January 18, 2022

National Stock Exchange of India Limited
Listing Department
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051

BSE Limited
Listing Department
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001

Dear Sir/Madam,

Sub: Outcome of earnings call held for results for the quarter and nine months ended December 31, 2021

Ref: NSE Symbol - ISEC and BSE Scrip Code - 541179

This is further to our letter dated January 12, 2022 regarding the earnings call which was scheduled to be held on January 18, 2022.

Please find enclosed herewith the investor presentation and the opening remarks for the earnings call held on January 18, 2022 to discuss the financial results for the quarter and nine months ended December 31, 2021.

The same has also been uploaded on the website of the Company *i.e.* www.icicisecurities.com.

Thanking you,

Yours faithfully,
For ICICI Securities Limited

Rupesh Jadhav
Chief Manager

Encl.: As above

ICICI Securities

Performance update

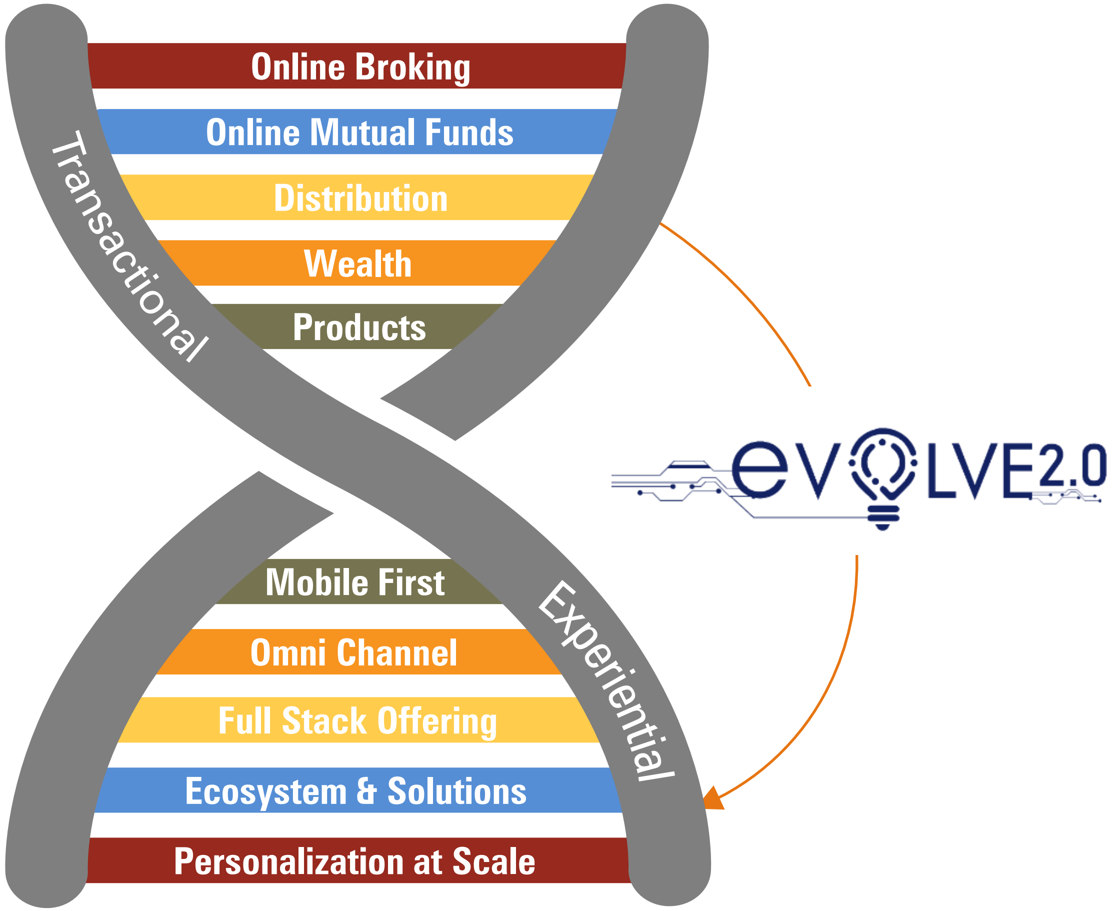
Q3-FY2022

January 18, 2022

Agenda

- **Strategy and key outcomes**
- Business Performance
- ISEC Franchise

Transformation from Transactional to Experiential



Partnering our clients through their entire financial journey

Evolving into digital “NEO financial services’ marketplace”

Product Stack

- Broking
- Distribution Products
- Insurance & Loans
- Proprietary Products
- Solutions

Ecosystems

1. GenZ & Young Millennials

2. Mass Affluent & HNIs

Hyper-personalization

Delivery Stack

Digital
- App & Website

Partner-led
- Bank & Financial Institutions
- Sub-broker, IFAs & IAs
- Alliances

Relationship
- Private Wealth Management
- Select
- Digi-assisted

Transformation agenda

	2017	2021	2025
Positioning	E-broker	One stop shop	Digitally Integrated Financial Marketplace
Approach	Product focused customer centric lens	Customer focused lens	Customer ecosystem lens

