

July 22, 2021

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 NSE Symbol: IIFLSEC	The Manager, Listing Department, BSE Limited, Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai 400 001. Tel no.: 22721233 BSE Scrip Code: 542773
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Dear Sir/Madam,

Sub: Corporate Presentation on the Unaudited Financial Results for the quarter ended June 30, 2021

We enclose herewith the Corporate Presentation for the quarter ended June 30, 2021.

Kindly take the above on records and oblige.

Thanking You,

Yours faithfully,

For IIFL Securities Limited



**Meghal Shah
Company Secretary**



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, 2021



IIFL Securities Limited

July 22, 2021

NSE : IIFLSEC | BSE : 542773

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Section 1:

Financial Highlights

Consolidated Results (as per IND AS)

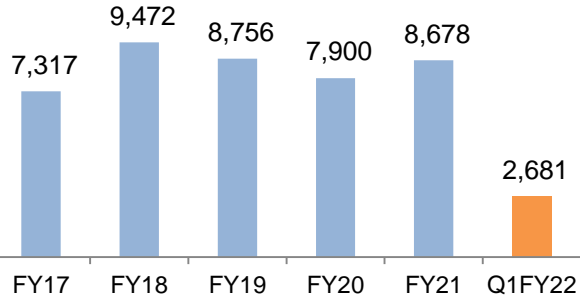
Quarter ended June 30, 2021



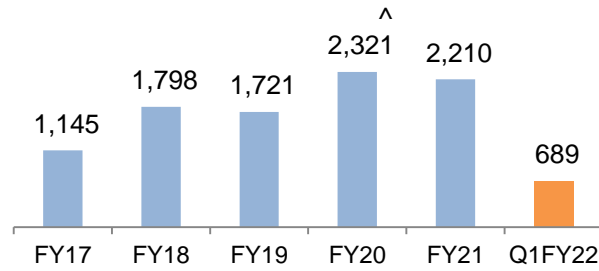
₹ Mn	Q1FY22	Q1FY21	Y-o-Y	Q4FY21	Q-o-Q	FY21	FY20	Y-o-Y
Revenue from operations	2,506.2	1,497.7	67%	2,381.2	5%	7,908.5	7,239.1	9%
Other income	174.6	285.2	(39%)	181.7	(4%)	769.3	660.4	16%
Total Income	2,680.8	1,782.9	50%	2,562.9	5%	8,677.8	7,899.5	10%
Employee cost	663.0	466.8	42%	632.9	5%	2,113.1	2,212.5	(4%)
Finance cost	133.7	119.1	12%	135.8	(2%)	496.3	1,021.1	(51%)
Depreciation and amortization expense	151.6	113.4	34%	114.0	33%	458.8	553.1	(17%)
Administration and other expense	865.8	529.6	63%	764.4	13%	2,762.3	2,115.1	31%
Total Expenses	1,814.1	1,228.9	48%	1,647.1	10%	5,830.5	5,901.8	(1%)
Profit Before Tax	866.7	554.0	56%	915.8	(5%)	2,847.3	1,997.7	43%
Provision for tax	178.4	139.1	28%	142.7	25%	644.2	529.9	22%
Profit After Tax	688.3	414.9	66%	773.1	(11%)	2,203.1	1,467.8	50%
Other Comprehensive Income	0.5	(0.2)	(304%)	3.4	(86%)	7.3	(18.2)	(140%)
Total Comprehensive Income	688.8	414.7	66%	776.5	(11%)	2,210.4	1,449.6	52%
Exceptional Items*	0.0	0.0	0%	0.0	0%	0.0	871.6	(100%)
Total Comprehensive Income (Including exceptional items)	688.8	414.7	66%	776.5	(11%)	2,210.4	2,321.2	(5%)

*Exceptional item in FY20 consists of write-down of deferred tax assets and MAT credit due to reduction in corporate tax rate of ₹145.5 Mn. Additionally, exceptional items in FY20 includes profit of ₹1,017.1 Mn on sale of office property

