

May 04, 2021

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 Audited Financial Results for the quarter and year ended March 31, 2021

We enclose herewith the Investor Presentation on the Audited Financial Results of the Company for the quarter and year ended March 31, 2021

Kindly take the same on record.

Thanking You,

Yours faithfully,

For IIFL Securities Limited



Meghal Shah
Company Secretary
Encl: as above



IIFL Securities Limited (Formerly "India Infoline 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

Tel: (91-22) 3929 4000/ 4103 5000 • Fax: (91-22) 2580 6654 • E-mail: secretarial@iifl.com • Website: www.indiainfoline.com

Investor Presentation

For the quarter ended March 31, 2021



IIFL Securities Limited

May 04, 2021

NSE : IIFLSEC | BSE : 542773

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Section 1:

Financial Highlights

Consolidated Results (as per IND AS)

Quarter and year ended March 31, 2021



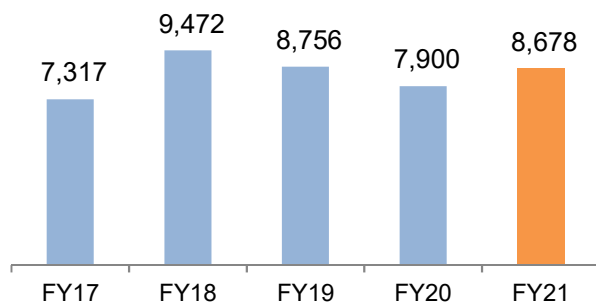
₹ Mn	Q4FY21	Q4FY20	Y-o-Y	Q3FY21	Q-o-Q	FY21	FY20	Y-o-Y
Revenue from operations	2,381.2	1,965.3	21%	2,010.6	18%	7,908.5	7,239.1	9%
Other income	181.7	133.1	37%	139.3	30%	769.3	660.4	16%
Total Income	2,562.9	2,098.4	22%	2,149.9	19%	8,677.8	7,899.5	10%
Employee cost	632.9	507.9	25%	530.7	19%	2,113.1	2,212.5	(4%)
Finance cost	135.8	358.5	(62%)	105.0	29%	496.3	1,021.1	(51%)
Depreciation and amortization expense	114.0	125.2	(9%)	110.6	3%	458.8	553.1	(17%)
Administration and other expense	764.4	597.2	28%	719.2	6%	2,762.3	2,115.1	31%
Total Expenses	1,647.1	1,588.8	4%	1,465.5	12%	5,830.5	5,901.8	(1%)
Profit Before Tax	915.8	509.6	80%	684.4	34%	2,847.3	1,997.7	43%
Provision for tax	142.7	137.1	4%	178.5	(20%)	644.2	529.9	22%
Profit After Tax	773.1	372.5	108%	505.9	53%	2,203.1	1,467.8	50%
Other Comprehensive Income	3.4	(0.2)	(1800%)	0.0	0%	7.3	(18.2)	(140%)
Total Comprehensive Income	776.5	372.3	109%	505.9	53%	2,210.4	1,449.6	52%
Exceptional Items*	0.0	0.0	0%	0.0	0%	0.0	871.6	(100%)
Total Comprehensive Income (Including exceptional items)	776.5	372.3	109%	505.9	53%	2,210.4	2,321.2	(5%)

*Exceptional item in FY20 consists of write- down of deferred tax assets and MAT credit due to reduction in corporate tax rate of ₹145.5 Mn. Additionally, exceptional items in FY20 includes profit of ₹1,017.1 Mn on sale of office property

