

July 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 Unaudited Financial Results for the quarter ended June 30, 2023.

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

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



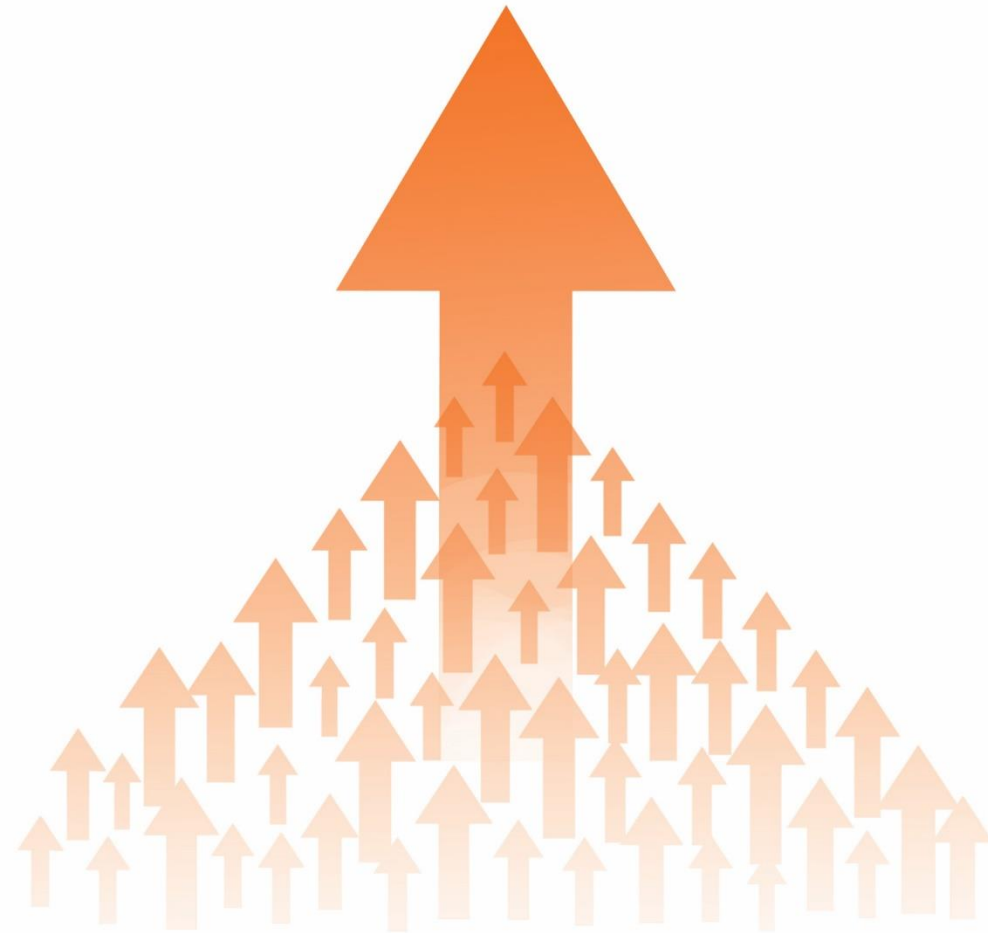
Investor Presentation




For the quarter ended June 30, 2023

IIFL Securities Limited

July 24, 2023

NSE: IIFLSEC | BSE: 542773



Section	Contents	Slide reference
	Key Highlights & Business Performance	3 - 11
	Financial Performance	12 - 14
	Strategy, Governance & Others	15 - 20

