

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**

Dear Sir/Madam,

**Sub: Investor(s) Presentation**

With reference to above captioned subject, please find attached Investor presentation. The Presentation will be uploaded on the Company's website at [www.angelone.in](http://www.angelone.in)

Request you to kindly take the same on record.

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



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



**Place: Mumbai**  
**Date: October 20, 2021**

Encl: As above



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[www.angelone.in](http://www.angelone.in)

**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.



# Q2 '22 Investor Presentation



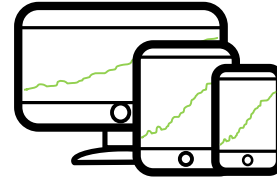
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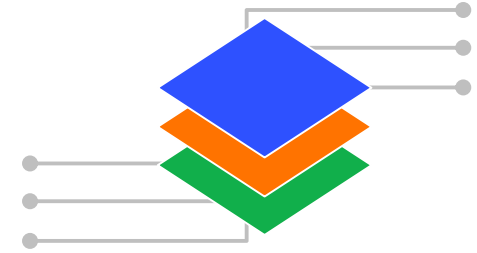
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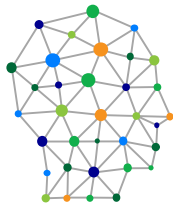
Clients' Choice For Seamless Digital Experience



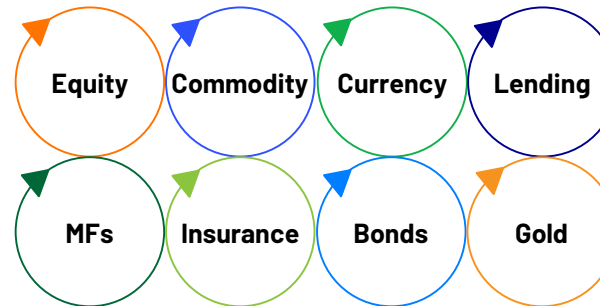
Access To Markets Using Digital Platforms



Proprietary Digital Properties



Data Science Approach Using AI & ML



Superior Product & Service Offerings For All Asset Classes



Trusted Brand With Growing Client Base

## Angel One Limited



Digital First & Fintech brand, that resonates with our target audience

## CTO with Global Experience

### Jyotiswarup Raiturkar

20+ years of experience in building high scale tech products and global teams

## Digital Talent Acquisition

11

Key assets, with rich global experience, added to our digital team

## AMC Business

Application in process with SEBI for in-principal approval, as a Sponsor to set up an AMC

1.3 million

Gross Client Acquisition

6.5 million

Total Client Base

~2.5 million

NSE Active Client Base

9.3%

Share in NSE Active Client

No. 1

In Authorised Persons Registered With NSE

98% | 18,907

Pin-codes Across India With Angel's Clients

₹ 5.8 trillion

Average Daily Turnover

288.3 million

Number of Trades

₹ 15.3 billion

Avg. Client Funding Book

₹ 5,382 million

Gross Revenues

₹ 1,343 million

Profit After Tax

₹ 471 million

2<sup>nd</sup> Interim Dividend, i.e. ~35% Payout of PAT

Sustained multifold growth across parameters



1996 – 2021

- ▲ **Single Product** → Stock Broking as a predominant line of business
- ▲ **Formal** → For Seasoned Investors and Traders
- ▲ **Physical Presence** → Branch Led, Passive Growth Model
- ▲ **Traditional** → Assisted Model, Yield Based Pricing Plan



2021 Onwards

- ▲ **One Solution** → Wealth Creation Throughout Lifespan
- ▲ **Youthfulness** → New Age Clients + Most Competitive Pricing Plan
- ▲ **Digital First Approach** → Extensive Use of Technology
- ▲ **Ease of Doing Things** → Do-it-Yourself + Fintech Player

Transform Perception of Angel Broking



Build Affinity With Gen Z and Millennials



Move To An Umbrella Brand Strategy

Fusion of our core and strong brand legacy, to our ambitions

One Angel for all your financial needs

11

Key additions to  
Digital Team

## Chief Technology Officer

- 20+ years of experience
- Worked at Walmart Labs', Microsoft, Goibibo, Intuit, Samsung Research and Devfactory (Trilogy)

## Principal Architect

- 15+ years of experience
- Worked at Walmart Global, JP Morgan, Bank of America and startups in the Mobile Banking domain

## SVP of Engineering

- 18+ years of experience
- Handled engineering leadership roles at Walmart Global Tech, Microsoft, Yahoo

## SVP Data Platform

- 16+ years of experience
- Co-Founder/CTO at Yelo, Handled engineering leadership roles at Rupeek, Amazon and Adobe

## Head of Talent Acquisition - Product & Engineering

- 17 years of experience
- Led various HR roles, focusing on managing talent acquisition for tech organizations like Rippling, Google, Walmart and LinkedIn

## Striving to achieve leadership position by enhancing client experience

- ▲ Tech & Product Hub being set up in Bengaluru
- ▲ Onboarded world class engineers with rich experience in design, architecture, developing and running complex software systems
- ▲ Invest in modernizing software and hardware systems by upgrading Machine Learning and Data Science capabilities
- ▲ Leveraging cloud capabilities
- ▲ Incorporate best practices for enhanced reliability, security and shorter Time to Market
- ▲ Build capabilities to predict future problems and proactively solve them
- ▲ Build a next-gen app to enable personalised financial journeys powered by the new tech platform



A diagram consisting of a large light blue circle with the text "Digital First Approach" inside. This circle is surrounded by two concentric white circles. A blue line with several green dots is curved around the right side of the circles. The background features abstract wavy lines in blue, orange, and grey.

Digital First Approach



100%

Digital Acquisition of Direct Clients

99%

Orders Executed Online By Direct Clients

75%+

Orders Placed through Mobile App

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



Created An Open Architecture To Seamlessly Integrate 3rd Party Products



Flat Fee Plan  
(Discount Brokerage Plan)

Trusted Partner  
Offering end-to-end Wealth Creation Solution

Artificial Intelligence And Machine Learning Driven Client Engagement And Services

Data science driven approach to micro-target diverse audience segments

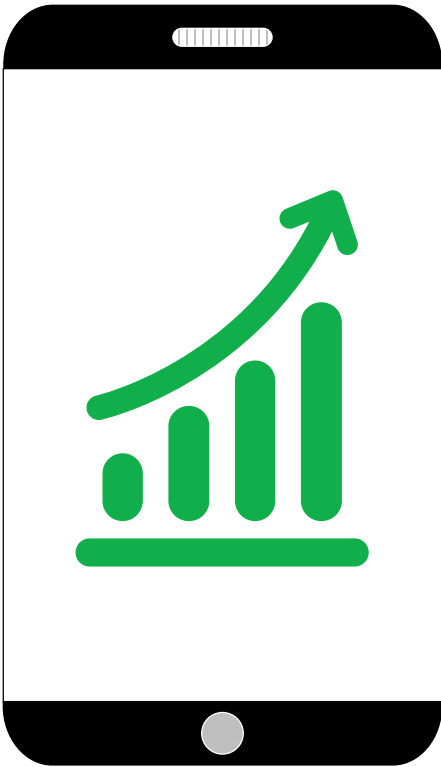
Activations



Daily Engagement



Retentions



10+

Machine Learning Predictive & Classification Processes: *to customize programs for clients at the right time*



200+

Customer Target Segments: *to fulfill client needs throughout the client's lifetime*



100+

Personalized Offers: *such as cashbacks, scratch cards, trade-free periods, etc.*



5+

Digital Channels Of Client Engagement: *to help them place their first trade*



120+

Advisory Segments: *based on client type, call types and frequency of trades to match the right advisory*



Digitization of Processes



Augmentation of Technological Platforms



Enhanced Client Engagement & Experience

## Seamless Experience Across Digital Platforms

### Angel One Mobile App



### Angel One Web



### "ARQ" Advisory



### Angel Bee App



### NXT Platform



**<SmartAPI>**  
Built by you

**amplifiers**  
INFLUENCERS CLUB

- Machine learning based advisory, ARQ
- Straight through process for client on-boarding within minutes
- App in 6 languages for New Bharat
- Building financial ecosystem through strategic partnerships
- DIY digitized pledging system
- Smart API, Smart Store for New-age traders
- New ways to trade in Options – *Insta Trade & Simplified*
- Introduced new features like *Good Till Triggered Order, Multi-session Login, Pre-IPO Option*
- Upgraded NXT platform to provide a better experience to our Authorised Persons

## At Most Competitive Price

**₹ 0**

For Equity Delivery.  
No Hidden Charges

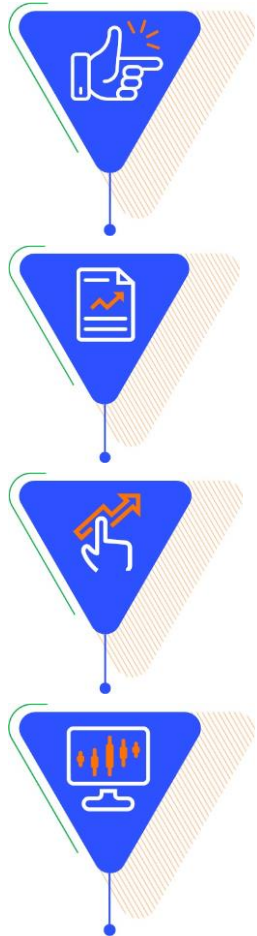
**iTrade PRIME**

**₹ 20** /order

For intraday, F&O,  
Currencies &  
Commodities

Robust IT infrastructure, to handle growing volumes

## Insta Trade: Angel One's Latest Product Innovation

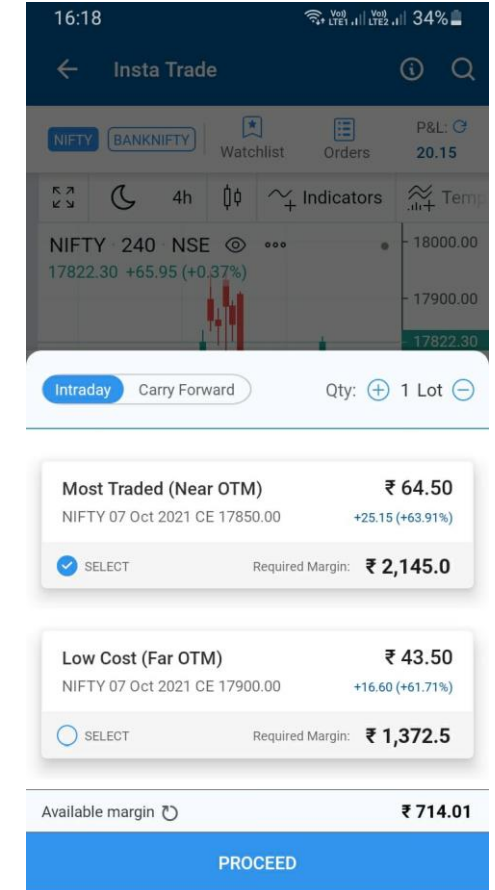


Simplified & Effortless Options Trading

All in One: Quick Charts, Strike Suggestions, Trade Management & Live P&L

Fast Trading and quick decision making

Easy for Beginners to start options trading

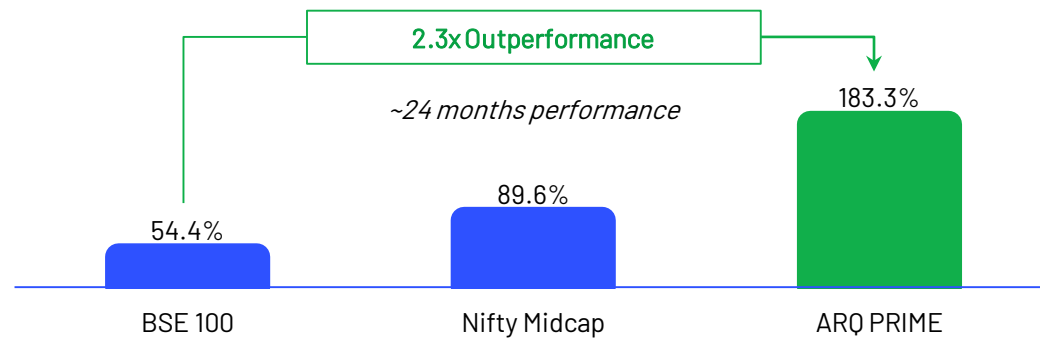


- Provides equity investment advisory services
- Provides superior risk-adjusted returns

ARQ

Alpha-generating algorithms based on multiple fundamental and quantitative factors

