

January 24, 2022

The Manager, Listing Department, The National Stock Exchange of India Ltd., Exchange Plaza, 5 Floor, Plot C/1, G Block, Bandra - Kurla Complex, Bandra (E), Mumbai 400 051. Tel No.: 2659 8235 NSE Symbol: IIFLSEC	The Manager, Listing Department, BSE Limited, Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai 400 001. Tel no.: 22721233 BSE Scrip Code: 542773
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Dear Sir/Madam,

Sub: Investor Presentation on the Unaudited Financial Results for the quarter and nine months ended December 31, 2021

We enclose herewith the Investor Presentation for the quarter and nine months ended December 31, 2021.

Kindly take the above on records and oblige.

Thanking You,

Yours faithfully,

For IIFL Securities Limited



Meghal Shah
Company Secretary
Encl: as above

IIFL Securities Limited

Corporate Identity Number: **L99999MH1996PLC132983**

Regd. Office: IIFL House, Sun Infotech Park, Road No. 16V, Plot No. B-23, MIDC, Thane Industrial Area, Wagle Estate, Thane - 400 604
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Investor Presentation

For the quarter ended December 31, 2021



IIFL Securities Limited

January 24, 2022

NSE : IIFLSEC | BSE : 542773

Table of Contents



Section	Contents	Slide reference
1	Financial Highlights	4-5
2	Business Performance	7-13
3	Governance, Awards and CSR	15-17

Section 1:

Financial Highlights

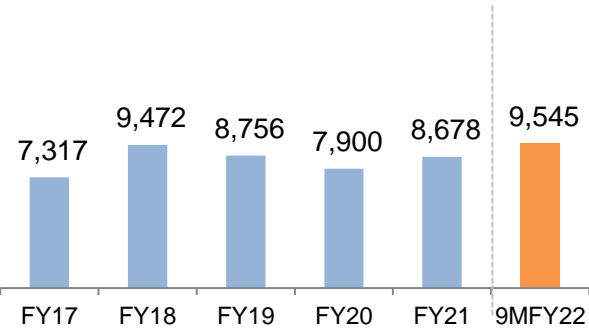
Consolidated Results (as per IND AS)

Quarter and nine months ended December 31, 2021

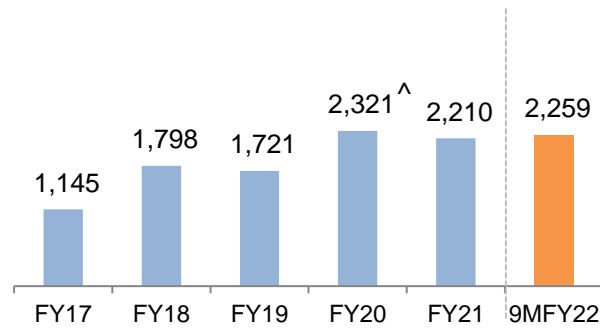


₹ Mn	Q3FY22	Q3FY21	Y-o-Y	Q2FY22	Q-o-Q	9MFY22	9MFY21	Y-o-Y
Revenue from operations	3,359	2,011	67%	2,990	12%	8,855	5,527	60%
Other income	321	139	131%	194	66%	690	588	17%
Total Income	3,680	2,150	71%	3,184	16%	9,545	6,115	56%
Employee cost	855	531	61%	756	13%	2,274	1,480	54%
Finance cost	394	105	275%	304	30%	832	360	131%
Depreciation and amortization expense	164	111	49%	151	9%	467	345	35%
Administration and other expense	1,133	719	58%	1,008	12%	3,006	1,998	50%
Total Expenses	2,546	1,466	74%	2,219	15%	6,579	4,183	57%
Profit Before Tax	1,134	684	66%	965	17%	2,966	1,932	54%
Provision for tax	273	178	53%	245	12%	697	502	39%
Profit After Tax	861	506	70%	720	19%	2,269	1,430	59%
Other Comprehensive Income	(1)	0	-	(10)	-	(10)	4	-
Total Comprehensive Income	860	506	70%	710	21%	2,259	1,434	58%

