

Arihant Capital

Generating Wealth



Meet Arihant

- Incorporated in 1992 by Mr. Ashok Jain (a Chartered Accountant).
- Arihant Capital Markets Limited is India's leading financial services company and central India's largest stock broking company offering equity broking, commodity and currency broking, wealth management, merchant banking, insurance, mutual funds, PMS services, among others.
- Arihant Capital was founded with one mission - to make every Indian financially independent by offering them investment products, best-in-class service, and guidance that always puts "client first". Our integrity and strong value system, that's embedded in our culture, is why our clients trust us.

200k+
Clients

900+
Investment centers

314+
Employees

30+ yrs
Helping clients meet
their financial goals



Profit-making since
inception

Highlights

■ Wide range of products and services to meet the needs of every client

■ Key strategic relationships driving revenue and growth

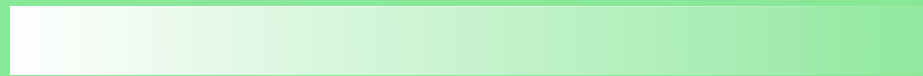
■ Focus on technology and digital evolution

■ Broad and diverse distribution network (franchise and own branches) with scalable infrastructure

■ A strong brand name with over 30+ years in the industry and a recognised leader

■ Investment platforms to empower self-directed traders and investors along with personalised experiences for clients

Our mission is to enhance the financial independence of traders and investors through powerful investment platforms and objective guidance.



Arihant Capital's Journey

1992

Incorporation

Arihant Capital started as an ethical and transparent financial services firm with only one office in Indore

1995

Listing & NSE Membership

Listed on the Bombay Stock Exchange and commenced electronic trading with NSE

2002

Institutional Desk

Established institutional desk in Mumbai and also launched mutual fund investment services. Started commodities broking.

2005

Mumbai

Set-up corporate office in Mumbai along with merchant banking services

2011

First IPO

Arihant's merchant banking team handled company's first IPO

2013

Mobile Trading

Launched mobile trading services

2019

Insurance Broking

Became IRDA certified insurance broker

2021-22

NSE Listing & GPW Certification

Listed on National Stock Exchange of India & Great Place To Work-Certified™



Our core offerings

Technology @ Core



Securities / Discount broking

Equities, derivatives, commodities and currency



Financing

Lending through our RBI registered NBFC



Alternative Investments

Mutual funds, bonds, NPS, corporate deposits, PMS, insurance (IRDA registered insurance broker) & other third party products.



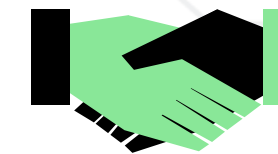
Depository

Registered depository offering demat services with both NSDL and CDSL.



Institutional broking

Serving over 90 institutional clients including top banks, insurance companies and AMCs.



Investment Banking

Category I Merchant banker and investment banking

Our memberships

1

Member – NSE, BSE, NSDL, CDSL, MCX–SX, NSE (Currency Segment)

2

Clearing Member with NSE Clearing Ltd

3

Category 1 Merchant Banker holding permanent SEBI registration

4

POP Service Provider with PFRDA for National Pension Scheme (NPS)

5

Broking license in International Exchange, GIFT City

6

IRDA registered Insurance Broker

7

Member -NCDEX and MCX

8

RBI registered NBFC

Our structure

INDIVIDUAL INVESTORS

- Retail (active and self-directed investors)
- HNIs
- NRIs

CORPORATE CLIENTS

- Large corporates
- SMEs
- LLP

INSTITUTIONAL CLIENTS

- Banks
- AMCs and pension funds
- Insurance companies
- FPIs



Support Functions

- Technology
- Finance, Risk, Strategy

- Marketing & Sales
- Human Resources

- Operations
- Business Strategy

Multiple product and services

BROKING

- Equities (cash and derivatives)
- Commodities
- Currency
- Insurance
- ETFs
- Mutual Funds

TRADING TOOLS

- 10-Min Client Onboarding
- Online trading
- Mobile trading
- Margin trading
- Advanced orders (GTD, SL)
- Block deals
- Online mutual fund
- NPS
- Online IPO

CLIENT BREADTH

- Retail
- HNIs
- Institutional
- Corporates

OTHER PRODUCTS & VALUE ADDED SERVICES

- Research
- Bonds (54EC, sovereign gold, tax saving, corporate, etc)
- Corporate Deposits
- NCDs
- Market data
- Arihant Learning
- Investment workshops and seminars



**DIVERSIFIED
REVENUE
STREAMS**

Institutional client list

BANKS



INSURANCE COMPANIES



आपत्काले रक्षिष्यामि
GIC Re



AMCs



and more....

