DATE: 12TH JULY, 2024



To Manager - Listing Department National Stock Exchange of India Ltd. Exchange Plaza, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai-400051

REF: WEALTH FIRST PORTFOLIO MANAGERS LIMITED

SCRIP CODE: WEALTH

SUB: INVESTOR PRESENTATION ON FINANCIAL RESULT FOR THE QUARTER ENDED 30TH JUNE, 2024.

Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, find enclosed herewith the investor presentation on the Un-Audited Financial Results for the Quarter ended 30th June, 2024.

You are requested to kindly display the same on the Notice Board of the Stock Exchange.

Thanking you.

Yours faithfully,

FOR AND ON BEHALF OF WEALTH FIRST PORTFOLIO MANAGERS LIMITED

ASHISH SHAH MANAGING DIRECTOR DIN: 00089075

Wealth First Portfolio Managers Limited

CIN No. - L67120GJ2002PLC040636





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Investor Presentation Q1 FY25



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Q1 FY25 PERFORMANCE OVERVIEW

ABOUT US

COMPANY STRATEGY

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HISTORICAL PERFORMANCE

Our Performance For Q1 FY25



Consolidated Performance

Rs. 21.6 Cr. (+55% YoY)

Revenue

Rs. 11.2 Cr. (+76% YoY)

Trail Base Revenue

Rs. 14.0 Cr. (+66% YoY)

PAT

Rs. 5,448.3 Cr. (+65% YoY)

ARR AUM

Rs. 11,417.8 Cr. (+36% YoY)

AUA



Commenting on the results and performance for Q1 FY25, Mr. Ashish Shah, Managing Director of Wealth First Portfolio Managers Limited said:

"FY25 has commenced on a strong footing with company reporting growth across all the parameters in Q1 FY25. During the quarter gone by, our top-line grew by 55% YoY to Rs. 21.6 Cr., trail base revenue witnessed a growth of 76% YoY to Rs. 11.2 Cr. while PAT jumped by a robust 66% to Rs. 14.0 Cr. on a YoY basis.

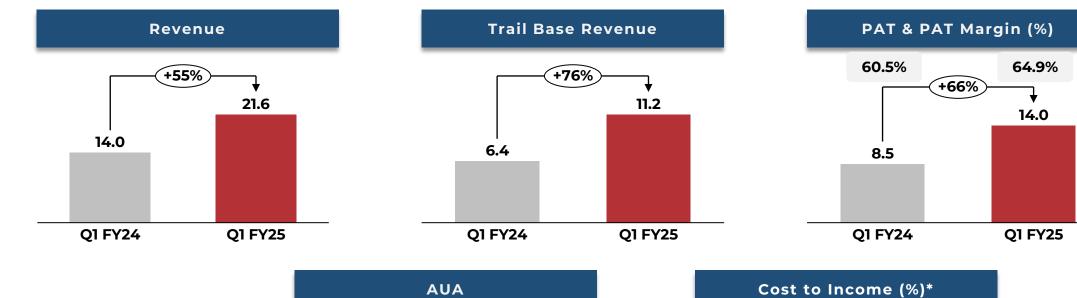
Our ARR AUM witnessed a growth of 65% YoY and stood at Rs. 5,448.3 Cr. whereas assets under advisory grew by 36% to Rs. 11,417.8 crore on a YoY basis, the growth is on the back of robust net inflows coupled with market activity. We foresee strong momentum to continue over the coming quarters.

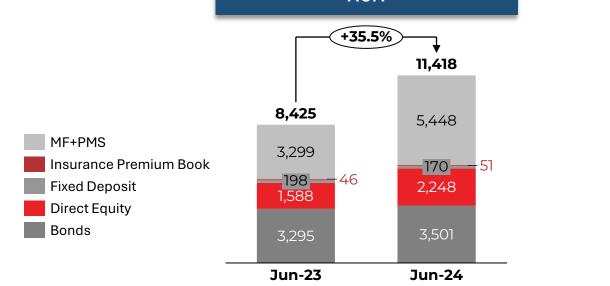
On the industry front, Mutual Funds AUM reached a new peak of Rs. 61 Tr. in June 2024, spurred by a strong market recovery following the general elections, resulting in significant inflows into equity funds. SIP inflow for quarter ended June 2024 witnessed an inflow of Rs. 625 Bn. which is a growth of 45% YoY, indicating strong inflow from the retail segment. We anticipate continued healthy market activity, positioning Wealth First well to seize emerging opportunities in the future."

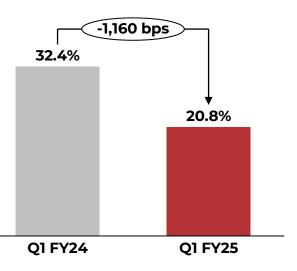
Strong Financial Performance for Q1 FY25

WEALTH FIRST PORTFOLIO MANAGERS LIMITED Simple process. Expert wealth

(In Rs. Cr)



