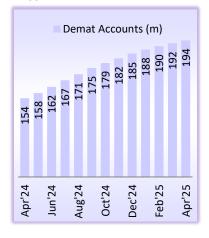


Capital Market

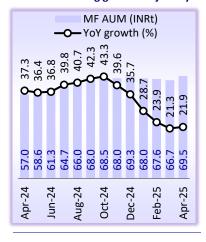
Total ADTO sees sequential growth



Demat accounts are inching up to ~200m



MF AUM's strong growth trajectory



Asia meeting highlights: Opportunities amid challenges

We met with 20 funds over the past week in Asia to discuss emerging themes in the capital markets and the top ideas within this space. In this report, we highlight the key points debated during these meetings regarding industry trends and specific stocks such as BSE, Angel One, MCX, and Nuvama.

Industry: Discussion on regulations and penetration

Are the F&O regulations now done and dusted?

- Since Jun'24, the number of customers active in the F&O segment has declined from 5.3m to 3.1m in Mar'25. A major part of the decline can be attributed to the implementation of F&O regulations wherein 1) the number of weekly expiries was reduced to one per exchange and 2) the lot sizes of Sensex and Nifty were increased.
- The pending outcomes of the consultation papers on 1) entity-level gross limits on index options, 2) demerger of clearing corporations, 3) transfer of treasury income of clearing corporations to customers, and 4) expiry days to be on Tuesday/Thursday, which is an area of concern.

Whether the penetration in MFs and stocks reached optimum levels?

- We have 200m demat accounts in India, of which ~110m are unique, ~50m are active (defined by NSE as one trade in the past one year), ~10m traded in the cash segment in Mar'25, and ~3.1m traded in the F&O segment.
- The penetration remains starkly lower when compared with the economy's potential. Even in MF, with just ~54m unique investors, the penetration is significantly lower.

Which segments have high sensitivity to equity market movements?

- The most sensitive segments are where the business dynamics are linked to the flow element of the business vs. the stock element. Resultantly, CDSL's ~60% revenue (transaction charges, IPO-related revenue, and KYC charges linked to demat account openings) is the most sensitive to equity markets.
- Further, for exchanges and brokers, a sustained market correction is envisaged to be leading to a decline in volumes. Empirically, cash volumes have declined with market corrections, but F&O volumes are the worst hit in a sideways market.
- AMCs, wealth managers, and RTAs are the least sensitive to equity market movements, as they earn on AUM, which has an element of regular inflows and back book as well.

We anticipate a gradual recovery in volume growth, along with increased retail participation, to support the ongoing growth trajectory of brokers and exchanges. Additionally, improvements in equity mutual fund flows, driven by industry initiatives to raise awareness and enhance financial literacy, will foster a long-term investment perspective that is favorable for AMCs. Our top picks in the sector are: ANGELONE, BSE, HDFCAMC, and Nuvama.

Research Analyst: Prayesh Jain (Prayesh.Jain@MotilalOswal.com) / Nitin Aggarwal (Nitin.Aggarwal@MotilalOswal.com)

Research Analyst: Kartikeya Mohata (Kartikeya.Mohata@MotilalOswal.com) / Muskan Chopra (Muskan.Chopra@MotilalOswal.com)



Exhibit 1: Total ADTO witnessing sequential growth...

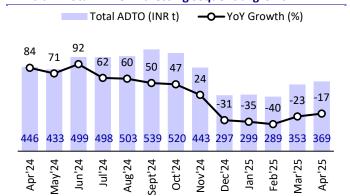


Exhibit 3: Demat accounts inching up to ~200m

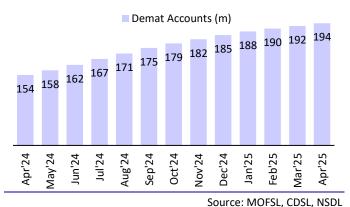


Exhibit 5: Decline in F&O active clients post-F&O regulations

NSE F&O active clients (m)

