

Ref: UTI/AMC/CS/SE/2021-22/099

Date: 29th July, 2021

National Stock Exchange of India Limited

Exchange Plaza Plot No. C/1
G Block Bandra-Kurla Complex
Bandra (East) Mumbai – 400 051
Scrip Symbol: UTIAMC

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai – 400 001
Scrip Code/Symbol: 543238/UTIAMC

Sub: Investors Presentation

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investors Presentation.

We request you to kindly take the aforesaid information on record and disseminate the same on your respective websites.

Thanking you,

For UTI Asset Management Company Limited

Arvind Patkar
Company Secretary and Compliance Officer



Encl.: As above

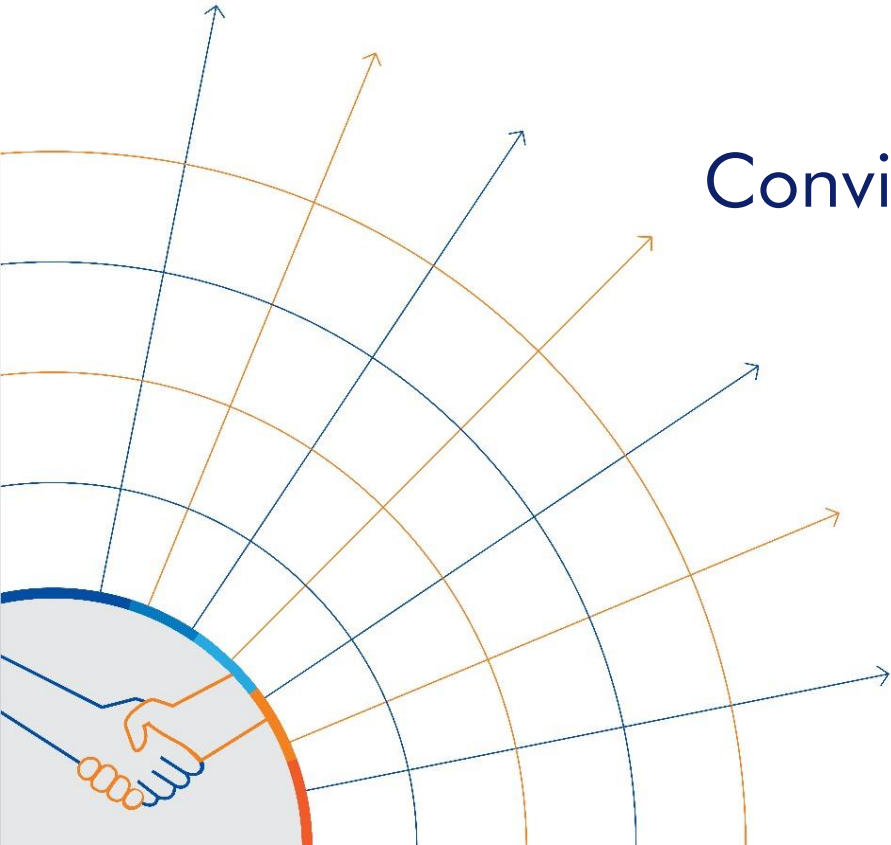


UTI Asset Management Company Limited

Investor Presentation

UTI Q1 FY21-22

Conviction Capabilities Commitment



Private and Confidential | Mumbai, India | June, 2021



Haq, ek behtar zindagi ka.

UTI AMC – A Customer Centric Global Asset Management Firm



Pioneer in India

- Oldest Mutual Fund in India
- First to launch Equity Mutual Fund, Unit Linked Insurance Plan, Children's Plan



12.01 Lakh Crore INR in AUM*

- Focused Solely on Investment Management and related services
- Presence across various business segments like Mutual Funds, Alternate Investment Funds, Retirement Business and Portfolio Management Services



97% Districts covered Across India

- Well spread presence through BDAs, MFDs, Banks, National Distributors and Fin-tech
- Partnering with 57,900+ MFDs
- Strong Penetration in B30 cities with high share



Presence across 37 Countries

- International Presence through UTI International
- Own Offices in Singapore, London, Dubai



Strong Governance practices

- Professionally managed listed company with no identifiable promoters
- Strong independent Board with 6 out of 10 members independent
- 2 Women Directors



Haq, ek behtar zindagi ka.

VISION



To be the most preferred Asset Manager

MISSION



Most trusted brand, admired by all stakeholders



The largest Money Manager with global presence



The best in class customer service provider



The most preferred employer



The most innovative wealth creator



A socially responsible organization, known for best corporate governance

Long - Term Success

Performance-driven with purpose



**Investment
Excellence**

Focus of our existence



**Investors
First**

Investors success leads to
our success



**Co-operation and
Collaboration**

Bringing out the best ideas



**Trust and
Mutual Respect**

Long Term relationships



**Thinking Long-
Term**

Can bring competitive
advantage

Our Continuous Endeavour is to

-  Build and retain highly competent and Motivated investment team across asset classes
-  Further build our distribution capabilities and strengthen existing relationship with our partners
-  Enhance our standing as a leader in Retirement and AIF business
-  Embed ESG principles across the firm to be admirable stewards of client / shareholder capital
-  Build excellent investment systems and processes.
-  Execute on key operations and technology initiatives to improve efficiency, security, and agility
-  Increase our International presence further

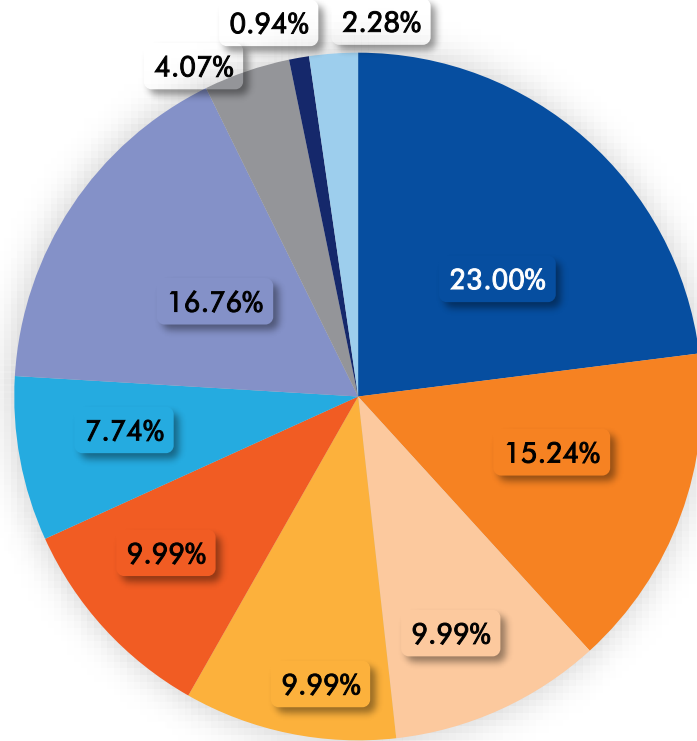


Achieve investment performance for our investors



Returns for our shareholders in the long term

A Healthy Mix of Shareholders



UTI AMC is a **professionally managed company** with no identifiable promoters



State Bank of India, Bank of Baroda and Life Insurance Corporation of India **divested their stake to below 10%**



T. Rowe Price International Ltd. – a global investment management firm is **largest shareholder**



Punjab National Bank, which has no other AMC business, has a **15.24% holding**



Haq, ek behtar zindagi ka.

Key Performance Indicators

 Assets Under Management	Total AUM* INR 12,00,882 Crore	MF QAAUM INR 1,87,210 Crore	Other AUM ^ INR 10,13,672 Crore
 Market Share	NPS AUM 28.60%	MF QAAUM 5.64%	Equity + Hybrid QAAUM 5.33%
 Profitability	Revenue 19% QoQ growth	EBITDA 25% QoQ growth	PAT 16% QoQ growth
 Flows & Folios	Gross Sales@ INR 1,56,365 Crore	SIP Gross Sales@ INR 1,009 Crore	Live folios 1.11 Crore

*Total AUM – QAAUM for UTI MF. Closing AUM as of June 30, 2021 for all other business

^ Other AUM: total Closing AUM as of June 30, 2021, for all other business except Mutual Funds

