

**Date:** May 22, 2024

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/Madam,

Please find enclosed a copy of Investor Presentation on the Audited Financial Results of the company for the quarter and year ended on March 31, 2024.

Kindly take on record and oblige.

Thanking You

**For Arihant Capital Markets Limited**

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

**ARIHANT CAPITAL MARKETS LIMITED**  
**(CIN: L67120MP1992PLC007182)**

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)

# Arihant Capital

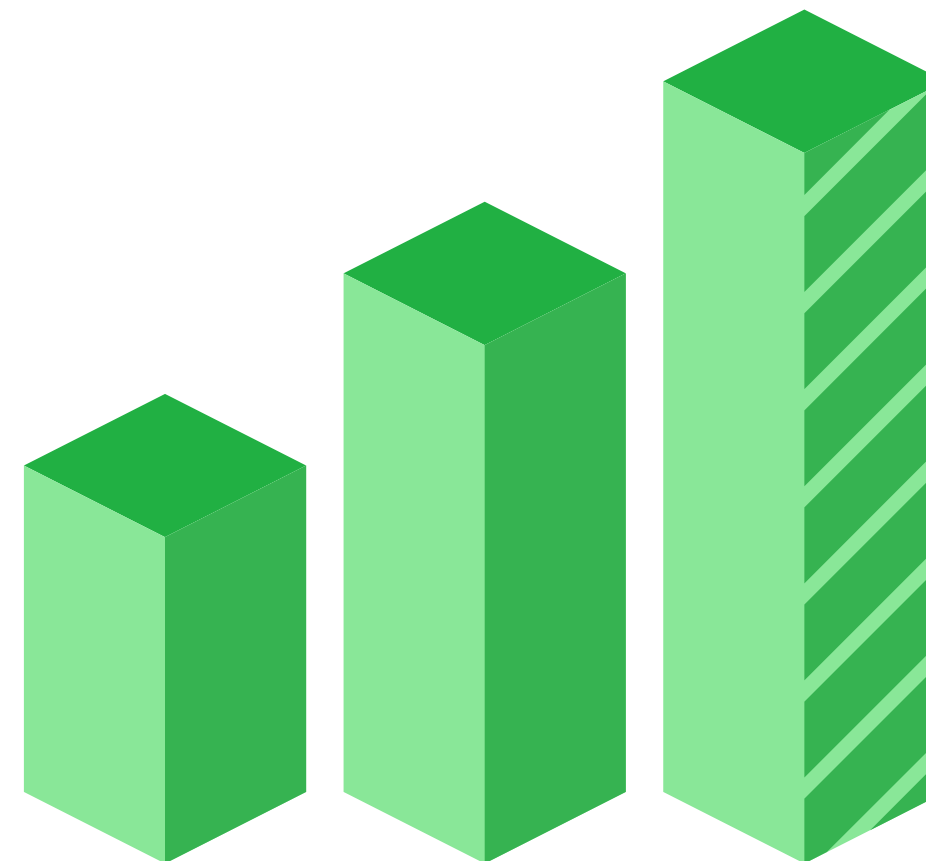
Generating Wealth

# Financial Snapshot FY24: Robust Performance

▲ 142%  
**₹70.51 cr**  
Profit After Tax

▲ 71%  
**₹236 cr**  
Revenue

▲ 25%  
**₹322 cr**  
Net Worth



▲ 11%  
**2.48 lacs**  
Total Clients

▲ 23%  
**80,182**  
NSE Active Clients

▲ 28%  
**₹19,693**  
ARPU



# 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.

**2.5 lac+**  
Clients

**1,000+**  
Business Partners

**400+**  
Employees

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



**Profit-making since  
inception**

# About us

- Wide range of products and services to meet the needs of every client
- Key strategic relationships driving revenue and growth
- High Focus on technology and digital evolution
- Broad and diverse distribution network across India (franchise and own branches) with scalable infrastructure
- A strong brand name with over 32+ years in the industry and a recognized leader
- Investment platforms to empower self-directed traders and investors along with personalized experiences for clients

# Our Board of Directors



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



**Mr. Arpit Jain**  
Joint Managing Director



**Mr. Jitendra Jain**  
Independent Director



**Ms. Swanubhuti Jain**  
Independent Director

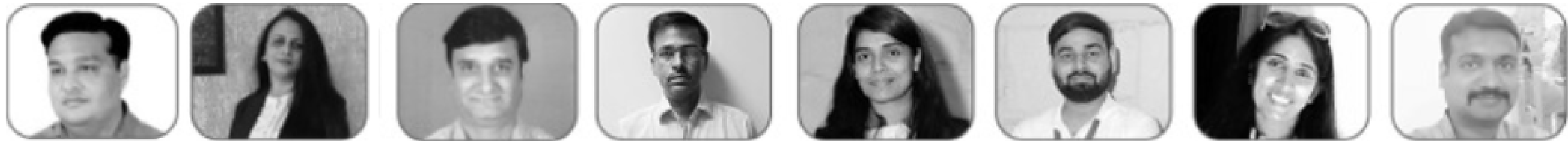


**Mr. Ashish Maheshwari**  
Independent Director



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

# Team in Action



# Our core offerings



## Securities broking

Equities, derivatives, commodities and currency



## Third party distribution

Mutual funds, bonds, NPS, corporate deposits, PMS & other third party products



## Institutional broking

Serving over 120 institutional clients including top banks, insurance companies, pension funds, and AMCs



## MTF & Financing

Margin trading facility & also a RBI registered NBFC



## Depository

Registered depository offering demat services with both NSDL and CDSL



## Merchant Banking

Category I Merchant banker and investment banking



# Our memberships

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**1**

Member – NSE, BSE, NSDL, CDSL, MCX, NCDEX MCX–SX, NSE (Currency Segment)

**2**

Clearing Member with Indian Clearing Corporation Limited ("ICCL")

**3**

Category 1 Merchant Banker holding permanent SEBI registration

**4**

POP Service Provider with PFRDA for National Pension Scheme (NPS)

**5**

SEBI registered PMS through Electrum Capital Private Ltd

**6**

SEBI registered research analyst

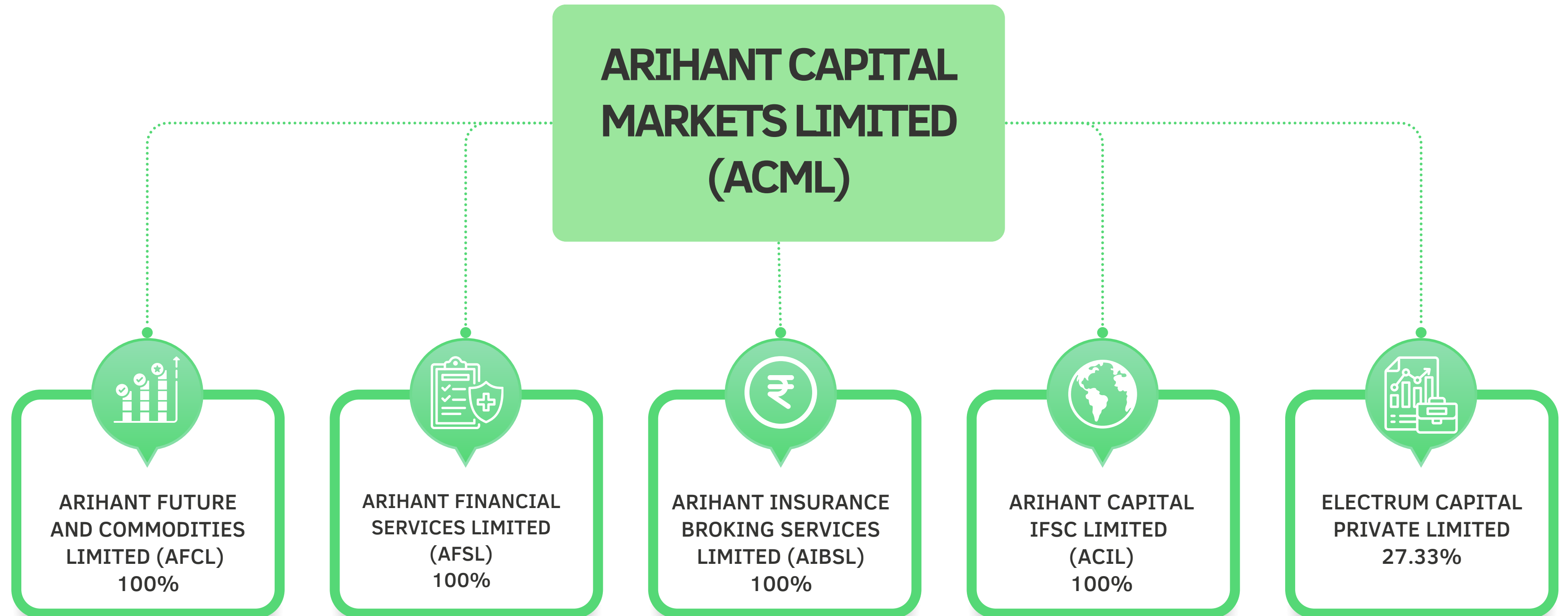
**7**

RBI registered NBFC

**8**

Broking license in IFSC GIFT City

# Current Entity Structure



# Our structure

## INDIVIDUAL INVESTORS

- Retail (active and self-directed investors)
- HNIs
- NRIs

## CORPORATE CLIENTS

- Large corporates
- SMEs
- LLP

## INSTITUTIONAL CLIENTS

- Banks
- AMCs and pension funds
- Insurance companies
- FPIs



## Support Functions

- Finance, Risk, Strategy
- Technology

- Marketing & Sales
- Human Resources

- Operations
- Business Strategy

# Multiple product and services

## BROKING

- Equities (cash and derivatives)
- Commodities
- Currency
- ETFs
- Mutual Funds

## TRADING TOOLS

- 7-Min Client Onboarding
- Online trading
- Mobile trading
- Margin trading
- Block deals
- Online mutual fund
- Online IPO
- Online NCD

## CLIENT BREADTH

- Retail
- HNIs
- NRIs
- Institutional (including FPIs)
- Corporates

## OTHER PRODUCTS & VALUE ADDED SERVICES

- Research
- Bonds (54EC, sovereign gold, tax saving, corporate, etc)
- Corporate Deposits & NCD
- Stock Market courses
- NPS
- Market data
- Investment workshops and seminars



**DIVERSIFIED  
REVENUE  
STREAMS**

# Merchant Banking

- **CAPITAL MARKET SERVICES**

IPO, FPO, QIP, SME IPO, Buyback / Delisting, Takeover, Rights Issue

- **CORPORATE FINANCE**

Private Equity, Project Finance / Trade Finance, Debt Restructuring, VC / Angel Funding

- **VALUATION**

ESOP Valuation, FDI/ODI, Sweat Equity, Fairness Opinion, Business Valuation

- **CORPORATE ADVISORY**

M&A, Transaction Advisory, Corporate Restructuring

## CLIENTS



and more....