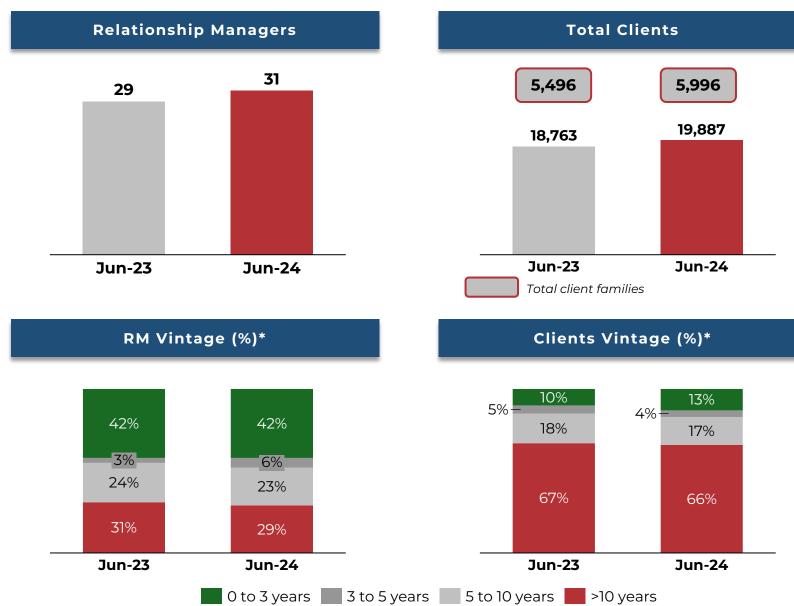




This slide highlights consolidated data *% Expenses to Business Income

Operational Performance





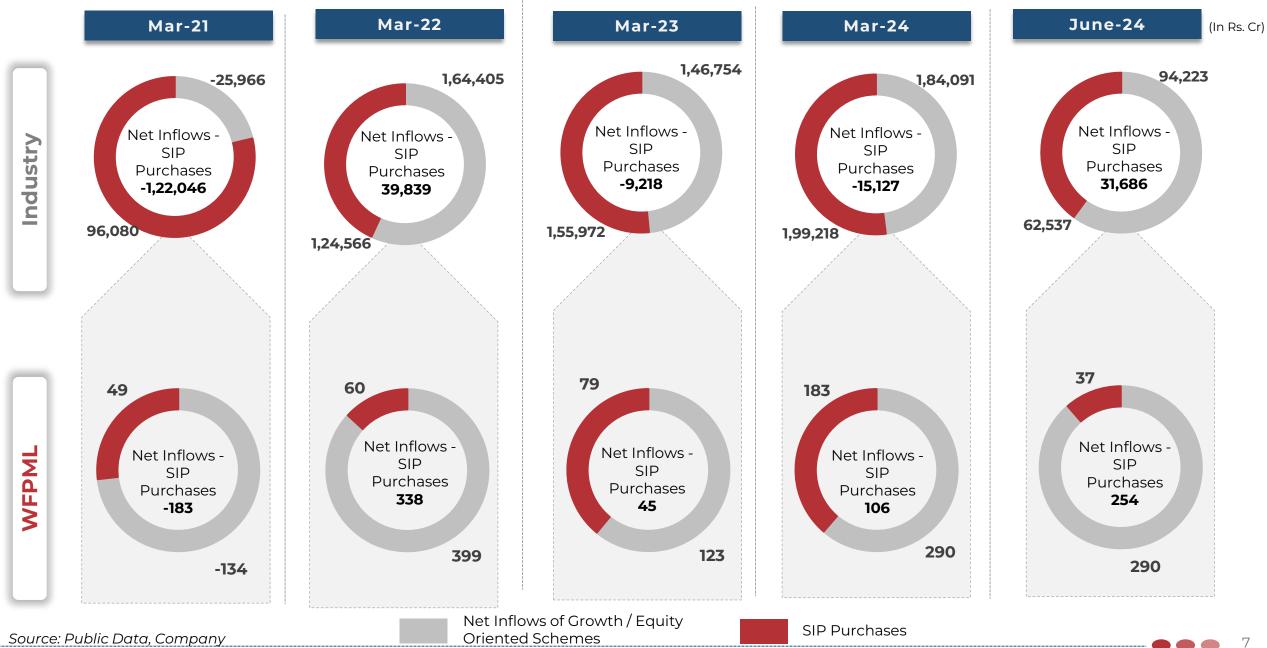
- The RM vintage at Wealth First stood strong with 23% of RMs being associated with the Company for >5 years whereas 29% of RMs being associated with the Company for >10 years
- 66% of our clients are with us for >10years indicating strong client stickiness
- Total client base has increased to 19,887, which is a growth of 6% YoY
- Total client families increased by 9% YoY to 5,996 with 500 client families added in the last 1 year
- The client stickiness is a testament of our client servicing capabilities

*Rounded off to nearest decimal

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Equity Net Inflows





Consolidated Profit And Loss Statement



(In Rs. Cr)

Particulars	Q1FY25	Q1FY24	YoY	Q4FY24	QoQ	FY24	FY23	YoY
Income								
Revenue from operations - Trading Activities	7.2	2.9		1.3		12.7	-2.5	
Revenue from operations – Other	13.4	8.2		13.3		41.6	32.0	
Other Income	0.9	2.8		5.9		12.6	-0.1	
Total Revenue	21.6	14.0	55%	20.5	5%	67.0	29.4	127%
Employee benefit expense	1.6	1.7		1.8		8.1	6.7	
Other expenses	1.1	0.9		0.7		3.0	3.5	
Total Operating Costs	2.7	2.6		2.5		11.1	10.2	
PBT	18.8	11.3	67 %	17.9	5%	55.4	18.7	197%
PBT Margin %	87.1%	80.9%		87.3%		82.8%	63.4%	
PAT	14.0	8.5	66%	13.9	1%	42.7	13.8	209%
PAT Margin %	64.9%	60.5%		67.6%		63.7%	47.0%	
EPS	13.15	7.93		13.02		40.06	12.98	

Particulars	Jun-24	Jun-23	ΥοΥ	Mar-24	QoQ
Mutual Fund+ Portfolio Management Services	5,448	3,299	65%	4,488	21%
Insurance Premium Book	51	46	11%	48	7%
Fixed Deposit	170	198	-14%	183	-7%
Direct Equity	2,248	1,588	42%	1,985	13%
Bonds	3,501	3,295	6%	3,410	3%
Total AUA	11,418	8,425	36%	10,115	13%



WEALTH FIRST

PORTFOLIO MANAGERS LIMITED

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Q1 FY25 PERFORMANCE OVERVIEW

