

January 11, 2024

To, The Manager, Listing Department, BSE Limited, Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai - 400001 Tel No.: 22721233 BSE Scrip Code: 540776	To, The Manager, Listing Department, The National Stock Exchange of India Ltd., Exchange Plaza, 5th Floor, Plot C/1, G Block, Bandra - Kurla Complex, Bandra (E), Mumbai – 400051. Tel No.: 2659 8235 NSE Symbol: 5PAISA
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Dear Sir/Madam,

Sub: Investor Presentation on the Unaudited Financial Results (Standalone and Consolidated) for the quarter ended December 31, 2023:

We enclose herewith the Investor Presentation on the Unaudited Financial Results (Standalone and Consolidated) for the quarter ended December 31, 2023.

Kindly take the above on records and oblige.

Thanking You,
Yours faithfully,

For 5paisa Capital Limited

**Namita Godbole
Company Secretary & Compliance Officer
ICSI Membership No.: A21056**

Email ID: csteam@5paisa.com

Enclosed: As above

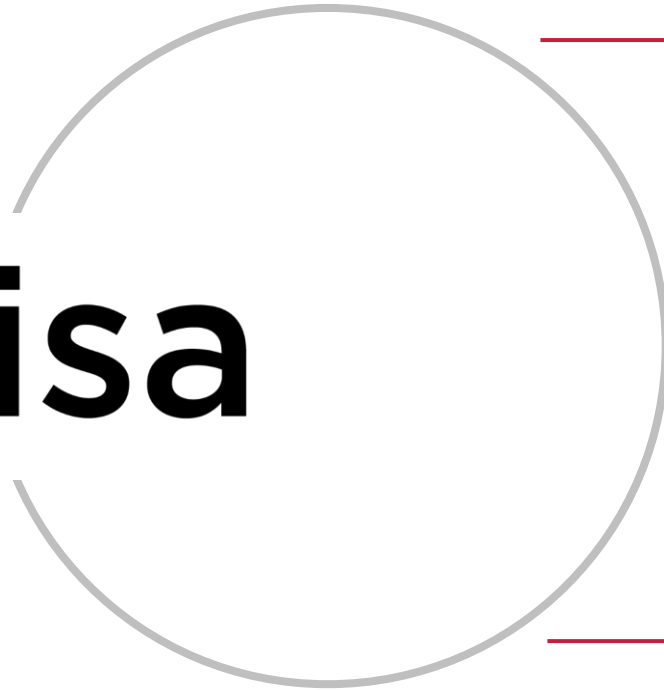
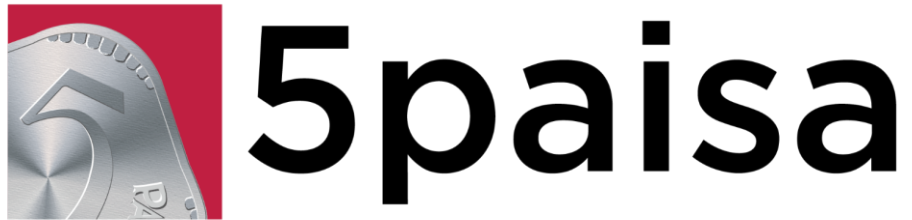
5paisa Capital Limited



5paisa

INVESTOR PRESENTATION

Quarter ended Dec 23 (Q3FY24)



● Q3FY24- Highlights

● Industry Highlights

● Business Performance

● Financial Performance

● Management Team, ESG & Awards

Key Highlights of Q3FY24 vs Q2FY24



Revenue
1,003 Mn



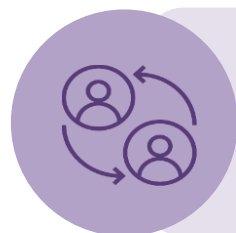
Profit after Tax
151 Mn



Customer Acquisition
2.32 Lac



Customer Base
3.96+ Mn



ADTO
3.70+ Tn



App User
17.4+ Mn

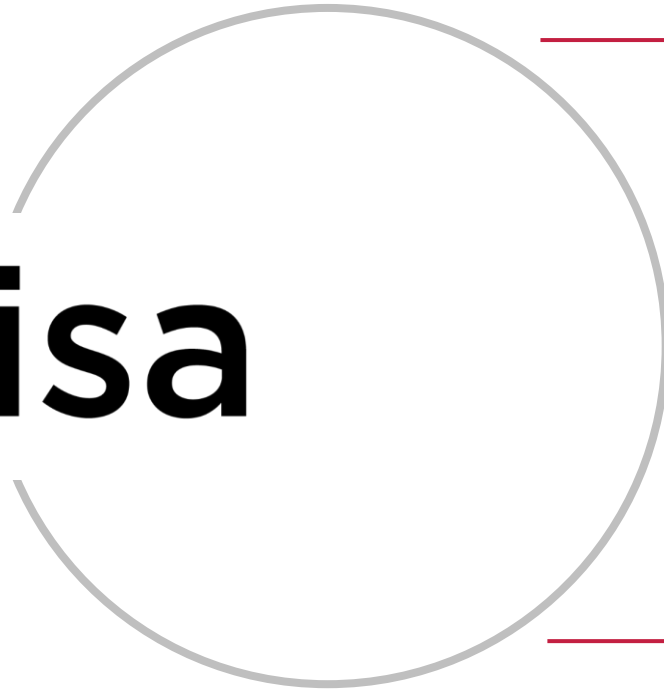
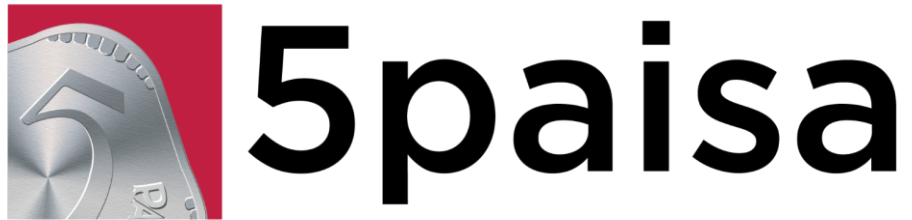


Average Funding Book
317 Cr



Retail Market Share
2.81%





● Q3FY24- Highlights

● **Industry Highlights**

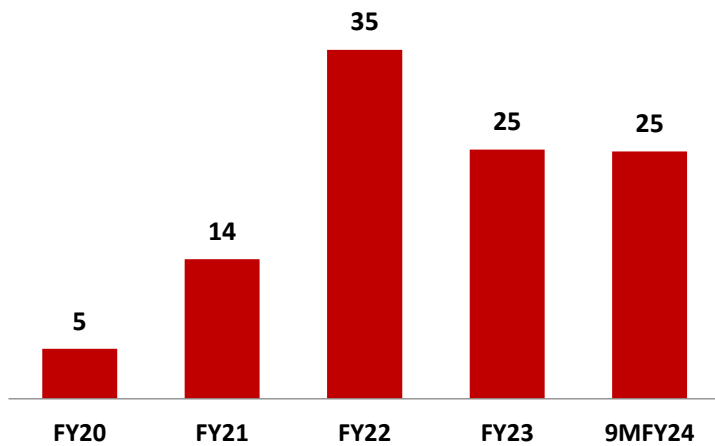
● Business Performance

● Financial Performance

● Management Team, ESG & Awards

Industry Trend

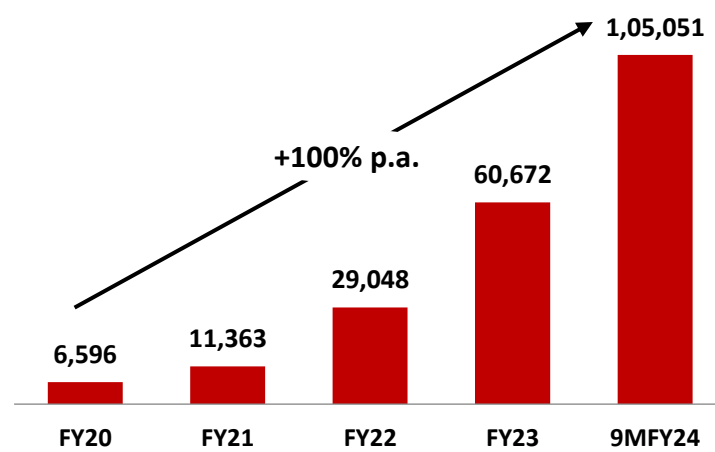
Incremental demat accounts (Mn)



