



05<sup>th</sup> May 2025

BSE Limited,

Phiroze Jeejeebhoy Towers, Dalal Street Mumbai 400 001 **National Stock Exchange of India Limited** 

Exchange Plaza, 5th floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra

(East), Mumbai 400 051

Scrip Code: 543232 Trading Symbol: CAMS

Dear Sir / Madam,

# Sub: Presentation of Audited Standalone and Consolidated Financial Results for the quarter and year ended March 31, 2025

Please find enclosed presentation of Audited Standalone and Consolidated Financial Results for the quarter and year ended March 31, 2025.

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



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#### **Presentation flow**



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### **KEY FINANCIAL HIGHLIGHTS FY25**









Revenue grew by 25.2% YoY\*

MF revenue grew by 25.2% YoY

Non-MF revenue grew by 24.7% YoY

Share of Non-MF revenue@ 13.0% of overall revenue



EBITDA grew by 29.7% YoY



EBITDA percentage stood at 46.1%



Profit After Tax grew by 33.0% YoY



Profit percentage stood at 31.9%

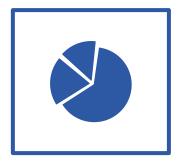
<sup>\*</sup>Considers impact of the price adjustment that was guided earlier

### **KEY FINANCIAL HIGHLIGHTS Q4FY25**





Revenue grew by 14.7% YoY\*



MF revenue grew by 14.5% YoY



Non-MF revenue grew by 15.8% YoY



Share of Non-MF revenue@ 13.7% of overall revenue



EBITDA grew by 11.6% YoY



EBITDA percentage stood at 44.9%



Profit After Tax grew by 10.2% YoY



Profit percentage stood at 30.9%

<sup>\*</sup>Considers impact of the price adjustment that was guided earlier

### **Business Highlights for Q4FY25**



#### **Mutual Funds**

- o CAMS market share by AuM stood ~68% retaining market leadership both by AuM and AMCs serviced (26 out of 51)
- o CAMS AuM grew 24% YoY, mirroring the industry AUM growth. This growth was on the back of strong Equity assets growth at 29% YoY
- o Equity assets held the Rs.25 Lakh Cr. mark, with sustained inflows despite the volatility in the market, Equity net inflow for the quarter was almost flat YoY at Rs.72,624 Cr. (86% growth in FY25 over FY24)
- o Live SIPs grew 18% YoY to 5.7 Cr. in Q4 FY25. New SIP registrations were flat YoY with 86.6 lakh registrations in Q4 (51% growth in FY25 over FY24)
- o CAMS Unique investor base crossed the 4 Cr. mark in the quarter, growing 26% YoY, faster than industry which grew at 22%
- o Angel One MF and Unifi MF launched their maiden funds during the Quarter, taking CAMS live AMC tally to 21
- o 5 more AMCs slated to go live in the next 6 months



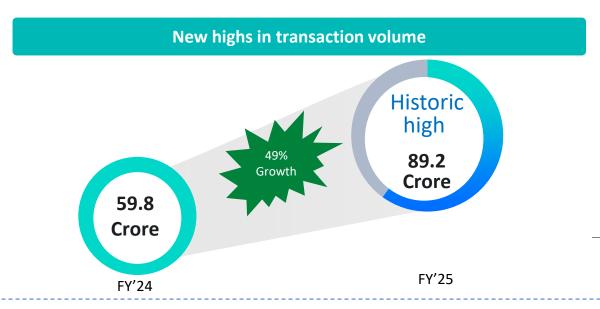


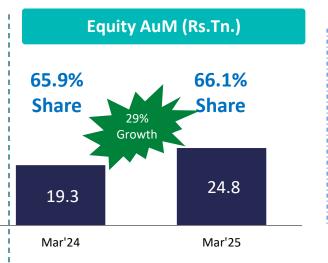
#### **Beyond Mutual Funds**

- o CAMSPay revenue grew by 85% YoY (64% increase in FY25 over FY24). Launched **BIMA-ASBA** for premium payment with 3 Insurance clients
- CAMS Alternatives had a strong quarter with over 56 new mandate wins, taking the total count of new mandates to over 200 for FY25. WealthServ360 continues its leadership as the preferred digital platform for the alternatives industry, supporting over 200 clients for their onboarding and servicing needs
- o CAMSRep LIC of India signs up for Repository services, structurally providing strong tail wind to the repository business. CAMSRep now has >40% market share with over 11 Mn. e-policies. 3 insurers are live with integrated services on Bima Central with Star Union Dai-chi Life as the latest addition to the list
- o CAMSKRA continued to make inroads in the non-MF segment, added three leading brokerages in Q4FY25
- o Fintuple made its first foray in NPS with Nivruti— won the mandate to develop the Backoffice platform for a leading pension fund's PoP business
- o Think360 Launched Personal Finance Management product and is currently implementing scope for one of India's most downloaded financial apps

#### **Mutual Funds - Operational Highlights - FY25**





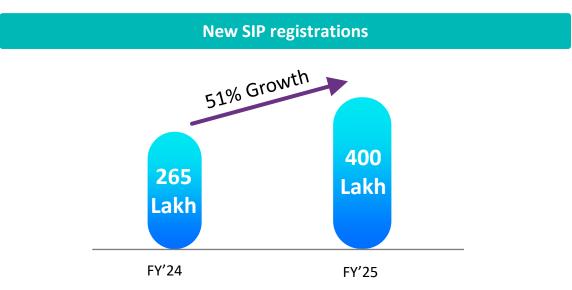




\*Equity includes Growth ,Index Equity & Hybrid schemes excluding Arbitrage

Rs Trillion

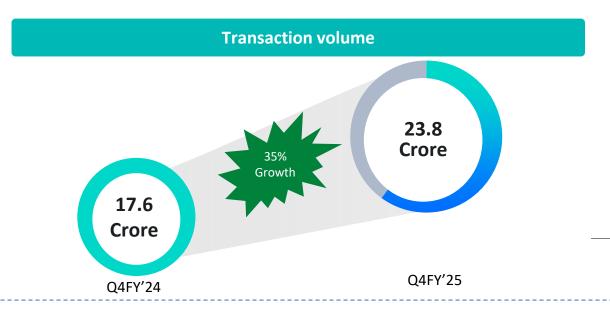


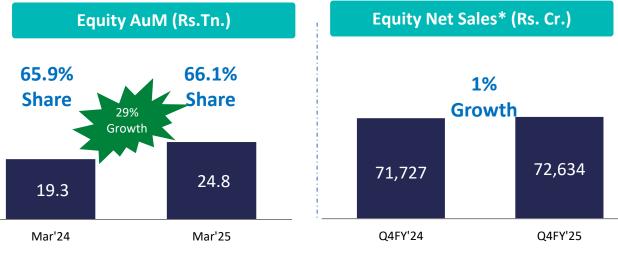


CAMS's share in SIP New registrations has increased to 61% from 59% in previous quarter

#### **Mutual Funds – Operational Highlights – Q4 FY25**







<sup>\*</sup>Equity includes Growth ,Index Equity & Hybrid schemes excluding Arbitrage