NEO financial services' marketplace

Execution Markers

Customer acquisition

Customer Assets

Diversification

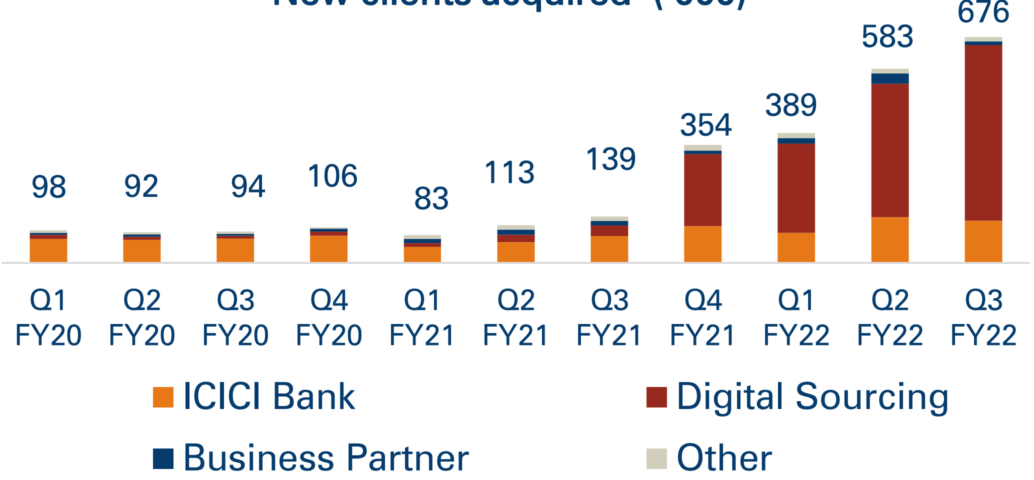
Cost/ Income Ratio

Proposition & experience enhancement

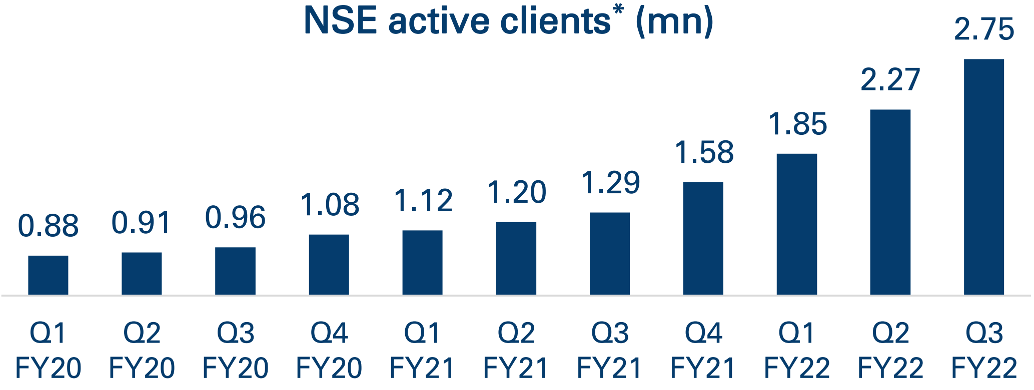
Key outcomes

Customer Acquisition

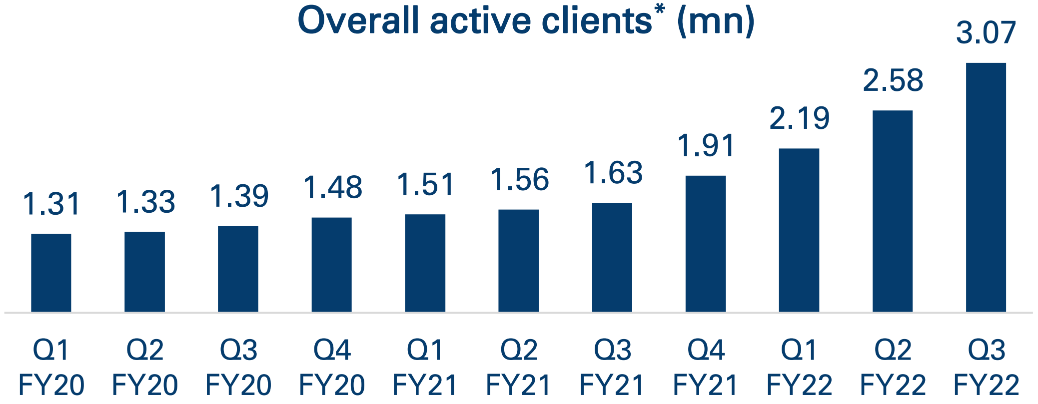
New clients acquired ('000)



NSE active clients* (mn)



Overall active clients* (mn)



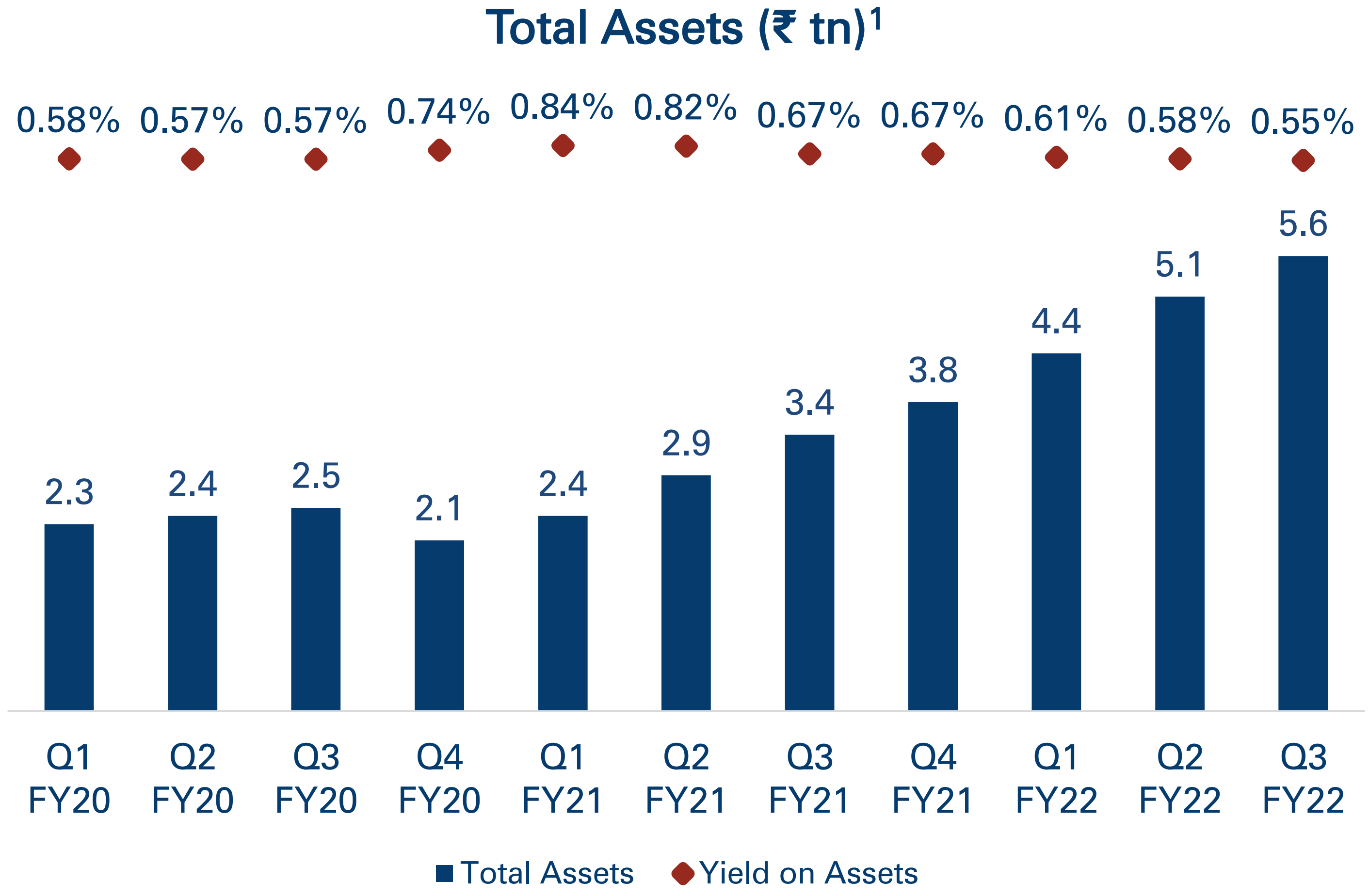
	Q3-FY21	Q3-FY22
Prime customers	0.53 mn	0.96 mn
Non-ICICI bank %	42%	81%
Clients <30yrs age	44%	68%
Clients from tier II &III	69%	87%
Activation ratio	67%	74%
NPS Score –Overall/ Sourcing	26%/ 50%	36%/ 51%

~ **7% market share** in incremental demat accounts

* Active in trailing 12 months

Key outcomes

Customer Assets



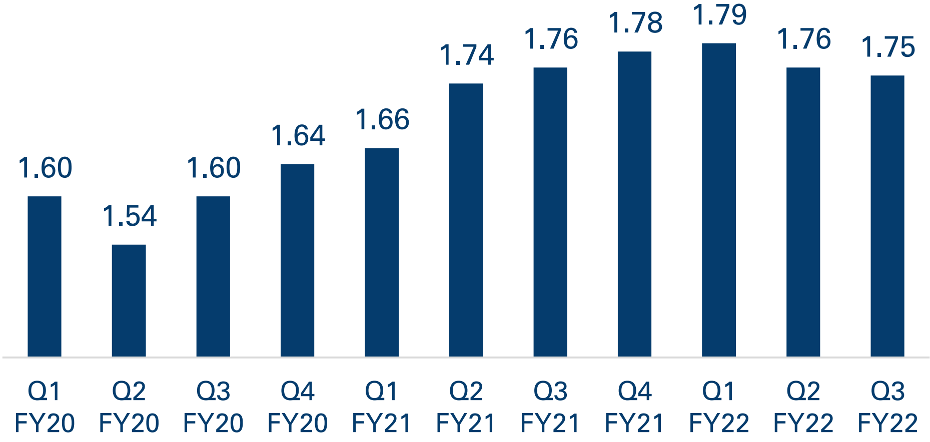
₹ 5.6 trillion Client Assets

1. Assets of our clients including equity demat assets maintained with ICICI Bank and excluding promoter holding
2. Yield generated on all the assets of our clients (assets include their holding value across all product categories e.g. demat holding of equity shares, home loan, FD, mutual fund, PMS etc.)

