

NUVAMA

Company Overview

July 2026

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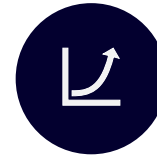
About Us

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Our Businesses

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Strategy

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1. ABOUT US

2. INDUSTRY OVERVIEW

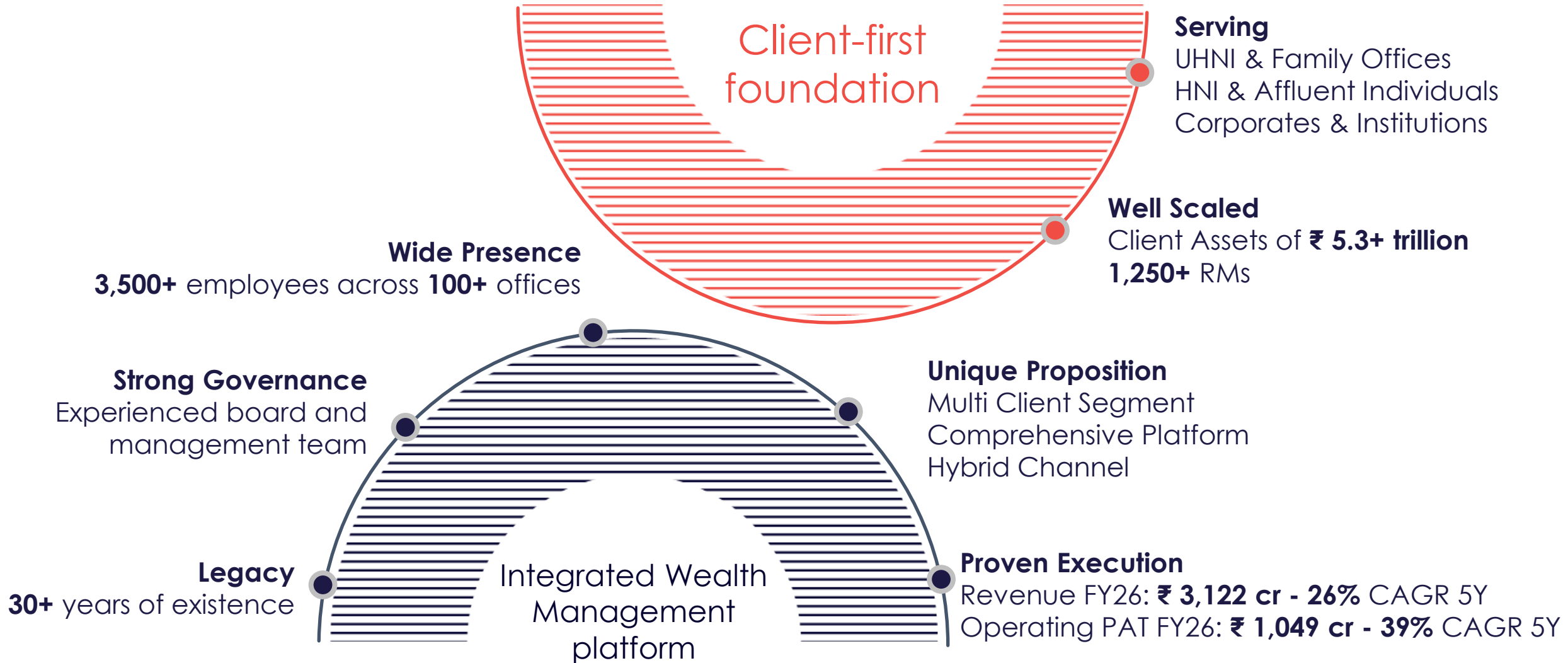
3. OUR BUSINESSES

4. STRATEGY

Summary

- Strong institutional ownership: PAG (promoter of company), one of the largest Asia-based alternative investment managers
- Integrated wealth management platform with exhaustive suite of offerings
- Only established player with proven execution across Affluent, HNI and UHNI client segments
- High growth company with diversified and superior quality of earnings

ABOUT Nuvama



Majority owned by **PAG** (promoter of company) a **LEADING INVESTMENT FIRM**



One of the largest Asia-based alternative investment managers with USD 55B+ of assets under management in private equity, real assets, credit & markets

Assets Under Management ¹

USD 55B+

Number of offices ²

13

Total Employees ¹

~900

ASIA'S PREMIER ALTERNATIVE ASSET MANAGER



Deep regional and sectorial expertise across market cycles



Global best practice in risk management and governance



Deep global and India network

Adding strategic value to Nuvama

COMPREHENSIVE WEALTH MANAGEMENT PLATFORM

with exhaustive suite of offerings

Our vision is to provide our clients with comprehensive and tailored wealth management solutions and advice

