

January 22, 2024

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 nine months ended December 31, 2023

We enclose herewith the Investor Presentation on the Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2023.

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 December 31, 2023

IIFL Securities Limited

Jan 22, 2024

NSE: IIFLSEC | BSE: 542773



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Section

01

**KEY HIGHLIGHTS &
BUSINESS
PERFORMANCE**

₹1,816 billion

**Assets Under
Management & Custody**

₹96 billion

**Mutual Fund Assets
Under Management**

₹2,713 billion

Average Daily Turnover

4.4 rating

**Highest rated investment
app**

₹11.20 billion

**Gross Margin Trading
Facility (MTF) book**

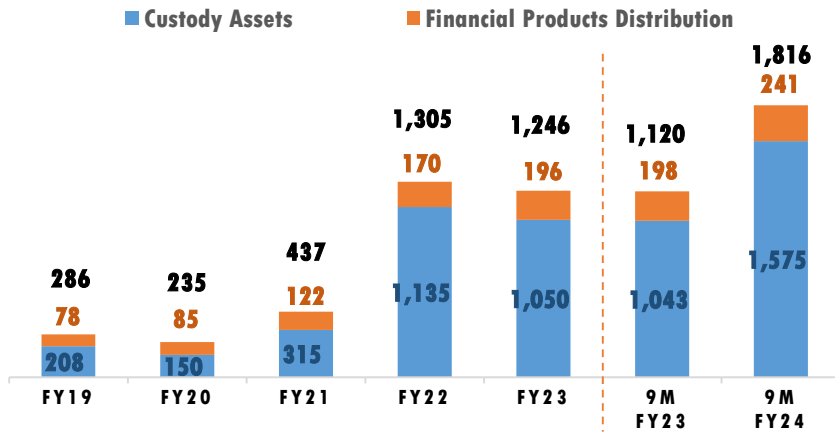
17 transactions

**Completed Investment
banking transactions**

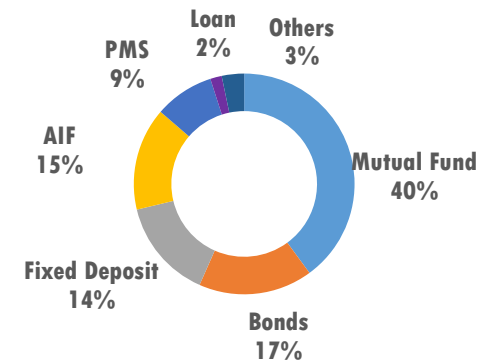
Legacy business in retail broking and distribution

- Legacy of over 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

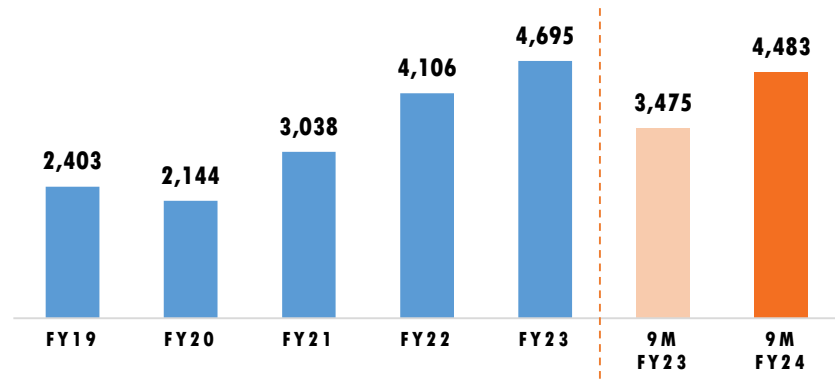
Asset Under Management & Custody (₹ billion)



