



REF: CIL/CC/BSE-40/2021-22

November 12, 2021

To,
The Department of Corporate Services,
The BSE Limited,
P. J. Towers,
Dalal Street,
Mumbai- 400 001

Ref: Scrip Code No. 531358

Sub: Investor Presentation

Dear Sir/Madam,

Please find enclosed a copy of Investor Presentation on the Un-Audited Financial Results of the Company for the quarter ended September 30, 2021.

Kindly take the above document on your record.

Thanking You,

Yours Truly,

For Choice International Limited



(Karishma Shah)
Company Secretary & Compliance Officer

Choice

Choice International Limited
Choice House, Shree Shakambhari Corporate Park, 156-158, Chakravarty Ashok Society, J B Nagar, Andheri (E),
Mumbai 400099 T +91 22 67079999 E info@choiceindia.com
www.choiceindia.com

Letterheads. Keeping words official.

It's simple.



Choice International Ltd.

EARNINGS PRESENTATION

Q2-FY22



EXECUTIVE SUMMARY

Choice Group, listed on BSE as Choice International Ltd (Choice) is more than a decade old company under the leadership of CA Kamal Poddar. It is an end-to-end financial services conglomerate.

Choice Group has successfully created a fintech ecosystem which combines a suite of platforms under one roof for all financial services

The company, through its multiple subsidiaries, offers financial services across all platforms catering to retail and institutional clients, corporates and state and central governments

- Equity & Commodity Broking
- Insurance Broking
- Wealth Management
- Retail Loan Distribution
- Management Consulting
- Investment Banking
- Infrastructure Consulting
- Government Advisory

