REF: CIL/CC/110/2023-24



March 20, 2024

То,	То,
The Manager,	The Manager,
Listing Department	Listing & Compliance Department
BSE Limited	National Stock Exchange of India Limited
P.J. Towers, Dalal Street,	Exchange Plaza, Bandra Kurla Complex,
Mumbai – 400 001	Bandra East, Mumbai - 400051
Company Code: 531358	Company Code: CHOICEIN
ISIN: - INE102B01014	

Sub: Intimation of Schedule of Analyst/ Institutional Investor Meet.

We wish to inform you that pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, the company met following Analyst/Institutional Investors.

Date	Type of Interaction	Interaction with	Location	Company Representative
20 th March, 2024	Physical Meeting	Group of Analysts/ Investors	Rajkot	Arun Poddar - Executive Director & CEO, Sunil Bagaria - Chief Operating Officer CA Ayush Sharma - Finance Controller

The discussion was on the company and did not involve any unpublished price sensitive information. Further, please find enclosed Q3 FY24 Earnings Presentation <u>https://cmsapi.choiceindia.com/assets/80a5ff38-44a0-46fc-839a-f142f76eabd6</u>

This is for your information and records.

Thanking You,

Yours truly,

For Choice International Limited **Karishma Shah** (Company Secretary & Compliance Officer)

Choice International Limited Sunil Patodia Tower, J B Nagar, Andheri East, Mumbai - 99 T +91 22 67079999 E info@choiceindia.com CIN No. L67190MH1993PLC071117 www.choiceindia.com

Letterheads. Keeping words official.







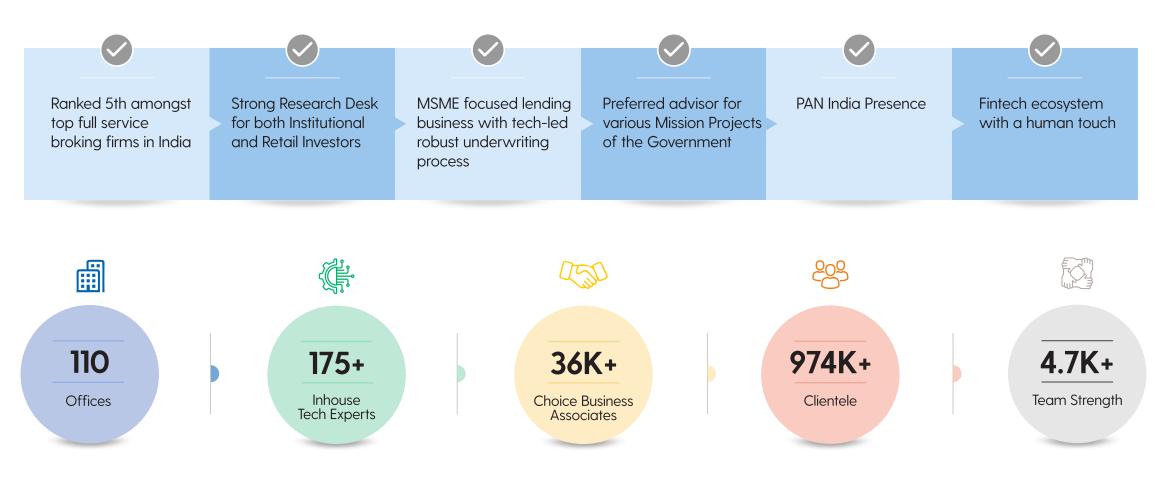
Choice International Ltd. (BSE: 531358, NSE: CHOICEIN)

Q3 & 9M FY24 Earnings Presentation

© Choice International Ltd.

Company Overview

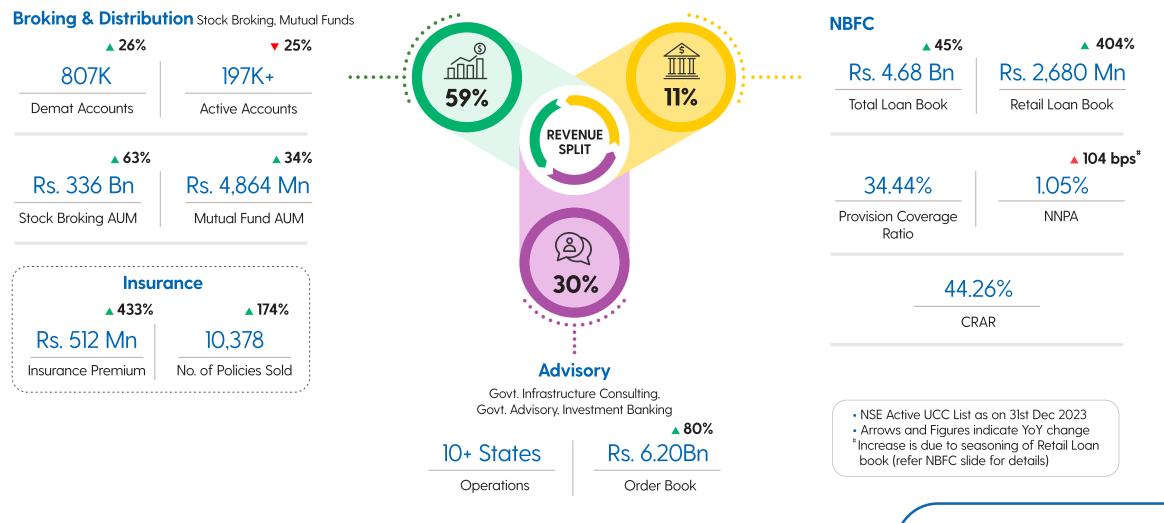
One of the leading financial conglomerates with over a decade's expertise providing tech-led services



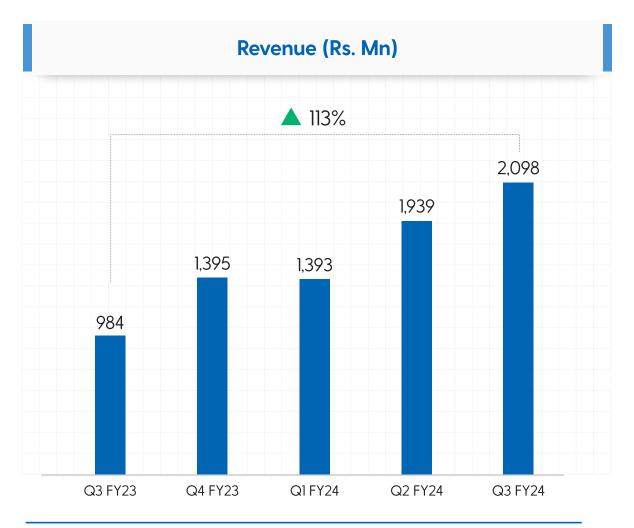
*After excluding discount brokers and bank brokers

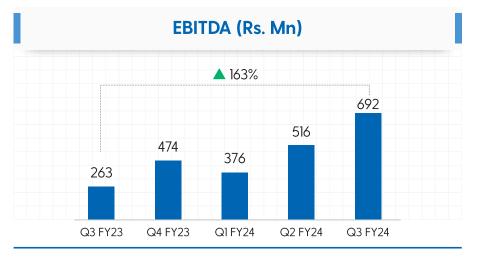
Key Highlights

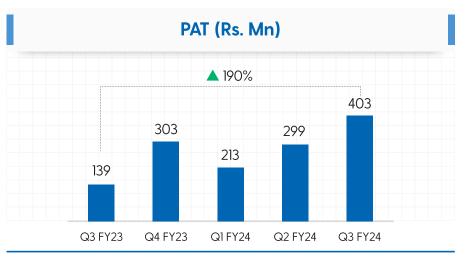
A diversified mix for sustainable business



