

**Date:** February 12, 2025

To, <b>The Department of Corporate Services,</b> Bombay Stock Exchange Limited, PJ Towers, Dalal Street, Mumbai-400001 Scrip Code: 511605	To, <b>Listing Department,</b> National Stock Exchange of India Limited, Exchange Plaza 5th Floor, Plot No. C/1, G-Block, Bandra Kurla Complex, Bandra (E), Mumbai-400051 Symbol: ARIHANTCAP
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**Sub:** Investor Presentation

Dear Sir/Ma'am

Please find enclosed a copy of Investor Presentation on the Unaudited Financial Results of the company for the quarter and nine months ended on December 31, 2024.

Kindly take on record and oblige.

Thanking You

**For Arihant Capital Markets Limited**

**Mahesh Pancholi**  
**(Company Secretary)**  
**M No. F7143**

**ARIHANT CAPITAL MARKETS LIMITED**  
**(CIN: L66120MP1992PLC007182)**

Regd. Off. : 6, Lad Colony YN Road, Indore - 452 001 Tel.: +91-731-4217100 Fax: +91-731-3016199  
Corp. Off.: #1011 Solitaire Corporate Park, Bldg. No. 10, 1st Floor, Andheri Ghatkopar Link Road,  
Chakala, Andheri (E) Mumbai- 400093  
Email: [contactus@arihantcapital.com](mailto:contactus@arihantcapital.com) Website: [www.arihantcapital.com](http://www.arihantcapital.com)



# Investor Presentation



# Meet Arihant

- Arihant Capital was founded with one mission - to make every Indian financially independent by offering them investment products.
- We offer best-in-class service, and guidance that always puts "client first". Our integrity and strong value system, that's embedded in our culture, the main reason why our clients trust us.
- Arihant Capital Markets Limited today is India's leading financial services company offering broking, wealth management, merchant banking and distribution of third-party products including mutual funds, bonds, PMS, AIF, among others.

**2.5lac+**  
Clients

**700+**  
Business Partners

**450+**  
Employees

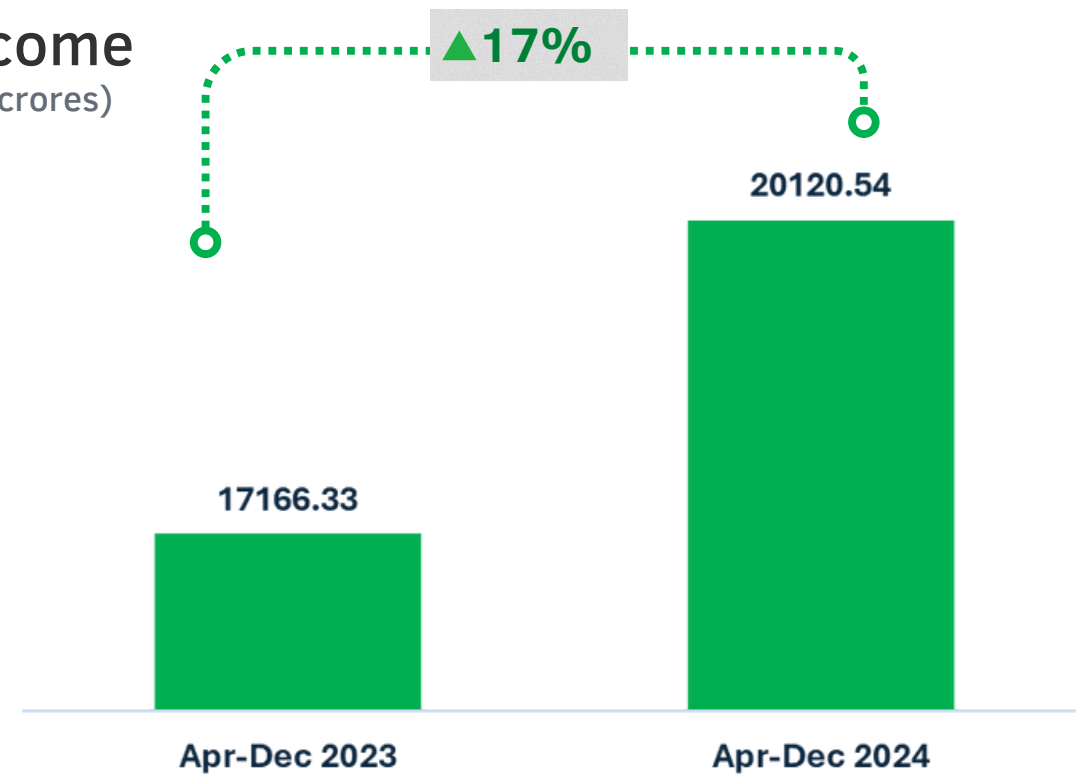
**32 yrs**  
Helping clients meet  
their financial goals



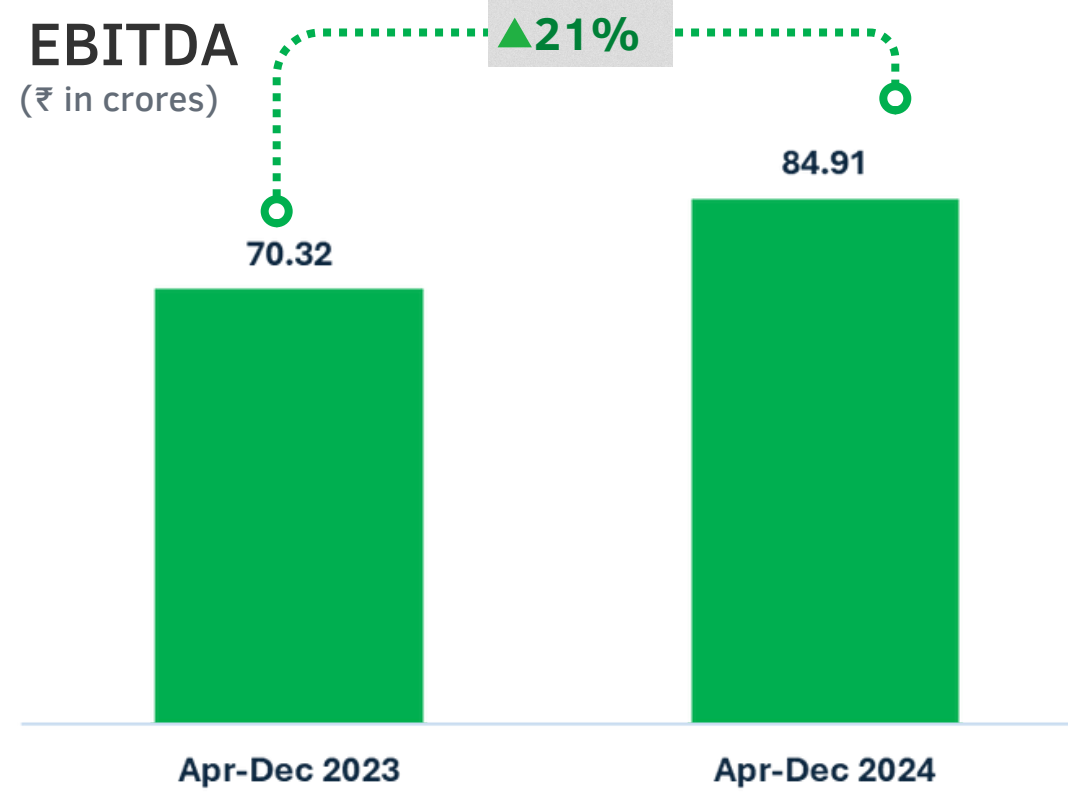
Profit-making since  
inception

# TTM Comparison

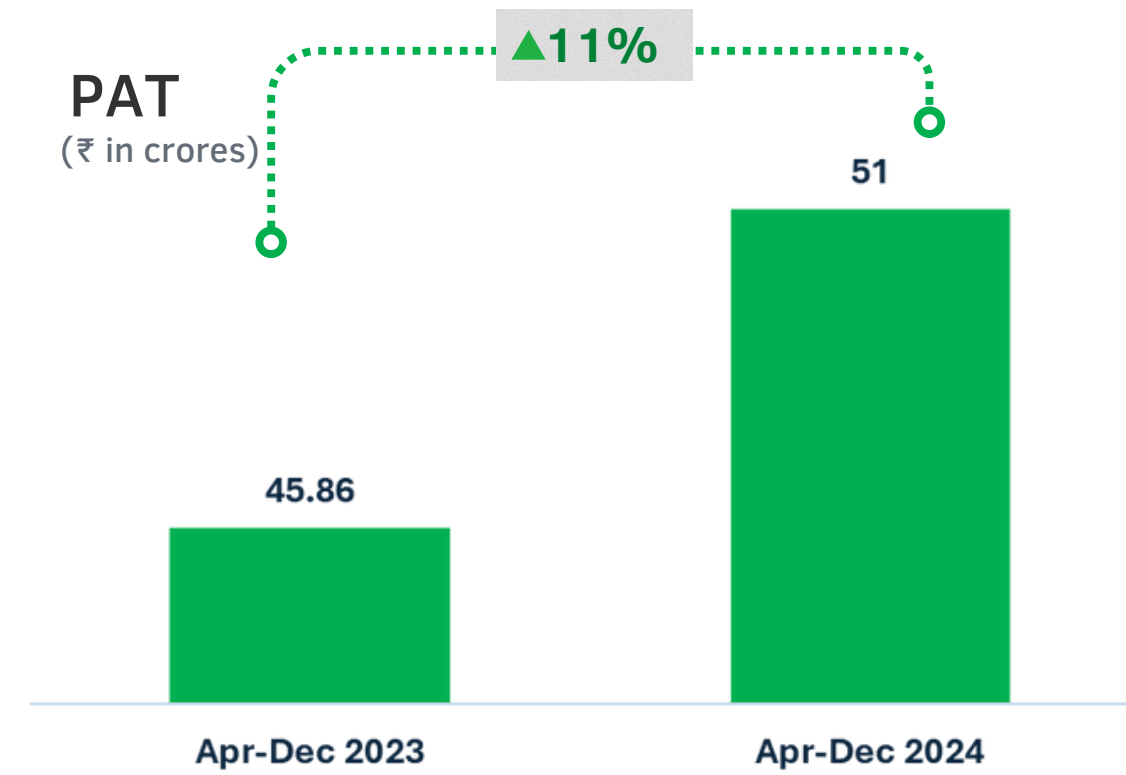
## Income (₹ in crores)



