

October 18, 2023

| | |
|---|--|
| To, The Manager, Listing Department, BSE Limited, Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai - 400001 Tel No.: 22721233 BSE Scrip Code: 540776 | To, The Manager, Listing Department, The National Stock Exchange of India Ltd., Exchange Plaza, 5th Floor, Plot C/1, G Block, Bandra - Kurla Complex, Bandra (E), Mumbai – 400051. Tel No.: 2659 8235 NSE Symbol: 5PAISA |
|---|--|

Dear Sir/Madam,

Sub: Investor Presentation on the Unaudited Financial Results (Standalone and Consolidated) for the quarter and half-year ended September 30, 2023:

We enclose herewith the Investor Presentation on the Unaudited Financial Results (Standalone and Consolidated) for the quarter and half-year ended September 30, 2023.

Kindly take the above on records and oblige.

Thanking You,
Yours faithfully,

For 5paisa Capital Limited

**Namita Godbole
Company Secretary & Compliance Officer
ICSI Membership No.: A21056**

Email ID: csteam@5paisa.com

Enclosed: A/a

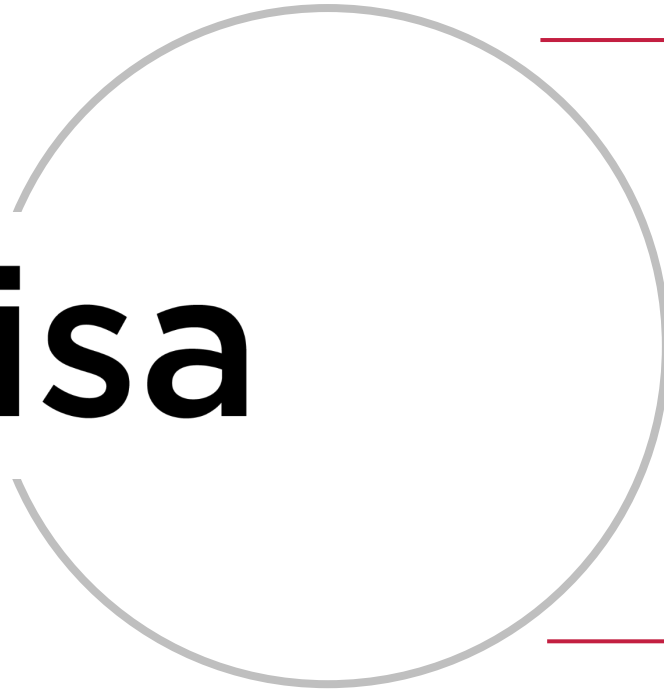
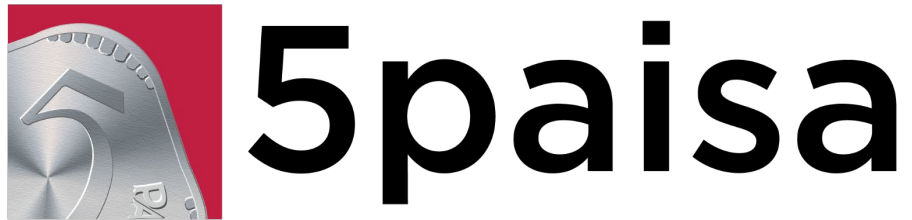
5paisa Capital Limited



5paisa

INVESTOR PRESENTATION

Quarter ended Sept 23 (Q2FY24)



● Q2FY24- Highlights

● Industry Highlights

● Business Performance

● Financial Performance

● Management Team, ESG & Awards

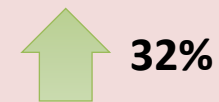
Key Highlights of Q2FY24 vs Q1FY24



Revenue
969 Mn



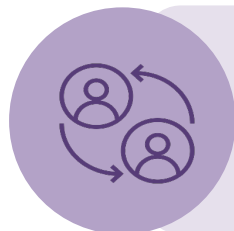
Profit after Tax
190 Mn



Customer Acquisition
1.35 Lac



Customer Base
3.73+ Mn



ADTO
3.62+ Tn



App User
16.5+ Mn

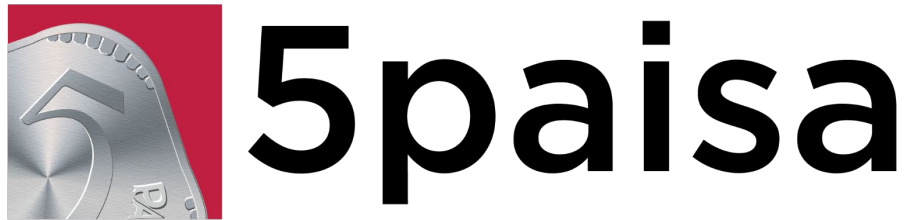


Average Funding Book
269 Cr



Retail Market Share
3.23%





● Q2FY24- Highlights

● **Industry Highlights**

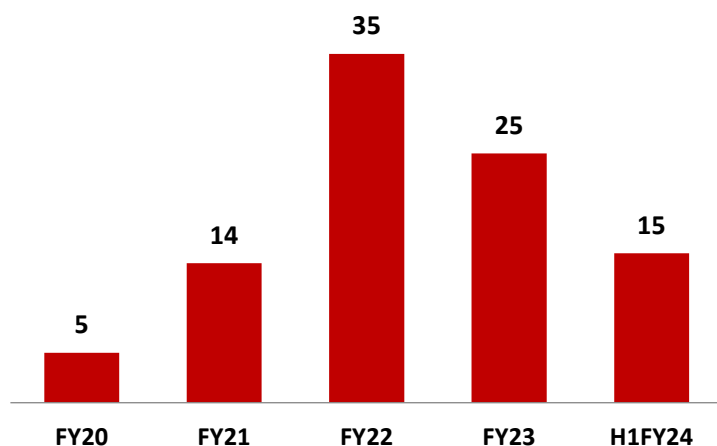
● Business Performance

● Financial Performance

● Management Team, ESG & Awards

Industry Trend

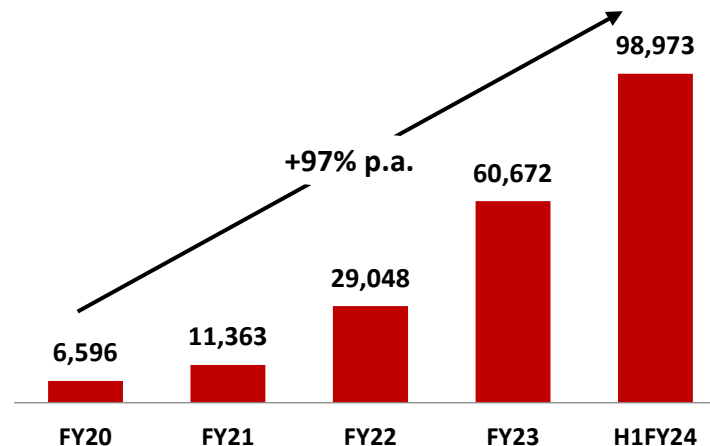
Incremental demat accounts (Mn)



- 15+ Mn demat accounts open in H1FY24.
- Approx 6X growth in incremental demat in period from FY20 to FY24 estimated. (4 Years)

Source: NSDL, CDSL

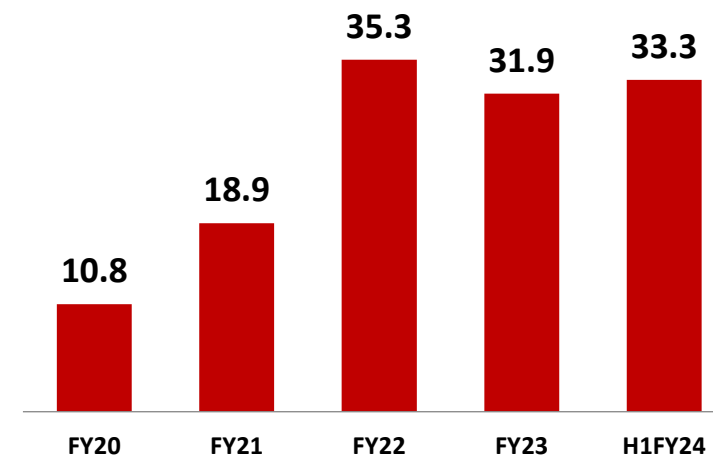
Retail Derivative ADTO (in INR Bn)



