

October 20, 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
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Dear Sir/Madam,

Sub: Investor Presentation on the Unaudited Financial Results for the quarter and half year ended September 30, 2022.

We enclose herewith the Investor Presentation on the Unaudited Financial Results of the Company for the quarter and half year ended September 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






Investor Presentation

For the quarter ended Sep 30, 2022

IIFL Securities Limited

October 20, 2022

NSE: IIFLSEC | BSE: 542773

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Section

01

**KEY
HIGHLIGHTS &
BUSINESS
PERFORMANCE**

₹ 1,186 Billion

Assets under
management &
Custody
y-o-y growth 0.1%

₹ 1,355 Billion

Average daily
turnover
y-o-y growth 101%

1.5 Lakhs

Customer
acquisition
y-o-y degrowth 30%

4.8 Lakhs

Daily orders
y-o-y growth 39%

854

New Partners
y-o-y growth 44%

~4.3 Rating

Highest Rated
Investment App
IIFL Markets App

10.4 Lakhs

NSE active
customers

9th Rank

NSE active
customers

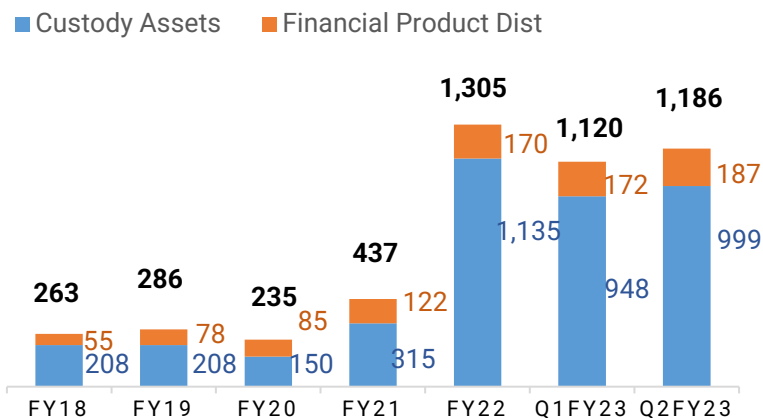
3 Million

Client base

Legacy business in retail broking and distribution

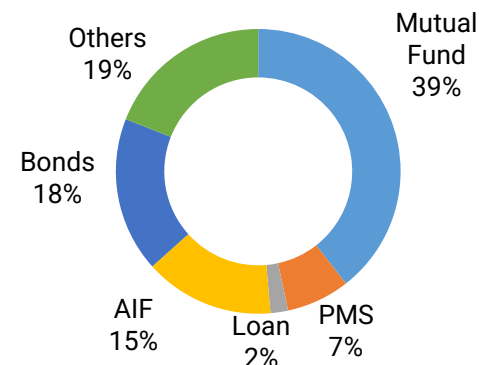
- Legacy of about two decades in retail broking and financial product distribution.
- Business offerings comprise equity, commodities and currency broking, Demat services, portfolio advisory and distribution of investment products

Asset Under Management & Custody# (₹ Billion)

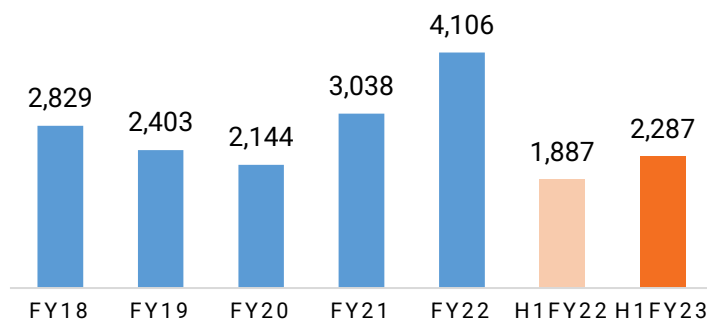


FPD AUM (₹ Billion)

