



# Investor Presentation

For the quarter ended June 30, 2022

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**IIFL Securities Limited**

**July 28, 2022**

NSE: IIFLSEC | BSE: 542773

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Section

01

**KEY  
HIGHLIGHTS &  
BUSINESS  
PERFORMANCE**

**₹ 1,120 Billion**

Assets under  
management &  
Custody  
y-o-y growth 103%

**₹ 1,267 Billion**

Average daily  
turnover  
y-o-y growth 140%

**1.6 Lakhs**

Customer  
acquisition  
y-o-y growth 5%

**4.5 Lakhs**

Daily  
orders  
y-o-y growth 31%

**1,096**

New  
Partners  
y-o-y growth 370%

**~4.4 Rating**

Highest Rated  
Investment App

**11.4 Lakhs**

NSE active  
customers

**9th Rank**

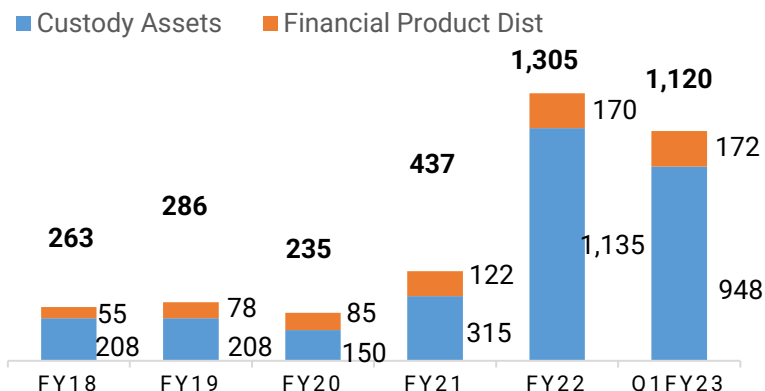
NSE active  
customers

**3 Million**

Client  
base

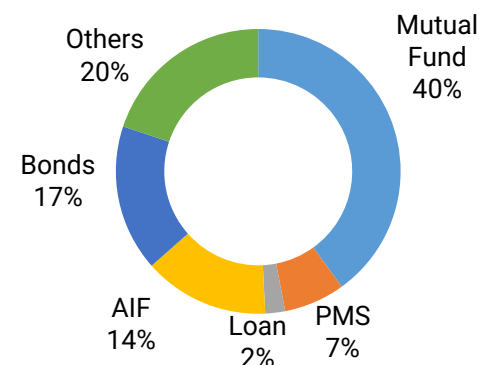
- Legacy of about two decades in retail broking and financial product distribution.
- Business offerings comprise equity, commodities and currency broking, Demat services, portfolio advisory and distribution of investment products

## Asset Under Management & Custody (₹ Billion)

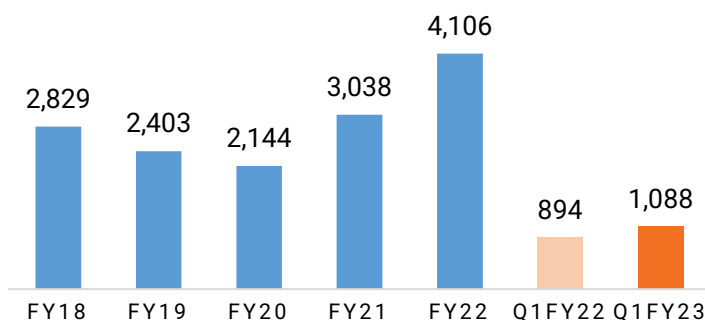


## FPD AUM (₹ Billion)

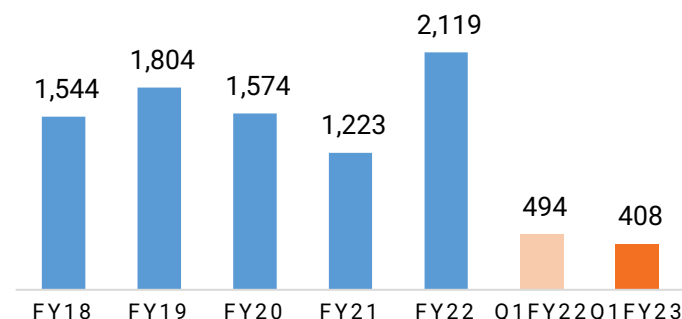
FPD AUM stood at ₹ 172 Billion as on June 30, 2022



