

REF: CIL/CC/17/2022-23

May 24, 2022

To, The Department of Corporate Services, The BSE Limited, P. J. Towers, Dalal Street, Mumbai- 400 001 Scrip Code: 531358	To, The Department of Corporate Services, The NSE Limited 5 th Floor, Exchange Plaza Plot No. C/ 1, G Block, Bandra – Kurla Complex, Bandra (East), Mumbai – 400 051 Scrip Code: CHOICEIN
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Sub: Investor Presentation

Please find enclosed a copy of Investor Presentation on the Audited Financial Results of the Company for the Quarter and Financial Year ended March 31, 2022.

Kindly take the above document on your record.

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. L67190MH1993PLCo71117
www.choiceindia.com

Letterheads. Keeping words official.

Commitment to provide Financial Excellence

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

Q4 FY22 and FY22 Earnings Presentation

Choice
The Joy of Earning



A diversified Business Mix for sustainable development

Choice International Limited stock listed on NSE from April 8, 2022 under scrip symbol "CHOICEIN"



Broking & Distribution

- Doubled the number of Demat Accounts to 463,000 during the year FY22
- 3.75x increase in Active customers as per NSE during the year bringing Choice's ranking to No. 16 as per NSE's active UCC list
- Stock Broking client assets stood at Rs.163 Bn, 129% increase YoY resulted in highest rise in the Revenues.
- Assets under Advise for Mutual Funds stood at Rs. 3263 Million contributed by 2.8x growth in number of customers.
- 75% increase YoY in Insurance premium to Rs. 242 Mn in Fy22



NBFC

- Loan book grew by 32.52% YoY to Rs. 3.26 Bn from Rs. 2.46 Bn as reported on March 31, 2021
- Net Interest Margin (NIM) expanded to 8.01% in FY22
- 59.38% increase in PAT on YoY basis to Rs. 152 Mn
- Hired 93+ employees under various roles of IT, credit, operations, marketing and sales to launch digital lending platform for MSMEs

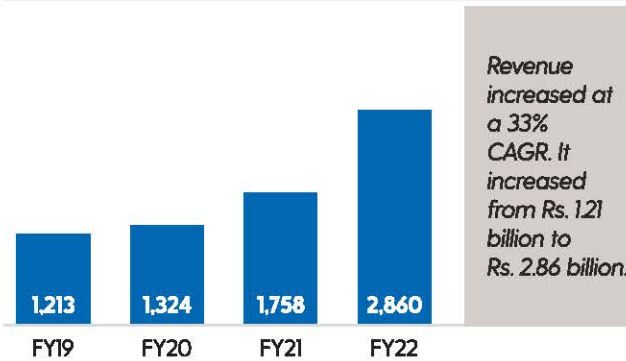


Advisory

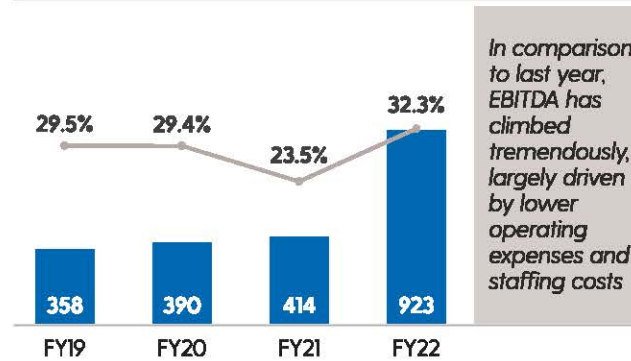
- Won multiple contracts worth over Rs. 1 Bn during the year under Jal Jeevan Mission
- Rs. 2.75 Billion worth of Order Book as on FY22 demonstrating an increase by 375% on YoY basis
- Segment Revenue increased by 91% on YoY to Rs. 686 Mn from Rs. 359 Mn
- Expansion of services to the states of Uttarakhand and Gujarat with large policy reform projects

FY22 Highlights

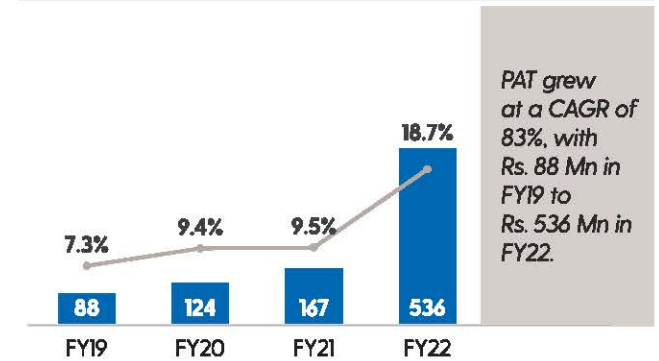
Revenue (Rs. Mn)



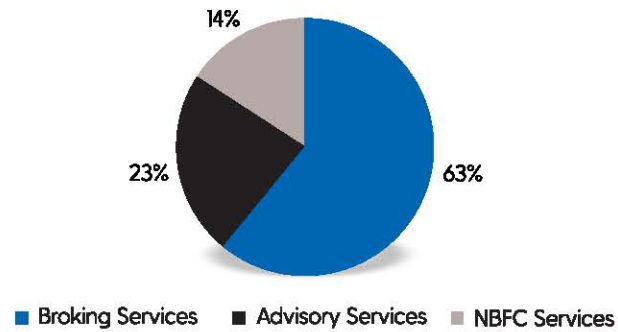
EBITDA (Rs. Mn) and Margin (%)



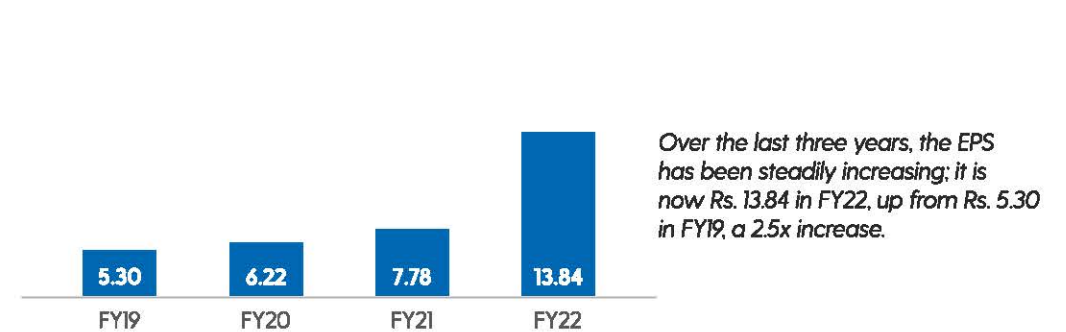
PAT (Rs. Mn) and Margin (%)