Section
_

01

**KEY HIGHLIGHTS
& BUSINESS
PERFORMANCE**

₹1,471 billion

Assets under
management &
Custody

₹19 billion

Net AUM
Collection

₹2,308 billion

Average daily
turnover

4.4 Rating

Highest Rated
Investment App

43 thousand

Customers
acquired

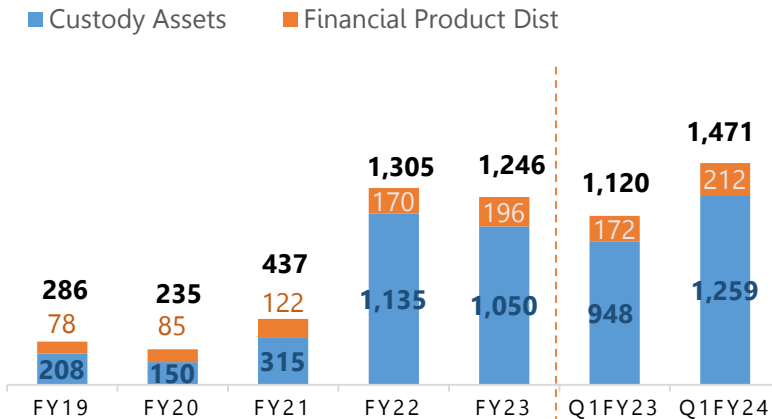
9 transactions

Completed
Investment Banking
transactions

Legacy business in retail broking and distribution

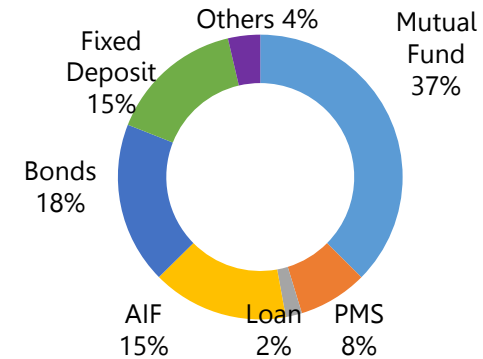
- Legacy of over two decades in retail broking and financial product distribution.
- Business offerings comprise equity, commodities and currency broking, Demat services, portfolio advisory and distribution of investment products

Asset Under Management & Custody (₹ Billion)

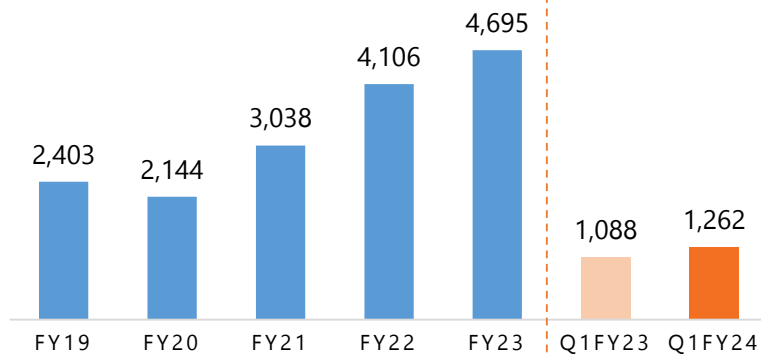


FPD AUM# (₹ Billion)

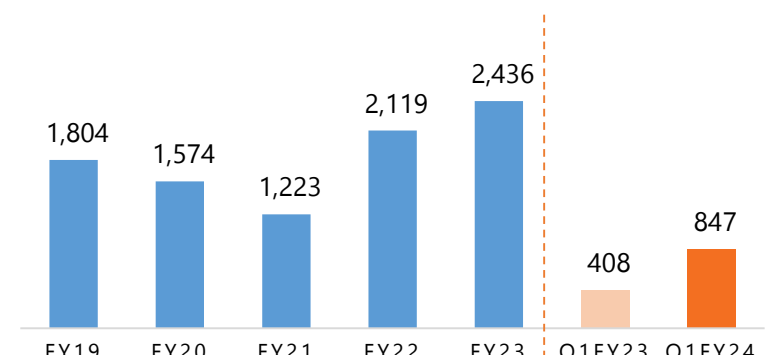
FPD AUM stood at ₹ 212 Billion as on June 30, 2023



Retail Brokerage Income (₹ Million)