# Merchant Banking Highlights: FY24



- Successfully managed and executed the ₹100 crore Initial Public Offering (IPO) for RBZ Jewelers. The IPO garnered exceptional investor interest, oversubscribed by approximately 17 times. RBZ Jewelers' shares debuted at a premium to the issue price of ₹100 per share, delivering substantial value to investors.
- Successful completion of Organic Recycling Systems Ltd's ₹50 crores (SME) IPO.
- Successfully completed Open Offer assignment of IPCA Laboratories Ltd, in respect of their acquisition of Unichem Laboratories Limited (which was one of the largest open offers in FY 2023-24). Additionally, we secured the broking mandates for a substantial block deal transaction amounting to ₹948 crores through this deal.
- Tie-up with Nuvama Wealth and ICICI Private Banking for providing merchant banking services to their small and medium sized corporate clients.
- We secured mandates for two mainboard IPOs, each valued between ₹100 crore and ₹125 crores. Additionally, we currently have mandates for two SME IPOs, two Rights Issues, and two Open Offers. The focus of FY2024-25, will be to successfully close these mandates.

# Institutional client list

## BANKS



## INSURANCE COMPANIES



## AMCs



and more....

# Research

## Key Research Team



**Abhishek Jain**

Research Head



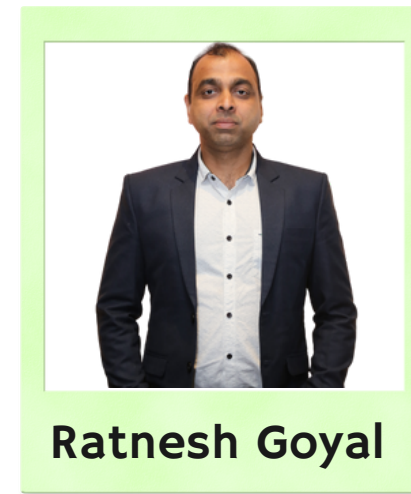
**Kavita Jain**

Learning Head &  
Sr. Research Analyst



**Mileen Vasudeo**

Sr. Technical  
Research Analyst



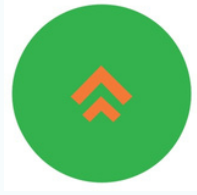
**Ratnesh Goyal**

Sr. Technical  
Derivative Analyst

We are SEBI-registered research analyst, with a team of award-winning analysts.

Arihant has a team of 10 fundamental and technical analysts with a combined experience of 125 years in research and capital markets. There is a separate team of research of PMS (Electrum).





# Customer centric philosophy

## OUTSIDE-IN VIEW

- Investor at the heart of every single decision.
- Making investing easier, accessible, & understandable for everyone.

## LONG-TERM RELATIONSHIPS

- Aim at building relationships rather than being transactional.
- To be honest, empathetic, transparent, and responsive in serving our clients.

## WEALTH CREATION

- Play a serious & credible role in investor's wealth generation.
- Encourage investors to create a holistic portfolio across asset classes .

# Growth Strategy

- Garner market share with new trading platforms
- Intensify cross-selling
- Broaden geographic footprint
- Focus on digital business partners
- Focus on digital marketing

- Expand lending services
- Expand services and product portfolio through continued innovation
- Pursue strategic alliances and acquisitions

