



DATE: 4TH FEBRUARY, 2026

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
SYMBOL: WEALTH

To
Head - Listing Operations,
BSE Limited
P.J. Towers, Dalal Street,
Fort, Mumbai - 400 001
BSE SCRIP CODE: 544536

REF: WEALTH FIRST PORTFOLIO MANAGERS LIMITED

SUB: INVESTOR PRESENTATION ON FINANCIAL RESULT FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2025.

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 and Nine Months ended 31st December, 2025.

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

Capitol House, 10, Paras-II, Near Prahladnagar Garden, Ahmedabad - 380 015
+91 79 40240000 contact@wealthfirst.biz www.wealth-firstonline.com

CIN No. - L67120GJ2002PLC040636



WEALTH FIRST

PORTFOLIO MANAGERS LIMITED

Simple process. Expert wealth

INVESTOR PRESENTATION | Q3 & 9M FY26

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Q3 & 9M FY26 FINANCIAL HIGHLIGHTS





Mr. Ashish Shah
Managing Director

Commenting on the results and performance for Q3 & 9M FY26, Mr. Ashish Shah, Managing Director of Wealth First Portfolio Managers Limited said:

"Our core revenue stream, Business Activity Income, continued to deliver steady growth, registering a 7.8% YoY increase to Rs.48.8 Cr. in 9M FY26. This performance highlights the resilience of our operations despite market volatility and reinforces our ability to maintain consistent and sustainable growth.

Wealth First continues to diversify and expand its operations as part of its long-term growth strategy. We are in the final stages of receiving SEBI approval to set up Lakshya AMC, which is expected to create a strong and scalable revenue stream. Simultaneously, we are strengthening our Insurance Broking business, further enhancing its ability to offer comprehensive financial solutions and drive future growth.

Trading income stood at Rs. 3.1 Cr. in 9M FY26 compared to Rs. 11.2 Cr. in 9M FY25, indicating the gradual reduction of the trading book in line with our strategy to strengthen and focus on core business activities. With these initiatives and continued focus on scaling the AMC and Insurance Broking businesses, we remain on a clear path to further reduce the trading book, which is expected to be substantially reduced by March'26, with reduced impact expected from trading activities from April'26 onwards.

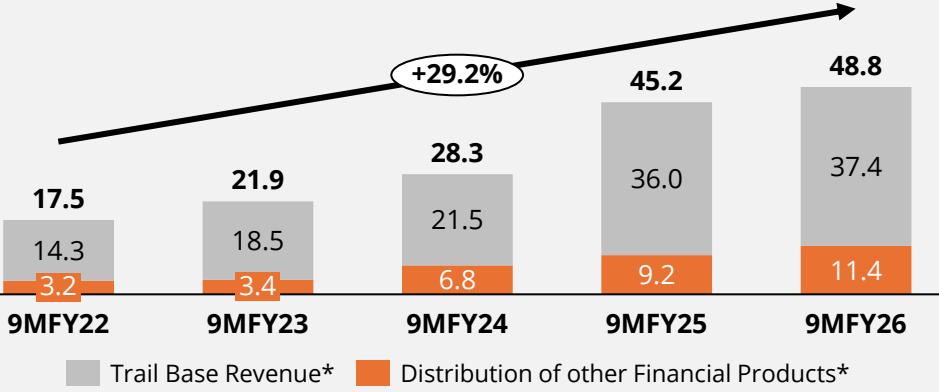
Total AUA stood at Rs. 12,858 Cr., registering a healthy YoY growth of 8.1%, reflecting strong client engagement and sustained business momentum, which is expected to continue going forward. Our client base also expanded steadily, with 979 new clients added during the year, taking the total to 21,487. Additionally, 437 new client families were onboarded, increasing the total to 6,832, representing a 6.8% YoY growth.

Going forward, the Company expects to sustain strong growth supported by disciplined asset allocation, robust investment processes, and a relationship-driven model anchored at the firm level rather than dependence on individual RMs, ensuring long-term sustainability. The growth outlook remains favorable, driven by increasing financialization of savings, rising HNI and UHNI wealth in India, and the expected momentum from the Insurance Broking and upcoming AMC businesses."

CONSISTENT GROWTH IN BUSINESS ACTIVITY INCOME

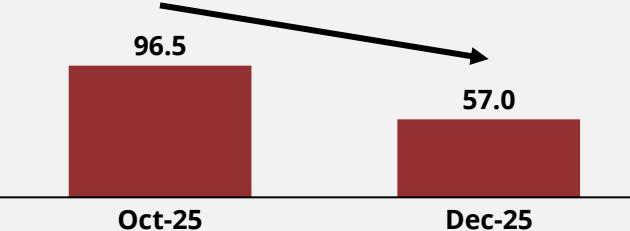


Consistent growth in Revenue from Business Activity Income



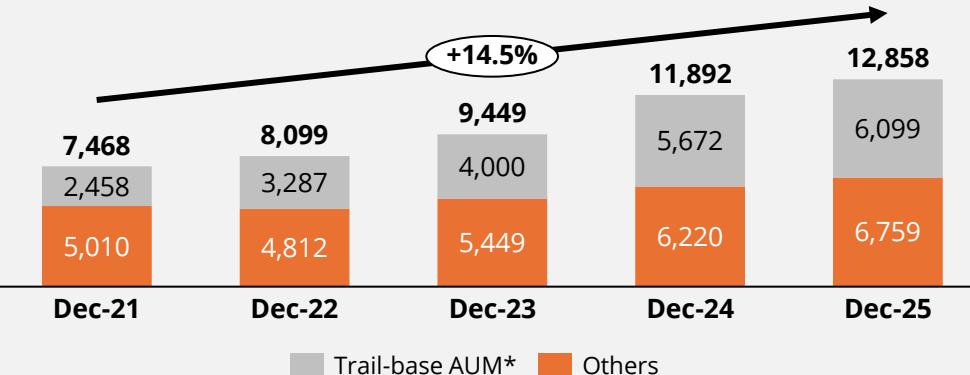
Business Activity Income, which is the core revenue stream has demonstrated **strong and consistent growth**, registering a **CAGR of 29.2%** over last 5 years. The **trail-based revenue** has witnessed significant expansion and continues **to remain on a strong upward trajectory**

Reducing Trading Book Size



- The **trading book** has been gradually **reduced as part of our strategy** to strengthen our core businesses. **Capital has been deployed** towards capitalising the AMC and further will be deployed towards infrastructure expansion and strategic growth opportunities
- With multiple growth engines now firmly in place and a clearer strategic roadmap, earnings are increasingly expected to be driven by core business activities. This diversification of revenue streams should also translate into greater predictability and reduced volatility in profitability compared to earlier periods

Strong growth in AUA

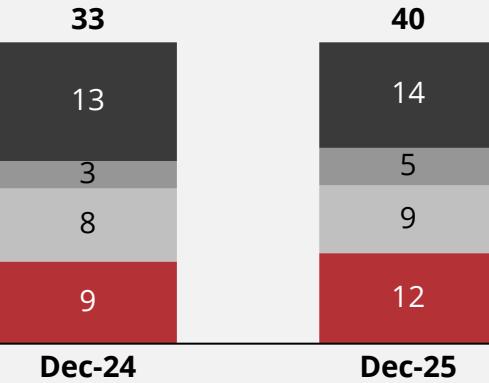


The growth in total AUA over the last five years has **remained robust and encouraging** and is further **expected to continue this momentum**

