

April 28, 2025

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, 5 Floor, Plot C/1, G Block, Bandra - Kurla Complex, Bandra (E), Mumbai 400 051 Tel No.: 2659 8235 Fax No.: 26598237/ 26598238 NSE Symbol: IIFLCAPS
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Dear Sir/Madam,

Sub: Investor Presentation on the Audited Financial Results for the quarter and year ended March 31, 2025

We enclose herewith the Investor Presentation on the Audited Financial Results of the Company for the quarter and year ended March 31, 2025.

Kindly take the same on record and oblige.

Thanking you,

Yours faithfully,

**For IIFL Capital Services Limited
(Formerly IIFL Securities Limited)**

**Meghal Shah
Company Secretary**

Encl: As above

IIFL Capital Services Limited (Formerly known as IIFL Securities Limited)

Corporate Identity Number: **L99999MH1996PLC132983**

Corporate Office: Office No. 1, Ground Floor, Hubtown Solaris, N. S. Phadke Marg, Andheri (E), Near East West Flyover, Mumbai - 400069

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.iiflcapital.com



Investor Presentation

For the quarter and year ended March 31, 2025

NSE: IIFLCAPS | BSE: 542773

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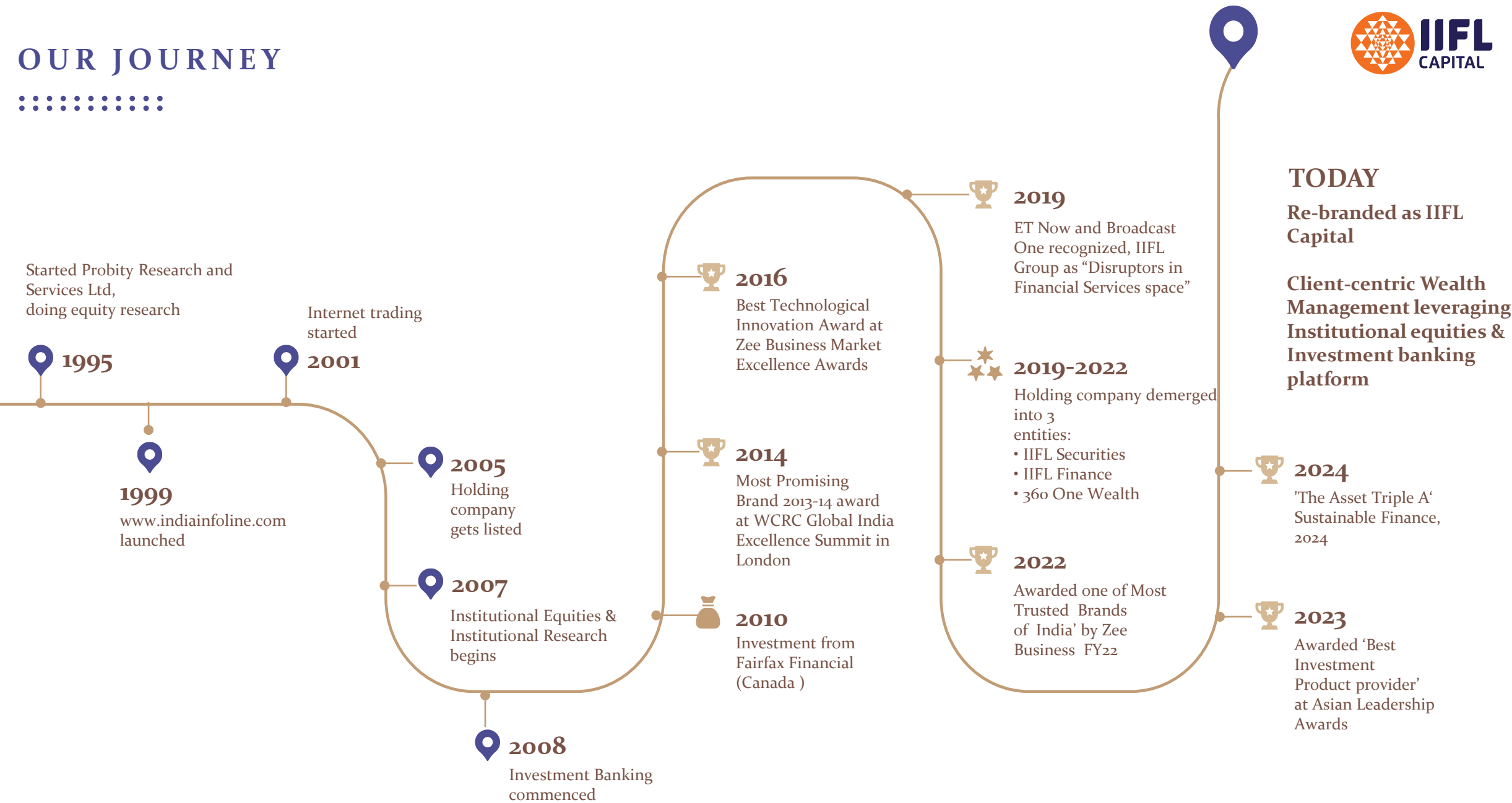
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1. ABOUT IIFL CAPITAL

OUR JOURNEY

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PERFORMANCE SNAPSHOT

Q4 FY25

.....

₹ 2,205 billion

ASSETS UNDER
MANAGEMENT &
CUSTODY

YoY growth 17%

₹ 1,929 billion

AVERAGE DAILY
TURNOVER *

YoY down by 36%

₹ 5,735 million

REVENUE

YoY down by 19%

₹ 1,273 million

PAT [TCI]

YoY down by 29%

₹ 25.1 billion

NET WORTH

YoY growth 40%

₹ 12.05 billion

GROSS MARGIN
TRADING FACILITY
(MTF) BOOK

YoY growth 10%

**₹ 313
billion**

DISTRIBUTION AUM

YoY growth 20%

3,500+

NUMBER OF
EXTERNAL WEALTH
MANAGERS

4.3 rating

HIGHEST RATED
INVESTMENT APP

6

COMPLETED
INVESTMENT BANKING
TRANSACTIONS

ADVANTAGE IIFL

A LEADING FULL SERVICE FINANCIAL SERVICES PLAYER IN THE INDUSTRY



Large, Financially Strong Player

Assets Under Management and Custody of INR 2,205 Bn

Net worth of INR 25 Bn

Wide Distribution Network

3,500+ partners and 100+ branches nationwide

Institutional sales teams in Mumbai, Singapore, London and New York for domestic and global coverage