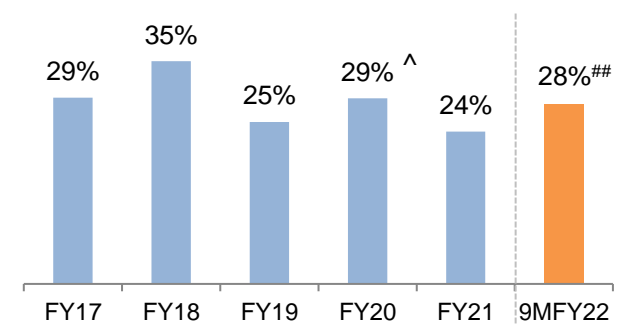
Total Revenue (₹ Mn)*



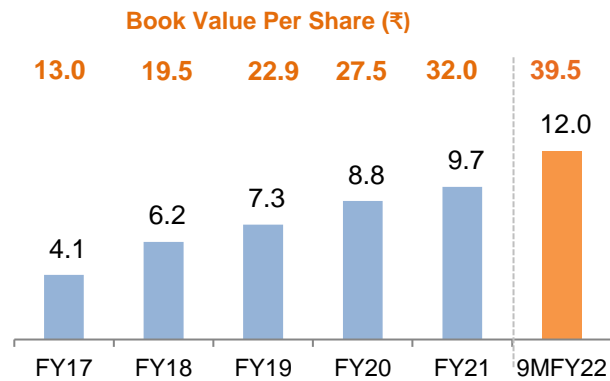
Profit after tax (TCI) (₹ Mn)*



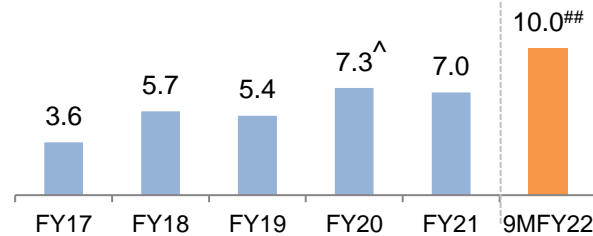
Return on Equity (%)*



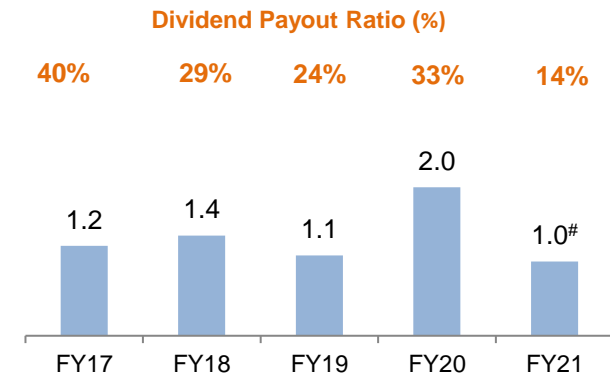
Net Worth (₹ Bn)*



EPS (₹)*



DPS (₹)*



*FY17 and FY18 figures are based on Proforma Accounts;

[^]Including exceptional items

DPS includes dividend paid by subsidiaries in FY17, F18 and FY19.

DPR is including DDT

#Additionally, the company has also paid ₹ 1058 mn (incl. tax) to buy back 17 mn shares

Annualised

Section 2:

Business Performance

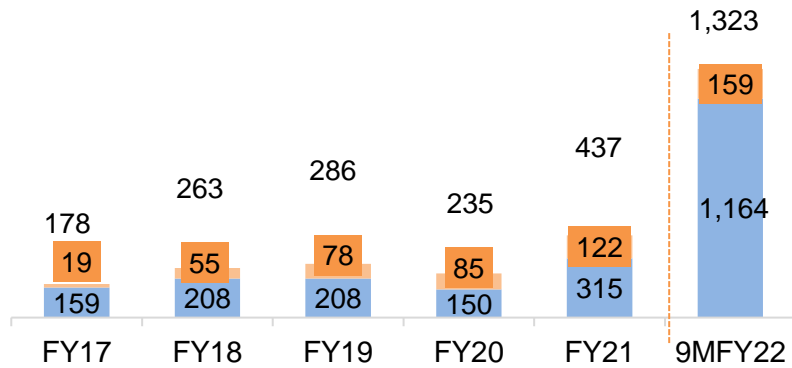
Legacy Business in Retail Broking and Distribution