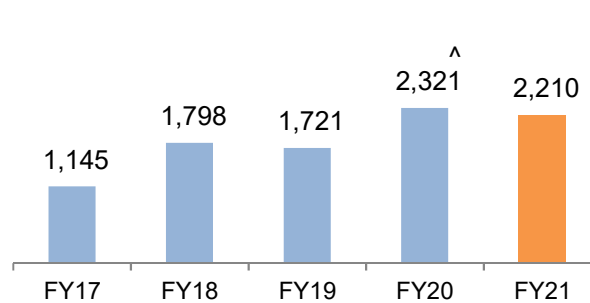
Financial Trends



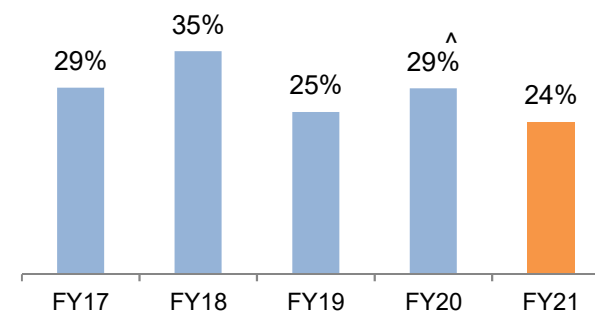
Total Revenue (₹ Mn)*



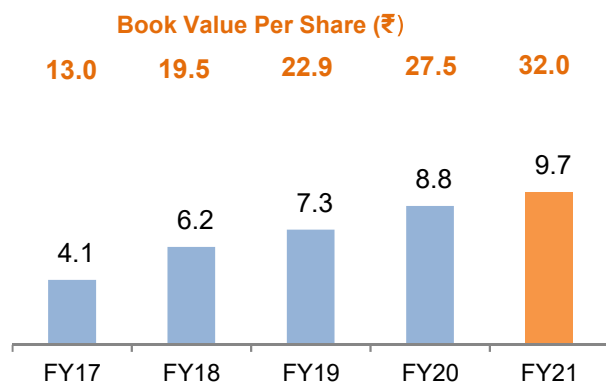
Profit after tax (TCI) (₹ Mn)*



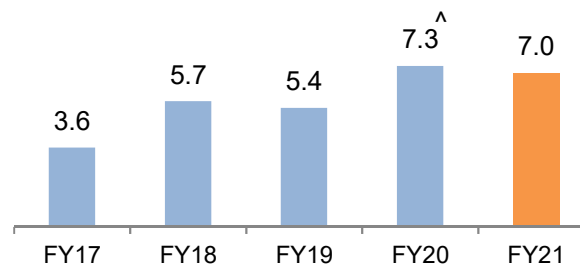
Return on Equity (%)*



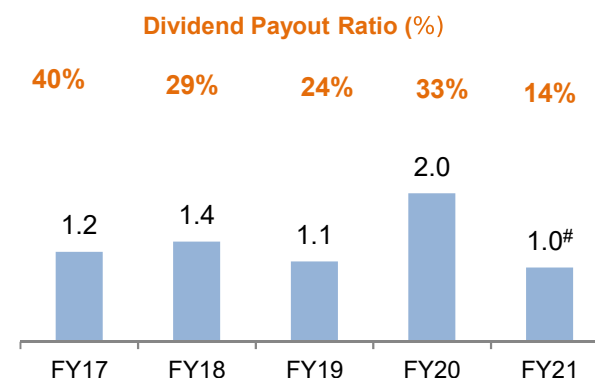
Net Worth (₹ Bn)*



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 ₹ 1.06 bn (incl. tax) to buy back 1.7 bn shares during the year

Section 2:

