

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

Department of Corporate Service
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001.
Scrip Code: 543235

Dear Sirs/ Ma'am,

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

Request you to kindly take the same on record.

Thanking you,

For Angel One Limited

NAHEED Digitally signed
by NAHEED
REHAN REHAN PATEL
PATEL Date: 2026.10.15
17:02:25 +05'30'

Naheed Patel
Company Secretary and Compliance Officer
ACS: 22506

Date: October 15, 2026

Place: Mumbai

Encl: As above



Corporate & Regd Office:
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T: (022) 4000 3600
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Angel One 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.

One Platform For Every Financial Journey Of India

From a first investment to a family's wealth — one ecosystem for every stage of life

40.0 Mn

users

1.5 Mn

gross acquisitions

₹ 1.7 Trn

assets under custody

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CHAPTER 1

A generational opportunity

A billion-person economy becoming digital — under-penetrated in finance and compounding for decades



» A billion people market, sustained runway of growth

INDIA POPULATION FUNNEL · HIGHLY UNDERPENETRATED

~1.5 Bn **Total population · median age ~29 yrs**

~1.0 Bn **Working-age population**

>135 Mn **Unique demat accounts on NSE (Aug'26)**

>46 Mn **NSE active clients (Sep'26)**

3.2% equity penetration of total population · Structural multi-decadal compounding opportunity

RISING INCOME → RISING SAVINGS → RISING INVESTMENTS

EQUITY + MF SHARE OF HOUSEHOLD GROSS FINANCIAL ASSETS (FY26)
Flows of Equity + MF **13.2%**

WITHIN HOUSEHOLD SAVINGS (FY25)
Financial Savings Rate **11.8%**
(% of GNDI)

INDIA'S GDP – DOUBLED IN LAST 10 YEARS
Economic Engine **~US\$ 4.5 Trn**

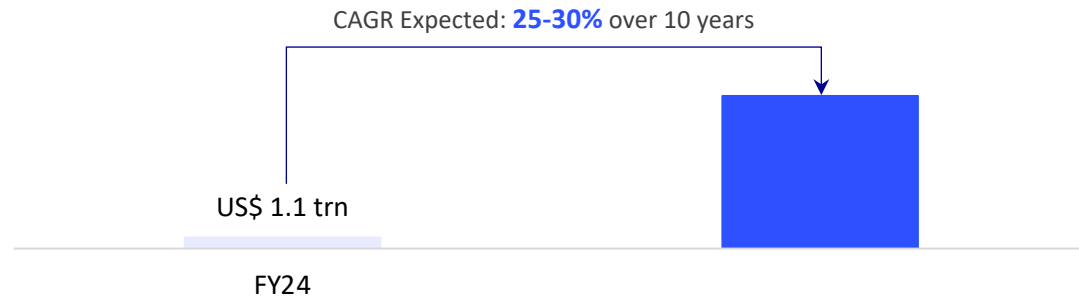
DIGITAL INFRASTRUCTURE ENABLING THE SHIFT

Smartphone penetration **Rural 76% Urban 86%**
2025 (for 15+ years of age)

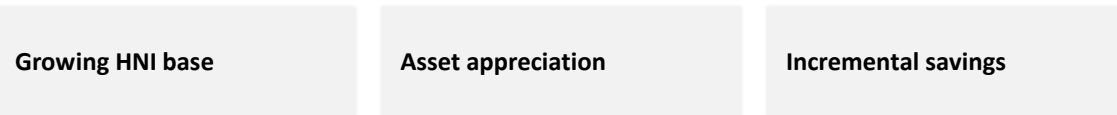
Cost of data, per GB **↓ 97%**
₹ 308 (Mar'14) → ₹ 8 (Mar'26)

Internet connections **↑ 4.3x**
252 Mn (Mar'14) → 1,093 Mn (Mar'26)

INDIA'S WEALTH MANAGEMENT INDUSTRY



TRIPLE MULTIPLIER GROWTH DRIVERS

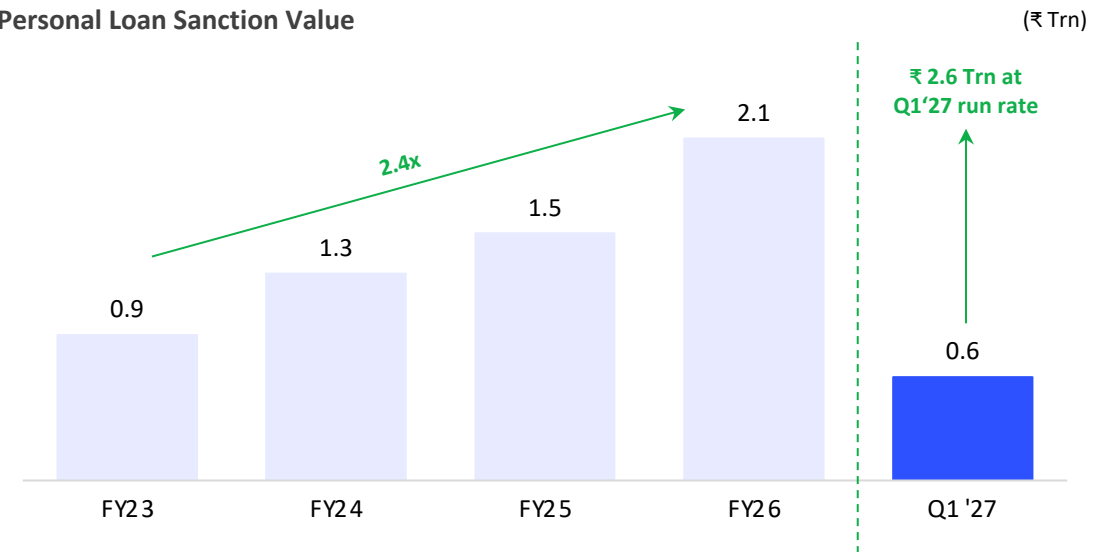


STRATEGIC SUCCESS DRIVERS

- Portfolio approach
- Tech enabled delivery – Scalable, Low-cost model
- Broaden access to professional, institutional-level advice

DIGITAL NBFCs ENABLING CREDIT ACCESS

Personal Loan Sanction Value



ADOPTION - LED BY YOUNGER & BEYOND METRO BORROWERS

58%

Q1'27 sanction value <35 years

68%

Q1'27 share from Tier 2 and beyond

CHAPTER 2

One ecosystem, every journey

Win the user once, then serve every financial need across their lifetime, leveraging technology



» Angel One platform's engagement flywheel

One user · Many financial journeys · Compounding lifetime value



The platform moat

-  **User scale**
Large, fast-growing base = distribution advantage
-  **High engagement**
Multiple touchpoints create more interactions
-  **Data advantage**
Every trade, SIP, login & transaction sharpens insight
-  **Built-in intelligence**
AI lifts engagement, servicing & retention
-  **Multi-product depth**
Enabling cross sell across the entire lifecycle of the user

🔄 Higher engagement → richer data → smarter AI → more profitable monetisation
Revenue compounds from deeper relationships, not just new users.

