



## May 05, 2021

To, Listing Department National Stock Exchange of India Limited Exchange Plaza, C-1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051.

Symbol: ANGELBRKG

Dear Sir/Madam,

Sub: Investor(s) Presentation

Department of Corporate Service BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001.

Scrip Code: 543235

With reference to above captioned subject, please find attached Investor presentation. The Presentation will be uploaded on the Company's website at <a href="https://www.angelbroking.com">www.angelbroking.com</a>.

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: May 05, 2021

Encl: As above



Website: www.angelbroking.com



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## **Digitalization: A Key Driver**







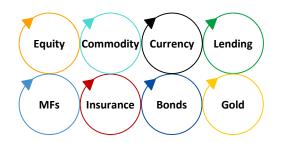
Access To Markets Using Digital Platforms



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**

# 4<sup>th</sup> Largest

In NSE Active Clients As On Mar'21

# 3<sup>rd</sup> Largest

In Incremental NSE Active Clients In FY21

## 8.3%

Share In NSE Active Client Base In Mar'21

## 1.56mn

Total NSE Active Client Base As Of Mar '21

# 38.0%

Of Overall Clients Are Active As On Mar'21

## 4.12mn

Total Client Base As Of Mar '21

# No. 1

Stock Broking House In Authorised Persons Registered With NSE 97.9% | 18,854

Pin-codes Across India With Angel's Clients

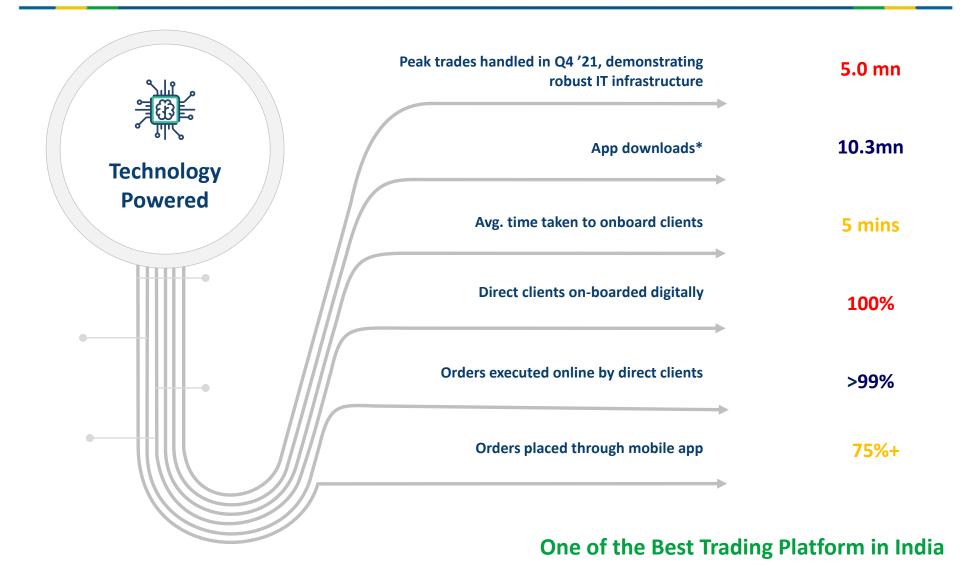
# **Q4 & FY21: Key Performance Highlights**

	Q4 '21 (QoQ Growth)		FY21 (YoY Growth)	
Highest Gross Client Addition	0.96 mn	<b>1</b> 87%	2.36 mn	<b>1</b> 322%
Highest Share In Incremental Demat Accounts	17.6%	<b>1</b> 245bps	16.2%	<b>↑</b> 561bps
Highest Number of Trades	218 mn	<b>1</b> 33%	671 mn	<b>1</b> 149%
Highest Avg. Daily Turnover For The Period*	₹ 3.7 trn	<b>1</b> 66%	₹ 2.0 trn	<b>1</b> 380%
Highest Overall Retail Equity Turnover Market Share	20.8%	1 468bps	16.0%	<b>1</b> ,055bps
Avg. Client Funding Book Size	₹ 9.6 bn	<b>1</b> 69%	₹ 7.2 bn	1%
Total Gross Revenues	₹ 4,189 mn	<b>1</b> 33%	₹ 12,990 mn	<b>1</b> 72%
Profit after tax from continuing operations	₹ 1,020 mn	<b>1</b> 39%	₹ 2,981 mn	<b>1</b> 243%

<sup>\*</sup> Highest Avg. Daily Turnover For The Period is average for the entire period i.e. Q4 '21 and FY21

Market share in incremental Demat Accounts = Net client addition of Angel Broking for the period / Net demat addition of industry for the period