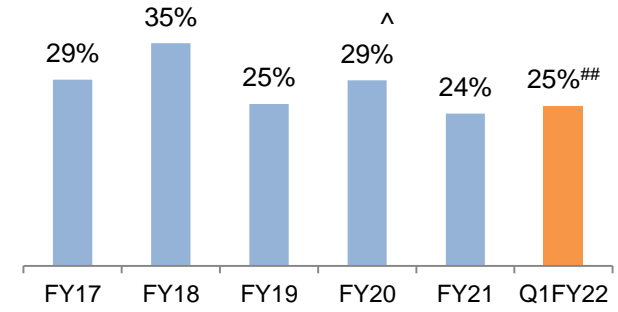
Total Revenue (₹ Mn)*



Profit after tax (TCI) (₹ Mn)*

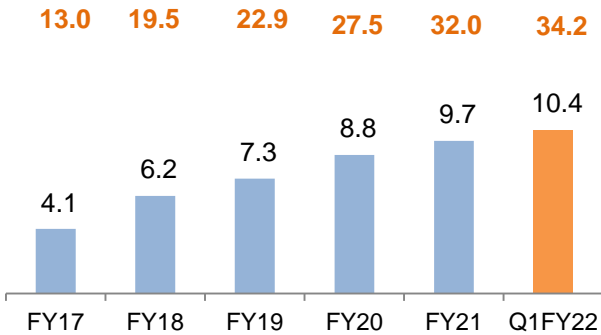


Return on Equity (%)*

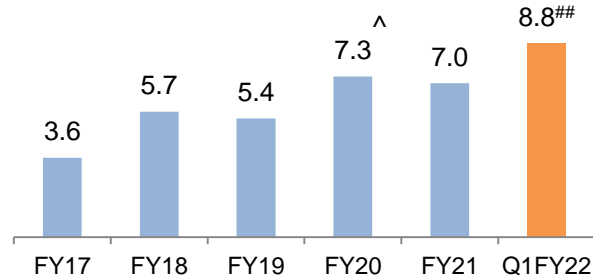


Net Worth (₹ Bn)*

Book Value Per Share (₹)

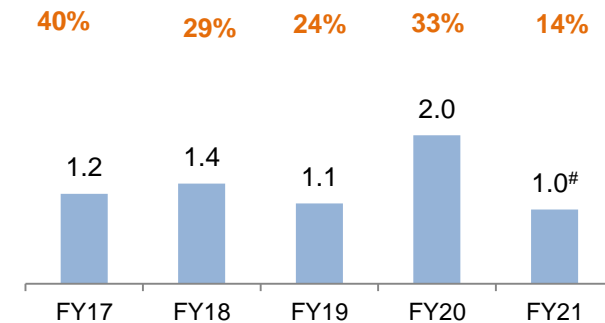


EPS (₹)*



DPS (₹)*

Dividend Payout Ratio (%)



*FY17 and FY18 figures are based on Proforma Accounts;

[^]Including exceptional items

DPS includes dividend paid by subsidiaries in FY17, F18 and FY19.

DPR is including DDT

##Additionally, the company has also paid ₹ 1058 mn (incl. tax) to buy back 17 mn shares

Annualised

Section 2:

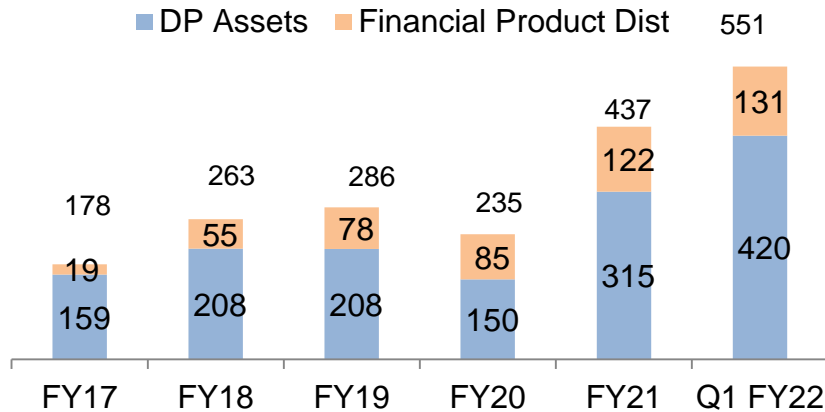
Business Performance

Legacy Business in Retail Broking and Distribution

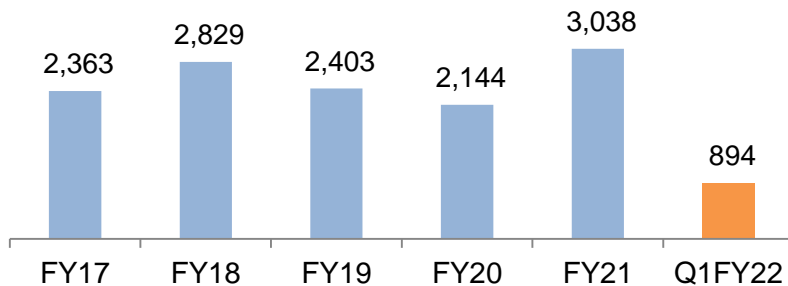


- Legacy of about two decades in retail broking and financial product distribution.
- Business offerings comprise equity, commodities and currency broking, DP services, portfolio advisory and distribution of investment products

Asset Under Management (₹ Bn)

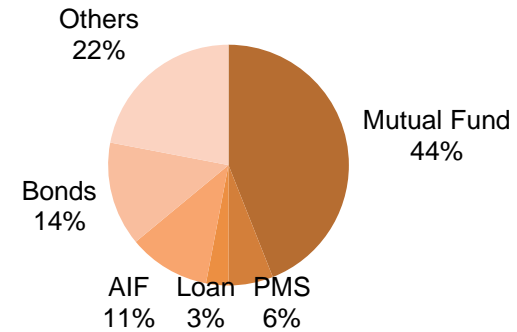


Retail Brokerage Income (₹ Mn)

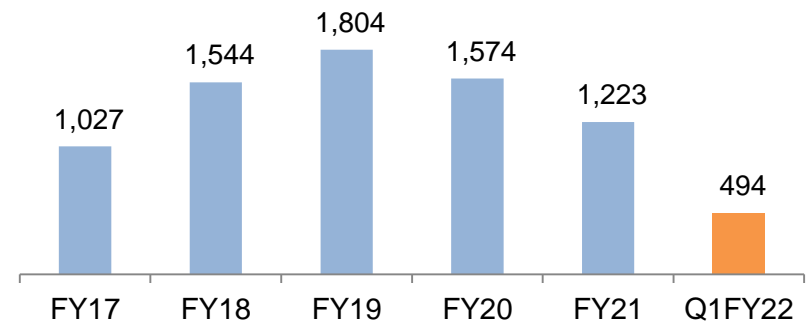


FPD AUM (₹ Bn)

FPD AUM stood at ₹131 Bn. as on 30th, June 2021

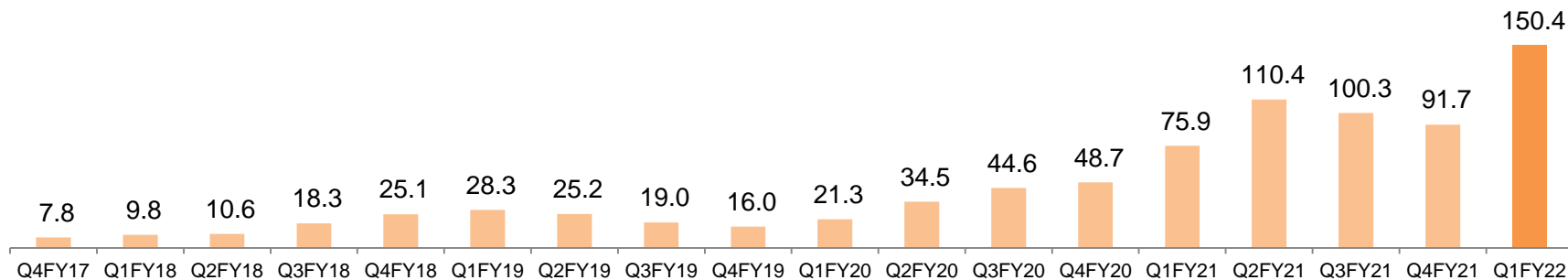


Financial Products Distribution Revenues (₹ Mn)

