

October 17, 2023

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, 2023.

We enclose herewith the Investor Presentation on the Unaudited Financial Results of the Company for the quarter and half year ended September 30, 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 September 30, 2023

IIFL Securities Limited

Oct 17, 2023

NSE: IIFLSEC | BSE: 542773

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Section 01

KEY
HIGHLIGHTS &
BUSINESS
PERFORMANCE

₹1,698 billion

Assets under
management &
Custody

₹86 billion

Mutual Fund
Assets under
management

₹2,500 billion

Average daily
turnover

4.4 Rating

Highest Rated
Investment App

₹8.95 billion

Gross Margin
Trading Facility
(MTF) book

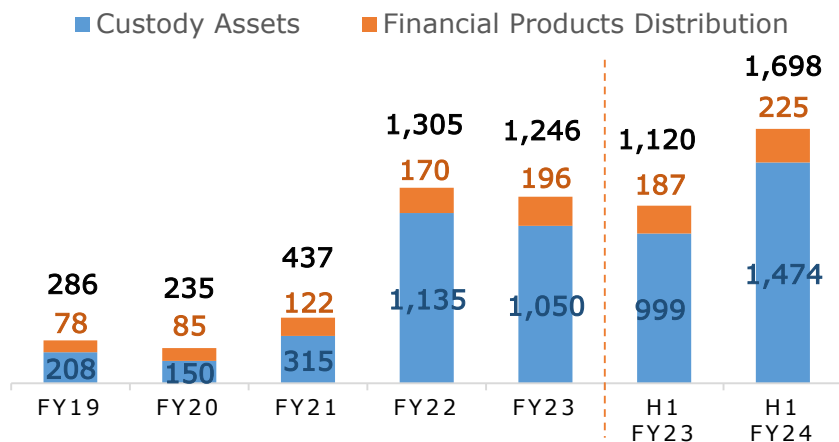
17 transactions

Completed
Investment Banking
transactions

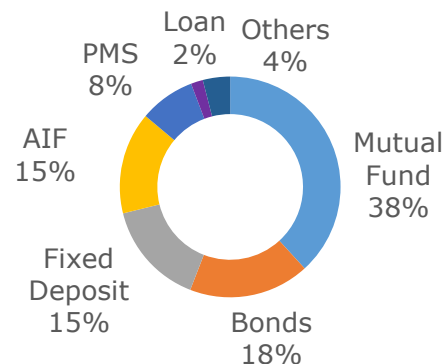
Legacy business in retail broking and distribution

- 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

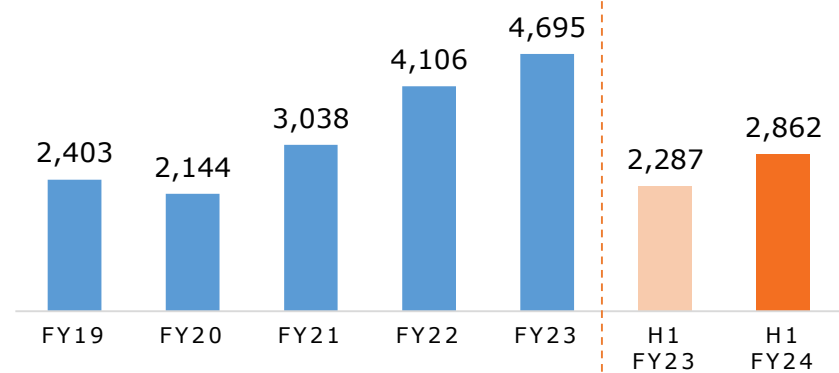
Asset Under Management & Custody (₹ Billion)



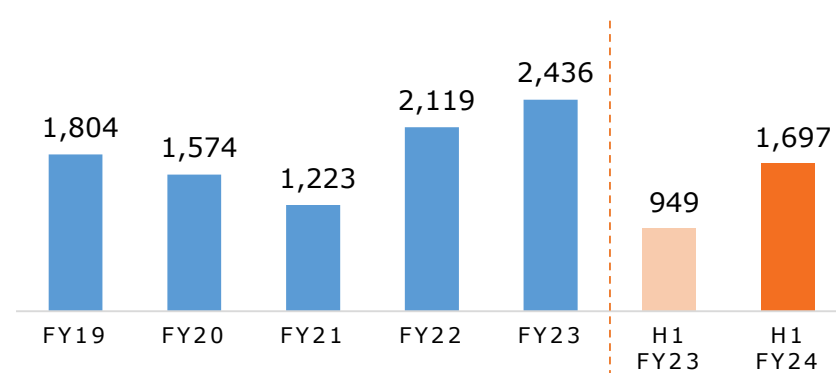
FPD AUM# break-up



Retail Brokerage Income (₹ Million)



