NSDL/AF/BSE/2026/0059 Date: August 05, 2026

To,
Listing Compliance Department
BSE Limited,
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001

Dear Sir/Madam,

Scrip Code: **544467** ISIN: **INE301O01023**

Sub.: Transcript for Conference Call held on July 31, 2026, for Q1 (2026-27) Results

Ref.: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations & Disclosure Requirements) Regulations, 2015.

This is with reference to our earlier communication dated July 17, 2026, regarding the Conference Call scheduled for Friday, July 31, 2026, organized by ICICI Securities to discuss the Q1 - 2026–27 Results, please find attached the transcript of the said Conference Call.

The said information is also available on the website of the Company - https://nsdl.com/

We request you to kindly take the same on record.

Thanking you,

Yours faithfully,

For **National Securities Depository Limited**

ALEN W FERNS Digitally signed by ALEN W FERNS Date: 2026.08.05 18:28:03 +05'30'

Alen Ferns
Company Secretary & Compliance Officer
Membership No. A30633

Encl: as above

"National Securities Depository Limited Q1 FY27 Earnings Conference Call"

July 31, 2026

MANAGEMENT:	**MR. VIJAY CHANDOK – MANAGING DIRECTOR AND CHIEF EXECUTIVE OFFICER – NATIONAL SECURITIES DEPOSITORY LIMITED** **MR. JIGAR SHAH – CHIEF FINANCIAL OFFICER – NATIONAL SECURITIES DEPOSITORY LIMITED** **MR. SAMEER PATIL – CHIEF BUSINESS OFFICER – NATIONAL SECURITIES DEPOSITORY LIMITED** **MR. KOTHANDARAMAN PRABHAKARAN – CHIEF TECHNOLOGY OFFICER – NATIONAL SECURITIES DEPOSITORY LIMITED** **MR. PRASHANT VAGAL – CHIEF OPERATING OFFICER – NATIONAL SECURITIES DEPOSITORY LIMITED** **MR. RAJEEV GUPTA – MANAGING DIRECTOR AND CHIEF EXECUTIVE OFFICER – NSDL DATABASE MANAGEMENT** **MR. ABHIJIT KAMALAPURKAR – MANAGING DIRECTOR AND CHIEF EXECUTIVE OFFICER – NSDL PAYMENTS BANK** **MS. AARZOO KHANDELWAL – INVESTOR RELATIONS**
MODERATOR:	**MR. ANSUMAN DEB – ICICI SECURITIES**

Moderator: Ladies and gentlemen, good day and welcome to National Securities Depository Limited, NSDL Q1 FY27 Earnings Conference Call. 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 the conference call, please signal an operator by pressing '*' then '0' on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Ms. Aarzoo Khandelwal. Thank you, and over to you, Ms. Khandelwal.

Aarzoo Khandelwal: Good afternoon and welcome everyone. Thank you for joining us today to discuss NSDL's Q1 FY27 financial and business performance. The recording of today's earnings call and the transcript will be uploaded on our website under the Investor Relations section. The financial results, investor presentation, and the press release are also available on the website.

For today's call, NSDL is represented by Mr. Vijay Chandok, Managing Director and Chief Executive Officer; Mr. Jigar Shah, Chief Financial Officer; Mr. Sameer Patil, Chief Business Officer; Mr. Kothandaraman Prabhakaran, Chief Technology Officer; Mr. Prashant Vagal, Chief Operating Officer; Mr. Rajeev Gupta, Managing Director and Chief Executive Officer of NSDL Database Management; Mr. Abhijit Kamalapurkar, Managing Director and Chief Executive Officer of NSDL Payments Bank; and myself, Aarzoo Khandelwal from Investor Relations.

The leadership team will give us a brief overview of the operational and the financial performance of the quarter gone by, which will be followed by a Q&A session.

With this brief introduction, I now invite Mr. Vijay Chandok for his opening remarks.

Vijay Chandok: Thank you very much, Aarzoo. Very good afternoon, ladies and gentlemen, and a very warm welcome to all our shareholders, investors, analysts joining us today for our Q1 FY27 earnings conference call. I sincerely appreciate the continued trust that our 8.9 lakh valued investors and shareholders have placed with us.

Since our listing almost a year back, we have remained focused on delivering sustained growth, strengthening our market position and creating long-term value for all our stakeholders. I'm pleased to have all of you with us today as we discuss our performance and progress for Q1 FY27.