- Retail Derivative Average Daily turnover(ADTO) has seen an exponential rise at 97% CAGR

Source: NSE

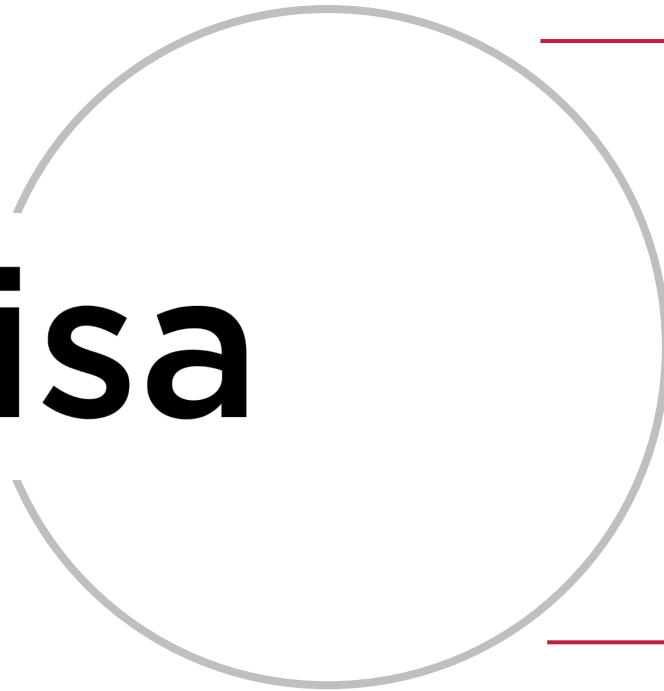
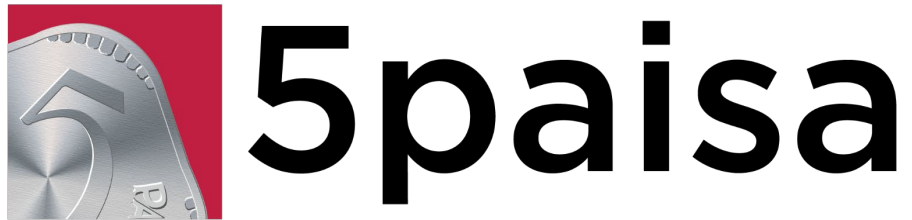
Active clients (in Mn)*



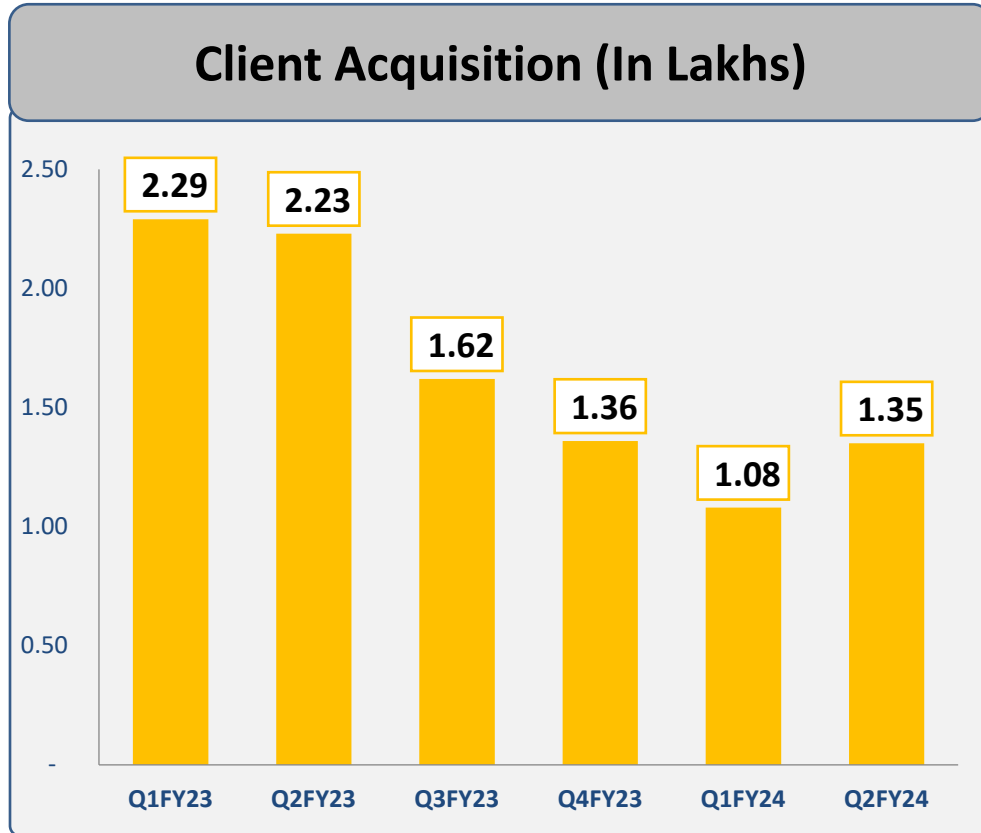
- Number of NSE Active clients have seen a rapid rise in the past 5 years

Source: NSE

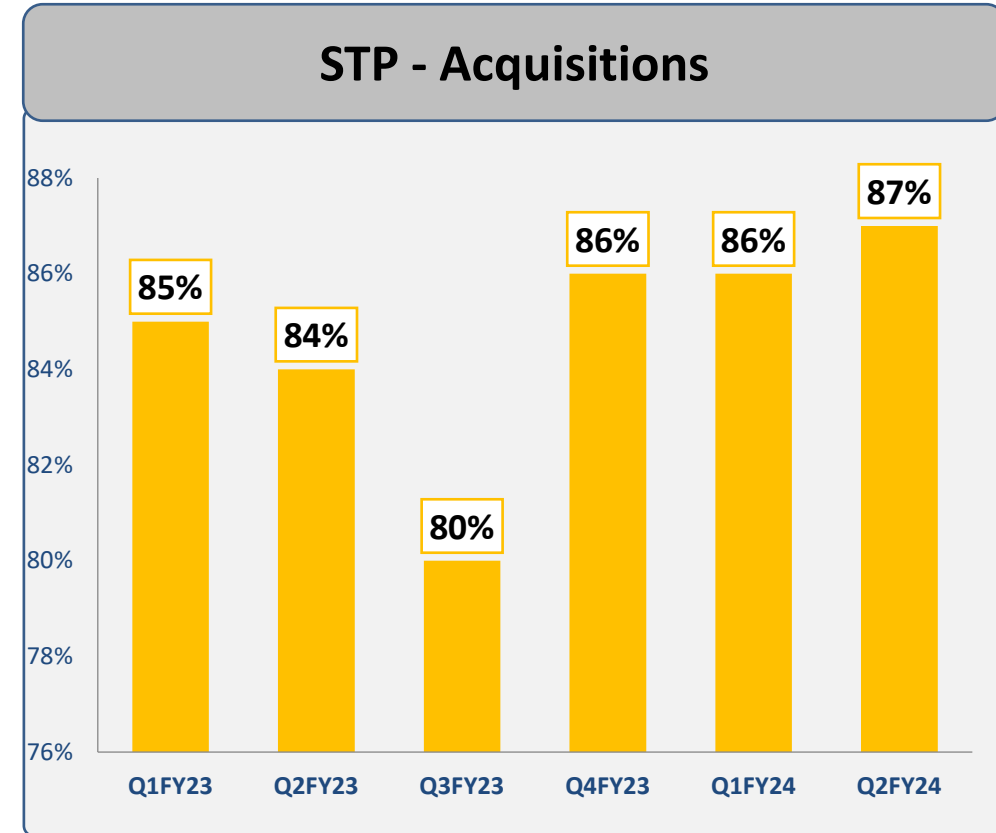
*Active Clients as on last day of financial year.