Q3 FY24 Highlights



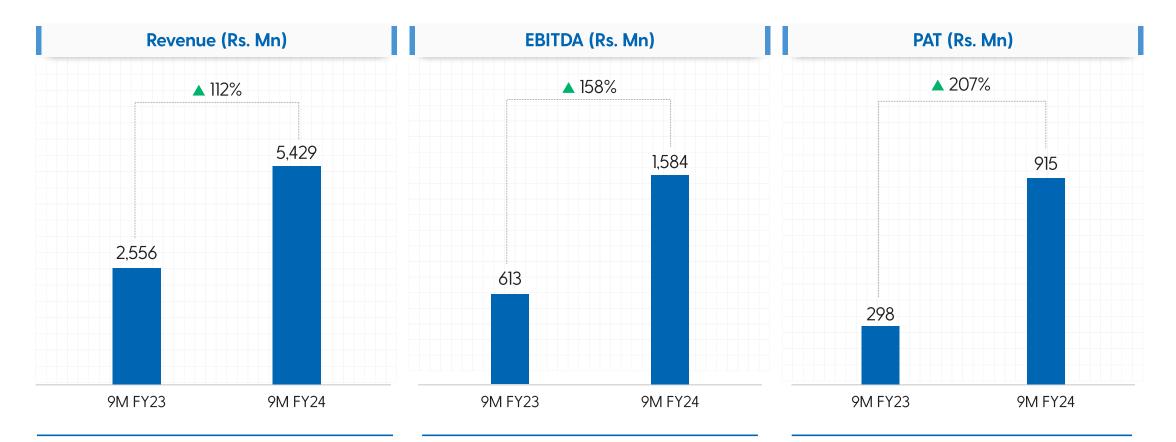




*Figures indicate YoY Increase



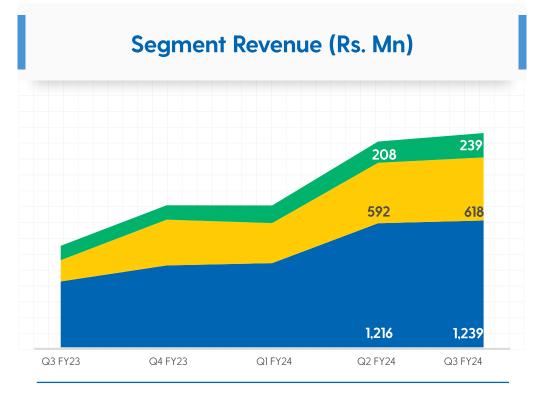
9M FY24 Highlights

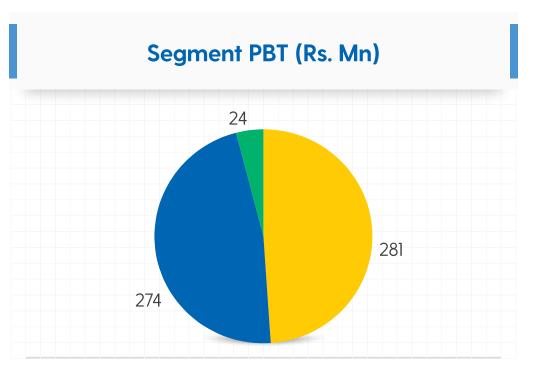


*Figures indicate YoY Increase



Q3 FY24 Highlights





Broking Services Advisory Services NBFC Services

Excludes:

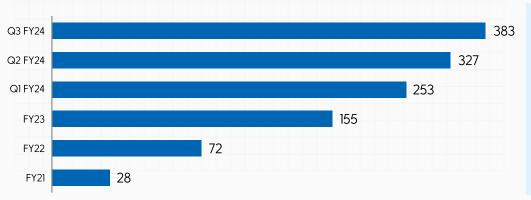
- · Unallocable revenue: Q2 FY24 43, Q3 FY24 44
- Inter segment revenue elimination : Q2 FY24 120, Q3 FY24 41

Excludes:

 \cdot Other Unallocable expenditure net off Unallocable income: 17

Stock Broking - Industry Overview

ADTO (Rs. Lacs Crores)



Growing Industry ADTO with increasing share from semi-urban geographies and steady growth of retail participation



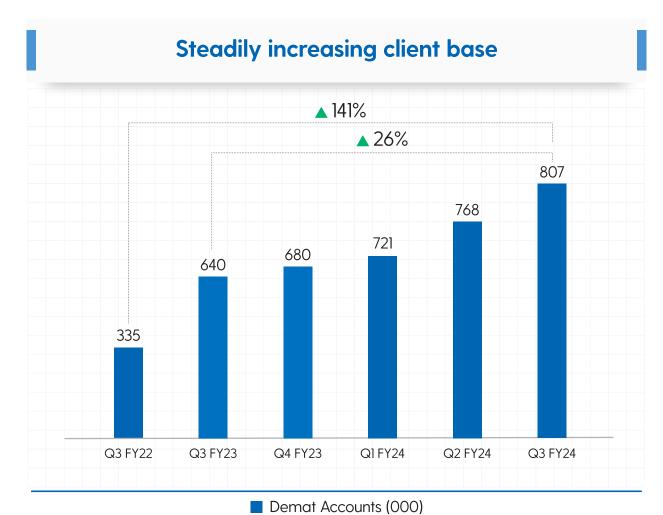


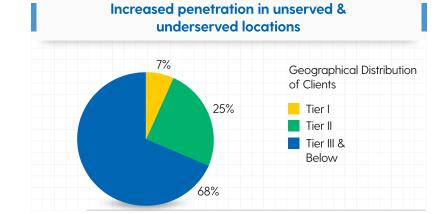
Beneficial for Choice, being industry leader with:

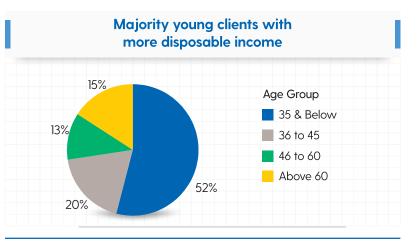
- Enhanced Revenue Streams through diversification
- Cross Sale Capability
- Low Acquisition Cost
- Focused on Tier 3 & below geographies
- Physical presence on ground

- Technology at core for increased operational efficiency
- Focus on Value Added Services like Wealth Management, Research, Advisory and Financial Planning to maximize Customer Engagement
- Potential Inorganic Growth

Expanding our PAN India reach and client demographic

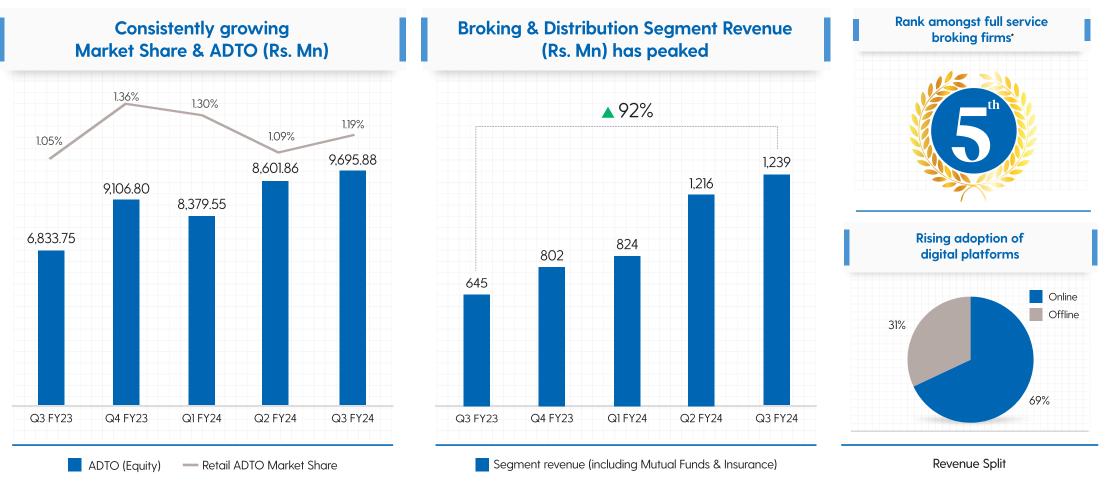






© Choice International Ltd.