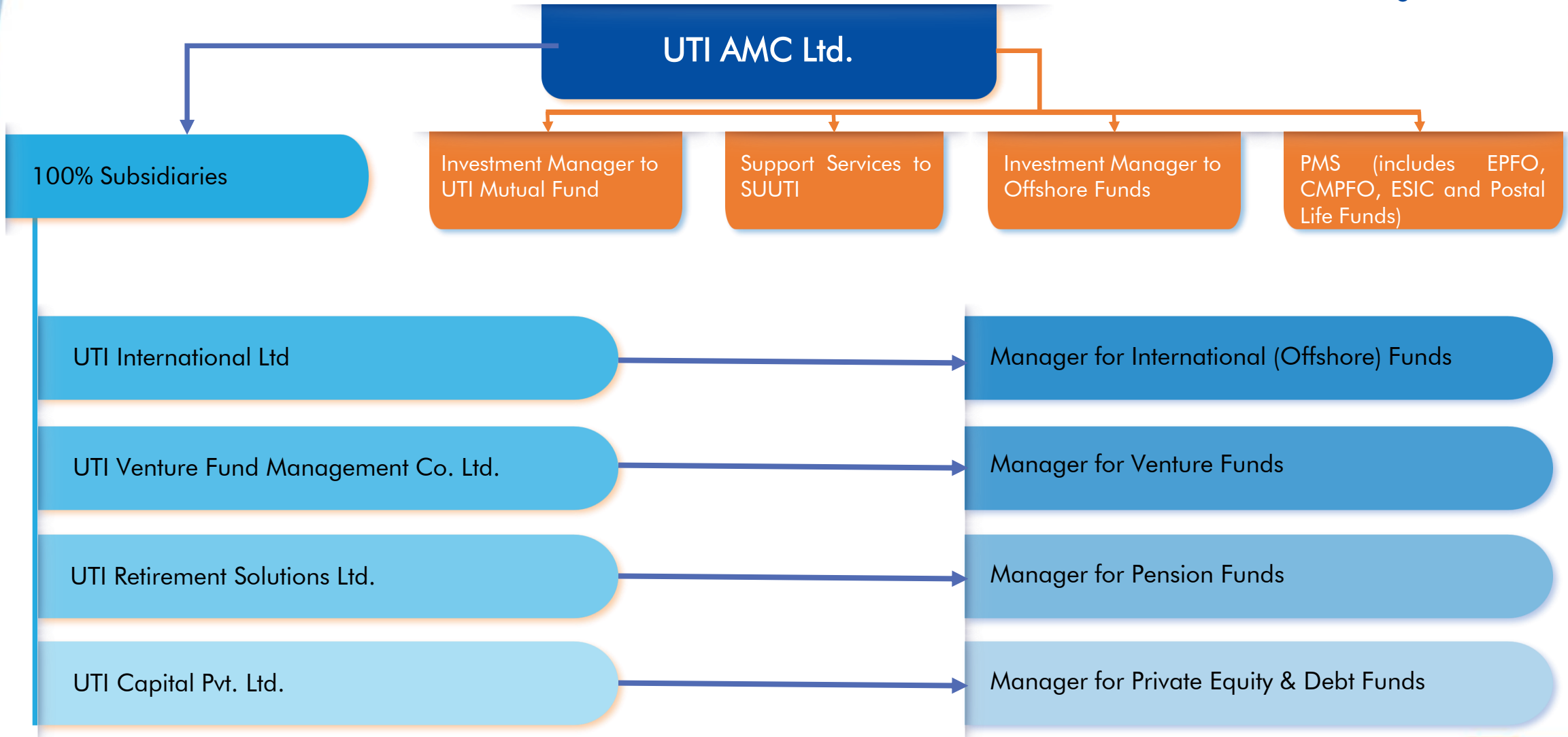
@For the Quarter

UTI Group

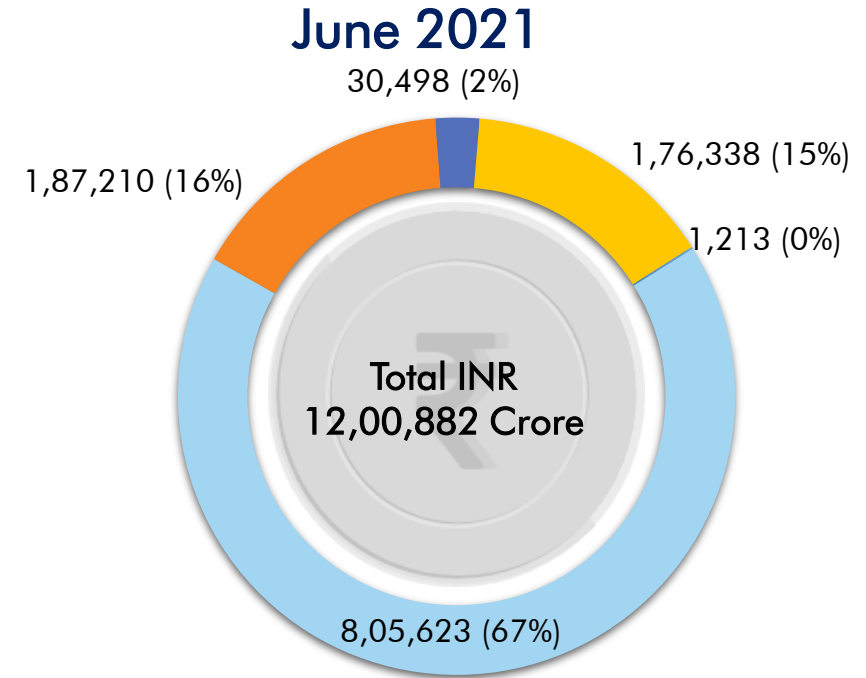
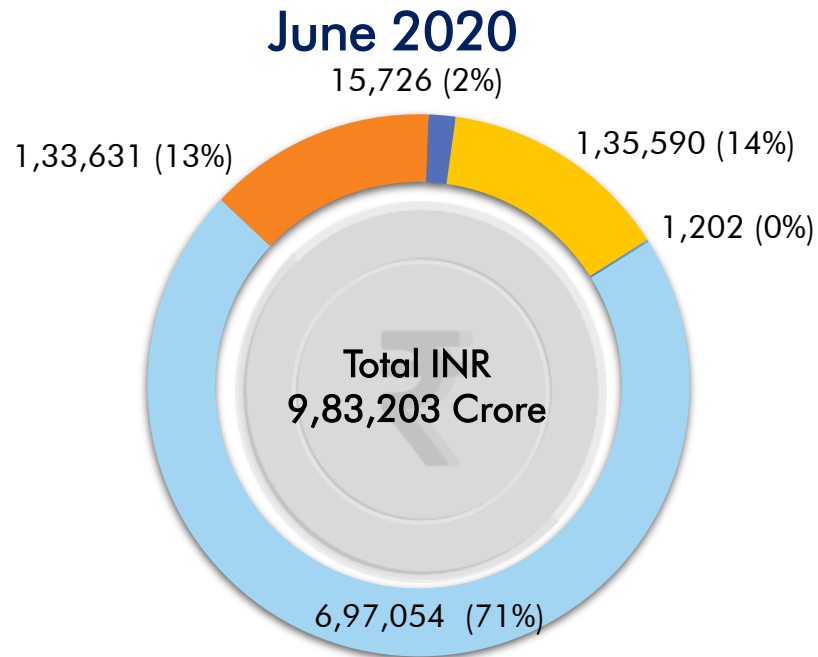


Haq, ek behtar zindagi ka.

UTI AMC Structure



UTI Group Assets Under Management have increased by 22%



■ UTI MF
 ■ PMS
 ■ UTI Capital
 ■ UTI RSL
 ■ UTI International Ltd.

Domestic MF Business for the quarter ended 30th June 2021



Equity INR 54,009 Crore



ETFs & Index INR 44,672 Crore



Liquid INR 43,184 Crore



Hybrid INR 23,471 Crore



Income INR 21,874 Crore



MF QAAUM INR 1,87,210 Crore



Haq, ek behtar zindagi ka.

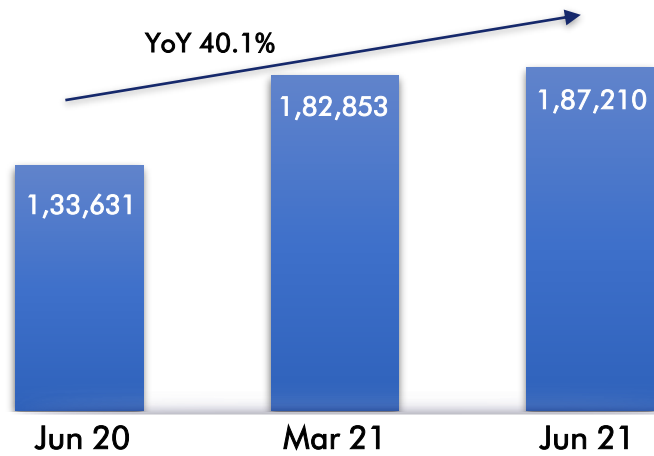
*Domestic MF Equity includes Equity + Hybrid+ ETFs and Index Funds