## ARQ Prime Outperforms Key Indices

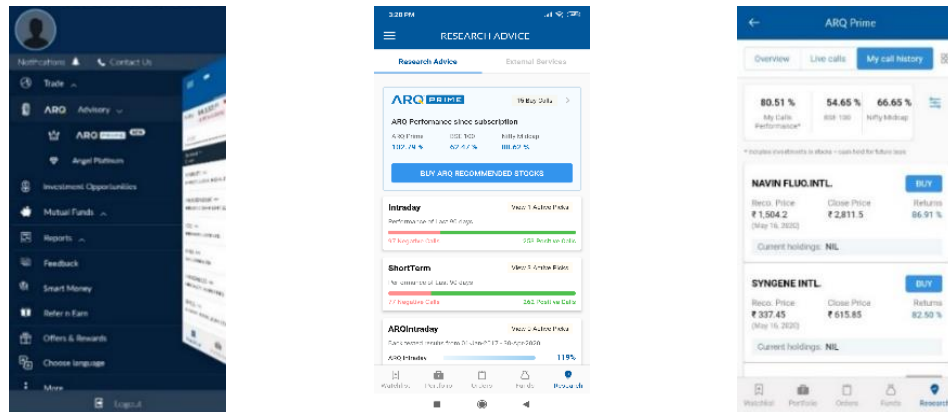


## Key Features Of ARQ Prime

- 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

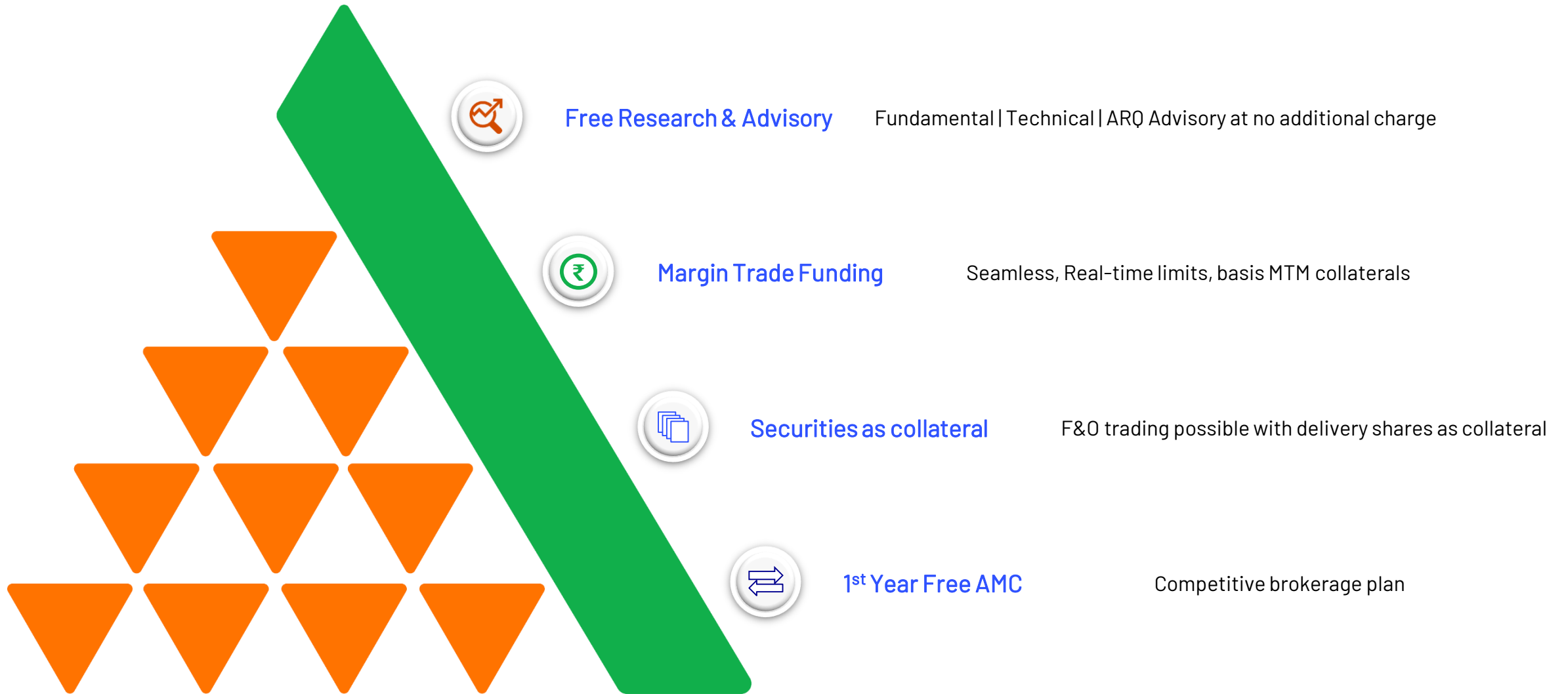
## How ARQ Prime Works

- 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

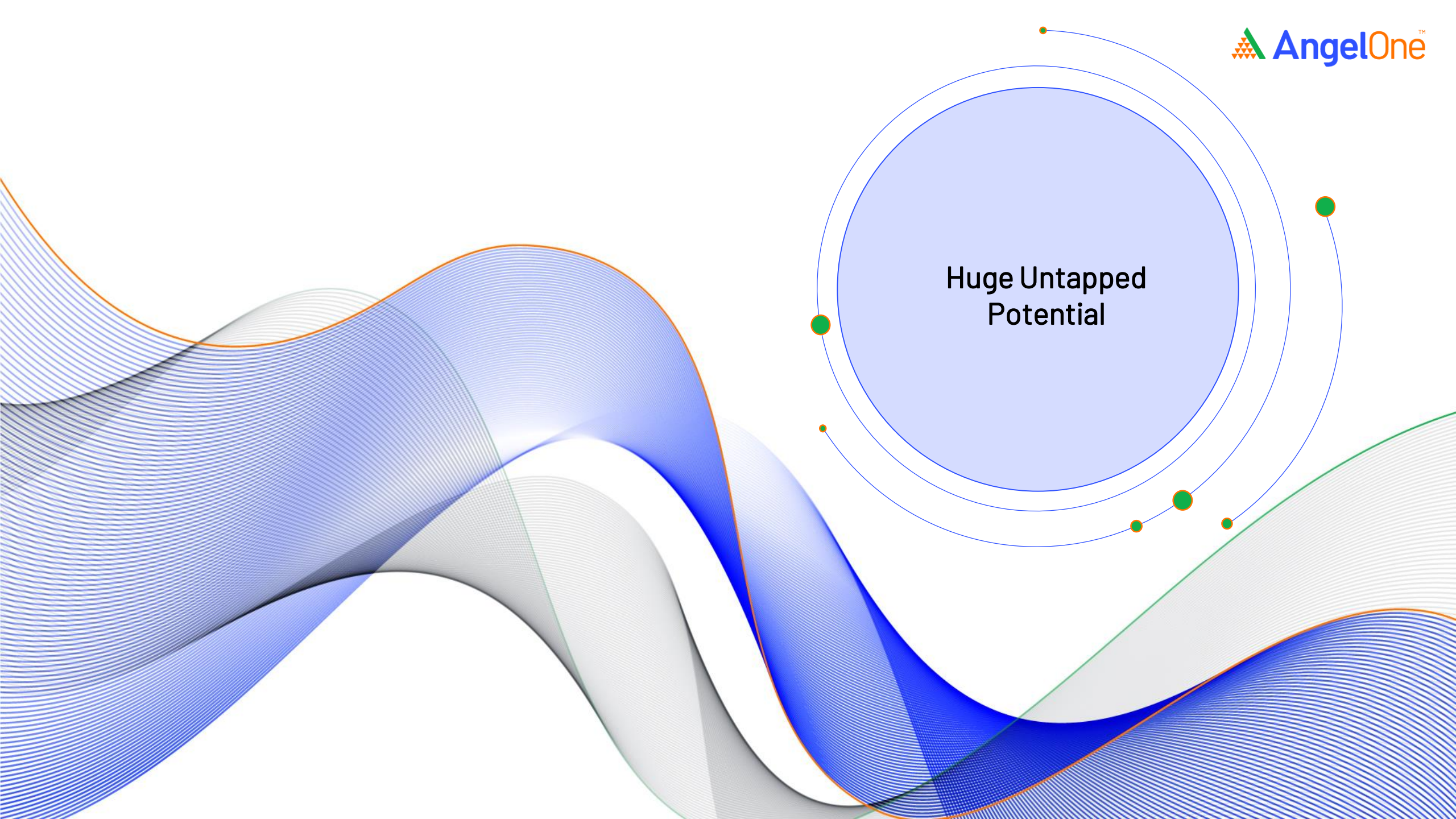


Research service based on alpha generating algorithms





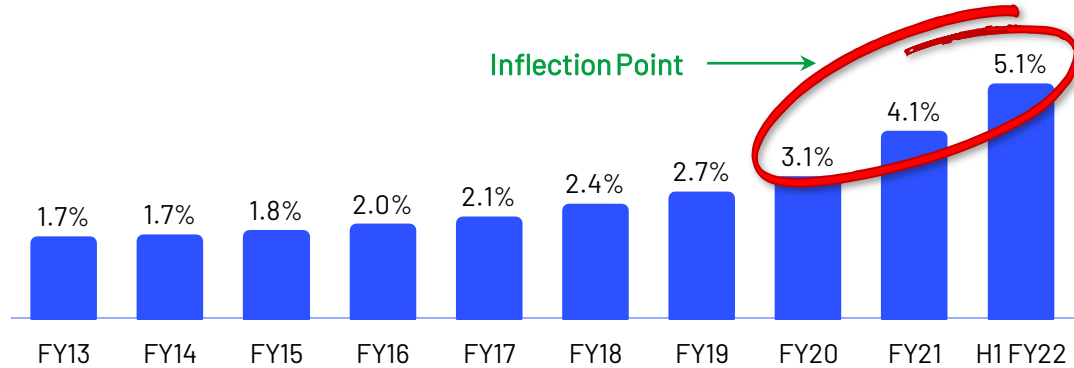
Present at every step of our customers' investment journey providing end-to-end offerings



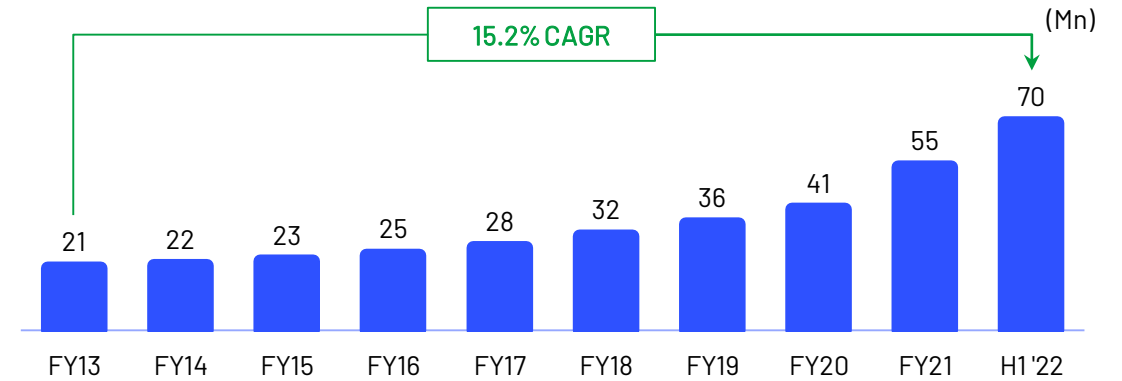
Huge Untapped  
Potential

The diagram features a central light blue circle containing the text 'Huge Untapped Potential'. This circle is surrounded by two concentric white circles. A blue line, resembling an orbital path, circles the central area and is marked with several green dots of varying sizes. The background is composed of flowing, wavy lines in shades of blue and grey, creating a sense of movement and depth.

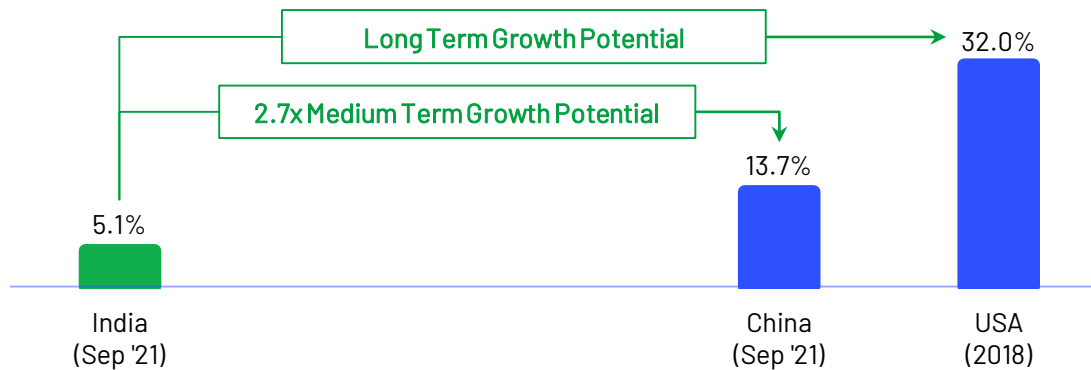
## Rising Penetration Of Demat Accounts In India



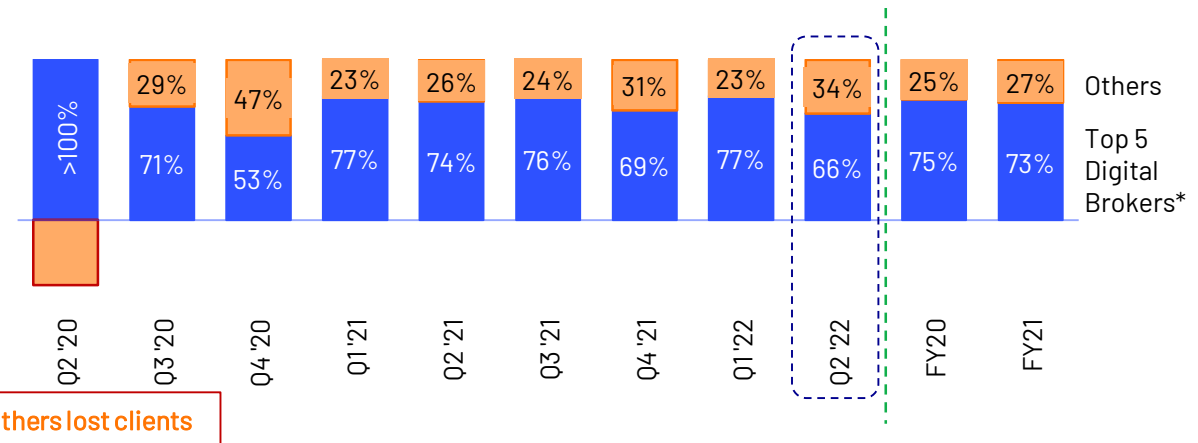
## Steady Growth In Demat Accounts In India



