



EXPANDING **POSSIBILITIES**

ENABLING INVESTMENT WITH TECHNOLOGY AND REACH





25th Annual Report 2020-21

LISTING CEREMONY 05 OCTOBER, 2020



Dinesh D. Thakkar, CMD, Angel Broking Limited and **Vikram Limaye**, MD and CEO, National Stock Exchange of India Limited

LISTING CEREMONY 05 OCTOBER, 2020



Dinesh D. Thakkar, CMD, Angel Broking Limited and **Vinay Agrawal**, Whole-time Director and CEO (up to 17 April, 2021),
Angel Broking Limited

CONTENTS

STANDALONE

CONSOLIDATED

CONTENTS	01-50
CORPORATE	
PERFORMANCE	04
ANGEL BROKING LIMITED	06
FROM THE CMD'S DESK	10
CEO'S COMMUNIQUE	14
FINANCIALS	20
EXPANDING POSSIBILITIES THROUGH OUR VALUE-CREATING BUSINESS PROCESSES	22
EXPANDING POSSIBILITIES BY LEVERAGING UNTAPP ED OPP ORTUNITIES	26
EXPANDING POSSIBILITIES THROUGH ADVANCED DIGITAL ARCHITECTURE	30
FASTER AND SIMPLER END-TO-END DIGITAL TRADING JOURNEY	34
STAKEHOLDERS ENGAGEMENT THAT SPELLS COMMITMENT	36
NURTURING THE BEST TALENT	38
EXPANDING FINANCIAL LITERACY RESPONSIBILITY THAT SPELLS AS LONG-TERM VALUE	42
OUR ESTEEMED BOARD OF DIRECTORS	44
MARKETING INITIATIVES	46
AWARDS RECOGNITIONS THAT SPELL BRILLIANCE	48
CORPORATE INFORMATION	50
	F1 1/7
STATUTORY	51-143 REPORTS
MANAGEMENT DISCUSSION AND ANALYSIS	51
NOTICE	76
DIRECTORS' REPORT	87
CORPORATE GOVERNANCE	117
BUSINESS RESPONSIBILITY REPORT	137
	144-288

FINANCIAL STATEMENTS

211

THANK YOU INVESTORS FOR YOUR OVERWHELMING RESPONSE TO THE IPO.

LISTING DATE **05 October, 2020**

IPO OFFER PRICE ₹ 305 - ₹ 306 per equity share

SUBSCRIPTION
3.94x times

MARKET CAPITALISATION AS AT 31 MARCH, 2021 ₹ 23,828 million

BSE CODE **543235**

NSE SYMBOL
ANGELBRKG

BLOOMBERG CODE ANGELBRK:IN



Please find our online version at: https://www.angelbroking.com/investor-relations



Disclaimer: This document contains statements about expected future events and financials of Angel Broking Limited (ABL), which are forward looking. By their nature, forwardlooking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that the assumptions, predictions, and other forward-looking statements may not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors could cause assumptions, actual future results, and events to differ materially from those expressed in the forwardlooking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the Management's Discussion and Analysis of this Annual Report.



TECHNOLOGY
IS CHANGING,
EXPANDING, AND
TRANSFORMING
EVERY SPHERE OF
OUR LIVES, RIGHT
FROM HOW WE WORK
AND LIVE TO HOW WE
SAVE AND INVEST.

Millennials, who trust technology, are taking the seat as decision-makers. Their expectation as consumers is on a rise. Growing internet base, rising incomes, growing urbanisation and consumerism is paving way for new possibilities in the Fintech space. Together these are making the millennials and first-time retail investors aspire for more. There is an evident increase in investible wealth and a consequent surge in demand for easy access to high-performing and faster financial services.

With technology becoming mainstream, digital platforms offering broking services have gained even more significance. At Angel Broking Limited (ABL), we have leveraged our technological prowess and built a scalable and sustainable digital business model. Our comprehensive financial product suite and expert perspectives cater to the evolving needs of our clients. Through innovative digital platforms, we help investors achieve their goals while enhancing their trading journey.