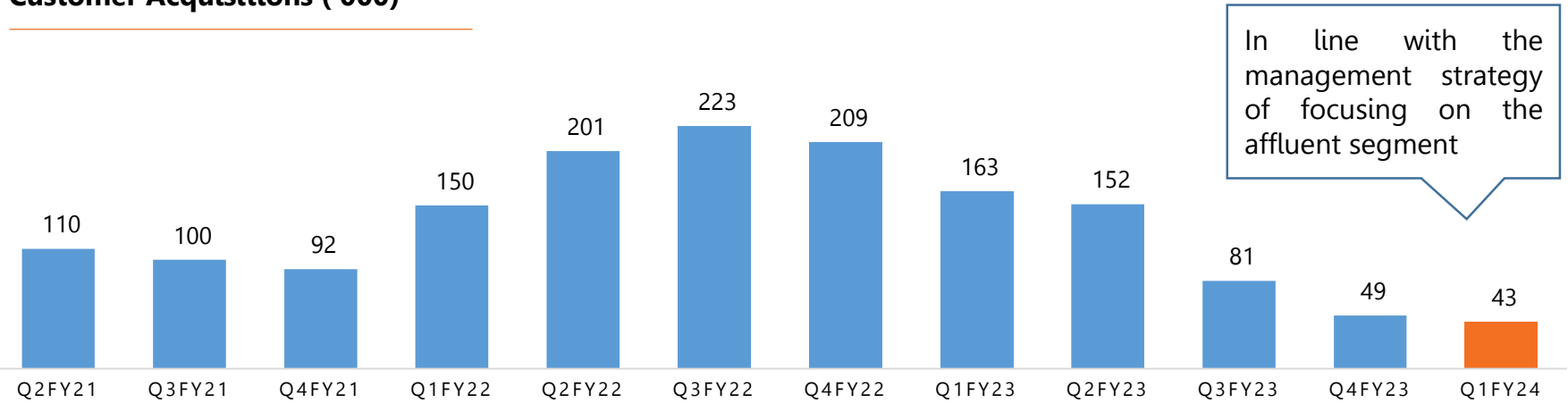
Financial Products Distribution Income* (₹ Million)



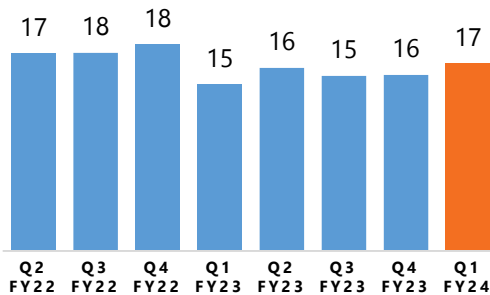
*Includes income from insurance as well

excludes Insurance Cross Sell

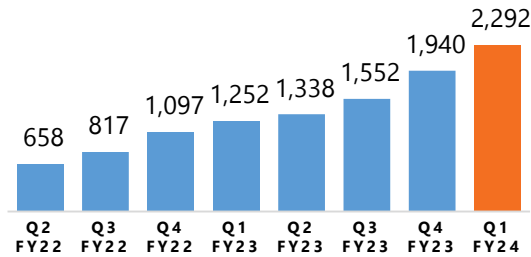
Customer Acquisitions ('000)



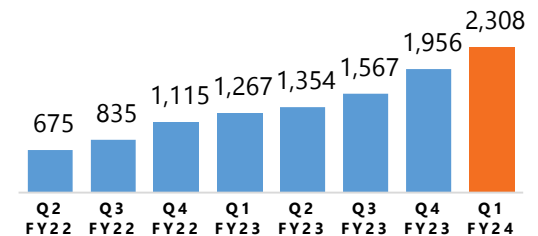
Average Daily Turnover – Cash (₹ Billion)*