49

OUR
OFFICES

2k+

EMPLOYEE
STRENGTH

13K+

CHOICE BUSINESS
ASSOCIATE

3Lac+

OUR
CLIENTELE

FY 21 Financials

INR
1,758 Mn

REVENUE

INR
167 Mn

PAT

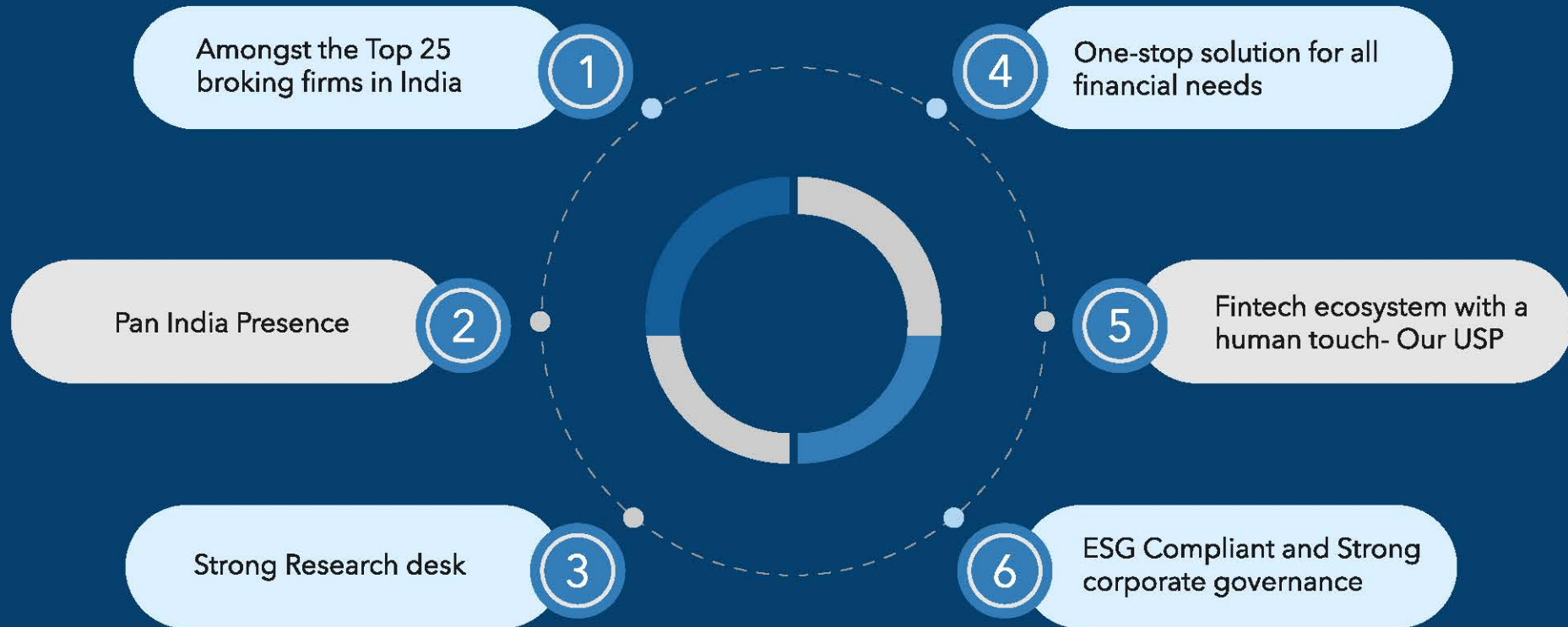
INR
5.11

DILUTED EPS

INR
2,630 Mn

NETWORTH

COMPANY SNAPSHOT



A line chart on a blue background with a grid. The chart shows two data series: a thin blue line and a thick blue line. The thin blue line starts at 44,291, peaks at 63,772, and ends at 65,000. The thick blue line starts at 26,417, peaks at 65,000, and ends at 100,000. The text 'EARNINGS UPDATE' is centered in white.

EARNINGS UPDATE

EARNINGS SNAPSHOT

Q2-FY22- Consolidated	(INR Mn)
Revenue from Operations	611
EBITDA	182
EBITDA Margin	29.85%
PAT	117
PAT (%)	19.15%
EPS	3.61



Q2-FY22 CONSOLIDATED INCOME STATEMENT (IND-AS)

PARTICULARS (INR Mn)	Q2-FY22	Q1-FY22	Q-o-Q	Q2-FY21	Y-o-Y
Operating Revenue	611	600	1.84%	312	96.00%
Total Expenses	429	395	8.50%	298	44.00%
EBITDA	182	205	NA	14	1188.00%
EBITDA Margin	29.85%	34.20%	NA	4.54%	NA
Depreciation	7	7	5.09%	8	-4.88%
Finance cost	34	33	2.54%	40	-15.13%
Other Income	22	15	45.98%	20	-8.00%
PBT	163	180	NA	(13)	1353.00%
Tax	46	51	NA	(4)	NA
Profit After tax	117	129	NA	(9)	1415.00%
PAT Margin	19.15%	21.50%	NA	(2.85%)	NA
Other comprehensive income	0.44	1	-55.91%	0.15	NA
Total Comprehensive income	117	130	NA	(9)	1445.00%
Diluted EPS (INR per share)	3.61	4.02	NA	(0.36)	1110.00%

HISTORICAL CONSOLIDATED INCOME STATEMENT (IND-AS)

PARTICULARS (INR Mn)	FY21	FY20	FY19
Operating Revenue	1,687	1,288	1,166
Total Expenses	1,344	952	855
EBITDA	343	336	311
EBITDA Margin	20.3%	26.1%	27.0%
Depreciation	31	36	32
Finance cost	155	172	203
Other Income	71	54	47
PBT	228	182	123
Tax	61	58	35
Profit After tax	167	124	88
PAT Margin	10.0%	9.6%	8.0%
Share of profit/loss from associate	-	-	(1)
Loss on disposal of associate	-	-	(28)
Other comprehensive income	4	14	(101)
Total Comprehensive income	171	138	(42)
Diluted EPS (INR per share)	5.11	5.86	8.8

CONSOLIDATED BALANCE SHEET (IND-AS)

PARTICULARS (INR Mn)	FY20	FY21
Equity	2,132	2,630
Equity Share Capital	200	286
Other Equity	1,932	2,344
Non-current Liabilities	158	355
a) Financial Liabilities		
•Borrowings	38	262
(ii) Other Financial Liabilities	-	-
b) Deferred Tax Liability	79	46
c) Provisions	19	23
d) Other long term liabilities	22	24
Current Liabilities	2,738	3,571
a) Financial Liabilities		
(i) Trades payable- Total outstanding dues of micro and small enterprises	1	34
(ii) trade payables-other than micro & small enterprises	72	104
(iii) Other financial liabilities	1,110	2,019
(iv) Borrowings	1,386	1,215
b) Other current liabilities	156	118
c) Provisions	14	81
GRAND TOTAL- EQUITY & LIABILITIES	5,028	6,556

