



January 16, 2020

The Manager, Listing Department, BSE Limited, Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai 400 001 Tel No.: 22721233 Fax No.: 22723719/22723121/22722037/ BSE Scrip Code: 540776	The Manager, Listing Department, The National Stock Exchange of India Ltd., Exchange Plaza, 5 Floor, Plot C/1, G Block, Bandra - Kurla Complex, Bandra (E), Mumbai 400 051 Tel No.: 2659 8235 Fax No.: 26598237 NSE Symbol: SPAISA
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Dear Sir/Madam,

Sub: Press Release on the Unaudited Financial Results

We enclose herewith the press release on the Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2019.

Yours faithfully,

For **5paisa Capital Limited**


Namita Godbole

Company Secretary

Email ID: csteam@5paisa.com





5paisa Capital - Income for Q3FY20 at ₹2,678 Lakhs (up 48% y-o-y), and for 9MFY20 at ₹7,289 Lakhs (up 83% y-o-y)

Financial Highlights:

For the quarter and nine months ended December 31, 2019 (as per INDAS)

- Total income stood at ₹2,678 Lakhs for the quarter, up 48% y-o-y
- TCI stood at ₹(-217) Lakhs for the quarter, down 52% y-o-y

Summary: Quarter ended December 31, 2019, Standalone results as per IND AS

₹Lakhs	Quarter ended December 31, 2019	Quarter ended December 31, 2018	Y-O-Y
Income	2,678	1,808	48%
Profit/(Loss) before Tax	(287)	(624)	(54%)
Total Comprehensive Income/(Loss)	(217)	(452)	(52%)

Summary: Nine months ended December 31, 2019, Standalone results as per IND AS

₹Lakhs	Nine months ended December 31, 2019	Nine months ended December 31, 2018	Y-O-Y
Income	7,289	3,973	83%
Profit/(Loss) before Tax	(725)	(2,443)	(70%)
Total Comprehensive Income/(Loss)	(620)	(1,821)	(66%)

Mr. Prakarsh Gagdani, Whole-Time Director and CEO, 5paisa Capital Ltd., commented on the financial results:

“A significant growth in acquisition, launch of our subscription plans and improved market activity has led to a healthy growth in top line; which, combined with our continued cost optimization initiatives has also helped us consistently reduce losses.”



Business Highlights

We maintained our swift pace of client acquisitions with over 99,000 acquisitions in the quarter, crossing 424,000 customers in total. 81% of new clients were from tier II/III cities.

The 5paise Mobile App has about 36,00,000 downloads till date with a sustained 4.2 Star rating on Playstore.

Our average daily cash turnover grew by 12% over the last quarter, and our average daily cash market share and total market share stood at 2.96 % and 2.04 % respectively.

Our income for the quarter has grown by 15% to Rs 2,678 Lakhs mainly owing to improved trading activity by existing customers, growth in margin funding book and higher cross sell of financial products.

Our expenditure has increased by 10% q-o-q to Rs 2,966 Lakhs, predominantly due to higher marketing spends in favour of customer acquisitions, which has resulted in the 30% q-o-q growth in customer base in this quarter.

During the quarter, we launched comprehensive subscription plans for customers to access our entire product suite in a single go. The scheme has been very well received since inception and is gaining traction consistently. We received our Peer to Peer lending license in December, and commercial operations will begin in Q4FY20.

Awards and accolades

- 'Digital Start-up of the Year', 'Best Trading App' and 'Best Mobile Marketing Campaign' at the Mobby's Awards, which recognizes achievements of brands across all aspects of the mobile landscape
- 'Brand Excellence in Broking Industry' at World Marketing Congress, which recognizes the work done by the marketing fraternity to take their brands to a whole new level
- 'Best Broking Fintech Product' for 5paise Mobile app at ABP News - BFSI awards, which focus on the best practices of the BFSI industry
- 'Franchisor of the Year- Financial Services' at the Franchise Awards -2019



About 5paise Capital

5paise Capital Limited (NSE: 5PAISA, BSE: 540776) is engaged in providing financial products through its online technology platform and mobile applications. It is registered with SEBI as a stock broker, depository participant and research analyst, and with AMFI as a mutual fund distributor. Its services are targeted at retail investors and high volume traders who actively invest and trade in securities markets and seek DIY (Do-it-Yourself) services at a low cost.

The Company provides an online technology platform to clients through internet terminals and mobile applications for trading in securities in NSE and BSE; advisory services through the research undertaken by a team of fundamental and technical research analysts; and depository related services as part of its integrated services offering.

5paise Capital is a technology driven company having mainly an online presence. The Company remains focussed on innovation, based on understanding customer behaviour, and constantly strives to achieve tech superiority as is visible through the developments of its robust trading platform, advanced mobile app, an Artificial-Intelligence powered Robo-Advisory platform, and the paperless account opening process.

This document may contain certain forward looking statements based on management expectations. Actual results may vary significantly from these forward looking statements. This document does not constitute an offer to buy or sell products, services or securities. The results for the period ended December 31, 2019, are available on our website <https://www.5paise.com/>

Investor Relations

5paise Capital Limited

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