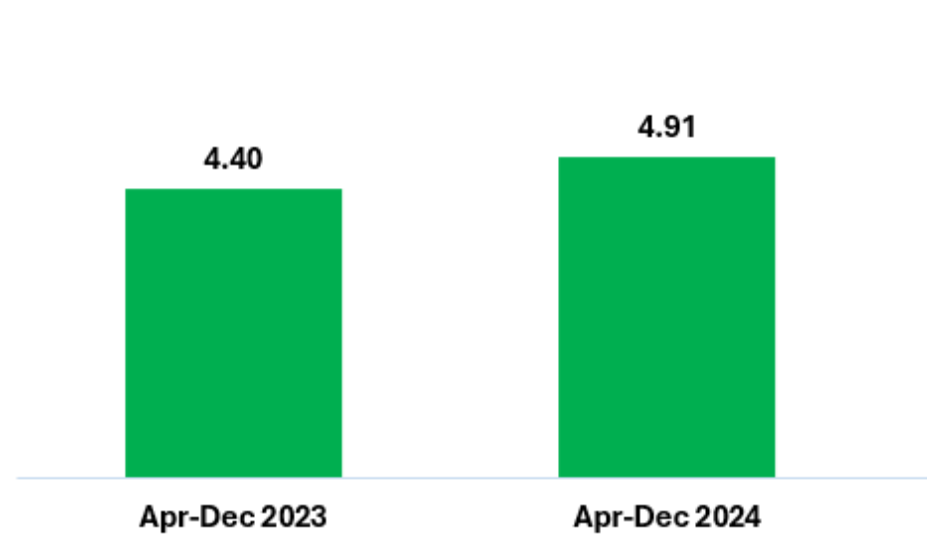
## EBITDA (₹ in crores)



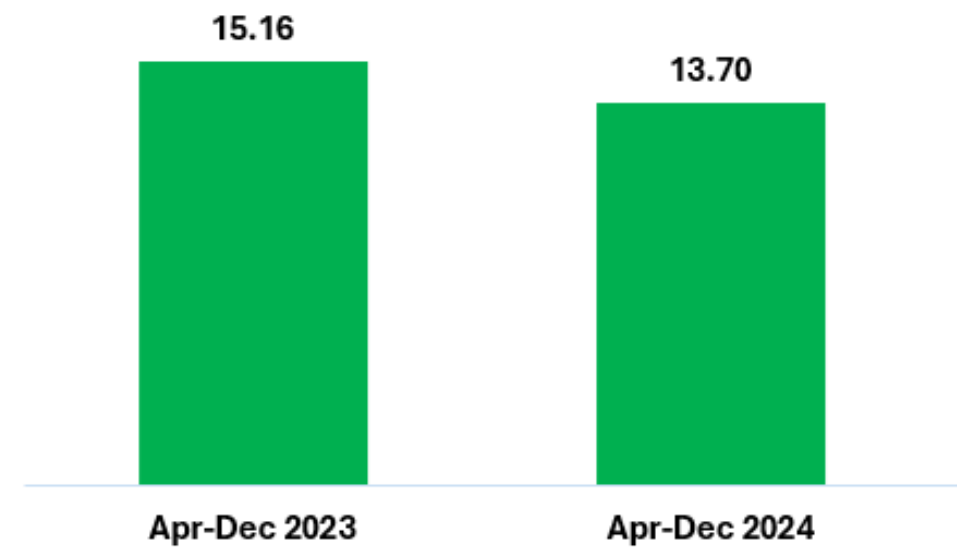
## PAT (₹ in crores)



