

07<sup>th</sup> February 2023

<b>BSE Limited,</b> Phiroze Jeejeebhoy Towers, Dalal Street Mumbai 400 001  <b>Scrip Code: 543232</b>	<b>National Stock Exchange of India Limited</b> Exchange Plaza, 5th floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai 400 051  <b>Trading Symbol : CAMS</b>
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Dear Sir/ Madam,

**Sub: Presentation of the Standalone and Consolidated Financial Data for the quarter and nine months ended December 31, 2022**

Please find enclosed presentation of the Standalone and Consolidated Financial Data for the quarter and nine months ended December 31, 2022. The Company has scheduled an Earnings call on February 08, 2023 at 10.30 AM IST. During this call, the Management will discuss the company's Q3 & 9M FY23 financial performance for the quarter and nine months ended December 31, 2022.

The details of the said earnings conference call has already been filed with the Exchanges and are available on the website of the Company.

We request you to kindly take the same on record.

Thanking you,

Yours faithfully,  
For Computer Age Management Services Limited

  
G. Manikandan

Company Secretary and Compliance Officer





## Safe Harbour Statement

This Presentation, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements.

These forward-looking statements are based on certain expectations, assumptions, anticipated developments and other factors like risk and uncertainties regarding market growth, competition, ability to maintain and manage key customer relationship and those factors which may affect our ability to implement business strategies successfully.

The Company, therefore, cannot guarantee that the forward-looking statements made herein shall be realized. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.



**Anuj Kumar**  
*Managing Director*



**Ram Charan Sesharaman**  
*Chief Financial Officer*



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# **BUSINESS OVERVIEW**



# Key Highlights for the Q3 FY'23



- ❑ New Wins - CAMS has won 2 MF mandates in Q3 FY23 – Helios Capital and Navi Mutual Fund
- ❑ CAMS AuM scaled life-time high at Rs.27.8 Tn in Oct-Dec'22 on the back of growth in Equity AuM; (6.1% QoQ growth compared to industry growth of 5.6%)



- ❑ Alternative Services vertical continued its high growth trajectory recording ~20% Y-o-Y growth in revenue in Q3 FY23
- ❑ CAMS WealthServ, the digital onboarding platform for this segment is being well received by the market with 60+ signups since launch



- ❑ Record eInsurance accounts were opened during the quarter – at 4.7 Lakh, the number of new EIA accounts has more than doubled over Q2 FY23
- ❑ Q3 FY23 recorded historic high in the number of e-Policies onboarded at over 5 Lakh policies for the quarter, taking the overall policy count over the 5 Mn mark milestone



- ❑ CAMS pioneers usage of AA data to validate bank accounts of customers to eliminate risks and to ease onboarding, becomes first in the industry to do so
- ❑ CAMS is the first to go live on the AA platform with pension data as a financial information provider. Insurance companies have started integration with the AA ecosystem



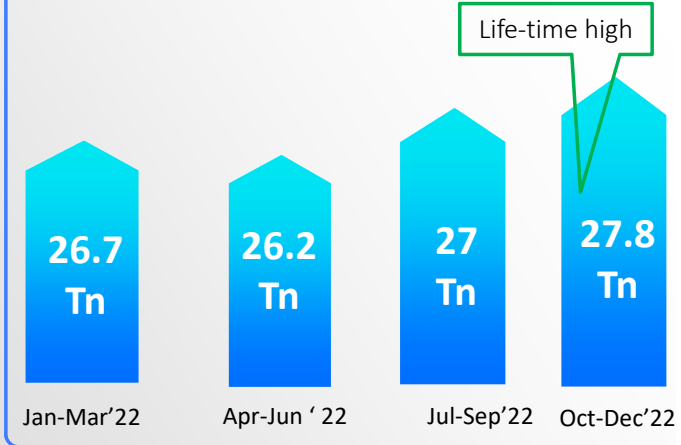
- ❑ CAMS Wins "Cloud Innovator of the Year" award from NASSCOM
- ❑ CAMS and IIT Madras launch Fintech Innovation Lab. Ms. Nirmala Sitharaman, Hon'ble Union Finance Minister, inaugurated the lab at the IIT-M CSR Summit



- ❑ CAMS NPS retains the #2 position with 9.2% market share in eNPS segment
- ❑ Subscriber addition through POP and corporate channels have commenced
- ❑ C-Sat Score remains consistent at over 90%

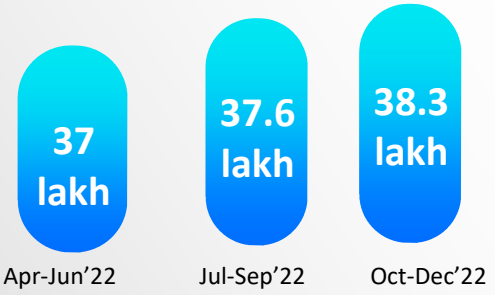
# CAMS growth in overall AuM, SIP registrations and transaction volumes trend upwards

## AuM growth



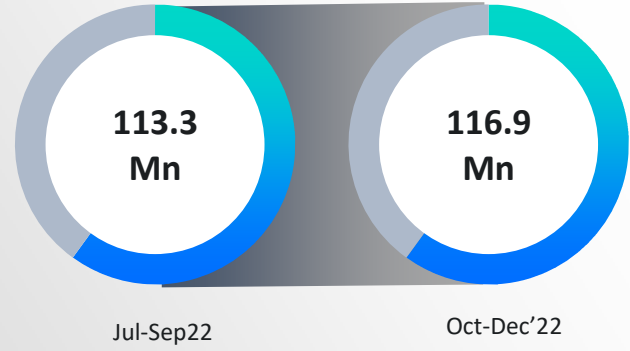
- ❑ AuM at Rs.28 lakh Cr – all time high with an increase of 2.8% over Jul-Sep'22 Qtr.
- ❑ Equity AuM **grew 6%** over Jul-Sep'22. AuM to touch Rs. 12.9 Lakh Cr
- ❑ Equity net inflow share has gone up by 5% to 63.7% compared to previous quarter

## New SIP Registrations

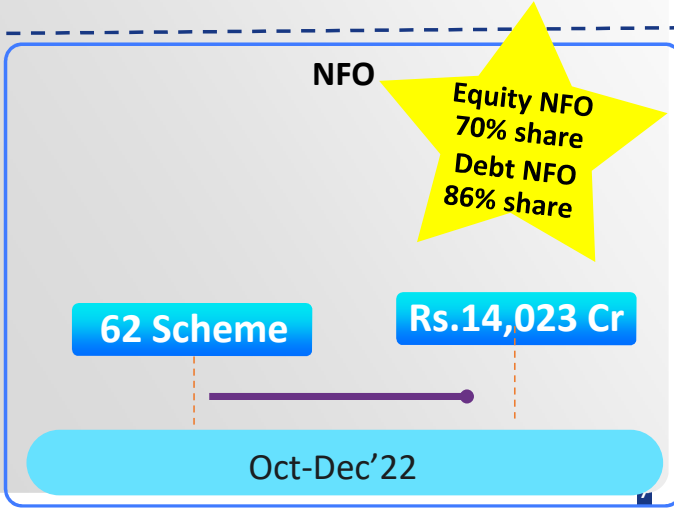


- ❑ New SIP registrations increased by 2% in Oct-Dec'22
- ❑ Live SIPs grew by 12.1 Lakh between Oct-Dec'22
- ❑ SIP gross collection at over Rs.7800 Cr per month grew by 6%, slightly ahead of industry growth

## Transaction volume



- ❑ Oct-Dec'22 -3% volume increase over Q2 FY'23, at 117 Mn





CAMS continues to solidify its leadership position, preferred partner for new age MFs



**CAMS wins 2 MF Mandates - An endorsement of CAMS's superior technology and alignment to client business models for retail-led growth**



MFCentral is solidifying our role in the MF ecosystem and emerging as a new platform based revenue stream

**User Registration Trend**  
1,300 to 1,500 per day ↑

**Mobile App**  
190K+ downloads  
★★★★★ Rating ↑

**Request**  
1,400 to 1,600 per day ↑

**New Investor Onboarding is Live**  
The digital journey for New Investor in the Mutual Funds space has just begun. MF Central launched New Investor Onboarding for the first time investors in Mutual Funds through an end-to-end digital journey

**Daily Login**  
10K to 11K per day ↑

**Financial Transactions**  
280K+ Since live in May'22 ↑

**Industry experts and Investor Feedback**

*“I must admit, MF Central with transactions has come out really good. Thanks a ton! It is now a one stop application for my MF needs.”*

*“Best application to track all your mutual funds investments at one place. Good thing is that we can invest and redeem the fund from here too.”*

**Sign Up Form Screenshot:**  
Sign In Sign Up  
Sign Up  
PAN  PEKIN  
Enter your PAN:  
Mobile  Email  
Enter your registered mobile number:  
 I'm not a robot  
 I agree and accept the Terms & Conditions  
Create Account

- ❑ MFCentral has signed up for with distributors for providing APIs at commercial value. The first such invoice for MFC has been raised in Q3 FY23
- ❑ Consolidated Account statement API is live. Noncommercial transactions and commercial transaction APIs are being tested by distributors and will be taken live in Q4 FY23

# Mutual Fund Industry & CAMS AAuM – Q3 FY23

## CAMS – Market Share (based on Quarterly AAuM)



**68.3%**

Net flows into equity assets remain positive in Q3 FY23

Inflows through SIP increased by 6.0% QoQ / 23.8% YoY



### AAuM Serviced by CAMS

₹ **27.8** trillion

 4.3% YoY  
 2.9% QoQ



### Equity AAuM – CAMS

₹ **12.9** trillion

 18.8% YoY  
 6.1% QoQ



## Industry AAuM

₹ **40.8** trillion

 5.7% YoY  
 3.2% QoQ

## Equity AAuM – Industry

₹ **19.4** trillion

 14.2% YoY  
 5.6% QoQ

# Operational Metrics – Q3 FY23

**Transaction Volume**  
116.9 Mn

▲ YOY: 6%  
▲ QoQ: 3%

**SIP Book**  
33.9 Mn  
(as on 31<sup>st</sup> Dec 22)

▲ YoY: 21%  
▲ QoQ: 4%

**Systematic Transactions Processed**  
97.2 Mn

▲ YoY: 16%  
▲ QoQ: 4%

**Live Investor Folios**  
55.7 Mn  
(as on 31<sup>st</sup> Dec 22)

▲ YoY: 13%  
▲ QoQ: 3%

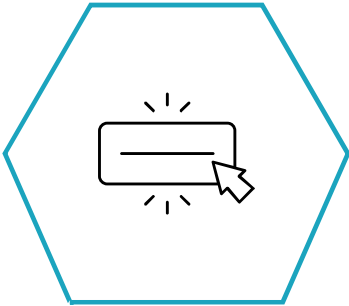
**Unique Investors Served**  
24.6 Mn  
(as on 31<sup>st</sup> Dec 22)

