



27.6% YoY



11.7% QoQ

Industry AAuM

₹ **47.7** Trillion



20.5% YoY



9.0% QoQ

Equity AAuM – Industry

₹ **23.1** Trillion



25.4% YoY



12.1% QoQ

*Market share does not include fund of funds

Operational Metrics – Q2FY24

Transaction Volume
140.9 Mn.

▲ YOY: 24%
▲ QoQ: 10%

SIP Book
40.5 Mn.
(as on 30th Sep 23)

▲ YoY: 24%
▲ QoQ: 8%

Systematic Transactions Processed
106.1 Mn.

▲ YoY: 13%
▲ QoQ: 1%

Live Investor Folios
63.8 Mn.
(as on 30th Sep 23)

▲ YoY: 18%
▲ QoQ: 6%

Unique Investors Serviced
28.3 Mn.
(as on 30th Sep 23)

▲ YoY: 17%
▲ QoQ: 6%

Mutual Fund Industry & CAMS AAuM – H1FY24

CAMS – Market Share (based on Half yearly AAuM)

68.5%*

Net flows into equity assets increased by 14.2 % in H1 FY24 YoY

Inflows through SIPs increased by 26.2% YoY

AAuM Serviced by CAMS

₹ **31.2** Trillion



17.2% YoY

Equity AAuM – CAMS

₹ **14.7** Trillion



25.3% YoY

Industry AAuM

₹ **45.7** Trillion



17.5% YoY

Equity AAuM – Industry

₹ **21.8** Trillion



22.5% YoY

* Market share does not include fund of funds

Operational Metrics – H1FY24

Transaction Volume
269.2 Mn.

 **YOY: 20%**

SIP Book
40.5 Mn.
(as on 30th Sep 23)

 **YoY: 24%**

**Systematic
Transactions
Processed**
211.2 Mn.

 **YoY: 15%**

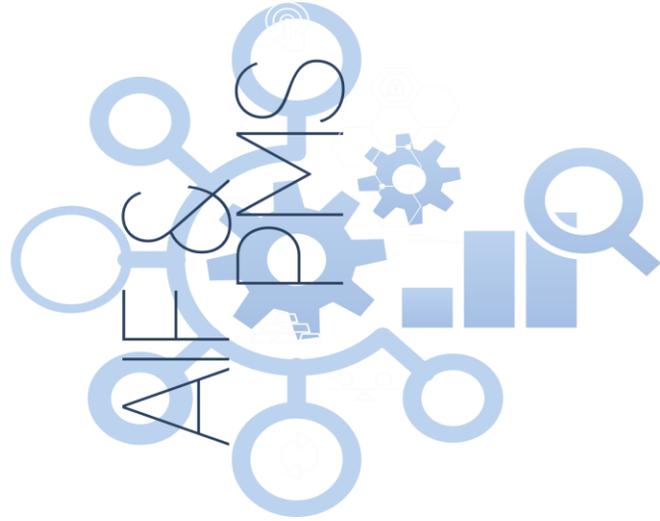
Live Investor Folios
63.8 Mn.
(as on 30th Sep 23)

 **YoY: 18%**

**Unique Investors
Serviced**
28.3 Mn.
(as on 30th Sep 23)

 **YoY: 17%**

The Alternatives business growth is at a healthy clip and our assets under service touched Rs.2 Trillion Milestone



400+

funds serviced
across 150+ fund houses

₹2 Tn.

Assets Under
Service

100+

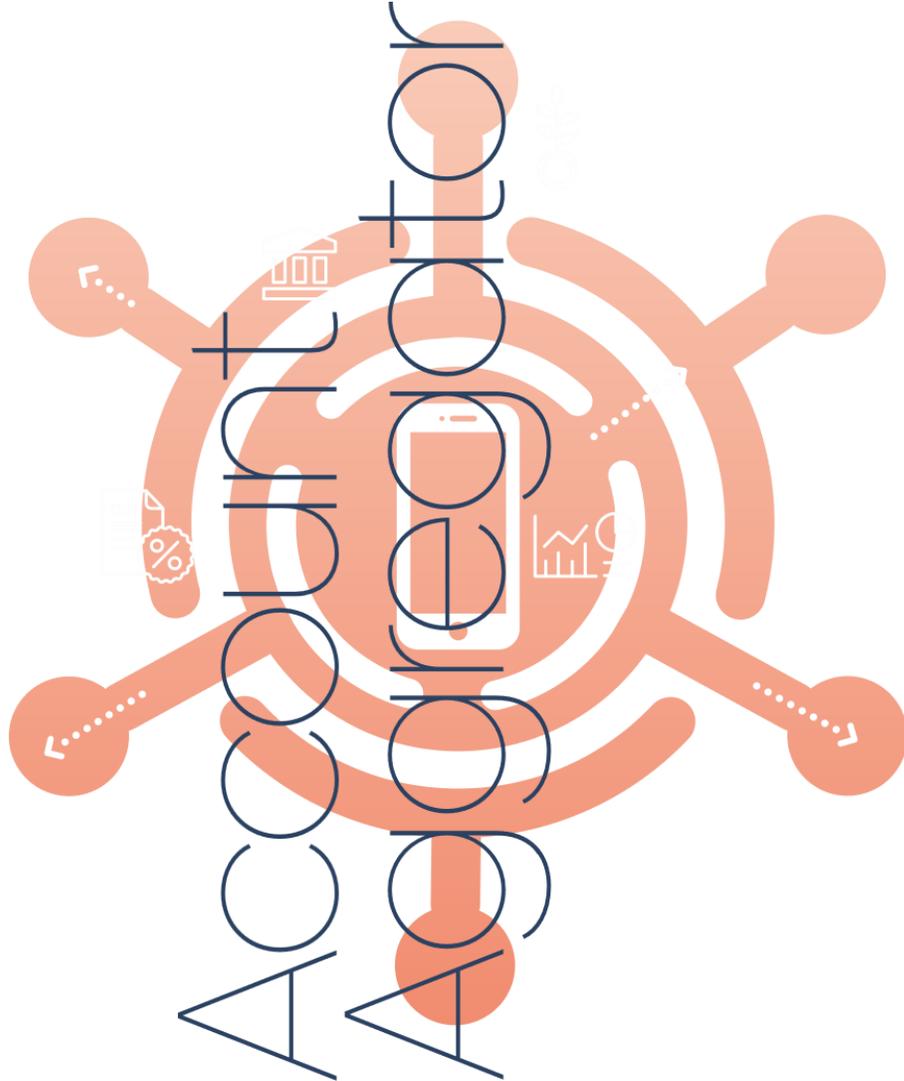
Installations
of CAMS Wealthserv and
Fintuple digital
on-boarding solution

1st

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

- ❑ New client acquisition momentum continues to be strong with the business winning 15 new to CAMS logos in Q2FY24
- ❑ Launch of WealthServ 2.0 which provides a more comprehensive digital solution and goes beyond digital onboarding. Market response is very positive with 100 plus clients taking up the digital highway
- ❑ AIF platform is now holistic with the integration of globally acclaimed Temenos Multifonds as part for of fund accounting services
- ❑ Beta launch of industry first inhouse built analytics platform WealthTrak, which will assist us deliver superior fulfilment of the industry data needs of our clients
- ❑ Fintuple has partnered with a large bank in their transformation program which will go live later this year. This is a synergistic offering which includes various other products from the CAMS group





- ❑ CAMS finserv continues to strengthen its FIP base, becoming the First AA to onboard mutual funds as FIPs in the industry. Eight insurance companies have also been added as FIPs
- ❑ Market share of customer accounts linked stands at 9.5%
- ❑ 55 FIUs are live by end of Q2'FY24 & 18% of the FIUs live in the AA ecosystem are with CAMS finserv
- ❑ New & non-lending use cases are gaining ascendance – Large broking houses using AA for F&O account opening is becoming main-stream; PFM use-cases get bolstered with Capital markets data availability



