

Ref/No/HDFCAMC/SE/2023-24/69

Date – October 12, 2023

National Stock Exchange of India Limited	BSE Limited
Exchange Plaza, Plot C/1, Block G,	Sir PJ Towers,
Bandra Kurla Complex, Bandra (East)	Dalal Street,
Mumbai – 400051	Mumbai – 400001
Kind Attn: Head – Listing Department	Kind Attn: Sr. General Manager – DCS Listing
	Department

Dear Sir/Madam,

Sub: Outcome of Board Meeting

Further to our letter number Ref/No/HDFCAMC/SE/2023-24/65 dated September 26, 2023, please find enclosed herewith a copy of investor presentation along with press release on financial results for the quarter and half year ended September 30, 2023.

Kindly take the same on records.

Thanking you,

Yours faithfully,

For HDFC Asset Management Company Limited

Sylvia Furtado Company Secretary

Encl: a/a



ASSET MANAGEMENT COMPANY LIMITED

HDFC Asset Management Company Limited

Q2 FY23-24

(For the quarter ended September 30, 2023)

HDFC AMC at a glance



QAAUM ¹ Closing AUM ¹ ₹ 3,542 bn ₹ 17 bn Individual pMS & SMA ₹ 3,169 bn Individual pMS & SMA equity oriented ₹ 3,169 bn AUM AUM ₹ 2,861 bn ₹ 1,369 bn Actively Managed Equity-oriented - QAAUM ¹ ₹ 1,369 bn Electronic 12.4% 13.3% 11.8% market share market share 11.8% Network 1,439 ~99% Branches ⁴ Distribution Partners Pincodes serviced across India 7.9 mm Financials 13.6 mm Live accounts		₹ 7,653 mm Total Income Q2 FY24	₹ 4,376 mm PAT Q2 FY24	35 bps Operating margin _{Q2 FY24}
\vec{x} 3,022 bn equity oriented \vec{x} 3,169 bn equity orientedIndividual MAAUM2PMS & SMA AUM3AUM \vec{x} 3,169 bn equity oriented \vec{x} 3,169 bn MAAUM2 \vec{x} 4UM3 \vec{x} 2,861 bn Actively Managed Equity-oriented - QAAUM1 \vec{x} 1,369 bn Debt - QAAUM1 \vec{x} 686 bn Liquid - QAAUM112.4% market share13.3% market share11.8% market share	Bro	anches ⁴ Distribution	Employees Pincodes serviced	89% Unique Investors Electronic transactions 13.6 mm
IndividualIndividualPMS & SMA₹ 3,022 bn equity oriented₹ 3,169 bn equity orientedMAAUM²		ged Equity-oriented - QAAUM ¹ 12.4%	Debt - QAAUM ¹ 13.3%	Liquid - QAAUM ¹ 11.8%
₹ 5,247 bn ₹ 5,229 bn	AUM	QAAUM¹ ₹ 3,022 bn	Closing AUM ¹ ₹ 3,169 bn	MAAUM ² AUM ³

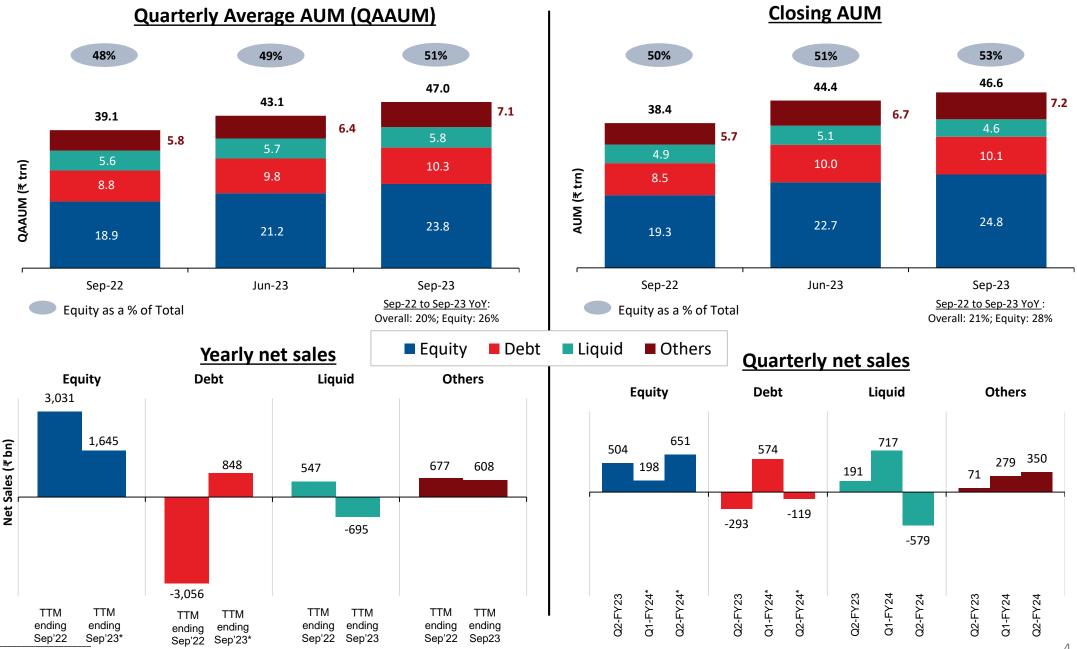
Notes - (1) Data is as of Sept 30, 2023 / for the quarter ended Sept 30 2023; (2) Data for Aug 2023; (3) includes PMS, SMA & advisory mandates; (4) Includes one representative office in Dubai; Source: Internal