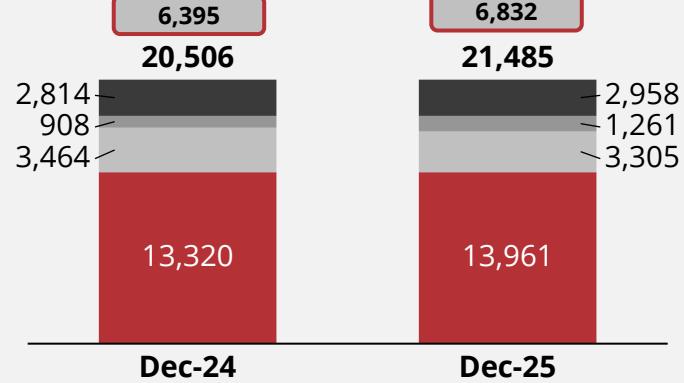
OPERATIONAL PERFORMANCE



Relationship Managers

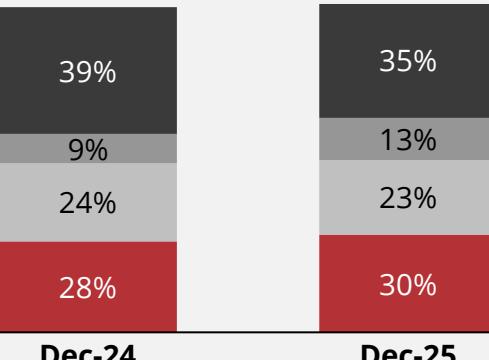


Total Clients

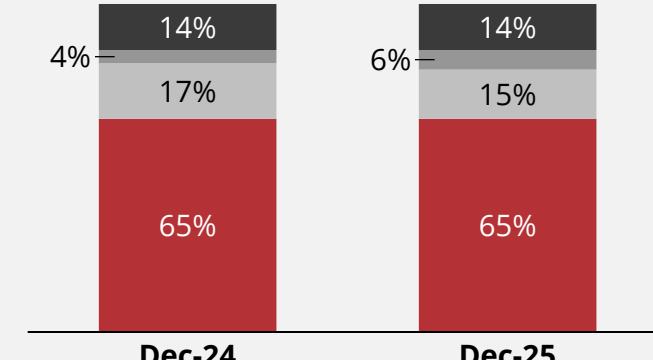


Total client families

RM Vintage (%)*



Clients Vintage (%)*



Strong RM Vintage:

- RM count increased by 21% YoY
- The RM vintage stood strong with 53% of RMs being associated with the Company for >5 years whereas 30% of RMs being associated with the Company for >10 years

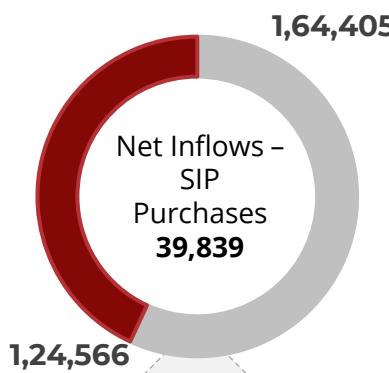
Client Vintage:

- **80%** of our clients are with us for >5 years indicating strong client stickiness
- Total client base has increased by **5%** YoY to 21,485 with 979 clients added in the last 1 year
- Total client families increased by **7%** YoY to 6,832 with 437 client families added in the last 1 year
- The client stickiness is a testament of our client servicing capabilities

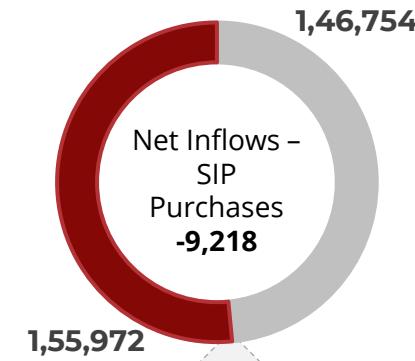
EQUITY NET INFLOWS



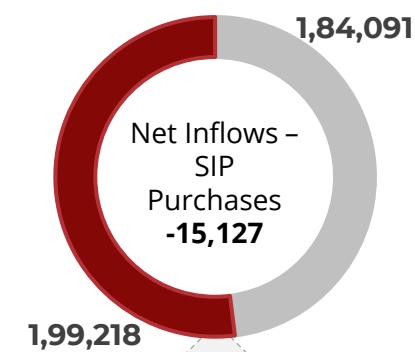
Mar-22



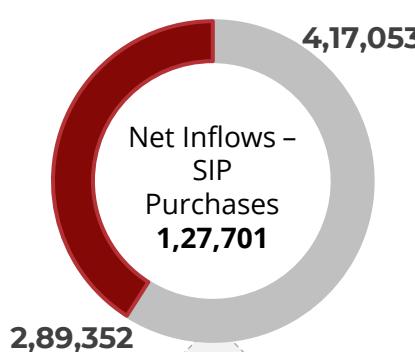
Mar-23



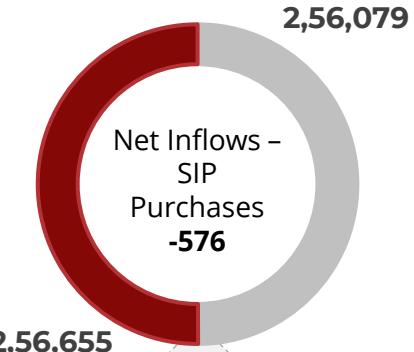
Mar-24



Mar-25



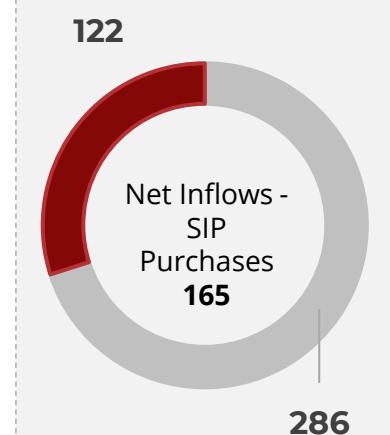
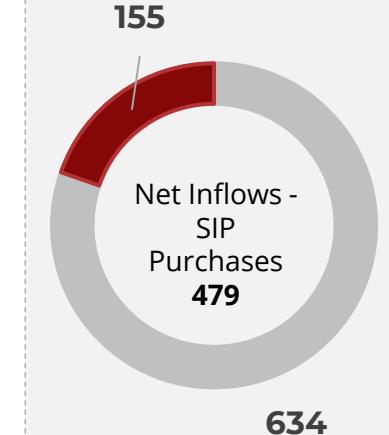
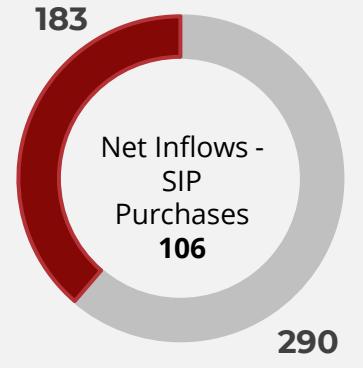
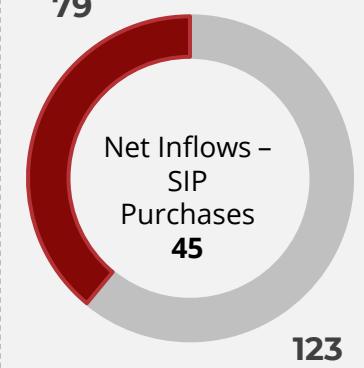
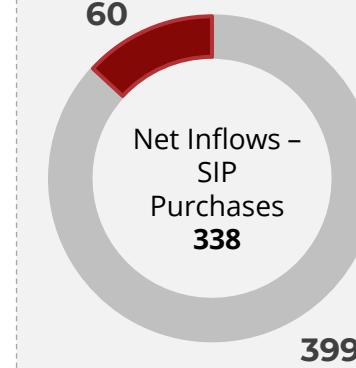
Dec-25*



(In Rs. Cr)

Industry

WFPML



Net Inflows of Growth / Equity Oriented Schemes

SIP Purchases

CONSOLIDATED PROFIT AND LOSS



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Particulars (in Rs. Cr)	Q3 FY26	Q3 FY25	YoY	Q2 FY26	QoQ	9M FY26	9M FY25	YoY
Income								
Revenue from operations - Business Activity Income								
Revenue from operations - Business Activity Income	15.0	15.4		17.9		48.8	45.2	
Revenue from operations - Trading Activities	-8.5	0.8		2.7		3.1	11.2	
Other Income	0.3	1.0		0.2		0.6	5.9	
Total Revenue	6.8	17.2	-60.6%	20.8	-67.3%	52.4	62.4	-15.9%
Employee benefit expense	3.1	2.2		4.2		9.2	6.9	
Other expenses	2.4	1.2		1.2		5.0	3.2	
Total Operating Costs	5.5	3.4	63.3%	5.4	1.5%	14.2	10.0	42.0%
PBT after Exceptional items*	1.2	12.2	-90.4%	15.3	-92.3%	37.9	50.5	-24.9%
PBT Margin %	17.2%	71.0%		73.5%		72.3%	81.0%	
PAT	0.8	9.3	-91.7%	11.1	-93.1%	27.80	38.4	-27.7%
PAT Margin %	11.3%	53.8%		53.3%		53.0%	61.6%	
EPS	1.05	8.70		10.39		26.41	36.08	
Cost to Income Ratio	37.4%	32.3%		30.7%		29.8%	26.2%	
Particulars (in Rs. Cr)								
Mutual Fund				5,941		5,595	6.2%	
Portfolio Management Services + AIF				159		78	103.9%	
Insurance Premium Book				73		55	32.2%	
Fixed Deposit				232		168	38.2%	
Direct Equity				2,564		2,384	7.5%	
Bonds				3,890		3,612	7.7%	
Total AUA	12,858	11,892	8.1%			12,574	2.3%	