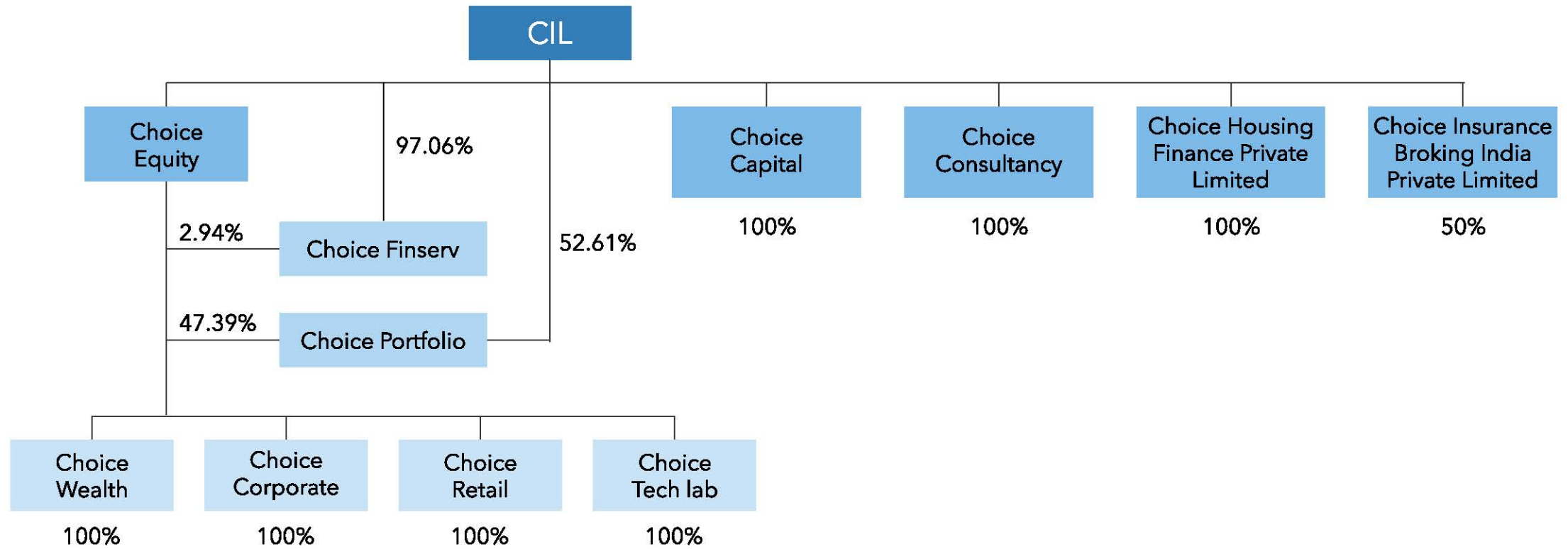
PARTICULARS	FY20	FY21
Non-current Assets	1,164	1,012
Property, plant & Equipment	722	712
Investment Property	12	12
Goodwill	83	83
Other Intangible Assets	58	48
Intangible Assets Under development	1	2
Financial Assets		
1) Investments	196	66
2) Loans	8	1
3) Other financial assets	40	49
Income Tax Assets	36	29
Deferred Tax Assets	8	10
Other Non-current Assets	-	-
Current Assets	3,864	5,544
a) Securities held for Trade	306	87
b) Financial Assets		
(i) Trade Receivables	910	761
(ii) Cash & Cash Equivalents	373	303
(iii) Bank balances other than above	137	179
(iv) Loans	1,178	2,465
(v) Other financial assets	906	1,704
c) Other Current Assets	54	45
GRAND TOTAL- ASSETS	5,028	6,556

KEY OPERATIONAL HIGHLIGHTS

- Operating revenue for the quarter has shown a staggering growth of 96% on YoY basis. This is contributed by strong growth in our Equity Broking Business where market sentiments have played a major role.
- As on October 30, 2021, Choice Equity Broking Private Limited stood at 21st rank among the list of top brokers based on active number of clients on NSE.
- Choice Group via its subsidiary Choice Wealth Private Ltd has acquired the entire mutual fund distribution business of Centcart Money Services Pvt Ltd for an all-cash deal to augment the position of our mutual fund platform – Investica. The said acquisition was inked on October 12, 2021.
- The group has also entered into an agreement to invest an amount equivalent to USD 750,000 in Flyhi Financial Services Ltd in the seed capital round. Flyhi is a tech-forward, customer-first, and asset-lite NBFC focused on bridging the financial gaps in India's burgeoning education sector. The said agreement was signed on November 11, 2021.
- The company had launched its new product, Jiffy Global to facilitate trading on Global stock exchanges in more than 25 countries. Global investing is facilitated in partnership with Interactive Brokers of the USA. This has provided the clients of Choice an array of investment opportunities globally.

