



July 12, 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
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Dear Sir/Madam,

Sub: Investor/Corporate Presentation on the Unaudited Financial Results (Standalone and Consolidated) for the quarter ended June 30, 2023:

We enclose herewith the Investor/Corporate Presentation on the Unaudited Financial Results (Standalone and Consolidated) for the quarter ended June 30, 2023.

Kindly take the above on records and oblige.

Thanking You,
Yours faithfully,
For 5paisa Capital Limited

Namita Godbole
Company Secretary & Compliance Officer
Membership No.:A21056
Email ID: csteam@5paisa.com

Encl: as above

5paisa Capital Limited

Corporate Identification Number: L67190MH2007PLC289249

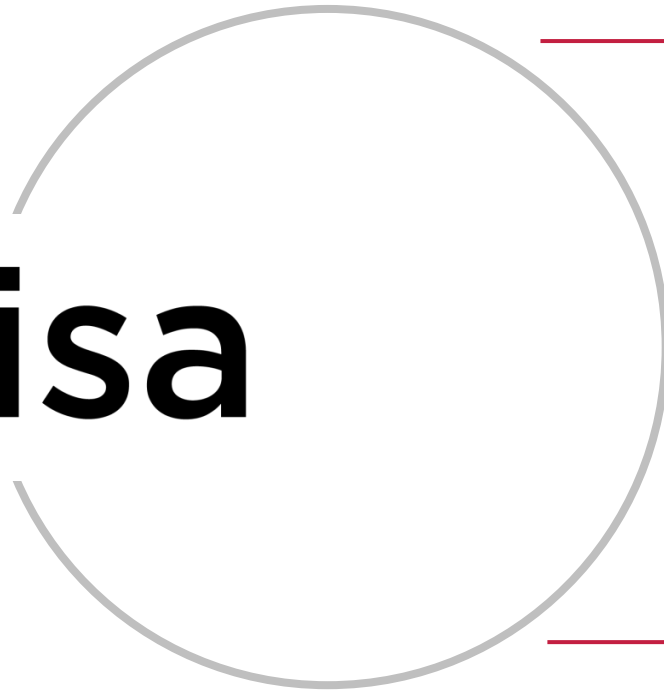
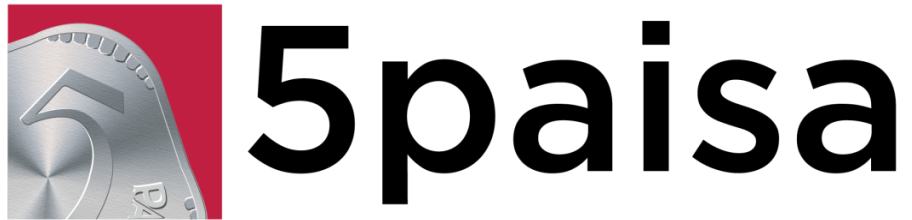
Registered Address: IIFL House, Sun Infotech Park, Road no. 16V, Plot no. B-23, MIDC, Thane Industrial Area, Wagle Estate, Thane, Maharashtra – 400604. • E-mail: csteam@5paisa.com • Website: www.5paisa.com



5paisa

INVESTOR PRESENTATION

Quarter Ended June 23 (Q1FY24)



● Q1FY24- Highlights

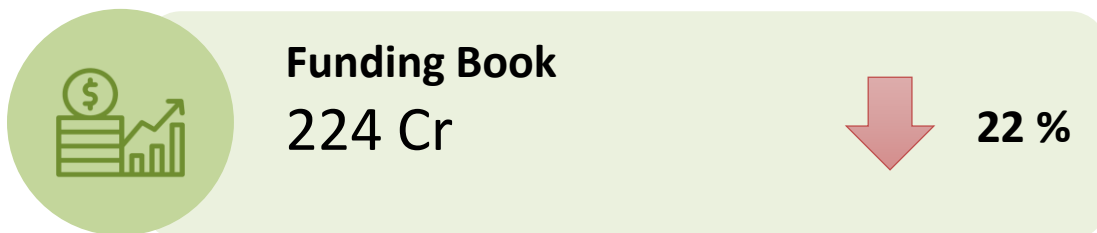
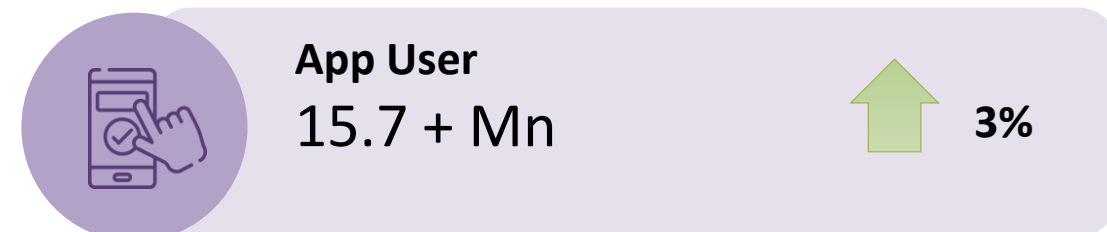
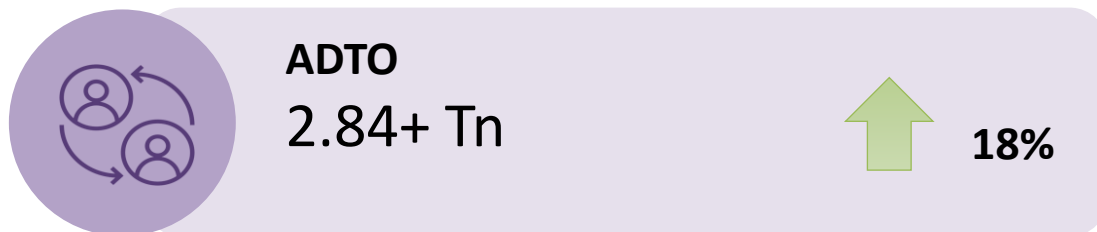
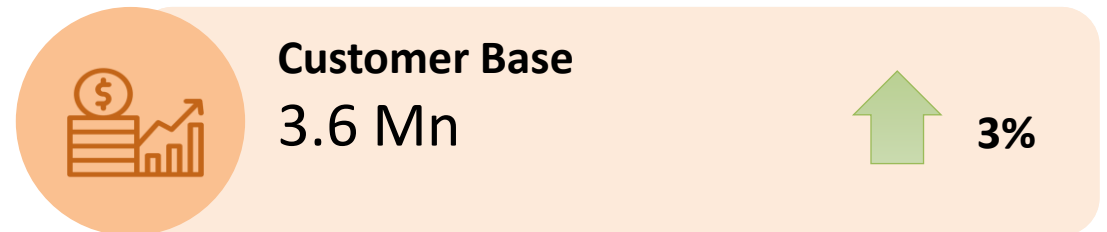
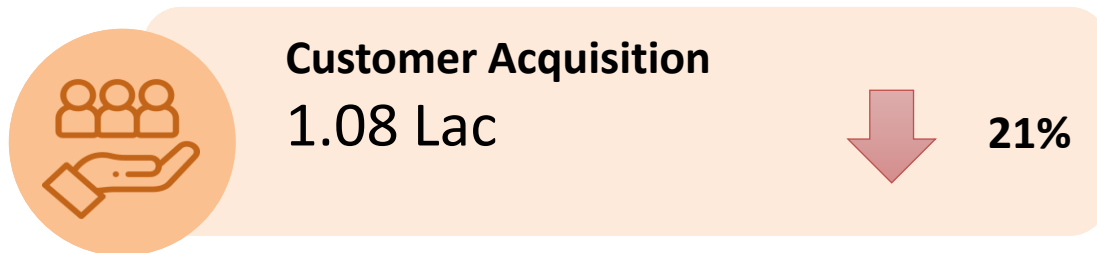
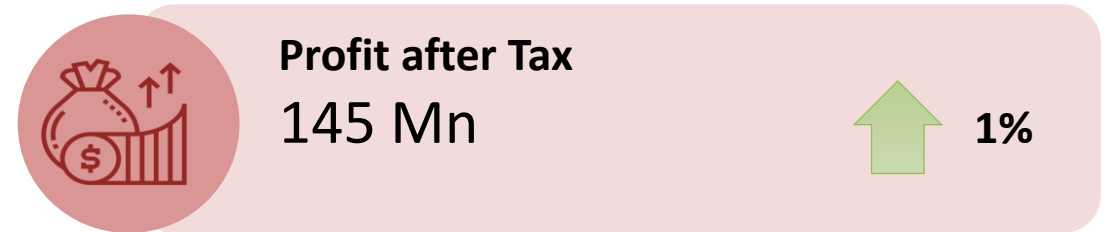
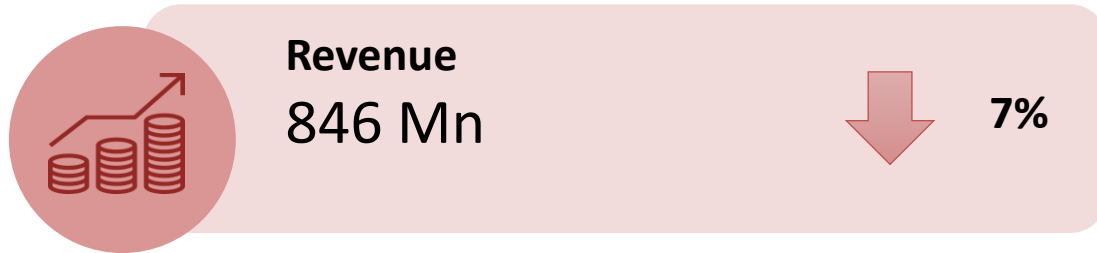
● Potential for 5paisa