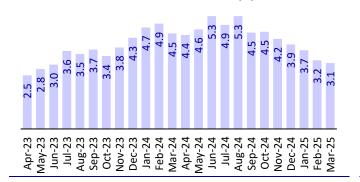


Exhibit 7: MF unique investors - underpenetrated industry

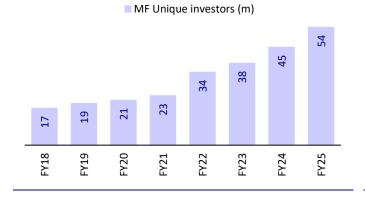
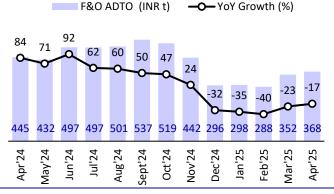


Exhibit 2: ...with F&O volumes rising after regulatory impact



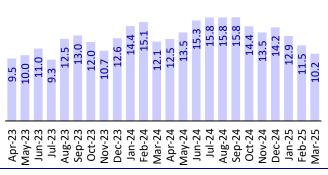
Source: MOFSL. NSE, BSE

Exhibit 4: NSE active clients trend



Source: MOFSL, NSE

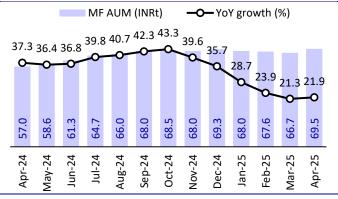
Exhibit 6: Cash-active clients reflect underpenetration



NSE Cash active clients (m)

Source: MOFSL, NSE

Exhibit 8: MF AUM's strong growth trajectory



Source: MOFSL, AMFI

2 20 May 2025



BSE: Market share gains and other growth avenues

Can the market share gains be sustained?

- BSE has reached a market share of 22% in terms of options premium turnover. During Mar'25, the premium ADTO was at INR125b, which increased to INR155b in Apr'25 and is running in the range of INR150-INR170b in May'25.
- The surge has been led by the addition of 114 colocation racks towards the end of Mar'25. As the utilization of the racks improves, we expect market share gains to be sustained in the near term. Over the course of the rest of the fiscal year, the exchange is likely to add another 200 racks, which bodes well for the sustenance of market share gains.
- Caveat emptor a change in expiry day, if any, can have ramifications on volumes and market share.

Risk of regulations

- The entity-level gross limit regulation will hit the volumes for BSE. However, the quantum would depend on the specifications in the final regulations.
- The impact of the demerger of the clearing corporation and asking clearing corporations to transfer treasury income to customers can be adverse, as the treasury income accounts for 13% of FY25 PBT for the exchange.
- If the consultation paper on expiry days being Tuesday/Thursday doesn't go through, or the exchanges are allowed to change their current expiry days, then things could go south for BSE.

New growth avenues

- BSE has gained market share in the index derivatives segments but continues to languish in terms of market share in the cash segment and stock F&O. The regulation on a single contract note, which is to be implemented from Jul'25, is likely to be favorable for the cash segment for BSE. Further, as and when NSE lists the cash turnover for the stock, this will increase the turnover for BSE.
- Introduction of stocks in the F&O segment can bring in incremental volumes.
- Currently, BSE charges only for rentals on colocation racks. Introduction of perorder charges can help increase revenue.
- BSE's transaction charges continue to be at a discount to NSE in the derivatives segment.

Exhibit 9: Premium t/o grew despite regulatory impact

Jun-23 1

Aug-23 6

Oct-23 119

Dec-23 34

Feb-24 52

Apr-24 62

Jun-24 85

Aug-24 76

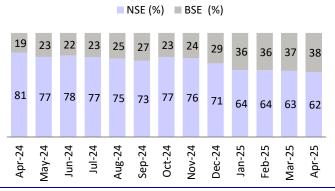
Oct-24 90

Dec-24 90

Apr-25 115

Apr-25 155

Exhibit 10: Notional t/o market share trend

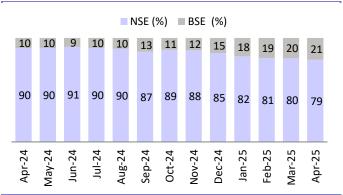


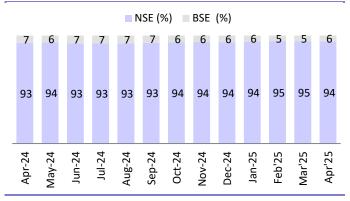
Source: MOFSL, NSE, BSE Source: MOFSL, NSE, BSE



