





To,

Listing Department

National Stock Exchange of India Limited

Exchange Plaza, C-1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051.

Symbol: ANGELONE

Dear Sirs/ Ma'am,

Department of Corporate Service

BSE Limited

Phiroze Jeejeebhoy Towers,

Dalal Street,

Mumbai - 400 001.

Scrip Code: 543235

Sub: Investor(s) Presentation

With reference to above captioned subject, please find attached Investor presentation. The Presentation will be uploaded on the Company's website at www.angelone.in

Request you to kindly take the same on record.

Thanking you,

For Angel One Limited

Naheed Patel Company Secretary and Compliance Officer

ACS: 22506

Date: January 13, 2025

Place: Mumbai

Encl: As above







Q3 '25 Investor Presentation

13th January 2024

Safe Harbour



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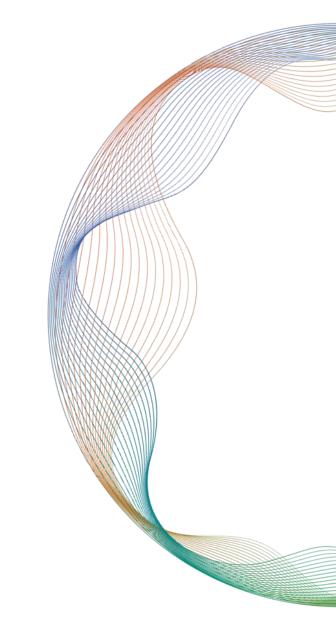


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Q3'25 Performance



Client Acquisition Metrics	Active Client Metrics	Transaction Metrics	Financial Metrics	
29.5 Mn (+7.4% 000) Total Client Base	7.8 Mn (+5.5% QoQ) NSE Active Client Base	422 Mn (-13.8% 000) Number of Orders	₹ 9.9 Bn (-17.7% 000) Total Net Income	
2.1 Mn (-30.3% QoQ) Gross Client Acquisition	2nd (Maintained) Rank In Incremental NSE Active Clients	₹ 40.0 Trn (-11.8% 000) Average Daily Turnover (Notional)	₹ 4.1 Bn (-30.7% QoQ) Earnings Before Dep, Amortisation & Tax	
15.9% (+26 bps QoQ) Share in India's Demat Accounts	15.5% (+11 bps QoQ) Share in NSE Active Client Base	19.7% (+41 bps 000) Share in Retail Overall Equity Turnover*	₹ 2.8 Bn (-33.5% QoQ) PAT From Continuing Operations	

₹ 1.3 Trn (+7.4% 000)

Assets Under Custody

Share in India's demat accounts = Angel's Total Client Base / Total Demat Accounts in India as on 31st Dec, 2024 NSE Active Client Base as on 31st Dec, 2024

20.5% (-53 bps QoQ)

Share in India's Incremental Demat Accounts

₹992.8 Mn

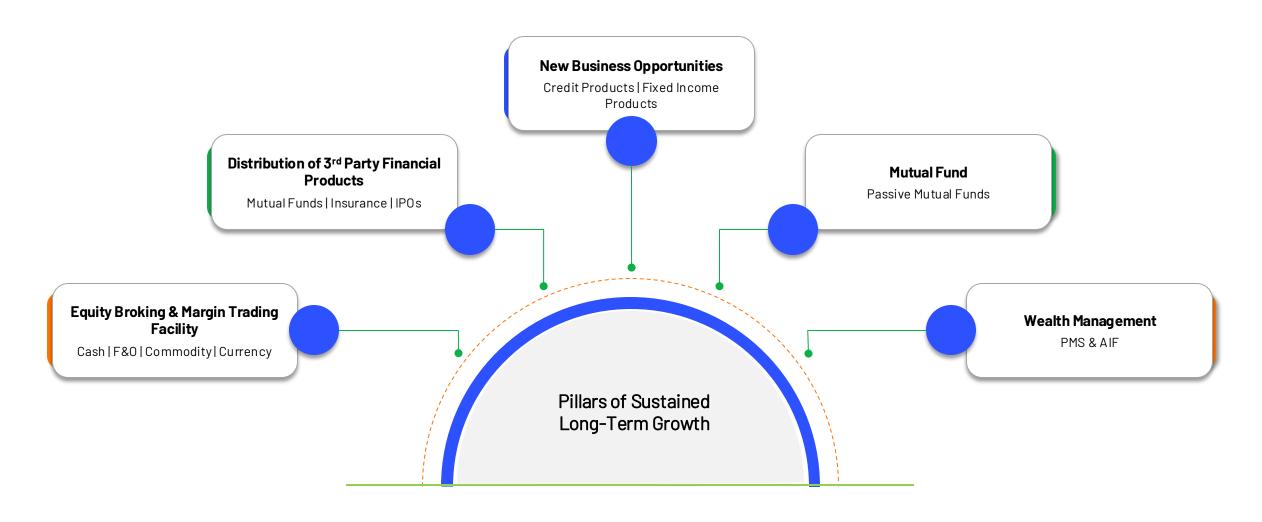
Interim Dividend (35% Payout)

Share in NSE active clients = Angel's NSE Active Clients / Total NSE Active Client Base as on 31st Dec, 2024

Share in India's incremental demat accounts = Angel's Incremental Client Base / Incremental Demat Accounts in India

Assets under custo dy includes client holdings in direct equity and mutual funds *Share in Retail Overall Equity Turnover is based on retail turnover in cash segment, notional turnover in equity futures and premium turnover in equity options segment

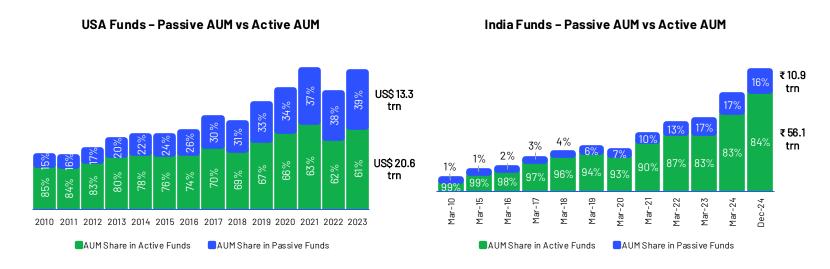




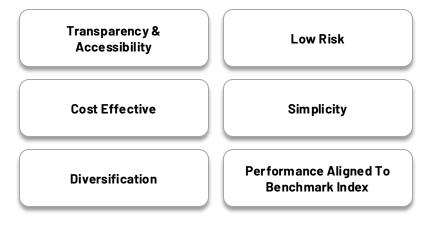
Asset Management: An Annuity Business



Growth Opportunity For Passive Investing Remains Large In India



Hallmark Of Passive Investing



- Provides clients, of all sizes, access to capital markets
- Reduces human bias, as funds mirror indices
- Lower expense ratio, adds to long-term returns
- Can be easily purchased across all platforms & mediums
- Facilitates clients to make informed decisions and build holistic portfolios

- Application for Incorporating AMC & Trustee
- In-principle Approval
- Application for Final Approval
- Building Operations Infrastructure
- Leadership & Operating Team
- Mutual Fund License
- Scheme Documentation Filing
- Scheme Approval & Launch

Angel One AMC's Product Offerings

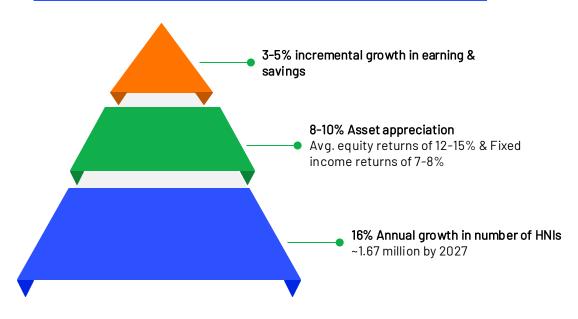
Index Funds

ETFs

Wealth Management: Huge Growth Opportunity



Pillars Of Growth: Target Addressable Market ~US\$ 1-1.2 Trn



Highly under served by the existing business model

- Instituted an Advisory Council, Think
 Tank and Investment Committee with
 internal and external members
- Present across Mumbai, Delhi, Chennai, Bengaluru, Ahmedabad, Kolkata and Baroda
- Omnichannel, giving clients flexibility of DIY tech platform and wealth advisor
- Expanded relationship managers Team strength: ~140

