

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: ANGELBRKG**

**Scrip Code: 543235**

**Sub: Investor Presentation**

**Dear Sir/Madam,**

This refers to our intimation of April 5, 2021 on the captioned subject, please find attached the updated and revised Investor presentation. The Company will use the same in the future investor meetings.

The above will be uploaded on the Company's website at [www.angelbroking.com](http://www.angelbroking.com).

Request you to kindly take the same on record.

Thanking You,  
For **Angel Broking Limited**

**Naheed Patel**  
**Company Secretary and Compliance Officer**  
**Membership No: A22506**

**Place: Mumbai**  
**Date: April 06, 2021**

**CSO & Corporate Office:**

6th Floor, Akruti Star, Central Road,  
MIDC, Andheri (E) Mumbai-400 093.  
Tel: (022) 40003600 | Fax: (022) 39357699

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68070107  
E-mail: [support@angelbroking.com](mailto:support@angelbroking.com),  
Website: [www.angelbroking.com](http://www.angelbroking.com)

**Angel Broking Limited**

CIN: L67120MH1996PLC101709  
SEBI Registration No Stock Broker: IN2000161534,  
CDSL: IN-DP-384-2018, PMS: INP000001546, Research  
Analyst: INH000000164, Investment Advisor:  
INA000008172, AMFI Regn. No. ARN-77404, PFRDA,  
Regn. No.-19092018.



A photograph of two young men leaning on a green railing. The man on the left is wearing a black shirt and is holding a white smartphone, showing it to the man on the right. The man on the right is wearing a blue and white plaid shirt and is smiling broadly. The background is a warm, orange-toned wall.

**EK NAYI  
SHURUAAT  
#SmartSaude  
KE SAATH**

**Investor Presentation  
April 2021**

## Disclaimer

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## Digitalization: A Key Driver



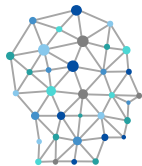
**Customers' Choice For Seamless Digital Experience**



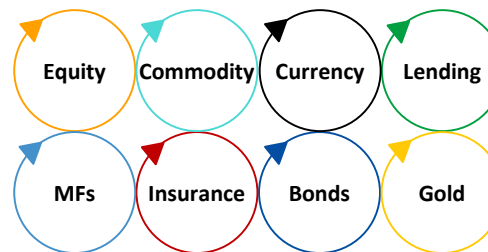
**Access To Markets Using Digital Platforms**



**Proprietary Digital Properties**



**Data Science Approach Using AI & ML**



**Superior Product & Service Offerings For All Asset Classes**



**Trusted Brand With Growing Customer Base**

## One Of The Largest Digital Retail Broking House

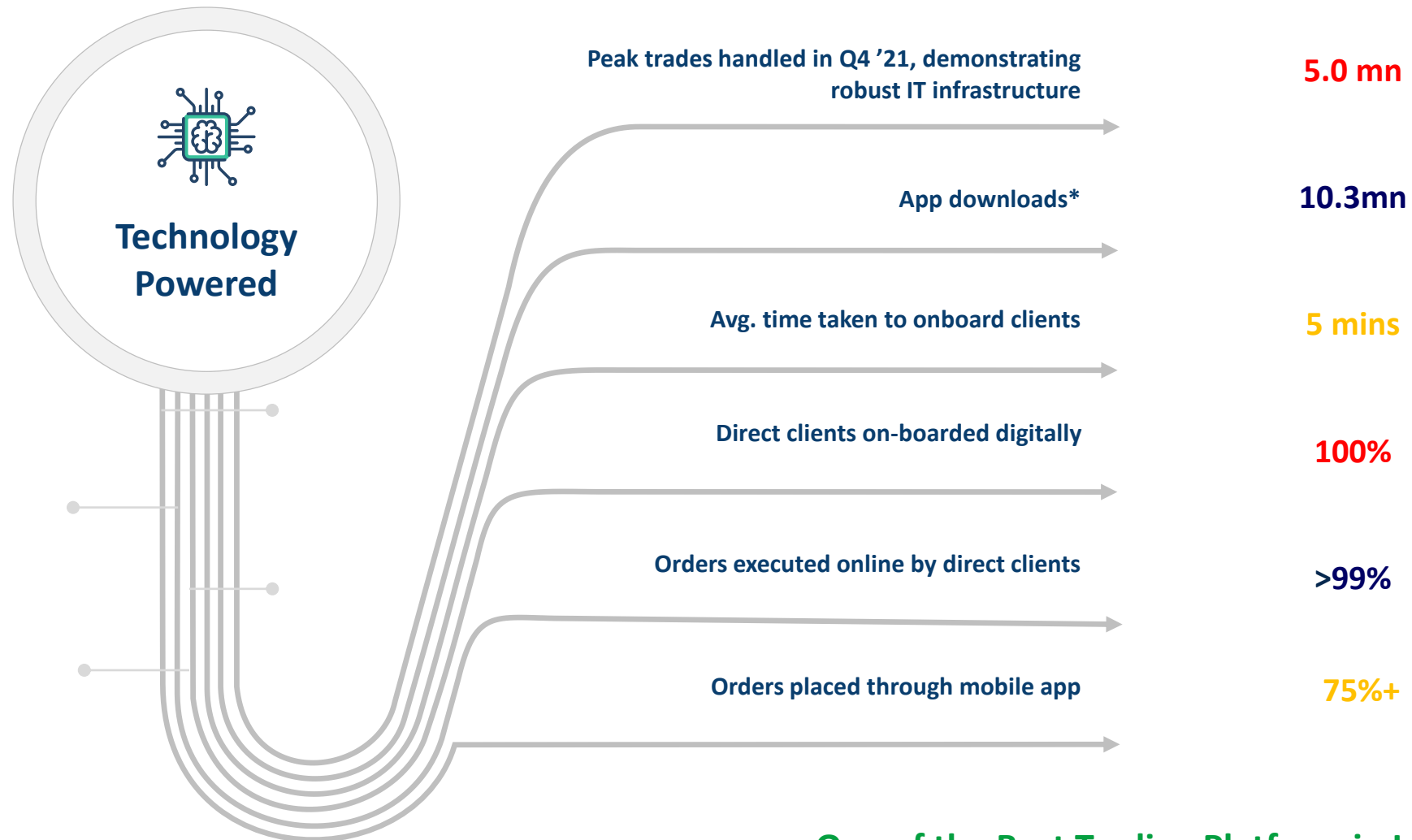
### Digital Model: Scalable & Sustainable

<p><b>3<sup>rd</sup> Largest</b> In NSE Active Clients As On Feb'21</p>	<p><b>2<sup>nd</sup> Largest</b> In Incremental NSE Active Clients In Feb'21</p>	<p><b>8.1%</b> Share In NSE Active Client Base In Feb'21</p>
<p><b>4.1mn</b> Total Client Base As Of Mar '21</p>	<p><b>955,684</b> Gross Acquisitions In Q4 '21</p>	<p><b>15.2%</b> Market Share In New Demat A/c's In Q3 '21</p>
<p><b>218 mn</b> Trades Executed In Q4 '21</p>	<p><b>₹ 3,753 bn</b> Overall Average Daily Turnover In Q4 '21</p>	<p><b>20.8%<sup>#</sup></b> Q4 '21 Retail Equity ADTO Market Share</p>
<p><b>₹ 3,156 mn</b> Q3 '21 Total Gross Revenues</p>	<p><b>49.3%</b> Q3 '21 EBDAT Margin</p>	<p><b>₹ 1,045 mn</b> 4.9% QoQ Growth In PBT In Q3 '21</p>

**No. 1**  
Stock Broking House In Authorised Persons  
Registered With NSE

**97.9% | 18,854**  
Pin-codes Across India With Angel's Clients

## Technology Powered Business



**One of the Best Trading Platform in India**

\* App downloads for Angel Broking Mobile App and Angel BEE upto Mar 31, '21

# 4<sup>th</sup> Fastest Growing App In Finance Category

## India Mobile App Stats: 2020

24.27 bn  
App downloads

US\$ 0.50 bn  
Consumer spend on apps

650.66 bn  
Hours spent

India is the 2<sup>nd</sup> largest market Globally in terms of hours spent

## Asia Pacific Region

(Ranked based on YoY growth in Android Phone Time Spent among apps in Finance category across iOS & Google Play)

	Australia	India	Indonesia	Japan	South Korea
1	CommSec Mobile 	Kite Zerodha 	MetaTrader 4 	PayPay 	Kiwoom Securities Hero S 
2	Plus500 	Tez 	BCA mobile 	iSPEED 株取引 	Samsung Securities New MPOP 
3	Westpac Online Investing 	PhonePe 	RTI Business 	d Payment 	Mobile Securities Tree NAMUH 
4	MetaTrader 4 	<b>Angel Broking</b> 	Mandiri online 	SBI Securities App 	Korea Investment Stock 
5	Zip - Shop Now, Pay Later 	Moneycontrol 	Binomo: Easy stock trading app 	Yahoo! Finance 	Mirae Asset Daewoo Integration m.Stock 

Source: App Annie Intelligence Year-Over-Year Growth in Android phone Time Spent Among apps in the Finance category across iOS & Google Play



**Smart Money**



**Mobile App**



**ANGEL BEE**



**DIY**

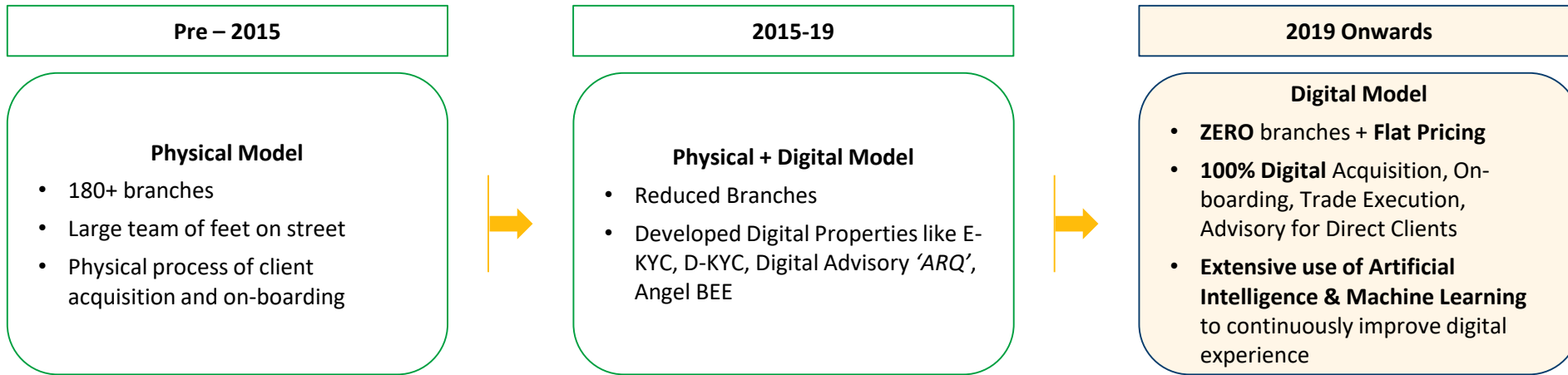


**WEALTHTECH**

**Our Transformational  
Journey**



# Successful Digital Transformation Leading To A Scalable And Profitable Business Model



Digital Properties Built In-house For Diverse And Growing Client Base

Created An Open Architecture To Seamlessly Integrate 3<sup>rd</sup> Party Products



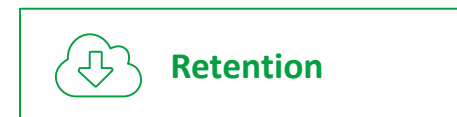
ANGEL BEE



**Flat Fee Plan**  
(Discount Brokerage Plan)






**Trusted Partner**  
Offering end-to-end Wealth Creation Solution

## End-To-End And Advanced Digital Experience



### Artificial Intelligence And Machine Learning Driven Client Engagement And Services

Data science driven approach to micro-target many segments of diverse audience

	<b>5+</b>	Digital channels of engagement with clients and help them put their first trade
	<b>150+</b>	Customer target segments to help and satisfy client needs throughout the lifetime of a customer
	<b>60+</b>	Personalized offers ranging for cashbacks, scratch cards, trade-free periods, etc.
	<b>120+</b>	Advisory segments based on client type, call types and frequency of trades to match the right advisory
	<b>6+</b>	Machine Learning predictive & classification processes to customize programs for clients at the right time

Enhanced client engagement and experience through digitization of processes and augmentation of technological platforms

# Best In Class Product Suite

## Seamless Experience Across Digital Platforms

Angel Broking  
Mobile App



Angel Broking  
Web



“ARQ” Advisory



Angel Bee App



NXT Platform



- Machine learning based advisory, ARQ
- Straight through process for client onboarding within minutes
- App in 6 languages for New Bharat
- Building financial ecosystem through strategic partnerships
- DIY digitized pledging system
- Smart API for Algo traders
- Voice based search for future India

