

April 26, 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 Audited Financial Results for the quarter and year ended March 31, 2022.

We enclose herewith the Investor Presentation on the Audited Financial Results of the Company for the quarter and year ended March 31, 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 March 31, 2022

IIFL Securities Limited

April 26, 2022

NSE: IIFLSEC | BSE: 542773

Section	Contents	Slide reference
01 	Corporate Overview, Strategy & Key Highlights	3 - 9
02 	Business Performance	10 - 17
03 	Financial Performance	18 - 20
04 	Governance, Awards and CSR	21 - 24

Section

01

**CORPORATE
OVERVIEW**



A customer centric company offering multiple products and services through an open architecture model.

One of the largest independent full-service retail and institutional broking house.

A leading investment banking firm in India with superior client focus, unbiased advice and solid execution.

Eshtablished in

1996

Customers served

3 Million

No. of touch points

+2500

Geographical presence

+500 (Towns & cities)



Who we are

- Among the largest independent full-service retail and institutional broking houses
- A leading Indian investment banking firm

Our diversified financial services and products provide comprehensive investment options including broking, investment banking, distribution of financial products to corporates, institutional investors, foreign portfolio investors, mutual funds, insurance companies, alternative investment funds, trusts, high net worth individuals and retail clients.



Vision

Be among India's most respected financial services companies.

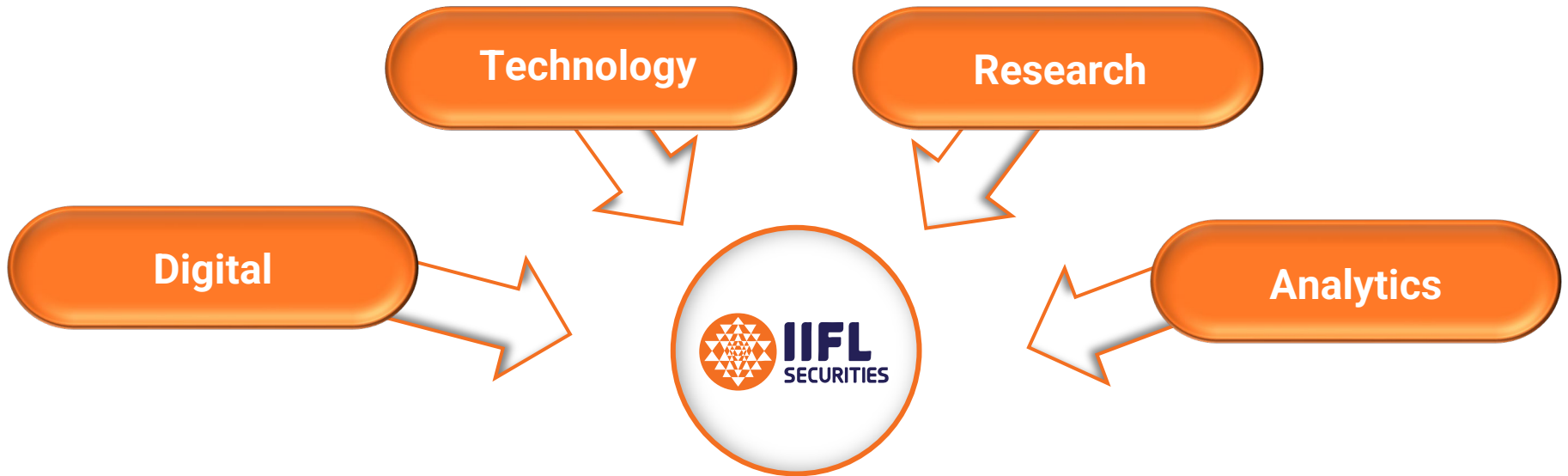


Values

Fairness, Integrity and Transparency – are the core values that have enabled us to accomplish our milestones and goals.



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.
- Leveraging strong distribution reach across all segments – retail, HNI, domestic and foreign institutions.