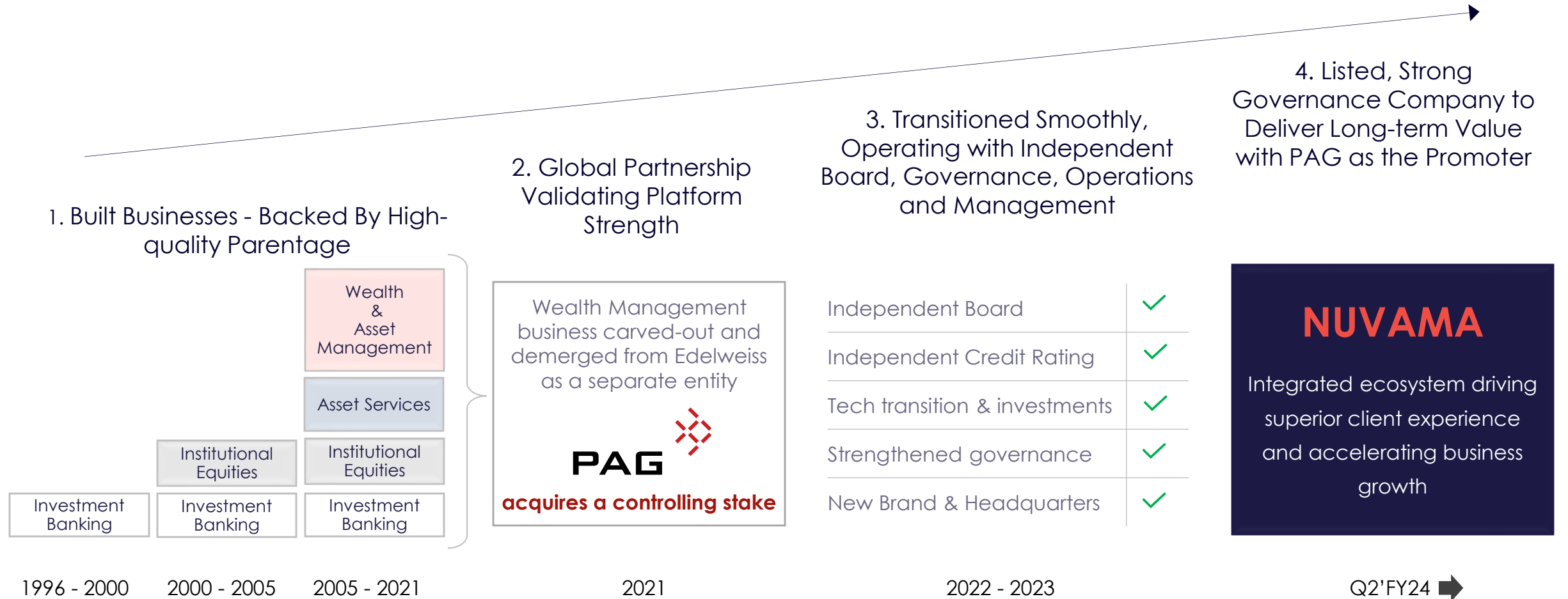
We Serve

UHNH and Family Offices
Affluent and HNI
Corporates and Institutions

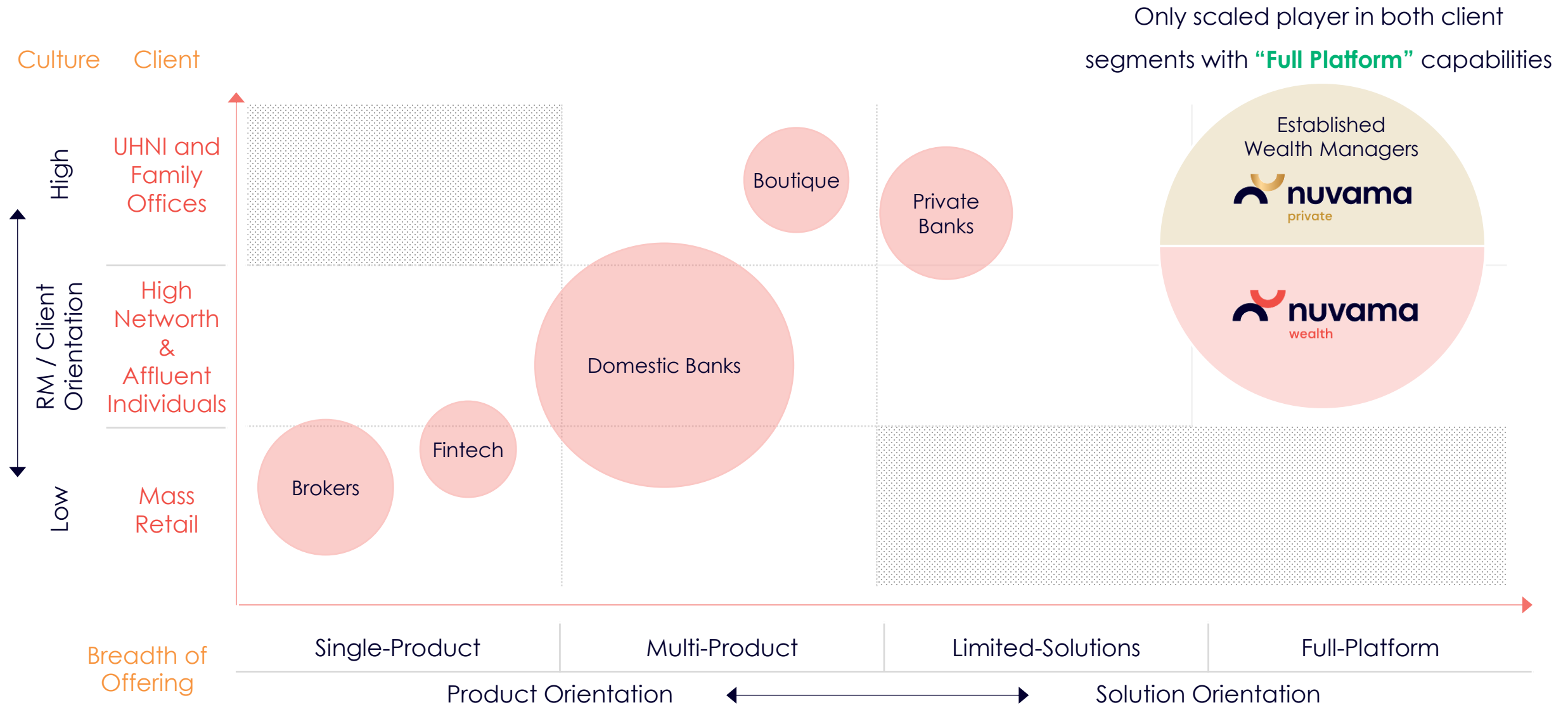
We Provide Access To

1. Products		2. Advisory		3. Capital Markets	
Third Party Product Distribution	Proprietary (In-house manufactured products)	Wealth Advisory	Institutional Investor Access	Exchange Traded Products	Investment Banking
4. Capital		5. Integrated Technology Platform			
Lending Against Securities ESOP Funding Margin Trading Facility		Onboarding, Transactions	Servicing, Reporting, Advice		
		Empowering Clients and Relationship Managers			

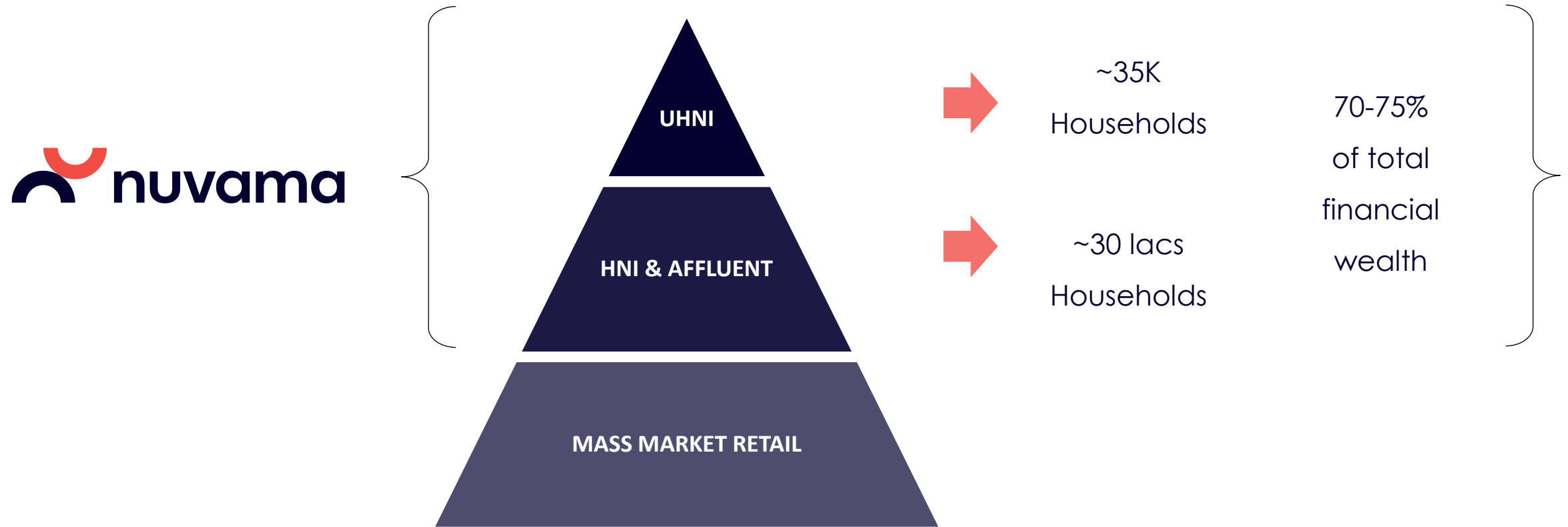
Evolved from individual businesses into an INTEGRATED WEALTH MANAGEMENT PLATFORM



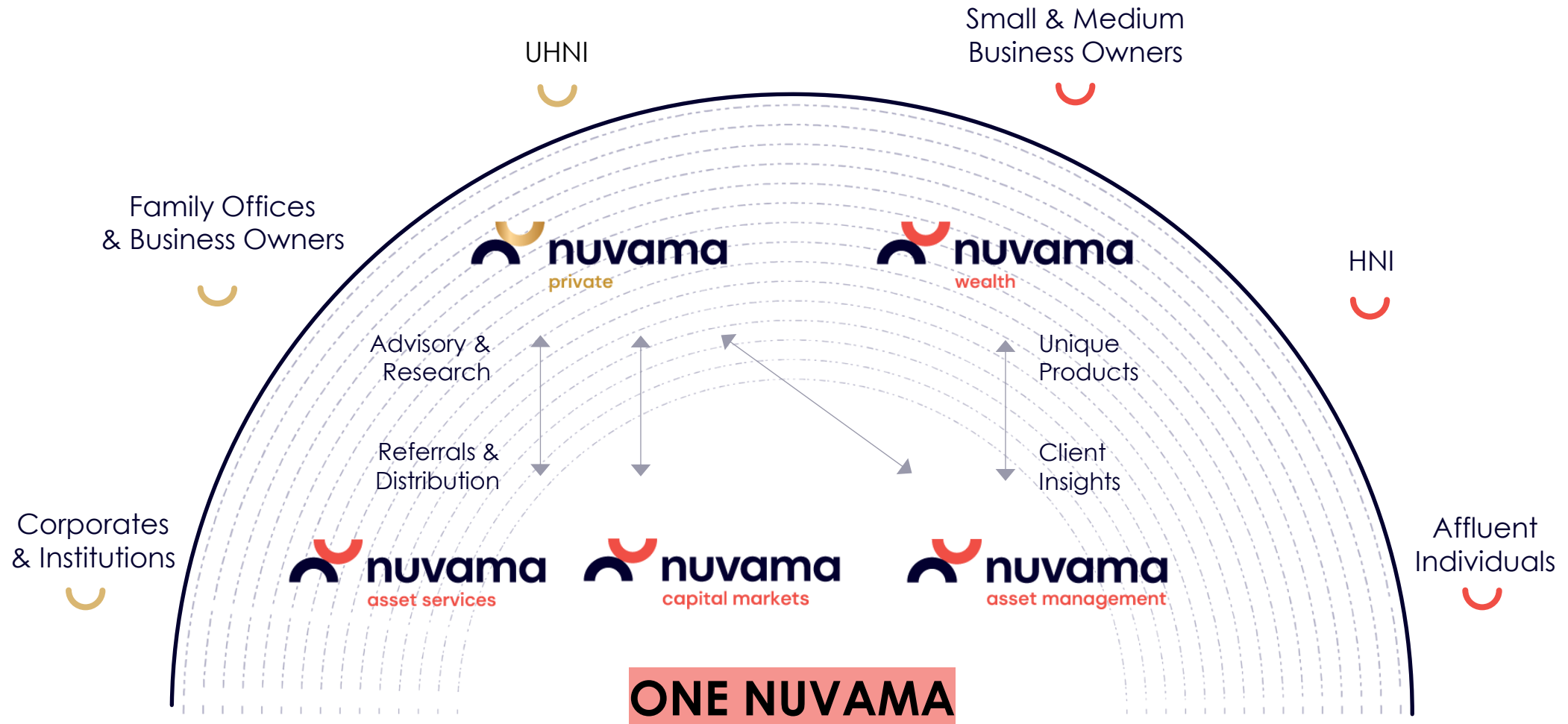
WELL-POSITIONED in this evolving wealth space



As an **ESTABLISHED WEALTH MANAGER**, we cover client segments constituting majority of wealth