40.0 Mn

users on the platform

₹ 1.7 Trn

users assets held on the platform

3.7 Mn

MF ever users, of which >39% were activated by MF

High

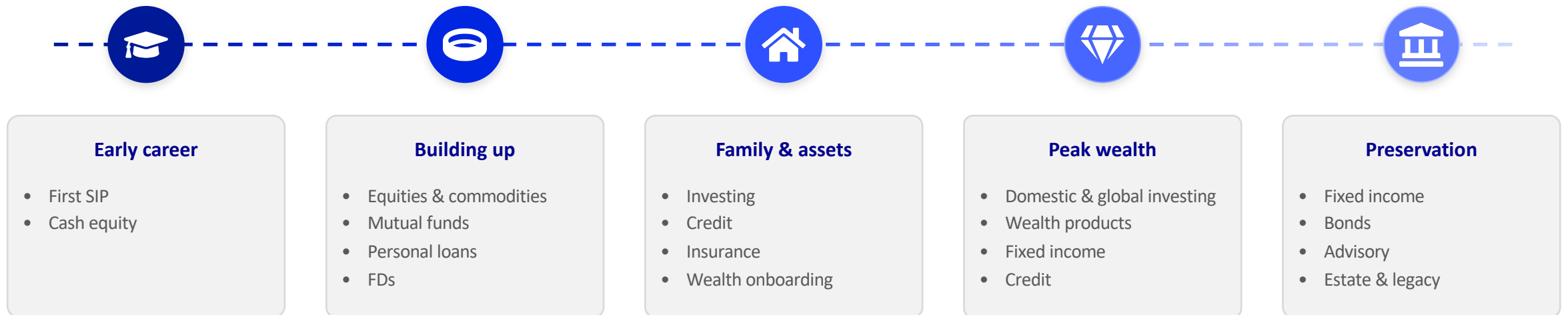
operating leverage from second year

Compounding

LTV for every cohort over time

As user's life evolves, their financial needs diversify — Angel One has the right offering for every stage

Illustrative product engagement across various stages of life



CONSISTENT MONETISATION

Each life stage unlocks a new product — and a new revenue stream — at near-zero incremental acquisition cost

» Several monetisation layers · Expanding LTV

Architected around users needs

(Q2 '27)

+Trade

BROKING

Equity Cash, Equity Derivatives
& Commodities

19.7%

Overall retail equity turnover
market share

+Invest

MUTUAL FUNDS

Personalised investing & SIP
journeys for the long-term
saver

3.7 Mn

MF ever users · #2 in
incremental SIPs

+Wealth

WEALTH MANAGEMENT

Wealth platform for UHNI, HNI
& Affluent - PMS, GIFT City,
advisory

₹160.0Bn

Wealth AUM · +19% YoY

+Save

AMC

Asset management products
for simplified access to
investments

11

Schemes

+Borrow

CREDIT

Client Funding · Data-led, pre-
approved lending via 7
partners

₹82+ Bn | **~₹7 Bn**

Period ending
client funding
book

Credit
distributed

+Protect

INSURANCE

JV with LivWell Holdings - tech-
led, curated life insurance
products, while also
distributing insurance products
for other manufacturers

2026

JV announced

ONE IDENTITY · ONE WALLET · MULTIPLE OPPORTUNITIES

Leveraging data & AI to expand LTV - embed intelligence in every product journey - drive retention via ecosystem lock-in

Evolving to serve India's financial needs



MAXIMISING LIFETIME RELATIONSHIP

Building an ecosystem to scale financial services

AI across the user & operating stack · Q2 '27



Ask Angel Snapshot *AI-powered Conversational Assistant*

DISCOVERY

~1.3 Mn
Users visited

QUERY MIX

61% guided prompts
39% free flow

USER MIX

63% asked finance related queries
37% asked support related queries

COMPLIANCE-FIRST BY DESIGN

Every use case operates within the applicable regulatory and data-privacy frameworks

Layered platform security · governed data · privacy-first program · audit-ready against SEBI CSCRf and ISO frameworks.

CERTIFIED
ISO/IEC 27001:2022 · ISO 22301:2019

MULTI-LAYERED SECURITY CONTROLS

Data at rest & in motion

End to end encryption across app, web & supporting systems

Session security

Protected information exchange from interception and tampering

Access & authorisation

Strong access controls · need-to-know · regular access reviews

Security testing

Regular vulnerability assessment, security reviews and remediation tracking on app & web platforms

Secure login & 2FA

OTP-based login and two-factor authentication for every session

Layered platform security

Multi-layered controls reduce single safeguard dependency

Monitoring & threat detection

Security monitoring, logging & alerting for early detection and rapid response

DATA SECURITY & PRIVACY

Guarding data at every boundary

Strengthened data security

Tighter controls over information sharing, storage, and access

Enhanced communication safeguards

Guardrails on social media & non-approved comms channels

Advancing privacy governance · DPDPA aligned

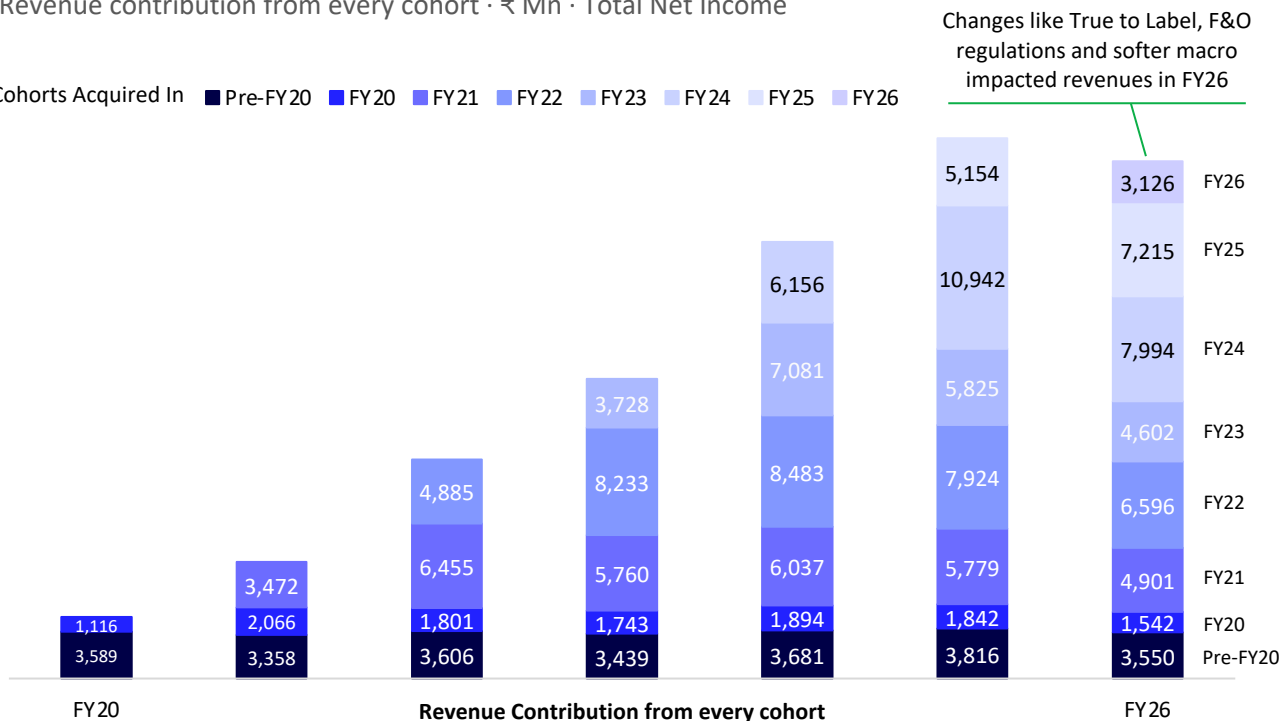
User-data governance evolving with regulation

Users broaden and deepen, as they mature

User's evolution driving consistent revenues

Revenue contribution from every cohort · ₹ Mn · Total Net Income

Cohorts Acquired In ■ Pre-FY20 ■ FY20 ■ FY21 ■ FY22 ■ FY23 ■ FY24 ■ FY25 ■ FY26



Every cohort keeps compounding total net income



CAC is incurred once

Minimal cost to serve from year 2 onward



~90% of new users from Tier 2, 3 & beyond

~45% acquired are under 25 — long runway



Mature cohorts create a consistent and recurring revenue base

Gives ability to reinvest in growth



Greater product adoption lifts LTV

Deeper engagement → higher revenue + high margin potential

THE SIGNATURE OF A WORKING FLYWHEEL

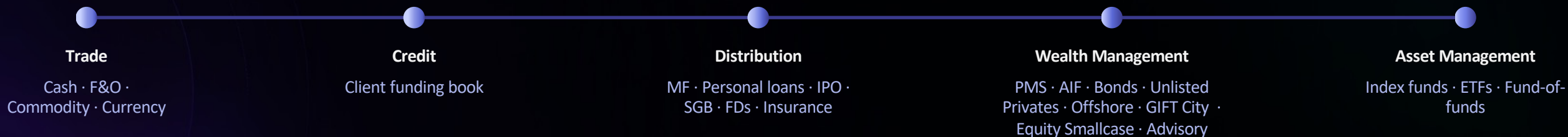
Users keep engaging even long after acquisition is paid for