# Arihant at a Glance

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**2,48,294**

Customers



**80,182**

Active Clients



**64,705**

Total App Installs



**1,45,98,385**

Total Executed Orders



**₹8,172 crores**

Average Daily Turnover

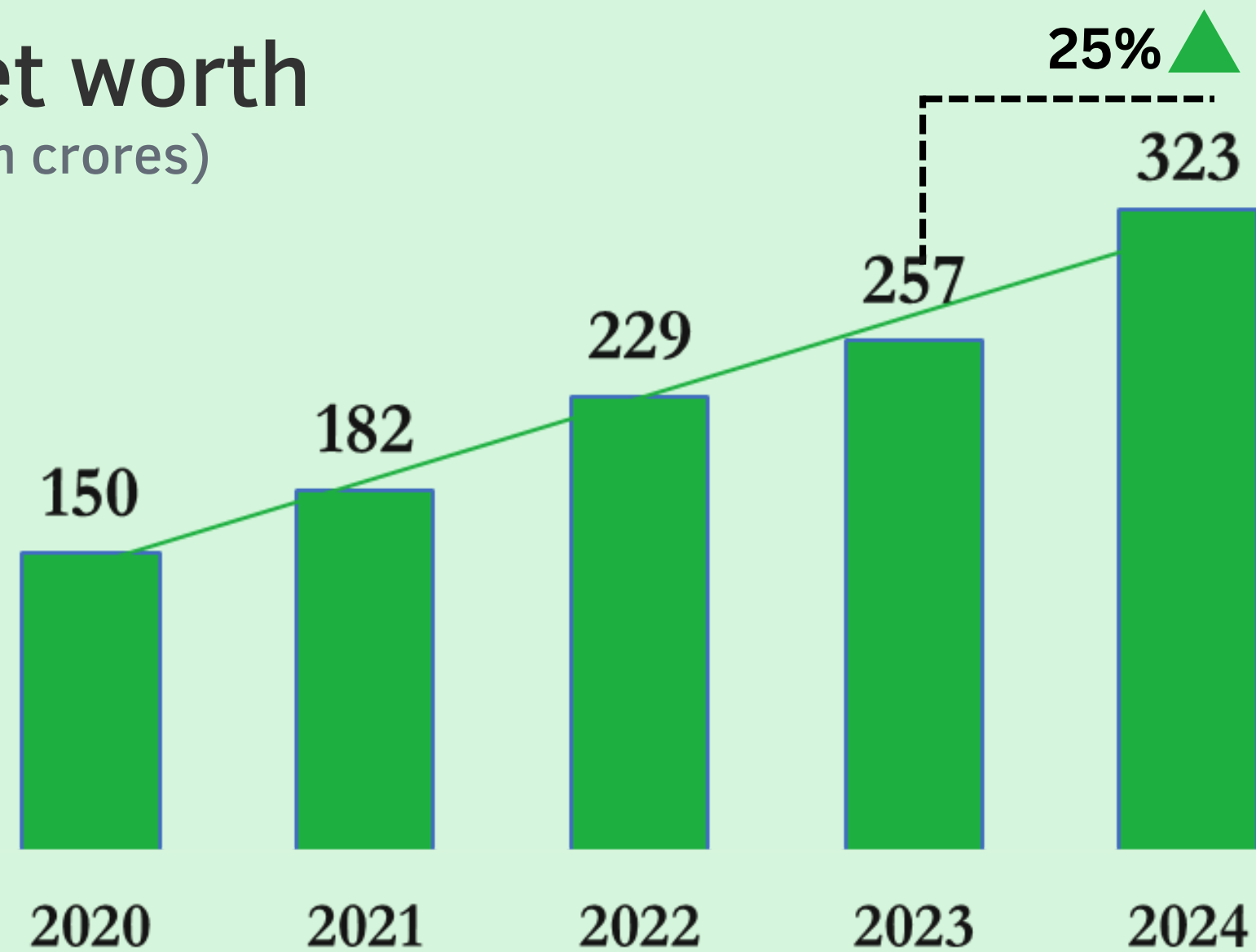


**₹19,694**

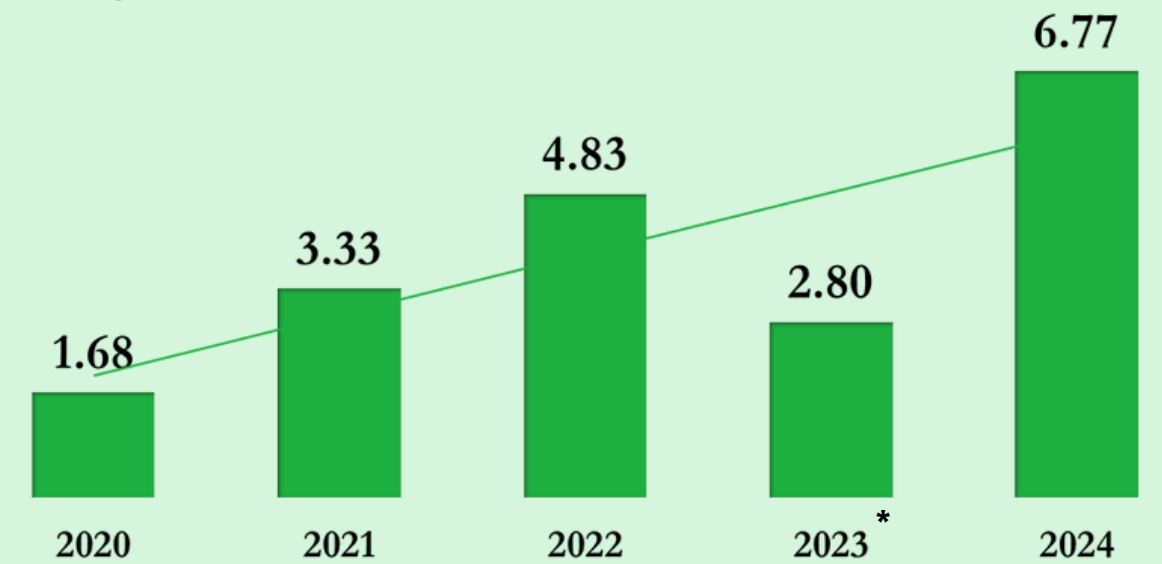
ARPU FY 2024

# Financial Highlights

## Net worth (₹ in crores)

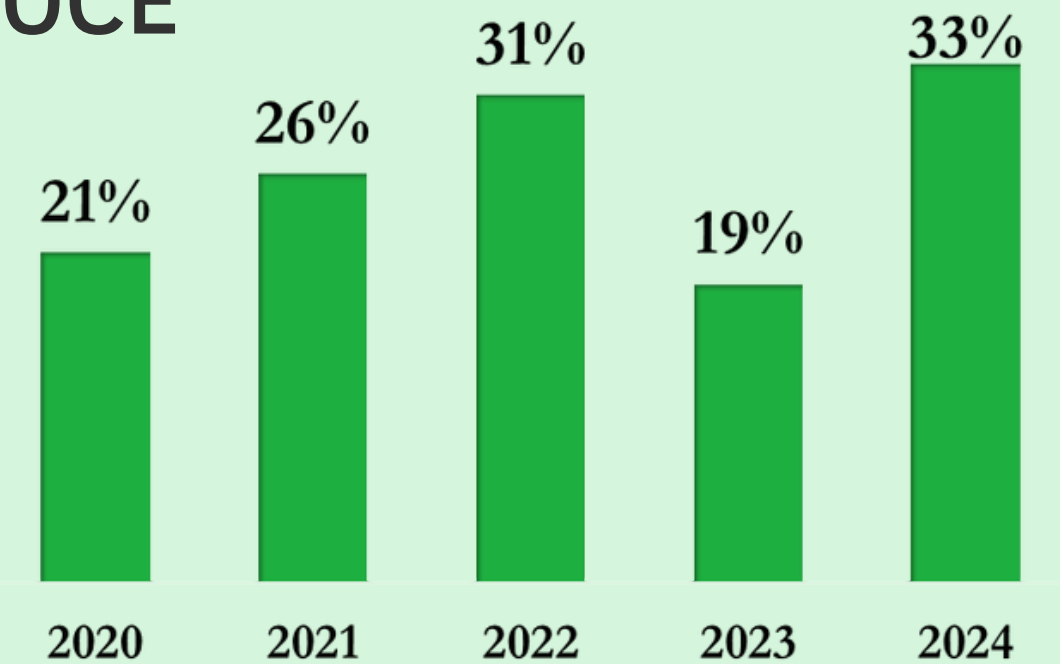


## EPS



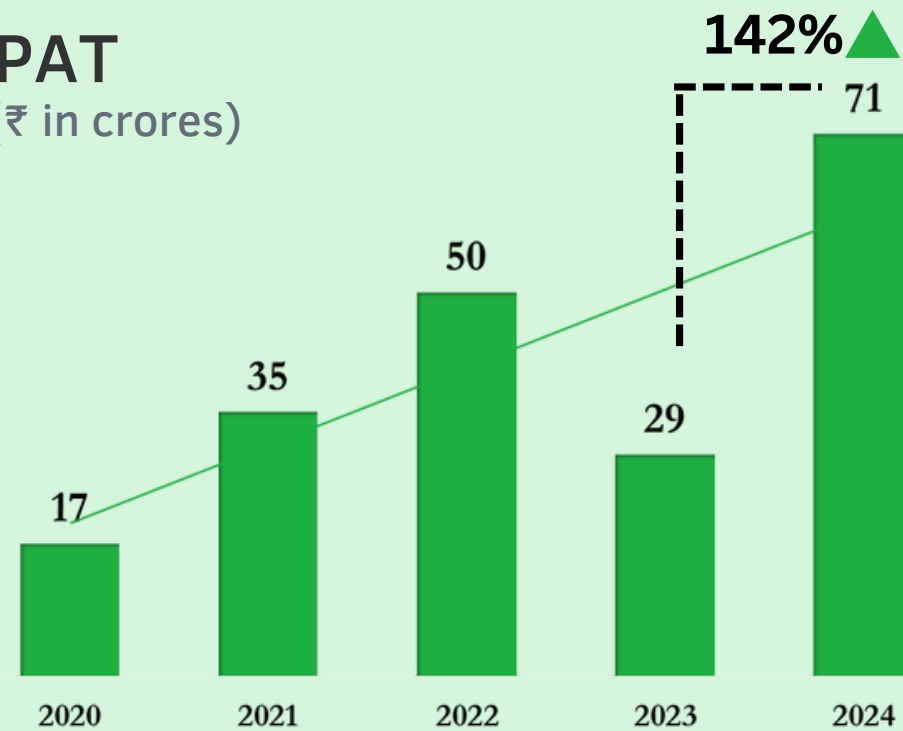
\*Adjusted for sub-divisions

## ROCE



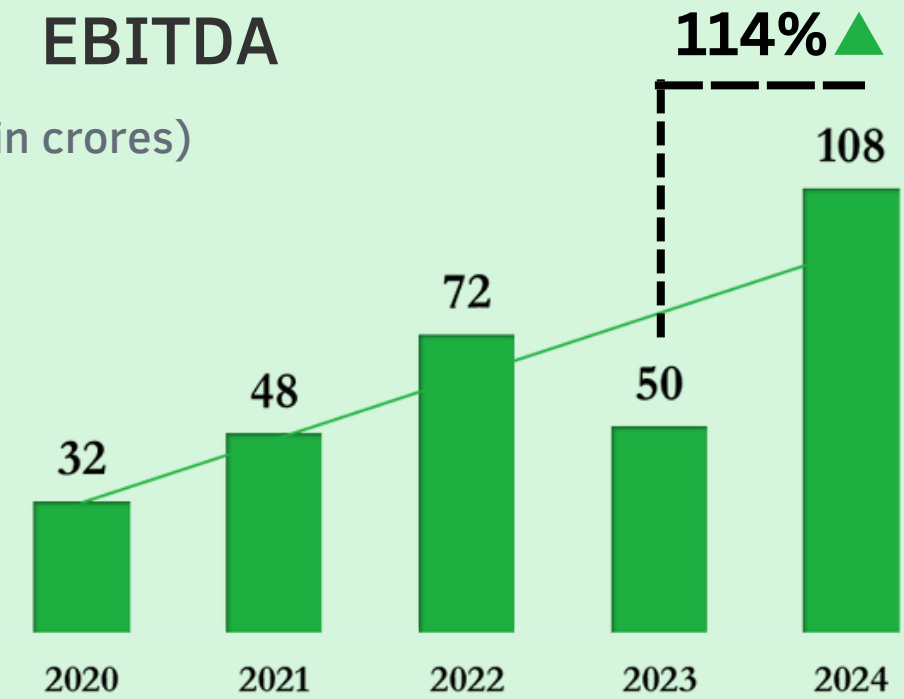
# Financial Highlights

**PAT**  
(₹ in crores)



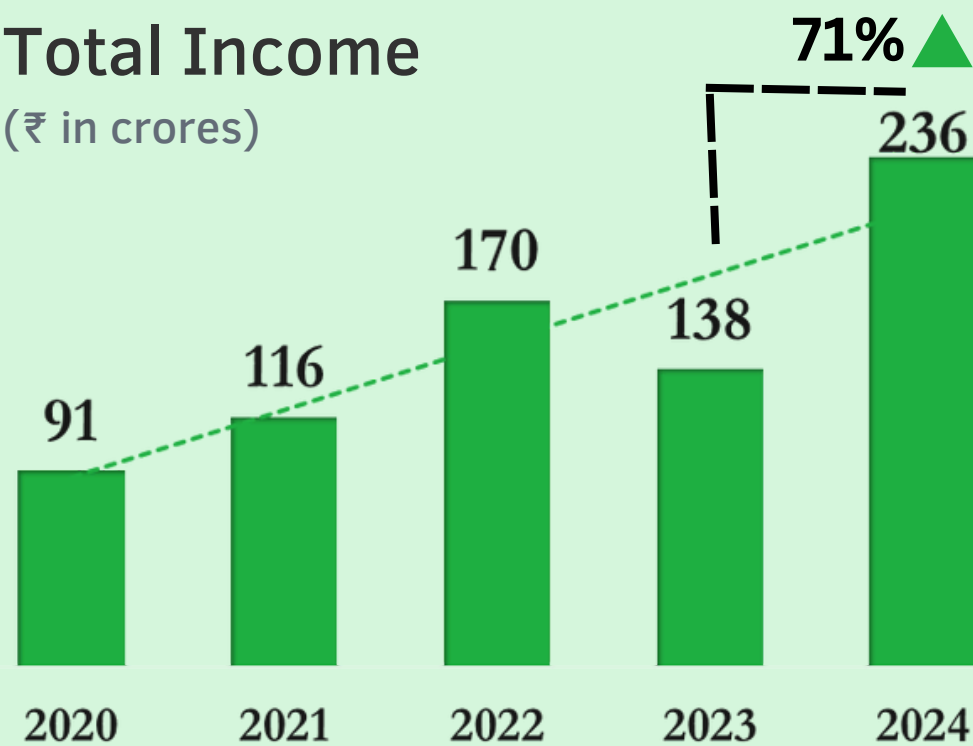
**EBITDA**

(₹ in crores)



