



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: ANGELONE

Scrip Code: 543235

Dear Sir/Madam,

Subject: Transcript of 27th Annual General Meeting of Angel One Limited

Please find enclosed transcript of the 27th Annual General Meeting (“AGM”) of the Company held on Friday, June 23, 2023 at 10.30 a.m. IST.

Further, the video recording of the AGM is available on the Company’s website www.angelone.in/investor-relations/company-stock-exchange-announcements

This is for your information and records.

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

**Naheed Patel
Company Secretary and Compliance Officer**

**Date: June 26, 2023
Place: Mumbai
Encl: As above**



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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.



ANGEL ONE LIMITED
TRANSCRIPT OF THE 27th ANNUAL GENERAL MEETING OF ANGEL ONE LIMITED
HELD AT 10:30 A.M. ON FRIDAY, JUNE 23, 2023 THROUGH VIDEO
CONFERENCING

– **Mr. Dinesh Thakkar – Chairman & Managing Director, Angel One:**

– Good morning, members. I would like to extend a warm welcome to all of you joining us for our 27th Annual General Meeting. The Company Secretary informs that the requisite quorum for the meeting is present, I now call the meeting to order.

– In compliance with the circulars and directions issued by MCA and SEBI the company has convened this 27th Annual General Meeting through a video conference. The company has taken the requisite steps to ensure that the members are able to participate seamlessly in this meeting by availing itself of the services of NSDL. This has helped us to conduct the meeting through video conferencing and enabled active participation of members at this AGM and for remote e-voting and e-voting during the meeting. This meeting is also being live streamed on NSDL website and YouTube channel. Technology has provided all of us with a bridge to connect with each other as and when we so desire. To ensure wider participation from our shareholder family from different locations in India and abroad, we are conducting our third Annual General Meeting post listing virtually.

– Let me now introduce you to the board members and our company's key managerial personnel.

– Mr. Muralidharan Ramachandran – Lead Independent Director and Chairman of Risk Management Committee and ESG Committee. He is also a member of Audit Committee and the NRC. He is attending this meeting from Washington DC.

– **Mr. Muralidharan Ramachandran – Independent Director & Chairman of Risk Management Committee and ESG Committee, Angel One:**

– Hi, everybody.

– **Mr. Dinesh Thakkar – Chairman & Managing Director, Angel One:**

– Ms. Mala Todarwal – Independent Director and Chairperson of the Audit Committee and the Stakeholder Relationship Committee. She is also a member of NRC. She has joined the meeting from Mumbai.

– **Ms. Mala Todarwal – Independent Director and Chairperson of the Audit Committee and Stakeholder Relationship Committee, Angel One:**

– Hello.



- **Mr. Dinesh Thakkar – Chairman & Managing Director, Angel One:**
- Mr. A.K. Sridhar, Independent Director and Chairperson of NRC. He is also a member of the Audit Committee and the Risk Management Committee. He is attending this meeting from Mumbai.
- **Mr. A.K. Sridhar - Independent Director and Chairperson of NRC, Angel One:**
- Hello, good morning, everyone.
- **Mr. Dinesh Thakkar – Chairman & Managing Director, Angel One:**
- Mr. Kalyan Prasath, Independent Director. He is a member of Risk Management Committee and the CSR Committee and the Stakeholder Relationship Committee. He is attending this meeting from Madurai.
- **Mr. Kalyan Prasath - Independent Director, Angel One:**
- Good morning, everybody.
- **Mr. Dinesh Thakkar – Chairman & Managing Director, Angel One:**
- Mr. Krishna Iyer, Non-Executive Director. He is a member of the CSR Committee and the ESG Committee. He is attending this meeting from Pune.
- **Mr. Krishna Iyer – Non-Executive Director, Angel One:**
- Hello, everyone.
- **Mr. Dinesh Thakkar – Chairman & Managing Director, Angel One:**
- Mr. Ketan Shah, Whole-time Director joining from Mumbai. He is a member of Risk Management Committee.
- **Mr. Ketan Shah – Whole-time Director, Angel One:**
- Hello, everyone.
- **Mr. Dinesh Thakkar – Chairman & Managing Director, Angel One:**
- Mr. Amit Majumdar, Whole-time Director, joining from Mumbai. He is a member of Stakeholder Relationship Committee.
- **Mr. Amit Majumdar – Whole-time Director, Angel One:**
- Hello, everyone.
- **Mr. Dinesh Thakkar – Chairman & Managing Director, Angel One:**
- Mr. Vineet Agrawal, Chief Financial Officer, joining from Mumbai.