1) Total Net Income = Total Gross Income – Fees & Commission Exp – Finance Cost
Total Net Income excludes income from AMC and Wealth Management business
Numbers are rounded off to the nearest number / decimal

CHAPTER 3

Many engines, one user

Multi-product engine offers potential revenue scaling from every user



A low-friction, high-frequency product that brings millions onto the platform – the entry point, not the whole story

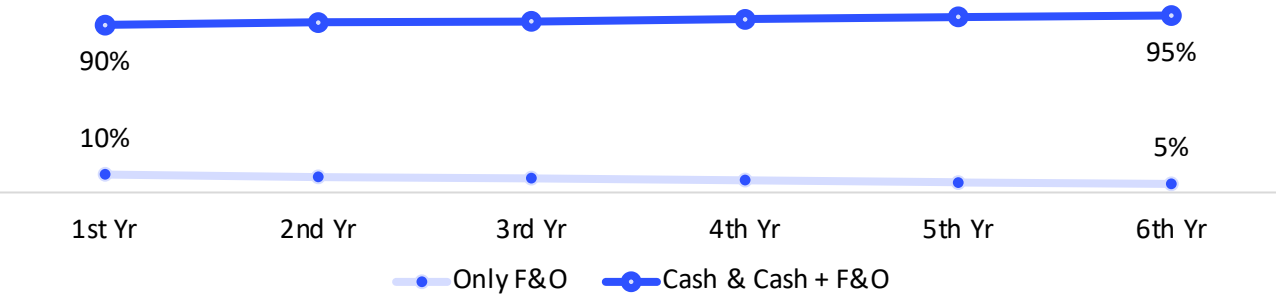
LIFECYCLE STAGE
Start of career

366 Mn
orders in Q2 '27 (-10% QoQ)

19.7%
overall retail equity
turnover market share

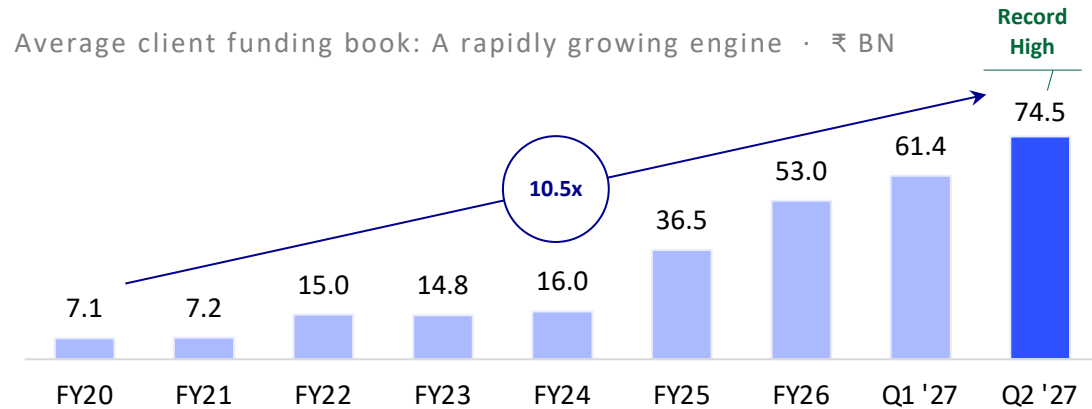
16.6%
demat market share as of
September 2026

Share of cohort doing Cash / Cash + F&O
(Taken for acquisitions from FY21)



- Mass-market reach**
Facilitates deeper penetration in Tier 2, 3 and beyond cities
- Young base**
Creating a longer time association — decades of LTV ahead
- Durable acquisition**
High retention relationships with long-term engagement
- Gateway to the platform**
First product that opens access to MF, credit, wealth & protection
- Builds trust**
Consistently delivering simple, transparent and reliable experiences

Client funding book: A fast-emerging growth opportunity



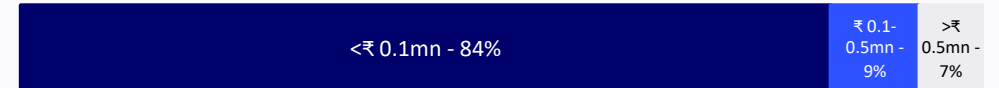
PERIOD ENDING CLIENT FUNDING BOOK

₹ 82.1 Bn

USER TAKING THIS PRODUCT (as on 30th Sep 2026)

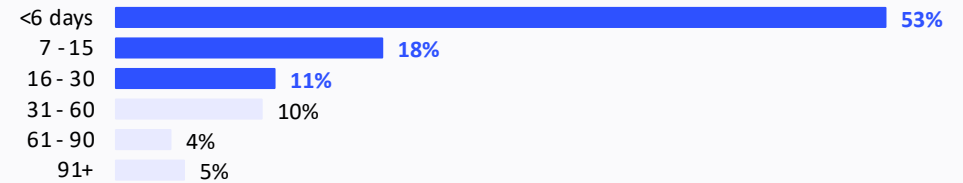
437+ k

BOOK SEGMENTATION - % OF USERS TAKING THIS PRODUCT (As of Sep '26)



84% of users have an exposure of under ₹ 0.1 Mn - indicates granular, mass retail driven book with very low concentration

BOOK AGEING - % OF PERIOD ENDING BOOK



82% of the period ending book is less than 30 days

RISK & QUALITY

Negligible risk

In the client funding book

Secured by demat holdings

Self-collateralized through users' holdings

Robust risk management

Controls delinquencies even as book scales

A high-engagement, recurring product that keeps users invested on the platform

LIFECYCLE STAGE

Across all stages

#2

Position in India's incremental SIPs

~3.7 Mn

of MF ever users

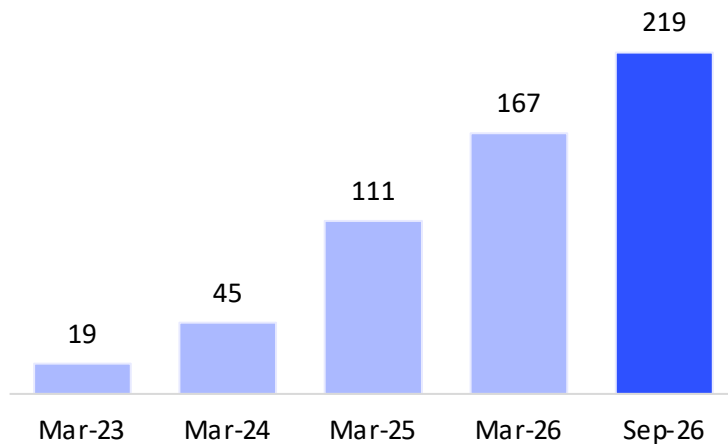
~70%

More than 1 SIP

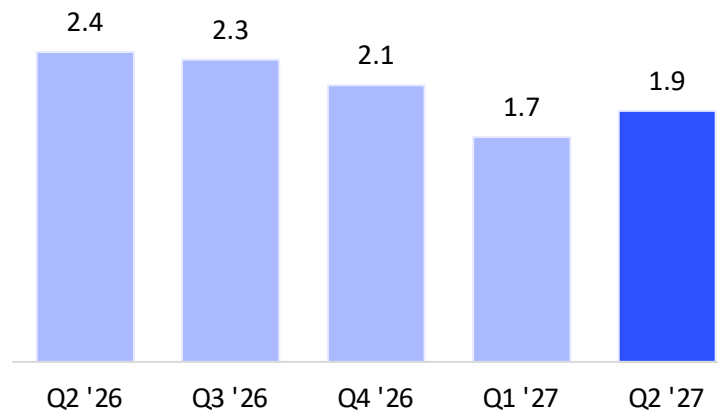
>39%

Of MF ever users were activated by MF

BUILDING SCALE IN MF AUM · ₹ Bn



UNIQUE SIPs REGISTERED · Mn



SIMPLIFYING THE INVESTING JOURNEY

Frictionless Experience

Low ticket entry (₹ 10 daily SIP now live)
Instant SIP setup (~5 seconds)

AI-led Personalisation & Discovery

AI-powered chatbot · Curated fund selection
Personalised nudges

Driving Engagement

Micro-video content · SIP streaks
Indic communication · Portfolio rebalancing tools