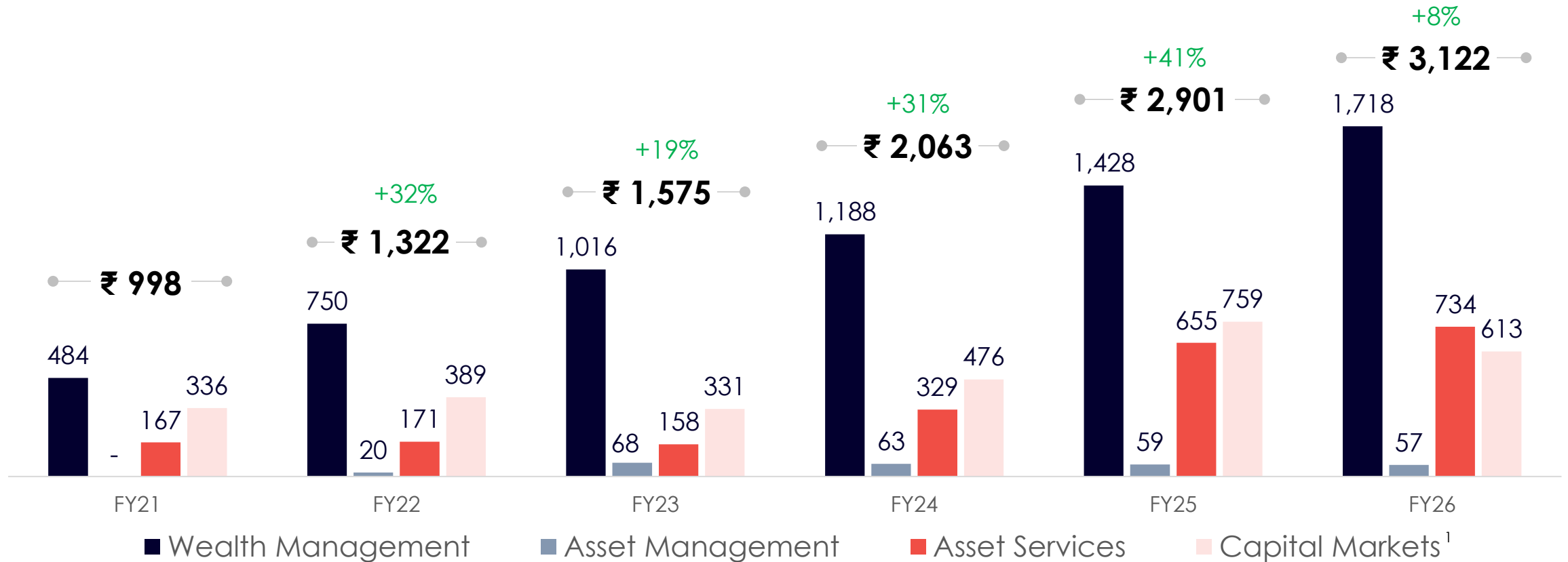
UNIQUE BUSINESS MODEL, enabling value and seamless client solutioning across ecosystem



A HIGH GROWTH COMPANY with diversified and superior quality of earnings

All figures are in ₹ crore
% are YoY

Revenue



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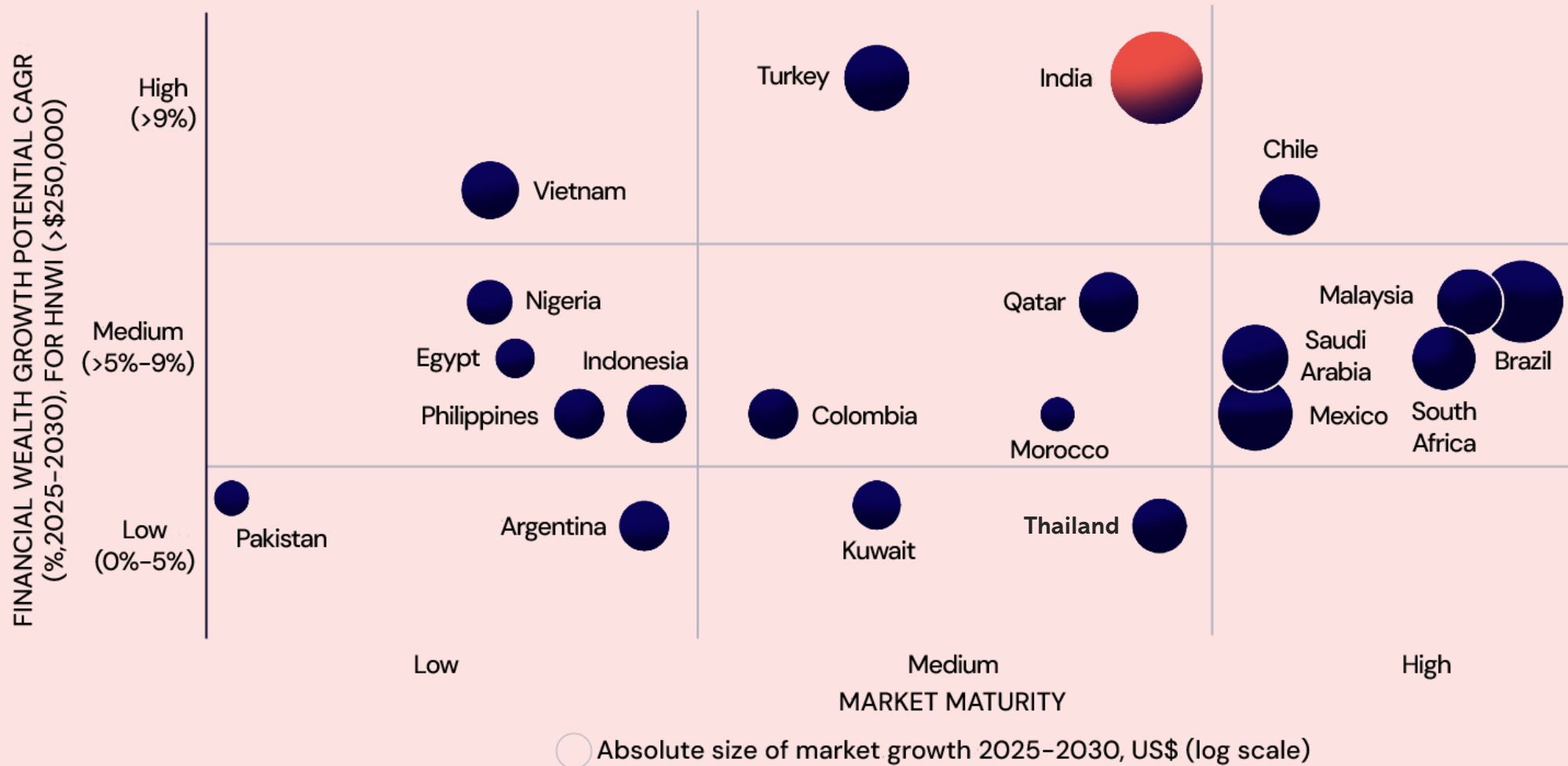
3. OUR BUSINESSES

4. STRATEGY

Summary

- India stands at the intersection of growth, market maturity and a large opportunity size
- Making India world's largest emerging wealth pool
- Creating a structural opportunity for wealth management platforms

India stands at the intersection of growth, market maturity and a large opportunity size



Making India world's largest emerging wealth pool

India leads EM wealth creation, accounting for ~35% of the US\$ 7 Tn opportunity in the >US\$250k client segment by 2030

WEALTH TO BE ADDED BY 2030

US\$ 2 Tn+

INDIA'S SHARE IN EM WEALTH

~35%

WEALTH CAGR THROUGH 2030

~12%

GROWTH OF MILLIONAIRES BY 2029

55%+

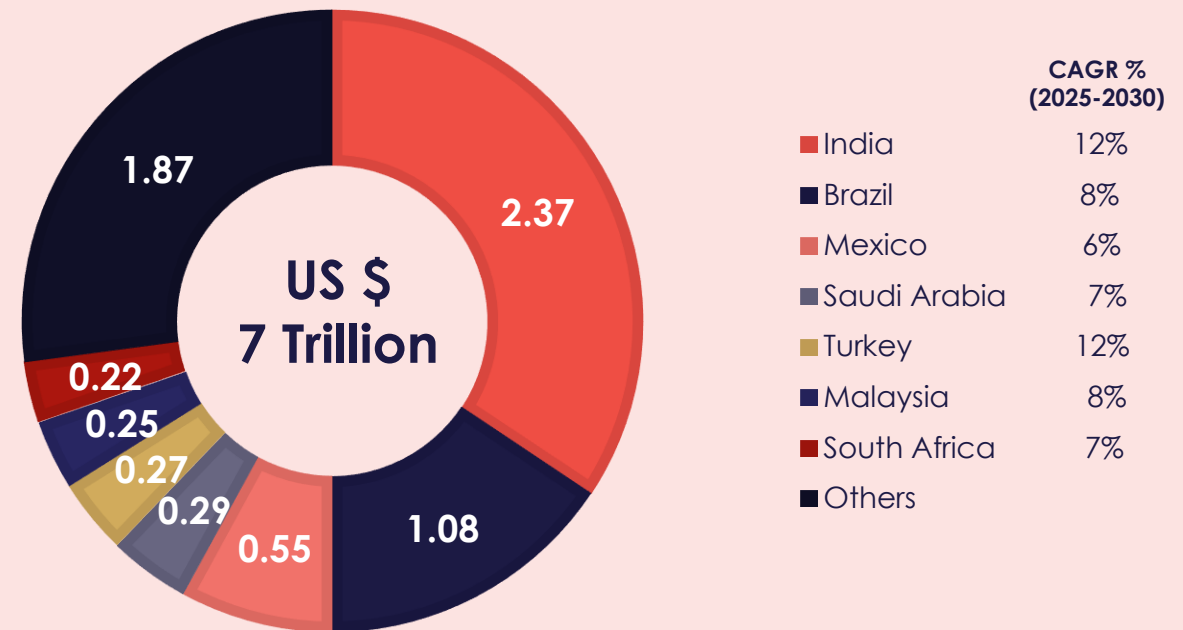
WHAT IS DRIVING INDIA'S WEALTH SURGE

- 6%+ GDP growth, led by domestic consumption and infrastructure
- Rising household savings and economic formalization
- Financialisation of assets and deepening equity participation
- Wealth spreading beyond metros into Tier 2 and Tier 3 cities
- A new cohort of millennial, first-generation entrepreneurs