**Domestic MF Debt includes Income and Liquid Funds

Total Mutual Fund QAAUM has grown by 40% YOY

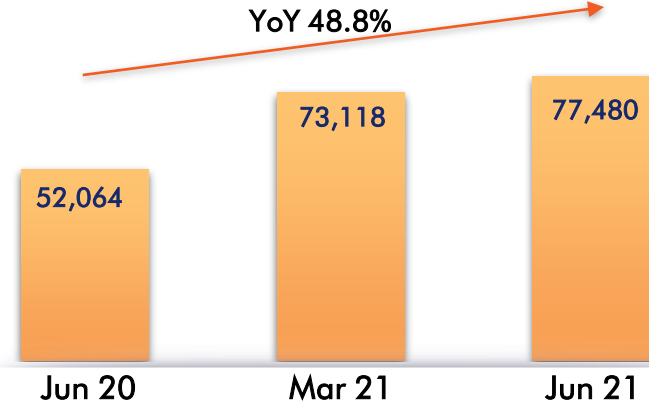
Total QAAUM

INR Crores

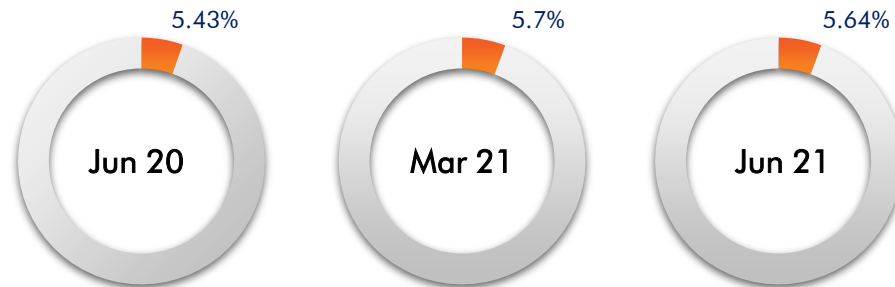


Equity + Hybrid QAAUM

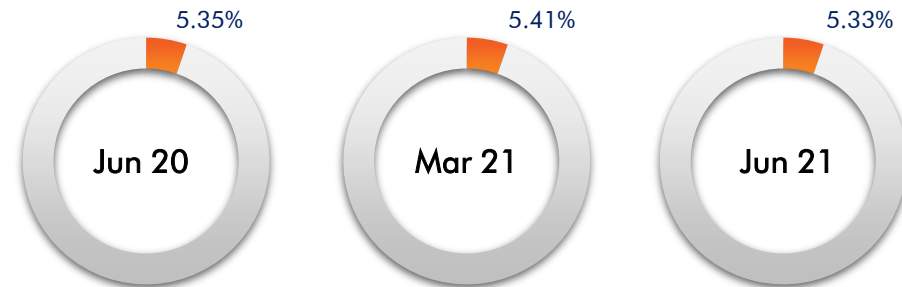
INR Crores



Market Share - Quarterly Average AUM



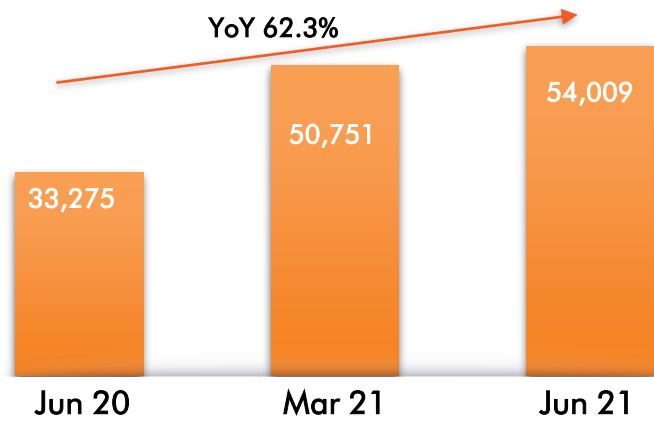
Market Share - Equity & Hybrid QAAUM



Equity and Hybrid – Cornerstones of Growth

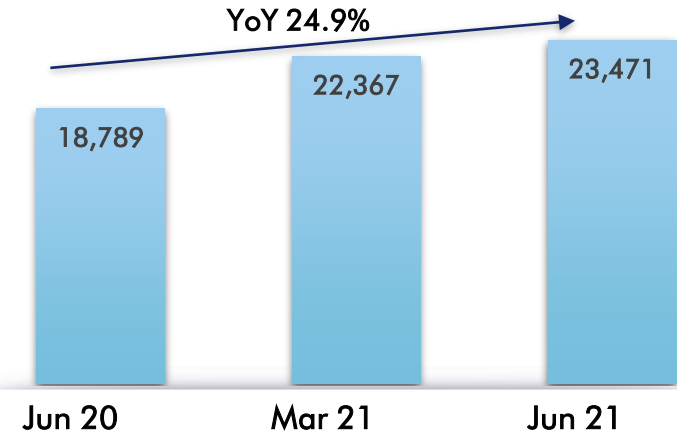
Equity QAAUM

INR Crores

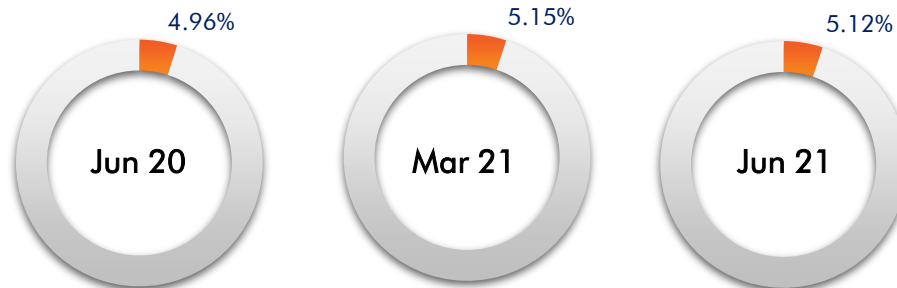


Hybrid QAAUM

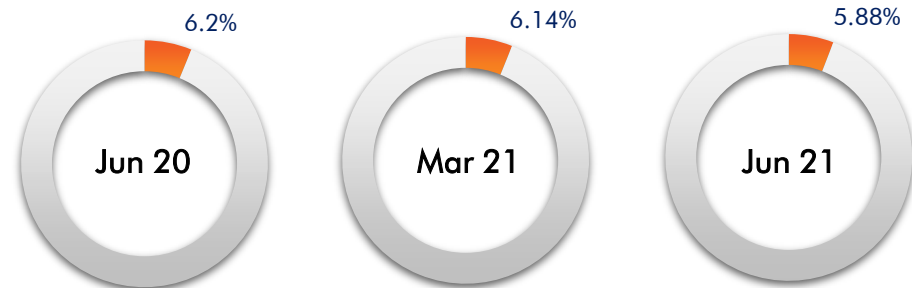
INR Crores



Market Share – Equity QAAUM



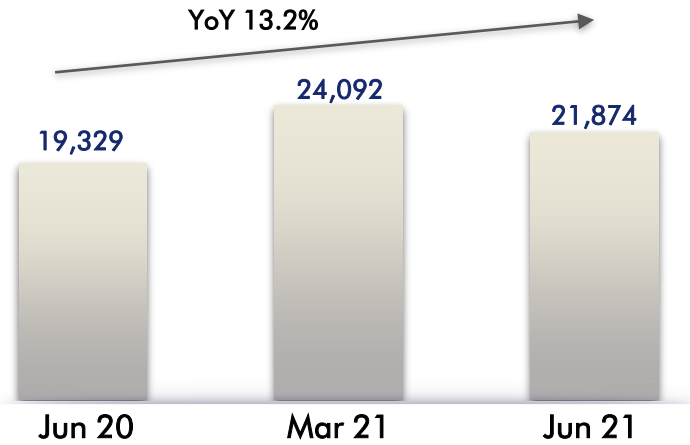
Market Share – Hybrid QAAUM



Income and Liquid QAAUM growing steadily

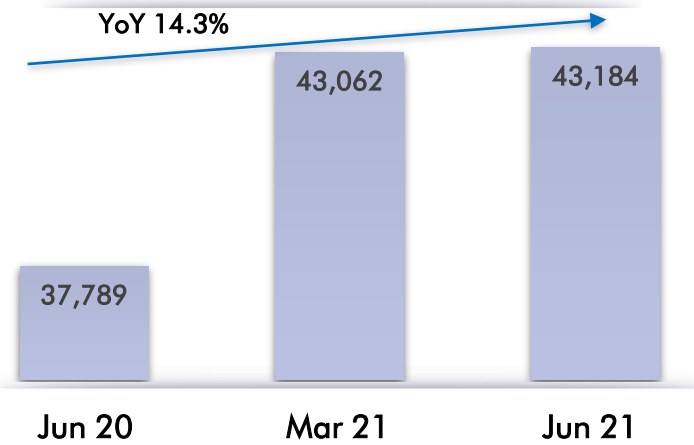
Income QAAUM

INR Crores



Liquid QAAUM

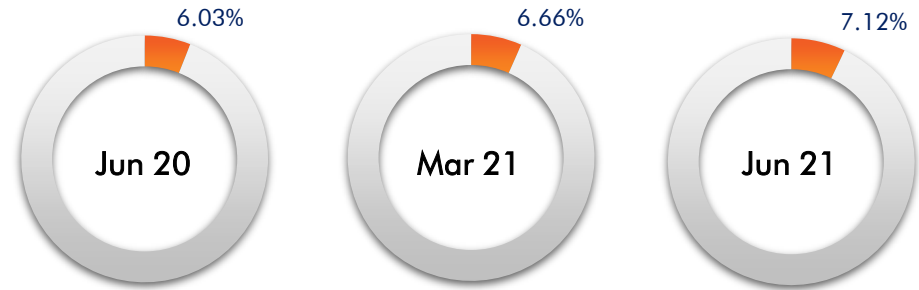
INR Crores



Market Share – Income QAAUM



Market Share – Hybrid QAAUM

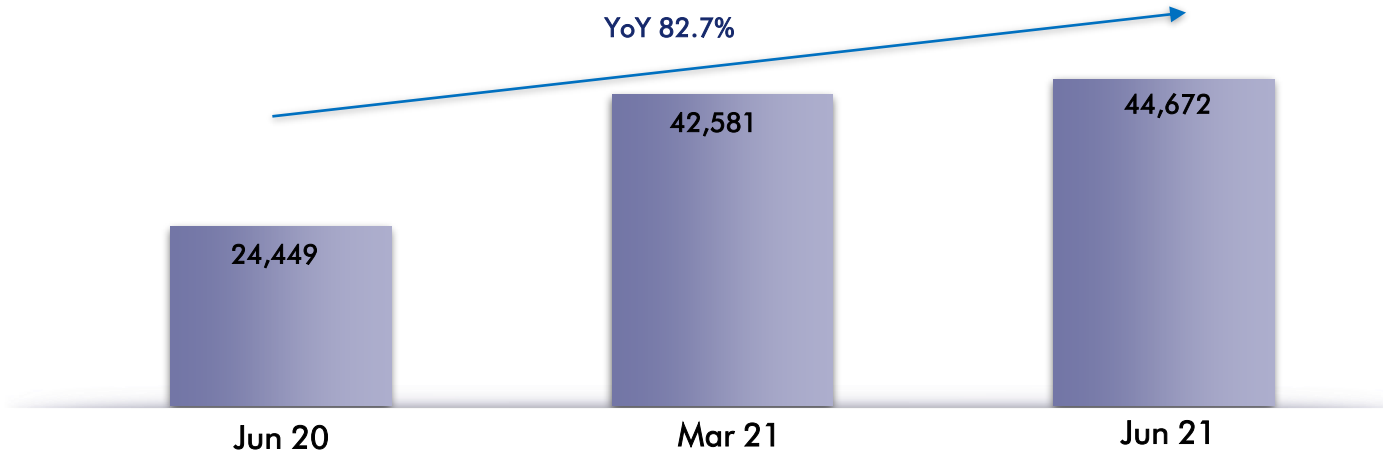


Passive Funds Gaining Traction

Index & ETFs QAAUM

INR Crores

YoY 82.7%

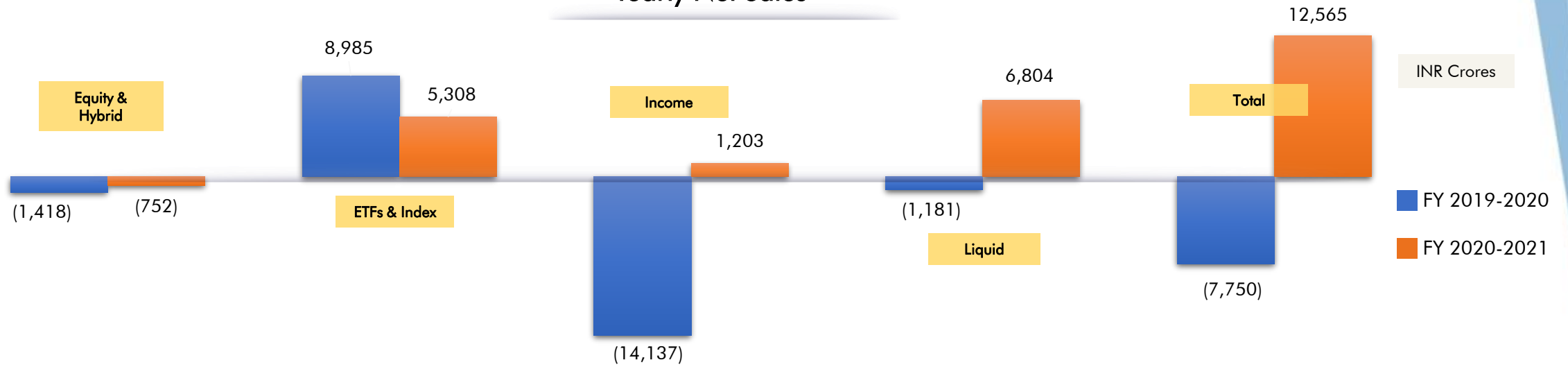


Market Share – Index & ETFs QAAUM

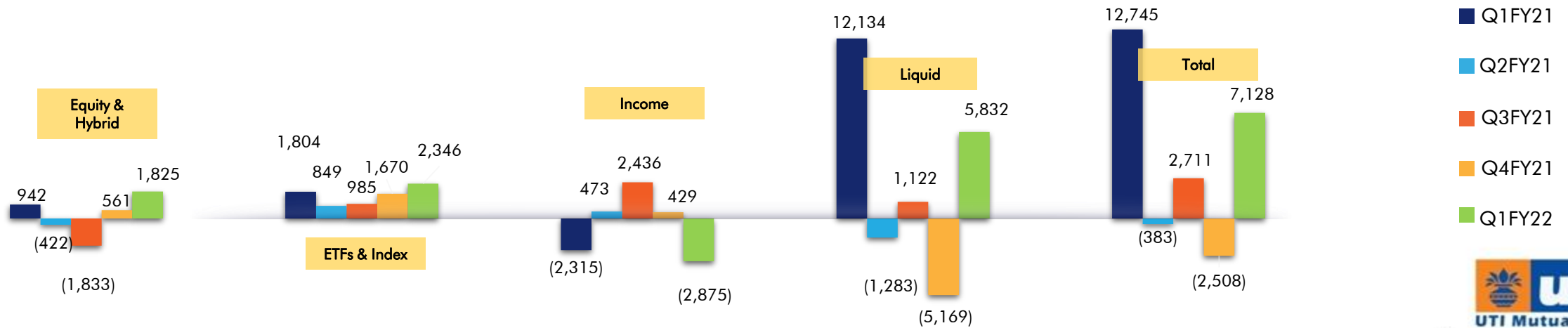


Trend in Net Sales

Yearly Net Sales



Quarterly Net Sales



Key Business Focus Areas

1

Focus on SIP
growth



3

Geographical
Spread Across
the Country



5

Strong
Financial
Results and
Balance Sheet



Prudent
Investment
Management
Process

2



Leveraging
Digital
Adoption

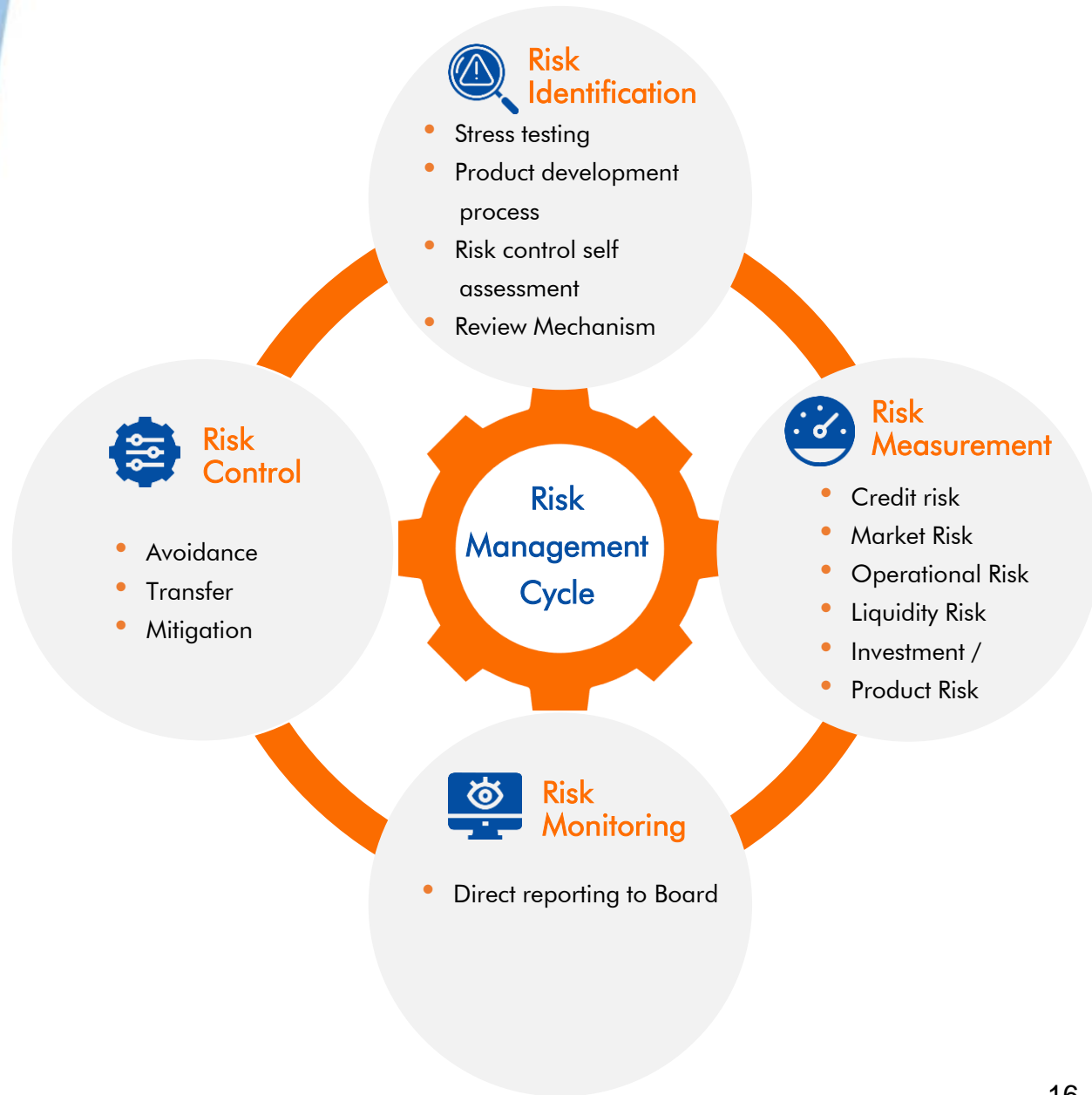
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Growth of
International,
Retirement and
Alternate
Business

