

January 21, 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 and nine months ended December 31, 2020

We enclose herewith the Corporate Presentation for the quarter and nine months ended December 31, 2020.

Kindly take the above on records and oblige.

Thanking You,

Yours faithfully,

For IIFL Securities Limited



Megha 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

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Investor Presentation

For the quarter ended December 31, 2020



IIFL Securities Limited

January 21, 2021

NSE : IIFLSEC | BSE : 542773

Table of Contents

Section	Contents	Slide reference
1	Financial Highlights	4– 5
2	Business Performance	7 – 14
3	Governance, Awards and CSR	16–18

Section 1:

Financial Highlights

Consolidated Results (as per IND AS)

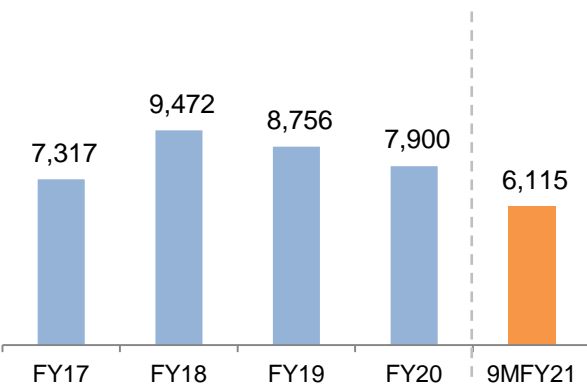
Quarter and nine months ended December 31, 2020



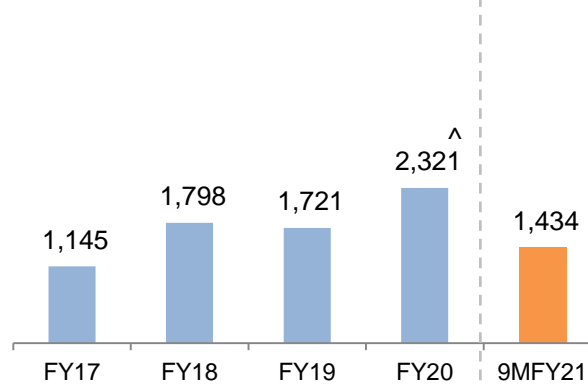
₹ Mn	Q3FY21	Q3FY20	Y-o-Y	Q2FY21	Q-o-Q	9MFY21	9MFY20	Y-o-Y
Revenue from operations	2,010.6	1,895.7	6%	2,019.0	(0%)	5,527.3	5,273.8	5%
Other income	139.2	206.5	(33%)	163.2	(15%)	587.7	527.3	11%
Total Income	2,149.8	2,102.2	2%	2,182.2	(1%)	6,114.9	5,801.1	5%
Employee cost	530.7	564.7	(6%)	482.7	10%	1,480.2	1,704.6	(13%)
Finance cost	105.0	214.4	(51%)	136.4	(23%)	360.5	662.6	(46%)
Depreciation and amortization expense	110.6	139.9	(21%)	120.7	(8%)	344.6	427.9	(19%)
Administration and other expense	719.1	553.1	30%	749.3	(4%)	1,998.1	1,517.9	32%
Total Expenses	1,465.4	1,472.2	(0%)	1,489.1	(2%)	4,183.4	4,313.0	(3%)
Profit Before Tax	684.4	630.1	9%	693.2	(1%)	1,931.5	1,488.1	30%
Provision for tax	178.5	165.3	8%	184.0	(3%)	501.6	392.8	28%
Profit After Tax	505.9	464.8	9%	509.2	(1%)	1,429.9	1,095.3	31%
Other Comprehensive Income	(0.0)	(0.7)	(100%)	0.4	(100%)	3.9	(1.8)	(122%)
Total Comprehensive Income	505.9	458.2	10%	513.3	(1%)	1,433.9	1,077.3	33%
Exceptional Items*	-	-	0%	-	0%	-	871.6	(100%)
Total Comprehensive Income (Including exceptional items)	505.9	458.2	10%	513.3	(1%)	1,433.9	1,949.0	(26%)