- Q2FY24- Highlights
- Industry Highlights
- **Business Performance**
- Financial Performance
- Management Team, ESG & Awards

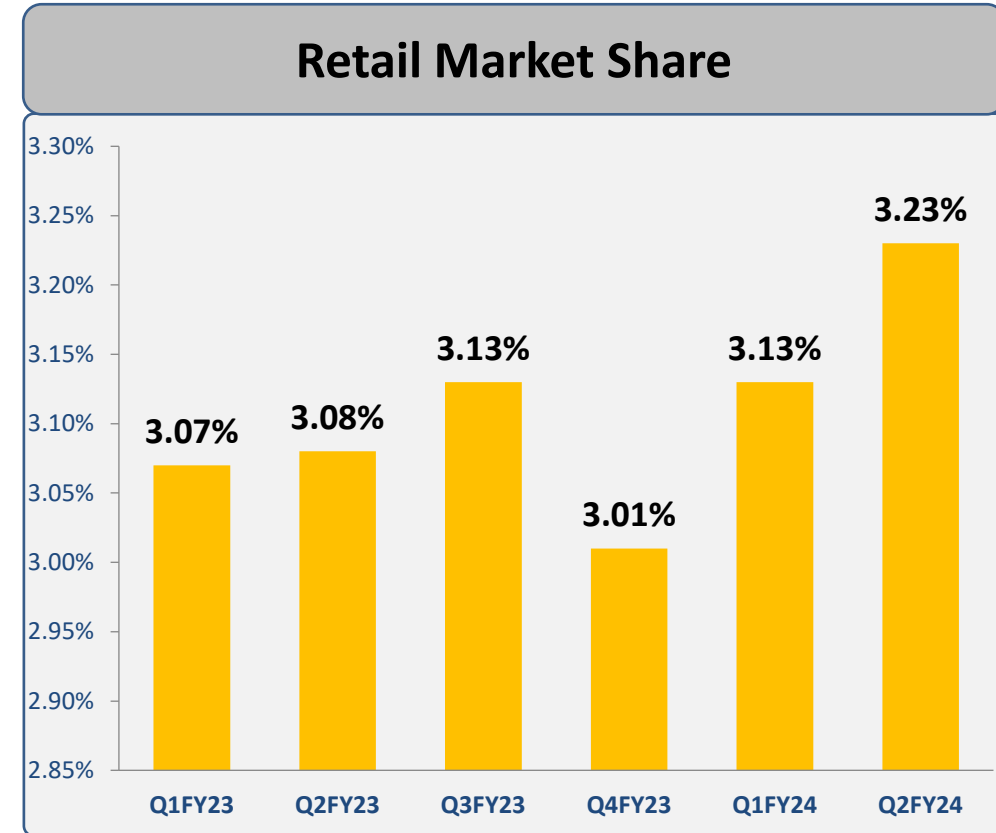
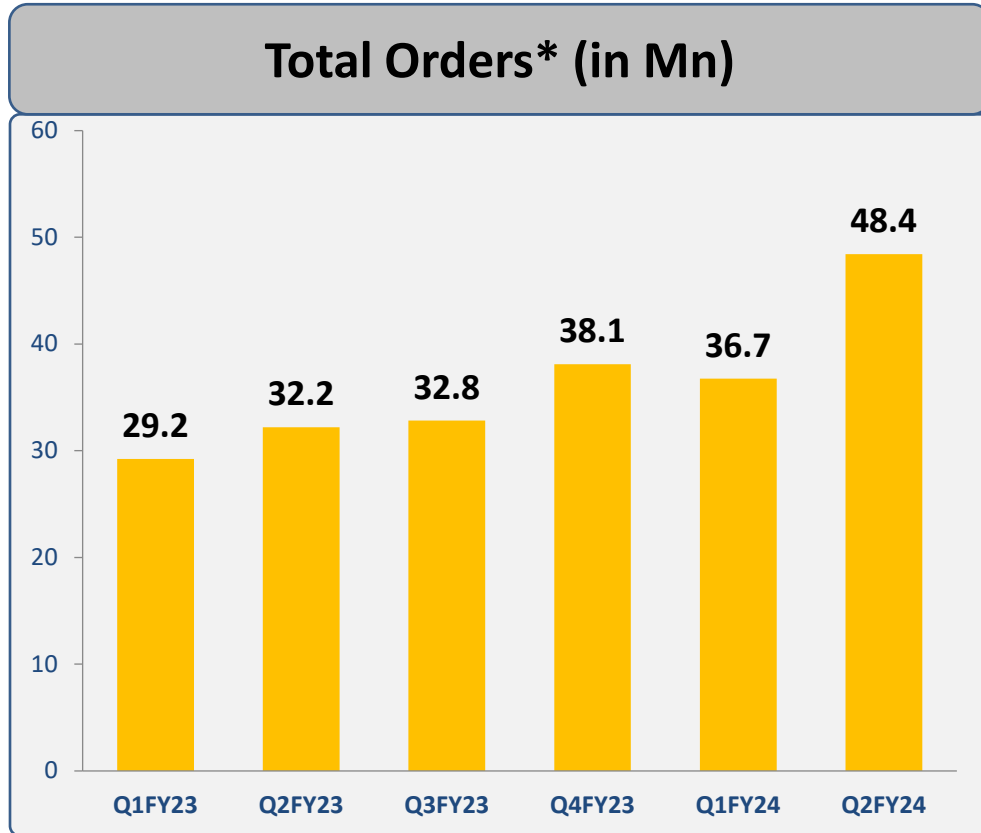


- **Total Client Acquisition** – 1.35 Lakhs for Q2FY24 (Up 25% Q-o-Q)



- **STP Acquisition** – 87% for Q2FY24 (Up 1% Q-o-Q)

- **STP** - Clients onboarded through digital platform without any intervention or any assistance.



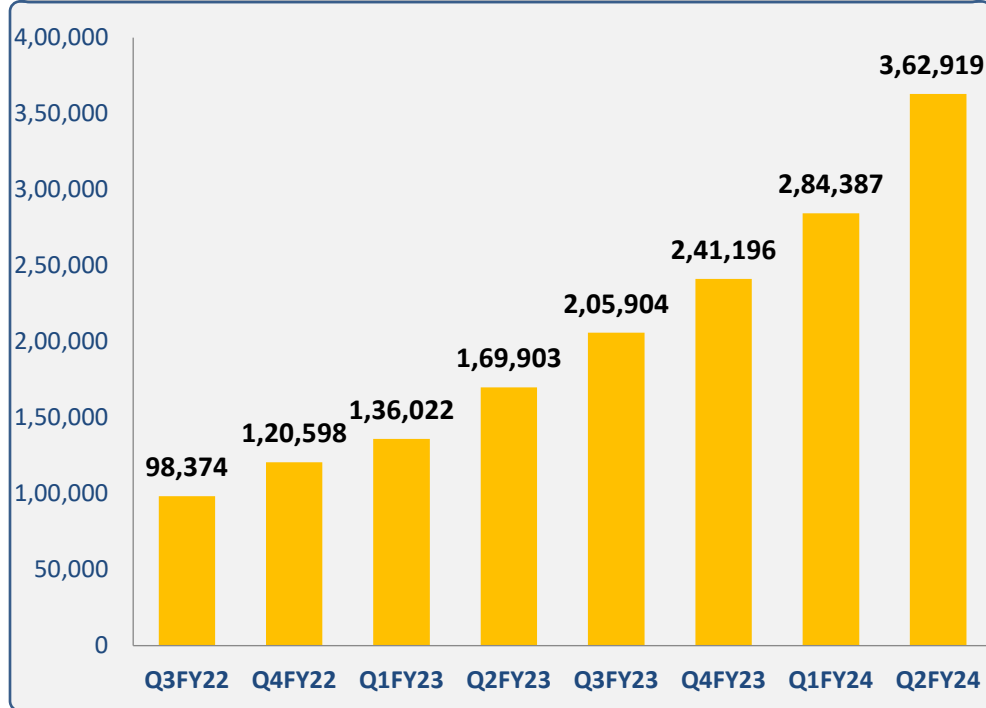
- **Total Orders** – 48.4 Mn for Q2FY24 (Up 32% Q-o-Q)

- **Retail Market Share** – 3.23 % for Q2FY24 (Up 3 % Q-o-Q)