6

1. a) Prudent Investment Management Policies



Control

- Internal & External Audit team, Regular Compliance Check, Dedicated Risk Management Team



Advisory

- Equity Research
- Debt & Macro Research



Decision Making

- Headed by : Equity Head & Fixed Income Head + Fund Managers



Fund Accounting

- Accounting Valuation & Net Asset Value (NAV)
- Corporate Action Follow-up & Recovery



Execution

- Equity Dealers, Money Market Dealers
- Debt Dealers & Primary Market Dealers

1. b) Investment Management Process



Equity Investment Process



Investment Process

- In house research team
- Proprietary framework – qualitative & quantitative
- Portfolio Construction



Diversity

- Diversity of styles with discipline
- Bound by the Investment process
- Risk guidelines



Team Culture

- Experienced and Professional team
- Emphasis on collaboration
- Interactive process - formal and informal



Performance Measurement

- Based on performance of fund against benchmark
- and peers over different time periods



Fixed Income Investment Process



Approach

- Key objective is yield and duration management
- Achieved through combination of top-down and bottom-up approaches



Research Process

- Takes into account both qualitative and quantitative factors, proprietary ratings and research methodologies
- Arrives at a universe of issuers in which to invest



Construct

- Portfolio constructed in the light of investment objectives and investment strategies
- Emphasis on risk, diversification and performance



Review

- Comprehensive review mechanism
- Supports the investment and divestment decisions of fund managers

Endeavour to deliver industry leading performance



Haq, ek behtar zindagi ka.

1. c) Embedding ESG considerations into our Investment Decisions

- At UTI AMC, we believe in promoting good Environment, Social & Governance (ESG) standards in the companies we invest in and consider this as an essential part of our ownership responsibilities.
- We have adopted a formal stewardship code, voting policy, have become PRI signatory (United Nations – Principles for responsible investment) and have engaged a third party ESG rating agency to provide us independent inputs to supplement our ESG assessment of the investee companies in our coverage universe.

Principles



Ethics



Respects and Promotes human rights



Transparency



Making an effort to restore environment



Accountability



Supports inclusive growth



Safety of Goods



Equitable Development



Sustainability throughout life cycle



Engaging with customers and providing value responsibly



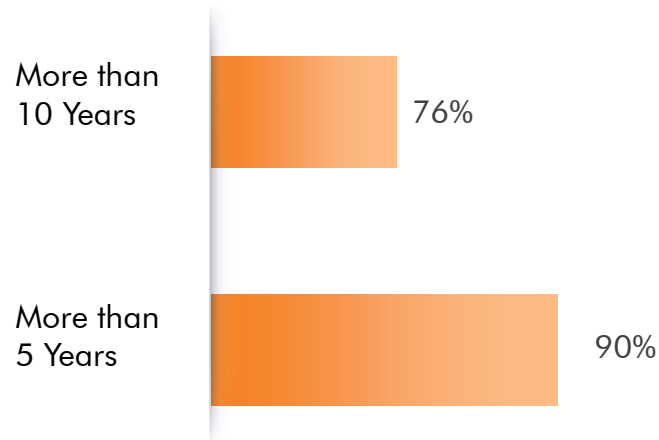
Promotes well being of employees



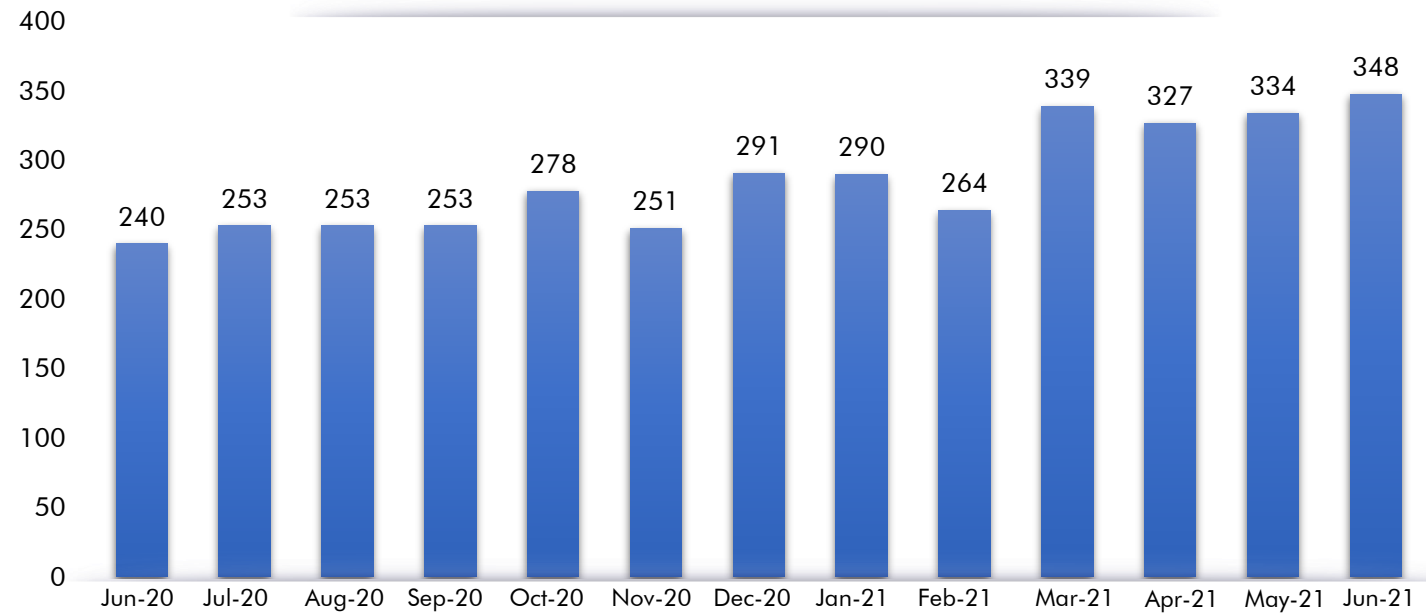
Respecting and Responding to the interest of stakeholders

2. SIP to remain the cornerstone for AUM performance

Long Tenure SIP Book⁽¹⁾



Monthly Gross SIP Inflow (INR Crores)



Our SIP AUM increased by INR 5,538 Crore, or 55.5%, from INR 9,985 Crore as of June 30, 2020 to **INR 15,523⁽²⁾ Crore as of June 30, 2021.**



Increasing the number of SIP-selling mutual fund distributors and their share of wallet is a particular priority for the sales engagement strategy.

Source: RTA Data. (1) As of June 30, 2021

(2) SIP folios with four consecutive SIP failure has been excluded.

3. a) Enabling Business Digitally

24x7 Digital Channels



- Access at your convenience anytime anywhere
- Website utimf.com & Mobile App for Investing, Enquiry and servicing
- Conversational Investing, Enquiry & Assistance through chatbot UNO & WhatsApp Interface
- 'Quick Invest' (Invest without Login) feature in Website for SIP & Lumpsum purchase.
- Website is PWA enabled

Assisted Journeys integrated



- Customer service for Product & Investment enquiry- Inbound, Outbound & Email support
- 24*7 available in 6 languages
- 'Chat with Agent' service for investors through Chatbot & WhatsApp
- Call-back to customers for on-demand Assistance & for failed transactions
- Outbound Voice Bot for reminding customers for pending actions

Building Community



- Active engagement on multiple touch points across Social Media channels
- UTI Swatantra- Investor Education Initiative <https://utiswatantra.utimf.com/>
- Content distribution- Infographics, blog post, videos, eBooks, GIF, surveys chatbot, FAQs etc.
- Launched 2 Investor Education campaigns- ELSS (Tax Saving) & Women Investors (Equal Right Equal Responsibilities).

Simplifying Life



- e-OTM- One-click Investment
- uSAVE- Liquid Account with Insta Redemption feature
- Digital KYC- Paperless and Contactless KYC process
- Missed Call services- Folio Enquiry, Call back
- Flexi Savings Plan- Schedule transactions
- 'Quick Pay' feature launched for failed or missed SIP and Lumpsum transactions
- Abandoned Cart feature launched for drop-off transactions, to start journey from where it was left

Partner Enablement



- UTI Buddy- Office-on-the-go App and web interface for MFDs.
- Online empanelment of MFDs
- Initiate transactions for investors to reduce sales cycle. Track AUM, Folio and Market updates
- API integrations with Partners and Aggregators.
- WhatsApp channel for Mutual Fund Distributors

Personalized and Contextual Journey



- Multi-media marketing platform for Email, SMS, Push Notifications etc.
- Delivers relevant content through preferred channel
- Consistency in customer experience with personalized touch.
- Progressive profiling campaigns started for customer segmentation.



Haq, ek behtar zindagi ka.

3. b) Digital Client Acquisition Cycle

Investor Journey



- Submit a Lead
- Request a Call Back
- Complete Digital KYC
- Use Calculator and Invest
- Set Goals and Invest
- Explore Products
- Invest Now

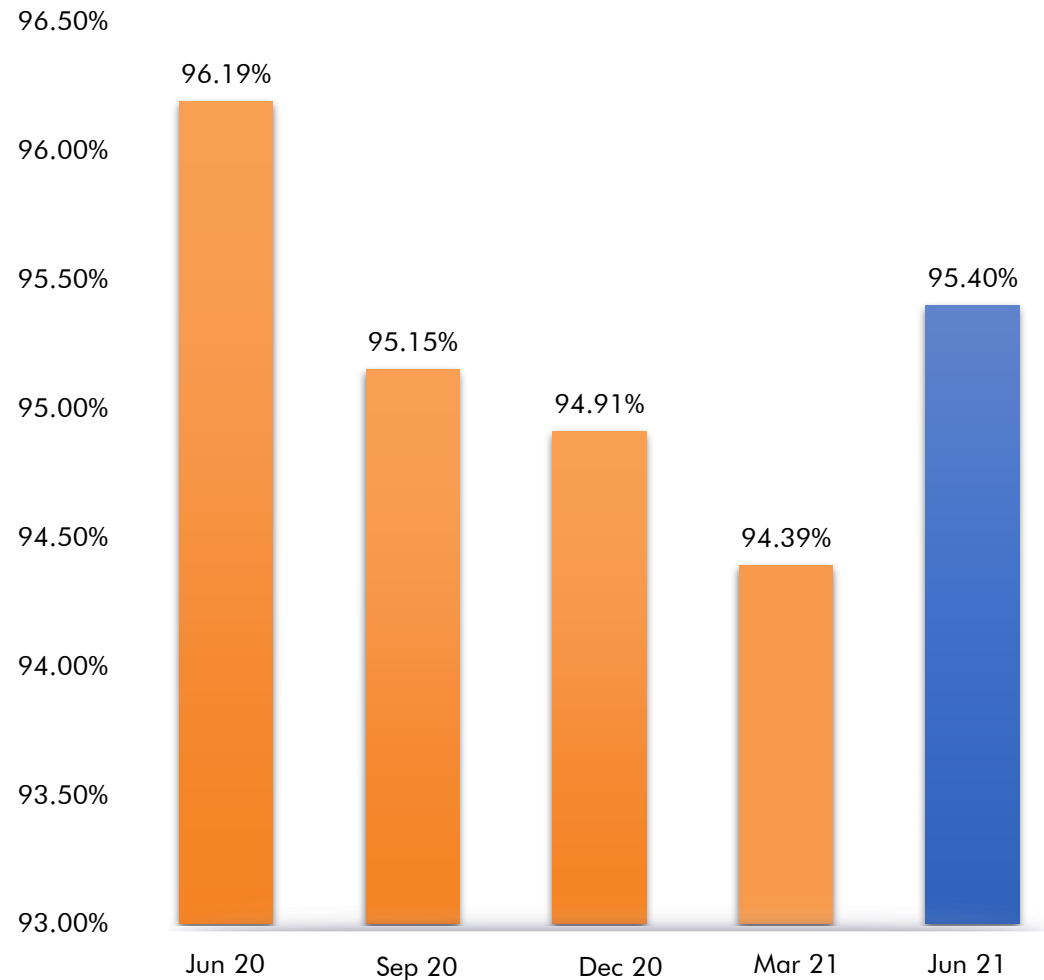
- Invest Via Mobile App
- Invest Via Online Portal
- Invest Via WhatsApp
- Invest Via Chatbot 'UNO'
- IFA/RM Assisted Sale
- Contact Center Assisted Sale
- Application @ UFC



Haq, ek behtar zindagi ka.