## Huge And Sustainable Growth Opportunity

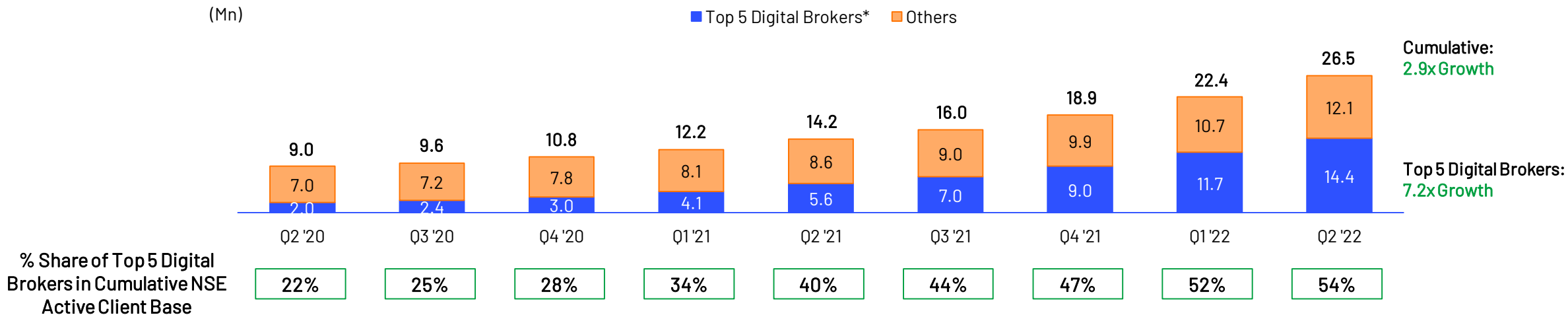


## Share Of Incremental NSE Active Clients By Top 5 Digital Brokers



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

Top 5 Digital Brokers Constitute 54% In Cumulative NSE Active Clients Base



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

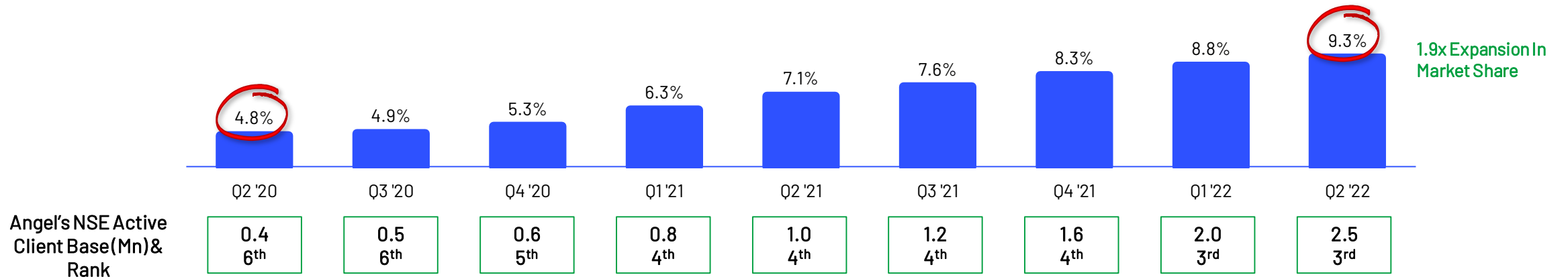


The background of the slide features abstract, flowing wavy lines in shades of blue and orange, creating a sense of movement and depth.

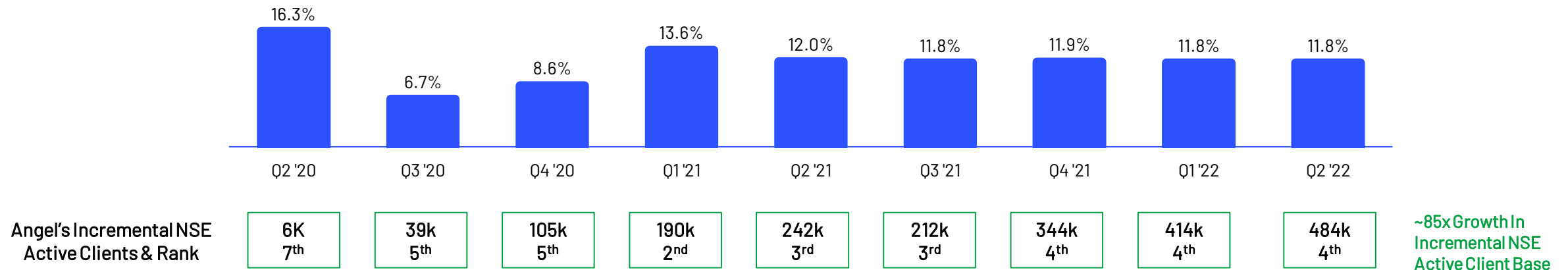
Digital Business Driving  
Exponential Growth For  
Angel



## Expanding Market Share In NSE Active Client Base



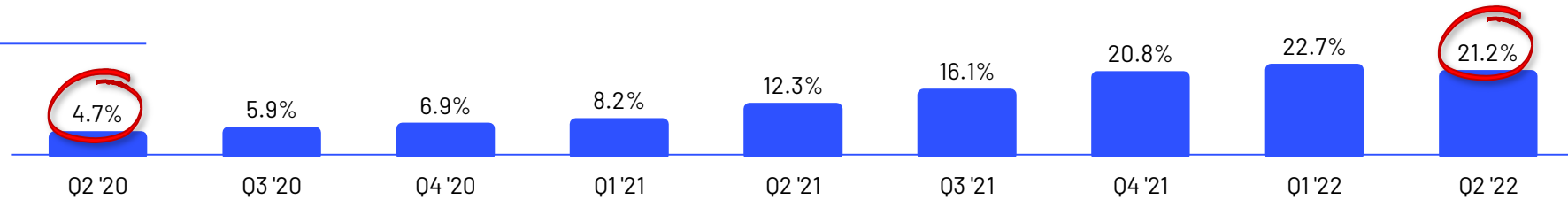
## Enhanced Share In Incremental NSE Active Client Base



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

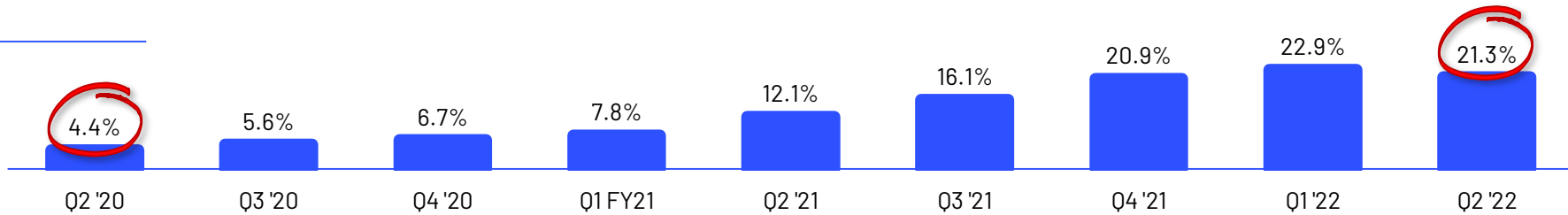
## Overall Equity Market Share(%)

4.5x Growth



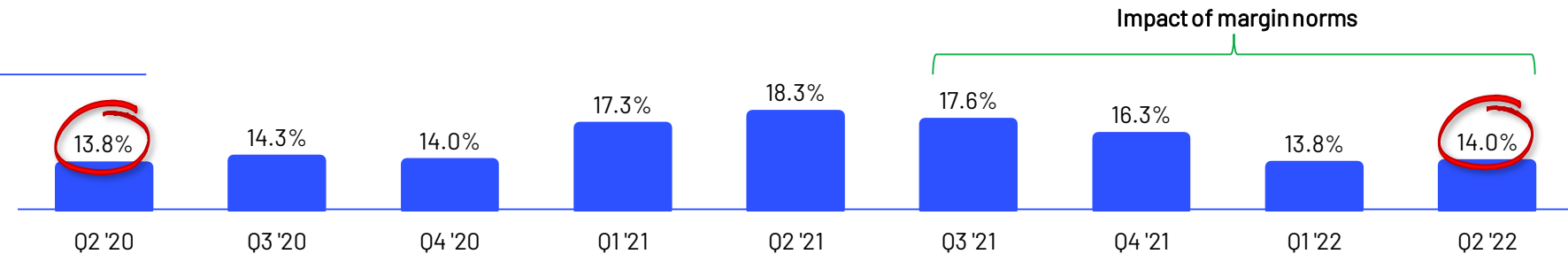
## F&O Market Share(%)

4.8x Growth



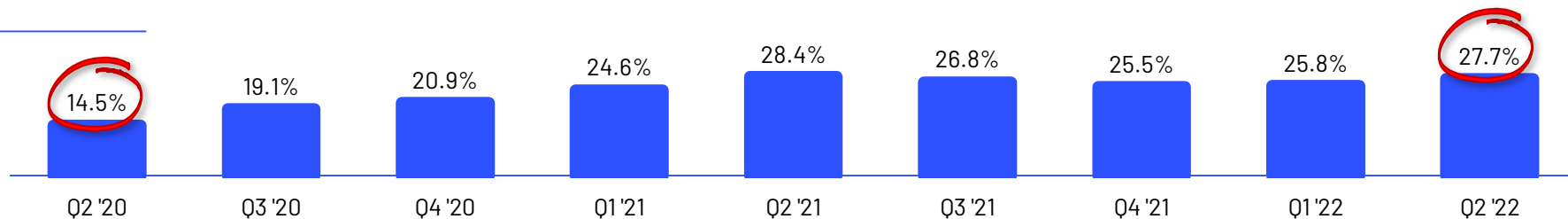
## Cash Market Share(%)

1.0x Growth

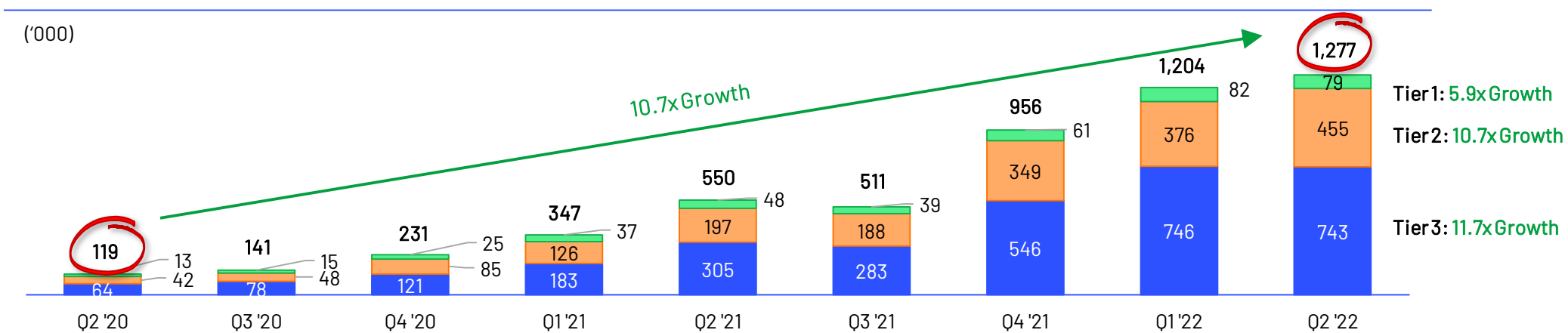


## Commodity Market Share(%)

1.9x Growth



>93% Of Gross Client Addition Contributed By Tier 3 & Tier 2 Cities In Q2 '22



Median Age Of Clients Acquired

32	32	32	31	30	30	30	29	29
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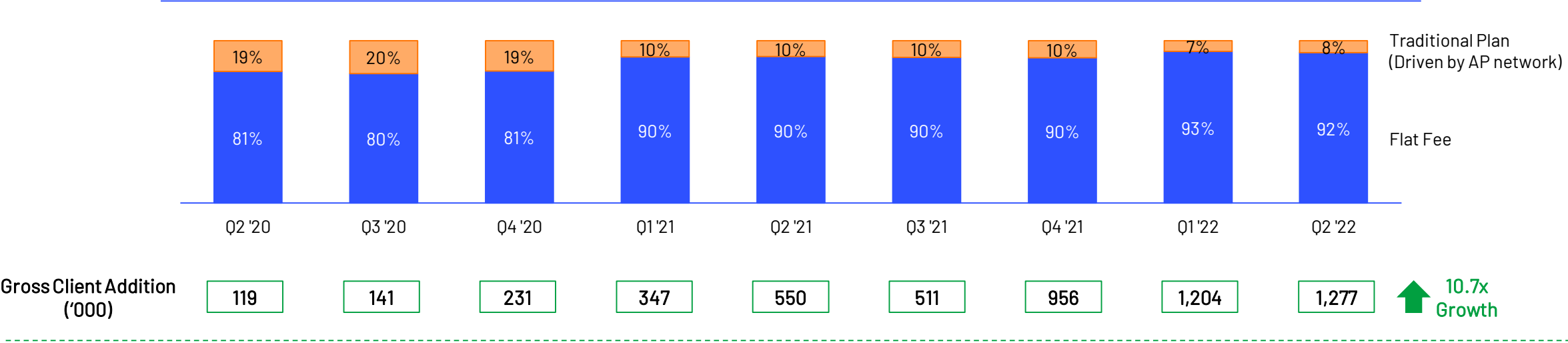
Angel's Share In Incremental Demat Accounts