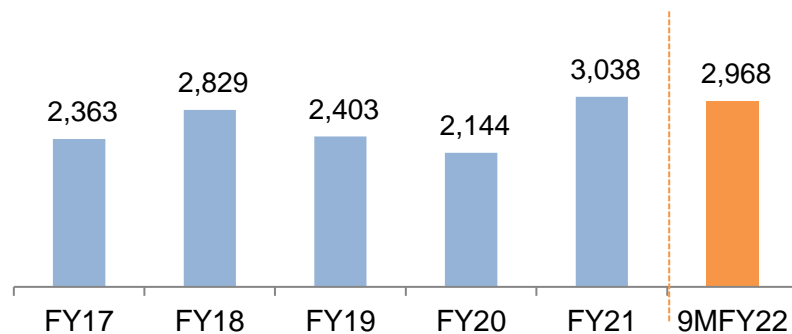
- Legacy of about two decades in retail broking and financial product distribution.
- Business offerings comprise equity, commodities and currency broking, DP services, portfolio advisory and distribution of investment products

Asset Under Management (₹ Bn)

■ DP Assets ■ Financial Product Dist



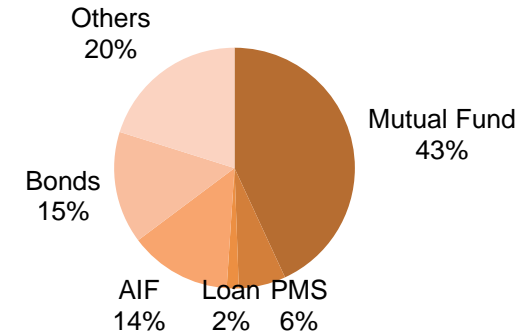
Retail Brokerage Income (₹ Mn)



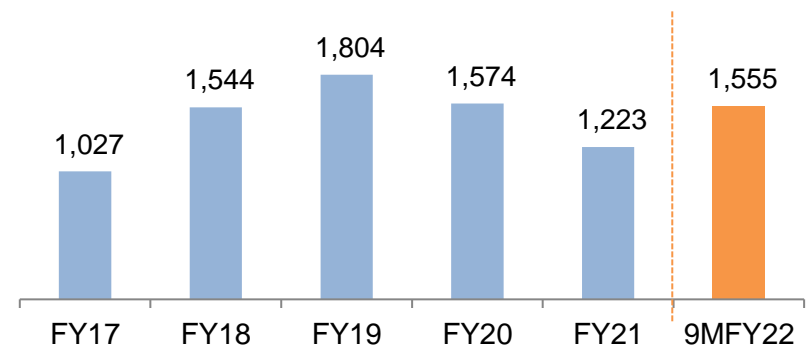
*Includes income from insurance as well

FPD AUM (₹ Bn)

FPD AUM stood at ₹159 Bn. as on 31st, December 2021



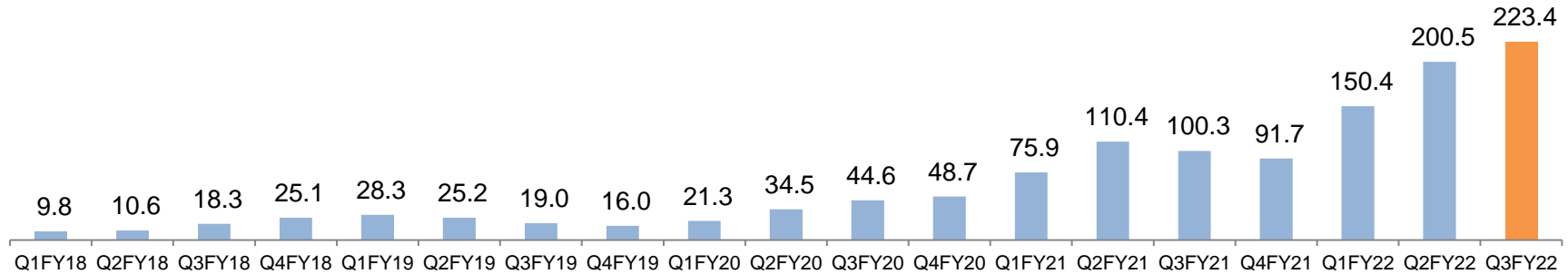
Financial Products Distribution Revenues* (₹ Mn)