3. c) Acceptance of digitization reflected in growing online transactions

Quarterly Online Gross Sales as % of Total Gross Sales



Number of purchase transactions through Digital grew by **106.5% in Q1FY22** as compared to Q1FY21.



Number of digital SIP transactions grew by **203.1% in Q1FY22** as compared to Q1FY21.



~58% of total gross sales of Equity & Hybrid funds were mobilized through digital platforms.



We envisage using analytical tools and our digital marketing platform to identify and capitalize on cross selling and upselling opportunities.

3. d) Steps to increase digital presence are paying off



For Customers

- Seamless accessibility through app
- Complete digitally-enabled KYC process



For Distributors

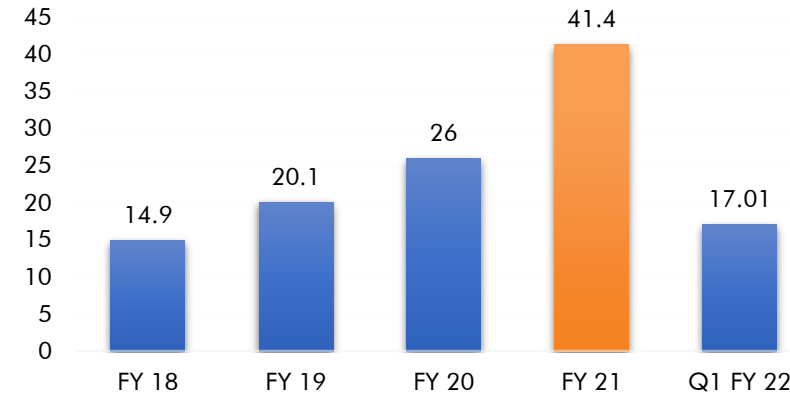
- “UTI Buddy” – Mobile app for distributors
- Introducing new digital training initiatives to develop new mutual fund distributors, including a program to train recruits throughout India and ensure that they are business-ready.



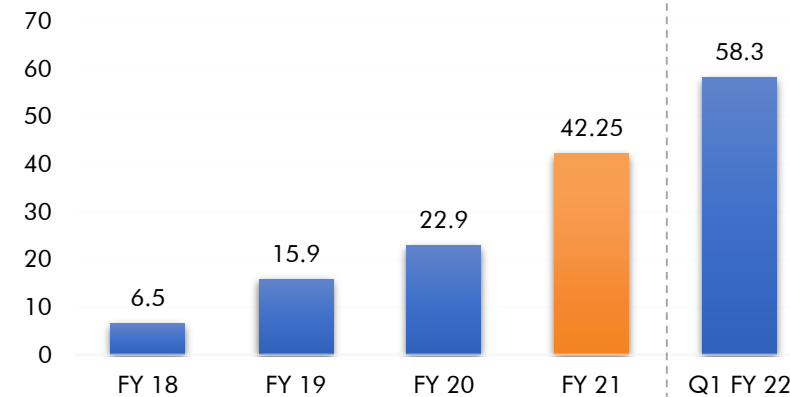
Marketing

- Data driven digital marketing – through email and SMS.
- We intend to continue our investments in digital marketing and other customer- and distributor-facing digital initiatives.

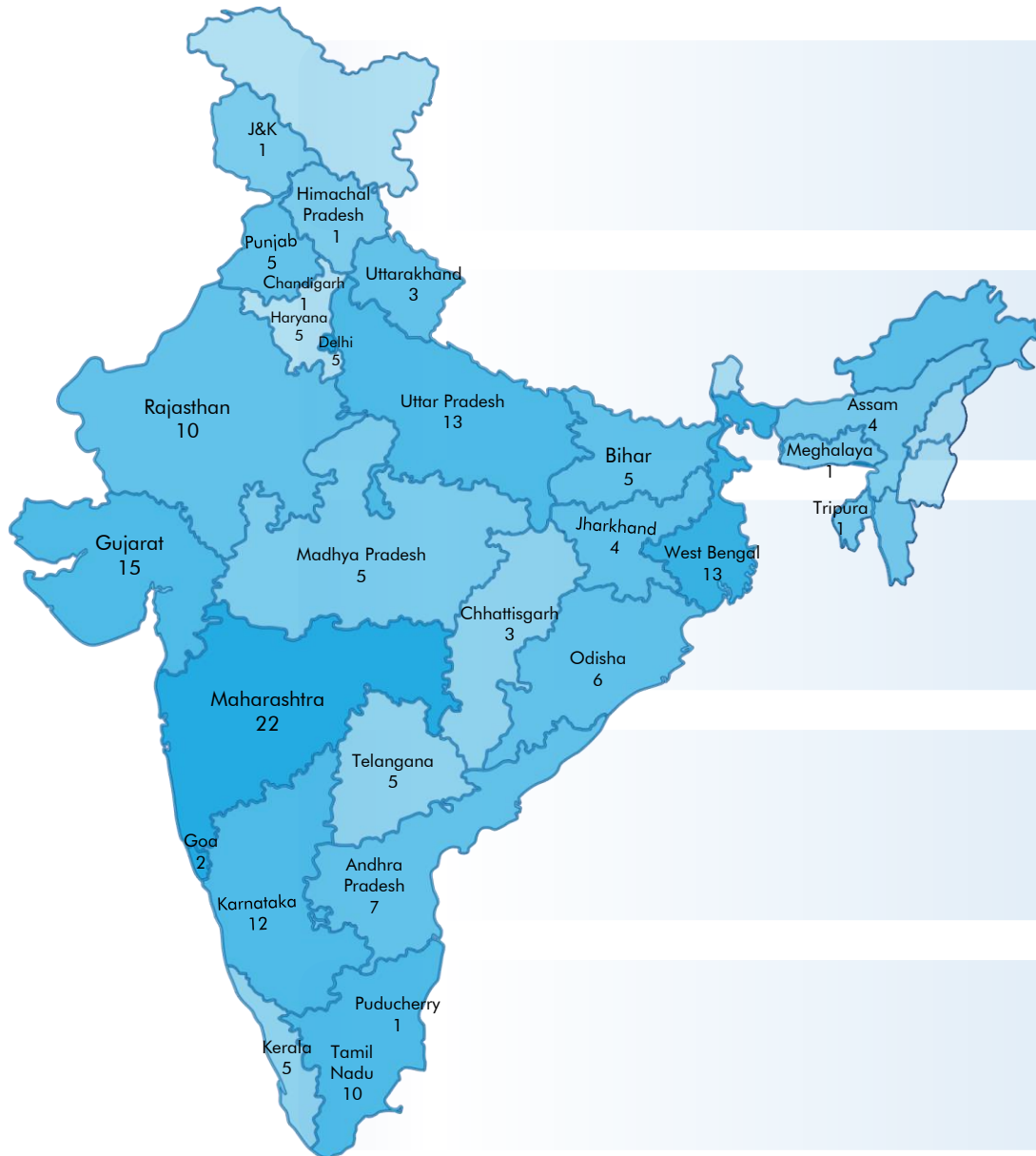
Number of Digital Purchase Transaction (in Lakhs)



Sales through Digital Platforms (as a % of Equity & Hybrid MF Gross Sales)