*Exceptional item in Q3FY20 consists of write- down of deferred tax assets and MAT credit due to reduction in corporate tax rate of Rs 145.5 Mn. Additionally, exceptional items in Q3FY20 includes profit of Rs1,017.1 Mn on sale of office property

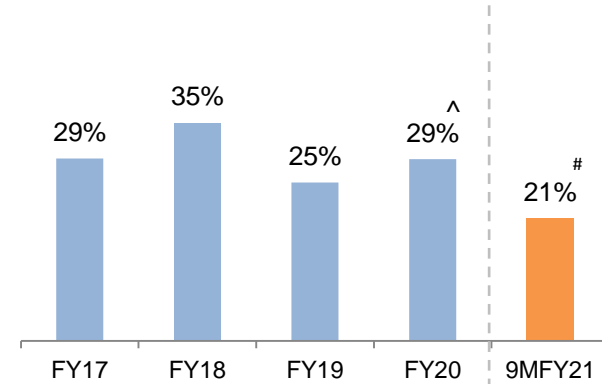
Total Revenue (₹ Mn)*



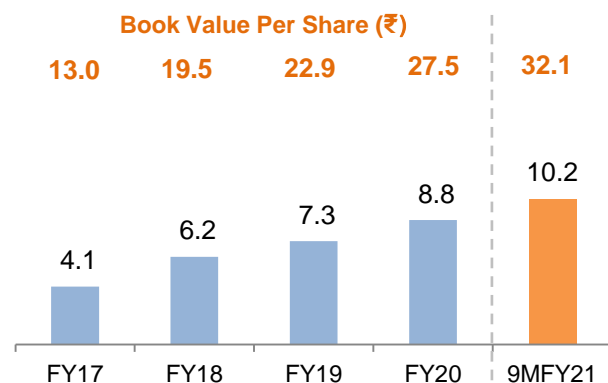
Profit after tax (TCI) (₹ Mn)*



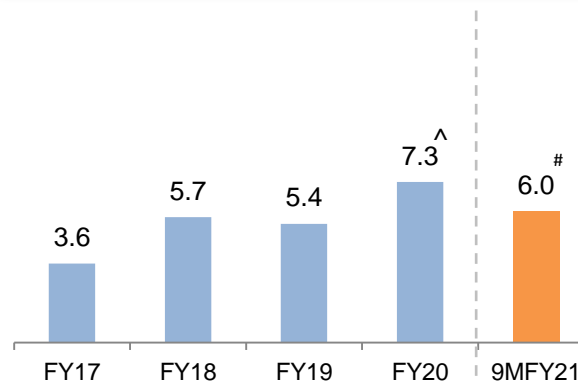
Return on Equity (%)*



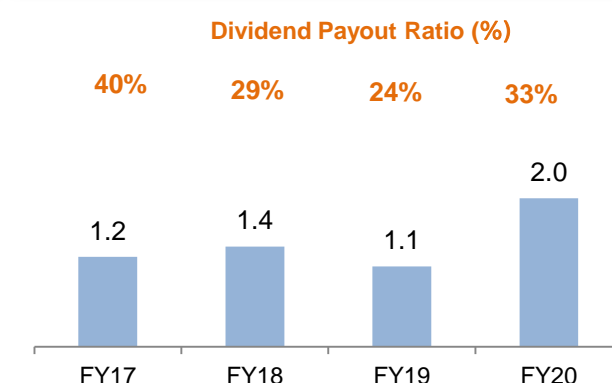
Net Worth (₹ Bn)*



EPS (₹)*



DPS (₹)*



*FY17 and FY18 figures are based on Proforma Accounts;

