



360 ONE

Investor Presentation - Q1 FY27

Ring in 18 Years of Excellence.

Bringing Home the Oscars of
Wealth and Asset Management.



India's Best Wealth Manager
at Euromoney Private
Banking Awards 2026



Best Private Bank - India
at Asian Private Banker's
15th Awards for Distinction



Best Private Equity House
at Global Private Banking
Innovation Awards 2026



**Best Private Credit Deal –
360 ONE Asset**
at FinanceAsia Achievement
Awards 2025

**360
ONE**

360 ONE – Built to Generate Sustainable, High-Quality Growth

₹7.8L Cr

Total AUM

8,900+

Client Families

₹3.4L Cr

ARR AUM

32

Offices

wealth
360
ONE

asset
360
ONE

01

Uniquely Positioned

Capitalize on one of the most compelling global markets

02

Full Stack Platform

Robust fundamentals driving high-quality earnings' growth

03

Shareholder Value

Prudent capital allocation strategy led by strong focus on value creation

Recurring Revenue Growth (CAGR)

32%

FY21 ————— FY26

Net Profit Growth (CAGR)

27%

FY21 ————— FY26

ARR AUM Growth CAGR

27%

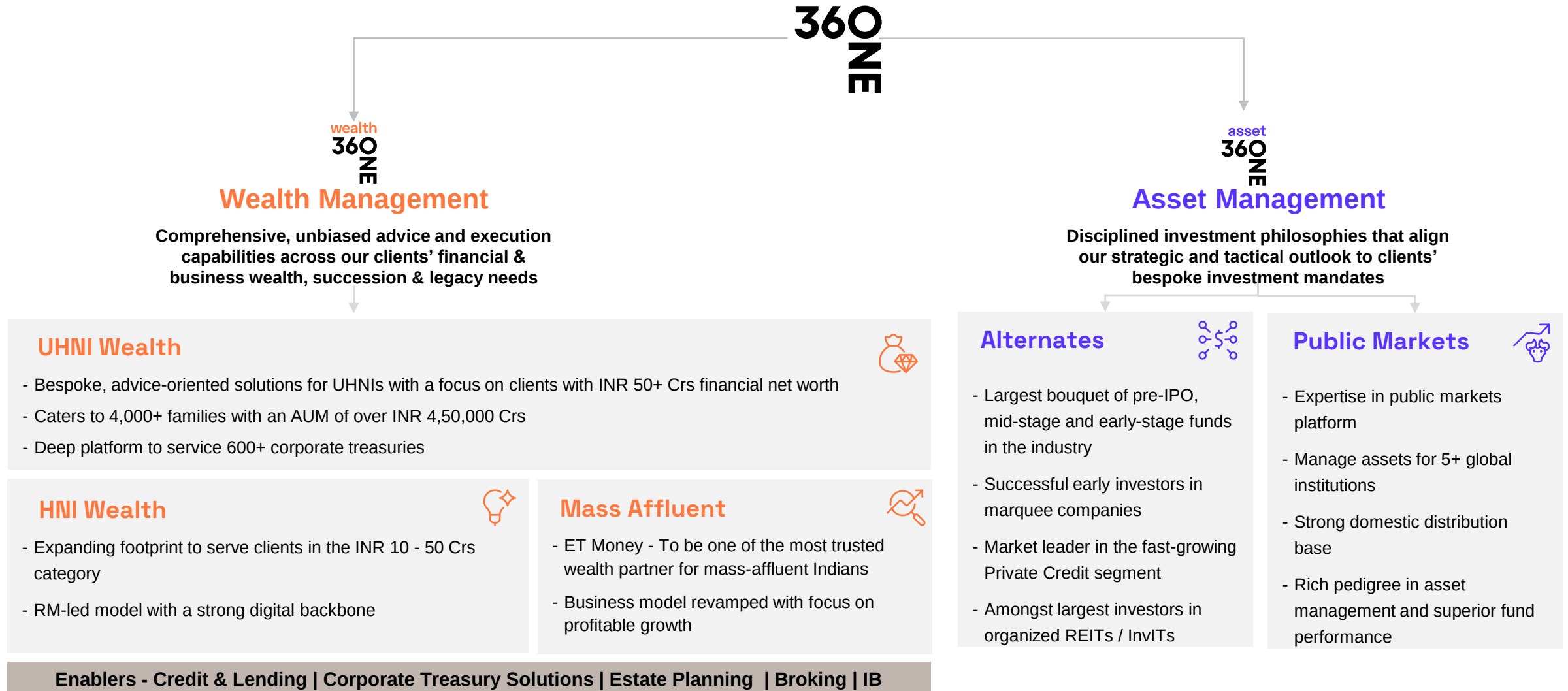
ARR Retention (FY26)