▲ YoY: 14%  
▲ QoQ: 2%

# The Alternatives business grows 20% Y-o-Y on the back of accelerated signings and rapid adoption of CAMS WealthServ



- ❑ The AIF business continues to clock robust growth with revenues growing ~20% Y-o-Y in Q3 FY23
- ❑ New business addition remained strong with **17 wins** in the AIF / PMS space in Q3 FY23



- ❑ Over **60 Funds** have signed up for AIF / PMS digital onboarding with CAMS WealthServ since launch



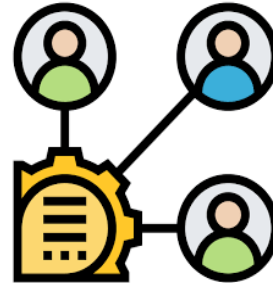
- ❑ Fintuple Technologies continues to make inroads with large ticket wins from marquee clients
- ❑ CAMS GIFT City operations scaling with Fintuple **7 signed up clients**

### Business Wins



- ❑ Razor-sharp focus on sales yielding continuous sales
- ❑ **55+ AA / TSP wins; 20 in Q3**
- ❑ Ambitious target to get 75 signups by the end of the year
- ❑ CAMS unique value proposition coupling our digital solutions along with core AA offering well received in the market with sign-ups with a number of marquee clients

### Key Performance Markers



- ❑ Targeted Customer Engagement Events – **“Reimagine Wealth Management”** – Mumbai, Delhi and Bangalore – Showcasing the potential & building deal pipelines
- ❑ CAMS pioneers usage of AA data to validate bank accounts of customers to eliminate risks and to ease onboarding, becoming first in the industry to do so
- ❑ **18 Banks & 1 Life Insurance Company** Live as Financial Information Providers

### Business Updates



- ❑ **CAMS** is the first to go live on the AA platform with pension data as a financial information provider
- ❑ **MF RTA** to go live in Q4 FY23
- ❑ **IRDA** entities initiating integration journeys
- ❑ **GST** notification – High volume - Cashflow based lending use case
- ❑ **8 AAs** Operational in the industry



CAMS CRA – focusing on simplifying customer journeys for eNPS and extending API stack for POPs

CAMS launched the industry first CRA platform on cloud in March 2022

Within a short span of time, achieved **9.2% share** and **#2 position** in new eNPS sales in Q2 FY'23

Total eNPS industry registrations

**1,68,947**

Total eNPS through camsnps.com

**15,898**

eNPS registrations, YTD market share

**9.2%**

Position in new eNPS sales

**#2**



**Innovation and Transformation**

- ❑ Industry first features of CAMS CRA like CKYC and UPI based Bank account verification recommended by PFRDA to other intermediaries

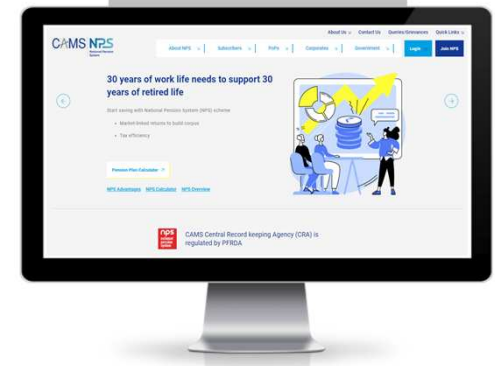


- ❑ Subscriber addition through POP and corporate channels has commenced
- ❑ Onboarded 7 POPs and strong pipeline in place including fintechs

CAMS NPS website logged over 6.5L visitors



**6,62,200**  
website visitors





## Our Launches In (FY23)

- ❑ **Insta SIP** – New investors can start the SIP on the same day by making a one-time investment + SIP in a single transaction with a variety of payment methods
- ❑ **UPI Autopay** – Live with 7 clients.
- ❑ **Insta eNACH** - By converting iSIPs to Insta-eNACH, CAMSPay addresses iSIP challenges such as Third-Party Verification, NAV delays, and higher costs
- ❑ **CAMSPay Business App** – provides a smooth digital experience and saves time for both merchants and their customers thanks to its frictionless abilities
- ❑ Pay by link, Payouts, NACH mandate & transaction API are some of her enhanced solutions offered across BFSI



### Our Launches In Q3 (FY23)

- ❑ **eKYC** – Instant KYC verification via digital modes
- ❑ **Insta EIA** – Real-time creation of an e-Insurance account
- ❑ **Digital Loan Assignment Platform** – Digitizing the entire loan policy assignment process, bridging the current gap between financiers, insurance companies and policyholders

**4+ Mn**

e-Insurance (eIA) accounts

**5+ Mn**

e Policies under service

**750 Cr**

Unclaimed amount Received for processing

**135 Cr**

Unclaimed amount disbursed



# FINANCIALS

# Revenue Highlights – Q3 FY23

<b>Revenue</b>	<b>₹24,357.2 Lakh</b>	<p>▲ 2.5 % YoY</p> <p>▲ 0.5% QoQ</p>
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<b>Asset Based Revenue</b>	<p>4.5% YoY ▲</p> <p>1.4% QoQ ▲</p>
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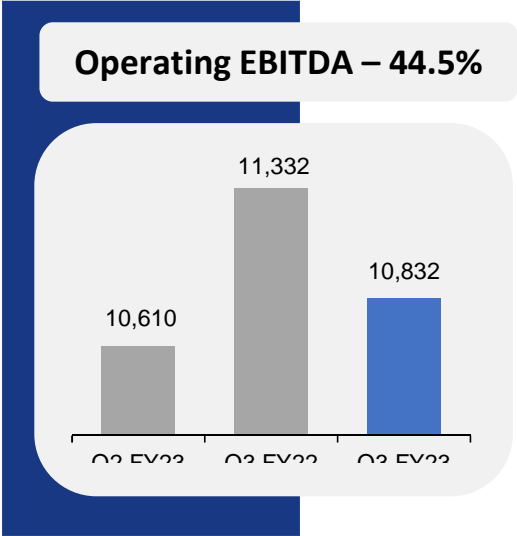
<b>Non-Asset Based Revenue</b>	<p>(8.8)% YoY ▼</p> <p>(1.2)% QoQ ▼</p>
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<b>Non-MF Revenue</b>	<p>4.2% YoY ▲</p> <p>(3.9)% QoQ ▼</p>
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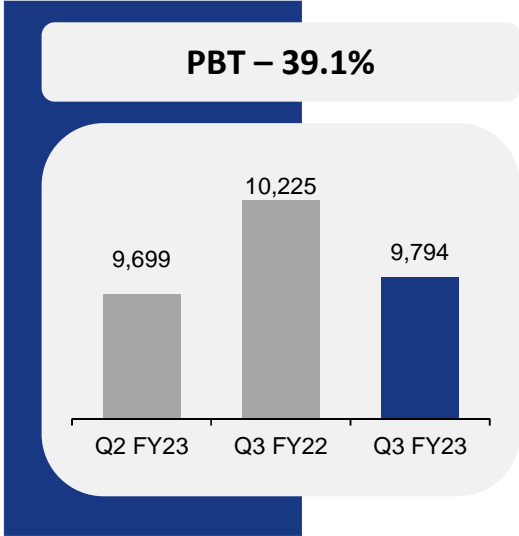
<b>Asset Mix</b>	<b>Equity component: Q3 FY23 @ 46.4% (Q3 FY22: @40.7% / Q2 FY23: @ 45.0%)</b>
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Numbers are after eliminating non-controlling interest

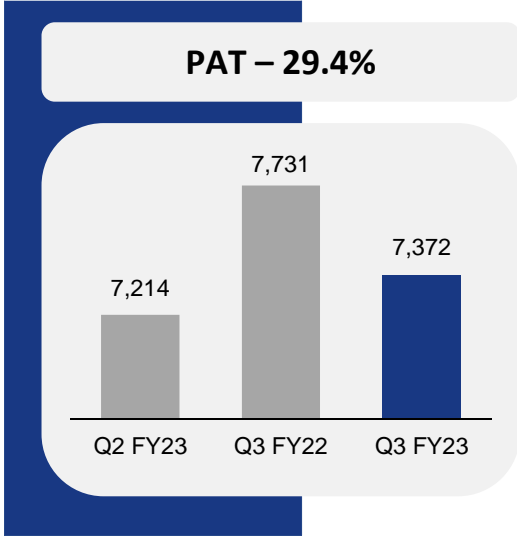
# Financial Highlights – Q3 FY23



▼ **(4.4) % YoY**  
 ▲ **2.1 % QoQ**



▼ **(4.2)% YoY**  
 ▲ **1% QoQ**



▼ **(4.6)% YoY**  
 ▲ **2.2 % QoQ**

**Return on Net-Worth\*  
 ~39.1%**

**\*\* Cash & Cash Equivalent  
 as on 31<sup>st</sup> Dec 2022 was  
 ₹ 479 Cr**

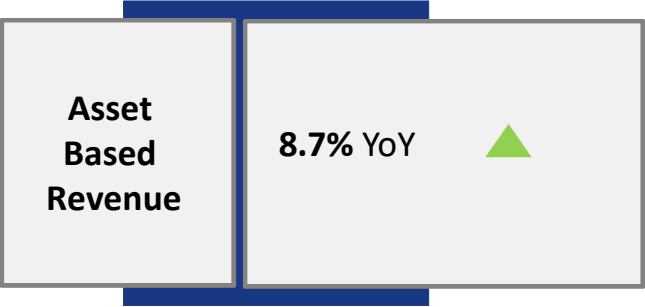
*Profit numbers are after considering the non-cash charge (ESOPs) amounting to ₹ 5.5 Crs (Q3 FY'23), ₹ 7.6 Cr (Q3 FY'22) and ₹ 6.5 Cr (Q2 FY'23)*

**Interim Dividend: ₹10.50 Per share**

- ❑ \*Return on Net-worth – PAT (annualized) / Period end Net-worth | \*\* Includes Bank balances, Fixed deposit, Govt Bond & Investment in MF / Excludes money held in trust (ECS, NPS & Stamp duty collection a/c & Money in unpaid dividend a/c
- ❑ Numbers are after eliminating non-controlling interest

