

April 24, 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

Dear Sir/Madam,

Sub: Investor Presentation on the Audited Financial Results for the quarter and year ended March 31, 2023.

We enclose herewith the Investor Presentation on the Audited Financial Results of the Company for the quarter and year ended March 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 March 31, 2023

IIFL Securities Limited

April 24, 2023

NSE: IIFLSEC | BSE: 542773



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Section

01

**KEY
HIGHLIGHTS &
BUSINESS
PERFORMANCE**

₹1,246 billion

Assets under
management &
Custody

₹1,956 billion

Average daily
turnover

5.4 Lakhs

Daily orders

4.8 Lakhs

NSE active
customers

49 thousand

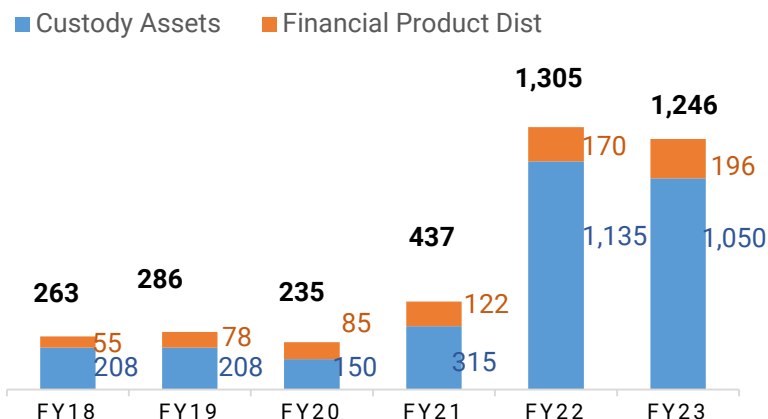
Customer
acquisition

₹5.95 billion

Gross Margin Trading
Funding Book (MTF)

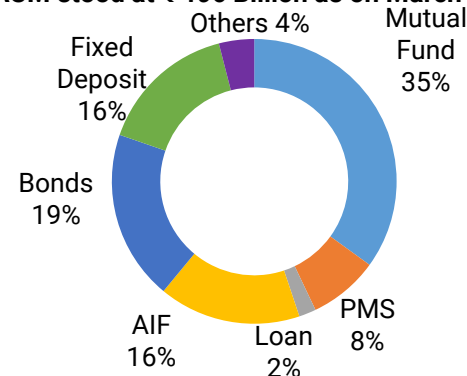
- Legacy of about two decades in retail broking and financial product distribution.
- Business offerings comprise equity, commodities and currency broking, Demat services, portfolio advisory and distribution of investment products

Asset Under Management & Custody (₹ Billion)

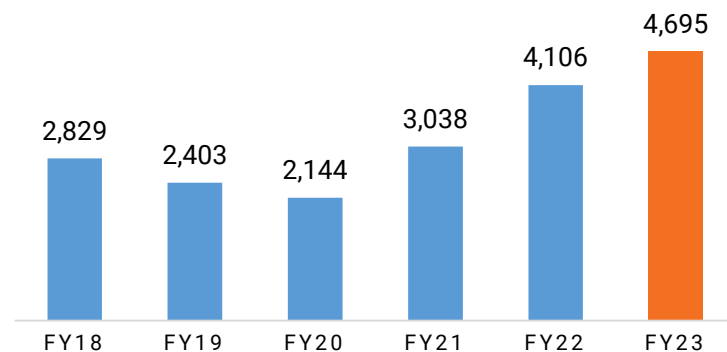


FPD AUM# (₹ Billion)

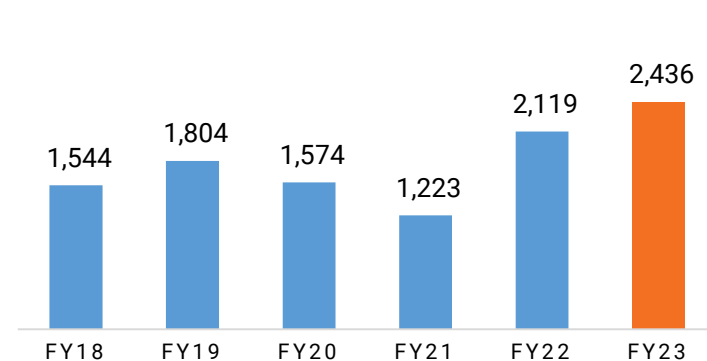
FPD AUM stood at ₹ 196 Billion as on March 31, 2023