Expanding our PAN India reach and client demographic

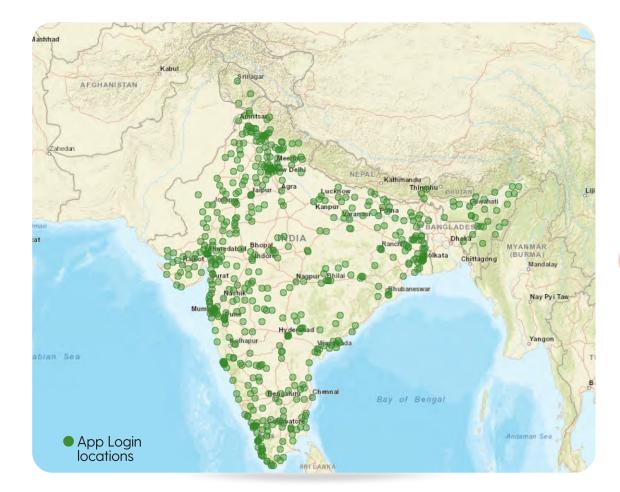


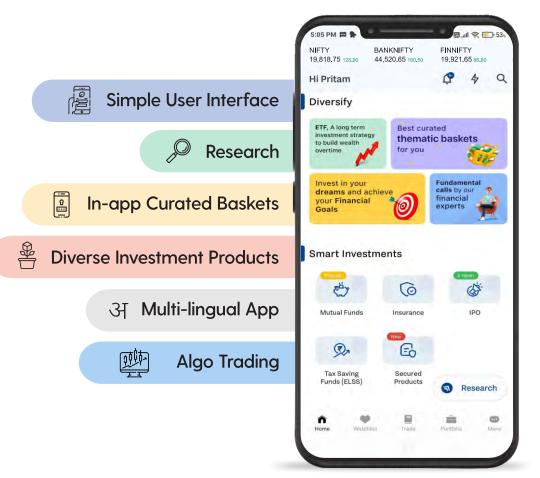
*After excluding discount brokers and bank brokers

Expanding our PAN India reach and client demographic

Choice FinX

One Customer, One Platform - Financial Services Super App





*Some features are available only on Android



5%

<mark>▲ 8%</mark>

46 Million+

4 Hrs 7 Mins

11.9 Lakhs+

© Choice International Ltd.

App Downloads

API requests

served per day

Avg. daily user engagement on

app

Figures indicate QoQ change

25

Ð

Stock Broking

Simple User Interface, Research, In-app Curated Baskets, Diverse Investment Products



User Behavior-Driven Client Engagement:

We focused on enhancing client engagement through user behavior analysis. Leveraging insights, we have seen success in upselling other products to our clients.



Scalability Enhancement:

We achieved major scalability improvements by transitioning from a monolithic architecture to a icroservicesbased architecture. Additionally, we migrated our backend API architecture from a DLL framework to a cloudbased framework, enhancing system performance and reliability.



Auto Scalable Architecture:

Implementing an auto-scalable architecture allowed us to increase our system's load capability from 5x to 10x, ensuring seamless service even during peak usage times.



Margin Trading Facility (MTF) Orders Advance Orders - Bracket Orders, GTT, Cover Orders and Icebergs



Tech Insights

Seamless collaborations, Cutting-edge features

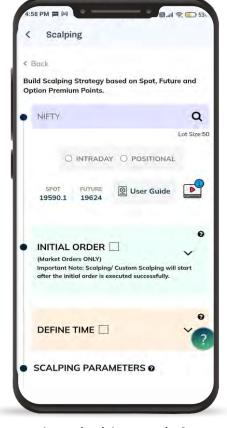
Front End	Middle Layer (Custom Interface Layer)		Back End Systems
Exe based trading platforms	Usage of Middle Layer: • GTT		Back-office
Mobile App	 Charts Orders Reports MIS 		OMS and RMS
Web Trading Platform	Benefits of Middle layer:No need to reinvent the	C C C C C C C C C C C C C C C C C C C	CRM (LMS)
Integrations: Chart - Trading View	traditional systems Easy Customization Quick Iterations 		



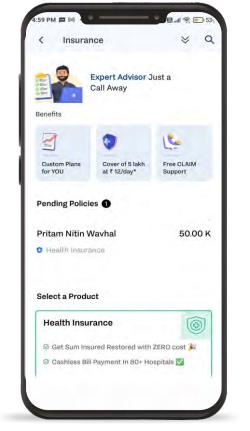
Simple User Interface, Research, In-app Curated Baskets, Diverse Investment Products

< SENSEX 85 66,496.01 4	ie 116.65 (0.63%)	\heartsuit	
1M Future 66,505.45	2M Future 66,525.00	Ro	llover spread 19.55
Open Interest 19,14,260		1	Put Call Ratio 1.16
Call LTP OI Crowd	Strike	01 C	Put LTF rowd
1,135.65 (35%)	65,400		29.15 (-72%
1,070.65 (40%)	65,500		36.20 <mark>(-71%</mark>
975.00 (43%)	65,600	4	14.60 (-69%
900.50 (48%)	65,700	4	54.75 (-68%
808.80 (51%)	65,800		36.60 (-67%
717.20 (54%)	65,900		81.50 (-65%
628.25 (57%)	66,000	10	00.00 (-63%
555.60 (63%)	66,100	12	23.20 (-60%
478.85 (66%)	66,200	14	49.90 <mark>(-58%</mark>
411.15 (71%)	66,300	1	81.60 <mark>(-55%</mark>
349.30 (75%)	66,400	22	20.00 (-53%
292.10 (81%)	66,500	20	3.30 (-50%
Filters: 13 Oct 23	- LTP	01	~

Users can now trade BSE F&O SENSEX Contracts



Launched Auto trade & Scalping features



Enhanced Advisory Model for Tailored Insurance Recommendations

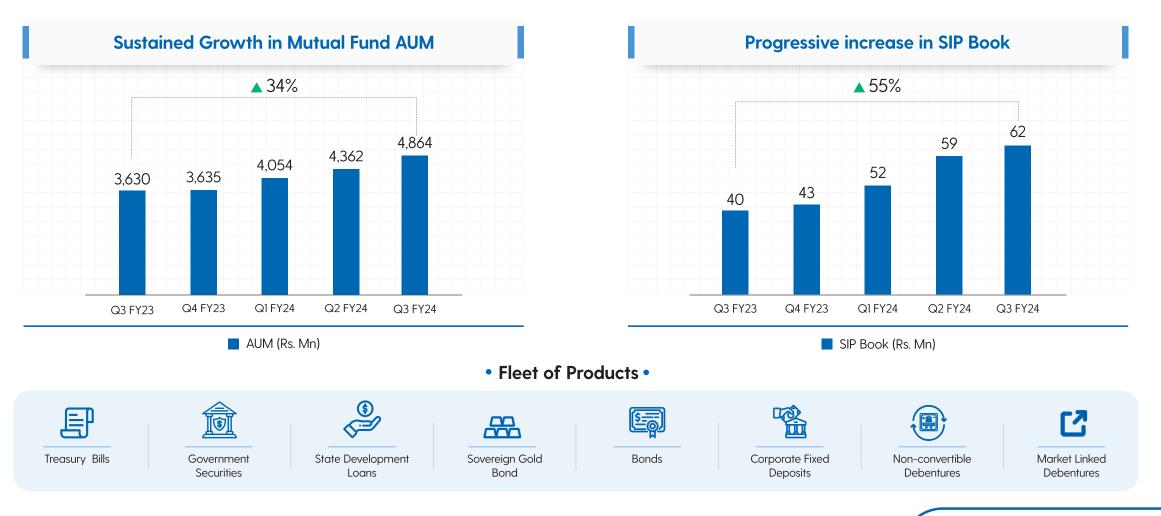
Amount you're plann	nount ning to invest monthly	
10000		
+ 500	+ 1,000	+ 2,000
before requiring the	you thinking of keepin funds?	Years
Risk Preferenc	e chance of potential gro	wth
Low Risk	Medium	High Risk
Stoble returns	Balanced approach	High returns
Invested Amount ₹10.000	Est. returns + ₹4.049 =	Total Value = ₹14.049

