



**Date: 05<sup>th</sup> August, 2023**

To, The Department of Corporate Services, Bombay Stock Exchange Limited., P J Towers, Dalal Street, Mumbai- 400001 <b>Scrip Code: 511605</b>	To, Listing Department, National Stock Exchange of India Limited., Exchange Plaza 5th Floor, Plot No. C/1, G- Block, Bandra Kurla Complex, Bandra (E), Mumbai - 400051 <b>NSE Symbol- ARIHANTCAP</b>
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**Sub: Business and Product updation for the Investors**

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Business and Product updation for the investors. The same has been uploaded on the website of the company i.e. [www.arihantcapital.com](http://www.arihantcapital.com).

This is for your information and record.

Thanking You,

Yours faithfully,

**For Arihant Capital Markets Limited**

**Mahesh Pancholi**  
**(Company Secretary)**  
**M. No. F-7143**

**ARIHANT CAPITAL MARKETS LIMITED**

(CIN: L67120MP1992PLC007182)

Regd. Off.: 6, Lad Colony Y N Road, Indore - 452 001 Tel.: +91-731-4217100 Fax.: +91-731-3016199  
Corp. Off.: #1011 Solitaire Corporate Park, Bldg. No. 10, 1<sup>st</sup> 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)



# Arihant Capital

Generating Wealth

# About Us

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Established in 1992 by Mr. Ashok Kumar Jain, Arihant Capital Group began as a boutique stock broking firm in Central India.

Today, Arihant Capital Markets Limited stands as a prominent financial services company in India, offering a wide range of products and services, including equities, commodities, currency, financial planning, depository services, PCG services, merchant banking, and investment banking. Catering to individuals, corporations, and financial institutions, our mission is to generate wealth for our clients through prudent financial guidance.



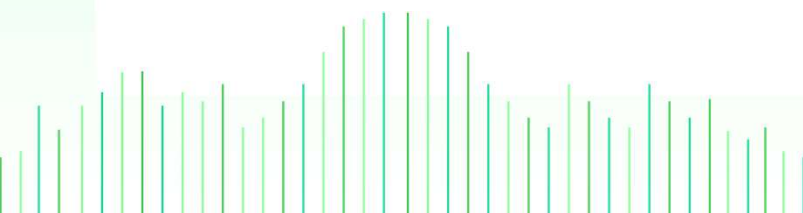
**2 Lakh+**  
Customers



**750+**  
Investment Centers



**200+**  
Cities





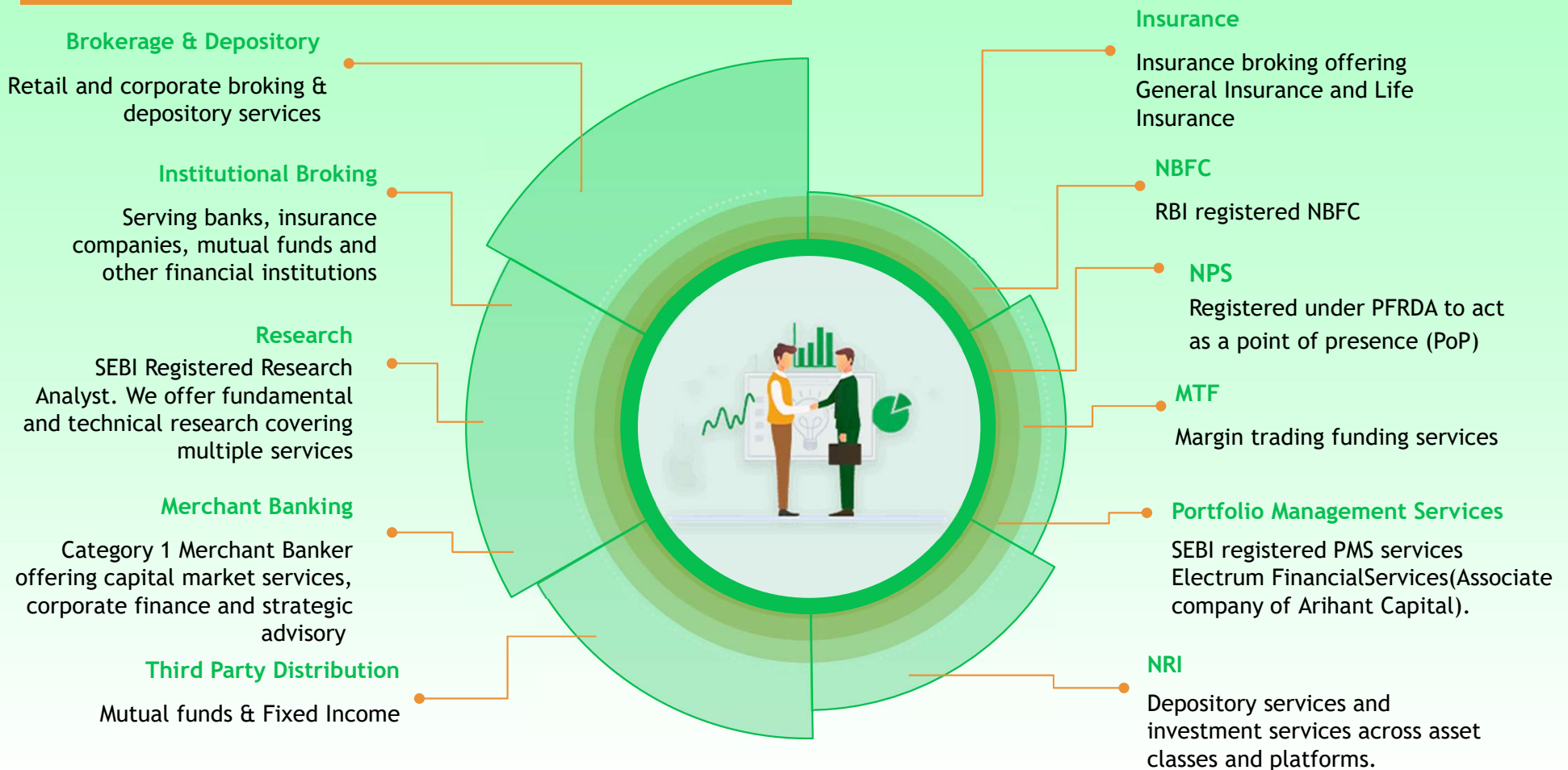
**Mr. Ashok Kumar Jain**  
Chairman & Managing Director