[^]Including exceptional items

[#] Annualised

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

DPR is including DDT

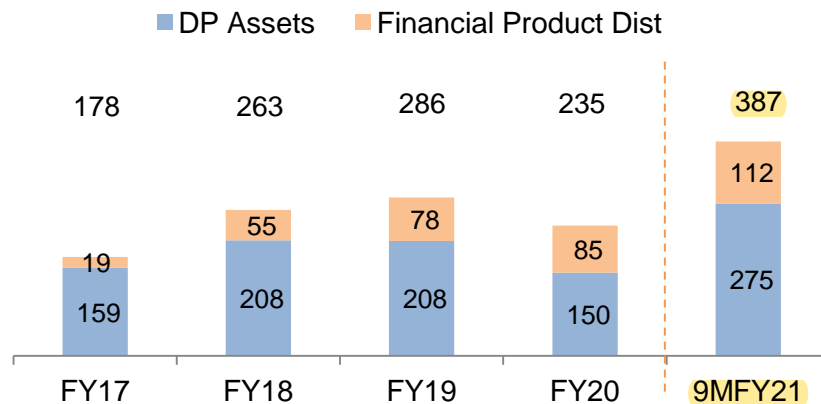
Section 2:

Business Performance

Legacy Business in Retail Broking and Distribution

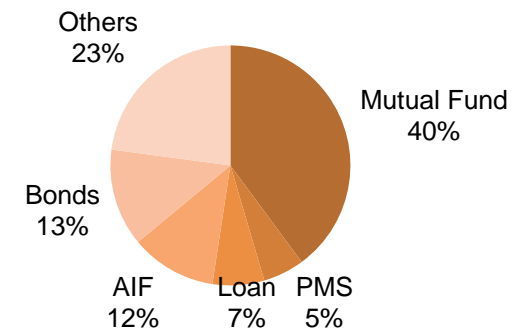
- Legacy of about two decades in retail broking and financial product distribution.
- Business offerings comprise equity, commodities and currency broking, DP services, portfolio advisory and distribution of investment products

Assets Under Management (₹ Bn)

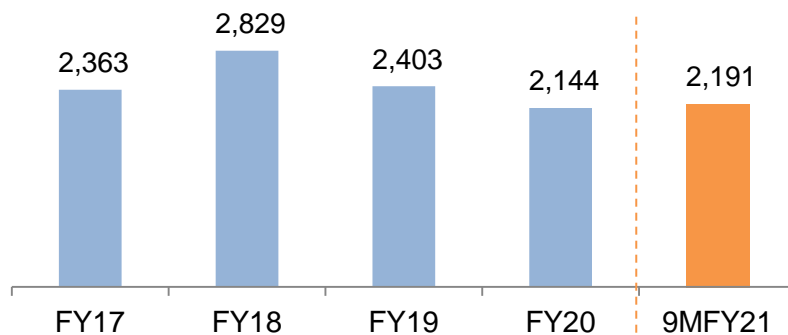


FPD AUM (₹ Bn)

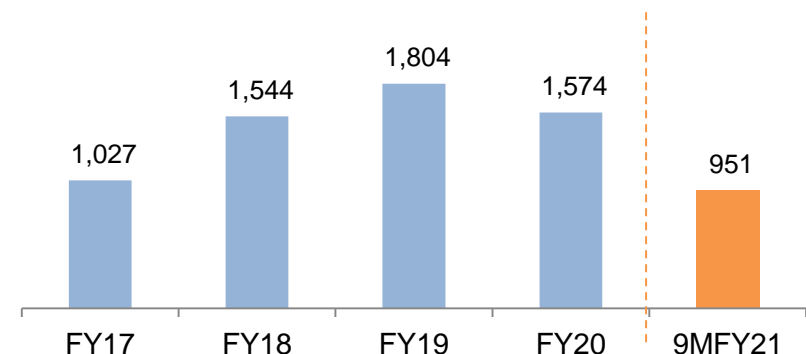
FPD AUM stood at ₹112 Bn. as on 31st December, 2020



Retail Brokerage Income (₹ Mn)