Market Leading Research Capabilities

Team of 40+ Ranked Members

Coverage of 299+ stocks in 20+ sectors, representing over 74% of India's market cap

Agile Technological Capabilities

Intuitive platform with advanced solutions for a seamless, best-in-class experience

Brand Equity

IIFL, a trusted name in capital markets

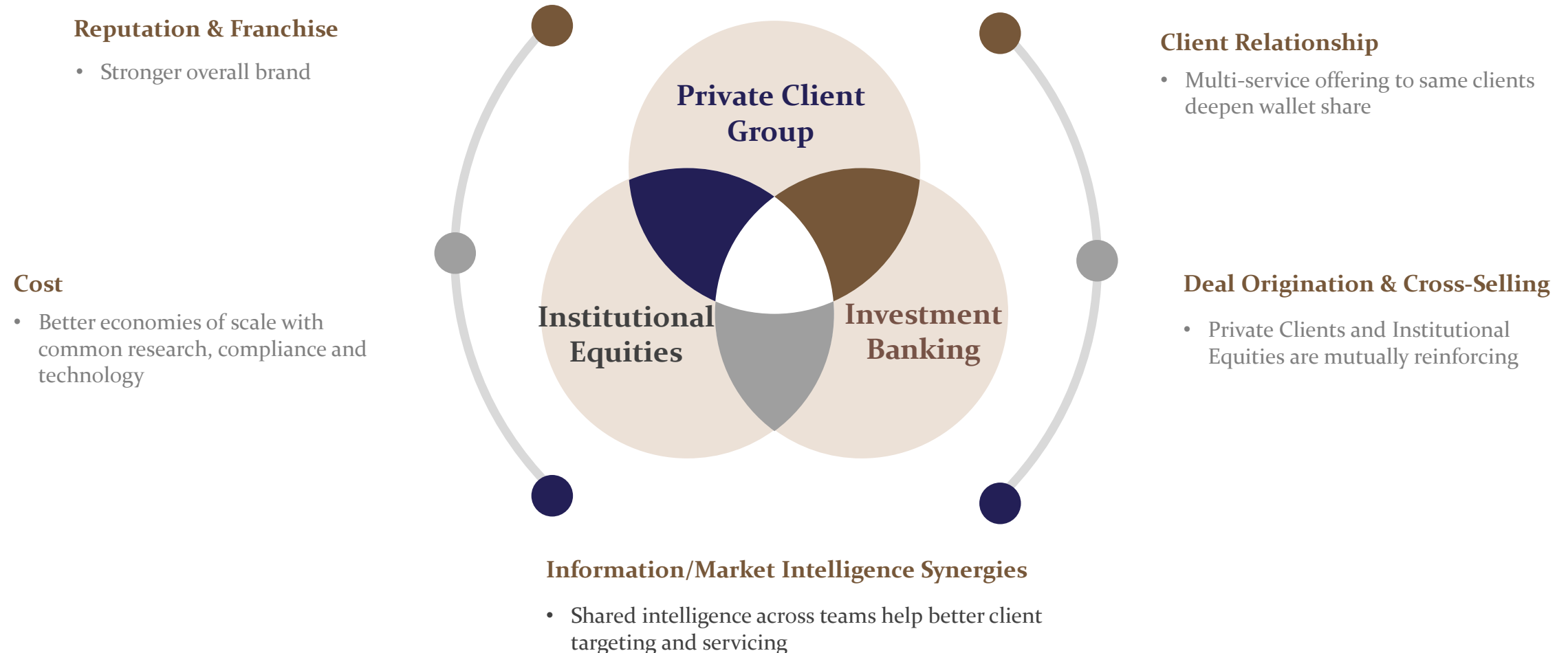
Strong Governance

Board with 50% Independent Directors, separate Chairman and MD, and top Disclosure Standards

A HOLISTIC APPROACH

THE POWER OF SYNERGY

.....



2. KEY BUSINESS SEGMENTS

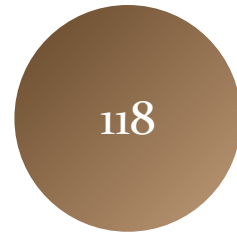
I. INSTITUTIONAL EQUITIES & INVESTMENT BANKING

INSTITUTIONAL EQUITIES MARKET LEADING PRACTICE

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**Empanelled
Clients**

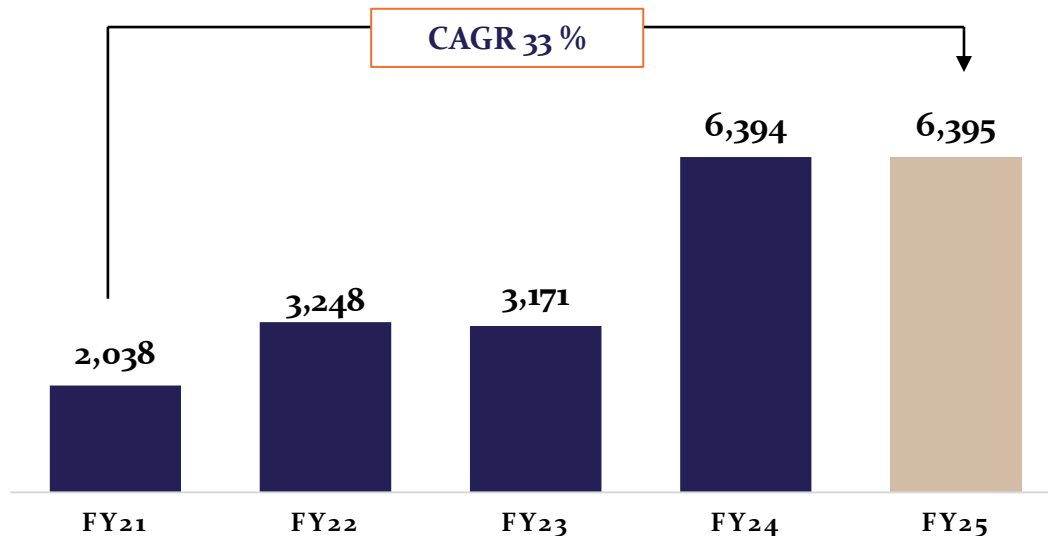


Experienced team
Across sales, research & trading



**Stocks under research
coverage** accounting for over
74% of India's market
capitalization

Institutional Equities & Investment Banking Revenue (₹ Mn)