₹ 1,305 Billion

Assets under
management
y-o-y growth 198%

₹ 1,115 Billion

Q4FY22 Average
daily turnover
y-o-y growth 153%

7.8 Lakhs

Customer
acquisition
y-o-y growth 107%

4.6 Lakhs

Q4FY22 Daily
orders
y-o-y growth 50%

3,329

New
Partners
y-o-y growth 718%

~4.4 Rating

One of the highest
rated investment app

11.3 Lakhs

NSE active
customers

9th Rank

NSE active
customers

3 Million

Client
base

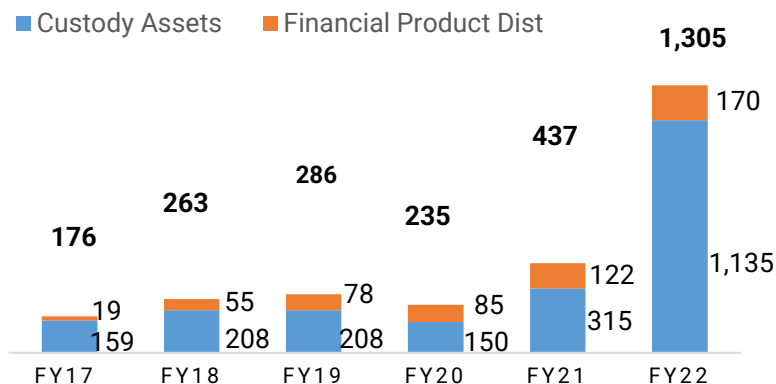
Section

02

**BUSINESS
PERFORMANCE**

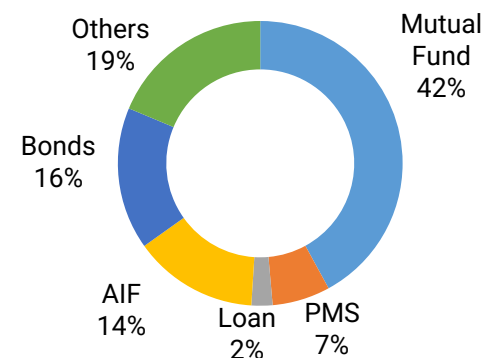
- Legacy of about two decades in retail broking and financial product distribution.
- Business offerings comprise equity, commodities and currency broking, Demat services, portfolio advisory and distribution of investment products

Asset Under Management (₹ Billion)

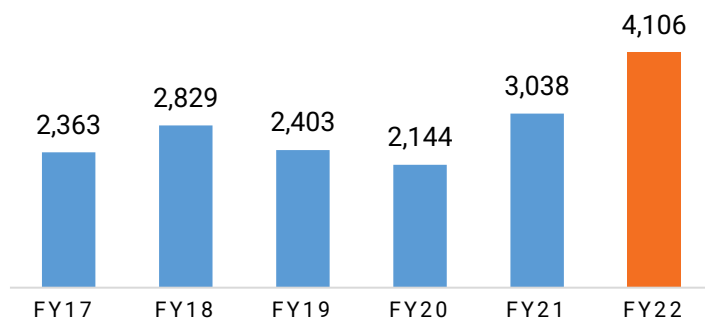


FPD AUM (₹ Billion)

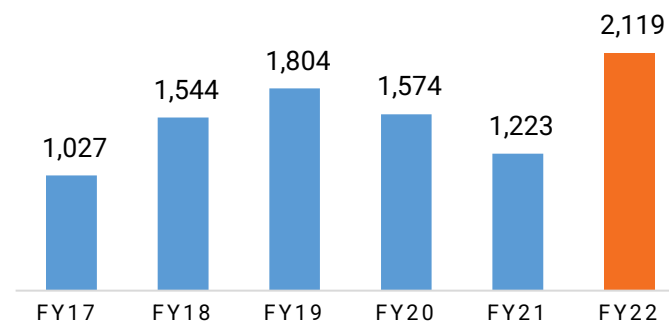
FPD AUM stood at ₹ 170 Billion as on March 31, 2022