Vision

Re-imagine wealth management with domain as our core expertise and leverage tech for efficiency and scale

- Partner in client's journey of wealth creation
- Access to high-quality wealth management services through an omnichannel platform

Right To Win

Domain Expertise

Investment & Value-Added Services for Wealth Management

Technology Prowess

Captive tech expertise, leveraging India's Financial Data Stack

Team

Co-founders with 60+ man years of deep domain expertise

Regulatory Licenses Received

ARN

Distribution

PMS Asset Management RIA Advisory

Product Offerings

Passive I Quant

PIPE & Secondaries

High Yield | Global



D2C Mobile App is live

Diversifying Distribution Revenue Blocks



Super App Evolution

Broking & Allied Products

Mutual Fund

Lending Products

Fixed Income Products

Insurance

Unique SIPs Registered



Achieving High Engagement With Clients

Highest Unique SIPs registered in Dec '24	~0.9 mn
Position in incremental SIPs	Top 2
SIP clients do more than 1 SIP	>50%
Clients' AUM	₹ 101.4 bn

- Leveraging data science to continuously scale up personalization, thereby improving overall client experience
- Launched our first Mutual Fund brand campaign

Credit Distribution





- Building a seamless digital distribution model
- No Credit Risk on our balance sheet
- Pre-approved loan offering curated for clients
- Leveraged data analytics to develop Proprietary Propensity Scorecard

Fixed Income Distribution













- End-to-end seamless digital journey
- Clients can buy FD's as off-the-shelf products, without opening a bank account
- Enhances client engagement and retention

Insurance Distribution

- · Rolled out in beta phase currently
- Partnered with manufacturers to offer Motor Insurance
- More partnerships in pipeline







Building long-term affiliation with clients

Scaling Up The Assisted Business

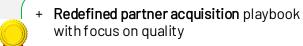


Key Developments



nxt

- + Strengthening network of channel partners across geographies
- + Consistently expanding Mutual Fund
 Distributors network



- Handholding drives engagement and growth
- + **Building journeys** for channel partners to engage better with clients
- + Offers partners with a comprehensive visibility of clients' all activity
- Personalisation for better connect & impact
- Improved client engagement through advisory services

Leveraging Data To Cross Sell Multiple Products Through Multiple Channels

Empowering Partners through data to enhance client engagement

- Behavioural insights
- Monitor lead status
- Investment reminders
- Potential growth opportunities

Cross-sell opportunities

- Equities, Commodities, Currencies
- Mutual Funds
- Insurance Products
- Lending Products
- Fixed Income Products

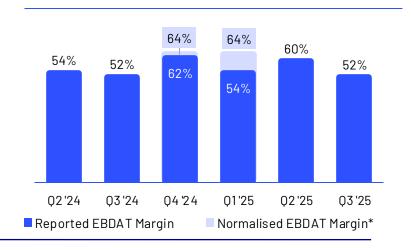
Diversified partners

- Associated Persons
- Mutual Fund Distributors
- Point of Sales Person
- Other Partnerships

Robust Growth In Net Broking Income



EBDAT Margin: Assisted Business



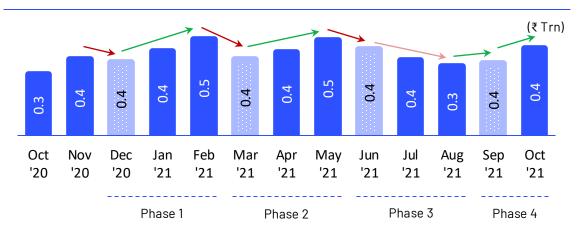
Transition to lifecycle management for superior value extraction

Trading Behaviour During Implementation Of Regulations

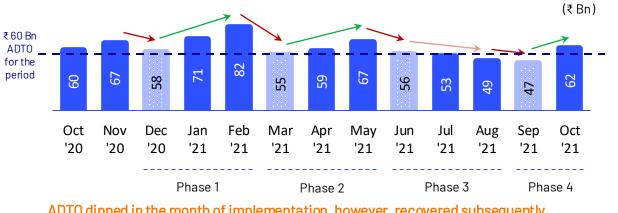


During Peak Margin Regulations

Industry Retail Cash ADTO



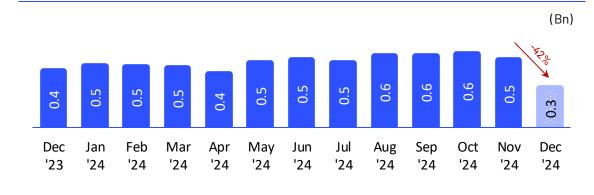
Angel One's Cash ADTO



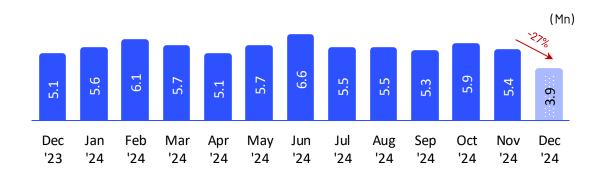
ADTO dipped in the month of implementation, however, recovered subsequently

During Index Option Regulations

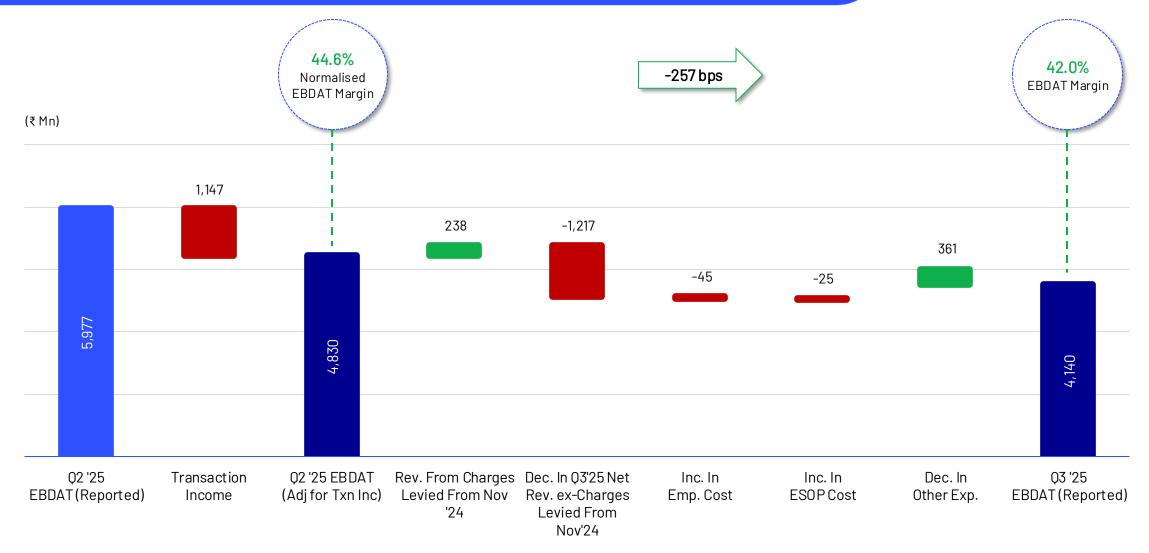
Average Daily Index Options Contracts Traded On NSE