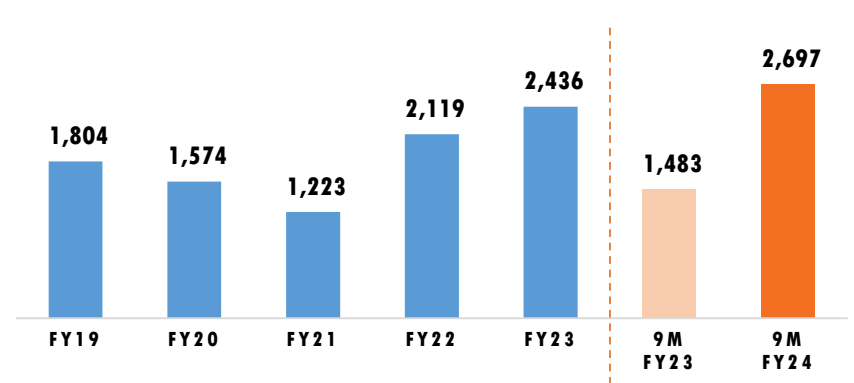
FPD AUM# break-up



Retail brokerage income (₹ Million)



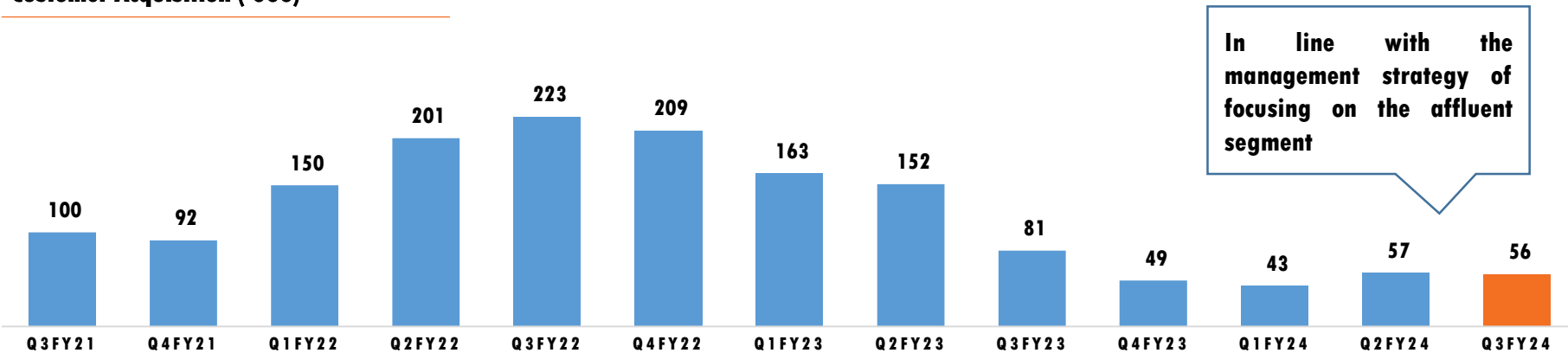
FPD income* (₹ Million)



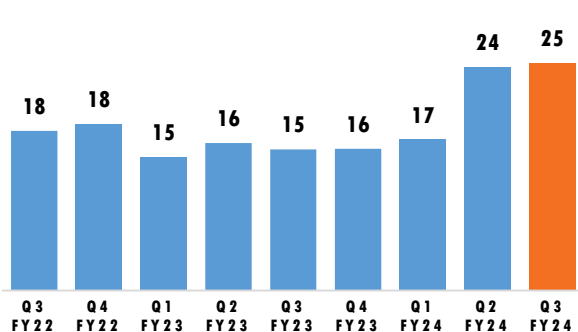
*Includes income from insurance business

Excludes insurance business

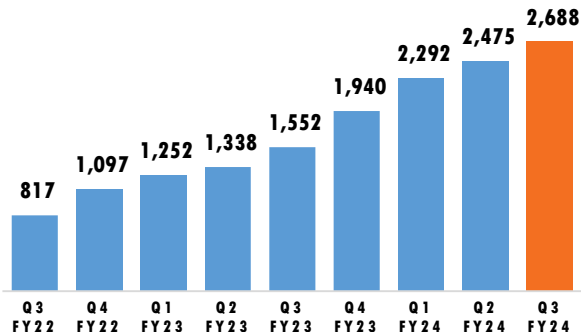
Customer Acquisition ('000)