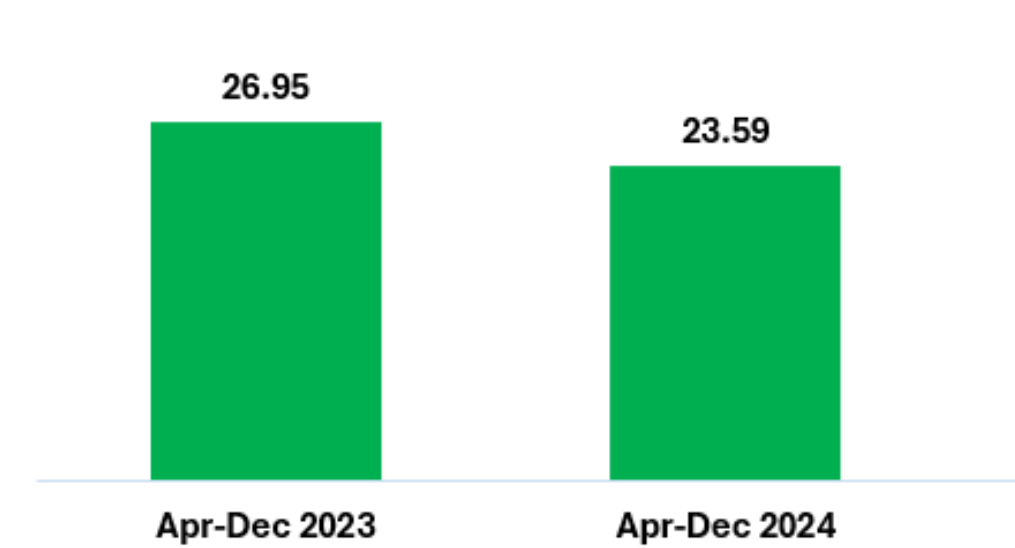
## EPS



## ROCE

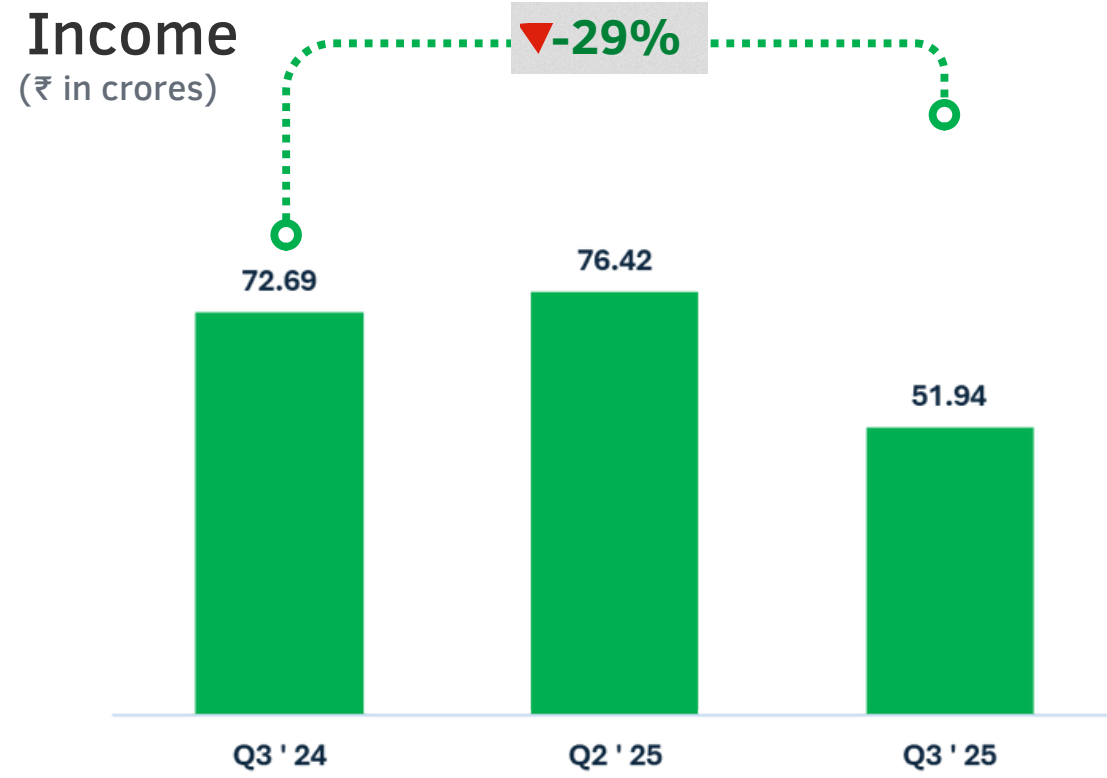


## Margin % (Profit After Tax)

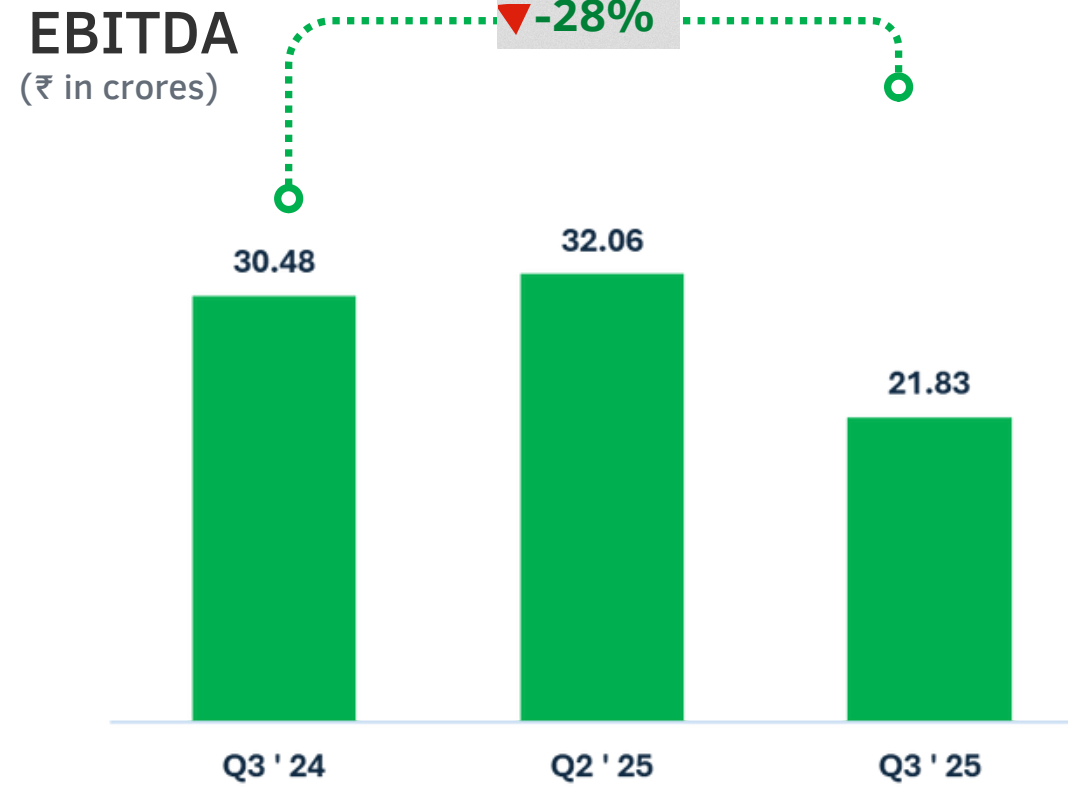


# QoQ Financials

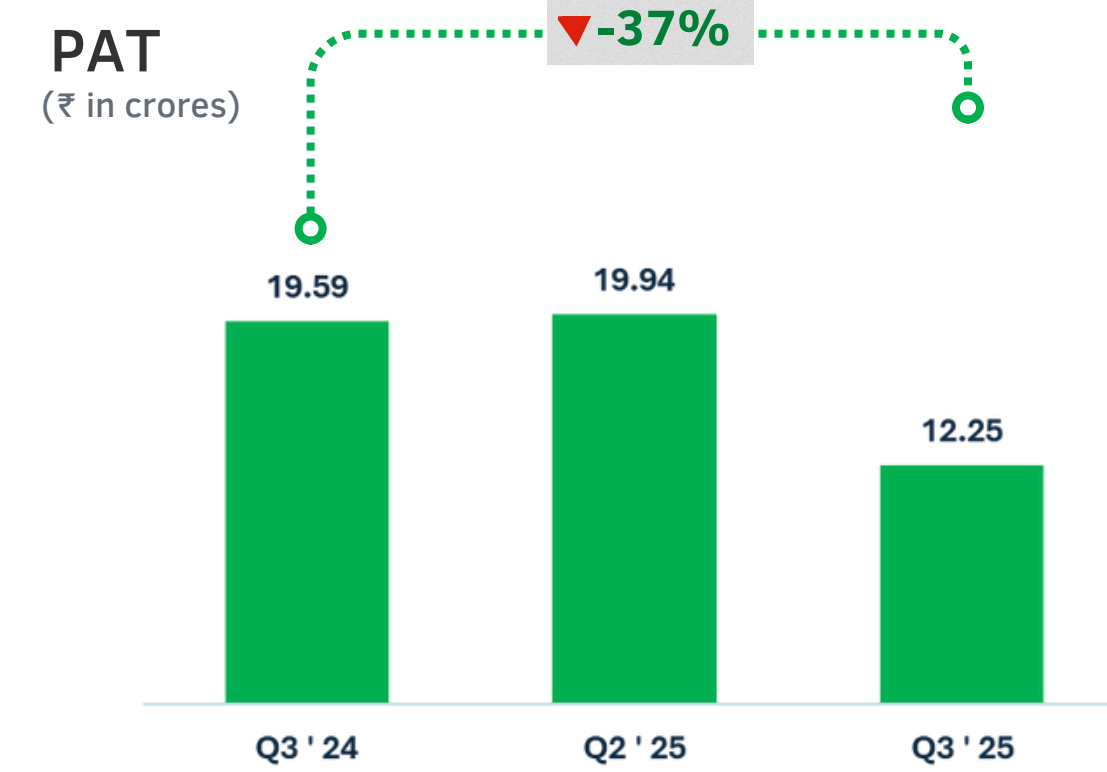
**Income**  
(₹ in crores)



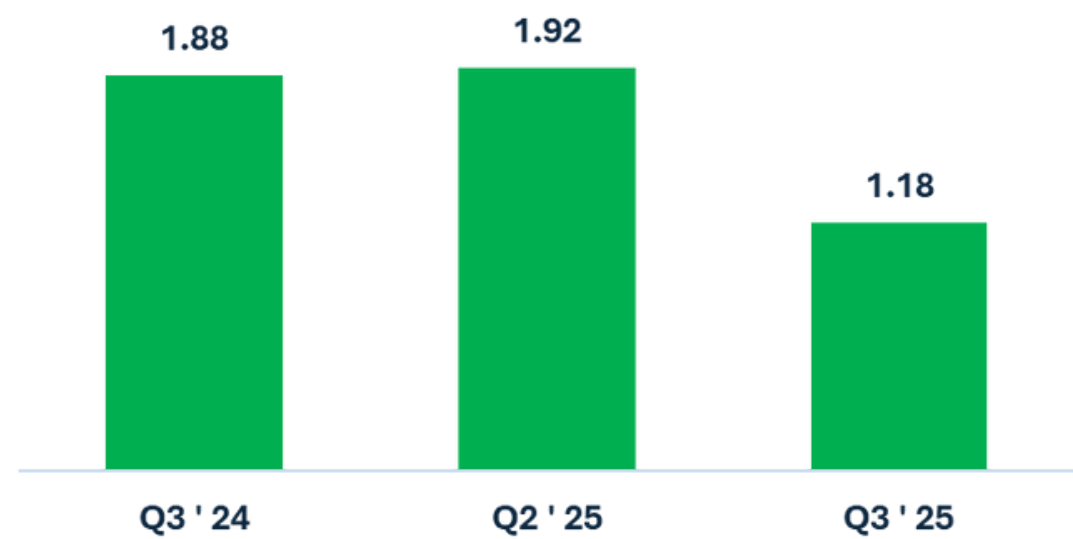
**EBITDA**  
(₹ in crores)



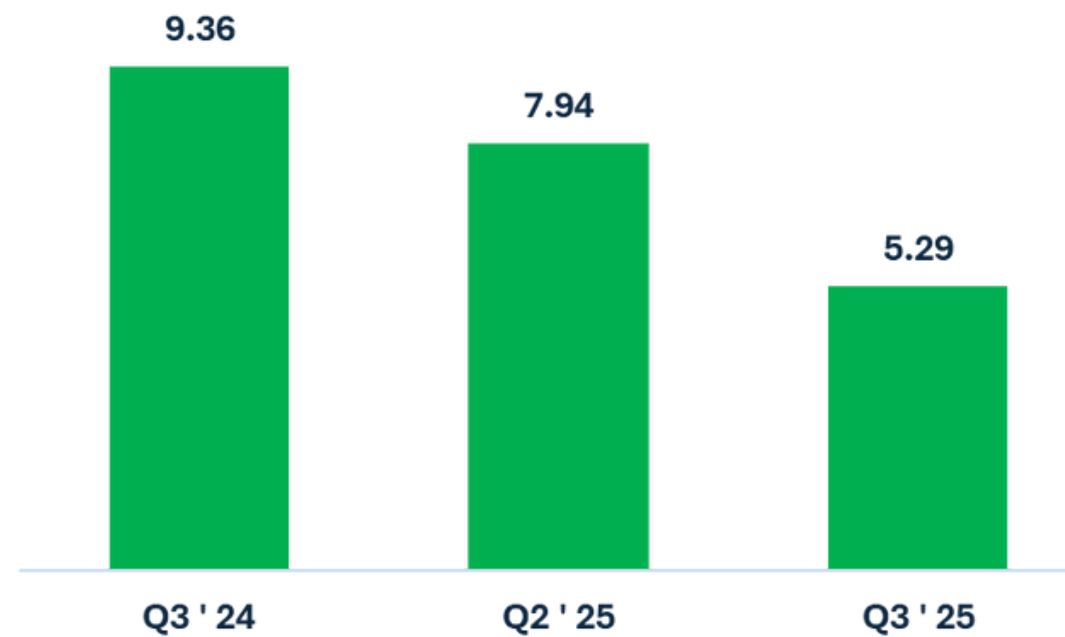
**PAT**  
(₹ in crores)



