

July 28, 2022

The Manager,
Listing Department,
BSE Limited,
Phiroze Jeejeebhoy Tower,
Dalal Street,
Mumbai 400 001.
Tel no.: 22721233
Fax No.: 22723719/ 22723121/ 22722037
BSE Scrip Code: 542773

The Manager,
Listing Department,
The National Stock Exchange of India Ltd.,
Exchange Plaza, 5th Floor, Plot C/1, G Block,
Bandra - Kurla Complex, Bandra (E),
Mumbai 400 051.
Tel No.: 2659 8235
Fax No.: 26598237/ 26598238
NSE Symbol: IIFLSEC

Dear Sir/Madam,

Sub: Investor Presentation on the Unaudited Financial Results for the quarter ended June 30, 2022.

We enclose herewith the Investor Presentation on the Unaudited Financial Results of the Company for the quarter ended June 30, 2022.

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



Investor Presentation




For the quarter ended June 30, 2022

IIFL Securities Limited

July 28, 2022

NSE: IIFLSEC | BSE: 542773



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Section

01

**KEY
HIGHLIGHTS &
BUSINESS
PERFORMANCE**

₹ 1,120 Billion

Assets under
management &
Custody
y-o-y growth 103%

₹ 1,267 Billion

Average daily
turnover
y-o-y growth 140%

1.6 Lakhs

Customer
acquisition
y-o-y growth 5%

4.5 Lakhs

Daily
orders
y-o-y growth 31%

1,096

New
Partners
y-o-y growth 370%

~4.4 Rating

Highest Rated
Investment App

11.4 Lakhs

NSE active
customers

9th Rank

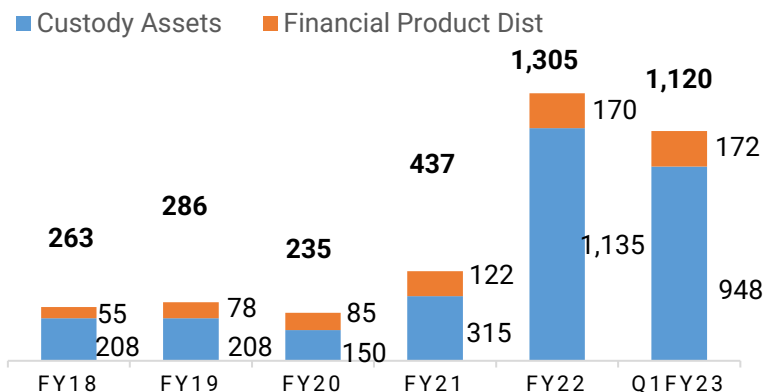
NSE active
customers

3 Million

Client
base

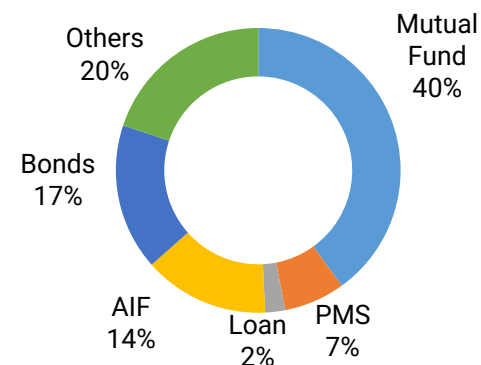
- Legacy of about two decades in retail broking and financial product distribution.
- Business offerings comprise equity, commodities and currency broking, Demat services, portfolio advisory and distribution of investment products

Asset Under Management & Custody (₹ Billion)

