

Investor Presentation

For the quarter and half year ended September 30, 2020



IIFL Securities Limited

October 16, 2020

NSE : IIFLSEC | BSE : 542773

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Section 1:

Financial Highlights

Consolidated Results (as per IND AS)

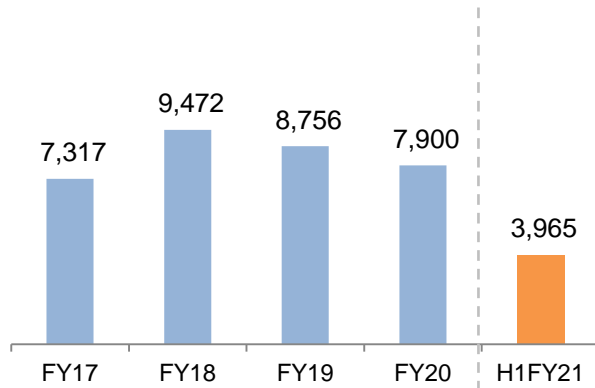
Quarter and half year ended September 30, 2020



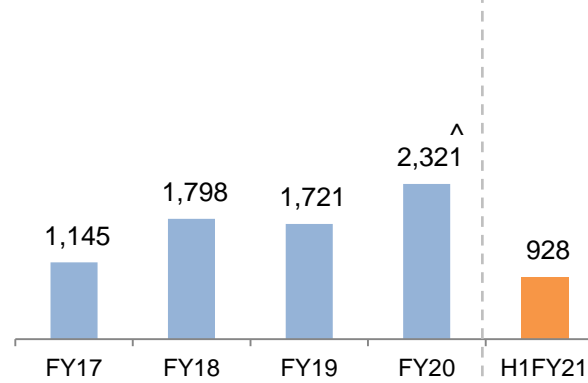
₹ Mn	Q2FY21	Q1FY21	Q-o-Q	Q2FY20	Y-o-Y	H1FY21	H1FY20	Y-o-Y
Revenue from operations	1,939.9	1,497.7	30%	1,736.8	12%	3,437.6	3,378.1	2%
Other income	242.3	285.2	(15%)	111.8	117%	527.5	320.8	64%
Total Income	2,182.2	1,782.9	22%	1,848.6	18%	3,965.1	3,698.9	7%
Employee cost	482.7	466.8	3%	562.2	(14%)	949.5	1,139.9	(17%)
Finance cost	136.3	119.2	14%	188.2	(28%)	255.5	448.2	(43%)
Depreciation and amortization expense	120.7	113.4	6%	139.3	(13%)	234.1	288.0	(19%)
Administration and other expense	749.3	529.5	41%	472.9	58%	1,278.8	964.8	33%
Total Expenses	1,489.0	1,228.9	21%	1,362.6	9%	2,717.9	2,840.9	(4%)
Profit Before Tax	693.2	554.0	25%	486.0	43%	1,247.2	858.0	45%
Provision for tax	184.0	139.1	32%	92.0	100%	323.1	227.5	42%
Profit After Tax	509.2	414.9	23%	394.0	29%	924.1	630.5	47%
Other Comprehensive Income	4.1	(0.2)	(1905%)	(11.7)	(136%)	3.9	(11.3)	(135%)
Total Comprehensive Income	513.3	414.7	24%	382.3	34%	928.0	619.2	50%
Exceptional Items	-	-	0%	(145.5)	(100%)	-	871.6	(100%)
Total Comprehensive Income (Including exceptional items)	513.3	414.7	24%	236.8	117%	928.0	1,490.8	(38%)

*Exceptional item in H1FY20 and Q2FY20 consists of write-down of deferred tax assets and MAT credit due to reduction in corporate tax rate of Rs 145.5 Mn. Additionally, exceptional items in H1FY20 includes profit of Rs1,017.1 Mn on sale of office property