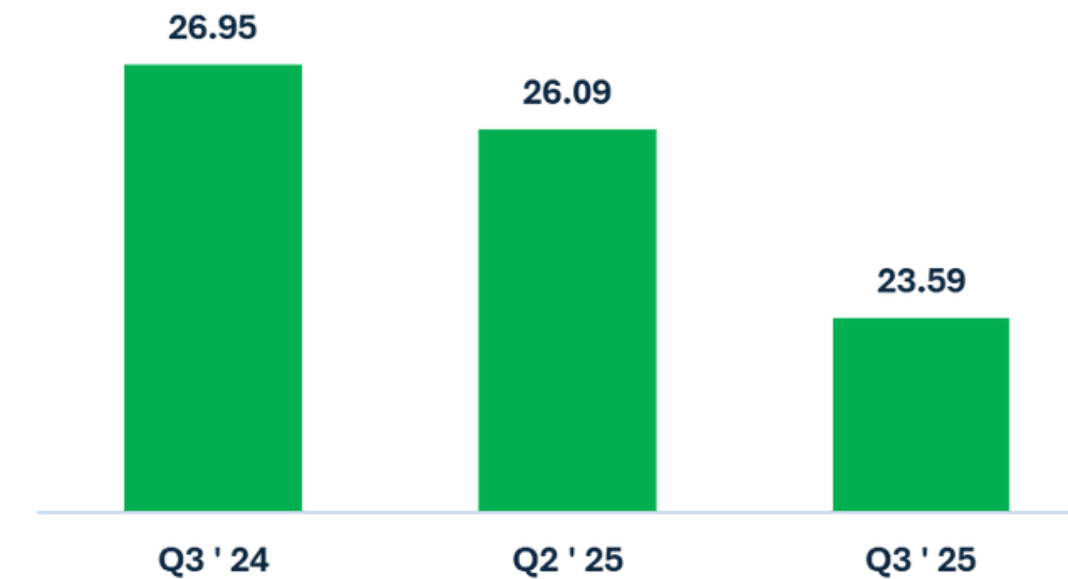
**EPS**











**ROCE**



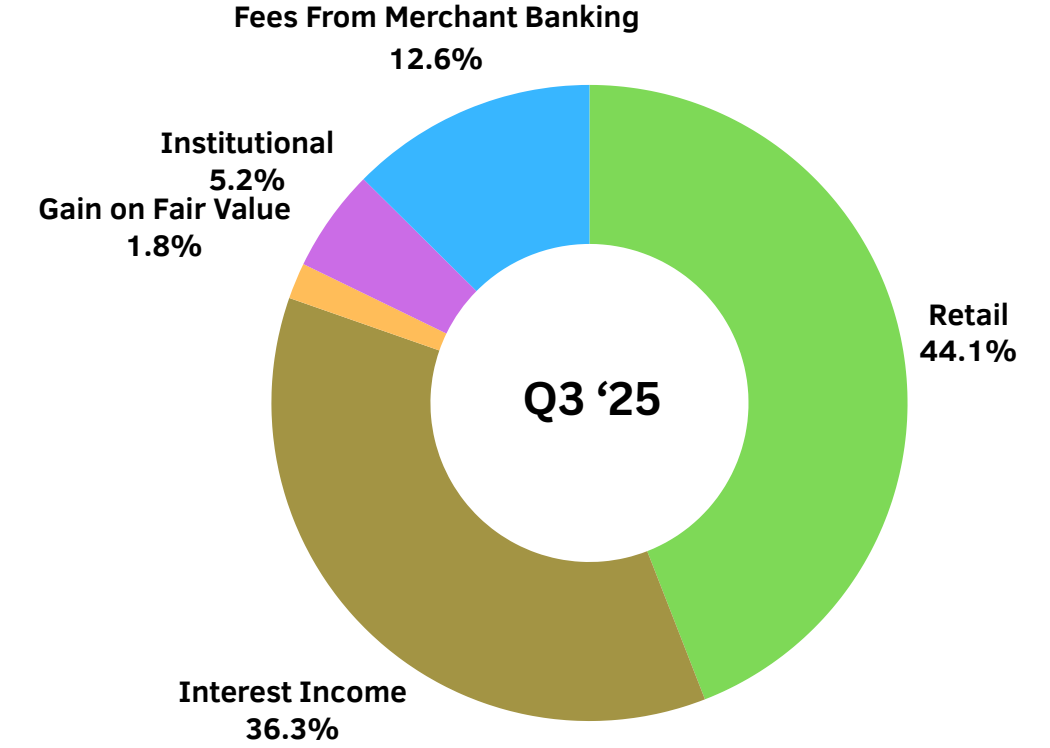
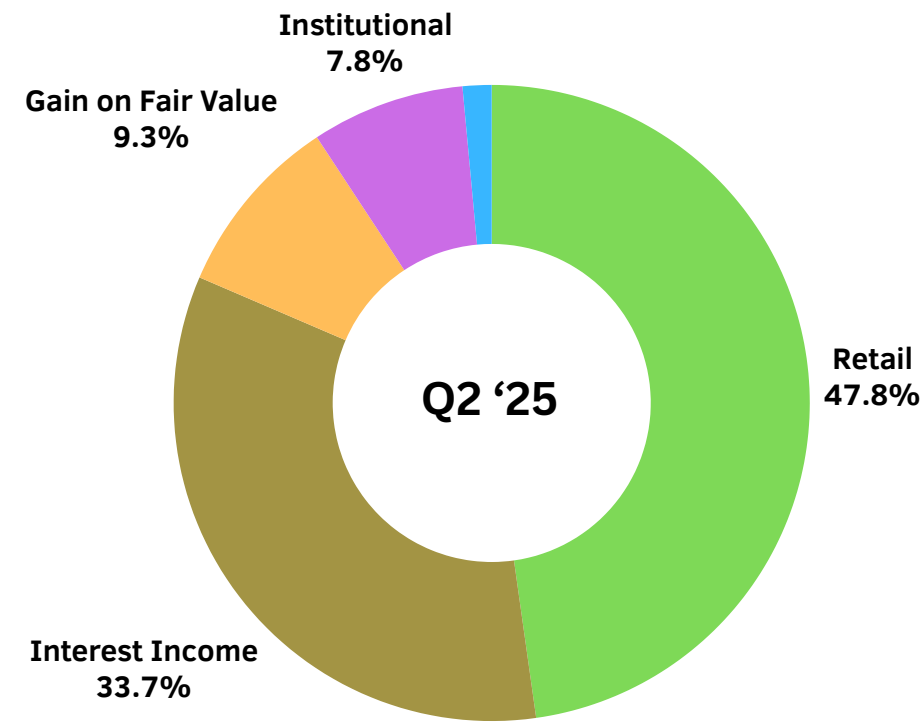
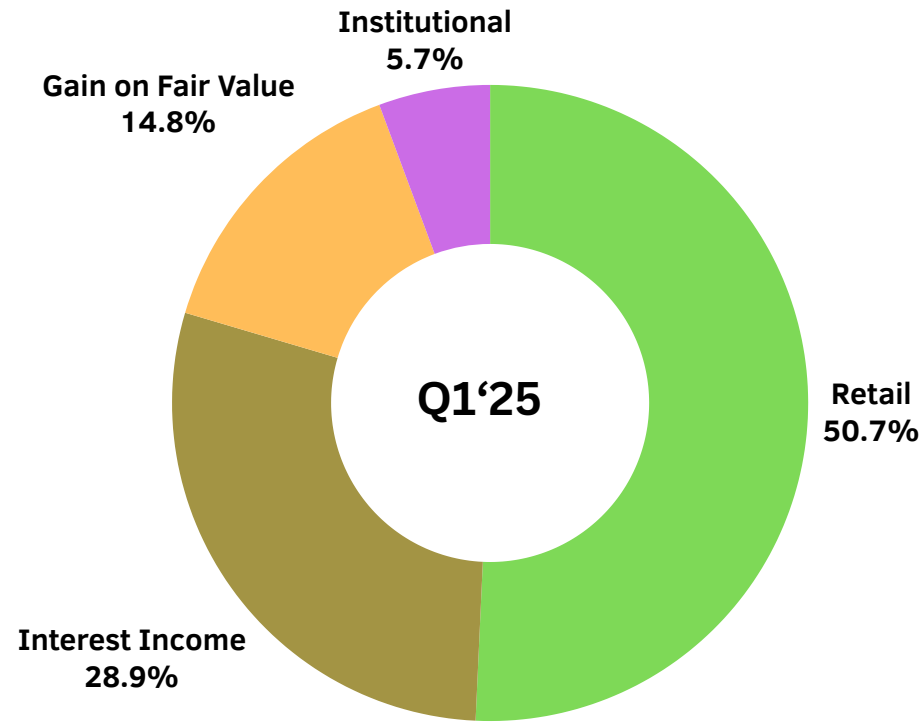
**Margin %**  
(Profit After Tax)