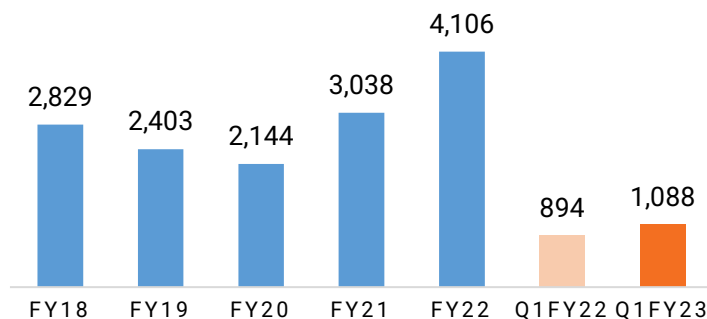


FPD AUM (₹ Billion)

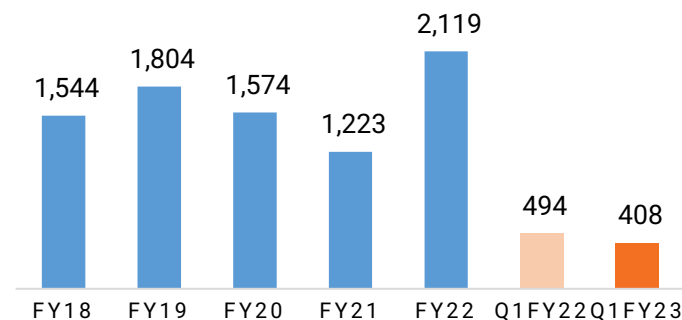
FPD AUM stood at ₹ 172 Billion as on June 30, 2022



Retail Brokerage Income (₹ Million)

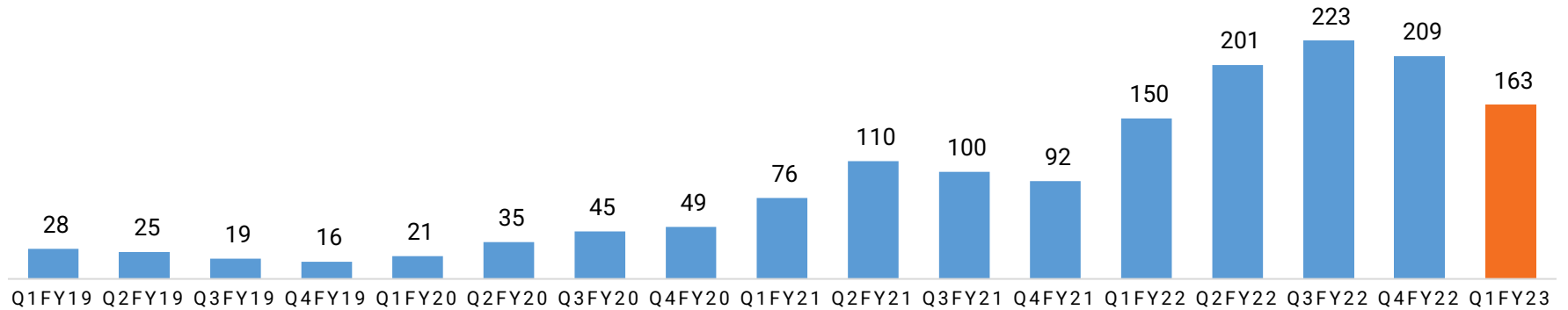


Financial Products Distribution Income* (₹ Million)

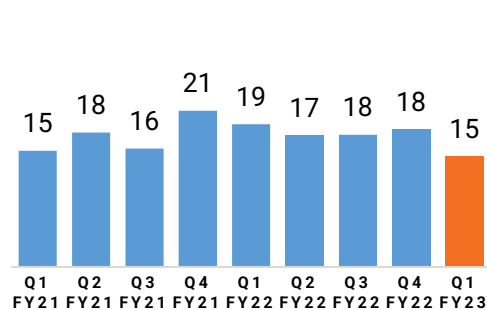


*Includes income from insurance as well

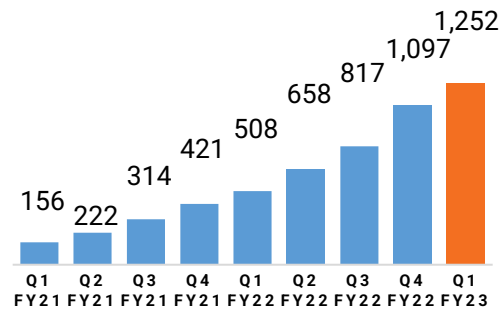
Customer Acquisitions ('000)