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HISTORICAL PERFORMANCE

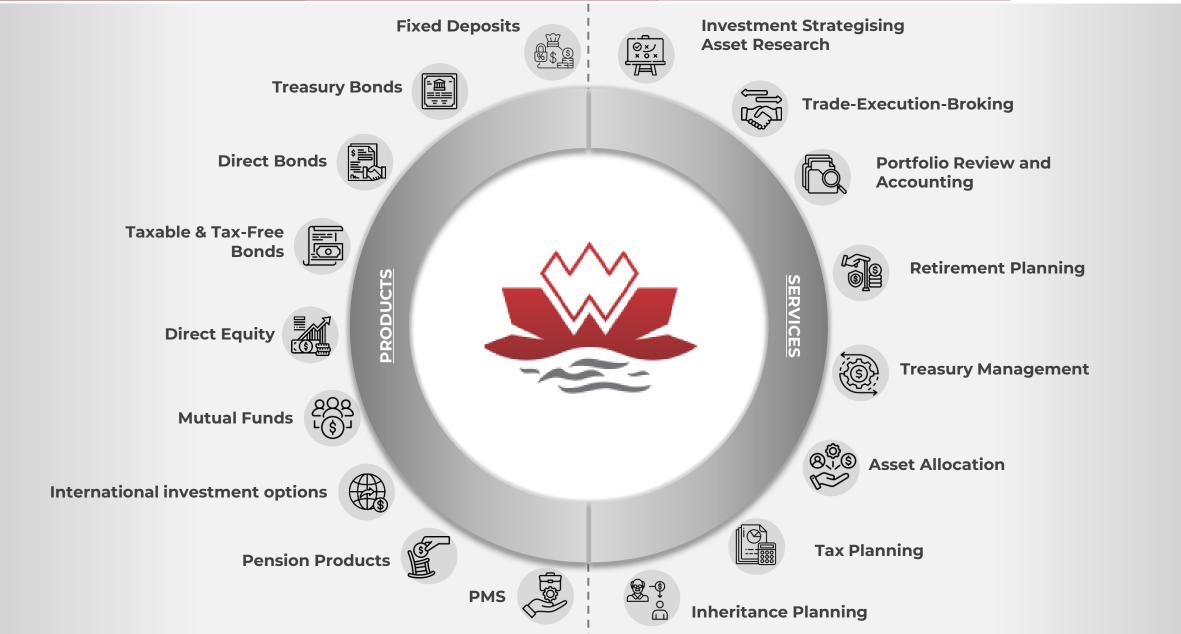


- Headquartered in Ahmedabad, Gujarat, Wealth First Portfolio Managers is a client-centric, product agnostic and independent wealth management firm **focused only on wealth management**
- The Company brings **smart investment solutions** through end-to-end handholding
- The Company is an individual financial advisor (with no sub-brokers), and occupy 37th rank at all India level



Our Products & Services





History & Timeline



1990-1995

1990 - The Beginning

 Started out as Dalal & Shah Financial Services Pvt. Ltd. in a humble 12x10 office with prime focus on fixed income, competing with NSC/PPF/LIC/UTI Agents

1992 – Innovative Selling

 Rolled out with selling the concept of Direct
Bonds, with very limited opportunities in the market for retail clients, via tax-free bonds and becoming market maker for Relief
Bond

1994/1995- Market Maker

 Developed Institutional Bond Market with Co-op banks, PFS, Dairies, & trusts along with becoming Market Marker for UNIT'64 scheme

1996-2000

1996 - THE BEGINNING

 As the mutual funds industry shifted direction, we were the sole wealth management firm in India to offer Franklin Templeton schemes

1996-2000 - Smooth Transitions

 Successfully navigated the NBFC curve with zero market losses, adeptly managing yield curves for PFS, banks, and clients amidst significant transitions

1998-2001- Beating The Y2K

 With a keen focus on equity Brokerage for HNI clients, we successfully rode the Y2K wave

2000 - Victories Galore

 Halted brokerage business at market peak, fully leveraging the Bond Market Bull run. Captured 50% of Ahmedabad's retail mutual fund market and pioneered ETF promotion with Benchmark Bees

2001-2010

2002-03 - Expansion

 Expanded client base focusing on High & Medium Net Worth individuals, grew team, invested in advanced tech, and structured Gujarat's largest insurance deal

2006-08 - Rewards & Recognition

 Awarded All India CNBC TV-18 Financial Advisor Award for West Zone & India

2008-09 - Growth Amidst Crisis

 During the Lehman crisis, safeguarded client wealth with Nabard ZCB bonds, selling 40% through market FMPS

2010 - One Stop Shop

 With CDSL Depositary Services and NSE-BSE cards, we moved towards end-toend execution, consolidating services under one roof

2011-2015

2011 - Welcoming Changes

Focusing on continuous tech and infrastructure upgrades, we shifted towards comprehensive wealth management

2012-13 - Foolproof Protection

 Continuous portfolio monitoring kept us clear of NSEL, ensuring 100% client wealth protection from the scam

2013-14 - Spreading Awareness

 Held extensive client clinics to raise awareness about Long Term Bonds & Equity

2014 - Expanding Market Share

 Secured significant market share of All India Tax-Free Bonds Primary Issue through personalized client persuasion.

2015 & Beyond

2015-2016 - New Horizons

 Submitted DRHP in Sep 2015, listed on NSE in Mar 2016, pioneering the first IFA practice listing on a stock exchange

2017 - Bigger Wins

Crossed Rs. 1,000 Cr MF
AUM, obtained RIA license

2018 - More Awards

 Awarded the Top Volume Performers in noncompetitive bidding (Gsec & TBills)

2020 - Continuous support

 End-to end hand holding throughout the COVID-19 pandemic, with near zero redemptions

2019-2023 - Frontrunner

 Distinguished as a national distributor for a top Indian life insurance company

2024 – Touching new highs

MF AUM - Crossed Rs. 4,000
Cr. mark in Mar-24 & Rs. 5,000
Cr. In Jun-24

Board of Directors





- 30+ years of expertise in the financial services, skilled at boosting revenue through client relationship building
- Motivational manager with a track record of building, guiding, and retaining high-performance teams for accelerated growth strategies
- Leverages excellent communication to create presence, build a positive brand, and ensure client satisfaction

Mr. Devanshu Mehta

Independent Director

30+ years of leadership experience

Technical Manager at Veer Plastido

as Ingersoll-Rand (India) & Lohia

• Worked in leading organizations such

Pvt. Ltd.