Growth in ADTO , Customers and Revenue

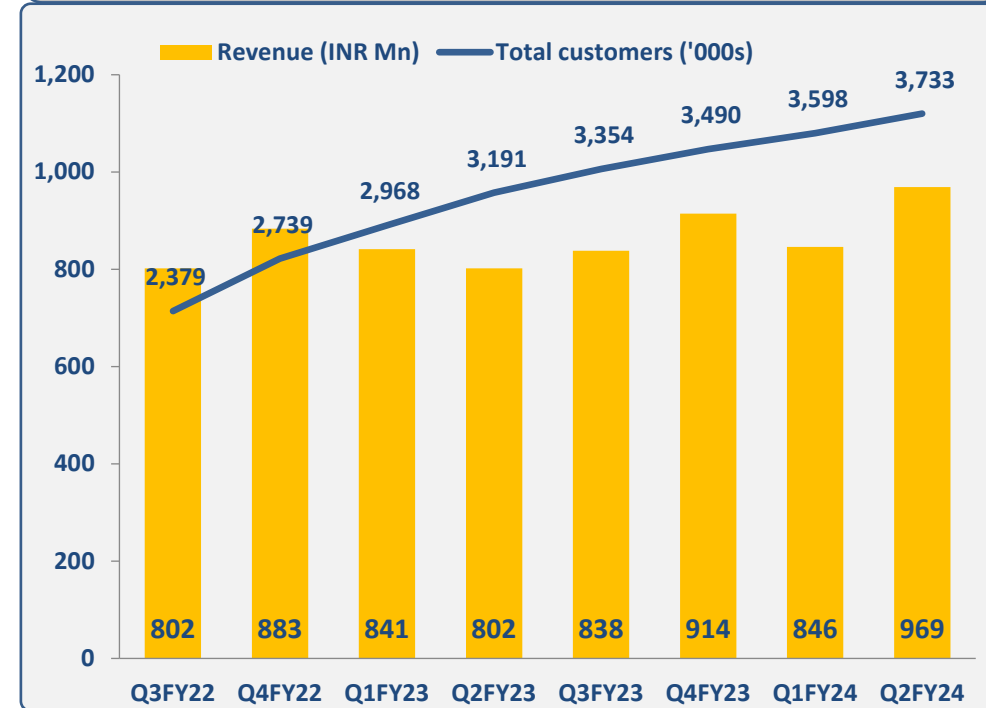


Avg. Daily Turnover – Total (in Cr)



- **ADTO** – 3,62,919 Cr for Q2FY24 (Up 27% Q-o-Q)

Customers & Revenue Growth



- **Revenue** – 969 Mn for Q2FY24 (Up 15 % Q-o-Q)

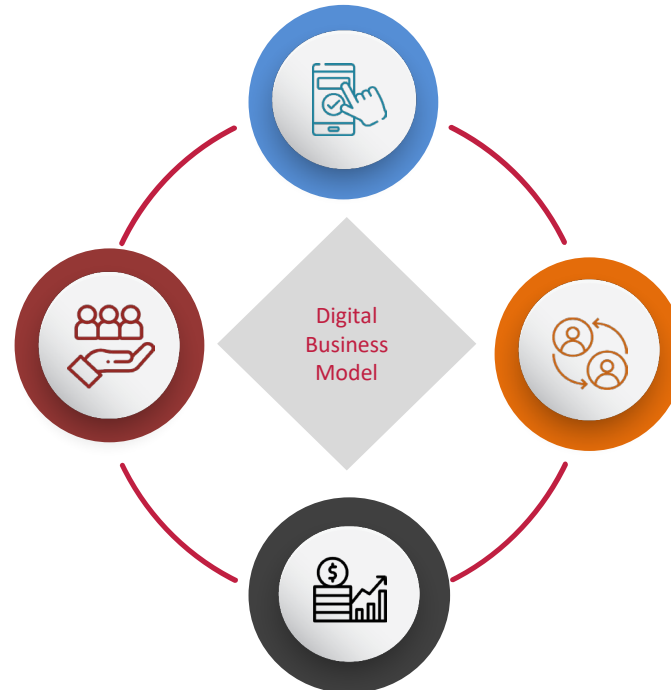
- **Total Client base as on Sept 23** – 3.73 Mn

Digital Customer Acquisition

- **3.7 Mn Customer Base**
- **100%** Paperless Client activation
- **87% STP** (without human intervention)
- **91%** Client are from Tier 2 & 3 city

Proven Growth in all aspects

- **Increase** in PAT margin to 20%.
- Highest ever **profitability**.
- Optimization of **CAC**.
- **High Life -Time Value(LTV)** customers.

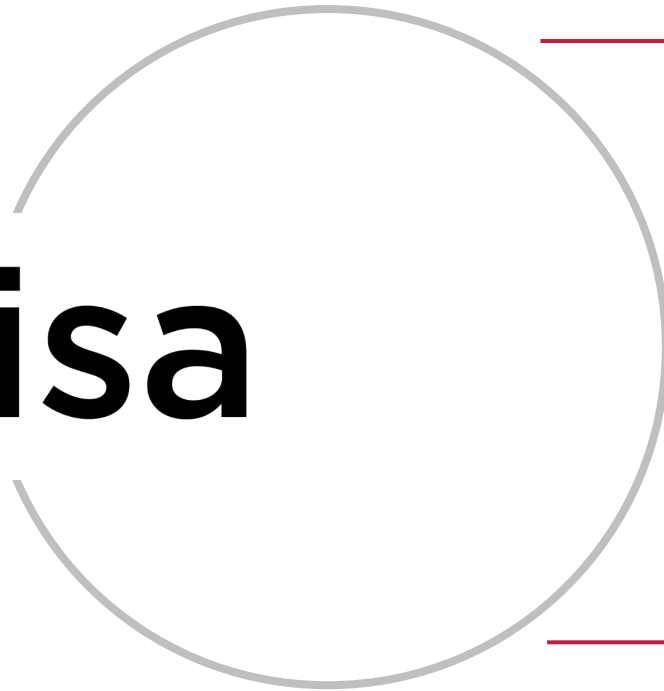
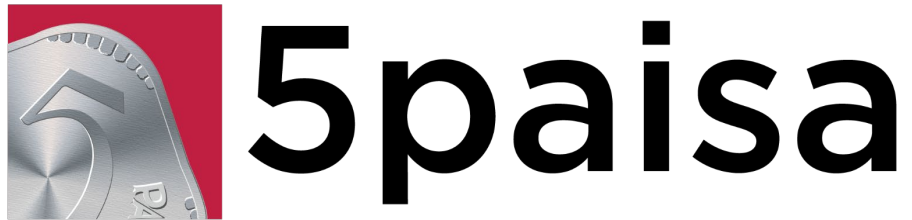


Superior Digital Platform

- **16.5 Mn** App downloads with 4.3-star rating
- **33%** of manpower is Tech and Product
- High customer satisfaction with **75%** NPS Score
- **FNO 360** - Dedicated Trading platform for derivative traders
- **One stop solution** for Investing, Trading, MF, Bonds, IPO, Lending, Wealth Management

Secure and Reliable Broker

- Profitable Listed Discount Broker with strong Net-worth
- Highly secure as net-worth is almost **50%** of client funds
- Compliance in all regulatory Norms
- Qualified Stock -Broker as per SEBI New norms