## Mutual Fund Industry vs. CAMS AAuM - Q4FY25 & FY25

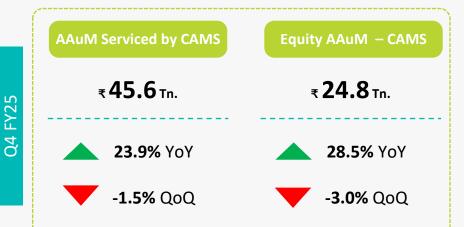


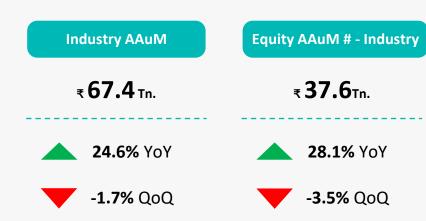
CAMS – Market Share (based on Quarterly AAuM)

~68%\*

Net flows into equity assets remain positive in Q4FY'25 at Rs.73K Cr. 1% YoY

Inflows through SIPs increased by 37% YoY / 2% QoQ

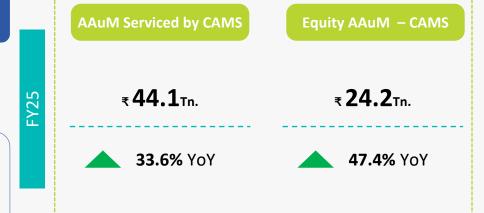




CAMS – Market Share (based on FY'25 AAuM)

~68%\*

Net flows into equity assets increased by 86% in FY25 YoY Inflows through SIPs increased by 46% in FY25 YoY



Industry AAuM # - Industry

₹ 65.3 Tn.

₹ 36.7 Tn.

46.5% YoY

<sup>\*</sup>Market share does not include fund of fund Domestic

<sup>#</sup> Equity includes Growth & Equity Oriented schemes, Index-Equity & Hybrid excluding Arbitrage

# **Operational Metrics - FY25**



**Transaction Volume** 892.1 Mn.

YoY: 49%

**Live Investor Folios** 94.2 Mn. (as on 31<sup>st</sup> Mar 25)

YoY:30%

**SIP Book** 57.2 Mn. (as on 31st Mar 25)

YoY: 18%

**Unique Investors Serviced** 40.4 Mn. (as on 31st Mar 25)

**YoY: 26%** 

**Systematic Transactions Processed** 723.3 Mn.

**YoY: 43%** 

## **Operational Metrics - Q4FY25**



**Transaction Volume** 237.6 Mn.

YoY: 35%

QoQ: (-1%)

**Live Investor Folios** 94.2 Mn. (as on Mar 31, 2025)

YoY: 30%

QoQ: 4%

**SIP Book** 57.2 Mn. (as on Mar 31, 2025)

YoY: 18%

**V** QoQ: (-3.5%)

**Unique Investors Serviced** 40.4 Mn.

(as on Mar 31, 2025)

▲ YoY: 26%

**QoQ: 3.6%** 

**Systematic Transactions Processed** 197.4 Mn.

YoY: 42%

**QoQ: 1%** 

### **Beyond MF**

#### **CAMS**Pay®

- **G4% increase** in FY25 revenue over FY24 (**85% YoY** increase)
- 19 new deals signed-up in Q4 FY25 including 15 non-Mutual fund mandates, reinforcing the strategy to diversify beyond mutual funds into sectors like Insurance and Education
- ☐ UPI Auto-Pay transactions **grew by 25%** QoQ
- Q4 transaction volumes grew 5% QoQ, reached a historical high of 33.8 million in March 2025
- □ LIC account authentication services in Q4 have seen significant uptick in transaction volumes. **LIC** has also empanelled CAMSPay for payment gateway services
- □ CAMSPay is authorised as a BBPOU ability to host biller data under BBPS ecosystem

# CAMS / ALTERNATIVES

- □ CAMS alternatives business recorded a strong18% revenue growth in FY25 over FY24
- The business had a robust Q4FY25, adding **56 new mandates** and bringing the total for FY25
  to over 200 mandates
- WealthServ 360 solidified its position as the leading digital stack for the Alternatives Ecosystem, with over 200 sign-ups and more than 7,200 AIF/PMS investors onboarded digitally in FY25
- Assets Under Service (AUS) surpassed **Rs. 2.50** lakh crore in Q4 FY25
- ☐ Client addition continues to be strong in GIFT city with the launch of retail schemes by AMCs. CAMS GIFT City now services over **30 clients** with assets of ~ USD **1.2 Bn**
- Fintuple makes its **first foray in NPS** with Nivruti— wins the mandate to develop the Backoffice platform for a leading pension fund's PoP business



- □ 12% growth in FY25 revenue over FY24 (19% YoY for Q4 FY 25)
- □ eIA base grows to 8.5 Mn and consolidated e-policy base reached 11 Mn (Market share >40%), run rate policy addition of ~ 1 million a quarter continues
- ☐ Bima Central unique user base crosses 6 lakhs with service transactions reaching 2.22 lacs in this quarter, which is 55% growth over previous quarter
- Bima Central awarded "Best use of Digital

  Platform Insurance" at Drivers of Digital (DoD)

  Awards 2024

### **Beyond MF**





- □ CAMSKRA recorded an impressive 31% growth in revenue in FY25 over FY24 despite decline in the new account opening in the last quarter
- Went live with three leading brokerages in Q4FY25
- Added 20+ new financial institutions and FinTechs as its customers, significantly adding non-MF PANs to its stock

# **CAMSfinse**?v

- Revenue grew 92% in FY25 over FY24 (32% YoY)
- Market share grew 35% this year to increase from 8.6% (FY24) to 11.6% (FY25)
- ☐ FIPs Live 94, FIUs Live 154, Total Signup 283
- ☐ Account Aggregator won Open Banking Solution (Fintech of the year Business World'24) and Banking Frontier Technoviti Award for Pre-approved LAMF journey



- ☐ In Q4 FY25, Think launched the Personal Finance Management (PFM) product, now being implemented for one of India's most downloaded financial apps
- Recognized as leading Gen Al Service Provider, Data Science Provider, and Seasoned Pharma Commercial Analytics Service Provider by AlM
- ☐ Listed in AI Fintech Global top 100, Only Indian firm recognized in World's most innovative companies



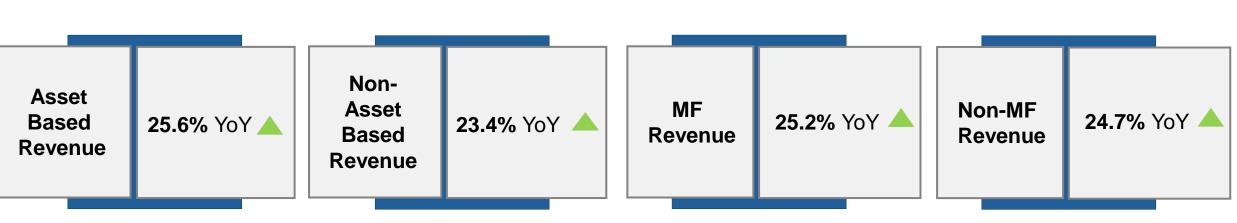
- **Revenue grew 111%** in FY25 over FY24 (76% YoY)
- ☐ More than 80% growth in FY25 over FY24 In Subscriber registration
- Continues to maintain more than 10% market share in eNPS
- Launched 'Xpress' mode of onboarding with one of the largest private sector banks as partner



# **Revenue Highlights - FY25**







Asset Mix Equity component: FY25 @ 54.0% (FY24: @ 49.1%)