» Credit distribution: A large untapped layer

An embedded credit layer that deepens customer relationships—expanding monetization beyond investing

LIFECYCLE STAGE

Establishing

MARKET OPPORTUNITY · WITHIN OUR USER POOL

Large, underserved pool · low penetration of digital players

>₹ 1,000 Bn (FY26)
Loans taken by our users from the market

- Monetisation at attractive take rates
- Seamless discovery and fulfillment experience
- Early in a large structural growth opportunity
- Trusted ecosystem of leading lenders, delivering broad credit access

40.0 Mn

Angel One user base

179+ k

Ever taken credit user count
(as of 30th September 2026)

BROADENING CREDIT
OPPORTUNITY

Secured Loans (Beta)
Loan Against Securities

Upgraded PD model
Driving credit adoption

PLATFORM MOAT

Multiple lenders: deep API integration
for better control over user experience

AI-driven scoring: propensity · PD ·
lender approval score

Proprietary data: rich first-behavioural
data & engagement signals

Instant & frictionless: pre-approved
offer, zero-friction

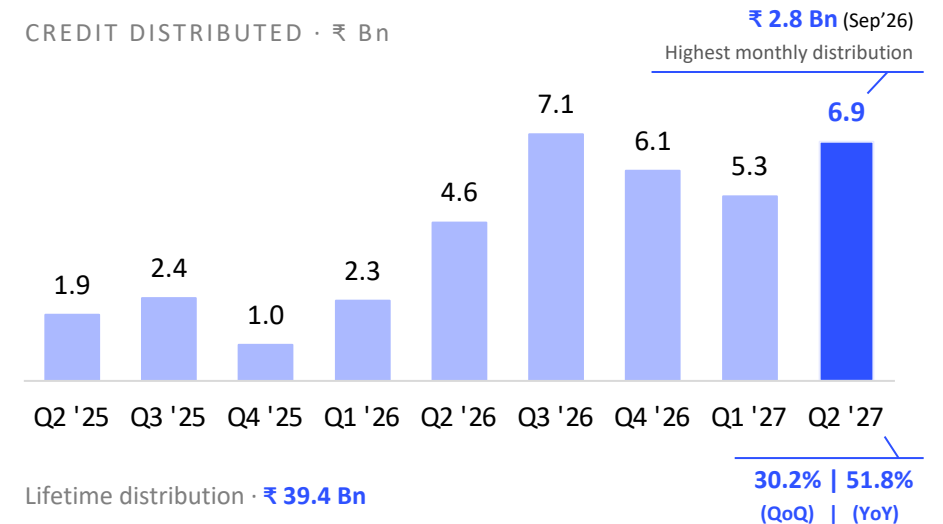
PARTNERSHIPS

7

Live API integrations with leading
lenders

Credit Saison · Aditya Birla Capital
· SMFG India · IDFC First ·
Poonawala Fincorp · Finnacle ·
Fibe

CREDIT DISTRIBUTED · ₹ Bn



Ionic Wealth: Building scale through domain expertise & tech

LIFECYCLE STAGE

Accumulating

TOTAL AUM

₹ 160.0 Bn

(+19.1% QoQ)

~86% ARR AUM

₹ 158.8 Bn
Active assets

₹ 1.3 Bn
Custody Assets

2,975+
Clients · Omnichannel
(RM + Digital)

275
Team (Sales 118)

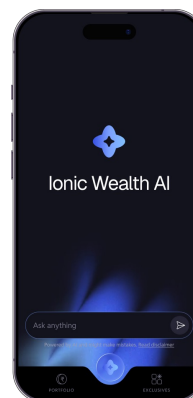
IONIC ASSET
BY ANGEL ONE

₹ 17.6 Bn
AUM (+19.1% QoQ)

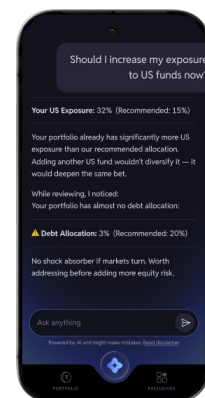
Early bet on GIFT City Fund and multi asset discretionary solution seeing success

Ionic Wealth AI for clients · Wealth intelligence at your convenience

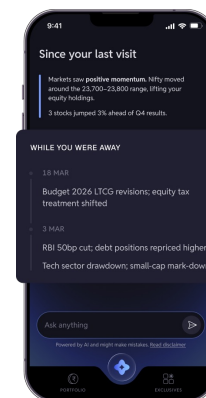
An agent that understands your wealth



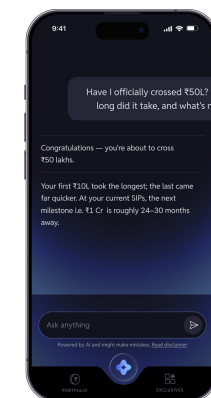
It doesn't just agree with you



Pick up exactly where you left off



Thinks with you, for you



RM Productivity

Awareness driving adoption

Improved engagement

Answers client queries in the context of their wealth, understands their financial journey and combines it with Ionic's investment expertise

UHNI

₹ 102.6 Bn AUM (+17.5% QoQ)

Deepening long-term client relationships through bespoke solutions

WEALTH TECH

83 RMs **2,448 Clients**

An omnichannel model that combines technology and personalised advice

- **Fractionalizing access:** For clients to invest in India or Globally
- **Regulatory tailwind:** PMS guidelines lower entry barriers & expand wealth-tech's addressable market

Asset Management – Building a presence in India’s growing long-term investment ecosystem

LIFECYCLE STAGE
Across all stages

₹ 5.7 Bn

AUM as on 30th September 2026

259+ k

of folios

17.8 k

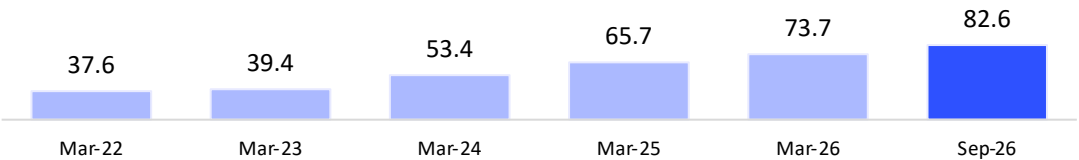
Pincodes

11

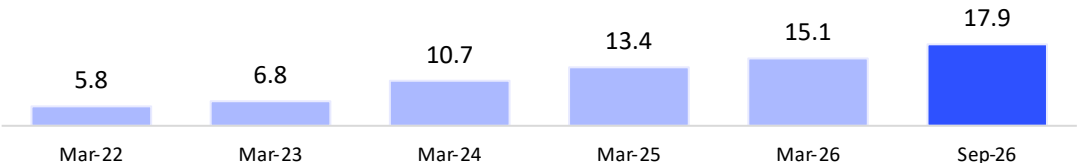
of schemes

INDIA MUTUAL FUND: GROWTH & COMPOSITION

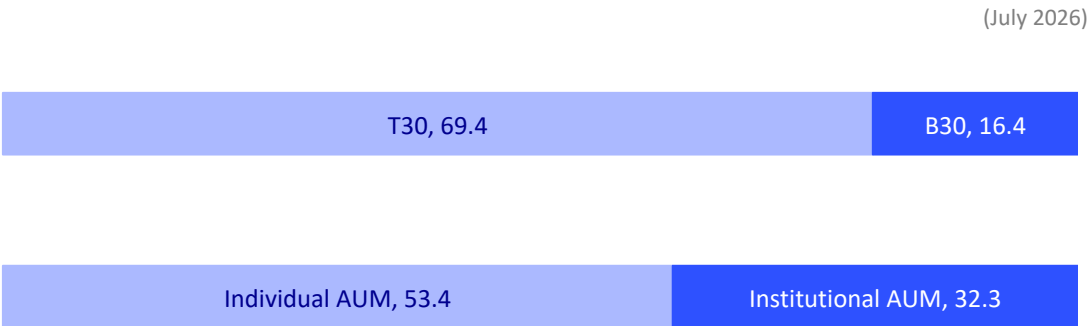
AUM · ₹ Trn



SIP AUM · ₹ Trn



REGIONAL & INVESTOR MIX · ₹ Trn



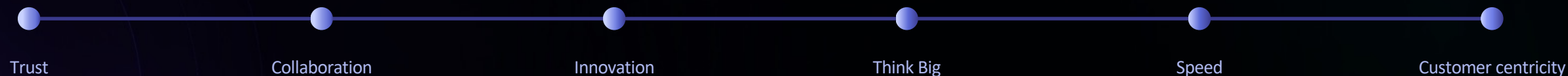
A LONG-TERM EXTENSION OF OUR INVESTMENT ECOSYSTEM