Revenue Share

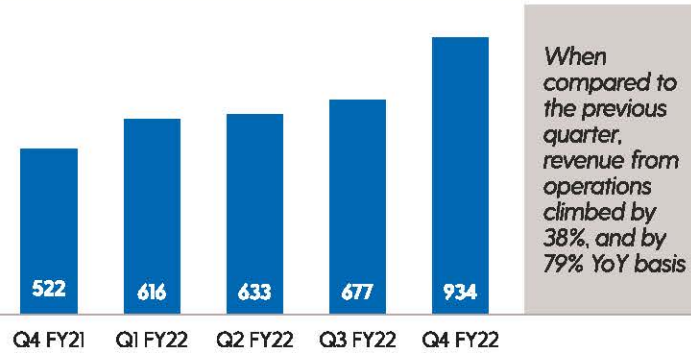


EPS (Rs.)

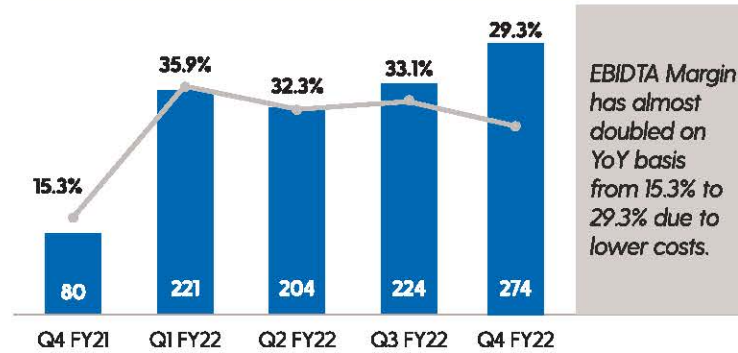


Q4 FY22 Highlights

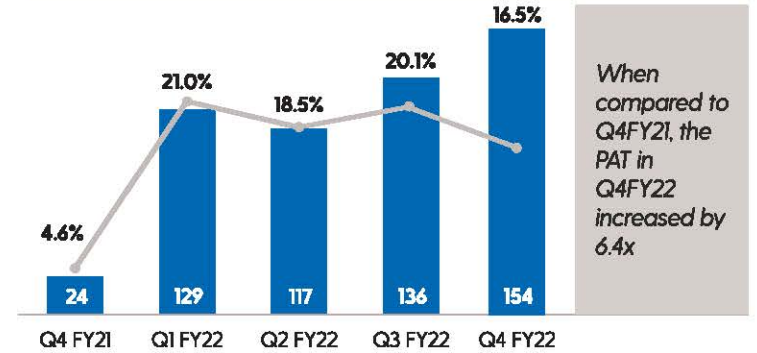
Revenue (Rs. Mn)



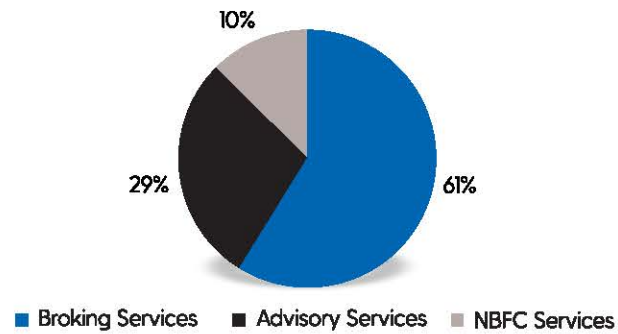
EBITDA (Rs. Mn) and Margin (%)



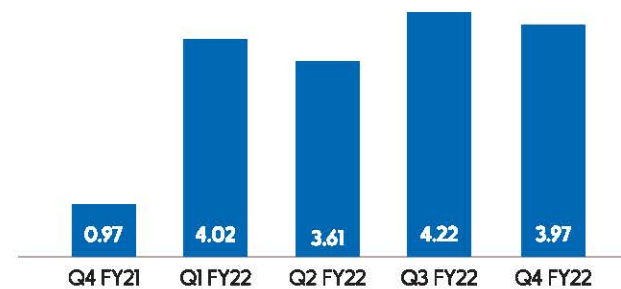
PAT (Rs. Mn) and Margin (%)



Revenue Share



EPS (Rs.)



Management Comments

“Our Performance across business remained robust during the year with top line growth of 61% and PAT growth of 221% during FY22. This was driven by our efforts towards financial inclusion by reaching and expanding our presence across tier 3 and tier 4 cities.

We moved to 16th position on NSE as per NSE active users list with 3.75x increase in our active customers during the year supported by almost doubling of our demat accounts to 4,63,000. AUM for mutual funds distribution business also increased by 2.8x to Rs. 326.3 mn during the year. We have expanded our NBFC team by 93 employees and loan book size by 32% YoY to 3.26 Bn from Rs. 2.46 Bn last year.

Our B2B business won multiple contracts over Rs. 1 bn in revenue under Jal Jeevan Mission, further validating our expertise in executing and delivering projects over time.

Going forward we will be focused on our goal of financial inclusion and reaching further towards villages, tier 4 and tier 5 cities along with improving service quality and effectiveness. We have been consistent in delivering superior results over the years and will continue to do so by leading and catering to the underserved market.”

Mr. Kamal Poddar
Managing Director



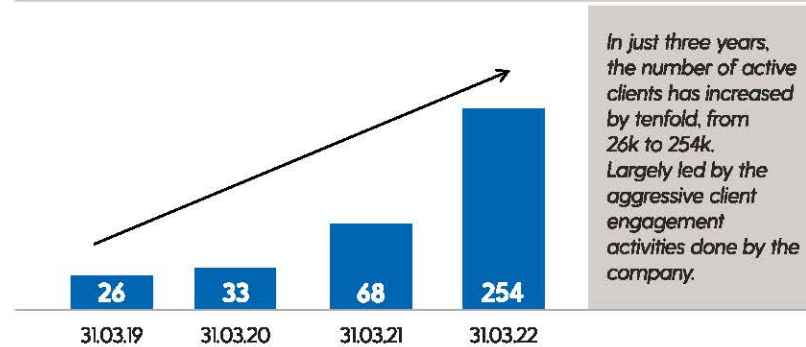
Businesses



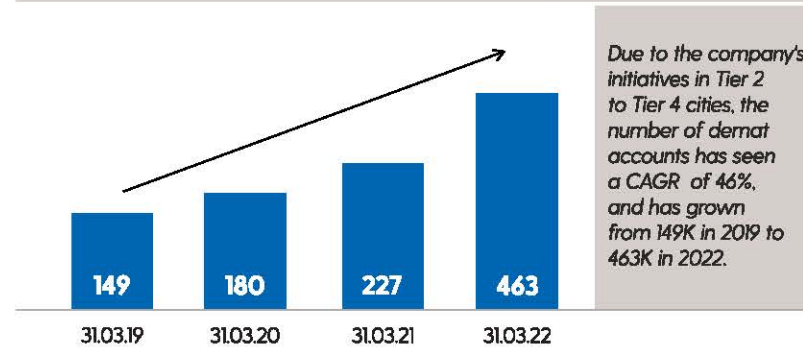
Stock Broking Services

An end-to-end broking ecosystem for capital markets access

of Active Clients (000)