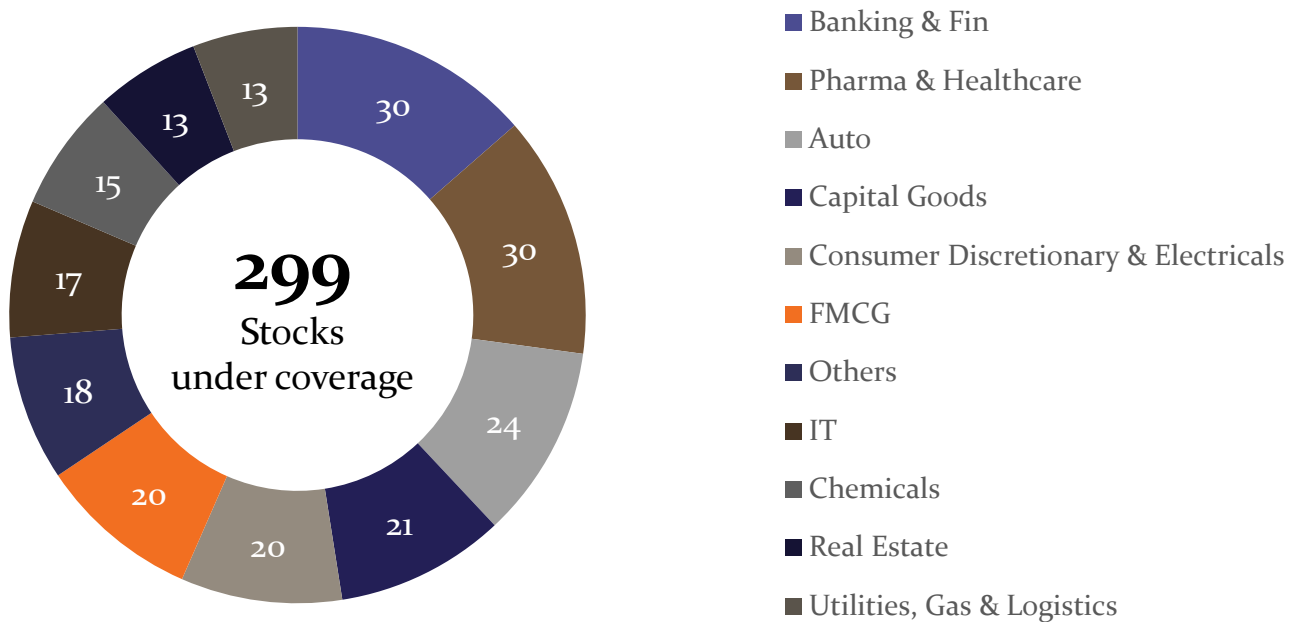
- Among the top franchises on the street, with sales teams based in Mumbai, Singapore, London and New York.
- Wide customer base covering investors including sovereign wealth funds, pension funds, private equity funds, international & domestic mutual funds, insurance companies, hedge funds, endowment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

IIFL RESEARCH

STRONG BOTTOM-UP COVERAGES

.....

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 Bn	85
Between US\$ 5 Bn and US\$ 10 Bn	50
Between US\$ 3 Bn and US\$ 5 Bn	28
Between US\$ 1 Bn and US\$ 3 Bn	81
Between US\$ 500 Mn and US\$ 1 Bn	31
Below US\$ 500 Mn	24
Total	299

Pedigreed institutional broking research team comprising of 44 analysts

Top-tier rankings with most large long-only FIIs and DIIs

LEADING INVESTMENT BANKING FRANCHISE

.....

IIFL delivered strong performance in Q4FY25 in the investment banking division, despite market volatility

- Completed 6 transactions in the last quarter across capital markets and private placements/advisory
- Includes 2 IPOs, 1 QIPs, 3 private equity/private placement transactions .
- Continue to win numerous mandates across products
- Pipeline remains strong- Likely to be executed over the next 4-6 quarters subject to market conditions
- Filed 6 DRHPs in Q4FY25

Select transactions – Q4 FY25

<p>IPO ₹87,500 Mn</p>  <p>Hexaware</p> <p>Feb 2025 BRLM</p>	<p>IPO + Pre IPO ₹4,500 Mn</p>  <p>Standard Glass Lining Technology</p> <p>Jan 2025 BRLM</p>	<p>QIP ₹8,000 Mn</p>  <p>Sudarshan Chemical Industries</p> <p>Jan 2025 Sole BRLM</p>	<p>Private Equity Advisory</p>  <p>Home Lane</p> <p>Mar 2025 Sole BRLM</p>
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Note: Revenue recognition is based on milestone completion

2. KEY BUSINESS SEGMENTS

II. NON-INSTITUTIONAL BUSINESS

WEALTH MANAGEMENT CORE INGREDIENTS FOR SUCCESS IN PLACE

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Strong core capabilities in execution



Deep client engagement with a wide network of 500+ Private Client Group RM & 3,500+ External Wealth Managers



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



Market leading Capital Markets Research Capabilities



Comprehensive Product Portfolio covering client needs



Vintaged and Growing Customer Base

Supported By Cutting Edge Tech Enabled Platform

WEALTH MANAGEMENT

A FULL SUITE INVESTMENT OFFERING

.....

Client Focused



Wide range of products

Tax Advisory

Open Platform Architecture

Multi-product research

Consolidated Portfolio Reporting and Review



Investment / Risk Management Solutions

Strategic Allied Services

PRODUCT SUITE

Mutual Funds	Health Insurance
Bonds & Debentures	General Insurance
High Yield Debt Funds	AI Fs
Debt PMS	Portfolio Management
Sovereign Gold Bonds	Pre-IPO Opportunities
Direct Equity	Long-Short Funds
Mutual Funds	Real Estate Funds
Index / ETFs	Private Equity
Life Insurance	Commodity