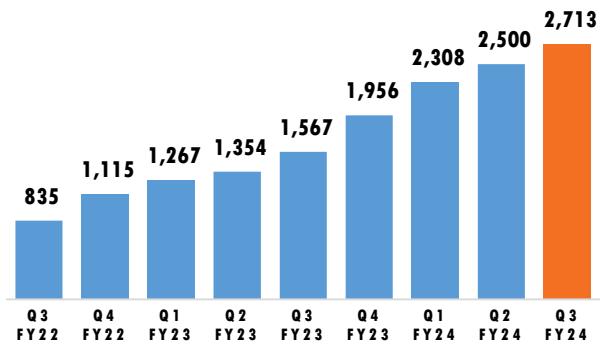
Average Daily Turnover – Cash (₹ Billion)*



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

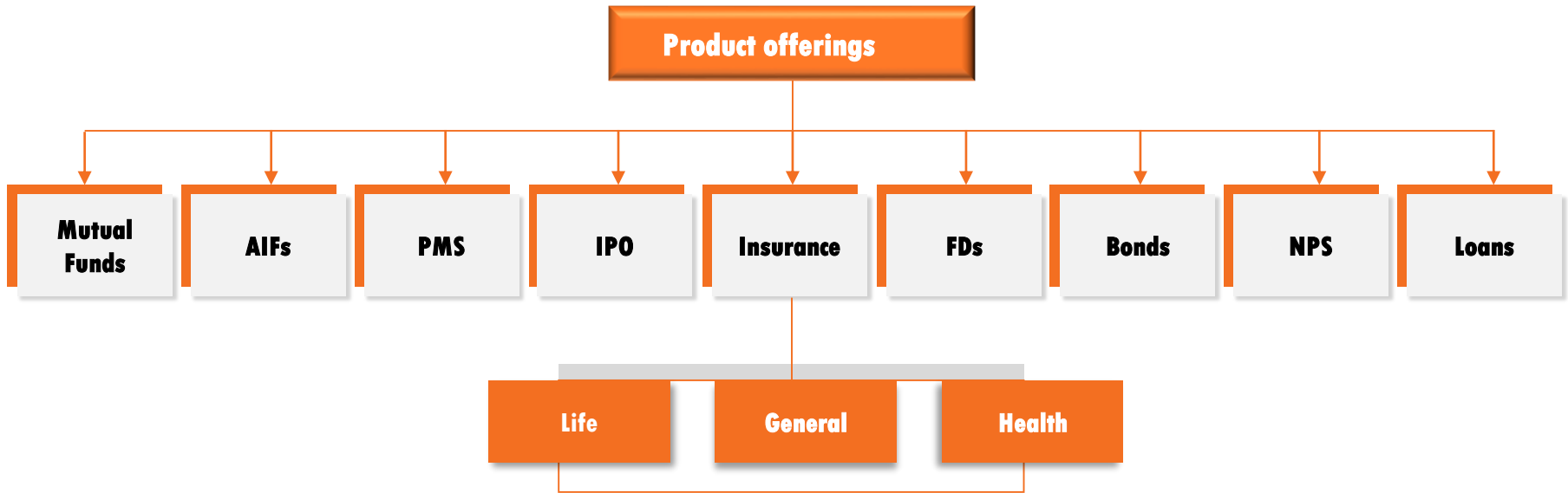


Average Daily Turnover – Total (₹ Billion)*



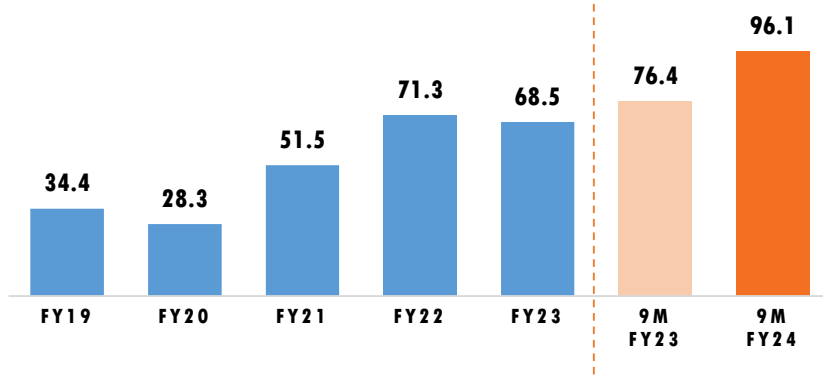
Source: NSE

*Turnover includes retail and institutional segments from NSE

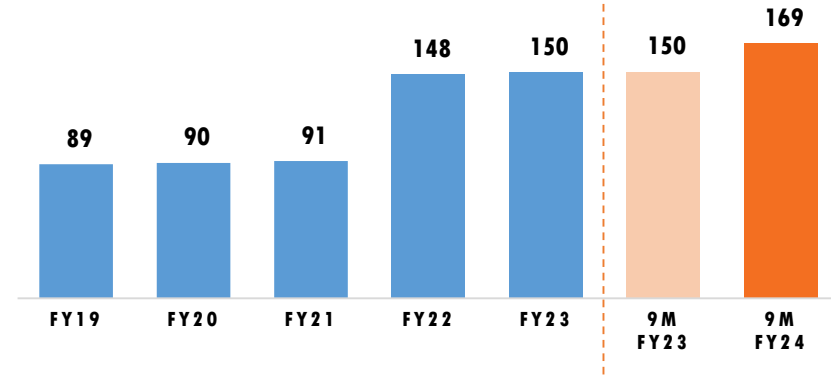


- **Open architecture model in distribution.**