Angel One's Average Daily F&O Orders





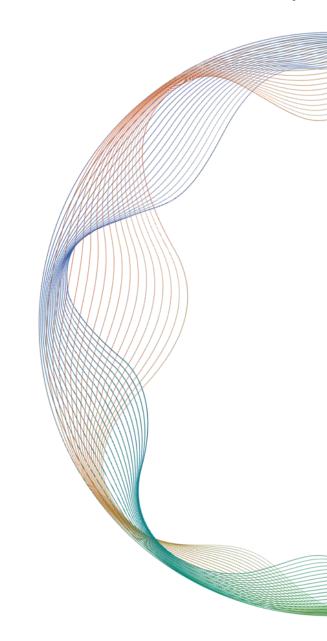


Robust underlying margin profile

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Sustainable Revenues From Clients



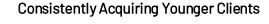
Consistent Total Net Income From Every Cohort

		Actuals				
(₹ Mn)	Gross Acquisition(Mn)	FY20	FY21	FY22	FY23	FY24
Pre-FY20		3,589	3,358	3,606	3,439	3,681
FY20	0.6	1,116	2,066	1,801	1,743	1,894
FY21	2.4		3,472	6,455	5,760	6,037
FY22	5.3			4,885	8,233	8,483
FY23	4.7				3,728	7,081
FY24	8.8					6,156
Total Net Income		4,705	8,896	16,747	22,902	33,331
(-) Employee + Opex (Ex	-Branding Spend)	3,205	4,436	7,951	10,479	16,817
Margin (Ex-Branding Sp	end)	1,500	4,460	8,797	12,423	16,514
Margin (Ex-Branding Sp	nend)	31.9%	50.1%	52.5%	54.2%	49.5%
(-)Branding Spend		103	165	243	202	878
Operating Profit		1,397	4,295	8,554	12,221	15,637
Operating Profit Margin (%)		29.7%	48.3%	51.1%	53.4%	46.9%
Break-even (# of months)				5	7	7

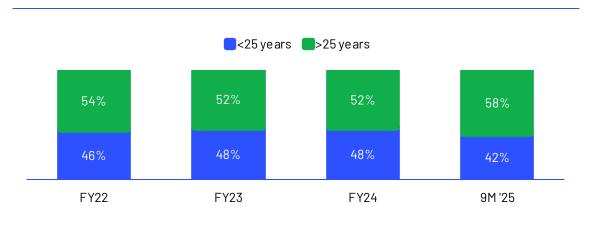
- Since clients are acquired over 12 months in each fiscal, their credible behaviour is ascertained from the 13th month onwards
- Behaviour of the acquired cohort is seen to be consistent, from 24th month after acquisition
- Superior engagement journeys drive consistent total net income from every cohort
- Stable revenues even from more than 5-year-old clients
- As cohorts mature, their activity on the platform improves over time
- Expanding client base facilitating higher net broking income
- Every cohort remains highly profitable
- Sustained break-even levels and recurring revenue profile, provides greater ability to reinvest in growth
- Full cost of acquisition is accounted for in the year of acquisition, however, if the cost of acquisition is apportioned over 5-year period, it remains steady at ~10% of total net income
- Excluding cost of acquisition, underlying business has stable margin profile

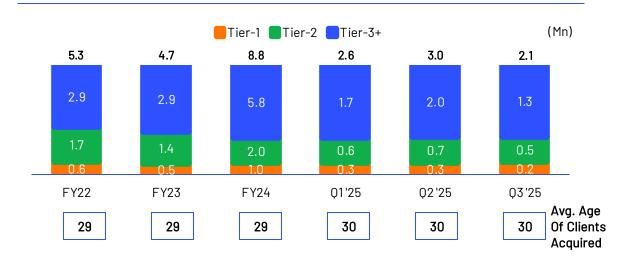
Client Demography And Wealth Creation Journey

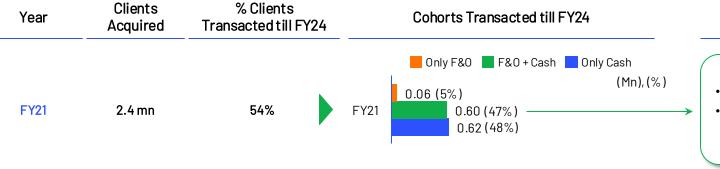




>88% Of Gross Client Addition Contributed By Tier 2, 3 & Beyond Cities In Q3'25







FY22

49%

0.16 (6%)

0.89 (34%)

1.54 (59%)

Clients Building Long Term Equity Portfolio

F&O + Cash Clients (47%)

- Realised Equity Gain of ₹7.4 bn
- 0.30 mn clients held equity portfolio
 - ₹66 bn of Assets under Custody
 - ₹24 bn of Unrealised Equity Gain
- Focused on acquiring young, new-tomarket clients across India
- Digital engagement leads to more clients becoming active over time
 - 54% of the FY21 acquired base transacted over 4 years
 - Similar behaviour witnessed for other cohorts
 - NSE active clients is a partial representation of overall client behaviour

F&O + Cash Clients (34%)

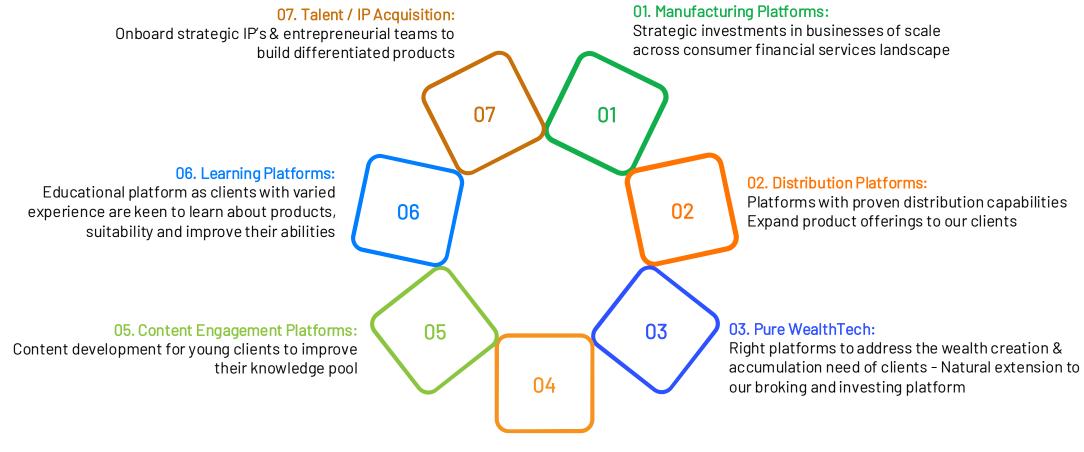
- Realised Equity Gain of ₹ 5.5 bn
- 0.45 mn clients held equity portfolio
 - ₹62 bn of Assets under Custody
 - ₹18 bn of Unrealised Equity Gain

FY22

5.3 mn

Exploring Growth Opportunities





04. Adjacencies in Broking:

Services / platforms that can enable users to discover & decide better strategies that help clients to improve their trading / investing outcomes

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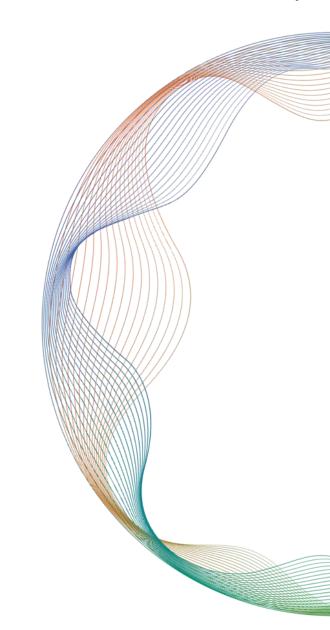
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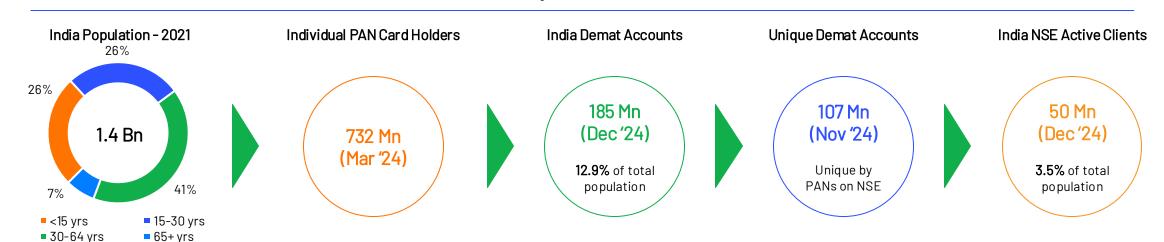
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FinTech Model Enabling Penetration Of Vast Addressable Market