Expanding investment choice · Enabling long-term savings · Building enduring user relationships

CHAPTER 4

The people behind the platform

A seasoned leadership team, a deep talent bench and a culture built to scale responsibly



BOARD OF DIRECTORS



Dinesh Thakkar

Chairman and Managing Director



Mala Tadarwal

Independent Director



Muralidharan Ramachandran

Independent Director



Krishnaswamy Sridhar

Independent Director



Kalyan Prasath

Independent Director



N T Arunkumar

Independent Director



Krishna Iyer

Non-Executive Director



Ambarish Kenghe

Whole-time Director



Amit Majumdar

Whole-time Director

ARCHITECTS OF GROWTH



Dinesh Thakkar

Managing Director



Ambarish Kenghe

Group Chief Executive Officer



Vineet Agrawal

Group Chief Financial Officer



Amit Majumdar

Group Chief Strategy Officer



Ajit Narayanan

Chief Technology Officer



Anand Agrawal

Head of Product



Rohit Chatter

Chief AI Officer



Arief Mohamad

Chief Business Officer – Direct Business



Nishant Jain

Chief Business Officer – Assisted Business



Saurabh Agarwal

Chief Business Officer – New Business



Sridhar Govardhan

Group Chief Information Security Officer



Manmohan Singh

Group Chief Risk Officer



Subhash Menon

Group Chief Human Resources Officer



Ajit Sinha

General Counsel



Manoj Agarwal

Group Chief Compliance Officer



Bhavin Parekh

Chief Product Operations Officer



Srikanth Subramanian

Co-founder & Chief Executive Officer – Ionic Wealth



Shobhit Mathur

Co-founder – Ionic Wealth



Dharmendra Jain

Co-founder – Ionic Wealth



Murali

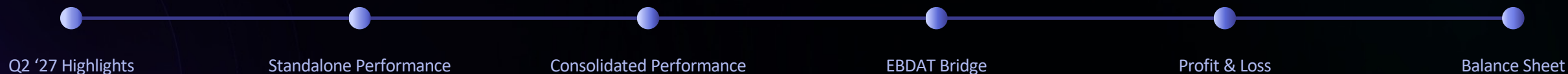
Ramasubramanian

Interim Chief Executive Officer – AMC

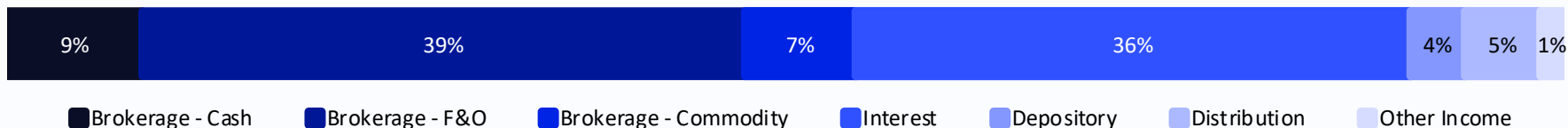
CHAPTER 5

Q2 '27 performance

Monetising every opportunity, profitably through cycles



TOTAL GROSS INCOME SPLIT · ₹ 14.3 Bn (-0.2% QoQ / +18.9% YoY)



EBDAT

₹ 4.9 Bn
(+37.1% QoQ)
(+52.0% YoY)

PAT

₹ 3.3 Bn
(+44.8% QoQ)
(+58.2% YoY)

BROKING

366 Mn

Number of Orders
(-9.8% QoQ)

19.7%

Overall Retail Equity T/o Market
Share* (-51 bps QoQ)

₹ 1.4 Trn

Equity AUC
(-4.1% QoQ)

CREDIT

₹ 74.5 Bn

Avg. client funding book
(+21.4% QoQ)

437+ k

of users

₹ 82.1 Bn

Period ending client funding book
(+14.8% QoQ)

DISTRIBUTION

₹ 6.9 Bn

Credit distributed
(+30.2% QoQ)

179+ k

of credit user ever

1.9 Mn

Unique SIPs Registered
(+11.8% QoQ)

WEALTH MANAGEMENT

₹ 160.0 Bn

AUM
(+19.1% QoQ)

2,975+

of clients

₹ 39.9 Bn

Wealth Tech AUM

ASSET MANAGEMENT

₹ 5.7 Bn

AUM
(-8.7% QoQ)

259+ k

Folios

17.8k

Pincodes

*Market share in Overall Retail Equity Turnover is based on retail turnover in cash segment, notional turnover in equity futures and premium turnover in equity options segment

AUM of Asset Management is as on 30th September 2026

Equity AUC is as on 30th September 2026

Numbers are rounded off to the nearest number / decimal

Financials for consolidated entity

Total Net Income = Total Gross Income – Fees & Commission Exp – Finance Cost

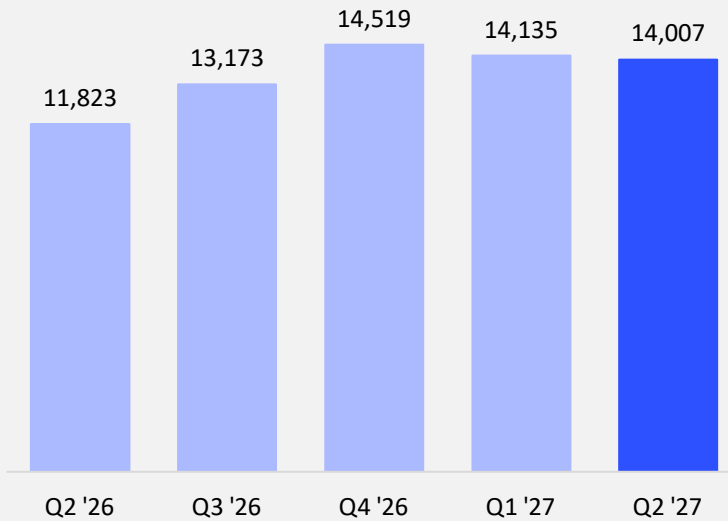
EBDAT = Total Net Income - Emp. Cost - Other Opex

EBDAT = Earnings Before Depreciation, Amortisation and Tax

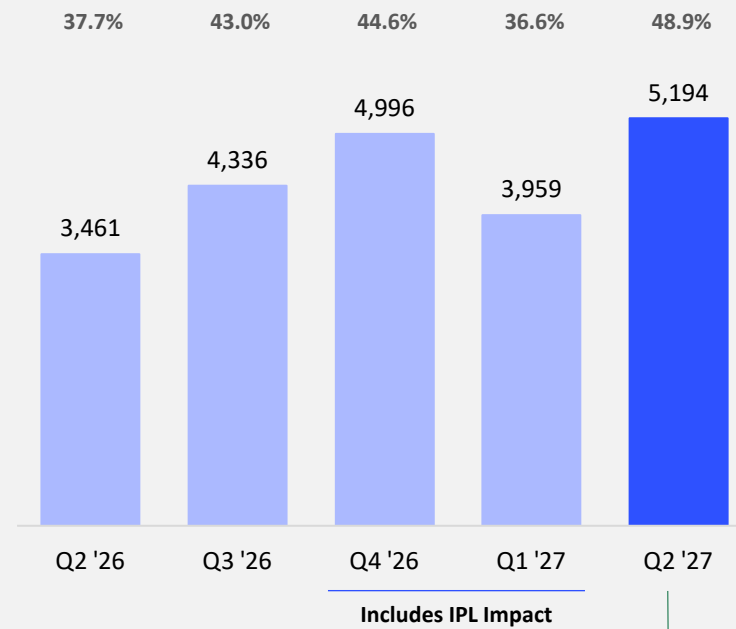
▶ Performance of broking & distribution (MF + credit) businesses

(Standalone Financials)