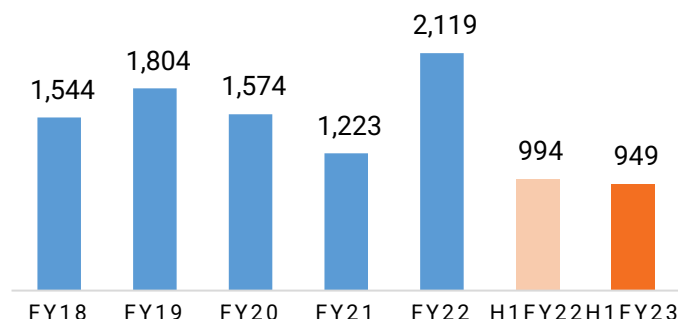
FPD AUM stood at ₹ 187 Billion as on Sep 30, 2022



Retail Brokerage Income (₹ Million)



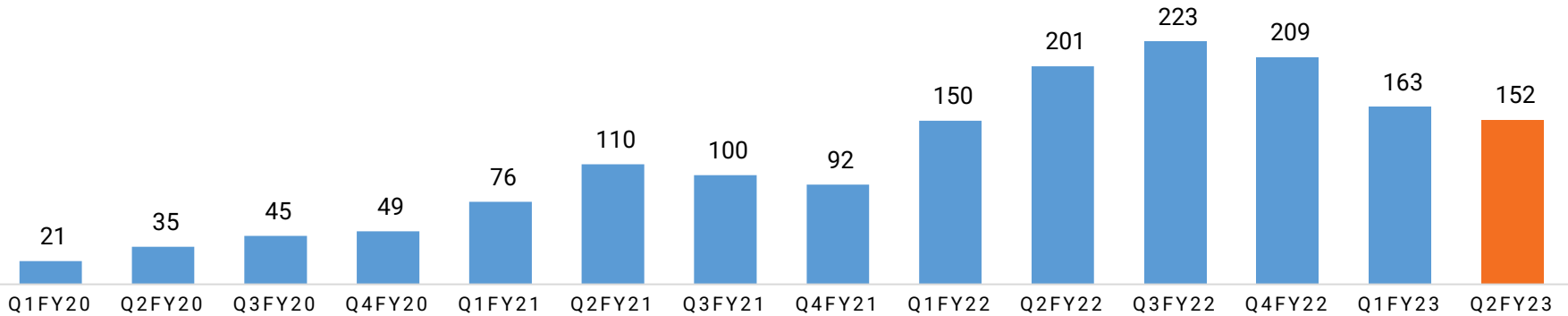
Financial Products Distribution Income* (₹ Million)



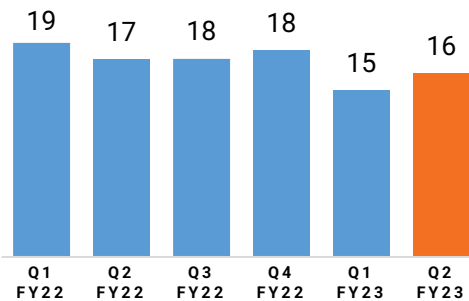
*Includes income from insurance as well

Nos as on End of period date

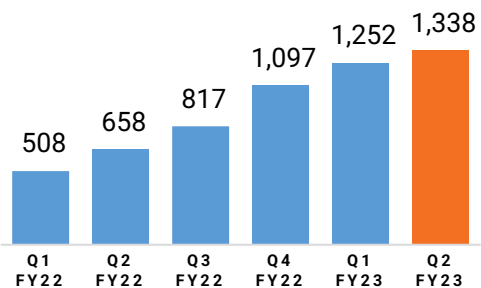
Customer Acquisitions ('000)



