

January 23, 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 nine months ended December 31, 2022.

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



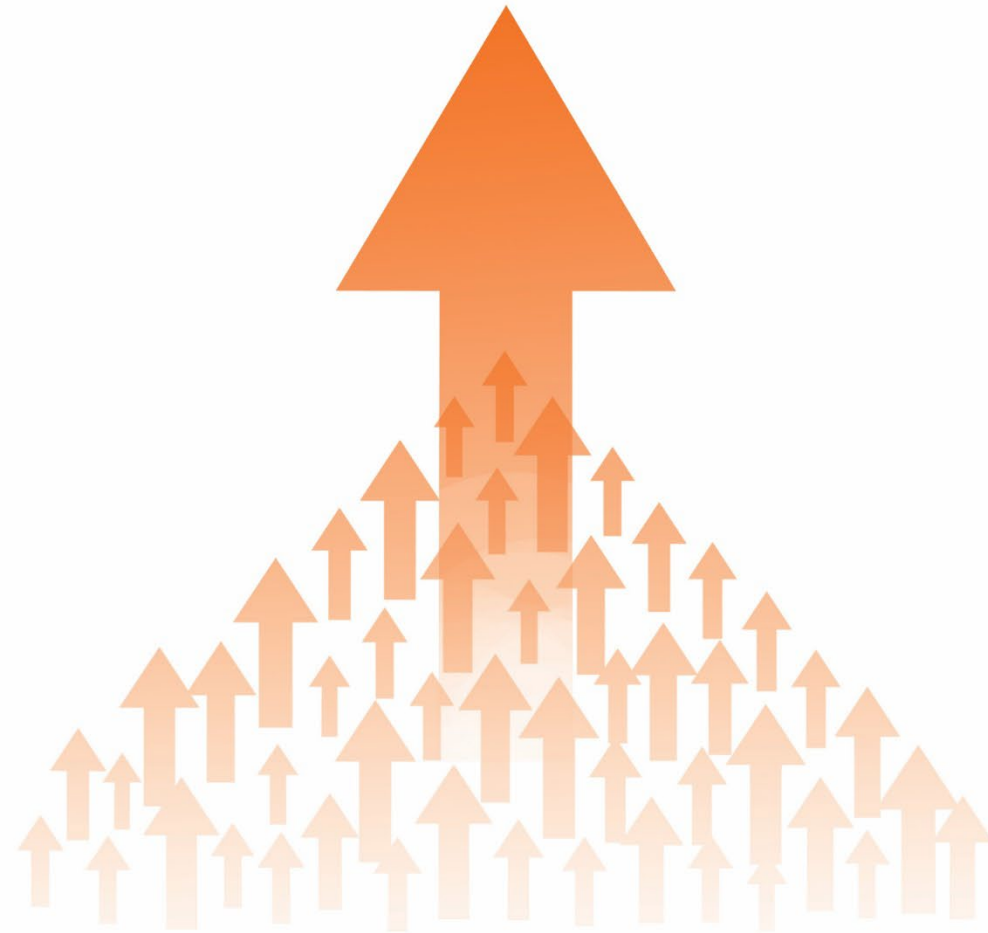
Investor Presentation




For the quarter ended December 31, 2022

IIFL Securities Limited

January 23, 2023

NSE: IIFLSEC | BSE: 542773



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Section

01

**KEY
HIGHLIGHTS &
BUSINESS
PERFORMANCE**

₹ 1,241 Billion

Assets under
management &
Custody

₹ 1,568 Billion

Average daily
turnover

0.8 Lakhs

Customer
acquisition

4.8 Lakhs

Daily orders

771

New Partners

~4.4 Rating

Highest Rated
Investment App

7.2 Lakhs

NSE active
customers