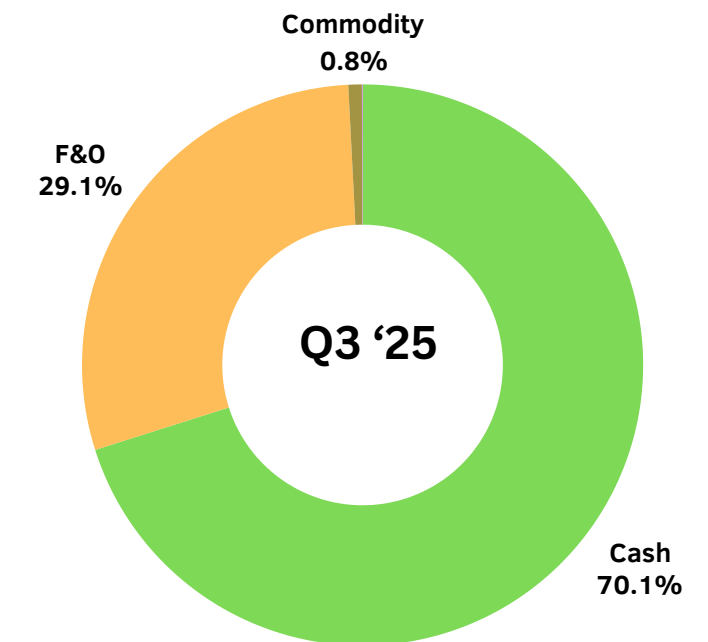
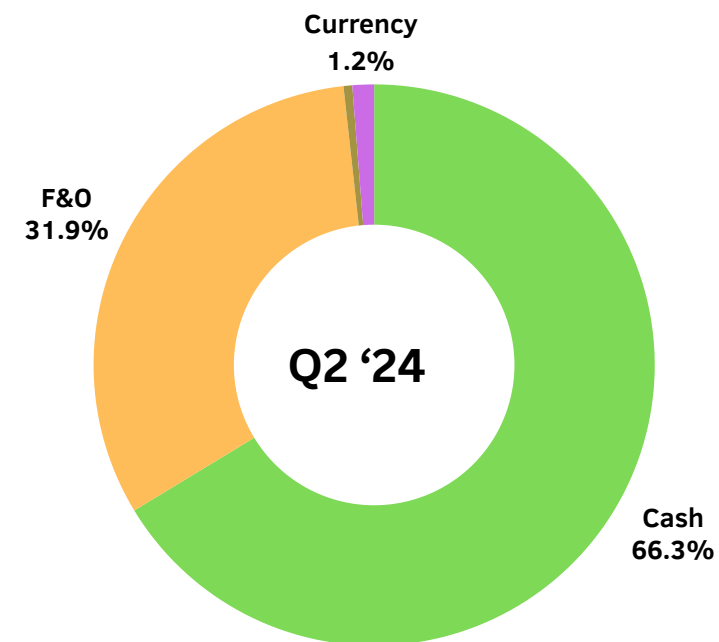
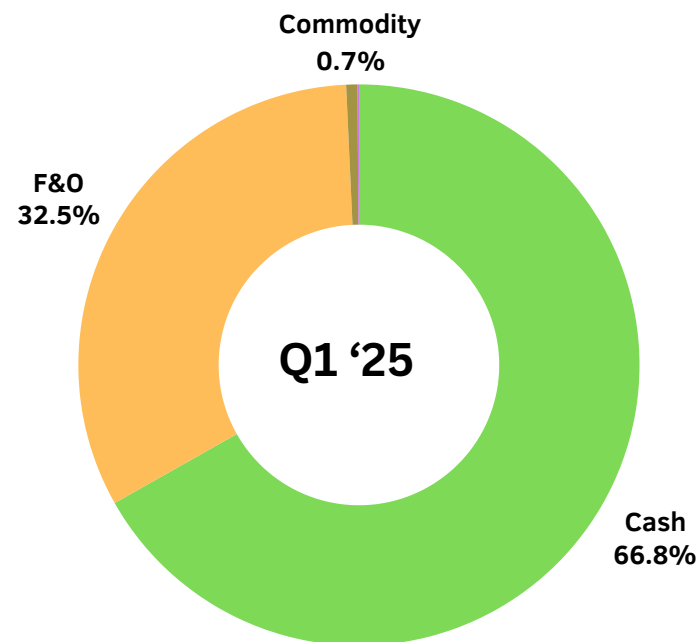
# Segment wise revenue

Standalone Statement (INR Lacs)	Financial Year					
	Q3 '24	Q4 '24	Q1 '25	Q2 '25	Q3 '25	YOY % Change
Brokerage	2790.78	3308.34	3901.36	3919.98	2706.96	-3% 
Interest Income	1635.07	2146.85	1995.96	2377.05	1994.29	22% 
Gain on Fair Value	2407.25	166.41	1021.02	654.71	100.91	-96% 
Depository Receipts	119.18	125.22	74.35	192.8	66.63	-44% 
Fees From Merchant Banking	41.51	325.58	37	103.6	69.25	67% 
Third Party Distribution	104.51	157.71	101.47	96.42	146.21	40% 
Dividend Income	9.26	9.96	2.85	27.57	6.07	-34% 
Other Income	3.38	21.56	2.84	4.09	15.91	371% 
<b>Total</b>	<b>7110.94</b>	<b>6261.63</b>	<b>7136.85</b>	<b>7376.22</b>	<b>5106.23</b>	<b>-28%</b> 