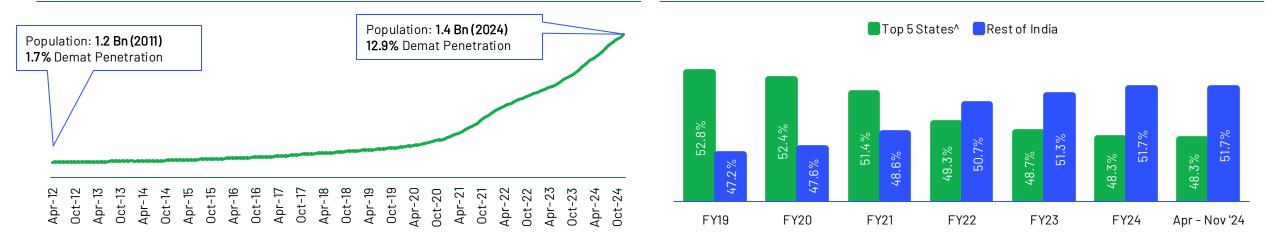


India: Target Addressable Market



Steady Growth In Demat Accounts In India

Rising Share Of Investors On NSE From Beyond Top 5 States

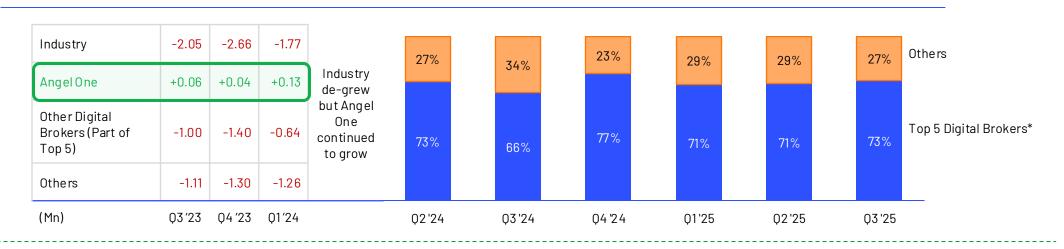


India market continues to remain hugely under-penetrated

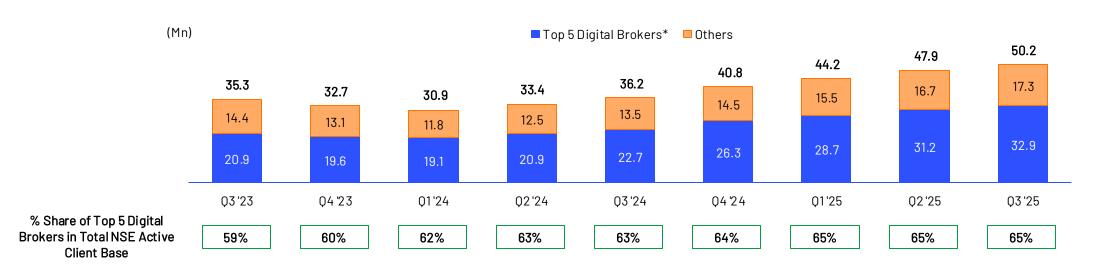
Digital Brokers At The Forefront Of Driving Penetration



Share Of Top 5 Digital Brokers In Incremental NSE Active Clients

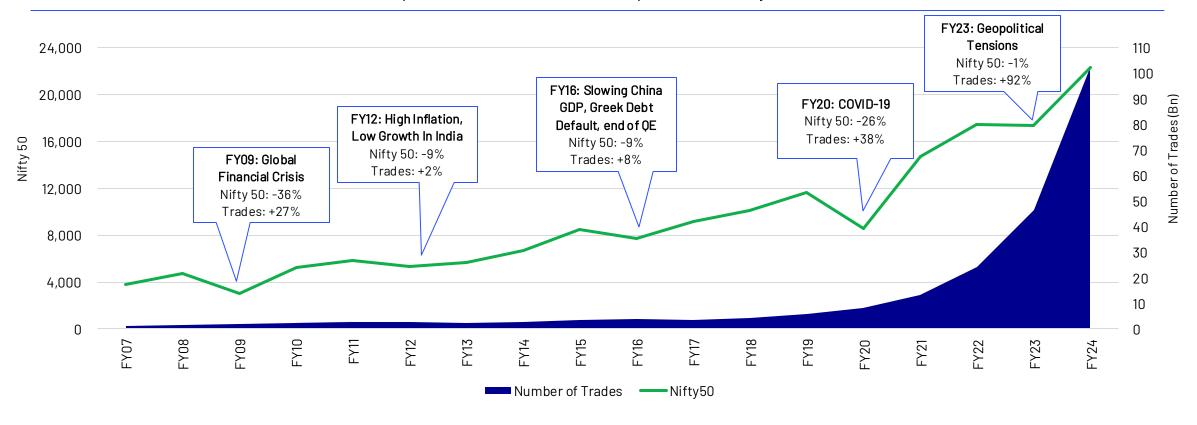


Top 5 Digital Brokers Constitute 65% In Total NSE Active Clients Base





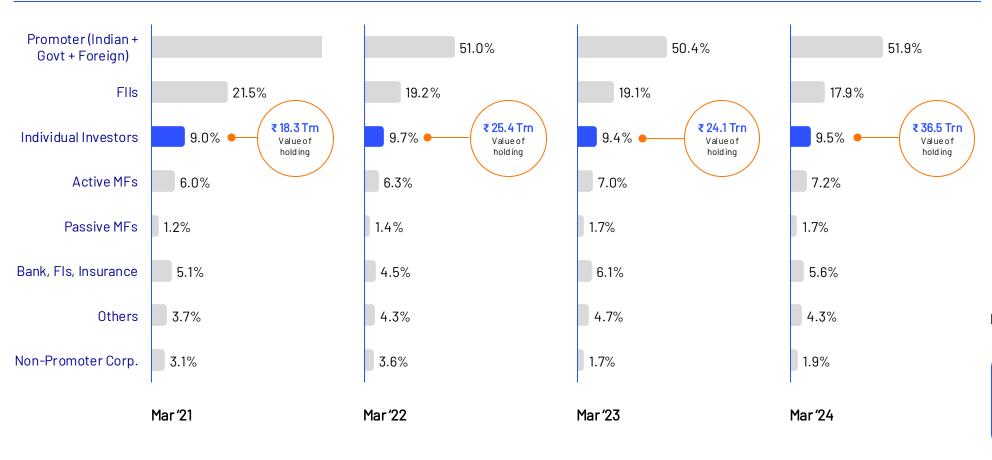
Consistent Improvement In NSE Trade Volumes Despite Market Volatility Over Last 17 Years



Rising Holding Of Retail Investors In NSE Listed Companies



Ownership Pattern In NSE-listed universe



- Individual investors' direct holding in NSE listed companies grew from 9.0% to 9.5% over the last 4 years
- Apart from this their indirect holding is spread across investments in Active MFs and Insurance schemes
- Share of Domestic MFs, held under active mutual funds, in NSE listed companies rose to 7.2%