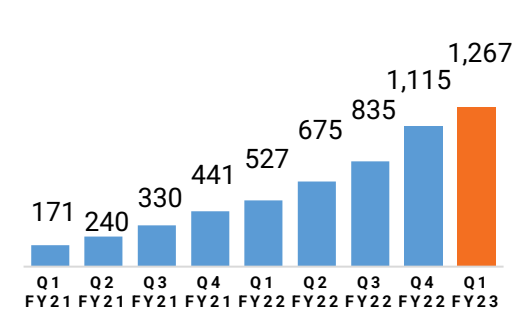
Average Daily Turnover – Cash (₹ Billion)*

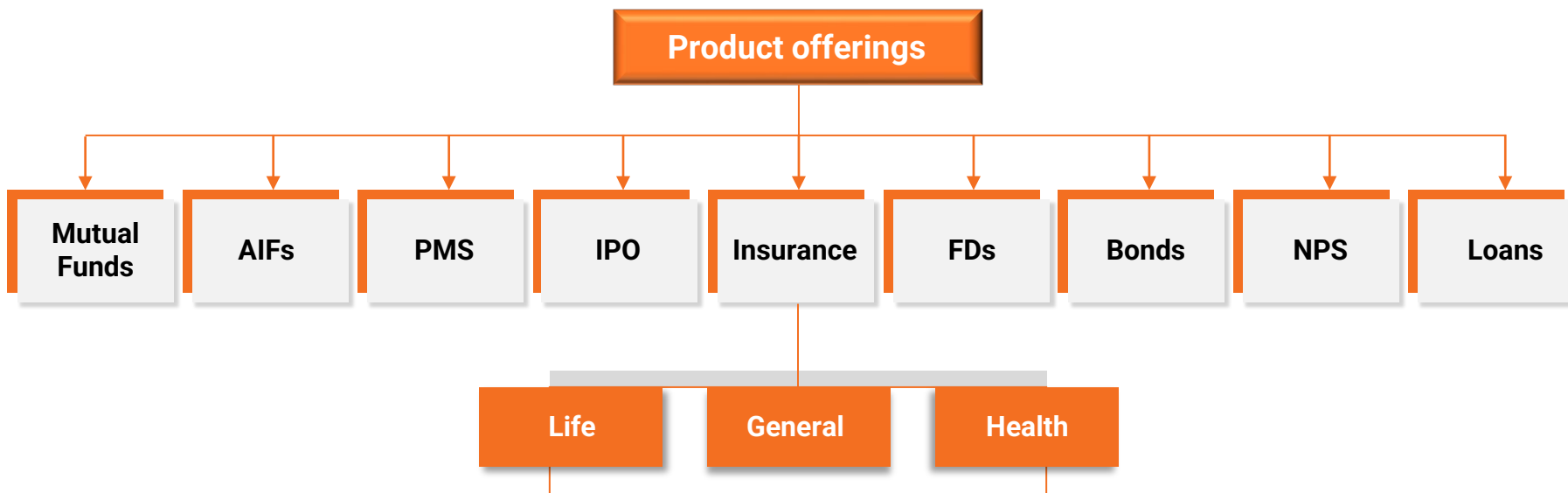


Average Daily Turnover – F&O (₹ Billion)*



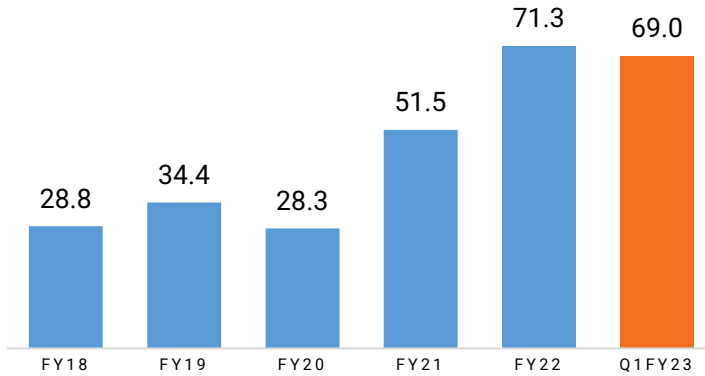
Average Daily Turnover – Total (₹ Billion)*



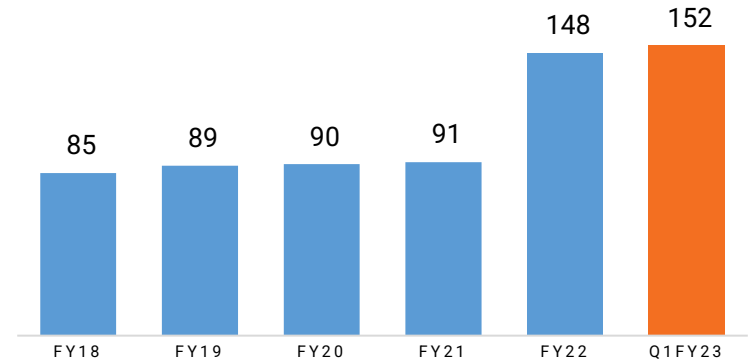


- Open architecture model in distribution.
- MF and Insurance are retail focus products with good long term growth prospects.