● Q1FY24- Highlights

● Industry Highlights

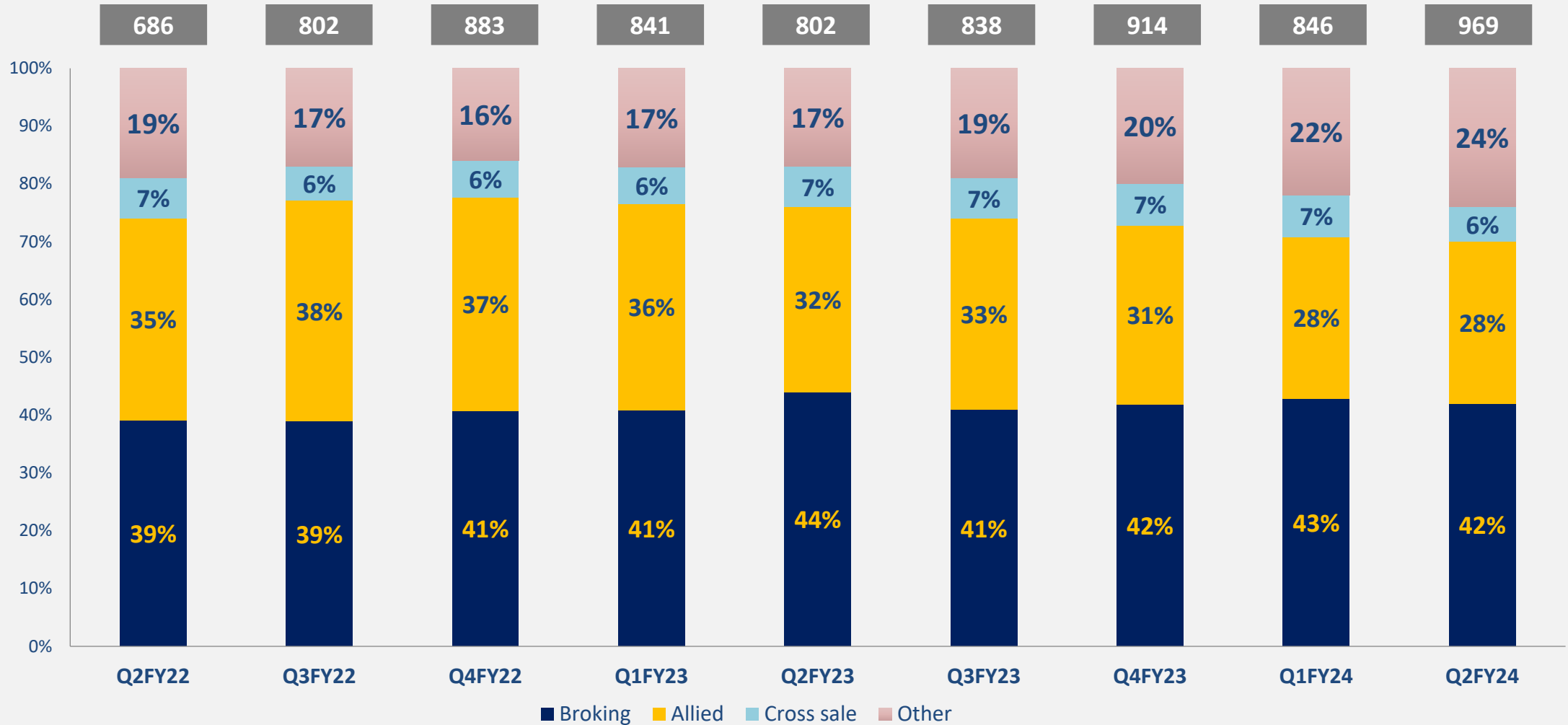
● Business Performance

● **Financial Performance**

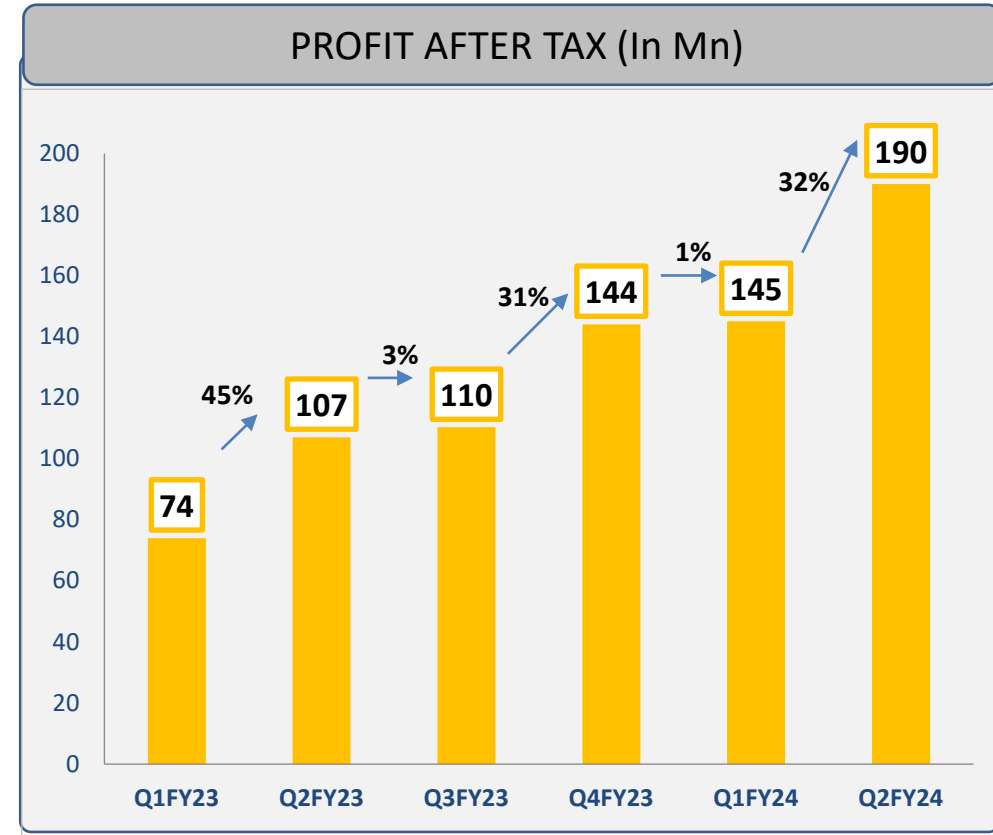
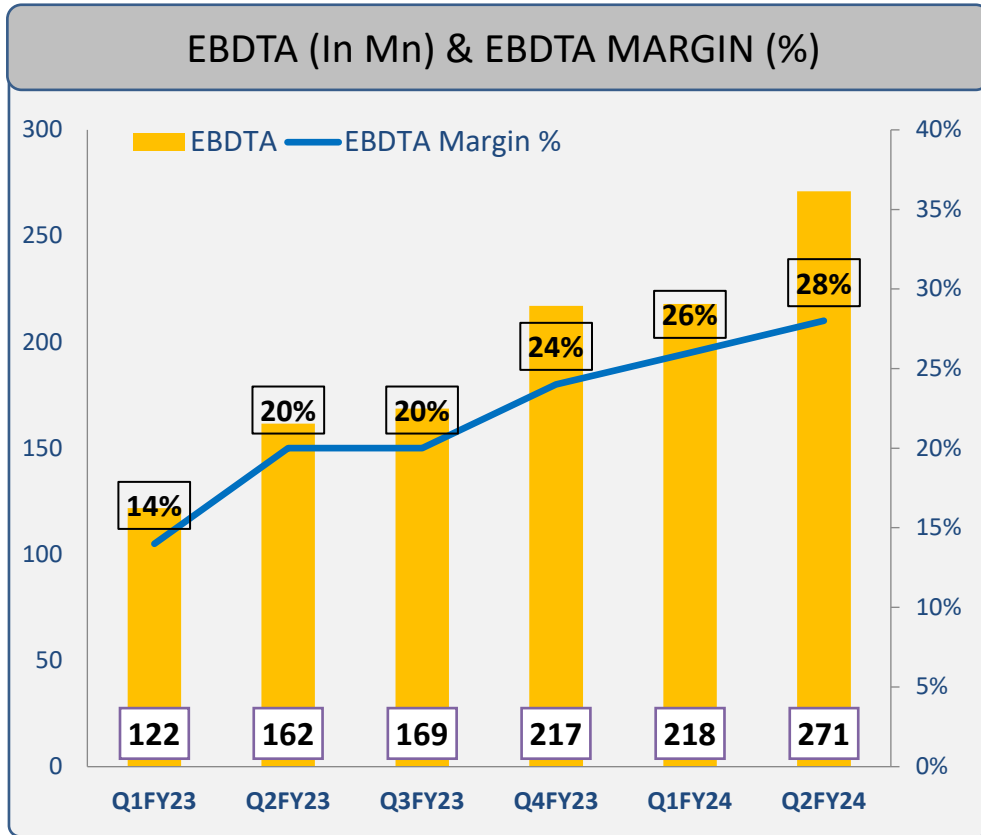
● Management Team, ESG & Awards

Revenue Mix & Total Revenue

Revenue Mix & Total Revenue (In Mn)