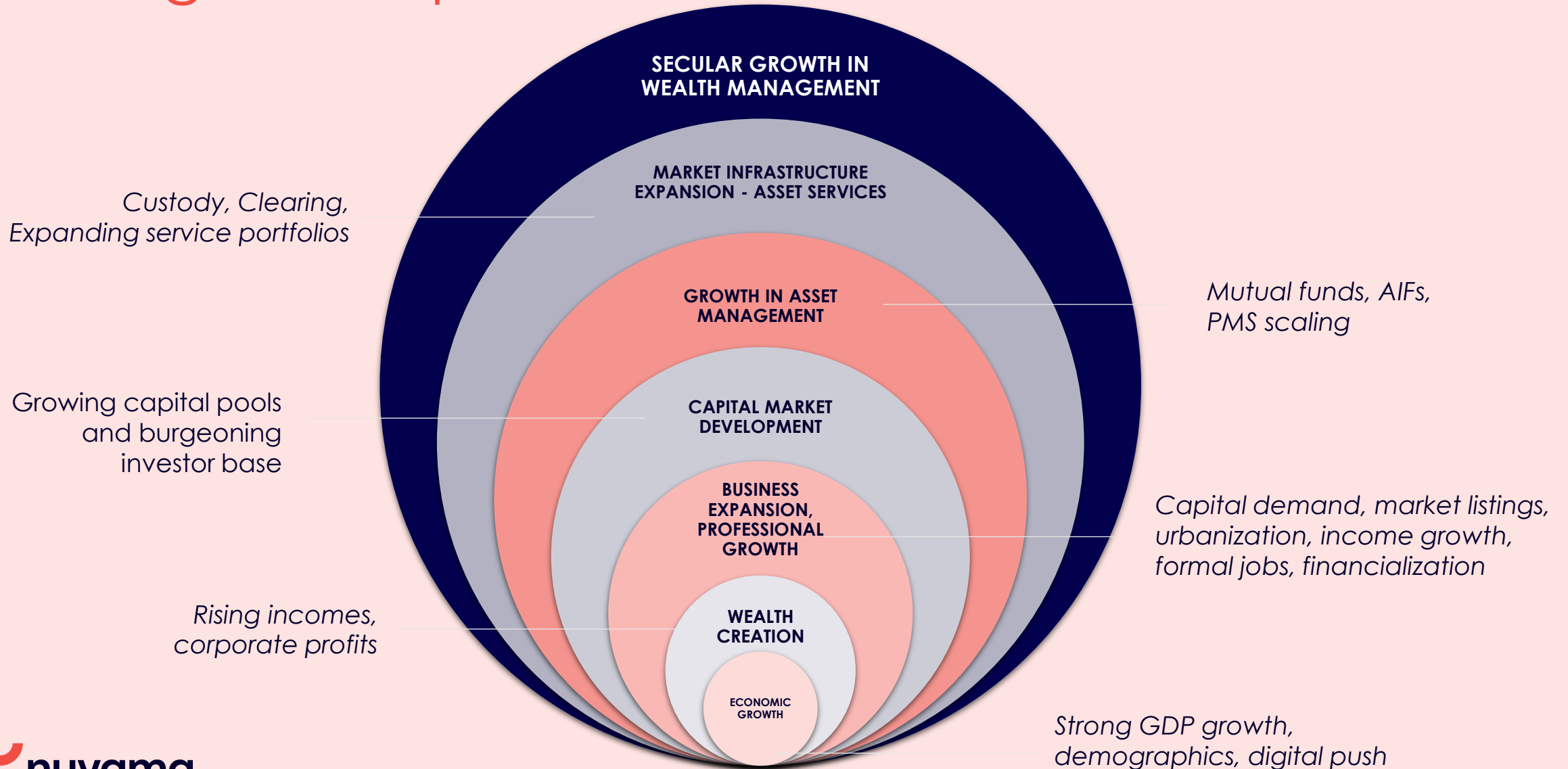
THE GAP IS THE OPPORTUNITY

- Rising affluent and UHNI wealth pool
- ~70% of financial assets are traditional in nature such as deposit, pension, insurance, etc.
- Regulatory and product innovation widening product access
- Growing demand for portfolio led / wealth advisory (~15% of Indian wealth is professionally managed v/s ~75% in matured markets)
- Comprehensive wealth platforms preferred over mono-line players

INDIA TO ADD MOST WEALTH BY 2030 IN >US\$250k SEGMENT



Creating a structural opportunity for wealth management platforms



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Summary

- An integrated wealth management platform offering a complete suite of services:
 - Wealth Management
 - Asset Management
 - Asset Services
 - Capital Markets
- Our value proposition:
 - Solution oriented approach, fulfilling all client goals
 - Comprehensive, superior, and multi-product suite
 - Integrated delivery of all platform capabilities

Business Summary: Overview

MOST COMPREHENSIVE PRODUCT SUITE  SERVING  WIDE AND GROWING SALES COVERAGE  WELL SCALED PLATFORM			
Wealth Management - Investment Solutions - Managed Products - Advisory - Exchange Traded - Lending Solutions - Estate Planning Solutions - Family Office Solutions - Corporate Advisory - Treasury Services	4,850+ Ultra High Networth Families	1,250+ Wealth RMs	₹ 3,63,892 Cr Client Assets Wealth Management
Asset Management - Private Markets - Public Markets - Commercial Real Estate	1.3+ million Affluent and High Networth Individuals	25+ Investment Professionals	₹ 13,261 Cr AUM Asset Management
Asset Services Capital Markets (IE and IB)	1,000+ Corporates and Institutions	50+ Senior Institutional Coverage Bankers	₹ 1,58,986 Cr Client Assets Custody & Clearing

Our Businesses

Wealth Management



Asset Management



Asset Services and Capital Markets



Nuvama Wealth

One of the leading wealth managers in Affluent and HNI client segments



Well scaled

₹ 1,23,695 Cr of client assets

1.3+ million clients. ~20% serviced by RMs & External Wealth Managers



Wide presence across India

1,100+ RMs and **8,500+** Active External Wealth Managers (EWM)

Covering **500+** locations in India, including **75+** Nuvama branches



Differentiated tech and product platform

50+ investment solutions across asset classes [third party & inhouse]

Leader in hybrid model combining the best of tech & human expertise



High customer satisfaction

Net Promoter Score of **87**

Delivering superior experience supported by digital platforms

Nuvama Wealth: Value Proposition

01

Multi-Product and Open Architecture

Wide bouquet of investment solutions across asset classes and access to seasoned products

02

Unbiased Solutions

Offering unbiased and customized solutions as per client's needs, portfolio and risk appetite