Retail Brokerage Income (₹ Million)



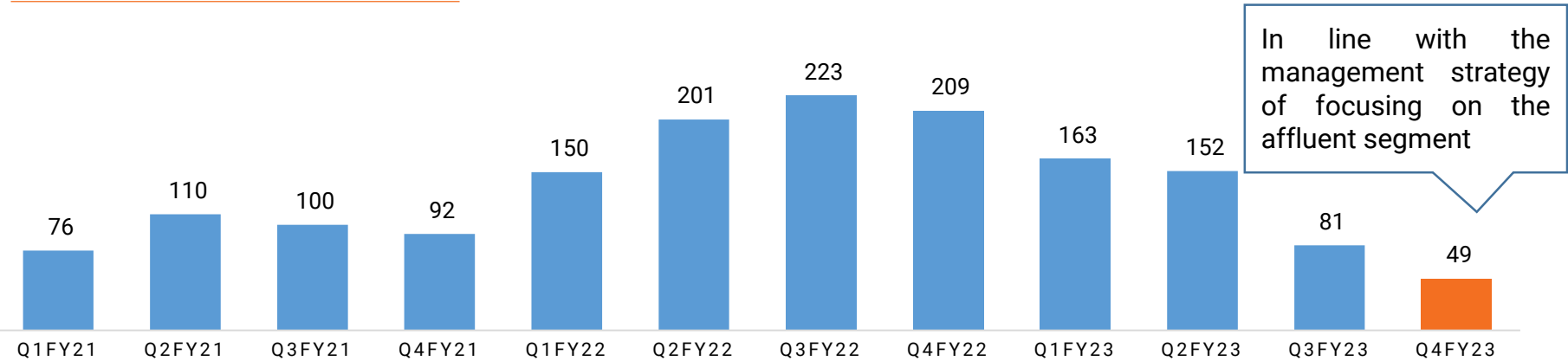
Financial Products Distribution Income* (₹ Million)



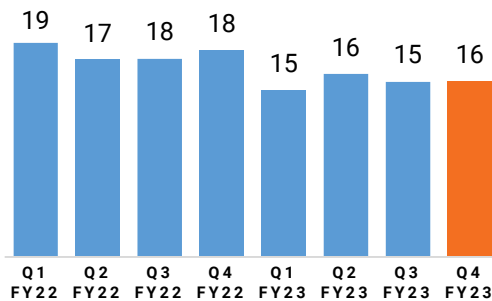
*Includes income from insurance as well

excludes Insurance Cross Sell

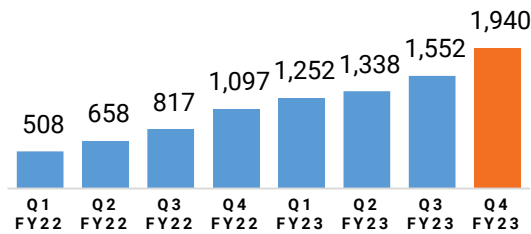
Customer Acquisitions ('000)



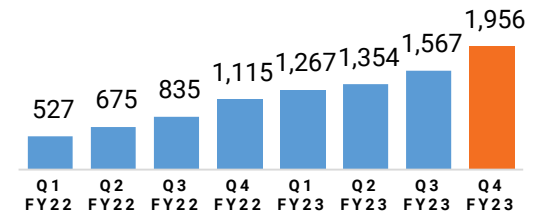
Average Daily Turnover – Cash (₹ Billion)*