## Retail Brokerage Income (₹ Million)

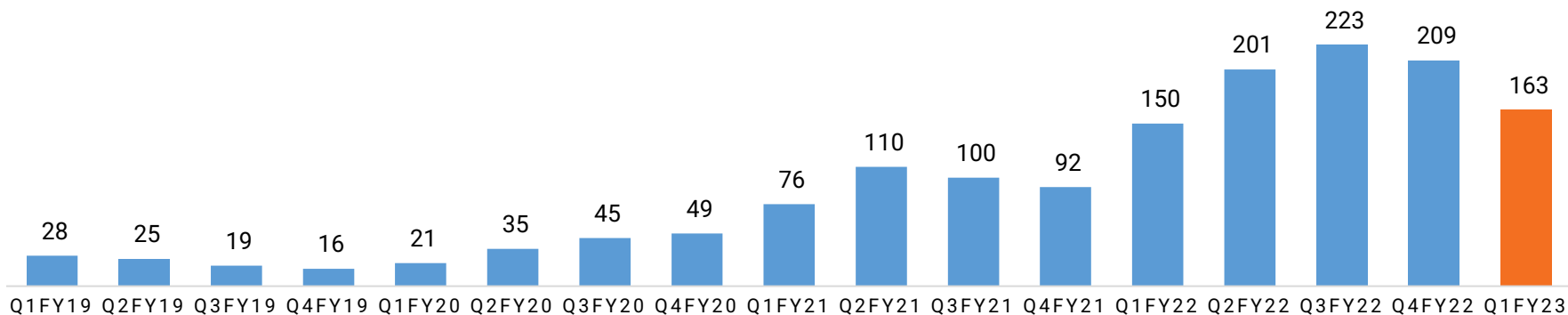


## Financial Products Distribution Income\* (₹ Million)

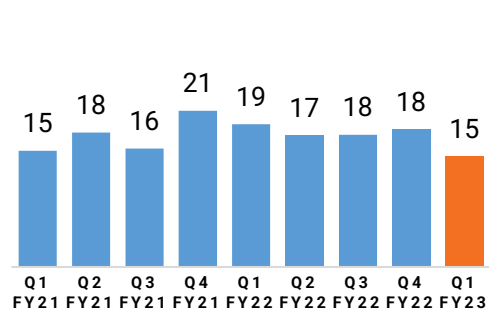


\*Includes income from insurance as well

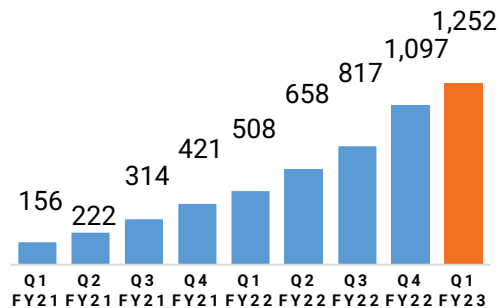
## Customer Acquisitions ('000)



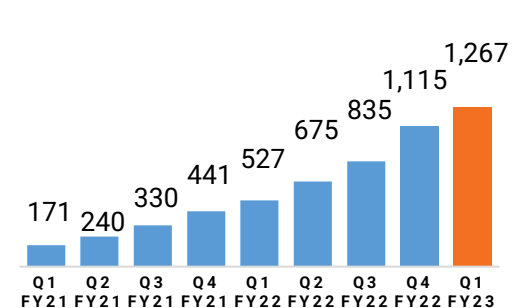
## Average Daily Turnover – Cash (₹ Billion)\*