Business Activity Income saw a 7.8% YoY growth in 9M FY26. However, Q3 FY26 witnessed a decline primarily due to the non-booking of RIA revenue during the quarter. Additionally, lower business volume in the insurance segment led to a QoQ degrowth in Business Activity Income

During Q3 & 9M FY26, the decline in revenue from trading activities is due to Mark-to-Market (M2M) drawdown in the equity portion of the portfolio, which, as per accounting standards, must be reported based on their closing value as of the period end. This is in line with the Company's strategy to further reduce the trading book size, with minimal impact from trading activities going forward

Revenue from other income has declined in Q3 & 9M FY26 on QoQ and YoY basis due to unfavorable equity market conditions which resulted in no significant profit bookings

Employee expenses increased on both YoY and QoQ basis due to employee additions at Wealth First and its group companies, including the AMC and Insurance Broking businesses, along with higher gratuity provisions

Other expenses increased on both YoY and QoQ basis mainly due to setup costs for the AMC and Insurance Broking businesses

The Cost-to-Income ratio rose to 37.38% in Q3 FY26, primarily due to AMC setup costs. For 9M FY26, the increase was driven by AMC expenses, higher employee costs, and incentive payouts from the previous financial year

CONTINUOUS DIVIDEND PAYOUT OVER THE YEARS...



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Dividend Payout

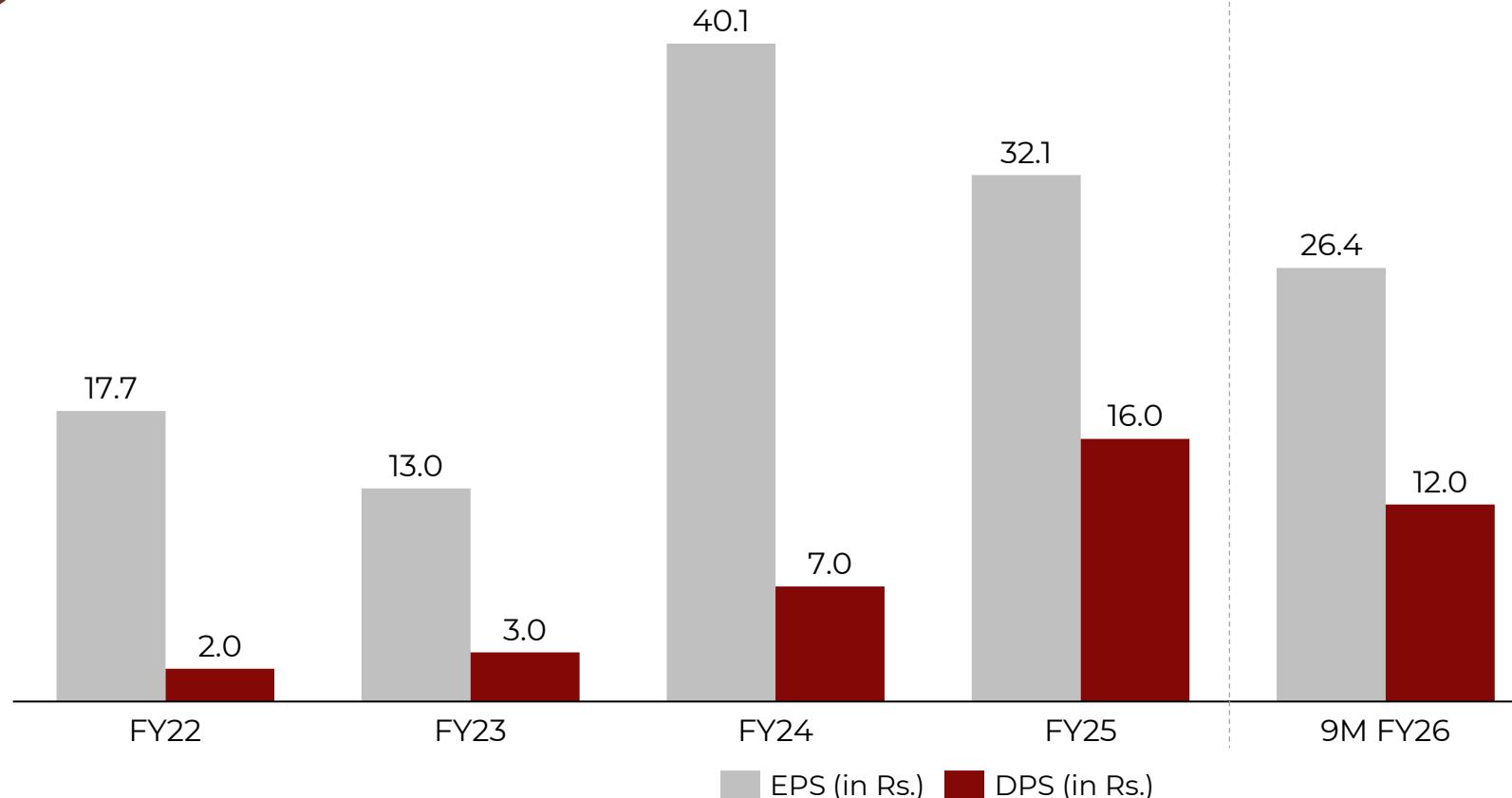
11.3%

23.1%

17.5%

49.9%

45.5%



The Company has finalised a dividend policy wherein the Company will declare dividend a minimum of 30% of the consolidated profit after tax in a given year to the shareholders

The Board of Directors has declared an interim dividend of Rs.12.0 per equity share with a FV of Rs. 10/- each for 9M FY26



ABOUT US



ABOUT US



WEALTH FIRST
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- Headquartered in **Ahmedabad, Gujarat** with having presence in Surat, Pune and Mumbai
- Over **three decades** of trusted wealth management expertise

- **Independent, client-first** wealth manager focused on financial wellbeing
- Offers **smart, end-to-end investment solutions**

- **First independent advisor** listed on the NSE and now listed on BSE also
- In the **final stages of receiving SEBI approval** to set up an **AMC** and **strategically expanding** its operations in the **AMC and Insurance Broking businesses**

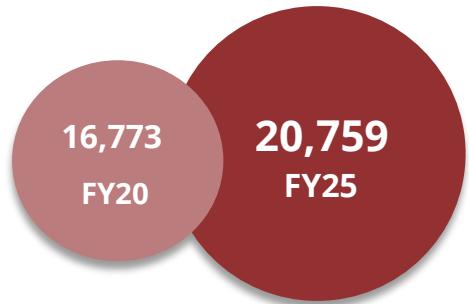
Data as on March 2025



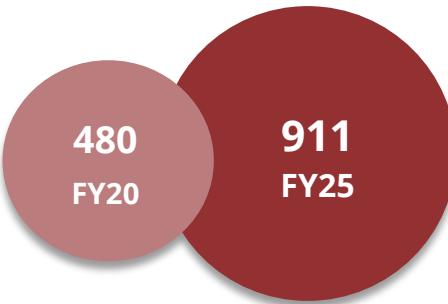
OPERATIONAL EXCELLENCE: FIVE YEARS OF STRATEGIC GROWTH



Total Clients



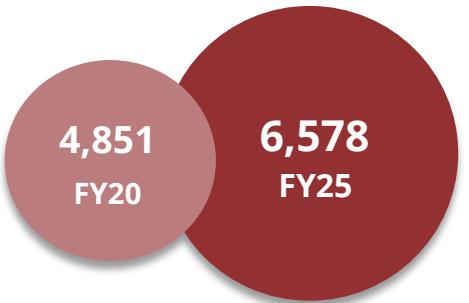
Person Years of Experience



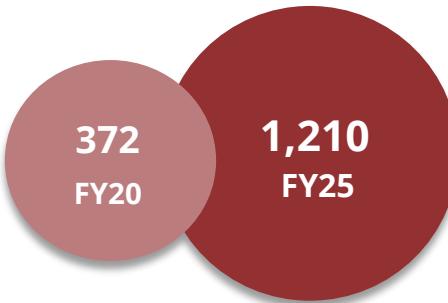
Trail-Based AUM: Exceptional Growth Trajectory