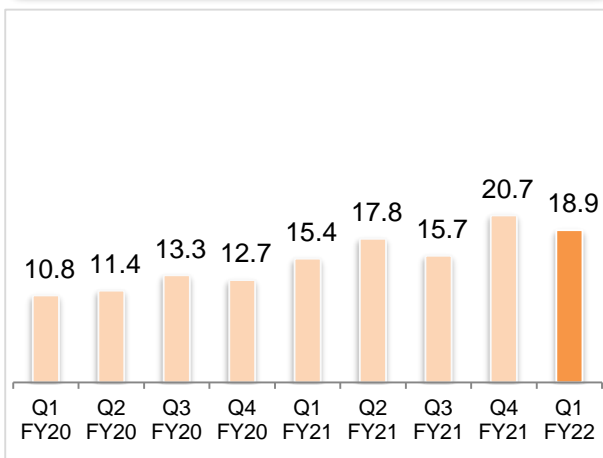


Focus on customer acquisition yielding results..

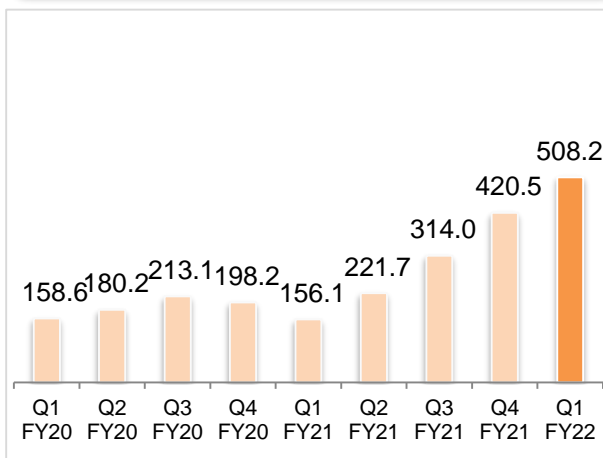
Customer Acquisitions ('000)



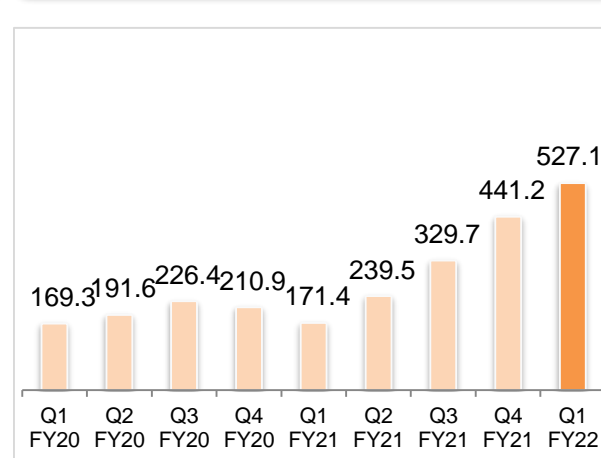
IIFL Average Daily Turnover – Cash (₹ Bn)*



IIFL Average Daily Turnover – F&O (₹ Bn)*



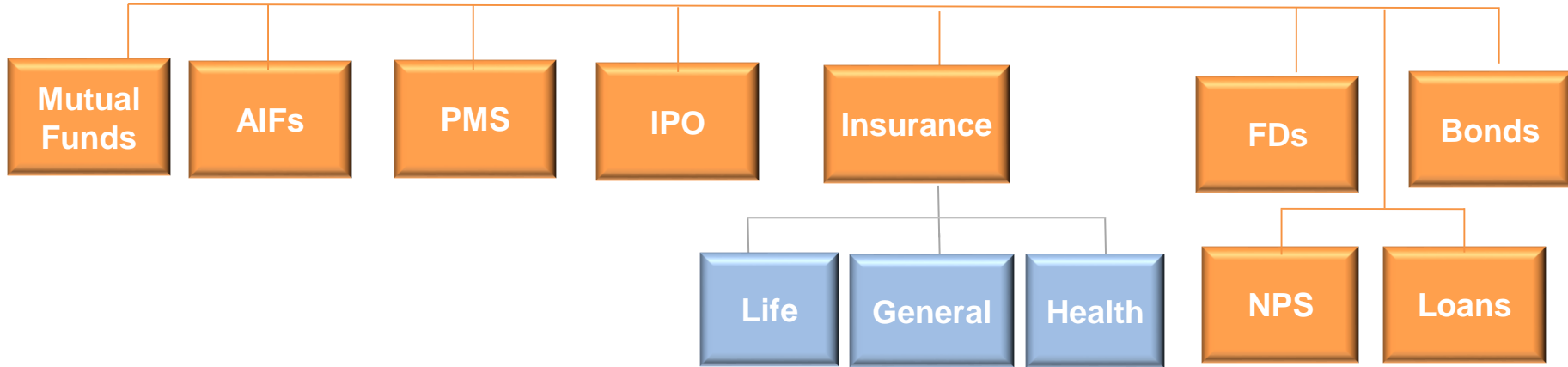
IIFL Average Daily Turnover – Total (₹ Bn)*