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

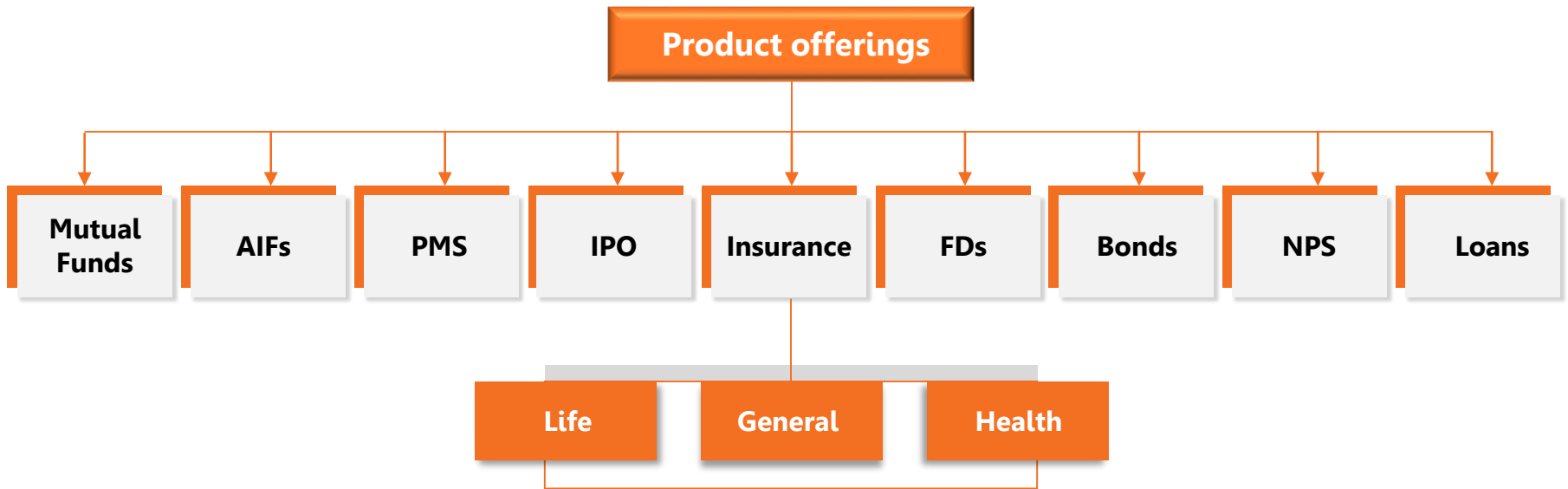


Average Daily Turnover – Total (₹ Billion)*



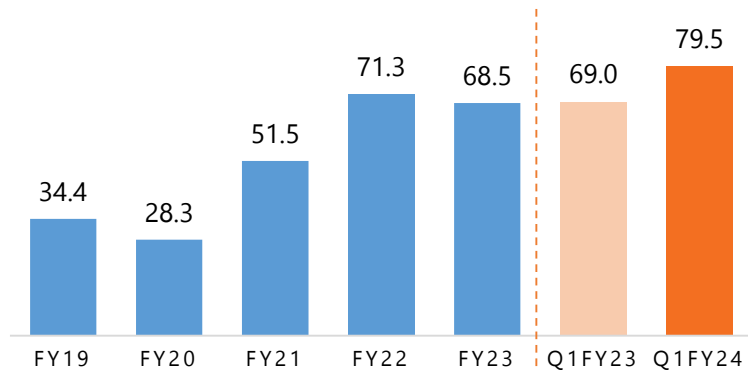
Source: NSE

*Turnover includes retail and institutional segments from NSE

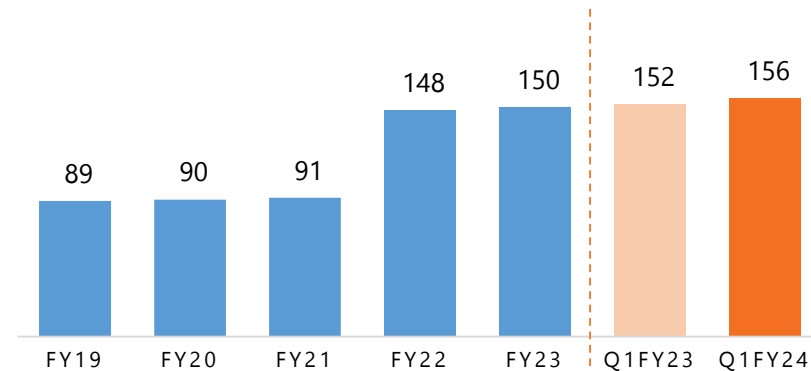


- Open architecture model in distribution.
- MF and Insurance are retail focus products with good long term growth prospects.