Families Served



New Client Added in a Year



Strong fundamentals across all key metrics demonstrate sustained institutional strength and market expansion from 2020 to 2025

OUR OFFERINGS



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PRODUCTS



Fixed Deposits



Treasury Bonds



Direct Bonds



Taxable & Tax-Free Bonds



Direct Equity



Mutual Funds



International
investment options



Pension Products



PMS

SERVICES



Investment Strategising
Asset Research



Trade-Execution-
Broking



Portfolio Review
and Accounting



Retirement Planning



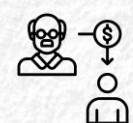
Tax Planning



Asset Allocation

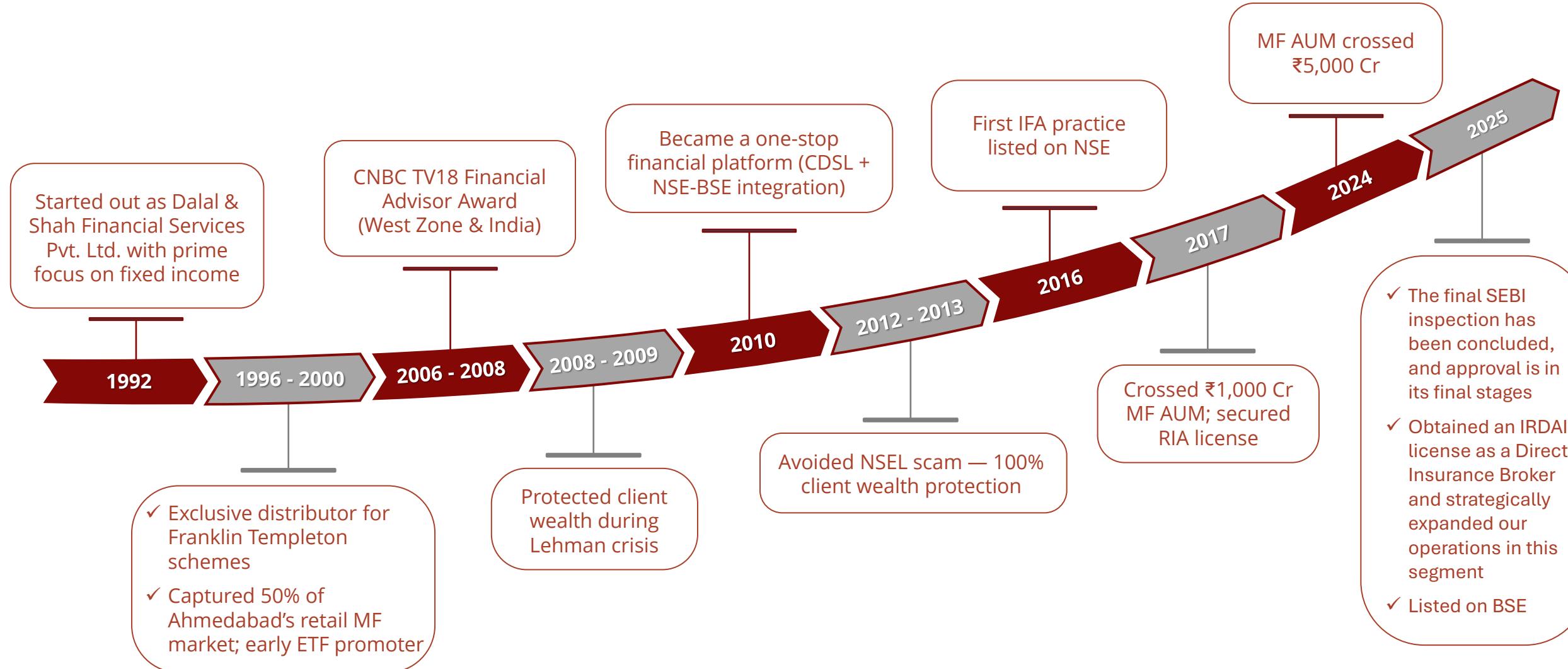


Treasury Management



Inheritance Planning

OUR JOURNEY



BOARD OF DIRECTORS



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Mr. Ashish Navnitlal Shah
Managing Director (Promoter)



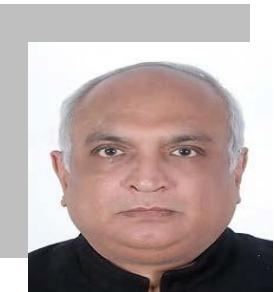
Ms. Hena Ashish Shah
Whole-Time Director (Promoter)



Ms. Binal Gandhi
Non-Executive Director



Mr. Amit Trivedi
Independent Director



Mr. Saurabh Sonthalia
Independent Director



Mr. Siddharth Shah
Independent Director

KEY MANAGEMENT PERSONAL



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Mr. Rakesh Shah
Chief Investment Officer



Mr. Dhiren Parikh
Chief Financial Officer



Mr. Manish Kansara
Chief Operations Officer



Mr. Nirad Shah
Senior Vice President - Sales



Mr. Nishil Pandya
Head - Business
Development & Strategy



Ms. Sajni Patel
Head - Business
Development & Strategy



COMPANY STRATEGY



THE WEALTH FIRST WAY: SUSTAINABLE GROWTH BUILT ON RELATIONSHIPS



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Built on Trust. Driven by Knowledge. Sustained by Relationships.



Foundation

- ~70% of client base from **Gujarat** - our cornerstone
- Strong base in Ahmedabad; **expanding to Pune & Surat**
- **Deep-rooted client relationships** drive consistent growth



Knowledge & Philosophy

- **Knowledge-first engagement** through roadshows, clinics & corporate programs
- Focus on **financial literacy & long-term conviction**
- **Clients entrust** full portfolios, reflecting deep trust & satisfaction
- We don't just manage portfolios - **we manage peace of mind**



Relationships

- Referral-led growth model **built on credibility**
- **Target-free culture** empowers Relationship Managers
- Exceptionally **low attrition** - clients engage with familiar faces
- **End-to-end solutions** ensure clarity, comfort, and continuity

Education over persuasion. Relationships over transactions. Trust over targets.