INVESTMENT BANKING

TRUST SERVICE PROVIDERS

FINANCING SOLUTION

TAX / LEGAL FIRMS

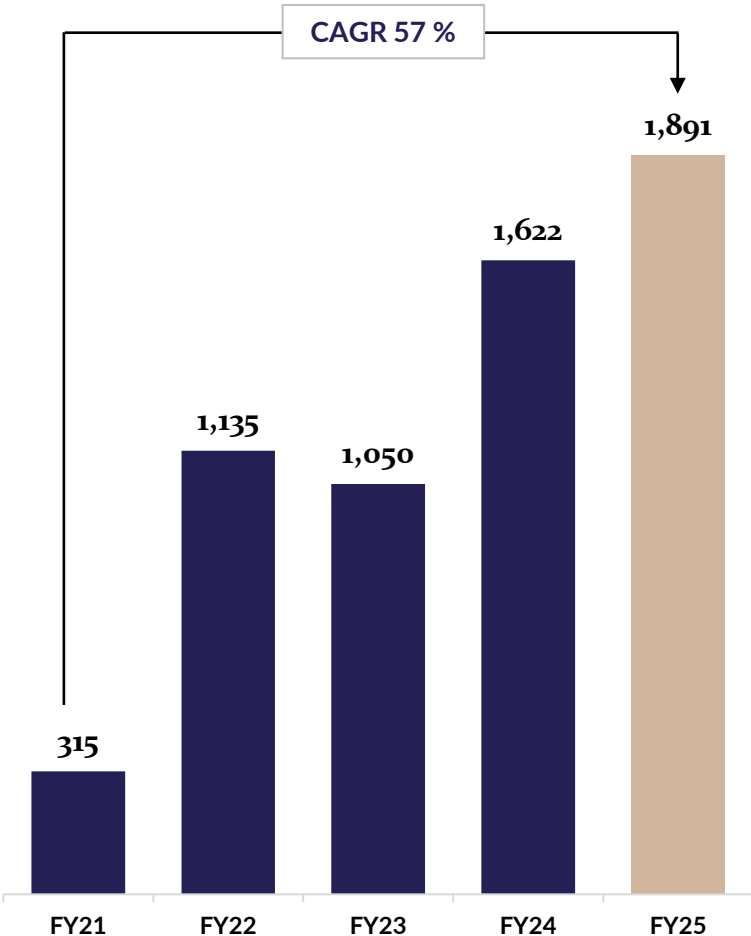
IMMIGRATION RESIDENCY CONSULTANTS

Philanthropy	Investment Banking
Next Generation Mentoring	Estate Planning
Records Management Accounting	Succession Taxation Legal Planning
Immigration Global Residency	Services Compliance
Loans	Promoter stake Monetization
IPO	QIP

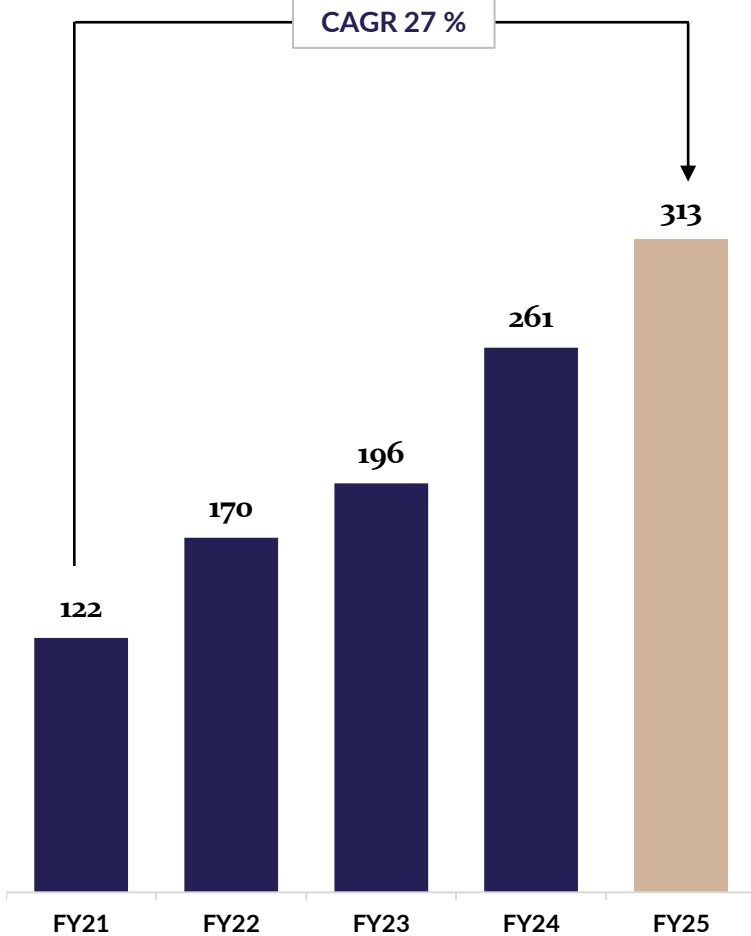
KEY BUSINESS METRICS



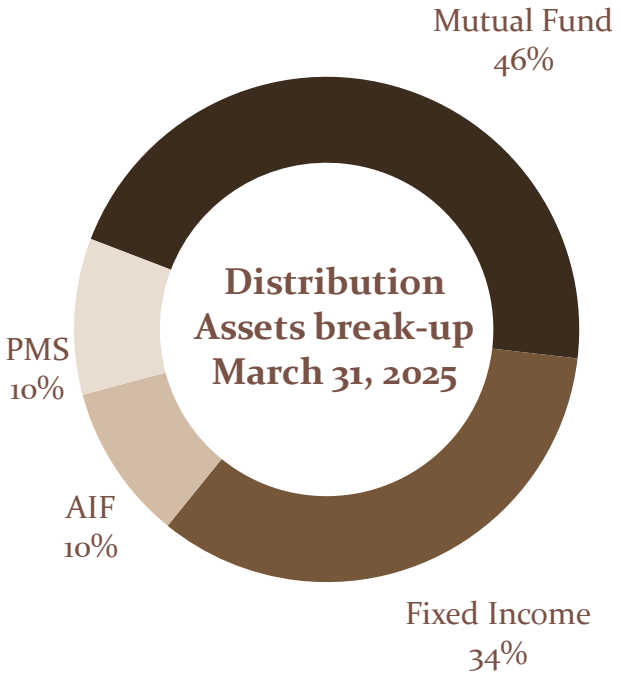
Equity Assets (DP Assets) (₹ Bn)



Distribution Assets (₹ Bn)