>50% Market Share

In Mutual Funds Ecosystem for RP*

₹5,000 Crore+

worth of Monthly Transactions

2 Lakh+

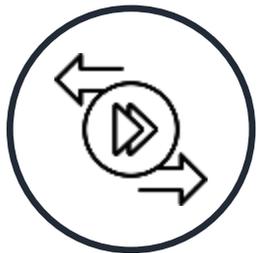
UPI Autopay Mandate Registrations

₹520 Crore

worth of UPI+ Transactions

140 Million

NACH Active Mandate registrations



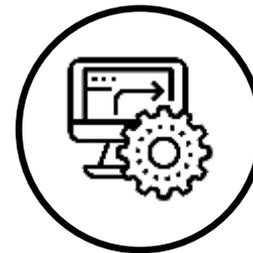
Launching UPI QR variant for BFSI



Launched one-view dashboard for insights and reports



Implemented recurring payment stack for major merchants



Automating Hybrid mandate journey for NBFCs



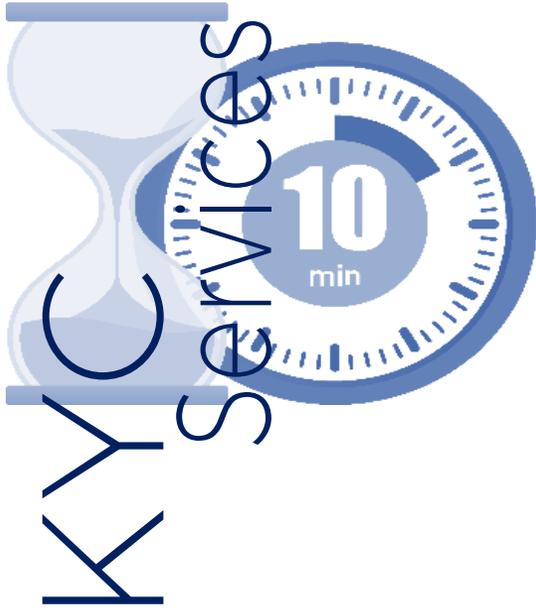
Introducing Pay-by-link and Registration-by-Link for registration / transaction failures and drop-outs



Expanding direct banks for Net Banking



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



- ❑ '10-Minute KYC' – Industry First AI embedded KYC solution to Onboard Customers Instantly
- ❑ Fully compliant KYC solution to service entities governed by all 4 financial sector regulators – with AI assisted Face match, OCR and Liveliness checks and with built-in OVD verification services
- ❑ Low Code Design Studio that introduces Video Interaction App (VIA) in any web or mobile app
- ❑ KYC services for Banks, NBFCs, Insurance, Fintech, Brokerage, Wallets & Payment Banks

3X Increase

In monthly Volume

18 Million

KYC records

- ❑ CAMS KRA continues to broaden its offerings in Capital market adding fintech brokerages and wealth advisors as its clients
- ❑ Added 26 new clients for CAMS KRA services in Q2FY24 – fintech brokerages, wealth advisors and also mutual funds beyond CAMS universe
- ❑ Revenue growth 125% YoY and 50% QoQ



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

- ❑ Bima Central platform goes live with insta eIA sign up for policyholders
- ❑ 4 Insurer integration across Life, General and Health in progress. The platform has been receiving good interest from insurers to integrate
- ❑ Added ~3 Lakh policies and eIAs in the quarter, with 40% YoY growth in eIA addition
- ❑ There is sustained interest from non-life insurers to get on-board IR system post KYC implementation

6 Million+
E-Insurance policies

5 Million+
eIA accounts

CAMS NPS makes inroads into the POP and corporate segment with 62% of its new subscription from the retail POP channel

Continues to retain No:2 position in the eNPS segment, new POPs onboarded to increase volumes



CAMS industry-first NPS CRA platform on cloud

- ❑ Designed to provide superior subscriber experience
- ❑ eNPS offering further enhanced with additional features like UPI Autopay, eNach, CAS
- ❑ Only CRA to offer multiple KYC options

~1 Lakh

visitors to the website / month

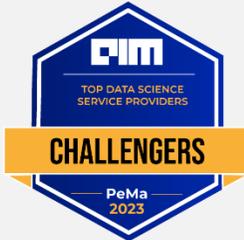
38K

registrations

Total eNPS through camsnps.com
5,700+

eNPS registrations, Market share
7%

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

- ❑ Added 10+ new clients last quarter to its roster of clients served, including a new financial services client in international markets
- ❑ Multiple new joint intellectual properties launched last quarter – PFM modules on Account Aggregator, Geo-Wealth Index
- ❑ Company also piloted its first Generative AI client project in the previous quarter. Looking to extend Gen AI capabilities to other clients and business segments as well



FINANCIALS

Revenue Highlights – Q2FY24

Revenue	₹27,508.3 Lakh	▲ 13.5 % YoY ▲ 5.3% QoQ
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Asset Based Revenue	9.1% YoY ▲ 5.8% QoQ ▲
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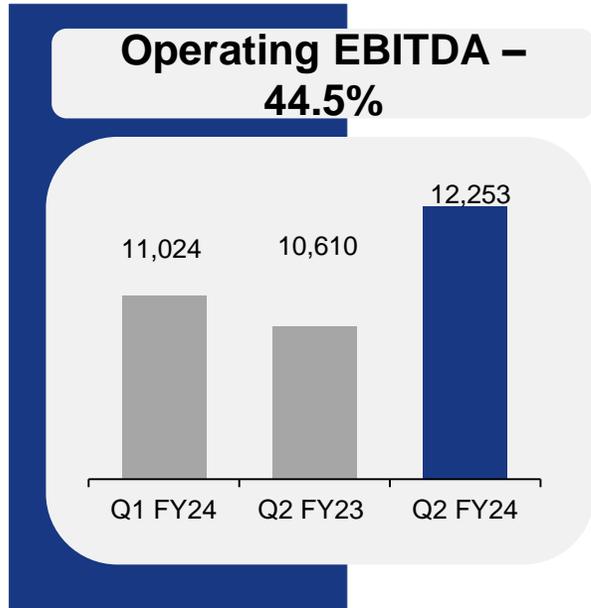
Non-Asset Based Revenue	13.6% YoY ▲ 0.7% QoQ ▲
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Non-MF Revenue	47.1% YoY ▲ 7.4% QoQ ▲
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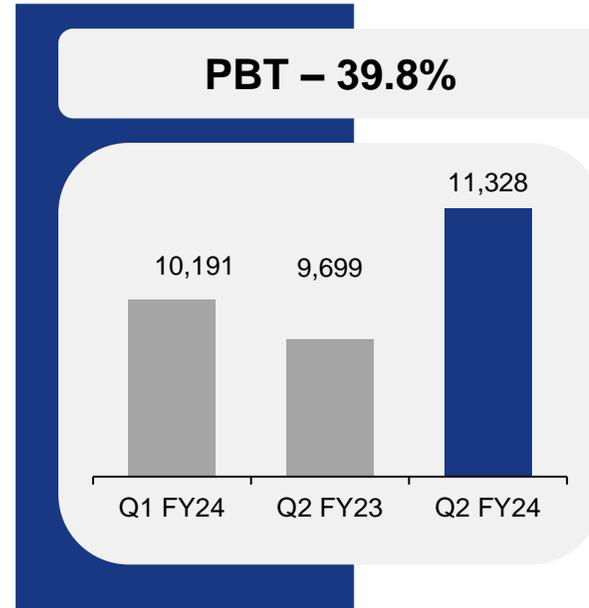
Asset Mix	Equity component: Q2 FY24 @ 47.7% (Q2 FY23: @ 45.0% / Q1 FY24: @ 46.5%)
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Includes results of think Analytics (subsidiary from 4th April 2023)