78bps

Return on Tangible Equity (FY26)

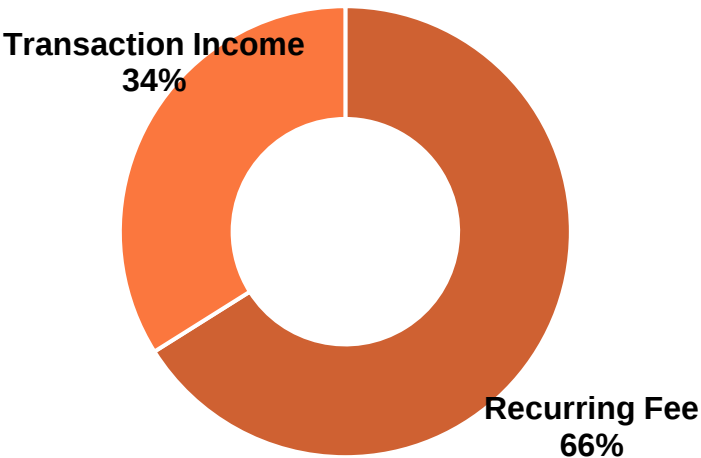
19.3%

2 Key Business Lines, One Platform for Enduring Wealth



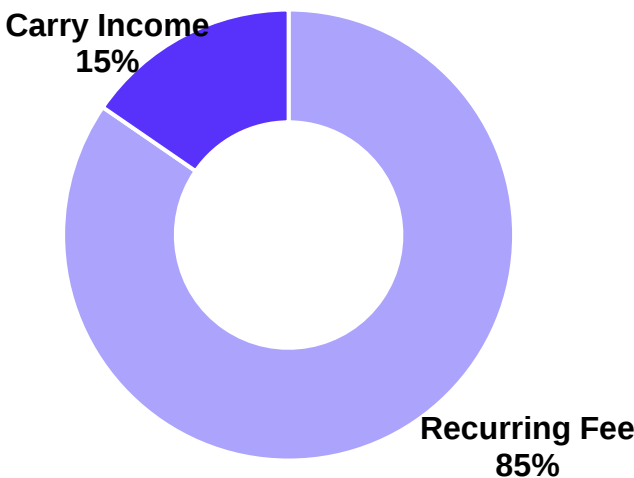
Building a Resilient Business Model

Wealth Management



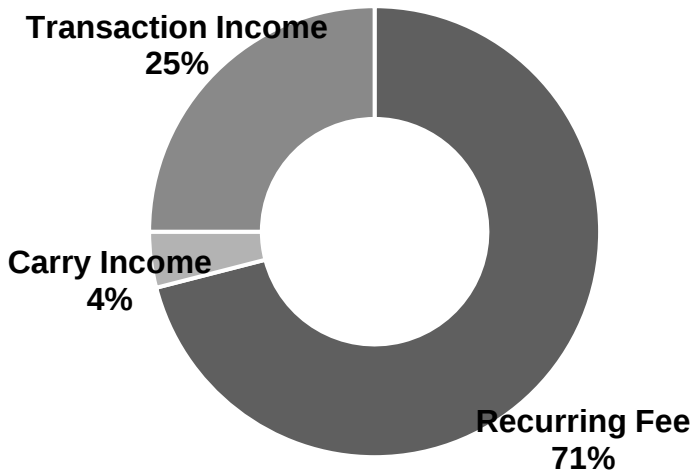
- Wealth driven with a focus on fee generating assets
- Lending to grow proportionately with Wealth AUM
- Transaction Income to comprise of brokerage in multiple asset classes, including listed & unlisted equities, fixed income, real estate, insurance, institutional equities and investment banking

Asset Management



- Combination of Alternates and Public Markets have allowed steady growth with the ability to maintain retentions at 70+ bps
- We expect carry income to be ~15% of overall fee pool, with the multi-asset class nature of the alternates business giving it stability

Consolidated



- Overall focus on recurrent revenue streams remains strong
- Multiple asset classes and multiple client segments ensure resilience of the business

Based on Q1 FY27 Revenue from Operations; Recurring Fee includes lending income

Key Financial Highlights - Q1 FY27



- Continued focus on ARR AUM at INR 3,42,035 Crs - up 19.0% YoY
- ARR Net flows at INR 10,815 Crs
- Total AUM at INR 7,76,755 Crs - up 17.0% YoY
- As on June 2026, clients, having AUM of INR 10 Crs+, stood at 4,000+ and account for ~95% of Wealth AUM (excl. custody)