Personalized Investment Planning for Mutual Fund Users



Stock Broking - Allied Products

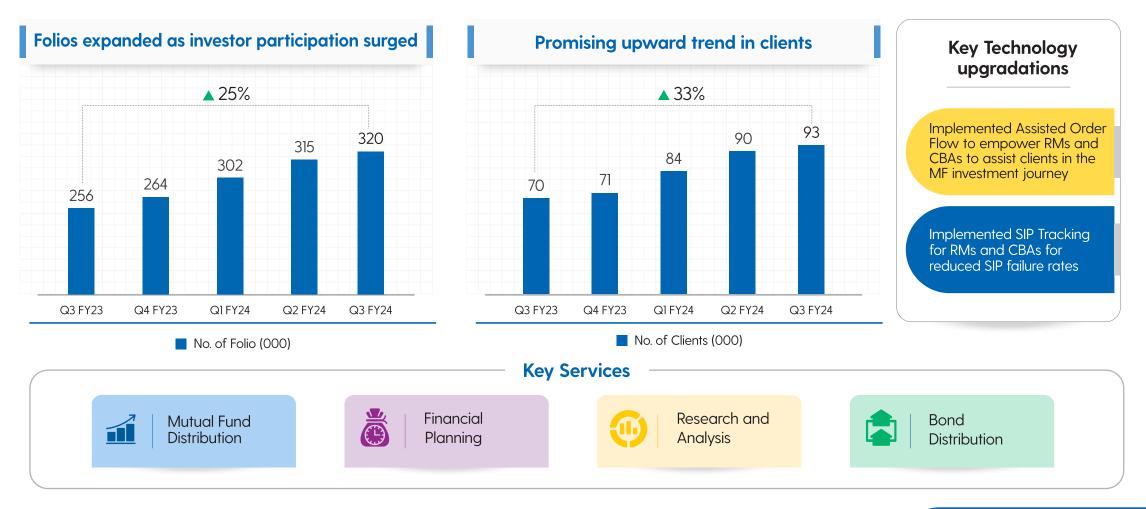
Maximizing growth of portfolio with a mix of products





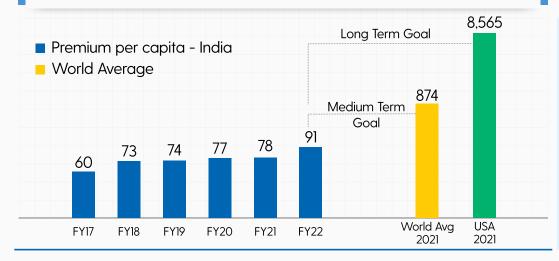
Stock Broking - Allied Products

Maximizing growth of portfolio with a mix of products

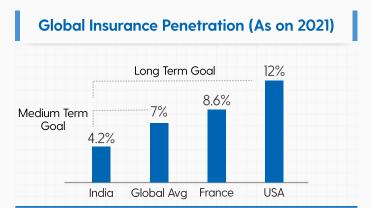


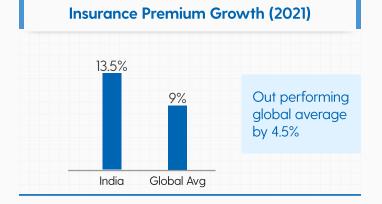
Insurance - Industry Overview

Insurance Density (US\$)



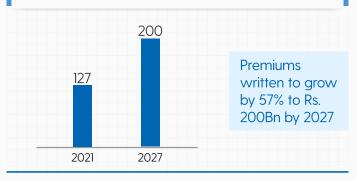
Insurance Premium Density is increasing driven by Insurance Brokers contribution yet a long way to go compared to Global Average and Leading Economies showing humongous opportunities in India in this sector





The Joy of Earning

Insurance Premiums Written (Rs. Bn)



Source: Statista, Invest India, IBEF

Insurance - Industry Overview

Key Growth Factors in the sector

%

Myriad of Initiatives

IRDAI has also undertaken various initiatives towards boosting the insurance penetration, such as permitting insurers to conduct video-based KYC, launching standardized insurance products and allowing insurers to offer rewards for lowrisk behaviour

Mission Insurance

Mission of 'Insurance for All' by 2047 which is expected to lead to a significant increase in insurance penetration and would help in bolstering the ease of doing business and will aid in making the sector more investment-friendly

Commission Regulations 2023

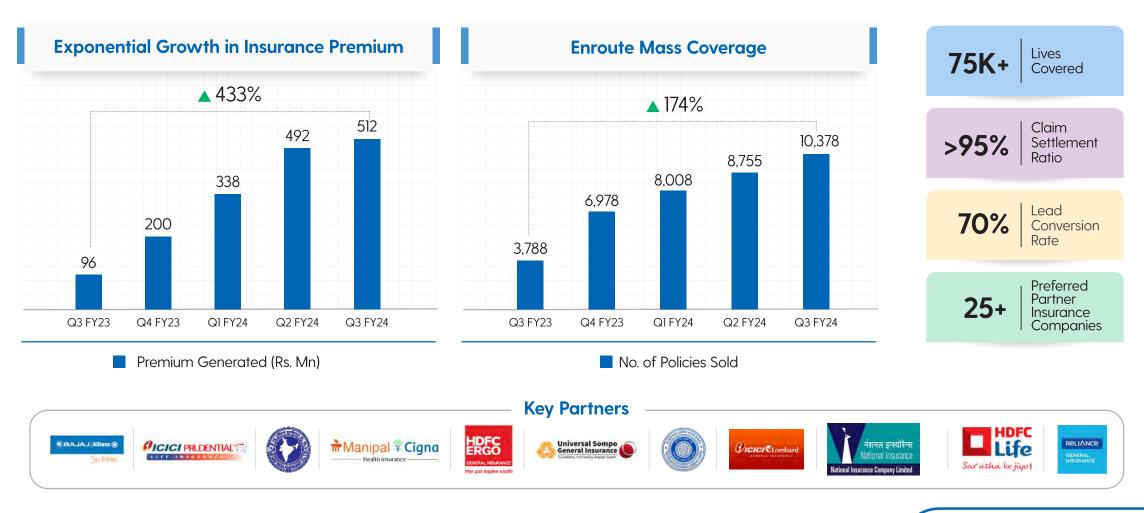
Payment of Commission Regulations 2023, the insurance regulator has replaced the earlier individual cap on commission payments on insurance products with an overall cap on expenses of management of insurers leading to higher Insurance Payouts to brokers.





Insurance Distribution

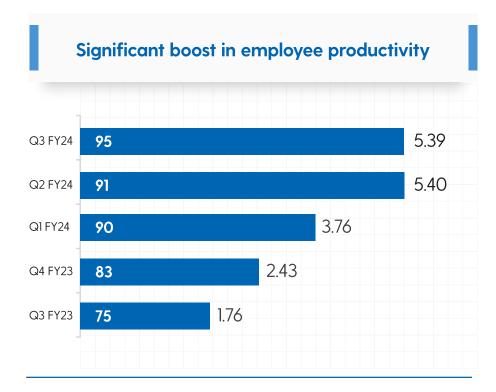
Tapping into new territories, Propelled by surge of marquee clients





Insurance Distribution

Tapping into new territories, Propelled by surge of marquee clients



Per Employee Productivity (Rs. Mn)

× No. of Employees



Key Highlights

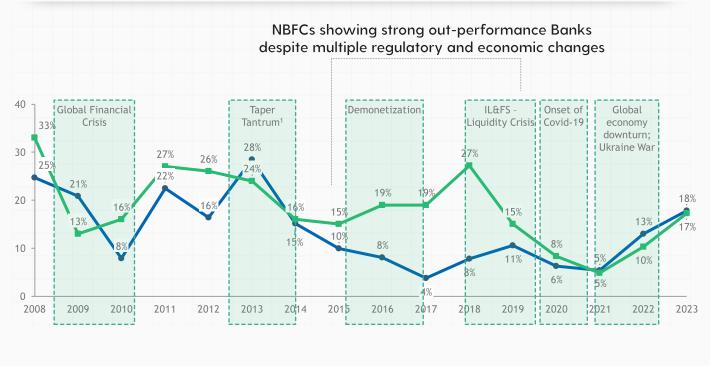
- During the quarter, we focussed on consolidating our institutional business and strengthening our collaborations.
- We have initiated in-house development of motor portal for a seamless online customer experience. We will be one of the few insurance brokers in the industry having an in-house portal.



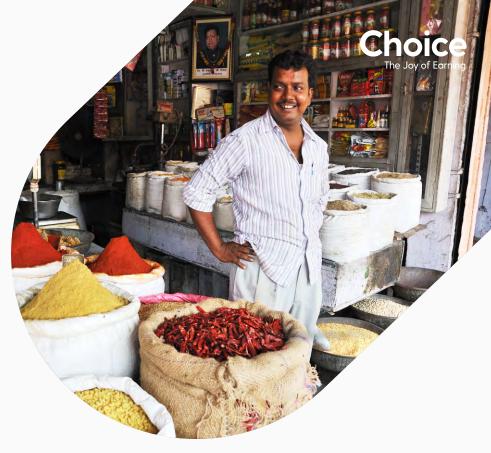
© Choice International Ltd.

