

July 18, 2020

The Manager, Listing Department, The National Stock Exchange of India Ltd., Exchange Plaza, 5 Floor, Plot C/1, G Block, Bandra - Kurla Complex, Bandra (E), Mumbai 400 051. Tel No.: 2659 8235 NSE Symbol: IIFLSEC	The Manager, Listing Department, BSE Limited, Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai 400 001. Tel no.: 22721233 BSE Scrip Code: 542773
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Dear Sir/Madam,

Sub: Press Release and Corporate Presentation on the Unaudited Financial Results for the quarter ended June 30, 2020

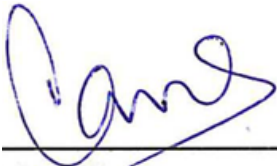
We enclose herewith:

1. The press release on the Unaudited Financial Results of the Company for the quarter ended June 30, 2020.
2. Corporate Presentation for the quarter ended June 30, 2020.

Thanking You,

Yours faithfully,

For IIFL Securities Limited



Roshan Dave
Company Secretary
Encl: as above



IIFL Securities Limited (Formerly "India Infoline Limited")

Corporate Identity Number: **L99999MH1996PLC132983**

Regd. Office: IIFL House, Sun Infotech Park, Road No. 16V, Plot No. B-23, MIDC, Thane Industrial Area, Wagle Estate, Thane - 400 604

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Investor Presentation

For the quarter ended June 30, 2020



IIFL Securities Limited

July 18 , 2020

NSE : IIFLSEC | BSE : 542773

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Section 1:

Financial Highlights

Consolidated Results (as per IND AS)

Quarter ended June 30, 2020



Rs Mn	Q1FY21	Q4FY20	Q-o-Q	Q1FY20	Y-o-Y	FY20	FY19	Y-o-Y
Revenue from Operations	1,497.7	1,900.7	(21%)	1,641.3	(9%)	7,174.5	8,351.3	(14%)
Other income	285.2	197.7	44%	209.0	36%	725.0	404.3	79%
Total income	1,782.9	2,098.4	(15%)	1,850.3	(4%)	7,899.5	8,755.6	(10%)
Employee cost	466.8	507.9	(8%)	577.7	(19%)	2,212.5	2,566.4	(14%)
Finance Cost	119.2	358.5	(67%)	259.9	(54%)	1,021.1	1,145.0	(11%)
Depreciation and amortisation	113.4	125.2	(9%)	148.7	(24%)	553.1	419.0	32%
Administration and other expense	529.5	597.1	(11%)	492.0	8%	2,115.1	2,044.4	3%
Total Expenses	1,228.9	1,588.7	(23%)	1,478.3	(17%)	5,901.8	6,174.8	(4%)
Profit before tax	554.0	509.7	9%	372.0	49%	1,997.7	2,580.8	(23%)
Provision for tax	139.1	137.1	1%	135.6	3%	529.9	866.5	(39%)
Profit after tax	414.9	372.6	11%	236.4	75%	1,467.8	1,714.3	(14%)
Other Comprehensive Income	(0.2)	(0.3)	-	0.4	-	(18.2)	6.7	-
Total Comprehensive Income (excluding exceptional items)	414.7	372.3	11%	236.8	75%	1,449.6	1,721.0	(16%)
Exceptional Items	-	-	-	1,017.2	-	871.6	-	-
Total Comprehensive Income (including exceptional items)	414.7	372.3	11%	1,254.0	(67%)	2,321.2	1,721.0	35%

Note: Exceptional item in FY20 is net of profit of Rs1,017.1 Mn on sale of office property and write-down of deferred tax assets and MAT credit due to reduction in corporate tax rate of Rs 145.5 Mn

Revenue mix and Segment results

Quarter ended June 30, 2020



Revenue mix (Rs Mn)	Q1FY21	Q4FY20	Q-o-Q	Q1FY20	Y-o-Y
Retail Broking	920	845	9%	862	7%
Retail -Financial Products Distribution	214	532	(60%)	300	(29%)
Institutional Equities	285	425	(33%)	338	(16%)
Investment Banking	12	32	(62%)	28	(56%)
Rental Income	67	67	(1%)	49	36%
Treasury and Investment related income	285	197	45%	273	4%
Total Income	1,783	2,098	(15%)	1,850	(4%)

