

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
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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

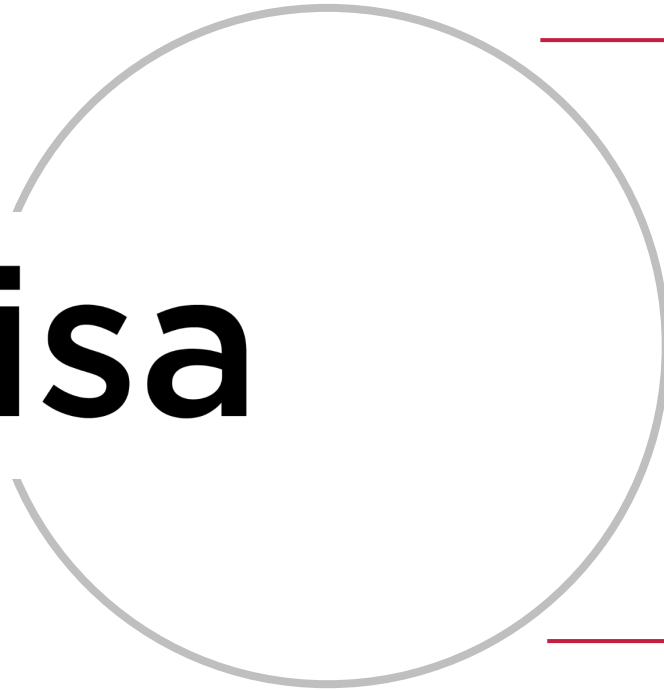
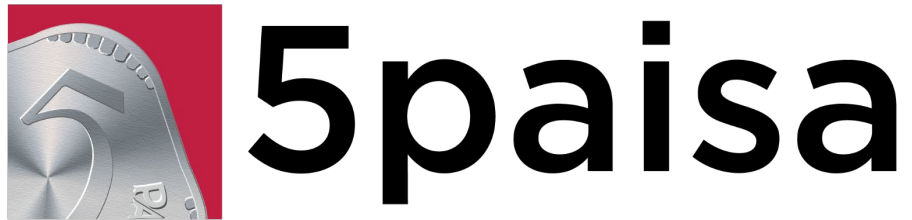
5paisa Capital Limited



5paisa

INVESTOR PRESENTATION

Quarter ended Sept 23 (Q2FY24)



● Q2FY24- Highlights

● Industry Highlights

● Business Performance

● Financial Performance

● Management Team, ESG & Awards

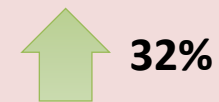
Key Highlights of Q2FY24 vs Q1FY24



Revenue
969 Mn



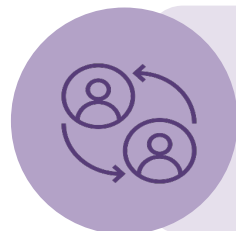
Profit after Tax
190 Mn



Customer Acquisition
1.35 Lac



Customer Base
3.73+ Mn



ADTO
3.62+ Tn



App User
16.5+ Mn

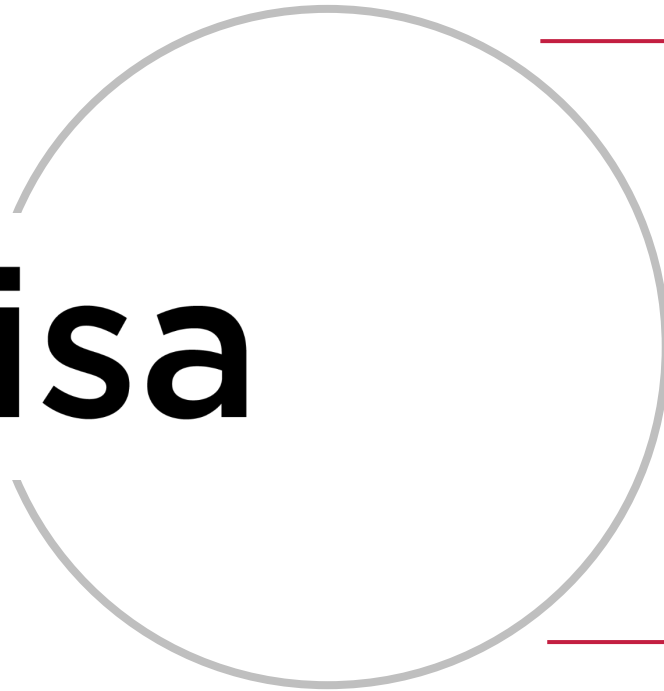
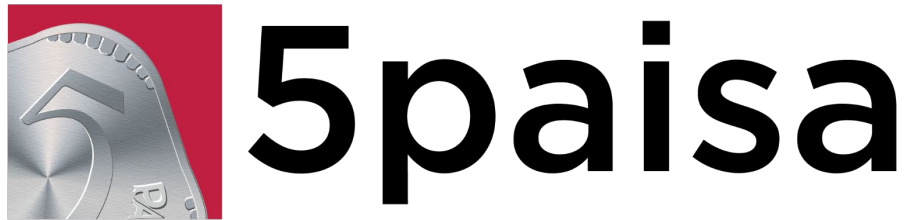


Average Funding Book
269 Cr



Retail Market Share
3.23%





● Q2FY24- Highlights

● **Industry Highlights**

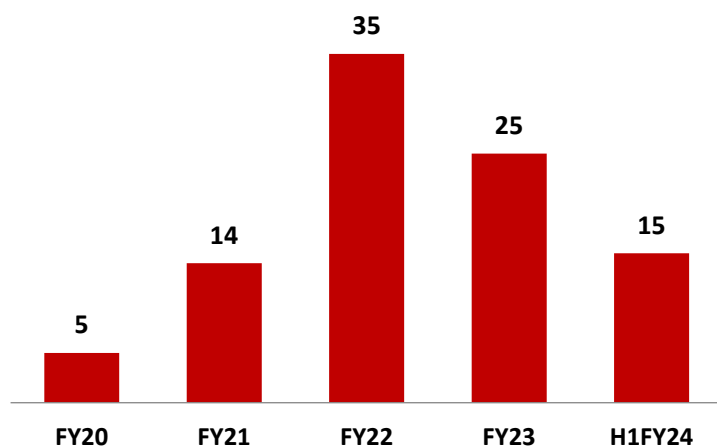
● Business Performance

● Financial Performance

● Management Team, ESG & Awards

Industry Trend

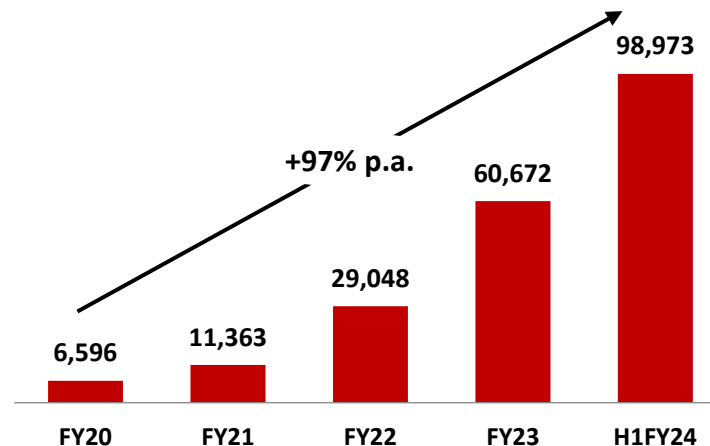
Incremental demat accounts (Mn)