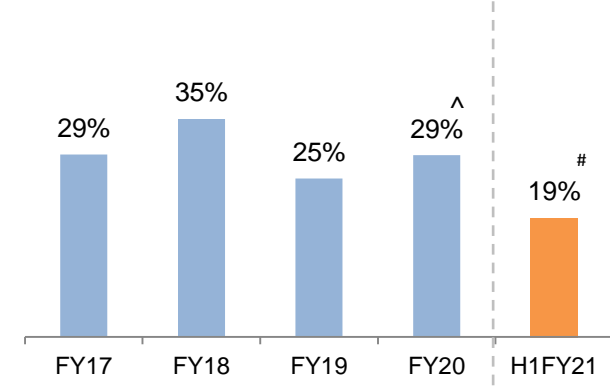
Total Revenue (₹ Mn)*



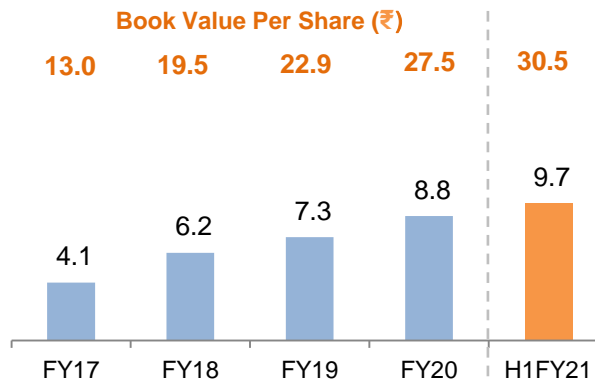
Profit after tax (TCI) (₹ Mn)*



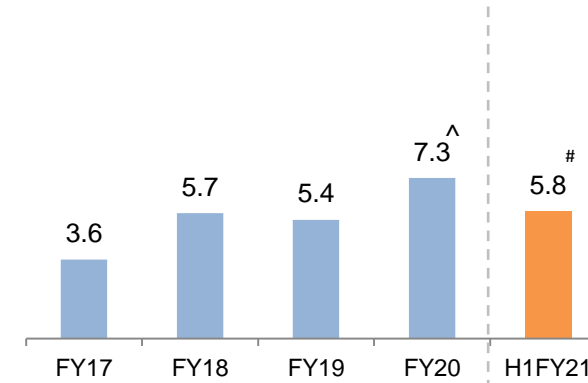
Return on Equity (%)*



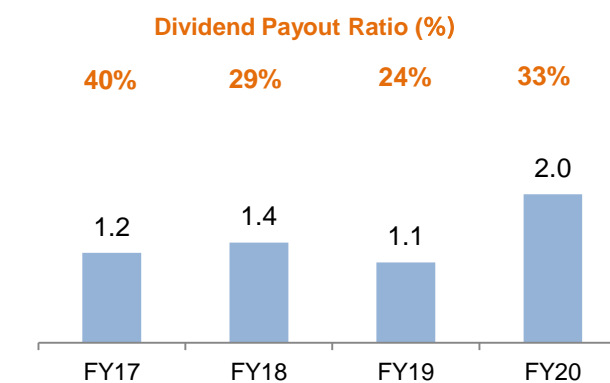
Net Worth (₹ Bn)*



EPS (₹)*



DPS (₹)*



*FY17 and FY18 figures are based on Proforma Accounts;

[^]Including exceptional items

[#] Annualised

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

DPR is including DDT

Quarterly EPS is annualized

Section 2:

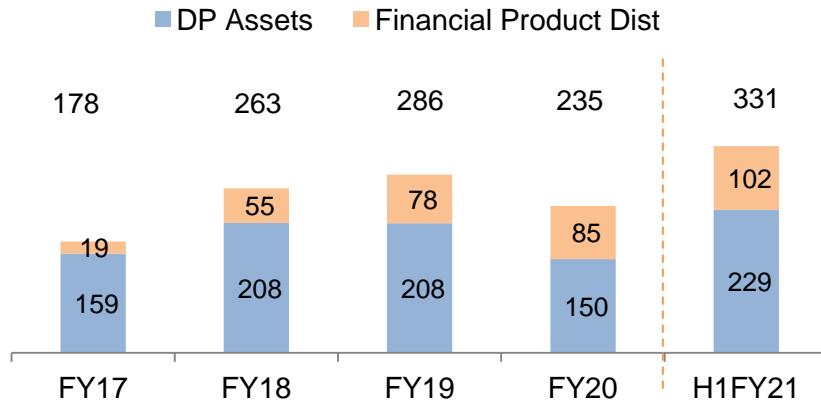
Business Performance

Legacy Business in Retail Broking and Distribution



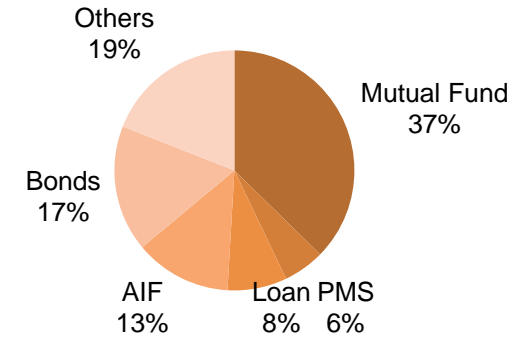
- Legacy of about two decades in retail broking and financial product distribution.
- Business offerings comprise equity, commodities and currency broking, DP services, portfolio advisory and distribution of investment products

Assets Under Management (₹ Bn)

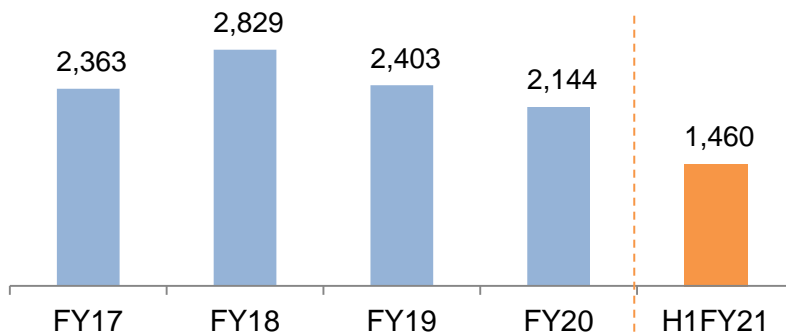


FPD AUM (₹ Bn)

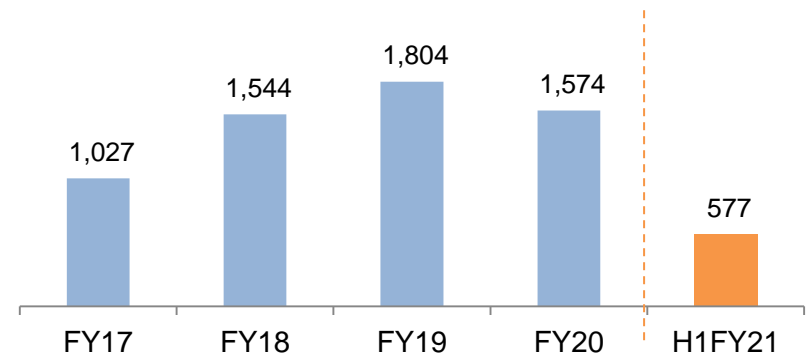
FPD AUM stood at ₹102 Bn. as on 30th September, 2020



Retail Brokerage Income (₹ Mn)

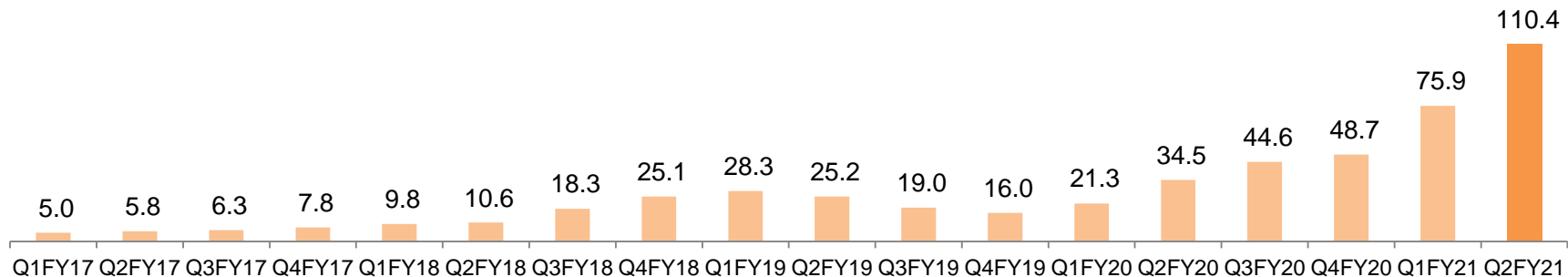


Financial Products Distribution Revenues (₹ Mn)