- 25 Mn demat accounts open in 9MFY24.
- Approx 7X growth in incremental demat in period from FY20 to FY24 estimated. (4 Years)

Source: NSDL, CDSL

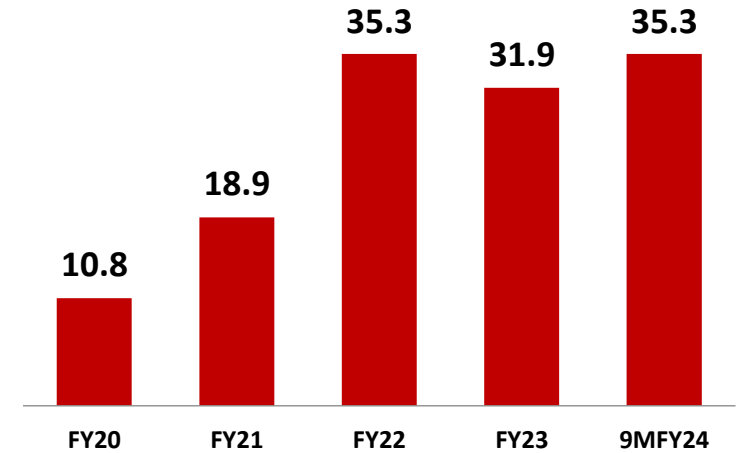
Retail Derivative ADTO (in INR Bn)



- Retail Derivative Average Daily turnover(ADTO) has seen an exponential rise at 100% CAGR

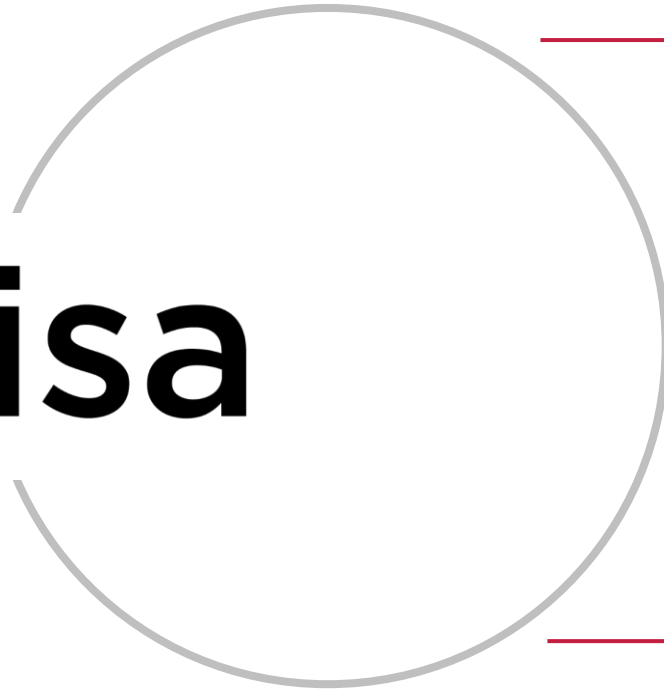
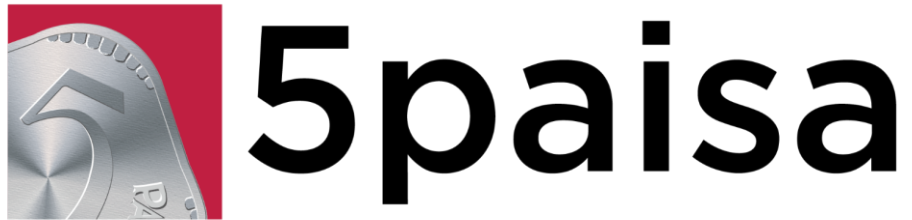
Source: NSE

Active clients (in Mn)*



- Number of NSE Active clients have seen a rapid rise in the past 5 years

Source: NSE



● Q3FY24- Highlights

● Industry Highlights

● **Business Performance**

● Financial Performance

● Management Team, ESG & Awards

Key strategic pillars

**Stable, Reliable
and Trusted
platform for
Indian Equity
Investors &
Traders**

**Robust tech
architecture
with product
stability**

- Highly available, stable system across platforms (web, mobile, developer API)
- Focused on product simplification prioritizing stability and availability

**Data analytics
led decision
making**

- Build a scalable digital funnel to drive improvements in lead to account opening and 30 day-client activation
- Focus on customer cohort curation for targeted engagement and to increase Rev/customer

**Ecosystem
led play**

- Build strong developer API platform
- Drive revenue through annuity streams (subscription plans)
- Grow partnerships with big players
- Become preferred choice of partner for franchisees

**Best in class
talent**

- Develop a scientific hiring model to ensure right fit
- Drive effective employee engagement and work on employer branding to attract best talent

Trading Elevated

A year of unprecedented advancements



1 - Click
option strategy



Advanced option chain



TradingView
webhook



Build Strategy from
Option Chain



Order slicing



BSE FO Trading



Straddle Chain



FnO stats



OI analysis



Quantower - Desktop based
application for advanced
traders



TOTP based Login for
enhanced security



Trade **Deep OTM** and **Illiquid**
contracts



OpenAPI Place upto **600**
orders per minute

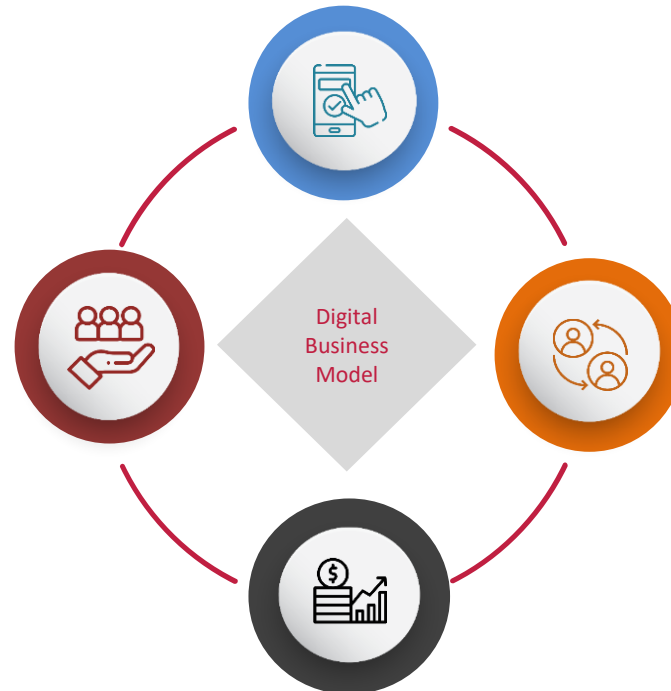
Reliable & Scalable Digital Business Model

Digital Customer Acquisition

- **3.96+ Mn Customer Base**
- **100%** Paperless Client activation
- **89% STP** (without human intervention)
- **90%** Client are from Tier 2 & 3 city

Proven Growth in all aspects

- Achieved **Rs. 100 Cr+** Quarterly revenue.
- **3.7+ trillion** ADTO in Q3FY24.
- Mutual fund AUM reaches to **801 Cr.**
- Optimization of CAC.
- High Life -Time Value(LTV) customers.