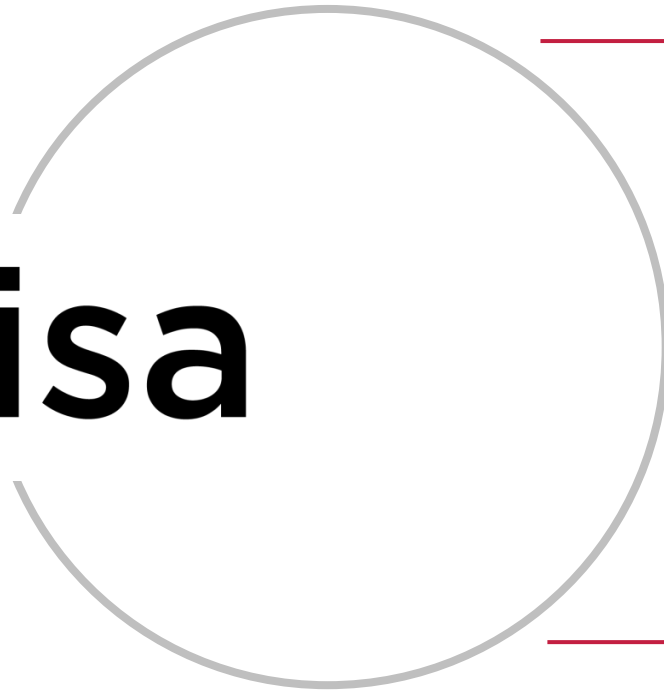
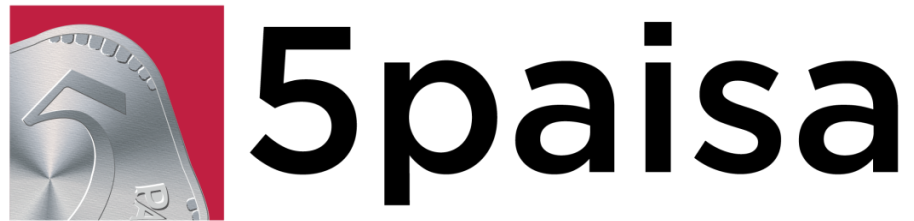
● Business Performance

● Financial Performance

● About Us

Key Highlights of Q1FY24 vs Q4FY23





● Q1FY24- Highlights

● **Potential for 5paisa**

● Business Performance

● Financial Performance

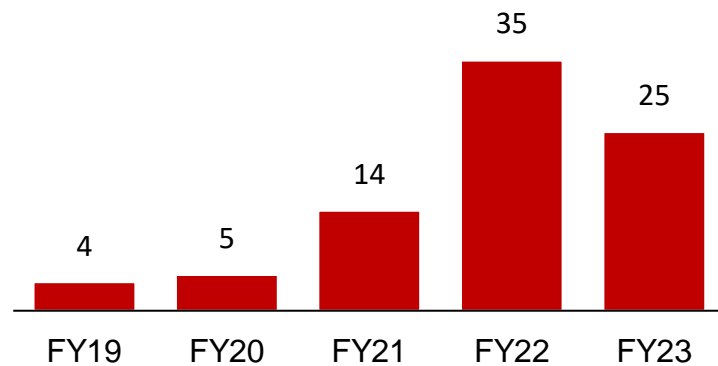
● About Us

5paisa has significant headroom for growth



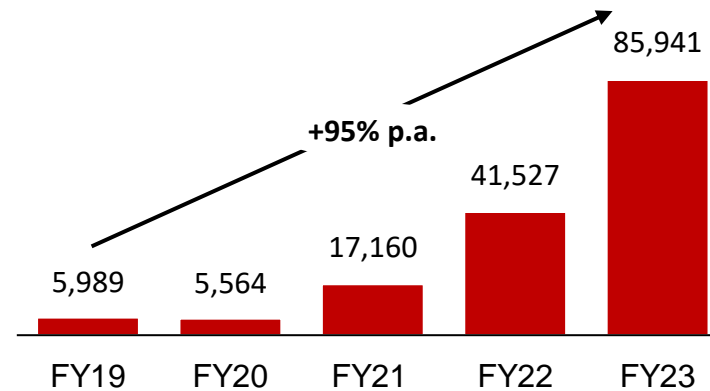
Market Scenario

Incremental demat accounts (Mn)



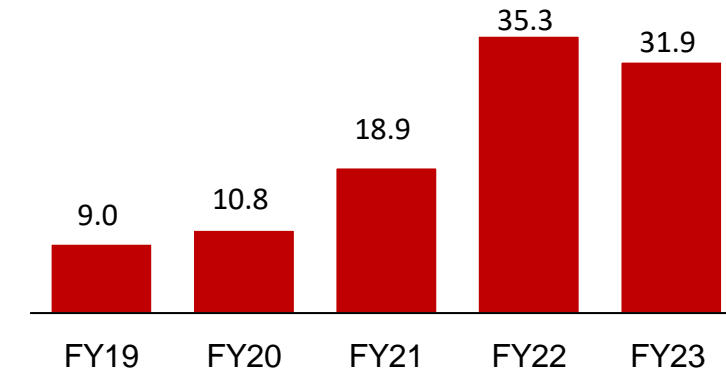
- Number of incremental demat accounts have grown over 5X between FY19 and FY23

Retail Derivative ADTO (in INR Bn)



- Retail Derivative Average Daily turnover(ADTO) has seen an exponential rise at 95% CAGR

Active clients (in Mn)*



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

Building and operate a digital ecosystem which is

Stable

Highest availability during market hours

Reliable

Low order latency, order throughput rate

Trusted

Guaranteed security of customer funds

Platform

Go-to partner for APIs and franchisees



Stable, Reliable and Trusted platform for Indian Equity Investors



Robust
Tech,
Product
Stability



Data
analytics led
decisioning



Ecosystem
led play



Best in
class
talent

Capabilities – Analytics, Tools, Tech & Data science

Robust tech architecture and product stability

- Highly available, stable system across platforms (Web, Mobile, Developer API)
- Focus on product simplification prioritizing stability and availability

Data analytics led decisioning

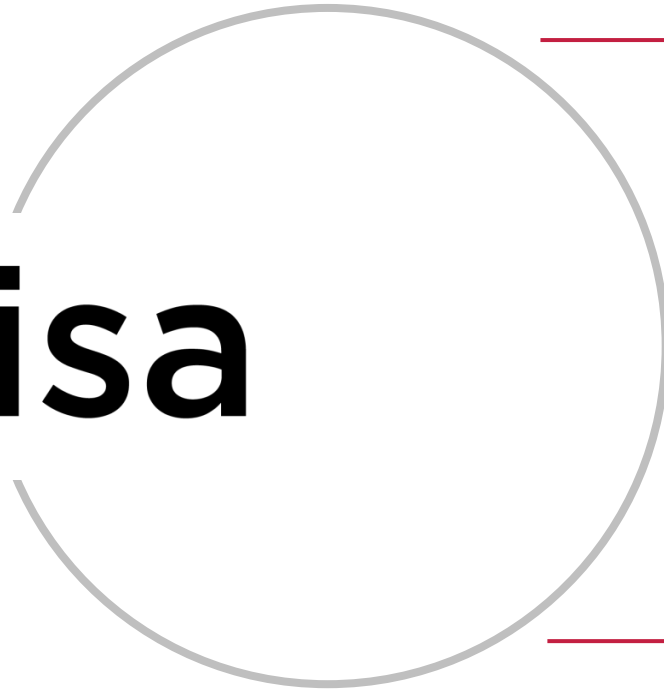
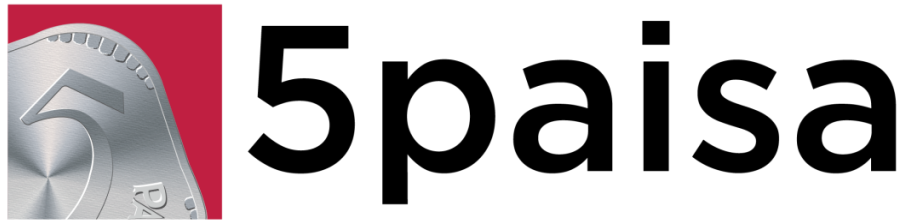
- Scalable digital funnel to drive improvements in lead to account opening and 30 day-client activation
- Customer cohort curation for targeted engagement