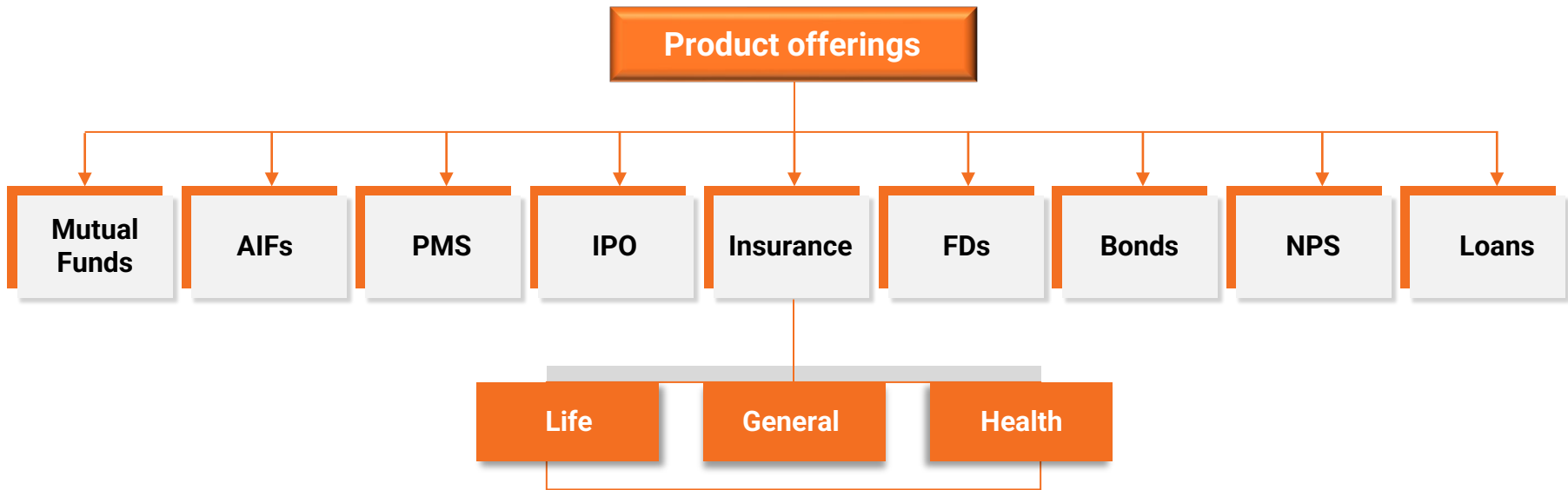


## Average Daily Turnover – F&O (₹ Billion)\*



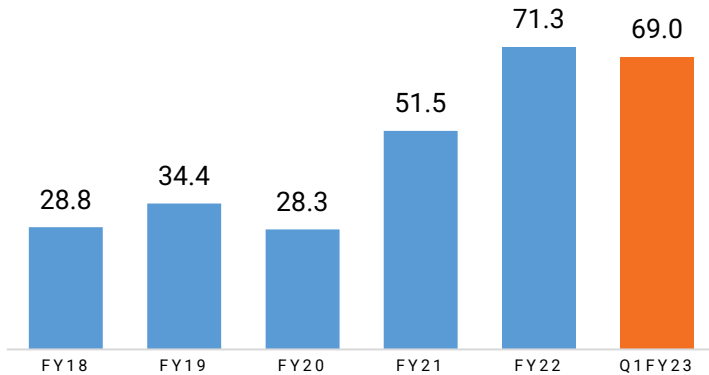
## Average Daily Turnover – Total (₹ Billion)\*