Industry



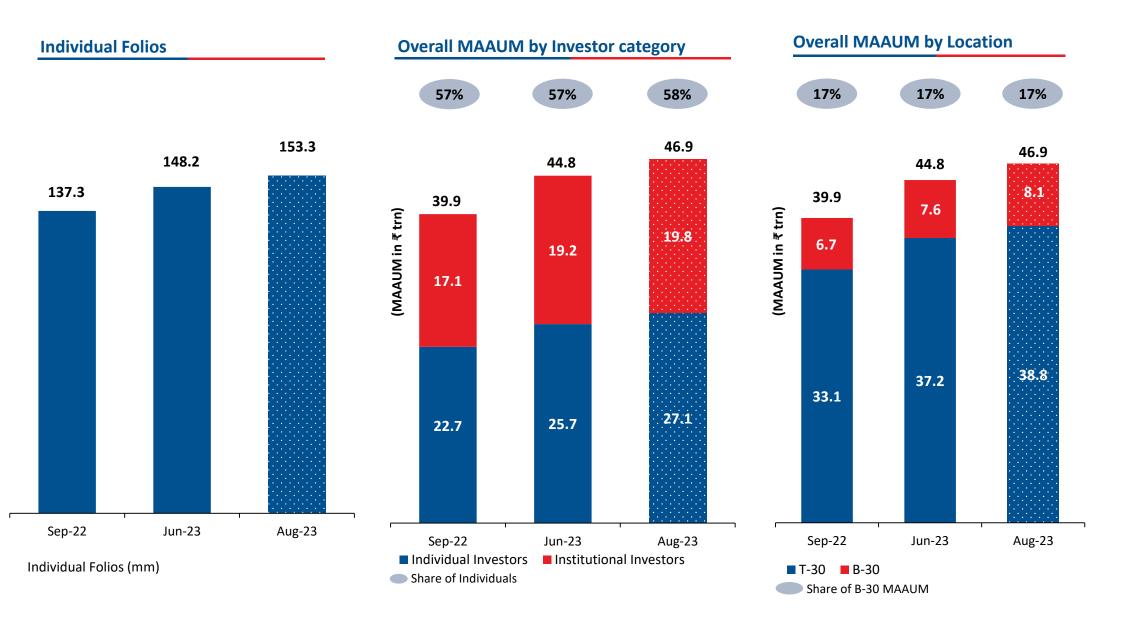
Industry - AUM and Net Sales



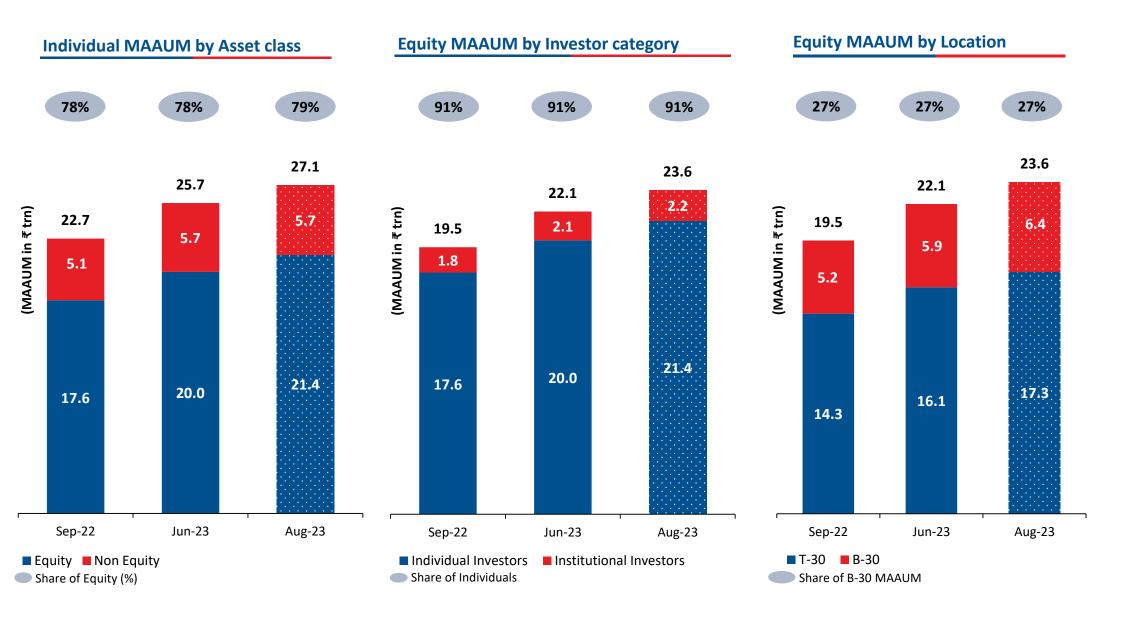
Source: AMFI. AUM excluding FOF – domestic; equity includes equity-oriented hybrid funds; 'Others' includes ETF, Arbitrage and FOF–investing overseas. Money market is classified as Debt * Net sales for equity includes flows into Equity Oriented Index Funds and net sales for debt includes flows into Debt Oriented Index Funds

Industry - Individual / Institutional MAAUM, B30

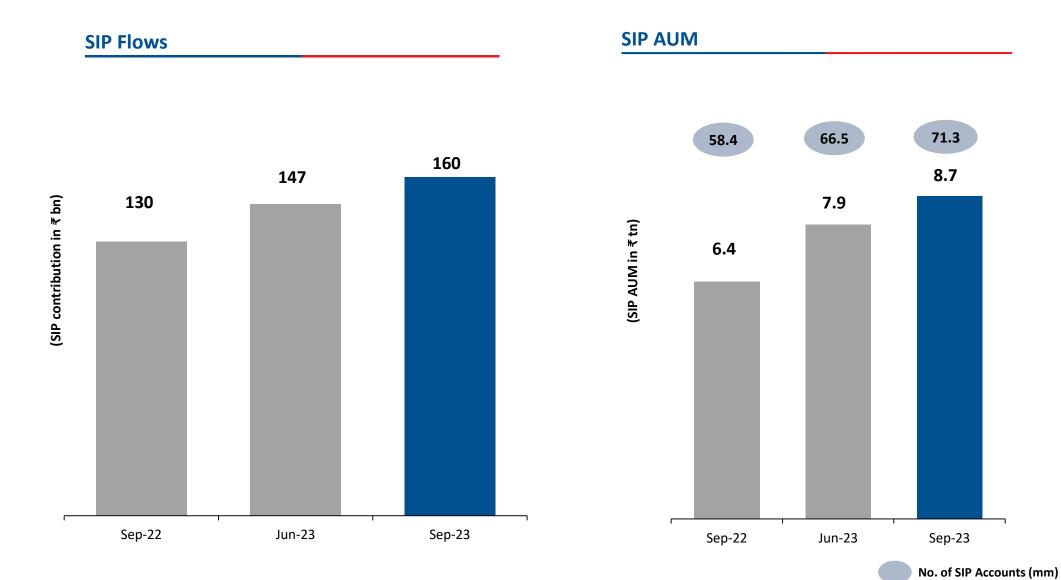










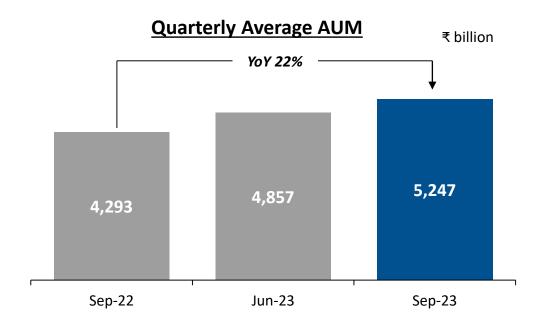




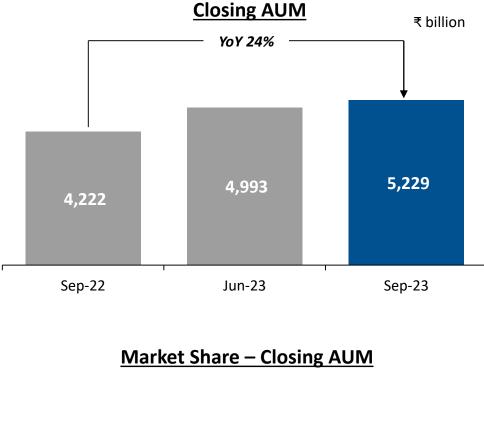
HDFC AMC

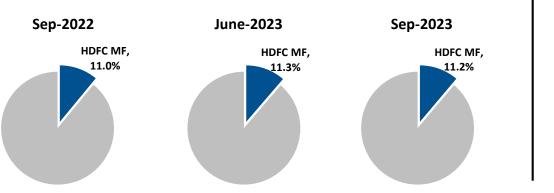
Total AUM and Market Share

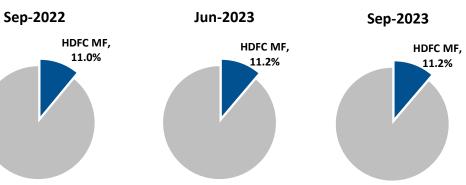




Market Share - Quarterly Average AUM

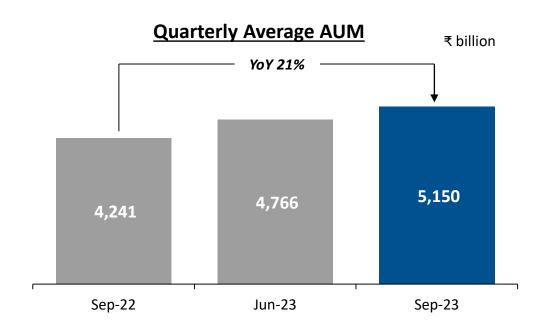




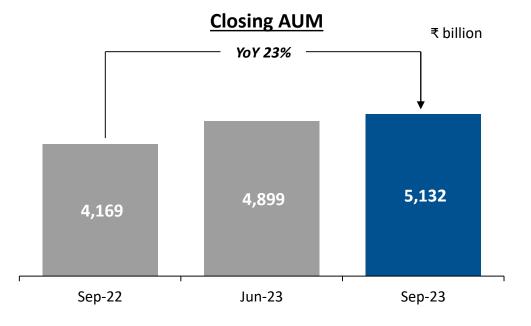


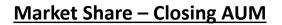
Total AUM and Market Share (Ex ETFs)