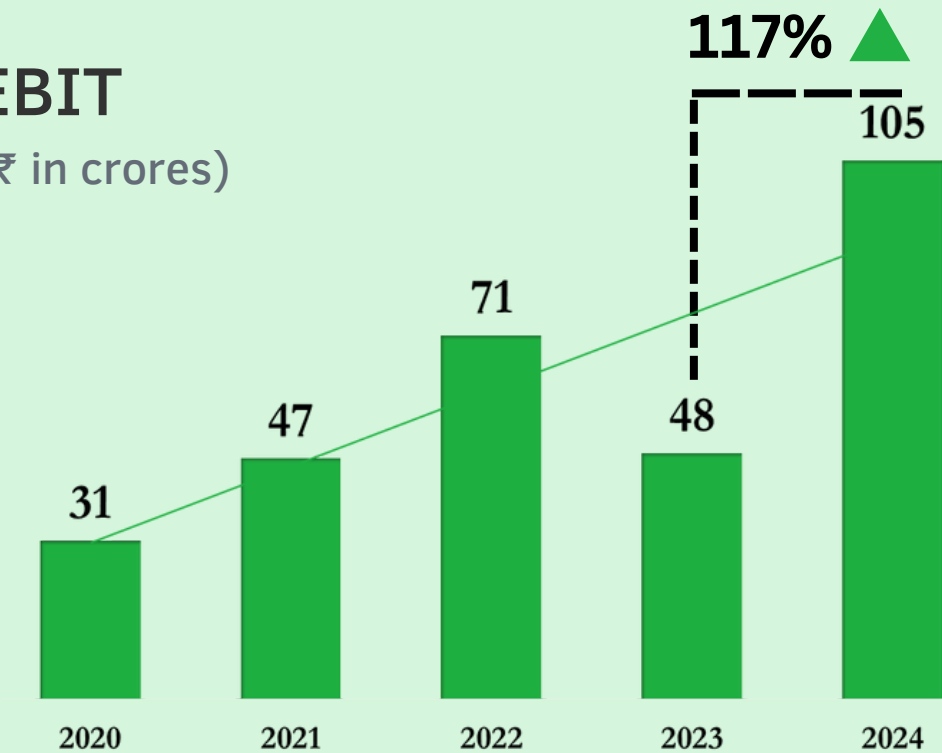
**Total Income**

(₹ in crores)



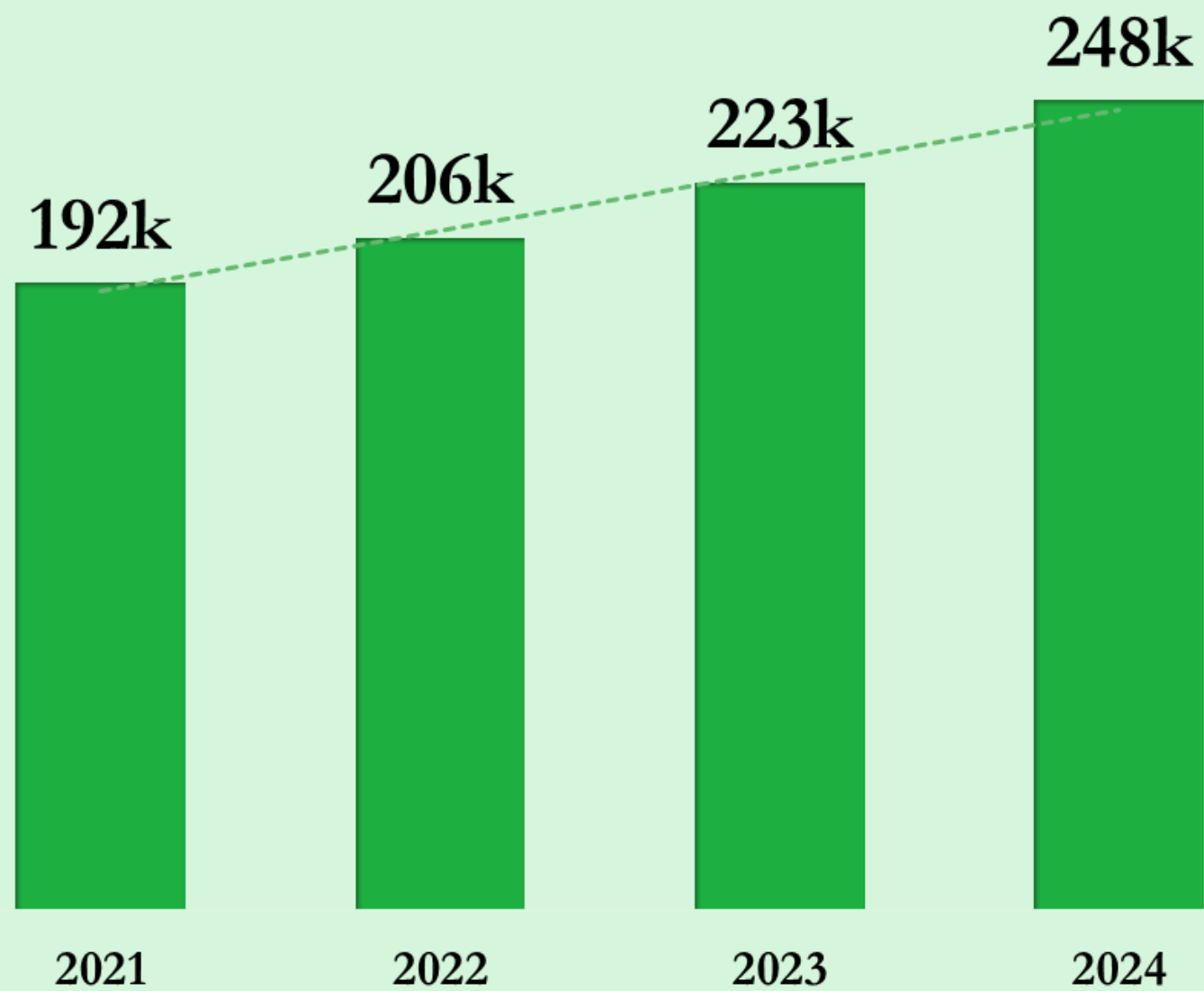
**EBIT**

(₹ in crores)