Segment Revenue (Rs Mn)	Q1FY21	Q4FY20	Q-o-Q	Q1FY20	Y-o-Y
Capital market activity	1,599	1,581	1%	1,562	2%
Insurance Broking	74	142	(48%)	84	(12%)
Facilities and ancillary	227	513	(56%)	338	(33%)
Others	1.2	0.4	200%	0.8	49%
Total Income	1,901	2,236	(15%)	1,984	(4%)
Less : Inter Segment Revenue	(118)	(138)	(14%)	(134)	(12%)
Net Total Income	1,783	2,098	(15%)	1,850	(4%)

Segment PBT (Rs Mn)	Q1FY21	Q4FY20	Q-o-Q	Q1FY20	Y-o-Y
Capital market activity	513.3	415.3	24%	376.5	36%
Insurance Broking	32.7	88.6	(63%)	28.6	14%
Facilities and ancillary*	6.9	5.4	28%	983.3	(99%)
Others	1.1	0.4	175%	0.8	38%
Net Total Income	554.0	509.7	9%	1,389.2	(60%)

*Q1FY20 includes exceptional items - gain on sale of property

Section 2:

Business Segments & Strategy

**Build High ROE,
Low Risk Business**

Risk mitigation- Client focus, avoid proprietary

Retail,
Mass
affluent,
Traders

Institutional
Local,
Foreign,
PE

**Investment
Banking**
Corporates-
IPO/ QIP

Technology Edge

Talent prowess

Research- Capital Market domain depth

A million retail customers,
690 institutional &
500 corporate clients

Well capitalized

Industry leading online
platform - Trader Terminal

More than 225 stocks
covered by Research

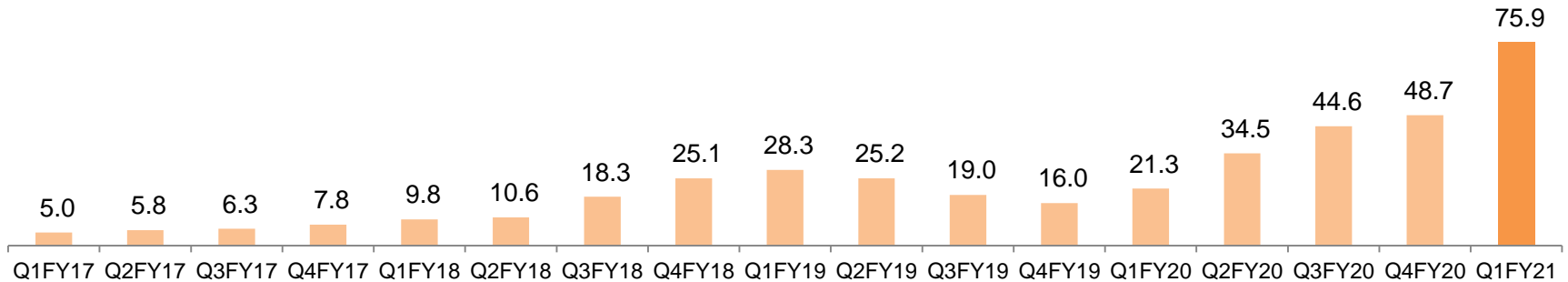
4 million downloads of IIFL
Markets, Mutual Funds App

Industry pioneer platform for
IFAs

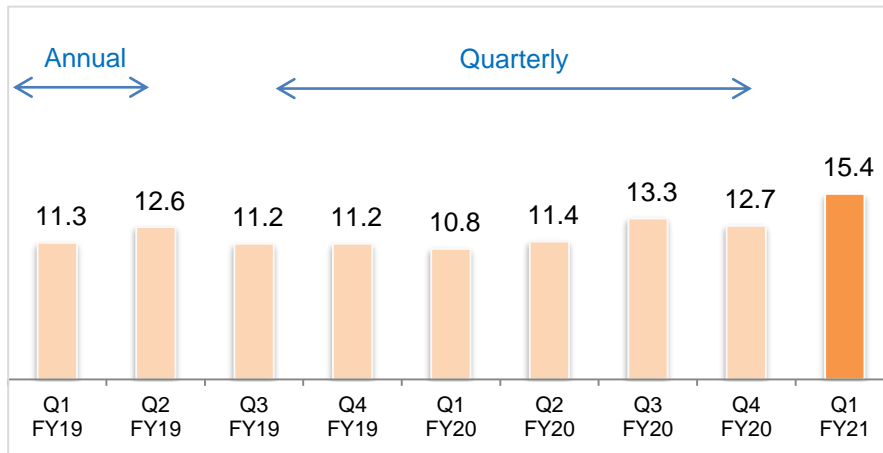
- Brand and franchise established with impeccable track record, over two decades
- One stop shop for all investment products including equity, commodities, currency, DP services, portfolio advisory, Mutual Funds, AIF, PMS, Insurance, FD, Bonds
- Open architecture, customer centric business model
- For insurance & distribution, Q1 is a slack quarter but on y-o-y, insurance business witnessed robust growth.
- Focus on customer acquisition showing results, expect market share growth in non-proprietary trading over time
- Digitization drive continues, new initiatives include InvestorQ to build community of investors, traders; FP360 for comprehensive financial planning