- **Mr. Vineet Agrawal – Chief Financial Officer, Angel One:**
- Hello, everyone.
- **Mr. Dinesh Thakkar – Chairman & Managing Director, Angel One:**
- Ms. Naheed Patel, Company Secretary and Compliance Officer, joining from Mumbai.
- **Ms. Naheed Patel – Company Secretary and Compliance Officer, Angel One:**
- Hello.
- **Mr. Dinesh Thakkar – Chairman & Managing Director, Angel One:**
- Also attending this meeting are:
- Mr. Viren H. Mehta and Mr. Jaikishan Wadhvani, representatives for M/s. S.R. Batliboi & Company, LLP, statutory auditors of the company.
- Mr. Vaibhav Dandawate, representative of M/s. MMJB & Associates, LLP, secretarial auditor of the company.
- Mr. Sanket Shroff and Mr. Punit Rathi, representative for M/s. KPMG Assurance and Consultancy Services, LLP, internal auditors of the company.
- Ms. Ashwini Inamdar representative for M/s. Mehta & Mehta, Practising Company Secretary, who have been appointed as scrutinizer to scrutinize the e-voting.
- Since the notice has already been circulated to members, I take the notice convening the meeting as read.
- Attention of the members is drawn to the fact that the statutory audit report on financials has no observations or qualification and is taken as read.
- Further I would like to draw your attention to the remark of the secretarial auditor in the report for FY22-23 – “kindly be informed that the board has taken note of the remark of secretarial auditor and clarifies as below.”
- 1. The composition of NRC is not in compliance with provision of Regulation 19 of SEBI LODR for the period of 1st April, 2022, to 17th May, 2022. Further the company has affirmed the said regulation is in compliance in the corporate governance report for the respective quarters which was erroneous. However, the composition was duly constituted with effect from 18th May, 2022.
- Our explanation pursuant to the provision of the SEBI LODR 3rd Amendment which came into effect from 1st January, 2022, two-third of the members of the NRC shall be independent directors. As of 1st April, 2022, the NRC of the



company had 5 members of which 3 were independent. The company interpreted that at least 3 members of NRC have to be independent being two third of 5, which arrives at 3.33. However, the stock exchange clarified that the higher number of decimal is to be considered and the number of independent members of NRC

shall be rounded off to 4. In view of the above the company re-constituted the NRC on 18th May, 2022, and made good the compliance with respect to the composition of NRC.

- 2. Second remark - there were some e-form filing pending with respect to allotment of shares and charges with the MCA due to technical issue at the V3 portal.
- Our explanation – “this is a common concern faced by companies, however the company will endure to file the form as soon as issue with MCA is resolved”.
- I extend my best wishes to all of you and hope your loved ones are safe and healthy. I would also like to express my heartfelt gratitude to you all for your continued faith in us which has always encouraged us to move forward and achieve dynamic milestones during our journey.
- India is poised to make a significant leap into a global economic order. The country is on the track to become the third largest economy in the world by 2027, heralding an era of explosive and sustained economic growth for its people. Importantly the trajectory and magnitude of this growth is already bringing in enhanced living standards and improved lifestyle beyond the top 30 cities and other urban centres presenting significant growth potential.
- We are living in an India of tomorrow, a nation that is preparing to reap the benefit of this growth potential which is being driven by a massive tidal wave of digital transformation. The exponential growth of financial literacy as well as ever increasing use of smart phone and internet, Indians are remodelling their saving habits by embracing dynamic new avenues of wealth creation instead of relying solely upon traditional asset classes. India’s digital stack has empowered millions to enter the investing fold giving them an opportunity to capitalize on India’s growth story. The growth in number and the scale of investors has exhilarated the adoption of fintech platform as they offer exceptionally simple onboarding and engagement processes making them easily accessible to almost everyone in the country. Simply put these platforms have democratized the investing ecosystem by empowering millions to ascend the economic pyramid. The growth of this platform also reflects India’s continuously maturing capital market which has witnessed quantum changes over the past 30 years. The biggest change has been the significant expansion in both depth and the size as more retail investors participate and companies approach market to meet their capital requirements. Thanks to technology driven information



revolution, retail investors now have access to a level playing field enabling them to make educated decisions.