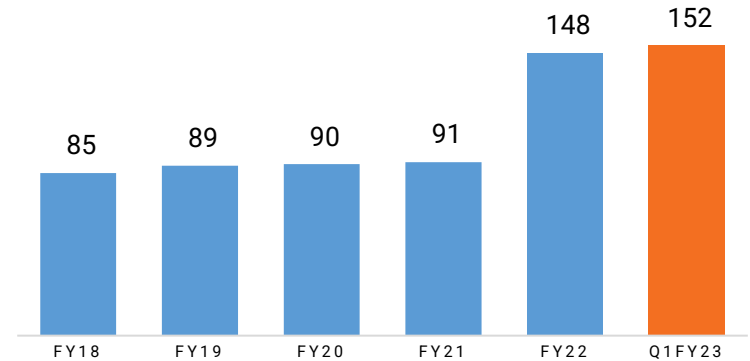


- Open architecture model in distribution.
- MF and Insurance are retail focus products with good long term growth prospects.
- Insurance premiums amounted to ₹ 340 Million, up by 16% y-o-y.
- Mutual Fund AUM up by 21% y-o-y to ₹ 69.0 Billion as at June 30, 2022. SIP AUM up by 26% y-o-y to ₹ 14.6 Billion with a monthly average transaction count of 1,51,853.

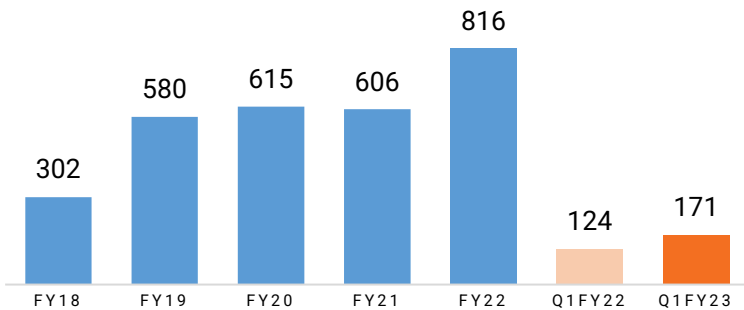
## Mutual Fund AUM (₹ Billion)



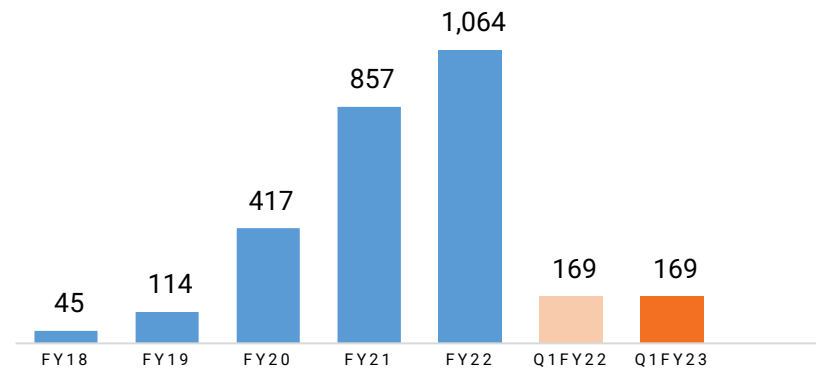
## SIP Transactions (Count) (000's)



