

PCASL/58/2022-23  
Date: 23.01.2023

To,  
The National Stock Exchange of India Ltd  
Exchange Plaza,  
Bandra – Kurla Complex,  
Bandra (E),  
Mumbai – 400 051  
NSE EQUITY SYMBOL: **PRUDENT**

To,  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai- 400 001  
SCRIPT CODE: **543527**

ISIN: **INE00F201020**

**Dear Sir/Madam,**

**Sub.: Outcome of Board Meeting held on January 23, 2023 and Press Release**

Dear Sir/Madam,

The Board of Directors in meeting held on today, inter alia, approved following business:

On the recommendations of Audit Committee, the Board of Directors have considered and approved the Unaudited Financial Results (standalone and consolidated) for the third quarter and nine months ended on December 31, 2022 together with the Limited Review Report from the Statutory Auditors.

Pursuant to Regulation 30 & 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), we enclose herewith the following:

- (i) A copy of Unaudited (Standalone and Consolidated) Financial Results for the third quarter and nine months ended on December 31, 2022.
- (ii) Limited Review Report on the aforesaid Unaudited (Standalone and Consolidated) Financial Results for the third quarter and nine months ended on December 31, 2022.

The Board meeting commenced at 4.00 P.M. and concluded at 6.00 P.M.

Please also find enclosed herewith a copy of the press release being issued by Prudent Corporate Advisory Services Limited.

We request you to kindly take the above on record.

Thanking you,  
Yours Faithfully,

**For, Prudent Corporate Advisory Services Limited**

  


**Dhaval Ghetia**  
**Company Secretary**  
**Tele No: 079-40209600**  
**Email: [cs@prudentcorporate.com](mailto:cs@prudentcorporate.com)**  
**Encl.: As Above**

## **INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM STANDALONE FINANCIAL RESULTS**

### **TO THE BOARD OF DIRECTORS OF PRUDENT CORPORATE ADVISORY SERVICES LIMITED**

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **PRUDENT CORPORATE ADVISORY SERVICES LIMITED** ("the Company"), for the quarter and nine months ended December 31, 2022 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
2. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of the Company's personnel responsible for financial and accounting matters and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.



5. As stated in Note 5 to the Statement, the financial information related to the quarter ended December 31, 2021 which have been prepared by the management from the books of accounts have not been subjected to an audit or review by us. Our conclusion on the Statement is not modified in respect of this matter.

For **DELOITTE HASKINS & SELLS**  
Chartered Accountants  
(Firm's Registration No. 117365W)



*H.S. Sutaria ..*

**Hardik Sutaria**  
(Partner)  
(Membership No. 116642)  
(UDIN : 23116642BGWFYW2115)

Ahmedabad, January 23, 2023

# Prudent Corporate Advisory Services Limited

Registered Office: Prudent House, 3 Devang Park Society, Panjarapole Cross Road, Ambawadi, Ahmedabad 380 015, Gujarat.

E-mail: cs@prudentcorporate.com , Tel: +91 79 4020 9600, Website: www.prudentcorporate.com

