Ref/No/HDFCAMC/SE/2020-21/41

National Stock Exchange of India Limited
Exchange Plaza, Plot C/1, Block G,
Bandra Kurla Complex, Bandra (East)
Mumbai – 400051

Kind Attn: Head – Listing Department

BSE Limited
Sir PJ Towers,
Dalal Street,
Mumbai – 400001

Kind Attn: Sr. General Manager – DCS Listing Department

Date – July 23, 2020

Sub: Outcome of Board Meeting

Dear Sir/Madam,

Further to our letter number Ref/No/HDFCAMC/SE/2020-21/40 dated July 23, 2020, please find enclosed herewith a copy of investor presentation along with press release on financial results for first quarter ended June 30, 2020.

Kindly take the same on records.

Thanking you,

Yours faithfully,

For HDFC Asset Management Company Limited

Sylvia Furtado
Company Secretary

Encl: a/a
HDFC Asset Management Company Limited

Q1 FY20-21
### Quarterly Average AUM (QAAUM)

<table>
<thead>
<tr>
<th></th>
<th>Jun-19</th>
<th>Mar-20</th>
<th>Jun-20</th>
</tr>
</thead>
<tbody>
<tr>
<td>QAAUM (₹ trn)</td>
<td>25.5</td>
<td>27.0</td>
<td>24.6</td>
</tr>
<tr>
<td>Equity as a % of Total</td>
<td>40%</td>
<td>39%</td>
<td>37%</td>
</tr>
<tr>
<td>Equity</td>
<td>5.4</td>
<td>5.3</td>
<td>5.5</td>
</tr>
<tr>
<td>Debt</td>
<td>7.8</td>
<td>8.7</td>
<td>7.8</td>
</tr>
<tr>
<td>Liquid</td>
<td>10.3</td>
<td>10.4</td>
<td>9.0</td>
</tr>
</tbody>
</table>

Jun-19 to Jun-20 YoY: Overall: -3%; Equity: -12%

### Closing AUM

<table>
<thead>
<tr>
<th></th>
<th>Jun-19</th>
<th>Mar-20</th>
<th>Jun-20</th>
</tr>
</thead>
<tbody>
<tr>
<td>AUM (₹ trn)</td>
<td>24.3</td>
<td>22.3</td>
<td>25.5</td>
</tr>
<tr>
<td>Equity as a % of Total</td>
<td>43%</td>
<td>37%</td>
<td>38%</td>
</tr>
<tr>
<td>Equity</td>
<td>4.1</td>
<td>4.1</td>
<td>4.9</td>
</tr>
<tr>
<td>Debt</td>
<td>7.6</td>
<td>7.8</td>
<td>8.1</td>
</tr>
<tr>
<td>Liquid</td>
<td>10.5</td>
<td>8.3</td>
<td>9.8</td>
</tr>
</tbody>
</table>

Jun-19 to Jun-20 YoY: Overall: 5%; Equity: -7%

### Yearly net sales

<table>
<thead>
<tr>
<th>Yearly net sales</th>
<th>FY19</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales (₹ bn)</td>
<td>1,187</td>
<td>761</td>
</tr>
<tr>
<td>Equity</td>
<td>393</td>
<td>(365)</td>
</tr>
<tr>
<td>Debt</td>
<td>761</td>
<td>(75)</td>
</tr>
<tr>
<td>Liquid</td>
<td>1,244</td>
<td>670</td>
</tr>
<tr>
<td>Others</td>
<td>1,187</td>
<td>640</td>
</tr>
</tbody>
</table>

Source: AMFI

AUM excluding FOF – domestic; equity includes equity-oriented hybrid funds; 'Other' includes Gold ETFs, other ETFs and FOF – investing overseas. From Apr 2018, Arbitrage is included in 'Other' category. Money market is classified as Debt

### Quarterly net sales

<table>
<thead>
<tr>
<th>Quarterly net sales</th>
<th>Q1FY20</th>
<th>Q4FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales (₹ bn)</td>
<td>96</td>
<td>290</td>
</tr>
<tr>
<td>Equity</td>
<td>43</td>
<td>(698)</td>
</tr>
<tr>
<td>Debt</td>
<td>128</td>
<td>(463)</td>
</tr>
<tr>
<td>Liquid</td>
<td>63</td>
<td>(75)</td>
</tr>
<tr>
<td>Others</td>
<td>153</td>
<td>283</td>
</tr>
</tbody>
</table>