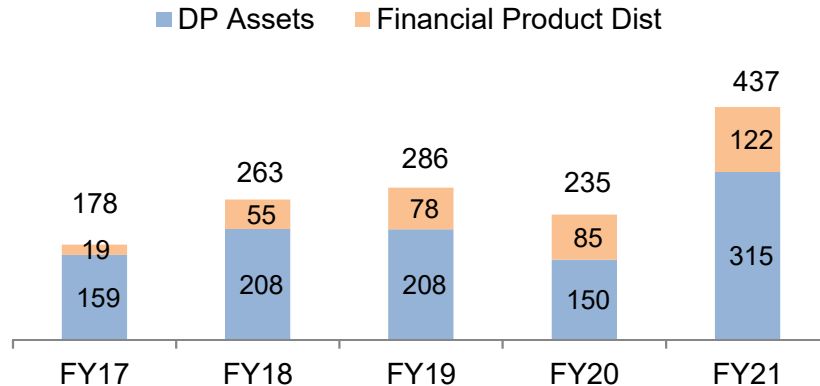
Business Performance

Legacy Business in Retail Broking and Distribution



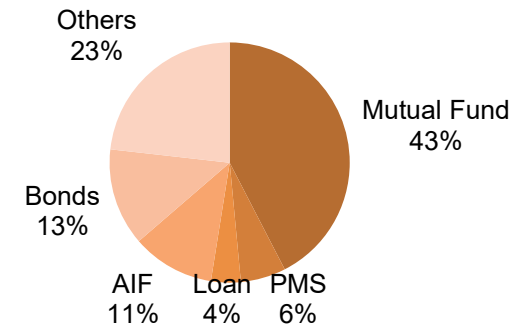
- Legacy of about two decades in retail broking and financial product distribution.
- Business offerings comprise equity, commodities and currency broking, DP services, portfolio advisory and distribution of investment products

Assets Under Management^ (₹ Bn)

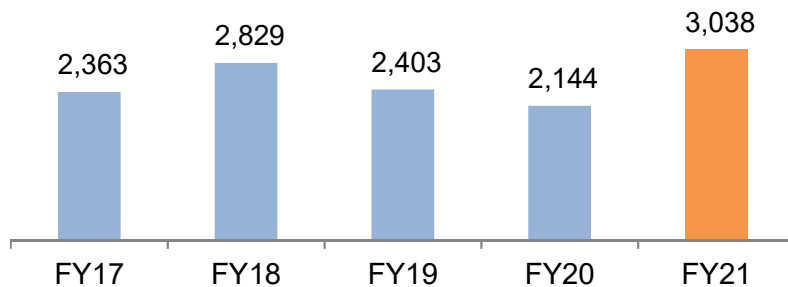


FPD AUM (₹ Bn)

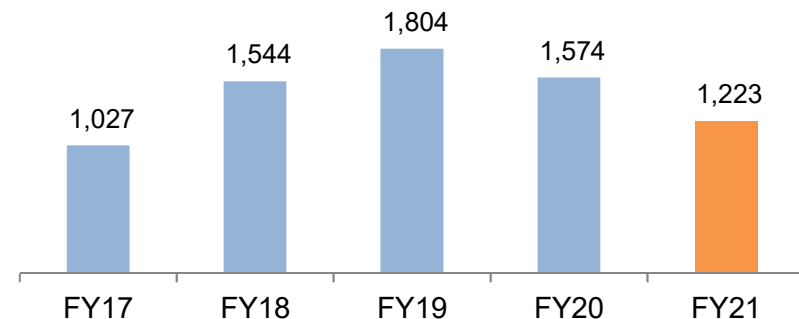
FPD AUM stood at ₹ 122 Bn. as on 31th March, 2021



Retail Brokerage Income (₹ Mn)



Financial Products Distribution Revenues (₹ Mn)



^Excluding assets acquired from Karvy demat accounts

Major updates during the quarter



Acquisition of Karvy accounts

- Nearly 1.1 mn accounts were acquired in a formal bidding process organised by stock exchanges and depositories.
- We have already begun the migration of demat accounts to IIFL Securities



Tie-up with Karnataka Bank

IIFL Securities has deeply integrated with Karnataka Bank – one of India’s leading private sector bank - to introduce “KBLSmart Trade”, whose offerings include the following :

- Instant account opening – Customers can open paperless, online trading account in minutes from any location
- One stop shop – the platform has 2 in 1 facility wherein Demat and trading account features are clubbed

A large customer base would be served with IIFL securities advanced research and technology backed platforms