11th Rank

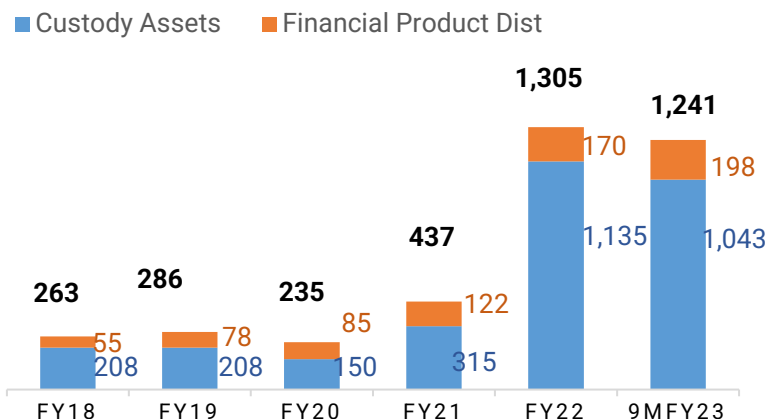
NSE active
customers

3 Million

Client base

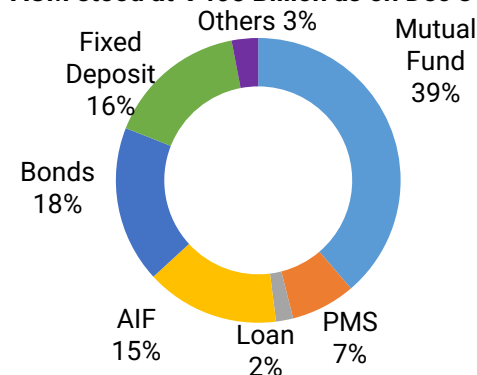
- Legacy of about two decades in retail broking and financial product distribution.
- Business offerings comprise equity, commodities and currency broking, Demat services, portfolio advisory and distribution of investment products

Asset Under Management & Custody (₹ Billion)

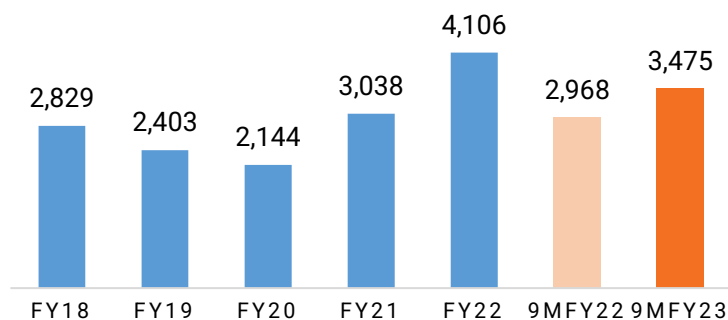


FPD AUM (₹ Billion)

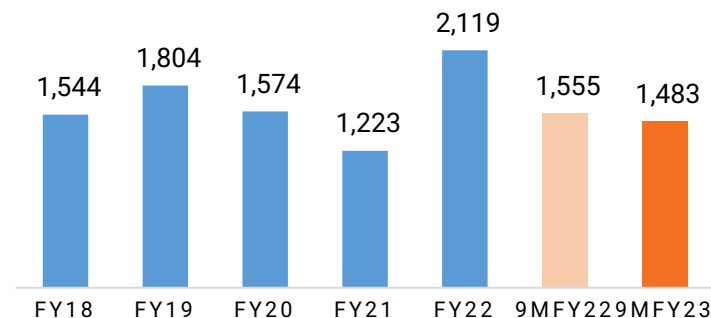
FPD AUM stood at ₹ 198 Billion as on Dec 31, 2022



Retail Brokerage Income (₹ Million)

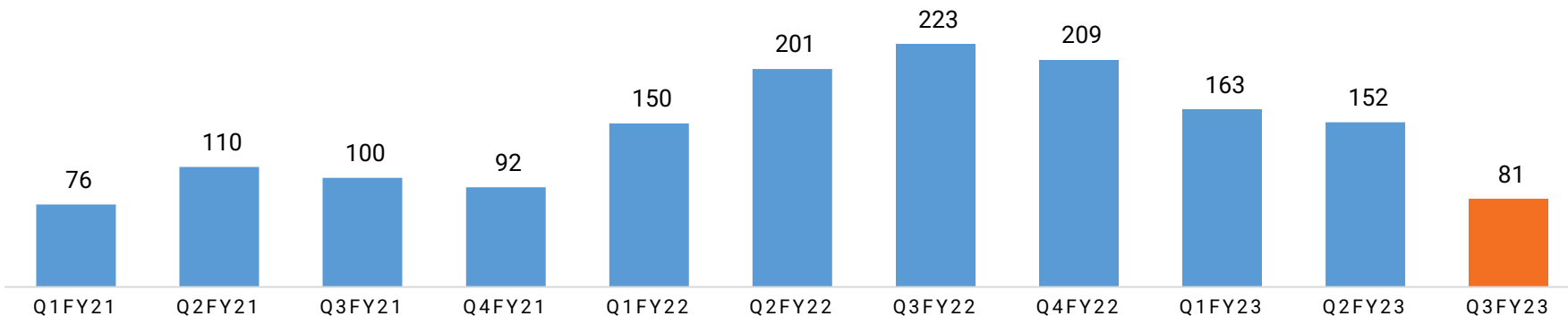


Financial Products Distribution Income* (₹ Million)

