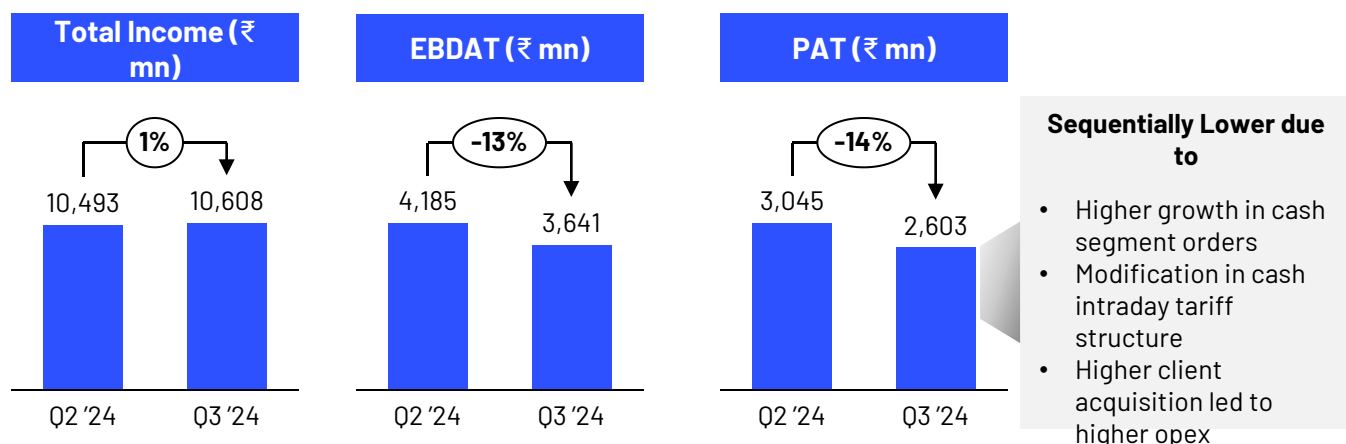


# Angel One Limited

## Q3 FY24 Business Performance Highlights

**Mumbai, 15<sup>th</sup> Jan, 2024:** Angel One Limited (BSE: 543235)(NSE: ANGELONE), announced its unaudited consolidated financial results for the quarter and nine months ended 31<sup>st</sup> Dec 2023.



		Q3 '24	% Change QoQ	% Change YoY
<b>Client Acquisition Metrics</b>	Total Client Base	19.5 Mn	↑ 14.0%	↑ 55.5%
	Gross Client Acquisition	2.5 Mn	↑ 16.2%	↑ 149.1%
	Share in India's Demat Accounts	14.0%	↑ 80 bps	↑ 241 bps
<b>Active Client Metrics</b>	NSE Active Client Base	5.3 mn	↑ 9.9%	↑ 25.8%
	Rank In Incremental NSE Active Client	2 <sup>nd</sup>	Maintained	Maintained
	Share in NSE Active Client	14.8%	↑ 19 bps	↑ 273 bps
<b>Transaction Metrics</b>	Number of Orders	350 Mn	↑ 3.5%	↑ 54.7%
	Average Daily Turnover	₹ 36.0 Trn	↑ 21.4%	↑ 148.5%
	Share in Retail Overall Equity Turnover	26.8%	↑ 62 bps	↑ 529 bps

# Angel One Limited

**Commenting on Angel One's performance, Mr. Dinesh Thakkar, Chairman & Managing Director said,** "Angel One has always focused its efforts to offer clients the most suitable products, in a seamless and efficient manner, by harnessing the power of data and technology. Our digital assets are continuously evolving, enriched with innovative features to ensure an unparalleled investing experience. We undertook process improvements, to ease the onboarding experience and incorporated some unique features, for both new and experienced clients, thus simplifying their investment journey on the app. These focused efforts yielded into sustained improvement in our NPS and Playstore and Appstore rankings.