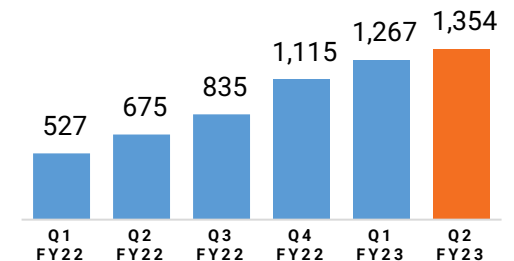
Average Daily Turnover – Cash (₹ Billion)*

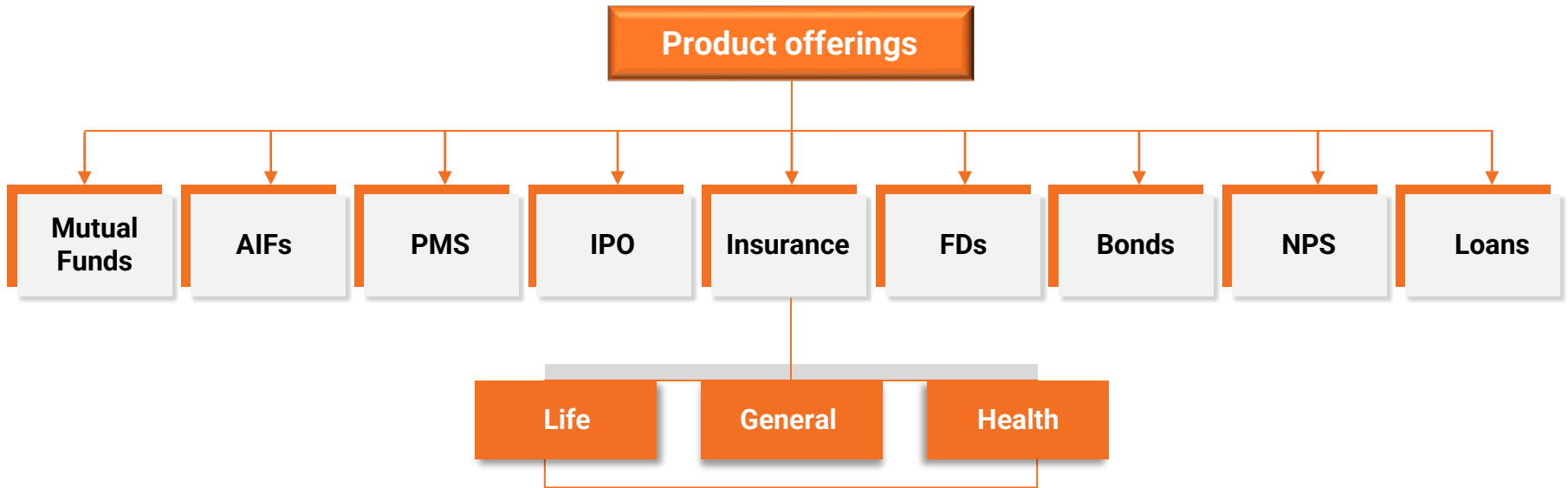


Average Daily Turnover – F&O (₹ Billion)*



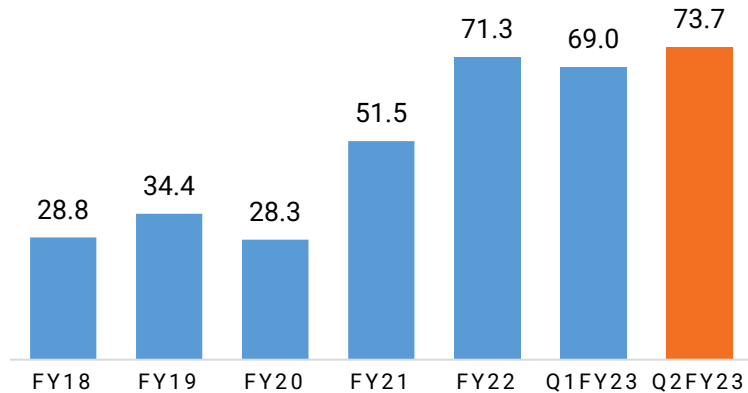
Average Daily Turnover – Total (₹ Billion)*