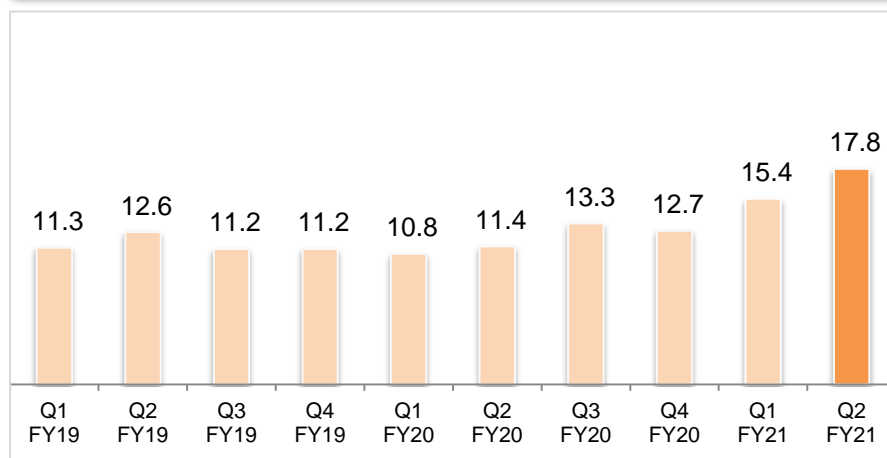


Customer acquisition focus is showing results

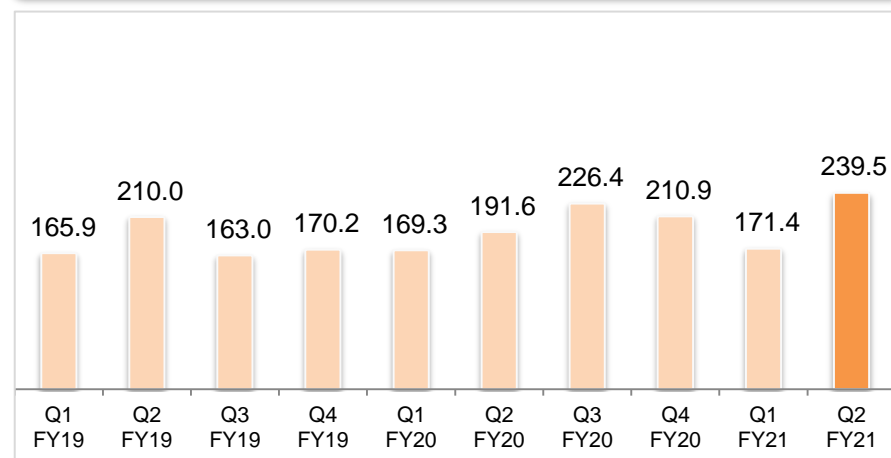
Customer Acquisitions ('000)