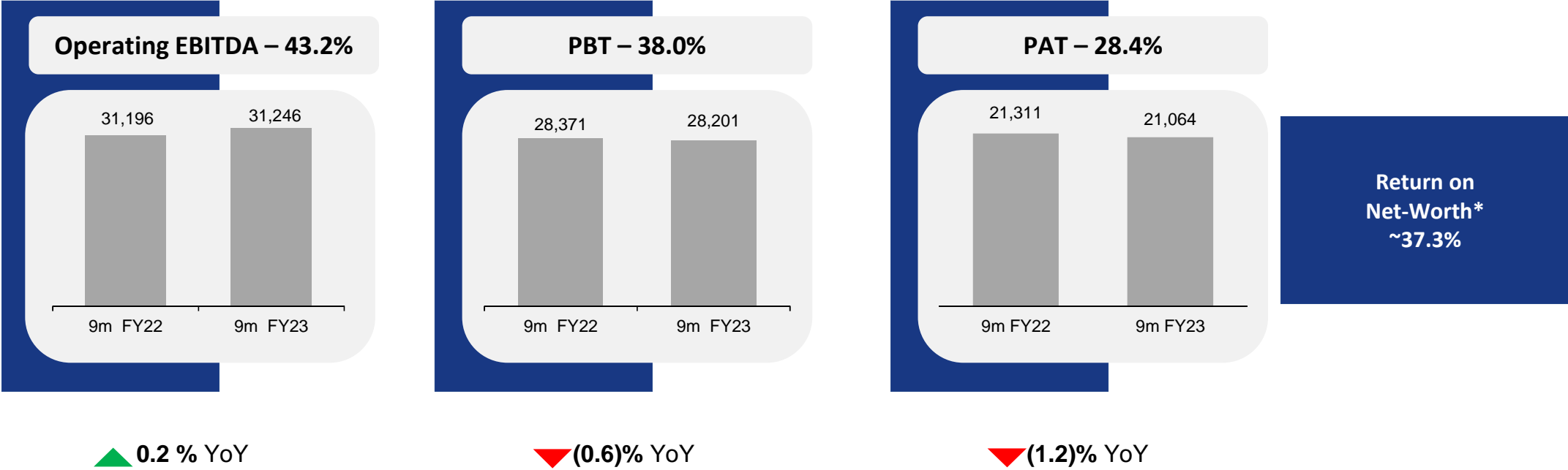


# Revenue Highlights – 9 Mn FY23



Numbers are after eliminating non-controlling interest

# Financial Highlights – 9 Mn FY23

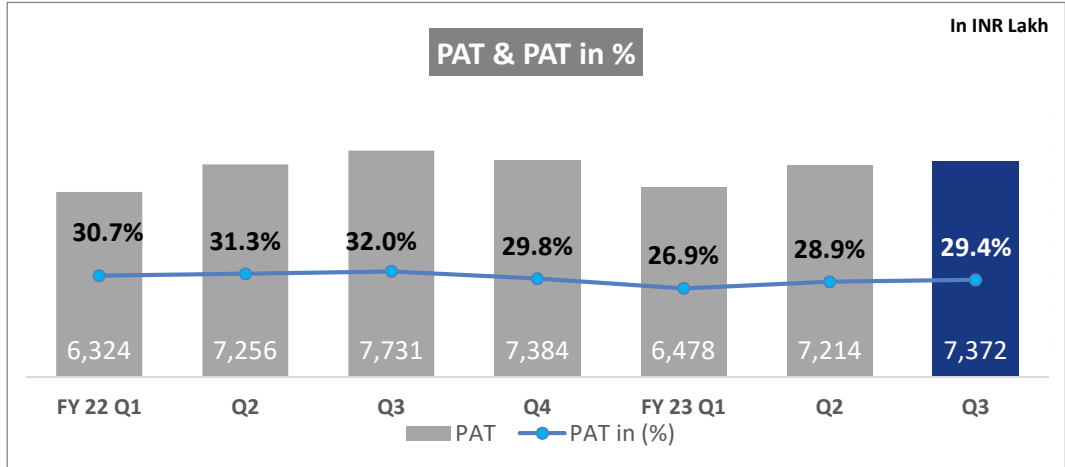
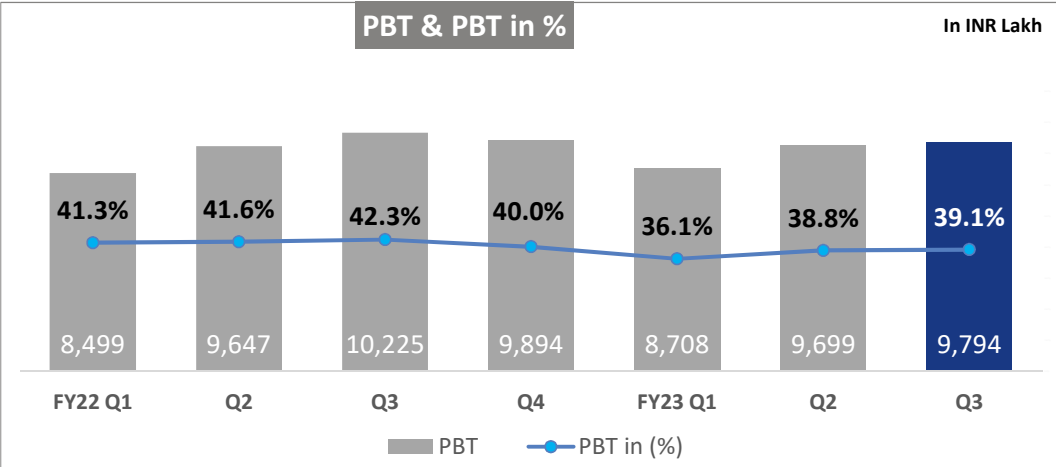
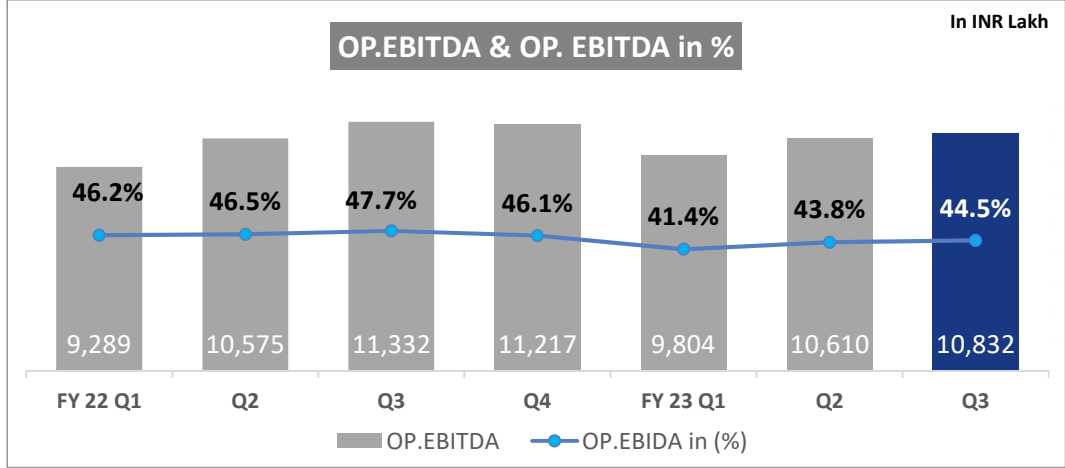
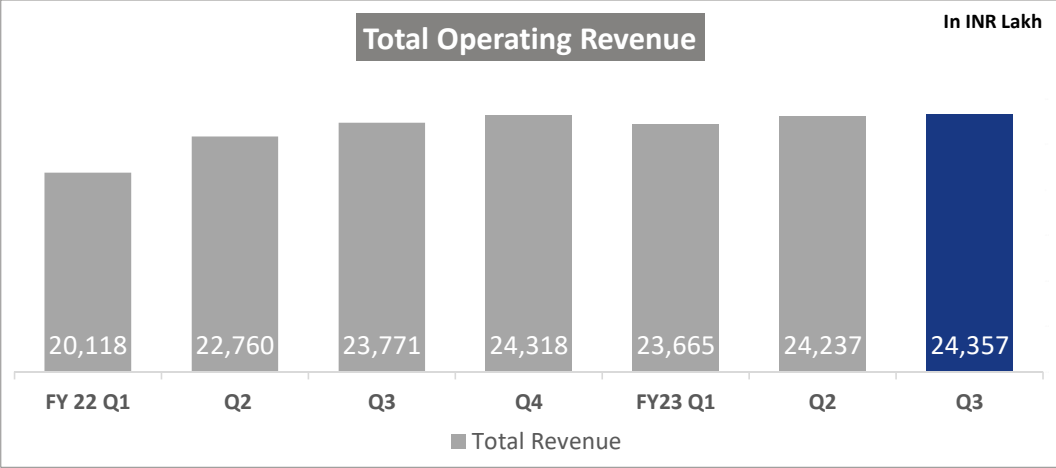


Profit numbers are after considering the non-cash charge (ESOPs) amounting to ₹ 21.6 Crs (9m FY'23), ₹ 17. Cr (9m FY'22)