It is through such exceptional experiences, that clients choose to remain engaged on our platform, over the long-term. This has led to constant expansion in our market share, across multiple metrics and maintain very robust unit economics. A testimony to the effectiveness of our Super App strategy, is clearly visible from our accomplishment in distributing Mutual Funds, as we continue to be India's second largest player for incremental registered SIPs. We are in the process of expanding our offerings to partner with our clients at every important phase of their lives, as we extend our touchpoints in distributing credit and fixed income products.

Our sustained growth is a testament to the success of our data-driven strategy, as we reap benefits of vast pool of data and leverage it to create models using complex algorithms. This equips us to swiftly adapt to market shifts, thus ensuring our strategies remain agile and responsive.

We sharpened focus on our content strategy, forming the bedrock to engage and educate people about various financial products. We will leverage social media, communities and users to promote awareness, and will be rolling out multiple content initiatives.

I am delighted with our historic performance in Q3 '24, as we acquired more than a million clients in a month and 2.5 million clients in a quarter for the first time, accounting for nearly a quarter of the industry's net client addition.

In line with our established dividend policy, the Board of Directors has approved the distribution of 41% of the quarter's profit as a third interim dividend, reaffirming our commitment to delivering value to our shareholders."

# Angel One Limited

## Business Performance at a Glance:

### Turnover Market Share

Particulars	Q3 '24	Q2 '24	QoQ Growth
Overall Equity	26.8%	26.2%	62 bps
F&O	26.9%	26.2%	62 bps
Cash	15.1%	14.0%	106 bps
Commodity	58.8%	56.6%	212 bps

### No. of Orders

Particulars (Mn)	Q3 '24	Q2 '24	QoQ Growth
Total	350	338	3.5%
F&O	262	264	-0.8%
Cash	74	62	20.0%
Commodity	14	12	16.7%

#### ▪ **Client Addition & Client Base**

- ▲ Highest ever clients added in a quarter at 2.5 mn, a growth of 16.2% on QoQ basis
- ▲ Client base stood at nearly 19.5 mn, a growth of 14.0% on QoQ basis

#### ▪ **Average Daily Turnover (ADTO)**

- ▲ ₹ 36.0 trillion in Q3 '24 vs ₹ 29.6 trillion in Q2 '24, a growth of 21.4% on QoQ basis

#### ▪ **Consolidated Total Gross Revenues**

- ▲ ₹ 10,608 mn in Q3 '24 vs ₹ 10,493 mn in Q2 '24, a growth of 1.1% on QoQ basis

#### ▪ **Consolidated EBDAT**

- ▲ ₹ 3,641 mn in Q3 '24 vs ₹ 4,185 mn in Q2 '24, a decline of 13.0% on QoQ basis
- ▲ EBDAT Margin (as % of Net Income) stood at 44.0% in Q3 '24

#### ▪ **Consolidated Profit After Tax From Continuing Operations**

- ▲ ₹ 2,603 mn in Q3 '24 vs ₹ 3,045 mn in Q2 '24, a decline of 14.5% on QoQ basis

#### ▪ **Dividend**

- ▲ The Board of Directors has recommended a dividend of ₹ 12.7 per equity share of ₹ 10/- each, as an interim, equivalent to 41% of consolidated profit after tax for the quarter

# Angel One Limited

## About Angel One Ltd.

Angel One Limited, (NSE: ANGELONE, BSE: 543235) is the largest listed retail stock broking house in India, in terms of active clients on NSE. Angel One is a technology-led financial services company providing broking and advisory services, margin funding and distribution of third-party financial products to its clients. The broking and allied services are offered through online and digital platforms to clients acquired directly and through assisted business.

Angel One Limited extensively uses Artificial Intelligence, Machine Learning and Data Science to create a superior digital experience. The company has built a host of digital properties like Angel One Mobile App, 'ARQ Prime' a rule-based recommendation engine, 'SmartAPI' a free-to-integrate API platform, 'Smart Money' an investor education platform, 'SmartStore' a marketplace for fintech products, learning platform and social forums for over 19 million clients.

**For further information, please contact**

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### Company:

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#### **Angel One Limited**

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