- Insurance premiums amounted to ₹ 340 Million, up by 16% y-o-y.
- Mutual Fund AUM up by 21% y-o-y to ₹ 69.0 Billion as at June 30, 2022. SIP AUM up by 26% y-o-y to ₹ 14.6 Billion with a monthly average transaction count of 1,51,853.

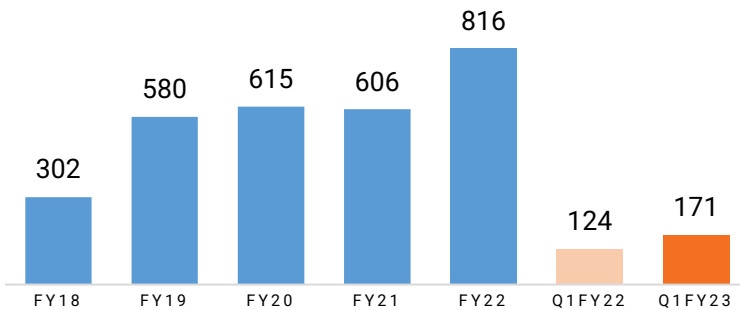
Mutual Fund AUM (₹ Billion)



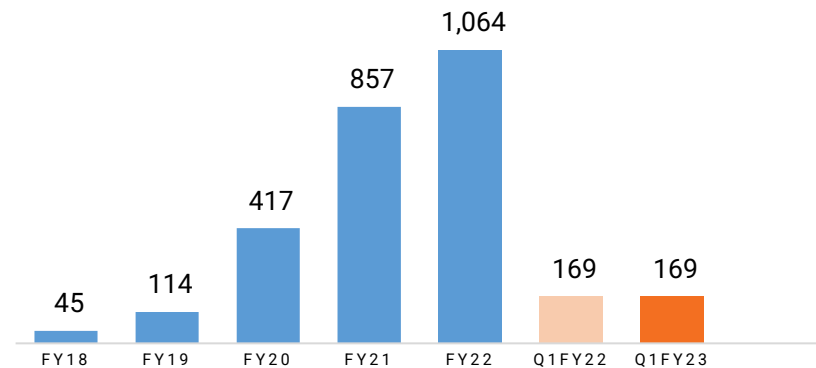
SIP Transactions (Count) (000's)