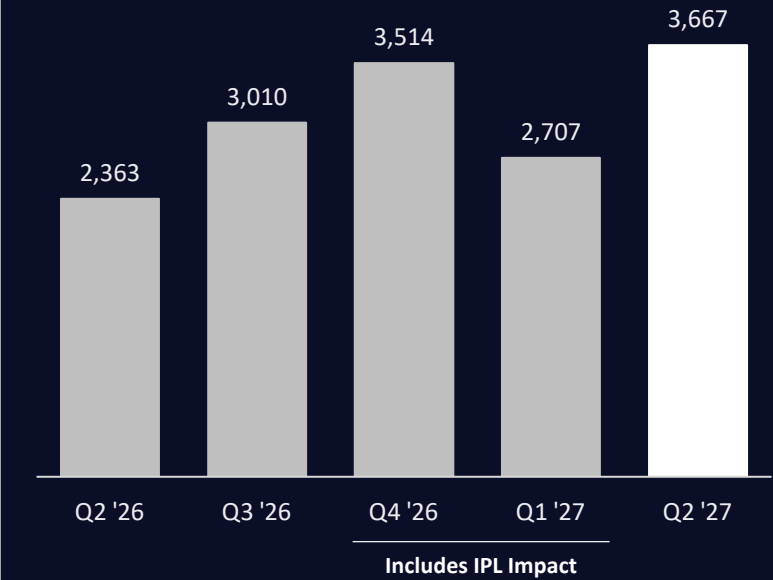
TOTAL GROSS REVENUES · ₹ Mn · **+18.5% YoY**



EBDAT · ₹ Mn · MARGIN % · **+50.1% YoY**



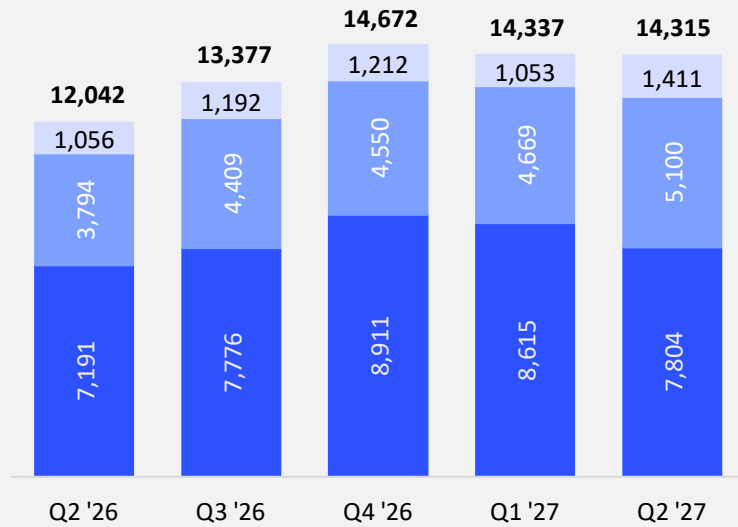
PROFIT AFTER TAX · ₹ Mn · **+55.2% YoY**



Strong performance, beyond the guided range of 40-45% despite headwinds

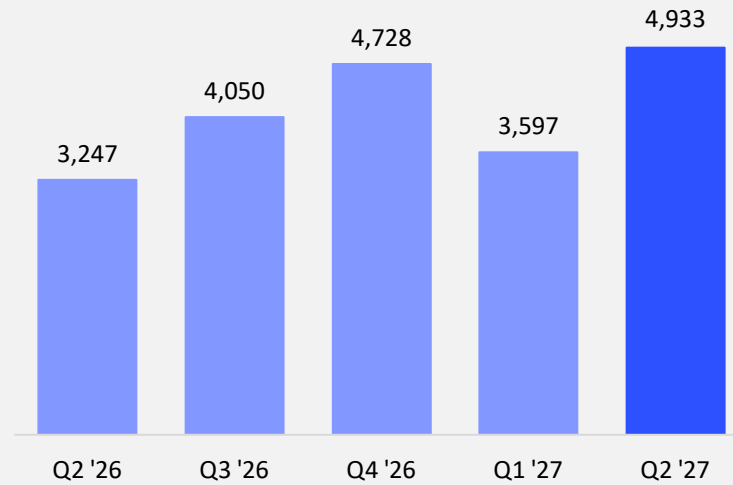
CONSOLIDATED GROSS REVENUES · ₹ Mn · +18.9% YoY