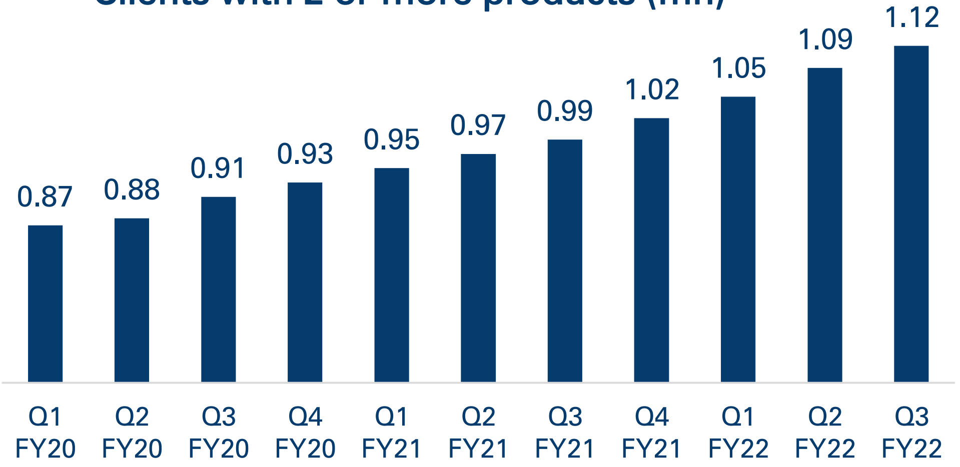
Key outcomes

Diversification

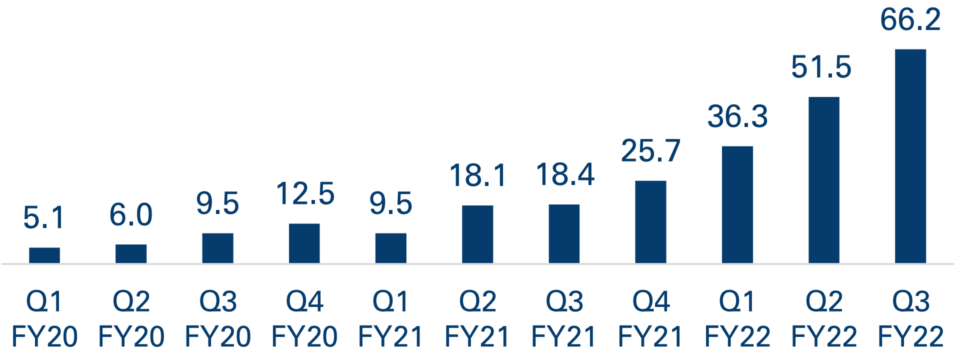
Cross sell ratio[1]



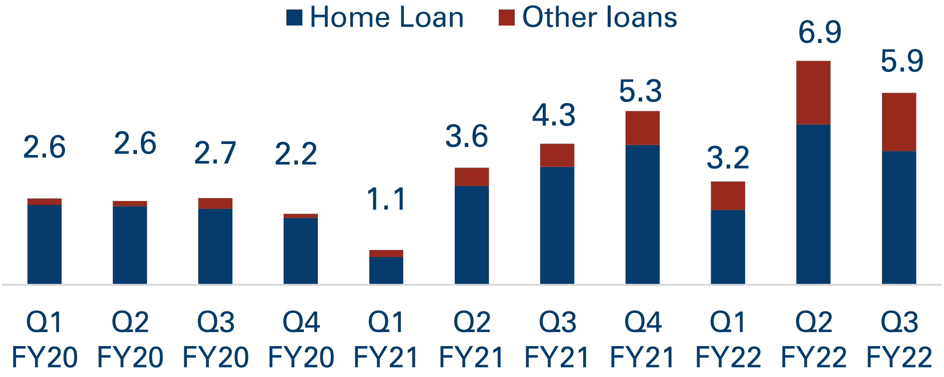
Clients with 2 or more products (mn)



MTF+ESOP book[2] (₹ bn)



Loans distributed (₹ bn)



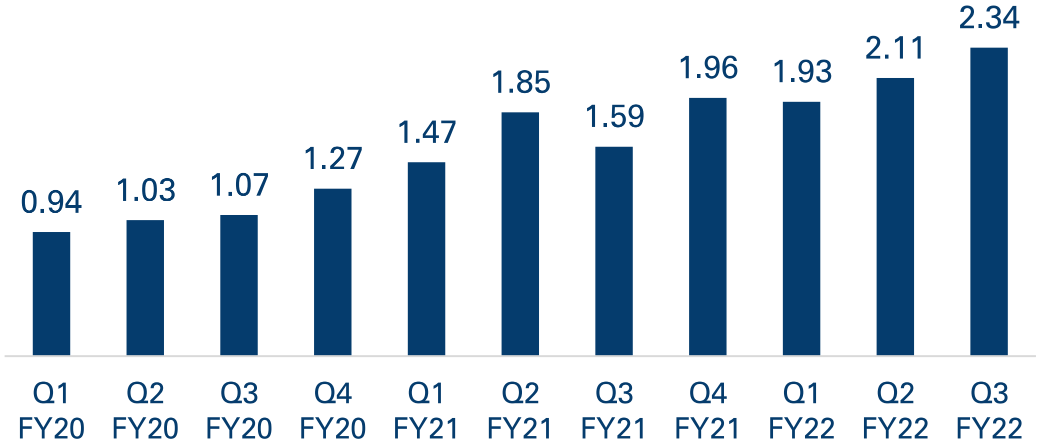
Broking revenue contribution to total revenue at 42% vs 58% YoY

1. Active clients and transaction considered for rolling 12 months (excluding customers acquired in last 90 days)
2. Average funded book for the quarter

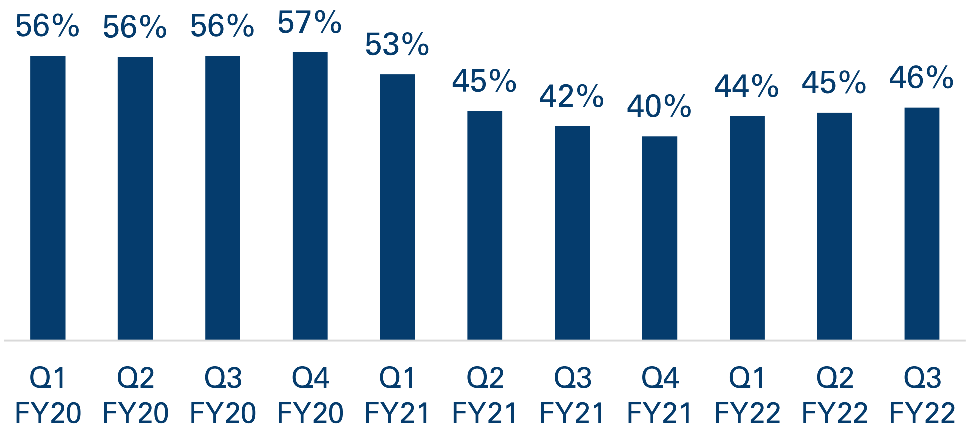
Key outcomes

Cost to income ratio

Revenue per employee (₹ mn)



Cost to Income ratio



❖ Variable cost contribution increased to >55% in Q3-FY22 from <30% in Q1-FY20

46% Cost to Income ratio

Key outcomes

Proposition & experience enhancement (1/2)

- **Acquisition process enhancement**
  - Improving NRI account opening journey, focus to make it fully digital
  - Enablement of digital onboarding journey with multilingual option to select from

- **Enhanced proposition for investors**
  - New plans for Prime & Prepaid introduced
  - eATM - Payout for equity consideration in 5 minutes
  - Automatic daily portfolio alerts, important corporate action announcements on WhatsApp
  - I-Sec is available on the Mobile App/Website of Small case
  - Launched curated portfolios by more than 25 renowned fund managers in our Global platform through our tie up with Interactive Advisors
  - Launched “Smart Beta” offering, portfolios curated by ICICIdirect Research team

Key outcomes

Proposition & experience enhancement (2/2)

- **Tools for traders**
  - Launched One Click Derivative in F&O
  - Launch of Breeze API – Next gen trading API with several innovative features unique in the market

- **Enhancements for non equity investors**
  - ETF, fixed income and insurance added to ICICIdirect Money app
  - Enhanced inventory of bond papers and reduced the ticket size to increase penetration
  - Integration with CoverFox under implementation on Car & 2 wheelers insurance and health insurance

Agenda

- Strategy and key outcomes
- **Business Performance**
- ISEC Franchise

Financial Highlights

Q3 FY22

Revenue: ₹ 9,419 mn (+52% YoY, +10% QoQ)

PAT: ₹ 3,803 mn (+42% YoY, +8% QoQ)

Retail Equities and allied revenue	Distribution revenue	Institutional equities and allied revenue	Issuer services and advisory revenue	Other revenue[1]
₹ 5,269 mn	₹ 1,635 mn	₹ 689 mn	₹ 1,105 mn	₹ 721 mn
+ 35% YoY + 6% QoQ	+55% YoY +10% QoQ	+49% YoY +9% QoQ	+372% YoY +52% QoQ	+34% YoY -2% QoQ