Buy-back Update



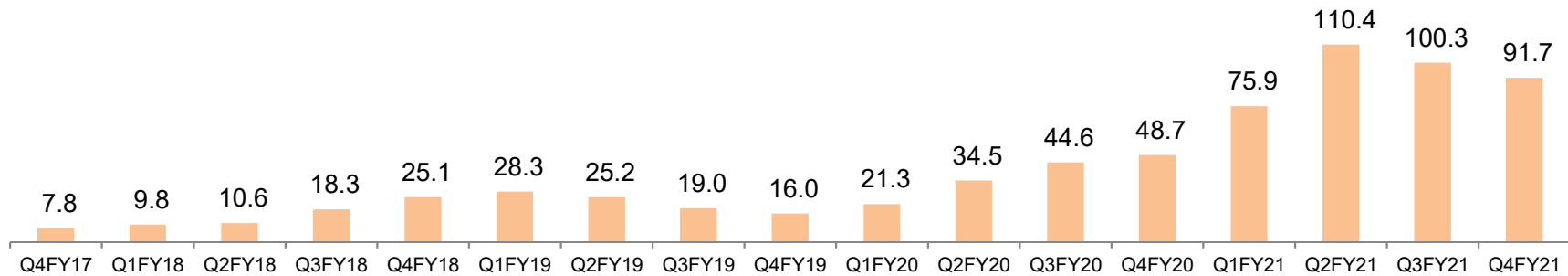
Company has completed the buy-back of its equity shares on February 15, 2021. Below are the details of buy-back:

Particulars	
Total amount earmarked for Buyback (₹ in Crs.)	86.7
Tax paid on Buyback (₹ in Crs.)	19.0
Total Outflow (₹ in Crs.)	105.7
No of shares bought back (Nos.)	17,000,394
Post buyback share capital (₹ in Cr)	60.59
Post buyback no. of shares (in Cr)	30.29

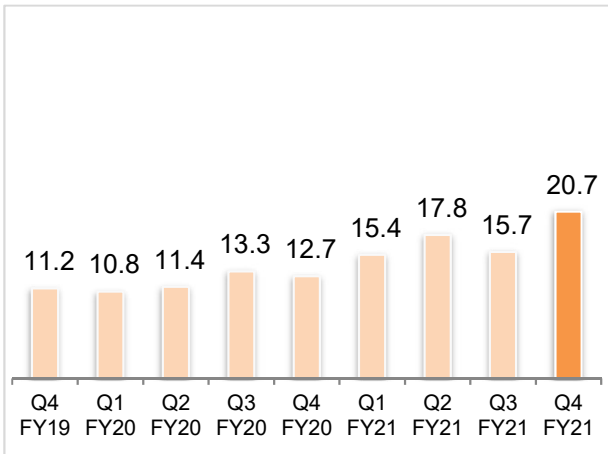
Customer acquisition: Continues to gain traction



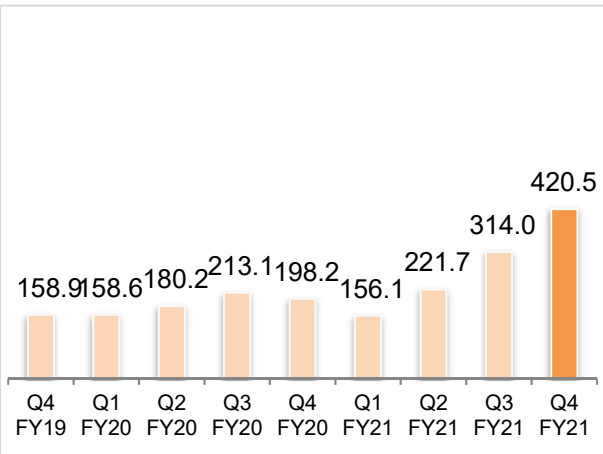
Customer Acquisitions ('000)