Let me begin with a brief overview on the market environment because I believe it's important to understand the performance of the company in the context of the environment, very specifically to the environment that we operate. So, starting with the market update, the West Asia conflict, as all of us are aware, eased during Q1 of FY27, supporting lower oil prices, stabilization of the rupee, and improved market sentiment. In such a context, Nifty 50 rebounded strongly, gaining 6.6% during the quarter. However, renewed hostilities in July have revived geopolitical and crude price risks.

But during the quarter, what stayed consistent was that who was buying and who was selling. FPIs remained net sellers for the third consecutive quarter, and DIIs remained strong buyers with continuing to provide support to the markets.

Amongst all this situation, the investor base continued to expand as far as our market is concerned, with nearly 70 lakh new demat accounts getting added in Q1 FY27 versus 67 lakh that got added in the same quarter of the previous year. With this addition, the total demat count for the industry has now crossed 23.16 crore, which is up on a YoY basis by 16.3%. After a relatively muted IPO market in Q1 of FY27, activity is expected to pick up for the remaining part of the calendar year, if one were to go by the pipeline that we see.

With that context set, let me turn specifically to NSDL. During the quarter, we continued to make progress across our key focus areas of operational efficiencies, investor experience and awareness, and accessibility. And let me highlight a few notable developments. On the business front, our Yuva, the youth plan, and the Women's Demat plan, where we have made the settlement charges zero for the first 3 years for a new entrant for an NSDL account, continue to gain traction, and together they stand at about 18% to 20% of our incremental demat additions in Q1 of FY27.

NSDL also enabled a special tagging of SWAGAT-FI, a (Single Window Automatic and Generalized Access for Trusted Foreign Investors) framework for FPIs and FVCIs in NSDL. So it's basically focusing on ease of business through simplified onboarding, reduced compliance burden and 10-year registration validity for foreign investors. So, lot of easing was carried out during this quarter.

NSDL conducted investor awareness programs online, offline and in hybrid formats in association with corporates, defense services, education institutions and women-focused forums, covering a very diverse set of investor segments nationwide. In Q1 FY27, NSDL conducted over 157 IAPs or investor awareness programs, reaching more than 8000 participants across 10 states and union territories in multiple languages.

The focus during the quarter was also to increase the utilization of the 40 plus APIs that we launched for DPs during the previous quarters. I think we had briefed this to you earlier. This helped us improve our customer experience and increase market share in demat accounts, which I will talk about in a bit.

Further, during the quarter, the board approved an investment in IIBH, which is a subsidiary in the GIFT City, which is an associate, I'm sorry, in the GIFT City with NSDL holding 20% stake in that company. We also recently welcomed Mr. Subhash Kelkar as our Executive Director, Critical Operations. And he brings nearly 33 years of leadership experience in technology and capital markets and most recently served as the CTO of the Bombay Stock Exchange. So he joins us as an Executive Director on the board of NSDL.

On the operational front during the quarter, the total number of demat accounts for NSDL reached 4.56 crores and we also crossed 317 depository participants with DP additions, the depository participant additions in Q1 FY27 alone being 6. Last year, we had added 21, which was a record, and in the first quarter of FY27, we added another 6. And we provide services to these investors through 57,000 plus service centers and branches in more than 2,000 cities and small towns.

As we speak, we hold about 86% of the value of custody, managing about $5.7 trillion, that is about INR535 lakh crores of securities, of which 80% is equity. Our incremental market share in net demat account addition for Q1 FY27 increased to 17.6%, up from Q4 levels of about 14% or so and Q1 of last year at about 15.5%. So, both sequential and Y-o-Y basis, there is clear improvement.

This improvement reflects a steady pickup in accounts addition and the various works that we've been doing to add new DPs and improve our customer experience and add APIs with 12.4 lakh net additions of accounts during Q1 FY27 compared to 10.4 lakhs that we added last year, same time. We continue to expand our issuer base and we have now crossed 115,000 issuers within the NSDL ecosystem.

Our e-voting platform has helped many leading companies to offer e-voting services to their shareholders, empowering them to exercise their voting rights electronically with a number of events conducted during the quarter increasing to 900 compared to 794 that we did same time last year, same period last year. And our e-voting market share as a result increased to 64% in Q1 FY27 from 61% in Q1FY26.

I'll now take you through some of the key financial outcomes which is anyway readily available on our website and I am sure all of you have seen it, but I'll just highlight a few aspects. At the outset, I would like to mention that NSDL performance is best assessed on a Y-o-Y basis and not actually on a sequential basis and this is because of the seasonality inherent in our business which includes products like e-voting and dividend income from subsidiaries which are concentrated in specific quarters.