Ecosystem led play

- Strong developer API platform
- Drive revenue through subscription plans
- Grow through partnerships
- Become a preferred choice of partner for franchisees

Best-in-class talent

- Deploy a scientific hiring model to ensure right fit
- Drive effective employee engagement and work on employer branding to attract best talent



Q1FY24- Highlights

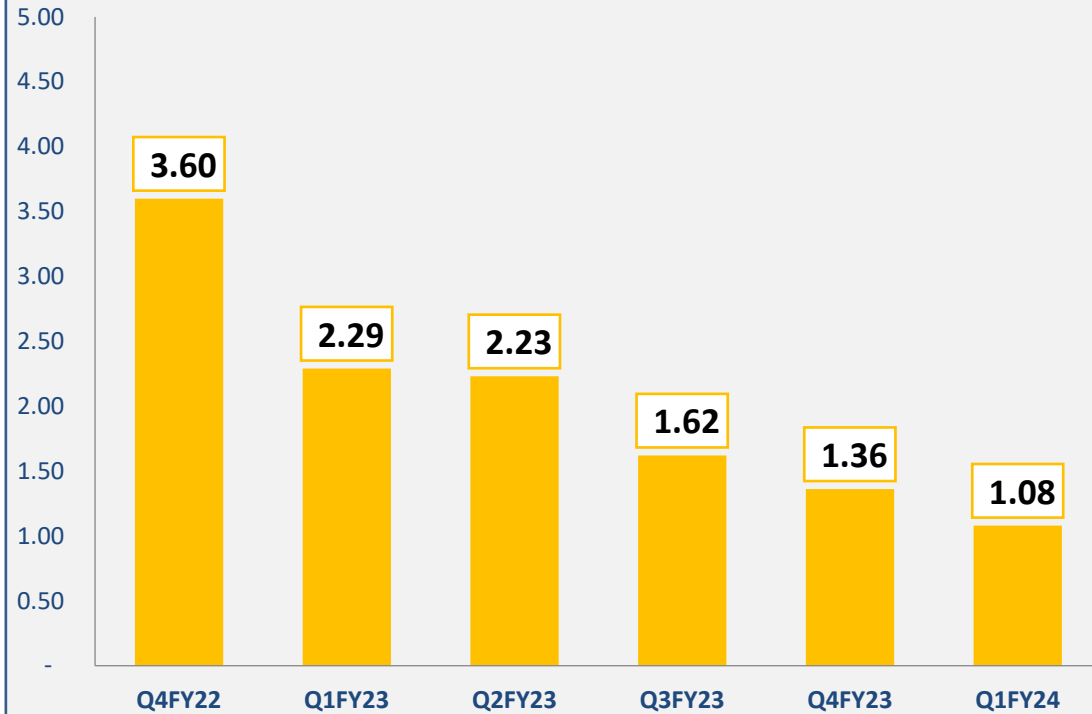
Potential for 5paisa

Business Performance

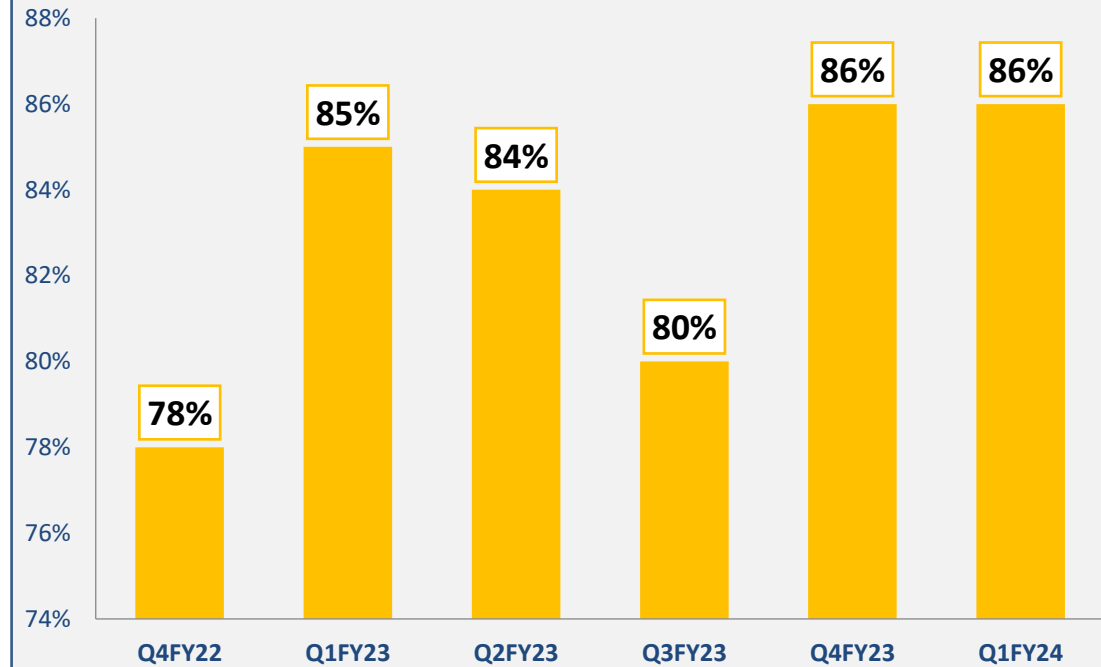
Financial Performance

About Us

Client Acquisition (In Lakhs)



STP - Acquisitions



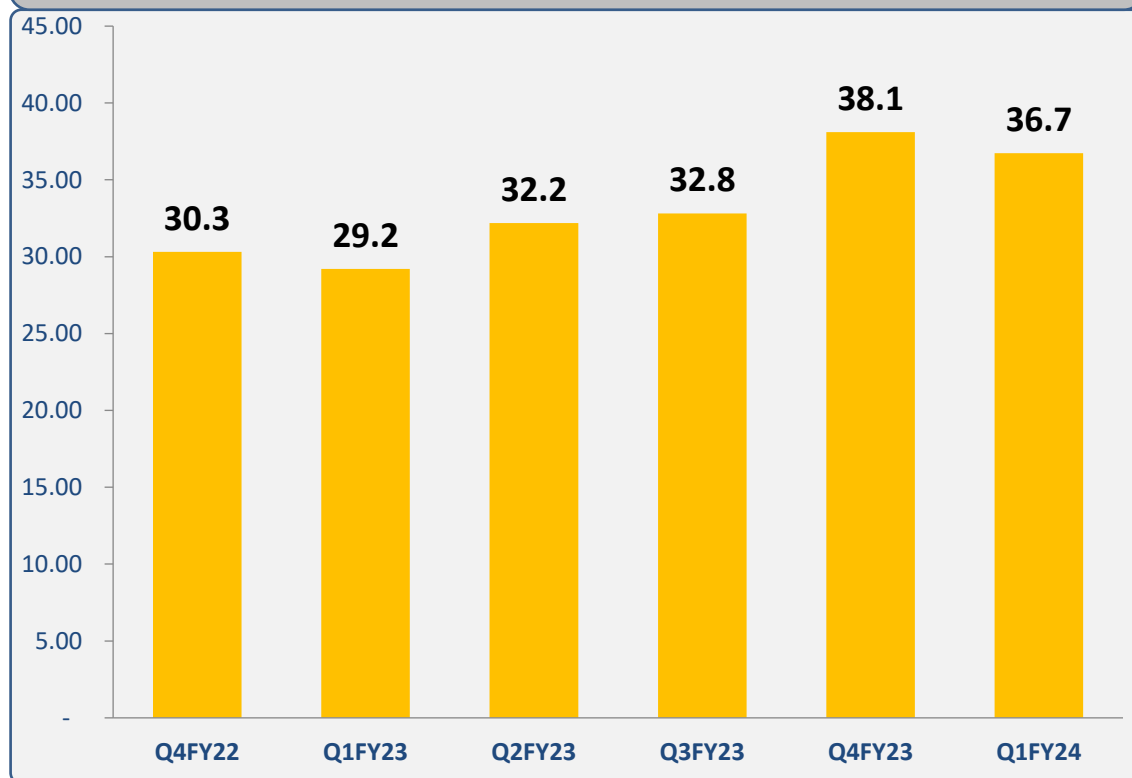
- **Total Client Acquisition** – 1.08 Lakhs for Q1FY24 (Down 21% Q-o-Q)

- **STP Acquisition** – 86% for Q1FY24 (Stable Q-o-Q)