- 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

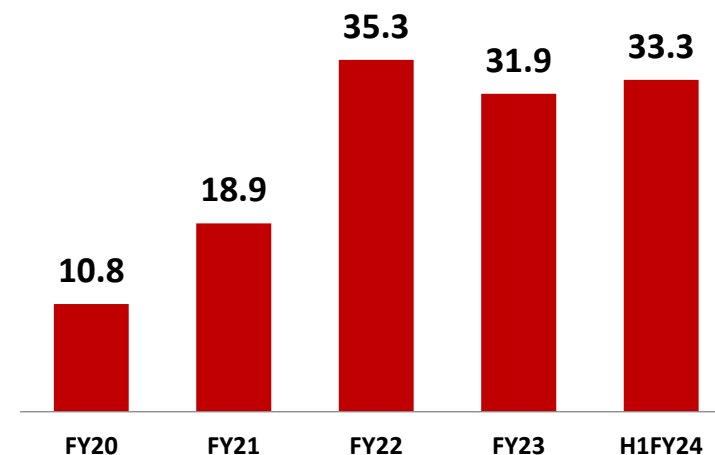
Retail Derivative ADTO (in INR Bn)



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

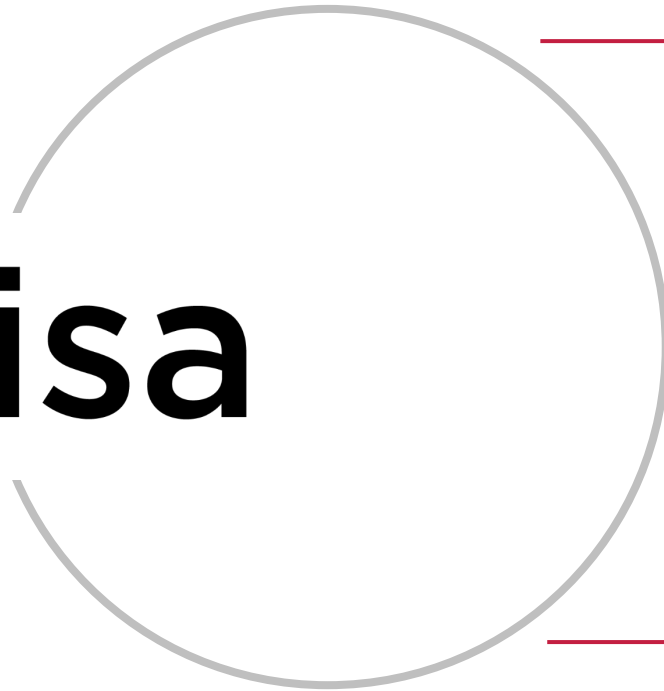
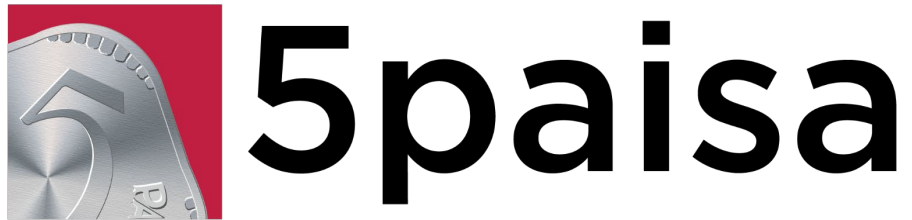
Source: NSE