Jun-19 to Jun-20 YoY: Overall: 5%; Equity: -7%
**Individual / Institutional MAAUM, SIP Flows, B30**

### MAAUM by Investor category\(^{(1)}\)^\(^{(2)}\)^\(^{(3)}\)

<table>
<thead>
<tr>
<th></th>
<th>Individual Investors</th>
<th>Institutional Investors</th>
<th>Individual Folios (mm)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jun-19</td>
<td>14.0 (54%)</td>
<td>11.8 (46%)</td>
<td></td>
</tr>
<tr>
<td>Mar-20</td>
<td>12.9 (52%)</td>
<td>11.8 (48%)</td>
<td></td>
</tr>
<tr>
<td>Jun-20</td>
<td>13.2 (51%)</td>
<td>12.9 (49%)</td>
<td></td>
</tr>
</tbody>
</table>

### SIP Flows\(^{(1)}\)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>SIP Flows (₹ bn)</td>
<td>31</td>
<td>43</td>
<td>71</td>
<td>81</td>
<td>86</td>
<td>79</td>
<td></td>
</tr>
</tbody>
</table>

### MAAUM of B-30\(^{(1)}\)^\(^{(2)}\)

<table>
<thead>
<tr>
<th></th>
<th>Jun-19</th>
<th>Mar-20</th>
<th>Jun-20</th>
</tr>
</thead>
<tbody>
<tr>
<td>MAAUM in ₹ tn</td>
<td>21.8</td>
<td>20.9</td>
<td>22.1</td>
</tr>
</tbody>
</table>

---
\(^{(1)}\) Source: AMFI  
\(^{(2)}\) Based on monthly average AUM  
\(^{(3)}\) Percentages in brackets denote % share of total
HDFC AMC at a glance

**Assets Under Management**

- **Equity-Oriented**
  - ₹3,562 bn
  - US$ 47 bn
  - 37%
  - ₹1,319 bn
  - US$ 17 bn

- **Non-Equity Oriented**
  - ₹2,243 bn
  - US$ 30 bn
  - 63%

**PMS & SMA AUM**

- ₹94 bn

**Live Accounts**

- 9.4 mm

**Branches**

- 221

**Empaneled Distribution Partners**

- 65k+

**Employees**

- 1,192

**Individual MAAUM**

- ₹1,924 bn

**Closing AUM**

- **Equity-Oriented**
  - ₹3,575 bn
  - US$ 47 bn
  - 39%
  - ₹1,408 bn
  - US$ 18 bn

- **Non-Equity Oriented**
  - ₹2,167 bn
  - US$ 29 bn
  - 61%

**Quarterly Average AUM**

- **Equity-Oriented**
  - ₹2,243 bn
  - US$ 30 bn
  - 63%

- **Non-Equity Oriented**
  - ₹1,408 bn
  - US$ 18 bn

**Source:** Internal. USD/INR conversion rate: ₹ 75.5075

(1) As of June 30, 2020 / for June 2020; (2) Includes one representative office in Dubai; (3) Includes advisory mandates

(2) Source: Internal. USD/INR conversion rate: ₹ 75.5075
Total AUM and Market Share

Quarterly Average AUM
- Jun-19: ₹3,624 billion
- Mar-20: ₹3,698 billion
- Jun-20: ₹3,562 billion

YoY -2%

Closing AUM
- Jun-19: ₹3,564 billion
- Mar-20: ₹3,191 billion
- Jun-20: ₹3,575 billion

YoY 0%

Market Share - Quarterly Average AUM
- Jun-19: HDFC MF, 14.2%
- Mar-20: HDFC MF, 13.7%
- Jun-20: HDFC MF, 14.5%

Market Share – Closing AUM
- Jun-19: HDFC MF, 14.7%
- Mar-20: HDFC MF, 14.3%
- Jun-20: HDFC MF, 14.0%