## At Most Competitive Price

₹ 0

For Equity Delivery.  
No Hidden Charges

iTrade **PRIME**

₹ 20 /order

For intraday, F&O,  
Currencies & Commodities

<SmartAPI>  
Built by you

**amplifiers**  
INFLUENCERS CLUB

Launching new products shortly

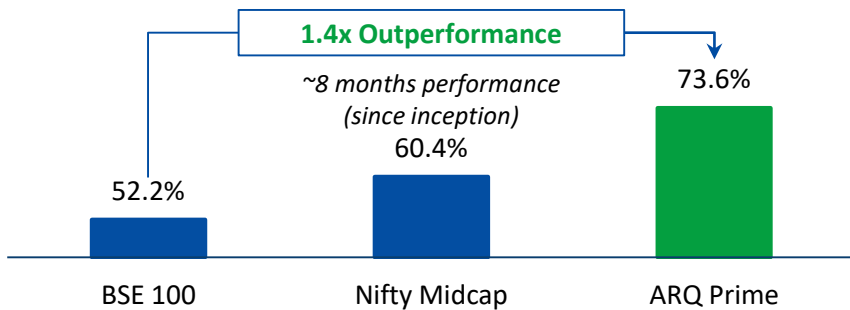
# Pioneered Robo-Advisory Through Our Flagship Advisory Product – ARQ

- Provides equity investment advisory services
- Provides superior risk-adjusted returns

ARQ

- Alpha-generating algorithms based on multiple fundamental and quantitative factors

## ARQ Prime Outperforms Key Indices

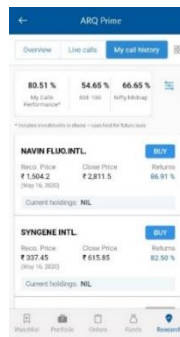
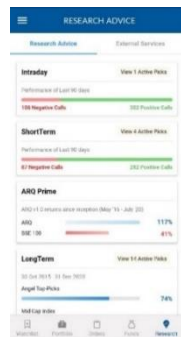
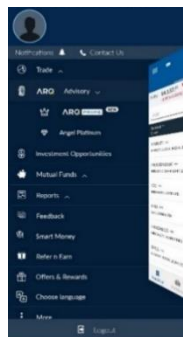


## Key Features Of ARQ Prime

- Proprietary digital advisory product
- Time-tested, outperformed BSE 100 by a healthy margin since inception
- Delivered through our Mobile App in a simple user experience
- Transparently displays return generated

## How ARQ Prime Works

- One of the longest running, proven Smart Beta strategies in India
- Rules back-tested intensively to select optimum model
- Multi-factor model recommends stocks across parameters
- Varies cash % in portfolio based on market outlook
- Robust risk management rules incorporated



**Research service based on alpha generating algorithms**

## Competitive Product And Service Offering To Meet Holistic Financial Needs Of Clients



### Free Research & Advisory

Fundamental | Technical | ARQ  
Advisory at no additional charge



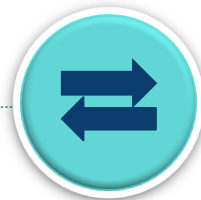
### Margin Funding

Seamless, Pre-approved limits



### Securities as collateral

F&O trading possible with delivery  
shares as collateral



### NIL fund transfer charges

No additional charges for auto  
square-off



Present at every step of our customers' investment journey providing end-to-end offerings

 **Smart Money**

 **Mobile App**

  
**ANGEL BEE**

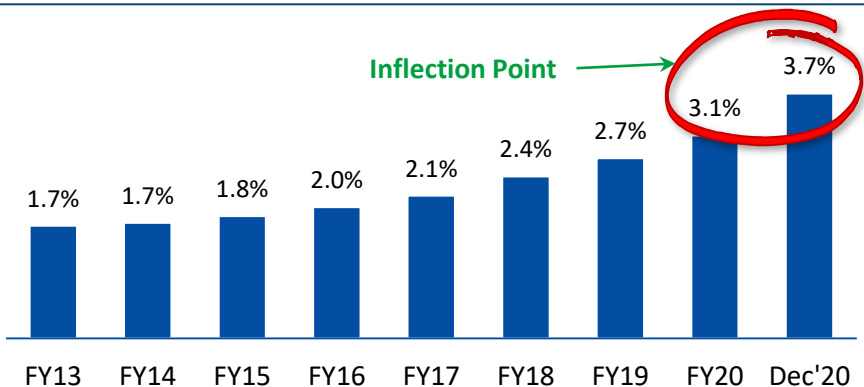
 **DIY**

 **WEALTHTECH**

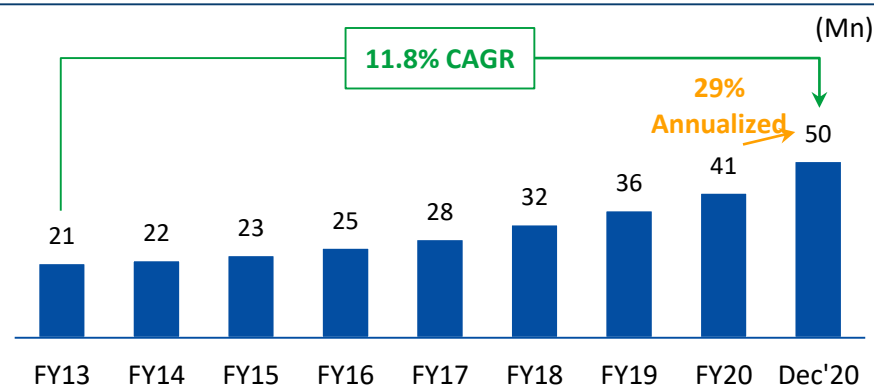
**Huge Untapped  
Potential**

# India, Largely Underpenetrated Market

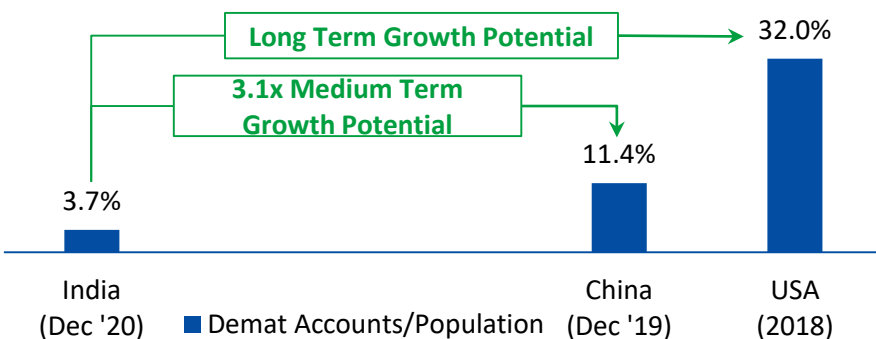
### Rising Penetration Of Demat Accounts In India



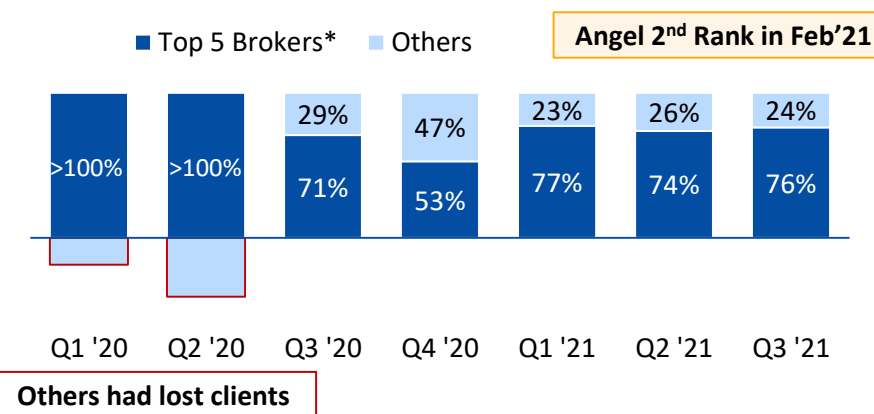
### Steady Growth In Demat Accounts In India



### Huge And Sustainable Growth Opportunity



### Top 5 Brokers\* Add 3 Out Of 4 Incremental NSE Active Clients



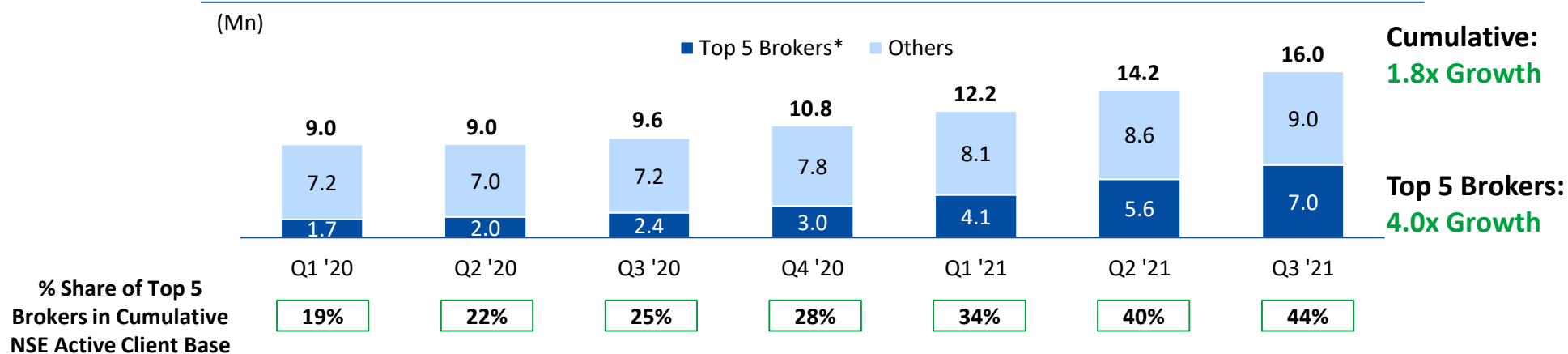
## Digital Brokers well placed to capitalise on this large growth opportunity

Source: Census, World Bank, CDSL, NSDL, CSDC, FINRA  
 USA Data Source: The National Financial Capability Study (NFCS) is a project of the FINRA Investor Education Foundation (FINRA Foundation)

\* Current Top 5 Brokers on incremental basis in Q3 FY21. Historical data mapped for these Top 5 brokers.  
 In Q1 FY20 industry added 0.18mn in NSE Active Clients, of which 0.21mn were added by these Top 5 Brokers and Others lost 0.03mn Clients  
 In Q2 FY20 industry added 0.03mn in NSE Active Clients, of which 0.25mn were added by these Top 5 Brokers and Others lost 0.21mn Clients

# Digital Brokers Outpacing Competition

**Top 5 Brokers\* Constitute 44% In Cumulative NSE Active Clients Base**



- Digitalization facilitates expansion in overall market
- Tier 3 and Tier 2 cities driving growth
- 3 out of 4 incremental NSE Active Clients owned by Digital Brokers
- Digital Brokers with open architecture and digital properties build wide reach, thereby gaining market share
- Angel in top quartile amongst Digital Brokers





**Smart Money**



**Mobile App**



**ANGEL BEE**



**DIY**

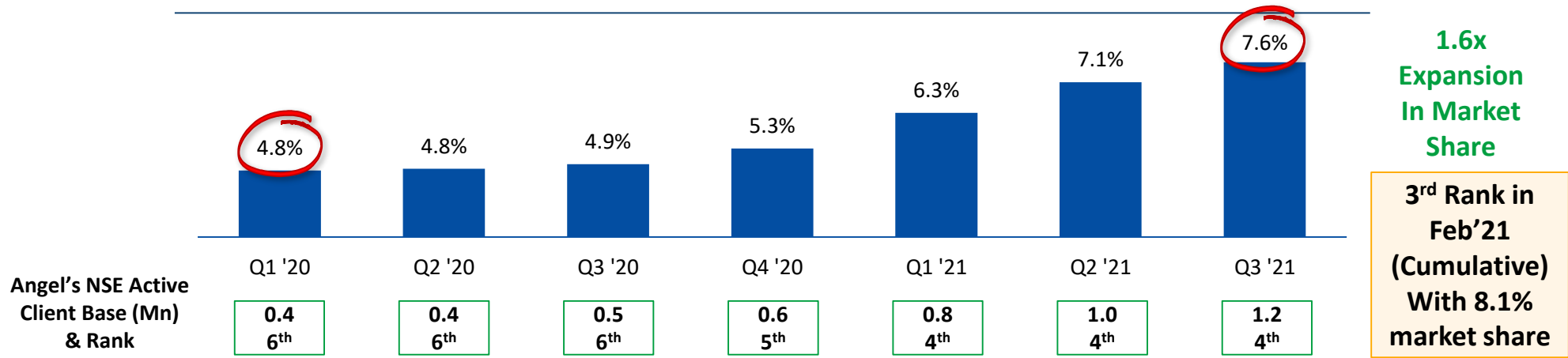


**WEALTHTECH**

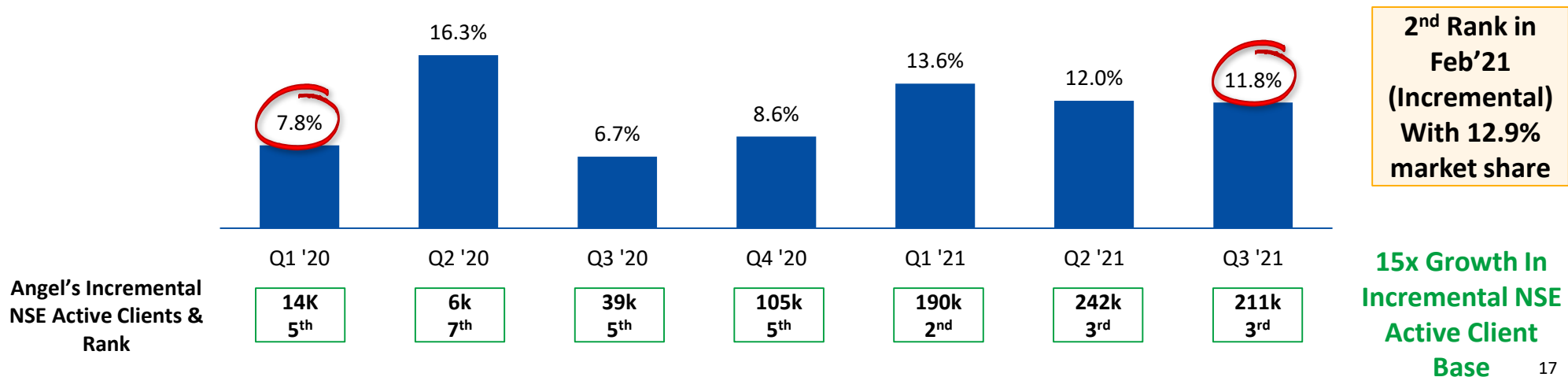
**Digital Business  
Driving Exponential  
Growth For Angel**