of Demat Accounts (000)



Key Services

Equity Trading

Commodity Trading

Derivative Trading

Demat Services

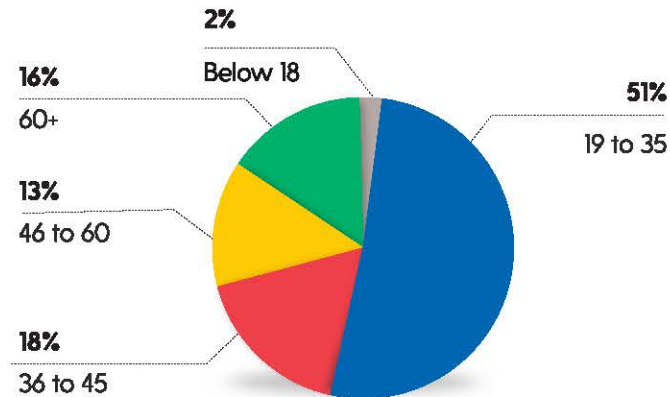
Debt Market Instruments

Portfolio Management

Research & Analysis

IPO / OFS / Other Issues

Age Group

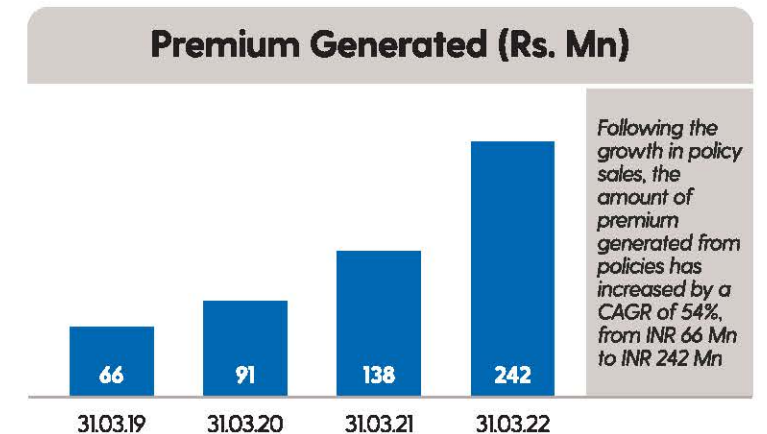
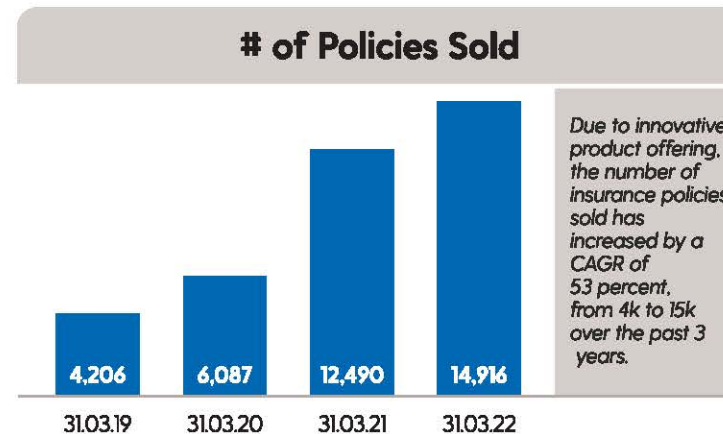
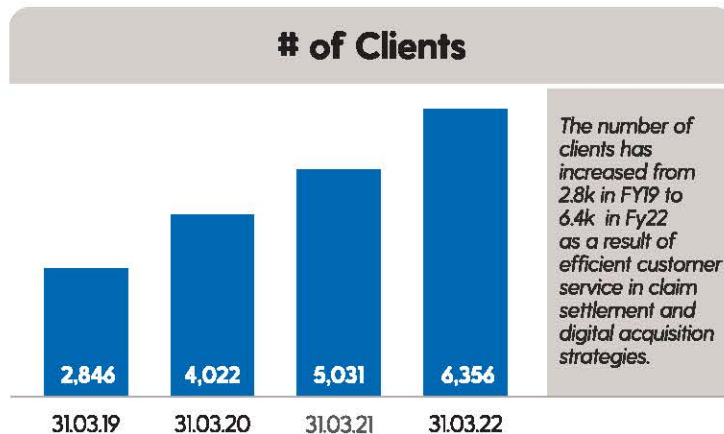


- Around 51% of our client base is young (19-35 years) who are tech savvy and have longer investment life-cycle
- A young earning population with no dependents tends to have more disposable income
- As the age increases saving increases and that turns into source of investment
- This significant young population is from areas with limited economic development / financial products availability. With maturity of financial services in these areas our revenue will also grow exponentially
- The exposure of social media and internet has resulted in better understanding of financial products

Insurance Broking Services

Rapid expansion via new branches, Steadily increasing client base including marquee corporates