\*Return on Net-worth – PAT (annualized) / Period end Net-worth

Numbers are after eliminating non-controlling interest

# Consolidated Financial Highlights – Quarterly



Numbers are after eliminating non-controlling interest

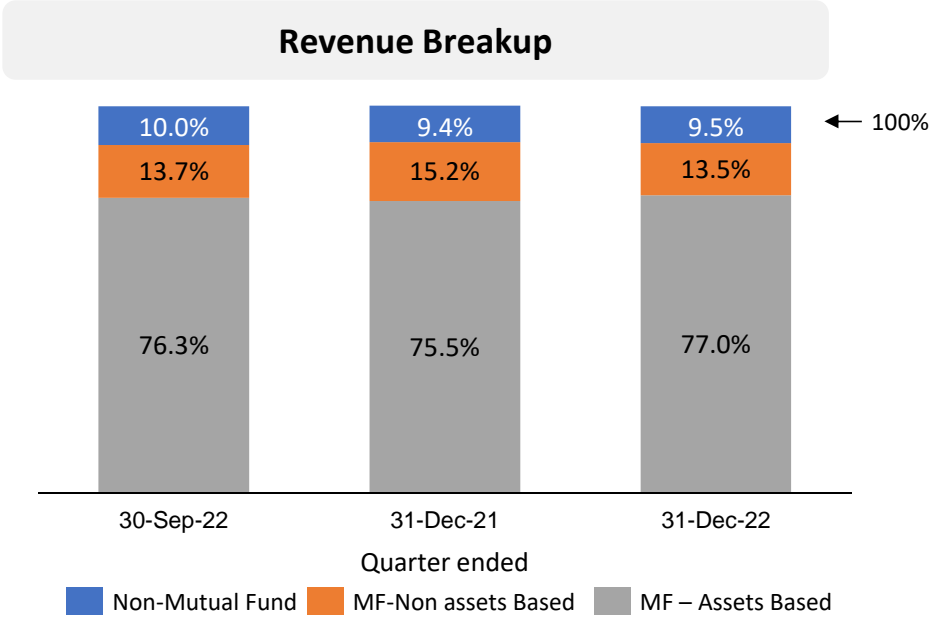
# Q3 FY23 Standalone P&L

Particulars (In Rs Lakhs)	Q3 FY23	Q3 FY22	YoY%	Q2 FY23	QoQ%	9 Mn FY23	9 Mn FY22	9 Mn FY 23 vs. 22 %	FY22
Revenue from operations	23,347.65	22,661.00	3.0%	23,198.19	0.6%	69,186.89	63,362.71	9.2%	86,377.00
Other income	557.17	314.63	77.1%	609.32	-8.6%	1,498.69	3,668.57	-59.1%	3,976.29
<b>Total revenue</b>	<b>23,904.82</b>	<b>22,975.63</b>	<b>4.0%</b>	<b>23,807.51</b>	<b>0.4%</b>	<b>70,685.58</b>	<b>67,031.28</b>	<b>5.5%</b>	<b>90,353.29</b>
<b>Expenses</b>									
Employee benefits expense	7,194.42	7,016.54	2.5%	7,375.01	-2.4%	22,317.97	19,958.32	11.8%	27,030.38
Finance costs	169.15	167.23	1.1%	162.74	3.9%	492.30	499.27	-1.4%	662.40
Depreciation and amortisation expense	1,392.99	1,239.34	12.4%	1,341.89	3.8%	3,980.50	3,305.65	20.4%	4,739.88
Operating expenses	3,977.73	3,473.33	14.5%	3,914.81	1.6%	11,695.24	10,030.90	16.6%	13,919.75
Other expenses	1,782.83	1,581.44	12.7%	1,655.12	7.7%	5,093.50	4,734.84	7.6%	6,416.54
<b>Total expenses</b>	<b>14,517.12</b>	<b>13,477.88</b>	<b>7.7%</b>	<b>14,449.57</b>	<b>0.5%</b>	<b>43,579.51</b>	<b>38,528.98</b>	<b>13.1%</b>	<b>52,768.95</b>
<b>Profit before tax</b>	<b>9,387.70</b>	<b>9,497.75</b>	<b>-1.2%</b>	<b>9,357.94</b>	<b>0.3%</b>	<b>27,106.07</b>	<b>28,502.30</b>	<b>-4.9%</b>	<b>37,584.34</b>
<b>Tax expense</b>									
Current tax	2,415.20	2,407.40		2,375.22		6,921.08	6,679.84		8,891.76
Current tax expense of earlier years	(69.27)	(134.80)		-		(69.27)	(190.30)		(190.30)
Deferred tax	(55.77)	10.34		15.10		(43.30)	(118.66)		(58.54)
Net tax expense	<b>2,290.16</b>	<b>2,282.94</b>	<b>0.3%</b>	<b>2,390.32</b>	<b>-4.2%</b>	<b>6,808.51</b>	<b>6,370.88</b>	<b>6.9%</b>	<b>8,642.92</b>
<b>Profit / (Loss) for the period</b>	<b>7,097.54</b>	<b>7,214.81</b>	<b>-1.6%</b>	<b>6,967.62</b>	<b>1.9%</b>	<b>20,297.56</b>	<b>22,131.42</b>	<b>-8.3%</b>	<b>28,941.42</b>
<b>Earnings per share (In ₹):</b>									
Basic	14.49	14.76		14.24		41.46	45.31		59.23
Diluted	14.39	14.66		14.14		41.19	45.07		58.91

# Q3 FY23 Consolidated P&L

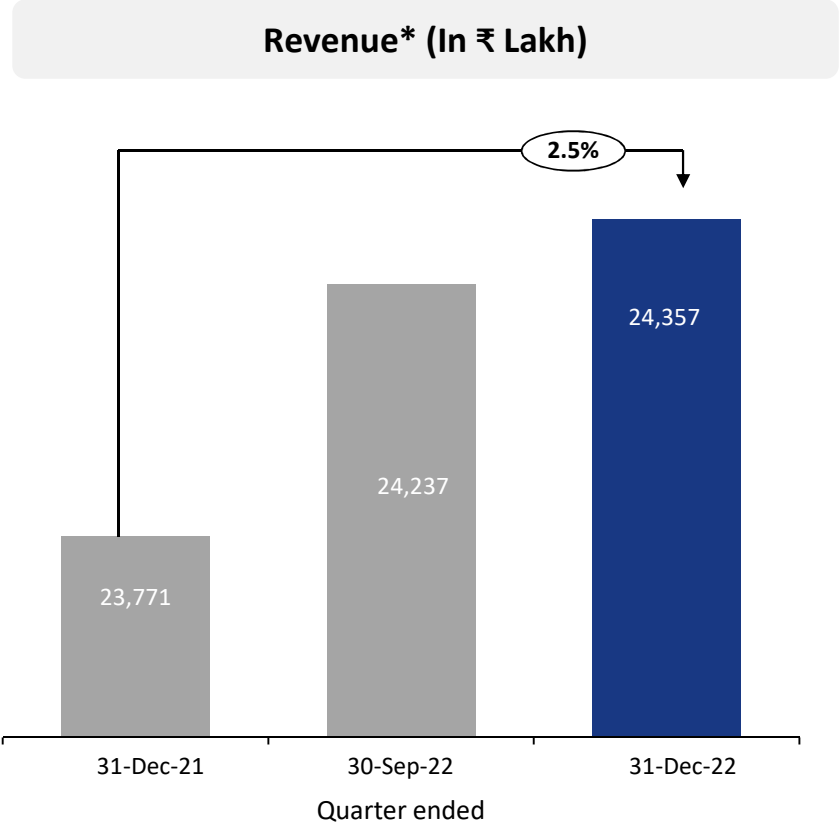
Particulars (In Rs Lakhs)	Q3 FY23	Q3 FY22	YoY%	Q2 FY23	QoQ%	9 Mn FY23	9 Mn FY22	9 Mn FY 23 vs. 22 %	FY22
Revenue from operations	24,357.23	23,771.17	2.5%	24,237.01	0.5%	72,258.85	66,648.36	8.4%	90,966.75
Other income	707.97	411.34	72.1%	741.55	-4.5%	1,893.18	1,302.40	45.4%	1,727.44
<b>Total revenue</b>	<b>25,065.20</b>	<b>24,182.51</b>	<b>3.7%</b>	<b>24,978.56</b>	<b>0.3%</b>	<b>74,152.03</b>	<b>67,950.76</b>	<b>9.1%</b>	<b>92,694.19</b>
<b>Expenses</b>									
Employee benefits expense	8,713.02	8,320.57	4.7%	9,006.48	-3.3%	27,046.32	23,649.66	14.4%	32,175.22
Finance costs	199.04	177.28	12.3%	181.10	9.9%	557.56	534.40	4.3%	713.39
Depreciation and amortisation expense	1,550.57	1,341.68	15.6%	1,471.87	5.3%	4,385.57	3,593.56	22.0%	5,162.17
Operating expenses	2,823.22	2,331.54	21.1%	2,758.00	2.4%	8,288.97	6,556.30	26.4%	9,298.80
Other expenses	2,000.41	1,786.68	12.0%	1,866.13	7.2%	5,709.26	5,246.07	8.8%	7,079.79
<b>Total expenses</b>	<b>15,286.26</b>	<b>13,957.75</b>	<b>9.5%</b>	<b>15,283.58</b>	<b>0.02%</b>	<b>45,987.68</b>	<b>39,579.99</b>	<b>16.2%</b>	<b>54,429.37</b>
<b>Profit before tax</b>	<b>9,778.94</b>	<b>10,224.76</b>	<b>-4.4%</b>	<b>9,694.98</b>	<b>0.9%</b>	<b>28,164.35</b>	<b>28,370.77</b>	<b>-0.7%</b>	<b>38,264.82</b>
<b>Tax expense</b>									
Current tax	2,539.31	2,546.69		2,467.23		7,263.20	7,370.81		9,762.42
Current tax expense of earlier years	(69.27)	(134.80)		-		(69.27)	(190.30)		(190.30)
Deferred tax	(48.03)	81.72		17.78		(56.94)	(120.87)		(1.99)
Net tax expense	<b>2,422.01</b>	<b>2,493.61</b>	<b>-2.9%</b>	<b>2,485.01</b>	<b>-2.5%</b>	<b>7,136.99</b>	<b>7,059.64</b>	<b>1.1%</b>	<b>9,570.13</b>
<b>Profit / (Loss) for the period</b>	<b>7,356.93</b>	<b>7,731.15</b>	<b>-4.8%</b>	<b>7,209.97</b>	<b>2.0%</b>	<b>21,027.35</b>	<b>21,311.13</b>	<b>-1.3%</b>	<b>28,694.69</b>
Non-Controlling Interest	(14.80)	-		(4.34)		(36.35)	-		-
<b>Profit attributable to Owners of the Company</b>	<b>7,371.73</b>	<b>7,731.15</b>	<b>-4.6%</b>	<b>7,214.31</b>	<b>2.2%</b>	<b>21,063.71</b>	<b>21,311.13</b>	<b>-1.2%</b>	<b>28,694.69</b>
<b>Earnings per share (In ₹):</b>									
Basic	15.05	15.81		14.74		43.03	43.63		58.73
Diluted	14.95	15.71		14.64		42.75	43.40		58.41

# Revenue Profile



### Breakup of Non-Mutual Fund

Particulars	Quarter ended		
	30 Sep'22	31 Dec'21	31 Dec'22
AIF	2.8%	2.4%	2.8%
CAMS Pay	2.7%	2.1%	2.3%
CAMS REP	1.8%	1.9%	1.8%
Others	2.7%	2.9%	2.6%
<b>Non Mutual Fund</b>	<b>10.0%</b>	<b>9.4%</b>	<b>9.5%</b>