**Mr. Arpit Jain**  
Joint Managing Director

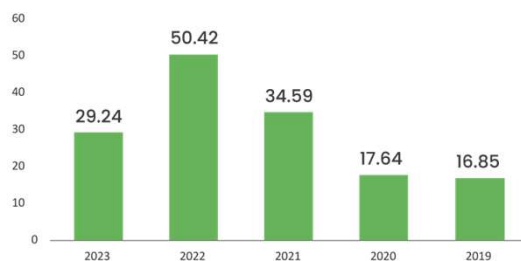


# What We Offer

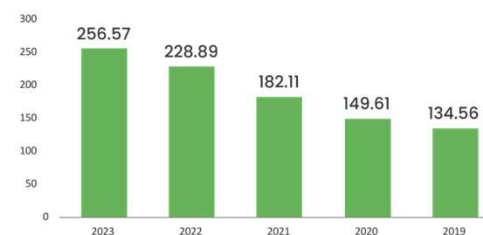


# Financial Highlights

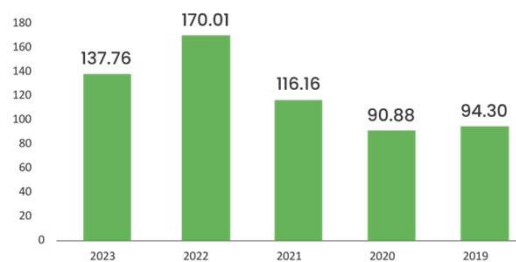
**PAT** (₹ crores)



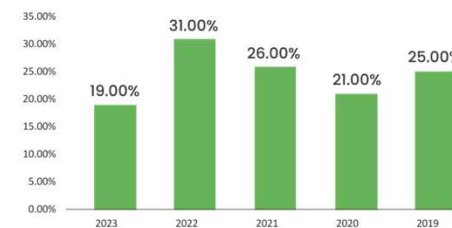
**NET WORTH** (₹ crores)



**TOTAL INCOME** (₹ crores)



**ROCE** (in percentage)

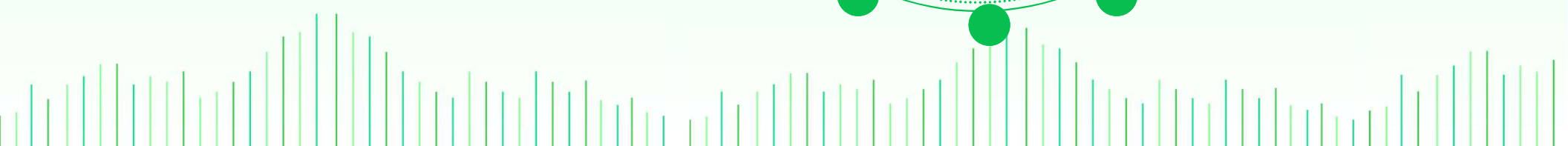


# Financial Snapshot Q1FY24 (Standalone Basis)

Revenue  
₹41.63 Crores  
**(47% ↑ QoQ)**

Profit After Tax  
₹10.52 Crores  
**(627% ↑ QoQ)**

**Arihant Capital**  
Generating Wealth



# Financial Snapshot Q1FY24

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- **Client Onboarding:** With our digital first approach, we have been successful in increasing our client acquisition rate. With our in-house EKYC portal, we are focusing on complete automation and seamless flow of onboarding journey, levelling up user experience by leaps and bounds. We are confident of achieving exponential growth and working on vision of onboarding 5 lacs new customers.
- **MTF Book:** We are increasing our focus on funding book to facilitate customers investing in equities markets. To meet the continued demand of funds from our existing customers, we plan to raise funds externally and scale our book that will yield results going forward.
- **Interest Income:** Interest income for the quarter ended 30<sup>th</sup> June FY23 was Rs 1229 lacs against Rs 1171 lacs in Q1, FY 2023. This further expected to increase continuously out of internal accruals.
- **R&D Cost:** We are increasingly spending on technology, and in future it will reduce our operational cost on incremental business. Expenditure on technology will be absorbed by incremental revenue.