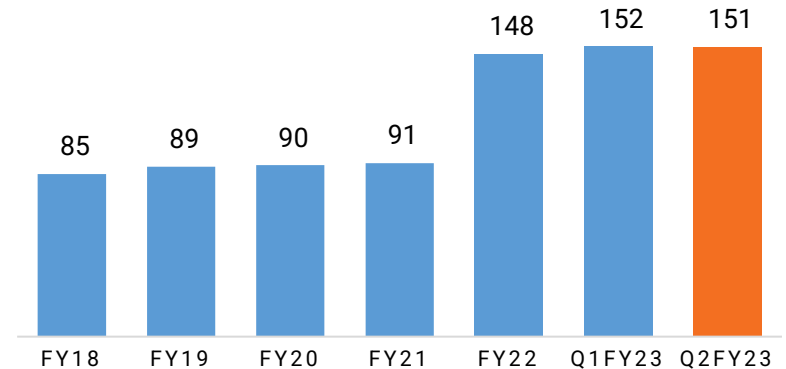


- Open architecture model in distribution.
- MF and Insurance are retail focus products with good long term growth prospects.
- Insurance premiums amounted to ₹ 604 Million, up by 37% y-o-y.
- Mutual Fund AUM up by 7% y-o-y to ₹ 73.7 Billion as at Sep 30, 2022. SIP AUM up by 31% y-o-y to ₹ 17.1 Billion with a monthly average transaction count of 1,51,446.

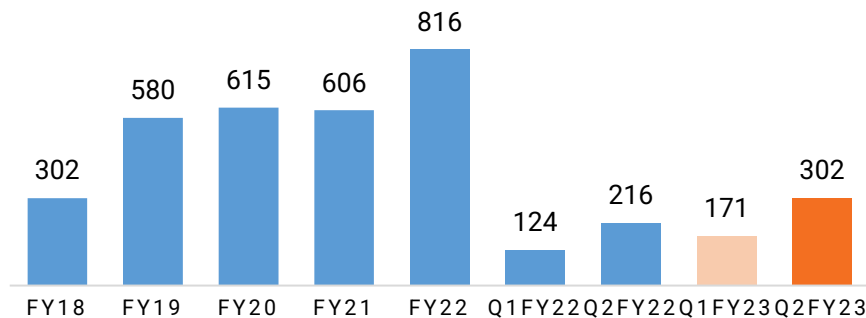
Mutual Fund AUM (₹ Billion)



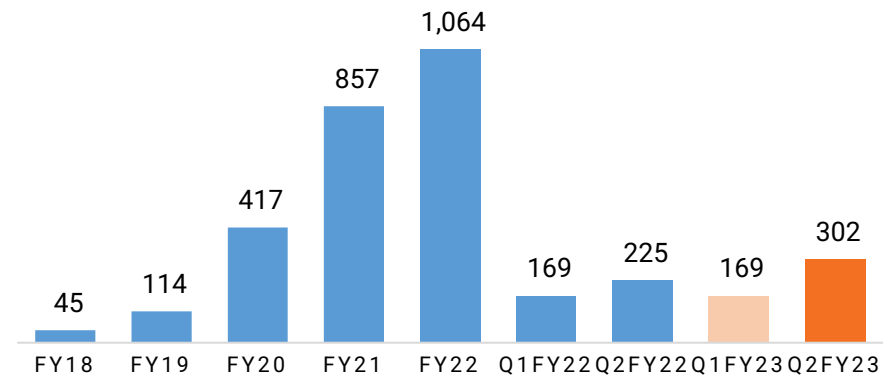
SIP Transactions (Count) (000's)