FPD Income* (₹ Million)

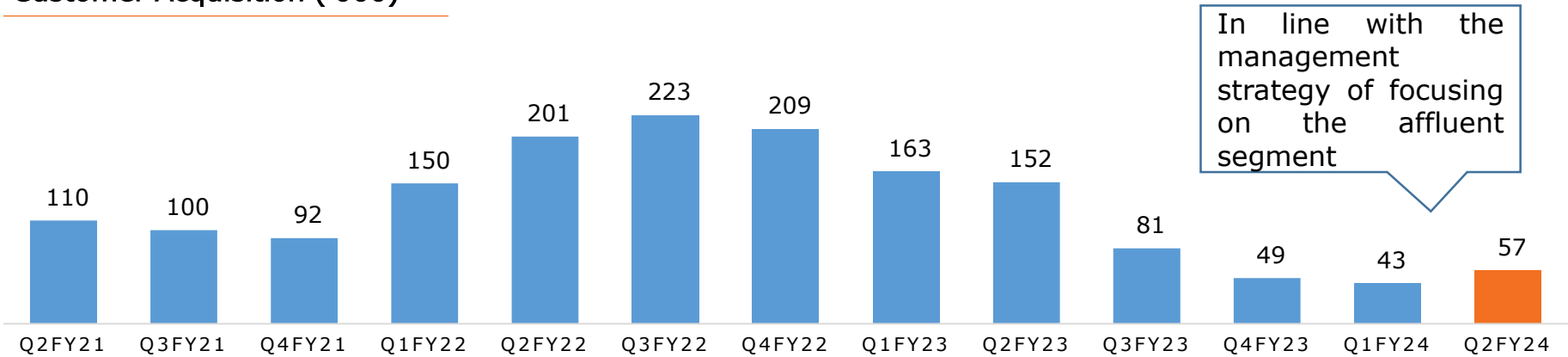


*Includes income from insurance as well

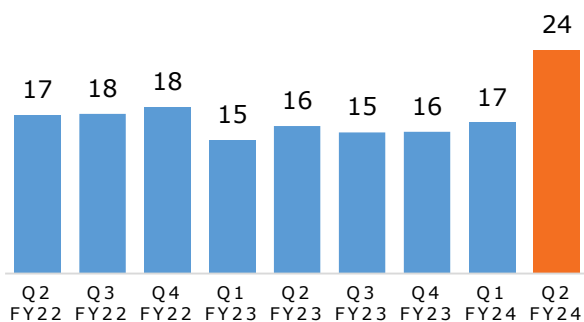
excludes Insurance Cross Sell

Focus on profitable customer acquisition

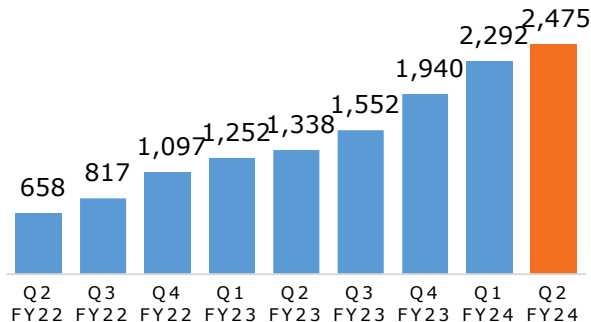
Customer Acquisition ('000)



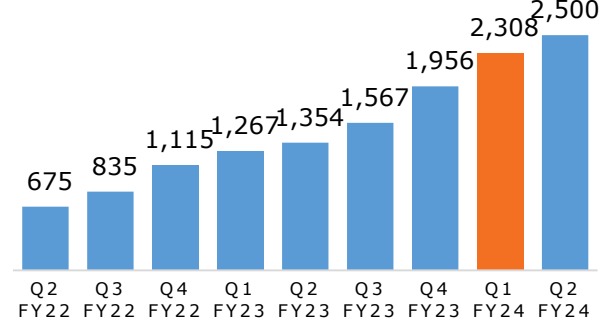
Average Daily Turnover – Cash (₹ Billion)*