Source: Internal, AMFI
Actively Managed Equity-oriented AUM and Market Share

**Quarterly Average AUM**
- Jun-19: ₹1,645 billion
- Mar-20: ₹1,574 billion
- Jun-20: ₹1,293 billion
  - YoY -21%

**Closing AUM**
- Jun-19: ₹1,689 billion
- Mar-20: ₹1,200 billion
- Jun-20: ₹1,378 billion
  - YoY -18%

**Market Share - Quarterly Average AUM**
- Jun-19: HDFC MF, 16.1%
- Mar-20: HDFC MF, 15.2%
- Jun-20: HDFC MF, 14.5%

**Market Share – Closing AUM**
- Jun-19: HDFC MF, 16.2%
- Mar-20: HDFC MF, 14.7%
- Jun-20: HDFC MF, 14.3%

Source: AMFI, Internal
Actively managed equity-oriented AUM excludes index and arbitrage funds from equity-oriented funds
AUM by Segment – HDFC AMC and Industry

Quarterly Average AUM

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>HDFC MF</td>
<td>Equity 37.0%</td>
<td>Equity 43.1%</td>
<td>Equity 45.7%</td>
</tr>
<tr>
<td></td>
<td>Liquid 33.3%</td>
<td>Liquid 24.1%</td>
<td>Liquid 24.5%</td>
</tr>
<tr>
<td></td>
<td>Debt 27.8%</td>
<td>Debt 30.7%</td>
<td>Debt 28.5%</td>
</tr>
<tr>
<td>Others</td>
<td>1.9%</td>
<td>2.1%</td>
<td>1.2%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Industry</td>
<td>Equity 36.6%</td>
<td>Equity 38.5%</td>
<td>Equity 40.3%</td>
</tr>
<tr>
<td></td>
<td>Liquid 22.3%</td>
<td>Liquid 19.5%</td>
<td>Liquid 21.3%</td>
</tr>
<tr>
<td></td>
<td>Debt 31.5%</td>
<td>Debt 32.2%</td>
<td>Debt 30.7%</td>
</tr>
<tr>
<td>Others</td>
<td>9.6%</td>
<td>9.8%</td>
<td>7.7%</td>
</tr>
</tbody>
</table>

Closing AUM

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>HDFC MF</td>
<td>Equity 39.4%</td>
<td>Equity 38.3%</td>
<td>Equity 47.7%</td>
</tr>
<tr>
<td></td>
<td>Liquid 28.9%</td>
<td>Liquid 27.2%</td>
<td>Liquid 22.3%</td>
</tr>
<tr>
<td></td>
<td>Debt 29.5%</td>
<td>Debt 32.8%</td>
<td>Debt 28.7%</td>
</tr>
<tr>
<td>Others</td>
<td>2.2%</td>
<td>1.7%</td>
<td>1.3%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Industry</td>
<td>Equity 38.3%</td>
<td>Equity 38.3%</td>
<td>Equity 43.3%</td>
</tr>
<tr>
<td></td>
<td>Liquid 19.4%</td>
<td>Liquid 18.6%</td>
<td>Liquid 16.8%</td>
</tr>
<tr>
<td></td>
<td>Debt 32.0%</td>
<td>Debt 34.9%</td>
<td>Debt 31.4%</td>
</tr>
<tr>
<td>Others</td>
<td>10.3%</td>
<td>9.4%</td>
<td>8.5%</td>
</tr>
</tbody>
</table>

Source: Internal, AMFI
Individual Investors – no of Accounts & MAAUM

Number of Live Individual Accounts (in millions)

- June 2019: 9.20
- March 2020: 9.34
- June 2020: 9.35

YoY 2%

Individual MAAUM % of Total

- June 2019: 58.8%
- March 2020: 57.2%
- June 2020: 51.7%

YoY -12%

Individual MAAUM (Rs bn)

- June 2019: 2,197
- March 2020: 1,935
- June 2020: 1,924

Industry

- June: 50.5%

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

Source: Internal, AMFI
Most Preferred Choice of Individual Investors

**Individual Assets Market Share (Jun-20)**

- HDFC MF: 14.6%
- ICICI Pru MF: 13.5%
- SBI MF: 12.0%
- ABSL MF: 7.8%
- Nippon MF: 6.9%

**Individual Assets Market Share (Mar-20)**

- HDFC MF: 15.0%
- ICICI Pru MF: 13.4%
- SBI MF: 11.7%
- ABSL MF: 8.3%
- Nippon MF: 7.0%

**Individual Assets Market Share (Jun-19)**

- HDFC MF: 15.7%
- ICICI Pru MF: 13.6%
- SBI MF: 9.9%
- ABSL MF: 8.9%
- Nippon MF: 8.6%