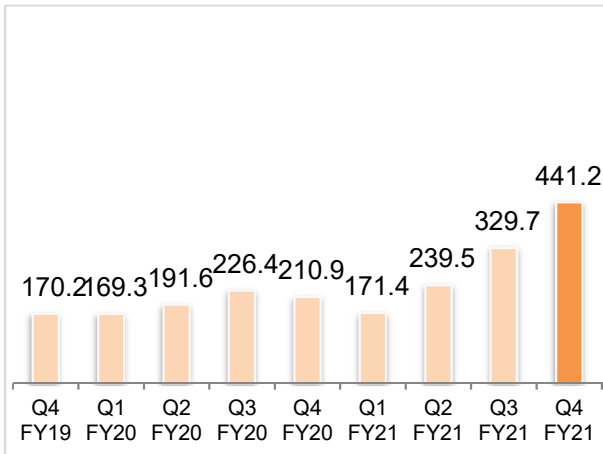
IIFL Average Daily Turnover – Cash (₹ Bn)*



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



IIFL Average Daily Turnover – Total (₹ Bn)*



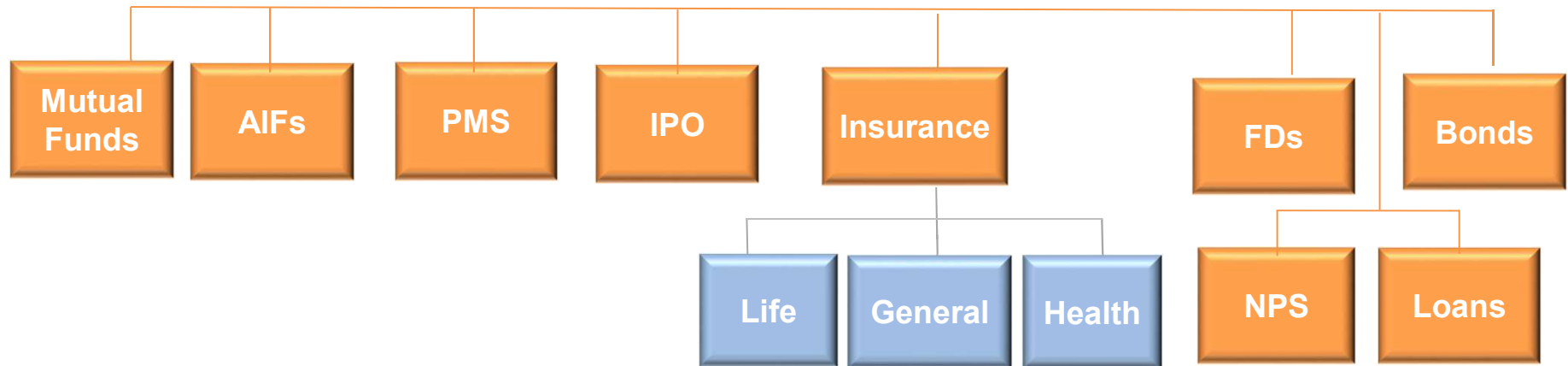
Source: NSE

*Turnover includes retail and institutional segments from NSE

One Stop Shop for Financial Products



Product offerings

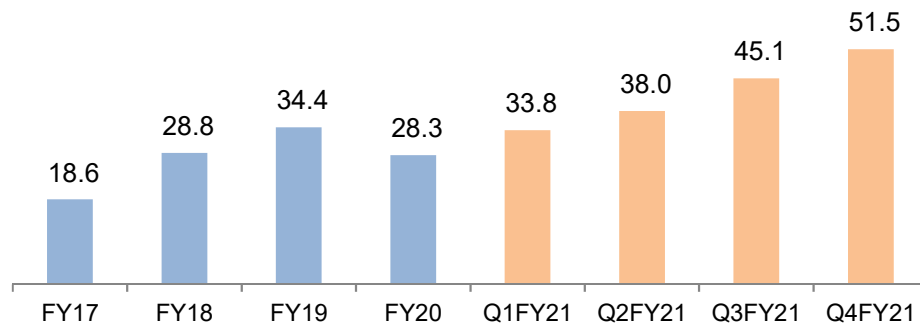


- Open architecture model in distribution
- MF and Insurance are retail focus products with good long term growth prospects
- Insurance premiums amounting to Rs 1,463 Mn have witnessed 42% y-o-y growth in FY21
- Mutual Fund AUM grew by 14% q-o-q to Rs 51.5 Bn as at March 31, 2021. SIP AUM grew by 13% q-o-q to Rs 10.2 Bn with a monthly average transaction count of 90,816.