4. a) Geographical Reach Across the Country



165  UFCs

1,457  UTI AMC Employees*

756  Sales Team

57,900  Mutual Fund Distributors

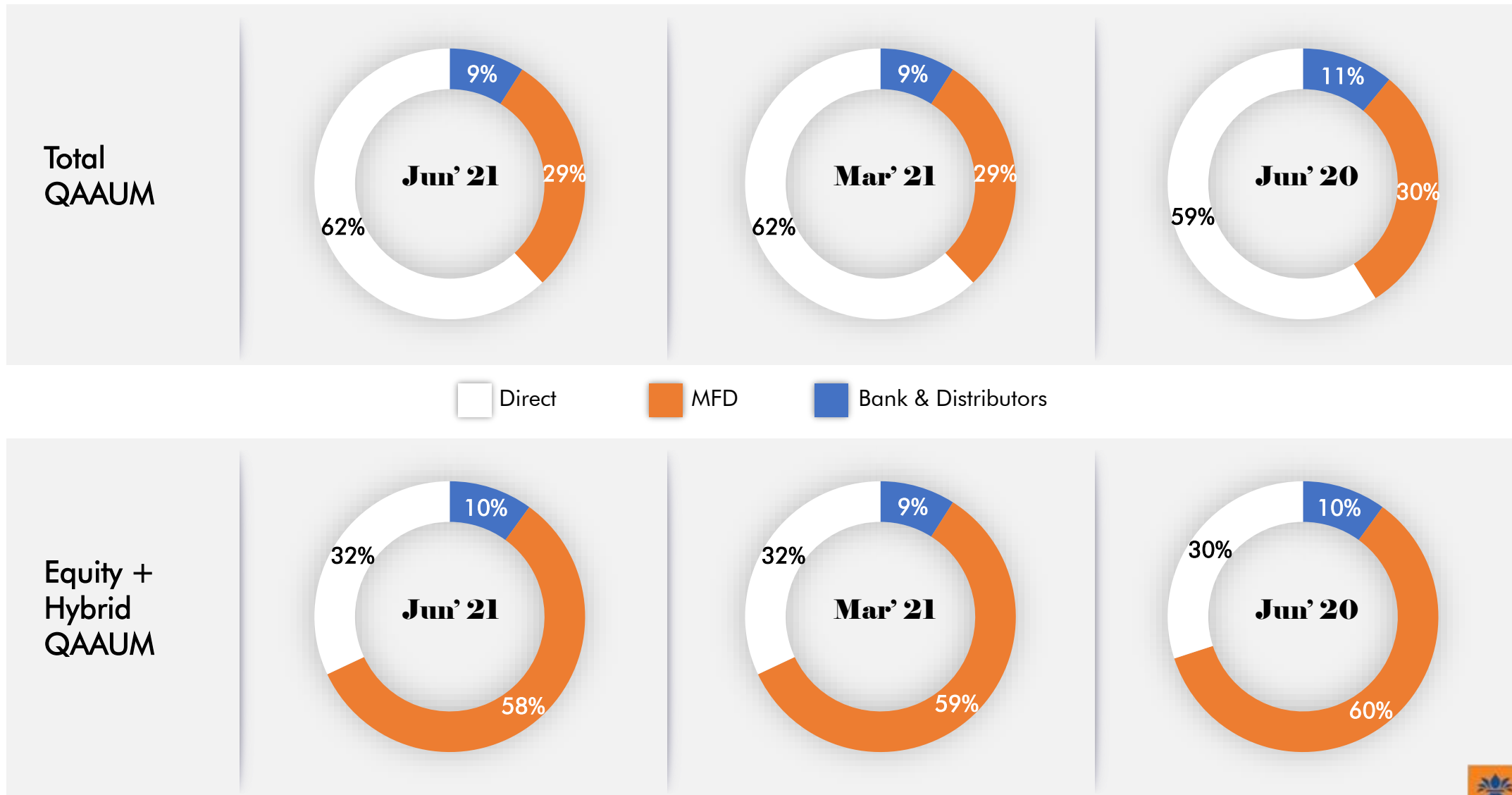
269  BDAs/CAs



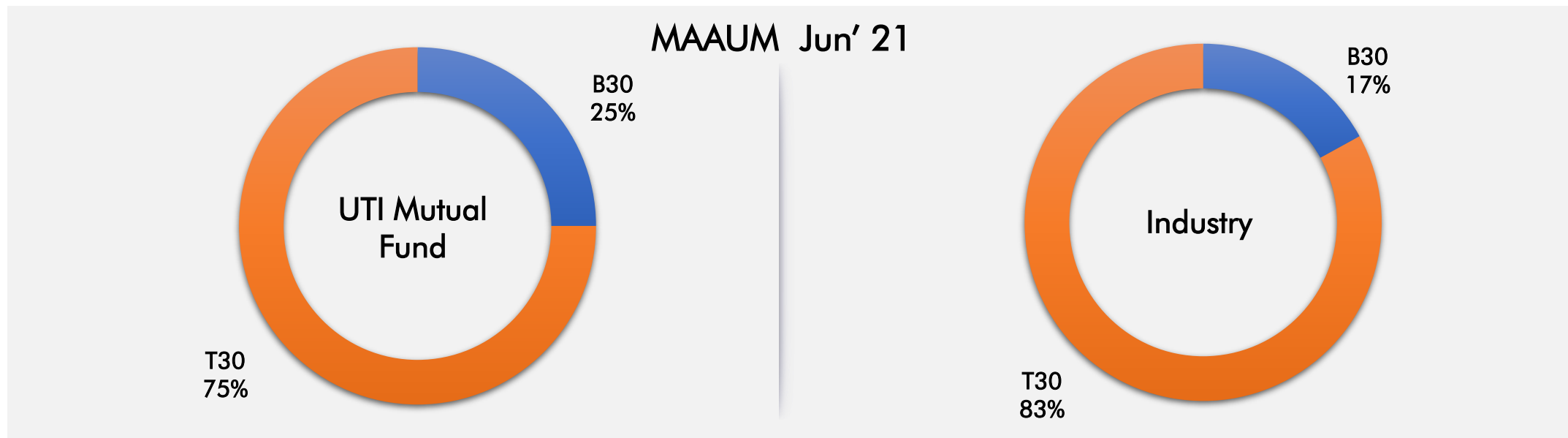
Haq, ek behtar zindagi ka.

As of June 30, 2021
 * Total Employees are 1457 - includes 1413 UTI AMC employees and 44 of subsidiaries

4. b) Multi-channel distribution network brings stability










4. c) Outpacing the Industry in B30 cities





-  Improved awareness about investing in financial products vis a vis traditional investment
-  Our established presence in B30 cities has enabled us to attract new clients and positions us to capitalize on future growth in those underpenetrated cities
-  Network of 165 branches with 106 branches located in B-30 cities as of Jun 30, 2021
-  Our broad client base also provides us with a number of opportunities, including cross-selling different funds
-  Our size and distribution network, particularly in B30 cities, provides us with economies of scale, particularly in distribution, marketing, and back-office activities
-  B30 AUM aids our overall margins as these are stickier in nature and offer comparatively higher margins


5. a) UTI International Ltd. – Stellar performance during the year


-  Assets under management increased by 94% from INR 15,726 Crore as of 30th June 2020 to INR 30,498 Crore as of 30th June 2021
-  Three Office Locations – Singapore, Dubai and London with a total of 26 staff of which 13 are women
-  Clients spread across 37 countries with top 5 being Japan, Switzerland, France, UK, Israel and are primarily Institutions – Pensions, Insurance, Banks and Asset Managers
-  Our Indian Equity fund (IDEF) domiciled in Ireland, with an AUM of USD 890 million and has won multiple awards in United Kingdom, Singapore, Japan & Switzerland
-  The J Safra Sarasin Responsible India fund, likely Europe's first ESG compliant India fund, has AUM of USD 140 Million
-  Fund structures in Ireland, Singapore, Cayman Islands, Dubai and Mauritius
-  Regulated by Monetary Authority of Singapore, DIFC in Dubai and FCA, UK


5. b) UTI Retirement Solutions Ltd. – Leading from the front

 100% subsidiary

 PFRDA licensed for managing Pension funds

 Managing Government and non-Government NPS corpus

 UTI RSL manages 28.60% of Industry AUM as on 30th June 2021

 UTI Retirement Solutions has shown AUM growth of 30% from INR 1,35,590 crore as on 30th June 2020 to INR 1,76,338 crore as on 30th June 2021

5. c) UTI Capital – Expanding the Business Portfolio



100% subsidiary of UTI AMC Ltd. mandated to manage and grow the private capital investment business



Currently manages 2 active private debt funds with and AUM of INR 910 crore⁽¹⁾



UTI Structured Debt Opportunities Fund I – Launched in August 2017. Fund closed in May 2019. AUM of INR 461 crore. ⁽²⁾ Currently Exiting Investments



UTI Structured Debt Opportunities Fund II – Launched in September 2020. AUM of INR 449 crore. Currently Fund Raising as well as Investing



Two Category II AIFs (UTI SDOF Growth Theme I and UTI Multi Opportunities Fund I) are currently being submitted for regulatory approval



The firm is also committed to Responsible Investing. UTI SDOF II has a well defined ESG policy and strategy. Firm will implement similar ESG policies for future funds as appropriate

Data as of 30th June 2021

- (1) Additionally, UTI Capital advises a 2015 vintage private equity fund called Pragati India Fund and is also in divesting stage of a 2010 vintage infrastructure PE fund called India Infrastructure Development Fund
- (2) On a net commitment Basis, Gross commissions at the end of the commitment period stood at INR 695 crore

Investments and Initiatives across the organization



Research

Investment management process through dynamic third party software and additional investments to improve internal and external interactions to collaborate frequently with company management, sell side analysts, other industry experts and make better investment decisions



ESG Initiatives

To stay focused on our core values, We aim to align our ESG approach with our strategic goals and strengthen sustainable management systems



Technology & Operations

Enhancing security posture through implementation of data privacy and protection technologies, Digital Asset consolidation, revamp with enhanced UI/UX, adoption of modern technologies and building enterprise data platform to enhance analytical capability

ESG Initiatives

- Initiated ESG framework development exercise for integrating essential ESG aspects into business operations
- Framework to be based on international standards and help in strengthening existing management systems
- Created Materiality Map by identifying key ESG aspects and prioritizing their relevance for our business and society
- Working towards developing first GRI Standards based sustainability report to enable improving overall ESG performance

E

- UTI AMC Group is a signatory to United Nations – Principles of Responsible Investing framework
- Adopted paperless office system, smart e-approval systems
- Number of purchase transactions through Digital grew by 106.5% in Q1 FY 22 as compared to Q1 FY 21.

S

- Strong CSR programme focusing on health and education
- We believe in the philosophy of care, generosity and compassion, characterized by a willingness to build a society that works for everyone.
- We have sanctioned INR 2.04 crore under our CSR initiative for the quarter ended June 30, 2021.

G

- Corporate governance factors have always been an integral component of our investment philosophy and company selection process.
- As of June 30, 2021, 60% of Board members are independent directors (6 out of 10) and 2 independent women directors.
- We are an equal opportunity employer. 26% of our total workforce are women. We have 374 women employees in our workforce as of June 30, 2021.

Modernizing our technology over multiple years

2016-2018



2019-2021

Infrastructure

- Plan for movement of On premise data centre
- Set Cloud first and SaaS first Objective
- Engaged Industry leading technology partner for Assessment of existing technology landscape and prepare Roadmap for future

- Architected resilient technology transformation to support quick business to market
- Workload consolidated and migrated to Hybrid cloud
- Rolled out many initiatives covering Infrastructure, information security, IT operations and Business applications

Information Security & Business Continuity

- Redrafting of Information Security policies
- Designed multilayer resilient security posture

- Implementation of Multilayer security architecture with Market leading technology products
- Operationalized 24*7 Security Operation center
- Resilient infrastructure to withstand disasters

Business application & Digitization

- Re-architecting and Modernizing Business Applications
- Adoption of SaaS first approach

- Revamped SaaS based Investment Management platform
- New Mobile first applications for Sales Team and HR function

IT Operations

- Identify Operation enhancement area
- Assessment of existing partner capability
- Approach towards virtual helpdesk

- Rolled out SaaS based Service Management portal
- Monitoring of critical application 24*7 through automated tools

Modernizing our technology over multiple years

2016-2018



2019-2021

Research

- Fund Accounting and Trade Management
- Core Data Distribution

- Using dynamic third party software for investment management process
- Wide range of information both domestic and international domain
- Migrated Research Fund to better track analyst performance

Distribution and Client Facing

- Digital enablement and client journeys
- Transaction systems simplification
- White Labelled solutions
- Generalized Communications

- Enhanced campaigning and client analytics through implementation of Digital marketing platform
- In-house transaction platforms and additional channels for Customers through WhatsApp and Chatbot
- UI/UX personalization with stitched and automated journeys
- Highly targeted and personalized communication

Customer Service

- Call Centre for Support
- Basic skills with support in limited languages
- Physical process for service request

- Contact Centre for Support
- Multi skilled with support in 6 languages
- Chat, Inbound, Outbound and Email support
- Digitized processes for onboarding and service requests
- AI/ML based conversational interfaces



Financial Snapshot

Consolidated Statement of Profit & Loss – Quarterly Earnings

INR Crores

Particulars	Q1 FY 22	Q1 FY 21	%(+/-)
Total Revenue from Operations	344	261	32%
Other Income	6	9	(33%)
Total Income	350	270	30%
Fee & Commission exp.	1	1	--
Employee benefit expense	94	98	{4%}
Depreciation & Amortization expenses	9	8	13%
Other Expense	54	37	46%
Finance cost	2	1	100%
Total Expenses	160	145	10%
PBT	190	125	52%
PAT	155	101	53%
PAT Margins (PAT Margin = PAT / Total Income)	44%	37%	

Total Revenue from Operations	Q1 FY 22	Q1 FY 21	%(+/-)
Sale of Service	261	160	63%
MTM gain on Investments	46	90	(49%)
Net Gain from sale of Investments	30	6	400%
Interest & Dividend Income	4	3	33%
Rental Income	3	2	50%
Total Revenue from Operations	344	261	32%

{ } indicates reduction in Expenses

Consolidated Statement of Profit & Loss – Seq. Quarterly Earnings

INR Crores

Particulars	Q1 FY 22	Q4 FY 21	%(+/-)
Total Revenue from Operations	344	289	19%
Other Income	6	4	50%
Total Income	350	293	20%
Fee & Commission exp.	1	1	--
Employee benefit expense	94	74	27%
Depreciation & Amortization expenses	9	9	--
Other Expense	54	55	{2%}
Finance cost	2	2	--
Total Expenses	160	141	13%
PBT	190	152	25%
PAT	155	134	16%
PAT Margins (PAT Margin = PAT / Total Income)	44%	46%	

Total Revenue from Operations	Q1 FY 22	Q4 FY 21	%(+/-)
Sale of Service	261	236	11%
MTM gain on Investments	46	15	207%
Net Gain from sale of Investments	30	30	--
Interest & Dividend Income	4	5	(20%)
Rental Income	3	3	--
Total Revenue from Operations	344	289	19%