Source: NSE

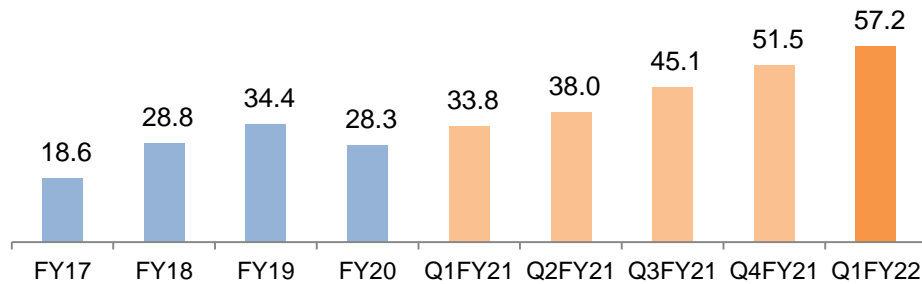
*Turnover includes retail and institutional segments from NSE

Product offerings



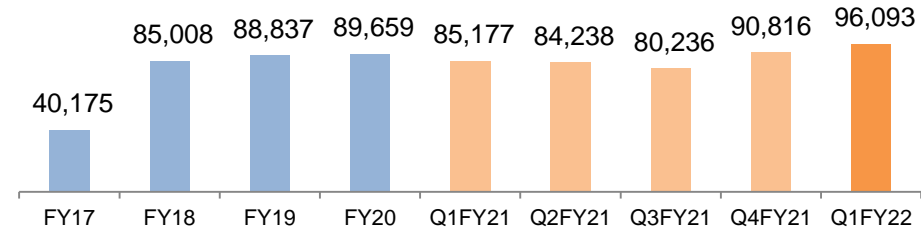
- Open architecture model in distribution
- MF and Insurance are retail focus products with good long term growth prospects
- Insurance premiums amounted to Rs 293 Mn.
- Mutual Fund AUM grew by 11% q-o-q to Rs 57.2 Bn as at June 30, 2021. SIP AUM grew by 14% q-o-q to Rs 11.6 Bn with a monthly average transaction count of 96,093.

Mutual Fund AUM (₹ Bn)

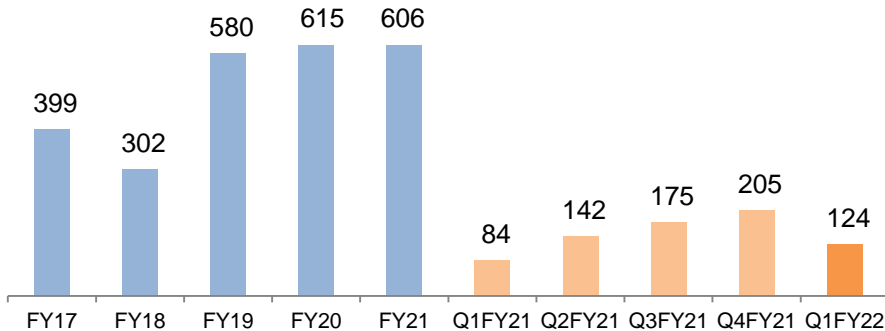


SIP Transactions (Count)