## Angel Gaining Market Share In NSE Active Client Base

Expanding Market Share In NSE Active Client Base



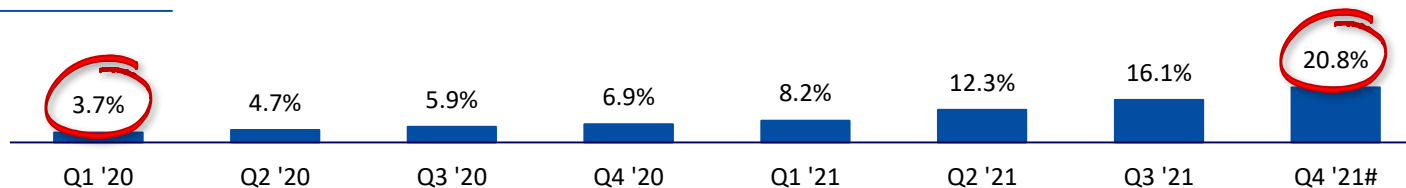
Enhanced Share In Incremental NSE Active Client Base



## Leading To Large Expansion In Retail ADTO Market Share Across Segments

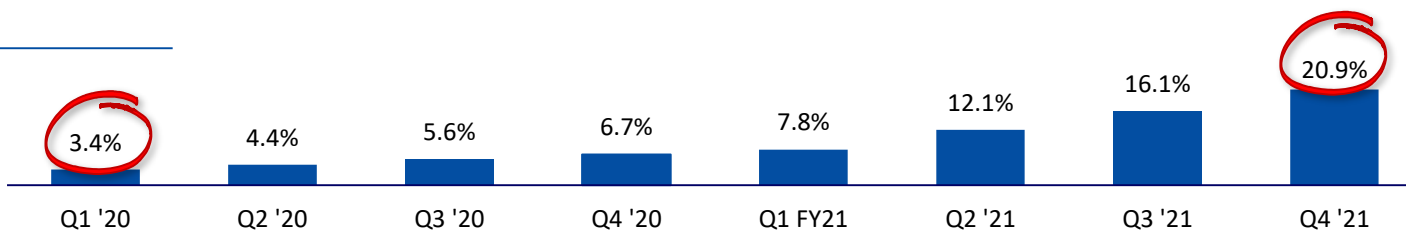
### Overall Equity Market Share (%)

**5.7x  
Growth**



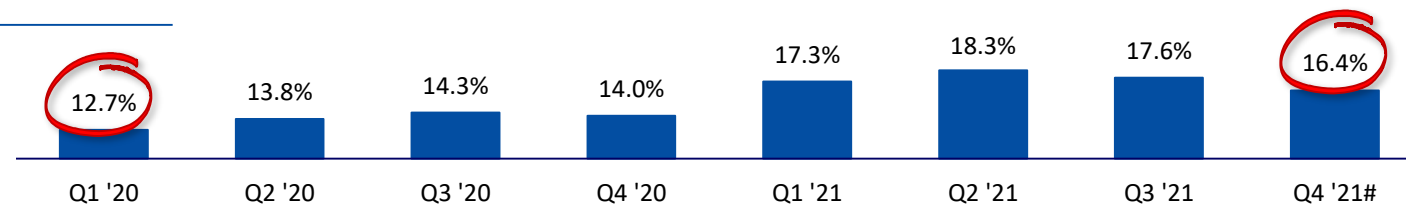
### F&O Market Share (%)

**6.2x  
Growth**



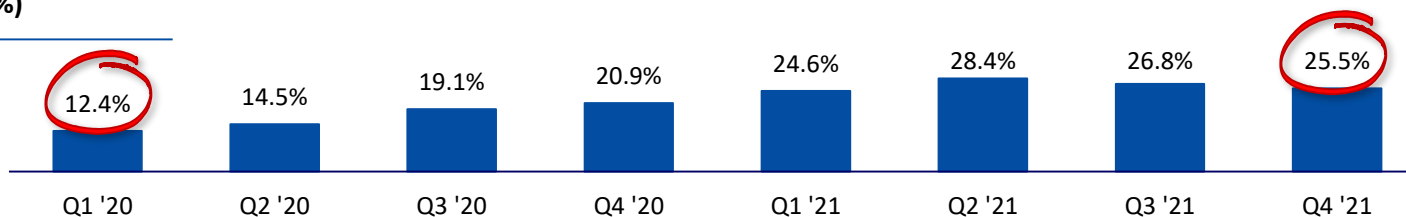
### Cash Market Share (%)

**1.3x  
Growth**



### Commodity Market Share (%)

**2.0x  
Growth**

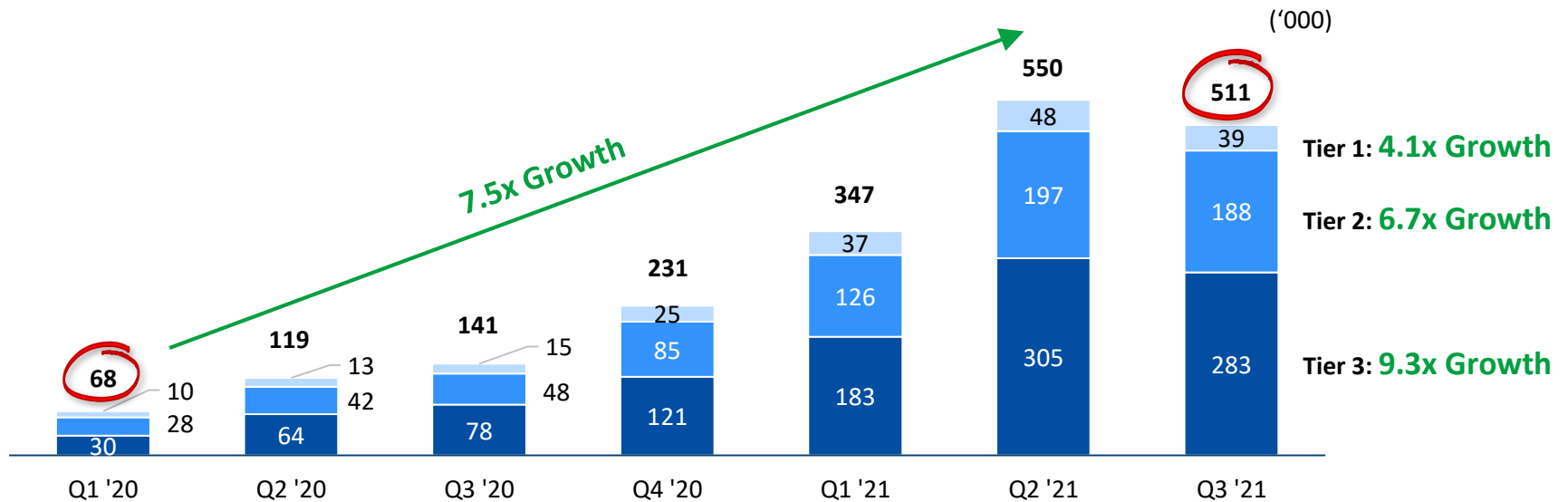


Market Share is calculated on ADTO basis

# Q4 '21 ADTO market share for overall equity and cash segment is adjusted for 1 less day in cash turnover (31<sup>st</sup> Mar '21) due to unavailability of corresponding turnover data on NSE

# Digital, Facilitates Penetration Into Tier 3 And Tier 2 Cities

92% Of Gross Client Addition Contributed By Tier 3 & Tier 2 Cities In Q3 '21



Median Age Of Clients Acquired

Q1 '20	Q2 '20	Q3 '20	Q4 '20	Q1 '21	Q2 '21	Q3 '21
34	32	32	32	31	30	30

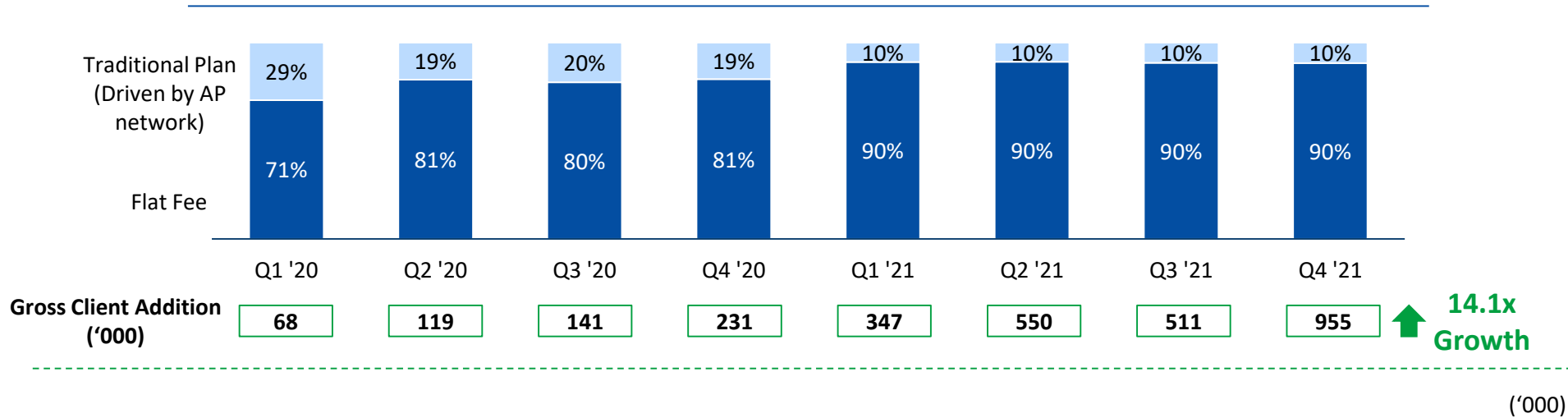
Angel's Share In Incremental Demat Accounts

Q1 '20	Q2 '20	Q3 '20	Q4 '20	Q1 '21	Q2 '21	Q3 '21
6.9%	9.7%	8.7%	15.0%	14.7%	15.8%	15.2%

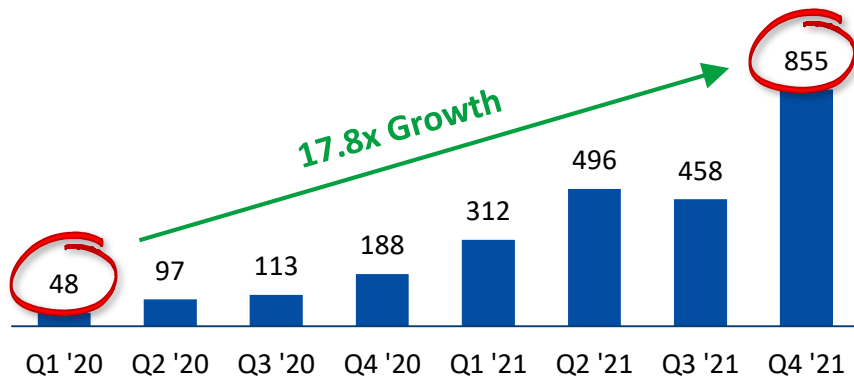
10 out every 66 incremental demat accounts are opened with Angel Broking