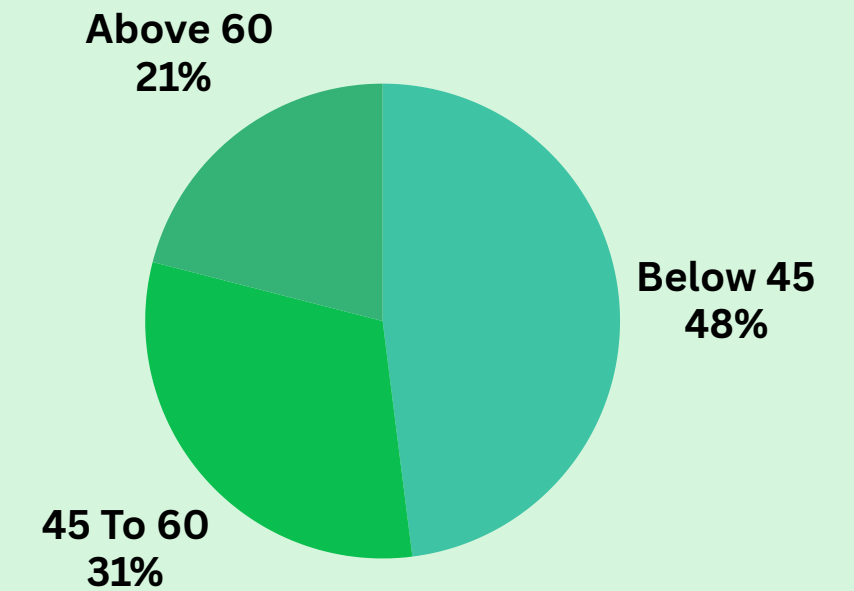
# Customer Demographics

Steadily increasing client base

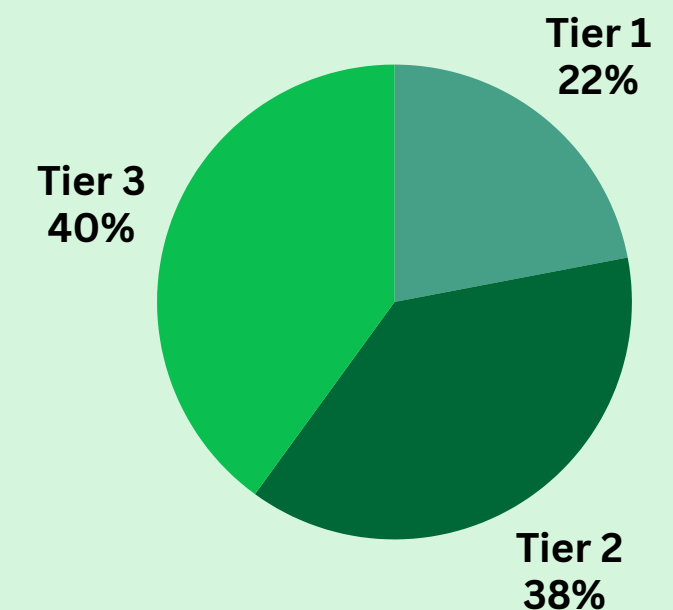


Total Accounts

Increasing young clients with higher disposable income



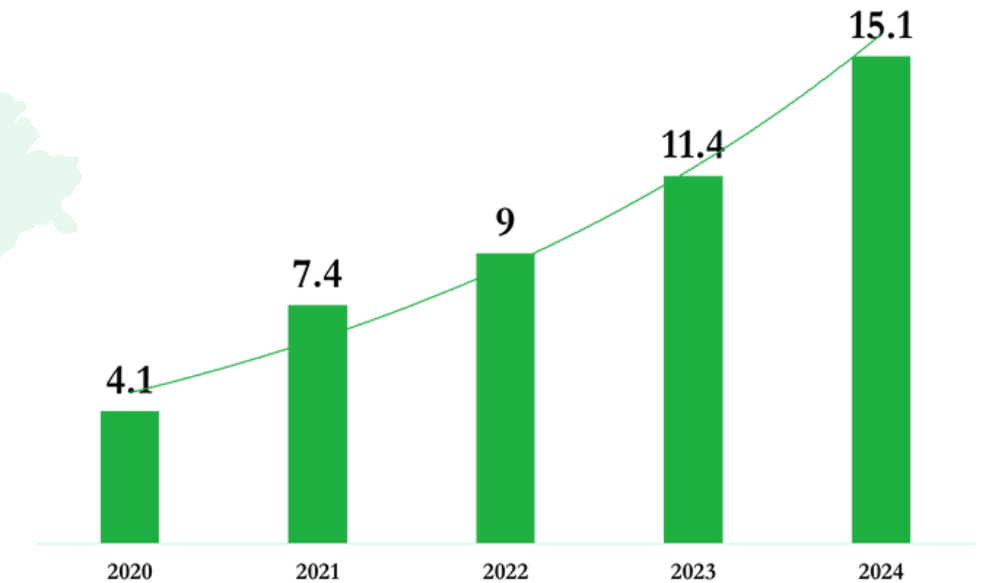
Fostering financial inclusivity with increased presence in Tier 2 & 3 cities



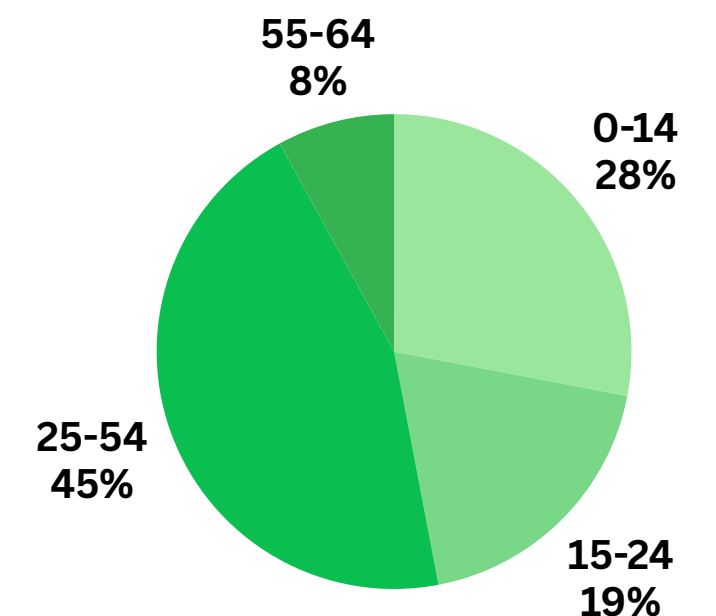
# Broking Industry Growth Outlook

- Total Demat Accounts in India: **15.14 crores**
- Addition of **31.3 Lakh** demat accounts was seen during **March 2024**.
- Over time, stock exchanges often witness a growth in the number of active traded clients. This growth is fueled by increased market participation from various types of investors, including retail traders, institutional investors, and algorithmic trading firms. Current NSE Active accounts **4.08 crores**.
- Target market (**18 - 45 Years**) constitutes **>50%** of the total population. With growing addressable market size, the Indian capital markets provide ample opportunity for growth.
- The India Financial Brokerage Industry is poised for substantial growth, with estimates pegging its size at USD **3.94 billion** in **2024**, expected to soar to USD **5.75 billion** by **2029** (Source: Ken Research).

Steady growth in demat accounts (crore)