Net Flows By Individual Investors In Cash Segment

₹ 472 bn

Apr'23 – Mar ′24 Apr'24 - Nov '24

₹1,023 bn

Regulations Have Strengthened Guardrails And Built Retail Confidence



Regulations Have Positive Impact On Industry Growth

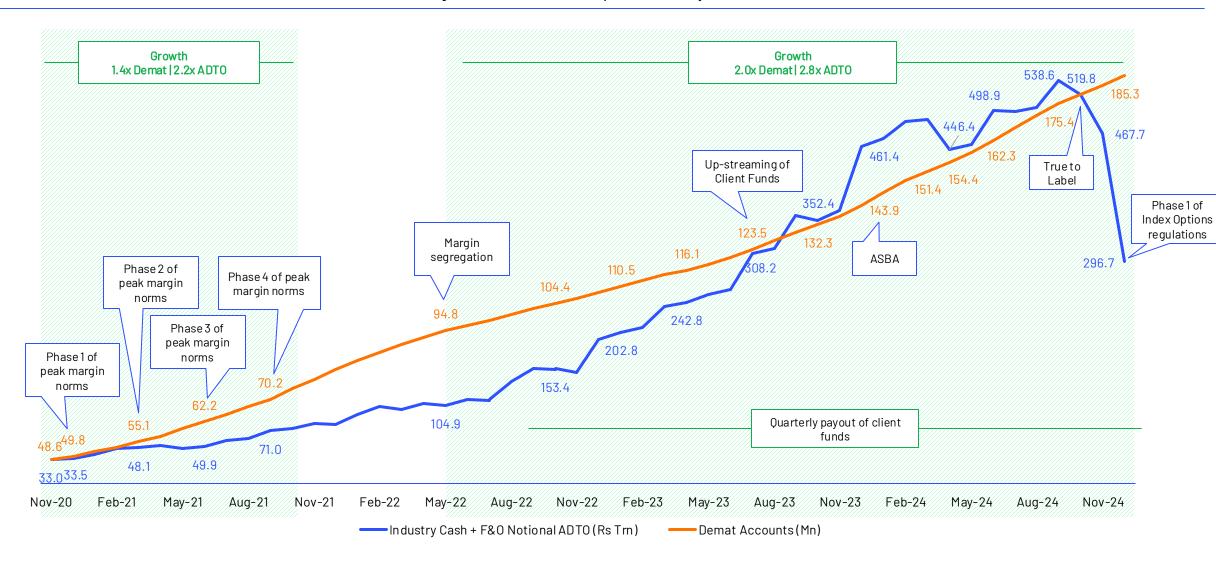


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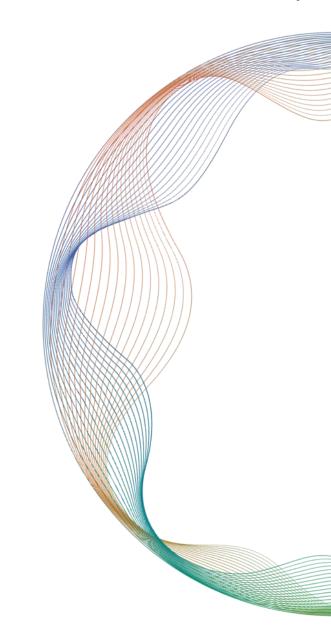
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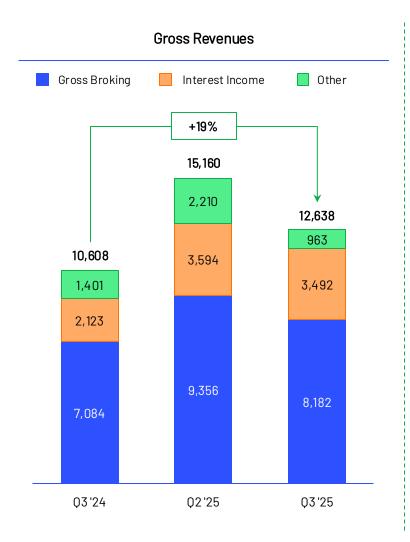


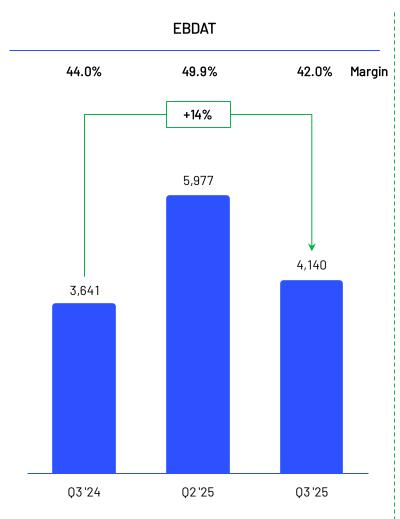
Consolidated Financial Performance

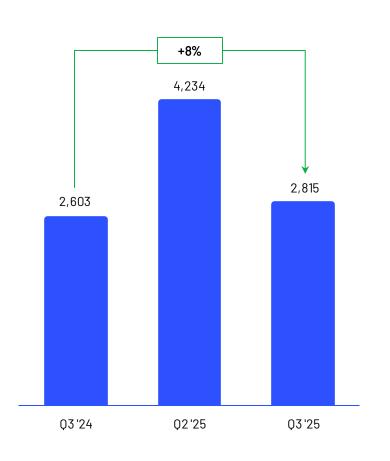




(₹Mn)





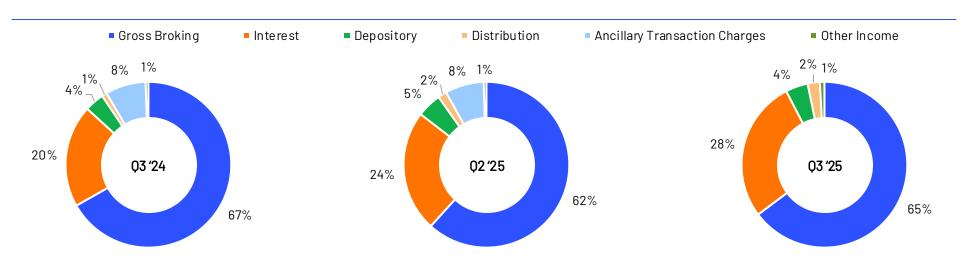


Profit After Tax

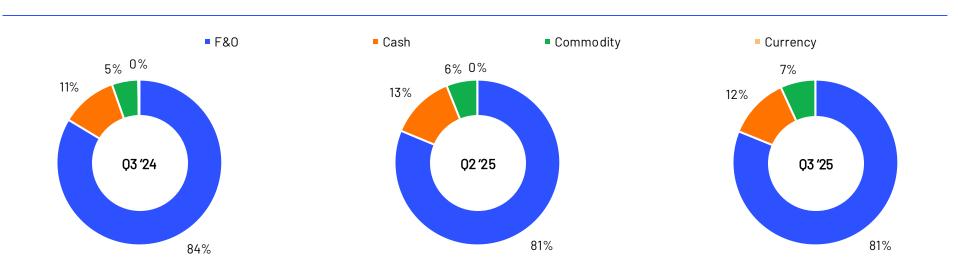
TTM PAT of ₹ 13.4 bn translating into TTM EPS of ₹ 151.0 / share