## Life Insurance Premium (₹ Million)

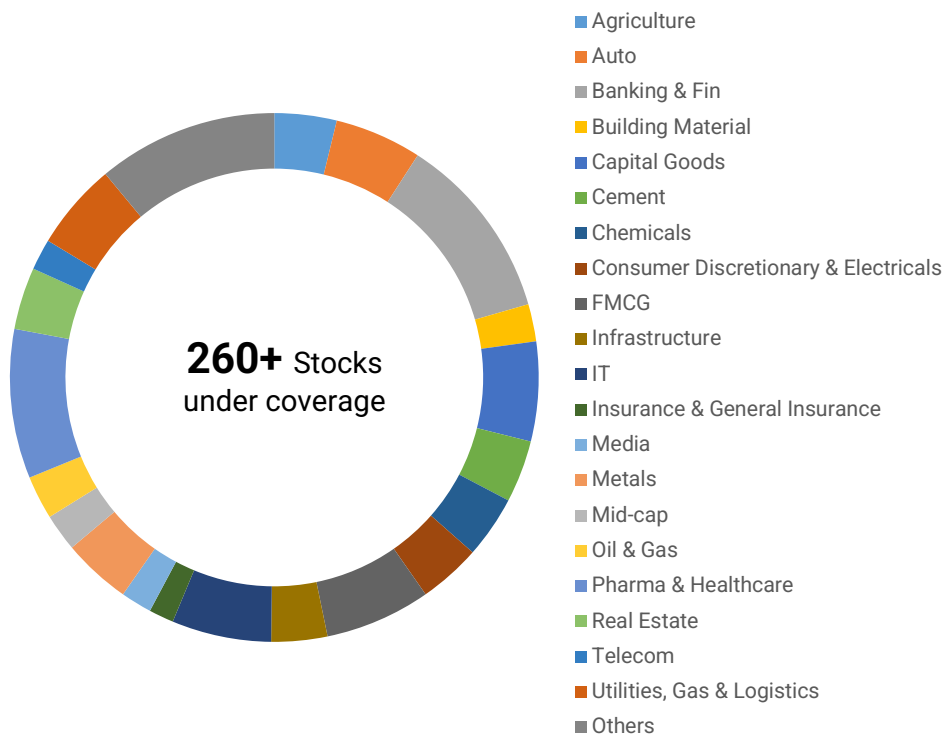


## Non-life Insurance Premium (₹ Million)





- Among the top franchises on the street, with offices in Mumbai and New York.
- 800+ institutional (domestic and foreign) clients.
- Wide customer base covering sovereign wealth funds, foreign portfolio investors, mutual funds, insurance companies, banks, pension funds and alternate investment funds.
- Over 260 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                       | 44                     |
| Between US\$ 5 Billion and US\$ 10 Billion  | 47                     |
| Between US\$ 3 Billion and US\$ 5 Billion   | 40                     |
| Between US\$ 1 Billion and US\$ 3 Billion   | 66                     |
| Between US\$ 500 Million and US\$ 1 Billion | 33                     |
| Below US\$ 500 Million                      | 30                     |
| <b>Total</b>                                | <b>260</b>             |

