

July 31, 2024

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|---|--|
| 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, 2024

We enclose herewith the Investor Presentation on the Unaudited Financial Results of the Company for the quarter ended June 30, 2024.

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, 2024

NSE: IIFLSEC | BSE: 542773

SECTION

01

IIFL SECURITIES:
PERFORMANCE
SNAPSHOT & GROWTH
STRATEGY

1. Large Scaled Up Player with Strong Financials

- INR 2,219 Bn of custody and distribution assets & INR 2,603 Bn daily turnover for Q1 FY 25
- Strong delivery across key metrics in Q1FY25 - INR 6,438 Mn Revenue & INR 1,816 Mn PAT (TCI)

8. Comprehensive Product Suite

- Open architecture model in distribution of diverse financial products
- Comprehensive suite of product offering to meet investment needs

7. Market Leading Research Capabilities

- 42 member well-ranked research team
- Coverage of 279+ stocks across 20+ sectors accounting for over 73% of India's market capitalization

6. Strong Governance

- Experienced board with 50%+ independent directors, and separate role of Chairman and Managing Director .
- Best in class disclosure standards



2. Proven Track Record

- Legacy of over two decades in retail and Institutional broking and financial product distribution
- Proven track record in equity capital markets. Consistently rated in the top tier in Investment Banking league tables

3. Wide Distribution Network

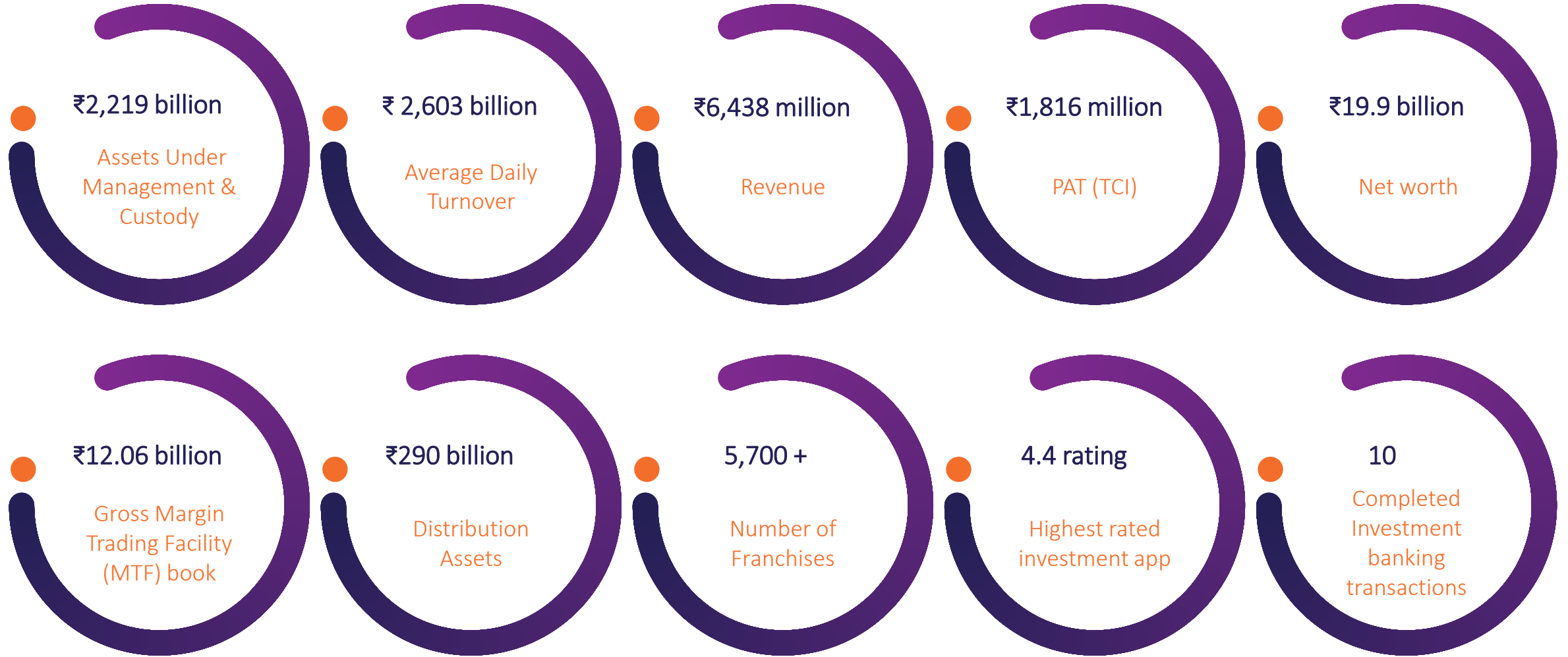
- 5,700+ partners & 100+ branches across pan India to service clients across India
- Institutional sales teams based in Mumbai, Singapore, London and New York to cover domestic + global clientele

4. Agile Technological Capabilities

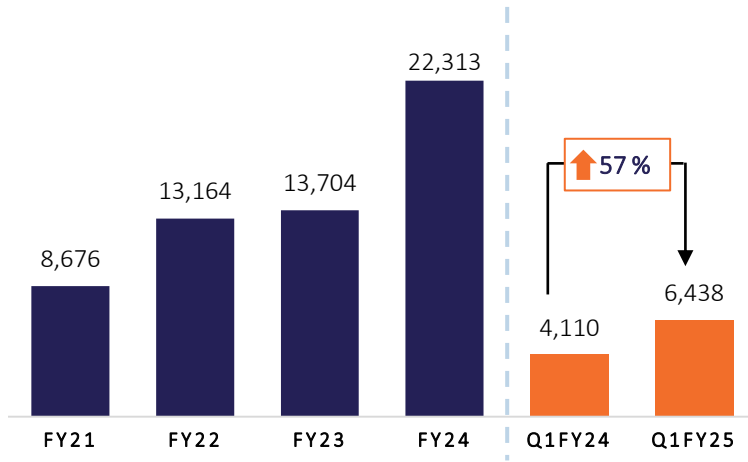
- User friendly platform tailored as per trading needs of clientele
- Robust digital platforms for a seamless digital customer-first experience in affluent business.