Private Wealth Management

₹ 2,589 mn + 128% YoY + 12% QoQ

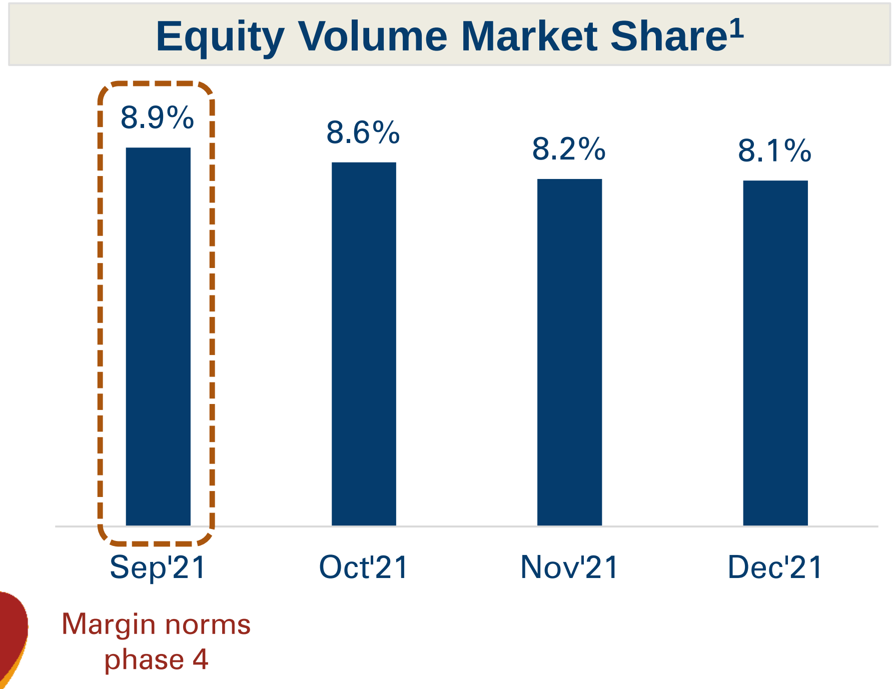
YoY:Q3-FY2022 vs Q3-FY2021; QoQ: Q3-FY2022 vs Q2-FY2022

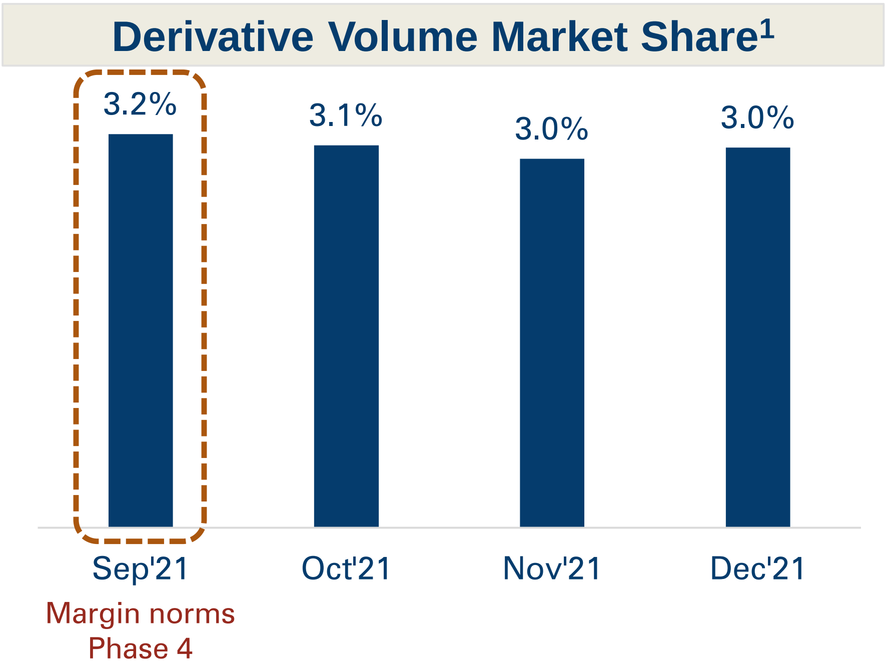
1. Includes Investment & trading, interest revenue from FDs as margin with exchanges and other revenue

Business Performance

Equities business

- **Equity market share** - Retail equity market share in a tight range as compared to last quarter, decline primarily driven by Institutional equities
- **Derivative market share -** Market share stabilizing post implementation of last phase of margin norms in Sept'21
    - Slew of Initiatives implemented to improve market share





1. Combined market share for retail and institutional clients

Business Performance

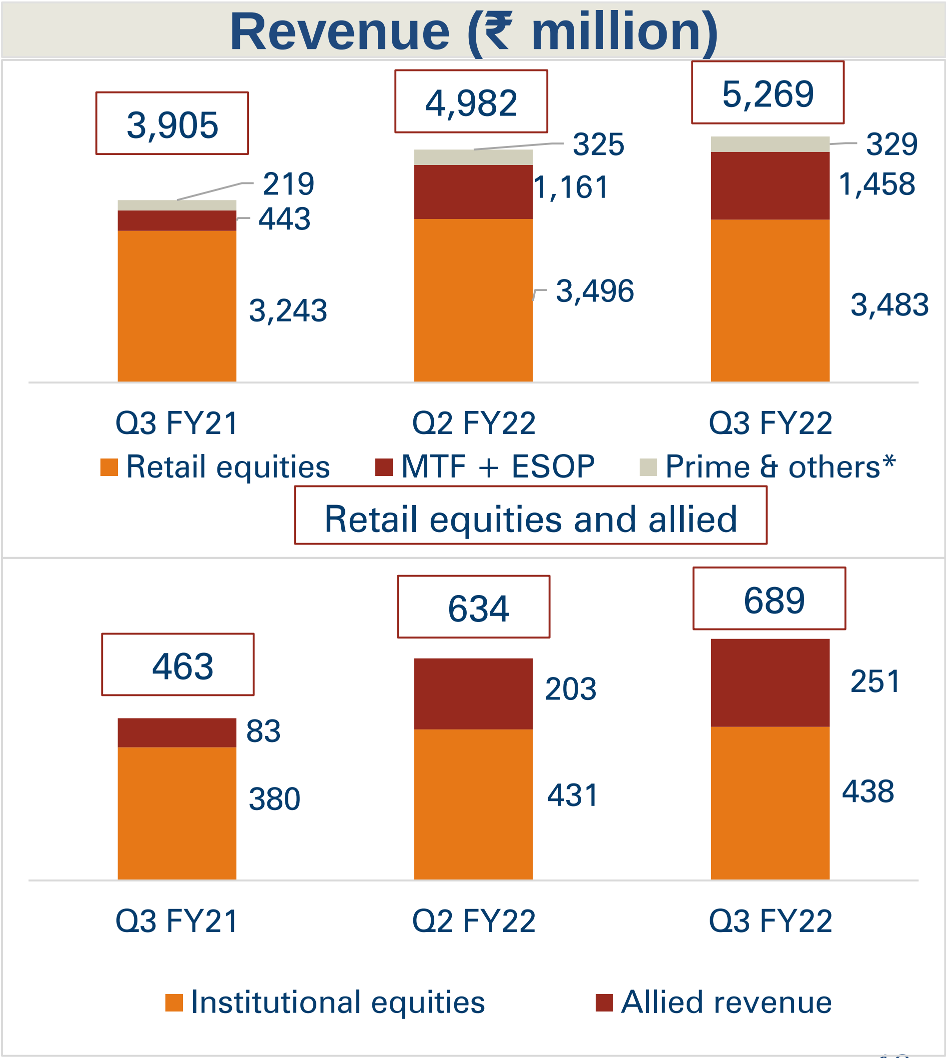
Equities business

Retail equities and allied[1] revenue up by 35% YoY, +6% QoQ

- Allied equity contribution increased to 34% in Q3-FY22
  - Driven by growth in MTF and ESOP interest income, +229% YoY
  - Other allied revenue increased by 50% YoY

Institutional equities & allied[2] revenue up by 49% YoY

- Franchise consolidated its position among the top domestic institutions
- Strengthening FII franchise by entering into partnerships
- Research team secured #1 position in 4 sectors in Asiamoney poll



1. Retail equities includes broking income from cash & derivatives & allied revenue includes ESOP & MTF interest income, Prime fees and other fees and charges
2. Institutional equities includes broking income from cash & derivatives, allied revenue primarily consists of revenue transfer from Issuer Services & Advisory segment and certain minor revenue items