CIN : U91120GJ2003PLC042458

## Statement of Standalone Financial Results for the Quarter and Nine months ended Decembr 31, 2022

Sr. No.	Particulars	For Quarters ended			For Nine months ended		(Rs. in Lakhs)
		31-12-2022	30-09-2022	31-12-2021	31-12-2022	31-12-2021	Year ended
		Unaudited	Unaudited	Refer note-5	Unaudited	Audited	Audited
I	<b>Revenue from Operations</b>						
	Commission and fees income	13,764.23	12,708.50	10,986.12	37,950.01	27,554.34	38,684.81
II	Net gain on fair value changes	31.45	68.16	92.79	152.79	399.80	393.22
	<b>Total Revenue from Operations</b>	<b>13,795.68</b>	<b>12,776.66</b>	<b>11,078.91</b>	<b>38,102.80</b>	<b>27,954.14</b>	<b>39,078.03</b>
III	Other income	167.34	66.52	91.29	242.23	590.66	661.30
IV	<b>Total Income (I) + (II) + (III)</b>	<b>13,963.02</b>	<b>12,843.18</b>	<b>11,170.20</b>	<b>38,345.03</b>	<b>28,544.80</b>	<b>39,739.33</b>
V	<b>Expenses:</b>						
	Commission and fees expense	8,502.87	7,717.93	6,624.46	23,183.21	16,906.04	23,635.52
	Employee benefits expense	1,575.63	1,533.25	1,342.23	4,610.80	3,837.14	5,363.60
	Finance costs	40.35	26.15	141.78	92.21	146.47	196.58
	Depreciation and amortization expense	564.82	548.19	437.60	1,640.40	755.13	1,177.46
	Other expenses	549.08	531.80	371.84	1,500.96	1,108.55	1,546.09
	<b>Total Expenses (V)</b>	<b>11,232.75</b>	<b>10,357.32</b>	<b>8,917.91</b>	<b>31,027.58</b>	<b>22,753.33</b>	<b>31,919.25</b>
VI	<b>Profit before Tax (IV) - (V)</b>	<b>2,730.27</b>	<b>2,485.86</b>	<b>2,252.29</b>	<b>7,317.45</b>	<b>5,791.47</b>	<b>7,820.08</b>
VII	<b>Tax Expense / (Benefit)</b>						
	Current tax	644.27	540.34	493.56	1,603.19	1,269.13	1,588.36
	Deferred tax	69.80	89.74	93.05	283.19	239.26	365.27
	<b>Total Tax Expense (VII)</b>	<b>714.07</b>	<b>630.08</b>	<b>586.61</b>	<b>1,886.38</b>	<b>1,508.39</b>	<b>1,953.63</b>
VIII	<b>Profit after Tax for the period / year (VI) - (VII)</b>	<b>2,016.20</b>	<b>1,855.78</b>	<b>1,665.68</b>	<b>5,431.07</b>	<b>4,283.08</b>	<b>5,866.45</b>
IX	<b>Other Comprehensive Income (OCI)</b>						
	(i) Items that will not be reclassified to statement of profit or loss						
	(a) Re-measurement of the defined benefit plans	(6.12)	(9.92)	(7.48)	(22.81)	(22.44)	(13.96)
	(ii) Income tax relating to items that will not be reclassified to profit or loss	1.54	2.50	1.89	5.74	5.65	3.51
	<b>Total Other Comprehensive Income/(Loss) (IX)</b>	<b>(4.58)</b>	<b>(7.42)</b>	<b>(5.59)</b>	<b>(17.07)</b>	<b>(16.79)</b>	<b>(10.45)</b>
X	<b>Total Comprehensive Income for the period / year (VIII) +/- (IX)</b>	<b>2,011.62</b>	<b>1,848.36</b>	<b>1,660.09</b>	<b>5,414.00</b>	<b>4,266.29</b>	<b>5,856.00</b>
XI	<b>Paid-up Equity Share Capital (FV of Rs. 5 each)</b>	-	-	-	-	-	2,070.33
XII	<b>Other Equity</b>	-	-	-	-	-	17,589.49
XIII	<b>Earnings per Equity Share (EPS is not annualized for the quarters and six months)</b>						
	- Basic (in Rs.)	4.87	4.48	4.03	13.12	10.35	14.18
	- Diluted (in Rs.)	4.87	4.48	4.03	13.12	10.35	14.18