5. Established Brand

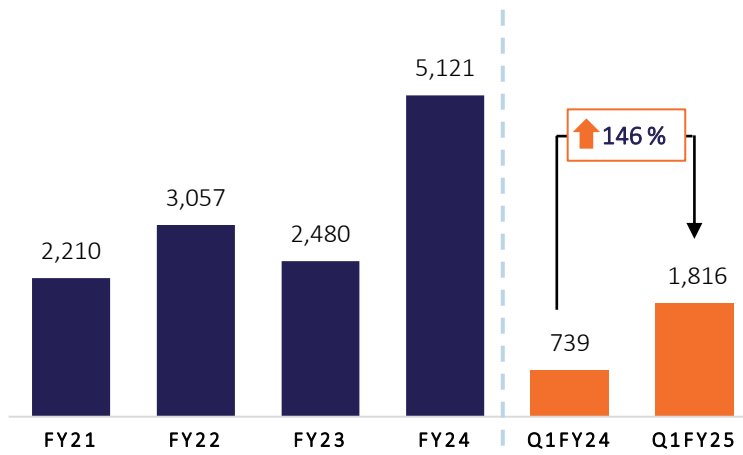
- Legacy IIFL brand which is well recognized in the capital market
- Awarded the India Equity House award by IFR Asia, 2023



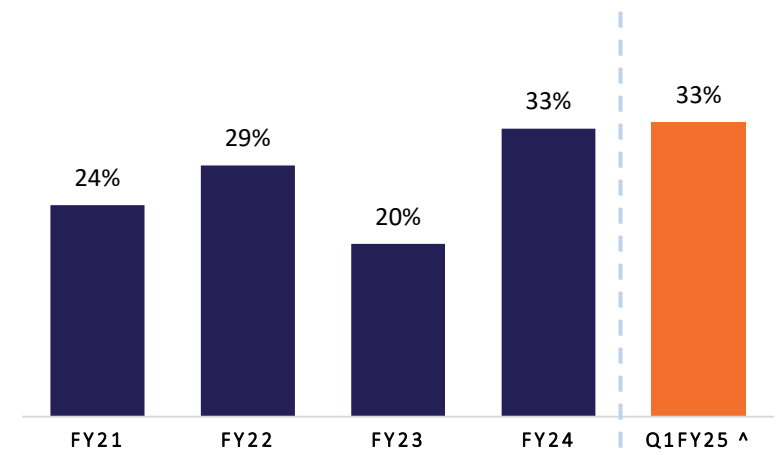
● Total Revenue (₹ mn)



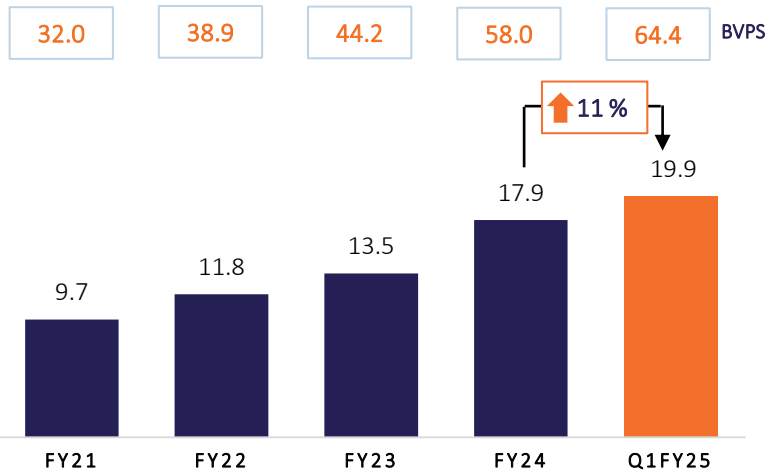
● Profit after tax (TCI) (₹ mn)



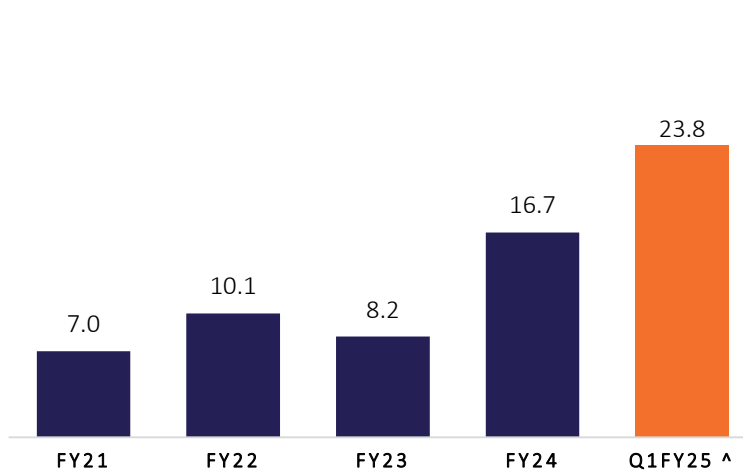
● Return on Equity (%)