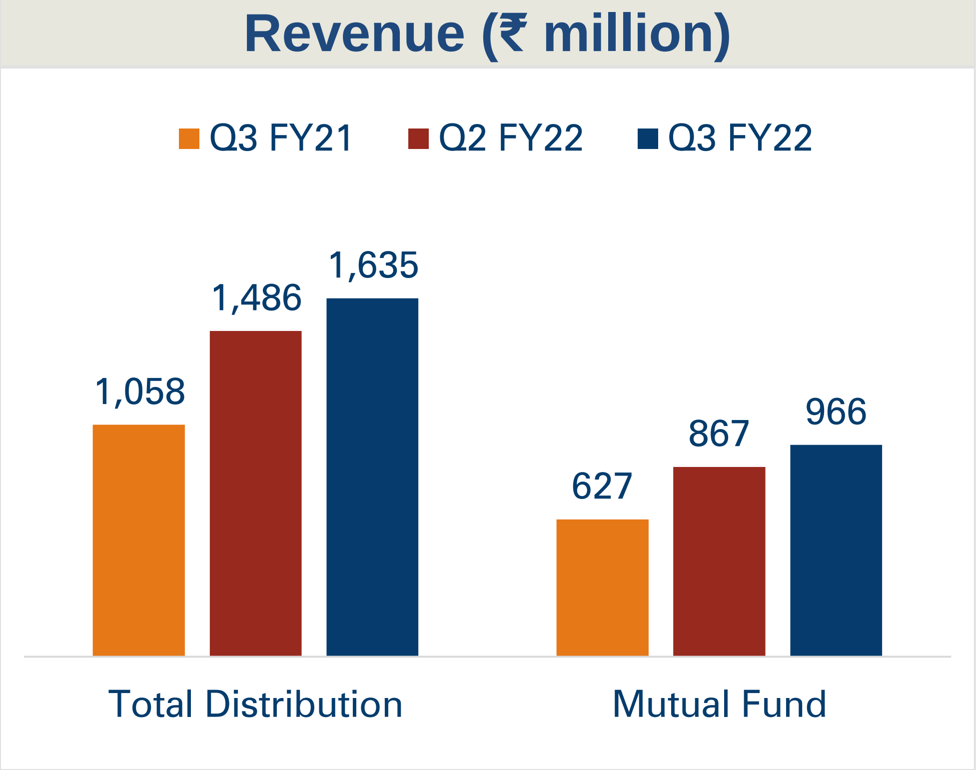
* Others include NEO fees and charges, Depository charges which were previously netted off in expenses and now reclassified as gross revenue
Period:Q3-FY2022 vs Q3-FY2021; Sequential: Q3-FY2022 vs Q2-FY2022

Business Performance

Distribution business

Distribution revenue* at ₹ 1,635 mn, up 55% YoY

- Mutual Fund revenue up by 54% YoY
  - ISEC Mutual Fund average AUM[1] up 31%, at all time high
    - AUM market share[2] at 1.7%, up from 1.5% YoY
  - SIP count[3] for Q3 FY22 is 0.98 mn, up from 0.68 mn YoY
    - Market share in SIP flow increased to 3.9% from 3.7%
    - ISEC SIP flows increased by 47% YoY to ~ ₹ 13 bn



Period:Q3-FY2022 vs Q3-FY2021; Sequential: Q3-FY2022 vs Q2-FY2022
1. AUM excluding direct
2. Market share including direct
3. SIP Count: triggered as on last month of period
* Reclassified distribution revenue for better representation
Source: AMFI

Business Performance

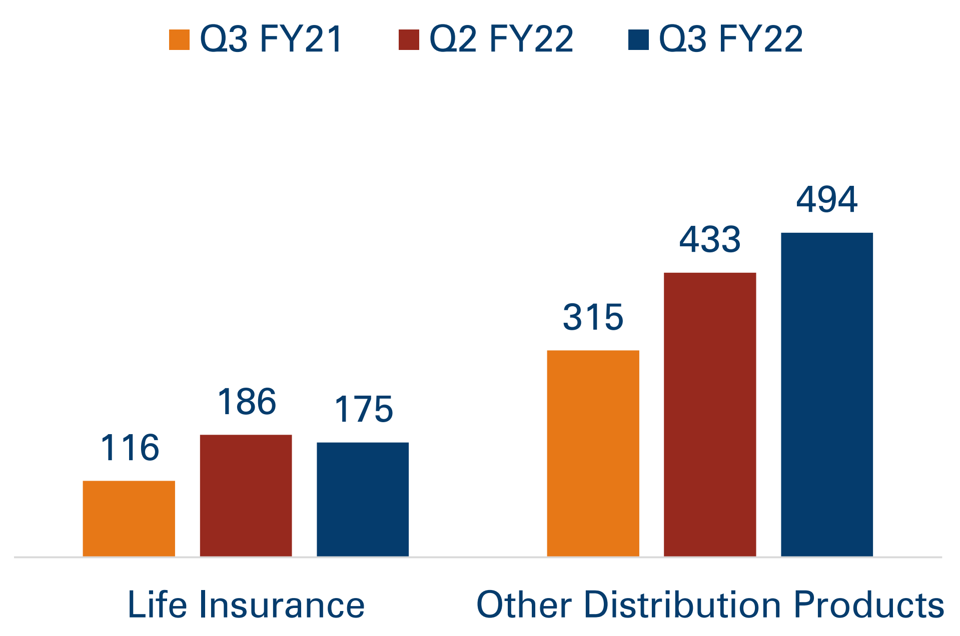
Distribution business

Life Insurance revenue up 51% YoY

Other distribution products[1] revenue up 57% YoY

- Strong growth in AIF & PMS, up 59% YoY
  - Proprietary PMS at ₹ 4.5 bn; up from ₹ 1.7 bn in Q3-FY21
- Loan distribution at ₹ 5.9 bn vs ₹ 4.3 bn in Q3-FY21
- SGB distribution market share at 9.1%[2]
- ETF distribution market share at 12%[3]

Revenue (₹ million)



Deep integration to improve experiences in identified distribution products beyond mutual funds

1. Distribution revenue excluding Mutual fund and Life Insurance
2. Q3FY22, Sovereign gold bonds
3. As at Sept 2021, Exchange traded funds

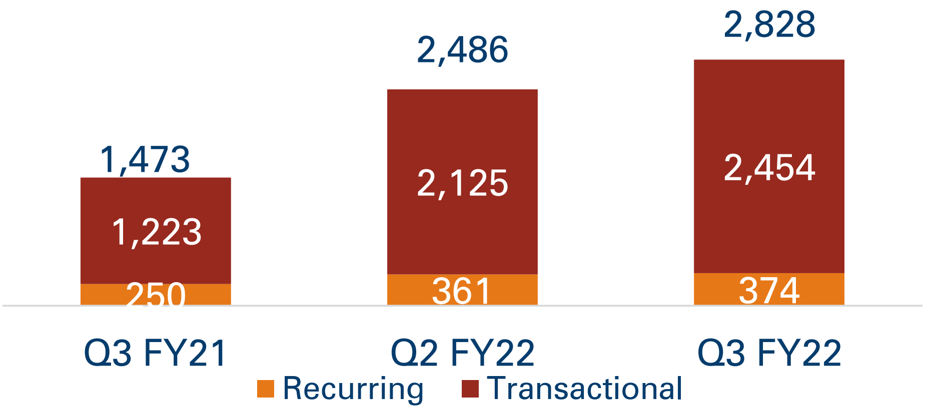
Period:Q3-FY2022 vs Q3-FY2021; Sequential: Q3-FY2022 vs Q2-FY2022