Active clients (in Mn)*

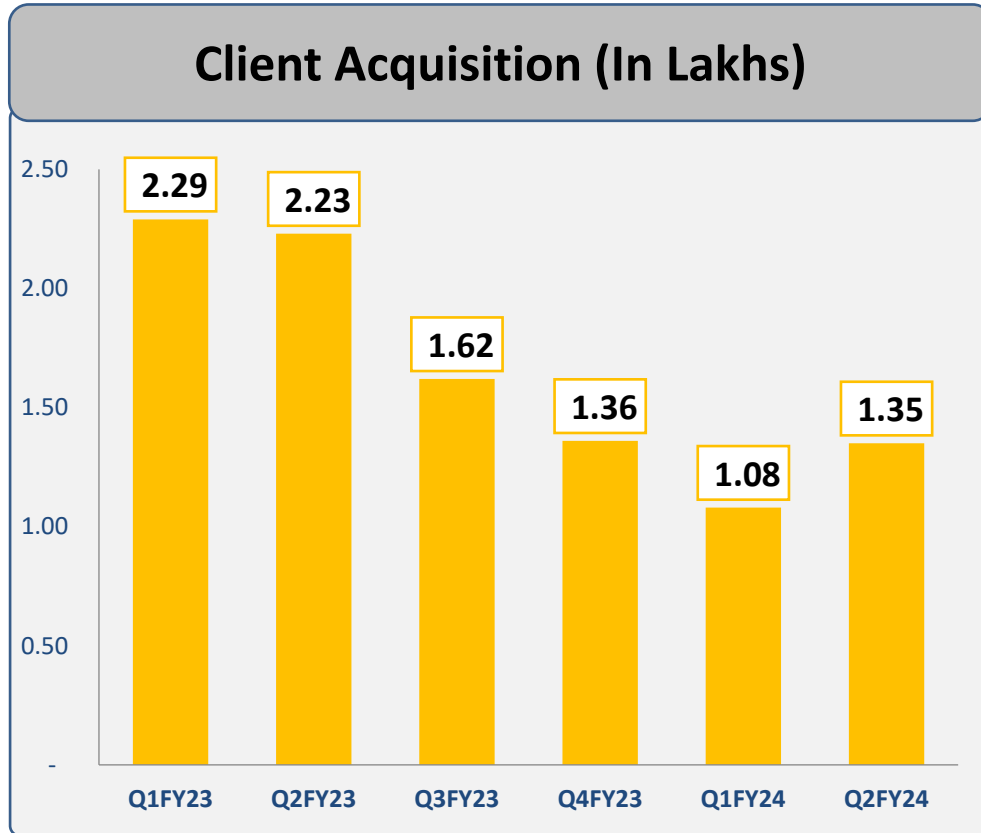


- Number of NSE Active clients have seen a rapid rise in the past 5 years

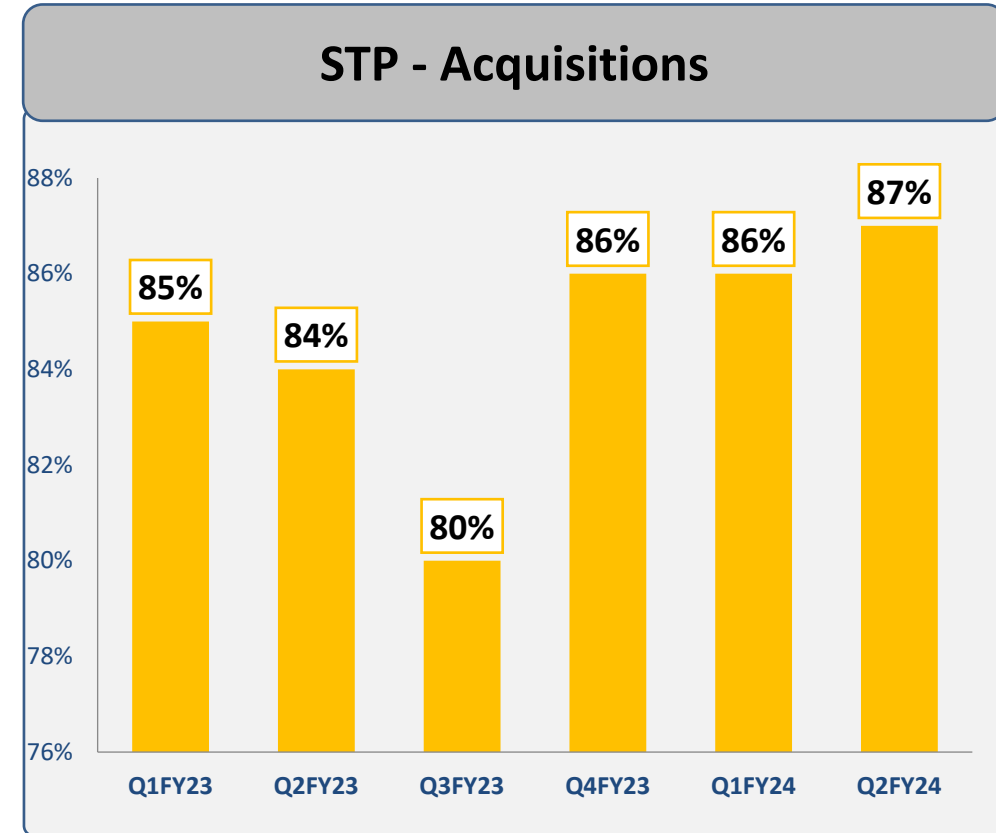
Source: NSE



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



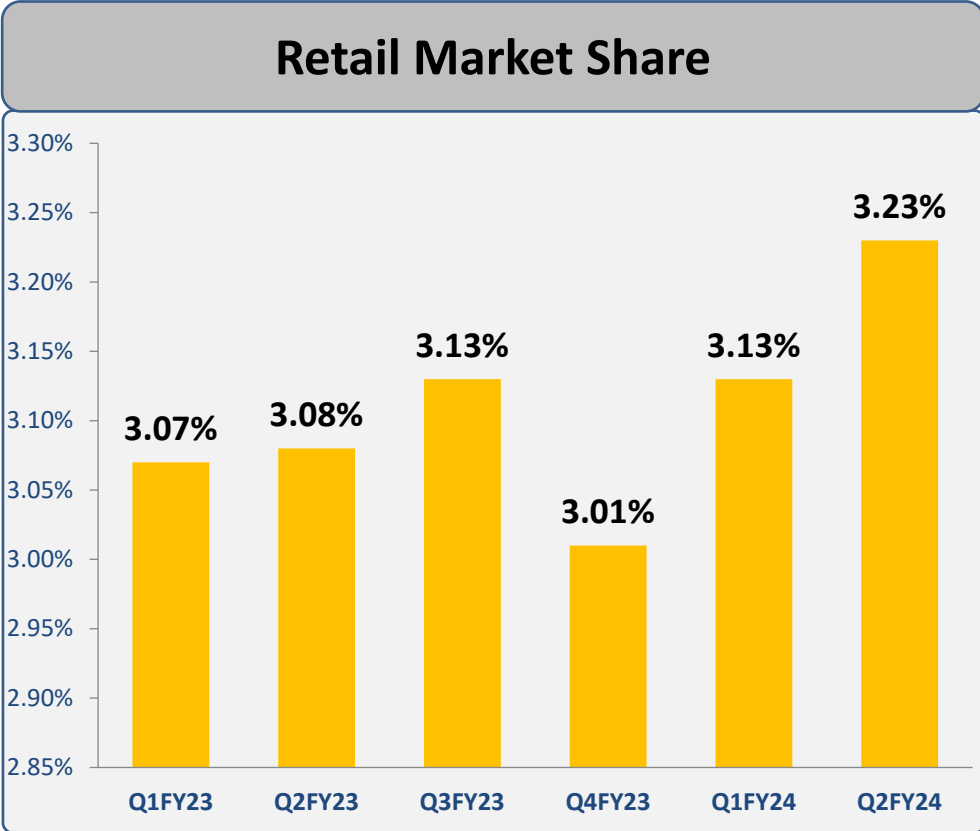
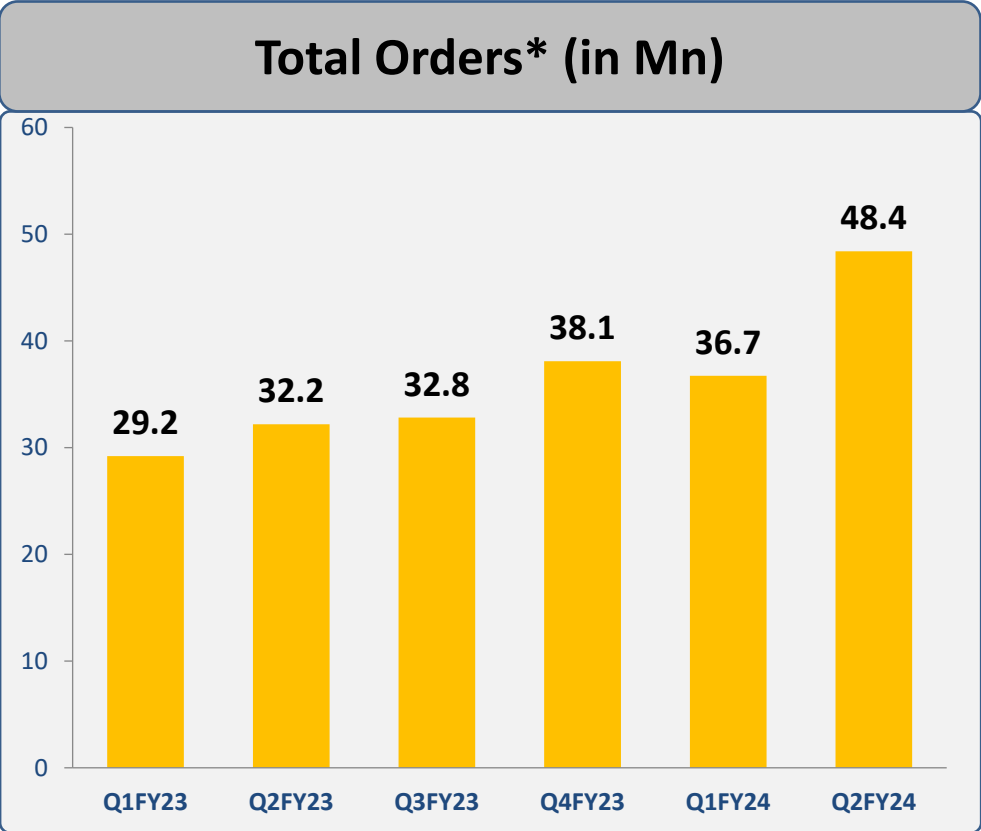
- **Total Client Acquisition** – 1.35 Lakhs for Q2FY24 (Up 25% Q-o-Q)