Source: AMFI, based on monthly average AUM
Unique Investors- HDFC AMC vs MF Industry

HDFC Mutual Fund share in Mutual Fund Industry:
- 28% in Jun-19
- 27% in Mar-20
- 26% in Jun-20

Unique Investors in million:
- 5.4 in Jun-19
- 5.6 in Mar-20
- 5.6 in Jun-20

Source: CAMS. Note: Unique Investors as identified by PANs/PEKRNs of all unit holders & Guardians
Quality Long-term Inflows Through Systematic Transactions

Systematic Transactions (₹ bn)

<table>
<thead>
<tr>
<th>Month</th>
<th>Transactions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar-14</td>
<td>1.23</td>
</tr>
<tr>
<td>Mar-15</td>
<td>3.1</td>
</tr>
<tr>
<td>Mar-16</td>
<td>4.7</td>
</tr>
<tr>
<td>Mar-17</td>
<td>4.9</td>
</tr>
<tr>
<td>Mar-18</td>
<td>6.8</td>
</tr>
<tr>
<td>Mar-19</td>
<td>11.5</td>
</tr>
<tr>
<td>Mar-20</td>
<td>11.8</td>
</tr>
<tr>
<td>Jun-19</td>
<td>12.7</td>
</tr>
<tr>
<td>Mar-20</td>
<td>11.3</td>
</tr>
<tr>
<td>Jun-20</td>
<td>9.6</td>
</tr>
</tbody>
</table>

#mm systematic transactions

Long Tenure SIP Book (1)

- Over 5 Years: 82%
- Over 10 Years: 70%

Strong and stable “Order Book” to provide predictable flows

Source: Internal

(1) Based on tenure at the time of registration of all live SIPs during Jun-20
Multi-channel Distribution Network

Well diversified distribution channels

### Total AUM (Jun-20)

- Direct: 49.0%
- HDFC Bank: 5.2%
- IFAs: 23.4%
- National Distributors: 17.8%

### Equity-oriented AUM (Jun-20)

- Direct: 19.3%
- HDFC Bank: 9.6%
- IFAs: 40.7%
- National Distributors: 24.8%

### Mar-2020

- Direct: 47.8%
- HDFC Bank: 5.6%
- IFAs: 23.4%
- National Distributors: 18.1%

### Jun-2019

- Direct: 39.2%
- HDFC Bank: 7.7%
- IFAs: 27.5%
- National Distributors: 20.0%

### Mar-2020

- Direct: 19.2%
- HDFC Bank: 9.9%
- IFAs: 40.3%
- National Distributors: 24.8%

### Jun-2019

- Direct: 17.7%
- HDFC Bank: 10.5%
- IFAs: 40.9%
- National Distributors: 24.8%

Source: Based on internal classification. Equity-oriented AUM excludes Arbitrage schemes
Geographic Spread

Total MAAUM by T30 and B30 cities

- T 30, 87.4%
- B 30, 12.6%

#2 Player in B-30 Markets

- SBI MF, 21.0%
- HDFC MF, 11.7%
- ICICI Pru MF, 11.4%
- ABSL, 8.6%
- UTI MF, 8.5%
- Others, 38.8%

Network of 221 branches with 145 in B-30 cities

c. 65k+ empaneled distribution partners

(1) Source: AMFI
(2) As of June 30, 2020. Includes one representative office in Dubai;
Strong online presence - dedicated separate digital platforms distribution partners and customers

FY15 to FY20 CAGR of 36% in electronic transactions, and CAGR of 15% in total transactions

14% of all transaction during FY20 were through HDFC MF Online and mobile application

Source: Internal
Digital Initiatives - Enhanced

WhatsApp for Investors for ease in communication

Investors & Partners: Quick links for easy online transactions, website landing page assisting with digital transactions etc.