- 1) The Company's equity shares have been listed on National Stock Exchange ("NSE") and on BSE Limited ("BSE") on May 20, 2022, by completing Initial Public Offering of 68,08,820 equity shares of face value of Rs. 5 each at an issue price of Rs. 630 per equity share, consisting of an offer for sale of 68,08,820 equity shares by selling share holders.
- 2) In terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, ("Listing Requirements") as amended, the above standalone financial results for the quarter ended and nine months ended December 31, 2022 have been reviewed by the Audit Committee and subsequently approved by the Board of Directors of the Company at their respective meetings held on January 23, 2023. The standalone financial results for the quarter ended and nine months ended December 31, 2022 were subjected to limited review by the Statutory Auditors of the Company.
- 3) The total offer expenses for the IPO are entirely allocated to the selling shareholders except for listing fees which are solely borne by the Company.
- 4) The Company operates in only one reportable business segment i.e. distribution and sale of financial products (Mutual Funds, Bonds, Fixed Deposits, Structured Products, Stock broking, etc) within India, as determined by the chief operating decision maker, in accordance with Indian Accounting Standard 108 "Operating Segments"
- 5) The corresponding figures for the quarter ended December 31, 2021 have not been audited or reviewed by the statutory auditors. However, the management has exercised necessary diligence to ensure that the financial results for this period provide a true and fair view of the Company's affairs.
- 6) The Company acquired Mutual Fund Assets under Management ("AUM") of Karvy Stock Broking Limited ("KSBL") in November, 2021. Consequently, the results for the quarter ended and nine months ended December 31, 2021 are not comparable on account of revenue received from such AUM and its consequential expenses.
- 7) On October 20, 2022 the Company acquired Mutual Fund Assets under Management ("AUM") of iFAST Financial India Private Limited (iFAST). The Company has paid Rs.226.23/- Lakhs (excluding taxes) as consideration for the same. The said AUM has been transferred from iFAST ARN to the Company's ARN in the same month. Based on the analysis performed by the management of the Company, the said transaction has been accounted for as an asset acquisition w.e.f. October 1, 2022.
- 8) The Board of Directors in its meeting held on January 09, 2023, based on the recommendations of the Audit Committee, has considered and approved the draft Scheme of Arrangement ("Scheme") between Prudent Broking Services Private Limited, a wholly owned subsidiary ("PBSPL") and the Company and their respective shareholders and creditors under section 233 of the Companies Act, 2013. Pursuant to the Scheme, the stock broking and depository business of PBSPL shall be demerged and transferred to the Company. The Scheme is subject to regulatory approvals.

**For Prudent Corporate Advisory Services Limited**



Sanjay Shah  
Chairman and Managing Director  
DIN:00239810

Place : Ahmedabad  
Date : January 23, 2023

## INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM CONSOLIDATED FINANCIAL RESULTS

### TO THE BOARD OF DIRECTORS OF PRUDENT CORPORATE ADVISORY SERVICES LIMITED

1. We have reviewed the accompanying Statement of Consolidated Unaudited Financial Results of **PRUDENT CORPORATE ADVISORY SERVICES LIMITED** ("the Parent") and its subsidiaries (the Parent and its subsidiaries together referred to as "the Group") for the quarter and nine months ended December 31, 2022 ("the Statement") being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
2. This Statement, which is the responsibility of the Parent's Management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of Parent's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under Section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. The Statement includes the results of the following entities:
  - a. Prudent Corporate Advisory Services Limited (Parent)
  - b. Prudent Broking Services Private Limited (Subsidiary)
  - c. Gennext Insurance Brokers Private Limited (Subsidiary)
  - d. Prutech Financial Services Private Limited (Subsidiary)
5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of the other auditors referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.



6. We did not review the interim financial results of 2 subsidiaries included in the consolidated unaudited financial results, whose interim financial results reflect total revenues of Rs. 1,425.75 Lakhs and Rs. 3,594.30 Lakhs for the quarter and nine months ended December 31, 2022, respectively, total net profit after tax of Rs. 713.49 Lakhs and Rs. 1,657.99 Lakhs for the quarter and nine months ended December 31, 2022, respectively and total comprehensive income of Rs. 713.37 Lakhs and Rs. 1,655.66 Lakhs for the quarter and nine months ended December 31, 2022, respectively, as considered in the Statement. These interim financial results have been reviewed by other auditors whose reports have been furnished to us by the Management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, is based solely on the reports of the other auditors and the procedures performed by us as stated in paragraph 3 above.