In such a context, if you look at our performance, our total income stood at INR219.7 crores compared to INR190.4 crores last year Q1 FY26, up by about 15.3%. Profit after tax stood at INR89.1 crores compared to INR82.6 crores Q1 FY26 up by 7.9%. I wish to highlight that our standalone margins have seen some moderation compared to the previous periods.

This is largely on account of the investments that we have been our focus areas which we have been talking to you about which is strengthening technology resilience and cyber security, enhancing customer experiences through greater operational automation and increase in talent pool by addressing certain skill gaps and other leadership requirements.

We have front loaded these investments in manpower and technology to strengthen adequacy of resources and to support infrastructure and future growth. As these investments mature over the medium term, we expect operating leverage to support normalized margins going forward.

On a consolidated basis, the total income stood at INR560.5 crores compared to INR 346.8 crores last year Q1 FY26 up by 61.6% on a Y-o-Y basis. Profit after tax stood at INR98.3 crores on a consolidated basis compared to INR89.6 crores last year Q1 FY26, up by 9.7% on a Y-o-Y basis. At a consolidated level, the payments bank continues to focus on growing its transaction led business and expanding its retail customer base.

The bank margins during the period was impacted by the upfront onboarding revenue sharing associated with a specific partner project that the bank won and started implementing during that quarter. As these acquired customers through this initiative pivot to transactions and also start dealing associated banking services, we expect profitability and margins in this segment to gradually stabilize and improve. Let me now talk a little bit about our subsidiaries.

The bank continues to gain traction in digital payments ecosystem and is currently among the top 34 banks in India on UPI remitter bank transactions. As of June 30, 2026, the bank is ranked 6th as a payee PSP amongst the top 15 banks in the ecosystem. Retail customers have increased by 1.7x from 28.3 lakhs Q1 FY26 to 49.5 lakhs in Q1 FY27. Coming to our database management, our other subsidiary. During the quarter, NDML welcomed Mr. Rajeev Gupta as the MD and CEO, succeeding Mr. Gupte who completed his full term as MD and CEO of NDML.

Mr. Rajeev Gupta brings nearly 28 years of experience and most recently served as Executive Vice President and Business Head at Religare Broking. At NDML, we continue to focus on scaling and strengthening our diversified businesses and pursuant to IRIDA's guidance, the company is in the process of transferring its insurance repository business from existing SBU to a separate subsidiary dedicated to this activity. The work on this transition is currently underway.

We remain totally committed to delivering high standards of investor protection, building trust and promoting financial literacy to encourage responsible investments across capital markets in India. And with these opening comments, I hand over to Jigar, our CFO, to talk a little more about our financial highlights.

Jigar Shah: Good afternoon, everyone. Thank you, Vijay. A very warm welcome to everyone once again and thank you for joining us. Let me now take you through the standalone consolidated financial highlights for the quarter ended 30th June 2026. On standalone basis, to kick off with, revenue from operations for Q1 FY27 stood at INR182.2 crores, a growth of 13.2% on a Y-o-Y basis, sequentially it grew by 6.8%. The total income we have registered a growth of 15.3% year-on-year to INR219.7 crores in Q1 FY27 versus INR190.4 crores in Q1 FY26.

Our EBITDA margin for the current quarter stands at 57.8%. Our EBITDA for Q1 FY27 is at INR126.9 crores versus INR115.3 crore in Q1 FY26, registering a growth of 10.1% on a Y-o-Y basis. Net profit after tax for Q1 FY27 grew by 7.9% on a year-on-year basis to INR89.1 crores versus INR82.6 crore in Q1 FY26. Our PAT margin stands at 40.6% for the current quarter.

On the technology front, we have capitalized INR7 to INR8 crores during Q1 FY27 versus full year capitalization in the previous year of INR106 crores. It is worth noting that NSDL's standalone profit contributes approximately 91% of consolidated profits. I shall now move on to take a brief note on the consolidated highlights.

Revenue from operations for Q1 FY27 stood at INR516.6 crores, registering a growth of 65.6% on a Y-o-Y basis and sequentially it grew by 12.7%. This is primarily aided by the growth in banks' revenue. Total income, we have registered a growth of 61.6% year-on-year to INR560.5 crores in Q1 FY27 versus INR346.8 crores in Q1 FY27. Our EBITDA margin for the current quarter is at 25.9%. Our EBITDA on consolidated basis for Q1 FY27 is at INR145 crores versus INR129.5 crores in Q1 FY26, registering a growth of 12% on a year-on-year basis.

Net profit after tax for Q1 FY27 grew by 9.7% on a Y-o-Y basis to INR98.3 crores versus INR89.6 crores in Q1 FY26. Our PAT margin on consolidated basis stands at 17.5% for the current quarter. That concludes my opening remarks with regards to the financials. Thank you once again for joining and I will open up the floor for Q&A.