- Digitization has fuelled this large scale growth in retail participation and democratization amongst investors. The progressive financialization of household savings is exemplified by the growing base of Demat accounts which stood at around 114 million as of March 2023 leading to an exponential increase in India's market capitalization from Rs. 4.09 trillion in FY97 to over Rs. 256 trillion in FY23 thus making India the 6th largest equity market in the

world. The share of retail investors expanded to 36.5% and 27.7% in the equity cash as well derivative turnover in FY23 from 33 and 23% respectively in FY16.

- This sustained growth has been possible due to a strong regulatory environment commensurate with the complexity of Indian capital markets. I strongly believe that the regulatory framework will keep evolving as the regulatory authorities continue providing stronger guardrails especially for the growing retail investors. Such interventions consolidate the confidence of retail participation thereby aiding the growth of industry. We continue productively to collaborate with regulators in their endeavour to make the capital market resilient and safe for their participants.
- Despite this healthy growth, India remains a largely underpenetrated market with just over 8% of the total population having Demat accounts and over 2% being active on NSE. In terms of market capitalization to GDP India still has a significant room for growth. I strongly believe India is on the track to become one of the largest capital market in the world. We are witnessing transformational changes around technology and innovation which presents us with an opportunity to empower a billion Indians to make informed choices in their wealth creation journey.
- Angel will be a leading player in mobilizing substantial portion of household savings into avenues of wealth creation. Over the past few years Angel One has metamorphosed into a future ready fintech business through a multi-dimensional evolution with an aim to developing a sustainable and profitable digitally powered financial service institute.
- With significant strategic financial operational progress over this period Angel One has demonstrated resilience to weather local and global turbulence and uncertainty. Amongst the signposts of our persistence and superior digital playbook we have achieved an astounding eightfold growth in our client base. Our net revenue has increased fivefold and our profits have soared tenfold over the past 3 years.
- The Indians of today demand a friction less experience in their investment journey. Aligned with this, Angel launched its Super App across all platforms to address the wealth creation aspiration of every Indian. During



the year we successfully migrated and transitioned all our clients to the new app. It will be fair to say this is perhaps this is one of the largest migrations in digital space achieved by any company in India within the shortest possible timeframe. This app will be a prime driver for Angel to become a trusted fintech brand empowering a billion lives by leveraging power of data and technology.

- Angel will reap long term benefit as we deliver on 3 strategic focuses.
 1. Achieving market leadership,
 2. Augmenting AI/ML capabilities,
 3. Increasing customers' life time value.
- Super App is a vehicle through which our strategy will be executed. We have been buoyant by its success as evidenced by strong growth in monthly unique SIPs during the first quarter of its full-fledged roll out. This diversification will further broaden as we offer other financial products to meet the evolving needs of our clients. Through this strategy we are confident of entering into a long-term relationship with our clients thus harnessing the true potential of our Super App.
- During the year we continued to invest and expanding our capabilities and infrastructure, and commissioned a new data centre which will enable us to leverage our new ML based data science programs and serve our client more efficiently. We also invested in strengthening our human capital in the domains of technology, product development, digital revenue, acquisition functions with critical and niche talent coming from leading technology companies. Their hands-on experience in building planet-scale consumer focusing retail products and the solutions will be reflected as our Super App evolves going forward.
- The Angel One team has been further strengthened with the addition of Mr. Amit Majumdar as Executive Director for Strategic Initiatives. It gives me great pleasure to welcome Amit, who has had considerable experience in BFSI, health care and consulting business and has also been associated with Angel One in the past. Amit brings deep rigour and innovation to our business cycle as well as our growth and profitability. He will oversee various strategic initiatives Angel One wishes to explore.
- Regarding our operational and financial performance for FY23, I am delighted to state that Angel continues to create newer benchmarks. During the year we expanded total client base by 49.5% year-on-year to 13.8 million as we onboarded 4.7 million clients making Angel one of the largest retail stock brokers in India. With this we garnered 12% market share in India's Demat Account and 18.4% market share in India's incremental Demat accounts. Our digital engagement capabilities exhibited sustained improvement in our share of active clients on NSE to 13.1%. With nearly 4.3 million clients thus included us among the few players to maintain the consistency of positive trajectory. Scalability is one of the pillars of Angel



One's digital capabilities and this was best illustrated when our client executed an average of Rs. 13.6 trillion in a daily turnover across nearly 926 million orders on our platform. We grew our overall retail equity turnover market share to 21.8% and our commodity turnover accounted for 51.4% of market share during the year. Angel has always focused on unit economics and runs a profitable business. While prioritizing client's interest and enhancing their experience we made remarkable progress in FY23, as we achieved revenue of Rs. 30.2 billion representing a growth of 31.5% over the previous year. Correspondingly, our operating profit grew by 42.9% over the last year to Rs. 12.2 billion further expanding our operating profit margin to 53.3% in FY23. Our PAT from continuing operations increased by 42.4% over the corresponding period last year to Rs. 8.9 billion.