Gross Broking Interest Income Other



CONSOLIDATED EBDAT · ₹ Mn · MARGIN % · +52.0% YoY

34.5% 39.4% 41.7% 32.7% 45.1%

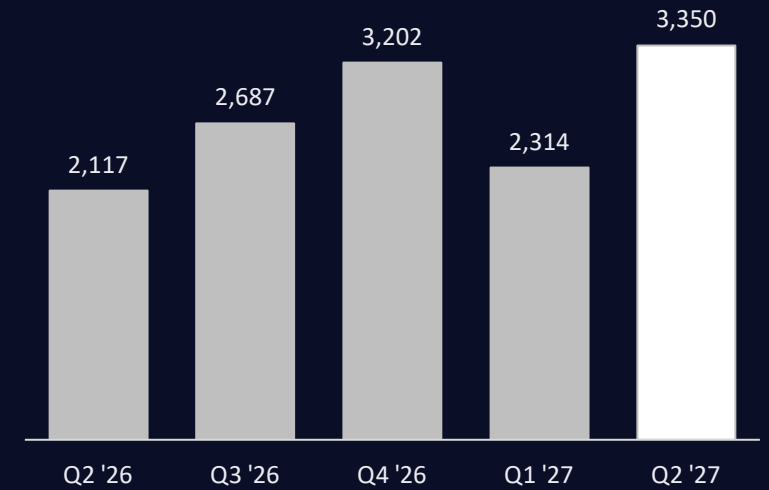


Includes IPL Impact

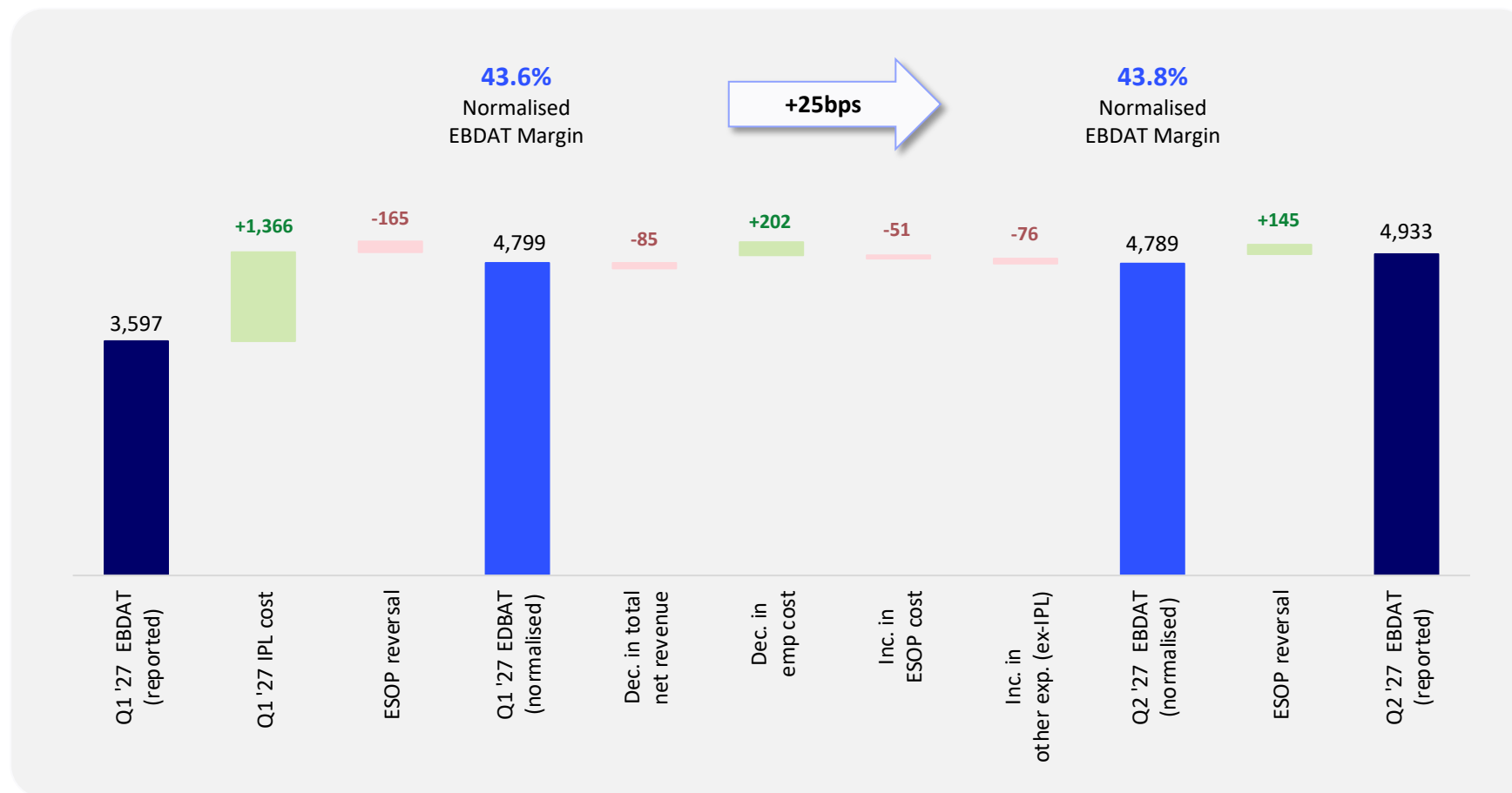
Standalone EBDAT Margin

37.7% 43.0% 44.6% 36.6% 48.9%

CONSOLIDATED PAT · ₹ Mn · +58.2% YoY



Includes IPL Impact



Q2 '27 Reported EBDAT movement:

- Decrease in revenues as user activity moderated owing to subdued market activity, partly offset by improving client funding book and distribution income
- Lower employee cost on account of headcount optimisation
- Higher ESOP expense, net of reversals, on account of issuance of fresh grants during Q2 '27
- Increase in opex (ex-IPL) driven by higher client acquisitions during the quarter

Q2 '27 Normalised EBDAT:

- Q2 '27 normalised EBDAT stable at ₹ 4.8 bn

Consolidated profit & loss statement

Particulars (₹ Mn)	Q2 FY27	Q1 FY27	Q2 FY26	FY26	FY25
# of Trading Days	65	60	64	246	247
(a) Interest Income	5,100	4,669	3,794	16,317	13,410
(b) Fees and commission income	9,095	9,575	8,167	34,842	38,739
(c) Net gain on fair value changes	74	53	57	207	235
Total Revenue from operations (I)	14,270	14,297	12,018	51,366	52,384
(d) Other Income (II)	46	40	24	156	93
Total Income (I+II=III)	14,315	14,337	12,042	51,522	52,477
<i>YoY Growth (%)</i>	<i>18.9%</i>	<i>25.4%</i>	<i>-20.6%</i>	<i>-1.8%</i>	<i>22.6%</i>
Expenses					
(a) Finance costs	1,475	1,292	932	4,367	2,948
(b) Fees and commission expense	1,911	2,031	1,700	7,202	8,246
(c) Impairment on financial instruments	-2	6	-8	31	25
(d) Employee benefits expenses	2,095	2,297	2,275	8,839	7,496
(e) Expense on Employee Stock Option Scheme	460	389	470	1,832	1,056
(f) Depreciation, amortization and impairment	348	351	307	1,250	1,034
(g) Other expenses	3,443	4,726	3,427	15,282	15,752
Total Expenses (IV)	9,730	11,090	9,102	38,803	36,557
Share of profit /(loss) of associate company (V)	-0	-0	0	-1	0
Profit before tax (III-IV+V=VI)	4,585	3,247	2,940	12,718	15,920
Total Income tax expense (VII)	1,235	933	823	3,579	4,199
Profit for the period / year (VI-VII=VIII)	3,350	2,314	2,117	9,138	11,721
<i>YoY Growth (%)</i>	<i>58.2%</i>	<i>102.1%</i>	<i>-50.0%</i>	<i>-22.0%</i>	<i>4.2%</i>
Tax For Previous Years (IX)	0	-0	-0	-13	-0
Profit for the period / year (VIII-IX=X)	3,350	2,314	2,117	9,151	11,721
<i>YoY Growth (%)</i>	<i>58.2%</i>	<i>102.1%</i>	<i>-50.0%</i>	<i>-21.9%</i>	<i>4.1%</i>

Summary of consolidated balance sheet

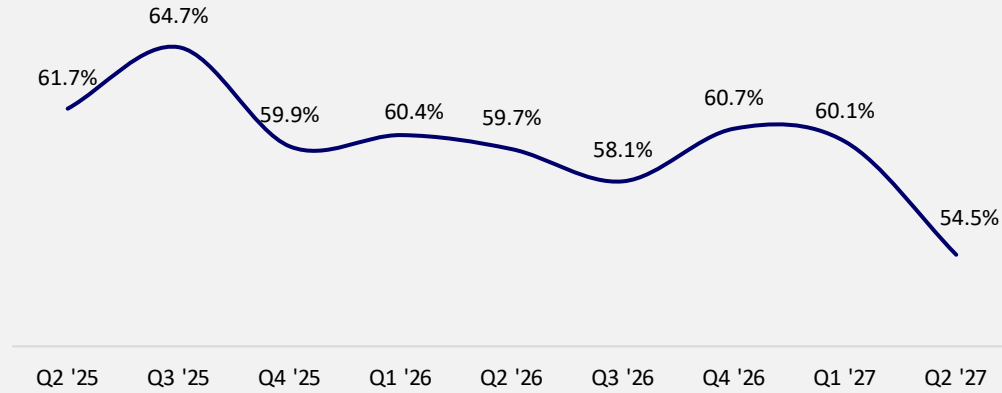
Particulars (₹ Mn)	Sep '26	Mar '26
Financial Assets		
(a) Cash, cash equivalents and Bank Balance	1,30,805	1,65,605
(b) Other Trade Receivables	1,200	1,131
(c) Client Funding Book	82,118	54,494
(d) Investments	5,607	2,574
(e) Other financial assets	990	8,198
Non-financial Assets		
(a) Fixed Assets	4,950	5,146
(b) Current and Deferred Tax Assets (Net)	89	73
(c) Other non-financial assets	1,009	1,817
Total Assets	2,26,771	2,39,038
LIABILITIES		
Financial Liabilities		
(a) Trade Payables	78,101	91,703
(b) Borrowings	75,549	78,791
(c) Lease Liabilities	776	723
(d) Other financial liabilities	3,174	5,009
Non-Financial Liabilities		
(a) Current & Deferred tax liabilities (Net)	743	370
(b) Provisions	576	512
(c) Other non-financial liabilities	727	441
Networth	67,124	61,489
Total Liabilities and Equity	2,26,771	2,39,038

TTM EPS: ₹ 12.7

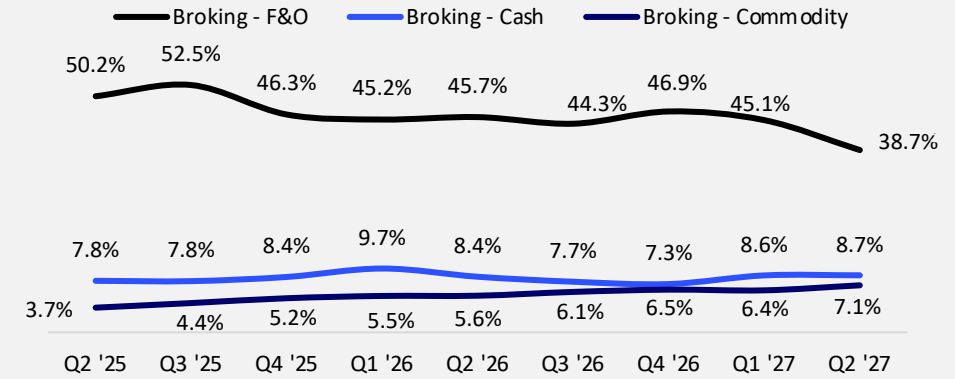
Book Value: ₹ 73.4 as on September 30, 2026