- Insurance premiums amounted to **₹443** Million for Q1FY24, up by 30% y-o-y.
- Mutual Fund AUM is up by 15% y-o-y to ₹79.5 Billion as at June 30, 2023. SIP AUM up by 44% y-o-y to ₹21.0 Billion with an average transaction count of ~1.5 lakhs per month.

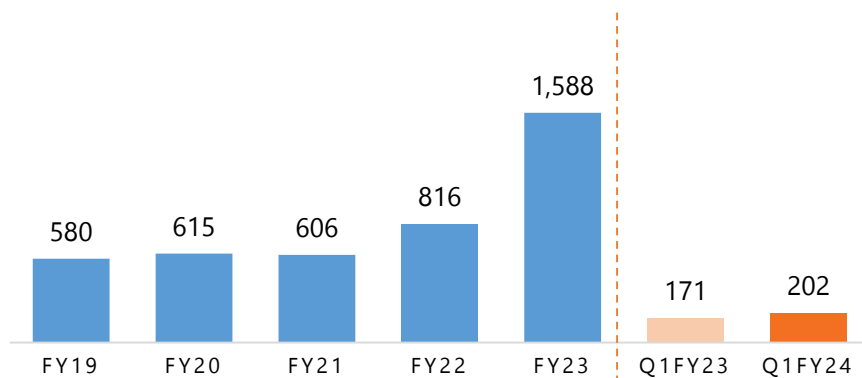
Mutual Fund AUM (₹ Billion)



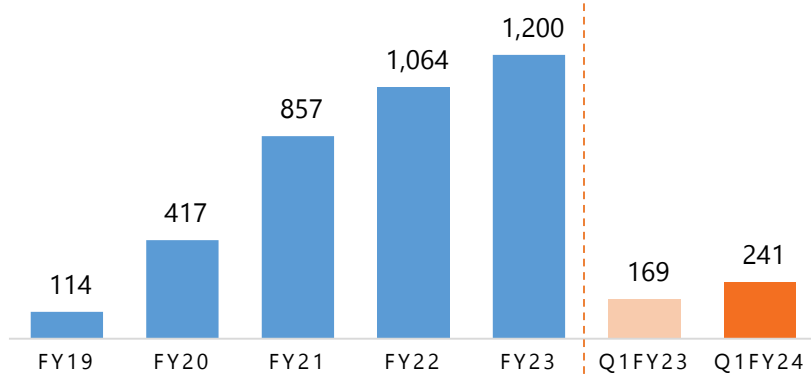
SIP Transactions (Count) (000's)