- On the cohort basis we have seen healthy revenue over the 5 year period and beyond. Our digital business model demonstrates further improved revenue progression in clients continuing their journey on our platform. With a very healthy LTV to CoA of 7.8 times based on the first 3 years of aggregate client revenue, we believe as our clients spend more time on our platform and consumes more services this LTV to CoA multiple will have a long runway of grow thus signifying a robust annuity nature of the business.
- On the balance sheet side, cash and cash equivalent increased to Rs. 54.9 billion. Our investment in Super App and commissioning of a new data centre led to an increase in our fixed assets to Rs. 2.5 billion. Our net worth increased to Rs. 21.6 billion. Our FY23 returns on average net worth stood at 47.5%. We continued our journey to maximize shareholders' value with an aggregate dividend payout of Rs. 39.9 per equity share which translated into all time high payout of 37.3% of the reported PAT. This reflects our endeavour to provide our attempt to return to our shareholders while continuing to invest in the growth of the business.
- Our strong governance policy, robust internal control system and effective shareholder communication differentiates us from our peers. We are respected in the industry for our disclosure standards and have created benchmark in the systems and processes. We support empowering the youth to make informed investment decision through a wide bouquet of digital content.
- At Angel One we have continued to learn, build, grow efficiently while expanding our client base and diversifying our product offering, with the depth and breadth of fintech capabilities and our strategy to maximize lifetime client value we remain well positioned to leverage emerging opportunities.
- For FY24 our key focus will be to strengthen our AI capabilities across the entire value chain of the business. As we introduced more products this



initiative will enhance the experience and engagement of our clients leading to expanding revenue streams and better margins.

- I am excited to share that Angel is at the cusp of building a distinctive asset management business, having received in principle approval as a sponsor in February 2023 the full-fledged launch of this business is still a few quarters away. The asset management business will catapult your company into a different league of diversified fintech businesses as we capitalize on this space just as we have done in the broking industry. We will continue to focus our mission of democratizing the culture of investing in equity and catering to all segments of our target client across smaller towns and cities. This will further enhance our ability to play a larger role in expanding India’s journey of financial inclusion.
- I would like to take this opportunity to offer my gratitude to our board, our stakeholders, the government, business partners, lenders and the shareholders who have trusted and supported us in our journey.
- I would like to thank the regulatory authorities for their consistency in proactively taking decisive steps to protect the interest of retail investors and making Indian equity secure and widely accessible.
- Finally, my sincere thanks to the entire Angel One team that has worked tirelessly to deliver the highest level of service. We strive to continue our progress with optimism while driving our Fintech playbook and building on the achievement of FY23.
- I will now request Ms. Naheed Patel, our Company Secretary to explain the general instructions regarding participation and voting at this meeting to you all.
- **Ms. Naheed Patel – Company Secretary & Compliance Officer, Angel One:**
- Thank you, Mr. Chairman.
- Good morning, dear members, a warm welcome to all attending this 27th Annual General Meeting of our company. I hope our members are safe and healthy.
- The facility to join this AGM through video conferencing is being made available to all the members on first come first served basis pursuant to the regulatory requirements. For the smooth and seamless conduct of the meeting members will be kept on mute by default to circumvent any disturbance. During the question-and-answer session we will announce the names of the pre-registered speakers in sequence. Thereafter, the speaking facility for the respected member will be un-muted by the moderator when his or name is called out.