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

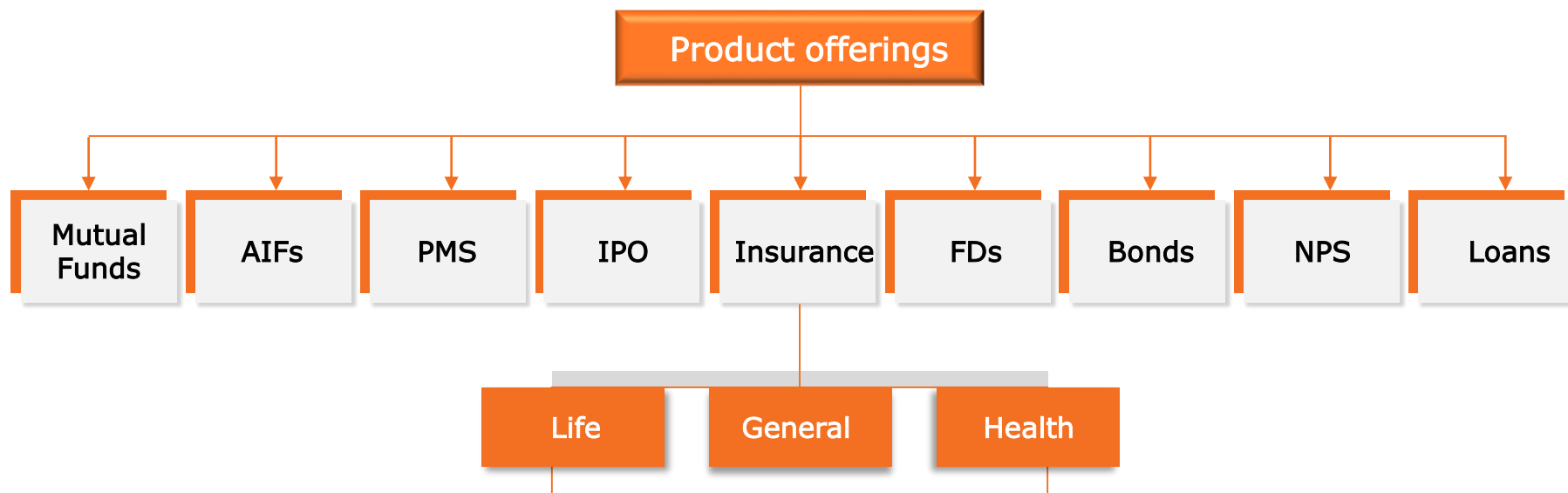


Average Daily Turnover – Total (₹ Billion)*



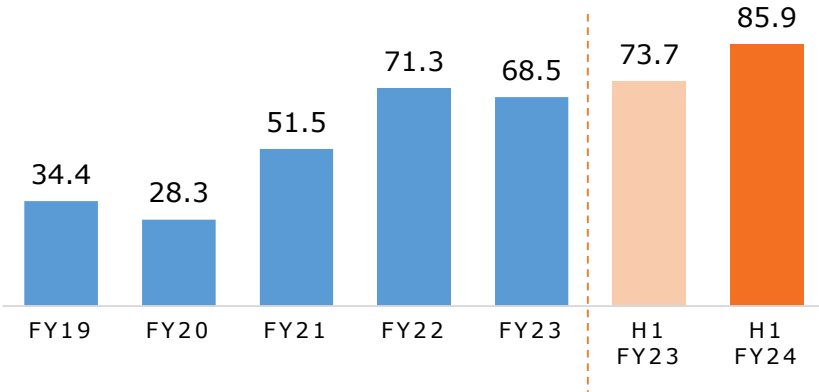
Source: NSE

*Turnover includes retail and institutional segments from NSE

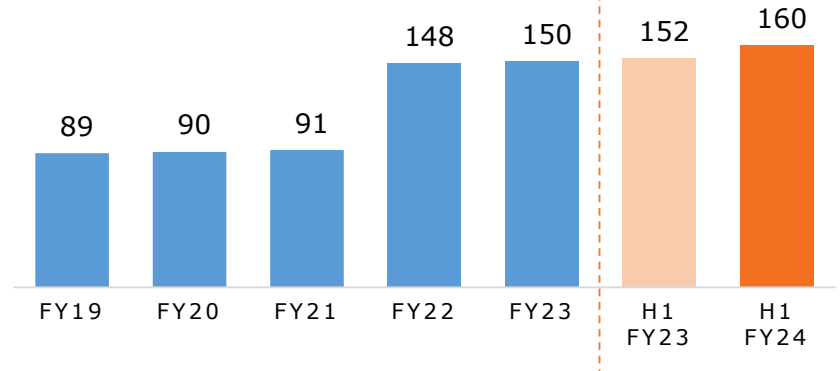


- Open architecture model in distribution.
- MF and Insurance are retail focus products with good long term growth prospects.