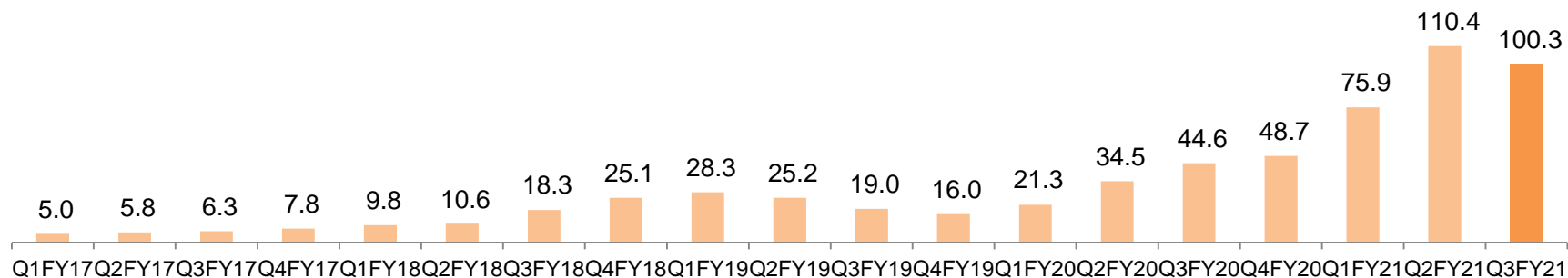


Financial Products Distribution Revenues (₹ Mn)

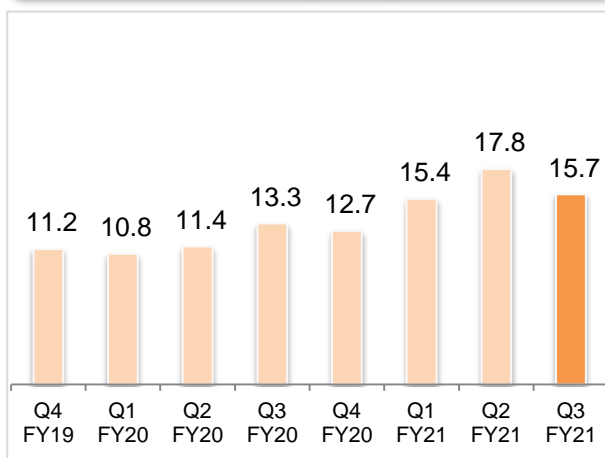


Customer acquisition: Continues to gain traction

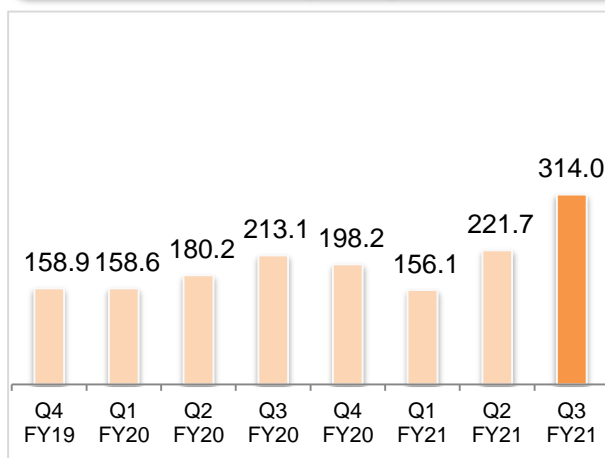
Customer Acquisitions ('000)



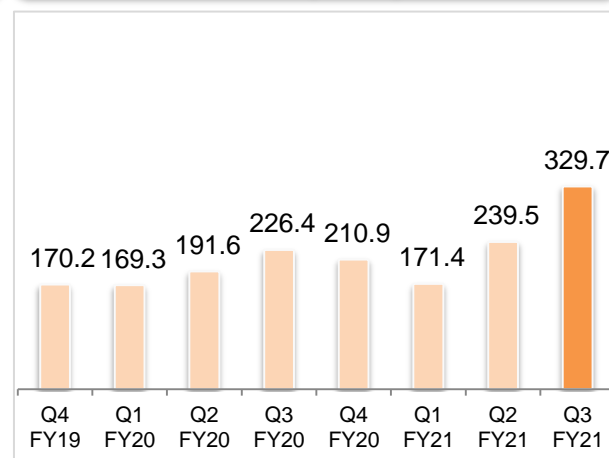
IIFL Average Daily Turnover – Cash (₹ Bn)*