Business Performance

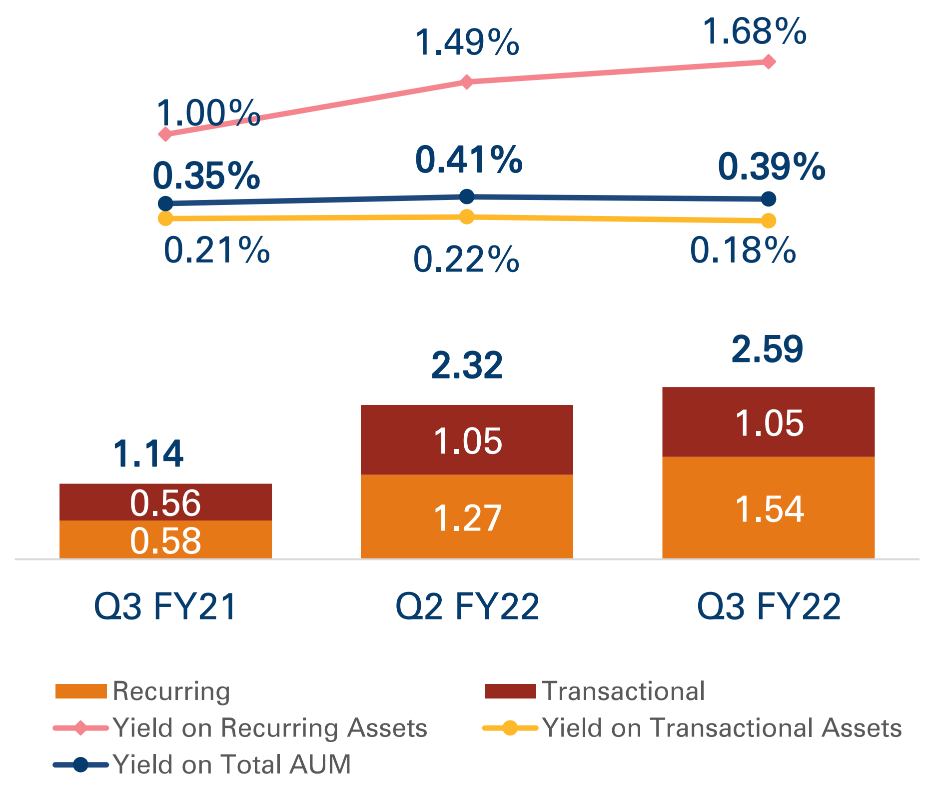
Private Wealth Management

- Total AUM at ~ ₹ 2.8 tn, up 92%
- Total Revenue at ₹ 2.6 bn, up 128%
- Overall yield* at 0.39% compared to 0.35% in Q3FY21
- Clients: ~65,140; ~3,290 clients added during the quarter

AUM (₹ billion)



Revenue (₹ billion)



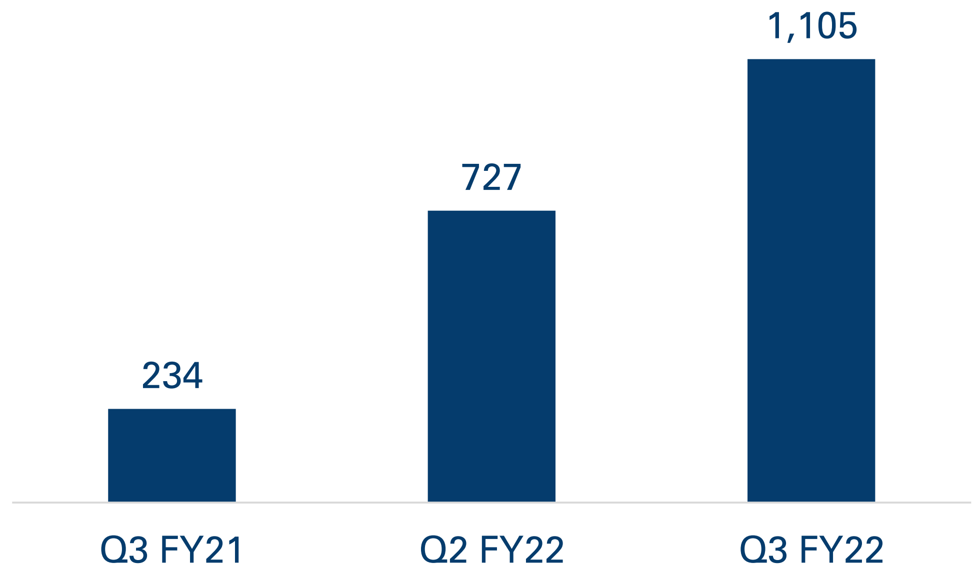
Period:Q3-FY2022 vs Q3-FY2021; Sequential: Q3-FY2022 vs Q2-FY2022
*Yields are on average assets for the current & preceding period, quarterly yields are annualized

Business Performance

Issuer Services and Advisory

- Issuer Services & Advisory revenue up by 372%
- #1 in IPO/FPO/InvIT/REIT issuance[1], 68% mobilization market share
- Strong IPO[2] pipeline, 63 deals amounting over ₹ 850 bn
- Continued focus on building non-IPO revenue

Revenue (₹ million)



1. Source: Prime database for 9MFY22 (By amount issued)
2. IPO:IPO/FPO/InvIT/REIT

*Period: Q3-FY2022 vs Q3-FY2021; Sequential: Q3-FY2022 vs Q2-FY2022

Way forward

Core components of strategy remain intact

- **Invest in next gen technology capabilities to remain cutting edge** - Advanced analytics, CRM capabilities, cyber security, capacity enhancement, AI/ML tools, UI/UX interfaces
- **Invest in capabilities** - Talent acquisition in all areas of focus, broad basing ESOPs
- **Strengthen proposition** to cater to GenZ, Millennials and Mass affluent and HNIs
- **Digitize & decongest** processes and products & enhance customer experience
- **Personalisation** at scale by introducing AI/ML as well as deep integration with partners
- Continue to improve **Net promoter score (NPS)** and **cross sell ratios**
- Continued focus on **operating leverage**
- Deeper integration of **ESG principles in business strategy**

Evolving into digital "NEO financial services' marketplace"

Agenda

- Strategy and key outcomes
- Business Performance
- ISEC Franchise

ICICI Securities Franchise

Total Assets

₹ 5.6 tn[1]

23% 5Y CAGR (FY16-21)

Wealth Assets

₹ 2.8 tn[2]

29% 5Y CAGR (FY16-21)

Client base

7.0 mn[3]

5x increase in client acquisition YoY

Revenue

₹ 25.9 bn[4]

18% 5Y CAGR (FY16-21)

Profit After Tax

₹ 10.7 bn[4]

35% 5Y CAGR (FY16-21)

Dividend

₹ 21.5 per share[4]

34% 5Y CAGR (FY16-21)

1. Assets of our clients including equity demat assets maintained with ICICI Bank and excluding promoter holding, as on Dec,31 2021
2. Assets of our clients with more than 1 cr AUM at individual level including equity demat assets maintained with ICICI Bank and excluding promoter holding, as on Dec, 31 2021
3.As on Dec, 31 2021
4. FY21

Sticky, diverse & multifaceted client base

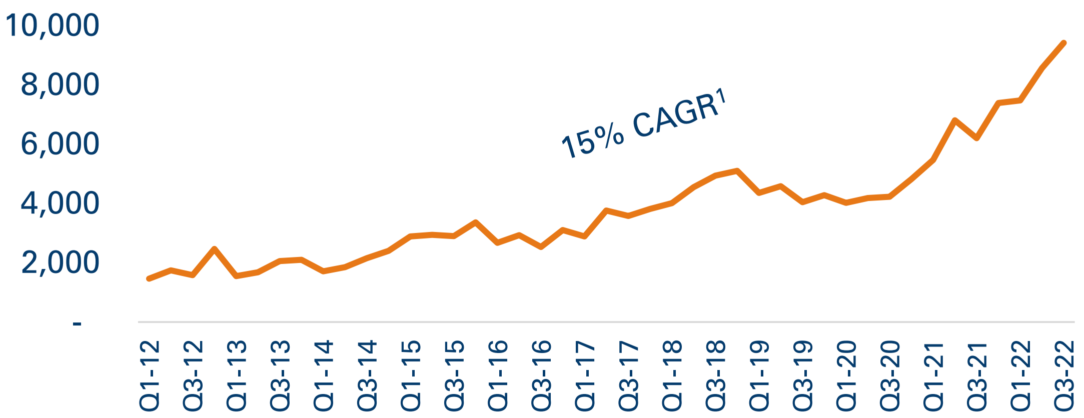
- 36% of clients active more than 15 years ago are still active with us[1]
- >60% revenue in each of the financial years (FY14 to FY21) was contributed by >5 year vintage customers[2]
- In last 3 years, millennials and Gen Z form 70% of active customers[3]
- 68% of customers acquired in Q3-FY22 are < 30 years of age, 87% from tier II & III cities
- 1.12 mn clients[4] with 2 or more products, up from 0.58 mn in FY16