Retail Brokerage Income (₹ Million)

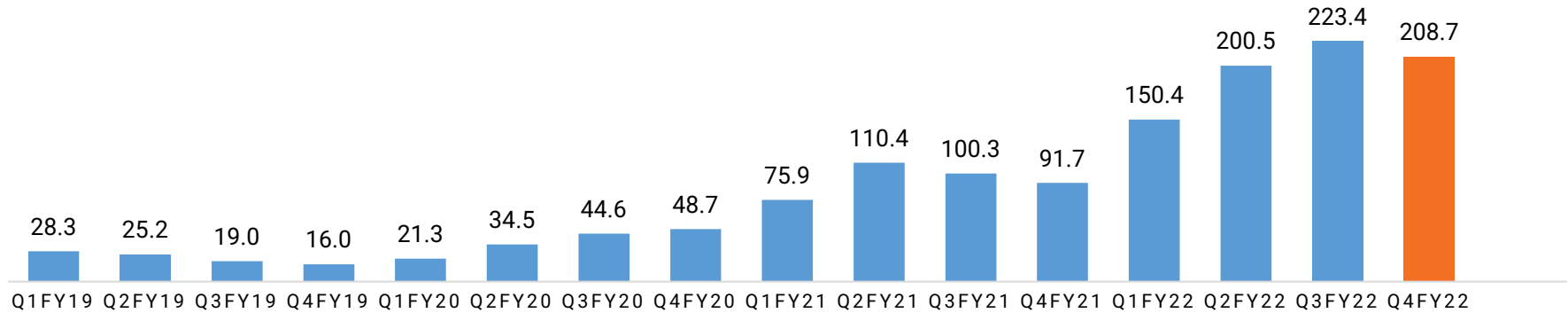


Financial Products Distribution Income* (₹ Million)

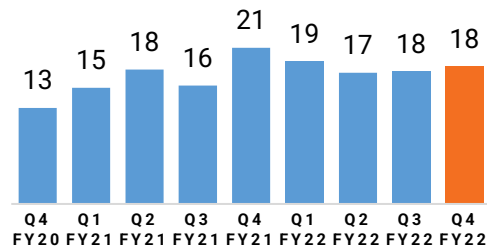


*Includes income from insurance as well

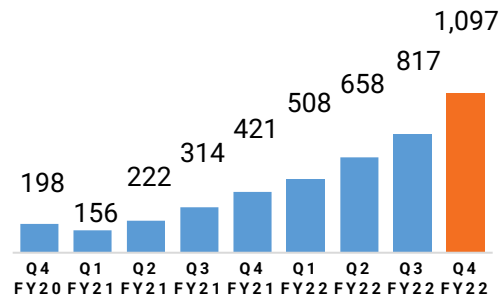
Customer Acquisitions ('000)



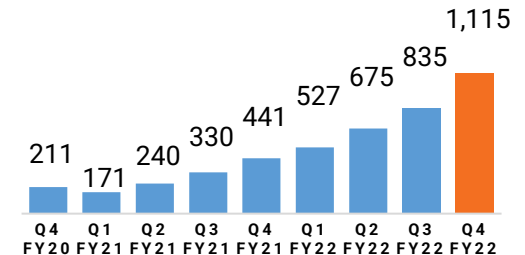
Average Daily Turnover – Cash (₹ Billion)*