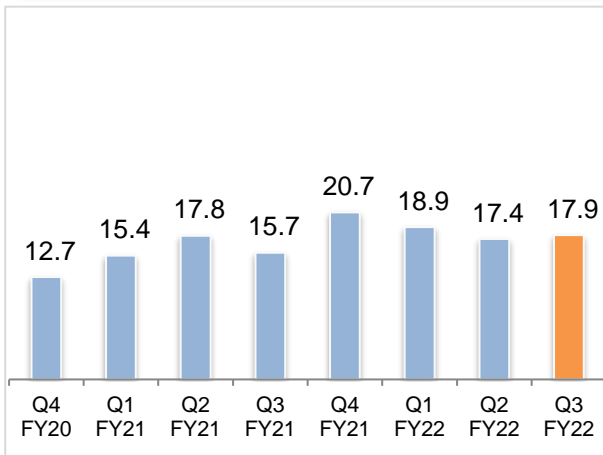
Focus on customer acquisition yielding results..



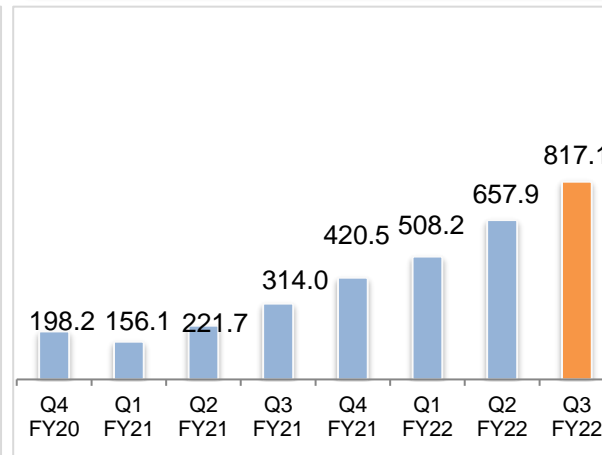
Customer Acquisitions ('000)



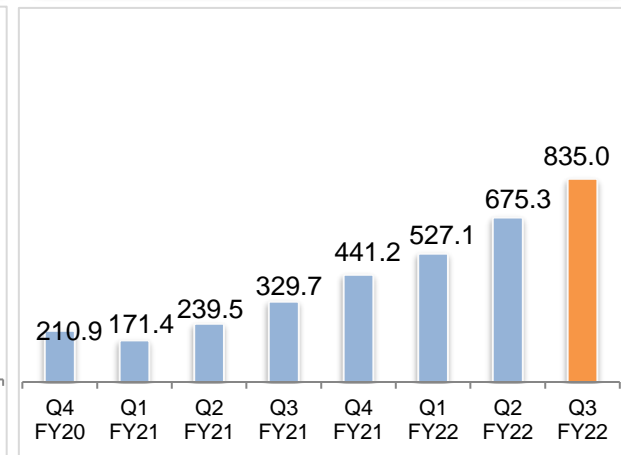
IIFL Average Daily Turnover – Cash (₹ Bn)*



