



To, Listing Department National Stock Exchange of India Limited Exchange Plaza, C-1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051.

Department of Corporate Service BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001.

Symbol: ANGELONE Scrip Code: 543235

Dear Sirs,

**Subject: Press release - Business Momentum Continues** 

Please find enclosed Press Release dated April 17, 2023 for the captioned subject.

This is for your information and records.

Thanking You, Yours faithfully, For Angel One Limited (Formerly Known as Angel Broking Limited)

Naheed Patel Company Secretary and Compliance Officer Membership No: A22506

Date: April 17, 2023 Place: Mumbai



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#### Angel One Limited

(Formerly Known as Angel Broking Limited)

CIN: L67120MH1996PLC101709

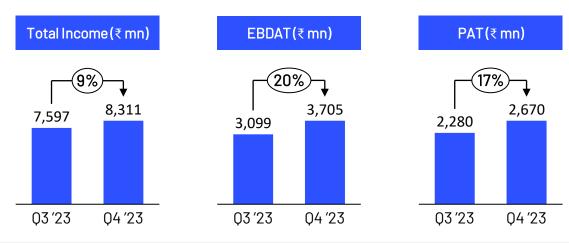
SEBI Registration No Stock Broker: INZ000161534, CDSL: IN-DP-384-2018, PMS: INP000001546,

Research Analyst: INH000000164, Investment Advisor: INA000008172, AMFI Regn. No. ARN-77404, PFRDA, Regn. No. -19092018.



### **Business Momentum Continues**

Mumbai, 17<sup>th</sup> April, 2023: Angel One Limited (formerly known as Angel Broking Ltd) (BSE: 543235) (NSE: ANGELONE), announced its audited consolidated financial results for the quarter and year ended 31<sup>st</sup> March 2023.



|                                  |  | Q4 '23          | % Change QoQ   | % Change YoY  |
|----------------------------------|--|-----------------|----------------|---------------|
| Client<br>Acquisition<br>Metrics | Total Client Base                          | 13.8 Mn         | 10.1%          | 49.5%         |
|                                  | Gross Client Acquisition                   | 1.3 Mn          | <b>1</b> 30.9% | -11.9%        |
|                                  | Share in India's Demat<br>Accounts         | 12.0%           | 48 bps         | 176 bps       |
| Active<br>Client<br>Metrics      | NSE Active Client Base                     | 4.3 Mn          | <b>1</b> 0.9%  | 17.1%         |
|                                  | Rank In Incremental NSE<br>Active Client   | 2 <sup>nd</sup> | Maintained     | Up by 1 notch |
|                                  | Share in NSE Active Client                 | 13.1%           | 109 bps        | 296 bps       |
| Transaction<br>Metrics           | Number of Orders                           | 263 Mn          | <b>1</b> 6.0%  | 24.6%         |
|                                  | Average Daily Turnover                     | ₹ 18.5 Trn      | <b>1</b> 27.7% | 114.3%        |
|                                  | Share in Retail Overall Equity<br>Turnover | 22.8%           | 124 bps        | 178 bps       |



Commenting on Angel One's performance, Mr. Dinesh Thakkar, Chairman & Managing Director said, "FY23 has a been a strong year for Angel One. The Company has delivered on all operating parameters.

The fundamental principle at Angel One has always been to stay focused on unit economics and run a profitable business, keeping clients at the centre while enhancing their experience and "wow" quotient with the Angel One app.

The business model is geared towards on-boarding young cohorts, who have limited access to capital markets. These young digital natives have a long runway in their careers with sustainable revenue potential. Angel One through its Super-App strategy is well positioned to partner and offer multiple products. The business model is robust to deliver profitable unit economics across all cohorts.

The robustness of our FinTech model demonstrates a very healthy LTV:CoA of 7.8x based on the first 3 years of aggregate client revenues. As clients increase their engagement on the platform, the LTV:CoA will have a long runway of growth.

The Board has declared aggregate dividend of Rs. 3.3 bn in FY23, translating to payout of 37% of Profit After Tax.

Investments in augmenting technology and talent pool will continue at Angel One, thus enabling the business to reach its aspiration of being the most trusted fintech brand, empowering a billion lives, leveraging the power of data and technology."



#### Business Performance at a Glance:

#### **Turnover Market Share**

| Particulars    | Q4 <i>'</i> 23 | Q3 <i>°</i> 23 | QoQ Growth |
|----------------|----------------|----------------|------------|
| Overall Equity | 22.8%          | 21.5%          | 124 bps    |
| F&0            | 22.8%          | 21.6%          | 123 bps    |
| Cash           | 12.3%          | 13.3%          | -102 bps   |
| Commodity      | 55.2%          | 52.4%          | 287 bps    |

#### No. of Orders

| Particulars (Mn) | Q4′23 | Q3 <i>'</i> 23 | QoQ Growth |
|------------------|-------|----------------|------------|
| Total            | 263   | 226            | 16.0%      |
| F&0              | 215   | 172            | 25.0%      |
| Cash             | 37    | 44             | -15.8%     |
| Commodity        | 10    | 9              | 4.2%       |

### Average Daily Turnover (ADTO)

- ▲ ₹13.6 trillion in FY '23 vs ₹ 6.5 trillion in FY '22, a growth of 110.4% on YoY basis

#### Consolidated Total Gross Revenues

- ★ 8,311 mn in Q4 '23 vs ₹ 7,597 mn in Q3 '23, a growth of 9.4% on QoQ basis
- ₹30,211 mn in FY '23 vs ₹ 22,971 mn in FY '22, a growth of 31.5% on YoY basis

#### Consolidated EBDAT

- ▲ ₹3,705 mn in Q4 '23 vs ₹3,099 mn in Q3 '23, a growth of 19.6% on QoQ basis
- ▲ EBDAT Margin (as % of Net Income) expanded to 57.5% in Q4 '23
- ₹ 12,221 mn in FY '23 vs ₹ 8,554 mn in FY '22, a growth of 42.9% on YoY basis
- ▲ EBDAT Margin (as % of Net Income) expanded to 53.3% in FY '23

#### Consolidated Profit After Tax From Continuing Operations

- ₹ 2,670 mn in Q4 '23 vs ₹ 2,280 mn in Q3 '23, a growth of 17.1% on QoQ basis
- ₹ 8,902 mn in FY '23 vs ₹ 6,251 mn in FY '22, a growth of 42.4% on YoY basis.

#### Dividend

The Board of Directors have recommended a dividend of Rs. 13.6/- per equity share of Rs. 10/- each, as a combination of interim and final dividend, equivalent to 43% of consolidated profit after tax for the quarter



### About Angel One Ltd.

Angel One Limited, (formerly known as Angel Broking Limited), (NSE: ANGELONE, BSE: 543235) is the largest listed retail stock broking house in India, in terms of active clients on NSE. Angel One is a technology-led financial services company providing broking and advisory services, margin funding, loans against shares and distribution of third-party financial products to its clients. The broking and allied services are offered through (i) online and digital platforms and (ii) network of Authorized Persons.

Angel One Ltd extensively uses Artificial Intelligence, Machine Learning and Data Science to create a superior digital experience. The company has built a host of digital properties like Angel One Mobile App, 'ARQ Prime' a rule-based recommendation engine, 'SmartAPI' a free-to-integrate API platform, 'Smart Money' an investor education platform, 'SmartStore' a marketplace for fintech products, learning platform and social forums for over 13 million clients.

#### Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

### For further information, please contact

Company:

**Investor Relations Advisors:** 





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