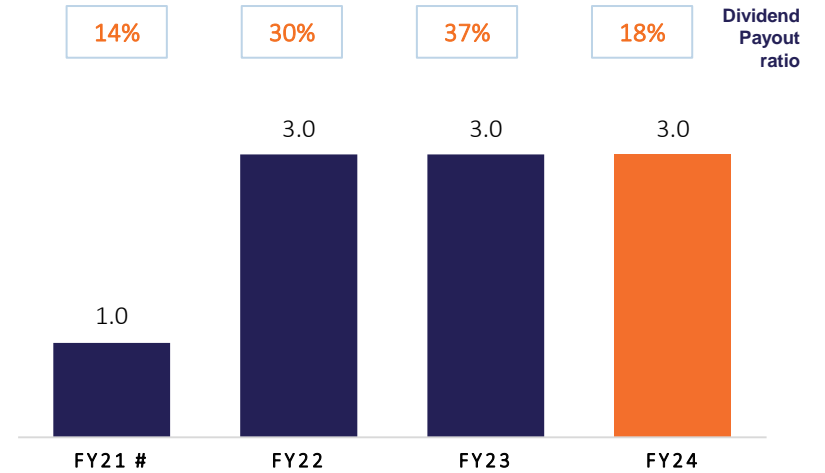
● Networth (₹ bn)



● Earning Per Share (₹) [EPS]



● Dividend Per Share (₹)



Note:

^ EPS / Return on Equity for Q1FY25 is annualized

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



Institutions



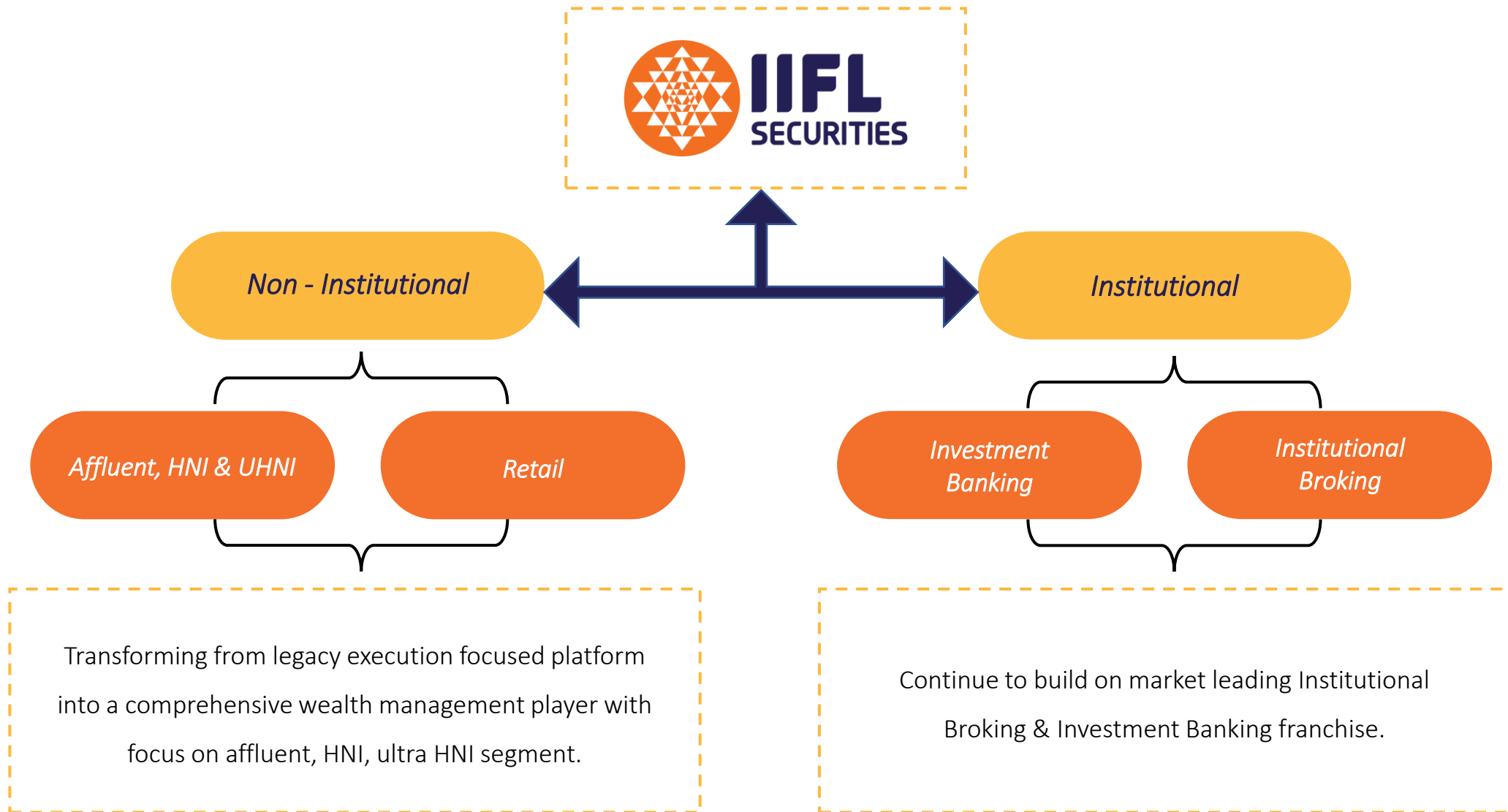
Corporate



Affluent, HNI & UHNI

COMPREHENSIVE SUITE OF PRODUCTS ACROSS CUSTOMER SEGMENTS





1. Further Scale up of Market Leading Institutional Broking Practice



Expand market share through better low touch offerings and enhanced block placement capabilities



Widening research coverage to 350+ stocks and further improving research rankings

2. Continue to Expand Investment Banking Franchise



Be a 'Banker of choice' for the Indian entrepreneurial ecosystem by continuing to focus on both mid and large sized transactions



Further expand the advisory practice by expanding sector coverage and offering cutting edge advice to clients



Continue to focus on repeat business which has been a hallmark of the investment banking strategy