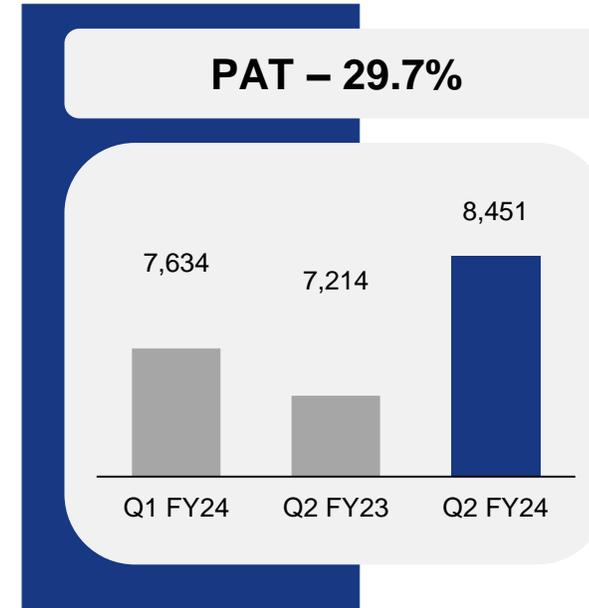
Financial Highlights – Q2FY24



▲ **15.5 % YoY**
 ▲ **11.2 % QoQ**



▲ **16.8% YoY**
 ▲ **11.2% QoQ**



▲ **17.1% YoY**
 ▲ **10.7 % QoQ**

Return on Net-Worth* 42.4%

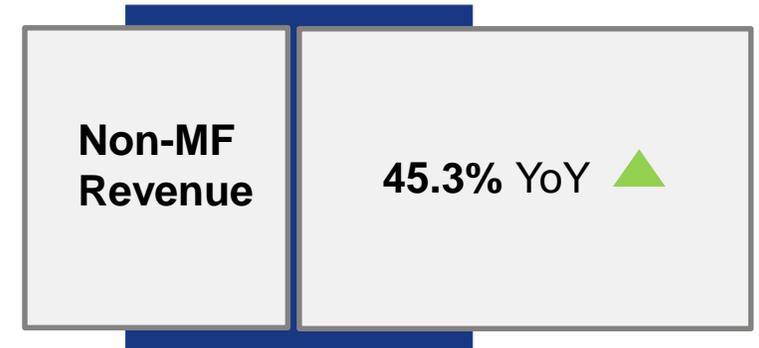
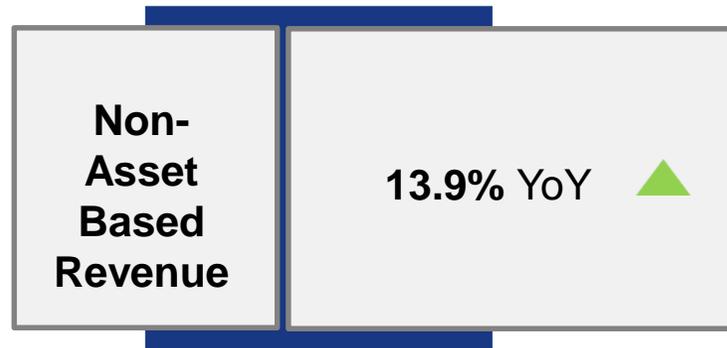
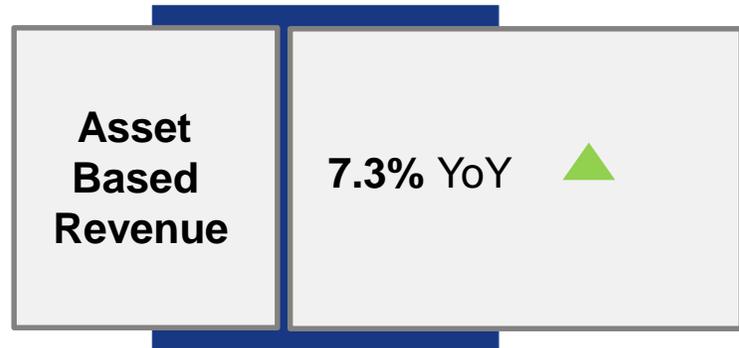
**** Cash & Cash Equivalent as on 30th Sep 2023 was ₹528.15 Cr**

Profit numbers are after considering the non-cash charge (ESOPs) amounting to ₹ 2.6 Cr (Q2 FY'24), ₹ 6.5 Cr (Q2 FY'23) and ₹1.3 Cr (Q1 FY'24)

Interim Dividend Proposed: ₹10 Per share

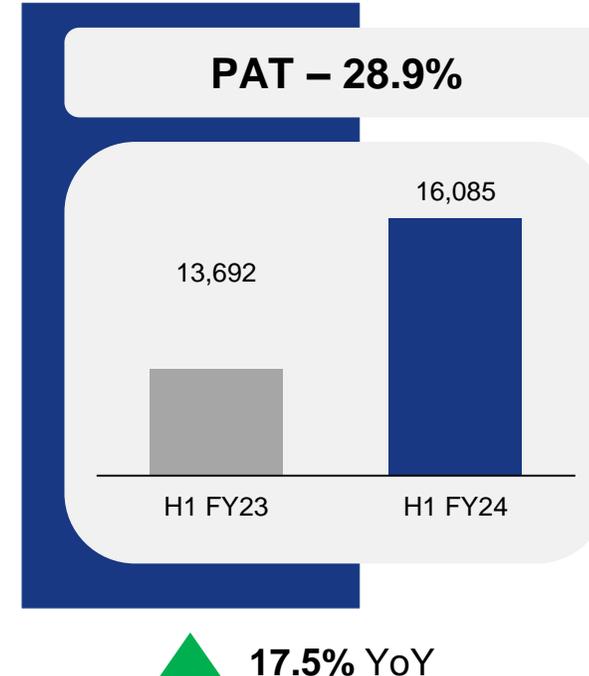
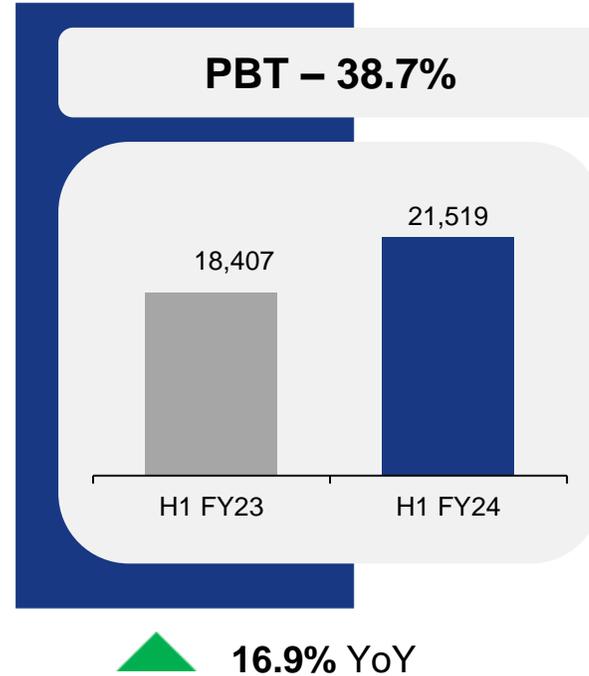
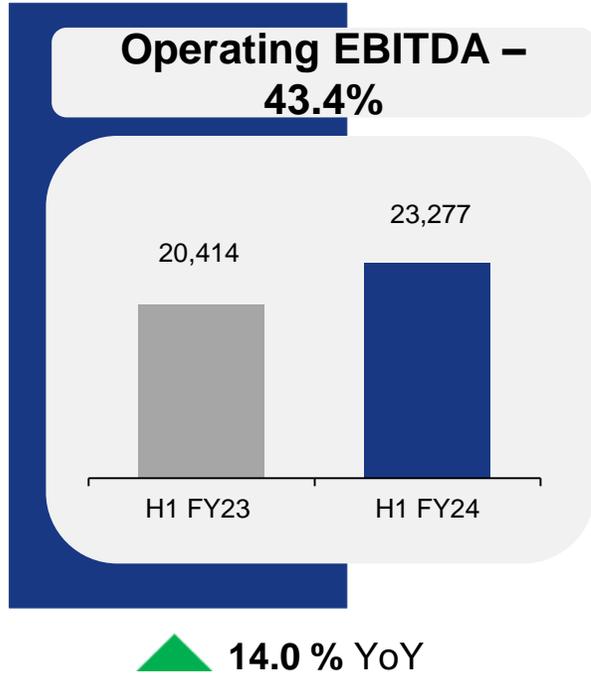
- ❑ *Return on Net-worth – PAT (annualized) / Average Equity for the quarter| ** Includes Bank balances, Fixed deposit, Govt Bond & Investment in MF / Excludes money held in trust (ECS, NPS & Stamp duty collection A/c & Money in unpaid dividend A/c
- ❑ Numbers are after eliminating non-controlling interest (Includes results of think Analytics (subsidiary from 4th April 2023)

Revenue Highlights – H1FY24



Includes results of think Analytics (subsidiary from 4th April 2023)