- **MF and Insurance are retail focus products with good long term growth prospects.**
- **Insurance premiums amounted to ₹1,627 million for 9MFY24, up by 5% y-o-y.**
- **Mutual Fund AUM is up by 26% y-o-y to ₹96.1 billion as at December 31, 2023. SIP AUM up by 46% y-o-y to ₹26.2 billion with an average transaction count of ~1.7 lakhs per month.**

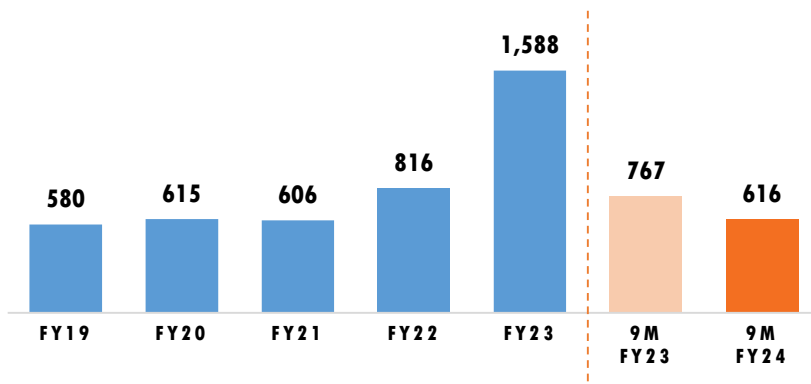
Mutual Fund AUM (₹ billion)



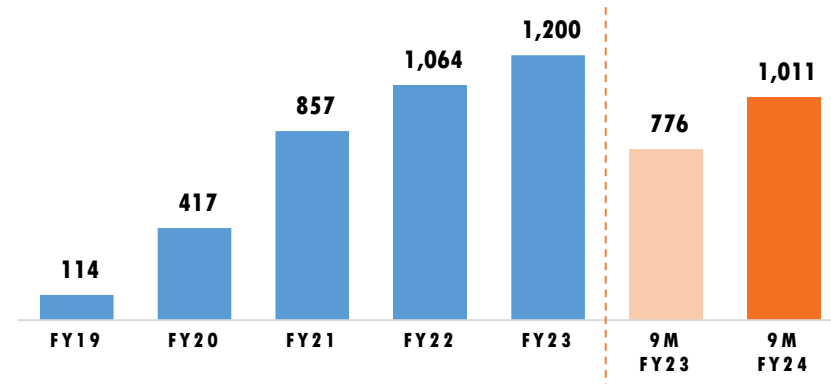
SIP transactions (count) ('000)