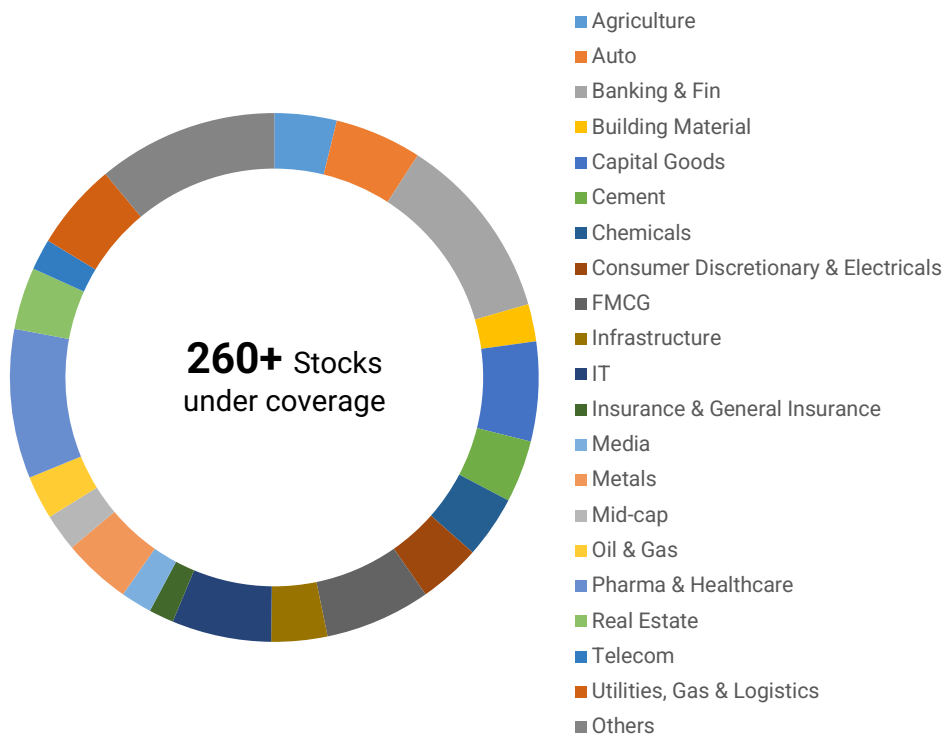
Life Insurance Premium (₹ Million)



Non-life Insurance Premium (₹ Million)



- Among the top franchises on the street, with offices in Mumbai and New York.
- 800+ 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 260 stocks under research coverage accounting for over 75% of India's market capitalization.



Market Cap break up of stocks under coverage

Market Cap bracket	IIFL Research Universe
Above US\$ 10 Billion	44
Between US\$ 5 Billion and US\$ 10 Billion	47
Between US\$ 3 Billion and US\$ 5 Billion	40
Between US\$ 1 Billion and US\$ 3 Billion	66
Between US\$ 500 Million and US\$ 1 Billion	33
Below US\$ 500 Million	30
Total	260