Gross Revenue Mix



Gross Broking Revenue Mix



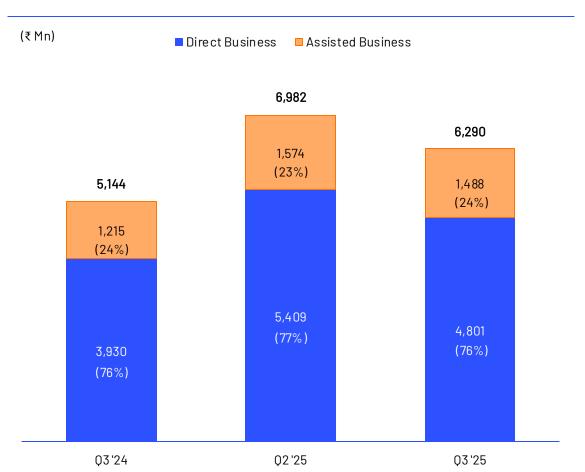
Net Broking Revenue & Margin Profile



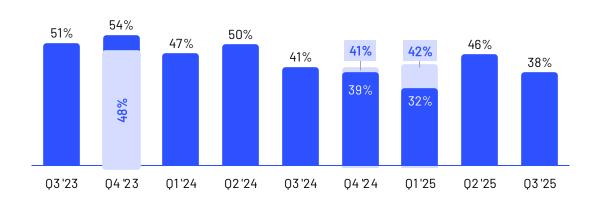


■ Normalised EBDAT Margin

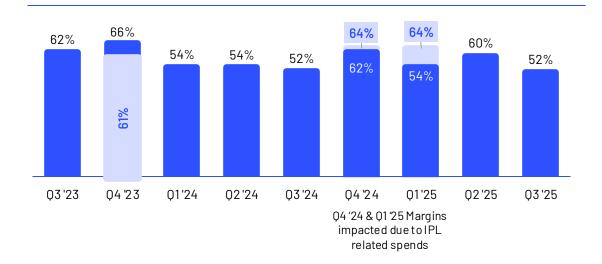
Contribution to Net Broking Revenue



EBDAT Margin*: Direct Business

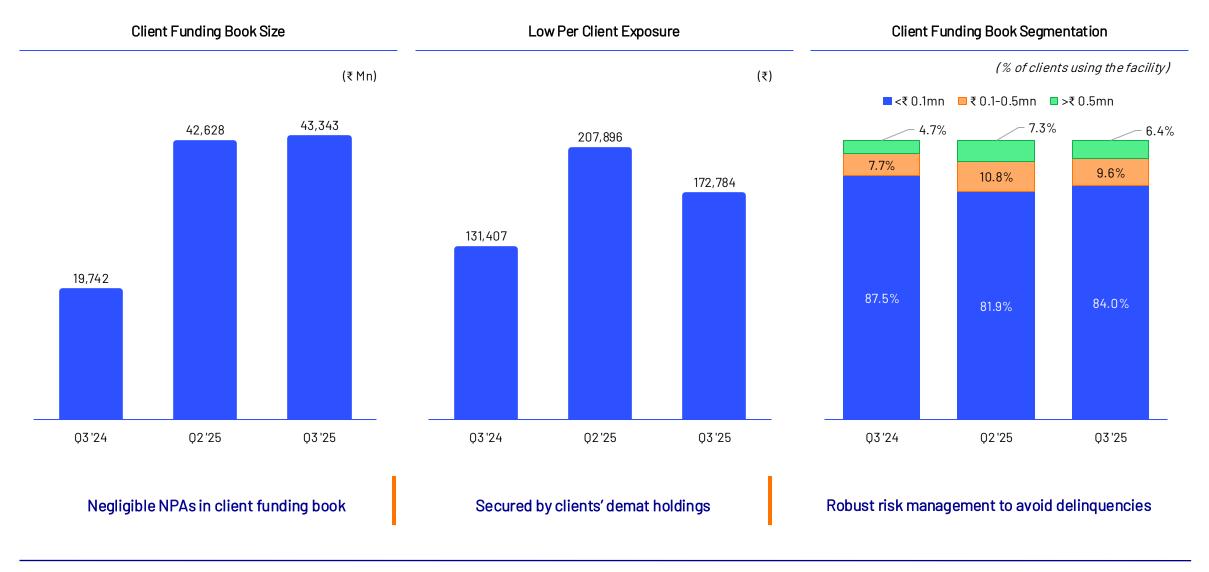


EBDAT Margin*: Assisted Business



Client Funding Book Spread Over Large Customer Base





Consolidated Profit & Loss Statement



Particulars (₹ Mn)	Q3 FY25	Q2 FY25	Q3 FY24	FY24	FY23
(a) Interest Income	3,494	3,594	2,123	7,859	5,195
(b) Fees and commission income	9,053	11,496	8,447	34,792	24,760
(c)Net gain on fair value changes	76	57	20	66	61
Total Revenue from operations (I)	12,622	15,147	10,590	42,717	30,016
(d)OtherIncome(II)	16	13	18	81	195
Total Income (I+II=III)	12,638	15,160	10,608	42,798	30,211
YoY Growth (%)	19.1%	44.5%	39.6%	41.7%	31.5%
Expenses					
(a) Finance costs	835	754	356	1,359	903
(b) Fees and commission expense	1,946	2,422	1,977	8,107	6,407
(c)Impairment on financial instruments	-0	-9	21	89	36
(d)Employee benefits expenses	2,099	2,053	1,243	4,928	3,451
(e) Expense on Employee Stock Option Scheme	275	249	173	636	528
(f) Depreciation, amortization and impairment	267	256	131	499	303
(g)Other expenses	3,344	3,713	3,198	12,042	6,666
Total Expenses (IV)	8,765	9,439	7,098	27,661	18,293
Cost to Net Income	60.7%	52.3%	57.6%	54.6%	48.0%
Profit before tax from continuing operations (III-IV=V)	3,873	5,721	3,510	15,137	11,918
Total Income tax expense (VI)	1,059	1,487	906	3,888	3,019
Profit for the period / year from continuing operations (V-VI=VII)	2,815	4,234	2,604	11,249	8,899
YoY Growth (%)	8.1%	39.4%	14.4%	26.4%	42.2%
Tax For Previous Years (VIII)	-0	0	1	-7	-3
Rep. Profit for the period / year from continuing operations (VII-VIII=IX)	2,815	4,234	2,603	11,256	8,902
YoY Growth (%)	8.1%	39.0%	14.2%	26.4%	42.4%
Loss after tax from discontinued operations (X)	-0	-0	-0	-1	-2
Profit for the period / year (IX+X=XI)	2,815	4,234	2,603	11,255	8,900

Ancillary transaction income is NIL in Q3 '25 v/s ₹ 1.1 bn and ₹ 0.8 bn in Q2 '25 and Q3 '24 respectively

Q3 '25 includes ₹ 238 mn revenue from charges levied, which were not there in the previous quarters

Q3'25 Other expenses lower on account of lower client additions

Summary Of Consolidated Balance Sheet



Particulars (₹ Mn)	Dec '24	Mar '24
Financial Assets		
(a) Cash, cash equivalents and Bank Balance	1,03,885	98,443
(b) Other Trade Receivables	407	1,940
(c) Client Funding Book	43,343	17,771
(d)Investments	4,366	0
(e) Other financial assets	6,924	8,510
Non-financial Assets		
(a) Fixed Assets	4,831	4,094
(b) Current and Deferred Tax Assets (Net)	82	73
(c) Other non-financial assets	910	1,708
Total Assets	1,64,749	1,32,537
LIABILITIES		
Financial Liabilities		
(a) Trade Payables	65,388	71,970
(b) Borrowings	37,679	25,353
(c) Lease Liabilities	235	58
(d) Other financial liabilities	4,184	4,005
Non-Financial Liabilities		
(a) Current & Deferred tax liabilities (Net)	240	162
(b) Provisions	360	226
(c) Other non-financial liabilities	379	377
Networth	56,284	30,386
Total Liabilities and Equity	1,64,749	1,32,537

Augmentation of technology assets

TTM EPS: ₹ 151.0 Book Value: ₹ 621.5 as on Dec 31, 2024

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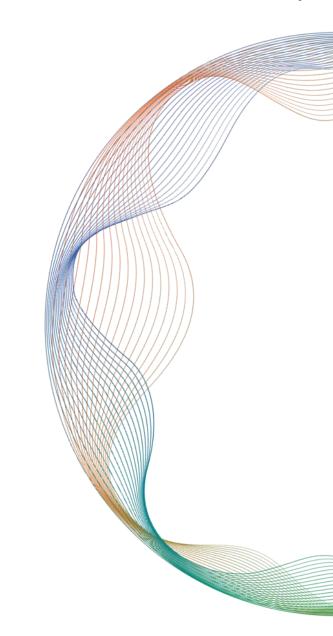
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Board Of Directors & Experienced Management Team