- ARR Revenue is up 20.3% YoY at INR 614 Crs led by growth across business segments
- Revenue from Operations is up 24.2% YoY at INR 822 Crs
- Total Revenue is up 20.0% YoY at INR 870 Crs



- Total Costs increased to INR 446 Crs - up 27.1% YoY
- Employee costs stood at INR 328 Crs (+28.7% YoY), while Admin costs at INR 118 Crs (+22.7% YoY)
- Cost to Income ratio stood at 51.3%



- Operating PBT stood at INR 376 Crs, while PBT stood at INR 424 Crs, up 13.3% YoY
- PAT was at INR 330 Crs - up 14.8% YoY
- Tangible RoE at 19.4%

Performance at a Glance - Quarterly

Strong trends in growth and profitability demonstrated...

P/L Summary (INR Crs)	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27	YoY%
Total AUM	6,63,924	6,71,625	7,11,398	6,74,492	7,76,755	17.0%
<i>Wealth Management AUM</i>	5,71,380	5,79,509	6,12,449	5,79,286	6,76,616	18.4%
<i>Asset Management AUM</i>	92,544	92,116	98,949	95,206	1,00,139	8.2%
Closing ARR AUM	2,87,317	2,95,324	3,17,906	3,11,940	3,42,035	19.0%
Average ARR AUM	2,60,196	2,90,709	3,02,601	3,15,920	3,30,805	27.1%
ARR Retention	0.79%	0.76%	0.81%	0.78%	0.74%	-
ARR Net Flows	20,950	11,182	14,758	8,985	10,815	-
Annual Recurring Revenue	511	554	619	605	614	20.3%
- Annual Recurring Revenue (ex-carry)	455	493	509	518	559	23.0%
- Carry Income	56	61	110	87	55	-
Transaction & Brokerage Income	152	209	186	230	208	37.3%
Revenue from Operations	662	763	806	835	822	24.2%
Other Income	63	51	20	-55	47	-
Total Revenue	725	813	826	780	870	20.0%
Costs	351	400	399	418	446	27.1%
<i>Employee Costs</i>	255	285	282	301	328	28.7%
<i>Admin and Other Costs</i>	96	115	117	117	118	22.7%
Operating PBT	311	363	407	417	376	21.0%
PBT	374	413	427	363	424	13.3%
PAT	287	316	331	292	330	14.8%
Cost to Income	48.4%	49.2%	48.3%	53.5%	51.3%	-
ARR as % of Total Op. Revenue	77%	73%	77%	72%	75%	-
Tangible Net Worth	5,693	6,195	6,327	6,722	6,882	-
Earnings per Share - Basic (INR)	7.2	7.8	8.1	7.1	8.1	-
Return on Equity	14.9%	13.8%	14.0%	12.3%	13.3%	-
Return on Tangible Equity	19.6%	20.6%	21.0%	18.1%	19.4%	-

Capital Allocation & Dividend History

Net Worth (INR Crs)

Wealth Management	1,404
Asset Management	1,655
Fixed Assets	374
Lending	3,449
(A) Tangible	6,822
(B) Goodwill + Intangibles	3,109
Net Worth (A+B)	9,991