Moderator: Thank you. The first question comes from the line of Prayesh Jain with Motilal Oswal Financial Services Limited. Please go ahead.

Prayesh Jain: Yes, hi. Good evening, everyone. I just wanted to understand on the cost front, on a standalone basis also, we have seen almost a 40% increase in employee cost. You had kind of indicated that we would be very close to picking out. We just wanted to understand, are we close to the peak run rate?

And in fact, if you could also give us some understanding as to where is the employee count getting added on the standalone side, wherein in which departments and where is the kind of cost getting increased? That's point number one.

Point number two is on the banking side, you kind of mentioned about an arrangement wherein a large set of customers have come in and that as they kind of adopt the services of NSDL Payments Bank, we will drive more revenues and profitability. So, is this the run rate, the current quarter run rate is sustainable and will only increase from here? That will be a second question.

And last question would be on the IPO activity momentum now that it has picked up. What's your traction on, I think you extended your relationships with 6 or 7 DPs in this quarter, if I'm not wrong. But what is the status on new additions with respect to the large discount brokers or any new player that has started operations, which you can highlight a bit? Those would be my question. Thanks.

Jigar Shah: Yes, thank you, Prayesh. Thank you for asking this set of questions. On the first question with regards to cost, we had indicated earlier in our conversations that most of our hiring that we have done in the last year. So, if you look at our net hiring in the previous year was about 98 employees. With regards to this quarter, and that's why you see there is an uptick and that the cost is now coming in this financial year.

As far as the peak is concerned, we are now going to go very cautious in terms of our hiring. But you will see during the current part of the year, the employees which have been recruited, those costs will come into this upcoming quarters. But Yes, broadly, we have done with the kind of adequacy that we wanted to do with regards to hiring manpower.

And with regards to the other question where we have recruited the manpower is largely in the technology and the cyberspace, because this is a space where we have strengthened and we believe this is a very critical space for us considering the type of company we are and the kind of business we are in as far as market infrastructure and institution is concerned. So, that's the second part of question. Can you please repeat the bank question once again, please?

Prayesh Jain: Yes, I think, Vijay mentioned in his opening remarks that there was some arrangement with the new arrangement that has happened in the banking business, which has brought in a lot of customers. And as that scales up and the customers adopt new services of payments bank, the EBITDA profitability and revenue will go up. So I just wanted to understand what is this arrangement? And do we see that the run rate of the revenues will only get better from here on on banking services?

Vijay Chandok: Yes. So, firstly, it's a very specific project. So, we don't want to take names. It's a project which is giving us some card business. So as the transactions are onboarded, customers are onboarded, there is a joining fee of sorts. So, that is what has sort of ramped up the revenue. And this joining fee has a significant sharing with a partner who's working with us on this project. So, it's virtually a pass through. So therefore, the margins are low there.

Once this is settled, obviously, the turnover then doesn't need to be so spiky. Thereafter, the transaction related turnover comes in. And the transaction related profitability comes in, which is better than the joining related profitability ratios. So, you have to see this in that context, rather than something which is a scale up or permanent scale up of operational level, it is giving you customers which will add a fair amount of heft, both on CASA, as well as transactional revenue, which is more the traditional banking revenue.

So, this is more as a front loading of an opportunity, which is project related opportunity, which has got a pass through with a partner at the time of onboarding. So, that onboarding journey actually peaked in this quarter.

Prayesh Jain: Got that. So, basically, from second quarter onwards, it will be back to normalized rate, and probably to the levels of Q4. And then as the volumes pick up from the customers, you will see better revenues.

Vijay Chandok: Yes, broadly, right. I think we have completed a significant part of the onboarding process in quarter one. Coming to the IPO question that you had, I think, we already mentioned the total number of accounts that got opened in the industry was about 70 lakhs.

And we also mentioned that the total demat accounts that we opened was about 12.5 lakhs, approximately higher than what we did last year, at a slightly higher market share. So, our market share increased sequentially as well as Y-o-Y basis, about 17.5% it came in. So, the benefits of IPO will be in a sense flowing as a consequence of the increased number of shareholders and accounts. So, that is how it plays out.

So, compared to the past, we do expect, if the volumes are good, we should earn more because number of customers have increased. That said, we have added a fair amount of new account addition that is happening is now started coming from FinTech.

In fact, just for information, that number few quarters back was about 2% of our total addition was coming from FinTech and 98%

was coming from non-FinTech. Now, that number of FinTech too has gone to almost 20%. And the numbers have increased. So, that is the sort of change in the sort of color of the onboarding new customers that are joining us.