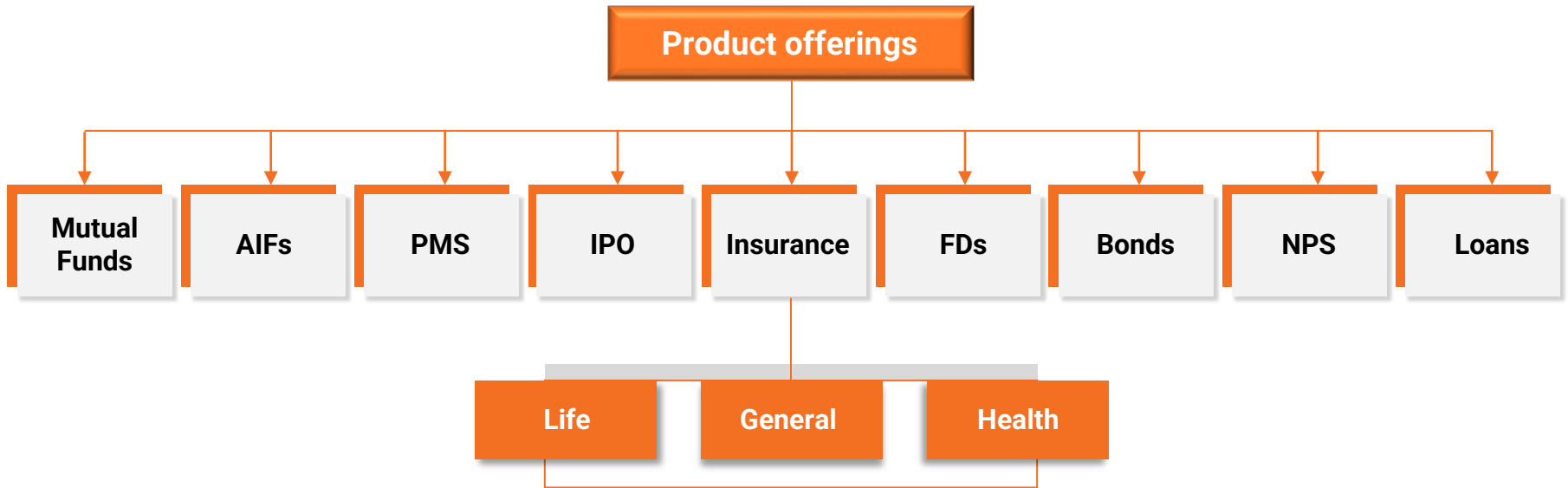


Average Daily Turnover – F&O (₹ Billion)*



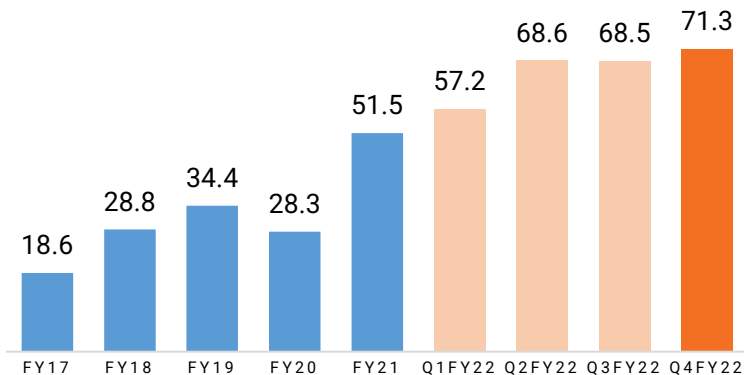
Average Daily Turnover – Total (₹ Billion)*