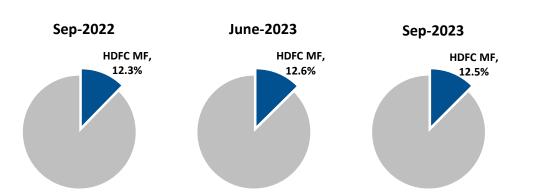


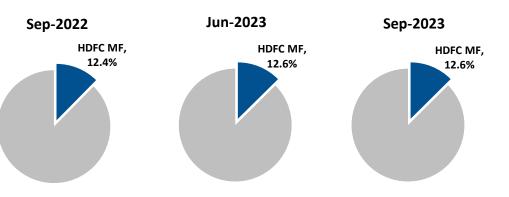


Market Share - Quarterly Average AUM



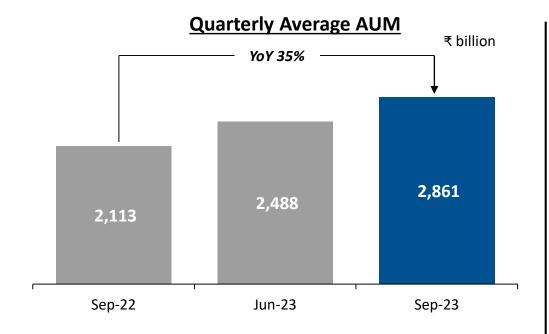


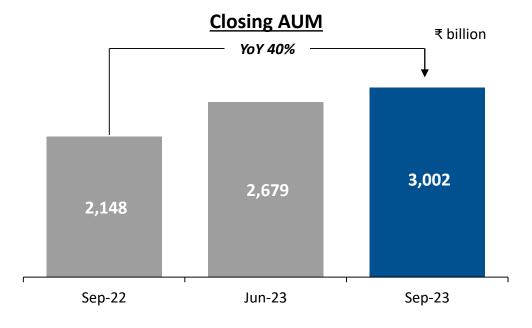




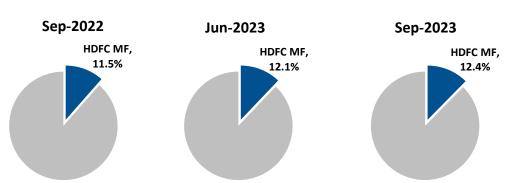
O Actively Managed Equity-oriented AUM and Market Share







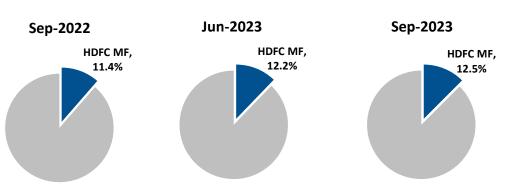
Market Share – Closing AUM



Market Share - Quarterly Average AUM

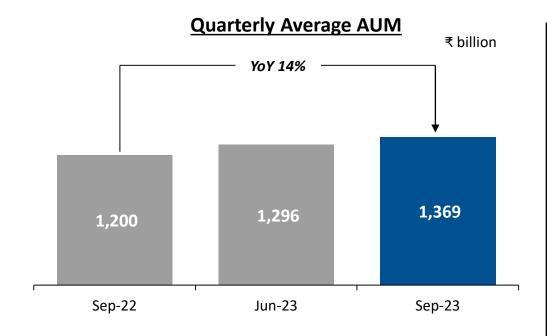


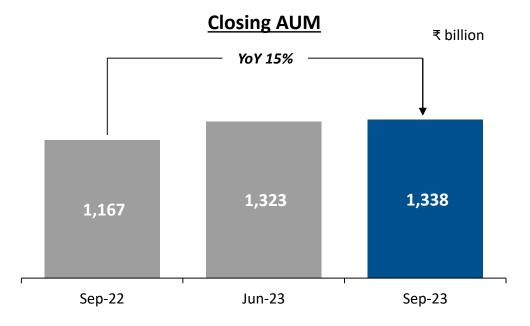
Actively managed equity-oriented AUM excludes index funds from equity-oriented funds.



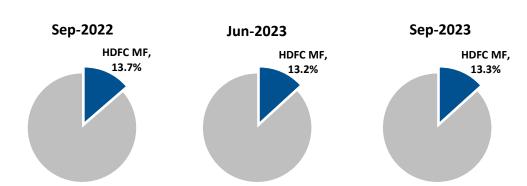
Debt AUM and Market Share



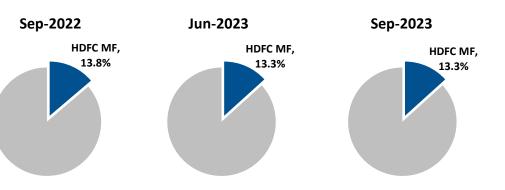




Market Share – Closing AUM

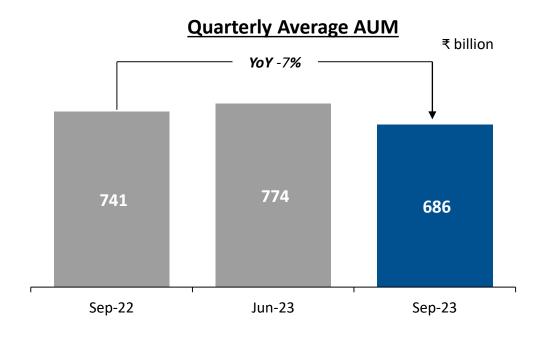


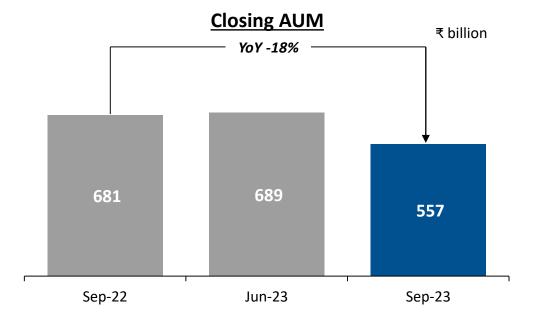
Market Share - Quarterly Average AUM



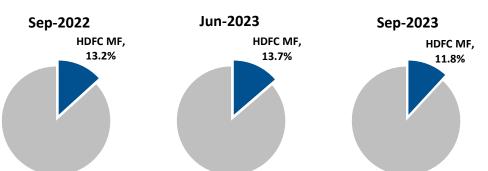
Liquid AUM and Market Share





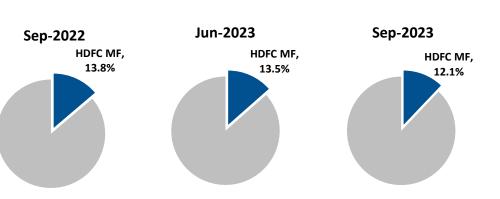


Market Share – Closing AUM

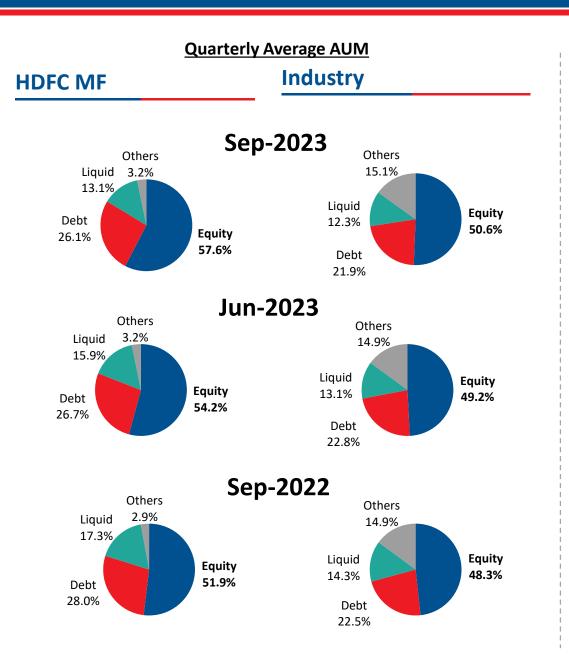


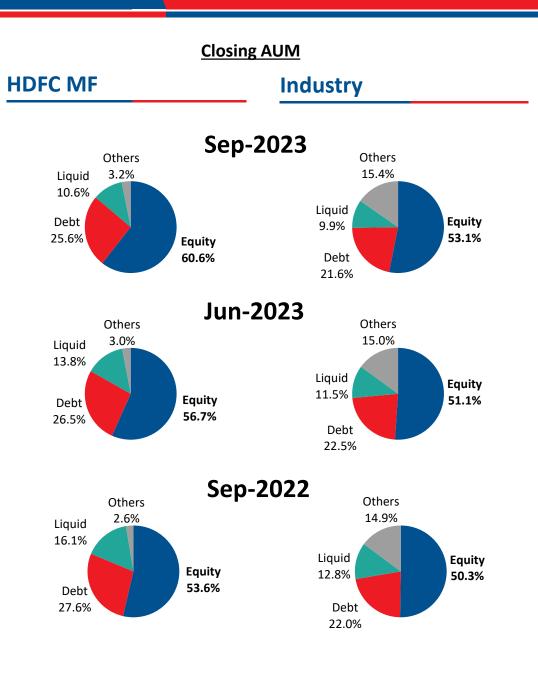
Market Share - Quarterly Average AUM

Source: AMFI, Internal Note : Liquid category contains Liquid and Overnight schemes.