# Financial Snapshot Q1FY24

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- **Merchant Banking Division Highlights:** Revenues for Q1 ended 30th June 2023 stood at Rs.60.37 lacs as against Rs. 16.96 lacs in Q1, FY 2023 and Rs. 11.86 lacs in Q1, FY 2022. We are extremely positive about the outlook for FY 2024. We have achieved a major breakthrough by securing the mandate for Main Board IPO. With a mainboard IPO and a major Open Offer in the offing, and few other decent assignments on the verge of materialising, we expect strong income trend of June quarter to continue.
- **Institution Highlights:** Revenues for Q1 ended 30th June 2023 stood at Rs.172 lacs as against Rs. 115 lacs in Q1, FY 2023. We have added few distinguished FII's as our clients and a lot more are in pipeline. We have also been upgraded by few Mutual Funds clients in ratings. We are now servicing larger clients and plan to add some marquee family offices, corporates and PMS in our kitty, planning to achieve double-digit growth in the current year. We have been ranked amongst top 25 ratings in Institutional setup last year in Asia Money and striving to move up the ladder.



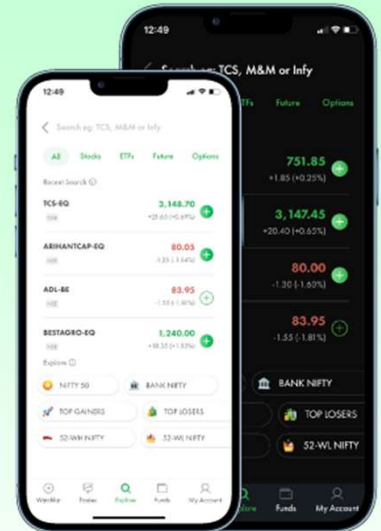
# Strengths of Arihant



# A Legacy Of Over Thirty Years



2022 Launch of Arihant Plus Mobile App



# PAN India Strong Franchise Network

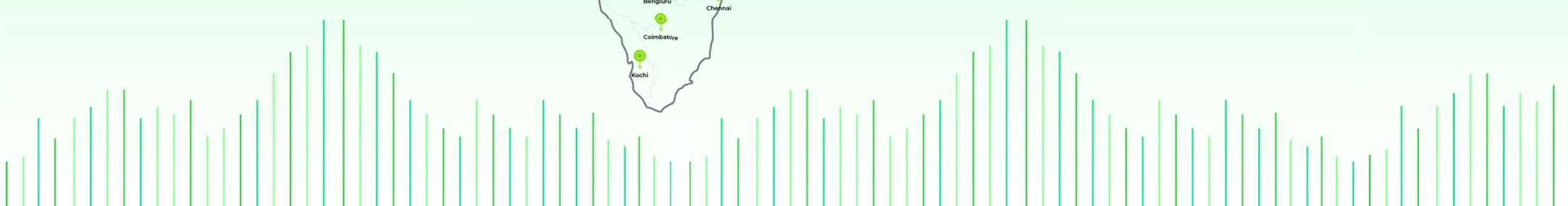
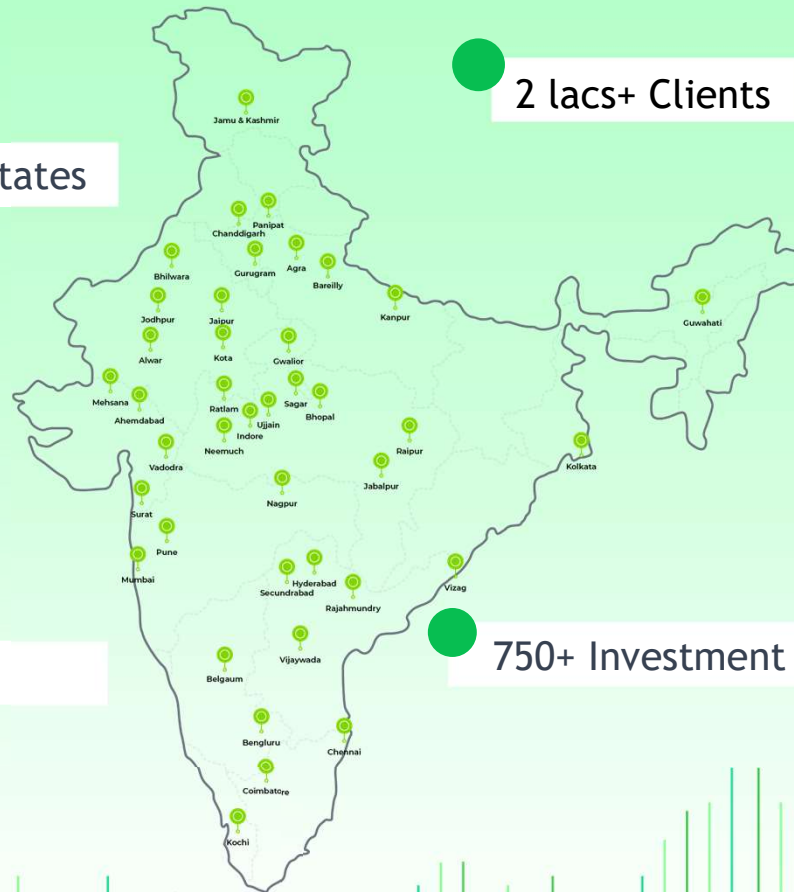
Presence in 24 states