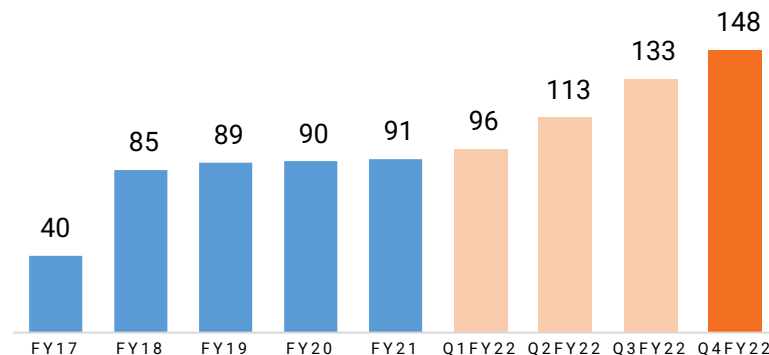


- Open architecture model in distribution.
- MF and Insurance are retail focus products with good long term growth prospects.
- Insurance premiums amounted to ₹ 594 Million, up 8% q-o-q.
- Mutual Fund AUM grew by 4% q-o-q to ₹ 71.3 Billion as at March 31, 2022. SIP AUM grew by 5% q-o-q to ₹ 15.1 Billion with a monthly average transaction count of 1,47,985.

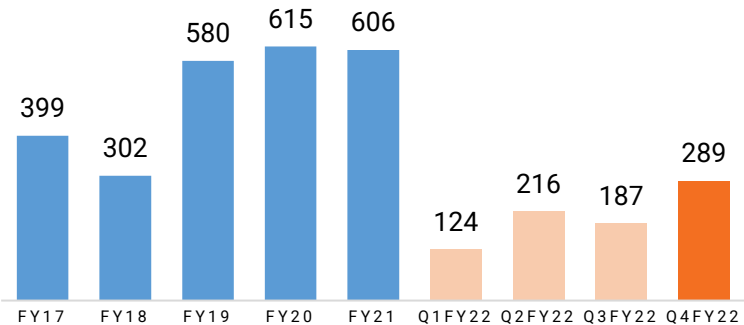
Mutual Fund AUM (₹ Billion)



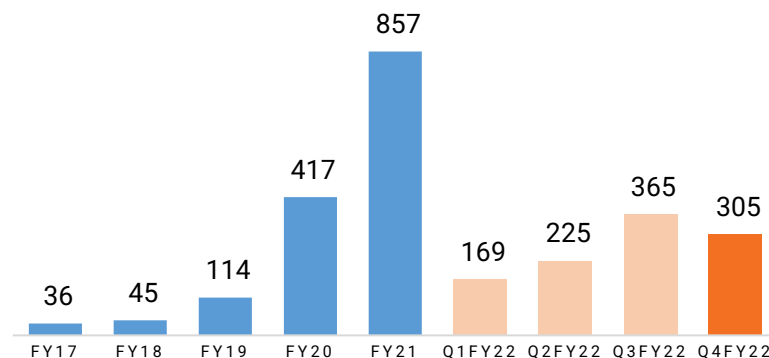
SIP Transactions (Count) (000's)



Life Insurance Premium (₹ Million)



Non-life Insurance Premium (₹ Million)





IIFL Securities has integrated with Quicko, India's pioneering tax planning and Tax Filing fintech

This partnership will help the investors:

- Individuals investors and traders to pay taxes, file returns & stay tax compliant by few clicks through IIFL platform



Fee Based Portfolios: Investors from all Brokers can now build a strong and stable core portfolio of curated advisory baskets by **Mr. Jayesh Bhanushali** and **Mr. Sanjiv Bhasin**



IIFL Securities has integrated with global investment platform Stockal for foreign investments.

This partnership will help the customers:

- To have access to over 3,500 US-listed companies, invest in fractional stocks, and expert-curated stocks and ETFs
- Diversify the portfolio in global assets



IIFL Securities have integrated with **Golden Pi** first of its kind marketplace for bond market.

This partnership will help the investors:

- To invest in Fixed income investment assets such as secondary market bonds



IIFL Securities customers will be able to access the arithmetic equity portfolios developed by Alphaniti.

These portfolios will enable clients to achieve higher returns through uniquely designed strategies.

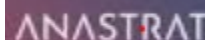


Algo Trading: Arthalab has integrated with IIFL Securities and providing standard algo trading

strategies for our clients to trade along with backtesting and option analytics tools.