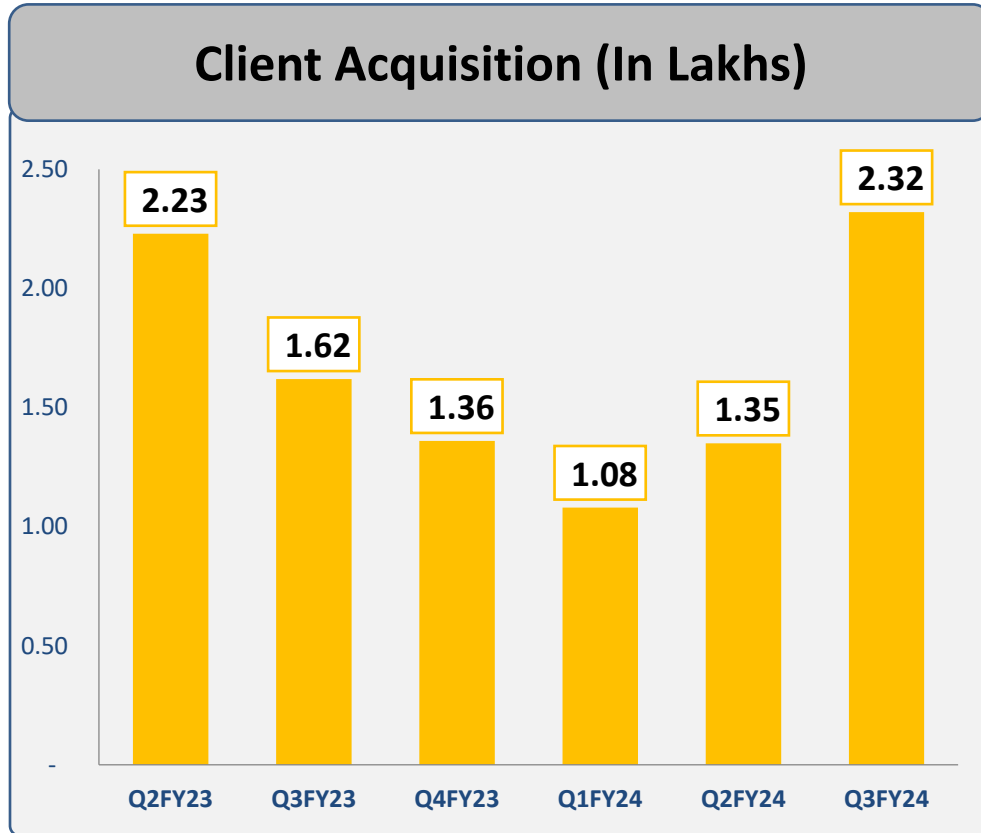


Superior Digital Platform

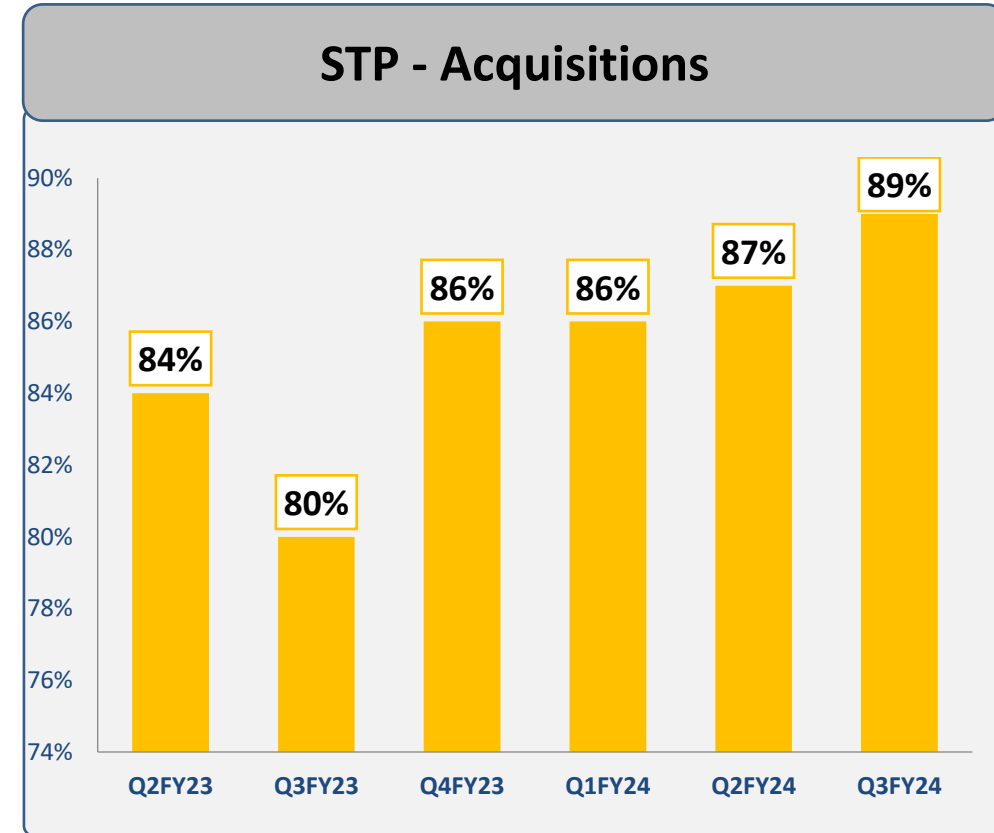
- **17.4 Mn** App downloads with 4.3-star rating
- **29%** of manpower is Tech and Product
- High customer satisfaction with **80%** NPS Score
- **FNO 360** - Dedicated Trading platform for derivative traders
- **One stop solution** for Investing, Trading, MF, Bonds, IPO, Lending, Wealth Management

Secure and Reliable Broker

- Profitable Listed Discount Broker with strong Net-worth
- Highly secure as net-worth is almost **40%** of client funds
- Compliance in all regulatory Norms
- Qualified Stock -Broker as per SEBI New norms



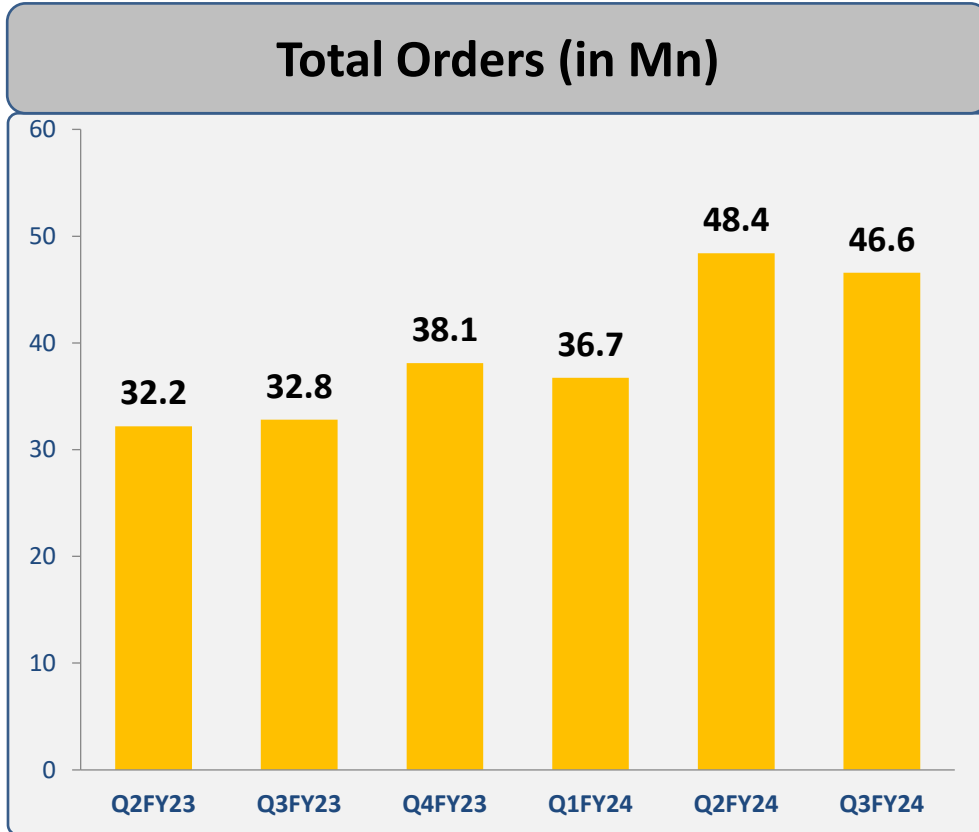
- **Total Client Acquisition** – 2.32 Lakhs for Q3FY24 (Up 72% Q-o-Q)