IIFL Average Daily Turnover – F&O (₹ Bn)*



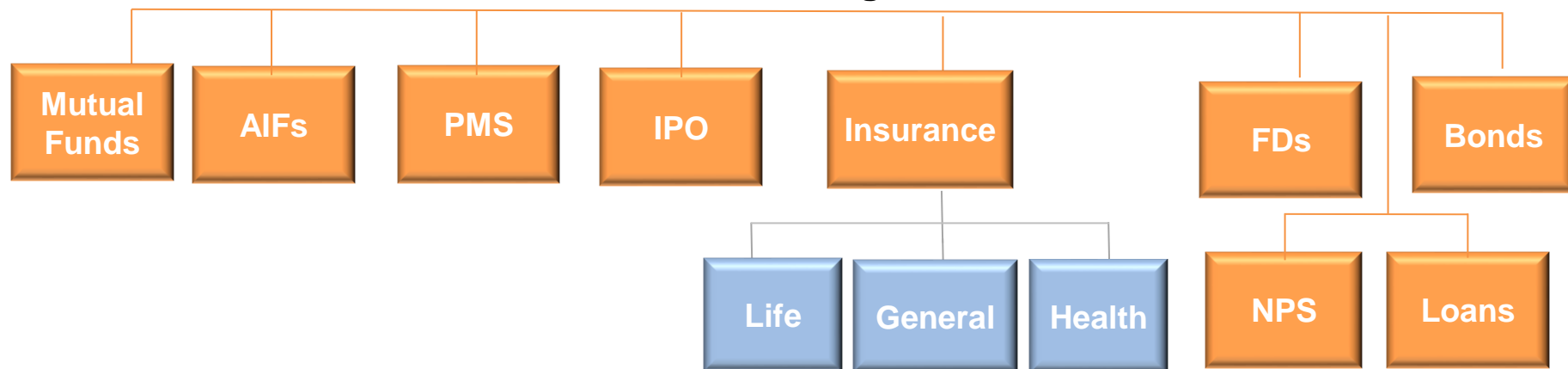
IIFL Average Daily Turnover – Total (₹ Bn)*



Source: NSE

*Turnover includes retail and institutional segments from NSE

Product offerings

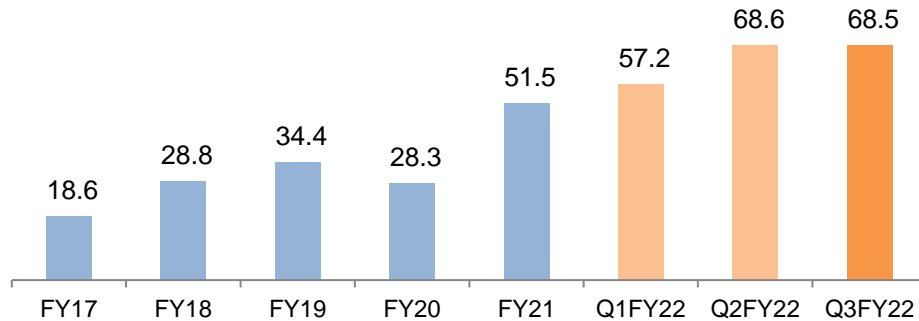


- Open architecture model in distribution
- MF and Insurance are retail focus products with good long term growth prospects
- Insurance premiums amounted to Rs 552 Mn, up 25% q-o-q.
- Mutual Fund AUM remained flat q-o-q at Rs 68.5 Bn as at December 31, 2021. SIP AUM grew by 10% q-o-q to Rs 14.4 Bn with a monthly average transaction count of 1,32,801.

Retail Focus on Insurance and Mutual Funds

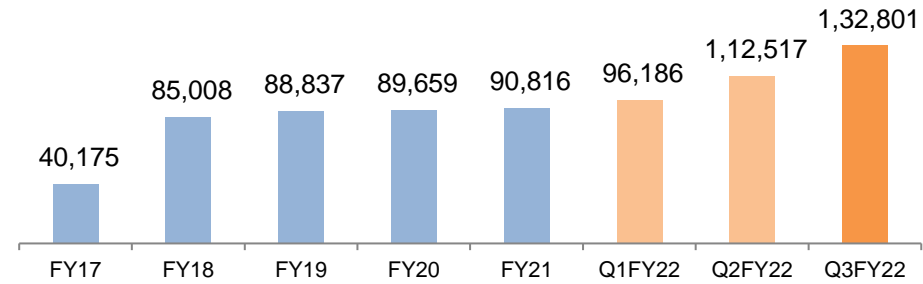


Mutual Fund AUM (₹ Bn)