Growth in orders & Retail Market Share

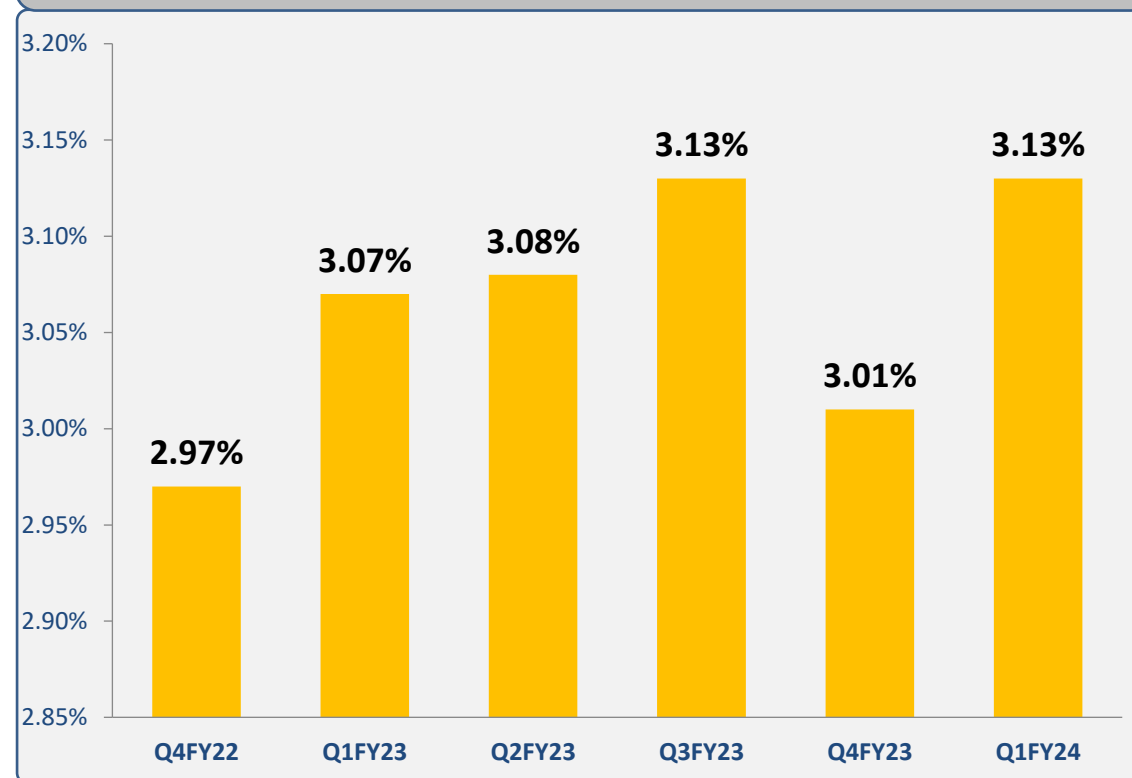


Total Orders* (in Mn)



- **Total Orders** – 36.7 Mn for Q1FY24 (Down 3.55% Q-o-Q)

Retail Market Share



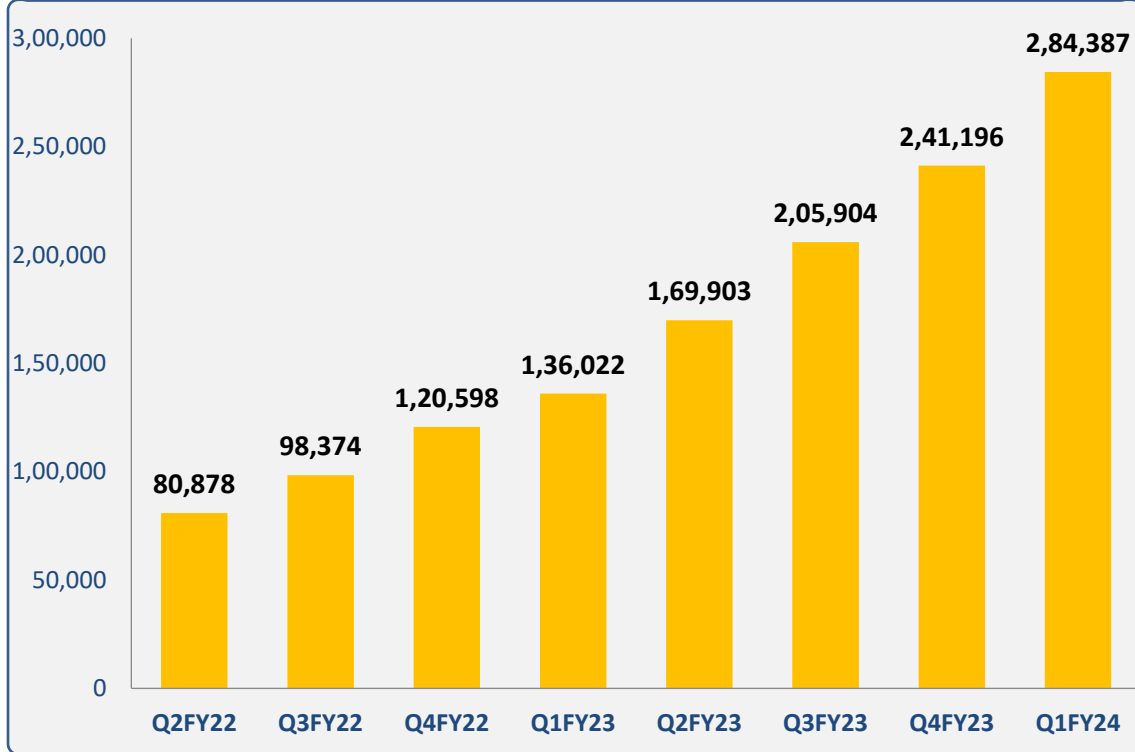
- **Retail Market Share** – 3.13 % for Q1FY24 (Up 4 % Q-o-Q)

*Number of working days in Q1FY24 is 60 days Vs 62 days in Q4FY23

Growth in ADTO , Customers and Revenue

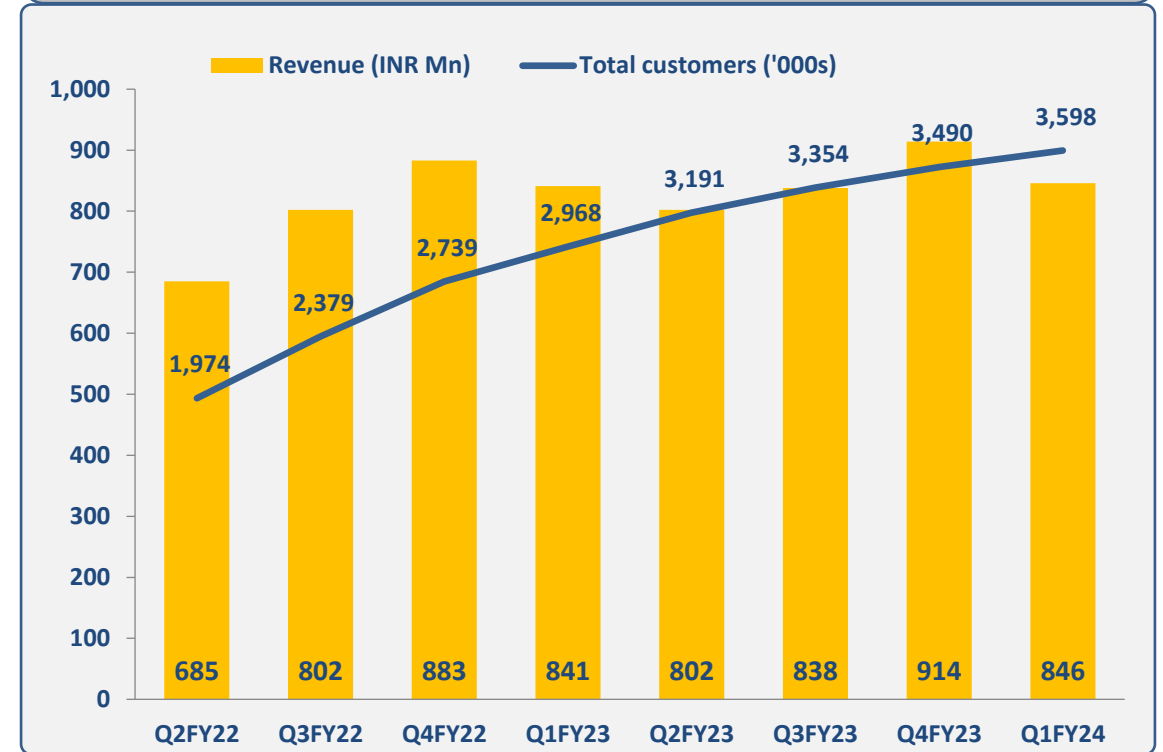


Avg. Daily Turnover – Total (in Cr)



- **ADTO** – 2,84,387 Cr for Q1FY24 (Up 18% Q-o-Q)

Customers & Revenue Growth



- **Revenue** – 846 Mn for Q1FY24 (Down 7 % Q-o-Q)