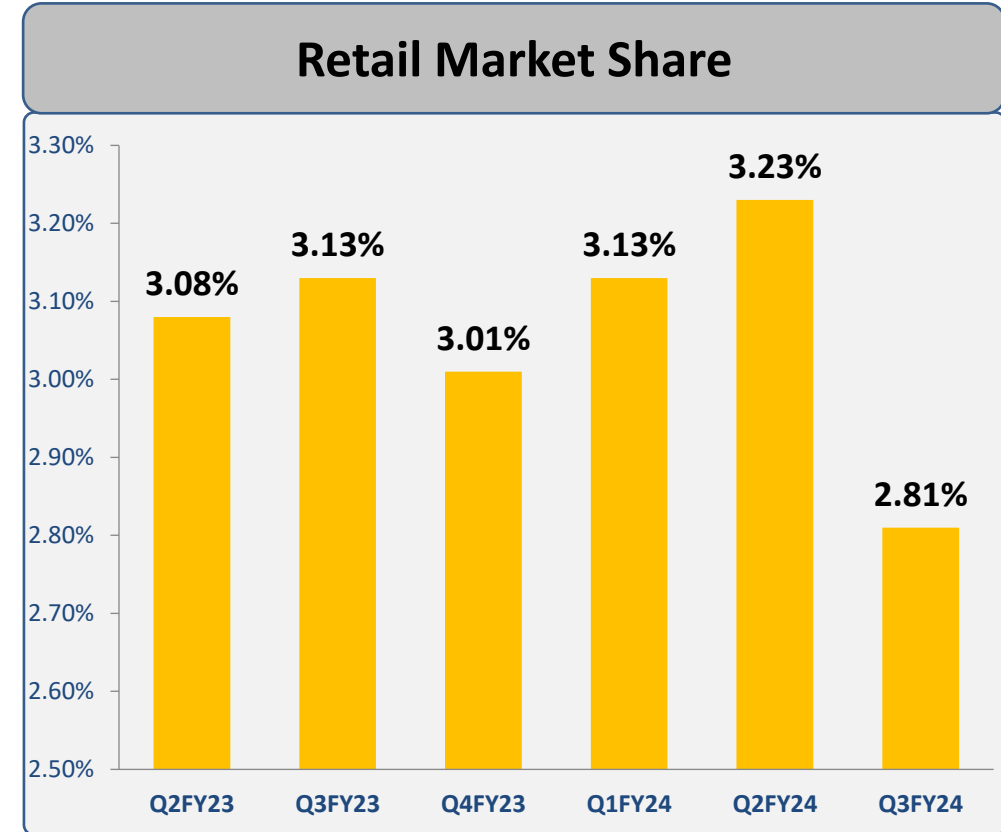
- **STP Acquisition** – 89% for Q3FY24 (Up 2% Q-o-Q)

- **STP - Clients** onboarded through digital platform without any intervention or any assistance.

Growth in orders & Retail Market Share



- **Total Orders** – 46.6 Mn for Q3FY24 (Down 4% Q-o-Q)

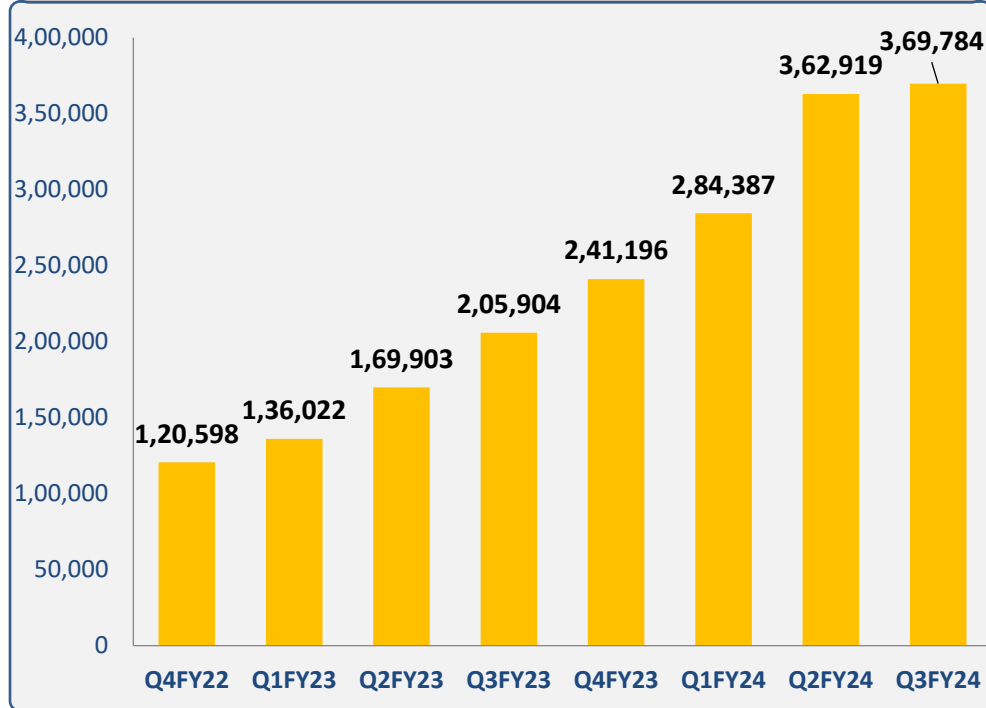


- **Retail Market Share** – 2.81 % for Q3FY24 (Down 13% Q-o-Q)

Growth in ADTO , Customers and Revenue

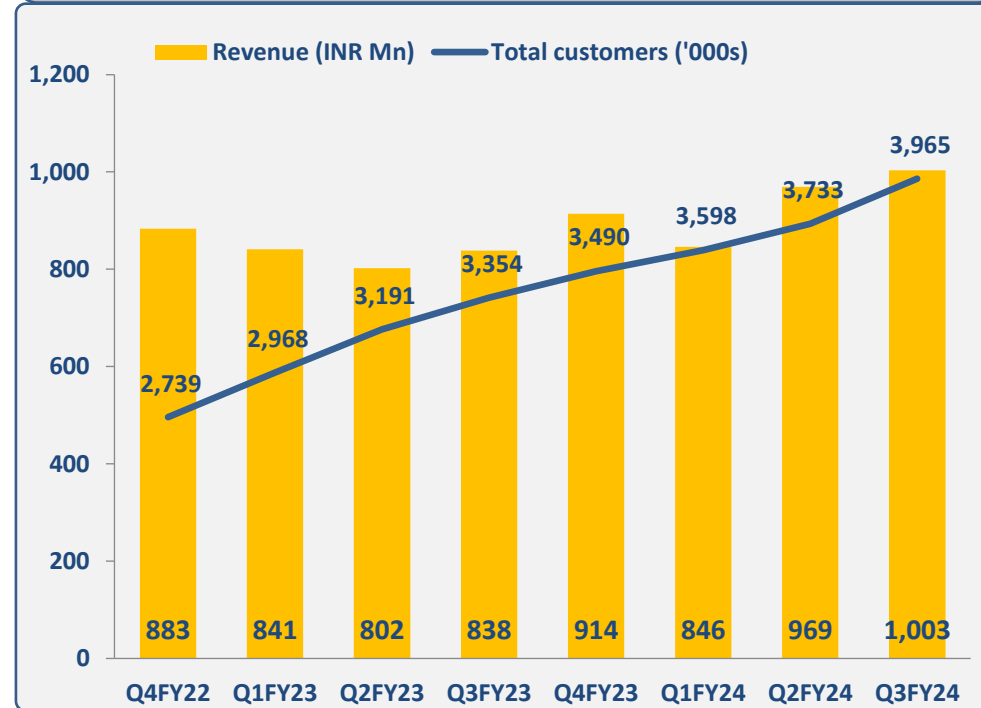


Avg. Daily Turnover – Total (in Cr)



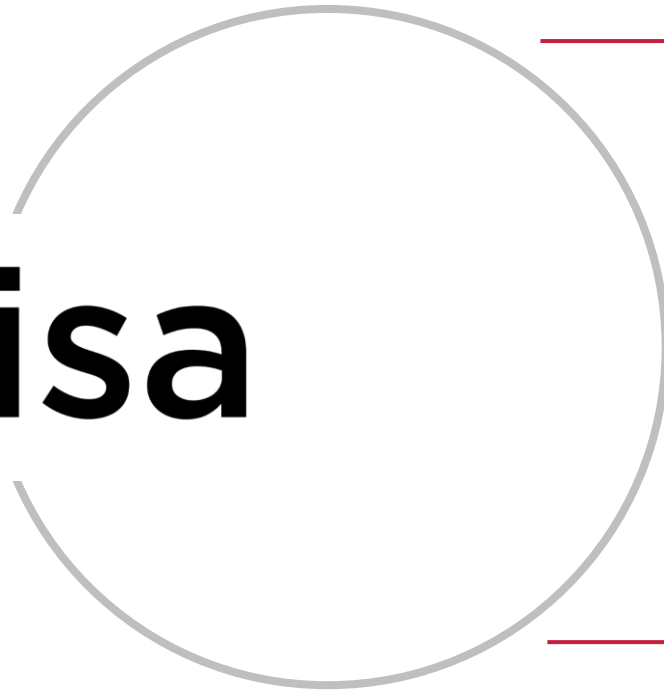
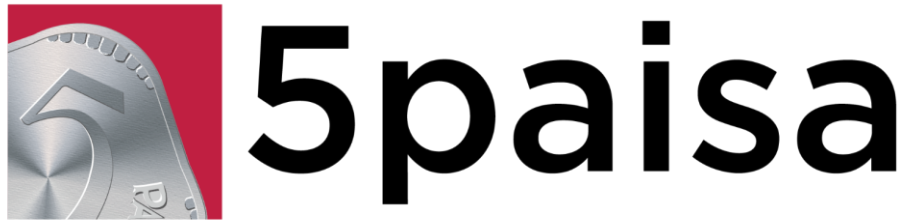
- **ADTO** – 3,69,784 Cr for Q3FY24 (Up 2% Q-o-Q)