IPO  
Rs. 15,808 Mn



Rainbow Children's  
Medicare  
May 2022  
BRLM

IPO  
Rs. 4,128 Mn



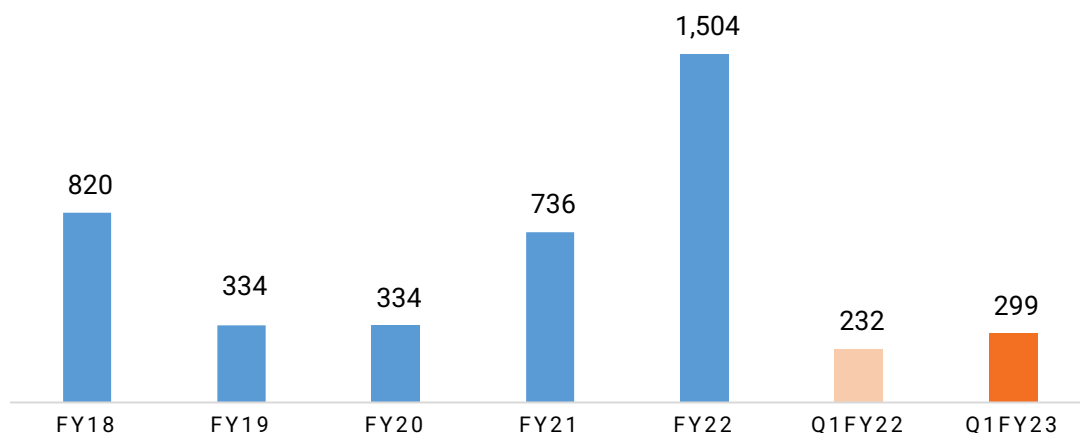
eMudhra  
May 2022  
BRLM

QIP  
Rs. 8,650 Mn



Indiabulls Real  
Estate  
Apr 2022  
BRLM

## Investment Banking Revenues (₹ Million)



Note: Revenue recognition is based on milestone completion

- Completed 3 transactions including 2 IPO, 1 QIP transaction.
- Filed 7 DRHP in the past quarter.
- Equity Capital Market (ECM) business has been impacted by market volatility, however there is a healthy pipeline on the private markets/advisory business.

Section

02

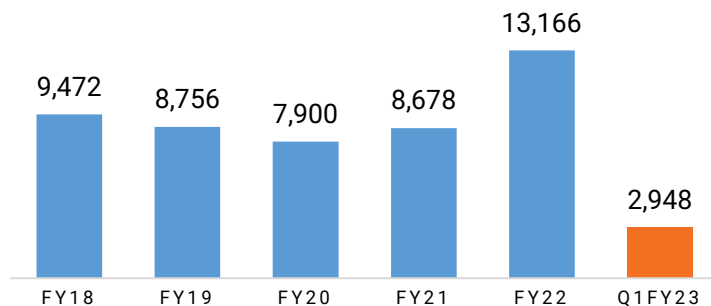
**Financial  
Performance**

# Consolidated results (as per IND AS)

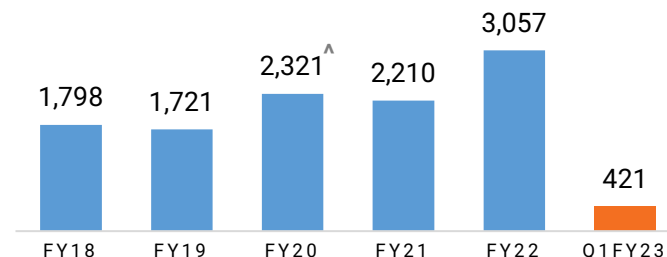
Quarter ended June 30, 2022

| ₹ Mn                                  | Q1FY23       | Q1FY22       | Y-o-Y        | Q4FY22       | Q-o-Q        |
|---------------------------------------|--------------|--------------|--------------|--------------|--------------|
| Revenue from Operations               | 2,915        | 2,506        | 16%          | 3,468        | (16%)        |
| Other income                          | 33           | 175          | (81%)        | 153          | (79%)        |
| <b>Total income</b>                   | <b>2,948</b> | <b>2,681</b> | <b>10%</b>   | <b>3,621</b> | <b>(19%)</b> |
| Employee cost                         | 870          | 663          | 31%          | 967          | (10%)        |
| Finance Cost                          | 187          | 134          | 40%          | 184          | 2%           |
| Depreciation and amortisation expense | 164          | 151          | 9%           | 167          | (2%)         |
| Administration and other expense      | 1,113        | 866          | 29%          | 1,248        | (11%)        |
| <b>Total Expenses</b>                 | <b>2,334</b> | <b>1,814</b> | <b>29%</b>   | <b>2,566</b> | <b>(9%)</b>  |
| <b>Profit before tax</b>              | <b>614</b>   | <b>867</b>   | <b>(29%)</b> | <b>1,055</b> | <b>(42%)</b> |
| Provision for tax                     | 180          | 179          | 1%           | 266          | (32%)        |
| <b>Profit after tax</b>               | <b>434</b>   | <b>688</b>   | <b>(37%)</b> | <b>789</b>   | <b>(45%)</b> |
| Other Comprehensive Income            | (13)         | 0            | -            | 9            | -            |
| <b>Total Comprehensive Income</b>     | <b>421</b>   | <b>689</b>   | <b>(39%)</b> | <b>798</b>   | <b>(47%)</b> |