OUR UNIQUE SELLING PROPOSITION



Simplicity & Integrity
Long-term focus over sales tactics

Personalised Strategies
Tailored, tax-efficient solutions

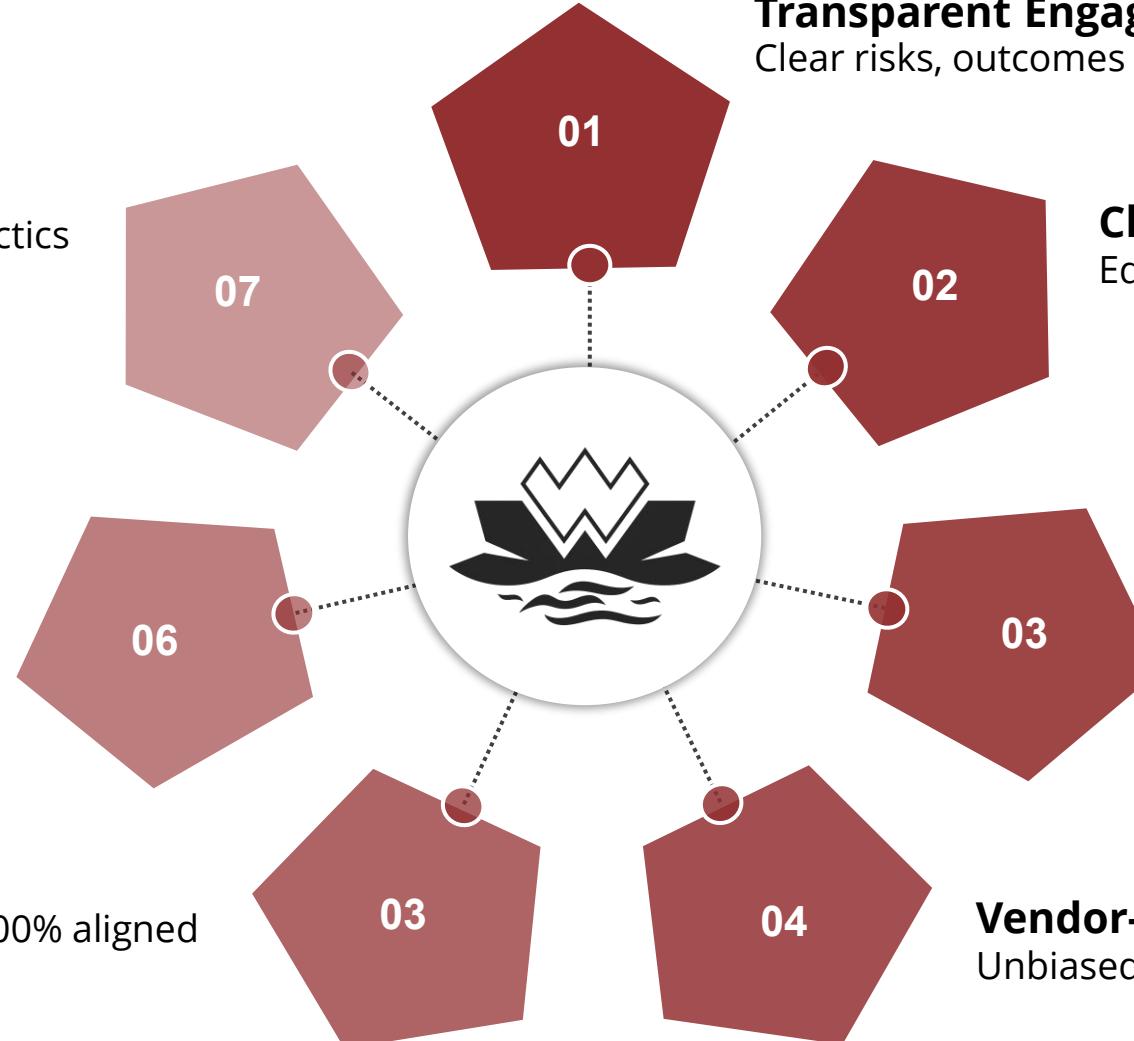
Direct-to-Client
No intermediaries, 100% aligned

Transparent Engagement
Clear risks, outcomes & returns

Client Empowerment
Education-driven, confident decisions

Capital Protection
Risk-managed, fixed income roots

Vendor-Agnostic
Unbiased, independent advice



Customer returns above everything else

WHAT MAKES US RESILIENT



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Process Strength and Sustainability

Robust systems and frameworks built to deliver stability, consistency, and resilience across market cycles



Trust Built Over Time

Rooted in discipline, consistent performance, and integrity, our client relationships have deepened over time - making trust our most valuable asset



Integrated Risk Management

A robust risk framework constantly evaluates internal and external factors to anticipate and mitigate potential threats proactively



Smart & Simple Product Strategy

Focused on straightforward, high-performing products that deliver steady long-term returns

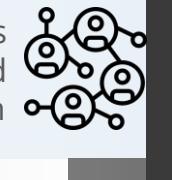
Deep Product Expertise

Extensive research across asset classes enables seamless transition to superior, risk-aligned opportunities



Strategic External Partnerships

We've cultivated strong relationships with market experts and fund houses, enhancing our advisory capabilities and reinforcing client protection



Talent Retention and Continuity

We attract and retain exceptional talent across all key teams, ensuring sustained expertise and operational continuity



Client-First Philosophy

Every decision prioritizes maximizing client returns over brand loyalty or market trends



TOWARDS A LARGER VISION

The final SEBI inspection stands completed, with approval expected in the near term

To participate in India's journey of mobilization of savings towards investing, we are setting up an AMC under the name of

'Lakshya Asset Management Private Limited'

LAKSHYA

We are entering into a Strategic Joint Venture

Name	Investment Details	Holding Structure
Wealth First Portfolio Managers	~ ₹41 Cr	69.7%
JV Partners*	~ ₹20 Cr	30.3%

*Funds were infused by the Joint Venture partners, Mr. Sanjiv Shah and Mr. Sanjay Gaitonde



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Viksit Bharat 2047 Mutual Fund Industry Growth Estimates

Parameters	2025	2047
Total MF AUM (Rs. Lakh Cr.)	53.8	2,791
No. of AMCs	~50	212

- ✓ The mutual fund industry will be poised to achieve the ambitious milestones envisioned for India's financial future
- ✓ According to AMFI, **per investor AUM is expected to rise by 10x** and **mutual fund AUM to GDP ratio to surpass 100% by 2047**
- ✓ As a result of continuous efforts by AMFI to broaden the Mutual Fund industry in India and support the growing investor base, the **AMC count** is set to rise **to 212 by 2047**

Gaps in current product offerings



Synergy of Wealth First's experience & Strategic Partner's Capabilities



Booming Mutual Fund Industry



Opportunity for Growth

INSURANCE BROKING LICENSE RECEIVED FROM IRDAI



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To participate into growing insurance sector, we have strategically expanded our operations into Insurance Broking business and operate as a Direct Insurance Broker (Life & General) under the name

'Wealthshield Insurance Brokers Private Limited'



Industry Outlook

Insurance Penetration : India vs Global Average (2023)

Metrics	India	Global
Total Penetration	3.7%	~7.0%
Life Penetration	2.8%	~2.9%
Non-Life Penetration	1.0%	~4.1%

India is significantly underpenetrated compared to global average with strong headroom for growth

Insurance Premium Growth Trends for FY24

Segment	Premium (Rs. Lakh Cr)	YoY Growth
Life	Rs. 8.30	~6.1%
Non-Life	Rs. 2.90	~12.8%

*Strong growth in non-life driven by health and motors
Life insurance premium growth remained steady*



INDUSTRY OVERVIEW



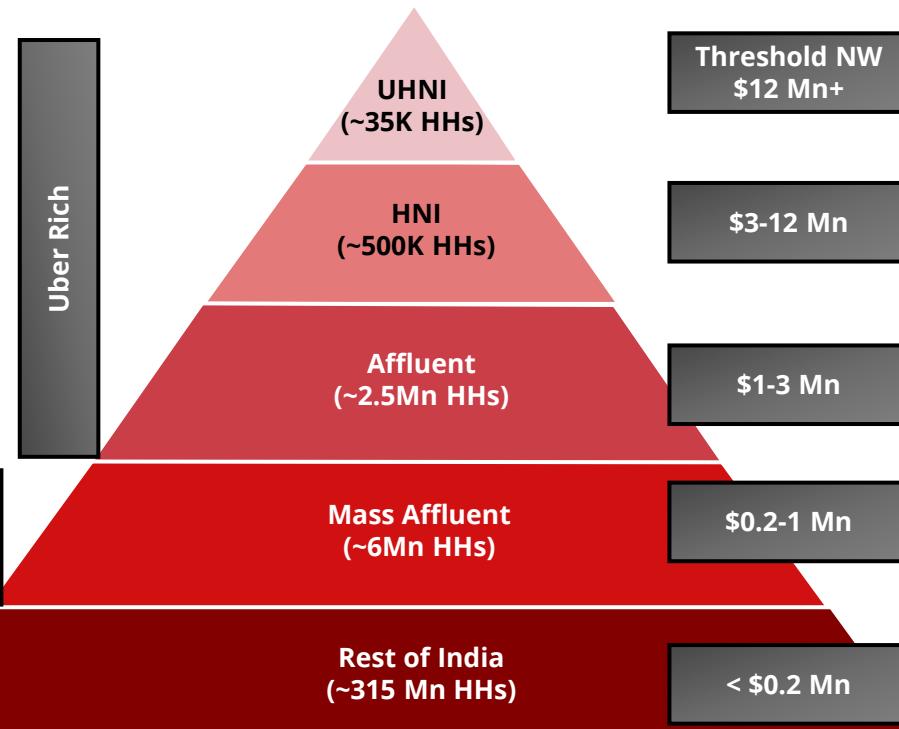
INDIAN WEALTH MANAGEMENT IS A \$2.7 Tn OPPORTUNITY



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- India's wealth inequality is stark, with the ultra-rich holding a significant share of the country's assets and this concentration is expected to grow
- The top 1% of Indian households account for 30–40% of income, a high share of savings, and nearly 60% of total household wealth, amounting to \$11.6 trillion
- About 60% of this is in physical assets (land, real estate, gold) and 15% in illiquid financial assets (e.g., founder equity)
- The serviceable asset pool of \$2.7 trillion, including deposits, is split across specialized wealth managers (~11% share), domestic banks and brokers (limited customization), independent advisors (limited scale), informal advisors (like accountants), and self-managed portfolios
- Rising share of financial assets on the balance sheet of India's rich, and preference for specialized wealth advisory services creates room for high growth, and a long runway for growth for Indian wealth managers