Consistent Dividend History

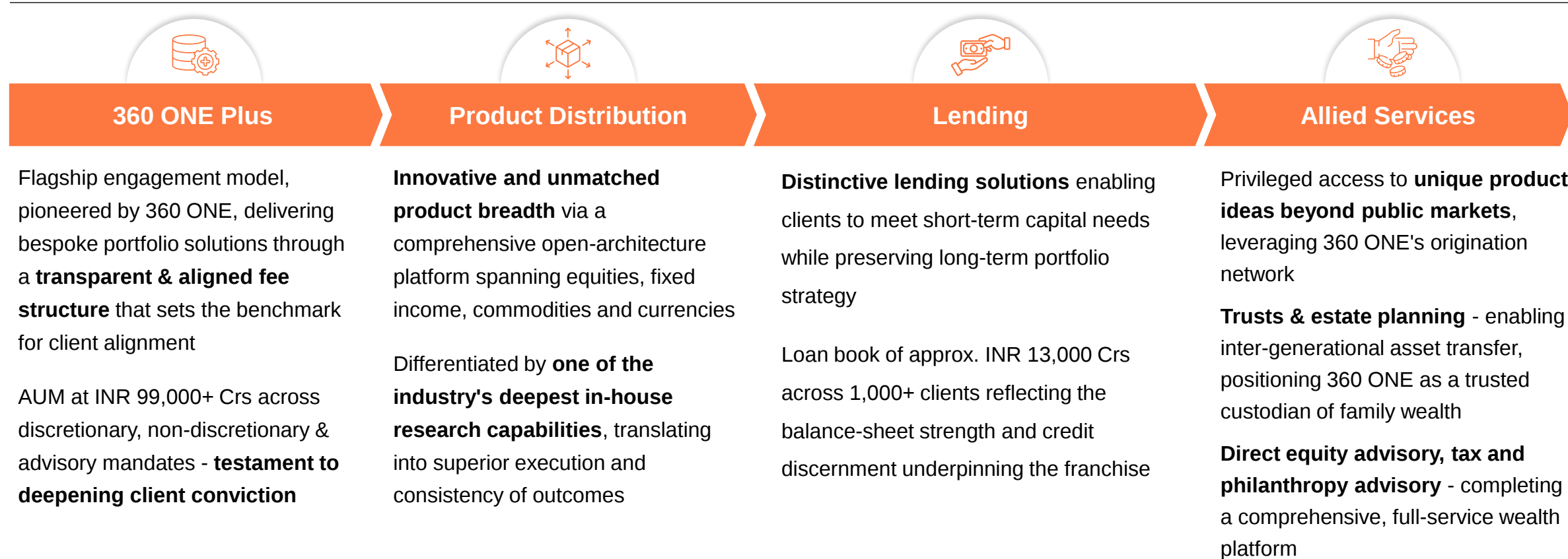
	INR / share
Total FY22	13.8
Total FY23	17.3
Total FY24	16.5
Total FY25	6.0
Total FY26	12.0
Total FY27 till date	6.0
First Interim Dividend (April 2026)	6.0
Q1 FY27: RoE - 13.3% Tangible RoE - 19.4%	

Wealth Management



360 ONE Wealth - Amongst India's Most Trusted Wealth Management Brand

Servicing 8,900+ clients



Exclusive strategic collaboration with UBS - a global endorsement of the franchise, unlocking cross-platform synergies

Bi-directional client referrals

Cross-platform product access

Best-practice exchange in Wealth

Key Quarterly Financial Highlights

P/L Summary (INR Crs)	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27	YoY%
Total Wealth AUM (ex-custody)	4,05,995	4,20,898	4,36,697	4,20,608	4,74,159	16.8%
Wealth ARR AUM	1,94,773	2,03,208	2,18,957	2,16,734	2,41,896	24.2%
<i>360 ONE Plus (DPMS / NDPMS-RIA)</i>	<i>71,073</i>	<i>74,108</i>	<i>83,678</i>	<i>85,039</i>	<i>99,105</i>	<i>39.4%</i>
<i>Distribution Assets</i>	<i>1,15,988</i>	<i>1,18,757</i>	<i>1,24,653</i>	<i>1,19,666</i>	<i>1,29,849</i>	<i>11.9%</i>
<i>Lending Book</i>	<i>7,711</i>	<i>10,342</i>	<i>10,628</i>	<i>12,028</i>	<i>12,942</i>	<i>67.8%</i>
Transaction & Broking (TBR ex-custody)	2,11,222	2,17,690	2,17,740	2,03,875	2,32,263	10.0%
Average ARR AUM	1,73,204	1,96,880	2,06,990	2,16,904	2,30,145	32.9%
ARR Retention	0.78%	0.72%	0.79%	0.74%	0.71%	-
ARR Net Flows	19,977	9,322	10,321	6,957	13,379	-
Average TBR AUM	1,99,377	2,13,882	2,15,829	2,10,720	2,18,090	9.4%
TBR Retention	0.31%	0.39%	0.34%	0.44%	0.38%	-
<i>Annual Recurring Revenue</i>	<i>339</i>	<i>358</i>	<i>415</i>	<i>396</i>	<i>406</i>	<i>19.9%</i>
<i>Transaction & Brokerage Income</i>	<i>152</i>	<i>209</i>	<i>186</i>	<i>230</i>	<i>208</i>	<i>37.3%</i>
Revenue from Operations	490	567	601	626	614	25.3%
Costs	275	317	318	331	355	29.1%
Operating PBT	216	250	283	295	260	20.5%
Custody AUM	1,65,385	1,58,611	1,75,752	1,58,678	2,02,456	22.4%

Financial Snapshot

Particulars (INR Crs)	ARR AUM		ARR Net Flows		ARR Revenue		ARR Retention	
	Q4 FY26	Q1 FY27	Q4 FY26	Q1 FY27	Q4 FY26	Q1 FY27	Q4 FY26	Q1 FY27
Wealth Management	2,16,734	2,41,896	6,957	13,379	396	406	0.74%	0.71%