{ } indicates reduction in Expenses

Standalone Statement of Profit & Loss – Quarterly Earnings

Particulars	Q1 FY 22	Q1 FY 21	%(+/-)	INR Crores
Total Revenue from Operations	276	210	31%	
Other Income	4	8	(50%)	
Total Income	280	218	28%	
Fee & Commission exp.	2	1	100%	
Employee benefit expense	85	89	{4%}	
Depreciation & Amortization expenses	9	8	13%	
Other Expense	34	28	21%	
Finance cost	2	1	100%	
Impairment of Financial Instruments	0	0	--	
Total Expenses	132	127	4%	
PBT	148	91	63%	
PAT	119	69	72%	
PAT Margins (PAT Margin = PAT / Total Income)	43%	32%		

Total Revenue from Operations	Q1 FY 22	Q1 FY 21	%(+/-)
Sale of Service	215	144	49%
MTM gain on Investments	26	53	(51%)
Net Gain from sale of Investments	29	4	625%
Interest & Dividend Income	3	6	(50%)
Rental Income	3	3	--
Total Revenue from Operations	276	210	31%

Standalone Statement of Profit & Loss – Seq. Quarterly Earnings

INR Crores

Particulars	Q1 FY 22	Q4 FY 21	%(+/-)
Total Revenue from Operations	276	244	13%
Other Income	4	4	--
Total Income	280	248	13%
Fee & Commission exp.	2	2	--
Employee benefit expense	85	63	35%
Depreciation & Amortization expenses	9	9	--
Other Expense	34	41	{17%}
Finance cost	2	2	--
Total Expenses	132	117	13%
PBT	148	131	13%
PAT	119	113	5%
PAT Margins (PAT Margin = PAT / Total Income)	43%	46%	

Total Revenue from Operations	Q1 FY 22	Q4 FY 21	%(+/-)
Sale of Service	215	211	2%
MTM gain on Investments	26	20	30%
Net Gain from sale of Investments	29	5	480%
Interest & Dividend Income	3	5	(40%)
Rental Income	3	3	--
Total Revenue from Operations	276	244	13%

{ } indicates reduction in Expenses

Details of Consolidated Sale of Services

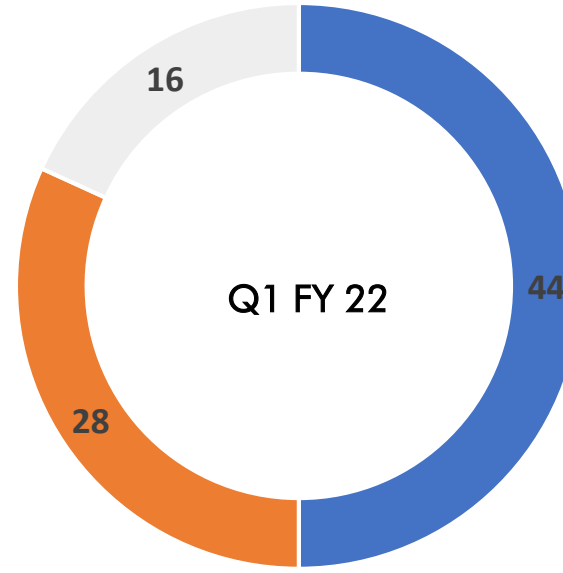
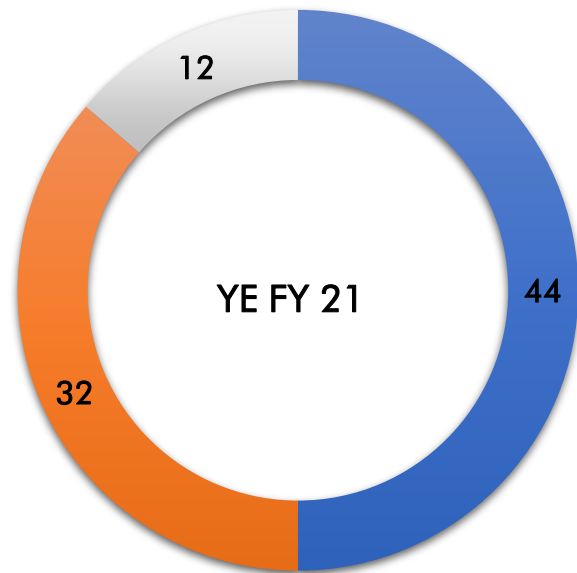
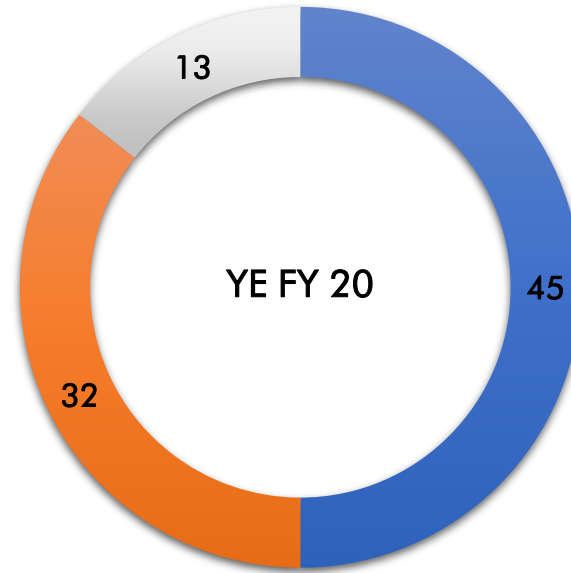
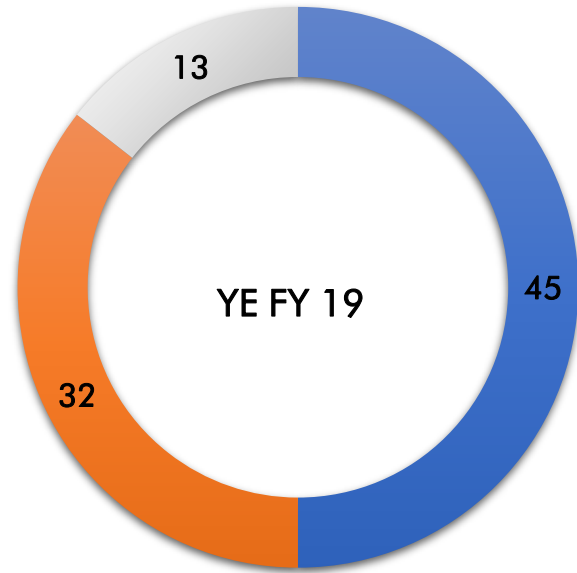
INR Crores

Particulars	Q1 FY 22	Q1 FY 21	%(+/-)	Q4 FY 21	%(+/-)
MF Fees	206	136	51%	201	2%
PMS Fees	6	4	50%	6	--
SUUTI Support Service Fees	3	3	--	3	--
POP Fees & others	0	1	(100%)	1	(100%)
Sale of Service - UTI AMC Standalone	215	144	49%	211	2%
UTI International	26	12	117%	22	18%
UTI RSL	21	3	600%	4	425%
UTI Capital & UTI Venture	2	2	--	2	--
Elimination	(3)	(1)	200%	(3)	--
Sale of Service - UTI AMC Consolidated	261	160	63%	236	11%



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Operating Profit Margin (bps of AAUM)



- Operating Revenue
- Operating Expenses
- PAT Margin

UTI International – Consolidated Statement

INR Crores

Particulars	For the Period Ended on June 30, 2021		For the Period Ended on June 30, 2020	
	(GBP in '000)	INR Crores	(GBP in '000)	INR Crores
AUM	29,62,513	30,498	16,96,630	15,726
Sale of Service	2,485	26	1,316	12
M2M gain from Investment	1,988	21	3,908	37
Other Income	321	3	236	2
Total Income	4,794	50	5,460	51
Employee Cost	684	7	755	7
Admin & other Exp	1,606	17	904	9
Total Expenses	2,290	24	1,659	16
Profit before Tax	2,504	26	3,801	35
Profit after Tax	2,463	25	3,802	35
Paid up Share Capital	6,758	70	6,758	70
Net Worth	51,589	531	39,105	362



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Other Subsidiaries Financial highlights

INR Crores

Particulars	UTI Retirement Solutions Ltd.		UTI Capital Pvt. Ltd.		UTI Venture Funds Mgmt. Co. Pvt. Ltd.	
	Q1 FY 22	Q1 FY 21	Q1 FY 22	Q1 FY 21	Q1 FY 22	Q1 FY 21
AUM	1,76,338	1,35,590	1,213	1,202	--	--
Sale of Services	21.8	3.3	1.6	1.9	--	--
M2M Gain on Investment	0.2	(1.2)	0.2	0.7	(0.2)	0.2
Other Income	0.3	1.8	0.1	0.0	1.3	0.1
Total Income	22.3	3.9	1.9	2.6	1.1	0.3
Employee Benefit Expenses	0.8	0.6	1.2	1.3	--	--
Depreciation Expenses	0.1	0.1	0.0	0.0	--	--
Administration Expenses	6.5	2.2	0.8	0.9	0.1	0.1
Total Expenses	7.4	2.9	2.0	2.2	0.1	0.1
PBT	14.9	1.0	(0.1)	0.4	1.0	0.2
Profit after Tax	11.2	1.0	(0.1)	0.3	0.9	0.2
Net Worth	55.3	41.1	29.7	29.4	12.1	10.1

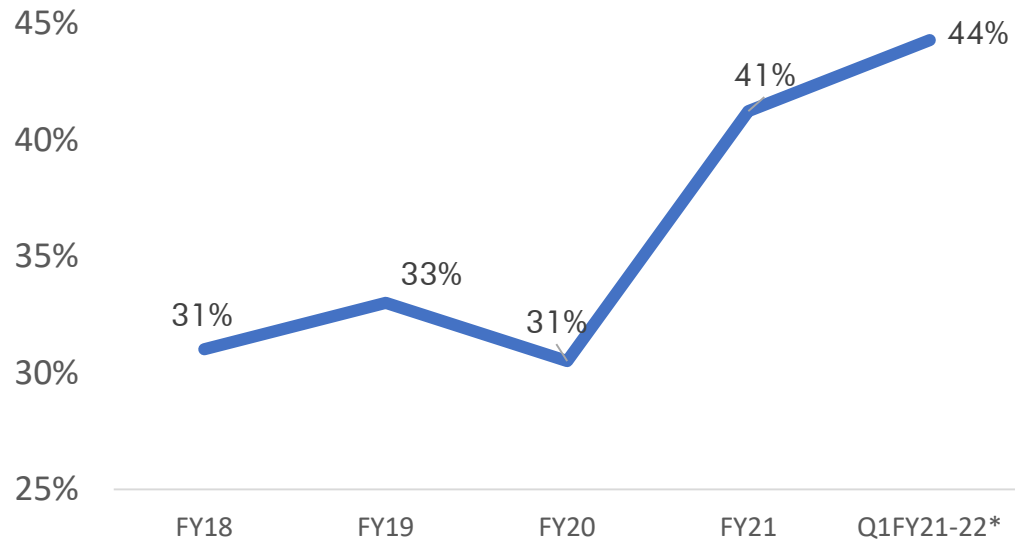


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Consolidated Ratios



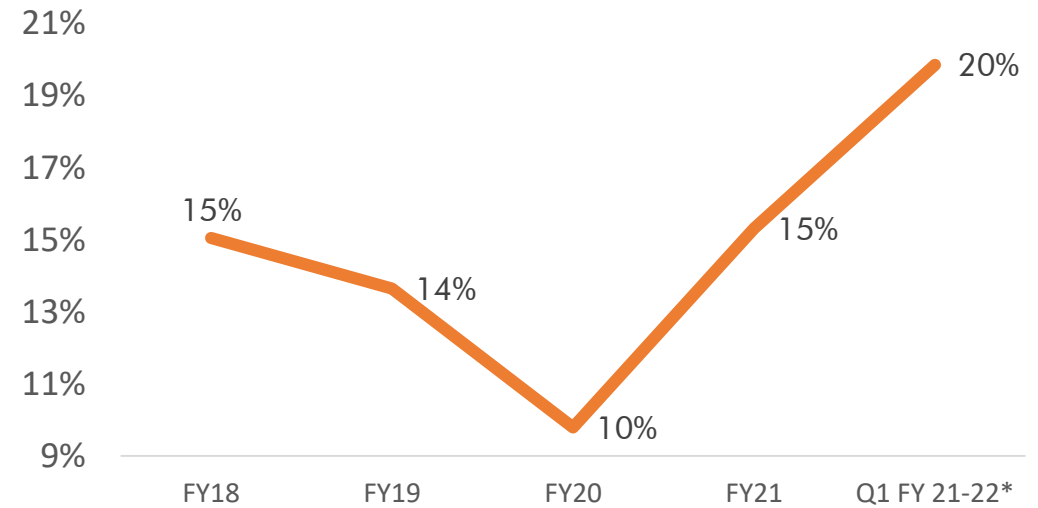
PAT Margin (%)