# Digital Transformation Driving Strong Client Acquisition

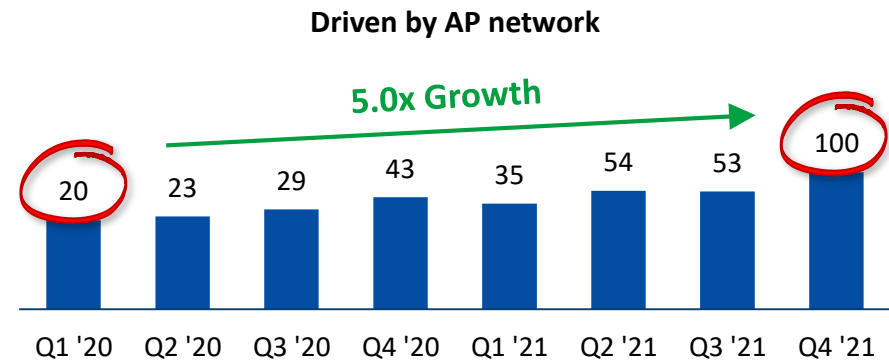
90% Of Gross Clients Added Under Flat Fee Plan



Accelerated Growth In Gross Client Addition Under Flat Fee Plan

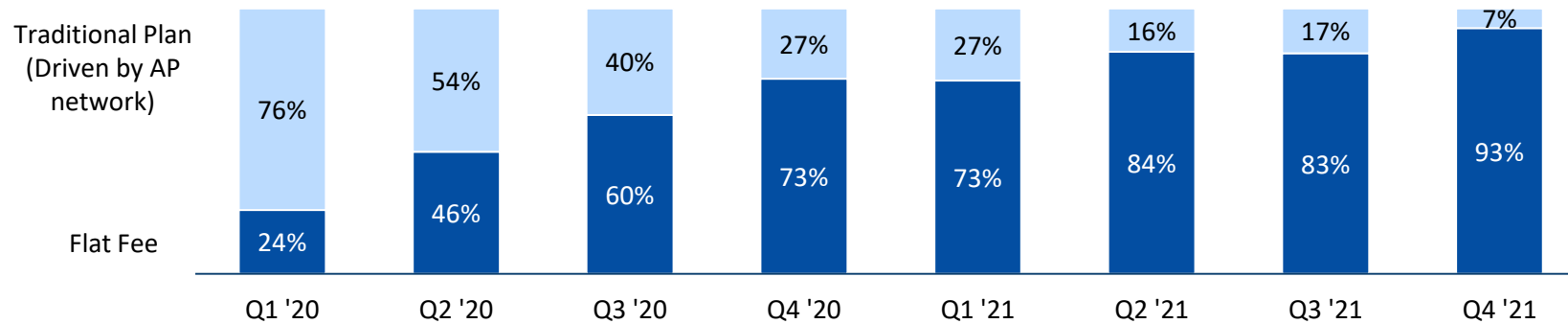


Stable Growth In Traditional Plan Gross Client Addition

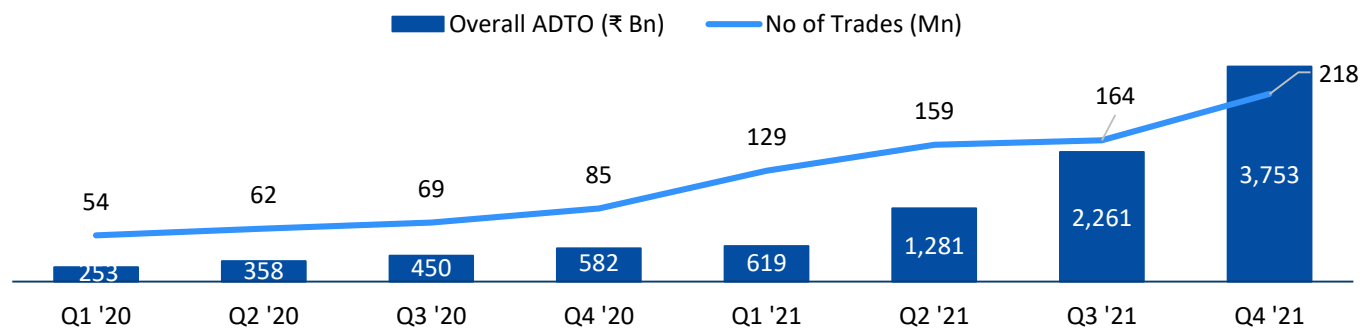


# Digital Business Drives Multifold Increase In ADTO Across Segments

## Flat Fee Dominates Overall ADTO



## Strong Growth In Overall ADTO



**>7x faster ADTO growth than industry**

**ADTO**



**~15x Growth**

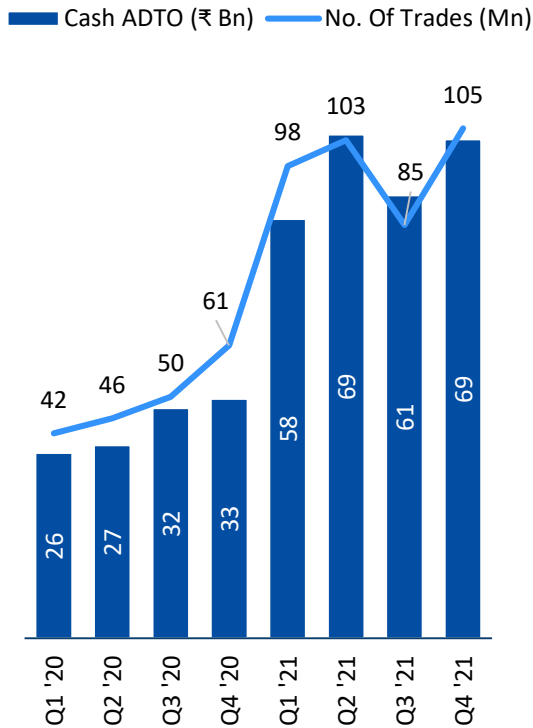
**Trades**



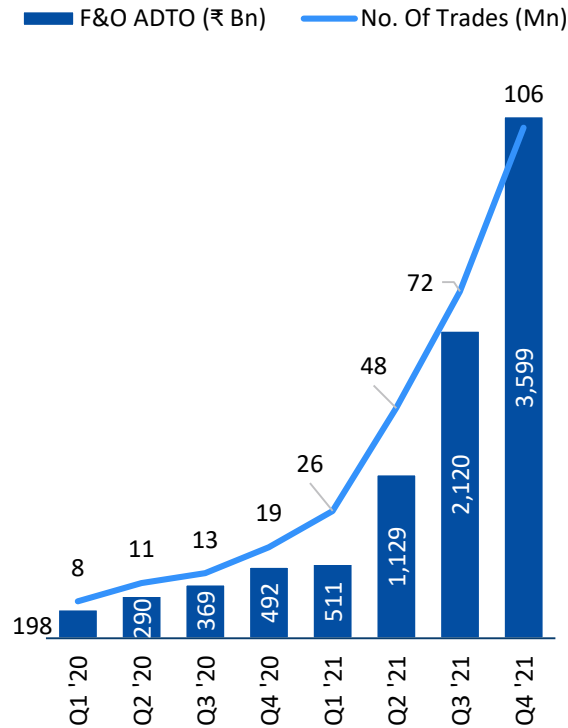
**4x Growth**

# Strong Growth In Client Activity Across Segments

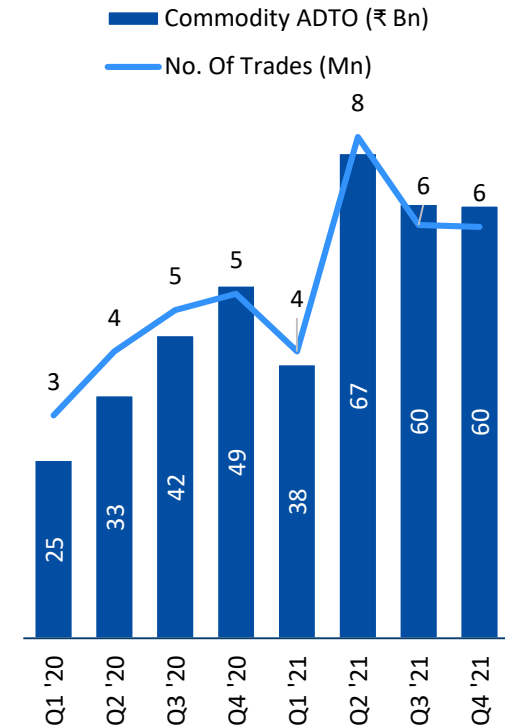
### Growth In Cash Segment



### Growth In F&O Segment



### Growth In Commodity Segment



ADTO



~3x Growth

Trades



2x Growth



>18x Growth



~14x Growth



>2x Growth



~2x Growth

Growth is calculated for Q4 FY21 over Q1 FY20



**Smart Money**



**ANGEL BEE**



**Mobile App**



**DIY**



**WEALTHTECH**



**Financial Highlights**



## Q3 FY21: Key Highlights

**18%**

QoQ Growth in Gross Client  
Base

**76%**

QoQ Growth in Avg. Daily  
Turnover

**16.1%**

384 bps QoQ gain in Overall  
Equity ADTO Market Share

**₹ 5,705 mn**

Average client funding book for  
Q3 FY21

**₹ 3,156 mn**

-0.7% QoQ Lower Gross  
Revenues

**₹ 1,093 mn**

4.8% QoQ Growth in EBDAT  
translating into 49.3% margin

**₹ 1,045 mn**

4.9% QoQ Growth in PBT

**₹ 732 mn**

-1.8% QoQ Lower PAT  
(after tax impact of ₹ 49 mn for  
previous years)

**4.9% growth in Profit Before Tax despite 6% lesser trading days**

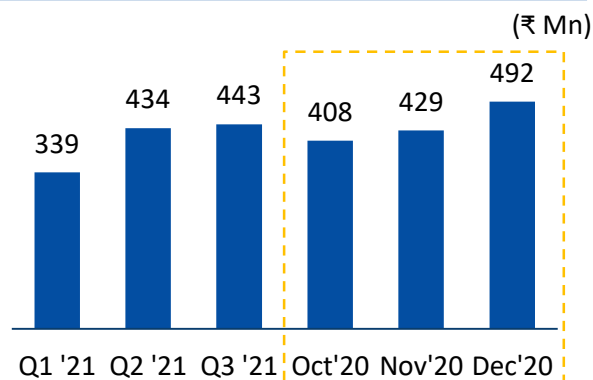
**Strong operating performance continues**

# Impact Of New Margin Regulations

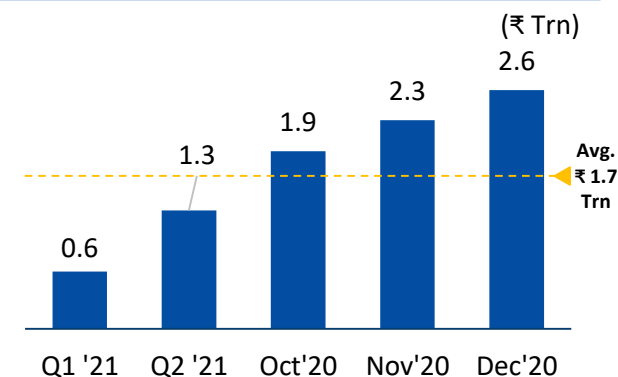
## Implementation Timeline

Phases	% of Peak Margin	Implementation
Phase I	25%	Dec'20 – Feb'21
Phase II	50%	Mar'21 – May'21
Phase III	75%	June'21 – Aug'21
Phase IV	100%	Sep'21 onwards

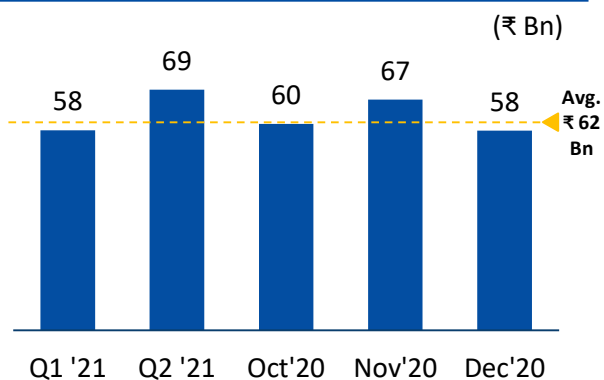
## Average Monthly Net Broking Income



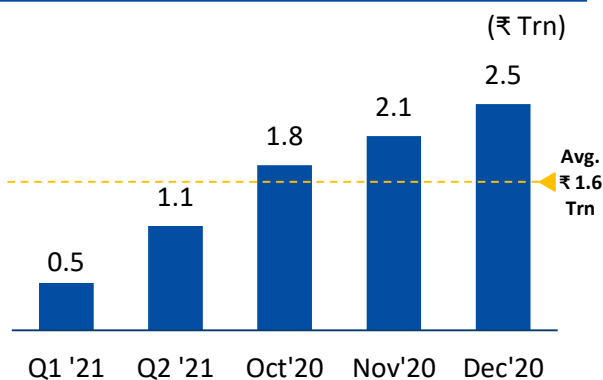
## Overall ADTO



## Cash ADTO



## F&O ADTO

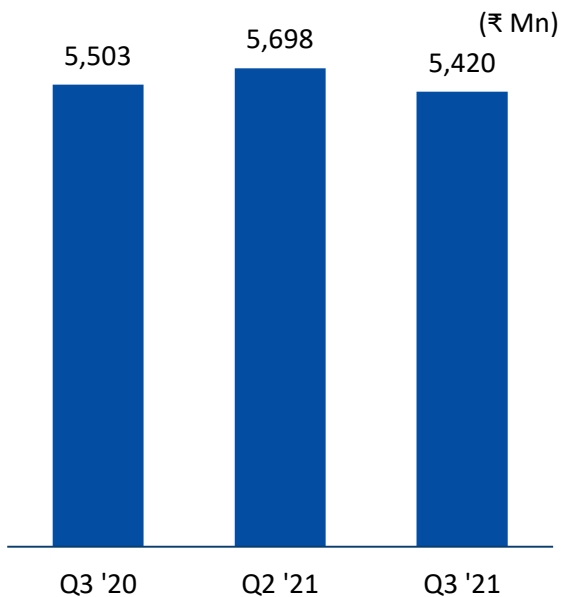


- Minimal impact of new margin norms on net broking income
- Clients shifted from Cash to F&O segment
- Developed an interface within our app to notify clients about their margin requirements