# Segment wise revenue:



## Brokerage Bifurcation



# Key Metrics Operational



450+

Total Employees



938 Cr

ADTO



74 Lacs

Option Contract  
Traded



151.36 Cr

MTF Book

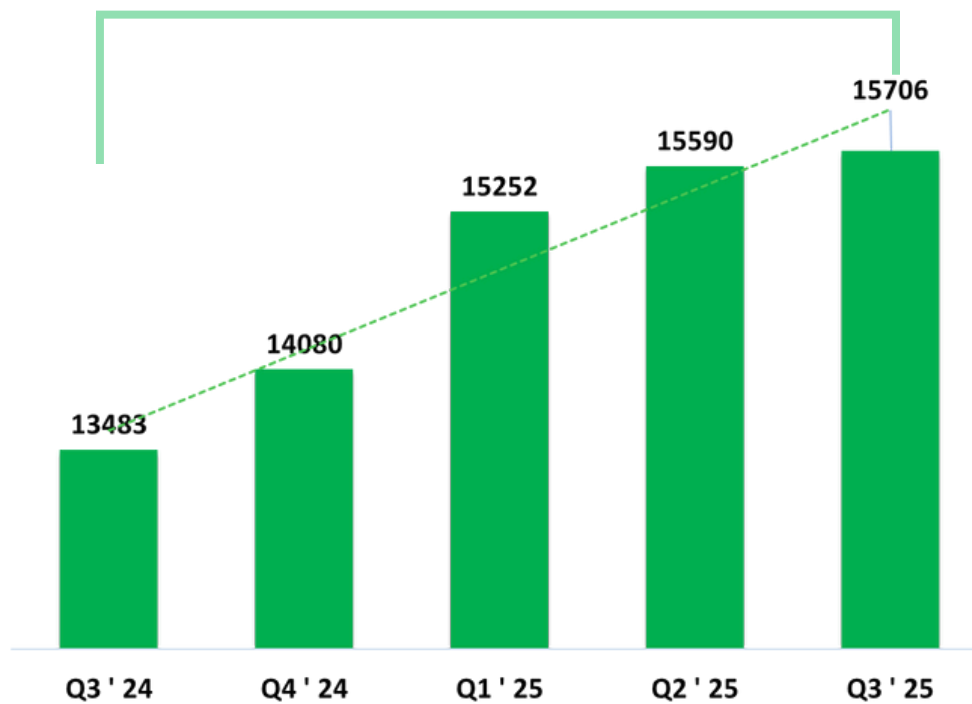


160.47 Cr

Receivables

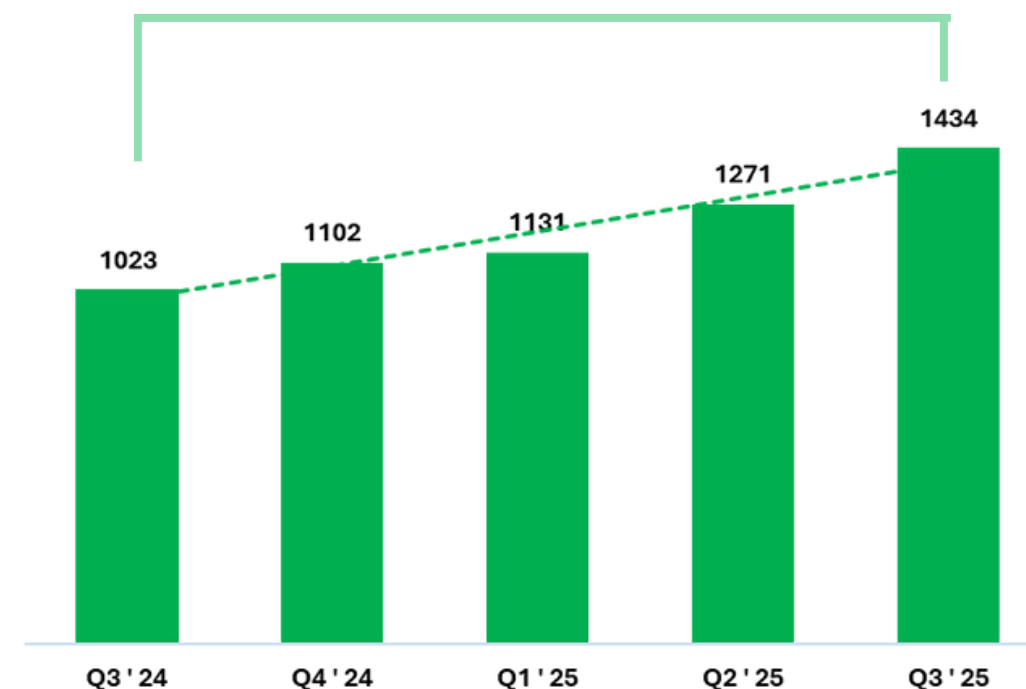
## Equity AUM in Cr

16%



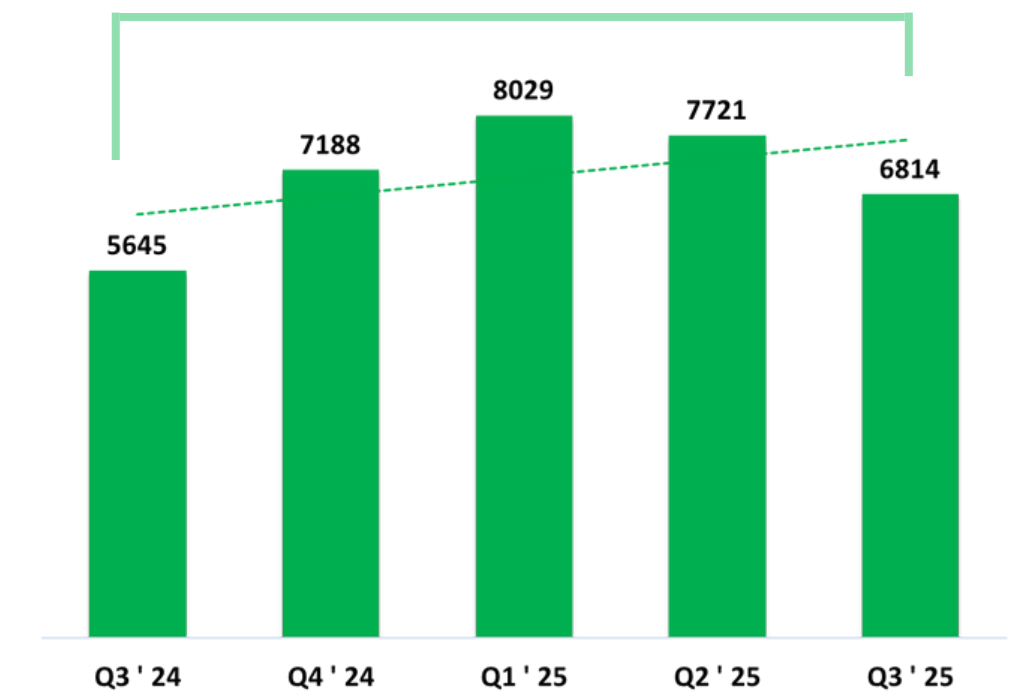
## Wealth AUM in Cr

40%



## Account Opened

21%





# Key Metrics Digital



**40 Lakhs**

Api Served Per day



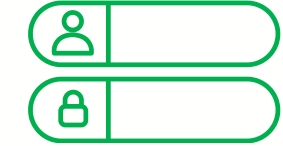
**1.67 Lakhs**

App Installs



**4.1**

Play Store Rating



**17,395**

Average Daily Logins



**₹7904**

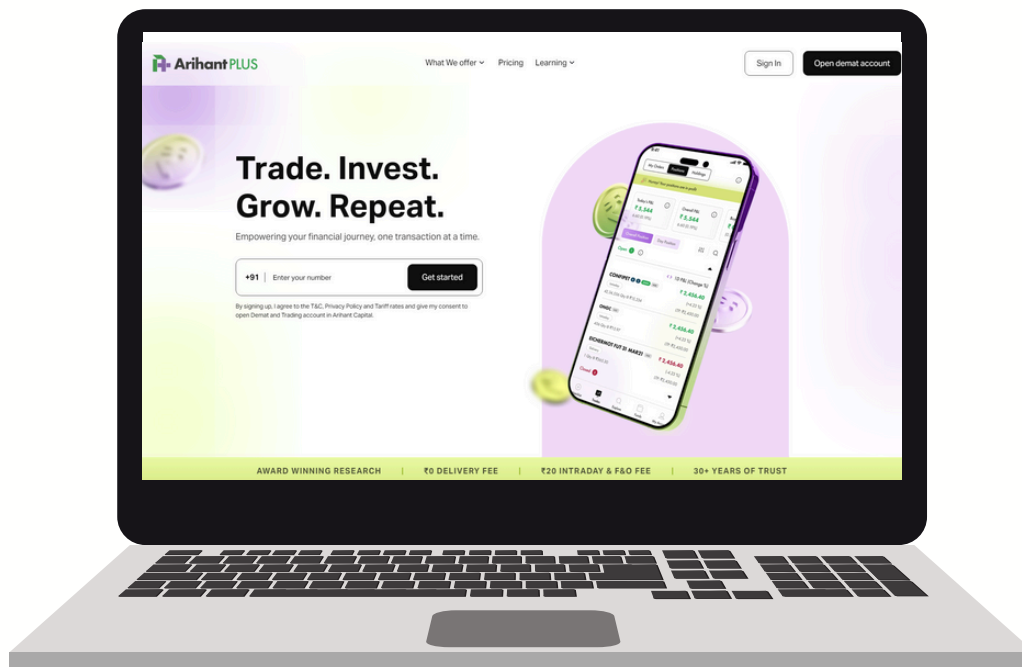
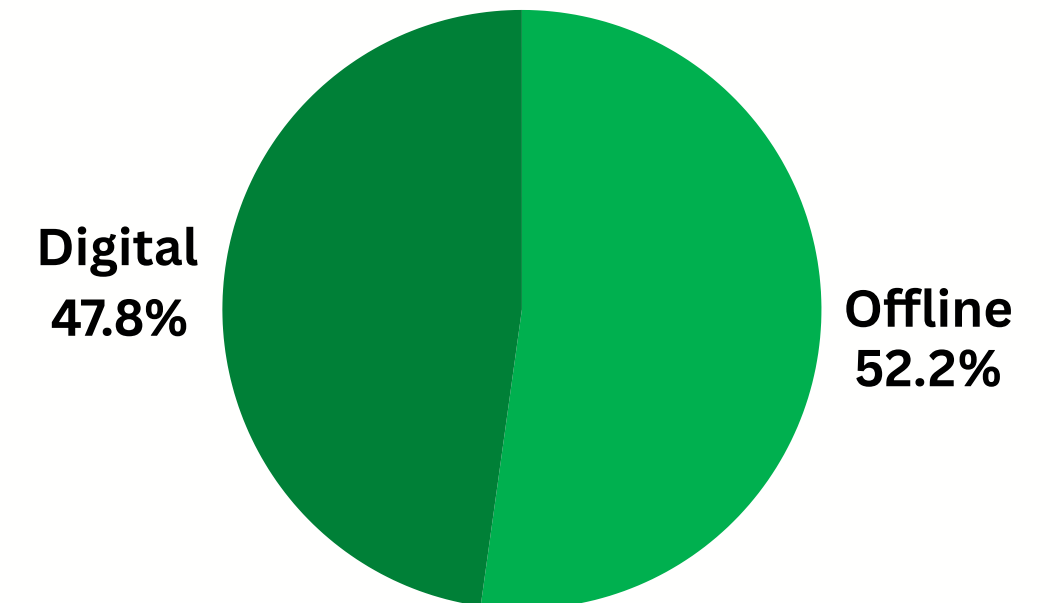
Average Revenue  
Per user



**11,880**

Pin Codes Covered

Digital vs Offline



# Our Board of Directors



**Mr. Ashok Kumar Jain**  
Chairman & Managing Director



**Mr. Arpit Jain**  
Chief Executive Officer



**Mr. Jitendra Jain**  
Independent Director



**Ms. Swanubhuti Jain**  
Independent Director



**Mr. Ashish Maheshwari**  
Independent Director



**Mr. Sunil Kumar Jain**  
Non Executive Director

# Team in Action

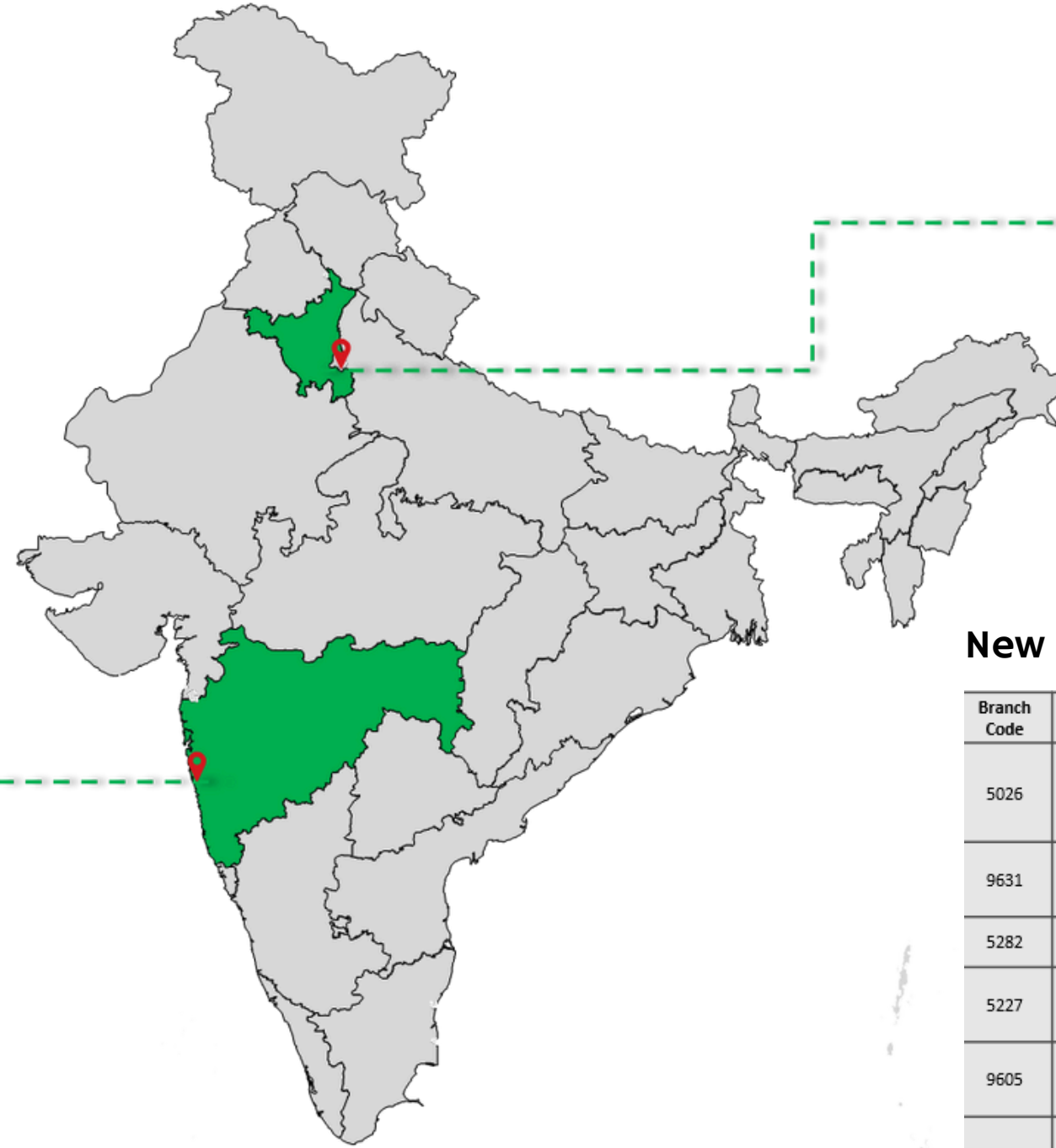


# Growth Strategy

- Increase client base with new experience centers and digital marketing
- Broaden geographic footprint
- Expand services and product portfolio through continued innovation