NBFC - Industry Overview

Banks Vs NBFCs - YoY growth in Advances



- Bank Credit growth (YoY) - NBFCs AUM growth (YoY)

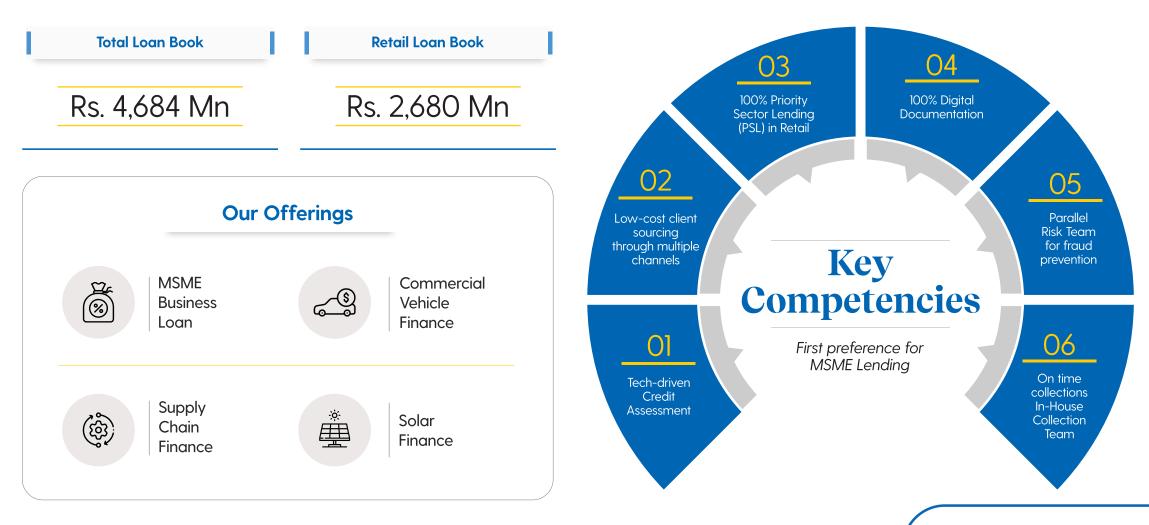


Growth Prospects for NBFCs

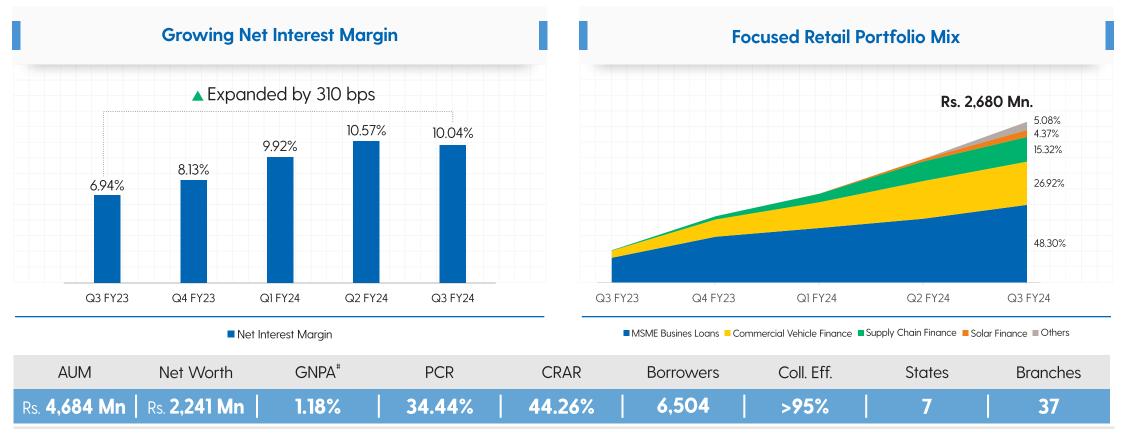
 Digital Transformation 	 Schemes
 Regulatory Framework 	• Robust R
• Wider & Effective reach	 Innovativ

- es by Government
- Risk Management
- ive Products

Empowering MSMEs through retail lending tailored specifically for the dynamic semi-urban and rural landscapes



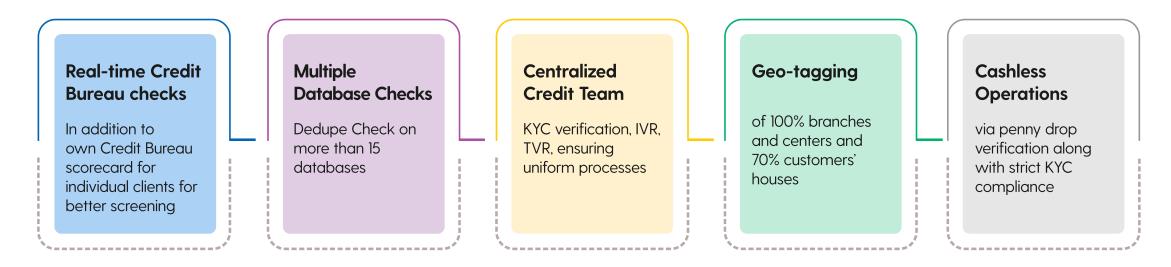
Empowering MSMEs through retail lending tailored specifically for the dynamic semi-urban and rural landscapes



Abbreviations

• AUM - Asset Under Management • GNPA - Gross Net Performing Assets • PCR - Provision Coverage Ratio • CRAR - Capital Risk Adequacy Ratio • Coll. Eff. - Collection Efficiency "The increase in GNPA is due to seasoning of unsecured Retail Loan book. The delinquency is largely concentrated towards turmoil in the garments industry.

Robust Underwriting Processes

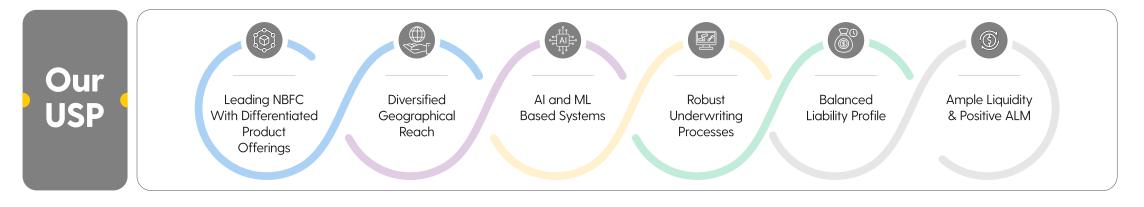


Well-diversified Liability Profile



Wide range of product offering to cater multiple customer segments in priority sector

Products Name	Business Loans (Unsecured)	Business Loans (Secured)	Supply Chain Finance	Vehicle Loans	Solar Loan
Ticket Size	Upto Rs. 750K	Upto Rs. 5 Mn	Upto Rs. 10 Mn	Upto Rs. 2.5 Mn	Upto Rs. 2.5 Mn
Tenor (in Months)	Upto 60	Upto 120	Upto 3	Upto 60	Upto 60
ROI Range	18-28%	16-20%	15-30%	15-25%	18-24%
Security Coverage (%)	NA	60-70	100	100	100
Processing Fee	Upto 2%	Upto 2%	Upto 2%	Upto 2%	Upto 2%
Average Ticket Size	Rs. 350K	Rs. 750K	Rs. 5 Mn	Rs. 400K	Rs. 800K
Repayment Frequency	Monthly	Monthly	Bullet Repayment	Monthly	Monthly



Choice Matters: Impacting Tomorrow

MSME Credit Gap:

Out of over 640 lakh MSMEs in India, only 14% have access to credit & the overall credit gap in the MSME Sector is INR 25 lakh crores in India.

With our aim to serve the underserved, we have developed a robust and 100% digital process to eliminate challenges faced by MSMEs.



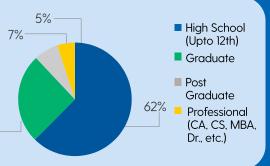
India's energy sector is experiencing a transition but the green energy sector is getting only 25% of the annual financing it needs to meet the energy transition goals. There is a funding gap of USD 170 Bn/year through 2030.