Volumes continue to remain strong despite new regulations

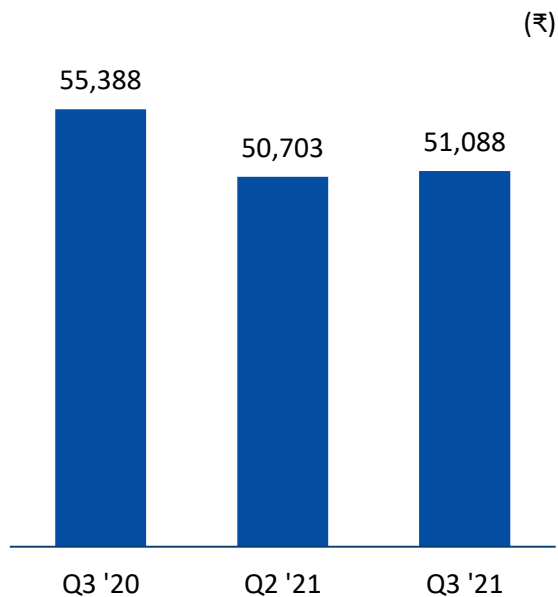
# MTF Book Spread Over Wide Customer Base

### MTF Book Size



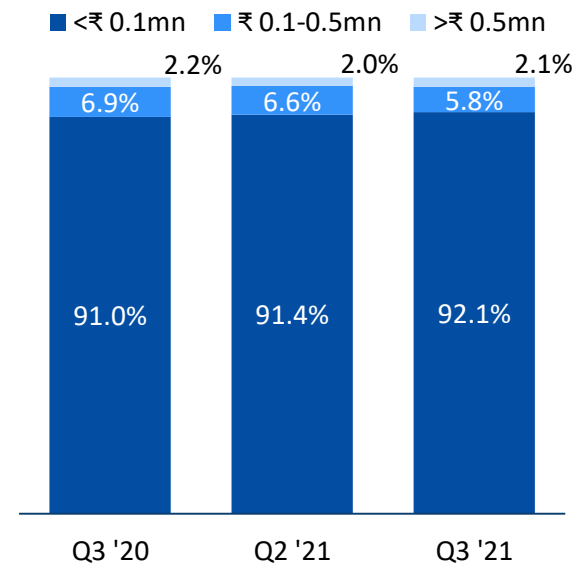
**NIL NPAs in MTF book**

### Low Per Client Exposure



**Secured by client's demat holdings**

### MTF Book Segmentation

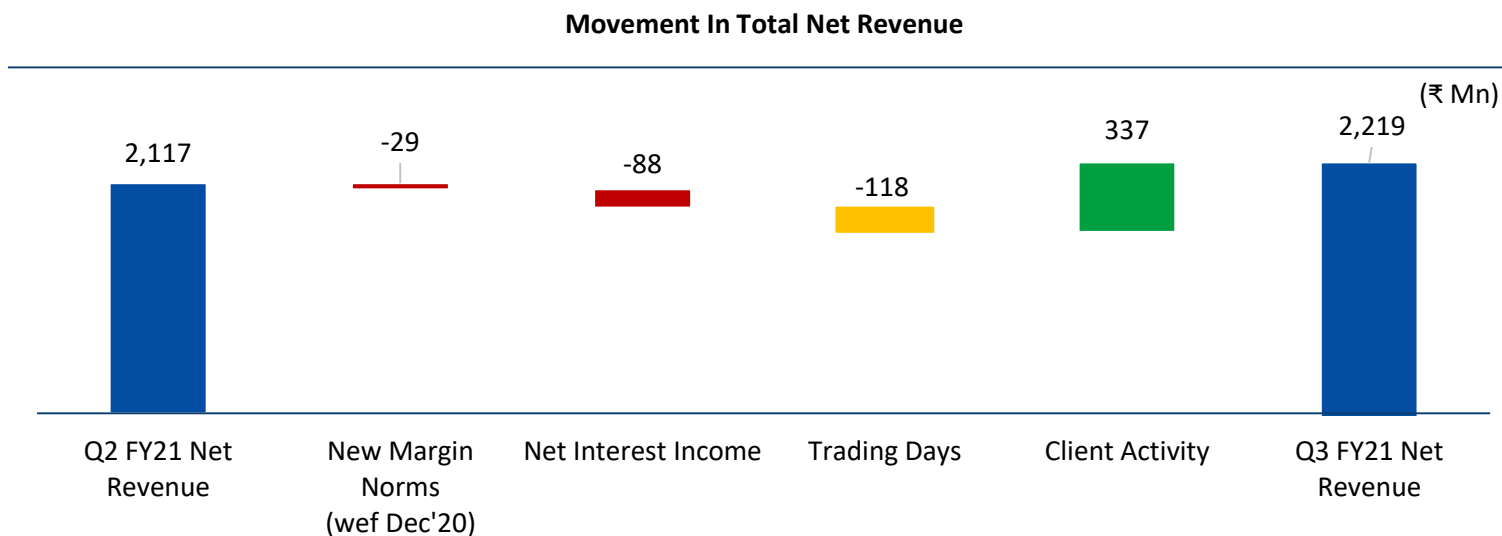


**Robust risk management to avoid delinquencies**






**With seamless integration of pledge / re-pledge mechanism, our MTF book grew in Q4 FY21**

**Potential to grow further**

## Q3 FY21 Total Net Revenue Bridge

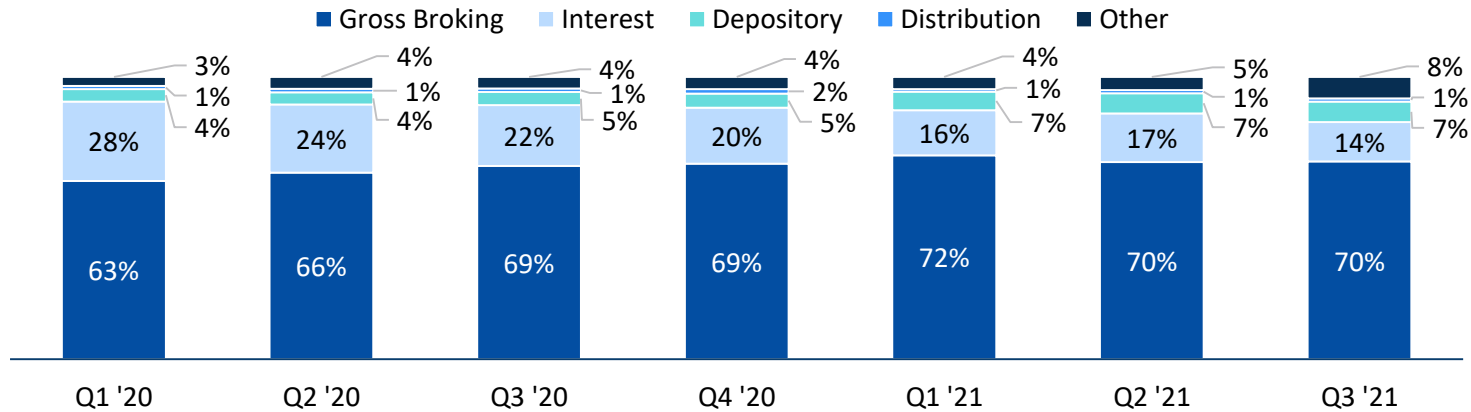


### Q3 FY21 Total Net Revenue was impacted on account of:

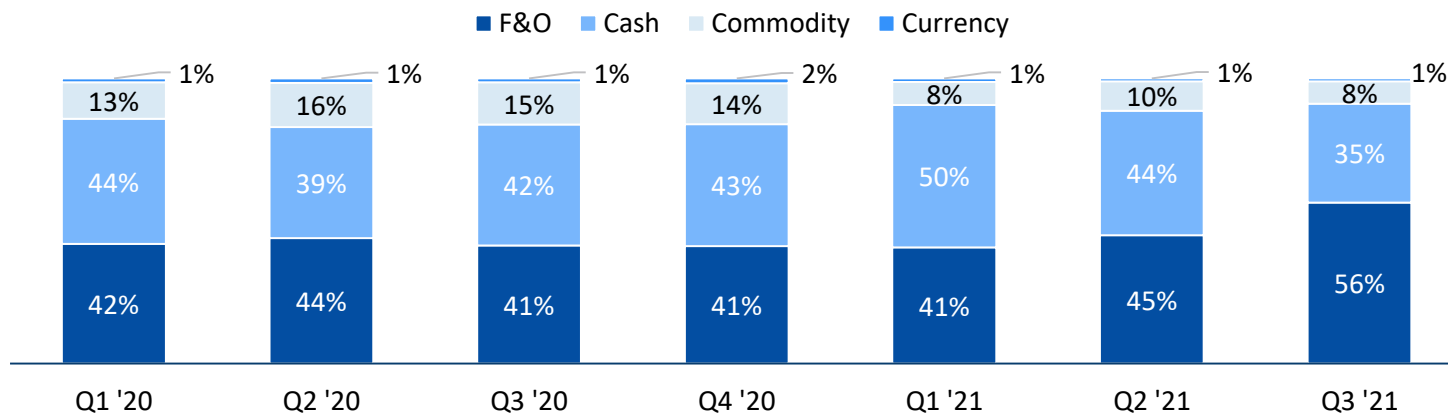
-  4 Less Trading Days translating into 6% impact on Net Revenue
-  Implementation of New Margin Norms yielded 1% impact on Net Revenue
-  Initial teething issues for Pledge / Re-pledge impacted Net Interest Income, translating into 4% lower Net Revenue
-  This was offset by robust client addition and higher client activity
-  **Adjusting for impact due to regulatory changes, Net Revenue would have grown by 10% vs 5%**

# Segmental Revenue Break Up

### Gross Revenue Mix



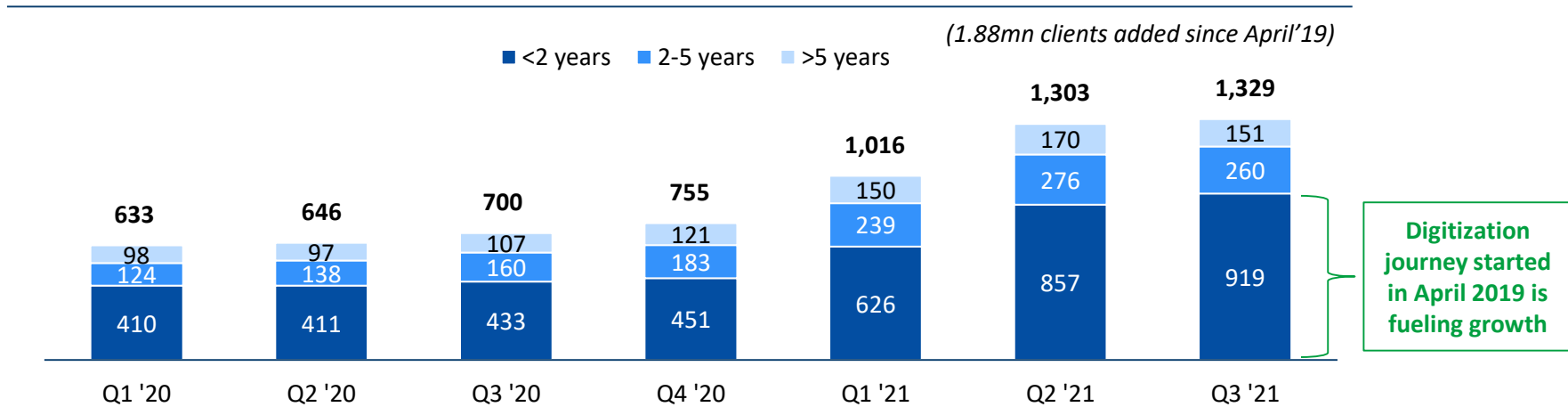
### Gross Broking Revenue Split



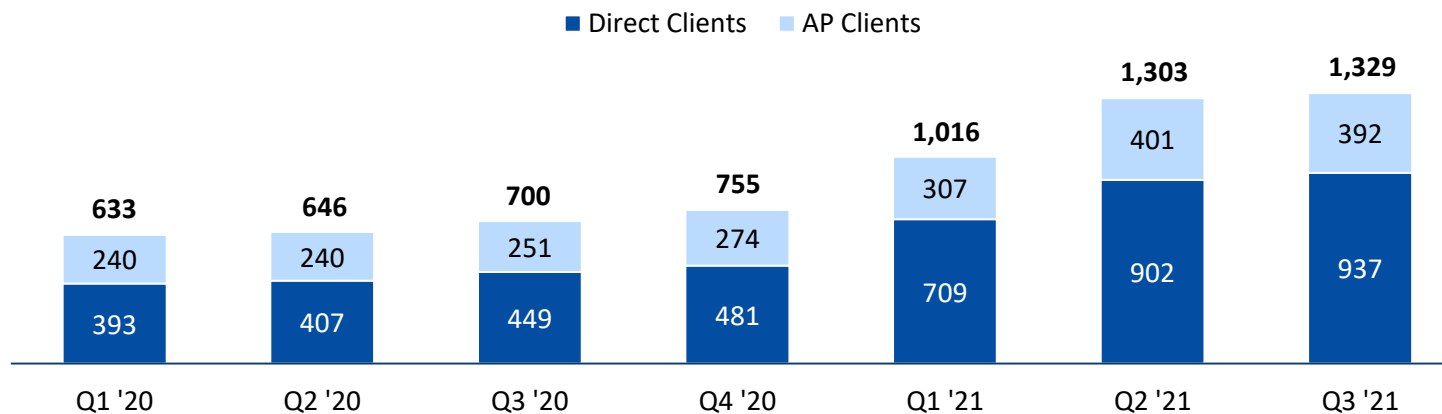
# Net Broking Revenue Contribution Mix

Age-wise Net Broking Revenue Split

(₹ Mn)