Starlinger Ltd.



Mr. Rajan Mehta Independent Director

- 25+ years of experience in varied financial sectors & institutions
- Patent holder in EFTs (Exchange Traded Funds)
- Founder of MyCare Health Solutions, a successful healthcare startup



Ms. Hena Ashish Shah

Whole-Time Director (Promoter)

• 15+ years of experience in the financial

Funds, Equity Markets, Govt Bonds, &

Diverse and rich experience in finance

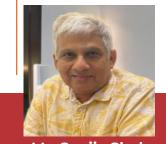
market with expertise in Mutual

more

& biotechnology



- 20+ years of rich experience in core finance domains
- Founder & CEO of "The Learning Curve Academy"
- Served as Senior VP at Wells Fargo
- Visiting faculty at NMIMS and SP Jain University for Corporate Finance & Wealth Management



Mr. Sanjiv Shah Independent Director

- 35+ years of experience in the financial market
- Pioneer in Passive Investing
- Strategic Force in ETF Development

Key Management Personnel





Mr. Rakesh Shah Chief Investment Officer

- 30+ years of experience in financial markets, mutual funds, and more
- Expertise in MF/DEBT income, macro markets, risk management, and liquidity position
- Robust quantitative skills with a techfocused approach towards wealth management



Mr. Manish Kansara Chief Financial Officer

- 30+ years of experience at WealthFirst
- Deep expertise in equity, debt, mutual funds, & compliance
- Helped WealthFirst launch its IPO & acquire NSE, BSE, & DP memberships



Mr. Nirad Shah Senior Vice President - Sales

- 20+ years of experience in financial services
- Strong expertise in handling a diverse client base
- Forging strong long-term advisoryclient relationships



Mr. Nishil Pandya Head - Business Development & Strategy

- 10+ years of experience in wealth management & investment strategies
- Key team member serving & managing ultra-large institutions and HNIs
- Proficient in data analysis and wellversed in financial markets and products



Ms. Sajni Patel Head - Business Development & Strategy

- 15+ years of experience in wealth management & investment strategies
- Establishing lasting client relationships that endure across years and generations
- Brings new ideas, methods & best practices to the domain of Wealth Management



Mr. Swapneel Shah Chief Operations Manager

- Chief Operations Manager in charge of daily operations activities
- Fostering client-centric culture and corporate objectives
- Certifications in Equity Analyst, SAP, MF Distribution, Equity Derivatives, and a Six-Sigma Green Belt
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Q1 FY25 PERFORMANCE OVERVIEW

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HISTORICAL FINANCIAL PERFORMANCE

Active Product Selection Strategy While Remaining Watchful



At Wealth First, our clear **strategy** outlines what we do. More importantly it highlights what we do not do.

We stick to the basics.

decades.

We remain

steadfast in

PRODUCT

SELECTION

STRATEGY

our

At Wealth First, we are always **awake and alive** to realities transpiring in the finance world.

Sift through reams

We carefully assess all new policies, announcements and guidelines, to understand their significance, revealing valuable insights and anticipating challenges.

Our clients trust us deeply, not just with their checks, but with a part of themselves. To nurture the priceless intangible, we go above and beyond.

We unfailingly REMAIN WATCHFUL

We keep it simple and smart

We do not do anything Earth shattering.

Consistent returns in Indian wealth management don't require complex products. Our decades of experience affirm the effectiveness of our simple, smart approach, even if it seems ordinary.

It is one truth that has not changed for more than three

We stay detached from brands

Our product selection has a simple premise, 'Customer returns'. We remain loyal to high-yielding products not high-recall brands.

Connect to Protect

We've built strong ties with finance experts and market leaders, fostering valuable discussions to anticipate challenges and protect our clients' wealth.

Search, Research and Re-Research

We diligently research new financial products, scrutinizing them thoroughly to advise clients on better investment choices.

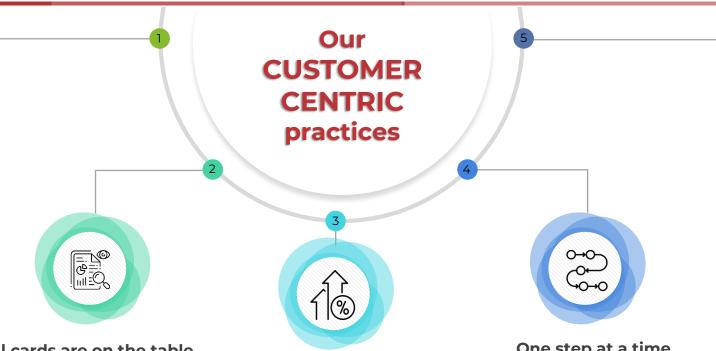
Our Customer Centric Practices





One shoe does not fill all

We understand that every client's requirement is different. We spend time with the client to understand their financial aspiration and their risk appetite



All cards are on the table

We put all the cards on the table. We communicate completely and clearly every possibility - return and risk - before the cheque is signed by our client. Further, we inform our client of every little detail of every investment made on his behalf

Bank from the buck

We recommend the most tax and cost-efficient products. Moreover, when our client have the appetite for taking risks with their investments. we ensure that our customers derive the maximum value from the investment risk they wish to take