- **Total Client base as on Jun 23** – 3.59 Mn

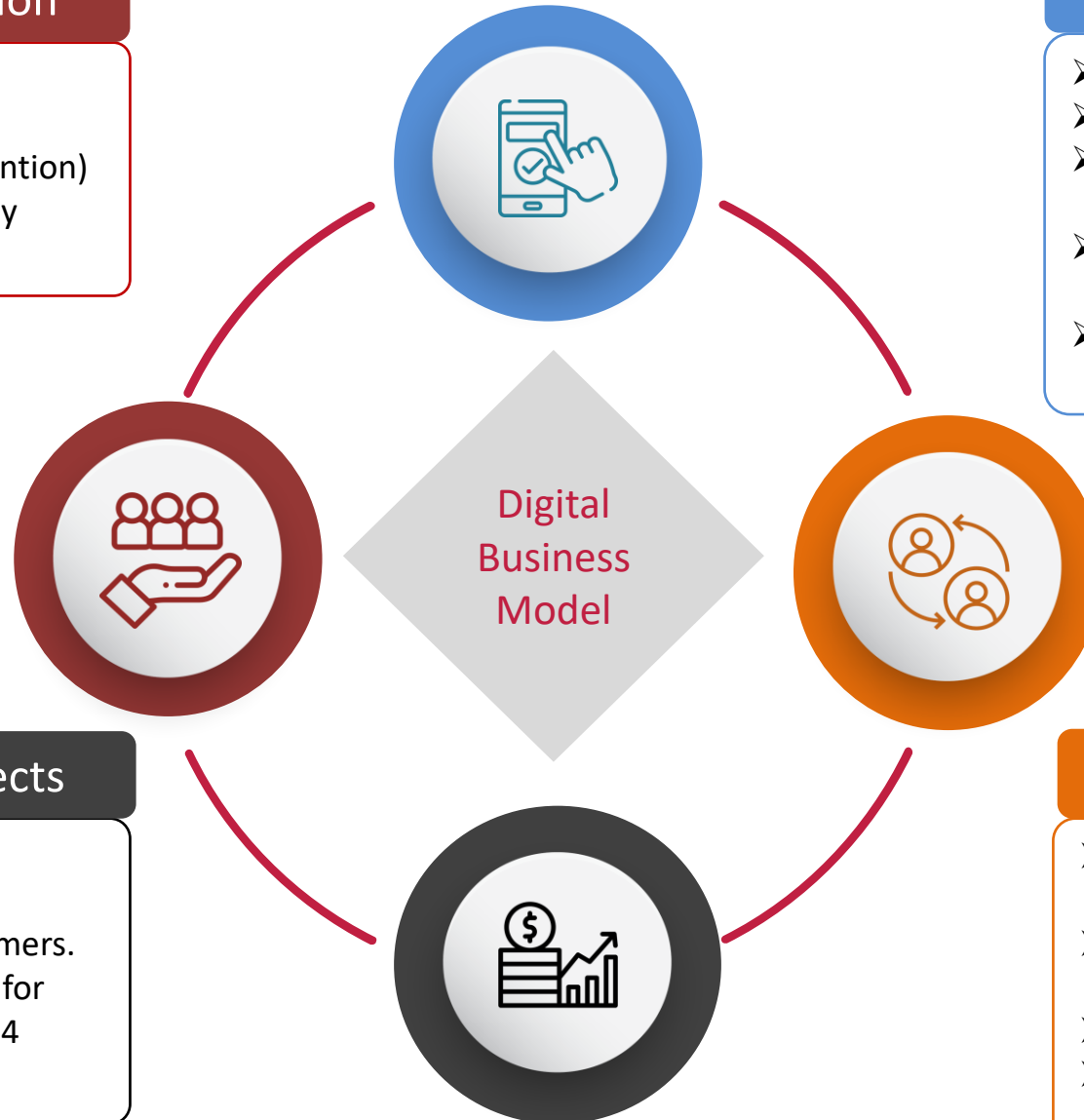
Reliable & Scalable Digital Business Model

Digital Customer Acquisition

- **3.59 Mn Customer Base**
- **100%** Paperless Client activation
- **86% STP** (without human intervention)
- **91%** Client are from Tier 2 & 3 city

Superior Digital Platform

- **15.7 Mn** App downloads with 4.3-star rating
- **35%** of manpower is Tech and Product
- High customer satisfaction with **80%** NPS Score
- **FNO 360** - Dedicated Trading platform for derivative traders
- **One stop solution** for Investing, Trading, MF, Bonds, IPO, Lending, Wealth Management

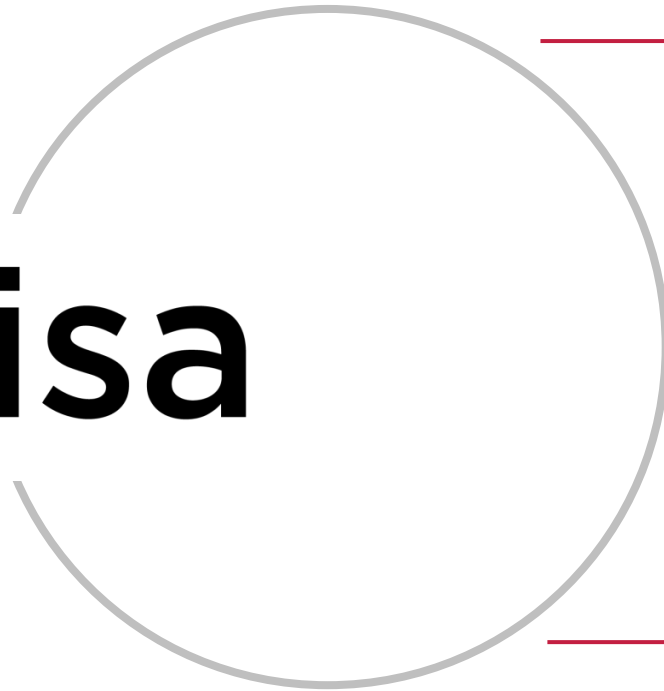
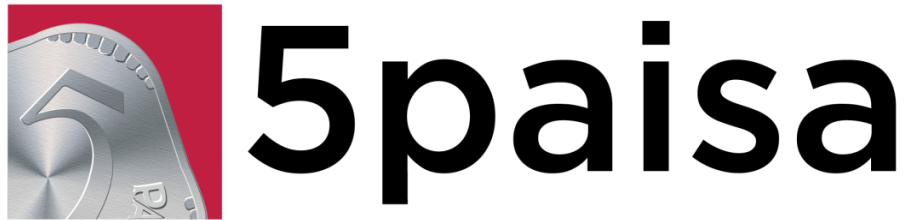


Proven Growth in all aspects

- **Decrease** in Total Cost in Q1FY24
- **Reduction in CAC.**
- **High Life -Time Value(LTV)** customers.
- **Improvement in Payback period** for new customer acquired in Q1FY24