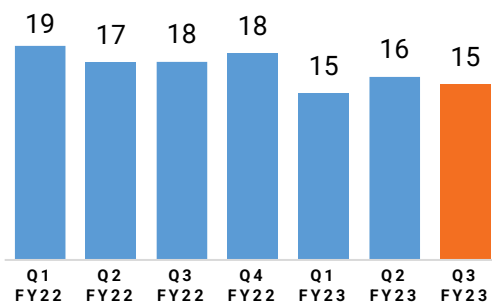


*Includes income from insurance as well

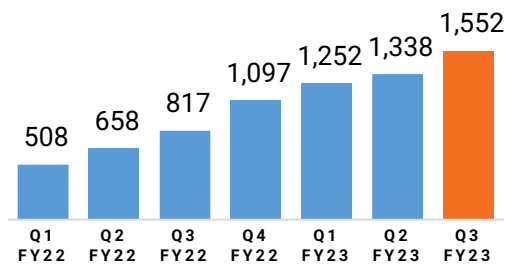
Customer Acquisitions ('000)



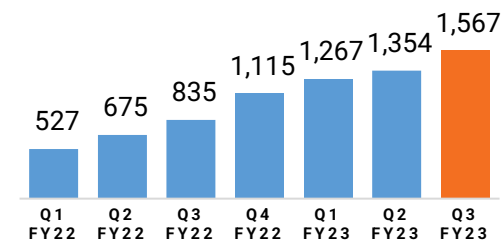
Average Daily Turnover – Cash (₹ Billion)*