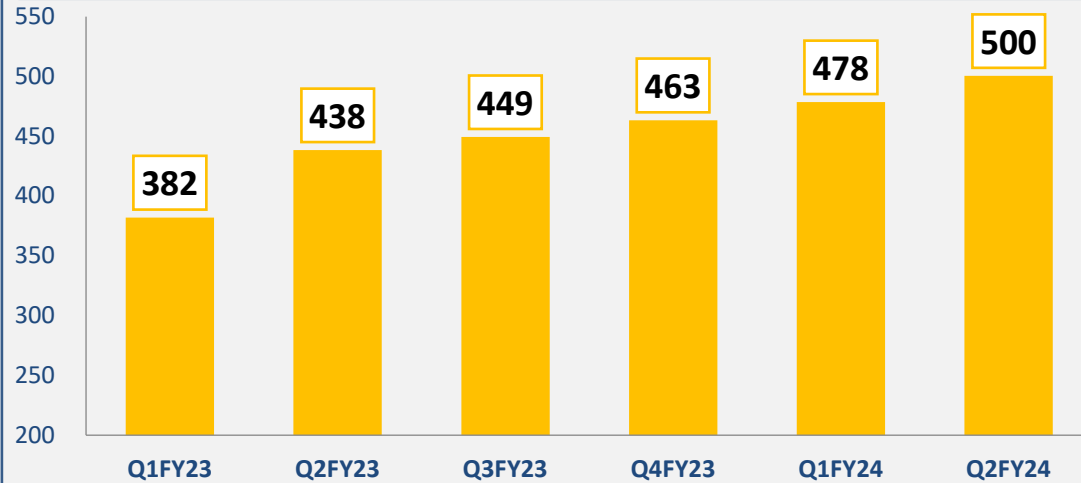


EBDTA & Profit Growth Trend

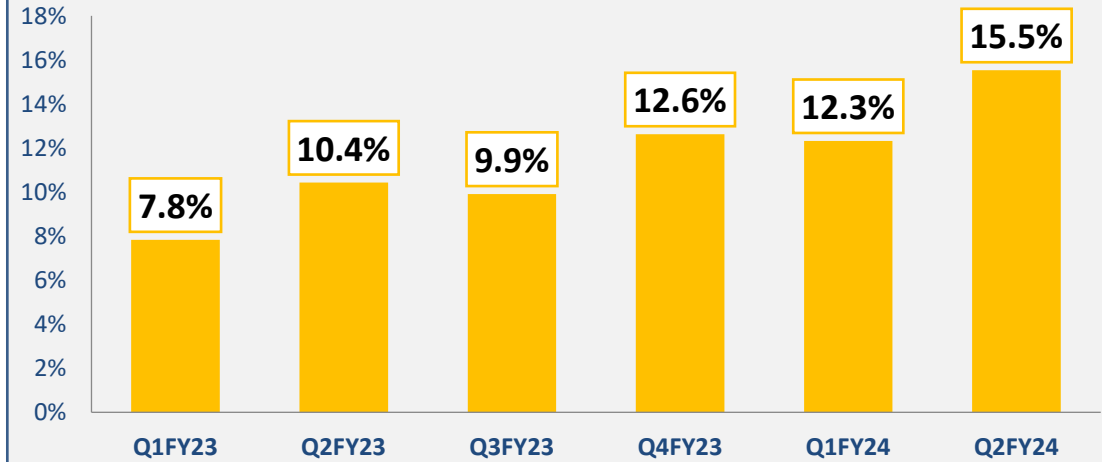


Improving Financial Ratios

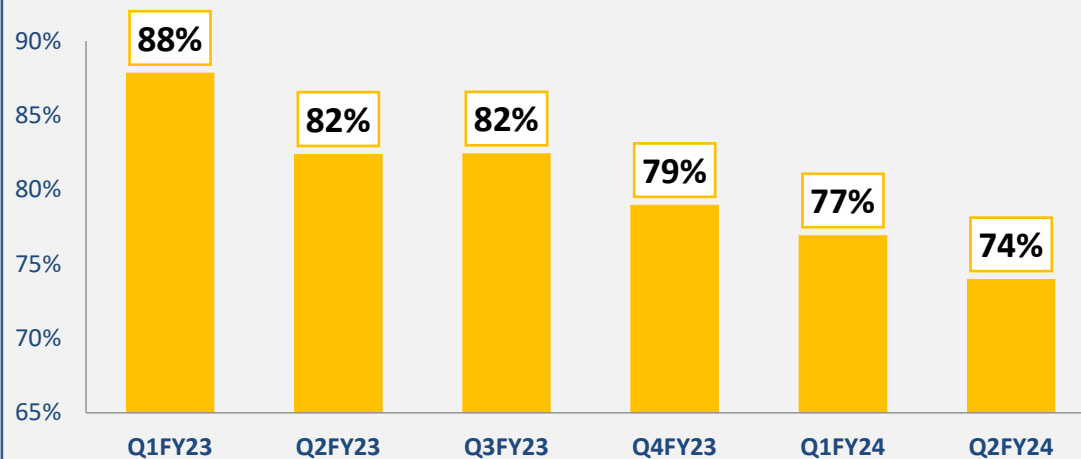
Net-worth (In Cr)



