

October 21, 2021

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

Sub: Corporate Presentation on the Unaudited Financial Results for the quarter and half year ended September 30, 2021

We enclose herewith the Corporate Presentation for the quarter and half year ended September 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 September 30, 2021



IIFL Securities Limited

October 21, 2021

NSE : IIFLSEC | BSE : 542773

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Section 1:

Financial Highlights

Consolidated Results (as per IND AS)

Quarter ended September 30, 2021

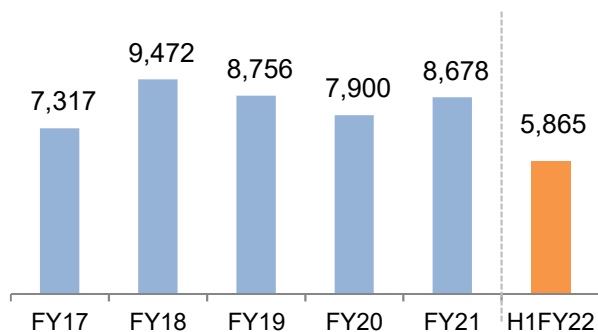


₹ Mn	Q2FY22	Q2FY21	Y-o-Y	Q1FY22	Q-o-Q	H1FY22	H1FY21	Y-o-Y
Revenue from operations	2,990.2	2,019.0	48%	2,506.2	19%	5,496.4	3,516.7	56%
Other income	193.9	163.2	19%	174.6	11%	368.5	448.4	(18%)
Total Income	3,184.1	2,182.2	46%	2,680.8	19%	5,864.9	3,965.1	48%
Employee cost	755.7	482.7	57%	663.0	14%	1,418.7	949.5	49%
Finance cost	303.9	136.4	123%	133.7	127%	437.6	255.5	71%
Depreciation and amortization expense	151.2	120.7	25%	151.6	(0%)	302.8	234.1	29%
Administration and other expense	1,007.8	749.3	35%	865.8	16%	1,873.6	1,278.8	47%
Total Expenses	2,218.6	1,489.1	49%	1,814.1	22%	4,032.7	2,717.9	48%
Profit Before Tax	965.5	693.1	39%	866.7	11%	1,832.2	1,247.2	47%
Provision for tax	245.0	184.0	33%	178.4	37%	423.4	323.1	31%
Profit After Tax	720.5	509.1	41%	688.3	5%	1,408.8	924.1	52%
Other Comprehensive Income	(10.2)	4.2	-	0.5	-	(9.7)	3.9	-
Total Comprehensive Income	710.3	513.3	38%	688.8	3%	1,399.1	928.0	51%