3. Evolve into a Wealth Management Platform for the Affluent, HNI & UHNI Segment



Increasing focus to capitalize on the big opportunity in the affluent, HNI & UHNI space



Senior experienced hires made to set up HNI / UHNI wealth and asset management platform



Cross sell other products by capitalizing on our broking relationship



Expand Balance Sheet Efficiency & improve cost metrics



Reduce cost to income as operating leverage plays out

+



Improve ROE by disposing non-core Real Estate assets



SECTION

02



**KEY BUSINESS SEGMENT
ANALYSIS: INSTITUTIONAL
SEGMENT**

- Among the top franchises on the street, with sales teams based in Mumbai, Singapore, London and New York.
- Wide customer base covering investors including sovereign wealth funds, pension funds, private equity funds, international & domestic mutual funds, insurance companies, hedge funds, endowment funds and Alternate Investment Funds
- Proven track of executing large block placements for financial sponsors, public market funds and promoters



Empanelled Clients

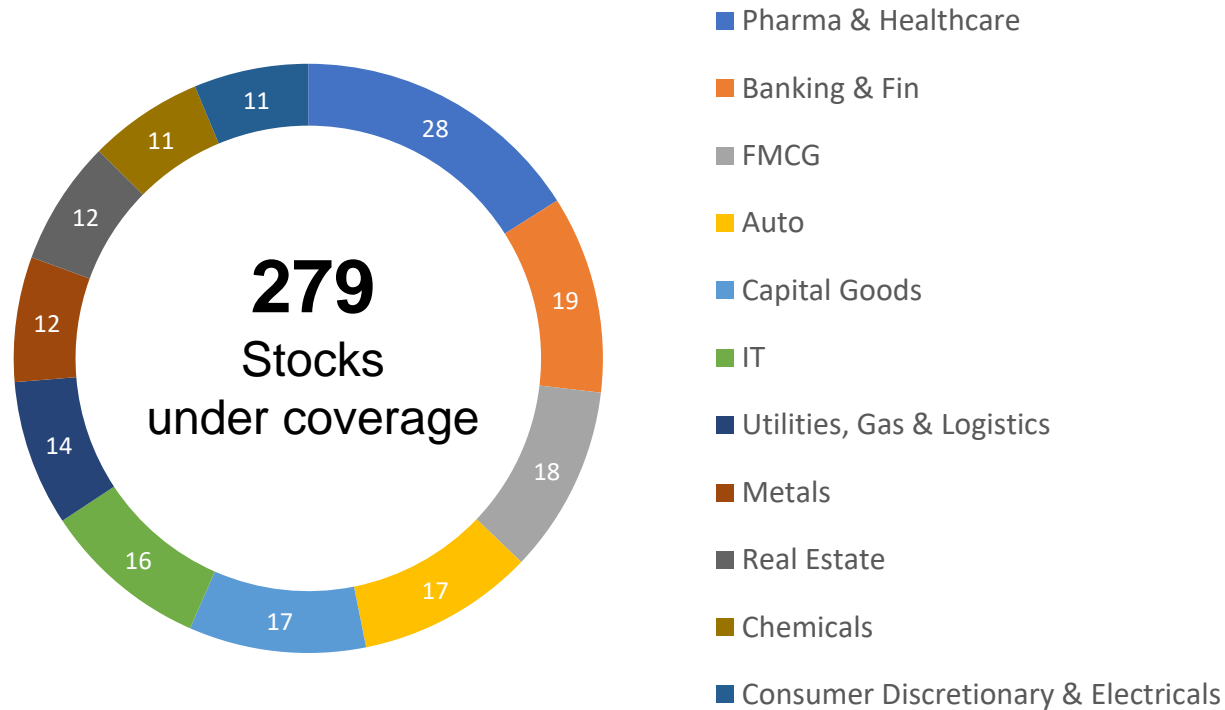


Experienced team across sales, research & trading



Stocks under research coverage accounting for over 73% of India's market capitalization

Sector-wise break up of stocks under coverage (in Nos)



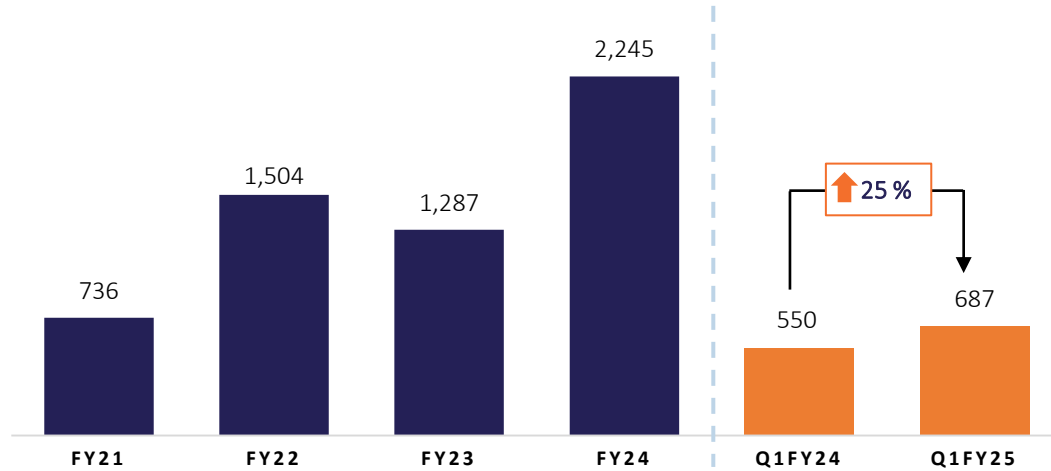
Market cap break up of stocks under coverage

| Market cap bracket | IIFL Research Universe |
|---|------------------------|
| Above US\$ 10 Billion | 89 |
| Between US\$ 5 Billion and US\$ 10 Billion | 47 |
| Between US\$ 3 Billion and US\$ 5 Billion | 30 |
| Between US\$ 1 Billion and US\$ 3 Billion | 72 |
| Between US\$ 500 Million and US\$ 1 Billion | 28 |
| Below US\$ 500 Million | 13 |
| Total | 279 |

Pedigreed institutional broking research team comprising of 42 analysts.