## **Revenue Highlights – Q4FY25**





Asset
Based
Revenue

15.2% YoY

(5.4%) QoQ

Non-Asset Based Revenue

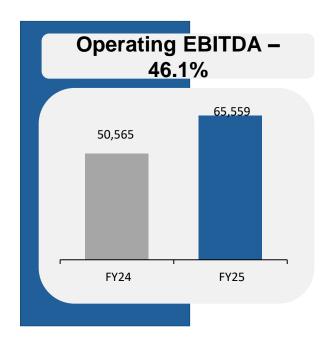
11.5% YoY ▲
(3.8%) QoQ ▼ MF Revenue 14.5% YoY ▲ (5.1%) QoQ ▼

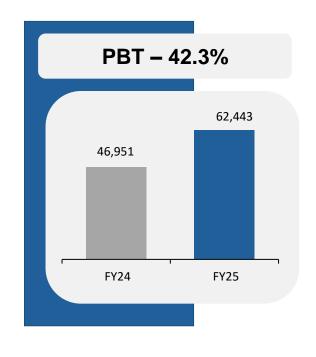
**Asset Mix** 

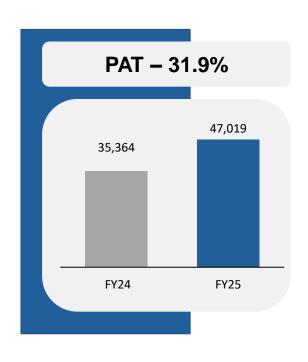
Equity component: Q4 FY25 @ 53.6% (Q4 FY24: @ 51.9% / Q3 FY25: @ 54.6%)

## Financial Highlights - FY25









Return on Networth\* 46.25%

**29.7%** YoY

**▲ 33.0%** YoY

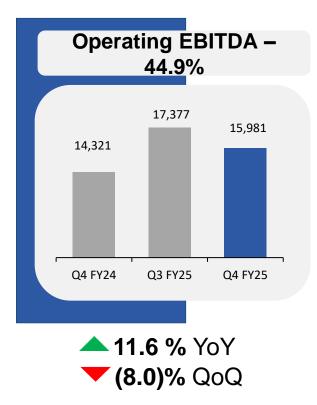
**▲ 33.0%** YoY

Profit numbers are after considering the non-cash charge (ESOPs) amounting to ₹ 14.7 Cr. (FY25) and ₹ 12.7 Cr. (FY24)

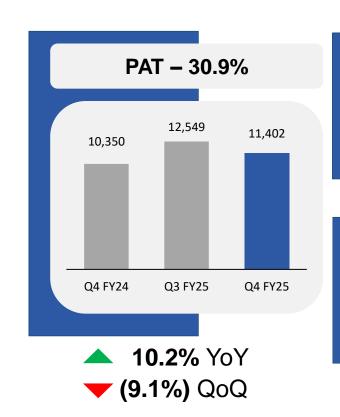
<sup>\*</sup> Return on Net-worth – PAT / Average Equity

### Financial Highlights – Q4FY25









Return on Net-Worth\* 42.0%

\*\* Cash & Cash Equivalent as on 31<sup>st</sup> March 25 was Rs 680.71 Cr.

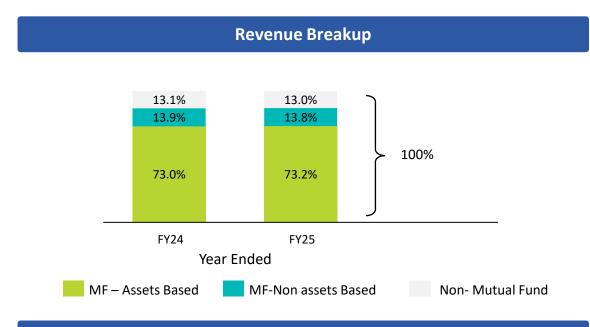
Profit numbers are after considering the non-cash charge (ESOPs) amounting to ₹4.3 Cr. (Q4 FY25), ₹ 4.4 Cr. (Q4 FY24) and ₹ 3.6 Cr. (Q3 FY25)

#### Final Dividend: Rs 19 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 in Think Analytics & Fintuple Technologies

### **Revenue Profile FY25**

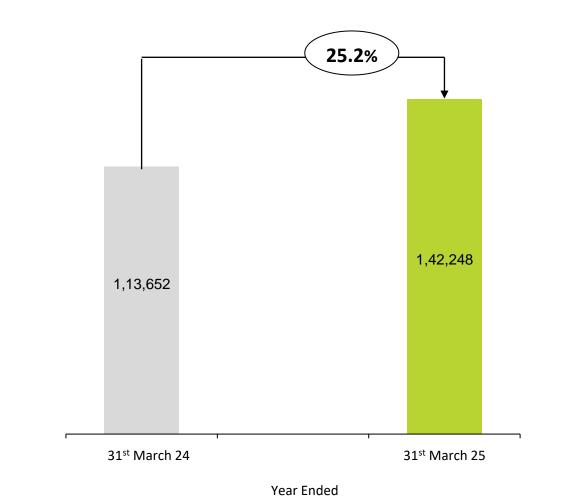




#### **Breakup of Non-Mutual Fund**

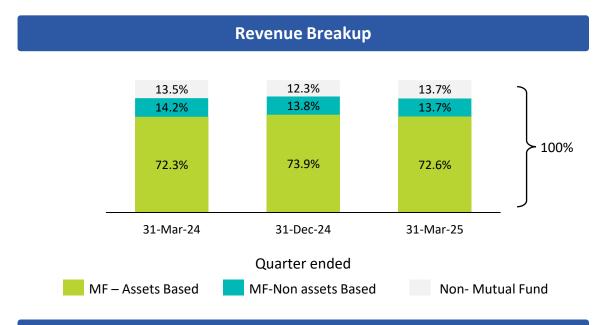
Dorticulors	Year ended					
Particulars	31 <sup>st</sup> March 24	31 <sup>st</sup> March 25				
AIF	2.7%	2.6%				
CAMS Pay	2.7%	3.5%				
CAMS REP	1.5%	1.4%				
Think360 AI	1.5%	0.9%				
CAMSKRA	3.1%	3.2%				
Others	1.6%	1.4%				
Non Mutual Fund	13.1%	13.0%				





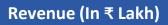
# **Revenue Profile Q4FY25**

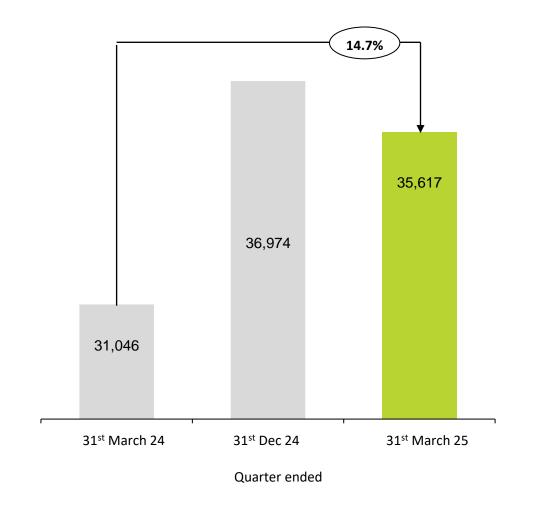




#### **Breakup of Non-Mutual Fund**

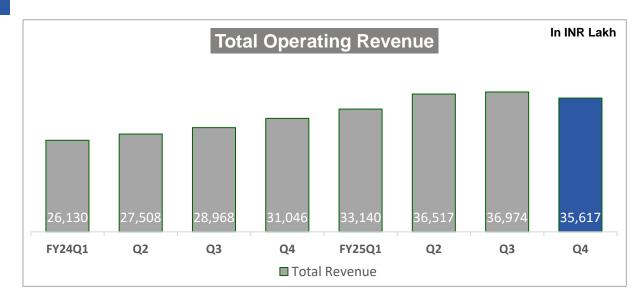
Dauticulaus	Quarter ended						
Particulars	31 <sup>st</sup> March 24	31 <sup>st</sup> Dec 24	31st March 25				
AIF	2.7%	2.5%	2.7%				
CAMS Pay	2.8%	3.0%	4.5%				
CAMS REP	1.7%	1.3%	1.7%				
Think360 AI	1.3%	1.0%	0.9%				
CAMSKRA	3.5%	2.9%	2.2%				
Others	1.5%	1.6%	1.7%				
Non Mutual Fund	13.5%	12.3%	13.7%				