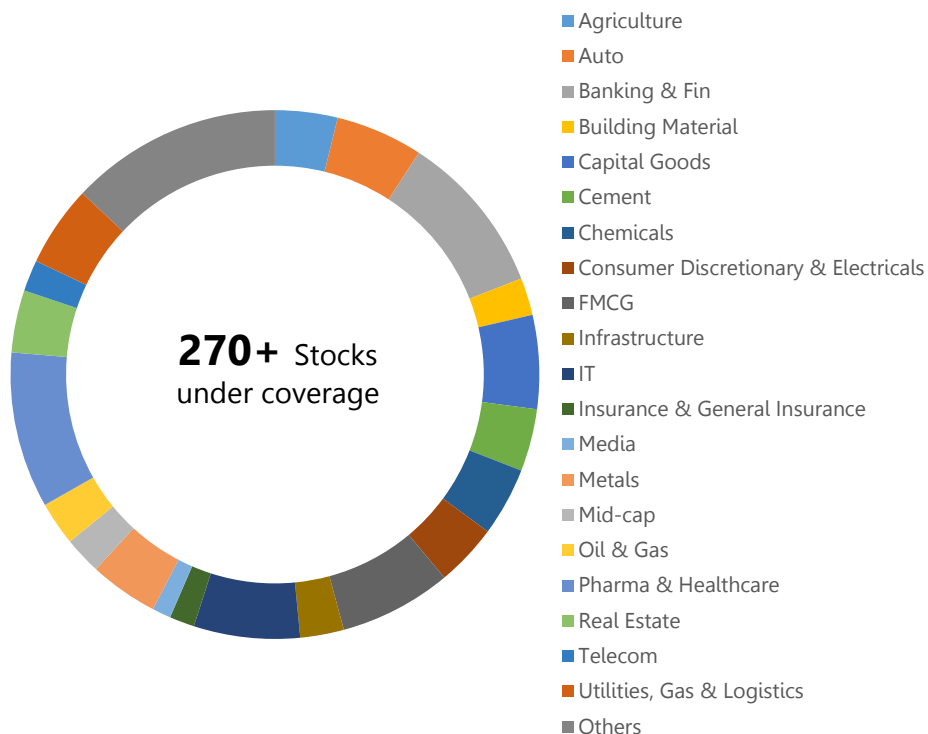
Life Insurance Premium (₹ Million)



Non-life Insurance Premium (₹ Million)



Sector-wise break up of stocks under coverage



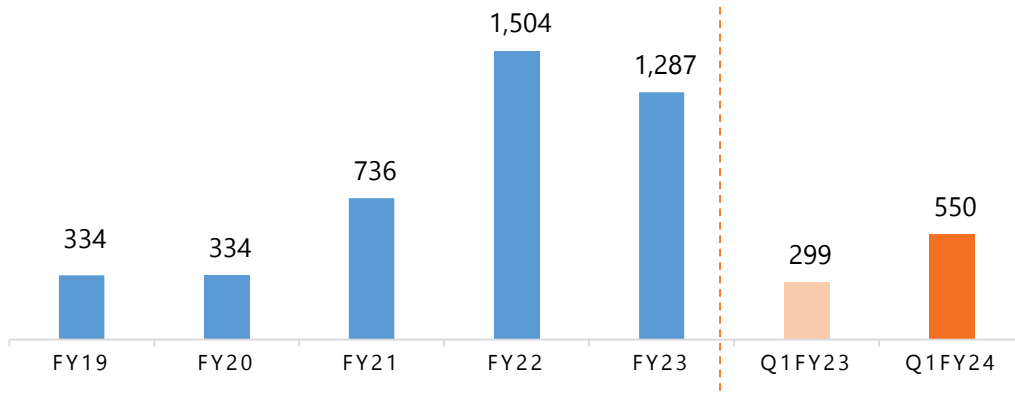
Market Cap break up of stocks under coverage

Market Cap bracket	IIFL Research Universe
Above US\$ 10 Billion	60
Between US\$ 5 Billion and US\$ 10 Billion	50
Between US\$ 3 Billion and US\$ 5 Billion	39
Between US\$ 1 Billion and US\$ 3 Billion	73
Between US\$ 500 Million and US\$ 1 Billion	29
Below US\$ 500 Million	19
Total	270

Pedigreed institutional equities team comprising 37 analysts covering over 270 stocks across 20+ sectors accounting for over 76% of India's market capitalization.