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

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

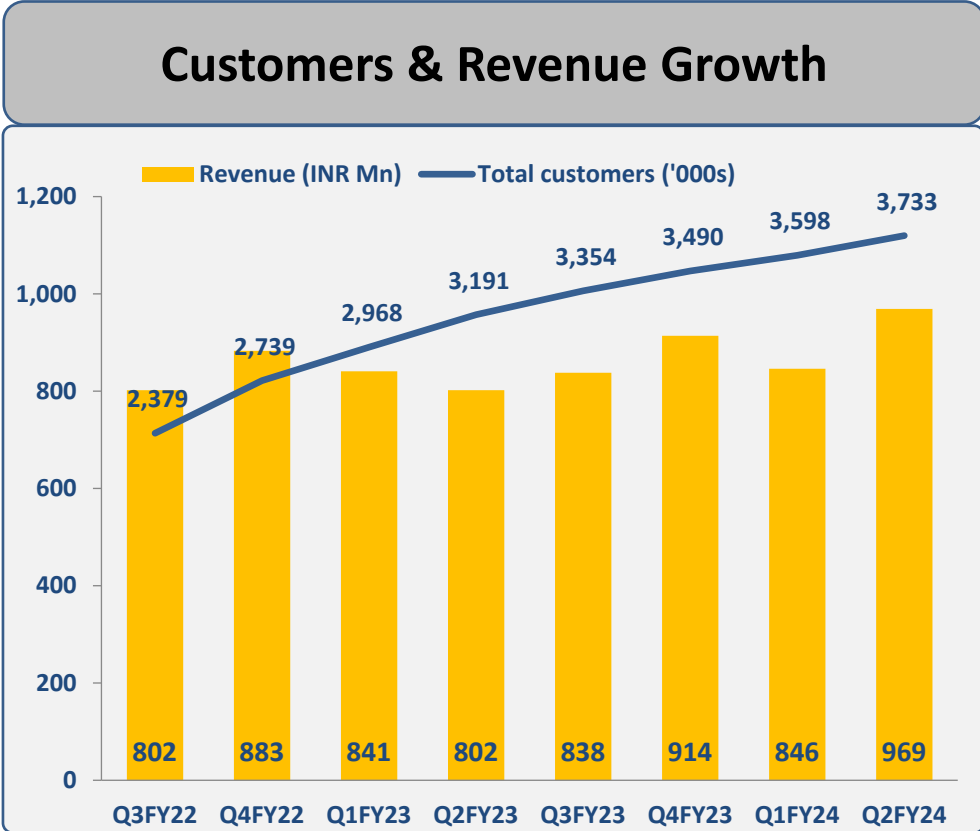
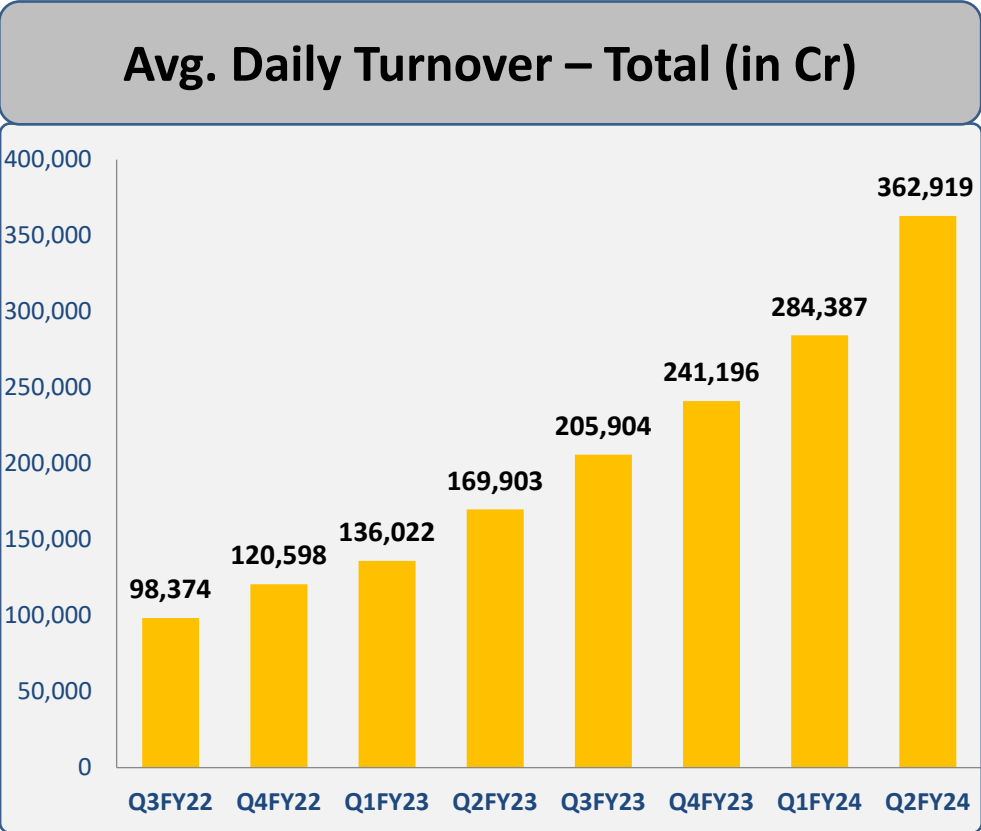
Growth in orders & Retail Market Share



- 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



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

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

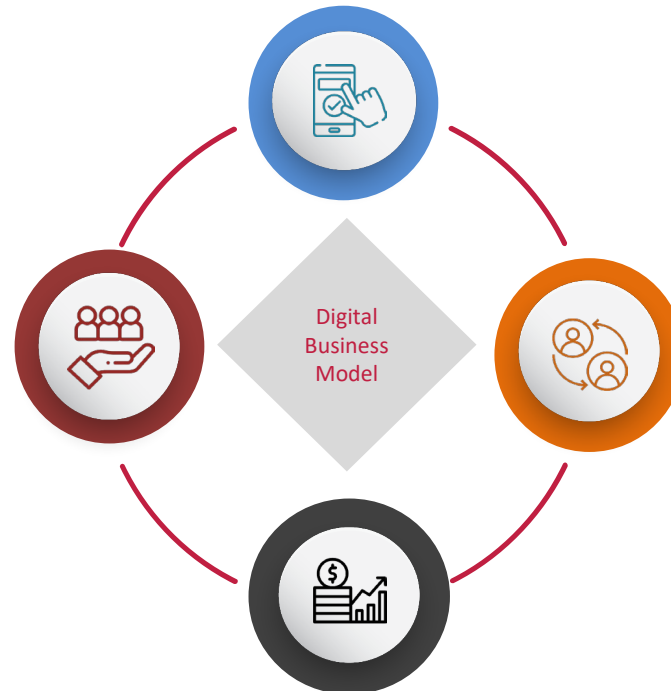
- **Total Client base as on Sept 23** – 3.73 Mn

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.