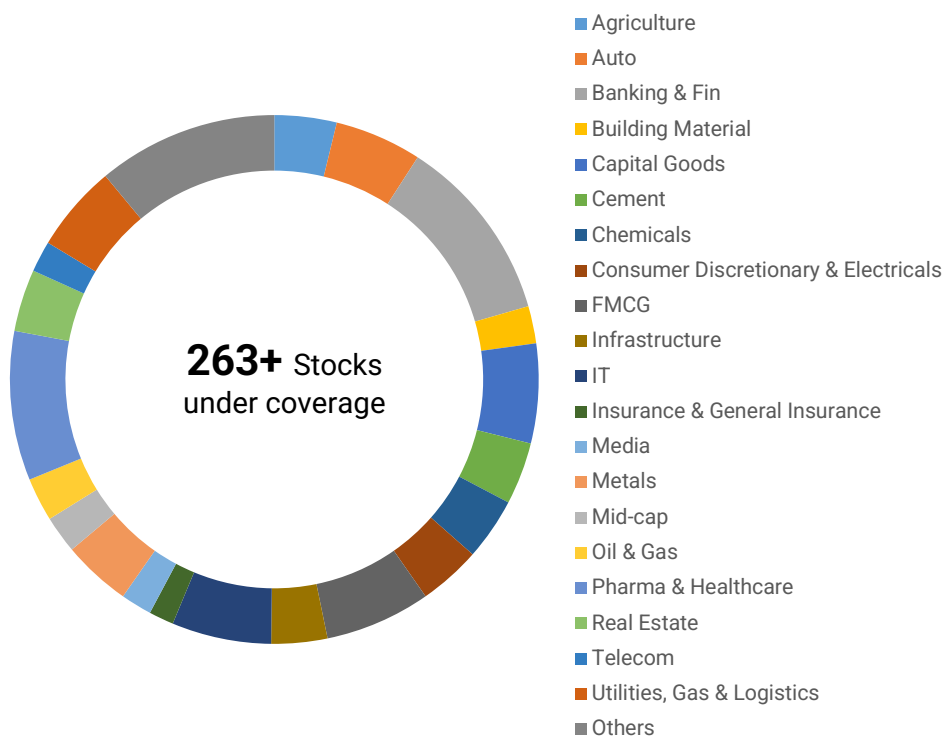
GoCharting: A professional charting and analytics tool kit for IIFL customers to gain advantage in the market through cloud based low latency setup.



IIFL Securities has integrated with **Anastrat,**

- This integration will analyse the trading behaviour of the client and help the client to realize and make them better in trading.

- Among the top franchises on the street, with offices in Mumbai, New York and London
- 780+ 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 263 stocks under research coverage accounting for over 78% of India's market capitalization



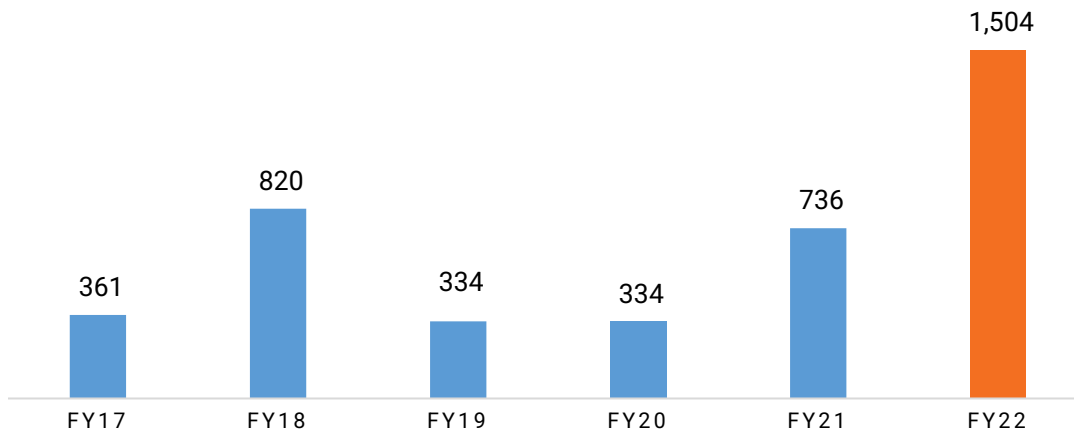
Market Cap break up of stocks under coverage

