

ICICI Prudential Asset Management Company Limited

Media Conference Call – Quarter and year ended March 31st, 2026

April 13, 2026

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Moderator: Ladies and gentlemen. Good evening, and welcome to ICICI Prudential Asset Management Company Limited's Media Conference Call for the Quarter and Year Ended 31st March 2026.

Joining us today on the call from the company are Mr. Nimesh Shah, MD and CEO, Mr. Naveen Agarwal, Chief Financial Officer, Mr. Abhijit Shah, Chief Marketing and Digital Business Officer, Mr. Vipin Bhandari, senior member from the business team, and Mr. Harshil Sanghavi, Lead Investor Relations, who will be available to address your questions following our opening remarks.

As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during this conference call, please signal an operator by pressing star then zero on your touchtone phone.

And now hand the conference over to Mr. Naveen Agarwal, CFO of ICICI Prudential AMC Limited. Thank you, and over to you, sir.

Naveen Agarwal: Thank you. Good evening, everyone. Welcome to ICICI Prudential Asset Management Company Limited's Earning Conference Call for the quarter and year ended March 31, 2026. I trust that you've had the opportunity to review our earning presentation and the investor materials that have been shared on the stock exchange and our website. I'll start with the industry overview.

The industry's quarterly average AUM grew by 21.1% year-on-year and 0.7% sequentially in Q4 FY26, reaching INR81.62 trillion. Equity and equity-oriented quarterly average AUM, which commands the largest pie of the overall mutual fund industry, increased by 20.7% year-on-year and degrew by 0.4% quarter-on-quarter to INR43.80 trillion. The decline can be attributed to challenging market conditions during the quarter as reflected in the declines across

benchmarks and broad-based indices. For instance, Nifty 50 decreased by 14.5% from the levels of 26,130 as of the end of December '25 to 22,331 at the end of March 2026.

During this quarter, equity category continued to be at the forefront, attracting net inflows of INR1.24 trillion. It is important to note that the industry-level net inflows in equity have seen a positive increase quarter-on-quarter despite declining markets. The SIP contribution for the month of March 2026 at the industry level amounted to INR32,087 crores, as compared to INR31,002 crores and INR25,926 crores in the month of December 2025 and March 2025 respectively.

In the debt segment, quarterly average AUM grew by 14.6% year-on-year. However, it degrew by 5.2% quarter-on-quarter, dropping from INR13.38 trillion in December 2025 to INR12.69 trillion in March 2026.

Passive quarterly average AUM grew by 34.2% year-on-year and 7.4% sequentially to INR14.52 trillion. Growth is primarily driven by gold and silver categories.

Industry saw an increase in unique customers reaching a count of 61.4 million, which represents an increase of 13.2% year-on-year and 4.2% as compared to the previous quarter.

I now hand over the call to Harshil for covering the performance of our company.

Harshil Sanghavi: Thank you, Naveen. Good evening, everyone. For the quarter ended March 2026, our total mutual fund quarterly average AUM reached INR11.05 trillion, which is up by 2.6% sequentially and 25.6% year-on-year, thereby maintaining our position as the second largest AMC with a market share of 13.5%.

As of March 31st, 2026, we continue to have the largest market share of 13.7% in active schemes with a quarterly average AUM of INR9.21 trillion. This reflects an increase of 1.3% as compared to the previous quarter and 21.9% year-on-year.

As of March 31st, 2026, we continue to have the largest market share in equity and equity-oriented schemes of 14.2% with a quarterly average AUM of INR6.2 trillion. This reflects an increase of 27.2% year-on-year and 2% quarter-on-quarter. This quarter stands in contrast to the industry, which has experienced a decline.

The quarterly average AUM of our equity-oriented hybrid schemes amounted to INR2.18 trillion, with the largest market share of 26.7% as of March 31st, 2026. This reflects an increase of 4.5% quarter-on-quarter and 31.8% year-on-year.

In the debt segment, our quarterly average AUM stood at INR1.99 trillion, reflecting a growth of 15.6% year-on-year and a degrowth of 2.7% as compared to the previous quarter, which is in line with the industry trend. Our passive quarterly average AUM reached INR1.84 trillion, representing a growth of 48.3% year-on-year and 10% sequentially.

For FY 2026, our margins stand at 67 basis points for equity, 32 basis points for debt, 12 basis points for liquid, 10 basis points for passive, and 30 basis points for arbitrage.

As of March 31st, 2026, we have a unique customer base of 17 million.