2 lacs+ Clients

200+ cities

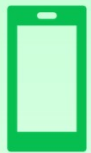
25 Branches

750+ Investment Centers



# Superior Technology

## Arihant Plus Mobile App



**4.5 star  
Playstore  
rating**



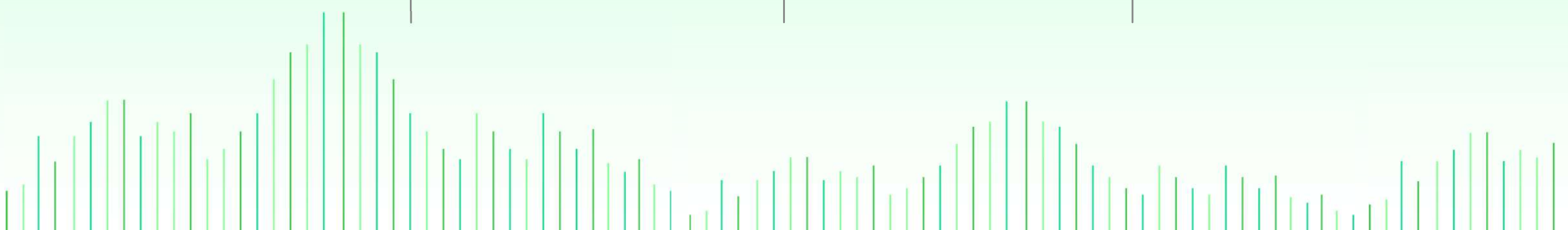
**Advanced Charts  
(with actionable  
trading)**



**Advanced orders  
(GTT, basket,  
bracket, cover, SIP)**



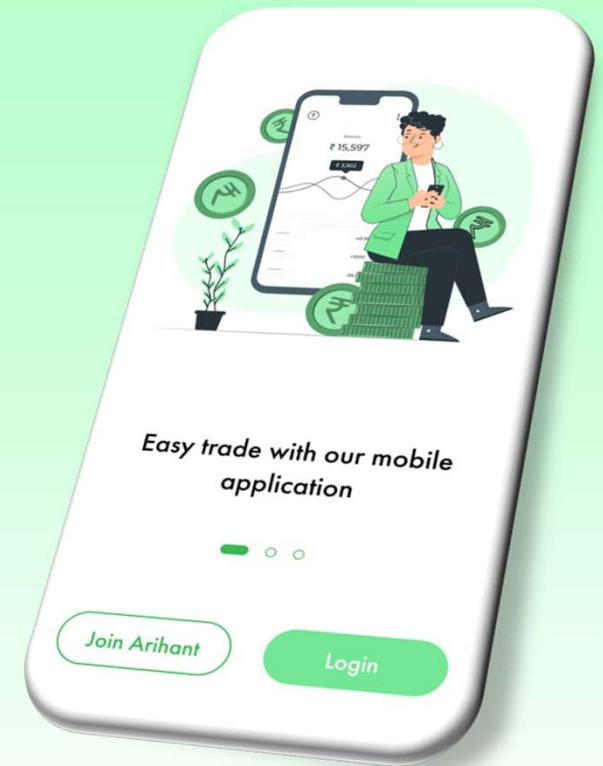
**Seamless  
trading  
experience**

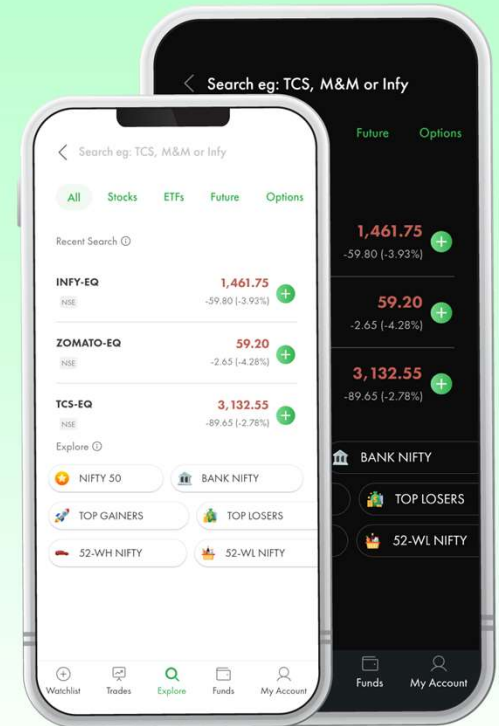
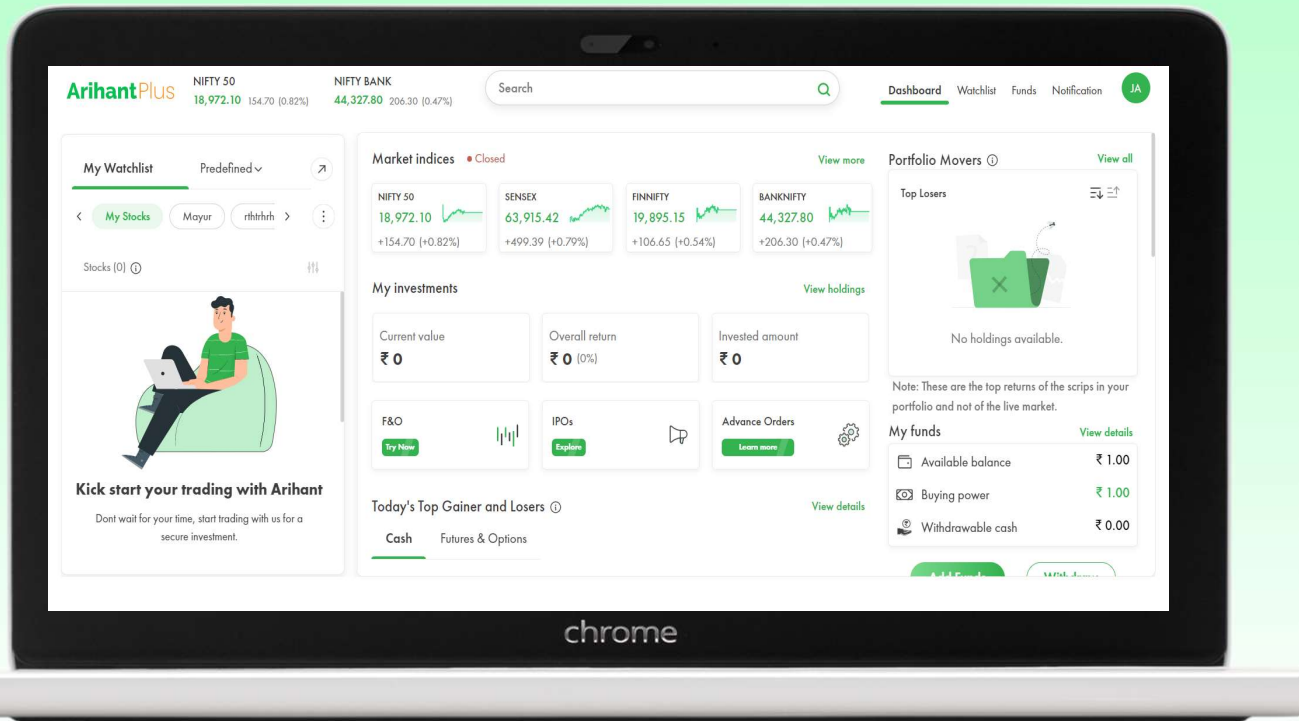