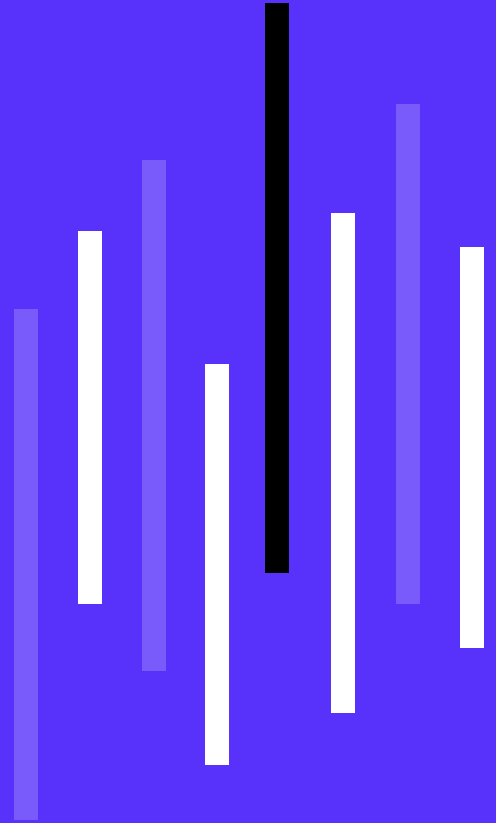
Particulars (INR Crs)	UHNI Segment		HNI Segment		Mass Affluent		Institutional		Total	
	Q4 FY26	Q1 FY27	Q4 FY26	Q1 FY27	Q4 FY26	Q1 FY27	Q4 FY26	Q1 FY27	Q4 FY26	Q1 FY27
Revenue from Operations	554	527	5	7	10	10	57	70	626	614
<i>ARR Revenue</i>	377	385	4	6	6	5	9	10	396	406
<i>TBR Revenue</i>	177	143	1	1	5	5	47	60	230	208
Cost	246	264	21	20	19	17	27	41	313	342
Operating Profit before Taxes (OPBT)	309	264	-17	-13	-9	-7	30	29	313	272

* OPBT excludes acquisition related exceptional employment costs

Business Snapshot

Products (INR Crs)	ARR AUM Build up - Q1 FY27		Revenue Build up - Q1 FY27		
	Opening AUM	Closing AUM	Average AUM	Retentions	Revenue
Total ARR	2,16,734	2,41,896	2,30,145	0.71%	406
360 ONE Plus	85,039	99,105	92,709	0.26%	60
<i>Discretionary (PMS)</i>	<i>12,133</i>	<i>13,013</i>	<i>12,761</i>	<i>0.35%</i>	<i>11</i>
<i>Non-discretionary (RIA / PMS)</i>	<i>72,906</i>	<i>86,093</i>	<i>79,948</i>	<i>0.24%</i>	<i>48</i>
Distribution Assets Earning Trail Fees	1,19,666	1,29,849	1,24,740	0.60%	186
<i>Mutual Funds</i>	<i>60,603</i>	<i>65,608</i>	<i>63,242</i>	<i>0.38%</i>	<i>60</i>
<i>Managed Accounts</i>	<i>59,064</i>	<i>64,241</i>	<i>61,498</i>	<i>0.82%</i>	<i>126</i>
Lending Book	12,028	12,942	12,696	5.07%	161

Asset Management



360 ONE Asset - Pioneer & Leader in Alternate Asset Management in India

Focused on Product Innovation, Institutional Mandates & Domestic Distribution

PUBLIC MARKETS INR 45,698 Crs



Institutional Mandates



PMS



Mutual Funds



Listed Equity AIFs

ALTERNATES INR 54,441 Crs



Private Equity



Private Credit



Real Assets



Renewables

360 ONE Asset's strategies span the full spectrum - from public markets to nuanced high-conviction ideas in private space.

Just as domestic capital transformed public equity over the last decade, it is now scaling into alternatives with real momentum.

As global investors re-focus on India, 360 ONE Asset is distinctively positioned to lead the next phase of growth

Total AUM: INR 1,00,139 Crs across various strategies (as of June 30, 2026)