Customers & Revenue Growth



- **Revenue** – 1003 Mn for Q3FY24 (Up 3 % Q-o-Q)

- **Total Client base as on Dec 23** – 3.96 Mn



Q3FY24- Highlights

Industry Highlights

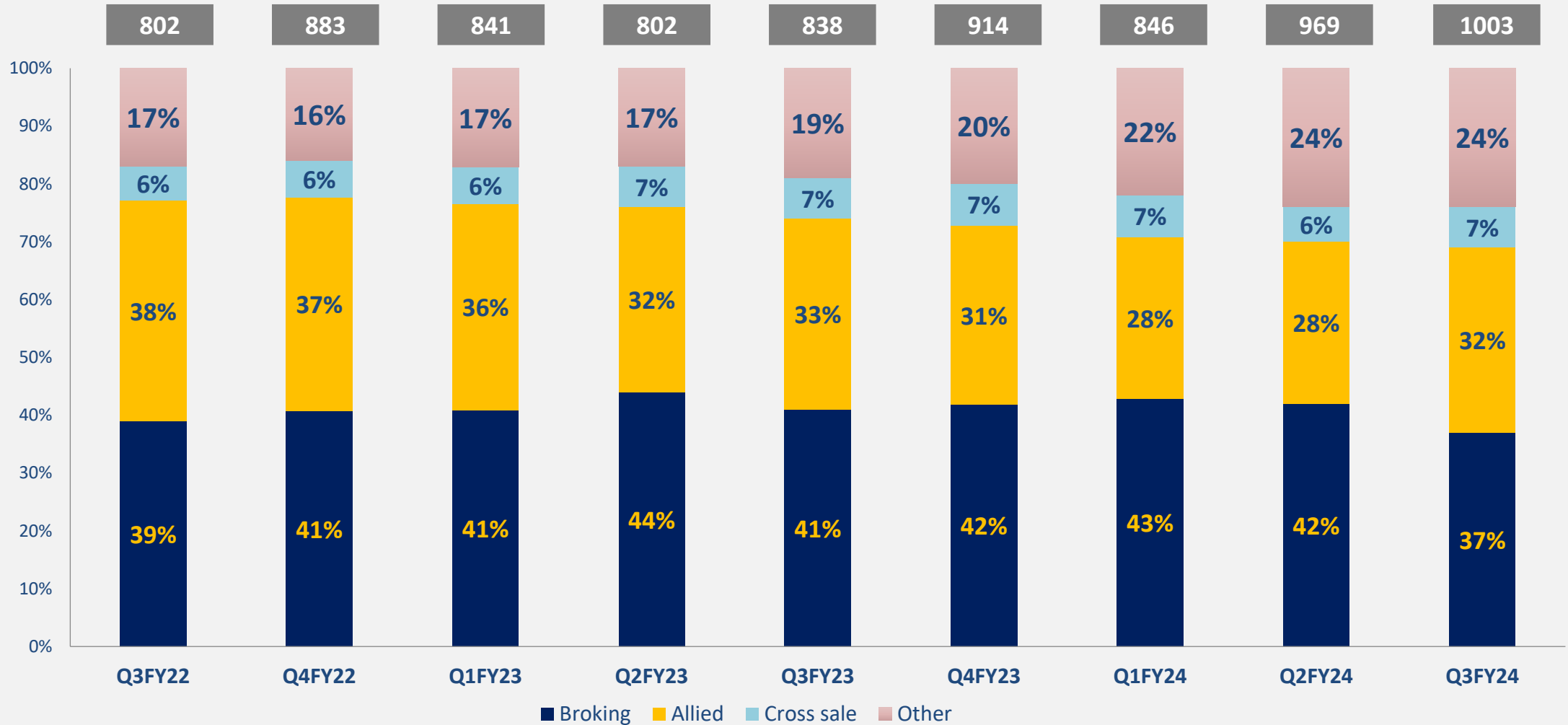
Business Performance

Financial Performance

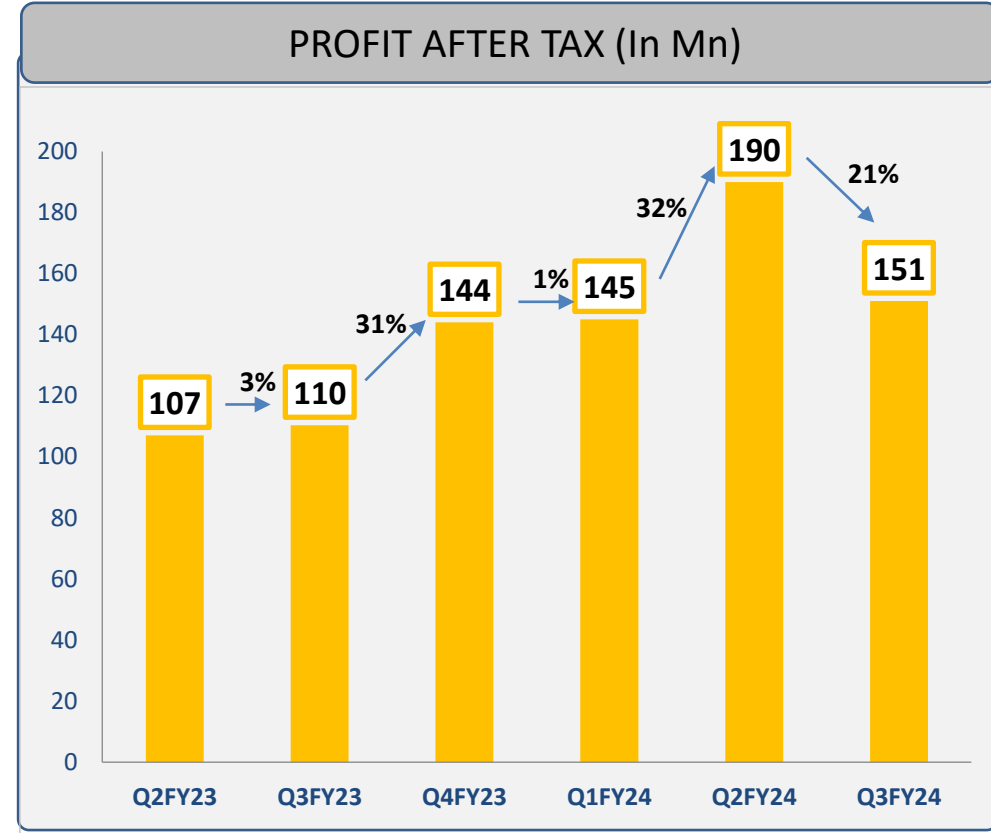
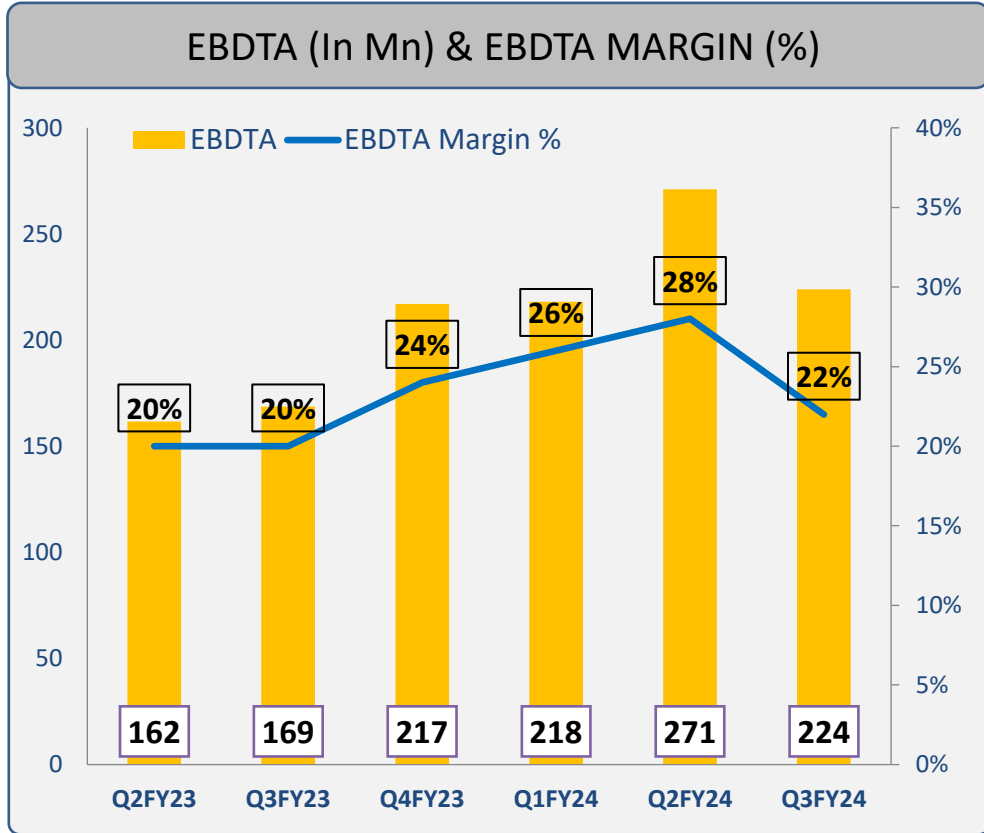
Management Team, ESG & Awards