9.7%	8.7%	15.0%	14.7%	15.8%	15.2%	17.6%	16.6%	15.3%
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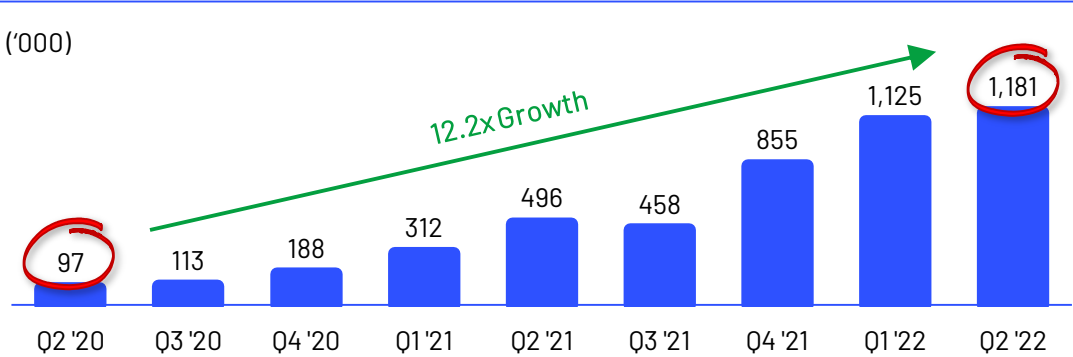
1 out every 7 incremental demat accounts are opened with Angel One

Market share in incremental demat accounts = Incremental net demat accounts by Angel One / Incremental demat accounts by both CDSL and NSDL

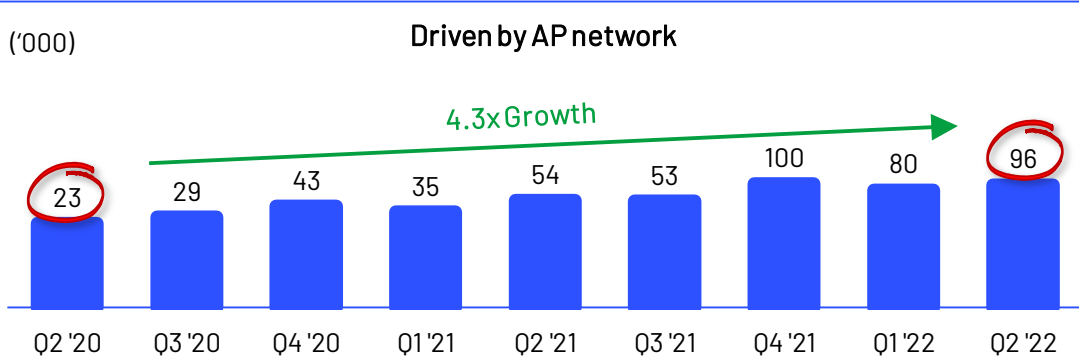
92% Of Gross Clients Added Under Flat Fee Plan



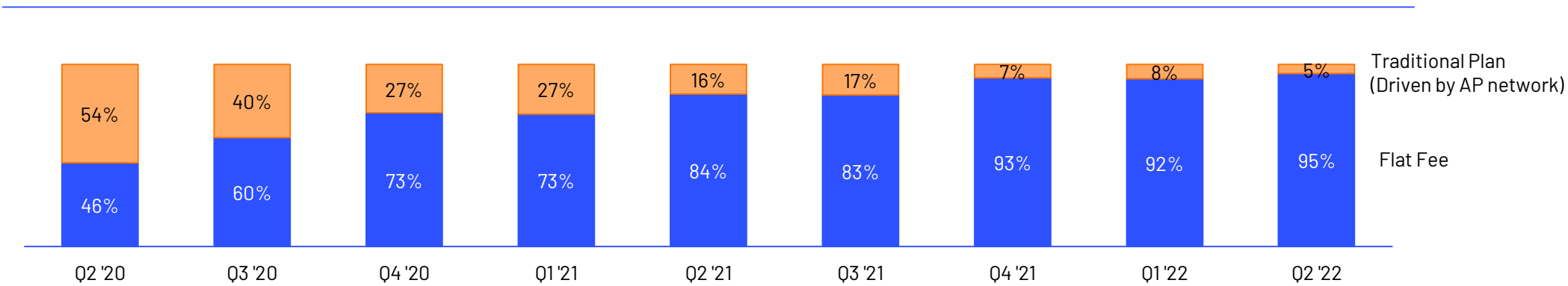
Accelerated Growth In Gross Client Addition Under Flat Fee Plan



Stable Growth In Traditional Plan Gross Client Addition



Flat Fee Dominates Overall ADTO



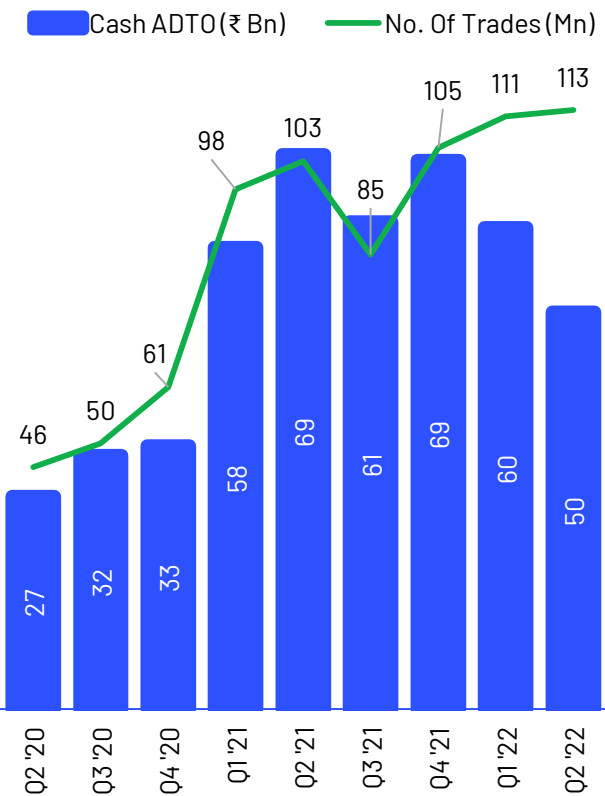
Strong Growth In Overall ADTO



Growth is calculated for Q2 '22 over Q2 '20



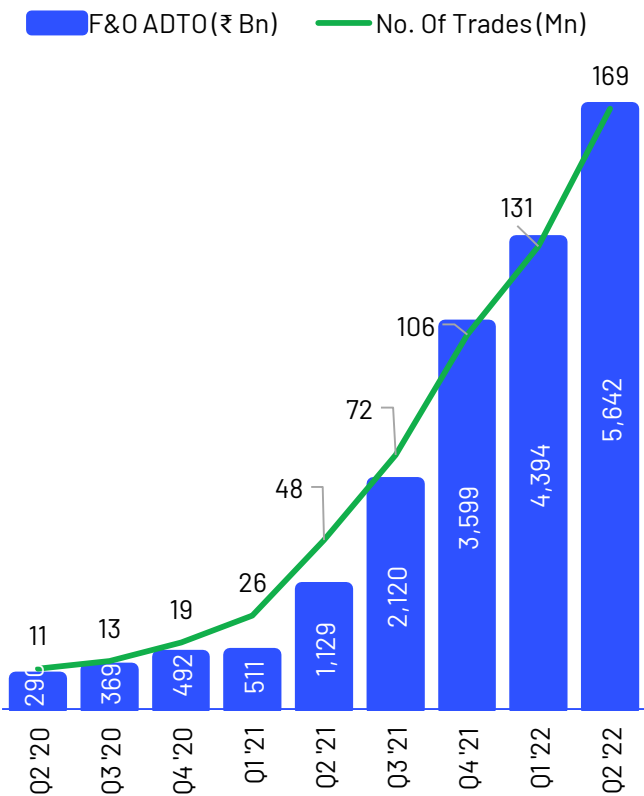
Growth In Cash Segment



ADTO ↑ ~2x Growth

Trades ↑ >2x Growth

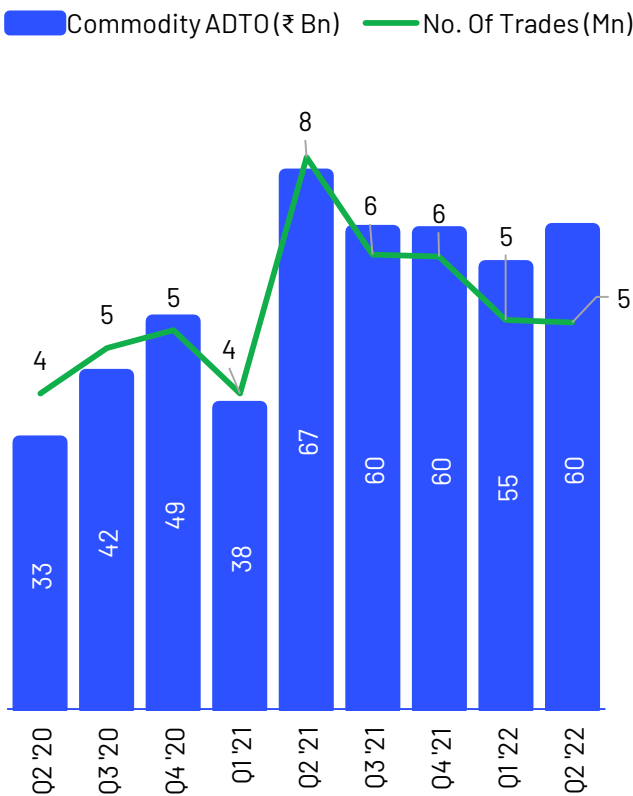
Growth In F&O Segment



ADTO ↑ >19x Growth

Trades ↑ ~15x Growth

Growth In Commodity Segment



ADTO ↑ ~2x Growth

Trades ↑ >1x Growth

Growth is calculated for Q2 '22 over Q2 '20

A graphic consisting of a large light blue circle with the text "Financial Highlights" inside. This circle is surrounded by several concentric blue circles. A series of green and orange dots are connected by thin blue lines, forming a path that circles the central circle. The background of the slide features abstract, flowing blue and grey waves on the left side.

## Financial Highlights

**23%**

*QoQ Growth in Total Client Base*

**27%**

*QoQ Growth in Avg. Daily Turnover*

**16%**

*QoQ Growth in Number of Trades*

**₹ 15,252 mn**

*Average Client Funding Book for  
Q2'22*

**₹ 5,382 mn**

*13.4% QoQ Growth in Gross Revenues*

**₹ 1,839 mn**

*10.6% QoQ Growth in EBDAT  
translating into 47.4% margin*

**₹ 1,794 mn**

*10.6% QoQ Growth in PBT*

**₹ 1,343 mn**

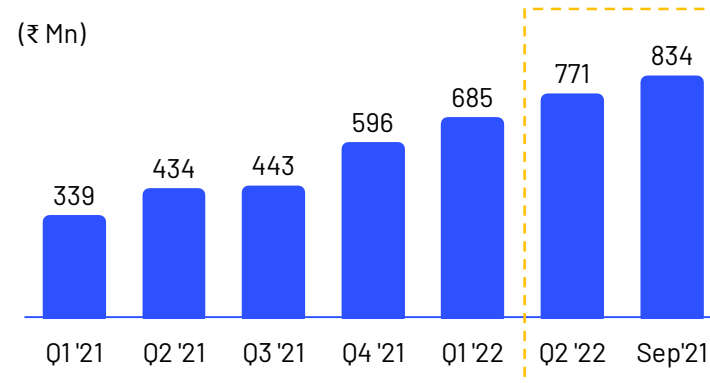
*10.6% QoQ Growth in PAT*

**Strong operating performance continues**

## Implementation Timeline

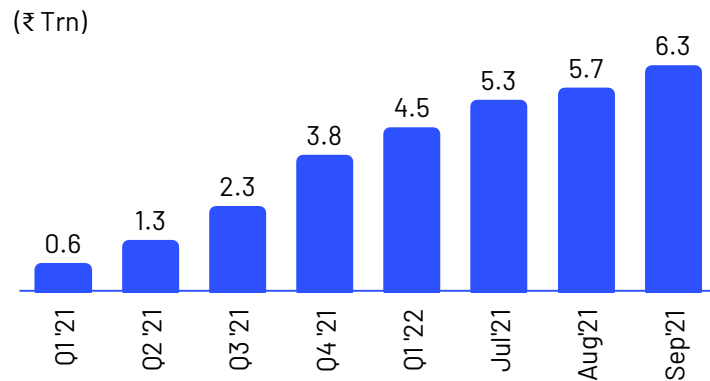
Phases	% of Peak Margin	Implementation
Phase I	25%	Dec'20 – Feb'21
Phase II	50%	Mar'21 – May'21
Phase III	75%	June'21 – Aug'21
Phase IV	100%	Sep'21 onwards