Consistent Performance Track Record



Strong team of 80+ Investment professionals across strategies

Key Quarterly Financial Highlights

P/L Summary (INR Crs)	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27	YoY%
Total Asset Management AUM	92,544	92,116	98,949	95,206	1,00,139	8.2%
<i>Alternative Investment Fund</i>	<i>45,141</i>	<i>45,473</i>	<i>50,934</i>	<i>52,533</i>	<i>56,294</i>	<i>24.7%</i>
<i>Discretionary PMS</i>	<i>34,644</i>	<i>33,572</i>	<i>34,536</i>	<i>30,184</i>	<i>29,835</i>	<i>-13.9%</i>
<i>Mutual Fund</i>	<i>12,759</i>	<i>13,071</i>	<i>13,480</i>	<i>12,489</i>	<i>14,009</i>	<i>9.8%</i>
Average ARR AUM	86,993	93,828	95,612	99,015	1,00,660	15.7%
ARR Retention	0.79%	0.83%	0.85%	0.86%	0.83%	-
ARR Net Flows	973	1,860	4,437	2,028	-2,564	-
<i>Annual Recurring Revenue</i>	<i>172</i>	<i>196</i>	<i>205</i>	<i>209</i>	<i>208</i>	<i>21.1%</i>
Costs	77	83	81	87	92	19.8%
Operating PBT	95	112	124	122	116	22.1%

Financial Snapshot

Particulars (INR Crs)	ARR AUM		ARR Net Flows		ARR Revenue		ARR Retention	
	Q4 FY26	Q1 FY27	Q4 FY26	Q1 FY27	Q4 FY26	Q1 FY27	Q4 FY26	Q1 FY27
Asset Management	95,206	1,00,139	2,028	-2,564	209	208	0.86%	0.83%

Particulars (INR Crs)	Asset Management					
	Alternates		Public Markets		Total	
	Q4 FY26	Q1 FY27	Q4 FY26	Q1 FY27	Q4 FY26	Q1 FY27
Revenue from Operations	148	142	61	66	209	208
<i>ARR Revenue - Management Fee</i>	99	110	61	66	160	176
<i>ARR Revenue - Carried Interest</i>	49	32	-	-	49	32
Cost	51	54	36	38	87	92
Operating Profit before Taxes (OPBT)	97	88	25	28	122	116

Business Snapshot

Products (INR Crs)	ARR AUM Build up - Q1 FY27		Revenue Build Up - Q1 FY27		
	Opening AUM	Closing AUM	Average AUM	Retentions	Revenue
Total ARR	95,206	1,00,139	1,00,660	0.83%	208
Alternate Investment Manager	52,533	56,294	55,088	1.08%	148
<i>Listed Equity</i>	<i>4,448</i>	<i>4,974</i>	<i>4,801</i>	<i>1.12%</i>	<i>13</i>
<i>Private Equity</i>	<i>27,724</i>	<i>29,494</i>	<i>28,829</i>	<i>1.46%</i>	<i>105</i>
<i>Credit & Real Assets</i>	<i>13,699</i>	<i>14,575</i>	<i>14,403</i>	<i>0.64%</i>	<i>23</i>
<i>Customized Multi-Asset</i>	<i>6,661</i>	<i>7,251</i>	<i>7,055</i>	<i>0.39%</i>	<i>7</i>
Discretionary Portfolio Manager	30,184	29,835	32,139	0.46%	37
<i>Standardized</i>	<i>7,867</i>	<i>8,237</i>	<i>8,305</i>	<i>0.79%</i>	<i>16</i>
<i>Institutional Mandates</i>	<i>22,316</i>	<i>21,599</i>	<i>23,834</i>	<i>0.35%</i>	<i>21</i>
Mutual Fund Manager	12,489	14,009	13,433	0.68%	23
<i>Listed Equity</i>	<i>9,171</i>	<i>10,469</i>	<i>10,043</i>	<i>0.79%</i>	<i>20</i>
<i>Debt & Hybrid</i>	<i>1,697</i>	<i>1,794</i>	<i>1,748</i>	<i>0.58%</i>	<i>2.5</i>
<i>Liquid Funds</i>	<i>1,621</i>	<i>1,747</i>	<i>1,642</i>	<i>0.14%</i>	<i>0.6</i>

Awards & Recognitions - Reinforcing our Leadership Position

200+ AWARDS IN 18 YEARS - A TESTAMENT TO THE TRUST OF OUR CLIENTS AND OUR COMMITMENT TO EXCELLENCE

BEST INDEPENDENT WEALTH MANAGER - INDIA

BEST FOR SUCCESSION PLANNING - INDIA

BEST FOR FAMILY OFFICE SERVICES - INDIA

BEST PRIVATE EQUITY OFFERING

BEST PRIVATE BANK - INDIA

BEST PRIVATE CREDIT DEAL (WINNER)