# **Technology Powered Business**



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

## **India Mobile App Stats: 2020**

24.27 bn App downloads

Angel Broking

Moneycontrol

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

CommSec Mobile Kite Zerodha MetaTrader 4 PayPay Kiwoom Securities Hero S

TommSec Mobile Kite Zerodha Metalrader 4 PayPay Kiwoom Securities Hero S

Plus500 Tez BCA mobile iSPEED 株取引 Samsung Securities New MPOP

Westpac Online Investing PhonePe RTI Business d Payment Mobile Securities Tree NAMUH

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RTI Business d Payment

Mandiri online SBI Securities App

Binomo: Easy stock trading app Yahoo! Finance

Korea Investment Stock

Mirae Asset Daewoo Integration m.Stock

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

MetaTrader 4

Zip - Shop Now, Pay Later



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

Pre - 2015

#### **Physical Model**

- 180+ branches
- Large team of feet on street
- Physical process of client acquisition and on-boarding



#### 2015-19

#### **Physical + Digital Model**

- · Reduced Branches
- Developed Digital Properties like E-KYC, D-KYC, Digital Advisory 'ARQ', Angel BEE



#### 2019 Onwards

#### **Digital Model**

- **ZERO** branches + Flat Pricing
- 100% Digital Acquisition, Onboarding, Trade Execution, **Advisory for Direct Clients**
- **Extensive use of Artificial Intelligence & Machine Learning** to continuously improve digital experience

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

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































#### **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>≥ :</b>	5+	Digital channels of engagement with clients and help them put their first trade	
	150+	Customer target segments to help and satisfy client needs throughout the lifetime of a customer	
TANADA PARA	60+	Personalized offers ranging for cashbacks, scratch cards, trade-free periods, etc.	
	120+	Advisory segments based on client type, call types and frequency of trades to match the right advisory	
	6+	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**

#### **At Most Competitive Price**

## 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.



For Equity Delivery. No Hidden Charges



₹ 20<sub>/order</sub>

For intraday, F&O, Currencies & Commodities





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

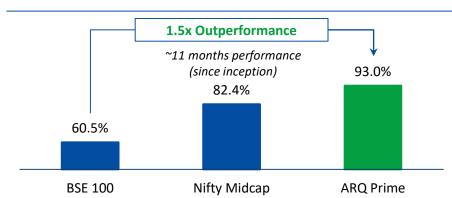
Provides equity investment advisory services

Provides superior risk-adjusted returns



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
- A Rules back-tested intensively to select optimum model
- Multi-factor model recommends stocks across parameters
- A Varies cash % in portfolio based on market outlook
- A 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



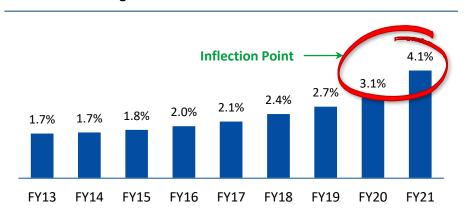
## **NIL fund transfer charges**

No additional charges for auto square-off

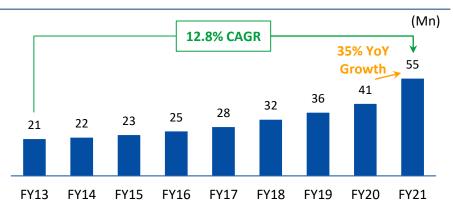


## **India, Largely Underpenetrated Market**

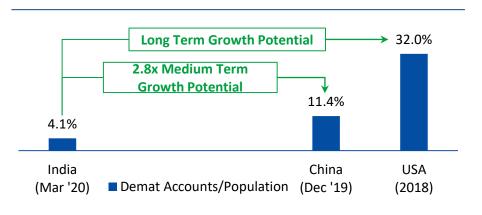
#### **Rising Penetration Of Demat Accounts In India**



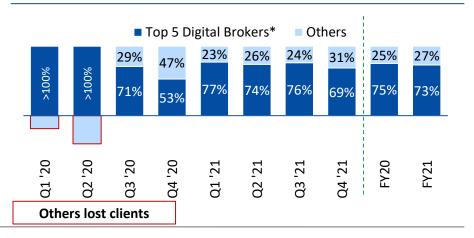
## Steady Growth In Demat Accounts In India



#### **Huge And Sustainable Growth Opportunity**



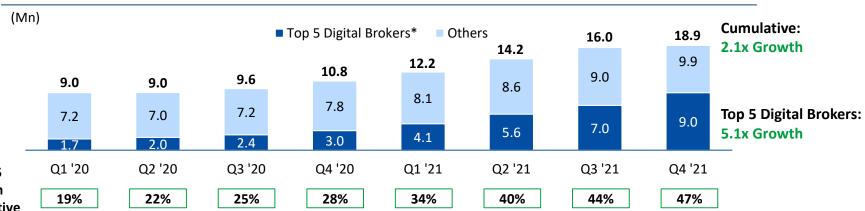
#### Share Of Incremental NSE Active Clients By Top 5 Digital Brokers