Launch of ArihantPlus as a digital 1<sup>st</sup> mobile application to cater to the digital growth

Objective 1 - Build a world class product that solves the need of today's Indian youth and enable them to achieve their financial goals

Objective 2 - Capture a sizeable market share and contribute to the company's overall revenue and profit targets

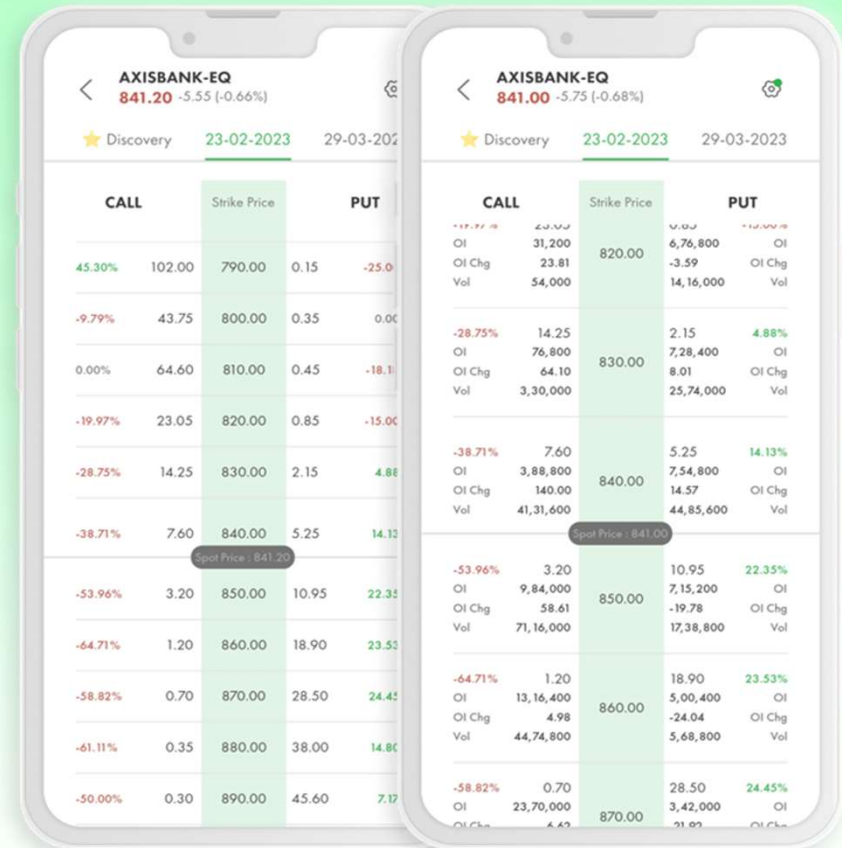