IPO
Rs. 15,808 Mn



Rainbow Children's
Medicare

May 2022
BRLM

IPO
Rs. 4,128 Mn



eMudhra

May 2022
BRLM

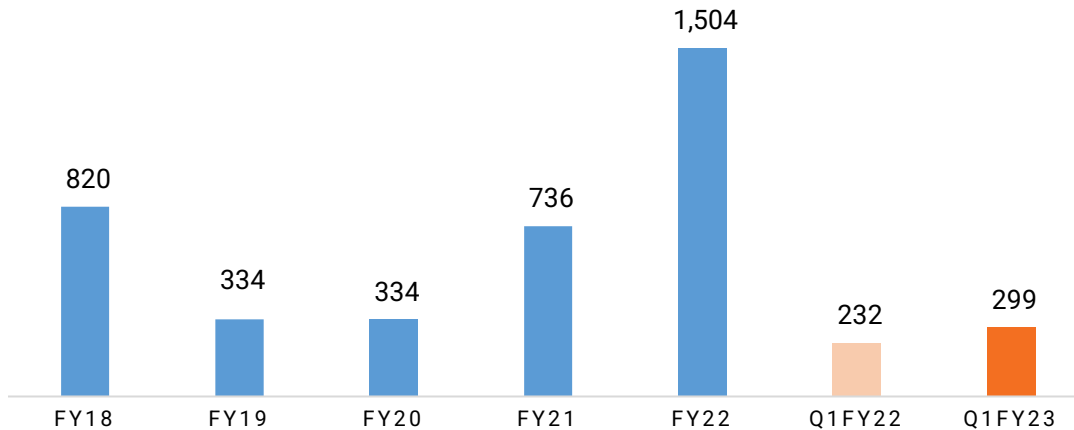
QIP
Rs. 8,650 Mn



Indiabulls Real
Estate

Apr 2022
BRLM

Investment Banking Revenues (₹ Million)



Note: Revenue recognition is based on milestone completion

- Completed 3 transactions including 2 IPO, 1 QIP transaction.
- Filed 7 DRHP in the past quarter.
- Equity Capital Market (ECM) business has been impacted by market volatility, however there is a healthy pipeline on the private markets/advisory business.

Section

02

**Financial
Performance**

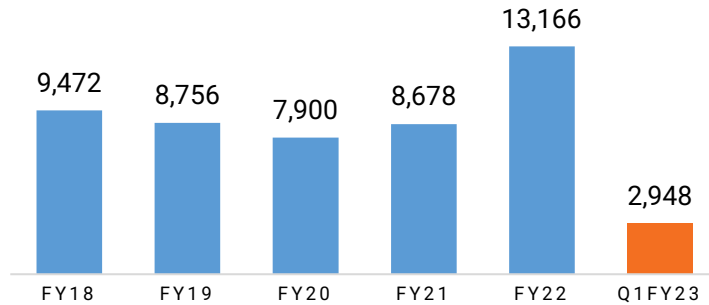
Consolidated results (as per IND AS)

Quarter ended June 30, 2022

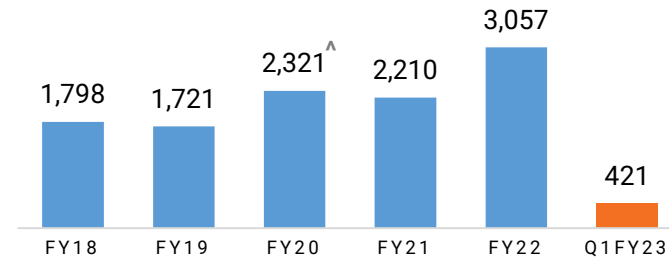


₹ Mn	Q1FY23	Q1FY22	Y-o-Y	Q4FY22	Q-o-Q
Revenue from Operations	2,915	2,506	16%	3,468	(16%)
Other income	33	175	(81%)	153	(79%)
Total income	2,948	2,681	10%	3,621	(19%)
Employee cost	870	663	31%	967	(10%)
Finance Cost	187	134	40%	184	2%
Depreciation and amortisation expense	164	151	9%	167	(2%)
Administration and other expense	1,113	866	29%	1,248	(11%)
Total Expenses	2,334	1,814	29%	2,566	(9%)
Profit before tax	614	867	(29%)	1,055	(42%)
Provision for tax	180	179	1%	266	(32%)
Profit after tax	434	688	(37%)	789	(45%)
Other Comprehensive Income	(13)	0	-	9	-
Total Comprehensive Income	421	689	(39%)	798	(47%)