Customer acquisition focus is showing results

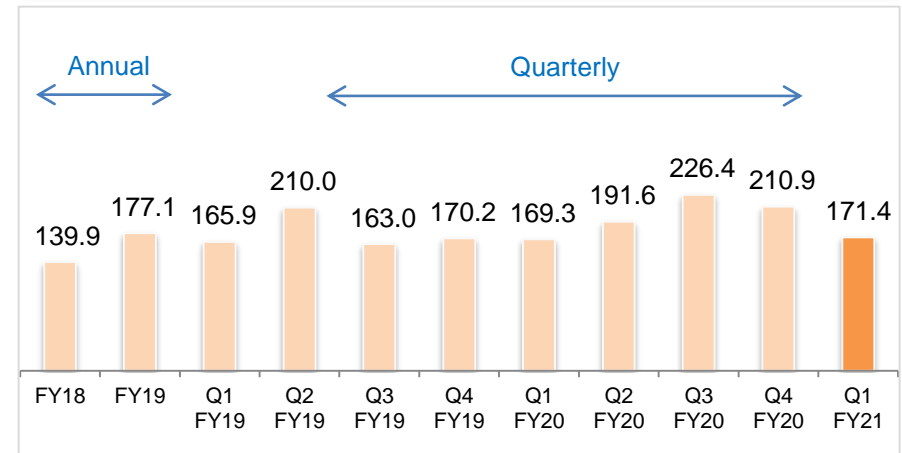
Customer Acquisitions ('000)



IIFL Average Daily Turnover – Cash (₹ Bn)*



IIFL Average Daily Turnover – Total (₹ Bn)*



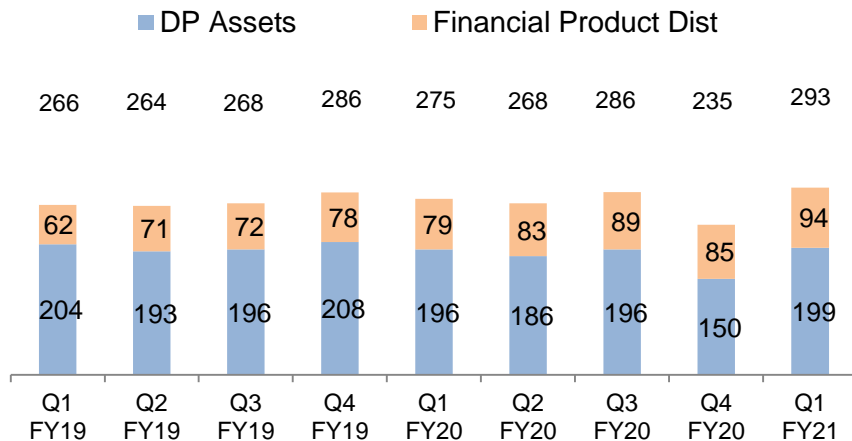
Source: NSE

*Turnover includes retail and institutional segments from NSE

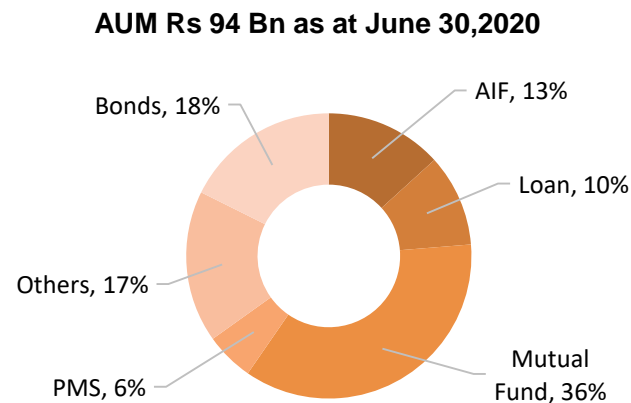
Insurance distribution is seeing strong traction