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

Potential for 5paisa

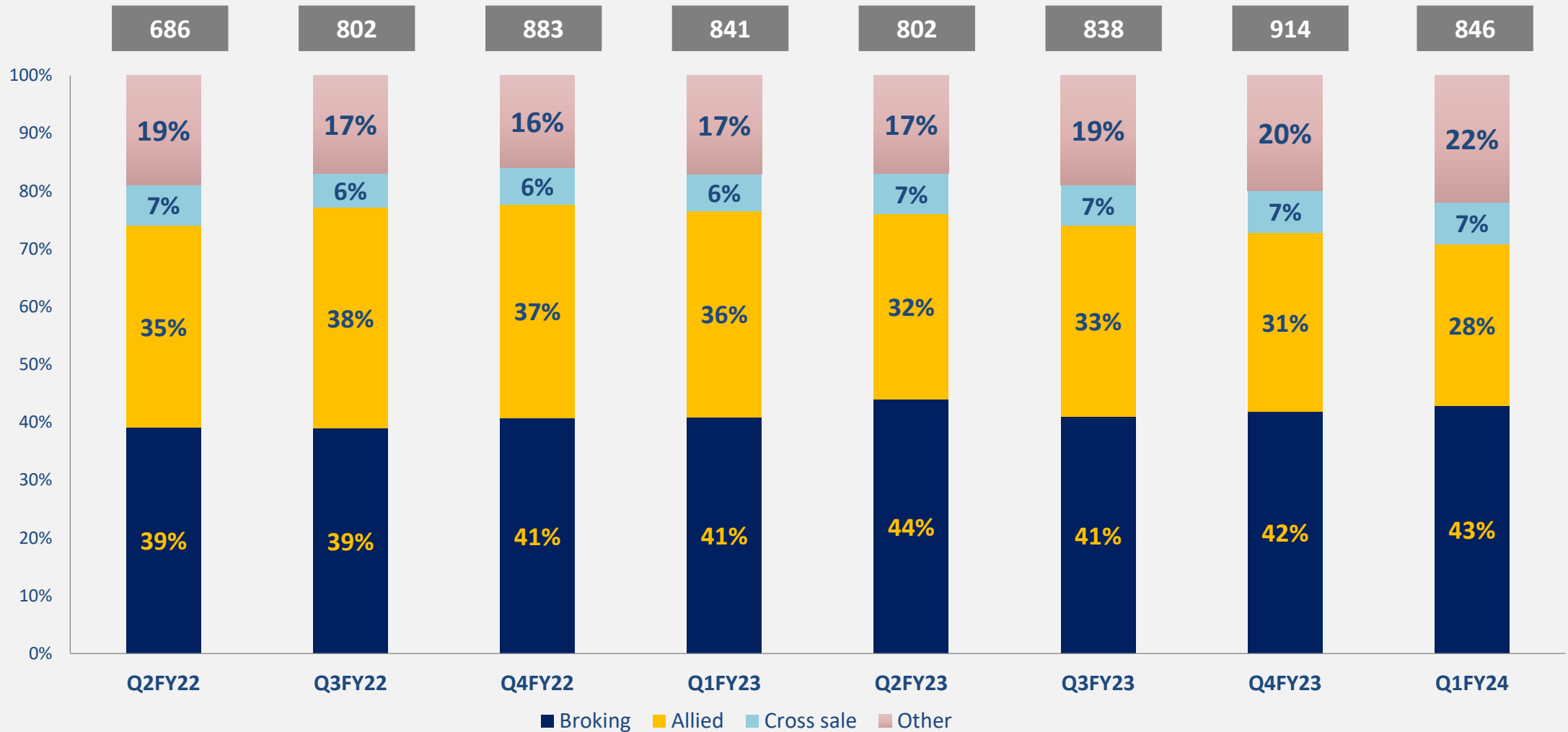
Business Performance

Financial Performance

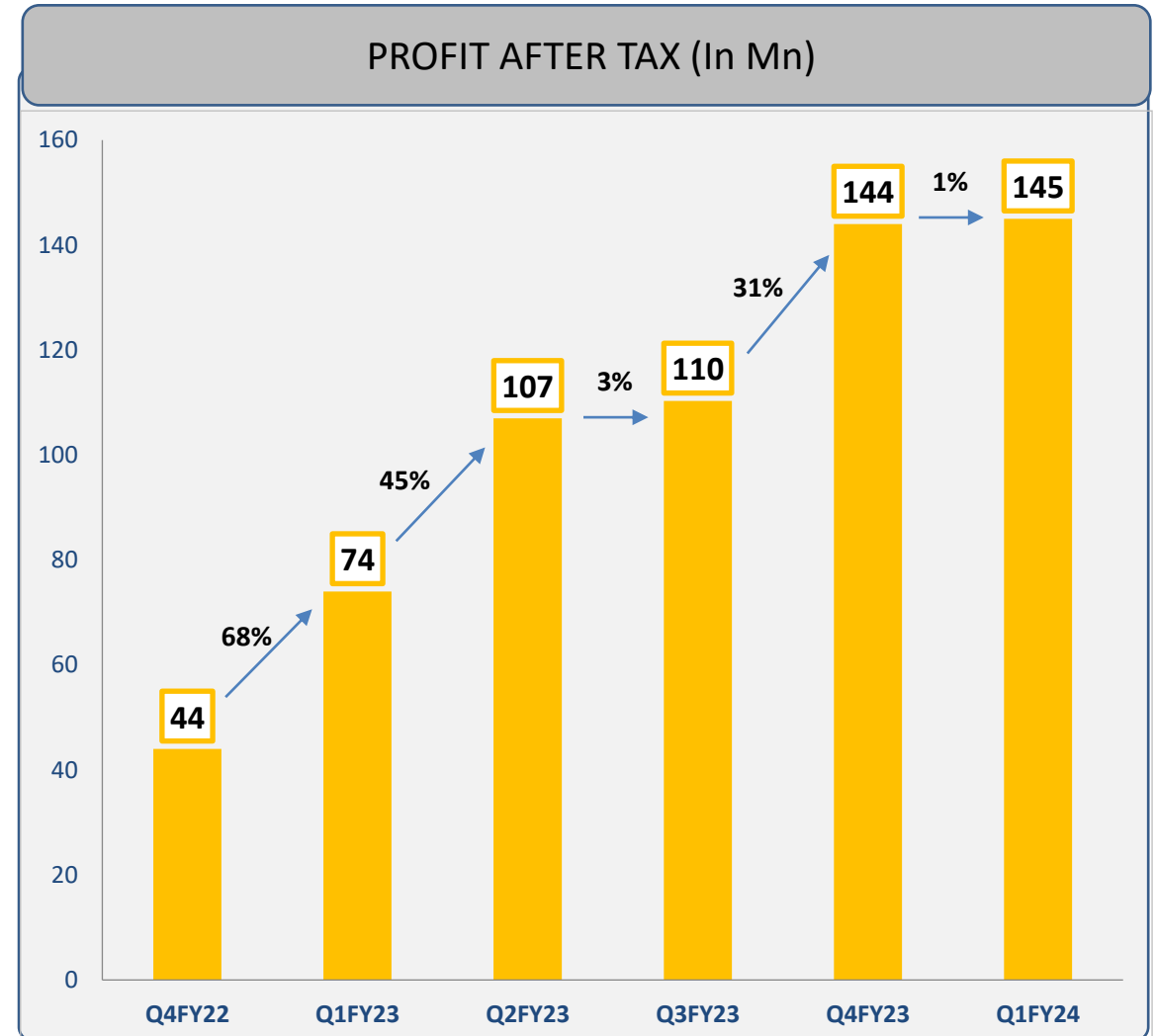
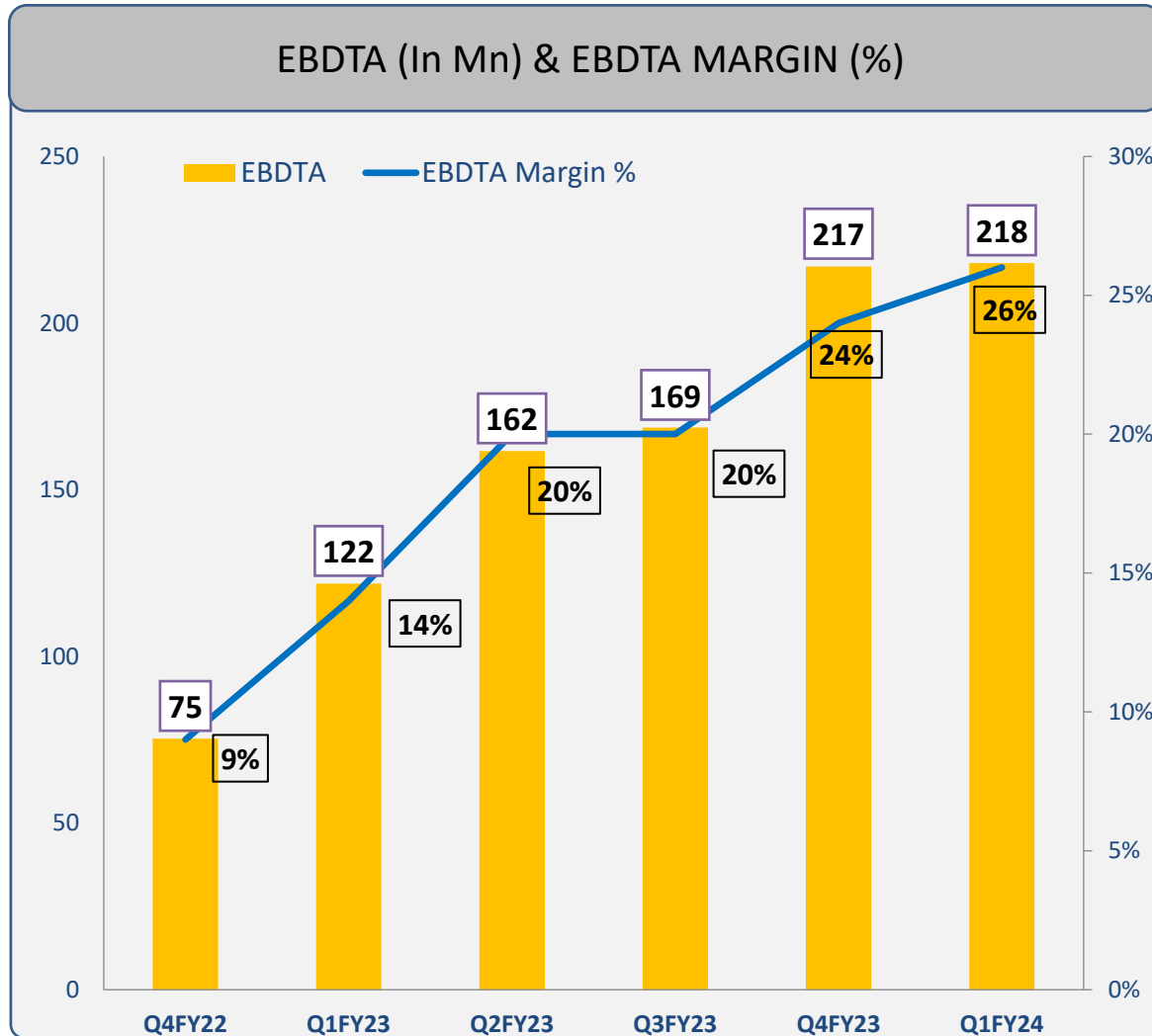
About Us

Revenue Mix & Total Revenue

Revenue Mix & Total Revenue (In Mn)