Board of Directors



Dinesh Thakkar Chairman and Managing Director



Muralidharan Ramachandran Independent Director



Mala Todarwal Independent Director



Krishnaswamy Sridhar Independent Director



Kalyan Prasath Independent Director



N T Arunkumar Independent Director



Krishna lyer Non-Executive Director



Ketan Shah Whole-time Director



Amit Majumdar Whole-time Director

Experienced Management Team

Broking & Distribution



Dinesh Thakkar Chairman and Managing

Jyotiswarup Raiturkar

Group Chief Architect &

Chief Technology Officer

Chief Sales & Revenue

Officer - Assisted Business



Vineet Agrawal Group Chief Financial



Amit Majumdar Group Chief Strategy Officer

Chief Business Officer-



Ravish Sinha Group Chief Product & Technology Officer

Arief Mohamad

Direct Business

Chief Business Officer -



Mehul Dama

Officer

Asset Management

Hemen Bhatia

Chief Executive



Chief Investment Officer



Sameer Desai Chief Business Officer



Chief Executive Officer & Co-founder

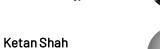
Wealth Management



Shobhit Mathur Co-founder & Chief **Business Product**



Dharmendra Jain Co-founder & Head **Business Product**





Deepak Chandani Chief Data Officer



Subhash Menon Group Chief Human Resources Officer

Nishant Jain

Assisted Business



Saurabh Agarwal Chief Business Officer -**New Business**



Devender Kumar Chief Revenue Officer -**Direct Business**





Manmohan Singh Group Chief Risk Officer



Meenal Maheshwari Shah Group General Counsel





People Practices & Social Empowerment



ву AngelOne

Robust Employee Engagement











Great Place to Work

- ✓ Consecutive 3 years in Top 100 Best Companies to work for in India, Ranked 25th in 2024
- ✓ Best Workplace in Fintech for 3 years in a row by Great Place to Work
- ✓ Listed among India's Best Workplaces for Millennials for 2 years in a row, currently in Top 50
- ✓ Listed among Top 50 Best Companies Building a Culture of Innovation for All

Diversity Equity & Inclusion

- ✓ Initiated an Employee Resource Group for Women creating a sense of community
- ✓ Championing learning opportunities for women through Jombay's Women Leaders Program
- ✓ Successfully onboarded and nurtured women talent returning after career breaks through the Unpause program
- ✓ Listed among India's Best Workplaces for Women for 2 years in a row, currently in Top 50
- ✓ Established #QueerOne Affinity Circle, an internal network supporting employees who identify as LGBTO+
- ✓ Expanded hiring efforts to include young, diverse talent from the Persons with Disabilities talent pool.

Leadership Development

- ✓ 'Evolve' program to nurture budding leaders to take on futuristic roles
- ✓ MPower people manager capability program launched to hone managerial skills

Wellness

- ✓ Offer enhanced Medical benefits under **Angel Care+** providing Insurance cover for mental well-being, fertility, gender re-affirmation, surrogacy and similar inclusive benefits
- ✓ Angel Dost offering counseling and wellness services to all Angelites & their families
- ✓ Introduced OPD benefits for employees and their families

Angel's CSR Programmes

Maharashtra Rajasthan

> Gujarat Karnataka

Delhi - NCR Andhra Pradesh Jammu & Kashmir Madhya Pradesh Tamil Nadu West Bengal

> Telangana Jharkhand

Partner Non-Profit Organisations





Skilling and

placement of youth













- Present across 12 states and 62 districts
- Partnered with 8 credible Not-for-Profit Organisations for programs designed for skilling and placement of youth in the age group of 18 30 years
- + Collaborated with two additional partners to further enhance the skill training programme namely, Bright Future and Anudip Social Welfare Foundation
- 65 exclusively sponsored AOL Livelihood Skill Development Centers across 12 states
- + 6,000 students trained and placed in the formal sector like Hospitality, Sales and Retail, and Electric Vehicle (EV) Servicing



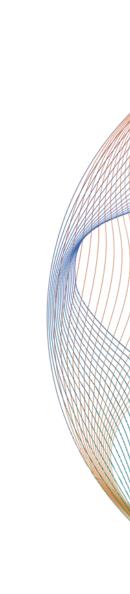
Technology		Industry		Marketing		
	Data-driven innovation in customer engagement and sales optimisation by ET Now at Datacon Summit and Awards 2024	COMMUNICATION AND AND AND AND AND AND AND AND AND AN	The Great Manager Awards - Top 50 Companies with Great Managers 2024 by People Business	Mary Mary	Best use of Digital Content Long Form Video for Azaadi Ka Raasta campaign by E4M at Indian Content & Marketing Awards 2024	
XXXX	Best Digital Customer Experience Initiative Fintech Award at 4th Edition CX Excellence Awards 24 by Quantic	THE GALL WANTED THE PARTY OF TH	The Great Manager Awards - Company with Great Managers 2024 by People Business	NATE OF THE PROPERTY OF THE PR	Best Social Media Campaigns- Best use of Instagram at Sammie Awards 2024 by Social Samosa	
Carries Carries Chaure	Best Customer Centric Culture in Fintech hosted by expleo organised by Quantic at 2nd Annual Excellence Awards 2023	051	Best Performer in Equity Derivatives (Retail) by BSE	CREAT	The Great Indian BFSI Influencer Campaign of the Year 2024	
Application Land distinctly them in Early finding Lands. Application Land distinctly them in Early finding Lands. Application Lands and Lands an	Recognition for being amongst India's Best Workplaces in Fintech by Great Place to Work	051	Best Performer in Primary Market Segment (Equity- Members) by BSE	GREAT WASHINGTON	The Great Indian BFSI Marketing Campaign of the Year 2024	
SmartADI>— laws	Bronze for SmartAPI in the Trading and Exchange cateogry for the 'Launch of a disruptive product' at the ET Brand Disruption Awards'22		Best SIP Performer in National Distributors Category by BSE	The state of the s	The Great Indian BFSI Brand of the Year 2024	

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Proposed Group Restructuring: Preparing To Play The Long-Term Strategy



Proposed Group Structure



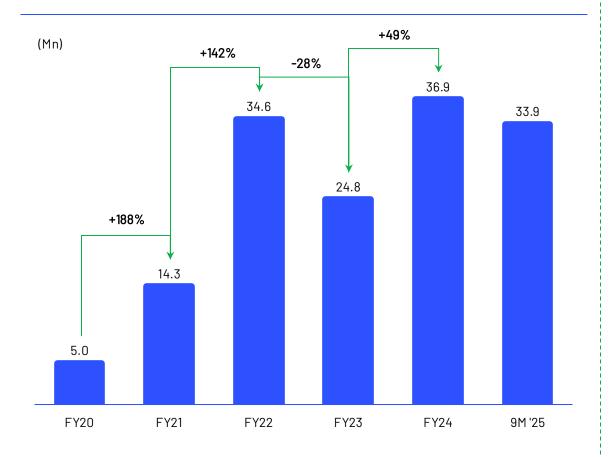
Operational Efficiency

Better Synergies

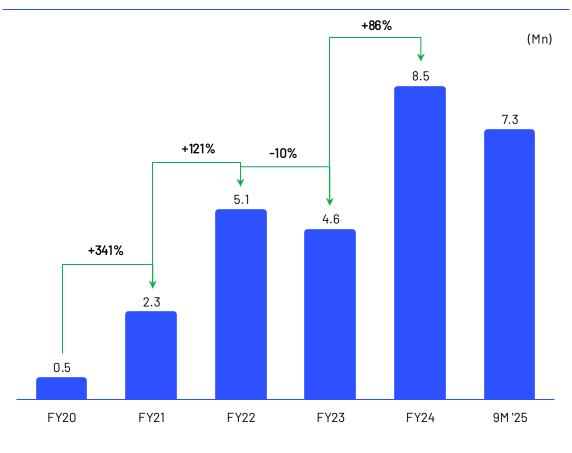
- ✓ Holding company will house technology & product development, data analytics, facility management, lead generation and other shared services
- ✓ No change in consolidated financials
- ✓ No change in dividend policy