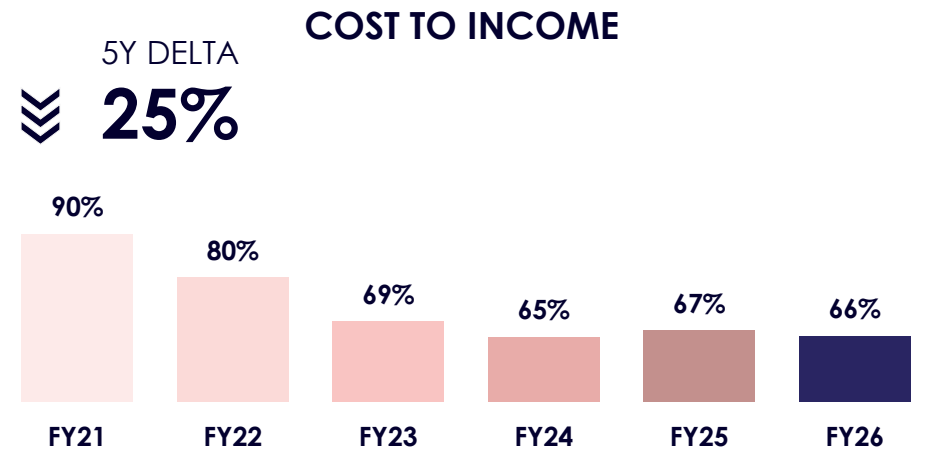
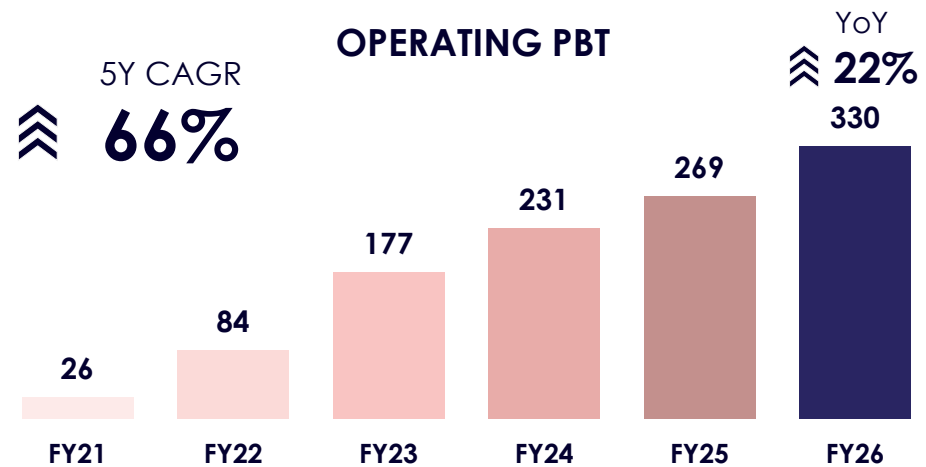
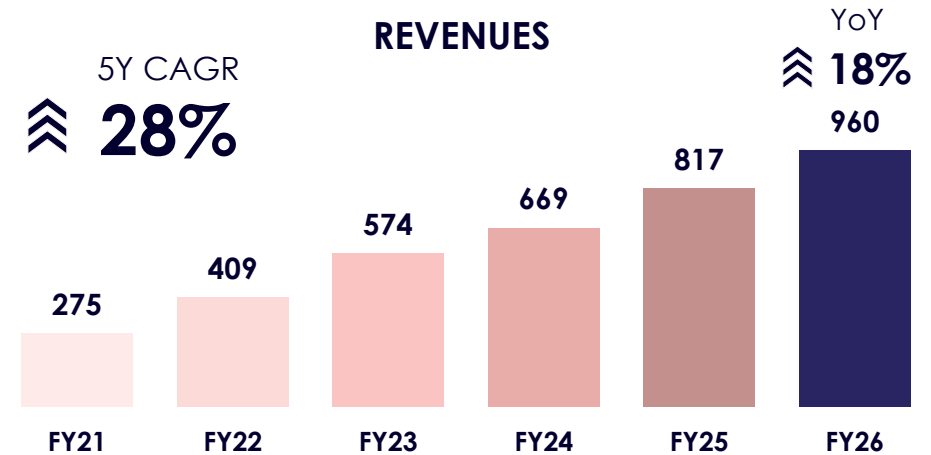
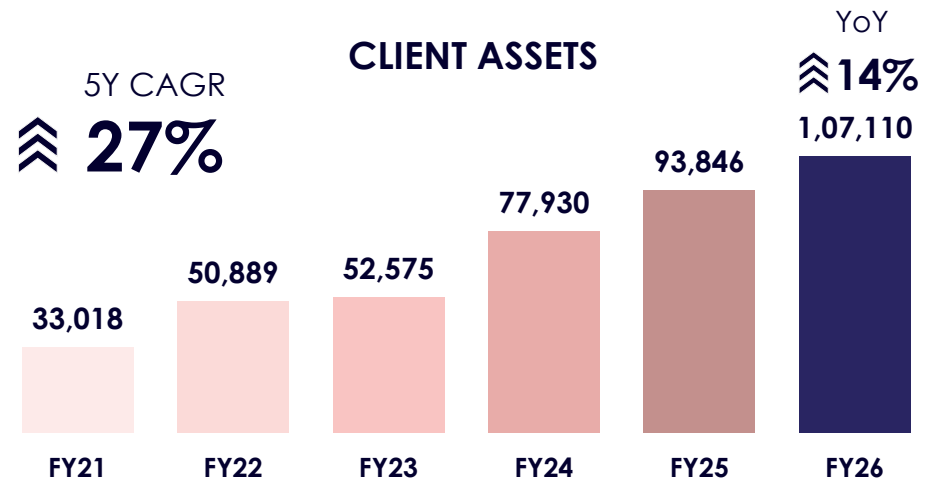
03

Hybrid Ecosystem

Combining technology with human (RM and EWM) interface to deliver superior customer experience

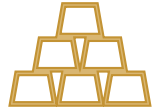
Nuvama Wealth: Journey over years

All figures are in ₹ Cr



Nuvama Private

Amongst top 2 independent private wealth players



Well scaled

₹ 2,40,197 Cr of client assets

4,850+ families



High-quality team

150+ relationship managers



Comprehensive Solutions

Investments | Lending | Estate Planning

Family Office | Corporate Advisory | Treasury Services



High customer satisfaction

Net Promoter Score of **68**

Delivering superior experience supported by digital platforms

Nuvama Private : Value Proposition

Preserve and sustainably grow clients' wealth through bespoke solutions across suite of offerings

CLIENT PROFILE

Family Offices

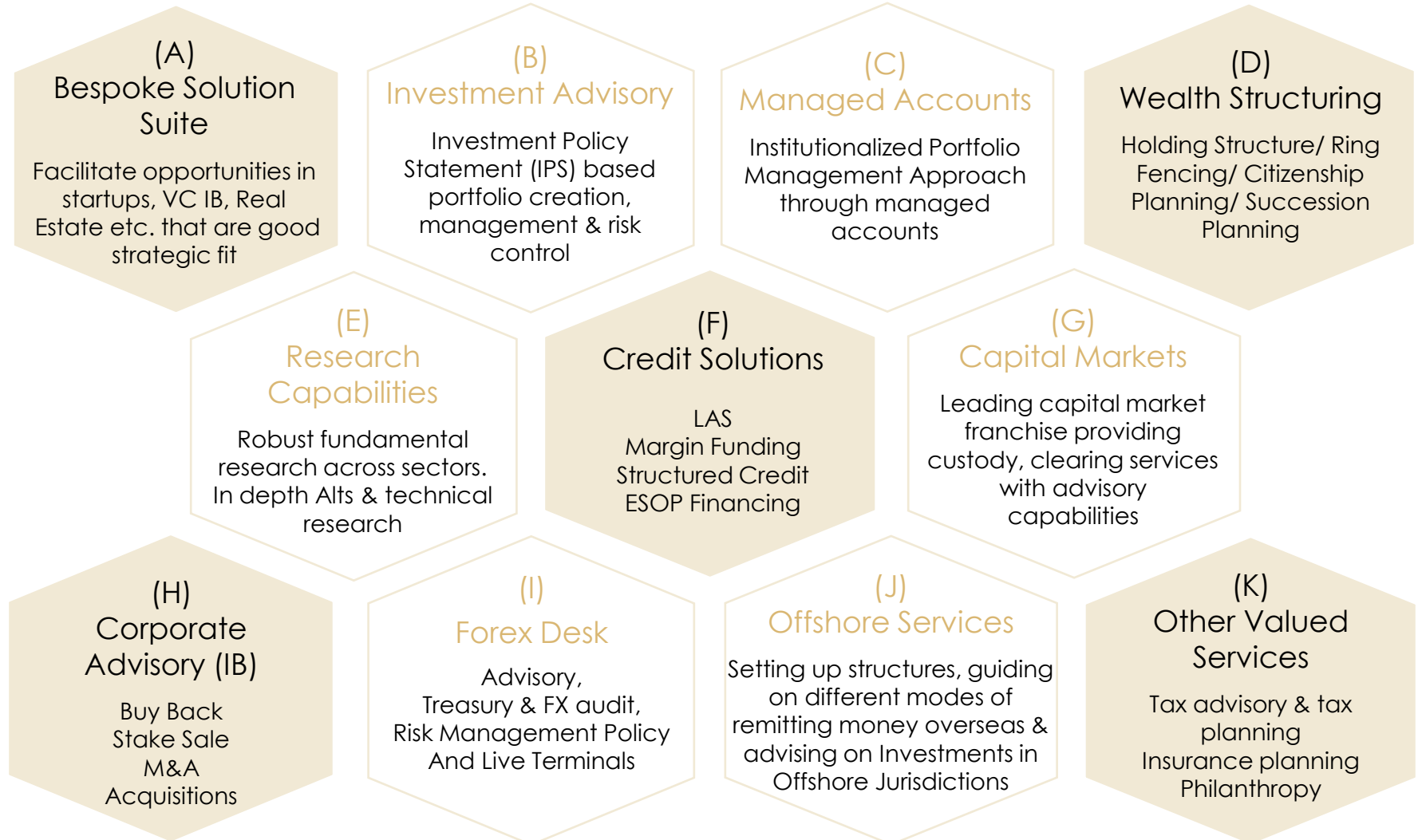
In-house Expertise For All
Family Office Needs