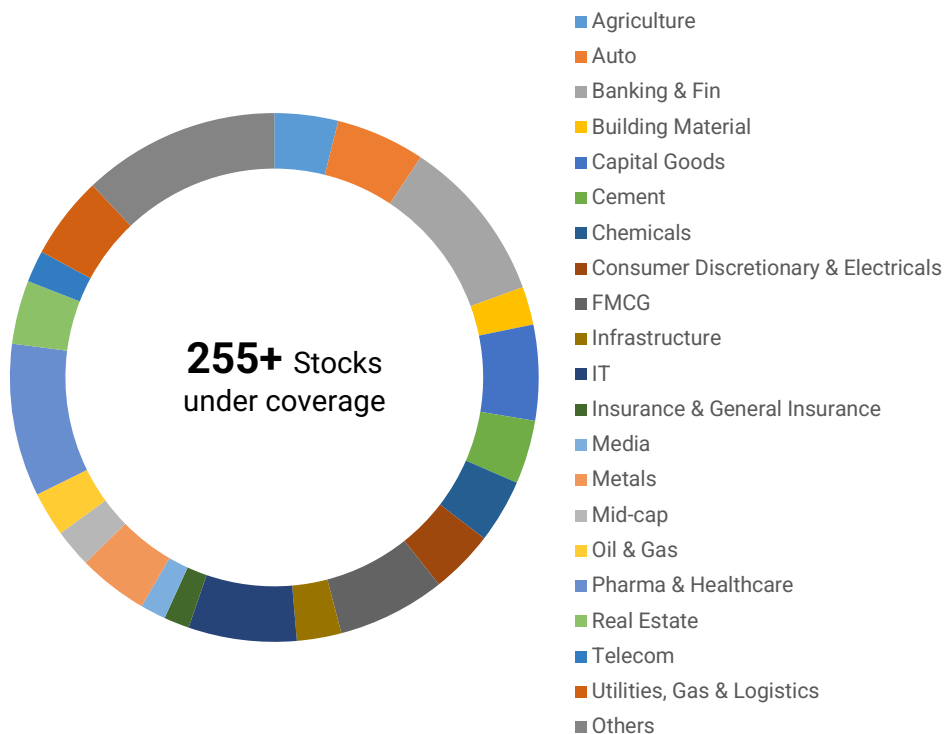
Life Insurance Premium (₹ Million)



Non-life Insurance Premium (₹ Million)



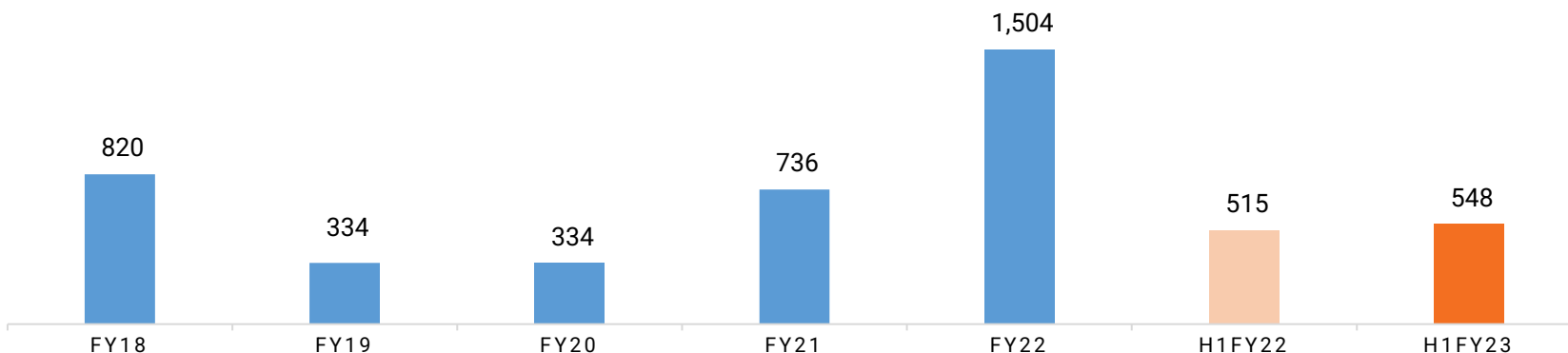
- Among the top franchises on the street, with offices in Mumbai and New York.
- 800+ institutional (domestic and foreign) clients.
- Wide customer base covering sovereign wealth funds, pension funds, private equity funds, international & domestic mutual funds, insurance companies, hedge funds, endowment funds and Alternate Investment Funds
- Over 255 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	52
Between US\$ 5 Billion and US\$ 10 Billion	42
Between US\$ 3 Billion and US\$ 5 Billion	48
Between US\$ 1 Billion and US\$ 3 Billion	62
Between US\$ 500 Million and US\$ 1 Billion	33
Below US\$ 500 Million	20
Total	257