Further, the Indian EV market is also projected to USD 114 Bn by 2029.

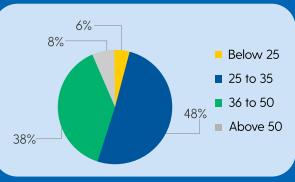




Educational Background of Borrowers*



Age group of borrowers



*Based on a sample study conducted internally

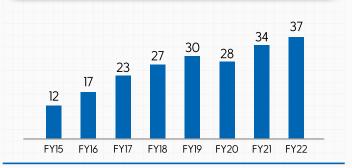
Advisory Services - Industry Overview

Infrastructure is much more than cement and concrete. Infrastructure guarantees a better future. Infrastructure connects people.

()

Shri. Narendra Modi Hon'ble Prime Minister of India

Road construction per day (Kms)



National Infrastructure Pipeline

)84 jects	US\$ 1,806.70 Total Project Ca		1,997 Projects Under Development		57 Sub-sectors
	Road & Highways	Railways	Water Resources	Logistics Infrastructure	Electricity Generation	Transmission Distribution
Projects	3,758	756	635	272	926	424
Value (US\$ Bn.)	404.08	244.72	155.81	13	325.39	119.5

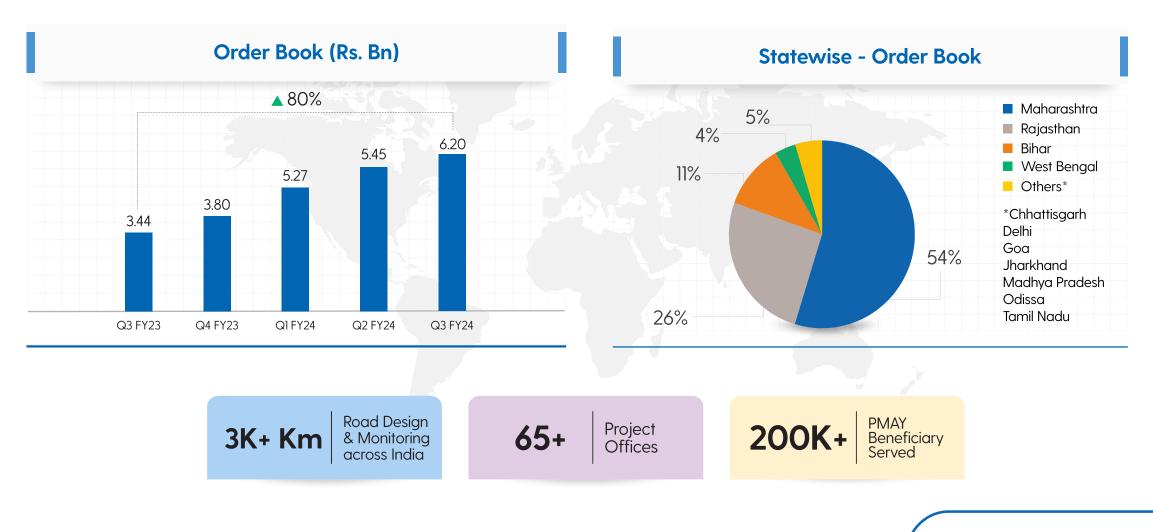
Source: Invest India, National Infrastructure Pipeline website

Choice



Advisory Services

Government Infrastructure Consulting, Government Advisory, Investment Banking



Advisory Services

Association with over 500 Urban Local Bodies, 25 State Departments and 10,000+ Panchayati Raj institutions.

National Family Health Survey VI: In-depth Public Health Survey - 26K+ households, across 1.3K villages in the Chhattisgarh, crucial to decide health policy of Gol. Partnered with United Nation, Ministry of Health and Family Welfare to assess tobacco habits in students especially in N. E. states and Goa. Assisted Government of Jharkhand to achieve Self Sustainable Municipal Governance augmenting revenue by 11 times for property & other taxes Developed Woman Empowerment Portal for NITI Aayog Developed proprietary software to digitize 4K+ govt. development schemes with a budget outlay of more than Rs. 1000 Cr. Kev **Projects** Interacted with 5K+ MSMEs in 16 districts of Uttar Pradesh to assess their practical problem and assisted to state government to frame suitable strategy Developing a maize based ethanol plant in Kondagaon district of Chhattisgarh that will increase revenue of 20K+ farmers Partnered with Govt. of Maharashtra, District Collectors & regulators to introduce need and use of **financial literacy**, financial products and remedy in case of fraud to 1K+ college teachers that in turn will enable 2L+ students National Level reform of **Digitization of Primary Agricultural Co-operative** Societies (PACS) in Maharashtra, Bihar, Haryana and Tamil Nadu. Project Management consulting to Bihar Start up Fund Trust for development and strengthening of start up ecosystem in Bihar

 Diverse talent pool of 1K+ professionals including Retired Beaurocrats and professionals from fields like Agriculture, Health, Livelihood, Tribal, Social Sector, Public Policy, Treasury, Capacity Building and Scheme Administration area.

Clients





Choice Matters: Impacting Tomorrow

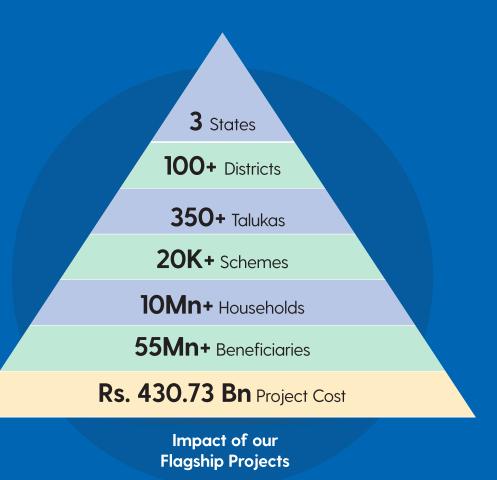
Proprietary platform for real time monitoring and to ensure timely completion of projects

÷ → C	O A https://	jaljeevan. choi	ceindia.com/dashboard					80	☆	ම ® එ
Super Admin Jal Jeevan	•									te Log o
🖬 Main Dashbsard		villages	Total Entri 28577		Villager C	962	NO. of Site Visits	all view	Captured Today 43	Entries Toda 48
E Dashboard						100			43	
User Management										
Manage Roles	Select Company	*	Select Region	× Select	Districts-	× Select Talu	ka v	Select From L (0 - 5	Heat To Dat Filter Res	Export
Company Master										
Region Master		Sr.no	Region	Districts 4	Taluka •	Total Villages	Total Entries	Villages Captured	Today	
Manage Villages									Villages Captured	Entries
User Village Mapping		1	Amravati Region	Amravati	Achalpur	7	14	7	0	0
Work Type Management		2	Nagpur Region	Gadchiroli	Aheri	14	85	14	0	0
Work Progress Report		.3	Aurangabad Region	Latur	Ahmedpur	54	958	54	0.	0
		4	Pune Region	Kolhapur	Ajara	95	510	58	0	0
Buik Upload		5	Pune Region	Kolhapur	Ajara	25	201	20	0	0
		6	Nashik Region	Nandurbar	Akarani	4	25	4	D	.0
		7	Pune Region	Solapur	Akkalkot	70	1354	69	0	0
		8	Pune Region	Solapur	Akkalkot	2	0	0	D	0
		9	Nashik Region	Nandurbar	Akkalkuwa	73	1647	65	0	0
		30	Amravati Region	Akola	Akola	25	575	-25	0.	0

· 1 2 3 4 5 6 7 8 9 10 _ 43 44 ·

• Projects •







Choice Matters: Impacting Tomorrow

Choice is committed to actively participate in India's remarkable growth story and leveraging our resources, expertise, and innovative solutions to make a meaningful impact on various aspects of Indian life, from economic development and employment opportunities to social well-being and environmental sustainability.

We aim to be a catalyst for positive change, aligning our success with the progress and prosperity of the nation and its people.

Key Initiatives:

Partnership with Rajasthan State Govt.:

Developing and executing a comprehensive strategy to bolster the state's investment ecosystem, drive economic growth and foster social inclusivity.