In March 2026, our systematic transactions, which includes SIPs and systematic transfer plans, increased by 1.3% to INR51.04 billion. This was up from INR50.37 billion in the month of December 2025. This also marks a 30.6% rise from INR39.06 billion in the month of March 2025.

The distribution mix of our mutual fund equity quarterly average AUM is as follows, where direct represents 28.9%, MFDs account for 36.7%, ICICI Bank shares at 7.9%, other banks contribute 11%, and national distributors account for 15.5%. Notably, our net flow market share in equity schemes exceeds our AUM market share.

We have launched two specialized investment funds, that is iSIF Equity X Ex-Top 100 Long Short Fund and iSIF Hybrid Long Short Fund in January 2026. The total iSIF assets under management as on March 31st, 2026, is INR18.96 billion.

Now let's move to our alternates business, which comprise equity-focused PMS, offshore advisory, and alternative investment funds. For the March quarter end, our alternates quarterly average AUM stood at INR729.95 billion. Within alternates, our PMS quarterly average AUM degrew by 1.7% sequentially due to mark-to-market and grew 26.7% year-on-year to INR268.27 billion.

Our AIF quarterly average AUM of INR170.33 billion reflected a sequential growth of 7.1% and 47.3% year-on-year. For the year ended March 2026, the gross yield on our PMS and AIF business was 2.0%, and the net yield, that is after reducing the fees and commission expenses attributable to PMS and AIF, was 0.98%. Yields on assets under advisory was 0.33% for FY 2026.

Referring to our earlier disclosures with respect to ICICI Venture Funds we would like to update that post the receipt of requisite approvals, the transfer of investment management rights for certain AIFs has been completed, and the requisite documents in this regard have been executed by the company and ICICI Venture Funds Management Company Limited.

Accordingly, the company will be providing investment management services for such AIFs with effect from April 1st, 2026. These funds are anticipated to enhance our presence in alternates

market and complement our existing alternate product offerings such as private credit and real estate funds.

We have established a retail FME branch presence in GIFT City. In February 2026, we launched an open-ended Cat 3 AIF ICICI Prudential Smart Navigator Fund which is an inbound fund. This is our first offering in IFSC GIFT City.

On DIFC in the last quarter, we have established our office in DIFC in Dubai with a dedicated team in place.

I now hand over the call to Naveen for covering the financial performance of the company.

Naveen Agarwal: Thank you. Let's cover the financial performance for the quarter. Our operating revenue stood at INR15.17 billion, representing a growth of 19.5% year-on-year and 0.2% sequentially. Our operating net revenue mix -- this is the net revenue mix, please note from mutual fund was 90.65%, alternates 7.58% and advisory business was 1.77%.

We have recorded a negative other income of INR0.89 billion for the quarter ended March 2026 due to mark-to-market impact. Operating expenses amounted to INR3.89 billion, which is a decrease by 3.5% year-on-year and 3.9% quarter-on-quarter. Our operating profit before tax, which indicates the core profitability of the business, reached INR11.28 billion.

This represents a 30.2% increase year-on-year and 1.6% rise compared to the previous quarter. Profit after tax stood at INR7.63 billion, which is up by 10.4% year-on-year and decreased by 16.8% quarter-on-quarter. The return on equity for the year ended March 2026 is at 85.8%. Additionally, the Board of Directors have declared a final dividend of INR12.4 per share, which is obviously subject to shareholders' approval.

For year ended March 2026, our gross yield stood at 52 basis points and net yield stood at 48.3 basis points. Net yield is arrived at after reducing fees and commission expenses on PMS and AIF business, which is shown as an expense item in the P&L. For the year ended March 2026, our operating margin stood at 37.6 basis points as compared to 35.9 basis points for the year ended March 2025.

As of March 31, 2026, we have an employee strength of 3,585. Also note, the NRC has granted ESOP and ESU. The total non-cash expenses estimated using the Black-Scholes for the grant which has been approved by NRC amounts to INR1.2 to INR1.3 billion, which will be amortized over the vesting period.

The approximate debit to the P&L for FY27 will be INR640 million to INR680 million. For FY28 will be INR360 million to INR400 million, and for FY29 will be INR180 million to INR220 million.

The ESOP and ESU grants will vest in the next 3 years from the date of the grant with pre-identified vesting ratios. Thank you for your attention. I look forward to discussing our performance in more detail and addressing any questions you may have now.

Moderator: Thank you very much. The first question is from the line of Suresh Iyengar from The Hindu Business Line. Please go ahead.