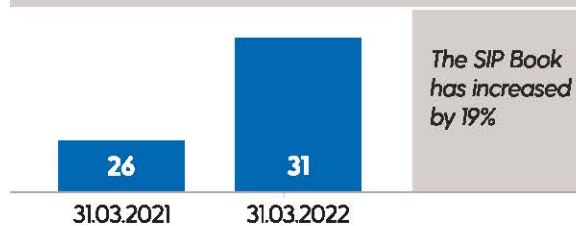
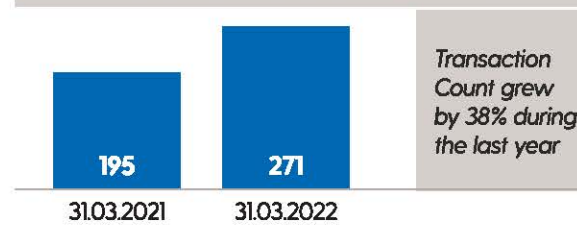
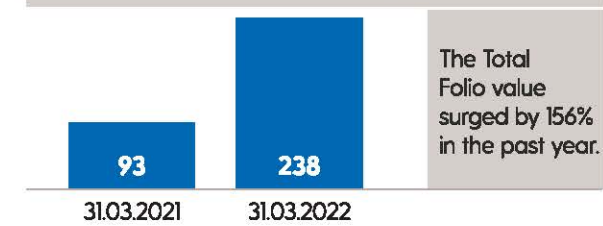
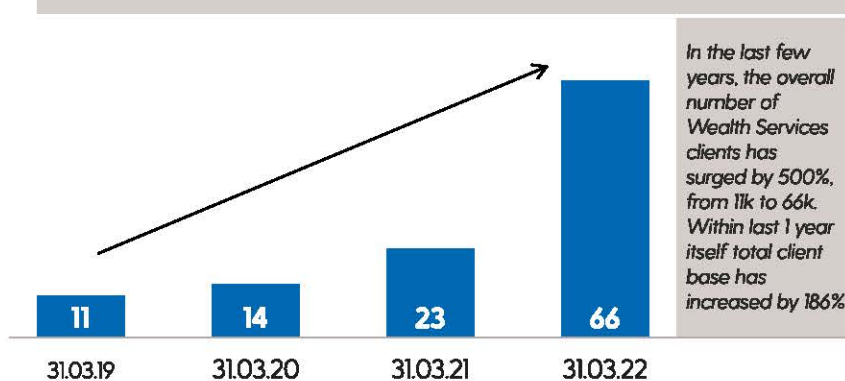
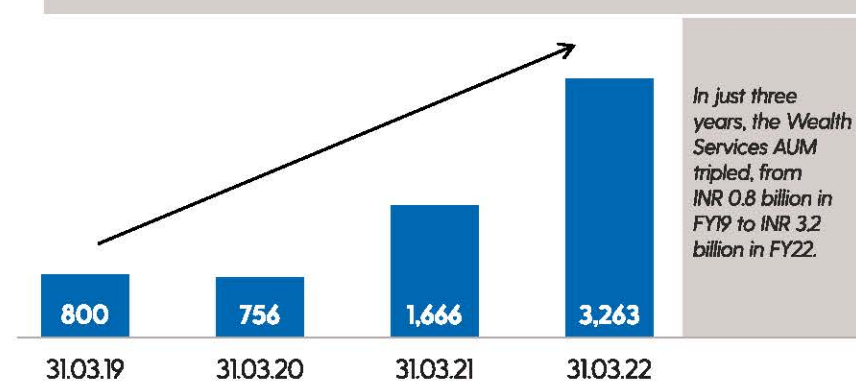
- App "ISMOS" for motor and health insurance products for instant quotes, comparison and policy issuance
- Focus on building Product Specific Specialized Teams to ensure suitable Advisory and Support throughout the policy period for both Corporate and Retail Clients
- Home and Appliances Insurance - Home Insurance is a very new concept. This covers client from damages caused by electricity load, floods, theft, etc. Further extended warranties on white goods are high in cost and people generally don't prefer that. We are working towards Insurance product which can cover such faults/ damages and its offering such as insurance with OEM tie-up.
- Small ticket Health Insurance - With so much awareness caused by Covid-19, a lot of people plans to buy health Insurance for their family but the premiums are out of budget for them. We are working on health insurance plan which has the right mix of coverage and is affordable too.



Wealth Services

Diverse product mix for better investments

- A trusted advisor and AMFI registered mutual fund distributor
- Strong research team to support client advisory
- State of Art App "Investica" provides end to end services for Wealth Management and investment in Mutual Funds

Key Services
Mutual Fund Advisory and Distribution
Research and Analysis
Financial Planning
Bond Advisory and Distribution
SIP Book (Monthly, in Mn)

Transaction Count (Monthly, in 000s)

Total Folio (000)

of Total Clients (000)

AUM (Rs. Mn)


In-house Technology Expertise

In-house technological arm to build digital products for all our business divisions

- Certified with ISO 9001:2008, ISO/IEC 27001:2013, CMMI Level 3
- Indigenously built apps "Jiffy", "ISMOS", "Investica" and constant updates from the team to keep up with trends
- Proactive identification of gaps and error (if any) with timely and effective resolution of the same to ensure a smooth user experience
- Dedicated team of over 100+ members focused on enhancing customer experiences

Brief milestone of the performance of our home-grown products

15 Million+

Requests
served per day

5,00,000+

Clients
Onboarded

150K+

Transactions
facilitated daily

INR 163 Billion

AUM Managed

INR 3 Billion+

Loans Disbursed

15K+

Insurance Policies Issued

Strengths

Software Development

Cloud Architecture

DevOps

IT security

Data Analytics

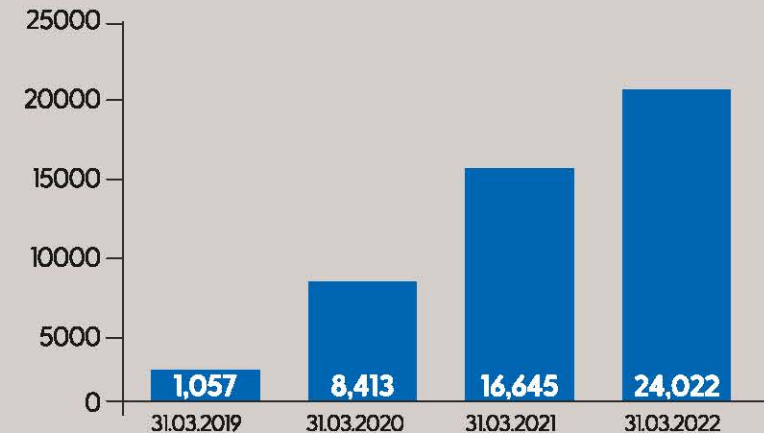
Design Thinking

Choice Connect

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

- As a company we are strong believer of Human Touch in Financial Services and hence we are working in Phygital Mode to acquire and service clients.
- To make the business sustainable and to reach the real Bharat we are started tweaking our distribution approach and hence Choice Connect was born.
- In Choice Connect we aggregate all the services of Choice at one place and make it accessible to our Business Associates so there Earning Capacity multiplies.
- Since Choice Connect is an Asset Light Model it increases our reach without impacting any fixed cost.
- In addition to enhancing Jiffy we are constantly working on Choice Connect too to make it more easier, simpler and transparent to use.