Retail Focus on Insurance and Mutual Funds

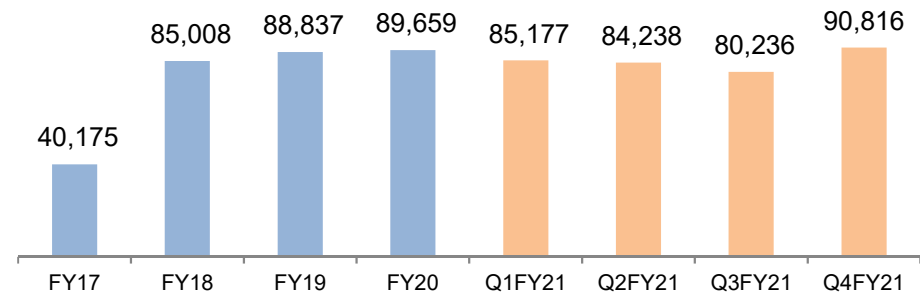


Mutual Fund AUM (₹ Bn)

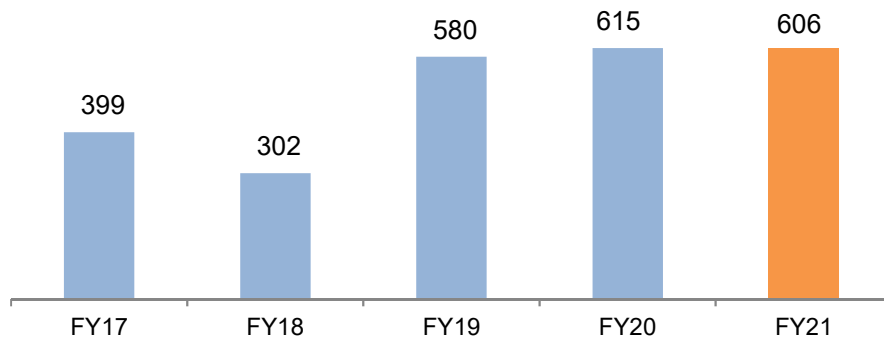


SIP Transactions (Count)

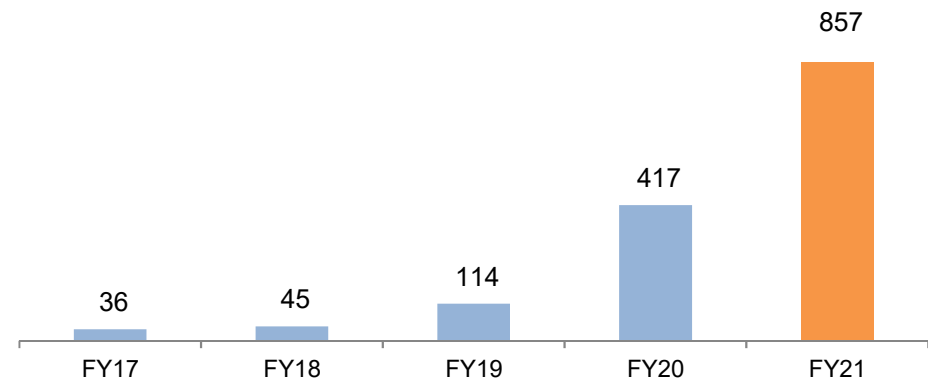
SIP AUM as at March 31, 2021 was ₹ 10 Bn



Life Insurance Premium (₹ Mn)



Non-life Insurance Premium (₹ Mn)