(1) Other trade receivables includes only non-interest bearing receivables (2) Client funding book includes period ending trade receivables (net of non-interest bearing receivables) and loans for margin trading facility (3) Fixed assets include investment property, property, plant & equipment, capital work in progress, intangible assets under development, intangible assets and right to use assets (4) Networth includes equity share capital, other equity and Non controlling interest (5) TTM EPS is calculated as Profit After Tax for the period / weighted average number of equity shares for the TTM period (6) Book value is calculated as period ending networth / period ending number of equity shares (6) Numbers are rounded off to the nearest number / decimal

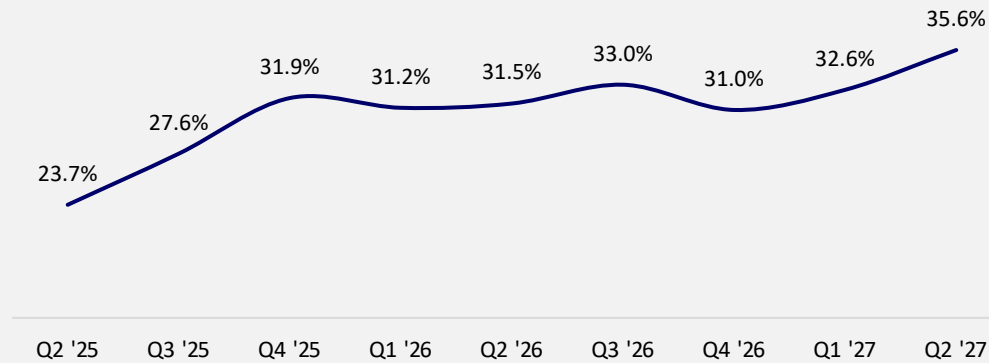
Gross broking contributes ~55% in total gross revenues · %



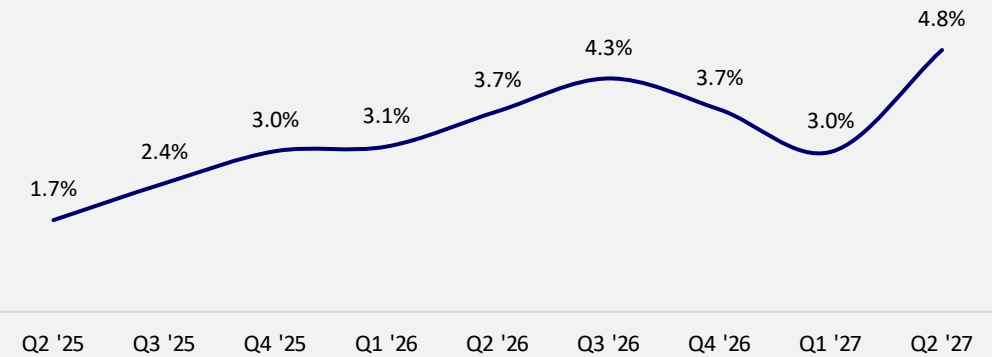
Composition of broking revenue in total gross revenues · %



Contribution of interest income to total gross revenues · %



Share of distribution revenue in total gross revenues · %



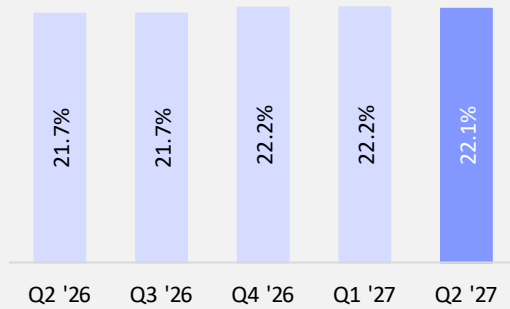
CHAPTER 6

Annexure

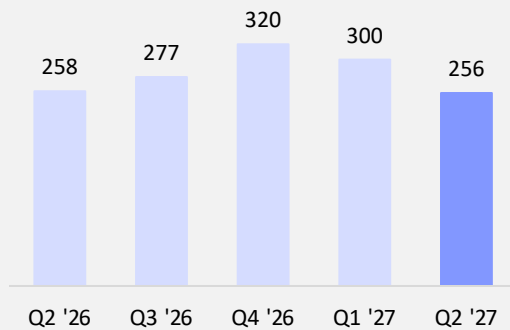


F&O

Retail turnover market share · %

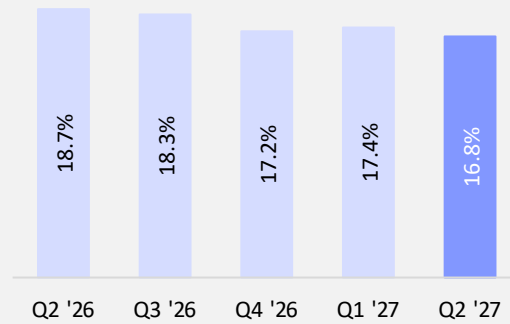


Orders · Mn

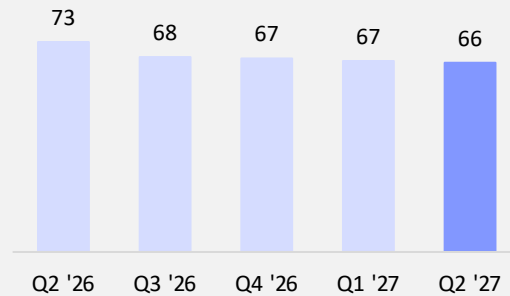


CASH

Retail turnover market share · %

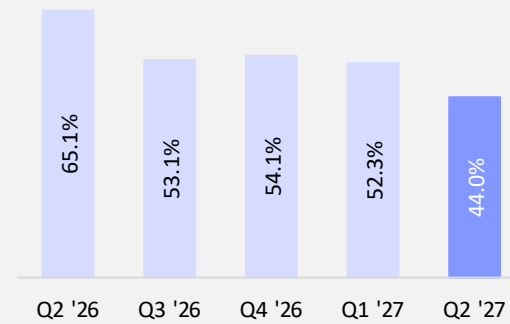


Orders · Mn

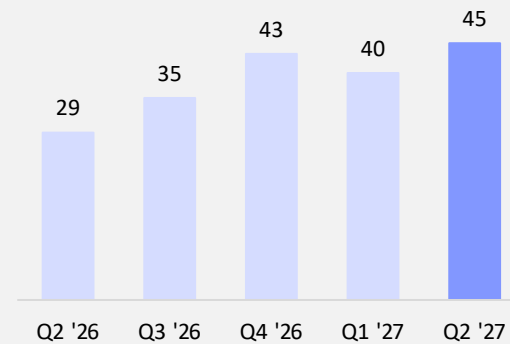


COMMODITY

Retail turnover market share · %

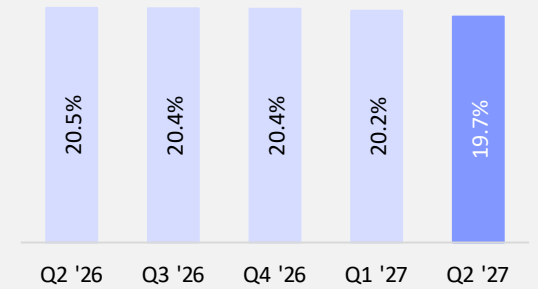


Orders · Mn

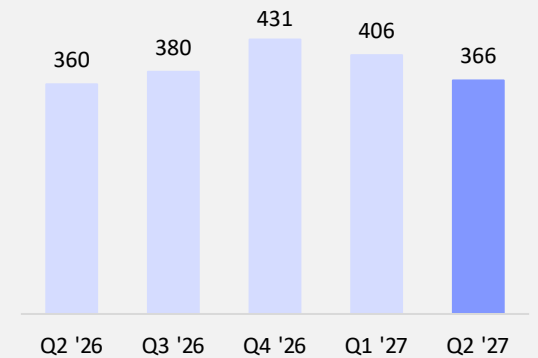


OVERALL

Retail equity turnover market share · %



Orders · Mn



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COMPANY

Angel One Ltd.

CIN – L67120MH1996PLC101709

Mr. Hitul Gutka – Head IR
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