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

## **Digital Brokers Outpacing Competition**



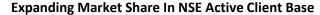


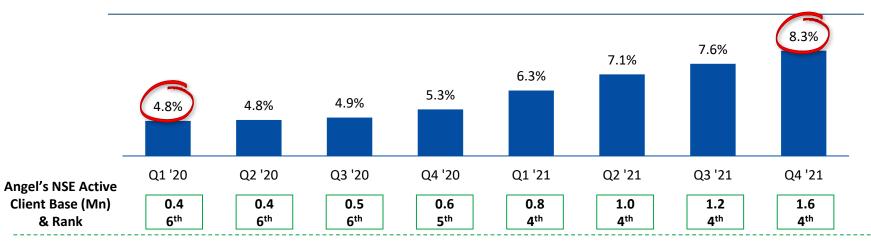
% Share of Top 5 Digital Brokers in Cumulative NSE Active Client Base

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



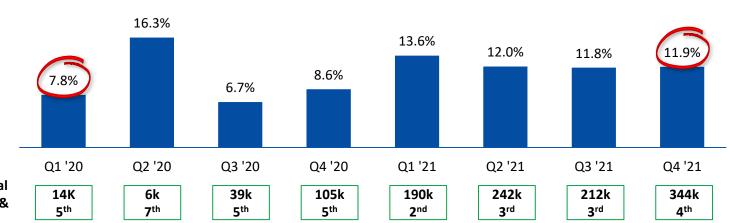
## **Angel Gaining Market Share In NSE Active Client Base**





1.7x **Expansion** In Market **Share** 

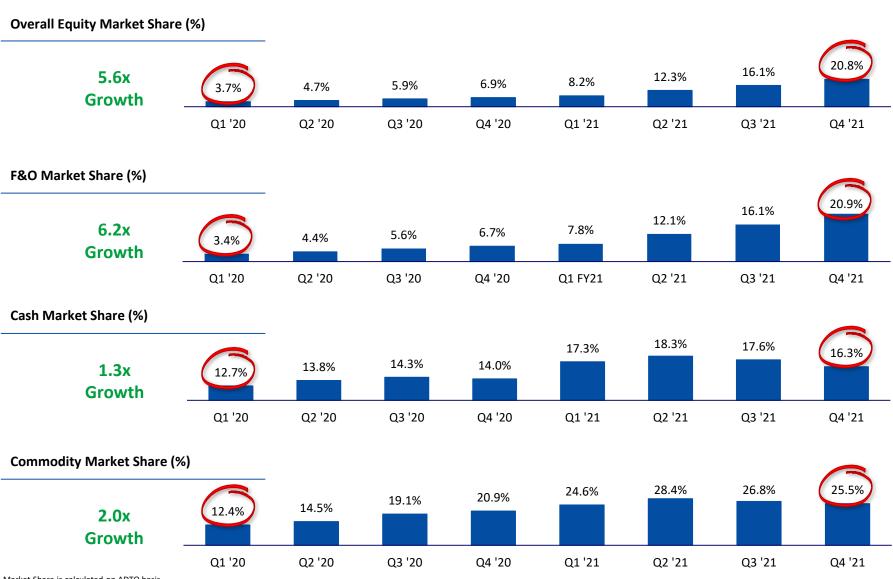
#### **Enhanced Share In Incremental NSE Active Client Base**



25x Growth In **Incremental NSE Active Client** 18

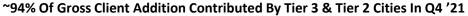
19

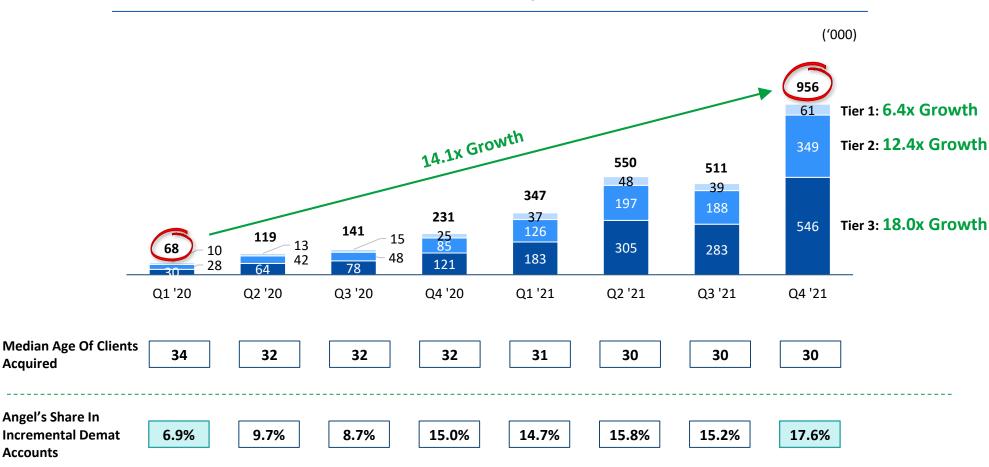
## **Leading To Large Expansion In Retail ADTO Market Share Across Segments**