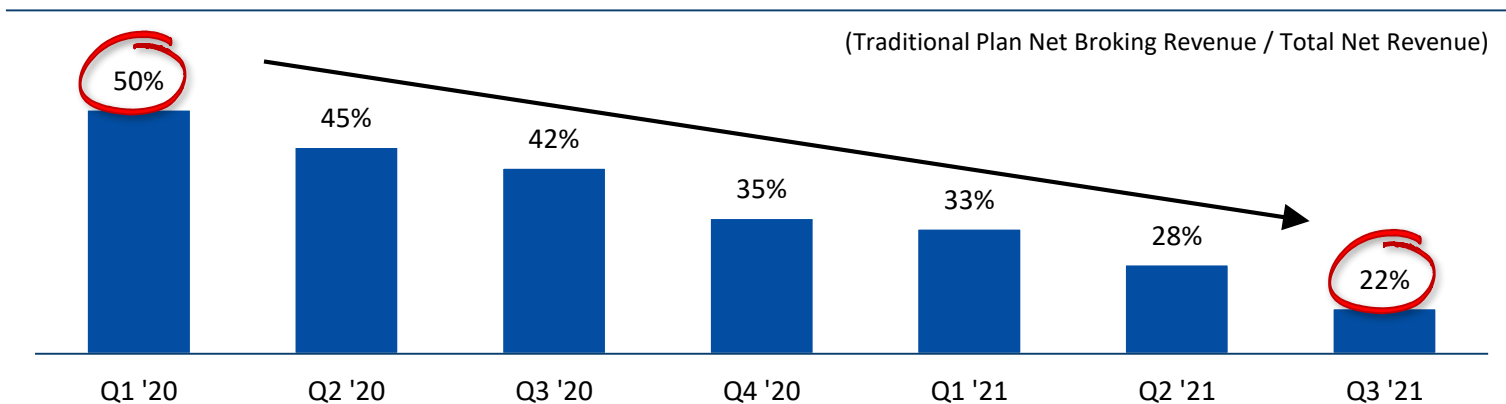


Contribution to Net Broking Revenue

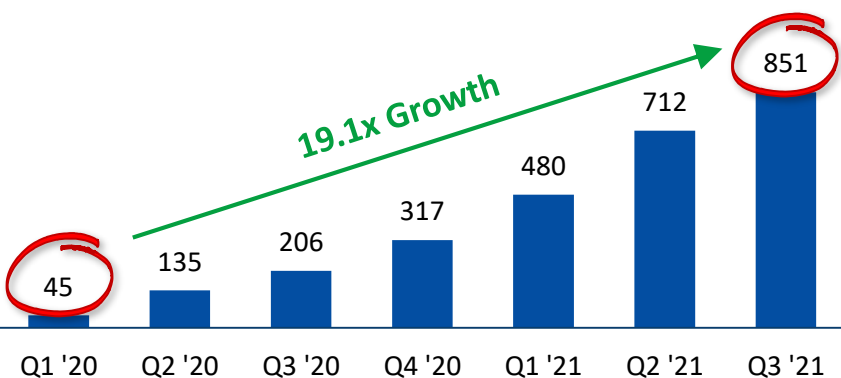


# Rapidly Growing Digital Business Contributes To Majority Of Net Revenue

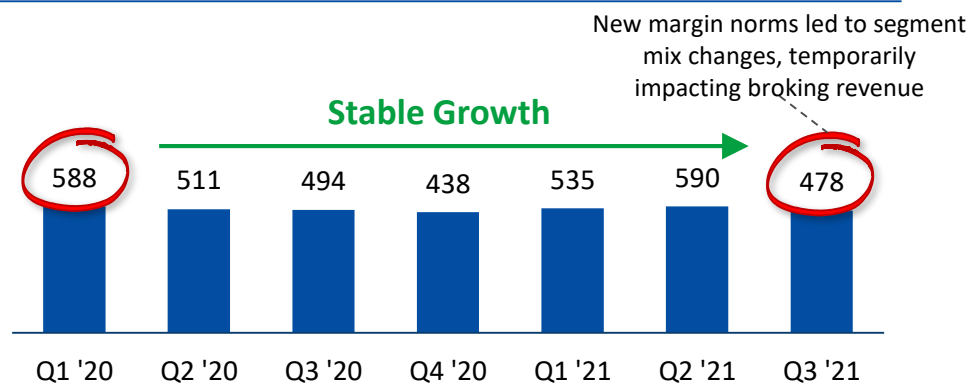
Declining Contribution Of Traditional Plan Net Broking Revenue, In Total Net Revenue



Multifold Growth In Flat Fee Plan Net Broking Revenue



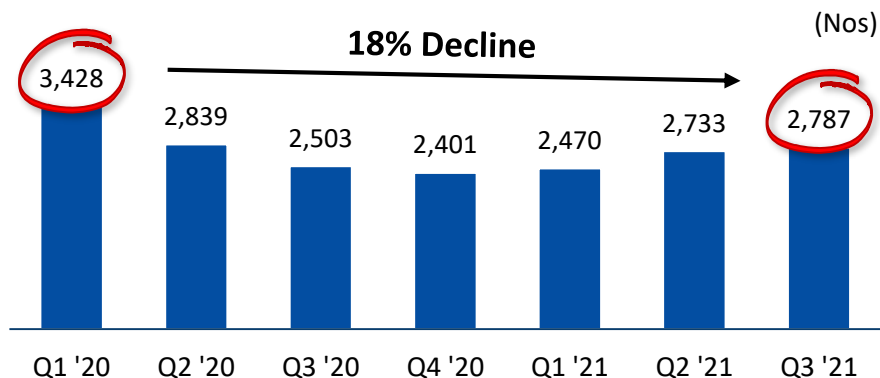
Stable Growth In Traditional Plan Net Broking Revenue



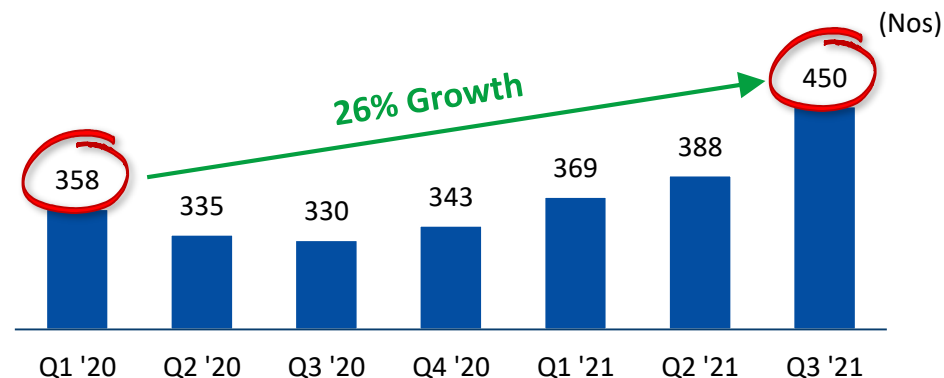
Declining contribution of traditional plan coupled with faster adoption of digital business leading to sustained uptick in profitability