- Members asking questions or seeking clarifications are requested to keep their video on or use their earphones or handset. In case any member is facing a technical problem with the video transmission, they can ask questions through audio. If there is any connectivity issue at the speaker's end whereby we are unable to connect to the speaker we would request the next speaker to join, and once the connectivity is restored for the earlier speaker, he or she will be requested to speak after the other pre-registered speakers have completed their turns. In the interest of all the members I would request the speakers to restrict their questions to the matters being transacted at the meeting and keep their comments brief and avoid repetition of questions.
- As per the provisions of the Companies Act, 2013, and the SEBI LODR regulations, 2015, the company had provided remote e-voting facility to the members through NSDL platform to cast their votes prior to this meeting. The cut-off date was 16th June 2023. The remote e-voting commenced on Sunday 18th June 2023, at 9 am IST and concluded yesterday 22nd June, 2023, at 5 pm IST. Members as of cut-off date' only shall be entitled to cast their votes. Members who have not cast their votes through remote e-voting and who are attending this meeting, will have an opportunity to cast their votes during the meeting. The voting window is already open for all the members, and will also be available for the next 15 minutes after the conclusion of the meeting. Members who have cast their votes through remote e-voting, will be eligible to participate at the AGM,

but will not be eligible to vote again at the AGM. Members can go to the home page of NSDL and cast their votes during the meeting. As regards voting at this meeting, there will be no voting by show of hands, and the resolutions set forth in the notice are not required to be proposed and seconded. All the requisite statutory registers, including the Register of Members, Register of Directors and Register of Director's Shareholding are available for inspecting in electronic mode. Members seeking to inspect the same, can send in a mail request to the company's email id – investors@angelbroking.com As this meeting is conducted through audio-visual means, the proxy facility is not necessary, and accordingly has not been provided. During the meeting, if a member needs any assistance or has any queries regarding participating or e-voting, the shareholder must refer to the Frequently Asked Questions for shareholders and E-voting User Manual for the shareholders available at the Download section of www.evoting.nsdl.com or write an email to evoting@nsdl.co.in. You may also contact the helpline 1800 1020 990 or 1800 2244 30. The details are also mentioned in the notice of the meeting. Thank you very much. We will now move to the Question & Answer session.

- The names of the registered speakers will now be announced. I request our Chairman – Mr. Dinesh Thakkar to interact with the speakers.



- I now call upon Mr. Hardik Jain, who is the first speaker shareholder. His DP Id is 1202890001251367.
- **Mr. Hardik Jain – Shareholder:**
- Thank you for the opportunity. First of all, you’ve done a commendable job. What we’ve done in the last 3 years is really very very nice, and the way you’ve distributed dividends is also very appreciated. Sir, now I have few questions about the business and the balance sheet. Sir, in the balance sheet you mentioned that we have 21,000 authorised person’s network. So now, what I assume is, we are a fully online kind of a business where we acquire clients online. So, what is the role of this authorised person, and do we also intend to expand our physical network in the future? This is my first question.
- Secondly, by when are we planning to start our AMC business? And in the Annual Report you have mentioned that it will be digitally powered by quant based recommendation engine, and it will be different from the normal AMC business that we see today. So, can you please elaborate on this, what are we exactly trying to do in this AMC business?
- Thirdly, we have 55% market share in commodity turnover, which is very nice. But, what do you think is the reason for such high market share and what have we done differently from our competitors? That’s because, such a high market share is very unusual.
- Also sir, at the time of account opening, do we charge anything to our customer? And if yes, what are the charges and how much? And how much cash do we have on our books excluding clients’ funds which belongs to us? So, this is one thing, because I could not understand from the balance sheet, because there are many clients’ funds also in the cash and bank balances.
- Now, there were talks about market timing extension. Any update on the same, and how it can affect us? Sir, we have a big margin funding book. So just to understand the risk side, how much percentage margin do we take from the clients, and what is the average interest rate that we get here? Our trading software, and more importantly, super app, is it entirely developed in-house, or is it given to some external agency to build the software? And also, the maintenance of that software, is it entirely done in-house, or is it done by some external software company? Sir, income from depository operations last year was 126 crores and it reduced to 100 crores this year, despite our number of demat accounts which have opened, which has increased drastically. So, if you can explain why the income from depository operations has decreased despite that? See, other operating income has 265 crores i.e. mainly transaction charges net of payouts to the exchanges. So, I assume that this is the exchange charge, your transaction charge is based on some slabs depending on your turnover. So, does exchange give you refund on a monthly basis? Is my understanding correct, if you can explain this?