## Average Monthly Net Broking Income

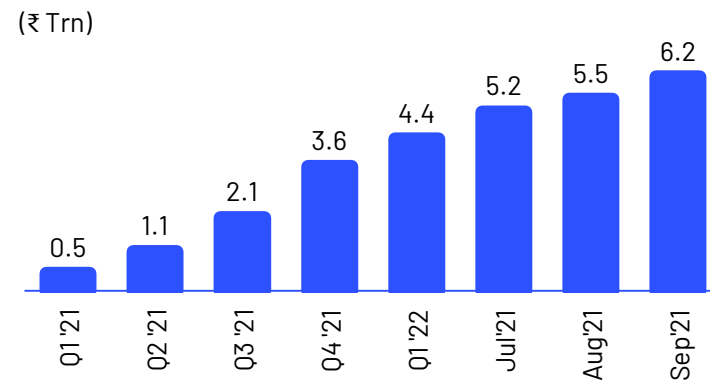


- Moderate impact of phase 4 of new margin regulations on net broking income
- Developed an interface within our app to notify clients about their margin requirements

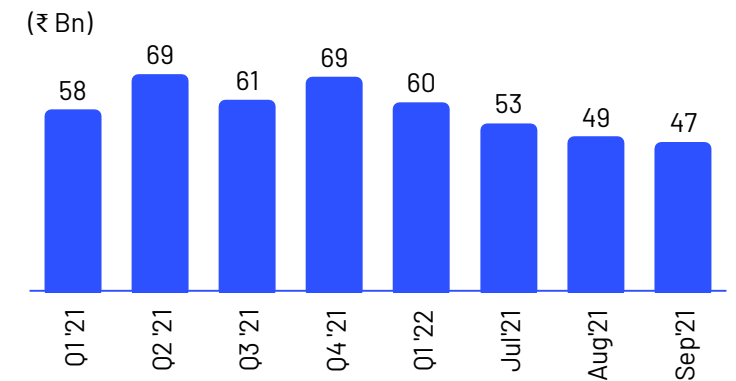
## Overall ADTO



## F&O ADTO



## Cash ADTO

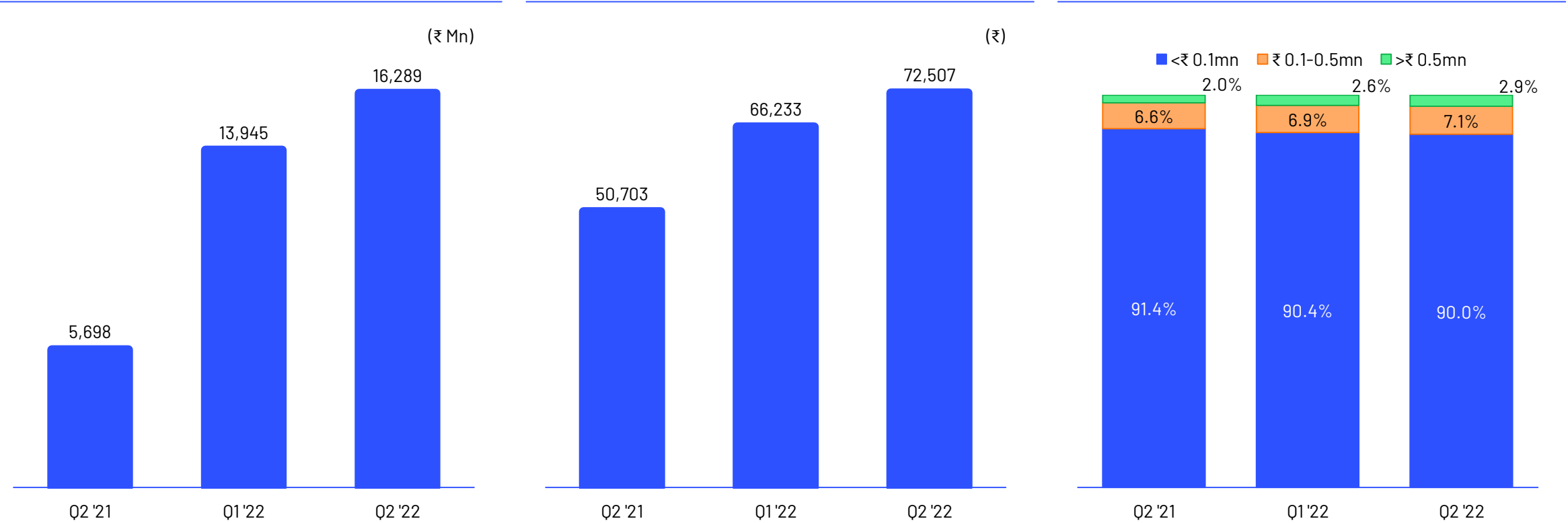


Volumes continue to remain strong despite new regulations

MTF Book Size

Low Per Client Exposure

MTF Book Segmentation



NIL NPAs in MTF book

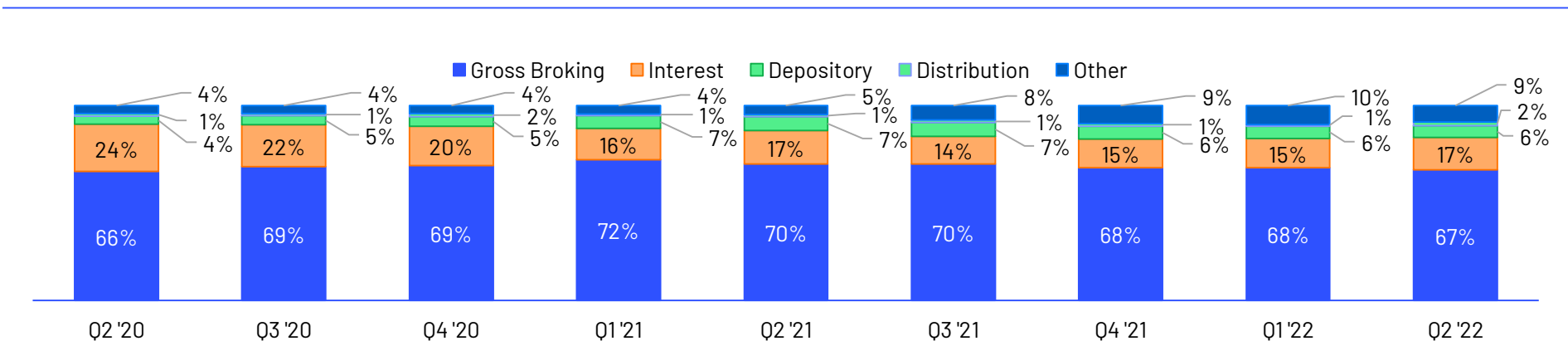
Secured by client's demat holdings

Robust risk management to avoid delinquencies

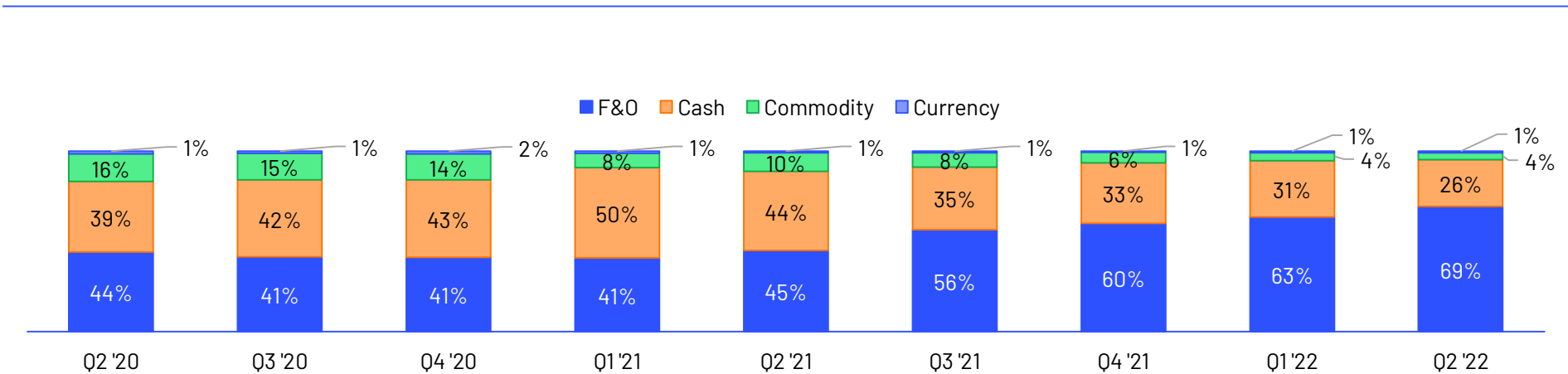
Potential to grow further



Gross Revenue Mix

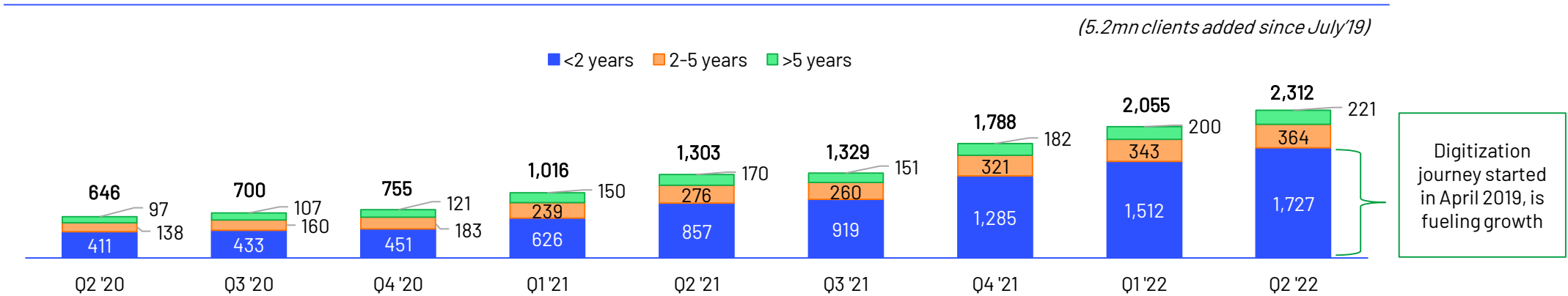


Gross Broking Revenue Split

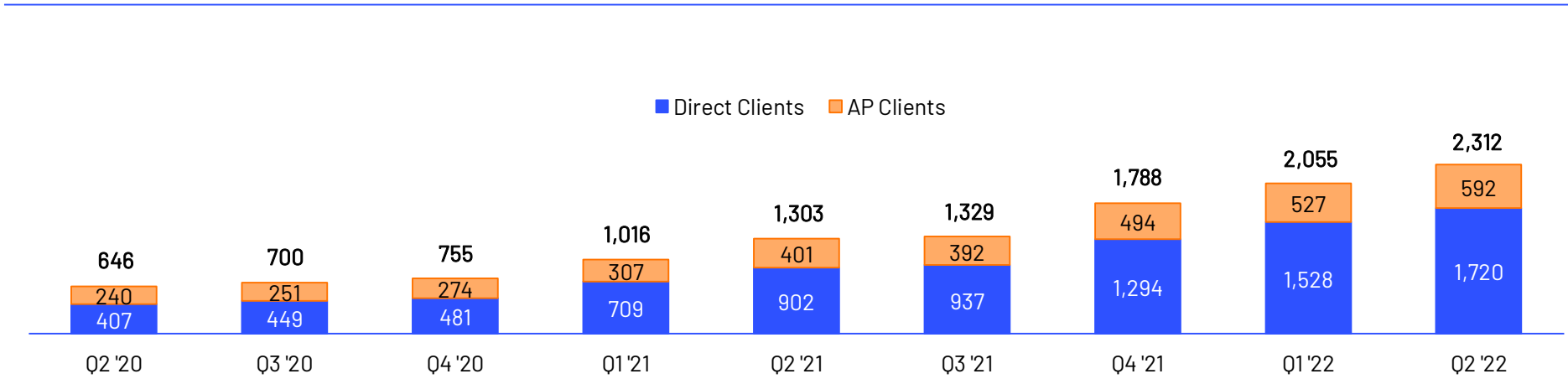


(₹ Mn)

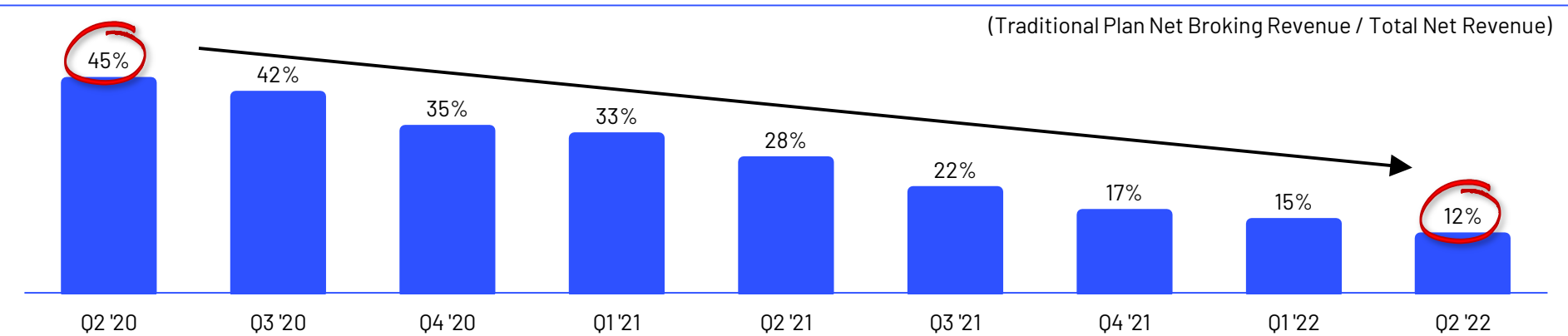
Age-wise Net Broking Revenue Split



Contribution to Net Broking Revenue

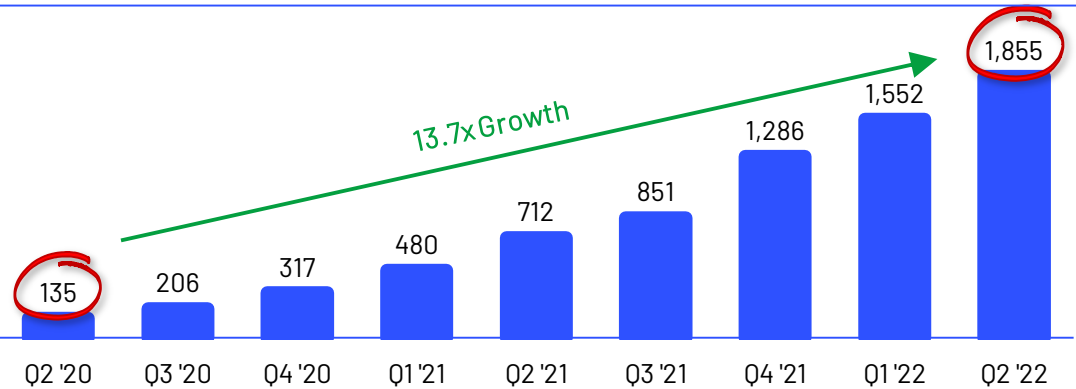


Declining Contribution Of Traditional Plan Net Broking Revenue, In Total Net Revenue