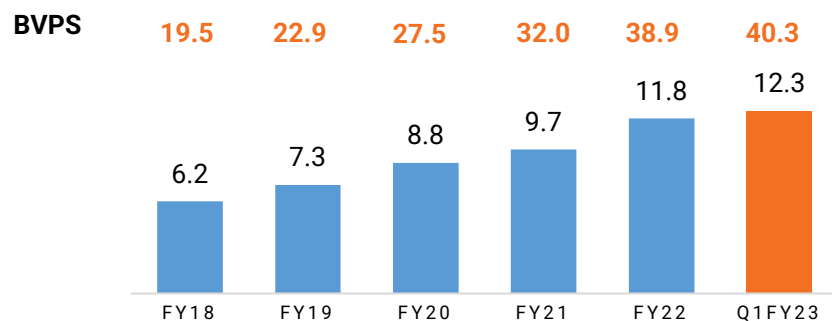
## Total Revenue (₹ Million)\*



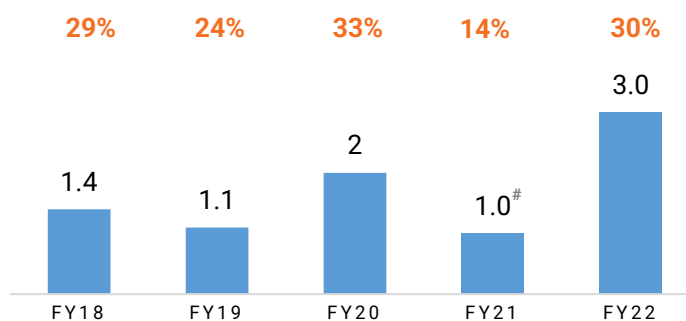
## Profit after tax (TCI) (₹ Million)\*



## Net Worth (₹ Billion)\*



## DPS (₹)\*\*



\*FY18 figures are based on Proforma Accounts;

<sup>^</sup>Including exceptional items

\*\*DPS includes dividend paid by subsidiaries in FY18 and FY19.

DPR is including DDT

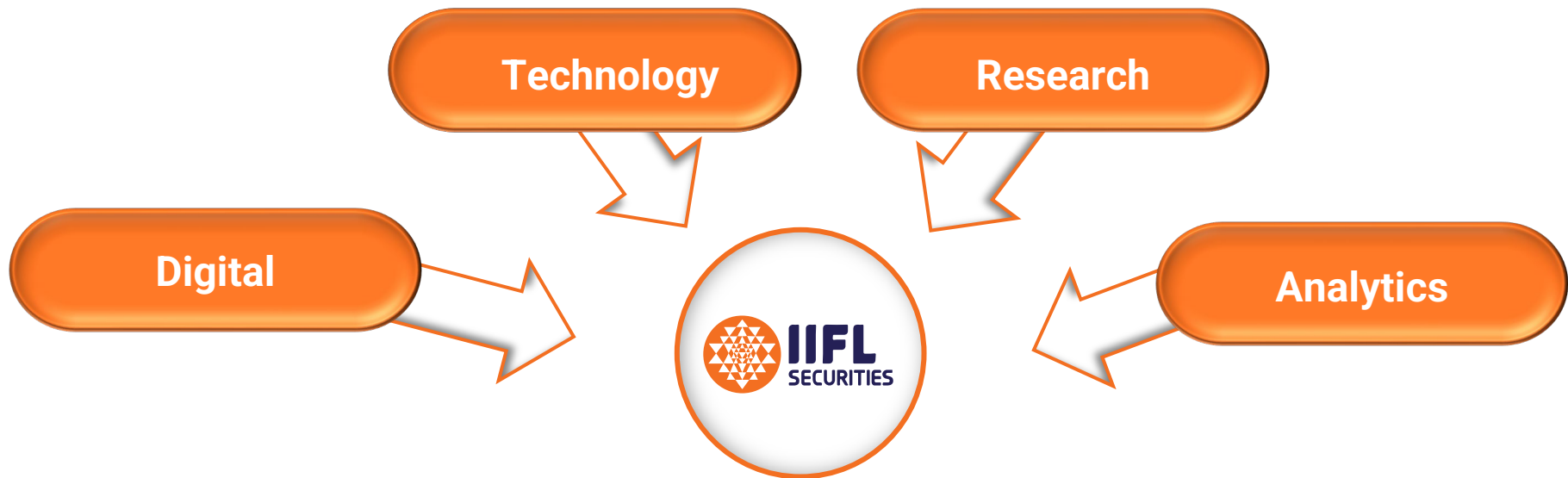
<sup>#</sup>Additionally, the company has also paid ₹ 1058 Million (incl. tax) to buy back 17 Million shares