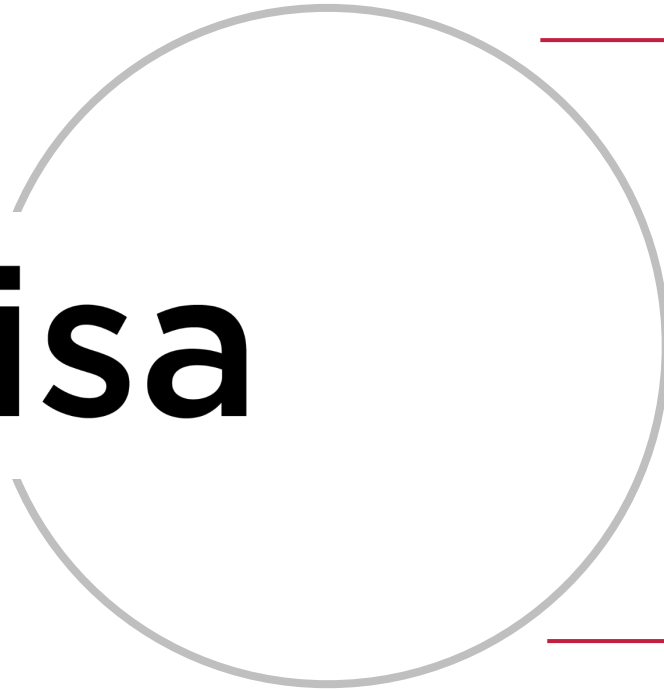
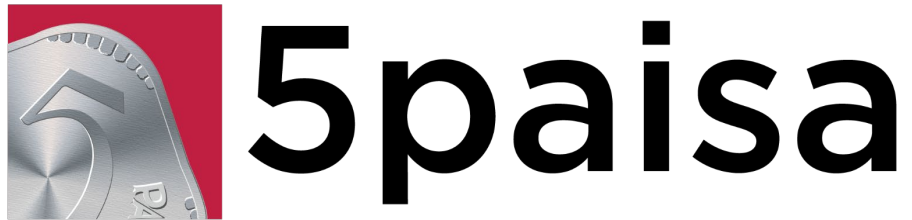


Superior Digital Platform

- **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

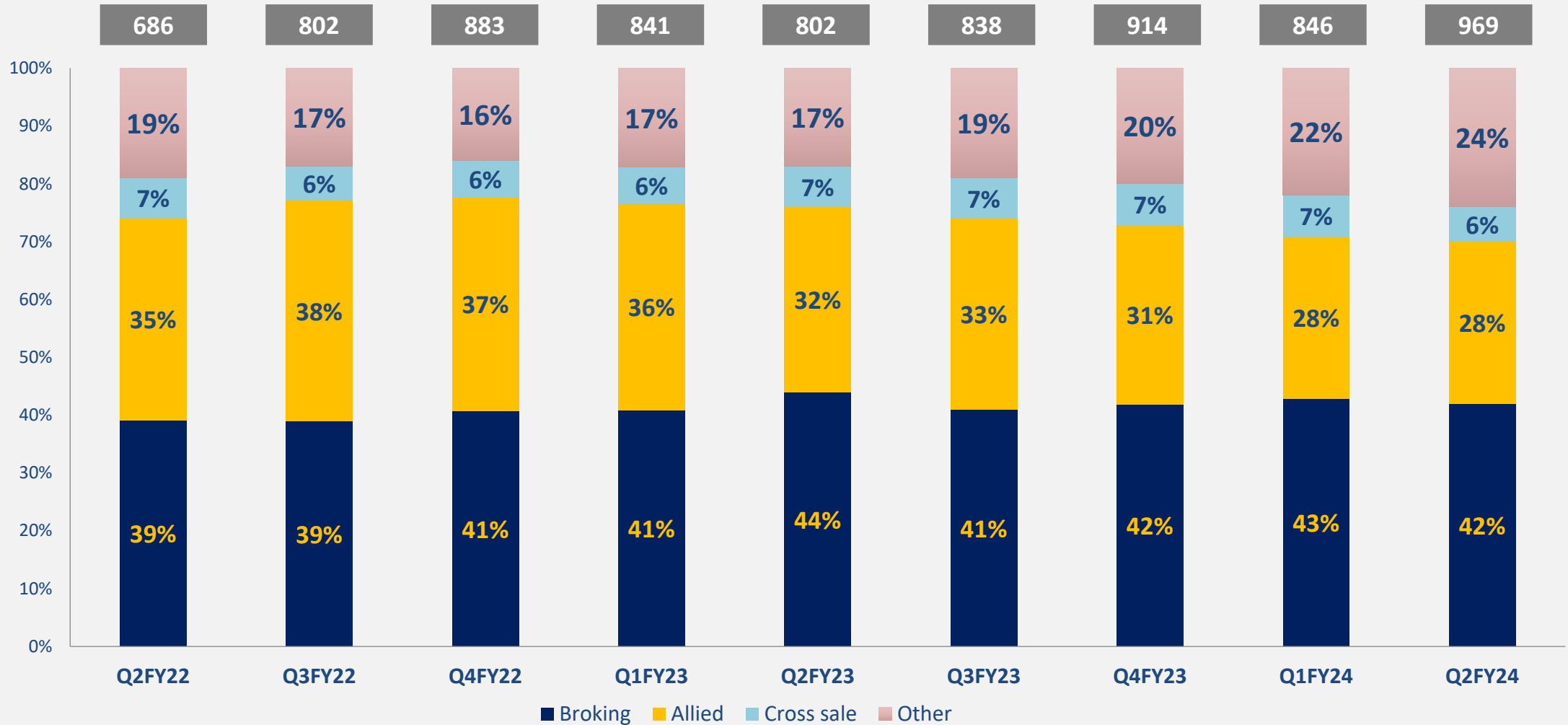
- Profitable Listed Discount Broker with strong Net-worth
- Highly secure as net-worth is almost **50%** of client funds
- Compliance in all regulatory Norms
- Qualified Stock -Broker as per SEBI New norms