Market Share is calculated on ADTO basis

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



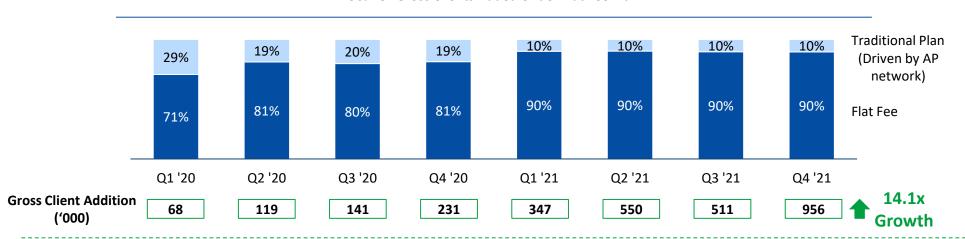


1 out every 6 incremental demat accounts are opened with Angel Broking

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## **Digital Transformation Driving Strong Client Acquisition**

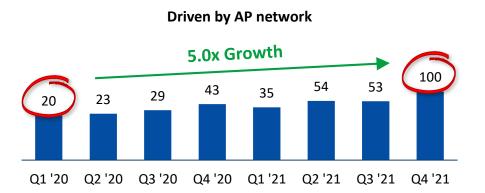
#### 90% Of Gross Clients Added Under Flat Fee Plan



Accelerated Growth In Gross Client Addition Under Flat Fee Plan

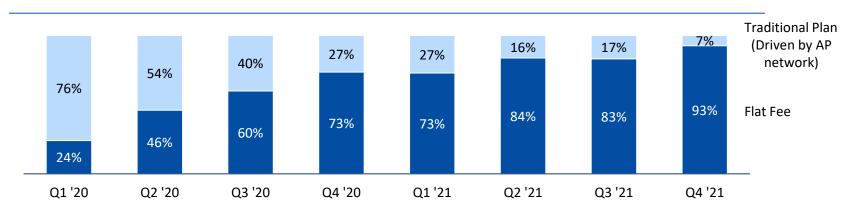


Stable Growth In Traditional Plan Gross Client Addition



## **Digital Business Drives Multifold Increase In ADTO Across Segments**

#### **Flat Fee Dominates Overall ADTO**

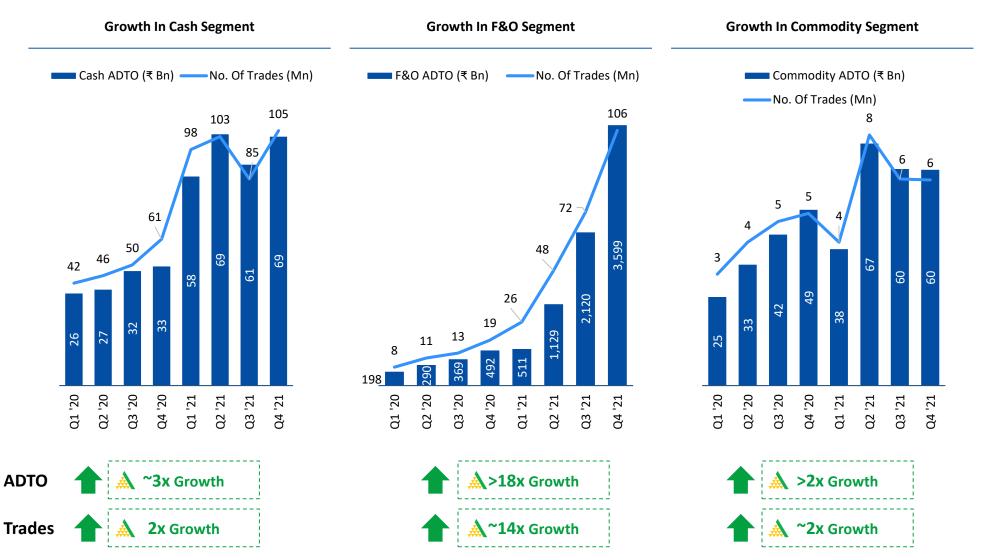


#### **Strong Growth In Overall ADTO**



Growth is calculated for Q4 FY21 over Q1 FY20

## **Strong Growth In Client Activity Across Segments**





## Q4 FY21: Key Highlights

**29%** 

QoQ Growth in Gross Client

Base

66%

QoQ Growth in Avg. Daily
Turnover

33%

QoQ Growth in Number of
Trades

₹ 9,639 mn

Average client funding book for Q4 '21

₹ 4,189 mn

32.7% QoQ Growth in Gross

Revenues

₹ 1,463 mn

33.9% QoQ Growth in EBDAT translating into 48.5% margin

₹ 1,424 mn

36.2% QoQ Growth in PBT

₹ 1,020 mn

39.2% QoQ Growth in PAT

(after tax impact of ₹ 36 mn for

earlier years)