Suresh Iyengar: Yes, good evening, sir. This is Suresh from Business Line. So just, can you repeat the margin numbers for various sections, equity, debt, and other things?

Harshil Sanghavi: Yes, sure. So for FY 2026, our margins for each of the asset class is 67 basis points for equity, 32 basis points for debt, 12 basis points for liquid, 10 basis points for passive, and 30 basis points for arbitrage.

Also, on the alternates front, our gross yield on the PMS and AIF business is about 2%, and the net yield, that is after reducing the

fees and commission expenses attributable to such PMS and AIF business, is about 98 basis points. On the advisory front, our yield is about 33 basis points.

Suresh Iyengar: Sure. Just one thing about this transfer of assets, you know, ICICI Ventures. You said certain business has already been transferred. Can you throw some light on what is the value and how it is going to contribute going ahead?

Naveen Agarwal: So as we had disclosed, this transfer is effective post the necessary approvals which were received, and the condition precedents. It's effective 1st April. So over the period, we will talk about it as it develops. But as we had articulated earlier, it is -- it will add to our entire product bouquet on the alternate side, because the product bouquet that we get from Venture is totally complementary to what we already have in the alternate.

Suresh Iyengar: Sure. Okay. But on a sequential basis, both revenues and profits have come down. So is it due to mark-to-market or how do you see it, sir?

Naveen Agarwal: Yes, it's predominantly, if you see on the other income, we had a loss due to mark-to-market. But if you see on our core revenue, there has been a small -- its effectively the same, it's a small growth on that.

Suresh Iyengar: Sure. Okay. Thanks. I'll come back if I have...

Moderator: Thank you. Next question is from the line of Kabir Sharma from Informist Media. Please go ahead.

Kabir Sharma: Hi, sir. Good evening. Sir, just wanted to check on a couple of things. Firstly, given that the geopolitical uncertainty still persists, wanted to know your outlook and how do you think flows will behave if the condition persists, especially given the developments today?

Nimesh Shah:

See, the way we look at business is what is the industry doing and what of the industry is coming to us as ICICI Prudential? What can we do? We can ensure that we have to attempt to ensure that our market share within the industry remains. So one cannot -- as a business, one cannot decide what will be the inflow to the industry. We have to bother about out of INR100 coming into the industry, what comes to us? So that is what we are focused on as a company.

Because we are into relatively, if you see the complexion of ICICI's assets, our market share in dynamic asset allocation category is relatively higher. So when the markets become uncertain, in the past we have seen that sales of this segment can increase. Because more the uncertainty, more people will go for relatively defensive products. And our AMC has been always positioned as a relatively defensive AMC.

So in that context, when the -- so going forward, if you see even the month of March, now we are two years since equity returns are subdued, right? Like, it is almost two years since equity returns are, one and a half years since equity returns are subdued. If you see the month of March, SIP inflows are still there, right? So around -- you see the growth in this quarter in SIP, it is quite a robust growth in SIP sales.

So people understand that this mutual fund is a long-term instrument. In equity, you make money over the long term. Do you expect sales to be slightly lower? Yes, it can be that it is slightly lower. Can there be a decrease in the increase? Yes, there can be a decrease in the increase. So depending on the past performance of funds, people do get inflows.

So if you see overall, if you're managing money properly and if your customers have made returns out of your funds, they do invest again in the same funds. And there we believe we are well positioned.

Kabir Sharma: Right, sir. Thank you. And sir, secondly, following up to your comments, in terms of people moving towards more defensive assets, do you see that this year there could be, in terms of new NFOs, we can see more schemes which are towards safe haven assets or more of a debt-equity ratio?

Nimesh Shah: We have -- see, if you see our product bouquet, there is a -- we have always focused on this asset class where equity, debt, we were the ones who started this concept of balanced advantage funds. So we have always advocated that if you cannot take volatility, you should mix equity and debt and take equity only to the extent that you can digest volatility.

So if you see in our typical portfolio, somebody wanting 15% equity, 30% equity, 50% equity, 70% equity, all kinds of products are there in our product portfolio. So customers can select from there. Having said that, SEBI has come with a very interesting category of SIF. So we have launched products in that.

We have to launch those products and then give a good experience to the customers who come in, and then the flows will naturally flow. So yes, can there be more products in some categories where we are missing? Yes, there can be more products in the categories we are missing out on.

Kabir Sharma: Thank you, sir. Thank you.