Revenue Mix & Total Revenue

Revenue Mix & Total Revenue (In Mn)

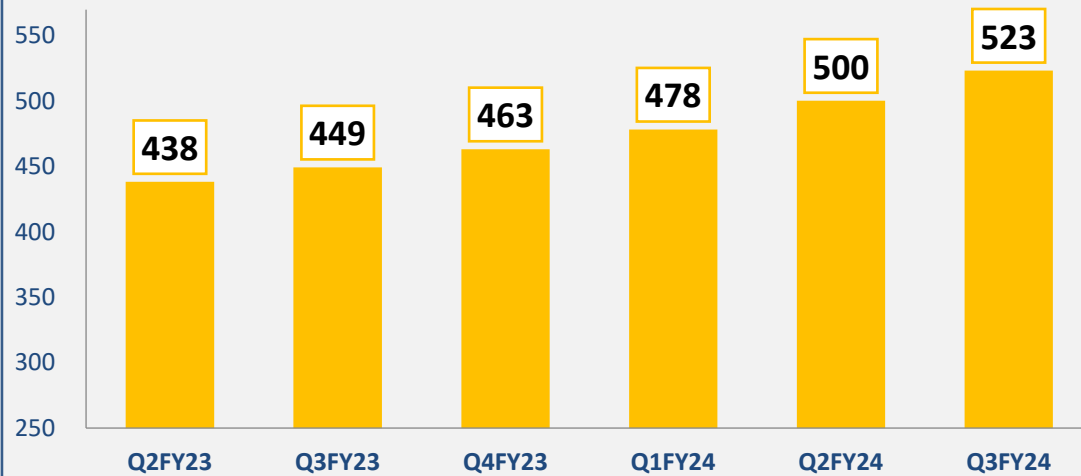


EBDTA & Profit Growth Trend

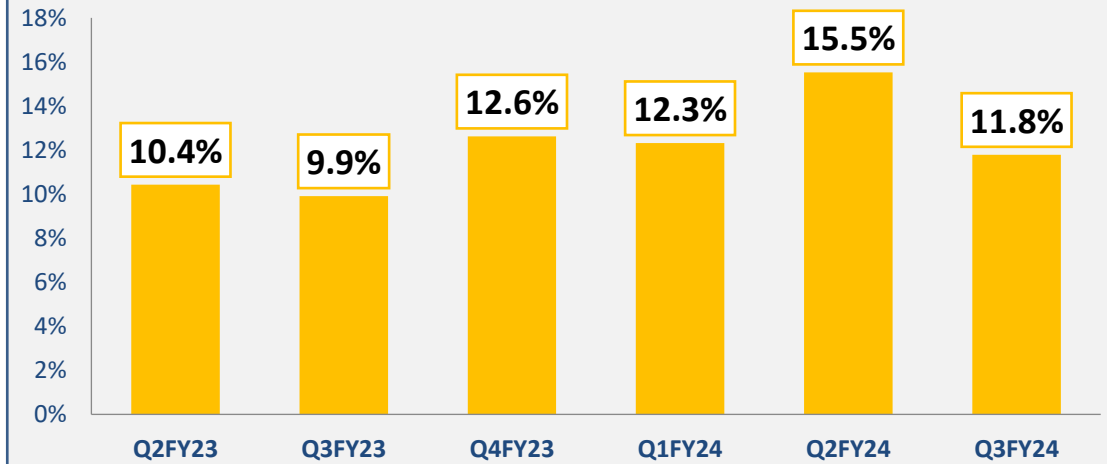


Improving Financial Ratios

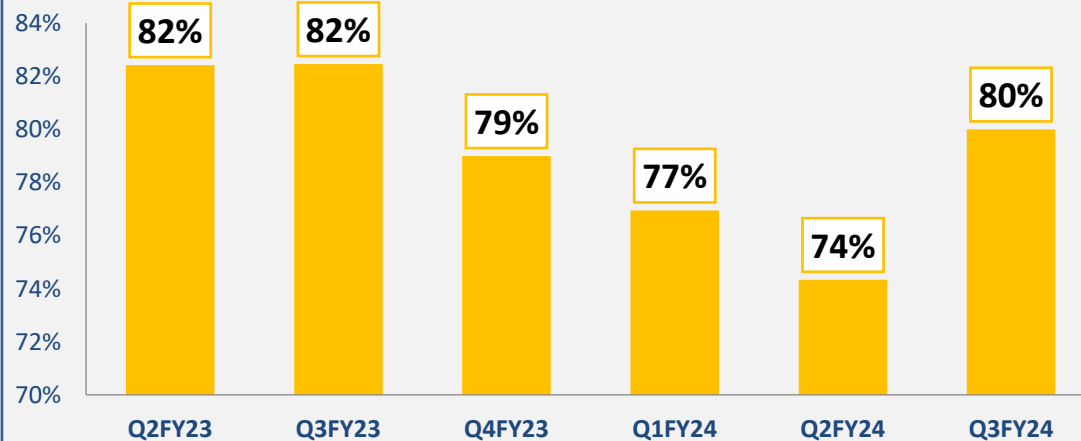
Net-worth (In Cr)