Major live features -

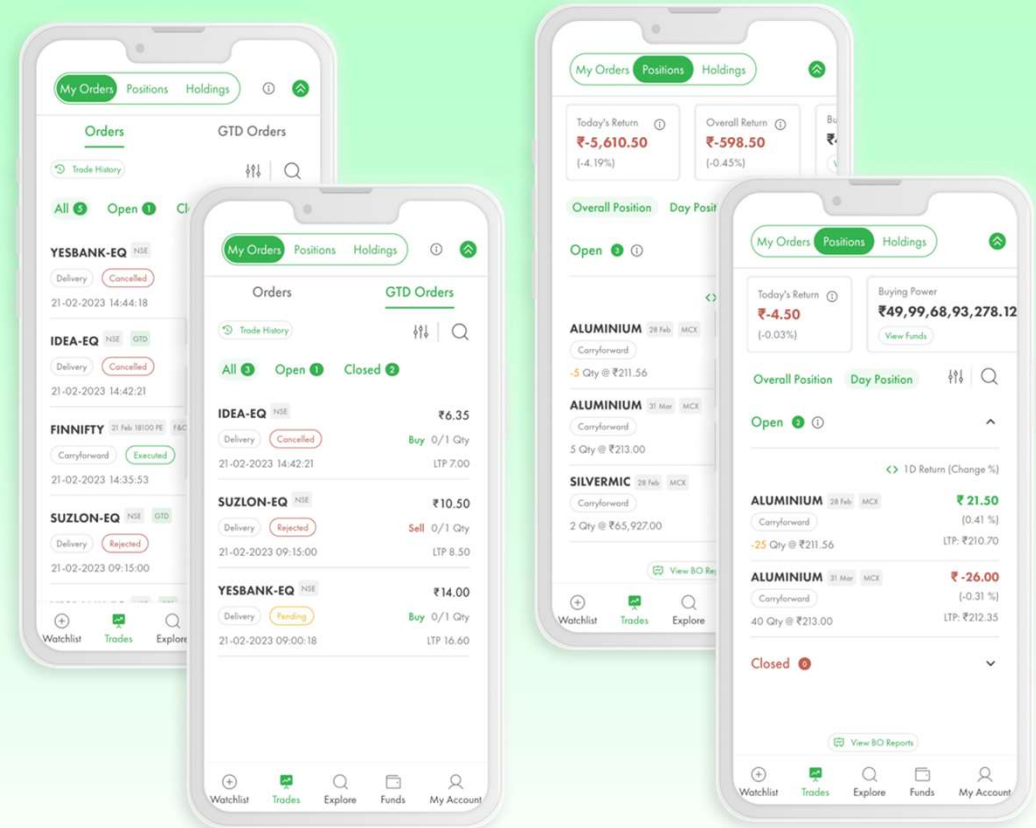
- ✓ Actionable Option Chain
- ✓ One click order placement
- ✓ Advanced order types like Cover Order, Bracket Order
- ✓ GTD
- ✓ Actionable Market depth
- ✓ Switch Account
- ✓ Margin Calculator

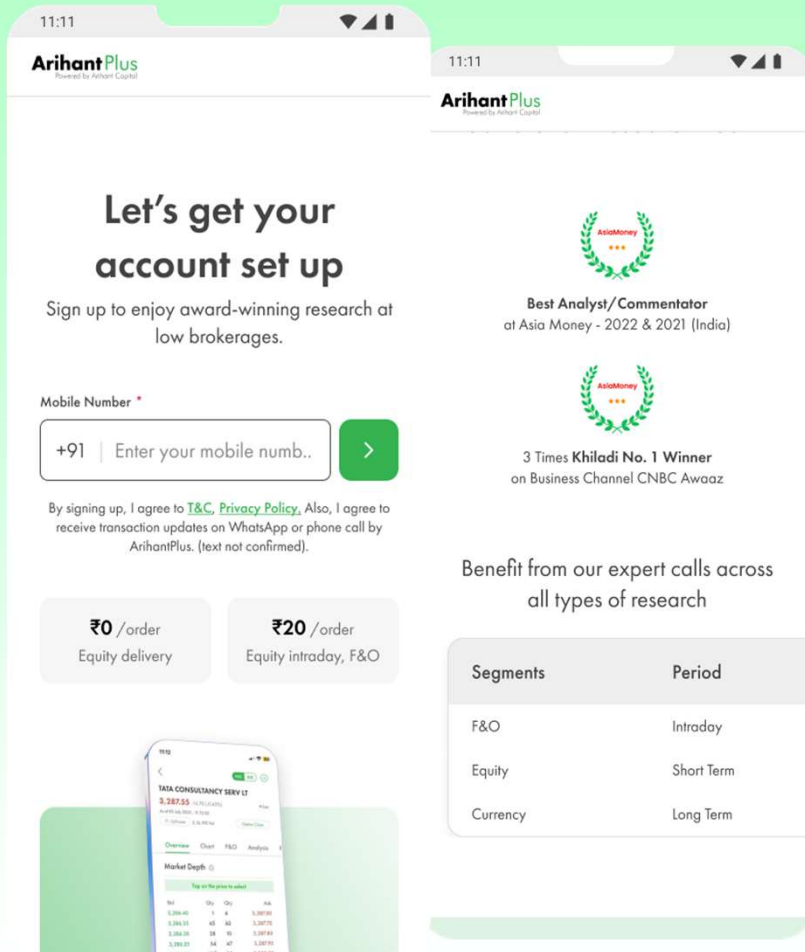




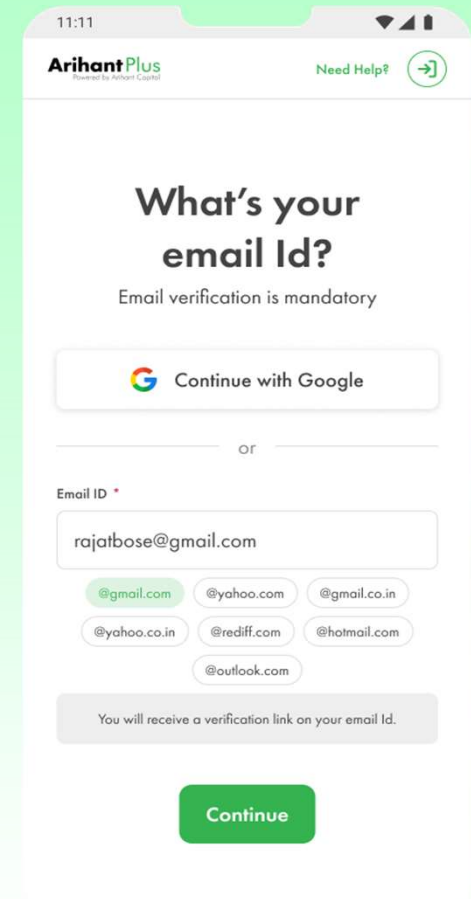
Top upcoming features to make AP stand out -