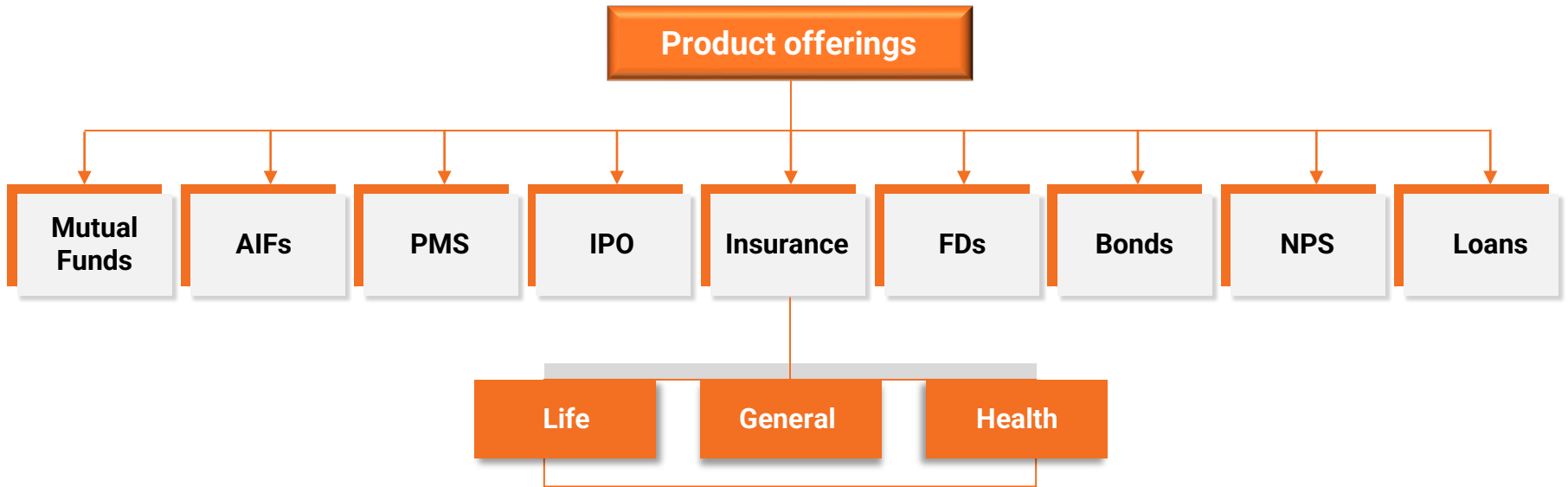


Average Daily Turnover – F&O (₹ Billion)*



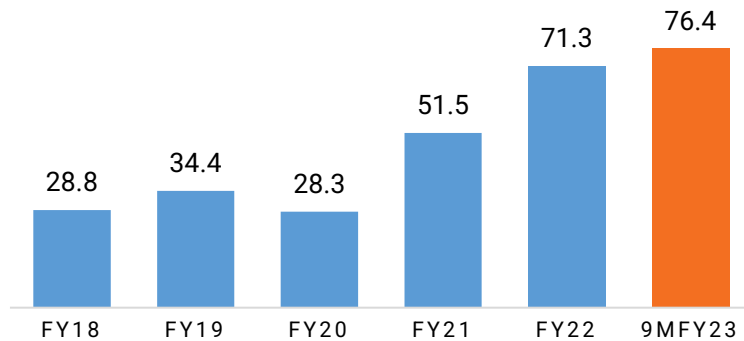
Average Daily Turnover – Total (₹ Billion)*



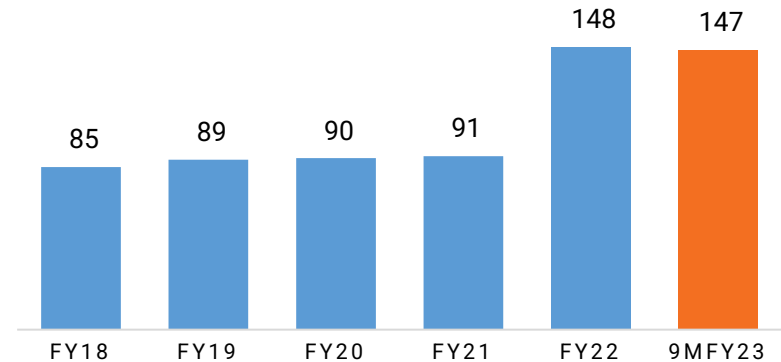


- Open architecture model in distribution.
- MF and Insurance are retail focus products with good long term growth prospects.
- Insurance premiums amounted to ₹ **1,543** Million for 9MFY23, up by 20% y-o-y.
- Mutual Fund AUM up by 12% y-o-y to ₹ 76.4 Billion as at Dec 31, 2022. SIP AUM up by 25% y-o-y to ₹ 17.9 Billion with a monthly average transaction count of 1,46,532.

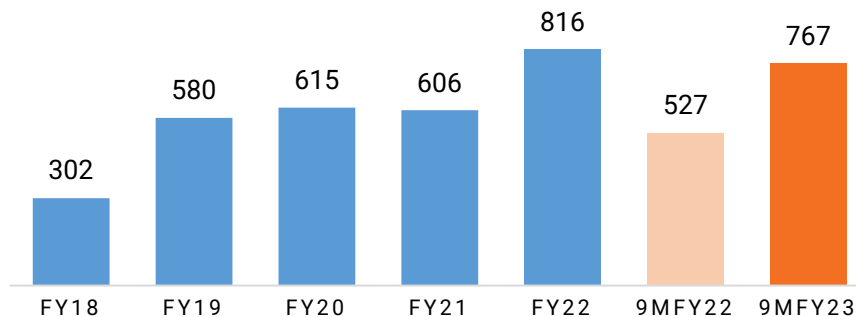
Mutual Fund AUM (₹ Billion)