The wealth disparity is high in India with top 1% of households owning ~70% of financial assets



Avg. HH Income	Avg. Total Assets	Avg. Fin Assets
\$4.8 Mn	\$54 Mn	\$24 Mn
\$0.7 Mn	\$9 Mn	\$3.6 Mn
\$0.2 Mn	\$2 Mn	\$0.7 Mn
\$33 K	\$400 K	\$120 K
\$5 K	\$20 K	\$3 K

'Uber Rich' v. 'Rich' v. 'Rest of India'

The 'Uber Rich' (UHNI / HNI / Affluent)

- Top 1% of Households
- 40% of incomes
- 60% of Assets
- 70% of Fin Assets (\$4.5 Tn TAM)

The 'Rich' (Uber Rich + Mass Affluent)

- Top 3% of Households
- 45% of incomes
- 70% of Assets
- 80% of Fin Assets (\$5.2 Tn TAM)

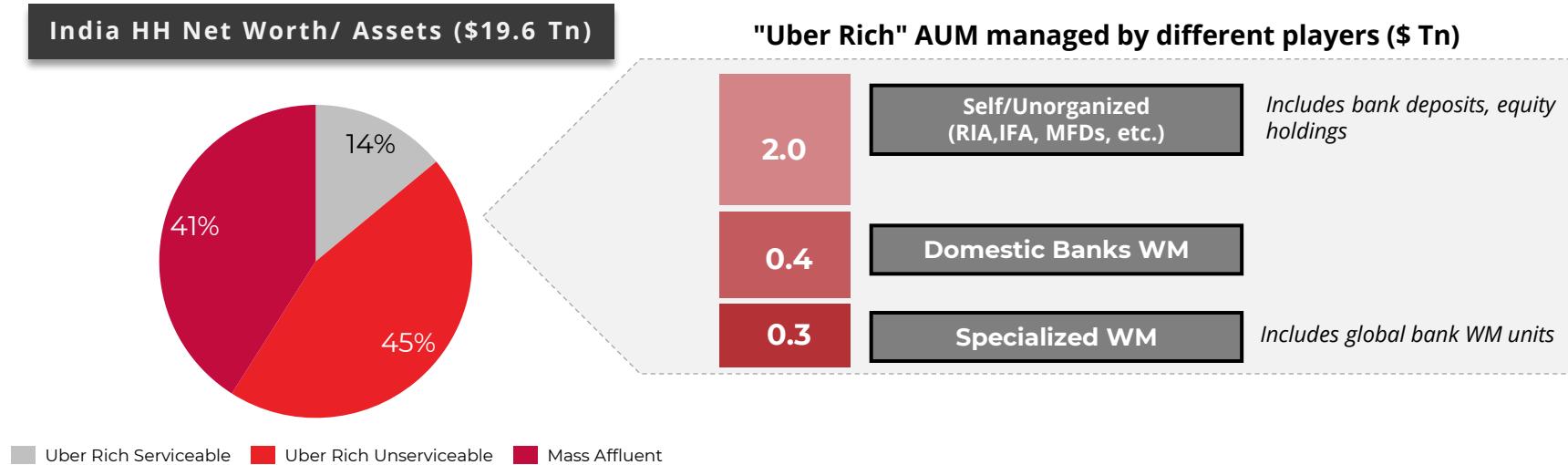
\$1 = Rs 83

RISING GROWTH IN INDIA'S SPECIALIZED WEALTH MANAGEMENT

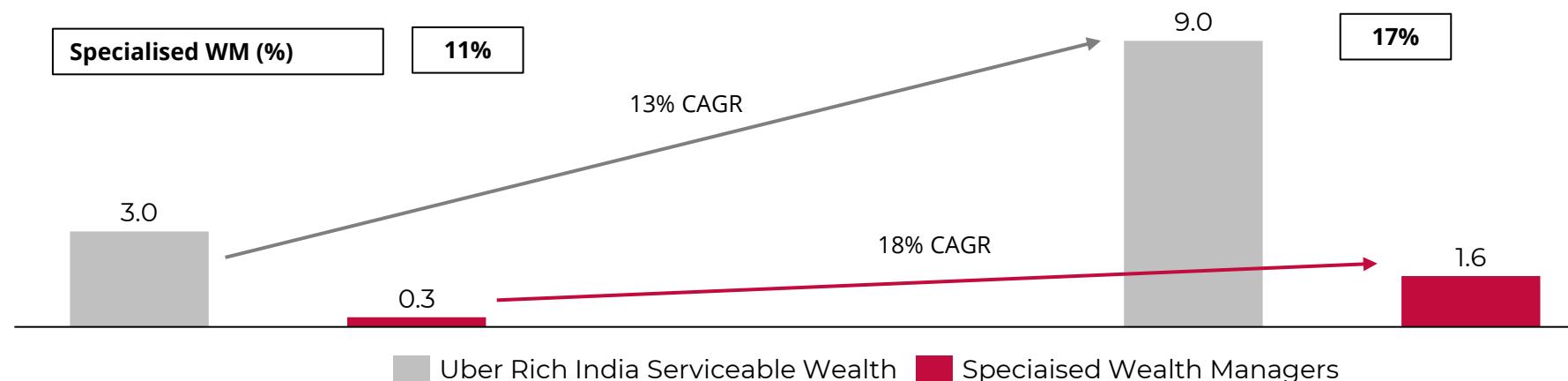


Specialized wealth managers form ~11% of the total \$2.7 Tn in serviceable assets; Large headroom for growth

- Dedicated wealth managers in India are projected to grow their assets under management from \$300 billion to \$1.6 trillion by FY35, representing a CAGR of approximately 18%
- This growth is expected to be driven by an expansion in the serviceable asset base—from \$2.7 trillion to around \$9.3 trillion at a CAGR of ~13%—alongside increasing penetration of specialized wealth management services
- The share of specialized wealth managers will rise from 11% to 17% of the addressable market, indicating substantial headroom for long-term growth



India's serviceable assets to grow from \$3 Tn to \$9 Tn (13% CAGR), with specialized WM rising to \$1.6 Tn by 2035, growing at ~18% CAGR



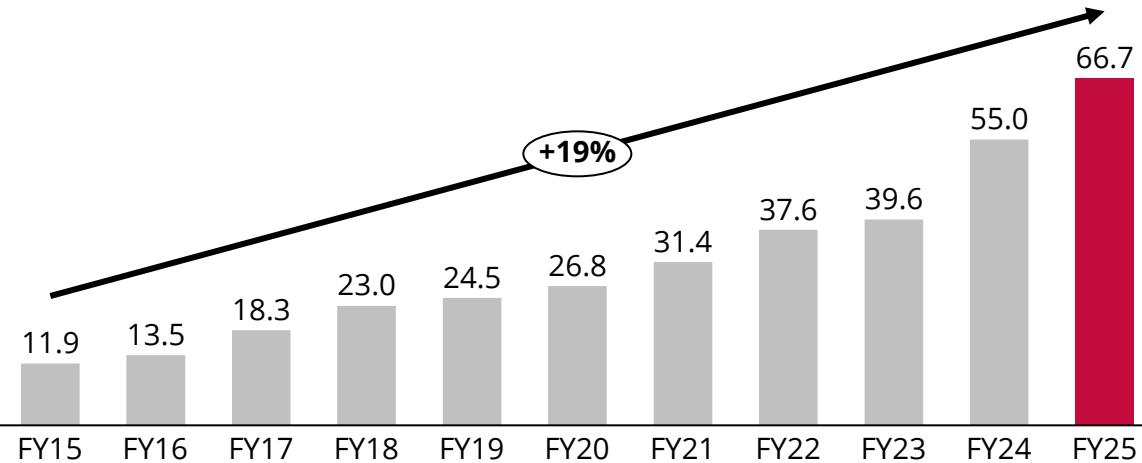
ACTIVE EQUITIES AUM POISED FOR +20% CAGR IN THE MEDIUM-TERM



