

## PRESS RELEASE

### Asit C Mehta Financial Services Limited Announces Financial Results For the Quarter and Half year ended September 30, 2023

For Q2 FY24, Consolidated Total Revenue stood at Rs. 12.32 crores up by 60.21% over the same quarter last year, series of acquisitions and new initiative under way.

**November 09, 2023, Mumbai:** Asit C Mehta Financial Services Limited (ACMFSL), a leading technology led integrated financial services organization having presence across Stock Broking, Portfolio Management Services, Wealth Management and FINTECH announced its financial results for the Quarter and Half Year ended September 30, 2023, pursuant to the Board Meeting held on November 09, 2023. ACMFSL has presence across the country through a network of Business Associates and Market Agents.

- The Consolidated Revenue from operations for H1 FY24 stood at Rs. 20.39 crores as compared to 15.05 crores during the H1 FY23, and
- Revenue from stock broking and allied services registered a growth of 35% during H1FY24 standing at Rs. 17.23 crores as compared to Rs. 12.78 crores during the H1 FY23, which is primarily in sync with overall growth in cash market segment volumes and new customer acquisition.

#### **Consolidated Financial Performance Summary:**

INR in crores	Q2FY24	Q1FY24	Q2FY23	H1 FY24	H1 FY23	FY23
Revenue	12.32	8.07	7.69	20.39	15.05	33.83
Employee expenses	4.12	3.71	2.98	7.83	5.99	11.44
Finance costs	2.93	2.75	2.39	5.68	4.75	10.17
Depreciation	0.38	0.39	0.90	0.78	1.78	1.56
Other expenses	7.24	5.70	5.10	12.95	9.24	21.00
PBT	(2.35)	(4.48)	(3.68)	(6.84)	(6.70)	(10.34)
PAT	(2.36)	(4.38)	(3.63)	(6.74)	(6.69)	(9.31)

#### **Key initiatives undertaken for growth:**

During Q2, the management continued focus on identifying and materializing the next phase of growth levers for the Company. All the levers identified in the last couple of quarters were put to action. The Company is in advance stage of closing series of acquisitions, recruited C-level executives, and adding new product segments. All these efforts require us to incur additional costs on account of recruitment of new team members, branding, marketing and promotions, enhancing presence across the targeted geographies, develop technologies, among others.

Following is summary of certain key initiatives:

- **Enhancing the Institutional Equities Business:** The Company has set up a dedicated institutional research desk to service Institutional clients better. We expect growth in institutional dealing vertical due to improvement in our grading amongst institutions. We have also recruited senior-level team members in Institutional sales division. We have also added AIF and IPO anchor investment products to our institutional product basket. The emphasis on regular institutional business continues by providing research and corporate advisory.
- **Growth of Mutual Fund Distribution AUM:** To grow the MF distribution AUM, the Company is working on organic and in-organic initiatives. We are close to Rs. 500 cr AUM through retail sales and acquisition of AUM from small mutual fund distributors. Several dialogues are on with mutual fund distributors with small businesses to merge with us for operational and compliance convenience.

- **Wealth Management services:** This line of business has contributed with establishing wealth management and distribution desk for HNI investors. The distribution team has distributed Category 2 AIF fund as well as debt paper to retail and HNI investors.
- **Tie-up with Banks:** Our tie-up with BOI has got a new impetus since BOI has agreed to market 3-1 accounts which will help us reach 11 crores of customers of BOI. We have also tied up with two co-operative banks for distribution of mutual funds and other investment products to the bank's customers. These will be done seamlessly by bank customers giving mandates to the bank for funds transfer as is being done for various utility, insurance and investment services. We are in negotiation with several banks for similar tie ups.

**Deena Mehta, Director, ACMFSL and Managing Director of Subsidiary (providing financial services) said** "Q2 FY 2024 the quarter has seen improvement due to improved market conditions and recruitment of business development staff. The full potential has not been realized because of the increase in expenses by the Company. We hope to get better benefits out of our investment during the second half of the year. We also hope to encash on the synergies in strategic partnership with Pantomath Financial Service Group and its promoters.

For further information please visit [www.acmfsl.com](http://www.acmfsl.com)

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