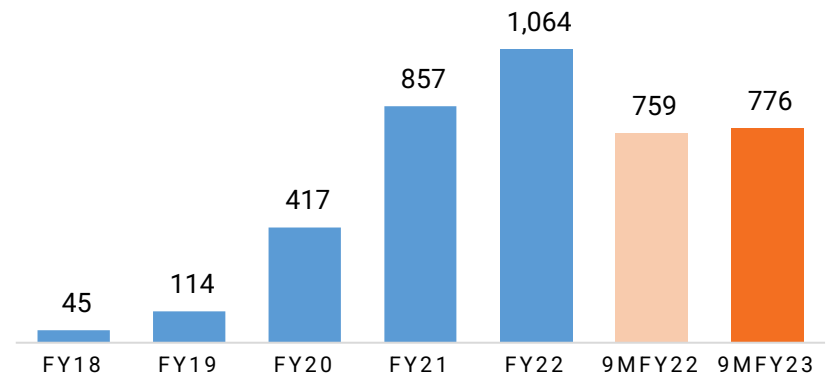
SIP Transactions (Count) (000's)



Life Insurance Premium (₹ Million)

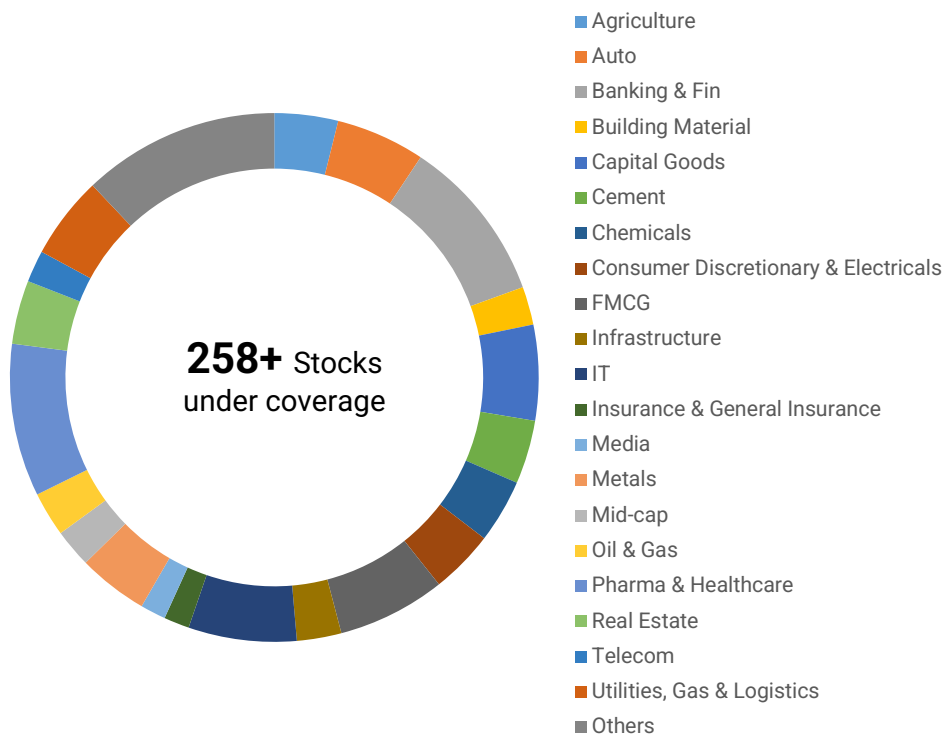


Non-life Insurance Premium (₹ Million)



SIP transaction count is a monthly average

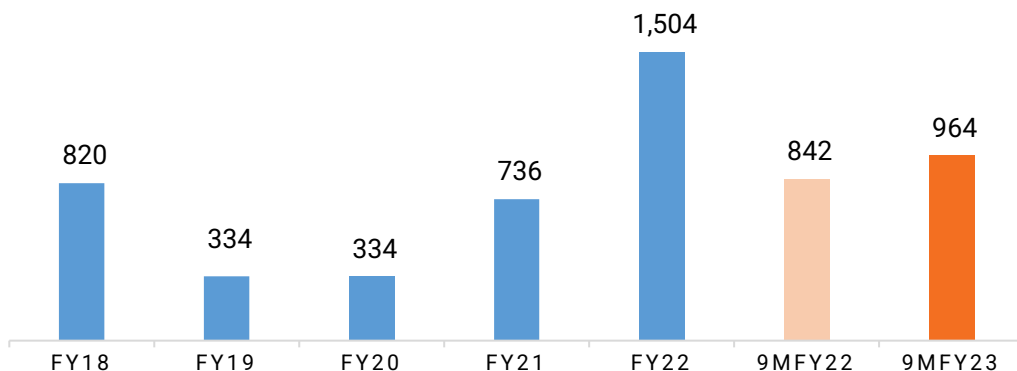
- Among the top franchises on the street, with offices in Mumbai and New York.
- 800+ institutional (domestic and foreign) clients.
- Wide customer base covering sovereign wealth funds, pension funds, private equity funds, international & domestic mutual funds, insurance companies, hedge funds, endowment funds and Alternate Investment Funds
- Over 258 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	55
Between US\$ 5 Billion and US\$ 10 Billion	40
Between US\$ 3 Billion and US\$ 5 Billion	38
Between US\$ 1 Billion and US\$ 3 Billion	70
Between US\$ 500 Million and US\$ 1 Billion	35
Below US\$ 500 Million	20
Total	258