- Increase receivables and MTF book
- Increase assets under management
- Intensify cross-selling
- Pursue strategic alliances and acquisitions

# New Geographies Covered



Regional Office at Gurgaon location



MBD & Institutional Office at Mumbai location

## New Retail & Distribution Offices in FY'25

Branch Code	Branch	Address	City	Open Date
5026	ACML-KANKARIA, AHMEDABAD	A-56 , GROUND FLOOR, SUMEL BUSINESS PARK -2 B/H VANUJA BHAVAN, KANKARIA, AHMEDABAD - 380022	AHMEDABAD	17-Jul-24
9631	ACML-BHOPAL	2nd-floor Shreeniwas Tower, Plot no. 83, Near City Hospital, M.P. Nagar Zone 2, Bhopal, M.P. 462011	BHOPAL	01-Aug-21
5282	Ratlam	1 <sup>st</sup> Floor, Satyam Plaza New Road, Near Gujrati Samaj School, Ratlam (M.P.) 457001.	RATLAM	01-Oct-24
5227	ACML - Goregaon East	G128, Ground Floor , B wing , Express zone , western express highway , goregaon east , mumbai - 400097	MUMBAI	01-Oct-24
9605	ACML - Sch No. 140 INDORE	3RD FLOOR, KRISHNA TOWER, SCHEME NO 140, PIPLYAHANA MAIN ROAD INDORE, MADHYA PRADESH - 452001	INDORE	02-Nov-23
2864 - 5127	ACML-MEM NAGAR	Shop no. 4, Frist Floor ,Meghansh Complex ,Opp. Oxford Tower ,Mem nagar- Ahmedabad Gujarat -380052	AHMEDABAD	25-Nov-24
5212	ACML - SCH. NO. 94 INDORE	Office No.-102 BN House EC - 52 , Scheme No - 94 Indore MP	INDORE	01-Dec-24
5413	ACML -GWALIOR	926 First Floor Patel Nagar ,Opposite Aditya World School Behind SP Office, City Center, Gwalior, 474011	GWALIOR	01-Dec-24
5419	ACML - AGRA	F-1 ,First Floor ,Kailash Tower,opposite police chouki sanjay place, agra- 282002	AGRA	01-Dec-24

# Arihant Plus Team: Driving the Digital Journey



## Shruti Jain

Shruti Jain 16 yrs+ experience in broking, ecommerce & digital marketing. Worked in different functions including business, ops & technology with expertise in product. Steering key digitization projects and shaping strategic initiatives. Headed the mutual fund distribution at Arihant. An MA in Finance from the University of Nottingham, she champions ESG and sustainable investing.



## Jagmohan Reen

Jagmohan Reen, Head of Engineering at Arihant Capital, brings over 10 years of experience in delivering full-stack software solutions, focusing on IT for capital markets. He has led projects like live feed systems for NSE, BSE, and MCX.



## Satyartha Shrivastava

Mr. Satyartha Srivastava, CEO of ArihantPlus at Arihant Capital Markets Limited, is an XLRI alumni with over a decade of experience at Upstox, Swiggy, and Quikr. He excels in business development & leadership, orchestrating growth strategies, managing P&L, and building world-class products that drive user activation and retention.



## Dipak Rout

Dipak Rout, MBA (IT) and CISA certified, offers 18 years of experience, predominantly at Arihant Capital. With versatile roles in Technology, Info Security, and Operations, he leads tech and engineering teams. Expertise in product dev, tech strategy, and digital solutions, driving successful industry transformations.

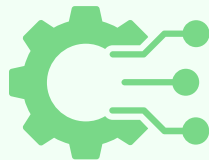
# Technology Architecture

Middleware Layer

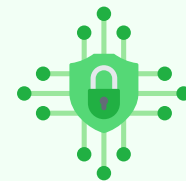
## Middleware Integration Layer



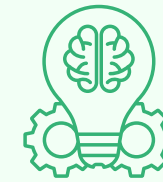
Configuration



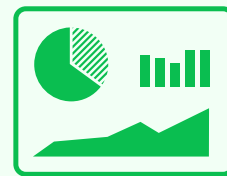
3rd Party Integrations



Data-Encryption



Business Intelligence



Dashboard



Analytics



Push Notification



Reporting



Monitoring

Major Service providers

Omnesys

Markets Simplified

Deloitte

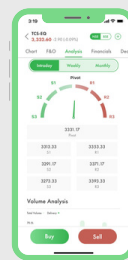
KPMG

Inhouse Tech teams

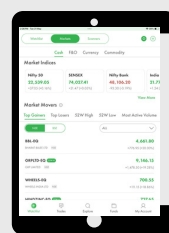
Audix India

Frontend App Layer

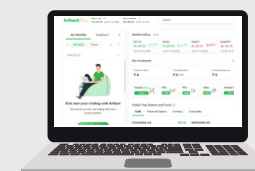
## Omni Channel Interface



Smart Phones

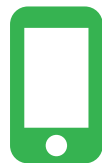


Tablets



Desktop

# Arihant Plus: Smart app for traders & investors



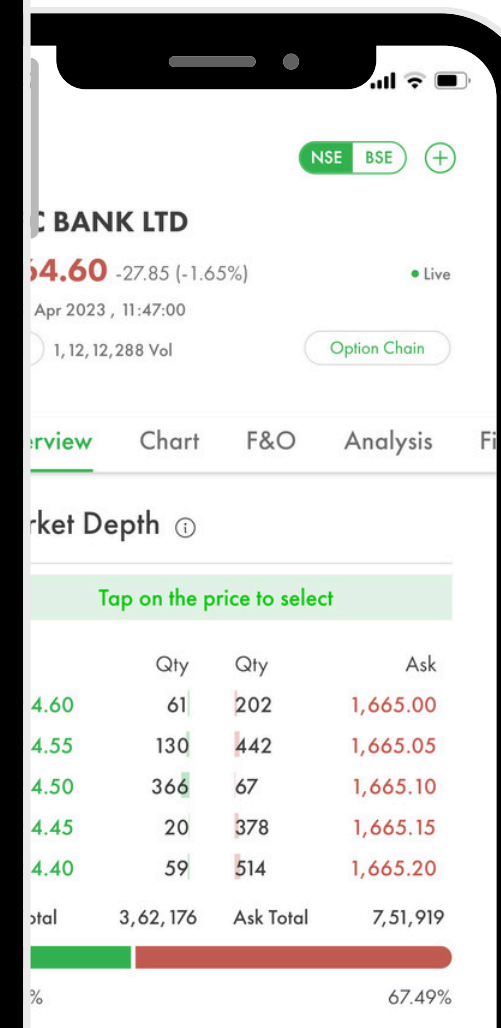
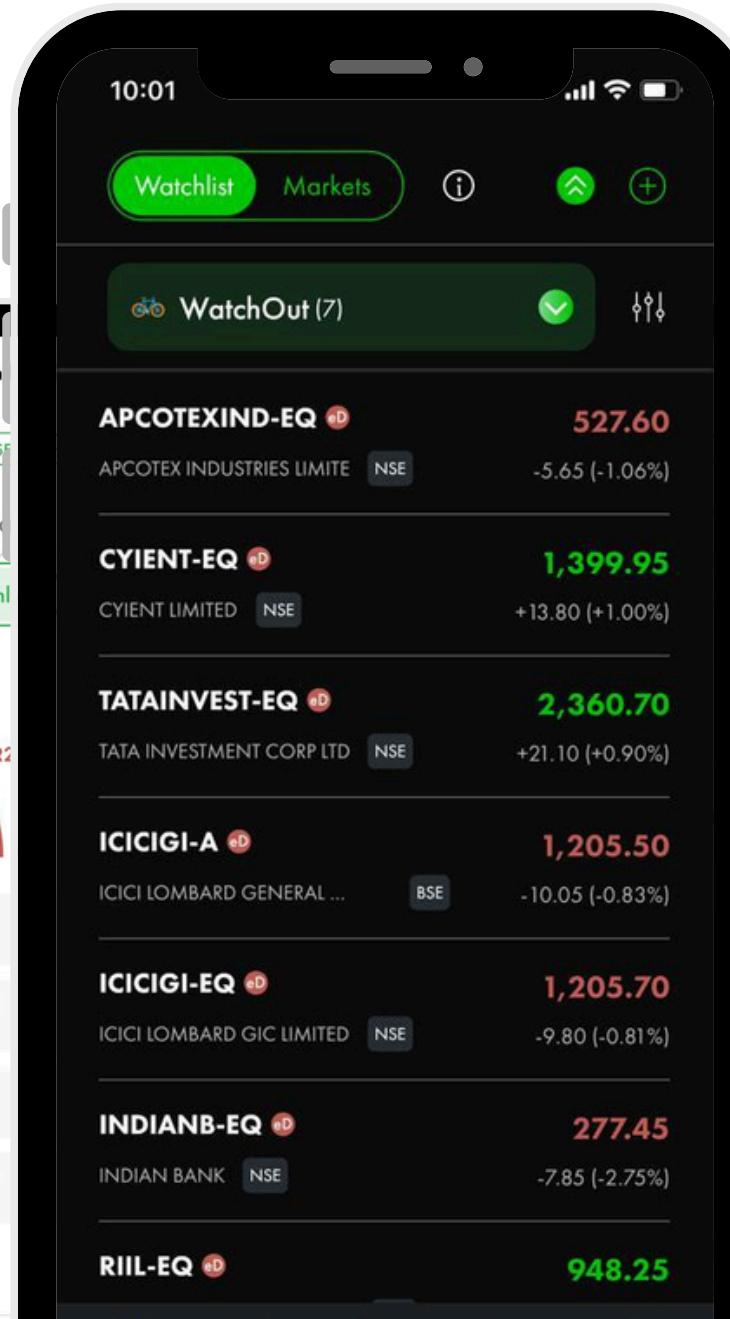
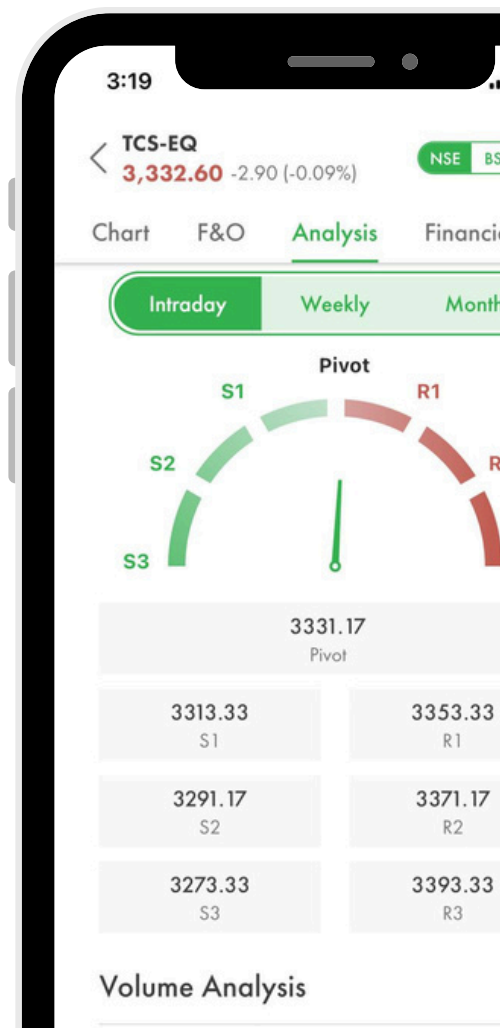
## EASY TO USE