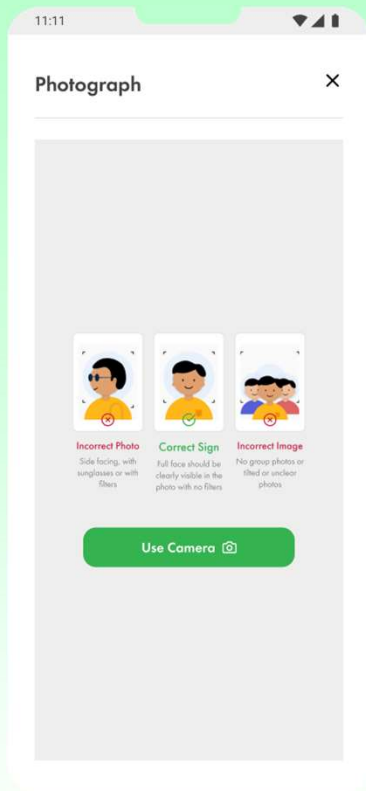
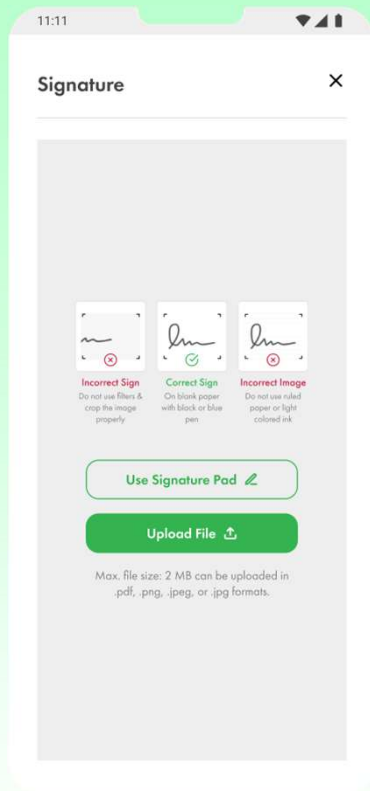
- Actionable Research
- Basket Order from Option Chain
- Holdings Pledge
- Equity SIP
- Guest User Login
- IPO
- Basket Order
- Alerts



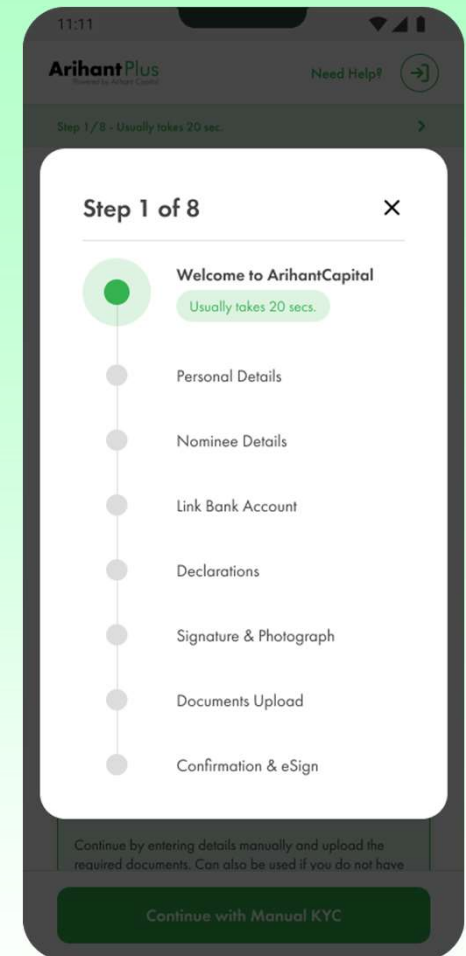


- Updated landing page showing USP of the platform
- Improved UI for improving conversion, journey now is mobile responsive
- Solving for funnel optimization at steps like email verification

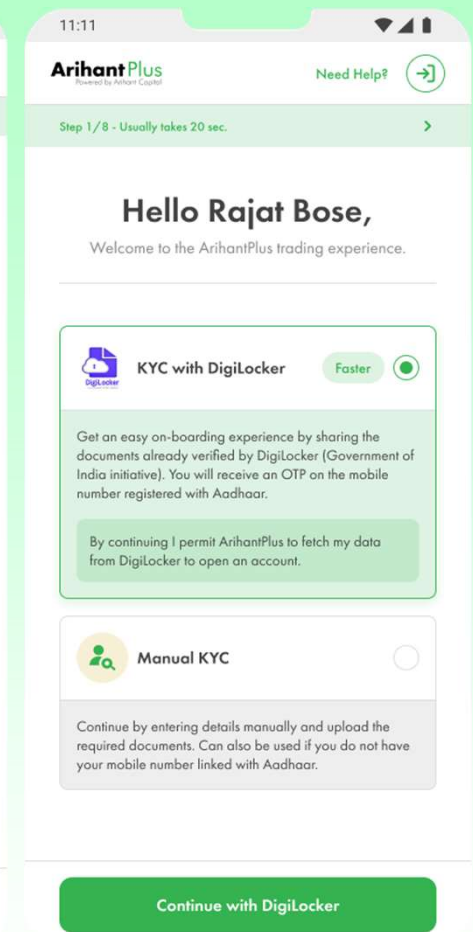
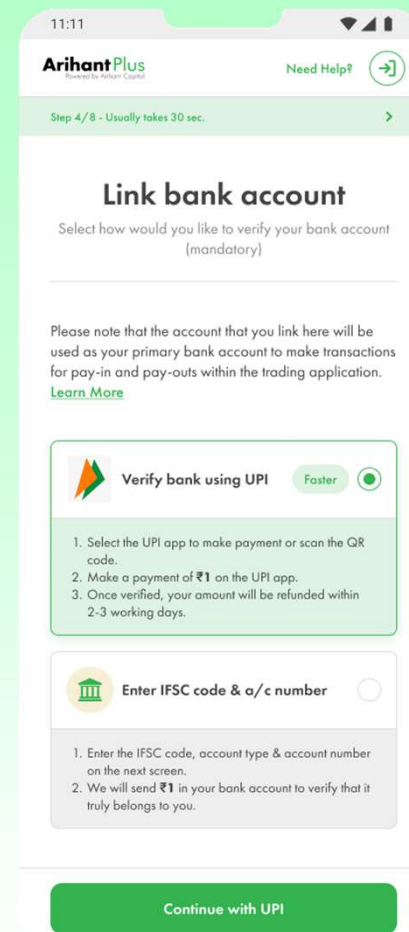