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

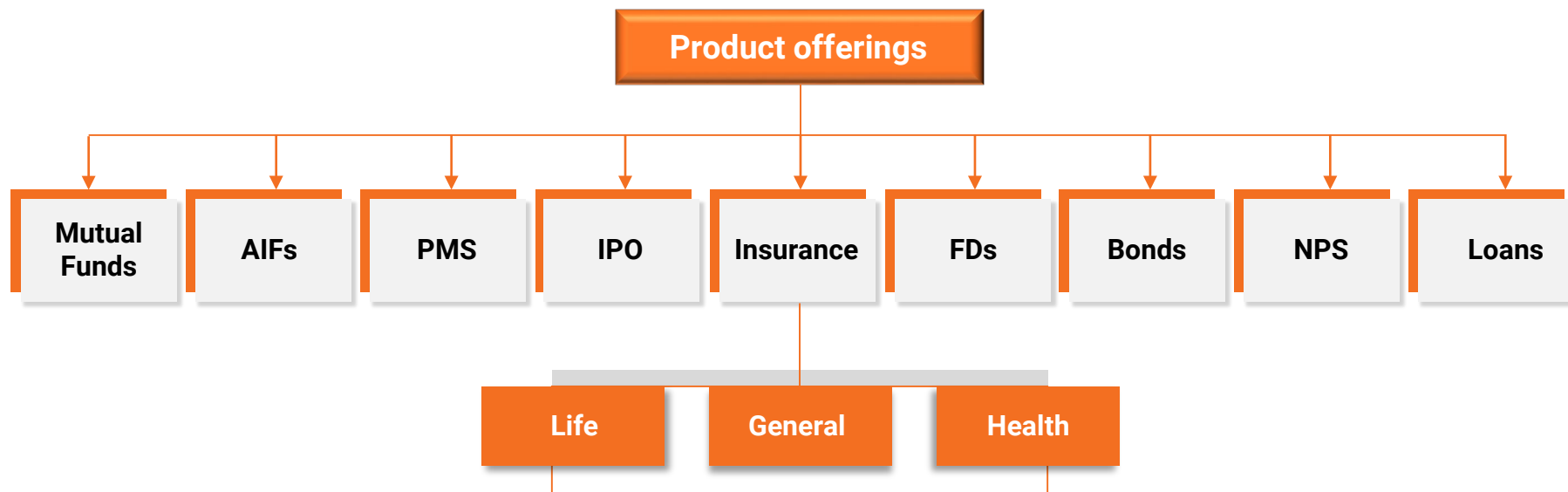


Average Daily Turnover – Total (₹ Billion)*



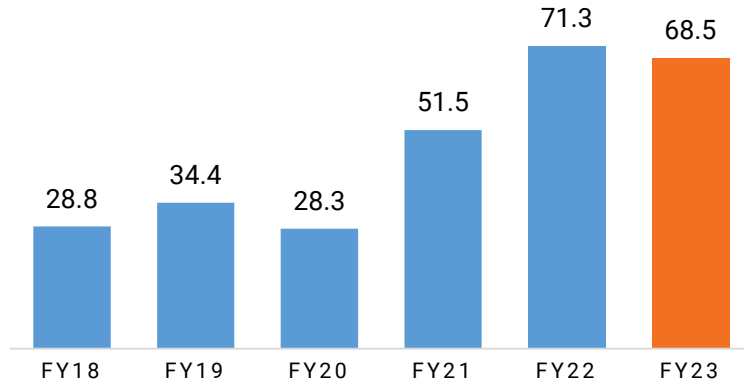
Source: NSE

*Turnover includes retail and institutional segments from NSE

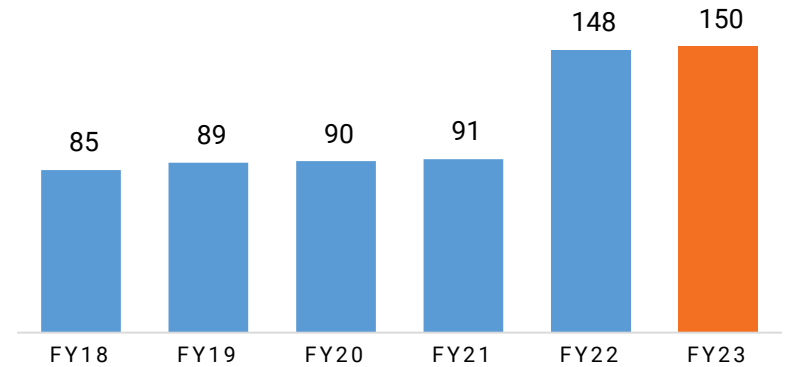


- Open architecture model in distribution.
- MF and Insurance are retail focus products with good long term growth prospects.
- Insurance premiums amounted to **₹2,788** Million for FY23, up by 48% y-o-y.
- Mutual Fund AUM down by 4% y-o-y to ₹68.5 Billion as at March 31, 2023. SIP AUM up by 20% y-o-y to ₹18.1 Billion with an average transaction count of ~1.5 lakhs per month.