- Insurance premiums amounted to ₹974 Million for H1FY24, up by 3% y-o-y.
- Mutual Fund AUM is up by 16% y-o-y to ₹85.9 Billion as at September 30, 2023. SIP AUM up by 34% y-o-y to ₹22.9 Billion with an average transaction count of ~1.6 lakhs per month.

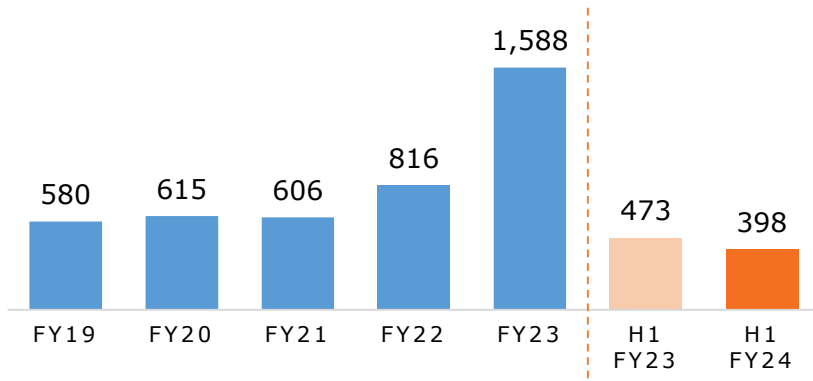
Mutual Fund AUM (₹ Billion)



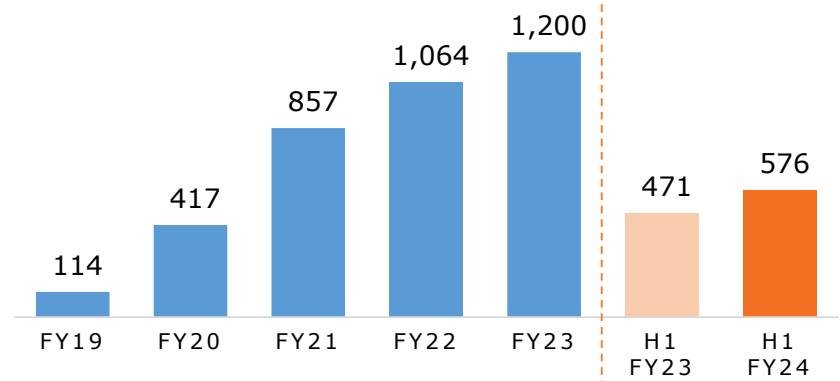
SIP Transactions (Count) ('000)



Life Insurance Premium (₹ Million)