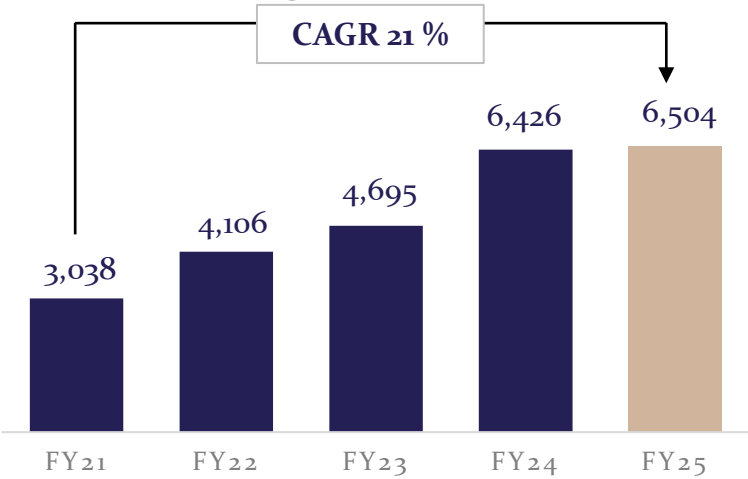
Distribution Assets # ₹ 313 billion



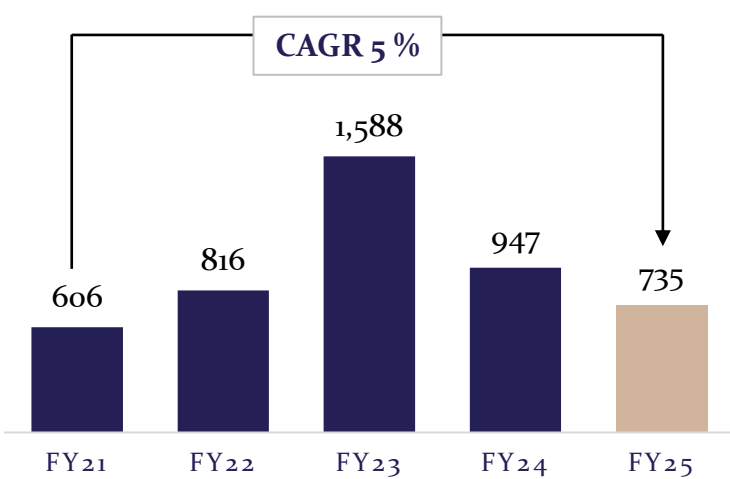
KEY BUSINESS METRICS

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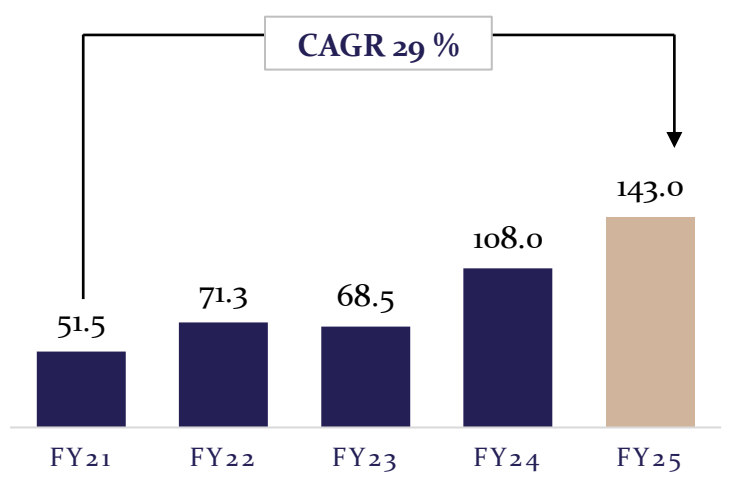
Retail Brokerage (₹ Mn)



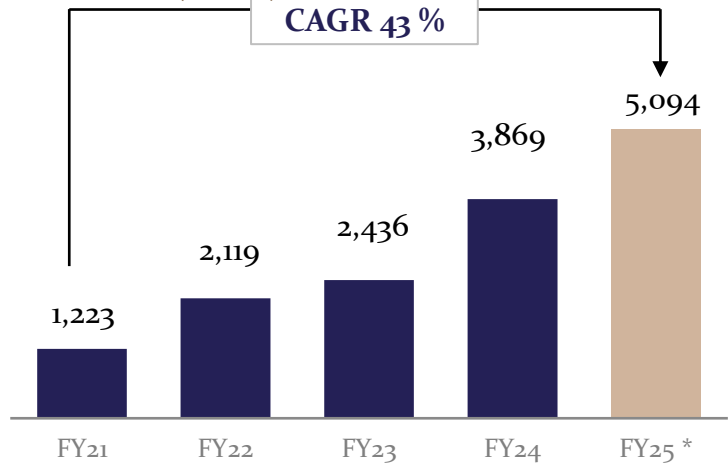
Life Insurance Premium (₹ Mn)



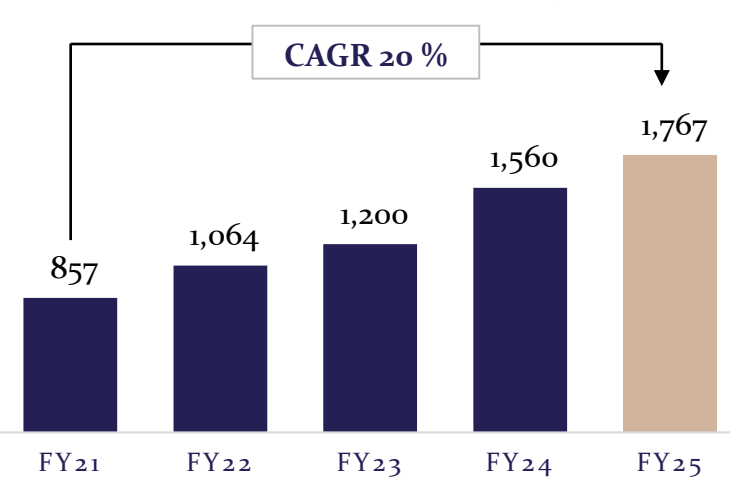
Mutual Fund AUM (₹ Bn)



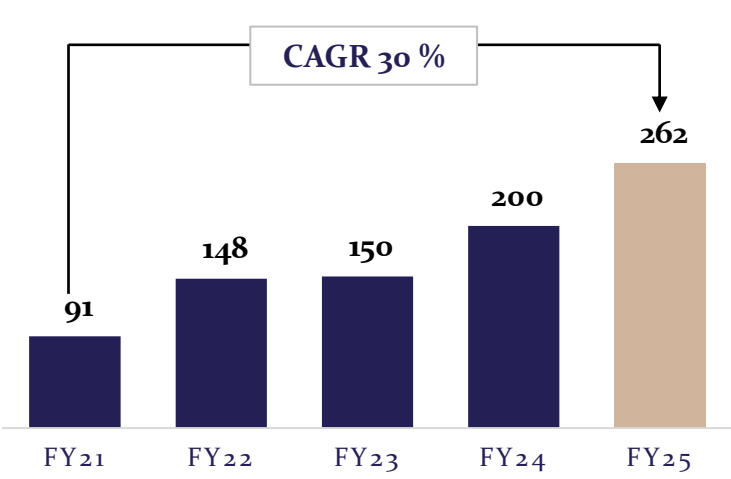
Financial Product Distribution
Income (₹ Mn)



Non-life Insurance Premium (₹ Mn)



Live SIP transactions (count) ('000)