Exhibit 11: Option premium t/o market share trend

Exhibit 12: Cash t/o market share trend





Source: MOFSL, NSE, BSE

Source: MOFSL, NSE, BSE

Angel One: Revival momentum, visibility, and the right to win in new segments

Revival of volumes

- For Angel One, the most important metric is per-day order rate, which, under the implementation of F&O regulations, fell from a peak of 7.8m orders in Oct'24 to 5m orders in Feb'25. However, with the impact of regulations on the base, the order rate recovered to 5.6m orders in Apr'25. Empirically, April has seen a decline over March. However, this time we saw an improvement.
- As seen in any of the key regulations implemented over the past couple of decades, there is a transient hit to volumes, and the base is reset before a recovery in volumes. We anticipate similar trends and expect a gradual recovery. In our model, we expect the pre-regulation peak to be achieved only by the end of 4QFY27.

Is a price hike a possibility, and is it essential for the future profitability of Angel One?

- The company guided that it will consider a price hike if its long-term objective of achieving an EBITDA margin of 45-50% is at risk. For the exit of FY26, the company has guided for a margin of 40-45%. With the gradual recovery in volumes, the company can achieve the same if customer acquisition costs (which shot up sharply in 4QFY25) normalize.
- For the industry to take a price hike, the volume recovery has to be slower than what has been seen in past regulations. Also, we have noticed that pricing is not a key differentiator between competitors in the discount broking industry. Many players have tried to have disruptive pricing, but the top players continue to command a lion's market share in terms of NSE active clients.

The right to win in new segments

- Angel One has invested in setting up new businesses in the past couple of years, including 1) loan distribution, 2) AMC, 3) wealth management, 4) scaling up of the AP channel, and 5) adding new products to the broking platform.
- A key debate in our meetings was the right to win in the wealth management for Angel One. The key pillars for a successful wealth management business are 1) people, 2) processes, 3) products, and 4) customers.
- Angel One has hired top-quality management for its wealth management business, who have extensive experience. Further, the RM addition has also picked up momentum.



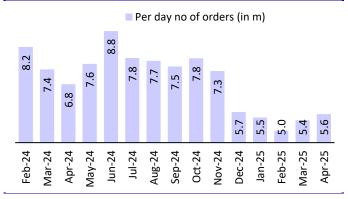
- Angel One has demonstrated its execution capabilities on multiple occasions, including shifting to a digital model from a physical model, executing a super app in a calibrated manner, and scaling up to the second-largest incremental SIP generator in the MF business.
- Products can be sourced from a third party, and the company also has approvals to set up its own PMS/AIFs.
- ➤ The company already has built 680+ client relationships and should scale up going forward, given that it has a strong brand presence, more so in tier 2 and tier 3 towns.
- Similarly, we see Angel One as having a large TAM and the right to win in loan distribution, AP channel, and new products on the platform. As the costs of these businesses have been a part of P&L, incremental revenue will flow through to the PBT.

Exhibit 13: Number of orders faced regulatory impact

Exhibit 14: Order run-rate seeing a gradual recovery



Source: MOFSL, Company



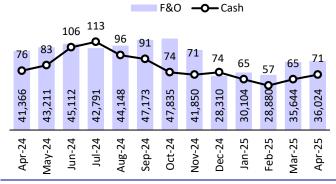
Source: MOFSL, Company

Exhibit 15: Client addition has moderated

Gross Client Add (m) 1.1 1.0 1.0 0.8 0.9 0.9 0.9 1.0 0.8 0.6 0.5 0.5 0.5 Aug-24 Jan-25 Feb-25 Jul-24 Sep-24 Nov-24 Dec-24 Mar-24 Apr-24 Jun-24 Oct-24 Apr-25 May-24 Mar-25