IIFL Average Daily Turnover – Cash (₹ Bn)*



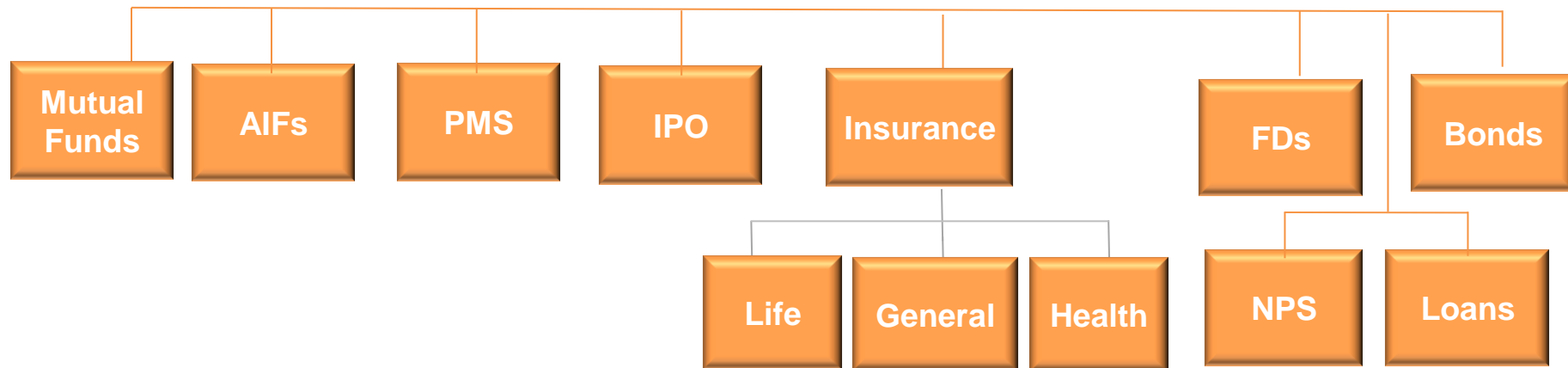
IIFL Average Daily Turnover – Total (₹ Bn)*



Source: NSE

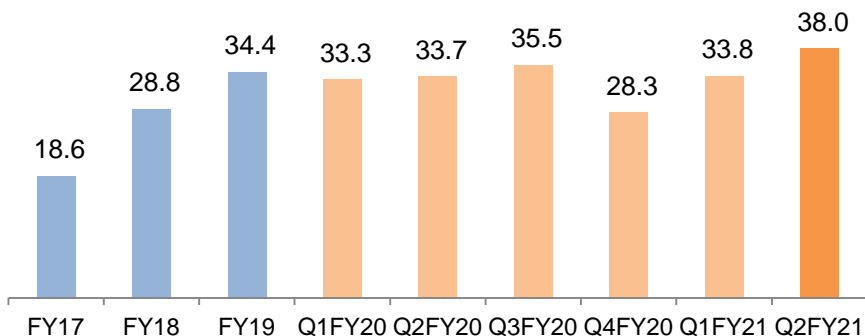
*Turnover includes retail and institutional segments from NSE

Product offerings



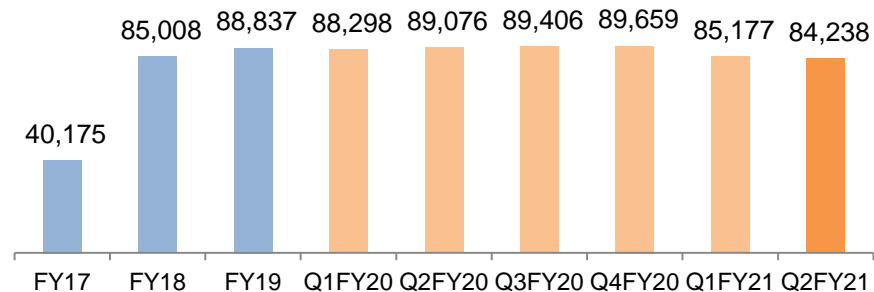
- Open architecture model in distribution
- MF and Insurance are retail focus products with good long term growth prospects
- Insurance premiums amounting to Rs 404 Mn have witnessed 60% y-o-y growth in Q2FY21
- Mutual Fund AUM grew by 12% q-o-q to Rs 38.0 Bn as at September 30, 2020. SIP AUM grew by 13% q-o-q to Rs 7.9 Bn with a monthly average transaction count of 84,238

Mutual Fund AUM (₹ Bn)

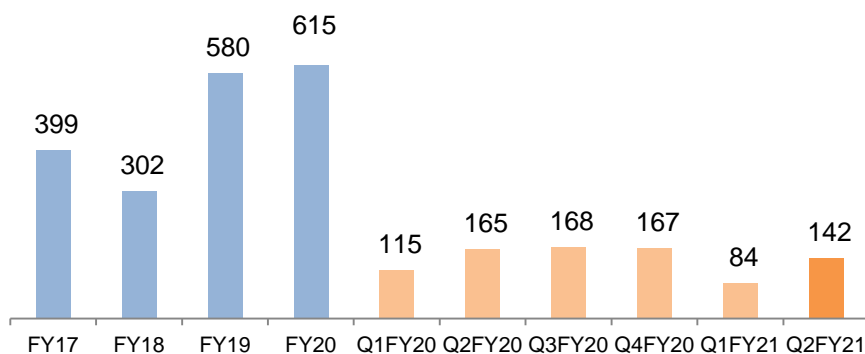


SIP Transactions (Count)