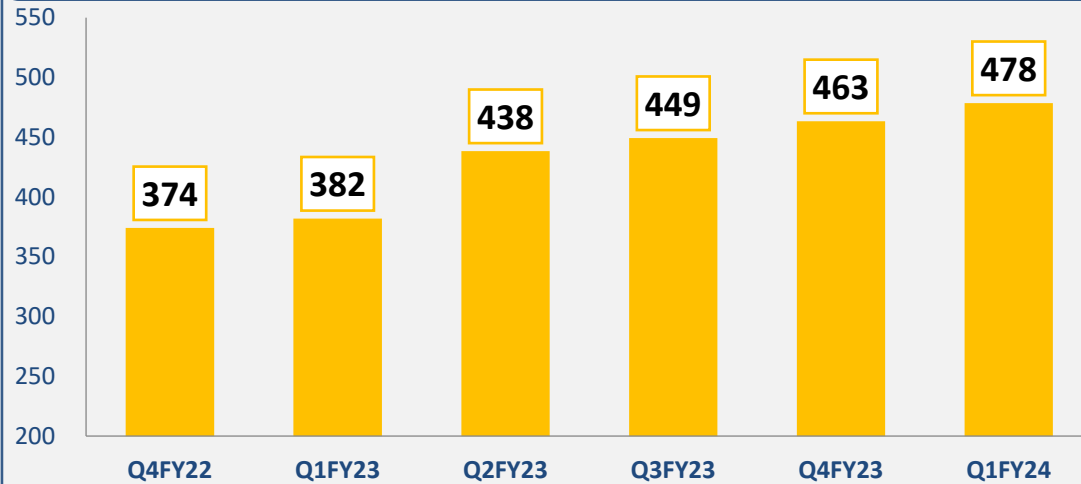


EBDTA & Profit Growth Trend

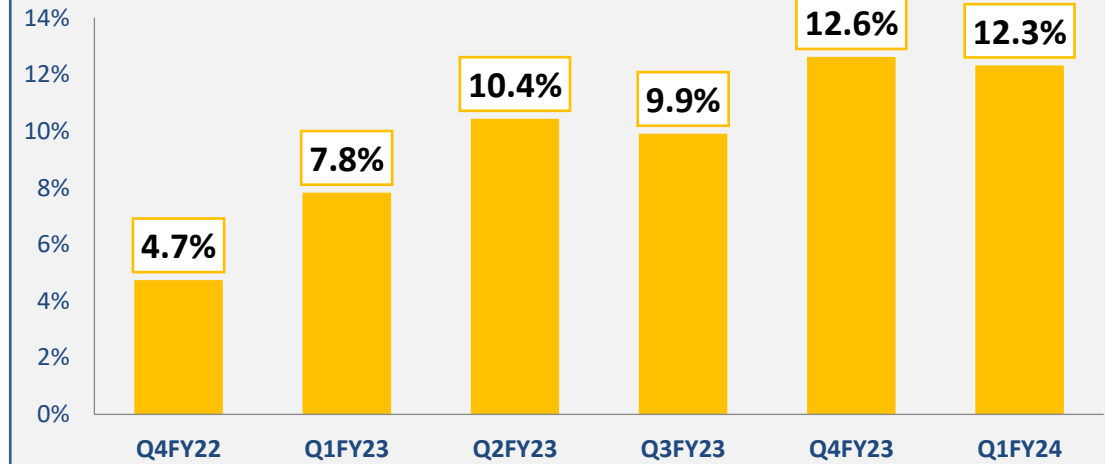


Improving Financial Ratios

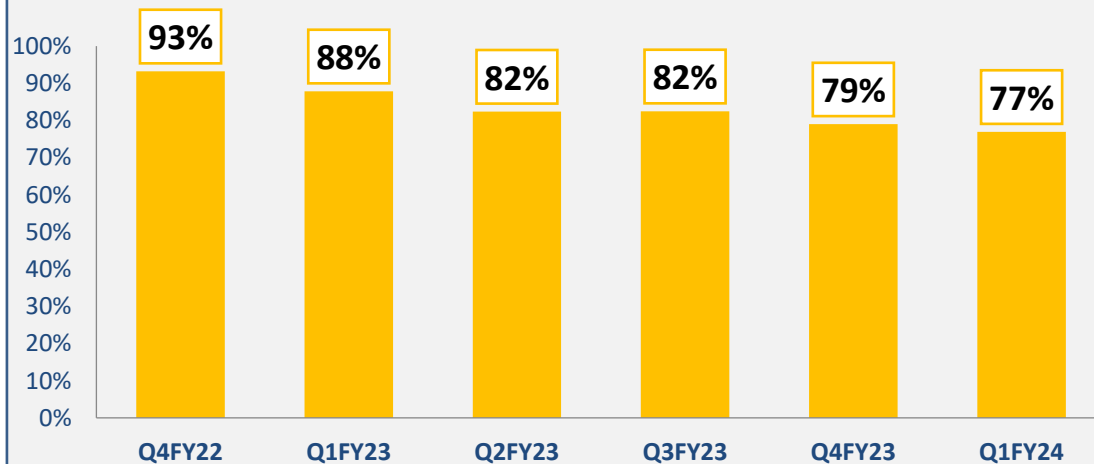
Net-worth (In Cr)