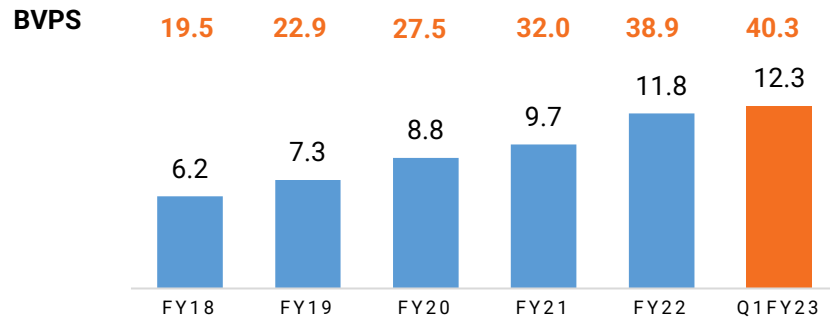
Total Revenue (₹ Million)*



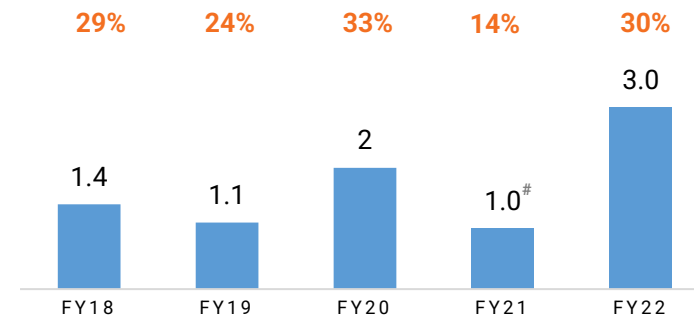
Profit after tax (TCI) (₹ Million)*



Net Worth (₹ Billion)*



DPS (₹)**



*FY18 figures are based on Proforma Accounts;

[^]Including exceptional items

**DPS includes dividend paid by subsidiaries in FY18 and FY19.

DPR is including DDT

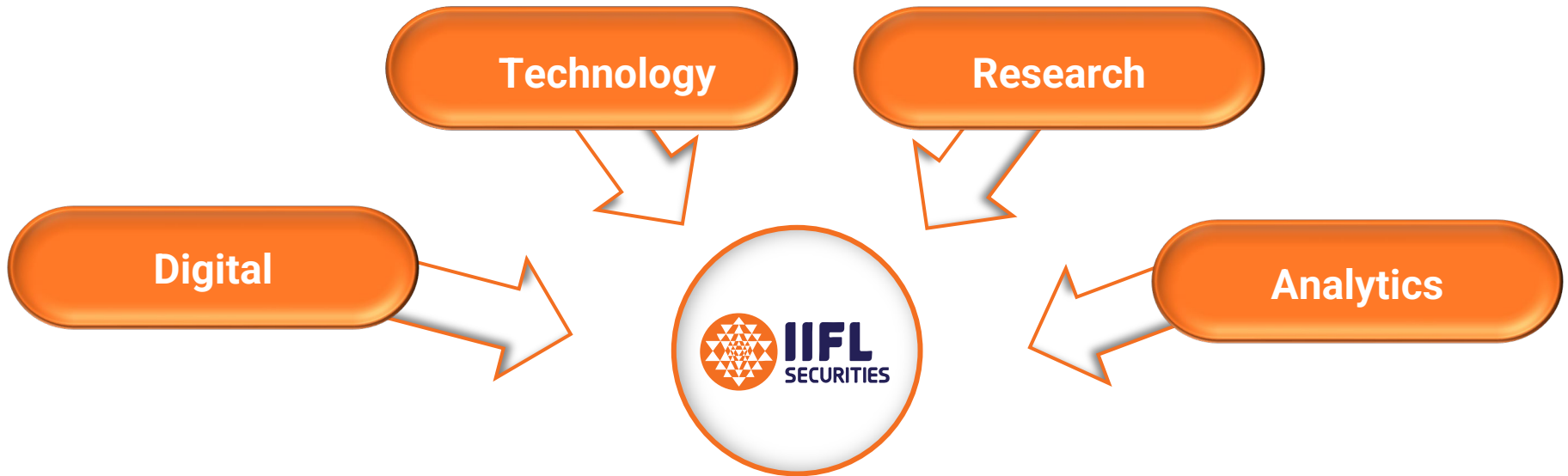
[#]Additionally, the company has also paid ₹ 1058 Million (incl. tax) to buy back 17 Million shares