Our conclusion on the Statement is not modified in respect of this matter.

7. As stated in Note 5 to the Statement, the financial information related to the quarter ended December 31, 2021 which have been prepared by the management from the books of accounts have not been subjected to an audit or review by us. Our conclusion on the Statement is not modified in respect of this matter.

For **DELOITTE HASKINS & SELLS**  
Chartered Accountants  
(Firm's Registration No. 117365W)



*H. S. Sutaria*

**Hardik Sutaria**  
Partner  
(Membership No. 116642)  
(UDIN : 23116642BGWFX9892)

Ahmedabad, January 23, 2023



# Prudent Corporate Advisory Services Limited

Registered Office: Prudent House, 3 Devang Park Society, Panjarapole Cross Road, Ambawadi, Ahmedabad 380 015, Gujarat.

E-mail: cs@prudentcorporate.com , Tel: +91 79 4020 9600, Website: www.prudentcorporate.com

CIN : U91120GJ2003PLC042458

## Statement of Consolidated Financial Results for the Quarter and Nine months ended December 31, 2022

(Rs. in Lakhs)

Sr. No.	Particulars	For Quarters ended			For Nine months ended		Year ended
		31-12-2022	30-09-2022	31-12-2021	31-12-2022	31-12-2021	31-03-2022
		Unaudited	Unaudited	Refer note-5	Unaudited	Audited	Audited
I	<b>Revenue from Operations</b>						
	Commission and fees income	15,676.02	14,574.28	12,389.35	42,927.08	31,407.08	44,278.31
II	Interest income	127.08	116.56	93.05	355.96	315.18	403.74
III	Net gain on fair value changes	31.45	68.16	92.79	152.79	399.80	393.22
	<b>Total Revenue from Operations</b>	<b>15,834.55</b>	<b>14,759.00</b>	<b>12,575.19</b>	<b>43,435.83</b>	<b>32,122.06</b>	<b>45,075.27</b>
IV	Other income	267.40	121.10	115.34	411.45	677.70	781.20
V	<b>Total Income (I) + (II) + (III) + (IV)</b>	<b>16,101.95</b>	<b>14,880.10</b>	<b>12,690.53</b>	<b>43,847.28</b>	<b>32,799.76</b>	<b>45,856.47</b>
VI	<b>Expenses:</b>						
	Commission and fees expense	8,751.91	7,959.13	6,868.33	23,893.90	17,689.39	24,644.66
	Employee benefits expense	2,073.51	2,059.25	1,717.00	6,053.16	4,933.48	6,927.17
	Finance costs	58.67	45.60	157.59	155.70	189.10	258.95
	Impairment on financial instruments	(0.09)	(203.71)	(2.06)	(204.24)	(7.62)	(11.76)
	Depreciation and amortization expense	617.23	598.35	479.76	1,790.09	869.04	1,338.82
	Other expenses	758.00	722.15	460.14	2,005.78	1,357.19	1,987.85
	<b>Total Expenses (VI)</b>	<b>12,259.23</b>	<b>11,180.77</b>	<b>9,680.76</b>	<b>33,694.39</b>	<b>25,030.58</b>	<b>35,145.69</b>
VII	<b>Profit before Tax (V) - (VI)</b>	<b>3,842.72</b>	<b>3,699.33</b>	<b>3,009.77</b>	<b>10,152.89</b>	<b>7,769.18</b>	<b>10,710.78</b>
VIII	<b>Tax expense / (Benefit)</b>						
	Current tax	911.92	792.58	683.16	2,256.72	1,757.61	2,276.57
	Deferred tax	81.82	146.89	97.70	350.15	248.77	400.41
	<b>Total Tax Expense (VIII)</b>	<b>993.74</b>	<b>939.47</b>	<b>780.86</b>	<b>2,606.87</b>	<b>2,006.38</b>	<b>2,676.98</b>
IX	<b>Profit after Tax for the year/period (VII) - (VIII)</b>	<b>2,848.98</b>	<b>2,759.86</b>	<b>2,228.91</b>	<b>7,546.02</b>	<b>5,762.80</b>	<b>8,033.80</b>
X	<b>Other Comprehensive Income (OCI)</b>						
	(i) Items that will not be reclassified to statement of profit or loss						
	(a) Re-measurement of the defined benefit plans	(5.78)	(13.07)	(3.21)	(26.66)	(21.59)	(7.89)
	(ii) Income tax relating to items that will not be reclassified to statement of profit or loss	1.45	3.30	0.84	6.71	5.46	1.98
	<b>Total Other Comprehensive Income/(Loss) (X)</b>	<b>(4.33)</b>	<b>(9.77)</b>	<b>(2.37)</b>	<b>(19.95)</b>	<b>(16.13)</b>	<b>(5.91)</b>
	<b>Total Comprehensive Income for the period / year (IX) +/(-) (X)</b>	<b>2,844.65</b>	<b>2,750.09</b>	<b>2,226.54</b>	<b>7,526.07</b>	<b>5,746.67</b>	<b>8,027.89</b>
XI	<b>Profit for the period / year</b>	<b>2,848.98</b>	<b>2,759.86</b>	<b>2,228.91</b>	<b>7,546.02</b>	<b>5,762.80</b>	<b>8,033.80</b>
	Attributable to :						
	Equity holders of the Parent	2,848.98	2,759.86	2,228.91	7,546.02	5,762.80	8,033.80
	Non controlling interest	-	-	-	-	-	-
XIII	<b>Total Comprehensive Income (TCI)</b>	<b>2,844.65</b>	<b>2,750.09</b>	<b>2,226.54</b>	<b>7,526.07</b>	<b>5,746.67</b>	<b>8,027.89</b>
	Attributable to :						
	Equity holders of the Parent	2,844.65	2,750.09	2,226.54	7,526.07	5,746.67	8,027.89
	Non controlling interest	-	-	-	-	-	-
XIV	<b>Paid-up Equity Share Capital (FV of Rs. 5 each)</b>	-	-	-	-	-	2,070.33
XV	<b>Other Equity</b>	-	-	-	-	-	21,691.00
XVI	<b>Earnings per equity share ( EPS is not annualized for the quarters and six months )</b>						
	- Basic (in Rs.)	6.89	6.67	5.39	18.22	13.93	19.42
	- Diluted (in Rs.)	6.89	6.67	5.39	18.22	13.93	19.42