System Integration for computerization of PACS in Bihar, Maharashtra, Haryana & Tamil Nadu:

7,500

PACS to be computerized

With our commitment to driving innovation and positive change in the rural financial landscape, we are set to digitize PACS (Primary Agricultural Credit Societies) in 70 Districts.



Advantages of PACS computerization



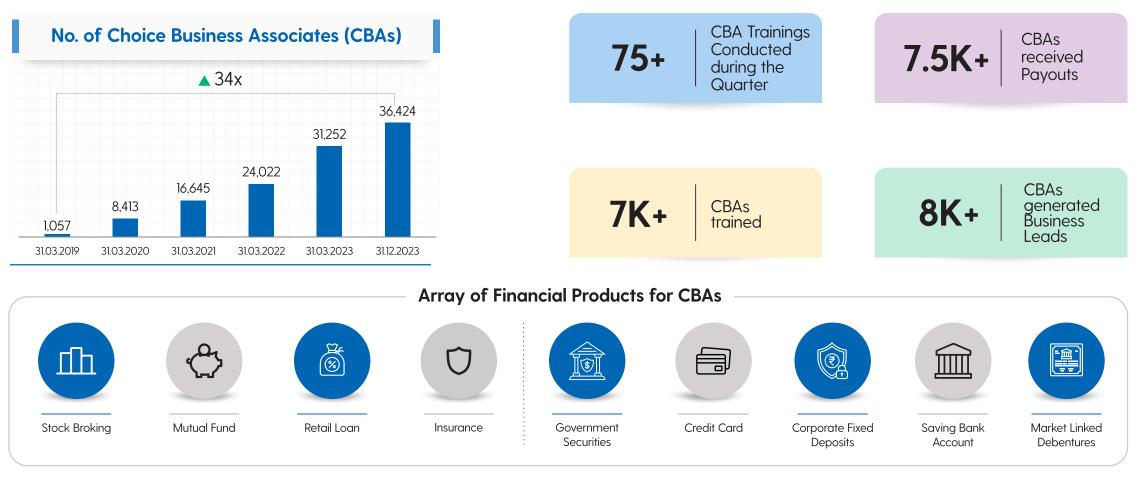


Advisory Services - Key Clientele



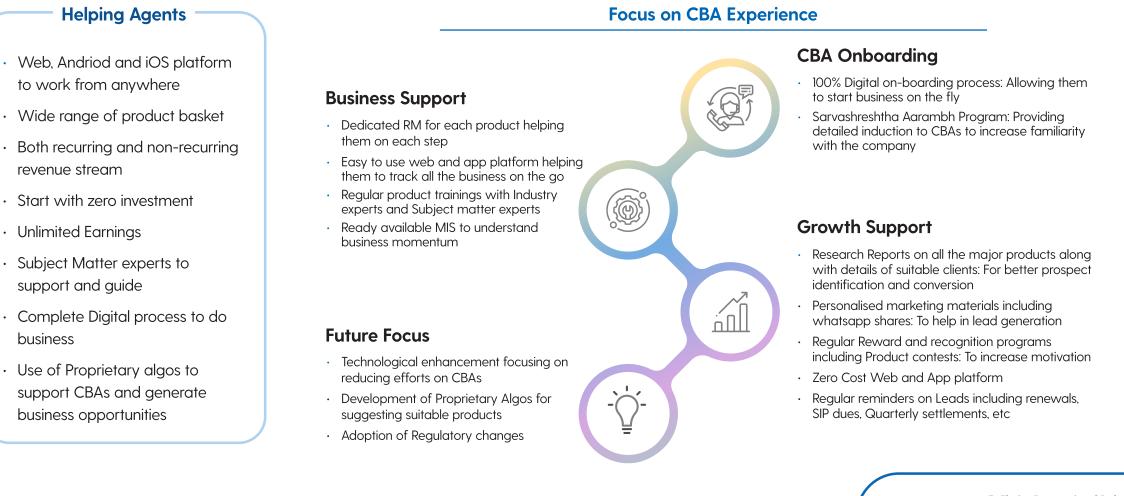
Choice Connect

To enable individual agents to become financial advisors with the help of proprietary engine, engaging trainings and digital execution of services



Choice Connect

To enable individual agents to become financial advisors with the help of proprietary engine, engaging trainings and digital execution of services





Way Forward

Focus on MSME Lending

Lending platform with average ticket size of < Rs.1 Mn

Newer demographies 0 Targeting Tier III & below cities in India by leveraging our CBA network & scaling our branches **Elevating Advisory Services Portfolio** Amplify the expanse of our advisory services portfolio to bolster its order book Expansion Objective is to prioritize both organic expansion and inorganic expansion by acquisition of external assets Innovation in Technology Attaining enhanced operational efficiency by placing a strong emphasis on automation and digitization De-risking Strategy Focus is centered on achieving equal contributions from all three business verticals reflecting our commitment to expand the services offered

© Choice International Ltd.



Consolidated Financial Performance - Quarterly

Q3 FY24	Q3 FY23	Y-o-Y Growth (%)	Q2 FY24	Q-o-Q Growth (%)
20,728 250	9,634 209	115% 20%	19,095 293	9% (15%)
20,978	9,843	113%	19,388	8%
6,923 33%	2,631 27%	163%	5,158 27%	34%
6,758 32%	2,499 25%	170%	4,983 26%	36%
5,621 27%	1,841 19%	205%	4,000 21%	41%
4,028 19%	1,390 14%	190%	2,992 15%	35%
	20,728 20,728 250 20,978 20,978 6,923 33% 6,758 32% 5,621 27% 4,028	20,728 9,634 209 209 209	Growth (%) 20,728 9,634 115% 200 20% 20% 20,978 9,843 113% 20,978 9,843 113% 60,923 2,631 163% 33% 2,499 170% 5,621 1,841 205% 4,028 1,390 190%	Growth (%) 20,728 9,634 115% 19,095 209 20% 293 20,978 9,843 113% 19,388 6,923 2,631 163% 5,158 33% 2,7% 170% 4,983 6,758 2,2% 170% 4,983 5,621 1,841 205% 4,000 19% 1,90% 2,992 190%

S.....



Consolidated Financial Performance - Quarterly

Particulars (Rs. Lakhs)	Q3 FY24	Q2 FY24	Q-o-Q (%) Growth	Q3 FY23	Y-o-Y (%) Growth
Revenue from Operations Other Income	20,728 250	19,095 293		9,634 209	
Total Income	20,978	19,388	8%	9,843	113%
Employee Benefit Expenses Finance Costs Depreciation and Amortisation Expenses Administrative and Other Expenses	5,729 1,137 165 8,326	5,399 984 175 8,830		2,852 658 133 4,359	
Total Expenses	15,357	15,388	0%	8,002	92%
PBT	5,621	4,000	41%	1,841	205%
Tax Expenses	1,593	1,008		451	
PAT	4,028	2,992	35%	1,390	190%
Other Comprehensive Income	(8)	(8)		1	
Total Comprehensive Income	4,020	2,984		1,391	



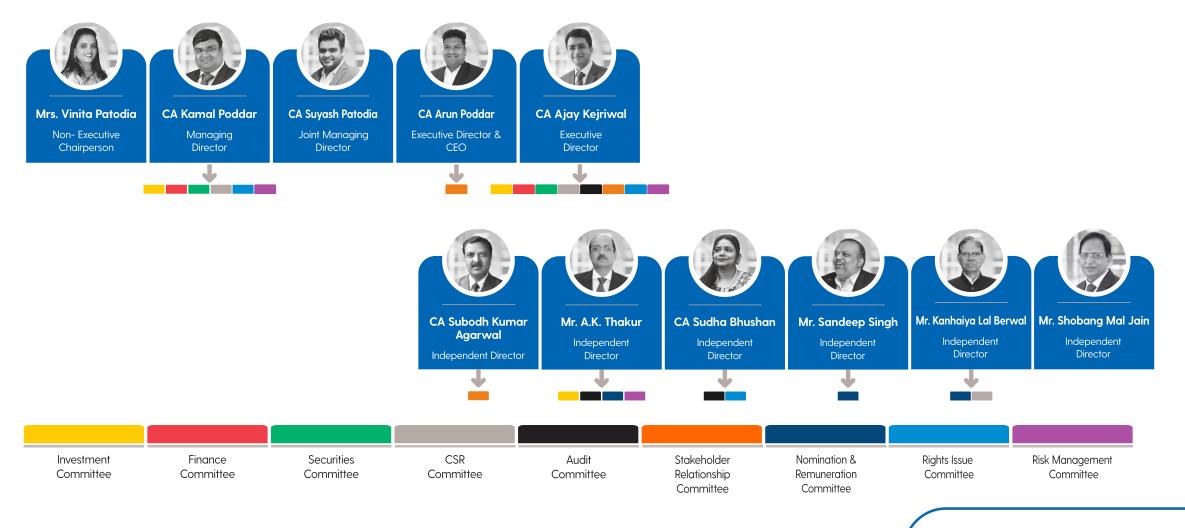
Consolidated Financial Performance - 9 Months