Business Owners/ Entrepreneurs

Bespoke Solution For Individuals
& Their Businesses

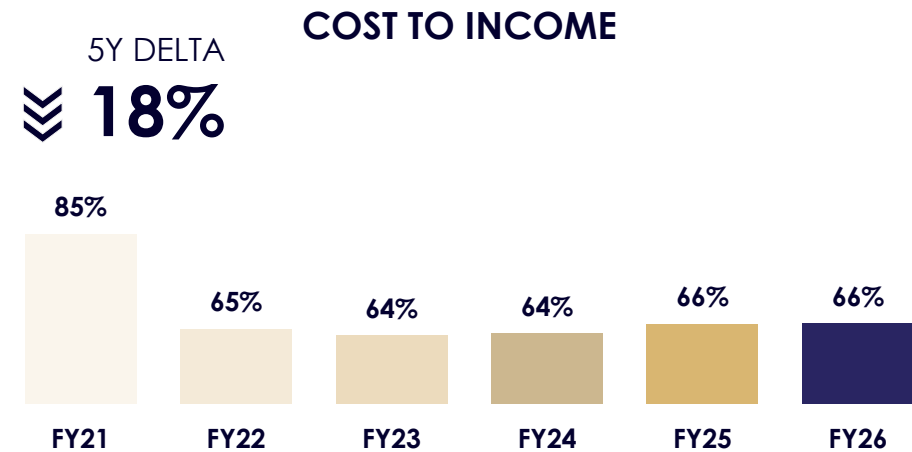
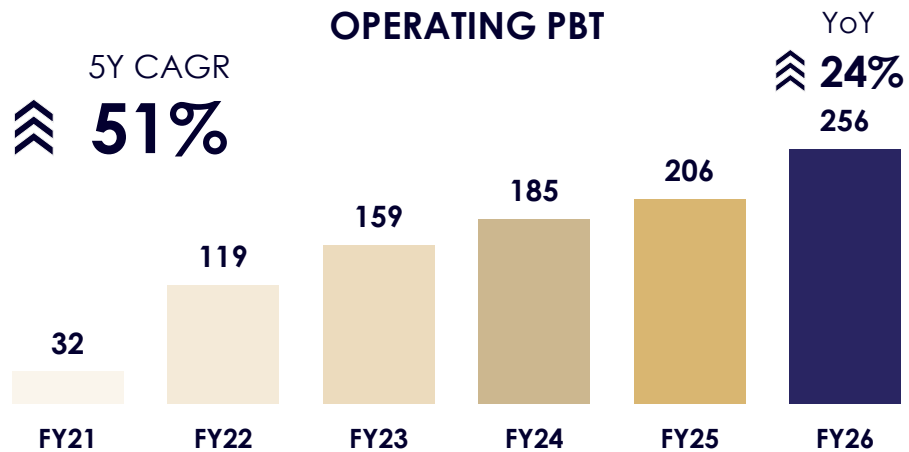
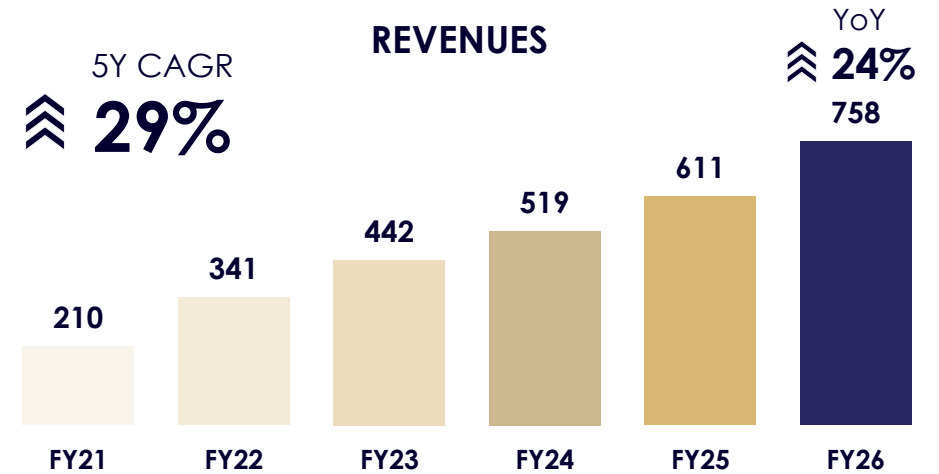
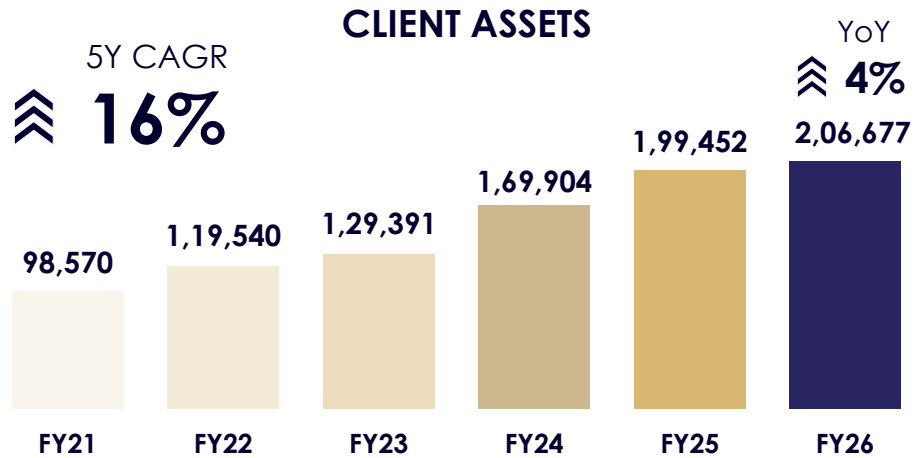
Cxo & Partners

Preferred Advisor To Top Brass
Of The Corporate World



Nuvama Private : Journey over years

All figures are in ₹ Cr



Nuvama Asset Management

Focused and high-performing alternatives asset management business



Scaling with Speed

AUM of ₹ 13,261 Cr
83% of this being fee paying



Active Strategies

Private Markets + Public Markets + Commercial Real Estate



High-Quality Investment Team

25+ investment professionals with long and successful track record



Strong Distribution

Includes in-house wealth and 30+ third party distributors

Nuvama Asset Management: Value Proposition

01

Differentiated Solutions

Addressing client needs by offering unique products, powered by deep insights from wealth clients

02

Proven Fund Management Capabilities

Established track record across public markets and private products. Delivering top quartile performance

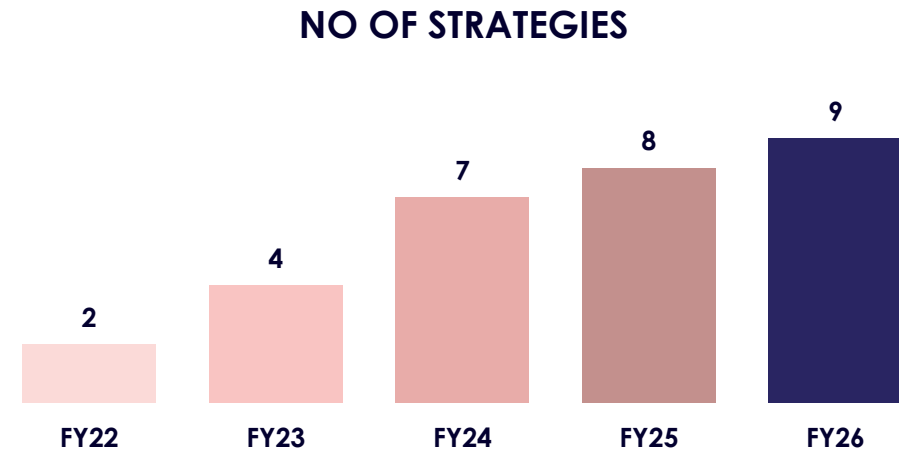
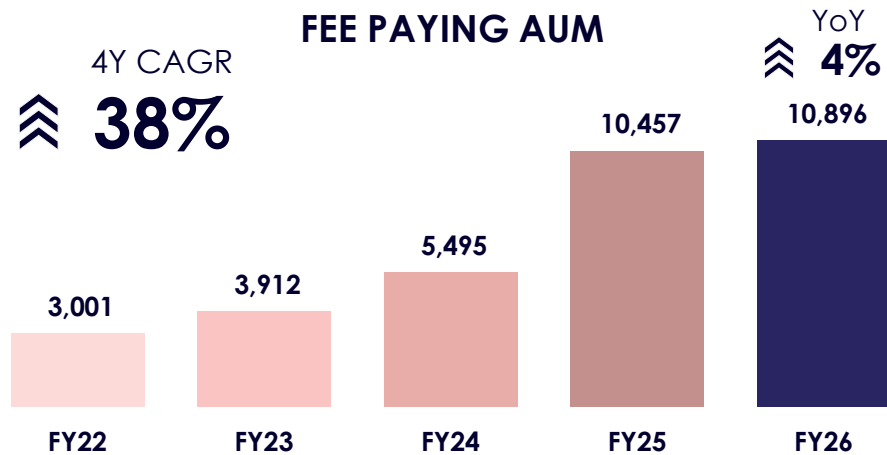
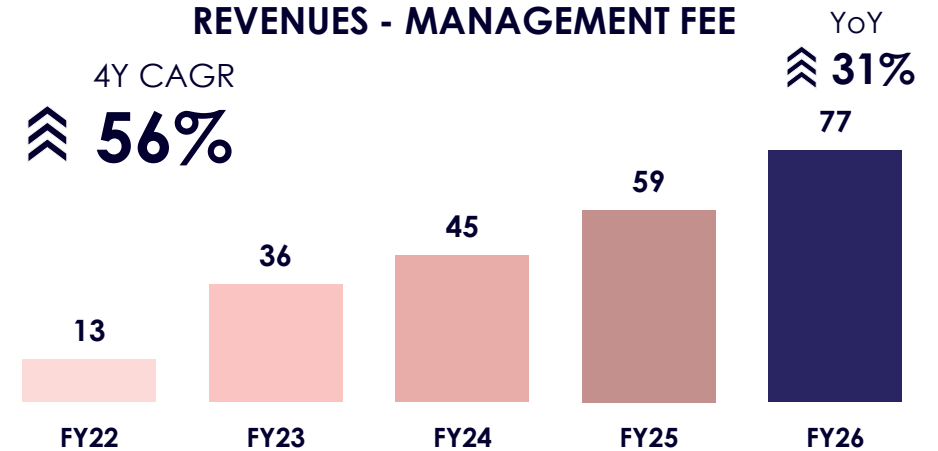
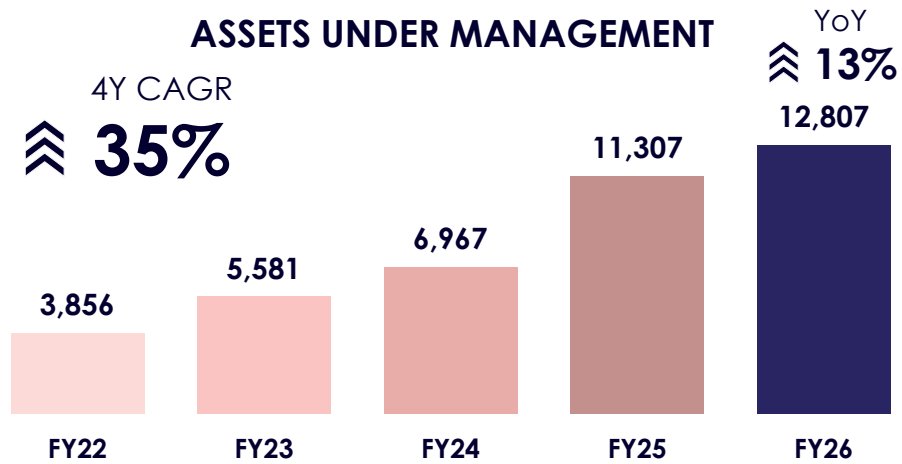
03