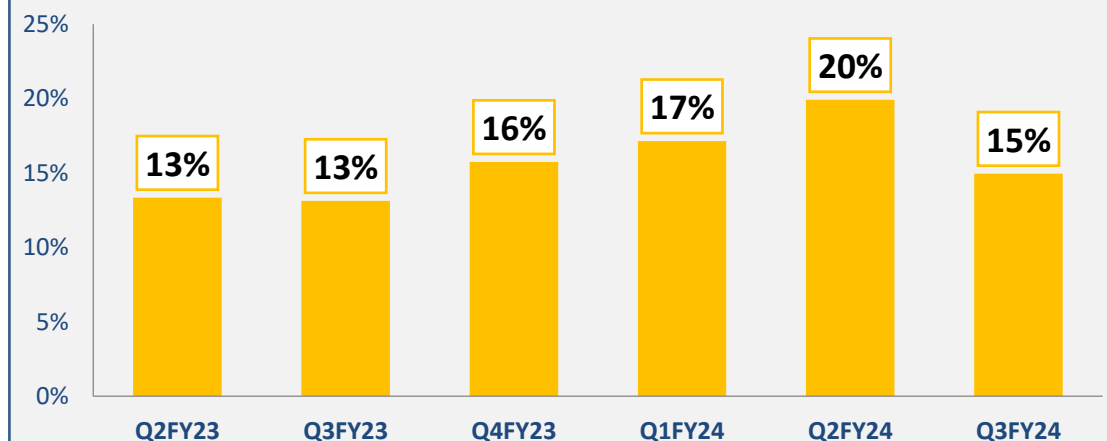
Return on Net Worth



Cost to Income ratio



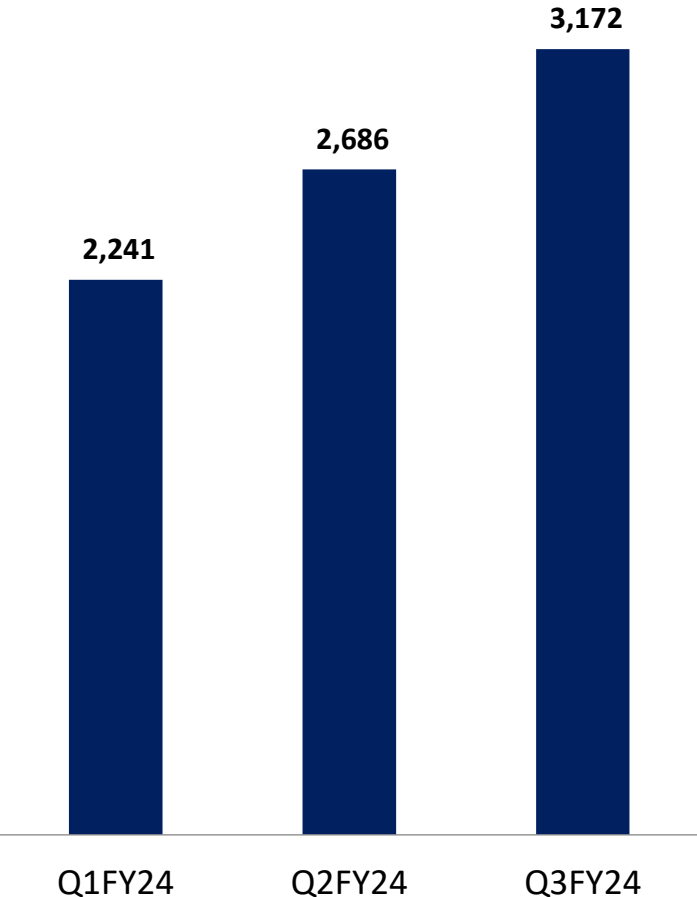
Net Profit Margins



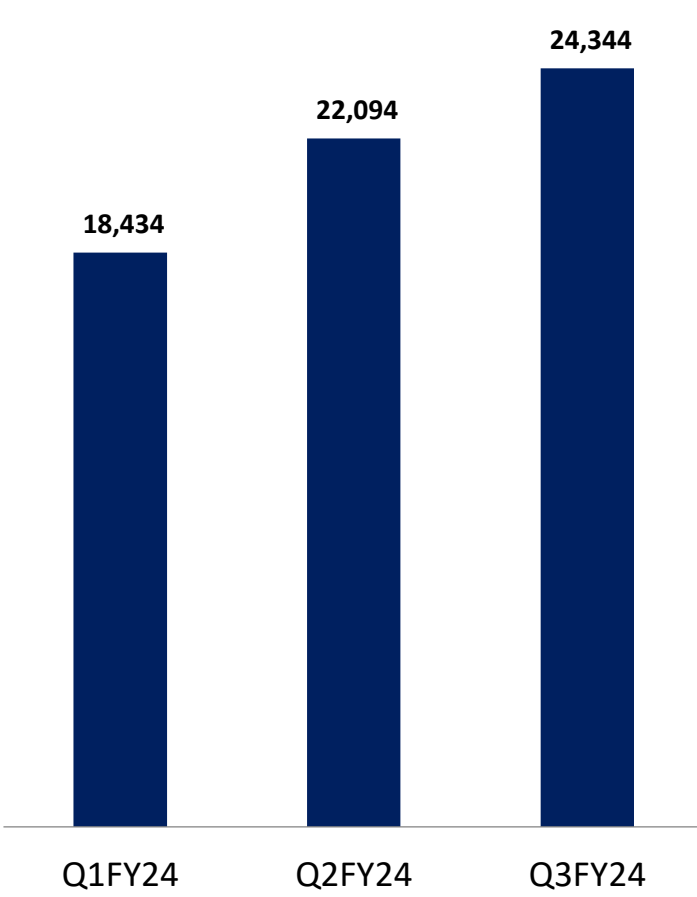
Client Funding Book Spread Over Wide Customer Base



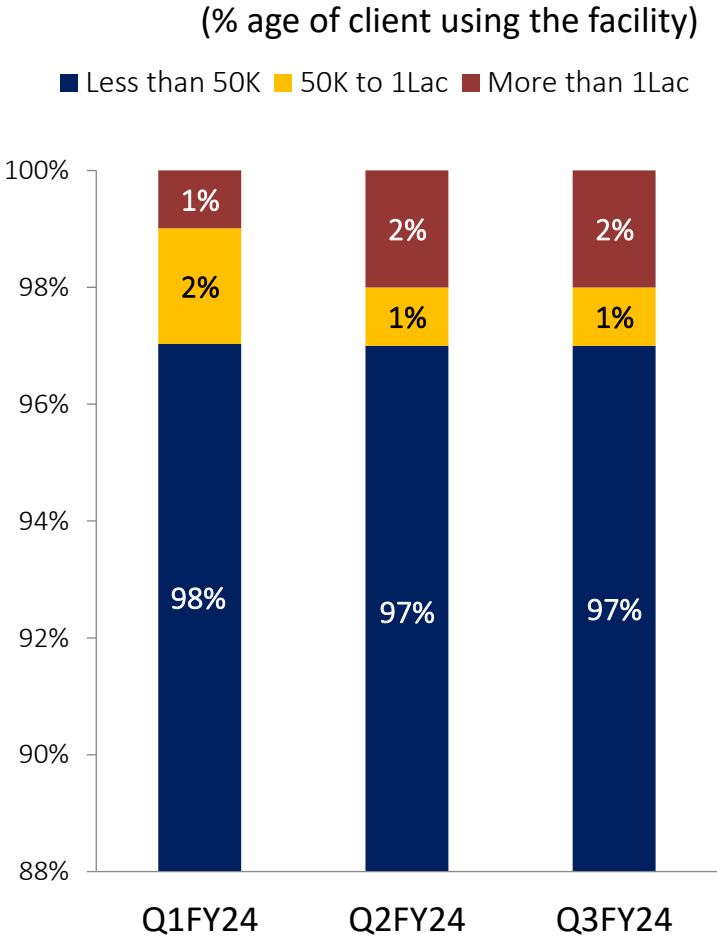
Avg Client Funding Book Size (in Millions)



Low Per Client Exposure (In INR)



Client Funding Book Segmentation



Consolidated Profit & Loss for quarter ended December 23

INR Million	Quarter Ended			Quarterly Variances	
	Q3FY24	Q2FY24	Q3FY23	Q-o-Q	Y-o-Y
<i>A. Income From Operations</i>					
Brokerage Income	376	403	346	-7%	9%
Allied Broking Income	319	276	275	16%	16%
Cross Sales Income	66	55	58	22%	14%
Other Operating Income	242	236	158	3%	53%
Total Income from operations (A)	1003	969	838	3%	20%
Employee Cost	194	202	149	-4%	30%
Depreciation, amortisation & impairment	23	22	22	1%	5%
Finance cost	80	65	60	24%	33%
Others Expense	505	431	460	17%	10%
Total Expenses (B)	802	721	691	11%	16%
PBT	202	249	147	-19%	37%
Tax expense	51	58	37	-13%	38%
PAT	151	190	110	-21%	37%
<i>PAT margin %</i>	<i>15%</i>	<i>20%</i>	<i>13%</i>	<i>-23%</i>	<i>14%</i>
Other Comprehensive income *	-1	0	-1	-294%	-16%
Total Comprehensive Income for the Period	150	191	109	-21%	37%
Earnings Per Equity Share (EPS)					
Basic (In ₹)	4.91	6.21	3.60	-21%	36%
Diluted (In ₹)	4.86	6.12	3.58	-21%	36%