Market Cap bracket	IIFL Research Universe
Above US\$ 10 Billion	55
Between US\$ 5 Billion and US\$ 10 Billion	48
Between US\$ 3 Billion and US\$ 5 Billion	40
Between US\$ 1 Billion and US\$ 3 Billion	65
Between US\$ 500 Million and US\$ 1 Billion	29
Below US\$ 500 Million	26
Total	263



- Completed 4 transactions including 1 IPO, 1 QIP, 2 debt transactions.
- Continue to see strong momentum in the investment banking business.
- Filed 3 DRHP in the past quarter.
- The outlook remains strong for the next year.

Investment Banking Revenues (₹ Million)



Note: Revenue recognition is based on milestone completion

Section

03

**Financial
Highlights**

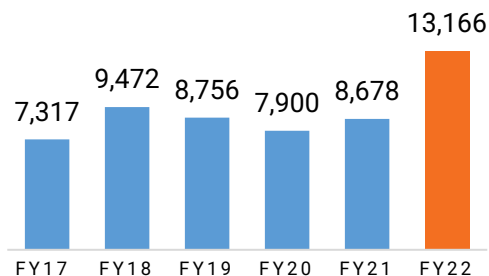
Consolidated Results (as per IND AS)

Quarter and year ended March 31, 2022

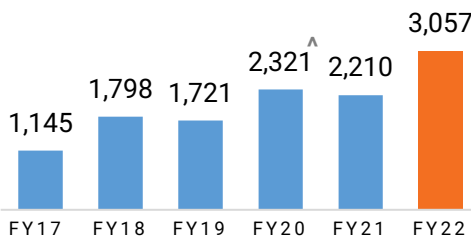


₹ Mn	Q4FY22	Q3FY22	Q-o-Q	Q4FY21	Y-o-Y	FY22	FY21	Y-o-Y
Revenue from Operations	3,468	3,359	3%	2,381	46%	12,323	7,909	56%
Other income	153	321	(52%)	182	(16%)	843	769	10%
Total income	3,621	3,680	(2%)	2,563	41%	13,166	8,678	52%
Employee cost	967	855	13%	633	53%	3,241	2,113	53%
Finance Cost	184	394	(53%)	136	35%	1,015	496	105%
Depreciation and amortisation expense	167	164	2%	114	47%	635	459	38%
Administration and other expense	1,248	1,133	10%	764	63%	4,254	2,762	54%
Total Expenses	2,566	2,546	1%	1,647	56%	9,145	5,830	57%
Profit before tax	1,055	1,134	(7%)	916	15%	4,021	2,847	41%
Provision for tax	266	273	(3%)	143	86%	963	644	49%
Profit after tax	789	861	(8%)	773	2%	3,059	2,203	39%
Other Comprehensive Income	9	(1)	-	3	-	(2)	7	-
Total Comprehensive Income	798	860	(7%)	777	3%	3,057	2,210	38%