Financial Highlights – H1FY24

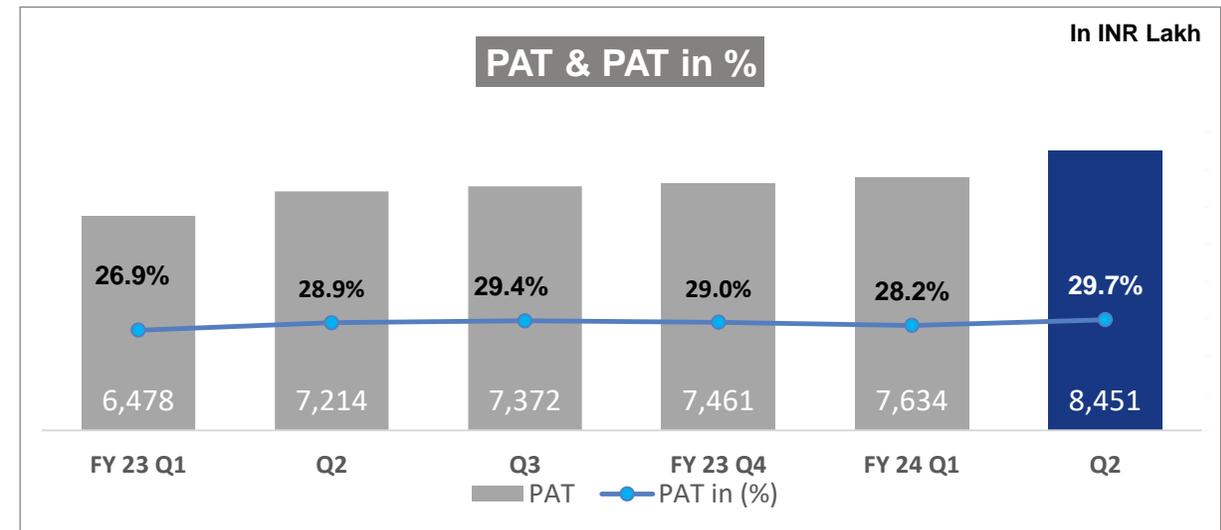
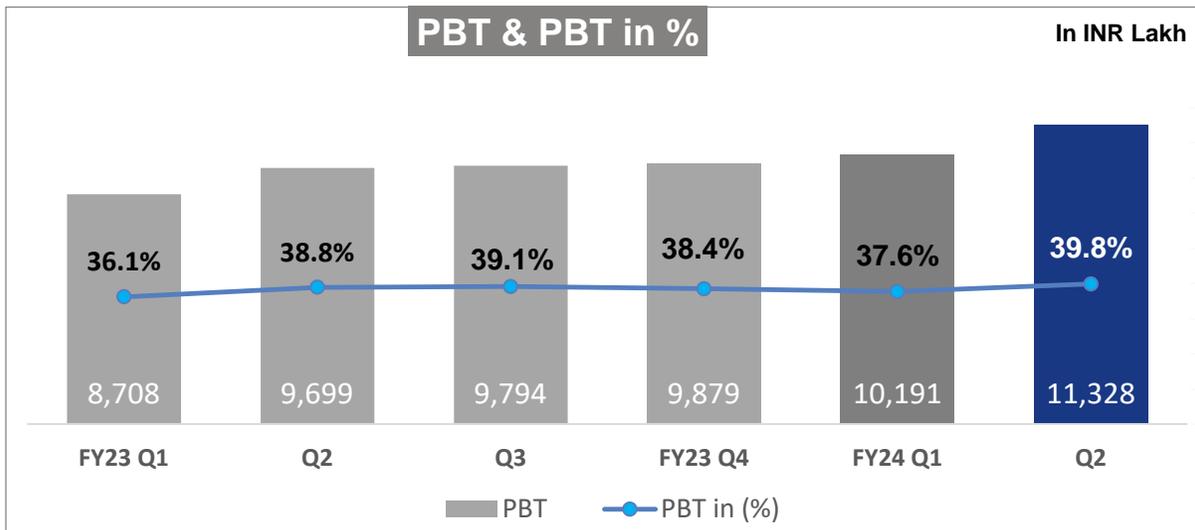
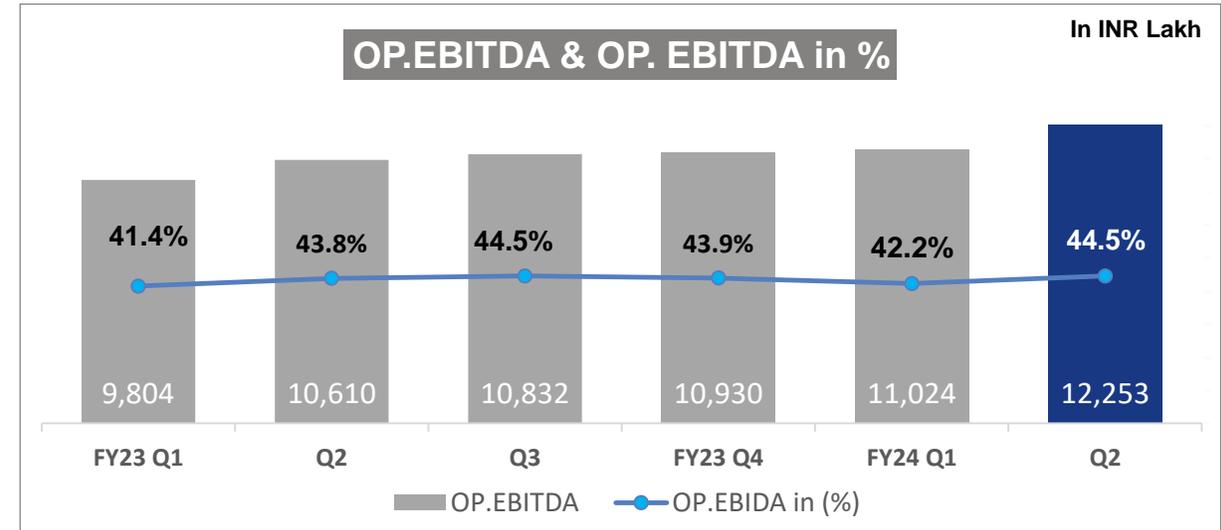
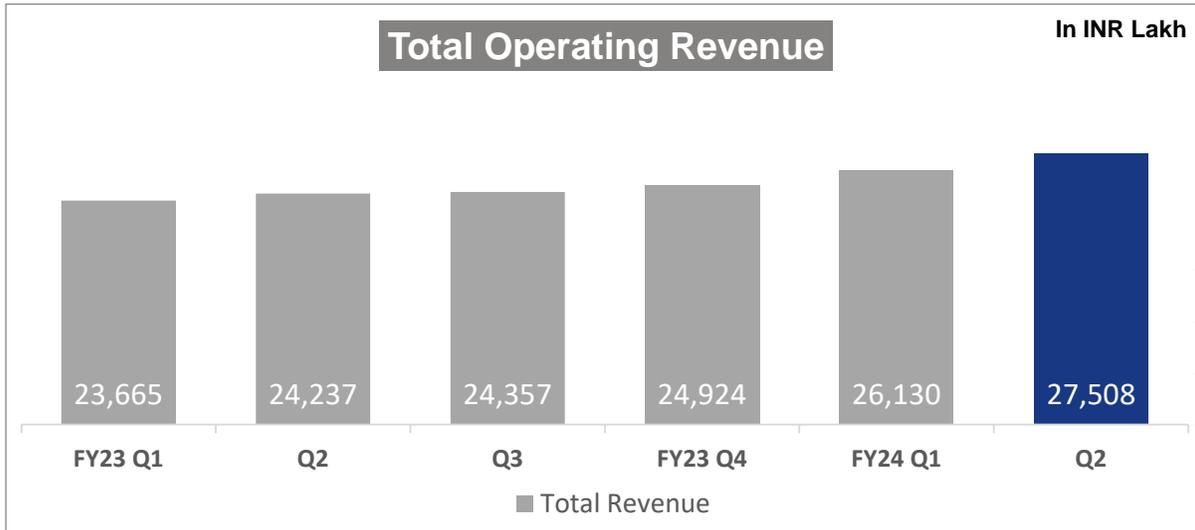


Return on Net-Worth* 40.6%

Profit numbers are after considering the non-cash charge (ESOPs) amounting to ₹ 3.9 Cr (H1 FY'24), ₹ 16.1 Cr (H1 FY'23)

- ❑ *Return on Net-worth – PAT (annualized) / Average Equity for the half year | ** 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 (Includes results of think Analytics (subsidiary from 4th April 2023)

Consolidated Financial Highlights – Quarterly



Numbers are after eliminating non-controlling interest (Includes results of Think Analytics (subsidiary from 4th April 2023))