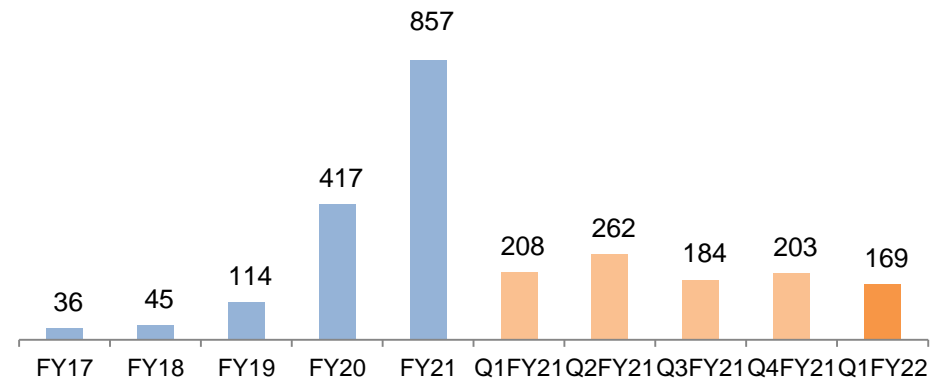
SIP AUM as at June 30, 2021 was ₹ 11.6 Bn



Life Insurance Premium (₹ Mn)



Non-life Insurance Premium (₹ Mn)



Major Tie-up's during the quarter



IIFL Securities has integrated with global investment platform Stockal for foreign investments.

This partnership will help the customers:

- To have access to over 3,500 US-listed companies, invest in fractional stocks, and expert-curated stocks and ETFs
- Diversify the portfolio in global assets
- Get exposure to opportunities offered by global markets - an edge to increase their reach towards various product offerings

This partnership will help in increasing millennials customer base



IIFL Securities has partnered with Safegold- a Digital Gold India Private Limited brand, to offer 999 fine 24 karat gold (99.99% pure)

This partnership will help the customers:

- To purchase gold with a single click- just like stocks, mutual funds and debt products
- Get instant loan on gold- transparently exchange their gold balance to purchase jewellery from partner brands and obtain instant loan on Gold accumulated through this platform.

The partnership will help deliver innovative investment products to the customers.

Mobile First Approach to Retail Customers

Technology has been the cornerstone for IIFL's strong presence in the broking industry

IIFL Markets App



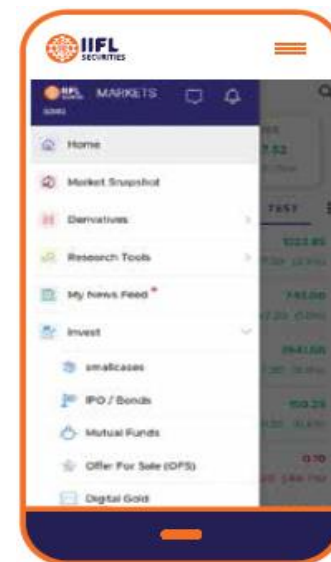
Comprehensive, market leading trading and the highest rated investment app
5.9 Mn downloads
~4.1 rating on Playstore

IIFL Mutual Funds



Dedicated app for Mutual Fund advisory, investments and investment management
957,000 downloads
~4.1 rating on Playstore

Advisor Anytime Anywhere (AAA)



AAA is a mobile office solution providing execution, reporting, monitoring and learning capabilities in a single tab-based platform with zero investment and freedom to operate at anytime from anywhere