# Technology Adoption Creating Business Flexibility

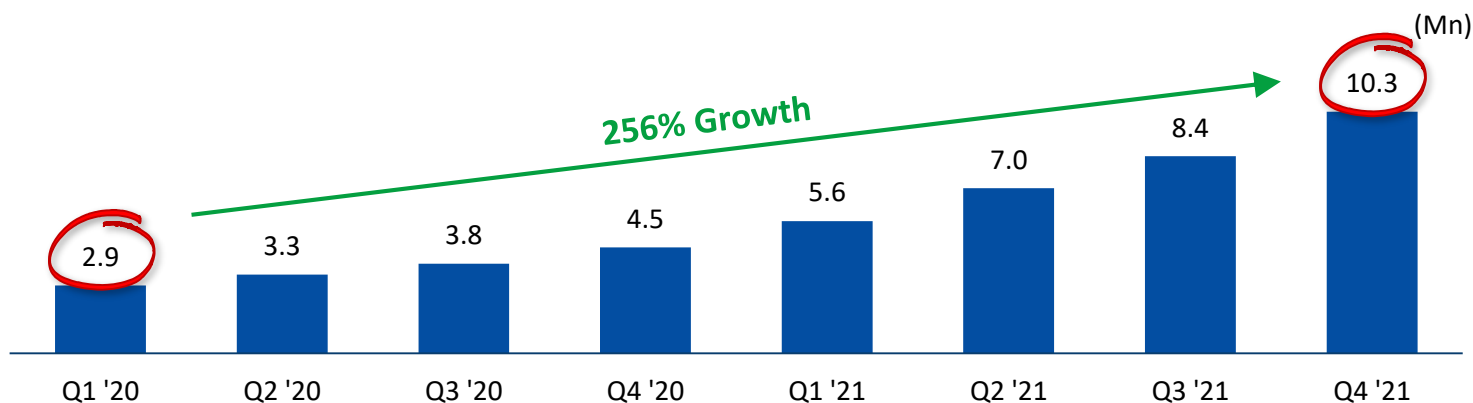
### Right Sizing Overall Employee Base



### Scaling Up Digital Focused Talent Pool



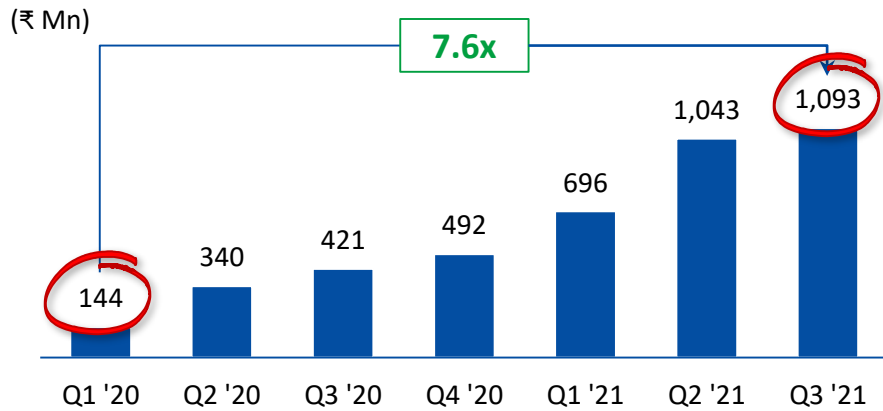
### Growing Trend of App Installs



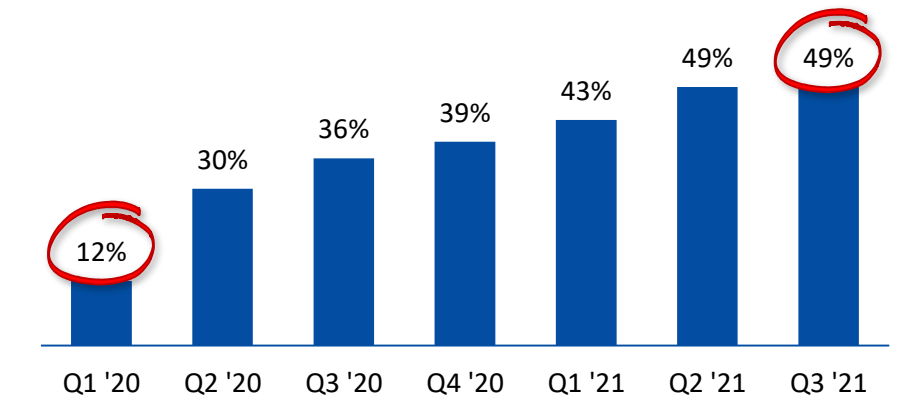


# Leading To Significant Operating Leverage Benefits

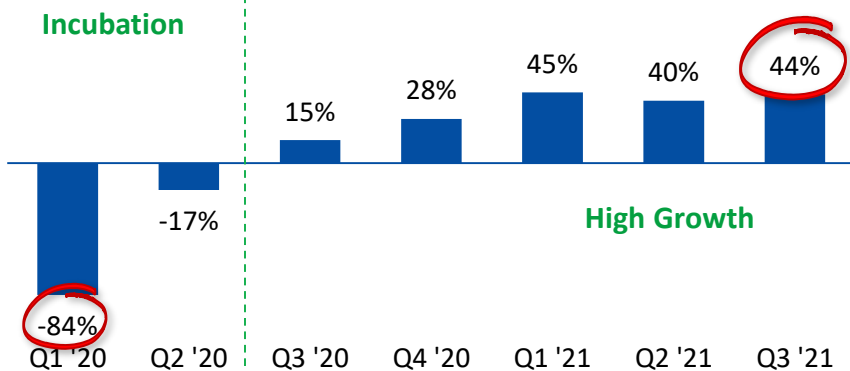
Consolidated EBDAT



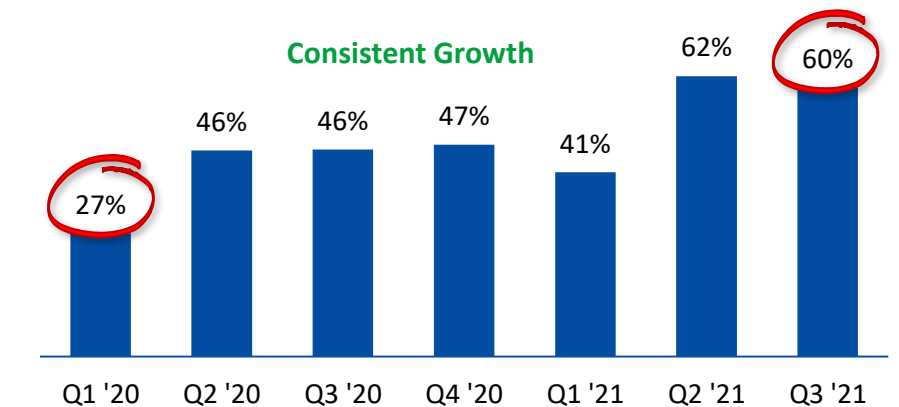
Consolidated EBDAT Margin



EBDAT Margin : Flat Fee Plan



EBDAT Margin : Traditional Plan

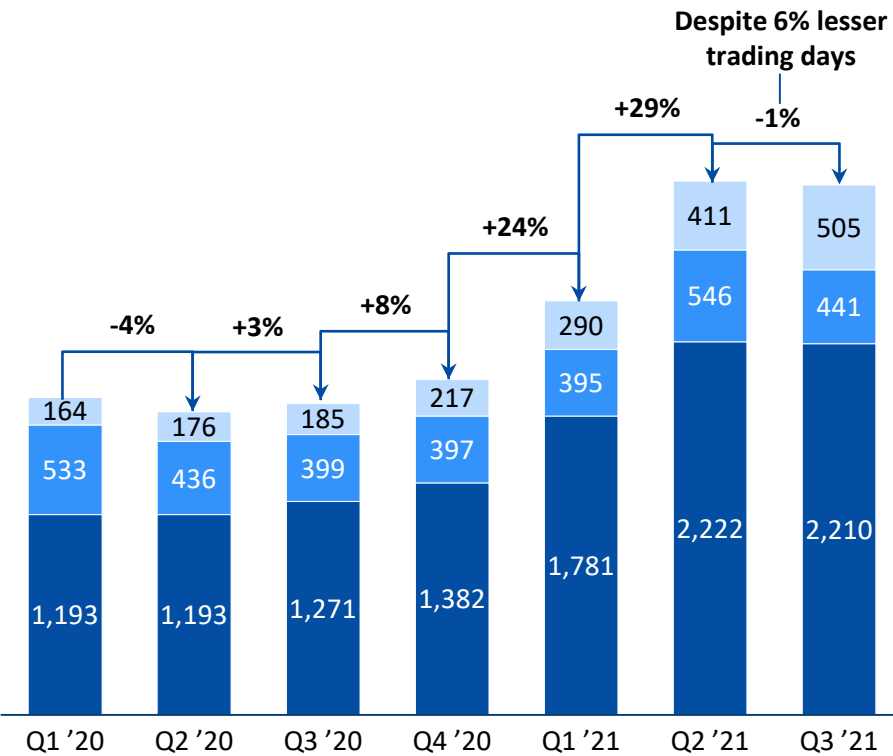


# Consolidated Business Performance

(₹ Mn)

### Total Gross Revenues

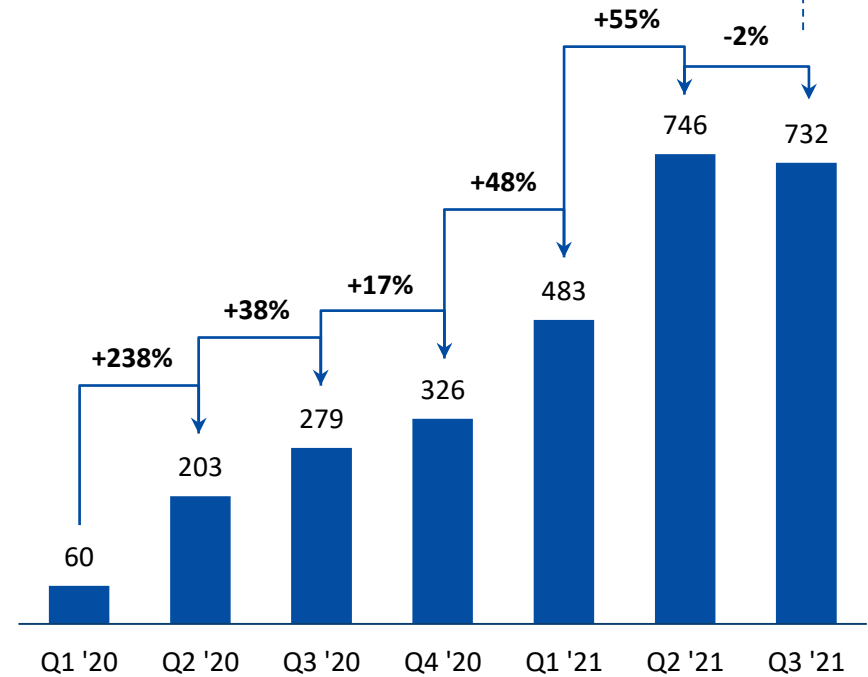
■ Gross Broking ■ Interest Income ■ Other



### Profit After Tax

TTM PAT: ₹ 2,287 mn

Includes tax impact of ₹ 49 mn for earlier years



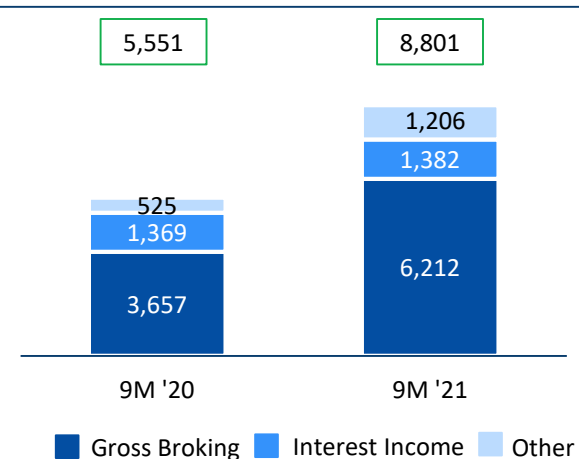
**Trailing 12 months PAT of ₹ 2,287 mn translating to EPS of ₹ 28.0 / share on expanded equity base**

1) Restated financials; 2) Interest Income includes interest on margin trading fund, income from lending activities, interest on FD under lien with stock exchanges, interest on delayed payment by customers and Interest on deposits with banks; 3) Other includes balance portion of our revenues, 4) PAT is profit from continuing operations on reported basis

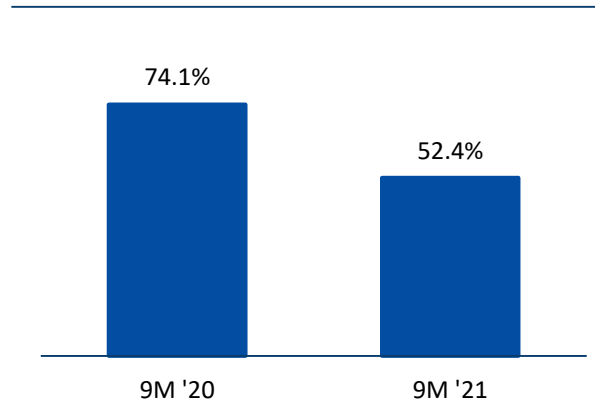
# Financial Snapshot

(₹ Mn)

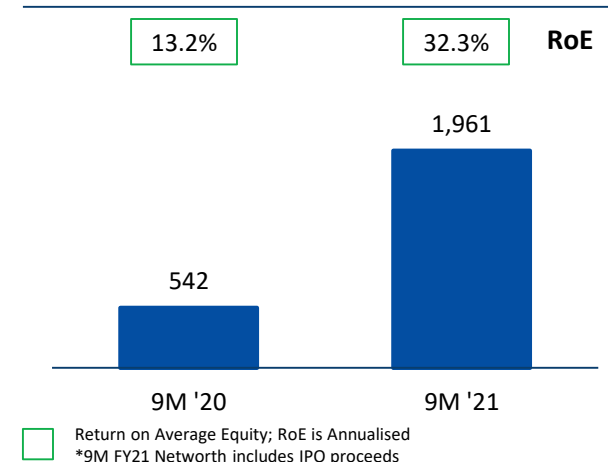
## Total Income



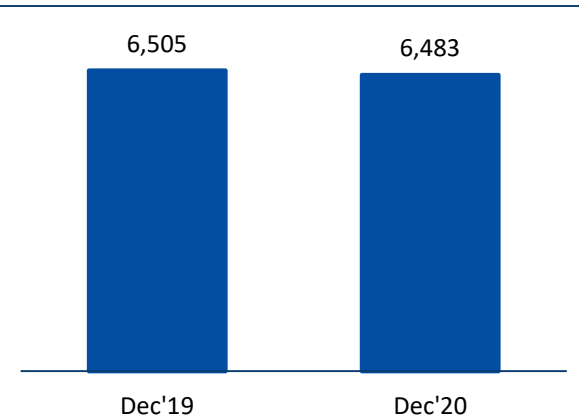
## Cost To Net Income



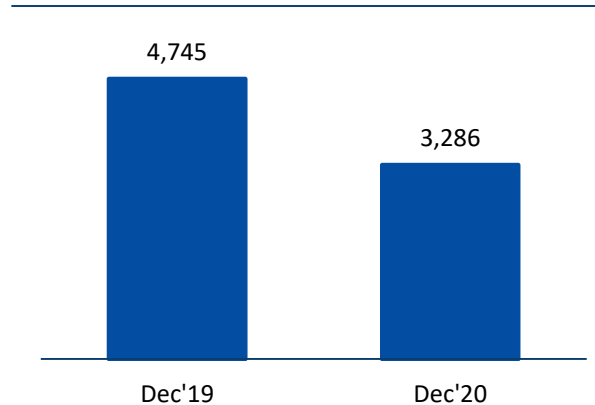
## Profit After Tax



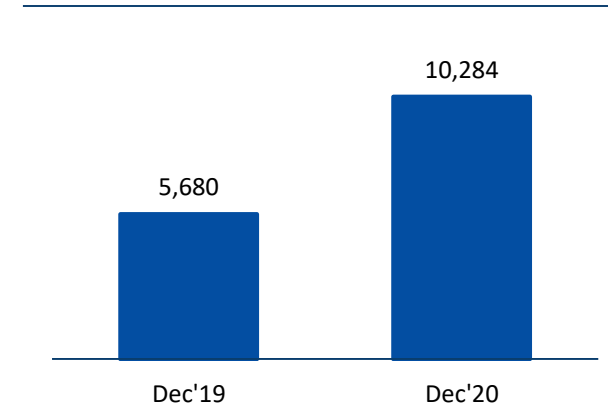
## Client Funding Book



## Borrowings



## Networth



1) Restated financials; 2) Interest Income includes interest on margin trading fund, income from lending activities, interest on FD under lien with stock exchanges, interest on delayed payment by customers and Interest on deposits with banks; 3) Other includes balance portion of our revenues; 4) Cost to Net Income = (Employee + other opex)/Net Income; 5) PAT is profit from continuing operations on reported basis; 6) Client funding book includes trade receivables, loans for margin trading facility and loans against securities; 7) Networth includes equity share capital and other equity