Q2FY24 Standalone P&L

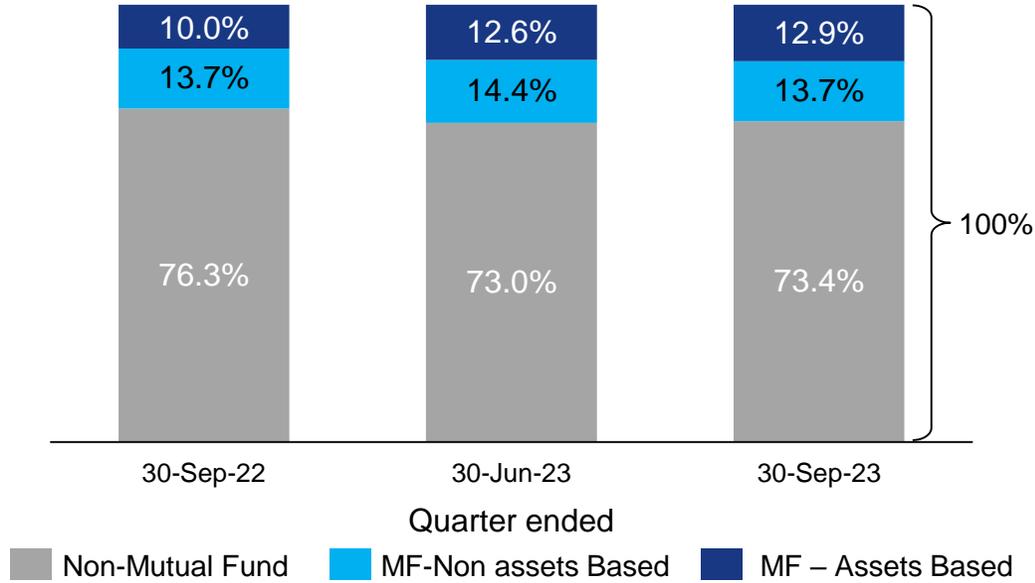
Particulars (In Rs Lakh)	Q2 FY24	Q2 FY23	YoY%	Q1 FY24	QoQ%	H1FY24	H1FY23	H1% (FY24 vs FY23)	FY23
Revenue from operations	25,496.58	23,198.19	9.9%	24,357.14	4.7%	49,853.72	45,839.24	8.8%	92,861.69
Other income	770.10	609.32	26.4%	753.98	2.1%	1,524.08	941.52	61.9%	2,115.04
Total revenue	26,266.68	23,807.51	10.3%	25,111.12	4.6%	51,377.80	46,780.76	9.8%	94,976.73
Expenses									
Employee benefits expense	7,641.08	7,375.01	3.6%	7,474.43	2.2%	15,115.51	15,123.55	-0.1%	29,488.28
Finance costs	162.07	162.74	-0.4%	166.17	-2.5%	328.24	323.15	1.6%	666.64
Depreciation and amortisation expense	1,434.45	1,341.89	6.9%	1,361.63	5.3%	2,796.08	2,587.51	8.1%	5,419.50
Operating expenses	4,268.87	3,914.81	9.0%	4,321.91	-1.2%	8,590.78	7,717.51	11.3%	15,756.41
Other expenses	1,852.90	1,655.12	11.9%	2,006.99	-7.7%	3,859.89	3,310.67	16.6%	7,091.17
Total expenses	15,359.37	14,449.57	6.3%	15,331.13	0.2%	30,690.50	29,062.39	5.6%	58,422.00
Profit before tax	10,907.31	9,357.94	16.6%	9,779.99	11.5%	20,687.30	17,718.37	16.8%	36,554.73
Tax expense									
Current tax	2,755.14	2,375.22		2,478.70		5,233.84	4,505.88		9,061.13
Current tax expense of earlier years	50.00	-		-		50.00	-		(113.09)
Deferred tax	(35.95)	15.10		(21.91)		(57.86)	12.47		152.66
Net tax expense	2,769.19	2,390.32	15.9%	2,456.79	12.7%	5,225.98	4,518.35	15.7%	9,100.70
Profit / (Loss) for the period	8,138.12	6,967.62	16.8%	7,323.20	11.1%	15,461.32	13,200.02	17.1%	27,454.02
Earnings per share (In ₹):									
Basic	16.56	14.24		14.94		31.48	26.98		56.07
Diluted	16.48	14.14		14.85		31.33	26.80		55.71

Q2FY24 Consolidated P&L

Particulars (In Rs Lakh)	Q2 FY24	Q2 FY23	YoY%	Q1 FY24	QoQ%	H1FY24	H1FY23	H1% (FY24 vs FY23)	FY23
Revenue from operations	27,508.31	24,237.01	13.5%	26,129.87	5.3%	53,638.18	47,901.62	12.0%	97,182.72
Other income	962.72	741.55	29.8%	967.84	-0.5%	1,930.56	1,185.21	62.9%	2,681.30
Total revenue	28,471.03	24,978.56	14.0%	27,097.71	5.1%	55,568.74	49,086.83	13.2%	99,864.02
Expenses									
Employee benefits expense	9,768.25	9,006.48	8.5%	9,495.21	2.9%	19,263.46	18,333.30	5.1%	35,808.18
Finance costs	196.89	181.10	8.7%	202.28	-2.7%	399.17	358.52	11.3%	760.75
Depreciation and amortisation expense	1,742.25	1,471.87	18.4%	1,650.40	5.6%	3,392.65	2,835.00	19.7%	6,025.00
Operating expenses	3,332.82	2,758.00	20.8%	3,270.02	1.9%	6,602.84	5,465.75	20.8%	11,226.00
Other expenses	2,195.60	1,866.13	17.7%	2,359.31	-6.9%	4,554.91	3,708.85	22.8%	8,025.36
Total expenses	17,235.81	15,283.58	12.8%	16,977.22	1.5%	34,213.03	30,701.42	11.4%	61,845.29
Profit before tax	11,235.22	9,694.98	15.9%	10,120.49	11.0%	21,355.71	18,385.41	16.2%	38,018.73
Tax expense									
Current tax	2,970.07	2,467.23		2,702.45		5,672.52	4,723.89		9,543.20
Current tax expense of earlier years	50.00	-		(25.38)		24.62	-		(113.09)
Deferred tax	(112.89)	17.78		(124.25)		(237.14)	(8.91)		125.18
Net tax expense	2,857.18	2,485.01	15.0%	2,552.82	11.9%	5,410.00	4,714.98	14.7%	9,555.29
Profit / (Loss) for the period	8,378.04	7,209.97	16.2%	7,567.67	10.7%	15,945.71	13,670.43	16.6%	28,463.44
Non-Controlling Interest	(72.70)	(4.34)		(66.30)		(139.00)	(21.56)		(61.39)
Profit attributable to Owners of the Company	8,450.74	7,214.31	17.1%	7,633.97	10.7%	16,084.71	13,691.99	17.5%	28,524.83
Earnings per share (In ₹):									
Basic	17.24	14.74		15.58		32.81	27.98		58.26
Diluted	17.12	14.64		15.48		32.65	27.80		57.88

Revenue Profile Q2FY24

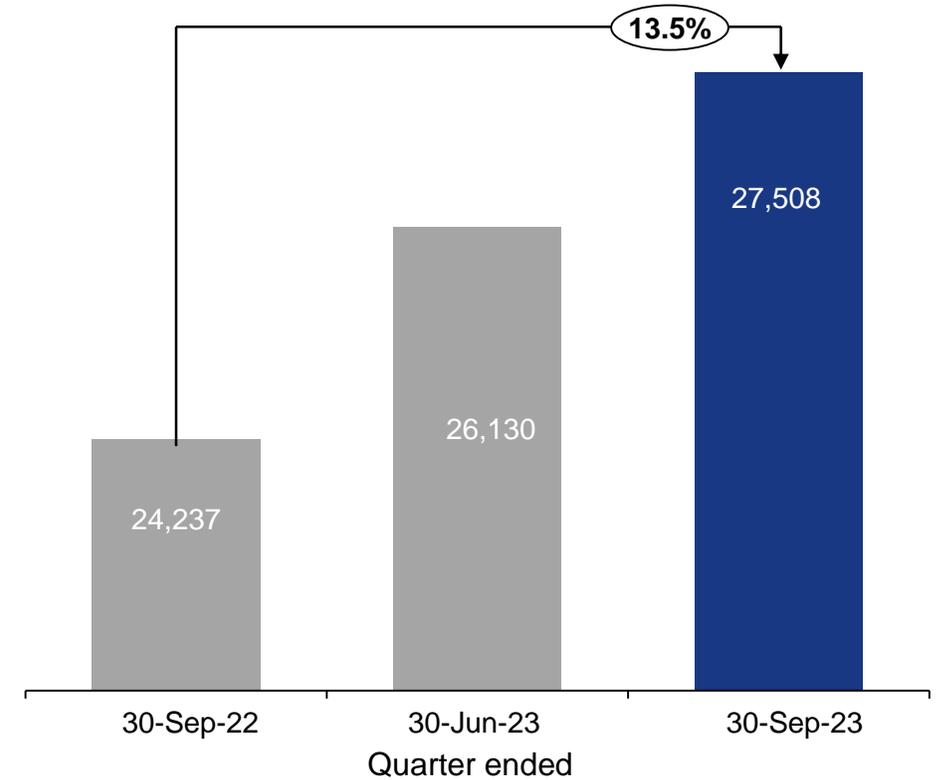
Revenue Breakup



Breakup of Non-Mutual Fund

Particulars	Quarter ended		
	30 Sep'22	30 Jun'23	30 Sep'23
AIF	2.8%	2.8%	2.7%
CAMS Pay	2.7%	2.8%	2.6%
CAMS REP	1.8%	1.5%	1.4%
Think360 AI	-	1.8%	1.5%
CAMSKRA	1.7%	2.3%	3.3%
Others	1.0%	1.4%	1.3%
Non Mutual Fund	10.0%	12.6%	12.9%