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

Investment Banking Revenues (₹ Million)



- Completed 9 transactions across capital market, debt advisory and private equity in the quarter.
- Filed 2 DRHPs with SEBI over the quarter
- Expanded the product offerings beyond capital markets

Select Transactions



IIFL SECURITIES IS THE NO. 1 BANKER FOR EQUITY IPOs IN INDIA IN FY2023 AND AGAIN IN Q1 FY2024

 IPO + Pre IPO ₹6,272 Mn June 2023 BRLM	 IPO ₹43,263 Mn April 2023 BRLM	 IPO + Pre IPO ₹9,450 Mn April 2023 BRLM	 QIP ₹5,000 Mn March 2023 BRLM	 IPO ₹15,000 Mn Dec 2022 BRLM	 IPO ₹9,603 Mn Dec 2022 BRLM	 IPO + Pre IPO ₹9,878 Mn Nov 2022 BRLM	 IPO ₹14,623 Mn Nov 2022 BRLM
 IPO ₹8,808 Mn Nov 2022 BRLM	 IPO ₹11,040 Mn Nov 2022 BRLM	 IPO ₹3,094 Mn Oct 2022 Sole BRLM	 IPO ₹5,000 Mn Oct 2022 BRLM	 QIP ₹4,750 Mn Sep 2022 BRLM	 IPO + Pre IPO ₹9,501 Mn Aug 2022 BRLM	 IPO + Pre IPO ₹4,518 Mn May 2022 BRLM	 IPO ₹15,809 Mn May 2022 BRLM

Section
02

02

Financial
Performance

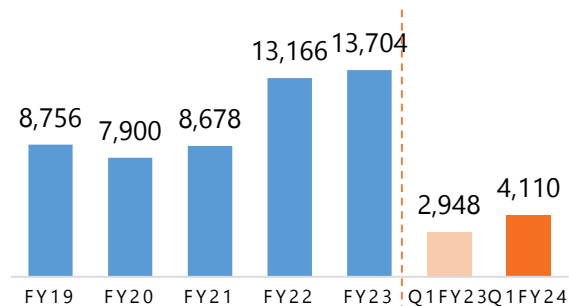
Consolidated results (as per IND AS)

Quarter ended June 30, 2023

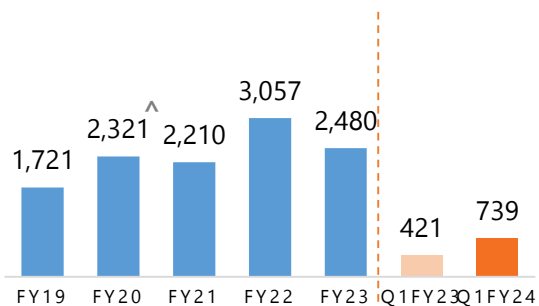


₹ Mn	Q1FY24	Q1FY23	Y-o-Y	Q4FY23	Q-o-Q	FY23
Revenue from Operations	4,091	2,915	40%	4,019	2%	13,521
Other income	19	32	(41%)	33	(42%)	183
Total income	4,110	2,948	39%	4,052	1%	13,704
Employee cost	902	870	4%	923	(2%)	3,581
Finance Cost	210	187	12%	194	8%	756
Depreciation and amortization expense	163	165	(1%)	165	(1%)	668
Administration and other expense	1,811	1,113	63%	1,578	15%	5,290
Total Expenses	3,085	2,334	32%	2,861	8%	10,295
Profit before tax	1,025	614	67%	1,191	(14%)	3,409
Provision for tax	278	180	55%	327	(15%)	911
Profit after tax	746	434	72%	864	(14%)	2,498
Other Comprehensive Income	(7)	(13)	(44%)	0	-	(18)
Total Comprehensive Income	739	421	75%	864	(14%)	2,480