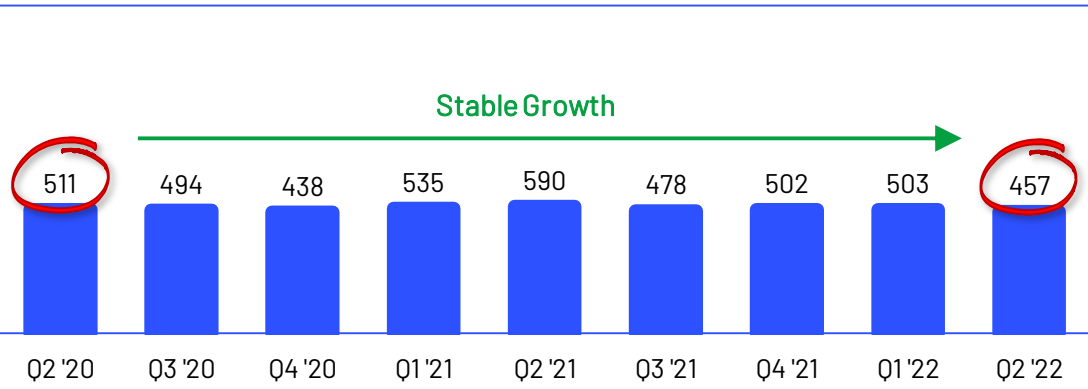


(₹ Mn)

Multifold Growth In Flat Fee Plan Net Broking Revenue

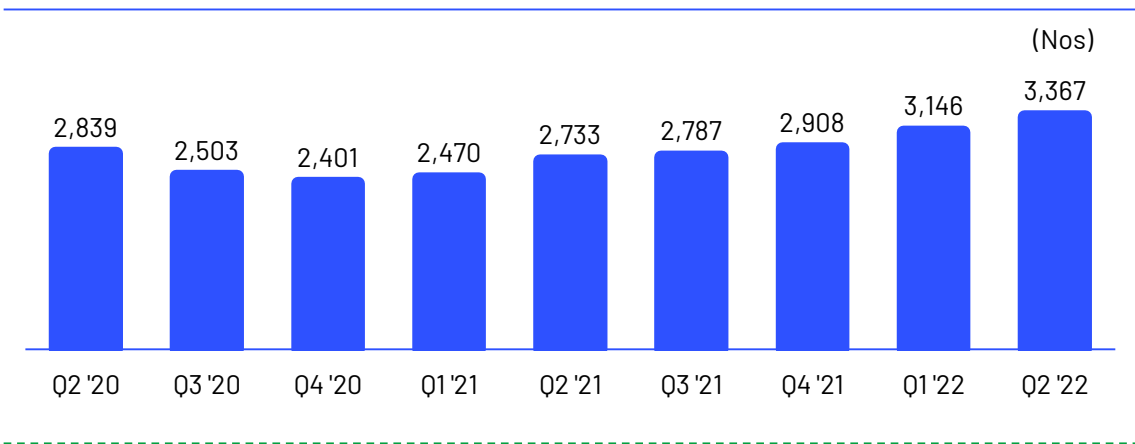


Stable Growth In Traditional Plan Net Broking Revenue

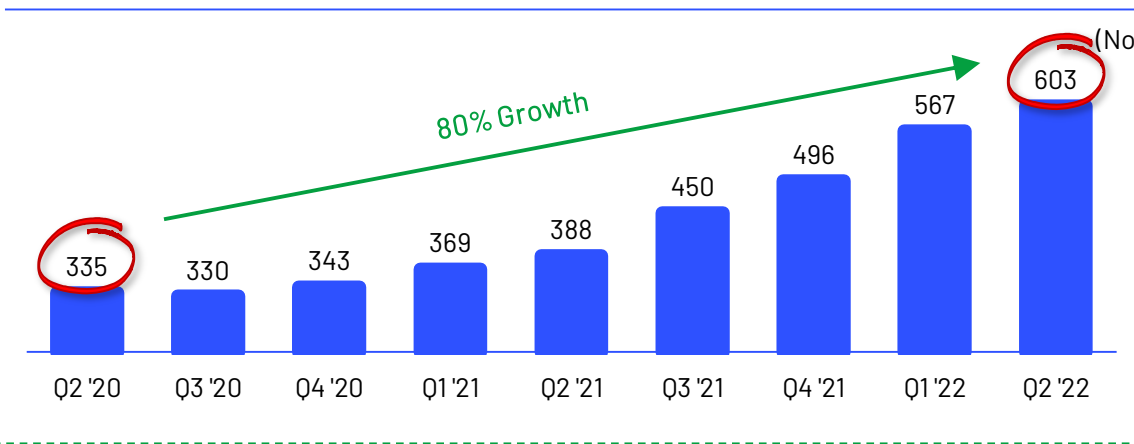


Declining contribution of traditional plan coupled with faster adoption of digital business leading to sustained uptick in profitability