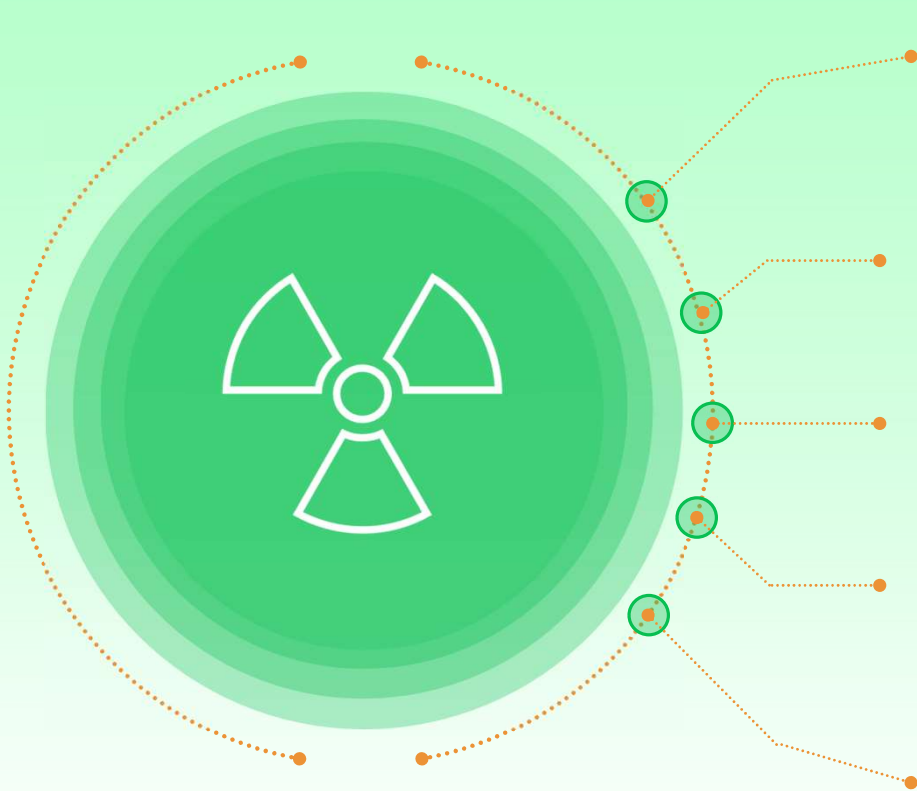
- Improved Signature Pad
- Updated Live Photo
- Sharing the stepwise journey, user can go back and edit



- Introduce manual journey and esign with Emudra – for users whose mobile is not linked to Aadhar
- Account Aggregator – To automatically upload bank statement for income proof
- Penny Drop – To verify bank details with UPI
- Native Account Opening – KYC journey inside the App



# Robust Risk Management



## Comprehensive Risk Assessment

Identifying and evaluating potential risks across all business aspects, prioritizing based on impact and likelihood.

## Proactive Risk Mitigation

Implementing preventive measures, developing contingency plans, and swiftly responding to emerging risks.

## Transparent Reporting and Communication

Maintaining open channels, providing clear risk-related information, ensuring transparency in risk disclosure.

## Robust Compliance and Governance

Adhering to regulations, establishing strong controls, fostering a culture of ethics and accountability.

## Continuous Improvement and Adaptation

Learning from incidents, staying updated with emerging risks, embracing an agile and adaptable culture.

# Awards & Recognitions



**Best Retail Brokerage**  
2022 & 2021  
(India)



**Best Analyst/Commentator**  
2022 & 2021  
(India)



**Best Performing PMS**  
Aug, Sep, Oct, 2022  
(India)



**Best Data Analytics**  
Stock Broking 2022  
(India)



**Ranked in Forbes Asia**  
2011  
(India)



**Best Emerging  
Commodities Broker, 2011**  
(India)



**Leader in Go Green  
Initiative, 2019**  
(India)



**STAR Performer  
Award, 2019**  
(India)



**Excellence in Omni  
Presence Technology**  
Stock Broking 2020  
(India)



**Krishi Pragati Award for  
Outstanding Leadership**  
2017  
(India)



**Star Performer in  
Mutual Funds**  
2019  
(India)



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