One step at a time

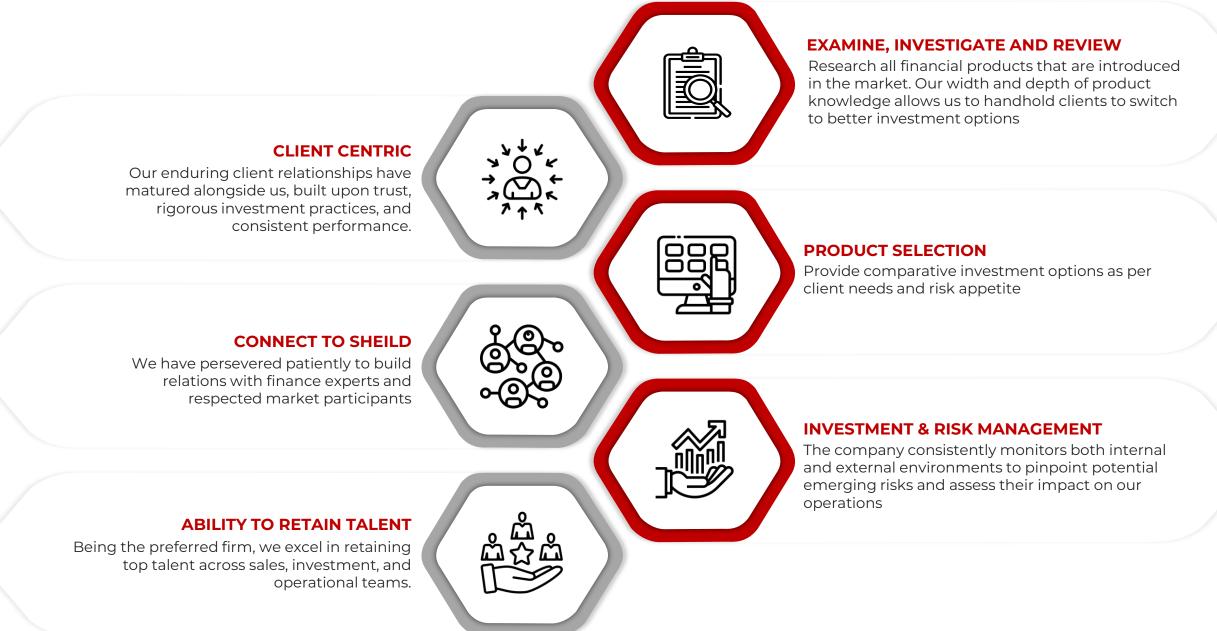
We have always believed in moderation. Our phased investment process allows us to assist our client capitalise on upsides and protect them from downturns. Our legacy policy continues to work well for us

Stay in touch

We interact with our clients at frequent intervals. Updating them about the financial ecosystem, their investment progress, returns, possible headwinds that could emerge and mitigation measures and probable shifts in investment products for superior returns, etc.

"At Wealth First, we've established processes that have already proven resilient and will persist over time"





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Q1 FY25 PERFORMANCE OVERVIEW

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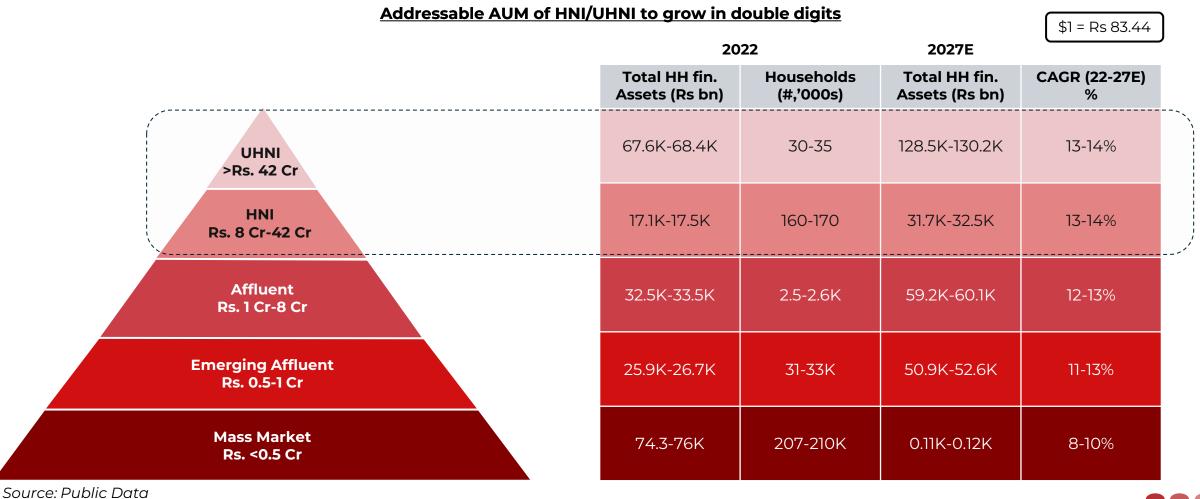
INDUSTRY OVERVIEW

HISTORICAL PERFORMANCE

Addressable AUM of HNI/UHNI

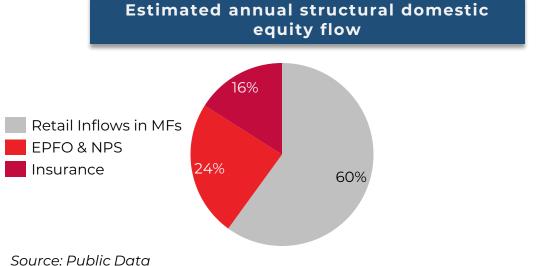


- ~200K households which are clubbed in UHNI / HNI segment are expected to grow to ~300K households by FY27E
- HNI and HNI wealth in financial assets is expected to grow at a faster pace vs. overall financial household wealth for the country in the next few years (as per the McKinsey Global Wealth report)
- Expect 13-14% CAGR in the asset base for these classes over CY22-27E