**Strong operating performance continues** 

## **FY21: Key Highlights**

**127%** 

YoY Growth in Gross Client Base

380%

YoY Growth in Avg. Daily
Turnover

149%

YoY Growth in Number of
Trades

₹ 7,164 mn

Average client funding book for FY21

₹ 12,990 mn

72.1% YoY Growth in Gross
Revenues

₹ 4,295 mn

207.5% YoY Growth in EBDAT translating into 47.9% margin

₹ 4,112 mn

246.2% YoY Growth in PBT

₹ 2,981 mn

243.4% YoY Growth in PAT

(after tax impact of ₹ 85 mn for

earlier years)

**35% Dividend Payout For FY21** 

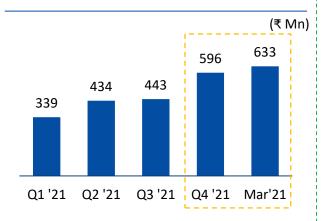
Witnessed benefit of operating leverage

## **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	

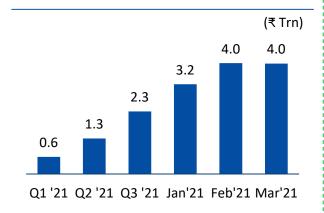
## **Average Monthly Net Broking Income**



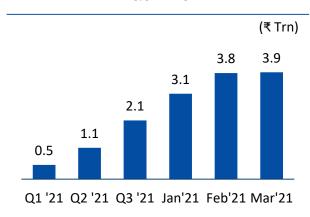
Negligible impact of phase 2 of new margin norms on net broking income

Developed an interface within our app to notify clients about their margin requirements

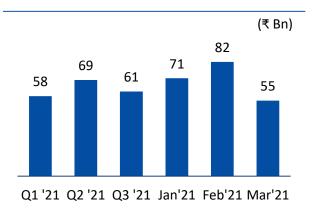
#### **Overall ADTO**



#### F&O ADTO

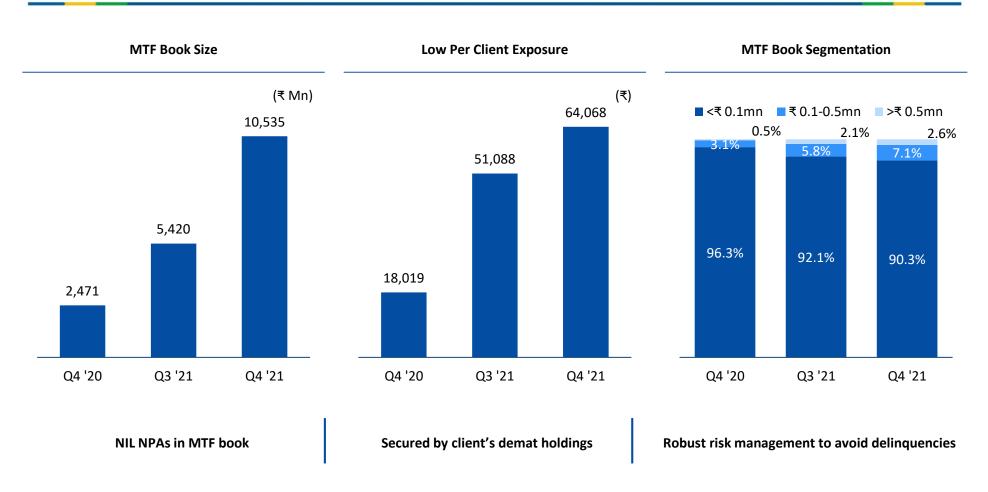


#### Cash ADTO



Volumes continue to remain strong despite new regulations

## **MTF Book Spread Over Wide Customer Base**

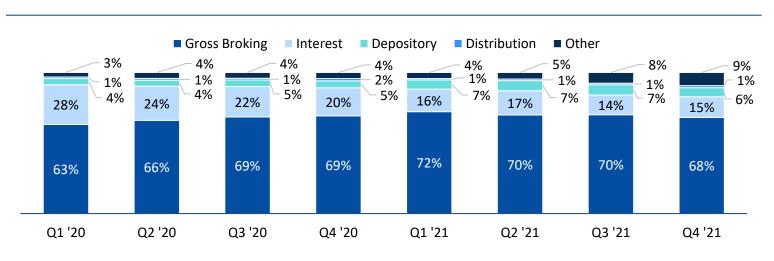


With seamless integration of pledge / re-pledge mechanism, MTF book grew in Q4 FY21