With regards to, I think you were trying to allude to certain very specific customers. I do not want to get into names, but there is progress. And while no accounts are attributable to the specific customers, but I would say that there is progress in doing some technology integration there.

Prayesh Jain: Great. Just one follow up on the first question.

Vijay Chandok: Having said that, I would just, sorry, just to complete, I would just augment that this progress does not mean anything till we see the outcome in terms of numbers. So, please do not take it away as any kind of a guidance. I want to make it explicit.

Prayesh Jain: Yes, I agree there. Just on the first question, the tech investments, we see that both you and your competitor are investing heavily in terms of tech. Is there something that is also regulator driven? Or is it the need of the hour that we are investing? And also if you could elaborate a bit more on that front?

Vijay Chandok: Yes. So, actually, if you look at the assessment of technology investments, we have made investments into 4 broad areas that we have assessed. So, it is purely based on internal assessments. One of the themes is from a technology resilience. So, technology resilience is an expectation from regulators.

And at the same time, it is an expectation from the market, to say, it is purely regulatory driven may not be accurate. At the same time, to say, it is purely market driven is not accurate. I think both legs are sort of overlapping in this particular theme. And that is a sizable area of investment. The second is improving customer experience. Almost entirely, it falls in the domain of market expectations.

Also, from a regulatory expectation, they expect that you are doing a quick job of solving customer complaints and escalations. And in general, keep investor complaints and escalations and grievances down. So, from that angle, there is some element of overlap. But predominantly, it belongs to the customer market domain.

The third theme is automation, which is purely internal compulsion because our business is very amenable to automation and use of AI, use of ML in matters like, you know, processing in matters like surveillance that we do as a part of our job. So, that is purely in the domain of operational efficiency.

And the last one is complete refresh of infrastructure and hardware that is driven by the circumstances where we are, because after a certain point in time, we need to upgrade our technology because of end of life and end of support. So, as a consequence, that is the fourth theme that we have picked up, which is domain, I would say domain of compulsion, that we need to upgrade our technology periodically, which is typically once in 5 years to 7 years to 8 years, depending on the policy.

So, we are somewhere in that kind of a mode at this point in time. And that is what has led to this 4 areas of technology spent. As I said, it is a combination of outcomes that it is supporting, it is not purely regulatory, there is a fair amount of overlap on regulations, but at the same time, there is a fair amount of market expectations and market benefits that will accrue as a result of these investments.

Prayesh Jain: Thank you so much. Wish you all the best. Thanks.

Vijay Chandok: Thank you.

Moderator: Thank you. Next question comes on the line of Sanketh Godha from Avendus Spark. Please go ahead.

Sanketh Godha: Yes. Thank you for the opportunity. Sir, my first question is on your annual custody income, which has grown by 30% year-on-year. So, I think in the past you called out how much of this growth is driven by folio count, and probably new unlisted companies coming on board or if you can give us,whether it was driven by folio count and if you can call out that folio count, it would be useful, sir?

Jigar Shah: Yes, sure. So, primarily, you know, I will come down to the folio count, which I had also mentioned in the previous call. So, how this custody fee growth has coming is primarily because in the last couple of years, we have added and sort of enabled, you know, the market with regards to moving a lot of these companies into our NSDL fold.

So, if we have to give you a number in number of companies that we have on board in the last couple of years, the kind of bench that we created is about 33,000 in FY25, 30,000 in FY26. So, that's about 60,000 companies that we've added in the last couple of years and in the last one year itself and that's where you see the growth is coming from.

And how are these companies helping us? These companies are helping us in increasing our folio count as well, while the folio are not increasing in large because these are all unlisted companies. So, they have, you know, a finite size of folio. So, I had given this number in my previous commentary as well. The folio count as we speak today for NSDL is about 14 crores. This is where we stand in terms of our folio.

Sanketh Godha: Okay. So, Jigar, last time that number was around 15 odd crores, right? If I remember the number right?

Jigar Shah: We had mentioned about 14 odd crores, but we can discuss it. But I think we have mentioned about 14 odd crores in our previous call. So, it was 11.8 and then it moved to 14.

Sanketh Godha: Understood. And which means that a large part of the growth came from more and more unlisted companies coming on board with NSDL. That's the way I need to understand it.

Jigar Shah: So, Yes, if you see our market share in unlisted companies stands at about 70% plus. So, that's where we are.

Sanketh Godha: Understood. And my second question is also want to understand the color of pledge income growth because your pledge income has also done meaningfully very strong on year-on-year basis and quarter-on-quarter basis. So, will you attribute this strong growth largely to the strong growth what brokerage industry is witnessing with respect to margin trade funding book?