Total No. of CBAs



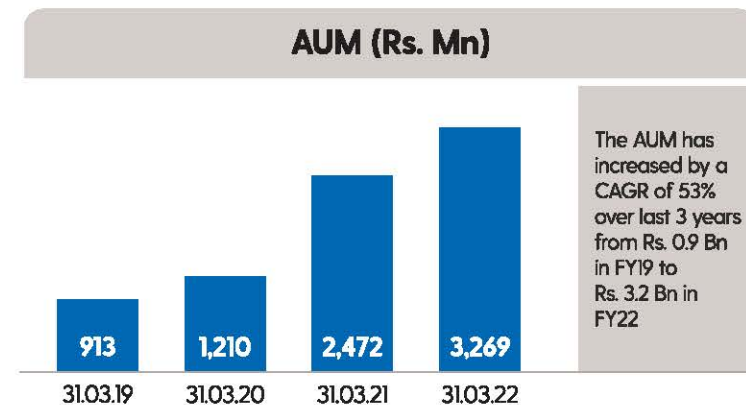
NBFC Business

MSME focused digital lending and payment solutions

Opportunity - Overall credit gap in MSME Sector

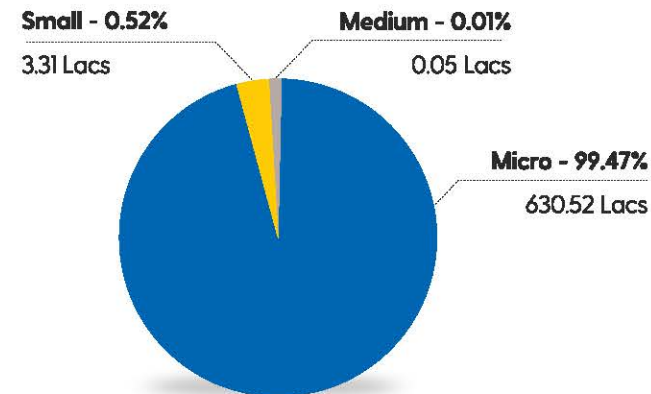
Particulars	Amt. (lac crore)
Total Demand for Credit to MSMEs	37.00
Supply from Formal Sources	14.68
• Banks	13.24
• NBFC	1.44
Overall Credit Gap	22 lac crore

*June 2019 report by the UK Sinha Committee constituted by the Reserve Bank of India (RBI)



MSME Classification

Category	Conditions
Micro Enterprise	Investment upto Rs. 1 Crore in Plant & Machinery Turnover upto Rs. 5 Crores
Small Enterprise	Investment upto Rs. 10 Crores in Plant & Machinery Turnover upto Rs. 50 Crores
Medium Enterprise	Investment upto Rs. 50 Crores in Plant & Machinery Turnover upto Rs. 250 Crores



Our Offerings

MSME Flexi OD for Micro Enterprises

MSME Supply Chain Finance

Solar Financing only for Micro Enterprises

BNPL - MSME Insurance Premium Financing

Vehicle Finance - MSME's Commercial Vehicle

Mission



Serve the Underserved



Digital Documentation



Machine learning based Credit Underwriting



End-to-End Digital Process



Moving MSME to Digital Payments

Advisory Services

Management Consulting

- Includes business advisory, transaction advisory, taxation, business restructuring, overseas business set-up
- Customized solutions to support various business requirements

Investment Banking

- SEBI registered category-I merchant banker offering IPO advisory, valuations, corporate finance and pre-IPO support
- Focus on providing need-based solution through innovative structures

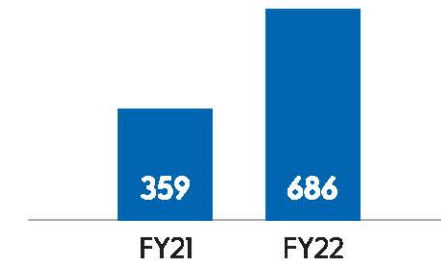
Infrastructure Consulting

- Provides feasibility assessment and detailed project report for water management, road & highway, affordable housing and waste management
- Also provides project management and monitoring services

Government Advisory

- Expert advisory services to government on various social initiatives
- Association with over 500 Urban Local Bodies, 25 State Departments and 10,000+ Panchayati Raj institutions

Segment Revenue (Rs. Mn)