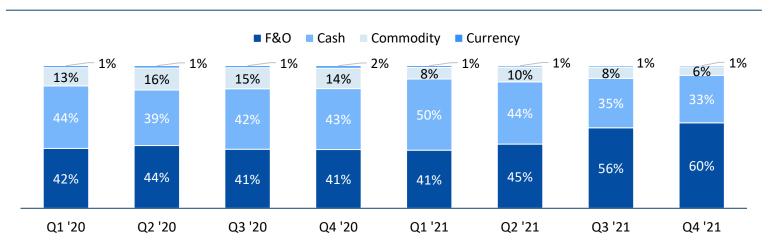
Data as on quarter ending for each period

## **Segmental Revenue Break Up**

#### **Gross Revenue Mix**

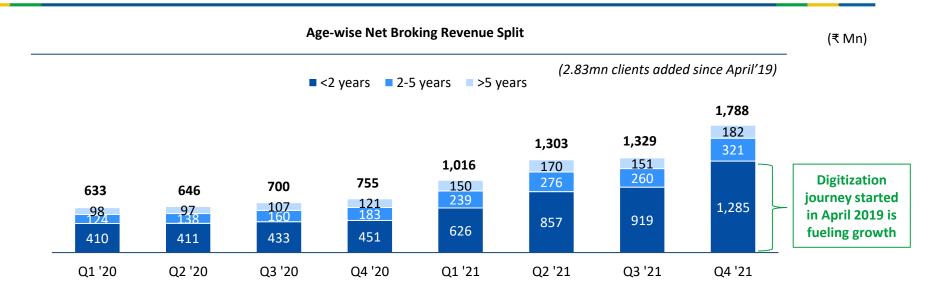


## **Gross Broking Revenue Split**

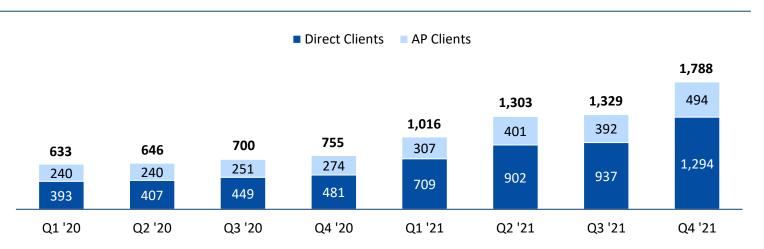




## **Net Broking Revenue Contribution Mix**

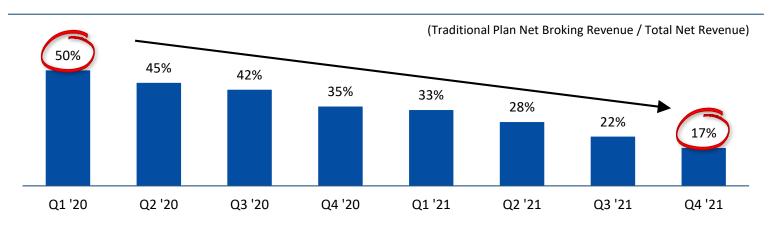






## Rapidly Growing Digital Business Contributes To Majority Of Net Revenue

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



#### Multifold Growth In Flat Fee Plan Net Broking Revenue







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

# **Technology Adoption Creating Business Flexibility**

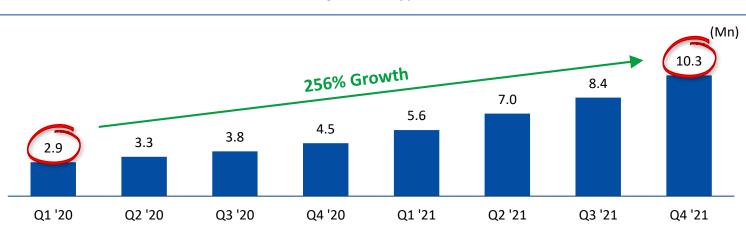


# 15% Decline (Nos) 2,839 2,503 2,401 2,470 2,733 2,787 2,908 Q1 '20 Q2 '20 Q3 '20 Q4 '20 Q1 '21 Q2 '21 Q3 '21 Q4 '21

## **Scaling Up Digital Focused Talent Pool**

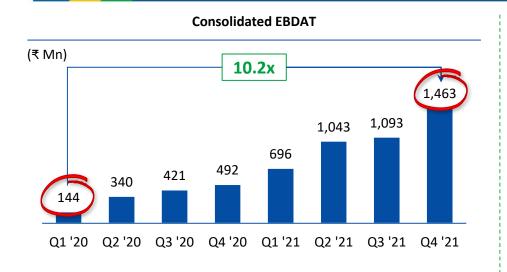


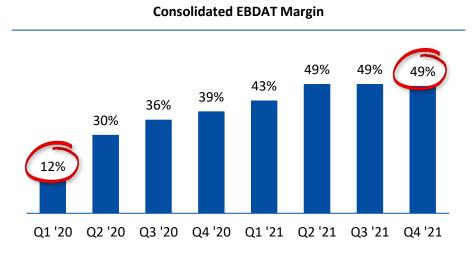