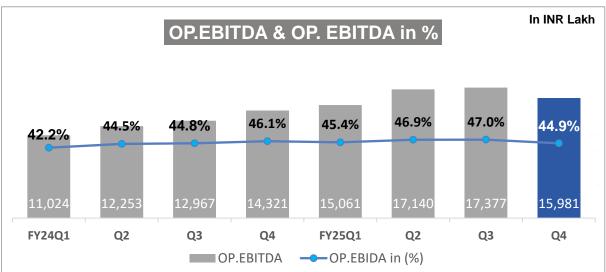


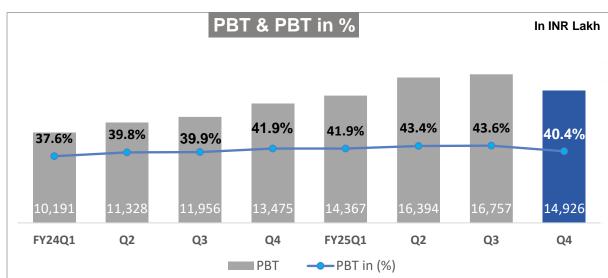


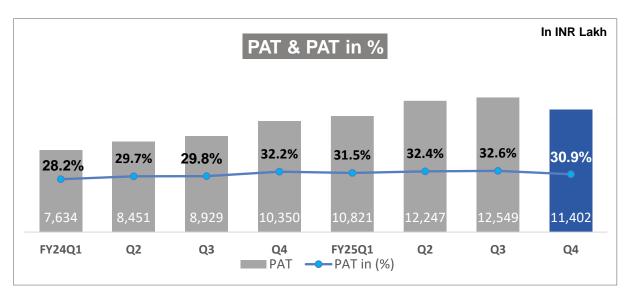
## **Consolidated Financial Highlights - Quarterly**











Numbers are after eliminating non-controlling interest in Think Analytics & Fintuple Technologies

# Q4FY25 & FY25 Standalone P&L



₹ in Lakh

Destination	04 5735	04 5724	V-V	02 EV2E	0-0	EV2E	EV24	V-V
Particulars	Q4 FY25	Q4 FY24	YoY	Q3 FY25	QoQ	FY25	FY24	YoY
Revenue from operations	33,643.81	28,706.68	4,937.13	34,754.98	(1,111.17)	1,33,390.02	1,05,448.22	27,941.80
Other income	1,021.19	882.02	139.17	1,203.70	(182.51)	4,154.62	3,187.93	966.69
Total revenue	34,665.00	29,588.70	5,076.30	35,958.68	(1,293.68)	1,37,544.64	1,08,636.15	28,908.49
Expenses								
Employee benefits expense	9,433.36	8,447.72	(985.64)	9,534.92	101.56	37,300.40	31,417.93	(5,882.47)
Finance costs	170.14	180.01	9.87	180.25	10.11	716.41	687.26	(29.15)
Depreciation and amortisation expense	1,950.96	1,533.39	(417.57)	1,623.35	(327.61)	6,513.15	5,840.64	(672.51)
Other expenses	9,048.93	6,741.93	(2,307.00)	8,906.78	(142.15)	34,375.36	25,888.06	(8,487.30)
Total expenses	20,603.39	16,903.05	(3,700.34)	20,245.30	(358.09)	78,905.32	63,833.89	(15,071.43)
Profit before tax	14,061.61	12,685.65	1,375.96	15,713.38	(1,651.77)	58,639.32	44,802.26	13,837.06
Tax expense								
Current tax	3,502.96	3,083.07	(419.89)	3,875.65	372.69	14,623.35	11,172.88	(3450.47)
Current tax expense of earlier years	-	-	-	-	-	-	50.00	50.00
Deferred tax	(49.01)	(92.98)	(43.97)	55.27	104.28	(86.39)	(132.81)	(46.42)
Net tax expense	3,453.95	2,990.09	(463.86)	3,930.92	476.97	14,536.96	11,090.07	(3,446.89)
Profit / (Loss) for the period	10,607.66	9,695.56	912.10	11,782.46	(1,174.80)	44,102.36	33,712.19	10,390.17
Earnings per share (In ₹):								
Basic	21.47	19.74		23.89		89.49	68.69	
Diluted	21.37	19.62		23.79		89.13	68.34	

# Q4FY25 & FY25 Consolidated P&L



₹ in Lakh

Particulars	Q4 FY25	Q4 FY24	YoY	Q3 FY25	QoQ	FY25	FY24	YoY
Revenue from operations	35,616.58	31,045.88	4,570.70	36,974.29	(1,357.71)	1,42,248.33	1,13,651.81	28,596.52
Other income	1,341.59	1,143.00	198.59	1,494.02	(152.43)	5,263.66	4,064.81	1,198.85
Total revenue	36,958.17	32,188.88	4,769.29	38,468.31	(1,510.14)	1,47,511.99	1,17,716.62	29,795.37
Expenses								
Employee benefits expense	11,780.55	10,477.75	(1,302.80)	11,970.40	189.85	46,907.85	39,715.74	(7,192.11)
Finance costs	203.17	210.57	7.40	214.74	11.57	847.31	821.35	(25.96)
Depreciation and amortisation expense	2,284.84	1,809.79	(475.05)	1,951.66	(333.18)	7,772.01	7,047.78	(724.23)
Other expenses	7,897.67	6,233.97	(1,663.70)	7,721.17	(176.50)	30,118.55	23,447.24	(6,671.31)
Total expenses	22,166.23	18,732.08	(3,434.15)	21,857.97	(308.26)	85,645.72	71,032.11	(14,613.61)
Profit before tax	14,791.94	13,456.80	1,335.14	16,610.34	(1,818.40)	61,866.27	46,684.51	15,181.76
Tax expense								
Current tax	3,741.37	3,290.34	(451.03)	4,226.34	484.97	15,897.55	11,963.45	(3,934.10)
Current tax expense of earlier years	(143.50)	-	143.50	0.52	144.02	(142.98)	28.99	171.97
Deferred tax	(86.37)	(132.07)	(45.70)	(27.15)	59.22	(357.85)	(405.66)	(47.81)
Net tax expense	3,511.50	3,158.27	(353.23)	4,199.71	688.21	15,396.72	11,586.78	(3,809.94)
Profit / (Loss) for the period	11,280.44	10,298.53	981.91	12,410.63	(1,130.19)	46,469.55	35,097.73	11,371.82
Non-Controlling Interest	(121.71)	(51.49)	70.22	(138.65)	(16.94)	(549.83)	(266.33)	283.50
Profit attributable to Owners of the Company	11,402.15	10,350.02	1,052.13	12,549.28	(1,147.13)	47,019.38	35,364.06	11,655.32
Earnings per share (In ₹):								
Basic	23.08	21.07		25.45		95.41	72.06	
Diluted	22.97	20.94		25.33		95.03	71.68	