BEST PRIVATE BANK FOR REAL ASSETS

BEST CSR INITIATIVE BY A PRIVATE BANK

TRIPLE A AWARDS 2025 PRIVATE CAPITAL

ACHIEVEMENT AWARDS FinanceAsia 2025

2025 ASIAN PRIVATE BANKER 15th AWARDS FOR DISTINCTION
BEST DOMESTIC PRIVATE BANK AI ADOPTION & DIGITAL INNOVATION

EUROMONEY PRIVATE BANKING AWARDS 2026 INDIA
BEST FOR DISCRETIONARY PORTFOLIO MANAGEMENT

PRIVATE BANKING AWARDS 2023 ASIAMONEY

THE 2018 DMA ASIA ECHO AWARDS
Presented by DMA CREACTEFFECT AWARDS

WealthForum Advisor Awards 2013

Great Place To Work Certified
MAY 2025-MAY 2026 INDIA

ASIAMONEY POLLS 2015

Citi.co AWARDS 2016

THE DIGITAL BANKER Digital CX AWARDS 2024
BEST PRIVATE BANK FOR DIGITALLY EMPOWERING RMS

World Finance 2016 alternative investment

transform awards asia

INDIA HR SUMMIT & AWARDS 2023

WORLD PRIVATE BRANDS & LEADERS 2017-18

Branches Multi Group 19th Anniversary 2018

EUROMONEY PRIVATE BANKING AWARDS 2024

COUNTRY AWARDS 2018 ASIAMONEY

PRIVATE BANKER INTERNATIONAL

WIFPM

UTI FINANCIAL ADVISOR AWARDS 2013-14

ASIAN PRIVATE BANKER AWARDS FOR DISTINCTION 2015
Best Domestic Private Bank - India

INDIA WEALTH AWARDS 2018

WOW AWARDS ASIA

GLOBAL Private Banker WEALTHTECH AWARDS 2024

Link to Download Data Book

Data reported across previous quarters is now continued to be reported in a Data Book, maintained in an excel format on our website. The Link for the data book is hosted below.

Contents of the Data Book:

1	Consolidated Data	2	Segmental - Wealth Management	3	Segmental - Asset Management	4	Consolidated Business Summary - Quarter
5	Capital Allocation	6	Annexure 1 - Annual	7	Annexure 2 - Quarterly		

[Click here to access the Databook](#)

Annexure

Consolidated - Key Annual Highlights

P/L Summary (INR Crs)	FY21	FY22	FY23	FY24	FY25	FY26	CAGR %
Total AUM	2,46,083	3,27,237	3,40,834	4,66,909	5,81,498	6,74,492	22%
<i>Wealth Management AUM</i>	<i>2,08,711</i>	<i>2,71,663</i>	<i>2,82,536</i>	<i>3,94,661</i>	<i>4,97,104</i>	<i>5,79,286</i>	<i>23%</i>
<i>Asset Management AUM</i>	<i>37,372</i>	<i>55,574</i>	<i>58,298</i>	<i>72,248</i>	<i>84,395</i>	<i>95,206</i>	<i>21%</i>
Closing ARR AUM	95,652	1,38,308	1,54,000	2,00,419	2,46,828	3,11,940	27%
Average ARR AUM	74,542	1,20,110	1,41,326	1,73,945	2,31,610	2,92,356	31%
ARR Retention	0.78%	0.77%	0.82%	0.76%	0.73%	0.78%	-
ARR Net Flows	-	32,985	21,884	16,136	25,974	55,875	-
Annual Recurring Revenue	580	921	1,165	1,327	1,701	2,289	32%
- Annual Recurring Revenue (ex-carry)	580	910	1,044	1,221	1,599	1,975	28%
- Carry Income	-	11	121	106	102	313	-
Transaction & Brokerage Income	335	477	400	519	744	777	18%
Revenue from Operations	915	1,398	1,565	1,846	2,446	3,066	27%
Other Income	137	137	4	119	206	79	-
Total Revenue	1,053	1,535	1,569	1,965	2,652	3,144	24%
Costs	568	784	718	956	1,218	1,568	23%
<i>Employee Costs</i>	<i>417</i>	<i>602</i>	<i>520</i>	<i>709</i>	<i>912</i>	<i>1,123</i>	<i>22%</i>
<i>Admin and Other Costs</i>	<i>150</i>	<i>183</i>	<i>198</i>	<i>247</i>	<i>306</i>	<i>445</i>	<i>24%</i>
Operating PBT	348	614	847	889	1,228	1,498	34%
PBT	485	751	850	1,009	1,317	1,577	27%
PAT	369	582	668	802	1,015	1,225	27%
Cost to Income	53.9%	51.1%	45.8%	48.7%	45.9%	49.9%	-
ARR as % of Total Op. Revenue	63%	66%	74%	72%	70%	75%	-
Earnings per Share - Basic (INR)	10.6	16.4	18.5	22.5	27.1	30.2	-
Dividend per Share (INR)	17.5	13.8	17.3	16.5	6.0	12.0	-
Return on Equity	12.5%	20.2%	22.0%	24.4%	20.7%	13.6%	-
Return on Tangible Equity	15.0%	24.7%	26.7%	30.1%	24.3%	19.3%	-