Merchant Banking

- **CAPITAL MARKET SERVICES**

IPO, FPO, QIP, SME IPO, Buyback / Delisting, Takeover, Rights Issue

- **CORPORATE FINANCE**

Private Equity, Project Finance / Trade Finance, Debt Restructuring, VC / Angel Funding

- **VALUATION**

ESOP Valuation, FDI/ODI, Sweat Equity, Fairness Opinion, Business Valuation

- **CORPORATE ADVISORY**

M&A, Transaction Advisory, Corporate Restructuring

CLIENTS

make *my* trip

ONIDA

BRITANNIA

RMS
ReadyMade Steel



SANGHVI
FORGING & ENGINEERING LTD.

दैनिक भास्कर

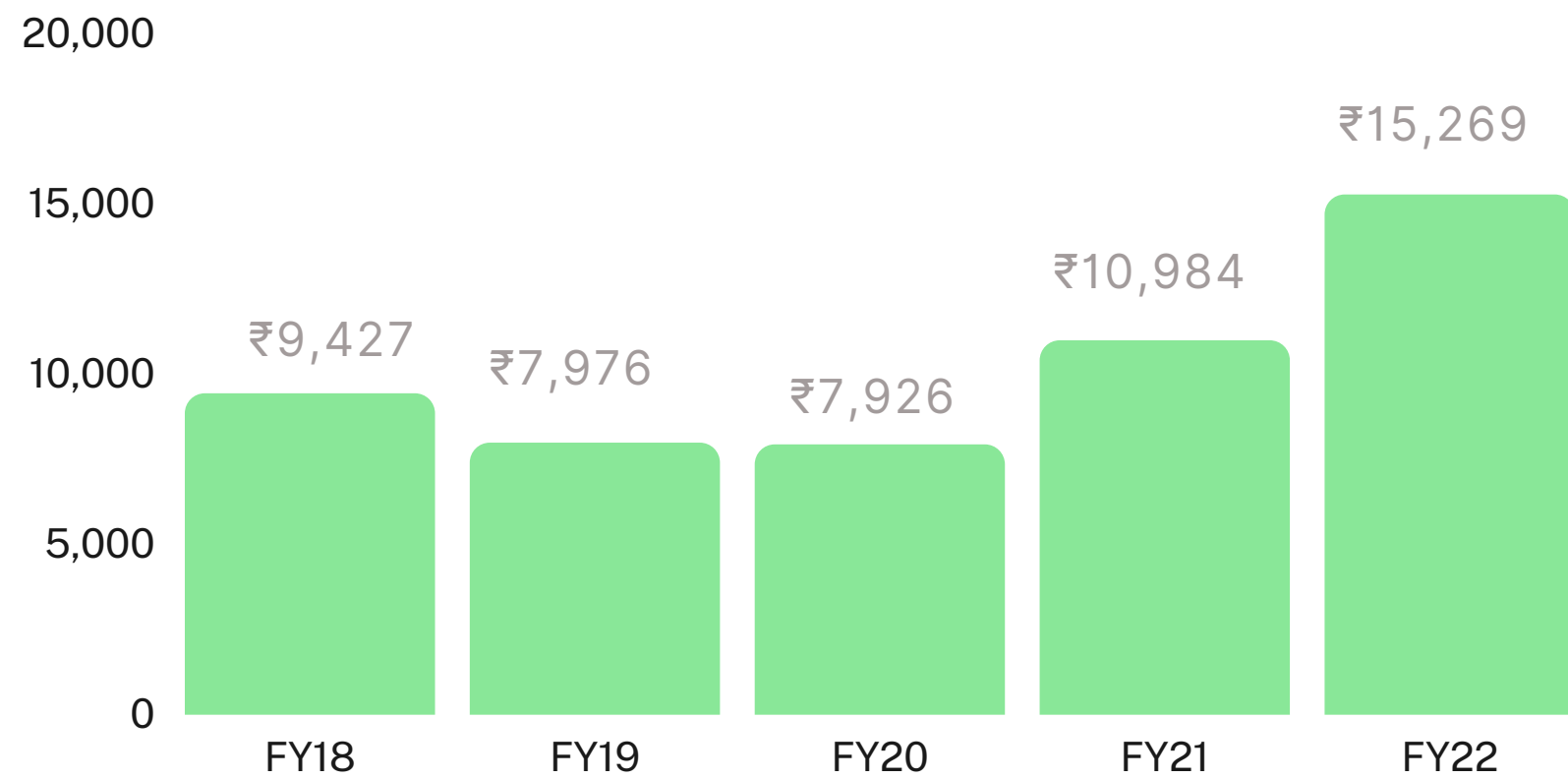
GAVIS
PHARMACEUTICALS

LODHA
BUILDING A BETTER LIFE

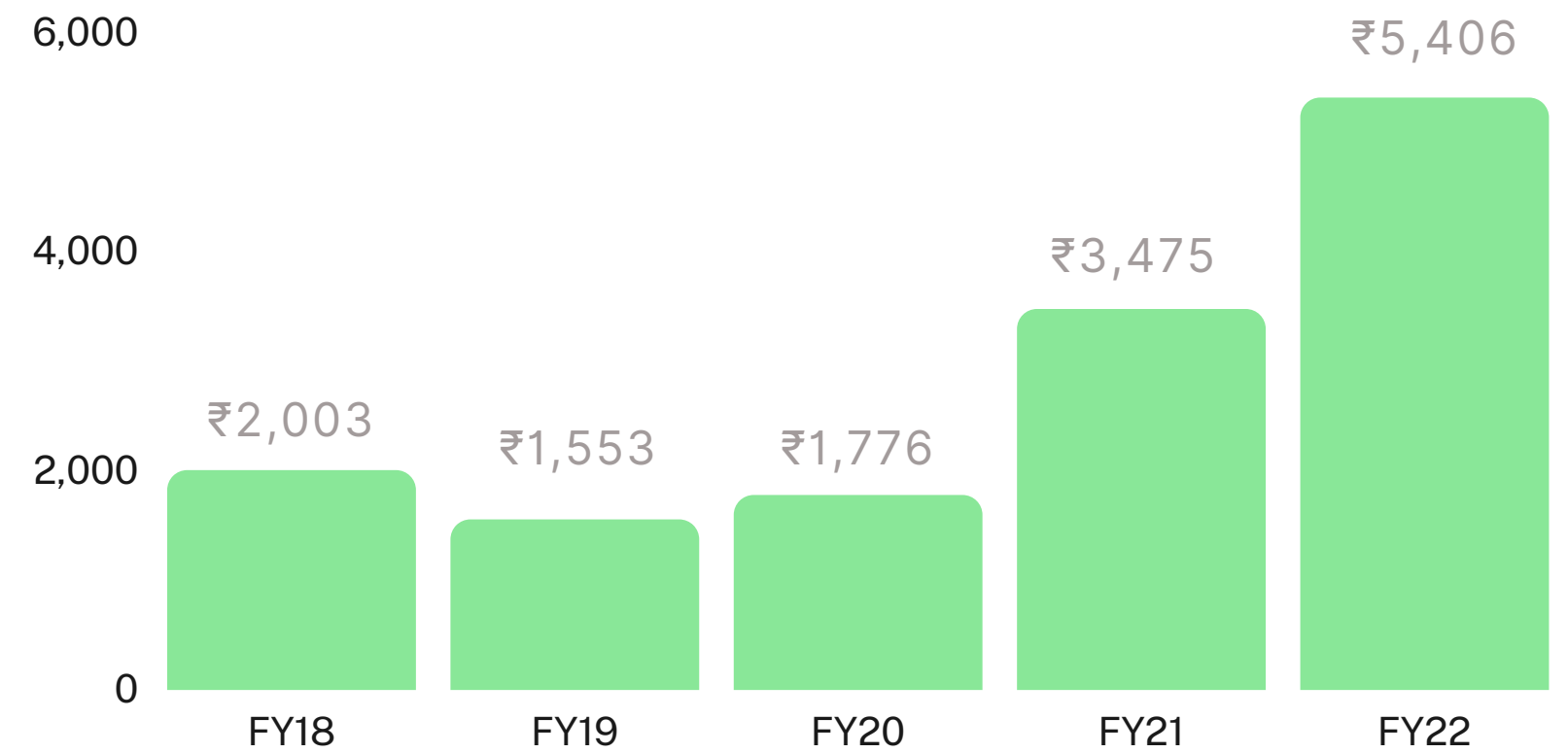
ebay

and more....