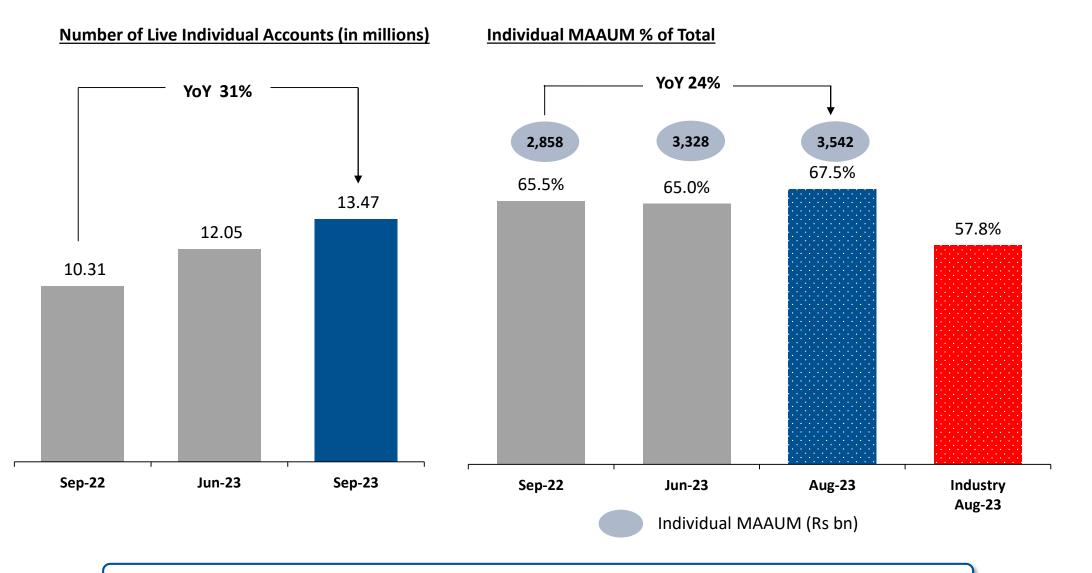






Individual Investors – Accounts & MAAUM

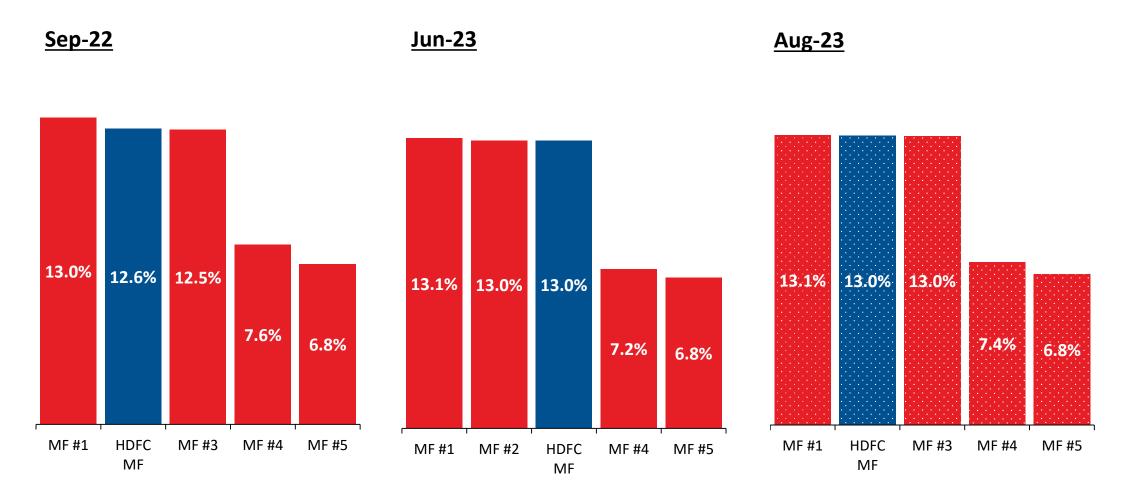




Individual customers prefer equity-oriented schemes and stay invested for longer periods

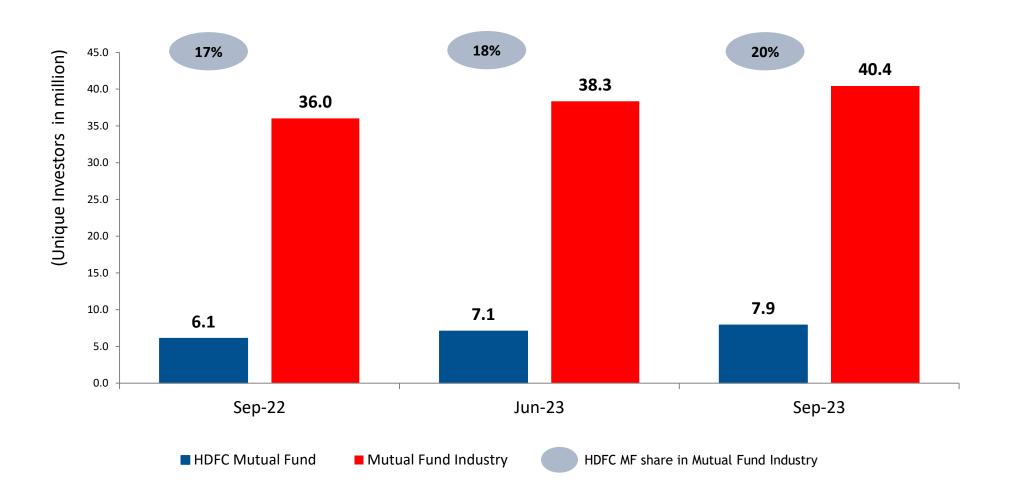


Individual Assets Market Share



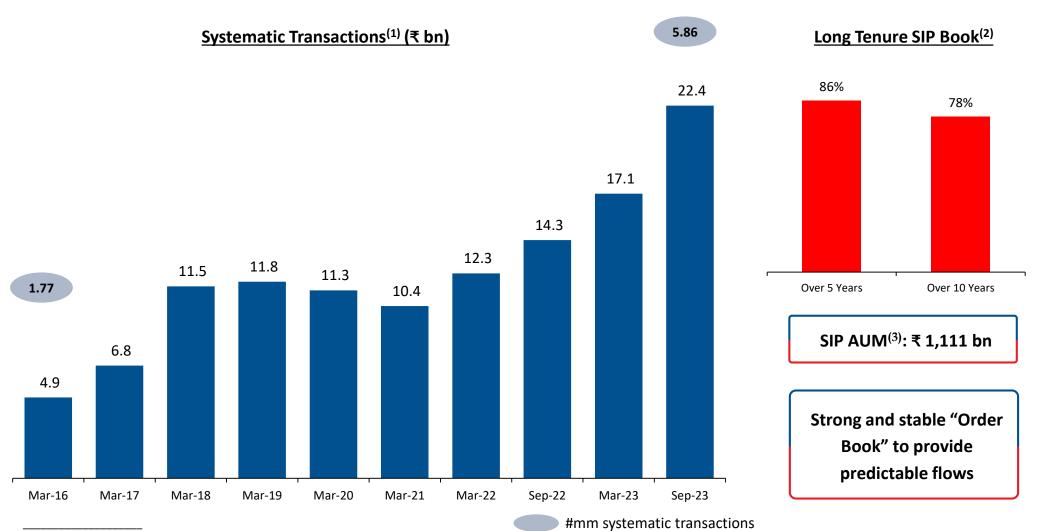


Unique Investors- HDFC AMC vs MF Industry





Inflows Through Systematic Transactions



Source: Internal

⁽¹⁾ Systematic transactions includes Systematic Investment Plan (SIP) and Systematic Transfer Plan (STP);