Technology Platform Enabling Reach

Feature-rich digital platform enhancing experience and allowing access to tier 2 and 3 cities

Nuvama Asset Management: Journey over years

All figures are in ₹ Cr



Nuvama Asset Services and Capital Markets

Leading institutional practice with deep coverage and world-class capabilities



Asset Services

One stop platform with state-of-the-art technology

World class be-spoke solutions with fast growing market share

Serving **275+** clients (FII, AIF, PMS)

Assets under Custody and Clearing of **₹ 1,58,986 Cr**



Institutional Equities and Investment Banking

20+ years of experience, delivering quality research, strong distribution across geographies and full-service IB capabilities across IPO, QIP, PE, M&A and Fixed Income solutions

Serving **900+** institutional clients. Closed **500+** IB deals

Providing high-quality services to FII, DII, funds, corporates and private wealth clients (family office, promoters, selling shareholders)

Refer [next slide](#) for detailed business insights

Asset Services: A recurring, rising & resilient business

1. Industry overview

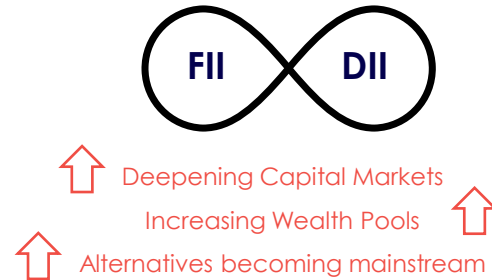
Structural growth across parameters

	Assets under custody		Number of Investors	
	FPI	AIF/PMS	FPI	AIF/PMS
As on Jun-26	₹ 76 Tn	₹ 15 Tn	12K	2.5K
5Y CAGR	10%	36%	13%	22%

Source: SEBI, NSDL

2. Nuvama's strategic choice

We serve select International and domestic institutional clients

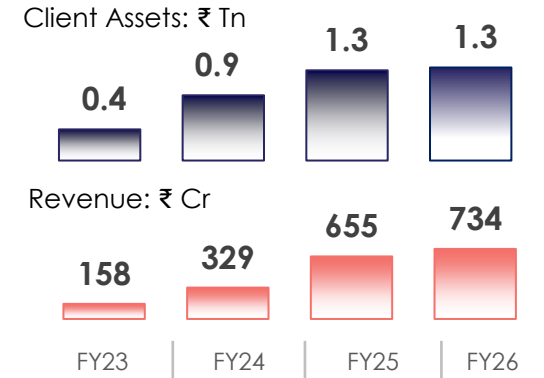


3. Moats built

Comprehensive solution suite



4. Results delivered



- a) **Strong fundamentals:** Markets infrastructure business. Backing growth in India's financial activity
- b) **Fast growing:** Assets under custody; robust CAGR of 10% and 36% for FPI and AIF/PMS in last 5 years
- c) **Strong tailwinds:** Similar to Wealth and Asset Management

- a) **Dual growth engine:** Benefiting from growing wealth and capital markets
- b) **High quality earnings:** Recurring revenues and superior unit economics
- c) **Sticky:** Less sensitive to the short-term volatilities and high on governance
- d) **Deepens relationship:** Capability to serve key needs of an asset manager

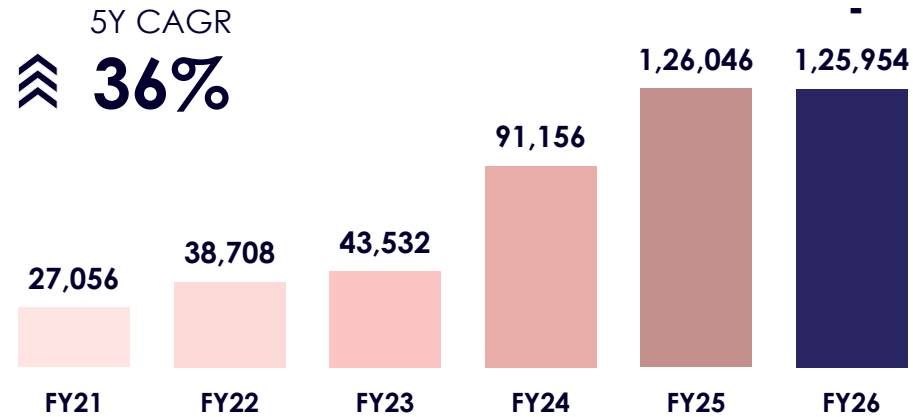
- a) **Only non-bank integrated platform:** WM, AM, AS, CM
- b) **One stop platform:** Serving end to end needs of an asset managers
- c) **Best-in-class Infrastructure:** State-of-the-art Technology, Risk management solutions (efficiency, controls)
- d) **Be-spoke servicing:** Addressing specific client needs

- a) **Sustained and robust growth:** Client assets grew to 3x and revenues grew to 5x over last 3 years
- b) **Improved market share:** ~20% of relevant new clients in our select segments
- c) **Won accolades:** Recognized by global industry bodies as 'The leading custodian' and won many other awards

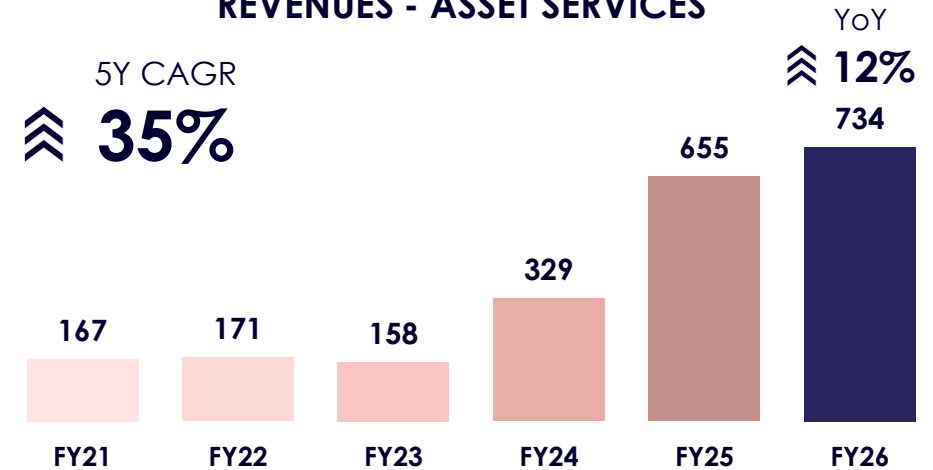
Nuvama Asset Services and Capital Markets: Journey over years