Investment Banking Revenues (₹ Million)



QIP
Rs. 4,750 Mn



Ujjivan Small Finance Bank
September 2022
BRLM

Offer for Sale



Sterling Wilson
September 2022
Selling Broker

IPO + Pre IPO
Rs. 9,501 Mn



Syрма SGS Technology
August 2022
BRLM

Debt Placement




Indiabulls Housing
August 2022
Lead Manager

Private Placement
Rs. 1,950 Mn



Greenlam Industries
July 2022
Advisor

Open Offer



Selan Exploration
July 2022
Manager

- Completed 6 transactions across capital market, debt advisory and private equity.
- Filed 6 DRHP in the past quarter.
- Pipeline remains robust across Equity Capital Markets (ECM) and private markets/advisory business.

Section

02

**Financial
Performance**

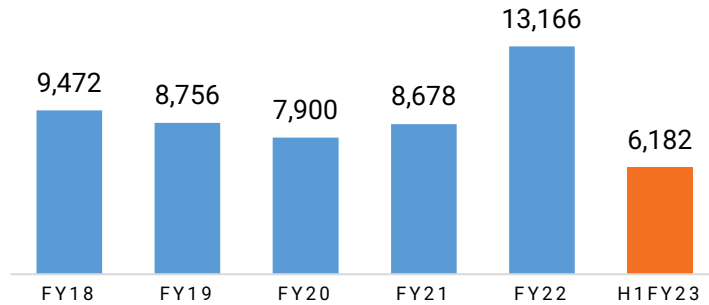
Consolidated results (as per IND AS)

Quarter ended Sep 30, 2022

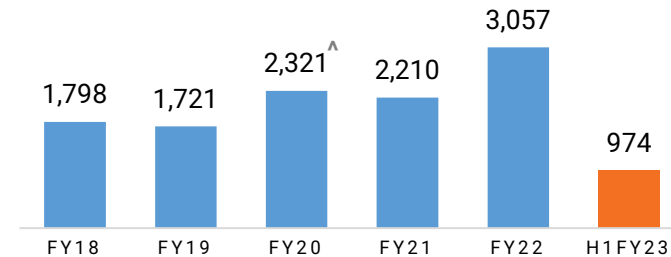


₹ Mn	Q2FY23	Q1FY23	Q-o-Q	Q2FY22	Y-o-Y	H1FY23	H1FY22	Y-o-Y
Revenue from Operations	3,166	2,915	9%	2,990	6%	6,082	5,496	11%
Other income	68	33	109%	194	(65%)	100	368	(73%)
Total income	3,234	2,948	10%	3,184	2%	6,182	5,864	5%
Employee cost	885	870	2%	756	17%	1,755	1,419	24%
Finance Cost	191	187	2%	304	(37%)	377	438	(14%)
Depreciation and amortisation expense	167	165	1%	151	10%	332	303	9%
Administration and other expense	1,239	1,113	11%	1,008	23%	2,351	1,874	26%
Total Expenses	2,481	2,334	6%	2,219	12%	4,815	4,033	19%
Profit before tax	753	614	23%	965	(22%)	1,367	1,832	(25%)
Provision for tax	199	180	10%	245	(19%)	379	423	(11%)
Profit after tax	555	434	28%	720	(23%)	989	1,409	(30%)
Other Comprehensive Income	(2)	(13)	(88%)	(10)	(85%)	(14)	(10)	45%
Total Comprehensive Income	553	421	31%	710	(22%)	974	1,399	(30%)