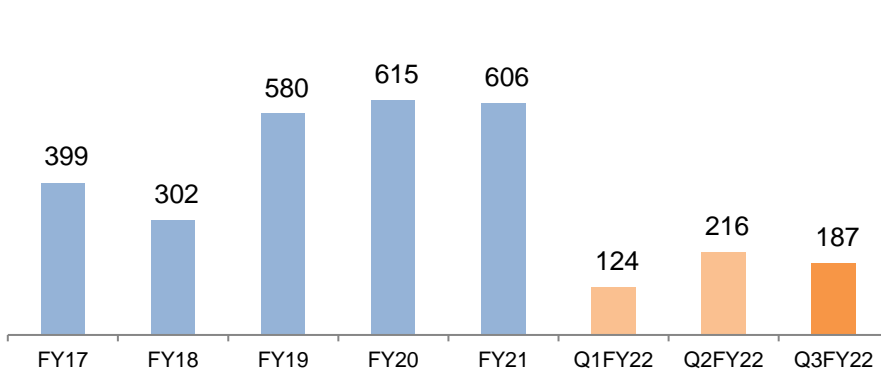


SIP Transactions (Count)

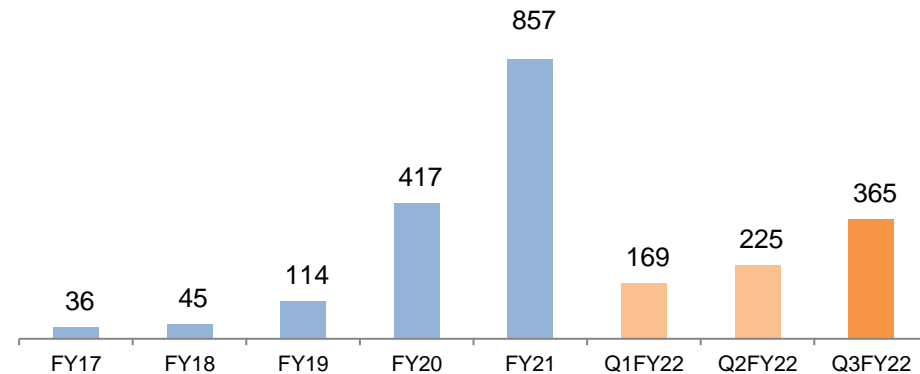
SIP AUM as at Dec 31, 2021 was ₹ 14.4 Bn



Life Insurance Premium (₹ Mn)



Non-life Insurance Premium (₹ Mn)