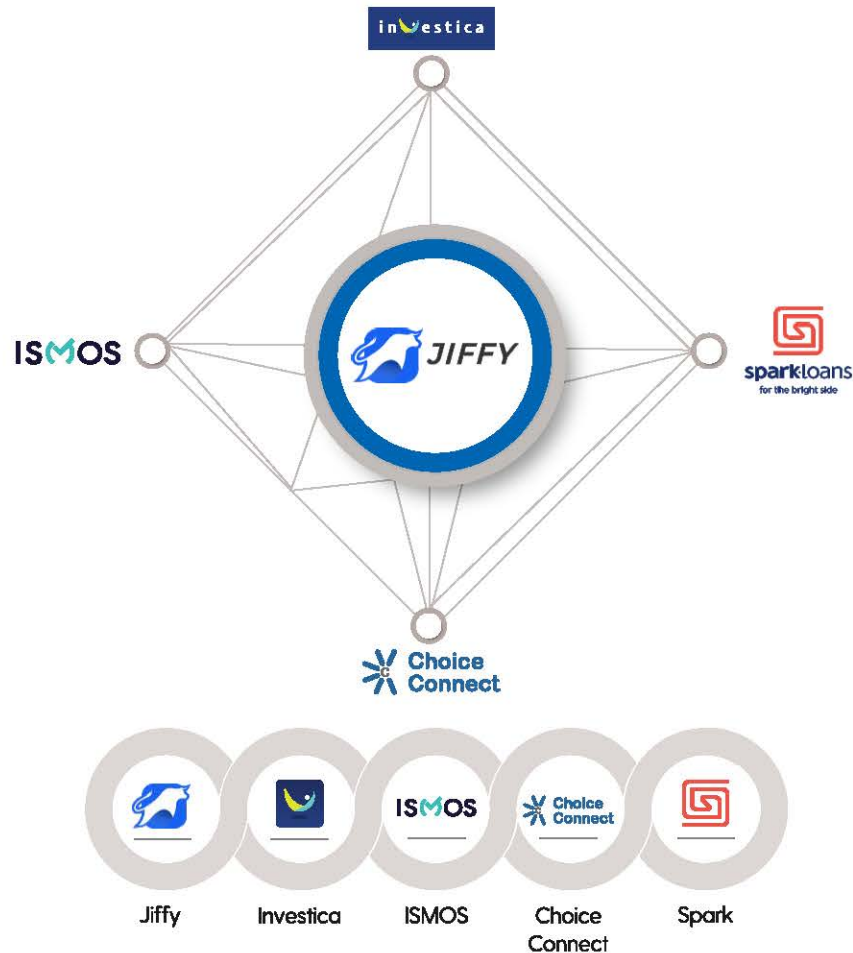
Govt. Projects in Hand

₹ **2.75**
Bn

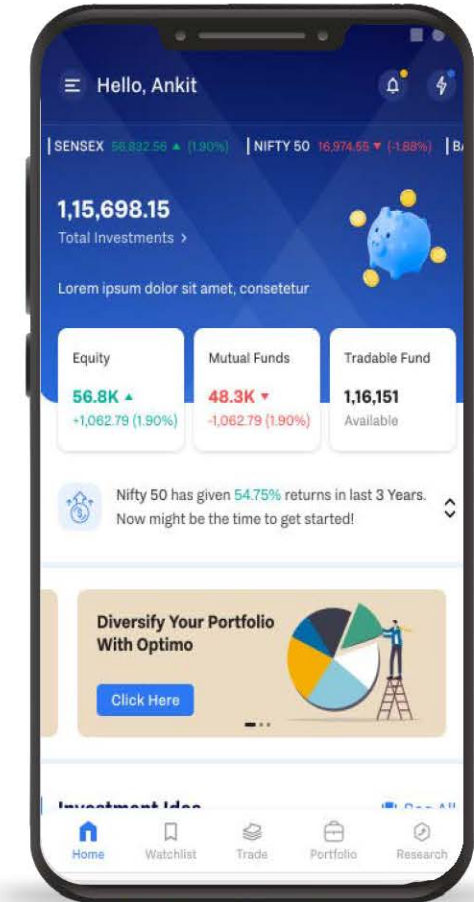
Rs. 2.75 Billion worth of Order Book as on FY22 demonstrating an increase of 375% on YoY basis.

Jiffy Super App

One Customer, One Platform

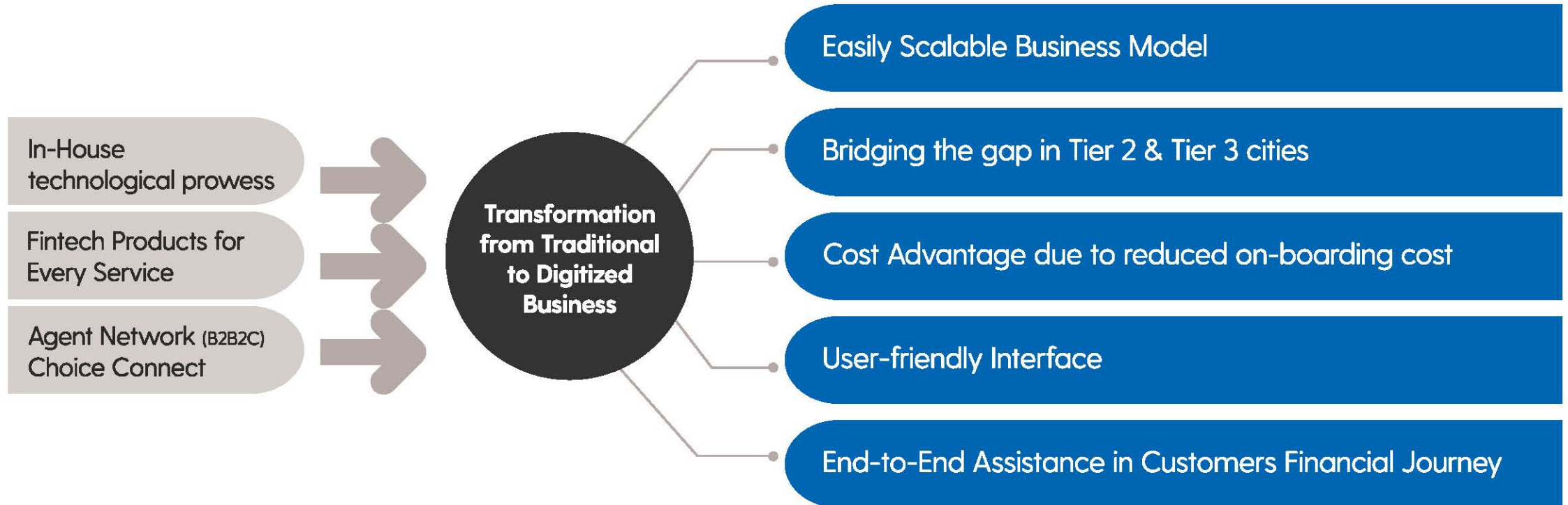


- Our efforts are into upgrade Jiffy in Super App which understands client's behavior and then guide them for their best suited financial plan with the help of Optimo - our AI powered behavioral engine
- Our aim is to make the lives of our clients simpler and easier. The power of choice, a seamless experience, and loyalty will be at the center of product. With this we will deliver an ultimate Choice Experience to our clients.
- With the Super App we will be able to show a client's total networth to him and impact of his actions on his networth. This transparency will create a positive bias towards us and will help us in better client retention.
- With Jiffy, Client will be able to seamlessly access all the services of Choice like Stock Market, Mutual Fund, Insurance, Loan, Fixed Income Investments.