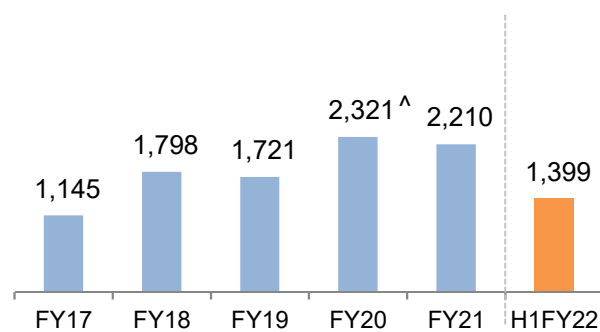
Financial Trends



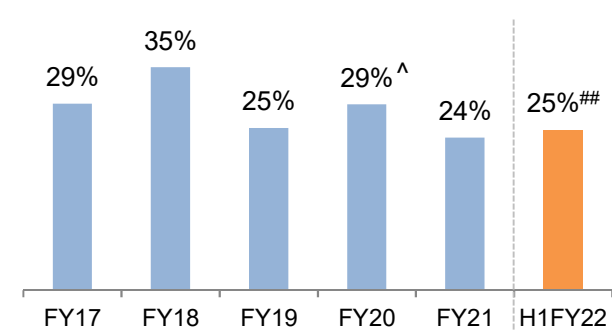
Total Revenue (₹ Mn)*



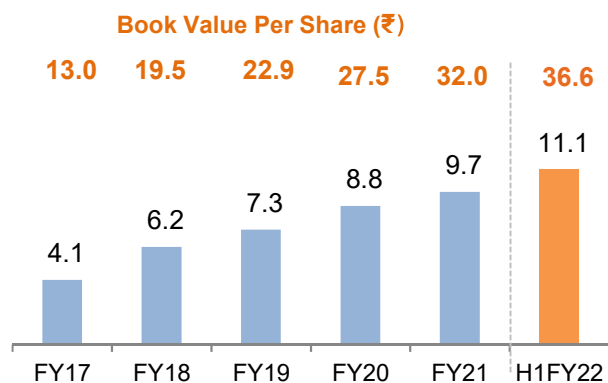
Profit after tax (TCI) (₹ Mn)*



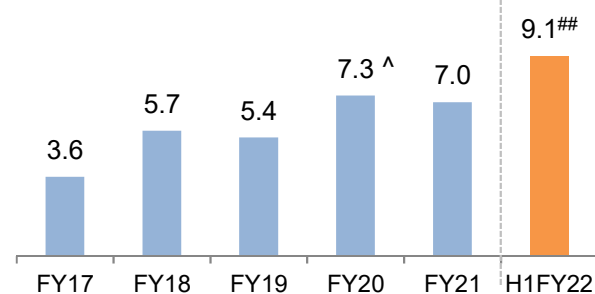
Return on Equity (%)*



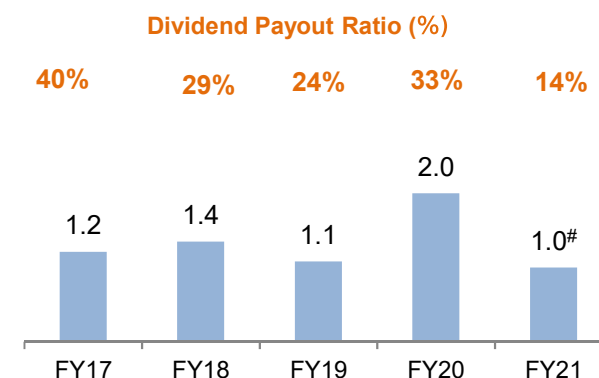
Net Worth (₹ Bn)*



EPS (₹)*



DPS (₹)*



*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:

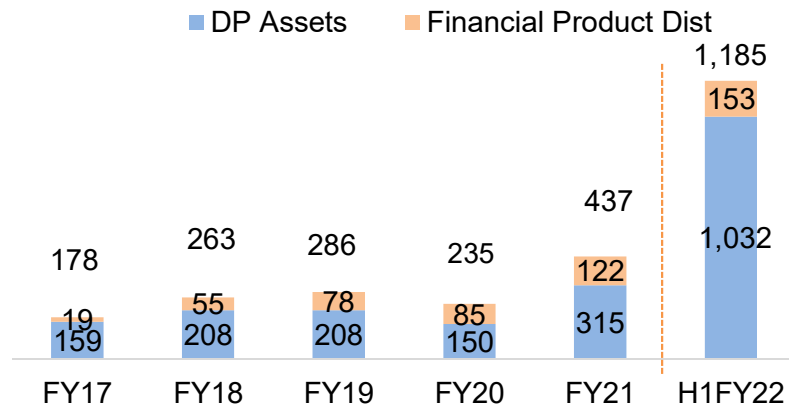
Business Performance

Legacy Business in Retail Broking and Distribution



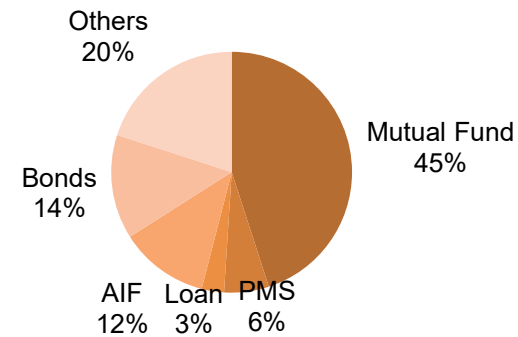
- Legacy of about two decades in retail broking and financial product distribution.
- Business offerings comprise equity, commodities and currency broking, DP services, portfolio advisory and distribution of investment products

Asset Under Management (₹ Bn)