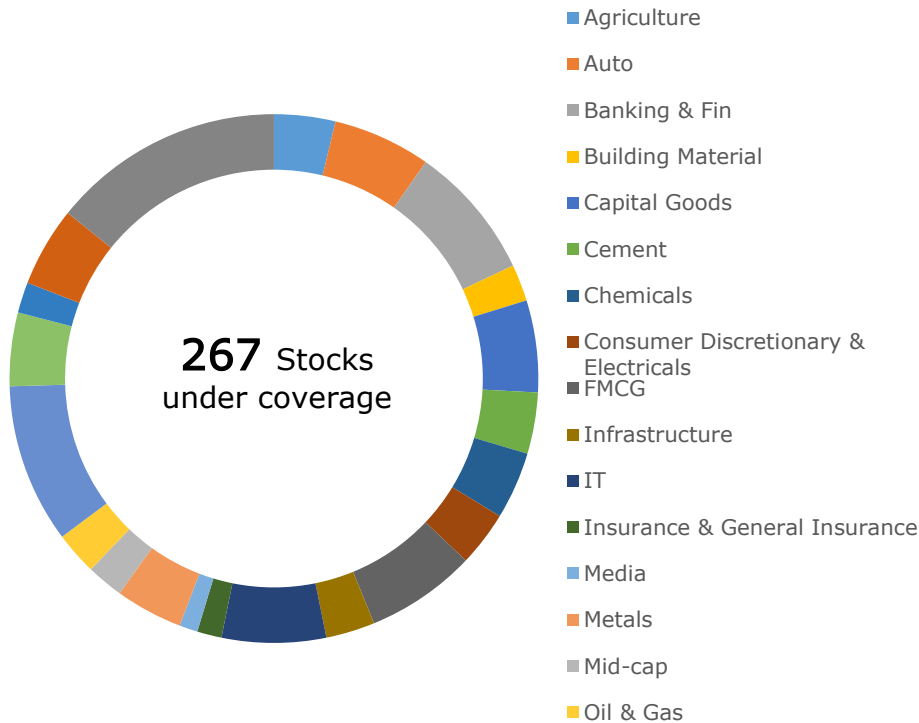


Non-life Insurance Premium (₹ Million)



Note: SIP Transactions count is monthly average figure

Sector-wise break up of stocks under coverage



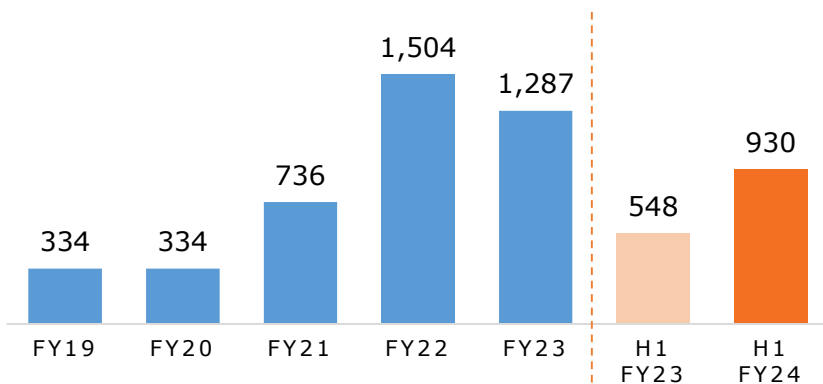
Market Cap break up of stocks under coverage

Market Cap bracket	IIFL Research Universe
Above US\$ 10 Billion	59
Between US\$ 5 Billion and US\$ 10 Billion	49
Between US\$ 3 Billion and US\$ 5 Billion	38
Between US\$ 1 Billion and US\$ 3 Billion	73
Between US\$ 500 Million and US\$ 1 Billion	29
Below US\$ 500 Million	19
Total	267

Pedigreed institutional equities team comprising 35 analysts covering over 267 stocks across 20+ sectors accounting for over 74% 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 and **26 in the half year** across capital markets and private equity
- Includes 6 IPOs, 2 QIPs, 2 OFS, 1 buyback and a number of private placements / private equity transactions
- Completed the **largest QIP** in the last two years
- Won a number of mandates in private equity and IPOs
- Ranked #1 for IPOs in FY23 and 1H FY24** (Source: Prime Database)