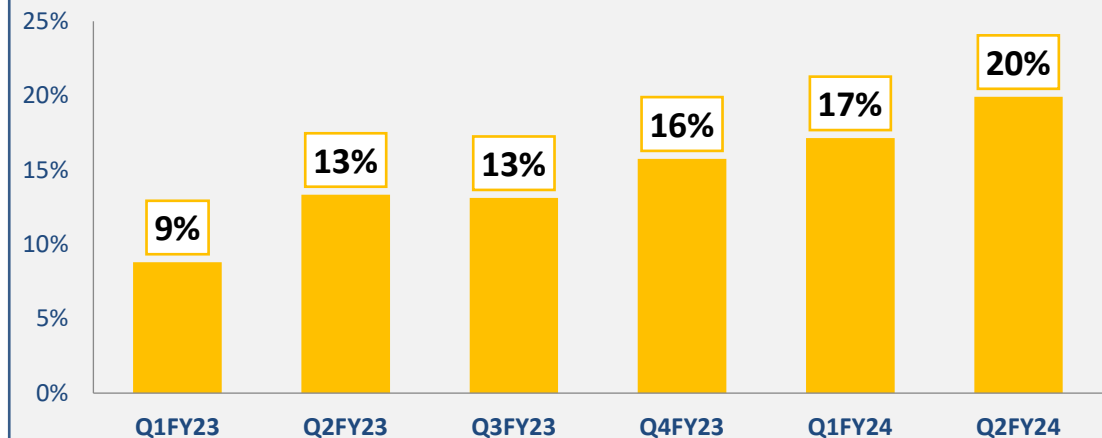
Return on Net Worth



Cost to Income ratio



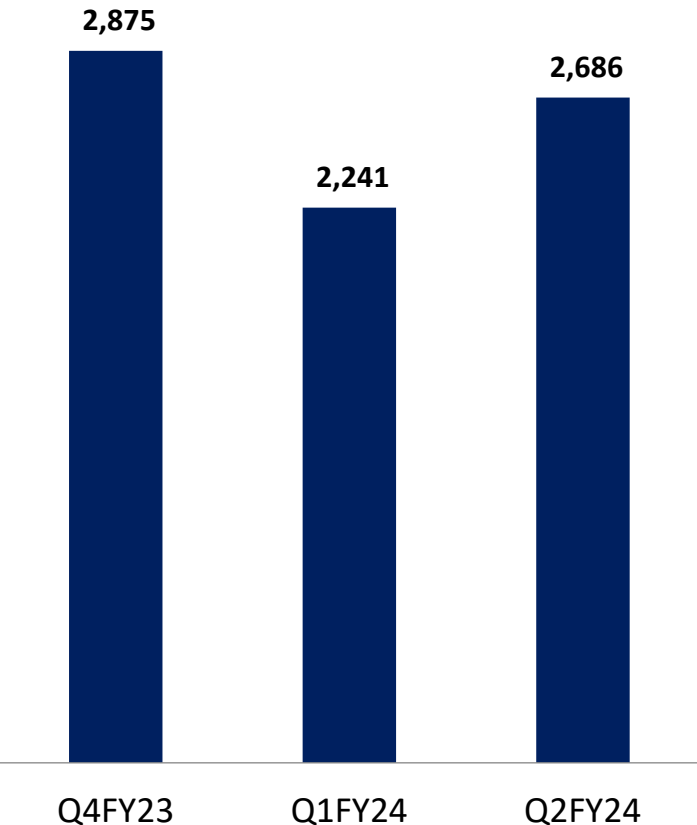
Net Profit Margins



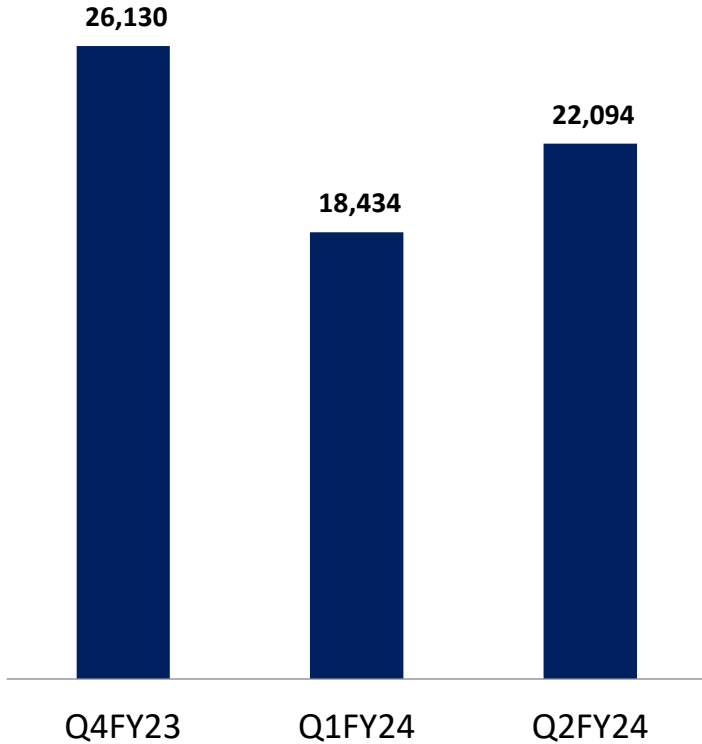
Client Funding Book Spread Over Wide Customer Base



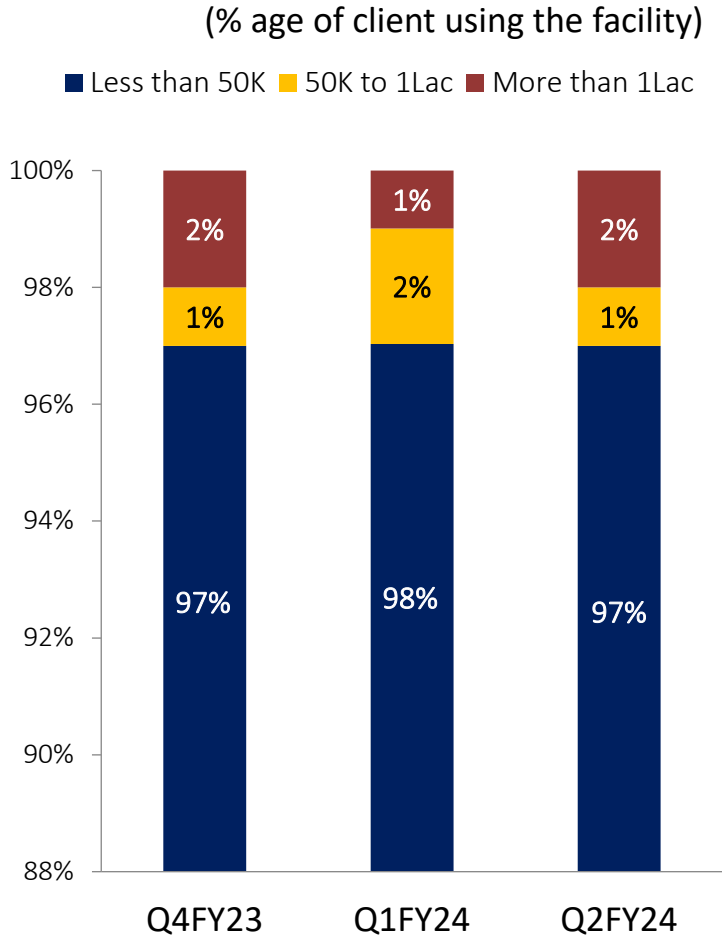
Avg Client Funding Book Size (in Millions)



Low Per Client Exposure (In INR)



Client Funding Book Segmentation



Consolidated Profit & Loss for quarter ended September 23

| INR Million | Quarter Ended | | | Quarterly Variances | |
|--|---------------|------------|------------|---------------------|------------|
| | Q2FY24 | Q1FY24 | Q2FY23 | Q-o-Q | Y-o-Y |
| <i>A. Income From Operations</i> | | | | | |
| Brokerage Income | 403 | 361 | 355 | 12% | 14% |
| Allied Broking Income | 276 | 234 | 253 | 18% | 9% |
| Cross Sales Income | 55 | 62 | 52 | -12% | 4% |
| Other Operating Income | 236 | 189 | 142 | 25% | 66% |
| Total Income from operations (A) | 969 | 846 | 802 | 15% | 21% |
| Employee Cost | 202 | 180 | 146 | 13% | 39% |
| Depreciation, amortisation & impairment | 22 | 23 | 21 | -3% | 7% |
| Finance cost | 65 | 38 | 45 | 68% | 43% |
| Others Expense | 431 | 410 | 449 | 5% | -4% |
| Total Expenses (B) | 721 | 651 | 661 | 11% | 9% |
| PBT | 249 | 195 | 141 | 28% | 77% |
| Tax expense | 58 | 50 | 33 | 17% | 75% |
| PAT | 190 | 145 | 107 | 32% | 77% |
| <i>PAT margin %</i> | 20% | 17% | 13% | | |
| Other Comprehensive income * | 0 | 0 | 0 | 0 | 0 |
| Total Comprehensive Income for the Period | 191 | 145 | 107 | 31% | 78% |
| Earnings Per Equity Share (EPS) | | | | | |
| Basic (In ₹) | 6.21 | 4.74 | 3.50 | 31% | 77% |
| Diluted (In ₹) | 6.12 | 4.69 | 3.38 | 31% | 81% |

*Amount is less than ₹ 0.01 million ,hence shown ₹ 0.00 million

Consolidated Profit & Loss for half year ended September 23

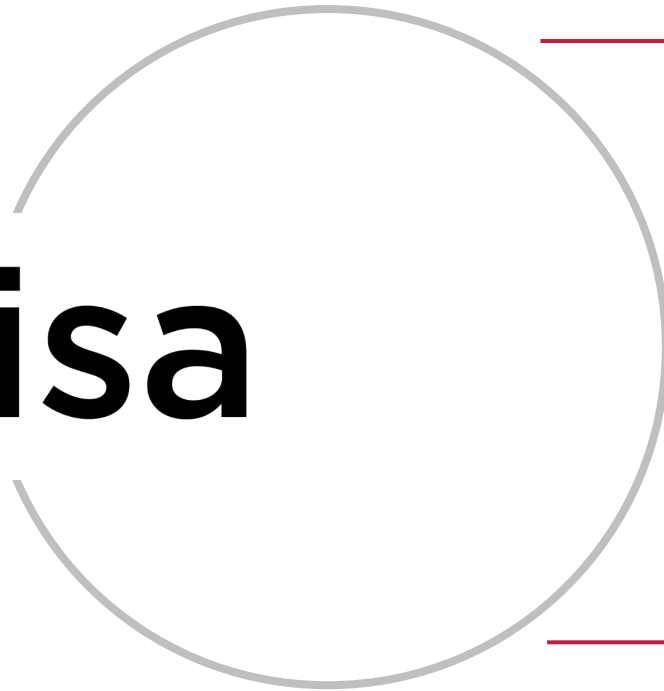
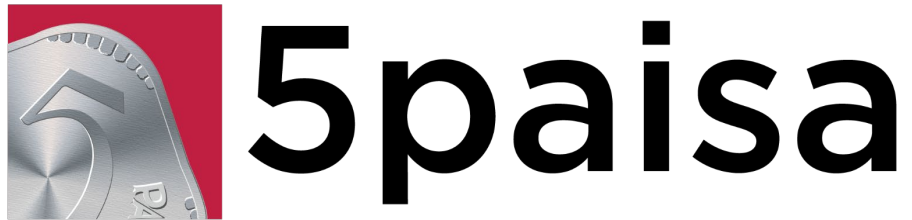
| INR Million | Half Year Ended | | Variations | Year Ended |
|--|-----------------|-------------|------------|-------------|
| | H1FY24 | H1FY23 | Y-o-Y | FY23 |
| <i>A. Income From Operations</i> | | | | |
| Brokerage Income | 764 | 701 | 9% | 1435 |
| Allied Broking Income | 496 | 551 | -10% | 1107 |
| Cross Sales Income | 101 | 104 | -3% | 229 |
| Other Operating Income | 455 | 287 | 59% | 623 |
| Total Income from operations (A) | 1816 | 1643 | 11% | 3394 |
| Employee Cost | 382 | 288 | 33% | 591 |
| Depreciation, amortisation & impairment | 45 | 42 | 8% | 88 |
| Finance cost | 103 | 100 | 3% | 206 |
| Others Expense | 841 | 972 | -13% | 1928 |
| Total Expenses (B) | 1371 | 1401 | -2% | 2813 |
| PBT | 445 | 242 | 84% | 581 |
| Tax expense | 108 | 61 | 79% | 145 |
| PAT | 337 | 181 | 86% | 436 |
| <i>PAT margin %</i> | <i>19%</i> | <i>11%</i> | | <i>13%</i> |
| Other Comprehensive income * | 0 | -1 | -100% | -3 |
| Total Comprehensive Income for the Period | 337 | 180 | 87% | 433 |
| Earnings Per Equity Share (EPS) | | | | |
| Basic (In ₹) | 10.96 | 6.01 | 82% | 14.42 |
| Diluted (In ₹) | 10.80 | 5.87 | 84% | 14.33 |