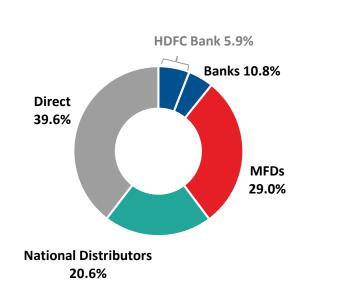
⁽²⁾ Based on tenure at the time of registration of all live SIPs during Sep-23

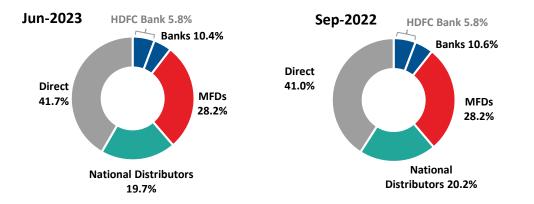
⁽³⁾ as on Sep 30, 2023

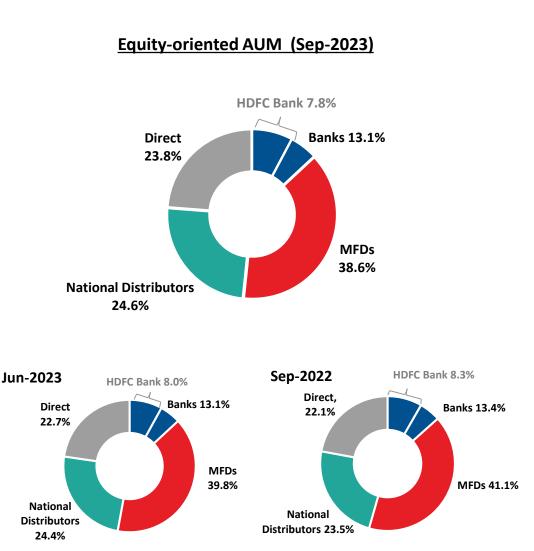


Well diversified distribution channels

Total AUM (Sep-2023)





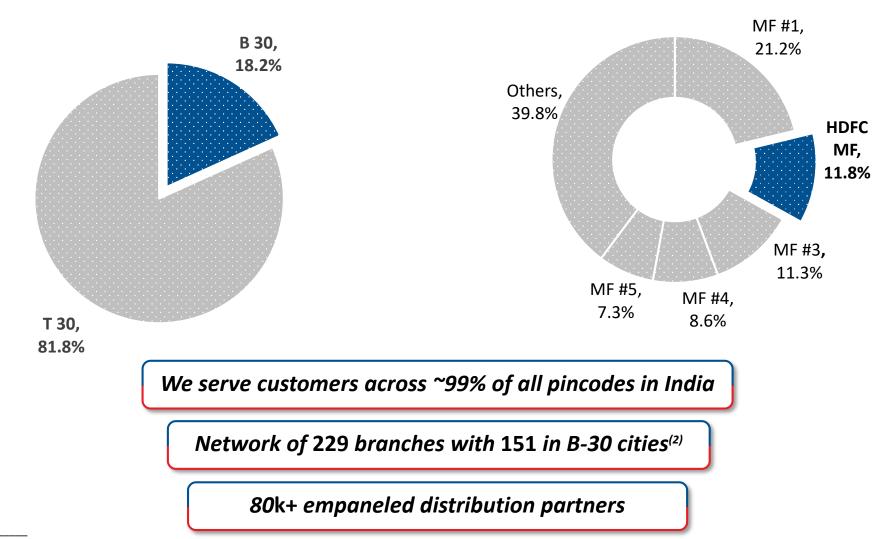


Source: Based on internal classification. Note: Mutual Fund Distributors (MFDs) erstwhile known as Independent Financial Advisers (IFAs)



Total MAAUM by T30 and B30 cities

#2 Player in B-30 Markets



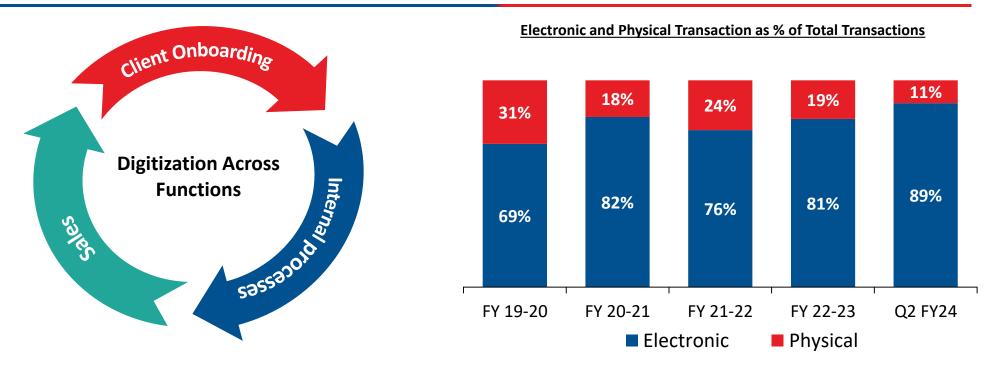
(1) Source: AMFI, MAAUM as of August 2023

(2) As of September 30, 2023. Includes one representative office in Dubai;

• Strong Digital Presence



Supported by Integrated Online Platform



E Strong online presence - dedicated separate digital platforms distribution partners and customers

E FY17 to FY23 CAGR of 28% in electronic transactions, and CAGR of 14% in total transactions

- E² ~ 37users login in every minute on our portals and ~1 new user on boarded every minute in the last Quarter.⁽¹⁾
- E Connecting with a customer every 2 minutes via emails, chats, calls etc. ⁽¹⁾
- E Mobile-to-web ratio has increased with every third digital transaction being on mobile. (1)

Digital Initiatives - Enhanced





Website Refresh



App Refresh



Investment Basked ,Goal Planning & Know Your Investment Personality



Modify SIP



Introduced New User Journey on Partner Portal



Switch Transaction enabled on One Click MFD



Cross sell / up sell campaigns based on Analytical Modelling

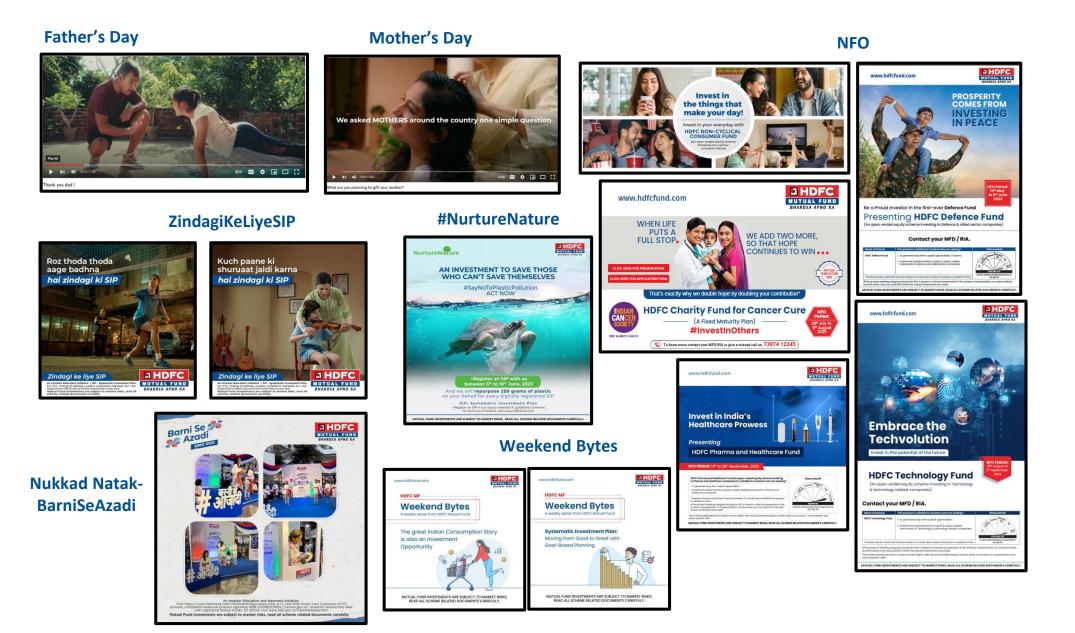




One Customer View (Campaign Mgmt. Solution)