Moderator: Thank you. Next question is from the line of Sharad Dubey from NDTV Profit. Please go ahead.

Sharad Dubey: Hi, sir. Of course, we saw the numbers. Sequentially, the numbers have been comparing. In terms of the operational front, how do you see this panning out for this current quarter as well? Will we see this, because in March we see some adjustments also take place in the industry as well? So will we see some impact of the war in the month of April? What are the initial trends suggesting?

Naveen Agarwal: So I think as Nimesh was giving answers to the previous question, pretty much in line with that. April has just started. Let's see how the numbers hold up. We did see market falling in the month of March. We'll have to wait and watch as to how the numbers behave in the month of April.

Nimesh Shah: See, if the customer is more -- I always like an environment where the customer is slightly asking more questions before investing. It is always a very healthy kind of sales when customer is a bit skeptical. Before investing, if a customer is asking more questions and is being skeptical, it's a good thing because more responsible sales are happening. It is not happening based on euphoria.

It is happening in an uncertain environment. So flows -- as you have seen in the month of March, flows have held on to -- initially, the customer has not -- it is now 18 months. Since September '24, it is 18 months where the equity markets are subdued, but the flows are on.

Moderator: Sharad, do you have any follow-up question?

Sharad Dubey: No, sir. That's it from me.

Moderator: Next question is from the line of Ashoka Mitran from The Hindu. Please go ahead.

Ashoka Mitran: Sir, I wanted to, going by the AMFI data, the March data, I had seen that the ticket size of one-month SIP has gone up to by 7%-8%. And that's for the overall SIP contribution data. And the headline numbers are moving sort of in the opposite direction of the general market in a month where Nifty returns are down?

So if you could help me to understand what has happened in terms of the ticket size of one SIP contribution in March alone, and how has that behaved in ICICI Prudential? Thank you.

Abhijit Shah: Hi. So like Nimesh mentioned, we are a function of the industry, and we are in line with the industry. The flows are also, the way you mentioned, structurally positive. At the same time, from a ticket size point of view, the answer lies because people are, and we've seen it, and you saw one month, but if you see various months where the market is down, people tend to also increase their SIPs.

And the way the retail behavior today is that participation in equity markets also depends on when the markets are down, increase your SIP, invest towards the long term. So from a structural trend point of view, in line with the industry, we believe it's a healthy trend.

Ashoka Mitran: I think it is a buy the dip, basically. They bought the dip.

Abhijit Shah: Well, one thing can be buy the dip, but since people understand that SIPs are for long term, the right SIP quantity in terms of value also defines future financial goals. Hence, a lot of people increase their SIP books.

Naveen Agarwal: Also, Naveen here. I would remember that February was a 28 days month as compared to March, which is a full month. So if you see that SIP trigger number, that, if you're drawing context to that, that's another angle to see.

Ashoka Mitran: Correct. The base effect, you are saying?

Naveen Agarwal: No, not really the base effect.

Ashoka Mitran: Got it. Thank you, sir. Thank you.

Moderator: Thank you. Next follow-up question is from the line of Suresh Iyengar from The Hindu Business Line. Please go ahead.

Suresh Iyengar: Yes. Sir, I just wanted to understand on stoppage of SIP that has also increased last month. So given the market trend, how do you see more stoppages or you talked about people investing more

money to collect units, but is stoppage is also a concern going ahead?

Abhijit Shah: So there is no significant data in terms of people stopping their SIPs. If you see quarter-on-quarter, because what happens typically is one has to look at, and that's how the industry looks at it, and the AMFI data that comes on a month-on-month basis tracks the net SIPs. The SIPs that hit various mutual funds on a monthly basis.

Because people may want to stop one SIP in a particular fund, start another SIP in another fund, or increase, like I earlier said, increase their SIPs, etcetera. So the headline data is what the industry tracks, and on a quarter-on-quarter, the trend has been there in an upwardly number. And that's what structurally, as an industry, we believe from a long-term point of view will help consumers.

Suresh Iyengar: Sure. Thanks.

Moderator: Thank you very much. As there are no further questions from the participants, I would now like to hand the conference over to Mr. Naveen Agarwal for closing comments.

Naveen Agarwal: Thank you. We appreciate the interest shown by all of you. Thank you very much, and wish you all a good evening. Thank you.

Moderator: Thank you very much. On behalf of ICICI Prudential Asset Management Company Limited, that concludes this conference. Thank you for joining us, and you may now disconnect your lines. Thank you.