Or maybe some other reason that maybe the brokers which we are associated with, largely the bank brokers, they are consistently gaining market share in the cash segment and that is getting reflected in our probably pledge income. Just wanted to understand, is it because of the MTF book or in general you are seeing any traction while it is leading to strong growth?

Jigar Shah: Yes. So, Yes, thank you for asking. So, the way the pledge income is, we have a lot of traditional, I mean, and also non-Fintech brokers who also have a lot of our services. So, largely if you see this is the way the market is moving the last 3 months and the last 6 months. We are also getting the benefit of the way the market is moving with regards to the MTF book. And we see that in terms of our count also.

The way we earn our revenue in terms of count. The count has also grown in the last year- on-year by about 15% count in terms of the pledge and unpledged. And that is where it is helping us this line of revenue.

Sanketh Godha: So, Jigar, is it fair to say structurally if people hold that margin trade funding book for a shorter duration, which is the current trend based on the broker's closures, then it invariably will benefit us. Is there a fair way to understand this revenue line item to grow going ahead?

Jigar Shah: Yes. So, the way it is right now, yes, it benefits us because we have large custody presence and we have better quality customers.

Sanketh Godha: Understood. And two more questions, sorry. One is on KYC income. So, as we all know that KYC charges on fetch was cut by 20% by regulator or all depositories took that call, KRA agencies took that call to reduce it by 20%. Still, our decline was just 2%. So, just wanted to understand is it because we had volume growth or we managed, because we are gaining market share on incremental demat accounts.

So, number of KYC accounts with us increased and that led to the growth. Because of that number what you told last time, if I remember it is 1.98 crores account you had on KYC. So, what is the current number and what led to that growth or marginal decline on sequential basis?

Vijay Chandok: No. So, as we had explained to you, Sanketh, the NDML business is more diversified compared to our competition. So, to measure us purely and solely on behalf of the performance of demat account and KRA downloads may not be a very accurate way of looking at it, because we have about 5 businesses there which includes SEZ online, which includes your KRA business and which includes insurance repository amongst others.

Having said that, whatever sort of decline would have attributable to the price decrease in the KRA business was in part offset by the increase we got in the SEZ business. So, on a composite, things are what it laid out rather than our singular dependencies as may be with the generic. So, this diversification has helped us actually.

Sanketh Godha: But sir, if you can give a broader colour out of the total revenue what we make in NDML, how much is KYC and how much is others if you are okay to share that number?

Vijay Chandok: Sanketh, at this stage, we are not sharing our subsidiary details. Let things scale up and mature a little more before we start providing further.

Sanketh Godha: Understood. And last one. See, typically we understand that e-voting is seasonally very strong in second quarter in India. But still, we witnessed a strong growth in 1Q. Is it like some business of 2Q got preponed in 1Q and that's the way the growth has appeared or is it a sheer market share story?

Vijay Chandok: Yes. Actually, just wanted to give a perspective there. Actually, it's e-AGM which is seasonally concentrated in quarter 2, e-voting is more need-based rather than completely having a seasonal impact.

Sanketh Godha: Okay. So, there is nothing like, means, people started, maybe preponed their activity and that did not drive the revenue. It's more normal kind of a trend.

Vijay Chandok: It is a normal requirement that have come up maybe a little more in this quarter by companies. The concentration is typically for e-AGMs which is in quarter 2.

Sanketh Godha: Understood. That's it for my side. Thanks for answering my questions.

Vijay Chandok: Thank you.

Moderator: Thank you. Next question comes from the line of Rushabh with RBSA Investment Manager, LLP. Please go ahead.

Rushabh: Thank you for the opportunity. If I recall correctly, I think I mentioned earlier in the call that the share of Fintech and incremental demand opening has gone from 2% to 20%. So, I just want to know like in the last 6 months or 1 year, what has happened or what are you offering now in the technology and the service front that has led to this package share increase? Maybe what NSDL is not offering earlier. I just want to maybe get some sense here.

Vijay Chandok: Yes, thank you. And I think that's a great question. Actually, it is not merely the work of the last 2 quarters. I think we've been working for the last several quarters, I would say, in trying to convince the market, particularly newcomers to join us.

And in that context, a lot of work was done with going and meeting customers, first our own existing customers, addressing their pain points, addressing their technology expectations, reducing friction, and using that platform for spreading more positive word of mouth in the market. Because this market moves a lot with the comfort and word of mouth of an existing player.