Videos to help investors and partners in their Digital journey

Facility for internal employees to create transactions on behalf of partners

Digital Marketing Education Series IFA Webinars & personalized websites

Video KYC (E-KYC) ensuring convenience and efficiency

10,000 + Partner Coverage

90,000 + total participants

120+ programmes organized

24 YouTube Videos 3,000 + views
Financials
## Financials Summary – Quarterly Earnings

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q1 FY21 (₹ mm)</th>
<th>Q1 FY20 (₹ mm)</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue from Operations</td>
<td>4,115</td>
<td>5,044</td>
<td>-18%</td>
</tr>
<tr>
<td>Other Income</td>
<td>798</td>
<td>484</td>
<td>65%</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>4,913</td>
<td>5,528</td>
<td>-11%</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Finance Costs</td>
<td>22</td>
<td>23</td>
<td>-4%</td>
</tr>
<tr>
<td>Fees and Commission Expenses</td>
<td>14</td>
<td>114</td>
<td>-88%</td>
</tr>
<tr>
<td>Employee Benefit Expenses</td>
<td>526</td>
<td>567</td>
<td>-7%</td>
</tr>
<tr>
<td>Depreciation and Amortization Expenses</td>
<td>137</td>
<td>119</td>
<td>15%</td>
</tr>
<tr>
<td>Other Expenses</td>
<td>410</td>
<td>406</td>
<td>1%</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>1,109</td>
<td>1,229</td>
<td>-10%</td>
</tr>
<tr>
<td><strong>Profit before tax</strong></td>
<td>3,804</td>
<td>4,299</td>
<td>-12%</td>
</tr>
<tr>
<td><strong>Tax Expenses</strong></td>
<td>780</td>
<td>1,382</td>
<td>-44%</td>
</tr>
<tr>
<td><strong>Profit after tax</strong></td>
<td>3,024</td>
<td>2,917</td>
<td>4%</td>
</tr>
</tbody>
</table>
1. The rapidly expanding spread of Covid 19 across the world has forced various actions to be taken by government, statutory and regulatory authorities to deal with its fallout. This pandemic has led to a great deal of uncertainty and unpredictability in the business environment. For most of the quarter, authorities in India had imposed lock downs across large parts of the country. During these lock-downs, though most commercial enterprises across the nation were required to close, some establishments like securities market intermediaries including our Company were exempt and therefore functional. Over the quarter, there has also been a move to open up various commercial establishments in a graduated manner.

The Company has assessed the impact of the pandemic on its operations and its assets including the value of its investments and trade receivables as at June 30, 2020. The management does not, at this juncture, believe that the impact on the value of the Company's assets is likely to be material. However, since the revenue of the Company is ultimately dependent on the value of the Assets Under Management (AUM) it manages, changes in market conditions and the trend of flows into mutual funds may have an impact on the operations of the Company. Since the situation is still evolving and it seems likely that there will be a material impact on the economy, its effect on the operations of the Company may be different from that estimated as at the date of approval of these financial results. The Company continues to closely monitor material changes in markets and future economic conditions.

Further, during the quarter ended June 30, 2020, there has been no material change in the controls or processes followed in the preparation of the financial results.
2. During the previous year, the Company had elected to exercise the option of a lower tax rate provided under Section 115BAA of the Income-tax Act, 1961, as introduced by the Taxation Laws (Amendment) Ordinance, 2019 dated September 20, 2019. Accordingly, the Company had recognised provision for income tax for the half year ended September 30, 2019 and re-measured its deferred tax assets basis the rate provided in the said section. The full impact of above mentioned change, amounting to approximately ₹ 667 mm. had been recognised in the result for the half year ended September 30, 2019, out of which, approximately ₹ 343 mm. pertained to quarter ended June 30, 2019.
<table>
<thead>
<tr>
<th>Year</th>
<th>Operating Revenue</th>
<th>Operating Expenses</th>
<th>Operating Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>YE FY18</td>
<td>63</td>
<td>29</td>
<td>34</td>
</tr>
<tr>
<td>YE FY19</td>
<td>59</td>
<td>22</td>
<td>37</td>
</tr>
<tr>
<td>YE FY20</td>
<td>54</td>
<td>13</td>
<td>41</td>
</tr>
<tr>
<td>3M FY21</td>
<td>46</td>
<td>12</td>
<td>34</td>
</tr>
</tbody>
</table>

Based on internal computations

As per Ind AS (bps of AAUM)

(bps of AAUM)
Breakup of Investments

Total Investments: ₹ 42,212 million

Breakdown of Total Investments
- Tax Free Bonds & Debentures, 12.6%
- Other Equity, AIFs, etc, 1.2%
- Mutual Funds, 86.1%

Breakdown of Mutual Fund Investments
- Liquid and Debt, 71.3%
- Arbitrage, 14.4%
- Equity, 0.4%

Note: Investments in equity Mutual Funds is as per the regulatory mandate; Data as of June 30, 2020
Return on Equity and Dividend Per Share