Other Expenses includes Rs 70.9 Mn towards reversal of margin penalty

*Amount is less than ₹ 0.01 million ,hence shown ₹ 0.00 million

CONSOLIDATED BALANCE SHEET AS AT SEPTEMBER 2023

| INR in Mn | As at Sep 30, 2023 | As at March 31, 2023 |
|---|--------------------|----------------------|
| Assets | | |
| <u>Financial assets</u> | | |
| Cash and cash equivalents | 489 | 209 |
| Bank balance other than above | 15,889 | 12,803 |
| Receivables | - | - |
| Loans | 2,484 | 1,727 |
| Investments | 19 | 82 |
| Other financial assets | 1,013 | 1,303 |
| Sub-total | 19,894 | 16,124 |
| <u>Non-Financial assets</u> | | |
| Current tax assets | 11 | 0 |
| Deferred tax assets | 76 | 71 |
| Property, Plant and Equipment | 79 | 92 |
| Right of use assets | 12 | 21 |
| Other intangible assets | 33 | 42 |
| Other non-financial assets | 49 | 67 |
| Sub-total | 260 | 293 |
| Total Assets | 20,154 | 16,417 |
| Liabilities and Equity | | |
| <u>financial liabilities</u> | | |
| Trade & Other payables | 619 | 580 |
| Borrowings | 2,803 | 1,693 |
| Other financial liabilities | 11,598 | 9,402 |
| Sub-total | 15,020 | 11,675 |
| <u>Non-financial liabilities</u> | | |
| Current tax Liabilities (net) | 35 | 13 |
| Provisions | 17 | 16 |
| Other non-financial liabilities | 78 | 81 |
| Sub-total | 130 | 110 |
| <u>Equity & Reserves</u> | | |
| Equity share capital | 308 | 306 |
| Other equity | 4,696 | 4,326 |
| Sub-total | 5,004 | 4,632 |
| Total Liabilities & Equity | 20,154 | 16,417 |



● Q1FY24- Highlights

● Industry Highlights

● Business Performance

● Financial Performance

● **Management Team, ESG & Awards**

Corporate Governance

1. Smooth whistle blower policy adopted
2. Experience and diverse Independent board of directors' structure
3. Comply all SEBI/exchanges and other regulatory compliances
4. Updating investors for all business decisions/actions through various modes on time

Environmental Footprint

1. 100% digital onboarding process & treatment of e-waste in environment friendly manner.
2. Promote Tree plantation at all our premises & spread awareness to “Save water” among all employees.
3. Drive digitalization & promote electronically documentation



Human Capital

1. Adopt all employee's welfare schemes (Gratuity, PF, Medical insurance etc)
2. Maintain gender diverse workplace with equal opportunities
3. Adopted hybrid model “WFH/WFO”
4. Policies of Code of conduct and business ethics , prevention of Insider trading, Anti money laundering, Prevention of Sexual harassment (Posh)” at workplace

Information and Cyber Security

1. Defense in depth Security approach to safeguard information
2. A comprehensive Cyber Security and Cyber Resilience framework, imbibing Industry best practices and cover all aspects of prevention and response.
3. Highly secured information systems and with adequate controls are in place
4. Organization is ISO 27001:2013 Certified

Chairperson & Independent Directors



Dr. Archana Hingorani
Chairperson and
Independent Director

- M.B.A. & (Ph.D. Finance) from University of Pittsburgh
- 33+ years of experience in the asset management business, teaching and research.
- One of most influential woman in India
- Associated with the IL&FS Group till 2017 in various capacities.



Ms. Nirali Sanghi
Independent Director

- Bachelor in Economics & computer science and M.B.A. in Finance & Marketing.
- Founder ,CEO and president of India Parenting Pvt. Ltd.
- Previously served at Erstwhile Baring Brothers (New York), Citibank and The Boston Consulting Group (Mumbai).



Mr. Milin Mehta
Independent Director

- Member of ICAI & Law Graduate with master's degree in commerce
- 3+ decades senior partner of K. C. Mehta & Co.
- Special invitee to Committee of ICAI for making a representation before CBDT on formation of the new Direct Tax Code.



Mr. Ravi Garikipati
Independent Director

- Entrepreneur and Technologist with 32+ years of experience.
- Board member and active angel investor in many deep tech, fintech, and consumer tech startups.
- Prior to Flipkart, he was the President and Chief Technology Officer at [24]7.ai



Mr. Narayan Gangadhar

Managing Director and
Chief Executive Officer

- MS in Computer Science.
- 20+ years of global exp., worked in tech functions at Google, Microsoft, Amazon, Uber, Ola..
- Led highly disruptive businesses, driving innovation in product, tech, capability building & process automation.
- 2+ years in Angel One



Mr. Prakarsh Gagdani

Whole-Time Director and
Chief Business Officer

- Post Graduate Degree holder from Pondicherry University & Bachelor in Business Management.
- 12+ years Associate member of Angel Broking.
- 20+ years of experience in sales, advisory, product development and business development.



Mr. Gourav Munjal

Whole-Time Director and
Chief Financial Officer

- Member of ICAI , qualified company secretary (ICSI) & diploma holder in IFRS from ACCA.
- 12 + years of experience in Finance, Accounts, Treasury, MIS , Cost control , Business strategy and process improvements.
- Previously worked with IIFL Group.



Mr. Mehul Jain
Product Head, Trading

- Bachelors in Banking & Insurance (BBI), & M.B.A. in Finance.
- 15+ years of experience in Product Development (Stock broking)
- Served at Edelweiss Broking Ltd



Mr. Yash Upadhyay
Chief Strategy Officer

- MBA from IIM Calcutta and B.Tech from IIT Bombay
- Worked with McKinsey and Morgan Stanley Capital International (MSCI) prior to joining 5paisa
- 5+ years of global experience in Management Consulting, Corporate Strategy and Project Management



Ms. Namita Godbole
Company Secretary and Compliance Officer

- Bachelors in Commerce and Member of ICSI.
- 19+ years of experience in Stock Broking Compliances
- Formally worked with National Stock Exchange of India Limited and other leading stockbrokers – Prabhudas Lilladher, Sharekhan and Angel One.



BFSI SEO Awards 2023



The Great Indian BFSI CEO of The Year – Prakash Gagdani



The Great Indian BFSI fastest growing company of the year



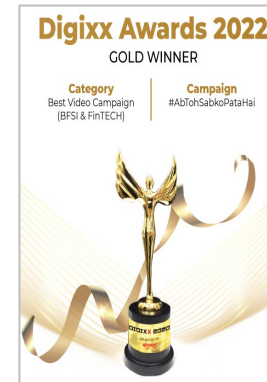
NAYA BHARAT BUSINESS CONCLAVE 2022



Masters of Modern Marketing, 2023



Excellence in Online Share Trading



Won Silver Digix Awards 2022



Best Integration of Digital Content with TV

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