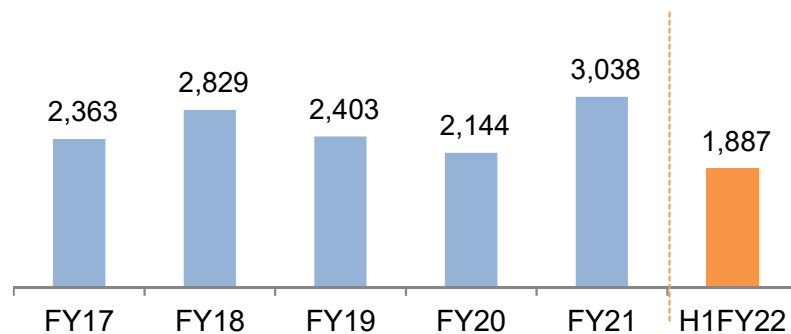


FPD AUM (₹ Bn)

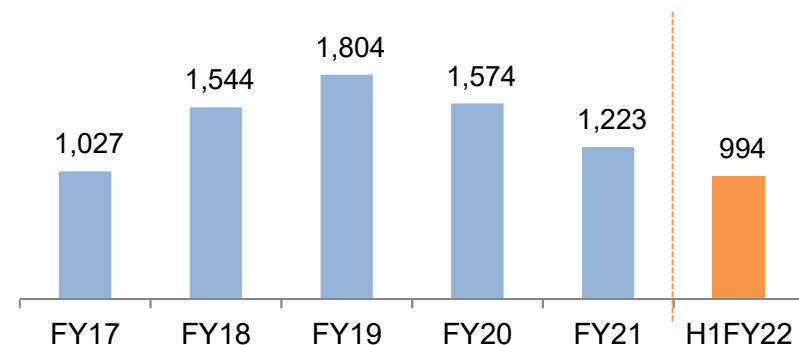
FPD AUM stood at ₹153 Bn. as on 30th, September 2021



Retail Brokerage Income (₹ Mn)



Financial Products Distribution Revenues* (₹ Mn)

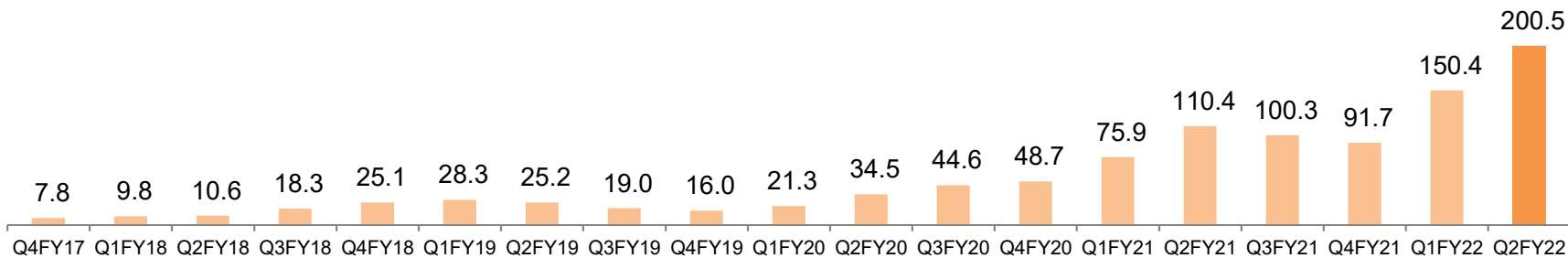


*Includes income from insurance as well

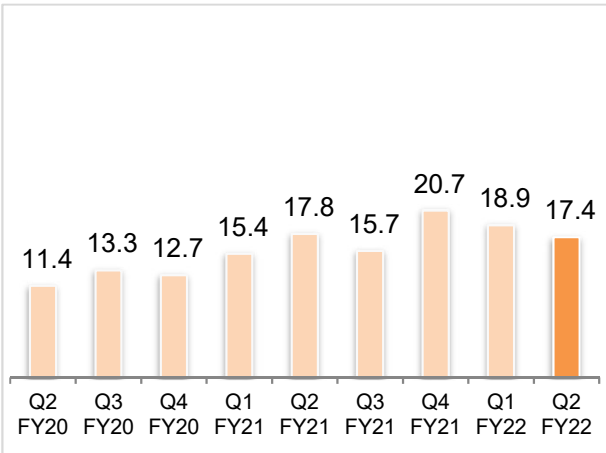
Focus on customer acquisition yielding results..