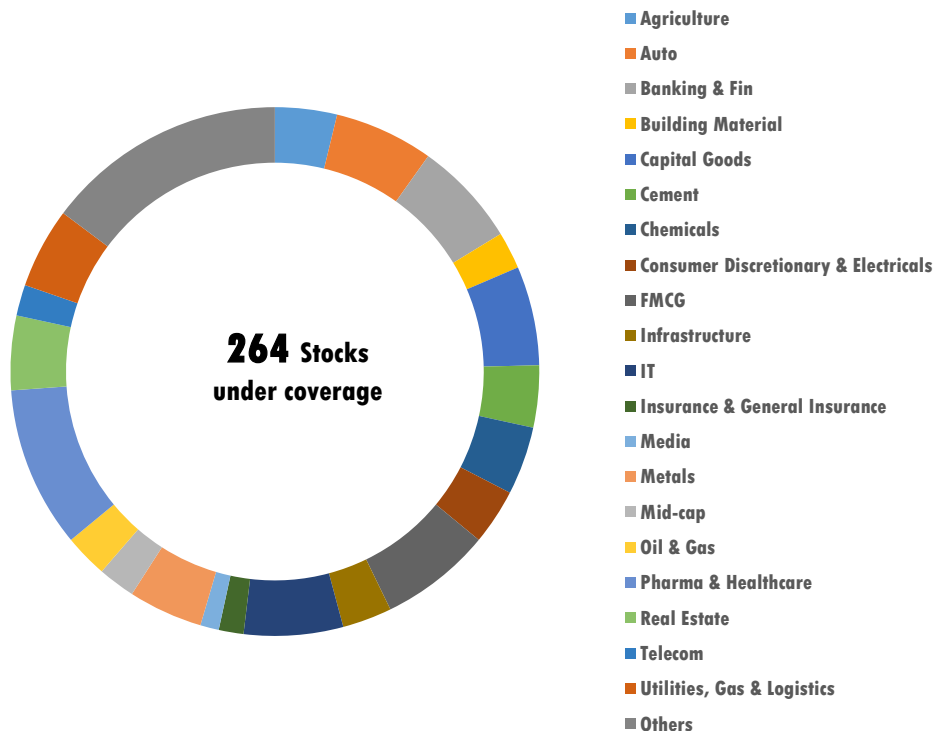
Life Insurance Premium (₹ million)



Non-life Insurance Premium (₹ million)



Sector-wise break up of stocks under coverage



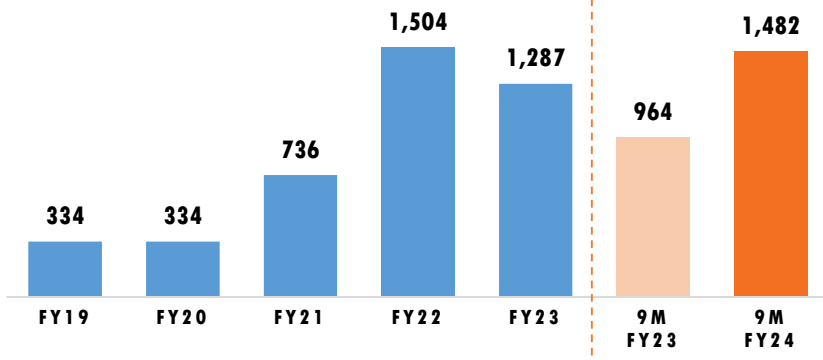
Market cap break up of stocks under coverage

Market cap bracket	IIFL Research Universe
Above US\$ 10 Billion	68
Between US\$ 5 Billion and US\$ 10 Billion	54
Between US\$ 3 Billion and US\$ 5 Billion	37
Between US\$ 1 Billion and US\$ 3 Billion	64
Between US\$ 500 Million and US\$ 1 Billion	25
Below US\$ 500 Million	16
Total	264

Pedigreed institutional equities team comprising 38 analysts covering over 264 stocks across 20+ sectors accounting for over 75% of India's market capitalization.