• Some of our recent initiatives

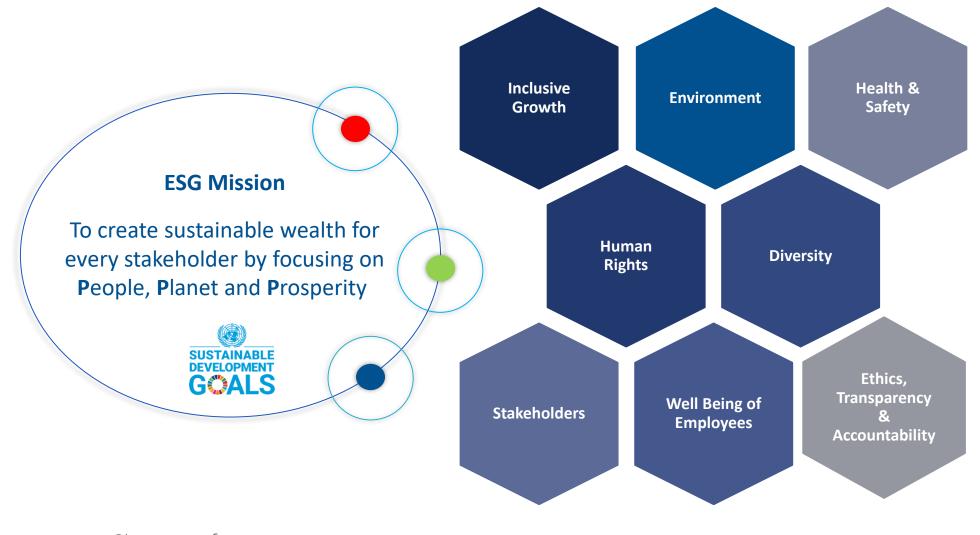




23

• Embedding ESG Principles





Signatory of:





Asset Manager Code of Professional Conduct

ESG Highlights





'ESG & CSR' committee of the Board to drive ESG framework

63% of Board of Directors are independent



29% of Executive management &29% of Work force are women

17,200+ Employee training man-hours* 4 Ethics workshops conducted for employees*

1400+ Cancer patients provided with financial aid for treatment

6,600+

Children given access to nutritious meals & quality education

100 Flat Dharamshala

For accommodation to cancer patients during their treatment **59,000 sq.ft.** Sustentation of Kalina Biodiversity Park





Investor Awareness Programmes under #BarniSeAzadi campaign launched on **75th** Independence Day^{\$}

#InvestInOthers

HDFC Charity Fund for Cancer Care Unique Mutual Fund Scheme that allows you to contribute towards a visible cause



NurtureNature 3.0

Campaign to repurpose 250 grams of plastic for every online SIP registered for a specific tenure**



89%

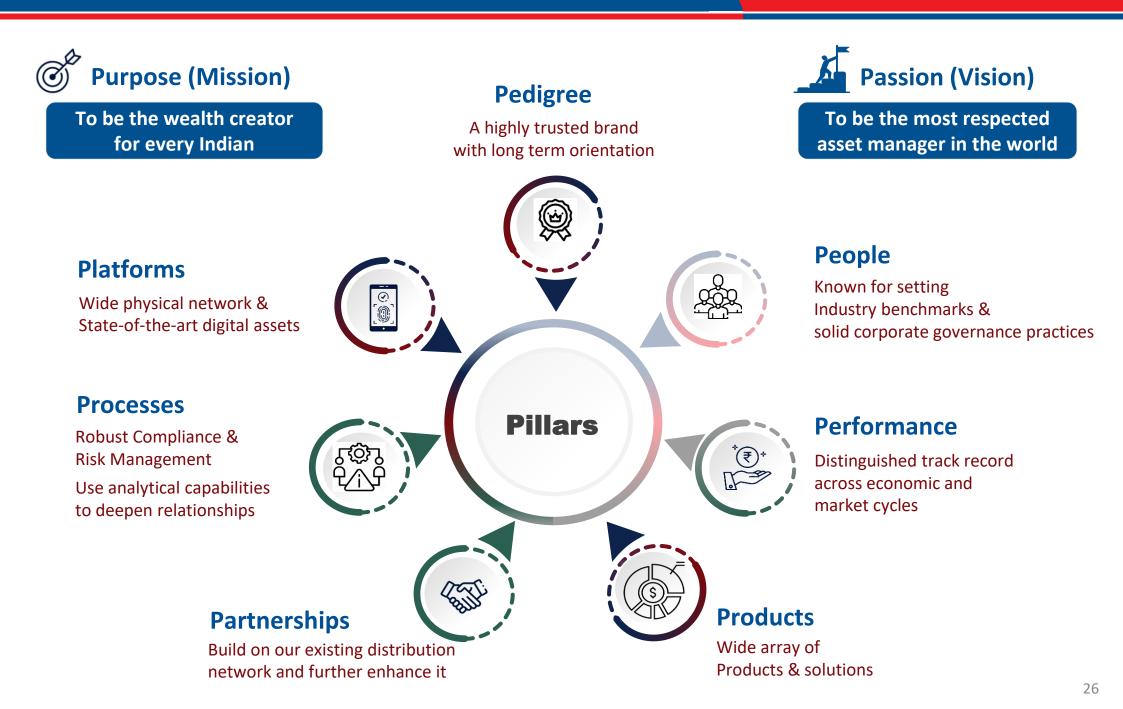
transactions are supported by integrated online platform

\$ Numbers are since launch of the initiative * HY FY23-24

CorporateSocia

HDFC AMC Pillars







Financials

● Financials Summary – Half Yearly Earnings



			(₹ mm)
Particulars	HYE FY24	HYE FY23	Change
Income			
Revenue from Operations	12,176	10,663	14%
Other Income	2,802	1,155	143%
Total Income	14,978	11,818	27%
Expenses			
Finance Costs	46	49	-6%
Fees and Commission Expenses	14	25	-44%
Employee Benefit Expenses [#]	1,767	1,618	9%
Depreciation and Amortization Expenses	259	267	-3%
Other Expenses ^{\$}	1,287	1,078	19%
Total Expenses ^{# \$}	3,373	3,037	11%
Profit before tax [#]	11,605	8,781	32%
Tax Expenses	2,454	1,998	23%
Profit after tax [#]	9,151	6,783	35%
Other Comprehensive Income (net of tax)	(17)	1	
Total Comprehensive Income	9,134	6,784	35%

Particulars	HYE FY24	HYE FY23	Change
Revenue from Operations	12,176	10,663	14%
Total Expenses ^{# \$}	3,373	3,037	11%
Operating Profit from core AM business	8,803	7,626	15%

[#] In HYE FY24, Employee benefit expenses includes non-cash charge of ₹ 241 mm (HYE FY23 ₹ 212 mm) towards amortised cost of outstanding Employee Stock options.

^{\$} The increase in Other expenses is mainly on account of increase in general business related expense, New Fund Offer Expenses, Trademark Licence Fees, CSR expense and technology spend.