#### **Growing Trend of App Installs**



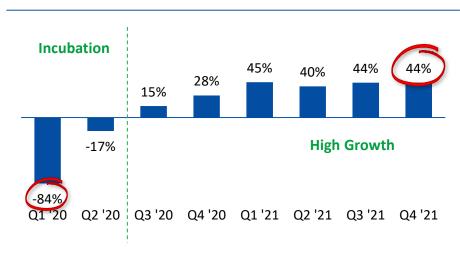
App installs for Angel Broking Mobile App and Angel BEE

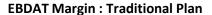
## **Leading To Significant Operating Leverage Benefits**





**EBDAT Margin: Flat Fee Plan** 

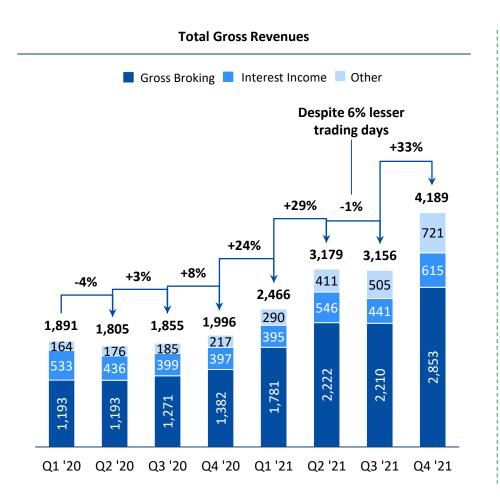


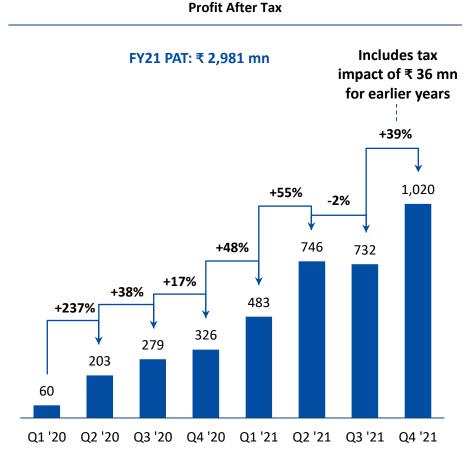




## **Consolidated Business Performance**



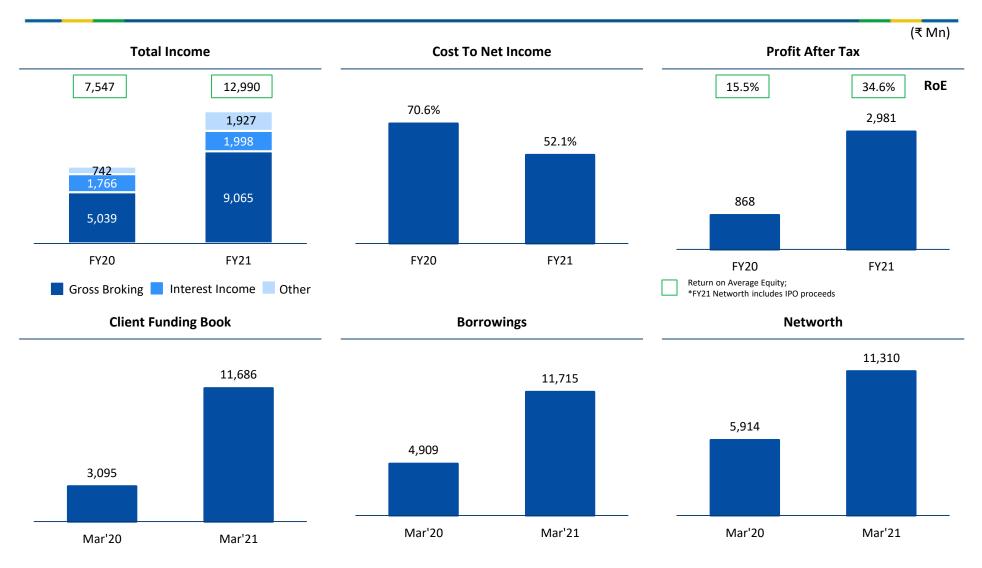




## FY21 PAT of ₹ 2,981 mn translating to EPS of ₹ 38.8 / share



## **Financial Snapshot**



<sup>1)</sup> 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; Net Income = Gross Total Income - Fees & Commission Exp - Finance Cost; 5) PAT is profit from continuing operations on reported basis; 6) Client funding book includes trade receivables (net of receivables from exchanges), loans for margin trading facility and loans against securities; 7) Networth includes equity share capital and other equity; 8) RoE = PAT from continuing operations / average networth