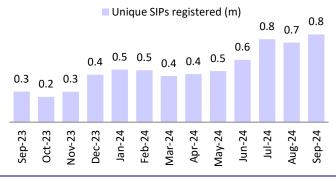
Source: MOFSL, Company

Exhibit 16: ADTO trend on Angel One's platform (INRb)



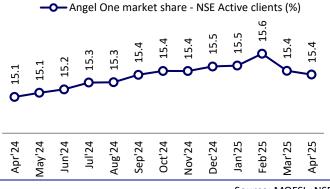
Source: MOFSL, Company

Exhibit 17: Angel One' SIP book seeing strong growth



Source: MOFSL, Company

Exhibit 18: Angel One's NSE active client market share



Source: MOFSL, NSE



MCX: Volume momentum hinges on product approvals What are the triggers for volume growth to continue?

- The key trigger for sustained volume growth is new product approvals. MCX has been wanting to launch new products over the past couple of years. However, this was hindered by the software transition issue. Now that the same is behind us, the exchange has successfully launched the gold 10gm contract. Moreover, the exchange has the readiness to launch electricity contracts.
- Index contracts could be the key, as the company can consider weekly contracts on the same.

What can revive the base metals volumes on the exchange?

Volumes for base metals on the exchanges have been significantly lower than earlier envisaged. Our checks have indicated that the key concern for scaling up volumes in this segment has been the uncertainty over the delivery center – whether the buyer of the contract has registered itself in the state of the delivery center, and also the quantum of delivery charges that will be levied for the same. Any resolution towards this can improve the volumes in the segment.

What is the potential for growing the customer base?

- Currently, the traded UCCs on MCX stand at ~1.3m (as of 31 Mar'25) as compared to ~50m in the equity segment. As the awareness increases about the segment through discount brokers as well as traditional brokers, we envisage increased participation in the segment.
- FPIs were allowed to trade in the commodities segment only in the recent past, and with direct market access commencing at MCX, the scale-up in participation can be envisaged.

Exhibit 19: MCX - total volume trend

4.

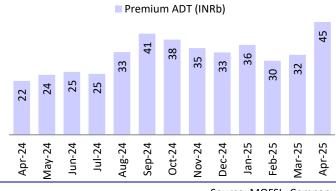
Jun-24 Jul-24

34.7

Aug-24 45.2 Label Sep-24 53.1 Coct-24 45.3 Coct-24 52.4 Coct-24 50.6 Label Sep-25 53.9 Coct-25 53.9 Coct-25 67.8 Coct-26 Coct-

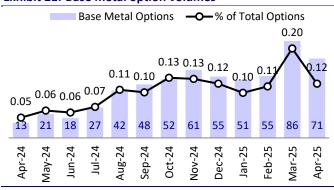


Exhibit 20: MCX – Premium ADTO trend



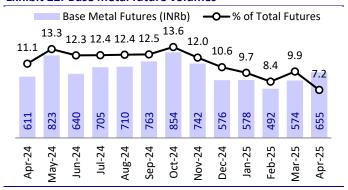
Source: MOFSL, Company

Exhibit 21: Base metal option volumes



Source: MOFSL, Company

Exhibit 22: Base metal future volumes



Source: MOFSL, Company



Nuvama Wealth: Why the discount to peers in terms of valuation? Why is the profitability of Nuvama Wealth lower compared to 360 ONE?

- 360 One operates the wealth management business at a cost to income of 47%, while Nuvama operates in the range of 65-67%. The key reasons for the gap are 1) scale, wherein 360 One has a total AUM of INR3.5t, Nuvama has a total AUM of INR3t, and 2) investment into RM count, wherein Nuvama has hired 300 RMs in the wealth segment and 20+ in the UHNI segment over the past couple of years.
- As the efficiency of the RMs improves, we expect a gradual improvement in the profitability.
- The AMC business with an AUM of INR113b is making losses, and we expect it to turn around as the AUM scales up in the segment.

What is the custodian business, and how should we look at it?