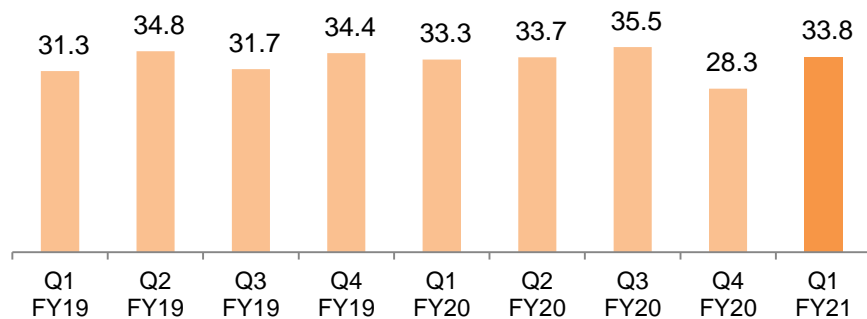
Assets Under Management (₹ Bn)



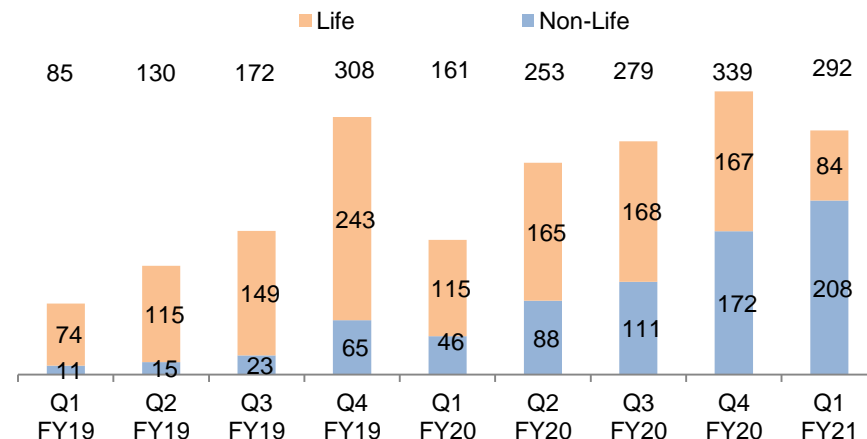
FPD AUM (₹ Bn)



Mutual Fund AUM (₹ Bn)



Insurance Premium (₹ Mn)



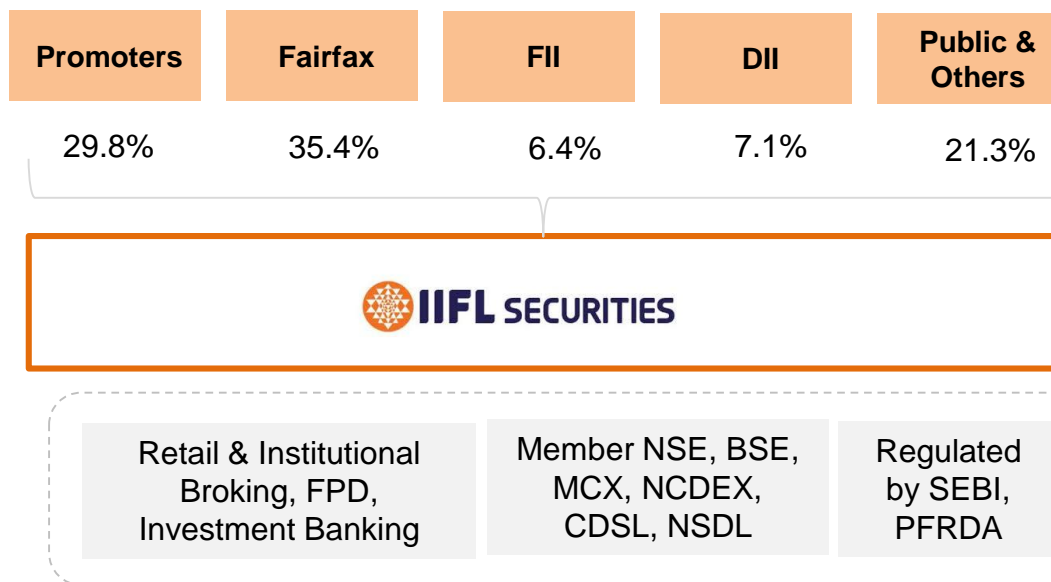
- Among the top franchises on the street, 80 member team with offices in Mumbai, New York and London
- Top-tier rankings with most large long-only / domestic mutual funds
- 690+ institutional (domestic and foreign) clients
- Wide customer base covering sovereign wealth funds, foreign portfolio investors, mutual funds, insurance companies, banks, pension funds and alternate investment funds
- Pedigreed team comprising 28 analysts covering 225+ stocks across 20+ sectors accounting for over 80% of India's market capitalization
- Market leader in block placements – over US\$ 1 billion of blocks executed in Q1FY21