Top-tier rankings with most large long-only / domestic mutual funds.

Investment banking revenues (₹ million)



- Completed 17 transactions in the last quarter across capital markets and private placement/advisory
- Includes 4 IPOs, 8 QIPs, 1 OFS and a number of private placements / advisory transactions
- Won a number of mandates in capital markets and private equity

Select transactions



Section

02

**Financial
Performance**

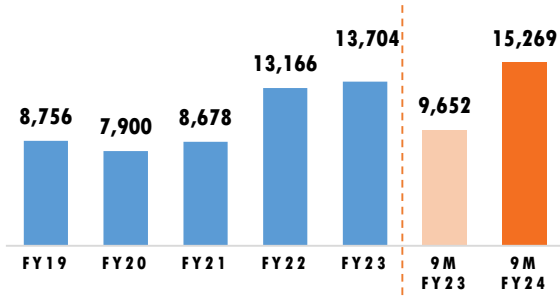
Consolidated results

Quarter ended December 31, 2023

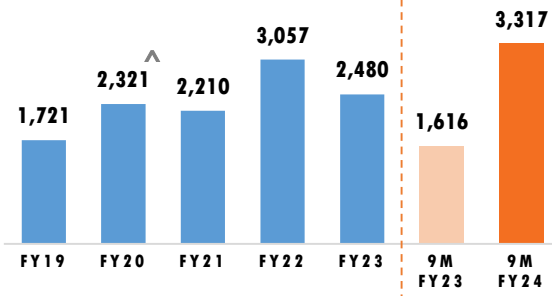


₹ mn	Q3FY24	Q2FY24	Q-o-Q	Q3FY23	Y-o-Y	9MFY24	9MFY23	Y-o-Y
Revenue from Operations	5,588	5,070	10%	3,420	63%	14,748	9,502	55%
Other income	235	267	(12%)	50	373%	521	150	247%
Total income	5,823	5,337	9%	3,470	68%	15,269	9,652	58%
Employee cost	1,178	1,267	(7%)	903	30%	3,347	2,658	26%
Finance Cost	429	302	42%	184	134%	941	561	68%
Depreciation and amortization expense	178	162	10%	172	4%	504	503	0%
Fees and Commission expense	1,122	1,143	(2%)	686	64%	3,427	1,875	83%
Administration and other expense	883	1,068	(17%)	674	31%	2,599	1,837	41%
Total Expenses	3,791	3,942	(4%)	2,619	45%	10,818	7,434	46%
Profit before tax	2,032	1,395	46%	851	139%	4,452	2,218	101%
Provision for tax	527	319	65%	205	157%	1,124	584	93%
Profit after tax	1,505	1,076	40%	646	133%	3,328	1,634	104%
Other Comprehensive Income	(2)	(2)	(16%)	(4)	(54%)	(11)	(18)	(40%)
Total Comprehensive Income	1,504	1,074	40%	642	134%	3,317	1,616	105%

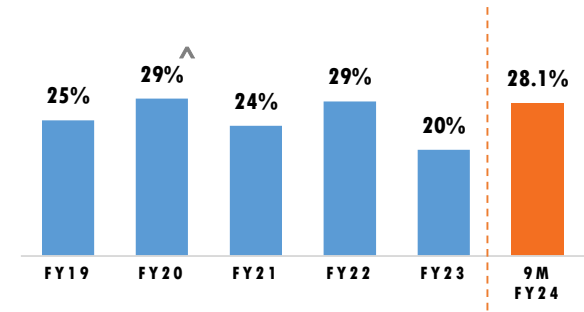
Total revenue (₹ million)



Profit after tax (TCI) (₹ million)