COMPANY OVERVIEW

CURRENT ENTITY STRUCTURE



BUSINESS MIX



B2C Retail Services

- Equity & Commodity Broking
- Insurance Broking
- Wealth Management
- Retail Loan Distribution



B2B Institutional Services

- Management Consulting
- Investment Banking
- Infrastructure Consulting
- Government Advisory

B2C BUSINESS



Equity & Commodity Broking

- One stop financial hub for your investment needs
- Stock trading, commodity & derivative trading, portfolio management services, bonds & debentures, offer for sale, public offer
- Backed by in-depth & dedicated technical & fundamental research teams that use modern set of tools & techniques to analyse the best equity investment for long-term & short-term goals.



Insurance Broking

- Acts as a "One stop shop for all insurance requirements
- Provides assistance in "Buying" the right insurance while representing the client(insured) and not the insurance company (insurer)
- Acts as an insurance aggregator covering multiple policies like: Life insurance, Personal insurance, insurance for employee benefit, Property Insurance, etc



Wealth Management

- A trusted advisor and AMFI registered Mutual Fund Distributor provides multiple services which include: Mutual fund advisory & distribution, financial planning, research & advisory, bonds advisory & distribution
- Provides analysis and advise based on the risk profile for every client



Retail Loans Distribution

- Covers a large gamut of loans under one umbrella: Housing Loan, Personal Loan, Loan against property, Business loan etc
- The group has a strong network across the country and has partnered with several large banks & NBFC's

B2B BUSINESS



Management Consulting

- Responsible to help companies navigate in turbulent business environment.
- Tailor-made, rational, complete and persistent solutions given to senior management of companies to solve various organizational and compliance issues.
- Cohesive regulatory support for fast-track & cost-effective approach to announce new products and services and comply with global regulations.



Investment Banking

- A SEBI registered category-I merchant banker, offers services such as IPO advisory, valuations, corporate finance etc.
- Since inception have raised over INR 7,000 cr for various clients



Infrastructure Consulting & Government Advisory

- Empowers governments by providing expert advisory services on planning new age cities
- Also provides assistance on financial services to the government'
- The company takes pride in empowering government for efficient governance and sustainable infrastructure. Being the frontrunners of this field, the company has completed many prestigious projects and schemes.
- On the backdrop of financial consultancy, Choice has first hand experience of being associated with more than 500 Urban Local Bodies, 25 state departments and more than 10,000 Panchayati Raj Institutions.

OUR DIGITAL TRANSFORMATION

We have leveraged our strengths, developed through our traditional business to transform into a Fintech ecosystem enabling us to serve our customers better



OUR DIGITAL PRODUCT ECOSYSTEM

- Choice has a complete suite of financial products focussed towards each product category (Equity & commodity broking, wealth management, insurance broking, retail loan distribution etc)
- Clients get access to all the products using single login credential via SSO
- Uses a common on boarding system, which helps us to enable a customer on multiple platforms with ease
- Use of advanced UI and UX concepts to keep products attractive to our customers