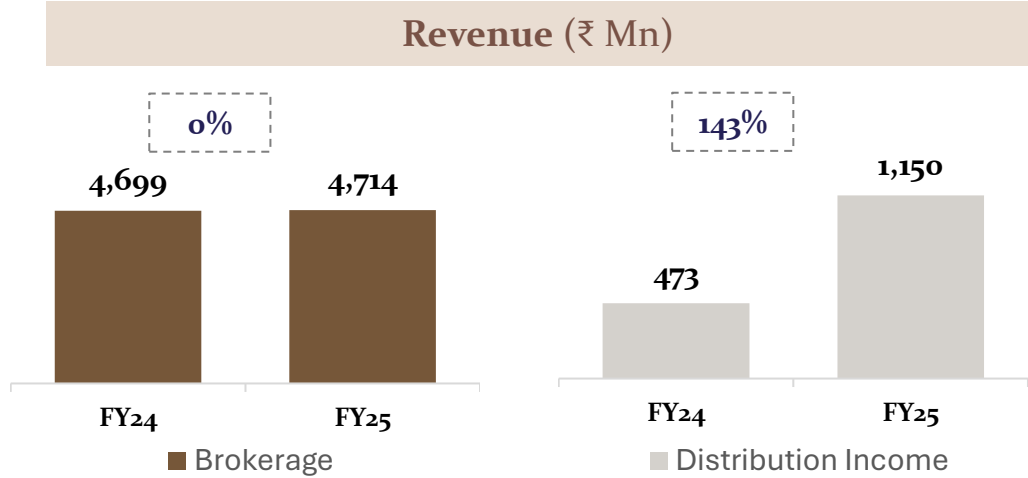
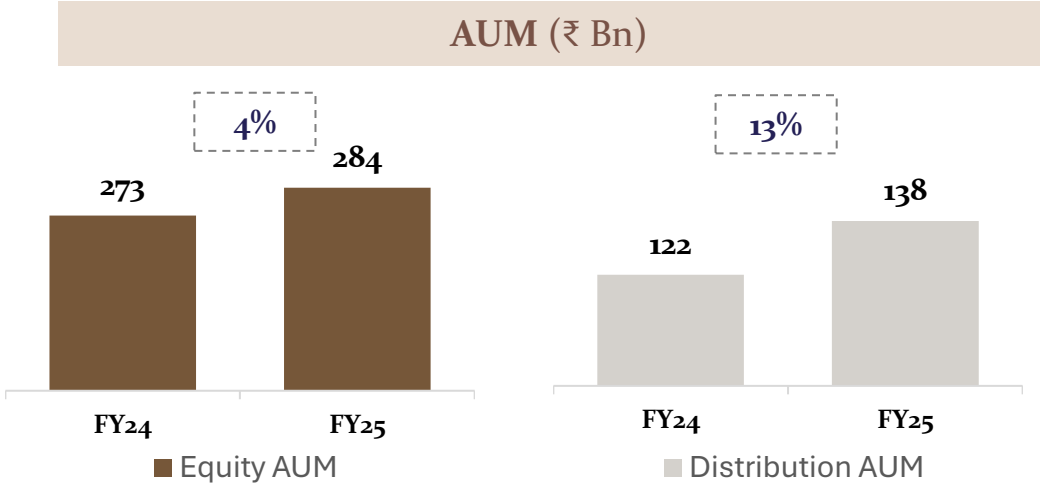


Note: * Includes revenue from insurance and ancillary business of non-capital market clients

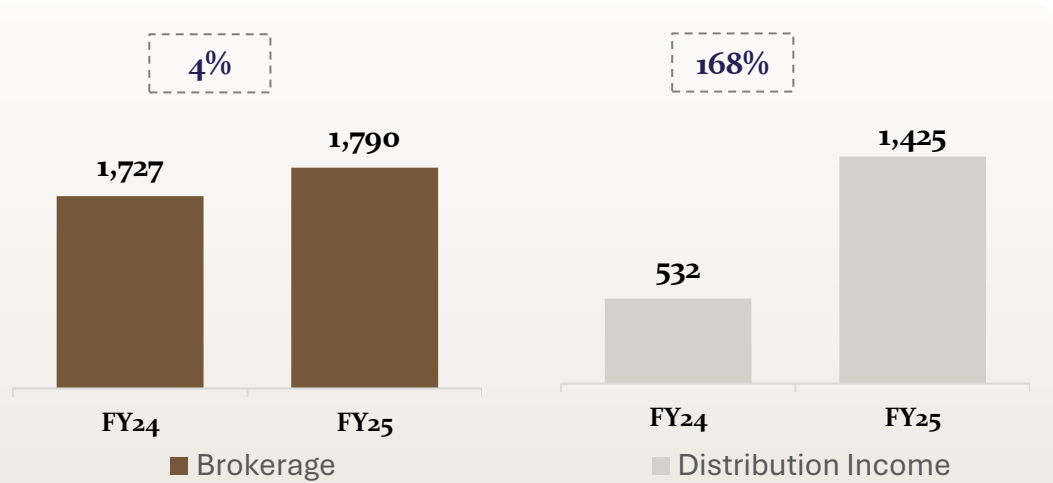
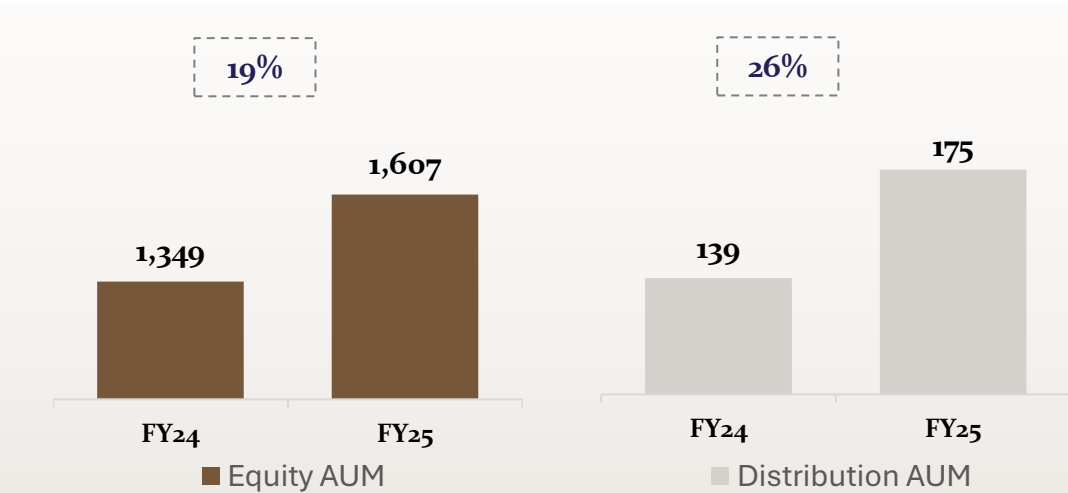
KEY BUSINESS METRICS