**Notes to the Consolidated Financial Results :**

- 1) The equity shares of Prudent Corporate Advisory Services Limited ("Parent Company"/"PCASL") have been listed on National Stock Exchange ("NSE") and on BSE Limited ("BSE") on May 20, 2022, by completing Initial Public Offering of 68,08,820 equity shares of face value of Rs. 5 each at an issue price of Rs. 630 per equity share, consisting of an offer for sale of 68,08,820 equity shares by selling share holders.
- 2) In terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, ("Listing Requirements") as amended, the above consolidated financial results for the quarter ended and nine months ended December 31, 2022 have been reviewed by the Audit Committee and subsequently approved by the Board of Directors of the Parent Company at their respective meetings held on January 23, 2022. The consolidated financial results for the quarter ended and nine months ended December 31, 2022 were subjected to limited review by the Statutory Auditors of the Company.
- 3) The total offer expenses for the IPO are entirely allocated to the selling shareholders except for listing fees which are solely borne by the Parent Company.
- 4) The Group operates in only one reportable business segment i.e. distribution and sale of financial products (Mutual Funds, Bonds, Fixed Deposits, Insurance, Structured Products, Stock Broking etc) within India, as determined by the chief operating decision maker, in accordance with Indian Accounting Standard 108 "Operating Segments"
- 5) The corresponding figures for the quarter ended December 31, 2021 have not been audited or reviewed by the statutory auditors. However, the management has exercised necessary diligence to ensure that the financial results for this period provide a true and fair view of the Company's affairs.