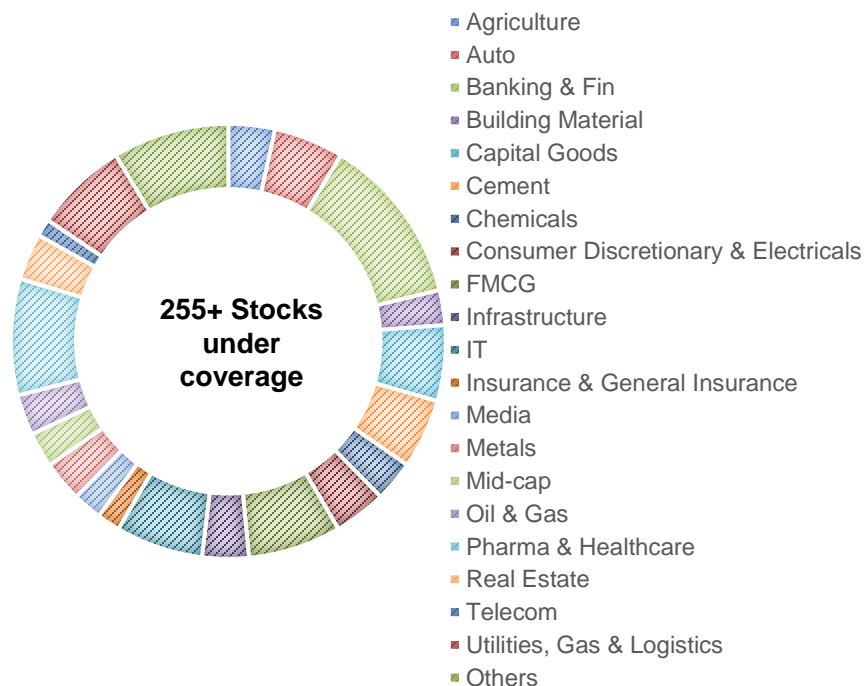


SIP transaction count is a monthly average

Pedigreed Institutional Broking Franchise with Strong Research Capabilities



- Among the top franchises on the street, with offices in Mumbai, New York and London
- 770+ institutional (domestic and foreign) clients
- Wide customer base covering sovereign wealth funds, foreign portfolio investors, mutual funds, insurance companies, banks, pension funds and alternate investment funds
- Over 255 stocks under research coverage accounting for over 80% of India's market capitalization



Market Cap break up of stocks under coverage

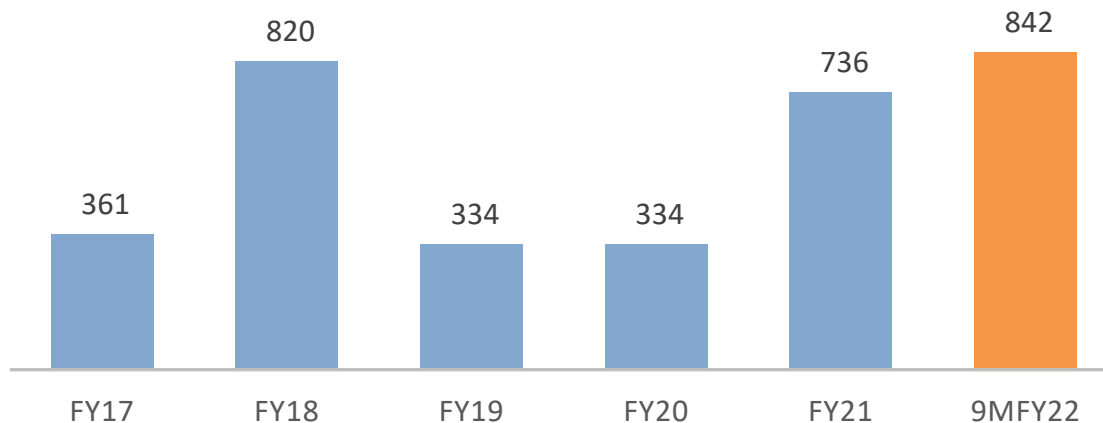
Market Cap bracket	IIFL Research Universe
Above US\$ 10 bn	59
Between US\$ 5 bn and US\$ 10 bn	50
Between US\$ 3 bn and US\$ 5 bn	37
Between US\$ 1 bn and US\$ 3 bn	60
Between US\$ 500 mn and US\$ 1 bn	28
Below US\$ 500mn	21
Total	255

League Table Rankings – Private Sector IPOs - FY18 – FY21

IIFL Ranks #1 in raising Equity for private sector IPOs for FY18 – FY21



Investment Banking Revenues (₹ Mn)




Note: Revenue recognition is based on milestone completion

- Q3FY22 continues the strong momentum of H1FY22
- Completed 13 transactions including 8 IPOs, 1 QIP, 2 private placements, 1 open offer and 1 debt transaction
- Continue to see strong momentum in the investment banking business
- Filed 6 new DRHPs over the past quarter- a number of IPOs are in various stages of execution