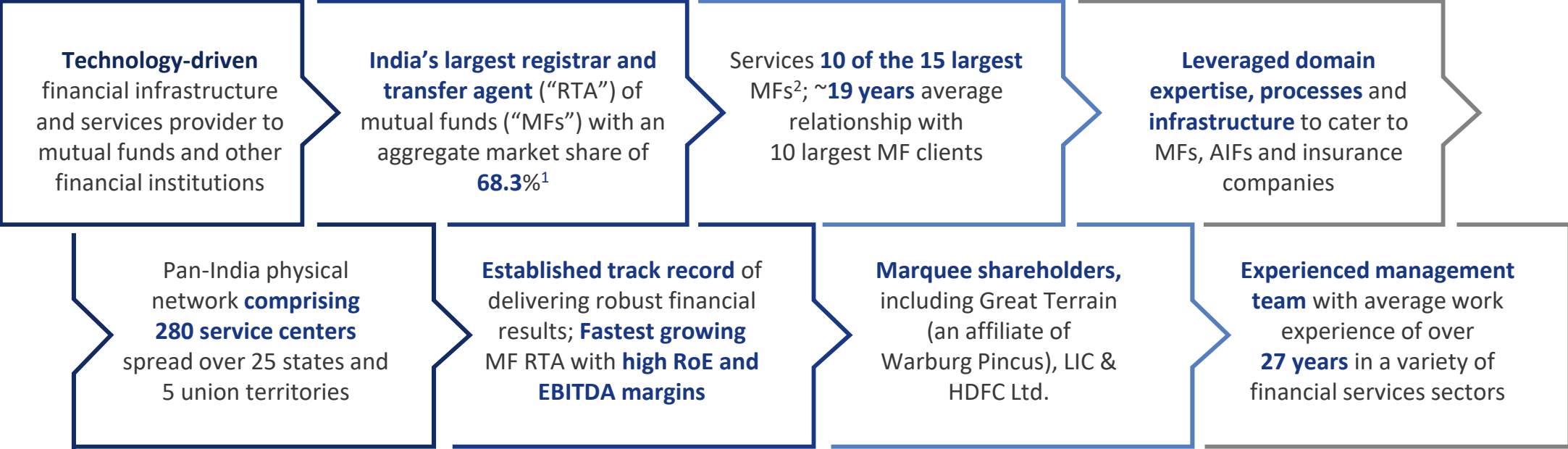






## **ABOUT CAMS**

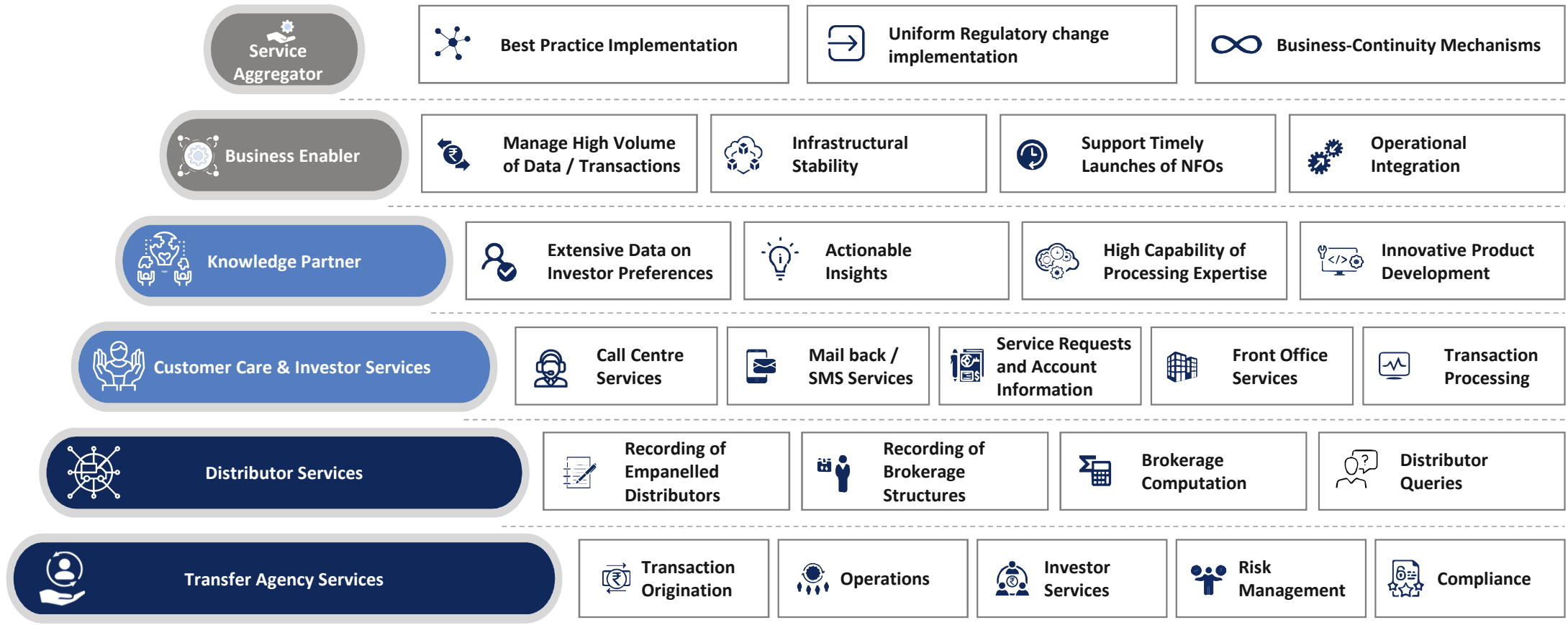
# CAMS – Business at a glance



**Notes:** 1. Market share basis FY23 Q3 (3 Months Average)  
 2. Based on mutual fund average assets under management managed by clients and serviced by CAMS as per AMF

# CAMS – Mutual Fund Services Business

Provides a range of technology-enabled infrastructure to mutual funds –  
**Involved through the life cycle** of an account from account creation to processing transactions and redemption of the amount invested



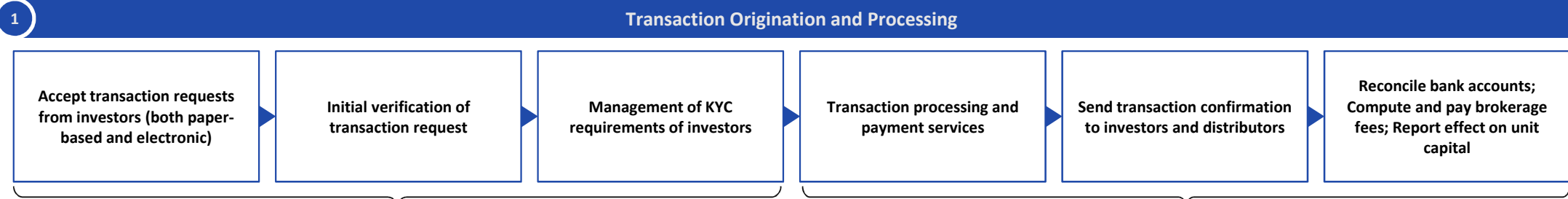
# CAMS – Proprietary technology platforms and mobile applications for MF, AIF and PMS

CAMS has developed and implemented various technology platforms and its technology driven infrastructure and services are integral to the operations of its clients



# Mutual Fund Services provided by CAMS

**CAMS is involved through the life cycle of an account – from account creation to processing to redemption;  
 Also provides statutory statements, transaction origination, operations, investor and distributor services, risk management services and compliance services**



**Front Office**

**Back Office**

**2 Services to Asset Management Companies**

- Record keeping and management
- Reporting to govt. authorities
- Compliance with KYC regulations
- Compliance with SEBI regulations
- Setting up of accounts
- On-boarding of intermediaries
- Anti-money laundering services
- Suspicious transaction reporting
- Compliance with scheme document
- Management information reporting
- Fee computation and administration

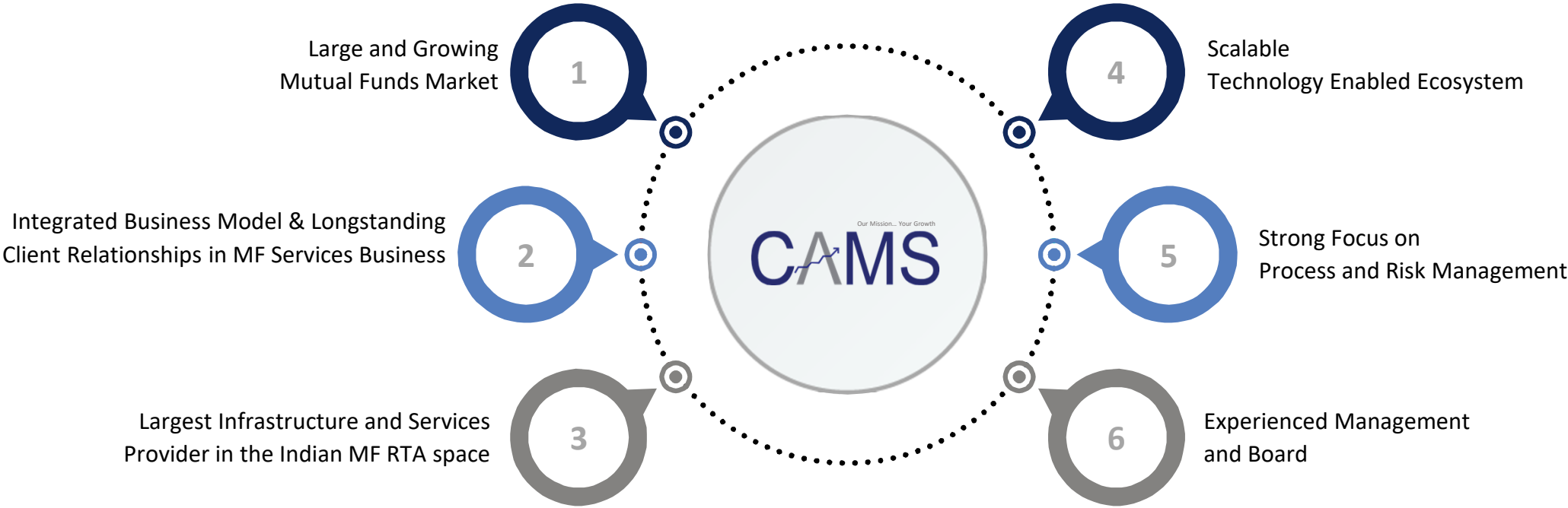
**3 Services to MF Investors**

- Periodic statements and alerts
- Assist with Queries / Service Requests
- Mail management, mail back services
- SMS / Online customer service
- Call center to address queries
- Push and pull services

**4 Services to Distributors**

- Distributor help desk
- Recording of distributors empanelled
- Recording & maintenance of brokerage structures
- Computation of various brokerage
- Claw-back of brokerages
- Addressing distributor queries

# Key Highlights



# CAMS – Overview of other services

Over the years, CAMS has leveraged its domain expertise, processes and infrastructure to diversify its service offering to cater to a variety of other financial services sectors



- ❑ Market leader servicing over ~150 AIF / PMS / Wealth Serve Clients
- ❑ Offers services such as creation of investor record, fund accounting services and reconciliation and creation of MIS and reporting systems
- ❑ Also offers intermediaries revenue management, investor service management
- ❑ 30-35% AIF industry growth projected between FY19-24<sup>1</sup>



- ❑ Manages end-to-end ACH transactions and ECS and services mutual funds, NBFCs and insurance companies
- ❑ Provides services through CAMSPay, which is a highly automated ECS or NACH platform
- ❑ Supports periodical or adhoc payments (including receipt of funds from mutual fund investors through SIP accounts)
- ❑ 35.6 Mn ECS and ACH registrations and transactions executed in Q3 FY23, it was 31.1 Mn in Q3 FY22
- ❑ CamsPay Digital transaction executed in Q3 FY23 is 4.2 Mn against Q3 FY22 was 1.7 Mn



- ❑ 36.79% market share in insurance repository business<sup>2</sup>, with over 5 mn policies held
- ❑ Branch operations, servicing policies, renewal premium collections Claims processing & Unclaimed Management, Demat of Policies and other permitted support functions
- ❑ Assists with back-office operations as well as physical infrastructure and facility management functions

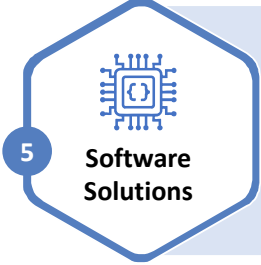
Note: ACH – Automated Clearing House. ECS – Electronic Clearance Services. 1. According to CRISIL Report.