Select Transactions



Section 02

Financial
Performance

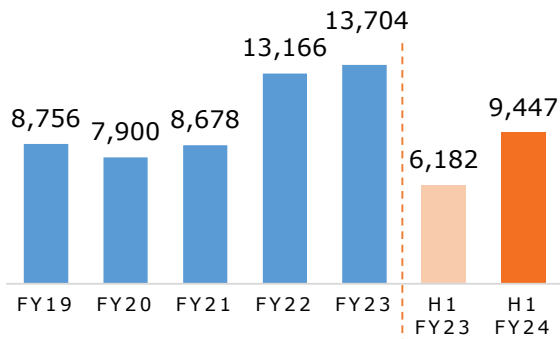
Consolidated results

Quarter ended September 30, 2023

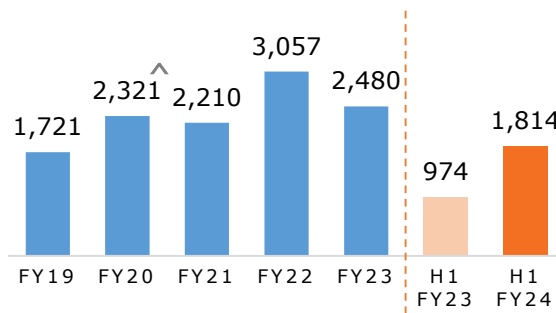


₹ Mn	Q2FY24	Q1FY24	Q-o-Q	Q2FY23	Y-o-Y	H1FY24	H1FY23	Y-o-Y
Revenue from Operations	5,070	4,091	24%	3,166	60%	9,161	6,082	51%
Other income	267	19	1299%	68	293%	286	100	185%
Total income	5,337	4,110	30%	3,234	65%	9,447	6,182	53%
Employee cost	1,267	902	41%	885	43%	2,169	1,755	24%
Finance Cost	302	210	44%	191	58%	512	377	36%
Depreciation and amortization expense	162	163	0%	167	(3%)	326	332	(2%)
Administration and other expense	2,210	1,811	22%	1,239	78%	4,021	2,351	71%
Total Expenses	3,942	3,085	28%	2,481	59%	7,027	4,815	46%
Profit before tax	1,395	1,025	36%	753	85%	2,420	1,367	77%
Provision for tax	319	278	14%	199	60%	597	379	58%
Profit after tax	1,076	746	44%	555	94%	1,823	989	84%
Other Comprehensive Income	(2)	(7)	(73%)	(1)	30%	(9)	(14)	(36%)
Total Comprehensive Income	1,074	739	45%	553	94%	1,814	974	86%

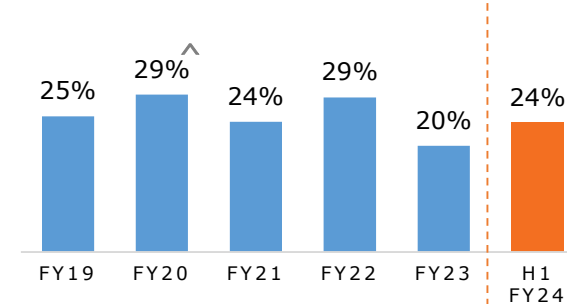
Total Revenue (₹ Million)



Profit after tax (TCI) (₹ Million)



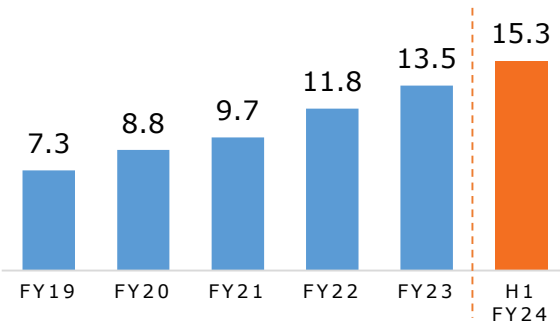
Return on Equity (%)



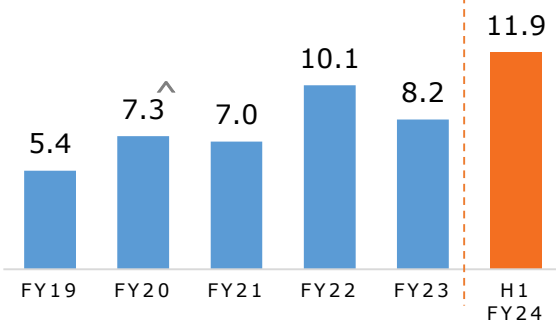
Net Worth (₹ Billion)