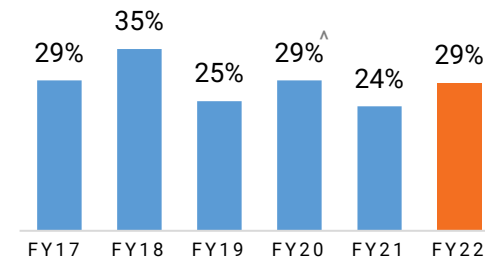
Total Revenue (₹ Million)*



Profit after tax (TCI) (₹ Million)*

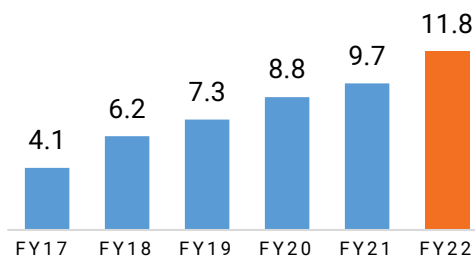


Return on Equity (%)*

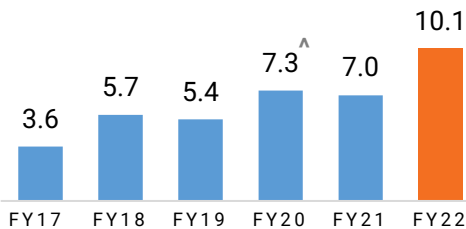


Net Worth (₹ Billion)*

13.0 19.5 22.9 27.5 32.0 38.9

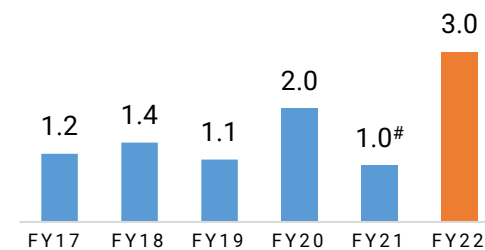


EPS (₹)*



DPS (₹)**

40% 29% 24% 33% 14% 30%



*FY17 and FY18 figures are based on Proforma Accounts;

[^]Including exceptional items

**DPS includes dividend paid by subsidiaries in FY17, FY18 and FY19.

DPR is including DDT

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

Section

04

**Governance,
Awards and CSR**



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



Most Innovative Wealth, Asset and Investment Management Services

at World BFSI Congress



One of the Most Trusted Brands of India

By Zee Business



Great place to work Award for fourth time in a row

At National Award for Excellence in BFSI



Sandeep Bharadwaj recognized as Business Icon of India.

By Zee Business



Sandeep Bharadwaj received CEO of the year award

At World BFSI Awards

❑ Donation of C –arm machine

- ✓ IIFL Foundation donated C Arm X-ray Machine to the Orthopedic Surgery Dept., at the Maharana Bhupal Govt. Hospital at Udaipur, Rajasthan.
- ✓ Patients from lower income group, across districts of Udaipur, Dungarpur and Bicchiwara access treatment at the Govt. Hospital (Udaipur) that offers treatments and surgeries at subsidized cost.



❑ 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



❑ Development of ophthalmic ward

- ✓ IIFL Foundation donated medical equipment to Primary Health Center (PHC) at Khamnor (rural), Rajasthan, for setting up an Ophthalmic Ward.
- ✓ It the first and only facility of such kind in the Khamnore village, that shall be beneficial to people residing in the rural hamlets in a radius of 30 kms from PHC.
- ✓ In next phase, IIFL Foundation is planning to setup Ophthalmic Surgery ward.



❑ 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



Published in **April 2022**

IIFL Securities Limited

This report is for information purposes only and does not construe to be any investment, legal or taxation advice. It is not intended as an offer or solicitation for the purchase and sale of any financial instrument. Any action taken by you on the basis of the information contained herein is your responsibility alone and IIFL Securities Limited (hereinafter referred as ISL) and its subsidiaries or its employees or directors, associates will not be liable in any manner for the consequences of such action taken by you. We have exercised due diligence in checking the correctness and authenticity of the information contained herein, but do not represent that it is accurate or complete. ISL or any of its subsidiaries or associates or employees shall not be in any way responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained in this publication. The recipients of this report should rely on their own investigations. ISL and/or its subsidiaries and/or directors, employees or associates may have interests or positions, financial or otherwise in the securities mentioned in this report.

THANK YOU