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



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

Governance

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

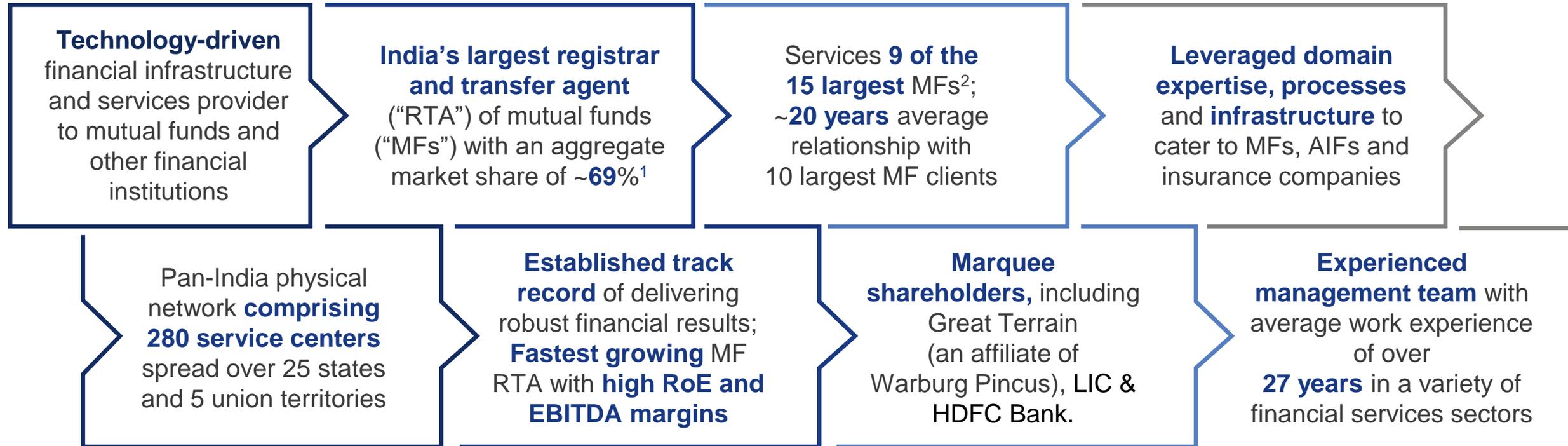
Ethical Practices

- 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

CAMS – Business at a glance

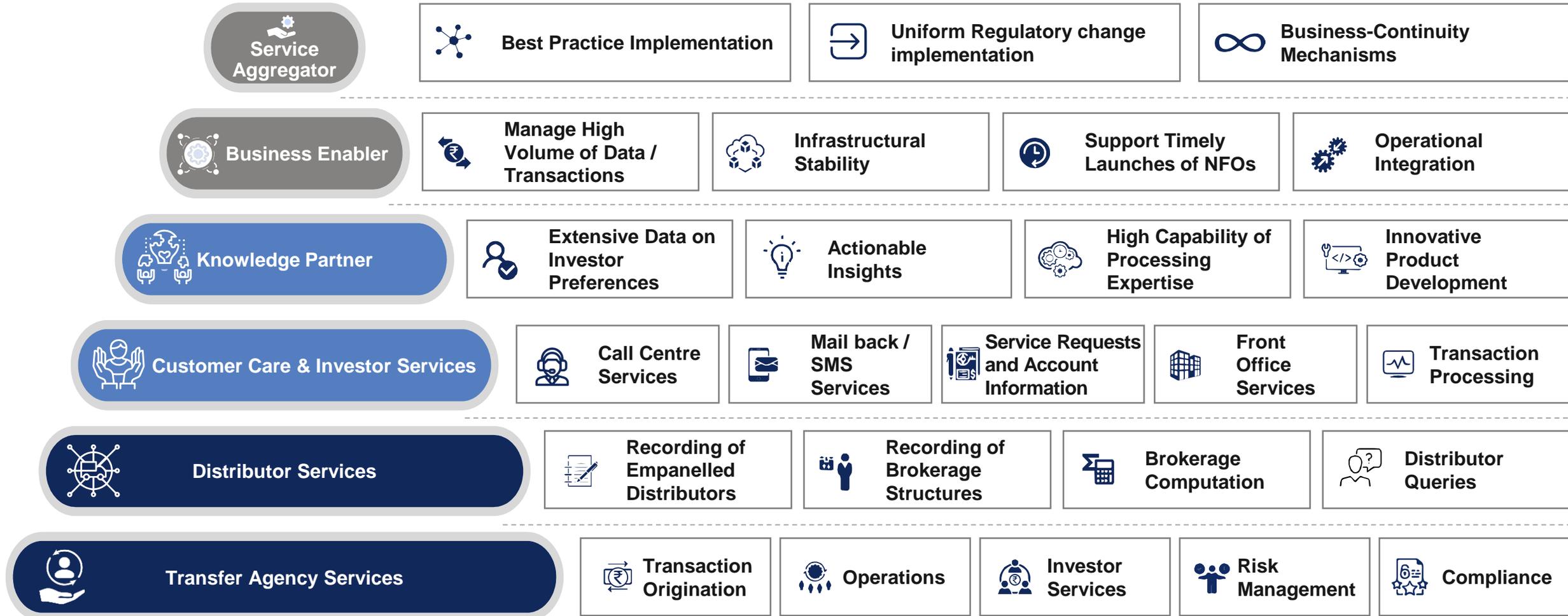


Notes: 1. Market share basis FY24 Q2 (3 Months Average)