Select marquee transactions in Q3FY22

IPO
Rs. 5,882 Mn




Data Patterns
(India)
Dec 2021
BRLM

IPO
Rs. 13,357Mn



Rate gain Travel
Technologies
Dec 2021
BRLM

IPO
Rs. 6,594Mn




Anand Rathi
Wealth
Dec 2021
BRLM

IPO
Rs. 64,004Mn



Star Health and Allied
Insurance Company
Dec 2021
BRLM

IPO
Rs. 57,097 Mn



PB Fintech
Nov 2021
BRLM

IPO
Rs. 27,683 Mn



Aditya Birla Sunlife
AMC
Oct 2021
BRLM

QIP
Rs. 5,100 Mn



Deepak Fertiliser
Sep 2021
BRLM

Public Debt
Placement



Indiabulls Housing
Dec 2021
Lead Manager

IPO
Rs. 8,000 Mn



SJS Enterprises
Nov 2021
BRLM

IPO
Rs. 20,733 Mn



Sapphire Foods
India
Nov 2021
BRLM

Secondary Placement
Rs. 4,330 Mn

**National Stock
Exchange of India**
Oct-Dec 2021
Advisor

Section 3:

Governance, Awards and CSR

Led by an Independent and Illustrious Board



R Venkataraman, Managing Director

- Co-founder of IIFL
- Previous experience with ICICI Bank, Barclays, GE Capital
- MBA from IIM Bangalore, B. Tech, IIT Kharagpur



Viswanathan Krishnan, Independent Director

- 30+ years of diverse experience with L&T, MCX, SHCIL, Barclays, Deutsche Bank
- Cost Accountant



Shamik Das, Independent Director

- Former CTO at Mynta
- M.S. from University of Maryland (USA), B. Tech in Computer Science and engineering from IIT, Kharagpur



Narendra Jain, Whole time Director

- Head Operations
- Previous experience with ICICI and HPCL
- Chartered Accountant



Rekha Warriar, Independent Director

- Former Regional Director (West Bengal and Sikkim), RBI
- Former Chief General Manager -Internal Debt Management Department - RBI Financial Stability Unit



Anand Bathiya, Independent Director

- 15+ years of experience in business structuring, due diligence and executing domestic and international mergers & acquisitions
- Chartered Accountant, Company Secretary, LLB

Award for brand excellence in banking, financial services and insurance sector



At Global Marketing Excellence Award for Excellence in BFSI

Broker of the year award



At World Sustainability for Sustainable BFSI Practices Awards

Dream company to work in Financial Service



At National Award for Excellence in BFSI

Top performance in the equity institution segment



From BSE for FY20-21

Corporate Social Responsibility

❑ Country's first Covid-19 vaccine delivery by Drone

- ✓ Vaccine Delivery through drones in inaccessible Jawhar taluka of Palghar district
- ✓ 300 vaccines to Zaap village in Jawhar, which helped 100% of vaccination of the village
- ✓ Maharashtra Chief Minister Uddhav Thackeray praised the efforts of Maharashtra health administration, IIFL Foundation and BlueInfinity in achieving this feat.



❑ Digital Learning devices & Construction of Classrooms

- ✓ Supporting the 'Smart Village' initiative of the Hon'ble Governor of Rajasthan since 2016
- ✓ 200 Android Tablets have been granted to Govt. schools
- ✓ Monetary Scholarships to 30 Girl students supporting Govt's Smart Village initiative



❑ Science Laboratory

- ✓ To construct a state-of-art Science laboratory at Govt. Girls Senior Secondary School, Gram Panchayat Khamnore, Dist- Udaipur, Rajathan
- ✓ To set up a Computer laboratory and constructing Toilets at the school
- ✓ Have installed a Smartboard at this school, allowing Audio-Visual based learning for classes 1st to 12th



❑ Phulwari- Model Maa Bari Learning Centre

- ✓ IIFL Foundation is installing Solar Panels at each Maa Bari centre to facilitate electricity
- ✓ The classrooms are upgraded with Digital Learning devices (LED TV & Android Tablets) equipped with AV learning material, educational books and toys
- ✓ IIFL Foundation is redeveloping 30 Maa Bari learning centres



Thank You

Published in January 2022

IIFL Securities Limited

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