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Legacy Broking
(*Networth < ₹1 Cr*)



Affluent Clients
(*Networth >= ₹1 Cr*)

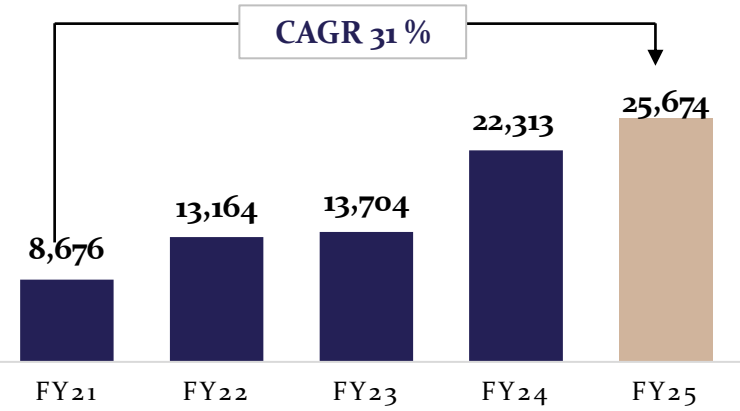


3. FINANCIALS

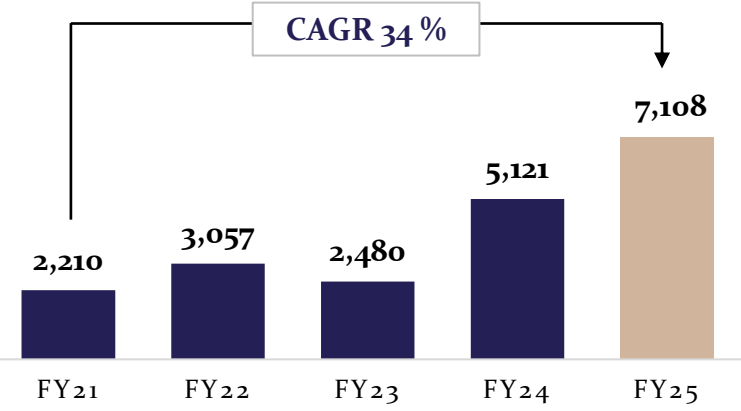
FINANCIALS - CONSISTENT PERFORMANCE

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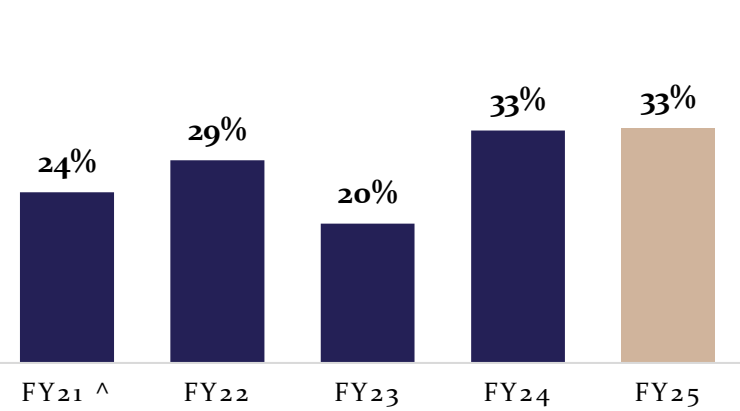
Total Revenue (₹ Mn)



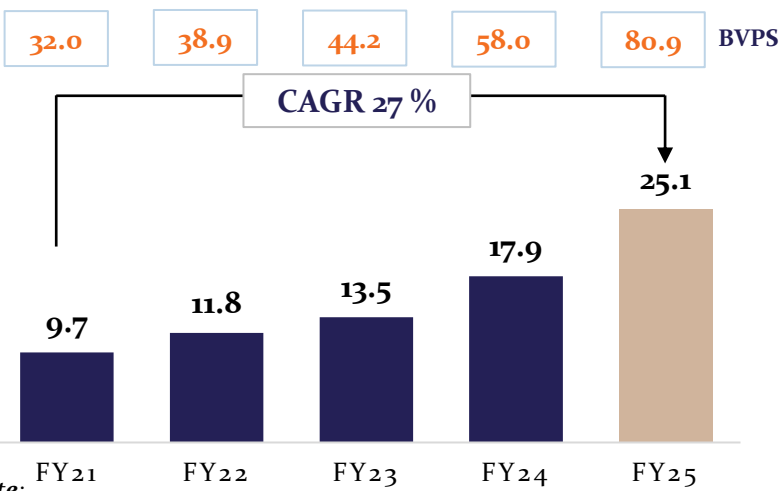
Profit after tax (TCI) (₹ Mn)



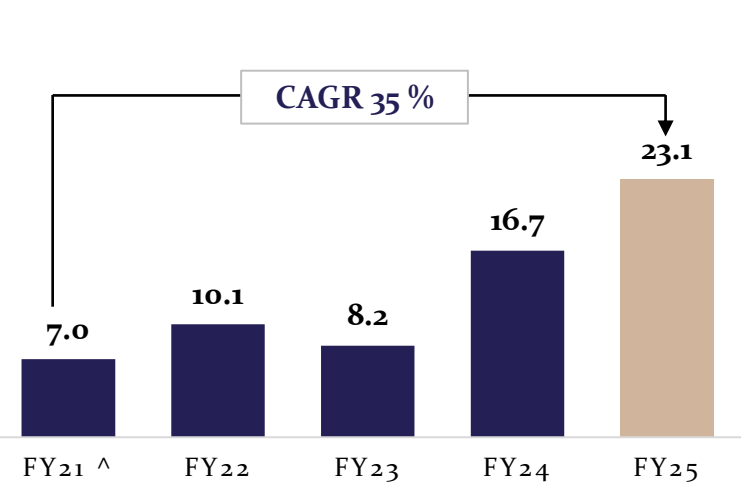
Return on Equity (%)