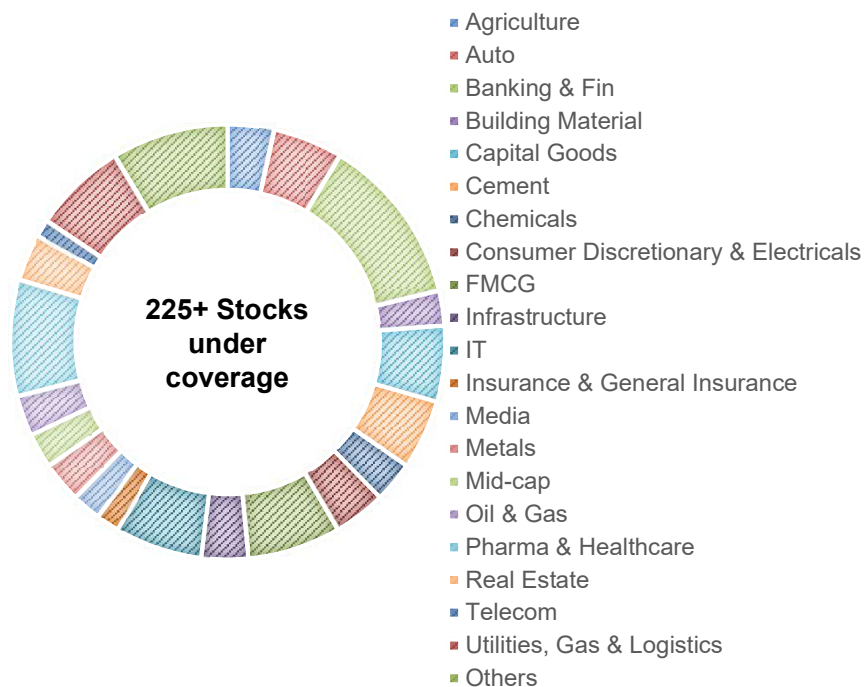
SIP transaction count is a monthly average

Pedigreed Institutional Broking Franchise with Strong Research Capabilities



- Among the top franchises on the street, 80 member team with offices in Mumbai, New York and London
- 720+ 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 250 stocks under research coverage 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

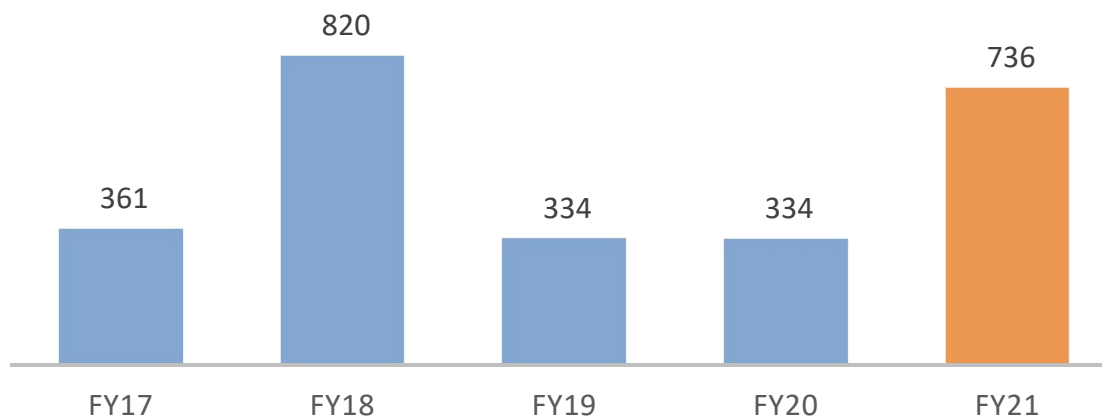
Market Cap bracket	IIFL Research Universe
Above US\$ 10 bn	49
Between US\$ 5 bn and US\$ 10 bn	38
Between US\$ 3 bn and US\$ 5 bn	44
Between US\$ 1 bn and US\$ 3 bn	57
Between US\$ 500 mn and US\$ 1 bn	37
Below US\$ 500mn	25
Total	250