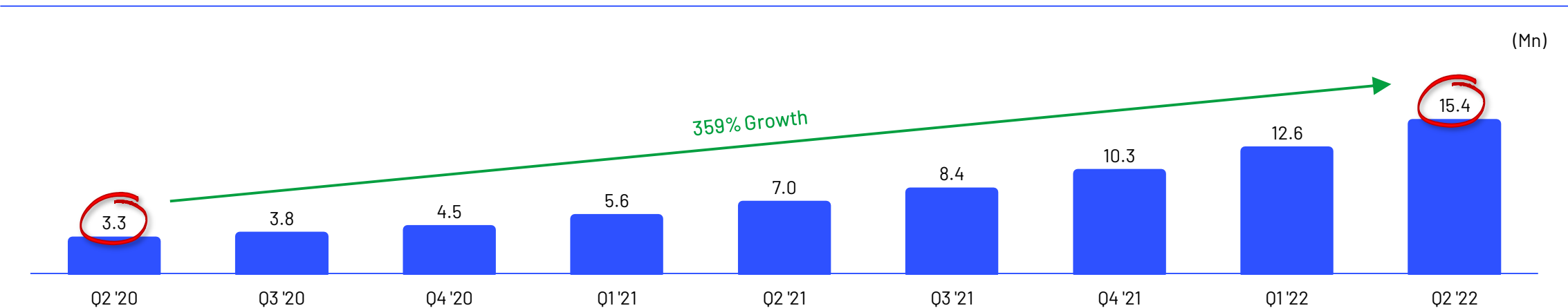
Employee Base



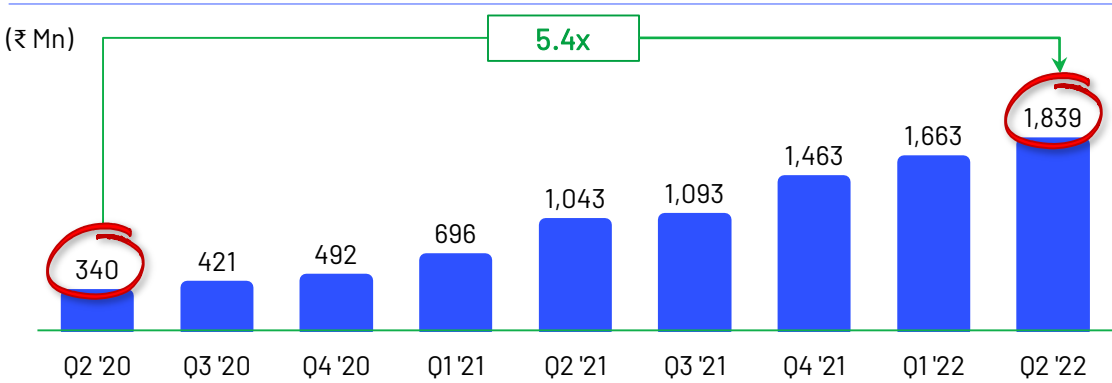
Scaling Up Digital Focused Talent Pool



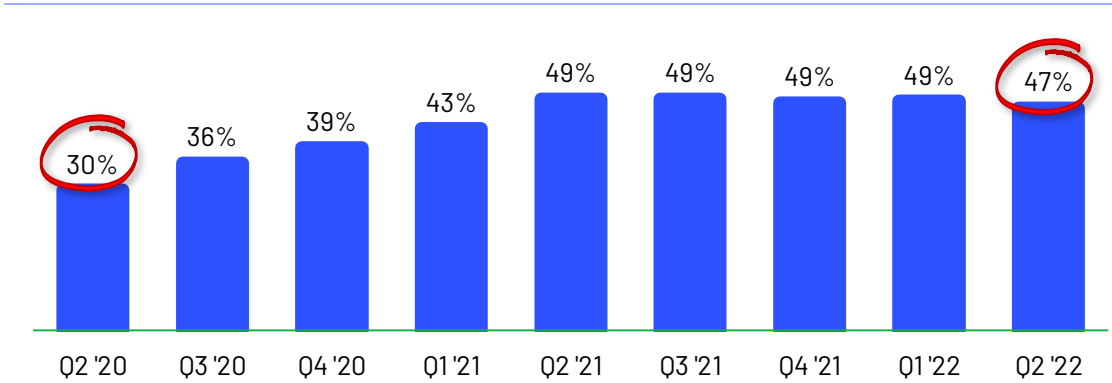
Growing Trend of App Installs



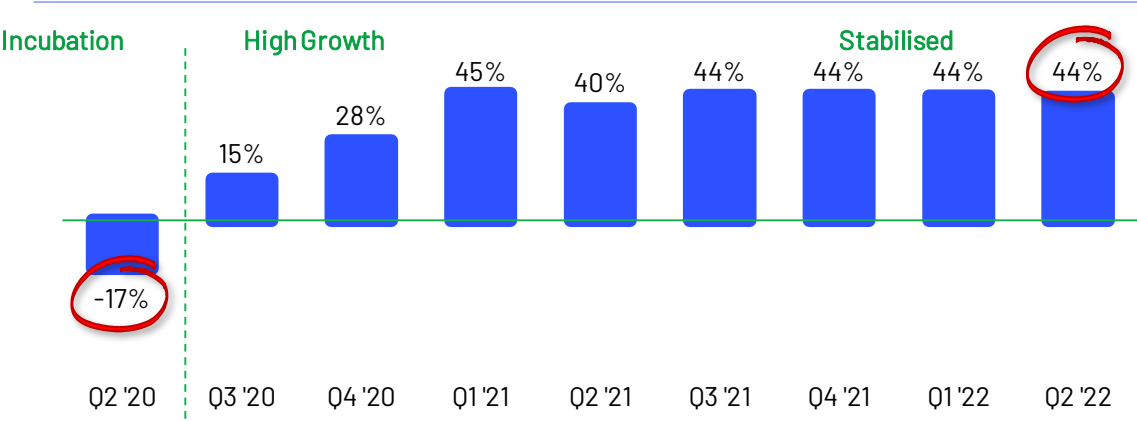
Consolidated EBDAT



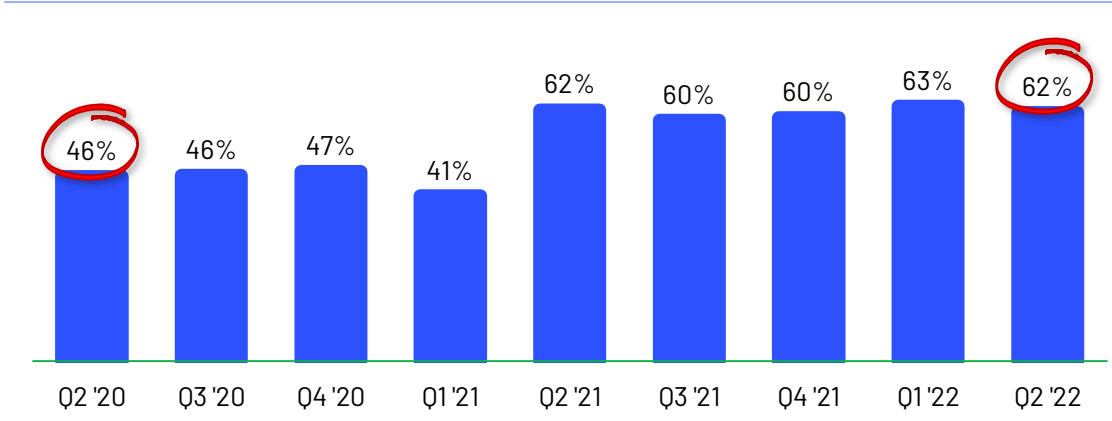
Consolidated EBDAT Margin



EBDAT Margin : Flat Fee Plan



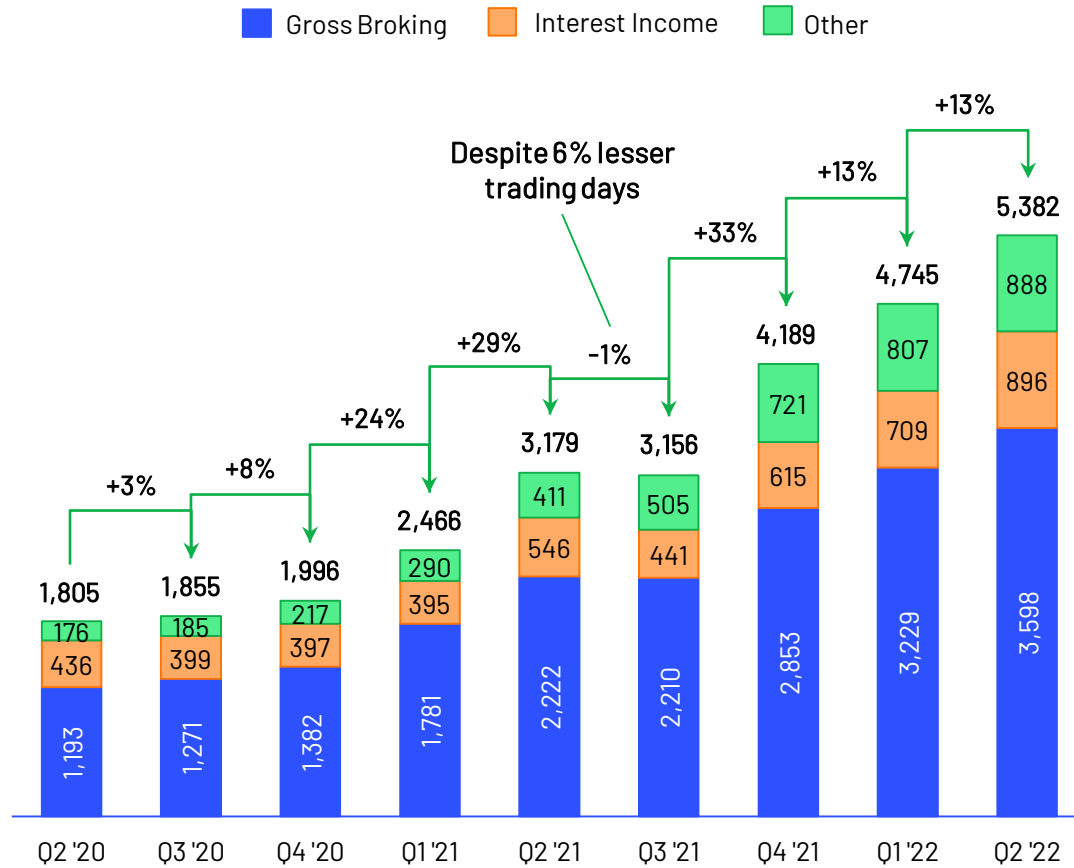
EBDAT Margin : Traditional Plan



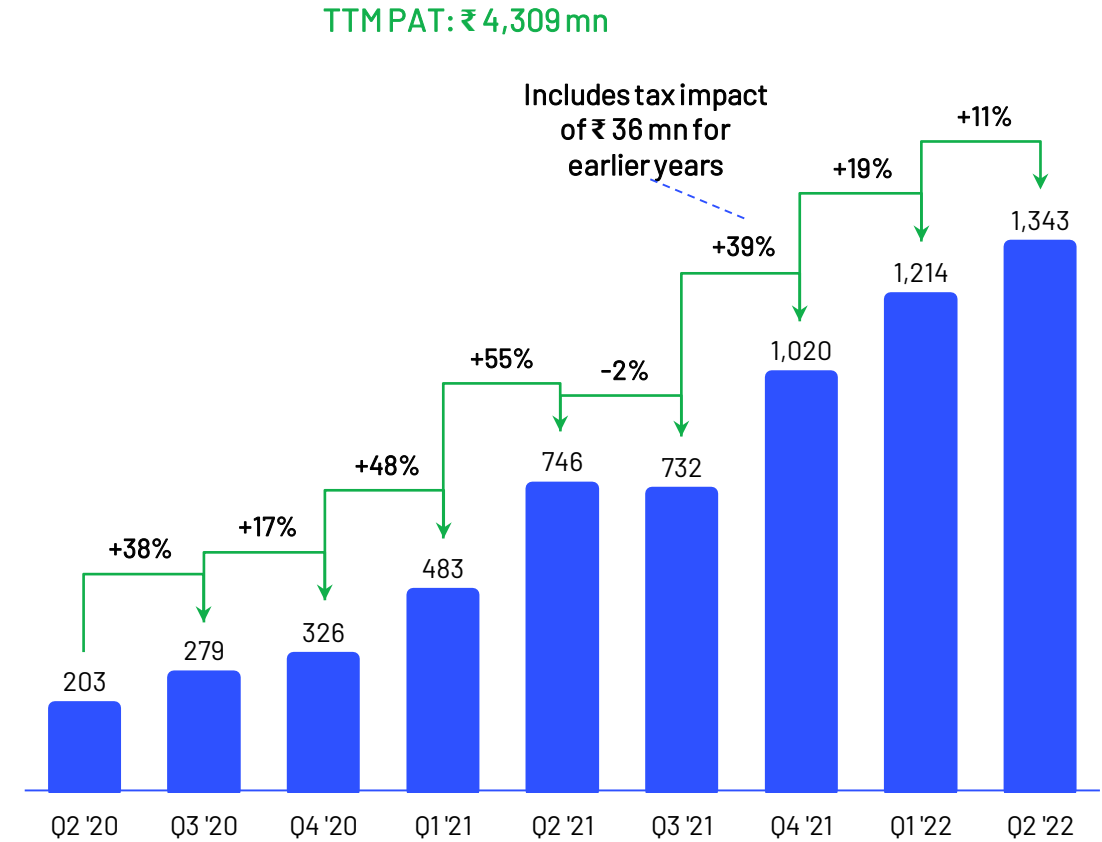
EBDAT = Net Income - Emp. Cost - Other Opex  
EBDAT Margin = EBDAT / Net Income  
Restated financials for the period Q2 '20 - Q1 '21

(₹ Mn)

## Gross Revenues



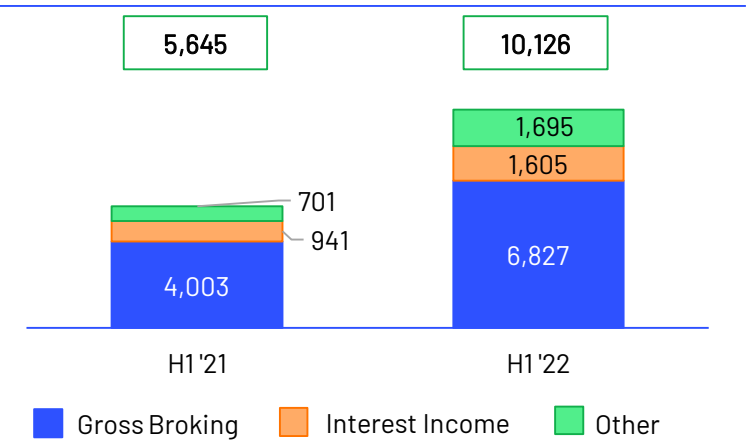
## Profit After Tax



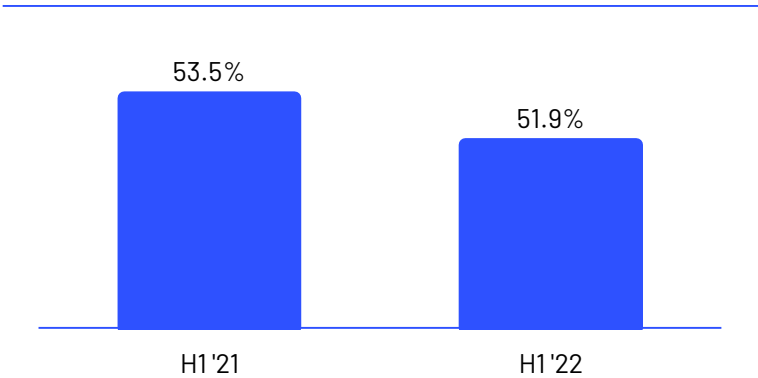
TTMPAT of ₹ 4,309 mn translating to EPS of ₹ 52.4 / share

(₹ Mn)

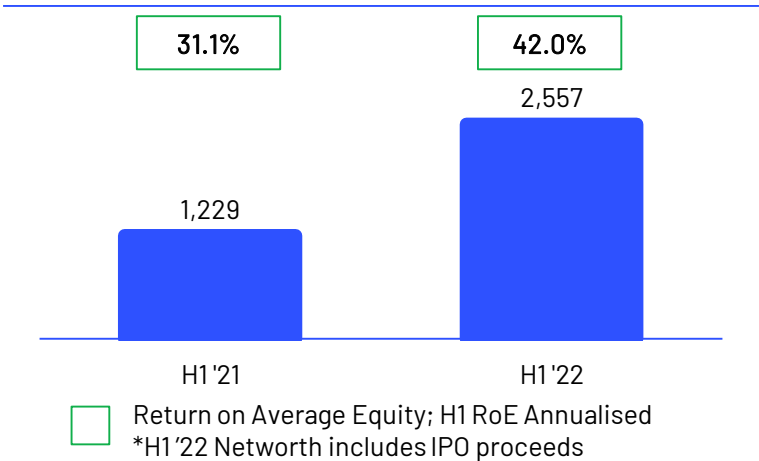
Gross Revenues



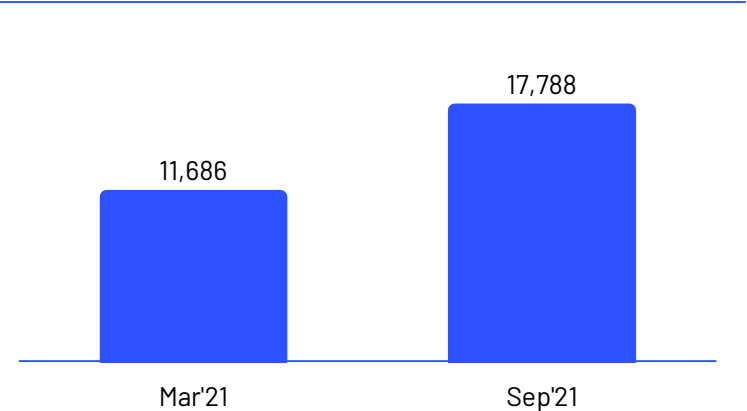
Cost To Net Income



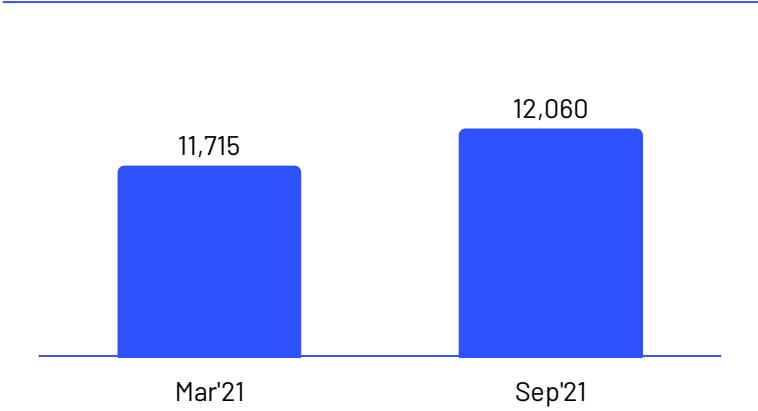
Profit After Tax



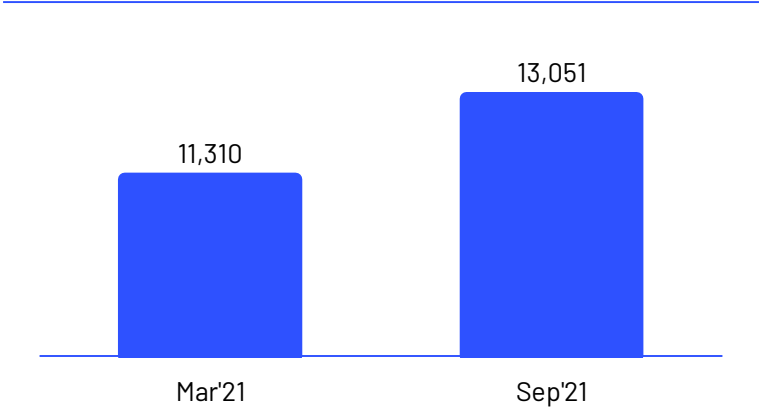
Client Funding Book



Borrowings



Network



1) 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; 2) Other includes balance portion of our revenues; 3) Cost to Net Income = (Employee + other opex)/Net Income; Net Income = Gross Revenue - Fees & Commission Exp - Finance Cost; 4) PAT is profit from continuing operations on reported basis; 5) Client funding book includes period ending trade receivables (net of receivables from exchanges), loans for margin trading facility and loans against securities; 6) Network includes equity share capital and other equity; 7) RoE = PAT from continuing operations / average network