Age distribution in India

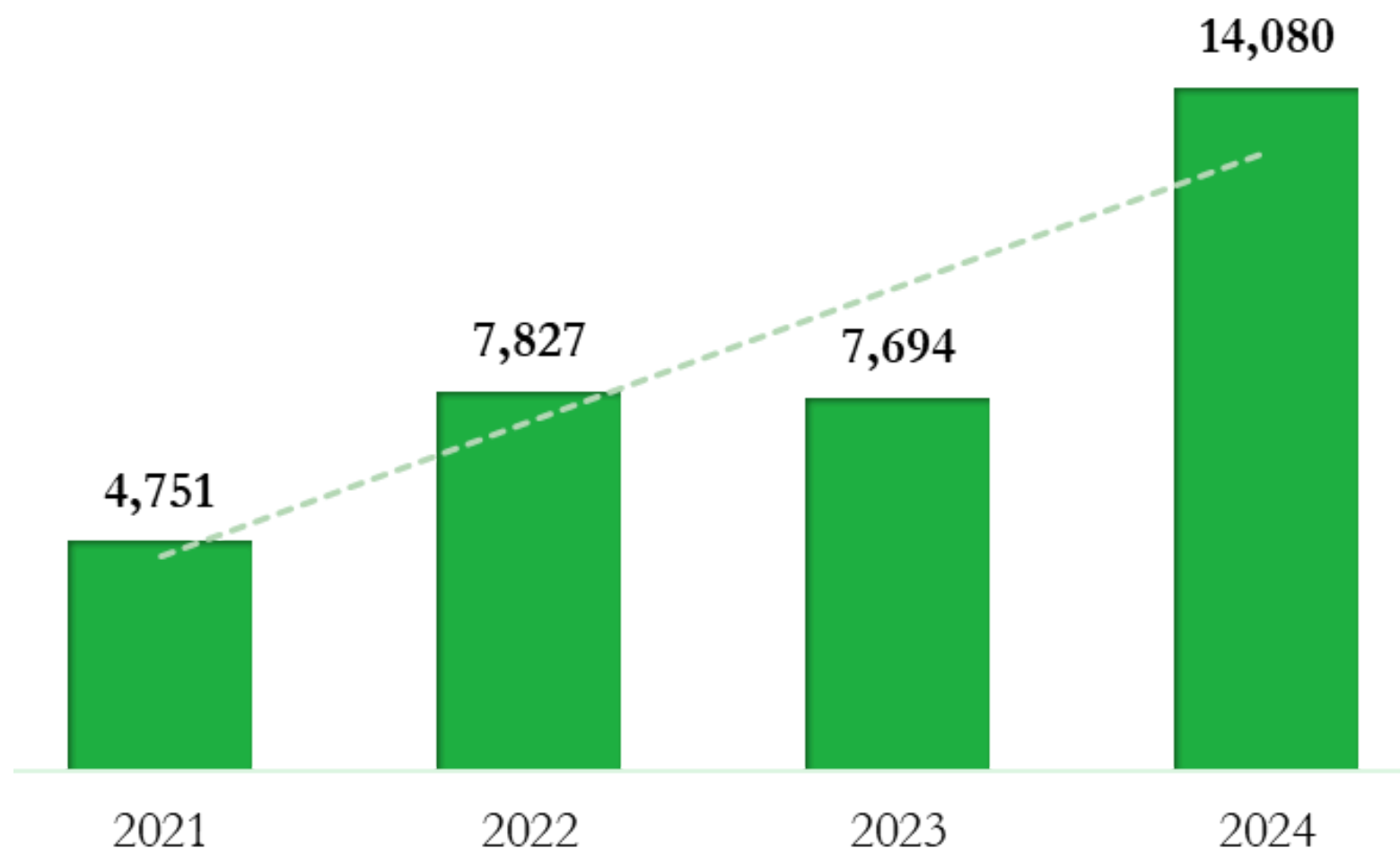


# Wealth & Equity AUM

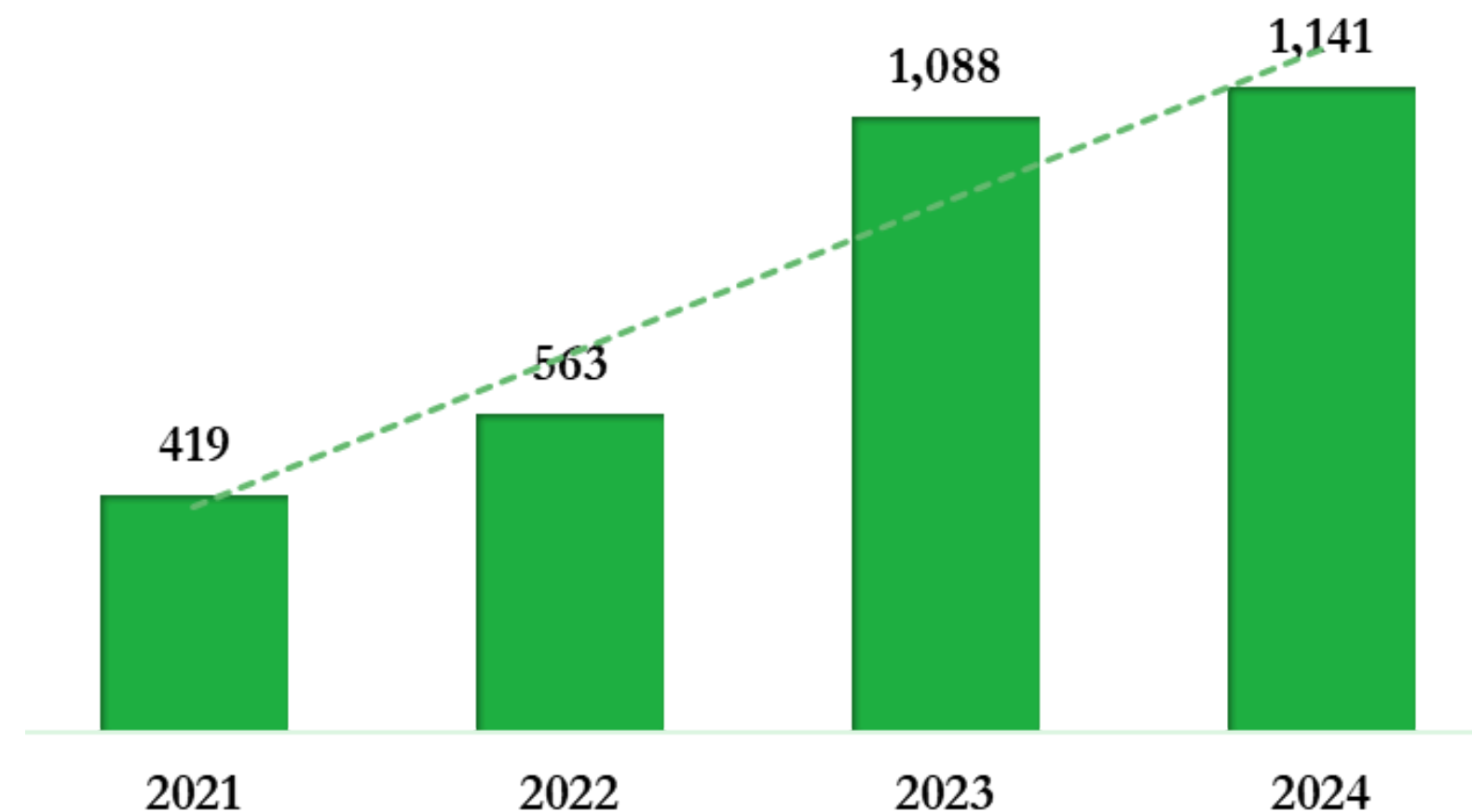
Driving portfolio expansion by leveraging a diverse array of products.

Equity AUM grew from ₹7,694 crore to ₹14,080 crore, a remarkable 83% leap!

**Equity AUM**  
(₹ in crores)



**Wealth AUM**  
(₹ in crores)

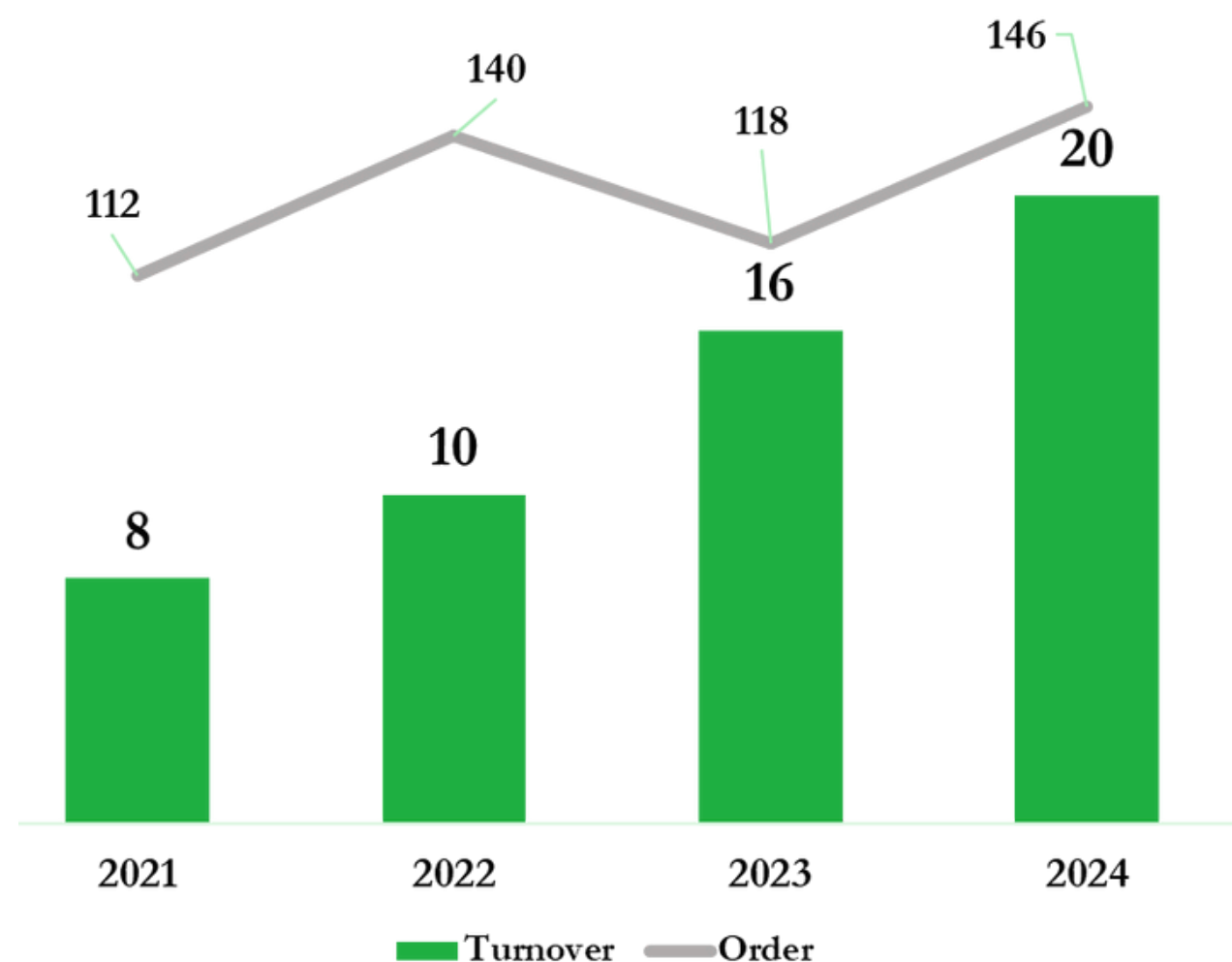




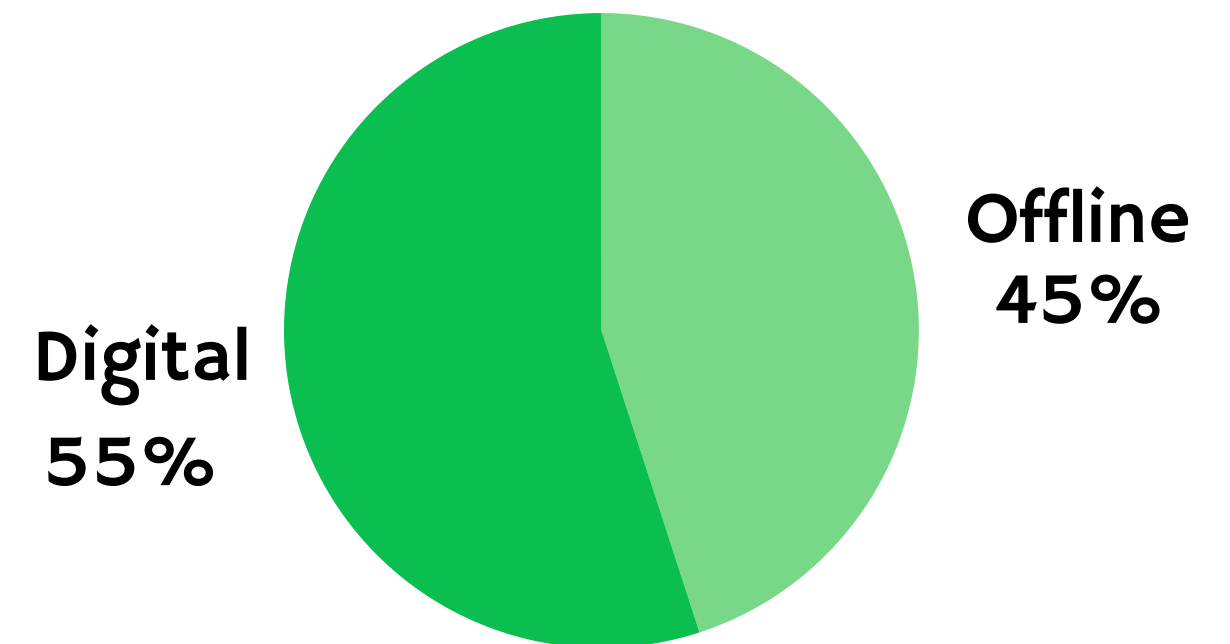
# Notional Turnover & Orders

The company's consistent growth aligns with the industry's upward trajectory, underscoring its adeptness at navigating market dynamics. This strategic agility, coupled with a commitment to innovation, underscores the company's resilience and positions it for sustained success amidst evolving market landscapes.

## Notional Turnover (₹ in lac crores) & Orders (in lacs)




## Turnover Distribution



The rising adoption of digital platforms for trading reflects a transformative shift in investment behavior towards online convenience and accessibility.

Our mission is to enhance the financial independence of traders and investors through powerful investment platforms and objective guidance.



# 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.



## Arpit Jain

Arpit, a Chartered Accountant with a Bachelor's in Commerce, is the Joint Managing Director at Arihant Capital Markets Ltd. Appointed as the youngest board member in 2021, he brings over a decade of expertise in institutional broking, investment banking, wealth management, and research. Arpit's contributions have been pivotal in driving the company's success.