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



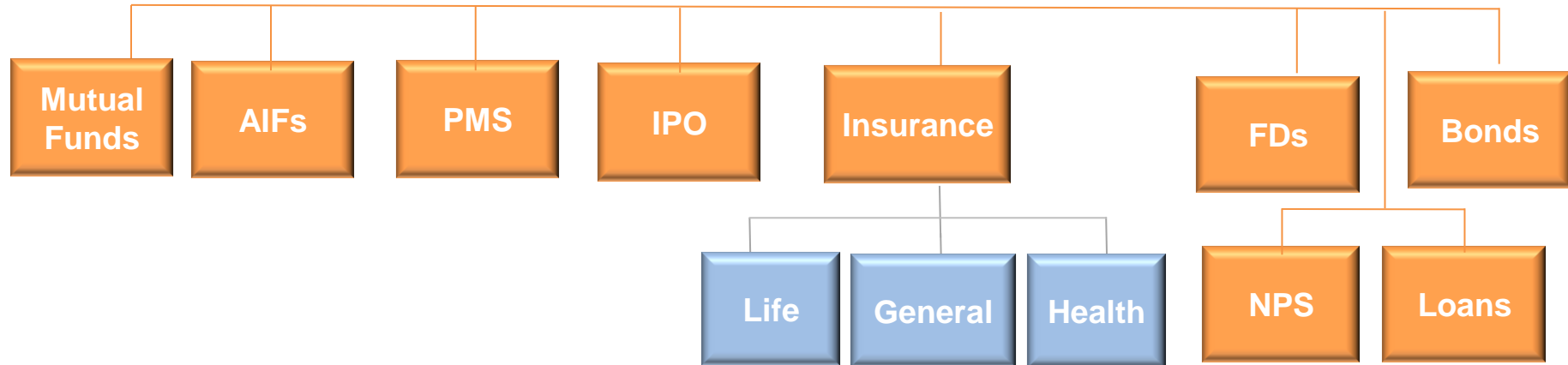
IIFL Average Daily Turnover – Total (₹ Bn)*



Source: NSE

*Turnover includes retail and institutional segments from NSE

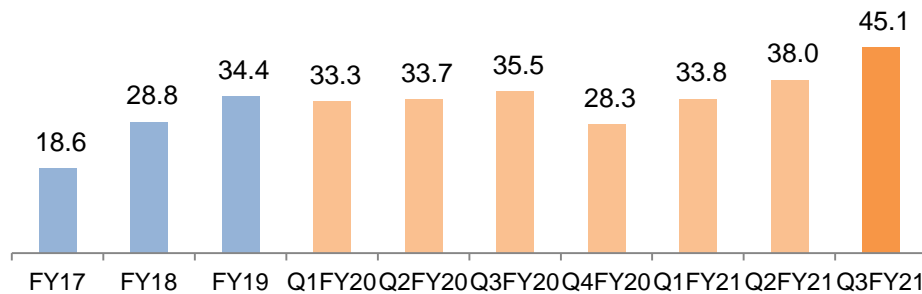
Product offerings



- Open architecture model in distribution
- MF and Insurance are retail focus products with good long term growth prospects
- Insurance premiums amounting to Rs 359 Mn have witnessed 29% y-o-y growth in Q3FY21
- Mutual Fund AUM grew by 19% q-o-q to Rs 45.1 Bn as at December 31, 2020. SIP AUM grew by 14% q-o-q to Rs 9.0 Bn with a monthly average transaction count of 80,236