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

- Q4FY21 has been a very strong quarter for the investment banking division- Completed 10 transactions including 6 IPOs and 3 private equity transactions
- Filed 6 new DRHPs over the past quarter- a number of IPOs are in various stages of execution
- Retained leadership in Private sector deals as per Prime Database League for Private sector IPOs in FY18- FY21
- Outlook for FY22 remains strong

Select Marquee transactions in Q4FY21



Private Placement
Rs 144 Million




PB Fintech Private Ltd
(erstwhile FTechAces)

March 2021
Advisor


IPO
RS 5829 Mn



Nazara Technologies
Ltd

March 2021
BRLM

IPO
Rs 5808 Mn



Suryoday Small
Finance Bank Limited

March 2021
BRLM

IPO
Rs. 8273 Mn



Craftsman
Automatiuon Limited

March 2021
BRLM


IPO
Rs . 7600 Mn



Anupam Rasayan
India Limited

March 2021
BRLM

Pre – IPO + IPO
Rs 1000+ 5469 Mn



MTAR Technologies
Limited

Feb / March 2021
BRLM

Private Placement
Rs 1000 Mn



National Stock
Exchange Of India

Feb 2021
Sole Advisor

IPO
Rs. 38000 Mn



Brookfield India REIT

February 2021
BRLM

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 Myntra
- 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

Most Innovative Leader of the Year awarded to Mr. R Venkataraman, Chairman of IIFL Securities



**At
World BFSI
Congress & Awards
2020**

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



**At
Corporate
Communications &
PR Awards 2019**

Ranked No.1 investment banker for equity capital raising through IPO by private firms

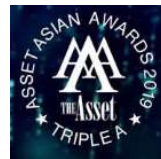
At



'Top Business Performer in OTB Segment FY 2019-20'



from BSE



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**



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

**At
INKSPELL for IIFL Markets App**

"Leadership in Customer Service in Financial Services Sector"



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



IIFL Group awarded the 'Great Place to Work' Certification

Corporate Social Responsibility



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

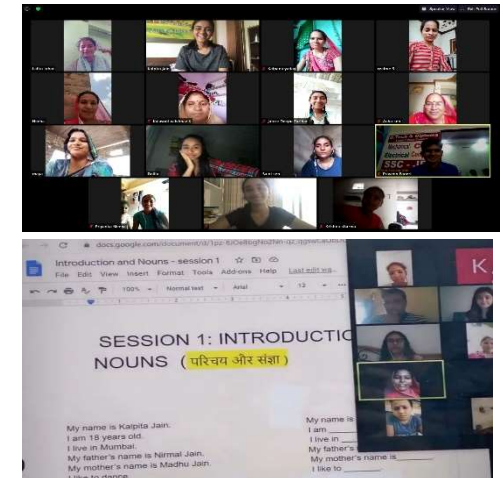
Education Initiatives: Online Learning during Covid-19 Pandemic



During the lockdown phase in the year 2020, IIFL Foundation introduced online training sessions on 'Learning English Language' for women from Rajasthan.

The learning sessions were organized over online communication platform viz. Zoom, Google Meet., with our unique volunteering program where students from International universities connected with our Teachers from rural hamlets, conducting sessions over teaching English as a language.

Online Sessions	Basic English	Advance English	Digital Literacy
Total Hrs. of Online Training	975 hrs.	80 hrs.	20 hrs.



Rathshaala

IIFL Foundation's unique initiative Rathshaala helps to educate the upcoming generation, with a thought – Those who cannot reach a school, we'll reach them with a school.

The learning sessions are conducted in 2 sessions each day, first session in the morning hours following which the children accompany their parents with chores and daily tasks. The 2nd session initiates during late evenings post-dinner.



IIFL Scholarship

IIFL Foundation is supporting talented and meritorious students belonging to underprivileged segment of the society to attain Senior Secondary and College Education, being awarding Scholarship.

Scholarship amounting to Rs.3500 is awarded to students studying in class 9th and 10th, while a scholarship of Rs.5000 is awarded to students studying in class 11th and 12th.

Thank You

Published in May 2021

IIFL Securities Limited

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