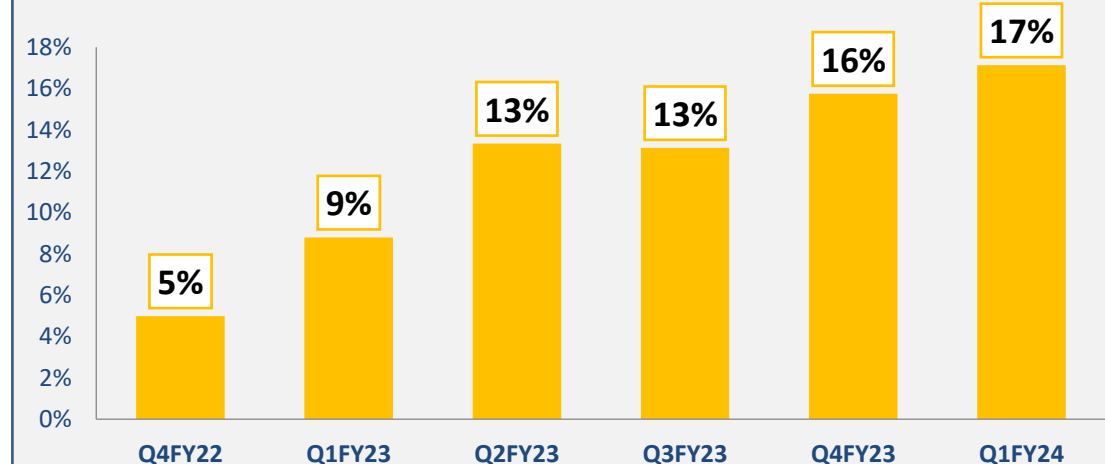
Return on Net Worth



Cost to Income ratio



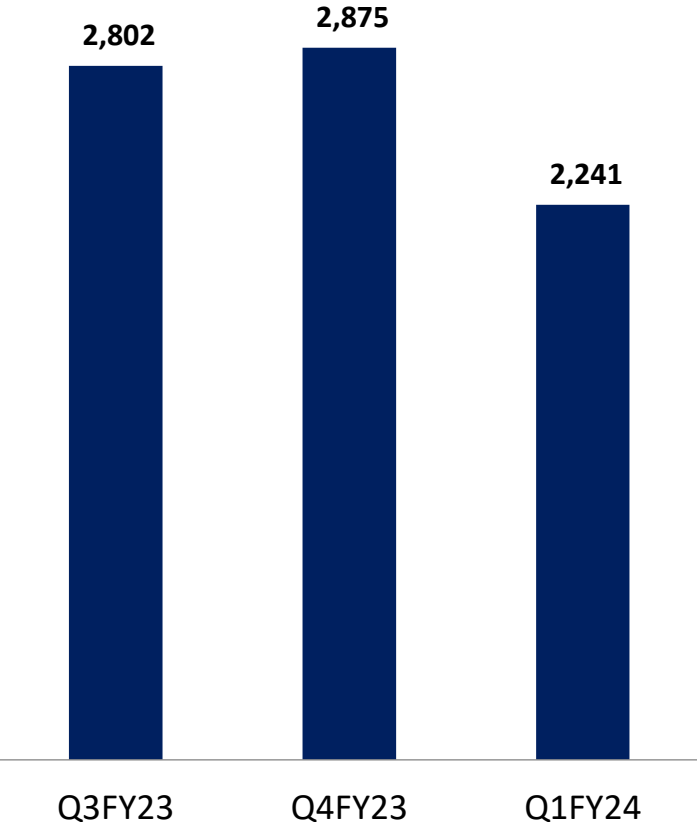
Net Profit Margins



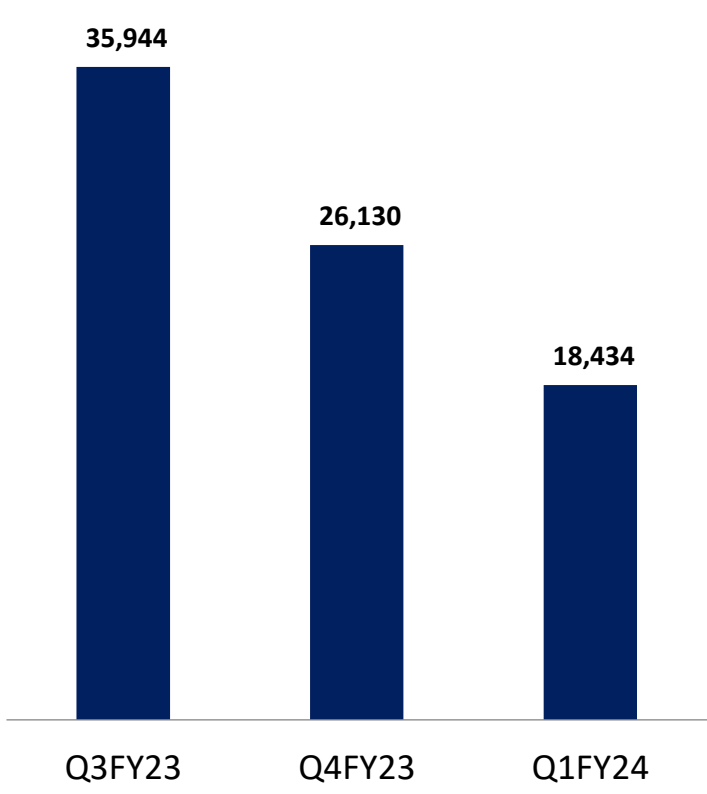
Client Funding Book Spread Over Wide Customer Base



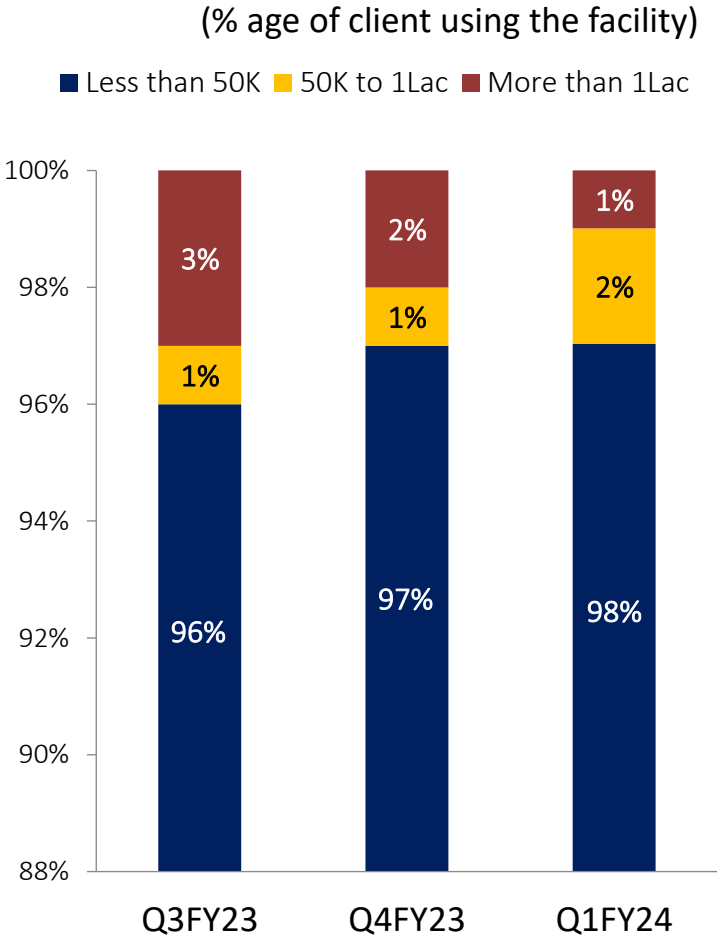
Avg Client Funding Book Size
(in Millions)



Low Per Client Exposure
(In INR)



Client Funding Book Segmentation

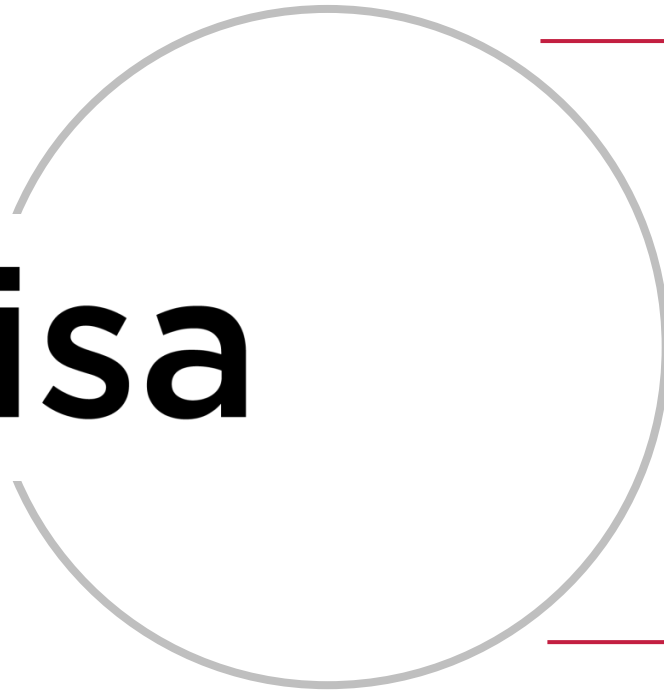
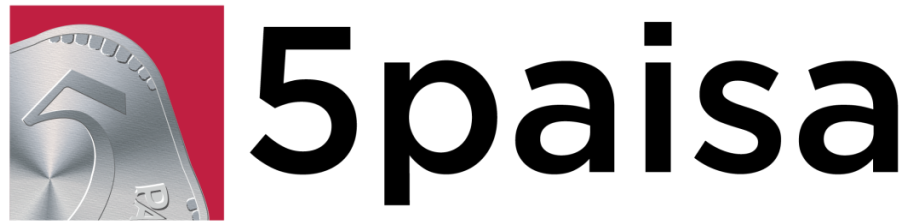


Consolidated Profit & Loss for quarter ended June 23

INR Million	Quarter Ended			Quarterly Variances		Year Ended
	Q1FY24	Q4FY23	Q1FY23	Q-o-Q	Y-o-Y	FY23
<i>A. Income From Operations</i>						
Brokerage Income	361	388	346	-7%	4%	1435
Allied Broking Income	234	281	298	-17%	-21%	1107
Cross Sales Income	62	66	51	-6%	20%	229
Other Operating Income	189	179	145	5%	30%	623
Total Income from operations (A)	846	914	841	-7%	1%	3394
Employee Cost	180	154	142	17%	27%	591
Depreciation, amortisation & impairment	23	25	21	-8%	12%	88
Finance cost	38	46	55	-17%	-30%	206
Others Expense	410	497	522	-18%	-22%	1928
Total Expenses (B)	651	722	739	-10%	-12%	2813
PBT	195	192	101	1%	93%	581
Tax expense	50	48	27	5%	85%	145
PAT	145	144	74	1%	97%	436
<i>PAT margin %</i>	<i>17%</i>	<i>16%</i>	<i>9%</i>			<i>13%</i>
Other Comprehensive income *	0	0	0	0%	-88%	-3
Total Comprehensive Income for the Period	145	144	74	1%	95%	433
Earnings Per Equity Share (EPS)						
Basic (In ₹)	4.74	4.77	2.51	-1%	89%	14.42
Diluted (In ₹)	4.69	4.74	2.49	-1%	88%	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



Q1FY24- Highlights

Potential for 5paisa

Business Performance

Financial Performance

About Us

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
CEO

- 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 & 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 CFO

- 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.

Core Management Team



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.



Mr. Mayur Dedhia
Business Head

- CFA (ICFAI) , MFA (ICFAI) , Bachelor in Commerce.
- 17+ years of experience in Project Management, Process Improvement and Team Management; presently spearheading functions with 5paisa Capital limited.
- He had worked with various organization like Syntel , Mphasis , Angel Broking Pvt.Ltd.



**BFSI SEO
Awards 2023**



The Great
Indian BFSI
CEO of The
Year –
Prakash
Gagdani



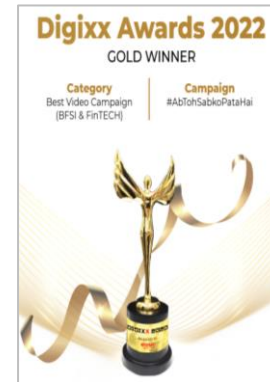
The Great
Indian BFSI
fastest
growing
company of
the year



NAYA
BHARAT
BUSINESS
CONCLAVE
2022



Excellence in
Online Share
Trading



Won Silver
Digixx
Awards 2022



Best
Integration
of Digital
Content with
TV

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