Return on Equity\(^{(1)}\)

<table>
<thead>
<tr>
<th>Year</th>
<th>Return on Equity</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY18</td>
<td>40.3%</td>
</tr>
<tr>
<td>FY19</td>
<td>35.0%</td>
</tr>
<tr>
<td>FY20</td>
<td>35.6%</td>
</tr>
</tbody>
</table>

Return on Equity has reduced in FY 19 due to substantial increase in average networth

Return on Equity of FY18 was under Previous GAAP whereas for FY19 onwards, it is under Ind AS

Dividend Per Share \(^{(2)}\)

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividend Per Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY18</td>
<td>₹ 16</td>
</tr>
<tr>
<td>FY19</td>
<td>₹ 24</td>
</tr>
<tr>
<td>FY20</td>
<td>₹ 28</td>
</tr>
</tbody>
</table>

\(^{(1)}\) Calculated as Profit After Tax divided by average Net Worth

\(^{(2)}\) For, FY20, a final dividend of Rs. 28 per equity share is proposed by the board on May 09, 2020 which is subject to shareholders’ approval at the ensuing Annual General Meeting.
Thank You
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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

23 July, 2020

HDFC AMC net profit for the Quarter ended June 30, 2020 is ₹3,024 million, a quarter on quarter increase of 4%.

Dividend per share increases to Rs 28, as against Rs 24 per share.

HDFC Asset Management Company Limited (HDFC AMC) declares financial results for the period ended June 30, 2020.

- One of India’s largest mutual fund manager with QAAUM market share of 14.5% as on June 30, 2020.
- India’s largest Actively Managed Equity Mutual Fund QAAUM, with market share at 14.5% as on June 30, 2020.
- Most preferred choice of individual investors, with a market share of 14.6% of the individual monthly average AUM as of June 2020.
- Profit after tax growth of 4% during the quarter ended June 30, 2020.

CORPORATE HIGHLIGHTS

- QAAUM of ₹3,562 billion as of June 30, 2020 compared to ₹3,624 billion as on June 30, 2019, a fall of 2%. 14.5% 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 ₹1,293 billion as on June 30, 2020 with a market share of 14.5%. The AMC is the largest actively managed equity-oriented mutual fund manager in the country.

- The ratio of equity oriented AUM and non-equity oriented AUM is 39:61 compared to the industry ratio of 38:62.

- 3.11 million Systematic transactions with a value of ₹9.6 billion processed during the month of June 2020.

- Over 65,000 empaneled distribution partners across IFAs, National Distributors and Banks, serviced through a total of 221 branches of which 145 are in B-30 locations. The contribution of B-30 locations to our total monthly average AUM is 12.6%.

- As of June 30, 2020, 51.7% of the company’s total monthly average AUM is contributed by individual investors compared to 50.5% for the industry.

- Market share of 14.6% of the individual monthly average AUM in the industry, making the company the most preferred choice of individual investors.

- Total Live Accounts stood at 9.4 million as on 30 June 2020. Unique customers as identified by PAN or PEKRN now stands at 5.6 million as on 30 June 2020 compared to 21.1 million for the industry.
FINANCIAL HIGHLIGHTS FOR THE QUARTER ENDED JUNE 30, 2020

• The Operating Profit for the quarter ended June 30, 2020 was ₹3,006 million as compared to ₹3,815 million for the quarter ended June 30, 2019. This is a decrease of 21%.

• Profit before tax for the quarter ended June 30, 2020 was down by 12% to ₹3,804 million as compared to ₹4,299 million for the quarter ended June 30, 2019.

• Profit after tax for the quarter ended June 30, 2020 was ₹3,024 million as compared to ₹2,917 million for the quarter ended June 30, 2019 resulting in an increase of 4%.
About HDFC AMC

HDFC Asset Management Company Limited (HDFC AMC) is Investment Manager to HDFC Mutual Fund, one of the largest mutual fund in the country. It was incorporated under the Companies Act, 1956, on 10th December 1999 and was approved to act as an Asset Management Company for HDFC Mutual Fund by SEBI on 3rd July 2000. It has other SEBI licenses viz. PMS / AIF.

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

For any media queries, contact:
Mr. Naveen Gogia, Head – Public Relations, HDFC AMC Email: naveeng@hdfcfund.com