# Q4FY25 & FY25 Standalone P&L (with split of operating & other expenses)



₹ in Lakh

Particulars	Q4 FY25	Q4 FY24	YoY	Q3 FY25	QoQ	FY25	FY24	YoY
Revenue from operations	33,643.81	28,706.68	4,937.13	34,754.98	(1,111.17)	1,33,390.02	1,05,448.22	27,941.80
Other income	1,021.19	882.02	139.17	1,203.70	(182.51)	4,154.62	3,187.93	966.69
Total revenue	34,665.00	29,588.70	5,076.30	35,958.68	(1,293.68)	1,37,544.64	1,08,636.15	28,908.49
Expenses								
Employee benefits expense	9,433.36	8,447.72	(985.64)	9,534.92	101.56	37,300.40	31,417.93	(5,882.47)
Finance costs	170.14	180.01	9.87	180.25	10.11	716.41	687.26	(29.15)
Depreciation and amortisation expense	1,950.96	1,533.39	(417.57)	1,623.35	(327.61)	6,513.15	5,840.64	(672.51)
Operating expenses	6,558.31	4,620.66	(1,937.65)	6,441.40	(116.91)	24,572.36	18,070.03	(6,502.33)
Other expenses	2,490.62	2,121.27	(369.35)	2,465.38	(25.24)	9,803.00	7,818.03	(1,984.97)
Total expenses	20,603.39	16,903.05	(3,700.34)	20,245.30	(358.09)	78,905.32	63,833.89	(15,071.43)
Profit before tax	14,061.61	12,685.65	1,375.96	15,713.38	(1,651.77)	58,639.32	44,802.26	13,837.06
Tax expense								
Current tax	3,502.96	3,083.07	(419.89)	3,875.65	372.69	14,623.35	11,172.88	(3450.47)
Current tax expense of earlier years	-	-	-	-	-	-	50.00	50.00
Deferred tax	(49.01)	(92.98)	(43.97)	55.27	104.28	(86.39)	(132.81)	(46.42)
Net tax expense	3,453.95	2,990.09	(463.86)	3,930.92	476.97	14,536.96	11,090.07	(3,446.89)
Profit / (Loss) for the period	10,607.66	9,695.56	912.10	11,782.46	(1,174.80)	44,102.36	33,712.19	10,390.17
Earnings per share (In ₹):								
Basic	21.47	19.74		23.89		89.49	68.69	
Diluted	21.37	19.62		23.79		89.13	68.34	

# Q4FY25 & FY25 Consolidated P&L (with split of operating & other expenses)



₹ in Lakh

Particulars	Q4 FY25	Q4 FY24	YoY	Q3 FY25	QoQ	FY25	FY24	YoY
Revenue from operations	35,616.58	31,045.88	4,570.70	36,974.29	(1,357.71)	1,42,248.33	1,13,651.81	28,596.52
Other income	1,341.59	1,143.00	198.59	1,494.02	(152.43)	5,263.66	4,064.81	1,198.85
Total revenue	36,958.17	32,188.88	4,769.29	38,468.31	(1,510.14)	1,47,511.99	1,17,716.62	29,795.37
Expenses								
Employee benefits expense	11,780.55	10,477.75	(1,302.80)	11,970.40	189.85	46,907.85	39,715.74	(7,192.11)
Finance costs	203.17	210.57	7.40	214.74	11.57	847.31	821.35	(25.96)
Depreciation and amortisation expense	2,284.84	1,809.79	(475.05)	1,951.66	(333.18)	7,772.01	7,047.78	(724.23)
Operating expenses	5,049.82	3,750.30	(1,299.52)	4,965.03	(84.79)	19,040.21	14,272.82	(4,767.39)
Other expenses	2,847.85	2,483.67	(364.18)	2,756.14	(91.71)	11,078.34	9,174.42	(1,903.92)
Total expenses	22,166.23	18,732.08	(3,434.15)	21,857.97	(308.26)	85,645.72	71,032.11	(14,613.61)
Profit before tax	14,791.94	13,456.80	1,335.14	16,610.34	(1,818.40)	61,866.27	46,684.51	15,181.76
Tax expense								
Current tax	3,741.37	3,290.34	(451.03)	4,226.34	484.97	15,897.55	11,963.45	(3,934.10)
Current tax expense of earlier years	(143.50)	-	143.50	0.52	144.02	(142.98)	28.99	171.97
Deferred tax	(86.37)	(132.07)	(45.70)	(27.15)	59.22	(357.85)	(405.66)	(47.81)
Net tax expense	3,511.50	3,158.27	(353.23)	4,199.71	688.21	15,396.72	11,586.78	(3,809.94)
Profit / (Loss) for the period	11,280.44	10,298.53	981.91	12,410.63	(1,130.19)	46,469.55	35,097.73	11,371.82
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Basic	23.08	21.07		25.45		95.41	72.06	
Diluted	22.97	20.94		25.33		95.03	71.68	



### Different elements for ESG sustainability



#### Society:

community engagement and development

#### **Diversity**:

Equal employment opportunities and Employee benefits

#### **Human Capital management:**

Workplace health and safety and Fair pay and living wages



#### **Corporate Governance:**

Board diversity and independence, shareholding rights and transparency

#### **Risk Management:**

Identification and Mitigation of risk

#### **Compliance and Transparency:**

Reporting and disclosures

#### **Ethical business Practices:**

Anti bribery and anti corruption policies, whistle blower protection

#### **Climate Stability:**

carbon emission reduction, renewable energy adoption

#### **Waste Management:**

reduction of waste generation and recycling of waste

#### **Natural resources:**

Sustainable resource management

**Energy Usage and Efficiency** 

### Performance of CAMS on Three Pillars of ESG



#### **Environment**

- CAMS has disclosed Environmental, Social & Governance Policy on its website
- The Company has disaster management plan
- Total energy consumption has decreased during FY 2024 as compared to previous year in absolute as well in relative term
- Total waste generated has decreased during FY 2024 as compared to previous year
- The company does not have any offices in or near areas that are ecologically sensitive
- All the waste generated has been recycled by the Company
- There are no reported environmental incidents in the last 3 years.
- The Company has deployed use of renewable energy in the operations leading to savings of CO2 emissions

#### Social

- Out of the total workforce in CAMS, women employee constitutes more than 30%
- Premises / offices are accessible to differently abled employees
- PF, Gratuity and ESI benefits are given to all employees
- All the employees have been provided training on human rights
- All the employees have been paid more than minimum wages
- Benefits like Health insurance and accident insurance have been provided to 100% of its employees
- CAMS has not reported any fatalities of employees in last
   3 financial years
- Zero complaint received on Health & Safety and Working conditions
- Zero complaints received on Advertising, Restrictive trade practices and Unfair Trade Practices

#### Governance

- The Company has a woman Independent Director viz.
   Ms. Vijayalakshmi Rajaram Iyer ensuring gender diversity at the Board level
- The Statutory Auditors have not made any qualification, reservation, adverse remark or disclaimer in their reports
- The Company has disclosed the Key Financial Ratios and has also explained significant changes thereon
- CAMS has disclosed its Dividend Distribution policy and has disclosed objective criteria
- No complaints received on conflict of interest