Section

03

**Corporate &
Others**

Strategy focused on Digital , Research, Technology and Analytics



Focus on Experience and Ecosystem

- Build the **most preferred** online broking platform.
- Build **synergetic relationship** with **Fin-techs** and deliver **experiences** that form habits.

Rich Engagement and Analytics

- Get a global view of **customer behaviour** and data.
- Nudge product decisions based on analytics

Platform and Systems

- Device agnostic platform that serves user lifecycle
- **Product Personalization**— adapt to user needs and segments.

Strong research base

- **Research driven advisory** assistance to customers.
- Excellent research credentials with strong market knowledge base.



Retail Broking

- We target the mass market **tech savvy customers**.
- Offer them brokerage service, mutual funds, insurance, PMS, etc. through the **open architecture model** powered by robust technology platform.



Institutional Broking

- We are the port of call for most investors, thanks to our extremely **strong research credentials**.
- We are one of leading domestic institutional brokers because of our strong execution and block placement capabilities.



Investment Banking

- We are well-positioned in the investment banking sector, backed by our customer & market understanding across all segments.
- **Completed 3 transactions in Q1 FY23.**
- Leveraging strong distribution reach across all segments – retail, HNI, domestic and foreign institutions.



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 Sharma, 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 Bathiya, Independent Director

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



Best use of Mobile Technology award

at Great Indian BFSI awards



Product Innovation award for Gemrush/OneUp

at Great Indian BFSI awards



Excellence in Distribution of Financial products award

at Great Indian BFSI awards



Sandeep Bharadwaj received the CEO of the year award.

at Great Indian BFSI awards



Nandkishore Purohit received the CTO of the year award.

at Great Indian BFSI awards

❑ Gulabi Gaon - Development of marketplace for women & Livelihood development

- ✓ IIFL Foundation have setup a Business Hub (Bazar Haat) and Community Hall for local businesses to promote livelihood for villagers. A special emphasis is given to promote women entrepreneurs to setup small business ventures.
- ✓ Skill development training for women to learn food processing and production & sale of herbal products.
- ✓ Computer education for Women, men and Youth. Awareness on Social and Legal Rights of women viz. POSH Act, Domestic Violence Act, Dowry Act, Right to Education, Government Welfare Schemes for Women, etc.



❑ Science Laboratory - Govt. Senior Secondary Girls School (Rajasthan)

- ✓ IIFL Finance is constructing Science Laboratories, Computer room and Sanitation Facility at Govt. Girls Senior Secondary School (up to 12th Grade), GP – Khamnore, Rajasthan.
- ✓ Over 500 girls to be benefited from this facility and will be enabled to pursue higher education and subsequently careers in science stream



❑ Development of Emergency Ward – Govt. Hospital

- ✓ IIFL Foundation has undertaken the responsibility to reactivate the dormant wards at the Maharana Bhupal Government Hospital, Udaipur (Rajasthan), and develop them to Operation Theatres, Intensive Care (ICU), Outpatient Department (OPD), Cabins for Senior Doctors & Resident doctors and waiting area for family members of the patients.
- ✓ The development is carried along with installation of Medical Equipment in the OT, OPD and ICU and furnishing of the wards. (Ceiling, Flooring, Electrical Fixtures).



Published in **July 2022**

IIFL Securities Limited

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THANK YOU