As the economy recovers, equity market performs better and investor confidence strengthens, we are anticipating growth momentum to persist. There is a discernible prevalence of opportunities ready to be tapped in the Tier II, III and beyond cities. The possibilities are definitely expanding and we are ready to explore.

IMPRESSIVE **100%** OF DIRECT CLIENTS ACQUIRED DIGITALLY, WITH NO BRANCH NETWORK



ROBUST OVERALL RETAIL EQUITY
TURNOVER MARKET SHARE OF **16.0%**



SERVING MORE THAN **4.1 MILLION** CLIENTS







PERFORMANCE PARAMETERS THAT SPELL EXCELLENCE

₹ 12,990 million TOTAL INCOME FOR ₹ 2,981 million PROFIT AFTER TAX FOR

FY 2020-21#

₹38.8

₹ 11,310 million 31 MARCH 2021

34.6% **RETURN ON EQUITY** FOR FY 2020-21

DIVIDEND PER SHARE

HUMÁN CAPITAL

10.3 mill **MOBILE APPLICATION DOWNLOADS**



2.4 million GROSS ACQUISITIONS IN FY 2020-21

1.6 million

NSE ACTIVE CLIENT BASE
AS ON MARCH 2021

₹ 2.0 trillion

AVERAGE DAILY TURNOVER
IN FY 2020-21

97.9 %
PINCODES ACROSS INDIA
WITH ANGEL BROKING CLIENTS

16.0 %

OVERALL RETAIL EQUITY ADTO
MARKET SHARE IN FY 2020-21

8.3%

NSE ACTIVE CLIENT MARKET SHARE

16.2%

MARKET SHARE IN INCREMENTAL DEMAT ACCOUNTS

15,000 + NO. OF AUTHORISED PERSONS

Numbers are for consolidated financials and rounded off



ANGEL BROKING LIMITED

NAME THAT SPELLS DIGITAL PROWESS

Incorporated in 1996, Angel Broking Limited ('ABL' or 'Company' or 'we') is a technology-led financial services company. It offers broking and advisory services, margin funding, loans against shares and financial products distribution. Backed by a rich legacy of over two decades and exemplary leadership, the Company today is one of the largest retail broking houses in India in terms of active clients on NSE. It is focused towards facilitating advanced digital experience for its clients through its digital prowess.

25
YEARS OF RICH LEGACY

No.1

STOCK BROKING HOUSE
IN AUTHORISED PERSONS
REGISTERED WITH NSE

4th
Largest
STOCK BROKING HOUSE IN
NSE ACTIVE CLIENTS

3 Largest

INCREMENTAL NSE ACTIVE CLIENT BASE

4.1 million OPERATIONAL BROKING ACCOUNTS*

* as of 31 March, 2021

The Company is dedicated towards fulfilling the diverse investment aspirations of its growing clients. It helps achieve its clients' goals using its advanced technology, integrated processes and financial expertise. The Company provides broking and allied services through state-ofthe-art digital trading platforms, mobile applications and a robust network of over 15.000 Authorised Persons. It also offers user-friendly online platforms powered by ARQ - a rule-based

investment advisory engine. These digital tools let clients enjoy a seamless trading and investment experience.

ABL strives to constantly accelerate growth. It aims to deliver enhanced client experience by reinforcing its technological architecture and expanding reach.

The Company is well-placed to reap benefits from the development of Indian financial markets, prominence of digitalisation, and superior returns from such financial investments.



To become the most preferred full stack Fintech platform for digital natives in India



To develop an integrated ecosystem, incubating innovation, to deliver exceptional product and service to our clients

Corporate Overview

OUR COMPETITIVE FINANCIAL PRODUCTS AND SERVICE OFFERINGS

BROKING SERVICES

RESEARCH SERVICES

INVESTMENT ADVISORY

MARGIN TRADING FACILITY

LOAN AGAINST SHARES

DISTRIBUTION OF THIRD PARTY FINANCIAL PRODUCTS

INVESTOR EDUCATION

Angel Broking

OUR STRATEGIC JOURNEY OF OVER TWO DECADES#