- Last two questions sir, sorry. Advertisement and publicity expense last year was 376 crores. So, do you have any budget that you have made for this year or next year as to how much you want to spend on advertising and publicity going forward? And lastly, we have more than 1 crore customers who login to our app on a daily basis. We have very valuable data, like age profile, income profile of these customers. So, what are other various ways that you are thinking to monetise this kind of a valuable data? These are my questions sir. I hope to receive answers on them. Thank you.

– **Mr. Dinesh Thakkar – Chairman & Managing Director, Angel One:**

- Hardik, thank you very much for the compliments, first of all. And, I think, you have taken care of all shareholders' questions, and you have called almost all questions what a shareholder would like to ask. Okay, let us go one by one.

- So, you have asked about authorised person. I would request Ketan to answer that.

– **Mr. Ketan Shah – Whole-time Director, Angel One:**

- Yeah sure. Hi Hardik. So authorised person, that channel is very very important for us for client acquisition and for servicing them. As we move on to tier 3, tier 4 kind of cities for penetration, this channel is going to play a very important role. If you look at the revenue contribution, the AP channel has contributed 23% of our net broking in FY23 versus 25% in FY22. I hope that answers your question.

– **Mr. Dinesh Thakkar – Chairman & Managing Director, Angel One:**

- Okay. Then on AMC business. See, the reason we chose to go to the AMC vertical was, we feel that there's lots of opportunity when it comes to... including lots of people who have not yet come to equity market. These are the people who live in

rural towns and all that. And as you know, that most of our customers have come from tier 2 and beyond. So, we believe that passively managed funds, smart beta product and some portion of actively managed fund would be something which would differentiate our offering from many traditional players. So, I think there is a big scope for Angel to play in that role, where we are able to expand this reach of equity through passively managed funds, index funds, ETFs and all that. So, our model would be, primarily, passively managed funds and smart beta and quants and all that. Some portion may be in actively managed funds, because retail people love to be into small and mid-cap where coverage is very less. So, we feel, some *tadka* of all that would be necessary to give you some better performance.

- On your third question, commodity turnover, why it is so high and what is the differentiator that we have built? I'll request Ketan to answer this.



– **Mr. Ketan Shah – Whole-time Director, Angel One:**

- So Hardik, there are multiple reasons, and I'll share one by one. So one foremost is that, the first important reason is that, we were the first to introduce auction/option on our platform, the super app that we are talking about, for transacting options on commodity. Second is, our product experience on this platform is far superior than others. We also provide research advisory for that segment. So basically, when we offered this product on our platform, we got that first mover advantage and garnered a healthy market share there. And last but not the least is that, today, we are operating commodity and equity business under the same license, which allows us giving fungibility of margins to both segments to our customers. So, these are the few reasons, because of which, we have garnered a decent market share in commodities.

– **Mr. Dinesh Thakkar – Chairman & Managing Director, Angel One:**

- Okay. On your fourth question regarding account opening charge, see, the day we went digitised, we believed that we have to give best service to customers at the best price. So, if you look at unit-wise returns and all that, they are decent enough. As I said, what we want to see, is that more and more people really join the equity market and we don't want to create any hurdle. So, there are no account opening charges, and we are the best priced in the industry as of now.
- And second, if you look at services that we offer, like advisory, research and margin trading, if you compare to our industry, our focus is always on how to optimise our cost and how to scale up our business so that we are able to provide an advanced service without any price to our customer. So to answer your question, we don't charge anything for account opening.
- Now, on your fifth question, which is how much cash... Vineet, if you can answer that, how much cash and all that... ?

– **Mr. Vineet Agrawal – Chief Financial Officer, Angel One:**

- Sure. Thank you for asking this question. Our own cash as of 31st of March, net of the clients' funds that we have, is about Rs.1,250 odd crores.

– **Mr. Dinesh Thakkar – Chairman & Managing Director, Angel One:**

- Okay. And, on your question about market timing extension, see, you must have read in newspapers and all that, that discussion has been going on, nothing has been firmed out yet. Our view is that, this extension should be allowed, because only then will retail be able to participate. And there's lots of volatility because of the US market and all that, that is our view. But, when it comes to the regulator and all that, this is just at a discussion stage. We haven't heard anything concrete from the regulator as yet.