● Financials Summary – Quarterly Earnings



			(₹ mm)
Particulars	Q2 FY24	Q2 FY23	Change
Income			
Revenue from Operations	6,431	5,447	18%
Other Income	1,222	1,042	17%
Total Income	7,653	6,489	18%
Expenses			
Finance Costs	23	24	-4%
Fees and Commission Expenses	4	11	-64%
Employee Benefit Expenses [#]	929	838	11%
Depreciation and Amortization Expenses	130	132	-2%
Other Expenses ^{\$}	675	553	22%
Total Expenses ^{# \$}	1,761	1,558	13%
Profit before tax [#]	5,892	4,931	19%
Tax Expenses	1,516	1,290	18%
Profit after tax [#]	4,376	3,641	20%
Other Comprehensive Income (net of tax)	7	8	
Total Comprehensive Income	4,383	3,649	20%

Particulars	Q2 FY24	Q2 FY23	Change
Revenue from Operations	6,431	5,447	18%
Total Expenses ^{# \$}	1,761	1,558	13%
Operating Profit from core AM business	4,670	3,889	20%

[#] In Q2 FY24, Employee benefit expenses includes non-cash charge of ₹ 131 mm (Q2 FY23 ₹ 109 mm) towards amortised cost of outstanding Employee Stock options.

^{\$} The increase in Other expenses is mainly on account of increase in general business related expense, New Fund Offer Expenses, Trademark Licence Fees, CSR expense and technology spend.

Financials Summary – Sequential Quarterly Earnings



			(₹ mm)
Particulars	Q2 FY24	Q1 FY24	Change
Income			
Revenue from Operations	6,431	5,745	12%
Other Income	1,222	1,580	-23%
Total Income	7,653	7,325	4%
Expenses			
Finance Costs	23	23	0%
Fees and Commission Expenses	4	10	-60%
Employee Benefit Expenses [#]	929	838	11%
Depreciation and Amortization Expenses	130	129	1%
Other Expenses	675	612	10%
Total Expenses [#]	1,761	1,612	9%
Profit before tax [#]	5,892	5,713	3%
Tax Expenses	1,516	938	62%
Profit after tax [#]	4,376	4,775	-8%
Other Comprehensive Income (net of tax)	7	(24)	
Total Comprehensive Income	4,383	4,751	-8%

Particulars	Q2 FY24	Q1 FY24	Change
Revenue from Operations	6,431	5,745	12%
Total Expenses [#]	1,761	1,612	9%
Operating Profit from core AM business	4,670	4,133	13%

[#] In Q2 FY24, Employee benefit expenses includes non-cash charge of ₹ 131 mm (Q1 FY24 ₹ 110 mm) towards amortised cost of outstanding Employee Stock options.



1. Under Employees Stock Option Scheme - 2020 ('ESOS - 2020'), apart from stock options granted in the past year(s), the Nomination and Remuneration Committee (NRC) of the Board of Directors of the Company at its meeting held on April 25, 2023 had approved a further grant of 1,050,000 stock options representing 1,050,000 equity shares of ₹ 5 each, at a grant price of ₹ 1,780.90 per equity share (being the market price as defined in the applicable SEBI Regulations), to its eligible employees.

Accounting for equity settled share based payment transaction (ESOPs) at fair value increases the non cash component of Employee Benefits Expenses and is also reflected in Share Options Outstanding Account under Other Equity. This balance of Share Options Outstanding Account is transferred to Securities Premium as and when the stock options are exercised by the employees and subsequent allotment of shares to them. Hence, this charge is neutral to Equity of the Company.

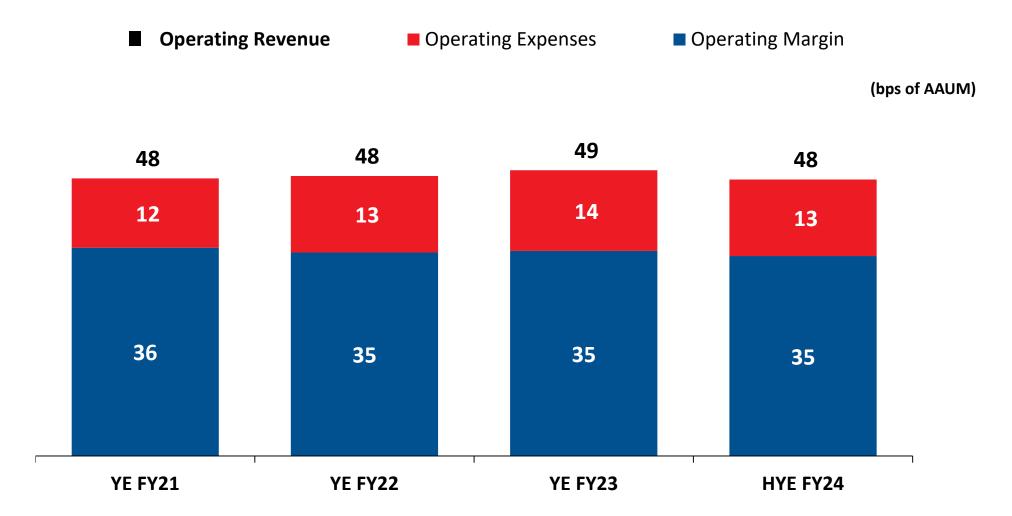
2. A Wholly Owned Subsidiary ('WOS') of the Company namely 'HDFC AMC International (IFSC) Limited', located in Gujarat International Finance Tec-City (GIFT City) had been incorporated effective May 27, 2022. The Company has disclosed extract of only standalone Financial Results in this investor presentation as the WOS is immaterial to the Group. However, the consolidated Financial Results are available on www.bseindia.com, www.nseindia.com and www.hdfcfund.com.



3. HDFC Bank Limited ('HDFC Bank') is Holding Company and Promoter of HDFC Asset Management Company Limited effective July 01, 2023 pursuant to the Composite scheme of amalgamation of: (i) HDFC Investments Limited and HDFC Holdings Limited, wholly owned subsidiaries of Housing Development Finance Corporation Limited ('HDFC Ltd') with and into HDFC Ltd; and (ii) HDFC Ltd with and into HDFC Bank.

On June 20, 2023, abrdn Investment Management Limited ('abrdn'), one of the promoters of the Company, sold its entire stake in the Company and subsequent to the approval granted by Stock Exchanges for reclassification of abrdn from the 'Promoter' category to 'Public' Category, effective September 18, 2023, abrdn ceases to be the promoter of the Company.





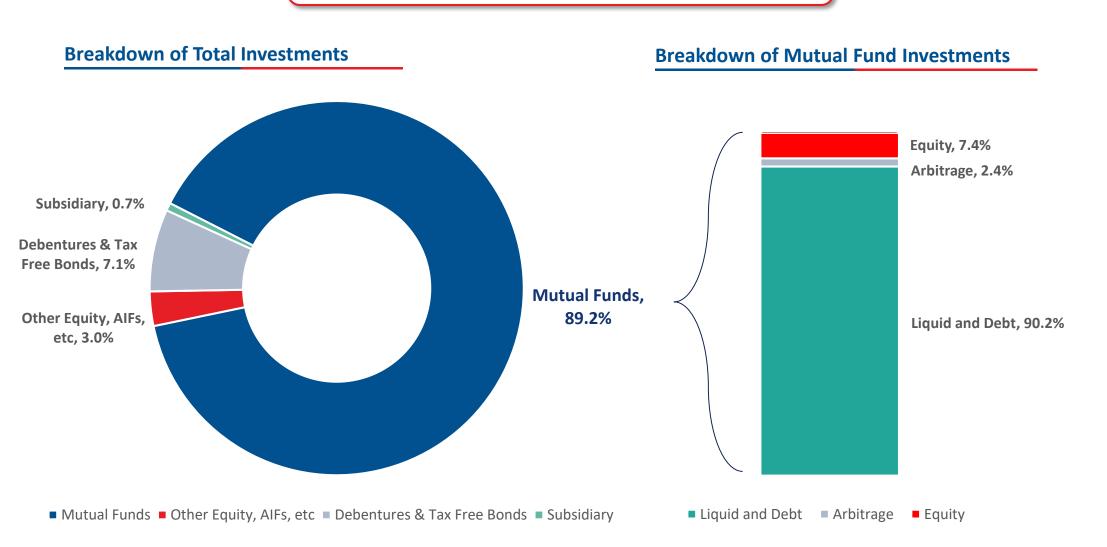
Operating margin (bps of AAUM) for Q1 FY 24 and Q2 FY 24 are 34 and 35 respectively