Section

03

**Corporate &  
Others**

*Strategy focused on Digital , Research, Technology and Analytics*



## Focus on Experience and Ecosystem

- Build the **most preferred** online broking platform.
- Build **synergetic relationship** with **Fin-techs** and deliver **experiences** that form habits.

## Rich Engagement and Analytics

- Get a global view of **customer behaviour** and data.
- Nudge product decisions based on analytics

## Platform and Systems

- Device agnostic platform that serves user lifecycle
- **Product Personalization**—adapt to user needs and segments.

## Strong research base

- **Research driven advisory** assistance to customers.
- Excellent research credentials with strong market knowledge base.



### Retail Broking

- We target the mass market **tech savvy customers**.
- Offer them brokerage service, mutual funds, insurance, PMS, etc. through the **open architecture model** powered by robust technology platform.



### Institutional Broking

- We are the port of call for most investors, thanks to our extremely **strong research credentials**.
- We are one of leading domestic institutional brokers because of our strong execution and block placement capabilities.



### Investment Banking

- We are well-positioned in the investment banking sector, backed by our customer & market understanding across all segments.
- **Completed 3 transactions in Q1 FY23.**
- Leveraging strong distribution reach across all segments – retail, HNI, domestic and foreign institutions.





**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



## Best use of Mobile Technology award

at Great Indian BFSI awards



## Product Innovation award for Gemrush/OneUp

at Great Indian BFSI awards



## Excellence in Distribution of Financial products award

at Great Indian BFSI awards



## Sandeep Bharadwaj received the CEO of the year award.

at Great Indian BFSI awards



## Nandkishore Purohit received the CTO of the year award.

at Great Indian BFSI awards

## ❑ Gulabi Gaon - Development of marketplace for women & Livelihood development

- ✓ IIFL Foundation have setup a Business Hub (Bazar Haat) and Community Hall for local businesses to promote livelihood for villagers. A special emphasis is given to promote women entrepreneurs to setup small business ventures.
- ✓ Skill development training for women to learn food processing and production & sale of herbal products.
- ✓ Computer education for Women, men and Youth. Awareness on Social and Legal Rights of women viz. POSH Act, Domestic Violence Act, Dowry Act, Right to Education, Government Welfare Schemes for Women, etc.



## ❑ Science Laboratory - Govt. Senior Secondary Girls School (Rajasthan)

- ✓ IIFL Finance is constructing Science Laboratories, Computer room and Sanitation Facility at Govt. Girls Senior Secondary School (up to 12th Grade), GP – Khamnore, Rajasthan.
- ✓ Over 500 girls to be benefited from this facility and will be enabled to pursue higher education and subsequently careers in science stream



## ❑ Development of Emergency Ward – Govt. Hospital

- ✓ IIFL Foundation has undertaken the responsibility to reactivate the dormant wards at the Maharana Bhupal Government Hospital, Udaipur (Rajasthan), and develop them to Operation Theatres, Intensive Care (ICU), Outpatient Department (OPD), Cabins for Senior Doctors & Resident doctors and waiting area for family members of the patients.
- ✓ The development is carried along with installation of Medical Equipment in the OT, OPD and ICU and furnishing of the wards. (Ceiling, Flooring, Electrical Fixtures).



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