Ability to attract millennials & Gen Z and retain vintage customers

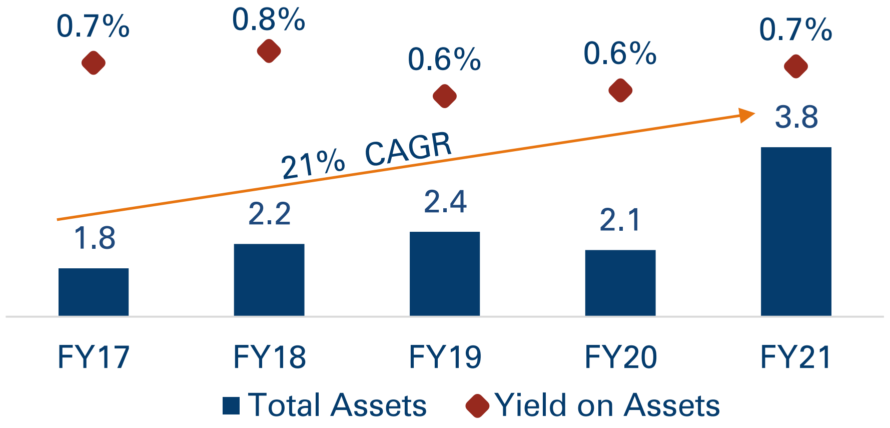
1. As at FY21
2. Based on retail broking revenues
3. Customers below 40 years of age, FY19 to FY21
4. As at Q3-FY22

Secular business model

Secular trend of quarterly overall revenues



Consistent yield on client assets[2]



Growth in PAT across cycles (₹ bn)

Year	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21
PAT (₹ bn)	0.78	0.64	0.91	2.94	2.39	3.39	5.54	4.91	5.42	10.68
3 Year CAGR				56%	55%	55%	23%	27%	17%	24%

- Business model has remained secular as seen by rolling 3 year periods with a minimum of 17% PAT CAGR over the last decade
- The company has displayed capabilities to scale down cost and maximize profit during tough times

3Y PAT CAGR ranging from 17% to 55% over different market cycles

1. Annual growth rate from FY12 to FY21
2. Yield generated on all the assets of our clients (assets include their holding value across all product categories e.g. demat holding of equity shares, home loan, FD, mutual fund, PMS etc.)

Cultural Anchors & focus on earning trust

Cultural Anchors

Integrating ESG Principles

Strong Customer Focus

- Managing financial life cycle
- Nuanced insights of customer behaviour

Governance & Risk Management

- Independent Chairman
- 50% board independent
- Proactive and real-time risk management

Innovation

- Leadership position across business cycles for over 2 decades
- Multiple "first to market" offerings

Agility & Execution

- Ability to respond quickly to market dynamics
- Strong emphasis on execution

Nurturing Talent

- High quality, diverse talent pool
- Ability to attract & retain talent

Uniquely positioned to harness entire Indian financial services opportunity

Segment Coverage

Millennial & GenZ | Mass Affluent + Private Wealth

Propositions

- Best in class plans: ICICI direct Prime, ICICI direct Neo, ICICI direct Prepaid
- New age digital platforms: ICICI direct Money, ICICI direct Markets, ICICI direct Business Partners
- Investment tools: ICICI direct Premium Portfolio, Masters of the Street, ICICI direct Global, One Click Mutual Fund
- Trading tools: i-Lens, ICICI direct API, i-Alert, i-Track, ICICI direct Option Express
- Knowledge ecosystem: icommunity (Seek, Share and Learn), Global Dialogue, investonomics (Engage · Empower · Entertain · Earn), The 2 Minutes Class

Channel

Omni channel strategy ranging from RM led assisted digital to completely digital

Unique non-credit play for entire Indian financial services opportunity

Safe harbor

Except for the historical information contained herein, statements in this release which contain words or phrases such as 'will', ‘would’, ‘indicating’, ‘expected to’, etc., and similar expressions or variations of such expressions may constitute 'forward-looking statements'. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to, the actual growth in demand for broking and other financial products and services in the countries that we operate or where a material number of our customers reside, our ability to successfully implement our strategy, including our use of the Internet and other technology, our growth and expansion in domestic and overseas markets, technological changes, our ability to market new products, the outcome of any legal, tax or regulatory proceedings in India and in other jurisdictions we are or become a party to, the future impact of new accounting standards, our ability to implement our dividend policy, the impact of changes in broking regulations and other regulatory changes in India and other jurisdictions as well as other risk detailed in the reports filed by ICICI Bank Limited, our holding company with United States Securities and Exchange Commission . ICICI Bank and ICICI Securities Limited undertake no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

This release does not constitute an offer of securities.

ICICI Securities

Thank you

Appendix

Consolidated P&L

(₹ million)

Particulars	Q3-FY21	Q2-FY22	Q3-FY22	Q-o-Q%	Y-o-Y%
Revenue	**6,200**	**8,566**	**9,419**	**10%**	**52%**
Operating Expenses	413	577	794	38%	92%
Employee benefits expenses	1,297	1,683	1,729	3%	33%
Other expenses	659	1,016	971	(4)%	47%
Total operational expenses	**2,369**	**3,276**	**3,494**	**7%**	**47%**
Finance Cost	253	581	827	42%	227%
Total expenses	**2,622**	**3,857**	**4,321**	**12%**	**65%**
Profit before tax	**3,578**	**4,709**	**5,098**	**8%**	**42%**
Tax	908	1,197	1,295	8%	43%
Profit after tax	**2,670**	**3,512**	**3,803**	**8%**	**42%**
Other Comprehensive Income (OCI)	1	23	23	-	>100%
Total Comprehensive Income (TCI)	**2,671**	**3,535**	**3,826**	**8%**	43%

Period: Q-o-Q: Q3-FY2022 vs Q2-FY2022; Y-o-Y: Q3-FY2022 vs Q3-FY2021

Segment performance

(₹ million)

Particulars	Q3-FY21	Q2-FY22	Q3-FY22	Q-o-Q%	Y-o-Y%
Segment Revenue					
Broking & Distribution	5,792	7,529	8,085	7%	40%
Issuer Services and Advisory	234	727	1,105	52%	372%
Treasury	174	310	229	(26)%	32%
Income from operations	**6,200**	**8,566**	**9,419**	**10%**	**52%**

Particulars	Q3-FY21	Q2-FY22	Q3-FY22	Q-o-Q%	Y-o-Y%
Segment Profit before tax					
Broking & Distribution	3,396	3,982	4,231	6%	25%
Issuer Services and Advisory	74	520	742	43%	903%
Treasury	108	207	125	(40)%	16%
Total Result	**3,578**	**4,709**	**5,098**	**8%**	**42%**

Period: Q-o-Q: Q3-FY2022 vs Q2-FY2022; Y-o-Y: Q3-FY2022 vs Q3-FY2021

Balance sheet : Assets

(₹ million)

ASSETS	At Dec 31, 2020	At Sep 30, 2021	At Dec 31, 2021
Financial assets (A)	**58,638**	**114,370**	**133,036**
Cash/Bank and cash equivalents	31,803	49,604	50,949
Securities for trade & Derivatives financial instrument	3,266	1,800	5,506
Receivables	4,458	2,863	4,305
Loans	18,352	59,107	71,032
Investments	28	36	100
Other financial assets	731	960	1,144
Non-financial assets (B)	**4,103**	**4,262**	**4,239**
Deferred tax assets (net)	666	574	540
Right-of-use assets	1,047	1,039	979
Fixed assets, CWIP & Intangible assets	702	861	940
Current tax assets & other non financial assets	1,688	1,788	1,780
Assets (A+B)	**62,741**	**118,632**	**137,275**

Balance sheet : Equity and Liabilities

(₹ million)

EQUITY AND LIABILITIES	At Dec 31, 2020	At Sep 30, 2021	At Dec 31, 2021
Financial liabilities (A)	**40,630**	**91,899**	**110,200**
Payables	10,423	12,571	9,307
Derivative financial instruments	1	5	-
Debt securities & borrowings	22,936	58,626	83,544
Lease liabilities	1,134	1,157	1,100
Deposits & Other financial liabilities	6,136	19,540	16,249
Non-financial liabilities (B)	**7,253**	**6,135**	**6,224**
Equity (C)	**14,858**	**20,598**	**20,851**
Equity share capital	1,611	1,613	1,613
Other equity	13,247	18,985	19,238
Equity and Liabilities (A+B+C)	**62,741**	**118,632**	**137,275**