We also engaged, I would say, fair amount of work with the back office vendors. So back office vendors, when we conducted workshops, gave us a very, very interesting perspective on things that needed to be done, which will make onboarding easier and attract new Fintechs to us more easily. So that was also done.

So I would say a combination of customizations, combination of investment of relationship building with the fintech brokers, rather, I would say the new Fintech brokers, as well as some of the features that we've added, and the work that we've done with our existing players to get a positive word of mouth and positive endorsements from our partners, meaning the back office partners, back office vendor partners, which combination of all this has helped us increase and onboard new Fintechs.

These fintechs have been getting onboarded, I would say, for the last 4 quarters. And typically, the onboarding effort takes about 4 months or so. And typically, they take 1 or 2 months of testing and various CUGs and pre-production scenario testing et cetera, before they feel comfortable to ramp up. And the ramp up is gradual. So a lot of this ramp up has now started taking shape.

And we are still, I would say, in the process of ramping up more. So there are multiple new fintech brokers who have started journeys with us as a consequence of that. And the ramp up in these quarters are a little more than the ramp up that was seen in the earlier quarters. So that's what has led to this kind of an increase.

Rushabh: Okay. And so, the water solution that we're providing right now, and the fintechs, maybe they're in the early pilot stage, or they're fairly active with the product that we're offering and we can expect a significant ramp up in the next 1 or 2 years from them, in terms of business from them. And in terms of the offering that we -- hello?

Vijay Chandok: Yes, go ahead.

Rushabh: And just to add on to that, in terms of offering that we wanted to offer to them, how satisfied are we with the product? Are we fairly -- is it okay? A lot of tweaking is yet to be done. And it's an ongoing process, but broadly, are we done at 70%-80% with the product that we wanted to offer and the customer is happy with the product that we're currently offering? I'm just trying to understand the trajectory of that journey.

Vijay Chandok: Yes. So, we put out some numbers for your comfort. Last year, we onboarded 21 new DPs. Okay? Many of them are in the process of early stages of integration or early stages of scale up, either meaning in different stages of integration or early stages of scale up. So that benefit should logically start flowing to us. That's what we expect.

But it is obviously contingent on how the market also plays. So, caveating it with what market plays out. One will have to see how the future will play out. But our effort is on increasing number of DPs. Even in the current quarter, we have added 6 new DPs on top of the 21, which we added last year. So very, very high effort on going into the market, meeting new DPs, trying to convert existing DPs into our DPs.

Even our shared DPs, we are trying to increase market share there, market penetration, wallet share there. So a lot of effort is going on through combination of better product. I think today from what we engage, product gaps are not there really in the market. In fact, many people have said some of the APIs that we have launched are not available with competition. So I don't think product gap is a showstopper anymore. It is about more positive word of mouth endorsement, more positive comfort that the market will get from other players.

Our sort of relationship building that happens and some tactical pricing interventions that we can do through these Yuva plan, the youth plan, as well as the Women's plan that we have launched. So, it's a combination of these things that will help us attract more and more customers in future. And we remain optimistic about the future, subject to market conditions.

Rushabh: Okay, understood. And what will be the main priorities for the next year, one year apart from, I understand, when Mr. Vijay took over one and a half years back, there would have been certain targets for the next 3, 4 years for the company. Just want to understand what are the major hits and misses so far in the one and a half years journey? And what are the key priorities for the next one year?

Vijay Chandok: Yes. So thanks. So you're talking to Vijay only. So I'm answering your question. So when Vijay took over last one and a half years back, we laid out 4 thematic priorities. The first one was technology modernization. That was the first theme. And I've already explained that we subdivided that into 4 areas, which I explained in my earlier response.

The second theme was on skill gap and leadership gap, adding people, adding resources, filling up adequacy. That was the second one. I think that is more or less now complete, you could say, significantly completed, at least. At least leadership is completed. A little bit of gap filling is taking place below the leadership level.

The third area that we picked up is market penetration. I've already explained that there is good progress. And the fourth area we had picked up that time was to complete the IPO, which was completed in a record time of 7 months after Vijay joined. Now, that one and a half years is over. I think the effort is to complete the residual part of technology modernization.

More work will happen in automation. More work will happen on ensuring that whatever has been launched gets refined, because typically technological offering requires continuous upgrades, continuous feedback loop session taking from the customers and improving and adding either new features, new capabilities, or defrictionalizing or just making it more efficient.

So a lot of time will go now more in making things more sophisticated, making it more mature, making it more sort of frictionless. I think the basic work to a large extent is completed. Two things I expect on technology to take center stage is resilience. I think that's a very important area. And the second area would be customer experience related enhancements. So these are the two areas that,and automation I mentioned. So these three areas will take center stage. Market will continue to remain a very, very high focus. Technology will help us feed market in a better and more sharper manner.