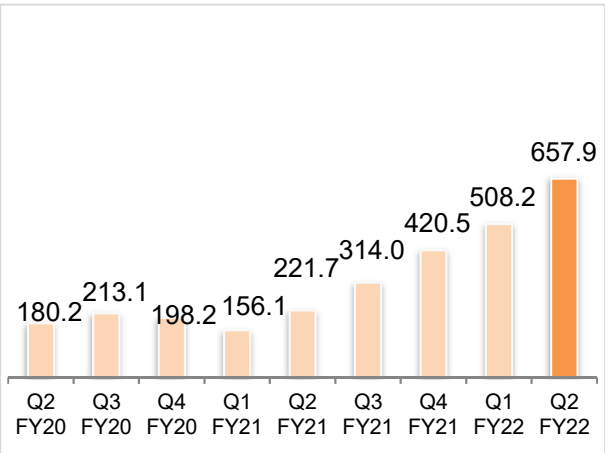
Customer Acquisitions ('000)



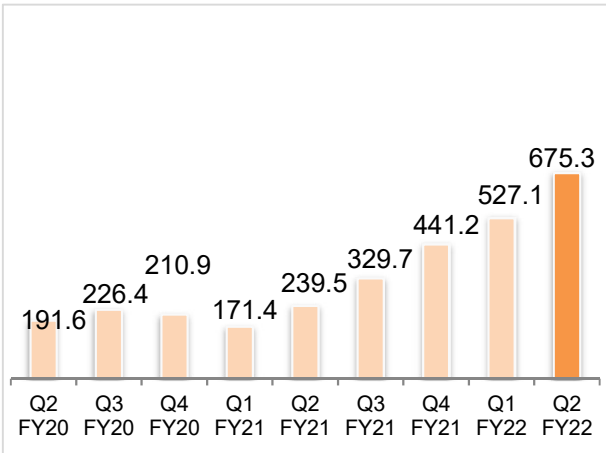
IIFL Average Daily Turnover – Cash (₹ Bn)*