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

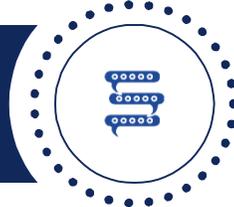


edge360

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

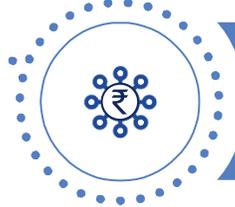


GoCORP

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



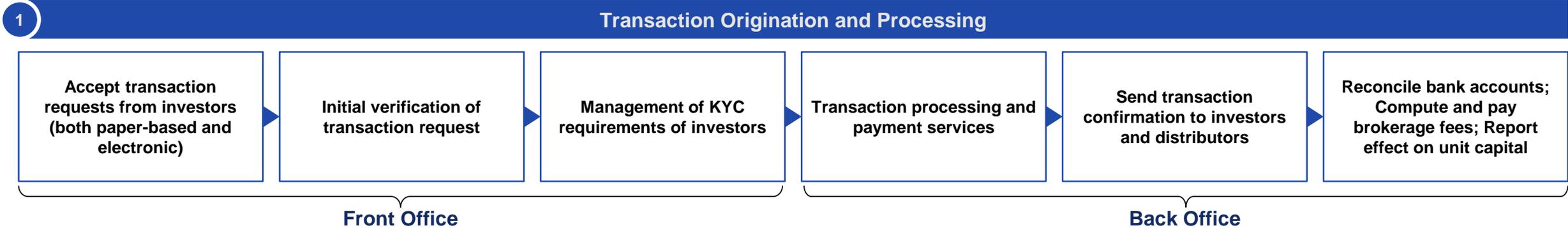
CAMS Wealthserv

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**



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 | |

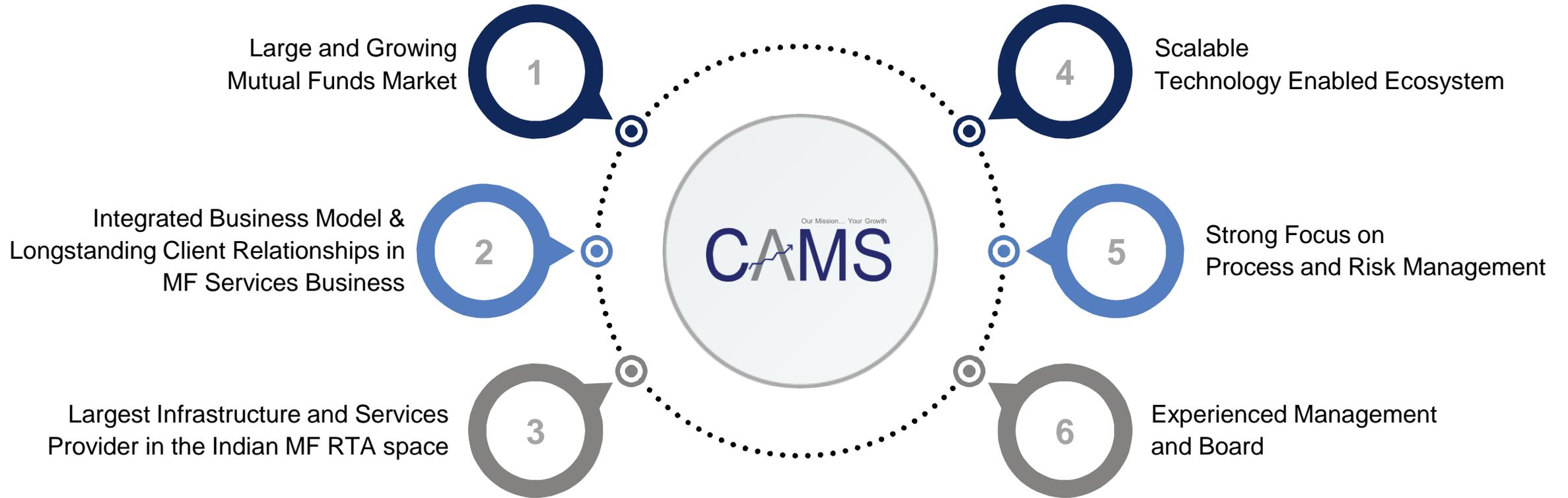
3 Services to MF Investors

- 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

Key Highlights



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 ~180 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 FY19-24¹



- ❑ 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)
- ❑ 43.7 Mn. ECS and ACH registrations and transactions executed in Q2 FY24, it was 35.2 Mn. in Q2FY23 (39.2 Mn in Q1 FY24)
- ❑ CamsPay Digital transaction executed in Q2 FY24 is 7.7 Mn., it was 3.2 Mn. in Q2FY23 (8.2 Mn in Q1 FY24)



- ❑ ~37% market share in insurance repository business², with ~6.3 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 30th September 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)

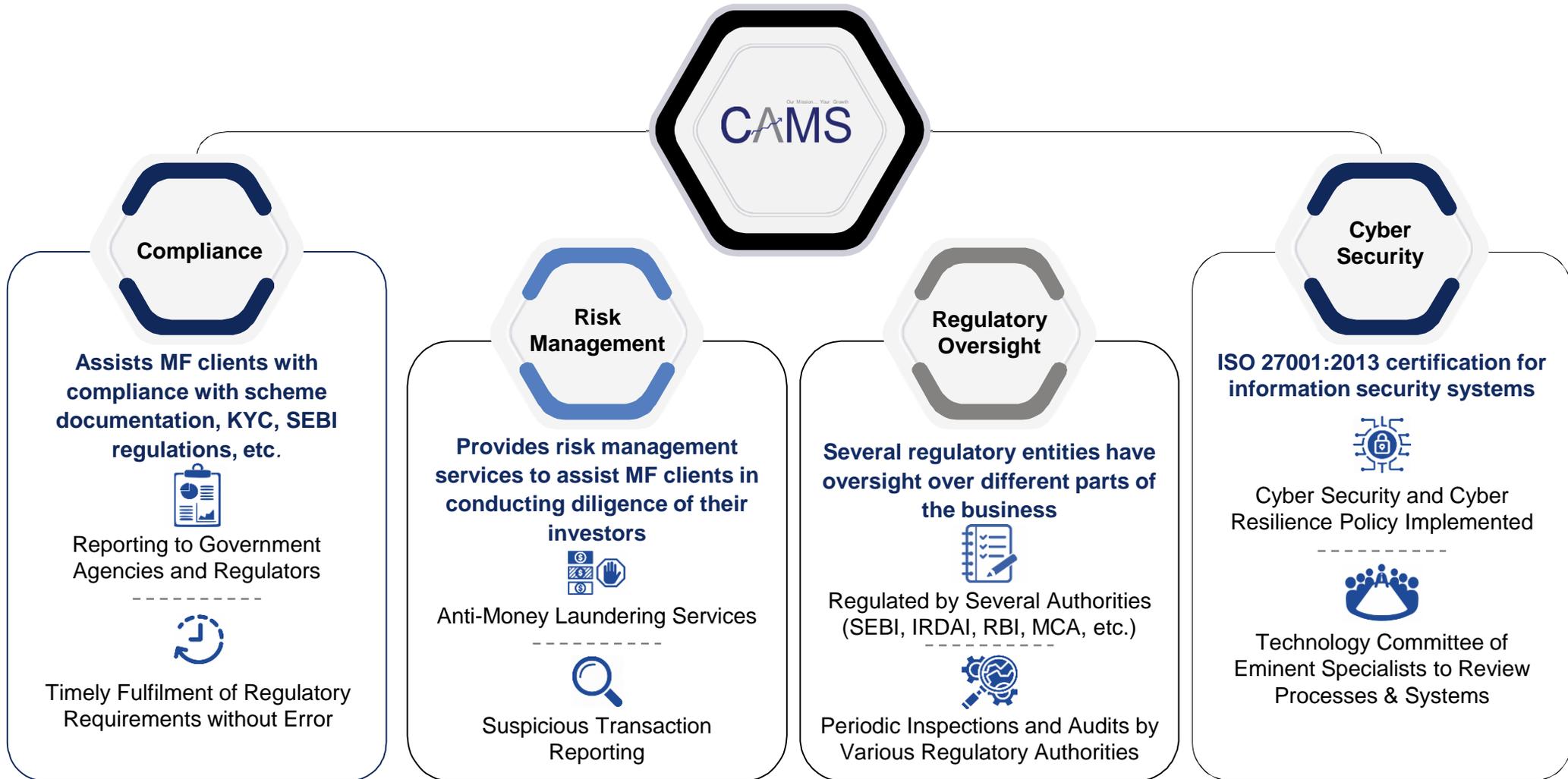


- ❑ Owns, develops and maintains the technology solutions for MF services business & MF clients
- ❑ Technology team of 976 personnel¹
- ❑ Developed Investrak.NET, a scalable mutual fund transfer agency platform, among others
- ❑ Assists with website design and development, provides mobility solutions, performs trend analysis, business intelligence and analytics based services, etc.

Note: 1. As of September 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



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

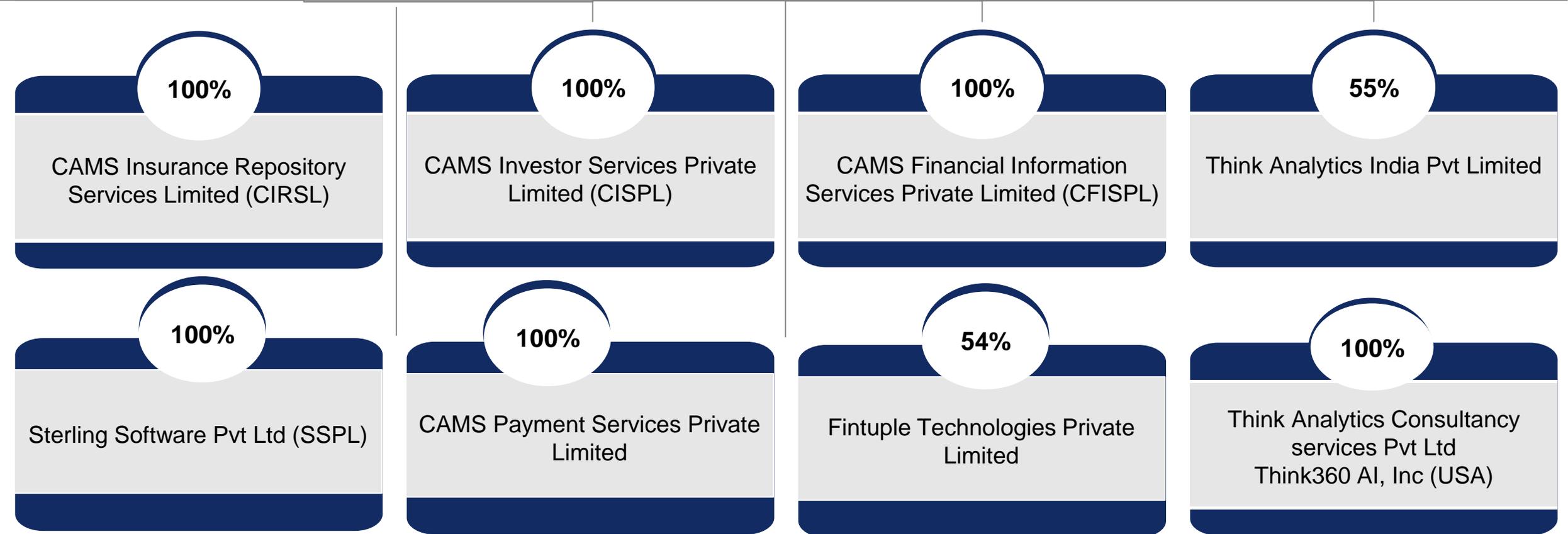
- ❑ Joined the company in October 2017
- ❑ Previously associated with Bennett, Coleman & Co, Agenda Net marketing