		(₹ mm)_
Particulars	•	As at Mar 31,
	2023	2023
Assets		
Financial Assets	62 256	62 109
	62,256	63,108
Non Financial Assets	2,044	2,258
Total Assets	64,300	65,366
Liabilities And Equity		
Liabilities		
Financial Liabilities	2,080	2,419
Non-Financial Liabilities	1,968	1,863
Equity		
Equity Share Capital	1,067	1,067
Other Equity	59,185	60,017
Total Liabilities And Equity	64,300	65,366

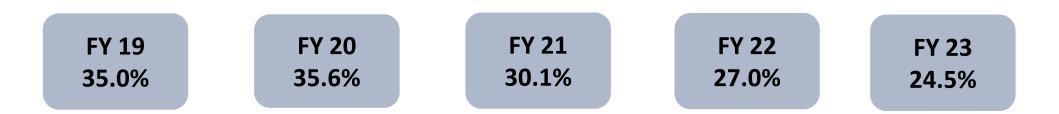




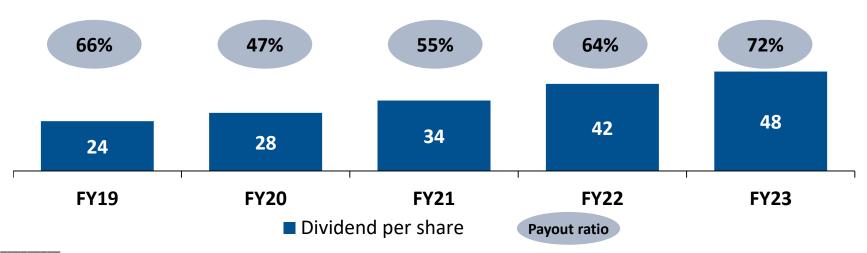




Return on Equity⁽¹⁾



Dividend Per Share (₹) ⁽²⁾ and **Dividend Payout Ratio** ⁽³⁾



⁽¹⁾ Calculated as Profit After Tax divided by average Net Worth

(2) For, FY23, a final dividend of Rs. 48 per equity share was proposed by the board on April 25, 2023 and approved by the shareholders at the Annual General Meeting held on June 26, 2023.

(3) Includes Dividend Distribution Tax for FY19



Thank You



Disclaimer

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This presentation may contain, words or phrases like will", "aim" "believe", "expect", "will continue", "anticipate", "estimate" and similar expressions or variations of these expressions, that are "forward-looking statements that involve risks and uncertainties and are based on certain beliefs, plans and expectations of the Company. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Although the Company believes that such forward-looking statements are based on reasonable assumptions, it can give no assurance that such expectations will be met. Representative examples of factors that could affect the accuracy of forward-looking statements include (without limitation) the condition of, and changes in, India's political and economic status, government policies, applicable laws, global capital markets, the mutual fund industry in India, and international and domestic events having a bearing on the Company's business, and such other factors beyond the Company's control. You are cautioned not to place undue reliance on these forward-looking statements, which are based on current views of the Company's management on future events. Further, nothing in this presentation should be construed as constituting legal, business, tax or financial advice or a recommendation regarding the securities. None of the Company or any of its affiliates, advisers or representatives accepts any liability whatsoever for any loss howsoever arising from any information presented or contained in this presentation. Before acting on any information you should consider the appropriateness of the information having regard to these matters, and in particular, you should seek independent financial advice.

Definitions

AUM refers to Assets Under Management as on end of any given month/period MAAUM refers to a given month's average Assets Under Management QAAUM refers to a given quarter's average Assets Under Management AAAUM refers to a given year's average Assets Under Management Unless otherwise stated, the above definitions are used for Mutual Fund Assets under management



Press Release

October 12, 2023

HDFC AMC net profit for the Quarter ended September 30, 2023 at ₹4,376 million, an increase of 20% over Quarter ended September 30, 2022.

HDFC Asset Management Company Limited (HDFC AMC) declares financial results for the period ended September 30, 2023.

- Amongst India's largest mutual fund managers with QAAUM market share of 11.2% for the quarter ended September 30, 2023.
- Amongst India's largest Actively Managed Equity Mutual Fund managers with QAAUM market share of 12.4% for the quarter ended September 30, 2023.
- One of the most preferred choices of individual investors, with a market share of 13.0% of the individual monthly average AUM for August 2023.
- Revenue from operations was ₹6,431 million and operating profit was ₹4,670 million for the quarter ended September 30, 2023, an increase of 18% and 20% respectively over the quarter ended September 30, 2022.



Mumbai- October 12, 2023: HDFC Asset Management Company Limited today reported its financial performance for the quarter ended September 30, 2023.

CORPORATE HIGHLIGHTS

- QAAUM of ₹5,247 billion for the quarter ended September 30, 2023 compared to ₹4,293 billion for the quarter ended September 30, 2022, 11.2% market share in QAAUM of the mutual fund industry.
- QAAUM in actively managed equity-oriented funds i.e. equity oriented QAAUM excluding index funds stood at ₹2,861 billion for the quarter ended September 30, 2023 with a market share of 12.4%. The AMC is amongst the largest actively managed equity-oriented mutual fund managers in the country.
- The ratio of equity oriented QAAUM and non-equity oriented QAAUM is ~58:42, compared to the industry ratio of 51:49 for the quarter ended September 30,2023.
- 5.86 million Systematic transactions with a value of ₹22.4 billion processed during the month of September 2023.
- Over 80,000 empaneled distribution partners across MFDs, National Distributors and Banks, serviced through a total of 229 branches of which 151 are in B-30 locations. The contribution of B-30 locations to our total monthly average AUM is 18.2%.
- 67.5% of the company's total monthly average AUM for August 2023 is contributed by individual investors as compared to 57.8% for the industry.
- Market share of 13.0% of the individual monthly average AUM for the month of August 2023, making the company one of the most preferred choices of individual investors.
- Total Live Accounts stood at 13.6 million as on September 30, 2023. Unique customers as identified by PAN or PEKRN now stands at 7.9 million as on September 30, 2023 compared to 40.4 million for the industry, a share of 19.6%.



FINANCIAL HIGHLIGHTS FOR THE QUARTER ENDED SEPTEMBER 30, 2023

- The Operating Profit for the quarter ended September 30, 2023 was ₹4,670 million as compared to ₹3,889 million for the quarter ended September 30, 2022.
- Profit before tax for the quarter ended September 30, 2023 was ₹5,892 million as compared to ₹4,931 million for the quarter ended September 30, 2022.
- Profit after tax for the quarter ended September 30, 2023 was ₹4,376 million as compared to ₹3,641 million for the quarter ended September 30, 2022.

FINANCIAL HIGHLIGHTS FOR THE HALF YEAR ENDED SEPTEMBER 30, 2023

- The Operating Profit of the company for the half year ended September 30, 2023 was ₹8,803 million as compared to ₹7,626 million for the half year ended September 30, 2022.
- Profit before tax for the half year ended September 30, 2023 was ₹11,605 million as compared to ₹8,781 million for the half year ended September 30, 2022.
- Profit after tax for the half year ended September 30, 2023 was ₹9,151 million as compared to ₹6,783 million for the half year ended September 30, 2022.



About HDFC AMC

Incorporated in 1999, HDFC Asset Management Company Limited (HDFC AMC) is Investment Manager to HDFC Mutual Fund, one of the largest mutual funds in the country with closing AUM of Rs 5.2 trillion as on September 30, 2023.

The Company offers a comprehensive suite of savings and investment products ranging from mutual funds, including both actively managed and passive options, to portfolio management services and alternative investment opportunities catering to the needs of a large and diverse customer base.

HDFC AMC proudly serves a mutual fund customer base of 79 Lakh unique investors, with a total of 136 Lakh live accounts. The Company has a vast network of 229 branches, over 80,000 distribution partner and modern digital platforms, enabling it to serve clients across India.

For more information, please visit the company's website at https://www.hdfcfund.com/.

For any media queries, contact:

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