- In the custodian business, the company offers an integrated suite of Custody and Asset Servicing Solutions across asset classes, covering Fund Setup Advisory, Securities Custody, Derivatives Clearing, Fund Accounting, Reporting, and Fiduciary services. Clientele includes FPIs, AIFs, MFs, PMS, Family offices, corporate treasuries, and HNIs.
- The revenue is linked to assets held under custody and clearing. It's a float income business and has linkages to growth in the equity markets and asset management.
- We believe this business will have relatively less cyclicality vs. the IE/IB business but higher vs. the wealth management business. A key monitorable will be the outcome of the consultation paper on single entity limits in the index options segment.

Exhibit 23: How different is the business model compared to 360 ONE WAM?

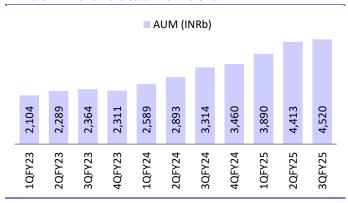
Segment	360	ONE WAM	Nu	vama
UHNI Wealth Management	*	Leading position and scaling up in Tier 2 cities		oling up and has invested in building an RM se as well as product offerings
Mid-Segment Wealth Management	*	Has invested in the segment to build the business over the past couple of years, likely to scale up in the near future	*	Established player with a strong RM force as well as diversified product offering continues to invest for future growth.
AMC	*	Established player, particularly in the AIFs and PMS segment. The MF segment is still relatively small.	*	Nascent player in the alternative business. Has built a team and has product launches lined up for the future
Institutional Equities	*	Acquired B&K recently, integration over the next one year will be the key	*	Established player with sustained market share at 6% + in the segment
Investment Banking	*	Aims to grow the segment with B&K and wil invest in building the team	❖	Established player with a good mix between debt and equity mandates
Custody and Clearing	*	Not present	*	Strong business with a healthy association with FPIs, AIFs, and HFTs, seeing strong growth in assets under custody

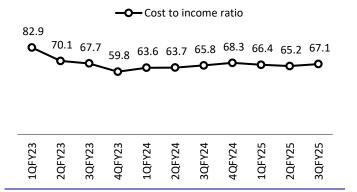
Source: MOFSL



Exhibit 24: Nuvama's total AUM trend

Exhibit 25: Wealth C/I ratio





Source: MOFSL, Company

Source: MOFSL, Company

Exhibit 26: Private C/I ratio

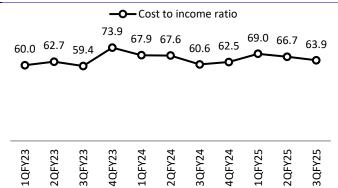
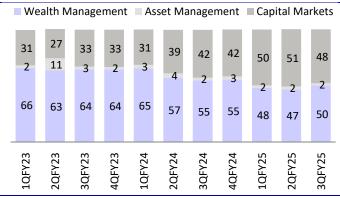


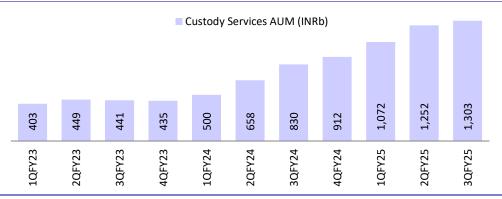
Exhibit 27: Nuvama's revenue mix



Source: MOFSL, Company

Source: MOFSL, Company

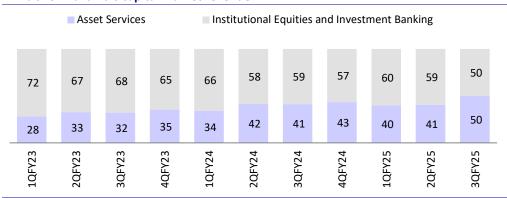
Exhibit 28: Custodian services - AUM trend



Source: MOFSL, Company



Exhibit 29: Nuvama's capital market revenue mix



Source: MOFSL, Company

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Explanation of Investment Rating				
Investment Rating	Expected return (over 12-month)			
BUY	>=15%			
SELL	< - 10%			
NEUTRAL	< - 10 % to 15%			
UNDER REVIEW	Rating may undergo a change			
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Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com Contact: (+65) 8328 0276

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Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com

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