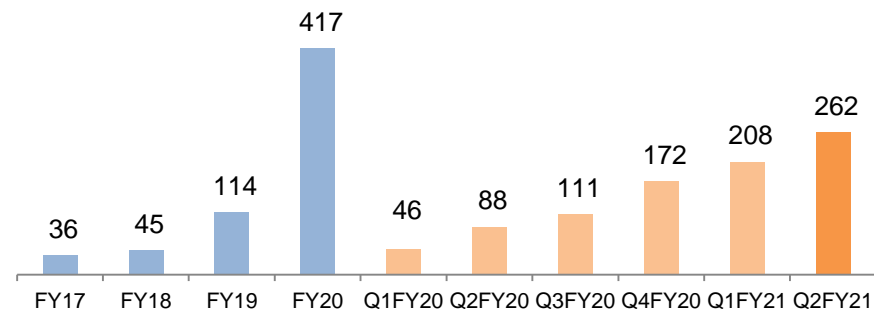
SIP AUM as at September 30, 2020 was ₹7.9 Bn



Life Insurance Premium (₹ Mn)



Non-life Insurance Premium (₹ Mn)



Technology has been the cornerstone for IIFL's strong presence in the broking industry

- The self-serviced segment is catered to with a Digital, Mobile First strategy. Our mobile applications IIFL Markets and IIFL Mutual Funds are widely used for mobile trading
- Partner serviced channel is also enhanced with use of AAA tablet based proprietary software
- Mobile trading constitutes 61% of number of retail clients



IIFL Markets



Comprehensive, market leading trading and investment app
4.8 Mn downloads
~140,000 daily active users



IIFL Mutual Funds



Dedicated app for Mutual Fund advisory, investments and investment management
900,000 downloads



Advisor Anytime Anywhere (AAA)

AAA is a mobile office solution providing execution, reporting, monitoring and learning capabilities in a single tab-based platform with zero investment and freedom to operate at anytime from anywhere

Significant investment has been made in the AAA platform to offer a comprehensive office for partners. AAA enhances our capability to reach investors in smaller towns and cities where other channels are not available or effective

Pedigreed Institutional Broking Franchise with Strong Research Capabilities

- Among the top franchises on the street, 80 member team with offices in Mumbai and New York.
- 700+ institutional (domestic and foreign) clients
- Top-tier rankings with most large long-only / domestic mutual funds
- Pedigreed institutional equities team comprising 28 analysts covering over 225 stocks across 20+ sectors accounting for over 80% of India's market capitalization

Sector-wise break up of stocks under coverage



Market Cap break up of stocks under coverage

Market Cap bracket	IIFL Research Universe
Above US\$ 10 bn	39
Between US\$ 5 bn and US\$ 10 bn	37
Between US\$ 3 bn and US\$ 5 bn	28
Between US\$ 1 bn and US\$ 3 bn	67
Between US\$ 500 mn and US\$ 1 bn	24
Below US\$ 500mn	36
Total	231

Completed Transactions in Q2FY21

Qualified Institutions
Placement

INR 150 Bn



ICICI Bank

Aug 2020

Qualified Institutions
Placement

INR140 Bn



Housing Development
Finance Corp

Aug 2020

Qualified Institutions
Placement

INR18,750 mn



Info Edge (India)

Aug 2020

Buyback

INR1,919 Mn



Emami Limited

July 2020

- Q2FY21 had been a strong quarter for the Investment Banking division. Completed 4 transactions - 3 QIPs and 1 buyback
- Filed 3 DRHPs over the past quarter- a number of IPOs are in various stages of execution
- Deal activity has picked up substantially- pipeline is robust
- New product diversification underway - Have won a number of debt and private equity mandates- which are in advanced stages of execution