Queries Resolved Through Chatbot: App: **24 lakh+** WhatsApp: **1.6 lakh+**

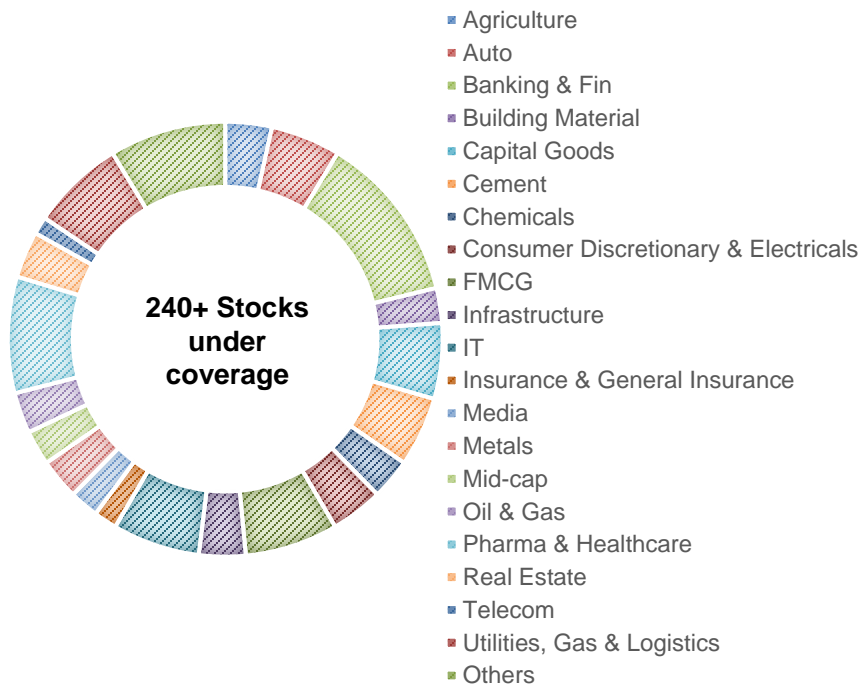
Pedigreed Institutional Broking Franchise with Strong Research Capabilities



Comprehensive Research Coverage across Sectors

- Among the top franchises on the street, with offices in Mumbai, New York and London
- 740+ 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 240 stocks under research coverage accounting for over 80% of India's market capitalization

Sector-wise break up of stocks under coverage



Market Cap break up of stocks under coverage

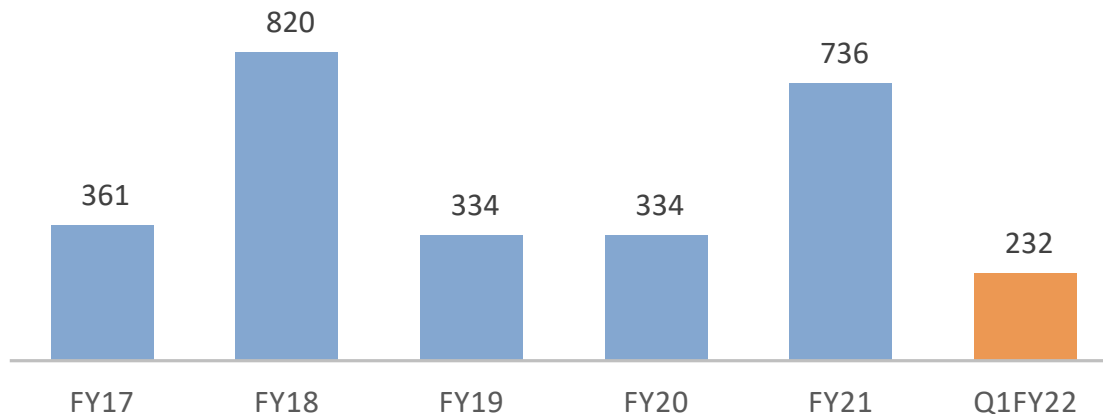
Market Cap bracket	IIFL Research Universe
Above US\$ 10 bn	53
Between US\$ 5 bn and US\$ 10 bn	47
Between US\$ 3 bn and US\$ 5 bn	36
Between US\$ 1 bn and US\$ 3 bn	61
Between US\$ 500 mn and US\$ 1 bn	29
Below US\$ 500mn	18
Total	244

League Table Rankings – Private Sector IPOs - FY18 – FY21

IIFL Ranks #1 in raising Equity for private sector IPOs for FY18 – FY21



Investment Banking Revenues (₹ Mn)



Note: Revenue recognition is based on milestone completion

- Q1FY22 has been a very strong quarter for the investment banking division Completed 10 transactions including 4 IPOs, 4 QIPs and 2 private placement transactions
- Filed 6 new DRHPs over the past quarter- a number of IPOs are in various stages of execution
- Retained leadership in Private sector deals as per Prime Database League for Private sector IPOs in FY18- FY21
- Outlook for FY22 remains strong