### **CAMS - Business at a glance**



**Technology-driven** 

financial infrastructure and services provider to mutual funds and other financial institutions India's largest registrar and transfer agent ("RTA") of mutual funds ("MFs") with an aggregate market share of ~68%1

Services **10 of the 15 largest**MFs<sup>2</sup>;
over **22 years** average
relationship with

10 largest MF clients

Leveraged domain expertise, processes and infrastructure to cater to MFs, AIFs and insurance companies

Pan-India physical network comprising 286 service centers spread over 25 states and 5 union territories

Established track record of delivering robust financial results; Fastest growing MF RTA with high RoE and EBITDA margins

Marquee shareholders,

including HDB, Fidelity, Seafarer, LIC, Whiteoak, Arisaig partners, Vanguard & Franklin Templeton team with average work
experience of over
27 years in a variety of

financial services sectors

Notes: 1. Market share basis Q4FY25 (3 Months Average)

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

#### **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





**Best Practice Implementation** 



**Uniform Regulatory change** implementation



**Business-Continuity Mechanisms** 





**Manage High Volume** of Data / Transactions



Infrastructural Stability



**Support Timely Launches of NFOs** 



Operational Integration



**Knowledge Partner** 



**Extensive Data on Investor Preferences** 



**Actionable Insights** 



**High Capability of Processing Expertise** 



**Innovative Product Development** 



**Customer Care & Investor Services** 



**Call Centre** Services



Mail back / **SMS Services** 



**Service Requests** and Account Information



**Front Office** Services



**Transaction Processing** 



**Distributor Services** 



**Recording of Empanelled Distributors** 



**Recording of Brokerage Structures** 



**Brokerage** Computation



Distributor Queries



**Transfer Agency Services** 



**Transaction** Origination



**Operations** 



Investor Services





Compliance

### Technology platforms and mobile applications for MF, AIF & PMS



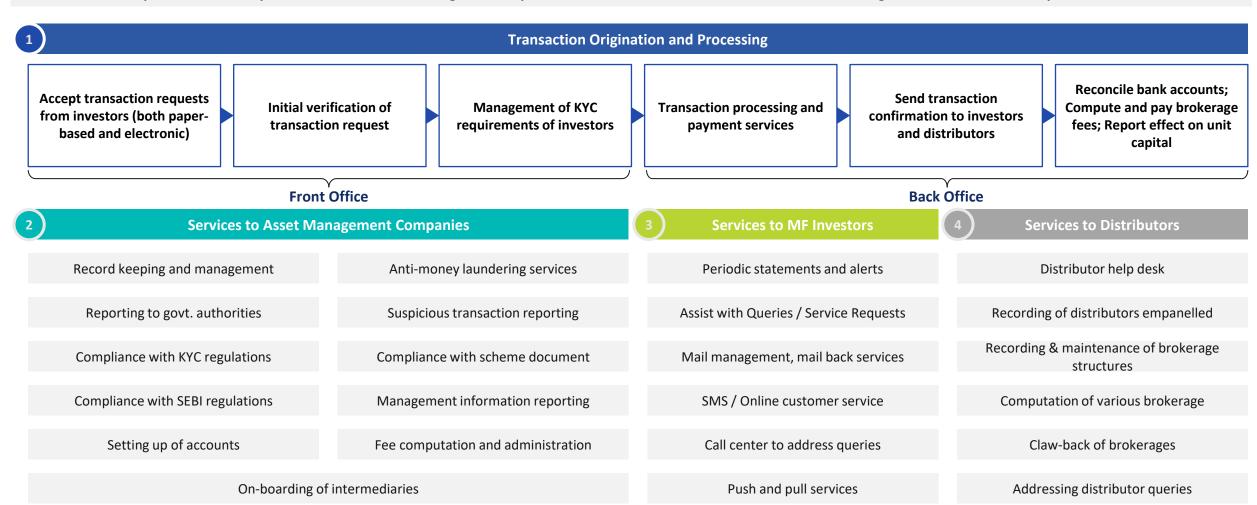
CAMS has developed and implemented various technology platforms and its technology driven infrastructure and services are integral to the operations of its clients



### **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 for ALTERNATIVES





The leading platform and service partner for alternatives, Combining versatile technology, contemporary digital utilities and full stack services for investor on-boarding, fund accounting and operations has helped us scale to become the largest platform & service partner for alternatives

480+

funds serviced across 200+ fund houses

200+

Installations of CAMS WealthServ and Fintuple's digital on-boarding solution

fintuple

— a CAMS company —

₹2.5 Tn.

Assets Under Service

1<sup>st</sup>

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









CAMS KRA, the second-largest KYC Registration Agency, is rapidly expanding its reach in the capital market. Leveraging Al and automation, we're offering innovative solutions like our 10-minute KYC process to streamline operations and attract new clients. Our focus on operational excellence and strategic partnerships positions us as a preferred fintech solution provider for FY25.

Leading from the front with first-in-the-industry initiatives

- 10 Min KYC the only KRA in the country to process a KYC request in 10 minutes
- Nexus KRA Dashboard for financial institutions to track online PAN registration status with CAMS KRA
- WhatsApp KYC A pioneering industry solution for client onboarding

2nd

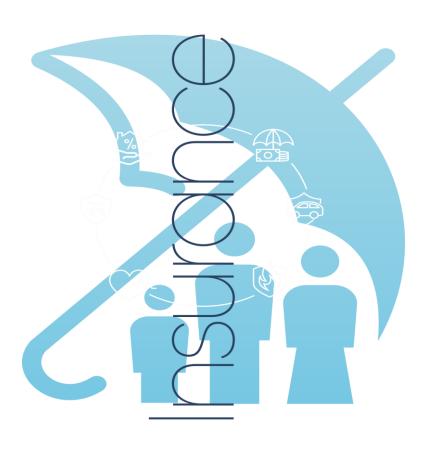
largest KRA

20%

Market Share







# The premier customer experience platform in India to service both Insurance companies & policy holders

Empowers over 45 insurance companies with end-to-end operational support and technology-driven solutions. India's first insurance portfolio management platform, Bima Central, offers policy holder services, renewal reminders, cover dashboard, policy download, policy highlights, etc.

8.5 Mn.

e-Insurance (eIA) accounts

11 Mn.

e Policies under service >0.5 Mn.

Active users on Bima Central

>40%

**Market Share** 

1st

in Industry







## Market leader in Mutual Funds payment processing

As a scalable, full-stack BFSI-focused payments platform, CAMSPay provides a holistic suite of services that lead the way in achieving same-day NAV processing, and expedited on-boarding and authentication of new customers.

3.2 Mn.+

UPI AutoPay Mandate Registrations ~40%

Of Overall Insurance Industry-NACH Transactions

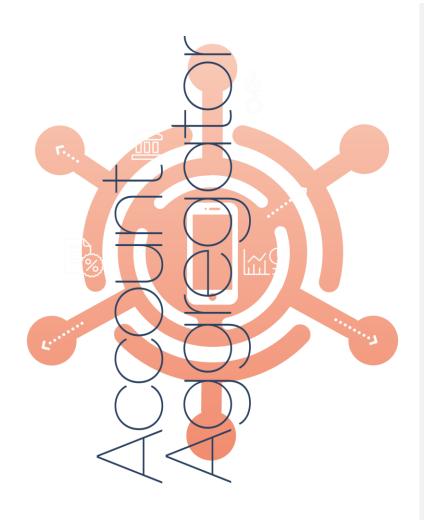
1.5 Mn.+

NACH Mandate Registrations 9.3 Mn.+

**Bank Accounts Validated** 







## Winning strides in the path breaking Account Aggregator arena

**CAMSfinserv** is among the first RBI-licensed account aggregator platform to drive adoption of consent-based sharing of financial asset information among Banks, financial institutions, Fintechs and customers and shape the inevitable future of digital lending, onboarding and advisory.