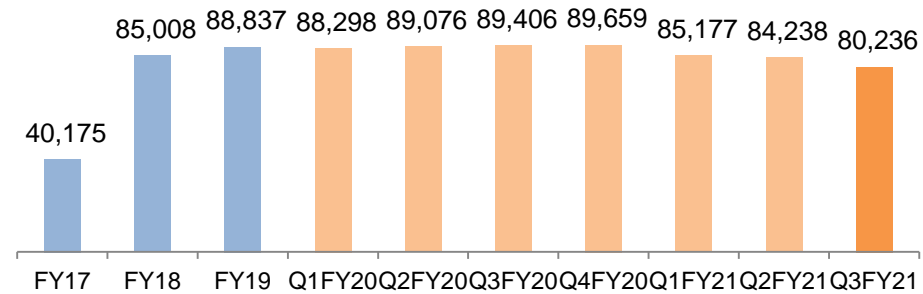
Retail Focus on Insurance and Mutual Funds

Mutual Fund AUM (₹ Bn)

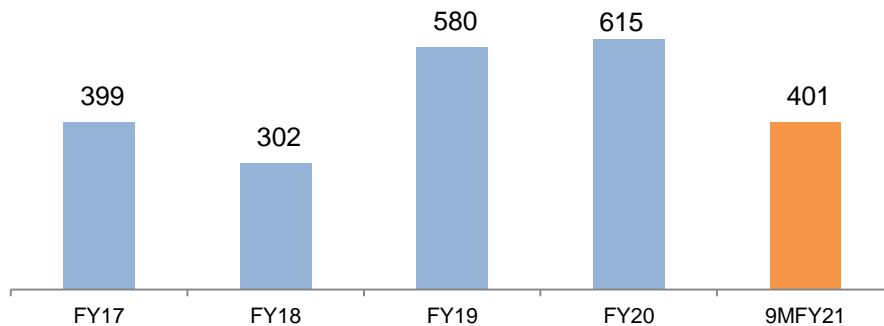


SIP Transactions (Count)

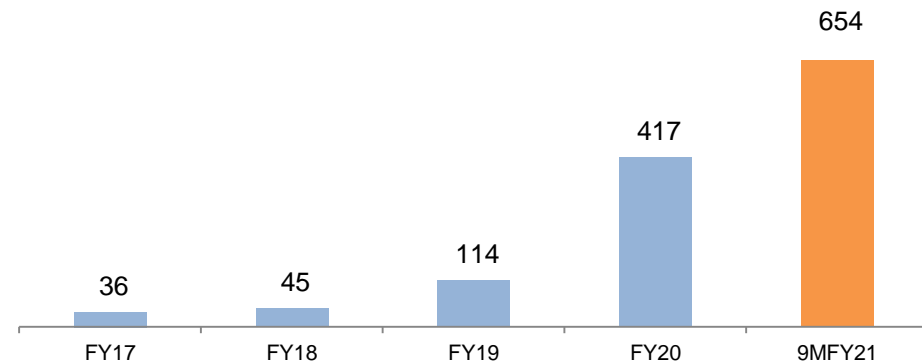
SIP AUM as at December 31, 2020 was ₹ 9 Bn



Life Insurance Premium (₹ Mn)



Non-life Insurance Premium (₹ Mn)