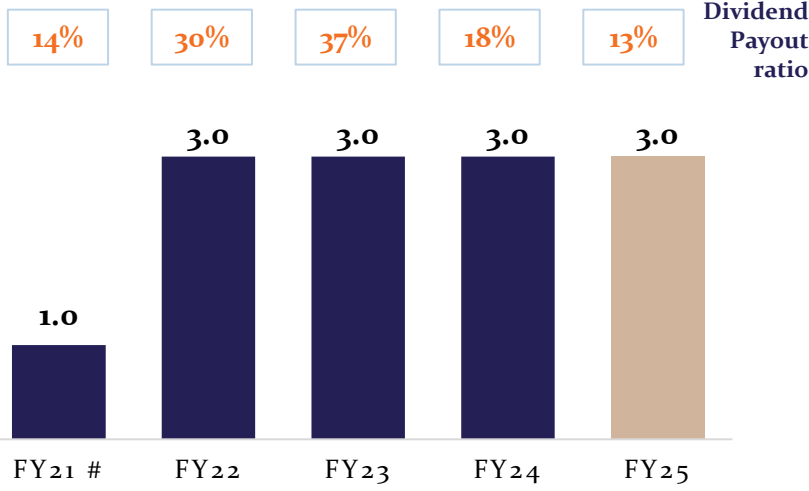
Networth (₹ Bn)



Earnings per share (EPS) (₹)



Dividend per share (₹)



Note:
 ^ including exceptional items
 #Additionally, the company has also paid ₹1,058 Million (incl. tax) to buy back 17 Million shares

FINANCIAL RESULTS

.....



₹ Mn	Q4FY25	Q4FY24	Y-o-Y	Q3FY25	Q-o-Q	FY 25	FY 24	Y-o-Y
Revenue from Operations	5,371	6,864	(22%)	5,826	(8%)	24,050	21,613	11%
Other income *	363	179	103%	639	(43%)	1,624	700	132%
Total income	5,735	7,044	(19%)	6,464	(11%)	25,674	22,313	15%
Employee cost	1,628	1,224	33%	1,489	9%	5,905	4,570	29%
Finance Cost	432	540	(20%)	450	(4%)	1,800	1,480	22%
Depreciation and amortisation expense	158	634	(75%)	140	13%	549	1,138	(52%)
Fees and Commission expense	1,081	1,291	(16%)	1,177	(8%)	4,962	4,771	4%
Administration and other expense	803	981	(18%)	708	13%	3,212	3,527	(9%)
Total Expenses	4,102	4,669	(12%)	3,964	3%	16,428	15,487	6%
Profit before tax	1,633	2,374	(31%)	2,501	(35%)	9,246	6,826	35%
Provision for tax	352	569	(38%)	529	(33%)	2,117	1,693	25%
Profit after tax	1,280	1,806	(29%)	1,972	(35%)	7,129	5,133	39%
Other Comprehensive Income	(7)	(2)	303%	(5)	47%	(21)	(12)	68%
Total Comprehensive Income	1,273	1,804	(29%)	1,967	(35%)	7,108	5,121	39%

Note: * Other income includes gain on sale of property amounting to ₹ 244.5 Mn in Q3FY25 and ₹ 451.5 Mn in FY25

4. OTHER CORPORATE UPDATES

GOVERNED BY INDEPENDENT AND ILLUSTRIOUS BOARD

.....



Rekha Warriar

Chairperson & Independent Director

Masters - Applied Mathematics (Mumbai) & Public Policy (Princeton)

Over 3 decades of experience in Reserve Bank of India (RBI) in various departments incl. as Regional Director (West Bengal & Sikkim)



R Venkataraman

Managing Director

PGDM-IIM Bangalore,
BE – IIT, Kharagpur

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



V. Krishnan

Independent Director

Cost Accountant, LLB

Over 3 decades of diverse experience. Held senior positions in various international and domestic organizations like Barclays, Deutsche Bank, JP Morgan, L&T, MCX, etc.



Narendra Jain

Wholetime Director

Chartered Accountant

About 3 decades of experience in the financial services industry. Previous experience with ICICI Brokerage Services Ltd. and HPCL.



Anand Bathiya

Independent Director

Chartered Accountant, Company Secretary, LLB

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



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.

OUR ESG STRONG FOCUS AND COMMITMENT



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.
- 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 and physical wellbeing through various initiatives, including Step-A-Thon & Marathon, Doc@Work, Cancer awareness, Self defence workshops, DEI podcast “Elevate Her – Breaking Barriers”
- Recognized as 'Best Workplace - Best in Industry Investment' by the Great Place to Work Institute.
- Honoured with awards for Best Workplace for Women, Excellence in Employee Engagement Strategy, and Best L&D Strategy by Transformance Forum .
- Maintained Gender Diversity at 23% as of March 2025.
- Delivered 4,80,180 minutes of training through a mix of Instructor-Led (ILT) and Virtual Instructor-Led (VILT) sessions.
- Employee engagement with community through participation in Daan Utsav (Joy of Giving Week)
- 90% of the beneficiaries of CSR Projects belong to marginalized and disadvantaged groups



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.
- 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 IiAS Governance Parameters.

CORPORATE SOCIAL RESPONSIBILITY



Project Hunar – Applique Work Training, Barmer, Rajasthan

- Empowering 220 women applique and embroidery artists in Chohtan, Barmer (Rajasthan).
- The program aims to enhance their skills, diversify products, expand market access, strengthen business skills, foster digital inclusion, improve socio-economic conditions and promote cultural heritage.
- Participation at expo, engaging with the architects and interior designers, learning about spatial aesthetics, and exploring the integration of appliqué in interior decor.



Computer Lab at Girls Govt. School, Rajsamand, Rajasthan

- IIFL Foundation helped to setup Computer Lab at Mahatma Gandhi Government School and Rawat Nahar Singh Government Girls Senior Secondary School in Rajsamand, Rajasthan.
- Students in grade 1 to 10 and students opting for Computer science subject in Grade 11 and 12 at these Government schools, will benefit from this Computer Lab. The school has appointed a dedicated resource teacher to teach students and manage the computer lab.



Project E-Shiksha – 50 Smart Boards, Kota, Rajasthan

- Supporting Director of Education (Rajasthan), IIFL Foundation has committed to Develop Smart classrooms at 50 Government Girls Schools in Kota District of Rajasthan.
- With Installation of Interactive Flat Panels (65" Inch Smart TV – Android) equipped with an External Hard drive (4 TB) upgraded with interactive Audio-Visual content for Grade 1st to 10th.



Construction of School, Atru (Baran), Rajasthan

- IIFL Foundation is constructing an entire block for a Government Senior Secondary School, in Atru block of Baran district.
- The new facility shall provide Classrooms, Science laboratory, Computer Lab and Washrooms for students in Grade 1 to 12.
- The initiative aims to improve enrollment and retention of girls at government school

Thank you!

Published in April 2025

IIFL Capital Services Ltd

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