India: Incremental Demat Accounts



Angel: Incremental Client Base



Angel's market share in incremental demat accounts in India
16% 15% 18% 23%

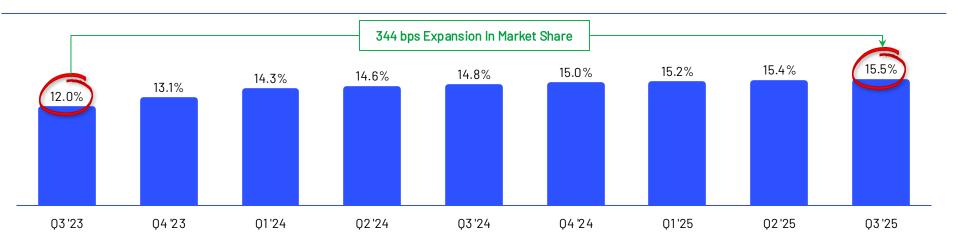
11%

21%

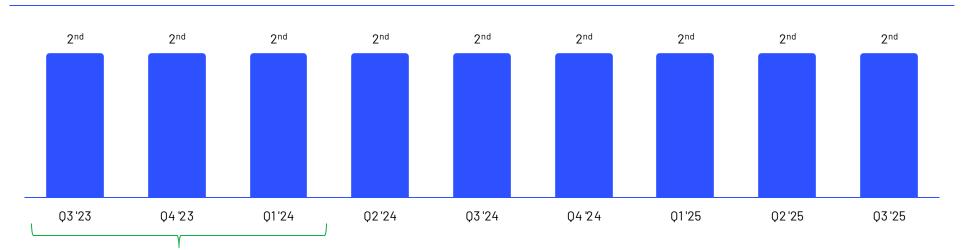
Angel Gaining Market Share In NSE Active Client Base



Expanding Market Share In NSE Active Client Base



Angel One's Ranking In Incremental NSE Active Clients



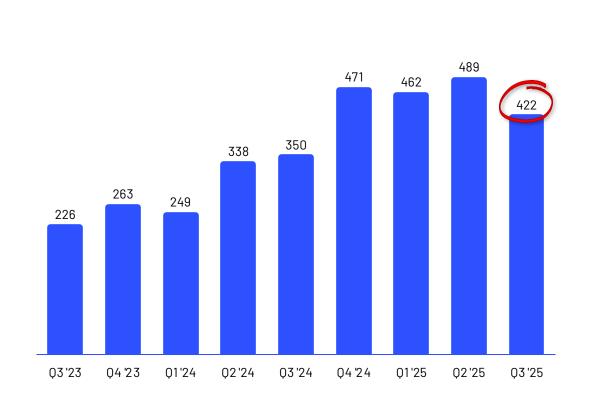
Angel One, amongst the few players adding to its NSE active client base, while the industry de-grew



Trend Of Angel One's Orders

(Mn)

Angel One's NSE Active Client Base





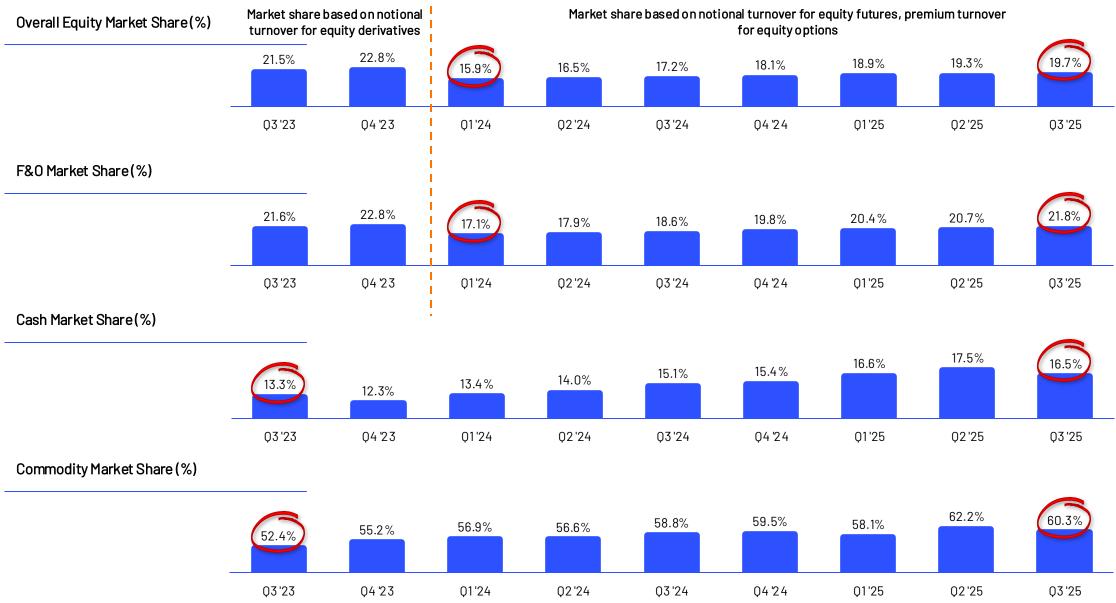
FinTech Model Successfully Weathering Market Volatility





Retail ADTO Market Share Across Segments

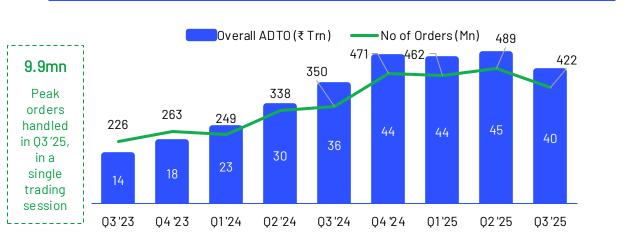




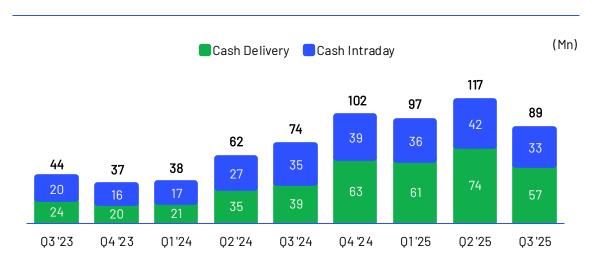
FinTech Business Drives Multifold Increase In Client Activity



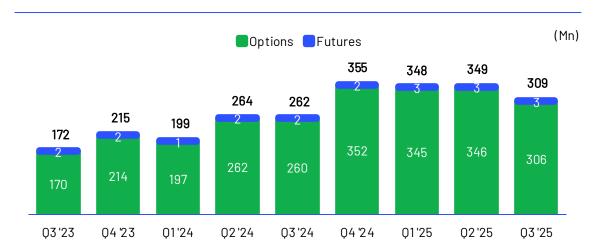
Strong Growth In Overall ADTO



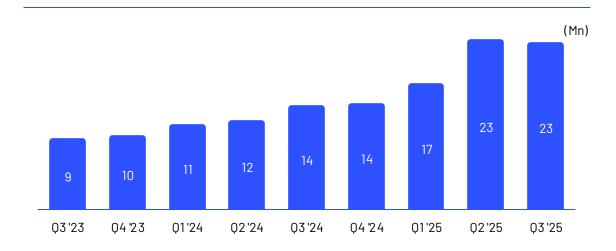
Cash Segment Orders



Futures & Options Segment Orders



Commodity Segment Orders





Company:

Investor Relations Advisors:



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