Particulars (Rs. Lakhs)	9M FY24	9M FY23	Y-o-Y (%) Growth
Revenue from Operations Other Income	53,614 678	24,914 649	
Total Income	54,292	25,563	112%
Employee Benefit Expenses Finance Costs Depreciation & Amortisation Expenses Administrative & Other Expenses	15,832 2,794 487 22,619	7,186 1,616 342 12,250	
Total Expenses	41,732	21,394	95%
PBT	12,560	4,169	201%
Tax Expenses	3,413	1,189	
PAT	9,147	2,980	207%
Other Comprehensive Income	(21)	2	
Total Comprehensive Income	9,126	2,982	



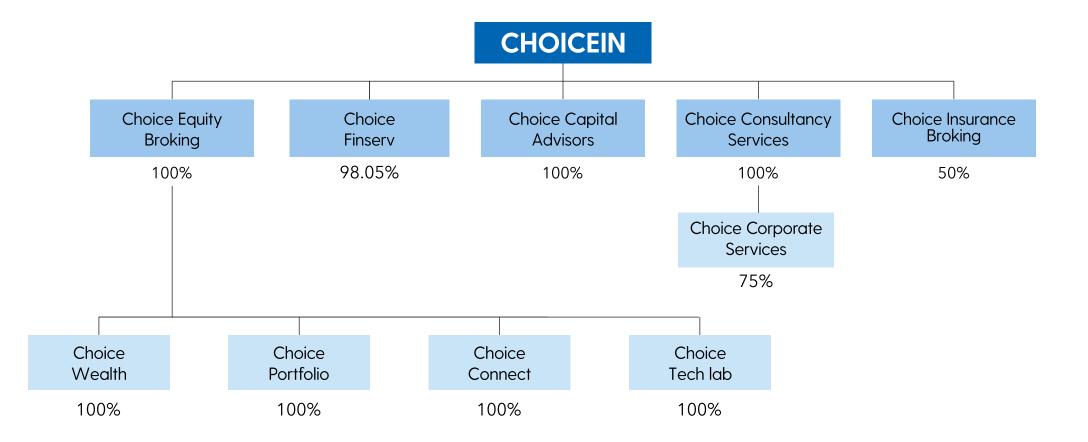
Board Members

Board with extensive experience across businesses



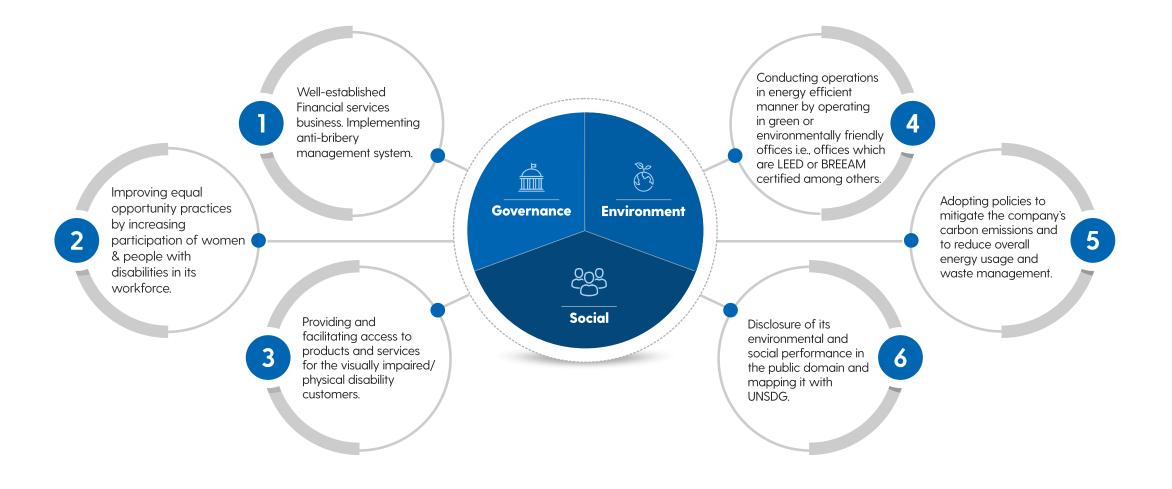


Current Entity Structure





Environmental, Social and Governance



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Geographical Presence

Mumbai - (Head office)

Erode

Hubli

Indore

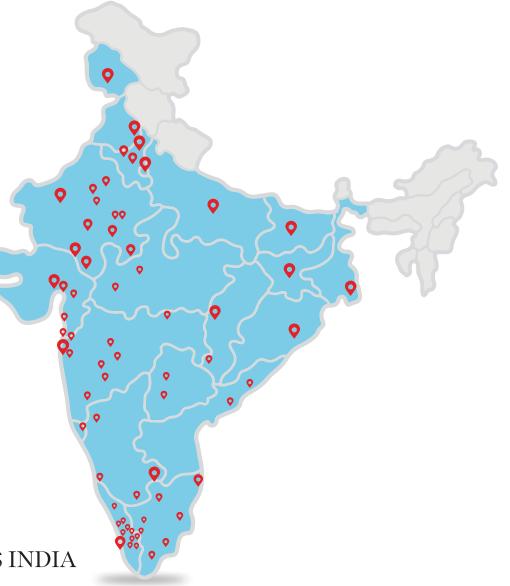
Agra Ahmedabad-1 Ahmedabad-2 Ahmedabad-3 Ahmednagar Aimer Aluva Ambala Angamaly Auranaabad Bangalore Belgaum Bhagalpur Bhilai Bhilwara-1 Bhilwara-2 Bhopal Bhubaneswar Bundi Chandigarh Chennai-1 Chennai-2

Chittorgarh Cochin Coimbatore Dehradun Dhanbad Faridabad Gandhinagar Gurugram Gwalior Himmat Nagar Jabalpur Jaipur-1 Jaipur-2 Jaipur-3 Jaipur-4 Jaipur-5 Jaipur-6 Jalandhar Jalgaon

Jammu Jamshedpur Jhalawar Jhunjhunu-1 Jhunjhunu-2 Jodhpur Kaloor Kalyan Kanjirappally Kannur Kanpur Kochi Kolhapur Kolkata-1 Kolkata-2 Kota-1 Kota-2 Kottaramattom Kottayam Kozhikode Lucknow Madurai

Mandsaur Mangalore Mehsana Morbi Mumbai-Marol Mysore Nagpur Neemuch New Delhi-1 New Delhi-2 New Delhi-3 New Delhi-4 Noida Pala Palakkad Panaji Panipat Patna Pune Raipur-1 Raipur-2 Rajahmundry

Rajsamand Ranchi Ratlam Salem Secunderabad Sikar-1 Sikar-2 Surat Thiruvalla Thrissur Tirunelveli Trichv Trivandrum Udaipur Uijain Vadodara-1 Vadodara-2 Varanasi Vijayawada Visakhapatnam Warangal



110 OFFICES IN 22 STATES / UNION TERRITORIES ACROSS INDIA

Media Presence

Extensive coverage by Television, Digital, Print and Social Media

News and Print Media









Memberships and Certifications

Registered across exchanges in India



Disclaimer

Certain statements in this presentation concerning our future growth prospects are forward looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements.

The company's results may be affected by factors including, but not limited to, the risks and uncertainties in research and development; competitive developments; regulatory actions; the extent and duration of the effects of the COVID-19 pandemic; litigation and investigations; business development transactions; economic conditions; and changes in laws and regulations.

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