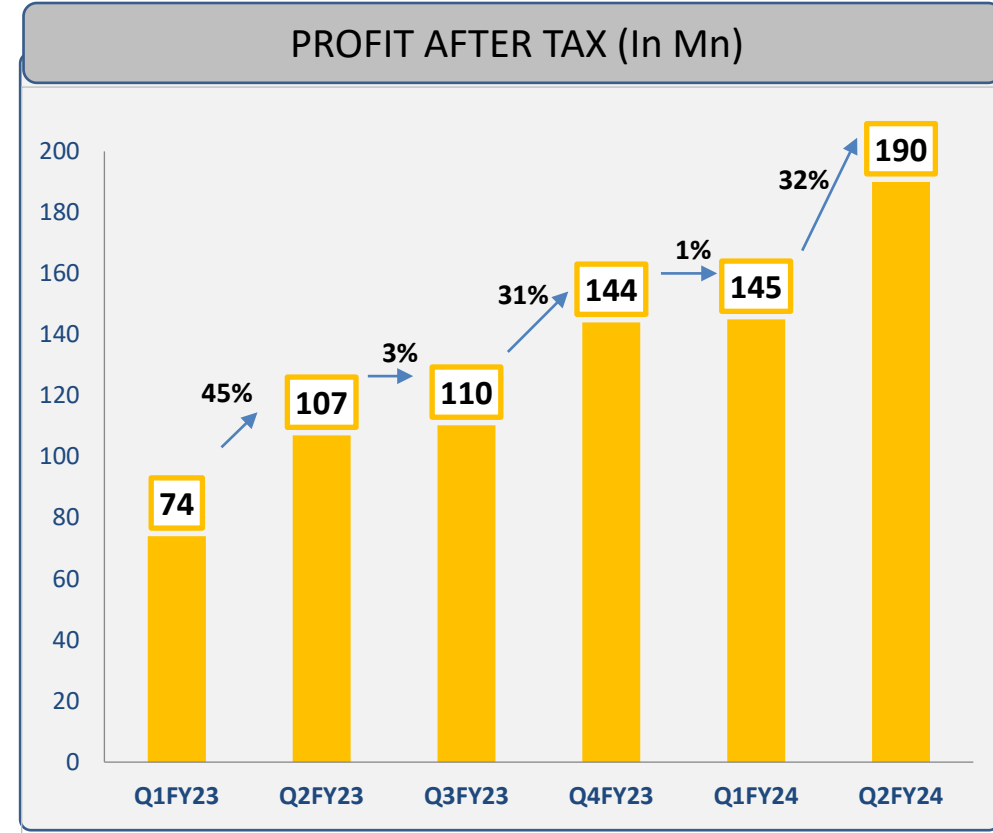
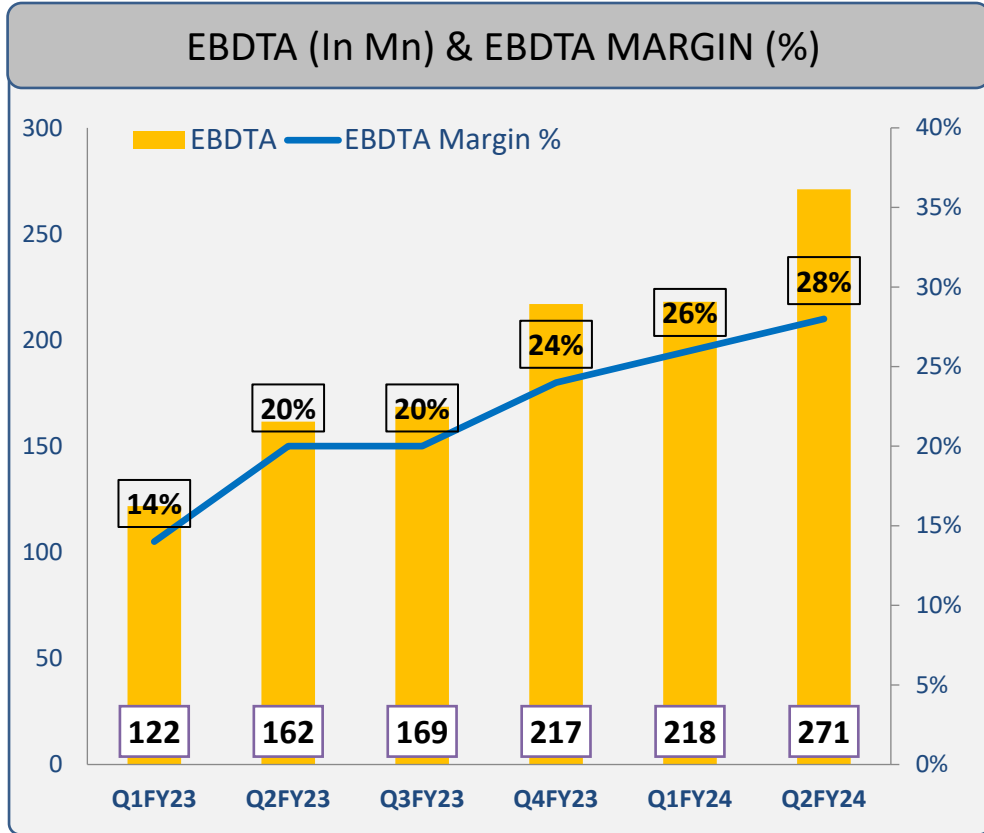
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- **Financial Performance**
- Management Team, ESG & Awards

Revenue Mix & Total Revenue

Revenue Mix & Total Revenue (In Mn)