Financial Assets Of Indian Households

Growth in Equities as % of Indian **Total Indian Household Assets Household Assets** 14.0% 4.7% 5.9% 5.8% 3.8% 15.5% 3.4% 4.7% 2.2% 50.7% Gold Property Insurance Fund Bank Deposits Mar-13 Mar-18 Mar-23 Provident & Pension Fund Cash Equities



Key Takeaways

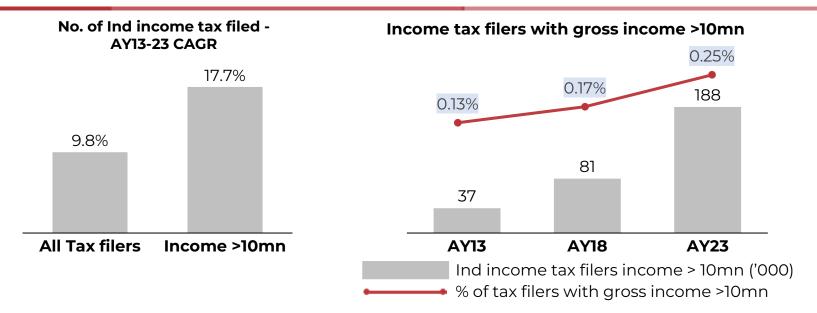
- Majority of the Indian household assets ownership include investment in properties, with share of over 50%, with Gold in second spot at 15.5%
- The % share of equities in Indian household assets has more than doubled from March 2013 to March 2023
- About 60% of the flows in mutual funds are contributed by retail. While 40% are contributed by insurance companies and EPFO & NPS

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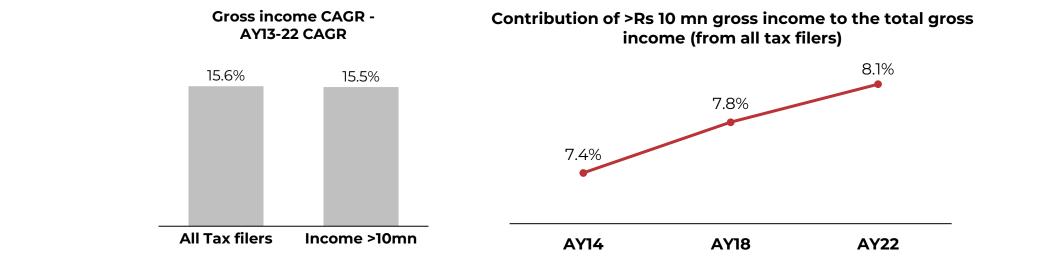
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Huge Opportunity to Wealth Management Business



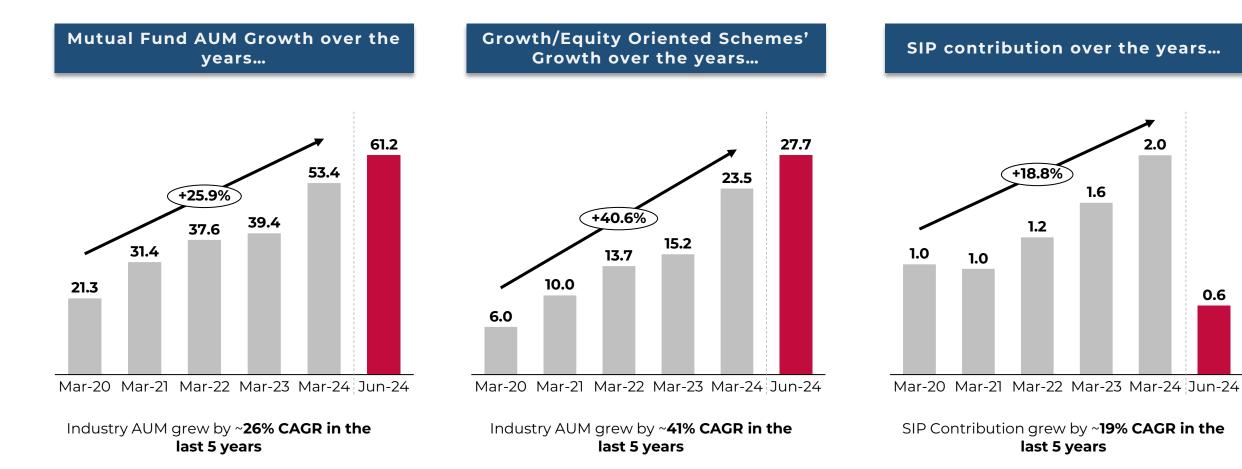


Income tax file >Rs 10mn gross income have grown 1.8x vs. overall tax filers and the gross income of more >10mn has grown in-line with overall tax filers





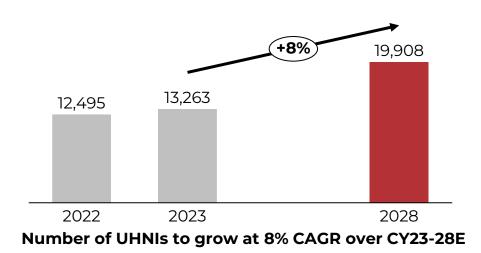
(In Rs. Tn)