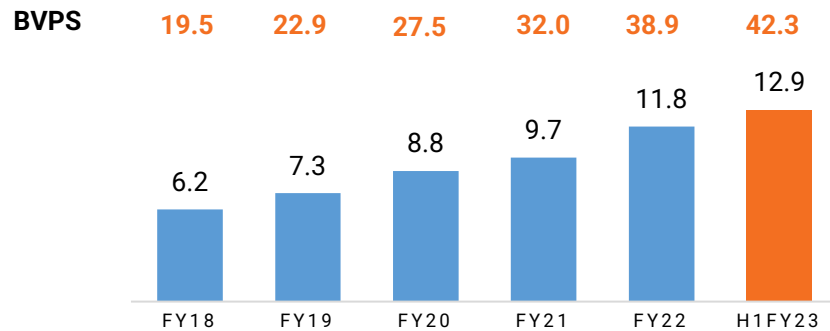
Total Revenue (₹ Million)*



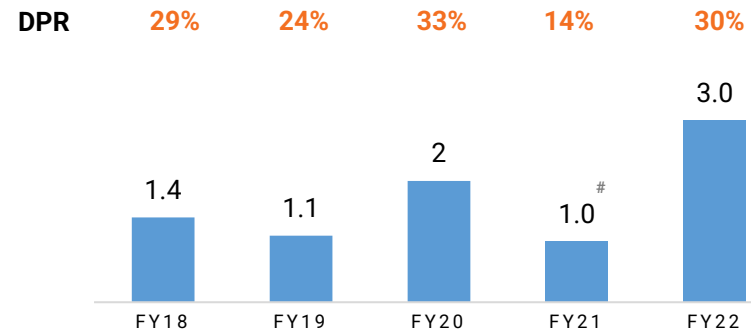
Profit after tax (TCI) (₹ Million)*



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

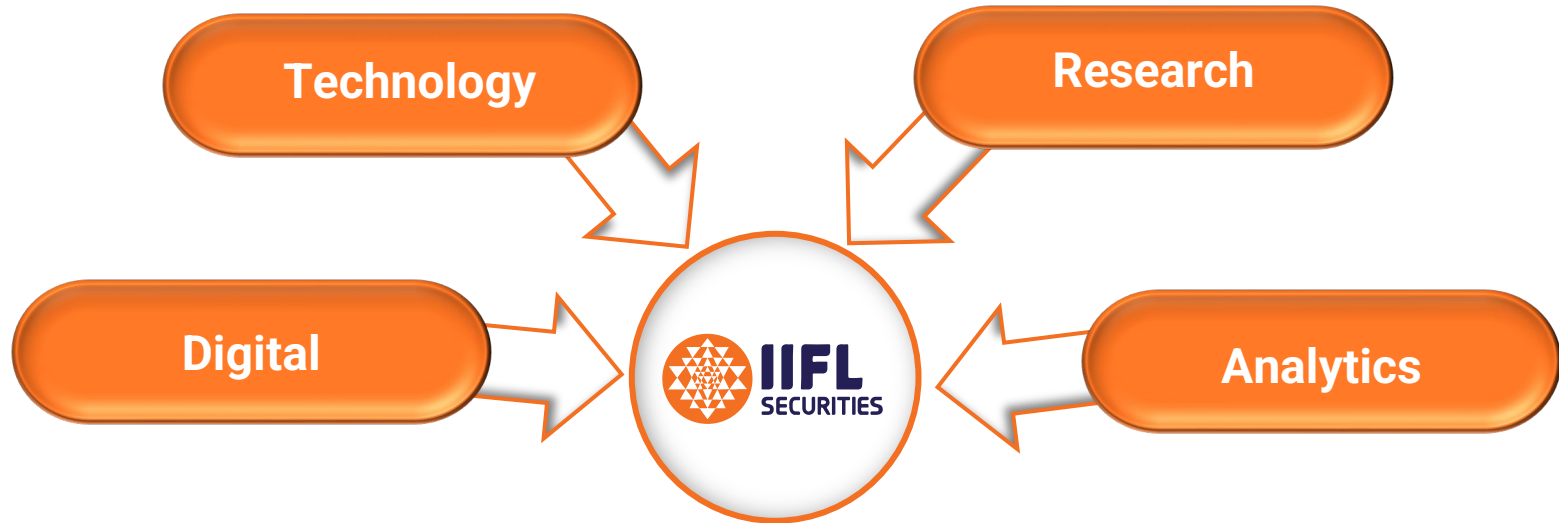
[#] Additionally, the company has also paid ₹ 1,058 Million (incl. tax) to buy back 17 Million shares