- 6) The key numbers of standalone results of the Company are as under :

(Rs. in Lakhs)

Particulars	For Quarters ended			For Nine month ended		Year ended
	31-12-2022	30-09-2022	31-12-2021	31-12-2022	31-12-2021	31-03-2022
	Unaudited	Unaudited	Refer note-5	Unaudited	Audited	Audited
Total Income	13,963.02	12,843.18	11,170.20	38,345.03	28,544.80	39,739.33
Profit before tax	2,730.27	2,485.86	2,252.29	7,317.45	5,791.47	7,820.08
Profit after tax	2,016.20	1,855.78	1,665.68	5,431.07	4,283.08	5,866.45

- 7) The Parent Company acquired Mutual Fund Assets under Management ("AUM") of Karvy Stock Broking Limited ("KSBL") in November, 2021. Consequently, the results for the quarter ended and nine months ended December 31, 2021 are not comparable on account of revenue received from such AUM and its consequential expenses.
- 8) On October 20, 2022 the Parent Company acquired Mutual Fund Assets under Management ("AUM") of iFAST Financial India Private Limited (iFAST). The Parent Company has paid Rs.226.23/- Lakhs (excluding taxes) as consideration for the same. The said AUM has been transferred from iFAST ARN to the Parent Company's ARN in the same month . Based on the analysis performed by the management of the Parent Company, the said transaction has been accounted for as an asset acquisition w.e.f. October 1, 2022.
- 9) The Board of Directors of the Parent Company in their meeting held on January 09, 2023, have considered and approved the draft Scheme of Arrangement ("Scheme") between Prudent Broking Services Private Limited, a wholly owned subsidiary ("PBSPL") and the Parent Company and their respective shareholders and creditors under section 233 of the Companies Act, 2013. Pursuant to the Scheme, the stock broking and depository business of PBSPL shall be demerged and transferred to the Parent Company. The Scheme is subject to regulatory approvals.

**For Prudent Corporate Advisory Services Limited**



*Sanjay Shah*

Chairman and Managing Director  
DIN:00239810

Place : Ahmedabad  
Date : January 23, 2023

**NEWS RELEASE: Date-23-01-2023**

## **Prudent Corporate Advisory Services Limited AUM crosses noteworthy milestone of Rs 55,000 crores in Q3FY23.**

**Ahmedabad, India, 23<sup>rd</sup> January 2023:** Prudent Corporate Advisory Services Limited (Prudent), a Gujarat-based independent retail wealth management services group engaged in distributing a wide range of financial products, announced its financial results for the quarter and nine months ended on 31<sup>st</sup> December 2022.

### **Key Result Highlights of Q3FY23 & 9MFY23**

- Equity AUM on Dec-22 at ₹52,593 crore, up by 18.1% YoY
- Revenue for 9MFY23 at ₹434.4 crore, up by 35.2% YoY and for Q3FY23 at ₹158.3 crore, up by 25.9% YoY
- EBITDA for 9MFY23 at ₹114.8 crore, up by 41.0% YoY
- EBITDA Margins are higher by 109 bps for 9MFY23.
- PAT at ₹75.5 crore for 9M FY23, up by 30.9% YoY and for Q3FY23 at ₹28.5 crore, up by 27.8% YoY.

### **Assets Under Management**

Equity AUM grew by 18.1% YoY to ₹52,593 crore, led by consistent growth in organic net sales. The Company strengthened its position by adding 3,363 MFDs in 9MFY23, comfortably placed to achieve its set target of 5,000 MFDs which will provide further thrust to the AUM.

### **Revenue**

Revenues grew by 35.2 % YoY to ₹434.4 crore in 9MFY23, led by strong AUM growth in the mutual fund business and 54% YoY growth in the emerging insurance segment. In Q3FY23, revenue grew by 25.9% YoY to ₹158.3 crore.

### **EBITDA & Margins**

EBITDA for 9MFY23 grew by 41.0% YoY to ₹114.8 crore. EBITDA has been growing consistently, thanks to the improved operating leverage achieved by the Company. As a result EBITDA margins for 9MFY23 stood at 26.4%; higher by 109bps YoY.