# **Summary Of Consolidated Profit & Loss Statement**

Particulars (₹ Mn)	Q4 FY21	Q3 FY21	Q4 FY20	FY21	FY20
(a) Interest Income	545	381	349	1,769	1,577
(b) Fees and commission income	3,488	2,655	1,559	10,778	5,644
(c) Net gain on fair value changes	53	32	19	89	25
Total Revenue from operations (I)	4,086	3,068	1,928	12,637	7,246
(d) Other Income (II)	102	88	69	353	301
Total Income (I+II=III)	4,189	3,156	1,996	12,990	7,547
YoY Growth (%)	109.8%	70.2%		72.1%	-3.7%
Expenses					
(a) Finance costs	108	56	104	389	489
(b) Fees and commission expense	1,065	881	627	3,630	2,304
(c) Impairment on financial instruments	42	41	95	346	377
(d) Employee benefits expenses	503	445	359	1,718	1,598
(e) Depreciation, amortization and impairment	40	47	49	184	209
(f) Others expenses	1,008	640	319	2,611	1,382
Total Expenses (IV)	2,765	2,111	1,554	8,878	6,359
Profit before tax from continuing operations (III-IV=V)	1,424	1,045	442	4,112	1,188
Total Income tax expense (VI)	368	264	116	1,046	322
Adj. Profit for the period / year from continuing operations (V-VI=VII)	1,056	782	326	3,066	866
YoY Growth (%)	223.9%	182.2%		254.1%	3.3%
Tax For Previous Years (VIII)	36	49	0	85	-2
Rep. Profit for the period / year from continuing operations (VII-VIII=IX)	1,020	732	326	2,981	868
map and particular to provide the provide	_,0_0				
Loss after tax from discontinued operations (X-XI=XII)	-1	-1	-17	-12	-44
Profit for the period / year (IX+XII=XIII)	1,019	732	309	2,969	823

# **Summary Of Consolidated Balance Sheet**

Particulars (₹ Mn)	Mar'21	Mar'20
Financial Assets		
(a) Cash, cash equivalents and Bank Balance	18,774	14,136
(b) Trade Receivables	2,277	390
(c) Loans	11,285	2,806
(d) Investments	55	353
(e) Other financial assets	14,289	2,706
Non-financial Assets		
(a) Fixed Assets	1,150	1,262
(b) Other non-financial assets	307	250
Total Assets	48,138	21,902
LIABILITIES		
Financial Liabilities		
(a) Trade Payables	22,764	9,395
(b) Borrowings	11,715	4,909
(c) Other financial liabilities	1,797	1,305
Non-Financial Liabilities		
(a) Provisions	91	67
(b) Other non-financial liabilities	461	312
Networth	11,310	5,914
Total Liabilities and Equity	48,138	21,902

FY21 EPS: ₹ 38.8 Book Value: ₹ 138.2

<sup>1)</sup> 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 liabilities includes tax liabilities (net) and other non-financial liabilities; 5) Networth includes equity share capital and other equity; 6) EPS is calculated as Profit from continuing operations / weighted average number of equity shares



## **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



## **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



Ketan Shah

Non-Executive Director

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



**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



**Uday Sankar Roy** 

**Independent Director** 

- → 37+ years experience
- Previously was independent director of Indiafirst Life Insurance
- A 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

## **Experienced Management Team**



Narayan Gangadhar Chief Executive Officer



**Vineet Agrawal** Chief Financial Officer



**Ankit Rastogi** 

**Chief Product** 

Officer

Prabhakar Tiwari Chief Growth Officer



Nilesh Gokral Chief Operating Officer

- 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
- 24+ yrs of total experience across multiple industries, 5+ vears 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

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

- 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

- - 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



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

## **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**



NCDEX Krishi Awards
Outstanding Contribution
- Retail Segment



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

#### Marketing



Best Customer Education Initiative in the Equity Broking Sector at Resulticks BFSI Digital Stallions Awards



Best Search Engine
Optimization in the Equity
Broking Sector at Resulticks
BFSI Digital Stallions Awards



Most Consistent Excellence in Digital Publishing by India Digital Awards, IAMAI



Best Fintech Marketing Campaign (PR Category) at the IPRCCA



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 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



Top 150 employees average tenure of ~4 years with Angel



# **Thank You**

Company:

**Investor Relations Advisors:** 



 $SGA^{\underline{\tt Strategic\ Growth\ Advisors}}$ 

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