- Seventh, your question is on margin funding book. Vineet, if you can answer that.
- **Mr. Vineet Agrawal – Chief Financial Officer, Angel One:**
- Yes. So, we offer margin trading funding to our clients for up to 80% of the purchase value of the equities in the cash delivery segment. And, this is in a graded manner, so it depends on the quality of the stock funded. The interest that we charge to our clients for the MTF is 18% per annum.
- **Mr. Dinesh Thakkar – Chairman & Managing Director, Angel One:**
- On your question of trading softwares, whether it is in-house? So, just to answer that, all our development of technology, back end, front end, including the super app, is all in-house; maintenance is in-house. So, we have a team of around 600 engineers on the technology and product side, we have a decent size of team on data science and machine learning as well.
- Your next question is on income from depository. Vineet, if you can answer this.
- **Mr. Vineet Agrawal – Chief Financial Officer, Angel One:**
- Sure. So, the income from depository operations reduced, as you rightly said, and that's primarily because the cash delivery orders were lower by about 20% year on year. And, this has a direct impact on the depository operations, because we recover basis the number of orders executed on the cash delivery segment.
- **Mr. Dinesh Thakkar – Chairman & Managing Director, Angel One:**
- Okay. On your next question about operating income of 265... about that transaction charges and all that, see, there is a slab for the customer, and because of our huge volume, our slab with the exchange is different. So, it is not that the exchange refunds us, they charge us at that level where the volumes are.
- On your next question, advertisement and expenses, Vineet if you can answer this.
- **Mr. Vineet Agrawal – Chief Financial Officer, Angel One:**
- As a matter of policy, we do not give any guidance in terms of how much are we going to spend in the current financial year as compared to the previous financial year. But, most of this advertisement and publicity is spent towards client acquisition. Some part of this is also spent towards branding and publicity expenses.
- **Mr. Dinesh Thakkar – Chairman & Managing Director, Angel One:**



- On your next question of 1 crore customers, and we have valuable data, how do we leverage it? As I said, we are building a big team on AI and ML and FY24 is dedicated and focused on how to leverage this data for the benefit of the customer, so that they're able to sell multiple products. So yes, we are investing heavily on AI-ML technologies and data science, and progressively you will see that we will be one of the players who would be using this data science in a very different way where we're able to pinpoint the customer's need and their requirement, and product which should be suitable to that person. Thank you very much Hardik for all these questions. I hope we have answered all your questions.
- **Mr. Hardik Jain – Shareholder:**
- Thank you for patiently answering all my questions. I really appreciate it. Thank you.
- **Ms. Naheed Patel – Company Secretary and Compliance Officer, Angel One:**
- Thank you Mr. Jain. We now call upon our next speaker shareholder, Mr. Vinod Agarwal having DP id IN 30311610678714. Good morning Mr. Agarwal.
- **Mr. Vinod Agarwal – Shareholder:**
- Thank you. Respected Chairman Dinesh Thakkar ji, good morning and regards to every one sir. This is the third AGM that I'm joining virtually with you since your IPO, and this is your third meeting after the IPO also. So, I'm joining from the first meeting of your company post IPO. Compliments for achieving very good financial figures. The revenues were high by about 21%, your PAT was high by about 42%, very good sir. And in the broking and depository business you had 2,441 crores of revenue in the broking side, and in the client funding side you had 261 crores. Overall, the revenues were about 3,061 crores, which is very good sir. Sir, I have 2-3 small queries.
- One is on... on page 7, it mentions the dividend as 39.9 and on page 87 when I add up the dividend for the financial year, it comes to 42.10, on the dividend which you have declared for FY22-23. What is mentioned on page 87, that adds up to 42.10. So, there's a little dichotomy, I don't understand that sir. And I'd like to know, is our company also giving stock lending and borrowing scheme to the customers of Angel One, I'd like to know. And sir, our company, I'm sure will be doing better as the financial inclusiveness of the country's population is getting... and the economy is going to \$5 trillion also soon. Also, the company is going to

launch the AMC business. We already have AMC products for third parties which is about Rs. 21 billion under our management. But when we launch



our own, we also will have our own AMC business and that also will give us good revenues, and we're bullish on the prospects of the company.

- Another thing, our current market price is about Rs. 1,600 today. I would just like to know, is the company thinking of sub-dividing the share or giving out bonus shares? The reserves are good, the company's performance is good, even the EPS is good. Do consider this. I wish the company all the best. Signing off. This is Vinod Agarwal from Mumbai. Thank you sir.

- **Mr. Dinesh Thakkar - Chairman & Managing Director, Angel One:**

- Thank you very much Vinod ji. Thank you for your wishes, compliments and blessings. See, on the dividend front, Vineet, do you have any explanation, or can we write back to him?