## 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.

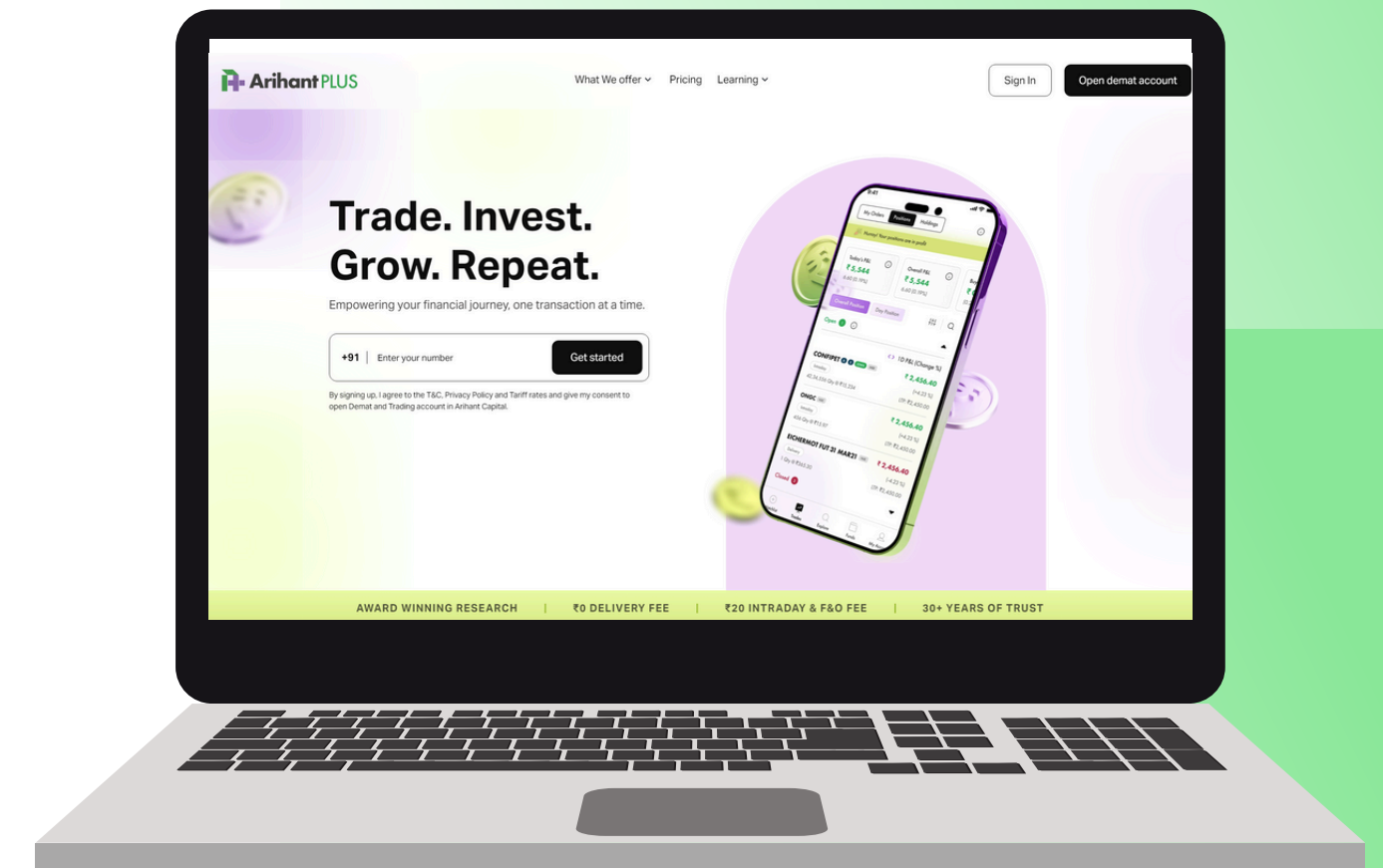


## Dipak Rout

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.

# Digital focus, technology-driven transformation are two of the key pillars on which we are building a more sustainable organization

- Focus on becoming a technology-led company rather than a technology-driven one.
- Enhancing our technological capabilities to deliver on our transformation plans including building and continuously upgrading powerful mobile and web-trading platforms
- Leverage our brand name, hybrid support model, and tech for scale and growth.
- Create a seamless, multi-channel experience, removing friction and making Aриhant “easy to trade and invest with”.
- Build granularity across all our business segments to drive sustainable growth.



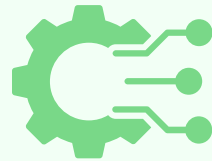
# Technology Architecture

Middleware Layer

## Middleware Integration Layer



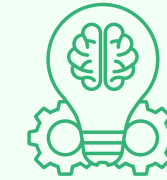
Configuration



3rd Party Integrations



Data-Encryption



Business Intelligence



Dashboard



Analytics



Push Notification



Reporting



Monitoring

Backend Systems

BACKOFFICE

OMS

RMS

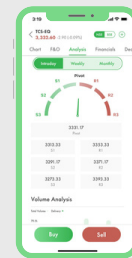
SETTLEMENT

CRM

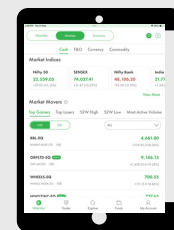
LMS

Frontend App Layer

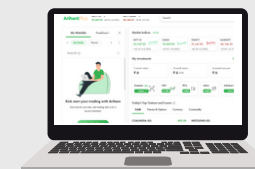
## Omni Channel Interface



Smart Phones



Tablets



Desktop



# Arihant Plus: Smart app for traders & investors



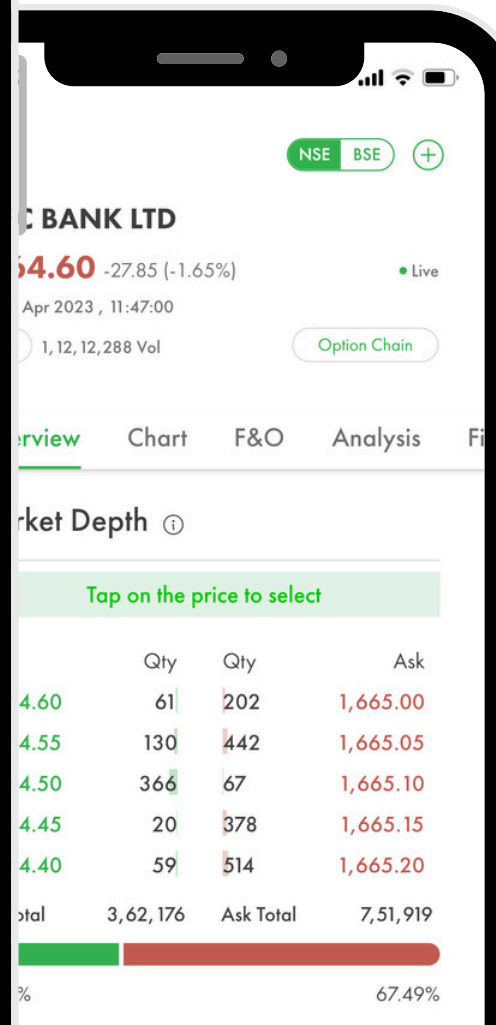
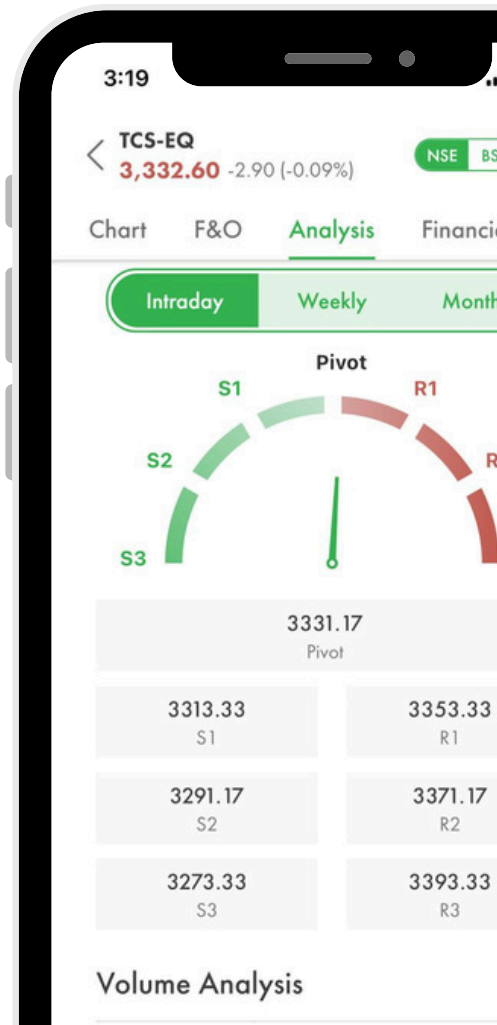
## EASY TO USE