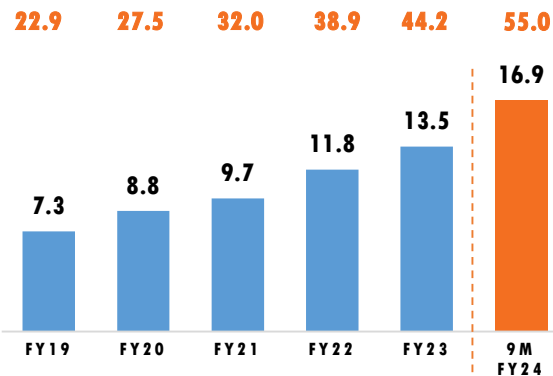


Return on Equity (%)

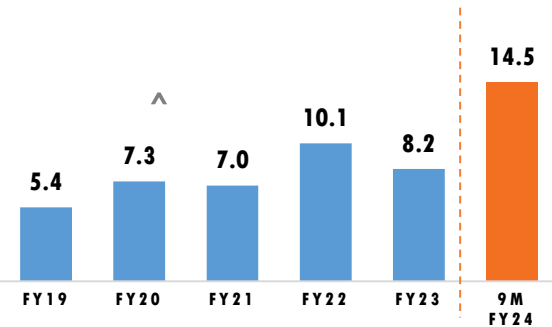


Networth (₹ billion)

BVPS

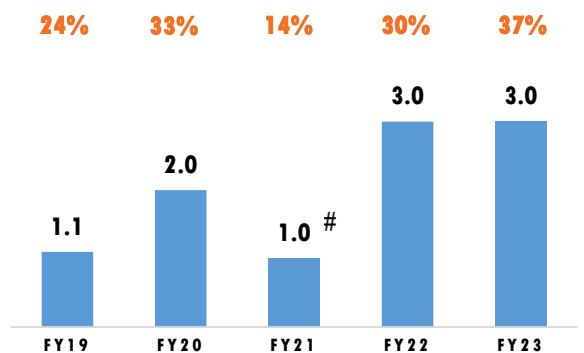


EPS (₹)



DPS (₹)**

Dividend payout %



Note:

^Including exceptional items

**DPS includes dividend paid by subsidiaries in FY19. Dividend payout % is including dividend distribution tax


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

EPS and Return on Equity for 9MFY24 is annualized

Section

03

**Strategy,
Governance &
Others**

 Affluent Investment Management	 High Volume Traders	 Institutional Equities	 Investment Banking
<p>Customer centric goal-based offering targeting affluent segment (AUM INR 10 Lakh+) combined with innovative product wrappers and portfolios</p> <p>Relationship driven highly experienced team of RMs</p> <p>Strong tech and digital infrastructure enabling digital first customer experience and empowering the highly trained RMs to serve the customers</p>	<p>Serves high volume traders through dedicated trading desk</p> <p>Provides superior tech infrastructure and trading interface to day/swing traders and for algorithmic trading</p> <p>Offers best in class risk management services</p>	<p>Strong research credentials backed by in-depth knowledge about capital markets</p> <p>264+ stocks under research coverage accounting for 75%+ market capitalization</p> <p>Leading institutional broker with strong execution capabilities</p> <p>890+ institutional clients (domestic and foreign clients) covering sovereign wealth funds, FPIs, MF, AIF, banks, pension funds etc.</p>	<p>Well positioned in the investment banking sector supported by customer and market understanding across segments</p> <p>Leveraging strong distributional reach across all segments – retail, HNI, domestic and foreign institutions</p> <p>Strong presence in Equity Capital Markets (ECM).</p>

EMPLOYEE



- **Women employees form 21% of total workforce**
- **Counselling and physical health support for employees to promote their mental and physical wellbeing**
- **Organized a "Bring Your Kids to Work" event, hosted Diwali and Christmas Carnivals, etc.**
- **Launched LDP (Leadership Develop Program) in collaboration with IIM Mumbai**
- **Conducted 15,709 man-hours of training for entire employee base in Q3 FY24**