# 94 FIPs

26 Banks, 3 CRAs, 40 AMCs, 2 Depositories, 22 Insurers & GST

# **283 FIUs**

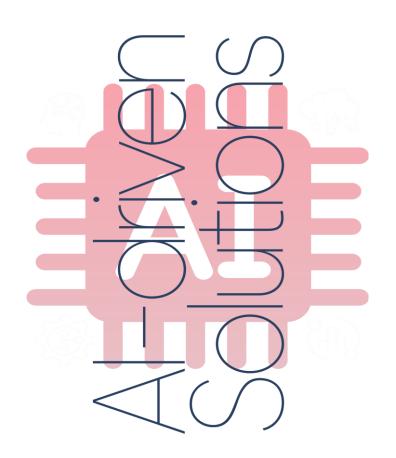
Signups
Brokers – 80
Bank/NBFCs – 75
AMCs/RIAs – 52
HFC – 13
Insurance – 21
Q3'FY25 – 19

# **154 FIUs**

Live 24% Market Share At the end of FY25







Full stack data science & AI-centric solutions to propel BFSI enterprises A trusted advisor and digital partner to marquee Indian BFSI enterprises,

Think360 pioneers in Alternative Data and AI Credit Scoring solutions. Think360 offers modern AI capabilities that transform KYC and customer onboarding, and enable financial institutions to rapidly scale their API and partnership infrastructure.

190+

Clients

Served

100+

AI & Data Science

**Experts** 

+M08

Customer IDs Processed

## **AI Products**

Launched and co-developed agentic AI solution for surveillance along with market regulator







# CAMS industry-first NPS CRA platform on award winning cloud platform

Launched by PFRDA Chairman in March'22, CAMS eNPS platform is designed to provide superior subscriber experience leveraging robust technology and deep experience in serving customers for pension account opening, record keeping and maintenance services.

**6.6%**Market share in Q2 Retail business

#2
in eNPS
registration

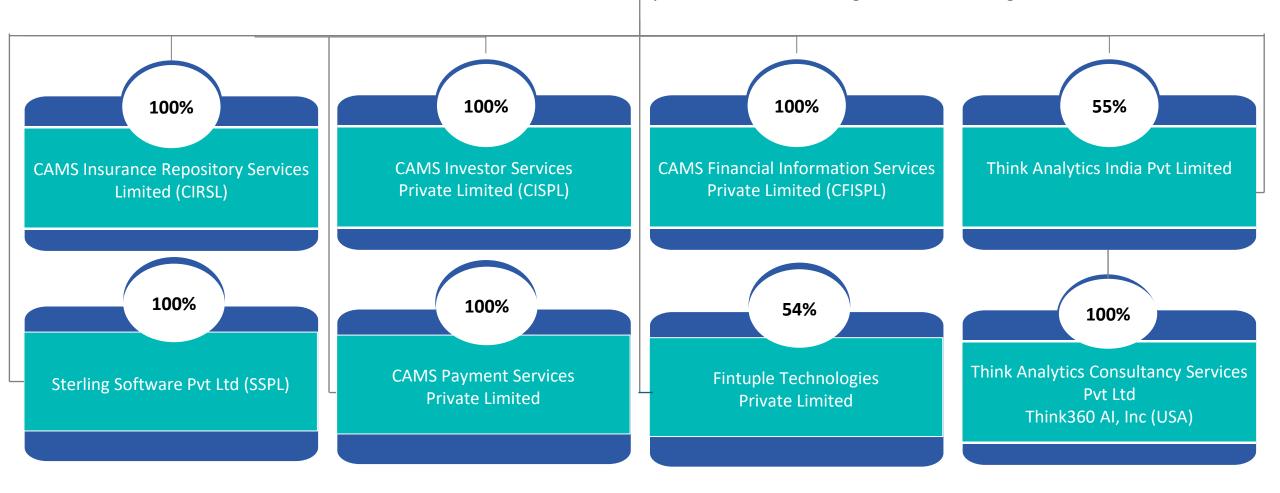
90% C-SAT score

## **Corporate Structure**



## **Computer Age Management Services Limited**

Mutual Funds Services, Alternate Investment Funds Services, Payment Services, Banking and Non-Banking Service Businesses



## **Experienced Board of Directors**



## **Board of Directors**



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



Vijayalakshmi Rajaram Iyer Independent Director



Pravin Udhyavara Bhadya Rao Independent Director



Narumanchi Venkata Sivakumar Independent Director



**Santosh Kumar Mohanty** *Independent Director* 



**Anuj Kumar** *Managing Director* 

Audit Committee

- Narumanchi Venkata Sivakumar
- Dinesh Kumar Mehrotra
- Vijayalakshmi Rajaram Iyer
- Santosh Kumar Mohanty

Stakeholders Relationship Committee

- Santosh Kumar Mohanty
- Pravin Udhyavara Bhadya Rao
- Anuj Kumar

CSR and ESG Committee

- Dinesh Kumar Mehrotra
- Narumanchi Venkata Sivakumar
- Anuj Kumar

Nomination & Remuneration committee

- Vijayalakshmi Rajaram Iyer
- Dinesh Kumar Mehrotra
- Santosh Kumar Mohanty

Risk
Management
Committee

- Vijayalakshmi Rajaram Iyer
- Narumanchi Venkata Sivakumar
- Pravin Udhyavara Bhadya Rao

# Experienced management team with 27+ years average tenure, skilled in business growth, diversification, and innovation



#### Anuj Kumar - Managing Director

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

#### Soumendu Sekar Ganguly – Chief Operating Officer

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

### Syed Hassan – Chief Program Officer

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

#### ES Varadharajan - Chief Risk & Process Officer

- Joined the company in 2002
- Previously associated with UTIMF

#### Manikandan Gopalakrishnan - Company Secretary & Compliance Officer

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

#### Girish Sankar - Chief Strategy Officer & Business Head - Alternatives & AA

- Joined the company in September 2017
- IDFC Bank, Yes Bank, Barclays Bank, Infosys

#### 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

#### Prabal Nag - Chief Business Officer

- Joined the company in June 2009
- Previously associated with Metropolitan Life USA, JM Financial Asset Management and JP Morgan Asset Management India

#### Rahul Sethi - Chief Marketing Officer

- Joined the company in Sep.2024
- Previously associated with Worldline, Edelweiss Financial services, Lady Blush, Ibibo Web Pvt Ltd etc.