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

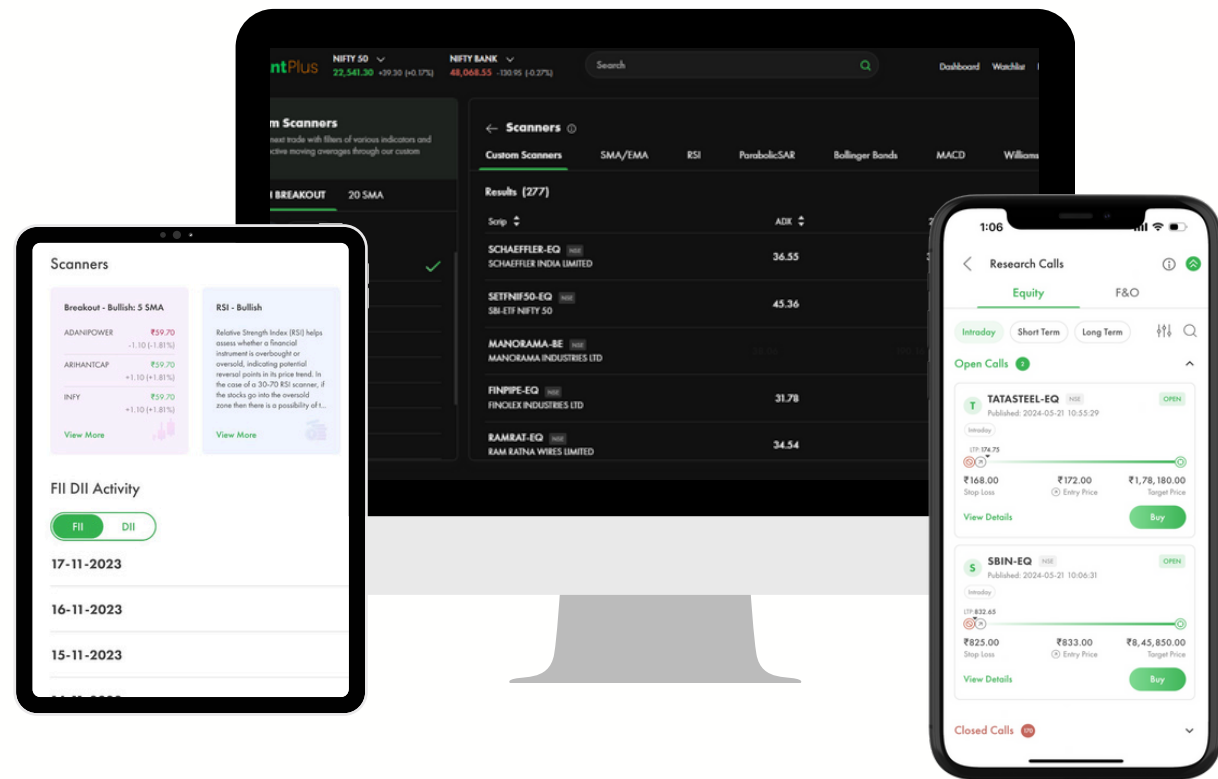
Fast order execution with swipe & trade and two-click order



## ONE APP FOR ALL SEGMENTS

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

# Arihant Plus Trading Platform



## TRADING PLATFORM UPDATES IN Q4FY24

### Mobile New Releases:

- Scanners
- Actionable Research
- Back Office F&O P&L Report and Tax P&L Report integrated within app

### Web New Releases:

- Scanners
- Dark Theme
- Back Office F&O P&L Report and Tax P&L Report integrated within app

### App Downloads

64k

### Play store Rating

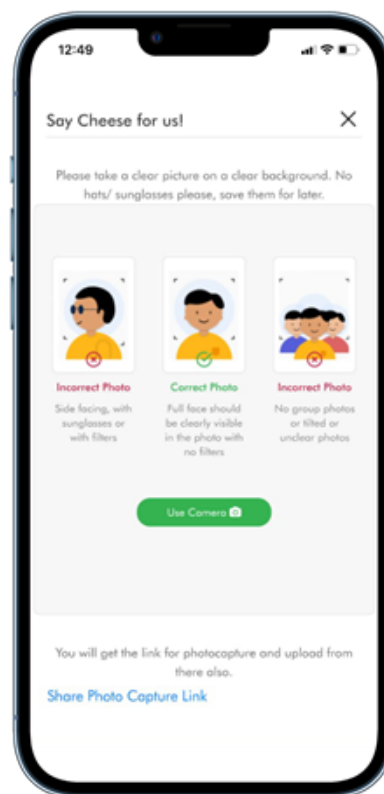
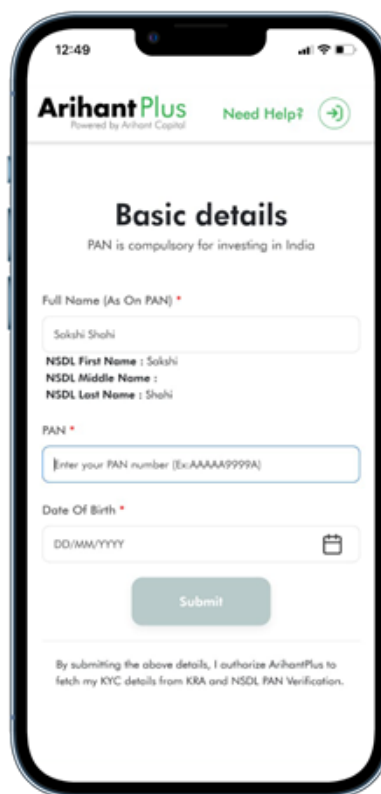
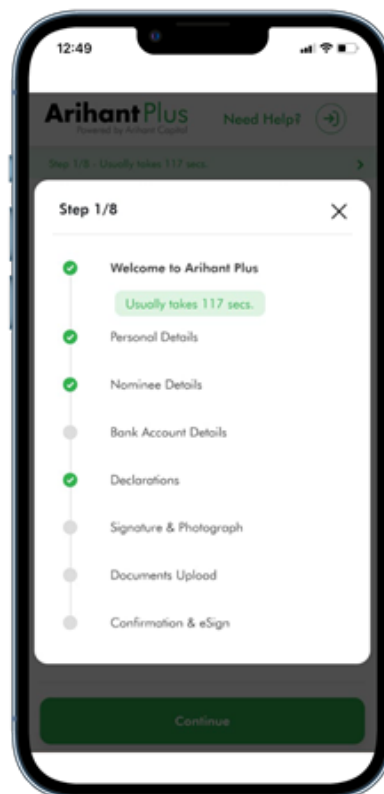
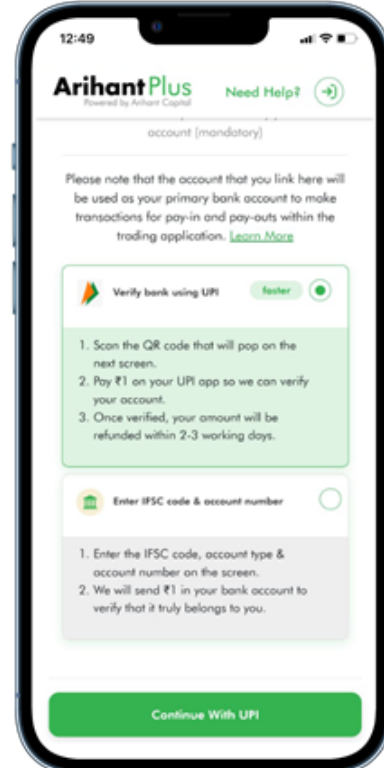
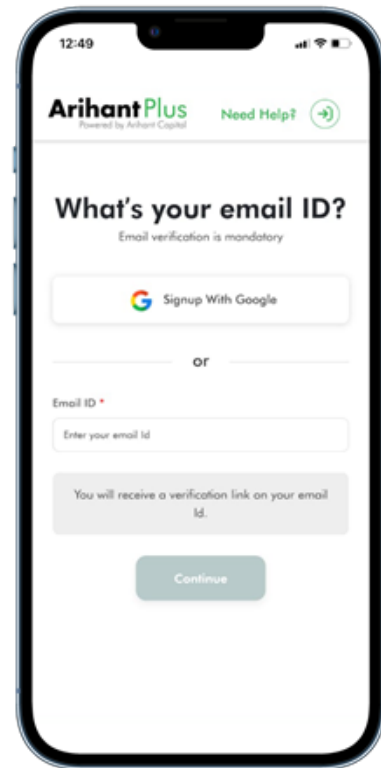
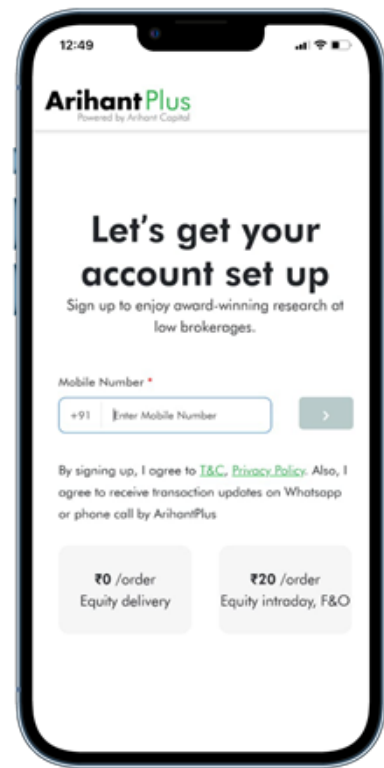
4.5



### API Request Served Per Day

46  
lacs

# Arihant EKYC: Seamless Onboarding Platform



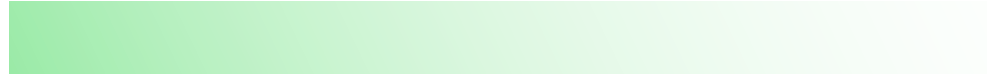
Arihant's in-house developed onboarding platform offers seamless & frictionless client onboarding in 7-minutes giving a smooth account opening experience.

## EKYC PLATFORM UPDATES IN Q4FY24

- Improved UI and user journey for increasing user conversion
- Bank verification with UPI
- Improved Signature Pad
- Updated Live Photo
- Introduced "Share Photo Capture Link" for the smooth photo capturing
- Funnel optimization at steps like easier email verification
- Introduced manual journey and esign with Emudra – for users whose mobile is not linked to Aadhar



# Media Presence



					
 THE TIMES OF INDIA					
					



# Get Social



# THANK YOU



## Website

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

## Email Address

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

## Corporate Office

1011 Solitaire Corporate Park,  
Andheri East, Mumbai - 400093  
Board: +91-22-68836660