# CAMS – Overview of other services (cont'd.)

Over the years, CAMS has leveraged its domain expertise, processes and infrastructure to diversify its service offering to cater to a variety of other financial services sectors



- ❑ Verification and maintenance of KYC records of investors for use by financial institutions
- ❑ Online services for intermediaries include verification of PAN card details, facilitate uploading new KYC data and entering data for new KYC applicants
- ❑ Also includes scanning and uploading KYC document and viewing and downloading KYC data maintained by KRAs (including CAMS)



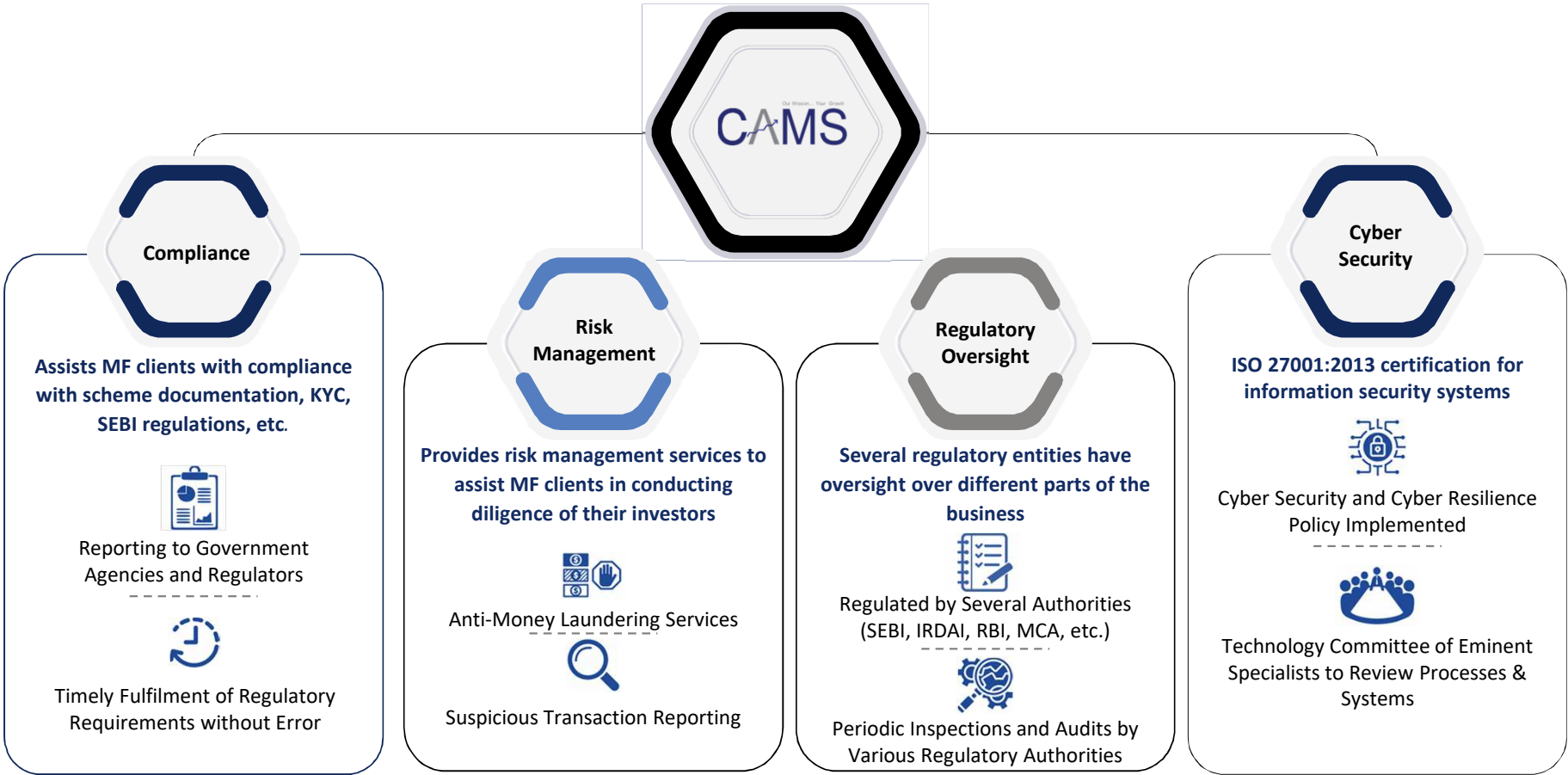
- ❑ Owns, develops and maintains the technology solutions for MF services business & MF clients
- ❑ Technology team of 806 personnel<sup>1</sup>
- ❑ Developed Investrak.NET, a scalable mutual fund transfer agency platform, among others
- ❑ Assists with website design and development, provides mobility solutions, performs trend analysis, business intelligence and analytics based services, etc.

Note: 1. As of December 31, 2022.







# CAMS – Compliance and risk management architecture




Relentless focus on systems and processes has allowed CAMS to become a trusted provider of services to its clients and other stakeholders

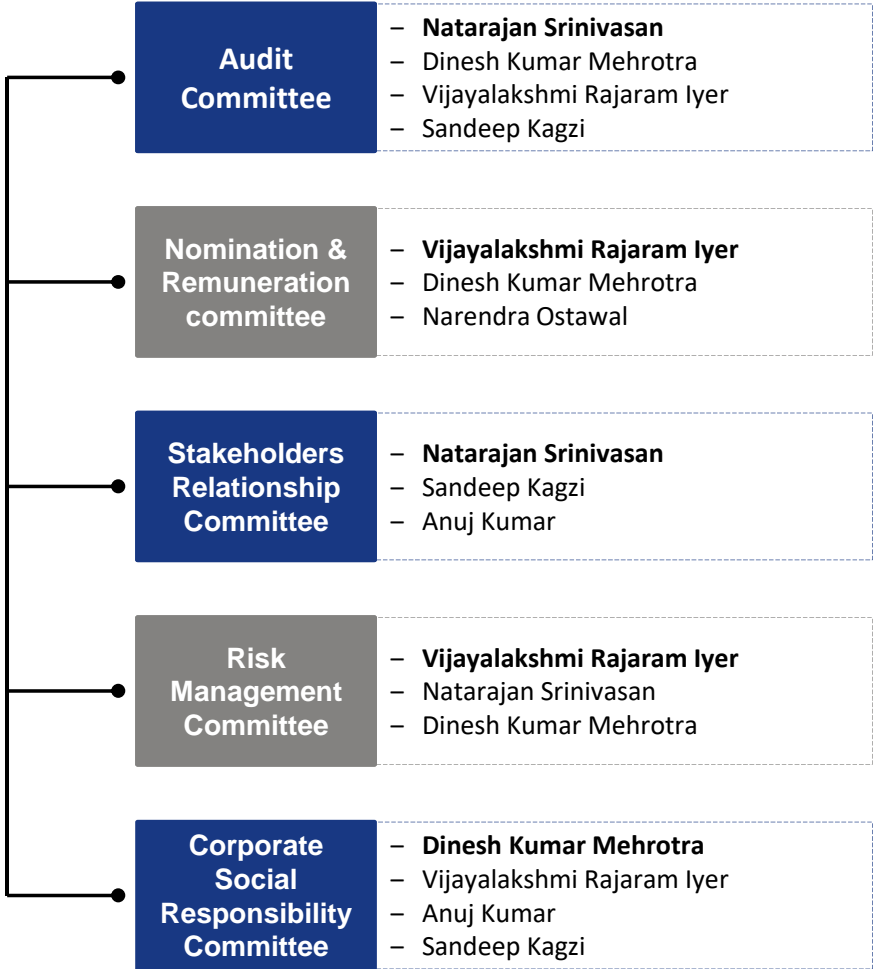


# Experienced Board of Directors

## Board of Directors

 <p><b>Dinesh Kumar Mehrotra</b>  <i>Chairman &amp; Independent Director</i></p>
 <p><b>Vedanthachari Srinivasa Rangan</b>  <i>Non-Executive Director</i></p>
 <p><b>Narendra Ostawal</b>  <i>Non-Executive Director</i></p>
 <p><b>Anuj Kumar</b>  <i>Managing Director</i></p>

 <p><b>Natarajan Srinivasan</b>  <i>Independent Director</i></p>
 <p><b>Vijayalakshmi Rajaram Iyer</b>  <i>Independent Director</i></p>
 <p><b>Sandeep Kagzi</b>  <i>Non-Executive Director</i></p>



# Experienced Senior Management Team

Experienced management team, with an average work experience of **27 years** and a demonstrated ability to grow and diversify the business and innovate services

## Anuj Kumar – Managing Director

- Joined the company in March 2016
- Previously associated with Godrej & Boyce, Escorts Finance & IBM India

## Syed Hassan – Chief Operating Officer

- Joined the company in March 2022
- Previously associated with DXC Technology, Britannia Industries, Unilever

## N. Ravi Kiran - Head – New Businesses

- Joined the company in April 2017
- Previously associated with Dharma Software Solutions & Reliance Systems

## Vinodh Chelambathodi – Chief Human Resources Officer

- Joined the company in January 2022
- Previously associated with Godrej, Flextronics, HCL, Capgemini, Polaris/Intellect and FSS

## Vivek Bengani - CEO – CAMS Insurance Repository

- Joined the company in March 2022
- Previously associated with Edelweiss Tokio Life Insurance

## Ramcharan Sesharaman – Chief Financial Officer

- Joined the company in March 2020
- Previously associated with Photon Interactive and Reliance Jio Infocomm

## Ravi Kethana – Chief Platform Officer

- Joined the company in December 2019
- Previously associated with Tata Consultancy Services and Wipro

## Manikandan Gopalakrishnan – Company Secretary & Compliance Officer

- Joined the company in June 2011
- Previously associated with BPL, Precot Meridian & SJK Steel Plant

## Vasanth Jeyapaul Emmanuel – CEO - CAMSPay

- Joined the company in October 2017
- Previously associated with Bennett, Coleman & Co, Agenda Net marketing

## Abhishek Mishra – Chief Risk Officer

- Joined the company in 2<sup>nd</sup> January 2023
- Previously associated with Accenture, GE, Washington Mutual Bank



**ESG**

# Update on ESG Initiatives



- ❑ Published ESG initiatives in Annual report on voluntary basis in CAMS annual report FY2021-22. Coverage will be further enhanced in the Annual report for FY 2022-23



- ❑ Board level committee constituted for ESG initiatives, Road map being put in place to ensure compliance with the Environmental, Social and Governance related aspects



- ❑ The ESG policy for the company has been approved by the Board
- ❑ As part of the Environmental related initiatives the company partnered with an NGO - Environmentalist Foundation of India for renovating a lake with 18 acres of water holding. The renovation is complete



# Environment

We help combat climate change and environmental challenges by ensuring resource efficiency and reducing our environmental footprints. We operate through 281 offices, including one Corporate Office and six back offices. To achieve our environmental goals, we have stringent internal targets to reduce waste, water, and carbon emission and invest in renewable green energy.