### Deepak Kumar Singh - Chief Information Security Officer

- Joined the company in May 2024
- Previously associated with Indian Navy

# Experienced management team with 27+ years average tenure, skilled in business growth, diversification, and innovation



#### Vasanth Emmanuel Jeyapaul, Chief Executive Officer – CAMSPay

- Joined the company in March 2017
- Bennett, Coleman & Co. Ltd., Agenda Net marketing Ltd. and Financial Software & Systems Pvt. Ltd

#### Anish Jagdish Sawlani, Chief Executive Officer - CAMS KRA

- Joined the company in 2016
- Previously associated with Sundaram Finance, Sundaram Business Services, Idea Cellular

#### Tejinder Pal Singh Manchanda, Chief Executive Officer – CAMSfinserv

- Joined the company in February 2022
- Previously associated with HFCL, ABN Amro Bank, Bill Junction Payments, Bharti Airtel and ICIC Bank

#### Suryadip Ghoshal, Co-Founder and Chief Analytics Officer – Think360 Al

- Joined the company in 2<sup>nd</sup> January 2023
- · Previously associated with PwC US and FICO.

#### Vivek Bengani, Chief Executive Officer – CAMSRep

- Joined the company in March 2022
- Previously associated with BFSI organization's such as Edelweiss Tokio Life, ING Group, Exide Life Insurance and SBI Capital markets

#### Prasenjit Mukherjee, Senior Vice President and Business Head – CAMS CRA

- Joined the company in June 2022
- Previously associated with NSDL, now Protean e-Gov Technologies Ltd

#### Kaushik Narayan, Chief Executive Officer – Fintuple

- Joined the company in March 2018
- Previously associated with Big4 consulting firms in the US, such as Accenture & Cappemini

#### Amit Das, Co-Founder and Chief Executive Officer - Think360 AI

- · Joined the company in December 2020
- Previously associated with 3i Infotech, PwC US, EXL and TCS

## **History / Milestones**



 Our Company was incorporated as Computer Age **Management Services** Private Limited and received a certificate of incorporation from the RoC on May 25, 1988

• Our Company was issued a certificate of registration as a Registrar to an Issue under category II, dated December 24, 1993 by SEBI

· The certificate of registration was issued to our Company was upgraded and a fresh certificate of registration as Registrar to an Issue and Share Transfer Agent under category I, dated July 22, 1995, was issued

 Our Company was issued Our Company was issued a certificate of a certificate of registration dated registration dated June 1, 2006 by SEBI to January 31, 2007 by SEBI act as a depository to act as a depository participant for CDSL participant for NSDL

on May 12, 2011; and CIRSL had received in-

principle approval of IRDAI to carry on business as an insurance repository

CIRSL was incorporated • CISPL was incorporated on February 13, 2012; and

> CISPL was issued a certificate of registration dated June 29, 2012 to carry on the business as a KRA

 CIRSL was issued a certificate of registration dated July 31, 2013 by IRDAI to carry on the business as an insurance repository; and

Our Company acquired 100% stake in SSPL, which provides technology support to our Company

1988

1993

1995

by SEBI to our Company

2006

2007

2011

2012

2013

 CFISPL was incorporated on September 26, 2016

 Great Terrain acquired 37.50% stake in our Company

 Our Company was converted into a public limited Company and received a fresh certificate of incorporation from the RoC on September 27, 2019; and Great Terrain acquired 6.03% stake in our Company

 Listed in BSE on October 1<sup>st</sup>, 2020

 RBI registration for account aggregator Services

Incorporation of CAMSPay (payment aggregator services)  Certification of Registration for CRA Services

 Franklin Templeton Go-Live

• Set up office in GIFT City

 Account aggregator launch

MF Central launch

CAMS CRA Go-Live

 Acquired majority stake in Fintuple Technologies Pvt Ltd

 Launched innovation lab at IIT Madras

· CAMSPay receives inprinciple authorization from RBI to operate as a Payment Aggregator

 CAMS Acquires majority stack in Think360 AI

 CAMSPay receives final approval from RBI to operate as a Payment Aggregator

 Launch of REIT platform CompaREITnow

2016

2018

2019

2020

2021

2022

2023

2024

## **Awards and Accolades**





- CAMS Wins LACP vision for Annual Report
- 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 Mn.+ 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 ™ 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
- Think360.AI was awarded with 'Best Data Intelligence Analytics Developer 2023' in the Small Business Awards Category at Global Business Awards



- "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
- Think360.AI was awarded with 'Best Data Intelligence Analytics Developer 2023' in the Small Business Awards Category at Global Business Awards.
- Banking Frontier's Technoviti Awards 2024 CAMSfinserv for 'LAMF solution'
- Bank Frontier's Technoviti Awards 2024 CAMSPay for 'Daily SIP on UPI AutoPay'
- Business World Award 2024 Young Leader under 40' award for Anish Sawlani, CEO of CAMSKRA
- Business World Award 2024 CAMSfinserv was awarded for 'Open Banking Solution'
- Tatva awards 2024 CAMSPay for Best Service Provider award for AutoPay and CAMSRep for 'Digital Payment Solutions' from ICICI Prudential Life Insurance
- CAMS Insurance Repository 'Best Use of Technology' award at the ASSOCHAM 6th Edition Insurance Leaders Meet 2024 & Excellence Awards.
- CAMSRep was awarded for 'Best in Class for Tech-Enabled Innovation' at the ASSOCHAM 16thGlobal Insurance Summit & Award 2024

## Shareholders' Information



#### **Stock Data**

**Market Capitalisation** 

18363.18 Cr.

Free Float

18363.18 Cr.

Shares Outstanding 4,94,29,849

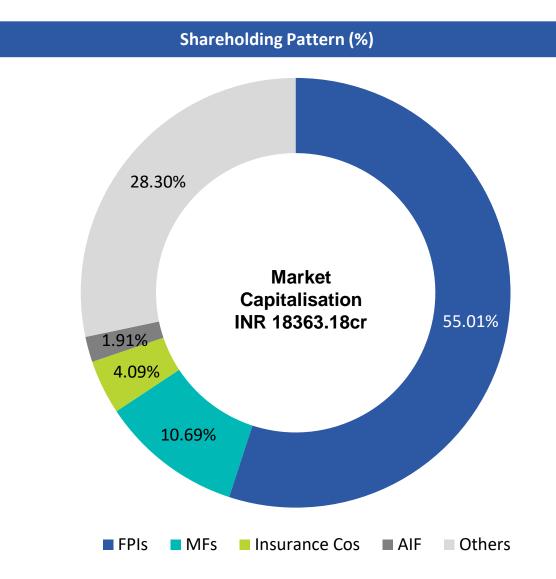
Scrip Symbol / Code

CAMS / 543232

## **Top Shareholders**

HDB Employees Welfare Trust	Fidelity Investment Trust: Fidelity Emerging Markets Fund	Seafarer Overseas Growth & Income Fund	Life Insurance Corporation of India	WhiteOak Capital Group
Arisaig Asia Fund Limited	Vanguard Total International Stock Index Fund	360 One India Private Equity Fund - Series 1A	Government Pension Fund Global	Franklin Templeton Investment Funds - Franklin India Fund

Note: Data as on 31st March' 25



#### **COMPANY:**



**Computer Age Management Services Limited (CAMS)** 

Mr. Anish Sawlani | Head – IR | +91 72990 07973 | <u>anish.sawlani@camsonline.com</u> Gayathri Krishna | Executive - IR | 7356645479 | <u>gayathri.k@camsonline.com</u>

#### **INVESTOR RELATIONS ADVISORS:**



**MUFG Intime India Private Limited** 

Ms. Masoom Rateria +918718991940 masoom.rateria@in.mpms.mufg.com Mr. Bhavya Shah +918082748577 bhavya.shah@in.mpms.mufg.com



Thank You