Wealth Management - Key Annual Highlights

P/L Summary (INR Crs)	FY21	FY22	FY23	FY24	FY25	FY26	CAGR %
Total Wealth AUM (ex-custody)	1,69,672	2,06,170	2,16,045	2,66,892	3,51,321	4,20,608	20%
Wealth ARR AUM	58,280	82,733	95,702	1,28,171	1,62,433	2,16,734	30%
<i>360 ONE Plus (DPMS / NDPMS-RIA)</i>	<i>21,622</i>	<i>26,600</i>	<i>29,132</i>	<i>44,781</i>	<i>62,212</i>	<i>85,039</i>	<i>32%</i>
<i>Distribution Assets</i>	<i>33,038</i>	<i>51,815</i>	<i>61,203</i>	<i>76,960</i>	<i>91,448</i>	<i>1,19,666</i>	<i>29%</i>
<i>Lending Book</i>	<i>3,620</i>	<i>4,318</i>	<i>5,367</i>	<i>6,430</i>	<i>8,773</i>	<i>12,028</i>	<i>27%</i>
Transaction & Broking (ex-custody)	1,11,392	1,23,437	1,20,343	1,38,720	1,88,888	2,03,875	13%
Average ARR AUM	46,105	70,898	84,697	1,08,609	1,50,110	1,98,494	34%
ARR Retention	0.83%	0.79%	0.84%	0.78%	0.73%	0.76%	-
ARR Net Flows	-	21,028	16,449	15,714	22,334	46,576	-
Average TBR AUM	1,10,108	1,24,654	1,20,590	1,30,818	1,58,213	2,09,952	14%
TBR Retention	0.30%	0.38%	0.33%	0.40%	0.47%	0.37%	-
No. of relevant clients	6,707	6,833	6,850	7,195	7,527	8,576	-
- No. of clients (AUM > INR 10 Crs)	1,825	2,222	2,314	2,750	3,324	3,777	-
No. of Team Leaders	61	64	65	94	90	92	-
No. of Relationship Managers	188	164	141	152	128	163	-
<i>Annual Recurring Revenue</i>	<i>382</i>	<i>561</i>	<i>711</i>	<i>844</i>	<i>1,101</i>	<i>1,507</i>	<i>32%</i>
<i>Transaction & Brokerage Income</i>	<i>335</i>	<i>477</i>	<i>400</i>	<i>519</i>	<i>744</i>	<i>777</i>	<i>18%</i>
Revenue from Operations	718	1,038	1,110	1,362	1,845	2,284	26%
Costs	447	613	527	719	950	1,240	23%
Operating PBT	270	425	583	643	896	1,045	31%
Custody AUM	39,039	65,493	66,491	1,27,769	1,45,782	1,58,678	-

Asset Management - Key Annual Highlights

P/L Summary (INR Crs)	FY21	FY22	FY23	FY24	FY25	FY26	CAGR %
Total Asset Management AUM	37,372	55,574	58,298	72,248	84,395	95,206	21%
<i>Alternative Investment Fund</i>	<i>23,700</i>	<i>32,550</i>	<i>34,770</i>	<i>38,313</i>	<i>41,613</i>	<i>52,533</i>	<i>17%</i>
<i>Discretionary PMS</i>	<i>11,196</i>	<i>18,505</i>	<i>18,642</i>	<i>24,355</i>	<i>31,296</i>	<i>30,184</i>	<i>22%</i>
<i>Mutual Fund</i>	<i>2,476</i>	<i>4,519</i>	<i>4,886</i>	<i>9,580</i>	<i>11,486</i>	<i>12,489</i>	<i>38%</i>
Average ARR AUM	28,437	49,211	56,629	65,336	81,500	93,862	27%
ARR Retention	0.70%	0.73%	0.80%	0.74%	0.74%	0.83%	-
ARR Net Flows	8,957	11,957	5,435	421	3,640	9,299	-
No. of Folios	84,009	1,65,063	1,67,832	1,89,366	2,29,360	2,51,836	-
No. of Investment Professionals	34	46	47	62	72	81	-
<i>Annual Recurring Revenue</i>	<i>198</i>	<i>360</i>	<i>455</i>	<i>483</i>	<i>600</i>	<i>781</i>	<i>32%</i>
Costs	121	171	191	238	268	328	22%
Operating PBT	77	189	263	246	332	454	43%

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