## Reduce

- ❑ Paper use is actively discouraged across the organization, and internal processes have been aligned to process transactions through electronic submissions
- ❑ Internal targets are to reduce waste, water, and carbon emission and invest in renewable green energy

## Replace

- ❑ Installation of lower energy LED lighting system
- ❑ Digital transformation for enhanced resource efficiency


## Reuse & Recycle

- ❑ No hazardous waste is produced since CAMS is a service-based Company
- ❑ Segregation of dry and wet waste
- ❑ Computers, monitors, computer accessories, printers, projectors, and other such hardware that are under-utilized or have reached the end of useful life are managed by the Company's e-waste recycling program, which includes handover to original suppliers or certified disposal vendors
- ❑ Plastic waste is collected, segregated, and transported to Local Government agencies / for processing and disposal


The company partnered with an NGO to restore two lakes and create two urban forests. The restoration of these lakes is expected to directly influence the surroundings and ensure increased water percolation and enhanced ground water recharge. This project involved cleaning up of the water body, removal of invasive weeds, increase in water storage, establishment of strong bunds, inlet-outlet regulation, tree plantation and protective fencing. While plants are expected to turn the lake into a biodiversity hotspot, the urban forest will enhance the air quality, reduce water run-off and soil erosion, and absorb noise, dust, and heat from the region.

# Social

As global citizens, we believe that we can thrive only when the communities in which we operate also thrive. We remain committed to impacting communities through initiatives that improve access to jobs, education, and training, protect the environment, promote people’s health and well-being, and encourage equality and care for the underprivileged.

**Customer-Centricity** 

- ❑ Grievance Redressal Mechanism for customers
- ❑ Interaction through email, mobile apps, face-to-face meetings on monthly basis to improve customer experience
- ❑ Customer Satisfaction surveys are carried out periodically for enhancing customer satisfaction levels
- ❑ The Company extensively educates the customers on data privacy and security via website, social media platforms and other digital solutions like mobile apps. CAMS focusses on enhancing customer experience through various digital solutions and technology upgradations

**Commitment to Community** 

- ❑ Virtual learning enhances the school students’ capacity and improves quality during the pandemic through online mediums
- ❑ Experimental-based learning through online platforms for underprivileged school students to respond to COVID-19
- ❑ Senior Citizens who do not have children/relatives looking for support
- ❑ Women self-help groups looking for entrepreneurial skills
- ❑ Support for Education of HIV- affected children
- ❑ Tree plantation to improve the green cover


## Commitment to Employees

- ❑ Grievance Redressal Mechanism for employees
- ❑ The employees undergo mandatory induction training where the stakeholders are made aware of CoC, Human Rights, Company policies, insider trading
- ❑ The Company also conducts refresher training through “WeLearn programme” to apprise the employees periodically
- ❑ Focused training on Skill Development & periodic drills on Risk Mitigation
- ❑ **Employee well-being is the foremost priority:** POSH committee, Communication, Accountability, Maternity benefits, Human Rights, and Training on Health and safety
- ❑ The Company has in place POSH policy, Whistle blower policy and Employee Safety policy applicable to all employees
- ❑ The grievance redressal mechanisms are available for the employees to raise their concerns. The Company provides opportunity for physically challenged persons to get profitable employment
- ❑ **Diversity & Inclusion:** 14% representation of women on the Board, and the Turnover rate for women in FY22 is 27% which is higher than the previous year




# Governance

We recognize ethics and governance to be of paramount importance. We are committed to maintaining the highest standards of governance in the conduct of our business and continuously strive to create lasting value for all our stakeholders. Since our inception, we have been building on our organization's foundation by continually enhancing the governance structures, policies, processes, and controls that support and promote accountability, transparency, and ethical behaviour. We remain steadfast in our commitment to creating and reinforcing a strong and healthy culture in which all employees feel respected and empowered to do what is suitable for our customers, communities, and shareholders.

**Regulatory Compliance Framework** 

- ❑ Proactively identify, assess, monitor, control, and report compliance in adherence to country-specific laws and regulations
- ❑ Compliance ownerships are aligned with corporate objectives
- ❑ Serve the interests of the Company and its shareholders

**Board Governance and its Committees** 

- ❑ Representation and inclusion of Women in Board of Directors
- ❑ Leadership directly through board level committees

# Governance

## Compliance, Risk and Internal Audit

- ❑ The Company has extensive Information Security Management System in place for ensuring protection of the systems and safeguard information to avoid material financial impact
- ❑ ISO 9001-2015 Certification
- ❑ ISO 27001 Certification
- ❑ Audit Committee of the Board of Directors reviews the reports of the Auditors at its periodical meetings, and to oversee & review the procedures and systems effectuating the policies
- ❑ The Risk Management Committee and Technology Committee of the Board periodically reviews the cyber security systems
- ❑ Data Privacy Policy

## Ethical Practices

- ❑ CAMS Code of Conduct
- ❑ The vigil mechanism & whistle blower policy encourages directors and employees to report the concerns on (but not limited to) illegal or unethical practices or behaviour, actual or suspected fraud or violation of the Company's code of conduct or ethics policy
- ❑ Employee Safety Policy
- ❑ POSH Policy
- ❑ Policy on Anti-Corruption and Bribery