Top-tier rankings with most large long-only FII and DII.

Investment banking revenues (₹ mn)



Q1FY25 has been a prolific period for the investment banking business

- Completed 10 transactions in the last quarter across capital markets and private placements/advisory
- Includes 4 IPOs, 2 QIPs, and a few private placement / advisory transactions
- Continue to win a number of mandates across product categories.
- Pipeline remains strong- Likely to be executed over the next 4-6 quarters
- Expanding capacity and capabilities to capitalize on the growing market opportunity

Select transactions - Q1 FY25



The IIFL Group

Awarded India Equity House in 2023 by IFR Asia

The IIFL Group

Wins “The Asset Triple A” Sustainable Finance Awards & Finance Asia award for best PE deal



IFR ASIA AWARDS 2023



ROLL OF HONOUR

- China Equity House
CICC
- Renminbi Bond
Swire Properties' Rmb3.2bn dual-tranche green Dim Sum bond
- China Loan House
Standard Chartered
- Hong Kong Equity Issue
Anta Sports Products' HK\$11.8bn top-up share placement
- India Bond House
AK Capital
- India Equity House
IIFL Securities**
- Indonesia Capital Markets Deal
Amman Mineral Internasional's Rp10.7tn IPO
- Malaysia Bond House
CIMB
- Malaysia Capital Markets Deal
Khazanah's US\$1.5bn sukuk and bond offering

IIFL Securities wins awards at 'The Asset Triple A' Sustainable Finance, 2024

Best IPO

Mankind Pharma Limited



IPO
Rs. 43,264 Mn

April 2023
BRLM

Best REIT

Nexus Select Trust



REIT
Rs. 32,000 Mn

May 2023
BRLM

Most Innovative Deal

Cholamandalam Investment & Finance Company Ltd.



QIP
₹ 40,000 Mn

September 2023
BRLM

Finance Asia – Best Private Equity Deal of the Year

Best PE Deal

Wealth India Financial Services Private Limited



Sale of Controlling Stake (>90%)