Digitization Strategy

Building a digital ecosystem



Financial Performance



Financial Performance

Continued growth momentum with strong margins

(Rs. Million)	Q4 FY22	Q4 FY21	Y-o-Y Growth (%)	Q3 FY22	Q-o-Q Growth (%)	FY22	FY21	Y-o-Y Growth (%)
Revenue from Operations	848	497	70.7%	659	28.7%	2,718	1,687	61.1%
Other Income	86	25	246.2%	18	367.4%	141	71	99.9%
Total Income	934	522	79.1%	677	37.9%	2,860	1,758	62.6%
EBITDA	274	80	243.7%	224	22%	923	414	123.2%
EBITDA Margin	29.3%	15.3%		33.1%		32.3%	23.5%	
EBIT	264	72	266.4%	215	22.9%	890	383	132.5%
EBIT Margin	28.3%	13.8%		31.7%		31.1%	21.8%	
PBT	212	33	532.4%	181	16.9%	736	228	222.7%
PBT Margin	22.7%	6.4%		26.7%		25.8%	13.0%	
PAT	154	24	544.8%	136	13.1%	536	167	220.8%
PAT Margin	16.5%	4.6%		20.1%		18.7%	9.5%	
Basis EPS	3.97	0.97	309%	4.22	(6%)	13.84	7.78	77.9%

Consolidated Financial Performance - Quarterly

Particulars (Rs. Lakhs)	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22
Revenue from Operations	4,968	6,000	6,110	6,589	8,483
Other Income	247	156	219	183	855
Total Income	5,215	6,156	6,329	6,772	9,338
Operating Expenses	2,735	2,388	2,502	2,534	3,812
Employee Benefit Expenses	1,168	1,173	1,268	1,422	1,832
Finance Costs	386	332	338	339	524
Depreciation and Amortisation Expenses	76	74	74	95	96
Administrative and Other Expenses	517	385	516	571	957
Total Expenses	4,880	4,352	4,698	4,961	7,221
PBT	335	1,804	1,631	1,811	2,118
Tax Expenses	97	510	461	452	581
Share of Profit from Associate					
Loss on Disposal of Associate					
PAT	238	1,295	1,170	1,359	1,536
Other Comprehensive Income	32	8	4	4	(20)
Total Comprehensive Income	270	1,302	1,175	1,363	1,516

Consolidated Financial Performance - Yearly

Particulars (Rs. Lakhs)	FY20	FY21	FY22
Revenue from Operations	12,696	16,874	27,182
Other Income	540	707	1,414
Total Income	13,236	17,582	28,596
Operating Expenses	2,697	7,648	11,236
Employee Benefit Expenses	4,746	4,194	5,695
Finance Costs	1,730	1,546	1,533
Depreciation and Amortisation Expenses	346	309	338
Administrative and Other Expenses	1,897	1,603	2,430
Total Expenses	11,415	15,300	21,232
PBT	1,820	2,282	7,364
Tax Expenses	577	611	2,003
Share of Profit from Associate			
Loss on Disposal of Associate			
PAT	1,243	1,671	5,360
Other Comprehensive Income	135	36	(4)
Total Comprehensive Income	1,378	1,707	5,356

Consolidated Balance Sheet

Particulars (Rs. Lakhs)	FY20	FY21	FY22
ASSETS			
Non Current Assets			
Property, Plant and Equipments	7,222	7,124	7,260.25
Investment Property	120	120	120.00
Goodwill	825	825	825.00
Other Intangible Assets	584	484	508.51
Intangible Assets Under Development	14	17	50.58
LT Financial Assets			
LT Investments	1,959	662	1,005.26
LT Loans	75	7	1,297.80
LT Other Financial Assets	395	489	402.22
Current Tax Assets (net)	362	291	413.38
Deferred Tax Assets	82	101	140.26
Other Non Current Assets	4	2	325.30
Goodwill on Consolidation	0	0	108.77
Total Non Current Assets	11,640	10,121	12,457.31
Current Assets			
Securities Held for Trade	3,061	872	2,370.34
ST Financial Assets			
Investments			51.78
Trade Receivables	9,104	7,613	8,159.53
Cash and Cash Equivalents	3,733	3,025	2,561.87
Bank Balances Other Than Above	1,365	1,792	11,338.68
ST Loans	11,780	24,653	32,349.18
ST Other Financial Assets	9,057	17,028	26,101.04
Other Current Assets	540	453	2,370.83
Total Current Assets	38,640	55,437	85,203.26
Total Assets	50,280	65,559	97,760.57

Consolidated Balance Sheet

Particulars (Rs. Lakhs)	FY20	FY21	FY22
Equities And Liabilities			
Equity			
Equity Share Capital	2,000	2,856	4,975.60
Other Equity	19,319	23,446	36,023.66
Total Equity	21,320	26,303	40,999.26
Non controlling interest			79.87
Non Current Liabilities			
LT Financial Liabilities			
LT Borrowings	380	2,621	3,651.59
LT Other Financial Liabilities	0	0	24.24
LT Provisions	185	224	305.53
Deferred Tax Liabilities	787	458	494.10
Other Non Current Liabilities	219	241	418.42
Total Non Current Liabilities	1,572	3,546	4,893.88
Current Liabilities			
ST Financial Liabilities			
ST Borrowings	13,859	12,151	17,939.96
Trade Payables	722	1,378	1,894.56
ST Other Financial Liabilities	11,107	20,189	29,344.74
Other Current Liabilities	1,558	1,184	1,827.39
ST Provisions	140	805	780.91
Total Current Liabilities	27,388	35,709	51,787.56
Total Equity and Liabilities	50,280	65,558	97,760.57