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 **Fintechs** 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 6 transactions in Q2 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 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



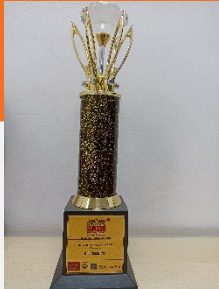
Rekha Warriar, Independent Director

- 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



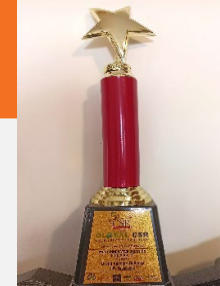
Best Investment Provider award

National Awards for excellence in BFSI



Dream company to work for award

National Awards for excellence in BFSI



Innovation in CSR Practices Award

Asia's Best CSR Practices Awards



Ms. Madhu Jain received Sustainable Leadership Award.

Asia's Best CSR Practices Awards



Ms. Madhu Jain received CSR Leadership Award.

Corporate Social Responsibility Summit & Awards

❑ Aspirational District Project- Rajasthan

- ✓ IIFL Foundation has partnered with SAMPARK Foundation (Implementing partner) for this programme in 5 aspirational districts of Rajasthan namely – Dholpur, Baran, Karauli, Jaisalmer and Sirahi.
- ✓ IIFL Foundation is providing Math Kits (TLM) and training the teachers on the same. Have completed baseline assessments in this quarter in schools from these 5 aspirational districts.
- ✓ Overall aim of this project is to build Foundational Literacy (Maths & English) among students enrolled at Govt. Schools, along with skill building of the teachers.



❑ Schools for the under Privileged- Kandivali, Mumbai

- ✓ IIFL Foundation been supporting education of the children from the Financially weaker section of the community residing at Janupada Vaibhav Nagar locality (slum settlement) located at Kandivali (E), Mumbai.
- ✓ Parents of almost 90% of the enrolled students earn their livelihood through menial occupations
- ✓ School was on verge of closing down, facing scarcity of funds and since then IIFL Foundation has helped them sustain the operations. Children are offered education without charging any fee.



❑ Annual Medical Camp- Pandharpur, Maharashtra

- ✓ IIFL Mega Medical Camp was conducted from 07th July 2022 to 12th July 2022
- ✓ 340 volunteers including Doctors & Para-medical staff from Bhaktivedanta Hospital & Research Institute offered selfless service at the camp.
- ✓ 55,257 patients had availed the medical services including 1,573 patients who received in-patient/ hospitalization. About 1,00,000+ patients & pilgrims were offered free food



Published in **Oct 2022**

IIFL Securities Limited

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THANK YOU