August 2023
Exclusive Advisor

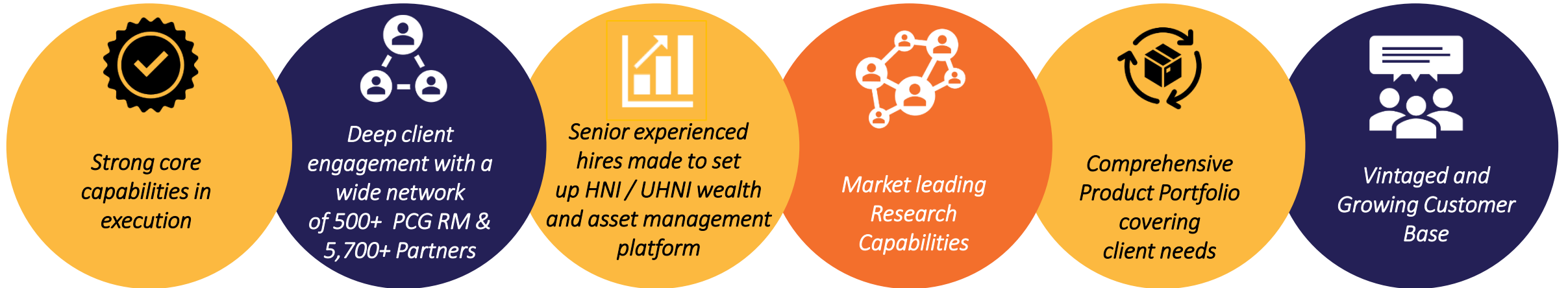


SECTION

03

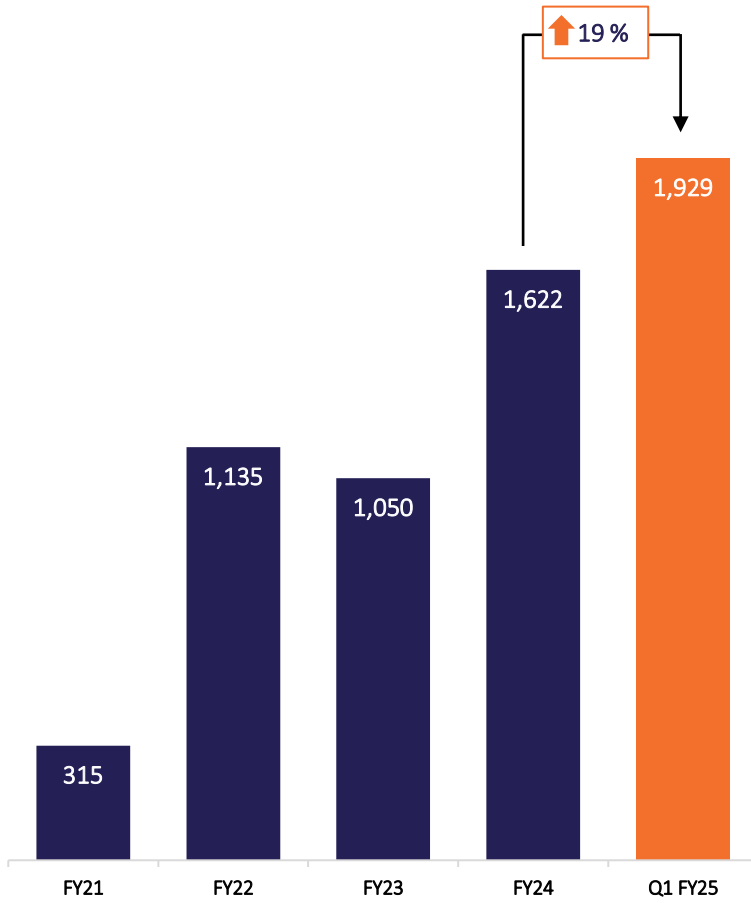


**KEY BUSINESS SEGMENT
ANALYSIS : NON-
INSTUTIONAL SEGMENT**

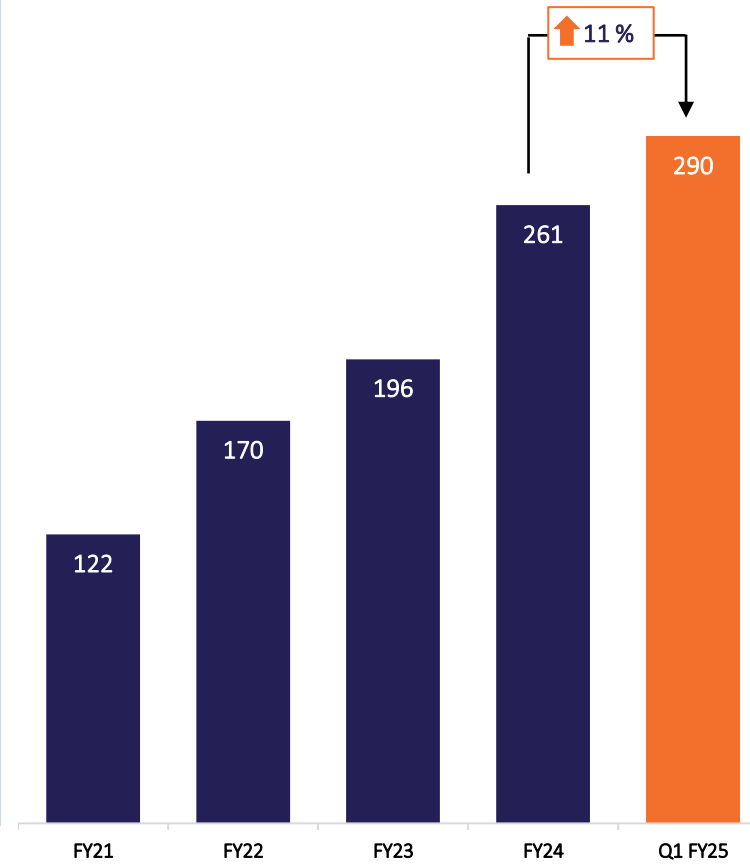


Supported By Cutting Edge Tech Enabled Platform

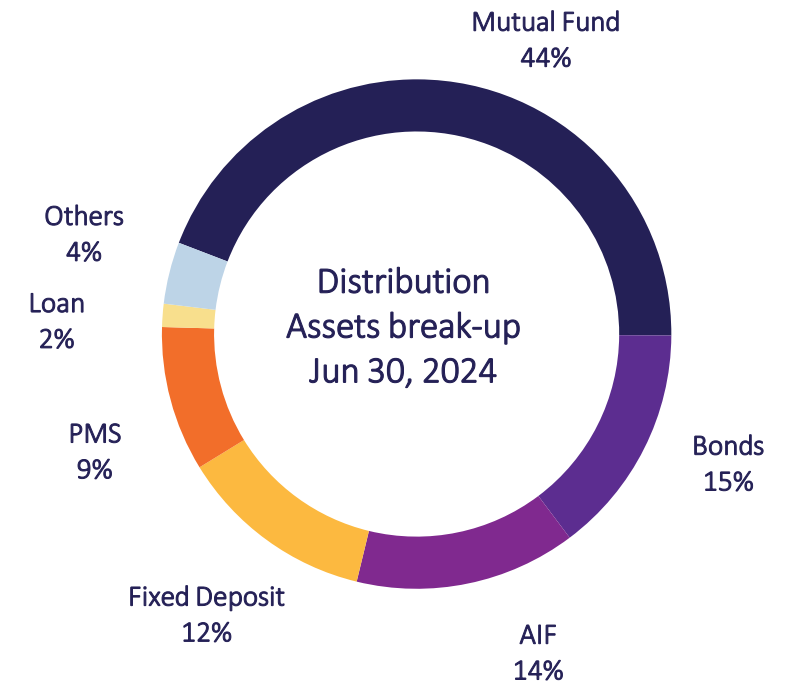
● Asset Under Management - Custody (₹ bn)



● Asset Under Management – Distribution Assets # (₹ bn)