BVPS

22.9 27.5 32.0 38.9 44.2 50.2



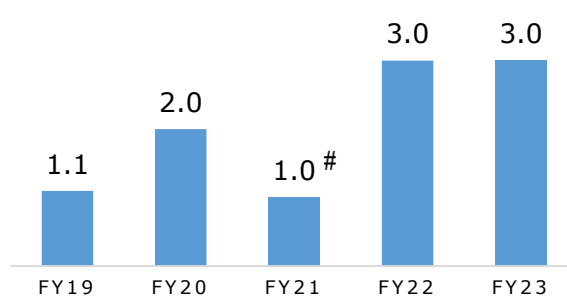
EPS (₹)



DPS (₹)**

Dividend payout %

24% 33% 14% 30% 37%



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 ₹ 1058 Million (incl. tax) to buy back 17 Million shares

EPS and Return on Equity for H1FY24 is annualized

Section 03

Strategy,
Governance &
Others

Affluent Investment Management



Customer centric goal-based offering targeting affluent segment (AUM INR 10 Lakh+) combined with innovative product wrappers and portfolios

Relationship driven highly experienced team of RMs

Strong tech and digital infrastructure enabling digital first customer experience and empowering the highly trained RMs to serve the customers

High Volume Traders



Serves high volume traders through dedicated trading desk

Provides superior tech infrastructure and trading interface to day/swing traders and for algorithmic trading

Offers best in class risk management services

Institutional Equities



Strong research credentials backed by in-depth knowledge about capital markets

270+ stocks under research coverage accounting for 76%+ market capitalization

Leading institutional broker with strong execution capabilities

860+ institutional clients (domestic and foreign clients) covering sovereign wealth funds, FPIs, MF, AIF, banks, pension funds etc.

Investment Banking



Well positioned in the investment banking sector supported by customer and market understanding across segments

Leveraging strong distributional reach across all segments – retail, HNI, domestic and foreign institutions

Strong presence in Equity Capital Markets (ECM).

The Board of Directors of the Company and 5paisa Capital Ltd. at its meeting held on 6th December, 2022 had approved the transfer of IIFL Securities' Online Retail Trading Business to 5paisa Capital through a Scheme of Arrangement.

Approvals Required

- Stock Exchanges/SEBI
- NCLT
- Shareholders and creditors of both companies
- Other Statutory approvals as applicable

Action items

1. NOC from Stock Exchanges/SEBI is awaited
2. To file application with the Tribunal for convening/dispensing meeting of shareholders and/or creditors (post receipt of NOC from Stock Exchanges/SEBI)
3. To hold meeting of the shareholders and/or creditors of Companies for approving the Scheme
4. To file petition with Tribunal seeking sanction/ approval to the Scheme
5. Tribunal to fix a date for the final hearing of the petition and approval of the Scheme
6. Final hearing of the petition and approval of Tribunal
7. To file the order of the Tribunal with Registrar of Companies to make the Scheme effective
8. Listing and other related compliances

EMPLOYEE



- Women employees form 21% of total workforce
- Counselling and physical health support for employees to promote their mental and physical wellbeing
- Introduced "Librarywala," a reading initiative for employees to encourage reading
- Product training sessions for Relationship Managers (RMs) for knowledge upgradation
- Conducted 19,299 man-hours of training for our sales-force in Q2 FY24

COMMUNITIES



- Training 2,700 out-of-school girls via flagship project "Sakhion 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

CORPORATE GOVERNANCE



- Diverse Board composition
- 50%+ Directors on the Board are independent
- Comprehensive policies on Code of Conduct and Business Ethics, Prevention of Insider Trading, Anti Money Laundering, Prevention of Sexual Harassment, Enterprise Risk Management, 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 Certified
- Highly secured information systems and with adequate controls are in place

ESG



R Venkataraman, Chairman and Managing Director

- Co-founder of IIFL
- Previous experience with ICICI Bank, Barclays, GE Capital
- MBA from IIM Bangalore and B. Tech from 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 M&As
- Chartered Accountant, Company Secretary, LLB

❑ Smart Shaala - A project on education in 5 Aspirational District

- ✓ 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.



❑ Sakhion ki Baadi, Rajasthan

- ✓ A programme to build foundational literacy and numeracy (FLN) skills among females from marginalized communities in Rajasthan.
- ✓ The initiative engages with girls who have either dropped out of school, were never enrolled at school, or are irregular at school. The girls learn in our programme and are gradually supported to enrol in school and be regular with it.



Published in October 2023

IIFL Securities Limited

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THANK
YOU