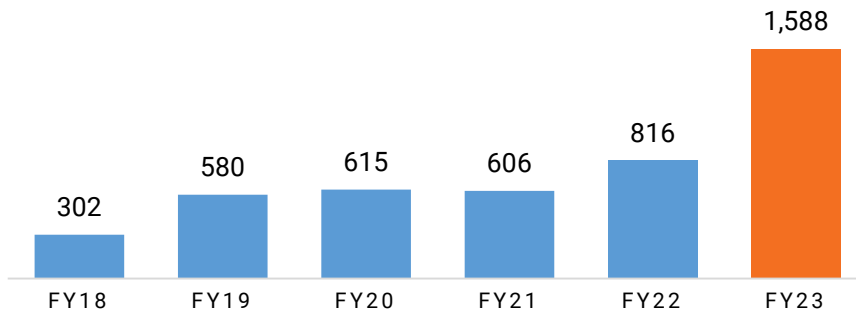
Mutual Fund AUM (₹ Billion)



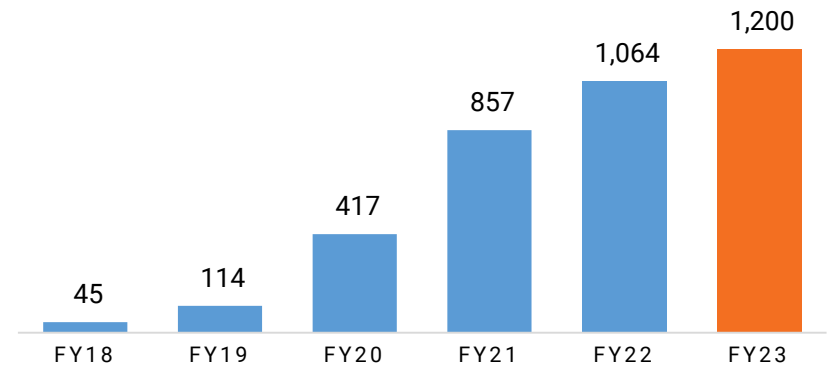
SIP Transactions (Count) (000's)



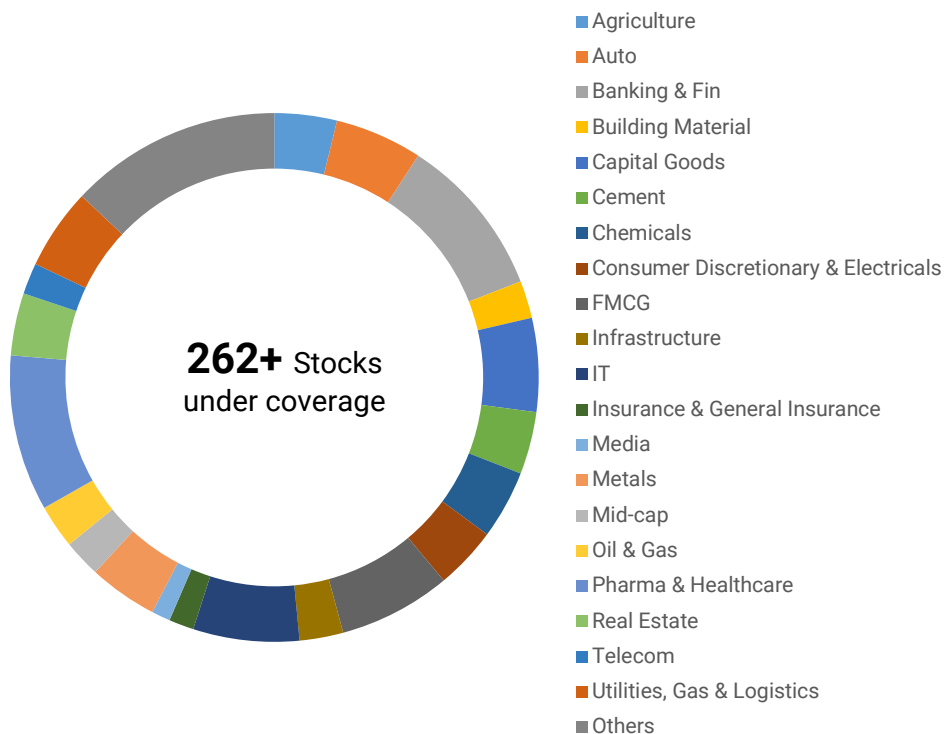
Life Insurance Premium (₹ Million)



Non-life Insurance Premium (₹ Million)