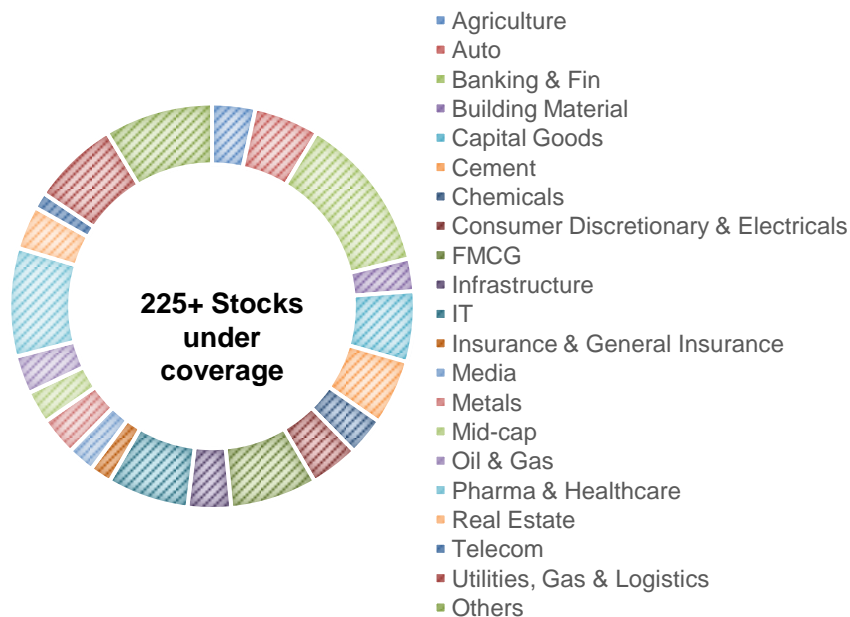


Pedigreed Institutional Broking Franchise with Strong Research Capabilities



- Among the top franchises on the street
- 700+ 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
- 225+ 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

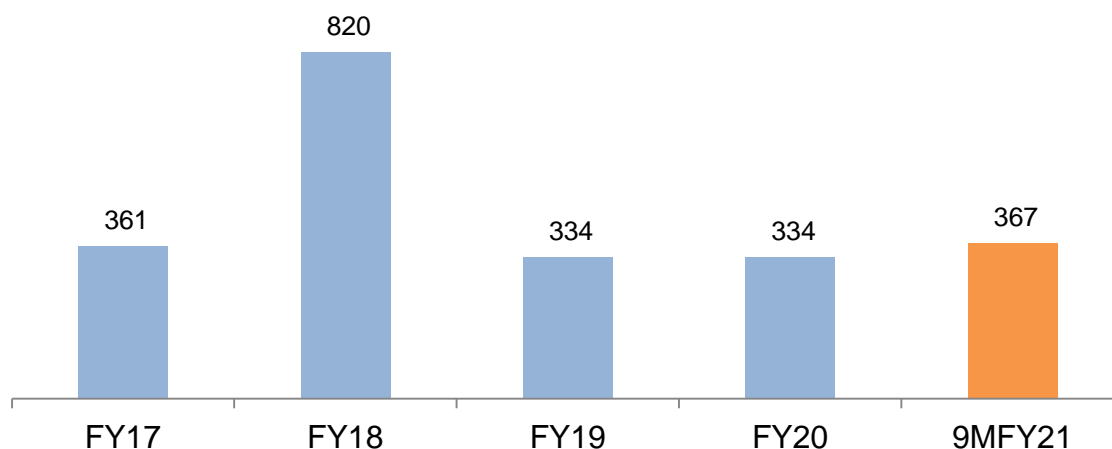
Market Cap bracket	IIFL Research Universe
Above US\$ 10 bn	46
Between US\$ 5 bn and US\$ 10 bn	34
Between US\$ 3 bn and US\$ 5 bn	40
Between US\$ 1 bn and US\$ 3 bn	56
Between US\$ 500 mn and US\$ 1 bn	30
Below US\$ 500mn	27
Total	233

League Table Rankings – Private Sector IPOs - FY18 – 9MFY21

**IIFL Ranks #1 in raising Equity
for private sector IPOs for
FY18 – 9MFY21**



Investment Banking Revenues (₹ Mn)



Note: Revenue recognition is based on milestone completion

- Q3FY21 had been has been a prolific quarter for IIFL's investment banking division - Completed 13 transactions including 3 IPOs, 4 QIPs, 1 OFS and 5 private equity transactions
- Filed 3 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 Equity IPOs in FY18-9MFY21
- Deal activity has picked up substantially- pipeline is robust

Select Marquee transactions in Q3FY21

Initial Public Offering

USD 41 Mn



Antony Waste
Handling Cell*

Dec 2020

Initial Public Offering

USD 72 Mn



Mrs. Bectors Food
Specialities

Dec 2020

Qualified Institutions
Placement

USD 501 Mn



Embassy Office
Parks REIT

Dec 2020

Qualified Institutions
Placement

~USD 500 Mn



Punjab National Bank

Dec 2020

Qualified Institutions
Placement
~USD 200 Mn



IDBI Bank

Dec 2020

Offer for Sale

USD 583 Mn



Indian Railway Catering
and Tourism Corp.