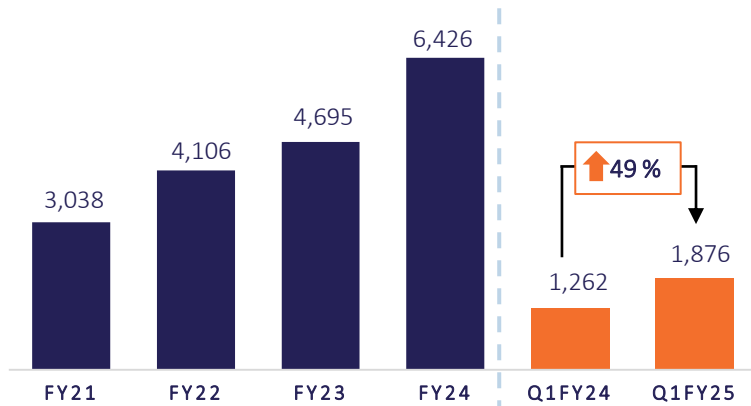


● Distribution Assets # ₹ 290 billion

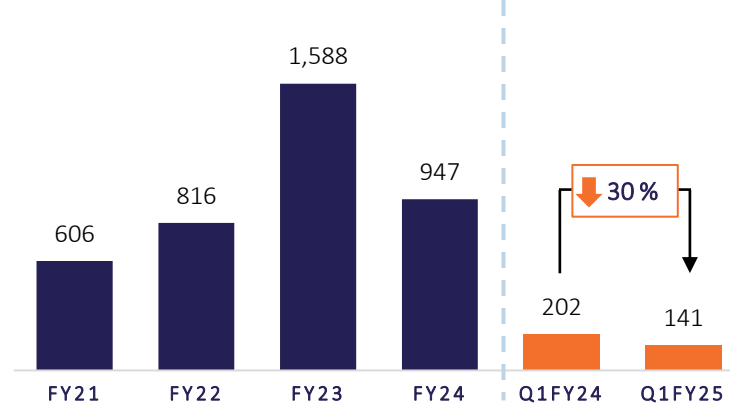


Note: #Excluded Insurance ancillary business

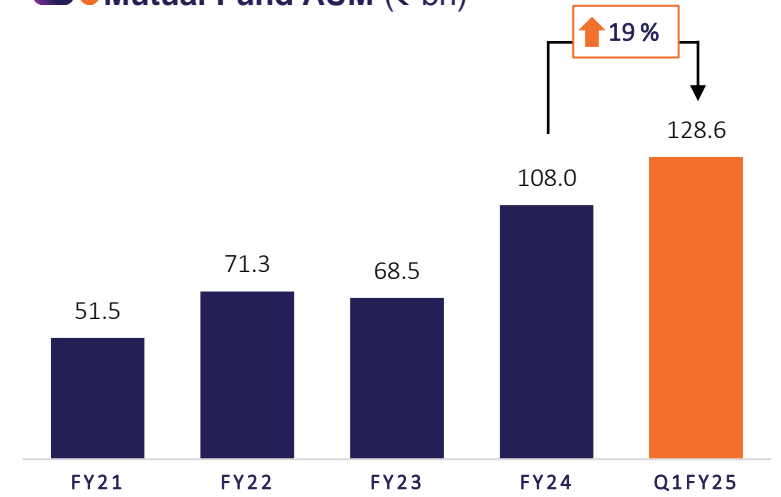
Retail Brokerage (₹ mn)



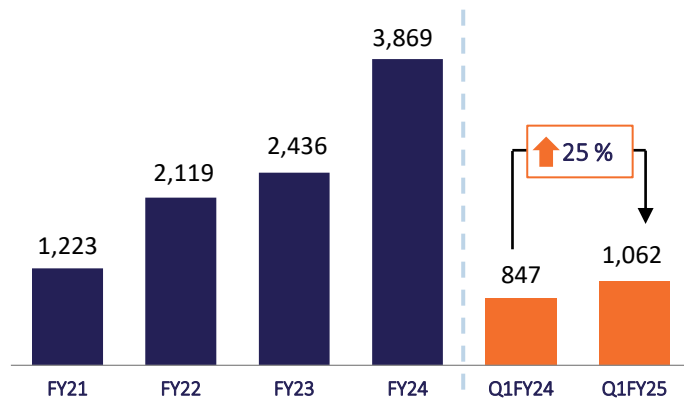
Life Insurance Premium (₹ mn)



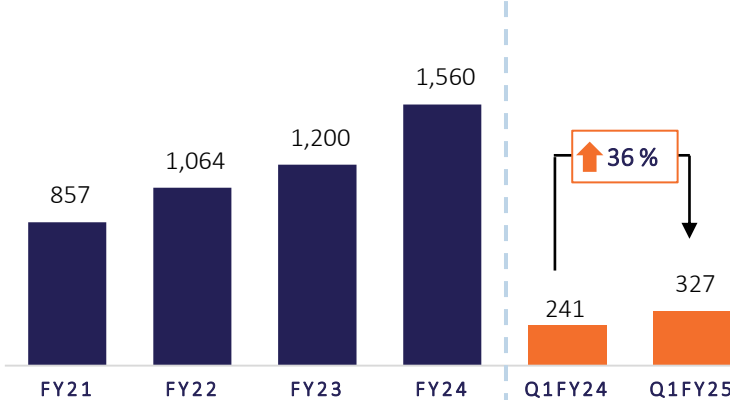
Mutual Fund AUM (₹ bn)



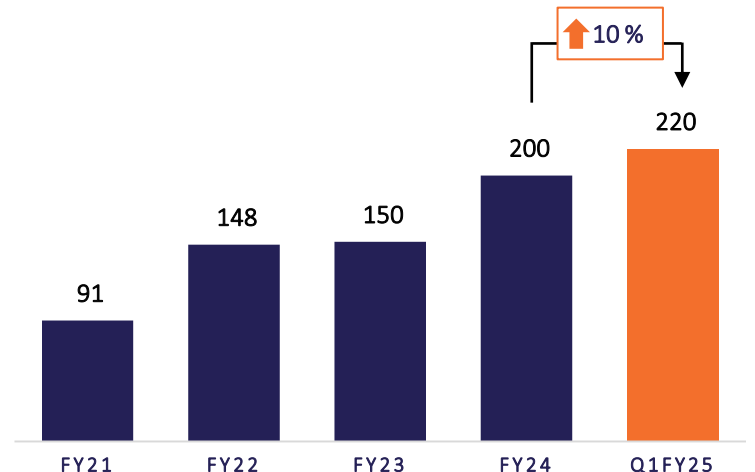
Financial Product Distribution Income# (₹ mn)



Non-life Insurance Premium (₹ mn)



Live SIP transactions (count) ('000)