Additional data points

Particulars	Q1-FY21	Q2-FY21	Q3-FY21	Q4-FY21	Q1-FY22	Q2-FY22	Q3-FY22
Equity market ADTO[1] (bn)	454	470	471	573	571	512	512
Derivative market ADTO[1] (bn)	9,183	12,145	16,477	22,572	24,143	31,840	38,048
Total market ADTO[1] (bn)	9,637	12,615	16,948	23,145	24,713	32,352	38,560
ISEC total ADTO (bn)	867	1,118	1,093	732	838	1,029	1,191
ISEC Blended market share (%)	9.0%	8.9%	6.5%	3.2%	3.4%	3.2%	3.1%
ISEC Blended Equity market share (%)	10.7%	11.1%	10.5%	9.6%	9.2%	8.8%	8.3%
ISEC Blended Derivative market share (%)	8.9%	8.8%	6.3%	3.0%	3.3%	3.1%	3.0%
Mutual fund average AUM[2] (bn)	318	352	383	413	440	483	503
Mutual fund average Equity AUM[2] (bn)	236	262	287	314	346	394	417
Mutual fund gross flow market share[3] (%)	0.21%	0.27%	0.28%	0.31%	0.30%	0.31%	0.25%
Life Insurance Premium (mn)	1,231	1,729	1,783	2,909	1,248	1,906	1,919

1. Excludes proprietary volumes, source: NSE, BSE, AMFI
2. AUM excluding direct
3. Market share including direct

ICICI SECURITIES LIMITED

Earning Conference Call
Quarter ended December 31, 2021 (Q3-FY22)

January 18, 2022

Operator remarks

Good evening ladies and gentlemen and welcome to the Earnings Conference Call of ICICI Securities Limited for the quarter ended December 31, 2021.

We have with us today on the call Mr. Vijay Chandok – Managing Director and Chief Executive Officer, Mr. Ajay Saraf – Executive Director, Mr. Harvinder Jaspal – Chief Financial Officer, Mr. Vishal Gulechha – Head Retail Equities, Mr. Kedar Deshpande – Head Retail Distribution, Product & Services Group, Mr. Anupam Guha – Head Private Wealth Management, Mr. Subhash Kelkar – Chief Technology & Digital Officer, Mr. Ketan Karkhanis – Head Digital Client Acquisition & Co-head New Solutions Group, Mr. Prasannan Keshavan – Head Operations and Mr. Nilotpal Gupta – Head, Data Science Unit.

For the duration of this presentation, all participant lines will be in the listen-only mode. I will be standing-by for the Q&A session. Should you need assistance during this conference call, please signal an operator by pressing '*' then '0' on your touchtone phone. Please note that this conference is being recorded.

The business presentation can be found on the company's corporate website, icicisecurities.com under Investor Relations.

I would now like to call Mr. Chandok to take over the proceedings.

Mr. Vijay Chandok

Good evening to all of you and welcome to the ICICI Securities third quarter earnings call for fiscal 2022.

I am sure that by now you would have already perused through our quarter three results and the presentation. I am happy to report strong growth across all our business segments. Our headline revenues came in at ₹ 9,419 mn, marking a YOY growth of 52% and a sequential growth of 10%. Further, our profit after tax grew, 42% YOY and 8% sequentially, to ₹ 3,803 mn. I would like to share my thoughts on our industry segments and our performance in that context.

The current fiscal has been strong for all our business segments. The retail participation has been strong leading to growth in the market volumes; the flows into mutual fund industry also turned positive this fiscal and on the primary market activities, this has been a year of record fund raising activities. The current quarter continued on this theme, although some signs of moderation are becoming apparent.

The retail client additions for the industry, whether in terms of NSE active clients or total number of Demat accounts as a proxy, were strong in this quarter compared to last year and previous sequential quarter, but within the quarter, trend of sequential month decline was visible for each of the month. Similarly, on trading volumes, the quarter witnessed moderation in equity volumes, more pronounced towards the November and December months. Derivatives trading volumes although continued the growth momentum but there was some moderation in rate of growth relative to previous quarter. We are also seeing that the pricing pressure in the industry is settling down and the focus has shifted to providing better experiences rather than only pricing. The other noticeable trend is clearly the consolidation of clients and volumes with digital players in the industry.

With regards to investments into various financial products like mutual fund, etc., industry witnessed a growing traction. The average monthly flows into mutual funds grew significantly year on year and even registered sequential growth. Within mutual funds, SIPs continue to show increased traction with the industry recording highest ever quarterly flow.

Primary capital markets also witnessed heightened levels of activity with respect to the total funds raised and number of deals.

On the regulatory front some of the noteworthy developments were:

- Directions relating to phase wise implementation of T+1 settlement cycle compared to T+2 settlement cycle earlier. We are gearing up our systems to comply with the regulatory guidelines.
- Deferral of directions requiring brokers to keep minimum 50% margins with exchanges in cash. This does not impact our operations since we have always placed 100% of margins in cash.
- RBI directed banks to align terms of lending products offered by their subsidiaries with those applicable to banks. This impacts us to the extent of ESOP financing product, which now will be capped at ₹ 2 million per client as applicable to Banks.

Against this back drop, our financial performance for the quarter was strong with growth across all businesses both on sequential and year on year basis. Let me now take you through some of the key highlights of our performance for the period.

During the quarter, our client additions remained strong with additions during the current quarter almost similar to those of the whole of last financial year. While the digital transformation has helped us gain the scale of younger clients with 68% of new clients coming in at an age of 30 or below and over 87% of new clients coming from tier-II and tier-III cities, we are keeping an eye on the quality and do realise that these clients may not have the same monetisation capability initially as our other channels which have access to more affluent base. However, gradually we have been able to build revenue scale of digital channel and now the monthly burn has become negligible on account of direct marketing cost, and includes only some indirect costs. Our focus here is on improving the digital marketing efforts so as to continue to improve the client mix and profile.

In our **equities** business, we were able to grow as well as diversify our revenue. I am happy to report that the allied revenue has started contributing 34% to the equity franchise and continued the strong growth trajectory this quarter as well. Further in the retail equity segment, our market share remained range bound, however our blended equity market share declined primarily on account of institutional equities.

Our market share in derivatives has been stabilizing post implementation of last phase of margin norms in Sept'21. While our blended derivatives' volume growth was broadly in line with the industry, we continue to focus on implementing initiatives to enhance our proposition for investors as well as traders. We believe that these initiatives will help in achieving positive long term outcomes.

Our **distribution business** witnessed a strong growth in revenue, driven by mutual funds. We registered market share gains, both sequentially and YoY, for flows into debt and equity taken together. We also feel satisfied with strong gains at granular level in SIP count and SIP flows market share due to our concerted efforts like the launch of Money APP.

In context of our insurance business, while the premium growth on a sequential basis may show signs of flattening, we are working on multiple prongs to harness the entire insurance opportunity. We are working on creating intuitive customer journeys, enhancing the product suite, integrating with insurers to jointly provide an analytics driven, personalised experience to our customers and leveraging our Money App. Further, we have been focused on scaling up the assets distribution business by making the process phygital and deep integrating the journeys with partners and we have been able to make progress on that front.

Our **Issuer Services & Advisory** revenue registered a strong growth and we became the first Indian lead manager to top the equity deal table. While we have a strong IPO/FPO/InvIT/REIT pipeline, we are cognisant of the fact that the primary markets are quite episodic and that the current activity levels may moderate. We continue our efforts on growing the recurring segments of our issuer services & advisory franchise like QIP, blocks and advisory services.

To **summarise** our approach continues to be to keep investing into fundamental input levers that will help us build sustainable scale business. We remain committed to handholding our clients through their financial journey and improving client experiences throughout the ISEC ecosystem and therefore continue to invest in next gen technology capabilities to stay ahead of the curve.

We are conscious of the elements of our business model being cyclical and could face short term headwinds at times due to the industry level factors, however, we continue to believe that the medium to long term story for the industry remains intact. We continue to focus on building up fundamental levers that would drive de-cyclicality for our franchise and continue doubling down on building granularity in our businesses. We look forward to continuing our momentum and capitalizing on opportunities in the medium to long term.

I would like to end our commentary and open the call for questions that you may have. Thank you.