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



IIFL Average Daily Turnover – Total (₹ Bn)*



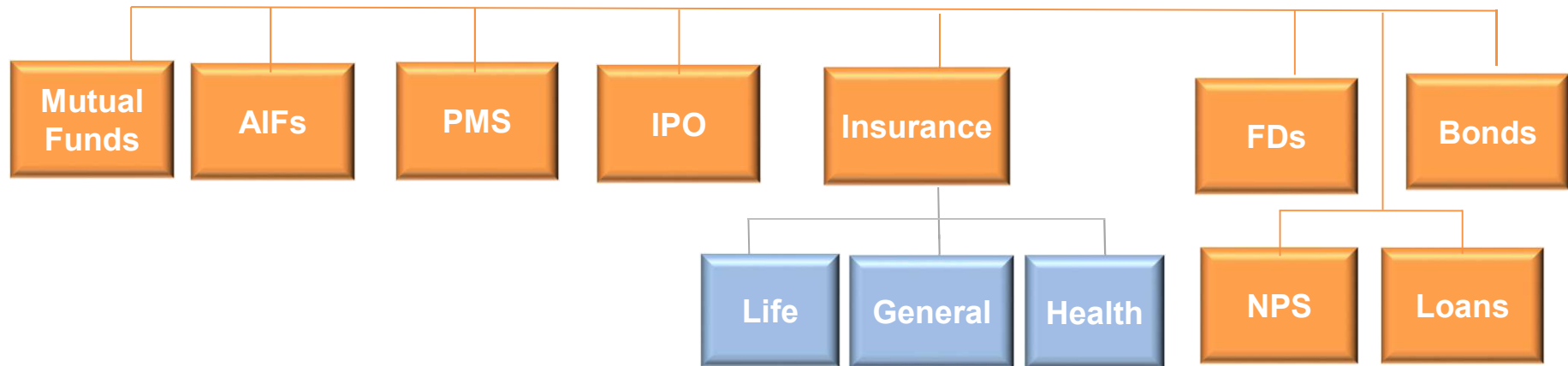
Source: NSE

*Turnover includes retail and institutional segments from NSE

One Stop Shop for Financial Products



Product offerings

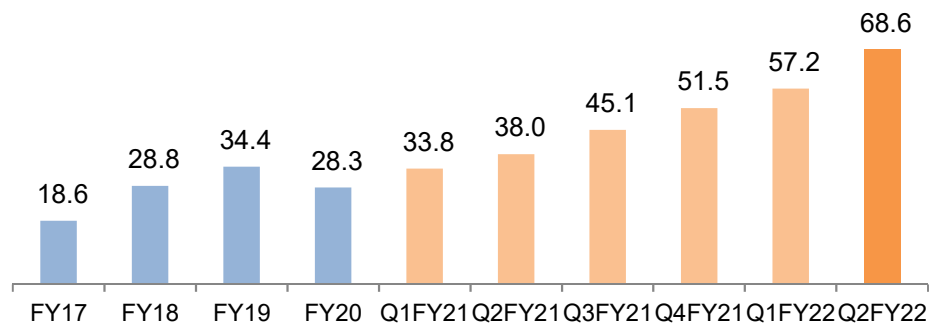


- Open architecture model in distribution
- MF and Insurance are retail focus products with good long term growth prospects
- Insurance premiums amounted to Rs 436 Mn, up 49% q-o-q.
- Mutual Fund AUM grew by 20% q-o-q to Rs 68.6 Bn as at September 30, 2021. SIP AUM grew by 14% q-o-q to Rs 13.3 Bn with a monthly average transaction count of 1,12,517.

Retail Focus on Insurance and Mutual Funds

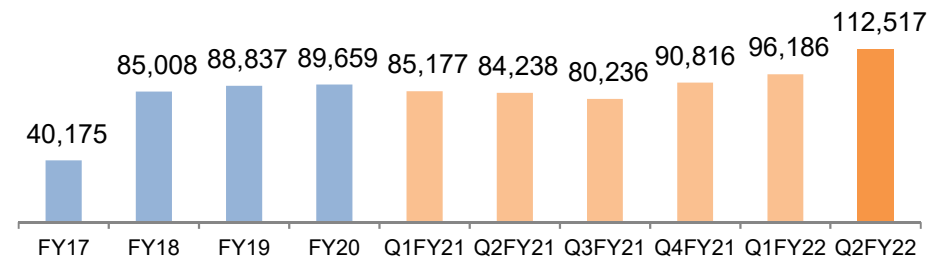


Mutual Fund AUM (₹ Bn)

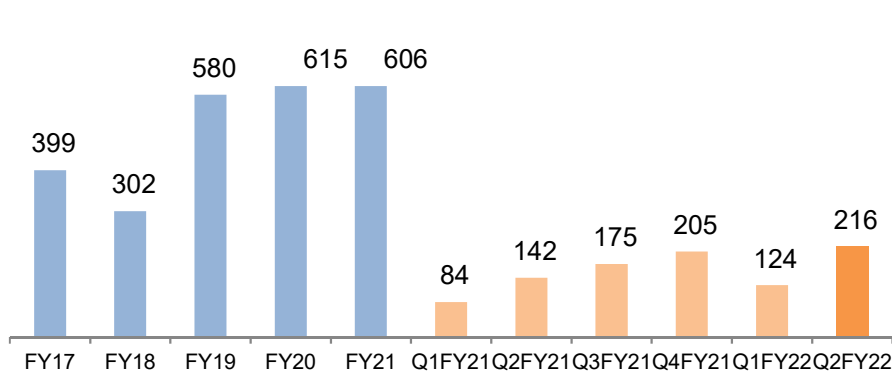


SIP Transactions (Count)

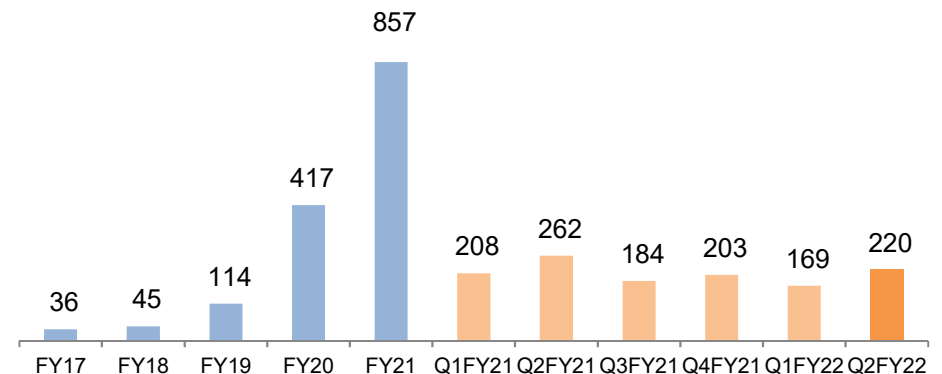
SIP AUM as at Sep 30, 2021 was ₹ 13.3 Bn