Power-packed with features yet really easy to use with our sleek & carefully designed interface.



## TOOLS FOR MAKING WINNING TRADES

Advanced charts & order types (GTT, basket, bracket, cover, SIP, AMO), order slicing, actionable option chain, alerts, MTF, actionable research & more.



## LIGHTNING-FAST EXECUTION

Fast order execution with swipe & trade and two-click order

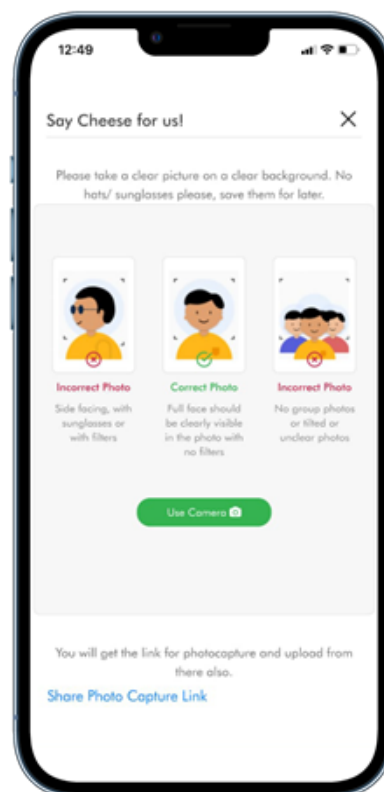
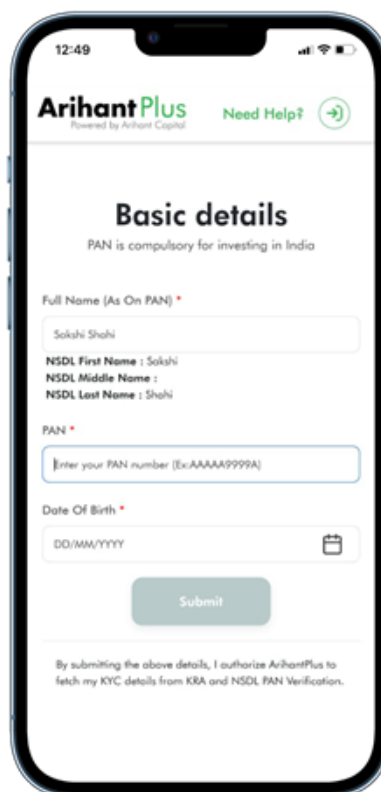
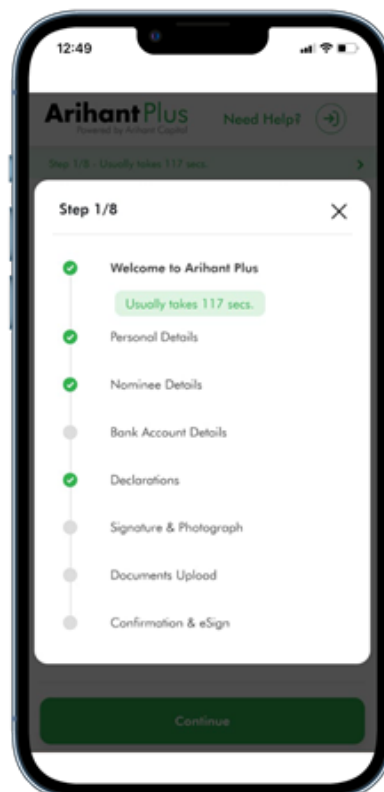
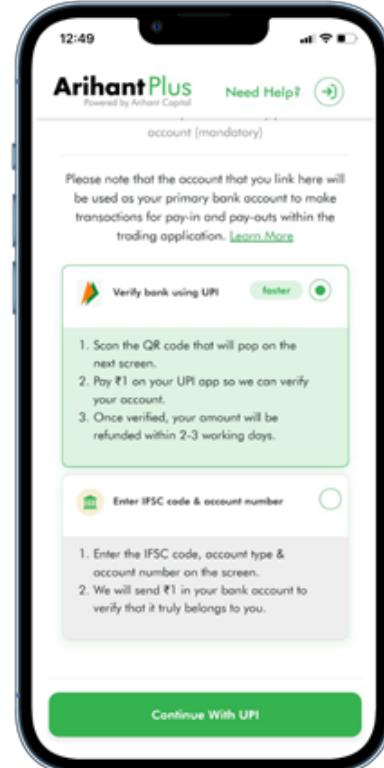
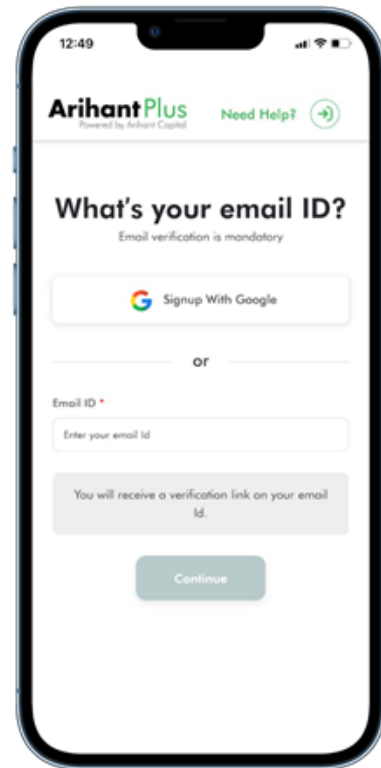
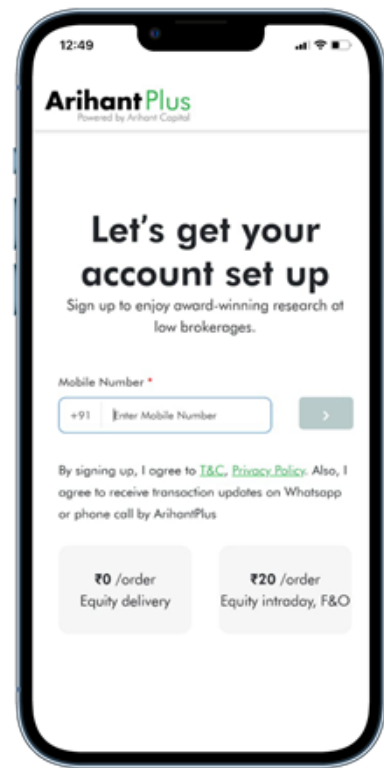


## ONE APP FOR ALL SEGMENTS

Invest in stocks, ETFs, IPOs, NCDs, mutual funds (coming soon) or trade in currency & commodities



# Arihant EKYC: Seamless Onboarding Platform



Arihant's in-house developed onboarding platform offers seamless & frictionless client onboarding within few minutes giving a smooth account opening experience.

## EKYC PLATFORM FEATURES:

- End-to-End Encryption
- Secure Authentication
- Compliance with Data Protection Laws
- Data Encryption at Rest and in Transit
- Role-Based Access Control (RBAC)
- Data Anonymization and Masking
- Advanced APIs - DigiLocker Integration API, Aadhaar e-KYC API, PAN Verification API

# Media Presence



					
 THE TIMES OF INDIA					
					

# Media Promotions



# Get Social





# THANK YOU



## Website

[www.arihantcapital.com](http://www.arihantcapital.com)

## Registered Office

6, LAD COLONY Y.N. ROAD, INDORE,  
Madhya Pradesh, India - 452001.  
0731-421-7100

## Email Address

[contactus@arihantcapital.com](mailto:contactus@arihantcapital.com)

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Andheri East, Mumbai - 400093  
Board: +91-22-68836660