Note: # Includes Income from Insurance & ancillary business



SECTION

04



**FINANCIAL
PERFORMANCE**

| ₹ Mn | Q1FY25 | Q1FY24 | Y-o-Y | Q4FY24 | Q-o-Q | FY24 |
|---------------------------------------|--------------|--------------|-------------|--------------|--------------|---------------|
| Revenue from Operations | 6,399 | 4,091 | 56% | 6,864 | (7%) | 21,613 |
| Other income | 39 | 19 | 103% | 179 | (78%) | 700 |
| Total income | 6,438 | 4,110 | 57% | 7,044 | (9%) | 22,313 |
| Employee cost | 1,296 | 902 | 44% | 1,224 | 6% | 4,570 |
| Finance Cost | 440 | 210 | 110% | 540 | (18%) | 1,480 |
| Depreciation and amortisation expense | 118 | 163 | (28%) | 634 | (81%) | 1,138 |
| Fees and Commission expense | 1,279 | 1,162 | 10% | 1,291 | (1%) | 4,771 |
| Administration and other expense | 829 | 648 | 28% | 981 | (16%) | 3,527 |
| Total Expenses | 3,962 | 3,085 | 28% | 4,669 | (15%) | 15,487 |
| Profit before tax | 2,476 | 1,025 | 142% | 2,374 | 4% | 6,826 |
| Provision for tax | 654 | 278 | 135% | 569 | 15% | 1,693 |
| Profit after tax | 1,823 | 746 | 144% | 1,806 | 1% | 5,133 |
| Other Comprehensive Income | (7) | (7) | 0% | (2) | 285% | (12) |
| Total Comprehensive Income | 1,816 | 739 | 146% | 1,804 | 1% | 5,121 |



SECTION

05



**GOVERNANCE
& CSR**



R Venkataraman

Chairman & Non-Executive Director

PG Diploma in Management from IIM Bangalore, Bachelor's degree in Electronics and Electrical Communications Engineering from IIT Kharagpur

Promoter of IIFL Group
Previous experience with ICICI Bank, Barclays, GE Capital



V. Krishnan

Independent Director

Cost Accountant, LLB

30+ years of diverse experience. Held senior positions in various international and domestic organizations like Barclays, Deutsche Bank, JP Morgan, L&T, MCX, etc.



Shamik Das Sharma

Independent Director

M.S., University of Maryland (USA), B. Tech, IIT Kharagpur

Experience of more than 23 years as a Computer Scientist and more than 13 years of experience as Vice President and CXO roles at various private companies.



Nemkumar H

Managing Director

Chartered Accountant

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



Anand Bathiya

Independent Director

Chartered Accountant, Company Secretary, LLB

Two decades of experience in domains of business consulting, finance, growth, governance, transactions and tax



Rekha Warriar

Independent Director

Masters in Applied Mathematics (University of Bombay) & in Public Policy (Princeton University)

Over 30 years of experience working with the Reserve Bank of India (RBI) in various departments. Retired as a Regional Director (West Bengal and Sikkim), RBI, in July 2017.



Narendra Jain

Wholetime Director

Chartered Accountant

Over 29 years of experience in the financial services industry. Previous experience with ICICI Brokerage Services Ltd. and HPCL.

Launched online ESG profile platform, which aligns with various ESG frameworks operating globally such as IFC, GRI, SASB, CDP etc.

ENVIRONMENTAL



- Procurement of green energy for our Corporate Office
- Registered office is equipped with rainwater harvesting system
- LEED certified building/office – One office in Mumbai and Gurugram
- Defined procedures in place through authorised e-waste vendor
- Solar Panels fixed at one of our office
- Around 99% of accounts opened digitally – saves paper & trees.

SOCIAL



- Promoted mental wellbeing through physical campaigns in office locations
- Recognized as 'Best Workplace - Best in Industry Investment' by Great Place to Work Institute.
- Maintained Gender Diversity at 23% as of Jun 2024.
- Participated in a Jobs Fair for Persons with Disability
- Organ Donation & Breast Cancer Awareness, Blood Donation Drive, E-waste Collection.
- Recorded Aggregate Training Hours of 71,701 (ILT and VILT sessions).
- Positively impacting over 4.22 lakh lives through the CSR programs, with a special emphasis to empower the marginalised and disadvantaged.

GOVERNANCE



- Diverse board composition with 50%+ independent directors
- Separate positions for Chairman and Managing Director
- Comprehensive policies on Code of Conduct and Business Ethics, Prevention of Insider Trading, Prevention of Sexual Harassment, Enterprise Risk Management, Anti Bribery and Anti Corruption, Cyber Security & Cyber Resilience etc.
- Zero cases of environmental non-compliance, conflict of interest, data privacy breaches
- Voluntarily implementation of the NSE prime norms, a framework that prescribes higher standard of corporate governance for listed companies, to the extent feasible
- Voluntary implementation of IAS Governance Parameters



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, smart education app (Android) for teachers and residential training facilities
- Beneficiaries - 4.06 lakh children, covering 5,910 Govt. schools and 13,401 teachers.



Retail sales associate training programme – Kupwara, Jammu & Kashmir

- The project aims to empower 48 youths from Kupwara by training them to develop as a professional in the retail sector, thus earn a livelihood
- 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
- One of the project's key impacts is its role in integrating underprivileged youth into the mainstream, fostering their growth as responsible citizens and valuable employees.



Sakhion ki Baadi programme, Rajasthan

- IIFL Foundation's flagship program – Sakhion Ki Baadi (SKB), is dedicated to provide foundational literacy and numeracy to out-of-school girls in Rajasthan and facilitate their progression at government schools.
- An impact assessment of the Sakhion Ki Baadi program conducted by KPMG, shows that the said program has helped usher in a positive change in the attitude of the community at large, towards educating females.

Thank you!

Published on July 31, 2024



IIFL Securities Limited



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