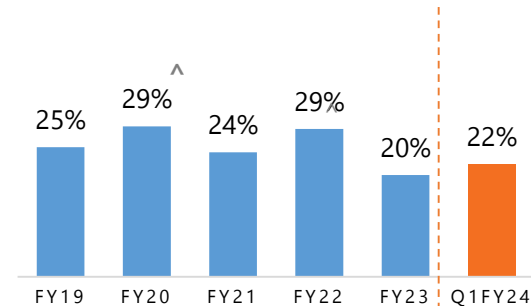
Total Revenue (₹ Million)



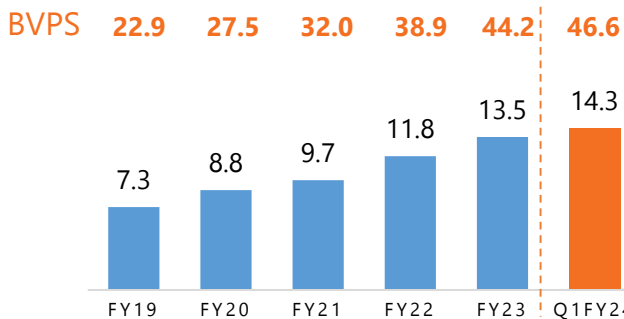
Profit after tax (TCI) (₹ Million)



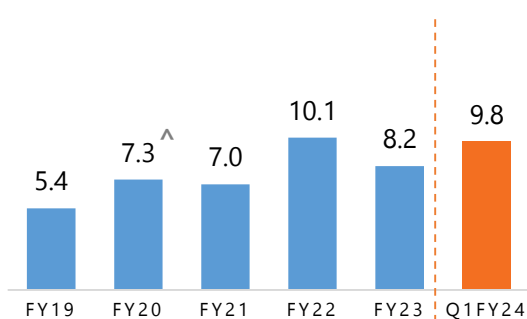
Return on Equity (%)



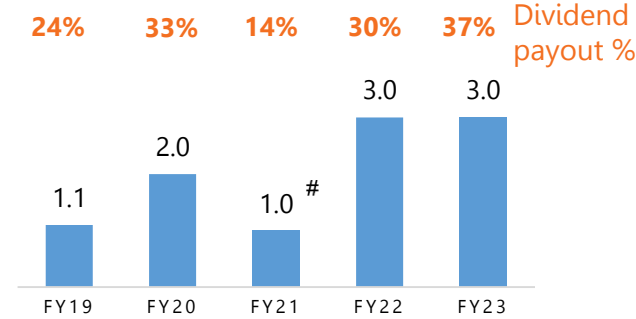
Net Worth (₹ Billion)



EPS (₹)



DPS (₹)**



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 Q1FY24 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 forms 27% of total workforce
- Timely promoting mental wellbeing through counselling, support and awareness mailers
- Impactful Communication Training for Relationship Managers for upskilling
- Conducted 805 man-hours of training for our sales-force in Q1 FY24
- Offer Day care crèche facility for children of employees

COMMUNITIES



- Training 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)
- Conducting Retail Sales associate training programme for 180 youths at Kupwara (Aspirational District), Kashmir with support of Indian Army officers.
- Conducted Blood Donation Drive in collaboration with Think Foundation

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 polices 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, 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

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.



Sakhiyon 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 **July 2023**

IIFL Securities Limited

This report is for information purposes only and does not construe to be any investment, legal or taxation advice. It is not intended as an offer or solicitation for the purchase and sale of any financial instrument. Any action taken by you on the basis of the information contained herein is your responsibility alone and IIFL Securities Limited (hereinafter referred as ISL) and its subsidiaries or its employees or directors, associates will not be liable in any manner for the consequences of such action taken by you. We have exercised due diligence in checking the correctness and authenticity of the information contained herein, but do not represent that it is accurate or complete. ISL or any of its subsidiaries or associates or employees shall not be in any way responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained in this publication. The recipients of this report should rely on their own investigations. ISL and/or its subsidiaries and/or directors, employees or associates may have interests or positions, financial or otherwise in the securities mentioned in this report.

THANK YOU