- **Mr. Vineet Agrawal - Chief Financial Officer, Angel One:**

- So upfront, Vinod ji, what we have declared in page 87 is including the dividend that was distributed... the final dividend for last year, which was distributed in FY23. And, the 39.9 is the current year's dividend, including the final dividend. So, $35.9 + 4 = 39.9$. So, that's the gap. So, one is on cash basis, the other is on the declared basis.

- **Mr. Vinod Agrawal - Shareholder:**

- Just one second Vineet. This mentions the dividend declared. 'The board during the meeting declared the dividend on 20th April, 2.25'. These are the dividends declared on page 87. When I add up those dividends declared within the year, from April till March, that comes to 42.1.

- **Mr. Vineet Agrawal - Chief Financial Officer, Angel One:**

- Yes. So, the dividend declared on 20th of April was actually paid in FY23, which was pertaining to FY22. So, cash basis it's 42.2 and on declared basis for the last financial year, from 1st April till 31st March, including the final dividend which will be approved by the shareholders, is 39.9.

- **Mr. Vinod Agarwal - Shareholder:**

- Okay, I get it. Thank you.

- **Mr. Dinesh Thakkar - Chairman & Managing Director, Angel One:**

- On stock lending and borrowing, Ketan, if you can just throw light on that.

- **Mr. Ketan Shah - Whole-time Director, Angel One:**

- So Vinod ji, as long as our systems and processes are concerned, we have that capability to offer SLBM. But unfortunately, the volumes are not there in that



segment and there is no much interest shown from the customer's side. As and when that volume comes, definitely our customers will be able to take benefit of it.

– **Mr. Vinod Agarwal – Shareholder:**

- I feel that if you start, the volumes will start. Because you've not started, the volumes are not there. It's a paradox sir, it's one after the other. The cat comes first and then the mouse comes. That is it sir. Just start it sir, you'll get. And it's a high margin business sir. Most of the companies have 10-15% of the SLBM rate that they take.

– **Mr. Dinesh Thakkar – Chairman & Managing Director, Angel One:**

- Sure, point noted. Your point on AMC, we have been always strong on the distribution business. So, after this super app launch, we are going more aggressive in terms of getting into very faraway pin codes and all that, and we have seen very good traction for this quarter. Plus when we launch our own AMC, this would be unique products where we want to bring in more low ticket size customers. When we look at equity, equity can easily give a CAGR of 12-13%. It is far better than any kind of risk-free asset, FDs and all that. So, our endeavour would be to create awareness about equity class and make it available to people who have very low ticket size. So, let us hope that we are successful, as successful as we are into broking, and create some big disruption in the AMC business.
- Your fourth point on sub-division of stocks. We have taken note of it. Whenever it is needed, if our directors, consultants, everybody feels that it is necessary, we shall take that step. Right now we don't have any plans, it will remain as it is. Thank you very much for all the questions, and thank you very much for your best wishes, and being present in all AGMs all the years.

– **Mr. Vinod Agarwal – Shareholder:**

- Thank you sir. Wishing you the best.

– **Ms. Naheed Patel – Company Secretary and Compliance Officer, Angel One:**

- Thank you speaker shareholders. Thank you Chairman. We now move to the closing comments from the Chairman.

– **Mr. Dinesh Thakkar – Chairman & Managing Director, Angel One:**

- Thank you very much for your questions and your suggestions. Hope we were able to satisfy all the answers and queries raised by you all. I want to thank you all for your participation and constructive suggestion and comments. I now request our members who have not voted earlier, to cast their vote on the matters set out in the notice. The e-voting facility will remain active at the NSDL e-voting website for the next 15 minutes, to



enable members to cast their vote. Ms. Naheed Patel – Company Secretary, has already briefed you on this meeting’s voting process. The consolidated result of the remote e-voting and the e-voting

during the meeting, will be announced within 48 hours from the conclusion of the meeting, and made available on the company’s website, on the website of NSDL, and on the website of the stock exchange. All resolutions as set out in the notice, receiving the requisite number of votes, will be deemed to be passed on the date of the AGM. Now we call the formal business before the meeting as over. The meeting will conclude at the end of 15 minutes from now. Once again, I thank each one of you for attending this Annual General Meeting today. I sincerely wish that you and your family members stay safe and healthy in the times ahead. Thank you very much for attending the meeting. Have a good day.