

29<sup>th</sup> October, 2018

**PRESS RELEASE**

**HDFC ASSET MANAGEMENT COMPANY LIMITED DECLARES  
FINANCIAL RESULTS FOR THE PERIOD ENDED SEPTEMBER  
30, 2018**

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**Total AUM growth of 9% year on year as on September 30, 2018**

**Actively Managed Equity AUM growth of 20% year on year as on September 30, 2018**

**Increase of 24% in individual customer accounts & increase of 27% in unique customer  
accounts year on year as on September 30, 2018**

**Recently won an equity mandate from a foreign portfolio investor of USD 450 million**

**Profit after tax growth of 19% during the half year ended September 30, 2018**

**Operating Profit growth of 19% during the half year ended September 30, 2018**

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**Key Highlights:**

- Total AUM of Rs.2926 billion as of September 30, 2018 compared to Rs.2681 billion as on September 30, 2017 a growth of 9% with 13.3% market share in total AUM across mutual funds.
- AUM in actively managed equity oriented funds i.e. equity oriented total AUM excluding arbitrage funds and index funds grew to Rs.1476 billion as on September 30, 2018 from Rs.1227 billion as on September 30, 2017 a growth of over 20% and a market share of 16%, making the company largest equity mutual fund manager.
- The ratio of equity oriented assets and non-equity oriented assets is 52:48 compared to the industry ratio of 44:56.
- An increase of 24% in the number of live individual accounts from 6.96 million as of September 30, 2017 to 8.62 million as of September 30, 2018 and an increase of 28% in individual monthly average AUM during the same period. The company now services 8.7 million live accounts.

- As of September 30, 2018, 64% of the company's total monthly average AUM is contributed by individuals, compared to 53% for the industry.
- Market share of 15.1% of the individual monthly average AUM in the industry, making the company the most preferred choice of individual investors.
- Unique customers as identified by PAN or PEKRN now stands at 5.1 million as on 30th September 2018 compared to 18.4 million for the industry. The unique customers for industry over past one year has grown by 25%, while for the company has grown by 27%.
- 3.23 million systematic transactions with a value of Rs.11.47 billion processed in September 2018.
- Over 65,000 empanelled distribution partners across IFAs, National Distributors and Banks, serviced through a total of 210 branches of which 134 are in B-30 locations. The contribution of B-30 locations to our total monthly average AUM is 16.4%.
- The company has recently won an equity mandate of USD 450 million from a reputed foreign portfolio investor, of which approximately one third has got funded recently.
- Operating profit margin which is the operating profit as a basis point of Average AUM improved to 34 basis points for the half year ended September 30, 2018 as compared to 33 basis points for the half year ended September 30, 2017.

## **H1FY19**

- Total Revenue for the half year ended September 30, 2018 was Rs.10,164 million as compared to Rs.8,746 million for the half year ended September 30, 2017 resulting in an increase of 16%.
- Revenue from operations grew by 16% to reach Rs.9,516 million for the half year ended September 30, 2018 from Rs.8,204 million for the half year ended September 30, 2017.

- Operating Profit for the half year ended September 30, 2018 was Rs.5,271 million as compared to Rs.4,419 million for the half year ended September 30, 2017. This was an increase of 19%.
- Profit before tax for the half year ended September 30, 2018 was Rs.5,919 million as compared to Rs.4,961 million for the half year ended September 30, 2017 which resulted in an increase of 19%.
- Profit after tax for the half year ended September 30, 2018 was up by 19% to Rs.4,112 million as compared to Rs.3,444 million for the half year ended September 30, 2017.

#### **Q2FY19**

- Total Revenue for the quarter ended September 30, 2018 was Rs.5,153 million as compared to Rs.4,576 million for the quarter ended September 30, 2017 resulting in an increase of 13%.
- Revenue from operations grew by 12% to reach Rs.4,804 million for the quarter ended September 30, 2018 from Rs.4,300 million for the quarter ended September 30, 2017.
- Operating Profit for the quarter ended September 30, 2018 was Rs.2,623 million as compared to Rs.2,366 million for the quarter ended September 30, 2017. This was an increase of 11%.
- Profit before tax for the quarter ended September 30, 2018 was Rs.2,972 million as compared to Rs.2,642 million for the quarter ended September 30, 2017 which resulted in an increase of 12%.
- Profit after tax for the quarter ended September 30, 2018 was up by 15% to Rs.2,059 million as compared to Rs.1,798 million for the quarter ended September 30, 2017.

**About HDFC AMC:**

HDFC Asset Management Company Limited (HDFC AMC), Investment Manager to HDFC Mutual Fund, is one of the leading asset management companies in the country. It was incorporated under the Companies Act, 1956, on 10th December 1999 and was approved to act as an Asset Management Company for HDFC Mutual Fund by SEBI on 3rd July 2000.

HDFC AMC has a diversified asset class mix across Equity and Fixed Income/Others. It also has a countrywide network of branches along with a diversified distribution network comprising Banks, Independent Financial Advisors and National Distributors.

**For any media queries, contact:**

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