Dec 2020

Qualified Institutions
Placement

USD 34 Mn



INOX Leisure Ltd.

Nov 2020

Secondary Private
Placement
USD 14 Mn

National Stock
Exchange of India

Nov 2020

Private Placement

USD 22 Mn



Neptra Resource
Management

Nov 2020

Secondary Private
Placement

USD 100 Mn

National Stock
Exchange of India

Oct 2020

Initial Public Offering

USD 71 Mn



Equitas Small
Finance Bank

Oct 2020

Secondary Private
Placement
USD 18 Mn



Etechaces Marketing
and Consulting

Oct 2020

- The shareholders of the Company vide postal ballot resolution dated December 22, 2020 accorded its consent for the buy back of its fully paid-up equity shares of face value of Rs. 2/- (Rupee Two) each (“**Equity Shares**”), from the members of the Company (except promoters, promoter group and persons in control of the Company) at a price not exceeding Rs. 54 (Rupees Fifty Four Only) per Equity Share (“**Maximum Buyback Price**”)
- The status of Buyback as on January 20, 2021 is as under:

Particulars	
Total amount earmarked for Buyback (₹ in Crs.)	90.0
Cumulative amount utilized for Buyback as on 20/01/2021 (₹ in Crs.)	60.7*
No. of shares bought back as on 20/01/2021 (₹ in Crs.)	1.2

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 Bhatia, 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

'Top Business Performer in OTB Segment FY 2019-20'



from BSE

Best Product Launch PR Campaign 2019' Award for AAA - Advisor Anytime Anywhere



At
Corporate
Communications &
PR Awards 2019

"Leader in Go Green Initiative" Award

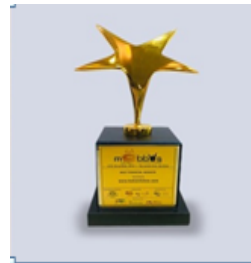


At NSDL Star Performer Awards
2019



Best IPO award for Embassy Office REIT

at
The Asset Triple A Country Awards



The Mobby's Award for Best Financial Website

At
World Marketing
Congress



'Company of the Year 2019'

by
The CEO Magazine



'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 focused around Education, Financial Literacy and Environment protection, among others.

Education Initiatives



The flagship initiative of IIFL Foundation that aims at eradication of Illiteracy among females, regained its operation during the unlock phase from June 2020. The team members followed safety guidelines issued by the Government and continued their engagement with the communities. The Daksha (learning facilitator) played a pivotal role in keeping the children from hamlets, informed and safe during the lockdown phase.

In addition to operating the learning centres for girls, our on-field team supported work of Anganwadi workers and Primary Health Centre's (PHC), to spread awareness over the pandemic and assist in emergency services.



Chauras



- Chauras is a learning centre cum crèche for children of migrant construction site workers. The centre is operating in a limited capacity as the pandemic has put limitations over work at construction site and also a significant number of labourers have returned to their hometown during the lockdown.
- The centre shall regain its operation observing the safety guidelines issued by the Health Ministry of India to prevent spread of Covid-19. At routine health check-up and vaccination of the children was conducted in Month of Dec.

Artificial Insemination

- Through Artificial Insemination project, IIFL Foundation has supported farmers from low income groups to venture and progress in the vertical of Dairy production. This Livestock Development project is operational in 3 states across India – Rajasthan, Karnataka and Tamil Nadu, with a total of 7 AI centres.
- These AI centres were deployed and have been functional since April 2020, and have covered **2603 cattle** since then (April – Dec 2020).

Thank You

Published in January 2021

IIFL Securities Limited

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