Group Info



Company Overview

One of the leading financial conglomerate providing tech-led financial services



End-to-end financial services conglomerate with over a decade's expertise



Ranking in Top 20 broking firms in India



PAN India Presence



Strong Research Desk for both Institutional and Retail



Fintech ecosystems with a human touch



ESG compliant and strong Corporate Governance

54

Offices

100+

Inhouse Tech Experts

250K+

Active Broking Clients

500K+

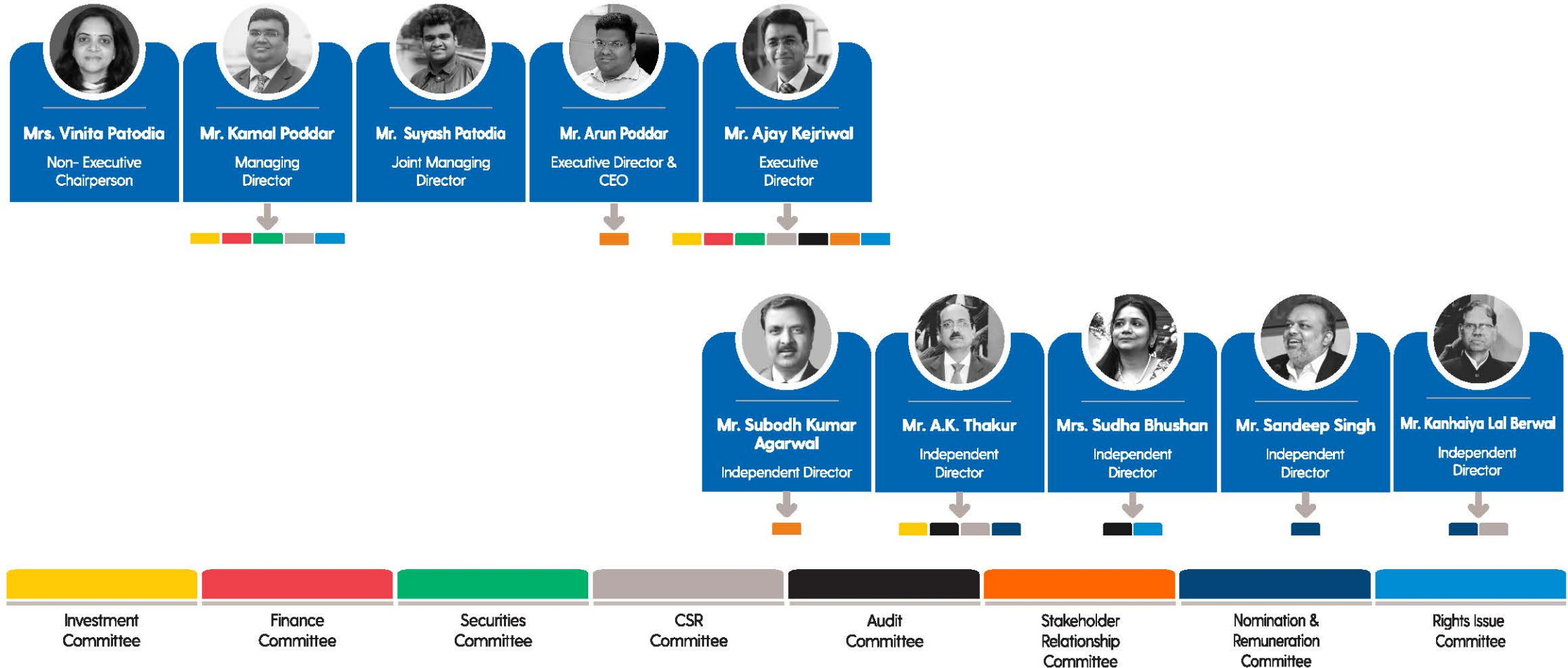
Clientele

24K+

Business Associate

Board Members

Board with extensive experience across businesses



Environmental, Social and Governance

Behaviour and Business Ethics:

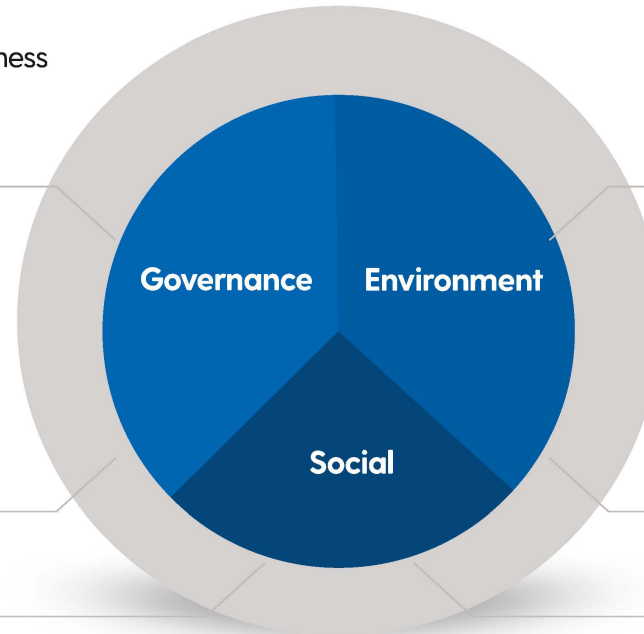
We attempt to adopt the supreme practices and the highest standards of corporate governance through Transparency in Business ethics, transparency and accountability to our clients, government and others

Transition to Renewable Energy:

Roof Top Solar Plant at corporate office. We have also adopted solar power plant to have an eco friendly environment

Corporate Governance Policies:

Company believes that strong governance standards, focusing on fairness, transparency, accountability and responsibility are vital



Energy Efficiency Initiatives:

Offices have been designed such that they are equipped with energy efficient air conditioner, LED Light and other energy conservation measures

Customer Responsibility Initiatives:

Continuously conduct corporate social responsibility (CSR) programs on a voluntarily basis.

Social Strategy in Place:

Continuously conduct corporate social responsibility (CSR) programs on a voluntarily basis.

Geographical Presence

Mumbai - (Head office)

Ahemdabad	Erode	Kottaramattom	Ranchi
Agra	Gwalior	Kottayam	Salem
Aluva	Hubli	Kozhikode	Secunderabad
Angamaly	Indore	Madurai	Sikar
Aurangabad	Jaipur - 1	Mangalore	Surat
Bangalore	Jaipur - 2	Marol (Mumbai)	Thrissur
Baroda	Jhunjhunu	Mysore	Tirunelveli
Bhilai	Kaloor	Nagpur	Tiruvalla
Bhopal	Kanjirappally	Pala	Trichy
Bhubaneswar	Kannur	Palakkad	Trivandrum
Chennai	Kadavanthra	Patna	Vishakhapatnam
Coimbatore	Kolhapur	Pune	
Delhi - 1	Kolkata - 1	Raipur	
Delhi - 2	Kolkata - 2	Rajahmundry	

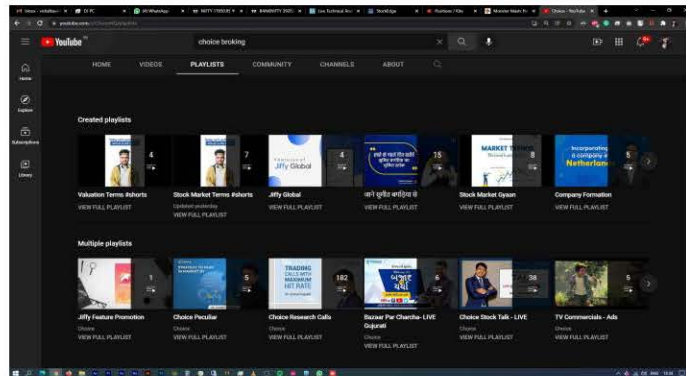


54 OFFICES IN **16** STATES ACROSS INDIA

Media Presence

Constant updates on Social Media platforms

Social Media



Q4 FY22

39
Videos posted
by Social Media
Influencers about
Choice

986K+
Views on
the videos

News and Print Media



Q4 FY22

310
Hours on various
TV channels
covering Choice
& our Analyst

Follow Us on:-

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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.

Choice International will not be responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

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Thank you