Abhishek Mishra – Chief Risk Officer

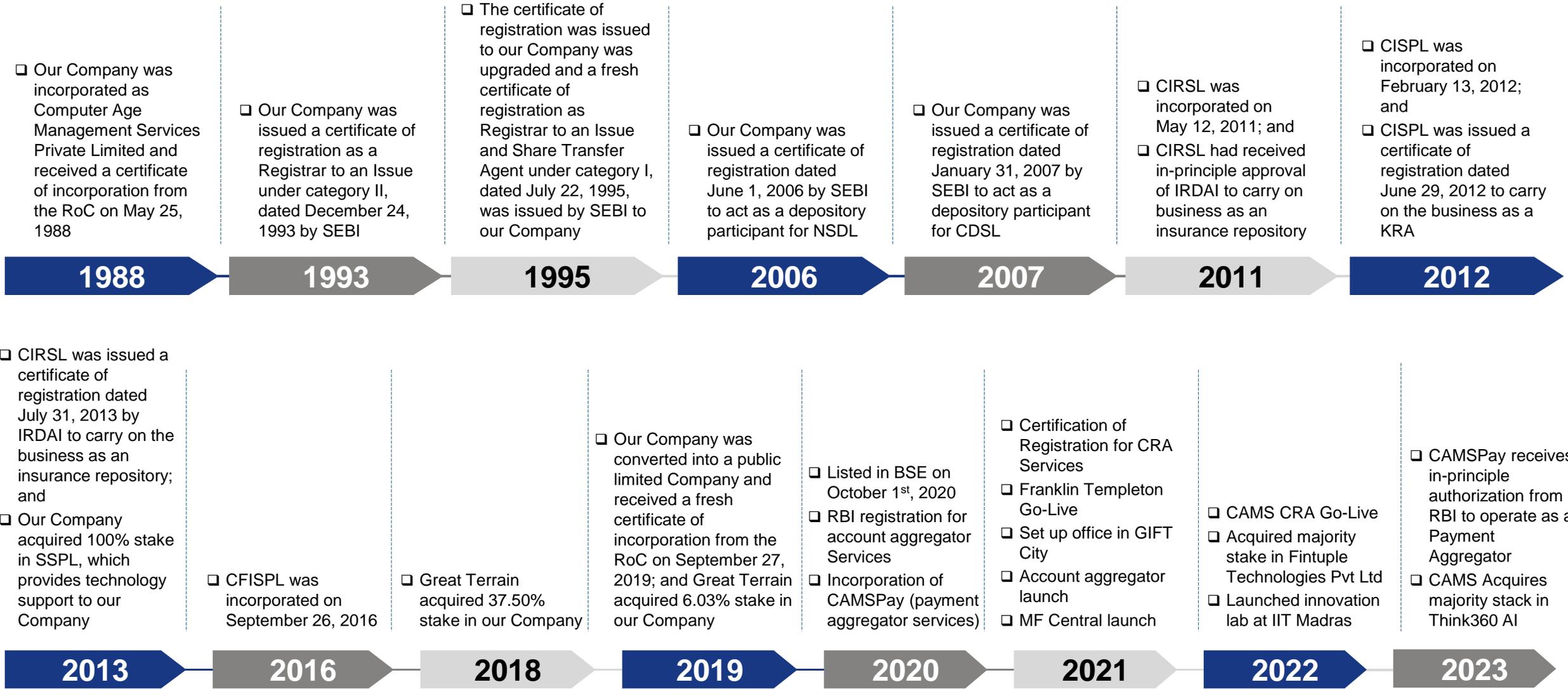
- ❑ Joined the company in 2nd January 2023
- ❑ Previously associated with Accenture, GE, Washington Mutual Bank

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 15th 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 3rd Edition of the AIFintech100 list
- ❑ Think360 AI is now a Great Place to Work Certified TM Company
- ❑ HDFC Bank has honored CAMSPay with the prestigious ‘Best Corporate Technology Adoption’ award
- ❑ CAMS was the **WINNER** for the award category “**New Initiatives IT Infrastructure Award**” at the “**16th Edition DataCenter Summit & Awards 2023**” organized by UBS Forums Pvt. Ltd.
- ❑ Think360 AI has been recognized as ‘Top Data Science Services Providers’ by AIM Research

Shareholders' Information

Stock Data as on 30th Sep 2023

Market Capitalisation
12,329.74 Cr.

Shares Outstanding
4,91,22,460

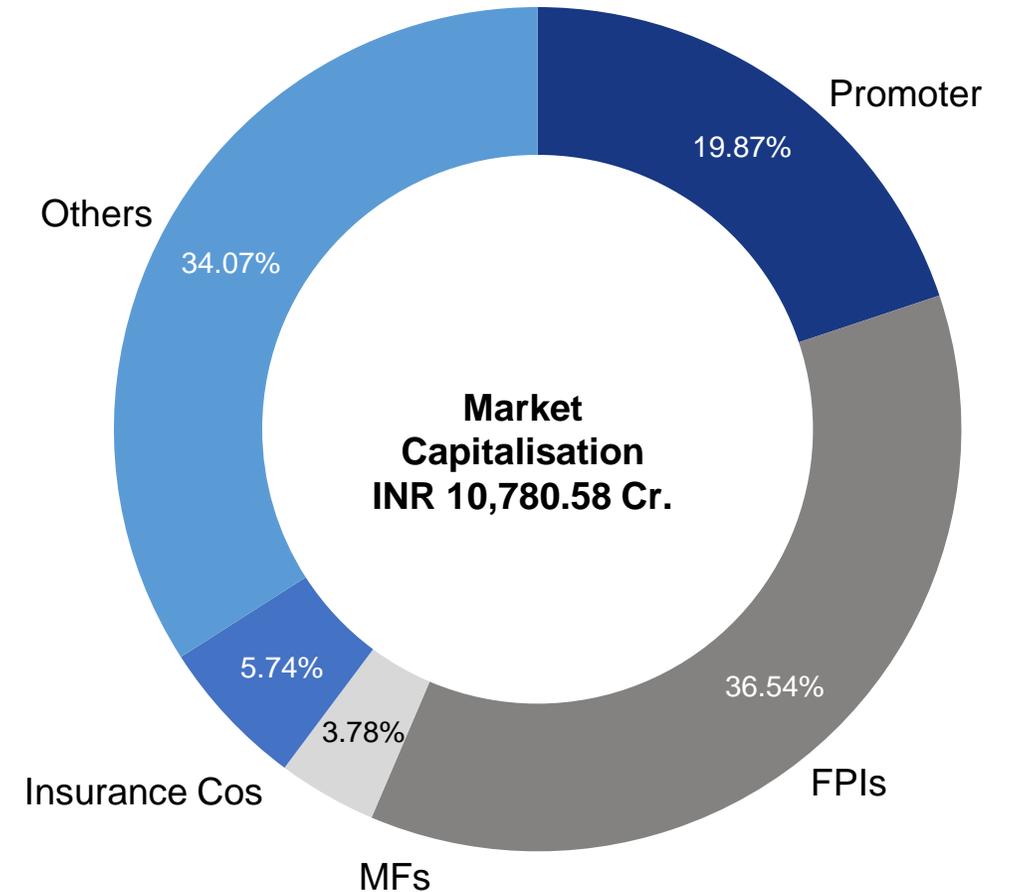
Free Float
12,329.74 Cr.

Scrip Symbol / Code
CAMS / 543232

Top Institutional Holders

- HDFC Bank
- Life Insurance Corporation of India
- Goldman Sachs Asset Mgt
- Fidelity Investments
- Seafarer Capital Partners
- JPMorgan Asset Mgt
- Vanguard Group
- Arisaig Partners (Asia)
- Capital Research Global Investors
- FSSA Investment Mgrs
- BlackRock Investment Mgt
- WhiteOak Capital Mgt
- 360 ONE Asset Mgt
- Retail Employees Superannuation Trust - REST

Shareholding Pattern (%)





Computer Age
Management Services
Limited (CAMS)



Mr. Anish Sawlani, Head - IR



+91 72990 07973



Anish.sawlani@camsonline.com



orient capital

Investor Relations
Orient Capital



Mr. Rajesh Agrawal



+91 99674 91495



Rajesh.Agrawal@linkintime.co.in

THANK YOU