Life Insurance Premium (₹ Mn)



Non-life Insurance Premium (₹ Mn)



SIP transaction count is a monthly average

Pedigreed Institutional Broking Franchise with Strong Research Capabilities



- Among the top franchises on the street, with offices in Mumbai, New York and London
- 755+ 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 245 stocks under research coverage accounting for over 80% of India's market capitalization



Market Cap break up of stocks under coverage

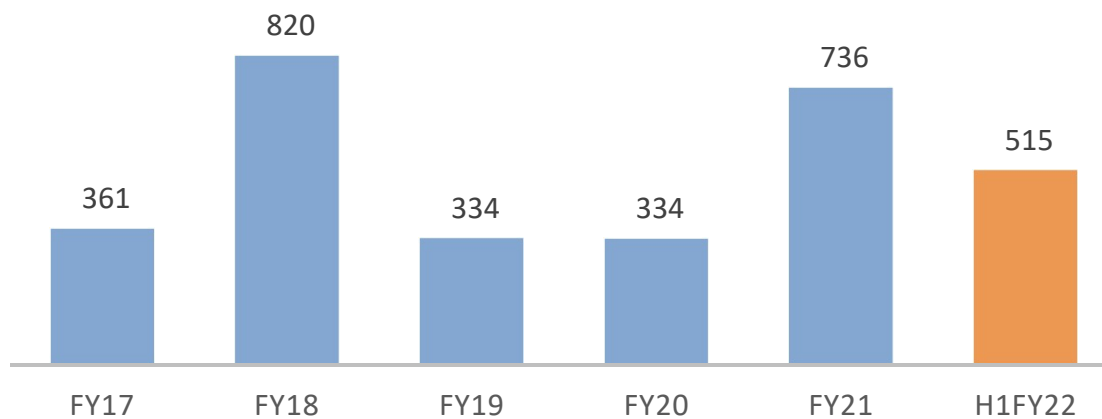
Market Cap bracket	IIFL Research Universe
Above US\$ 10 bn	62
Between US\$ 5 bn and US\$ 10 bn	45
Between US\$ 3 bn and US\$ 5 bn	38
Between US\$ 1 bn and US\$ 3 bn	57
Between US\$ 500 mn and US\$ 1 bn	26
Below US\$ 500mn	19
Total	247

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

- Q2FY22 has been a very strong quarter for the investment banking division. Completed 8 transactions including 4 IPOs, 2 QIPs/private placement and 2 debt transactions
- Filed 18 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 Q2FY22

IPO
Rs. 12,826 Mn



Sansera Engineering

Sep 2021
BRLM


IPO
Rs. 4,015 Mn



Windlas Biotech

Aug 2021
BRLM

IPO
Rs. 38,500 Mn



Chemplast Sanmar

Aug 2021
BRLM

IPO
Rs. 12,133 Mn



Krsnaa Diagnostic

April 2021
BRLM

QIP
Rs. 25,500 Mn



Bank of India

Aug 2021
BRLM

Preferential Allotment
Rs. 1,000 Mn



Barbeque Nation Hospitality

Sep 2021
Advisor

Public issue of NCD



IIFL Home Finance

Aug 2021
BRLM

Public issue of NCD



Indiabulls Housing Finance

Sep 2021
BRLM

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



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



At National Award for Excellence in BFSI

Best use of social media in marketing award



At National Award for Excellence in Branding & Marketing

Dream company to work for award



At National Award for Excellence in BFSI

Best use of technology in Customer Services



At BFSI Excellence Awards 2021

Corporate Social Responsibility



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

Tree Plantation

As part of its employee engagement initiatives, **IIFL Foundation** organized a tree plantation drive in Maharashtra and Rajasthan through which 156 saplings were planted.

Being a responsible corporate citizen, **IIFL Group** is committed to mitigating the risks arising from climate change. Tree plantation plays a crucial role in fulfilling this objective by combating environmental issues such as deforestation, erosion of soil, desertification in semi-arid areas, global warming, and more. Such initiatives assume even more significance in metro cities which need to shore up their green cover.



ICU Beds

IIFL Foundation donated 4 ICU beds in District Women Hospital, Nalanda Nagar, Washim, Maharashtra. The request came from Mr. Kuladeep Jangan (District Collector - Washim) and was honoured by IIFL Foundation.



Thank You

Published in October 2021

IIFL Securities Limited

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