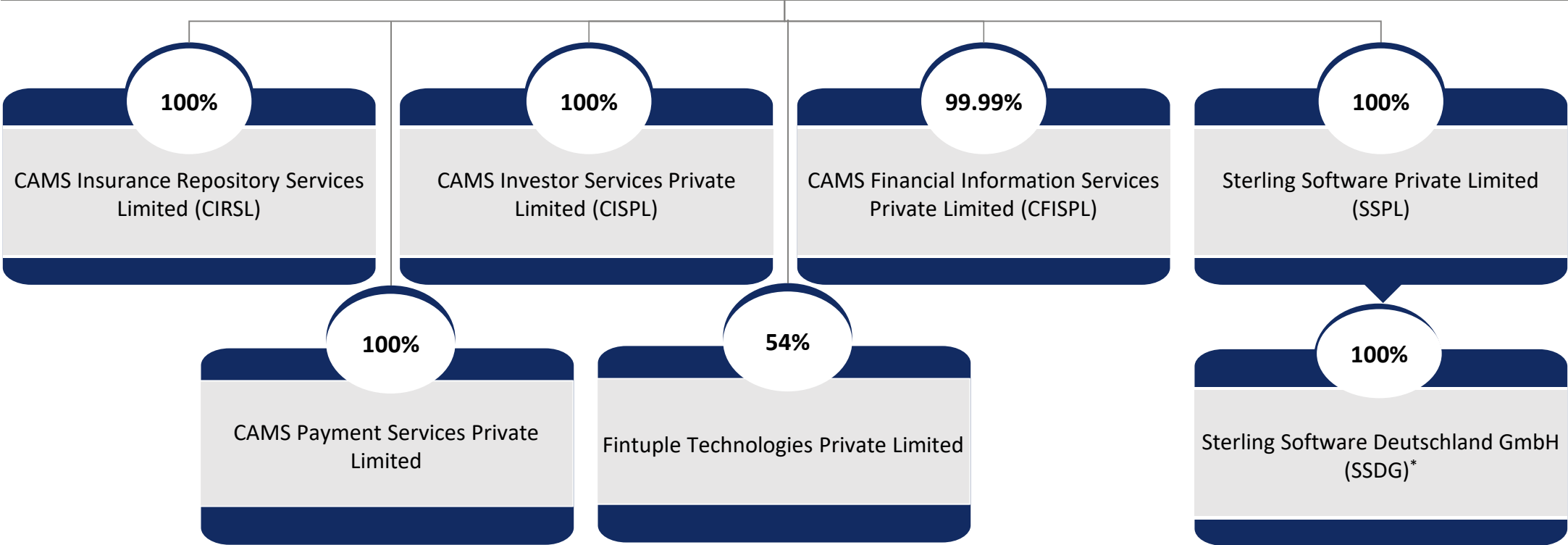


# APPENDIX

# Corporate Structure

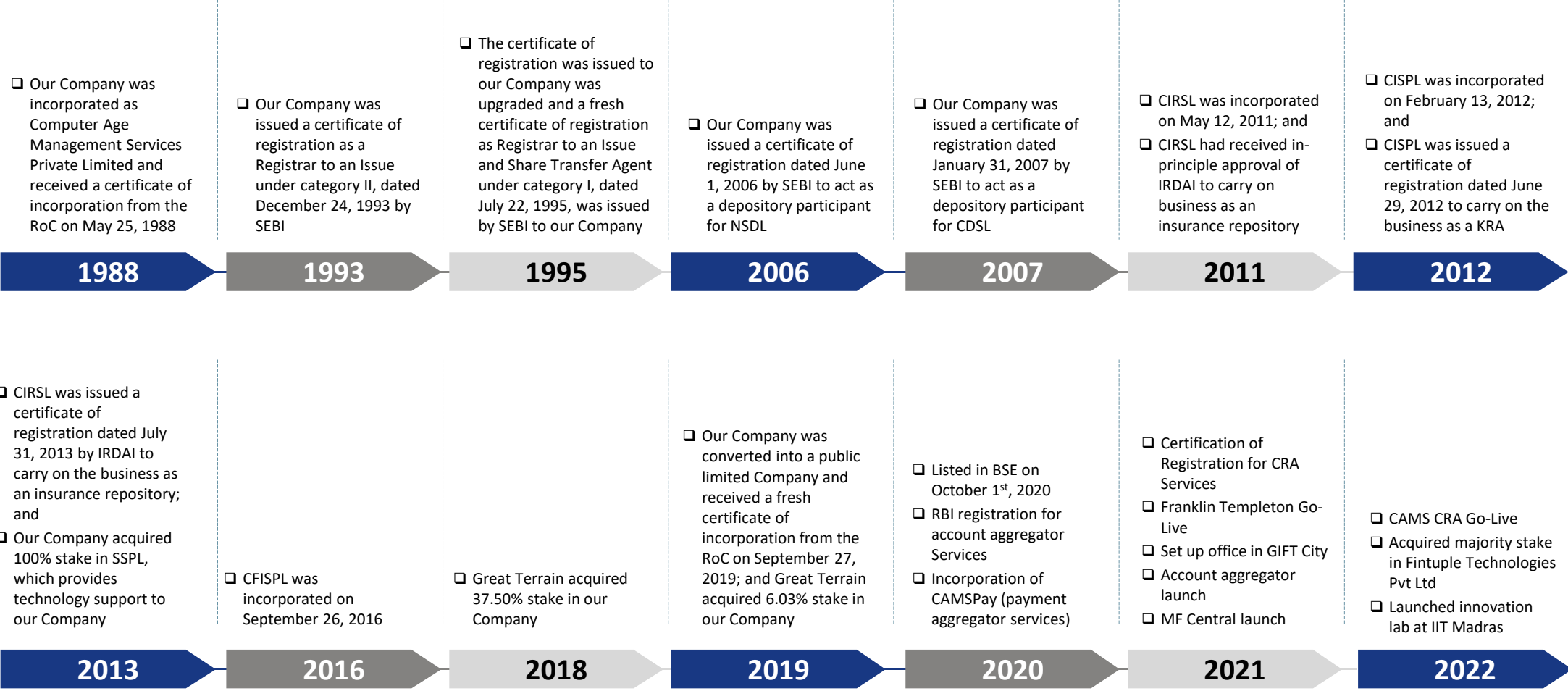
## Computer Age Management Services Limited

Mutual Funds Services, Alternate Investment Funds Services, Payment Services, Banking and Non-Banking Service Businesses



**Note:** \* Currently in the process of winding down the operations of Sterling Software (Deutschland) GmbH. | Currently in the process of closing banking and non-banking services business.

# History/Milestones



# Awards and Accolades



2015

- Our Company was awarded 'Best App' for 'myCAMS' app under finance category at the Global Mobile App Summit and Awards
- CIRSL was awarded 'Best Newcomer Award' at Asia Insurance Technology Awards
- CIRSL was awarded 'Best Service Provider' award in 'Feet on Street Collections' category by ICICI Prudential Life Insurance Company Limited at Tatva Annual Meet



2016

- Our Company was awarded SME Business Excellence Awards in mid-corporate IT and IT-enabled services category by Dun and Bradstreet and RBL Bank Limited
- Our Company was awarded 'Best App' for 'myCAMS' app under finance category at the Global Mobile App Summit and Awards



2017

- Our Company was awarded 'Best use of digital media/platform' in the mutual fund category for 'myCAMS' app at the Drivers of Digital Awards
- Our Company was awarded 'Best App' for 'myCAMS' app under finance category at the Global Mobile App Summit and Awards
- CIRSL was awarded 'Best Newcomer Award' at Asia Insurance Technology Awards
- CIRSL received the Celent Award for CIRSL's iCare services
- 20 most promising capital market solution provider



2018

- Our Company was awarded 'Special Mention for Use of Digital Media in the Mutual Fund Category' for 'GoCorp' app at the Drivers of Digital Awards 2018
- Our Company was awarded 'Best Application of Technology' for 'myCAMS' app at 4th edition of CX Strategy Summit and Awards
- CIRSL was awarded 'Best Service Provider' award



2019

- CIRSL was awarded 'OSCAR' by TATA AIA for outstanding support in DJFM 2019
- CIRSL was awarded 'Best Service Provider' award in 'Mandate Registration and Insurance Repository' category by ICICI Prudential Life Insurance Company Limited at Tatva Annual Meet
- SSPL was awarded "20 Most Promising Capital Market Solution Providers – 2019" by CIO Review India
- Our Company was awarded "Highly Commended – Harnessing the Power of Technology" at the Adam Smith Awards Asia 2019
- SSPL was awarded for "Digital and Fintech Solutions" at the SME Business Excellence Awards 2019 by Dun & Bradstreet and RBL Bank Limited



2020

- Recognized as the Star of FinTech in Tamil Nadu (highest category recognition) by Tamil Nadu Government



2021

- CAMSPay won the prestigious FINNOVITI 2021 Award
- CAMS Insurance Repository Services limited has been recognized as 'Feet on Street (FOS)-Best Service provider' by ICICI Prudential Life Insurance company limited at the 15<sup>th</sup> Annual TATVA annual awards 2021

2022

- CAMS won the NASSCOM cloud innovator of the year

# Shareholders' Information

## Stock Data as on 31<sup>st</sup> December 2022

**Market Capitalisation**  
**10,878.54 Cr**

**Shares Outstanding**  
**4,89,93,596**

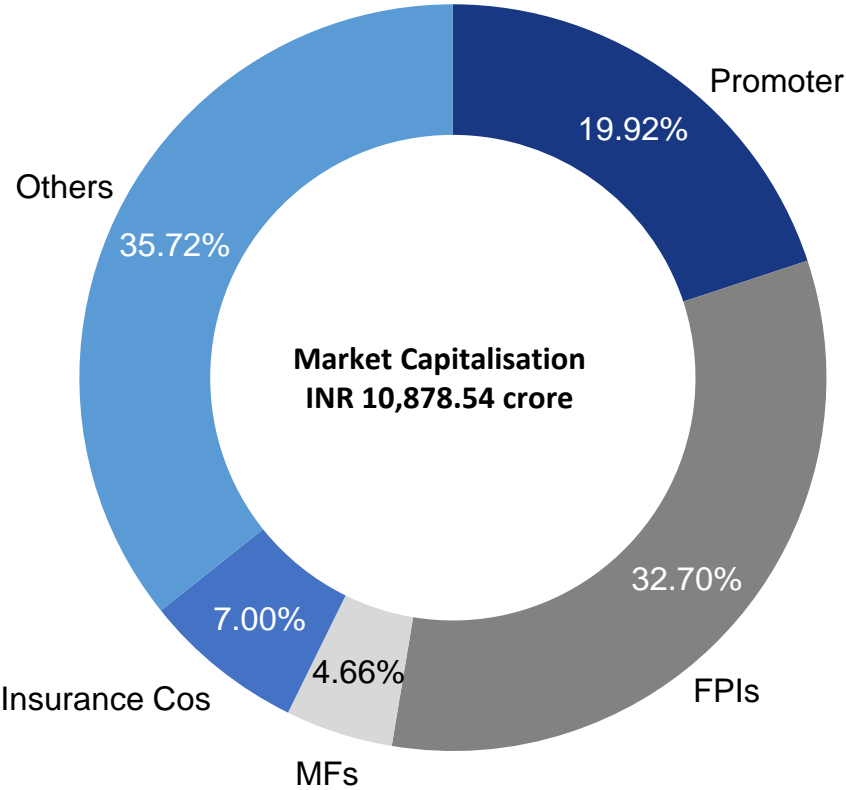
**Free Float**  
**8,711.53 Cr**

**Scrip Symbol / Code**  
**CAMS/543232**

## Top Institutional Holders

- Housing Development Finance Corporation Limited
- Life Insurance Corporation of India
- Goldman Sachs Funds
- JPMorgan Asset Mgt (JF Asset Mgt)
- Vanguard Group
- Grandeur Peak Global Advisors
- Seafarer Capital Partners
- Capital Research Global Investors
- IIFL Asset Mgt
- Acsys Investments
- BlackRock Investment Mgt - Index
- Matthews International Capital Mgt
- White Oak Capital Mgt
- Fidelity Investments
- Tata AIA Life Insurance
- SBI Life Insurance Co
- ONTORIO Teachers Pension Plan
- FSSA Investment Mgrs

## Shareholding Pattern (%)



# Glossary

Term	Description
AAUM	Average Assets under Management
ACH	Automated Clearing House
Aditya Birla Capital	Aditya Birla Capital Limited
AIF	Alternative Investment Fund
AMC	Asset Management Company
AUM	Assets under Management
B2C	Business-to-Customer
c.	Approximately
CEO	Chief Executive Officer
DDT	Dividend Distribution Tax
DNS	Domain Name System
DSP Investment Managers	DSP Investment Managers Private Limited
EBITDA	Earnings before Interest, Tax, Depreciation and Amortization
ECS	Electronic Clearance Services
FI	Financial Institutions
FII	Foreign Institutional Investors
GDP	Gross Domestic Product
Great Terrain	Great Terrain Investment Ltd
HDFC	Housing Development Finance Corporation
HDFC AMC	HDFC Asset Management Company Limited
HDFC Bank	HDFC Bank Limited
HNI	High Net worth Individual
ICICI Prudential AMC	ICICI Prudential Asset Management Company Limited
ICICI Securities	ICICI Securities Limited
IIT	Indian Institute of Technology
IRDAI	Insurance Regulatory and Development Authority of India
IT	Information Technology


Term	Description
Kotak	Kotak Mahindra Capital Company Limited
Kotak Mahindra AMC	Kotak Mahindra Asset Management Company Limited
KRA	KYC Registration Agency
KYC	Know your Customer
MCA	Ministry of Corporate Affairs
MF	Mutual Fund
MIS	Management Information Systems
NACH	National Automated Clearing House
NBFC	Non-Banking Financial Company
NSE Investments	NSE Investments Limited
Nomura	Nomura Financial Advisory and Securities (India) Private Limited
PAN	Permanent Account Number
PAT	Profit after Tax
RBI	Reserve Bank of India
RFI	Regulated Financial Institutions
RM	Relationship Manager
RoE	Return on Equity
RTA	Registrar and Transfer Agent
SBI Fund Management	SBI Fund Management Private Limited
SEBI	Securities and Exchange Board of India
SIP	Systematic Investment Plan
SM	Sales Manager
SMS	Short Message Service
SSPL	Sterling Software Private Limited
TB	Terabyte
TER	Total Expense Ratio
UT	Union Territory





Computer Age  
Management Services  
Limited (CAMS)

 Mr. Anish Sawlani, Head - IR


 +91 72990 07973

 [Anish.sawlani@camsonline.com](mailto:Anish.sawlani@camsonline.com)



Investor Relations  
Orient Capital

 Mr. Rajesh Agrawal

 +91 99674 91495

 [Rajesh.Agrawal@linkintime.co.in](mailto:Rajesh.Agrawal@linkintime.co.in)

**THANK YOU**