- Q1 was a tough quarter for IB given the market volatility on the back on Covid-19 pandemic
- Engaged in transactions across capital markets, private equity and buybacks/corporate advisory
- Completed 1 advisory transaction; a number of transactions got pushed out on account of market volatility
- Strong pipeline and product diversity with presence in ECM, Private Equity and DCM
- With improvement in market sentiment, we expect a more robust outlook and transaction closures in the coming quarters

Section 3:

Governance, Awards and CSR

Corporate Structure and Ownership



Major Subsidiaries





Kranti Sinha, Chairman, Independent Director

- Former CEO of LIC Housing Finance
- Former Deputy President Governing Council of Insurance Institute of India



R Venkataraman, Managing Director

- Co-founder of IIFL
- Previous experience with ICICI Bank, Barclays, GE Capital
- MBA from IIM Bangalore, B. Tech, IIT Kharagpur



Shamik Das, Independent Director

- Former CTO at Myntra
- M.S. from University of Maryland (USA), B. Tech in Computer Science and engineering from IIT, Kharagpur



Mohan Radhakrishnan, Whole-time Director

- Chief Compliance Officer
- Former General Manager at SEBI
- Chartered Accountant



Rekha Warriar, Independent Director

- Former Regional Director (West Bengal and Sikkim), RBI
- Former Chief General Manager -Internal Debt Management Department - RBI Financial Stability Unit



Narendra Jain, Whole time Director

- Head Operations
- Previous experience with ICICI and HPCL
- Chartered Accountant

Awards & Recognitions

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



**At
Corporate
Communications &
PR Awards 2019**

**"Leader in Go Green Initiative "
Award**



**At NSDL Star Performer Awards
2019**



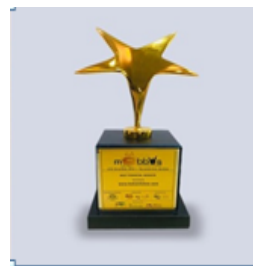
**'Company of the
Year 2019'**

**by
The CEO Magazine**



**Best IPO award for
Embassy Office REIT**

**at
The Asset Triple A Country Awards**



**The Mobby's
Award for Best
Financial Website**

**At
World Marketing
Congress**

**"Leadership in Customer Service
in Financial Services Sector"**



**At The 7th Edition of World Quality
Congress & Awards**



**'Best Use of Digital
Media/Platform in the
share trading category'
Award**

**At
INKSPELL for IIFL Markets App**



**IIFL Group awarded the 'Great
Place to Work' Certification**



'Going The Extra Mile'

from MCX

IIFL strongly believes in community development and sincerely undertakes multiple CSR initiatives focused around Education, Financial Literacy and Environment protection, among others through its CSR arm IIFL Foundation

Covid-19 relief

- IIFL Foundation contributed Rs 50 Million to the PM Cares Fund
- IIFL Foundation supported the initiative of FICCI Socio Economic Development Foundation with Rs.0.5 Mn for procurement of medical kits for hospitals in Mumbai. The medical kits comprised of n95 masks, PPE (Personal Protection Equipment) – Pants, Jackets, 3m Goggles, Ansell Gloves 92-600, Dupont Tyvek 400 Disposable protective coverall with respiratory -fit hood.
- IIFL Foundation made a humble contribution of Rs 1 Mn to ‘Mumbai Police Foundation’ towards procurement of protective gears for the on-duty personnel.

Education Initiatives



Sakhiyon Ki Baadi (SKB) is a community based learning centre for girls in the age group of 4 to 14 years to address the situation of illiteracy among girls in rural Rajasthan.



Financial Literacy

IIFL Foundation’s ‘Financial Literacy Program for Women’ – Is an interactive 5 part training module that spans over 3 months aiming to bridge the gender gap in financial literacy in India



Thank You

Published in July 2020

IIFL Securities Limited

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