COMMUNITIES



- **Training 2,700 out-of-school girls via flagship project "Sakhiyon ki Baadi"**
- **Driving foundational literacy in 5 aspirational districts of Rajasthan with Niti Ayog (Total beneficiaries- 4,14,820)**
- **Conducting retail sales associate training programme for 180 youths at Kupwara (aspirational district), Kashmir with support of Indian Army**
- **Conducted blood donation drive in collaboration with Think Foundation**

ENVIRONMENT



- **Corporate Office in LEED certified building in Mumbai**
- **Gold Green Building Certificate from LEED for Gurugram office**
- **Use of green power instead of normal power for corporate office**
- **Treatment of e-waste in environment friendly manner**
- **Drive digitalization and reduce paper consumption**
- **Planted 10,000 trees by Miyawaki bio-diversity technique in Chembur**

CORPORATE GOVERNANCE



- **Diverse board composition with 50%+ independent directors**
- **Comprehensive policies on Code of Conduct and Business Ethics, Prevention of Insider Trading, Anti Money Laundering, Prevention of Sexual Harassment, Enterprise Risk Management, Anti Bribery and Anti Corruption, etc.**

INFORMATION & CYBER SECURITY



- **Company follows defense in depth security approach to safeguard information**
- **A comprehensive cyber security and cyber resilience framework, imbibing industry best practices. Information & cyber security approach covers all aspects of prevention, detection and response**
- **Organization is ISO 27001:2013 and ISO 22301:2019 certified**
- **Highly secured information systems and with adequate controls are in place**

ESG



R Venkataraman
Chairman & Managing Director
MBA, IIM Bangalore; B-Tech, IIT Kharagpur

Co-founder of IIFL
Previous experience with ICICI Bank, Barclays, GE Capital



Viswanathan Krishnan
Independent Director
Cost Accountant

30+ years of diverse experience with I&T, MCX, SHCIL, Barclays, Deutsche Bank



Shamik Das Sharma
Independent Director
M.S., University of Maryland (USA), B. Tech, IIT Kharagpur

Former CTO, Myntra



Rekha Warriar
Independent Director
MS in Applied Mathematics (University of Bombay) & in Public Policy (Princeton University)

Former Regional Director (West Bengal, Sikkim), RBI
Former Chief General Manager - Internal Debt Management Department - RBI Financial Stability



Anand Bathiya
Independent Director
Chartered Accountant, Company Secretary, LLB

15+ years of experience in business structuring, due diligence and executing domestic and international M&As



Narendra Jain
Wholetime Director
Chartered Accountant

Head Operations
Previous experience with ICICI and HPCL



Nemkumar H
Wholetime Director
Chartered Accountant

Founder member of IIFL's Institutional Equities
Previous experience with CLSA and BPCL

Smart Shaala - A project on education in 5 aspirational districts

- ✓ IIFL Foundation conducts training for teachers from government schools to improve the learning outcome of the students
- ✓ The project is deployed in five aspirational districts of Rajasthan - Dholpur, Baran, Karauli, Jaisalmer and Sirohi
- ✓ Specifically designed learning kits covering English and Mathematic subject, smart education app (Android) for teachers and residential training facilities
- ✓ Beneficiaries - 4.03 lakh children, covering 5,811 govt. schools and 11,622 teachers

Retail sales associate training programme – Kupwara, Jammu & Kashmir

- ✓ The project aims to empower 180 youths from Kupwara by training them develop as a professional in retail sector
- ✓ We reached out to Retailers Association's Skill Council of India (RASCI), Skill India (GoI) to align the curriculum with retail sales associate trade guidelines

Miyawaki Forest – Mumbai, Maharashtra

- ✓ Plantation of 10,000 trees by Miyawaki bio-diversity plantation technique, at Chembur, Mumbai, Maharashtra
- ✓ The site is surrounded by large scale petroleum and chemical fertilizer production units. Hence, the initiative is aimed to reduce pollution levels, enhance the green cover in the vicinity



Published in January 2024

IIFL Securities Limited

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