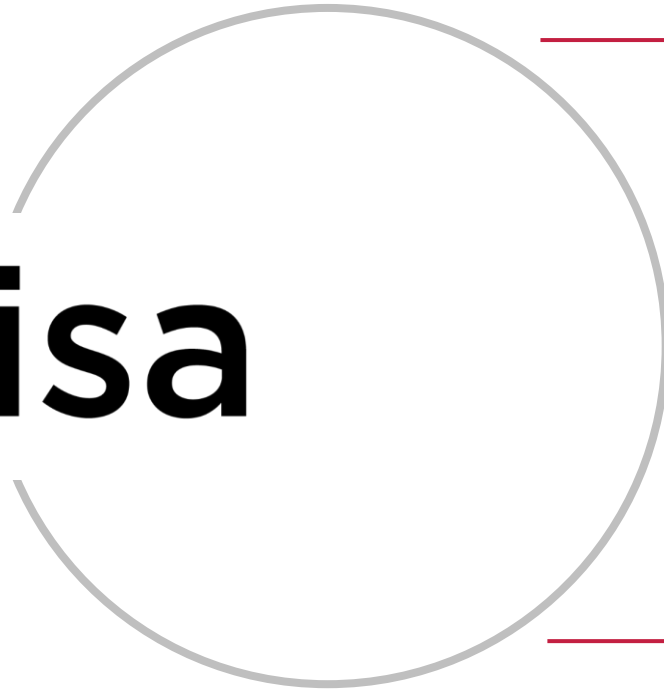
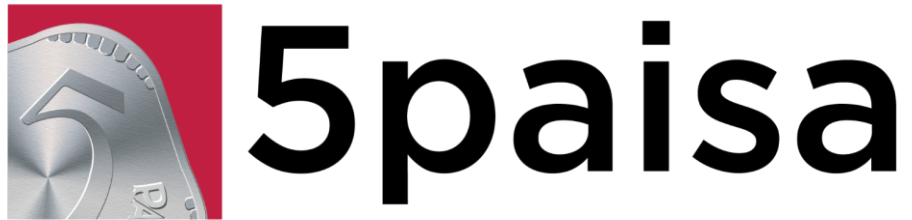
*Amount is less than ₹ 0.01 million ,hence shown ₹ 0.00 million

Consolidated Profit & Loss for nine months ended December 23

INR Million	Nine Months Ended		Nine months Variances	Year Ended
	Dec 31,2023	Dec 31,2022	Y-o-Y	FY23
<i>A. Income From Operations</i>				
Brokerage Income	1139	1047	9%	1435
Allied Broking Income	830	826	0%	1107
Cross Sales Income	183	162	13%	229
Other Operating Income	666	445	53%	623
Total Income from operations (A)	2818	2481	14%	3394
Employee Cost	576	437	32%	591
Depreciation, amortisation & impairment	68	63	8%	88
Finance cost	183	160	14%	206
Others Expense	1346	1432	-6%	1928
Total Expenses (B)	2173	2092	4%	2813
PBT	645	389	66%	581
Tax expense	158	97	63%	145
PAT	487	291	67%	436
<i>PAT margin %</i>	17%	12%	47%	13%
Other Comprehensive income *	0	-1	-73%	-3
Total Comprehensive Income for the Period	486	290	68%	433
Earnings Per Equity Share (EPS)				
Basic (In ₹)	15.83	9.52	66%	14.42
Diluted (In ₹)	15.69	9.45	66%	14.33

Other Expenses includes Rs 70.9 Mn towards reversal of margin penalty

*Amount is less than ₹ 0.01 million ,hence shown ₹ 0.00 million



● Q3FY24- Highlights

● Industry Highlights

● Business Performance

● Financial Performance

● **Management Team, ESG & Awards**

Corporate Governance

1. Smooth whistle blower policy adopted
2. Experience and diverse Independent board of directors' structure
3. Comply all SEBI/exchanges and other regulatory compliances
4. Updating investors for all business decisions/actions through various modes on time

Environmental Footprint

1. 100% digital onboarding process & treatment of e-waste in environment friendly manner.
2. Promote Tree plantation at all our premises & spread awareness to "Save water" among all employees.
3. Drive digitalization & promote electronically documentation

Human Capital

1. Adopt all employee's welfare schemes (Gratuity, PF, Medical insurance etc)
2. Maintain gender diverse workplace with equal opportunities
3. Adopted hybrid model "WFH/WFO"
4. Policies of Code of conduct and business ethics , prevention of Insider trading, Anti money laundering, Prevention of Sexual harassment (Posh)" at workplace

Information and Cyber Security

1. Defense in depth Security approach to safeguard information
2. A comprehensive Cyber Security and Cyber Resilience framework, imbibing Industry best practices and cover all aspects of prevention and response.
3. Highly secured information systems and with adequate controls are in place
4. Organization is ISO 27001:2013 Certified



Chairperson & Independent Directors



Dr. Archana Hingorani
Chairperson and
Independent Director

- M.B.A. & (Ph.D. Finance) from University of Pittsburgh
- 33+ years of experience in the asset management business, teaching and research.
- One of most influential woman in India
- Associated with the IL&FS Group till 2017 in various capacities.



Ms. Nirali Sanghi
Independent Director

- Bachelor in Economics & computer science and M.B.A. in Finance & Marketing.
- Founder ,CEO and president of India Parenting Pvt. Ltd.
- Previously served at Erstwhile Baring Brothers (New York), Citibank and The Boston Consulting Group (Mumbai).



Mr. Milin Mehta
Independent Director

- Member of ICAI & Law Graduate with master's degree in commerce
- 3+ decades senior partner of K. C. Mehta & Co.
- Special invitee to Committee of ICAI for making a representation before CBDT on formation of the new Direct Tax Code.



Mr. Ravi Garikipati
Independent Director

- Entrepreneur and Technologist with 32+ years of experience.
- Board member and active angel investor in many deep tech, fintech, and consumer tech startups.
- Prior to Flipkart, he was the President and Chief Technology Officer at [24]7.ai

Board of Directors



Mr. Narayan Gangadhar
Managing Director and
Chief Executive Officer

- MS in Computer Science.
- 20+ years of global exp., worked in tech functions at Google, Microsoft, Amazon, Uber, Ola..
- Led highly disruptive businesses, driving innovation in product, tech, capability building & process automation.
- 2+ years in Angel One



Mr. Gourav Munjal
Whole-Time Director and
Chief Financial Officer

- Member of ICAI , qualified company secretary (ICSI) & diploma holder in IFRS from ACCA.
- 12+ years of experience in Finance, Accounts, Treasury, MIS , Cost control , Business strategy and process improvements.
- Previously worked with IIFL Group.

Core Management Team



Mr. Ameya Agnihotri
Chief Technology Officer

- He is holding Masters and Bachelor's degrees in Computer Application from the University of Pune.
- 16+ years career, having worked with industry giants such as Paytm, Uber, Zeotap, Airpush and Pubmatic, where he held senior positions in the Engineering and Technology teams.



Mr. Yash Upadhyay
Chief Strategy Officer

- MBA from IIM Calcutta and B.Tech from IIT Bombay
- Worked with McKinsey and Morgan Stanley Capital International (MSCI) prior to joining 5paisa
- 5+ years of global experience in Management Consulting, Corporate Strategy and Project Management



Ms. Namita Godbole
Company Secretary
and Compliance
Officer

- Bachelors in Commerce and Member of ICSI.
- 19+ years of experience in Stock Broking Compliances
- Formally worked with National Stock Exchange of India Limited and other leading stockbrokers – Prabhudas Lilladher, Sharekhan and Angel One.



Mr. Mehul Jain
Product Head, Trading

- Bachelors in Banking & Insurance (BBI), & M.B.A. in Finance.
- 15+ years of experience in Product Development (Stock broking)
- Served at Edelweiss Broking Ltd

Awards



India Content Leadership Awards 2023 - Best Content – fin APP



BFSI SEO Awards 2023



The Great Indian BFSI CEO of The Year – Prakash Gagdani



The Great Indian BFSI fastest growing company of the year



NAYA BHARAT BUSINESS CONCLAVE 2022



India Content Leadership Awards 2023 - Best Content – Social Platform



Masters of Modern Marketing, 2023



Excellence in Online Share Trading



Won Silver Digix Awards 2022



Best Integration of Digital Content with TV

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THANK YOU