### **Profit After Tax**

Profit After Tax (PAT) for 9MFY23 grew by 30.9% YoY to ₹75.5 crore. PAT growth was a tad lower than operating profit growth led by amortization of Karvy Assets & lower other income. Though, Cash PAT maintained its healthy growth rate, and grew by 41% YoY.

## SIPs

Gross flows from SIPs were the highest seen in any Quarter in the Company's history at ₹1,411 crore in Q3FY23. Monthly SIPs flow as of December 2022 stood at ₹478 crore, and the Company's market share further increased by 20bps from 3.3% in December 2021 to 3.5% by 31<sup>st</sup> December 2022. Prudent is all set to cross a monthly SIP flow of ₹500 crore in this fiscal itself & this provides the company with clear visibility for harnessing consistent and steady growth.

The next phase of the Company's growth will continue to be fuelled by its strategy of empanelling a greater number of MFDs and its plan to leverage the diversity of a multi-product distribution platform.

Mr Sanjay Shah, Chairman and Managing Director, commented on the results and said, *"The 9 months of FY2023 and Q3 of FY23 has been another period where Prudent has witnessed substantial and consistent growth in revenue and profitability. Healthy cash flows enabled the acquisition of the Mutual Fund AUM of iFast Financial Pvt Ltd. This has been perennial part of our growth strategy, wherein we are focussed on both Organic as well as Inorganic growth".*

Talking about nine months ended of the current fiscal, Mr Sanjay Shah added, *"The first nine months of FY2023 has been promising, with revenue up by 35.2% to ₹434.4 crore. At the same time, profit after tax (PAT) is up by 30.9% YoY to ₹ 75.5 crore. We are steadily growing our market share, with more than 14.95 lakh clients under our belt as of December 2022. Along with profitability, our ability to generate strong free cash flows is bolstering our capacity to move forward rapidly and confidently. We anticipate a higher inflow of funds and a steady rise in our AUM in the upcoming quarters due to the economy's broad-based recovery. Our MF Assets are growing at double the rate of the industry on the back of our organic and inorganic strengths."*

CEO & Whole-time Director, Mr Shirish Patel, commented: *"We are delighted to see Prudent Corporate Advisory Services now get ranked as the second-largest non-banking Mutual Fund Distributor based on Commissions Earned, thanks to the efforts of our channel partners and our team. As per the CAMS December 2022 ranking, we are now the 3<sup>rd</sup> largest in total AUM in retail and 5<sup>th</sup> largest in total folios. Thanks to our highly scalable, asset-light, and cash-generative business model, we have shown a consistent record of accomplishment in delivering profitable growth."*

### **About Prudent Corporate Advisory Services Limited:** (NSE: PRUDENT; BSE: 543527)

Prudent Corporate Advisory Services Limited (Prudent) is a retail wealth management services group based in India. The Company is among the top mutual fund distributors regarding assets under management ("AUM") and commission received. With its unique business-to-business-to-consumer ("B2B2C") business model and through its technology-enabled, comprehensive investment and financial services platform, Prudent provides end-to-end solutions critical for financial products distribution to individuals, corporates, high net worth individuals (HNIs), and ultra HNIs in India. The Company works through 118 locations in over 20 states and has a robust digital presence. It has evolved into a leading and respected distributor of

mutual funds, insurance products, stockbroking, portfolio management schemes, unlisted securities, bonds/fixed deposits, alternative investment funds, and national pension schemes. Today, with a team strength of 1122 highly skilled professionals and 26,350 well-trained and qualified channel partners, Prudent is one of India's fastest-growing financial services Group. Prudent Corporate Advisory Services Limited was founded in 2003 and is headquartered in Ahmedabad, India. For more information, please visit our website [www.prudentcorporate.com](http://www.prudentcorporate.com).

**Forward-Looking Statement:**

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Prudent Corporate Advisory Services Ltd will not be responsible for any action based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

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