**IIFL ranks #1 Investment Banker
in FY19 + FY20
(Private Sector IPOs) both in terms of
number of IPOs and amount raised**

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



Mohan Radhakrishnan, Whole-time Director

- Chief Compliance Officer
- Former General Manager at SEBI
- Chartered 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 Bhatiya, Independent Director

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

Awards & Recognitions

**Best Product Launch PR Campaign
2019' Award for AAA - Advisor
Anytime Anywhere**



**At
Corporate
Communications &
PR Awards 2019**

**"Leader in Go Green Initiative "
Award**



**At NSDL Star Performer Awards
2019**



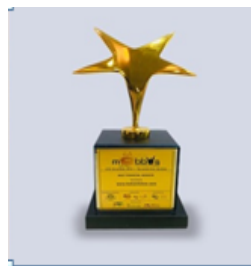
**'Company of the
Year 2019'**

**by
The CEO Magazine**



**Best IPO award for
Embassy Office REIT**

**at
The Asset Triple A Country Awards**



**The Mobby's
Award for Best
Financial Website**

**At
World Marketing
Congress**

**"Leadership in Customer Service
in Financial Services Sector"**

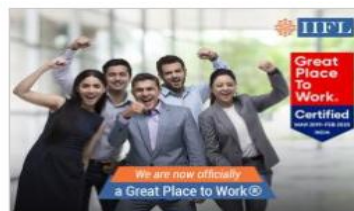


**At The 7th Edition of World Quality
Congress & Awards**



**'Best Use of Digital
Media/Platform in the
share trading category'
Award**

**At
INKSPELL for IIFL Markets App**



**IIFL Group awarded the 'Great
Place to Work' Certification**

'Going The Extra Mile'



from MCX

IIFL strongly believes in community development and sincerely undertakes multiple CSR initiatives focused around Education, Financial Literacy and Environment protection, among others.

Education Initiatives



The flagship initiative of IIFL Foundation - **Sakhiyon Ki Baadi (SKB)**, that aims at eradication of Illiteracy among females, regained its operation during the unlock phase from June 2020. It is a community based learning centre for girls in the age group of 4 to 14 years to address the situation of illiteracy among girls in rural Rajasthan.



Covid-19 relief

To help battle the Covid-19 crisis for patients residing at higher altitudes, such as inhabitants of Kashmir, IIFL Foundation has donated **24 oxygen concentrators** to the community, to help patient's during their home quarantine period.



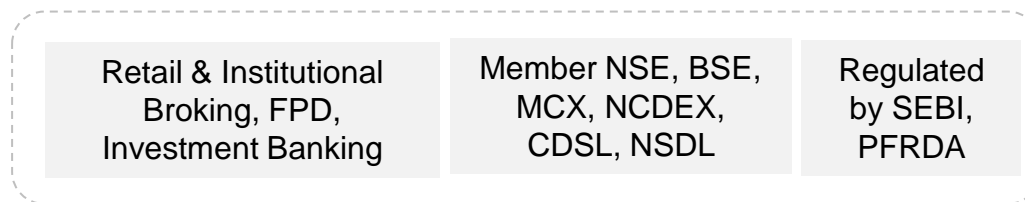
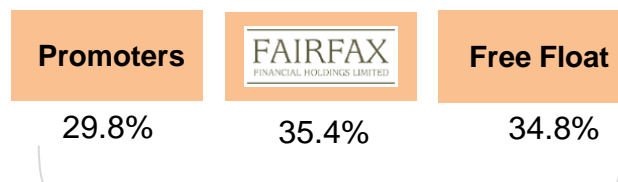
Rathshaala (school-on-wheels)

- IIFL Foundation's unique initiative '**Rathshaala**' is a *school-on-wheels* set-up that travels along with the nomadic tribe of Rebaris,. Formal literacy among the tribe is very low as they are seldom stationed at a location for more than a few weeks
- It is led by a teacher who conducts learning session for children from the tribe, twice in a day.

Rathshaala	No. of students
2	300+

Section 4:
Annexures

Annexure I - Corporate Structure and Ownership



Major Subsidiaries



Thank You

Published in October 2020

IIFL Securities Limited

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