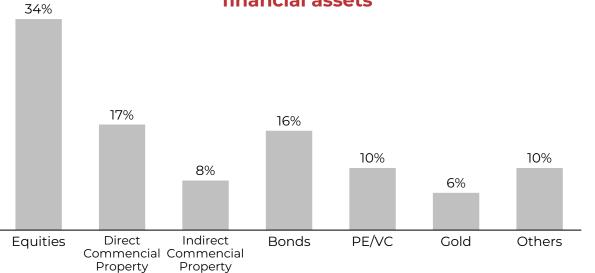
Number of UHNIs on the rise

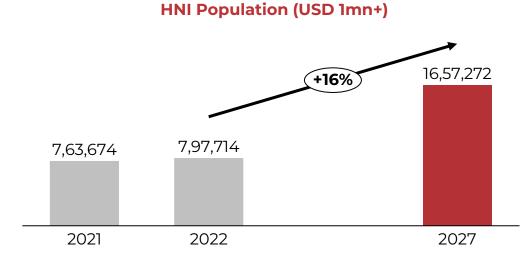
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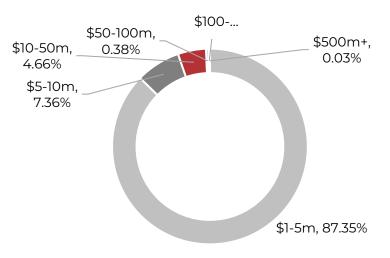
About 60% of investible corpus of UHNIs invested in financial assets





No. of HNIs to grow at a ~16% CAGR over 2022-27

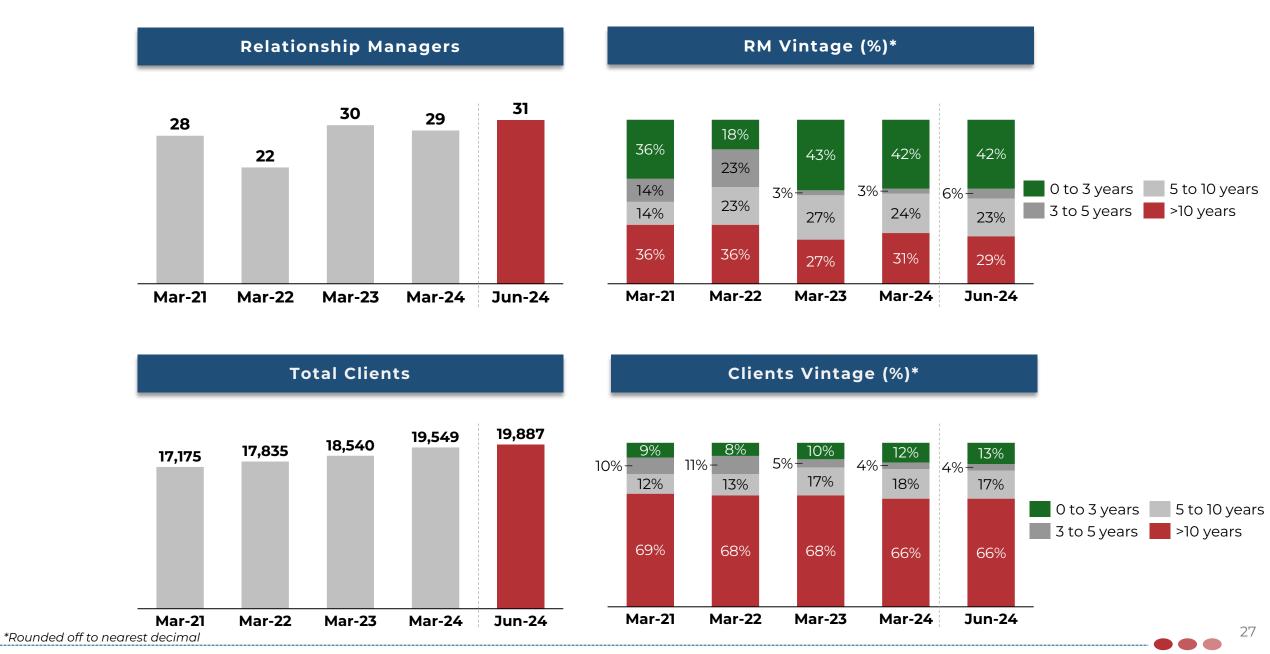
Breakup of No. of HNIs in India



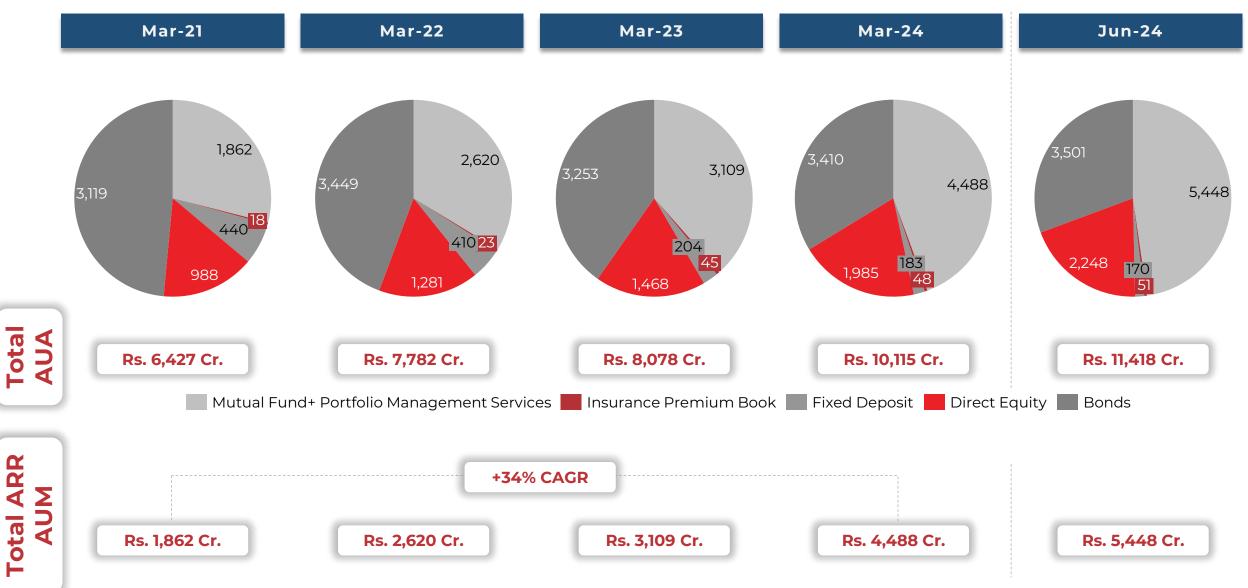


Operational Performance











(In Rs. Cr)