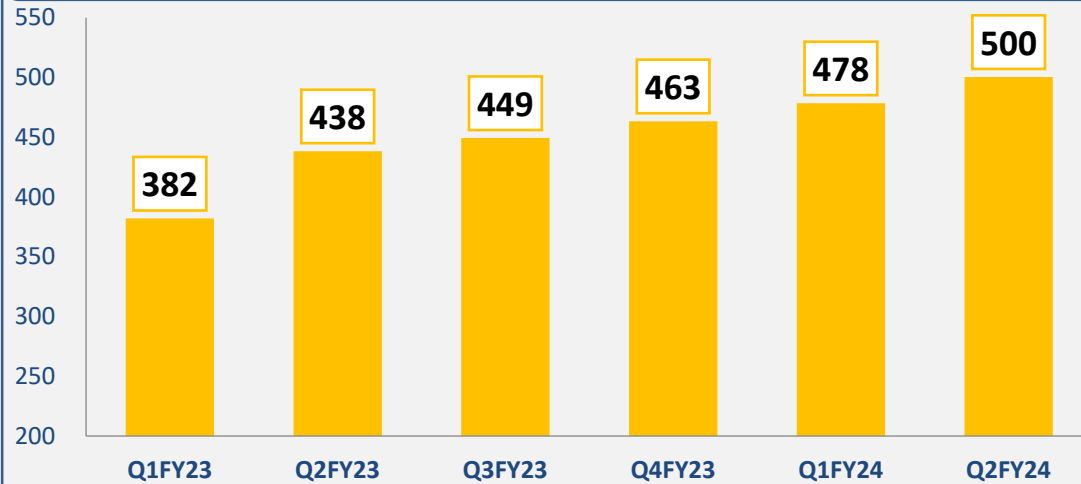


EBDTA & Profit Growth Trend

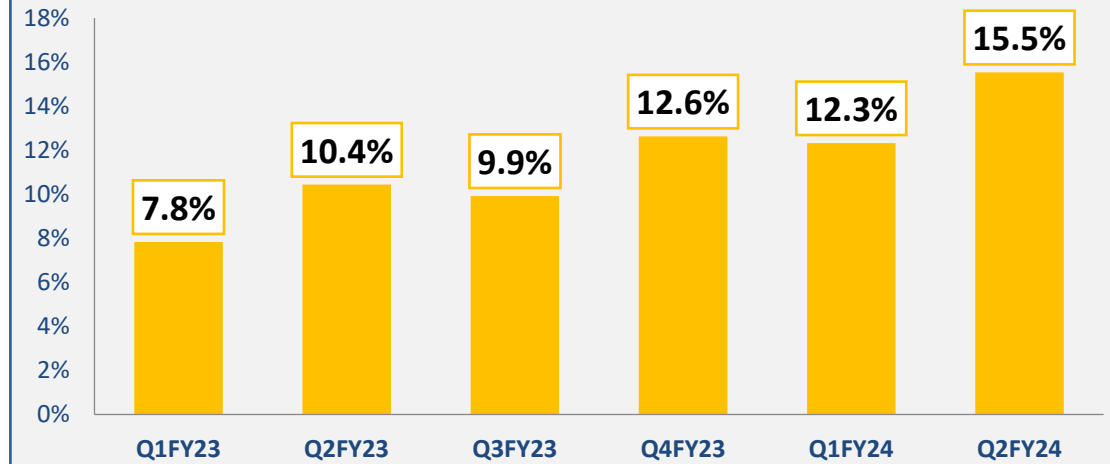


Improving Financial Ratios

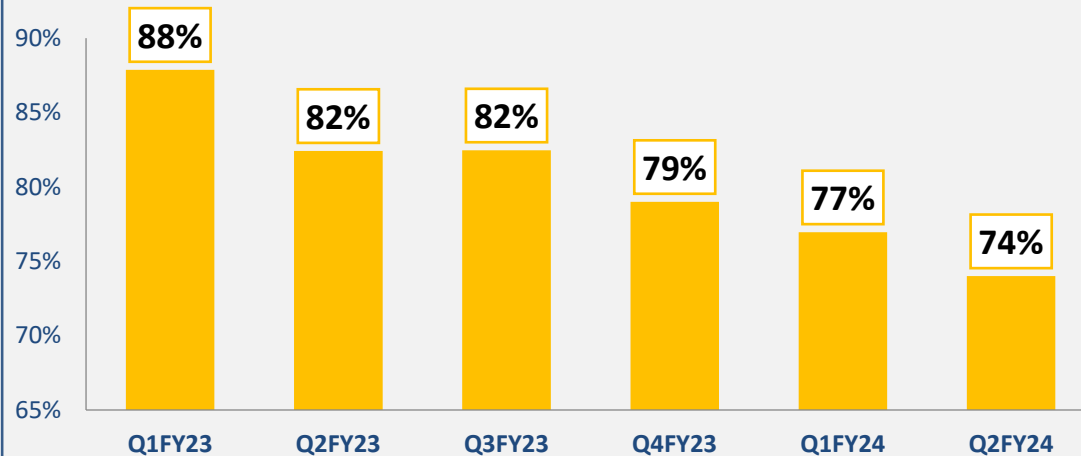
Net-worth (In Cr)