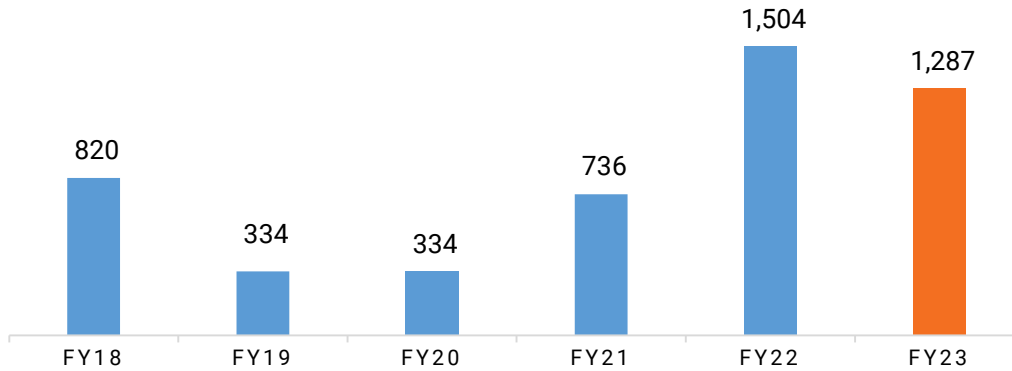
- Among the top franchises on the street, with offices in Mumbai and New York.
- 850+ institutional (domestic and foreign) clients.
- Wide customer base covering sovereign wealth funds, pension funds, private equity funds, international & domestic mutual funds, insurance companies, hedge funds, endowment funds and Alternate Investment Funds
- Over 262 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	51
Between US\$ 5 Billion and US\$ 10 Billion	39
Between US\$ 3 Billion and US\$ 5 Billion	47
Between US\$ 1 Billion and US\$ 3 Billion	65
Between US\$ 500 Million and US\$ 1 Billion	33
Below US\$ 500 Million	27
Total	262

Investment Banking Revenues (₹ Million)



- Completed 29 transactions in FY23
- Completed 8 transactions across capital market, debt advisory and private equity in the quarter.
- Filed 6 DRHP with SEBI in the quarter.

QIP
Rs. 5,000Mn



Data Patterns

March 2023
BRLM


Buyback



Indian Energy Exchange

March 2023
Banker

Debt Placement



Indiabulls Housing

March 2023
Lead Manager

Debt Placement



IIFL Finance

Jan 2023
BRLM

Section

02

**Financial
Performance**

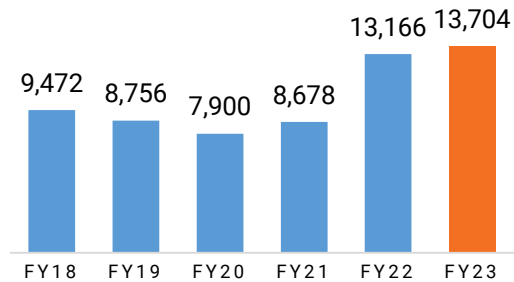
Consolidated results (as per IND AS)

Quarter and year ended March 31, 2023

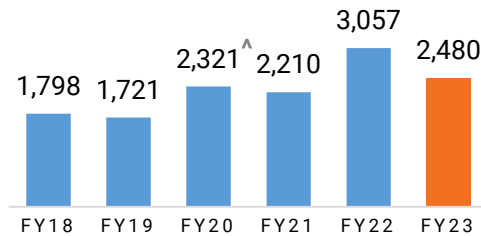


₹ Mn	Q4FY23	Q3FY23	Q-o-Q	Q4FY22	Y-o-Y	FY23	FY22	Y-o-Y
Revenue from Operations	4,019	3,420	18%	3,468	16%	13,521	12,323	10%
Other income	33	50	(34%)	153	(78%)	183	842	(78%)
Total income	4,052	3,470	17%	3,621	12%	13,704	13,166	4%
Employee cost	923	903	2%	967	-4%	3,581	3,241	11%
Finance Cost	194	184	6%	184	6%	756	1,015	(26%)
Depreciation and amortization expense	165	172	(4%)	167	(1%)	668	635	5%
Administration and other expense	1,578	1,361	16%	1,248	27%	5,290	4,254	24%
Total Expenses	2,861	2,619	9%	2,566	12%	10,295	9,145	13%
Profit before tax	1,191	851	40%	1,055	13%	3,409	4,021	(15%)
Provision for tax	327	205	60%	266	23%	911	963	(5%)
Profit after tax	864	646	34%	789	9%	2,498	3,059	(18%)
Other Comprehensive Income	0	(4)	-	9	-	(18)	(2)	-
Total Comprehensive Income	864	642	35%	798	8%	2,480	3,057	(19%)