Investment Banking Revenues (₹ Million)



- Completed 11 transactions across capital market, debt advisory and private equity.
- Filed 4 DRHP with SEBI.
- Ranked #1 in terms of number of IPOs launched in CY2022
- Pipeline remains robust across Equity Capital Markets (ECM) and private markets/advisory business.

IPO + Secondary
Rs. 15,000Mn
+Rs 1,000Mn

KFin Technologies

Dec 2022
BRLM

IPO
Rs. 9,603 Mn

Sula Vineyards Limited

Dec 2022
BRLM

IPO + Pre IPO
Rs. 10,958 Mn

Kaynes Technologies

Nov 2022
BRLM

IPO + Secondary
Rs. 14,623 Mn
+Rs 800 Mn

Archean Chemical

Dec 2022
BRLM

IPO
Rs. 8,808 Mn

Bikaji Foods

Nov 2022
BRLM

IPO
Rs. 11,040 Mn

Fusion Micro Finance

Nov 2022
BRLM

IPO
Rs. 3,094 Mn

Tracxn Technologies

Oct 2022
Sole BRLM

IPO
Rs. 5,000 Mn

Electronics Mart

Oct 2022
BRLM

Section

02

**Financial
Performance**

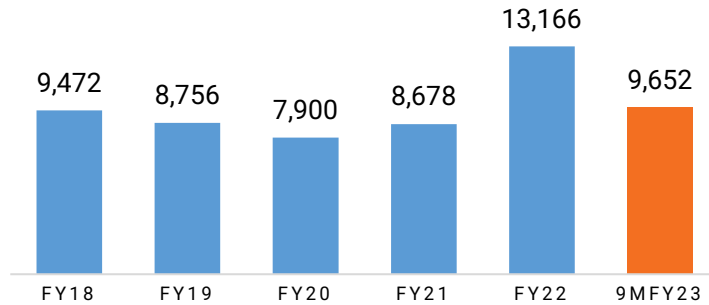
Consolidated results (as per IND AS)

Quarter ended Dec 31, 2022

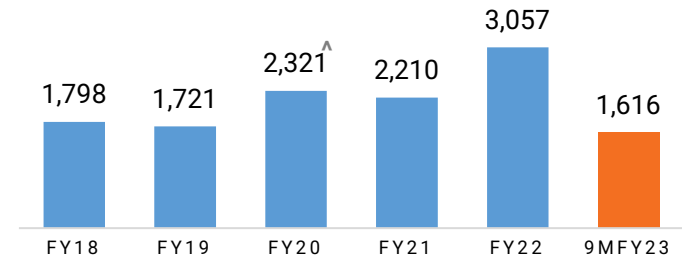


₹ Mn	Q3FY23	Q2FY23	Q-o-Q	Q3FY22	Y-o-Y	9MFY23	9MFY22	Y-o-Y
Revenue from Operations	3,420	3,166	8%	3,359	2%	9,502	8,856	7%
Other income	50	68	(27%)	321	(85%)	150	690	(78%)
Total income	3,470	3,234	7%	3,680	(6%)	9,652	9,545	1%
Employee cost	903	885	2%	855	6%	2,658	2,274	17%
Finance Cost	184	191	(4%)	394	(53%)	561	832	(33%)
Depreciation and amortisation expense	172	167	3%	164	4%	503	467	8%
Administration and other expense	1,361	1,239	10%	1,133	20%	3,712	3,006	23%
Total Expenses	2,619	2,481	6%	2,546	3%	7,434	6,579	13%
Profit before tax	851	753	13%	1,134	(25%)	2,218	2,966	(25%)
Provision for tax	205	199	3%	273	(25%)	584	697	(16%)
Profit after tax	646	555	16%	861	(25%)	1,634	2,270	(28%)
Other Comprehensive Income	(4)	(1)	-	(1)	-	(18)	(10)	73%
Total Comprehensive Income	642	553	16%	860	(25%)	1,616	2,259	(28%)