Select marquee transactions in Q1FY22


IPO
Rs. 21,437 Mn



KIMS

June 2021
BRLM


IPO
Rs. 9,090 Mn



Shyam Metals

June 2021
BRLM


IPO
Rs. 25,000 Mn



Macrotech
Developers
(Lodha)

April 2021
BRLM

IPO
Rs. 4,529 Mn



Barbeque-Nation
Hospitality

April 2021
BRLM

QIP
Rs. 16,500 Mn



Indian Bank

June 2021
BRLM

QIP
Rs. 14,472 Mn



Union Bank

May 2021
BRLM

QIP
Rs. 18,000 Mn



Punjab National
Bank

May 2021
BRLM

QIP
Rs. 5,100 Mn



Dilip Buildcon

April 2021
BRLM

Preferential Issue
Rs. 2,509 Mn



5paisa Capital

April 2021
Sole Advisor

Section 3:

Governance, Awards and CSR

Led by an Independent and Illustrious Board



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, 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 Bhatiya, Independent Director

- 15+ years of experience in business structuring, due diligence and executing domestic and international mergers & acquisitions
- Chartered Accountant, Company Secretary, LLB

Awards & Recognitions

Most Innovative Leader of the Year awarded to Mr. R Venkataraman, Chairman of IIFL Securities



**At
World BFSI
Congress & Awards
2020**

CEO of the Year awarded to Mr. Sandeep Bhardwaj, CEO Retail segment of IIFL Securities



**At
World BFSI
Congress & Awards
2020**

“Innovation & Emerging Technologies”



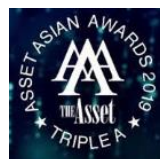
**At Asian BFSI
Leadership Awards**

‘Top Business Performer in OTB Segment FY 2019-20’



from BSE

Best IPO award for Embassy Office REIT



**At
The Asset Triple A Country Awards**

Ranked No.1 investment banker for equity capital raising through IPO by private firms



‘Best Use of Digital Media/Platform in the share trading category’ Award

**At
INKSPELL for IIFL Markets App**

“Leadership in Customer Service in Financial Services Sector”



**At The 7th Edition
of World Quality
Congress & Awards**



IIFL Group awarded the ‘Great Place to Work’ Certification

IIFL strongly believes in community development and sincerely undertakes multiple CSR initiatives.

COVID-19 Vaccination Drive

As part of its Mission Conquer COVID, IIFL Foundation initiated 'Kindness on Wheels' vaccination drive. This drive was aimed at vaccinating the specially-abled individuals residing in across Mumbai.

Through this initiative, safe and sanitized auto rickshaw service was provided at the doorstep of the specially-abled people. The drivers of these auto rickshaws were trained to support the individuals with special needs. The vaccination drive is still in progress at Mumbai, and about 1,000 people are likely to benefit from this initiative.



Ventilator Machines

Under initiative - Mission Conquer COVID, IIFL Foundation donated a servo ventilator machine to the Holy Spirit Hospital, Mumbai. The machine has been setup in the ICU ward that treats patients of COVID-19.

Another Machine has been setup at Community Healthcare centre in Mumbai, to support the underprivileged sections of the society in fighting the pandemic.



Covid Relief Kits

As part of its Mission Conquer COVID, IIFL Foundation donated 500 COVID relief kits in the 7 towns of Rajasthan.

Each kit consisted of a steam vaporizer, digital thermometer, pulse oximeter, face masks, hand sanitizer, toilet soap and detergent soap. The contents of the kit had been put together keeping in mind the lack of resources among the populace residing in the rural hamlets of Rajasthan. These kits assisted COVID patients in monitoring their health while they were quarantined at home.



Oxygen Concentrators

As India was gripped by the second wave of the COVID-19 pandemic, pressure on its medical infrastructure had intensified. There had been acute shortage of oxygen, beds and other facilities in several parts of the country.

Realizing the gravity of the situation, IIFL Foundation donated 165 oxygen concentrators of varying capacity (5 or 10 liters per minute) to COVID care centres in Maharashtra and Rajasthan.



Thank You

Published in July 2021

IIFL Securities Limited

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