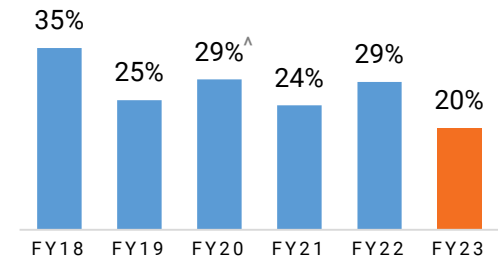
Total Revenue (₹ Million)*



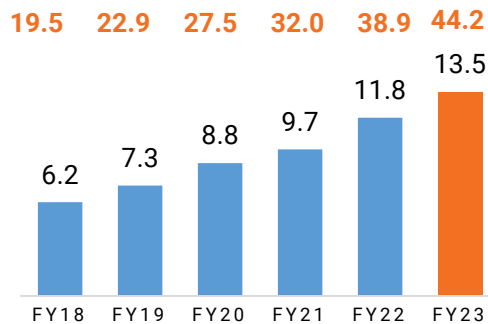
Profit after tax (TCI) (₹ Million)*



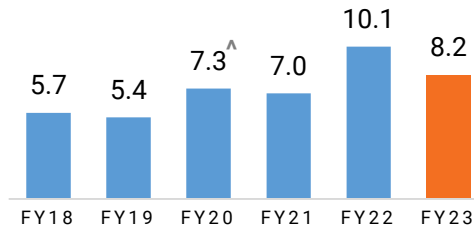
Return on Equity (%)*



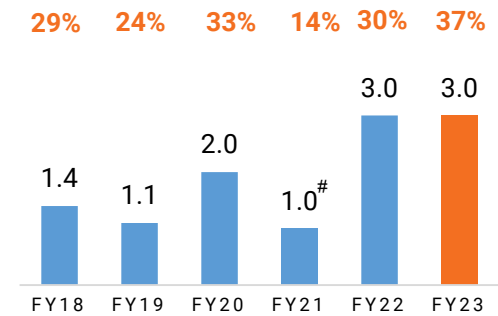
Net Worth (₹ Billion)*



EPS (₹)*



DPS (₹)**



*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

03

**Corporate,
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

262+ stocks under research coverage accounting for **78%+ market capitalization**

Leading institutional broker with **strong execution capabilities**

850+ 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 formed 23% of total workforce in FY 22-23.
- Advanced Wealth Management Certification for upskilling Relationship Managers.
- 10,172 training man-hours of ILT (Instructor Led session) have been provided to our employees this FY 22-23 (YTD)
- Timely promoting Physical Fitness through iFitBootcamp and Marathons & Mental Wellbeing through counselling, support & other programs.

COMMUNITIES



- Trained 2700 out-of-school girls through flagship project "Sakhion ki Baadi".
- Driving foundational literacy in 5 aspirational districts of Rajasthan with Niti Ayog (Total Beneficiaries- 4,14,820)
- Construction and setting up of Science and Computer Labs and toilets at government schools benefitting 500 female members

ESG

ENVIRONMENT



- Received 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



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 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 mergers & acquisitions
- Chartered Accountant, Company Secretary, LLB

❑ Gulabi Gaon- Development of Business Hub (Maharashtra)

- ✓ IIFL Foundation has set up a Business Hub (Bazar Haat) and Community Hall at Bhint nagar, Nashik, Maharashtra. The long term vision of the project is to promote local businesses generate livelihood for villagers.
- ✓ . the project will help to stop the migration of people from the village, due to a lack of source of livelihood, and also it will promote the education of their children.

❑ Smart Shala- A project on education in 5 Asp. District

- ✓ IIFL Foundation has started training teachers from government schools positively impacting education of students in five aspirational districts of Rajasthan - Dholpur, Baran, Karauli, Jaisalmer and Sirohi..
- ✓ The project will also provide learning kits, smart education apps and residential training facilities.

❑ Science Laboratory & Computer Lab- Government School, Rajasthan

- ✓ To improve infrastructure at Govt. Schools (Rural) and promote better facilities to students, we've constructed Science Laboratories, Computer room and Sanitation Facility at Govt. Girls Senior Secondary School (up to 12th Grade), GP – Khamnore, Rajasthan.
- ✓ Each year, over 500 girls will be benefited from this facility and enable to pursue higher education and subsequently careers in science stream.



Published in **April 2023**

IIFL Securities Limited

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THANK YOU