Financials



Revenue



Profit

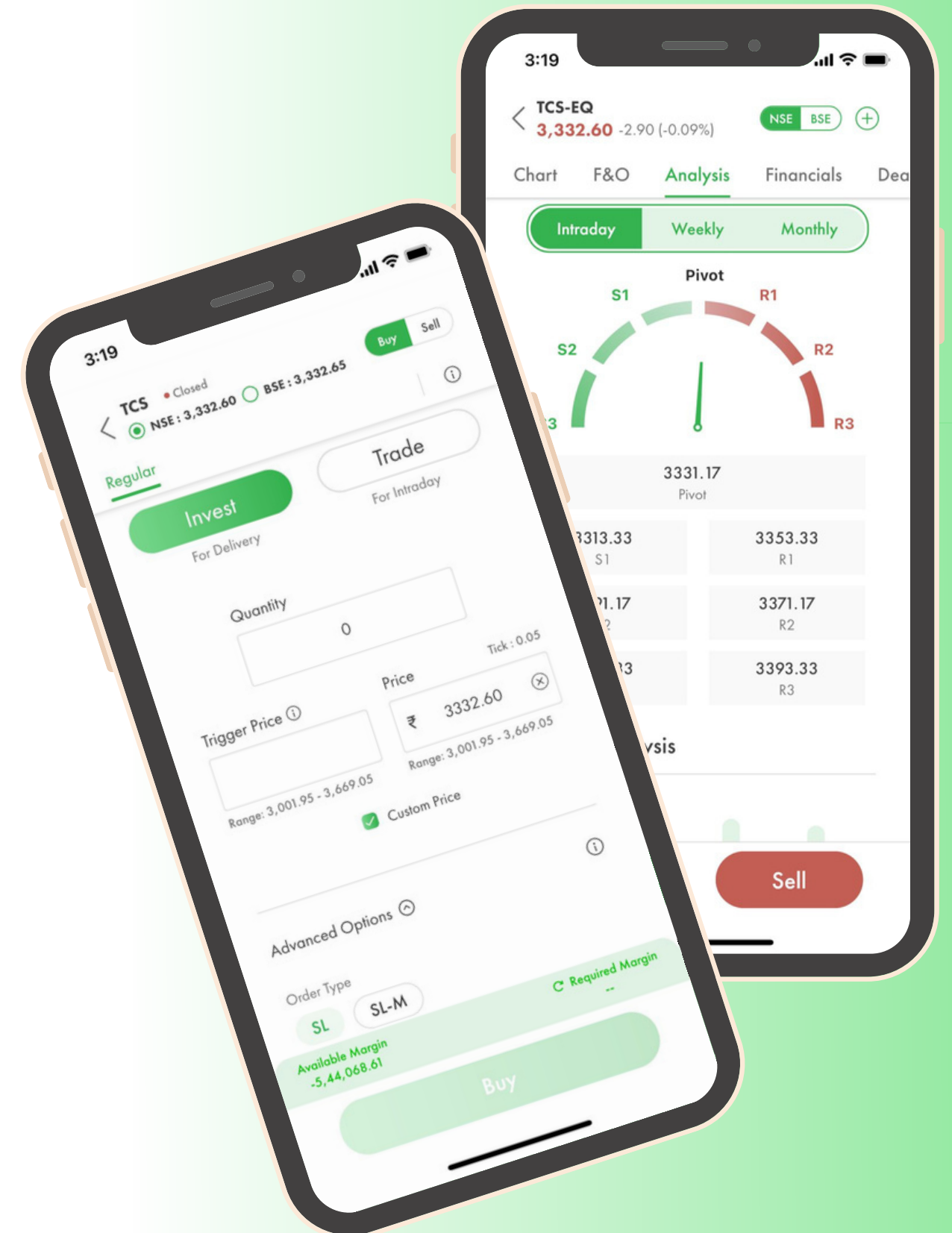


Focus on long term revenue growth and thoughtful expense discipline enabling sustainable performance

(figures in lacs)

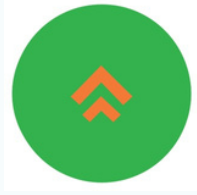
Digital focus, technology-driven transformation, and discount broking are the key pillars on which we are building a more sustainable organization

- Focus on becoming a technology-led company rather than a technology-driven one.
- We have invested in enhancing our technological capabilities to deliver on our transformation plans including building and continuously upgrading powerful mobile and web-trading platforms
- Leverage our brand name, hybrid support model, and tech for scale and growth.
- Create a seamless, multi-channel experience, removing friction and making Arihant “easy to trade and invest with”.
- Build granularity across all our business segments to drive sustainable growth.