Rushabh: Thank you for the detailed response. I think that is quite helpful and wish you all the best.

Vijay Chandok: Thank you.

Moderator: Thank you. Next question comes from the line of Mitesh Gohil with Axis Capital. Please go ahead.

Mitesh Gohil: Hi, sir. Thank you for taking my question. So my most of the questions have been answered. Just two data keeping points. So what's the count of the unlisted companies added during the quarter? And the second one is out of the transaction charges, other transaction charges of INR21 crores, what proportion is the joining fees?

Jigar Shah: Yes. So in terms of the first part of the question is, the number of companies that joined this quarter was 3,600 companies. And in terms of the component of the joining fee, we typically charge INR15,000 per company as a processing charge at the time of joining. So INR15,000, I mean, let me just look at the number here. Yes, that should be in the range of about INR5 to INR6 crores.

Mitesh Gohil: Okay, sir. Thank you so much. That's it.

Vijay Chandok: Thank you.

Moderator: Thank you. Next question comes from the line of Prayesh Jain with Motilal Oswal Financial Services Limited. Please go ahead.

Prayesh Jain: Yes, just one quick question,what would be a folio count?

Jigar Shah: Yes, Prayesh, the folio count is approximately 14 crores, folio we have today.

Prayesh Jain: 14 crores and what was that in the previous quarter?

Jigar Shah: Previous year, so we do year-on-year. So it was about 11.88, 11.9.

Prayesh Jain: 11.9, which has gone up to 14 crores. And Yes, that's it. Thanks.

Jigar Shah: Thank you.

Vijay Chandok: Thank you.

Moderator: Thank you. Ladies and gentlemen, as there are no further questions -- we have a question that is from the line of Lalit Mohan Deo from Equirus Securities. Please go ahead.

Lalit Deo: Hi, sir. Good evening and thanks for the opportunity. So just two questions. So one, sir, in the annual custody fees, like there's a component of distributor ledger DLT charges also. Could you just quantify that amount as well?

And as you have highlighted that, like in the last one year, we have onboarded like 21 DPs. So just wanted to understand, like in terms of the incremental engagement with those depository participants, like how do we ensure that we get demat accounts from those DPs as well? And like if you could give some color, like on how the demat accounts are shaping from those incremental 21 DPs, which we have added?

Jigar Shah: Yes, Lalit, thank you for asking those questions. And with regards to giving a color on DLT, DLT is a relatively new line of revenue. We are not giving any specific number with regards to the DLT. Overall, we have right now about 600 issuers on our platform. So that's something which I can give you an additional information. As far as the second part is concerned.

Vijay Chandok: So as I said, that typically the process of onboarding is a 4-month affair. I would say about 12 to 16 weeks. Various people sign up, go through documentation, go through technology integration, testing, pre-production testing, launch, soft launch and then final launch. So many of them are in various stages.

Some of them have already gone into a proper production mode. So most of the DPs who have joined us, these 21 are exclusively with NSDL. So whatever accounts get opened, typically will flow with NSDL only.

You don't have to take any -- after onboarding and after integration, it's only about account opening. Every account that opens naturally will flow to us because we are the only DP there. Rather we are the only depository there.

So the effort required is to actually get the client onboarded, integrated, tested, and start production. That's the effort that is required. Thereafter, the work of the DP flows into the depository.

So most of this has happened in the last, I would say, because 5 quarters back, if you would have measured this number, it was hardly 2%. Today it is 20%. A lot of it has happened only because of all the efforts that have been happening during these last 4 quarters and a few quarters before those that got onboarded. A few had got onboarded before. So all of that starts contributing to this.

Lalit Deo: Thank you.

Vijay Chandok: Thank you.

Moderator: Ladies and gentlemen, as there are no further questions, we have reached the end of question and answer session. I now hand the conference over to Mr. Vijay Chandok for closing comments.

Vijay Chandok: Yes. Thank you very much. Thank you all the investors, shareholders, analysts who took the effort and trouble to join and ask the questions. We really appreciate your presence and all the questions that you asked.

In case, after going through our numbers in detail, you still have follow-up questions, please do not hesitate. You have Aarzoo, our IR person. You have Jigar. Both are available for you to connect with them. And we'll be very, very happy to respond to your queries. Thank you very much all of you once again and continue to support us. Thank you.

Moderator: Thank you. On behalf of National Securities Depository Limited, NSDL, that concludes this conference. Thank you for joining us. You may now disconnect your lines.