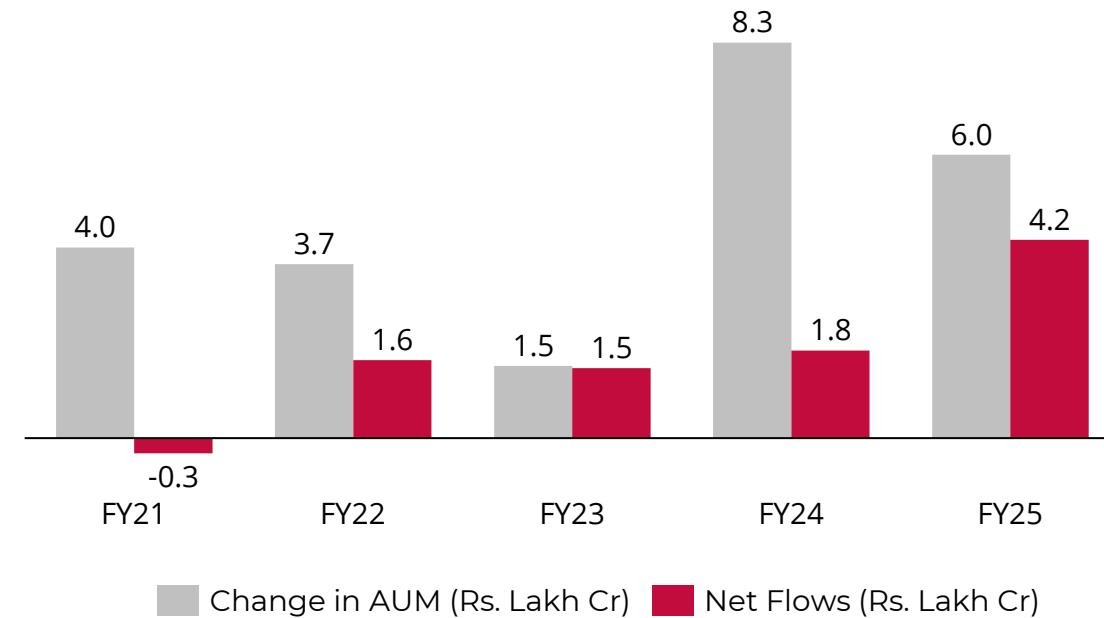
WEALTH FIRST
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Simple process. Expert wealth

- Equities AUM has posted a 27% CAGR over the past decade, driven by approximately 12% CAGR in MTM gains, with the remainder contributed by net inflows
- It is expected to continue growing at over 20% CAGR in the medium term, supported by broader consensus expectations of low double-digit nominal GDP growth and corporate earnings growth, high single-digit contributions from SIP flows, and positive lump sum flows on a CAGR basis
- The share of equities AUM has nearly doubled from 31% in FY15 to 59% in FY25 and is projected to cross 70% by FY29E

MF industry AUM grew at 10-yr. CAGR of 19% from INR 11.87 Trn to INR 66.7 Trn as of Mar'25



All-time high inflows drove equity assets to new heights



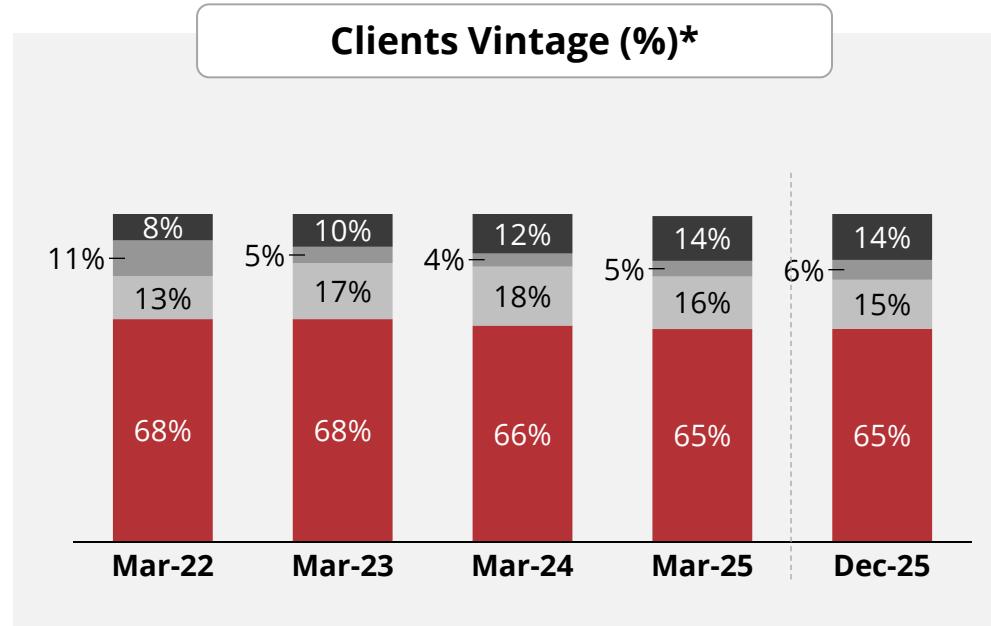
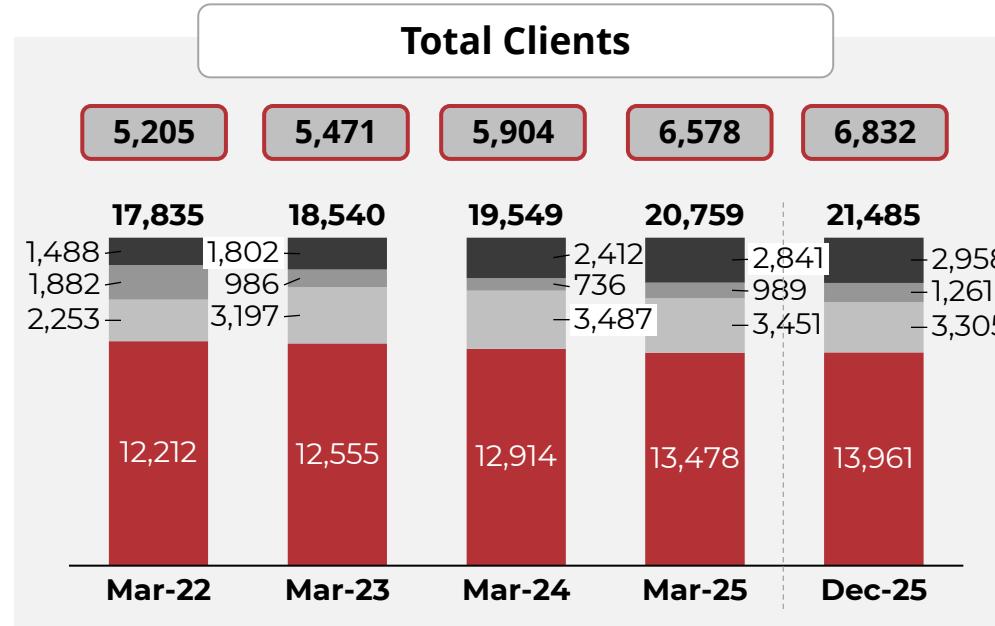
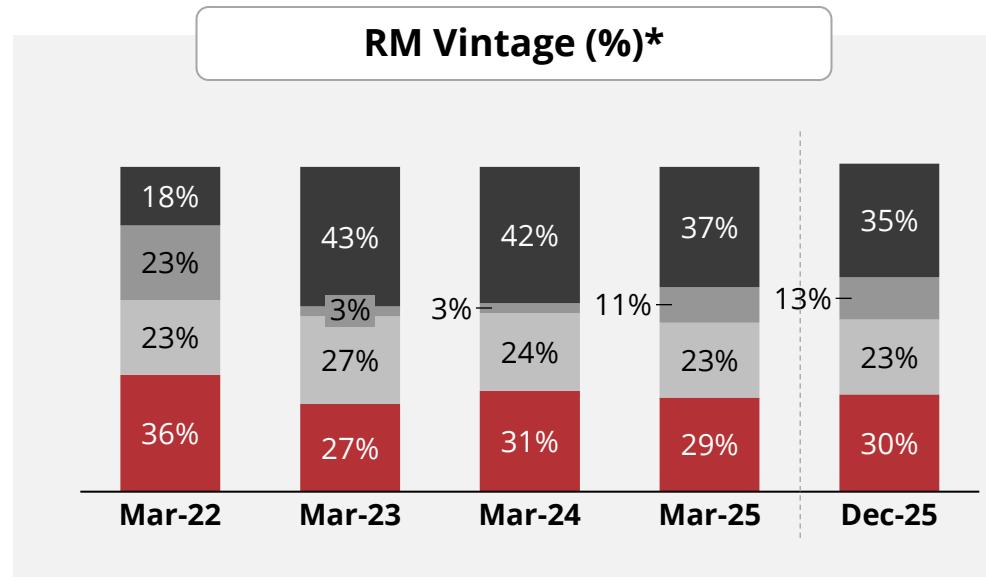
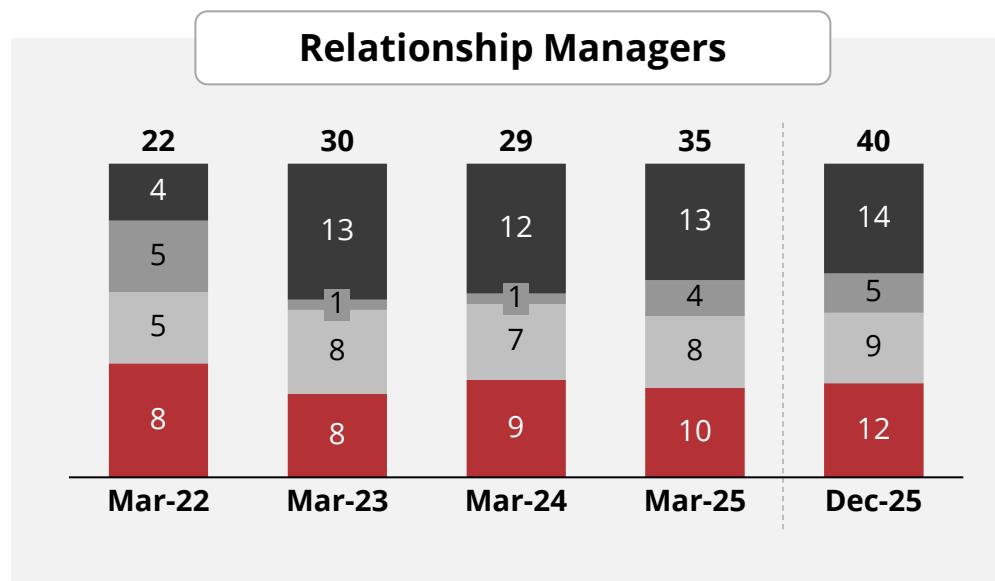
■ Change in AUM (Rs. Lakh Cr) ■ Net Flows (Rs. Lakh Cr)