Particulars	FY24	FY23	FY22	FY21
Income				
Revenue from operations - Trading Activities	12.7	-2.5	6.3	5.3
Revenue from operations - Other	41.6	32.0	25.2	18.4
Other Income	12.6	-0.1	1.9	1.0
Total Revenue (I+II)	67.0	29.4	33.3	24.8
Employee benefit expense	8.1	6.7	5.3	4.2
Other expenses	3.0	3.5	2.9	2.0
Total Operating Expenses	11.1	10.2	8.2	6.3
PBT	55.4	18.7	24.7	18.2
PBT Margin %	82.8%	63.4%	74.2%	73.5%
	•			
PAT	42.7	13.8	18.9	12.9
PAT Margin %	64%	47.0%	56.6%	52.0%
EPS	40.06	12.98	17.69	15.10

Historical Consolidated Balance Sheet Statement



(In Rs. Cr)

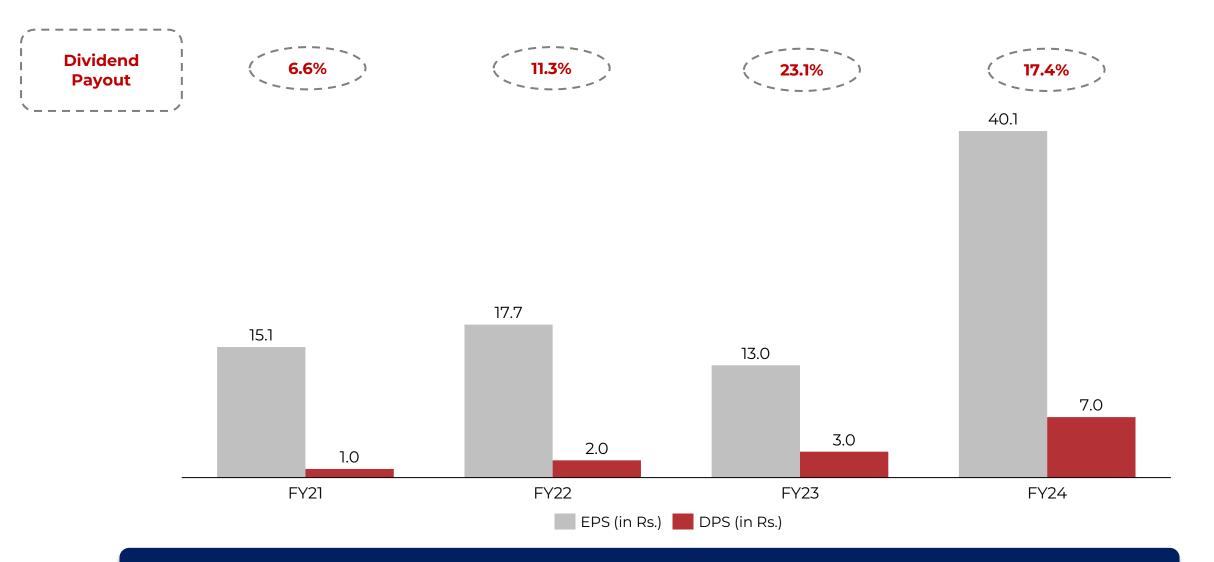
Particulars	Mar-24	Mar-23	Mar-22	Mar-21
ASSETS				
Non-current assets				
Property, Plant and Equipment	0.7	0.7	0.8	0.5
Other Intangible Assets	0.2	0.3	0.6	-
Financial Assets				
Investments	47.6	38.6	17.4	2.4
Deposits with Bank	1.0	1.0	3.0	-
Deferred Tax Assets (Net)	0.1	0.1	0.1	0.2
Other Non-current Assets	7.3	8.5	9.0	8.2
Total Non-Current Assets	57.0	49.2	30.8	11.3
Current assets				
Inventories	57.0	23.8	31.7	34.0
Financial Assets				
Positional Investment (F & O)	0.5	-	-	-
Trade Receivables	4.8	3.4	3.4	1.5
Cash and Cash Equivalents	4.8	2.6	5.4	2.6
Current Tax Assets (Net)	0.4	1.0	-	4.5
Other Current Assets	0.4	0.4	0.4	0.2
Total Current Assets	67.9	31.1	40.9	42.8
Total Assets	124.8	80.3	71.7	54.2

Particulars	Mar-24	Mar-23	Mar-22	Mar-21
EQUITY				
Equity share capital	10.7	10.7	10.7	10.7
Other equity	107.6	66.0	54.9	35.6
Total Equity	118.3	76.7	65.6	46.2
LIABILITIES				
Other financial liabilities	0.7	0.7	0.7	0.7
Total Non-Current Liabilities	0.7	0.7	0.7	0.7
Current liabilities				
Borrowings	-	0.04	1.9	-
Trade payables				
Total outstanding dues of creditors other than micro enterprises and small enterprises.	0.1	0.04	0.2	-
Provisions	0.7	0.4	0.3	6.6
Other current liabilities	5.2	2.5	1.6	0.7
Current Tax Liabilities (Net)	-	-	1.4	-
Total Current Liabilities	5.9	2.9	5.4	7.2
Total Equity and Liabilities	124.8	80.3	71.7	54.2

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Continuous Dividend Payout Over The Years...





The Board of Directors have recommended a dividend of Rs. 7 per equity share of FV Rs.10 each (70% of FV)

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THANK YOU

For further information, please contact				
Wealth First Portfolio Managers Limited:	Investor Relations Advisors :			
WEALTH FIRST PORTFOLIO MANAGERS LIMITED Simple process. Expert wealth	SGA Strategic Growth Advisors			
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	www.sgapl.net			