## Summary Of Consolidated Profit & Loss Statement

Particulars (₹ Mn)	Q3 FY21	Q2 FY21	Q3 FY20	9M FY21	9M FY20	FY20
(a) Interest Income	381	493	358	1,224	1,228	1,577
(b) Fees and commission income	2,655	2,604	1,418	7,290	4,085	5,644
(c) Net gain on fair value changes	32	1	12	36	6	25
<b>Total Revenue from operations (I)</b>	<b>3,068</b>	<b>3,099</b>	<b>1,787</b>	<b>8,551</b>	<b>5,319</b>	<b>7,246</b>
(d) Other Income (II)	88	81	67	250	232	301
<b>Total Income (I+II=III)</b>	<b>3,156</b>	<b>3,179</b>	<b>1,855</b>	<b>8,801</b>	<b>5,551</b>	<b>7,547</b>
<i>YoY Growth (%)</i>	<i>70.2%</i>	<i>76.1%</i>	<i>-0.7%</i>	<i>58.6%</i>	<i>-6.1%</i>	<i>-3.7%</i>
<b>Expenses</b>						
(a) Finance costs	56	143	104	282	385	489
(b) Fees and commission expense	881	919	570	2,565	1,677	2,304
(c) Impairment on financial instruments	41	74	37	305	282	377
(d) Employee benefits expenses	445	397	368	1,215	1,239	1,598
(e) Depreciation, amortization and impairment	47	46	51	144	160	209
(f) Others expenses	640	603	354	1,603	1,063	1,382
<b>Total Expenses (IV)</b>	<b>2,111</b>	<b>2,183</b>	<b>1,484</b>	<b>6,113</b>	<b>4,805</b>	<b>6,359</b>
<b>Profit before tax from continuing operations (III-IV=V)</b>	<b>1,045</b>	<b>996</b>	<b>370</b>	<b>2,688</b>	<b>745</b>	<b>1,188</b>
Total Income tax expense (VI)	264	251	93	678	205	322
<b>Adj. Profit for the period / year from continuing operations (V-VI=VII)</b>	<b>782</b>	<b>746</b>	<b>277</b>	<b>2,010</b>	<b>540</b>	<b>866</b>
<i>YoY Growth (%)</i>	<i>182.2%</i>	<i>267.8%</i>	<i>60.1%</i>	<i>272.4%</i>	<i>-18.9%</i>	<i>3.3%</i>
Tax For Previous Years (VIII)	49	0	-2	49	-2	-2
<b>Rep. Profit for the period / year from continuing operations (VII-VIII=IX)</b>	<b>732</b>	<b>746</b>	<b>279</b>	<b>1,961</b>	<b>542</b>	<b>868</b>
Loss after tax from discontinued operations (X-XI=XII)	-1	-1	-9	-11	-28	-44
<b>Profit for the period / year (IX+XII=XIII)</b>	<b>732</b>	<b>745</b>	<b>270</b>	<b>1,949</b>	<b>515</b>	<b>823</b>

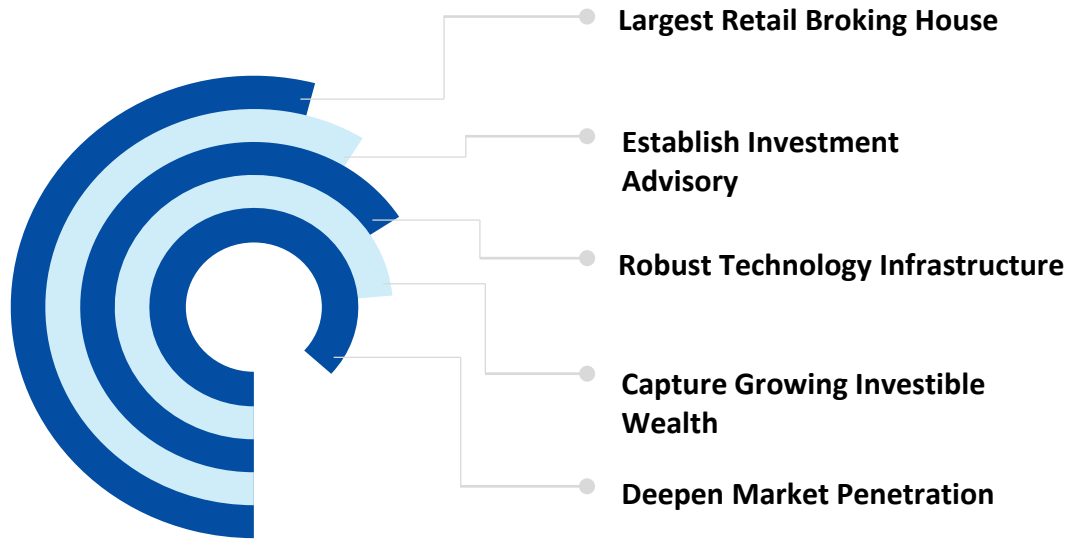
## Summary Of Consolidated Balance Sheet

Particulars (₹ Mn)	Dec'20	Sep'20	Mar'20
<b>Financial Assets</b>			
(a) Cash, cash equivalents and Bank Balance	21,371	25,996	14,136
(b) Trade Receivables	457	459	390
(c) Loans	6,045	6,272	2,806
(d) Investments	30	25	353
(e) Other financial assets	9,698	968	2,706
<b>Non-financial Assets</b>			
(a) Fixed Assets	1,174	1,203	1,262
(b) Other non-financial assets	233	1,276	250
<b>Total Assets</b>	<b>39,009</b>	<b>36,200</b>	<b>21,902</b>
<b>LIABILITIES</b>			
<b>Financial Liabilities</b>			
(a) Trade Payables	23,360	15,421	9,395
(b) Borrowings	3,286	5,909	4,909
(c) Other financial liabilities	1,565	4,426	1,305
<b>Non-Financial Liabilities</b>			
(a) Provisions	89	84	67
(b) Other non-financial liabilities	424	469	312
<b>Networth</b>	<b>10,284</b>	<b>9,893</b>	<b>5,914</b>
<b>Total Liabilities and Equity</b>	<b>39,009</b>	<b>36,200</b>	<b>21,902</b>

**9M FY21**
**EPS: ₹ 25.9**
**Book Value: ₹ 125.7**

1) Restated financials; 2) Fixed assets includes investment property, property, plant & equipment, intangible assets under development, intangible assets and right to use assets; 3) Other non-financial assets includes inventories, tax assets (net), deferred tax assets (net) and other non-financial assets; 4) Other non-financial liabilities includes tax liabilities (net) and other non-financial liabilities; 5) Networth includes equity share capital and other equity

# Way Forward



**Strengthen our leadership position to become the largest retail broking house in India**



**Establish a substantial client base in investment advisory business to support growth**



**Augment investment in mobile platform, artificial intelligence, machine learning capabilities & newer technologies**



**Capitalize on the growing investible wealth in India**



**Leverage Technology to penetrate new customers in Tier 2, 3 cities & beyond**

 **Smart Money**

 **Mobile App**

  
**ANGEL BEE**

 **DIY**

 **WEALTHTECH**




**About Us**

## Board Of Directors



**Dinesh D. Thakkar**




*Promoter, Chairman and MD*

-  Promoter of Angel Group
-  Veteran in capital markets with over 3 decades of experience
-  Revolutionised stock broking for retail clients



**Vinay Agrawal**



*Director and CEO*

-  Rich experience of 22+ yrs
-  A qualified Chartered Accountant
-  Has intuitive understanding of the financial markets and strong business insights to drive business operations



**Ketan Shah**





*Non-Executive Director*

-  26+ years of overall experience
-  Having in depth understanding about Business, Technology & Operations



**Uday Sankar Roy**





*Independent Director*

-  37+ years experience
-  Previously was independent director of Indiafirst Life Insurance
-  Retd. MD & CEO of SBI Life Insurance
-  Retd. DMD of SBI



**Kamalji Sahay**




*Independent Director*

-  39+ years experience
-  Previously was independent director of Indiafirst Life Insurance
-  Retd. MD & CEO of Star Union Dai-ichi Life Ins
-  Served as ED LIC of India and Advisor to GIC Re



**Anisha Motwani**

*Independent Director*

-  28+ years of experience in diverse industries
-  Worked for GM India, Max New York Life Insurance, McCann Erickson India, etc
-  Advisor with World Bank on Swachh Bharat Abhiyan & National Mission for clean Ganga



## Experienced Management Team






**Vinay Agrawal**  
*Chief Executive Officer*

-  Rich experience of 22+ yrs, of which 20+yrs are at Angel
-  Handled multiple portfolios of finance, operations, business & product development and e-broking
-  Spearheading digital transformation and next phase of growth initiatives






**Vineet Agrawal**  
*Chief Financial Officer*

-  24+ yrs of total experience across multiple industries, 5+ years at Angel
-  Heads treasury, corp. fin., accounts, secretarial, reporting & controlling, tax, audit and IR
-  Worked at Secure Meters, Suzlon Energy, Bharti Airtel and Reliance Communications







**Prabhakar Tiwari**  
*Chief Growth Officer*

-  18+ yrs of total experience, ~2 years at Angel
-  Spearheads Brand, Performance Marketing & Growth Strategy
-  Worked with PayU, Marico, CEAT, Danone




**Nilesh Gokral**  
*Chief Operating Officer*

-  18+ yrs of total experience, 2+ years at Angel
-  Leads operations, Risk Management and Compliance functions
-  Strong exposure in BFSI across various functions
-  Worked with Yes Bank, Infosys and Axis Bank







**Ketan Shah**  
*Chief Revenue Officer*

-  26+ years of total experience, 20+ years at Angel
-  Worked in different functions including Business, Technology & Operations
-  Leads revenue function, customer engagement & service, B2B business & research and advisory






**Ankit Rastogi**  
*Chief Product Officer*

-  17+ yrs of total experience in Product Engineering & Digital Service segment
-  Gold Medalist in Computer Engineering from NIT Surat
-  Co-Founder of IndiaHotelReview.com
-  Worked with Makemytrip, Stayzilla, Cleartrip



**Subhash Menon**  
*Chief People Officer*

-  22+ yrs of total experience, ~5 years at Angel
-  Develops and implements people management, HR processes and employee skill development, knowledge & productivity enhancement
-  Worked with IndiaFirst Life, SBI Life and USV

# Awards & Accolades

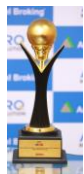
## Technology



**'Trendsetter' Award at NetApp - Innovations Award, 2019**



**Digital First Organization of the Year 2019 in India, organized by Tefla's**



**Digital Investing Platform of the Year 2017 at BSE Commodity Equity Outlook (CEO) Awards, organized by Tefla's**



**Fintech Trading Platform of the Year at MoneyTech Awards 2017 presented by BusinessEx.com**



**Best Technology House of the Year 2016 (ASSOCHAM)**

## Capital Markets



**Gold in BFSI Category by Buzzin Content**



**Best Performing Retail Member – NSE (2017, 2018 & 2019)**



**Top volume performer, Equity Retail Segment by BSE (2005-15, 2017, 2018)**



**Fulcrums of Commodity Derivatives Market by MCX, 2018**



**Awarded the Best Commodity Broker of the Year 2016-17 by MCX**

## Marketing



**Customer Service Effectiveness by ACEF 9th Global Customer Engagement Awards 2020**



**PR Awards 2020 for Reimagining Stock Broking For The Millennial India Organised by Campaign India**



**Mobile Advertising Excellence in Social Media Campaign (BFSI) for Smart Sauda Campaign at MOBEXX Awards by Adgully**



**Digital Marketing Excellence in Social Media for "Shagun ke Shares" Campaign by DIGXX 2020**



**Best Financial Content of the Decade by Inkspell**

# Consistently Certified By The Great Place To Work

Certified By The Great Place To Work Institute For Four Consecutive Years

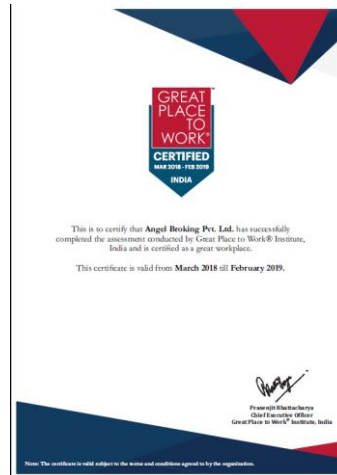
2017

2018

2019

2020

2021



*Certified "India's 20 Best Workplaces in BFSI – 2019" by Great Place To Work*

*Overall culture score at par with top 50 companies in India*

Top 150 employees average tenure of ~5 years with Angel

## Thank You

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**Company :**

**Investor Relations Advisors :**

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**SGA** Strategic Growth Advisors

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Mr. Hitul Gutka – Head IR  
Email Id – [hitul.gutka@angelbroking.com](mailto:hitul.gutka@angelbroking.com)

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[shogun.jain@sgapl.net](mailto:shogun.jain@sgapl.net) / [shrikant.sangani@sgapl.net](mailto:shrikant.sangani@sgapl.net)  
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