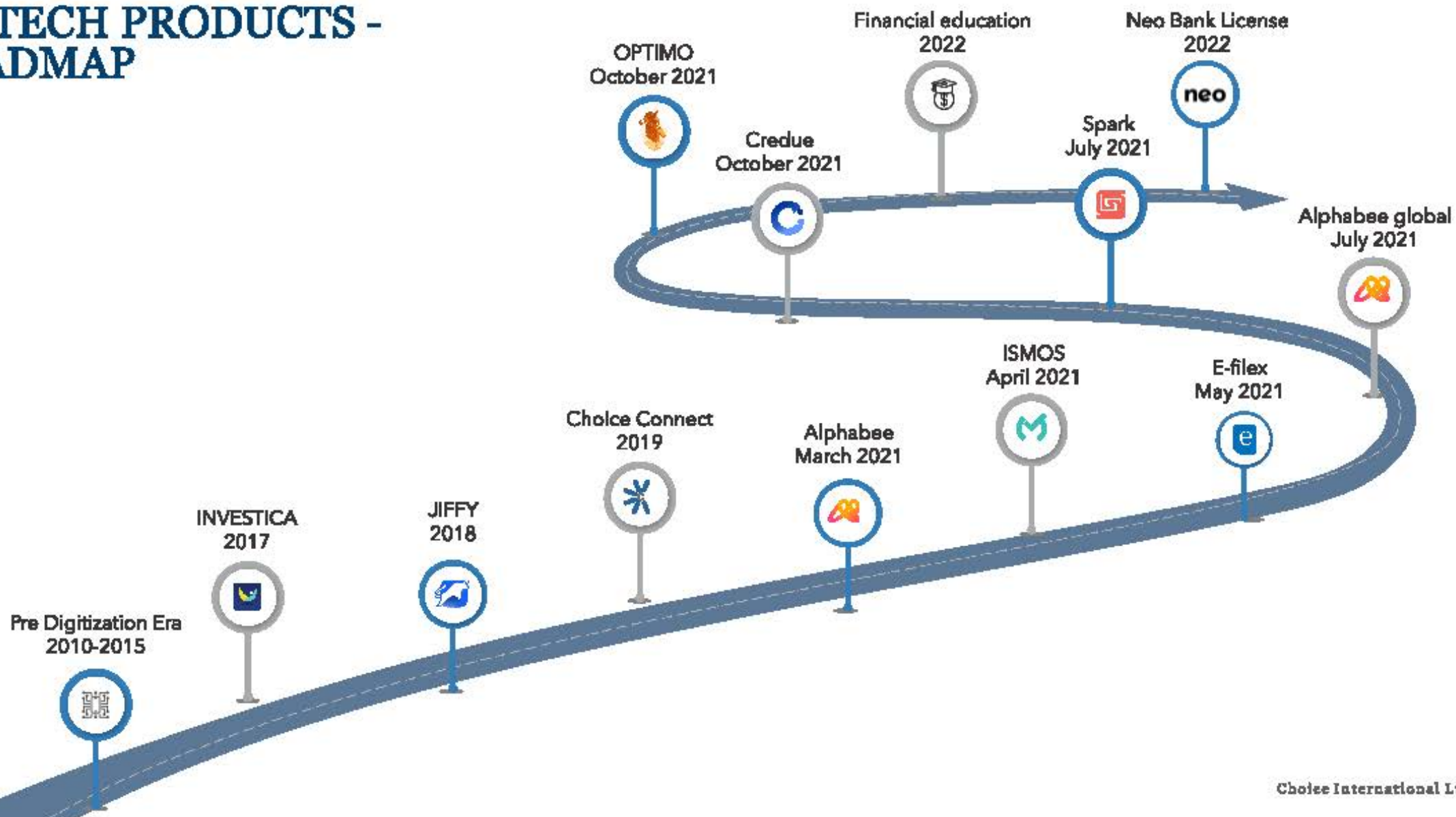
AI-Powered Advisory Engine

DIGITIZATION- ROADMAP FOR THE FUTURE

- Fintech stands to be one of the most upcoming industries in the country and Choice plans to stand at the forefront to capture this opportunity by bringing in revolutionary products for the investors. Our fintech ecosystem is going to be the roadmap for our future
- We are planning to build an AI Advisory engine which will direct our customers as per their requirements to our different platforms that will help them execute their needs.
- We aim to cover the entire financial lifecycle of an investor. We wish to give them easy and hassle-free experience fulfilling their financial needs.
- The main focus is to build a strong ecosystem under one roof that gives us benefits of reducing our cost of adding new clients and to be able to provide all services to our customers at affordable cost.



FINTECH PRODUCTS - ROADMAP



KEY PERSONNEL

B2C Services



Sunil Bagaria
Equity & Commodity Broking

Suyash Patodia
Insurance Broking



Sandeep Mandawewala
Retail Loans Distribution

Amit Singh
Wealth Management



B2B Services



Dhiraj Lalpuria
Management Consulting

Ratiraj Tibrewal
Investment Banking



B. C. Murarka
Infrastructure Consulting

Harsh Sarawagi
Government Advisory



Group Officers



Yogesh Jadhav
Chief Technology Officer

Nitesh Aggarwal
Group Relationship Officer



Manoj Singhania
Group CFO

Karishma Shah
Company Secretary and
Compliance Officer



THANK YOU