# Summary Of Consolidated Profit & Loss Statement

Particulars(₹ Mn)	Q2 FY22	Q1 FY22	Q2 FY21	FY21	FY20
(a) Interest Income	815	633	493	1,769	1,577
(b) Fees and commission income	4,364	3,889	2,604	10,778	5,644
(c) Net gain on fair value changes	95	104	1	89	25
<b>Total Revenue from operations(I)</b>	<b>5,273</b>	<b>4,627</b>	<b>3,099</b>	<b>12,637</b>	<b>7,246</b>
(d) Other Income (II)	108	118	81	353	301
<b>Total Income (I+II=III)</b>	<b>5,382</b>	<b>4,745</b>	<b>3,179</b>	<b>12,990</b>	<b>7,547</b>
<i>YoY Growth (%)</i>	<i>69.3%</i>	<i>92.4%</i>	<i>76.1%</i>	<i>72.1%</i>	<i>-3.7%</i>
<b>Expenses</b>					
(a) Finance costs	179	164	143	389	489
(b) Fees and commission expense	1,323	1,174	919	3,630	2,304
(c) Impairment on financial instruments	34	29	74	346	377
(d) Employee benefits expenses	654	561	393	1,706	1,578
(e) Expense on Employee Stock Option Scheme	34	32	4	12	20
(f) Depreciation, amortization and impairment	45	41	46	184	209
(g) Others expenses	1,318	1,122	603	2,611	1,382
<b>Total Expenses(IV)</b>	<b>3,588</b>	<b>3,123</b>	<b>2,183</b>	<b>8,878</b>	<b>6,359</b>
<b>Profit before tax from continuing operations(III-IV=V)</b>	<b>1,794</b>	<b>1,622</b>	<b>996</b>	<b>4,112</b>	<b>1,188</b>
Total Income tax expense (VI)	451	408	251	1,046	322
<b>Adj. Profit for the period / year from continuing operations(V-VI=VII)</b>	<b>1,343</b>	<b>1,214</b>	<b>746</b>	<b>3,066</b>	<b>866</b>
<i>YoY Growth (%)</i>	<i>80.0%</i>	<i>151.6%</i>	<i>267.8%</i>	<i>254.1%</i>	<i>3.3%</i>
Tax For Previous Years (VIII)	0	0	0	85	-2
<b>Rep. Profit for the period / year from continuing operations(VII-VIII=IX)</b>	<b>1,343</b>	<b>1,214</b>	<b>746</b>	<b>2,981</b>	<b>868</b>
Loss after tax from discontinued operations (X)	-1	-1	-1	-12	-44
<b>Profit for the period / year (IX+X=XI)</b>	<b>1,342</b>	<b>1,214</b>	<b>745</b>	<b>2,969</b>	<b>823</b>

Increase in employee benefits attributable to onboarding of tech and product talent in Q2 FY22

Increase in other expenses in Q2 FY22 attributable to increase in marketing and advertising spend on rebranding, higher client acquisition, tech spend and depository charges

# Summary Of Consolidated Balance Sheet

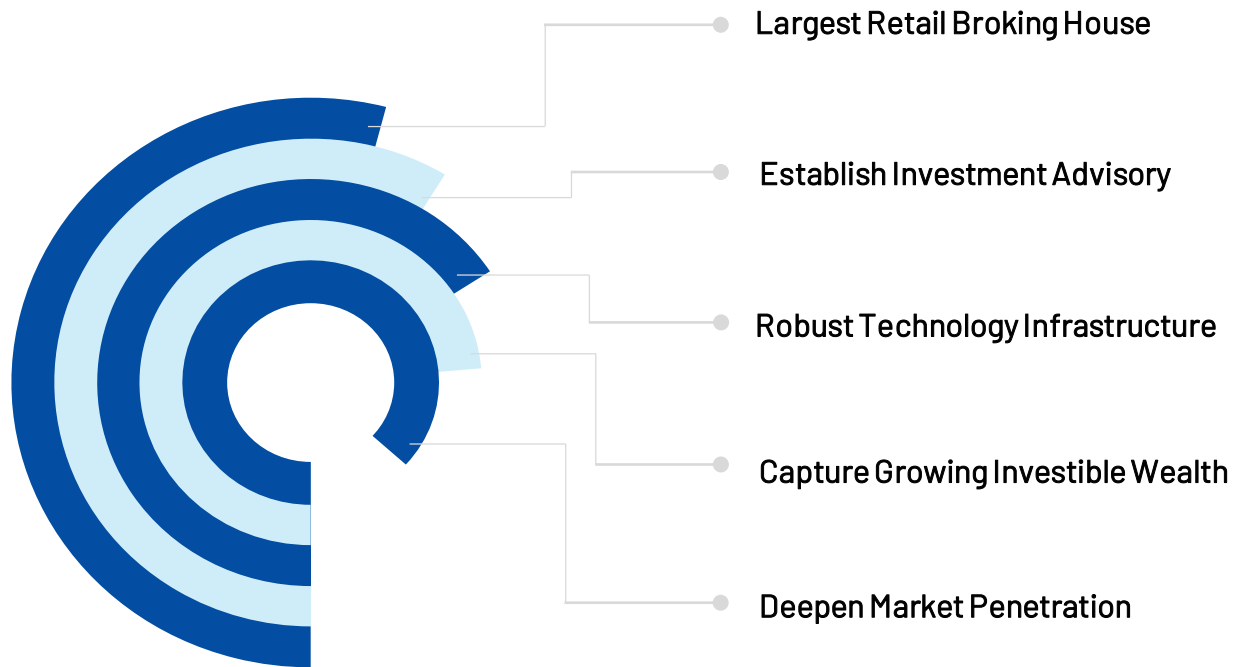
Particulars(₹ Mn)	Sep'21	Mar'21
<b>Financial Assets</b>		
(a) Cash, cash equivalents and Bank Balance	45,704	18,774
(b) Trade Receivables	805	2,277
(c) Loans	17,265	11,285
(d) Investments	88	55
(e) Other financial assets	374	14,289
<b>Non-financial Assets</b>		
(a) Fixed Assets	1,275	1,150
(b) Current and Deferred Tax Assets (Net)	61	62
(c) Other non-financial assets	314	245
<b>Total Assets</b>	<b>65,886</b>	<b>48,138</b>
<b>LIABILITIES</b>		
<b>Financial Liabilities</b>		
(a) Trade Payables	37,739	22,764
(b) Borrowings	12,060	11,715
(c) Other financial liabilities	2,327	1,797
<b>Non-Financial Liabilities</b>		
(a) Current Tax Liabilities (Net)	247	121
(b) Provisions	108	91
(c) Other non-financial liabilities	354	341
<b>Networth</b>	<b>13,051</b>	<b>11,310</b>
<b>Total Liabilities and Equity</b>	<b>65,886</b>	<b>48,138</b>

Higher margin with exchanges on 31<sup>st</sup> Mar'21 normalized on 30<sup>th</sup> Sep '21

Augmentation of technology assets

TTMEPS: ₹ 52.4

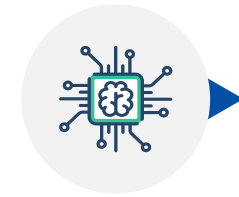
Book Value: ₹ 158.0 as on Sep 30, 2021



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

About Us



The background features abstract, flowing wavy lines in shades of blue and orange. In the upper right, there is a graphic consisting of a large light blue circle with the text "About Us" inside. This circle is surrounded by several concentric blue circles. A series of small green and orange dots are connected by thin blue lines, forming a path that circles the central "About Us" circle.





**Dinesh D. Thakkar**  
*Chairman and Managing Director*

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



**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



**Muralidharan Ramachandran**  
*Independent Director*

- 32+ years of IT industry experience with 20+ years of management experience
- Strong technology and cyber security experience
- Previously associated with TCS, Satyam Computer, Epicenter Technologies, Transworks Information Services
- Currently, Vice President at Syntel



**Mala Tadarwal**  
*Independent Director*

- Fellow member of ICAI, an active partner of M/s. Arun Tadarwal & Associates LLP and on the boards of Group Companies of Welspun, Sterlite Interlinks and IVP Ltd
- Strong domain knowledge of statutory audit, management assurance, management and systems audit, etc.
- Facilitates strengthening of corporate governance structure and controls & processes to assess and mitigate risks



**Krishna Iyer**  
*Non-Executive Director*

- 22+ years of global IT experience
- Ex-Co-founder and CEO at Go-Live Faster, a QA and predictive analytics firm
- Director and angel investor in startups and strategy consultant to billion dollar companies and NGOs
- Creator of transformational products, programs & simulations being used in several countries globally



**Ketan Shah**  
*Whole-time Director*

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

# Experienced Management Team



**Narayan Gangadhar**  
*Chief Executive Officer*

- MS in Computer Science
- 20+ yrs global experience leading technology businesses at Silicon Valley companies like Google, Microsoft, Amazon, Uber, Ola Technologies
- Led highly disruptive businesses, driving innovation in product, technology, capability building and process automation



**Jyotishwarup Raiturkar**  
*Chief Technology Officer*

- MS - Illinois Tech, Tech NIT Nagpur Comp Science, NTSE AIR 9
- 20+ years experience in building high scale tech products and global teams
- Leads technology development and engineering
- Worked with Walmart Labs', Intuit, Goibibo, Samsung Research and Microsoft



**Ankit Rastogi**  
*Chief Product Officer*

- B.E. (Computer Science) - NIT Surat
- 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



**Vineet Agrawal**  
*Chief Financial Officer*

- C.A., C.S., I.C.W.A
- 24+ yrs of total experience across multiple industries, 6+ 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*

- B.E. (Mechanical), MBA - IIM-B
- 18+ yrs of total experience, ~2 years at Angel
- Spearheads Brand, Performance Marketing & Growth Strategy
- Worked with PayU, Marico, CEAT, Danone



**Ketan Shah**  
*Chief Strategy Officer*

- Bachelor in Commerce
- 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



**Nilesh Gokral**  
*Chief Operations Officer*

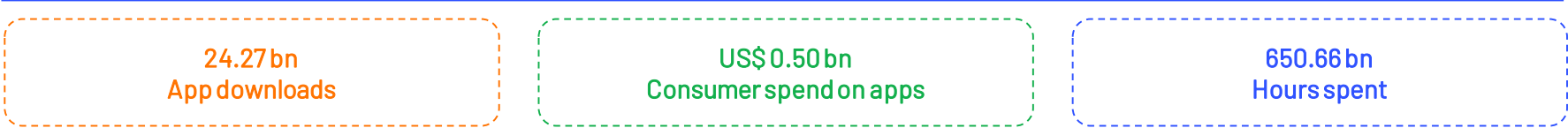
- B.E. (Mechanical), MBA - VJTI
- 18+ yrs of total experience, 2+ years at Angel
- Leads operations, Risk Management and Compliance functions
- Strong exposure in BFSI across various functions
- Worked with Yes Bank, Infosys and Axis Bank



**Subhash Menon**  
*Chief Human Resources Officer*

- MHRDM, BSc. (Chemistry)
- 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

India Mobile App Stats: 2020



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)



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

Source: App Annie Intelligence  
Note: Downloads and Consumer Spend are across iOS, Google Play, Third-Party Android in China combined; Spend is gross - inclusive of any percent taken by the app stores; Hours Spent is on Android phones



## Technology



Best Financial Services API- Finserv at Inflection Awards 2021 organised by Alden, Innovation partner NASSCOM



Best Technology Provider for Financial Technology-SmartAPI at InnTech Awards 2021



Gold for Marketing analytics at MarTech India Awards by E4M



Gold in the Fintech category for Reimagining Stock Broking for The Millennial India at Stakes PR & Communications Excellence awards by Agency Reporter



Best Fintech of the Year - Finserv at Inflection Awards 2021 organised by Alden, Innovation partner NASSCOM

## Capital Markets



Gold in Excellence in Communication in the BFSI Services at ImageXX awards 2021 organised by Adgully



Best Financial Content in Financial Services for Angel Academy at The Unlocked Awards 2021 organised by Inkspell



Best Content Strategy in Financial Services for Angel Academy at The Unlocked Awards 2021 organised by Inkspell



Gold in BFSI Category by BuzzInContent



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

## Marketing



Bronze in Excellence in Communication in the Best use of Social media for ShagunkeShares Campaign at ImageXX awards organised by Adgully



Gold in Best use of organic search for Best SEO for Website/ universal search ranking and SEM Strategy at IDMA 2021



ACEF Content Marketing & Creators Awards 2021 for Video Content BSFI for Angel Academy



Best Video Content in a Digital Campaign for a Financial Services Angel Academy by Inkspell



PR Award for Reimagining Stock Broking For The Millennial India at Kaleido Awards'21 organised by ET Brand Equity

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

2017



2018



2019



2020



2021



Recognised among "India's Best Workplaces in BFSI 2021" by Great Place To Work

Overall culture score at par with top 50 companies in India



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Company :

Investor Relations Advisors :

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Angel One Ltd. (Formerly Known as Angel Broking Limited)

CIN - L67120MH1996PLC101709

Mr. Hitul Gutka - Head IR

Email Id - [hitul.gutka@angelbroking.com](mailto:hitul.gutka@angelbroking.com)

[www.angelone.in](http://www.angelone.in)



Strategic Growth Advisors Pvt. Ltd.

CIN - U74140MH2010PTC204285

Mr. Shogun Jain / Mr. Shrikant Sangani

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