All figures are in ₹ Cr

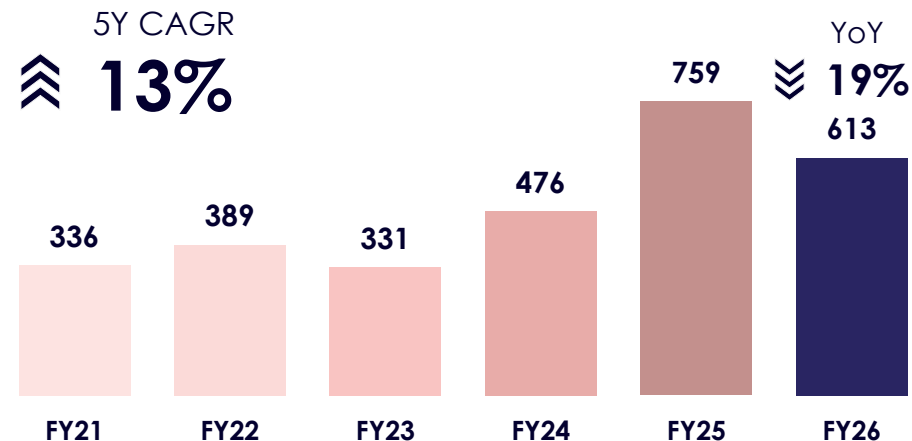
CLIENT ASSETS - ASSET SERVICES



REVENUES - ASSET SERVICES



REVENUES - CAPITAL MARKETS



Doing it right ! Driving growth, earning recognition

Recognized with prestigious awards for excellence in Q1 FY27

- *Best Specialist Private Bank - India – Global Private Banking Innovation Awards 2026*
- *Best Product Innovation : Highly Acclaimed – Global Private Banking Innovation Awards 2026*
- *Outstanding Marketing Campaign by a Private Bank - India – Global Private Banking Innovation Awards 2026*
- *Private Banking Operation (India) – WealthBriefingAsia Awards 2026*
- *Best Use of AI/ML in Application Security – 3rd Edition India DevSec Show 2026*
- *Hall of the Fame Award – Foundry*
- *Best Application Security Team of the Year – Quantic India*



FOUNDRY

QUANTIC

ESG: Embedding ESG into everything we do

ENVIRONMENT

- US GBC Gold certified head office for interior designing.
- Green Energy: 56%** of total energy consumed is sourced from renewable energy
- Plastic-Free Workplace:** Increased from 43% to 72%
- Waste segregation practices implemented across all large office spaces
- Continued awareness around conscious usage of natural resources
- All e-waste is disposed via certified vendors
- Water saving initiatives** undertaken like sensors and aerators in taps, dual flush system, etc. Introduced recycled tissue papers in Head Office
- Enhanced **workplace green spaces** through plants in **70%** of office space

SOCIAL

- ISO 27001** for information security management system
- Net Promoter score of **86** in Q1 FY27 against **81** in FY26
- Gender diversity in **Q1 FY 27** stood at **26.5%**, **13%** for senior mgmt. and **12.5%** for Board
- 3 differently abled** employees across the firm as of Jun'26
- CSR focus areas**—Education, Well-being & Skill Development, and Environmental Sustainability—continued to create meaningful impact, reaching over **85,000+ direct beneficiaries in FY26**, up from 66,000 in FY25
- Digital ESG Presence:** Launched nVision, Nuvama's dedicated ESG & CSR webpage on nuvama.com

GOVERNANCE

- BRSR report for FY26** - completed with assurance on ESG core principles
- Aligning our approach towards ESG and CSR with **United Nation Sustainable Development Goals**
- Bi-annually Information Security Systems Audit** conducted
- Zero cases** of environmental non-compliance, corruption, bribery, conflict of interest and data privacy breaches
- Board-level **ESG and CSR committees** established, with **Board-approved ESG and CSR policies** in place, with biannual reviews

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Summary

- Necessary fundamentals in place
- Adequately capitalized to achieve future goals
- Well defined trajectory for each segment

Our STRATEGIC ADVANTAGE



Well DEFINED TRAJECTORY for each segment

STRATEGY	FOCUS AREAS				EXECUTION MARKERS
Grow Wealth Management					
	 Building entire ecosystem with People at center. Double RM capacity in 3-5 years	 Leverage tech to optimize cost-to-serve, improve productivity and enhance experience <i>Client, RM, EWM</i>	 Continue journey from product to portfolio solutions	 Expand to NRI client segment and deepen existing relationships	<u>Sep'23</u> In 5 years grow clients and client assets to 2-2.5x or 15-20% CAGR
					
	 Grow ARR Assets and Income	 Expand capacity and footprint. Double RM capacity in 3-5 years	 Build full stack offshore wealth management	 Make ecosystem future ready. Focus on tech, data and governance	<u>Jun'26</u> Achieved CAGR of 21% YoY

Well DEFINED TRAJECTORY for each segment

STRATEGY	FOCUS AREAS			EXECUTION MARKERS
Significantly Scale Asset Management	 Build full suite of alternatives On-going Private Equity Venture Debt Real Assets¹ Launch Planned Specialised Investment Fund Private Credit	 Continue to scale public market strategies On-going Long Short Absolute Return Mid - Small Cap Flexi Cap Dynamic Asset Allocator	 Expand Distribution Nuvama Private Wealth Domestic Banks, Wealth Managers, Institutions International Institutions, NRIs	<u>Sep'23</u> In 5 years grow AUM to 6-8x or 45-50% CAGR <u>Jun'26</u> Achieved CAGR of 32% YoY

Well DEFINED TRAJECTORY for each segment

STRATEGY	FOCUS AREAS			EXECUTION MARKERS
Asset Services Grow assets under Clearing and Custody	 International Institutional Client Group Grow clients and expand footprint. Continue to invest in areas of strength	 Domestic Institutional Client Group (AIF, PMS) Grow clients and enhance product proposition	 Enterprise (Technology and Operations) Get future ready to support scale. Increase automation, improve client experience and enhance controls	<u>Sep'23</u> In 5 years grow clients assets to 2-2.5x or 15-20% CAGR <u>Jun'26</u> Achieved CAGR of 38% YoY

Annexures

Annexure 1: Our Board

Experienced and Independent composition with good mix of business and functional skills



Birendra Kumar
Chairperson & Independent
Director



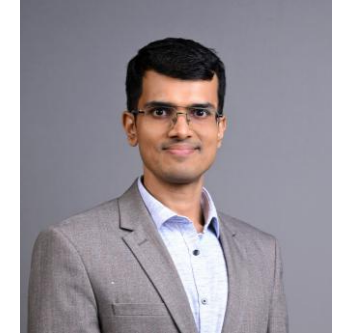
Ashish Kehair
Managing Director and
CEO



Shiv Sehgal
Executive Director



Nikhil Srivastava
Non-Executive Nominee
Director



Aswin Vikram
Non-Executive Nominee
Director



Anisha Motwani
Independent Director



Sameer Kaji
Independent Director



Kamlesh S. Vikamsey
Independent Director

Safe harbour

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Nuvama Wealth Management Limited | Corporate Identity Number • L67110MH1993PLC344634

For more information, please visit www.nuvama.com

NOTES:

- Slide 7: Pursuant to approvals received from SEBI and exchanges, Nuvama Wealth Management Limited was listed on BSE and NSE on 26th September 2023
- Slide 8: Company research and estimates
- Slide 9: Kotak Wealth Report, Karvy Wealth Report, Mckinsey Wealth Reports, Credit Suisse Global Wealth Reports | 2017-2022 and company estimates
- Slide 11: Revenue incorporates impact of phase 3 demerger to include merchant banking & advisory services businesses. Revenue calculated by reducing finance cost and variable business expenses from gross revenue. Total revenue includes minor amount towards corporate and eliminations - FY21 ₹ 10 Cr, FY22 ₹ (8) Cr, FY23 ₹ 2 Cr and FY24 ₹ 7 Cr. Asset Management business was started in FY21 and new schemes were launched in FY22
- Slide 19 & 22: Company internal data sources, company research, Asian Private Banker and Care Report
- Slide 1-39: Management fees includes fee from commercial real estate strategy. Commercial real estate (CRE) is a 50:50 JV with Cushman and Wakefield. Nuvama's share in Profit/ loss of this JV is included in the consolidated financials.
- Slide 1-39: Revenue and Operating PAT incorporates impact of phase 3 demerger to include merchant banking and advisory services businesses. Revenue is calculated by reducing finance cost and variable business expenses from gross revenue. Operating PAT excludes non-recurring expenses mainly includes demerger, listing, change in brand name and transition related expenses - FY21: ₹ 53 cr, FY22: ₹ 58 cr, FY23: ₹ 60 cr and Q1FY24: ₹14 cr. Operating PBT is before share of profit from associates and Operating PAT is after share of profit from associates and non-controlling interests
- Slide 1-39: Total cost, Employee cost, operating PBT, operating PAT, Cost to Income and Return on Equity excludes one time impact of new Labour code
- Slide 1-39: Nuvama data and metrics presented are for or as on end of period as specified and may have been rounded off for presentation purposes

Thank You

For more details refer data book published on our website. [Click here](#) to access.

#	Data Book Contents
1	Consolidated Performance
2	Segmental Performance - Wealth Management
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	b) Nuvama Private
3	Segmental Performance - Nuvama Asset Management
4	Segmental Performance - Nuvama Asset Services and Capital Markets
5	Bridge to Financial Statements

For any investor related information of the company kindly email us at investor.relations@nuvama.com