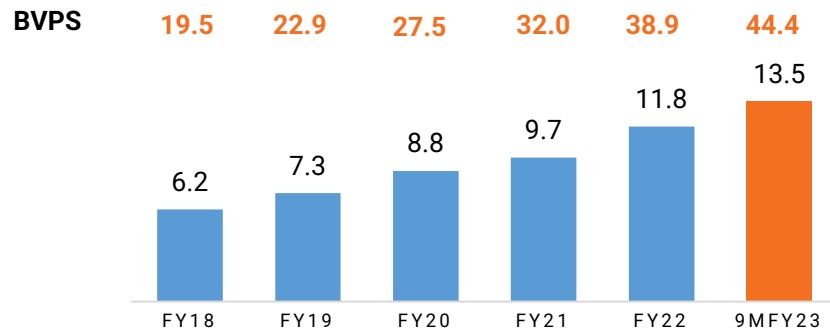
Total Revenue (₹ Million)*



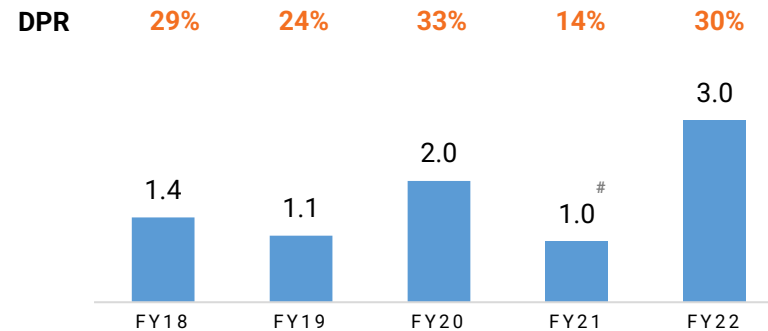
Profit after tax (TCI) (₹ Million)*



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,
Governance &
Others**

EMPLOYEE



- Women employees formed 23% of total workforce
- Employees are engaged on monthly basis through online learning platform on modules like Prevention of Sexual Harassment, Anti-Money Laundering, Environmental Social Governance
- Virtual instructor led training (VILT) conducted for ~3,682 man-hours to improve customer service and build long term relationships with clients
- Promoting Physical and Mental fitness (partnered with YOURDOST) at regular intervals

COMMUNITIES



- Trained 32,670 out-of-school girls and 4,378 boys through the flagship project "Sakhion Ki Baadi"
- Driving foundational literacy in 5 aspirational districts of Rajasthan with Niti Ayog
- Construction and setting up of Science and Computer Labs and toilets at government schools

ENVIRONMENT



- Registered office building is equipped with rainwater harvesting system and recycled waste water is reused as flush water and in watering plants
- Food waste awareness campaign amongst employees through mailers.
- 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 & 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

Development of Emergency Services- Udaipur, Rajasthan

- ✓ Project entailed development of Operation Theatres, Intensive Care (ICU), Outpatient Department (OPD), Cabins for Senior Doctors & Resident doctors and waiting area for family members of the patients along with installation of Medical Equipment viz. Anesthesia workstations, OT Table Hydraulic, ICU Beds, Multipara patient monitors, OT Dome Lights and medical gas pipeline system.
- ✓ It benefits individuals from the marginalized section, that avail life saving medical facility at this government hospital.



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
- ✓ IIFL Foundation has helped them sustain the operations. Children are offered education without charging any fee.



Training Programme in Retail Sales Associate- Kupwara, Kashmir

- ✓ The aim of the project is to reach out to at least 180 young men and women in Kupwara to bring holistic professional development enabling them to embark on a Retail Associate career path.
- ✓ Kupwara, one of the remotest districts in the country, has been classified as an 'Aspirational District' by Niti Aayog. Our Team mobilized trainees from various places within Kupwara District.
- ✓ Candidates are provided with a certificate as soon as they finish a course on the IBM portal. The program is regularly monitored by the India Army officers.



Published in Jan 2023

IIFL Securities Limited

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