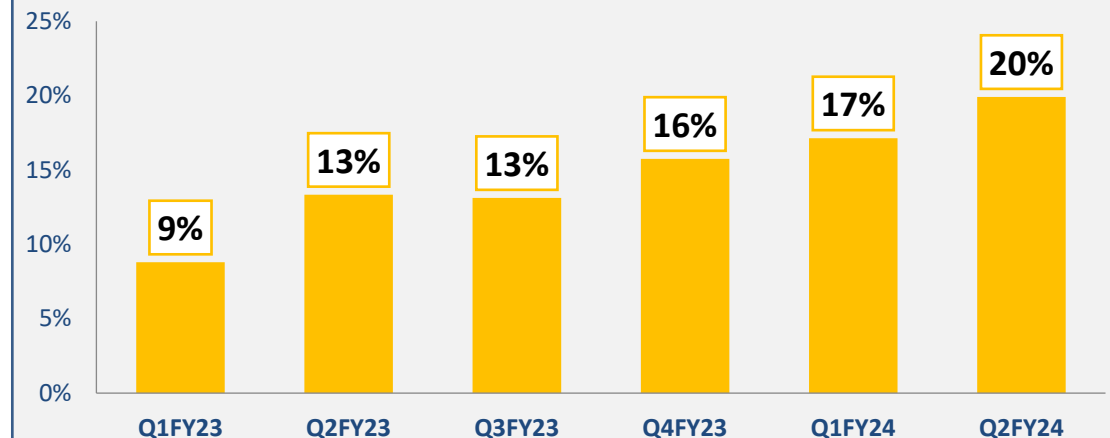
Return on Net Worth



Cost to Income ratio



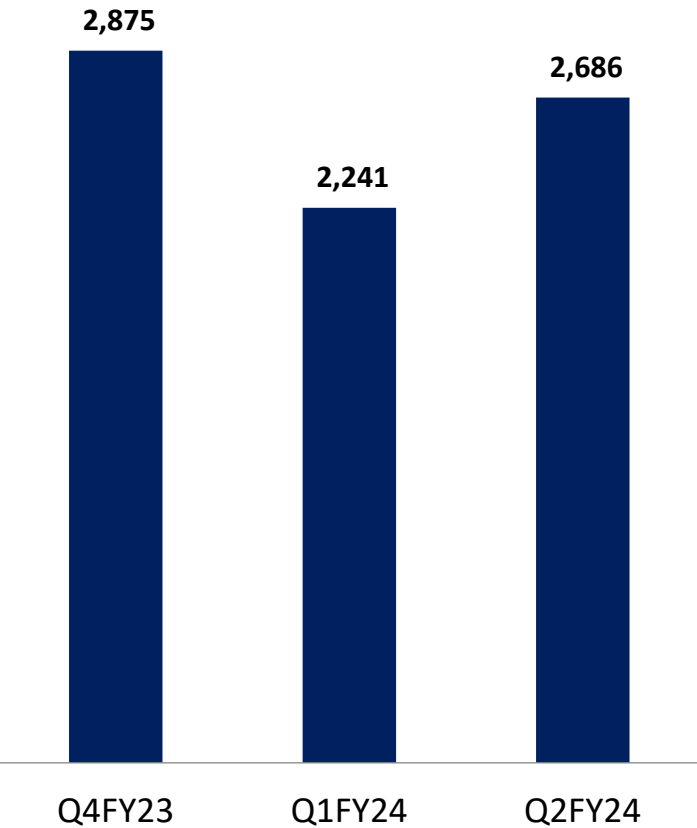
Net Profit Margins



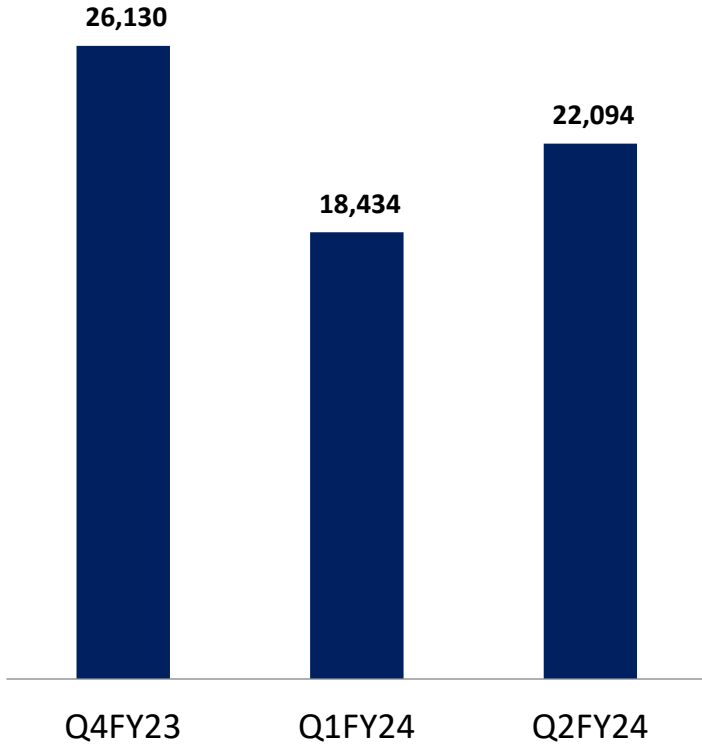
Client Funding Book Spread Over Wide Customer Base



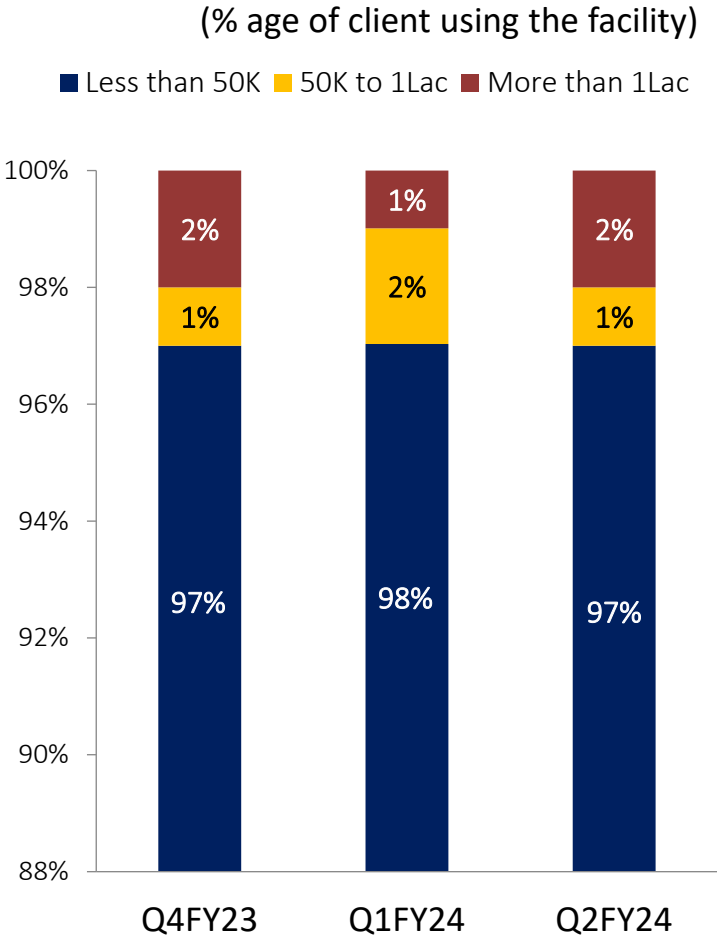
Avg Client Funding Book Size (in Millions)



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>	<i>20%</i>	<i>17%</i>	<i>13%</i>		
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

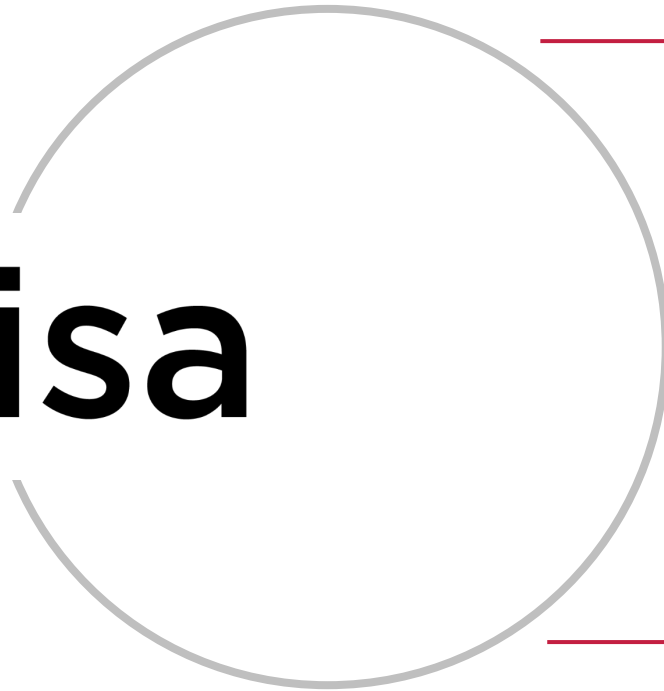
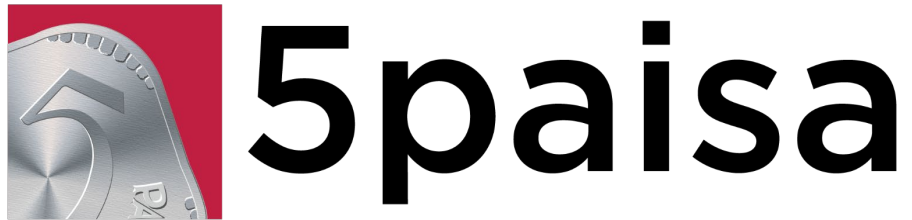
INR Million	Half Year Ended		Variations	Year Ended
	H1FY24	H1FY23	Y-o-Y	FY23
<i>A. Income From Operations</i>				
Brokerage Income	764	701	9%	1435
Allied Broking Income	496	551	-10%	1107
Cross Sales Income	101	104	-3%	229
Other Operating Income	455	287	59%	623
Total Income from operations (A)	1816	1643	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.

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.



BFSI SEO Awards 2023



The Great Indian BFSI CEO of The Year – Prakash Gagdani



The Great Indian BFSI fastest growing company of the year



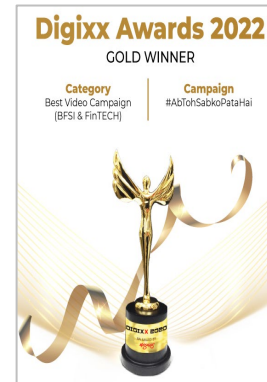
NAYA BHARAT BUSINESS CONCLAVE 2022



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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THANK YOU