

## Nuvama Wealth Management Limited Announces Q4 FY24 Results, Delivering robust Year-over-Year Growth of 57% in Operating PAT

**Mumbai, 10<sup>th</sup> May 2024:** Nuvama Wealth Management Limited (NSE, BSE: NUVAMA), one of India's leading Wealth Management companies, reported its financial results and business performance for the quarter and year ending 31<sup>st</sup> March 2024.

### Nuvama Group: Consolidated Performance

1. Revenues: Q4 FY24 stood at **₹596 Cr**, grew by **35% YoY** and FY24 at **₹2,063 Cr**, grew by **31% YoY**.
2. Operating Profit After Tax (PAT): Q4 FY24 stood at **₹181 Cr**, grew by **57% YoY** and FY24 at **₹597 Cr**, grew by **62% YoY**.
3. Sustained robust growth in Wealth and Asset Management, FY24 revenues grew by **18% YoY**. Capital Markets FY24 revenue grew by **64% YoY** supported by robust primary and secondary Indian markets.

Particulars - ₹ Cr	Q4 FY23	Q4 FY24	YoY %	FY23	FY24	YoY %
Revenues	440	596	35%	1,575	2,063	31%
Costs	286	358	25%	1,086	1,279	18%
Operating Profit Before Tax (PBT)	154	238	55%	489	784	60%
Operating Profit After Tax (PAT)	115	181	57%	368	597	62%

Commenting on the performance **Ashish Kehair, MD & CEO of Nuvama Group** said, "India's structural growth journey continues, with robust GDP, healthy corporate earnings, sustained domestic demand and stable macros. Equity markets saw highest ever institutional flows in FY24 making India, one of the best-performing markets. With Nuvama's comprehensive, diversified, and scaled wealth management platform we were able to leverage full potential of these trends. We closed fiscal 2024 with PAT of ₹597 Cr, growing by 62% YoY.

Our client assets stood at ₹3.5 trillion, growing by 50% YoY, powered by 'client-first' philosophy, and supported by strong markets. We delivered revenues of ₹2,063 Cr led by growth across our business segments. Execution of our strategic priorities remains on track. In Wealth Management we scaled sales capacity and expanded our footprint. In Nuvama Wealth we added 200+ RMs. In Nuvama Private we added 20 RMs and expanded to 3 new locations in India. We have made important progress on launch of our offshore proposition. In Asset Management, we continue to scale our strategies. Our public market funds AUM witnessed strong flows, grew by 155% YoY, and crossed ₹ 2,000 Cr mark. Our newly launched commercial real estate fund with Cushman & Wakefield is on track to raise funds as planned. We are expanding our distribution by building network across wealth managers, banks, and Institutions. In our Capital Markets business, we ended the year with a stellar performance supported by increased market volumes and growth in our market share.

As we enter fiscal 2025, we remain watchful on some of key global and domestic trends that may play out in coming quarters. We are confident on the long-term growth prospects of Wealth Management industry in India and excited to grow our capacity and capabilities and sustain this leadership.

## Key Highlights

### 1. Wealth Management

- a. Revenues: **₹330 Cr** in Q4 FY24, grew by **16% YoY** and **₹1,188 Cr** in FY24, grew by **17% YoY**
- b. PBT: **₹113 Cr** in Q4 FY24, grew by **15% YoY** and **₹416 Cr** in FY24, grew by **24% YoY**.
- c. Client Assets: **₹2,47,835 Cr** as at end of Q4 FY24, grew by **36% YoY**.
- d. Added ~230 new RMs this fiscal, taking our RM count to **~1,200**.
- e. Nuvama Wealth: Revenues and net flows from Managed Products & Investment Solutions (MPIS) remains robust. In FY24, MPIS contributed 86% of the total new flows.
- f. Nuvama Private: Revenue and net flows from Annual Recurring Revenue (ARR) earning assets continues to grow at a faster rate. ARR revenues were 57% of total revenues.

## 2. Asset Management

- a. Revenues (ex-carry): **₹12 Cr** in Q4 FY24, grew by **27% YoY** and **₹49 Cr** in FY24, grew by **34% YoY**.
- b. AUM: **₹6,967 Cr** as at end of Q4 FY24, grew by **25% YoY**, of which Public Markets AUM stood at **₹ 2,070 Cr**, grew by **155% YoY**.

## 3. Capital Markets

- a. Revenues: **₹248 Cr** in Q4 FY24, grew by **71% YoY** and **₹805 Cr** in FY24, grew by **64% YoY**.
- b. PBT: **₹133 Cr** in Q4 FY24, grew by **123% YoY** and **₹376 Cr** in FY24, grew by **180% YoY**.
- c. Client Assets for Asset Services: **₹91,156 Cr** as at end of Q4 FY24, grew by **109% YoY**.
- d. Robust primary & secondary capital markets and increased market share led to the growth in business revenue and profitability.

## About Nuvama Group

Nuvama has built a strong foundation of trust and reputation in the Indian market over 25 years. As one of India's leading integrated wealth management firm in India, Nuvama oversees ₹3,45,957 Cr of client assets and caters to a diverse set of clients which includes ~12 lac affluent and HNIs and ~3,600 of India's most prosperous families, as of Q4 FY24. Nuvama offers wealth management solutions, covering investment advisory, estate planning, investment management, lending and broking services for individuals, institutions, CXOs, professional investors, and family offices. It also offers a wide bouquet of alternative asset management products and is a leading player in capital markets.

For more details, please visit: <https://www.nuvama.com>

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