Leveraging our core and disrupting for the future

- **Leverage**
 - A blend of B2C and time-tested B2B models powered by new digital technology initiatives.
 - Offering hybrid service models both offline and online
 - Hybrid service-based and discount broking models
- **Building the growth engine for tomorrow**
 - The new mobile app is working will deliver cutting edge technology solutions to our customers. It is built in collaboration with industry leaders to offer sophisticated investing experience to our customers.
 - Attract Millennial and Gen-Z investors with the right mix of products and services
 - Increase customers' buying power with a margin funding facility
- **Transform**
 - Transformation into “phygital” mode of working with a robust mobile application along with a pan-India presence.



Customer centric philosophy

OUTSIDE-IN VIEW

- Investor at the heart of every single decision.
- Making investing easier, accessible, & understandable for everyone.

LONG-TERM RELATIONSHIPS

- Aim at building relationships rather than being transactional.
- To be honest, empathetic, transparent, and responsive in serving our clients.

WEALTH CREATION

- Play a serious & credible role in investor's wealth generation.
- Encourage investors to create a holistic portfolio across asset classes.

Growth Prospects

- Garner market share with new trading platforms
- Intensify cross-selling
- Broaden geographic footprint
- Focus on digital sub-brokers

- Expand lending services
- Expand services and product portfolio through continued innovation
- Pursue strategic alliances and acquisitions

WAY FORWARD

- Strengthen our leadership position to become one of the top 10 largest retail broking companies in India.
- Accelerate growth by leveraging technology and research. Our goal is to reach 25x growth in client base to support growth within 5 years.
- Capitalise on the growing investible wealth of India by offering the right mix of product and services suite.

STRATEGY

- Smartest and coolest onboarding platform in the industry. Build easy and quick client onboarding with full automation, minimal steps, and strong CX.
- Launch new trading platforms - mobile and web that will offer excellent user experience, simplify trading experience and offer multi-product investments on one platform: stocks, derivatives, IPO, MTF and mutual funds.
- Launching discount broking, segregating full-serving broking with a focus on research and strengthening sub-broker network.
- Offer legendary customer experience and service.
- Aggressive focus on digital marketing.
- Creating a financial ecosystem with third-party integrations.

Arihant is well-positioned to benefit from the themes we believe will shape the next decade of investing

Trust and Client-relationship

Firms with trusted end-client relationships will gain market share.

Low cost and better service

Although brand still matters, brand alone isn't enough. Investors are more willing than ever to change providers in search of lower cost, better service, solution breadth, and greater transparency.

Best trading platforms and tools

Investors will expect access to quality platforms, value-added insights, great pricing, and strong risk management tools.

Competitive landscape

The demand for financial advice will continue to grow; both digital and human interactions are key. Investors will seek out more personalized experiences and Arihant offers the best of both - technology with a human touch!



Experienced board and management team



Mr. Ashok Kumar Jain
Chairman and MD
CA, Founder

Arpit Jain
Executive Director
CA, 7+ yrs capital
markets experience

Anita Gandhi
Whole-time Director
ACA & ICMA, 33+ yrs
capital markets
experience

Ashish Maheshwari
Independent Director
MBA, 20+ yrs capital
markets experience

Akhilesh Rathi
Director
MBA, 26+ yrs real
estate and service
industry experience

BOARD

Swanubhuti Jain
Independent Director
DSM - Sales & Marketing,
20+ yrs experience in
BFSI segment

Jitendra Jain
Director
CFA, Engineer, 26+ yrs
corporate finance
experience

Parag Shah
Director
Engineer, 20+ yrs
manufacturing and
research experience

Sunil Jain
Director
25+ yrs capital
markets experience

LEADERSHIP TEAM

Praneet Maheshwari
Chief Executive Officer

Tarun Goyal
Chief Finance Officer

Shruti Jain
Chief Strategy Officer

Dipak Rout
IT Head

Sundar Rangan
Head of Merchant
Banking

Saurabh Jain
National Sales Head



THANK YOU



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