HISTORICAL PERFORMANCE



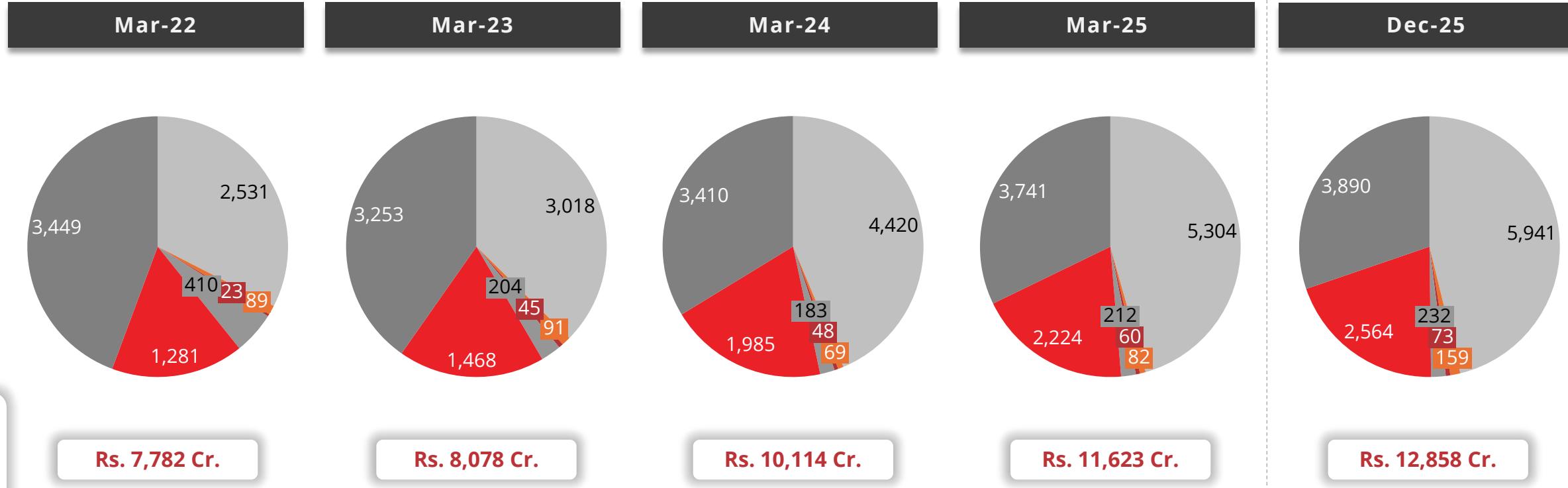
OPERATIONAL PERFORMANCE



AUA GROWTH OVER THE YEARS...



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■ Mutual Fund ■ PMS + AIF ■ Insurance Premium Book ■ Fixed Deposit ■ Direct Equity ■ Bonds

Total ARR
AUM*

Rs. 2,620 Cr. Rs. 3,109 Cr. Rs. 4,488 Cr. Rs. 5,386 Cr. Rs. 6,099 Cr.

+27% CAGR

*Total ARR AUM includes MF, PMS and AIF

HISTORICAL CONSOLIDATED PROFIT & LOSS STATEMENT



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Particulars (in Rs. Cr)	FY25	FY24	FY23	FY22
Income				
Revenue from operations - Business Activities	58.3	41.6	32.0	25.2
Revenue from operations - Trading Activities	-5.2	12.7	-2.5	6.3
Other Income	6.9	12.6	-0.1	1.9
Total Revenue (I+II)	60.1	67.0	29.4	33.3
Employee benefit expense	9.0	8.1	6.7	5.3
Other expenses	4.0	3.0	3.5	2.9
Total Operating Expenses	13.0	11.1	10.2	8.2
PBT*	45.1	55.4	18.7	24.7
PBT Margin %	75.1%	82.8%	63.4%	74.2%
PAT*	34.1	42.7	13.8	18.9
PAT Margin %	56.8%	63.7%	47.0%	56.6%
EPS	32.05	40.06	12.98	17.69

*PBT & PAT includes exceptional item of Rs. 1.5 Cr which pertains to a cyber fraud perpetrated against the Company by third party in FY25

HISTORICAL CONSOLIDATED BALANCE SHEET STATEMENT



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Particulars (in Rs. Cr)	Mar-25	Mar-24	Mar-23	Mar-22
ASSETS				
Non-current assets				
Property, Plant and Equipment	0.8	0.7	0.7	0.8
Other Intangible Assets	0.1	0.2	0.3	0.6
Financial Assets				
Investments	31.1	47.6	38.6	17.4
Deposits with Bank	9.5	1.0	1.0	3.0
Deferred Tax Assets (Net)	0.1	0.1	0.1	0.1
Other Non-current Assets	6.7	7.3	8.5	9.0
Total Non-Current Assets	48.3	57.0	49.2	30.8
Current assets				
Inventories	71.5	57.0	23.8	31.7
Financial Assets				
Positional Investment (F & O)	0.1	0.5	-	-
Trade Receivables	6.2	4.8	3.4	3.4
Cash and Cash Equivalents	2.7	4.8	2.6	5.4
Current Tax Assets (Net)	0.6	0.4	1.0	-
Other Current Assets	6.8	0.4	0.4	0.4
Total Current Assets	87.9	67.9	31.1	40.9
Total Assets	136.2	124.8	80.3	71.7

Particulars (in Rs. Cr)	Mar-25	Mar-24	Mar-23	Mar-22
EQUITY				
Equity share capital				
Other equity	10.7	10.7	10.7	10.7
Total Equity	128.5	118.3	76.7	65.6
LIABILITIES				
Other financial liabilities				
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				
Provisions	0.1	0.1	0.04	0.2
Other current liabilities	0.8	0.7	0.4	0.3
Current Tax Liabilities (Net)	6.1	5.2	2.5	1.6
Total Current Liabilities	-	-	-	1.4
Total Equity and Liabilities	136.2	124.8	80.3	71.7



THANK YOU !

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