#Q1 FY21-22 has been annualised



Return on Equity (%)



#Q1 FY21-22 has been annualised



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Annexures

Investor Services Key Indicators – Q1 FY 21-22



Contact Center

1.34 Lakh
Total Call Volume Outbound

0.64 Lakh
Total Call Volume Inbound

10.86 Seconds
Average Speed of Answer



Investor Services

19
Total Complaints Received

1.11 Crore
Folios

Lowest Complaints Ratio
against folios at 0.0001%



Digital Transactions (own assets)

53.67%
Digital Transactions done post
E-KYC are SIP Instalments

INR 43.11 Crs
Digital Transaction Amount
capitalized post Digital KYC

2,279
Digital KYC Compliant PANs
created



Non-Commercial Transactions

100%
Non-Commercial Transactions
processed in the same day

69.85%
Non- Commercial Transactions
processed in 60 Minutes

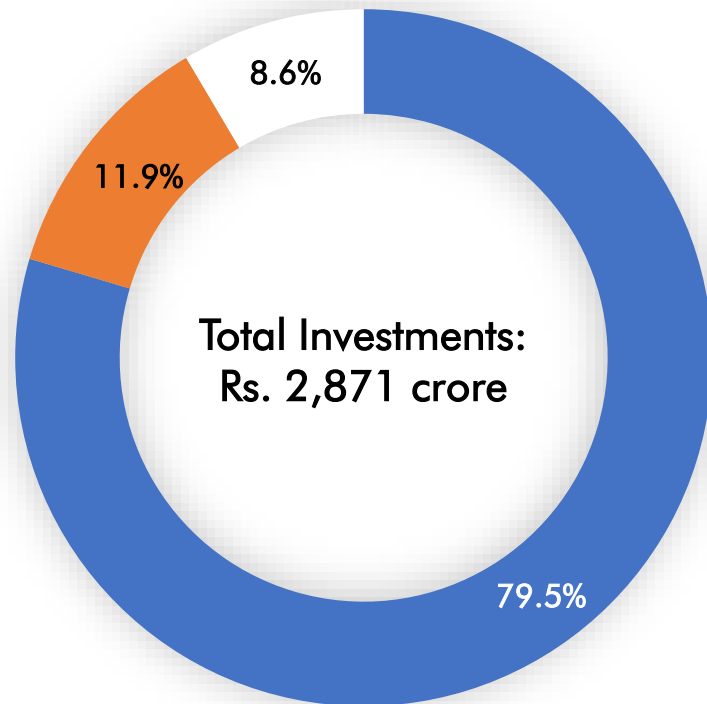
76.12%
Total Digital KYC Compliant PANs
created using our website.



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Breakup of Consolidated investments

Breakdown of Total Investment



■ Mutual Funds ■ Offshore Funds ■ Venture funds, Other equity

#Note : Investment in equity includes investment as per regulatory mandate

As on Jun 30, 2021	INR crore
Investment in UTI MF Schemes	2,283
Equity	130
Arbitrage	923
Liquid & Debt	1,230
Offshore Funds	344
Equity	319
Debt / Hybrid	25
Venture Funds, Other Equity etc.#	244
Total	2,871

#Note : Investment in Venture Funds & Other Equity Includes:
Inv. In Ascent India III : INR 109 Crore
Inv. In SODF I & II: INR 110 Crore



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Experienced and Independent AMC Board



Mr. Dinesh Kumar Mehrotra | Non - Executive Chairman and Independent Director

Dinesh Kumar Mehrotra has previously served as the Chairman and the Managing Director of LIC. He has also served as the Executive Director of International Operations at LIC. He holds a B.Sc. (Honours) degree from the University of Patna. His appointment as an Independent Director of the Company was approved by the shareholders at the Annual General Meeting held on 23 August 2017.



Mr. Edward Cage Bernard | Non-Executive Non-Independent Director

Prior to joining the Company, Edward Cage Bernard was associated with the TRP group as a Vice Chairman, T. Rowe Price Group Inc. as a Director on the Board and as a member of the firm's Management Committee. Currently, he is also associated with T. Rowe Price Group Inc. as a Senior Advisor. He holds a B.A. degree in Religious Studies from Brown University and an MBA in finance from New York University Leonard N. Stern School of Business. His appointment as a Non-Executive Director of the Company was approved by the shareholders at the Annual General Meeting held on 22 August 2019.



Mr. Flemming Madsen | Non-Executive Non-Independent Director

Flemming Madsen is Head of Global Financial Intermediaries at T. Rowe Price. He is a Vice President of T. Rowe Price Group, Inc., T. Rowe Price International Ltd and member of the EMEA Distribution Executive Committee. He has been associated with T. Rowe Price for 21 years. His total 37 years' experience in the financial industry includes capital markets transactions, investment banking, and asset management. His appointment as a Non-Executive Director of the Company was approved by the shareholders at the Extra Ordinary General Meeting held on 20 January 2010.



Mr. Narasimhan Seshadri | Independent Director

Narasimhan Seshadri has four decades of experience in the banking industry, having served two major public sector banks viz Canara Bank and Bank of India. Prior to joining the Company, he was a Director on the board of NPCI and a whole-time Executive Director on the Board of Bank of India. He holds Masters Degree in Commerce from Bangalore university; Masters in Divya Prabandam MA (DP) from Sastra University and Masters in Banking and Finance (MBA Banking and Finance) from IGNOU/Indian Institute of Bankers. He is a certified associate of the India institute of Bankers. His appointment as an Independent Director of the Company was approved by the shareholders at the Annual General Meeting held on 23 August 2017.



Ms. Jayashree Vaidhyanathan | Independent Director

Jayashree Vaidhyanathan currently serves as a Co-Founder and CEO of BCT Digital, a technology company specializing in AI and Predictive analytics. Prior to BCT, she was associated with Scope International Private Limited as Head of Technology and Strategy and served as a partner with Accenture Services Private Limited. She has also served as an Independent Director in Altran, a \$3.2 Billion Global Engineering and Innovation consulting firm and Mahindra Sanyo Steel. She holds a B.E. degree in Computer Science Engineering from University of Madras and an MBA from Cornell University. She is also a Chartered Financial Analyst from the Association for Investment Management and Research. Her appointment as an Independent Director of the Company was approved by the shareholders at the Extra Ordinary General Meeting held on 16 December 2019.

Experienced and Independent AMC Board



Mr. Rajeev Kakar | Independent Director

Rajeev Kakar currently serves on the boards of various banks and financial institutions such as Eurobank Ergasias SA (Greece), Gulf International Bank (GIB Bahrain), Gulf International Bank (GIB Saudi Arabia) and Commercial International Bank (Egypt). He started his career in 1988 at Citibank NA, where he worked for 18 years and in his last role, was the Managing Director and Division Head for Turkey, Middle East and Africa region. In 2006, he moved to become the Global co-founder of Fullerton Financial Holdings Pte. Ltd., headquartered in Singapore (a wholly owned subsidiary of Temasek Holdings Pte. Ltd., Singapore), where he served for 11 years in various roles including serving on its Global Management Board, as its Executive Vice President, Head of Consumer Banking and Head of Central and Eastern Europe, Middle East and Africa region. Simultaneously, he also was the Founder of Dunia Finance LLC in UAE, where he operated as its Managing Director and Chief Executive Officer. He holds a B. Tech. degree in Mechanical Engineering from the Indian Institute of Technology, Delhi and a Post Graduate Diploma in Management from the Indian Institute of Management, Ahmedabad. His appointment as an Independent Director of the Company was approved by the shareholders at the Extra Ordinary General Meeting held on 16 December 2019.



Mr. Deepak Kumar Chatterjee | Independent Director

Prior to joining the Company, Deepak Kumar Chatterjee was associated with SBI Funds Management Private Limited as the Managing Director and Chief Executive Officer and SBI Capital Markets Limited as a Executive Vice President. He was also associated with IIFCL Projects Limited as its Chief Executive Officer and IIFCL Asset Management Company Limited as a Director. He holds a B.Sc. (Honours) degree in Physics from University of Delhi, an M.Sc. degree in Agricultural Physics from Indian Agricultural Research Institute, New Delhi and an MBA from University of Delhi. He is also a Certificated Associate of the Indian Institute of Bankers. His appointment as an Independent Director of the Company was approved by the shareholders at the Annual General Meeting held on 25 September 2018.



Ms. Dipali Hemant Sheth | Independent Director

Dipali H Sheth serves as Independent Director on the Boards of four other companies. Prior to joining the Company, she was associated with RBS Business Services Private Limited as the Country Head of Human Resources, Standard Chartered Bank as Head HR South Asia, Procter & Gamble Distribution Company Limited and DCM Limited. She holds a B.A. (Honours) degree in Economics from University of Delhi, passed out from the DCM Management Centre, and is an accredited Coach from ICF and Gallup, USA. Her appointment as an Independent Director of the Company was approved by the shareholders at the Extra Ordinary General Meeting held on 16 December 2019.



Mr. Sanjay Varshneya | Non-Executive Non-Independent Director

Sanjay Varshneya is a Non-Executive Non Independent Director of the Company with effect from 29th July, 2021. He holds a master's degree in science specializing in Physics and is a CAIIB. He is currently the General Manager Treasury Division at Punjab National Bank and has been working with the Bank for the last 19 years. He has a rich experience in the treasury operations of over 11 years. In his earlier roles at the Bank, he was leading as Branch Head and Circle Head. He is an accomplished finance professional with over 30 years of demonstrated history of work experience in banking industry. He is an exceptional leader, expert at interpersonal communications and people management, problem solver and craving to perform under challenging environments. His appointment as a Non-Executive Non Independent Director of the Company was approved by the shareholders at the 18th Annual General Meeting held on 28th July, 2021.



Mr. Imtaiyazur Rahman | CEO & Whole Time Director

Imtaiyazur Rahman has more than 30 years of experience in management, business leadership, leading change and forming strategic alliances. He joined the UTI Group in 1998 as part of UTI Investor Technology Services Ltd. and joined UTI AMC Ltd. in 2003. He was also the CFO of the Company from 2005. In his role as Group President & Chief Finance Officer, he headed the functions of Finance, Accounts, Taxation, Information Technology and Board related matters. He is a Science graduate, Fellow member of Institute of Cost Accountants of India and Institute of Company Secretaries of India, Certified Public Accountant (USA) and GAMP (ISB-Kellogg). Mr. Rahman is on the Board of UTI International (Singapore), UTI International Ltd. Guernsey, UTI Venture Funds Management Co. Pvt. Ltd., UTI Capital Ltd., UTI Retirement Solutions Ltd., IOT Infrastructure & Energy Services Ltd. and Association of Mutual Funds in India. He was also a member of the working group for risk management in liquid schemes constituted by SEBI. Prior to joining the Company, he was associated with Sumeet Machines Ltd, Leasing Finance India Ltd, Bells Controls Ltd, New India Rubber Works (P) Ltd. and S. Gupta & Co.



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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

Total AUM refers to the total Assets Under Management of UTI Asset Management Company Limited

Other AUM refers to the AUM Under Management other than Mutual Fund AUM



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Thank You

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